



Famiglia Farchioni

The story of many generations and a precise vision



Our brand identity

*Farchioni, quality **since 1780**, is a **family-owned** food company,
that **produces what they sell**
in the oil, flour, wine and beer sectors,
guaranteeing **quality** while respecting the environment.*

Pompea Farchioni



Business units

Oil > 1 oil factory (50,000 square meters of total covered surface), 3 oil mills

Flour > 1 mill

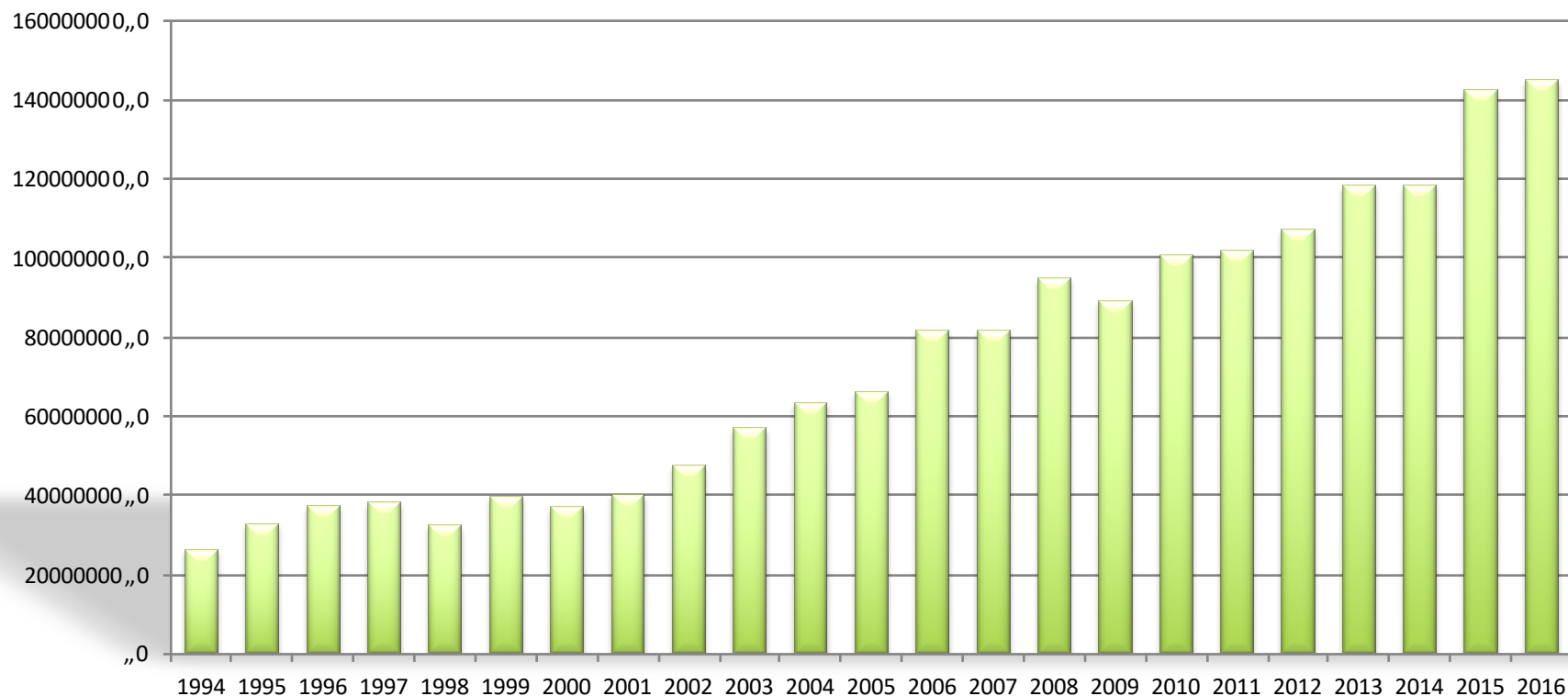
Wine > 1 winery

Beer > 1 craft brewery, 1 microbrewery

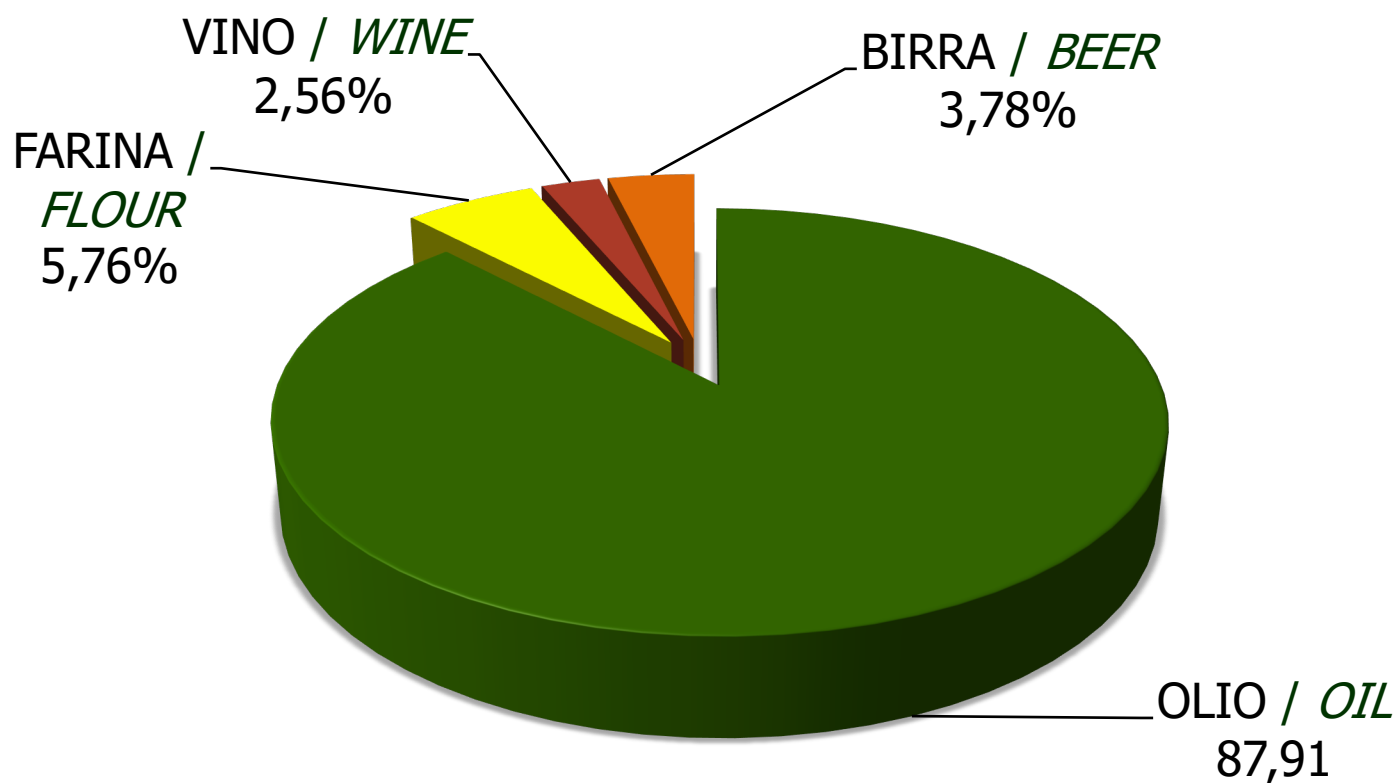
Farm > 9 (3000 hectares of which 180 are vineyards, 1000 olive groves and rest for cereal)



Invoice Totals Gruppo Alimentare Farchioni 1994->2016



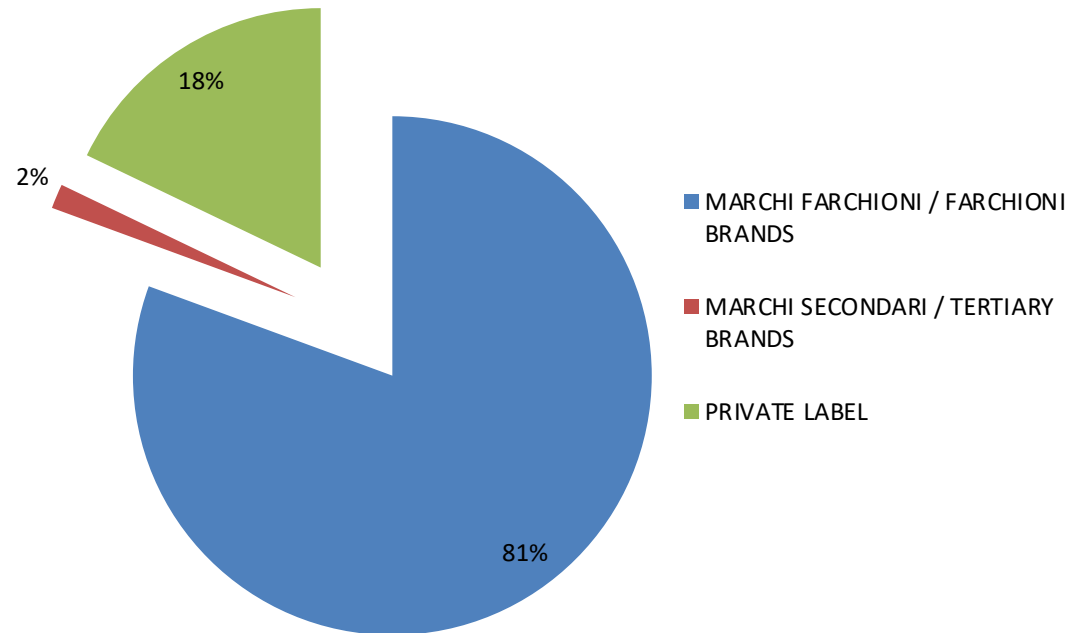
Turnover Farchioni 1780 € 144.105.533



Italian Market Shares

Primi 10 Clienti / Top 10 Clients

CONAD
COOP ITALIA
SELEX
CARREFOUR ITALIA
AUCHAN
INTERDIS
SIGMA
DESPAR
AGORA'
FINIPER SPA



Market Shares - Abroad

Primi 10 Clienti / Top 10 Clients

WAITROSE UK

SAINSBURY'S UK

REMA Denmark

TESCO UK

ASDA UK

EASAIL China

AEON GLOBAL MERCH. Japan

JM MARKETING Korea

PORTO A PORTO Brasil

NTL Croatia



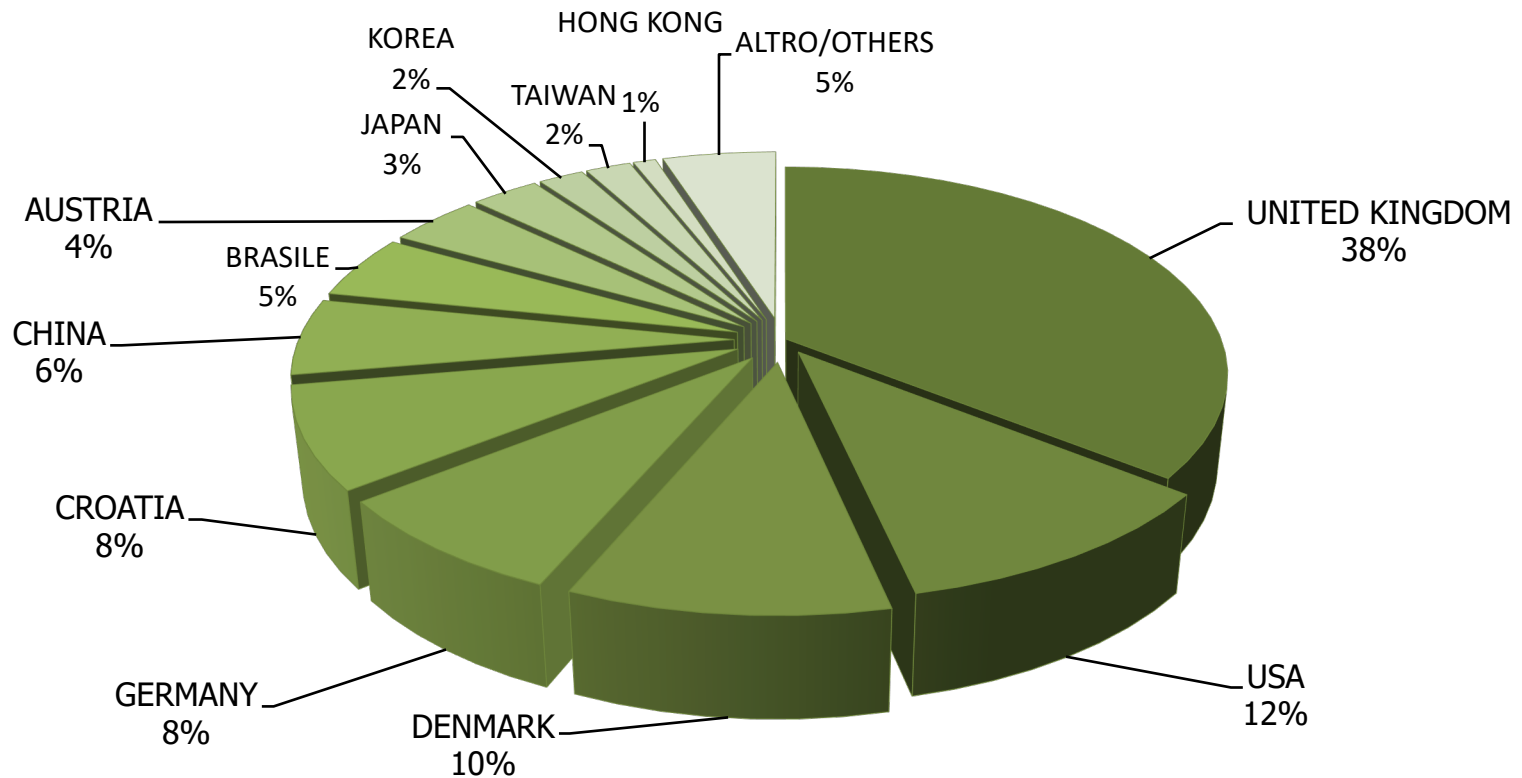
■ MARCHI FARCHIONI / FARCHIONI'S BRANDS

■ PRIVATE LABEL

■ MARCHI SECONDARI / INDIPENDENT BRANDS



Other Countries Turnover Farchioni 1780



Total quality



QUALITY

Process

- *Iso 9001*
- *Sa 8000*
- *Panel test*
- *Iso 22005*

Product

- *High Quality*
- *PDO Umbria*
- *Organic*
- *Kosher*
- *Jas*

ENVIROMENT

Process

- *Iso 14001*
- *Carbon foot print*

Energy saving

- *Iso 50001*

SAFETY

Food safety

- *Brc*
- *Ifs*
- *Iso 22000*
- *Fssc 22000*
- *Food defence*

Employees safety

- *Ohsas 18001*





Quality:

*of process
of products*



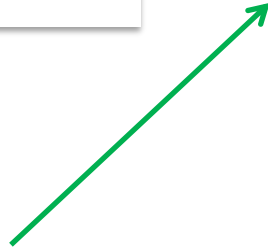
Environment:

*environmental care
energy saving*



Safety:

*about food and employees
wellness*



Our Philosophy

EXCELLENCE



Olive Oil



Umbrian Wines



Craft Beer



Flours



Pride in traditions



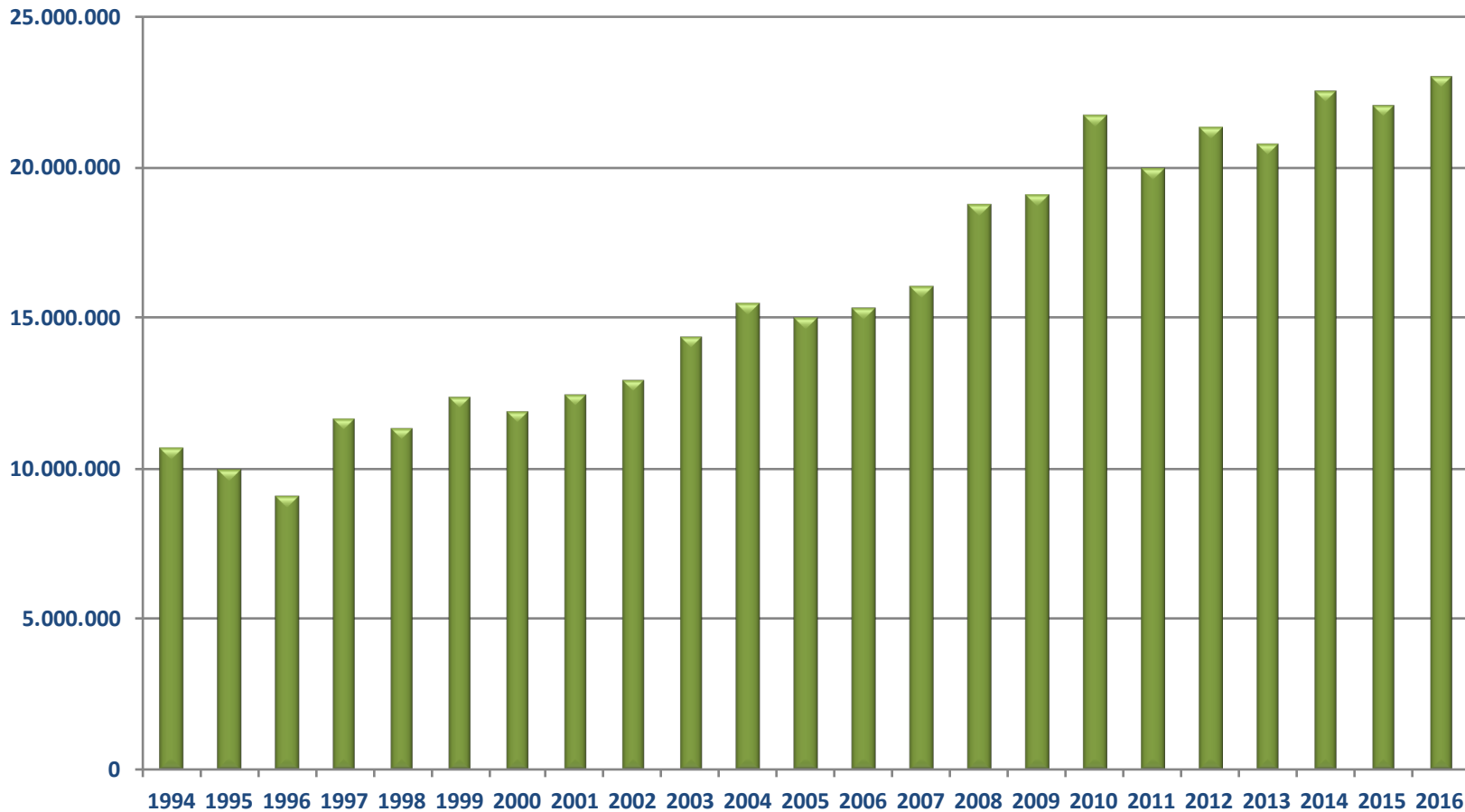
Each generation of the Farchioni family selected the finest quality extra virgin olive oil, so our product today is the fruit of decades of hard work, study and experience. Every bottle filled, is a source of pride. This is why we're now one of Italy's top five bottlers and distributors of extra virgin olive oil, with a 10% market share. Our line is very broad based to cater for all tastes

Oil factory

✓ <i>Covered stock capacity of evoo in bulk</i>	10.000 tons
✓ <i>Production lines</i>	6
✓ <i>Production capacity per year</i>	70.000.000 (pcs)
✓ <i>Current production</i>	35.000.000 (pcs)
✓ <i>Productions check points</i>	18
✓ <i>Retained samples</i>	20.000
✓ <i>Total chemical analyses</i>	35.000
✓ <i>Total checked pieces</i>	250.000
✓ <i>Nielsen market share 2018</i>	10,0% (1° Italian rank)



Farchioni Olive Oils Annual Sales (liters)





Farchioni Classico Extra Virgin Olive Oil | Olio Farchioni

This refined and genuine oil with its unique fresh olives fragrance and delicate taste is the result of our experience of over ten generations in selecting oils.

Its numerous excellent qualities remain unchanged in time.

The Farchioni family has personally selected the best production areas in Italy and abroad, and by mixing these products has obtained a delicate, top quality oil of incomparable excellence. This bright gold oil has an unforgettable fruity taste and is extremely digestible.

It is also wonderfully balanced on salads, and a perfect complement to your entrees and side dishes. It will enrich your meats and fish, always respecting the flavor balance of your preparations.



Il Casolare

OLIO EXTRA VERGINE DI OLIVA



This dark green, cold pressed, unfiltered Extra Virgin Olive Oil, have the typical fragrance of freshly pressed olives.

Its fruity flavor, balanced by its equilibrated taste, make it the protagonist of your favorite dishes. It is created by using a variety of olives which continue to retain their green color and decidedly fruity taste.

These olives are naturally cold pressed and not subjected to any chemical process.

In order to really appreciate its fruity taste, it is best used to season all raw dishes (salads, legumes, toasted bread etc).

Use's suggestions: It is an oil of consistent quality, it fits in all cooking use, both for raw food and sauces, side dishes, roasted meat and cakes, respecting the balance of your dishes.



DOP D'ITALIA

Farchioni

Olio Extra Vergine di Oliva
Extra Virgin Olive Oil



L'olio e le sue radici

Olio Extra Vergine di Oliva di Umbria, Toscana, Puglia e Liguria.
Denominazione di Origine Protetta.

Oil and its roots

Extra Virgin Olive Oil from Umbria, Toscana, Puglia and Liguria.
Protected Designation of Origin.

Da sempre UNA FORTE PASSIONE CI LEGA ALLA
TERRA CHE CONOSCIAMO. La lavoriamo con umiltà,
spinti dalla voglia di condividere la nostra
grande qualità con chi sa apprezzare ogni giorno
IL VALORE DELLE COSE BUONE.

DOP D'ITALIA

Farchioni

We've always been *PASSIONATELY ATTACHED TO*
THE LAND WE'VE ALWAYS KNOWN. We work it with
humility, driven by the desire to share our great
quality with people capable of appreciating
THE VALUE OF GOOD THINGS EVERYDAY.

DOP UMBRIA Colli Martani



OLIO EXTRA VERGINE DI OLIVA
DENOMINAZIONE DI ORIGINE PROTETTA
EXTRA VIRGIN OLIVE OIL - PROTECTED DESIGNATION OF ORIGIN

Nasce dalle varietà di olivo Moraiolo, San Felice, Leccino e Frantoio. Olio dalla spiccata versatilità culinaria che si adatta a una molteplicità di utilizzi e abbinamenti.

Is made with the Moraiolo, San Felice and Leccino Frantoio olive varieties. Is a remarkably versatile oil, being suitable for many culinary uses and combinations.

FRUTTATO - FRUITY

AMARO - BITTER

PICCANTE - SPICY

DOP TERRA DI BARI Castel del Monte



OLIO EXTRA VERGINE DI OLIVA
DENOMINAZIONE DI ORIGINE PROTETTA
EXTRA VIRGIN OLIVE OIL - PROTECTED DESIGNATION OF ORIGIN

Ottenuto da olive delle varietà Ogliarola Barese e Coratina, è perfetto per abbinamenti con piatti robusti come involtini di carne, arrostiti, zuppe di legumi e vellutate di verdure.

Is made from the Ogliarola Barese and Coratina olive varieties. Perfect for accompanying hearty dishes such as meat roulades, roasts, pulse-based soups and vegetable creams.

FRUTTATO - FRUITY

AMARO - BITTER

PICCANTE - SPICY

DOP CHIANTI CLASSICO



OLIO EXTRA VERGINE DI OLIVA
DENOMINAZIONE DI ORIGINE PROTETTA
EXTRA VIRGIN OLIVE OIL - PROTECTED DESIGNATION OF ORIGIN

Nasce dalle affascinanti colline fiorentine. Ha un gusto equilibrato, elegante e armonico in abbinamento a fiorentina e insalate.

From the Grevepesa olive mill is made in the fascinating Tuscan hills. It has a balanced, elegant and harmonious flavour, it's recommended for Fiorentina and salads.

FRUTTATO - FRUITY

AMARO - BITTER

PICCANTE - SPICY

DOP RIVIERA LIGURE



OLIO EXTRA VERGINE DI OLIVA
DENOMINAZIONE DI ORIGINE PROTETTA
EXTRA VIRGIN OLIVE OIL - PROTECTED DESIGNATION OF ORIGIN

Nasce nelle terre aspre e difficili del Ponente Ligure. È un olio delicato con un corpo decisamente dolce. Indicato per le preparazioni a base di pesce.

Is produced in limited quantities in the harsh, intractable land of west Liguria. Is a delicate oil with a decidedly sweet feel. It's recommended for fish-based recipes.

FRUTTATO - FRUITY

AMARO - BITTER

PICCANTE - SPICY





AR001
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OLIO EXTRA VERGINE DI OLIVA GLI AROMATIZZATI

Per chi ha poco tempo in cucina, o semplicemente per esaltare i sapori di gustosi piatti, i nostri condimenti dai sapori tipicamente mediterranei. Assortiti secondo la tradizione della cucina umbra. La loro caratteristica principale è quella di contenere in infusione le spezie e frutti essiccati.

For people having very little time to cook or, simply to exalt the tastes of savoury dishes, our seasonings by a typically Mediterranean tastes. Mixed according to the traditional use of the Umbrian cooking, red pepper, for roasts, truffle, porcini mushrooms, garlic and red pepper and garlic.



GLI AROMATIZZATI	PRODOTTO / SKU DESCRIPTION			BOTTIGLIA / BOTTLE				COLLO / CASE				BANCALE / PALLET			
	EAN CONSUMATORE EAN CODE	CODICE CODE	FORMATO ML ML PER BOTTLE	CONTENITORE CONTAINER	H H	L L	P D	*PEZZI UNIT CASE	H H	L L	P D	Kg Kg	CxL CxL	CTOT	HB HP
Aromatizzato all'Aglio e Peperoncino Garlic and chili pepper flavored	8007153189998	18896	250	Bottiglia Bottle	24,00	5,00	5,00	6	25,00	16,00	11,00	3,15	52	260	140
Aromatizzato al Peperoncino Chili Pepper flavored	8007153169990	16896	250	Bottiglia Bottle	24,00	5,00	5,00	6	25,00	16,00	11,00	3,15	52	260	140
Aromatizzato all'Aglio Garlic flavored	8007153179999	17896	250	Bottiglia Bottle	24,00	5,00	5,00	6	25,00	16,00	11,00	3,15	52	260	140
Aromatizzato al Tartufo Black truffle flavored	8007153149992	14896	250	Bottiglia Bottle	24,00	5,00	5,00	6	25,00	16,00	11,00	3,15	52	260	140
Aromatizzato al Limone Lemon flavored	8007153002525	20896	250	Bottiglia Bottle	24,00	5,00	5,00	6	25,00	16,00	11,00	3,15	52	260	140

L lunghezza, H altezza, C colli, F le, CTOT colli totali, HB altezza bancale

W width, H height, C case, CTOT total total cases, HP pallet height



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CONDIMENTO AL PEPERONCINO IN OLIO EXTRA VERGINE DI OLIVA

Intenso sapore di Peperoncino facile e preciso da dosare per tutti i tuoi piatti. Condimento a base di Olio Extra Vergine di Oliva 99,7% con aroma naturale di Peperoncino e con aggiunta di pezzi di Peperoncino secco. Modalità di utilizzo: Si versa direttamente sulle pietanze in cottura e per condire a crudo dosandolo a piacere.

CHILLI PEPPER FLAVORED EXTRA VIRGIN OLIVE OIL.
An intense flavor of chili to easily use for all you dishes. **Ingredients:** Extra virgin olive oil 99,7% with natural flavor and chili pepper and dried chilli pepper. **Use's suggestion:** to pour directly on cooked dishes and to dress as much as you like.

CONDIMENTO AL GUSTO DI TARTUFO NERO IN OLIO EXTRA VERGINE DI OLIVA

L'intenso profumo e aroma del tartufo nero pronto ad esaltare tutti i tuoi piatti. Condimento a base di Olio Extra Vergine di Oliva 99,94% con aroma naturale al gusto di tartufo nero. Modalità di utilizzo: Si versa direttamente sulle pietanze in cottura e per condire a crudo dosandolo a piacere.

BLACK TRUFFLE FLAVORED EXTRA VIRGIN OLIVE OIL.
The intense flavor of black truffle to exalt your meals. **Ingredients:** Extra virgin oil 99,94% with natural black truffle taste. **Use's suggestion:** to pour directly on cooked dishes and to dress as much as you like.

CONDIMENTO AL LIMONE IN OLIO EXTRA VERGINE DI OLIVA

L'intensità del limone di Sicilia sempre pronta sulla tua tavola. Condimento a base di Olio Extra Vergine di Oliva 98% con aroma naturale di limone. Modalità di utilizzo: Si versa direttamente sulle pietanze in cottura e per condire a crudo dosandolo a piacere.

LEMON FLAVORED EXTRA VIRGIN OLIVE OIL.
The intense flavor of Sicilian lemons always ready for exalting your meals. **Ingredients:** Extra Virgin Olive oil 98% with natural lemon flavor. **Use's suggestion:** to pour directly on cooked dishes and to dress as much as you like.



CONDIMENTO AL AGLIO IN OLIO EXTRA VERGINE DI OLIVA

L'intenso sapore dell'aglio per esaltare tutti i vostri piatti. Condimento a base di Olio Extra Vergine di Oliva 99,68% con aroma naturale di aglio e con aggiunta di aglio secco tagliato a sfoglie. Modalità di utilizzo: Si versa direttamente sulle pietanze in cottura e per condire a crudo dosandolo a piacere.

GARLIC FLAVORED EXTRA VIRGIN OIL.
The intense flavor of garlic to exalt your meals. **Ingredients:** Extra virgin olive oil 99,68% with natural flavor and dried pieces of garlic. **Use's suggestion:** to pour directly on cooked dishes and to dress as much as you like.

CONDIMENTO AL AGLIO E PEPERONCINO IN OLIO EXTRA VERGINE DI OLIVA

Un mix tradizionale per rendere i vostri piatti subito più gustosi. Condimento a base di Olio Extra Vergine di Oliva 99,55% con aroma naturale di aglio e peperoncino e con aggiunta di aglio secco tagliato a sfoglie e peperoncini secchi. Modalità di utilizzo: Si versa direttamente sulle pietanze in cottura e per condire a crudo dosandolo a piacere.

GARLIC AND CHILI PEPPER FLAVORED EXTRA VIRGIN OLIVE OIL.
A traditional mix to exalt your meals. **Ingredients:** Extra Virgin olive oil 99,55% with chilli pepper and garlic natural flavors and with dried pieces of garlic and dried chilli pepper. **Use's suggestion:** to pour directly on cooked dishes and to dress as much as you like.



Bio logico

OLIO EXTRA VERGINE DI OLIVA BIOLOGICO E
OLIO EXTRA VERGINE DI OLIVA BIOLOGICO 100% ITALIANO

Farchioni organic olive oil comes from olives grown in a natural environment that is certified by ICEA (Ethical and Environmental Certification Institute).

An olive oil of consistent quality, excellent for all types of uses, both unheated and in sauces and on vegetables, roasts and grilled foods, maintaining the balance of flavor in your dishes.



Inspired by our land



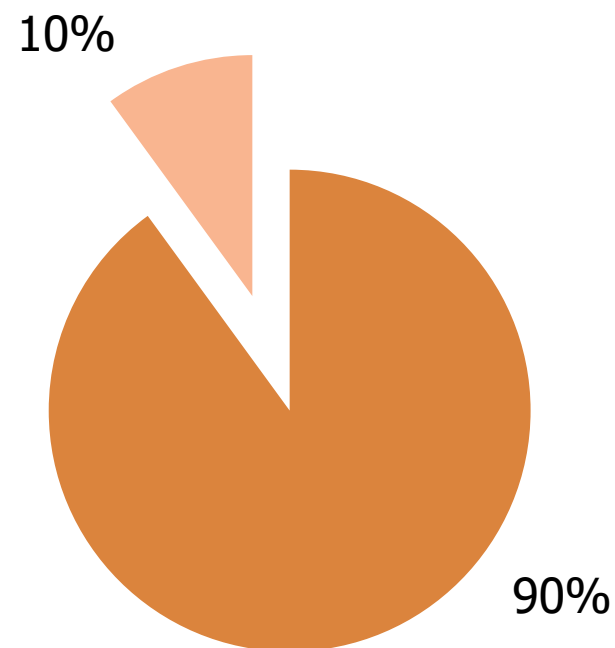
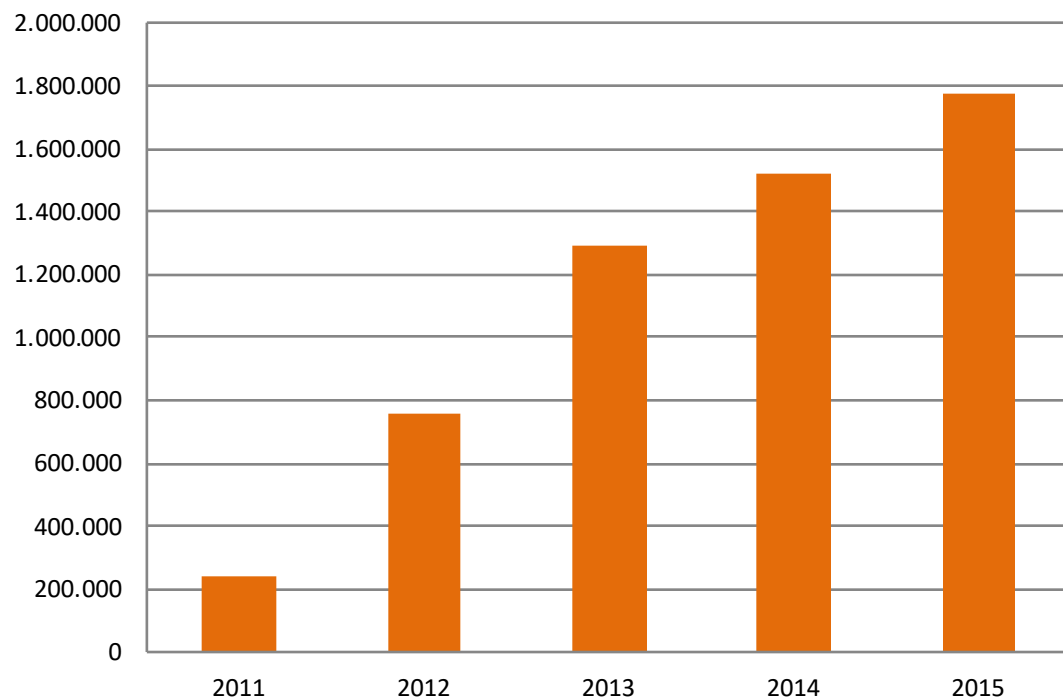
Beer is not just a moment of pleasure in an evening with friends. It's also a nectar to relish, to sip and savor, by the drop. When the taste is unique, of course. This is why, when we set our minds to making beer, we chose to use special malts, wheats and pulses carefully selected in Umbria, and the craft process of "top fermentation" and bottle conditioning to enhance the aromas and flavors. Nothing is left to chance, not even the bottle, which we designed ourselves. Aesthetically inviting of course but above all perfect for protecting the taste of our beers, so they always reach your palate intact and guarantee a perfect taste experience.

Brewery

- ✓ *Brewing tank capacity* 35 hl (3500 litri / *liters*)
- ✓ *Production lines* 2
- ✓ *Production capacity per year* 30.000 hl
- ✓ *Current production* 20.000 hl
- ✓ *Nielsen italian market share Craft '18* 33,5% (1° italian craft rank)
- *85% of raw materials come from our lands and are malted in our malthouse*
- *JUNE 2017: new brewery opening with a production capacity of 70.000hl*



World Beer Market (bottles)



■ Italia / Italy ■ Estero / Overseas



The deep roots of flavor



Our vineyards are rooted in distant times: the winemaking traditions of the Umbrian hills (Montefalco, Todi, Gualdo Cattaneo, Giano dell'Umbria) go back to the Middle Ages thanks to the Benedictine monks who reclaimed the land and planted two of Umbria's oldest grape varieties (Sagrantino and Grechetto). They handed down their art and preserved the quality and genuineness of the wines under their cloistered custodianship, and in fact their vineyards were nicknamed "La Custodia". And we still have their secrets in our safekeeping. Under our Terre de la Custodia label we offer only the most genuine products.



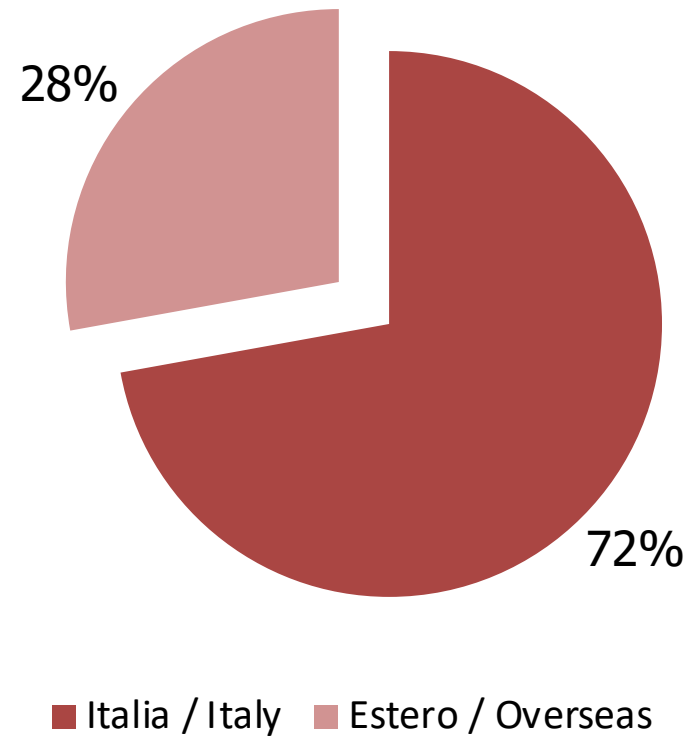
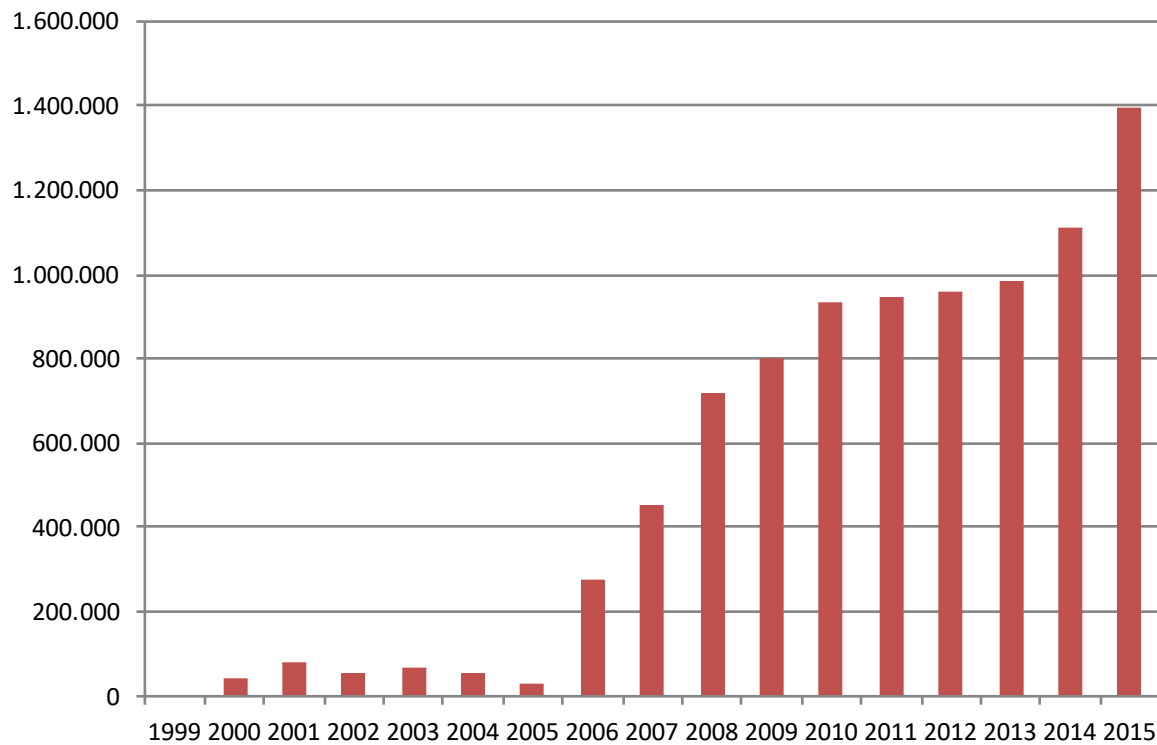
Winery

✓ <i>Covered stock area</i>	1.182 Tons
✓ <i>Production lines</i>	2
✓ <i>Production capacity per year</i>	1.800.000 <i>liters</i>
✓ <i>Current production</i>	1.570.000 <i>liters</i>
✓ <i>Productions check points</i>	3
✓ <i>Retained samples</i>	750
✓ <i>Total chemical analyses</i>	5.000
✓ <i>Total sample checked yearly</i>	2.000
✓ <i>Market position in Italy (IRI in GDO)</i>	<i>40th place best italian winery</i>



Volumi di Vendita Vino (bottiglie)

World Wine Market (bottles)



Maciniamo idee
Putting ideas through the mill



Dal 1780 il nostro mulino non ha mai smesso di macinare. È nella nostra tradizione, nelle pieghe della nostra storia ormai secolare. Da questa eredità nascono le farine Farchioni, diverse, adatte a ogni uso: la classica, ottenuta da grani Umbri selezionati, lavorati con metodo tradizionale. La Farina per pizza, che permette di mantenere una lunga lievitazione e una lavorazione con lievito naturale. La Farina per dolci ottenuta solo con grano Manitoba e la Farina per Torta al Testo, proveniente da Grani Umbri di particolare pregio, macinati con vecchio metodo, ossia una macinazione lunga che consente di non danneggiare il glutine.

Our mill has been milling since 1780. It's a family tradition, part of our nearly two and a half century history. From this heritage we developed the Farchioni Flours, each one for a particular use: Classic Flour, obtained from selected Umbrian wheats and milled with the traditional method, Pizza Flour, affording long leavening with natural yeast, Flour for cakes, obtained exclusively from Manitoba grain, and Torta al Testo Flour, made with high prestige Umbrian wheats milled with the old method, ie. a long and slow process that doesn't damage the gluten. Four different flours, a single history of flavor.



olio.farchioni.com



terredelacustodia.com



mastibirraiumbri.com