





Over
14,000
HECTARES of
farms worldwide

Approximately
700,000
TONNES
of fresh fruit sold

\$709M
PRO FORMA
revenue 2020

Operates in more than
50 COUNTRIES



**6 PRODUCTION
COUNTRIES**

Around
11,000
EMPLOYEES

Over
500
CUSTOMERS
worldwide

\$83M
pro forma EBITDA
2020E

Unifrutti Group is **one of the world's leading players in the production, marketing and distribution of fresh fruit.** With around **700,000 tonnes of fresh fruit sold** and over **14,000 hectares of farms** in Chile, Argentina, the Philippines, South Africa, Italy, Spain and Ecuador, Unifrutti **operates in more than 50 countries** and **serves over 500 customers worldwide.**

around **700,000**
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we operate in more than
50 countries

The Group, thanks to its own land and internal commercial and logistical divisions presides over and vertically manages the entire supply chain to ensure the production and distribution of all types of fruit, mainly including **citrus, bananas, peaches, pears, cherries, table grapes** and **apples.**



14,000
hectares of farms

Founded by Guido de Nadai in the 1940s as a fruit and vegetable import/export company, Unifrutti is a company with strong family roots (now in its third generation), the management of which has completed the transition to a leading group in the sector,

1940s

PRO FORMA
EBITDA
OF \$83
MILLION

\$709
MILLION
IN 2020

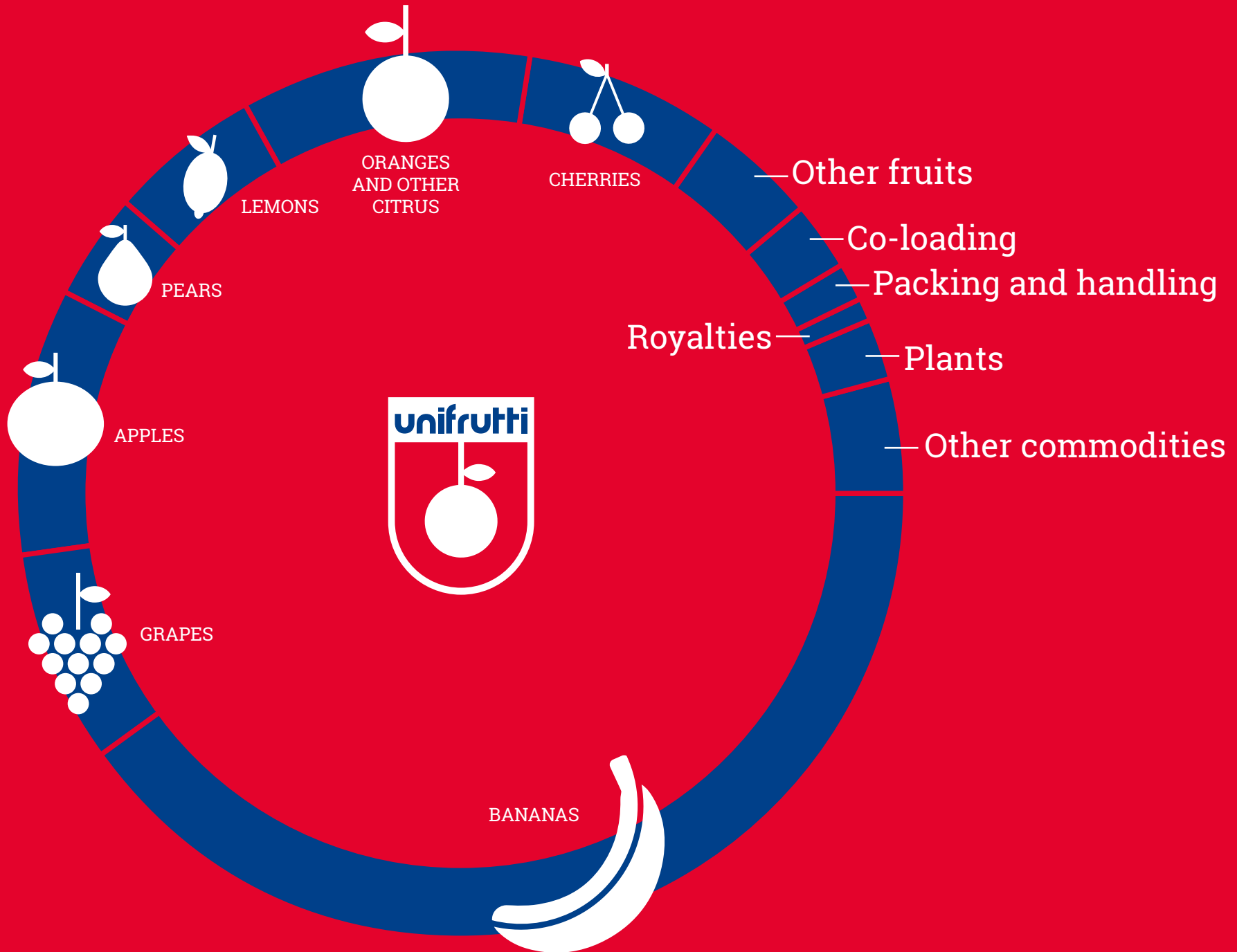
11,000
EMPLOYEES

2021

with a pro forma consolidated turnover of **\$709 million in 2020**, a **pro forma EBITDA of \$83 million**, international partnerships and a total of approximately **11,000 employees** in Head Offices and divisions in Japan, Chile, South Africa, the Philippines, Italy, Spain, Argentina, Ecuador, Turkey, the Middle East, China and India.



THE GROUP REVENUE PER PRODUCT





PRODUCTION

THE UNIFRUTTI GROUP OPERATES ALL OVER THE WORLD THROUGH ITS OWN DIVISIONS AND SPECIALIST DIVISIONS, LOCATED IN STRATEGIC COUNTRIES AND DEPENDING ON THE SPECIFIC ACTIVITY.

A TOTAL OF MORE THAN 14,000 HECTARES OF MANAGED LAND

PLUS THE FUNDAMENTAL ROLE PLAYED BY UNIFRUTTI IN THE VARIOUS LOCATIONS AS A PLATFORM FOR LOCAL PRODUCERS TO COME TOGETHER.



-in **CHILE** the Group owns 8 plants (+6,000 hectares) and mainly produces apples, grapes, pears and cherries; the Chilean division also manages the Univiveros nursery (+150 hectares), one of the largest in Latin America, which is the focus of the Group's R&D activities through its major network of international partnerships, together with investments in grape plantations in **Ecuador**



-our **SOUTH AFRICAN** company is a significant presence in its national production market, with 4 state-of-the-art farms (+5,000 hectares) for the production and export of citrus fruits and table grapes



-in **ITALY** (+300 hectares, +1400 managed hectares) Unifrutti owns three farms (Marche, Puglia, Sicily) for the production mainly of citrus fruits, pears, peaches and table grapes; also under the control of the Italian division are the integrated pest management greenhouses (+80 hectares) in Almeria, **SPAIN**, which produce vegetables



-in **ARGENTINA** (+300 hectares) a plantation and a lemon processing plant are active in the renowned Tucuman area



-in the **PHILIPPINES** (+1,700 hectares) the Group specialises in the production of bananas and verticalises its activity by directly managing its own loading port, 4 owned ships and ripening and distribution centres in the various receiving markets

SALES

-In **JAPAN** Unifrutti has two facilities in the ports of Tokyo and Kobe dedicated to banana ripening, temperature-controlled storage of bananas and other fruits, ancillary services and management of operational and port activities. Overall, the annual capacity for ripening is over 115M kg of bananas and is still growing

-in **TURKEY** there is a fruit packing plant specialising in processing cherries and pomegranates, with annual capacities of 4.8M and 1.8M kg respectively

-in **ITALY** the Group owns a banana ripening centre and three logistics platforms (Verona, Macerata, Catania) for fruit packaging, packing and processing.

The processing facilities enable the Group to process up to almost 200M kg of fresh fruit each year, whilst the banana centre in Ancona has a maximum ripening capacity of over 11M kg and is used for both Group and third-party bananas

-in the **MIDDLE EAST** the presence is guaranteed by a coordination office for operations in Dubai and by direct presence in the markets of the Emirates and Saudi Arabia

-in **CHINA** and **INDIA** Unifrutti
is present with sales offices in
Shanghai and Bombay

UNIFRUTTI OPERATES WITH ITS OWN COMMERCIAL STRUCTURES

**IN 6 COUNTRIES:
INDIA, CHINA, JAPAN, ITALY, TURKEY
AND THE MIDDLE EAST**

This structure enables the Group to maintain a very high degree of product traceability and to provide packing and end product processing services to all of its customers.





HEAD OFFICE

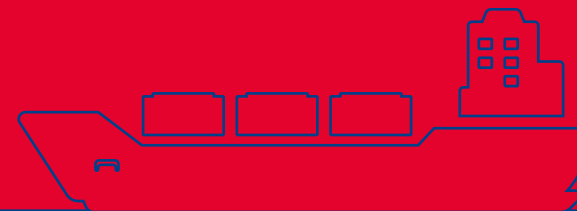
Unifrutti's Head Office is located in Nicosia (Cyprus) and is home to the central functions.

It defines the Group's strategy and facilitates coordination between the different locations.

The group directly handles land transport in most of its trading divisions, manages sea transport and coordinates its own maritime logistics both with special facilities (a multi-purpose facility and a fleet of 6 ships, 4 of which are owned by the group) and by concluding framework agreements with the world's major container companies.



LOGISTICS





THE BUSINESS MODEL

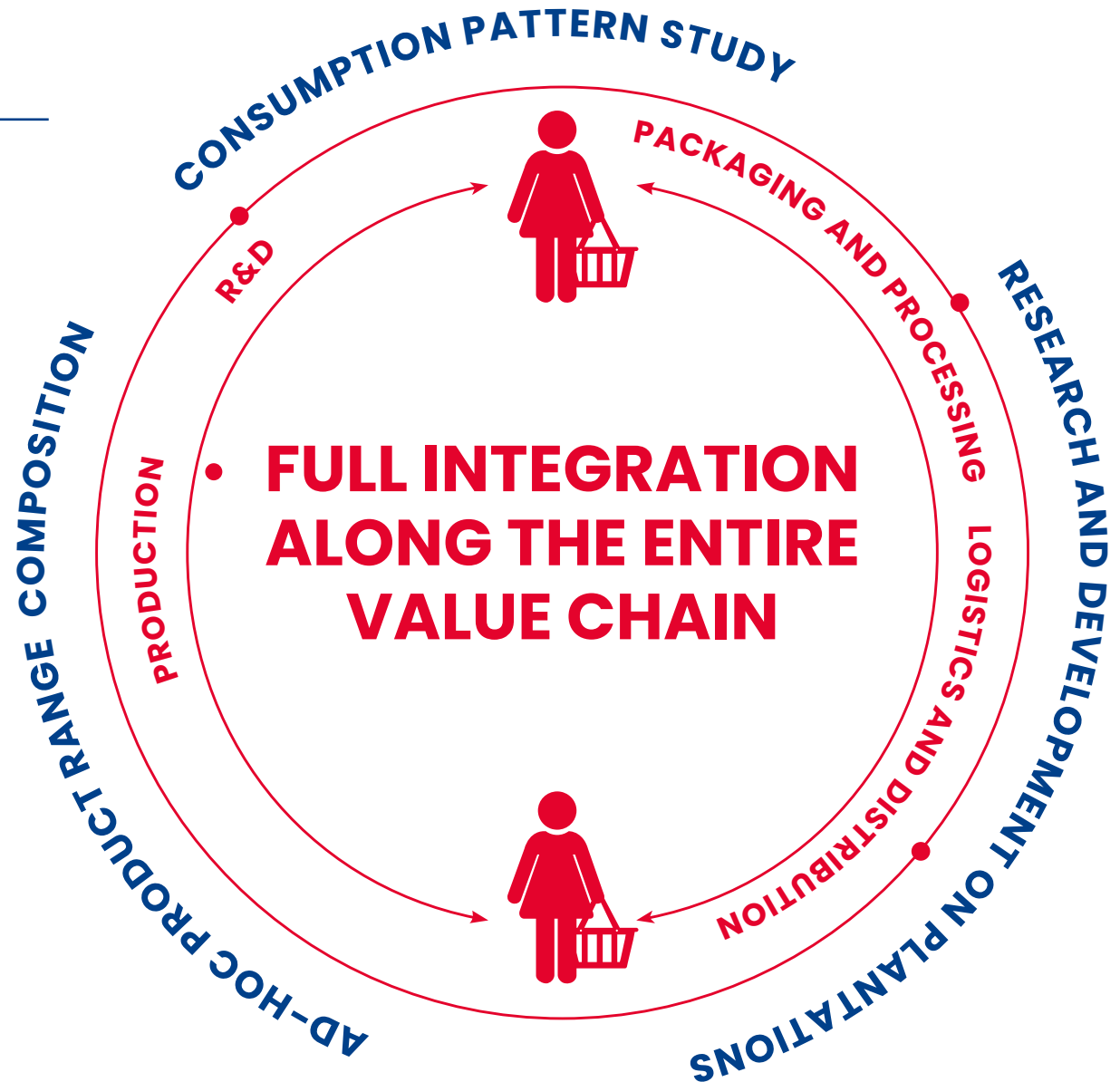




SUPPLY CHAIN

Unifrutti's business model is unique and stands out for its complete and **full integration along the entire value chain**: from production to R&D, from packaging and processing to logistics and distribution.

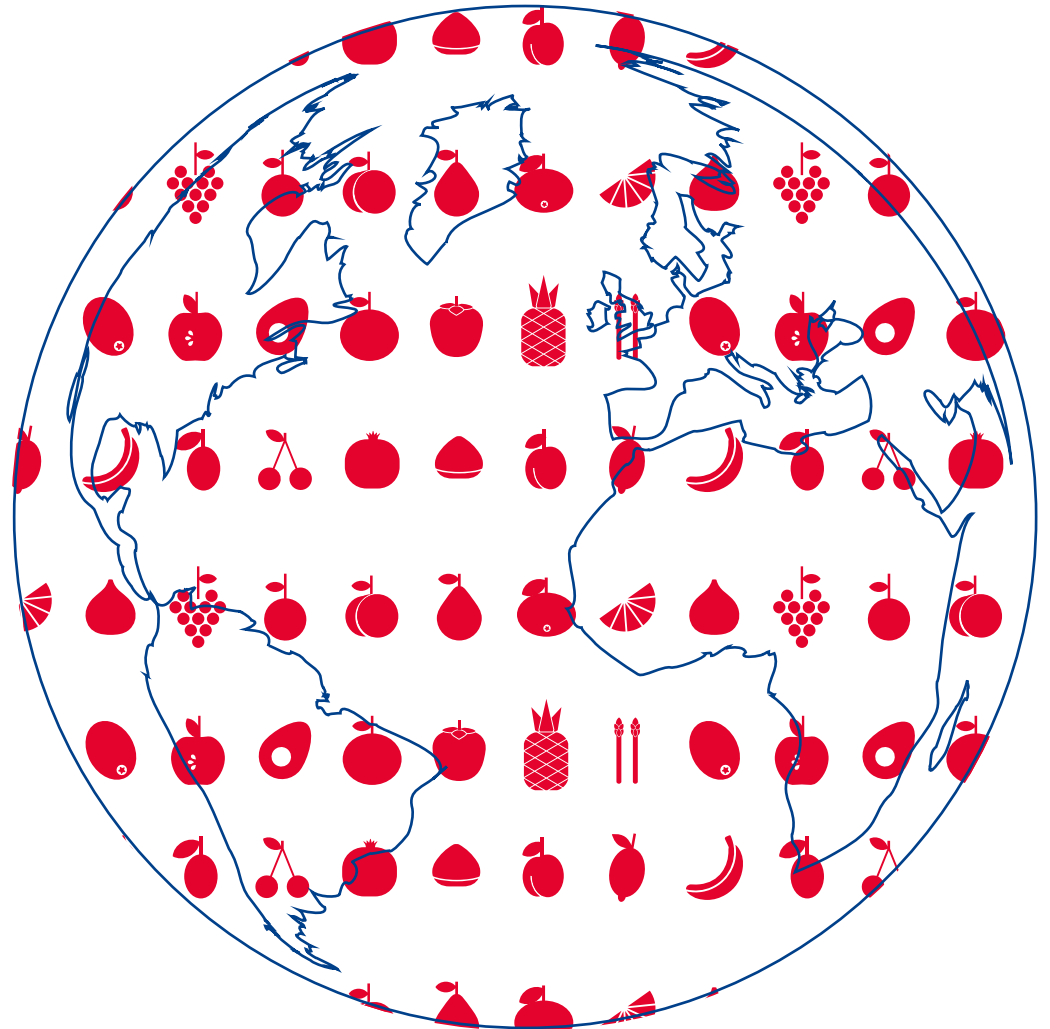
It is a circular system which starts with the **consumer** and ends with the **consumer**; starting with the **study of consumption patterns and research and development on plantations**, it ends with the **ad-hoc composition of the product range**, in an integrated cycle that allows for complete control and enables continuous and direct dialogue between production and large-scale distribution.





Unifrutti is to all intents and purposes, a **GLOBAL GROUP** that aims to diversify geographic risk as much as possible, both in production and in terms of outlet markets. Product diversification enables full control over the entire supply chain for multiple types of fruit, with a significant competitive and strategic advantage that enhances the profitability of the business; whilst the **OWNERSHIP OF LAND** located in different climatic areas of the world enables the Group to **PRODUCE AND DISTRIBUTE HIGH QUALITY FRESH FRUIT IN ALL MARKETS, ALWAYS IN SEASON.**

Thanks to the verticalisation of the value chain, the global scale of operations and its widespread territorial presence, Unifrutti has a **COMPLETE, INTEGRATED AND CUSTOMISED RANGE**, capable of providing customers with a package of tailor-made services.





PLATFORM

UNIFRUTTI STANDS OUT FROM ITS COMPETITORS DUE TO ITS ROLE AS AN AGGREGATOR THAT ACTS VERTICALLY AT ALL LEVELS OF THE VALUE CHAIN: A TRUE ONE-STOP PLATFORM, OF WHICH THE GROUP IS THE CENTRAL HUB THAT UNITES A NETWORK OF COMPANIES ON THE VARIOUS LINKS OF THE FRUIT CHAIN, CREATING A GLOBAL AND INTEGRATED PRODUCTION, DISTRIBUTION AND LOGISTICS HUB.

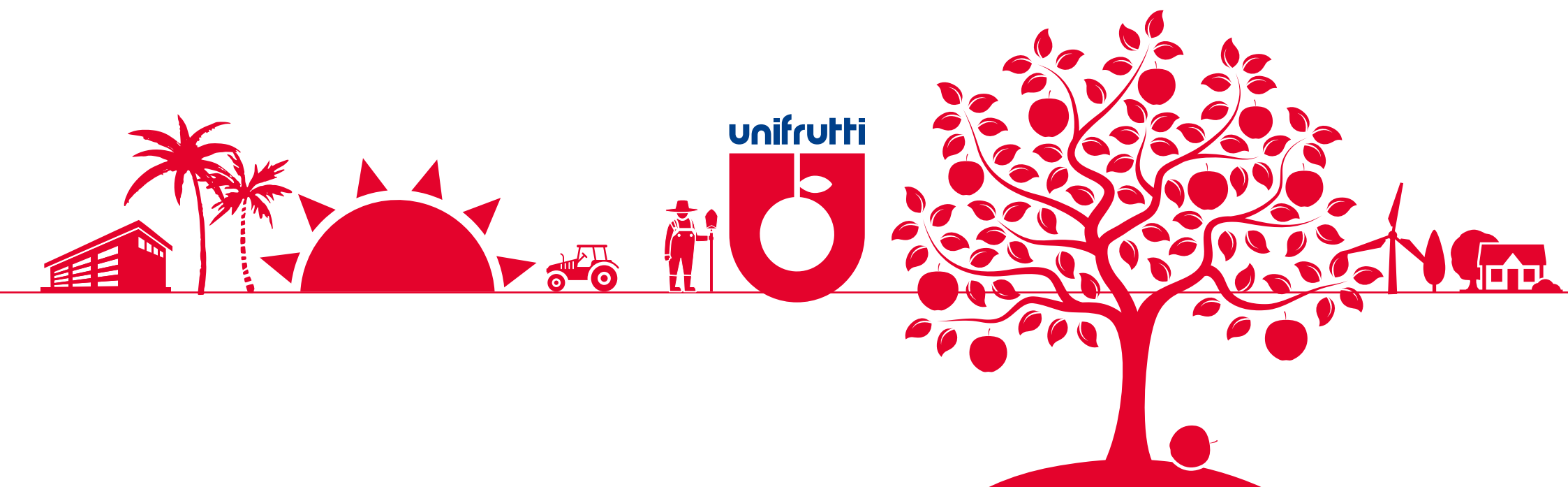
ON A DAILY BASIS, UNIFRUTTI SUPPORTS FARMERS, FRESH FRUIT PRODUCERS AND TRADING COMPANIES OF VARIOUS ORIGINS AND SIZES IN EXPORTING THEIR PRODUCTS ACROSS NATIONAL BORDERS

and negotiating best prices. The aggregation facilitates harvesting from local producers whilst respecting the territory and communities, on the one hand by making the Group's know-how in varietal research and development available to the producer and, on the other hand, by guaranteeing the consumer quality standards equal to those of its direct production. In addition, Unifrutti has processing and logistics facilities strategically located on every continent, enabling it to offer its own facilities and equipment to third parties.

THE PRODUCTION AGGREGATION AND SERVICE PROVISION OFFERED BY UNIFRUTTI ENHANCES LOCAL REALITIES AND ALLOWS FOR THE CULTIVATION OF BILATERAL AND LONG-TERM RELATIONSHIPS

with all stakeholders in the fruit and vegetable business, aimed at common growth and maximizing product quality.

The Group is thus able to increase the strategic diversification of its range, whilst maintaining its streamlined, flexible and decentralized structure, capable of adapting quickly to changes in demand in individual markets.







MODEL

UNIFRUTTI'S INTEGRATED BUSINESS MODEL CONSISTS OF 5 MAIN PHASES.

30	8,000	14,000	93	60
CLUB VARIETIES	TREES	HECTARES	MANAGED FARMS	OWNED FARMS



RESEARCH AND DEVELOPMENT

The Group has consolidated, over time, a significant network of global collaborations and long-term partnerships with some of the **world's leading universities and research centers**. Unifrutti places its land, know-how and resources at the disposal of the development of the “**varieties of tomorrow**”, with more than **8,000 trees for research and experimentation of new fruit varieties** and participates in the continuous implementation of Club varieties, currently managing around 30. In addition to varietal research, Unifrutti is committed to the **constant technological development of both cultivation techniques and operational structures**, through the continuous updating of machinery and procedures.



PRODUCTION AND PROCUREMENT

The **ownership of cultivated land** (with over **14,000 hectares** and **93 managed farms**, of which over **60 are owned**) and the role of aggregation platform constitute a strategic differentiating element, enabling **full product traceability** and **direct dialogue with distribution**.



UNIFRUTTI'S INTEGRATED BUSINESS MODEL CONSISTS OF 5 MAIN PHASES.



PACKAGING

Unifrutti operates **25 packaging plants**, equipped with the best technologies for **processing and maintaining the cold chain**, with the aim of selecting and preparing fruit for domestic and international markets.



LOGISTIC

The Group handles more than **15,000 containers annually**, using both internal and external organizations and signing structured agreements with major operators worldwide. At the same time, Unifrutti has its **own maritime fleet and port infrastructures** that guarantee the direct management of the transport phases, which is essential for full control of product quality.

25

PACKAGING
PLANTS

15,000

CONTAINERS
ANNUALLY



UNIFRUTTI'S INTEGRATED BUSINESS MODEL CONSISTS OF 5 MAIN PHASES.



DISTRIBUTION

Unifrutti serves over 500 consumers in more than 50 markets, with a **risk diversification strategy** that passes through a presence on various channels, from **organized distribution to large-scale wholesalers and wholesale markets**. In line with its strategy of diversification and direct relationship with the end consumer, the Group **operates its own distribution platforms** and sales networks in **Japan, Italy** and the **Middle East, providing a last-mile service** to both large supermarkets and smaller shops.

OVER 500

CONSUMER

50

MARKETS

In **India** and **China**, it operates together with local partners with trading activities for the **constant control of the market and the product**, closely monitoring its evolution.





CULTURE

THE UNIFRUTTI BRAND IS AN EXPRESSION
**OF TRADITION, DEDICATION AND
KNOWLEDGE OF FRUIT GROWING.**

THE BRAND TELLS THE STORY OF
**A VISIONARY IDEA, WHICH HAS BEEN
IMPLEMENTED OVER ALMOST A CENTURY
OF SUCCESS,** THANKS TO THE HERITAGE
AND VALUES OF A MULTI-GENERATIONAL,
FUTURE-ORIENTED FAMILY.

Unifrutti evolves in a manner consistent with its own culture, which is the culture of fruit: a heritage of know-how and passion linked to the cultivation and marketing of fruit and vegetables, to be shared with the end consumer.

The Unifrutti brand represents universal values of **excellence, quality and well-being**, which produces a real benefit for the customer, who can buy the best fruit, anywhere and any time, with the security of origin guaranteed by a company with full control of the supply chain and marked by innovation.



PRODUCT

THE ONLY PRODUCT STANDARD FOR UNIFRUTTI IS EXCELLENCE.

In order to guarantee customers the products they deserve, the Group has always considered the highest quality of fruit as the basic standard, striving to be in line with the strictest global guidelines and the highest efficiency in production. Unifrutti applies the same rules and supply chain controls in every season and in every production location, in order to produce in the most efficient and sustainable way, whilst respecting its workers and the environment.

**Because quality, for Unifrutti
means not only product quality,
but also better quality of life.**





SUSTAINABILITY



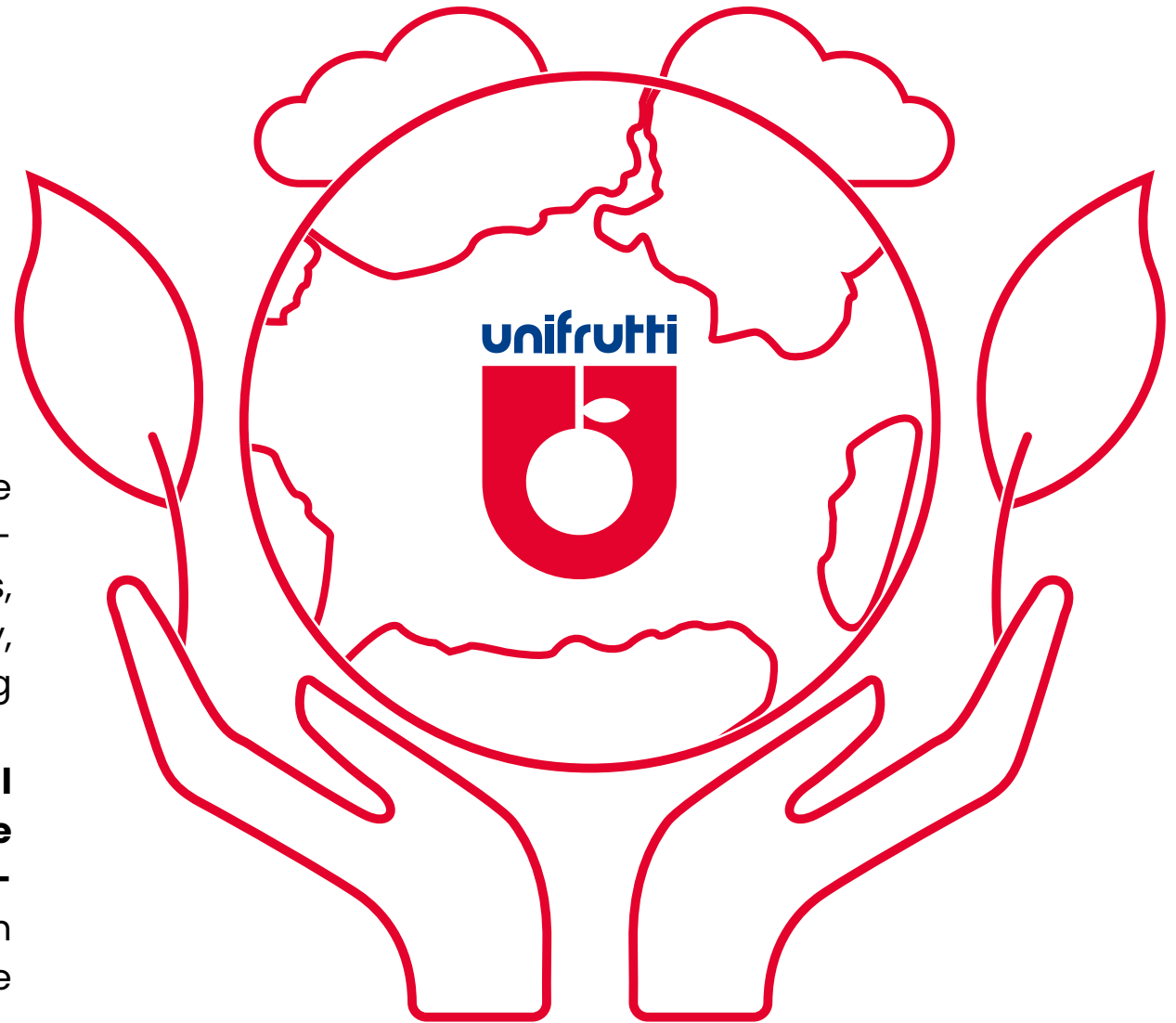


ENVIRONMENT

THE COMMITMENT TO RESPONSIBLE AGRICULTURE HAS ALWAYS BEEN IN UNIFRUTTI'S DNA.

Since the beginning of its history, the Group has strongly focused on protecting the environment in which it operates, helping to preserve natural biodiversity, soil fertility, water purity and contributing to the general well-being of the earth.

Land ownership means retaining full control upstream of its impact on the territory, both in environmental and social terms. By overseeing the production chain, Unifrutti is able to guarantee the highest standards of safety and quality.





In each of its subsidiaries, the Group operates in full alignment with international best practice, with the aim of ensuring lasting benefits for the local area and communities.



In addition, Unifrutti is specifically committed to:

- ensuring the proper treatment and disposal of waste, encouraging the use of alternative energies and reducing chemicals and pesticides
- improving operational processes, encouraging less use of natural resources and adequately monitoring environmental conditions
- protecting wildlife
- implementing specific projects in different geographies, such as the “Bottom-up Rehabilitation and Enhancement of Environment and Nature (GREEN)” project, which aims to reforest critical and degraded areas in the Philippines

Unifrutti also participates in a number of **global initiatives** including the Rainforest Alliance and SIZA (Sustainable Agriculture In South Africa), **following strict food safety guidelines** and **implementing sustainable practices** established by both international programmes, such as **HACCP, PPECB and BRC Global Standards** and the various distribution chains around the world.

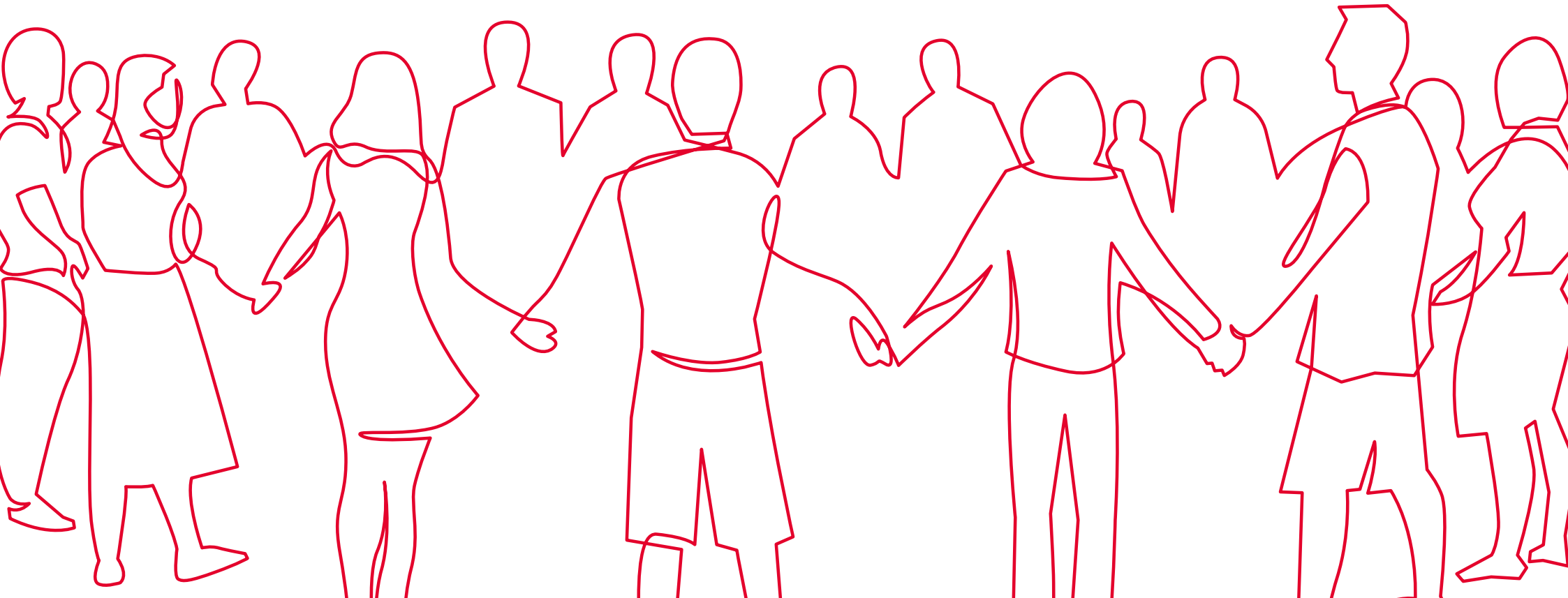




COMMUNITY

UNIFRUTTI IS PROUD TO HAVE CREATED, OVER TIME, AN INTERNATIONAL, UNITED, MULTICULTURAL COMMUNITY OF PEOPLE BASED ON RESPECT.

Employees are the backbone of the Group and, as an employer, Unifrutti has always stood out for its attention to the needs of its human capital, regardless of nationality, gender, orientation, culture and religion.



Unifrutti adheres to the highest standards of business conduct, both internally and in its dealings with business partners.

It also works constantly to improve conditions for its employees and the communities surrounding its farms and plantations.



In addition, it provides specific incentives:

- fair treatment and extension of health and safety guarantees for all workers
- support for continuous learning through training, educational assistance and improvement of the agricultural technologies used in the field
- partnership with indigenous peoples around the world, protecting buffer zone communities in operational areas and implementing livelihood and scholarship programs for stakeholders and families

- dialogue with academia, local authorities and stakeholders for a more comprehensive approach to addressing sustainability issues
- the availability of special insurance programs for workers and their families



HISTORY





BEGINNINGS

The future Unifrutti was founded in 1946 as an import/export company for fruit and vegetables, on the initiative of Italian **Guido De Nadai, marketing Italian and Eritrean products in Italy and the Gulf countries.**

Thanks to a small fleet of ships created in 1952, in just a few years the company became one of the most important production and commercial entities in the Middle East. From 1958 onwards, it evolved into a modern and flourishing production facility in Elaberet, from where De Nadai started to extend the business to various corners of the world, supported by a large and dynamic family.

From the 1970s, the company grew to become a major distributor of food products in the Arabian market and, from 1977, DeNadai opened its horizons overseas, towards Chile, which involved the foundation of the Group's first production company in the 1980s.

unifrutti



**THE UNIFRUTTI
BRAND AND LOGO
WERE CREATED
IN 1983**

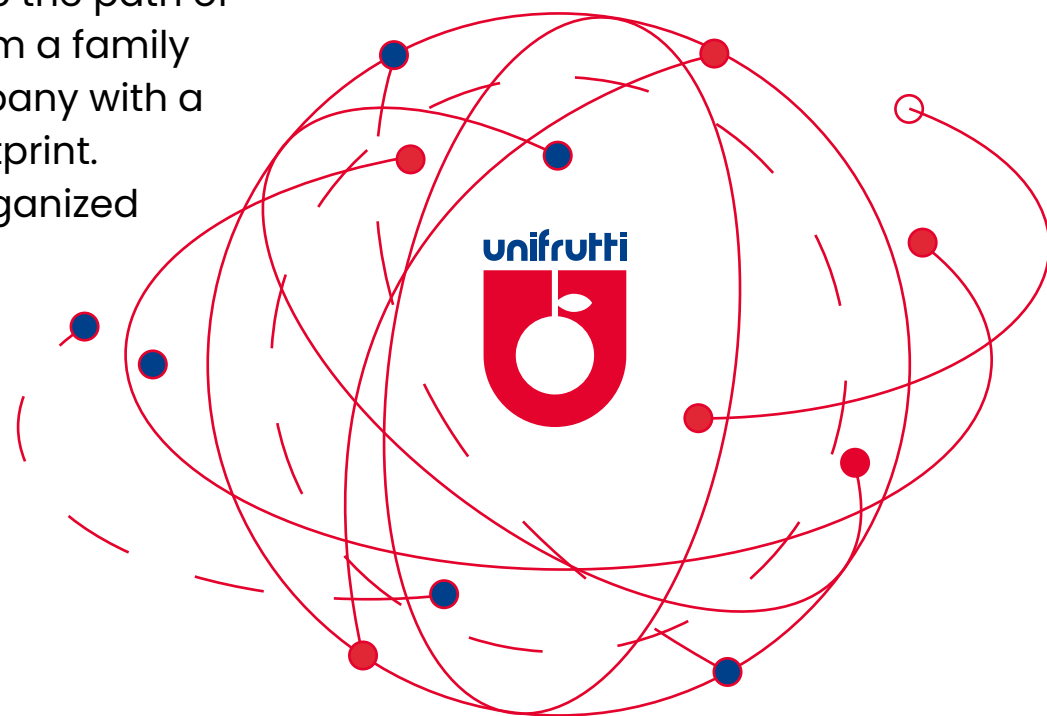
TODAY

After Guido De Nadai's death in 1989, his heirs followed in his footsteps of innovation and vision, leading Unifrutti to become "a Group of companies", a multicultural reality that ships fruit around the globe, whilst also providing packing, shipping, processing and ripening services to other companies in the sector.

The internationalization work therefore continues, which repeats, in other countries, the same strategy adopted in Chile:

in the Philippines, Japan, Turkey and South Africa the divisions of the Group were founded and developed between the 1990s and the early 2000s, advancing production (thanks to the ownership of land and plants) and trading in the reference markets. With the arrival of the third generation of descendants, Unifrutti again chose the path of change, moving from a family company to a company with a more corporate footprint. The Group was reorganized

in 2012/13, partly due to the experience of a management team and, as of 2015, began a growth plan comprising new acquisitions and development projects, strategic reorganization and expansion in Italy, Japan, the Philippines, South Africa, the Middle East, Spain, Ecuador, Argentina, India and China.



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www.unifruttigroup.com