



ANGEL CAMACHO



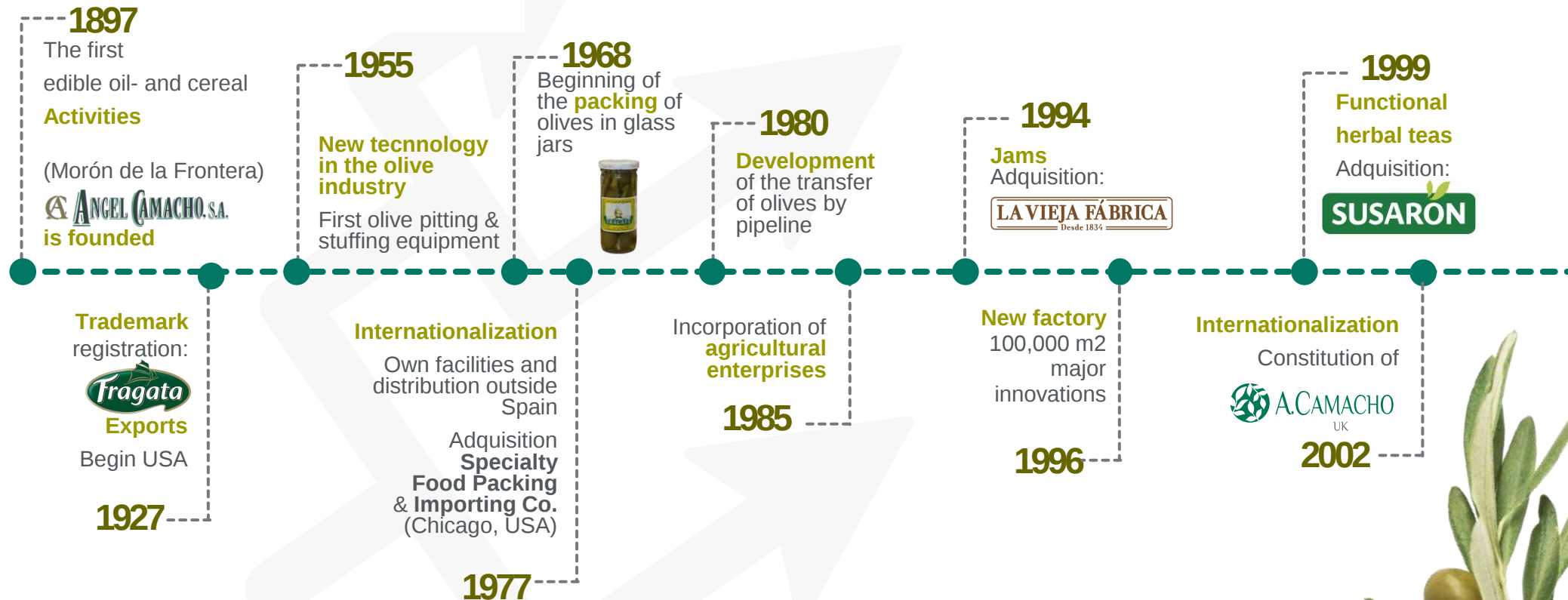
Corporate Presentation, October 2024

A close-up photograph of an olive branch with several green olives. The branch is in sharp focus, while the background is a warm, golden-yellow glow from a low sun, creating a bokeh effect with out-of-focus leaves and branches. The overall mood is peaceful and natural.

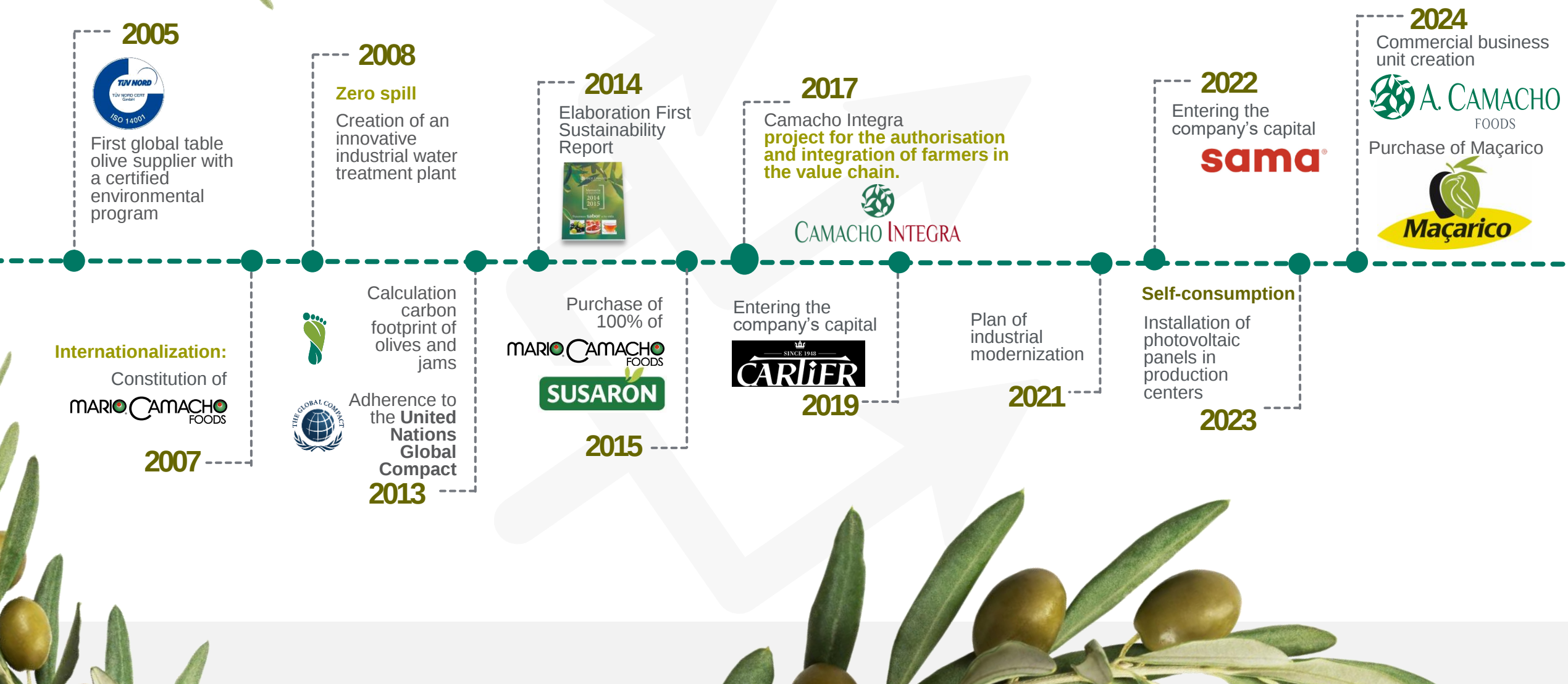
*A family friendly, innovative and global company
committed to the environment.*



125 years of history



A story of internationalization: from an olive company to a global food group





**100% Family
business**

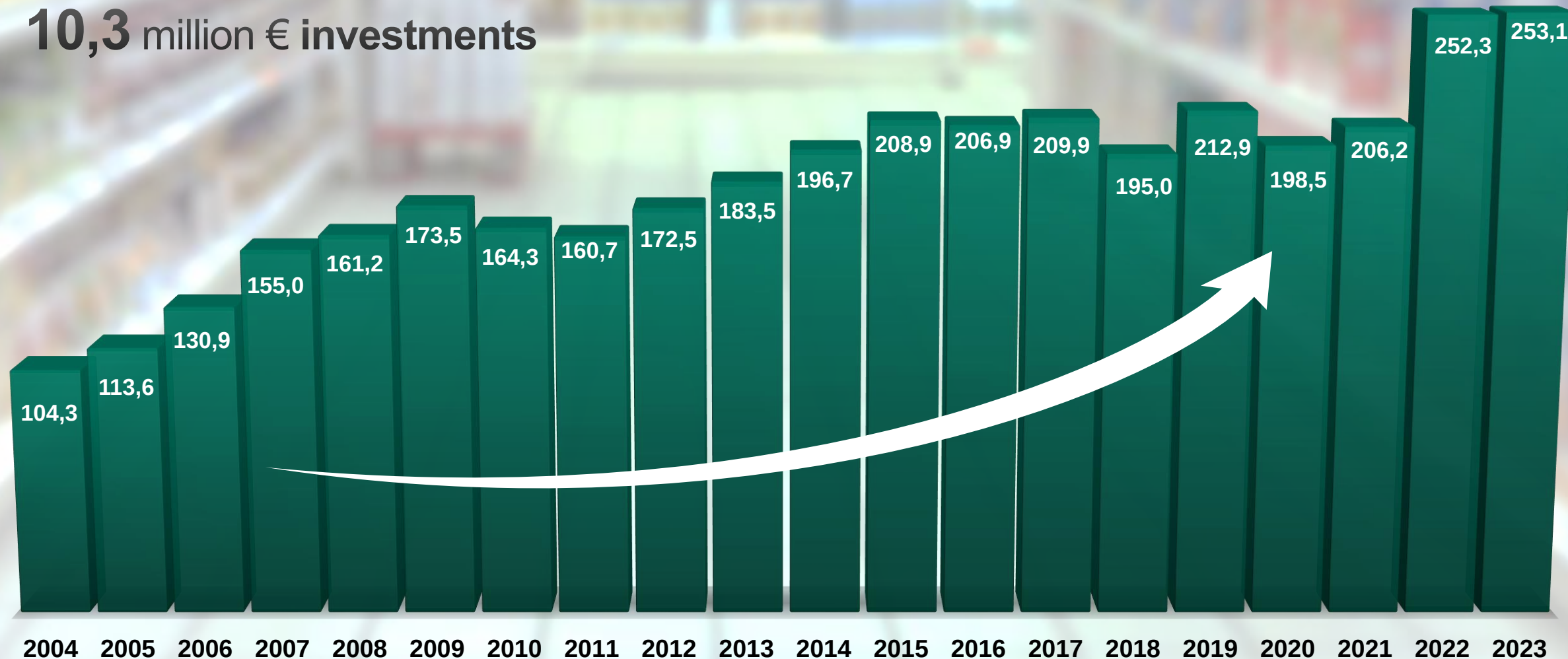
**Fourth generation
Long-term vision
International and
professional team**

**Lasting relationships
Health & Safety in the workplace
Ethical code and compliance committee**

Key figures 2023

253 million € sales

10,3 million € investments





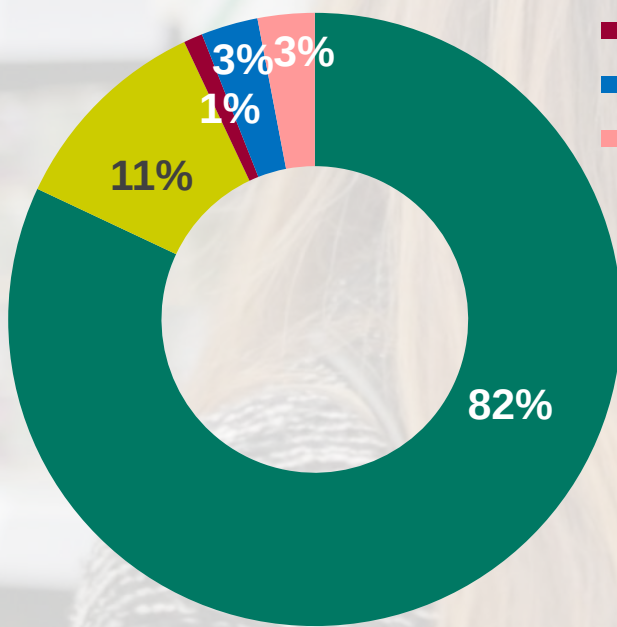
Manufacturer n° 129 per sales and n° 44
per foreign turnover
(2023 Spain food & beverages Alimarket ranking)



First packer of table
olives worldwide

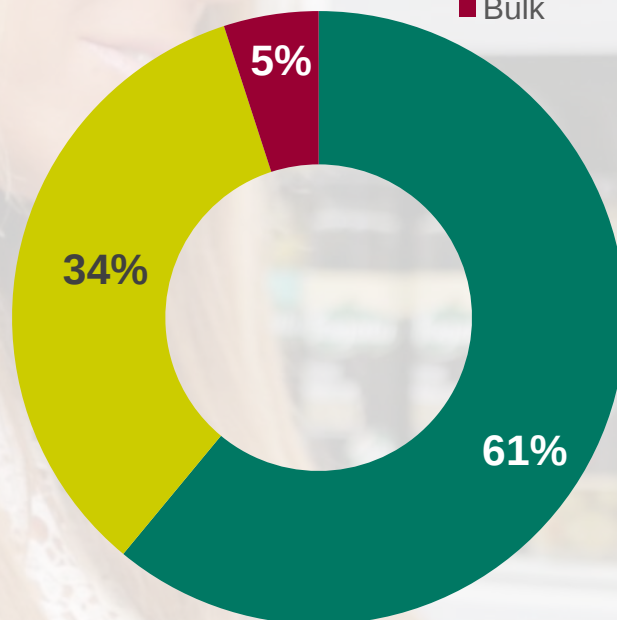
Sales per product category:

- Olives
- Jams
- Herbal teas
- Olive oil
- Others



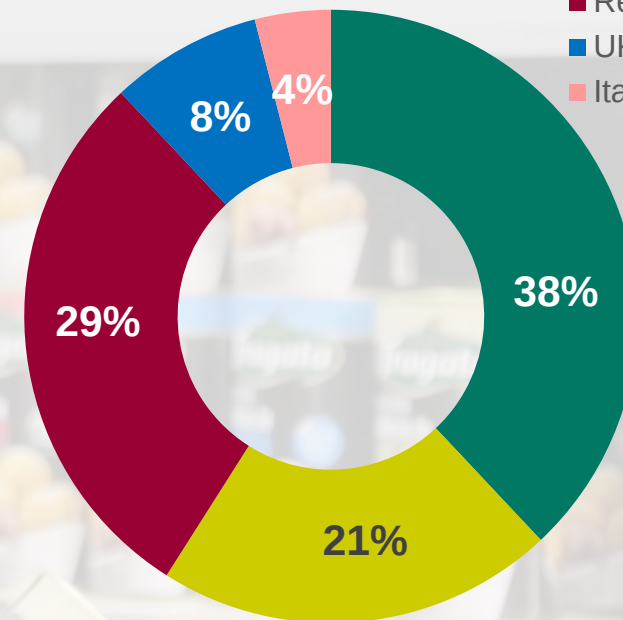
Sales per manufacturer brand or private label:

- Private label
- Manufacturer's brand
- Bulk



Sales per country:

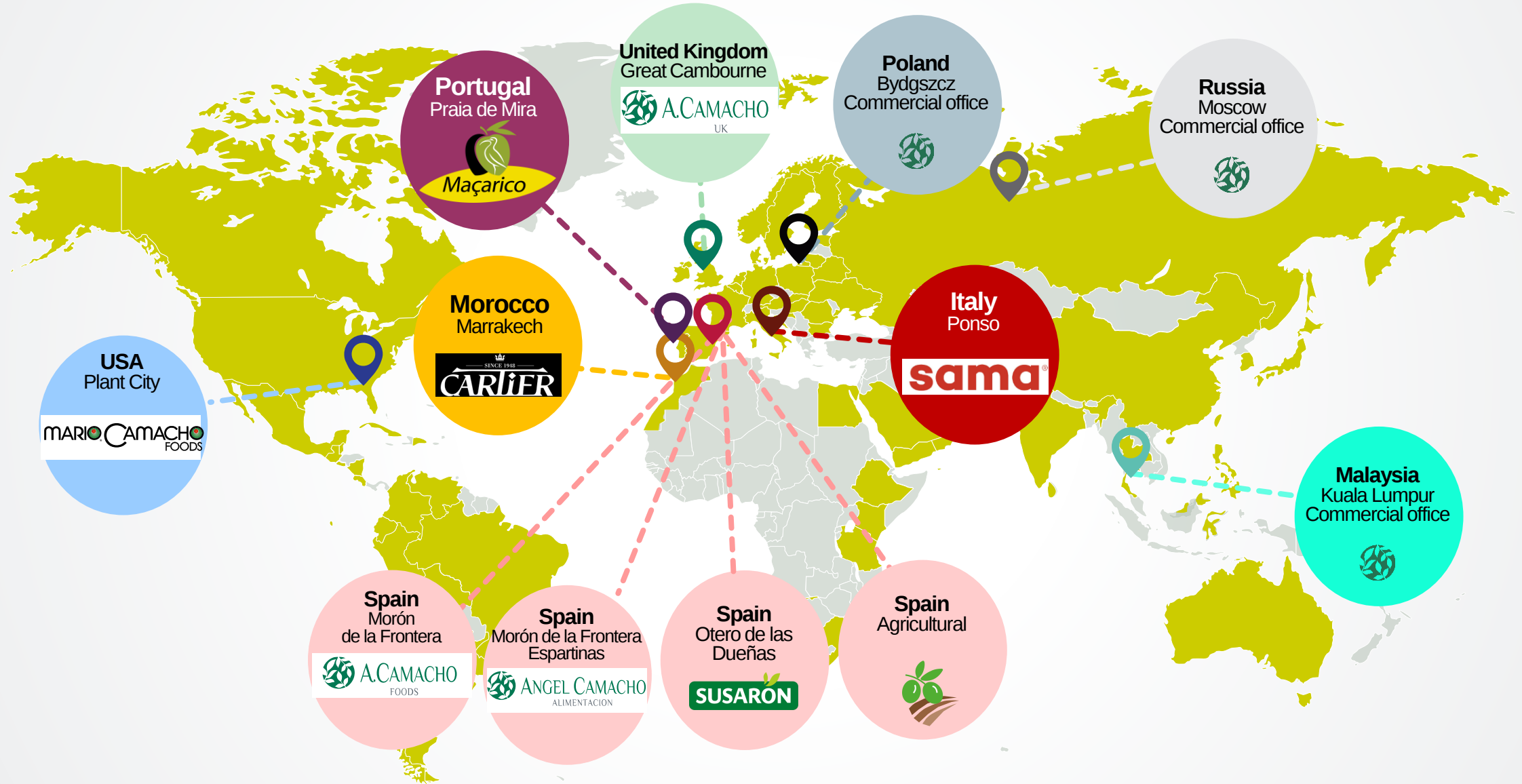
- USA
- Spain
- Rest of the world
- UK
- Italy



Global business



Internationalization: Business Units



Adding flavour to your life



Brands with personality



Olives



United Kingdom

1st brand

Market share
(value) 8%



United States of America

3th brand

Market share (value) 2.1%



Jams

LA VIEJA FÁBRICA
Desde 1834

Spain

2nd brand

Market share
(value) **14%**

United Kingdom

4th brand

Market share
(value) **3.5%**





Functional herbal teas

SUSARON

Spain

3rd brand “wellness-herbal
tea” segment

Market share (value)
5.9%



Olive industrial share

Spain
(volume) **9,8%**

United Kingdom
(volume) **41,7%**

United States of America
(volume) **10%**

Ranking Top 25 retailers

2023 revenue

- Source: Deloitte -

Ranking Top 25 retailers

2023 revenue

- Source: Deloitte -

● Current customers

More than 1,000 customers



Maximum international standards in **Quality Management Systems** and **Food Safety**



Integration of farmers



Own system of **total value chain control**

*From the **olive tree** to your **table***



Rigorous **supplier evaluation system**

We **guarantee** product traceability and food safety



All our processes respect the environment

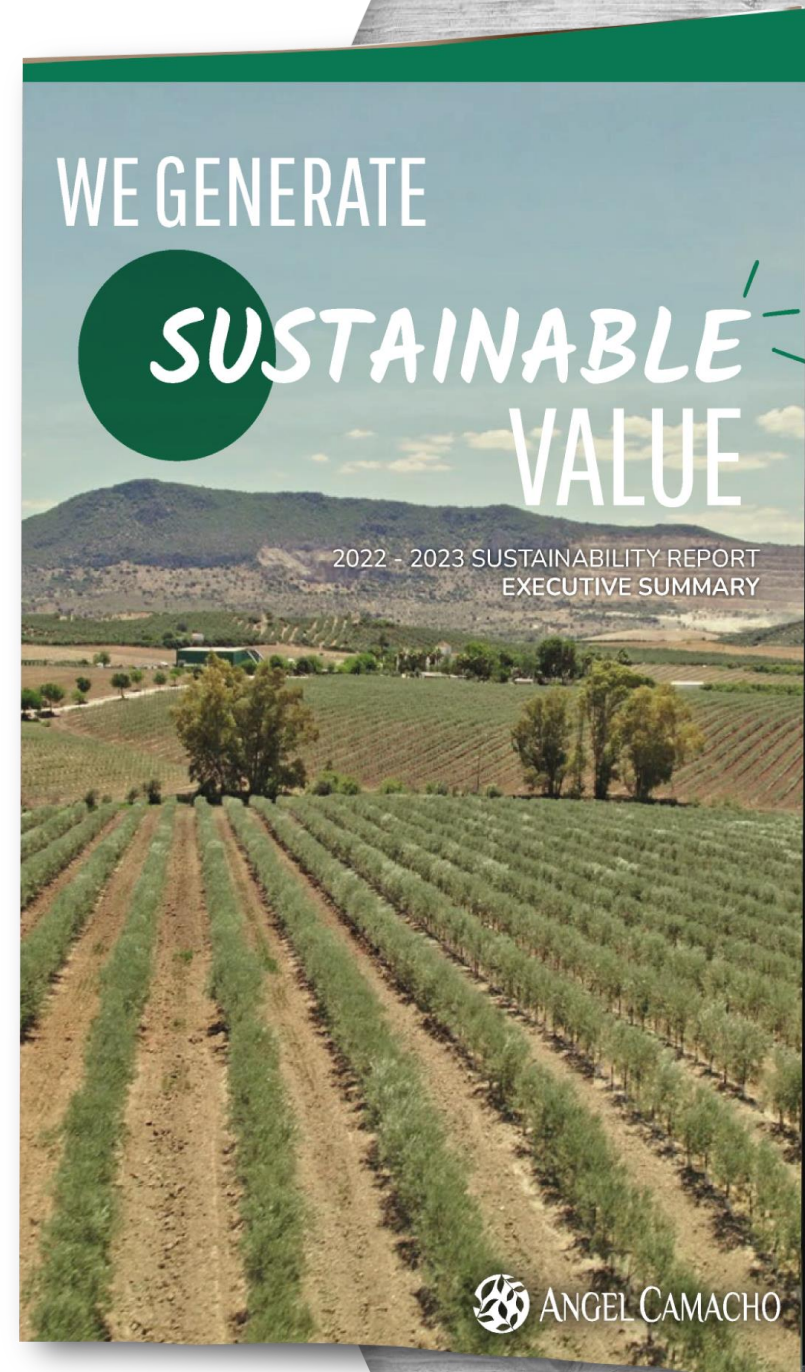
Environmental Management



Empresa Certificada por:



Energy Management



Environmental indicators

2023

CARBON FOOTPRINT 
 **CO₂ EMISSIONS** **-2.9%**
per kg of packaged olive

CONSUMPTION

Electricity
-0.20% 

Compressed air
+4.20% 

Diesel
+5% 

Biomass
+3% 

Zero
fuel oil 

Fuel from
biomass **92%**

Energy coming from
renewable sources
93% 

Green electric (from
renewable sources)
100% 

 **WATER** FOOTPRINT
 Water
CONSUMPTION -0.90%

RAW MATERIALS AND
PACKAGING
CONSUMPTION

Raw
materials **-3.40%*** 

Packaging **-2.60%*** 

* Tonne of packaged product.

WASTE AND
 **DISCHARGES**

Generation
of discharges **-8.80%** 

Non-hazardous
+5% 

Hazardous
-4.80% 

REDUCTION OF OCCUPIED
LAND AREA 
-2%

*The percentages represent the change compared to the previous period (2020-2021).

Commitments 2030

CARBON FOOTPRINT 

NET CO₂ EMISSIONS TO
the atmosphere:
ZERO 

WATER FOOTPRINT 

Reduction of **WATER**
use by **30%** 

CONSUMPTION OF RESOURCES 

100% CARDBOARD
and PAPER
with ZERO net
deforestation certificate

100% recyclable
PLASTIC,
reusable or compostable

WASTE 

Reduction of **FOOD**
WASTE by **50%**

ZERO TO LANDFILL
Food waste

**We contribute
actively and
voluntarily with**

SUSTAINABLE
DEVELOPMENT  **GOALS**



We contribute actively and voluntarily with

SUSTAINABLE DEVELOPMENT **GOALS**



Purpose

To delight
consumers all
around the world



Vision

To be part of
consumers' life,
every day and
in a special way



Mission

Adding flavour
to your life





Values

Excellence

Team Work

Simplicity

Commitment

Integrity



Strategic Lines

Excellent products
that meet the expectations of consumers

Satisfied customers
to reach more consumers

Continuous improvement
of the value chain, from origin to table

Global company
with integrated business units

Suitable, trained and
committed people



Thanks

A still life arrangement of various food products and drinkware on a stone surface. In the foreground, there are two white ceramic cups of coffee on saucers, each with a tea bag. Next to them are several jars of preserves: 'Fragata' brand jam, 'Laviera Fabrica' brand jam, and 'Fragata' brand preserves. A wooden tray holds green grapes and orange slices. A small box of 'SUSARON QUEMACRASA' is visible. A large white ceramic jug stands in the background. The scene is set outdoors on a stone ledge with a lush green background.

Adding flavour to your life