











# Sustainability is **SustainabITALY**

discover it at

# **Speciality Food Festival 2022**

8-10 November 2022 | Za'abeel Hall 4 - Dubai World Trade









### **Sustainability is Sustainab-ITALY**

Global export of Italian food products hit the record value of Euro 52 billion in 2021, out of which 300 mln Euro exported towards the U.A.E.

"Made in Italy" food is globally recognized for its simplicity, for its authentic flavour and most of all for its quality and safety.

These are the drivers which continued to boost Italian export to the UAE also in the 1st semester of 2022: 190 mln Euro reached with a growth of 20.6%

Italy is also the kingdom of organic, bio and certified food products.

Organic products accounts for 6% of the overall country export and generated a turnover of Euro 3.4 million in 2022 (+16% vs 2021). In 10 years, the demand for the Italian Bio agrifood products has increased by +181%, and the Italian land dedicated to organic cultivation increased by 79% now exceeding 2.1 million hectares (17.4% of the country total cultivation area); moreover, Italy is one of the European countries with the highest number of companies involved in the organic sector, over 80,000

Organic farming is widely considered to be a far more sustainable alternative when it comes to food production and the popularity of bio food products has been driven by consumers who have become increasingly concerned about the environment and are attracted by their healthy nutritional properties, safety assurance and a sustainable approach to environment and communities.

Regarding "products certification", Italy has 842 classifications and holds first place in Europe for recorded and protected food-farming and viticulture products that contribute to 21% of exports in the Italian food-farming industry

Over the last few years (2011 to 2019) Italian agriculture recorded a drop of -32% on the use of phytosanitary products, confirming it as the most sustainable in Europe. The Italian industry with 30 M equivalent tons of CO generated is more virtuous than France (76 M t), Germany (66 M t) and Spain (39 M t).

That's why, presenting Italy at Speciality Food Festival 2022, we at ITA invented the motto: Sustainability is Sustainab-ITALY!

Source: Symbola, Coldiretti, ITA Dubai

### Italian Trade Agency - ITA



#### TRADE AND INVESTMENT

OPEN DOORS TO A WORLD OF OPPORTUNITIES

ITA-Italian Trade Agency is the Governmental that supports the business agencv development of our companies abroad and promotes the attraction of foreign investment in Italy. With a motivated and modern organization and a widespread network of overseas offices. ITA provides information. assistance, consulting, promotion training to Italian small and medium-sized businesses. Using the most modern multichannel promotion and communication tools. it acts to assert the excellence of Made in Italy in the world.

#### FIND YOUR ITALIAN PARTNER

ITA - Italian Trade Agency supports the business development of Italian companies abroad, increases business opportunities. improves the image of 'Made in Italy'. promotes industrial collaboration and foreign investment in Italy. Find your Italian partner is a business directory with virtual showcases of Made in Italy companies. We offer you an overview of Italian businesses, including company profiles, products images and details, website, business proposals and contact information. Foreign companies or agent interested in Italian products or looking for partnership with Italian companies, can access the database with the profiles. searchable by sector or product, and find a business partner.

Register here: ice.it/en/my-home/login

Italian Trade Agency







# **The Export Plan for Southern Italy – PES2**



The Export Plan for Southern Italy, also known as PES2, is a multi-year action plan aimed at supporting and enhancing the international activities of Italian SMEs based in the following Regions:

Basilicata Sicilia (Sicily)

Calabria Abruzzo

Campania Molise

Puglia (Apulia) Sardegna (Sardinia)

The Plan is developed in cooperation with the Italian Ministry for Economic Development (MiSE), in compliance with the European Commission National Operational Plan on Enterprises and Competitiveness 2014 – 2020 (European Regional Development Fund – ERDF).

The Italian Trade Agency – ITA is responsible for strategy, planning, operations and management, in partnership with Regional Governments and local industrial organizations.

The Plan revolves around 2 main groups of initiatives:

- 1. TRAINING&COACHING, in Italy
- 2. PROMOTIONAL EVENTS, held both in and out of the country.

Principal beneficiaries are micro, small and medium enterprises, startups, consortia, business networks and universities located in the aforementioned Regions.

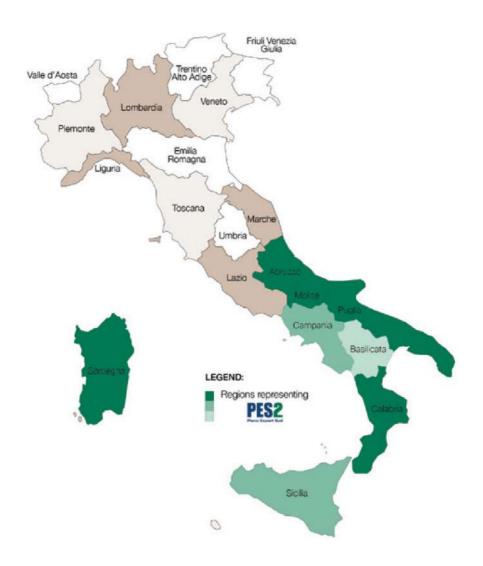
Ultimate objective of the PES2 is to facilitate trade, industrial and technological collaboration between Italian companies and foreign counterparts.

# **Floor Plan**

### Za'abeel Hall 4 | Dubai World Trade Centre

| Z4-D20                                   | Z4-D11                       | Z4-E20   | Z4-E11                           | PES2<br>Z4-F20  | PES2<br>Z4-F11             | PES2<br>Z4-G20                               | PES2<br>Z4-G11                 |
|--|------------------------------|--|----------------------------------|---|----------------------------|--|--------------------------------|
|  |                              |  |                                  | BioXFarm  | Tenuta<br>Morgante         | Ti Porto l'Orto                              | Premiata Forneria<br>del Corso |
| Z4-D22                                   | Z4-D13                       | Z4-E22   | Z4-E13                           | PES2<br>Z4-F22  | PES2<br>Z4-F13             | PES2<br>Z4-G22                               | PES2<br>Z4-G13                 |
|  |                              |  |                                  | Foodeast<br>Trade                                     | GEA                        | Mastro<br>Sapore                             | buononaturale                  |
| Z4-D24                                   | Z4-D15                       | Z4-E24   | Z4-E15                           | PES2<br>Z4-F24  | PES2<br>Z4-F15             | PES2<br>Z4-G24                               | PES2<br>Z4-G15                 |
|  |                              | Lodi Export                                    | Scyavuru                         | RAFF SRL  | Agromonte                  | Alica  | Aroma Food                     |
| Z4-D26                                   | Z4-D17                       | Z4-E26   | Z4-E17                           | PES2<br>Z4-F26  | PES2<br>Z4-F17             | PES2<br>Z4-G26                               | PES2<br>Z4-G17                 |
|  |                              | Hidfood  | Castello di<br>Salasco           | De Fenza  | Frantoio<br>Muraglia       | Opificio Cutraro<br>- Zafferano<br>dell'Etna | Frantoio<br>Galantino          |
|  |                              |  |                                  |   |                            |  |                                |
| Z4-D40                                   | Z4-D31                       | Z4-E40   | Z4-E31                           | <b>PES2</b><br>Z4-F40                                 | <b>PES2</b> Z4-F31         |  |                                |
| Best Italian<br>Selection SRL            | Pastificio<br>Fabianelli SPA | Aceto Balsamico<br>del Duca dal<br>1891        | Anna<br>Spinato                  | Sottolestelle<br>SRL                                  | Nolano                     |  |                                |
| Z4-D42                                   | Z4-D33                       | Z4-E42   | Z4-E33                           | PES2<br>Z4-F42  | PES2<br>Z4-F33             |  |                                |
| Alessandra Ricci<br>Dessert              | Fava Bibite                  | A.B.C.D.                                       | Caffè Saccaria<br>1882           | Consorzio per la<br>Tutela IGP Agnello<br>di Sardegna | Frantoio<br>Romano         | Z4-G40<br>-                                  | Z4-G31                         |
| Z4-D44                                   | Z4-D35                       | Z4-E44   | Z4-E35                           | PES2<br>Z4-F44  | PES2<br>Z4-F35             |  |                                |
| Sessa Tartufi                            | Bio Terrazzino               | Caffè<br>Morandini                             | Petricor                         | Masseria<br>Dauna                                     | Palmisano<br>SRL           |  |                                |
| <b>Z4-D46</b><br>Palazzo di<br>Varignana | Z4-D37<br>Biosolidale        | Z4-E46<br>Frantoio<br>Archibusacci<br>dal 1888 | Z4-E37<br>Perino & Perino<br>SRL | Z4-F46  Le Querce di Annibale SRL                     | Z4F37<br>Caffè<br>Quaranta | Z4-G<br>-                                    | :40                            |

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### **Agromonte**



Agromonte is a Sicilian family-based company, specialized in the production of cherry tomato-based products, that we work during summertime, with fresh raw materials only. Our items are perfect to season pasta, pizza and to be spread on bread and bruschetta.

Our masterpiece is the Ready to use Cherry Tomato Pasta Sauce sold in the traditional beer bottle 330g/12,690z, which follows the traditional recipe of the Arestia family.

It is sweet, rich, seasoned, and ready to eat. Together with the Sauce, we produce passate, pesti, bruschette and other specialties like the semi-dried tomato and the semi-dried cherry tomato, which are typical Italian deliciousnesses.

We are certified BRC, IFS, Kosher, Halal, USDA Organic, BIO, Vegan.

#### **LEANDRA INCREMONA - EVENT MANAGER**

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### **Alica**



Alica uses only selected grains 100% Italian, a handmade bronze-drawn pasta, cold-worked and dried at low temperatures to preserve all nutritional values and healthy proteins of durum wheat.

A handmade pasta "MADE IN ITALY" from top quality wheat grown in the Tavoliere delle Puglie and in the Basilicata region. In addition to the traditional line Alica produces the organic one: Senator Cappelli, integral and spelt.

#### MICHELE CRISCI - OWNER

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### **Aroma Food**



Magazzolo mainly produces Spreadable Creams, Organic Jams and Coffee

We offer a large range of products for the food service and pastries world as well as for the retail sector.

The company's main goal is to satisfy every customer's needs, providing them with quality products for the preparation of delicious and tasty recipes.

#### **ROSARIO TORTORICI - CEO**

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### **BioXFarm**



BioXFarm company was founded by the Scervino family with the aim of developing organic food products, representing the excellence and uniqueness of the Calabria region in Southern Italy.

The extra virgin olive oils are the results of years of research and selection of the best cultivars, taking care of each phase of cultivation.

BioXFarm is the starting point for a sustainable future, strictly linked to tradition but always looking for continuous innovation.

#### CHIARA FASANELLA - EXPORT MANAGER

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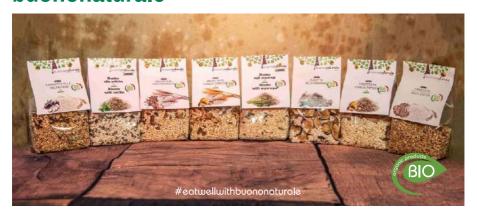








### buononaturale



buononaturale is a brand of Nouvelle Terre aiming to bring to the tables of families worldwide the products of our land, Italy.

To the need for a safe and sustainable lifestyle, buononaturale responds by piecing together stories from Italy's healthy agricultural tradition.

We start from the Province of Irpinia or, more generally, in the vast lands flanking the Italian Apennines, where buononaturale was born. In collaboration with small-sized farming businesses and the human stories that back them, we work on making sure that consumers have access to our genuine and safe products.

The buononaturale focus can therefore be summed up as well being achieved by eating well, with #eatwellwithbuononaturale as the brand's distinctive hashtag on social networks.

The buononaturale range includes many of the Italian food specialties that the modern consumer needs based on their mood of the day.

The innovation underlying the buononaturale brand is expressed on various levels: business decisions, from production to packaging, aimed at preserving the naturalness of the base ingredients; the original reformulation of classic Italian recipes, in such a way as to anticipate the modern consumer's expectations by offering them an excellent historical dish that is, however, easy to recreate in a few minutes or without ingredients of animal origin; the promotion of Italian know-how, preserving the craftsmanship behind the most distinctive parts of certain production processes.

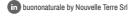
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# Caffè Quaranta



Active since 1965, Quaranta Caffè, the result of the experience and tenacity of its founder, Giovanni Quaranta, is currently among the most important and active companies in southern Italy in the production and marketing of coffee.

Founded as a small coffee roaster, it turned into a modern and dynamic business complex in the space of fifty years.

#### MICHELE QUARANTA - EXPORT MANAGER

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# Consorzio per la Tutela IGP Agnello di Sardegna



CONTAS has the function of protecting, promoting, enhancing, informing consumer and general care about the lamb's meat produced in Sardinia, representing 5.000 sheep farmers and is composed of 35 economic operators belonging to the entire regional sheep production line.

CONTAS produces about 1 million light IGP lambs every year from 4.5 kg up to 8.5 kg. Our lambs feed only mother's milk of sheep that graze the spontaneous essences of the island. In Sardinia 44% of the national sheep, 4% of the EU28 and we are leaders in the dairy lamb segment for number of slaughtered animals with 48.185 tons per year.

The purpose of our consortium is to emphasize aspects related to sustainable, nutraceuticals and ethical breeding. We would like to know the opportunities to act on the Arab market with our fresh and frozen product with Halal certification: Sardinian PGI lambs are produced in compliance with Italian and European laws on hygiene, food security and animal welfare, and respect Islamic principles lawfulness.

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### De Fenza



De Fenza is a family-run company.

It has evolved into a modern artisan producer of baked products - conventional and organic-derived from bread and sweets typical of the Campania tradition.

#### MARCELLO FENZA - OWNER

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### **Foodeast Trade**

















Foodeast Trade Srl handles a wide range of Italian Food Products, mainly under the LITALY brand. Our assortment includes not only the most classical items, such as legumes, pasta, tomato and olive oil, but also a wide selection of PDO cheeses, mozzarella products, together with frozen food and confectionery.

Main products are available in several different packaging and sizes and our service offers the opportunity to consolidate more items in the same cargo. Moreover, our RIVELIA line offers such typical Italian specialties, like Croccantini nougats and Cantucci cookies, while our ORGANIC line, under IVI & GIO' brand, includes pasta, tomato, pasta sauces, oil, fruit juices and others.

Our catalog includes a wide range of products: from main Italian staples like pasta, tomato and oil, to selected confectionery, organic items and fresh cheese.

#### MARIA LUCCHESI - EXPORT MANAGER

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# **Frantoio Galantino**





Producer since 1926 of high quality extra virgin olive oil (also organic and PDO), natural flavored olive oils, preserved vegetables, ceramic jars and gift sets.

Certified BRC, IFS, ISO 9001, ISO 14001.

Production also for high quality private labels.

#### MASSIMO CASSANELLI - MARKETING MANAGER

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Frantoio Galantino







# Frantoio Muraglia



Frantoio Muraglia was born in Andria, Apulia, five generations ago, but our real family patriarch has watched the seasons come and go for no fewer than 450 years – a majestic coratina olive-tree, a native cultivar whose wealth of polyphenols is almost unmatched among the 538 classified Italian varieties.

Our history as oil producers begins with this green giant that stands tall over our olive groves – some 40 hectares.

#### **SAVINO MURAGLIA - MANAGING DIRECTOR**

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### **Frantoio Romano**



Frantoio Romano was born in 1959, from the family company Romano that on the western side of Etna, cultivates and selects the most valuable native varieties and the best adapted varieties that make this area one of the most fertile in Sicily.

Frantoio Romano specializes in the production of top quality extra virgin olive oil, selecting olives for harvesting, following the entire production chain, from harvesting to bottling.

#### SILVIA ROSSI - EXPORT MANAGER

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# **GEA**



Azienda Agricola GEA is a family-run farm that produces the finest extra virgin olive oil obtained from the best Puglia olive trees of Andria.

#### BENEDETTA ANGELUCCI

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### Le Querce di Annibale SRL







Le Querce di Annibale is located in an uncontaminated area in the countryside of the municipality of Melfi in Basilicata, Italy, called "Le Querce di Annibale". The story tells that in those same places the battle against Hannibal took place in Roman times, and in the district of "Querce d'Annibale" the African leader would have camped before the battle against the consul Marco Claudio Marcello of nearby Venusia, in 210 BC.

In fact, still today the oaks dominate the hills of the district. We are located on the slopes of Mount Vulture, a volcano that has been extinct for millennia but which continues to make this area rich and fertile. It is of great naturalistic importance. It is in fact a treasure trove of important plant and animal species and is the guardian of a rich, lively and unique biodiversity. Mount Vulture is internationally recognized for its quality food production. Geographically it is located in a strategic position that touches Campania and Puglia, at the center of fundamental communication routes between the north and south of the peninsula and between the Tyrrhenian sea and the Adriatic sea.

Le Querce di Annibale is part of a group that has been operating in the agricultural sector for a century. Our main purpose is the production of high quality food in total respect of natural cycles and biodiversity, placing ourselves in harmony with the times and biological and environmental rhythms. Our basic strategic orientation is based on the vision of a company that focuses on the quality of production processes and products, quality certified and guaranteed by the control systems of independent authorities. We are convinced that the quality of food and organic products is the basis of a healthy diet, and that it is impossible to make healthy foods without pursuing a respectful and harmonious relationship between man and natural environment.

We are extravirgin and organic olive oil producers. The production of extra virgin olive oil in the Vulture area is lost in the millennia, as this cultivation is present in every evolutionary phase of the Mediterranean civilizations, and therefore also and above all in that southern Italy which identifies the first leading role in history in the days of Magna Graecia.

Inserted in the Vulture area, the cultivation of our olive groves manifests itself in a perpetual symbiotic moment with the volcanic area, as the plants are perfectly adapted to the uniqueness of the territory.

#### **VINCENZO VENEZIA - CEO**

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### Masseria Dauna



Masseria Dauna is an Italian family company who has produced natural tomatoes and sauces on the Daunia hills in Puglia for 22 years.

Saveria Pozzuto, together with the women of her staff, follow all the production chain from the cultivation, the picking, the selection, the washing, the processing, the packing and pallet preparation for the best tomatoes of the Puglia region.

All the production is made by hand, no artificial ingredients or preserves, only the real tomatoes matured under the Puglia' sun for the best quality sauces.

#### **SAVERIA POZZUTO - CEO**

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### **Mastro Sapore**



It is in 2017 that our story begins.

We are not the children of farmers, millers or pasta makers We chose this trade for ourselves, because we want our pasta to speak of our land.

We produce bronze-drawn pasta with Apulian grains, which we see personally grown in our farmers' fields, with a new approach to production that starts directly from the raw material.

Following this concept, we create a special line of pestos and creams, the perfect partner for our pasta.

#### Our aim?

To produce a healthy economy, with a healthy supply chain, in a healthy environment.

We want only the best, but not only for us.

We want to share it with those who, like us, prefer good taste. For those who, like us, make food a cult.

#### VALERIO CANGELLI - CEO

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### Nolano







NOLANO was born from a history of commitment and passion that has lasted for three generations. For more than five decades, we have specialized in tomato production. The continuous search for the best varieties from Campania has led us to focus on processing the San Marzano tomato.

Throughout the years we have acquired unique know-how, becoming a leading company in the field.

Our inescapable commitment to the planet has driven us to focus on organic cultivation. We pioneered the production of organic San Marzano DOP tomatoes in glass jars. Controlling all stages, from transplanting in the field to processing, allows us to offer products with high-quality standards.

The ambitious goal we have set ourselves is to bring the best fruits of our land to the tables of restaurateurs and families. We aim to ensure that the richness of Campania's gastronomic expression is understood by all and preserved over time. We process the San Marzano tomato using techniques that protect and enhance its characteristics to ensure that the richness of Campania's gastronomic expression is understood by all and preserved over time.

#### **CLAUDIO ESPOSITO - SALES MANAGER**

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### Opificio Cutraro - Zafferano dell'Etna



The company was founded in 1988, founded by Maurizio Cutraro, in Maletto, a small and charming town at the foot of Mount Etna. Maletto is the highest town on Etna and in the province of Catania, its territorial peculiarities are the stony soil formed by lava cooled after thousands of years of eruptive activity.

In this special soil each fruit takes on unique and special flavors. The main one is the Maletto strawberry and its small and unique variety in the world, the wild strawberry.

The company has always placed the quality and craftsmanship of products and processed products as a general principle. Our highlights are the "Fragoletto" liqueur and the Bronte pistachio liqueur D.O.P. Over the years, these have been awarded various regional and national awards. In 2016 the company was restructured and Benedetto Cutraro, brother of Maurizio and his son Vincenzo joined the company.

After the restructuring an important project was born: the Transformation Factory; that from the strawberry now develops other special products, all with craftsmanship and with products born and grown on Etna. Last arrived the special "Saffron of Etna".

#### **VINCENZO CUTRARO - OWNER**

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### PES2

### **Palmisano SRL**



Palmisano is an Italian family run company with the mission to produce and bring the tradition of southern Italian pastry - and in particular of Sicilian Cannoli - into the world. The founders Giuseppe Palmisano and his wife Grazia Minardi, started business in 1992 and with passion and tenacity in 2012 they turned the firm into a modern company specialized in the production of semi-finished products for pastry, for retail and HO.RE.CA. channels.

Palmisano srl has always been focused on the principles of quality, service and professionalism, with great attention to customers, environment and territory. The highly technological production lines are able to always ensure high quality standards and productivity, in order to satisfy the growing demands. Palmisano produces Sicilian cannoli shells and cannoli in puff pastry.

#### **GIUSEPPE PALMISANO - OWNER**

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### **Premiata Forneria del Corso**



Premiata Forneria del Corso is a company that has been engaged in artisan confectionery production since 1988 such as: FERRATELLE, AMARETTI, CANTUCCI, BISCOTTI TIRAMISÙ, all made without the use of dyes and preservatives and carefully selecting the best ingredients.

The headquarters since 1988 have been in Italy, in the Abruzzo region, specifically in Tocco da Casauria (150 km east of Rome), a small medieval village dating back to the year 872 and located in the territory of the Maiella National Park (UNESCO Geopark).

#### NICOLINO SALCE - OWNER

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### PES2

### **RAFF SRL**



RAFF srl was born in the heart of Sardinia, with the desire to let you know the specialities of our island.

Since 2010, RAFF srl has become the connection between the modern world and the Sardinian Tradition.

Our products are inspired by the excellence of Sardinian cuisine and they are revisited in a modern key, offering to the customer fast, tasty and genuine solutions to satisfy the highest expectations.

#### GIAMPIETRO DADDI - OWNER

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### Sottolestelle SRL



Sottolestelle is committed to the production of food products of the highest quality, using only organic raw materials with the passion and commitment that have always distinguished us.

Always in line with the needs of a constantly evolving market, over time, we have increased our product range, studying genuine recipes with a strong identity, to meet the nutritional needs of each and every one and ensure the highest quality standards for all our products.

#### **ROBERTA URBANO - MARKETING**

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### **Tenuta Morgante**



Tenuta Morgante comes from a strong passion that has deep roots, tied to an authentic and ancestral land, centered in the Mediterranean: Calabria.

Research and study of local agricultural raw materials, the use of simple methodologies and virtuous ingredients give life to a range of products inspired by the Mediterranean culinary tradition.

Few essential and recognizable ingredients, no presence of preservatives.

Our mission is to preserve the authentic and genuine Italian taste.

Giorgia Pinton - Export Manager

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### Ti Porto l'Orto



We are a company run by young farmers who want to value their own land.

Our mission is to grow fruit and vegetables in a healthy way rendering our produce more genuine. We are more and more convinced that a healthy and correct diet lets you live better and longer.

We have a lot of experience in a field handed down from one generation to the next that will make you discover the quality of our produce.

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