



Presentation
GALLO
GROUP



who
are we?





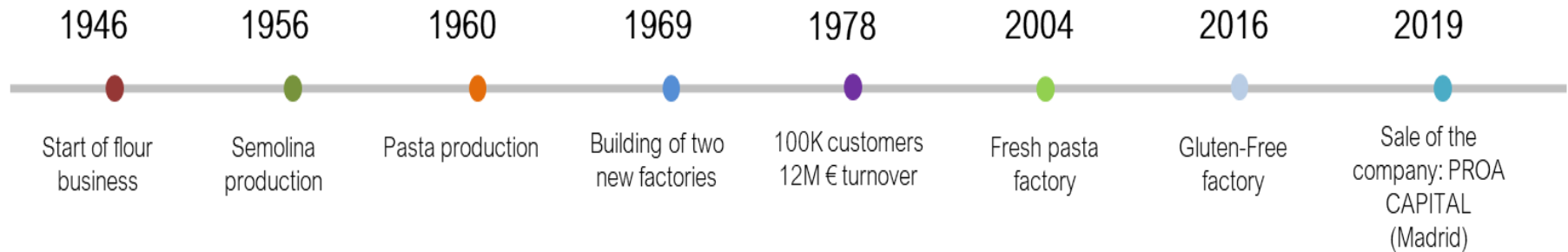
from the field to the table

- Pastas Gallo is the pasta market leader in Spain and has been faithfully serving customers for **75 years**.
- It controls the process from the **field to the table**: wheat growing, production, packaging and distribution to the final consumer.





COMPANY HISTORY



OUR MISSION

To contribute to the well-being of our clients with our products, by guarantying their quality in a global market.

OUR VISION



To become a **leader** in the **international** food market with a business model based on innovation and commitment in a **profitable and sustainable** way.



Numbers of the company



215 M€ (80% pasta)

Turnover.



180.000.000

Wheat / year.



143.000.000

Pasta / year.



500

Employees



4

Pasta factories



2

Semolina factories



33%

Czech Republic - Europasta



32

Countries



99%

Point of sale presence (Spain)



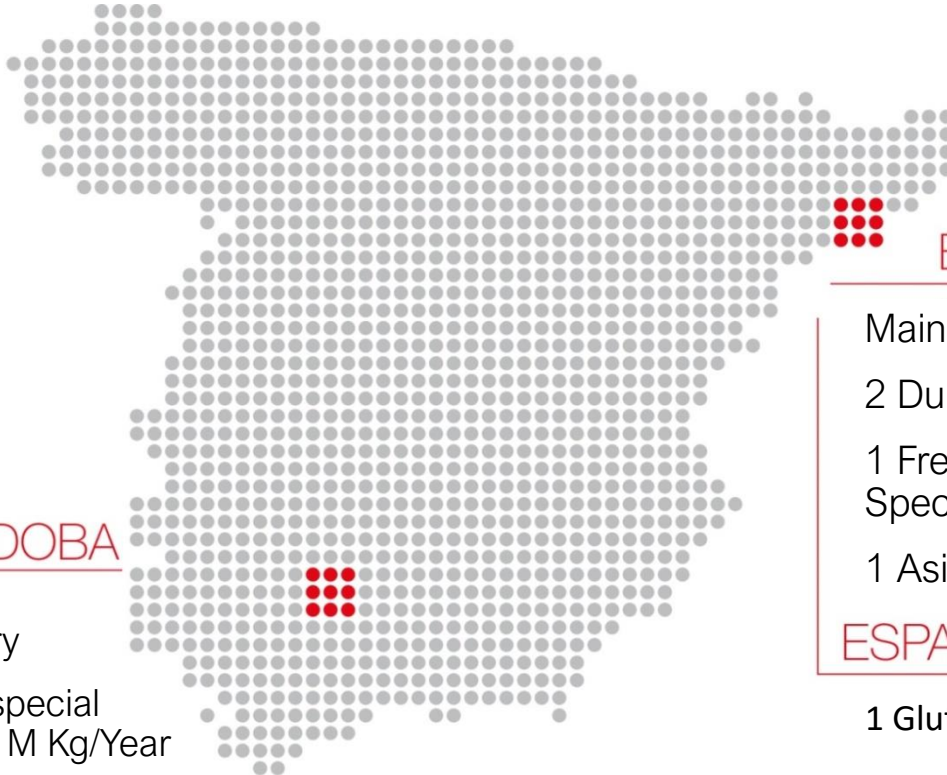
locations

We invest an average of **6 million euros a year** in updating and modernizing our three state-of-the-art production centers.



Semolina factory

Dry pasta and special products: +100 M Kg/Year



Main Office

2 Durum wheat semolina Mills

1 Fresh Pasta Factory and 1 Specialities Factory

1 Asian ethnic food Factory



1 Gluten free factory



RETAIL

- **Product range:** we develop constant innovation adapting to the market, creating new categories and developing existing segments.
- We are present in all categories of the pasta and derivatives market:

Classic



Salads



Thin Pasta



Egg



Whole Wheat



Gluten Free





RETAIL

Sauces



Stuffed Pasta



Bio



Legumes



Plates



Fresh Pasta



Cous-cous



Flour



Asian





FOOD SERVICE



keys
to
success







QUALITY

- Superior quality raw material, with different varieties of durum wheat exclusively obtained
- R+D is carried out in selecting the grains to obtain wheats of the finest quality.
- Own storage capacity: 80,000 tons + conventional storage capacity: up to 70,000 tons. Mattress to guarantee specification and protection against market fluctuations
- We use **the best wheat to make the best pasta.**

a key to
standing
out from the
competition



TECHNOLOGY



- The factories have the latest technologies to obtain the best quality of the products. Thanks to the reinvestments, **Gallo has the most modern and best equipped plants in Europe**



INNOVATION

- Day by day innovation, creating **new product categories**, adapted to the needs and tastes of the consumer: market salads, enriched pasta and functional pasta:



- Future projects are framed in the line of segmenting audiences, but always from **consistency with the brand value.**



INNOVATION

GALLO NATURE 100%

Our latest innovation: Pasta 100% made of Legumes: Red Lentil, Chickpea & Green peas





Brand value: this is how they see us

- Specialist brand and leader in the pasta sector
- Trusted brand
- Family brand
- Continually brings news
- The widest and most complete range of the market
- The highest quality
- Adaptation to the consumer: provides solutions
- Combines tradition and modernity
- Guarantee mark





Consumer confidence in the brand

Top 50 Consumer Brands in Spain. Gallo is Top 5

1			11			21			31			41		
2			12			22			32			42		
3			13			23			33			43		
4			14			24			34			44		
5			15			25			35			45		
6			16			26			36			46		
7			17			27			37			47		
8			18			28			38			48		
9			19			29			39			49		
10			20			30			40			50		

Source: Brand FoodPrint 2020, Kantar Worldpanel

gallo
around
the world





25 years exporting
32 countries
4 continents

- Strong position in **China**
- Great opportunities in **Asian markets**: South Korea, Phillipines
- Historical presence in **Latin America**
- Very diverse projects in **Europe** and **Africa**
- We are also specialists in supplying to European leading companies, manufacturing pasta products under their own label

Thank you

GALLO

