

FORMAGGI

**zanetti**

DAL 1900

ESPERIENZA  
DI FAMIGLIA

# Background

- Zanetti was **founded in 1900** as a specialty dairy products trading house
- The Company rapidly expanded nationally between the 1920s and 1940s under the guidance of Guido Zanetti
- In **1946** Zanetti **commenced its industrial dairy activities** through the acquisition of a dairy plant in Marmirolo (MN)
- Zanetti became one of the first **Italian dairy companies to internationalise**. **With the foundation of UCI together with other Italian cheese producers Export started in 1946** mainly to France, Switzerland, United Kingdom and USA
- **Expansion of product range:** 1980s and 1990s with the introduction of fresh cheeses and the acquisition of Carbonelli, leading Provolone cheese producer in Italy
- In **1995** we started our first grating and packing operations in our **Lavis (TN) plant**
- In 2010, we further expanded our **production capacity with the acquisition of San Gervasio (BS) dairy plant**
- **Packing capacity was further strengthened in 2012** with activities starting in the Panocchia (PR) plant
- In **2013**, with the acquisition of the **Corcagnano (PR) maturation warehouses**, Zanetti added 180,000 Parmigiano Reggiano wheels in maturation capacity
- In **2018**, we inaugurated our first **GranMag** a fully automated maturation warehouse in Castelfelforte (MN) with a capacity of 192,000 wheels
- Zanetti SpA currently operates **nine branches** and maturation sites across the Grana Padano and Parmigiano Reggiano PDOs region
- Today Zanetti SpA is one of the **leading Italian producers** and the **largest exporter**



## Mission

- *Our mission is to offer – all around the world – the best Italian cheese adding our passion for high quality products and the experience of our family throughout 5 generations*





# Zanetti in figures

Family business for **5 generations**

**No. 1** exporter of Grana Padano and Parmigiano Reggiano P.D.O.

**2** major P.D.O. products

**14** cheese families

Products distributed in **90 countries** and **5 continents**

**9** production facilities in Italy

Turnover of € **552**million

Maturing capacity of **1,000,000 wheels** of Grana Padano P.D.O. and Parmigiano Reggiano P.D.O.

# Curing and Warehousing



- Zanetti's storage capacity in curing warehouses is of around 1,000,000 wheels of both Parmigiano Reggiano and Grana Padano corresponding to about 39,000 MT
- Cheese wheels are stocked at curing premises in Bergamo, Brescia, Mantova, San Gervasio, Parma, Reggio Emilia and Castelforte

<i>Warehouse</i>	<i>Location</i>	<i>Warehousing Capacity</i>
<i>Lallio</i>	<i>Bergamo</i>	<i>150,000 wheels</i>
<i>Marmirolo</i>	<i>Mantova</i>	<i>210,000 wheels</i>
<i>Castelforte (GranMag)</i>	<i>Mantova</i>	<i>190,000 wheels</i>
<i>San Gervasio</i>	<i>Brescia</i>	<i>20,000 wheels</i>
<i>Pannocchia</i>	<i>Parma</i>	<i>150,000 wheels</i>
<i>Corcagnano</i>	<i>Parma</i>	<i>180,000 wheels</i>
<i>Reggio Emilia</i>	<i>Reggio Emilia</i>	<i>65,000 wheels</i>

# Our plants



## Marmirolo - Mantova



### Production of Grana Padano

- Main Grana Padano production site
- Daily collection of 330,000 liters of milk
- Average daily production of app. 600 wheels of Grana Padano
- Yearly milk processing capacity: 90m litres
- Curing of 210,000 Grana Padano wheels
- 75 employees

## San Gervasio - Brescia



### Production of Grana Padano

- Daily milk collection: 200,000 liters
- Average daily production of app. 400 wheels of Grana Padano
- Yearly milk processing capacity: 56m litres
- Curing of 20,000 Grana Padano wheels
- 20 employees

## Lallio - Bergamo



### Legal, commercial and administrative Headquarters

- Curing of 150,000 Grana Padano wheels
- National and International Shipments
- 120 employees

## Lavis - Trento



### Packing and distribution plant

- Daily processing capacity of 2,000 wheels
- C. 300 MT of packed cheese produced weekly
- Ten grating lines
- Domestic and international shipments
- 97 employees

## Corcagnano - Parma



### Parmigiano Reggiano curing

- Curing of 180,000 Parmigiano Reggiano wheels
- 10 employees

## Rovato - Brescia



### Drying and packaging centre

- Production and packaging of dried and grated cheese
- 20 employees

## Panocchia – Parma



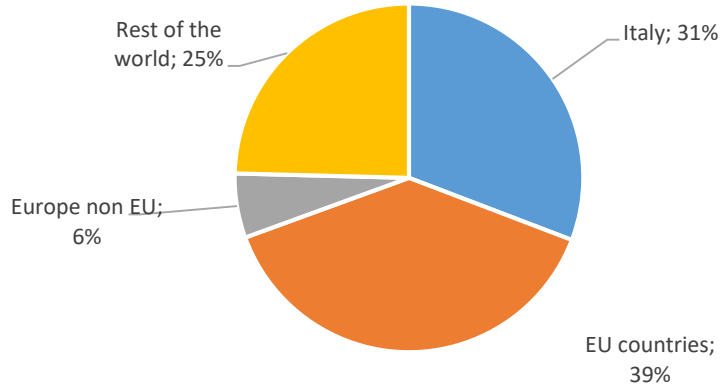
### Parmigiano Reggiano curing

- Curing of 150,000 Parmigiano Reggiano wheels
- Packing of Parmigiano Reggiano Products – 150MT weekly
- 125 employees

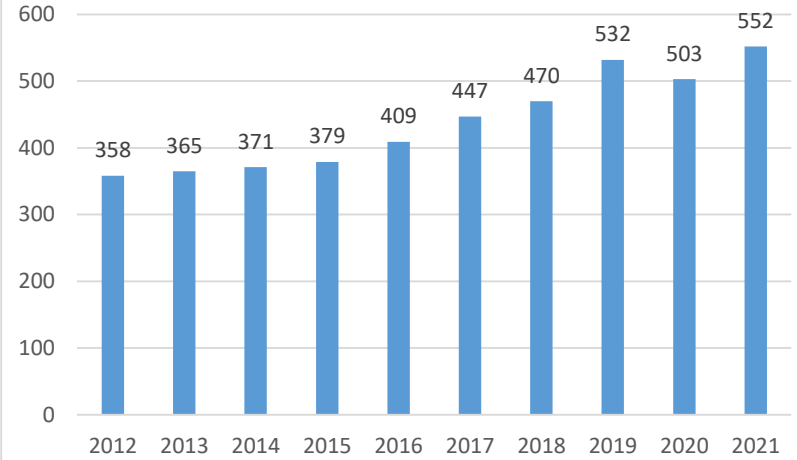


# Company Performance

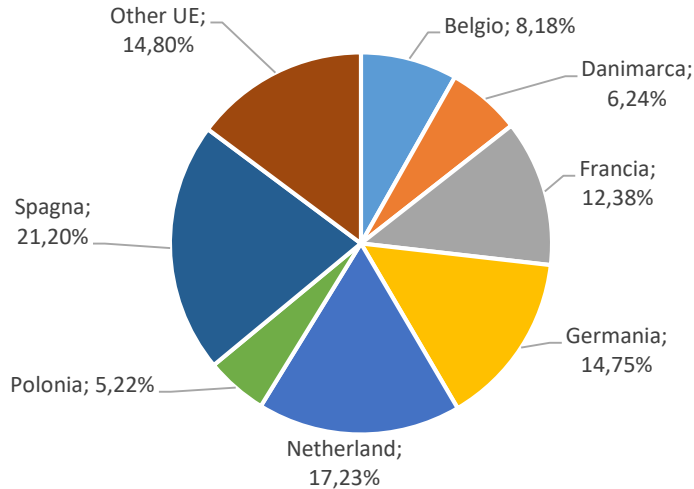
2021 Turnover Breakdown: €552m



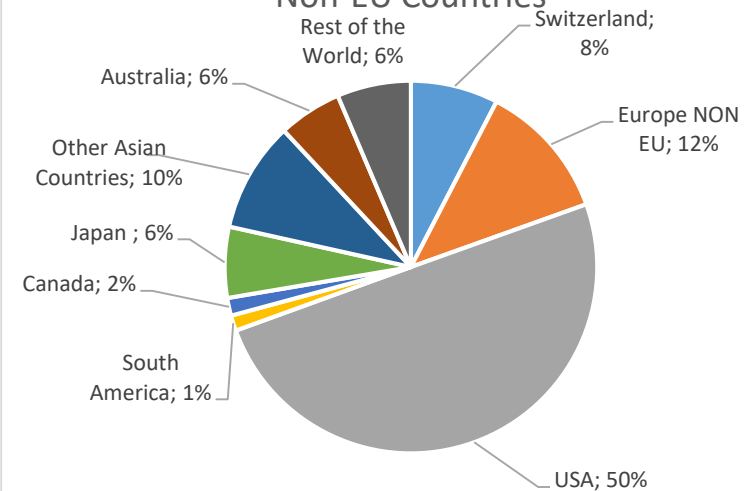
YoY Sales Revenue: 2012 to 2021 (€ mln)



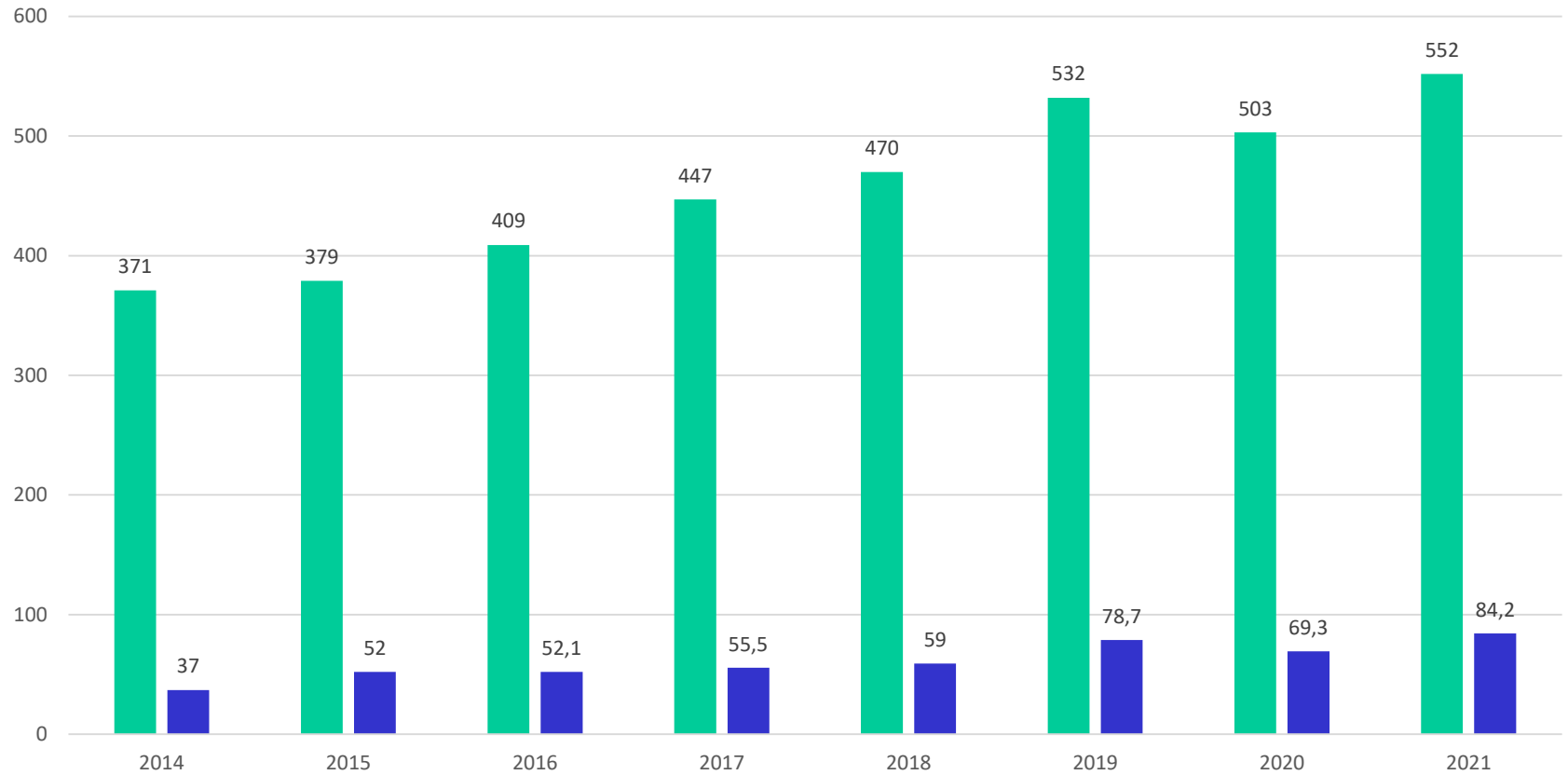
Main EU Countries



Non-EU Countries



# Company Performance VS USA





***Thank you for your kind  
attention!***

