



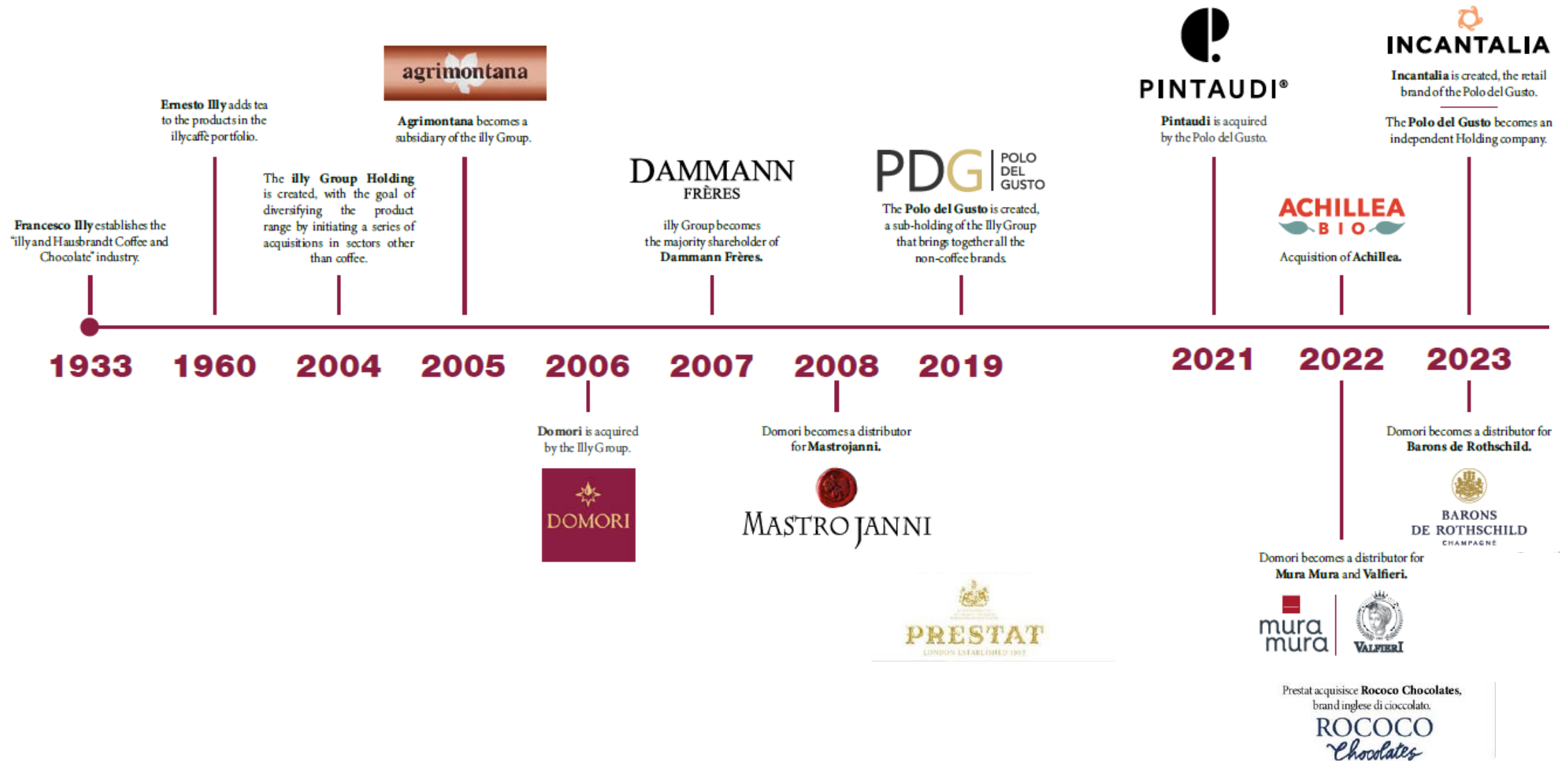
BENEFIT REPORT 2024

for the year 2023



AGENDA

- Holding Pole del Gusto
- Domori, the excellence's primacy
- Domori, Benefit Company
 - 1. People and territory
 - 1. Products and environment
 - 1. The energy and resources
 - 1. The supply chain and raw materials



VOCATION

Polo del Gusto is the Holding founded and chaired by Riccardo Illy, bringing together excellence in the Food & Beverage and standing out for the absolute quality of the finished product and for its marked sensitivity towards aspects of environmental impact.

All the Polo del Gusto companies share the love for raw materials, respect for the Earth, process innovation, and the commitment to make every step of production virtuous and sustainable.

DISRUPTIVE QUALITY

- 01** – Perceivable value, unique products.
- 02** The excellence of raw materials.
- 03** The art of manufacturing.
- 04** Respect for man and the earth.





THE EXCELLENCE

A round table of excellences that takes care of the treasures that nature offers. They have in common passion, extraordinary taste, the culture of flavors and the unforgettable quality of what they produce. All the five senses are satisfied





"The Polo del Gusto represents the arrival point of a long journey of research into excellence in the world of agri-food and wine. We invested with conviction in the selection of top-of-the-range quality, aware of how the orientation was more long-term and closer to the contemporary sensitivity of consumers. Polo del Gusto chooses excellent producers who share the commitment to absolute quality, with rigor and consistency. Unique products, expertly made, and complementary to each other, which easily communicate with each other - chocolate, tea, biscuits, fruit juices, wine. For us, food is satisfaction, culture, experience and authenticity."

Riccardo Illy - President of the Polo del Gusto since its foundation



DOMORI

The primacy of excellence



Domori was born from the creative mind and passion for nature, gastronomy and cocoa of Gianluca Franzoni who, in 1993, after studying Economics and Business, arrived in Venezuela and, fascinated by the magic of cocoa, decided to develop a model of business to reposition fine cocoa. Franzoni lived in the field for three years experimenting with different varieties and post-harvest processes to preserve Venezuela's biodiversity and prevent the extinction of a particularly fine quality cocoa: **Criollo.**



Domori, since its birth in 1997, has been a real revolution for the world of cocoa. It was the first chocolate manufacturing company to use only fine cocoa, aiming for high quality. The first to produce a chocolate with criollo cocoa, the rarest and most prized cocoa. The first to control the entire supply chain starting from the plantations located in the Center & South & America. The first to rediscover and use an ancient and simple formula for chocolate: **cocoa paste** and **sugar** and to create a **100% pure Criollo**. And finally, the first chocolatier to create a Chocolate Tasting Code to discover the infinite nuances of cocoa.

IL PROGETTO CRIOLLO

Criollo cocoa today covers only the 0.01% of all cocoa grown in the world.

It was Domori, in 1994, who laid the foundations for an important project to recover this extraordinary cocoa: Gianluca Franzoni, founder and President, began studying the Criollo varieties and their characteristics through collaboration with growers and research centers . In the same year, in Venezuela, the first nursery was set up which gave life to **Hacienda San Josè**: today with its 185 hectares planted with cocoa it represents a true world heritage for the recovery of the biodiversity of 7 varieties of Criollo.

Thanks to Domori's commitment and the collaboration with Hacienda San Josè, a very important step for the protection of this precious variety: until a few years ago the quantity of Criollo cocoa available on the market was close to 0.001% of world production, while today we can consider it as 0.01%.

In 2017, a new chapter begins in the history of Criollo cocoa and Hacienda San Cristobal is founded in Ecuador to make the finest cocoa accessible to all chocolate lovers.

Hacienda San Cristobal represents the culmination of 25 years of R&D and cultivation of Criollo cocoa by Domori.

A composite image featuring a hand holding coffee beans. The top half shows a handprint cutout on a textured, light brown surface, with several dark brown coffee beans scattered inside it. The bottom half shows a real hand with light skin holding a single coffee bean between the thumb and index finger, with other beans scattered on a solid reddish-brown background. A semi-transparent white banner with a dark red border is positioned across the middle, containing the title and subtitle.

DISRUPTIVE QUALITY

Our innovation is based on a perfect combination:
the best raw materials in the world processed with low impact technologies.

THE PILLARS OF DOMORI QUALITY

1

DELICATE ROASTING

One of the main factors influencing the high acidity of chocolate is extensive roasting at high temperatures. Domori roasts the cocoa beans at a temperature of 120° C, a temperature 30° C lower than the 150° C at which cocoa beans are traditionally roasted during the industrial production of chocolate.



2

REFINING

Domori's low-impact processing method transforms cocoa paste into liqueur through the innovative use of the ball mill. Traditionally, once refined, the cocoa mass passes through the conching process, necessary for emulsification and reduction of the acidity of the liquor. Having chosen to work only aromatic cocoa and selecting the best raw materials subjected to controlled fermentation, Domori does not use the traditional conching method. We want to preserve all the aromatic properties present in our high-quality cocoa varieties.

3

SHORT LABEL

Domori chocolate contains only two ingredients: cocoa paste and cane sugar (dark chocolate range – retail channel). There is no additional butter, that naturally contained in the cocoa beans, there is no added vanilla flavoring and there is no soy lecithin used as an emulsifier.



DOMORI: DISTRIBUTED BRANDS

Domori distributes the products of the following brands, with which it shares very high quality standards and an unconditional love for the fruits of Nature.



THE DOMORI OFFER

RETAIL



Bars



Cover Fruits



Small chocolates



Gifts and Anniversaries

PROFESSIONAL (Labo)



Drops



Blocks



BENEFIT COMPANY

From 23 July 2020, Domori changed its company name to Domori S.p.A. and decided to become a Benefit Company.

As a Benefit Company, the company intends to pursue objectives of common benefit and operate in a responsible, sustainable and transparent manner towards people, communities, territories and the environment, cultural and social assets and activities, bodies and associations and other stakeholders.



PEOPLE AND TERRITORY



Always very tied to its territory, Domori is committed to develop new partnerships with the world of local associations, to contribute with great concreteness to projects to support the territory.

To consolidate relations with the beneficiary bodies operating in the area, during 2023 Domori S.p.A. donated products to campaigns and events for a total of more than €43,500.

Collaborations include *Banco Alimentare*, *Fondazione Francesca Rava*, *Make-a-Wish Italia Onlus*, *FORLIFE Onlus*.

Domori also supports the activities of entertainment and free products aimed at children in the Municipality of None, contributing with product donations for summer camps and events.

In November 2023, Domori participated by donating its products to “Together To Shop” solidarity market in Milan, created by the TOG – Together To Go foundation to support families and children with complex neurological pathologies

1. People and territory



For Domori, employees are a precious resource and everyone's motivation and work are fundamental in achieving company objectives.

For this reason, towards its employees, referring to the year 2023, Domori

S.p.A. he reconfirmed:

A performance bonus of variable amount to all employees. The PdR is based on Quality, Presence and Productivity parameters.

Welfare credit equal to 2% of the RAL for the month of December 2022, made available for the period 04/29/2023 – 04/28/2024.

The agreement provides, in addition to welfare credit, the following points:

Extension of marriage leave;

Baby week permits;

Solidarity hour bank;

Generational relay.



Too Good To Go is a service born in Denmark in 2015, which is committed to the fight against food waste putting customers in contact with shops, bars, restaurants and industries that have unsold food surpluses.

It is the largest marketplace in the world against food waste: active in 17 countries between Europe and North America with 150,000 active partners.



Domori has been a partner of Too Good To Go since 2023 thanks to its participation in the Box Dispensa initiative. It helps companies in the food industry in the fight against waste and offers multiple advantages both for the company itself and for the consumer, guaranteeing a positive impact on the planet in terms of reduction of CO2 emissions and saved food.

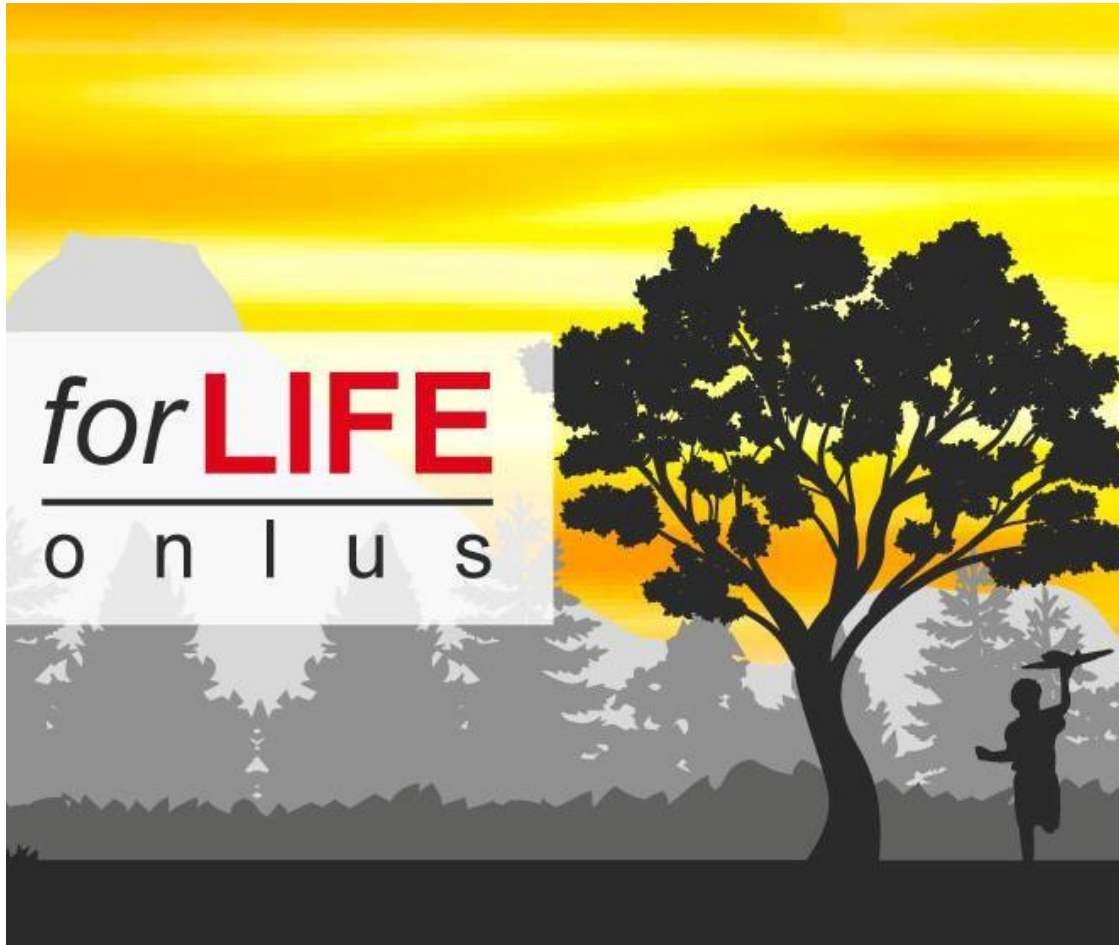


Francesca Rava Foundation — NPH Italia ETS was founded in 2000 to help children in difficult conditions in Italy and around the world (with particular relevance in Haiti), through long-distance adoptions, projects and activities to raise awareness of children's rights, dissemination of culture of volunteering.



Domori has been a partner of the Rava Foundation since 2021 for the supply of:

- ✓ Donations (free products from Easter)
- ✓ Solidarity Gifts.



For Life Onlus is an organization committed to solidarity towards children with a predominantly scholastic and healthcare target, with the aim of enhancing the future development and human and professional growth of disadvantaged populations. The organization is active in the fields of health and nutrition, education, support for municipalities, fight against poverty, emergency support and protection of children's rights.



Domori has been a partner of FOR LIFE Onlus since 2022 for the supply of:

- ✓ Donations (Easter products given for free)
 - ✓ Solidarity gifts



Make-A-Wish® Italia Onlus is an organization that supports the wishes of children and young people between the ages of 3 and 17. In particular, it deals with minors who are affected by serious pathologies and its goal is to give them strength and hope again, through the "therapeutic power" of a wish that comes true.

The organization is active in 50 countries, with more 43,000 volunteers and to date it has made 500,000 wishes come true.



Domori has been a partner of Make-A-Wish Italia Onlus since 2022 for the supply of:

Donations (free Easter products)



PRODUCTS AND ENVIRONMENT

2. Products and environment

Domori reconfirms its commitment to the creation of sustainable packaging and carries out a process of complete review of packaging, focusing on reducing waste, reducing materials and preserving Domori's "disruptive quality".



For the year 2023

- Domori once again presented the gift line packaged in tin, confirming its commitment to reusable and sustainable packaging.
- For Easter, Domori has created an original and sustainable surprise: an exfoliating soap made from cocoa husks processed by Domori, in collaboration with Ethical Grace, a company specialized in the production of eco-sustainable cosmetics. Furthermore, the internal packaging was also produced through the processing of Domori cocoa peels with a view to avoiding food waste.



2. Products and environment

The Domori production process requires lower energy requirements than similar productions as it is characterized by fast production cycles and at low temperatures to preserve the aromatic characteristics of fine cocoa.

The company monitors its energy consumption of water, electricity and methane gas, in order to evaluate its ecological footprint and improve energy consumption, compatible with its size.

Inside the new factory, the warehouse is built with a view to contain the dispersion of heat and energy. Furthermore, there is an increasing number of trolleys with lithium batteries which do not cause any emissions into the surrounding environment and have a longer life over time.

To fight waste, Domori uses a warehouse system based on the constant monitoring of product expiry dates. In addition, the pallets used for shipping are made from reclaimed wood materials.



A conceptual image featuring a glowing lightbulb, a stack of coins, and a green plant against a blurred background with a bright light source. The lightbulb is lit, casting a warm glow. To its left is a stack of several coins. To its right is a small green plant with three leaves. The background is a soft-focus green with a bright, out-of-focus light source in the upper left. A semi-transparent white banner with a maroon border at the bottom contains the text.

ENERGY AND RESOURCES

GSE Parco Agrisolare tender

The Energy Services Manager (GSE) has issued a tender with the aim of supporting investments for the construction of solar photovoltaic electricity production systems in the agricultural and agro-industrial sector. The measure is called "Agrisolare Park" and is part of Mission 2 "Green revolution and ecological transition" of the PNRR, Component 1 "Circular economy and sustainable agriculture", Investment 2.2.

In 2023, Domori won this tender which will allow the installation of solar panels in the new factory. The panels will have a capacity of 772,135 kWp and a storage system of 208,800 kWh. They will be installed in the two-year period 2024 - 2025.



A close-up photograph of several cacao pods (cocoa beans) hanging from a tree trunk. The pods are reddish-brown and have a textured, slightly wrinkled surface. They are clustered together, with one pod prominently in the foreground. The background is a soft-focus forest scene with green foliage and brown leaves on the ground.

THE SUPPLY CHAIN AND RAW MATERIALS

The plantations owned by Domori

In 1994, Domori laid the foundations for an important project to recover the most prized variety of cocoa: Criollo.

In collaboration with research centers and growers, Gianluca Franzoni, founder and President, began studying the Criollo varieties and their characteristics. In Venezuela, the Hacienda San José was born which represents world heritage through the preservation of seven varieties of Criollo. In 2017, a new chapter begins in the history of Criollo cocoa and Hacienda San Cristobal is founded in Ecuador to make the finest cocoa accessible to all chocolate lovers.

It represents the culmination of 25 years of Research & Development and cultivation of criollo cocoa by Domori. Innovative techniques of grafting, density, fertigation and plant architecture have been applied which have led to the achievement, once again, of excellence as an agricultural and organoleptic model.

A milestone for the protection of Criollo cocoa.



A supply chain for «Good and Solidarity» cocoa



Domori provides an agreed "bonus" on the purchase price of the raw material, encouraging its partners to achieve certain quality standards and preserve the biodiversity of Criollo cocoa. In this way, the maintenance of cocoa crops with lower agricultural yields and which require greater commitment in terms of care during cultivation and harvesting is promoted.

Furthermore, continuous training activities are carried out with partners to allow us to build and maintain solid relationships and mutual trust with suppliers. Domori is committed to valorising highly specialized manpower by guaranteeing fair remuneration for the work carried out and the dedication provided by farmers to obtain a high quality finished product.

Supply Chain Policy

For the selection of suppliers of raw materials, services and packaging, the Company implements an Environmental Preferable Purchasing (EPP) policy, preferring the purchase, for the same yield, of goods with a lower environmental footprint and/or , where possible, selecting suppliers located in the area in order to reduce the ecological footprint dictated by transport - During 2023

- The consumption of Criollo cocoa amounted to 25 tons. Domori started the «Sustainable Cocoa» project in collaboration with Altromercato and Esselunga with the aim of certifying all the supply chains used for Esselunga Top brand products
- Furthermore, the block-chain supply chains have been implemented: to date, Domori manages Ecuador, Togo, Peru and Madagascar via the portal with Altromercato

3. The supply chain and raw materials



Trusty is a platform that allows you to share production chain data through the block-chain, guaranteeing the authenticity and verifiability of the information.

The block-chain offers the sharing of transparent and immediate information, allowing the entire production chain to be traced from the raw material to the final product. Furthermore, by digitizing this information, it is easily available and controlled by the relevant bodies in order to guarantee the final consumer safety, quality and transparency of the supply chain and of the finished product.

In 2022, Domori had started a collaboration with the Trusty portal for the management of the Block-chain with the aim of making all purchased cocoa batches completely traceable from the cultivation field to the sales shelf.

To date, the batches coming from the Ivory Coast and the Criollo cocoa have been activated; the goal gives achieve by 2024 is to activate and trace all origins.

Food waste management

Food waste represents one of the biggest obstacles in the circular economy. Therefore, from a sustainability perspective, it is necessary to intervene along the entire production chain by creating food waste management processes with the aim of reducing the production of waste to a minimum.

Domori is committed to the fight against food waste by selling cocoa husks and production waste (with the exception of chocolate resulting from washing production tanks) to the Borgo Campagna company.

This company deals with the production of biogas through the reuse of industrial food waste, allowing a reduction in industrial waste and the recycling of raw materials.



Certificazioni

- BRC/IFS certifications: Both are globally/internationally recognized certifications aimed at ensuring consumer food safety. We have obtained these certifications since 2014, always obtaining excellent results (Double A for BRC and scores > 99% for IFS).
- Organic / Fair Trade Certifications: These are product certifications relating to the management of raw materials used and their supply chain.
- Kosher certification: this certification only concerns the covering of the chocolate chips.





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DEL
GUSTO