CORPORATE PROFILE

Vinegar since 9 generations
The best vinegars since 1787.

A family company since 9 generations.

Selecting the best raw material to craft the best vinegars for over 230 years.

THE ITALIANS’ FAVOURITE VINEGAR

For Italians, vinegar is Ponti and Ponti means vinegar.

For us, it is a huge responsibility and an engaging challenge to make the best vinegar quality available to the world.

DEEPLY ROOTED IN NATURE FOR THE PAST 230 YEARS

Nature lies in our origins and our history. We employ the most advanced and gentle technology to preserve its genuineness and convey all its flavor.

This is how we boost the Italian gourmet food tradition.
WHERE DO WE COME FROM

A CLOSE-KNIT CONNECTION WITH THE LOCAL TERRITORY

We are present all over the world, yet we have never left Ghemme (Novara) in Piedmont, our home.

And to produce our Aceto Balsamico di Modena P.G.I. we chose Vignola, near Modena, a production landmark for passing down this age-old know-how.
WE HAVE A STORY TO TELL .. OUR OWN

IN THE WORLD

1620 - Mayflower lands in Plymouth

1789 – French Revolution brakes out

1861 – Italy becomes a nation-state

1911 – Roald Amundsen led the first expedition to the South Pole

1969 – Mankind on the Moon

IN PIEDMONT

1595 – Ponti family live in the Novara hill area as winemakers and corn and fabric dealers.

1787 – Ponti Company was born on this date, with Giovan Battista Del Ponte producing and selling vinegar

1864 – Giovanni Ponti leads the Company

1911 – Antonio Ponti wins the «Diplome d’honneur» in Paris International Exposition for «wine and vinegar»

1948 – New plant in Ghemme

1965 – Cesare and Franco are the 8° generation of Ponti family
WHERE WE ARE

- 6 Plants:
  - 3 Vinegar Plants
  - 1 Aceto Balsamico di Modena I.G.P. Plant
  - 1 Organic Plant
  - 1 Canned Vegetables Plant
- 3 logistic platforms
Giacomo Ponti

«I work closely with my managers, our workers and employees I know personally. Some of them were my school mate, some are the fourth generation of Ponti’s employee. Only with and thanks them we always reach our goals».

Lara Ponti

«Ponti’s success key factor? Quality of the products, best raw materials research, product and technology innovation, reliability and transparency in or relations with employees, suppliers and customers». 
Our Leadership – Number 1 in Italy

Ponti is N.1 in the Vinegar market in Italy

- Classic wine vinegar market share 48.3%, 2° brand 3.3%
- Special wine vinegar market share 43.1%, 2° brand 8.1%
- Aceto Balsamico di Modena P.G.I. market share 33.8%, 2° brand 8.2%
- Apple vinegar market share 41.0%, 2° brand 6.2%
- Glaze market share 54.2%, 2° brand 4.4%

Ponti market share in Preserved Vegetables:

- Cold rice & pasta salad topping market share 25.5% (leadership)
- Sweet & Sour market share 22.3% (market leader)
- Pickles market share 3.6% (3rd position)
- Vegetables in oil market share 5.1% (3rd position)

Source: IRI data - Total Year 2019 – Total Italy w/o Discount – Value Share
PONTI’S WAY OF WORKING – OUR PEOPLE

People

THE BOND WITH THE TERRITORY

People Working with Us

- 79 Women (39%)
- 122 Men (61%)
- 201 Employees

Contracts and Frameworks

- 4 Apprenticeships
- 9 Temporary Contracts
- 188 Permanent Contracts

Workplace Safety

- 32% Accident Frequency
- 22% Severity Rate

Value of the Taste

- €265,000 Territory’s Donations O/W
- €111,000 Economic Disbursements
- €124,000 Gifted Products
- €30,000 Local Associations

Objectives 2018-2020

- Increase the % of female employees
- Decrease the frequency index and the severity rate of accidents
- Promote and support projects of social inclusion
- Promote work experiences of young workers and disadvantaged people

Source: Ponti 2017 Sustainability Report
PONTI’S WAY OF WORKING – OUR PRODUCTS

**Products**
HIGH QUALITY AND TASTE

- **42 YEARS OF LONG-LASTING BONDS WITH RAW MATERIAL SUPPLIERS**
- **ONLY 1 COMPLAINT EVERY 1.000.000 ITEMS SOLD**
- **3,8% OF OUR REVENUE IS INVESTED IN R&D**
- **106.250 TONS OF PROCESSED RAW MATERIAL**
- **19 AUDITS SUCCESSFULLY PASSED**

**Objectives 2018-2020**

- Ensure quality and safety through:
  - Suppliers code
  - Quality and safety integrated certified systems
  - Investments in R&S

Source: Ponti 2017 Sustainability Report
Environment
A LOOK INTO THE FUTURE

- 100% OF OUR ELECTRICITY COMES FROM RENEWABLE SOURCES
- 50% RECYCLED WASTE
- 28% TONS OF CO2 RELEASED INTO THE ATMOSPHERE
- 3,000 Tons OF ORGANIC PRODUCTS

Objectives 2018 – 2020

- REDUCE THE WATER CONSUMPTION THROUGH THE RECYCLE AND THE OPTIMIZATION OF CONSUMPTION
- DECREASE THE WASTE FOR DISPOSAL
- LIMIT THE CO2 EMISSIONS

Source: Ponti 2017 Sustainability Report
SOME OF OUR WORLDWIDE RETAIL PARTNERS
QUALITY SYSTEM CERTIFICATIONS

Vinegar since 9 generations
MORE THAN 70.000 CONTROLS PER YEAR.

- Ponti Quality System is based on Food Safety, Traceability and lot Tracking.
- Unique owned Aceto Balsamico di Modena P.G.I. Certification System by Ponti and SGS.
- All Ponti Group relies on the one system, certified by SGS according to ISO 22000 standard.
- Food Safety and Regulation systems are certified by SGS according to FSSC 22000 standard.
- Traceability and Lot Tracking of all vinegar plants is certified by SGS according to ISO 22005 standard.
- One Quality Control Lab per production facility.
- Incoming raw materials are strictly controlled at each plant, following internal specifications. Our tests also include isotopic analysis for wines.
- All production facilities are ORGANIC certified.
- HALAL and Kosher certifications are available for some selected products.
### PONTI CERTIFICATIONS

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<thead>
<tr>
<th>Scheme</th>
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<td>FSSC 22000 (Food safety)</td>
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<td>ISO 22000 (Food safety)</td>
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<td>ISO 22005 (Feed and food traceability system)</td>
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<td>CSQA</td>
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The first and unique point of reference in the market.

Approved by the “Consortium for the Protection of Balsamic Vinegar of Modena” and by “CSQA”.

Based on the **objective parameters** that define the quality of the Balsamic Vinegar of Modena:

- density
- maturation and/or aging time
- must quantity

Guaranteed by the Ponti authoritatively and by “SGS”, an external Certification body.

Our Balsamic Vinegars are classified according to characteristics that meet quality parameters higher than the minimum ones imposed by the Disciplinary of the Consortium for the Protection of Aceto Balsamico di Modena P.G.I.
Ponti has set a maturation time over 20% higher than the minimum required by the specification, for the class with the shortest maturity period.

Represents the quantity of grape must used in the mixing phase. Ponti has established a minimum of 24% for the class with lower must content, against the 20% required by the P.G.I. specification.

Density is a characteristic defined by the P.G.I. specification. Ponti has established a minimum value for its products that is much higher than that required by the regulations. Ponti’s range includes different density levels.
Ponti has created a disciplinary that has been verified and validated by the SGS also for Special Aged Wine Vinegar.

The Classification indicates:

- **100% Italian wine**
- **Aging (in durmast and larch barrels)**
- **Original recipe from 1969**

**Target Special Aged Vinegar:**

- Aroma Antico White wine Vinegar, Aroma Antico Red Wine Vinegar
- Vinegar from Pinot Grigio of Oltrepò Pavese D.O.C. Wine
- Vinegar from Chianti D.O.C.G. Wine

Sites: Ghemme Aceto and Dosson
SPECIAL AGED VINEGARS – PONTI CLASSIFICATION SYSTEM

100% ITALIAN WINES

Aged in oak and larch barrels

Ponti Original Recipe since 1969

Certified by SGS
SPECIAL AGED VINEGARS—PONTI CLASSIFICATION SYSTEM

- MONOVINI D.O.C. D.O.C.G.
- Aged in oak and larch barrels
- Certified by SGS
INNOVATION

Vinegar since 9 generations
VINEGAR SINCE 9 GENERATIONS

PRODUCT RANGE

Vinegar since 9 generations
Extraordinary in the kitchen and highly appreciated on the table, Ponti Aceto Balsamico di Modena P.G.I. are the result of a delicious blend between selected grape musts and precious wine vinegar, maturated for a certified period in various wooden casks.
The Aceto Balsamico di Modena P.G.I. with the brands Modenaceti and Rossini are the result of a delightful blend of selected grape musts and precious wine vinegar, matured for a certified period in wooden core Casks.
Attentive raw material selection, accurate low acetification process, maturation period in larch & Slavonian oak casks, are the three key-steps to obtaining the special Ponti wine vinegars.
DolceAgro is an exclusive Ponti range that combines the highest quality wine vinegar with aromatic grape musts, meeting consumer’s need for a milder and less acidic product. Now available also in high density, exclusive premium flavours for a even richer texture.
High quality Ingredients, low acidity, high density, sweet & sour taste, cooked must aroma, shiny dark brown colour: these are the characteristics of the Ponti Glaze, today available on delicious and Innovative variants.
Barbecue’s strong and distinctive taste combined with the Italian’s favourite vinegar. Thick texture, rich taste and smoky flavor. Only the best ingredients for a uniquely intense, yet delicate taste.
Ponti apple cider vinegars are obtained from premium quality apple cider that is produced from 100% Italian apples ripened in full sunlight. Thanks to an meticulous acetification process, Ponti offers a delicate tasting vinegar.
Thanks to the best fresh raw material selection and to the exclusive recipes, Peperlizia vegetables are ready to use antipasti, even warm.
Summer is served thanks to Ponti rice and pasta salad toppings: high quality and selected fresh vegetables combined with exclusive recipes, ready to use.
ITALIAN VEGETABLES IN OIL

The best selling vegetables of the classic Italian culinary Tradition, the most appreciated Mediterranean flavor and taste.
The Italian antipasti range is interpreted by Ponti using fresh raw materials and traditional recipes combined with the tradition of Ponti vinegars.
Thanks to the innovative recipes, created by Ponti Taste Lab, Ponti Zero Olio vegetables keep their own original flavor and fragrance without a drop of oil.
ORGANIC VEGETABLES

The best selling vegetables of the classic Italian culinary Tradition, with guaranteed Organic raw materials.
Simply added to pasta, the Ponti pasta sauces remind one of the real Italian traditional taste and of the fragrances of fresh raw materials.
A wide selection of olives in terms of different quality packs and sizes.
THANK YOU

Vinegar since 9 generations