Passion, Tradition, and Innovation

Valdigrano di Flavio Pagani Srl Rovato (BS) - Italy
Brief History

1997
- Valdigrano di Flavio Pagani was founded in December 1997
- It is a family run company and the result of more than 50-years experience

2000
- Valdigrano launches its VALBIO organic line in 2000

2008
- In 2008 Valdigrano launches its “Qualita’ Superiore” line.
- 14% protein – 100% Kronos Wheat – 100% grown and milled in Italy – extruded through bronze dies

Since its start, Valdigrano has expanded its production capacity more than 5 times, and increased its turnover more than 18 times
## Operation

<table>
<thead>
<tr>
<th></th>
<th>1999</th>
<th>2006</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Workers</strong></td>
<td>25</td>
<td>70</td>
<td>110</td>
</tr>
<tr>
<td><strong>Production Lines</strong></td>
<td>2</td>
<td>4</td>
<td>5</td>
</tr>
<tr>
<td><strong>Packaging Lines</strong></td>
<td>5</td>
<td>11</td>
<td>19</td>
</tr>
<tr>
<td><strong>Turnover</strong></td>
<td>€3,5 mln</td>
<td>€43 mln</td>
<td>€48 mln</td>
</tr>
<tr>
<td><strong>Production</strong></td>
<td>16.000 t</td>
<td>50.000 t</td>
<td>67.000 t</td>
</tr>
</tbody>
</table>
Sales in the USA account for 15% of Valdigrano’s revenue.
Products

- Classic Pasta, made with 100% durum wheat semolina (target: 12.5% protein)
- Egg Pasta, made with fresh whole eggs
- Organic Pasta and durum whole wheat organic
- Whole wheat Pasta
- La Pasta di Valdigrano Qualità Superiore 100% Kronos durum (14% protein)
Production Facility

Production lines from FAVA (Italian leader for pasta dryers)
- 4 lines for short cuts (macaroni, penne, etc.)
- 1 line for long cuts (spaghetti)

19 packaging machines able to make pillow and block bottom bags, and box-packages
- bags size from 250 g to 5 kg

Production activity organized on 24 hours, 7 days/week
- daily output: 330 tons
- yearly potential production: 110,000 tons
Quality & Safety Standards

<table>
<thead>
<tr>
<th>Certification</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>HACCP</td>
<td>Validgrano adheres to the rigorous quality standards required by HACCP</td>
</tr>
<tr>
<td>CSQA</td>
<td>Validgrano is certified BRC (AA) and IFS (Higher Level) by CSQA</td>
</tr>
<tr>
<td>ECOCERT Italia</td>
<td>Valigrano’s production of organic pasta is certified by ECOCERT Italia</td>
</tr>
<tr>
<td>Halal and Kosher</td>
<td>Validgrano is certified for the Halal and Kosher product</td>
</tr>
</tbody>
</table>
There are two different types of wheat: durum wheat and soft wheat.

<table>
<thead>
<tr>
<th>After milling process</th>
<th>Durum Wheat</th>
<th>Soft Wheat</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>= Durum Semolina</td>
<td>Flour</td>
</tr>
<tr>
<td>Protein content:</td>
<td>10.5% - 14%</td>
<td>10% - 11%</td>
</tr>
<tr>
<td>Color:</td>
<td>Yellow</td>
<td>White</td>
</tr>
<tr>
<td>Mainly used in Production of:</td>
<td>Pasta</td>
<td>Bread, baking</td>
</tr>
</tbody>
</table>

Only 100% durum semolina made exclusively from durum wheat must be used to make a quality pasta.
Proteins

Proteins in durum semolina play a major role when it comes to the quality of the pasta, its performance, and ability to withstand rigorous cooking methods.

- Pasta is a combination of proteins and carbohydrates
- Proteins and carbohydrates in pasta react in opposite ways during the boiling process:
  - Carbs (or amids) tend to escape from the pasta and disperse (pasta blows up, softens, breaks, water gets dirty), while proteins (or gluten) act as a “structural mesh” to stop and contain the softening process (pasta will keep its shape, stay firm, water will stay clean)

Higher protein = tighter mesh, carbs/amids stay whole within structure of pasta

Lower protein = weaker mesh, carbs/amids escape structure of pasta
Quality in pasta

How can pastas that claim “made with 100% durum semolina” be different?

The quality of the finished product is the direct consequence of the targets set by the manufacturer and its ability to consistently reach those targets

Quality requirements:
1. Identify the quality target
2. Select durum semolina with the correct chemical structure and components to reach the quality target
3. Leverage industry knowledge and experience
   - Creating a synergy of know-how, ability, highly educated personnel, training, and technology allows quality standards and requirements to be achieved each and every time
Valdigrano’s quality target

- Our quality target is to provide a competitive, consistently high performing product with 12.5% protein.
- Our target customers are the foodservice/institutional sectors, both domestically and internationally.

- Our pasta is developed to perform under the most demanding cooking conditions (double-cooking, overcooking), staying al dente, holding its shape, and maximizing its yield in terms of portion control.
Raw material selection

• While the outer layers of a wheat kernel (bran, aleurone) are higher in quantity of proteins, they are lower in quality (less gluten) and purity (darker). A quality pasta, yellow in color, with no black dots, can only be made using durum with the right quality of proteins (the heart of the kernel - endosperm)

• Valdigrano maintains an in house laboratory equipped with instruments to determine and verify color, quantity and quality of protein in the durums

• We maintain a total of 16 semolina silos for a storage capacity of 865 tons. This facilitates the blending of different durum varieties in order to consistently attain our target quality, regardless of changes in market/supply conditions
What is experience?
It is having been there, having done that...time and time again. Our family for over 60 years, 3 generations, has lived to make pasta. Accumulating a wealth of experience and know-how. Learning, training personnel, enhancing, finetuning.

When experience becomes culture, a “pasta culture” developed and accumulated hour by hour, day by day, it becomes that intangible yet unique quality that cannot be replicated.

Valdigrano is just that. That is Valdigrano difference!
Valdigrano Qualità Superiore is made of 100% Kronos® durum wheat semolina, among the finest in the world: high protein (14.5 g) and gluten content (about 90%), provide excellent cooking properties.

Valdigrano Qualità Superiore has a deep yellow color, no dots or dark shadows, it is smooth and silky to the touch, and has a pleasant wheat flavor.

Valdigrano Qualità Superiore is a project born in collaboration with Molino Grassi, the only Mill in Italy authorized to use the name Kronos®.

**Nutritional values for 100 g**

<table>
<thead>
<tr>
<th>Nutrient</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Energetic value</td>
<td>360 Kcal / 1526 kj</td>
</tr>
<tr>
<td>Proteins</td>
<td>14 g</td>
</tr>
<tr>
<td>Carbohydrates</td>
<td>73 g</td>
</tr>
<tr>
<td>Fats</td>
<td>1.5 g</td>
</tr>
</tbody>
</table>
Valdigrano has always been devoted to the production of organic pasta, both under its own Valbio brand and through private labels, and obtained its first certification in 2000.

Valdigrano organic products are distributed both in Italy and abroad. The quality of Valdigrano production is the fruit of careful selection of raw materials: organic wheat comes largely from the national territory (75%) and is processed entirely by Italian mills.

Over the past five years, in perfect line with this trend, the Valdigrano Organic division has more than doubled the volume, with more than 78% for private labels.
Valdigrano

USA CONTACT:
Franciacorta Foods, LLC
Tel: 732-882-0100
info@franciacortafoods.com

HEADQUARTERS:
Valdigrano di Flavio Pagani srl
Via Borsellino, 35/37
25038 Rovato (BS) – Italy
Tel. +39 030 7704444
Fax +39 030 7720913
www.valdigrano.com