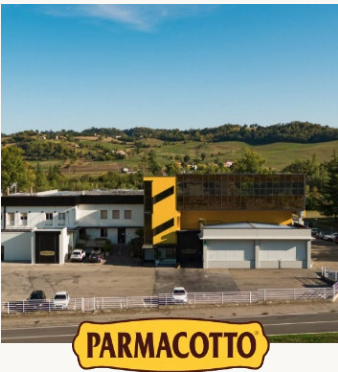




*Salt & Twine*

# About Us



2001

Parmacotto entered the pre-sliced cold cuts market.



2016

Parmacotto extended its products range, introducing Poultry Deli Meat.



2023

New England Charcuterie became part of the Parmacotto USA Holding. The company is a manufacturer of Artisanal American Salami under the Salt & Twine Brand, and it is based out of Boston (MA).

1978

The story began: First Production of Cooked Hams in San Vitale (Parma, Italy).



2010

New Headquarter was born in Marano (Parma, Italy). The facility included a Slicing Plant, Main Logistics Hub and Corporate Offices.



2019

Parmacotto became a Group with the acquisition of Boschi e Fratelli (Production and Aging of Dry Cured Prosciutto) and Parmacotto LLC as the new US Commercial Branch (based in NJ).



2024

New Parmacotto – Salt & Twine Slicing Plant will be established in Boston (MA).



# Our Brands



Parmacotto Group relies on a meticulous selection of raw materials, strict ingredients lists, commitment to high quality, and the use of slow cooking techniques that enhance flavors. Initially specialized in Cooked Ham production, Group has evolved to offer a comprehensive range of deli meats that are complete, safe, nutritious, and balanced. Parmacotto prioritizes nutritional values and offers the healthiest options to meet the evolving needs of today's customers, who are increasingly focused on wellness.



PRODUCTS



Drawing on expertise in seasoning techniques and a meticulous selection of ingredients and raw materials, Salumi Boschi e Fratelli has embodied a tradition of quality since 1861. This historic brand offers a wide assortment of PDO (Protected Designation of Origin) and PGI (Protected Geography Indication) products, combining both ancient methods and a contemporary approach to satisfy the increasing demand for premium offerings. This is the Brand that incorporates all the Dry Cured Prosciutto present in the Group's Portfolio.

PRODUCTS



RESEARCH, COMPETENCE, UNIQUENESS. THIS IS PARMACOTTO SELECTION.

The expertise in deli meats is the foundation of Parmacotto Selection offering, providing a choice of products distinguished by their Quality, Raw Materials, and Processing Methods. From that Experience, the desire to offer a Selection Line of unique products.

PRODUCTS

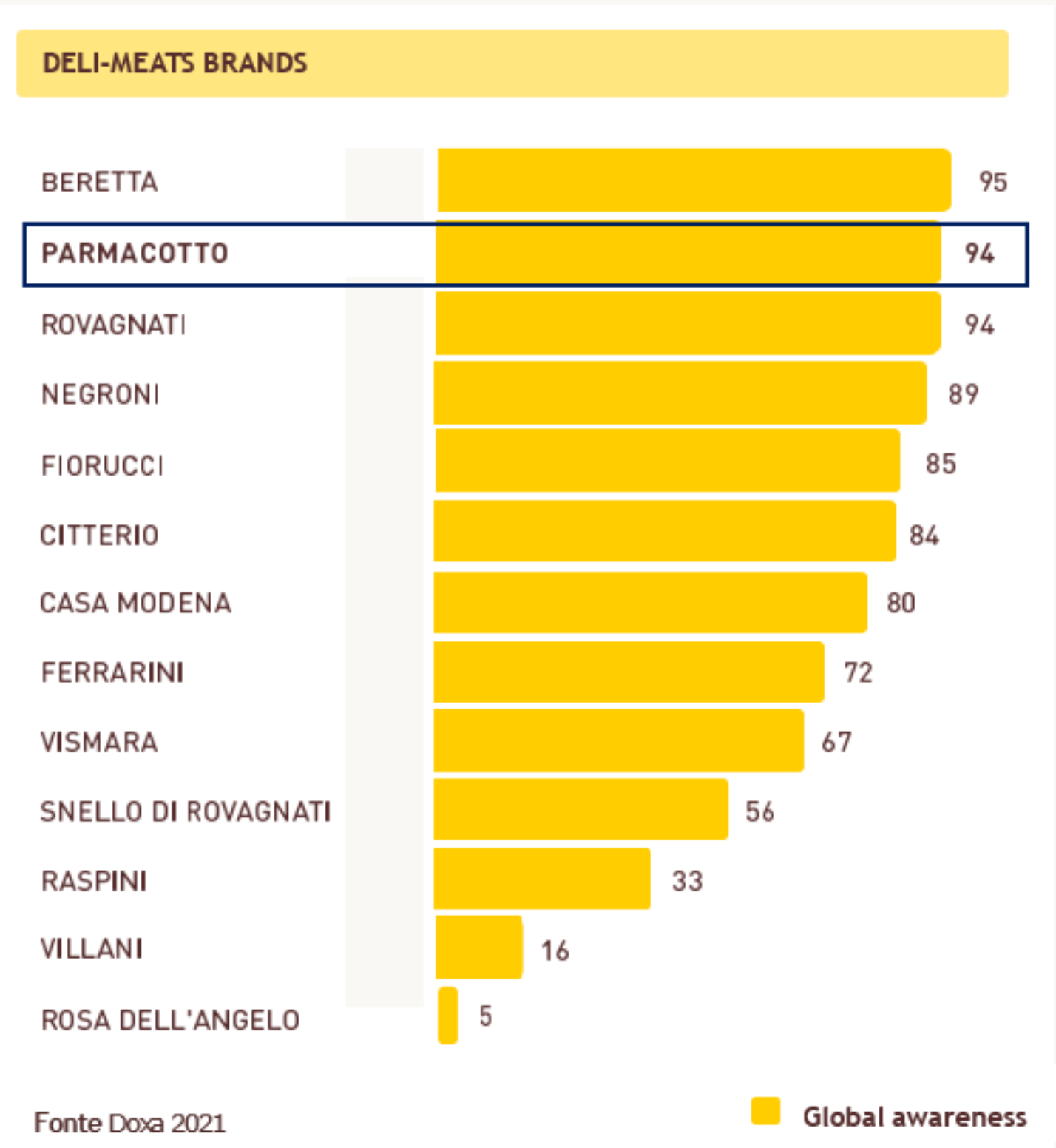


New England Charcuterie is a manufacturer of Artisanal American Salami, represented by the Salt & Twine Brand. This name stands the primary components used by the founding artisans to craft these excellences. The Company honors the Tradition with a distinctive contemporary approach, ensuring that all the products are responsibly made with healthy and sustainable ingredients. The dedication to all the production processes made possible to preserve and pass along these cherished traditions and cultural heritage among time.

PRODUCTS

# Brand Awareness

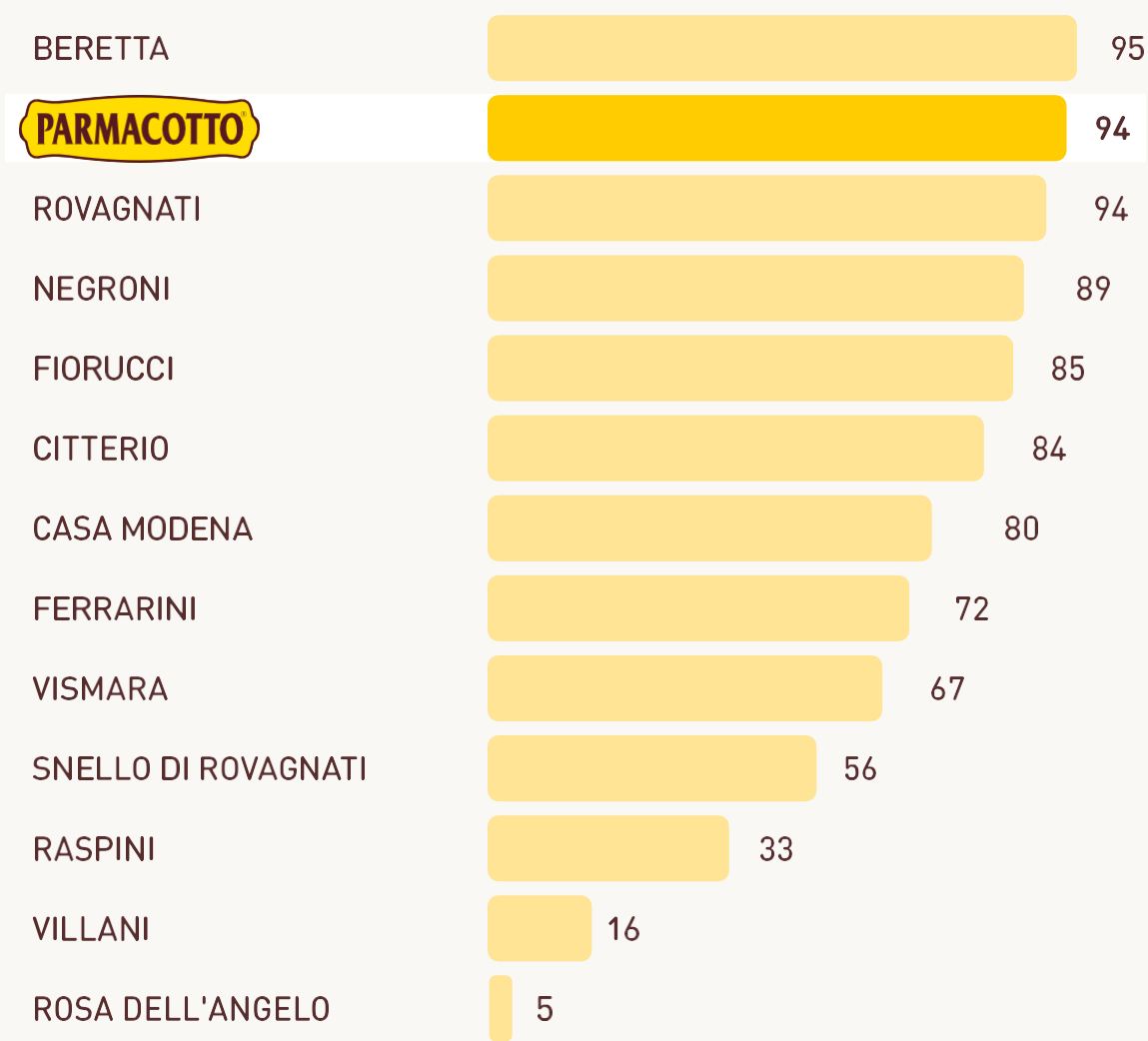
Parmacotto’s Brand Awareness is currently ranked 2° in the Cooked Ham segment in Italy.





# Brand Overview

## PARMACOTTO BRAND AWARENESS Pre-sliced Market (Italy)



Source: Doxa 2021. Market: Pre-sliced Segment. Base | n=702 - Value %

\*Tons = 1.000 kg (2.200 lbs)

## PARMACOTTO Cooked Ham

**MARKET SHARE  
(\*Tons)**  
**6,4% Volume**  
**+ 0,3 pt vs PY**

**Avg. ROTATION  
per SKU: 4836**

**MARKET SHARE (€)**  
**6,3% Value**  
**+ 0,1 pt vs PY**

**Avg. ROTATION  
per pt. Of ACV:  
11,4 tons**

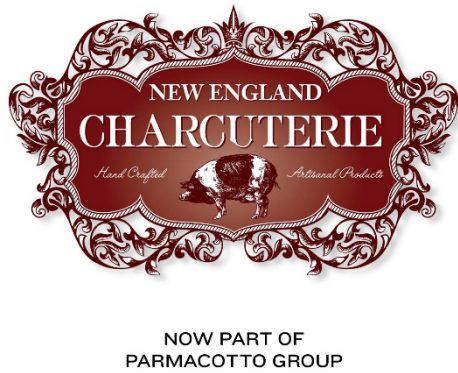
## PARMACOTTO Total Pre-Sliced

**+300 SKU  
Assortment**

**Avg. ROTATION  
per SKU: 3504**

**Avg. ROTATION  
per pt. Of ACV:  
16,8 tons**

Source: Sell-out Data from Circana – YTD July 2023



# Salt & Twine | Our Story

Boston, 2015. Everything started with the desire to share the Old-World Craft of Charcuterie with family and friends. The Recognition of a diverse offerings of fermented and slow-aged pork products quickly spread, transforming what was just an idea into the brand known today.







NOW PART OF  
PARMACOTTO GROUP

# Salt & Twine | Our Mission

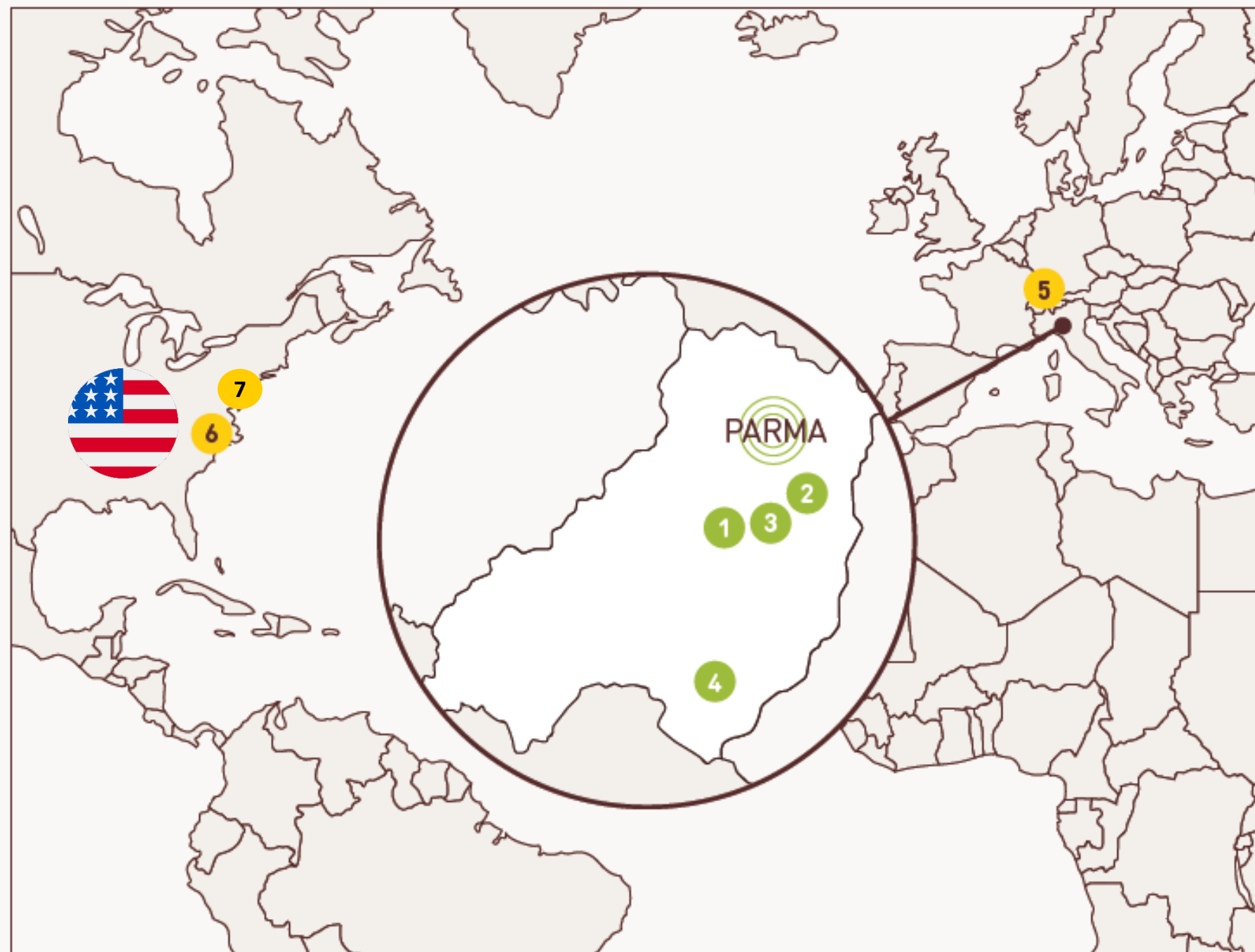
**Centuries ago, in France and Italy, curing meat was a common method of preservation.**



Whether it was artisan sausage-making, salting and drying whole legs of prosciutto or creating decadent terrines, it is a culinary art form.

For hundreds of years, people have been coming together around cheese boards with charcuterie now deemed “Adult Lunchables” by newer generations; it has been on the rise along with other do-it-yourself artisanal crafts.

# Factories & Branches



**Today Parmacotto counts on 5 factories and 2 commercial branches:**

- 1. SAN VITALE BAGANZA, IT – HAM, POULTRY DELI MEAT & MORTADELLA PRODUCTION**
- 2. MARANO, IT – SLICING/PACKAGING/LOGISTICS**
- 3. FELINO, IT – SALAMI AND CURED MEATS PRODUCTION**
- 4. PRATOPIANO, IT – PROSCIUTTO CURING AND AGING**
- 5. LUGANO, CH – COMMERCIAL BRANCH**
- 6. MOONACHIE (NJ), USA – COMMERCIAL BRANCH**
- 7. BOSTON (MA), USA – SALAMI PRODUCTION AND SLICING/PACKAGING**



# Mission & Vision

We are devoted to creating value and well-being for our community and our customers. Quality and well-being are at the essence of our daily commitment to our clients and our community at large. Our talent is deeply intertwined with our history and our cultural heritage: a tradition that leads our way to the future.

We are proud of being the elite Italian Food Culture Ambassador in the World: **PRODUCT – PEOPLE - ENVIRONMENT. This also where our Circular Sustainability Strategy relies on.**

Community has a value that extends beyond our company: People are valued, and their health and well-being are the foundational concepts upon which Parmacotto Group was born.

**#FEELINGOOD** is the name for the new corporate positioning of Parmacotto Group, that encloses the three main sources of well-being:

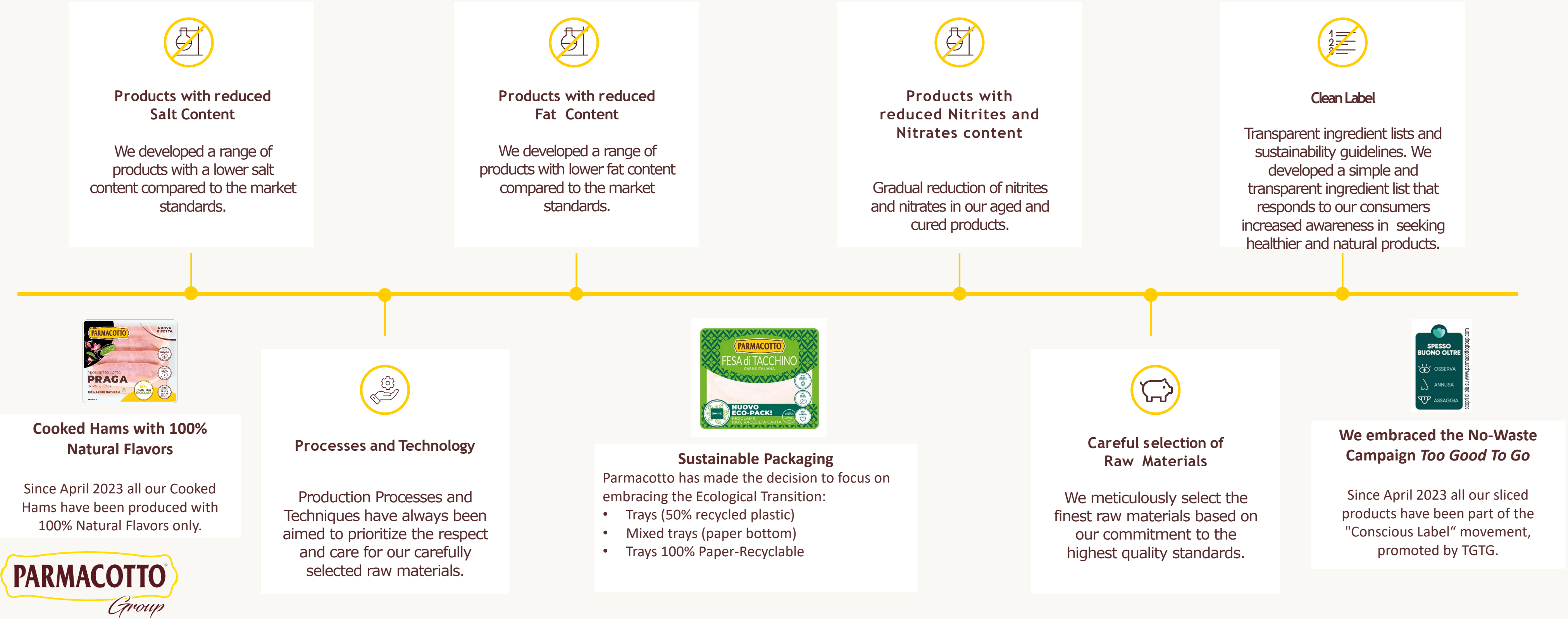
**#WELLBEINGATMEALTIMES**

**#COMMUNITYWELLBEING**

**#ENVIRONMENTALWELLBEING**



# Our commitment to well-being at mealtimes by 2025



# Our commitment to Community Well-Being by 2025



**Connections**

A corporate social responsibility project to promote good health among the younger generations.



**Learning about Cooked Ham**

A food-education workshop for young children, raising awareness on the principles of healthy eating habits.



**The Emporio Solidale Project**

Supporting Emporio Solidale to reduce poverty within local communities.



**La Paranza Cooperative**

A project supporting La Paranza Cooperative and its work on social inclusion in Naples' Rione Sanità district.



**A School for Camilla**

In collaboration with "Parma per Gli Altri", this project built a new classroom at Shelalla Infant School, Ethiopia.



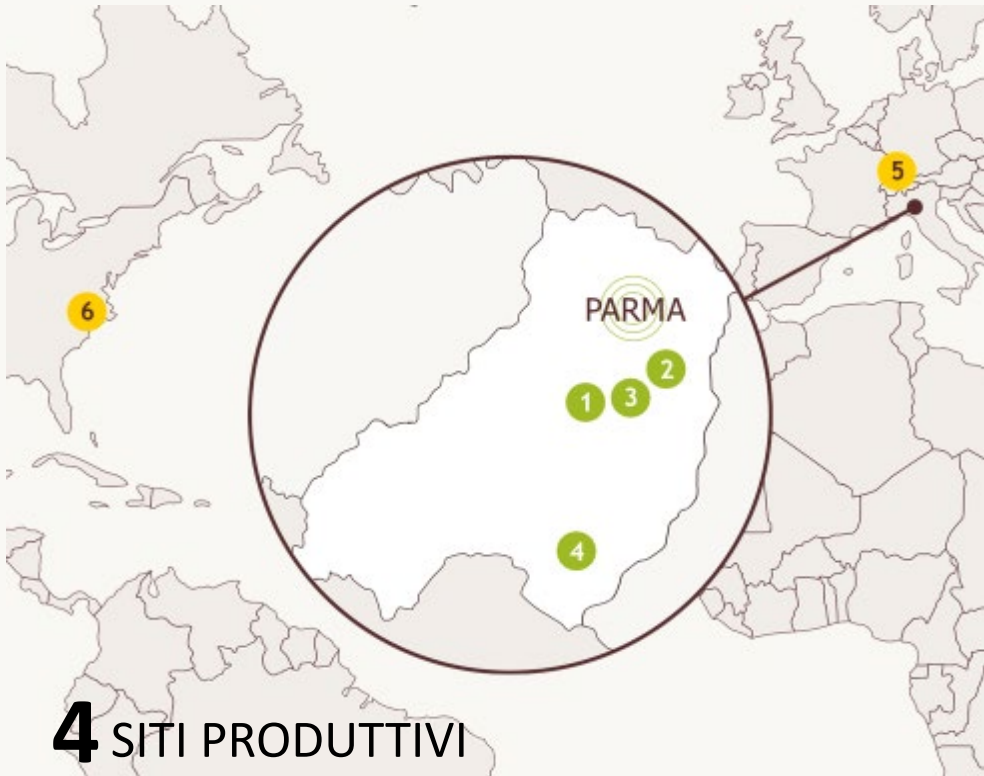
**Agorà**

Meetings and reflections on the business of the future.



# Community Well-Being

4 PLANTS ON THE TERRITORY  
(all of them in the Parma province)



- 1. SAN VITALE BAGANZA – HAM, POULTRY AND MORTADELLA PRODUCTION
- 2. MARANO – SLICING/PACKAGING/LOGISTICS
- 3. FELINO – SALAMI AND CURED MEATS PRODUCTION
- 4. PRATOPIANO – PROSCIUTTO CURING AND AGING



## ORGANIZATION

250 DIRECT EMPLOYEES

47% WOMEN

3.495 TRAINING HOURS

## COMPANY WELFARE

In the field of Corporate Welfare, we have focused on a few projects aimed to our employees/community’s well-being, among which:



a SCUOLA  
di COTTO  
& AMBIENTE



# Environment Well-Being



## ZERO DIRECT EMISSIONS BY 2025

### SUSTAINABILITY REPORT

We released **the first Group's Sustainability Report**.

### B – CORP ASSESTMENT

We started the Certification path B-Corp.

### SCIENCE BASED TARGET

We joined SBT in 2022, from 2023 the first reporting data will be available.

### PHOTOVOLTAIC SYSTEM

#### MARANO PLANT

- Rated power of 972 KWp
- Estimated production 290 MWh
- Estimated coverage = **20% of the production site requirement**

#### SAN VITALE BAGANZA PLANT

- Rated power of 342 KWp
- Estimated production 396 MWh
- Estimated coverage = **8.0% of production site requirements**

### RELAMPING

- Plants part of the energy efficiency project: Marano – Felino – Pratopiano
- Energy Consumption from 395 Mwh/year to 150 Mwh/year
- **A SAVING OF 62% of electricity**

# Digitalization: Back to the Future Project

01

## A SINGLE ERP SOFTWARE

(Enterprise Resource Planning) to manage all Oracle business processes

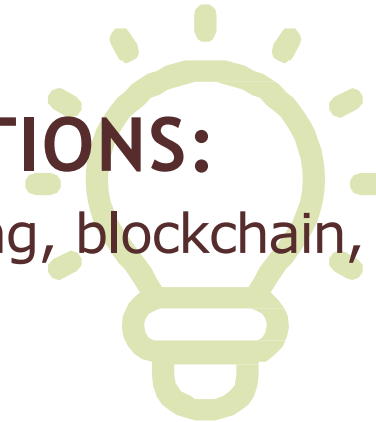
**ORACLE**  
SOFTWARE POWERS THE INTERNET™



02

## INTEGRATED & INNOVATIVE SOLUTIONS:

Assets and people tracking, blockchain, etc. (BLE – RFID)



03

## NEW DIGITAL DEVICES:

We now use a cloud server, instead of physical devices







*Salt & Twine*

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