



Environmental protection and people safety are what for the philosophy of the brothers Aldobrando, Filippo and Valperto degli Azzoni Avogadro Carradori is based on. They have always tried to apply those values to the business of the three family firms.

Such commitment is communicated and reported in this valuable instrument that is the Sustainability Report. At the moment, Conti degli Azzoni is the sole company responsible for drafting this complex and onerous tool, but the other companies of the group will be soon involved.



Five are the companies that make up the Degli Azzoni Wines group: Conte Aldobrando in Tuscany, Conti Riccati in Veneto, LeVide in Trentino, Conti degli Azzoni and Primafonte in the Marche.



### Conti degli Azzoni

II8 hectares cultivated vineyards 635 hectares cultivated arable lands 20 hectares include trees, rivers and little lakes I2 hectares dedicated to a nursery of root stocks

### **WINES**

Passatempo, Marche Rosso IGT Carrodoro, Grechetto Marche IGT Helvia, Ribona Colli Maceratesi DOC San Donato, Rosso Piceno DOC Beldiletto, Spumante Brut Sultano, Passito



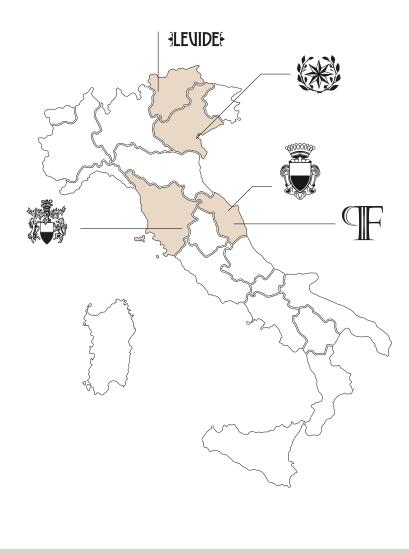
### Conte Aldobrando

22 hectares vineyards 143 hectares rable lands 120 hectares woods

### **WINES**

Helianthus, Toscana Rosso IGT Chianti DOCG Villa Sole, Pinot Grigio IGT Le Fonticchie, Vermentino Toscana IGT Baciamano, Bianco Pisano di San Torpè Vin Santo





Overall, the companies have an area that exceeds 1,350 hectares, of which 175 are cultivated with vineyards and about 145 woods between Tuscany, Veneto, Trentino and Marche. These territories, as different as enchanting, rich in food and wine history and culture together they represent the essence of Italy.

### Conti Riccati



23 hectares vineyards 170 hectares arable lands

### **WINES**

Prosecco DOC Asolo Prosecco Superiore DOCG

### LeVide



5 hectares of vineyards 4 hectares of woods

### **WINES**

Cime di Altilia, Trento DOC Maso Alesiera, Trento DOC Brut Nature

### Our real capital is the intangible value of knowledge together with human heritage

hrases that can give a deeper meaning than the literal one are always striking. This is as well true about what is universally considered as Sustainability.

An often quoted Confucius aphorism reads: "The best time to plant a tree was twenty years ago. The second is now."

Martin Luther King used to say, "If I knew the world was going to fall apart tomorrow, I'd still want to plant my apple tree." Are these reflections enough as a premise to justify the path we have taken in recent years?

They might not be if we are so often asked: "Why are you setting up structural operations that will generate benefits in a few decades?". We could answer as Warren Buffet did: "Someone is sitting in the shade today because someone else planted a tree a long time ago", while instead in these moments we think more about the reasons (without actually finding them) than the answer to give that promt the interlocutor to ask such a question.

Therefore questions lead to other questions, but trying to set some order, one would say that the reasons why we ask such questions are perhaps to be found in the loss of meaning of a word like "sustainability" in modern society that has transformed it into a trivial "fashionable" term almost as a commonly used interlayer, despite the many famous phrases that condense such a profound moral and philosophical flavour.

Being this the case, it would then be appropriate to reconstruct the genesis of this term starting from the etymology that has its roots in the classic Latin culture. According to it, the meaning can be summarized in as "support, defend, take care". Considering recent conditions, the authoritative Treccani encyclopaedia, 1930s edition, reports under the entry: "to be sustainable" i.e.: "that can be sustained". This concept has therefore greatly evolved over time since in the current edition of the same prestigious Treccani, sustainability is summarized and integrated as follows: "...in the environmental and economic

sciences, conditions for a development able to ensure the satisfaction of the needs of the present generation without compromising the ability of future generations to meet their own." It is then a concept we would dare to say articulated and which incorporates the meaning of the aphorisms of Confucius, Luther King, Buffet and many other great thinkers and men of action. Hence the need as well as the ability to maintain an ecosystem in balance in order to leave to our posterity a planet always as hospitable and wonderful as it is for us. A need that is typical of our current social context and which we feel increasingly urgent.

Going on with the analysis of the term, we learn always from the current Treccani that: "...The factors that disturb the balance of ecosystems are the relationships that they establish with another type of complex system such as the anthropic one. The interaction between the two complex systems increases the probability of perturbations and increases the risk of irreversible alterations." Increasingly sophisticated concepts that analyze human behavior ever more deeply. To sum up, what has really changed in these decades? In our opinion the man has changed. He has finally acquired greater awareness by broadening his knowledge and at the same time his vision. A goal of knowledge and techniques, to such an extent that today we live "in the domain of technology and every aspect of our life depends on the way in which technology has organized man's existence on earth" (cited by Severino).

This is a strength and not the limit to start from.

As a company, we are also trying to better interpret the era we are going through. In recent years we have undergone a catharsis and we have changed: we have made the power of technology increasingly sophisticated in all our activities. Through research and experimentation, we have transformed them more and more every day in applied research laboratories, by farmers and artisans.



From left Valperto, Filippo and Aldobrando degli Azzoni Avogadro Carradori

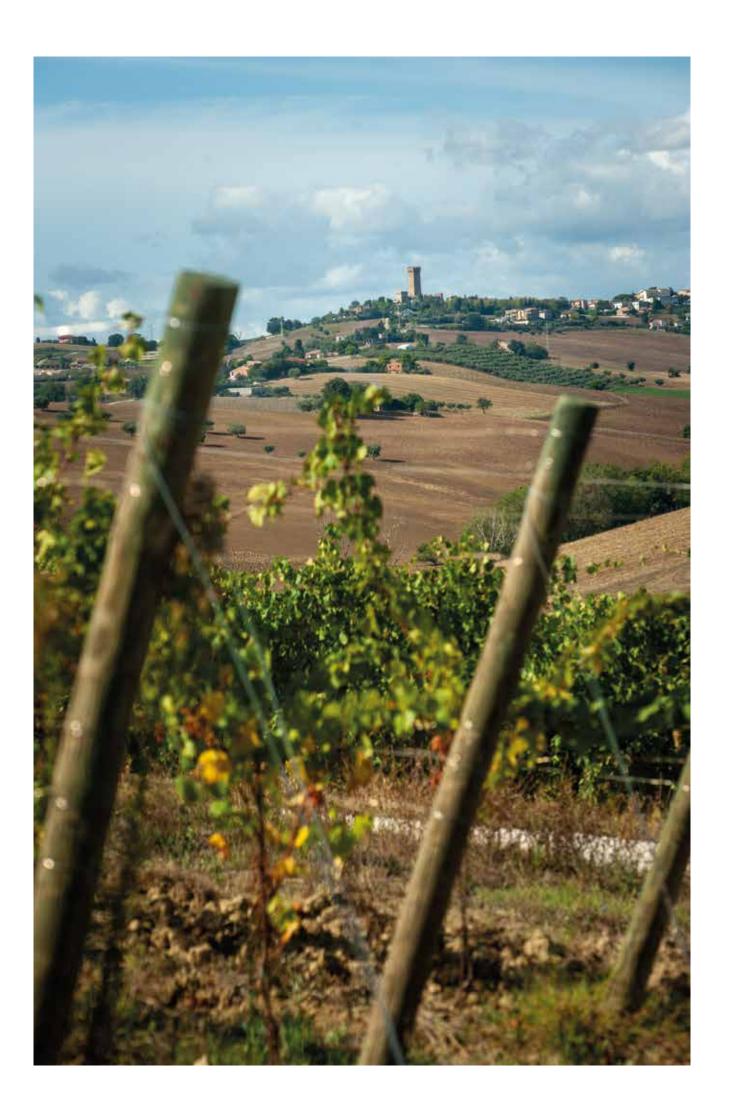
This research has been driven and motivated by the desire to make the new knowledge concrete in all phases of our attempt to "see the new" fearless of making mistakes. We are all convinced in Conti degli Azzoni that a mistake does not exist because there cannot be only one right/wrong binomial possible. This cancels empathy. We prefer instead to focus on "the best that everyone can do"! This is our vision and our strategic approach based on the tireless desire to always do new things. If we look back and think back to our first Sustainability Report from 2017, it seems ages old in terms of mindset, knowledge and approach.

It is fair to humbly acknowledge and underline it. Objectively, we have realized that the commitment we have developed over the years and our approach are highly evolved. Attention to the ecosystem in which we live has become more and more an integral part of our way of thinking and at the same time a determining factor in the decisions we make. We are pursuing the challenging path towards B Corp certification with this in mind. The B Corp is an international criterion that demonstrates and measures the environmental and social performance of those companies that believe it possible to produce value for the biosphere and for society.

So if on the one hand we look for confirmations and certainties within international paradigms, on the other we continue with the research dedicated to increasing the quality level of the productions. Therefore we have introduced the washing of the grapes before pressing, one of the very first company in Italy to do so. This has allowed us to obtain cleaner musts that have enhanced the organoleptic qualities of the wines, but without wasting water. Once used for washing, it was then collected, filtered and reused according to the micro-dictations of the circular economy.

We could go on for long, but we would risk taking away space from the concrete data of this volume which is based on certain, concrete and tangible elements. Last but not least, we add that the challenge undertaken is exciting: it is a virtuous evolution process that makes us question the decisions made every day by tearing us away from our respective comfort zones. Instead one can only rejoice in the flexibility of thought acquired by growing in approach and mentality as it happens to everyone in these conditions.

Above all, this modus operandi makes everyone perceive that in Conti degli Azzoni the value of knowledge and everyone's desire to experiment is an authentic asset. Each person is a main character, and knowledge is immense and growing rapidly, even if not intangible. Enriching what is the "authentic heritage" of a company that wishes, as Hemingway wrote, "to fight for the world because it is a beautiful place".



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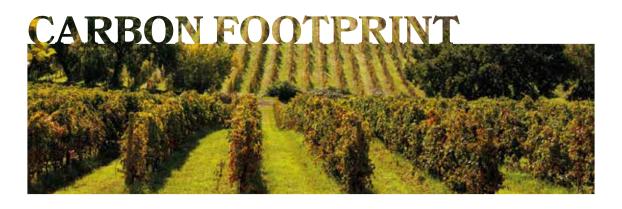
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### Highlights







### Strategic Sustainability

The United Nations 2030 Agenda is the programmatic document for sustainable development drawn up on 25 September 2015, which determined the global commitments for sustainable development (Sustainable Development Goals) to be achieved by the year 2030. The Sustainable Development Goals represent 17 global objectives, divided into over 160 specific targets, in an integrated vision of development and are aimed

not only at institutions but at a plurality of players including businesses. To the whole world they represent a real call to action in important areas such as the fight against hunger and poverty, the production of clean energy, the protection and conservation of water resources, awareness towards responsible and aware consumption and the promoting access to health and education.





The Conti degli Azzoni company expresses its commitment to Sustainability by relating to the 17 Sustainable Development Goals (SDGs), defining priorities, measuring results and

communicating them in order to obtain or improve its performance.

The responsibility of Conti degli Azzoni for Sustainability takes the form of four main themes:



SUSTAINABLE PRODUCTION



EVIRONMENTAL PROTECTION



ENHANCEMENT OF PEOPLE AND SUSTAINABLE WORK



HEALTH, SAFETY, QUALITY AND TRANSPARENCY

About these issues, the company plans its impact objectives and the actions that allow their progressive realization, contributing to the achievement of the following SDGs:



To complete a broader strategic framework, the largest and most significant goal of the company is to pursue B Corp certification in the coming years.



### **THEME: Sustainable production**

### **ACTIVIES AND ACTIONS CONTI DEGLI AZZONI:**

The company acts for sustainable production by applying agricultural practices aimed at conserving ecosystems, improving soil quality and decreasing the environmental impact of crops. In particular:

- » The management of the organic fertilization of the vineyard with a distribution system with variable rate, for counteract the erosion of organic matter and improve the homogeneity and quality of the vineyard soils.
- » The adoption of organic management for ecosystem protection (see dedicated section in this report).
- » The training of its collaborators supported by agronomist technicians for sustainable agriculture.

### **OBJECTIVES 2022/2025**

- » Increase in organic production.
- » Purchase of tractors and seed drills with latest generation emission standards.
- » Restoration and arrangement of irrigation wells to contain dispersions.



### THEME: Health, safety, quality e transparency





Conti degli Azzoni is committed every day so that all the people who work in the company can carry out their activities in a healthy and safe environment.

In full compliance with current law, the company has set up a prevention and protection service in the workplace that involves several people, through which it ensures that its collaborators maintain adequate safety standards.

It has adopted risk mitigation measures in the vineyards, in the cellar, in the bottling sites and in any other place within the company.

It provides for the training and awareness of all personnel on the issue of health and safety and repeats these activities in the presence of new hires and position changes.

Great attention is paid by the company to the safety of its products to guarantee their wholesomeness and quality, for the benefit of employees and consumers.

Verification analysis and controls are systematically carried out on organic and conventional winegrowing and agricultural products, in compliance with the rules and behaviours required by the company's regulations and certifications, as highlighted in this Sustainability Report.

In particular, for the cultivation of basil and parsley, the company possesses the international certification Standard Global G.A.P., a voluntary protocol that defines the Good Agricultural Practices adopted by producers of fresh and unprocessed foods to demonstrate safe, healthy, sustainable and replicable cultivation practices.

The attention to Sustainability and the transparency of its actions is also evident in the company's production and commercial practices, through:

- » The use of "sustainable" packaging (completely natural, reusable and recyclable cork stoppers).
- » The promotion of communication and transparency of one's actions by informing the stakeholders through digital channels, social reports, participating in third-party events and other initiatives.
- » Collaborations with suppliers who are sensitive to sustainable issues.
- » The application of QR codes on wine labels, with links to specific web pages on the product. This way, customers have access to additional information to that required by law and normally present on the label, with more in-depth and engaging content.

### **OBJECTIVES 2022/2025**

- » Global GAP certification for parsley and basil.
- » Creation of ad hoc experiences for consumers and other stakeholders, such as guided tours for valorisation of the culture of wine and for the knowledge of the native vines of its territory.
- » Apply QR codes to all labels to offer consumers more detailed information about the product.



### THEME: Enhancement of people and sustainable work



### **ACTIVIES AND ACTIONS CONTI DEGLI AZZONI:**

Conti degli Azzoni invests in the training of its collaborators, in the human factor and in the continuous improvement of skills, for individual growth and for the improvement of the production and marketing of its products.

It is customary for the company to generate learning opportunities also by welcoming university students and recent graduates for internships and training placements.

The sustainable and productive development of Conti degli Azzoni is also based on the creation of employment in the area. 50% of the company's staff lives in the municipality of Montefano; the remainder in neighboring municipalities.

More than 70% of the suppliers are based in the Marche region, 99% of the suppliers are Italian.

### **OBJECTIVES 2022/2025**

- » Improvement of company organization
- » Increased employee engagement
- » Investments in employee training and manager leadership
- » Development and implementation of a training plan on Sustainability (human rights, transparency, sustainable work models and practices, etc.).
- » Increased collaborations with local partners to strengthen the local network and raise awareness of local excellence.



### **THEME: Environment protection**



### **ACTIVIES AND ACTIONS CONTI DEGLI AZZONI:**

Conti degli Azzoni has always shown great sensitivity towards the risks associated with environmental impacts and climate change.

In particular, in the context of its commitment to the United Nations sustainable development objectives, the company actively contributes to compliance with SDG 13, calculating and monitoring its carbon footprint on an annual basis and on a voluntary basis.

In addition, Conti degli Azzoni, since 2014, has activated Biodiversity PASS®, a project for the measurement and safeguarding of biodiversity in the soil on its vineyard lands.

The evaluation and monitoring of the various components of biodiversity are of fundamental importance for understanding the impact that production actions and activities have on the ecosystem and allows for a 360-degree view of the sustainability of the wine growing supply chain.

### **OBJECTIVES 2022/2025**

- » Raising awareness of employees and suppliers on Climate Change. Carrying out targeted surveys on employees and suppliers with respect to sensitivity towards sustainability and the adoption of environmental policies.
- » Extension of biodiversity monitoring to other plots of the property with the aim of creating an increasingly complete map of biodiversity in the soil within the company.

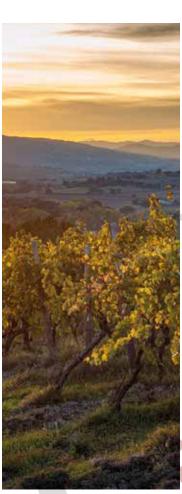


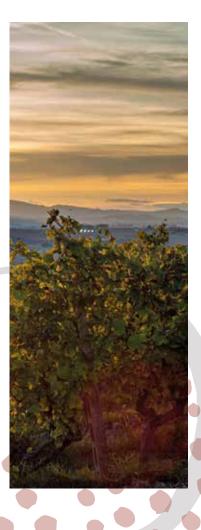












Conti degli Azzoni is a wine farm that collects a long legacy of the family whose origins date back to the fourteenth century.

The cellar was built in the 1950s by Count Roberto, father of the current owners Aldobrando, Filippo and Valperto Conti degli Azzoni Avogadro Carradori.

## Looking towards the future

As demonstrated by this report, which has already reached its fourth edition, for years we have embarked on a path that places Sustainability at the center of our way of doing business. Not such an obvious choice, which however clearly identifies the direction born spontaneously from our experience and from a shared sensitivity and now rooted in the company.

In this feeling of straddling the heritage that we have received as a family business and the legacy that we will leave to our children and to the community in which we are inserted, Sustainability means for us a concrete and daily commitment to give our work an ethical imprint of

responsibility towards people and towards the environment.

If we had to summarize our project in one word that we would like to see realized, this would certainly be respect, because acting from a sustainable perspective means wanting to harmonize and integrate the parts of a whole. Use the knowledge and technological and scientific advances of this time to preserve the resources we have and not exploit them indiscriminately.

At the same time, create working conditions that bring value to the people within our company and around us, from the local community to anyone who chooses our products anywhere in the world.

Our goal is to be an excellence in the wine sector, not only in terms of product quality, but also in terms of environmental protection, promotion of personal well-being and enhancement of the community. In other words: to be a point of reference for sustainable development in this sector.

Sharing this same spirit and this vision within Degli Azzoni Wines, the group of companies that belong to our family, makes us strong and proud of an even

more extensive impact of the progressive change we are already protagonists of and makes us look with trust in the future that awaits us.

## To the **B Corp**



Before being a company, we are family. The legacy we have received drives us to work with a view to Sustainability, seeking a positive impact on people and the environment today and tomorrow. The quality and safety of our products are the guarantee of this path.

If the vision of our future is ambitious and at the same time a bright beacon that attracts and guides us, the road to reach our goal is dotted with small big objectived to which we are giving shape and substance year after year.

We start from the path that aims at the everincreasing quality and safety of our products, which goes from the progressive conversion of crops to organic, in collaboration with all those who are working with us and just like us implement good agricultural practices. Energy savings and efficiency, assessment of the carbon and water footprint, circular economy, use of renewable sources are other actions that we have integrated into our production process and that we will continue to improve, with a view to safeguarding ecosystems and protecting biodiversity.

These commitments go hand in hand with the other founding element of our project: to improve the impact on the people who work with us and who in various ways gravitate around the company.

Creating a positive and inclusive climate among our collaborators, valuing and

developing everyone's potential is one of our main objectives, which extends towards our local reality. Over the years, our contribution to initiatives, training and cultural events has increased to spread correct and sustainable lifestyles, also in collaboration with other subjects active in the area and sensitive to these issues.

The process we started in 2020 to obtain B Corp certification fits into this scenario, comparing ourselves with one of the most authoritative programs on the international scene. We have chosen B Corp as the right accreditation to pursue because it is complete and rigorous in the assessment: the B Impact Assessment in fact includes all company areas, from the environment to people, putting transparency and responsibility first. The company is therefore committed to becoming an organization oriented towards a more advanced business paradigm. The B Corp framework is providing us with a roadmap to implement profound changes and this Sustainability Report is an important building block for leaving a trace of our progress, a bridge of dialogue with all the subjects who enter into relations with our company.



### Our values

The principles on which we have built the company's identity inspire the activity of all the people who work in Conti degli Azzoni.



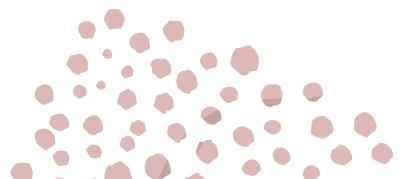
# ENHANCEMENT AUTHENTICITY LOYALTY INDUSTRIOUSNESS RESPONSIBILITY INTEGRITY



Keeping our identity and our traditions alive really matters to us to. Ethical choices of respect for people and the environment are our way of delivering to the next generations a land even richer than the one inherited from our fathers.









Sustainability
understood as
attention to the
people, the
territory and the
environment is
our most important
value.

### A seven generations history

The Conti degli Azzoni Avogadro Carradori family was born from the meeting of three noble families, linked to three Italian regions: Marche, Tuscany and Veneto.

The origins of the three lineages are documented as early as the 14th-15th century: the nucleuses were formed in this period of what today are the land holdings of the companies united



### The company nucleus in the Marche: the possessions of the Carradori Counts

The Conti Carradori family, "carratori" by profession, that is to say builders and repairers of wagons and carriages, lived in the Marche as early as the 14th century. They soon experienced an economic and social growth that led them to acquire land for about 2,000 hectares in the municipalities of Montefano, Osimo, Recanati, Potenza Picena and Porto Recanati. Hence the surname and the symbol still present today in the coat of arms and on the stone terms at the borders of the property.

Tuscany and Veneto: Counts of degli Azzoni Avogadro and the Conti Riccati family In the fourteenth century in Tuscany the degli Azzoni family was given the title of Counts for merits in the avogaria, that is the administration of diocesan assets. Hence the extension of the surname to Conti degli Azzoni Avogadro and the creation of the coat of arms consisting of a truncated silver shield. The Conti Riccati family has Venetian origins that date back to before the year 1000, although the documentation begins with Jacopo Riccati in the mid-1600s.





### The twentieth century: the Conti degli Azzoni farm was born

In 1906 Count Aldobrandino degli Azzoni Avogadro marries Isabella Rangoni Machiavelli, the only heir of the Carradori family, who brings her possessions in the Marche region as a dowry.

In 1910 Aldobrandino, having fallen in love with the Tuscan hills, bought the company in the province of Pisa which is now managed by Aldobrando, the eldest of the three brothers in the family. Roberto is now the heir to the unified family heritage and thus the Conti degli Azzoni company was born.

### 1950s: Count Roberto's company consolidates

In 1954 Isabella asked her son Roberto to add her mother Edvige Carradori to his surname: from this moment onwards Counts of degli Azzoni Avogadro Carradori. Count Roberto's administration went through periods of important transformations: the end of sharecropping and the consequent need to reorganize the production structure of the company with huge investments in modern equipment, the construction of a new cellar, new irrigation systems.

### Counts Aldobrando, Filippo and Valperto: the company today

Upon the death of Count Roberto in 2000, the three sons and current owners Aldobrando, Filippo and Valperto continue the work of their father by preserving the traditions of the past, but always with an eye to the future and the enhancement of people, the protection of the environment and of the biodiversity that characterizes this territory.



## the company in the heart of region Marche









### In the typical Marche landscape

We are located in one of the most evocative and uncontaminated areas of the Marche region, in the province of Macerata. It is an agricultural environment that has remained intact in many respects and where

the typical landscape of sharecropping is still legible, made up of small plots with alternating vineyards, fields with various crops and small wooded areas; dotted with farmhouses that tell the life of the past.

### Variety and peculiarity of the territory and crops

Covering an area of **850 hectares** spread over various municipalities, the lands of our company are located about 100 km from the Sibillini Mountains and 20 km from the Adriatic Sea, for this reason the soil and crops are influenced by both the marine and mountain climates.

The division of the company land fully reflects

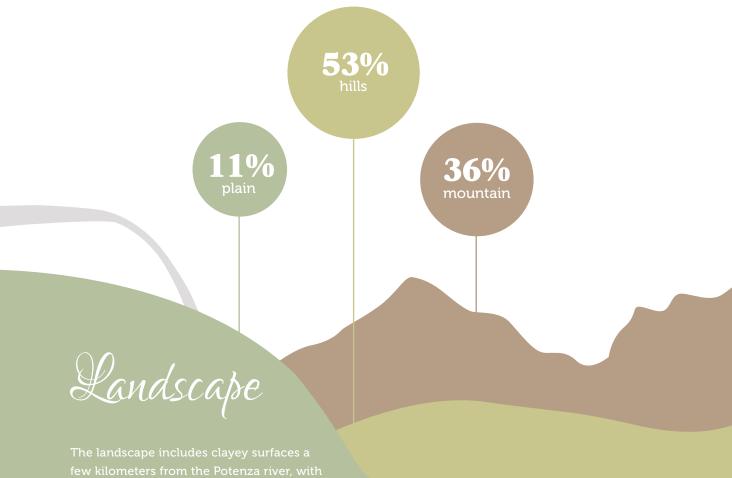
the typical variety of the Marche landscape, considering that **635 hectares** are cultivated with arable lands, **118 hectares** cultivated with vineyards and **12 hectares** destined for a nursery of rootstock mother vines, **20 hectares** are occupied by trees, streams and lakes. In the remaining part are the owned properties consisting of the cellar and 30 farmhouses with their courtyards.



### Enhance and protect the landscape

The diversity of the soils has greatly influenced the choice of vines to cultivate and the good cultivation practices to be followed to protect the territory. In fact, each of these lands presents specific opportunities and problems that winemakers in particular must always consider in the daily management of the soil and vineyards.

Specifically for this reason, we have embarked on a process of constant monitoring of soil integrity through Biodiversity PASS® in recent years. That is to say the Italian project for measuring, safeguarding and increasing biodiversity in viticulture developed by Sata Studio Agronomico.



few kilometers from the Potenza river, with heavy and deep soils, as well as sandy/gravelly surfaces elevated from 50 to 100 meters from the valley floor and characterized by flat alluvial sedimentation areas, up to political/calcarenitic hilly surfaces, characterized by slopes with different inclinations going from

## Wines and Wineyards

The territoriality and typicality of the Marches in our products of excellence





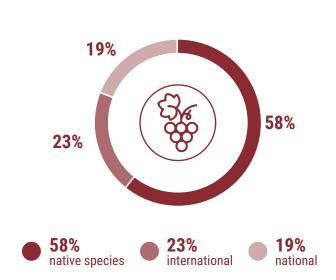


Preserving the specificity of our territory by cultivating native products: this has been from the beginning and continues to be our goal also in the choice of vines, giving more weight to the traditional vines of the ampelographic panorama of the Marche region.

With satisfaction we can state that **58%** of the vineyards correspond to native species and 19% to national species:
Maceratino and Grechetto, Montepulciano, Sangiovese.

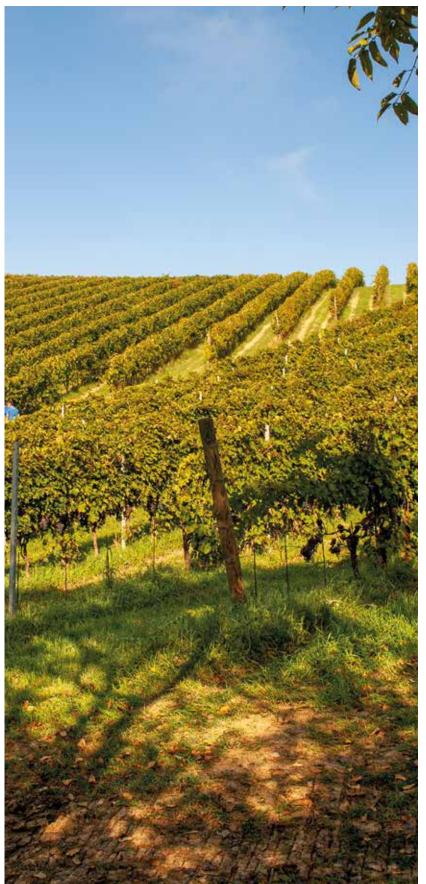
The production was then integrated with the cultivation of the classic international vines: Merlot, Cabernet Sauvignon and Chardonnay, equal to 23% of the vineyards.

The result of our work is to obtain wines that are extremely elegant on the nose, which combine their original characteristics with the most significant aspects of the terroir, thanks also to the use of indigenous yeasts.



**58% of our vineyards** belong to native Marche varieties







# The nursery of mother vines

The pride of our company is the nursery of rootstock mother vines.

The vine cuttings represent the initial phase of the plant design of the vineyards. Having a wide range of rootstocks available, which adapt both to the various soil and climatic conditions and to the specific training methods, is a guarantee of the success of the vineyard.

The nursery of rootstock mother vines also allows us to graft the various qualities of vines, including biological ones, on the available rootstocks.





# Vineyard Passatempo, our oldest vineyard





Picture: Vineyard Passatempo

Passatempo is one of our historic vineyards, planted in the 60s on the southern slope of the Monte Carnevale hill, on the border between the municipalities of Osimo and Montefano.

From this Montepulciano vine comes one of our WINES Cru, which inherits the name from the vineyard itself: Passatempo Marche Rosso IGT. The mainly clayey soil and the longevity of this vineyard has allowed the vines to develop their roots in depth; in this way, even in the driest years, a water balance is maintained which

guarantees balanced ripening and a high level of quality.

Full of color in the glass, with a nose full of fruity sensations that refer to the vine of origin and satisfy the palate, filling it with noble tannins and the right acidity, the latter synonymous with a precious longevity, this splendid red wine, symbol of the Conti degli Azzoni winery, has received numerous awards and recognitions.

# Each vineyard has a story to tell and a peculiar character: a narrative and a DNA present in every sip of the resulting wine.

Imagining ideally flying over our land, one is fascinated by the pattern created by the alternation of vineyards and other cultivated plots.

The distribution of the vineyards has determined the presence of different types of grapes and the placement of native, national and international vines in the area, also based on the particularities of the land, exposure, climatic conditions, etc.

The **Villa Potenza** vineyard welcomes, nourishes and enriches the precious vines from distant lands with the unmistakable imprinting of the terroir.

The Cantalupo, Monti and Polpano vineyards host Grechetto, Sangiovese and Rosso Piceno, traditional vines of the ampelographic panorama of the Marche region, as well as classic national and international vines such as Merlot, Sauvignon Blanc, Cabernet Sauvignon, Pinot Grigio and Chardonnay.

Finally, the Margherita and Beldiletto vineyards, the vineyards entirely dedicated to organic production which, in the footsteps of the centuries-old family tradition made of love and respect for nature, trace the future path of the company.



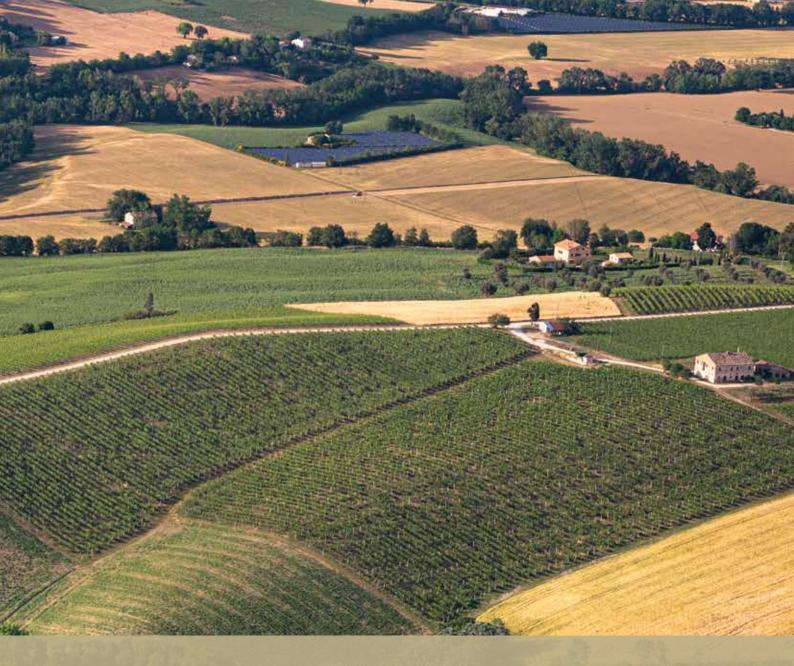
# Ribona, Macerata excellence

"An unknown woman who restores identity to a territory

(Valperto Azzoni)

The Maceratino grapes, also known as Ribona grapes, are an autochthonous grape variety from the Marche region, characteristic of the province of Macerata. They can be considered rare vines, as they are grown in just over 170 hectares exclusively in our province.





The knowledge of this blend and its characteristics, among which a very particular saline note stands out, has allowed us to refine its processing and obtain three types of Ribona wine, also different in the final result in the glass:

- a perfumed version, in steel vinification and with a marked freshness and pleasantness;
- an elegant and complex version, which leaves a trace in the taste-olfactory memory and is the result of a fermentation with the use of indigenous yeasts and a long aging in the bottle;
- an overripe version, which initially involves drying the grapes in the lofts, followed by slow fermentation and finally aging in small oak barrels. Hence a wine with a bright gold color, which intrigues and fascinates with its honeyed scents in a perfect gustatory balance between freshness and sweetness, thus realizing the dream of all lovers of meditation wines.

The grape washing technique, which we adopted in the cellar for the first time during the 2021 harvest, started right from the Ribona grapes. Our intention is to highlight these wines, which express the identity of our territory and deserve to be valued to obtain the highest quality and pleasantness.

## The cellar

The cellar is located in via Don Minzoni, built by Count Roberto degli Azzoni in the early 1960s to enlarge the first cellar in Palazzo degli Azzoni, has been recently renovated and guarantees the use of the most modern technologies and respect for the grapes.

The concrete and steel tanks are equipped with a thermal conditioning system for the refinement of the wines. We have a laboratory for internal analyzes and an area dedicated to the bottling and storage of wines.





In the company store, alongside the wines we produce and those of the wine farms of the Degli Azzoni Wines group, it is also possible to

buy some typical local products. A large hall is intended for the organization of events and tastings.



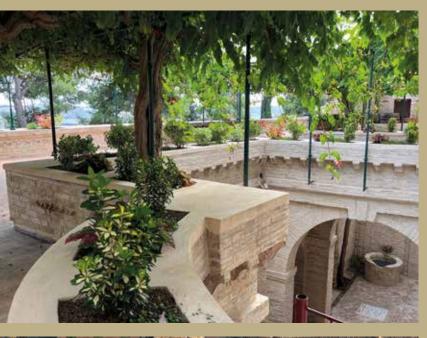


# THE RESTAURATION OF THE BUILDING "PALAZZO DEGLI AZZONI AVOGADRO"

The historic heart of the company is located in the premises of Building "Palazzo degli Azzoni Avogadro", a noble building that overlooks Corso Carradori, straddling the ancient city wall that delimits the historic center of Montefano.

The building has ancient origins, probably dating back to the end of the sixteenth century, and became part of the possessions

of the degli Azzoni family in 1939. The high historical, architectural and urban value of the building, in addition of course to the emotional and family value, prompted us to undertake significant restoration work on the building, which since 1976 has been recognized and listed as a monumental asset by the Ministry of Cultural and Environmental.







"The building is of particularly important interest because it documents the typology of the rural nobility of the Marches, the influence of Vanvitelli's architecture in the smaller towns of the Marches and the 19th century decorative criteria used in the same areas"



The report of the decree mentions: "IThe building is of particularly important interest because it documents the typology of the rural nobility of the Marches, the influence of Vanvitelli's architecture in the smaller towns of the Marches and the decorative criteria of the nineteenth century used in the same areas".

The original intended use of the building, a noble residence and at the same time administrative and logistical headquarters for rural activities, was partially maintained, even after the construction of the cellar in via Don Minzoni in the 1960s. The company's administrative offices are still housed on the

first floor, while our historic barrel cellar is located in the basement.

The restoration works wanted to respect the genesis of the building in terms of materials and techniques, with the use of the original mortars, recovering the bricks and preserving the general water disposal system, an example of Sustainability already in place in the original construction of the building. In fact, the entire southern front of the building conveys rainwater into a settling and filtration tank, in which different layers of materials behave like a real modern filter. From here, the purified water goes into a larger cistern from which it could be drawn from a well.

# The barrel room

The basement, originally the part of the building intended for rural activities where goods from the nearby countryside were received and stored, is now the place dedicated to the barrel cellar. The wines intended for Reserves and fine red wines such as Merlot, Cabernet Sauvignon,

Sangiovese mature and are refined in precious oak barrels. In particular, this is the place dedicated to Montepulciano from which, after years of maturation, the company's symbolic wine is born: the Passatempo.











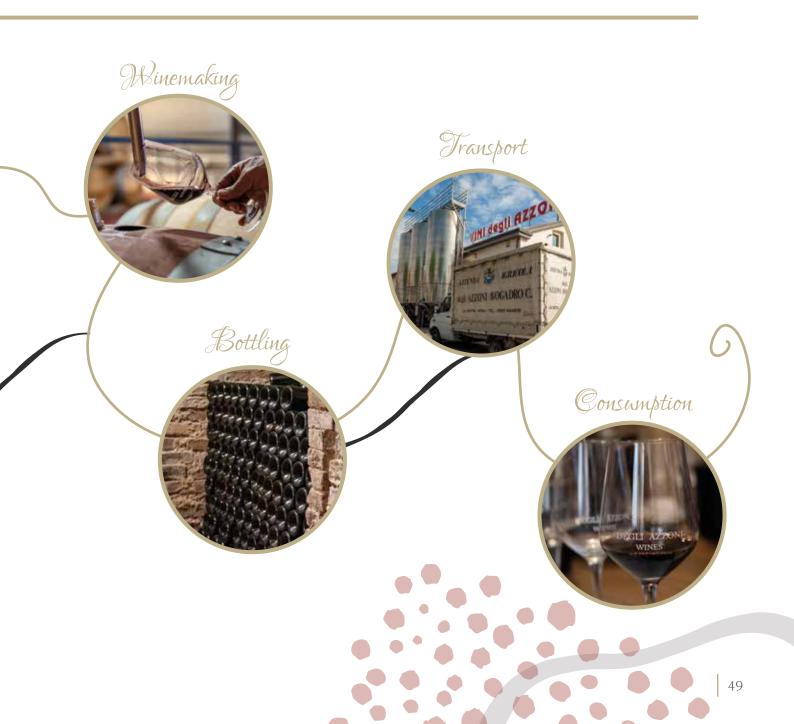
# Production process control

In the entire production chain, from the cultivation of the vines to the sale of wines, we guarantee control of the various stages and are committed to maintaining the highest quality levels.

The management of this process allows us to

reach the final consumer directly, ensuring that the choices made always comply with the environmental and worker protection standards that the Company undertakes to achieve and maintain.





# Arable lands



Respect for the earth is the sustainable cultivation of our local products



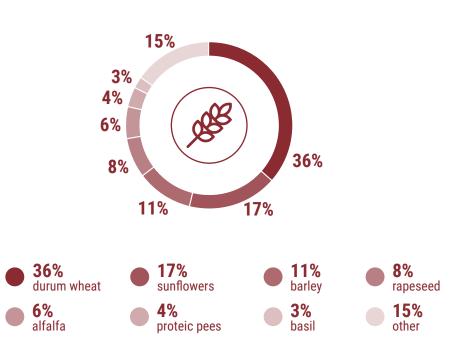




The cultivation of arable lands is a fundamental part of the business; we are currently among the major producers of basil in Italy. We have always adopted the crop rotation technique, i.e. the rotation over the years of the type of arable lands cultivated and the relative quantities, which is essential for keeping the land fertile and guaranteeing the best production yield.

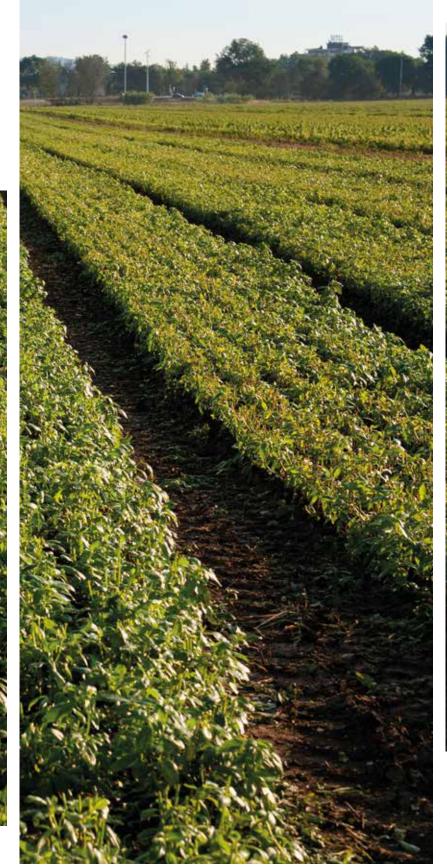
635 hectares of our company lands, equal to 75% of the total, are cultivated with arable lands: wheat, barley, sunflowers, rapeseed, parsley, basil, rocket, alfalfa, hazelnuts and other small crops. For over twenty years, basil and parsley have been grown organically.

The products are mainly intended for well-known Italian food companies such as Barilla, Findus, Saclà. Part of the basil is destined for the production of semi-finished products of a company still owned by the family.



COLTURE	CULTIVABLE HECTARES	%
Durum wheat	230	36%
Sunflowers	110	17%
Barley	70	11%
Rapeseed	50	8%
Alfalfa	40	6%
Proteic pees	25	4%
Basil	15	2%
Other	95	15%
TOTAL	635	100%







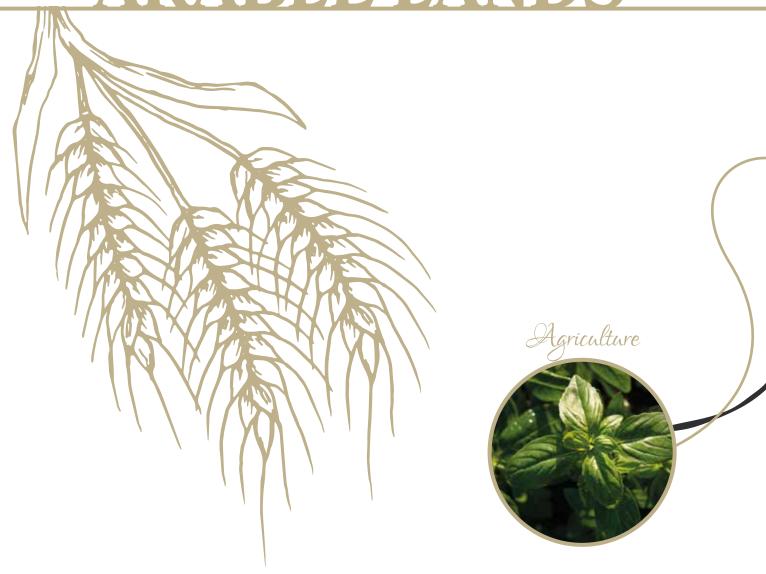
# The production process

We manage the entire production chain of products derived from arable lands, from agricultural activity to marketing.

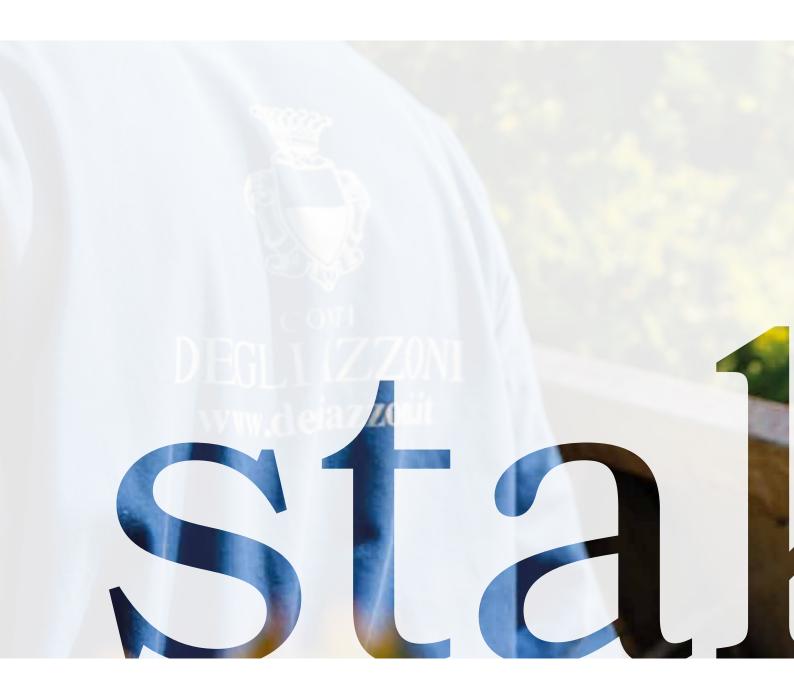
Unlike the wine production process, the sale of agricultural products is made to customers who then transform the raw materials, therefore, the chain of our internal production process in this case does not directly reach the consumers.

The cultivation, which for most of the products has been organic for over twenty years, and the relationships of trust with leading companies on the national market testify to our commitment to ensuring that high quality products are placed on the market while protecting the environment and the end customer.

ARABLE LANDS







# Conti degli Azzoni Stakeholder



Conti degli Azzoni has created its Stakeholder Map to identify all those who influence and/ or are influenced by the choices and activities carried out by the Company, the products manufactured and the performance achieved.

For each category of stakeholders, it has then identified and analyzed the key issues and initiated a useful exchange with them in order to deepen their needs and expectations with a view to continuous improvement.





**DISTRIBUTORS** 



CLIENTS AND CONSUMERS

STAKEHOLDER	KEY THEMES	COMMUNICATION METHOD
HUMAN RESOURCES employees, collaborators, interns	Enhancement and personal growth Sense of belonging Work/life balance Equal opportunities Safety in the workplace Product quality and safety Company climate	Direct contact Specific meetings Training Presentation of results through the Sustainability report
CLIENTS AND CONSUMERS final consumer, restaurants, wine shops	Product Quality and safety Transparency and clarity of information Product traceability Environmental protection Correct communication	Direct contact Polls Website and social Events
DISTRIBUTORS Italy and abroad	Relationship continuity	Direct contact
SUPPLIERS goods services workforce	Corporate solidity Reliability Collaboration Continuity of the relationship	Direct contacts Polls





**PUBLIC INSTITUTIONS** 



FUTURE GENERATIONS



LOCAL COMMUNITY



RESEARCH INSTITUTIONS

STAKEHOLDER	KEY THEMES	COMMUNICATION METHOD
MEDIA newspapers, TV, specialized magazines	Enhancement of the brand Quality and safety of the product Enhancement of human resources Environmental protection	Direct relationship Events
RESEARCH INSTITUTIONS universities	Innovation Continuity of the relationship	Direct relationship Projects development
PUBLIC INSTITUTIONS municipalities, regions, other institutions	Transparency Fairness	Direct relationship
LOCAL COMMUNITY schools, local organizations, citizens	Product quality and safety Enhancement of human resources Enhancement of the territory Protection of Biodiversity Protection of the environment	Projects development Events organization
FUTURE GENERATIONS	Environmental Protection Safeguarding Biodiversity Pursuit OBJECTIVES agenda UN 2030 and New Green Deal 2050	Specific initiatives development Events organization













# EQUALITY HEALTH & SAFETY EVOLUTION NETWORKS OPPORTUNITY NEW ACQUAINTANCES POWER







People are our main source of energy. This energy is renewed thanks to the contribution of the new generations and creates the conditions for a new harmony between territory, technology and ethics.

# Human Resources

Human resources represent for Conti degli Azzoni the most precious value







Every single person has their own cultural and unique experiential and knowledge baggage and a sense of belonging to the territory so that its protection is guaranteed for the future generations.

### **EMPLOYER BRANDING**

# We create and share our corporate culture

The Employer Branding project that we have given life to in recent years represents our way of understanding the Company not only as a workplace but also and above all as the hub of a culture to be shared, a sense of belonging to be proud of, a of values to believe in.

The goal is to create a positive work environment, one of greater participation and sharing of the company philosophy and values, and which can increasingly attract and retain talents.

With the support of external professionals, we already started developing the first guidelines in 2019, planning a series of actions in successive phases. We started from the analysis of the work

environment and the satisfaction and expectations of the owners and employees, to then involve the other areas of action such as the identification and positioning of a valid EVP (Employer Value Proposition) and the development of training, team building, involvement at various levels, improvement of communication.

It is a long-term project, which helps us to more methodically and competently carry out a constitutive process of the company mission, in which people are the primary resource in which to invest and with which to build the effective distinctive value of our brand.

### Internal Human Resources

Our staff is involved in various activities, aimed precisely at strengthening these objectives:

- specific and additional training courses to those established by law;
- events in the cellar and among the vineyards;
- innovative projects in partnership with universities;
- a specific engagement project such as Employer Branding.

In 2021 the company employs 75 people (-14 people compared to 2020).



PEOPLE.



LOCAL



**71.570** HOURS OF WORK

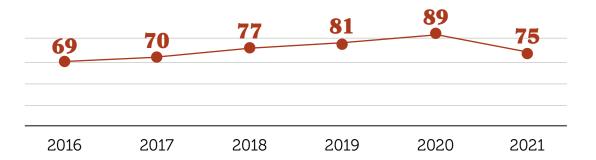


AVERAGE AGE
(not included seasonal workers)



AVERAGE SENIORITY

### Human resources trend



As with any farm, our activities are characterized by a strong seasonality, i.e. by the alternation of periods of high and low workload intensity during the year.

Activities increase in the spring and summer period, when pruning, picking, harvesting and manual harvesting of grapes and horticultural products are concentrated, while they decrease in autumn and winter.

To meet these needs which vary from year to year, in the period May-October we have the support of workers hired on seasonal contracts, who work alongside our fixed-term and permanent staff.

Employees are chosen for their skills and undertake dedicated training courses. The entire management of human resources, including

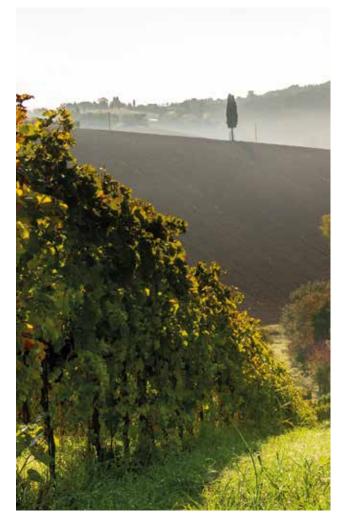
administrative management, is managed internally by Conti degli Azzoni.

All workers are covered by the CCNL (National collective agreement). In particular, the company applies:

- the National Collective Agreement of Agricultural Employees for Employees with white collar status;
- the National Collective Agreement for Agricultural Employees and Agricultural and Nursery Workers for employees with a blue collar qualification.

The ratio between minimum and maximum wages is 1 to 3.

Women are guaranteed equal treatment with men.





# Composition and Trends

# Of the 75 employees in 2021, 5 are office workers and 70 workers.

In this financial year, the number of employees decreased compared to previous years, going from 89 to 75 units. The most significant contraction occurred among seasonal workers, a decline not due to the reduction in production but to the difficulty to stipulate seasonal work contracts, similar as a national trend, due to lack of personnel available on the market. To make up for this deficiency, the company has outsourced some activities.

2021 was a very positive year for both wine and cereal production. The quantity of grapes produced is in line with the average of previous years, characterized by a much higher quality.

The year was exceptional for the cereal harvest: 70 quintals per cultivated hectare were produced. Horticultural crops, basil in particular, have encountered a strong presence of weeds, which has led to greater work by the seasonal workers for their manual removal.

Excluding from the calculation workers with seasonal contracts, who carry out activities related to temporary needs, 65% of workers have a permanent contract and 100% of employees work full-time.

WORKERS PER QUALIFIATION	2019	2020	2021	VARIATION % 2020/2021
Employees	6	6	5	-17%
Workers*	75	83	70	-16%
TOTAL	81	89	75	-16%

<sup>\*</sup>This category includes permanent workers (OTI), fixed-term workers (OTD) and seasonal workers

WORKERS PER CONTRACT	2019	2020	2021	VARIATION % 2020/2021
Permanent contract	33	30	30	0%
Temporary contract	15	17	16	-6%
Seasonal	33	42	29	-31%
TOTAL	81	89	75	-16%

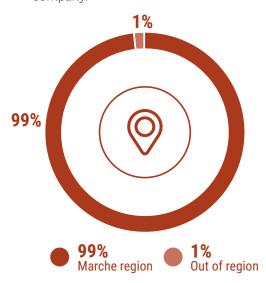


2021 was a very positive year for both wine and cereal production

# Territoriality

The enhancement of the territory and the local community is a very important factor for our company, which is why we prefer to hire managers and workers from neighboring areas, residing within a radius of 30 km from the company.

99% of employees reside in the municipality of Montefano or in a neighboring municipality within a maximum radius of 20 km away from the company. Only two employees have residences outside our region (Puglia, Argentina), but are permanently resident in our area.



WORKERS PER GEOGRAPHICAL ORIGIN	2019	2020	2021	VARIATION % 2020/2021
Montefano	45	42	57	36%
Surroundings	35	46	16	+65%
Out of region	1	1	2	100%
TOTAL	81	89	75	-16%

# Ange and seniority

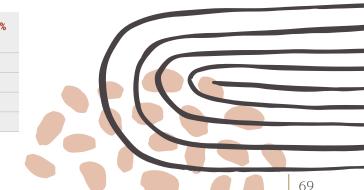
The analysis of the composition of workers by age, educational qualification and average length of service highlights the company's desire to stimulate the exchange of skills as much as possible, placing young and dynamic young people side by side with more experienced personnel.

We have employees of all ages within us: very young people entering the world of work, essential for paving the way towards the future,

workers with 30 years of seniority and with a huge wealth of experience that young people can treasure and lastly, dynamic middleaged workers with a level of knowledge and professionalism that are essential for company solidity.

We think that the contamination between such different people, also the result of the strong socio-cultural, educational and technological changes of recent decades, is a huge source of wealth for our company.

WORKERS PER AGE	2019	2020	2021	VARIATION % 2020/2021
< 35 years old	38	50	35	-30%
35-50 years old	19	18	17	-6%
> 50 years old	24	21	23	10%
TOTAL	81	89	75	-16%



The seasonal workers are undoubtedly the youngest, but it is very interesting to see that even among permanent contracts there are several employees under 35 years old. In 2021, the average age of all employees was 45 not including seasonal workers.

The average length of service of employees with permanent contracts is 14 years. This value stayed the same from the previous year and underlines our strong commitment to employees and the strong bond between the two parties.

WORKERS FOR KIND OF CONTRACT AND AGE RANGE	PERMANENT CONTRACT	TEMPORARY CONTRACT	SEASONAL	TOTAL
< 35 years old	8	4	23	35
35-50 years old	12	3	2	17
> 50 years old	10	9	4	23
TOTAL	30	16	29	75

### Education

The analysis of employees by educational qualification reveals a higher level of education for employees with permanent and seasonal contracts.

WORKERS PER EDUCATION LEVEL	2019	2020	2021	VARIATION % 2020/2021
University degree	4	5	4	-20%
High school degree	27	45	29	-36%
Secondary school	45	25	39	+11%
Primary school	5	4	3	-25%
TOTAL	81	89	75	-16%

WORKERS FOR KIND OF CONTRACT AND EDUCATION LEVEL	PERMANENT CONTRACT	TEMPORARY CONTRACT	SEASONAL	TOTAL
University degree	3	0	1	4
High school degree	11	8	10	29
Secondary school	16	5	18	39
Primary school	0	3	0	3
TOTAL	30	16	29	75

### Turnover

In 2020, there were no new hires in the company, while there was the departure of two employees, one of whom is a long-time administrator and a worker, both due to reaching retirement age.

WORKERS FOR KIND OF AND EDUCATION L	2019	2020	2021
New hires	3	0	5
Departure	-6	-2	0
TOTAL	-3	-2	1

#### Training

Every year we organize a series of training activities for our human resources, with a program that goes beyond the activities required by law.

The preferred method by the company is undoubtedly that of on-the-job training, because "learning by working" is certified as the most effective method of learning. With this in mind, we plan periodic meetings between specialized external professionals and internal work teams, on issues that require a high level of professionalism, such as soil management, agronomic practices and cellar activities. In these moments, many promising young people have the opportunity to show their skills and aptitudes and the company has the

opportunity to recruit valid people to gradually assign roles of coordination and monitoring. Also in 2021 due to the restrictive measures issued by the Government for the Covid emergency, training activities were greatly reduced and in some periods they were even suspended.

As in the previous year, two days of training were organized at the end of the year with a professional from the Sata Agronomic Studio, in which topics related to pruning were studied in depth, with particular attention to Guyot pruning, one of the forms of vine training most common in Italy.

All the workers who deal with this activity in the company were involved in the initiative, around 20 people.

#### Health e safety

In full compliance with Legislative Decree 81/2008, we have set up a prevention and protection service in the workplace that involves several people and with which we ensure the maintenance of adequate safety standards and the achievement of the defined objectives.

With the help of the prevention and protection service:

- » we have implemented a process of identifying the risks due to work activity for the safety and health of workers;
- » the risk assessment document was drawn up in compliance with current legislation;
- » we have appointed the figures in charge of safety (RSPP, RLS, competent doctor);
- » the premises have been equipped with signs and fire extinguishers;

- » we have adopted risk mitigation measures in the vineyards, in the cellar, in the bottling sites and in any other place within the company; » we have carried out training and awarenessraising activities for all personnel on the subject of health and safety, also in the case of new hires and job changes.
- » finally, we have adopted a rapid turnover and replacement of the old vehicles with cab and pressurized tractors, a guarantee of the quality of the breathed air, silent and cushioned, for greater comfort during operations

INJURIES AND SICK DAYS	2019	2020	2021
n. injuries	1	1	0
n. days off due to injuries	16	25	0
n. days off due to sick days	82	4	63
n. days off due to maternity leave	0	0	30



## Contractors



Trusted partnerships: quality and protection of each production stage

To carry out the operations that require specific equipment and highly qualified manpower, we make use of the collaboration of external companies. In particular:



#### THRESHING

Over 30 years ago, the company has decided to assign the threshing of the arable lands to two external contractors, to optimize times and due to budget reasons.





#### **HARVEST**

The harvest in company is hand made on all selections by internal staff; on the remaining vineyards it is carried out partly by hand and partly by machine. The mechanical harvest is assigned to a specialized subcontractor who can guarantee punctuality and work efficiency and also helps the company to manage problems of machinery storage, maintenance and spare parts; the relationship with the subcontractor has consolidated over the years: this allows high precision and reliability on the job.



#### BOTTLING

The bottling activity is carried out four times a year, therefore the company considers it more appropriate to contact a subcontractor rather than implementing a line of internal bottling. They provide state-of-the-art equipment and specialized personnel who carries out the bottling in the cellar.









# Who we sell to

Transparency towards customers is our guide and guarantee

#### We guarantee quality and safety of our products



We chose only the nest suppliers and the best raw materials



We control the productive process in all its phases



We are transparent to our clients and consumers

**94% of our products are sold in Italy.** In 2021 the company increased its sales Abroad (Europe,



63%

**DIRECT SALE** 

It includes both the sale of wines in the store and in the cellar (15%) and the sale of agricultural products (4%) to agricultural italian companies without third parties are considered.



1 %0

Wine sold abroad is sold directly in some States while through a shipper in some others.

America and Japan). There are two main distribution channels:



**20%** 

GDO

Sales channel exclusively wine.



**10%** 

**OTHER** 

VWine is sold thought small dealers (wine shop, minimarket, bakery, grocery shop) and Ho.Re.Ca.

A more in-depth analysis shows that in 2021 the company has 358 customers in its portfolio, in addition to the customers who buy wine at the cellar's sales point for whom the registry is not available. 49% of these 358 are historical customers (turnover 71% of the total), 27% are

customers acquired during the year (turnover 4% of the total) and 24% are customers acquired in the last 5 years (turnover 10% of the total). The turnover of the store represents 15% of the total.



# How we Purchase



Care for the product and the consumer begins with the purchase of raw materials

#### Providers

The selection of suppliers is a very important phase for our company. We always favor purchases from local suppliers especially as regards the purchase of raw materials, consumables and other products used in the production process. 70% of the monetary value of purchases is distributed within the territory in which we operate. In 2021 there were 371 active suppliers (+20% compared to the previous

year). Half of these are historical suppliers, while the others were acquired in the last 5 years. We work every day to create solid partnerships with all our suppliers, paying particular attention to the right quality price ratio of the products and services offered, the hygienic-sanitary aspects, compliance with delivery times, direct knowledge.





#### Purchases

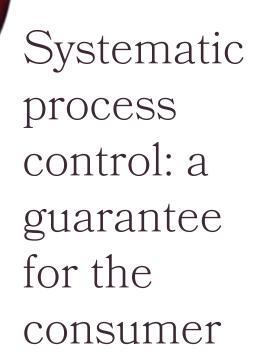
More than half of our purchases refer to consumer goods. Among these:

- » 20% are raw materials including purchases of organic grapes from Bio degli Azzoni s.s. agr. and grapes from other small local realities, purchase of barley, wheat, basil, parsley seeds;
- » 17% are agricultural and wine products;
- » 12% packaging;

- » 5% of food products purchased and resold in the company's sales point;
- » 5% fuel:
- » 3% other consumables.

Among services, which represent 31% of total purchases, the most significant items are maintenance (12%), transport (5%), third-party processing (5%) and utilities (4%).

# Quality and Safety



#### Labelling

Communicating in a clear and transparent manner and providing as much information about our products as possible is one of our **main objectives**, with a view to protecting the consumer and creating a trusting bond with our customers.





## Showing what really is inside the glass: the wines labels and the QR code

Wines labels usually contain the information required by law: denomination, the bottling company, the bottling lot, the country of production, volume, percentage of alcohol and possible presence of allergens.

However, we are well aware that every glass of wine is much more than this: behind that there are values, history, traditions of the producer, territory in which the wine is produced and the life of the people who work there. Communicating a larger amount of information that can better describe the product and bring even the less expert closer is an element of transparency towards consumers.

At the same time, communication is the final piece of our work, which ends precisely by sharing information with those who choose our

products.

We have identified in the QR code a very useful and effective tool to tell more about our wines and provide all the details that can hardly be summarized in the physical space of the label. The QR codes refer to more in-depth and more engaging detailed web pages for the final consumer. In 2021 we continued and expanded this project started the previous year, equipping almost all of our bottles with QR codes.

#### The labels of horticultural products

The country products are accompanied by transport documents which contain all the information required by the regulations for traceability.

#### Awards and recognitions

New prizes and awards attributed to our wines also in the year 2021 by authoritative competitions, magazines and specialized guides are a source of pride and satisfaction for us.

These merits go above all to the good teamwork of the entire company and testify to the commitment that has always characterized us in seeking new and right compromises between production, quality and market needs.

Furthermore, they represent an element of further guarantee for the final consumers and repay and consolidate our desire to blaze the quality of the wines of le Marche abroad all over the world.









#### Control processes and certifications

Product safety is guaranteed by systematic control of processes and products by competent and qualified personnel, in compliance with the rules and behaviors to be followed set forth in the HACCP manual and GLOBAL G.A.P. certification.

The analyzes are performed partly by the company's internal laboratory and partly by external laboratories accredited by Accredia<sup>1</sup>.

In the wine sector, the internal laboratory carries out a basic check on acidity, sulfur dioxide, alcohol, residual sugars and dry extract. The external laboratory instead carries out more indepth checks with particular instruments, such as protein and tartaric stability, malic acid and

lactic acid, the presence of lead, copper, zinc and ochratoxin.

All the HACCP analyzes are also outsourced, which currently concern the monitoring of sulfur dioxide levels in WINES before bottling and the control of glassy bodies on glass containers. In agricultural products, checks are carried out only by external subjects:

- » on basil, parsley and other fresh products we perform multi-residual analyzes to check for the presence of residues of active ingredients;
- » son cereals and sunflowers, on the other hand, the purchasing company (stocker or food company) carries out the checks for product quality and mycotoxins.

#### Certifications for organic products

The Consortium for the Control of Organic Products (CCPB), a certification institution

authorized to verify compliance with the EU regulation, checks our organic products.



On parsley and basil we have obtained the organic certification by the Biological Consortium for Organic Products (CCPB Srl), which guarantees the compliance of the products obtained with the organic method in all phases of the production chain, from the field to the table, in compliance with the European Union standards (Reg. CE 834/07 and CE 889/08).

#### Disciplinary and international certifications

Conti degli Azzoni adheres to the Integrated Production Regulations of the Marche Region for the cultivation of basil and parsley.
Furthermore, for over 10 years we have obtained the international Standard Global G.A.P. certification for these products. This is a voluntary protocol developed by some of the most important European commercial chains (EUREP - Euro Retailer Produce Working Group), with the aim of identifying common rules applicable by any agricultural grower.
This protocol defines the Good Agriculture Practices that producers of fresh and unprocessed foods must adopt to demonstrate safe, healthy and sustainable cultivation

practices. The certification has contributed over the years to monitoring and improving the safety of the product obtained: soil analysis is carried out to set up adequate and targeted fertilization programmes, the suitability of irrigation water is analytically checked.

Before harvesting, the crops, divided into easily identifiable lots, are checked with multi-residue analyses on fresh product samples, to ensure pollutant-free production. Compliance with the rules required for certification also involves the training and timely updating of personnel by competent figures on safety in the workplace, on the correct use of phytosanitary devices and on product traceability.

#### GRAPES WASHING

This is a wellness treatment for the grapes, a guarantee of quality for the consumer. A project devoted to the purity of the wine, to healthiness and the pleasure of healthy drinking.



Some important news happened in 2021 for our company: our first harvest with Grapes washing.

We are the third winery in Italy and the first in the Marches to have adopted this process, which in our case also arises from the experience already acquired in the company with the production of derivatives of aromatic plants from cutting, such as basil, in which the washing of raw material is a fundamental step.

We started experimenting with Ribona, one

of our characteristic blends and which gives life to some of the flagship wines of the cellar.

The washing and drying treatment of the grapes, which are generally never washed before processing, has the main purpose of guaranteeing the consumer an even more controlled, safe and healthy product. In fact, thanks to this process we can eliminate dust, insects, products used in the countryside and other residues from the grains, improving the quality and aroma of the wine that will be produced.





#### As in a jacuzzi, the bunch is gently pampered, massaged and cradled by the water.

After manual harvesting and cooling in the cell, the grapes are placed on a roller which takes them directly to a soaking tub.

The actual washing involves the **movement** and **bubbling** of the bunches of air, which are finally dried with extremely delicate jets of air on belts placed at different heights, so that the must is in no way contaminated by the wash.

There are no disadvantages compared to the traditional process because the bunches

are not tampered with or damaged by the process, there is no use of chemical material other than delicate washing with water and then drying, which allows the bunches to return intact and without residues. The final phase of the process involves the recovery of the washing water which is reused for cleaning the cellars and for irrigation.

The next step will be to filter it and recirculate it in the grape washing system.





## Commitment for the community



Our company is strongly connected to the territory, as it is evident in the history of the degli Azzoni Carradori family. The location of the company headquarters in one of the most prestigious buildings in the historic center of Montefano, but above all the relationship of trust and dialogue with many subjects that

grows and strengthens year after year. Our contribution in this sense is the search for opportunities for discussion with the local community, with events and activities that aim at telling our story, promote out products and share the beauties that surround us.

#### Digital communication: new website and social network

Online communication and digital tools have been, especially in the context of the Covid pandemic, one of the main resources for keeping contacts outside the company alive. Social networks are currently one of the "places" of our story, with images of our territory, our work, the people involved and the initiatives carried out. We have organized streaming tastings, events in partnership

with local authorities and Wine Protection Institutes, thus spreading information, news and curiosities about the company. The new site has also helped to strengthen our contacts: a section is dedicated to our sustainability journey, it is now possible to buy our WINES on the online shop and book visits, tastings and events organized in the cellar.



#### **Press**

After the stop imposed by the Covid restrictions, in 2021 we finally resumed face-to-face contact with journalists and the press as well. During the harvest period we organized a meeting, focused in particular on the presentation of the latest innovations

implemented in production, including the newly inaugurated grape washing process. We then presented the other projects in progress and our initiatives in the area. A moment for us of further stimulus, discussion and growth.

#### Aggregation and territoriality: Vineyard Events

Above all, 2021 saw the progressive return to organizing face-to-face events, an important enrichment that we felt we needed after the period of restrictions due to Covid. In this year, in addition to company tours and tastings open to the Italian and foreign public, we have proposed "Cene in Vigna" open to the local community in the months of June and July. These initiatives have been an important showcase but above all a stimulating situation of exchange with the participants. The feedback we have received prompts us to continue planning new events for the community, which sees the company as an important part of the social and aggregative fabric of our territory.



#### Schools visiting the Company, meeting the new generations

We have had great satisfaction as well for the visits organized with the pupils of the schools, in particular with some primary school classes of Montefano and Recanati. The children visited the cellar in September, strolling among the rows, and their positive and enthusiastic response greatly impressed us. A challenge for us to adapt our communication to the language of young people, but also an enrichment and growth in being able to pass on the culture of wine and sustainability to future generations. A day was then dedicated to meeting the students of the IPSEOA "G. Varnelli" in Cingoli. With them we exchanged ideas and stories, also with a view to future collaborations.









# PROTECTION ECOSYSTEM RESEARCH ROOTS ALLIANCE



Safeguarding the territory is a fundamental part of our corporate approach. We have an ever greater openness to organic farming, to sustainable agricultural practices, to the continuous monitoring of biodiversity.

## Biodiversity

We choose to preserve the plurality of ecosystems of our territories

## A word about Biodiversity



It has a significant importance from the point of view of Biodiversity. If the above ground is rich in complex and interacting vital forms, it is more difficult for a parasite to find space for diffusion and, at the same time, we can implement forms of control with non-invasive tools that act in a more respectful way of the ecosystem itself.



Soil is the first quality indicator of Biodiversity, through the living organisms that inhabit it. It simultaneously welcomes roots, living tissue, structure and plant nourishment. A good predisposition of the soil to life will guarantee efficient plants and quality fruits.

Borders, hedges, border trees, the edge of the wood, scrub or clearing are considered in viticulture as important elements of balance and welcome towards insects, mammals, birds and plants that interact with each other. Inside the vineyard, natural or artfully sown

#### grassing can:

- » host bees and other pollinators that act as a multitude of useful predators;
- » offer a territorial barrier;
- » occupy space and avoid uncontrolled expansion of harmful species.

Species diversity is the most important legacy of our evolutionary history. It is an enormous wealth to be protected because it constitutes a resource for the environment and for man: in fact, each species has a specific role and helps to keep the ecosystem in which it is inserted in balance.

Also for the sustainability of the agri-food chain, Biodiversity is not only a great value, but a fundamental tool for managing environmental protection. Evaluating the

components of Biodiversity is essential to understand how our actions impact the forms of life that inhabit cultivated spaces and neighboring spaces.

This commitment does not only concern the environment and respect for natural resources such as water and land. It also means ensuring the health of people, the quality of life of those involved in production and final consumers.





#### The measure of Biodiversity

For some years now we have carried out a process of evaluating and monitoring the soil and Biodiversity in our vineyards. To quantify the impact of our management choices and monitor improvements, we have adopted standardized and repeatable methods, based on measurable indicators.

The objective measurement of Biodiversity in the vineyards allows an undoubted assessment of the goodness of the company's choices and agronomic management

**methods.** Being able to calibrate choices on the basis of real results means seeking, with a well-defined path, an alliance with the environment, in support of the quality of life of business operators and at the same time the sustainability of business income.

The success of this path is teamwork, which involves the owners, managers, technicians, operators and figures who work for institutional research in an exchange of ideas and skills: university faculties, study groups, administrations.

#### Safeguarding the earth: scientific research and human sensitivity

"In the complexity of ecosystems every element is essential and there are no useless ones, if we intend to guarantee the balance that governs our life as that of the entire planet"

Safeguarding the Earth cannot mean doing without adopting a scientific approach with which to tackle this area, which always aims to establish a relationship of balance and respect between our work and the environment that surrounds us. Scientific research and human sensitivity always go hand in hand.

Thanks to the adhesion to the Biodiversity PASS® protocol, since 2014 we have been carrying out the company zoning project of Biodiversity and the biological quality of the soils.

There are more than ten plots investigated to guide choices in terms of multifunctional sowing, herbaceous essences that improve the structure and reception of the useful microbial community or compost supply.

AMBIENTE SUOLO SOCIETÀ

The survey program and strategy, also dictated by the seasonality of the reliefs, the climatic influence and the intrinsic heterogeneity of the soils, are planned over a five-year cycle and are



carried out on all the vineyard surfaces of the company, so as to obtain a sufficiently extensive and a good representativeness of the sites. Also for 2021 the results of the surveys confirmed a very interesting correspondence: the vineyards that have historically given the best oenological results are also those that have obtained the best Biodiversity PASS® scores.

Joining the European Life Vitisom project has also been an important part of our commitment to sustainable soil management in viticulture: today it constitutes a wealth of knowledge integrated into the Company. We have experimented and made our own precision agriculture practices such as fertilization and variable rate distribution of organic matrices: compost, digestate and manure. Since 2020 we have equipped ourselves with a manure spreader wagon, to continue the agricultural practice of variable rate

distribution more efficiently and, consequently, a more sustainable management of cultivated land.

#### **Biodiversity PASS®**

#### The organic substance of the soil is our wealth to be protected

Biodiversity PASS® (Biodiversity, Landscape, Environment, Soil and Society) is an Italian project for the measurement, protection and increase of Biodiversity in viticulture, conceived by the Sata Agronomic Studio.

This is an ISO 9001 certified protocol with CSQA, which is based on the zoning activity of the Biodiversity and functional quality of the soils. The aim is to evaluate the physical/structural

quality and the vitality of the soil, to optimize the conditions of fertility, increase the quality of the grapes, the productivity and the longevity of the vineyard.

The program includes the dictates of FAO and attributes to the organic component the fundamental role of preserving fertility in a sustainable and healthy way.





#### How does it work?

The surveys and monitoring of the Biodiversity PASS® indices are programmed to evaluate:

» the effect of the company management interventions, in particular, on the modification of the structural Biodiversity of the company;

» the effect of the interventions on the soils, i.e. on their Biodiversity and on their

agronomic quality through the VSA values; » their possible interactions with the quality of the grapes.

The surveys are repeated remotely over a given period of time, to verify whether the virtuous actions implemented (green manure, compost and organic matter, steps after the harvest with a divider to aerate the soil without breaking the turf, etc.) have improved the vitality of the vineyard soil.



## Bees: sentinels of Biodiversity in the vineyard

The presence of bees in the vineyard indicates the state of good health of the plant and animal ecosystem and at the same time is a guarantee of the quality of the grapes and therefore of the wine produced. We owe 80% to bees of the pollination process in nature.

It seems that these insects allow winemakers to increase grape production by 10%, specifically of the reproduction of vine flowers. The bees

carry out the function of vectoring the yeasts on the skin of the berries of the bunch of grapes: in the case of bunches damaged or punctured by other insects such as wasps, the bees collect the sugars present and heal the berry, thus reducing the risk for the vine of fungal diseases and rot. It was also noted that thanks to their regenerative action, the fermentations in the cellar are more regular.

Hives of various beekeepers housed along the headlands of our vineyards guarantee animal and plant biodiversity, encourage the presence of useful organisms, drive away parasites, increase soil fertility.





## Practices



#### Good practices

Adopting good practices means above all respecting natural resources such as water, land and biodiversity. But it's not just about the environment. It also means ensuring people's health, the quality of life of those involved in

production. We have made our commitment concrete by implementing behaviors and actions for the protection of the territory, the environment and people.





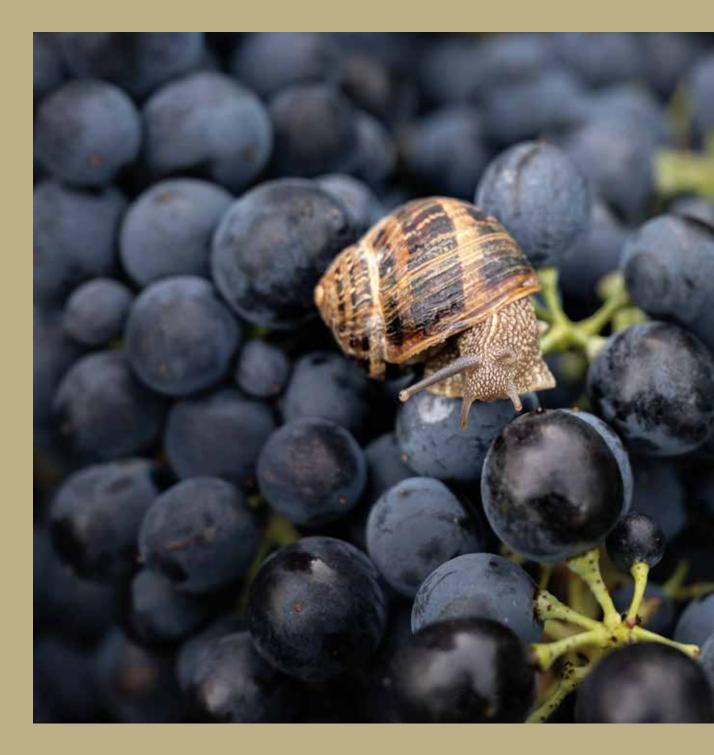
Rules and good practices together, applied in our daily life, contribute to the sustainable management of our activities, in order to produce the highest quality and healthier raw material that respects the environment and that is socially fair.

#### In particular:

- » using sustainable agricultural practices and monitoring the corporate biodiversity and soils to increase awareness of the real health of the land;
- » adopting of a multidisciplinary approach to assess the effects of the agronomic
- management of the vineyards and their land;
- » conscious planning shared and supported by all company employees at all levels (also thanks to targeted training and knowledge activities) who appreciate the positive effects on health, quality and, last but not least, the corporate image.

### OUR FUTURE IS ORGANIC

For over 20 years, with the Bio degli Azzoni company, we have been cultivating organically managed fields and vineyards. After basil and parsley, in recent years we have gradually extended the organic production system to other crops such as wheat and barley. The Margherita and Beldiletto vineyards have been entirely dedicated to the production of grapes for our organic wines. This choice strongly traces our future, with the aim of converting all production to organic step by step.





#### Conversion to organic

The total area cultivated organically (\*) is currently 141 hectares, divided between vineyards with 58 hectares and arable lands with 83 hectares (durum and soft wheat, sunflowers, barley, basil, alfalfa, other). In particular, the type of arable lands and the relative quantities cultivated change over the years (crop rotation) to maintain soil fertility, guarantee a higher yield of products and, lastly, according to company needs.

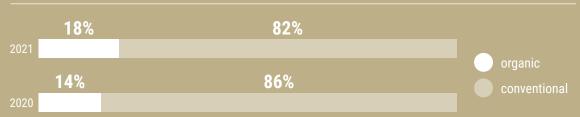
ORGANIC MANAGEMENT HECTARES	2020	2021
Organic vineyards	40	58
Organic arable lands	66	83
TOTAL	106	141



In 2021, the incidence of overall organic cultivation compared to conventional cultivation is 18%. The increase in incidence is in line with the company objective of a

gradual, albeit total, conversion to organic farming to be carried out within the next few years.

#### Organic ratio variation 2020/2021



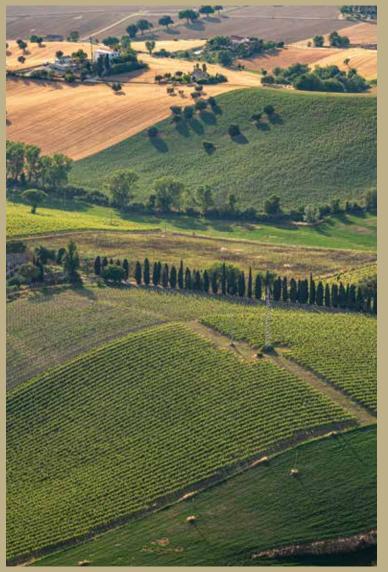
<sup>\*</sup>Organic cultivation is entirely managed by the farm from Organic degli Azzoni group, still managed by the brothers Degli Azzoni Avogadro Carradori . Organic grapes are sold to the family Degli Azzoni Avogadro Carradori which therefore transforms raw materials into organic products to be sold on the market. Arable lands production is instead totally managed by the organic farm degli Azzoni.

Organic products are currently:

- » Grechetto Carrodoro as regards wine products;
- » Conti degli Azzoni organic pasta, made with Avispa wheat grown on the company's organic plots.









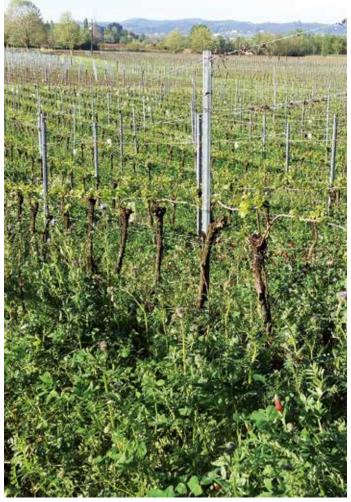
#### The defense

Sexual confusion is the alternative defense technique that the company adopts in organically-run vineyards. This practice made it possible to avoid the use of any pesticide. This is the 'behavioral control' of some parasites in the bunch. In fact, the technique consists in releasing a "smell" into the air, perceived exclusively by the male of the moth (the parasitic insect), which by simulating the female sex hormone makes it impossible to identify it. Consequently, the fertilization of the females, the deposition of eggs on the bunch and the presence of harmful larvae are avoided. In this way, no harmful molecules are released both on the fruit and in the environment and the plant remains protected and healthy.

The multifunctional crop rotation is instead used for agricultural crops, so that soil fertility is preserved in biological, physical and chemical terms and the safety of the product obtained is guaranteed. These rotations, in organically managed arable land, must be at least three years, as indicated by the integrated production regulations of the Marche Region.

The Global GAP and organic farming certifications of some crops, such as basil and parsley, have the beneficial consequence of rigorous and greater control over the land, irrigation water and the correct use of phytosanitary aids.





# Green Manure

Green manuring, or grassing, is an agronomic practice useful to improve the agronomic characteristics of the soil, which consists in sowing one or more plant species with particular beneficial properties for the subsoil and the topsoil:

- » makes the soil more hospitable for other plants and other forms of life;
- » reduces erosive phenomena;
- » helps to increase biodiversity also in the soil, attracting useful insects.

The company regularly uses the practice of green manuring in its organic vineyards and in special cases also within a rationalized rotation of arable crops.







# Compost

The **by-products of grape** harvesting and processing (the so-called pomace), are recovered and placed in suitable composting environments to be transformed into an excellent compost with an organic matrix, and it is the same for other crops. The compost is subsequently redistributed on the organically grown and neighboring lands for the natural

fertilization of the soils.

The pomace, distributed on the ground, has an appreciable fertilizing power due to the slow release of mineral elements such as nitrogen and potassium. The beneficial effects of this fertilization allow an improvement of the soil structure and the increase of living species in the ecosystem that inhabit it.



# Responsibility to the environment



# Carbon Footprint

We act so that our impact on the future is positive and respectful





Every year Conti degli Azzoni invests in the calculation of its carbon footprint: in 2021 the result is still positive.

Thanks to the compensating actions of its cultivated soils, the company produces excess greenhouse gases seizures (trapping and preventing gases from being dispersed into the environment) in higher quantity than the emissions generated by its entire production chain.

# What does "Carbon Footprint" mean?

For us, calculating the company's carbon footprint means actively participating in the change necessary to protect the environment.

We measure the emissions generated

by our production cycles to be aware of

our environmental impact and to make a concrete commitment to reducing the emissions themselves and communicating transparently with our stakeholders.

We are all part of the change for a better tomorrow, we are all responsible for it. Our actions will indeed influence the future of our children and the next generations.

The carbon footprint represents the impact that any type of activity has on the environment.

What it is: The Carbon Footprint is defined as the amount of greenhouse gas emissions generated along all stages of a product's supply chain, from the extraction of raw materials to the disposal of waste produced by the entire system.

How it is measured: The carbon footprint is expressed in quantities of CO<sub>2</sub> equivalents, i.e. the unit of measurement, expressed in tons of carbon dioxide, which weighs the emissions of the various greenhouse gases (GHG Green House Gases) produced.

Why it is important: The value of the carbon footprint is very significant because, according to the opinion of valid scholars, these emissions appear to be strongly correlated to the greenhouse effect and the climate changes taking place on our planet.





# The measurement of emissions

To have a global view of the entire supply chain and to distinguish the direct and indirect responsibilities of the company, the company emissions are divided into two areas:

» Direct CO<sub>2</sub> emissions - due to the direct responsibility of company activities, including the use of fossil fuels and internal consumption of energy for transport or for company works.

» Indirect CO<sub>2</sub> emissions - caused by the production of energy purchased from external suppliers.

The measurement of the CO<sub>2</sub> emissions of the Conti degli Azzoni company was carried out with the ITA.CA® calculator.(\*)

# The corporate footprint

The corporate carbon footprint is calculated at the Organization level for the corporate activities inherent only to the winegrowing supply chain. The **direct and indirect emission**  ranges and the **estimate of greenhouse** gas sequestration by cultivated soils were evaluated. Its measurement, in tons of  $CO_2$  equivalent, is distributed as follows:



#### Carbon footprint 2021

EMISSIONS	Tons of Co <sub>2</sub> equivalent
Direct emissions	430
Indirect emissions	485
TOTAL EMISSIONS	915

CAPTURES	Tons of Co <sub>2</sub> equivalent
ESTIMATED CAPTURES from soil balance	-2565

Despite the emissions generated by the production cycle, the company has a considerable "emission credit" towards the environment thanks to the soil balance generated by its cultivated land.

<sup>\*</sup> The data grouping and classification criteria of the ITA.CA® calculator are updated and adjusted annually according to the ISO 14064:2018 standard. For this reason, the data for 2021 and previous years are not comparable.

# Estimating Captures

In the Ita.Ca $^{\circ}$  Calculator an estimate figure for "CO $_{2}$  captures" from its cultivated lands is included as well as an average measurement of the "company emissions" of CO $_{2}$ .

# The ground as a resource for the sustainability

# What are "captures"?

As it is known, plants can "photosynthesize" and therefore "fix" carbon in the form of organic substance in the soil; therefore, it can be said that the cultivated land have the ability to trap greenhouse gases, preventing their dispersion into the environment.

This constitutes an important aspect of compensation in the evaluation of the footprint in the viticulture area and not only. This is a real balance between the emissions generated by the production chain and those "captured" by cultivated soils.

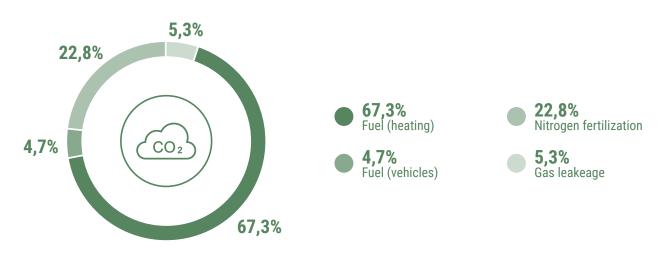
Implementing land management methods that are respectful of environmental sustainability can determine significant increases in the organic matter content of the soil, with consequent reduction of CO<sub>2</sub> emissions.

# Emissions For Frimary Activities

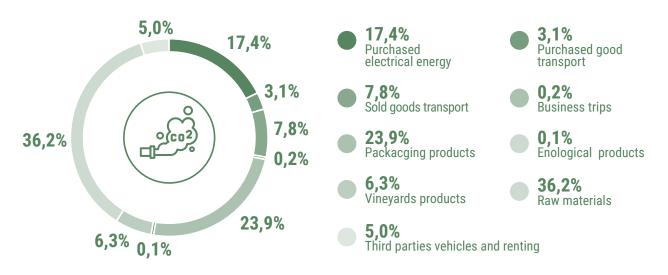
Following are the equivalent  ${\rm CO_2}$  values calculated per primary activities of the organization in the year 2021. The calculation with Ita. ${\rm Ca^{\circledcirc}}$  highlights the activities of

the supply chain that produce higher  ${\rm CO_2}$  emissions and the activities that reveal lower percentages.

#### Direct emissions



#### Indirect emissions





# Environmental Performance





**Electricity, natural gas and diesel** are the components of the company's energy consumption. In particular:

» electricity (16%, of which 2% from photovoltaics) is used for lighting, summer air conditioning of buildings, operation of refrigeration and transformation systems in vinification and bottling;

- » methane (6%) is used for heating the workplace, for the production of hot water and for other minor processes.
- » diesel (76%) is used to move the fleet of vehicles, in particular in handling for direct cultivation and for logistics.

ENERGY CONSUMPTION PER SOURCE (GJ)	2019	2020	2021	VARIATION % 2020/2021
Electrical	707	829	874	5%
Methane	275	327	320	-2%
Fuel	4.334	4.062	4.087	1%
Photovoltaic	94	103	100	-3%
TOTAL	5.411	5.321	5.381	1%



On the other hand, analyzing **the energy consumption for primary activities**, it emerges that irrigation, the direct cultivation of the fields with tractors and the related workshop activities have a significant impact on the

distribution of energy consumption with 88%. Cellar activities account for 9% of total energy consumption; Office activities account for 3%. The percentages are essentially stable over the years

ENERGY CONSUMPTION PER PRIMARY ACTIVITY (GJ)	2019	2020	2021	VARIATION % 2020/2021
Country	4.867	4.686	4.735	1%
Cellar	444	510	511	0%
Offices	100	125	135	9%
TOTAL	5.411	5.321	5.381	1%



The agricultural activity of the company on large surfaces makes the consumption of water an important aspect in environmental management. **Approximately 98% of water** 

consumption is generated by the irrigation of agricultural fields. The remainder is divided into cellar activities and, to a negligible extent, into civil use activities.

WATER CONSUMPTION PER DESTINATION (MC)	2019	2020	2021	VARIATION % 2020/2021
Civil waters	50	29	30	3%
Watering	143.630	167.174	189.691	13%
Process waters	3.449	3.277	3.002	-8%
TOTAL	147.128	170.480	192.743	13%

Irrigation waters are used almost exclusively for arable land crops.

The water withdrawn from the aqueduct is

substantially used as process water (bottling and washing of agricultural vehicles) and for civil use in the offices.

WATER CONSUMPTION PER SOURCE (MC)	2019	2020	2021	VARIATION % 2020/2021
Lakes rivers, canals	-	-	-	-
Wells	143.630	167.174	189.691	13%
Aqueduct	3.498	3.306	3.052	-8%
TOTAL	147.128	170.480	192.743	13%

In 2021 there was a greater use of water derived from wells, with an increase in quantities of

about 13% compared to 2020. The main reason is the lower rainfall during the year.

WATER CONSUMPTION PER PRIMARY ACTIVITIES (MC)	2019	2020	2021	VARIATION % 2020/2021
Ground	143.946	167.320	189.869	13%
Cellar	3.132	3.131	2.844	-9%
Offices	50	29	30	3%
TOTAL	147.128	170.480	192.743	13%

A breakdown of consumption by company's primary activities also shows the greater use of

water for countryside activities.



# Raw materials and packaging

Raw materials are almost exclusively purchased by Italian suppliers, in particular from the Marche region. This way the emissions related to transport are reduced and the satellite activities business increases. We care particularly about the most virtuous suppliers who share and implement a sustainable approach in carrying out their activities. In particular:

» Amorim Cork Italia, Italian Branch of the

Group Amorim, manufacturer of corks certified for the amount of  ${\rm CO_2}$  absorbed and used by Conti degli Azzoni.

» Gicherstampa, label manufacturer, partner of C4 Recycling, uses the Release Liner Recycling recycling service instead of landfill or incineration, recycling sustainably and creating both economic and ecological savings (with CO<sub>2</sub> abatement).

PACKAGING MATERIALS (t)	2019	2020	2021	VARIATION % 2020/2021
Glass	86	75	70	-7%
Carton	30	31	32	3%
Plastic	4	2,8	3,3	19%
TOTAL	120	109	105	-3%



# Waste.

The business activities mainly involved in the generation of waste are those relating to winemaking, agricultural production, the workshop (with the maintenance of all company mechanical equipment) and office activities.

The plastic waste, as well as glass and cardboard, are similar to the municipal waste of the Municipality of Montefano. They are collected and sorted according to the directives

of the official company of the Municipality that deals with the disposal of such waste. Special waste is also generated which are noted in special registers and treated as per current regulations. Once produced, they are divided between hazardous and non-hazardous, stored in the warehouse and disposed of by companies specialized in transport, recovery and disposal at least once a year.

WASTE TYPE (Kg)	2019	2020	2021	VARIATION % 2020/2021
Dangerous	1.178	8.660	2.622	-70%
Not dangerous	2.462	3.250	6.550	102%
TOTAL	3.640	11.910	9.172	-23%

In 2021, the production of hazardous and non-hazardous waste standardized again, adapting to the actual increase in company production. In 2020 the exceptional value of hazardous

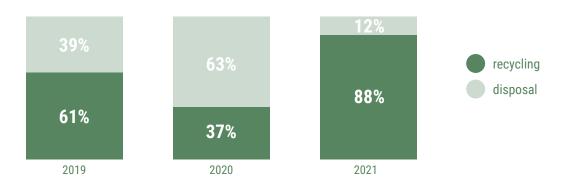
waste was due to the extraordinary production of a large quantity of sludge deriving from the cleaning of the decantation manholes of the cellar's water drains.

WASTE DESTINATION (Kg)	2019	2020	2021	VARIATION % 2020/2021
Recycling	2.237	4.375	8.053	84%
Disposal	1.404	7.535	1.119	-85%
TOTAL	3.640	11.910	9.172	-23%

In 2021 there was a significant increase in waste destined for recovery compared to 2020. The introduction of a new CER code has made

it possible to better manage the quantities of non-hazardous plastic waste generated by production activities.

#### Composition by destination













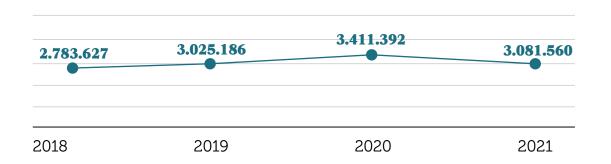
# Added and distributed value

#### The value generated and distributed,

determined starting from the income statement of Conti degli Azzoni, reports the economic value directly generated by the company and distributed to internal and external stakeholders. Since the Counts of degli Azzoni are a partnership, they are not required to file the financial statements, but for prudent

management these are nonetheless drawn up to support the company's decisions by the managing partners. The financial statements are therefore the reference document for calculating this value. In 2021 Conti degli Azzoni achieved a turnover of 3.1 million euros (-10% compared to the previous year) and a pre-tax income of 440 thousand euros (-56% compared to 2020).

#### Turnover- trend



The value generated represents, in accounting terms, the total amount of net revenues (sales revenues, grants, other revenues and income, extraordinary income) that the company achieved in the reference year. The economic value distributed includes all costs reclassified by category of stakeholder. It should be noted that, as a partnership, the net income earned during the year by Conti degli Azzoni is taxed by the shareholders. In 2021 the company generated a total economic value of 3.5 million euros distributed as follows:

- » 49.6% Suppliers of goods and services: operating costs
- » 32.1% Human resources: personnel costs (wages and salaries, social security contributions, meals and stays, training activities)
- » 10.8% Managing partners: resources distributed to the owners
- » 0.3% Public administration: taxes and fees
- » 0.2% Banks: interest expense and financial charges
- » 7% company: resources reinvested in the company

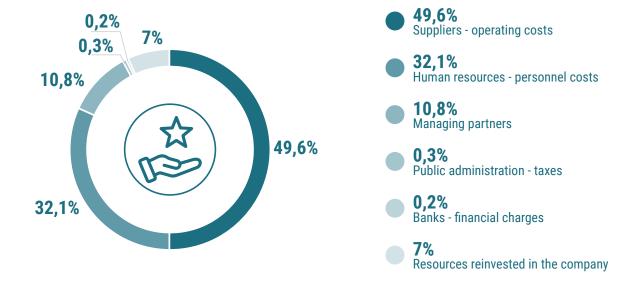




On closer inspection, the creation of value in the area certainly represents a characteristic trait of Conti degli Azzoni. Also in 2021, in addition to the salaries of employees - mostly resident in

the area - the majority of the economic value distributed was destined for suppliers - also largely from areas adjacent to the company headquarters.

2020		2021	
Euro	%	Euro	%
3.861.643	100%	3.462.230	100%
3.362.637	87,1%	3.219.791	93,0%
1.625.067	42,1%	1.718.139	49,6%
1.043.614	27,0%	1.111.738	32,1%
673.548	17,4%	373.366	10,8%
7.847	0,2%	10.629	0,3%
12.560	0,3%	5.919	0,2%
499.006	13,0%	242.439	7,0%
	Euro 3.861.643 3.362.637 1.625.067 1.043.614 673.548 7.847 12.560	Euro         %           3.861.643         100%           3.362.637         87,1%           1.625.067         42,1%           1.043.614         27,0%           673.548         17,4%           7.847         0,2%           12.560         0,3%	Euro         %         Euro           3.861.643         100%         3.462.230           3.362.637         87,1%         3.219.791           1.625.067         42,1%         1.718.139           1.043.614         27,0%         1.111.738           673.548         17,4%         373.366           7.847         0,2%         10.629           12.560         0,3%         5.919





# Methodological Note

This document has been drafted by a team made up of both internal and external staff, following guidelines recognized both nationally and internationally.

# Exsternal staff \_



PATRIZIA CAMILLETTI Imprenditore Smart®



MONICA MAURINO Imprenditore Smart®



**PIERLUIGI DONNA**Sata Studio Agronomico



STEFANO DONARINI Multimedia

# Internal staff



**GIANFRANCO CANULLO** 



BEATRICE ACCATTOLI



SAVERIO ILLUMINATI

Also this fifth edition of the Conti degli Azzoni Sustainability Report was created thanks to the support of a team made up of technicians and collaborators both internal and external to the company, each with specific functions:

- » Smart Entrepreneur for the design and creation of the document:
- » Sata Agronomic Study for the calculation of the carbon footprint and the implementation of good environmental practices on vineyards;
- » Internal company working group for data collection and identification of key indicators.

The strategic lines have been defined by the owners.

The data and information contained in the Sustainability Report refer to degli Azzoni Avogadro

Carradori s.s. agricultural society. The document aims at representing the reality of the Conti degli Azzoni as a whole.

Starting from the description of the corporate identity and illustrating the origins of the family, it reports the management results for the reference period divided into the three fundamental areas of sustainability (environmental, social and economic) and then declares the objectives it intends to pursue in the future.

This Sustainability Report refers to the 2021 financial year, even if when possible data and information from previous years have been included in order to be able to make comparisons and therefore analyses.

# References for the Sustainability Report



## GUIDELINES OF THE GLOBAL REPORTING INITIATIVE (GRI)

To evaluate the economical, social and environmental performaces of the organization.



#### SUSTAINABLE DEVELOPMENT GOALS, SDGS

To identify the goals for global sustainable development to be reached by 2030. www.un.org/sustainabledevelopment



#### ITA.CA PROTOCOL ITALIAN WINE CARBON CALCULATOR

To calculate the greenhouse effect gas emissions and the water consumption for the italian viticulture sector.

www.agronomisata.it/impronta-carbonica

### METHODOLOGY SUPPORT

Imprenditore Smart Spa www.imprenditoresmart.it

## TECHNICAL SUPPORT CARBON FOOTPRINT AND BIODIVERSITY PASS®

Studio Agronomico Sata www.agronomisata.it

#### GRAPHICAL PROJECT AND LAYOUT

Dream Advertising Snc www.dreamadv.it

#### **AERIAL PHOTOGRAPHY**

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### PROGETTO DI COMUNICAZIONE

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#### PRINT

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