



**TRADITIONS
AND
TECHNOLOGIES**

FOR THE BUSINESS OF TOMORROW

Olive Oil is considered to be a commodity produced in many Mediterranean countries.

As a result it must comply with the **IOC – CODEX norms**



Today, most olive oil is EU origin, which means that it is a blend of different EU origin olive oil

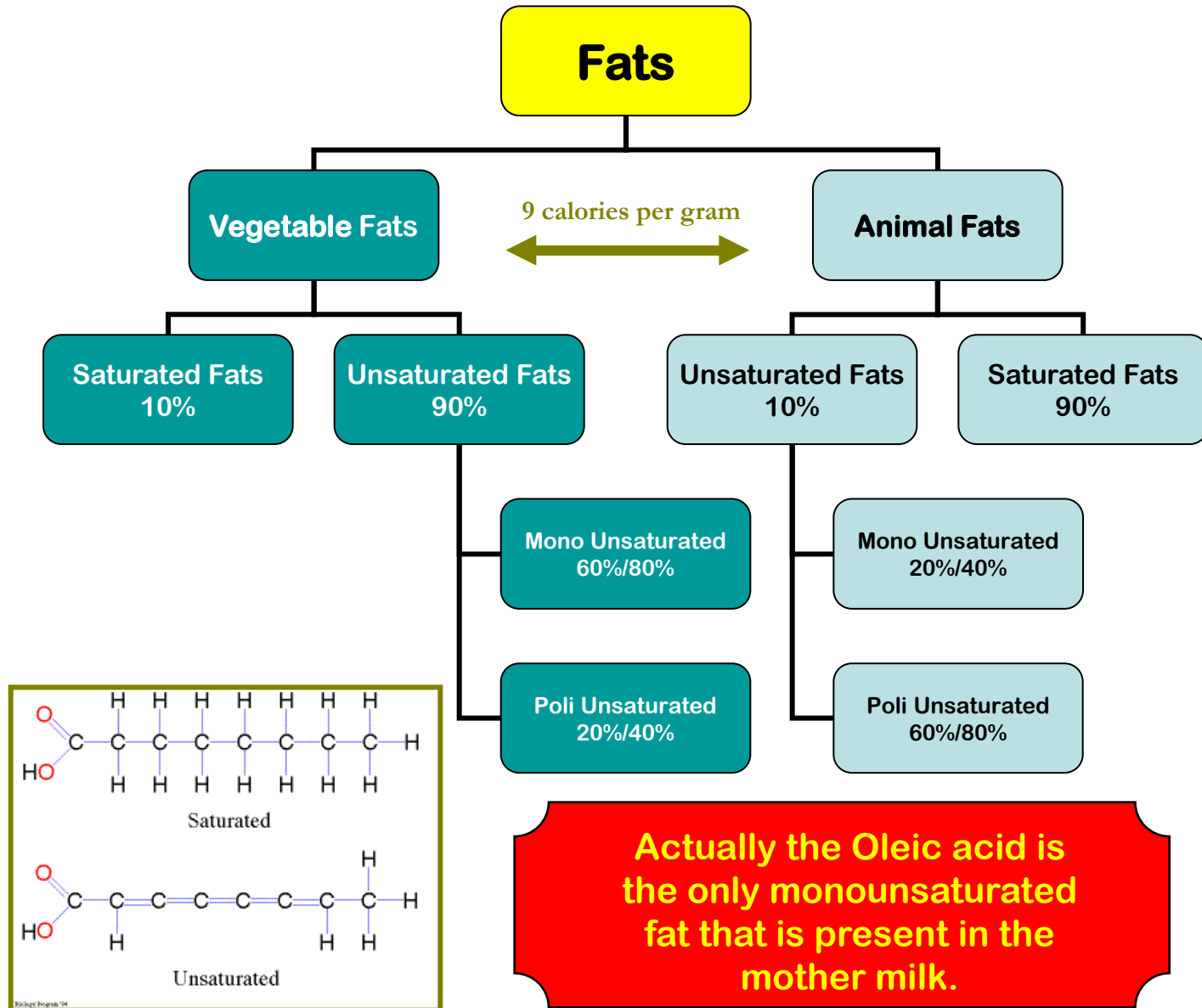
In the new markets we suggest to use a good and fair oil, like EU, as an entry level. In future when consumers will mature, Italian olive oil is an upgrade from the entry level



Fatty acids overview

Fats Origin can be animal or vegetable. Each of them is composed by a % of saturated fats and a % of unsaturated fats. The % of composition of saturated and unsaturated fats is opposite in animal and vegetable fats

The unsaturated fats can be monounsaturated or polyunsaturated. The human body doesn't synthesize monounsaturated fats. Oleic Acid is a monounsaturated fat. Then fats can be taken only through feeding or consumption of other fats



Actually the Oleic acid is the only monounsaturated fat that is present in the mother milk.

Olive Oil covers the essential fatty acids requirements of both adults and infants, and has the best linoleic acid to linolenic acid ratio.

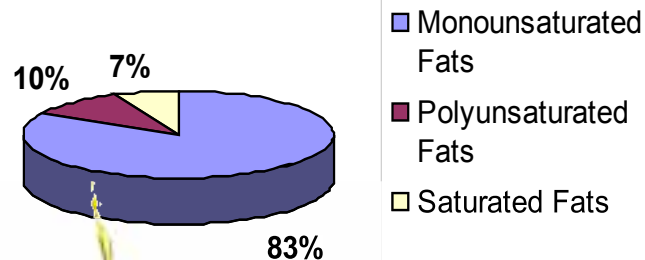
Olive Oil has a prevalence of monounsaturated fats (actually it contains up to 83% of oleic acid) thus is beneficial to human body functions.

Extra Virgin Olive Oil, Olive Oils and Pomace Olive Oils share the same glyceridic structure thus the same beneficial properties.

Olive Oil has low percentage of polyunsaturated fatty acids

Monounsaturated fats lower blood cholesterol

Olive Oils Fatty Acids Composition



Polyphenols, and Tocopherols influence the taste but keep the stability of the oil due to their antioxidants properties.



OLIVE OIL CONTAINS NO CHOLESTEROL

Olive Oil benefits



Two centuries ago: typically agricultural olivegroves



Traditional

Italy tried to preserve the natural growth of olive trees



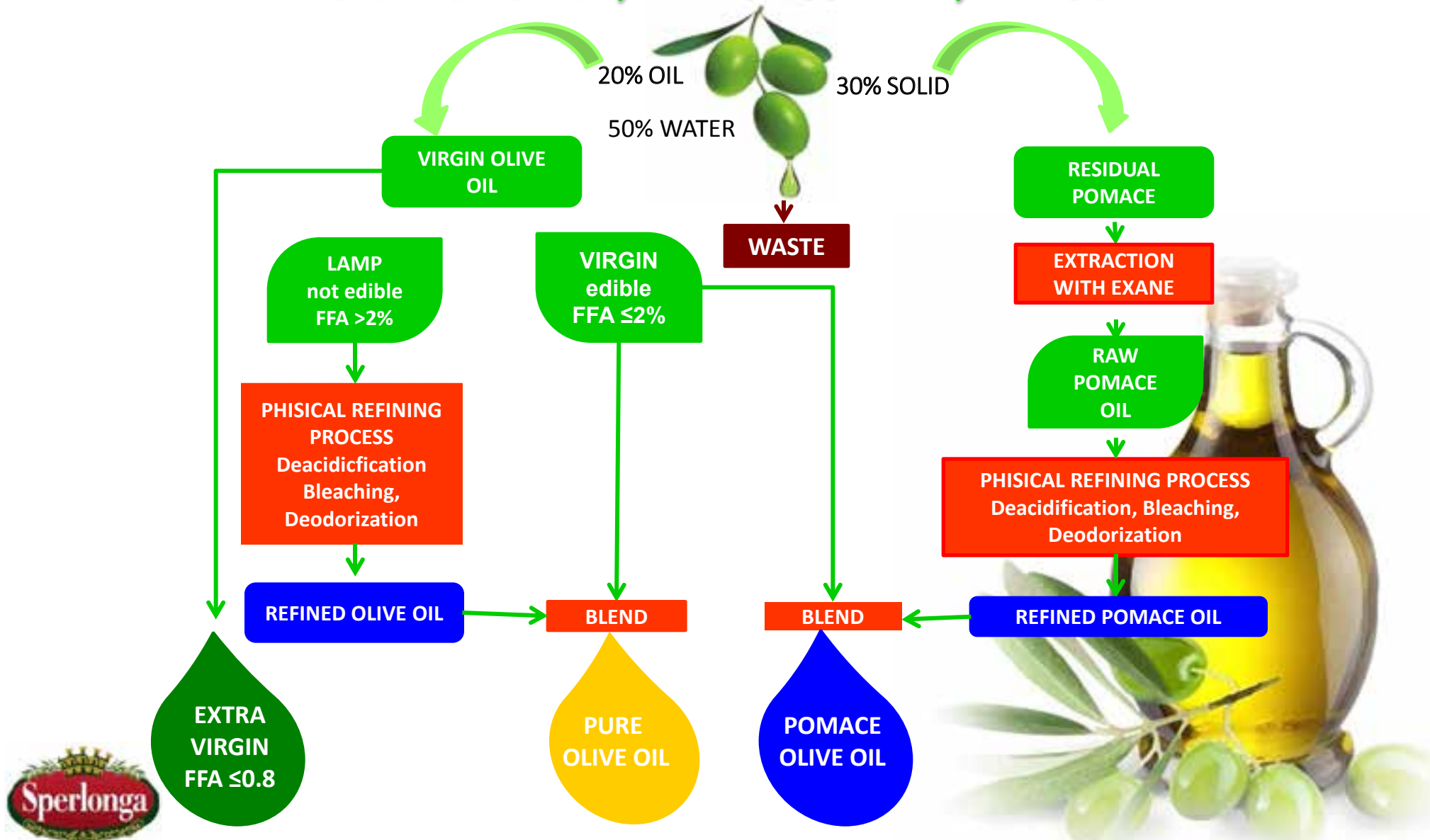
Today: mostly massive plantations

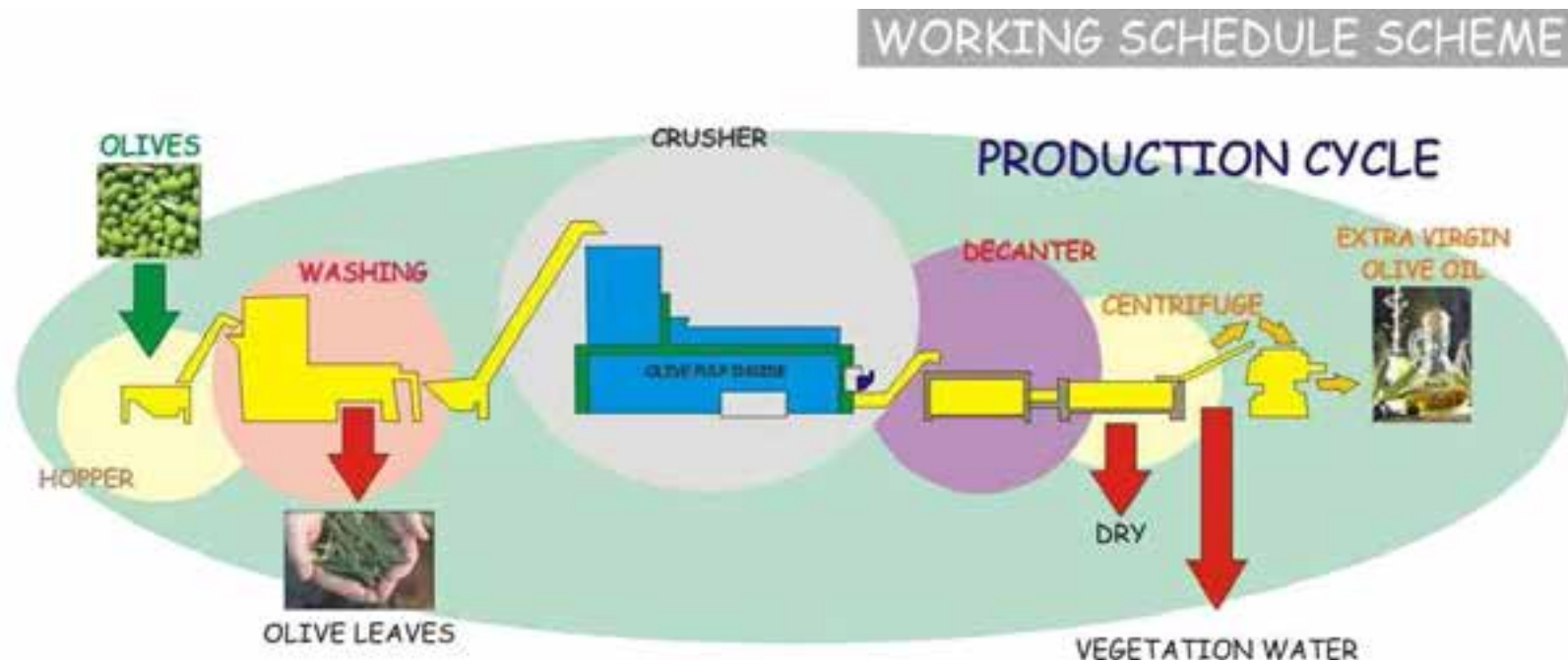


Super-intensive

Spain invested resources in intensive and super-intensive plantations□

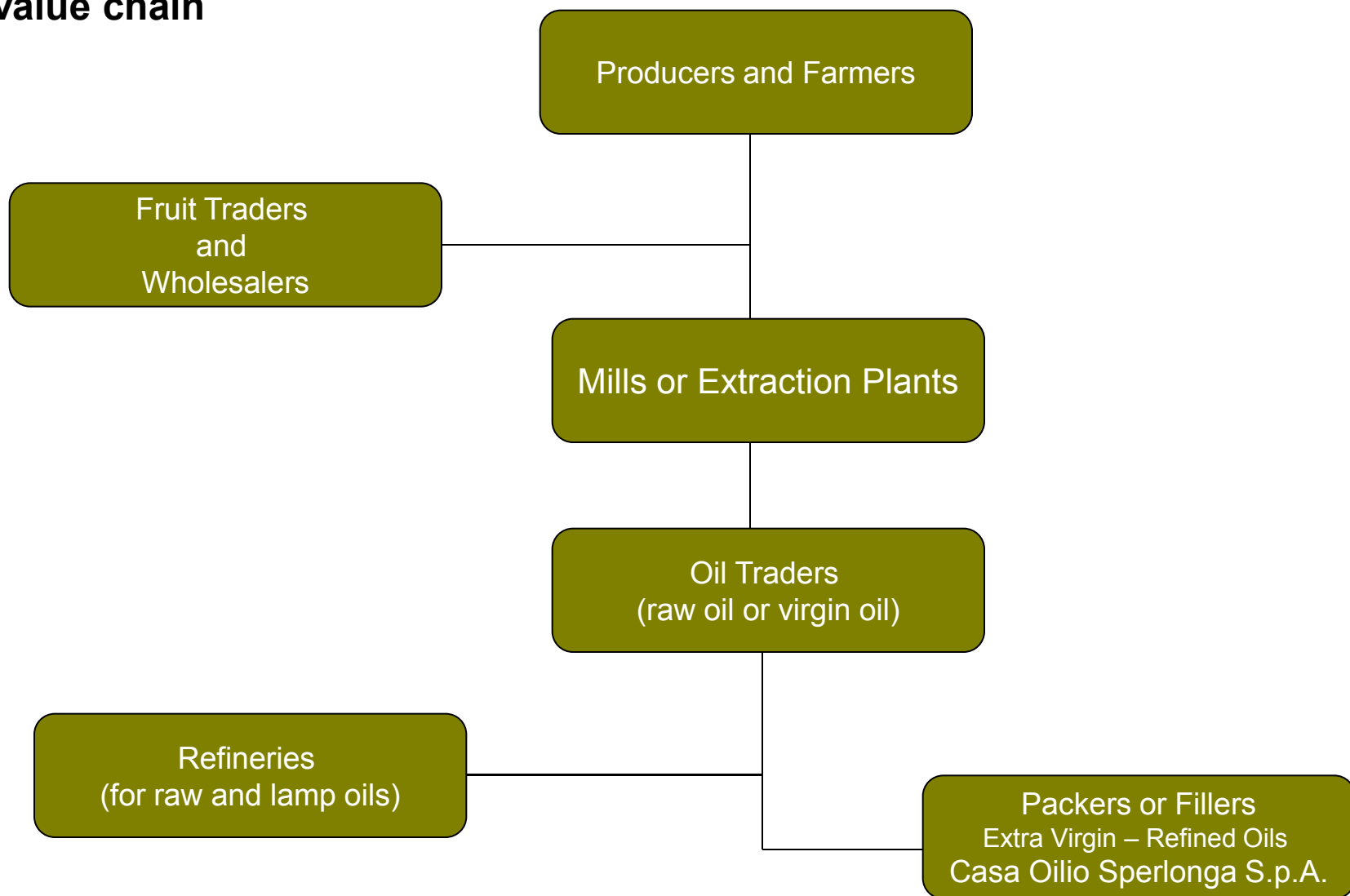
Olive Oil Production Process





- EXTRA: highest quality, with acidity $\leq 0.8\%$;
- VIRGIN: good quality, with acidity $\leq 2\%$;
- LAMP OIL: not edible, with acidity $> 2\%$

The Olive Oil value chain



The excellence comes from the ground



Although Italy aims at preserving the quality of its olive oil, it decided to adapt to the changing olive oil scenario by implementing the latest technologies



It is not a coincidence that Italy is the world leader for pressing, blending and processing technologies



Italy Olive Oil Production

- Total Olive Oil Yearly Production
: 600,000 MT
- Total number of Mills
: 6200
- Mills in exclusive
relationship with COS
: 516
- % of National Production
Collected, Manipulated
and Traded by COS
: 8%



“Tenuta del Levante”, one of the biggest producers in Puglia, supplies to COS, in exclusivity agreement, a relevant part of production from the biggest producing area of the Country.



Regional Production

- Total Lazio Olive Oil Yearly Production : 22,000 MT
- Total number of Mills : 385
- Mills in exclusive relationship with COS : 330
- % of Lazio Production Collected, Manipulated and Traded by COS : 85%



Casa OiliO Sperlonga represents the most important Olive Oil Company in Lazio Region and one of the most recognized in the Italian Olive Oil sector.

The relationship between COS and the territory was and is very strong. Since the beginning, through agreements and alliances with Producers, Growers and Mills Association, COS did reach a collection of more than 85% of Regional (LAZIO) Olive Oil production.



“Frantoi del Lazio”, the most relevant Mills association guarantees the exclusivity supply of 16,000 MT of Olive Oil to COS.

The Company





THREE GENERATIONS
OF
OLIVE GROWERS

XIX CENTURY

MR. DOMENICO SPERLONGA SR.

XX CENTURY

MR. ALESSANDRO SPERLONGA

XXI CENTURY

MR. DOMENICO SPERLONGA JR.





Last century: Sperlonga family olivegroves cultivation

Last years: Casa OliO Sperlonga S.p.A. transformed into a modern manufacturing company

Today: COS selects best quality oil from finest mills to provide worldwide consumers with distinctive olive oil products range



Extra Virgin Olive Oil - Pure Olive Oil - Pomace Olive Oil



Extension 4000 m²

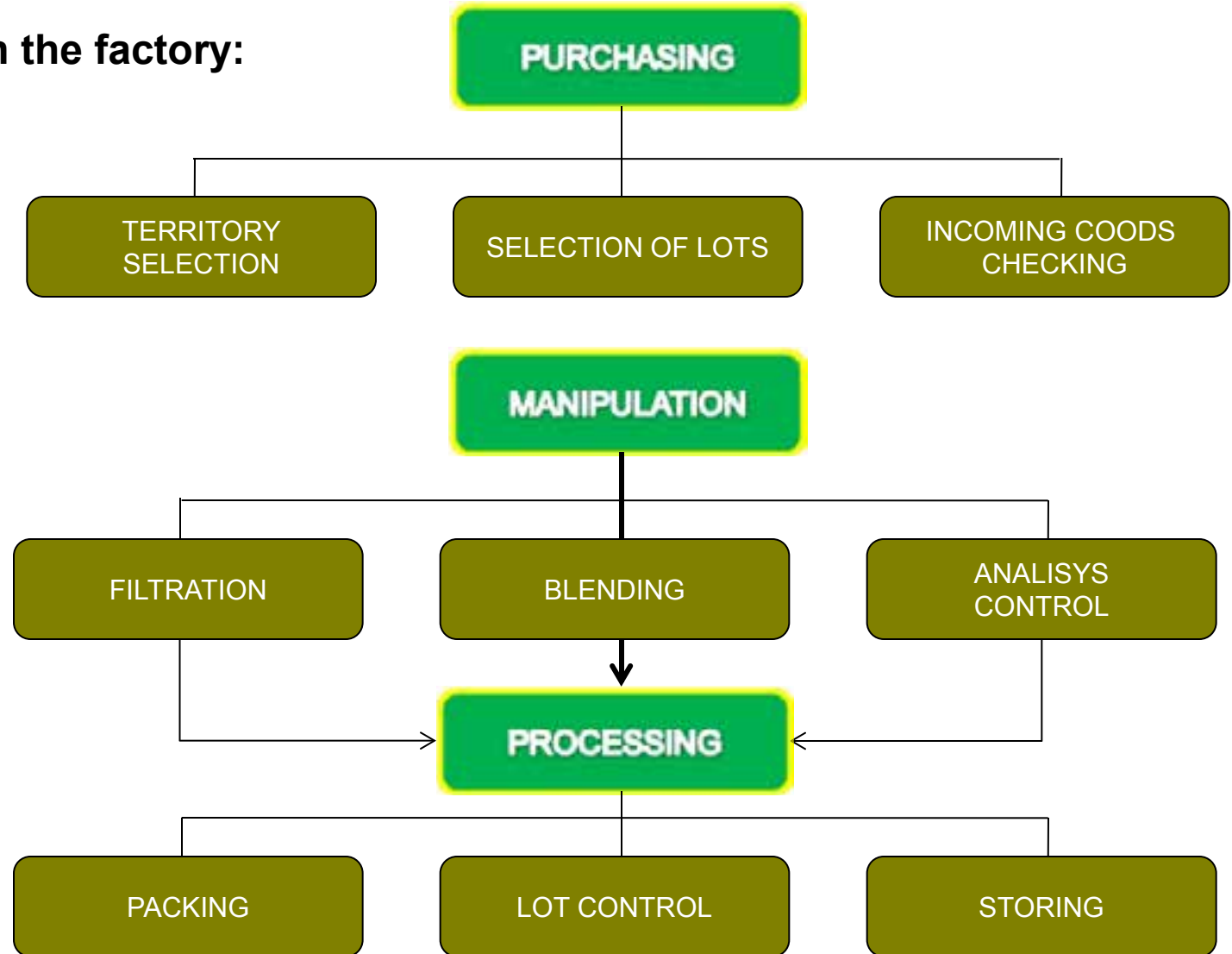
Storage capacity: 650.000
Litres

Production capacity: 60
million bottles/sku per year

Five Production Lines to fill glass,
PET, metal tins and bulk oil



Operations executed in the factory:



1st Stage: Purchasing



Select the best growing territories

Since the great productive areas are scattered on the territory because of the climate, the morphology, the soil conformity, as well as the different cultivar position, it is necessary to identify the geographical location of the best olive fruits varieties, from which olive oil will be extracted.



2nd Stage: Analysis



Checking the incoming goods

After the purchase of the olive oil from growing oil territories and the arrival in the factory plant, a contradictory sample is immediately tasted and compared with the "Contracted" sample for a first conformity evaluation. It is also necessary to compare the acidity values expressed as oleic acid.

After confirming the unloading the oil can be stocked in an empty and clean tank waiting for the analysis results.

3rd Stage: Quality control

Casa Oilio Sperlonga aims at preserving the highest quality standards for olive oil.

In order to achieve this goal, a tasting panel is set up by specialists in our quality department, which detects the merits and defects of the oils.





**Analytical control in accordance with EEC
Reg.n.2568/91 and next amendments EEC Reg.n.656/95.**

ANALYSIS PROCEDURE

The conformity analysis control starts with a series of basic analyses.

Basic analyses are:

- **Acidity expressed as oleic acid**
- **Number of peroxides**
- **Spectrophotometry (specific extinction to UV)**
- **Panel test**

The procedure to obtain the authenticity or purity are:

- **Gascromatography test of the sterolic fraction**
- **Fatty acids metilic esters**
- **Waxes**
- **Halogenatic solvents**
- **Palmitic +Stearic acids in pos.2**
- **Analysis HPLC of the Tryglicerides**
- **Stigmasta 3.5 diene**
- **Aromatic hydrocarbons**
- **Insecticides residual test**

4th Stage: Processing



•FILTRATION

Filtration with inert fossil flours avoids the contact of great free surfaces with air and consequently the danger of oxidation.

•BLENDING

It is effected carefully, by watching the reduction of free surfaces in order to avoid oxidation phenomena.

•CHECKING THE LOT

The blended oil is to be sampled, filed and sent immediately to the laboratory for the final check before the bottling stage.

5th Stage: Packing

Packing stage is to be effected very quickly, in a clean environment and possibly with no direct light.

In fact the light is considered an enemy for the oil and it would be preferable to use dark bottles.



6th Stage: Storage of finished goods



After the production, the finished goods must be stocked for a very short period. The shelf life is up to 18 months.

Packing of Vegetable and Olive Oils
Marketing and trade of packed and bulk edible oils
Bulk logistics for edible oils

EXTRA VIRGIN
OLIVE OIL

PURE
OLIVE OIL

OLIVE
POMACE OIL

POMACE OIL

BLENDED OIL

ASIAN WOK

AROMA OIL



SUNFLOWER OIL

SOYSEED OIL

RAPESEED OIL

PALM OIL

GRAPESEED OIL

OIL BASED DRESSING

FRYING OIL



Glass bottles, Bertolli shape (250ml, 500ml, 750ml, 1000ml);

Glass bottle, Marasca shape (250ml, 500ml, 750ml, 1000ml);

PET bottles, Bertolli shape (500ml, 1000ml);

Rectangular PET bottles (0.5Lt, 1Lt, 2Lt, 5Lt)



Rectangular Metal Tins (3Lt, US Gal, 5Lt, 25 lt)

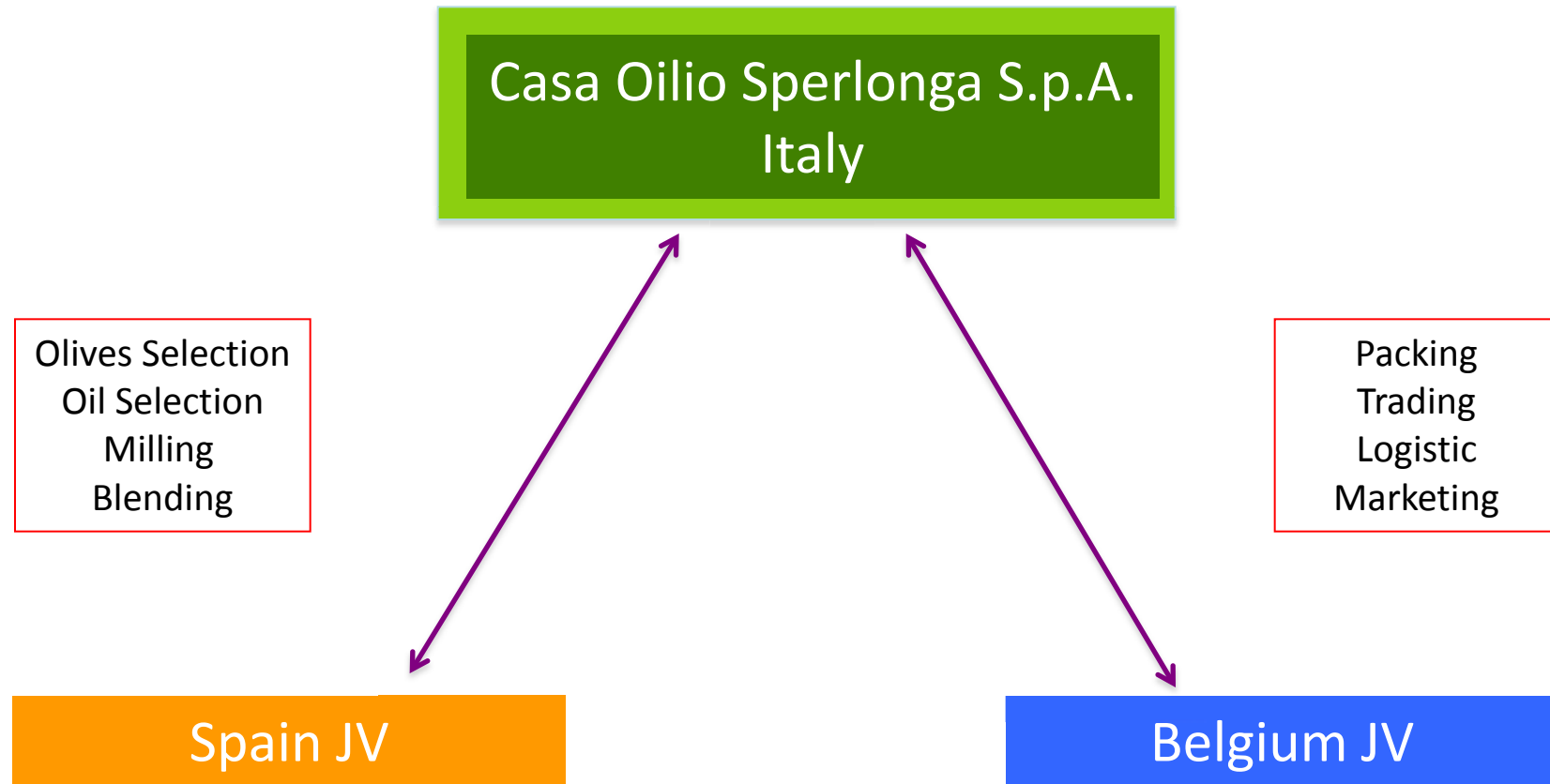
Plastic drum (190kg)

Plastic Intermediate Bulk Containers (lbc 916Kg)

Bulk deliveries (tank trucks 25 tons)

Flexitank (22.800 Lt)





Casa Oilio Sperlonga manages to fully express its true vocation safeguarding the quality of products, the environment and hygiene standards in compliance with: **UNI ES ISO 9001:2000**, **BRC** and **IFS** Certification.



Our Customers in Retail



DUNNES STORES
Always Better Value



Carrefour



ATAC



axfood

KESKO
KAUPPA TAVARJA



colruyt



Musgrave
FRESH



JUMBO
supermarkten

Sainsbury's
Try something new today



WONKE
Konditoreien

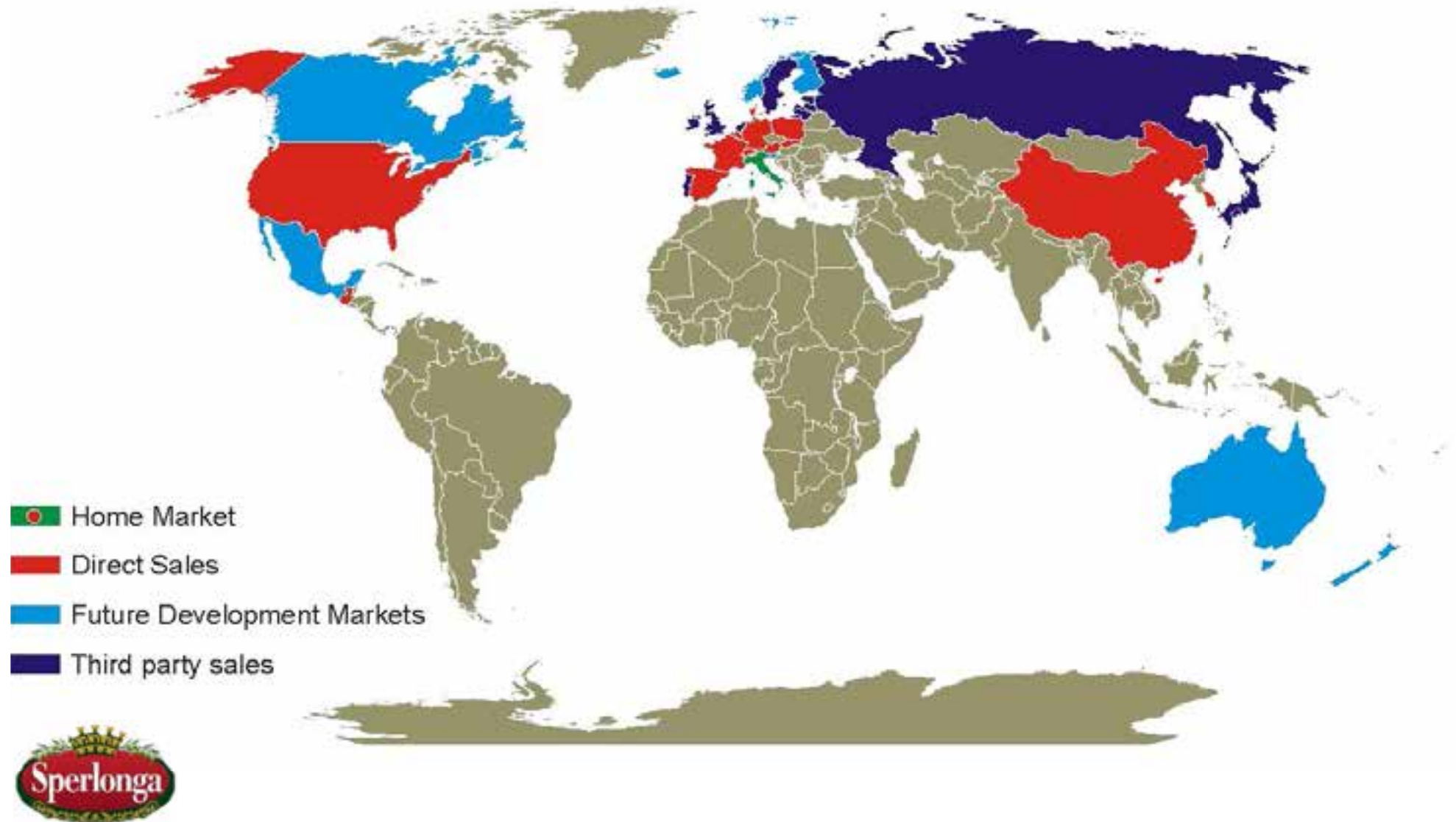


Our Customers in C & C



Our Customers in Industry





Blue Ocean Strategy

An Attractive Growth Sector

- Increasing demand and New Markets
- Greater supply: more and better products and services
- New Product and Specialties: Higher prices and growing profits



Blue Ocean Strategy



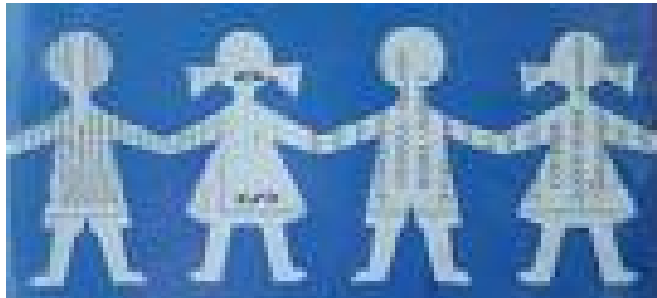
Increasing Demand and New Markets

Olive Oil is at the basis of the Mediterranean pyramid.

The special benefits from olive oil consumption allowed olive oil demand to increase at a very high rate.

Developing the new markets (USA, China, Japan, Korea, etc.) is the COS mission.

Blue Ocean Strategy for COS



Greater supply: more and better products and services

- Synergy with the importers and distributors.
- Private Label
- “Just in time” supply, reducing the inventory time and the related costs.
- Marketing strategy, with promotions, tasting and educational seminars.



In the **Blue Ocean Strategy** Perspective...







Why extra virgin olive oil?

Olive oil contains polyphenols, which work as its own natural preservatives, releasing key health benefits.

Why polyphenols?

Polyphenols absorb free radicals and have a positive impact on cardiovascular diseases and cancer. They also act as antiinflammatory, as confirmed in clinical studies.

Why HP?

Average content of polyphenols in Extra virgin in the market is 180 mg/kg. HP brings high intake of polyphenols with small quantity. So extremely suitable for low olive oil consumption diet.

Beyond extra virgin olive oil.

**Beyond the concentration established by EFSA (European Food Safety Authority)
to achieve health benefits.**





为什么选用特级初榨橄榄油? 橄榄油含有多酚,是油的天然防腐剂。对地中海饮食的研究表明,油中的多酚提供着关键的健康益处。

何为多酚?

多酚可以吸收自由基,并对心血管疾病和某些癌症有积极的正面影响。临床研究证实,多酚还有抗炎作用。

为什么选择HP? 市场上特级初榨橄榄油的平均多酚含量为180毫克/千克。而HP只需少量即可带来多酚高摄入量。所以的极其适合橄榄油消费量低的饮食结构。

优于普通特级初榨橄榄油,优于欧洲食品安全局建立的标准,此创新实现了真正健康益处。







Olive oil antioxidant properties are legendary for nourishing skin and fighting the signs of aging.

Rich in vitamin E and beta carotene, Sperlonga Cosmetic Line is antioxidant, it stimulates new cell generation, slows the progression of wrinkles, and gives skin a youthful look.





Frying Olive Oil



- Soft oils fry tasty but unhealthy
- Modern consumer is health conscious
- Modern market demands taste and health.
- Healthier than soft oil cheaper than extra virgin
- Beyond the old habits

**SPERLONGA
FRYING OLIVE OIL
Is the answer**

- Good resistance and high smoke point
 - Double durability
 - Good taste ☐
 - Does not interfere with the food flavor
 - Good for health
 - Rich in polyunsaturated FATS
- ☐





Omega 3/6/9,

Omega 3/6/9 are indispensable for:

- cellular membrane creation,
- hemoglobin synthesis,
- cholesterol reduction
- rheumatoid arthritis prevention
- regulation of cerebral and nervous functions,
- anti-oxidant role against free radicals





Kiddy Olive Oil

Kiddy olive oil is formulated especially for children from 6 months to 12 years old following the formula recommended by the United States Institute of Medicine (IOM). Ingredient: Refined olive oil, High Polyphenols Extra Virgin Olive Oil enriched by natural DHA and added with Vitamin A, D and E.



The Show Room



The state-of-the-art plant doesn't mean only an efficient and modern factory.....

The Show Room

..... But also a gallery between the past and the present endorsing the passion of this family .



Thanks for your attention

