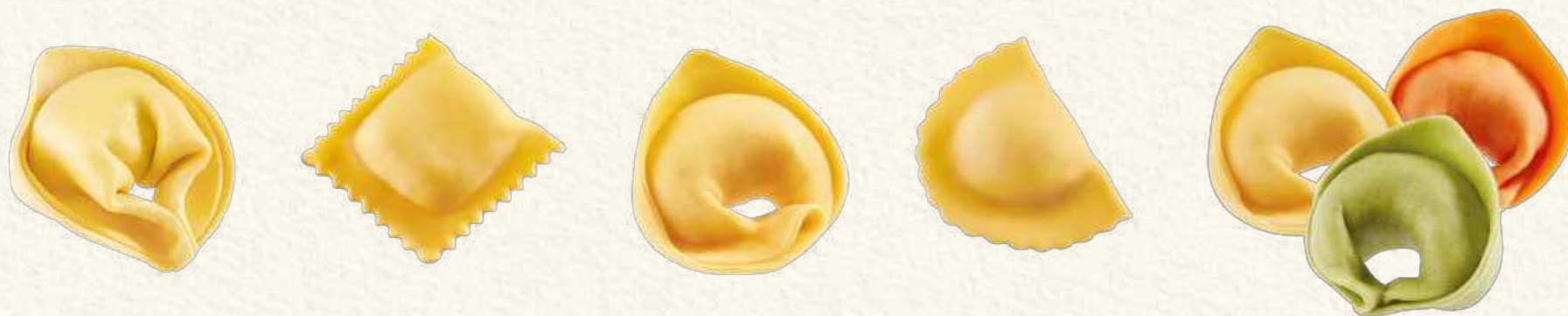




**TRADIZIONE DI FAMIGLIA DA OLTRE 100 ANNI**



# ABOUT US

- ⦿ Since the 1950s our company has successfully specialized in the production of **dried filled pasta** (tortellini and ravioli), which is prepared with the most **modern systems** and in a state-of-the-art production facility, but still according to ancient **traditional recipes**.
- ⦿ 4 production lines with a capacity of **7,000 tons/year, always working 24/7**. 5 all-automated packaging lines in a completely renovated department. A global turnover of about 16 million €.
- ⦿ Market leader, Pagani offers considerable **flexibility and adaptability** to meet customer needs.
- ⦿ For years, Pagani has regularly obtained important certifications relating to product quality and production system safety (**IFS, BRC**) and social compliance (**SMETA 4 Pillars**), with excellent evaluations.
- ⦿ Our company is located on the north-eastern outskirts of **Milan**, Italy.









# PAGANI IN THE ITALIAN PASTA INDUSTRY\*

Among the 411 largest pasta producers in Italy, PAGANI ranks:

- ⑤ 58<sup>th</sup> by turnover (2<sup>nd</sup> in the dried filled pasta market)
- ⑤ 61<sup>st</sup> by business value
- ⑤ 108<sup>th</sup> by profit margin

\* SOURCE: Plimsoll Publishing Ltd, "Produzione pasta (Italia)", November 2022 and April 2023



## OUR MISSION

- ⑤ **Offering top quality products** prepared with the most modern systems and in a state-of-the-art production facility, but still according to ancient traditional recipes.
- ⑤ **Guaranteeing the best quality-price ratio**, constantly investing in the improvement of our products and in the R&D of new fillings and formats.
- ⑤ **Promoting Pagani's know-how** on the international market as a guarantee of Italian quality traditions.



# COMPETITIVE ADVANTAGES OF PAGANI

## COMPANY

- ⑤ A **real specialist in dried filled pasta** with an experience of more than 70 years.
- ⑤ A **family tradition** that has entered the fourth generation.
- ⑤ An **ideal partner** for third-party producers and private labels in terms of quality (quality-price ratio) and service (flexibility and adaptability, IFS/BRC/SMETA).
- ⑤ A **reliable and solid** company.
- ⑤ **2<sup>nd</sup> player worldwide** in the dried filled pasta industry with **constant investments** in production facilities and with **constant growth** on the market, especially abroad.
- ⑤ A **strong presence** in the retailers of Italy, Spain, Germany, Greece, Netherlands, Poland and USA, just to name a few.



# COMPETITIVE ADVANTAGES OF PAGANI

## PRODUCTS

- ⑤ Pagani Tortellini and Ravioli are produced using **top-quality natural raw materials** (e.g. barn eggs, no palm oil).
- ⑤ **The dehydration process is all natural** and does not employ preservatives.
- ⑤ Easy-to-store: our products **can be stored at room temperature up to 12 months.**
- ⑤ **An exceptional cooking yield:** our dried filled pasta increases its volume by almost 3 times.



## Our classic products for retailers and consumers

- ⦿ Flowpacks: cured-ham- and cheese-based products with 250 g – 500 g – 1000 g packagings
- ⦿ Display boxes: specialties / products with particular fillings, ideal for the foreign markets

Products for specific sales channels  
Meat-based products for wholesalers, catering channel and discounts

**MOST IMPORTANT CLIENTS:  
THIRD PARTY PRODUCERS  
& PRIVATE LABELS**



We are also equipped to pack products **for industrial use** (e.g. in blue bags of 5 kg each).

# MOST IMPORTANT CLIENTS: THIRD PARTY PRODUCERS & PRIVATE LABELS



# PAGANI PRODUCTS

NEW FLOWPACK LINE STARTING FROM OCTOBER 2021



# PAGANI PRODUCTS

NEW DISPLAY BOX LINE "SPECIALITÀ" STARTING FROM OCTOBER 2021



# PAGANI PRODUCTS

## NEW PRODUCT: TORTELLINI READY TO EAT



- ⦿ Ready in just 2 minutes by heating them in the microwave
- ⦿ No preservatives
- ⦿ 12-month shelf life
- ⦿ Can be sold both in the refrigerated or in the ambient area of the supermarket



# OTHER PAGANI PRODUCTS



# GRAN MENÙ PRODUCTS



For wholesalers, catering channel and discounts.

# CERTIFICATIONS



Higher Grade (97,25%)



Higher Grade (Grade A)



# AN AGGRESSIVE PLAN FOR FURTHER GROWTH

## 2009-2011

A new facility is built, more than **doubling the area of our factory.**

## 2017

A **new employment shift system** is adopted to guarantee no-stop 24/7 production for 48 weeks/year to quickly face higher market demand.

## 2018-2020

- ⊗ A **new mixer** is installed in the filling department.
- ⊗ **Product coolers** are added on the production lines, after the drying process.
- ⊗ 28 new storage **silos** for finished products are installed.
- ⊗ A **new packaging department** is set up, consisting of 5 all-automated packaging lines.

## 2022

A **new photovoltaic system** has been installed for the self-production of around 20% of the company's energy needs.

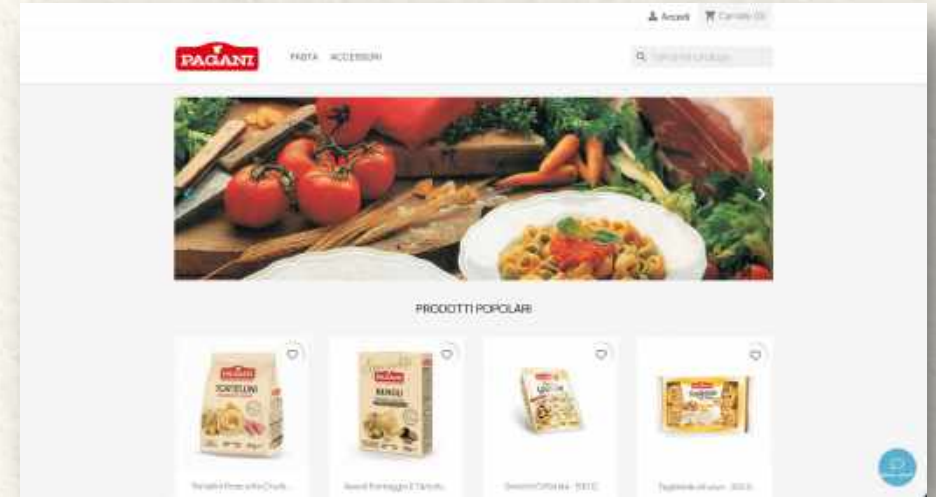
## 2024-2025

- ⊗ Install a **new production line** to achieve a +25% capacity (total 8,000 tons/year by working 24/7).
- ⊗ Install a **second pasta-making machine.**
- ⊗ **Enhance eggs, semolina and breadcrumbs storage systems.**

# COMMUNICATION



A new **website**, responsive and always updated!  
[www.tortellinipagani.com](http://www.tortellinipagani.com)



**E-shop**  
[shop.tortellinipagani.com](http://shop.tortellinipagani.com)

## Social media





TRADIZIONE DI FAMIGLIA DA OLTRE 100 ANNI

## **PAGANI INDUSTRIE ALIMENTARI S.p.A.**

CAPITALE SOCIALE € 600.000

Via Fiorbellina, 50 - 20871 Vimercate (MB) - Italy - Tel. (+39) 039.608.10.88

P.IVA IT 00692000961 - Cod. Fisc. 00767990153 - R.E.A. 310143 - VetInWeb 76083 - Export Mecc. 053120

<https://www.tortellinipagani.com> - e-mail: [info@tortellinipagani.com](mailto:info@tortellinipagani.com) - SDI: 77R5X8W - PEC: [tortellinipagani@pec.it](mailto:tortellinipagani@pec.it)

