

Company Profile

FABIO LEONARDI

LEONARDI FAMILY



IGOR is owned by Leonardi family since 1935 – when it was founded by grandfather Natale. A family that works fiercely from 4 generations of entrepreneurs, that stands out for craftsmanship, innovation and a big passion.

THE IGOR GROUP



IGOR GROUP



EVOLUTION

- <u>1935</u>	FOUNDATION	Natale Leonardi made artisanal gorgonzola cheese at Mezzomerico and he sold his delicate cheese to the hotels on the Maggiore Lake.	
- <u>1996</u>	IGOR 1	IGOR moves his plant to Cameri, in a new factory of 15.000 m2.	
- 2003	IGOR 2	The family decides to enlarge the company further: + 5.000 m2.	FORMAGE
- 2006	BALLARINI	In order to increase the exportation, IGOR acquires Ballarini, a company specialized in maturing the gorgonzola cheese.	Ballarini
- 2008		Clin is a traditional cheese factory; Clin can produce 800 wheels per day of gorgonzola mild and sharp, thanks to a " polyvalent machine" of 3000 lt.	Clin
- <u>2009</u>	IGOR 3	Enlargement of the head quarter : +5000 m2.	
- <u>2011</u>	IGOR 4	The family decides to enlarge for the fourth time the company: + 10.000 m2.	
- 2014		Pal is a tiny traditional cheese factory close to the Monte Rosa. Pal can produce 300 wheels per day of gorgonzola mild and sharp, thanks to a "polyvalent machine" of 3000 lt.	CaselFicio in Valuesia
- 2018	IGOR 5 GORGONZOLA 4.0	Gorgonzola 4.0" : this is the fifth enlargement of the company; now Igor covers an area of 50.000 m2 thanks to the national project "industria 4.0"	
- <u>2019</u>	SI INVERNIZZI ACQUISITION	IGOR acquires Si Invernizzi Creamery; a centenarian iconic brand of gorgonzola cheese ; its artisanal creamery produces a "niche cheese" thanks to the original hemispherical cauldrons, according to tradition.	S
- 2020	200 M	200 million sales of Gorgonzola	Si INVERNIZZI

THE PDO GORGONZOLA

The **PDO mark (Protected Designation of Origin)** is a European recognition attributed to those **products** whose production phases take place in a **geographically delimited area** and is rigorously in compliance with a precise production specification with respect to the **tradition**.

Gorgonzola DOP can be either **Sweet or Piccante**. It's impossible to mistake one variety for the other because both of them have unique features.

Sweet Gorgonzola is characterized by a soft texture with a limited soft blue-green marbling. It has a delicate flavour which comes from a maturation of at least 50 days.

Piccante (Spicy) Gorgonzola has a harder paste with a more intense and widespread blue-green marbling. The taste is strong and piccante (very spicy) probably due to a longer **maturation period of at least 80 days**.



A COMPLETE FOOD : NUTRITIONAL VALUES

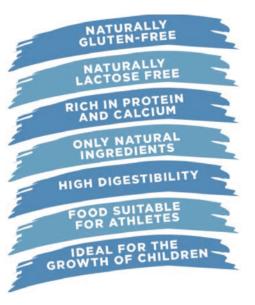
Gorgonzola IGOR has important organoleptic properties, which make this cheese the perfect ingredient for a balanced meal. In addition to that, it is indicated for those suffering from common food intolerances, such as lactose and gluten, and is a valuable ally for athletes and for the physical well-being of both adults and children.



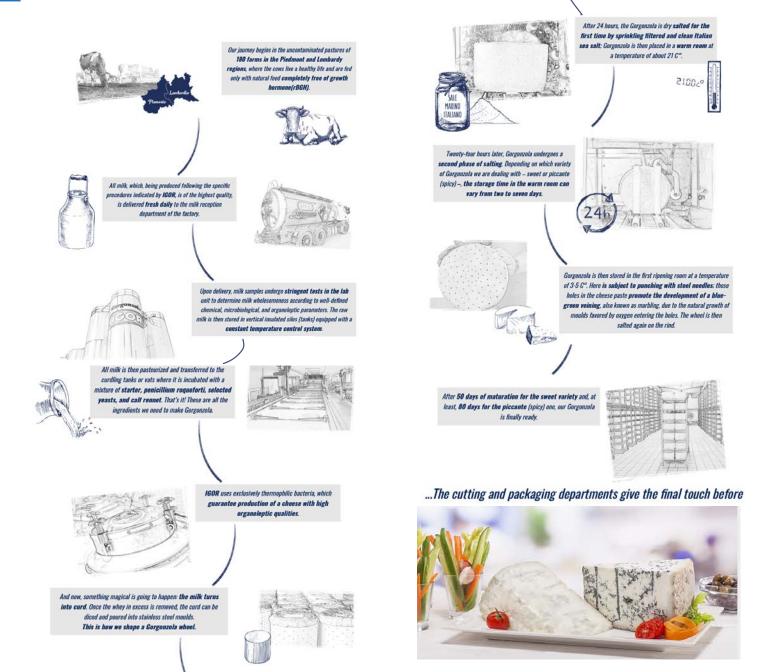
NUTRITIONAL VALUES

ENERGY 325 kcal TOTAL FAT 27 g SATURATED FATTY ACIDS 19,4 g CALCIUM 432 mg CARBOHYDRATES 0,9 g PROTEINS 19,5 g PHOSPHORUS 374 mg FIBERS < 0,5 g VITAMINS A, B1, B2, B6, B12, E, PP SALT 1,81 g





HOW IT'S MADE



CERTIFICATION

IGOR Gorgonzola is strongly committed to ensuring the highest quality products. **IGOR Gorgonzola** has always strived to meet the highest **production standards**: a constant effort that has been certified by important governing bodies.

UNI EN ISO 22000:2005		
issued on 2013		
GLOBAL STANDARD FOR FOOD SAFETY (BRC)		
issued on 2015		
IFS INTERNATIONAL STANDARD FOR AUDITING FOOD SUPPLIERS		
issued on 2015		
LFREE: NATURALLY LACTOS FREE		
issued on 2019		
AXPO: 100% ENERGY ONLY FROM RENEWABLE SOURCES		
issued on 2020		
ZERO EMISSION COMPANY		
issued on 2020		

HALAL CERTIFICATION



الهيئة العالمية للحلال HALAL INTERNATIONAL AUTHORITY

WWW.HALALINT.ORG

AWARDS

IGOR Gorgonzola is strongly committed to ensuring the highest quality products. **IGOR Gorgonzola** has always strived to meet the highest **production standards**: a constant effort that has been certified by important governing bodies.

20200-	IGOR Gorgonzola among the "ITALY'S BEST EMPLOYERS FOR WOMEN 2020": new important recognition to Igor for the commitment to gender equality. The German Quality and Finance Institute conducted a survey on business culture, professional training and equal opportunities.
2020	 IGOR GORGONZOLA is a Digital Star 2020: according to the study carried out by the German Institute of Quality and Finance that has analyzed for 12 months data from 438 million online sources, IGOR is among the best 350 Italian companies in the digital field, I was the first in the dairy sector with the highest score.
2019	PAL Gorgonzola DOLCE PDO obtains the "Targa d'Eccellenza" at the 13th National Slow Food Cheese Contest "Infiniti Blu" organized by Slow Food and ONAF.
2019	 IGOR GORGONZOLA, with great pride, became part of the 100 SUPER CHAMPION companies, those with a turnover from 120 to 500 million.
2016	Gorgonzola piccante IGOR wins first prize in the category "Piccante Gorgonzola PDO Cheese" at the San Lucio CaseoArt Trophy. This award stands by far as the highest recognition in the Italian dairy craft
2015	 PAL Gorgonzola PDO obtains the "Diploma di Qualità" at the 8th National Slow Food Cheese Contest "Infiniti Blu" organized by Slow Food and ONAF.
2014	PAL Gorgonzola PDO obtains the "Diploma di Qualità" at the 7th National Slow Food Cheese Contest "Infiniti Blu" organized by Slow Food and ONAF
2014	Leonardi Gran Riserva wins first prize in the category "Sweet Gorgonzola PDO Cheese" at the San Lucio CaseoArt Trophy. This award stands by far as the highest recognition in the Italian dairy craft.
2012	IGOR sweet Gorgonzola wins the Super Gold prize in the category "Blue Cheese" at the World Cheese Awards - 2012, the international annual excellence award of the dairy industry held in Birmingham (UK), featuring 2,781 cheeses from 30 different countries.
2011	In the month of November, IGOR Gorgonzola wins the Gold Medal in its category at the World Cheese Awards in Birmingham.
20090-	In the month of March, IGOR Gorgonzola is declared by DATABANK as "Company to watch in 2008" in the "Table Cheese" category.
2004	-• IGOR wins again the Gold medal in the "Blue PDO Cheeses" category at the World Cheese Award in London.
2002	IGOR places first at the World Cheese Award in London after having won the same prize in 1997, thus confirming its ability to meet high-quality standards over time.
2001	In the month of July, DATABANK, a leading company in financial research and financial trends analysis, ranks IGOR as the leading Italian cheese factory in the development and production of "fresh, soft and semi-firm aged cheeses" for the year 2000.
1999 0-	The French magazine PROCESS ranks IGOR as one of the best eighteen cheese factories of the decade in Europe in the "FOOD" sector.

CORPORATE SOCIAL RESPONSIBILITY

Foundation Community of Novara

Donations And Support To The Maggiore Hospital Of Novara

> **Sport Clubs:** Igor Volley Novara Novara Football Rally Motocross Running Rugby



Cogeneration Plant Management Of Water Resources Plastic Reduction Milk/whey Methane Transports Bee Friendly Project 100% Renewable Energy Sources 48% Optimization Of Energy New Packaging 100% Recyclable: Save The Seas Campaign

Zero Emission Company

From Milk Certified Animal Welfare

COMMITMENT FOR A SUSTAINABLE GROWTH



Animal Welfare Certificate on farm

Zero Emission Company

Thanks to the commitment to implement a sustainable growth policy, IGOR Gorgonzola has been certified as ZERO EMISSION COMPANY.

This acknowledgement attests that IGOR reduced the greenhouse gas emissions to zero. This goal has been achieved thanks to energy efficiency measures in the production process and the purchase of 16.000 CERs, CERTIFIED EMISSION REDUCTION units from projects of Clean Development Mechanism.



2 Cogeneration plants

IGOR Gorgonzola decided to equip their plant with two cogeneration systems with Green Energy features. Thanks to these methane gas plants, the emissions were significantly reduced and the self-sufficiency and the stability of the production plants are ensured. This system allows to reuse 98% of engine thermal energy and exhaust gas with a significant reduction in energy waste.



Milk/Serum

Only Italian fresh milk from the PDO territories is processed during production. No refrigeration units are lost during processing, from the storage temperature (max +4°) to the working temperature. All serum is concentrated with a low-power osmosis system equipped with a low energy absorption. Moreover, demineralized water resulting from this process is used for other aims in the production process.



Water

The use of water is controlled by PLC with timed use age rules: a choice that avoids waste. Compared to the European average of water use for volumes produced in the dairy industry, IGOR boasts one of the most efficient plants (source: French magazine "Process").



Reduction of plastic use

Every year, thanks to the resealable foil and the elimination of plastic overlid, Igor Gorgonzola reduces the use of plastic lids on almost 12 million 200 g-packs of Gorgonzola.



Ecological methane gas transport In order to reduce the CO2 emissions in the atmosphere, we asked our transporter of milk to use a new ecological means of transport working with methane gas.



BEE FRIENDLY INITIATIVE

Confirming again the attention to the environmental sustainability, IGOR Gorgonzola launched a project called BEE-FRIENDLY in February 2020. This project consists in the placement of beehives in the plant in Cameri. This initiative aims at underlining the importance of bees which ensure the natural cycle thanks to the pollination.



Certification ISO 50001

Igor Gorgonzola has been certified to ISO 50001:2011. This voluntary International Standard was issued in 2011 by the International Organization for Standardization and represents the new International energy management standard. The standard ISO 50001 focuses on the implementation of an Energy Management System thanks to a systematic approach for monitoring consumption in order to allow a more rational use of energy sources which are involved in the whole production process of the company, and to reduce their consumption resulting in a significant energy saving.



100% Energy from Renewable Sources

IGOR is extremely attentive to the environmental impact therefor they decided to implement a sustainable growth policy. For this reason, Igor Gorgonzola has chosen to use only Energy from Renewable Sources, with Axpo Certification with the guarantee that the consumed energy has been produced by plants that use renewable sources.





ANIMAL WELFARE

The **ANIMAL WELFARE** certification is a further demonstration of the traceability of the production chain. With this certification it is ensured that the company follows a structured program of evaluation of animal welfare farms, with scientific and objective bases, to demonstrate and guarantee the high quality in the selection of farms in Piedmont.



In 2021 <u>ALL THE IGOR GROUP PRODUCTION SITES</u> will only collect milk from farms certified <u>ANIMAL WELFARE</u>.





IGOR Gorgonzola has always given importance to the organic

market and has now received the NOP Certification

(animal products obtained without antibiotic use)

by **BioAgriCERT** in compliance with the regulation issued by the USDA.



IGOR FOR THE ENVIRONMENT

Save the Seas



IGOR Gorgonzola is pleased to announce a new initiative in the name of **sustainability** and **the protection of our ecosystem**: the **SAVE THE SEAS** campaign.

We are well aware that the pollution produced by plastics is particularly harmful to the marine ecosystem. For this reason, in IGOR we have already **reduced their use in our packaging by 30%**.

In addition, IGOR has developed a **new plastic packaging** for products intended **for the industry channel** that is **100% recyclable**, designed to allow <u>reuse</u>, <u>recovery</u> and to <u>minimize the impact on the environment</u>.

The material of these blue packaging for the industry channel is identified as <u>PE-LD 04</u>, 100% recyclable in accordance with European standards.



IGOR GORGONZOLA OPTIMIZES BY 48% its energy process

Always with the aim of growth in the name of sustainability, IGOR in the last 3 years has implemented a **plan for** continuous improvement of the energy performance of the energy management system, in accordance with ISO 50001 standards.

In support of this initiative, **TOE/t** was introduced as a measuring system in February 2020, representing the tonnes of oil equivalent compared to the tonnes of gorgonzola produced. In February 2020, the Energy Baseline recorded 0.563 TOE/t, and after a year, in February 2021, it reached 0.220 TOE/t, equivalent to an **OPTIMIZATION OF THE ENERGY PROCESS OF 48%**.

An excellent result obtained thanks to a sustainable growth policy oriented to the optimization of energy resources.

THE CEO'S WORDS

'We are very proud of this result' -says Fabio Leonardi, CEO of Igor Gorgonzola-. 'Making the energy process of our plant more efficient was an ambitious goal. Being able to achieve it and be able to demonstrate with numbers the importance of this objective makes us very satisfied with the work done and motivates us to continue to pursue a sustainable growth policy'.



SOCIAL AND TERRITORY

The Leonardi family is very attentive to social issues and Gorgonzola - being a PDO - has a strong link with the territory. Recently Igor has created his own fund at the "Comunità Novarese" Foundation to support social projects; the President of this foundation since 2015 is Ezio Leonardi, Uncle of the Leonardi family.

IGOR ALSO SUPPORTS SEVERAL LOCAL SPORTS CLUBS:

-IGOR Gorgonzola Volley Novara* -NOVARA Football* -Rally -Motocross -Running -Rugby Coppa Italia A1 2015 Campionat



Coppa Italia A1 2018



Campionato Italiano 2017



Coppa Italia A12019



Supercoppa Italiana 2017



CEV Champions League



Gorgonzola



IGOR ON THE WEB

Igor has been investing a lot in Digital Marketing for several years. A creative website has been created and optimized for search engines: the website is constantly updated with tasty recipes and videos made by famous chefs.

Translated into ten different languages, it records hundreds of thousands of visitors each month, also thanks to Google Ads and Facebook Ads campaigns.

The constant presence in industry sites (Food&beverage and national information sites) has given, as a result, the leadership on major social media, such as Instagram, Facebook, Linkedin and Youtube and the inauguration of official IGOR pages in 4 countries. Igor also invests in collaboration with famous Chefs, Influencers and Food Bloggers through online competitions, daily interactions and periodic campaigns.

In 2021 Igor also invested in digital campaigns on the main Food and Beverage sites in France, Spain and Germany.





OUR PRODUCTS



OUR PRODUCTS

SALES FORMATS:

- WHEEL 12 kg
- HALF WHEEL 6 kg
- 1/4 OF WHEEL 3 kg
- 1/8 OF WHEEL 1.5 kg
- 1/16 OF WHEEL 750 g
- PORTIONS 150/200/300 g

OUR PRODUCTS:

• GORGONZOLA GRAN RISERVA LEONARDI AL CUCCHIAIO

- QUATTROROSE SANTI Premium Gorgonzola
- BLU DI CAPRA blue cheese with 100% italian goat milk
- GORGONZOLA CRUMBLES
- GORGONZOLA INBLU classic line of sweet Gorgonzola
- GORGONZOLA SWEET CASA LEONARDI classic sweet Gorgonzola
- GORGONZOLA SWEET IGOR CREME classic creamy Gorgonzola
- GORGONZOLA PICCANTE BLACK LINE
- GORGONZOLA ORGANIC
- GORGONZOLA FOR THE INDUSTRY
- PETIT PLATEAU a tasty selection of sweet and spicy gorgonzola
- MASCARPONE & GORGONZOLA
- OTHER CHEESES

Taleggio, Grana Padano, Provolone, Fontal, Mascarpone, Mozzarella, Ricotta



Gran Riserva Leonardi La Selezione



Gran Riserva Leonardi Bordeaux



Gran Riserva Leonardi - La Selezione



New Accessory

Gran Riserva Leonardi - La Selezione



The use of the following **ring-accessory** allows to divide the rind from the paste, thus allowing the operator to take the product with the spoon without collecting even the rind (which by law is NOT EDIBLE). In addition, it keeps the paste more compact without sacrificing creaminess, thus allowing a better presentation of the product at the gastronomy counter.

1/8 Gran Riserva Leonardi La Selezione





Lo Kg 1x4

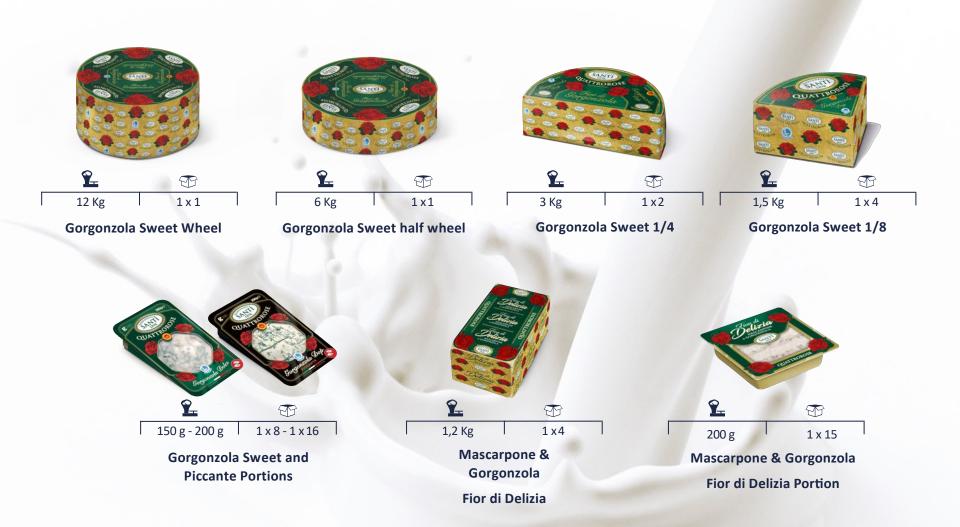
Gran Riserva Bordeaux 1/8

Gran Riserva 1/8

Petit Plateau



Quattrorose Santi



Gorgonzola Sweet DOP - InBlu



Gorgonzola Sweet DOP - InBlu



Gorgonzola Sweet DOP - Igor Creme



Gorgonzola Sweet DOP - Casa Leonardi



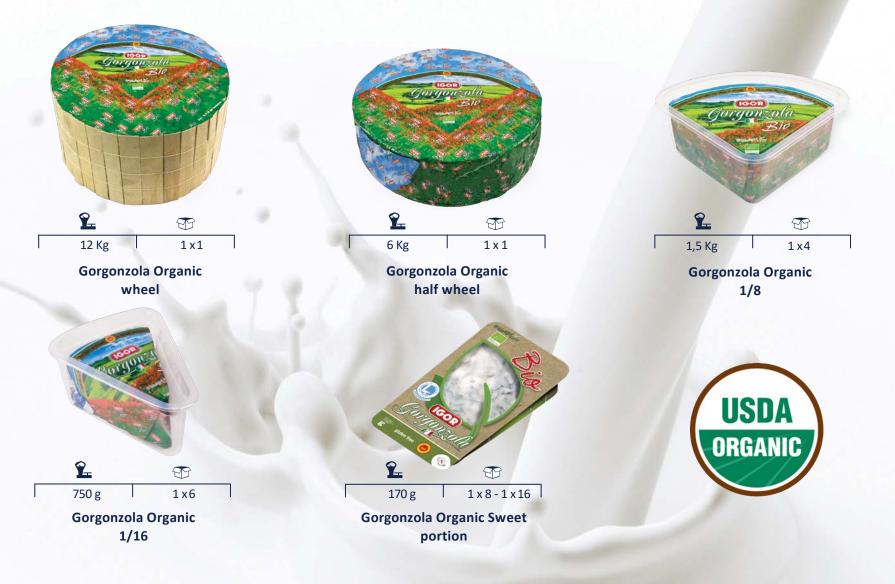
Gorgonzola Piccante DOP



Gorgonzola Piccante DOP



Gorgonzola DOP - Organic



GORGONZOLA CRUMBLES 170g

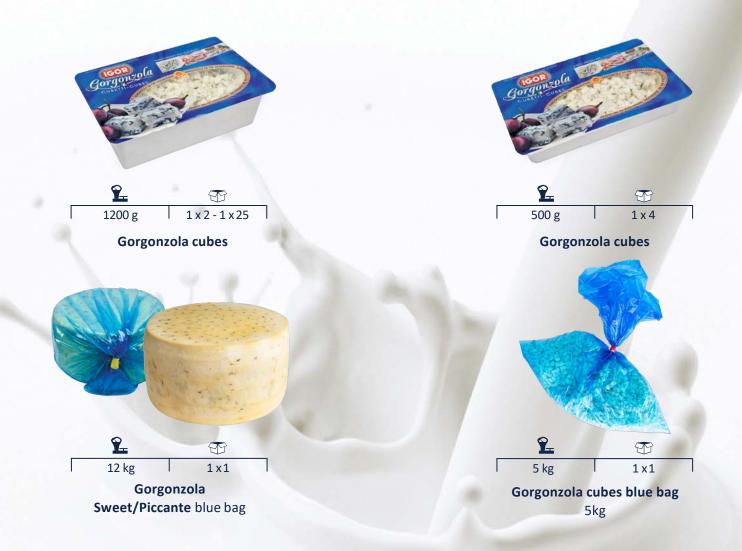
GORGONZOLA CRUMBLES

The authentic Italian Gorgonzola ready to use.

IGOR Crumbles is the new proposal to meet the demands of the global market: it represents the will of IGOR to realize products in line with the needs of the new generation of consumers all over the world.



Gorgonzola DOP - for industry



BLU DI CAPRA IGOR

BLU DI CAPRA IGOR

It is the precise answer to modern consumers, who are increasingly sensitive to health-nutritional aspects, but without neglecting goodness and quality. Blu di Capra IGOR is in fact the perfect synthesis between a delicate taste, the result of a refined balance between the characteristic taste of goat milk and the fragrant note of blue marbling, and important nutritional characteristics: high digestibility, low cholesterol content, excellent source of protein and calcium.

It is also entirely made with 100% Italian fresh goat's milk.





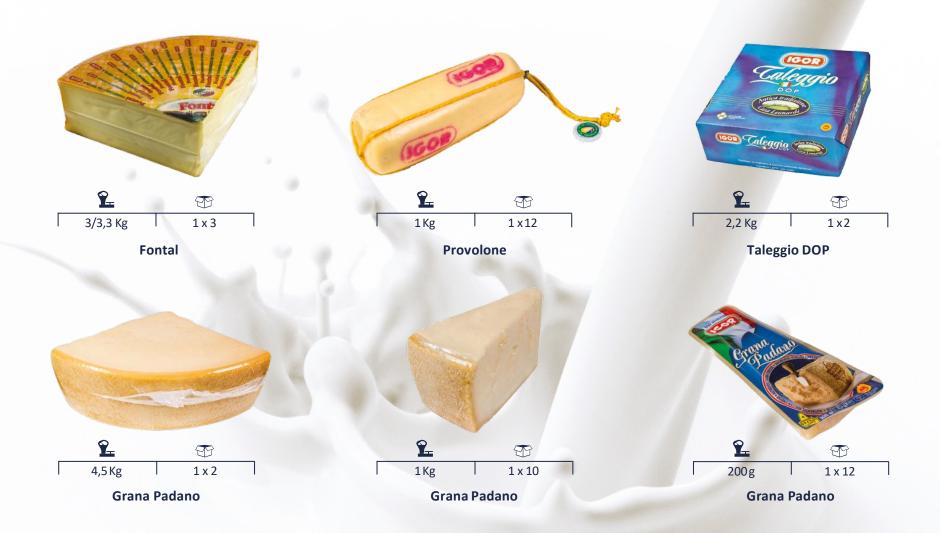
Blu di Capra



Mascarpone, Ricotta and Mozzarella



Other cheeses





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