

**Besana**<sup>®</sup> *QUALITY NATURALLY* our numbers

**40.000**  
square metres of total operation surface

**25.000**  
metric tonnes of nuts, dried fruit and seeds produced every year

**120.000.000**  
single packs produced every year

**35**  
production lines

**450 (65% women)**  
highly skilled Group employees

**2.000**  
direct and associated growers controlled and coordinated by the Group

**9.600** pallets storage space of which **4.000** in chilled areas

**70%** of Group sales to retail accounts

**30%** of sales are semi-processed goods to industrial accounts

**Besana**<sup>®</sup>  
*QUALITY NATURALLY*  
Since 1921  
*A family history*

**V. Besana S.p.A.**  
Via Ferrovia 210 - 80040 San Gennaro Vesuviano (NA) - Italy  
Tel. +39 081 8659111 / Fax +39 081 8657651  
info@besanagroup.com - www.besanaworld.com

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eat well feel better

member of

Besana was founded **in 1921 by brothers Emilio and Vincenzo Besana** to process the abundant hazelnut, walnut and chestnut crops, growing on the rich volcanic soil at the foot of the Vesuvius in the southern Italian province of Campania. The company grew organically over the following decades expanding its product range, enlarging its geographic reach across continents, and growing its customer base. Besana has always worked closely with regional farmers, as well as growers supplying products from various countries and continents. The company is also involved in cooperative activities helping to develop and improve the production and commercialization of nuts, seeds, dried fruit and chocolate across different regions worldwide. This long term policy has secured the company a dependable and loyal supplier base, essential in managing the wide range of products coming from growing areas around the world.



Vincenzo Besana

Pino and Riccardo Calcagni

**Today Besana is an international Group, trusted supplier and partner of the most important European Retailers, Private Label and Food Manufacturing Groups, and leader in Europe for production, processing, packing and commercialization of Nuts, Dried Fruit, Seeds, Chocolate and Snacks.**

In addition to the historic head office and primary production plant in San Gennaro Vesuviano (near Naples) the Group incorporates several other plants and commercial offices in Italy and abroad, namely in the UK, Germany, Switzerland, Belgium and Brazil.



Besana yesterday and today



Besana UK

Within the Group, particularly relevant is **Besana UK Ltd.** Established in the late 1980's and located close to London, it is currently one of the largest players in the UK market. Equipped with advanced packing, pasteurization and logistic technologies, the company is a dedicated distributor of Besana products to multiple retailers throughout Great Britain and Northern Europe.

quality, research and innovation

From its very beginning, Besana has always been diligent in ensuring the best quality, product safety, innovation and added value for customers:

- advanced **control and traceability** systems
- high end systems for **food safety**: Fumigation, Steam Vacuum **Pasteurization** allowing up to **5-log reduction**.
- compliance with international certifications and standards for ethical and environmental regulations.



Internal laboratory of chemical and microbiological analysis

Interior of italian plant

products & markets

Besana offers over **300 types and varieties** of top quality Nuts, Dried Fruits, Seeds; Conventional, Organic and, Fair Trade and UTZ, coming from **90 suppliers**, via both world hemispheres, to guarantee year round supply of the highest quality raw material. The **internal processes** of toasting, roasting, smoking, chopping, flouring, dicing, coating (sugar, honey, chocolate, yogurt), spicing and infusing allow Besana to supply its Customers with a wide range of **delicacies and specialties**. Thanks to its **35 production lines** and **more than 20** type of **packaging from 15g to 1,000kg** flexible or rigid solutions (thermoformed pots and tubs; pre-printed film; vacuum pack film; net packs; jute bags; glass; wood; ceramics and many more), Besana is able to satisfy any needs or requirements.

**Core business of Besana is working for third parties** and packing under customer's own label and brand:

- **Top Retailers Private Labels**
- **Large Food Industries**

Besana **exports to over 30 countries worldwide**



- **INTERNAL ANALYSIS AND RESEARCH LABORATORY**, accredited by ACCREDIA and Certified ISO IEC 17025:200. With a team of 10 people, it is specialized in nuts, dried fruits and seeds (raw material and finished product) and dedicated to chemical, physical, microbiological and sensorial analyses and controls (over 55,000 analyses per year) and to food hygiene monitoring
- continuous **investment** in plants and processes
- skilled **R&D department** developing approximately 100 new products each year

the chocolate

The marriage between chocolate and nuts has always been considered a delicacy and today demand is increasing worldwide. A wide offer of Dragees, Nut truffles; Nut-encrusted bars; engraved bars; Easter eggs; chocolate gifts and much else.

The production is made by the company **Vittoria Chocolatery Srl**, part of the Besana Group.

**Since 1986** it has specialized in chocolate creations, where skilled tradition is blended with advanced production processes to create sophisticated products, in compliance with strict procedures and certifications (Organic, BRC, IFS, Sedex/Smeta).



the brands



In addition to Private labels productions, Besana offers a selection of top quality and highly innovative products, both conventional and organic, under its own brands:

**Besana:** Food Service Retail, Festive & Gift, Chocolate and the **new Baking Mix line "Gluten Free"**

**Almaverde Bio:** Organic Nuts, Dried Fruit, Seeds and Chocolate



a gift tray

besana range

**New Range of premium products innovation-driven:**

Delicious and innovative recipes, for new products and mixes "plain and natural", "toasted or smoked", "chocolate or sugar coated". Among the packaging used, the new Doy Bag with its useful "smile window", able to preserve the freshness once opened. The Q-Bon, a useful cube with 5 single portion bags inside. The Pots, etc. New Baking Mix for Nut cakes "Gluten Free".

Conventional range



the organic choice

Besana Group is a **pioneer** in the promotion and marketing of organic products (**since early '90s**), achieving significant sales in the sector (approx. 10% of Besana turnover). Certification by CCPB, ICEA and the Soil Association combined with the most advanced selection, pasteurization and traceability systems for raw materials, guarantees both the highest quality and safe organic products for the consumer.

Organic range



In 2000, Besana Group co-founded the **Almaverde Bio Consortium**. Today Almaverde Bio is the top quality brand and leader in organic food products in Italy and Besana is the exclusive licensee for nuts, dried fruit and seeds. Besana's new product range has been developed to offer even more occasions to enjoy nuts, dried fruit and seeds and to make them naturally appetizing at any time of the day.