



FROM TRANSPLANTING TOMATOES DURING FULL LOCK DOWN TO HIRING 1000 SEASONAL WORKERS REMOTELY: SATISFYING RESULTS FROM 2020 HARVEST DESPITE EXCEPTIONAL ADVERSITIES AND WEATHER

Not even Covid-19 or unpredictable weather conditions could make anything or anyone stop this tomato season

Parma, 27 October 2020 – Mutti employees and the 685 growers selected by the Mutti Group to supply its tomatoes will undoubtedly remember the 2020 harvest season as one of the most extraordinary, given the Covid-19 crisis and the sudden rise in temperatures that they had to face.

These exceptional events forced the company to, among other things, recruit seasonal workers remotely, reorganise shifts - which remained 7 days a week, 24 hour a day - ask everyone wear masks and increase frequency of breaks to let workers get used to new conditions, expand the amount of space available for changing rooms with especially designed furniture and set up a station to check workers' temperatures. Their efforts bore fruit at the end of the season.

"We are pleased with the 2020 harvest season," announced **Giorgio Lecchi, Industrial Director of Mutti S.p.A.** *"The volumes that the Mutti Group has processed - 580,000 tonnes in southern and northern Italy - confirm our forecasts, despite all adversities. This was a positive harvest season in terms of human resources as well, considering the many new hires of seasonal workers at plants: we trained and qualified over 1,000 people to carefully handle each step of the process and perform rigorous quality controls at our three plants in northern and southern Italy."*

"It was not just an enormous challenge for our human resources but also for tomato suppliers; This was a year of high temperatures, with the month of August 2.3° C hotter than the historic average (1961-90)," added **Ugo Peruch, Agricultural Director of Mutti S.p.A.** *"Combined with the above-average rainfall (+20 mm more than the historic average), this sped up the ripening process, which paradoxically resulted in a highly "concentrated" result. Despite the significant hardships that our raw ingredients suppliers faced from the very start with the preparation of the planting beds in March 2020 and the subsequent transplant of the seedlings between April and June (under full lockdown), we managed to work as a team with the Producers' Organisations that we collaborate with closely and therefore meet, despite the unprecedented circumstances, the production schedules we had set, opening sites as early as mid-July and working at full steam in response to the early ripening."*

In order to be able to meet high quality standards every year and respond to climate change and the uncontrollable weather variables that affect the quantity and quality of each annual harvest, we provide our farmers with the best available technologies and share our know-how to help them reaching the best quality tomato. A prime example is pomodoro.net, a weather application tool that gives accurate weather forecast, assesses risks related to plant diseases and nutritional needs. It is a



great example of how smart farming can help suppliers optimise land yield with a focus on the environmental sustainability of production.'

"Keeping the commitment we had made was a historic achievement in such a challenging and unprecedented time from all perspectives," noted Francesco Mutti, CEO of Mutti S.p.A. "It is a testament to how our long-term vision, ongoing investments in innovation and people, care for the land and short supply chain are the cornerstones of our pursuit, year after year, of the best quality possible."

MUTTI S.p.A. - Historic company based in Parma and tomato processing leader. It was 1899 when Marcellino and Callisto Mutti began the first tomato harvest and processing season. Since then, by focusing on the central values of quality and Italian traditions, together with a deep respect for the supply chain and the local area, the Mutti family has devoted itself to processing 100% Italian tomatoes, producing concentrate, purée and finely chopped tomatoes that are now enjoyed around the world. Meanwhile, the drive to innovate, an integral part of the company's DNA since it was founded, has led Mutti to gradually expand its range of products with an array of ready-made sauces. Today, bolstered by 120 years of history, the Mutti Group leads the European market of tomato products and operates in 96 countries worldwide, with net revenues of 378 million euro in 2019, up by 11.3% on the previous year. In 2019, the Mutti Group's production volumes reached 546,017 tonnes, an increase on the previous year (539,186 tonnes in 2018). Exports currently account for 37% of turnover with annual growth in the double digits. Gradually expanding over the years to satisfy all tastes, the Group has its original headquarters in Montechiarugolo, Parma. In 2016, Mutti completed the acquisition of Fiordagosto, a plant in Oliveto Citra (province of Salerno) for the production of various southern Italian varieties, such as the plum tomato and the cherry tomato. In November 2017, Mutti acquired the CO.PAD.OR plant in Collecchio, establishing a new company, Pomodoro 43044 S.r.l., with production capacity of 300,000 tonnes.

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