

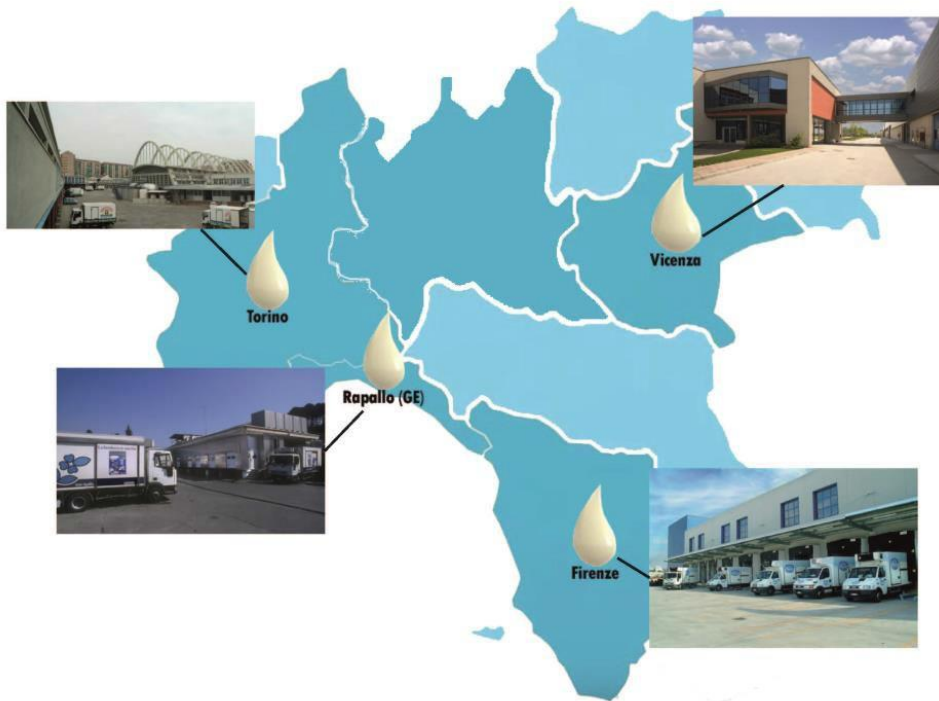


Centrale del Latte d'Italia



The Group

OUR PLANTS



OUR BRANDS





Centrale del Latte d'Italia S.p.A. is quoted on the Electronic Stock Market of Borsa Italiana S.p.A. ("STAR" segment) from 2001.

Turnover:	180 millions of €.
Sales:	110 millions kg/lt
	GD 60%
Sales canalization Italy:	NT 35%
	CT/EXP 5%
Employees:	415
Sales Distributors:	306
Customers:	16.100
Liters of Milk processed per year:	120 millions
Italy's Stables conferring:	149
Laboratory anlaysis performed per year:	1.050.000





Centrale del Latte di Vicenza,
since 1929.

Today the plant is dedicated
to the production of all the
dairy-alternative items.

Our target: to become 100%
vegetable



Centrale del Latte d'Italia



Cappuccino

LOVERS

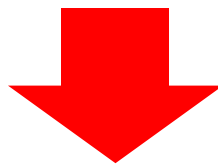
A stylized graphic featuring a red coffee cup with a white swirl of steam. A red heart is positioned above the cup, and a horizontal brown arrow with arrowheads at both ends passes through the heart and the cup. The word 'LOVERS' is written in large, bold, red capital letters below the cup.

Why we have launched Cappuccino Lovers:

The consumers in the last years need and want to consume alternative product to the dairy; the no-dairy market shows it and up to date the value (Iper + Super) is about 150.000.000 €.

The out-of-home consumption of the vegetable drinks is practically nonexistent, due to the insufficient proposal of the industry:

The offer for the food service is uncoordinated and don't reflect the requirement for high performance by the players



Our proposal at these needs is:



1. Brand:

- Young and appealing brand (registered)
- The Cappuccino Lovers items are reserved for the Food Service, therefore they ensure the exclusivity of a performing product for professionals
- The brand is visible and identifiable from afar and is synonymous with quality and performance



2. Performance:

- **SOY CAPPUCCINO LOVERS**
Guarantees 15 cappuccinos
with 1 liter
- **Easy to use**



SUGGESTIONS FOR A PERFECT FOAM

- ♥ Store the drink in the fridge at +4° C and shake well before use
- ♥ Pour about 60ml of Cappuccino Lovers soy drink in a jug (about 2/3 of its volume); serving for one cappuccino
- ♥ Open the steam valve and release any condensation
- ♥ Hold the nozzle just above the drink, without dipping it and release the steam at full
- ♥ Raise the foam the time it takes for it to reach about 60° C
- ♥ You will have achieved a perfect foam, glossy and compact
- ♥ Pour the foam in the cup and top up the espresso
- ♥ All is left is your own personal touch to sign off the cappuccino

A 1000ml pack makes on:
average 15 cappuccinos



3. Range:

Today we are the only ones that offer a full and rapidly developing range.

- Cappuccino Lovers Soy 1 It
- Cappuccino Lovers Soy 0,5 It
- Cappuccino Lovers Almond 0,5 It

Coming soon : 2 new items within 2019 !!



Soy Cappuccino Lovers

- **Successfull product: tested and well established (in 2018: sold about 800.000 lt)**
- **HIGH PERFORMANCE item: 15 cappuccinos with 1 lt**
- **Produced only by ITALIAN SOY – GMO FREE**
- **Short list of ingredients:** water, italian decorticated soy beans (6,5%), untreated sugar cane, aroma, sea salt, stabilizer: gellano gum.
- **Gluten Free**
- **Shelf life: 360 days - ambient**
- **Produced in Italy in Vicenza plant**
- **Packaging: 1 lt and 500 ml**



Almond Cappuccino Lovers

- **NEW 2019 !**
- **HIGH PERFORMANCE item: 14 cappuccinos with 1 lt**
- **Produced only by ORGANIC ALMOND**
- **Short list of ingredients:** water, Organic Almond (3%), organic rice starch, natural aromas, thikner: carrageenan, salt.
- **No sugar added**
- **Gluten Free**
- **Shelf life: 360 days - ambient**
- **Produced in Italy in Vicenza plant**
- **Packaging: 500 ml**





Cappuccino
LOVERS[®]



