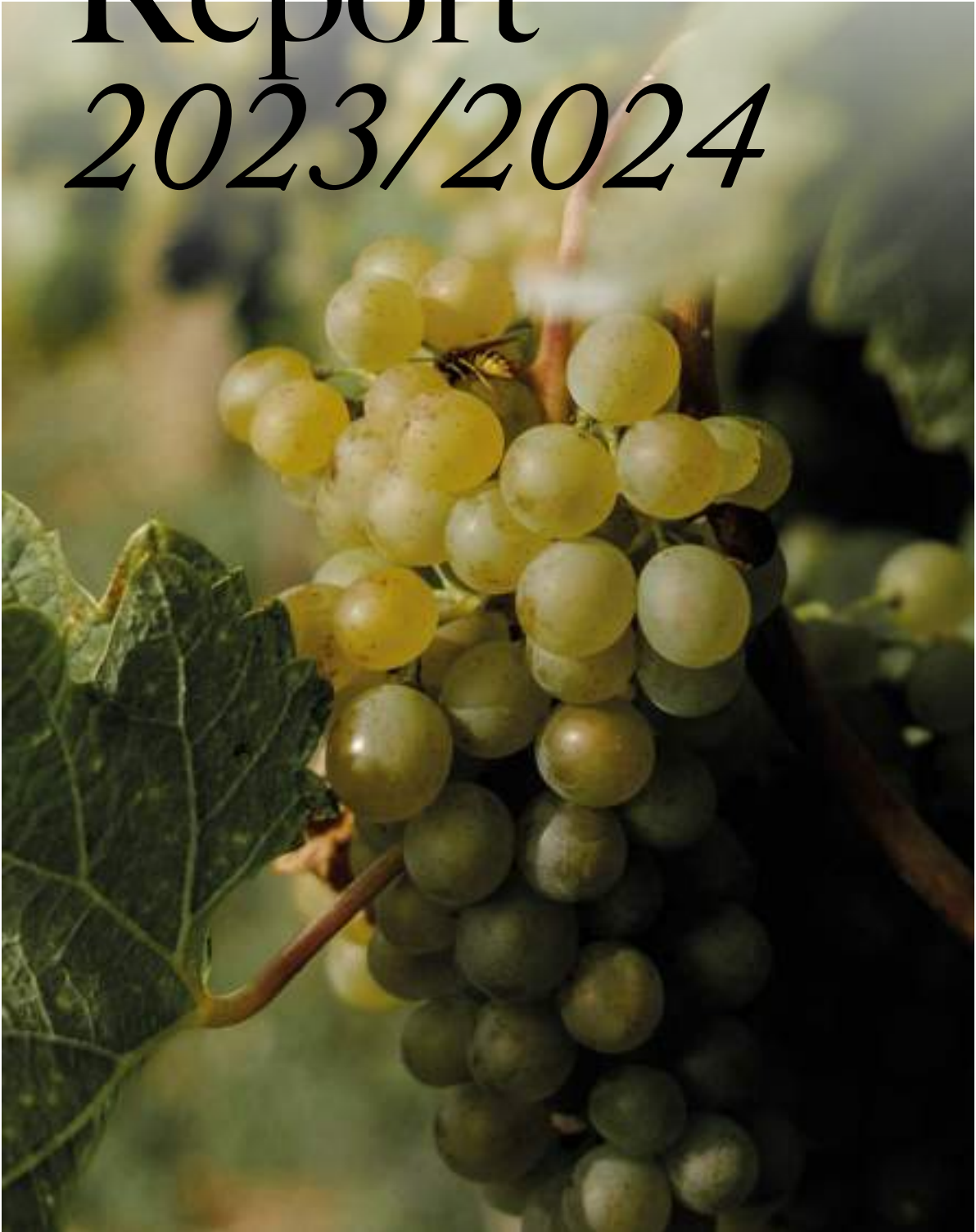


# Sustainability Report *2023/2024*



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# Our roots



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ROOTS

# Origins



# Cantina Tollo SCA is a cooperative company founded on the values of sustainability, on its member contributors, and on their active participation in the management and development of the enterprise.

In this case, the contributing members are those who provide the capital or initial resources necessary for the operation of the cooperative, in exchange for a share in the benefits and corporate decision-making. Moreover, the cooperative stands out for its participatory and solidarity-driven approach, where sustainability plays a central role in both economic choices and corporate policies.

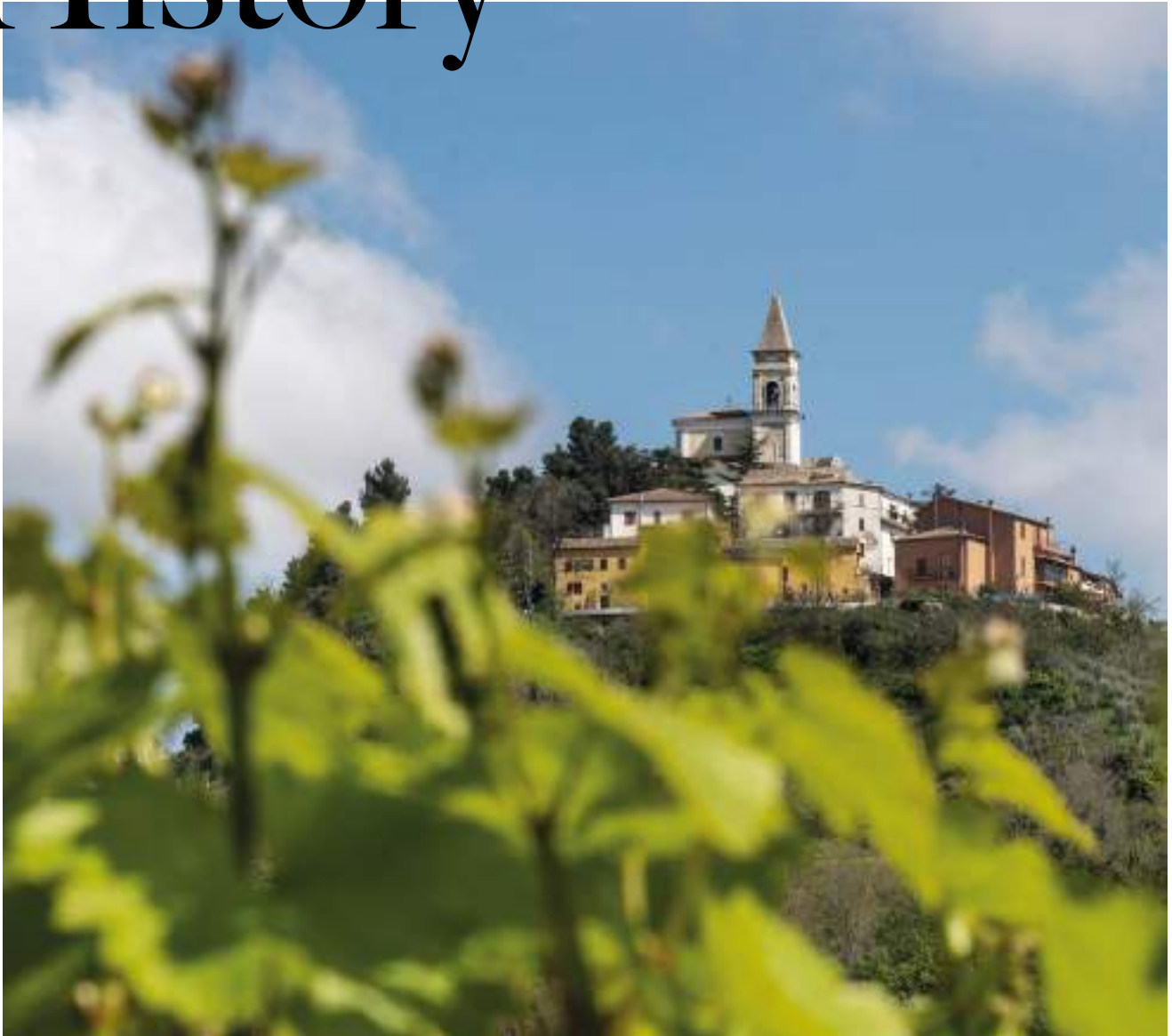
The company is presenting its third sustainability report, an important milestone following its first Equalitas certification achieved in 2022, further consolidating its ongoing commitment to social, environmental, and economic sustainability.

This highlights how the company has chosen to adopt a continuous reporting process, demonstrating a consistent and measurable dedication to sustainability.



ROOTS

# History



The name Tollo represents much more than a winery: Tollo is, in fact, the name of a small town in the province of Chieti, in the Abruzzo region, a few kilometres from the Adriatic Sea. The wine produced here represents the very essence of the place. During its sixty years of history, the winery has become an important asset for the area, both economically and socially. It has become a source of income for many, thus preventing locals – young people in particular – from moving elsewhere to seek better opportunities. Founded in 1960, Cantina Tollo is today

one of the most important wineries in the Italian wine-growing industry. After the Second World War, the Abruzzo region was depopulating: people were leaving the countryside and Italians were leaving the country, in search of a better future. The vineyards of Tollo, however, allowed people to stay, providing them with a source of income and paving the way for the foundation of the winery. Furthermore, the cooperative played a fundamental role in the renewal of local viticulture and winemaking techniques.

## ROOTS

Over time, the cooperative has grown leading to the creation of three different companies: Cantina Tollo, Feudo Antico, Auramadre and Borgovenna.

# 1960

## CANTINA TOLLO

Cantina Tollo represents the mother company, with vineyards located in the regions of Abruzzo, Molise and Apulia.

# 2019

## AURAMADRE

Born in 2019 with an area of 200 hectares, Auramadre is Cantina Tollo's project that promotes organic viticulture and wine with a multi-regional and a multi-product offer approach.

# 2008

## FEUDO • ANTICO

Feudo Antico, on the other hand, exclusively distributed within the Hospitality industry sector, mainly focuses on Tullum Docg, the local appellation established in 2008 and elevated to Docg in 2019 which promotes local varieties such as Passerina, Pecorino, and Montepulciano.

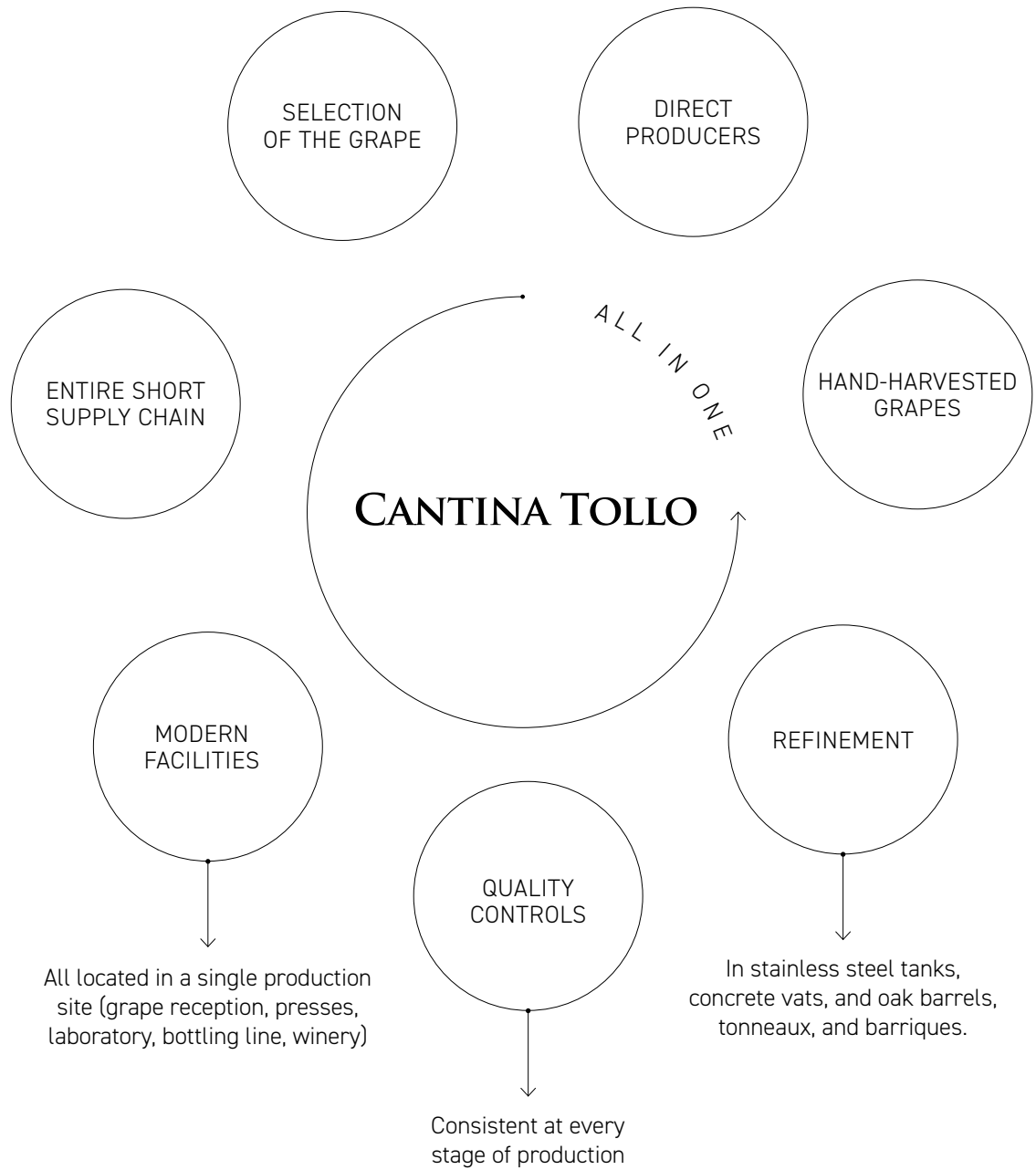
# 2021

## BORGOVENNA

Founded in 2021, Borgovenna is a company focused on entry-level products.

ROOTS

# Distinctive features





ROOTS

# Mission and vision



Cantina Tollo is committed to achieving a continuous improvement of:

- QUALITY
- FOOD SAFETY
- ENVIRONMENT
- ETHICS

in order to respond as promptly as possible to all market demands.

“Humanity has the opportunity to make development sustainable, which means ensuring that it meets the needs of the present generation without compromising the ability of future generations to meet theirs.”

- Gro Harlem Brundtland

ROOTS

# Awards

The company has been receiving significant national and international recognition for years, which attests to and certifies the importance and quality of its products. These awards are crucial for strengthening the company's reputation.

Such awards not only confirm the company's commitment to excellence but also serve as a guarantee for customers, building trust in the brand and acting as an indicator of continuous improvement and constant attention to quality.

Cantina Tollo's wines have won over 1000 gold, silver, and bronze medals worldwide.



---

## BEST COOPERATIVE ITALY

Berliner Wine Trophy  
(2024 / 2023 / 2022 / 2021 / 2020 / 2019)

## BEST PRODUCER ITALY

Mundus Vini (2020)

## BEST EUROPEAN PRODUCER

Mundus Vini (2010)





ROOTS

# Company Values

The values of Cantina Tollo are strategic company assets

Continuous attention to

## Customer

satisfaction

## Healthiness

of its wines

## Quality

of its wines and production processes

## Effectiveness and efficiency

of its management system

Fulfilment of applicable legal, regulatory and contractual

## Requirements

Context, stakeholder and risk assessment

## Analysis

Environmental

## Protection

Staff

## Welfare

The management of

## Communication

regarding food safety with reference to the entire supply chain

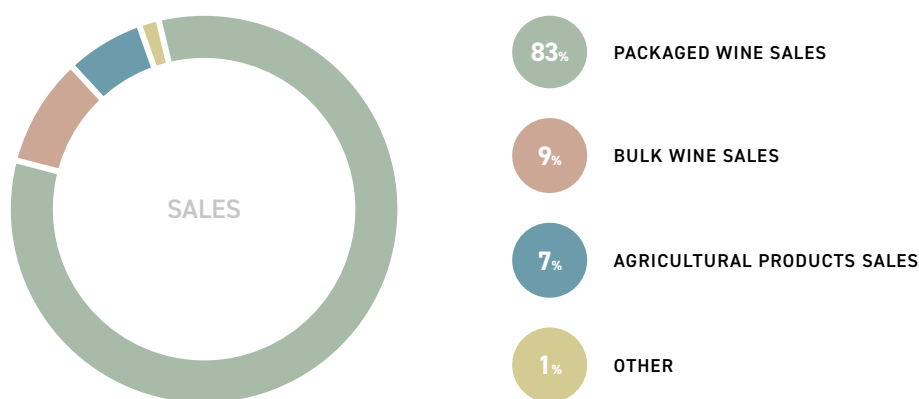
Compliance with

## Social Responsibility

requirements towards employees, partners, stakeholders, and the local community



# Sales revenue and other economic data



	2023-2024	2023-2024
SALES TURNOVER	34.264.684	44.863.155
of which Packaged Wine	28.405.141	31.811.031
of which Bulk Wine	3.058.755	10.529.409
of which Other	468.457	331.631
of which products for agriculture	2.332.331	2.191.084
Quintals delivered	180.789	505.667

The 2023-2024 fiscal year was a challenging one for Cantina Tollo, as it was for all other winemaking businesses in our region, due to the significant reduction in grape deliveries. The production value stands at 34.4 million euros, showing a 45% decrease compared to the previous year. EBITDA amounted to 1.8 million euros,

representing a 52% decrease compared to the same 12-month period of the previous year. The liquidation value was 8.6 million euros. The value of bottled wine sales decreased by over 3.4 million euros compared to 2022-2023. In terms of total sales revenue, bottled wine accounts for 83%, bulk wine around 9%, and agricultural product sales represent 7%.

# Sustainability



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# Sustainability according to the Equalitas Standard

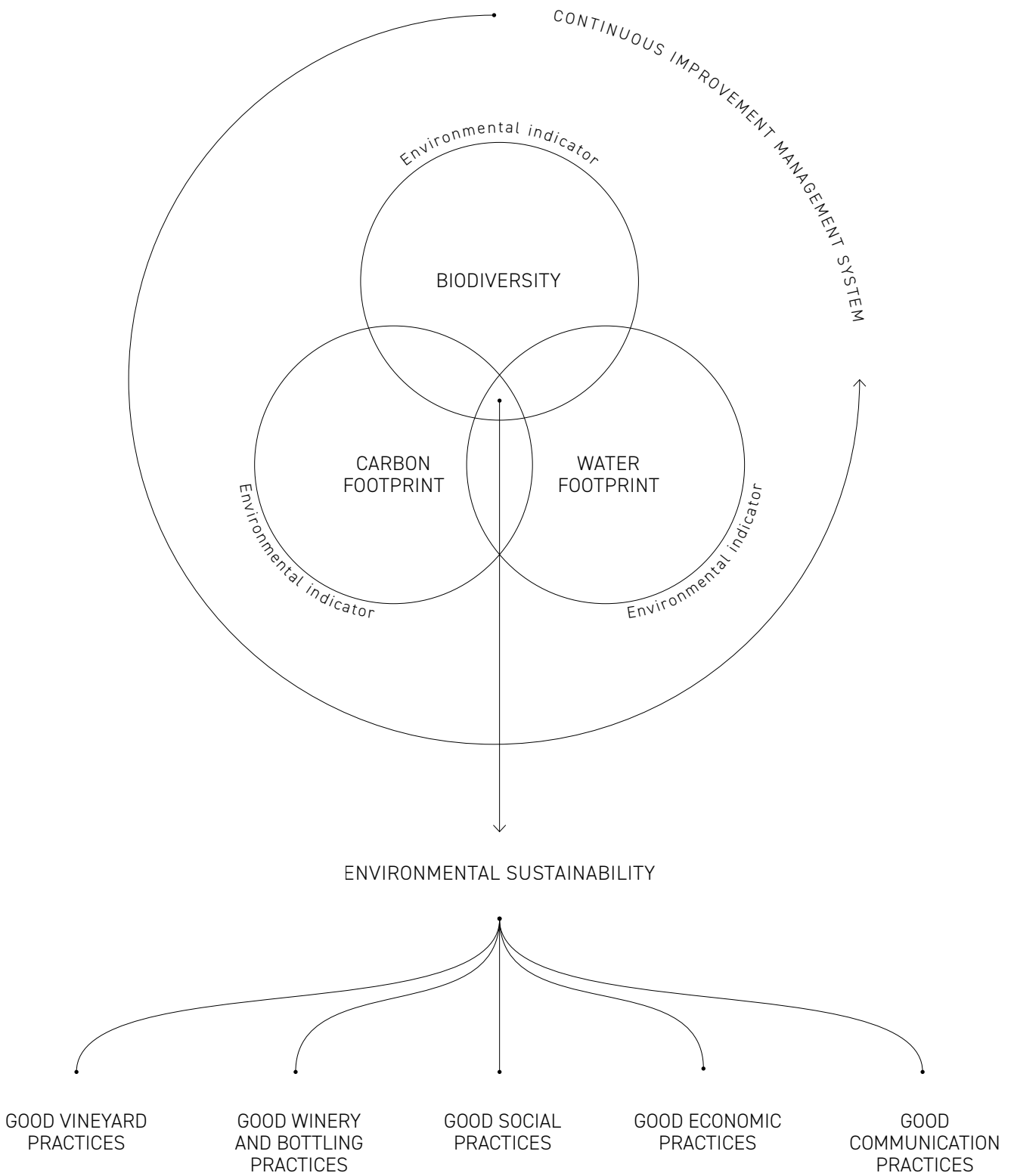


Sustainability is to be understood not as a state or an immutable vision, but rather as a continuous process, recalling the need to combine the major dimensions of sustainable development: Environmental, Economic and Social. Cantina Tollo has embarked on a path of

sustainability according to the EQUALITAS - ORGANISATION standard (revision 4), which certifies the producer following the entire production process, from the grapes' arrival at the winery to the bottling and sale of the finished product.



SUSTAINABILITY / EQUALITAS STANDARD



«The more life there is in a territory, the less impact human activities have had on it.»

The Biodiversity Friend indices for soil, water, and air are applied within the Equalitas sustainability standard to assess the impacts of agricultural activities on biodiversity.

# Calculating Biodiversity

The calculation of biodiversity indexes concerns: SOIL, WATER, and AIR according to the principle «The more life there is in a territory, the less impact human activities have had on it». This type of measurement is carried out every three years.



## CARRIED OUT ACTIVITIES

Activities that have been carried out includes technical field inspections – including the collection of soil sampling – aimed at calculating the biodiversity index of the soil and water and the lichen index on forophytes.

Cantina Tollo manages 4 hectares in three separate and distant areas (Tollo-Ortona, Castel di Sangro and Corfinio): samplings of soil and forophytes have been taken from each area. The water biodiversity index was collected only at the Tollo- Ortona as it was the only area that had water availability. All plots of land directly managed by the Cooperative are organic cultured, with a clear attention to innovative agronomic practices, the use of biostimulants and corroborants in order to carry out a responsible and careful defense of biodiversity.

## BIODIVERSITY FRIEND (BF) PROTOCOL

### Reference period November 2022

The **index of soil biodiversity** (lbs-bf) is based on the analysis of communities of edaphic macroinvertebrates that are excellent bioindicators for assessing the quality of the soil. Key among them are: earthworms, mites, isopods, millipedes, centipedes, collemboles and other insects.

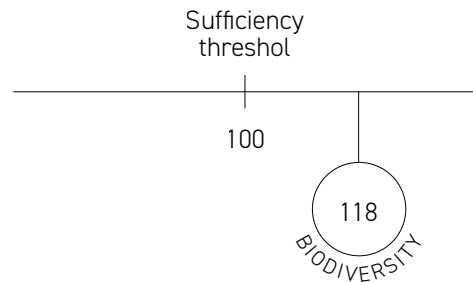
The **water biodiversity index** (lba-bf) is based on the hydromorphology of the watercourse and the communities of aquatic macroinvertebrates, which are good bioindicators for assessing surface freshwater quality.

The **index of lichen biodiversity** (lbl-bf) uses the epiphytic lichen communities that cover the barks of trees to assess the air quality of the site.

# Calculating Biodiversity

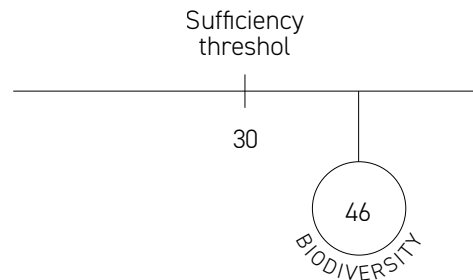
## SOIL QUALITY

The company recorded good **soil biodiversity** with an average value of 118 on the three sites of Tollo-Ortona, Castel di Sangro and Corfinio. Sufficiency threshold is set at 100.



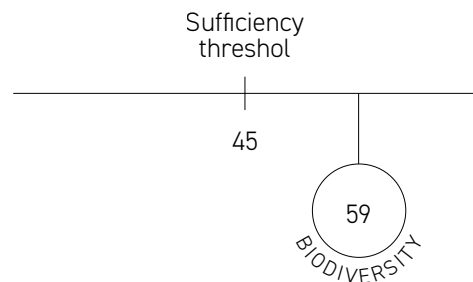
## WATER QUALITY

The **water biodiversity** recorded on the Tollo-Ortona site (Arielli River) was found to be very good with a score of 46 points. Sufficiency threshold is set at 30 points.



## AIR QUALITY

**Lichen biodiversity** examined on the three sites Tollo-Ortona, Castel di Sangro and Corfinio was also found to be good in line with the surrounding environment, which, in addition to agricultural and tourist activities, also gives space to forested areas. The average air biodiversity scored 59. Sufficiency threshold is set at 45.



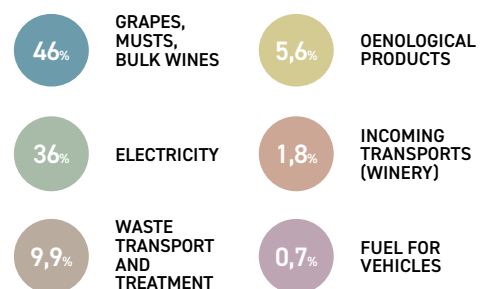
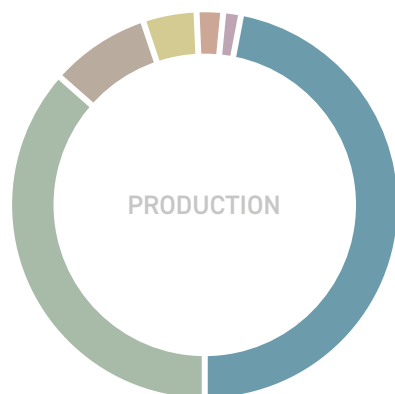
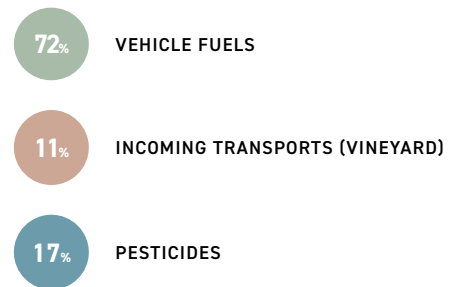
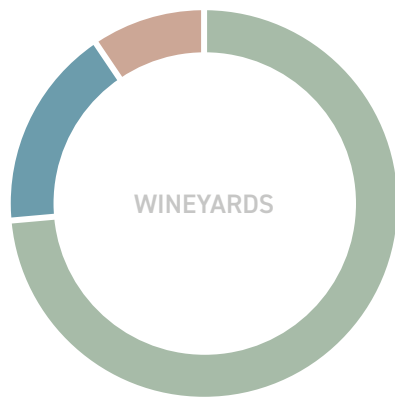
# Calculation of Carbon Footprint and Water Footprint

In the first quarter of 2024, the two measurable indicators were calculated: Carbon Footprint and Water Footprint, according to the Equalitas standard. The reference period is the fiscal year from August 1, 2023, to July 31, 2024.

The first chart shows, as a percentage of the total reference sector, the emissions resulting from vineyard management. These are mainly due to the use of fuel for tractors, which includes consumption for phytosanitary treatments, canopy management operations, soil working, and grape transport during the harvest period, from the vineyards to the winery where pressing and the subsequent winemaking

process take place. The remaining emissions relate to the use and transport of plant protection products.

The following chart illustrates the emissions attributed to various production processes for winemaking. The most significant impact comes from the "raw materials" input, i.e., grapes, must, and wine purchased or delivered by third parties. This is followed by the use of electricity, and to a lesser extent, transport of waste and purchased products, as well as their use (enological products, detergents, and sanitizers).

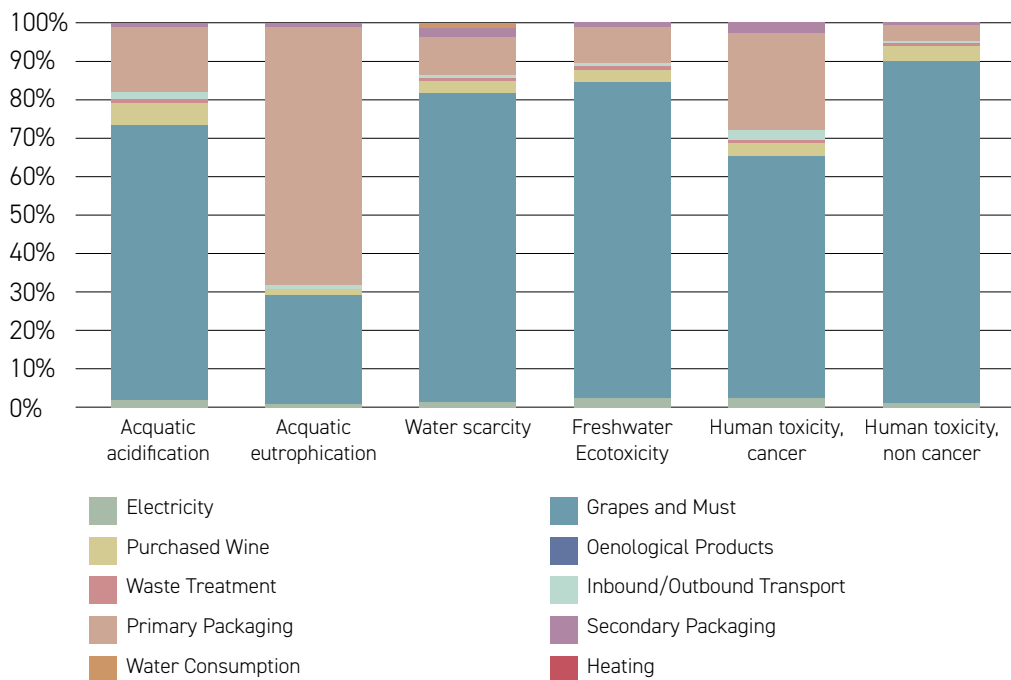


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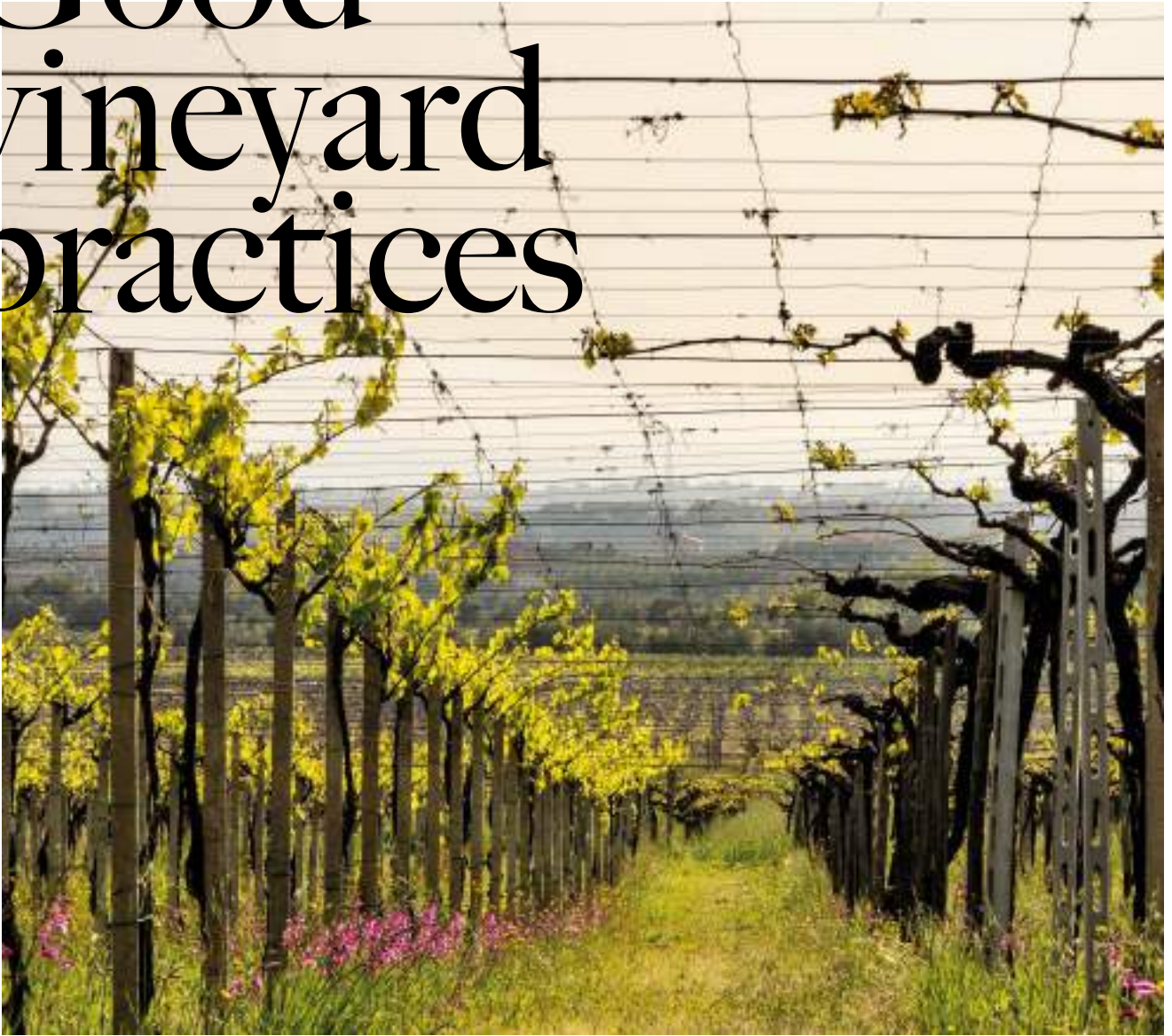
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Impact category	Unit	Total
Acquatic acidification	kg SO2 eq	3.24E+05
Acquatic eutrophication	kg PO4 P-lim	2.66E+04
Water scarcity	m3	8.81E+05
Freshwater Ecotoxicity	PAF.m3.day	1.61E+12
Human toxicity, cancer	cases	6.95E+00
Human toxicity, non cancer	cases	3.49E+01

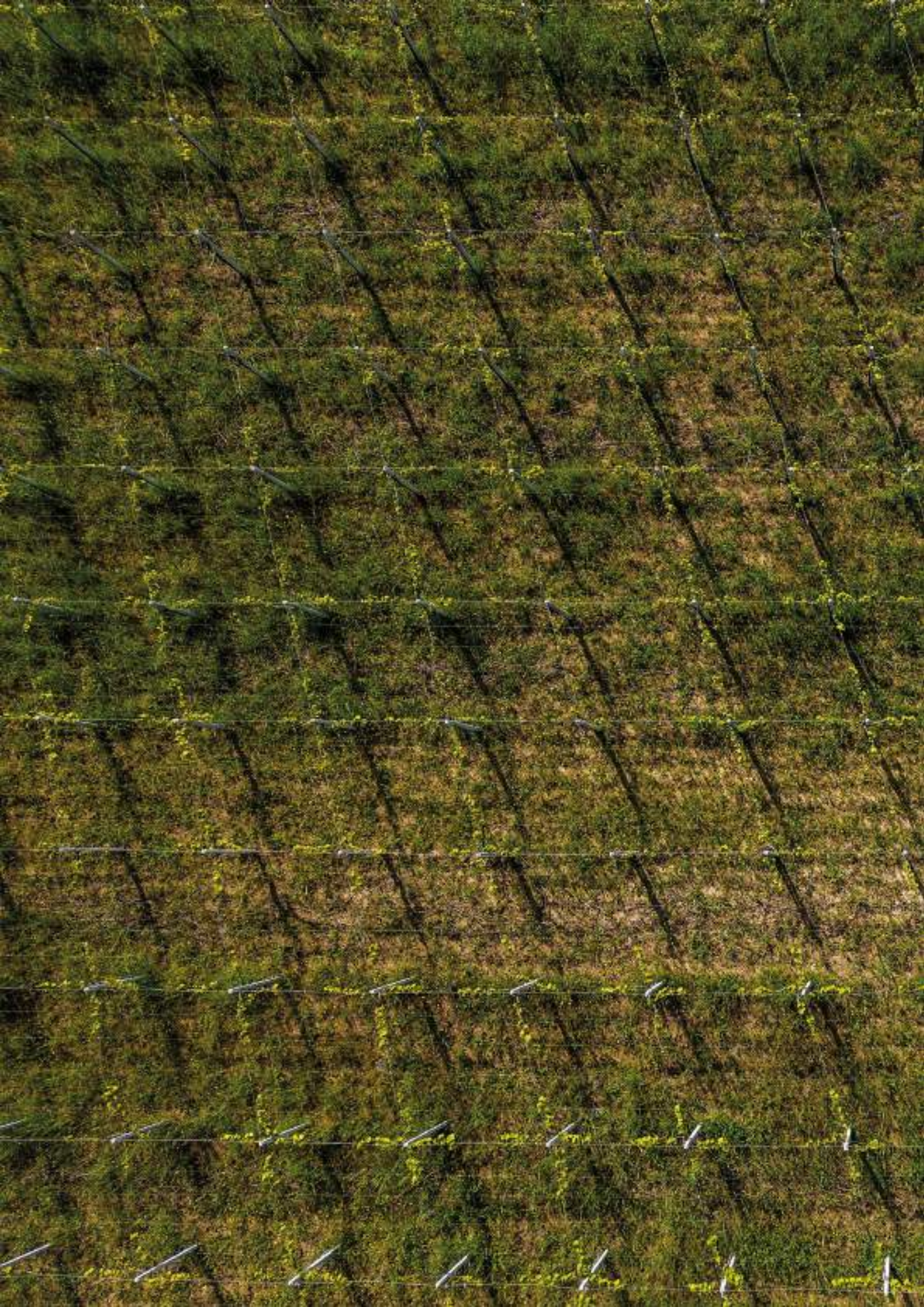




# Good vineyard practices







# Agronomic Info

656

COOPERATIVE MEMBERS

58% WHITE

% OF GRAPES CONFERRED BY MEMBERS

2452

HECTARS UNDER VINES

42% RED

% OF GRAPES CONFERRED BY MEMBERS

315

HECTARES FROM ORGANIC FARMING

390

ANALYSIS OF GRAPE SAMPLES:  
On the total number of grapes conferred  
during harvest, divided among the  
different types of grape varieties

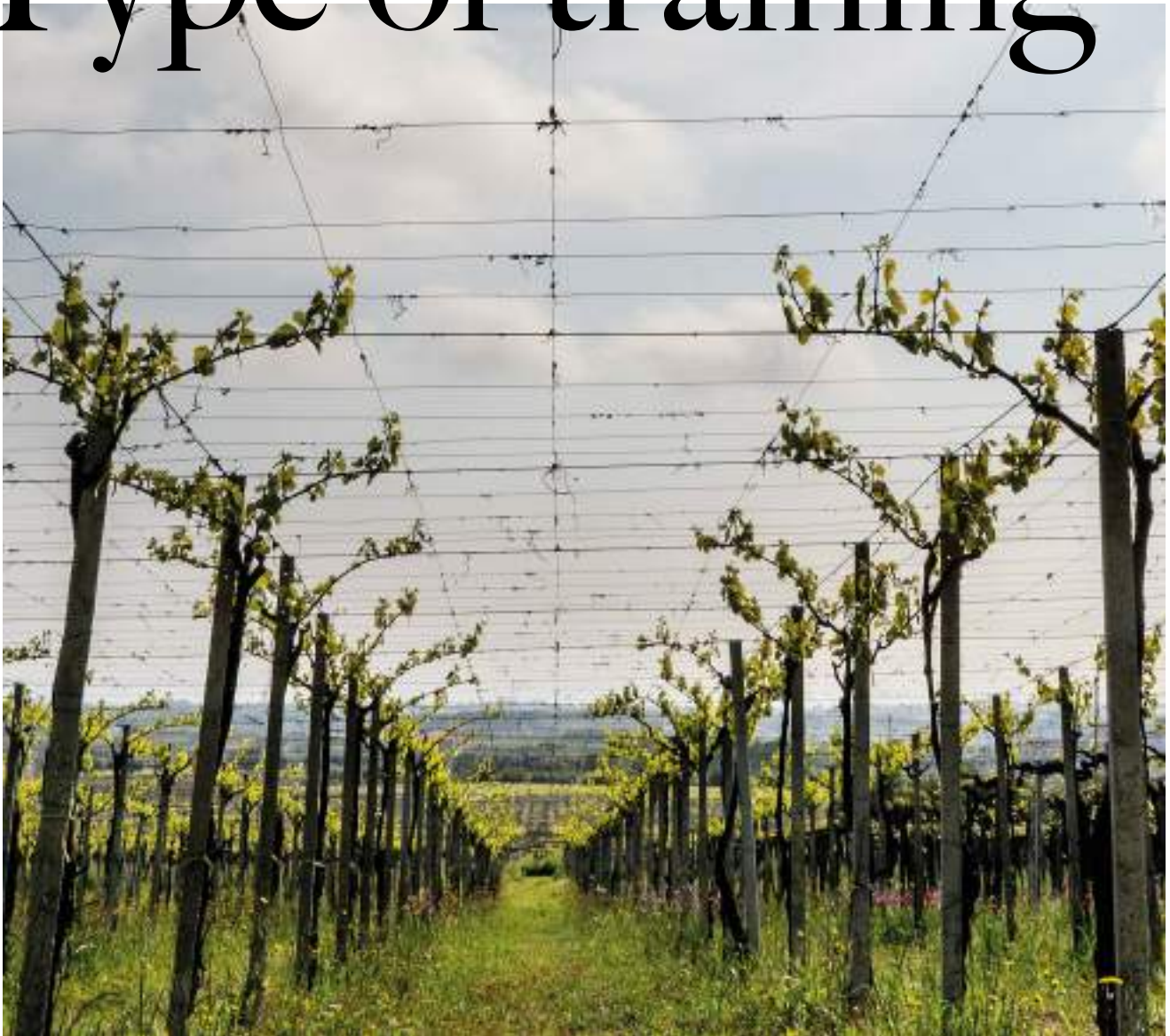
180.419<sub>q.li</sub>

GRAPES CONFERRED  
BY MEMBERS HARVEST 2023

VINEYARDS  
LOCATION

ABRUZZO, MOLISE, APULIA

# Type of training



Pergola vineyards that look like gardens, covering 2,452 hectares of an ideal territory – one that has always been devoted to wine production.

The vineyards stretch from the mountain slopes down to the Adriatic Sea. Hills with different slopes and exposures, and soil composition give rise to different microclimates for vine cultivation. In each pedo-climatic zone, the vine gives a different productive response; therefore, from the same vine grown in different

areas it's possible to obtain wines of the same quality but different from each other. Our production concentrates mainly on local indigenous grape varieties, cultivated with the traditional pergola method, while leaving space to experimenting both in the field and in the cellar. The pergola system requires manual harvesting that guarantees a high quality of the grapes, preserves the integrity of the berry and, through the use of small vehicles, has considerably less impact on the ecosystem.



# Vine variety

## MONTEPULCIANO

A vine of medium vigour, with a late ripening period, that prefers good exposures and temperate, dry climate conditions. The training systems used are those of medium expansion and medium-short pruning. The resulting wines are characterised by their ruby red colour, suitability to ageing, a fruity aroma and a dry, warm taste with balanced tannins.

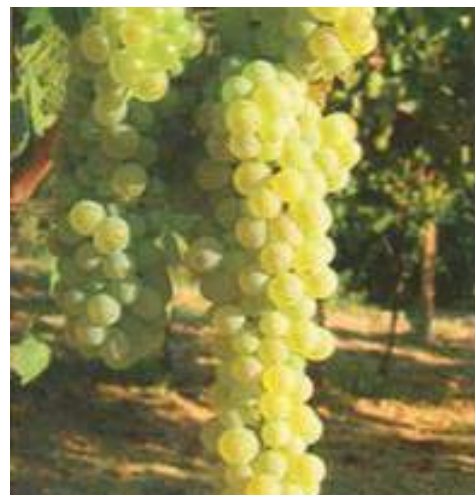


## MAIOLICA

Vine of medium vigour, well adapted to medium expansion and medium-length pruning forms of cultivation. Good and stable production. Light ruby-red coloured wine, harmonic, not very tannic.

## PECORINO

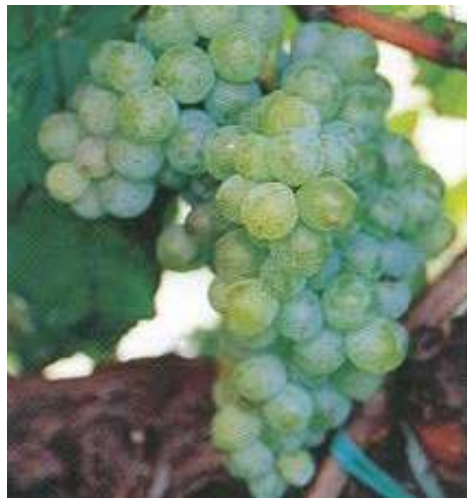
Medium-low vigour, early ripening period for this variety that prefers calcareous or clay soils. The grapes give rise to a white wine with a deep straw-yellow colour with greenish highlights, good minerality and persistence. The bouquet evokes tropical fruit and white flowers - acacia, jasmine and broom - with notes that become spicy as the grapes are harvested when fully ripe.



# Vitigni

## PASSERINA

From this highly vigorous vine that matures medium-late, we obtain a wine marked by its straw-yellow colour with green hues, a fruity and floral bouquet and a full, dry flavour. Endowed with good acidity, it is also suitable for sparkling and drying.



## COCOCCIOLA

Varietal with good and constant production, prefers medium expansion and medium-length pruning. The wine has a pale straw-yellow colour and a delicate aroma, with notes of white spring flowers and hints of citrus.

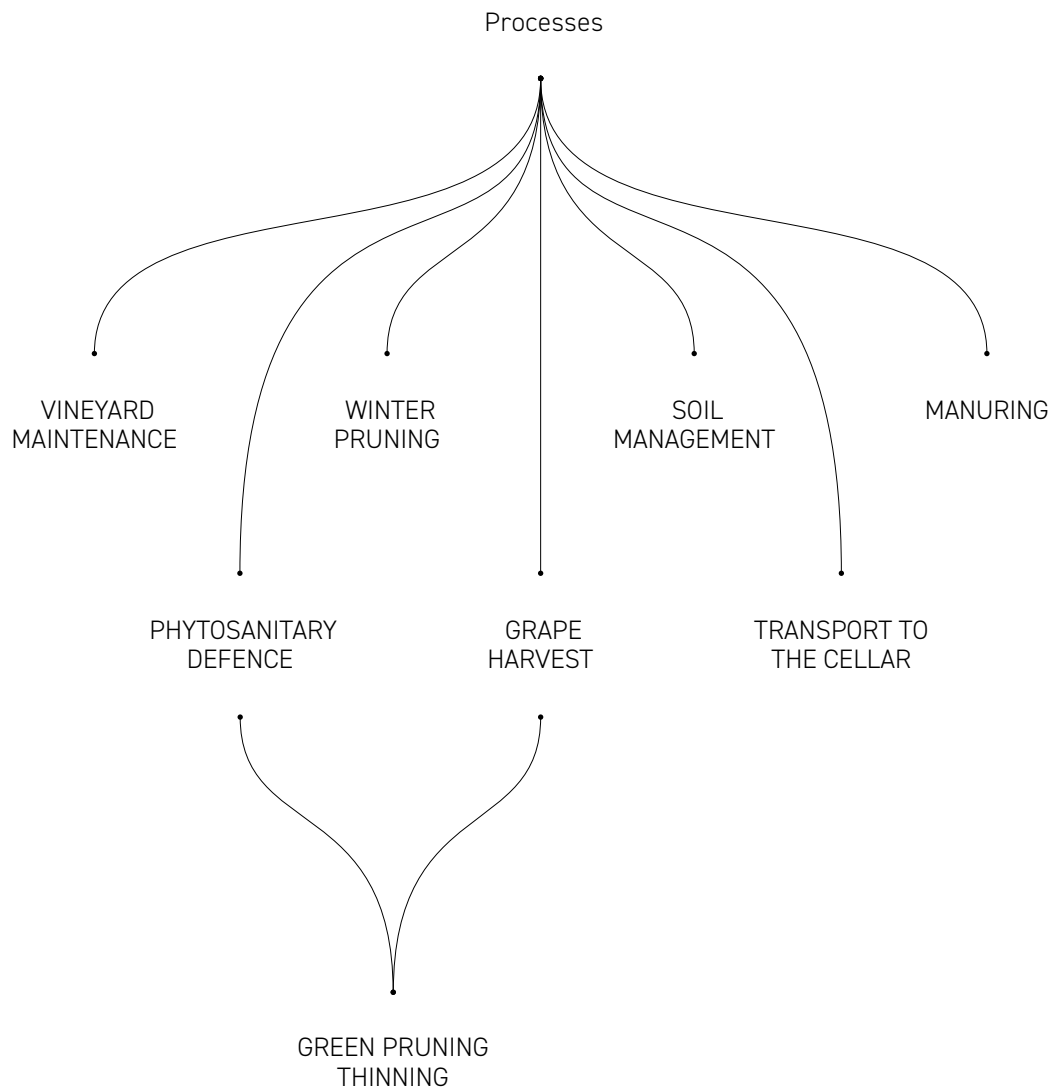
## TREBBIANO

Highly vigorous and constant in production, it likes light, siliceous-calcareous, skeleton-rich and fresh soils. The short pruning favours constancy in production. The wine has a straw-yellow colour, is light on the nose with fruity and floral notes, while on the palate it is dry, soft, harmonious with a slightly almondy aftertaste.





# Processes



At Cantina Tollo, the company's agronomic and oenological staff oversees the grape production process throughout all

stages of wine production, from vineyard maintenance to transporting the grape to the cellar.



# Defence



Growing healthy grapes require a good vineyard defence system, but also the implementation of a series of agronomic techniques aimed at achieving what is known as 'vegetative-productive balance'. A well-cultivated vine, with the right vegetative balance, is less susceptible to disease and is in the best possible condition for making a great wine.

# Defence

In reference to downy mildew, which impacted the fiscal year covered by this sustainability report and caused a significant reduction in production in 2023, it should be noted that defence against this disease is exclusively preventive. Based on this consideration, given the high downy mildew risk identified by DSS (Decision Support Systems) and taking into account the weather forecasts for the period, the Agronomic Office, as part of its technical assistance activities, issued an alert to start treatments against downy

mildew before the potentially infectious rain on April 30, 2023.

Members who followed the provided recommendations suffered fewer damages compared to others. However, the main issue was that the communication was ignored by most winegrowers. Even the most experienced ones had neither witnessed nor expected such a devastating level of virulence from downy mildew. In some cases, entire harvests were completely wiped out.



## **DEFERRAL OF PAYMENT FOR PESTICIDES**

Acknowledging the limited or absent contributions from many members and aiming to alleviate part of the production costs incurred, the Cooperative's Board of Directors has decided to defer the payment for pesticides as follows:

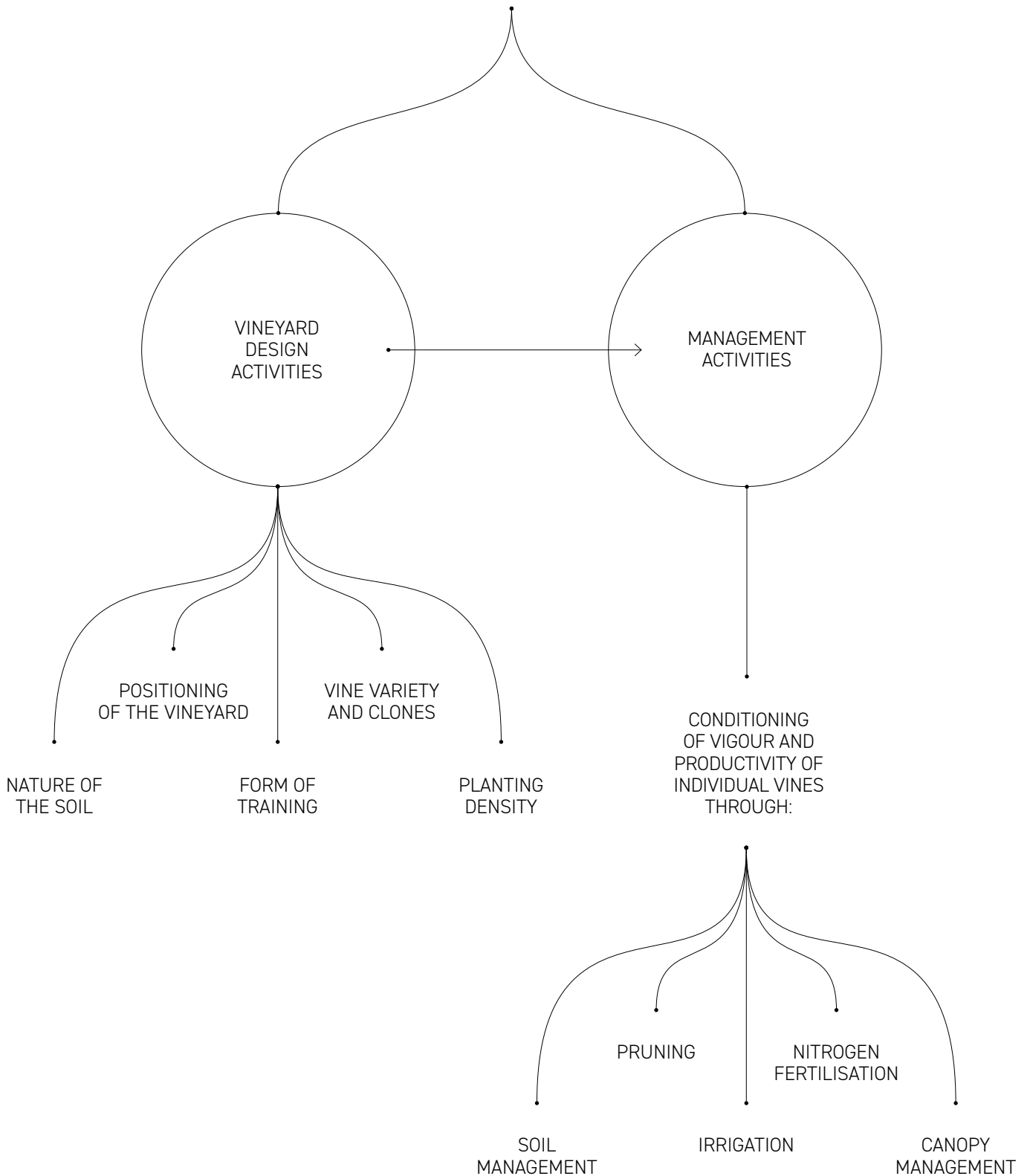
- Products withdrawn in 2023 will have their payment deferred to March and June 2025.
- Products withdrawn in 2024 will have their payment deferred to March and June 2026.

These deferrals will coincide with the advance payments for the 2024 and 2025 harvest deliveries.

Many members accepted this solution, agreeing to an interest rate designed not to burden those who did not take advantage of this measure.

# SUSTAINABILITY / GOOD VINEYARD PRACTICES

## ACHIEVING VEGETATIVE-PRODUCTIVE BALANCE





# Training our members



Cantina Tollo periodically organizes technical workshops in each area where the cooperative members are located. The aim is to put members at the centre of the company's strategic choices, sensitizing them on the types of products that need to be produced, informing them on market needs and trends, creating a path of mutual trust and collaboration.

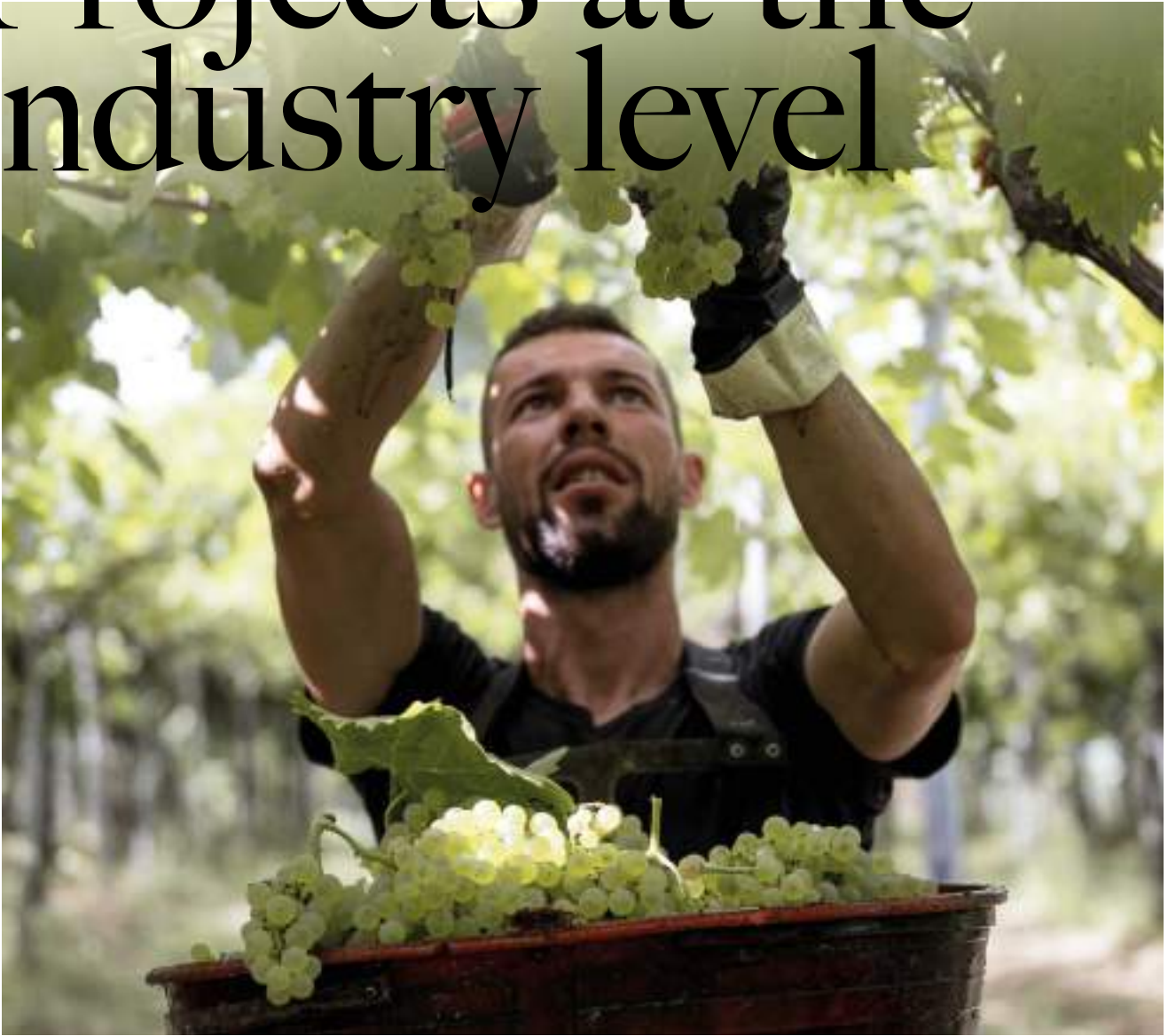
**TOPICS COVERED:**  
Renewal of certification for the purchase and use of pesticides in compliance with current regulations.



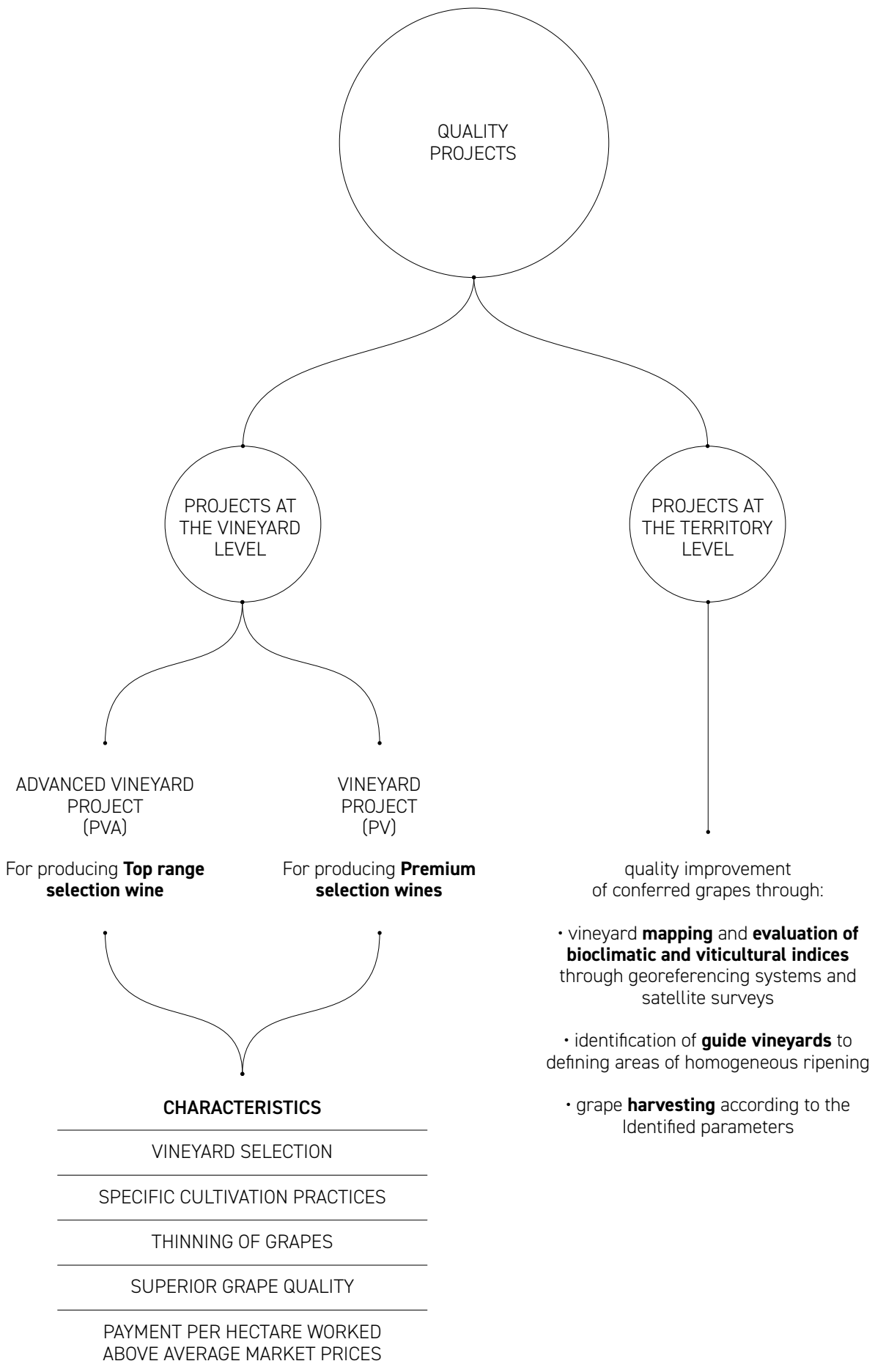
entini

BETA 30L

# Projects at the industry level

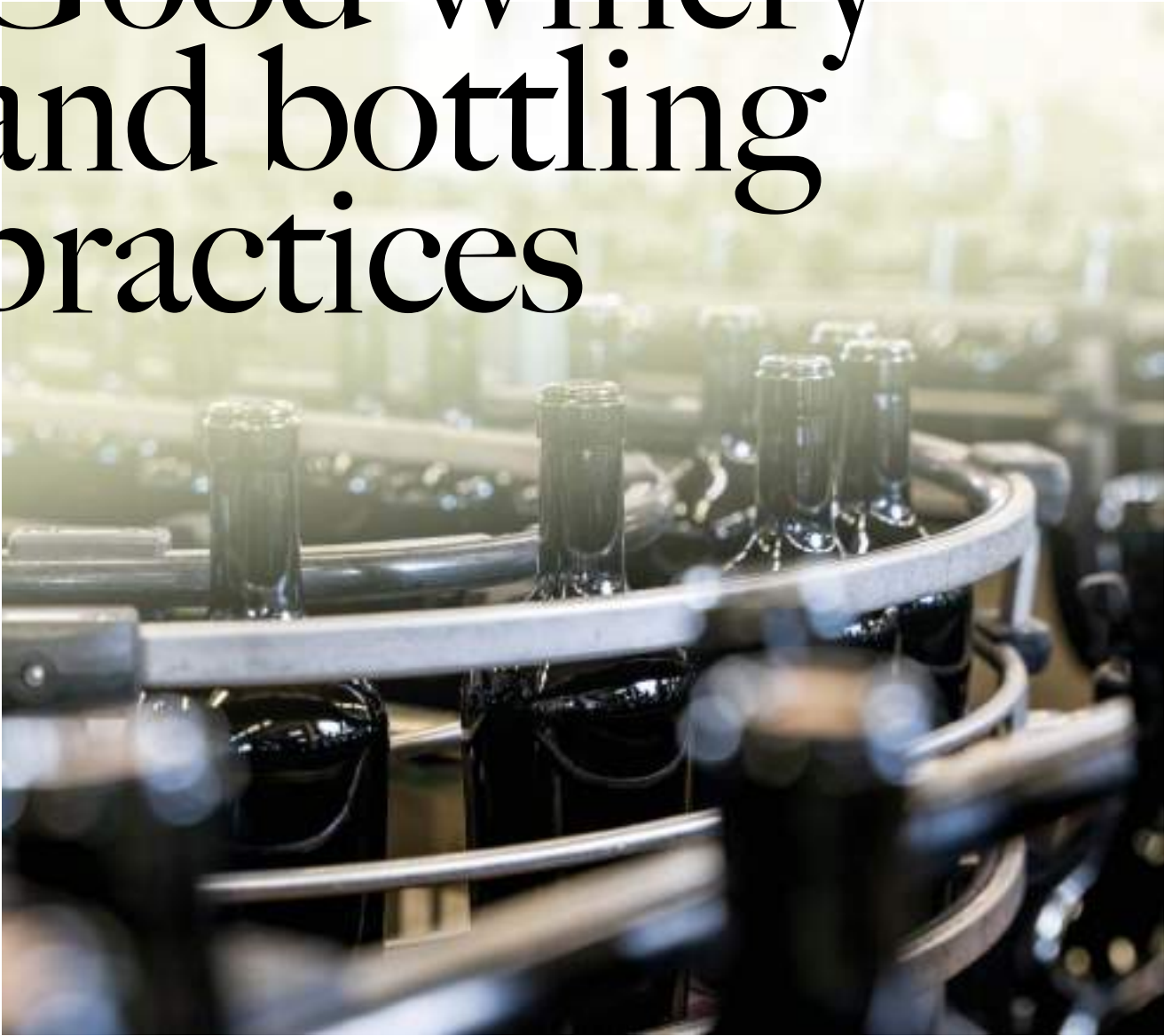


SUSTAINABILITY / GOOD VINEYARD PRACTICES





# Good winery and bottling practices



## PROTOCOLS

Definition of standard protocols of vinification based on the products characteristics and in relation to the peculiarities of vintage.



## TESTS

Analytical tests on the product conducted by both an internal and accredited external labs, carried out throughout any stage of production: on the grapes, on the bottled product, on the bottling materials.

## ANALYSIS

During the grape ripening phase, a sampling system was set up to carry out chemical/physical laboratory analyses to assess and monitor the technological and phenolic maturity of the grapes. The analysis is combined with grape tasting in order to assess their maturity and aromatic component.



## QUALITY

A careful and targeted selection of grapes at the acceptance stage is carried out in order to enhance the quality of the product according to the oenological objectives, thus reducing interventions at a later stage. The oenological staff takes extra care in carrying out cellar practices that are minimally invasive, respectful of the product and its varietal character and, in particular, in the limited use of oenological products in order to safeguard economic and environmental sustainability.



## EXPERIENCE

Staff experience serves as support for each single intervention thanks to an extensive knowledge of the raw material, farm soils and climatic effect - which varies from year to year.

## REFINEMENT

The cellar houses a large refinement area with an underground barrel cellar, in which approximately 3000hl of wine are aged. In 2022, major investments have been made in a new air-conditioning and humidification system.



## RECYCLING AND REUSE

Use of recycled paper in the offices; separate waste collection areas throughout the company; reuse of stalks through sale to distilleries; reuse of label reels.



## AUTOMATION

Automated bottling line, with a production capacity of 12000bt/h, including a rinser for pre-bottling bottle cleaning and numerous in-line safety controls such as: correct level control, cap presence control, carton weight control, control of presence and correctness of label and sealing. The line is directly connected via software to an automatic washing system that sterilises and sanitises the plant overnight, guaranteeing food safety.

## HYGIENE

Cleaning of the cellar environment, of the machinery and the tanks, with particular attention towards raising staff awareness on rationalising water consumption and energy saving.





# Supplier Selection and Verification

All Cantina Tollo suppliers are engaged through an evaluation protocol, collaboratively managed by the Purchasing, Production, and Quality departments. Suppliers are assessed for potential qualification and approval by the company. All evaluations are specific to the type of product or service provided, taking into consideration the following:

:

- Potential risks that may compromise the quality and safety of the final product
- Certifications held by the supplier
- Activities conducted in the context of sustainability

If deemed necessary, on-site inspections are carried out at the suppliers' premises. Once the supplier qualification process is completed, the supplier is added to Cantina Tollo's List of Qualified Suppliers. These suppliers are then subject to continuous monitoring, which evaluates: product reliability, delivery performance, any "non-conformities" or complaints identified.

Cantina Tollo primarily relies on long-standing suppliers with whom a strong and stable collaboration has been established. All suppliers of materials that come into direct contact with the product are now certified according to a recognized GFSI standard, such as BRC, IFS, FSSC 22000, and others, ensuring reliable products in terms of food safety.

Significant importance is placed on suppliers holding sustainability certifications and those using low environmental impact materials, as well as pursuing socially and economically sustainable practices.

In this context, Cantina Tollo has, for years, sourced bottles weighing less than 420 grams for its most widely distributed product lines.

The paper used for boxes is partially or entirely derived from recycled materials, depending on the specific product line. Additionally, FSC-certified cartons are utilized for several production lines.

# Sustainable materials



Cantina Tollo continuously seeks innovative materials to offer sustainable packaging.

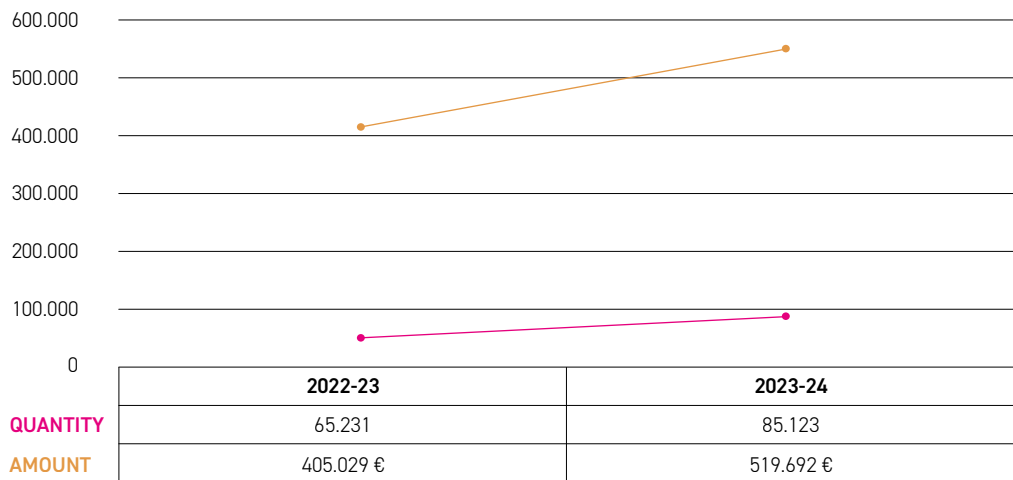
Reducing raw material consumption and minimizing waste generation are indeed among the Cooperative's top priorities.

Raising awareness among end consumers, through the use of recycled and low environmental impact materials, increasingly relies on packaging.

# Bag in box



BAG-IN-BOX SALES

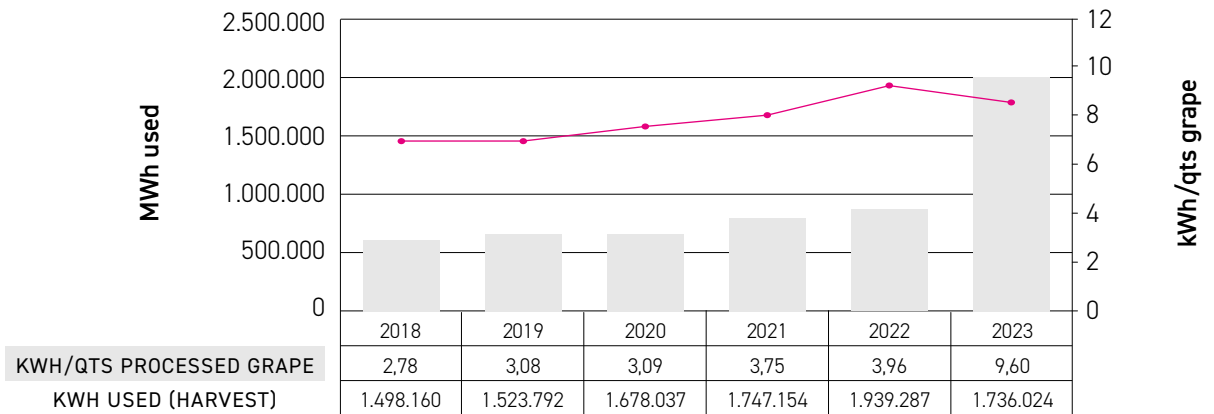


The winery has increased its offering of the bag-in-box format to meet the growing market demand for more sustainable packaging.

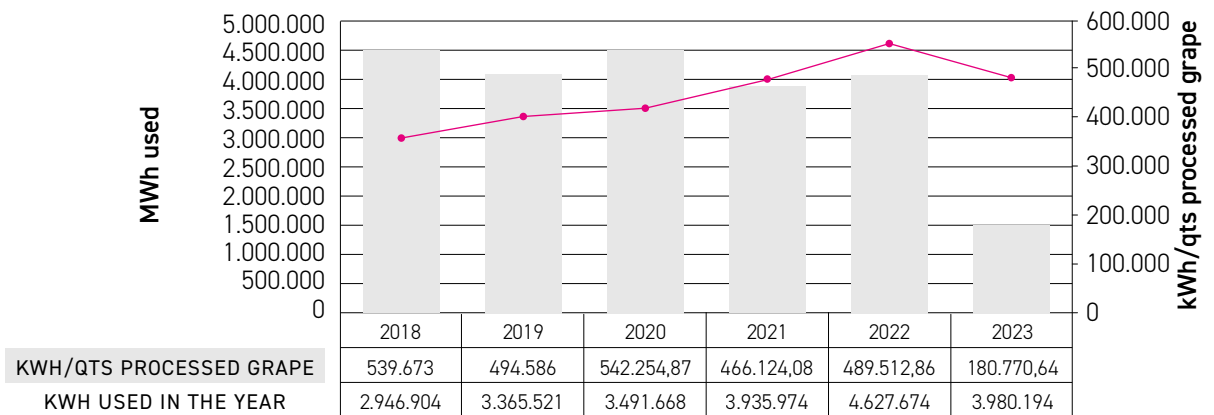


# Energy consumption

**TOTAL AND PER CAPITA ELECTRICITY CONSUMPTION DURING HARVEST AUGUST - OCTOBER**



**ELECTRICITY CONSUMPTION AND GRAPES PROCESSED TOTAL ANNUAL**



Cantina Tollo continuously monitors energy consumption with the collaboration of an energy management expert. The monitoring is divided by areas, allowing for precise control of electricity consumption. Unfortunately, 2023 was marked by a significant drop in production, due to the heavy spring

rains and the subsequent spread of vine diseases (downy mildew), as shown in the "Electricity Consumption and Grapes Processed" graph. The "Total Electricity Consumption per Capita" graph reveals an exponential increase in per capita consumption.

# Waste

Cantina Tollo closely monitors waste production by striving to use sustainable materials, such as lightweight bottles. The "Waste Recovery" graph highlights that the cooperative sends almost all of its waste for recovery, with only a small percentage (1%) being disposed of. The main waste materials produced come from packaging, with the most significant,

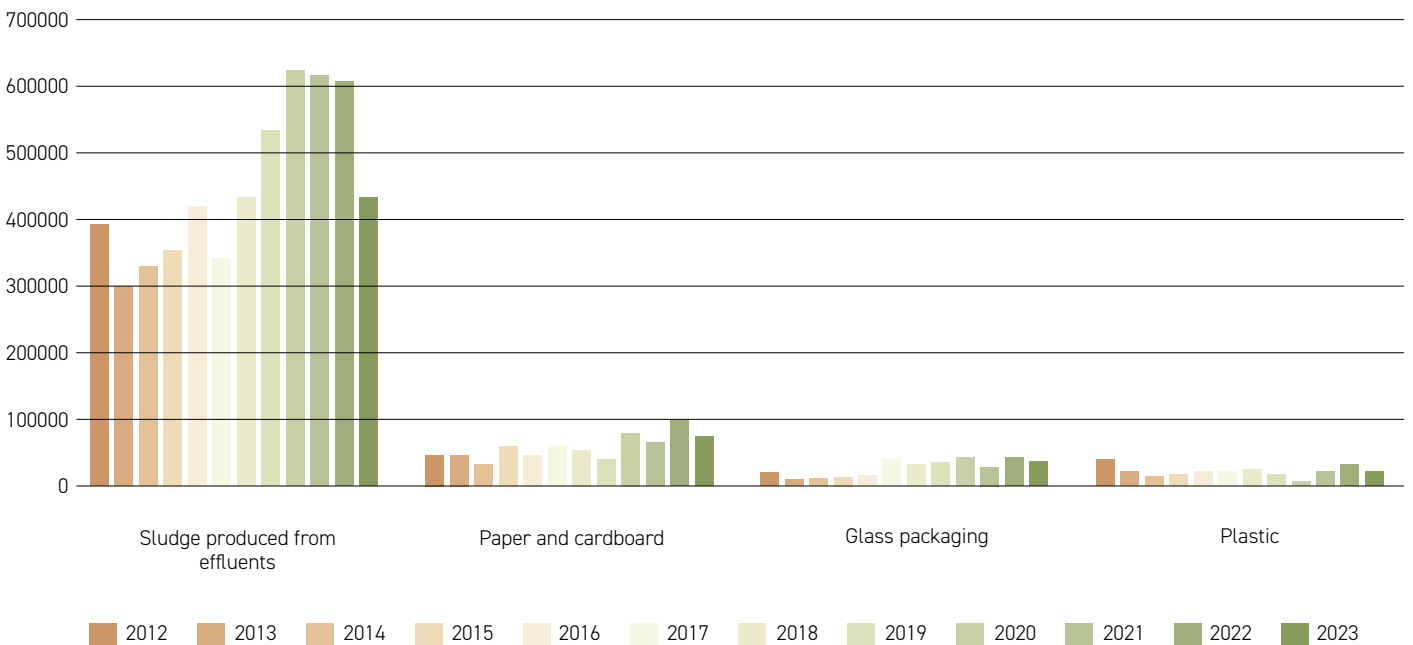
in terms of quantity and consistency over time, being sludge, paper, plastic, and glass (see the "Waste Produced 2012 - 2023" graph).

Over the years, more than thirty waste codes have been differentiated. In 2023, 13 CER (European Waste Catalogue) waste codes were produced.



TOTAL WASTE		604.502 kg
99%	RECOVERY	600.130 kg
1%	DISPOSAL	4.372 kg

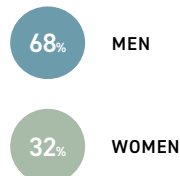
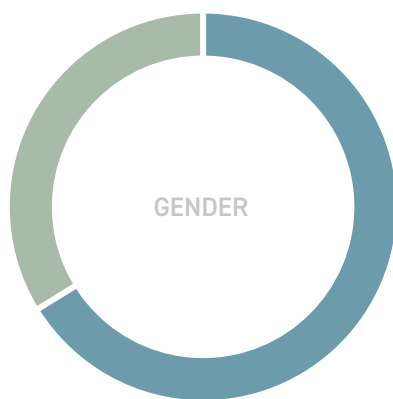
GENERATED WASTE 2012-2023



# Good social practices

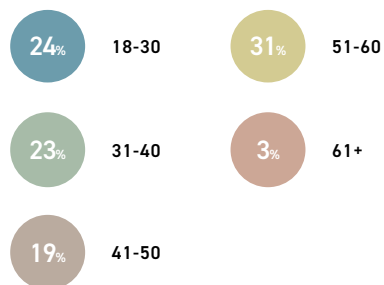
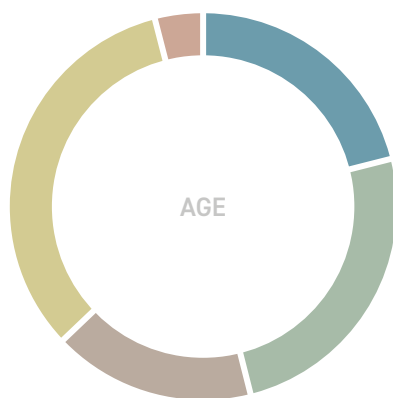


# Gender and Age



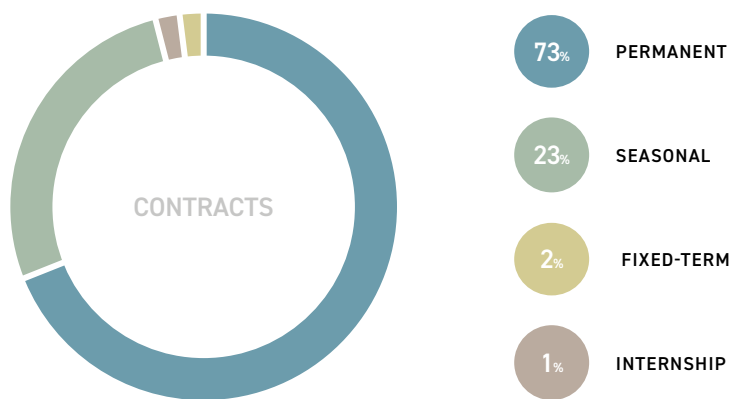
At Cantina Tollo, 32% of the workers are women and 68% are men. One of the company's main focuses is to continually reduce the gender gap. In 2025, the company aims to achieve the

Gender Equality Certification, in order to improve women's access to the labour market as well as increase opportunities for leadership and work-life balance.



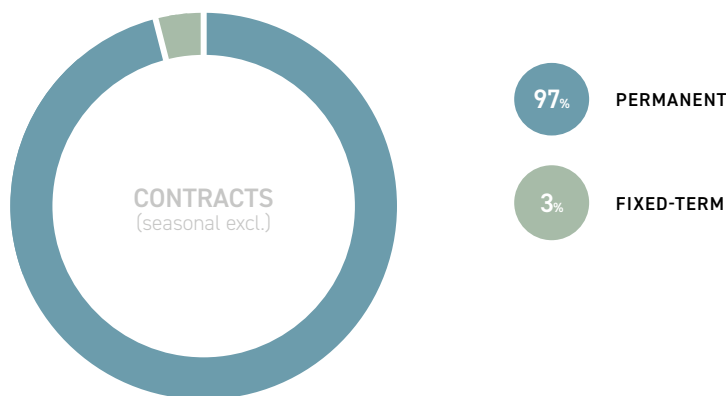
Cantina Tollo is a young company, numbers prove it. 66% of the workers are under 50 years old. The share of workers under 30 has increased compared to the previous year: 24% vs 21%.

# Staff by contract type



From the analysis of workers by contract type, it is evident that permanent contracts are the most commonly used at Cantina Tollo, with 89 out of 121 contracts, representing 73%.

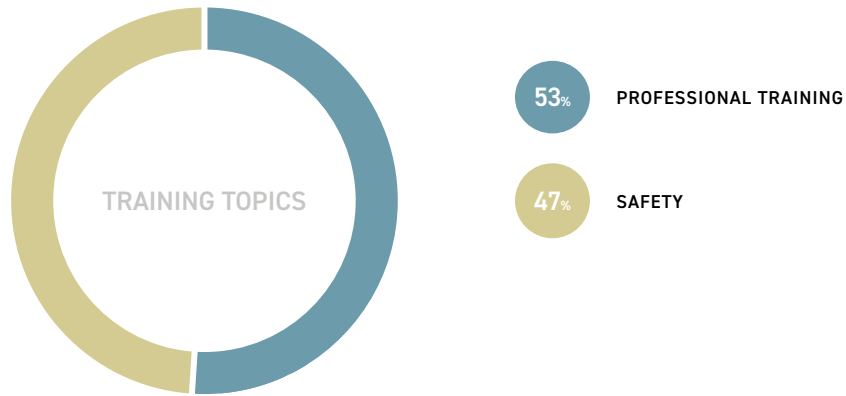
In the past year, there have been 15 contract conversions and permanent hires, along with 5 fixed-term hires (3 of whom are women).



When excluding the category of seasonal workers, who accounts for 28% of total employees, and who are hired during the grape harvest with a three-month contract, the percentage of permanent contracts rises from 73% to 97%. This

is extremely relevant as it emphasises how the personnel management policy is aimed at building long-lasting partnerships. Social sustainability is indeed one of the Cooperative's founding pillars.

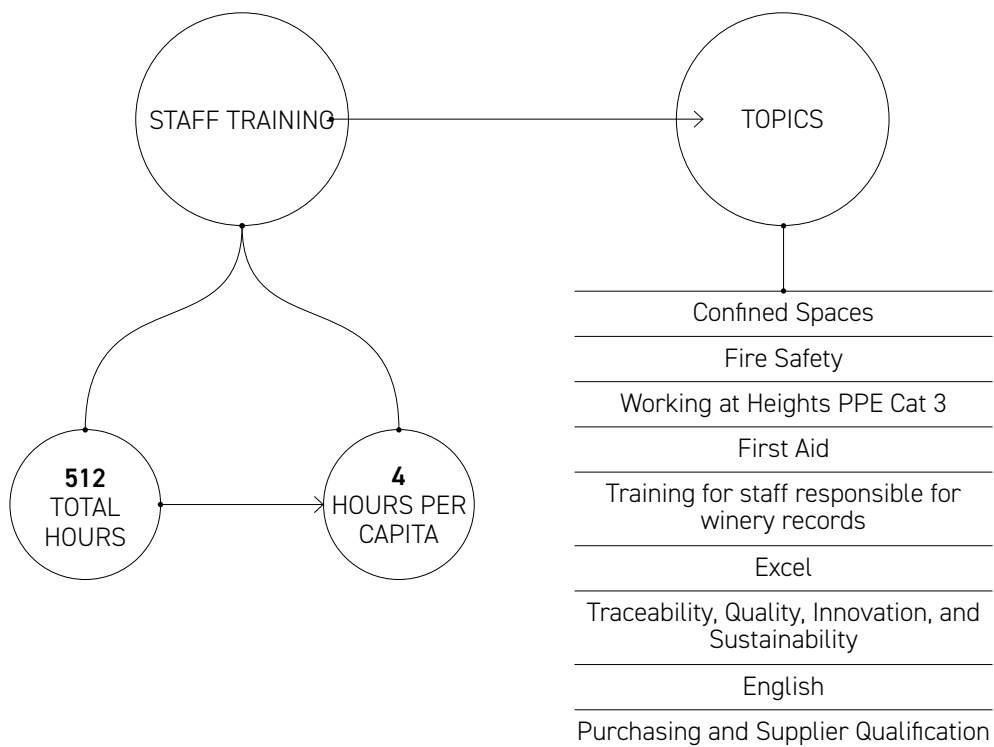
# Staff training



It is noteworthy that, despite the challenges faced during the year covered by this report (see pages 34 and 66 of this report), training activities at Cantina Tollo have continued, albeit with a reduced scope, totaling 512 hours dedicated to the professional growth of employees. Training is a constant priority for the

company and goes hand in hand with updates on safety regulations and the evolution of technology, software, and systems.

The training is divided into thematic areas, and the main training topics are shown in the chart below.





30 - 50 anni, appassionati ed esperti.  
Usano Facebook per svago e per coltivare.  
Apprezzano le storie di vita vera, ricercano  
si soffermano davanti racconti che esprimono  
spontaneità, cura e bellezza.



25 - 45 anni, simpatizzanti mondo vino.  
Instagram è il social che seguono con più  
svago, piacere estetico ma anche formazioni  
amicizie la propria preparazione nel mondo  
contenuti divertenti / utili.  
Seguono influencer, trend e amano parlare  
di loro.

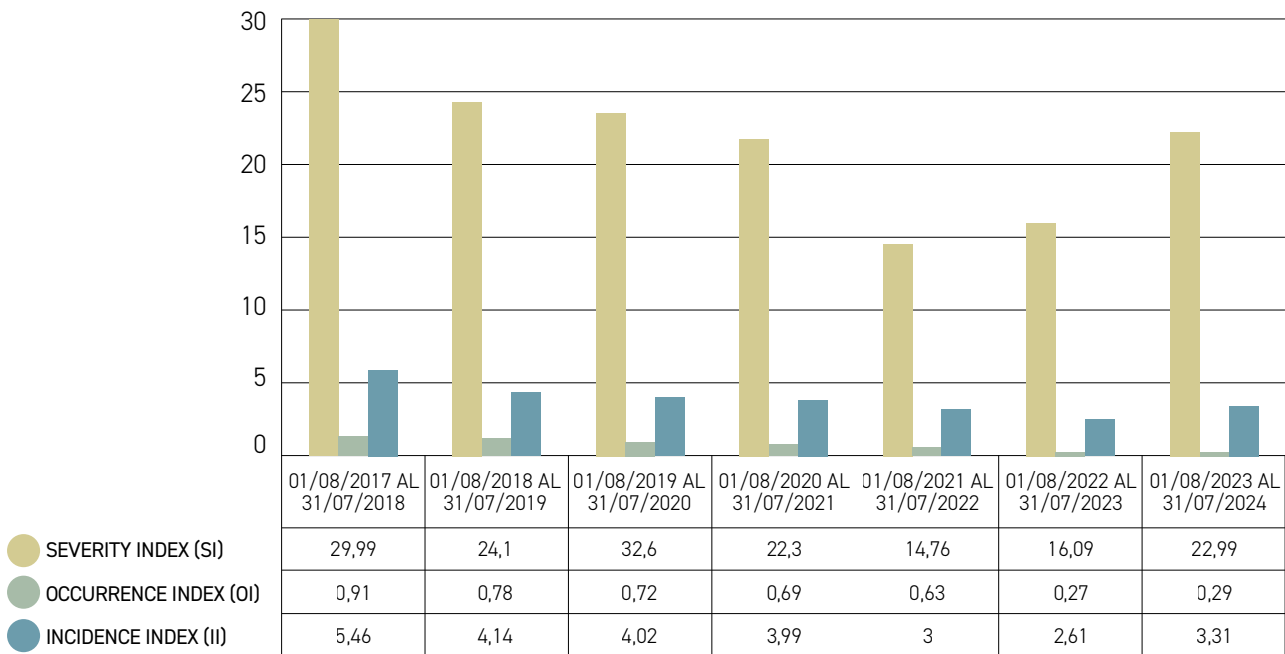
STUDIOCRU  
SOCIETÀ A RESPONSABILITÀ LIMITATA

TARGET



# Work safety

ANALYSIS OF WORK ACCIDENTS TREND  
FROM 01/08/2017 TO 31/07/2024



Cantina Tollo meets health and safety requirements in the workplace by adopting a proactive approach, i.e. by identifying a priority scale of interventions and defining all the necessary response actions to mitigate risks, by means of:

- technical prevention measures
- collective and individual protection devices
- measures to reorganise work activities.

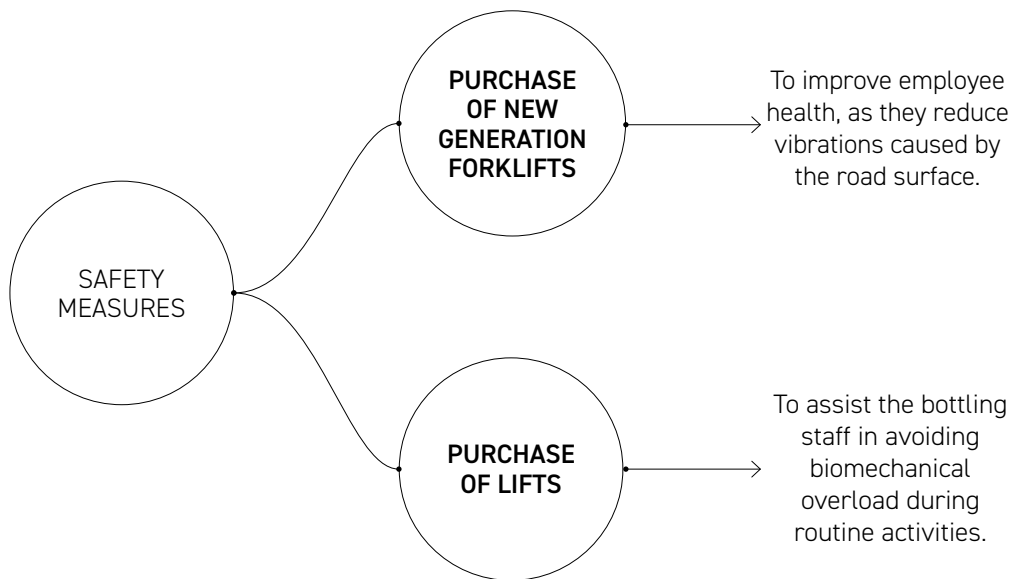
As shown in the graph "Analysis of Work Accidents Trends 2017-2024," workplace injuries have significantly decreased over the years. However, a slight increase is recorded in the indices related to the period covered by this 2023-2024 report, as these are linked to the number of employees, which has decreased due to a poor harvest and reduced production, leading to a higher incidence rate.



# Proactive approach

The analysis of accident events prompted Cantina Tollo to redefine general commitments to risk prevention, identify all hazards, assess risks, identify those potentially exposed, plan appropriate, achievable and congruent goals, develop targeted intervention programmes, allocate the appropriate amount of time,

resources and responsibilities. In line with the company policy, Cantina Tollo continues to promote the ongoing virtuous evolution in the management of its internal and external resources, focusing on the protection of the health and safety of its workers.

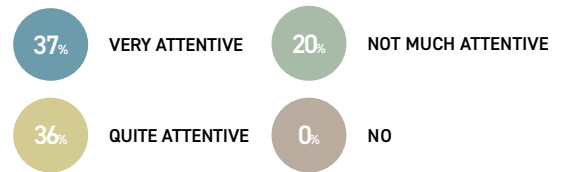




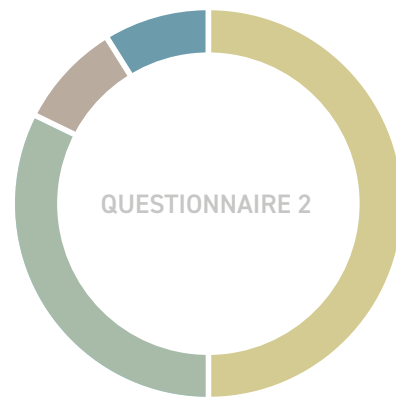
# Neighbours and community



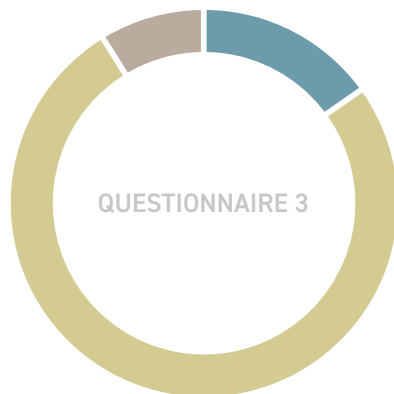
1. DO YOU CONSIDER OUR COMPANY ATTENTIVE TO THE NEEDS OF THE COMMUNITY?



2. WHAT'S YOUR OPINION ON THE INITIATIVES THE COMPANY PUTS IN PLACE TO SUPPORT THE COMMUNITY?



3. DO WINERY ACTIVITIES CREATE ANY KIND OF DISCOMFORT IN YOUR DAILY LIFE?



The results of the questionnaires submitted to the neighbourhood reveal a very positive relationship between Cantina Tollo and the neighbourhood/community. 37% consider the company very attentive to the community's needs, 36% consider it quite attentive. The initiatives in support of the community are considered very positive by those interviewed: 80% consider them

to be appropriate. The winery's activities rarely create problems for the daily life of the community. These results constitute a starting point for further improving the relationship with the local community, trying to engage more with those who are currently not very satisfied, while keep promoting the town of Tollo and its commercial activities through wine tourism activities.



# Research



Maiolica, a research project dedicated to the rediscovery of a lost grape variety, a tribute to the precious art of ceramics. In April 2023 Cantina Tollo presented Maiolica Terre di Chieti Igp, a red wine from grapes of this native variety – from which it takes the name – rediscovered thanks to the company's research and recovery work. The label is inspired by the tiles of the church of San Donato

di Castelli (TE), defined by Carlo Levi as "the Sistine Chapel of Majolica," an inescapable symbol of the small village that has made the majolica tradition famous throughout the world. Thanks to Maiolica, our winery has received and continues to receive recognition and great satisfaction from both critics and the market, a sign that constant research always pays off.

# The grape variety

## ORIGINS

Maiolica is a grape variety once grown in Abruzzo, although not particularly widespread, and then abandoned. Historical traces of its cultivation are reported in 1875 Ampelographic Bulletin, and it is also mentioned by enologist Sannino in his 1892 annual report on Abruzzo's grape varieties (Vitigni Abruzzesi- Annuario Generale per la Viticoltura e l'Enologia). No remains of this grape variety have been traced in the area.



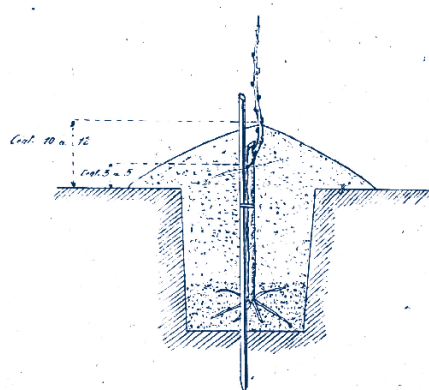
## RECOVERY

Given the lack of traces, the recovery of the variety was made possible through the germplasm bank kept at the Experimental Institute of Viticulture of Conegliano Veneto (Treviso). When a new vine is entered in the National Register of Varieties, regulation requires that five individuals (root cuttings-shoots) be planted and grown over time at the Institute's own collection field.

Maiolica was entered in the National Register of Varieties on 25-05-1970, and from those five still existing and virus-free plants it was possible to retrieve the vine propagating material that allowed the reproduction of the current shoots.

## THE ROLE OF CANTINA TOLLO

In 2019, Cantina Tollo was among the first companies to receive the first reproduced root cuttings, and it will be the first to re-introduce bottles of Maiolica Igp Terre di Chieti vintage 2021 on the market. The production site is a small experimental vineyard located in the town of Tollo. Additionally, Cantina Tollo has also started cultivation on hillier environments with greater temperature fluctuations, in order to test the vine and find the most suitable growing environment.





# Good economic practices





# Income statement

<b>CANTINA TOLLO SCA</b>	<b>2023-2024</b>	<b>2022-2023</b>	<b>Delta %</b>
<b>Value of production</b>	<b>34.425.400</b>	<b>49.927.386</b>	<b>-45%</b>
Raw materials	21.684.040	33.143.734	
Services	6.005.700	8.175.293	
Use of third party assets	237.191	229.602	
Personnel cost	3.766.863	4.307.885	
<b>Ebitda</b>	<b>1.867.092</b>	<b>2.838.249</b>	<b>-52%</b>
Amortisation	864.142	1.511.585	
Amortisation and depreciation	88.910	505.787	
<b>Ebit</b>	<b>914.040</b>	<b>820.877</b>	<b>10%</b>
Financial management	872.134	635.309	
<b>Ebt</b>	<b>41.906</b>	<b>185.568</b>	<b>-343%</b>
Fiscal management	9.953	24.642	
<b>Net result</b>	<b>31.953</b>	<b>160.926</b>	<b>-404%</b>

Despite the significant decrease in production value due to the lack of revenue, Cantina Tollo's financial situation demonstrates how careful management has led to appreciable economic results, although considerably lower than in previous years. The causes, as mentioned elsewhere in this report, are attributed to the lack of grape deliveries due to climatic issues and downy mildew that affected the Abruzzo region in 2023. Additionally, there has been a significant reduction in personnel costs due to fewer tasks performed and the consequent use

of layoffs (Cassa Integrazione) by the Cooperative.

During the fiscal year, specifically from 05/02/2024 to 28/07/2024, the requested and authorized hours were 13.806 (7.800 for OTI workers, 6.006 for office staff). The hours actually used were 5.058 (4.088 for OTI workers, 970 for office staff). The main goal of the company's management will be to improve financial results and recover the gap that has emerged during the fiscal year ending on 31.07.2024.

# Asset data

<b>CANTINA TOLLO SCA</b>	<b>2023-2024</b>	<b>2022-2023</b>
<b>Active assets</b>		
Fixed assets	16.841.869	14.697.649
Inventories	18.940.088	19.576.516
Receivables	10.067.821	15.348.420
Liquid assets	1.913.891	2.449.601
Accrued income and prepaid expenses	197.711	242.952
<b>Total assets</b>	<b>47.961.380</b>	<b>52.315.138</b>
<b>Passive assets</b>		
Net assets	10.163.402	10.313.439
Funds and severance pay	593.917	698.123
Short-term liabilities	24.164.853	29.726.269
Medium/long-term liabilities	10.938.354	10.309.578
Accrued liabilities and deferred income	2.100.854	1.267.729
<b>Total liabilities</b>	<b>47.961.380</b>	<b>52.315.138</b>
<b>CANTINA TOLLO SCA</b>		
	<b>2023-2024</b>	<b>2022-2023</b>
Liquidity	1.913.891	2.449.601
Short-term debts	-7.523.414	-8.601.637
Medium and long-term debts	-10.938.354	-10.309.578
<b>NPF</b>	<b>-16.547.877</b>	<b>-16.461.614</b>

In the balance sheet, the structure is characterized by a good correlation between sources and uses of funds.

Specifically, the following can be noted:

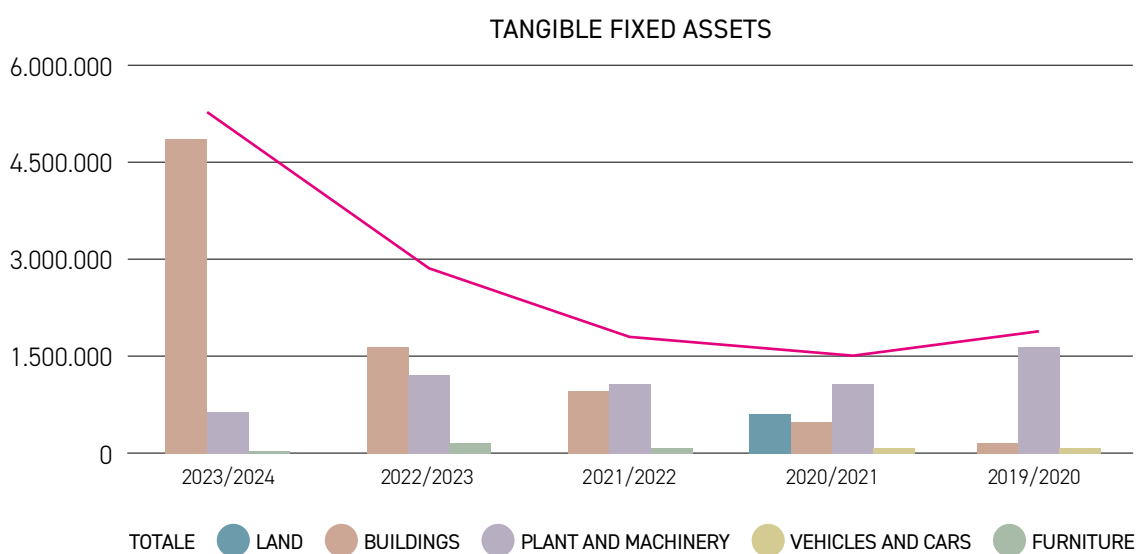
- an increase in fixed assets due to the opening of the new warehouse located in Via Don Morosini;
- a net financial position, which remains substantially unchanged compared to the previous year.



# Investments

TANGIBLE INVESTMENTS	2023-2024	2022-2023	2021-2022	2020-2021	2019-2020
Land	/	2.300	10.910	250.879	/
Buildings	4.748.099	1.660.452	886.907	214.612	65.585
Plant and machinery	375.471	1.182.547	1.015.899	1.007.442	1.616.032
Vehicles and cars	/	/	/	62.797	18.094
Furniture	3.744	38.940	15.847	16.273	/
<b>TOTAL</b>	<b>5.127.314</b>	<b>2.884.239</b>	<b>1.929.563</b>	<b>1.552.003</b>	<b>1.699.711</b>

Many of these investments were financed by psr, cmo investments and national supply chain.



In recent years, Cantina Tollo has made investments of approximately 5 million euros, aiming to improve production performance. The largest investment concerns the new warehouse located in Via Don Morosini, used for storing goods and managing all logistics activities of the Cooperative.

In addition to the building, outdated crushing and grape processing plants were replaced, improving both the environmental and energy impact, as well as the working conditions for employees.

Improvements were also made to the bottling line by adding new machines and decommissioning older-generation equipment.

Specifically, main investments included:

- MODIFICATION OF HATCHES FOR MECHANICAL GRAPE HARVESTING
- AGRISOLAR CALL FOR TENDER FOR THE INSTALLATION OF SOLAR PANELS
- NEW SEWAGE TREATMENT PLANT
- RELAMPING ACTIVITIES
- AUTOMATED WAREHOUSE



# Good communication practices



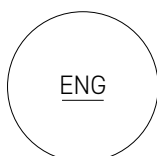
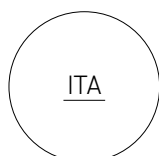
# Code of ethics

## A tool for communicating the company's values

The Code of Ethics was approved by the Members' Meeting by resolution of July 27th, 2023.

It was prepared by the company so that the general principles, values and conduct that constitute the core elements of the Cooperative's corporate culture are clearly defined and constitute the standard of behaviour of all recipients in the conduct of their respective activities.

It was made available online in October 2023 in Italian and English:



It has been sent by email to all "stakeholders" of the Cooperative including employees and collaborators, all categories of members envisaged by Cantina Tollo's statute, administrators, end-consumer customers, client customers, business partners, consultants suppliers and the public administration, the community and all those involved, directly and/or indirectly, in the activities carried out by the Cooperative, as well as for all those who work and collaborate, permanently or on a temporary basis, on behalf of the Cooperative.

# Members' training



In early 2023 Cantina Tollo organized two technical-informative conferences for members, with the aim of providing them with the tools and knowledge to work better, more safely and with better qualitative and quantitative results.

- February 2023 **Vine pruning according to the Simonit&Sirch method**
- April 2023 **New trends for soil**

## **management in vineyards for improving fertility**

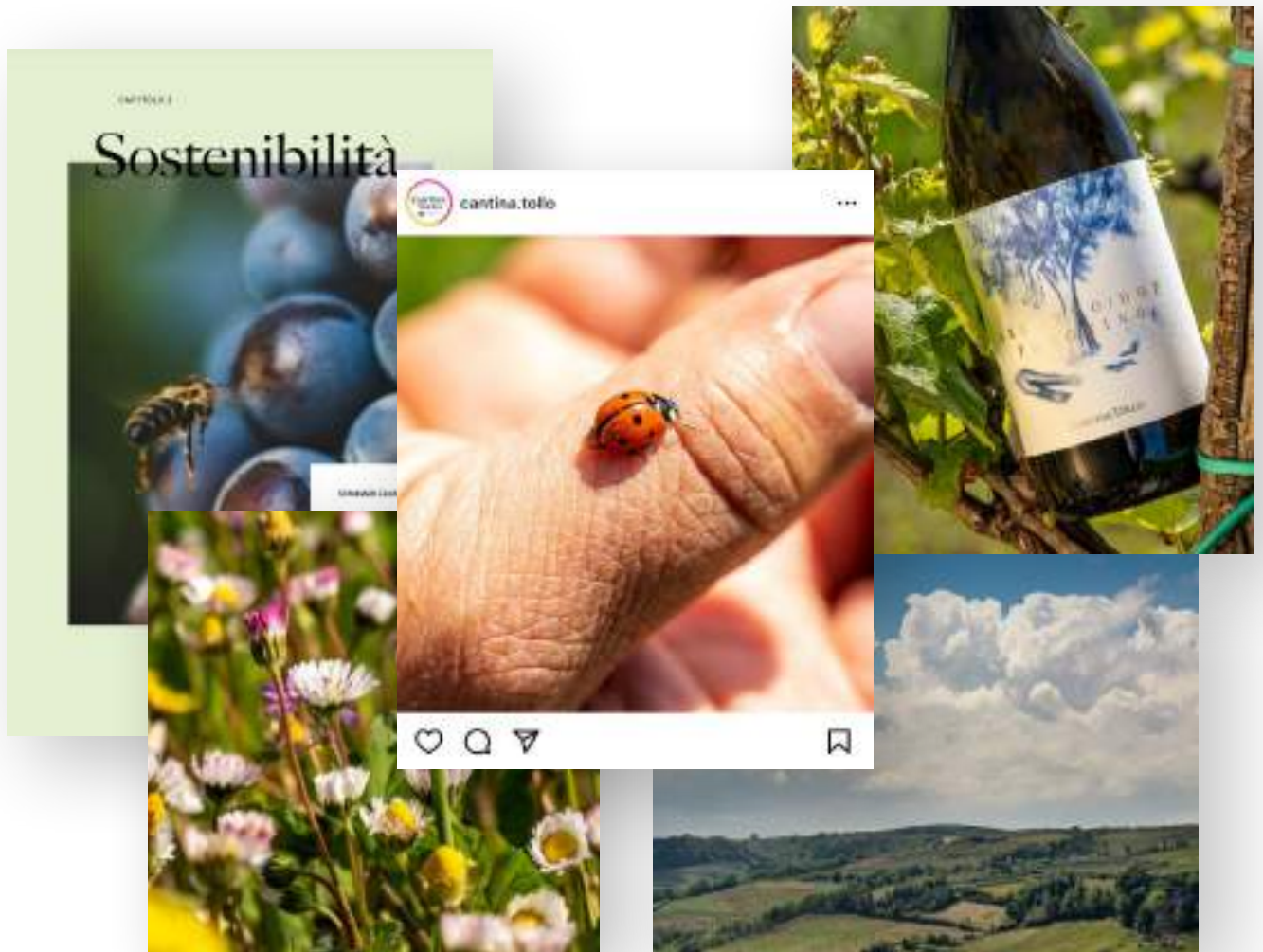
The events pertain to the 2023 fiscal year. In 2024, the company has primarily focused on actions related to economic sustainability, as mentioned in the previous pages.





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# Communication channels



Environmental, social and economic sustainability is at the heart of Cantina Tollo's work.

The value of sustainability is emphasized, promoted and communicated through all company's communication channels – offline and online, from events to press tours, from product presentations to the products themselves, from social activities to communication campaigns.

«Sustainability  
is the principle  
that has always  
accompanied  
our work.»

A value that has guided us over  
the years as the stars guide the  
wayfarer.

# Website

## SUSTAINABILITY REPORT

On [cantinatollo.it](http://cantinatollo.it) a section dedicated to sustainability contains the **qualitas Certification** and the Sustainability Report (in two languages, Italian and English).

The financial statements for 2021-2022, 2022-2023 are available, and the 2023-2024 statement will be available online in the first quarter of 2025.



## CODE OF ETHICS

On [cantinatollo.it](http://cantinatollo.it) the **Code of Ethics** is also available – a tool for communicating the company’s values approved by the Members’ Meeting by resolution of July 27th 2023. Available in two languages, Italian and English.

## PREMIO INDUSTRIA FELIX (FELIX INDUSTRY AWARD)

The news about the **High Budget Honor - Felix Industry Award** has been published on [cantinatollo.it](http://cantinatollo.it). A dedicated press release was produced and issued locally and nationally.



# Social networks

## EQUALITAS CERTIFICATION

On Cantina Tollo's social channels, **Equalitas Certification** is promoted through dedicated posts.



## SUSTAINABILITY REPORT

On Cantina Tollo's social channels, the **topic of sustainability** is periodically promoted and people are invited to consult the **Sustainability Report available on the website** [cantinatollo.it](http://cantinatollo.it), in the dedicated section.



11:17

cantina.tollo



716  
Post

5.224  
followers

207  
posts

Cantina Tollo

Cantina e vigneto

Dal 1960 una storia fatta di uomini e terre.

🇪🇺 Campaign financed according to EU Reg. 2021/21

Via Garibaldi, 68, Tollo

[instr.ee/cantina.tollo](https://instr.ee/cantina.tollo)

Segui già ▾

Messaggio

Contatta



Primi



Vivi



Da voi

# Product projects'



The goddess Deivai is first mentioned on the Agnone Tablet, currently housed at the British Museum in London, along with sixteen other deities, all associated with the worship of nature, agriculture, harvest, and the fruits of the earth. In the Samnite language, Deivai means "Divinity", and Cantina Tollo starts from here to explore and investigate a design, a form, a personality to represent the deep

connection between Earth and Divinity. The figure of Deivai is depicted as a young girl, richly dressed, who generates vine tendrils with clusters of grapes from her hair. The Cerasuolo d'Abruzzo DOP Deivai reinterprets the tradition of Cerasuolo wine as a regional specialty of Abruzzo and reintroduces it today as a tribute to its land and origins.



DEIVAI

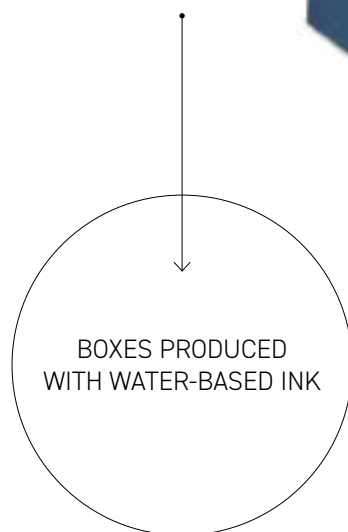
CERASUOLO D'ABRUZZO DOP



CANTINA TOLLO



# Packaging



BOXES PRODUCED  
WITH WATER-BASED INK

Cantina Tollo's choice to use boxes produced with water-based ink brings with it several advantages:

**Non-toxicity:** reduced environmental and intoxication impact.

**Increased work safety:** water-based inks are inks that, in addition to their very low toxicity, also have low volatility: fire risks are practically close to zero.

**Print durability:** water-based inks penetrates better into paper.

# Packaging

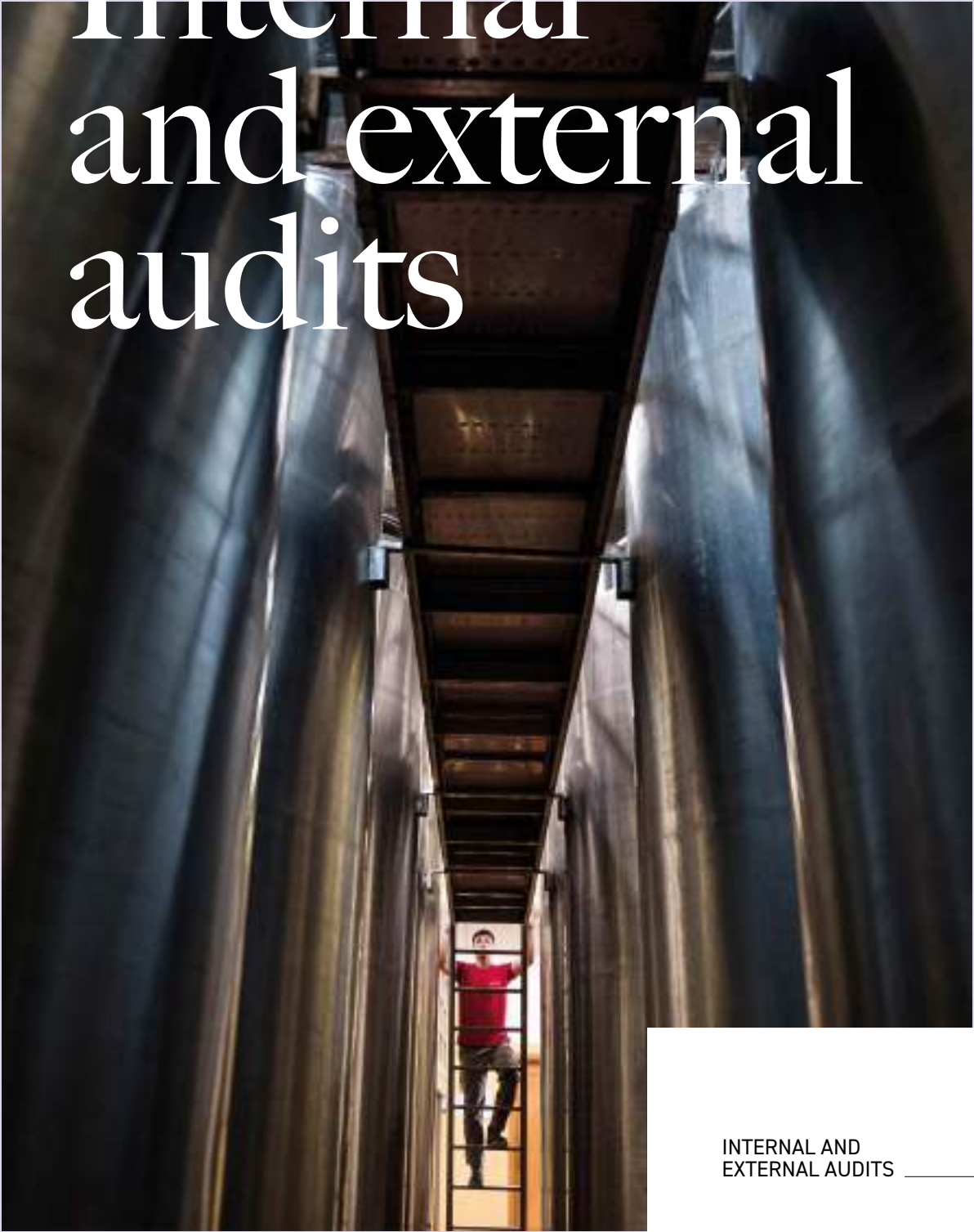


The Cooperative uses all available communication channels to promote its sustainability practices – one of which is the back label.

Through the inclusion of the Equalitas mark of Sustainable Farm, Tollo Winery:

- Communicates to the end consumer that the company promotes and implements sustainable activities
- Attracts consumers' attention showing that sustainable wines as higher quality wines.

# Internal and external audits



## INTERNAL AND EXTERNAL AUDITS

### INTERNAL AND EXTERNAL AUDITS

Cantina Tollo's management system, certified according to BRC, ISO 14001, and Equalitas standards, is monitored through continuous internal and external audits. The entire organization is involved in these audits, which consider aspects of food safety, environmental issues, sustainability, and, in any case, the adequacy of the entire business management system.



In the 2023-2024 fiscal year, the following audits were conducted:

- 4 internal audits on the BRC management system and 1 certification audit (unannounced) by the Agroqualità certifying body.
- 2 internal audits on the ISO 14001 environmental management system and 1 certification audit conducted by IMQ.
- 1 internal audit on the sustainability system according to the Equalitas standard and 1 audit conducted by the certification body Agroqualità.

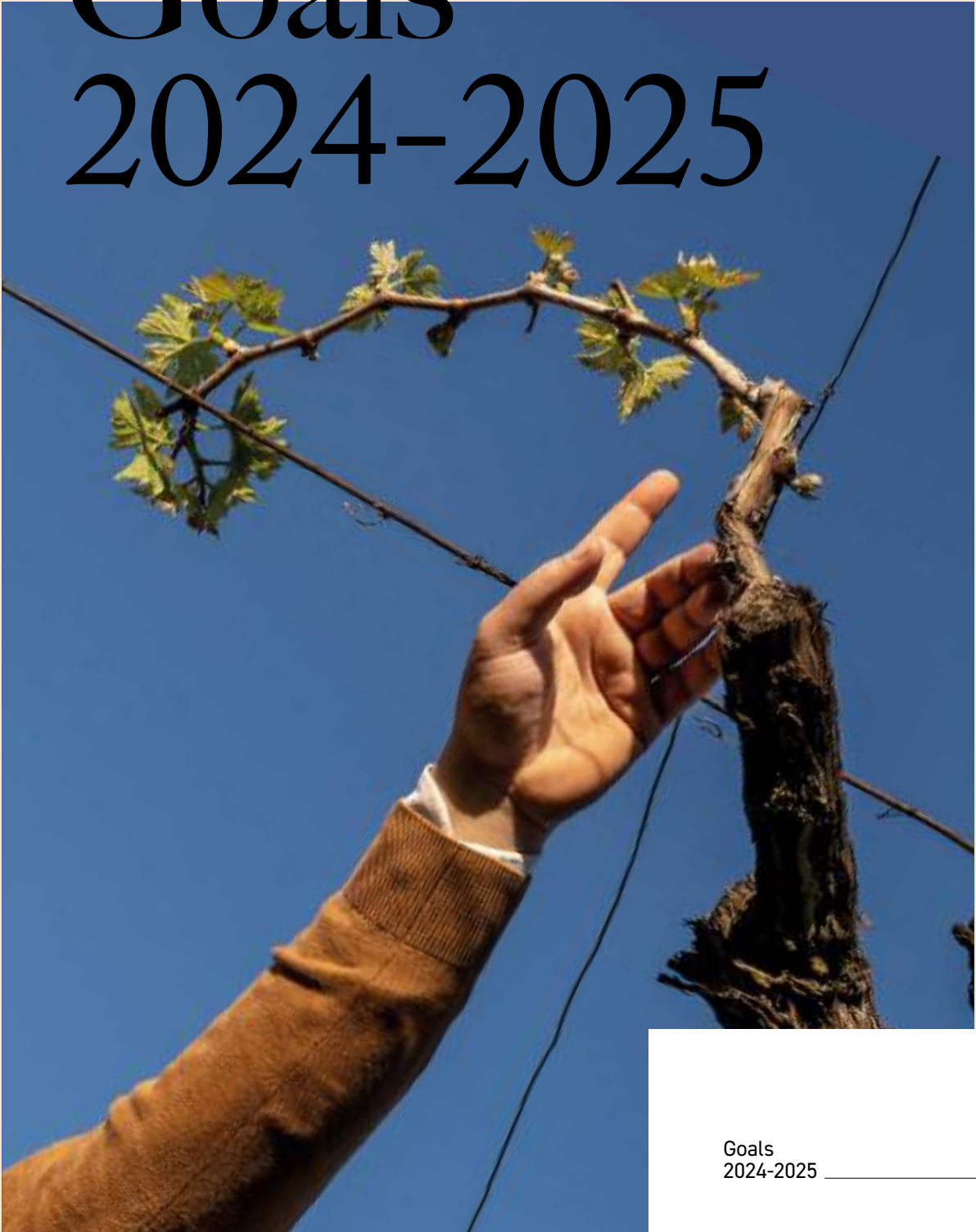
### OBSERVATION AND COMPARISON

All the "observations" arising from these visits have been addressed and resolved.

The constant comparison, adopted by the company through these audits, proves to be an excellent incentive for the continuous improvement of business activities.



# Goals 2024-2025





# Goals 2024-2025

Greater

## Packaging sustainability

Further increase in the use of lightweight bottles

Increase in

## Research on indigenous grape varieties

Use of

## Green stretch film

## Safety

Modification of the pedestrian walkway in the bottling area

## Research and Development

Increase in investments and dedicated resources.

Better

## Work-Life Balance

Implementation of smart working

Progressing on the

## Agrisolar program

## Human resources at the core

Growth plan

## Packaging Materials

Reduction of consumptions

## Communication

Increase in the frequency of internal and external informational notes.





# CANTINATOLLO

Sustainability Report edited by Cantina  
Tollo marketing department

**Graphic design**  
daromastudio.com

**Photos**  
Andrea Straccini  
Stefano Schirato  
Mauro Fermariello

For any further information do not hesi-  
tate to contact us.

Viale Garibaldi, 68 66010 Tollo (CH) Italia  
Tel. +39 0871 96251  
Fax +39 0871 962122  
E-mail: [info@cantinatollo.it](mailto:info@cantinatollo.it)

**CANTINATOLLO.IT**