

FIORINI

Identity

The manifesto

FOR YEARS,
THEY HAVE BEEN TELLING YOU
THAT THE CONTENT
MATTERS MORE
THAN THE PACKAGING.

WE ARE COMMITTED TO CONCEIVING,
DESIGNING AND PRODUCING INCREASINGLY
TOP PERFORMING PACKAGING.

OUR SACKS
DO NOT MERELY
CONTAIN.

THEY CARRY, VALUE
AND PROTECT.

About us

Our job started out a long time ago, in 1947, based on the dream of **Giambattista Fiorini**, a man of vision who - in the tough post WWII years - accepted the challenge of changing his lifestyle scenario.



2

PRODUCTION
PLANTS



7

FOREIGN
AGENCIES



+90

MILLION €
TURNOVER



+300

MILLION SACKS
PRODUCTION CAPACITY

From 1947 to date, we have grown at the same pace as the evolution of production systems and technologies without ever abandoning the passion that has fuelled us since the very first day. A passion for **welfare** and **sustainable development**, not only economic, but also and above all of values that concern work, culture, safety, the environment, people.

FIORINI



< 0,7%*

INCIDENCE OF
RECLAIMED
SACKS



Overseas	70%
Italy	30%



EU	65%
Overseas	35%

* performance improved by +58% compared to the minimum envisaged by the national terms and conditions of sale

A competitive
and sustainable
business model

DEVELOPMENT STRATEGIES AND RESULTS

The story of Fiorini Packaging testifies to the ability to combine the **sustainability** of the business model in all its forms, whether economic, social and environmental, with the **competitiveness** that has led the company to become a benchmark in the packaging market.

The challenge of the present and of the future is to continue to grow on the market, while always maintaining a focus on our values and our customers' needs.

What
we need
to compete

SUSTAINABILITY

It is a virtuous circle: we place the utmost attention on our products to ensure that what is behind them gives rise to **ideas, plans** and **ambitions**.

We consider the social and environmental sustainability objectives to be the primary condition to achieve growth in the medium and long term. Plans aimed at creating a shared value, consistently with the strategies implemented as part of our industrial plan. The adoption of an *Integrated Management System*, for instance, is a strategic decision for an organisation that can help improve its overall performance and provide a solid basis for development initiatives.

A sustainability that is increasingly integrated into the strategy. And, naturally, into the product.

CERTIFICATIONS



ISO 9001 - Quality management system
Certified since 1997



ISO 14001 - Environmental management system
Certified since 2000



ISO 45001 - Occupational health and safety management
Certified since 2003



ISO 22000 - Sistemi di gestione per la sicurezza alimentare
Certificati dal 2009



FSC® - CoC - Forest Stewardship Council - Chain of Custody - Certification of forestry products. Certified since 2020



FSSC 22000 - Food Safety System Certification
Certified since 2020



BRCGS Packaging Materials - Product certification recognised all over the world as one of the leading international food safety standards



HALAL - EML and RINA standards - Sacks and reels fit for containing products prepared according to Islamic dietary laws. Certified since 2021

QUALITY AND INNOVATION

We do business in such a highly competitive market and tackle major international players; innovation has thus become a fundamental requirement to guarantee customer **satisfaction** and the **continuity of our company's growth**. The concentration on innovation allows Fiorini Packaging to focus on a type of growth which is smart, long-lasting and responsible. This is a planned and highly structured process.

It is only through investments in research and development that we are successful in creating a quality product. Quality that, for Fiorini Packaging, means competitiveness, not competition.

Our Research and Development Laboratories work hard every day to come up with products that are functional for the transportation and preservation of materials, such as our core innovation: **Latte**, **MoistShield®**, **RainShield®** and **GH₂Ost®**.

With plenty more projects in the pipeline for the years to come.

FIORINI HI-TECH SACK



LATTE

Latte is Fiorini's Paper Sack with PE Tube. A latest-gen tech top-quality sack which, along with certifications such as BRCGS and FSSC2000, allows us to guarantee all the safety necessary to protect sensitive foods. Easy **2B Recycled**.



MS

MoistShield® has water-repellent properties, so moisture slips away from the sack, avoiding the possibility of it coming into contact with the product inside: **all without using plastic**.



RS

RainShield® is designed to preserve the product even in adverse weather conditions: water-repellent and four times stronger than a standard sack.



GH₂Ost

GH₂Ost® protects the product simply by exploiting the properties of paper, **without the use of plastic**. This also gives it the ability to be water soluble (if the sack is thrown into a concrete mixer, it disappears in a matter of minutes).

Control of
the entire
production
chain

FROM SUPPLIER TO FINISHED PRODUCT

The current economic model is a linear one: you produce, you use and you dispose. The alternative is represented by the circular economy, a **system in which the raw materials remain in the economic cycle as long as possible.**

The company undertakes to maintain - during production of its products - the most complete compliance both with the applicable regulations in force in various sectors (health and safety, food safety, hygiene, environmental regulations, administrative regulations), as well as with any agreements and specifications drawn up in agreement with customers.

Designing the future means taking care of the environment around us: over the years, biocompatibility and environmental sustainability have become fundamental values. This is why we select and monitor our products right from the raw materials utilised. The paper we use is sourced from controlled and certified forests. Our focus on the maximum reduction of waste paper is an important objective for us, since the market increasingly requires complex multiply products with increasingly customised paper. Over the years, Fiorini Packaging has gradually managed to reduce its waste paper.



+80

THOUSAND

SQUARE
METERS



= 11.204

FOOTBALL
PITCHES



+4.000

ARTICLES WHICH HAVE
GENERATED +8,800 ORDERS



+70

THOUSAND

LITRES OF PRINTED
INK RECOVERED



VALUING PEOPLES

People - employees, suppliers, customers - constitute our most important capital. A capital comprising skills, experience, and emotions that are nurtured and strengthened every day.

Today Fiorini Packaging can boast more than 250 employees, 95% of whom proudly with an open-ended contract. Talent is extremely important to us: about 20% of our staff is under 40. Employee loyalty to the company is extremely high: the average experience is almost 20 years.

Years in which these people - because that's how we prefer to call them - grow together with the company. Investing in the growth of our employees is a key factor for our business growth: for this reason, a large number of training hours are completed each year.

Hours which were also invested in relational soft skills. To guarantee our customers maximum satisfaction, we rely on analysis methods that make it possible to measure the relational dynamics between our company and the customers themselves. By analysing the expectations and the perception that customers have of what we do, we measure: **Reliability, Relational skills, Reassurance skills, and Empathy.**

Training
and development
of employees **+3500** HOURS





PROTECTING THE ENVIRONMENT

We are aware and proud to produce sacks and packaging that not only contain materials, but which also carry the values and passion that the company wishes to convey and communicate

The paper used to produce our sacks comes from **controlled and certified forests and alternative natural sources**. In addition to the maximum reduction of waste paper, since the end of the '90s, we have chosen to use water-based inks, as well as a significantly reduced quantity of solvents and other dangerous substances. The glues we use are mainly organically-based, such as potato flour or maize starch, in an attempt to restrict the use of chemical-based glues.

Our attention on manufacturing has led us to a drastic reduction in CO₂ emissions per tonne of sacks produced, and we have now reached extremely low levels both in absolute terms and relating to production volumes. Our water consumption has been progressively reduced: this demonstrates our constant effort in reducing the wastage of this precious environmental resource. Responsible production is driving our company towards a reduced utilisation of chemicals and a more efficient usage of raw materials.

Our products may in the majority of cases be 100% recycled, and in others they simply need to be separated to be rendered recyclable.

WE ARE MEMBERS OF:



≈ 5,1%

EFFICIENCY IN THE USE
OF RAW MATERIALS

- 9,2%

REDUCTION
OF WASTE PAPER
SINCE 2014

0,02 kg

CO₂ EMISSION PER TONNE
OF SACKS PRODUCED

+ 4%

WASTE RECOVERED
(PAPER AND OTHER)
SINCE 2014

Fiorini
for the
territory

COMMITTMENT TO THE WELFARE OF THE COMMUNITY

Since 1947, we have been working with the awareness that business principles also entail the adoption of values aimed at the welfare of the community and of society as a whole.

There are many initiatives in support of the community which Fiorini Packaging invests in: from the redevelopment of venues, to the dissemination of culture, to social engagement and the possibility of providing young people with employment, always keeping an eye open towards the future.

The challenge is to create new growth opportunities for the community continuously. Social engagement, culture and sports as opportunities for training, exchange and progress.

Thanks to the scheme alternating school with practical work experience, we partner up with Schools and Universities, promoting innovative projects.

FIORINI



OUR COMMITMENTS

We have told you what we have done in over 75 years. What we can do from now on?
We want to implement actions and concrete initiatives that are consistent with our values.

THE COMMITMENT WE ARE MAKING IS TO MOVE TOWARDS AN
INCREASINGLY SUSTAINABLE AND RESPONSIBLE DEVELOPMENT:

THROUGH THE DISSEMINATION OF THE **CULTURE OF SUSTAINABILITY**,
REDUCING THE ENVIRONMENTAL IMPACT OF OUR PRODUCTION
PLANTS, INVOLVING OUR EMPLOYEES, SELECTING OUR SUPPLIERS
CAREFULLY, WHILE CONTINUING TO IMPROVE OCCUPATIONAL
HEALTH AND SAFETY.

THANKS TO RESEARCH, WE WANT TO DEVELOP **PRODUCTS THAT ARE
INCREASINGLY SAFE AND AT THE CUTTING-EDGE OF TECHNOLOGY**,
SO THAT THE LOYALTY AND SATISFACTION OF OUR CUSTOMERS AND
OF OUR CUSTOMERS' CUSTOMERS GROW EVEN FURTHER.

+250
EMPLOYEES

≈ 20%
WORKERS
UNDER 40



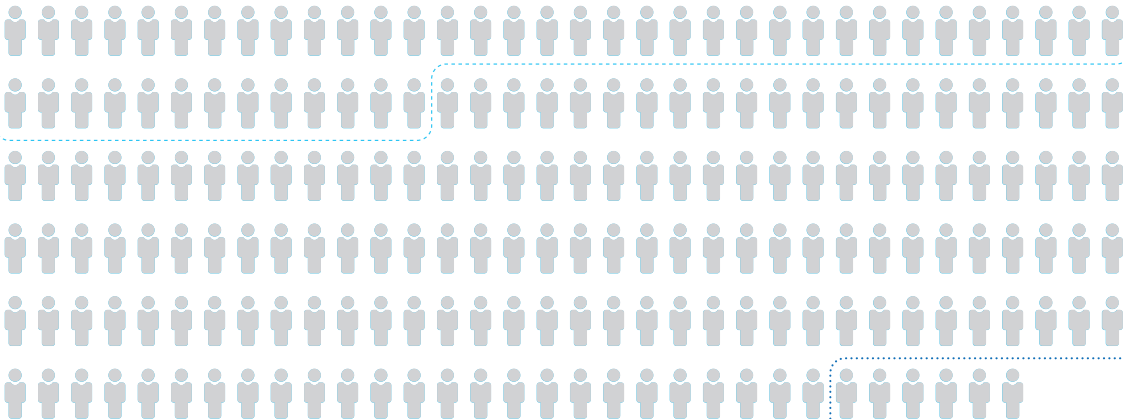
≈ 45
AVERAGE AGE
OF WORKERS



≈ 20
AVERAGE
EXPERIENCE



≈ 95%
PERCENTAGE OF
WORKERS WITH
OPEN-ENDED
EMPLOYMENT
CONTRACT





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