



DERSUT



2022

SUSTAINABILITY REPORT



2nd Edition



Methodological note

The present document represents the second edition of the Sustainability Report of Dersut Caffè Spa, and it outlines the company's environmental, social, economic, and governance policies. It also highlights the UN's 2030 Agenda goals that have been taken as a reference for the company's actions and the improvement goals for 2023. The reporting period refers to the year 2022. For further information regarding the data provided and the assessments made, it is possible to contact the company via email: info@dersut.it.



INDEX

LETTER TO STAKEHOLDERS	4
1. THE COMPANY.....	7
COMPANY HISTORY.....	8
ORGANIZATIONAL CHART.....	10
THE VALUE CHAIN	12
PRODUCTS	14
BOTTEGHE DEL CAFFÈ	16
FOREIGN MARKET	18
CERTIFICATIONS	20
STAKEHOLDERS.....	22
THE 2030 AGENDA	30
2. THE SOCIAL IMPACT	33
EMPLOYEE DATA.....	34
THE SOCIAL PROJECT.....	35
3. THE ENVIRONMENTAL IMPACT.....	37
CONSUMPTION COMPARISON	38
ENVIRONMENTAL PROJECTS.....	40
4. MARKETING	43
THE DERSUT COFFEE MUSEUM.....	44
ABCD COFFEE BARISTAS ACADEMY DERSUT.....	46
TRADE SHOWS.....	48
ASSOCIATIONS.....	50
THE SUSTAINABILITY GROUP	52
5. GOALS FOR 2023	55

LETTER TO STAKEHOLDERS



Lara, Giorgio e Giulia Caballini
di Sassoferrato

Dear Stakeholders,

We are proud to inform you that in 2022, we diligently pursued the objectives we had set for the previous year, achieving them and making them a more concrete source of inspiration for our company's journey.

We aimed to continue fostering synergies with companies, associations, and universities that are committed to the value of sustainability, and we succeeded.

Thanks to the collaboration with the Famiglia Caballini of Sassoferrato and **Lanificio Bottoli**, 2022 saw the production and sale of **high-quality shawls and blankets dyed with coffee grounds collected from our commercial network and customers**—an excellent example of teamwork!

Our collaboration with **Ricrearti** and other virtuous companies in our region enabled us to host the **“Eco Rete Sostenibile” exhibition at our Coffee Museum** from November 2022 until the end of the year. In December, during Ecoforum Veneto, the exhibition was awarded a Special Mention by Legambiente, underscoring the importance of transforming industrial waste into a tangible and artistic example of creative reuse. This project involved traditional partnerships with local associations like **La Piccola Comunità and Associazione Il Pesco** for the creation of the products, as well as active participation from schools. **The University of Padua**—specifically the **Department of Industrial Engineering**—has started a study on the potential uses of **coffee grounds and silverskin** (coffee husk) **in the circular economy**, which we periodically supply for analysis, studies, and tests.

We adopted clean energy and climate-neutral gas through our partnership with Alperia. With **MV Consulting**, we embarked on a path—initially involving the production department—to improve the work environment and foster better communication among colleagues,

contributing to the well-being of the entire company. We continued our support for **WelfareCare**, **participated in the Sustainability Week promoted by Assindustria Venetocentro**, and were involved in projects organized for the 2022 Capital of Corporate Culture, activities that helped broaden and deepen our vision of corporate sustainability. Finally, in February 2022, construction began on **our new headquarters**, also in Conegliano, with the relocation process set to start at the end of 2023, beginning with the production department. This represents a historic step for us, aimed at enhancing our work and productivity while also laying the foundation for new sustainable ideas and projects.

Before construction on the new site, we developed a large dog park, which will soon be donated to benefit the entire community. Giving back to the region that hosts our company and to the community is, in our view, a principle that should inspire every entrepreneur, now more than ever.

**Caballini
di Sassoferrato
family**

1.

THE COMPANY

We work with passion to make those who drink our coffee smile and help them understand everything behind the quality of our product.

Thanks to the passion for coffee and the entrepreneurial spirit of its owners, the Caballini di Sassoferrato family, Dersut has pursued the highest quality in its product, production process, and organizational structure since 1949. The company dedicates itself with passion and expertise to the careful and selective choice of raw materials, ensuring meticulous storage before processing, so the product retains its attributes and distinctive qualities. Dersut follows a precise roasting process, adjusting time and temperature to achieve the ideal roast for each single-origin coffee, highlighting and enhancing its unique qualities. The company then performs refined blending to achieve an excellent and balanced result, followed by proper and efficient packaging to best preserve the coffee's organoleptic properties and the integrity of the blends.

Today, the company has a workforce of 38 exclusive agents and 43 employees and exclusively serves over 4,000 public establishments, primarily in the Triveneto area, with recent expansions into Piedmont and Liguria. Dersut is

also making an increasingly significant presence in key European markets and beyond, having recently entered the markets of the United Arab Emirates, Mexico, and the Dominican Republic. Active in the trade show sector for years, Dersut participates in several events, including Host in Milan, Triestespresso in Trieste, and Sigeip in Rimini. In 2014, the company founded the **Consortium for the Protection of Traditional Italian Espresso Coffee in Conegliano**. The Consortium aims to include espresso, as a ritual, art, social practice, and cultural symbol, in UNESCO's list of intangible cultural heritage. In February 2022, construction began on the new company headquarters, still located in Conegliano, with the transfer of the production department set to begin at the end of 2023, followed by the administrative offices. The new site will provide Dersut with larger spaces, a modern and welcoming facility, and state-of-the-art machinery, all in line with the company's ongoing commitment to improving product quality and working conditions.



COMPANY HISTORY

Timeline.

FOUNDATION

1949

The story of a family and a city are indissolubly linked: Count Caballini di Sassoferato, Elisabetta and Vincenzo, acquired Dersut Caffè in Conegliano (Treviso), a small roasting company that had been established only two years earlier.

TRIVENETO GROUP COFFEE ROASTERIES

1954

Veneto, Trentino-Alto Adige, and Friuli-Venezia Giulia became key reference points for Italian coffee companies during this period. In 1954, the Gruppo **Triveneto Torrefattori Caffè** (Triveneto Coffee Roasters Group) was founded, later expanding to include all of Italy in 2015. Dersut is one of the founding members.

BOTTEGHE PROJECT

2002

In 2002, the first **Bottega del Caffè** Dersut was opened, which in the following years led to the creation of other types of single-brand coffee shops: **Italiana Caffè** and **Giornale&Caffè**.

CONSORTIUM FOR THE PROTECTION OF TRADITIONAL ITALIAN ESPRESSO COFFEE

2014

The **Consortium for the Protection of Traditional Italian Espresso Coffee** was established on September 15, 2014, in Conegliano. Its main purpose is to promote, enhance, and protect traditional Italian espresso coffee among industry operators and consumers, with the aim of obtaining UNESCO recognition as Intangible Cultural Heritage of Humanity.

COFFEE MUSEUM

2010

Looking to the future does not mean forgetting the past: 2010 marks the inauguration of the **Coffee Museum** in Conegliano, which tells the story of the company, the industry, and the city.

REBRANDING

2019

Visual communication embodies form and function, integrating beauty and utility. In this way, the new logo symbolically represents the essence and spirit of the company. It is simple, essential, and distinctive.

RECYCLING OF COFFEE BOTTEGHE

2021

Launch of a pioneer format, addressing a strategic evolution to promote the essence of Made in Italy and to test new challenges and opportunities, extending to European market and over.

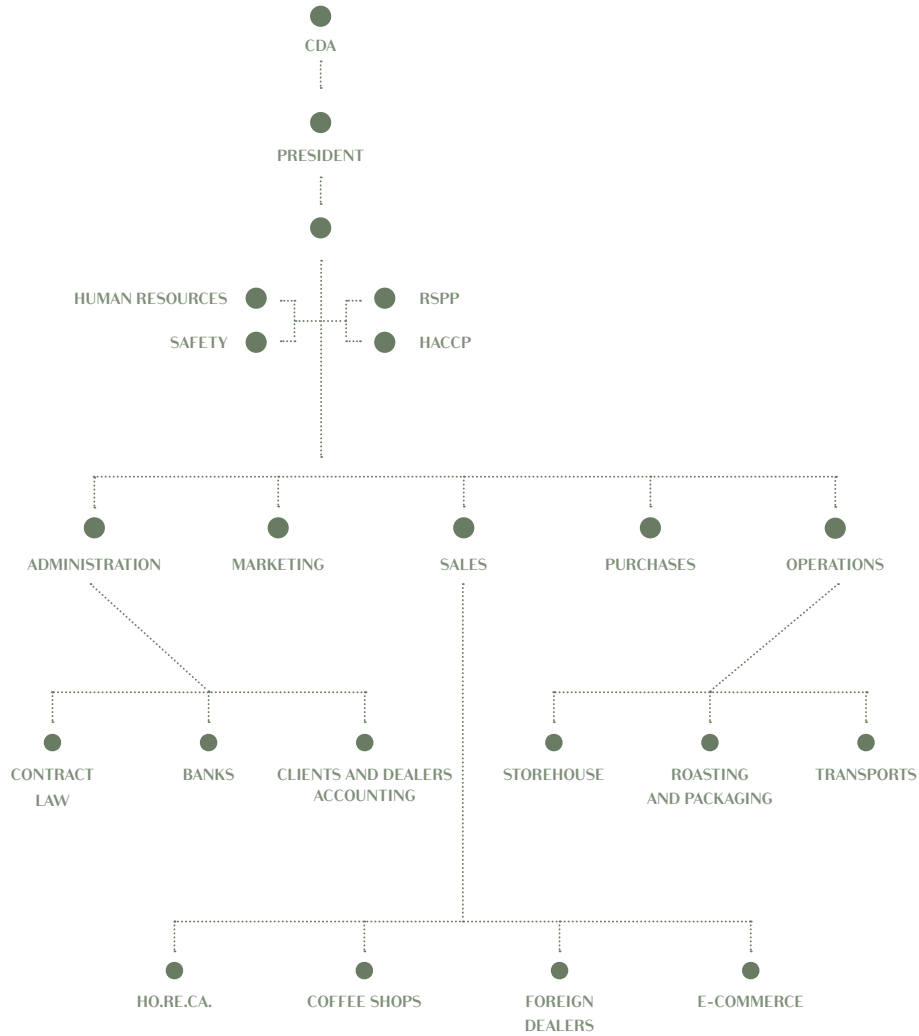
CONSTRUCTION BEGAN OF NEW HEADQUARTER

2022

The start of construction for the new headquarters, to remain in Conegliano, has begun.

ORGANIZATIONAL CHART

Hierarchical chart.



Economic results

	2021	2022	Δ%
Turnover	11.226.543,00	14.502.842	+29,20
Investments	2.800.124,00	3.371.017	+ 20,40
Export turnover	6%	6%	=

THE VALUE CHAIN

1 THE COFFEE BELT

The Coffee Belt is the most prolific coffee production area, extending from the Tropic of Cancer to the Tropic of Capricorn.

2 HARVEST

The first selection occurs at the origin: after the harvesting of the drupes, foreign bodies such as leaves, stones, and dirt are eliminated.

3 EXTRACTION

The coffee beans are extracted from the drupes and separated from the pulp and parchment, the membrane that covers them. Extraction can be of two types: it is referred to as “natural coffee” if it occurs via dry processing, and “washed coffee” if it occurs via wet processing.

4 SHIPPING

Green coffee, obtained after careful cleaning and selection processes, is exported all over the world.

7 THE TRANSFORMATION OF THE BEANS

With roasting, which occurs between 190° and 230°C, green coffee beans are transformed into lighter, brown, and aromatic beans: during this phase, caramelization of the sugars and carbonization of the cellulose take place, as well as the formation of volatile compounds and the roasted aroma.

6 OUR ROASTING PROCESS

Dersut has adopted a separate roasting system for each single origin: each batch of coffee requires different temperatures and roasting times to always achieve optimal results.

5 THE ARRIVAL IN CONEGLIANO

To reach Conegliano, where the entire production process will take place, the coffee undergoes a long journey, arriving in large polypropylene bags weighing 600 kg: the “big bags.”

8 THE COOLING PROCESS

Once the desired roasting level is reached, the coffee is cooled with air to preserve its aromas and organoleptic properties. It is then suctioned through an air system, known as the “stoner,” to remove all heavier foreign bodies.

9 THE BLENDS

The individual qualities of raw coffee are stored in separate compartments; they are then blended in a special mixer with an internal rotating drum, in varying quantities and types, to create the different company blends.

10 PACKAGING

Each blend is stored in a separate silo and follows a protected path before being packaged into bags or rolls to ensure quality is preserved. This process involves passing through a closed tube without light, in an environment with controlled climate, humidity, and temperature.

PRODUCTS

The excellence of espresso.

Despite not being its country of origin, Italy is considered the true homeland of coffee worldwide. The word “espresso” is known across the globe, from London to Singapore, passing through Rio de Janeiro and New York. The reasons for this success lie in the careful selection of raw materials, the type of roasting, the meticulous blending process adopted by Italian roasters, and the grinding and extraction methods performed in cafés throughout Italy. Additionally, national legislation has contributed to raising the quality level of the Italian offering

by setting very strict quality standards for raw coffee imports. This tradition has “forced” producers to always offer only the best, making Italians the most refined coffee consumers in the world. To ensure the superiority of its products reaches its customers intact, Dersut has chosen to serve only public establishments and outlets affiliated with the brand. **Every coffee carries with it a unique aroma, an echo of the history of its country.** Dersut has decided to meet the needs of its most demanding customers by selecting the finest single origins.



Main product lines



COFFEE *blends*

COMPATIBLE *capsules*



MONO DOSE *single-dose pods*



BOTTEGHE DEL CAFFÈ

Chain of coffee shops under the company brand.

Founded in 2002 with the aim of offering places where Dersut products could be tasted and purchased in a high-quality environment, assisted by trained and professional staff, there are now over eighty single-brand coffee shops divided among the following brands:

Bottega del Caffè Dersut (whose format has recently been completely revised and renewed), Italiana Caffè, Giornale & Caffè. These are currently located mostly in Northern Italy, with plans to open new locations throughout the rest of the country and abroad. These are flexible and targeted franchising projects, with coffee shops unified in concept and image, attentive to changes in consumer behavior and evolving tastes. **These are innovative spaces, yet faithful in every aspect to the tradition of the brand.**



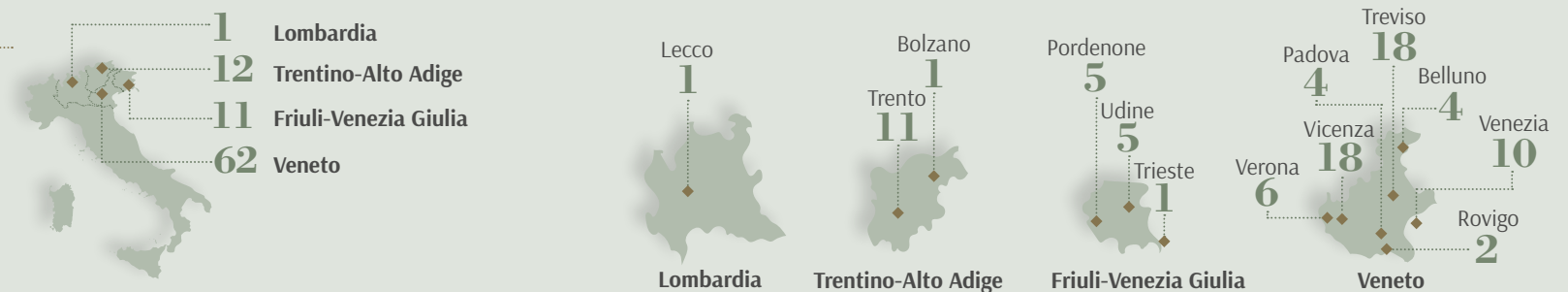
Restyling Botteghe del Caffè



Distribution

The map visually represents the distribution of Botteghe del Caffè across various regions.

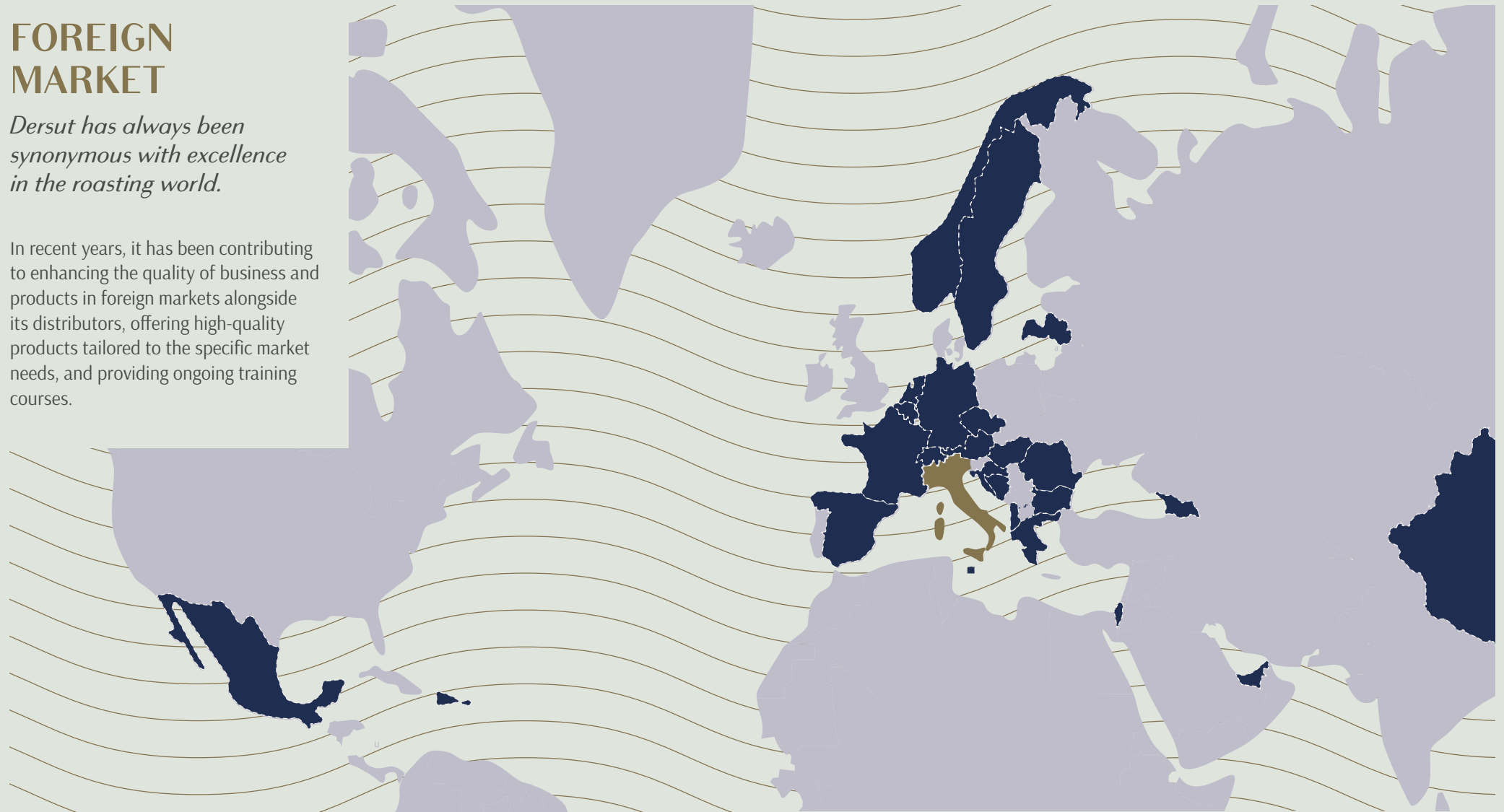
Each province is color-coded to indicate the number of coffee shops located there, providing a clear view of where these establishments are concentrated.



FOREIGN MARKET

Dersut has always been synonymous with excellence in the roasting world.

In recent years, it has been contributing to enhancing the quality of business and products in foreign markets alongside its distributors, offering high-quality products tailored to the specific market needs, and providing ongoing training courses.



- | | | | |
|------------------------|---------|--------------------|-------------|
| Albany | Croatia | Latvia | Romania |
| Austria | Dubai | Malta | Spain |
| Palestine | France | Mexico | Sweden |
| Belgium | Georgia | Norway | Switzerland |
| Bosnia and Herzegovine | Germany | Netherlands | Hungary |
| Bulgary | Greece | Czech Republic | |
| China | Kosovo | Dominican Republic | |

CERTIFICATIONS

The Legality Rating.

On November 25, 2021, Dersut Caffè Spa received the Legality Rating, level 2, from the Italian Competition Authority (AGCM), in agreement with the Ministry of the Interior and the Ministry of Justice.

This is an important recognition as it certifies that we operate according to principles of legality, transparency, and social responsibility.

The second level, moreover, acknowledges that we have exceeded the minimum legal requirements, enhancing our impact on society and the environment.



STAKEHOLDERS

Our best practice.

For this Sustainability Report, Dersut has committed to following best practices in stakeholder engagement. In this regard, through the involvement of management and the administration of a specific questionnaire, the following steps were taken:

Relevant stakeholder categories for the company were identified;

Priorities were assigned to stakeholders based on their relevance to the company;

Potentially relevant topics for both stakeholders and the company were identified;

The priorities that stakeholders and the company assign to various topics were assessed.

Subsequently, based on the results, a mapping of strategically important topics was defined for the creation of the Materiality Matrix.



Stakeholders mapping

Dersut assigns a fundamental role to its stakeholders in achieving the company's objectives. The essential condition for collaboration with them is to establish a relationship of trust based on ethical behavior. Dersut considers stakeholders to be all individuals or entities with direct or indirect interests related to its activities. Based on this criterion, the company identifies the following categories.

Stakeholders categories spotted by Dersut



Stakeholder Engagement

Stakeholders and their prevailing material issues	Methods of engagement	Responsibility	Frequency
AGENTS <ul style="list-style-type: none"> Ability to renew and innovate; Workplace safety; High and guaranteed product and service quality; Availability of the product; Consistent corporate image and reputation; Enhance Italian identity; Economic stability. 	Meetings	Management	Monthly
	Conventions	Management	Annual
	Website	Marketing area	Biannual
	Social network	Marketing area	Daily
	Trade fairs	Marketing area	Biannual
	Catalogues	Marketing area	Annual
	Business communications	Management	Weekly
	Survey	Management	Annual
	Bartender Academy	Management	Quarterly
Newsletter	Marketing area	Monthly	
TRADE ASSOCIATIONS AND CONSORTIA <ul style="list-style-type: none"> Ability to renew and innovate; Consistent corporate image and reputation; Ethics and compliance with regulations; Circular economy; Proper waste management; Welfare policy; Supporting schools in training the professionalism of young people. 	Visits	Management	Monthly
	Website	Marketing area	Biannual
	Social network	Marketing area	Daily
	Certifications	Management	Annual
	Press releases	Marketing area	Quarterly
	Survey	Marketing area	Annual
	Survey	Marketing area	Annual
BANKING INSTITUTIONS <ul style="list-style-type: none"> Transparency and traceability in the supply chain; Sustainable planning and growth; Use of renewable sources; Circular economy; Involvement of the supply chain on environmental issues; Environmental communication; Welfare policy. 	Visits	Management	Monthly
	Website	Marketing area	Biannual
	Social network	Marketing area	Daily
	Certifications	Management	Annual
	Press releases	Marketing area	Quarterly
	Survey	Marketing area	Annual
	Survey	Marketing area	Annual

Stakeholders and their prevailing material issues	Methods of engagement	Responsibility	Frequency
CONSUMERS <ul style="list-style-type: none"> Opportunities for professional growth; Ongoing training activities; Workplace safety; High and guaranteed product and service quality; Availability of the product; Consistent corporate image and reputation; Enhance Italian identity. 	Website	Marketing area	Biannual
	Social network	Marketing area	Daily
	Newsletter	Marketing area	Monthly
	Packaging	Marketing area	Annual
	Company museum	Marketing area	Semimonthly
	Bartender Academy	Management	Quarterly
	Survey	Marketing area	Annual
SUPPLIERS <ul style="list-style-type: none"> Workplace safety; High and guaranteed product and service quality; Consistent corporate image and reputation; Economic stability; Partnerships with customers and suppliers; Sustainable planning and growth; Ethics and compliance with regulations. 	Website	Marketing area	Biannual
	Trade fairs	Trading area	Biannual
	Visits	Trading area	Weekly
	Business communications	Trading area	Weekly
	Social network	Marketing area	Daily
	Certifications	Management	Annual
	Product packaging	Marketing area	Annual
Survey	Marketing area	Annual	
TERRITORY AND COMMUNITY <ul style="list-style-type: none"> Partnerships with customers and suppliers; Sustainable planning and growth; Reduction of environmental impact; Use of renewable sources; Proper waste management; Supporting schools in training the professionalism of young people; Employment opportunities. 	Website	Marketing area	Biannual
	Social network	Marketing area	Daily
	Events	Marketing area	Biannual
	Sponsorships	Marketing area	Biannual
	Testimonials	Management	Biannual
	Company museum	Marketing area	Monthly
	Survey	Marketing area	Annual

Involment of Stakeholders

Stakeholders and their prevailing material issues	Methods of engagement	Responsibility	Frequency
DERSUT CAFÉS <ul style="list-style-type: none"> • Opportunities for professional growth; • Workplace safety; • High and guaranteed product and service quality; • Economic stability; • Ethics and compliance with regulations; • Recognition of merit; • Proper waste management. 	Newsletter	Marketing area	Monthly
	Website	Marketing area	Biannual
	Trade fairs	Trading area	Biannual
	Visits	Trading area	Weekly
	Catalogues	Marketing area	Annual
	Business communicatons	Trading area	Weekly
	Social network	Marketing area	Daily
	Certifications	Management	Annual
	Product packaging	Marketing area	Triennial
	Bartender Academy	Management	Quarterly
Survey	Marketing area	Annual	
DISTRIBUTORS <ul style="list-style-type: none"> • Ongoing training activities; • High and guaranteed product and service quality; • Availability of the product; • Enhance Italian identity; • Branding; • Partnerships with customers and suppliers; • Sustainable planning and growth 	Trade fairs	Trading area	Biannual
	Website	Marketing area	Biannual
	Social network	Marketing area	Daily
	Survey	Marketing area	Annual
	Certifications	Quality	Annual
	Newsletter	Marketing area	Quarterly
	Visits	Management	Annual
	Bartender Academy	Management	Quarterly

Stakeholders and their prevailing material issues	Methods of engagement	Responsibility	Frequency
COWORKERS <ul style="list-style-type: none"> • Renewal and innovation skills; • Safety at works; • High and guaranteed quality of product and services; • Clarity within the organization; • Rewards for merit; • Reduction of environmental impact; • Use of renewable sources. 	Meetings	Management	Monthly
	Website	Marketing area	Biannual
	Social network	Marketing area	Daily
	Bulletin boards	Management	Semimonthly
	Survey	Marketing area	Annual
	Internal communications	Management	Semimonthly
	Certifications	Quality	Annual
	Newsletter	Marketing area	Monthly
	Newsletter	Marketing area	Monthly
	Website	Marketing area	Biannual
HO.RE.CA. (Hotels, Restaurants, and Cafés) <ul style="list-style-type: none"> • Workplace safety; • High and guaranteed product and service quality; • Availability of the product; • Enhance Italian identity; • Recognition of merit; • Reduction of environmental impact; • Proper waste management. 	Trade fairs	Trading area	Biannual
	Visits	Trading area	Weekly
	Catalogues	Marketing area	Annual
	Business communicatons	Trading area	Weekly
	Social network	Marketing area	Daily
	Certifications	Management	Annual
	Product packaging	Marketing area	Annual
	Bartender Academy	Management	Quarterly
	Survey	Marketing area	Annual

Materiality matrix

The most important topics for each stakeholder and for the company have been placed on a matrix that displays the relevant issues along the two axes. The topics were selected and summarized from the initial universe of themes, organized into macro areas, and subjected to a materiality assessment.

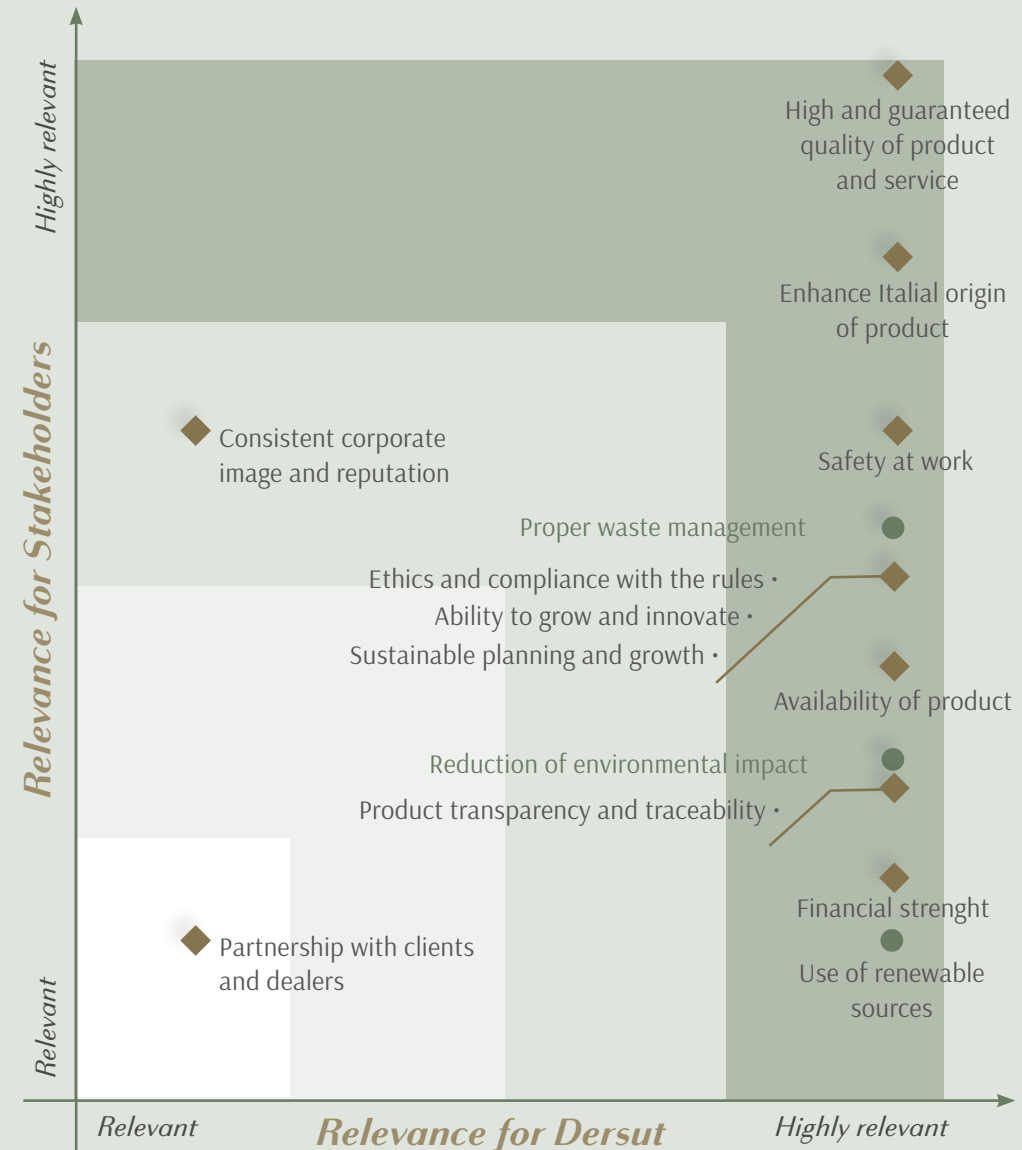
Stakeholders, grouped by representative samples, were asked to provide a rating on the different topics, assigning a score from 1 to 4 (1 not relevant, 4 very relevant) in terms of relevance concerning their relationship with the company.

The topics were divided into three categories: Economic, Social, and Environmental.

As can be seen, **the issues that received the highest scores are almost exclusively those related to the economic and governance areas.**



Result of materiality matrix



COME SI LEGGE

◆ Economic points

● Environmental points

THE 2030 AGENDA

The goals for sustainable development.

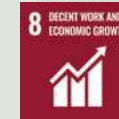
The 2030 Agenda is the document signed by the UN in 2015 that sets commitments for sustainable development through the identification of 17 Goals (Sustainable Development Goals) based on the integration of economic, environmental,

and social dimensions. All the goals outlined in the 2030 Agenda are shared by the company; the main goals that inspire Dersut in carrying out its activities every day are highlighted in this framework.

SUSTAINABLE DEVELOPMENT GOALS



The main goals for sustainable development adopted by Dersut



Decent Work and Economic Growth

Contribute to sustained, inclusive, and sustainable economic growth by supporting local employment. Ensure decent work, a healthy and safe work environment, and guarantee professional growth for all workers.



Healthcar and wellbeing

Ensure health and well-being for all and at all ages.



Responsible Consumption and Production

Ensure resource efficiency through the prevention, reduction, recycling, and reuse of waste, following the principles of the circular economy.



Gender equality

Achieve gender equality and empower all women and girls.



Climate action

Raise awareness and promote best practices to combat climate change, such as reducing greenhouse gas emissions and utilizing renewable energy sources.



Clean and accessible energy

Encourage the use of renewable energy and promote energy efficiency.



Biodiversity

Protect, restore, and promote the sustainable use of terrestrial ecosystems, halt and reverse land degradation, and stop the loss of biodiversity.



2. THE SOCIAL IMPACT

Making oneself available to society is a necessary choice that ‘does good’ but, above all, ‘makes one feel good.’

Corporate social responsibility is about setting the goal of sustainable economic development, focusing on social and environmental needs and demands to improve the quality of life in the community. For Dersut, the well-being of collaborators,

helping others, respecting the environment, and supporting associations—and thus social cohesion—are fundamental. Knowledge is a crucial tool for requalifying life and feeling part of a project, which is precisely the aim of the initiatives we advocate for.

EMPLOYEE DATA

Division per age group

	< 30		> 30 - 50		> 50		totale	
	M	F	M	F	M	F	M	F
2021	7	1	14	3	13	4	34	8
2022	6	0	12	5	14	6	32	11

Recruitments and dismissions per age group

	< 30				> 30 - 50				> 50				totale				
	M		F		M		F		M		F		M		F		
	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	IN	OUT	
2021	3	2	1											3	2	1	
2022	1			1	2	2			1	2				2	4	2	1

Average number of training hours for every category of employees

Year	Category	Male personnel	Female personnel	Total
2021	Office employees	4	4	140,50
	Workers	6	/	24,50
2022	Office employees	10	5	3666
	Workers	13	/	2501

THE SOCIAL PROJECT

Dersut works everyday to achieve valuable initiatives



“Prevention means life” project.

In collaboration with WelfareCare, Dersut Caffè supports this project aimed at promoting breast cancer prevention for women aged 35 to 49, a particularly high-risk group that is not covered by the mammography screening offered by the National Health Service.

3.

THE ENVIRONMENTAL IMPACT

Dersut is mindful of its environmental footprint in order to reduce it and develop good practices to protect our planet.

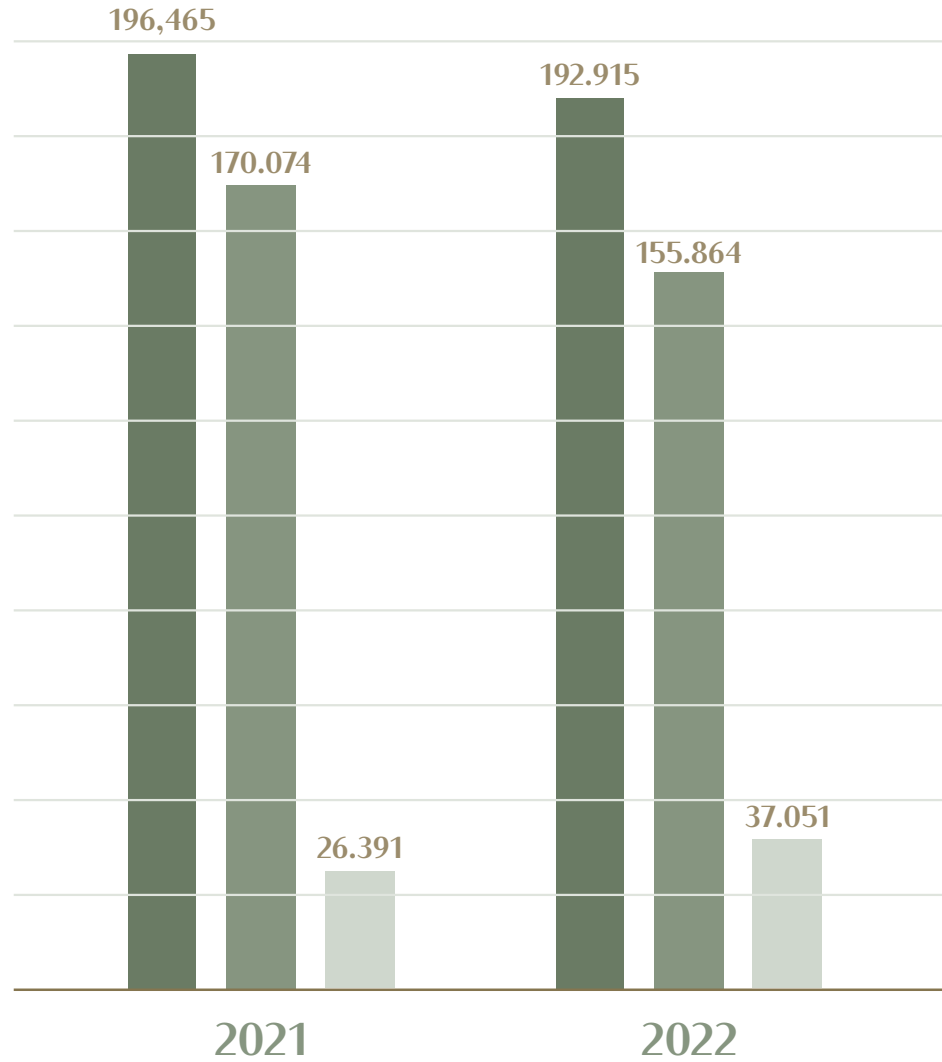
Environmental sustainability, like social and economic sustainability, is an increasingly central issue that also affects working life. For Dersut, this topic represents one of the core values of the company and the entire production process. We are proud of all the collaborations and initiatives we have successfully completed and those we are currently working on with great dedication. **Dersut believes that a quality product can only be appreciated in a harmonious and nature-respecting context.** Based on this premise, **Dersut was among the first coffee**

roasters in Italy to choose technologies that minimize the environmental impact of its activities. The company is equipped with a methane heat generator, fume burners, and a cyclone that prevents the dispersion of roasted coffee particles into the atmosphere.

The successful union of technological knowledge and environmental sensitivity, along with a great ability to reconcile ethical and economic action, are just some of the values that have brought Dersut great visibility and appreciation in the sector.

CONSUMPTION COMPARISON

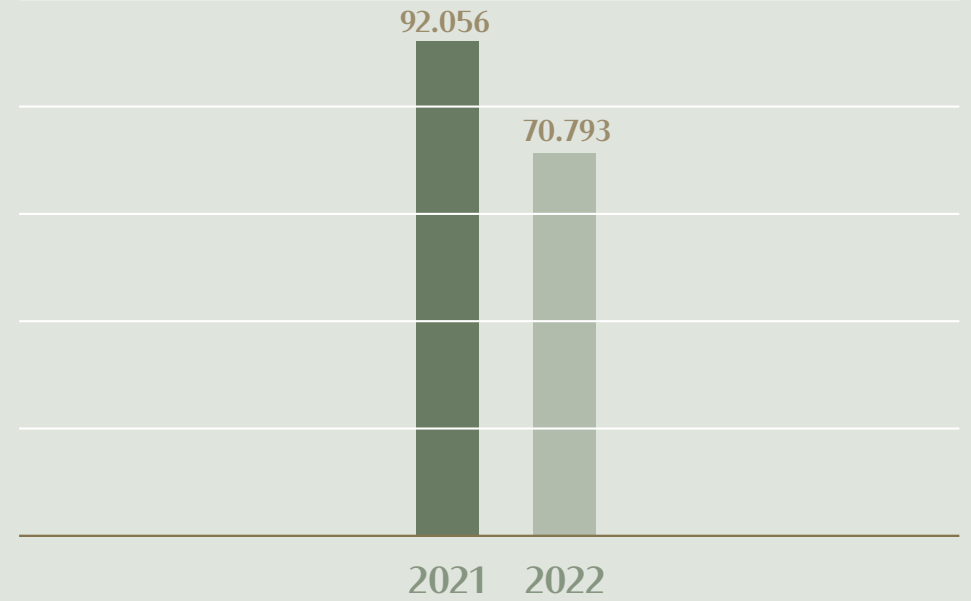
Electricity consumption (kWh)



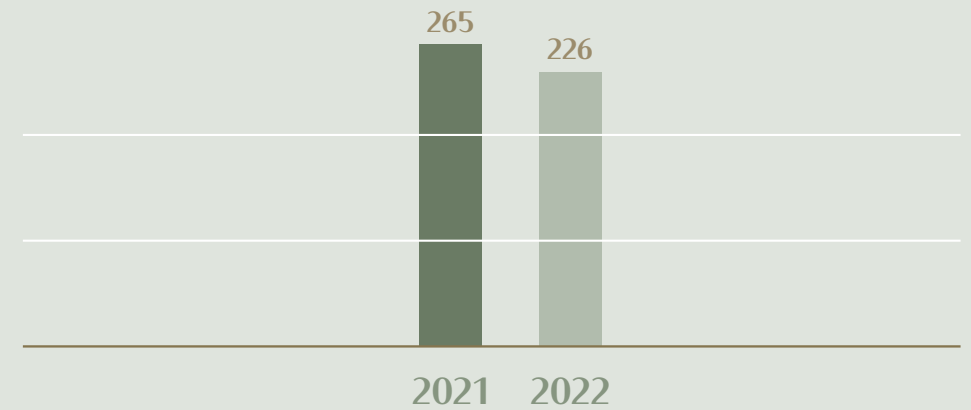
HOW TO READ

- ◆ Total demand
- ◆ Grid consumption
- ◆ Self-consumption

Natural gas consumption (Mc)



Water resources (Mc)



ENVIRONMENTAL PROJECTS

Dersut is committed every day to implementing valuable initiatives.

SUSTAINABLE ECORETE

Participation in Ecorete, the traveling exhibition that brings together 14 circular economy projects, is an example of synergy and teamwork among entrepreneurs, the community, the education sector, and institutions, united by the common goal of raising awareness among companies, the community, and young people about sustainability, respect for society, and the environment.



The final stop was hosted at the Coffee Museum, where Ricrearti and Dersut became partners in a school-work alternation program, allowing students



from the Da Collo Technical Institute to gain experience as guides. The initiative was successfully promoted by Savno and the Municipal Administration of Conegliano. The project received a commendation from Legambiente during the Eco Forum Veneto 2022 for its idea, social value, and environmental impact.



TOO GOOD TO GO

Dersut continues its participation in the Too Good To Go program, a platform that enables the distribution of unsold but still good products to combat food waste. This initiative has allowed Dersut Caffè, along with participating coffee shops, to deliver boxes of mixed products to those who have booked to pick them up.



4. MARKETING

Visual communication embodies form and function, integrating beauty and utility. The new logo symbolically represents the essence and spirit of the company - simple, essential, and distinctive.

The corporate website was launched in 2001, the first Facebook page was created in 2014, followed by the Instagram page in subsequent years. In 2017, the opening of the e-commerce channel (shop.dersut.it) provided an important opportunity to offer all enthusiasts of our products an easy and comprehensive way to access our extensive catalog.

Additionally, while the core business is represented by the Ho.Re.Ca. (Hotel, Restaurant, Café) channel, the satisfaction of the end consumer is the foundational element of the coffee ritual and, consequently, the company strategy. We dedicate the same passion to conveying the value of our products, innovations, and ongoing projects in both B2B and B2C communications.

THE DERSUT COFFEE MUSEUM

A trip along the history of coffee, from the plant to the cup.

Located a short distance from the production facility, the Dersut Coffee Museum was established in October 2010 with the support of the Municipality of Conegliano. It features a rich historical exhibition of coffee makers, coffee machines, grinders, roasters, and historic machinery, taking visitors on a journey through the history of coffee, exploring the entire supply chain from the coffee plant to the cup. Since 2013, the museum has been part of the **Museimpresa**. In 2018, the Coffee Museum became a member of Museimpresa, an association promoted by Assolombarda, the only network at the European level, and Confindustria, which brings together museums and archives of large, medium, and small Italian enterprises.

Dersut has participated in numerous projects initiated by the Association, including the recent "Nel tempo di una storia," a journey discovering the museums and company archives, narrated by photographer Simone Bramante. In 2022, Confindustria awarded the title of Capital of Corporate Culture to the project covering the territories of Venice, Padua, Treviso, and Rovigo, presented by Assindustria, and the company, along with the Museum, took part in the initiatives organized for the occasion.



ABCD COFFEE BARISTAS ACADEMY DERSUT

*Professional Training
Courses and Certifications
for all Coffee Enthusiasts.*

On the upper floor of the museum building, Dersut has established the **ABCD, the Coffee Baristas Academy Dersut**, a training center created with the aim of promoting the excellence of Italian Espresso through the passion and knowledge that has distinguished the company for over 70 years.

The academy provides **comprehensive training for anyone**—industry professionals and coffee enthusiasts alike—who wishes to approach the world of coffee.

Since quality cannot exist without education, the academy aims to foster the development of a true “coffee culture” among industry operators, transmitting in-depth knowledge about Italian Espresso to baristas and business owners.

The topics covered range from information about coffee varieties and origins to technical guidance on roasting and brewing methods, as well as practical and aesthetic tips for better tasting experiences. The trainers employed by the company to deliver the **courses hold coffee taster licenses (IEI) and are sensory judges certified by EUROISA.**



A B | ACCADEMIA
C D | BARISTI
CAFFÈ
DERSUT

TRADE SHOWS

*Together to make
a difference.*



In 2022, Dersut Caffè continued to participate in the most important industry trade shows, which are key events for launching innovative products and solutions, discovering the latest trends, engaging with competitors, spreading coffee culture, forming agreements and collaborations with high-level stakeholders, and participating in specialized events.

During the exhibitions, visitors had the opportunity to taste Dersut blends and actively participate in exciting events featuring many renowned guests and trainers from the ABCD Coffee Baristas Academy Dersut.

Sigep – International Exhibition of Gelato, Pastry, Artisan Baking, and Coffee in Rimini, held exceptionally in March (typically in January).

Triestespresso - An expo dedicated to coffee in all its forms, this international event takes place in the Coffee Capital, where a highly specialized sector has been operating for over three hundred years.



We hope to continue participating in the most important trade shows next year and to resume our collaboration with students from hospitality institutes in 2023. Believing in the importance of synergy between our working world and the educational sector, we have organized for several years the Dersut qualifying round for the Espresso Italiano Champion competition of the Italian Espresso Institute (IEI) at a significant

venue like the Rimini trade show, where the most skilled students from hospitality institutes in Veneto compete, demonstrating determination and exceptional abilities. With a focus on our social sustainability, we wanted to give aspiring young baristas the opportunity to engage in a real, important national-level competition, while also allowing Dersut to highlight the value of vocational education and interact with it.

ASSOCIATIONS

Dersut Caffè S.p.A. demonstrates its commitment to the local community.

and the most relevant issues in its sector through participation in the following associations:

Assindustria Venetocentro – Entrepreneurs of Padua-Treviso

Assindustria Venetocentro is the association formed by the merger of Confindustria Padova and Unindustria Treviso, representing the companies of the two provinces.

Italian Coffee Roasters Group (GITC)

Founded in 1954, the Triveneto Coffee Roasters Group is a major organization serving roasters, originally based in Venice and later relocated to Trieste in 1978. In 2015, the group expanded to include the entire Italian market.

Italian Espresso Institute (IEI)

The Italian Espresso Institute (IEI) includes roasters, manufacturers of coffee machines and grinders, and other companies in the supply chain, promoting and protecting the culture of high-quality Italian espresso and cappuccino.

Specialty Coffee Association (SCA)

The Specialty Coffee Association is a growing organization that comprises thousands of coffee professionals and organizations in over 100 countries worldwide, committed to the success of high-quality coffee and working towards its global dissemination while fostering a fair, sustainable, and beneficial industry for all.

Treviso Museum Network

This association unites numerous museum entities in the province of Treviso that reflect the tradition, culture, and history of the Treviso area. The Province of Treviso aims to enhance this rich and diverse museum landscape by networking it for the growth of a community steeped in history and culture.

Museimpresa Italian Association of Company Archives and Museums

Founded in Milan in 2001 and promoted by Assolombarda and Confindustria, Museimpresa aims to identify, promote, and network companies that prioritize culture in their communication strategies as a tool for economic development and added value. The companies

and entities that join Museimpresa provide a rich overview of Italy's productive, cultural, and project history and its excellence in key sectors of Made in Italy.

Narratori del Gusto

Established in 2012, Narratori del Gusto is an association of individuals, businesses, and organizations united by a passion for products and territories. The "Narrator of Taste" is a new professional figure who uses innovative techniques to develop projects that enhance the territory and improve hospitality in the two provinces.

Consortium for the Protection of Traditional Italian Espresso Coffee

Founded on September 15, 2014, in Conegliano, the Consortium's main goals are to promote, enhance, and protect Traditional Italian Espresso Coffee among industry operators and consumers, proposing its candidacy as an intangible cultural heritage of UNESCO. Important coffee industry stakeholders, including companies, entities, associations, roasters, and manufacturers of espresso machines or other coffee-related equipment based in Italy, are part of the consortium and share its collective objectives.

Dersut is among the founding members of the Consortium, with Giorgio Caballini di Sassoferato serving as its President.



MUSEIMPRESA



NARRATORI DEL GUSTO



Per conoscere tutti i soci
www.espressoitalianotradizionale.it/i-soci/

THE SUSTAINABILITY GROUP

Business sustainability.

For several years, Dersut has been involved in the “Business Sustainability” project of Assindustria Venetocentro, directed by Dr. Mario Paronetto. This initiative includes over fifty entrepreneurs, members of AVC, from the provinces of Treviso and Padua, who have voluntarily chosen to meet periodically to share their experiences and best practices regarding strategies adopted for Sustainable Development. In this way, participating

companies from various sectors can learn from each other new methodologies that are useful for creating a regenerative impact on the territory and society.

In May 2022, the Sustainability Week promoted by Assindustria was held at the Treviso provincial headquarters, and Dersut participated in the series of meetings titled “Companies Tell Their Stories.”



Sustainability is an indispensable value to be pursued and shared





5.

GOALS FOR 2023

*Our primary goal for 2023
is the relocation to the new company
headquarters.*

This is a significant milestone for the entire company that will enable us to enhance production while simultaneously improving the work environment, considering the new spaces, work organization, and training activities.

We aim to increasingly involve all members of Dersut in sustainability and its various aspects. Our objective is for the value of sustainability to be gradually embraced by all sectors of Dersut through direct engagement and effective communication. Next year, we will focus on strengthening our collaboration with companies, educational institutions, organizations, and all stakeholders who can create

or share sustainability and awareness projects. We want the concept of sustainability to transcend mere marketing rhetoric and translate into concrete actions and progressively significant steps.

In this light, we will continue to report on our activities, and we hope to once again receive the Legal Rating for our company, achieving an even higher score in 2023. We believe that every company should be able to develop its sustainability path in line with its operations, drawing inspiration from its past while continuously improving year after year.

DERSUT
The true taste of Italian Coffee



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