



DARIA ILLY
BUSINESS DEVELOPMENT - PORTIONED SYSTEMS DIRECTOR
NOVEMBER '14





THE COMPANY





Trieste

1933, Italy Run by the Illy family



Distributed in more than 140 countries



Gruppo illy S.p.A.

Ownership



100,000

Clients among the best bars, hotels, restaurants and shops



1050

Employees worldwide



6,000,000

Coffees per day, at home, out of home, in the office, and on the go



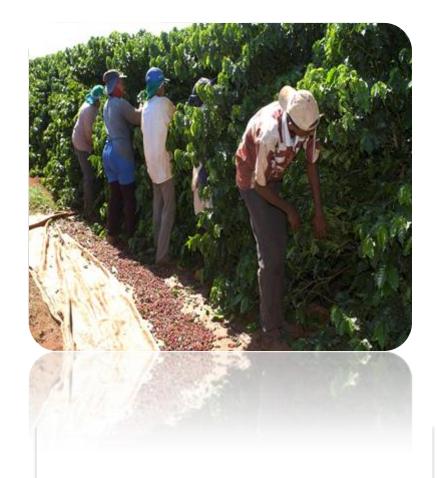
WHY SUSTAINABILITY MATTERS



50 PRODUCING COUNTRIES

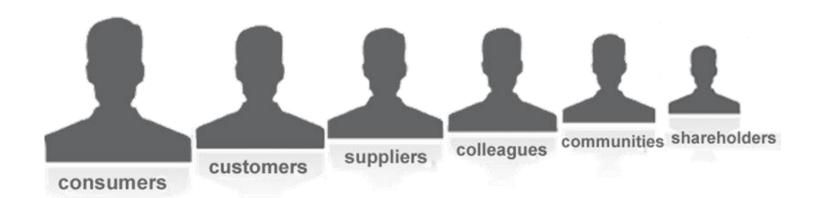






ILLY IS A STAKEHOLDER COMPANY





We are driven by our **passion** for everything we do and we wish to **improve our stakeholder's**

quality of life through our commitment to economic value creation, social growth and respect for the environment

QUALITY AND SUSTAINABILITY: AN UNBREAKABLE BOND



An excellent product, in order to be so, must be sustainable

A commitment to quality generates a virtuous cycle

that creates value for all stakeholders

Sustainability is economic, social, and environmental



THE INTEGRATED SUPPLY CHAIN: A UNIQUE APPROACH IN FOUR STEPS



Select and motivate
the growers by rewarding their
endeavors to produce excellent
and sustainable quality coffee

2 Knowledge transfer via the Università del Caffè and regular visits to the coffee plantations

Direct purchase in order to pay a higher-than-market price and build a long-lasting relationship



A CERTIFIED APPROACH



The first company to be certified by **DNV "Responsible Supply Chain Process"**, certifying the sustainability of the organization at 360 in all its practices, strategies, relationships

Valid for any type of supply chain and open to companies from all sectors

It is the company to be certified, not the farmers; they are an integral part of the process and are asked to share principles and values

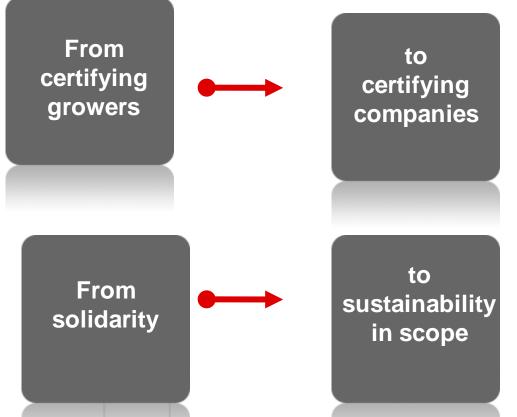


RESPONSIBLE SUPPLY CHAIN PROCESS CERTIFICATION





DET NORSKE VERITAS new protocol recognizing a company's role in creating and sharing value with stakeholders



illy

RESPONSIBLE SUPPLY CHAIN PROCESS CERTIFICATION



Acknowledges a company's long-term ability to create and share value for stakeholders through quality

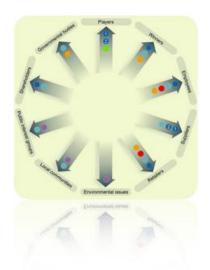
Extensive KPIs measure economic, social and environmental factors from farm through entire supply chain

Roaster is responsible for assuring compliance of supply chain partners

Transparent and trust building
Certifies company and entire product line not select products

SUSTAINABILITY IN ACTION





GOVERNANCE:
sustainability
committee,
corporate
sustainability
director.
Sustainability
Manifesto



ENGAGEMENT:
seamless dialogue
to ensure strong
bonds between
company's
strategies and the
stakeholder
interests

STAKEHOLDER



ROAD MAP: next steps and objectives



VALUE REPORT
a web site to
communicate the
value created by
the company

SUSTAINABILITY IN ACTION





GLOBAL
COMPACT
the company
adhered to the ten
principles



USING ELECTRICITY FROM RENEWABLE SOURCES



WORLD'S MOST ETHICAL COMPANIES by Ethisphere Institute



PLANET 20
the project to reduce the carbon foot print of the illy's products

THE ERNESTO ILLY FOUNDATION





The Ernesto IIIy Foundation, an aspiration of the IIIy family, has the mission to cultivate and develop knowledge, ethics and sustainability as absolute values as well as research as the method to obtaining truth and progress of humankind, as Ernesto IIIy taught us

THE ERNESTO ILLY FOUNDATION



Beekeeping and honey production in coffee plantations



The purpose of this project is to promote beekeeping as an additional support to coffee cultivation activities of the most adverse communities in order to create better plantation management as well as obtaining a sustainable economy

With this project, the Ernesto Illy Foundation seeks to create a supplementary source of income to support the communities of green coffee cultivators, along with constituting an environmental friendly "basic model" to employ in other zones and countries initially not involved in the project

THE ERNESTO ILLY FOUNDATION



Reforestation in water source areas



The project consists in the reforestation of the region of Tamara (Colombia) with native trees near natural water springs. This is an area suitable for the production of coffee, but with serious environmental issues

Currently, there has been a **positive awareness**, thanks to **training and education**, with the collaboration of other producers who are not direct beneficiaries of the project

The community has already expressed an interest in an extension of the project







