



# SUSTAINABILITY REPORT

## 2023

# SENSI VIGNE E VINI SRL

SUSTAINABILITY REPORT

Rev. No. 00  
01/10/2024

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### 1. GENERAL INTRODUCTION

**Sensi Vigne & Vini s.r.l.**, a company specialised in wine production, has decided to make a concrete commitment to the pursuit of sustainable corporate development, orienting its business management towards responsible conduct, with particular regard to environmental and social issues, without neglecting the economic aspect.

This orientation stems from a twofold conviction:

- companies in general, and those dedicated to agricultural production in particular, have a duty to pay attention to the territories that generate the fruits of their business and to the people who collaborate in the company's success, creating a solid bond between the staff and the company;
- As customers and consumers appreciate this type of culture, the business development sustainability is one of the fundamental factors of competitiveness, especially in the markets Sensi Vigne & Vini s.r.l intends to target.

The commitment of ownership and management to embark on the path towards sustainability is demonstrated by the decision to implement the Equalitas standard and to subject business activities to a third-party certification process, appointing a specific Body to assess the compliance of activities with the requirements of the aforementioned standard. The certification process includes periodic annual audits in addition to the initial certification audit.

The choice to document sustainability results through a specially focused report stems from the fact that these principles cannot be represented through financial statements alone. With this first edition, we aim to indicate the current state of sustainability management, as well as future paths and goals, hoping to design a lasting and rewarding growth path, with increasing complexity given by growing corporate commitment.

This publication also represents a sign of gratitude to all those who are contributing to the company's results (workers, referring agencies, customers, partners, administrators) by investing their daily energy and who, in various ways, are making it possible to create a company that combines economics, employment and sustainability, both social and environmental. This report therefore aims to illustrate the trends and objectives in the field of sustainability through an integrated approach.

The data considered in this analysis refer to the 2023 calendar year.

## 2. COMPANY PROFILE

### 2.1 Company Data

<b>Company name</b>	Sensi Vigne & Vini s.r.l.
<b>Location</b>	Via Cerbaia 107 – 51035 – Lamporecchio (PT) – Italia
<b>VAT No.</b>	00183820471
<b>Social Security No.</b>	00183820471
<b>Phone</b>	+39 0573 82910
<b>E-mail</b>	sensi@sensivini.com
<b>Certified e-mail</b>	sensivinisrl@pec.it
<b>Website</b>	www.sensivini.it
<b>REA No.</b>	PT – 89340
<b>Ateco Code</b>	11.02.1

### 2.2 Our History

The history of **Sensi Vigne & Vini s.r.l.** began in 1890 with Pietro Sensi who started producing wine for the local market in the heart of Tuscany on the hills between Vinci and Florence. The family business began to develop a true identity in 1930, with the introduction of the first Sensi Vini branded labels.

Around the 1970s the company experienced its first significant development when Giovanni and Pietrino Sensi, grandsons of the company's founder, began selling bottled wine, thus managing to generate greater added value from the company production.

At the end of the 1990s, the real expansion began, leading Sensi Vigne & Vini s.r.l. to its current size, when, thanks to its entry into the Italian and foreign Large-Scale Retail Trade market, the company managed to establish itself both nationally and internationally.

Today, Sensi Vigne & Vini s.r.l. is a well-established company, constantly striving for innovation, whose quality and reputation is recognised by professionals and consumers worldwide, thanks to the excellent quality-to-price ratio of its products.

### 2.3 Governance

The Sensi group is a family-run organization, whose governing body consists of four members of the same family, where Giovanni and Pietrino Sensi have been joined by their respective children Roberta and Massimo. Currently, the company is undergoing organizational restructuring, which involves a progressive transfer of management and control to the new generation, with an increasingly important role for Massimo and Roberta.

### 2.4 Stakeholders

The stakeholders involved in the sustainability project are:

- The **Management** - decided to undertake the project and was personally involved throughout the project and in the certification process, defining the organisation, internal and external communication strategies and objectives. One of the most important results was the development of a mutually beneficial relationship with the employees, creating a particularly favourable social context, in which the increased productivity generated and added value were shared to the benefit of all production factors.
- **Company ownership** - supported the Management's decision by allocating resources.
- **Employees** - in the certification project, the staff was involved in all implementation activities, defining strictly operational protocols. Employees also highlighted their feelings through a company climate survey, which proved to be very fruitful and rich in insights, from which Management will be able to draw elements for improvement.  
Over the years, employees have proven to be one of the pillars of company development, demonstrating commitment, professionalism, and a strong sense of belonging, as evidenced by data on the duration of employment relationships.
- **Customers** - The company's customers were the promoters of the sustainability project. The Management, perceiving their requests and needs, decided to embark on a new development path. As interested parties, they will be informed about the sustainability progress through these reports and the relevant performance, once the certification process has been completed.
- **Suppliers** - Suppliers represent one of the main players in the Sensi Group's value chain. In terms of sustainability, all of the company suppliers have been involved and evaluated through specific qualification methodologies.

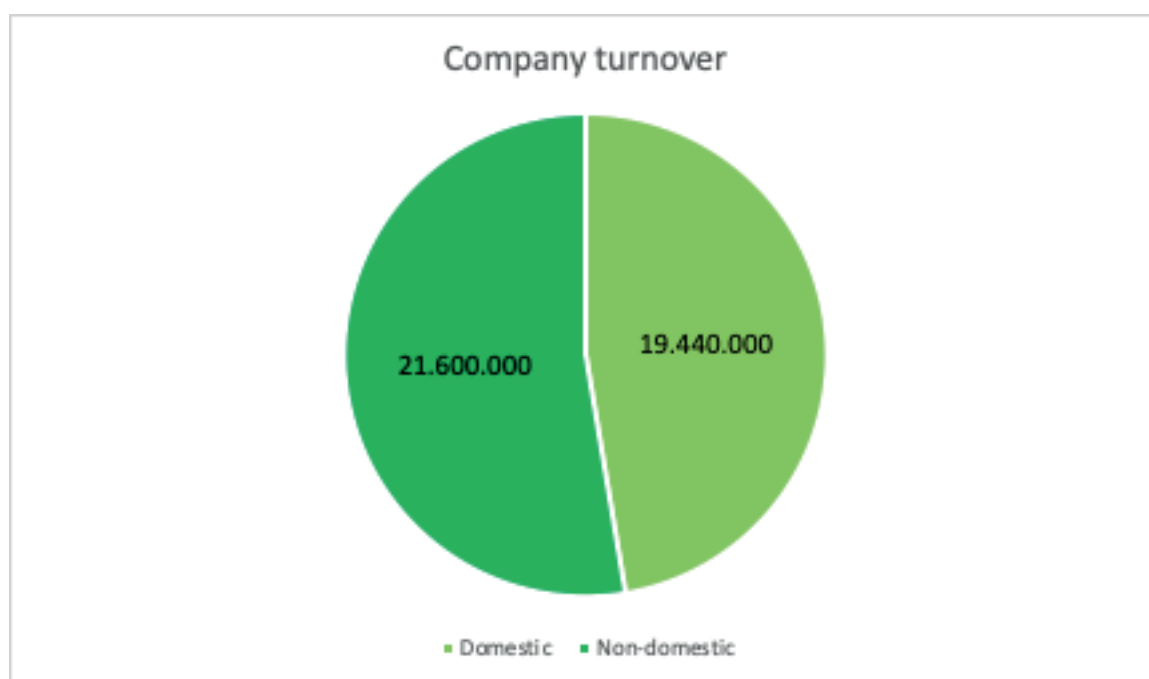
- **Territory** - The territory spanning the provinces of Pistoia and Florence is very receptive to sustainability projects and aligned with local administrations' development guidelines. All neighbours have been informed of the project and any suggestions are requested, which the Sensi Group commits to taking into due consideration.

## 2.5 Company Performance

**Sensi Vigne & Vini s.r.l.** specialises in the production and marketing of wines and since the late '90s until today, has consolidated its market position, proving to be a reliable operator and promoter of innovation. The competitive elements that characterise it certainly include the customisation of its products and services to meet customer requirements, as well as the excellent quality/price ratio of its products. Thanks to this development strategy, the company achieved the following results in 2023.

Indicator	Value as of 2023
Company turnover	41.040.000 €
Non-domestic company turnover	21.600.000 €
No. of packages produced across all production sites	11.103.928 units
No. of bottles sold	14.570.000 units

The company turnover comes from the sale of products from the main company facility and from secondary locations where certain types of wines are produced, with part of the sales deriving from product distribution. The turnover data, both total and non-domestic, shows how the company has managed to establish itself equally well both at the national level and in the international market.



## 2.6 Certified Quality

The Sensi Group has always operated following a development model based on protecting consumer health and respecting the environment. To this end, it has adopted specific systems, certified according to the following standards:

- BRC Food Certificate Grade «A+»
- IFS Food Certificate «Higher Level»
- ISO FSSC 22000
- ISO 9001:2015 Quality System Certification
- EU Organic Farming Certification
- Vegan Quality Certification

With a view to continuous improvement, the Management has decided to invest in the implementation of a management system, Equalitas, which places sustainability at the centre of attention, allowing monitoring and evaluation of defined criteria and achieved performance.

## 2.7 Internal Auditing

As part of its integrated management system, during the year, the Sensi Group has scheduled an articulated internal audit activity, to verify system compliance, conducted both by internal staff and by external consultants qualified in the various fields. Starting from 2024, the internal auditing activity will be integrated in the area of sustainability.

No areas of particular criticism were identified from the audits conducted in 2023.

## 3. HUMAN RESOURCES MANAGEMENT

### 3.1 General information

The Sensi Group counts a total of 39 employees. The Management strongly believes that personal and professional growth is one of the most significant elements of development, and for this reason the objective remains the stabilisation of the workforce, compatible with the resources generated by the business and at the same time promoting respect for each worker.

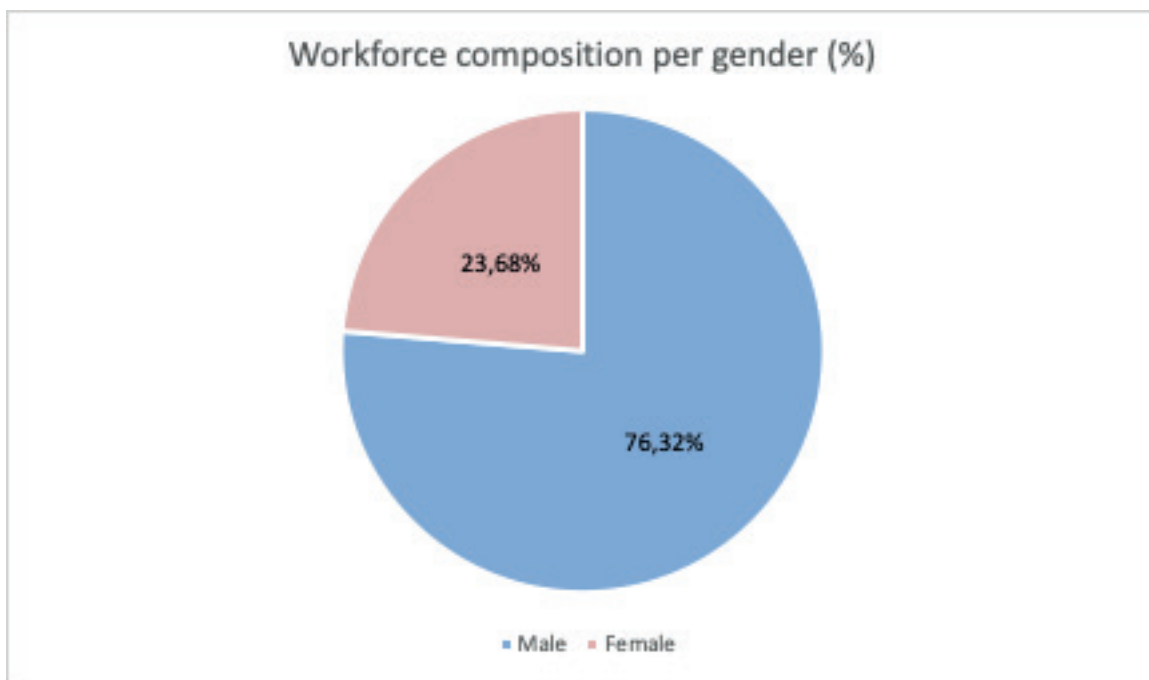
With regard to the composition of the workforce between the male and female genders, the company actively pursues the achievement of gender parity. However, the cellar and bottling activities see the presence of more male workers, for two reasons: these activities have historically been the responsibility of men, and moreover, female workers are rarely seeking such employment.

The situation is totally different with regard to the composition of the workforce in administrative activities, where on the contrary there is substantial parity.

### Year 2023

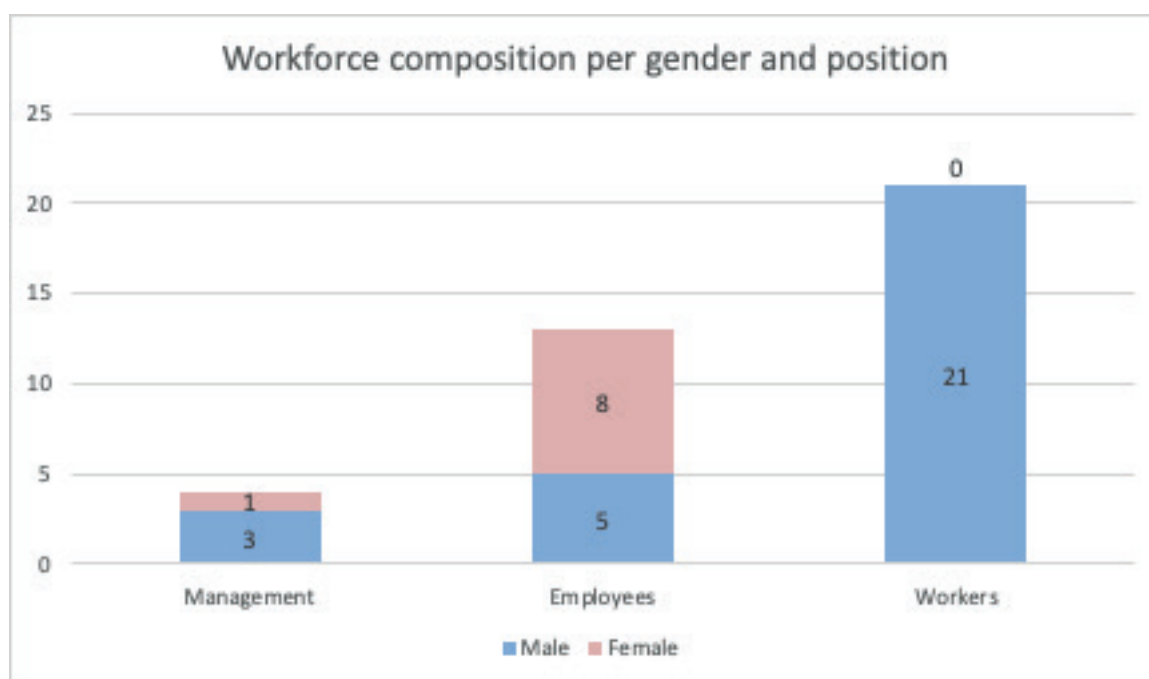
Workforce composition		
Gender	Total	Percentage
Male	29	76,32%
Female	9	23,68%
Total	38	100%





**Year 2023**

Workforce composition per gender and position						
Position	Men		Women		Total	
Management	3	10,35%	1	11,11%	4	10,53%
Employees	5	17,24%	8	88,89%	13	34,21%
Workers	21	72,41%	-	-	21	55,26%
Total	29	100%	9	100%	38	100%

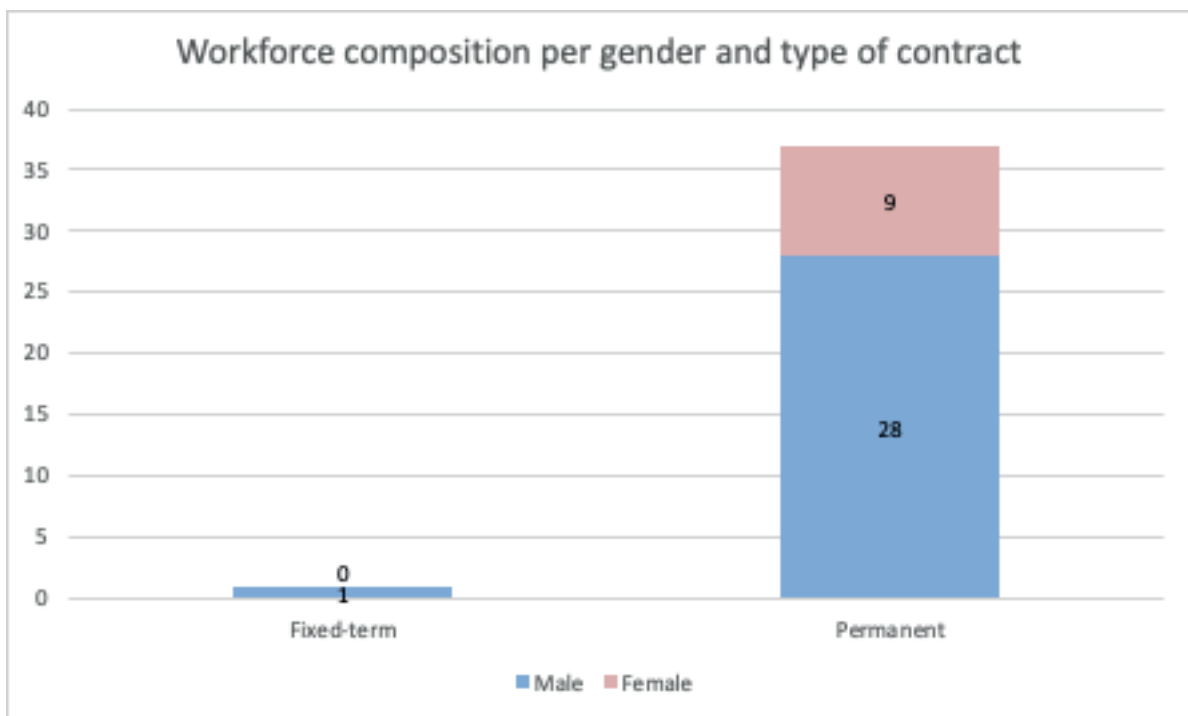


### 3.2 Type of Contract

As far as the different types of employment contracts are concerned, the Sensi Group’s figures are in contrast to current trends, as almost all employees are hired with an open-ended contract, reconfirming the stability of employment relationships within the company.

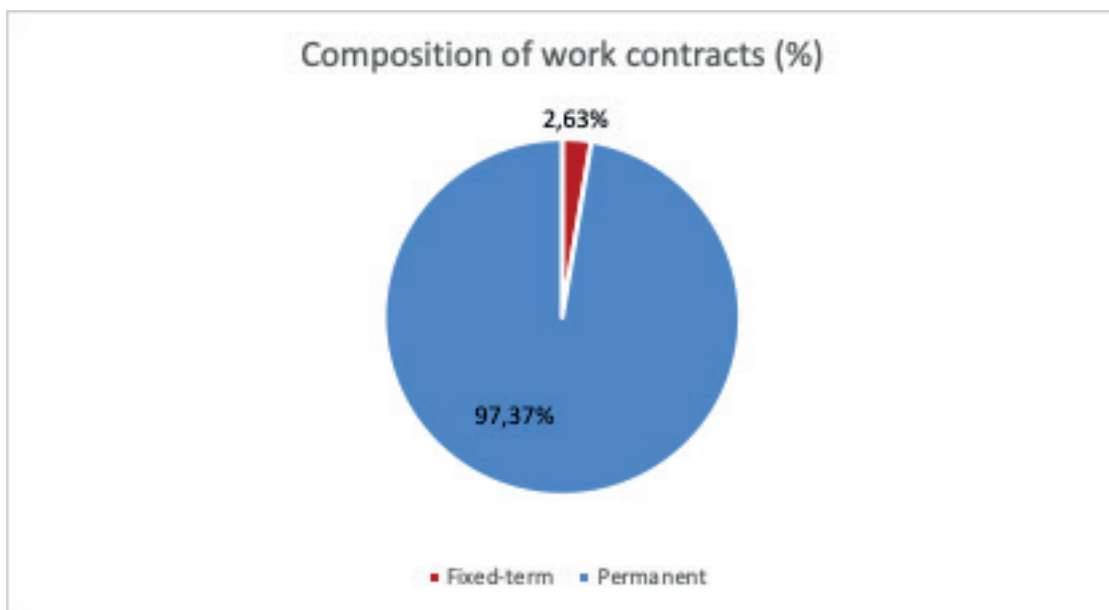
#### Year 2023

Workforce composition per gender and type of contract			
Type of contract	Men	Women	Total
Fixed-term	1	0	1
Permanent	28	9	37
Total	29	9	38

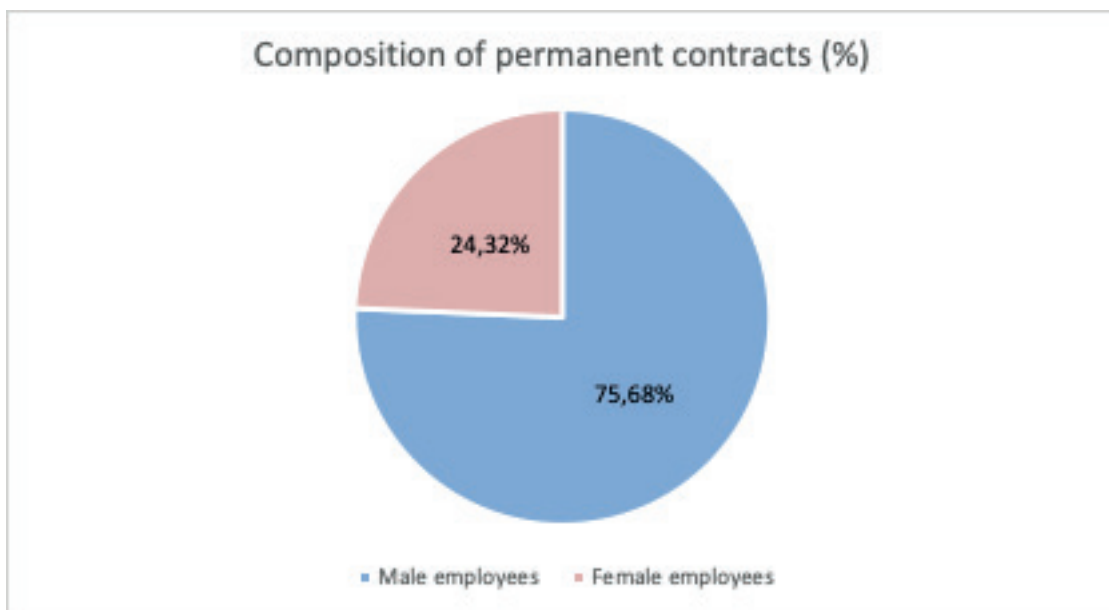


**Year 2023**

<b>Composition of work contracts</b>	
Fixed-term contracts out of the total of work contracts	2,63%
Permanent contracts out of the total of work contracts	97,37%



<b>Composition of work contracts</b>	
Permanent contracts among male employees	96,55%
Permanent contracts among female employees	100%
Male employees with a permanent contract out of the permanent contracts' total	75,68%
Female employees with a permanent contract out of the permanent contracts' total	24,32%



### 3.3 Continuity of Employment Relationships

The company workforce has an average age of about 46 years. This figure shows how deeply loyal the staff is, as the high average age demonstrates that employment relationships within the company are very stable and long-lasting. During the year, in fact, there were no voluntary resignations, with the last interruptions dating back to the Coronavirus years, generated exclusively by personal reasons and not as a result of discontent of any kind.

The company also promotes job placement through agreements with institutions of various kinds (high schools, university faculties, etc.) for the scheduling of internships and apprenticeships for different professional profiles.

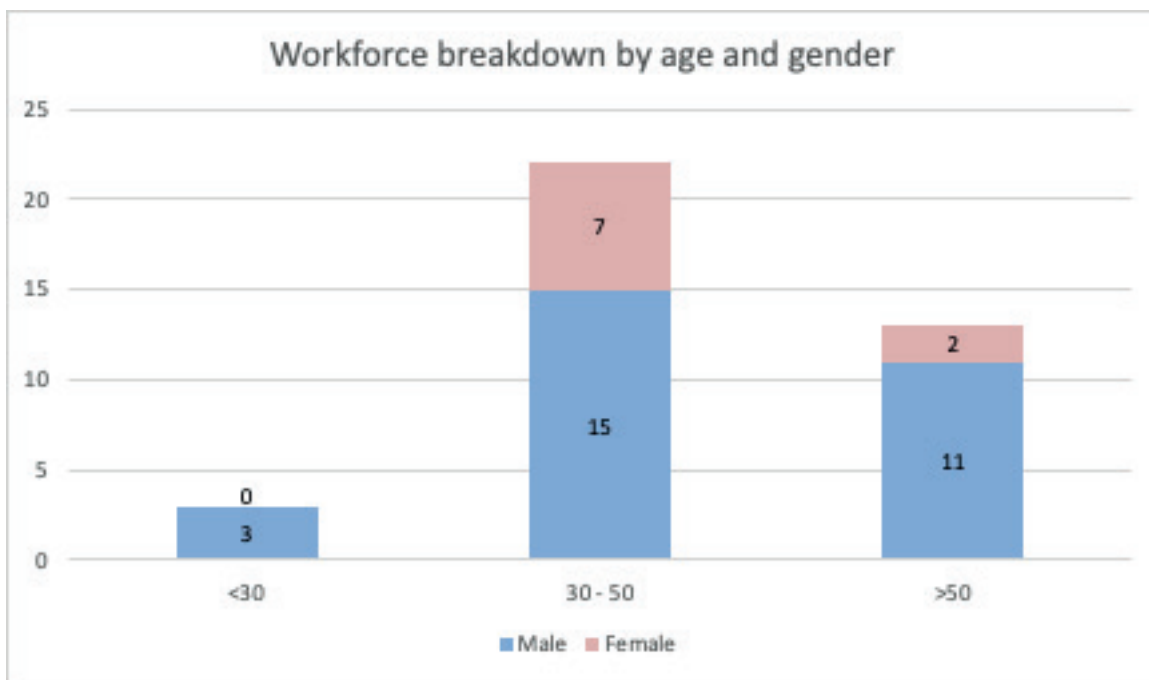
In particular, in 2023 the company stipulated 2 internship agreements.

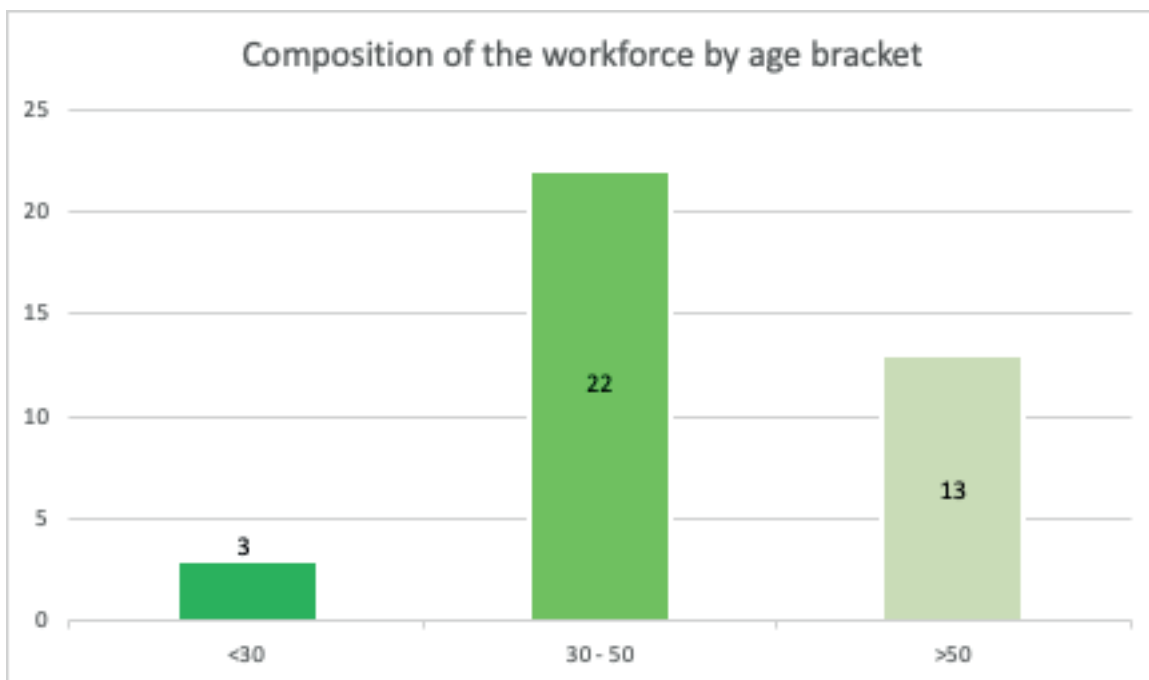
**Year 2023**

<b>Workforce average age</b>	
Total average age	46,5
Male employees average age	46,21
Female employees average age	47,44

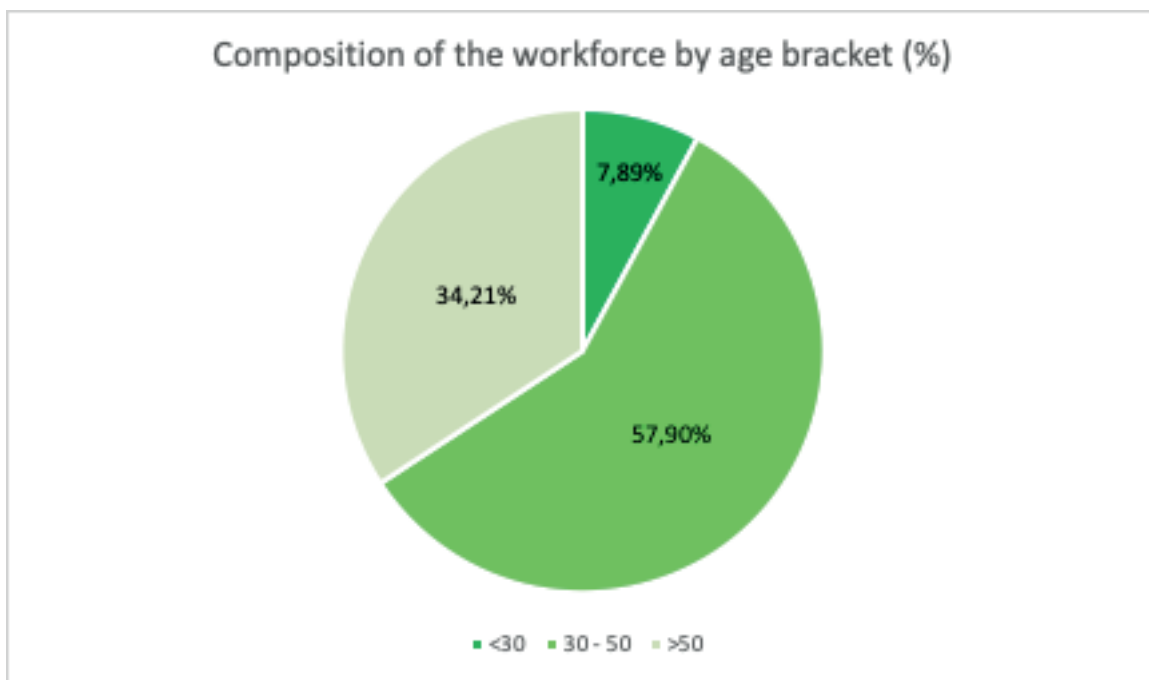
**Year 2023**

<b>Workforce breakdown by age and gender</b>				
age bracket	Men	Women	Total	Percentage
<30	3	0	3	7,89%
30-50	15	7	22	57,90%
>50	11	2	13	34,21%
Total	29	9	38	100%





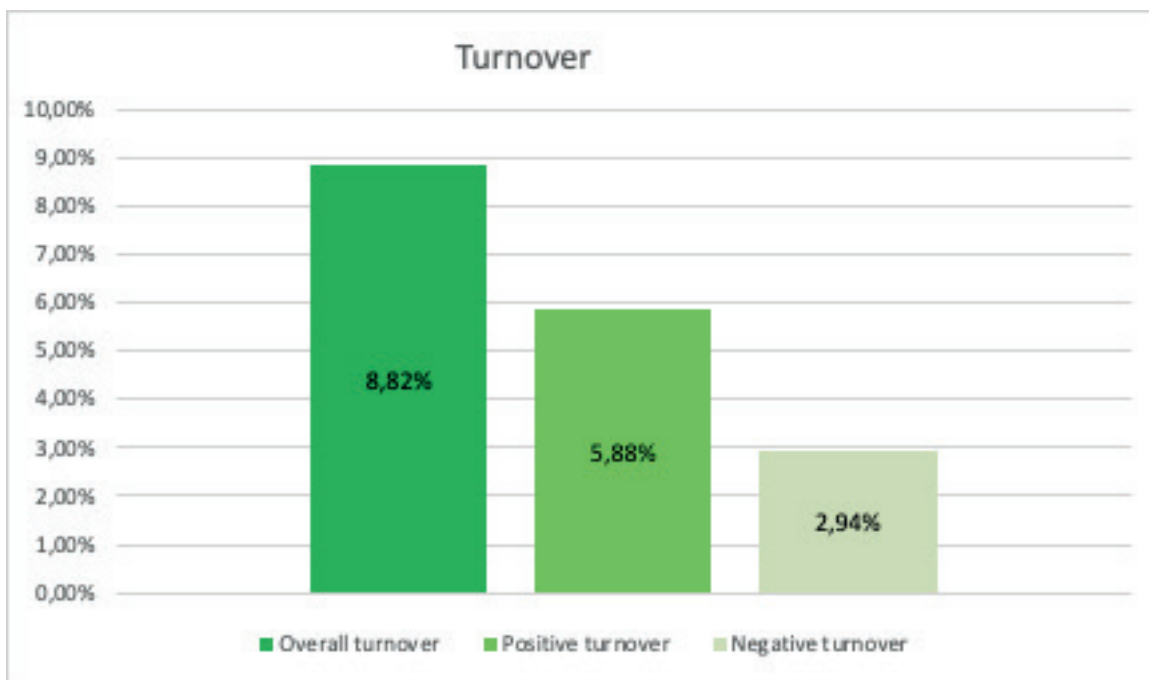




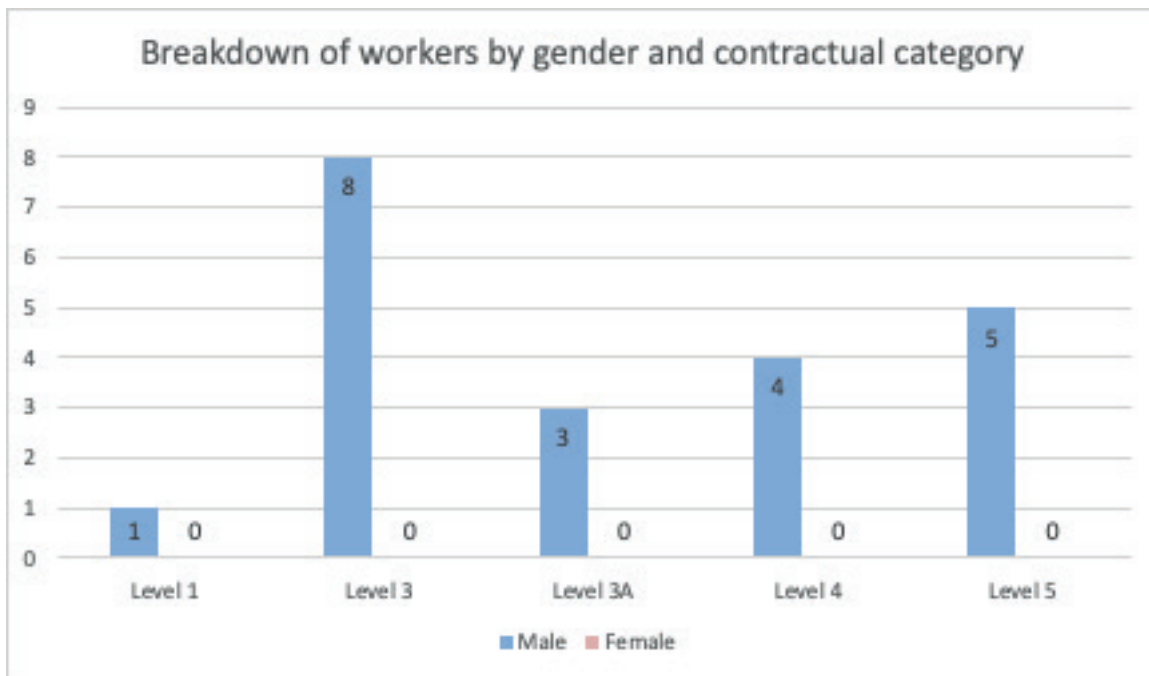
Even with regard to the staff turnover rate, the Sensi group bucked the general trend, with a stable company workforce and no signs of discontent.

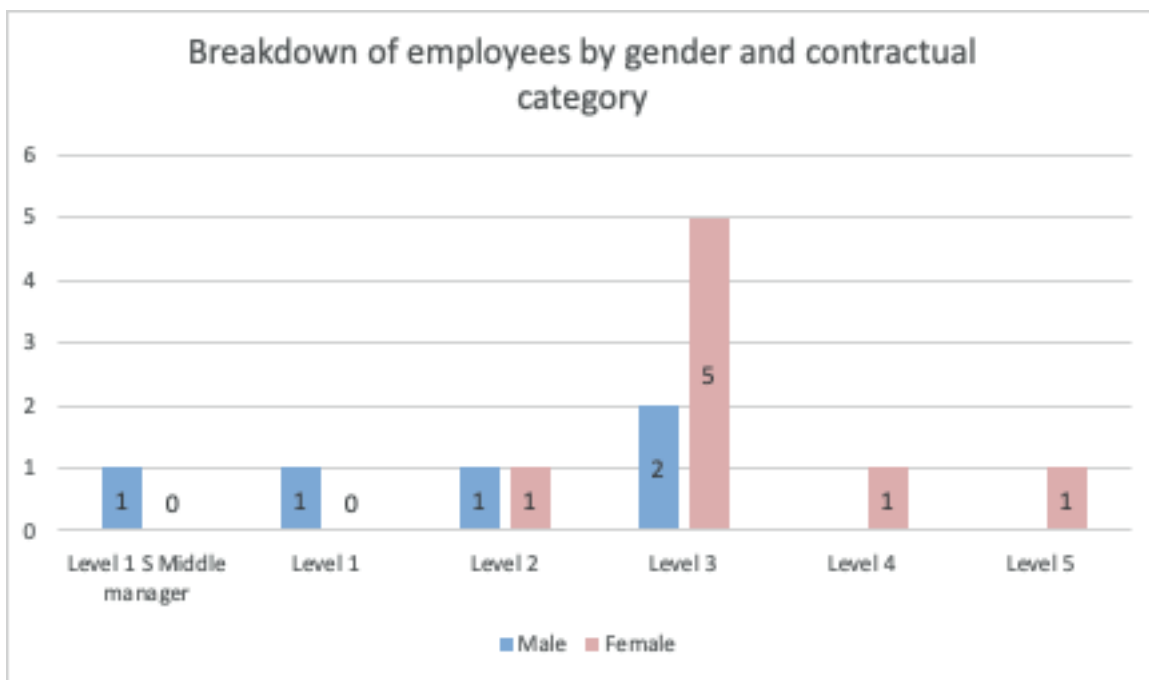
**Year 2023**

Turnover	
Overall turnover	8,82%
Positive turnover	5,88%
Negative turnover	2,94%
Compensation rate	200%



3.4 Breakdown of the workforce by gender and position





**3.5 Gender equality indicators**

The Sensi Group has embarked on an important path to promote gender equality within the organisation, in order to foster the development of a fairer and more inclusive work environment. Through this initiative, the company is committed to identifying any inequalities and implementing policies that guarantee equal opportunities for all staff, regardless of gender.

Below are the figures for 2023.

**Pay gap**

Average hourly pay men	16,27 €
Average hourly pay women	11,67 €
<b>Pay gap</b>	<b>28,25 %</b>

**Presence of women in management roles**

With regard to the composition of the company management, the Sensi Group is a family-run business, and as such it leaves no room for changes in the management body.

**Recruitment of women in the last 5 years (2019-2023)**

Male workers	16
Female workers	6

**Quit rate or downgrading following maternity/paternity leave**

Quit rate of male workers	-
Quit rate of female workers	-

**Utilisation of parental leave by gender**

Parental leave taken		Days of leave
Leave take-up percentage among men	-	-
Leave take-up percentage among women	-	-

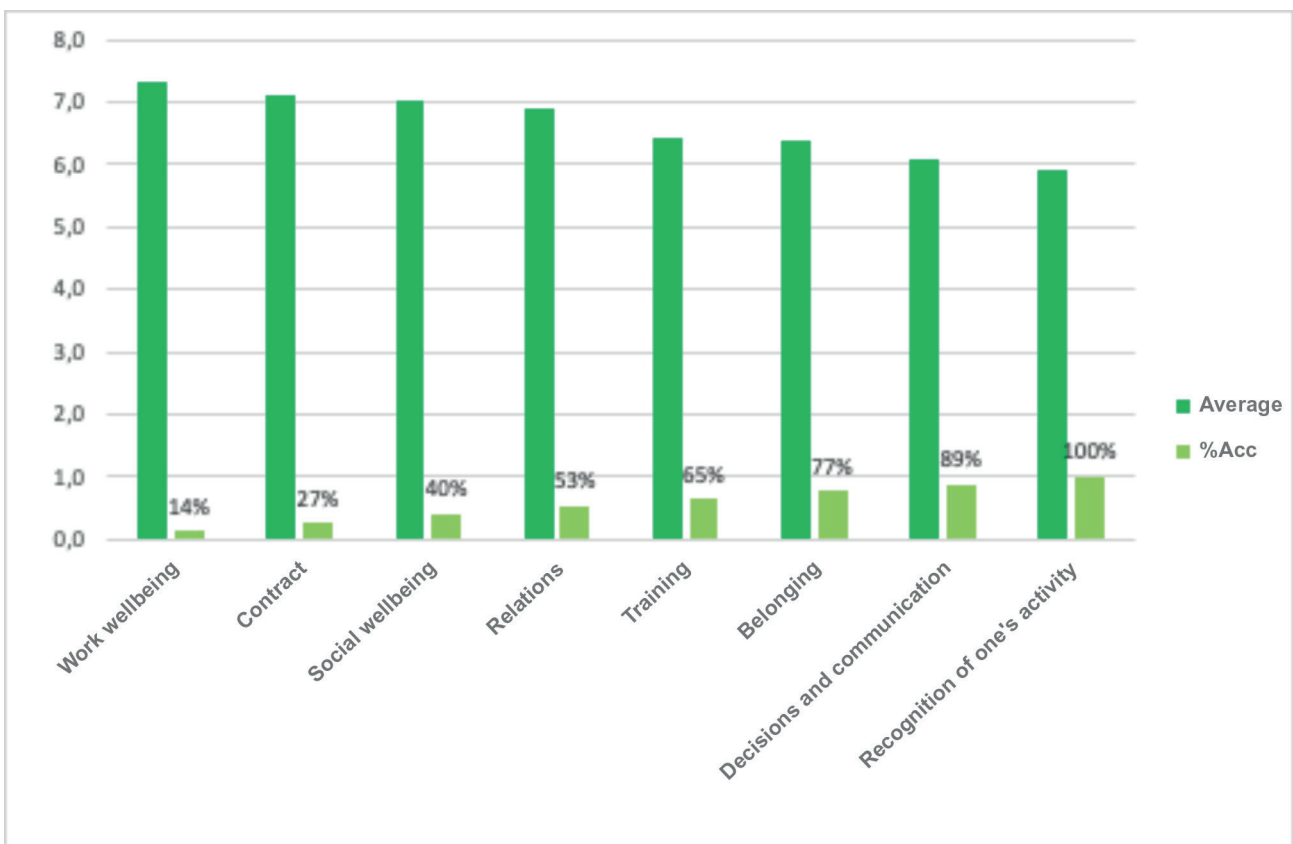
**3.6 Workplace climate**

Every two years, the Sensi Group carries a survey among all company personnel to assess the company atmosphere.

The results of the survey below are evaluated to identify possible problems and to define appropriate improvement actions.

**Workplace climate survey 2023**

<b>CATEGORY</b>	<b>AVERAGE</b>	<b>%ACC</b>
Work wellbeing	7,3	14%
Contract	7,1	27%
Social wellbeing	7,0	40%
Relations	6,9	53%
Training	6,4	65%
Belonging	6,4	77%
Decisions and communication	6,1	89%
Recognition of one's activity	5,9	100%
Grand total	53,1	



**3.7 Training**

Sensi Group’s Management considers personnel training to be one of the pillars of company development, as the activity allows newly recruited operators to align themselves with operating procedures, staff to develop new skills and ensure adequate professional growth, and sector managers to improve their organisational and management knowledge.

As a general rule, training activities are planned annually, taking into account of all the deadlines required by the current legislation on safety in the workplace, food hygiene, updates requested by certification standards and requests from customer contracts.

In addition, the Management defines specific sessions on all topics it deems necessary to achieve the company’s objectives.

During 2023, the company organised 17 training sessions, as shown in the diagram below.

Organisational aspects	2
Safety at work	4
Food Hygiene	4
Certification Standards	3
Regulatory deadlines	1
Contractual requirements	3

### 3.8 Welfare

The Sensi Group is actively committed to ensuring the social and personal welfare of all its employees. In this context, in 2023, the company implemented a series of actions to support the income of its employees, including:

- An insurance fund to supplement medical expenses and health care for all employees;
- A pension fund for supplementary life-risk cover for all employees;
- Shopping vouchers at a large-scale retail supermarket chain trade for all employees (in 2023, the company distributed €13,774 in shopping vouchers).

### 3.9 Incentives and bonuses

During 2023, the Sensi Group implemented a personnel incentive system consisting of contractual promotions and production bonuses.

1. Contractual promotions: contractual promotions for the accumulation of work experience are recognised on the basis of the requirements defined by the CCNL, for amounts and years of work experience, applied to the job category.

Advancements of contractual levels and job transitions are defined on the company needs and available roles, based on company operations. The Management defines and evaluates the specific need on a case-by-case basis according to the role to be filled. The candidate is chosen according to:

- corporate objectives;
- any professional requirements necessary to fill the role;



- curriculum vitae;
- work merits in the company and the objectives achieved;
- of other skills (character, need and willingness to travel in relation to the location, interpersonal skills, knowledge of foreign languages, experience outside the workplace, ability to work and coordinate teams, etc.);
- work experience in the company.

2. Productivity bonuses: productivity bonuses may be determined for an individual resource or for the entire workforce.

In the second case, the management decides in the specific period on the type and quantification of the bonus and the motivations are linked to:

- al raggiungimento di un obiettivo;
- al verificarsi di evento ritenuto dalla Direzione significativo (es. anniversario della costituzione dell'azienda o altri eventi simili).

I premi individuali vengono definiti invece secondo i seguenti requisiti:

- on the achievement of an objective;
- the occurrence of an event deemed significant by the Management (e.g. anniversary of the company's foundation or other similar events).

Individual bonuses, on the other hand, are defined according to the following requirements:

- contractually agreed upon as recognition of the responsibility and complexity of the role, as an additional element to the current remuneration and recognised for the role held;
- as an incentive for achieving a goal;
- as recognition for work commitment;
- on the occurrence of certain events during the company's working career (attainment of a specific age, attainment of certain years of service in the company).

The bonuses are however determined by the Management from time to time without specific planning.

#### 4. SAFETY AT WORK

The company considers safety at work a determining factor for development, company growth and for guaranteeing the sustainability of the business. For these reasons, resources are constantly invested in improving facilities, equipment and implementing prevention activities, primarily in staff training. In recent years, the number of accidents has been consistently low and even in 2023 there was only one accident, which, although it resulted in a prolonged absence of 88 days, was an isolated case. Below are the figures for the safety indicators monitored, which show the following situation.

##### Year 2023

Safety Indicators	
Frequency indicator (no. of events*1000000/ hours worked)	28,90
Severity Index (days absence*1000/hours worked)	2,54

#### 5. ENVIRONMENTAL IMPACT

As far as sustainability is concerned, the Sensi Group is strongly committed to reducing its environmental impact as much as possible, adopting responsible practices in every aspect of its operations. In particular, it places great emphasis on reducing the consumption of energy, water and any other resources, substances or materials used in the production process.

As the company's main activity is wine processing, it is impossible to reduce water consumption below certain levels to ensure adequate hygiene standards. Nor is it possible to think of reusing water, except for the purpose of irrigating the outdoor gardens, which is in any case a marginal activity.

### 5.1 Water consumption

<b>Water consumption in 2023</b>	
Total water consumed from well (m3)	17.576
Rejected water from osmosis (m3)	7.112
Total water consumed from aqueduct (m3)	345

### 5.2 Energy consumption

#### Year 2023

<b>Methane consumption (SMC)</b>	43.458
<b>Electricity consumption (KWh)</b>	877.236,46
<b>Energy produced</b>	322.400
<b>Self-consumption of energy</b>	276.680

#### Comparison semester 2023 - semester 2024 (January-June)

	<b>Semestre 2023</b>	<b>Semestre 2024</b>
<b>Methane consumption (SMC)</b>	24.358	20.046
<b>Electricity consumption (KWh)</b>	392.833,78	405.072,29
<b>Energy produced</b>	170.909	137.229
<b>Self-consumption of energy</b>	138.306,50	118.090,50

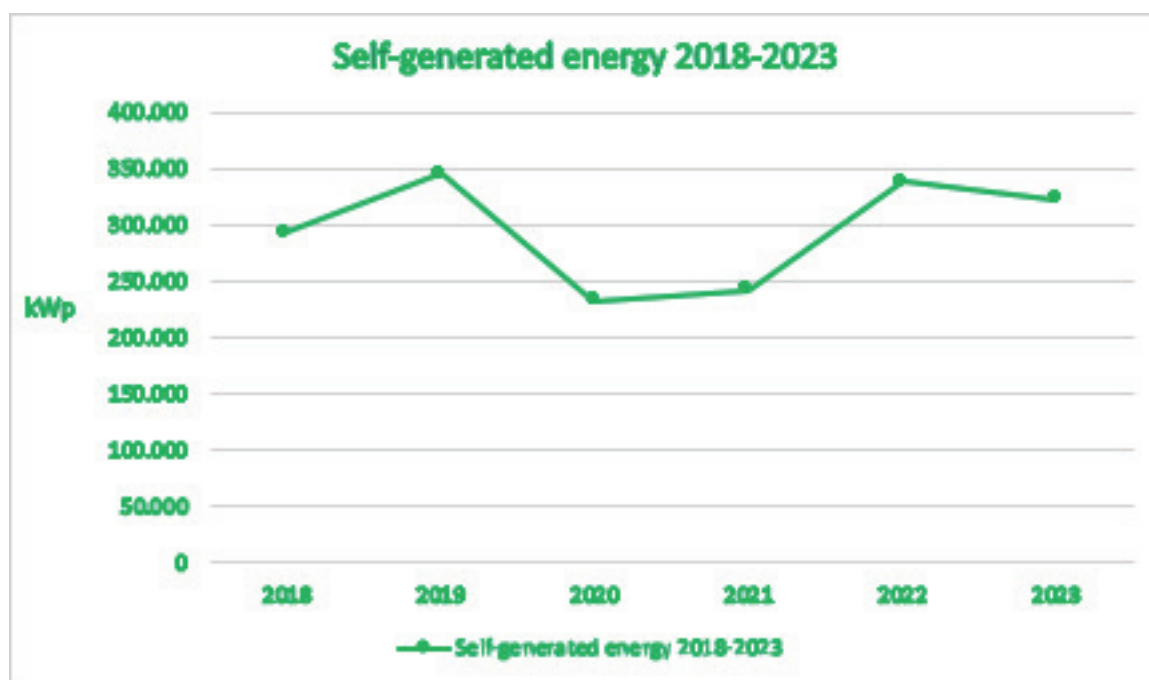
### 5.3 Photovoltaic plant

As part of our commitment to environmental sustainability, a 251.14 kWp photovoltaic plant has been in operation since 2018 to significantly reduce the environmental impact of the group's production activities. The plant has been designed with such dimensions as to allow the reduction of energy supply from external suppliers, and when consumption is not such as to absorb all the self-produced energy, the remaining part is

fed into the national grid for sale.

Below are the data relating to the total energy produced by the plant, the amount of self-consumed energy and the amount of energy fed into the national grid, starting from 2018.

Energy produced by the plant 2018-2023	
2018	292.473 KWP
2019	345.596 KWP
2020	232.160 KWP
2021	241.547 KWP
2022	338.308 KWP
2023	322.400 KWP



\*Plant connected since February 28, 2018

In 2023, energy production through this 'green' plant saved 170,872 kg CO<sub>2</sub> equivalent (the calculation was determined by multiplying the self-produced energy by the conversion factor 0.53 kg CO<sub>2</sub>/kWh).

<b>Self-consumed energy 2018-2023</b>	
2018	259.340 KWP
2019	304.254 KWP
2020	299.571 KWP
2021	307.899 KWP
2022	298.471 KWP
2023	276.680 KWP

<b>Energy fed into the grid 2018-2023</b>	
2018	33.133 KWP
2019	39.342 KWP
2020	32.599 KWP
2021	33.648 KWP
2022	39.837 KWP
2023	45.720 KWP

**5.4 Consumption of other resources**

Below are all the data on the consumption of other materials in the six months from January to June 2024.

<b>BOTTLES</b>	
Bottles used (kg)	1.806.977.397

<b>LABELS</b>	
Labels used (kg)	1.212.974
Back labels used (kg)	781.282
Total weight (kg)	1.994.256

<b>PAPER AND CARDBOARD</b>	
Total weight (kg)	140.806.833,8

<b>WOOD</b>	
Caps used (kg)	7.473.885
Pallets used (kg)	12.795.021
Wooden crates used (kg)	30
Total weight (kg)	20.268.936

<b>ALUMINIUM</b>	
Capsules used (kg)	878.160
Screw caps used (kg)	1.184.279
Total weight (kg)	2.062.439

<b>PLASTICS</b>	
Capsules used (kg)	2.901.092
Caps used (kg)	5.575.673
Bag in Box bags used (kg)	4.911
Total weight (kg)	8.476.765

### 5.5 Waste Management

With regard to the production and management of waste material, the quantities of waste disposed of by the company, are shown in the table below, broken down by EWC code:

#### Year 2023

<b>EWC</b>	<b>Description</b>	<b>Quantity disposed of (kg)</b>
020704	Waste unusable for consumption or processing	69.280
020705	Sludge from on-site effluent treatment	338.500
150101	Paper and cardboard packaging	42.650
150102	Plastic packaging	12.950
150103	Wood packaging	1.820
150106	Packaging in mixed materials	18.420
150107	Glass packaging	42.484
160214	Waste from non-hazardous discarded electrical and electronic equipment	3.460
170405	Iron and steel waste	14.320

The quantity of waste produced by the Sensi group is 543,884 kg, of which approximately 37.76% is destined for recovery and reuse, while the remaining 62.24%, represented entirely by sewage treatment plant effluents, is destined for disposal.

Reusable waste materials consist mostly of various types of packaging, which can be traced back to the company's ordinary activities, and a small part of waste linked to extraordinary company activities, such as the disposal of non-working machinery.

With regard to non-recoverable waste, the use of a sewage treatment plant has a significant impact on the production of waste, but the company's main activity naturally generates a large quantity of this type of waste material, with no possibility of recovery.



## **6. COMMUNITY AND TERRITORY**

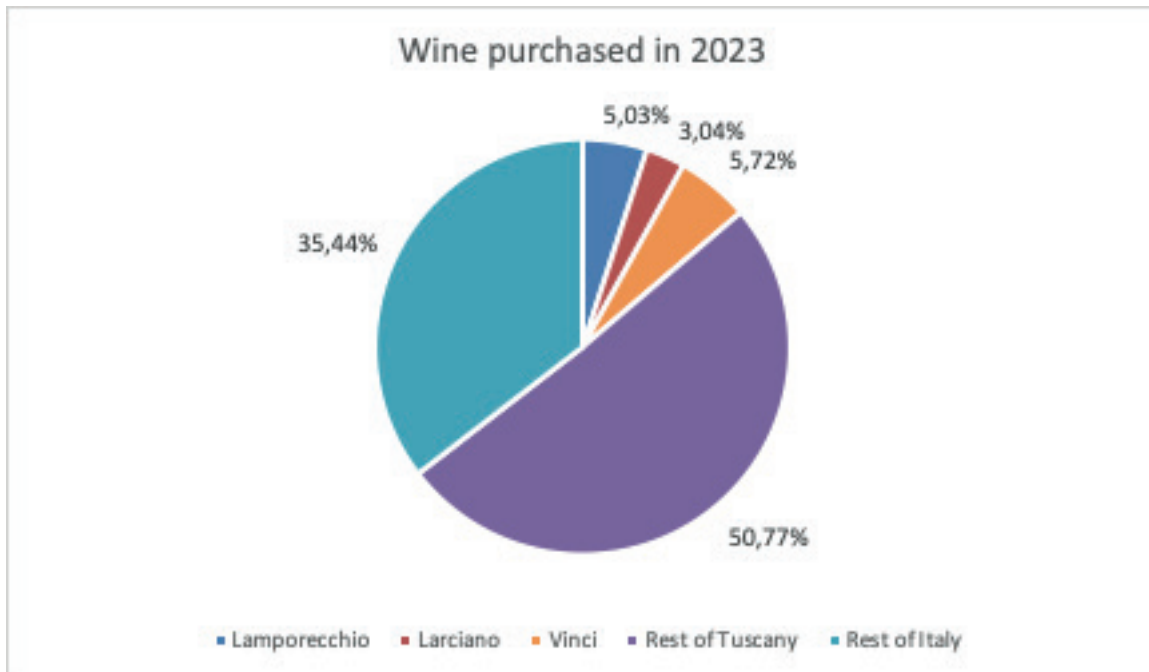
### **6.1 The provenance of our wine**

**Sensi Vigne & Vini s.r.l.** purchases wine exclusively from Italy. Seeking, even in this area, to enhance as much as possible, its own territory, particularly renowned for its wine-growing vocation, most of its wine is purchased from the Tuscan countryside, in particular from the areas of Lamporecchio, Larciano and Vinci.



**Wine purchased in 2023**

Territory	Litres (l)	Hectolitres (hl)	Percentage (%)
Lamporecchio (PT)	587.905	5.879	5,03%
Larciano (PT)	356.280	3.563	3,04%
Vinci (FI)	668.609	6.686	5,72%
Rest of Tuscany	5.937.455	59.375	50,77%
Rest of Italy	4.144.895	41.449	35,44%
Total	11.695.144	116.951	100%



**6.2 Employee mobility**

The Sensi group’s strong bond with the local community is also demonstrated by the distance of its employees from their workplace. In fact, the company’s workforce is mostly composed of workers who live near the workplace, while only a small part comes from areas more than 20 km away.

Employees Distance from workplace	
< 10 km	25
10 km – 20 km	8
> 20 km	6



### 6.3 Charity

The Sensi Group is constantly committed to supporting people in need with continuous donations to local and national organisations and foundations.

In particular, in 2023, through these donations, the company financially supported projects that aim to improve the quality of life, such as the A.I.R.C. Foundation for cancer research, the Ente Nazionale Sordi (national deafness foundation) for the protection and assistance of deaf people and the Borgano kindergarten in Lamporecchio.

Fondazione A.I.R.C	200,00 €
Ente Nazionale Sordi	200,00 €
Scuola dell'infanzia di Borgano - Lamporecchio	100,00 €
Total	500,00 €

### 6.4 Activities supporting the territory

The Sensi Group also actively supports many cultural, sporting and social activities in the territory, through numerous sponsorships and contributions to local events. These investments, which contribute to the development of the territory, not only strengthen ties with the local community, but also promote values such as cohesion and collective wellbeing.

In the field of sports, the corporate group strongly promotes these types of activities, sponsoring numerous cycling competitions and associations, which are particularly widespread in the area, through advertising services.

In 2023, sports sponsorships were as follows:

- G.S. Mastromarco A.S.D.: provision of advertising services for a local cycling race in Lamporecchio;
- Mastromarco Fans Club Nibali S.S.D.R.L.: provision of advertising services for the entire year 2023,
- G.S. Le Casette A.S.D.: provision of advertising services for local cycling race in Montecatini.

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G.S. Mastromarco A.S.D.	500,00 €
Mastromarco Fans Club Nibali S.S.D.R.L.	270.000,00 €
G.S. Le Casette A.S.D.	100,00 €
Total	270.600,00 €

With regard to cultural and social events in the area, in 2023 the Sensi group made contributions for the following local initiatives:

- Centro Commerciale Naturale Lamporecchio (Lamporecchio Natural Shopping Centre): contribution for the Lamporecchio village fair;
- ACM Giulio Rospigliosi (culture and music association) : support for advertising expenses for the 'Festival Musicale' (music festival) event in Lamporecchio;
- Circolo Arci Pietro Tozzini (Italian cultural and recreational association Pietro Tozzini community center): contribution for an event for children dedicated to health prevention.

Centro Commerciale Naturale Lamporecchio	800,00 €
ACM Giulio Rospigliosi	500,00 €
Circolo Arci Pietro Tozzini	245,90 €
Total	1.545,90 €

**7. IMPROVEMENT PLAN**

<b>Objective</b>	<b>Indicator</b>	<b>Implementation method</b>	<b>Verification Timeline</b>
Corporate turnover: 5% increase	2024-2023 turnover variation / 2023 company turnover	Business development	December 31, 2024
Large-scale retail turnover: 5% increase	2024-2023 total large-scale retail turnover variation / 2023 total large-scale retail turnover	Business development	December 31, 2024
Large-scale retail turnover Italy: 5% increase	2024-2023 Italian large-scale retail turnover variation / 2023 Italian large-scale retail turnover	Business development	December 31, 2024
Non-domestic turnover: 5% increase	2024-2023 turnover variation / 2023 Foreign company turnover	Business development	December 31, 2024
Discount segment: 3% increase	2024-2023 turnover variation / 2023 Non-domestic company turnover	Business development	December 31, 2024
CALAPPIANO LINE turnover: 10% increase over previous year	2024-2023 CALAPPIANO LINE turnover variation / 2023 CALAPPIANO LINE company turnover	Repeated tasting campaigns	December 31, 2024

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Vegan/organic products turnover: reaching 2% of global turnover	2024-2023 Vegan-Organic-Sulfites products turnover / 2023 company turnover	Business development	December 31, 2024
No. of packs produced: 5% increase over the previous year	No. of packs produced in all operating units 2024-2023/ No. of bottle packs (all formats) 2023	New customers Contacts; Contracts review with introduction of new references	December 31, 2024
No. of bottles sold: increase in traded bottles %	No. of bottles sold (from own production + traded) 2024-2023/ No. of bottles produced + traded 2023	New customers Contacts; Contracts review with introduction of new references	December 31, 2024
No. of Prosecco bottles sold: increase in bottle sales %	No. of Prosecco bottles sold in 2024-2023/ No. of Prosecco bottles sold in 2023	New customers Contacts; Contracts review with introduction of new references;	December 31, 2024
Bulk and bottled wine sales: 10% increase over the previous year	2024-2023 Vegan-Organic-Sulfites products turnover / 2023 company turnover	New customers Contacts; Contracts review with introduction of new references	December 31, 2024

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No. of bottles produced: production of 5300 bottles per year	Number of bottles produced at Lamporecchio plant line / actual worked hours in line and accounted for in payroll (excluding holidays, leave, sick days)	Plant modifications for microfiltration	December 31, 2024
Increased in no. of processed product	Liters of wine purchased in bulk from Lamporecchio plant + from other plants	Optimization of cellar work	December 31, 2024
Approval of each mass/batch for obtaining suitability at first sampling	No. of approvals at first sampling / No. of requests of first sampling	Proper execution of cellar work Compliance with the control program and related acceptance criteria Proper qualitative preparation of products	December 31, 2024
0 non-conformities on sample analyses of multi-residuals during mass formation	Multi-residual analysis on a batch sample to be carried out every two months at mass creation phase	Purchases from qualified suppliers	December 31, 2024
Total machinery downtime hours: less than 25%	% Total downtime / total bottling hours (net bottling production hours)	Data collection	December 31, 2024

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Efficiency above 50%	No. of bottles produced/ No. potential bottles	Activity planning	December 31, 2024
Saturation above 70%	No. of worked hours / No. of potentially available hours	Activity planning	December 31, 2024
Machinery downtime due to breakdowns: less than 4.5%	hours of machine downtime % due to breakdoens/total bottling hours (net bottling production hours)	Data collection	December 31, 2024
Reduction of machine downtime for format change	% downtime hours for format changes/ total bottling hours (production hours + total stops)	Bottling planning	December 31, 2024
Procurement: 0 non-conformities	Number of material supplies (bottles, labels, capsules, carton boxes) non-compliant	Materials approval, supply agreements	December 31, 2024
Annual Plan for Food Quality and Safety Culture Dissemination: 0 complaints	Number of complaints regarding package quality due to company line bottling	Number of complaints regarding package quality due to company line bottling	December 31, 2024
Food hygiene: achievement of BRC AA grade	Audit results	Revision of HACCP plan	December 31, 2024
Food Hygiene: maintaining of IFS higher score	Audit results	Revision of HACCP plan	December 31, 2024



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Equipment cleaning: 0 non-conformities	Litmus paper test (sampling: at least 1 weekly)	Good hygiene practices	December 31, 2024
Product microbiology quality: 0 non-conformities	OTA testing	Good vinification and product treatment practices	December 31, 2024
Chemical quality: 0 non-conformities	heavy metal testing	Good vinification and product treatment practices	December 31, 2024
Pest monitoring: compliance with threshold limits	Compliance with threshold limits	Closure devices, staff awareness of closing openings to the	December 31, 2024
HACCP: 0 complaints for SO2 excess	No. of complaints for SO2 excess	Compliance with control plan	December 31, 2024
HACCP: 0 complaints for foreign bodies in bottles produced at Lamporecchio plant	Number of complaints for foreign bodies in wine bottles produced at Lamporecchio plant	Compliance with bottling procedures and control plan Control of external bottling	December 31, 2024
HACCP: 0 recalls	Number of production batch recalls in the year	Process control	December 31, 2024
Completing of fire prevention authorization procedures	Completing fire prevention authorization procedures	authorization release	December 31, 2024
Decrease in plastic waste vs. no. of bottles produced	Grams of plastic packaging waste 2024 / No. of bottles produced 2024 at Lamporecchio plant	Raising staff awareness Raising supplier awareness	December 31, 2024

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Decrease in glass waste vs. no. of bottles produced	Grams of glass waste generated in 2024 / No. of bottles produced in 2024 at Lamporecchio plant	Raising staff awareness Raising supplier awareness	December 31, 2024
Decrease in mixed waste vs. no. of bottles produced	Grams of mixed waste generated in 2024 / No. of bottles produced in 2024 at Lamporecchio plant	Raising staff awareness Raising supplier awareness	December 31, 2024
Decrease in the amount of non-renewable energy used vs. no. of bottles produced	kW non-renewable energy used in 2024 / No. of bottles produced in 2024	Raising staff awareness	December 31, 2024
Reduction of CO2 equivalent produced by energy consumption	kW energy produced by photovoltaic system x conversion factor	Installation and maintenance of photovoltaic system	December 31, 2024
Improving the ratio of renewable energy consumed + renewable energy renewed to total energy consumption	Energy procurement from renewable sources/ Total energy consumption	Contract with energy supplier company	December 31, 2024
Achievement of Equalitas certification	Certification achievement	Implementation of requirements	December 31, 2024
Completion of new offices	Work completion	Works contracting	June 30, 2025

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Minimizing staff turnover	Number of employment terminations excluding retirement/ total employees as average at beginning and end of year	Maintaining dialogue, good company climate and open-door policy	December 31, 2024
Raising safety and quality level culture	Number of improvement reports from anonymous surveys or reports	Annual meeting + survey	December 31, 2024
Raising safety and quality level culture	Number of improvement actions implemented as a result of reports	Annual meeting + survey	December 31, 2024
Purchase of vehicles with improved pollution coefficient	Purchases	Assessment of pollution classification	December 31, 2024
Improving water consumption	Water consumption/ quantity of wine processed + bottled	New water treatment plant	December 31, 2025
Improving IF index	IF= total no. of accidents x 1000000/ no. of hours worked	Risk reduction procedures	December 31, 2024
Improving IG index	IG= days of absence after accident / no. of hours worked x 1000	Risk reduction procedures	December 31, 2024