

THE RIGHT PARTNER SINCE 1945.

From the Green Heart of Italy to international B2B markets, Umbria Olio International supplies olive oils, refined vegetable oils and oil-based derivatives through an integrated platform of sourcing, refining, blending, packaging, laboratory control and logistics execution.

Corporate Presentation | 2026

Since 1945

Family industrial heritage from Umbria,
Italy

60,000 t/y

Refinery capacity

30,000 t/y

Packaging capacity

EUR100M+

Company-revenue milestone

A vertically integrated oil platform built for industrial scale and trusted supply.

Umbria Olii is best understood as an integrated operating platform: refining capacity, laboratory control, blending know-how, packaging, logistics and derivative chemistry are coordinated to support demanding B2B supply programs.

Integrated industrial platform

The company combines refining scale, laboratory control, packaging flexibility and logistics infrastructure into one operating model for customers that cannot compromise on continuity, documentation or repeatability.

B2B

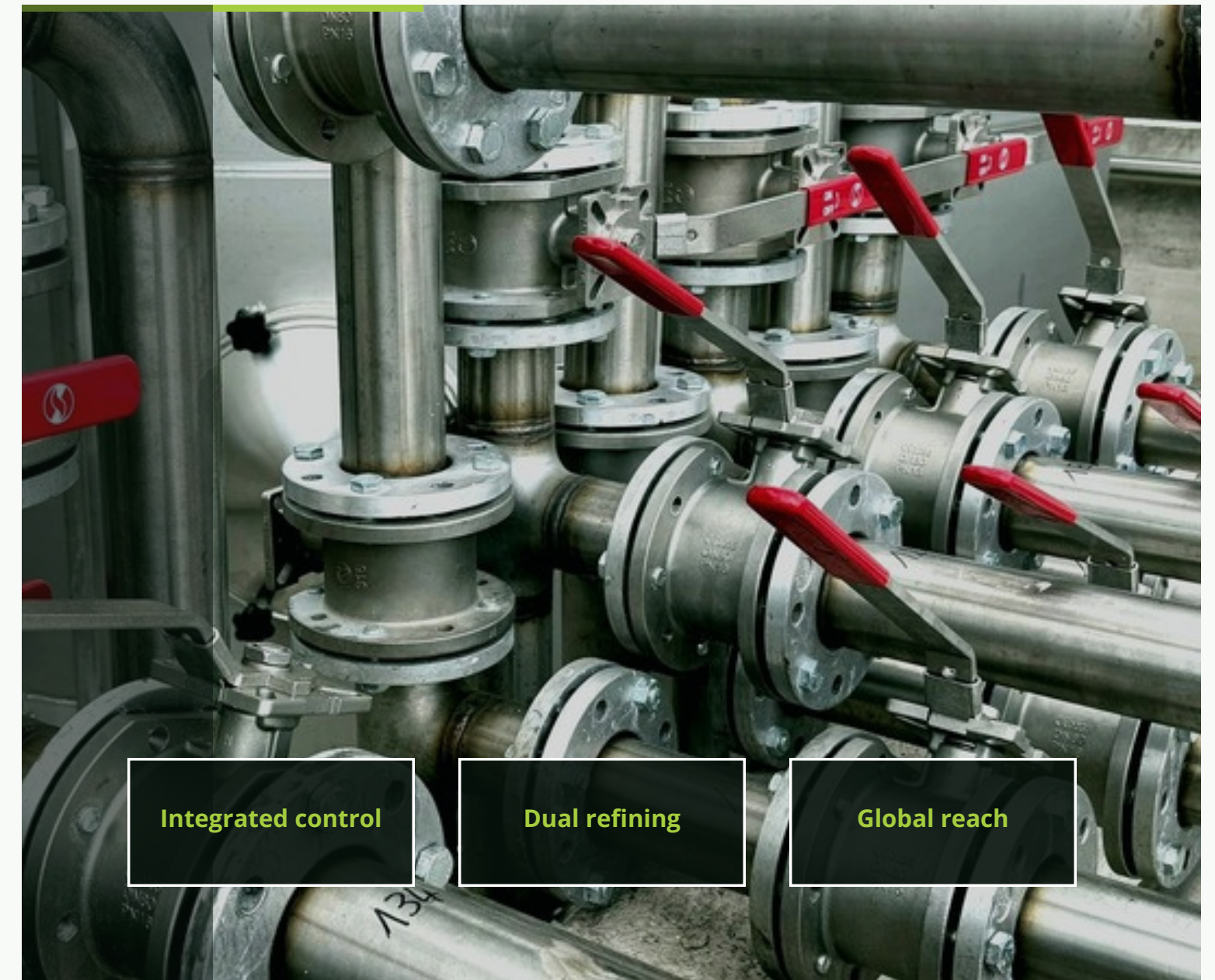
Industrial supply model with bulk, private label and ingredient applications.

COA

Certificate-backed release discipline for outgoing shipments.

Circular

By-products recovered into oleins, fatty acids and cleansing products.



Integrated control

Dual refining

Global reach

The deck moves from corporate platform to technical proof and commercial partnership.

The story is structured to move from identity and scale to process credibility, product breadth, service execution and assurance.

01

Company Platform

History, industrial footprint, capacity, logistics assets and organic upstream investment.

02

Process Excellence

Physical and chemical refining routes, quality monitoring, blending discipline and packaging control.

03

Product Portfolio

Food-grade oils, specialty oils, olive-derived fatty acids, oleins, soaps and natural cleansing products.

04

Services & Commercial Model

Bulk distribution, private label execution, storage and handling, proprietary brands and customer model.

05

Assurance & Sustainability

Certifications, environmental commitment, circular economy logic, partner fit and source transparency.



From platform
to partnership

A structured corporate
narrative for technical buyers,
distributors, private label
partners and industrial
customers.

Umbria Olii is positioned where heritage, industrial capacity and B2B reliability meet.

The company combines the continuity of a family industrial business with the capabilities expected from an international B2B supplier.

Headquarters

Campello sul Clitunno,
Umbria, Italy

Markets served

Food, pharmaceutical,
cosmetic, wellness and
oleochemical industries

Differentiator

Industrial scale combined
with controlled sourcing,
refining, blending, packaging
and distribution

Core identity

Processor and global supplier
of refined vegetable oils,
olive oils and oil
derivatives

Supply reach

Europe, North America, Asia
and the Middle East through
direct and partner channels

Strategic asset

Majority shareholder /
primary investor in Italy's
largest organic olive grove

Industrial footprint with territory,
sourcing and logistics in one
operating story.

Excellence is rooted in Umbrian heritage and scaled for international oil markets.

Headquartered in Umbria, known as the Green Heart of Italy, the company draws on a territory where olive oil heritage reaches back to Etruscan and Roman agricultural tradition.

Founded in 1945 by the Del Papa family, Umbria Olii International has evolved from local oil activity into a global benchmark for premium oils, refined oils and oil-based applications.

The offer now spans food and non-food categories, with products selected, certified and guaranteed through a quality culture built around transparency, customer satisfaction and repeatable supply.

The Right Partner Since 1945

80 years

Anniversary milestone in 2025

Green Heart

Umbrian agricultural identity

Global markets

Food and non-food customer needs

01

CHAPTER

Company Platform

A family-owned industrial story scaled into an international oil and derivatives platform.

Industrial capability, documented execution and long-term customer reliability.

Eight decades of decisions turned a local oil business into a global industrial platform.

The timeline matters because each step added a capability: refining capacity, international reach, logistics control or upstream commitment.

1945

Oleifici Del Papa begins in Umbria, anchoring the family heritage in olive oil and local production.

1997

I.S.I. Spa expands the platform into vegetable soap production and olive-derived applications.

2008-2012

Stock Sinergy terminals strengthen port logistics, storage and liquid food handling in Italy and Spain.

1969

Refinery construction shifts the company from local oil activity into industrial-scale supply.

1999-2010

U.S. expansion builds a direct route to North American customers and international demand.

2018-2025

Organic grove investment and the 80-year anniversary reinforce the long-term agricultural and industrial platform.



Capability was added decade by decade.

The evolution is not only chronological: each step added capacity, market access, logistics control or derivative know-how.

Four operating branches make the company useful across the full customer chain.

Customers can engage Umbria Olii at different points of the value chain, from bulk oil requirements to finished private label programs.

01 Transformation & bulk oil trading

Refining and marketing of vegetable oils in bulk for customers that need industrial consistency, controlled specifications and dependable availability.

02 Third-party packaging & private label

Multi-format packaging for customer labels and Umbria Olii-owned brands, linking product selection with format, label and shipment execution.

03 Stock, storage & handling

Liquid food storage, loading, offloading and distribution through terminal assets that extend the platform beyond the refinery gate.

04 By-products and natural derivatives

Oleins, fatty acids, natural soaps and detergents derived from refining processes, turning by-products into value-added applications.

The same oil know-how supports food, beauty, pharma and oleochemical applications.

The same technical base serves several industries, which makes the platform less dependent on a single channel or application.

Food & Beverage	Cosmetics & Skincare	Pharma / Wellness	Oleochemical / Industrial
EVOO, virgin, refined and pomace oils	Grapeseed, avocado and olive-derived carrier oils	High-purity refined oils and fatty inputs	Oleins, fatty acids, soaps and detergents
Canning, food service, frying, dressings and private label	Serums, creams, hair care, soaps and natural cleansing	Nutraceutical and sensitive formulation inputs	Surfactants, emulsifiers, lubricants and biodegradable alternatives

Scale is expressed in daily refining power, annual capacity and in-plant storage.

Capacity is relevant only when it is paired with repeatable operations, storage availability and the ability to release product with documentation.

24/7/365

Refining cycle described as continuous operation.

Multi-format

Glass, tin and PET packaging flexibility.

COA

Outgoing bulk shipments accompanied by Certificate of Analysis.

Capacity becomes valuable when it is documented, available and repeatable.

Refinery annual capacity

60,000 t/y

Packaging annual capacity

30,000 t/y

In-plant storage capacity

25,800 t

Physical refining daily capacity

200 t/day

Chemical refining daily capacity

200 t/day

The organic grove project strengthens raw material control and territory impact.

The grove investment strengthens the narrative around origin, agricultural knowledge and long-term control of the olive oil value chain.

Terre Del Papa is presented as Italy's largest organic olive grove, with Umbria Olii International owning the majority shares of the agricultural company. The project strengthens the connection between territory, origin, agricultural know-how and downstream quality control.

500,000

olive trees planned /
planted per company profile

580 ha

Umbrian hills dedicated to
the organic grove

1,433 acres

Equivalent land area cited
in the profile

Supply chain

Designed to connect upstream
agriculture with downstream
quality



Stock Sinergy makes the platform a bridge between Europe and global routes.

Stock Sinergy gives the group a logistics dimension, helping customers manage liquid food products beyond the refinery gate.

Strategic location at the Port of Civitavecchia supports liquid food storage, handling and distribution for customers that need a controlled bridge between maritime flows and inland delivery.

The terminal manages loading and offloading through dedicated stainless steel lines, pumps and heating systems designed for food-grade liquid products.

The offer ranges from spot storage agreements to medium-long-term contracts and distribution chain management, giving buyers more flexibility than a simple supply transaction.

Terminal Logistics

14,750 t

Liquid food storage capacity cited in profile

AISI 304

High-quality stainless steel tanks

14 m

Draft at dedicated dock concession

Process Excellence

Refining, blending, laboratory control and packaging are treated as one integrated quality system.

Industrial capability, documented execution and long-term customer reliability.

Two complementary refining routes allow the right process for each crude oil profile.

The process choice is technical, not cosmetic: the crude oil profile determines which route protects quality and yield most effectively.

Physical refining

Designed for oils with relatively low free fatty acids and suitable starting quality.

Uses degumming, bleaching, deacidification and deodorization to deliver neutral, stable refined oil with a cleaner process logic.

Company-cited capacity: 180-200 metric tons per day.

RAW
OIL
PROFILE

Process
choice

Chemical refining

Designed for higher free fatty acid content or more complex impurity profiles.

Uses neutralization, washing/drying, bleaching and deodorization to increase versatility across difficult crude oils.

Company-cited capacity: 100-200 metric tons per day.

Process choice is driven by crude oil profile, target specification, sustainability logic and customer application.

The art of refining is treated as a controlled industrial discipline.

The industry positions refining as a technical expression of mastery, purity and quality assurance, not simply as a processing step.

Each route is selected according to crude oil profile, desired final characteristics, impurity level and customer application requirements.

Fully automated facilities, in-house laboratory monitoring and environmental responsibility turn process complexity into a repeatable customer promise.

Technical Mastery

Physical

Efficient route for suitable low-FFA oils

Chemical

Patented technology for complex oils

24/7/365

Continuous refinery operation

Physical refining is the cleaner route when raw material quality allows it.

When the incoming oil allows it, physical refining offers a cleaner and efficient route to a neutral, stable refined product.

01 Degumming

Phospholipids and mucilaginous substances are removed to prepare the oil for stable downstream treatment.

02 Bleaching

Natural clays remove pigments, trace metals and oxidation products that can affect color, stability and shelf life.

03 Deacidification

Vacuum steam distillation eliminates free fatty acids without relying on the full chemical neutralization route.

04 Deodorization

Volatile compounds are removed to improve taste, odor, neutrality and shelf-life performance.



The Industry positions physical refining as efficient and more environmentally friendly, with minimal effluents, high throughput and a process logic that preserves value when incoming quality allows it.

Patented chemical refining extends versatility for more difficult crude oils.

The patented chemical process expands the range of crude oils that can be transformed into consistent commercial output.

01 Neutralization

Free fatty acids are removed through controlled alkali treatment when crude oil quality requires a stronger intervention.

02 Washing & drying

Residual soap is removed and the oil is dried so that later stages can operate on a cleaner intermediate oil.

03 Bleaching

Pigments and contaminants are reduced through adsorbent treatment to improve color and stability.

04 Deodorization

High-vacuum steam treatment delivers a neutral, stable output suitable for demanding food and industrial applications.

The proprietary process is presented as improving yield, safety and environmental impact versus conventional chemical refining systems while expanding the range of crude oils that can be transformed into reliable output.

Continuous analysis converts industrial scale into controlled quality.

The quality story is built around continuous checks rather than a single final inspection, which is essential for industrial customers.



Analytical equipment

Gas chromatography and spectrophotometry are cited as core tools for checking oil characteristics and process outcomes.

In-house checks

Every step and cycle is analyzed by the Quality Analysis Team, reducing dependence on end-of-line inspection alone.

Certificate discipline

Outgoing shipments are accompanied by Certificates of Analysis, supporting customer documentation and release procedures.

Organization

Quality control is treated as a daily operating focus that connects production, laboratory work and commercial commitments.

Blending transforms raw material variability into repeatable market profiles.

Blending converts natural variability into predictable sensory and performance profiles that customers can buy repeatedly.

- Most olive oils are blends of multiple varieties, and extra virgin olive oil differs materially in taste, aroma and market expectation.
- Balancing sweet, peppery, bold and light profiles requires accumulated knowledge, sensory discipline and repeatable technical control.
- The company links blending to research and development, with know-how passed across generations and adapted to customer requirements.

Blending Know-How

70+ years

Studies and know-how cited by company

Taste balance

Sweet, peppery, bold and light profiles

R&D

Continuous improvement in the blending process

Packaging flexibility supports customer labels without losing process control.

Packaging is treated as an industrial service, connecting oil selection, format, label execution, checks and distribution.

The packaging process covers refined oils and already edible oils purchased through a consolidated supplier and broker network, then released through controlled production checks.

Multi-format line flexibility supports glass, tin and PET sizes, allowing the company to serve retail, food service and customer-specific private label needs.

Private label execution is paired with packaging customization, quality gates, carton and format decisions, and tailored shipping coordination.

Packaging

30,000 t/y

Potential annual packaging line output

Glass / tin / PET

Multiple customer format needs

Private label

Customer-specific labels and distribution

Product Portfolio

A broad food and non-food range built around olive oils, specialty oils and derived chemistry.

Industrial capability, documented execution and long-term customer reliability.

The portfolio spans premium oils, industrial staples and value-added derivatives.

The product range is broad because the same oil expertise can be expressed as premium oils, everyday staples, specialty oils or derivatives.

Olive oils

- Extra Virgin Olive Oil
- Virgin Olive Oil
- Refined Olive Oil
- Composed Olive Oil

Residue / pomace

- Raw Pomace Olive Oil
- Refined Pomace Olive Oil
- Pomace Olive Oil

Specialty oils

- Grapeseed Oil
- Avocado Oil
- Rice Bran Oil
- Organic and conventional EVOO

Derivatives

- Olive Oil Fatty Acids
- Oleins
- Olive Oil Soap Flakes
- Soaps and detergents

Olive oil categories cover premium, everyday and industrial performance needs.

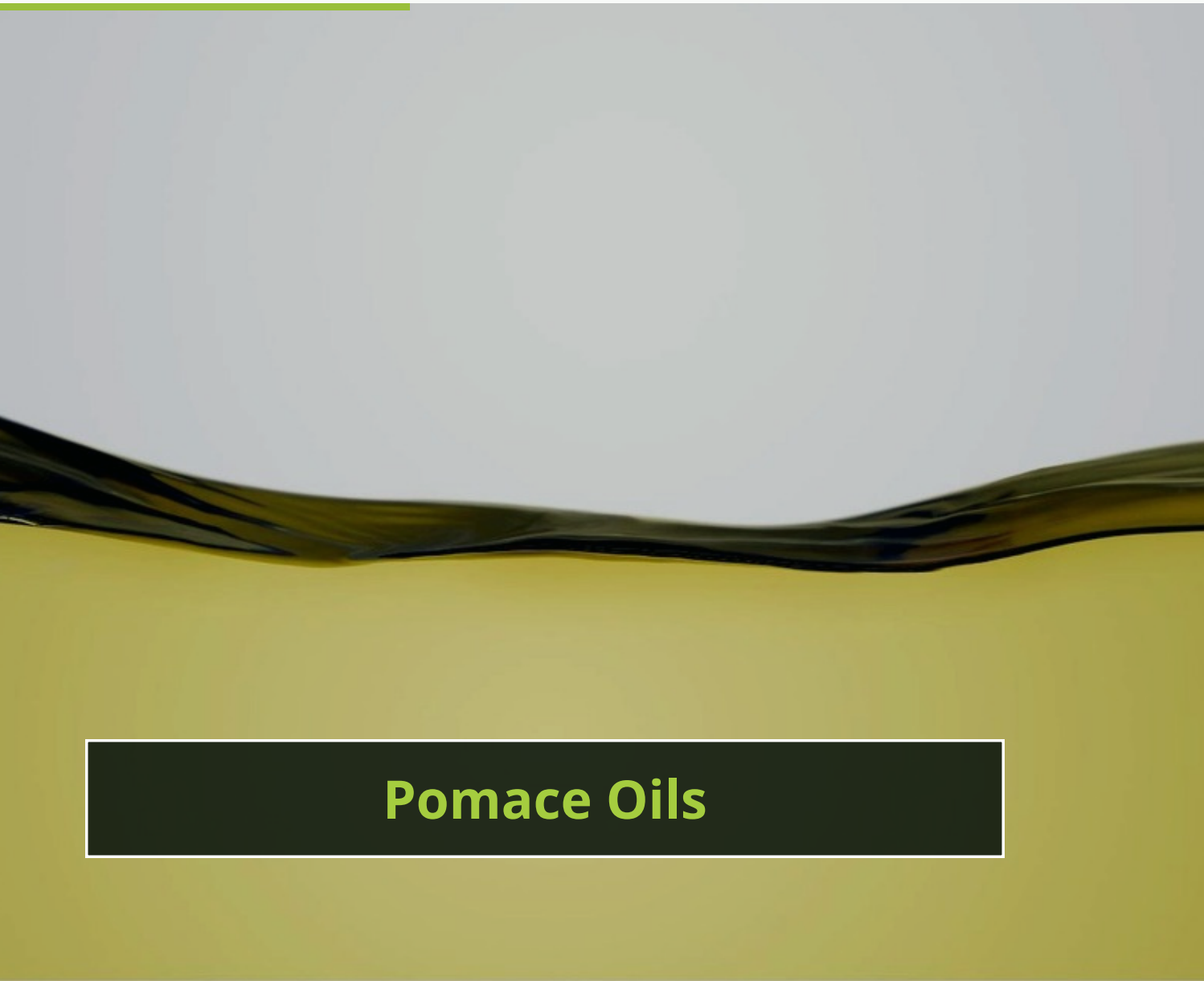
Each olive oil category has a different commercial role, from premium positioning to high-stability industrial use.



Category	Technical role	Typical fit
Extra Virgin Olive Oil	Mechanical extraction only; preserves flavor, aroma and nutritional value for premium positioning.	Premium retail, finishing, Mediterranean positioning
Virgin Olive Oil	Natural oil obtained through mechanical or physical means, with IOC acidity criteria cited in the source material.	Flavorful commercial and culinary uses
Refined Olive Oil	Neutralized, bleached and deodorized to deliver stability, neutrality and long shelf life for industrial users.	High-heat cooking, food processing and industrial preparation
Composed Olive Oil	Blend of refined olive oil with virgin olive oil to restore aroma, color and taste while keeping accessible pricing.	Everyday cooking and broad market affordability

Pomace oils add stable, cost-effective solutions for high-volume food applications.

Pomace oil broadens the offer where customers need stability, cost effectiveness and food-service performance at scale.



Category	Technical role	Typical fit
Raw Pomace Olive Oil	Obtained from residual olive paste after mechanical extraction, then prepared for controlled refining.	Input for regulated refining processes
Refined Pomace Olive Oil	Refining removes free fatty acids, color defects and off-flavors while maintaining triglyceride structure.	High-temperature cooking and food processing
Pomace Olive Oil	Blend of refined pomace oil and selected virgin olive oil to add sensory value to a stable base.	Food service, frying and cost-effective culinary use

Specialty oils support clean-label food, cosmetic and wellness formulation.

Specialty oils extend the portfolio into clean-label food, cosmetic and wellness formulations where functional claims matter.

Grapeseed oil

Neutral flavor, high smoke point around 420F / 215C, emulsion performance and skincare compatibility for food and cosmetic formulas.

Avocado oil

High smoke point around 480F / 250C, rich oleic profile and strong cosmetic absorption narrative for wellness-oriented ranges.

Rice bran / other refined oils

Used where customers need stable, high-purity oils aligned to food, pharma, wellness or cosmetic formulation requirements.

Organic and conventional EVOO

Supports both premium provenance programs and scalable customer requirements where origin, volume and certification matter.



Fatty acids and oleins turn oil expertise into functional industrial inputs.

Fatty acids and oleins translate oil expertise into ingredient systems for cosmetics, detergency and selected industrial uses.

100% olive oil-derived source

The product story emphasizes traceability, plant-based origin and clean input consistency for customers moving toward natural ingredients.

Favorable oleic profile

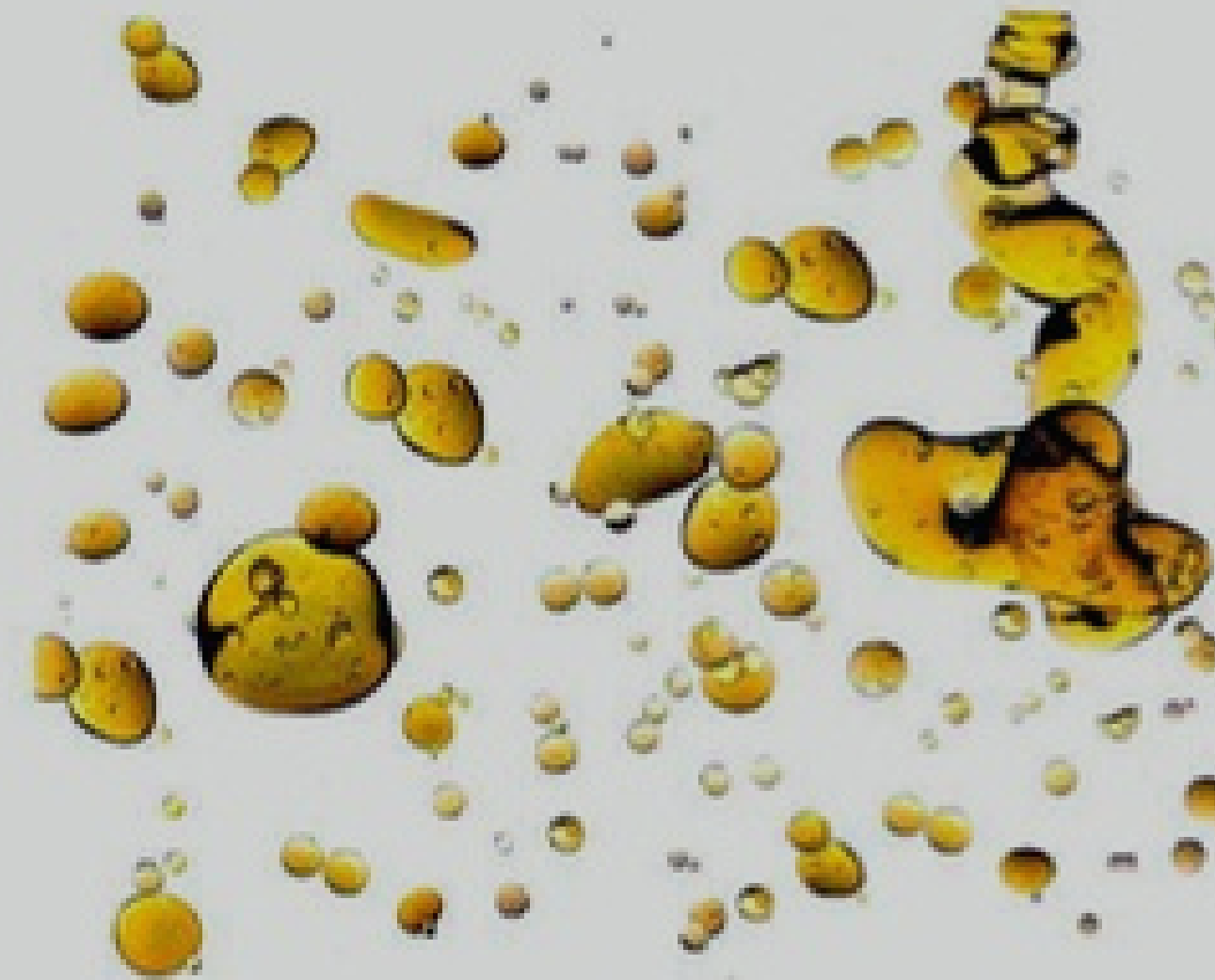
Monounsaturated chains support stability, mildness and functional versatility across cosmetic and industrial uses.

Cosmetic compatibility

Used for skin barrier support, emollience and formulation mildness where plant-derived claims matter.

Industrial substitution

Biodegradable, renewable alternatives to selected petroleum-based inputs with a stronger circular sourcing narrative.



Soaps, skincare and detergents extend the platform into circular consumer applications.

The cleansing and skincare range shows how by-products and olive oil know-how can become consumer-facing applications.

The line is described as the result of proprietary patented technology around olive-oil-based cleansing and skincare applications.

The company states that the process avoids aggressive sterolic fractionation, helping protect oil integrity while reducing environmental stress.

The output includes soaps, detergents and skincare products that translate the functional benefits of virgin olive oil into consumer-facing applications.

Natural Cleansing

Virgin olive oil

Core noble ingredient

Biodegradable

Environmentally aligned claim

Personal care

Soaps, skincare, hospitality and household use

04

CHAPTER

Services & Commercial Model

The company sells capacity, reliability and operating execution - not just oil.

Industrial capability, documented execution and long-term customer reliability.

Services are organized around the way industrial customers actually buy and move oil.

The service offer is designed around the practical questions buyers ask: what product, what format, what documentation and what logistics.

Bulk distribution

Refined olive oils, specialty oils and extra virgin oils for food industry, packer and recurring industrial supply needs.

Private label

Production checks, customized packaging, shipping coordination and customer-specific distribution requirements.

Stock & handling

Food-grade liquid storage, loading/offloading, heating, surveillance and logistics management through terminal infrastructure.

Commercial support

Internal customer service and selected logistics partners manage Incoterms, documentation and route-to-market requirements.



Bulk distribution is designed for reliability, documentation and repeatability.

Bulk supply is strongest when the customer needs documented release, dependable transport and repeated quality over time.

01 Customer demand

Oil category, technical specification, intended use and delivery context are defined before execution.

02 Refining / sourcing

Refined or already edible oils are selected through controlled channels aligned to quality and availability.

03 Quality release

Analytical checks and Certificate of Analysis accompany outgoing shipments to support customer release procedures.

04 Logistics execution

Tank trucks, container tanks and flexi tanks support efficient, repeatable and documented supply chains.

The model is especially relevant to canning, food service, packers and large-volume food manufacturing customers that need repeat supply, traceability and technical documentation.

Private label turns Umbria Olii into an operating partner, not only a supplier.

Private label requires more than filling bottles; it requires alignment between product, packaging, quality gates and route to market.

01 Product alignment

Oil type, target market, sensory profile and quality requirements are selected with the customer.

02 Packaging design

Format, material, closure, carton and customer label requirements are matched to the selling channel.

03 Production checks

Internal quality gates are applied before release so the customer receives a finished, documented product.

04 Shipment

Tailored distribution and logistics partners manage delivery requirements, Incoterms and destination constraints.



The company emphasizes finished packaged products ready for retail as well as bulk shipments for further processing, giving customers one partner across product, packaging and logistics.

Private label programs are built around buyer type, market position and supply model.

Importers & distributors

Portfolio expansion with Italian and international oil solutions suitable for local markets and recurring commercial demand.

Retail and private label brands

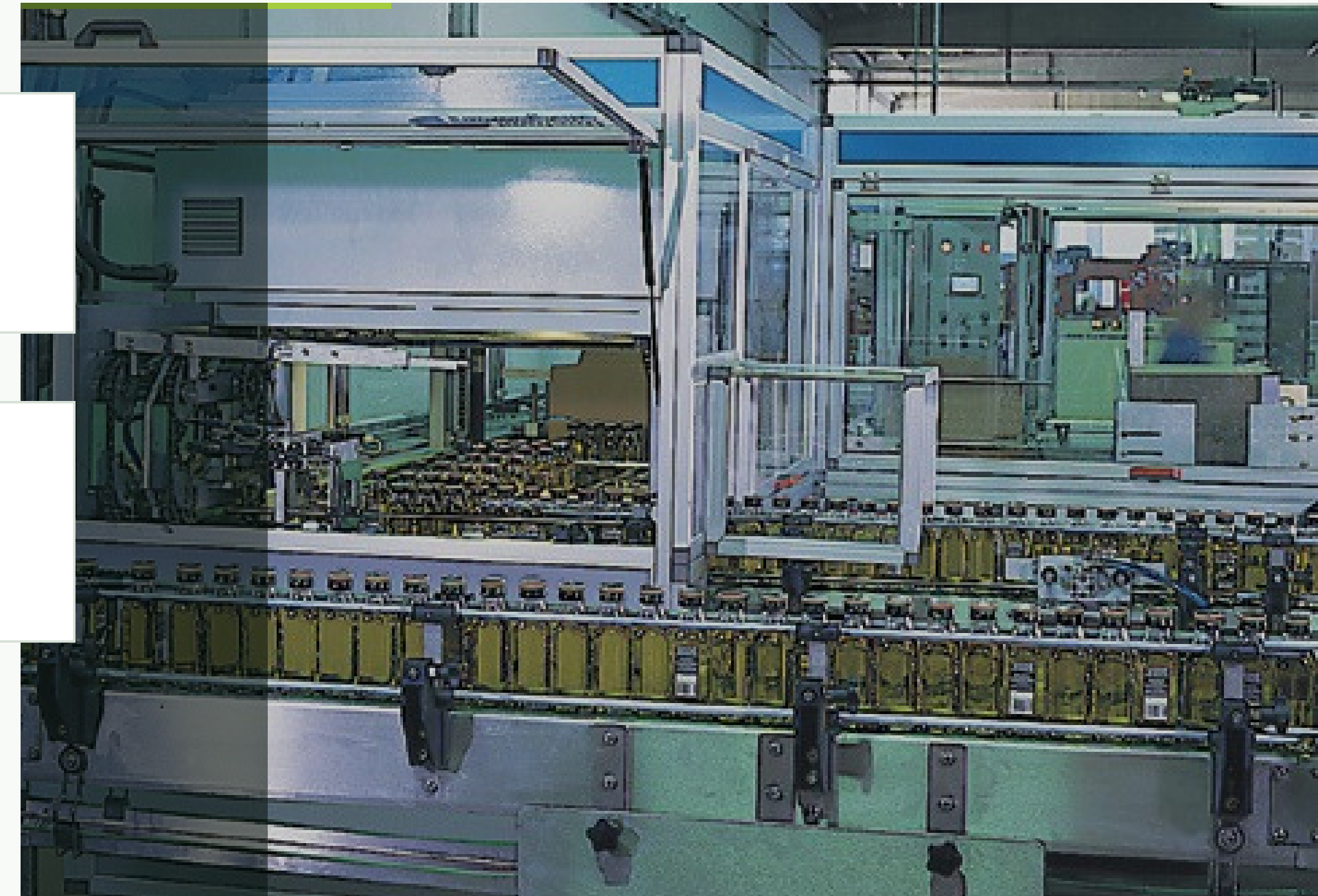
Branded oil ranges aligned with positioning, quality expectations, destination market rules and packaging needs.

Foodservice partners

Oil solutions for professional kitchens, hospitality, catering and foodservice distribution.

Industrial customers

Bulk and tailored supply projects where continuity, quality documentation and technical reliability matter.



Terminal infrastructure extends the value proposition beyond manufacturing.

Storage and handling capabilities support customers that need flexibility, confidentiality and controlled movement of liquid food products.

- Stock Sinergy Civiterminal specializes in liquid food product storage and handling in health-certified tanks, extending group capabilities into terminal operations.
- Capabilities cover vegetable oils, wines, fruit pulp and other bulk liquid aliments that require controlled handling and product-specific lines.
- A seamless logistics network uses tank trucks, container tanks and flexi tanks to optimize customer supply chains and delivery cadence.

Stock & Handling

Dedicated lines

Product-specific loading / unloading lines and pumps

Remote control

Vega electronic tank weight control and video surveillance

Confidentiality

Customer data managed with discretion

The commercial model is diversified across bulk, private label, brands and by-products.

The commercial mix shows a core bulk business supported by packaging, brands and derivative revenue streams.



Bulk business is the core commercial exposure and the anchor of the B2B supply platform.

Private label and company brands add packaging know-how, customer customization and consumer-facing capability.

By-products provide a circular revenue stream from refining output, connecting industrial processing with derivative applications.

Commercial balance

Bulk remains the anchor; packaging, brands and derivatives add resilience and different customer entry points.

Brands ® add recognition while the B2B platform remains the engine.

The brands give visibility to the family heritage, while the industrial platform remains the foundation of the B2B proposition.

Del Papa®

Olive oil brand built around the Del Papa family heritage, quality recognition, product awards and the credibility of a long-standing Umbrian oil tradition.

Olivella®

Skin care line made with 100% virgin olive oil and covered by patents on olive oil soap flakes manufacturing, linking formulation, naturality and consumer products.

05

CHAPTER

Assurance & Sustainability

Quality systems, certifications and circularity make the industrial story bankable.

Industrial capability, documented execution and long-term customer reliability.

A broad certification set supports food safety, environmental management and market access.

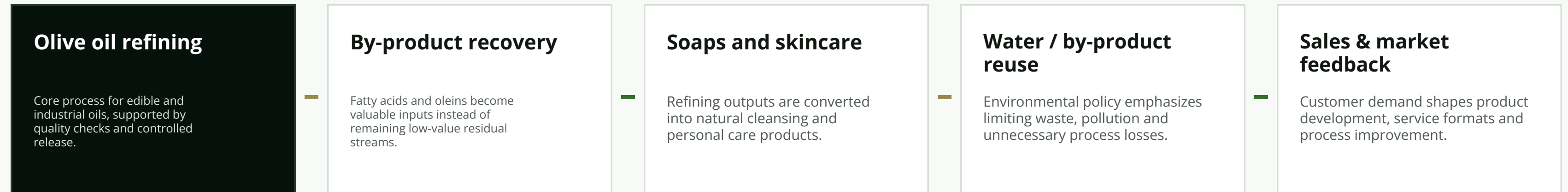
Certifications help translate operating discipline into evidence that customers, auditors and international partners can evaluate.

ISO 9001:2015	ISO 14001:2015	ISO 45001:2018
Kosher	BRC Food	Organic (ICEA)
HACCP	FDA approved	GMP
North American Olive Oil Association member	GS1	International Olive Council member



Circularity links oils, by-products and formulations.

Circularity is presented as an operating practice: refining outputs are recovered, reformulated and moved into useful product families.



Refine. Recover. Reformulate.

The platform is designed to convert olive oil refining outputs into documented ingredients, derivative chemistry and consumer-facing natural products.

The strongest customer fit is where quality risk, volume and documentation matter.

The best-fit customer is one that values documented quality, reliable capacity, technical clarity and logistics execution.

Packers & private label retailers

Need flexible formats, label execution, quality release, production checks and repeatable supply across markets.

Food service and industrial food

Need stable refined and pomace oils, bulk delivery, COA-backed shipments and dependable logistics.

Beauty, skincare and wellness brands

Need plant-derived oils, fatty acids and olive-oil-based formulation narratives with technical credibility.

Oleochemical and industrial buyers

Need renewable inputs, oleins and fatty acids with traceable origin and reliable industrial availability.

Best-fit buying moments: high quality risk, documented release requirements, large or recurring volume, and a need for integrated logistics.

Product families can be matched to application, performance and service model.

This reference view helps commercial teams match each product family with its most natural application and service model.

Family	Performance logic	Application fit	Service model
EVOO / Virgin	Flavor, provenance, natural extraction	Premium retail, finishing, culinary positioning	Private label / brand
Refined Olive	Neutrality, stability, controlled acidity	Food processing, high-heat cooking	Bulk / private label
Pomace	Cost efficiency, frying stability	Food service, industrial kitchens	Bulk distribution
Grapeseed / Avocado	High smoke point, clean-label and cosmetic value	Dressings, wellness, skincare	Ingredient supply
Fatty acids / oleins	Functional chemistry, biodegradability	Cosmetics, industrial inputs	Derivative trading
Soaps / skincare	Olive-derived consumer applications	Personal care, hospitality, household	Brand / wholesale

A professional buying process should align technical, quality and logistics variables early.

A professional buying process becomes smoother when product, quality, format, logistics and commercial variables are aligned early.

Area	Decision checklist
Product	Oil family, grade, sensory profile, acidity and application requirements.
Quality	Certification needs, COA requirements, test methods and release process.
Format	Bulk, flexi tank, container tank, tank truck, glass, tin or PET.
Packaging	Private label artwork, bottle format, caps, cartons and retail-ready expectations.
Logistics	Incoterms, destination, storage requirements, heating needs and delivery cadence.
Commercial	Volume, contract horizon, credit insurance and confidentiality expectations.

Umbria Olii International is structured for global commercial dialogue.

The company maintains direct contact points for global dialogue and for customers in North America and Latin America.

Direct commercial access

The company maintains dedicated contact points for European and international customers, with a North American office for USA, Canada and Latin America dialogue.

Worldwide Contact Office

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