The background of the cover is a detailed engraving in a monochromatic greenish-brown hue. It depicts a central, muscular man with a beard, wearing a simple loincloth, holding a large bunch of grapes in his left hand. He stands in a rural setting with various agricultural elements: a large tree to the left, a plow, a basket of wheat, and a variety of fruits and vegetables (including corn, carrots, and apples) in the foreground. In the background, there are sheep and a dog, suggesting a farm or estate. The overall style is reminiscent of 17th or 18th-century allegorical art.

# IL BORRO

TOSCANA

## SUSTAINABILITY REPORT 2021

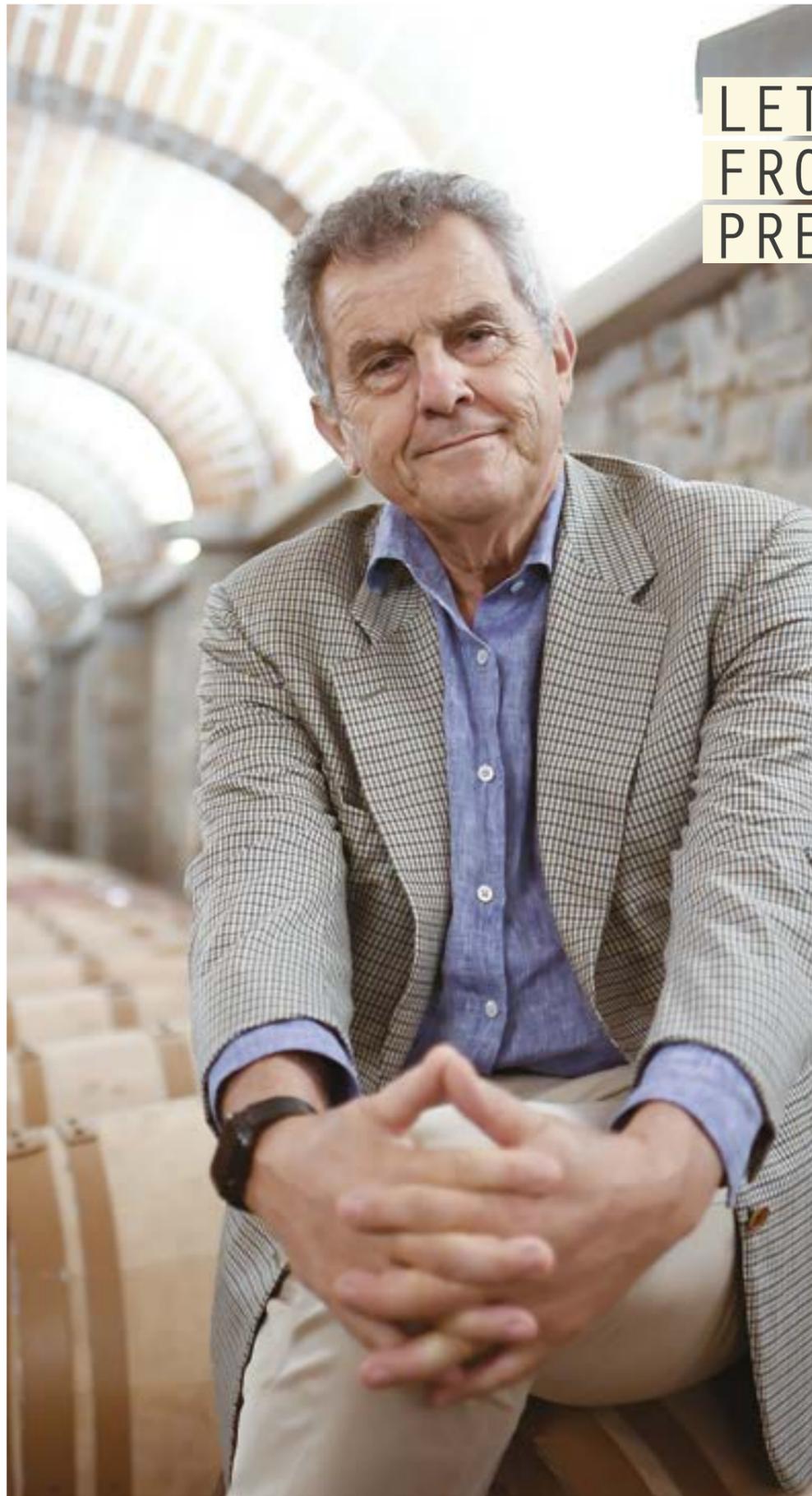


IL BORRO  
TOSCANA

SUSTAINABILITY  
REPORT  
2021

	LETTER FROM THE PRESIDENT	08
1.0	THE ESTATE	11
1.1	HISTORY, EVOLUTION AND PHILOSOPHY OF THE ESTATE	12
1.2	GOVERNANCE AND CORPORATE STRUCTURE	23
1.3	ECONOMIC PERFORMANCE AND DISTRIBUTION OF VALUE	25
1.4	VALUE CHAIN	26
2.0	OUR OFFER	29
2.1	TUSCAN HOSPITALITY	30
2.2	CUSTOMER SATISFACTION AND QUALITY OF THE PRODUCTS	34
2.3	LIVING AND ENJOYING IL BORRO	36
	FOCUS: IL BORRO TUSCAN BISTRO IN THE WORLD	40
3.0	THE FARM	43
3.1	GRAPE GROWING	44
3.2	THE VEGETABLE GARDEN OF IL BORRO	50
	FOCUS: THE ANIMALS OF THE ESTATE	50
4.0	OUR PEOPLE	53
4.1	MANAGEMENT AND DIVERSITY OF THE ESTATE'S EMPLOYEES	54
4.2	HEALTH AND WELLBEING OF OUR EMPLOYEES	56
	FOCUS: MANAGEMENT OF THE COVID-19 EMERGENCY	57
5.0	RESPECT FOR THE ENVIRONMENT	59
5.1	THE IMPACT OF OUR ACTIVITIES	60
	FOCUS: SUSTAINABLE AGRICULTURE AND ANIMAL WELFARE	64
6.0	IL BORRO AND SOCIAL COMMITMENT	67
6.1	RELATIONS WITH THE LOCAL COMMUNITY	68
	PERFORMANCE INDICATORS	70
	ENVIRONMENTAL SUSTAINABILITY	70
	SOCIAL SUSTAINABILITY	73
	METHODOLOGICAL NOTE	76
	INDEX OF GRI CONTENT	77

## CONTENTS



## LETTER FROM THE PRESIDENT

# AS WE CONTINUE OUR JOURNEY

into 2022, we take stocks of 2021, which brought several challenges but also opportunities to test our resilience and look to the future with renewed confidence.

The pandemic that was supposed to subside quickly has changed our lives and it is likely to be with us for a while.

In light of this new scenario and with the threat of climate change in mind, it is crucial that a company such as Il Borro continue to consider sustainability, as well as the health of our planet, the cornerstone of its philosophy.

Organic products, energy self-sufficiency, circular and transversal economy are, and will always be, at the very core of our activities. It is a team effort that starts from small things but aims at global results.

Sustainability is no longer a choice today, it is a duty. Only by raising awareness shall we face and meet the challenges that await us. Respect for nature, love for our land and its "Tuscany" are sacred values to us.

Il Borro brings together different but complementary elements, from agriculture to viticulture, wine-making, art and crafts, as well as hospitality, catering and sport activities: several instruments that, just like in an orchestra, work harmoniously to produce a perfect symphony.

The result is tangible and our guests certainly appreciate it.

In all these activities, the energy produced is the energy consumed, the resources are reused with no waste, local products are ubiquitous, and local traditions are respected. These efforts require a significant commitment by Il Borro, but fortunately, we are very motivated and we always strive to do better and better.

A traditional yet dynamic company, where great emphasis is placed on family values, where those who work with and for us place great emphasis on integrity, loyalty and dedication, every day.

I would call it a successful team, one that has energy and motivation to spare. Essential ingredients for the success of any project.

A huge thanks to goes to our collaborators, as they have shown strength of will and great sense of belonging, even in the most difficult periods.

Who knows what the years to come have in store for us?

With an eye on the days that will come, we like to keep our feet on the ground and yet dream, be always faithful to our values and never lose sight of sustainability objectives.

There will be new challenges, and we will face them. Climate change is one of the biggest and most difficult, but if we all do our best, we will make a difference.

Ferruccio Ferragamo



1.0

## THE ESTATE

Nowadays **Il Borro** is a cutting-edge farm which became fully organic and eco-friendly in 2015: **1,100 hectares** of land nestled in the heart of Valdarno, and surrounded by lush woodland.

The pride of the Estate is undoubtedly the 85 hectares of vineyards and 29 hectares of olive groves, but also the luxury and hospitality guaranteed by the facilities the Ferragamos finely restored and reorganized: respect for the history and architectural heritage of the Estate, which can now be enjoyed by tourists coming from every corner of the world

# HISTORY, EVOLUTION AND PHILOSOPHY OF THE ESTATE

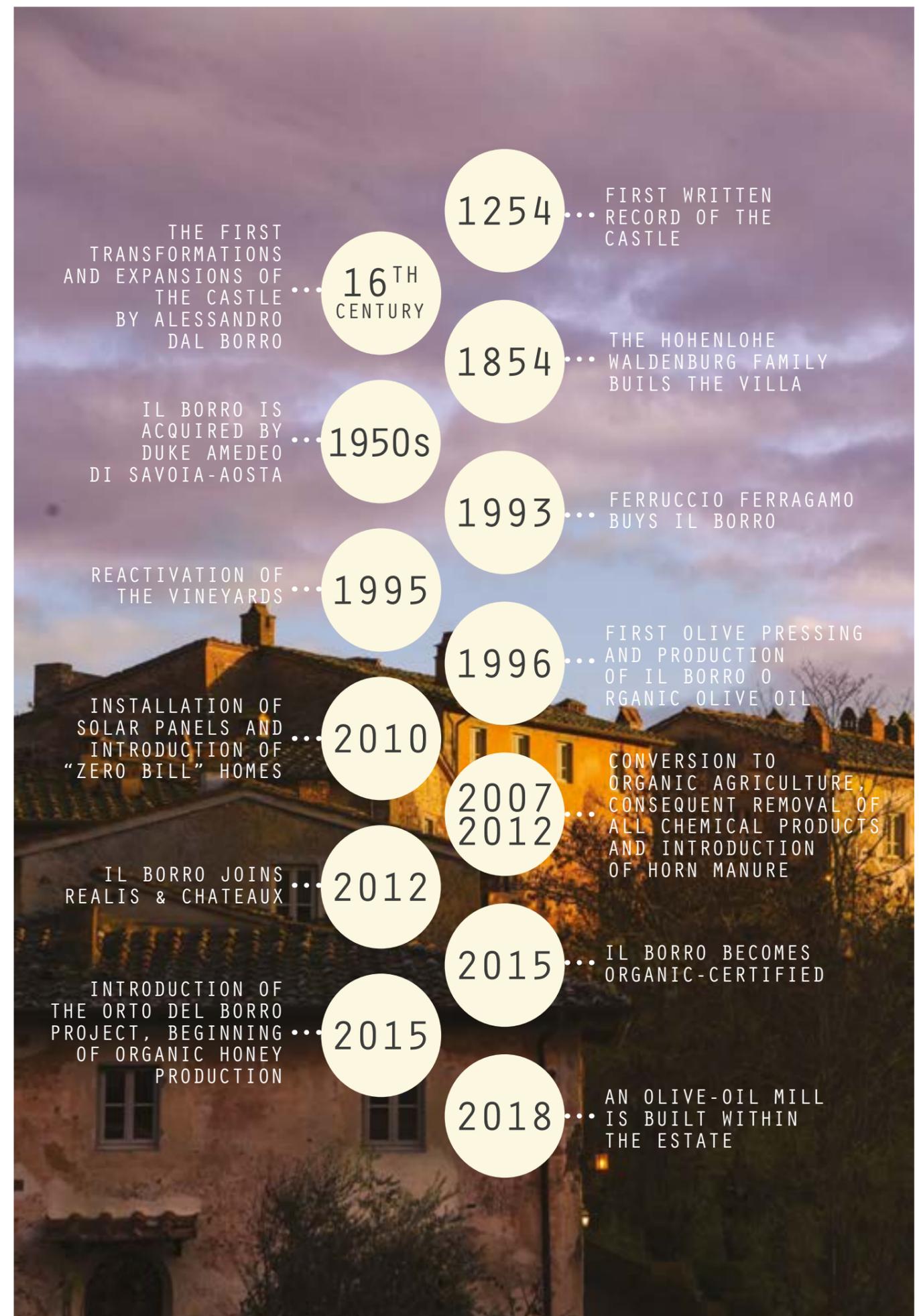
“HISTORICAL, CULTURAL AND ARCHITECTURAL EXPERIENCE”

Along the road that connects San Giustino Valdarno to Laterina, 20 kms from the town of Arezzo, on the slopes of the Pratomagno mountain, in the midst of beautiful farmland, stands Il Borro. The name Il Borro comes from its location, which is on a rocky outcrop, partially surrounded by a deep ditch dug by the flow of the Borro river over thousands of years. In Italian, “borro” indicates either a cliff/ditch or a river that, over time, has dug a deep bed.

This area owes its fame to many things. Firstly to the architecture of the town itself and the geographical features of the surrounding area, and secondly to the prominent families who have shaped its history. Among the most famous are the Savoia (Il Borro was the residence of the Duke of Aosta) and since 1993 the Ferragamo family, famous entrepreneurs of the fashion industry who now own it.

The Ferragamo family rented this Tuscan Estate for many years until they decided to buy it. It was Ferruccio Ferragamo, with the help of his son Salvatore (now in charge of the winemaking and hospitality operations of Il Borro) who immediately began **an important restoration, refurbishment and re-activation process that brought this valuable Estate back to life.** Most of the buildings of Il Borro were transformed into Tuscan-style apartments to accommodate tourists coming from all over the world. All renovation has been done in full **respect of the history and architecture of the area.**

Apart from the desire to **bring new life to the Estate and fully respect and promote local traditions and history,** the aim of the project was to improve the whole structure without affecting the harmonious balance it has with the surrounding countryside and nature: **a perfect continuum between past, present and future.** Covering 1,100 hectares, Il Borro is right at the heart of Valdarno, an area rich in untouched woodland and gentle hills. The Estate stands on 300-500 meter high hills with a type of soil that is ideal for growing grapes and olives, which was officially recognized in 1716 by Cosimo III de Medici and more recently by the creation of the Valdarno Di Sopra DOC designation of origin. Il Borro is in the midst of pristine woodland and it is home to several plant and animal species, all living in their natural habitat.



# THE HISTORY OF IL BORRO

Il Borro seems to date back to Roman times. It is believed that the area of the village was once a fortress necessary to defend the strategic crossroads between the Claudia and Cassia Roman roads (both still visible), as well the “Via dei Sette Ponti,” (connecting the Valdarno Plain with the Florence Plain, through a spectacular hilly route over the Upper Valdarno), and even the network of minor roads in the valleys that run along the basin of the Arno River. In the Middle Ages, this part of the Upper Valdarno area witnessed several clashes between the cities of Arezzo and Florence: the Ghibellines of Arezzo and its allies (often Florentine exiles) were one of the main threats to the safety of the then Guelph Florence. So much so that the Florentines had to not only conquer but also occupy the Arezzo farmland, creating “new lands” in the Upper Valdarno (S. Giovanni, Castelfranco and Terranuova), acquiring control over the important local road system and strengthening the military facilities in the hamlets located on the ancient Etruscan-Roman road networks.

The first written record of the Castle dates back to 1254, when the Marquis Borro Borri, a noble Milanese Guelph who had become mayor of Arezzo, bought the property from the Mascagni family. The dal Borros, who most likely owe their name to the castle, also became the lords of San Giustino and Castiglion Fibocchi, where they built a castle with a tower. The dal Borros were allied with the powerful Ghibelline Ubertini and Pazzi families, the lords of the Campogialli Castle, who were also bitter enemies of Florence. In May 1344, when the castle of the Pazzis was taken by the Florentines, who hanged their enemies at the main gate of the town, the dal Borros lost their castle and were forced to retreat to Castiglion Fibocchi and the city of Arezzo, where they acquired a “strong and well-armed palace” in Borgo Maestro (currently, Via del Corso Vittorio Emanuele II). Those who lived in the castle had no choice but vow submission to Florence. The terms were hard and clear: the castle and its people had to submit to the City of Florence and promise to offer to the new rulers a candle for the feast of St. John.

They were exempt from paying the “gabelle” (tax on food) for eight years, but they were obliged to provide men and knights in case of war.

Furthermore, they had to commit to keeping the road connecting Arezzo and Florence toll-free.

Ten years later and only by common will of the cities of Florence and Arezzo, the castle could be returned under the jurisdiction of Arezzo. If these terms were not respected, a 10,000 gold florin fine would be levied: an exorbitant amount of money for the people of Il Borro.

These were hard times indeed, filled with constant wars that often led to extreme poverty, famine and at times disease such as the terrible plague of 1348, which halved the population of Tuscany and certainly did not spare Il Borro. Ten years after the submission (May 1355) and a few years after the terrible plague, the Borro castle returned under the dominion of Arezzo, along with other castles and villages in the Valdarno area, such as Campogialli, Traiana, Faeto and Laterina.

However, by then Arezzo was a city in decline while Florence was on the rise. The Florentine florin was a hard and prestigious currency, therefore what weapons could not conquer, the Florentines and their florins would buy, which is exactly what happened in 1384, when Arezzo fell to diplomatic games and the power of money. Florence acquired the Ghibelline city of Arezzo, as well as all of its castles and farmland.

It was in February 1384 that the castle of Il Borro was returned to Florentine dominion and so remained for the decades and centuries to come, from the expulsion of the Medici from Florence (1494) to the brief Republican phase, the renewed rule of the Medici and all the way to the end of the Grand Duchy of Tuscany (1859). The castle was finally returned to the dal Borro family when Grand Duke Ferdinand II donated it as a fief - together with the title of Marquis - to the famous General Alessandro dal Borro (4 October 1644). It was this General who started the transformation and expansion of the original castle (16th century), which resulted in the structure we see today.

The dal Borro family owned the Estate until Marco-Alessandro, the last male heir of the dal Borro dynasty. The fief was inherited by his daughter, Penelope, who married Count Scipione Capponi, a descendant of the Marquis Di Loro. When Penelope died (29 January 1766) with no descendants, the Marquisate was returned by right to the Grand Ducal Crown. This was the beginning of a long period of uncertainty for Il Borro, one that would affect even the Church of Saint Blaise, a reflection of the social hardships experienced by the small local community.



Besides the Parish Church, there was the Oratory of St. Mary Magdalene which also managed a small hospital that generated a large income. Back then, the assets of the Church were often usurped and when in the 18th century Il Borro and its lands were bought by the Medici Tornaquinci family, there were many arguments and disputes that eventually lead to the recognition of the Church’s emphyteutic rights, as well as compensation consisting of two barrels of wine, two of olive oil, as well as ten bushels of grain, and money. Everything remained unchanged until 1823, when Count Giuseppe Della Torre Hoffer Valsassina bought the Estate, which at this point boasted plenty of farmland, including vineyards and olive groves managed according to Tuscan custom: sharecropping system, as well as constant monitoring and management by the farmers on behalf of the local lord.



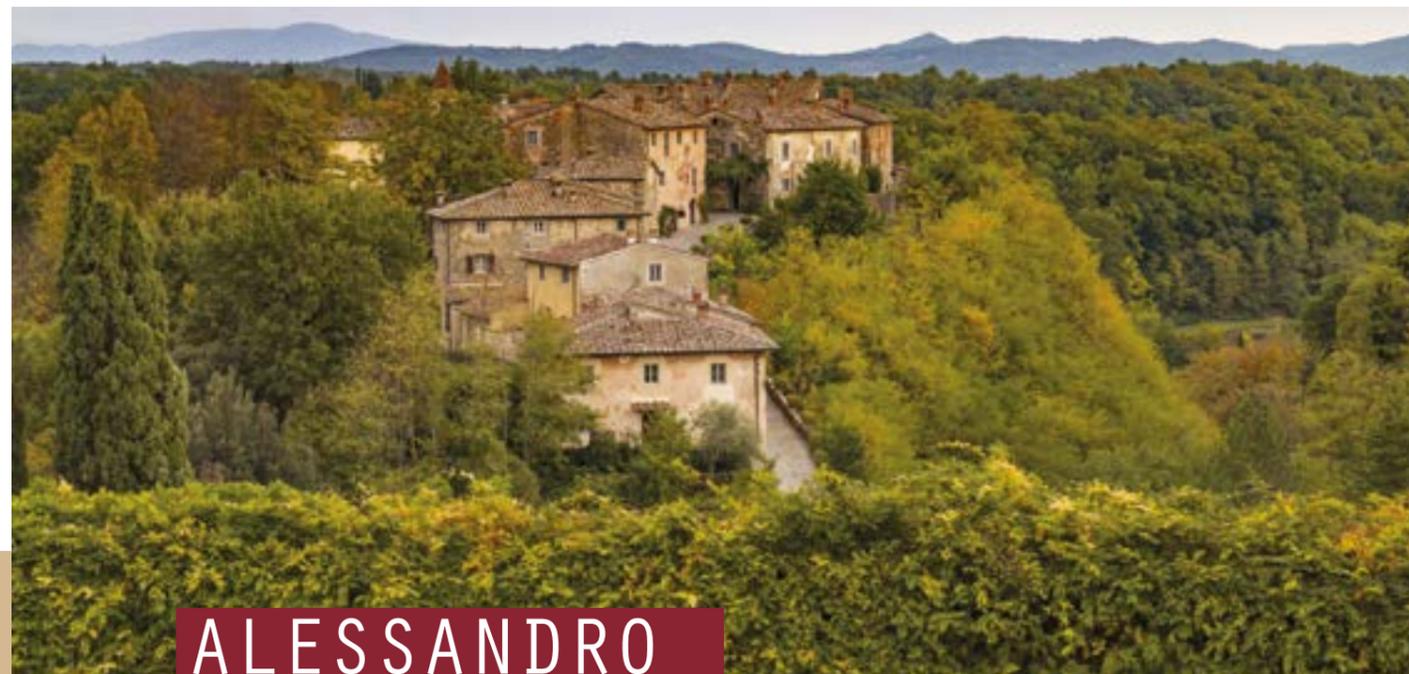
According to the fashion of the time, the Hohenlohe family built a stone and brick manor house close to Il Borro, on the same spot where once had stood the ruins of an ancient abode. Besides the castle, now surrounded by vegetation, the Medici Tornaquinci also built a small chapel so as to leave their mark at Il Borro. One of the most prominent figures of this period was a farmer called Lorenzo Droandi. It was he who reclaimed the wetlands, reorganized the water streams that flowed through the whole farm, restored the old houses, built new ones, expanded the olive groves and vineyards, built new retaining dry walls on the hillside, introduced the growth of mulberry trees and the raising of silkworms. With Lorenzo in charge, the Estate was revolutionized, both socially and in terms of farming techniques and methods. The living conditions of the peasants - generally miserable at the time of his arrival - improved considerably throughout his long administration.

The Estate had expanded to include about 50 farms over a total area of 1,000 hectares when in 1903 it was sold to Prince Emanuele Filiberto, Duke of Aosta.

Il Borro was not divided and Vittorio Emanuele was appointed usufructuary. It was the Count of Turin who had a kindergarten and a sewing school built at Il Borro. Two World Wars with plenty of suffering and changes and the turbulent post-WW1 events of Italian politics did not manage to destroy the microcosm of the farm system, which did not survive the great social and economic changes that ensued World War II.

Similarly to what happened to many other Tuscan farms hit hard by the crisis of the centuries-old sharecropping system, Duke Amedeo - who had inherited Il Borro from the Savoia Aosta family - had no choice but to convert Il Borro into a company.

In the 1990s Il Borro was acquired by Ferruccio Ferragamo and his family, who long before had fallen in love with the history of the Estate and the beauty of the local wilderness. The family undertook major restoration of the village and the villa, fully respecting the traditions and history of both the site and the area.



## ALESSANDRO DAL BORRO

Apart from being one of the greatest leaders of the seventeenth century, Alessandro dal Borro is definitely one of the most influential figures in the history of Il Borro. With the help of the Medicis, Alessandro started to study mathematics and mechanics early in life; the idea was obviously to prepare for a future in the military. At the age of 19, Alessandro enlisted and was sent to Bohemia with the Catholics (supported by the Hapsburg Empire and the Duke of Bavaria) who were fighting the Protestants (supported by the Elector Palatine Frederick V). Alessandro's feats were much appreciated and he was soon appointed lieutenant. Over the years, the actions and accolades involving Alessandro grew in number and prestige. His courage and expertise in fortifications had already become quite famous and his unstoppable career was noticed even by Emperor Ferdinand II himself, who praised his efforts in strengthening the defences and fortifications of Vienna. But it was with the outbreak of the "War of Castro" - fought by the Grand Duke and the Venetians to support the Farneses against the Barberinis, the infamous nephews of Pope Urban VIII - that Alessandro was rewarded (14 October 1644) for his military valour, with the title of Marquis, the Borro castle, the fief of Castiglion Fibocchi and the Church of San Giustino (with the option of transmission to his children only by his own will).

After a period in which the military leader dedicated himself to his beloved home in his Arezzo fiefdom, he went back to war under Philip IV of Spain, but was then hired by the Venetians in the War of Candia against the Turks. Military promotions, salary increases, bombast and theatrics, but also daring exploits and ingenious strategies were typical traits of mercenary leaders and also of Alessandro dal Borro who, despite being a little overweight at this point, was still a very imposing and confident man. His life came to an end while he was returning from a campaign in Turkey.

Intercepted and attacked by three small barbery ships, he suffered serious injuries that caused his death a few days after the landing of his ship in Corfu (2 December 1656). So this was the end of a valiant commander who, in spite of being heavily outnumbered, defeated the Muslim forces while fighting for Venice, a feat that earned him the nickname "turcarum terror": Turkish Terror!



## WHAT IS IL BORRO TODAY

Nowadays Il Borro is a cutting-edge farm that became fully organic and eco-friendly in 2015. The pride of the Estate is undoubtedly the 85 hectares of vineyards and 33 hectares of olive groves, which provide premium-quality wine and olive oil. Last but not least, 272 hectares of land are used for fodder and crops and one for organic vegetables, while the rest of the land is dedicated to forestry.

Il Borro's farm life goes hand in hand with top-level hospitality services. The authentic medieval village, immersed in the stunning Tuscan landscape, became a member of the Relais & Châteaux association in 2012, a testament to its know-how in the hospitality and catering sectors. In addition to the splendid Relais & Châteaux solutions - the suites in the village, the Aie del Borro and the prestigious private villas - there are also three Tuscan farmhouses, which specialize in agritourism and offer the opportunity to be immersed in nature. Last but definitely not least, the enchanting Viesca Estate (near Florence), a great way to enjoy the simplicity of Tuscan life.

Il Borro Relais & Châteaux boasts various catering solutions to meet the needs of its customers: two main dining facilities, which focus on the Tuscan gastronomic culture, and two additional venues, which specialize in international cocktails and light lunches.



### RELAIS & CHATEAUX

Founded in 1954, Relais & Châteaux is an association of 580 charming hotels and highend restaurants run directly by the owners, the Maîtres de Maison and independent Chefs who are all very passionate about their work and wish to establish genuine ties with their guests.

With its facilities around the entire world, from the vineyards of the Napa Valley to La Provence and the beaches of the Indian Ocean, Relais & Châteaux is an invitation to discover the art of fine living that characterizes the culture of each place and to embark on a journey

that leads to unique human experiences.

The Relais & Châteaux members are united by the desire to protect, keep alive and promote the richness and diversity of cuisines and hospitality traditions around the world. In November 2014, Relais & Châteaux presented to UNESCO a Manifesto with which it confirms its will and commitment to preserving the local and environmental heritage.

Since 1995, the unique characteristics of Il Borro and the Valdarno area have fully motivated Ferruccio and Salvatore Ferragamo to dedicate themselves to the revival of Il Borro's grapegrowing and wine-making culture. With the help of an oenologist, the wine-making and grapegrowing tradition introduced at Il Borro by the Medici-Tornaquinci family in the eighteenth century was rediscovered: modernity but also tradition, which is represented by the characteristic tree-lined terraced slopes and dry-stone walls. The vineyards on the sunny hills are used to grow Tuscan and French varieties, such as Sangiovese, Merlot, Syrah, Cabernet Sauvignon and Chardonnay, which can easily adapt to the characteristics of the soil.

The direct management of the Estate requires the continuous presence of the owners who never fail to provide plenty of passion, care and funding. The underlying concept is to innovate while respecting the local farming traditions, territory and the architectural heritage. **The owners and the contractors have worked hard to implement this major reorganization project.**

Salvatore Ferragamo's commitment to this cannot be underestimated, it is he who oversaw the production operations of the farm, focusing on improving grape-growing and developing modern forms of agritourism, which have become a crucial resource for the entire Company and a great way to enhance the surrounding territory.

# THE FERRAGAMO FAMILY

Ferruccio Ferragamo, whose passion for nature and the environment has never been a secret, decided to buy the Estate in the 1990s, effectively tying the history of this place to his family:

## FERRUCCIO FERRAGAMO

is the chairman of Il Borro's board of directors and, together with his children, is the first advocate of all those activities aimed at improving and increasing the sustainability of the Company. Since 1996 he has been Chairman of Ferragamo Finanziaria S.p.A., the holding company that controls the Salvatore Ferragamo S.p.A. Group, a leading company in the luxury sector: a fervent creator, producer and distributor of footwear, leather goods, clothing, silk products and other fashion accessories. He joined the family business in 1963 when he managed the production operations and the proprietary stores, and subsequently moved to the financial and administrative departments. In 1970 he became General Manager and in 1984 Chief Executive Officer of the Group. Finally, he will be Chairman from 2006 to April 2021.

Appointed in 2021 as Cavaliere del Lavoro (Knight of Labour) for having distinguished himself for initiative, courage and entrepreneurial intelligence, nowadays Ferruccio Ferragamo plays a key role in several associations and is also the President of Polimoda of Florence, one of the world's leading fashion academies.

## SALVATORE FERRAGAMO

worked in the international division of KPMG Peat Marwick of Florence and subsequently took charge of the winemaking and hospitality operations of Il Borro. In particular, He worked in the KPMG auditing, finance and consultancy departments, both in Italy and abroad.

In 1990 he began as an apprentice at Salvatore Ferragamo SpA in the marketing and production departments, where he would plan marketing strategies for the company's Italian and French markets. He then decided to further his professional training with an MBA degree at the Stern School of Business of the New York University, specializing in finance and international affairs. In 1993 he followed his father, Ferruccio Ferragamo, in the long and challenging restoration of Il Borro ancient medieval village and in the development of the wine business.

His love for the Tuscan countryside and great wines gradually led him to creating the place that today we all know as Il Borro. In 2012, when Il Borro joined Relais & Châteaux, Salvatore was appointed Brand Ambassador and tasked with representing the excellence and prestige of the organization.

## VITTORIA FERRAGAMO

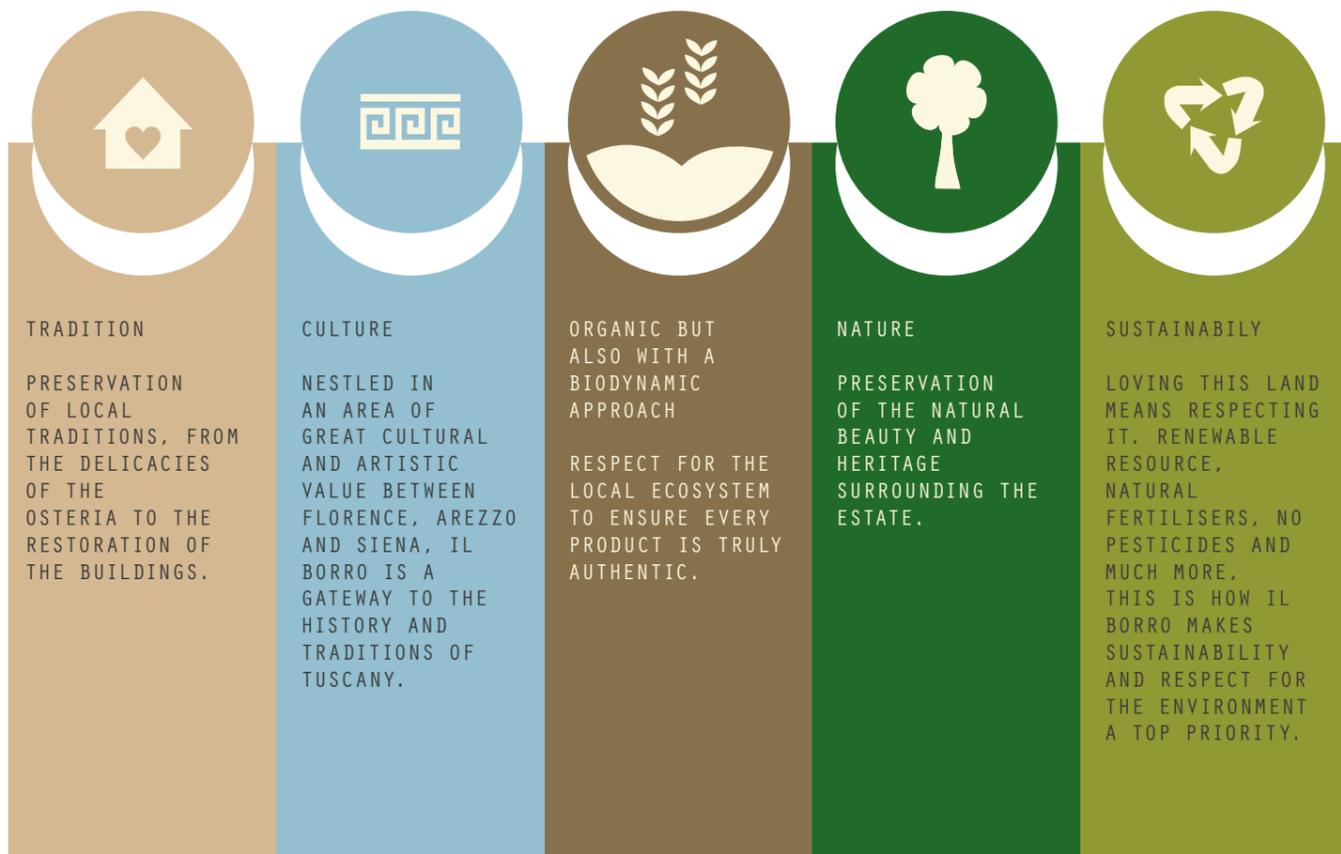
is the penultimate of Ferruccio Ferragamo's six children. Born in New York, she studied in the most prestigious schools in Europe: University of Paris, Richmond College in London and the American University in Rome where she graduated in International Communication. She has been very passionate about horses since she was a child and she still dedicates herself to them. She joined Il Borro in 2013 and nowadays she is responsible for all activities related to horses, the Organic Garden and the Special Projects of the Estate.



# OUR PHILOSOPHY

“AN ACT OF FAITH THAT LASTS”

An act of faith that lasts, this is what Ferruccio Ferragamo likes to say every day as he takes care of Il Borro, preserving its beauty and integrity. A mission to conserve, which he continues to follow over the years, with relentless passion and dedication, knowing that a “treasure” like Il Borro should always be protected and safeguarded.



# GOVERNANCE AND CORPORATE STRUCTURE

Il Borro has adopted a standard system of administration and control: the **Board of Directors** is entrusted with the management of the Company and the **Board of Auditors** with control and supervisory functions.



<sup>1</sup> The members of the Board are 60% men and 40% women; about 10% is under 30 years of age; 50% is between 30 and 50, while 40% is more than 50.

# CORPORATE STRUCTURE OF THE GROUP

The subsidiaries of **Il Borro S.r.l. società agricola** perform the following activities:

## OSTERIA DEL BORRO S.R.L.

offers catering services within the Estate through Il Borro Bar and the Tuscan Bistro, which are both located in the Viesca Estate.

## VITERETA TENUTA AGRARIA S.R.L. SOCIETÀ AGRICOLA

specializes in agricultural activities, which take place on the 45 hectares of vineyards.

## DAL BORRO S.R.L.

is a trading company that distributes, in addition to its own wines, products from Il Borro, Vietti and Gremillet.

## IL BORRO TUSCAN BISTRO S.R.L.

established in September 2021, manages the restaurant in Lungarno Acciaiuoli (Florence) and specializes in restaurant services.

### CORPORATE STRUCTURE OF THE GROUP AS OF 31<sup>ST</sup> DECEMBER 2021



# ECONOMIC PERFORMANCE AND DISTRIBUTION OF VALUE

The accounting data show a considerable recovery of the profitability indicators: the Company has recovered 50% of the turnover lost in 2020, recording a loss of EUR 1,506,858 on 31 December 2021, and EUR 3,092,186 on 31 December 2020. This increase is due to the shorter closures compared to 2020, which was heavily affected by the Covid-19 emergency. Although the profitability indicators are negative, the Company has been able to meet its commitments and continue its planned investments without any capital injection from the owner. All the facilities provided by the Italian government during the pandemic were used, including state-guaranteed bank financing, which made further capital injections from the property unnecessary.

In 2021, the main activities carried out by the Group were hospitality-related, however, also the restaurant side of the business performed well. The revenues generated by the sale of products and services amounted to EUR 10,719,571.

The total production costs were EUR 8,651,119, with the main item being the costs for the provision of the services, which totalled EUR 5,025,352.

The reclassification of the profit and loss account shown in the following table is used to show the determination and allocation of economic value

generated and distributed by the entire Group. The economic value generated represents the total wealth created by the Group and subsequently divided between the various stakeholders.

The value generated by the Group in 2021 corresponds to approximately EUR 12.6 million, which has been distributed almost entirely to stakeholders to meet the commitments made during the year. Approximately EUR 8.7 million were spent on suppliers (for the provision of services and goods), while EUR 3.1 million were used for staff for salaries and social security contributions. The Company paid the Italian Public Administration approximately EUR 49,000 in taxes and social security contributions, while lenders received approximately EUR 615,000. The economic value retained was EUR 171,551.

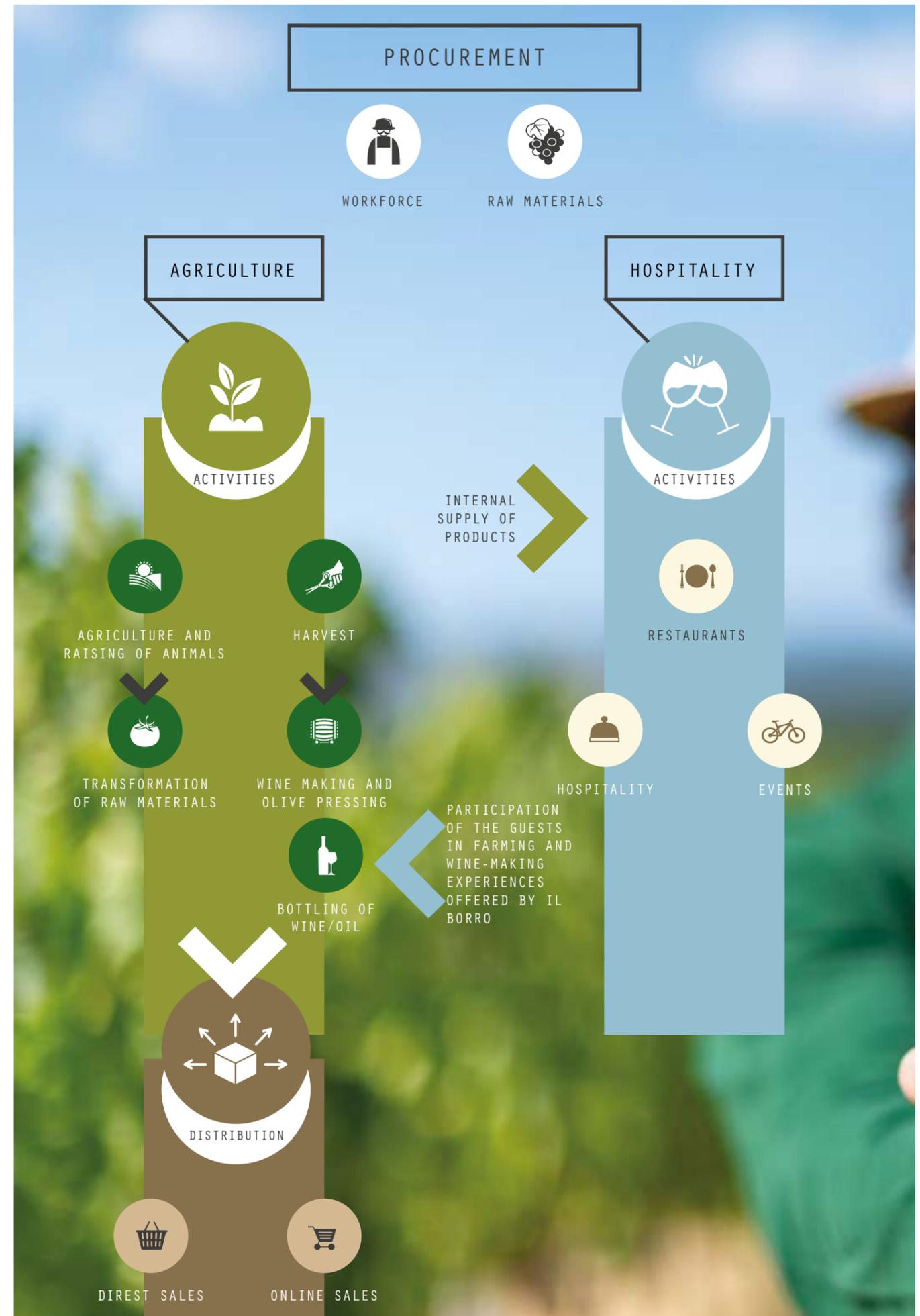
The evolution of 2022 will be most likely affected by the Covid-19 health emergency, as well as by the possible economic repercussions caused by the ongoing conflict between the Russian Federation and Ukraine. The Company's business relations with the two warring countries were never significant in the years prior to the conflict, therefore the Company's activities are unlikely to be significantly affected.

	2020	2021
DIRECTLY GENERATED ECONOMIC VALUE	8.302.852	12.585.687
DISTRIBUTED ECONOMIC VALUE	10.305.278	12.414.135
PAYMENTS TO SUPPLIERS	7.064.589	8.651.119
REMUNERATION OF STAFF	2.640.215	3.098.516
REMUNERATION OF LENDERS	569.670	615.296
REMUNERATION OF THE PA	30.804	49.204
ECONOMIC VALUE RETAINED	-2.002.426	171.551

# VALUE CHAIN

As previously mentioned, Il Borro operates in the agriculture and hospitality industries. Below are the two value chains of the Estate and how they are connected.

Most of the raw materials used in the Estate's restaurants, such as vegetables, eggs, flour, oil and wine, are produced by the Company itself, according to the "farm to table" philosophy. The main costs of the Estate concern labour, machinery and the raw materials necessary for the agriculture activities and the hospitality services. In 2021, 98% of all products came either from local or Tuscan suppliers. Foreign suppliers accounted for only 2% of total purchases.





2.0

## OUR OFFER

The promotion and preservation of the local culture and products is a pillar of our **hospitality services and restaurants**. We call it the “good kilometre” principle: distance doesn’t matter, it’s all about sharing a project and making sure it guarantees animal welfare and top-quality products.

**All agricultural and grape-growing activities** are organic since 2015, which increases the fertility of the soil and the quality of its products.

The satisfaction of our customers is an integral part of our path to excellence.

# TUSCAN HOSPITALITY

Il Borro offers several accommodation solutions for every need, without having to sacrifice either the comfort or the quality of the services provided. Dimora Storica, with its elegance and rich history, Villa Casetta, with a more contemporary style and surrounding Merlot vineyards, and Villa Mulino, immersed in nature and cradled by the sound of the nearby river. In the medieval village, 38 charming suites and rooms welcome the guests in a unique atmosphere: simple but refined luxury and great views of the surrounding Tuscan countryside. The 20 exquisite suites and rooms of the Aie del Borro are ideal for families and groups of friends who love sports and the outdoors. Il Borro also boasts "I Borrigiani", 3 charming farmhouses nestled in the Tuscan countryside and managed with the agritourism formula. Not far from the Estate is Viesca, an oasis of well-being and tranquility where guests can stay in a Tuscan Villa.

## IL BORRO RELAIS & CHÂTEAUX

### THE SUITES OF THE MEDIEVAL VILLAGE AND LE AIE DEL BORRO

The previously-mentioned environmental protection, renovation, as well as architectural and cultural enhancement approach has also been applied to the transformation of Il Borro Estate, which has become an **albergo diffuso**, a new Italian hospitality concept in which an entire village becomes an actual hotel: 38 rooms or suites in the medieval village and 20 in the Aie del Borro, each with its own peculiarities and story to tell. The stone-paved bridge leads to the ancient and perfectly preserved medieval village of Il Borro, which was recently renovated to become the beating heart of a unique hotel. The suites within the village - decorated with elegant simplicity and equipped with every comfort - are in perfect harmony with the authenticity of the entire village. Discreet luxury suites, each with its story to tell and unique characteristics.

It's no coincidence that each one of them (once an apartment) has been named either after the families that lived in them or the artisans who worked in them, such as Marta, Gilberto, Don Pasquale, Rino, Principessa, Guardiacaccia and Artigiano. Staying in the medieval village means enjoying the authentic community life of the village: meeting people in the main square, walking along the characteristic paved-stone alleyways and shopping in the craft shops. In the middle of the medieval village is the Concierge, where guests can get assistance and advice on how to get the best out of their stay.

A long avenue lined with oaks leads to the centre of Le Aie del Borro, which is immersed in the countryside and its mulberry trees, oaks, lavender bushes, wild roses and geometric herb gardens. Aie del Borro are typical buildings of the Tuscan grand-ducal era with specific characteristics, especially the main building. Thanks to the features of the time - the regular and rectangular layout, the loggia with arches on the ground floor, the gallery on the first floor and the dovecote - La Leopoldina is widely considered of great historical and cultural relevance.

Both La Leopoldina and the three adjacent farmhouses - Il Forte, La Posta and La Fonte - have undergone a meticulous architectural recovery. Today they open their doors to the art of hospitality: 20 new suites and rooms ideal for families and groups of friends.

The swimming pool, the paddock, the horses and the Vincafé are there to give guests a pleasant and relaxing atmosphere. Vincafé is the ideal place to enjoy the surrounding nature while enjoying a light lunch, an aperitif or a cocktail by the pool. Thanks to the strategic position of Le Aie del Borro, all the places of interest of Il Borro are never more than a short walk away, however, if you don't feel like walking, an internal shuttle service is always available.



## DIMORA STORICA AND THE TUSCAN VILLAS

**Dimora Storica**, an elegant historical building that dominates the entire medieval village, is the heart of Il Borro. Built in 1854 by the Hohenlohe Waldenburg family, it was sold at the beginning of the 20th century to Duke Amedeo d'Aosta and finally, in 1993, to Ferruccio Ferragamo. An extensive and very meticulous restoration project has brought it back to its ancient splendour, enhancing the original materials and architectural style that are so characteristic of 19th-century villas. Dimora Storica is an exclusive place with 10 rooms with en-suite bathroom, as well as conference room, dining room, study, heated indoor pool, gym, billiard room and sauna. All suites boast unique features and characteristics.

**Villa Casetta** is a perfect place to enjoy a unique Tuscan holiday: a large garden, Merlot vineyards and a special atmosphere where time is marked only by nature and its rhythm. The villa is equipped with solar panels, an absolute must at Il Borro, where eco-sustainability is of utmost importance.

**Villa Mulino**, immersed in the Tuscan woodland and countryside, has been expertly recovered from the remains of an ancient water mill. The ancient water collection basin, which is only a few steps away from the thunderous stream, has been transformed into a large infinity pool, equipped with solarium and relaxation area. Staying at Villa Mulino means having a relaxing and intimate experience, enjoying the surrounding nature while being gently lulled by the noise of the river that flows nearby.



## I BORRIGIANI

To meet the needs of every guest, Il Borro also includes I Borrigiani, 3 enchanting farmhouses that offer a truly authentic Tuscan experience. The history and traditions of the I Borrigiani Estate go hand in hand with those of the surrounding area. The inhabitants of Il Borro and its nearby areas were called "I Borrigiani". I Borrigiani were those who worked the land, ate its produce, and enjoyed many open-air activities that are dictated by seasonality. Staying at the I Borrigiani farmhouses means choosing a different holiday experience: rest, relax and nature, as well as sports and outdoor activities, all in perfect harmony with the passing of the seasons, as well as with the life and traditions of the country.

## VIESCA - LUXURY FARMHOUSES

In the Florentine countryside and only a few kilometres from the gentle hills of Chianti, stands Viesca, an authentic Tuscan estate dating back to the Renaissance period, which Salvatore and Wanda Ferragamo purchased in the 1950s. The arrival of the Ferragamo Family marked the beginning of a crucial restoration and architectural recovery project, which would eventually bring Villa Padronale and the neighbouring farmhouses back to their original beauty, transforming them into ideal places for summer stays and great family moments. Owned by Holding Ferragamo, it is part of Il Borro since 2019.

An oasis of rare beauty and tranquility where guests can enjoy relaxing and pleasurable stays while being immersed in untouched nature. Privacy and peacefulness make Viesca Luxury Farmhouses a unique place where timeless elegance is combined with comfortable suites and villas.

Viesca's offer includes: the 16th century Villa Padronale, 7 refined Villas and, at the heart of the Estate, 17 elegant suites in the village of Pian Rinaldi and in Roseto. A wide range of food, wine and cultural itineraries, as well as yoga and nature trails for the enjoyment of all guests.



TIMELESS  
ELEGANCE

# CUSTOMER SATISFACTION AND QUALITY OF THE PRODUCTS

One of the most important goals of Il Borro is to keep producing and proving high-quality products and services. Over the years, this philosophy has helped the Estate forge relationships with many agencies, such as the aforementioned Relais & Chateaux, which requires Il Borro to comply with specific standards, both in terms of quality and characteristics of the service provided:



Customer satisfaction is a cornerstone of the path to excellence pursued by Il Borro. In order to make quantitative assessments of customer satisfaction, the Company has adopted the Net Promoter Score (NPS), a tool that includes a questionnaire covering different aspects of the stay: reception services, helpfulness and attitude of the staff, food, wellness services and rooms and many more. NPS is a tool that measures how likely a customer is to recommend a product or service. It is based on a score from a minimum of -100 (the respondent is a “detractor”) to +100 (the respondent is a “promoter”), with a score equal to or greater than +50 being deemed as excellent. The customers are asked to give an assessment using a score from 0 to 10, creating a loyalty index and, in turn, allowing the Company to take action and improve. Thanks to a careful analysis of all the reviews received, the management of Il Borro is able to incorporate the expectations and advice of the clients to constantly improve the quality of the service provided, which, in 2021, resulted in an NPS average score higher than 50 points.

As for food products, in 2015, Il Borro became fully organic certified, which means it guarantees compliance with specific European standards concerning the labelling and production of its organic products. The Company is regularly subjected to controls and inspections performed by certification bodies, which ensure total compliance with specific regulations, rules and predetermined parameters. The labels of the organic products must bear the following information: the wording “from organic farming”, the name of the certification, the ministerial authorization number and the alphanumeric code that constitutes the identity card of the product.



Several mentions in leading Italian wine industry guides attest the quality of Il Borro’s products: a recognition of the unconditioned commitment to quality and sustainability the Company made a few years ago.

Il Borro Toscana IGT 2017, the very first wine produced by Il Borro, is still a perfect expression of Il Borro’s corporate identity. Awarded with:



The latest project by Il Borro aims to offer visibility and importance to values that have almost been forgotten by the modern world, namely those of craftsmanship: a showcase featuring the most renowned local handicrafts, made both at Il Borro and in the rest of Tuscany. The masters of Il Borro, such as the carpenter and the blacksmith, create unique and original products using some of the Company’s waste products, such as exhausted barriques that become handmade cutting boards.

# LIVING AND ENJOYING IL BORRO

Il Borro offers a series of unique tours and itineraries to experience the authenticity of the Estate. From wine tours to cooking lessons, artisan workshops, horseback riding, cycling tours, as well as tennis, golf and football, all immersed in the Tuscan countryside: great ways to discover the area, its products, as well as the authentic Tuscan dishes the locals make with them.



ENJOYING  
THE AUTHENTICITY  
OF THE ESTATE

## WINE EXPERIENCE

Wine tastings with the finest labels of our winery, the Wine & Art Gallery, the tours of our vineyard and the visits to the old barrel cellar: a must for wine lovers. Tailor-made tours to discover several labels, in the heart of Tuscany's main wineproducing district.

## HORSE RIDING ACTIVITIES

Il Borro has plenty to offer to experienced horse riders and even first-timers. Our capable guides offer lessons or rides at different levels, from expert to beginner, and even tailor-made activities.

## SPORT & RELAX

The Estate includes several trails, cycling routes, tennis courts, football pitches and golf courses. The offer also includes an entire space dedicated to calisthenics, the art of bodyweight training.

## LA CORTE SPA

La Corte perfectly represents the Estate's approach to wellness: wellness of body and mind through a harmonious and balanced connection between the pristine nature and relaxing atmosphere. The exclusive Spa Suite with jacuzzi, steam room, sauna and relaxation area, as well as the treatments, massages and sensory paths provided are all designed to regenerate body and mind. Guests have access to the fitness area and outdoor swimming pool, with stunning views of the hills and the medieval village.

## COOKING CLASSES

Il Borro has always been a popular destination for lovers of Tuscan culinary excellence, which is offered by Executive Chef Andrea Campani in Osteria del Borro. The cooking classes, which are designed both for adults and children, allow the guests to savour the essence of the Tuscan culinary culture: seasonal recipes, fragrances and flavours inspired by the local customs and traditions, and made with the best local products.

## THE ARTISANS OF IL BORRO

The shops at the heart of the ancient medieval village open their doors to all guests who wish to see the local craftsmen make their products: jewellery, fabrics, clothes, shoes and paintings. Under the guidance of the craftsmen, guests can even help make handmade pieces and learn these ancient skills.

## FOR THE LITTLE ONES

Il Borro offers many fun activities for kids and their parents.

## RESTAURANTS



## OUR “FARM TO TABLE” CONCEPT

Also the gastronomic offer of the Estate - directed by Executive Chef Andrea Campani - is inspired by the philosophy of Il Borro: respect for the local area and culture, as well as top-quality and fresh raw materials.

Il Borro's restaurants offer dining experiences that are firmly rooted in the Tuscan traditions, but also contemporary interpretations of traditional recipes prepared in open kitchens and with fully traceable local products. At the heart of his philosophy (and actual kitchen) Executive Chef Andrea Campani has placed a personalized craft oven in which he creates his dishes, enhancing the recipes and products of this land with his ability and knowledge.

Respect for the local customs and gastronomic traditions are the basis of our cuisine, where seasonality and fresh ingredients play a key role in our menus. All raw materials are strictly Tuscan and carefully selected to make every dish a small masterpiece.

Il Borro puts great emphasis on its gastronomic offer, which is designed to meet all tastes and preferences. **Osteria del Borro**, a gourmet restaurant that brings the products, recipes and principles that guide Il Borro to the dining table. **Il Borro Tuscan Bistro**, an informal and sober place that offers traditional Tuscan dishes made respecting the seasonality of the ingredients.

The restaurants of the Estate offer ethical and environmentally sustainable dishes, in addition, all external raw materials come from suppliers that share the same approach as Il Borro.

There is also plenty of emphasis on food waste, as the menu is designed to allow full use of all parts of the animals and vegetables used, thereby reducing food waste.

The wine list of the Estate's restaurants, which is inspired by Tuscan food and wine culture, is the result of continuous research of regional excellence. In addition to many prestigious and renowned labels, Il Borro's selection also includes several smaller, lesser-known products with true Tuscan character. Among the various products that are worthy of note are the organic labels of Il Borro, which enhance the local native vines such as Sangiovese, as well as many other international vines that best represent our terroir. Our sommeliers are trained to select wines that emphasize the terroir and perfectly match every dish.



# IL BORRO TUSCAN BISTRO

Despite the strong connection with the local area and all its gastronomic culture, Il Borro is an international company capable of adapting and catering for the needs and habits of international guests too. In some cases, it has successfully promoted less known alternatives, which are now widely appreciated, such as the Casentino nesta apple variety, a great alternative to pineapple in

the breakfast menu. In 2021, a more international restaurant was opened: **BorroBar**, an elegant and comfortable meeting place in a splendid setting, La Corte. A great spot where guests can relax and savour top-class cocktails made with local liqueurs, fruit and herbs from the Estate's organic farm, as well as champagne or renowned international spirits, such as gin, rum and whisky.

Last but certainly not least, **VinCafé**, which offers fast food formulas in the Aie del Borro area: cold dishes, light lunches, cocktails and soft drinks. Despite the smaller menu, the emphasis is still on raw materials, which are seasonal and locally sourced.



FOCUS: IL BORRO TUSCAN BISTRO IN THE WORLD

Il Borro Tuscan Bistro was born from the desire of Ferruccio Ferragamo to bring the authentic flavours and slow rhythms of Il Borro - where sustainability and ethics are true driving forces - to Florence. Simplicity and respect for the environment are of paramount importance both in terms of menus and venues. Most of the products used come directly from Il Borro's farm, such as organic vegetables, cereals and flour, honey, different types of cheeses, the main wines and the oil produced at the internal oil mill.

The interior design focuses on the use and enhancement of natural materials sourced in Tuscany, as well as neutral yet warm colours, inspired by medieval painting and the Macchiaioli canvases.

The reproduction of many engravings from Ferruccio Ferragamo's private collection - a characterizing

element of the architectural concept of the restaurants - is also combined with the lights, colours, fabrics and wood used for the boiseries: a testimony of love for history, traditions and their influence on arts. All the components chosen for the Tuscan Bistro are sourced in Tuscany, a way to ensure higher quality and contain transport-related emissions. Even the lighting is designed to limit energy waste, favouring the choice of LED lights, in addition, to increase sustainability, the kitchen equipment allows staff to produce top quality products and lower the effects on the environment and energy consumption.

The first restaurant was opened in 2012 in Florence, on Lungarno Acciaiuoli, with interior design that reinterprets Florence's history, as well as its intellectual and cosmopolitan soul. The successful concept of Il Borro Tuscan Bistro Firenze was replicated in other



locations. The aim was to recreate the charming and welcoming atmosphere of Il Borro and to offer the most authentic flavours and traditions of Tuscany. At Il Borro Estate, in the heart of Valdarno; in the splendid Viesca setting, only a few minutes from Florence; in Dubai's cosmopolitan Turtle Lagoon; in London's the exclusive Mayfair district and soon also on the island of Crete.

TUSCANY  
IN THE WORLD



A large, overflowing basket of fresh farm produce. On the left, a cardboard egg carton holds several brown and white eggs. Next to it are several bright red, ripe tomatoes. In the center, there's a bunch of fresh green fennel with its feathery fronds. To the right, there are several large, dark green heads of lettuce. In the background, a long green zucchini and some yellow squash are visible. The basket is lined with brown paper and sits on a wooden surface.

3.0

## THE FARM

Il Borro covers an area of 1,100 hectares considered of great value both for the beauty of the landscape and the pureness of nature: 85 hectares of vineyards, 33 of olive groves, 272 used for fodder and arable land, 1 hectare dedicated to growing organic vegetables and the rest dedicated to forestry.

It is in this area that the Company produces wine, vegetables and food, while fully respecting the rhythms and needs of nature.

# GRAPE GROWING

Il Borro's wine project started in 1995, with the first studies to determine the characteristics of the soil. The vineyards are located between 300 and 500 meters above sea level on the Valdarno hills, more precisely, at the foot of Mount Pratomagno, an ideal area for growing grapes. After a careful analysis of the soil and the pedoclimatic characteristics, the most suitable varieties, clones and rootstocks were identified.

In the Polissena vineyard, an area at 350 meters above sea level facing South where the soil is schistose, marly, deep and poor, it was decided to plant Sangiovese grapes, with three different clones. After the addition of an irrigation system that helps the plants during the drier summer months, the sandy soil at the edge of the ancient Valdarno lake was chosen for Cabernet Sauvignon, which produces concentrated and intensely coloured grapes that also have a rich fragrance. The clay and calcium-rich Casetta Vineyard is home to Merlot, a variety that makes a very pleasant and soft wine. Finally, the flat, stony and extremely warm Laterina plot was chosen for the Syrah variety, which thrives in these conditions, as the stones accumulate heat during the day and release it during the night. This is a vine variety that gives wine a charming touch of ripe fruit.

The vineyards are grown and managed according to the principles of organic farming. In 2011, with the arrival of oenologist, agronomist and consultant Stefano Chioccioli, the conversion process to organic grape growing began. The transition from conventional to organic grape-growing takes three years, which is necessary for the vineyard to restore its own ecosystem. Respecting the environment also means understanding and promoting respect for the rhythms of nature. In 2015, after a long process that saw the progressive reduction and elimination of chemical fertilisers and pesticides, making the farm also a great promoter of sustainability, the Company was awarded the organic certification.

## ORGANIC GRAPE GROWING MUST FULLY RESPECT SPECIFIC PRINCIPLES, SUCH AS:

**Increased biodiversity through the creation of complex ecosystems.** This process includes the introduction of plant insects and the sowing of different essences, which increase biodiversity and create a complex, resistant and diverse ecosystem.



**Creation of a closed business cycle,** which translates into a commitment to self-producing what the vineyards need. The first step is composting, which replaces all chemical fertilizers.



**Complete removal of synthetic plantprotecting products** from the vineyards, which are replaced by fully authorized products designed for organic farming, such as manure horn.



**Balance and longevity of the plants,** with the latter made possible by the new organic management and the improvement of pruning, which now respects the lymphatic flows of the plant.



The wines that are currently produced at Il Borro have a strong local identity, a key concept and goal both for Il Borro's vineyards and the entire farm.

The period between August and October is dedicated to the grape harvest, a long-awaited moment that comes after 12 months of hard work and preparation. The grapes are harvested manually, which allows to better select the bunches and reduce the stress of the plants. To avoid excessive compression, the bunches are placed in crates, 10 kilograms at a time. After harvesting, the grapes are kept in a cold room for the entire night (5°C) and mechanically destemmed the following day. The grapes are chosen by optical selector according to quality levels and characteristics determined by the oenologist. Finally, the beginning of the actual winemaking process, which may vary

according to the grape variety and the vineyards. Wine making is a long process and one of its most important steps is the refinement, which needs ideal conditions to enhance the scents and flavours of the final product. To give even more structure to the wine, the blending is carried out only once the aging has been finalized and only using carefully selected barrels. Last but definitely not least, the bottling, which is crucial for a perfect refinement.

One of the constants of Il Borro is the meticulous study that is behind all activities, which are always aimed at creating excellent products. The same goes for Petruna Valdarno di Sopra DOC, which is vinified in amphorae, an ancient technique that originates in the Middle East. Il Borro began to practice amphora vinification in 2015, a choice that stems from the Company's approach to local tradition, sustainability and craftsmanship.

## IL BORRO'S WINES AND WINERY

The cellar is a 3,000 sqm. complex surrounded by vegetation, consisting of a ground-dug medieval structure, which winds under Villa Il Borro, and another more modern cellar built from scratch in 2000. In 2004, the owners had a new tunnel built to be used as a barrel room - more than 600 French oak barrels for the aging of the wine - and as a passage connecting the two cellars, creating an inspiring and charming space where everything is designed to favour the cycles of nature and transform its gifts into wine. During the years ravaged by Covid-19, the Company has made considerable improvements to the cellar, creating new spaces and enhancing processes that are normally hidden from the eyes of customers: a new tunnel, which holds the terracotta amphorae used for the production of Petruna wine (100% Sangiovese), and the pupitres for the classic method.

The rooms above the cellar are home to "Wine&Art", a private collection of Ferruccio Ferragamo that includes various historical engravings dedicated to wine. (For more information, see chapter 5.2 Wine and Art Exhibition).

Il Borro winery is part of the **Wine Architecture** circuit, a project that brings together 14 Tuscan wine cellars that share the same philosophy: promoting green architecture and integrating innovative energy solutions to reduce the impact on the environment.

# MAIN 100% ORGANIC WINES

## IL BORRO IGT TOSCANA 2017 - ORGANIC



“Perfection as an expression of a precise will to be. This is Il Borro, a wine that represents the Estate, a bearer of the fruits of our terroir. A great selection of grapes gives life to a lively and refined blend, one that gives great satisfaction over time. Il Borro is our first born, a reliable fine wine that will never fail to satisfy.”

The vineyards, which have 4,500 plants per hectare, are all about 300 meters above sea level and yield 3,000 litres per hectare. The grapes are first harvested and sorted manually, and then destemmed, crushed and transferred to wine-making tanks by natural fall. Each variety (50% Merlot, 35% Cabernet Sauvignon and 15% Syrah) is vinified separately. In order to increase its concentration, on the first day of fermentation the wine undergoes a slight 10-20% “bleeding” process, which is necessary to obtain half a litre of wine from each kilogram of grapes.

The maceration with the skins takes 22 days and is carried out in steel vats at a controlled temperature at 28°C. The alcoholic fermentation lasts on average 10 days. After separation from the skins, the wine is placed in new Alliers oak barrels and during the first racking, which takes place after the malolactic fermentation (approximately in November), the four wines are finally blended. The aging process in barriques takes 18 months, after which the wine is filtered and bottled. Before being distributed on the market, Il Borro, which is now bottled, undergoes the final 8-month refinement phase in the cellar.



## BOLLE DI BORRO 2015 - ORGANIC



“This wine is a new challenge towards excellence for Il Borro, a further demonstration of the ability to combine experience and continuous research in wine making. The goal is to create unique products with plenty of character.”

Made with grapes coming from a selected Sangiovese vineyard that enjoys cooler temperatures, considerable thermal excursions and late ripening that gives it gentle and fresh aromas, as well as the right acidity and a low sugar content. The harvest to obtain the grapes used to make the base of sparkling wine is carried out when the grapes are not fully ripe yet, which gives the final product a low alcoholic content and fair acidity. The must is gently pressed and subjected to white vinification. During the tirage phase, which is carried out between late February and early March, yeast and sugar are added, triggering a second fermentation phase. The maturation process lasts 60 months and it is carried on the lees. Next is the remuage, which allows the yeasts in the bottle to reach the “bidule”. The latter is disgorged together with the yeasts. This is when the bottle is filled again with the “liqueur d’expédition” (or mixture), and then capped again with a cork.



## ALESSANDRO DAL BORRO IGT 2016 - ORGANIC



“Alessandro dal Borro tells our story: our land and the men and women who are part of it. This product is the result of Ferruccio Ferragamo’s great passion for Il Borro and for one of the most representative varieties of his “Syrah” terroir. A product with organoleptic characteristics that are reminiscent of the nobility, greatness and historical identity of Il Borro Estate.”

Close monitoring of the vines, great care in the selection of the varieties, as well as the constant support of Oenologist Stefano Chioccioli and Ferruccio Ferragamo gave birth to Alessandro dal Borro IGT Toscana Syrah. The grapes, which are harvested manually and placed in small crates 10 kilograms at a time, are first left to cool at temperatures as low as 8°C for one night. The processing begins with an initial sorting where all the stems are removed, leaving only the grapes - peel, pips and juice - for the fermentation, which takes place in tapered French oak vats and lasts 40 days. All these operations are carried out manually.

After fermentation, Alessandro dal Borro is transferred into barrels made of the best French fine-grained oak wood, which are also used for the malolactic fermentation. Finally, a 6-month aging process (with yeast) and the 18-month *élevage* phase.

A very exclusive 100% Syrah wine and a great expression of our land and culture - limited editions only, numbered, sold in special bottles.



## POLISSENA VALDARNO DI SOPRA DOC 2018 - ORGANIC



“Polissena is an act of love towards Tuscany and one of its most characteristic grape varieties: Sangiovese. An intense wine, with plenty of character, but also surprisingly balanced. This is the rebellious child that gives unexpected, yet authentic, emotions. It will never go unnoticed and it is also engaging, but also very discreet, never intrusive and always pleasurable.”

The vineyard where its grapes are grown has 4,500 plants per hectare and it is situated about 350 meters above sea level, on a mostly schistose and draining soil. At the end of August the plants are thinned, leaving only about 1 kilogram of grapes on each one of them. The yield per hectare is 4,500 kilograms, which gives about 3,000 litres of wine. After being harvested and sorted by hand, the grapes are destemmed, crushed and racked into steel vinification vats by natural fall. The wine macerates with the skins for approximately 25 days at a controlled temperature of 28°C, with the alcoholic fermentation lasting about 10 days. The wine is then racked in oak barriques, where it remains for 12 months, and then returned to the steel vats for about a month. Finally, it is semi-filtered, bottled and refined for another six months.



# MAIN 100% ORGANIC WINES

## PETRUNA ANFORA VALDARNO DI SOPRA DOC 2019 - ORGANIC



“Petruna in amphora is a tribute to the winemaking tradition and purity of Sangiovese. This varietal gives a very transparent and complex wine, with a dominant cherry scent as well as floral and citrus notes. It comes across as fragrant, crispy and full-bodied.”

Petruna Amphora is made with Sangiovese grapes, using only amphorae. The grapes used for this wine are grown at Casa al Coltro, a vineyard located about 350 meters above sea level, with mostly schistose and very draining soil, and density of 4,500 plants per hectare. To promote better ripening, the vines are thinned out in late August, leaving about 1 kilogram of grapes on each plant. The harvesting is done by hand and the grapes, after being cooled for one night in a fridge, are destemmed and selected by an optical viewer that discards the unfit single grapes. The must is then placed in amphorae where it goes through the necessary stages to become wine, including manual fulling (5-6 times a day), until the sugar has fully turned into alcohol. During this phase, the interaction between clay, wine and skins creates a unique product.



94/100  
SCORE



## IL PIAN DI NOVA IGT 2018



“The taste of conviviality, like a good friend with whom to share great moments. This is exactly the character of Pian di Nova, a very soft and honest wine that always keeps the promises made. It makes you smile from the heart, showing its true essence right from the first sip.”

Made with 25% Sangiovese and 75% Syrah grapes, a great combination of traditional and international grape varieties. The vineyards for this wine are all 200 metres above sea level and have 4,700 plants per hectare. The soil is mainly clayey, with some stones and a little sand, which allows good drainage, avoiding undesirable water stagnation. When each variety is ripe, the grapes are first harvested manually (placed in crates with no more than 10 kilograms of product at a time), then placed in a cold room at 5°C for the night, and finally destemmed.

The must undergoes a 2-day cold maceration process (about 10°C) in thermo-controlled steel vats, followed by a 10-day fermentation process at temperatures between 25° and 28°C.

Wine and skins macerate together for at least 20 days. Once the skins have been removed, the wine is kept in steel vats for 6 months and then transferred again in French oak barrels of second and third passage where it ages for 12 months. At the end of the élevage in wood, it is transferred again into steel vats where the two varieties are mixed.

After a short decanting and semi-filtration process, the wine is ready to be bottled. The very last phase of the entire process is a 6-month in-bottle refinement, which allows the wine to express all its true potential.



92/100  
SCORE



# THE VEGETABLE GARDEN OF IL BORRO

The Vegetable Garden of Il Borro, which was created in 2015, is the fruit of the Ferragamos passion and respect for the environment and local traditions. The aim of this project is to produce fully organic and environmentally sustainable vegetables. The 1- hectare organic vegetable garden produces plenty of fresh, seasonal and tasty vegetables that are ideal for Osteria del Borro and Tuscan Bistro in Florence, places where buying local is a must. In addition to the production of seasonal vegetables, Il Borro has recently started to produce ancient grains and spelt flour (low gluten content) and buckwheat (gluten-free), to make homemade pasta, unrefined flour, blown grains and hardtacks. The idea behind the organic flour of Orto del Borro is to promote local varieties, in particular our cereals stone-ground at low speed. The flour made with the organic cereals grown in Il Borro's fields is used to make light and easily digestible pasta, a product that benefits greatly from its very short supply chain, which fully complies with the organic specification and standards. All the processing phases, from the sowing to the growing and final harvesting, are supervised by experts. The cultivation and harvesting of these products are inspired by the principles of organic farming. No chemical pesticides or fertilizers are used, preferring a more agronomic approach, specific techniques (such as crop rotation) and minimal environmental impact, as well as the use of horn manure 500, and compost or green manure made from different types of grass and legumes (For more information, see the chapter called Focus: Sustainable agriculture and animal welfare).

**Cassetta Bio** is an initiative that aims to share the Company's products with more people: a wooden crate containing a mix of preselected in-season organic vegetables and organic eggs and, upon request, other Il Borro products, such as olive oil, honey, tomato puree and pasta. The crate is delivered once a week directly to the customer's home, moreover, subscribing is easy and orders can be made on Il Orto del Borro's website. This project aims to become a sort of best practice of short supply chains, selling certified organic products directly to consumers, ensuring higher quality and reduction of the environmental impact normally caused by a longer food chain. In 2021, a total of 1,016 organic crates were sold, for a total of 4,064 kilograms of organic vegetables, all delivered directly to the customers.

## FOCUS: THE ANIMALS OF THE ESTATE

Loving nature also means respecting the animals that live on the Estate: sheep, horses, chickens and Chianina cows.

The latter are bred with methods that closely resemble natural conditions, as if they were free, without any confinement; they can roam in large spaces that are rotated regularly to ensure constant grazing, in addition, they have access to a barn, which they use at their own discretion.

Chianina cows mostly eat organic fodder produced at Il Borro, as well as strictly organic feed. In line with the Company's philosophy, the animals remain at the Estate all their life.

The laying hens live in a large open space divided into 6 zones. They are rotated regularly and move from the gardens to the sheds, so as to allow natural regrowth of vegetation and sanitation of the areas. The aim is to recreate as closely as possible the natural living conditions of animals. Organic eggs are collected carefully in order to reduce the presence of humans.

The horses bred on the farm are meticulously prepared to excel in show jumping competitions. In 2021 the stables were renovated and now include also a clinic where the entire mating process is followed, from artificial insemination to childbirth. The clinic is also equipped with the latest technology, such as



cutting-edge birth sensors that constantly monitor the physiological condition of the mares. The newborns are raised, trained for show jumping and finally sold to new owners who will nurture their talent. Horses also play a key role in the services and experiences offered to the guests of the Estate.

On some of the horseback tours, guests can enjoy stunning views of the Tuscan hills at sunset or a vineyard lunch break under the sun. The little ones may also take horse riding lessons, both in the arena and in the countryside.

In October 2021, Il Borro witnessed the first transhumance, with the arrival of over 40 sheep. The flock included Sardinian sheep, active grazers who produce a modest amount of milk, and Lacaune sheep, a more sedentary breed that produces more milk. The event was personally followed by the Ferragamos and some employees, who crossed the villages and towns adjacent to Il Borro on foot to welcome the sheep. The new sheepfold has been a great opportunity to recover and enhance areas of the farm of architectural value. To preserve the authenticity of the products and promote tradition, the milk is processed raw, without any pasteurization, which makes each production unique, also in terms of flavour. Currently, only ricotta and pecorino (two musts of Tuscan tradition) are produced, however from 2022,

other cheese varieties will be made, such as raviggiolo. The raising of the animals is fully organic and it will also be certified in the future.



# 4.0 OUR PEOPLE



**Il Borro** has always tried to encourage the employees to be part of Il Borro's corporate life, as well as to share common values, such as respect and honesty.

The Estate encourages employee loyalty of both permanent and seasonal workers.

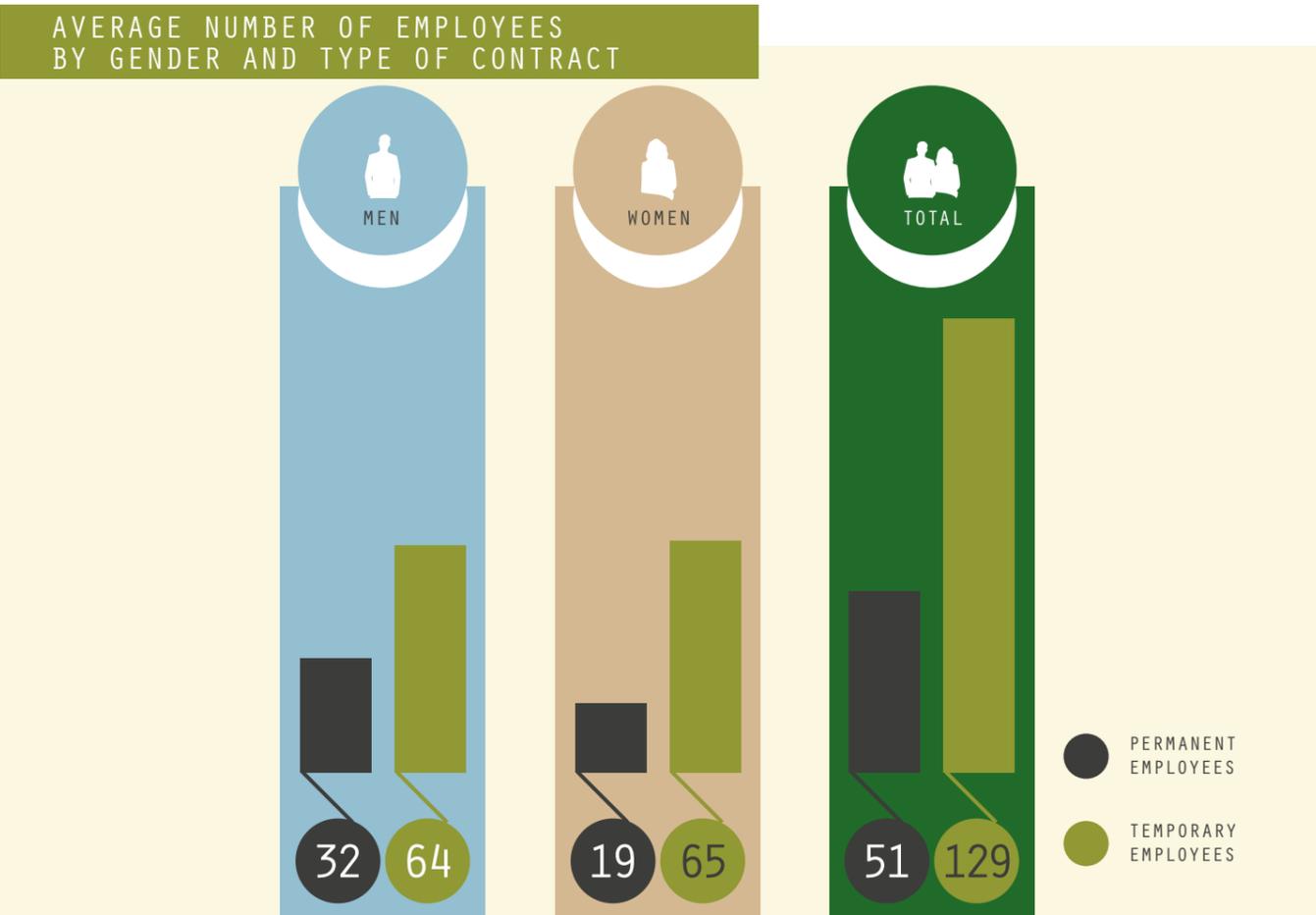
Over the last few years, the Group has become more sensitive to **equal opportunities** by gradually increasing the number of women within its workforce.

# MANAGEMENT AND DIVERSITY OF THE ESTATE'S EMPLOYEES

Il Borro recognizes the development of human capital as a key element to ensure top quality services and products, therefore it makes constant investments in the professional and personal growth of people. The owners have always tried to encourage the employees to be part of Il Borro's corporate life, as well as to share common values, such as respect and honesty, with the entire Il Borro community.

In 2021, on average the Group employed 180 employees and collaborated with 7 freelancers.<sup>2</sup> The workforce is up 12% compared to 2020, with an increase both in seasonal and non-seasonal employees. The fluctuations in the workforce are mostly due to the tourist high season and busy harvesting times (grapes and vegetables). This results in the hiring of more staff at busy times, which increases the number of employees on temporary contracts. In 2021, seasonal workers made up about 77% of the total workforce, a lower figure compared to 2020. Despite the inherent seasonality of its operations, the Estate prefers to hire the same seasonal staff every year, making the collaborations more continuous. This is reflected in their loyalty: 91% of the 2019 seasonal employees were hired again in 2021. As with regard to non-seasonal employees, in 2021 four people left the Company; they were promptly replaced by three new hires. Although the Covid-19 pandemic has made people much more flexible in terms of job positions, Il Borro's philosophy remains unchanged: hiring people and favouring their growth within the organisation as well as durable employment. Unless otherwise specified, the data concerning human resources are calculated with an average figure for the reference year (no headcount method).

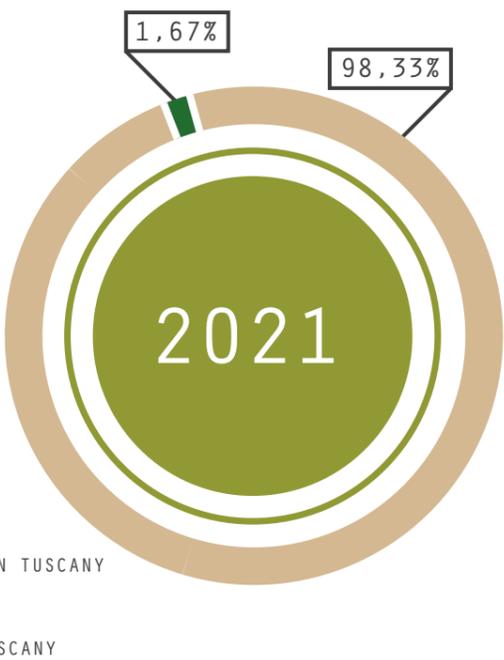
<sup>2</sup>Unless otherwise specified, the data concerning human resources are calculated with an average figure for the reference year (no headcount method).



## ENSURING EQUAL OPPORTUNITIES



### EMPLOYEES LIVING IN TUSCANY



Over the last few years, the Group has increased the number of employees, ensuring equal opportunities, which has led to a gradual increase in women: 47% in the last financial year.

Furthermore, a company such as Il Borro has significant positive effects on an area that offers very little in terms of job opportunities.

For logistical reasons, the Estate prefers hiring locals: 98.3% live in Tuscany (+0.9% compared to last year).

All Il Borro employees are covered by national or local labour contracts, while there is no collective bargaining at company level. The various activities performed at the Estate's many sites translate into a number of implemented collective bargaining agreements to which Il Borro refers when making organizational changes, as well as for the compensation of its employees:

- Italian Collective Bargaining Agreement for agricultural workers and floriculturists
- Italian Collective Bargaining Agreement for retail/catering businesses
- Italian Collective Bargaining Agreement for Commerce

Regardless of the type of contract, all employees enjoy the same benefits. Within the same category, all employees (except agricultural and seasonal workers) can use company vehicles, their own PC and a company mobile phone.

# HEALTH AND WELLBEING OF OUR EMPLOYEES

Il Borro considers the health and safety of the workplace of primary importance, especially for those people who work in the agriculture or hospitality industries. Il Borro is committed to ensuring the health and safety of its employees, furthermore, it assesses the risks resulting from the different activities carried out, and evaluates the related mitigation measures, in accordance with the Italian Legislative Decree. No. 81/2008 - more detailed information is available in the dedicated documents (DVR).

The risks connected to each activity have been assessed on the basis of preliminarily defined criteria, which comply with the provisions of Italian Legislative Decree 81/2008. Said criteria, which are an integral part of the DVR, contemplate, among others, issues such as work activities and phases, as well as the presence of any potential hazard in the workplace; the objective is to continue improving and upgrading health and safety at work. The assessment of the risks was carried out by the Employer, in collaboration with the Head of the Prevention and Protection Service, an appointed doctor and, preemptively, also the Workers' Safety Representative. Every month, all appointed figures meet to assess all health and safety practices and monitor the progress of all actions aimed at improving the health and safety of workers. The Section relating to Title X of Legislative Decree 81/08 "Biological Agents" (plus targeted Legionnaires' risk assessment) of the Risk Assessment Document has been fully implemented.

Il Borro has put in place several measures to safeguard the psycho-physical health of its employees, furthermore, it has taken all precautions, including investigations, to ensure there is no danger to the life and integrity of its employees. For this reason, different "Security Procedures" have been adopted: health, safety and rescue measures that must be fully respected during all activities carried out within the Estate. Following the inclusion of the legionellosis risk assessment, a procedure for ordinary and extraordinary maintenance has been drawn up.

A selfmonitoring register for ordinary and extraordinary maintenance of both water and air conditioning systems was also introduced.

Finally, to promote the application of both the provisions contained in the DVR and the skills necessary to reduce the risks in various activities, specific training is provided (chosen on the basis of the individual tasks and responsibilities).

Thanks to said activities and measures, in 2021 there were no injuries.



## FOCUS: MANAGEMENT OF THE COVID-19 EMERGENCY

In response to the Covid-19 pandemic, the Company has adopted several measures to prevent infection, which must be followed by all employees, collaborators and customers.

Given the large spaces of the Estate, there were no issues concerning minimum safety distance, which could be easily guaranteed in all situations and areas. Among such measures were: the reduction of the capacity of all catering areas, the replacement of the breakfast buffet with an ordering system and the booking of specific activities or areas. All staff were equipped with specific personal protective equipment (PPE), and trained on its correct use. In order to effectively inform all customers, multilingual warnings and

information signs (including contact numbers in case of suspect cases) were displayed throughout the communal areas of the hospitality facilities. Il Borro staff assisted a few customers (especially non-Italian ones) in Covid-19 testing (swabs and other types of tests or procedures) to ensure compliance with all international travel measures.

In addition, with the introduction of ozone sanitation of the premises (a very effective sanitation technique), no chemicals were used.



5.0

## RESPECT FOR THE ENVIRONMENT

The respect for the environment is a pillar of Il Borro's philosophy. Among other activities implemented over the years are: the use of renewable energy sources, the construction of energy efficient facilities, the installation of systems that reuse water, the adoption of farming practices that respect the natural cycles and rhythms.

All these activities fully respect the organic farming standards, in addition, Il Borro has also adopted some biodynamic practices.

# THE IMPACT OF OUR ACTIVITIES

Aware that the long-term success of the Company depends also on proper management of its environmental impact, Il Borro has made respect for the local area and the environment a top priority of its corporate philosophy. Among others, the activities implemented over the years are: the use of renewable energy sources, the construction of energy efficient structures that reuse water, and the adoption of agricultural practices that respect the natural cycles and rhythms of the area.

## ENERGY CONSUMPTION

In 2021 the total energy consumption of Il Borro amounted to **26,485 GJ**. Most of said consumption was due to electricity and methane gas, which was used for the heating systems of indoor spaces. In total, the company machines consumed 2,347 GJ (9% of consumption). Electricity is mostly needed for farming activities and winemaking production processes, such as grape crushing, fermentation, temperature conditioning of the premises and use of machinery. Another activity that requires electricity is the provision of hospitality services, thus the lighting of the villa and the rooms, and also the air-conditioning system. In 2021, the electricity used amounted to 5,142 GJ (19% of total consumption).

Almost all the electricity used is self-produced by systems that rely on renewable sources. A field of solar panels (located in an unused area of the Estate that has no impact on the landscape) provides the electricity for the La Corte area, which includes the Spa, Il Borro Tuscan Bistro, BorroBar, Osteria del Borro, Dimora Il Borro, the wine cellar and the company offices. Thanks to solar panels, Il Borro can significantly reduce the CO<sub>2</sub> emissions generated by the supply of electricity to the buildings.

## SOLAR PANELS



## OUR “ZERO BILL” HOMES

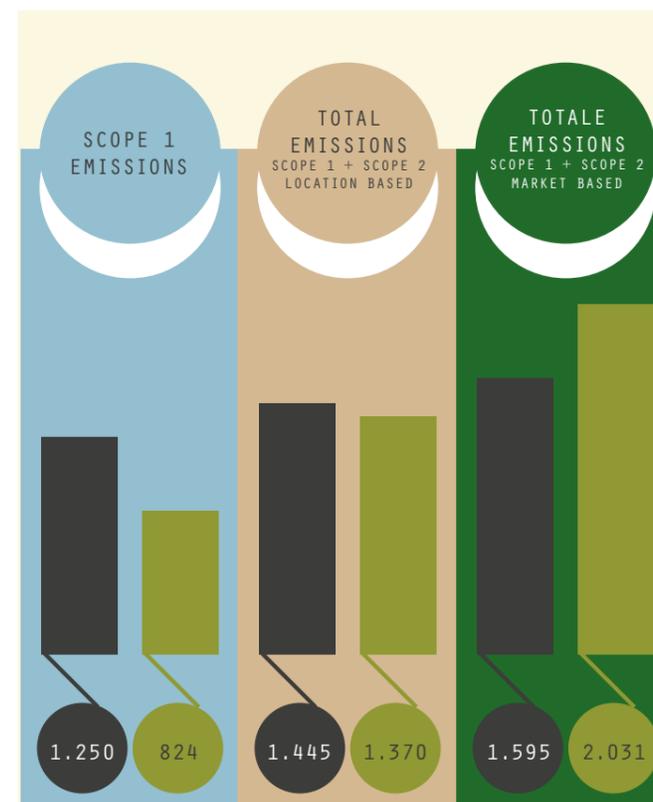
“Zero bill residencies” - such as Casa al Coltro, Casa al Molli and Poggi Pietri - also contribute to increasing energy efficiency and, in turn, take care of the environment and the local area. These are highly efficient facilities supplied with renewable energy (such as geothermal plants) and equipped with:

- Solar panels
- Air-to-water heat pumps, which heat and cool the indoor spaces and produce hot water
- Thermal cladding, which provides both thermal and acoustic insulation

In 2021, the Company’s solar panels produced a total of 8,812 GJ of energy. If the rate of production matches the energy consumption, the energy produced by the system can fully meet Il Borro’s total annual electric demand. Thanks to the use of renewable sources, Il Borro saves the environment 1,123 tonnes of CO<sub>2</sub> (calculated with the market-based method), which would otherwise be emitted if non-renewable energy sources were used.

The total direct emissions generated by Il Borro in 2021 - resulting from the consumption of natural gas, diesel and LPG (Scope 1) - amount to 1,250 tonnes of CO<sub>2</sub>, a 52% increase compared to 2020, which is due to the increase in hospitality operations. Methane emissions have the biggest impact (81%), followed by LPG, used for heating of indoor space (5%), for a total of 86% of the Estate’s total direct emissions.

The CO<sub>2</sub> emissions resulting from the consumption of electricity purchased (scope 2) amount to 345 tonnes (market-based calculation method) or 195 tonnes (location-based method).<sup>3</sup> Finally, the Estate’s 420 hectares of forest absorb each year about 13,860 tonnes of CO<sub>2</sub> from the atmosphere.<sup>4</sup>



### EMISSION TREND IN THE 2021/2020 PERIOD

- 2021
- 2020

<sup>3</sup> For more information on the factors and calculation methods used to calculate the emissions, please refer to the chapter on Performance Indicators.

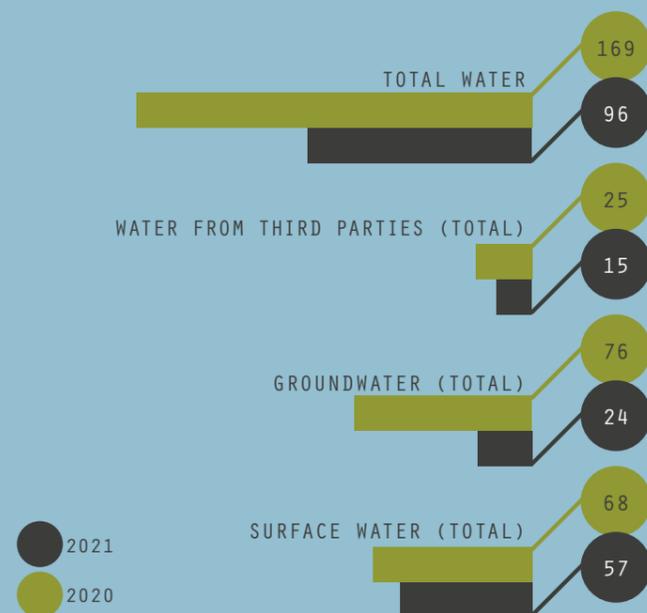
<sup>4</sup> Calculated by estimating an average absorption of 30 kg of CO<sub>2</sub> per tree (Source: Ecotree) with a density of 1,100 trees per hectare of woodland. <https://ecotree.green/en/>

As for water consumption, given the core business of the Estate (farming and hospitality), the consumption is considerable and may vary from year to year, depending on the climate and the tourist flow. The water requirements of the Estate are satisfied in different ways but always with one priority: to reduce the effects on the environment.

One of these ways is the use of artificial lakes that collect rainwater naturally and are equipped with a recovery system: a great way to reduce the use of rivers or the public water supply. Finally, the drip irrigation system, which allows to maximize water use. Some buildings on the Estate are equipped with sophisticated rainwater recovery systems that include large storage tanks to be used during the drier months. The roof of Tabaccaia, a characteristic building used for keeping farming equipment, is the first part of a water recovery system used for all treatments of the vineyards.

In 2021, 96 megalitres of water were drawn: only surface or well fresh water (water with total concentration of dissolved solids lower than or equal to 1000 mg/l).

In order to assess the impact caused by the drawing and discharge of water in areas subject to water stress, Il Borro has adopted the Aqueduct Tool, which was developed by the World Resources Institute to identify areas potentially at risk. Based on this analysis, the water drawing and discharge of the Estate concerned areas subject to water stress.<sup>5</sup>

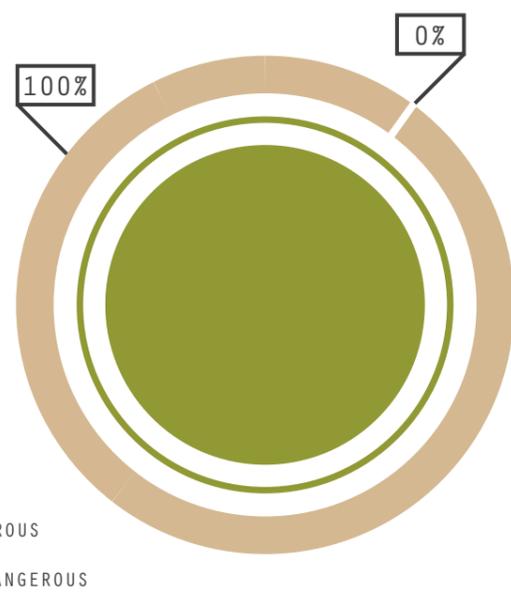


# TABACCAIA WATER-RECOVERY SYSTEM



<sup>5</sup>The WRI tool is available online at: <https://www.wri.org/our-work/project/aqueduct>. The analysis takes into account the results in the “baseline water stress” column.

## WASTE PRODUCED IN 2021



Waste management is carried out in full compliance with the law and the best environmental practices. Il Borro is able to reuse the waste produced by its activities, such as manure from the farms, vegetable waste from the green garden, pressed olives, chicken droppings and vegetable waste from the restaurant, thus fully respecting the principles of the **circular economy**. In 2021, 11.8 tonnes of special waste were produced: 100% was non-hazardous and was therefore recuperated through reuse or recycling. The rest of the waste is assimilated urban waste and cannot be precisely quantified.

The Estate's commitment to sustainability is confirmed by the cultivation and production methods adopted. **Il Borro's focus on organic products is part of an unrelenting quest for balance between nature, humans and territory.**

At Il Borro land is cultivated according to organic farming principles, following the rhythms and cycles of nature and respecting biodynamic practices: the replacement of chemicals with natural alternatives such as horn manure, herbal teas, green manure, as well as carefully selected fertilization processes and integrated pest management systems. As for biodynamics, autumn fertilization operations are carried out exclusively with manure from the Chianina cows raised at Il Borro. Pruning is carried out according to lunar phases, more specifically, when the moon is waning as sap circulation slows down. The sprouting phase is followed by phytosanitary treatments, which are performed according to biodynamic and biological practices, and respecting the vegetative cycle. Biodynamic practices include the use of horn manure and silica horn, while among the organic ones are sexual confusion based on phytohormones (to protect the plants from moths), and the use of copper and sulphur (to protect from powdery mildew and peronospora).

### HORN MANURE

Horn manure is made by filling the horns of cows that have given birth at least once, with fresh manure from the Farm's Chianina cows. Once filled, the horns are buried for the winter, which, thanks its much colder temperatures, fully transforms the product. In late spring, the preparation is ready to be used as natural fertilizer.

### SILICA HORN

Silica horn is made by filling the horns of cows that have given birth at least once, with a mixture of silica quartz and rainwater. Once filled, they are kept buried until early autumn when the contents are extracted, stored in a glass container and exposed to the sun. The very fine powder obtained is dissolved in water and sprayed as the leaves develop, which increases the benefits that light brings to the plant.

### MEDICINAL HERBS

Natural pesticides are used instead of chemical pesticides. The use of medicinal herbs allows to produce organic insecticides in the form of macerated or herbal teas: macerated horsetail; nettle herbal tea (if sprayed on the leaves it protects them from larvae and insects, if applied on the soil it is a good fertilizer); dandelion herbal tea, which provides nourishment to the soil and stimulates the growth of vegetation.

In addition, the soil of some vineyards is worked with horse-pulled plows, as this limits soil compaction, helping it regenerate and preserve its fertility. Plenty of care and dedication is also given to maintaining the surrounding vegetation, which plays a key role in the protection of the plants.

The Estate also includes about 800 hectares of woodland located near the Valle dell'Inferno and Bandella Regional Nature Reserve. In order to protect the local biodiversity and ecosystem, the Estate has also:

- installed some drinking spots for wild animals;
- placed some food dispensers for birds;
- carried out targeted sowing to help the reproduction of the local game.

All these additions are aimed at safeguarding the balance of the ecosystem and its local fauna, which is also beneficial to the hunting that traditionally takes place in the woods of the Estate.

Finally, in the middle of the natural reserve, 30 honey-making hives were also installed. In 2021, barely any honey was produced as late frosts and climate change damaged the flowering of the species upon which the bees feed. To allow the survival of the bee colonies without artificial nutrients, the small amount of honey produced was left in the honeycombs as nourishment for the bees themselves.





6.0

## IL BORRO AND SOCIAL COMMITMENT

We are aware of the key role played by the local community and the Tuscan territory in the success of Il Borro. For this reason, we have always supported them through several initiatives and donations.

**Culture, environment and support** for local bodies and infrastructure are three pillars of Il Borro's philosophy.

# RELATIONS WITH THE LOCAL COMMUNITY

Il Borro has always been aware of the importance of its role in the local community and how this can contribute to the success of the Company itself, furthermore, it has always sought to offer support to the local community and area through initiatives and donations. Over the years Il Borro has supported several musical and cultural initiatives:

 <b>CULTURE</b>	 <b>ENVIRONMENT</b>	 <b>INFRASTRUCTURE</b>
<ul style="list-style-type: none"> <li>• Restoration of both Il Borro's church and its altarpiece;</li> <li>• Restoration and renovation of the medieval village and introduction of public visits;</li> <li>• Support for the annual Concert of the Tramontana - Band of San Giustino;</li> <li>• Support for the Feast for Forgiveness of San Giustino;</li> <li>• Tour of Il Borro on the F.A.I. day (Italian National Trust for the Environment);</li> <li>• Acquisition and preservation of the handmade Nativity Scene by Don Mencattini, which is available for schools and public visits, as well as the rooms with the history of Pinocchio and the Crafts</li> </ul>	<ul style="list-style-type: none"> <li>• Conservation of the Estate's lands and woodland to allow proper management of the natural heritage, for the benefit of the local community;</li> <li>• Burying of electric cables in order to reduce visual pollution</li> </ul>	<ul style="list-style-type: none"> <li>• Reconstruction of the pedestrian street in San Giustino Valdarno's cemetery and renovation of a large car park - in collaboration with the municipality of Loro Ciuffenna;</li> <li>• Creation of a roundabout in the centre San Giustino to improve the safety of the road system - in collaboration with the municipality of Loro Ciuffenna;</li> <li>• Electrification of the bells of Il Borro's church - in collaboration with the parish;</li> <li>• Construction and modernisation of the municipal road and lighting system</li> </ul>

Finally, Il Borro regularly participates in several charity auctions where the sale of farm products is used to raise funds for numerous associations and charities. In 2021, among other initiatives, Il Borro supported the Italian Leniterapia Foundation (FILE) and participated in the Rescue the Grapes, La Cuvée One Drop and Wine+Art auctions.

## "WINE AND ART" EXHIBITION



The aim of the Wine&Art Gallery - located above the cellars, opened to the public in 2008 - is to create a space dedicated to wine and, in particular, to its history and importance in the daily life of the past and the present. The Gallery is much more than an exhibition of works of art, it is a journey through the history of wine, Il Borro and its people: from the Medici Tornaquinci to the Hohenlohe, the Savoia and the Ferragamo. An artistic interpretation of wine culture and all its aspects, from grape-growing to harvesting, as well as environmental and social considerations. The Wine&Art Gallery currently boasts more than 100 engravings, including pieces by Mantegna, Dürer, Aldegrever, Parmigianino, Bloemart, Rembrandt, Callot, Tiepolo, Canaletto, Fattori, Whistler, Tissot, as well as more contemporary works by Chagall, Picasso and Warhol.

On 25 March 2019, Wine&Art Gallery opened its doors to the Bacchus and Venus: "the Role of Women in the History of Wine" exhibition, with a new selection of pieces from Ferruccio Ferragamo's remarkable private collection. A key feature of this new addition is the role of women, who can embody several diverse figures, depending on the context and scenario. History of art shows that the role of women is not just that of passive consumers, in fact, women often manage several activities where this delicious beverage plays a key role.

The gallery is divided into 10 different sections (The Bacchae - Hebe, Cupbearer of the God, Cupbearer of men - Arianna, the Wine Lover - Wine and Lovers - The Spirit of the Hearth - Governing Spirits - Vines are Women - Free spirits) focusing on the role of women in the history of wine and showing how art has celebrated both of them: a new interpretation aimed at reconstructing the close link between human history and what would otherwise be considered a mere drink.

The Wine&Art Gallery is just the beginning of a tour of the Estate's new and historical cellars, which culminates with a tasting of Il Borro's wines. Between 2016 and 2019 the winery recorded an average of 4,000 visitors a year. In 2020 and 2021, despite the restrictions due to the Covid-19 emergency (several month-long closures and reduced capacity), the Gallery had on average 650 visitors a year.

# PERFORMANCE INDICATORS

## ENVIRONMENTAL SUSTAINABILITY

DISCLOSURE 302-1 ENERGY CONSUMED WITHIN THE ORGANIZATION<sup>6</sup>

ENERGY CONSUMPTION WITHIN THE ORGANIZATION			
TYPE OF CONSUMPTION	UNIT OF MEASUREMENT	2021	2020
NON-RENEWABLE FUELS	GJ	21.343	13.570
METHANE	GJ	18.022	9.544
DIESEL	GJ	11	19
LPG	GJ	963	1.148
AUTOMOTIVE DIESEL	GJ	2.190	2.701
AUTOMOTIVE PETROL	GJ	156	158
PURCHASED ELECTRICITY	GJ	2.704	5.106
FROM NON-RENEWABLE SOURCES	GJ	2.704	5.106
FROM RENEWABLE SOURCES	GJ	0	-
SELF-PRODUCED ELECTRICITY - FROM RENEWABLE SOURCES	GJ	8.812	9.402
SELF-PRODUCED ELECTRICITY THAT WAS SOLD - FROM RENEWABLE SOURCES	GJ	6.374	7.423
<b>TOTAL ENERGY CONSUMPTION</b>	<b>GJ</b>	<b>26.485</b>	<b>20.656</b>
RENEWABLE ENERGY	GJ	2.438	1.980
NON-RENEWABLE ENERGY	GJ	24.047	18.676
% OF RENEWABLE ENERGY ON TOTAL		9,21%	9,59%

Please note that the solar panels installed in an unused part of the farm produced 8,812 GJ of energy in one year, which, in case of perfect match between production curve and absorption, would fully satisfy the total annual requirement of the entire Company.

<sup>6</sup>The following conversion factors were used for the calculation of energy consumption in GJ:

- Natural Gas: for 2020 and 2021 the emission factor is equal to 35.281 GJ/1000\*stdm3 (source: ISPRA 2020 e 2021);
- Diesel for heating: for 2020 the factor was equal to 42.877 GJ/ton, for 2021 it was equal to 42.877 GJ/ton (source: ISPRA 2020 e 2021);
- Automotive diesel: for 2020 and 2021 the factor was equal to 42.780 GJ/ton (source: ISPRA 2020 e 2021);
- LPG: for 2020 and 2021 the factor was equal to 46.130 GJ/ton (source: ISPRA 2020 e 2021);
- Automotive petrol: for 2020 the factor was equal to 42.817 GJ/ton, for 2021 it 43.128 GJ/ton (source: ISPRA 2020 e 2021);
- Electricity: constant 0.0036 GJ/kWh.

DISCLOSURE 305-1 DIRECT GHG EMISSIONS (SCOPE 1)<sup>7</sup>

DIRECT EMISSIONS			
	UNIT OF MEASUREMENT	2021	2020
METHANE	TCO <sub>2</sub>	1.013	537
DIESEL	TCO <sub>2</sub>	1	1
LPG	TCO <sub>2</sub>	64	75
AUTOMOTIVE DIESEL	TCO <sub>2</sub>	161	199
AUTOMOTIVE PETROL	TCO <sub>2</sub>	11	12
<b>TOTAL EMISSIONS SCOPE 1</b>	<b>TCO<sub>2</sub></b>	<b>1.250</b>	<b>824</b>

DISCLOSURE 305-2 INDIRECT GHG EMISSIONS FROM ENERGY CONSUMPTION (SCOPE 2)<sup>8</sup>

INDIRECT EMISSIONS			
	UNIT OF MEASUREMENT	2021	2020
ELECTRICITY - LOCATION BASED	TCO <sub>2</sub>	195	546
ELECTRICITY - MARKET BASED	TCO <sub>2</sub>	345	661

TOTAL EMISSIONS OF GHG

TOTAL EMISSIONS <sup>9</sup>			
	UNIT OF MEASUREMENT	2021	2020
TOTAL EMISSIONS OF SCOPE 1 + SCOPE 2 (LOCATION BASED)	TCO <sub>2</sub>	1.445	1.370
TOTAL EMISSIONS OF SCOPE 1 + SCOPE 2 (MARKET BASED)	TCO <sub>2</sub>	1.595	1.485

<sup>7</sup>The emission factors used for the calculation of Scope 1 emissions are:

- Natural gas: 1,983 tCO<sub>2</sub>/1000\*Stdm3 for 2021; 1,984 tCO<sub>2</sub>/1000\*Stdm3 for 2020 (sources: ISPRA 2020 and 2021);
- Diesel for heating: 3,169 tCO<sub>2</sub>/ton for 2021; 3,155 tCO<sub>2</sub>/ton for 2020 (sources: ISPRA 2020 and 2021);
- Automotive diesel: 3,151 tCO<sub>2</sub>/ton for 2021; 3,151 tCO<sub>2</sub>/ton for 2020 (sources: ISPRA 2020 and 2021);
- Automotive petrol: 3,152 tCO<sub>2</sub>/ton for 2021; 3,140 tCO<sub>2</sub>/ton for 2020 (sources: ISPRA 2020 and 2021);
- LPG: 3,026 tCO<sub>2</sub>/ton for 2020; 3,026 tCO<sub>2</sub>/ton for 2020 (sources: ISPRA 2020 and 2021);

<sup>8</sup>Both calculation methods were used for the calculation of Scope 2 emissions, in line with the GRI Sustainability Reporting Standards. The Market-based is based on the CO<sub>2</sub> emissions produced by the Company's electricity suppliers (through a contract) and can be calculated as follows: Certificates guaranteeing the origin of the energy and direct contracts with the suppliers, specific emission factors of the supplier, emission factors related to the "residual mix", namely to the energy and emissions either not monitored or not claimed. The following emission factors were used for this calculation method: for 2021, 459 gCO<sub>2</sub>/kWh (source: AIB - European Residual Mixes 2020) for 2020, 466 gCO<sub>2</sub>/kWh (source: AIB - European Residual Mixes 2019). The Location-based method is based on median emission factors related to the production of energy for well-defined geographic boundaries, including local, sub-national or national boundaries. The following emission factors were used for this calculation method: for 2021, 260 gCO<sub>2</sub>/kWh (source: ISPRA 2021), for 2020, 277.6 gCO<sub>2</sub>/kWh (source: Ispra 2020).

<sup>9</sup>The emissions of Purpose 1 and Purpose 2 are expressed in tonnes of CO<sub>2</sub>, as the sources used do not show the emission factors of gases other than CO<sub>2</sub>. Emissions are expressed in tonnes of CO<sub>2</sub>, however the percentage of methane and nitrous oxide has a negligible effect on total greenhouse gas emissions (CO<sub>2</sub> equivalents), as indicated in the ISPRA report "Air emission factors of CO<sub>2</sub> and other greenhouse gases in the electricity sector".

Please note that thanks to its solar panels, Il Borro helps reduce the CO<sub>2</sub> generated by the production of electricity. Furthermore, thanks to the Estate's woodland, Il Borro is able to absorb carbon dioxide from the atmosphere.

#### EMISSIONS OF CO<sub>2</sub> AVOIDED AND ABSORBED

SELF-PRODUCED ENERGY IN 2021 (KWH)	EMISSIONS AVOIDED THANKS TO THE PRODUCTION OF ENERGY FROM RENEWABLE SOURCES (TONS) <sup>10</sup>
2.447.703	LOCATION-BASED
	636
	MARKET-BASED
	1.123
HECTARES OF WOODLAND	CO <sub>2</sub> ABSORBED (TONS) <sup>11</sup>
420	13.860

#### DISCLOSURE 303-3 WATER WITHDRAWAL

WATER WITHDRAWAL			
TYPE OF WITHDRAWAL (SOURCE)	UNIT OF MEASUREMENT	2021	2020
SURFACE WATER	MEGALITRES	57	68
FRESHWATER (≤1.000 MG/L OF TOTAL DISSOLVED SOLIDS)	MEGALITRES	57	68
OTHER TYPES OF WATER (>1.000 MG/L OF TOTAL DISSOLVED SOLIDS)	MEGALITRES	0	0
WELL WATER	MEGALITRES	24	76
FRESHWATER (≤1.000 MG/L OF TOTAL DISSOLVED SOLIDS)	MEGALITRES	24	76
OTHER TYPES OF WATER (>1.000 MG/L OF TOTAL DISSOLVED SOLIDS)	MEGALITRES	0	0
THIRD-PARTY WATER SOURCES (TOTAL)	MEGALITRES	15	25
FRESHWATER (≤1.000 MG/L OF TOTAL DISSOLVED SOLIDS)	MEGALITRES	15	25
OTHER TYPES OF WATER (>1.000 MG/L OF TOTAL DISSOLVED SOLIDS)	MEGALITRES	0	0
TOTAL WATER WITHDRAWALS	MEGALITRES	96	169

<sup>10</sup> The following emission factors were used for the calculation of avoided emissions: the emission factor of 459 gCO<sub>2</sub>/kWh was used for the Market-based method (source: AIB - European Residual Mixes 2020), while for the Location-based method the emission factor used was 260 gCO<sub>2</sub>/kWh (source: Ispra 2021).

<sup>11</sup> Calculated by estimating an average absorption of 30 kg of CO<sub>2</sub> per tree (Source: Ecotree) with a density of 1,100 trees per hectare of woodland.

## SOCIAL SUSTAINABILITY

#### DISCLOSURE 102-8 INFORMATION REGARDING EMPLOYEES AND OTHER COLLABORATORS<sup>12</sup>

EMPLOYEES BY TYPE OF CONTRACT AND GENDER						
TYPE OF CONTRACT	2021			2020		
	MEN	WOMEN	TOTAL	MEN	WOMEN	TOTAL
EMPLOYEES	96	84	180	63	57	120
PERMANENT	32	65	51	20	16	36
TEMPORARY	64	62	129	44	40	84

EMPLOYEES BY TYPE OF CONTRACT AND GENDER						
TYPE OF CONTRACT	2021			2020		
	MEN	WOMEN	TOTAL	MEN	WOMEN	TOTAL
EMPLOYEES	96	84	180	63	57	120
FULL-TIME	95	75	170	62	53	115
PART-TIME	1	9	10	1	4	5
PART-TIME %	1%	11%	12%	1%	7%	4%

EXTERNAL COLLABORATORS BY GENDER						
	2021			2020		
	MEN	WOMEN	TOTAL	MEN	WOMEN	TOTAL
TEMPS (INTERNSHIPS)	0	1	1	0	1	1
OTHER CATEGORIES OF EXTERNAL COLLABORATORS (ARCHITECTS, BRAND AMBASSADORS, OENOLOGISTS AND PREVENTION TECHNICIANS)	3	3	6	38	8	46

WORKFORCE BY GEOGRAPHIC AREA OF RESIDENCE						
TYPE OF CONTRACT	2021			2020		
	MEN	WOMEN	TOTAL	MEN	WOMEN	TOTAL
EMPLOYEES	96	84	180	63	57	120
TUSCANY	94	83	177	61	56	117
NON-TUSCAN	2	1	3	2	1	3
% OF WORKFORCE RESIDENT IN TUSCANY	98%	98%	98%	97%	98%	98%

<sup>12</sup> Unless otherwise specified, human resources data include seasonal workers and will be all be calculated as the average number of employees in the reference year.

DISCLOSURE 102-41 COLLECTIVE BARGAINING AGREEMENTS

	2021	2020
NUMBER OF EMPLOYEES COVERED BY COLLECTIVE BARGAINING AGREEMENTS	100%	100%

DISCLOSURE 401-1 NEW HIRING AND TURNOVER RATE

NUMBER AND RATE OF NEW HIRINGS + TURNOVER BY GENDER

	2021				2020			
	NEW HIRINGS		LEFT THE COMPANY		NEW HIRINGS		LEFT THE COMPANY	
	N.	%	N.	%	N.	%	N.	%
TOTAL	4	2%	5	3%	0	0%	0	0%
MEN	1	1%	1	1%	0	0%	0	0%
WOMEN	3	4%	4	5%	0	0%	0	0%

NUMBER AND RATE OF NEW HIRINGS + TURNOVER BY AGE

	2021				2020			
	NEW HIRINGS		LEFT THE COMPANY		NEW HIRINGS		LEFT THE COMPANY	
	N.	%	N.	%	N.	%	N.	%
TOTAL	4	2%	5	3%	0	0%	0	0%
<30 YEARS	4	10%	4	10%	0	0%	0	0%
30-50 YEARS	0	0%	0	0%	0	0%	0	0%
>50 YEARS	0	0%	1	4%	0	0%	0	0%

DISCLOSURE 405-1 DIVERSITY IN GOVERNING BODIES AND AMONG EMPLOYEES

COMPOSITION OF THE BOARD OF DIRECTORS BY GENDER AND AGE GROUPS (HEADCOUNT)

PERCENTAGE	31 DECEMBER 2021				31 DECEMBER 2020			
	<30	30-50	>50	TOTAL	<30	30-50	>50	TOTAL
MEN	1	2	3	6	0	1	1	2
WOMEN	0	3	1	4	0	1	1	2
TOTAL	1	5	4	10	0	2	2	4

EMPLOYEES BY TYPE OF CONTRACT AND GENDER

PERCENTAGE	2021			2020		
	MEN	WOMEN	TOTAL	MEN	WOMEN	TOTAL
DIRECTORS	2	3	5	2	3	5
MANAGERS	3	2	5	2	4	6
OFFICE STAFF	8	23	31	3	15	18
MANUAL WORKERS	83	56	139	56	35	91
OF WHOM EITHER SEASONAL OR TEMPORARY	83	56	139	48	33	81
TOTAL	96	84	180	63	57	120

EMPLOYEES BY JOB LEVEL/TYPE AND AGE

PERCENTAGE	2021				2020			
	<30	30-50	>50	TOTAL	<30	30-50	>50	TOTAL
DIRECTORS	0	4	1	5	0	4	1	5
MANAGERS	0	2	3	5	0	2	4	6
OFFICE STAFF	4	24	3	31	4	11	3	18
MANUAL WORKERS	37	84	18	139	17	56	18	91
OF WHOM EITHER SEASONAL OR TEMPORARY	37	84	18	139	16	48	16	81
TOTAL	41	114	25	180	21	73	26	120

DISCLOSURE 403-9 ACCIDENTS AT WORK

GROUP'S EMPLOYEES		
ACCIDENTS AT WORK		
NUMBER OF ACCIDENTS	2021	2020
TOTAL NUMBER OF DEATHS DUE TO ACCIDENTS AT WORK	0	0
TOTAL NUMBER OF MAJOR ACCIDENTS AT WORK (EXCLUDING DEATHS)	0	0
TOTAL NUMBER OF RECORDABLE ACCIDENTS AT WORK	1	0
ACCIDENT RATES <sup>2</sup>		
DEATH RATE DUE TO ACCIDENTS AT WORK	0	0
TOTAL NUMBER OF RECORDABLE ACCIDENTS AT WORK (DEATHS EXCLUDED)	0	0
RATE OF RECORDABLE ACCIDENTS AT WORK	1,13	0
MAIN TYPE OF ACCIDENT AT WORK		
TYPE OF ACCIDENT	2021	2020
ACCIDENTAL FALLS	0	0
DAMAGE CAUSED BY ANIMALS (KICKING/CRUSHING)	0	0
DAMAGE CAUSED BY HARVESTING/PRUNING/PLANTS	0	0
ACCIDENT WITH FARMING VEHICLES/TOOLS	1	0
CAR ACCIDENTS WITH COMPANY CARS	0	0

<sup>1</sup> Accidents at work that have led to damage from which the worker cannot recover, does not recover, or whenever a recovery and return to the state of health prior to the accident is unlikely to happen within 6 months from the event.

<sup>2</sup> The accident rate was calculated as the ratio of the total number of accidents to the total hours worked, using a multiplication factor of 200,000.

## METHODOLOGICAL NOTE

This document contains the second edition of the Sustainability Report of Il Borro S.r.l - Società Agricola and its subsidiaries (herein called “Il Borro”), which describes the Company’s environmental, social and economic performances for 2021 (from January 1 to December 31). The data concerning 2020 has been included to allow a year-over-year comparison. This annual Sustainability Report has been drawn using the “GRI Sustainability Reporting Standards” published by the Global Reporting Initiative (GRI) - as indicated in the table “GRI Content Index” - which allow to provide evidence of coverage of GRI indicators associated with each sustainability issue included in this document. The scope of the data and economic information matches that of the Group’s consolidated financial statement as of Friday, December 31, 2021. Please note that Il Borro Tuscan Bistro S.r.l. (set up in 2021) has taken over the management of the business in Lungarno Acciaiuoli - Florence. In 2021, there were no significant changes in ownership or supply chain of the Group (compared to 2020).

All data generated with the use of estimates are flagged by a note.

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## INDEX OF GRI CONTENT

THIS MATERIAL REFERS TO THE FOLLOWING DISCLOSURE GRIS:

GRI STANDARDS	INFORMATION	PAGES	NOTES
GRI 101: FOUNDATION (2016)			
GRI 102: GENERAL DISCLOSURES (2016)			
COMPANY PROFILE			
102-1	COMPANY NAME	3	
102-2	ACTIVITIES, BRANDS, PRODUCTS AND SERVICES	25-49	
102-3	LOCATION OF HEADQUARTERS	10	
102-4	LOCATION OF OPERATIONS	10; 22; 39	
102-5	OWNERSHIP AND LEGAL FORM	21-22	
102-6	MARKETS SERVED	22; 39	
102-7	SCALE OF THE ORGANIZATION	23; 52; 74	THE INDICATOR IS COMPLIANT WITH THE REQUIREMENT A.I AND A.III OF THE STANDARD OF REFERENCE.
102-8	INFORMATION ON EMPLOYEES AND OTHER WORKERS	51-52; 71	
102-9	SUPPLY CHAIN	24-25	
STRATEGY			
102-14	STATEMENT FROM SENIOR DECISION-MAKER	7	
ETHICS AND INTEGRITY			
102-16	VALUES, PRINCIPLES, STANDARDS AND NORMS OF BEHAVIOUR	20-21	
GOVERNANCE			
102-18	GOVERNANCE STRUCTURE	21	
STAKEHOLDER INVOLVEMENT			
102-41	COLLECTIVE BARGAINING AGREEMENTS	52-53; 71	
REPORTING PRACTICES			
102-45	ENTITIES INCLUDED IN THE CONSOLIDATED FINANCIAL STATEMENTS	22; 74	
102-50	REPORTING PERIOD	74	
102-51	DATE OF THE MOST RECENT REPORT	JULY 2021	
102-52	REPORTING CYCLE	ANNUAL	
102-53	CONTACTS FOR QUESTIONS REGARDING THE REPORT	74	
102-54	DECLARATION CONCERNING REPORTING IN ACCORDANCE WITH THE GRI STANDARDS	74	
102-55	GRI CONTENT INDEX	75-79	

GRI STANDARDS	INFORMATION	PAGES	NOTES
ECONOMIC PERFORMANCE			
GRI 103: MANAGEMENT APPROACH (2016)			
103-2	MANAGEMENT APPROACH AND ITS COMPONENTS	23	
103-3	EVALUATION OF MANAGEMENT APPROACH	23	
GRI 201: ECONOMIC PERFORMANCE (2016)			
201-1	ECONOMIC VALUE GENERATED AND DISTRIBUTED DIRECTLY	23	
PROCUREMENT PRACTICES			
GRI 103: MANAGEMENT APPROACH (2016)			
103-2	MANAGEMENT APPROACH AND ITS COMPONENTS	24-25	
103-3	EVALUATION OF MANAGEMENT APPROACH	24-25	
GRI 204: PROCUREMENT PRACTICES			
GRI 204-1	PROPORTION OF SPENDING ON LOCAL SUPPLIERS	24; 37	
ANTI-CORRUPTION			
GRI 205: ANTI-CORRUPTION (2016)			
205-3	CONFIRMED INCIDENTS OF CORRUPTION AND ACTIONS TAKEN	IN 2021 THERE WERE NO RECORDED CORRUPTION INCIDENTS.	
ANTI-COMPETITIVE BEHAVIOUR			
GRI 206: ANTI-COMPETITIVE BEHAVIOUR (2016)			
206-1	TOTAL NUMBER OF LEGAL ACTIONS FOR ANTI-COMPETITIVE BEHAVIOUR, ANTI-TRUST, AND MONOPOLY PRACTICES	IN 2021, THERE WERE NO LEGAL ACTIONS FOR ANTI-COMPETITIVE BEHAVIOUR, ANTI-TRUST, AND MONOPOLY PRACTICES	
ENVIRONMENTAL COMPLIANCE			
GRI 307: ENVIRONMENTAL COMPLIANCE (2016)			
307-1	NON-COMPLIANCE WITH ENVIRONMENTAL LAWS AND REGULATIONS	IN 2021, THERE WERE NO CASES OF NON-COMPLIANCE WITH ENVIRONMENTAL LAWS AND REGULATIONS	
SOCIOECONOMIC COMPLIANCE			
GRI 419: SOCIOECONOMIC COMPLIANCE (2016)			
419-1	CASES OF NON-COMPLIANCE WITH LAWS AND REGULATIONS IN THE SOCIAL AND ECONOMIC AREA	IN 2021, THERE WERE NO CASES OF NON-COMPLIANCE WITH LAWS AND REGULATIONS IN THE SOCIAL AND ECONOMIC AREA	

GRI STANDARDS	INFORMATION	PAGES	NOTES
ENERGY			
GRI 103: MANAGEMENT APPROACH (2016)			
103-2	MANAGEMENT APPROACH AND ITS COMPONENTS	58-59	
103-3	EVALUATION OF MANAGEMENT APPROACH	58-59	
GRI 302: ENERGY (2016)			
302-1	ENERGY CONSUMPTION WITHIN THE ORGANIZATION	58; 68	
MANAGEMENT OF WATER			
GRI 103: MANAGEMENT APPROACH (2016)			
103-2	MANAGEMENT APPROACH AND ITS COMPONENTS	60	
103-3	EVALUATION OF MANAGEMENT APPROACH	60	
GRI 303: WATER AND EFFLUENTS (2018)			
303-3	WATER WITHDRAWAL	60; 70	
EMISSIONS			
GRI 103: MANAGEMENT APPROACH (2016)			
103-2	MANAGEMENT APPROACH AND ITS COMPONENTS	59	
103-3	EVALUATION OF MANAGEMENT APPROACH	59	
GRI 305: EMISSIONS (2016)			
305-1	DIRECT (SCOPE 1) GHG EMISSIONS	59; 69	
305-2	INDIRECT ENERGY (SCOPE 2) GHG EMISSIONS	59; 69	
EMPLOYMENT			
GRI 103: MANAGEMENT APPROACH (2016)			
103-2	MANAGEMENT APPROACH AND ITS COMPONENTS	51-53	
103-3	EVALUATION OF MANAGEMENT APPROACH	51-53	
GRI 401: EMPLOYMENT (2016)			
401-1	NEW EMPLOYEE HIRES AND EMPLOYEE TURNOVER	52-53; 72	
401-2	BENEFITS TO FULL-TIME EMPLOYEES THAT ARE NOT PROVIDED TO TEMPORARY OR PART-TIME EMPLOYEES	53	

GRI STANDARDS	INFORMATION	PAGES	NOTES
HEALTH AND SAFETY AT THE WORKPLACE			
GRI 103: MANAGEMENT APPROACH (2016)			
103-2	MANAGEMENT APPROACH AND ITS COMPONENTS	54-55	
103-3	EVALUATION OF MANAGEMENT APPROACH	54-55	
GRI 403: OCCUPATIONAL HEALTH AND SAFETY (2018)			
403-1	OCCUPATIONAL HEALTH AND SAFETY MANAGEMENT SYSTEM	54-55	THE INDICATOR IS COMPLIANT WITH THE REQUIREMENT A) OF THE REFERENCE STANDARD.
403-2	HAZARD IDENTIFICATION, RISK ASSESSMENT AND ACCIDENT INVESTIGATION	54	THE INDICATOR IS COMPLIANT WITH THE REQUIREMENT A) AND D) OF THE REFERENCE STANDARD.
403-3	OCCUPATIONAL HEALTH SERVICES	54	
403-4	WORKER PARTICIPATION, CONSULTATION, AND COMMUNICATION ABOUT OCCUPATIONAL HEALTH AND SAFETY	54	
403-5	WORKER TRAINING ON OCCUPATIONAL HEALTH AND SAFETY	54	
403-9	ACCIDENTS AT WORK	54; 74	
DIVERSITY AND EQUAL OPPORTUNITIES			
GRI 103: MANAGEMENT APPROACH (2016)			
103-2	MANAGEMENT APPROACH AND ITS COMPONENTS	53	
103-3	EVALUATION OF MANAGEMENT APPROACH	53	
GRI 405: DIVERSITY AND EQUAL OPPORTUNITIES (2016)			
405 - 1	DIVERSITY OF GOVERNANCE BODIES AND EMPLOYEES	21; 52-53; 72-73	
NON DISCRIMINATION			
GRI 103: MANAGEMENT APPROACH (2016)			
103-2		53	
103-3		53	
GRI 406: NON-DISCRIMINATION (2016)			
406-1	DISCRIMINATION INCIDENTS AND CORRECTIVE ACTIONS TAKEN		IN 2021, THERE WERE NO CASES OF DISCRIMINATION.

GRI STANDARDS	INFORMATION	PAGES	NOTES
HEALTH AND SAFETY OF THE CUSTOMERS			
GRI 103: MANAGEMENT APPROACH (2016)			
103-2	MANAGEMENT APPROACH AND ITS COMPONENTS	32-33	
103-3	EVALUATION OF MANAGEMENT APPROACH	32	
GRI 416: CUSTOMER HEALTH AND SAFETY (2016)			
416-2	INCIDENTS OF NON-COMPLIANCE CONCERNING THE HEALTH AND SAFETY IMPACTS OF PRODUCTS AND SERVICES		IN 2021, THERE WERE NO CASES OF NON-COMPLIANCE CONCERNING THE HEALTH AND SAFETY IMPACTS OF PRODUCTS AND SERVICES ON THE CUSTOMERS
CUSTOMER PRIVACY			
GRI 103: MANAGEMENT APPROACH (2016)			
103-2	MANAGEMENT APPROACH AND ITS COMPONENTS	32-33	
103-3	EVALUATION OF MANAGEMENT APPROACH	32-33	
GRI 418: CUSTOMER PRIVACY (2016)			
418-1	SUBSTANTIATED COMPLAINTS CONCERNING BREACHES OF CUSTOMER PRIVACY AND LOSSES OF CUSTOMER DATA		IN 2021, THERE WERE NO CASES OF BREACHES OF CUSTOMER PRIVACY



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