



MERCATO SALUMI: PESO IMPOSTO E PESO VARIABILE

Luglio 2023

- schede di sintesi -

Focus Peso Imposto salumi DOP e IGP




MINISTERO DELL'AGRICOLTURA
DELLA SOVRANITÀ ALIMENTARE
E DELLE FORESTE



con il contributo Masaf
DM 0165730 del 20.03.2023

Agenda

PESO VARIABILE

Geo: Ipermercati + Supermercati + SPT, Aree, Canali (Iper, Super)

Misure: Vendite in Valore, Vendite in Volume, Prezzo Medio in Volume, % Vendite in Volume In Promozione; trend vs periodo corrispondente anno precedente

Prodotti rilevati: Banco taglio

Il totale salumi è dato da una selezione chiusa di categorie: cotto, crudo, salame, mortadella, speck, bresaola, coppa, pancetta, arrosti

Periodo: Ultimi 12 mesi

FONTE: Circana

PESO IMPOSTO

Geo: Totale Italia+ Discount, Ipermercati + Supermercati +Libero Servizio Piccolo, Aree, Canali

Misure: Vendite in Valore, Vendite in Volume, Prezzo Medio in Volume, % Vendite in Volume In Promozione; trend vs periodo corrispondente anno precedente

Prodotti rilevati: affettati in vaschetta, interi/tranci, cubettati, snack

Periodo: Ultimi 12 mesi

FONTE: Circana

DOP/IGP - PESO IMPOSTO

Geo: Totale Italia+ Discount

Misure: Vendite in Valore, Vendite in Volume, trend vs periodo corrispondente anno precedente

Prodotti rilevati: Prodotti a denominazione e NON: Prosciutto crudo (di Carpegna, Toscano, Modena, Parma, San Daniele); Salame (Brianza, Varzi, Felino); Mortadella (Bologna); Speck (IGP); Bresaola (Valtellina); Salamini (Cacciatore); Lardo (Colonnata); Arrosti, Coppa, Guanciaie, Altri salumi, Misti; Salumi Piacentini Dop, Salumi di Calabria Dop.

Periodo: Ultimi 12 mesi

FONTE: ISIT su elaborazione dati Circana

SALUMI

Peso Imposto e Peso Variabile

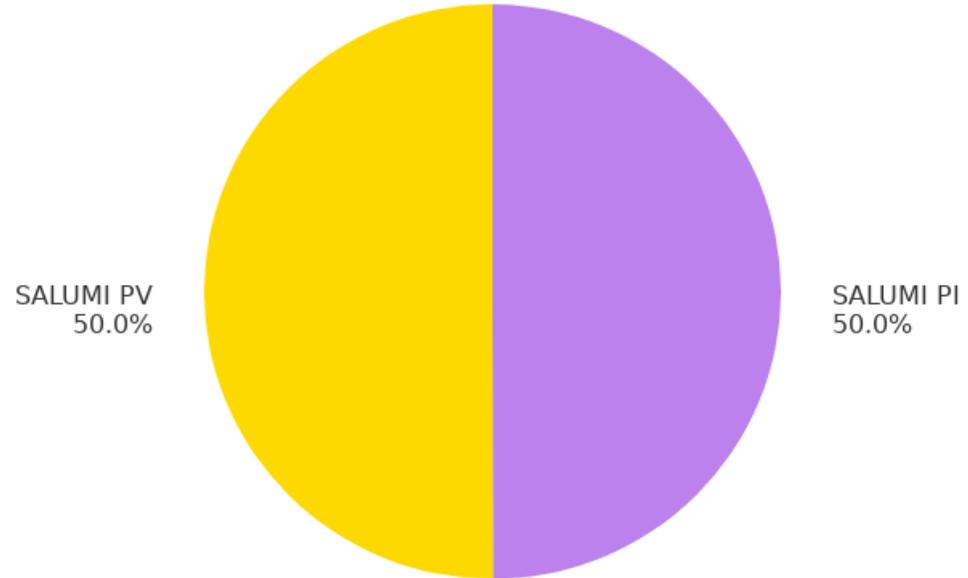
Geo:

- *Peso Imposto Totale Italia (incl. Discount)*
- *Peso Variabile Iper+Super+Superette*

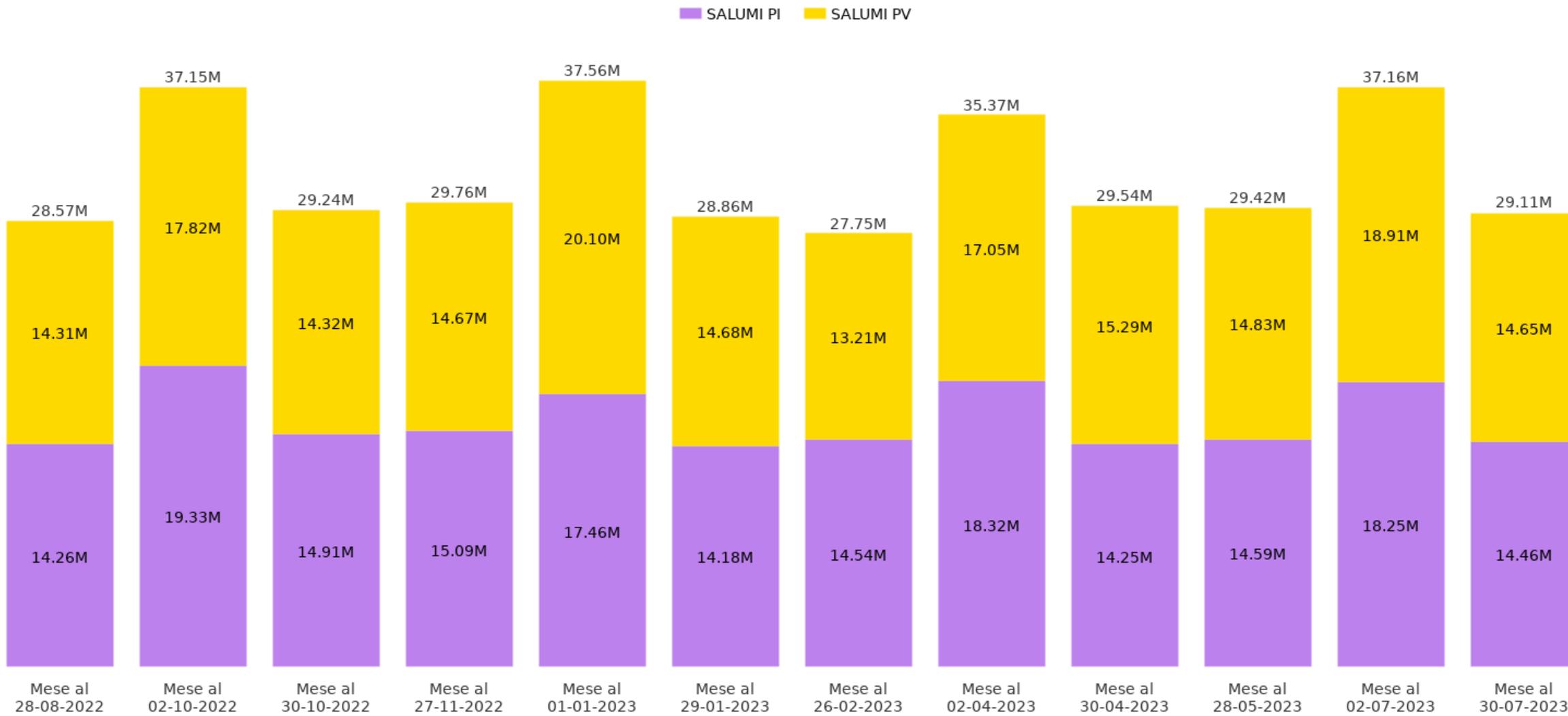
Ultimi 12 mesi terminanti a: Mese al 30-07-2023

Totale Peso Variabile+Peso Imposto: quota a volume

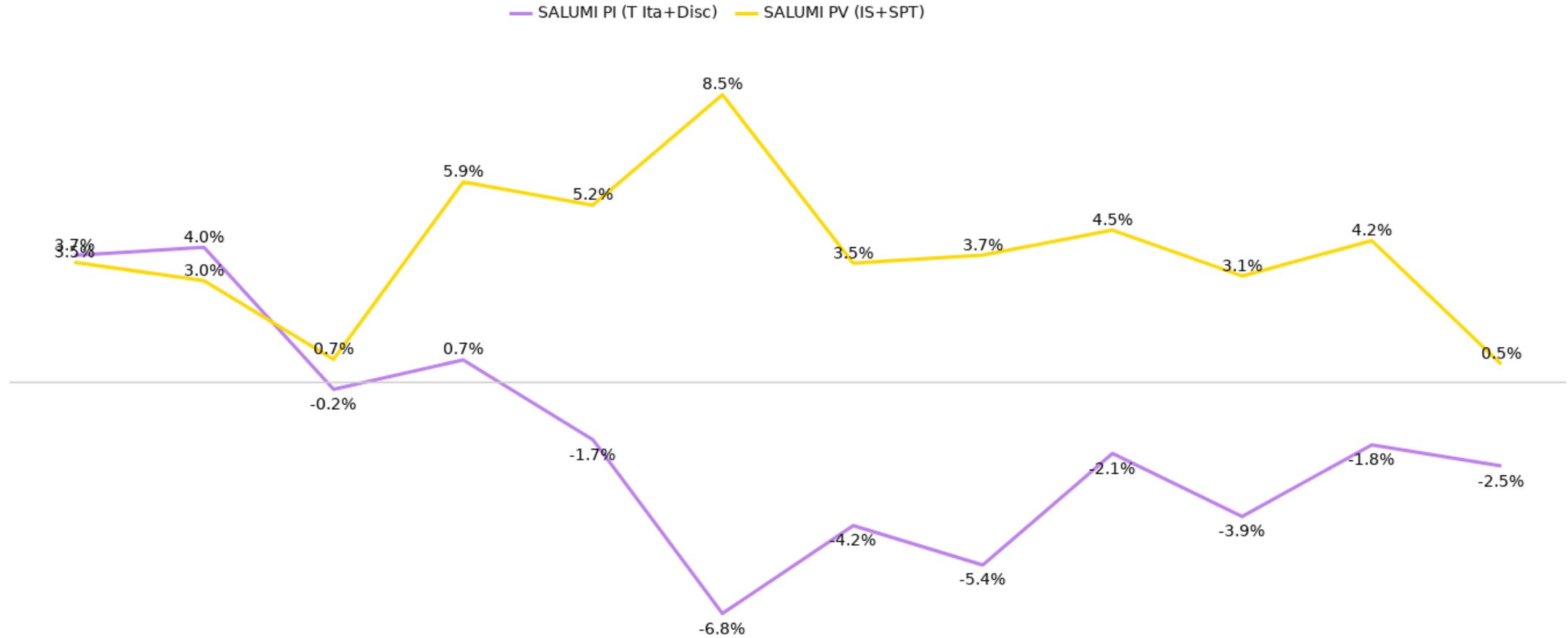
| | Vendite in Volume | Var % Volume |
|------------------------|-------------------|--------------|
| T PI + PV | 379.485.534 | 1,0% |
| PI (T Ita+Disc) | 189.642.332 | -1,7% |
| PV (IS+SPT) | 189.843.203 | 3,9% |



Totale Peso Variabile+Peso Imposto: vendite salumi a volume (kg)



Peso Variabile+Peso Imposto: vendite salumi a volume (trend)



| | Mese al 28-08-2022 | Mese al 02-10-2022 | Mese al 30-10-2022 | Mese al 27-11-2022 | Mese al 01-01-2023 | Mese al 29-01-2023 | Mese al 26-02-2023 | Mese al 02-04-2023 | Mese al 30-04-2023 | Mese al 28-05-2023 | Mese al 02-07-2023 | Mese al 30-07-2023 |
|------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| SALUMI PI (T Ita+Disc) | 3.7% | 4.0% | -0.2% | 0.7% | -1.7% | -6.8% | -4.2% | -5.4% | -2.1% | -3.9% | -1.8% | -2.5% |
| SALUMI PV (IS+SPT) | 3.5% | 3.0% | 0.7% | 5.9% | 5.2% | 8.5% | 3.5% | 3.7% | 4.5% | 3.1% | 4.2% | 0.5% |

SALUMI: Aree Geografiche

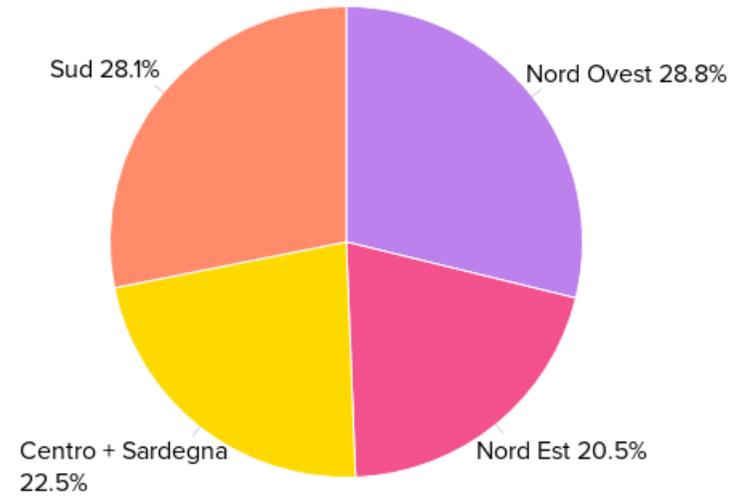
Geo:

- *Peso Imposto Iper+Super+LSP*
- *Peso Variabile Iper+Super+SPT*

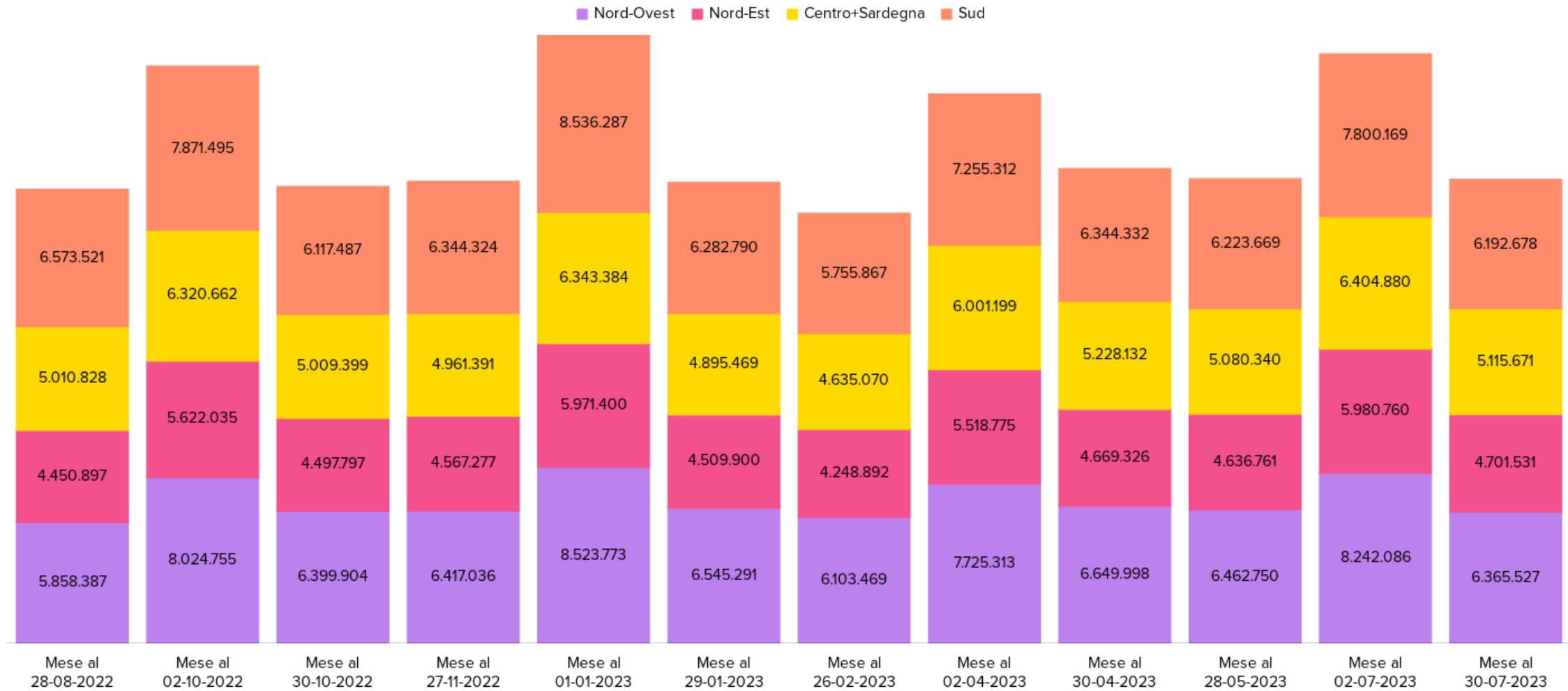
Ultimi 12 mesi terminanti a: Mese al 30-07-2023

Totale Peso Variabile+Peso Imposto Sales Location in Volume

| | Vendite in Volume | Var % Volume |
|--------------------------|-------------------|--------------|
| Tot Italia | 288.997.995 | 2,1% |
| Nord Ovest | 83.318.289 | 0,7% |
| Nord Est | 59.375.351 | 0,7% |
| Centro + Sardegna | 65.006.425 | 2,4% |
| Sud | 81.297.930 | 4,4% |



Totale Peso Variabile+Peso Imposto vendite salumi a volume (kg) nelle aree



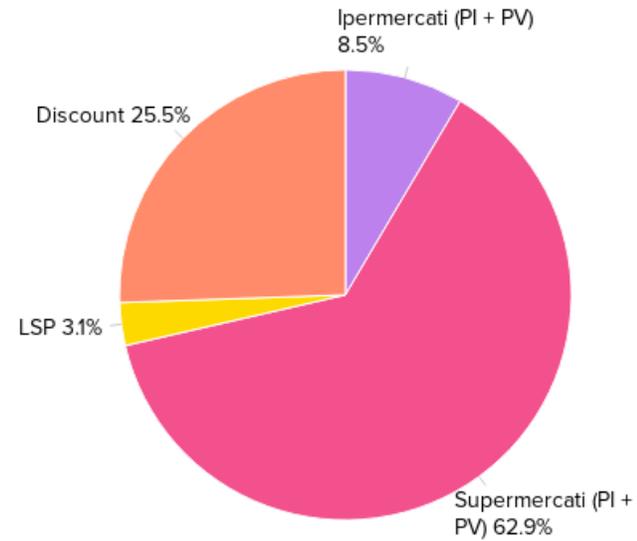
SALUMI: Canali (Store format)

Geo: - *Peso Imposto IS+LSP+Discount*
- *Peso Variabile Iper+Super*

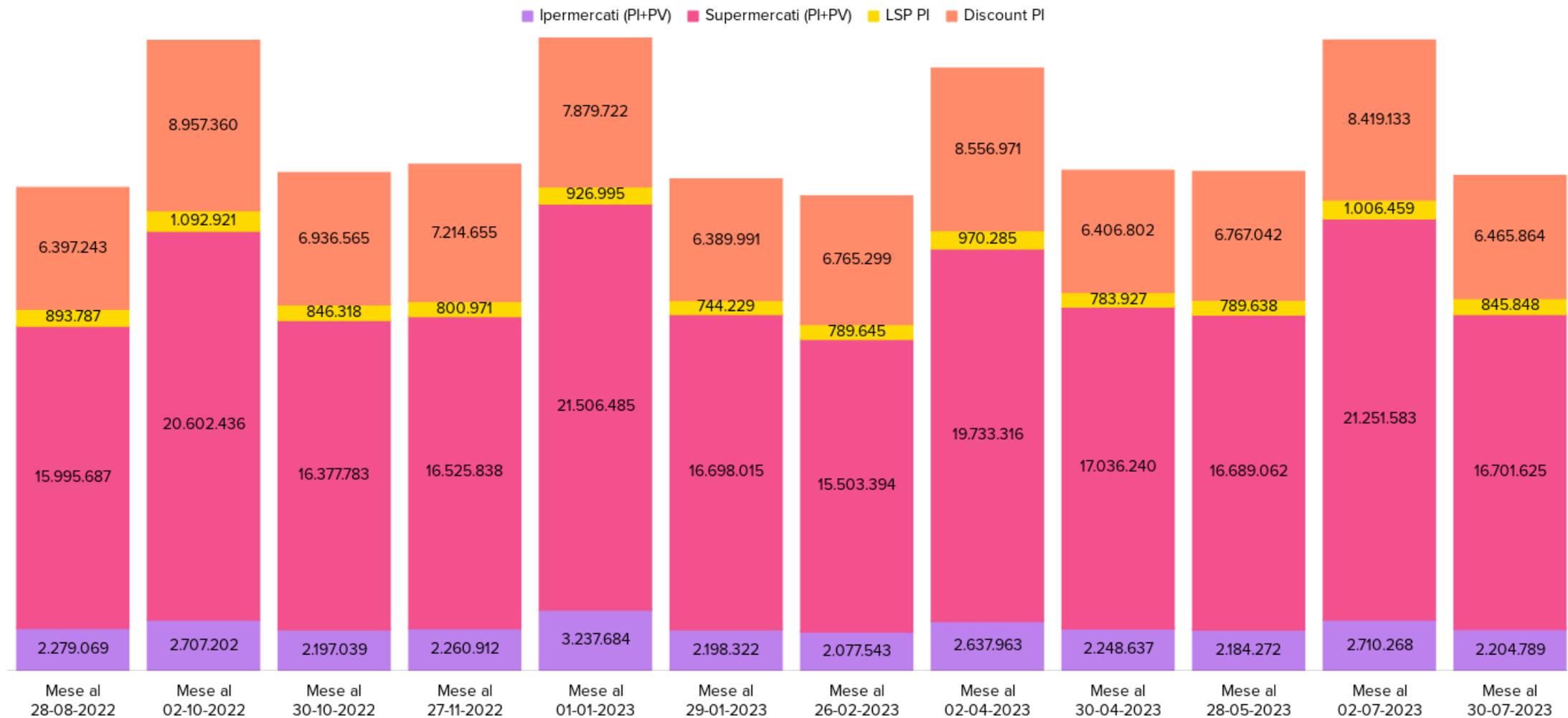
Ultimi 12 mesi terminanti a: Mese al 30-07-2023

Totale Peso Variabile+Peso Imposto Sales Location in Volume

| | Vendite in Volume | Var % Volume |
|-----------------|-------------------|--------------|
| Totale | 341.212.838 | 1,2% |
| Iper | 28.943.699 | -2,3% |
| Super | 214.621.466 | 3,2% |
| LSP | 10.491.024 | -2,1% |
| Discount | 87.156.649 | -2,1% |



Totale Peso Variabile+Peso Imposto vendite salumi a volume (kg) nei canali



SALUMI: Dettaglio Categorie

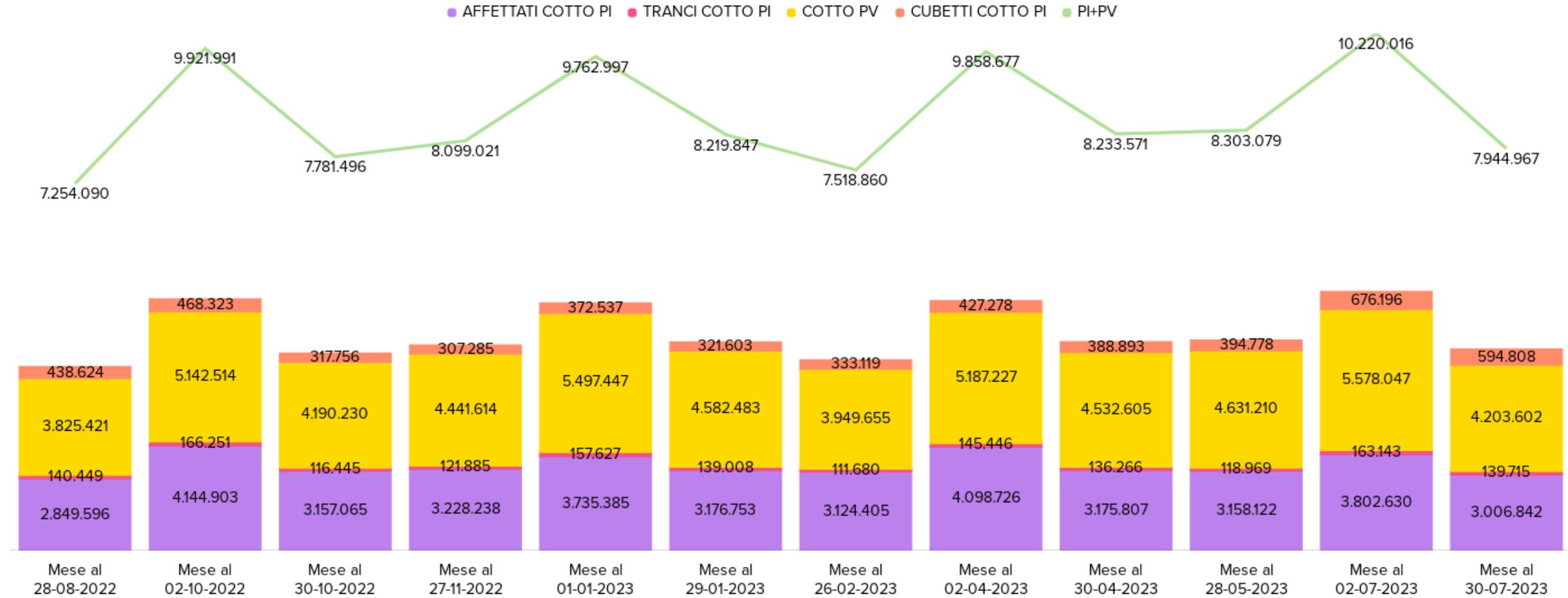
Geo:

- *Peso Imposto Totale Italia (incl. Discount)*
- *Peso Variabile Iper+Super+Superette*

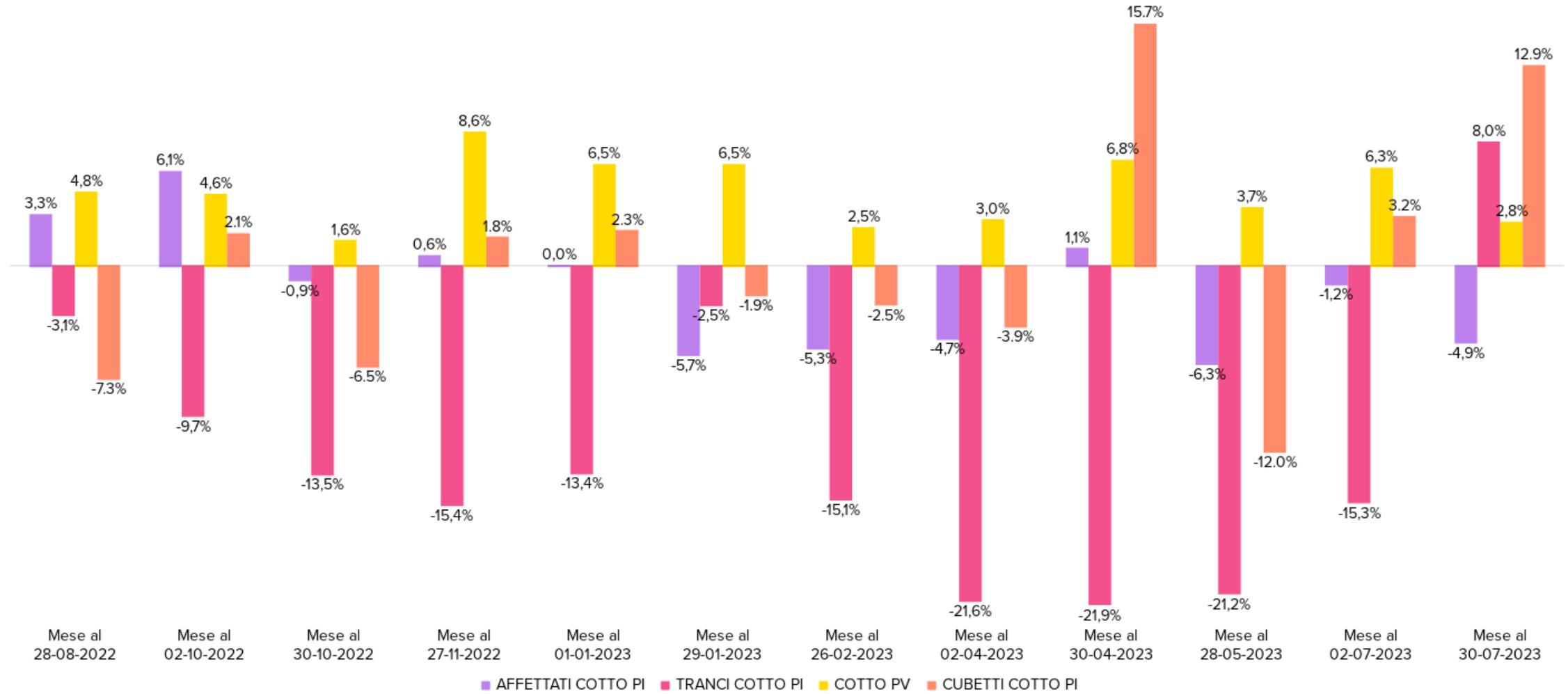
Ultimi 12 mesi terminanti a: Mese al 30-07-2023

Dettaglio categorie: PROSCIUTTO COTTO | VOLUME

| | Vendite in Volume | Var % Volume |
|---|-------------------|--------------|
| Prosciutto Cotto (PI+PV), Ultimi 12 mesi | 103.118.611 | 1,7% |



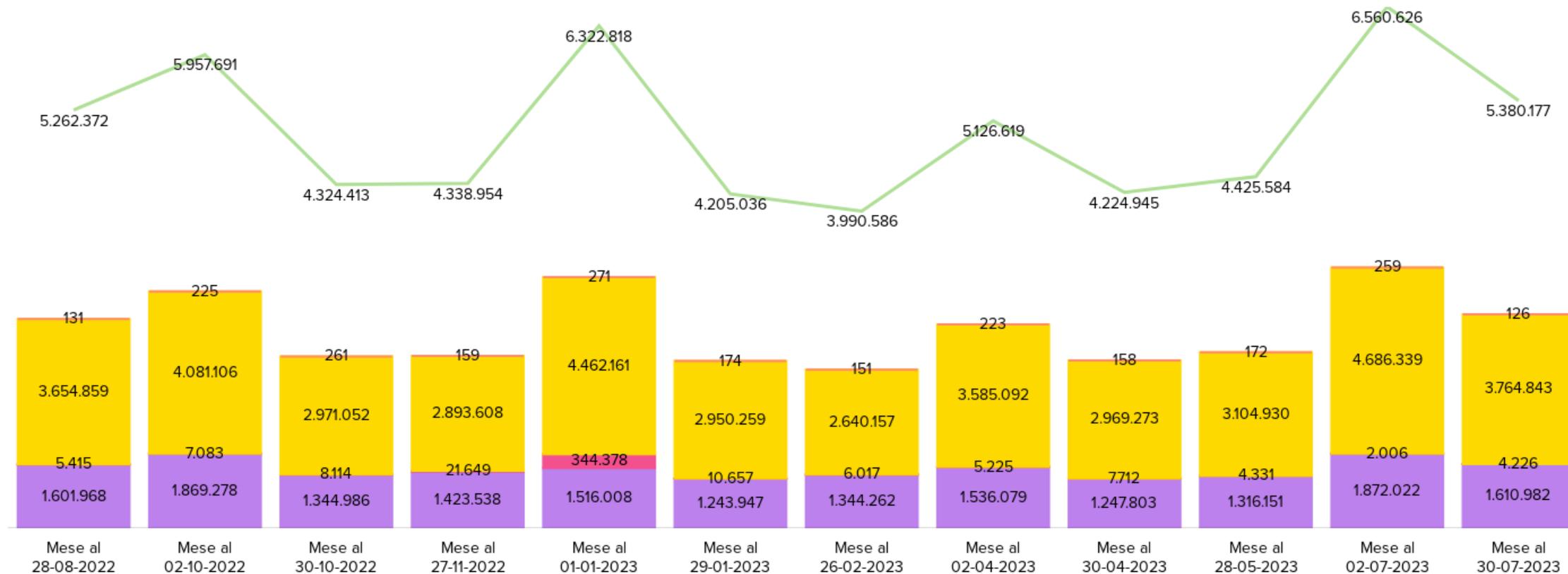
Dettaglio categorie: PROSCIUTTO COTTO | TREND VOLUME



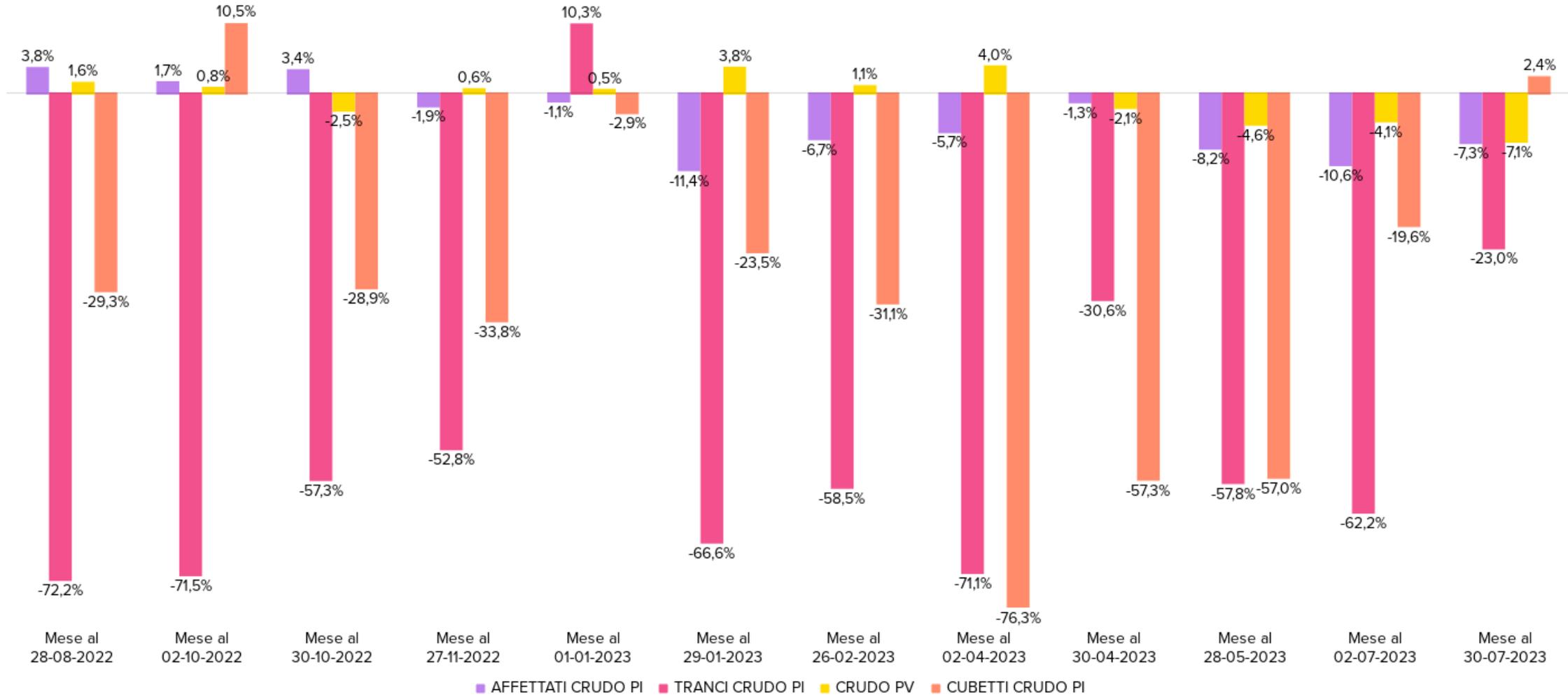
Dettaglio categorie: PROSCIUTTO CRUDO | VOLUME

| | Vendite in Volume | Var % Volume |
|---|-------------------|--------------|
| Prosciutto Crudo (PI+PV), Ultimi 12 mesi | 60.119.823 | -2,0% |

● AFFETTATI CRUDO PI ● TRANCI CRUDO PI ● CRUDO PV ● CUBETTI CRUDO PI ● PI+PV

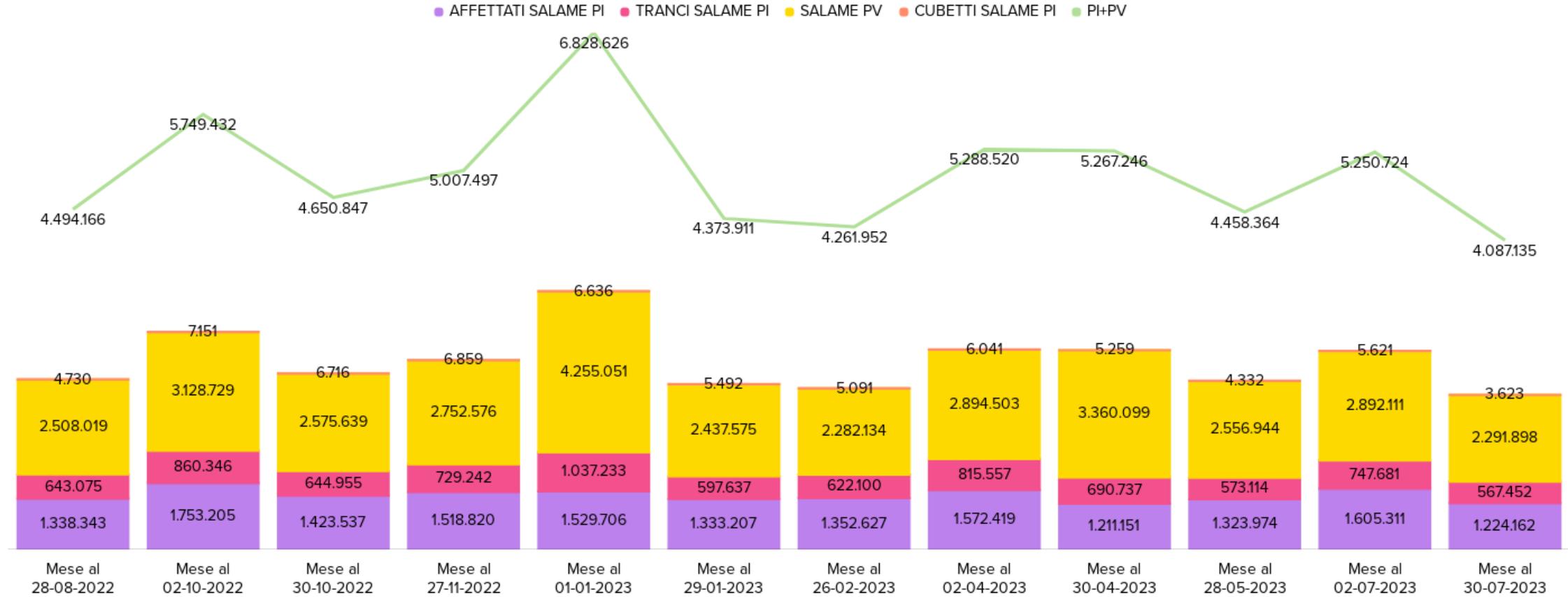


Dettaglio categorie: PROSCIUTTO CRUDO | TREND VOLUME

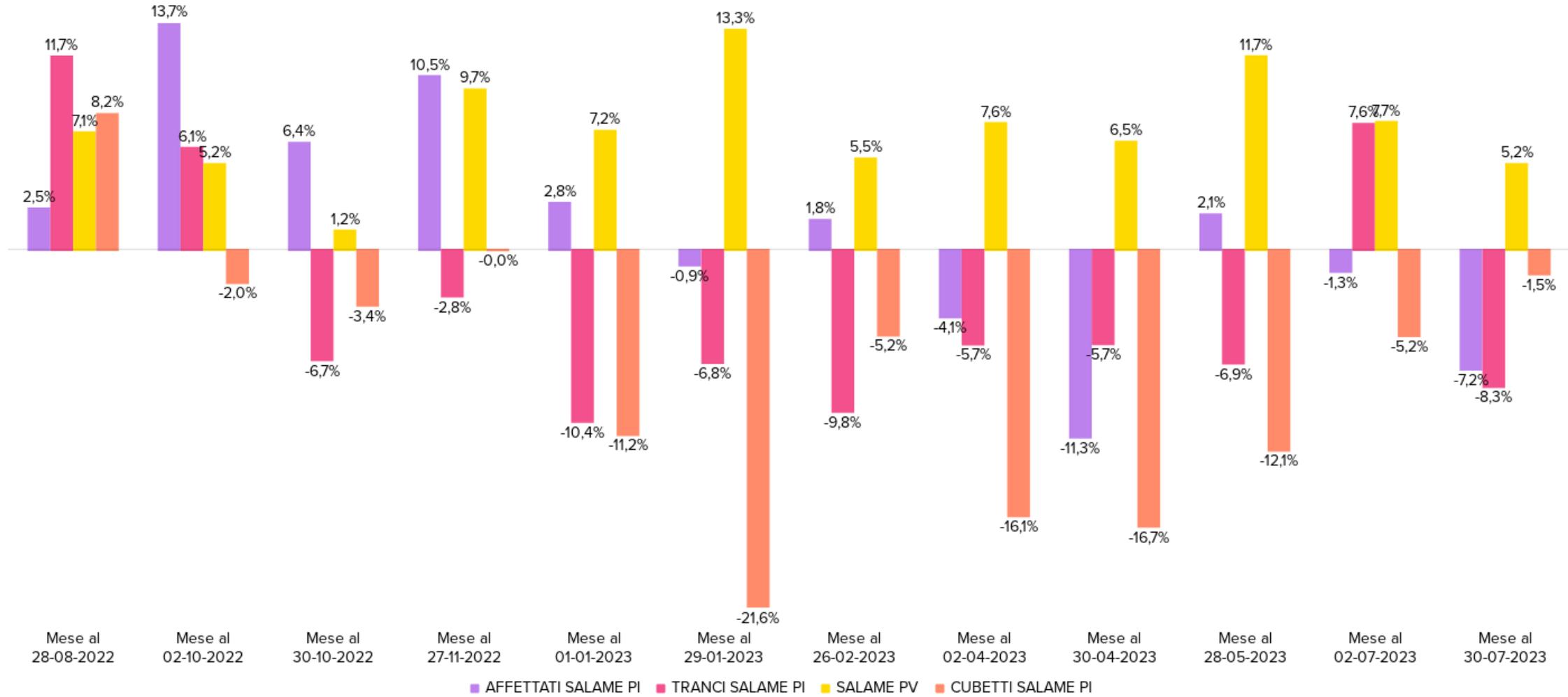


Dettaglio categorie: SALAME | VOLUME

| | Vendite in Volume | Var % Volume |
|---------------------------------------|-------------------|--------------|
| Salame (PI+PV), Ultimi 12 mesi | 59.718.421 | 3,8% |

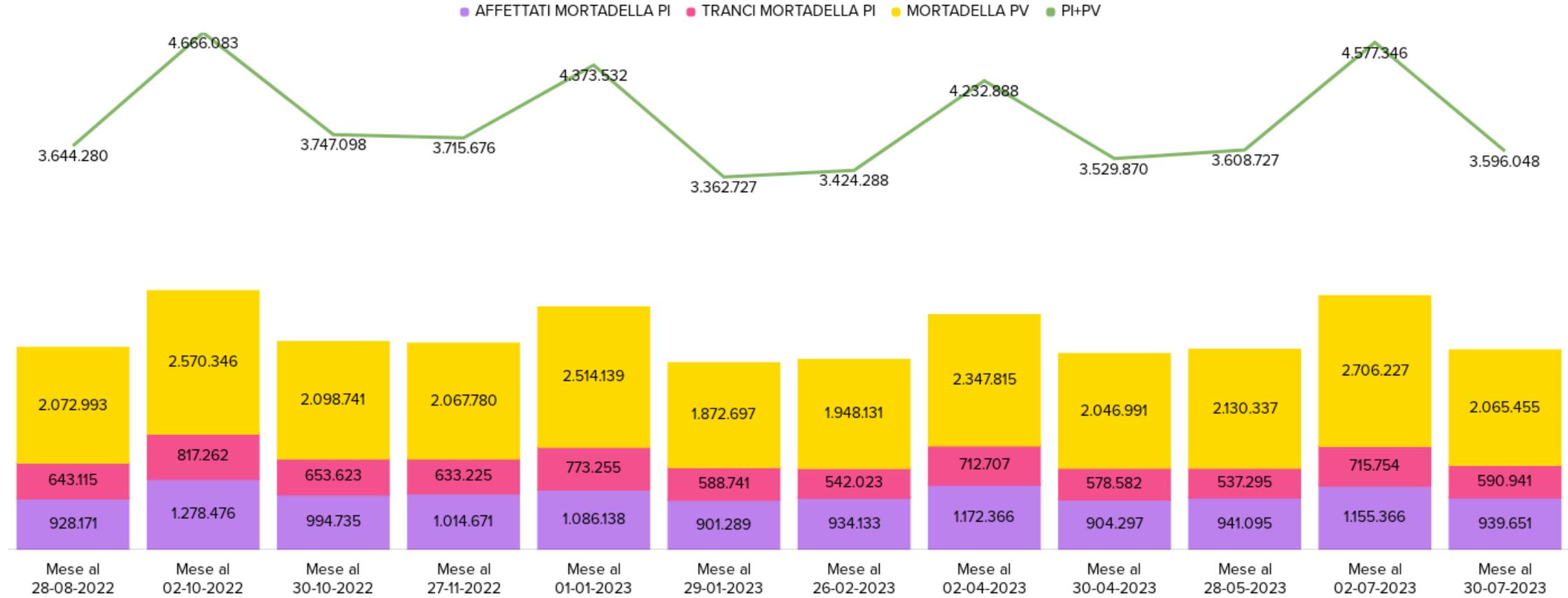


Dettaglio categorie: SALAME | TREND VOLUME



Dettaglio categorie: MORTADELLA | VOLUME

| | Vendite in Volume | Var % Volume |
|---|-------------------|--------------|
| Mortadella (PI+PV), Ultimi 12 mesi | 46.478.563 | 4,0% |

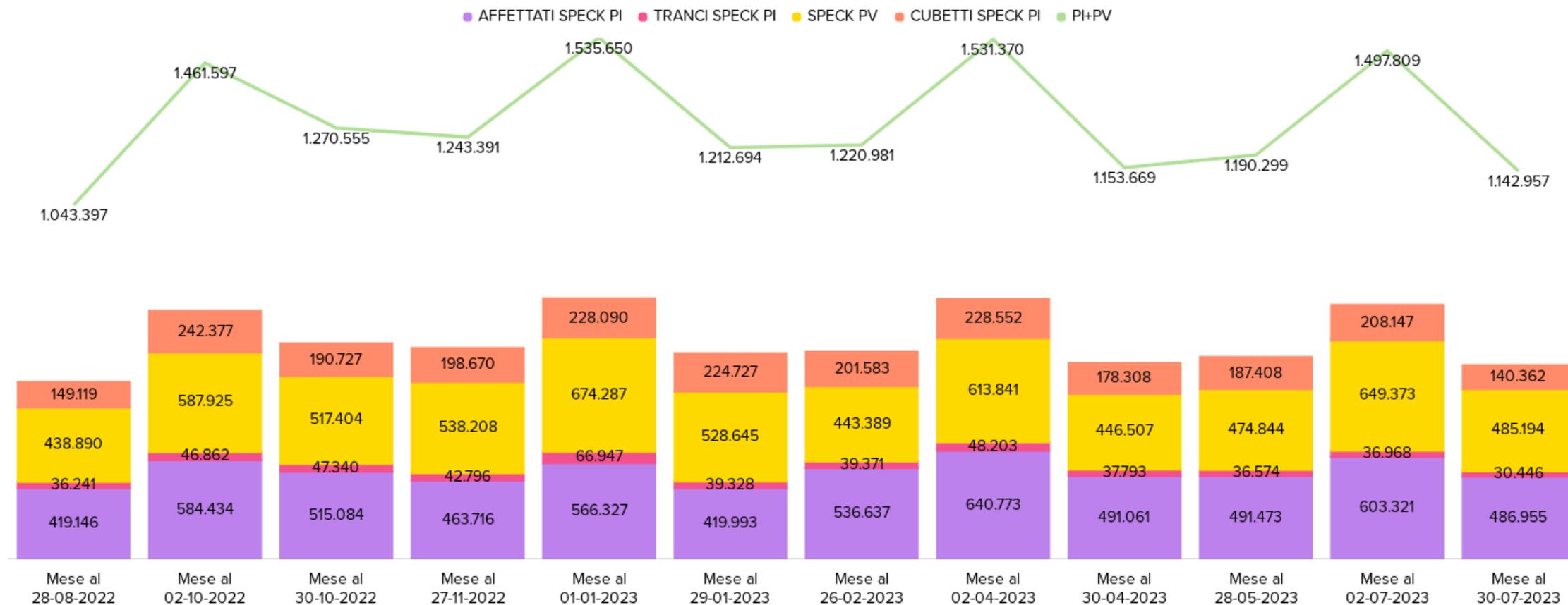


Dettaglio categorie: MORTADELLA | TREND VOLUME

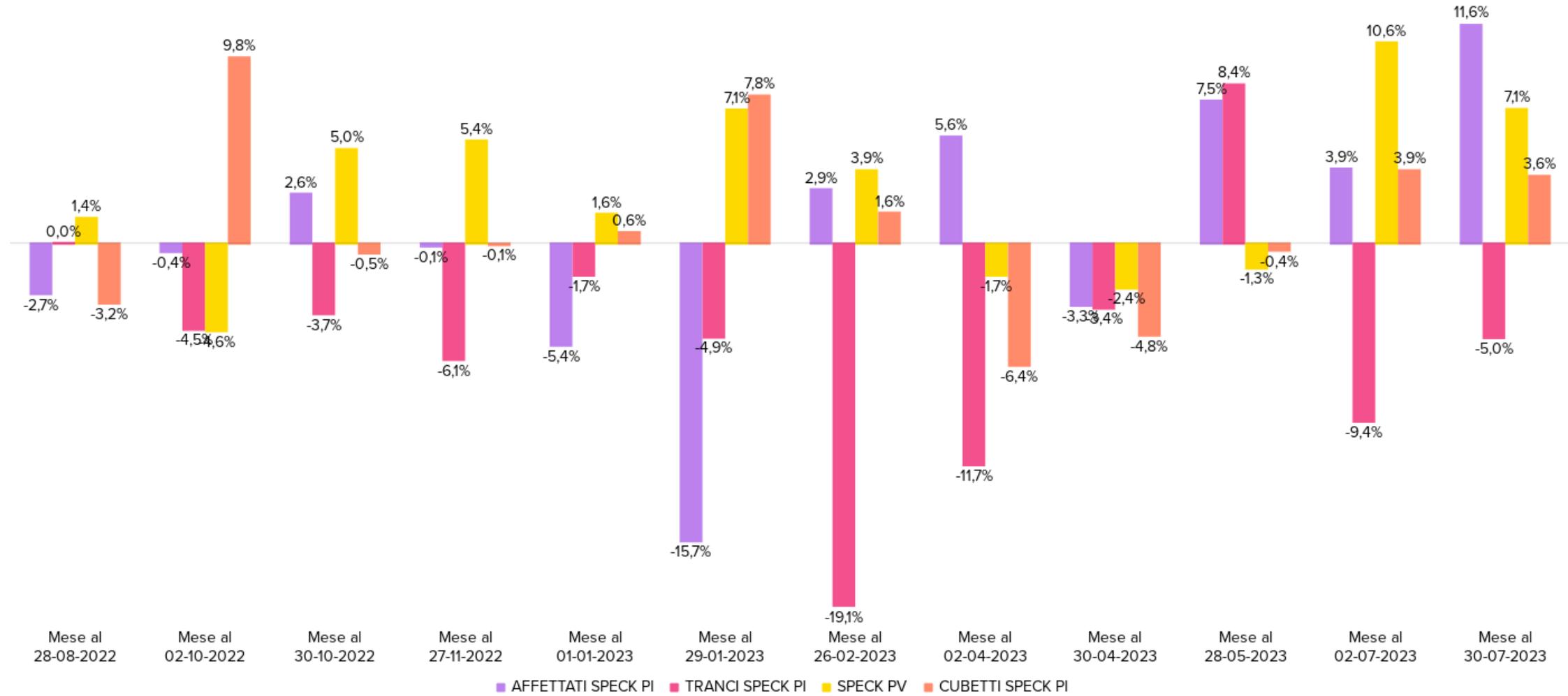


Dettaglio categorie: SPECK | VOLUME

| | Vendite in Volume | Var % Volume |
|--------------------------------------|-------------------|--------------|
| Speck (PI+PV), Ultimi 12 mesi | 15.504.368 | 1,2% |



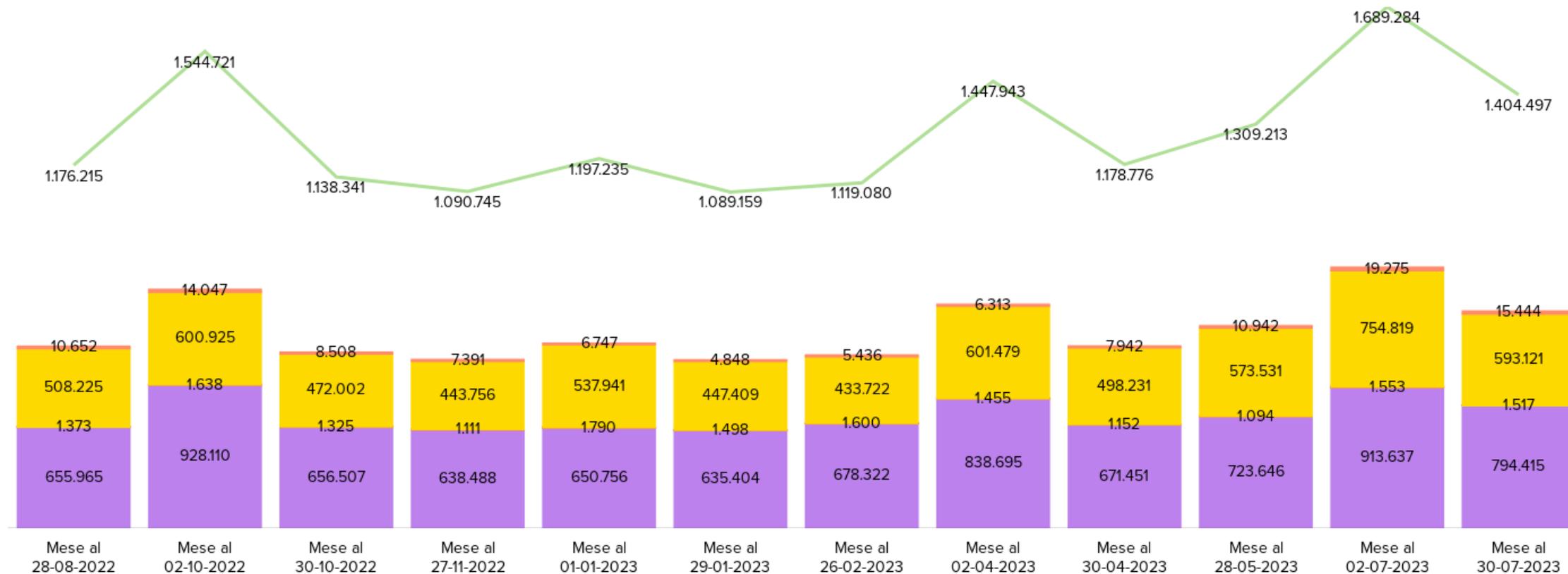
Dettaglio categorie: SPECK | TREND VOLUME



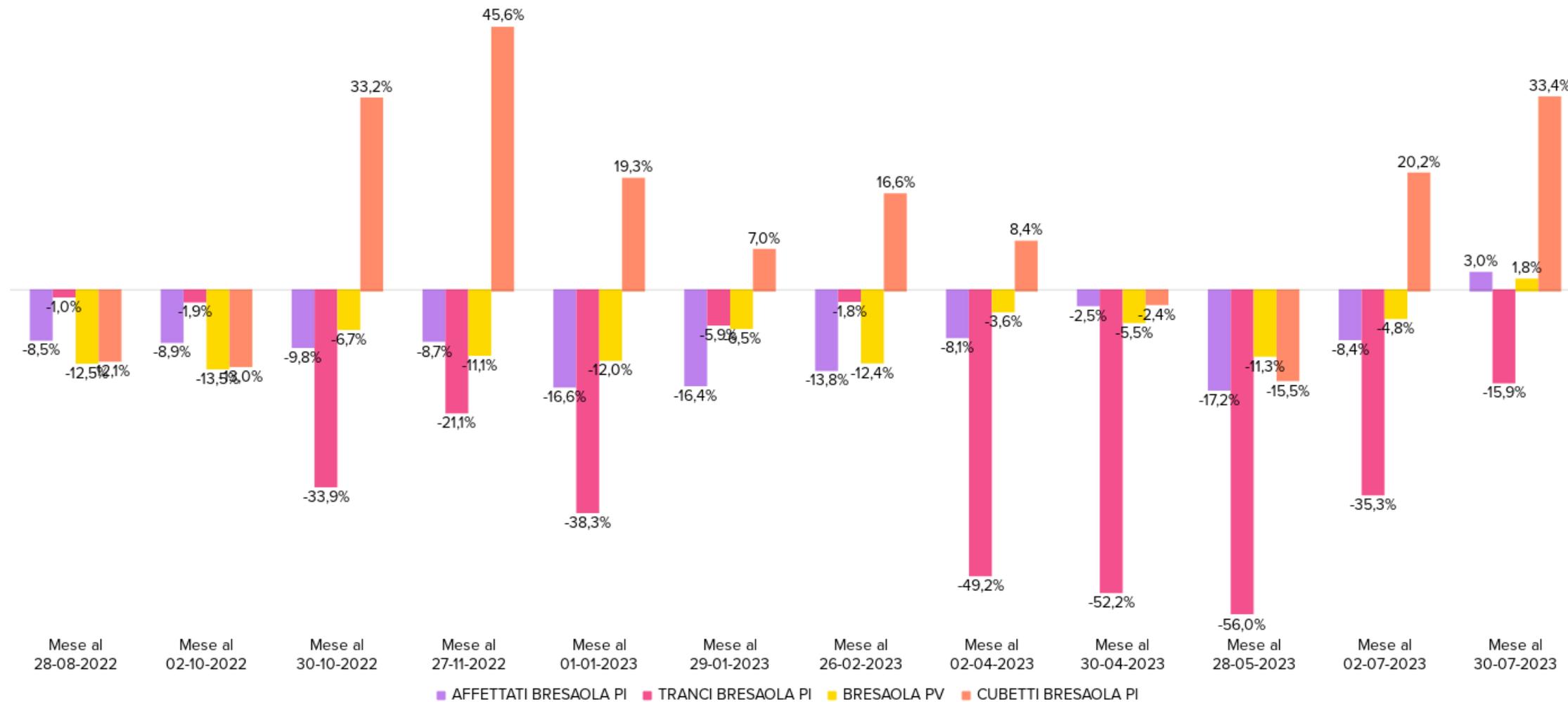
Dettaglio categorie: BRESAOLA | VOLUME

| | Vendite in Volume | Var % Volume |
|---|-------------------|--------------|
| Bresaola (PI+PV), Ultimi 12 mesi | 15.385.208 | -9,0% |

● AFFETTATI BRESAOLA PI
 ● TRANCI BRESAOLA PI
 ● BRESAOLA PV
 ● CUBETTI BRESAOLA PI
 ● PI+PV

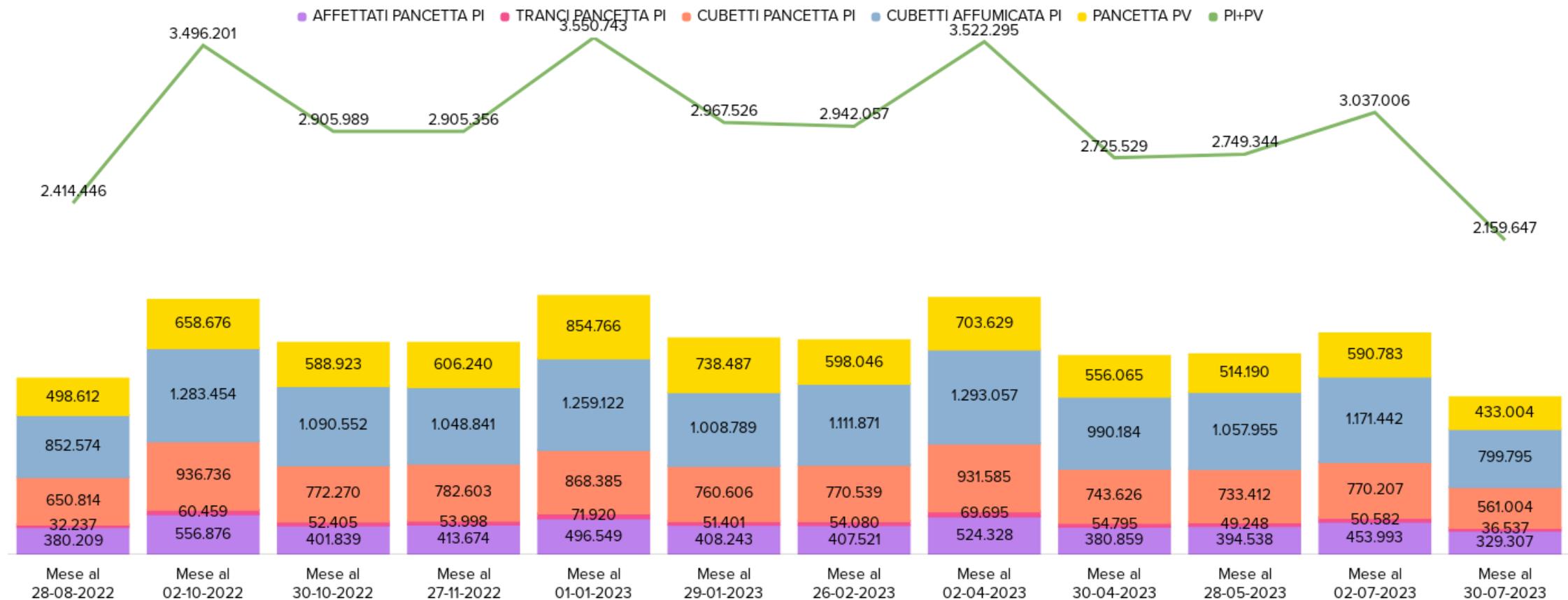


Dettaglio categorie: BRESAOLA | TREND VOLUME

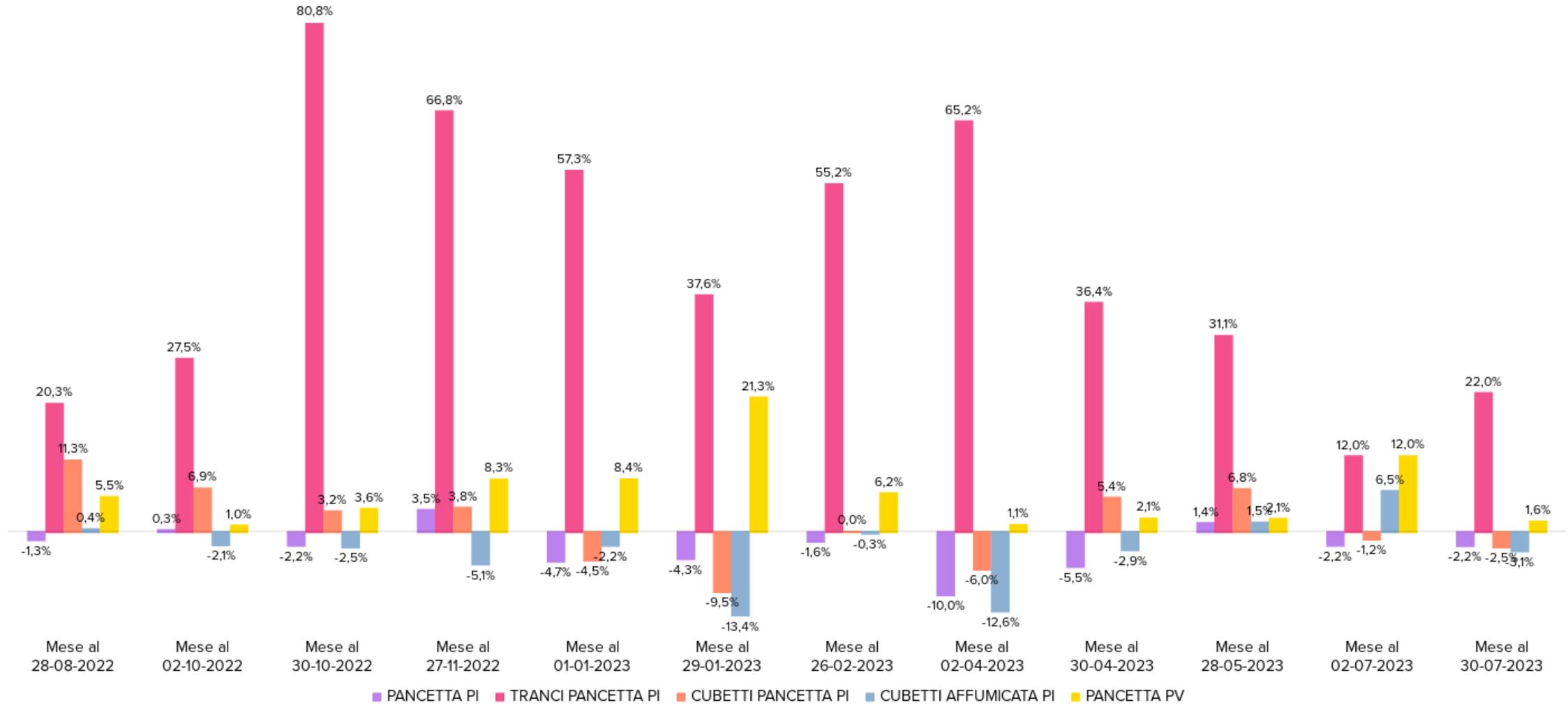


Dettaglio categorie: PANCETTA | VOLUME

| | Vendite in Volume | Var % Volume |
|---|-------------------|--------------|
| Pancetta (PI+PV), Ultimi 12 mesi | 35.376.139 | 0,3% |

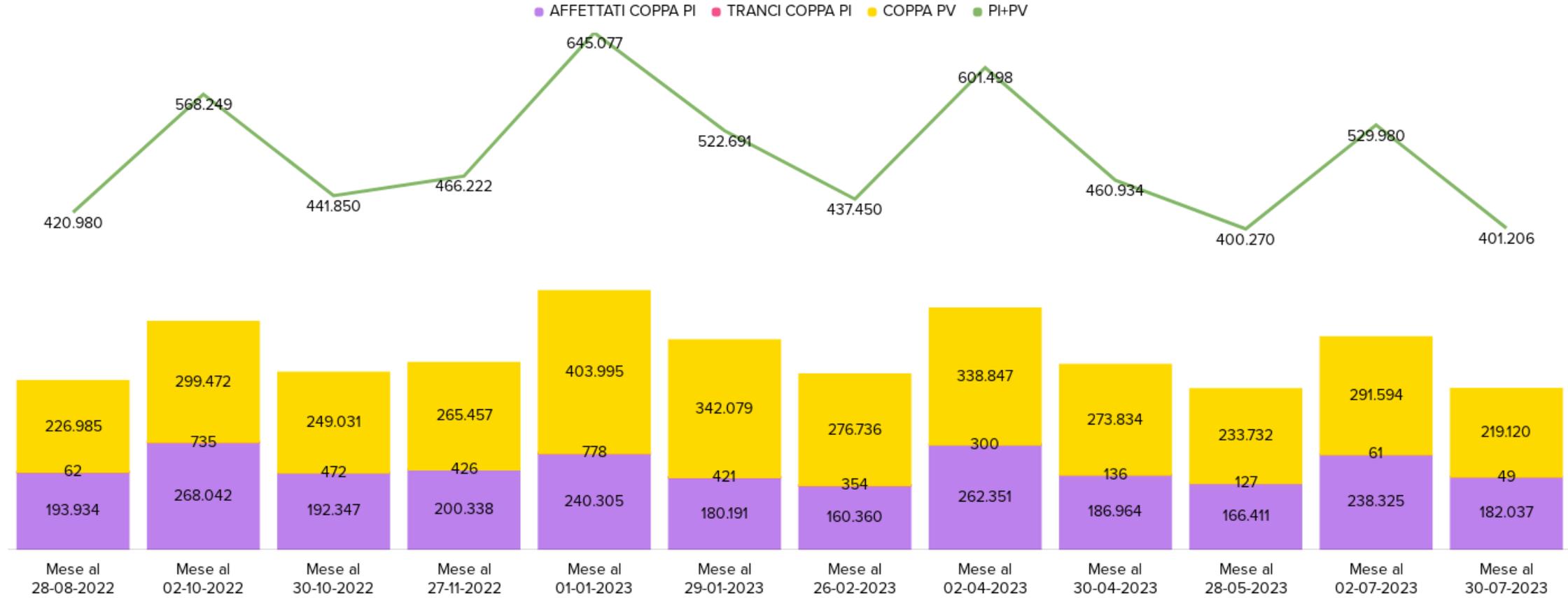


Dettaglio categorie: PANCETTA | TREND VOLUME



Dettaglio categorie: COPPA | VOLUME

| | Vendite in Volume | Var % Volume |
|--------------------------------------|-------------------|--------------|
| Coppa (PI+PV), Ultimi 12 mesi | 5.896.406 | 3,6% |



Dettaglio categorie: COPPA | TREND VOLUME



SALUMI A PESO IMPOSTO: Focus su DOP/IGP

Geo:

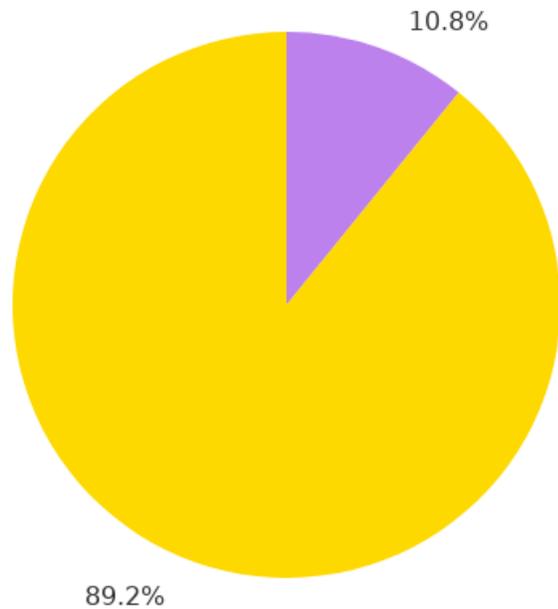
- *Peso Imposto Totale Italia (incl. Discount)*
- *Peso Variabile IS+SPT*

Time:

- *Ultimi 12 mesi terminanti a: Mese al 30-07-2023*
- *Ultime 13 settimane aggiornate a: Settimana al 30-07-2023*

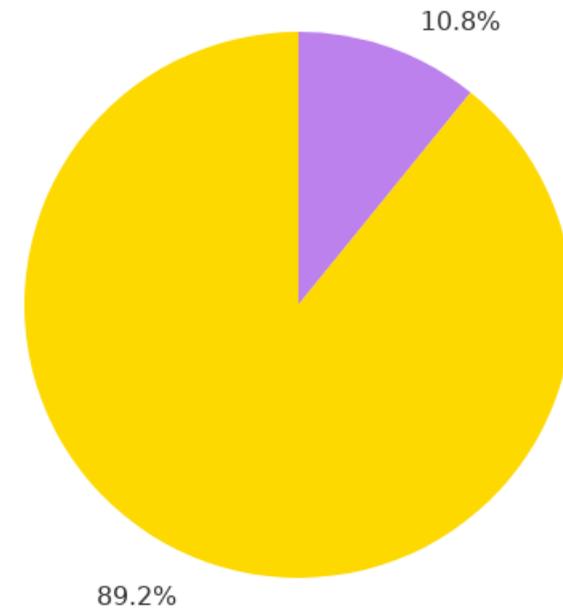
| | Vendite in Volume | Var % Vendite in Volume vs AP | Vendite in Valore | Var % Vendite in Valore vs AP |
|-------------------------------------|-------------------|-------------------------------|-------------------|-------------------------------|
| T MERCATO (No Wurstel) | 189.642.332 | -1,7% | 3.435.025.305 | 6,0% |
| T Salumi a DENOMINAZIONE | 20.521.471 | -5,2% | 553.158.673 | -0,2% |
| T Salumi NON a DENOMINAZIONE | 169.120.861 | -1,3% | 2.881.866.632 | 7,3% |

Q.ta Volume



■ A DENOMINAZIONE ■ NON A DENOMINAZIONE

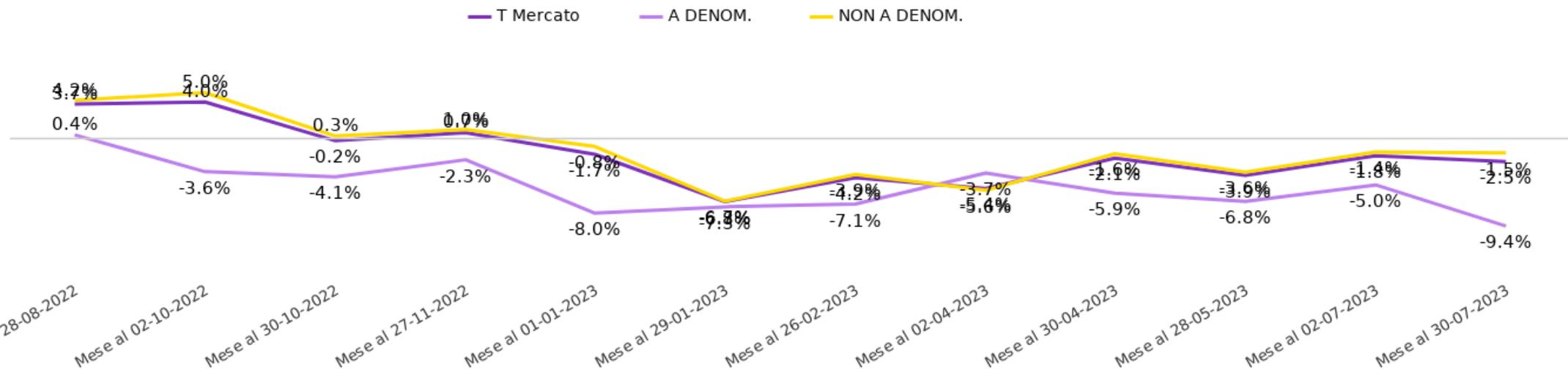
Q.ta Valore



■ A DENOMINAZIONE ■ NON A DENOMINAZIONE

Vendite in Volume

| Tot Italia (incl. Discount) | Mese al 28-08-2022 | Mese al 02-10-2022 | Mese al 30-10-2022 | Mese al 27-11-2022 | Mese al 01-01-2023 | Mese al 29-01-2023 | Mese al 26-02-2023 | Mese al 02-04-2023 | Mese al 30-04-2023 | Mese al 28-05-2023 | Mese al 02-07-2023 | Mese al 30-07-2023 |
|-------------------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| T MERCATO (No Wurstel) | 14.264.100 | 19.325.005 | 14.914.610 | 15.090.853 | 17.459.962 | 14.179.951 | 14.540.886 | 18.315.595 | 14.253.069 | 14.590.889 | 18.248.852 | 14.458.559 |
| T Salumi a DENOMINAZIONE | 1.589.591 | 2.102.708 | 1.628.603 | 1.553.366 | 1.929.461 | 1.466.247 | 1.582.958 | 1.955.419 | 1.547.707 | 1.574.137 | 2.022.334 | 1.568.942 |
| T Salumi NON a DENOMINAZIONE | 12.674.509 | 17.222.297 | 13.286.008 | 13.537.487 | 15.530.502 | 12.713.704 | 12.957.928 | 16.360.176 | 12.705.362 | 13.016.753 | 16.226.518 | 12.889.618 |



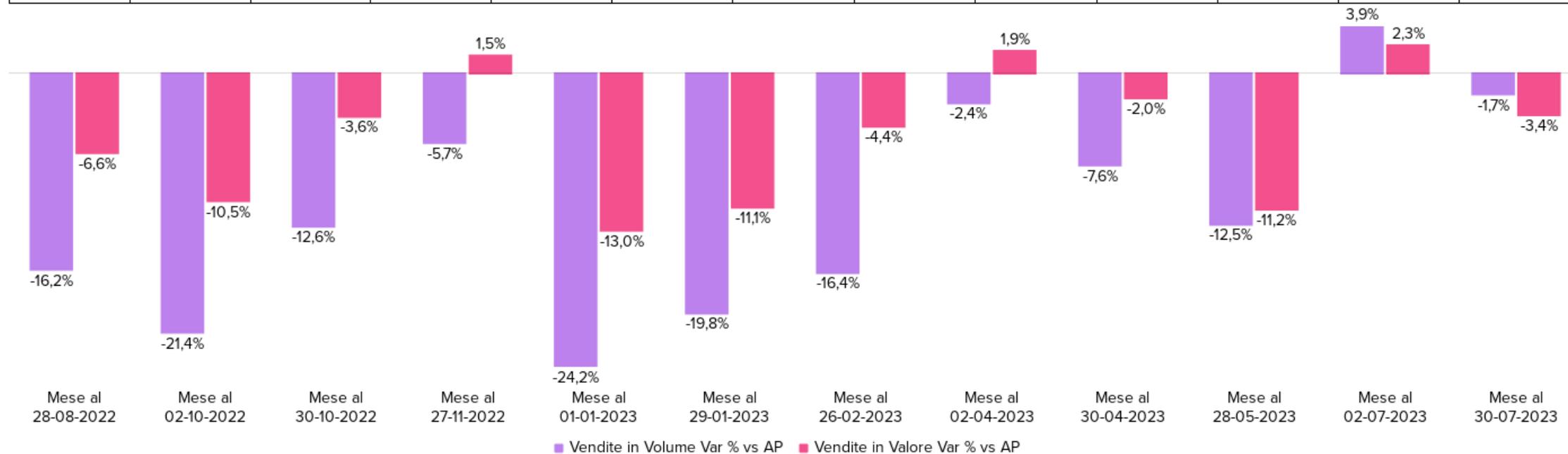
| | | | | | | | | | | | | |
|--------------------------------------|------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Vendite Vol Var % vs AP T Mercato | 3.7% | 4.0% | -0.2% | 0.7% | -1.7% | -6.8% | -4.2% | -5.4% | -2.1% | -3.9% | -1.8% | -2.5% |
| Vendite Vol Var % vs AP A DENOM. | 0.4% | -3.6% | -4.1% | -2.3% | -8.0% | -7.3% | -7.1% | -3.7% | -5.9% | -6.8% | -5.0% | -9.4% |
| Vendite Vol Var % vs AP NON A DENOM. | 4.2% | 5.0% | 0.3% | 1.0% | -0.8% | -6.7% | -3.9% | -5.6% | -1.6% | -3.6% | -1.4% | -1.5% |

T Bresaola della Valtellina IGP

| V VOL | Var % VOL |
|-----------|-----------|
| 4.332.411 | -11,6% |

| V VAL | Var % VAL |
|-------------|-----------|
| 163.387.537 | -5,0% |

| Tot Italia (incl. Discount) | Mese al 28-08-2022 | Mese al 02-10-2022 | Mese al 30-10-2022 | Mese al 27-11-2022 | Mese al 01-01-2023 | Mese al 29-01-2023 | Mese al 26-02-2023 | Mese al 02-04-2023 | Mese al 30-04-2023 | Mese al 28-05-2023 | Mese al 02-07-2023 | Mese al 30-07-2023 |
|-----------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Vendite in Volume | 309.241 | 431.312 | 317.705 | 317.056 | 320.690 | 298.215 | 355.560 | 440.987 | 326.858 | 367.138 | 494.013 | 353.637 |
| Vendite in Valore | 12.076.927 | 16.570.599 | 11.985.195 | 11.929.777 | 12.282.013 | 11.554.050 | 12.832.506 | 16.495.674 | 12.429.680 | 13.424.814 | 18.304.002 | 13.502.298 |

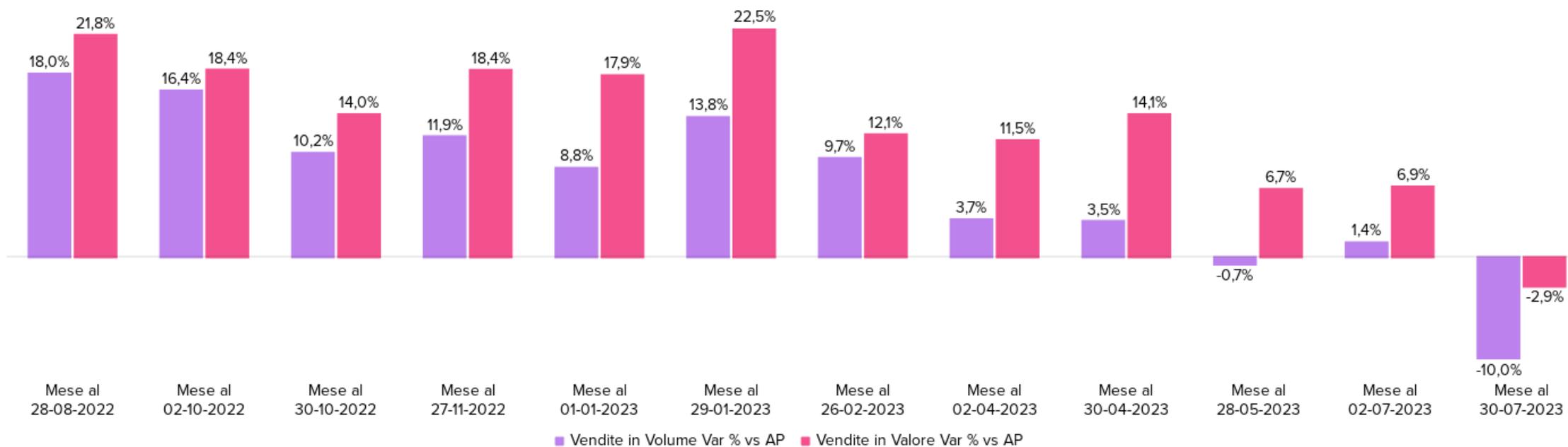


T Mortadella Bologna IGP

| V VOL | Var % VOL |
|-----------|-----------|
| 4.772.357 | 6,8% |

| V VAL | Var % VAL |
|------------|-----------|
| 69.186.612 | 12,9% |

| Tot Italia (incl. Discount) | Mese al 28-08-2022 | Mese al 02-10-2022 | Mese al 30-10-2022 | Mese al 27-11-2022 | Mese al 01-01-2023 | Mese al 29-01-2023 | Mese al 26-02-2023 | Mese al 02-04-2023 | Mese al 30-04-2023 | Mese al 28-05-2023 | Mese al 02-07-2023 | Mese al 30-07-2023 |
|-----------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Vendite in Volume | 358.479 | 499.564 | 372.545 | 378.081 | 420.416 | 349.536 | 419.541 | 445.223 | 354.392 | 351.039 | 446.869 | 376.670 |
| Vendite in Valore | 5.142.148 | 6.851.671 | 5.274.697 | 5.369.762 | 6.168.546 | 5.014.800 | 5.853.903 | 6.537.996 | 5.244.558 | 5.352.817 | 6.756.571 | 5.619.143 |

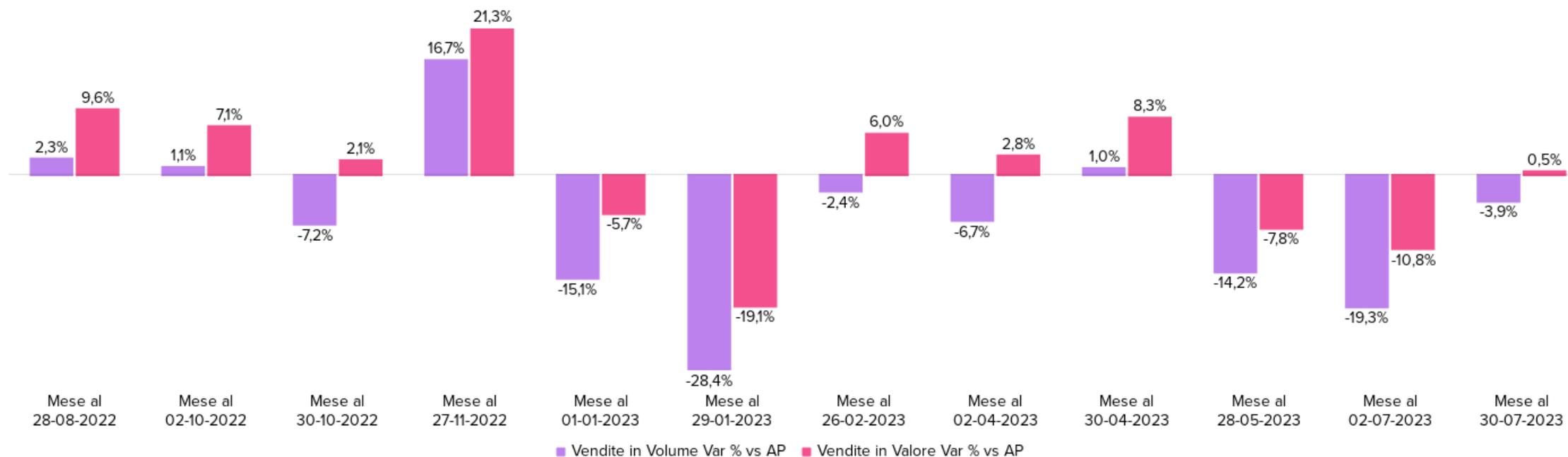


T Prosciutto di Carpegna DOP

| V VOL | Var % VOL |
|--------|-----------|
| 65.012 | -7,6% |

| V VAL | Var % VAL |
|-----------|-----------|
| 3.842.362 | 0,1% |

| Tot Italia (incl. Discount) | Mese al 28-08-2022 | Mese al 02-10-2022 | Mese al 30-10-2022 | Mese al 27-11-2022 | Mese al 01-01-2023 | Mese al 29-01-2023 | Mese al 26-02-2023 | Mese al 02-04-2023 | Mese al 30-04-2023 | Mese al 28-05-2023 | Mese al 02-07-2023 | Mese al 30-07-2023 |
|-----------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Vendite in Volume | 6.642 | 6.755 | 4.328 | 4.866 | 6.424 | 4.168 | 5.158 | 5.624 | 3.871 | 4.467 | 7.132 | 5.576 |
| Vendite in Valore | 385.498 | 390.606 | 253.320 | 275.938 | 364.916 | 251.003 | 295.361 | 333.167 | 239.860 | 273.309 | 430.849 | 348.534 |

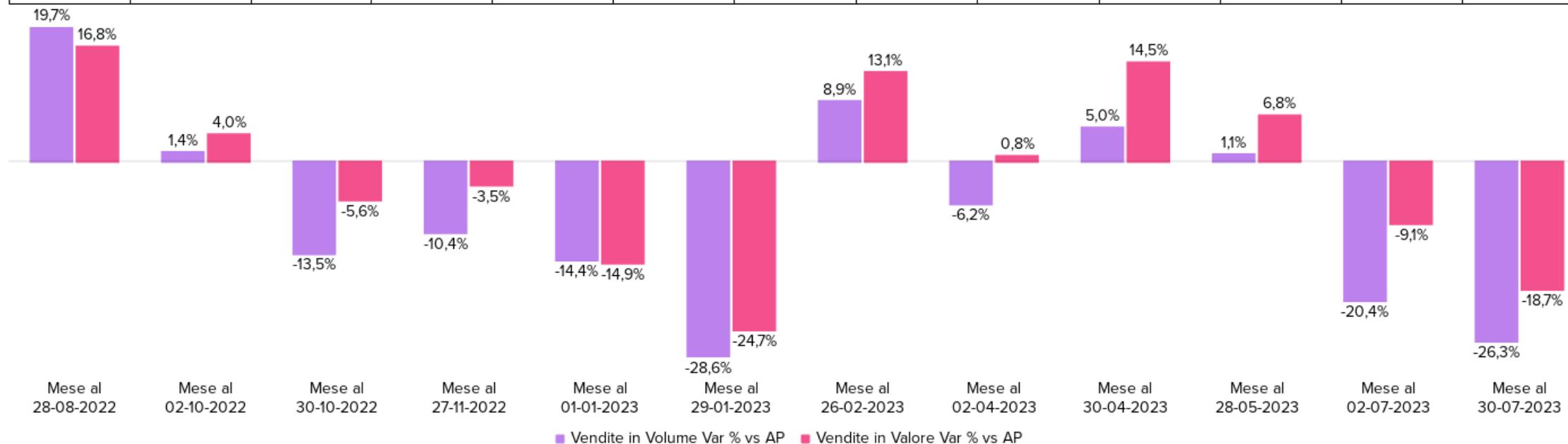


T Prosciutto di Modena DOP

| V VOL | Var % VOL |
|--------|-----------|
| 79.047 | -8,4% |

| V VAL | Var % VAL |
|-----------|-----------|
| 3.573.450 | -3,0% |

| Tot Italia (incl. Discount) | Mese al 28-08-2022 | Mese al 02-10-2022 | Mese al 30-10-2022 | Mese al 27-11-2022 | Mese al 01-01-2023 | Mese al 29-01-2023 | Mese al 26-02-2023 | Mese al 02-04-2023 | Mese al 30-04-2023 | Mese al 28-05-2023 | Mese al 02-07-2023 | Mese al 30-07-2023 |
|-----------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Vendite in Volume | 9.184 | 7.813 | 5.187 | 6.443 | 6.699 | 4.910 | 6.034 | 6.836 | 5.490 | 5.422 | 8.155 | 6.872 |
| Vendite in Valore | 394.462 | 351.400 | 235.914 | 271.309 | 290.703 | 222.733 | 267.087 | 303.947 | 255.421 | 254.730 | 390.462 | 335.282 |

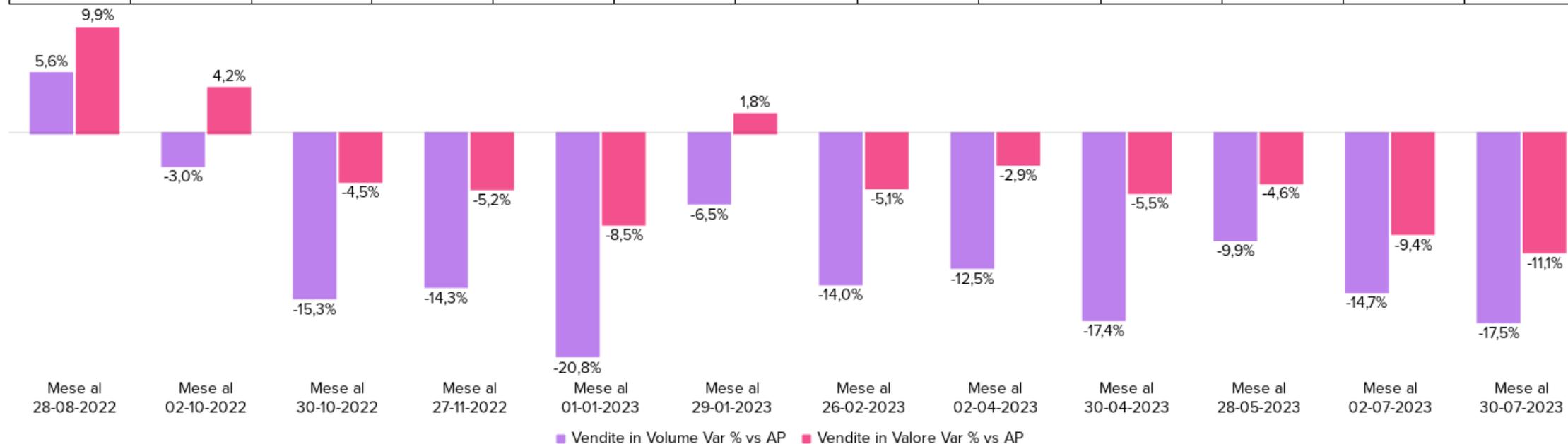


T Prosciutto di Parma DOP

| V VOL | Var % VOL |
|-----------|-----------|
| 1.796.298 | -12,0% |

| V VAL | Var % VAL |
|------------|-----------|
| 76.381.580 | -3,8% |

| Tot Italia (incl. Discount) | Mese al 28-08-2022 | Mese al 02-10-2022 | Mese al 30-10-2022 | Mese al 27-11-2022 | Mese al 01-01-2023 | Mese al 29-01-2023 | Mese al 26-02-2023 | Mese al 02-04-2023 | Mese al 30-04-2023 | Mese al 28-05-2023 | Mese al 02-07-2023 | Mese al 30-07-2023 |
|-----------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Vendite in Volume | 173.541 | 198.154 | 124.109 | 119.494 | 173.585 | 119.300 | 115.302 | 153.216 | 128.032 | 131.289 | 198.366 | 161.911 |
| Vendite in Valore | 7.148.482 | 8.026.641 | 5.279.818 | 5.154.617 | 7.264.226 | 5.048.394 | 4.965.908 | 6.577.668 | 5.498.739 | 5.748.037 | 8.440.998 | 7.228.052 |



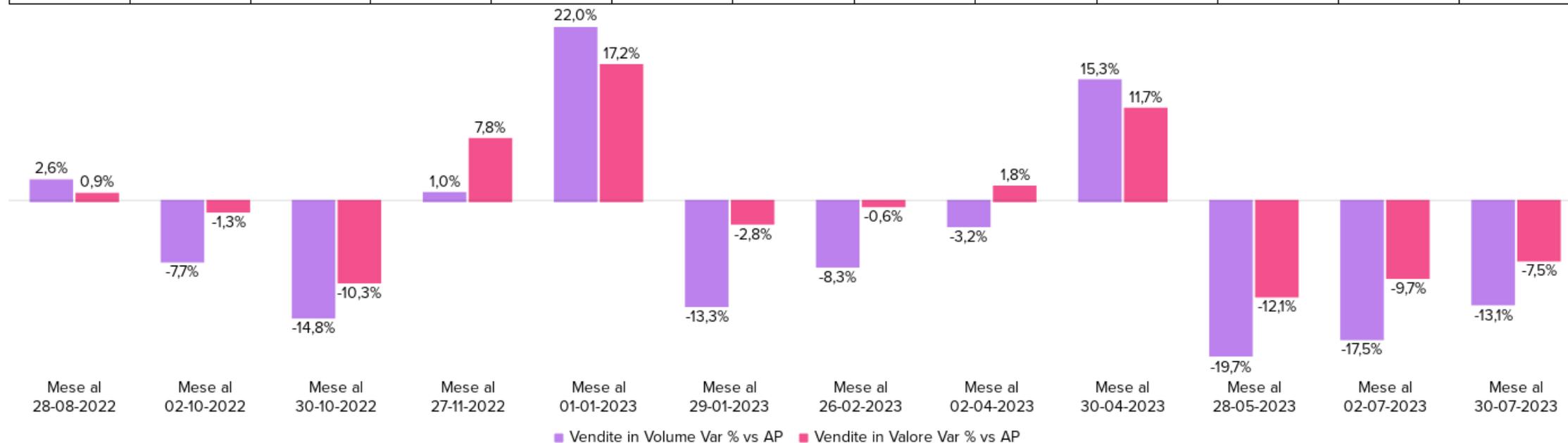
Salumi a Peso Imposto | PROSCIUTTO DI SAN DANIELE DOP

T Prosciutto San Daniele DOP

| V VOL | Var % VOL |
|-----------|-----------|
| 1.046.182 | -5,8% |

| V VAL | Var % VAL |
|------------|-----------|
| 42.248.374 | -1,2% |

| Tot Italia (incl. Discount) | Mese al 28-08-2022 | Mese al 02-10-2022 | Mese al 30-10-2022 | Mese al 27-11-2022 | Mese al 01-01-2023 | Mese al 29-01-2023 | Mese al 26-02-2023 | Mese al 02-04-2023 | Mese al 30-04-2023 | Mese al 28-05-2023 | Mese al 02-07-2023 | Mese al 30-07-2023 |
|-----------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Vendite in Volume | 101.437 | 114.109 | 69.562 | 80.315 | 108.029 | 70.832 | 62.500 | 88.872 | 71.305 | 76.205 | 110.261 | 92.755 |
| Vendite in Valore | 3.972.781 | 4.498.840 | 2.832.290 | 3.158.894 | 4.081.440 | 2.905.894 | 2.603.220 | 3.604.648 | 2.912.842 | 3.104.464 | 4.651.967 | 3.921.094 |

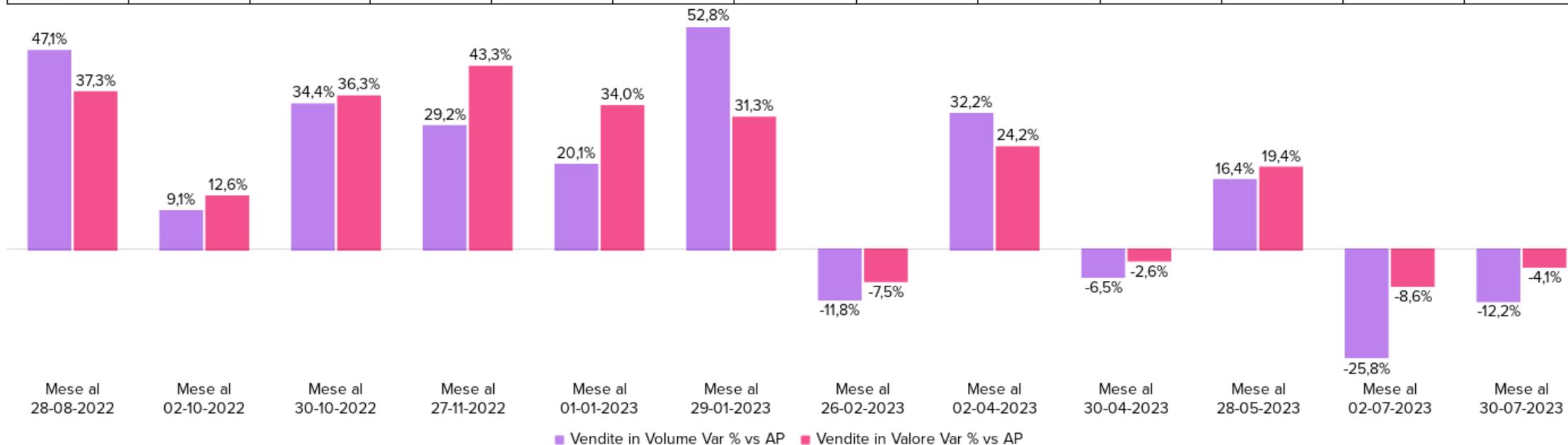


T Crudo di Norcia IGP

| V VOL | Var % VOL |
|---------|-----------|
| 347.416 | 11,2% |

| V VAL | Var % VAL |
|------------|-----------|
| 12.255.542 | 15,9% |

| Tot Italia (incl. Discount) | Mese al 28-08-2022 | Mese al 02-10-2022 | Mese al 30-10-2022 | Mese al 27-11-2022 | Mese al 01-01-2023 | Mese al 29-01-2023 | Mese al 26-02-2023 | Mese al 02-04-2023 | Mese al 30-04-2023 | Mese al 28-05-2023 | Mese al 02-07-2023 | Mese al 30-07-2023 |
|-----------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Vendite in Volume | 33.172 | 40.042 | 31.517 | 27.566 | 40.741 | 25.027 | 20.337 | 28.139 | 22.630 | 21.975 | 31.405 | 24.866 |
| Vendite in Valore | 1.168.414 | 1.347.091 | 1.082.304 | 973.042 | 1.421.460 | 823.076 | 686.219 | 914.921 | 787.538 | 825.436 | 1.262.571 | 963.471 |

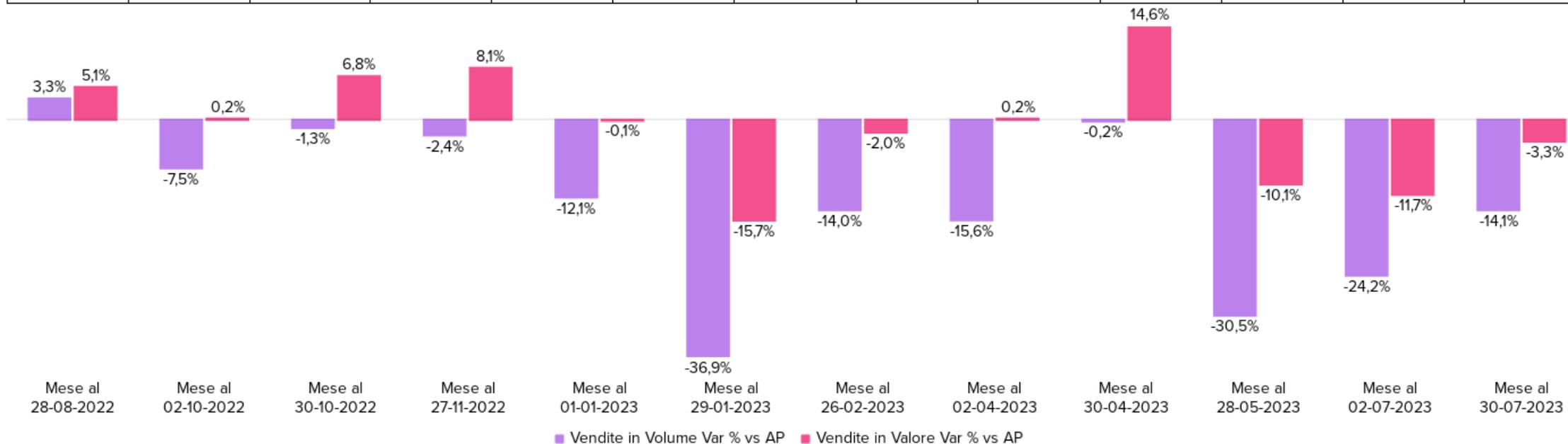


T Prosciutto Toscano DOP

| V VOL | Var % VOL |
|---------|-----------|
| 237.755 | -14,3% |

| V VAL | Var % VAL |
|------------|-----------|
| 11.310.194 | -1,6% |

| Tot Italia (incl. Discount) | Mese al 28-08-2022 | Mese al 02-10-2022 | Mese al 30-10-2022 | Mese al 27-11-2022 | Mese al 01-01-2023 | Mese al 29-01-2023 | Mese al 26-02-2023 | Mese al 02-04-2023 | Mese al 30-04-2023 | Mese al 28-05-2023 | Mese al 02-07-2023 | Mese al 30-07-2023 |
|-----------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Vendite in Volume | 24.020 | 23.138 | 19.219 | 17.315 | 19.853 | 15.910 | 15.607 | 20.015 | 17.346 | 17.807 | 25.888 | 21.638 |
| Vendite in Valore | 1.069.211 | 1.094.742 | 856.082 | 810.343 | 959.184 | 752.040 | 744.521 | 961.904 | 850.560 | 869.941 | 1.268.516 | 1.073.150 |

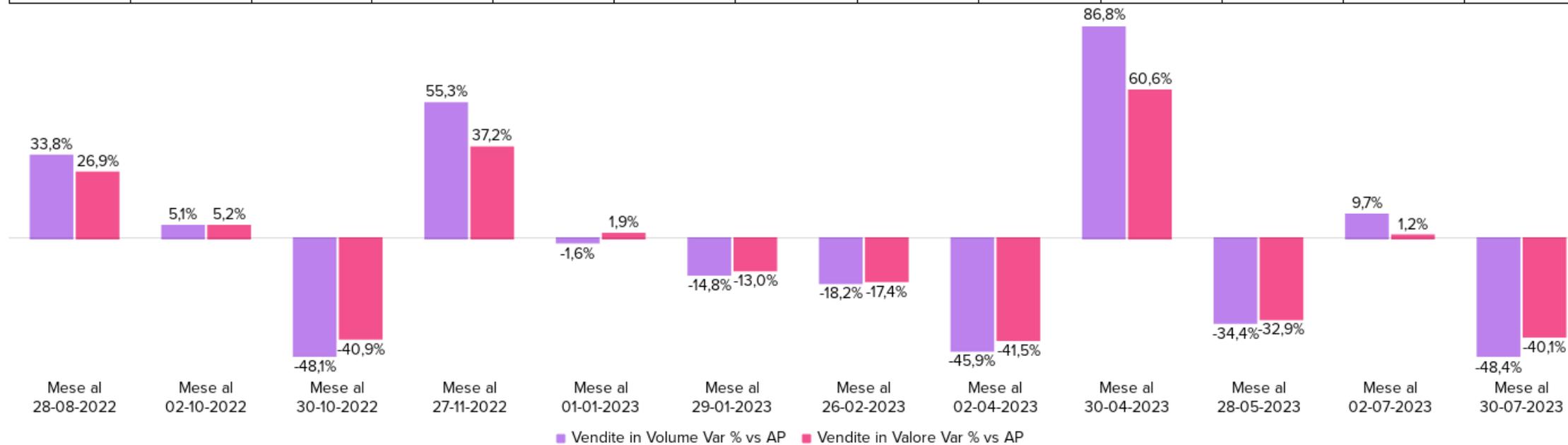


T Salame Brianza DOP

| V VOL | Var % VOL |
|--------|-----------|
| 13.518 | -9,6% |

| V VAL | Var % VAL |
|---------|-----------|
| 429.108 | -9,2% |

| Tot Italia (incl. Discount) | Mese al 28-08-2022 | Mese al 02-10-2022 | Mese al 30-10-2022 | Mese al 27-11-2022 | Mese al 01-01-2023 | Mese al 29-01-2023 | Mese al 26-02-2023 | Mese al 02-04-2023 | Mese al 30-04-2023 | Mese al 28-05-2023 | Mese al 02-07-2023 | Mese al 30-07-2023 |
|-----------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Vendite in Volume | 1.019 | 1.028 | 759 | 1.284 | 2.054 | 688 | 647 | 839 | 1.674 | 1.016 | 1.581 | 929 |
| Vendite in Valore | 33.727 | 35.334 | 25.362 | 38.513 | 59.953 | 23.612 | 22.071 | 28.573 | 49.287 | 32.622 | 48.702 | 31.353 |

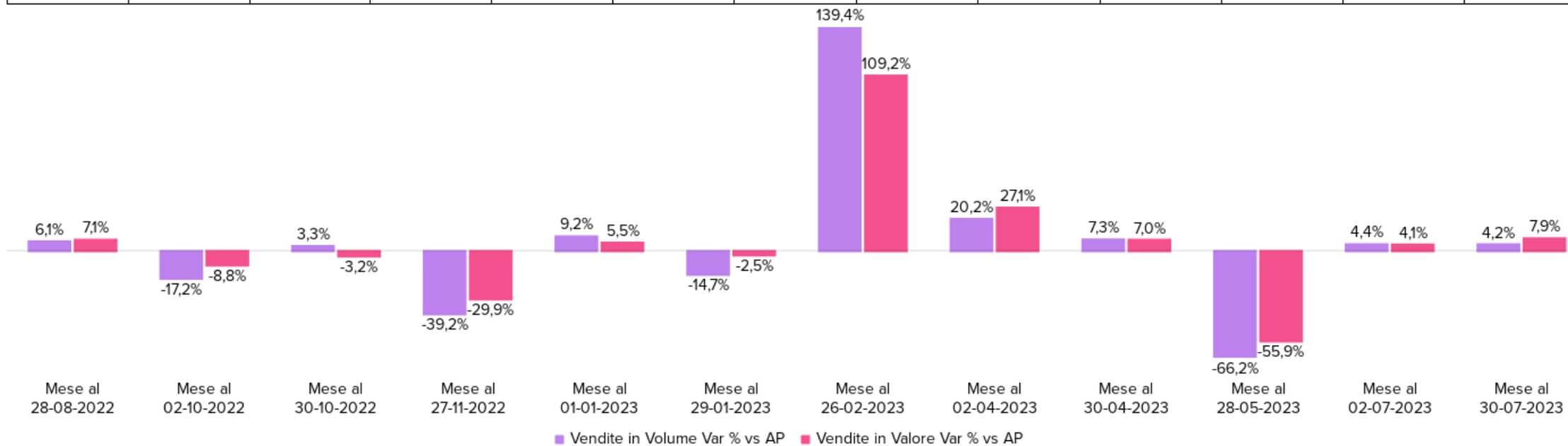


T Salame di Varzi DOP

| V VOL | Var % VOL |
|--------|-----------|
| 45.711 | -2,0% |

| V VAL | Var % VAL |
|-----------|-----------|
| 1.740.351 | 0,8% |

| Tot Italia (incl. Discount) | Mese al 28-08-2022 | Mese al 02-10-2022 | Mese al 30-10-2022 | Mese al 27-11-2022 | Mese al 01-01-2023 | Mese al 29-01-2023 | Mese al 26-02-2023 | Mese al 02-04-2023 | Mese al 30-04-2023 | Mese al 28-05-2023 | Mese al 02-07-2023 | Mese al 30-07-2023 |
|-----------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Vendite in Volume | 3.933 | 4.487 | 2.980 | 1.644 | 6.322 | 1.846 | 5.167 | 3.647 | 4.749 | 1.943 | 4.999 | 3.992 |
| Vendite in Valore | 146.261 | 171.034 | 110.679 | 74.062 | 227.408 | 81.598 | 185.997 | 146.106 | 170.318 | 88.099 | 185.079 | 153.712 |

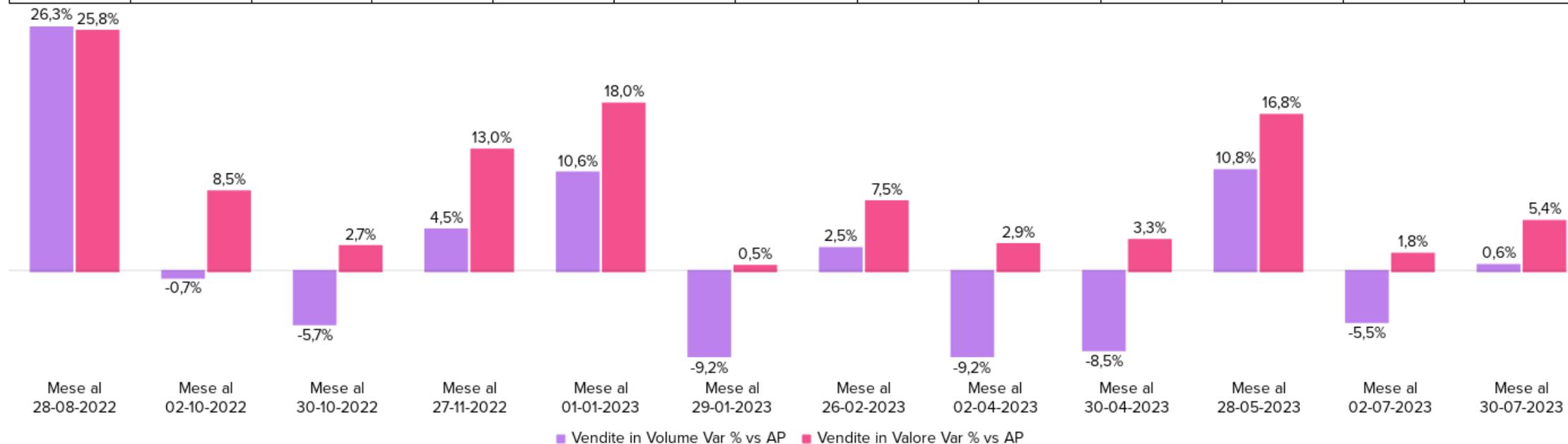


T Salame Felino IGP

| V VOL | Var % VOL |
|---------|-----------|
| 310.747 | 1,1% |

| V VAL | Var % VAL |
|------------|-----------|
| 11.231.291 | 8,7% |

| Tot Italia (incl. Discount) | Mese al 28-08-2022 | Mese al 02-10-2022 | Mese al 30-10-2022 | Mese al 27-11-2022 | Mese al 01-01-2023 | Mese al 29-01-2023 | Mese al 26-02-2023 | Mese al 02-04-2023 | Mese al 30-04-2023 | Mese al 28-05-2023 | Mese al 02-07-2023 | Mese al 30-07-2023 |
|-----------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Vendite in Volume | 31.957 | 28.458 | 24.493 | 22.830 | 28.540 | 18.255 | 23.207 | 27.062 | 25.272 | 26.624 | 28.259 | 25.790 |
| Vendite in Valore | 1.075.540 | 1.036.115 | 871.964 | 825.365 | 1.049.364 | 682.004 | 816.252 | 992.288 | 928.034 | 937.256 | 1.058.614 | 958.496 |

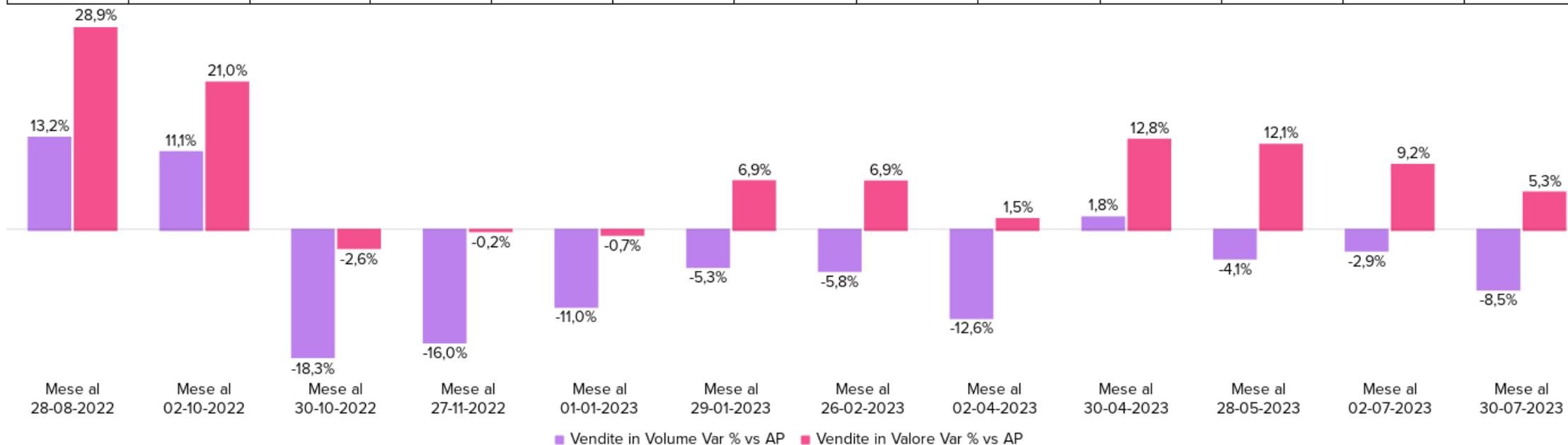


T Cacciatore Italiano DOP

| V VOL | Var % VOL |
|---------|-----------|
| 809.381 | -5,4% |

| V VAL | Var % VAL |
|------------|-----------|
| 13.687.841 | 7,8% |

| Tot Italia (incl. Discount) | Mese al 28-08-2022 | Mese al 02-10-2022 | Mese al 30-10-2022 | Mese al 27-11-2022 | Mese al 01-01-2023 | Mese al 29-01-2023 | Mese al 26-02-2023 | Mese al 02-04-2023 | Mese al 30-04-2023 | Mese al 28-05-2023 | Mese al 02-07-2023 | Mese al 30-07-2023 |
|-----------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Vendite in Volume | 65.374 | 88.627 | 62.068 | 63.582 | 90.360 | 60.163 | 56.994 | 73.311 | 69.770 | 58.518 | 68.810 | 51.803 |
| Vendite in Valore | 1.046.192 | 1.441.336 | 1.031.519 | 1.054.727 | 1.445.832 | 998.615 | 963.804 | 1.245.438 | 1.150.625 | 1.059.399 | 1.267.389 | 982.966 |

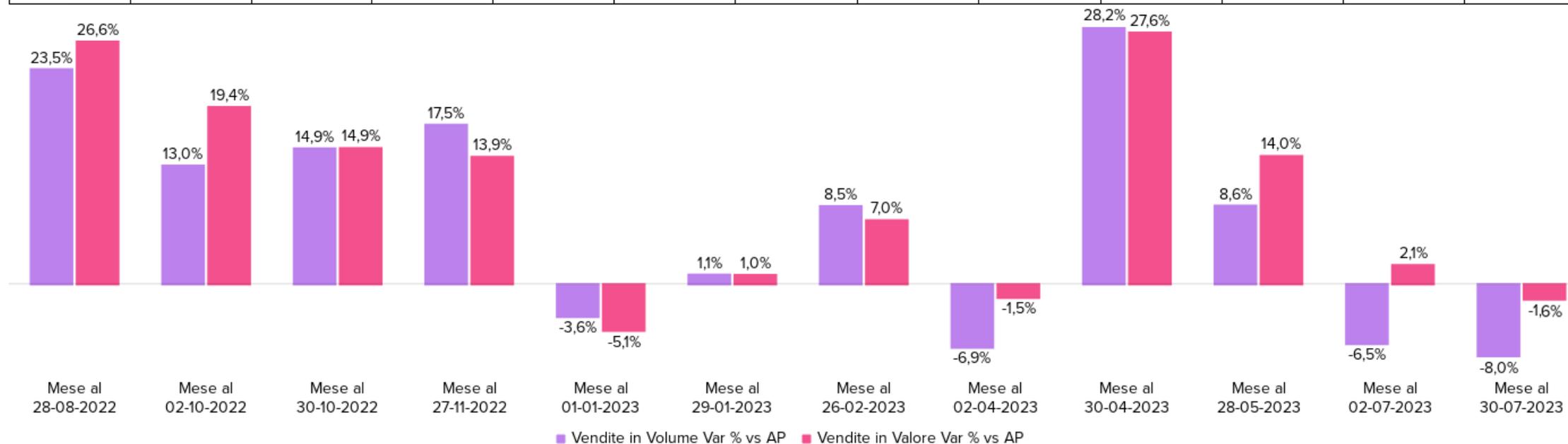


T Salumi di Calabria DOP

| V VOL | Var % VOL |
|--------|-----------|
| 25.071 | 5,9% |

| V VAL | Var % VAL |
|---------|-----------|
| 991.511 | 8,5% |

| Tot Italia (incl. Discount) | Mese al 28-08-2022 | Mese al 02-10-2022 | Mese al 30-10-2022 | Mese al 27-11-2022 | Mese al 01-01-2023 | Mese al 29-01-2023 | Mese al 26-02-2023 | Mese al 02-04-2023 | Mese al 30-04-2023 | Mese al 28-05-2023 | Mese al 02-07-2023 | Mese al 30-07-2023 |
|-----------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Vendite in Volume | 1.842 | 2.219 | 1.962 | 2.067 | 2.655 | 1.816 | 2.009 | 2.135 | 2.182 | 1.945 | 2.533 | 1.707 |
| Vendite in Valore | 73.392 | 87.290 | 74.912 | 79.490 | 100.294 | 71.052 | 76.641 | 87.339 | 85.868 | 79.037 | 103.804 | 72.393 |

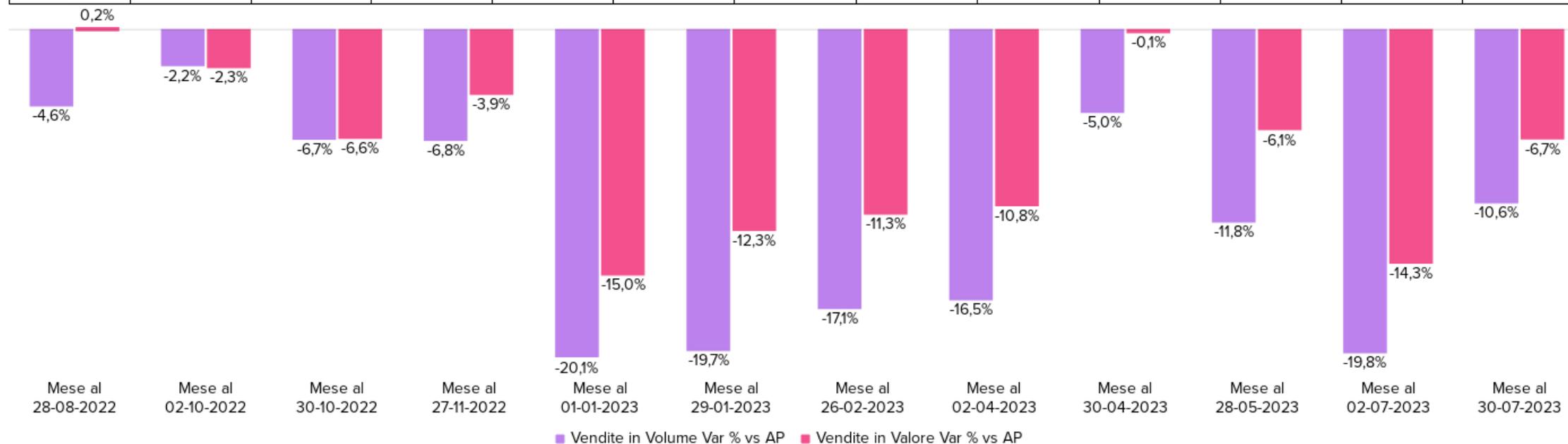


T Salumi Piacentini DOP

| V VOL | Var % VOL |
|---------|-----------|
| 249.882 | -12,2% |

| V VAL | Var % VAL |
|-----------|-----------|
| 7.748.119 | -7,9% |

| Tot Italia (incl. Discount) | Mese al 28-08-2022 | Mese al 02-10-2022 | Mese al 30-10-2022 | Mese al 27-11-2022 | Mese al 01-01-2023 | Mese al 29-01-2023 | Mese al 26-02-2023 | Mese al 02-04-2023 | Mese al 30-04-2023 | Mese al 28-05-2023 | Mese al 02-07-2023 | Mese al 30-07-2023 |
|-----------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Vendite in Volume | 18.718 | 27.752 | 20.764 | 21.324 | 28.711 | 17.441 | 17.676 | 22.214 | 18.921 | 17.734 | 20.928 | 17.697 |
| Vendite in Valore | 594.811 | 819.696 | 608.595 | 652.101 | 859.470 | 551.790 | 558.292 | 701.270 | 603.393 | 567.290 | 668.119 | 563.293 |

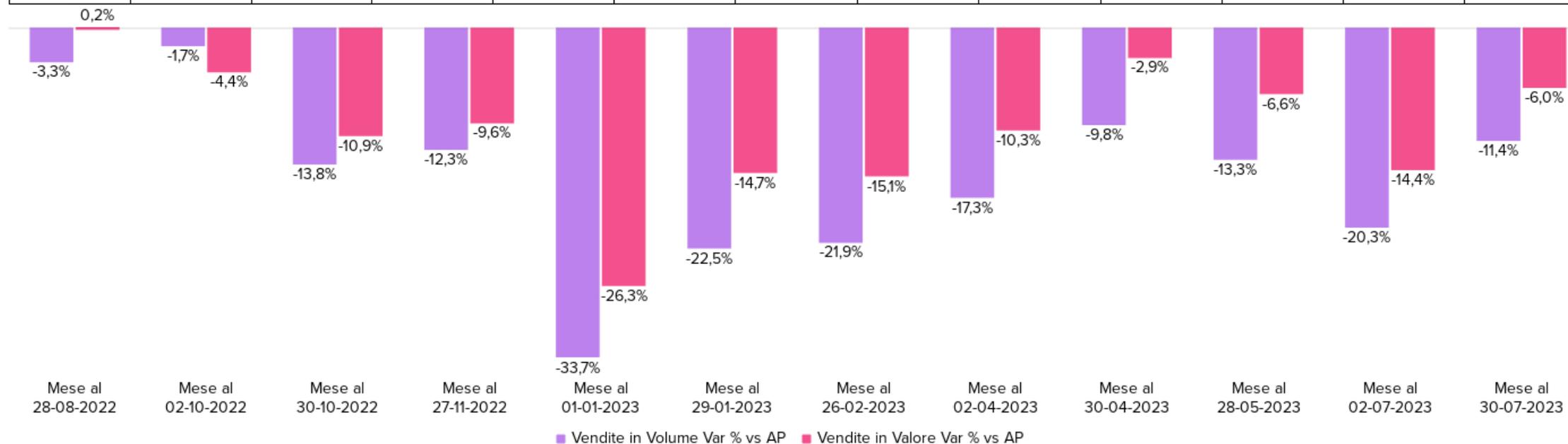


T Coppa Piacentina DOP

| V VOL | Var % VOL |
|---------|-----------|
| 138.516 | -15,9% |

| V VAL | Var % VAL |
|-----------|-----------|
| 4.648.571 | -10,8% |

| Tot Italia (incl. Discount) | Mese al 28-08-2022 | Mese al 02-10-2022 | Mese al 30-10-2022 | Mese al 27-11-2022 | Mese al 01-01-2023 | Mese al 29-01-2023 | Mese al 26-02-2023 | Mese al 02-04-2023 | Mese al 30-04-2023 | Mese al 28-05-2023 | Mese al 02-07-2023 | Mese al 30-07-2023 |
|-----------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Vendite in Volume | 10.912 | 17.041 | 9.707 | 11.985 | 14.200 | 9.479 | 9.560 | 12.740 | 10.488 | 10.193 | 11.516 | 10.695 |
| Vendite in Valore | 370.581 | 517.587 | 332.366 | 386.630 | 471.895 | 323.884 | 329.004 | 431.754 | 364.612 | 348.673 | 407.532 | 364.054 |

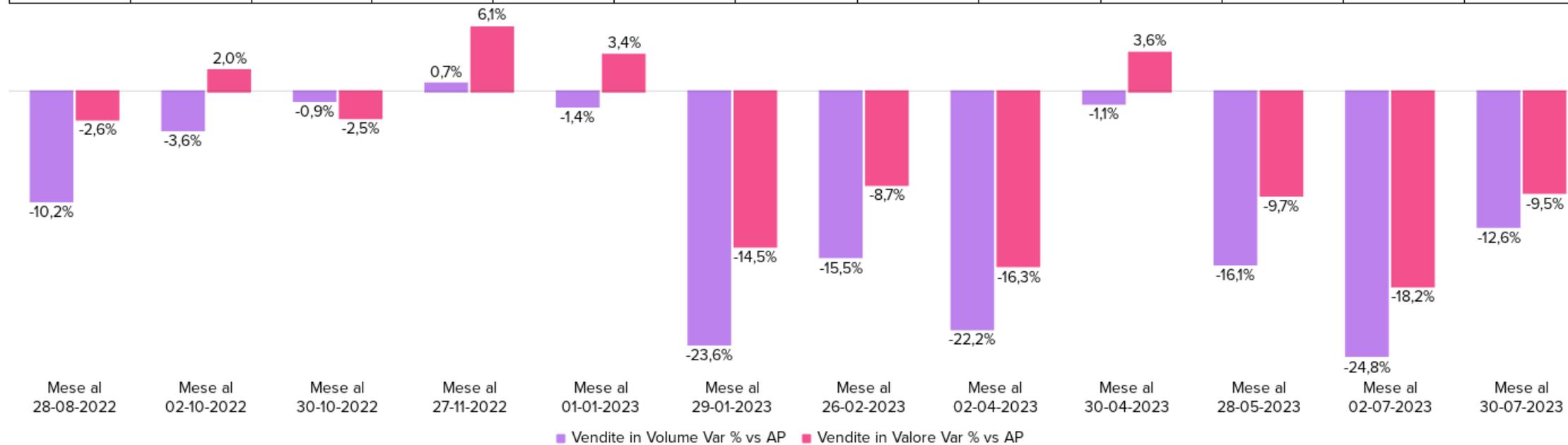


T Pancetta Piacentina DOP

| V VOL | Var % VOL |
|--------|-----------|
| 76.404 | -10,8% |

| V VAL | Var % VAL |
|-----------|-----------|
| 2.159.541 | -5,5% |

| Tot Italia (incl. Discount) | Mese al 28-08-2022 | Mese al 02-10-2022 | Mese al 30-10-2022 | Mese al 27-11-2022 | Mese al 01-01-2023 | Mese al 29-01-2023 | Mese al 26-02-2023 | Mese al 02-04-2023 | Mese al 30-04-2023 | Mese al 28-05-2023 | Mese al 02-07-2023 | Mese al 30-07-2023 |
|-----------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Vendite in Volume | 5.255 | 7.239 | 8.323 | 6.409 | 10.596 | 5.527 | 5.613 | 6.306 | 5.604 | 4.826 | 6.228 | 4.477 |
| Vendite in Valore | 152.824 | 208.571 | 203.489 | 186.976 | 282.479 | 162.515 | 162.492 | 185.639 | 164.615 | 145.167 | 173.686 | 131.088 |

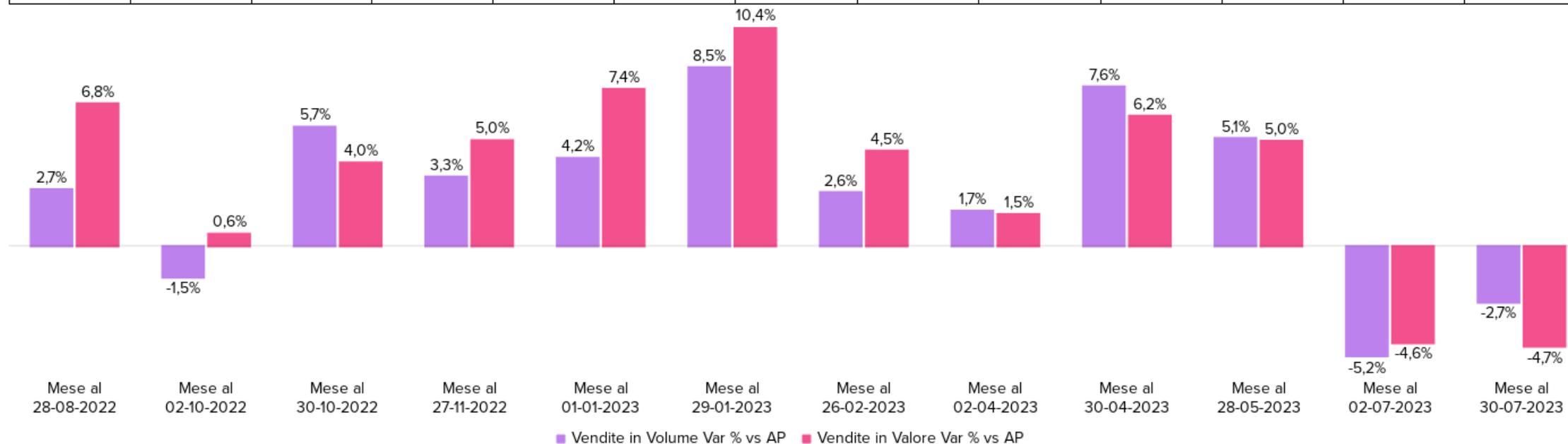


T Salame Piacentino DOP

| V VOL | Var % VOL |
|--------|-----------|
| 34.962 | 2,3% |

| V VAL | Var % VAL |
|---------|-----------|
| 940.007 | 3,2% |

| Tot Italia (incl. Discount) | Mese al 28-08-2022 | Mese al 02-10-2022 | Mese al 30-10-2022 | Mese al 27-11-2022 | Mese al 01-01-2023 | Mese al 29-01-2023 | Mese al 26-02-2023 | Mese al 02-04-2023 | Mese al 30-04-2023 | Mese al 28-05-2023 | Mese al 02-07-2023 | Mese al 30-07-2023 |
|-----------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Vendite in Volume | 2.551 | 3.473 | 2.735 | 2.930 | 3.915 | 2.434 | 2.503 | 3.168 | 2.830 | 2.714 | 3.183 | 2.525 |
| Vendite in Valore | 71.406 | 93.538 | 72.740 | 78.496 | 105.096 | 65.391 | 66.795 | 83.877 | 74.166 | 73.450 | 86.901 | 68.151 |

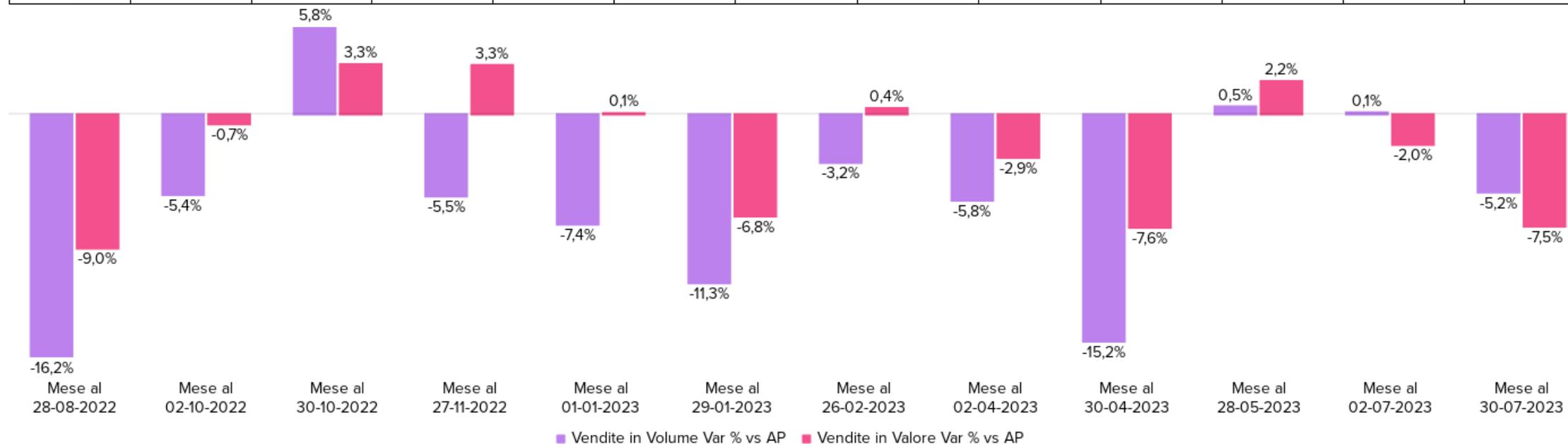


T Speck IGP

| V VOL | Var % VOL |
|-----------|-----------|
| 3.072.806 | -5,6% |

| V VAL | Var % VAL |
|------------|-----------|
| 69.365.785 | -2,1% |

| Tot Italia (incl. Discount) | Mese al 28-08-2022 | Mese al 02-10-2022 | Mese al 30-10-2022 | Mese al 27-11-2022 | Mese al 01-01-2023 | Mese al 29-01-2023 | Mese al 26-02-2023 | Mese al 02-04-2023 | Mese al 30-04-2023 | Mese al 28-05-2023 | Mese al 02-07-2023 | Mese al 30-07-2023 |
|-----------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Vendite in Volume | 192.927 | 285.430 | 283.636 | 226.673 | 302.996 | 218.957 | 244.499 | 305.190 | 232.258 | 257.925 | 307.020 | 215.295 |
| Vendite in Valore | 4.542.569 | 6.539.881 | 6.018.155 | 5.237.776 | 6.972.834 | 5.068.003 | 5.526.508 | 6.726.134 | 5.345.612 | 5.838.843 | 6.689.848 | 4.859.622 |

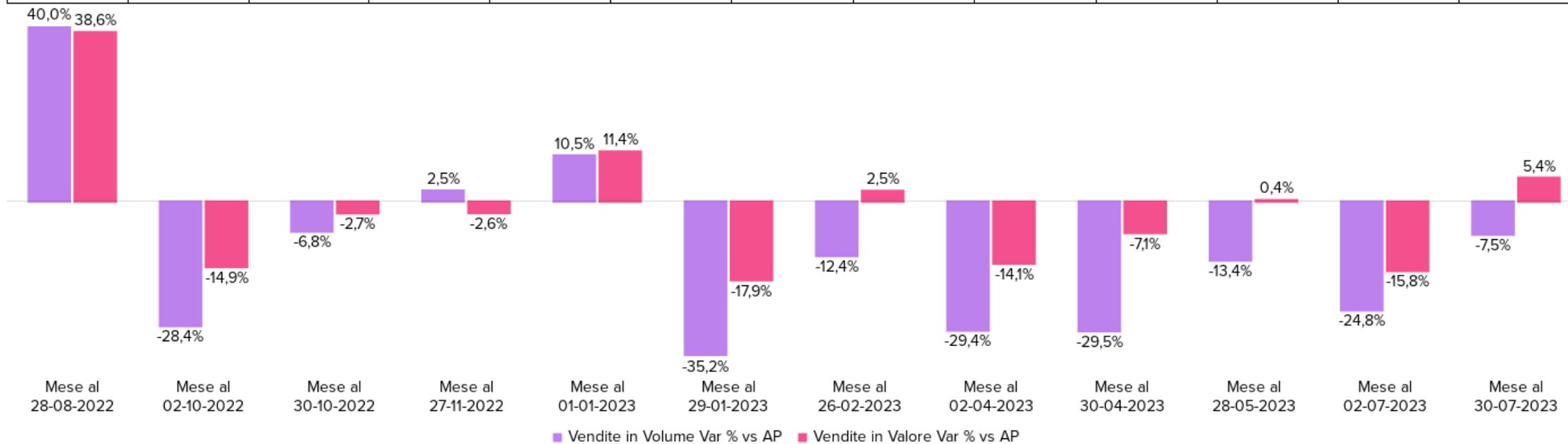


T Finocchiona IGP

| V VOL | Var % VOL |
|---------|-----------|
| 149.953 | -13,6% |

| V VAL | Var % VAL |
|-----------|-----------|
| 3.709.244 | -3,1% |

| Tot Italia (incl. Discount) | Mese al 28-08-2022 | Mese al 02-10-2022 | Mese al 30-10-2022 | Mese al 27-11-2022 | Mese al 01-01-2023 | Mese al 29-01-2023 | Mese al 26-02-2023 | Mese al 02-04-2023 | Mese al 30-04-2023 | Mese al 28-05-2023 | Mese al 02-07-2023 | Mese al 30-07-2023 |
|-----------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Vendite in Volume | 13.780 | 13.067 | 10.572 | 19.818 | 14.635 | 7.661 | 9.803 | 16.487 | 10.832 | 9.382 | 12.858 | 11.058 |
| Vendite in Valore | 340.969 | 336.863 | 267.227 | 391.640 | 345.718 | 208.453 | 258.393 | 378.176 | 282.834 | 252.672 | 341.992 | 304.308 |

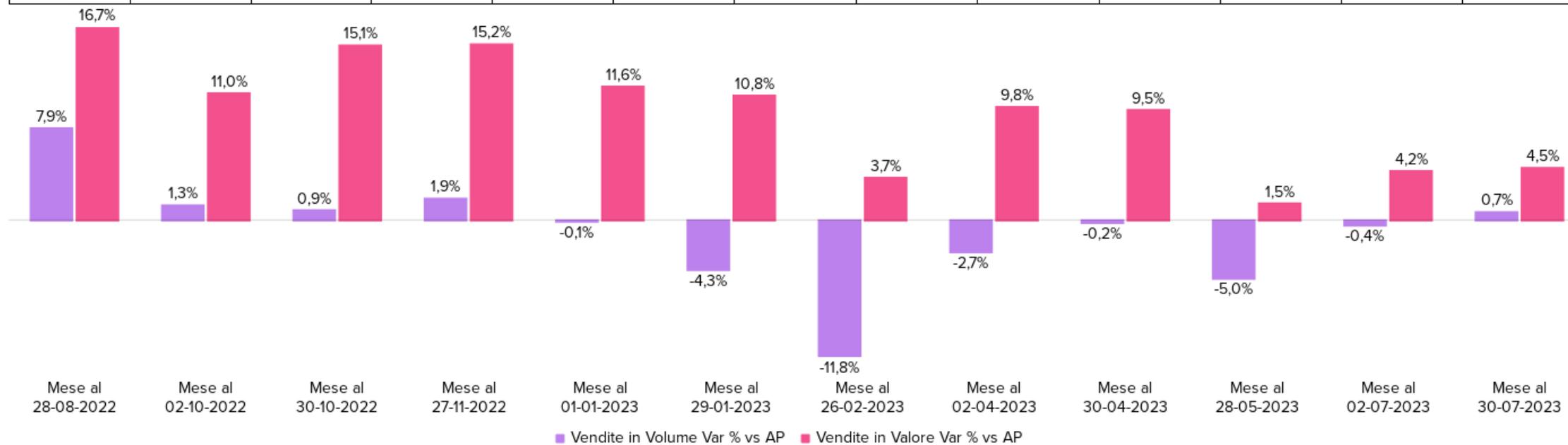


T Avicolo

| V VOL | Var % VOL |
|------------|-----------|
| 17.085.630 | -1,1% |

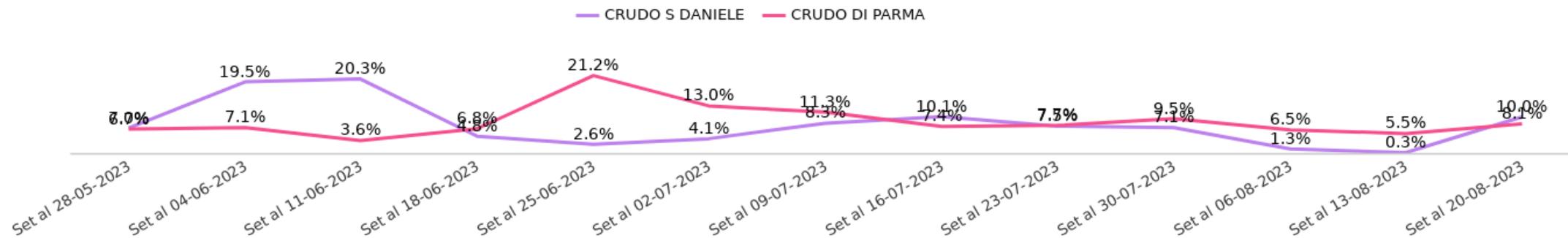
| V VAL | Var % VAL |
|-------------|-----------|
| 294.011.762 | 9,1% |

| Tot Italia (incl. Discount) | Mese al 28-08-2022 | Mese al 02-10-2022 | Mese al 30-10-2022 | Mese al 27-11-2022 | Mese al 01-01-2023 | Mese al 29-01-2023 | Mese al 26-02-2023 | Mese al 02-04-2023 | Mese al 30-04-2023 | Mese al 28-05-2023 | Mese al 02-07-2023 | Mese al 30-07-2023 |
|-----------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Vendite in Volume | 1.369.182 | 1.743.585 | 1.371.728 | 1.298.543 | 1.269.983 | 1.302.331 | 1.208.471 | 1.725.001 | 1.248.520 | 1.382.785 | 1.808.376 | 1.357.124 |
| Vendite in Valore | 22.296.673 | 29.513.087 | 23.314.892 | 22.129.005 | 22.125.520 | 22.452.269 | 21.458.918 | 29.351.323 | 21.998.758 | 24.101.477 | 31.190.394 | 24.079.445 |



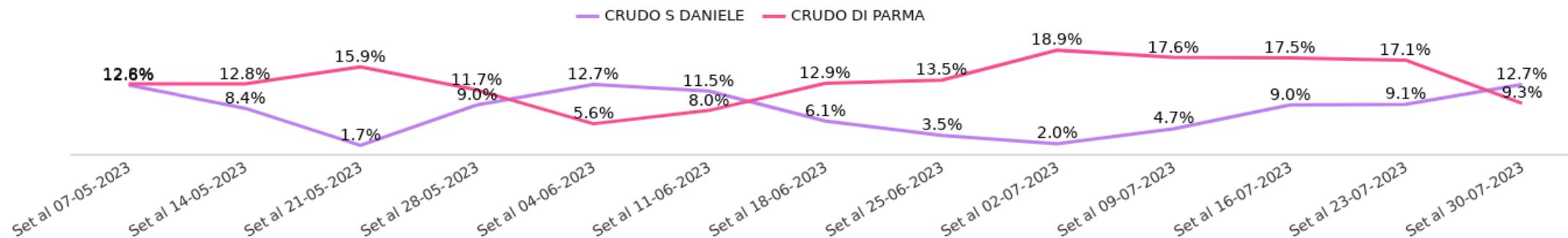
Trend % Prezzo Medio in Volume

PESO IMPOSTO



| | | | | | | | | | | | | | |
|------------------------------------|------|-------|-------|------|-------|-------|-------|-------|------|------|------|------|-------|
| PM Vol Var % vs AP CRUDO S DANIELE | 7.0% | 19.5% | 20.3% | 4.8% | 2.6% | 4.1% | 8.3% | 10.1% | 7.5% | 7.1% | 1.3% | 0.3% | 10.0% |
| PM Vol Var % vs AP CRUDO DI PARMA | 6.7% | 7.1% | 3.6% | 6.8% | 21.2% | 13.0% | 11.3% | 7.4% | 7.7% | 9.5% | 6.5% | 5.5% | 8.1% |

PESO VARIABILE



| | | | | | | | | | | | | | |
|------------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| PM Vol Var % vs AP CRUDO S DANIELE | 12.6% | 8.4% | 1.7% | 9.0% | 12.7% | 11.5% | 6.1% | 3.5% | 2.0% | 4.7% | 9.0% | 9.1% | 12.7% |
| PM Vol Var % vs AP CRUDO DI PARMA | 12.8% | 12.8% | 15.9% | 11.7% | 5.6% | 8.0% | 12.9% | 13.5% | 18.9% | 17.6% | 17.5% | 17.1% | 9.3% |