



MANGIA, INC.TM
SINCE 1996

FALL EDUCATION FAIR

September 20, 2023



EUROPEAN
— IMPORTS —
a Sysco company

About Mangia, Inc.™

- ✧ Inspired by Italy's culture and food, **Mangia, Inc.'s** mission is to bring **authentic, clean, quality** ingredients to North America and beyond
- ✧ Producer and Importer/Exporter, founded in 1996 with headquarters in Irvine, CA – 27 years in business.
- ✧ Six domestic forwarding warehouses in key regions of the country to support North American customers – New Mangia, Inc, NJ Warehouse!
- ✧ Mangia, Inc services Foodservice, Retail, Industrial/Manufacturing, Private Label, and Global Trade Channels
- ✧ Mangia, Inc. and trusted Supply Chain Partners follow strict standards to ensure food safety and quality
 - C-TPAT Validated
 - ISO and BRC

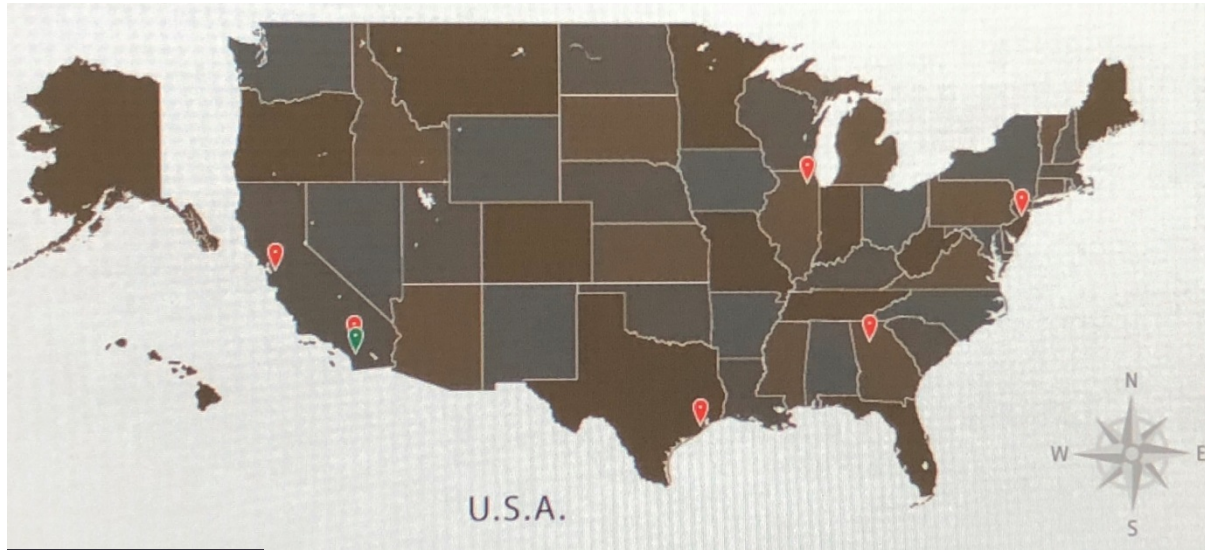
About Carmelina 'e...San Marzano® and Carmelina Brands®

- ☞ All products produced and imported direct from Italy;
 - Sold through Foodservice and Retail Distributors nationwide
 - Products available in Foodservice (91 oz), Retail (28 and 14.28 oz), and Industrial sizes (drums)
- ☞ All *Carmelina 'e... San Marzano®* and *Carmelina Brands®*
 - Produced and Imported from Italy
 - All-Natural, Preservative-Free
 - No added citric acid, calcium chloride, EDTA, salt or sugars
 - Clean flavor profile
 - Integrity of product (texture/flavor) not compromised by added preservatives
 - Simply tomatoes packed in puree
 - Simply beans packed in water
 - Organic line available
 - Non-GMO Project Verified
 - Certified Kosher
 - Gluten-Free
 - BPA-Free
- ☞ Private Label Program



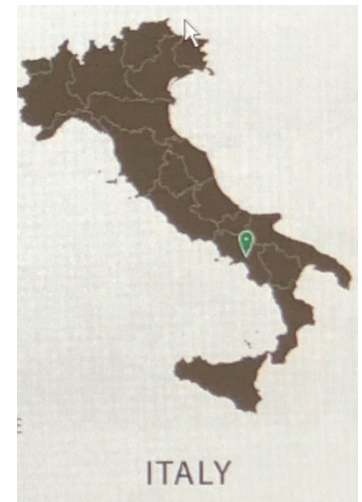
Global Distribution

Mangia Headquarters and 6 Domestic Warehouse Facilities



**6 Domestic Warehouses across the country provide our clients with assurance of inventory and support

**99.9% Demand Rate Satisfaction (DRS) globally



10 Italian Production Facilities and 8 Growing Regions

** Global Reach; 26 countries, including in Europe, Middle East, North Africa, Asia, and Australia

** Strategic, long-term partnerships with Co-Packers, Shipping Lines, and Freight Forwarders to assist with sourcing, logistics, warehousing, and cost savings



2023 STATE OF THE MENU

☞ Pandemic Influences on the Menu:

- Supply Chain Disruptions
- Labor Shortages
- Rising Food Costs
- New Dining Preferences (Increased take-out, In-Store Automation, etc.)

☞ Menu Impact:

- Streamlined menus (popular item stay, slow movers go)
- Adjusting portion sizes
- Lightening kitchen labor needs
- Better monitoring food waste
- Increased shopping around for supplies (best value, volume deals)

*Information pulled from National Restaurant Association 2022 State of the Restaurant Industry Report

CARMELINA® ON THE MENU

☞ Carmelina Benefits

- **Clean, Quality Ingredients**
 - Imported specialty ingredients at a best value for finished yield (2024 competitive with domestic prices)
- **Innovative/Versatile Ingredients**
 - Multi-Use Items– reduce ingredients/items in the kitchen that can be used throughout the menu (starters, breakfast, lunch, dinner and dessert)
- **Supports Kitchen Efficiency**
 - Product line offers innovative, sustainable, convenient products providing consistency on the menu while saving on labor



Carmelina on the Menu - Breakfast

AVOCADO TOAST

AVOCADO TOAST – Trending on breakfast menus across the country. Healthy vegetarian, protein-packed option to start the day.

RECIPE FEATURES – Carmelina Brands® Chick Pea Puree (SUPC 9901764) and Carmelina ‘e...San Marzano® Italian Cherry Tomatoes (SUPC 5329525)



Ingredients	Quantity
Carmelina ‘e...San Marzano® Italian Cherry Tomatoes in Puree, drained	1 1 /4 cups
Extra virgin olive oil, divided	2 T
Kosher salt, divided	1 ¼ t
Black pepper, divided	1/4 t
Italian Ciabatta, sliced	6 slices
Carmelina Brands® Chick Pea Puree	1 cup
Fresh Avocado, divided	1 + 1 garnish
Lemon Juice	1 1/2 t
Tabasco	1/2 t
Feta cheese crumbles	1/4 cup

Directions (Makes 6 Toasts):

- 1) Preheat oven to 375°F. Place drained **Carmelina ‘e...San Marzano® Italian Cherry Tomatoes (Pomodori)** on a non-stick sheet pan. Drizzle with 1/2 tablespoon olive oil, 1/4 teaspoon salt, and 1/8 teaspoon pepper. Roast cherry tomatoes in oven until caramelized and brown; about 15 minutes. Set aside.
- 2) While cherry tomatoes are roasting, place sliced ciabatta on a separate sheet pan. Drizzle with 1/2 tablespoon olive oil and 1/4 teaspoon salt. Place in oven and toast bread until golden brown; about 5 minutes. Set aside.
- 3) In a food processor with blade attachment, add **Carmelina Brands® Chick Pea Puree**, one avocado, lemon juice, 1 tablespoon olive oil, tabasco, and remaining salt and pepper. Blend for a minute until smooth, creamy, and combined. Scrape sides of food processor bowl with spatula if needed. Season to taste.
- 4) Spread the **Chickpea Avocado** onto the toasted ciabatta. Top with roasted cherry tomatoes and feta cheese. Garnish with avocado slices (or pearls). For extra heat, drizzle with additional tabasco. For extra protein – top with a fried egg.

Carmelina on the Menu – Starter/App

GARBANZO BEAN BISQUE

GARBANZO BEAN BISQUE– Smooth, creamy, rich and delicious. Perfect fall, winter warm-up.

RECIPE FEATURES – Carmelina Brands® Chick Pea Puree (SUPC 9901764)



Directions:

- 1) In a large saucepan heat olive oil over medium heat. Add onions, leeks, celery and carrots. Sauté the vegetables until they are translucent; about 7 minutes. Add the garlic and for a few more minutes.
- 2) Add **Carmelina Brands® Chick Pea Puree** and chicken broth, stir to combine and bring to a boil. Check seasoning, adding salt and pepper, and simmer soup for 30 minutes, stirring frequently with a wooden spoon.
- 3) Remove from heat and blend the bisque with an electric hand blender until smooth and creamy with no lumps. Add Italian parsley, and tabasco and serve.

<u>Ingredients</u>	<u>Quantity</u>
Extra virgin olive oil	3 T
Brown onions, finely chopped	1/4 cup
Leeks, finely chopped	1/4 cup
Carrots, finely chopped	1/4 cup
Garlic, minced	1 clove
Carmelina Brands® Chick Pea Puree	7 cups
Chicken broth	3 1/2 cups
Kosher salt	To taste
Black pepper	To taste
Italian parsley, minced	1 T
Tabasco sauce	To taste (optional)

Carmelina on the Menu - Entree

RAVIOLI WITH CHICK PEA PUREE ALFREDO

ALFREDO SAUCE– Plant based foods on trend. Alternative to using heavy cream – lower in fat. Recipe can be made dairy-free or vegan. Chick Pea Puree can be used as a base for sauces – Think cream-based sauces and gravies.

RECIPE FEATURES – Carmelina Brands® Chick Pea Puree



Directions:

- 1) In a large saucepan, melt butter and olive oil over medium-high heat.
- 2) Add onions and sauté until soft, about 5 minutes. Add garlic and continue to cook for another minute. Add Calabrian chili pepper and parsley. Mix to combine.
- 3) Pour in chicken broth. Add salt and pepper and stir to combine. Bring chicken broth to a boil, then reduce to a simmer over medium-low heat.
- 4) Slowly whisk in **Carmelina Brands® Chick Pea Puree** and mix to combine. Continue to whisk the sauce until it is smooth, velvety and starts to thicken, about 5 minutes. Stir in the Parmesan cheese and mix to combine.
- 5) Remove **Chick Pea Puree Alfredo** from heat and toss with cooked ravioli. Garnish with Parmesan Cheese and parsley and serve immediately.

Ingredients	Quantity
Unsalted butter	2 T
Extra virgin olive oil	2 T
Medium yellow onion, diced	1 each
Garlic, minced	2 cloves
Calabrian chili peppers, diced	1/4 t
Italian parsley, chopped, divided	1/4 cup + garnish
Chicken broth	2 cups
Kosher salt	1/2 t
Black pepper	1/8 t
Carmelina Brands® Chick Pea Puree	2 cups
Parmesan cheese, grated, divided	1/4 cup + garnish
Frozen ravioli (mushroom), cooked to package specifications	2, 18 oz. packages

Carmelina on the Menu – Dessert

CANNOLIS WITH DARK CHOCOLATE HUMMUS

CANNOLIS FILLED WITH DARK CHOCOLATE HUMMUS– Beans for dessert? Why, yes! Rich, creamy, lower in fat and high in protein.
RECIPE FEATURES – Carmelina Brands® Chick Pea Puree (SUPC 9901764)



Directions:

- 1) Using a food processor with blade attachment, add in the **Carmelina Brands® Chick Pea Puree**, tahini paste, sunflower oil, vanilla, honey, chocolate syrup and cocoa powder. Blend for a minute. Using a rubber spatula, scrape down the sides of the bowl. Blend ingredients together for another minute until they are smooth and creamy. Check the flavors and texture. If the **Dark Chocolate Hummus** appears too pasty, thin it out with a little almond milk, mixing in 1 tablespoon at a time.
- 2) Spoon the **Dark Chocolate Hummus** into a pastry bag with decorative tip. Pipe each cannoli shell with filling. To serve, garnish cannolis with fresh mint, powdered sugar, chopped pistachios and fresh strawberries.

Tip: For the serious chocoholic, substitute the plain with chocolate cannoli shells, or dip the edge of each cannoli shell in melted chocolate and let it set before filling. You can also stir mini chocolate chip morsels into the hummus for a more decadent chocolatey bite.

<u>Ingredients</u>	<u>Quantity</u>
Carmelina Brands® Chick Pea Puree	3 cups
Tahini	4 T
Sunflower oil	1 T
Vanilla extract	1 t
Honey	5 T
Chocolate syrup	4 T
Cocoa powder	2 T
Almond milk (for thinning)	2 T
Cannoli Shells	6 each
Mint	Garnish
Powdered sugar	Garnish
Pistachio nuts, chopped	Garnish
Fresh strawberries	Garnish

What's New with Carmelina 2024?

☞ Carmelina 'e...San Marzano® Italian Peeled Cherry Tomatoes in Puree

- New Pack Size
- Italian Specialty tomato
- Sweet, intense tomato flavor
- Pairs well with seafood, chicken
- Use to make quick sautés, sauces



☞ Carmelina 'e...San Marzano® DOP

- 91 oz. and 28 oz. pack sizes
- In response to operator requests for DOP
- Small batch quantity available
- Available December 2023

100% Pomodoro San Marzano dell' Agro Sarnese-Nocerino D.O.P.

PRODOTTI IN ITALIA • ORIGINAL PRODUCT OF ITALY

Carmelina 'e... San Marzano®

SAN MARZANO TOMATOES of Agro Sarnese-Nocerino D.O.P.

WHOLE PEELED TOMATOES
 Ingredienti: San Marzano whole peeled tomatoes, San Marzano tomato juice.
 Origin of tomato: Italy

POMODORI PELATI INTERI
 Ingredienti: pomodori pelati interi San Marzano, succo di pomodoro San Marzano.
 Origine del pomodoro: Italia

TOMATES ENTEROS PELADOS
 Ingredientes: Tomates enteros pelados San Marzano, zumo de tomate San Marzano.
 Origen del tomate: Italia

Crop Year 2021
 Best Before: 31/12/2025

PRODUCED IN ITALY BY:
 To be determined

PRODUCED FOR:
MANGIA, INC.®
 www.carmelinabrands.com

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Nutrition Facts
 About 6 servings per container
Serving size 1/2 cup (125g)

Amount per serving	% Daily Value*
Calories 30	
Total Fat 0g	0%
Saturated Fat 0g	0%
Trans Fat 0g	0%
Cholesterol 0mg	0%
Sodium 50mg	2%
Total Carbohydrate 5g	6%
Dietary Fiber 1g	4%
Total Sugars 5g	
Includes 0g Added Sugars	0%
Protein 1g	2%
Vitamin D 0mg 0%	Potassium 50mg 10%
Calcium 30mg 2%	Vitamin A 0mg 0%
Iron 1mg 15%	Vitamin C 0mg 0%

*The % Daily Value (DV) tells you how much a nutrient in a serving of food contributes to a daily diet. 2,000 calories a day is used for general nutrition advice.

NET WT 28 OZ (800g) • Drained WT 480g

Product Innovation: Prepared Sauces – Pouch Products

☞ Carmelina 'e...San Marzano® Italian Pizza (SUPC 3731696) and Marinara Sauce (SUPC 7089138)

- Featuring Carmelina 'e...San Marzano® Italian Tomatoes
- Ready to Use – offers Chefs Quality, Consistency and Versatility
- Easy to Open, Easy to Use, Easy to Store
- Sustainable Pouch Package – Easy disposal, no need to deal with cans

☞ Carmelina 'e...San Marzano PIZZAMARINARA™

- 40014-2 (SUPC 7213096)
- 40014-4 (SUPC 7213100)
- **One Sauce- Infinite Possibilities!**
- Featuring Carmelina 'e...San Marzano® Italian Tomatoes
- Contains 6/8 oz. Ready-to-Use, Portion Pouches
- **1 BOX = 2 JARS of SAUCE!**
- Sustainable – Reduce Food Waste
- Perfect for Pizza, Pasta, Dipping Sauce
- Easy weeknight meal solution for active families, college students, singles, empty nesters, meal planners and more!



SALES TOOLS: REMEMBER THE SUPER 6!

Carmelina
'e ... San Marzano®

CARMELINA SUPER SIX ALWAYS WIN A TOMATO CUTTING

1

DOWNLOAD THE CARMELINA DIFFERENCE VIDEOS
Demonstrates Tomato Quality & Value

2 VIDEOS AVAILABLE ON CARMELINABRANDS.COM



2

IDENTIFY PURCHASING FACTORS

- ✓ Great Taste & Flavor
- ✓ Ease of Use
- ✓ Natural, Organic & Green
- ✓ Nutrition
- ✓ Loyalty
- ✓ Price



3

OPEN CANS = MORE SALES

We Eat with Our Eyes
Compare Products Side by Side



4

QUALITY DIFFERENCE IN YIELD

Move Mindset From:

"Case Cost" to "Cost Per Usable Ounce"



5

DEMONSTRATE THE ALA MINUTE TEST

Side by side cook comparison with competitor

Carmelina 'e ... San Marzano®

Clean, Quality Ingredients = Perfect Sauce in a Minute



6

100% SATISFACTION GUARANTEED

Carmelina Commitment
Guaranteed Sale!



www.CarmelinaBrands.com

 MANGIA, INC.

- 1) SUPER 6
- 2) EI TOOLBOX QR
 - SELL SHEETS
 - SUPC CODE LIST
 - CARMELINA DIFFERENCE
 - RECIPES



**SYSCO/ EUROPEAN IMPORTS
TOOL KIT**

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QUESTIONS?

Carmelina Brands®

*Carmelina
'e ... San Marzano®*

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and Carmelina Brands visit:

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Carmelina Brands®

ON THE MENU

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Breakfast

Avocado Toast

A healthful start to the day and trending on breakfast menus, this protein packed recipe blends avocado with Carmelina Brands® Chick Pea Puree, lemon, and topped with roasted Carmelina 'e...San Marzano® Italian Cherry Tomatoes.



Starters

Garbanzo Bean Bisque

The perfect fall and winter warm up. Carmelina Brands® Chick Pea Puree is blended into a creamy, smooth, rich and delicious soup - just add stock, veggies and seasonings.



Entrees

Ravioli Alfredo with Chick Pea Puree

Replace cream-based sauces like alfredo or gravy with Carmelina Brands® Chick Pea Puree. Perfect for vegan, dairy-free and lower fat recipes.



Desserts

Cannoli with Dark Chocolate Hummus

Beans for dessert? Why, YES! Decadent, rich, creamy, smooth and lower in fat. Delicious!



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