



Natural is Better
Since 1989



One skin One life One planet®

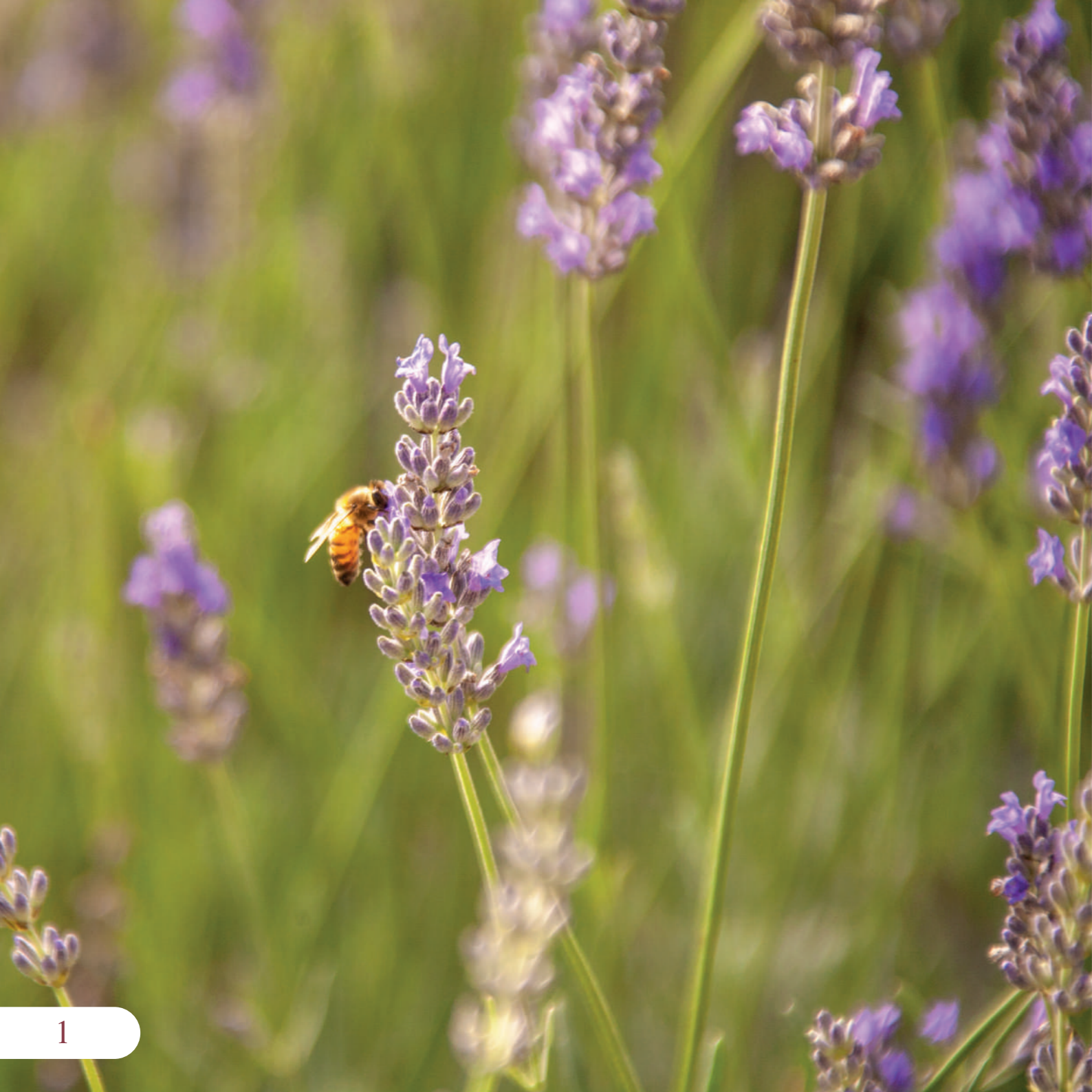
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Our Mission

1. Well-being, happiness and satisfaction of the Team

Motivate and stimulate the participation of collaborators in the growth of the company and in their continuous professional growth for full personal satisfaction. The company shares an economic benefit with all its collaborators.

2. Sustainable Development of Salento

Using “business” as a positive force to create lasting and widespread prosperity. To this end, it promotes activities and programs aimed at protecting and developing the territory and communities of Salento according to principles of environmental and social sustainability. To strengthen its impact N&B is committed to involving public and private entities, non-profit organizations and local communities.

3. Diffusion of the “People & Planet First” philosophy

Involve all stakeholders in a common evolution path inspired by the principles of sustainability and subjected to the rigorous measurement of its impact, for the ultimate goal of promoting and developing the culture of social and environmental sustainability. To this end, it favors collaboration with suppliers, partners and customers who share the same values and priorities.

4. Innovation and sustainability of product and process

Commitment to research, development, and distribution of safe, effective natural solutions for a better life quality that have a positive impact on people and the environment by considering and analysing the complete lifecycle of the product. N&B commits to the continuous improvement of the company’s sustainability by seeking and adopting innovative sustainability practices.

5. Positive impact partnership

Achieve all the common benefit objectives through its own organization and also in a network of companies and stakeholders that share the principle of interdependence, with its own means but also with specific programs aimed at attracting social impact investments from responsible companies and individuals.

Balance: The winning element in life

Balance: the winning element in life!

What is the difference between falling and rising? Between failure and success? Between wrong and right? Between evolution and involution? Between something that works and something that breaks down?

It is balance!

Balance is a point of view from which we see everything more clearly and understand the importance of each of us, as an individual, as part of a team or as part of a society.

Balance is the result of great teamwork, a position from which we can better understand each other's thinking and how important it is to us.

Balance is the winning element in life, in personal relationships, in business or in sport. It is the "fire" or "**magic energy**" that, over time, helps to give continuity to one's actions and allows one to work together to achieve increasingly important goals.

When there is balance, we do not fear or suffer **change**, but know how to manage it. We welcome change or embrace it, with a spirit of **innovation** that steers our future in the right direction to build a fairer world for today and tomorrow.

A little more balance would be enough to have a better world, without conflict, without selfishness, without inequalities and differences. Fair, inclusive and regenerative.

Balance is a fundamental part of **human greatness**, is part of each of us. And we, altogether, by choosing balance, can contribute to make always the right choice in full respect of **people and planet**.

We can choose, luckily.

Domenico Scordari
CEO & Founder N&B



*"You can get
where you want to go,
even fast, just keep
your balance."*

Leslye Pario

Yeah ✌️

Green Quality Concept

Our mission



Research & development of natural solutions **to improve life quality**: natural and organic products of the highest efficacy, innovative and sustainable, able to enhance the beauty, well-being, balance, and health of the skin, deliver unique emotions, and improve the mood of the person.

N&B Supply Chain “From Plant to Beauty”



The N&B Group is composed of three Companies: N&B (trade), Merino Service (extraction, research and production) and Naturalis (agriculture and experiential tourism). N&B has developed an entire **Km0 supply chain**, from plant to finished product, following directly all the steps of the production cycle and guaranteeing the highest quality and **sustainability standards**.

Pure Food for your Skin



Tradition and **Innovation** meet in the N&B Laboratories, bringing to life a handful of pure Nature that conquer the trust of customers from all over the world. The innovative cold production process allows us to preserve all the extraordinary properties of the organic active principles used in the final products. In this way, the products of the land which are normally used as food and culinary ingredients, now become precious cosmetic ingredients. That's why we do not talk about just “cosmetics”
...**but PURE FOOD FOR YOUR SKIN.**

Tailor Made Concept



We develop ad hoc **personalised** product lines for companies all over the world, exactly like a tailor creates a custom-made suit for a customer. The tailor-made concept enables us to work with great elasticity in order to follow the needs of the customer in a very careful way and interpret new ideas in the best way, simply starting from a graphic project going through the R&D stage till the creation of specific products.

Naturalis Bio Resort, Martano (LE)



Our Production cycle: From Plant to Beauty



People & Planet First

N&B is guided by its People & Planet First vision through a business model that prioritizes the impact on People and Planet. We feel the responsibility of acting for ensuring a truly **sustainable development** of our society. Using business to do good for People and Planet is not important, it is all that matters!

Salento: source of inspiration and added value

Salento is our home, source of inspiration and land where the beauty of uncontaminated nature combines with the charm of the two seas, with tradition and history...an enchanted place **where people and Nature meet**. N&B enhances the strengths of this wonderful territory and actively contribute to shape its future.

OUR GREEN CONCEPT
PEOPLE & PLANET
FIRST



MARTANO
Città dell'ALOE



Certified



This business is part of the global movement for an inclusive, equitable, and regenerative economic system.

Corporation

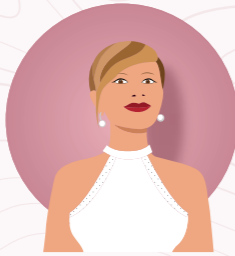




Administration & Management



DOMENICO SCORDARI
CEO & FOUNDER



MARINELLA COLUCCIA
MANAGING DIRECTOR



MAURO CHIRIATTI
GENERAL MANAGER



MARCELLA ZACHEO
ACCOUNTING MANAGER



ANTONELLA MAGGIULLI
SALES MANAGER



CARLA FARENGA
SUPPLY CHAIN MANAGER



PIERLUIGI SCORDARI
SUSTAINABILITY &
BUSINESS DEVELOPMENT



ANTONELLA MARCUCCI
GRAPHIC DESIGNER



MARIANGELA GIANNUZZI
COMMUNICATION
MANAGER



MARIA LUISA SINDACO
RECEPTION & CUSTOMER CARE



STEFANO STELLA
ACCOUNTING DEPT.



LUCA CHIRIATTI
SUPPLY CHAIN ASSISTANT



CHIARA RESCIO
GRAPHIC DESIGNER



STEFANO LIACI
GRAPHIC DESIGNER

International Customer Care



MARTIN HORVATH
INTERNATIONAL
CUSTOMER CARE



EMILIANO AGUILAR
INTERNATIONAL
CUSTOMER CARE



MARIBEL REINOSO
INTERNATIONAL
CUSTOMER CARE



FARSHID SADJADI
INTERNATIONAL
CUSTOMER CARE



LIDIA PADRON
INTERNATIONAL
CUSTOMER CARE

R&D Quality Control



STEFANIA CATALDI
TECHNICAL DIRECTOR



GIULIANA SACCO
R&D MANAGER COSMETOLOGIST



STEFANO GIANNUZZI
PRODUCTION MANAGER



GIAMPIERO ATTANASIO
QUALITY ASSURANCE
COSMETOLOGIST



FEDERICO LINCIANO
QUALITY CONTROL
COSMETOLOGIST



ILARIA GEMMA
R&D ASSISTANT



ALESSANDRO SCORDARI
R&D COSMETOLOGIST

Production Laboratory



ASSUNTA SICURO
FILLING/LABELLING
TEAM LEADER



ADA STOMEO
FILLING AND
CONDITIONING



ASSUNTA ZACHEO
FILLING AND
CONDITIONING



ANNA DE SIMEIS
FILLING AND
CONDITIONING



MARIANGELA SURDO
FILLING/LABELLING
TEAM ASSISTANT



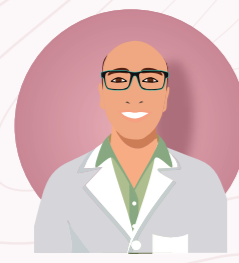
ANTONIO LUPERTO
MACHINE MAINTENANCE
LABELLING AND BATCH



ANDREA MARIANO
CONDITIONING AND
LABELLING



ANTONIO GIANNUZZI
CONDITIONING AND
LABELLING



MARIO PETRACHI
CONDITIONING AND
LABELLING



MARIA ROSARIA SCORDARI
CONDITIONING AND
LABELLING



GIUSEPPE PASSABI
CONDITIONING AND
LABELLING



ANTONIO CHIRIATTI
CONDITIONING AND
LABELLING

Production Laboratory



IVAN CHIRIATTI
PRODUCTION
OPERATIONS



GIUSEPPE LOLLI
PRODUCTION
OPERATIONS



SANDRO SBOCCHI
PRODUCTION
OPERATIONS



ANDREA VILLANI
FILLING AND
CONDITIONING



GIANNI NOCCO
STOCK
MANAGER



GIGI BASILE
STOCK
ASSISTANT



COSIMO TARANTINI
CONDITIONING AND
LABELLING



ETTORE PIZZA
CONDITIONING AND
LABELLING



SANDRA SARACINO
CONDITIONING AND
LABELLING



ANTONIO FUSO
CONDITIONING AND
LABELLING



MATTIA DE SANTIS
CONDITIONING AND
LABELLING



LUCA GRANDE
CONDITIONING AND
LABELLING

Team Customer Care & Hospitality



CRIZIA DE PATUANIS
BOOKING & CUSTOMER CARE



LUISA SCORDARI
BOOKING & CUSTOMER CARE



CLEMENTE MOSCHETTINI
BOOKING & CUSTOMER CARE



GIANCARLO CALÒ
BOOKING & CUSTOMER CARE



FRANCESCO PALLADINO
CHEF



GIULIO PERRONE
ASSISTENT CHEF



FABIANA VISCONTI
ASSISTANT CHEF



GIANLUCA PICCINNO
MÂTRE - SOMMELIER



ANTONIO NOCCO
FOOD AND BEVERAGE



LILIANA CIRONE
FOOD AND BEVERAGE



ALESSANDRA DONNO
FOOD AND BEVERAGE



MARTINA PAIANO
SPA THERAPIST



MARIO CALÒ
NIGHT PORTER



PAOLA MAGURANO
ROOM MAINTENANCE



ISABELLA DE BLASI
ROOM MAINTENANCE



MIRELLA GIANNUZZI
ROOM MAINTENANCE



ADDOLORATA GAETANI
ROOM MAINTENANCE

Team Agriculture



SIMONE CHIRIATTI
GARDENING RESPONSIBLE



LORENZO CAPASA
FARMING RESPONSIBLE



TONIO RIGLIETTA
ENOLOGIST - VINEYARD ASSISTANT



SIMONE ORLANDO
FARMING ASSISTANT



LUCA TANELI
FARMING RESPONSIBLE



TOMMASO GIANNUZZI
FARMING ASSISTANT



DOMENICO DE PATUANIS
FARMING ASSISTANT

N&B is a Benefit Corporation

The **Benefit Corporation** was born in Italy in 2016 thanks to a law that makes Italy the **second state** in the world after the United States to have promoted and carried forward the concept of dual-purpose businesses: profit and **common benefit**. Legislation has therefore guided entrepreneurs to focus the objective on their everlasting dream, that is to produce a benefit for themselves and for others, with the awareness that a company must simultaneously generate profit and improve the environmental and social living conditions of all citizens (customers, suppliers, stakeholders).

Italy has been a promoter in adopting this new approach and promotin this business model, which has now bcome increasingly common in the world. The italianlaw is clear and accessible: **it allows a company to switch to Benefit Company, following its own characteristics and enhancing its uniqueness**. Each company, large or small, can therefore find the space to odopt this model.

“*The Benefit Corporations represent an evolution of the concept of a company itself: in addition to profit objectives, their corporate purpose integrates the aim of having a positive impact on society and the environment.*”

We are a Benefit Corporation since 2019, this has been a natural evolution of our legal status that perfect reflect our vision, our way of doing and our business philosophy. We are formally committed to achieve a twofold purpose: profitability and positive impact for People and Planet.

The specific common-benefit objectives, included in our legal status, officially state **N&B's commitment in five areas:**



PROUD TO BE A
B CORP
SINCE 2016



The Team



Well-being, happiness, and satisfaction

Motivate and stimulate the participation of collaborators in the growth of the company and in their continuous professional growth for full personal satisfaction. The company shares an economic benefit with all its collaborators.

Promoting the value of people and ensuring the holistic well-being of our team is a priority for our company and is the foundation of our success and quality. Our team members are an integral part of our family and our goal is to make each and every one of them feel proud and satisfied to belong to it. That is why we prefer not to use the term 'employees' at N&B; instead, we call them collaborators.

Results 2022

ACTION AND OBJECTIVE

Economic bonus to collaborators

Provision of a financial bonus or reduction of working hours

ACHIEVED RESULT

We made a reduction in working hours by increasing the number of holidays available to our collaborators.

STATUS AND NOTES

✓
Target achieved

Listening and feedback

Carry out 3 evaluations

We made 5 evaluations through quarterly questionnaires both anonymous and personal, weekly questionnaires on the Heartcount portal, individual meetings with the CEO and group meetings.

★
Target achieved and exceeded

High level of satisfaction and engagement

Continuation of the "People Happiness First" corporate happiness and well-being project

Each collaborator completed a questionnaire on eudemonic well-being and perceived self-efficacy and had an individual interview in which they identified strategies to foster their personal growth, improve their health and the quality of their relationships, and also received a report with practical tips to increase their "human greatness". The average level of company satisfaction and involvement was 80%.

✓
Target achieved

Team cohesion and sense of Family

Organising two corporate events with all employees of the group

N&B Christmas Party with dinner, comedy show by Pino Campagna and dance moment. Each collaborator received a handmade panettone cake, a bottle of our Mater extra virgin olive oil and two bottles of our Sire I 2021 wine. Secret Santa initiative with the exchange of gifts between collaborators. Finally, as is tradition, we celebrated each of our employees' birthdays and name days.

★
Target achieved and exceeded

People as the main protagonists

Send the document 'N&B People: WHO made it' with every order placed

For each customer order, the document "N&B People: WHO created your product" was sent, which tells about all the People who were involved in the preparation, realisation and execution of the order.

✓
Target achieved

Training and learning new skills

Foster a continuous process of professional and personal improvement. Carry out training for at least 3 employees.

One collaborator took the Safety Assessor course in Sestri Levante at the Italian Society of Cosmetic Chemistry and Science. He obtained the qualification of Cosmetic Safety Assessor, the person who certifies the safety of a product before it is placed on the market. In addition, all collaborators attended an individual coaching session to foster their personal growth and increase their Human Greatness. Finally, 14 collaborators had specific coaching sessions on managerial and leadership skills.

★
Target achieved and exceeded

Participative decision-making

Group meetings every three months

The engagement of the team took place through group meetings and individual consultations. The frequency varied according to need and depending on the decisions to be made.

✓
Target achieved

Gender equality

Having a difference of maximum 5% between the number of woman and man

The company's aim is to have a balance between the number of female and male collaborators, as well as to ensure maximum equality. At the end of the year, we registered 45.6% women and 54.4% men.

✓
Target achieved

Mission, Vision e performance

Annual meeting and review with the managers

An annual meeting was held in December 2022.

✓
Target achieved

Extra benefit for the collaborators

1 free stay at Naturalis Bio Resort and a monthly kit of our products

Each collaborator received a monthly kit of our organic products for personal use. An initiative was created to guarantee a 60% discount on purchases of Naturalis brand products for any gifts or personal needs of employees.

Target partially reached but compensated with new welfare initiative

Professional growth and new responsibilities

More than 3 internal promotions

N&B strongly believes in the professional growth of people within the company. A proactive attitude, experience in the field and the acquisition of new skills leads to new responsibilities and increasingly important roles. There have been no role promotions but we have made salary increases for more than 3 collaborators







**N&B PEOPLE:
THE
PROTAGONISTS**

Who helped create your product?

Our people are the main actors

Through the N&B Family project, we have highlighted people and their daily commitment by creating a digital comic-style representation of all our collaborators. Our people embody N&B's **'People and Planet First'** philosophy and, through their work, dedication and shared vision, help to shape the present and future of the company.

Guided by the deep conviction that people are the determining factor, we have committed ourselves to the initiative **'N&B People: The Protagonists'**. The initiative is based on sending a digital representation of the workflow of the individual order with the faces of the N&B employees involved. The customer receives a personalised copy of their order, giving a face to the various steps in the production chain.

A few years ago, customers were mainly interested in the "characteristics" of the product and how it would benefit the end user. Today, however, there has been a significant evolution. Social and environmental impact has become a key factor in the purchasing process. Now customers also want to know the **'production process'** of the product, including its level of sustainability. Through the 'N&B People: The Protagonists' project, N&B is looking ahead and presenting its customers with a report on **"who helped create the product"**, including all the N&B people involved in the preparation and realisation of our customers' orders. This is a tangible example of N&B's commitment to people, quality and total customer satisfaction.



Objectives 2023

IMPACT ACTION

TARGET

Bonus to collaborators



Economic bonus or reduction of working hours

IMPACT ACTION

TARGET

Gender equality



Having a difference of maximum 5% between women and men

Listening and Feedback



Carry out at least three evaluations (individual interview with CEO, questionnaire, group meetings)

Training and learning of new skills



At least five collaborators

Level of professional satisfaction and engagement



Average 80%

Our PEOPLE as protagonists



Send the personalised document "N&B People: the protagonists" for each completed order

Unity of the Team and sense of Family



Organising one corporate event with all employees of the group

Participative decision-making



Group meetings every three months

Extra benefits



Free stay for two people at Naturalis Bio Resort, free monthly kit of N&B products and 60% discount on all products to be used for gifts/other needs

Territory and Community



Sustainable development of Salento

Commitment to using business as a positive force to create lasting and widespread prosperity. To this end, it promotes activities and programs aimed at protecting and developing the territory and communities of Salento according to principles of environmental and social sustainability. To amplify its impact N&B is committed to involving public and private entities, non-profit organizations and local communities.

Salento is a magical land where the beauty of uncontaminated nature blends with the charm of the two seas. With its extraordinary history, art, culture and rooted millenary traditions, Salento is undoubtedly one of the most fascinating and distinctive lands in Italy. N&B's commitment takes the form of a series of initiatives aimed at supporting local communities, protecting biodiversity and enhancing the local territory to make the places where we live and work flourish.

Results 2022

ACTION AND TARGET

ACHIEVED RESULT

STATUS AND NOTES

Promotion of the beauty of Salento, the respect for Nature and the importance of protecting biodiversity

7 national and international TV and radio programmes - Gulliver on Marco Polo TV, Officina Italia TGR on Rai 3, Eden Un Pianeta da Salvare on LA7 (replays), TV France 3 Tg reportage on Salento Aloe Vera district, Il Salotto di Marypop on Rai Radio 1, Made in Italy excellence on Rai Radio Live, Podcast B Corp- The sustainable secret of Salento Aloe Vera; Trade magazines: Nuovo Quotidiano Puglia, Cairo Femminile Intimità, Arber, Amazing Puglia; 4 speeches and presentations on the occasion of the 25th Anniversary Ceremony of Cosmetica Italia, round table "La Forma del Bello" by Kosmetica and ILTM fair in Cannes, "Settimana della Biodiversità Pugliese" at the botanical garden of the University Del Salento; 2 naturalistic installations at the Cosmoprof Worldwide fair in Bologna and the BTM fair in Taranto; 18 social media posts on LinkedIn, Facebook and Instagram;

★
Target achieved and exceeded

At least in 3 international/national events, on 2 national TV programmes and in 3 newspapers



Target achieved

Territorial Sustainability Project: Martano City of Aloes

Martano City of Aloe is a territorial development initiative that stimulates the growth of the local tourism and agricultural economy with a positive impact on the local community. We took care of all the 3.500 Aloe Vera plants in the public green areas, taking care of all irrigation and maintenance operations; we replaced about 300 badly damaged plants with new ones.

Maintenance, care and protection of Aloe Vera plants in our city

Safeguarding the community and territory by involving different stakeholders

We have always felt a responsibility to act to protect and support our territory to promote greater social, environmental and economic well-being. We have supported the development of Aloe per il Sociale (Aloe for Social), a social reintegration and awareness-raising project that represents an opportunity of work and growth for the minors with personal and family difficulties of the 'Domenico Savio' Educational Community in Corigliano d'Otranto. We organised training sessions for the young people and reserved a special price for the association to purchase greenhouses to be used to protect the Aloe plants during the winter. Already in 2021, one of the minors participated in the R&D process of the innovative product The Remedy. In 2022, we activated a charity initiative whereby 100% of online sales of The Remedy skincare line would be donated to the Aloe for Social project. We placed a QR code on the products that links to a page dedicated to the project. A total of 700€ was collected, which will be donated to the association in 2023. Finally, we supported the making of a film by the famous actor and director Gabriele Greco, which is inspired by the story of the "Aloe per il Sociale" project and will be presented at the end of 2023/beginning of 2024. Target achieved and exceeded

At least one activism and mobilisation initiative

★
Target achieved and exceeded

Sourcing from local suppliers

We support Made in Italy quality, promote the local economy and reduce environmental impact through shorter transports for a continuous improvement of the sustainability of our supply chain. As N&B group, we had 44% of expenses (€) with local companies within a 300km radius.

At least 35% of total expenditure (€)

★
Target achieved and exceeded

Support for disadvantaged groups or those in difficulty

We supported five local associations that support people in need (LILT, Red Cross, Multiple Sclerosis Ass. Sunrise, Io Non Mollo, Cuore Amico). In addition, we welcomed a new collaborator in the N&B family, who had serious personal difficulties with the justice. The new job opportunity supported him in the process of getting his life back on track.

At least 5 charitable donations

★
Target achieved and exceeded

New young talents from Salento

Involving local young people in the N&B project is an investment in the future of the company and the community. During the year we hired 6 new young employees from Salento under 30. In addition, at the beginning of the year, our CEO Domenico met for two hours with 10 classes of 15- to 16-year-olds from the local high school to tell them about his entrepreneurial experience and motivate them to follow their passions, believe in their dreams, and work hard to realise them.

At least one new collaborator

★
Target achieved and exceeded

Saving Salento olive trees

Natural antibacterial treatment and fertilisation based on Aloe Vera, soft potassium soap and alga vera (monthly) and treatment based on copper and garlic extracts (carried out twice after light pruning), for a total of 14 applications on more than 2500 olive trees. Experimental phytosanitary treatment provided by Invaio, a global biotechnology company and injected into the lymphatic vessels of the most affected trees (around 400) for 6 months. These treatments have been helpful in increasing the vitality and immune defences of the trees. The results are visible, the olive trees respond to both the treatments and the attention, they are still green and full of leaves. Finally, we activated a process of grafting the suckers of the severely affected trees using the Leccino variety, which is more resistant to Xylella. In this way, we favoured the process of regeneration and generational succession with extraordinary results.


Natural treatments to help olive trees fight Xylella bacteria and innovative new treatment to support the most affected trees





MARTANO
Città dell'ALOE

**PROMOTING
THE TERRITORY**



**RADIO & TV
REPORTAGE**



**ONLINE & OFFLINE
COMMUNICATION**



RADIO & TV REPORTAGE

Promoting the beauty of Salento, respect for Nature and the importance of protecting biodiversity. N&B promotes and supports the promotion of Salento with exclusive reports on national and international radio and television, involving local actors and stakeholders involved in the various areas of the local economy.



- i** Rai3 chooses N&B cosmetics for the new episode of Officina Italia, in the TGR section, dedicated to citrus fruits, a powerful superfood in our cosmetics, which have always been the protagonists of ancient rural remedies, representing a jewel of our agricultural and food heritage.
- p** A journey through beauty, tradition and nature to discover the many virtues of Naturalis organic oranges, which have become an innovative cosmetic line from N&B Laboratories.
- i** TV report filmed in the Naturalis citrus grove and at N&B Laboratories.
- c** February 2022 - Broadcast on RAI3 and Mass on air in Radio



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- c** February 2022 - Broadcast on RAI3 and Mass on air in Radio



- i** Domenico Scordari on air in the Sue Eccellenza column on Rai Radio Live to represent and tell all the "good and beautiful" of our country.
- p** "We are proud to represent the excellence of Made in Italy in the world, thanks to our active commitment in the territory and for the territory, thanks to an innovative and sustainable entrepreneurial vision!"
- i** Interview with President Domenico Scordari
- c** March 2022 | Contribution Rai Radio Live and Mass on air in Radio



- i** Domenico Scordari on air in the Sue Eccellenza column on Rai Radio Live to represent and tell all the "good and beautiful" of our country.
- p** "We are proud to represent the excellence of Made in Italy in the world, thanks to our active commitment in the territory and for the territory, thanks to an innovative and sustainable entrepreneurial vision!"
- i** Interview with President Domenico Scordari
- c** March 2022 | Contribution Rai Radio Live and Mass on air in Radio



- i** On Rai Radio 1 in Mary Pop's radio lounge, the exclusive interview with President Domenico Scordari to talk about sustainable initiatives that qualify and enhance the Salento territory.
- p** "Martano Città dell'Aloe": an integrated model for the redevelopment and enhancement of the territory thanks to the Salento Aloe Vera, an icon of our sustainable business model Made in Salento. From plant to beauty at km0'.
- i** Interview with the President Domenico Scordari
- c** May 2022 | Broadcast on RAI Radio 1 and Mass on air in Radio



- i** On Rai Radio 1 in Mary Pop's radio lounge, the exclusive interview with President Domenico Scordari to talk about sustainable initiatives that qualify and enhance the Salento territory.
- p** "Martano Città dell'Aloe": an integrated model for the redevelopment and enhancement of the territory thanks to the Salento Aloe Vera, an icon of our sustainable business model Made in Salento. From plant to beauty at km0'.
- i** Interview with the President Domenico Scordari
- c** May 2022 | Broadcast on RAI Radio 1 and Mass on air in Radio



- i** French television stops off in Martano, known as the world capital of Salento's Aloe Vera, to explore the history of N&B, our km0 organic supply chain model and the company's strong commitment to innovation and the enhancement of Salento.
- p** From organic and regenerative farming, to research and development in the N&B laboratories, to the involvement of local young people in the Aloe for Social project.
- c** December 2022 | Broadcast on TVFrance3



- i** French television stops off in Martano, known as the world capital of Salento's Aloe Vera, to explore the history of N&B, our km0 organic supply chain model and the company's strong commitment to innovation and the enhancement of Salento.
- p** From organic and regenerative farming, to research and development in the N&B laboratories, to the involvement of local young people in the Aloe for Social project.
- c** December 2022 | Broadcast on TVFrance3



- i** Marco Polo Tv chooses the uncontaminated beauty of Naturalis to explore the values and traditions of the peasant culture typical of Salento. An indigenous journey where people and nature meet.
- p** Salento Aloe Vera, from an icon of beauty and sustainability to a magical holiday experience at the Masseria Naturalis Bio Resort.
- i** Interview with the founder
- c** October 2022 | and Mass on air in Almatravel



- i** Marco Polo Tv chooses the uncontaminated beauty of Naturalis to explore the values and traditions of the peasant culture typical of Salento. An indigenous journey where people and nature meet.
- p** Salento Aloe Vera, from an icon of beauty and sustainability to a magical holiday experience at the Masseria Naturalis Bio Resort.
- i** Interview with the founder
- c** October 2022 | and Mass on air in Almatravel



- i** Domenico Scordari on the B Corp podcast.
- p** "It has been called a miracle, but in reality it is the fruit of a land that embraces the power of two seas, with a important and decisive influence on the quality of food, organic farming and raw materials. The result is absolutely unique and exceptional".
- i** Interview with the founder
- c** April 2022 | Digital contribution to the podcast



- i** Domenico Scordari on the B Corp podcast.
- p** "It has been called a miracle, but in reality it is the fruit of a land that embraces the power of two seas, with a important and decisive influence on the quality of food, organic farming and raw materials. The result is absolutely unique and exceptional".
- i** Interview with the founder
- c** April 2022 | Digital contribution to the podcast



- i** Licia Colò interviews our Domenico Scordari, founder of N&B and Naturalis Bio Resort, about his commitment to preserving the natural beauty of Salento, in defence of People & planet.
- p** "We accompanied Licia Colò on an emotional journey through the natural and historical beauty of Salento, touching also on the drama of Xylella, which threatens this heritage and the economic future of the people."
- i** Experience the greenhouses and visit the town of Martano.
- c** December 2022 | Broadcast on La7



- i** Licia Colò interviews our Domenico Scordari, founder of N&B and Naturalis Bio Resort, about his commitment to preserving the natural beauty of Salento, in defence of People & planet.
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- i** Experience the greenhouses and visit the town of Martano.
- c** December 2022 | Broadcast on La7



ONLINE & OFFLINE COMMUNICATION

To tell about the traditions and characteristics of the Salento area, always focusing on nature and the importance of protecting biodiversity. N&B supports the promotion of Salento with important advertisements in national and international newspapers, involving journalists and opinion leaders from various sectors (business, lifestyle, wellness, tourism, etc.).

CORRIERE DELLA SERA

CORRIERE DELLA SERA

Il Cerchio della vita in Puglia gira intorno all'aloë

i In the Corriere della Sera, in the special issue dedicated to companies that do good - 'Buone Notizie' - an exclusive journalistic focus on N&B's ethical and social business model: 'The circle of life in Apulia revolves around the aloë.'

h The founder Domenico Scordari discovered the plant, his son Pierluigi Scordari made it a social mission, so the Aloe Vera del Salento becomes an icon and ambassador in the world of our "doing business responsibly" alongside the B Corp movement.

l Press visit to the laboratories and interview with the founder

ca February 2022 | Online and print article

24 ORE

24 ORE

B Corp, l'industria beauty certifica l'impegno nella sostenibilità

i Il Sole 24 ORE mentions N&B among the Italian companies promoting Italy as a model of sustainable innovation, including in the organic cosmetics sector. The Moda 24 supplement devotes two pages to the B Corp model and the B Corp Beauty Coalition, which is actively working to redefine the business paradigm in the beauty

h The world of beauty uniting to work towards a more balanced and sustainable future is a powerful signal of change: this is the true essence of beauty,' says N&B President Domenico Scordari.

l Digital interview with the founder

ca February 2022 | Online and print article

Quotidiano

NUOVO QUOTIDIANO

Così lo stregone delle erbe creò l'impero dell'aloë

i Salento conquers the world. On the newsstands of the Nuovo Quotidiano di Puglia, an article dedicated entirely to the history of N&B, its growth, its production and its model of accommodation with Naturalis Bio Resort.

h "It all comes from the innovative vision of its creator, Domenico Scordari, owner of N&B Natural is Better. A regenerative business model that has conquered the world, developing organic cosmetics "made in Martano - Italy" for companies in over 60 countries worldwide.

l Press visit to the laboratories and interview with the founder

ca March 2022 | Online and print article

The Good Life

The Good Life

Nella terra dell'aloë

i In The Good Life magazine we talk about happiness and lifestyle with the Salento Aloe Vera. In Martano, in the land of aloë, there is a true Eden of beauty and wellness, where nature is queen.

h "Talking about a sustainable economy means working towards a regenerative system that is closely linked to local places and communities, because the aim is to create conditions of widespread well-being: this is the recipe for happiness!". In Martano, sustainability, tradition and innovation coexist in the green cosmetics of the N&B laboratories.

l Press tour of the laboratories and interview with the founder

ca March 2022 | Online and print article

Arbiter

Arbiter

CHE TI PUGLIA

i Salento Aloe Vera is featured in the prestigious Arbiter magazine with the story of N&B and Naturalis Bio Resort. L'Oro che ti Puglia is the opening title of the exclusive Arbiter magazine.

h Changing the history and identity of a place with Martano City of Aloe. The creation of a quality brand that will be the driving force for the development of Salento, through a careful return to the past, recovering its traditions and values.

l Visit to the Naturalis | Aloe Vera Experience plantations and interview with President Domenico Scordari

ca July 2022 | Printed edition

Intimità

Intimità

GRECIA, IL SALENTO CHE NON TI ASPETTI

i Salento at the centre of our world, between beauty and hospitality. The beauty of N&B and Naturalis Bio Resort lies in the history and authenticity of the land where everything is born and returns, as told by the weekly magazine INTIMITA'.

h "An exclusive report on the treasures of Salento, from its artistic places of interest to its traditions and the magical Aloe Vera of Salento, which has conquered the whole world".

l Interview with President Domenico Scordari

ca May 2022 | Print edition

Puglia

Puglia

i In the magazine Amazing Puglia, Domenico Scordari's story on the cover and in the successful cover stories.

h Today's challenge is to be a game changer: to have the courage to get involved, to reinterpret the playing field, to innovate the rules and to believe in one's dreams. Domenico Scordari is exactly that, the wizard of organic cosmetics who has won the trust of over 60 countries around the world. And at his side, the jewel of green hospitality and organic farming paradise, Naturalis Bio Resort

l Interview with Domenico Scordari

ca August 2022 | Magazine issue

Objectives 2023

IMPACT ACTION

Territorial sustainability project: Martano City of Aloe



TARGET

Maintenance, care and protection of all Aloe plants in our town;
Development of a new initiative to support the project;

IMPACT ACTION

Sourcing from local suppliers



TARGET

At least 35% of total expenses

Saving Salento olive trees



At least two natural treatments to protect olive trees against Xylella bacteria

Support for disadvantaged groups or those in difficulty



At least 5 charitable donations

Promoting the beauty of Salento, the respect of Nature and the importance of protecting biodiversity



At least in three international/national events, on two national TV programmes and in three newspapers

New Collaborators



At least two new young people from Salento

The Circle of Life



Spreading the People & Planet First philosophy

Commitment to involve all stakeholders in a shared path of evolution inspired by the principles of sustainability and subject to the rigorous measurement of its impact, for the ultimate goal of promoting and developing a culture of social and environmental sustainability. To this end, it privileges collaboration with suppliers, partners and customers who share the same values and priorities.

The Circle of Life is a virtuous, interconnected chain based on stable, long-term partnerships with people and companies that share the same values and priorities, convinced that "Doing good for people and the planet is not important, it's all that matters!". The imperative is to adopt a holistic approach to sustainability, based on collaboration and shared goals, to create a better future and tackle the social and environmental problems of our times.

Results 2022

ACTION AND TARGET

New sustainable business practices

Have at least two customers/suppliers adopt new people & planet friendly practices

ACHIEVED RESULT

Evaluation of the adoption of new sustainable business practices by our suppliers and customers. One major supplier achieved Iso14001 certification and got 60% of its energy from solar panels, one customer awarded B Corp Best For The World 2022 for its positive impact on the community, and two customers started total transformation of their plastic packaging to 100% recycled and bio-based.

STATUS AND NOTES



Target achieved and exceeded

Awareness-raising towards impact measurement

Contact at least three suppliers and invite them to measure themselves with the B Impact Assessment (BIA) a free online tool offered by B Lab

We made two direct email communications to all our suppliers; two presentations of N&B's case study as a Benefit Corporation at events organised by the University of Salento.



Target achieved and exceeded

Public awareness of B Corp and Benefit Corporation philosophy, values and model

Promotion and public sharing in at least three events; promotion through mailings, social media posts every two months and Unlock the Change campaign;

Speech and promotion at 8 national and international events (Cosmoprof Bologna, Vivaness, Polo Innovation Day, Pugliese Biodiversity Week, Unicredit Road to Social Change, B For Good Leaders Summit); 4 company newsletters and 27 social media posts; Active involvement in the B Corp Beauty Coalition in the working group on Sustainable Packaging and Ingredients; Unlock The Change (joint communication campaign of Italian B Corp companies) to continue to spread our model in Italy through communication actions and impact social media promotion; creation of an anti-smog eco-mural in Naples that eliminates air pollution; episode in the Unlock The Change Podcast with our CEO named 'The Sustainable Secret of Salento Aloe'; launch of the Italian B Corp Report.



Target achieved and exceeded

New partnerships

New partner who shares our vision and philosophy

We have started an important collaboration with a company certified B Corp since 2014 and a Benefit Corporation. A leader company in the food and cosmetics sector and very committed to sustainability. In addition, we entered into a partnership with the organisation B For Good Leaders BV to support the realisation of the first B For Good Leaders Summit, the world's first meeting of the 'business for good' movement. Over 600 participants including founders, owners, board members, executives and investors met to join forces. The event took place on June 16th - 17th in Rome, two and a half days in which projects, initiatives and innovations were shared, creating business opportunities and partnerships that promote the regenerative economy. For the event, we produced a limited edition of our Skin Energy Booster which was given as a gift to all participants.



Target achieved

Sharing of the 2021 Impact Report

Use at least three communication channels

We shared the Impact Report through three communication channels. The report was printed on 100% recycled paper, published on our official website and shared through company newsletters and social media posts.



Target achieved and exceeded

Collaboration projects between B Corp

Two certified B Corp and Benefit Corporations, respectively a supplier and a client of N&B, chose our Naturalis Bio Resort for their annual meeting. A team building and training opportunity to enhance team spirit and trust, encourage collaboration and motivate cohesion. The choice of Naturalis Bio Resort made it possible to explore N&B's entire supply chain and best practices in sustainability.



Target achieved and exceeded

Believe and Support #BCorp Values

In 2022, we renewed our commitment to raise public awareness of the fundamental importance of always putting **People & Planet First** and to share the B Corp and Benefit Corporation **philosophy, values** and **model** with our customers, suppliers, employees and all other stakeholders. Numerous internal and external communications focused on key issues such as circularity, biodiversity, inclusion and interdependence, and local community impact.



The Circle of Life



#UnlocktheChange

#BehindTheB

#BBeautyCoalition

#BForGoodLeaders
Summit

focus



#BehindTheB

Digital campaign to share our commitment to People and Planet. A clear and strong mission that has guided us for years to do business responsibly: every day, an attentive team promotes and supports biodiversity with environmentally friendly techniques. One expression of this is the flourishing, uncontaminated Naturalis land, the starting point of our km0 organic supply chain.



#BForGoodLeaders

N&B partner and sponsor of the B for good leaders summit 2022: an international event that brought together business, political and institutional leaders committed to change towards a more sustainable society and world. Domenico Scordari, Founder & CEO of N&B, has been one of the protagonists and spokesmen of a comprehensive sustainability model alongside opinion leaders and stakeholders from all over the world.



#UnlockTheChange

Values for Change – Italian communication campaign to spread the shared values of B Corp that guide our #business model. Traditional businesses consume economic, environmental and social resources, whereas B Corps ensure that the value created is 'Business as a Force for Good'. Common good that can be shared with society, stakeholders and the environment.



#BBeautyCoalition

N&B is a co-founder of the B Beauty Coalition: The B Corps form a coalition to improve sustainability standards in cosmetics across the beauty supply chain. More sustainable packaging, circular and regenerative supply chain, cosmetic solutions that represent the values and principles of the B Corp movement. Balancing profit goals with higher purpose and social and environmental practices in the beauty industry.

Objectives 2023

IMPACT ACTION

New sustainable business practices



TARGET

At least two stakeholders adopt new people & planet friendly practices

IMPACT ACTION

Awareness-raising towards impact measurement



TARGET

Contact at least three suppliers and invite them to measure themselves with the B Impact Assessment (BIA) a free online tool offered by BLab

Public awareness of B Corp and Benefit Corporation philosophy, values and model



Promotion and public sharing in at least three events; promotion through mailings; and social media posts every two months;

Publication and sharing of the Impact Report 2023



Use at least three communication channels (online, offline, e-mail)

New Collaborations



New partner who shares our vision and philosophy; renewed collaboration to support the B For Good Leaders Summit 2023 event in Amsterdam.

Research & Development



Innovation and sustainability of product and production cycle

Commitment to the research, development and distribution of safe and effective natural solutions to improve the quality of life and the impact on people and the environment by considering the entire product life cycle. N&B is also committed to the continuous improvement of the company's sustainability profile by researching and adopting sustainable innovation practices.

The success of our business project is based on the guarantee of the highest quality standards and ever more surprising levels of innovation and positive impact. The N&B approach combines a commitment to excellence, a synergy between technology and herbal tradition, attention to personal well-being and a deep respect for Nature and the Territory. Natural is always better... which is why we have never compromised. The pursuit of beauty cannot ignore the achievement of personal well-being.

Results 2022

ACTION AND TARGET

Safety and Quality Control

Microbiological control of all bulk and sample products taken at the filling line

ACHIEVED RESULT

We ensure the highest quality and total safety of our products. We have carried out 947 quality checks, using 5682 plates for fresh product checks and production line checks. In addition, three samples of each production batch were taken at the beginning, middle and end of the production line, respectively, for maximum traceability.

STATUS AND NOTES



Target achieved

Sustainable Packaging

At least 30% of recycled PET and HDPE containers

Sustainable packaging is developed and manufactured in a way that minimises environmental impact. We used 33% post-consumer recycled PET and HDPE plastic containers.



Target achieved and exceeded

Launch of new innovative products

5 new People & Planet friendly organic products

We launched 5 new innovative organic products: Ultra Serum, Ultra Cream, Ultra Mask, Ultra Skin and Super Elixir. The products are all certified organic by Natrue, made with recycled packaging and FSC certified paper-boxes. Three new products were awarded Best New Product 2022 at Vivaness and one product was finalist in the Cosmoprof Awards at Cosmoprof Worldwide Bologna.



Target achieved

Sustainable secondary packaging

Having 60% of 100% recycled and FSC-certified master cartons

We have set up a circular process in cooperation with our suppliers: N&B recovers and stores empty raw material tanks and sends them to the supplier, who washes and sanitises them using special machinery. Once reconditioned, the tanks are then reused as containers for new raw materials. In total, we diverted 420kg of plastic that would otherwise have been disposed of as waste. Finally, we installed a new water purifier which has enabled us to eliminate the consumption of plastic bottles.



Target achieved and exceeded

Sustainable materials and processes

Continuous innovation is part of our DNA. We have started the R&D process of 3 new innovative bio products that will be launched in early 2023.



New Product Development

At least 3 new organic products

Continuous innovation is part of our DNA. We have started the R&D process of 3 new innovative bio products that will be launched in early 2023.



Target achieved

Saving olive trees

Natural treatments to help olive trees fight Xylella bacteria and innovative new treatment to support the most affected trees

Natural antibacterial treatment and fertilisation based on Aloe Vera, soft potassium soap and alga vera (monthly) and treatment based on copper and garlic extracts (carried out twice after light pruning), for a total of 14 applications on more than 2500 olive trees. Experimental phytosanitary treatment by Invaio, a global biotechnology company, injected into the lymphatic vessels of the most affected trees (around 400) for 6 months. These treatments have been fundamental to increase the vitality and immune defences of the trees. The results are visible, the olive trees responded to the treatments and the attention, they are still green and full of leaves. Finally, we activated a process of grafting the suckers of the severely affected trees using the leccino variety, which is more resistant to Xylella. In this way, we favoured the process of regeneration and generational succession with extraordinary results.



Target achieved and exceeded

New N&B Laboratory

Completion 80% of works

The new N&B laboratories will be an hymn to innovation, sustainability and personal well-being. Currently, the completion works for our future headquarters are 80% advanced. The official opening of the facility will take place between late 2023 and early 2024.



Target achieved

Use of renewable energy sources

At least 30% of total electricity consumption

We are committed to a gradual reduction and offsetting of CO2 emissions to achieve carbon neutrality by 2030 for scope 1 and scope 2. We have 45% energy from renewable sources, including self-generated energy through the photovoltaic system installed on the company's roof and energy purchased from our supplier.

Best for The World 2022

We were awarded B Corp Best For The World of 2022, thanks to our positive impact in the Environment category of the B Impact Assessment. The award is reserved for B Corporations whose score ranks in the top 5% globally. This prestigious recognition fuels our commitment to implementing some of the best environmental practices in the world, always putting People and the Planet first.



focus



LAUNCH OF
INNOVATIVE PRODUCTS
PEOPLE &
PLANET FRIENDLY



NOVELTIES
2022



VIT C+ INTENSIVE RADIANCE: Let your skin C the Light Everyday

The product novelty of 2022 was the Vit C+ Intensive Radiance line with 4 new products Ultra Serum, Ultra Cream, Ultra Mask, Ultra Skin and the Super Elixir product. Vit C+ Intensive Radiance is a revolutionary **organic** line for an **effective and sustainable skincare routine**, which surprises the skin with a multi-sensory texture and a Mediterranean olfactory note. The extraordinary formulations unleash the power of vitamin C in combination with Aloe Vera and precious organic active ingredients to stimulate the skin repair process and moisturise the skin in depth, counteracting the formation of wrinkles and skin blemishes and promoting the skin's well-being and radiance.

All products have very innovative formulations, made to achieve the complete **well-being** of the person. The products are Natrue-certified organic, formulated with ingredients grown and extracted in our Naturalis land and are made with post-consumer recycled packaging with FSC-certified cartons from Italian suppliers.

INGREDIENTS



INTENSIVE RADIANCE


focus



Our Quality Certification



Certification for natural and organic cosmetics, defining safety and quality protocols for both raw materials and finished products, it is a symbol of quality and guarantee for the end consumer.




International certification for natural and organic cosmetics, defining safety and quality protocols for both raw materials and finished products, free from harmful chemicals and GMOs.




IT BIO 008
Agricoltura UE

European standard that ensures compliance with organic farming standards, promoting sustainability, biodiversity and chemical-free farming practices.



Certification for companies that meet the highest standards of social and environmental performance, transparency and accountability in addition to profit goals, and are committed to building a more inclusive, equitable and regenerative economy.




N&B's quality mark certifying the origin, production methods and exceptional quality of Salento Aloe Vera.



A globally recognised quality management standard that ensures efficient processes, customer satisfaction and continuous improvement in organisations.



Ensures the quality of cosmetic products through Good Manufacturing Practice (GMP) that meets international safety and hygiene standards.



N&B's quality mark to communicate that products are not tested on animals and do not contain ingredients of animal origin.

Our Awards



2012
Dome Pure Emotions
Product Line



2017
Pure Hyaluronic
Elixir



2018
Aloe Vera
Pure Gel



2018
Pure Hyaluronic
Beauty & Detox Mask



2018
Protect & Repair
Wonder Cream



2018
Protect & Repair
Pure Complex



2018
Protect & Repair
Wonder Cream



2019
Concept Product Breeze
Mediterranean
Pure Emotion



2019
Visitor's Choice
B Perfect



2019
B Perfect Triple
Action Foundation



2020
The Mask 4 in 1



2020
Aloe Vera & Olive
Oil Hand Clean



2020
home Spa Naturalis
Gentle Hand Soap



2020
The Mask 4 in 1



2021
The Pure




2021
The Scrub



2022
The Remedy Drops &
The Remedy Cream



2022
Vit C+ Ultra Cream



Best for the World
2022

Objectives 2023

IMPACT ACTION

Safety and Quality Control



TARGET

Microbiological control of all bulk and sample products taken at the filling line

IMPACT ACTION

New N&B Laboratories



TARGET

Completion of 95% of the work

Launch of new innovative products



3 new People & Planet friendly organic products

Use of renewable energy



At least 40% of total electricity consumption

Research & Development of new innovative products



3 new People & Planet friendly organic products

Technological innovations



4 new low-impact production machines

Sustainable primary & secondary packaging



At least 35% of PET and HDPE containers recycled; Use at least 80 per cent master carton made of 100 per cent recycled and FSC-certified paper

Collaboration



Partnership for positive impact

To achieve all common benefit objectives through our own organisation and in a network of companies that share the principle of interdependence, with its own means and also with specific programmes aimed at attracting social impact investments from responsible companies and individuals.

As Henry Ford said, "Coming together is a beginning, staying together is progress, working together is success". True success is the continued collaboration of all our stakeholders for the common good, to achieve positive social change through projects that have a positive impact on the environment and society. This shared vision is the driving force for social and economic growth, fostering a meaningful connection between business, government, organisations, individuals and society. Unity is strength!

Results 2022

ACTION AND TARGET

Development of a networks of sustainable beauty companies

Official launch of the B Corp Beauty Coalition and 3 working tables on packaging, ingredients and logistics

ACHIEVED RESULT

The B Corp Beauty Coalition was officially launched in 2022 with an official website bcorpbeauty.org. Three working groups were activated on key topics: sustainable sourcing of ingredients, green logistics and responsible packaging. N&B had direct involvement in the working groups on sustainable packaging and ingredients. Our company joined the Steering Committee, which will guide the growth and development of this alliance. The coalition has experienced significant growth in its memberships, more than doubling it in just one year.

STATUS AND NOTES

✓
Target achieved

Actions within the B Corp community

Unlock The Change communication campaign

Joining efforts with other Italian B Corps, we supported 'Unlock The Change', a communication campaign to spread the B Corp model and philosophy in Italy. Actions involved social media promotions, the realisation of an anti-smog eco-mural in Naples, participation in a Podcast called 'Unlock The Change' with our CEO, and the launch of the Italian B Corp Report.

✓
Target achieved

Collaboration with social purposes

Development of the 'Aloe per il Sociale' initiative

We supported the 'Aloe per il Sociale' project, promoting the social inclusion and training of young people from the 'Domenico Savio' Educational Community in Corigliano d'Otranto. We offered discounted prices to the association for the purchase of greenhouses, which are essential to protect the plants during the winter. The initiative has created job and growth opportunities for the young people, through training meetings and actively contributing to social awareness.

✓
Target achieved

Enhancing cultural and artistic heritage

N&B Mareterra Festival 2022

The Music Festival pursued territorial development along the lines of the ancient routes of Apulia. The programme was very rich and took place in March, April and May with a view to deseasonalisation. After a month of March entirely dedicated to Bach (on the occasion of the third centenary of the publication of the Well-Tempered Clavier), the Festival focused on the dialogue between regional excellences (LUIPIAE quintet, Schola Cantorum Barensis, Hasa-Nigro Duo) and international guests (Roy Amotz, Mara Miribung, Mayah Kadish, La Vaghezza ensemble). Two special events are worth mentioning: the world premiere of the motets by Lecce composer Giulio San Pietro del Negro (performed and recorded by the Schola Cantorum Barensis under the baton of Gilberto Scordari) and the evocative journey between Albania and Apulia proposed in the suggestive setting of the Aloe vera plantations at Naturalis Bio Resort by cellist Redi Hasa with his project THE STOLEN CELLO.

✓
Target achieved

Support for associations and local authorities

Supporting at least 5 organizations

We supported 14 local and national organizations through monetary and product donations: Associazione Io Non Mollo, Associazione Cuore Amico, Associazione Triacorda, Parrocchia Maria Santissima Del Rosario, Associazione Icon Radio Visual Group, Associazione Aremu, Associazione Mercatino Del Gusto, Associazione Sport MTB, Associazione Nany Music, Lega Italiana Per La Lotta Contro I Tumori (LILT), La Forza Ed Il Sorriso Onlus, Associazione Italiana Sclerosi Multipla (AISM), ASD Nest Lecce And ASD La Mandra

★
Target achieved and exceeded

Limited Edition product development initiatives in support of our local territory and sustainability

We developed and launched 4 Limited Edition products to support the following events/initiatives that promote Salento and/or sustainability values: True, Giro dei Venti, Puglia promotion for trade fairs abroad, B For Good Leaders Summit



B Beauty

B Corp™ Beauty Coalition



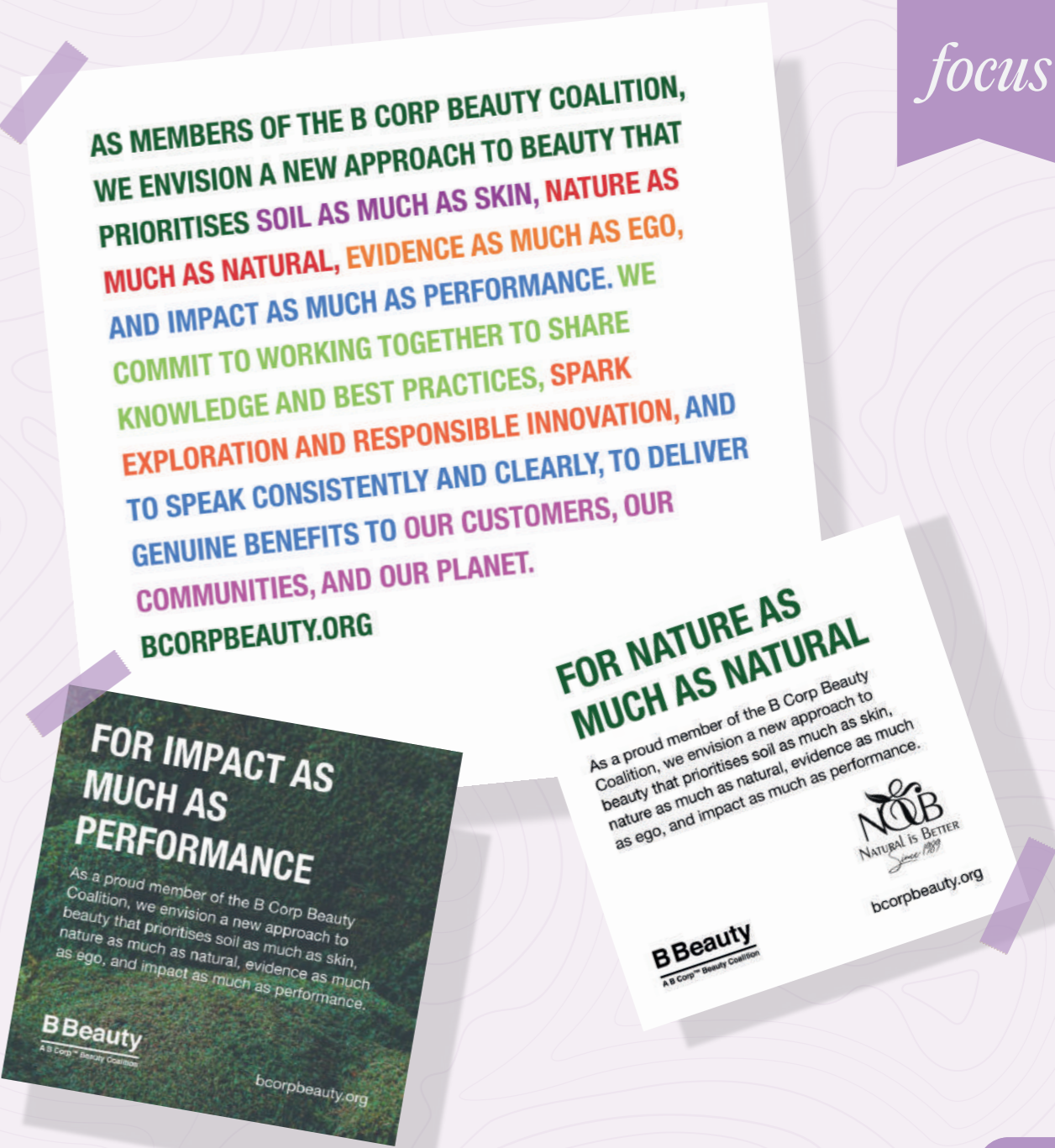
N&B Leadership in the B Corp Beauty Coalition: Goals and Commitment to Sustainable Beauty

In partnership with six other companies, we have facilitated and supported the development of the B Corp Beauty Coalition, an alliance of over 70 leading international **B Corp** certified companies in the **beauty industry**. Our mission is to drive systemic and lasting change in the beauty industry by raising sustainability standards through collective action and new practices.

The coalition was launched in 2022 and to date is fully operational in influencing change. There are three key issues that the B Corp Beauty Coalition is committed to addressing through working groups: **sustainable ingredient sourcing, green logistics and responsible packaging**. The governance structure of the B Corp Beauty Coalition has also been consolidated. In addition to active participation in the working groups, N&B has joined the Steering Committee, which will guide the growth and development of the group. The vision of the B Corp Beauty Coalition is clearly expressed in the Manifesto signed by all members:

Discover more at:

www.bcorpbeauty.org



Objectives 2023

IMPACT ACTION

Partnerships with local BGOs organizations



TARGET

Supporting at least five organizations

IMPACT ACTION

Enhancing the cultural and artistic heritage



TARGET

N&B Mareterra Festival 2023

B Corp Beauty Coalition



Finalisation and publication of the B Beauty Navigator, including the outputs of the 3 working groups on packaging, ingredients and logistics

Initiatives to support the local territory or B Corp values in collaboration with other organizations



At least three Limited Edition products

Actions within the B Corp community



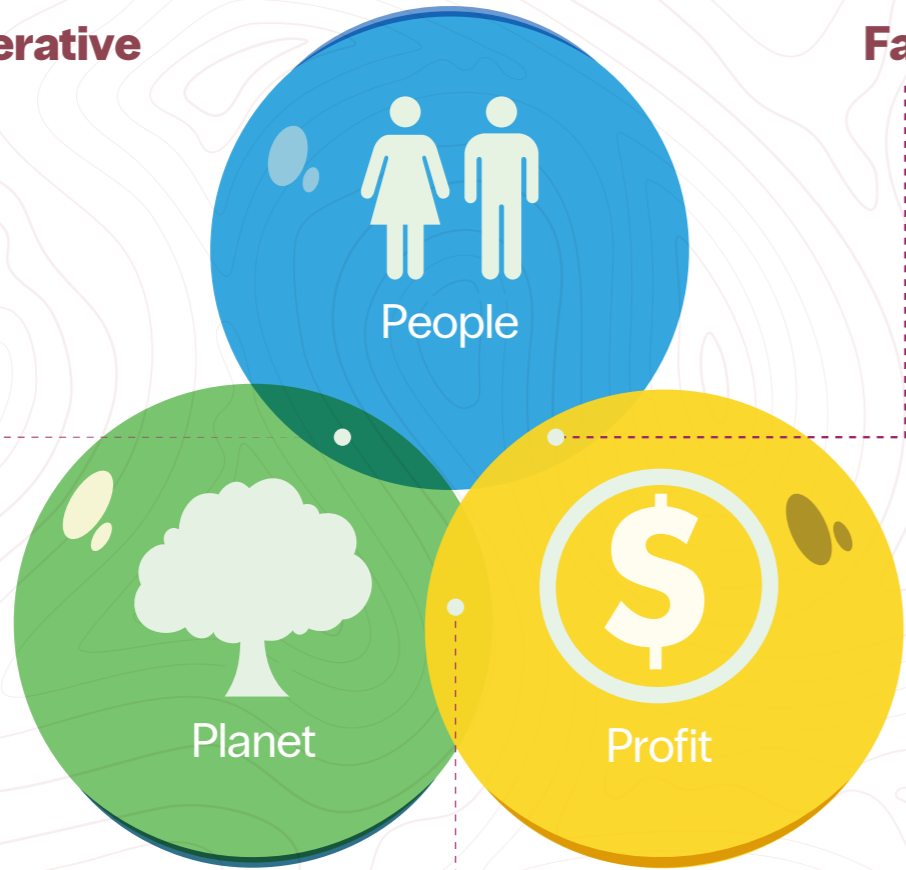
Technical Partner of B For Good Leaders Summit 2023 and Italian B Corp Summit 2023

The B Corp Model

Being a B Corp means integrating positive social and environmental impact goals into your business strategy, alongside economic and financial goals. B Corporations are companies that seek not only to make a profit, but also to regenerate the system in which they operate, contributing to a positive impact on society, people and the natural environment.



Regenerative



Fair

Possible

Discover more at:

www.bcorporation.net

Declaration Of Interdependence



We envision a global economy that uses business as a force for good.

This economy is comprised of a new of corporation – the B Corporation – which is purpose-driven and creates benefit for all stakeholders, not just shareholders.

- As B Corporation and leaders of this emerging economy, we believe:
- That we must be the change we seek in the world.
- That all business ought to be conducted as if people and place mattered.
- That, through their products, practices, and profits, businesses should aspire to do harm and benefit all.
- To do so requires that we act with the understanding that we are each dependent upon another and thus responsible for each future generations.

Our B Corp Impact Score

Please find here the comprehensive impact report of N&B S.r.l. Benefit Corporation – evaluation obtained through the “Benefit Impact Assessment” (known as “BIA”) which is the international reference standard. In 2021, N&B achieved a core of 131.9 points. In the first year of certification N&B had achieved 96 points. The minimum in order to obtain the certification is 80 points. The BIA is a free and confidential management tool which supports companies in the evaluation of their impact on different stakeholders, including collaborators, suppliers and community, customers, and the environment.

The BIA is used by over 100.000 companies in the world, including over 3.900 certified B Corp.



European B Corp Summit

Our B Corp Impact Score

Governance



The Governance Impact Area evaluates the company's overall mission, ethics, accountability and transparency through topics such as integration of social and environmental goals, impact reporting and transparency, stakeholder engagement, and more.

Collaborators



The Workers Impact Area evaluates the company's contribution to collaborators' financial, physical, professional, and social well-being through topics such as payment of a living wage, benefits, employee health and safety, professional development opportunities, and more.

Community



The Community Impact Area evaluates your company's contribution to the economic and social well-being of the communities in which it operates, through topics such as diversity and inclusion, job creation, civic engagement and philanthropy, supply chain management, and more.

Environment




The environment Impact Area evaluates your company's overall environmental stewardship, including how the company manages general environmental impacts as well as specific topics like climate, water use and sustainability, and impacts on land and life.

Clients



The Customers Impact Area evaluates the value that your company creates for your direct customers and the consumers of your products or services through topics such as ethical and positive marketing, warranty and quality assurance of products and services, data privacy, data security, and more.

		Average of Italian companies	Average of our sector	Average of companies of same dimension
Governance	15.4	7.0	6.9	6.1
Collaborators	22.0	14.4	14.9	18.2
Community	30.7	17.6	18.8	18.4
Environment	70.1	23.4	34.4	23.8
Clients	3.6*	2.7	2.3	2.5
Total Score	142	65.1	77.3	69

*The low score in the 'customers' impact area is due to the B2B nature of N&B

(1) Average score of all Italian companies, certified and non-certified, measuring themselves with the BIA Benefit Impact Assessment

(2) Average score of all companies in our sector, certified and non-certified, that measure themselves with the BIA Benefit Impact Assessment

(3) Average score of all companies of our size, certified and non-certified, that measure themselves with the BIA Benefit Impact Assessment

Latest certified report from B Lab available here: <https://bcorporation.net/directory/nb-srl>

Read more about the free impact measurement tool: <https://bimpactassessment.net/>

Sustainable Development Goals (SDGs)

The 17 Sustainable Development Goals, known as “SDGs” and the 169 sub-targets associated to them are the vital core of the 2030 Agenda developed by the United Nations in 2015.

The SDGs have been developed in order to set the direction for global development and growth, promoting human well-being and environmental protection. The objectives consider in equal manner all the three spheres of sustainable development (economic, social, and environmental). The goals ought to be met at a global level by 2030 by all the UN country members. This means that every country on the planet is called to give its help to commonly safe the most important challenges of our times.

N&B’s business model contributes to the achievement of 9 main objectives:

- 3 Health and well-being**  Ensuring a healthy life and promoting wellbeing and health for all at all ages.
- 5 Gender Equality**  Achieve gender equality and empower all women and girls.
- 8 Decent work and economic growth**  Promote sustainable, inclusive and sustainable economic growth, full and productive employment and decent work for all.
- 9 Industry, innovation and infrastructure**  Build resilient infrastructure, promote inclusive and sustainable industrialisation and foster innovation.

11 Sustainable Cities and Communities



Make cities and human settlements inclusive, safe, flexible, and sustainable.

12 Responsible consumption and production



Ensure sustainable consumption and production patterns.

13 Acting for the climate



Promote action, at all levels, to combat climate change.

15 Life on Earth



Protect, restore and promote the sustainable use of the earth's ecosystems, sustainably manage forests, combat desertification, and halt and reverse land degradation and halt biodiversity loss.

17 Partnership for the goals



Strengthen implementation arrangements and revitalise the global partnership for sustainable development.

Our 2022 Numbers



58

Countries worldwide where we have customers



20

Hectares of certified organic cultivation in our land Naturalis (Aloe Vera, Olive, Grapevine, Tobacco, Lavender, Sage, Myrtle, Rosemary, Orange and Lemon)



11,4 mln

Yearly revenues *cumulative revenue of the N&B group (N&B, Merino and Naturalis)



6

New young people from Salento hired during the year



6

Quality certifications of the N&B Group: ISO 9001, ISO 22716, Ecosmetica quality, Natrue Organic, Ecogruppo, B Corporation



100%

Quality Made in Italy All Italian suppliers.



44%

Total expenses with local suppliers located within 300km of the company



4

International Awards obtained in 2022:
BEST NEW PRODUCT AWARD 2022 with The Remedy Cream & Drops
BEST NEW PRODUCT AWARD 2022 with Vit C+ Ultra Cream
B Corp BEST FOR THE WORLD 2022 nella categoria Environment
GREEN RESORT 2022 with Naturalis Bio Resort



45,6%

Female collaborators and 54.4% male collaborators



Km0

Plant-to-Beauty supply chain at km0 in Salento: Organic Cultivation – Raw material extraction – Innovation and R&D – Quality Control - Production - Tailor-Made Private Label



45%

Energy from renewable sources including our solar panels



3

Working groups focused on sustainability of packaging, ingredients and logistics initiated by the B Beauty Coalition



5

New innovative People & Planet friendly products launched on the market (organic certification, recycled and recyclable packaging and FSC-certified boxes)



80%

Works completed for the new N&B headquarters, an hymn to innovation, sustainability and natural well-being.

B Beauty

The B Corp™ Beauty Coalition

53

Member companies of the B Corp Beauty Coalition committed to promoting systemic change in the beauty industry by improving its sustainability standards through collective action



3500

Aloe Vera plants from our home country Martano that we have personally tended and cared for



2500

Olive trees on which we carried out 14 applications of natural treatments to increase their vitality and boost their immune defences, in order to combat Xylella bacteria more effectively



92,4

Tonnes of CO2 emissions (scope 1 and 2)



14

Number of local and national organisations supported with monetary or product donations during the year



93%

Local collaborators (69% live in Martano)

Our 2022 Photos



Aloe Garden, Stand Cosmooprof



Stand N&B Cosmopack



N&B Christmas Party



Support for "Io non mollo"



TTG Rimini - Special Guest



Polo Innovation Day - Roundtable



Winners "Best New Product Award"



Cosmoprof Asia Hong Kong



Vivanes Bio Fach



N&B Christmas Party



Wine Harvest at Naturalis



NOB

NATURAL IS BETTER

Since 1989

One skin — One life — One planet®

*“La Natura ci insegna
ogni giorno
ad essere felici con poco,
basta un pizzico
di amore e rispetto
e saper mantenere
il giusto equilibrio.
Con questi piccoli gesti,
ci restituisce
una bellezza assoluta.”*


NATURAL IS BETTER
Since 1989