

CHANGE OF SALES EXPORT 2019-2024

69312 Nebbiaiuce UK

BOCA I HO 33%

without Shareholder/Nebbiaiuce-Sales

MARKET	SALES 2021	SALES 2022	SALES 2023	SALES 2024	DIFF 2023-2024	DIFF in %	SALES % BOCA DOC %	Sales 2021 BOCA DOC	Sales 2022 BOCA DOC	Sales 2023 BOCA DOC	Sales 2024 BOCA DOC	SALES DIFF BOCA DOC %	VALUE 23/24
EUROPA	166069	142181	170345	163072	-7273	-4%	17%	64154	74549	49400	28189	-43%	
SCHWEIZ	47279	62883	47237	36831	-10406	-28%	27%	28414	35142	12340	10049	-19%	****/****
FINLAND	6575	5422	10480	13799	3319	24%	7%	3000	3800	2500	900	-64%	*/**
NORWEGEN	6070	16644	17233	0	-17233	-100%	0%	0	7096	9244	0	-100%	**/
SCHWEDEN	36000	3510	48125	43500	-4625	-11%	0%	3000	0	5771	0	-100%	***/*
DENMARK	15810	9072	5864	12178	6314	52%	32%	5523	7233	1539	3900	153%	*/**
DEUTSCHLAND	16504	4313	10774	4299	-6475	-151%	0%	8243	3386	5357	0	-100%	*/
AUSTRIA	4661	1	5444	0	-5444	-100%	0%	1800	0	1800	0	-100%	*/
FRANCE-ESPANA	3881	5445	6841	20976	14135	67%	25%	2549	1317	3855	5275	37%	*/**
BELGIUM	7540	5511	8760	0	-8760	-100%	0%	2000	5300	4110	0	-100%	**/0
HOLLAND	13680	11000	5650	9156	3506	38%	10%	5407	2300	684	906	32%	*/**
ENGLAND	8069	12480	0	14922	14922	100%	42%	4217	4875	0	6332	100%	*/**
EST	5900	5900	3937	7411	3474	47%	11%	1	4100	2200	827	-62%	*/

increasing markets	>50%
increasing markets	20-50%
decreasing markets	20-50%
heavy decr. markets	>50%

MARKET	SALES 2021	SALES 2022	SALES 2023	SALES 2024	DIFF 2023-24	DIFF in %	SALES % BOCA DOC %	Sales 2021 BOCA DOC	Sales 2022 BOCA DOC	Sales 2023 BOCA DOC	Sales 2024 BOCA DOC	SALES DIFF BOCA DOC %	VALUE 23/24
USA	218787	247699	199904	174558	-25346	-15%	22%	96314	46355	63430	37822	-40%	
NY-CC	35901	31680	88144	53586	-34558	-64%	0%	28414	9072	27540	0	-100%	***/*
CAL	52883	74247	0	41556	41556	100%	33%	20942	19391	0	13716	100%	0/*
WASH-OREG	65183	39408	23349	24714	1365	6%	21%	22757	3240	2592	5148	99%	***/*
VI-DC-MA	25303	12366	8445	7820	-625	-8%	23%	9647	0	330	1764	435%	*/
MASS/MAI	25363	32832	44945	30210	-14735	-49%	0%	7582	6157	17794	0	-100%	**/*
NJ-PA-DEL	0	29720	4281	5073	792	16%	52%	0	0	0	2656	100%	***/*
MICHIGAN	4122	0	7032	4440	-2592	-58%	0%	972	0	3240	1800	-44%	*/
ILLINOIS	0	22256	0	0	0	0%	0%	0	4445	0	0	0%	0/0
N-S-CAROL	5280	0	15593	7159	-8434	-118%	24%	3000	0	8019	1710	-79%	**/*
OHIO	4752	5190	8115	0	-8115	-100%	0%	0	0	3915	0	-100%	*/0
CANADA	17600	21390	7060	32272	25212	78%	19%	3000	4050	0	6108	100%	**/*
QUEBEC	6600	0	0	20304	20304	100%	24%	0	0	0	4920	100%	***/*
ONTARIO-SASKAT	1800	5070	4880	11968	7088	59%	10%	0	810	0	1188	100%	***/*
BC-ALBERTA	9200	16320	2180	0	-2180	0%	0%	3000	3240	0	0	100%	**/*
ASIA	9500	21000	30040	15158	-14882	-98%	23%	22863	8562	13540	3420	-75%	**/*
AUSTRALIA	5400	0	9708	0	-9708	-100%	0%	5410	0	3328	0	-100%	0/0
TOTALE EX	251287	290089	246712	221988	-24724	-11%	21%	127587	58967	80298	47350	-41%	
TOTALE	417356	432270	417057	385060	-31997	-8%	20%	191741	133516	129698	75539	-42%	

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SALES BOCA DOC AND MIMMO

SALES BOCA DOC	YEAR	TOT	%	2019	SALES MIMMO	SALES BASIC	SALES BASIC	SALES BOCA	SALES BIANCO
EXPORT	2019	168052			%	MAGG-NEBB	%	%	%
	2020	126800	-25%	2019-2020					
	2021	191741	51%	2020-2021	15%				
	2022	133516	-30%	2021-2022	13%				
	2023	129698	-3%	2022-2023	8%	187439	36%	31%	15%
	2024	75539	-42%	2023-2024	17%	176327	46%	20%	17%
HORECA	2019	107000							
ITALIEN	2020	67500	-37%	2019-2020	-37%				
	2021	136680	102%	2020-2021	28%	6%			
	2022	120402	-12%	2021-2022	13%	6%			
	2023	116810	-3%	2022-2023	9%	8%	98475	30%	37%
	2024	108375	-7%	2023-2024	1%	8%	104206	32%	34%
TOTAL	2019	275052							
ohne shop	2020	194300	-29%	2019-2020	-29%				
	2021	328421	19%	2020-2021	12%				
	2022	253918	-23%	2021-2022	-8%	10%			
	2023	246508	-3%	2022-2023	-10%	8%	285914	34%	30%
	2024	183914	-25%	2023-2024	-33%	9%	280533	37%	24%