



**Greenway**  
GROUP

[ABOUT US](#)



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# ABOUT US

## THE GROUP:

The Greenway Group is a company in the Agro-Energy and wine sector. Its business encompasses biomass energy, grape production and marketing, and cultivation of agricultural products for energy and food use.

In terms of the size of land area under direct cultivation and its turnover, the group is one of Friuli Venezia Giulia's leading companies in the sector.

## THE COMPANY IN NUMBERS:

- Energy produced:  
**16,500,000 KW/YEAR** which is the equivalent of the energy demand of 20,000 people\*
- Reduction in petroleum products consumption:  
**T 3,000/YEAR**
- Digestate output:  
**T 26,000/YEAR** which is the equivalent of 500 t of chemical fertilizer
- Cultivation of energy crops for human and animal use:  
**700 HA**
- Vineyard surface area:  
**40 HA**
- Vifilare Italia own brand wines:  
**PINOT GRIGIO, RIBOLLA GIALLA, PROSECCO, ROSÈ**
- People directly and indirectly employed:  
**40**
- Group turnover:  
**€5 MILLION/YEAR**



## OUR STORY:

Our group is made up of a team of people who share a broad vision for the future and who have deep roots in our region – a region where all the businesses in the agricultural sector are now truly inspired to take the next step forward into the third millennium and are empowered to drive forward innovation without ever losing their ties with tradition.

For us the future has become a dynamic project at the heart of which sits environmental protection and making best use of individual talent and human resources—key protagonists in a production chain focussed on the common good, the safety of the planet, and the wellbeing of its inhabitants.

## OUR MISSION:

Sustainability is our watchword.

"Nothing that goes against nature can endure for long." A saying that, though ancient, still holds true today and is very close to our heart, because for centuries using natural resources sustainably and respectfully has been an essential prerequisite in our management of an enterprise which has firm local roots and cares deeply about the future of our ecosystem. We remain faithful to this need, of course, without ever losing sight of the need to make a profit and to be profitable.

Together with our partners and associates, we aim to build—with confidence and conviction—a future in which it is possible to harmoniously marry maximum efficiency with our deep concern and care for environment and social responsibility.

\* energy requirements per person estimated at an average of 820 kW/year

2019	Greenway is organized and structured as an multidivisional group.
2018	Filare Italia wine brand launched for the millennials target market segment and International Wine Division.
2017	Viticulture Division created with the planting of yellow grape varieties.
2016	Greenway acquires San Daniele Bioenergie from Maccaferri group.
2015	Share structure changes with the acquisition by shareholders of Credit Agricole shares.
2014	The group expands through the acquisition of new agricultural land for production.
2011	Construction and commissioning of 1st 1 MW biomass plant
2010	The Greenway Estate is formed. Founding shareholders are the Tam and Gardisan families alongside the Credit Agricole investment fund.

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# ENERGY

## WHAT IS BIOGAS?

Bio gas is an alternative renewable energy production source. The gaseous biofuel production process is based on oxygen free fermentation (anaerobic digestion) of various agricultural plant biomass and organic residues.



The whole process takes place inside the digesters at a controlled temperature using active microorganisms that convert the raw material into biogas, which consists of 50-70% methane with the remainder made up of CO<sub>2</sub> and other components. Biogas produced in this way supplies a cogeneration facility that produces electricity, which is then transferred to the Italian national grid.

The fermentation residue is the digestate, consisting of a liquid part and a solid fraction that is completely odourless and of very high agronomic value; this is used in the fields as a substitute for chemical fertilizers.

## HOW A PLANT WORKS:



## PLANTS AND LOCATIONS



## OUR PLANTS

The group's plants are located in different areas of Central Friuli and have a total power output of 16 million kW/year, which can supply the energy requirements of approximately 7,000 households. Near each plant, there is land set aside for the cultivation of energy crops for biogas production.



### GREENWAY

Located in the Bertiolo industrial zone, the plant, with its 1 Megawatt of power, is capable of producing almost 8,000 MW/year. The plant is fed by a supply chain consisting of a group of farms that grow all the biomass required on Greenway-owned land. Depending on the season, between 35 and 30 people work within the energy supply chain configured around the plant's operations. The plant also produces digestate, an organic material that is used to fertilize 'producer' soils and improves their quality. We use plant technology made by Schmack (Germany), a leading company in Europe in the construction of biogas plants.

### SAN DANIELE BIOENERGY

The plant is in a separate location in an area adjacent to the industrial area of San Daniele in a small wood, which in and of itself mitigates the impact of the plant by harmonizing it with its surrounding environment. The agricultural supply chain is the same in every aspect as the Greenway agricultural supply chain in that it is local and complements that of Greenway itself.



# WINE AND VINEYARD



## TERROIR

Our vineyards are located in the terroir of the Grave del Friuli area, which is located in a plain between Codroipo and San Daniele. The soils of the terrain, which are of alluvial origin and moderately loamy, lie to the east of the River Tagliamento – an area of Medio Friuli DOC wine production.

## OUR WINES

As a result of the special character of the terroir, the grapes grown here are ideal for producing delicately-scented spumante, sparkling, rosé, and white wines, all distinguished by the group's brand FILARE ITALIA, the expression of all the finest aspects of Italian viticulture. [www.filareitalia.it](http://www.filareitalia.it)



## GRAPE AND WINES

The favourable micro climate, given the proximity of the Adriatic Sea and the Alps that surround the plain and protect it from the cold wind currents of northern Europe, is excellent for growing grapes to produce wines which are unique and light with pronounced aromatic notes.

## VINEYARDS

Our vineyards' characteristics, closely combined with the terroir's vocation, our employees' meticulous care, devotion and sheer passion, and the best available cultivation techniques, encourage the production of highly-prized particularly fresh, young wines such as Pinot Grigio, Ribolla Gialla, and Glera.

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# AGRICULTURE



## AGRICULTURE

Our group's companies produce most of its biomass needs by outsourcing this to a group of external companies which provide agricultural production processing and harvesting services. Cultivation of the different cultivars extends over a total area of 700 hectares and is carried out using a rotation method, which, besides producing vegetable materials for use in energy production, also produces agricultural materials for human and animal nutrition (Feed & Food).



## SOY

One of the main cultivars dedicated for Feed & Food is soy (vegetable protein) which come from a first or second harvest in succession to autumn and winter crops dedicated to energy use.

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# MANAGEMENT



## ADMINISTRATION AND FINANCE

The administrative and financial management of the group companies has been entrusted to a team whose main focus, in addition to managing compliance with the bureaucratic strictures of the energy industry, centres on supporting corporate management in implementing the company's agroindustrial business plan.

Head of Administration & Finance: **Stefania Zucchetto**

## AGRONOMY

The group's varying operations also include: agronomic management; identification of appropriate cultivation plans; vineyard management; organization of contractors required for the proper execution of cultivation operations; and validating compliance with agronomic and business protocols.

Head of Agronomy: **Fabrizio Fabroni**

## PLANT MANAGEMENT

Plant management is assigned to a hands-on team that manages everyday operations. In addition to being able to perform routine maintenance, our members of staff also have in-depth knowledge of mechanics and electronics. They ensure that every component of the plant is continually managed and kept under control by regularly measuring operational and technical indicators so as to maintain constant energy production and biomass consumption.

Plant Manager: **William Lauzzana**



## COMMERCIAL AND MARKETING

Commercial management, which includes marketing, product placement, and FILARE ITALIA brand wine distribution planning, is run by a group of professionals with international experience in all the main sectors of the food industry. The distributors are managed directly by the company's front office, while wine processing and logistics management is outsourced to local partners with a solid track record. [www.filareitalia.it](http://www.filareitalia.it)

## GOVERNANCE

Corporate governance is structured to create shared value for all stakeholders by determining and implementing strategic objectives based on the dynamics of the market and business environment to ensure the group can adapt to an increasingly complex economic and social environment.

Chair: **Marco Tam**  
Vice Chair: **Gabriele Gardisan**

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# SUSTAINABILITY



Significant investments in renewable energy have enabled our group to write its own story and, right from the very start, to develop our own sustainability project based on initiatives such as our vineyard drip irrigation system with embedded sub-irrigation lines. These improvements have led to significant benefits such as smart water resource management software which has enabled us to make savings of up to 20%.



Additionally, the use of digestate (the output of the biogas production anaerobic process) has largely replaced chemical fertilizers because it is similar to organic fertilizer; this has enabled us to reduce our carbon footprint and avoid using petroleum products.

Our group's mission is to respect for our surrounding areas and communities through sustainable growth as we are very much conscious of the group's role as an actor in building a commercial and environmental business that enhances our region and the [lives of the] people and organisations that work there.



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## GREENWAY E LE MASCHERINE MADE IN CHINA

Fin dal terremoto del 1976, è diventata proverbiale la capacità dei friulani di reagire alle situazioni di difficoltà impreviste e di rimboccarsi le maniche secondo la logica del «fasin di...»

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## QUATTRO BICCHIERI ALLE BOLLICINE DI "FILARE ITALIA"

Alla Ribolla gialla 2018 di Filare Italia sono stati assegnati 4 bicchieri su 5 dalla guida de L'Espresso. L'azienda è stata scelta anche per essere ambassador dei premi speciali agli...

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## FILARE ITALIA

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## IL BIOGAS MADE IN ITALY DELLA FRIULANA GREENWAY FA SCUOLA IN EUROPA

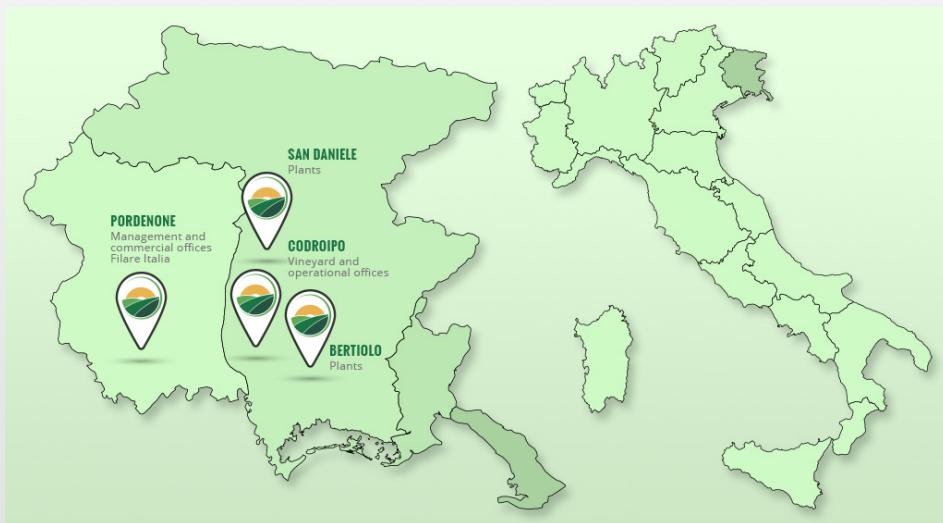
A dicembre la visita all'azienda per capirne l'organizzazione. Ora l'intenzione di importare il modello di business e applicarlo anche Oltremare. Gli irlandesi della storica cooperativa agricola Drinagh, West Cork, vogliono...

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# CONTACTS



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## GREENFIRM SRL

### **Registered office**

Via Roveredo, 20/B – 33170 Pordenone (PN)

## GRUPPO GREENWAY

### **Accounting Office**

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