



More than 50 years of growth



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FAMILY BUSINESS

Quesos El Pastor - Hijos de Salvador was founded in 1967 as a humble family cheese factory by Lorenzo, Salvador and Domingo, three brothers from Santa Cristina de la Polvorosa (Zamora).



FAMILY BUSINESS

The **beginnings** were not easy, the three brothers manufactured and sold in the Santa Cristina area.

TODAY



**We have a
turnover of over
179* million euros**



**We manufacture
in four factories**



**We reach more
than 89 countries**

* 2025 ESTIMATE



FIRST PILLAR: QUALITY

It is impossible to have reached this volume of business if you do not offer your customers a **QUALITY** that encourages them to repeat the purchase of our cheeses.

This is something that all of us who work at Quesos El Pastor have kept in mind from our origins to the present day.

Moreover, we have **food certifications** such as IFS and BRC.



FIRST PILLAR: QUALITY

**A quality recognised not only by our customers through sales,
but also in the most prestigious international awards.**



**ALIMENTOS DE ESPAÑA AWARD for internationalisation 2015,
awarded by the Government of Spain.**



SECOND PILLAR: TRADITION AND MODERNISATION

In the cheese-making process, the most important points that **set you apart from the rest** are:

The
selection
of raw
materials

+

The
know
how

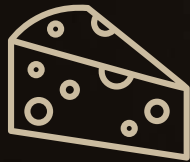
+

The
expertise
acquired

They are not incompatible with **modernisation**.

THIRD PILLAR: DIVERSIFICATION

Over the last 30 years we have sought to diversify **different levers** that directly affect growth:



PRODUCTS



BRANDS



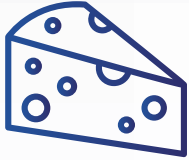
MARKETS



CUSTOMERS



THIRD PILLAR: DIVERSIFICATION



PRODUCTS

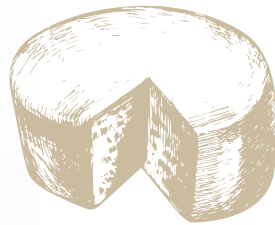
To offer our customers an assortment of cheese in **different varieties, formats and presentations** in order to cover most of their needs.



This commitment oblies us to increase our production resources.

1967

Born as a small artisanal factory.

**1998**

Inaugurated a new factory of hard and semihard cheese (28,000 m²).

2012

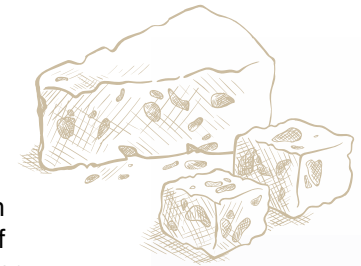
A new production plant is constructed for the elaboration of lactic fermentation products "log of soft cheese".

2015

IQF technology is implanted.

2017

Production and sale of Blue Cheese.



1967

20 t

1998

5.000 t

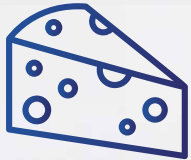
2021

15.000 t

2024

18.000 t**300.000**
liters / day**360.000**
liters / day

THIRD PILLAR: DIVERSIFICATION



PRODUCTS

Not only does our production capacity allow us to meet our customers' assortment needs, we are obliged **to innovate**, for which we use a minimum viable system that allows us to test and improve our commercial proposal.



THIRD PILLAR: DIVERSIFICATION



BRANDS

Not only do we produce cheese under **our own brands**, but we also meet our customers' **MDD** needs, offering flexibility in formats, both in terms of product and type of packaging.

We have products protected by **PGI** and **PDO**.



THIRD PILLAR: DIVERSIFICATION



MARKETS

89
countries

We are not limited to domestic sales, we have been **exporting our products** for years, which gives us stability in the face of crisis situations in specific areas.



Our cheeses are exported to all five continents and are present in 89 countries.



THIRD PILLAR: DIVERSIFICATION



CUSTOMERS

We have a **sales team** that serves large-scale distribution, supermarket chains, hypermarkets and discount shops and a network of distributors that serves small customers by offering them products adapted to their type of business.



THIRD PILLAR: DIVERSIFICATION



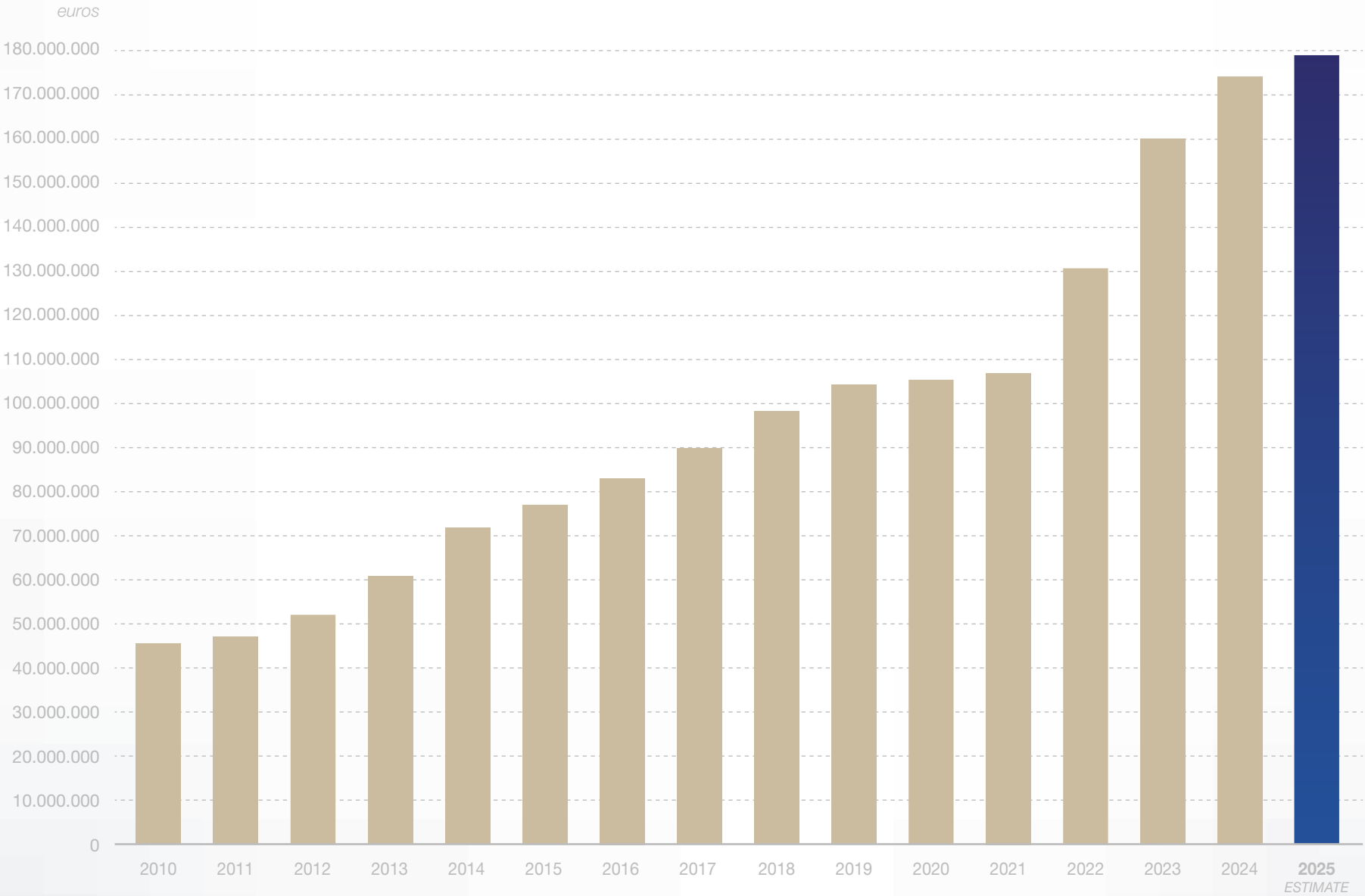
CUSTOMERS

We listen to our customers, which allows us to **develop new products** to meet their needs and to constantly improve existing products.





SALES



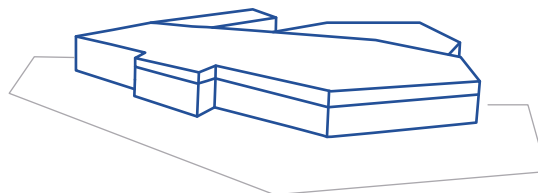
IN FIGURES (2024)

* 2025 ESTIMATE



Surface

50,000 m²



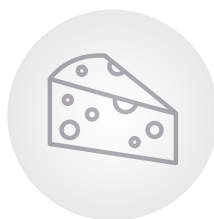
Turnover

179,000,000*
euros



Processed milk

136,000,000*
liters / year



Cheese

19,000*
tons / year



Livestock farmers

800
livestock farmers



Workers

395
on site



OUR VALUES

modesty
work



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