

## COMPANY PROFILE 2020



## 1. THE ANGELINI GROUP

From its birth in Italy in **1919**, 100 years ago, in a small pharmaceutical laboratory in Ancona, the Angelini group has today become an **international group, leader in health and well-being in the pharmaceutical and mass-market goods sectors.**

A growth-oriented **investment** strategy, demonstrated by the fact that a significant proportion of profits over the last 10 years has been reinvested in the company; an unwavering commitment to **Research and Development**; in-depth **knowledge of markets** and various business sectors: these are the elements that make Angelini a robust and multifaceted industrial group, which operates in **17 countries** with **6,000 employees.**

The group is committed to reducing its environmental impact and finding increasingly cutting-edge solutions in the context of the **circular economy**. It also adopts the most advanced standards in the field of **worker health and safety** and the most stringent processes to ensure top quality by monitoring the entire production chain: from supplier certification, control of raw materials, the production process, the finished product and packaging, to sample checks at the sales point.

### The Angelini group in numbers

- **Over 30** companies belong to the Angelini group, in Italy and overseas
- **6,000** employees
  - **approximately 3,000** of these in the pharmaceutical sector
- **€1,7 billion:** 2019 turnover
  - **54%** in Pharmaceuticals
  - **29%** in Personal care
  - **9%** in Machinery
  - **6%** in Perfumery
  - **2%** in Wine
- **6 production sites in Italy, consisting of:**
  - **3** in the Pharmaceutical sector
  - **2** in the Personal care sector
  - **1** in the Machinery sector
- **5 production sites overseas, including:**
  - **3** in the Personal care sector
  - **2** in the Machinery sector
- **17 countries** with an Angelini presence
- Products marketed all over the world
- **1<sup>st</sup> plant** in the world to recycle used absorbent hygiene products 100%, on an industrial scale (through Fater, in Joint Venture with P&G)

## 2. THE PHARMACEUTICAL SECTOR – ANGELINI PHARMA

Angelini Pharma is an international group leader in Healthcare and Well-being. Its effort is helping patients, physicians and caregivers in the fight against diseases. Angelini gives constant and foremost attention to the areas of **Mental Health** (incl. Pain), **Rare Diseases** and **Consumer Health**.

Founded in Italy at the beginning of the 20th century, Angelini Pharma operates directly in **15 countries** employing more than **2.700 people**. Its products are marketed in about **70 countries** even through strategic alliances with leading international pharmaceutical groups.

Angelini is an integrated pharmaceutical company with extensive and well-recognised **Research and Development** programmes, in addition to **world-class production facilities** and **international marketing** activities of key compounds and leading drugs in many sectors. Strategic partnerships with international companies complete and expand the geographical areas where Angelini operates.

Over the years, the **Research and Development** teams at Angelini have identified several important molecules such as trazodone and benzydamine, and are currently involved in innovative research projects in the areas of diseases and disorders of the nervous system, pain and inflammation, with a particular commitment to the research of new treatments for the paediatric population.

The research at Angelini embraces public-private partnerships with recognised academic institutions and centres of global importance. The Scientific Network and Partnerships have both an important role in creating innovation.

Angelini's **production facilities** in Ancona (Finished Products), Aprilia (Raw Materials) and Casella are at the forefront of technologies, industry standards and environmental protection, thanks to the use and integration of renewable sources.

Angelini has offices in Italy, Spain, Portugal, Austria, Poland, Czech Republic, Slovakia, Hungary, Germany, Romania, Bulgaria, Greece, Turkey, Russia, and USA.

In line with its **international strategies**, Angelini has promoted pathways for development in countries with high growth potential, with both targeted acquisitions and enhancement of existing structures.

Moreover, important strategic alliances with leading pharmaceutical groups with a global footprint allow the distribution of Angelini products worldwide.

To name a few, these include **Trittico®** (trazodone, antidepressant), **Latuda®** (lurasidone hydrochloride, antipsychotic), **Tantum®** (benzydamine, anti-inflammatory), **Aulin®** (nimesulide, anti-inflammatory analgesic), **Vellofent®** (fentanyl, analgesic) and **Xydalba®** (dalbavancin).

In the last 10 years, the percentage sales outside Italy has grown constantly, reaching about 50% of total pharma sales today.

### ANGELINI PHARMA AT A GLANCE

- **902.5** million € reported turnover (2019)
- **2.750** employees
- **Over 70** countries in which products are marketed
- **15** countries with direct presence on the ground
- **Over 40** commercial partners
- **3** production plants in Italy

### 3. PERSONAL CARE AND LAUNDRY AND CLEANING: THE FATER JOINT VENTURE

Angelini operates in the sector of hygiene and personal care products through Fater, the company founded in 1958 by the Angelini family which in 1992 became a **joint venture with Procter & Gamble**.

Fater is a **leader in the Italian market for absorbent hygiene products** and a **key player in the European bleach market**. Since the beginning of the '60s, Fater has developed the market for children's nappies and feminine hygiene products in Italy, items which were largely non-existent or rare at the time. Today, Fater produces and markets a complete range of absorbent hygiene products in Italy, from children's nappies to feminine hygiene products and products for incontinence, through the **Pampers, LINES, LINES Specialist** and **Tampax** brands.

Since 2013, the company has operated in the market of detergents for fabric and household cleaning, over time acquiring the brands **Ace, Neoblanc** and **Comet**, which are now produced and distributed by Fater in 39 countries in Western and Eastern Europe, the Middle East and Africa. Fater is a dynamic company, investing approximately 4% of its annual turnover in innovation. An understanding of consumers and markets, research, quality and security, all components of the Angelini Group's DNA, have also been the drivers of long-term growth for Fater. The company's offices are in **Pescara**, while its production facilities are spread throughout both Italy, in **Pescara** and **Campochiaro (CB)**, and abroad, in **Porto (Portugal)**, **Mohammedia (Morocco)** and **Gebze (Turkey)**.

For many years, Fater has been developing its approach towards sustainability, adopting one based on life cycle assessment. As a result, **sustainability** is implemented across the board throughout the organisation: activities and products are assessed from an environmental perspective, from the optimisation of the use of raw materials, the sustainability of the production processes and a focus on logistic efficiency, right up to the post-use stage. The results are encouraging; considering, for example, the reduction of emissions per standard unit during the production phase, or the elimination of approximately 3,000 trucks/year thanks to a more efficient use of load volume and logistical re-routing.

For Fater, sustainability is a welcome challenge for innovation and a responsibility borne towards future generations. One example of Fater's ability to look to the future is its creation of a dedicated internal business unit called **FaterSMART**, which aims to expand the **"0% landfills – 100% New Life"** programme in Italy and overseas. This project, which concerns the recycling of used absorbent hygiene products — nappies, feminine hygiene products, products for incontinence — earned the company the Legambiente **"Circular Economy Champion"** accolade, awarded directly by the European Commission. This innovative and high-tech system, the only one of its kind in the world, found its application at the **plant developed and launched by Fater and Contarina S.p.A. in the province of Treviso (IT) on 25 October 2017**. Thanks to the innovative technology developed and patented by Fater, the Treviso plant is **able to recycle used absorbent products 100%**, regardless of brand, obtaining from them plastic, cellulose and superabsorbent polymer.

In line with its commitment towards environmental sustainability, Fater is among the Italian companies which have signed the **"Manifesto for the Circular Economy"**, the objective of which is to promote best practices among all players in the ecosystem. FaterSMART leads **Embraced**, a consortium of 12 companies, which aims to increase the added value of recycling, enabling the production of fertilisers and chemical products. It received the **award for Sustainable Development 2018** from SUSDEF (the Sustainable Development Foundation) and, along with Legambiente, promotes the annual prize for Italian municipalities which have implemented concrete, innovative initiatives in the field of recycling.

#### FATER IN NUMBERS

- **approximately 1,600** employees
- **39** countries in which the products are distributed
- **2** production facilities in Italy
- **3** production facilities overseas

### 4. THE MACHINERY SECTOR: THE FAMECCANICA JOINT VENTURE

In the Machinery sector, Fameccanica, **the joint venture with Procter & Gamble**, is the undisputed world leader in the design, construction and installation of integrated production lines for the market for disposable absorbent hygiene products. More recently, Fameccanica has entered the market for refilling bottles of liquid detergent for personal care and household hygiene. Founded in Italy in 1975, the Fameccanica group today operates with 3 companies, with offices and production facilities in **Italy**, (Sambuceto di San Giovanni Teatino), **China** (Shanghai) and **North America** (West Chester - Ohio).

Fameccanica, with its motto of NON STOP INNOVATION, represents a recognised benchmark in its sector when it comes to advanced technology, quality and services. The company is based on a culture of innovation, carrying out approximately **20 R&D Projects** every year, with new solutions in terms of technology, processes, finished products and materials.

#### FAMECCANICA IN NUMBERS

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| • <b>750</b> employees   | • <b>15</b> active laboratories for the study of innovations (lab test stands) |
| • <b>Over 1,200</b> production lines made between 1975 and today | • <b>Approximately 20</b> R&D projects carried out every year                  |
|  | • <b>Over 600</b> patents  |

### 5. THE PERFUMERY SECTOR: ANGELINI BEAUTY

Angelini Beauty is the business unit of Angelini Group, with headquarters in Milan, that works in the **selective perfume** and **skincare & sun care sectors**.

It creates, develops and distributes worldwide the perfume lines of Trussardi, Laura Biagiotti, Gianfranco Ferré, Blumarine, Mandarina Duck, Angel Schlesser, and Armand Basi and also Anne Möller skincare & sun care products.

The company was established when Idesa Parfums and ITF were acquired between 2013 and 2016. This made it possible to build a prestigious portfolio of **brands, both owned and licensed** from companies in the fashion industry, and to guarantee continuous international development. Angelini Beauty has branches in

strategic markets such as Italy, Germany, Spain, Austria and Switzerland, with a team of 200 employees that breathes and transmits **excellence made in Italy**.

The mission of Angelini Beauty is to create unique and magical products that make consumers dream.

Passion, enthusiasm, creativity, rigor, motivation, and responsibility are the values that distinguish Angelini Beauty, which creates fragrances and skincare and sun care products in respect of the identity and uniqueness of each brand. It also pays great attention to design and advertising, collaborating with major international talents in the sector.

#### ANGELINI BEAUTY IN NUMBERS

- **80** countries around the world in which Angelini Beauty fragrances can be found
- **200** employees

## 6. THE WINE SECTOR: BERTANI DOMAINS

The Bertani Domains group operates in the wine sector through a combination of tradition and innovation. Today, it consists of **6 wineries** for an overall total of **1,700 hectares of land**, **460 of which are under vines**, and an overall production of approximately **4 million bottles per year**.

In its three historic Tuscan wineries, it produces high-end wines with the three designations of origin: **Brunello di Montalcino** (from the Val di Suga vineyards in Montalcino), **Vino Nobile di Montepulciano** (from TreRose in Montepulciano) and **Chianti Classico** (from San Leonino, in Castellina in Chianti).

In the Le Marche region, the Fazi Battaglia winery, a historic brand in Italian wine, is well-known for its production of the wine **Verdicchio dei Castelli di Jesi Classico**.

The Puiatti a Romans d'Isonzo winery (GO) is devoted to the production of fine **white wines from the Friuli area**; but above all, Bertani is known for its production of the **Amarone** della Valpolicella wine.

In 2018, Bertani became an **Agricultural Enterprise**, thus making its wine production exclusively reliant on **its own vineyards**. This was a brave choice, representing more than a simple corporate change, and exemplifies the group's commitment to investing in and valuing its own wine-growing assets.

Bertani Domains is a company which has always been particularly suited to sustainable production: this suitability drove it to initiate **organic certification for Tenuta Trerose**, the vineyard at the heart of the region producing Vino Nobile di Montepulciano.

#### BERTANI DOMAINS IN NUMBERS

- **6** wineries
- **4** Regions: Veneto, Friuli-Venezia-Giulia, Tuscany, Le Marche
- **1,700** hectares of land in total, 460 of which are under vines
- **100** employees

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