

GROUP PROFILE 2021



1. ANGELINI HOLDING

Angelini Holding is the parent company of an international group operating in the pharmaceutical and consumer goods sectors. Founded in Ancona, Italy, in 1919 by Francesco Angelini, today Angelini is a solid and multifaceted **industrial** group with **5,700 employees**.

The group operates in the following business sectors: **Pharmaceuticals, Consumer Goods – Personal Care and Fabric & Home Care, Baby Food - Machinery, Perfumery and Skincare & Suncare, Wine.**

A growth-focused **investment** strategy, steady commitment to **Research and Development** and in-depth **knowledge of markets and business sectors** have made Angelini one of the leading Italian companies in the areas in which it operates.

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.

For 100 years, the **Angelini family** has been guiding the evolution of the group with an entrepreneurial style typical of Italian family-based capitalism.

The Angelini group in numbers

- **Over 40** companies belong to the Angelini group, in Italy and overseas
- **5,700** employees
- **€1,7 billion**: 2019 turnover
 - **54%** in Pharmaceuticals
 - **27%** in Personal care
 - **9%** in Machinery
 - **7%** in Perfumery
 - **2%** in Wine
 - **1%** Other areas
- **12 production sites**, consisting of:
 - **6** in Italy
 - **6** overseas
- **26 countries** with an Angelini presence
- Products marketed all over the world

2. THE PHARMACEUTICAL SECTOR – ANGELINI PHARMA

The Angelini group operates in the pharmaceutical sector through Angelini Pharma.

Angelini Pharma is an international group which researches, develops and commercializes health solutions with a prevalent focus on the areas of Central Nervous System (CNS) and Mental Health, including pain, Rare Diseases and Consumer Healthcare, with highly successful self-medication drugs worldwide. It operates directly in **25 countries** employing more than **3.000 people**. Its products are marketed in over 70 countries even through strategic alliances with leading international pharmaceutical groups.

Angelini is a fully integrated 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. Over the years, the Research and Development teams have identified several important molecules such as trazodone and benzydamine, and are currently involved in research of new treatments for the pediatric population. The research at Angelini Pharma embraces public-private partnerships with recognised academic institutions and centres of global importance.

Angelini Pharma's **production facilities** in Ancona (Finished Products), Aprilia (Raw Materials) and Casella (Amuchina-brand products) are at the forefront of technologies, industry standards and environmental protection, thanks to the use and integration of renewable sources. In Barcelona, Spain, the company produces food supplements such as Pastillas Juanola. In March 2020, Angelini Pharma acquired the production plant in Albany (Georgia), a global supplier for ThermaCare Heatwrap.

Angelini Pharma has offices in **Italy, Spain, Portugal, Austria, Poland, Czech Republic, Slovakia, Hungary, Germany, Romania, Bulgaria, Greece, Turkey, France, UK, Sweden, Netherlands, Switzerland, Belgium, Denmark, Finland, Norway, Iceland, Russia, and USA**. Strategic partnerships with international companies complete and expand the geographical areas where the company operates.

Moreover, **strategic alliances with leading pharmaceutical groups with a global footprint** allow the distribution of Angelini Pharma products worldwide. To name a few, these include Trittico® (trazodone, antidepressant), Latuda® (lurasidone hydrochloride, antipsychotic), Tantum® (benzydamine, anti-inflammatory), Aulin® (nimesulide, antiinflammatory 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

- **3.000** employees
- **Over 70** countries in which products are marketed
- **25** countries with direct presence on the ground
- **Over 40** commercial partners
- **5** production plants worldwide

3. PERSONAL CARE & FABRIC AND HOME CARE: 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 Fabric and Home Care 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)** 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
- **4** production facilities

4. THE MACHINERY SECTOR: THE FAMECCANICA JOINT VENTURE

In the Machinery sector, Fameccanica, a **joint venture with Procter & Gamble**, is an international Group operating in automation and robotics for the consumer goods industry. It develops high productivity machines and technologies and high value-added digital services, with an approach continuously aimed at sustainability, to meet the needs of competitiveness and innovation of its customers.

FAMECCANICA IN NUMBERS

- **Foundation:** 1975
- **700** employees
- **3 Production locations:** Italy, China, USA
- **Over 600** patents
- **> 200** engineers

5. THE PERFUMERY AND SKINCARE & SUNCARE 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, Blumarine, Mandarin Duck, Angel Schlessler, and Armand Basi and also Anne Möller skincare & sun care products.

Angelini Beauty has branches in strategic markets such as Italy, Germany, Spain, Portugal, 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

7. CONSUMER GOODS SECTOR: ANGELINI CONSUMER

Angelini Consumer is the business unit of the Angelini Group dedicated to the **World of Consumers**; at the core of its activities, **unwavering care for people and their families**, proposing concrete and quality solutions to the needs of daily life. The spirit behind Angelini Consumer finds its first tangible application in MadreNatura, the joint venture with the Hero Group operating in the Baby Food sector with 100% organic baby foods.

8. THE BABY FOOD SECTOR: MADRENATURA

MadreNatura AG, founded in 2019 and headquartered in Lenzburg (Switzerland), is an **equal joint venture between Angelini Holding and Hero Group** (Switzerland). It brings together the knowledge of the two companies to offer mothers and fathers a healthy and balanced food path for their children. The brand which MadreNatura presents to consumers is **Hero SOLO 100% Biologico**.



MadreNatura wants to be close to families with young children, thanks to the know-how of both industrial groups. With the mission of *“Giving children the best start in life”*, MadreNatura’s aim is to bring a healthy growth to every home where there is a child through a natural diet based on fruit and vegetables.

The Hero SOLO line of products includes homogenized, pureed fruit, cereals, pasta and snacks. They are all **100% organic and natural baby foods**, prepared with simple ingredients and nothing more.

MADRENATURA MAIN FIGURES

- **1** Brand: Hero SOLO
- **27** Product references
- **100%** organic

For information on Angelini Holding and Angelini Group:

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