

**SAPICI**



COMPANY PROFILE



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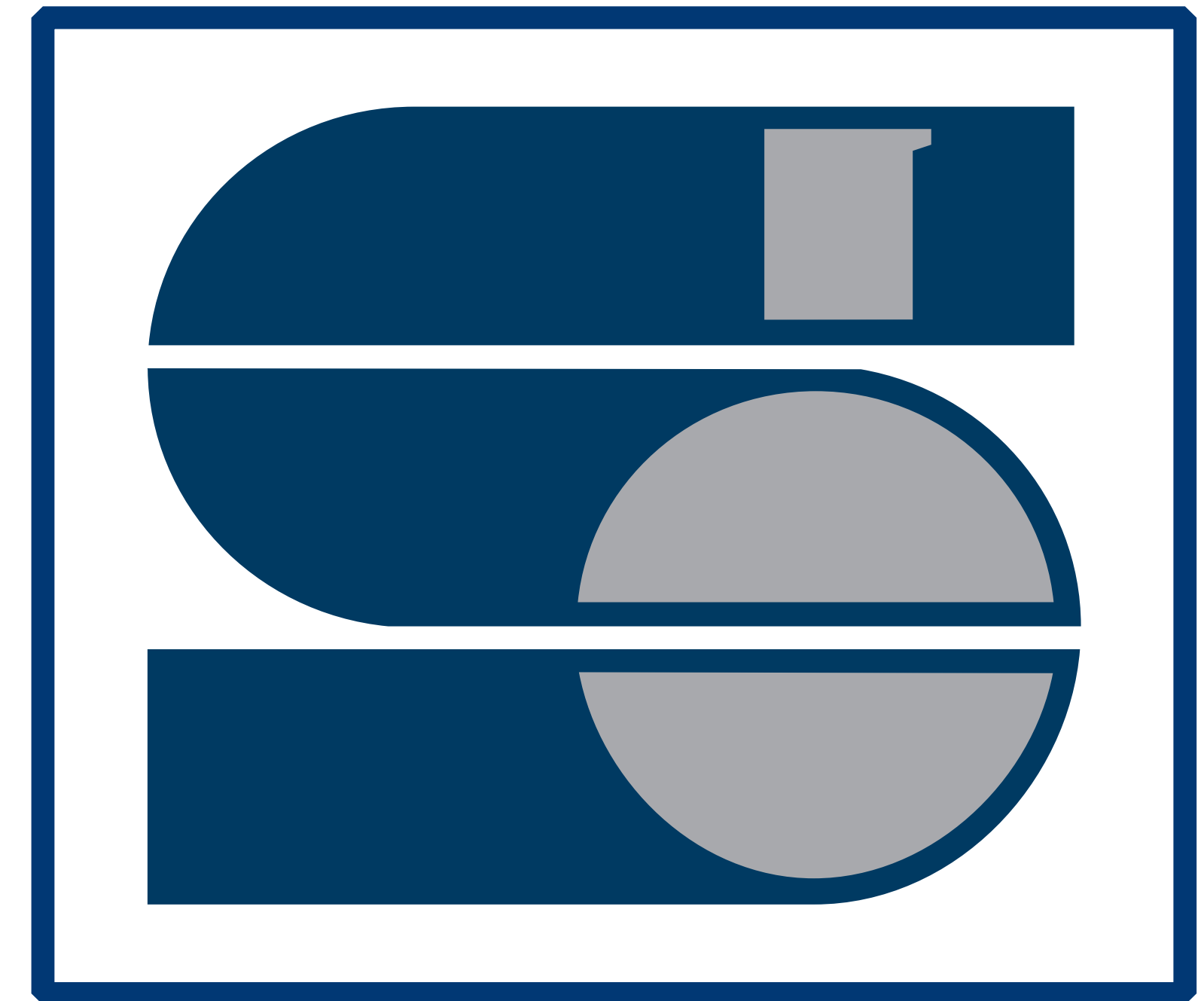
About Us



S.a.p.i.c.i. is the acronym of:

Società  
Azionaria  
Per  
l'Industria  
Chimica  
Italiana

That means Limited Company for the Italian chemical industry, but in 80 years of history we are globally recognized as an INTERNATIONAL company.



**SAPICI**





Established in Italy in 1936, SAPICI is a global leading company in high-performance polyurethanes for Coating, Flexible Packaging, Industrial Adhesives, Prepolymers, Inks, and more.

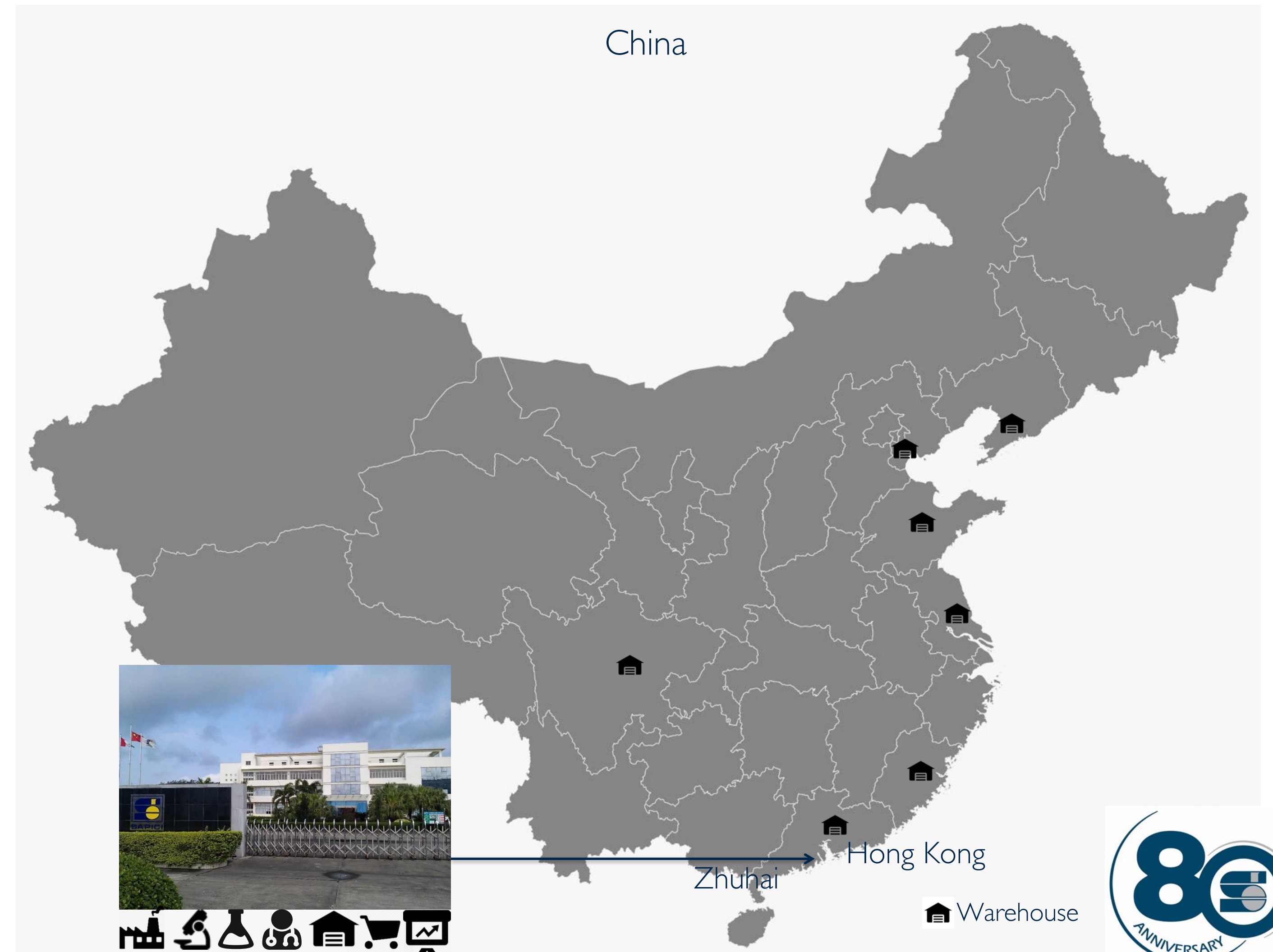
SAPICI offers:

- direct and tailored service worldwide
- technical assistance and R&D





## Strategic Location



 Technical Support





### Quality control

All the raw materials and the finish product are tested in order to check if they meet the requirements



### R & D

All our plants have their own lab in order to have a fast response to the needs of our customers



### Technical service

Providing on-site support on global scale



### Problem solving

Providing consultation, problem solving services and analytical testing for chemicals related to industrial products



### Training

Performing in-house training for customers and distributors





Sapici is an expert company that produces custom prepolymers with very flexible capabilities to fit any kind of request.

Sapici is one of the few companies capable to manage every kind of isocyanate: TDI, MDI, HDI, IPDI, H12MDI, XDI.

SAPICI is always focused on the future to maintain its leadership so other than the standard products is also able to produce:

- Very low monomer content prepolymers  $<0,1\%$  to make non dangerous products
- Very low viscosity polyisocyanates
- Tailor made polymers to satisfy the needs of every customer





## Company Milestones





- Sapici was established on 7-5-1936
- Total production capacity: 50KT
- Gross Value: Euro > 120 Million
- Total employees: 170





Entry in the field of the polyurethane resin for varnish

1962

SAPICI expanded its product range entering the polyurethane resins for varnish business.





New production headquarter

1987



- Inaugurated in 1987
- Total area 17.000 sqm
- Production of resins for paints and adhesives
- R&D laboratories
- Quality Control
- Purchasing offices.

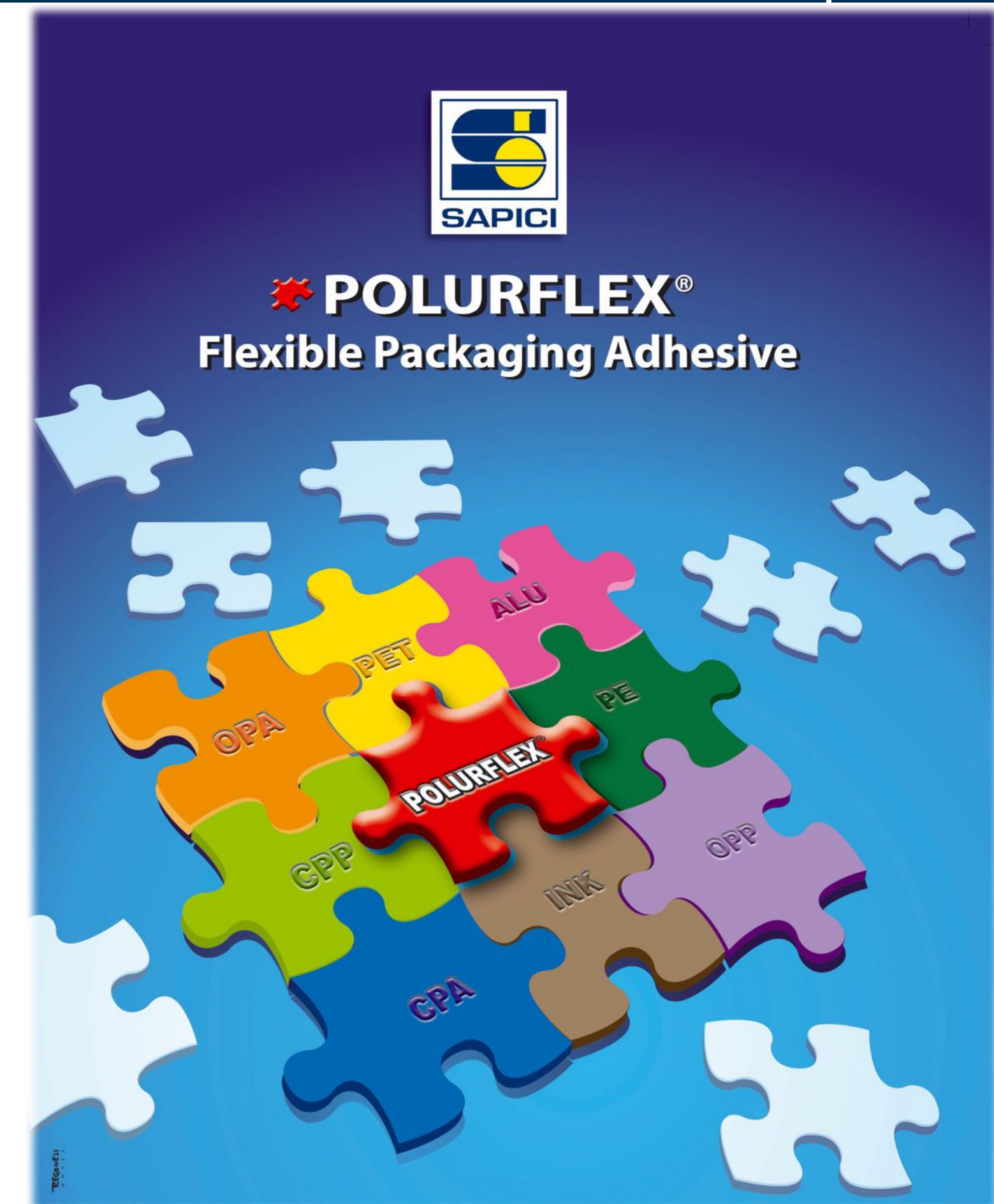




Production of solvent based and solvent free adhesives for flexible packaging

1995

- SAPICI entered the flexible packaging business in 1995
- Complete range of competitive solutions branded as Polurene FP and Polurflex.
- Production and commercialization of polyurethane adhesives for the flexible food packaging industry





- Two main ranges of products: Polurene LP and Polurene LPI
- Polurene LP: TDI-based polymers containing blocked and curable isocyanic groups, very low viscosity, able to improve the flexibility of epoxy systems for adhesives, sealant and self-levelling flooring.
- Polurene LPI: MDI-based prepolymers to formulate IK adhesives for industrial application

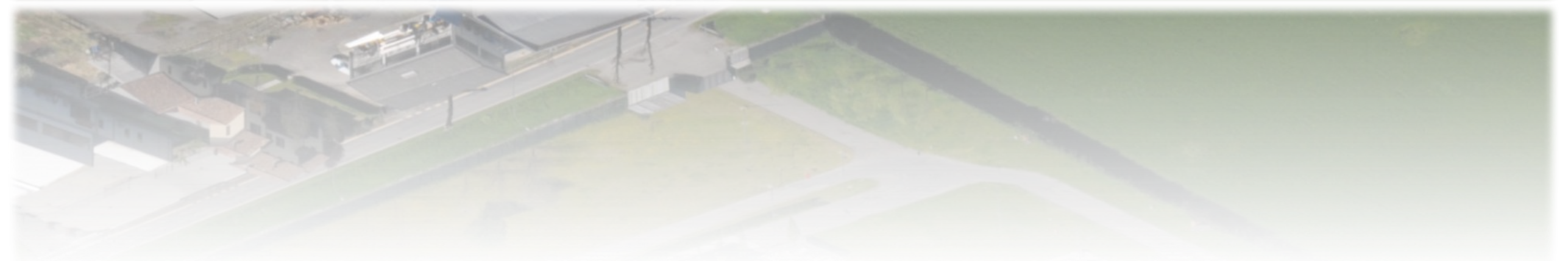




## Opening of the second factory

2004

- Opened in 2004
- Total area 70,000 sqm.
- This site is made for the production of low monomer content polyisocyanates, aliphatic biuret and trimer, polyurethane, water dispersions and hydrodispersible isocyanates
- R&D laboratories
- Quality Control





Opening of the factory in China

2006

- Opened in 2006
- Total area 80,000 sqm
- Production of alkyd resins, saturated polyesters and the most popular polyisocyanates
- R&D laboratories
- Quality Control





Driven by its global success and by a growing demand from the market, SAPICI decided to invest massively in the expansion of the production capacity of the HDI and IPDI derivatives











# ★ Achievements



Our latest regulatory achievements

1997	SAPICI is certified accordig to the UNI EN ISO 900I standard for its Quality Management System in the development and production of continuously improved products with enhanced efficiency and quality specifications	
2003	SAPICI adheres to the voluntary program Responsible Care, formally declaring its commitment to the constant improvement of all its activities	
2006	SAPICI is certified according to the OHSAS 1800I standard for its Safety Management System aimed at the continuous respect and protection of people and the environment	
2011	SAPICI wins the Product Stewardship Award assigned by the Italian Federchimica Association for its continuos commitment and the results achieved in the development of new products and their responsible management	
2012	SAPICI adheres to the Italian Confindustria's Charter of Environmental Sustainability Principles	
2014	SAPICI China is certified according to the UNI EN ISO 1400I standard for its environmental management system	





## Our latest product achievements

2008	SAPICI launches its Polurflex range of adhesives for food and non-food flexible packaging, including the PAA fast decay range
2009	SAPICI patents its high-solid technology for the manufacturing of products characterized by low VOC content, commercialized as Polurgreen ES
2012	SAPICI enriches its waterborne product offering by introducing its coalescent-free PUD Bluepur range
2013	SAPICI launches its new Polurcast range of electrically conductive prepolymers for polyurethane casting applications
2013	SAPICI formally introduces its innovative flexible packaging adhesives ranges in China
2013	SAPICI wins ECO INNOVATION 2013, a novel eco friendly biobased waterborne industrial wood coating
2014	SAPICI at the centre of innovation with two new International Projects in the context of sustainability and use of renewable raw materials
2015	In China, SAPICI invests to further enlarge its manufacturing plant to provide its regional customer base with a wider range of products
2015	Driven by its global success, SAPICI invests to expands its production capabilities in aliphatics in Italy
2015	SAPICI launches a new revolutionary anti-corrosion primer system for metal
2016	SAPICI announces new developments in the flexible packaging adhesive introducing the monomer free range
2016	SAPICI launches Polurene NPF, a Nonylphenol free product. Sapici replaces the toxic Nonylphenol with an eco-friendly blocking agent.
2016	SAPICI wins Horizon 2020 European project with its BIOCOMPLACK, a Bio-based biodegradable and compostable new flexible food packaging





Biz Model

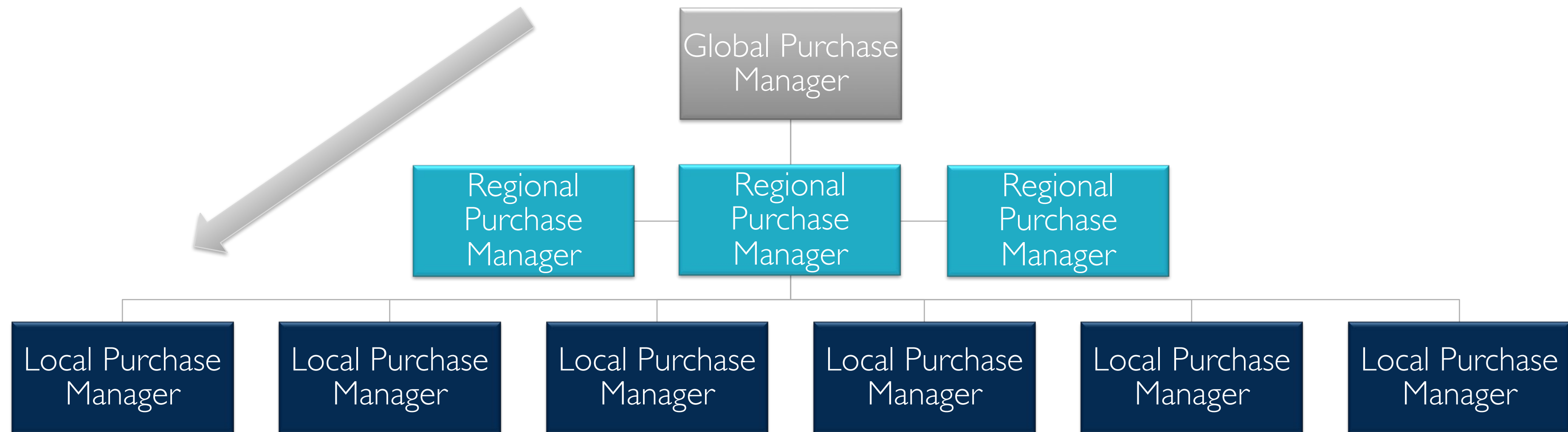


Sapici Business model is based on 3 main types of customers:

- Key Global Accounts: Global, Strategic and Innovative
- Direct Accounts: International or Local, Strategic and Innovative
- Distributors: when a good network represents a “Value”







SAPICI K.G.A.P. - Key Global Account Policy





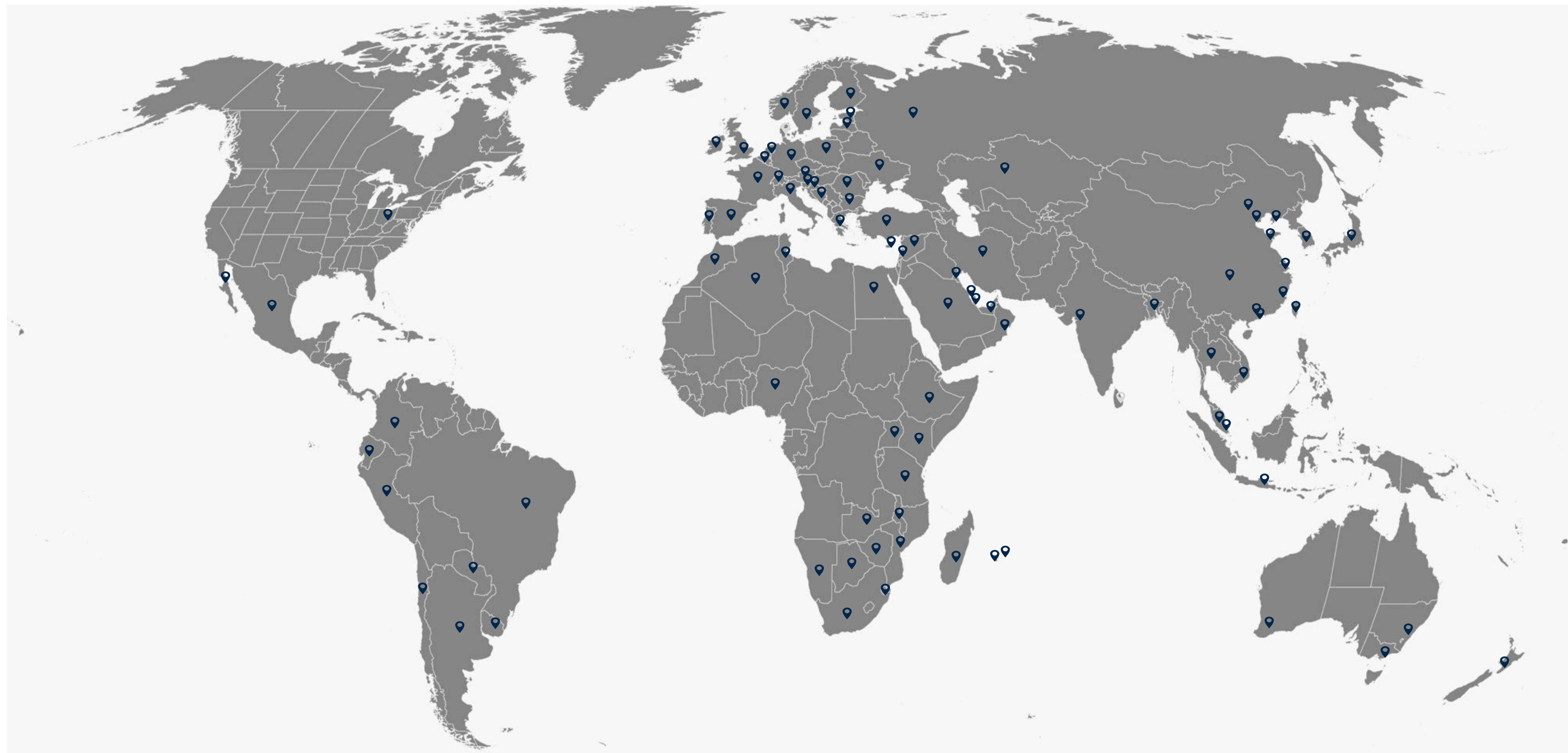
Network Distribution





The sales network covers:

- 85 countries
- With 44 distributors





Network Distribution

Asia

AN FONG DEVELOPMENT CO., LTD.	TAIWAN
AVANTCHEM PTE. LTD.	SINGAPORE
AVANTCHEM VIETNAM CO., LTD.	VIETNAM
BRENTAG VIETNAM CO., LTD.	VIETNAM
CJS SPECIALTY CHEMICALS PVT. LTD	INDIA
COLOSSAL INTERNATIONAL CO., LTD	THAILAND
GOLD HOLDER LTD	TAIWAN
HONG SUNG CORPORATION	SOUTH KOREA
HONGSHANG	CHINA
ISLANDWIDE MARKETING SERVICE PVT LTD	SRI LANKA
MARVEL	THAILAND
P.T.ANUGRAH GLORY PRIMA	INDONESIA
PT. INCOPLAS	INDONESIA
SHANGHAI HAVSUN CHEMICAL CO., LTD.	CHINA
SHENZHEN HUNYU ENTERPRISE CO., LTD.	CHINA
SUKA CHEMICALS (M) SDN. BHD.	MALAYSIA
TEDA GOLONE CHEMICAL CO., LTD	CHINA
WILBUR-ELLIS COMPANY (JAPAN) LTD.	JAPAN







CAMPIY JOVE'	ALGERIA
CAMPIY JOVE'	MOROCCO
CAMPIY JOVE'	TUNISIA
SAMORAL	EGYPT
SERVOCHEM (PTY) LTD	BOTSWANA
SERVOCHEM (PTY) LTD	MADAGASCAR
SERVOCHEM (PTY) LTD	MALAWI
SERVOCHEM (PTY) LTD	MAURITIUS
SERVOCHEM (PTY) LTD	MOZAMBIQUE
SERVOCHEM (PTY) LTD	NAMIBIA
SERVOCHEM (PTY) LTD	REUNION
SERVOCHEM (PTY) LTD	SOUTH AFRICA
SERVOCHEM (PTY) LTD	SWAZILAND
SERVOCHEM (PTY) LTD	ZAMBIA
SERVOCHEM (PTY) LTD	ZIMBABWE
UNIVAR MIDDLE EAST & AFRICA FZE	ETHIOPIA
UNIVAR MIDDLE EAST & AFRICA FZE	KENYA
UNIVAR MIDDLE EAST & AFRICA FZE	NIGERIA
UNIVAR MIDDLE EAST & AFRICA FZE	TANZANIA
UNIVAR MIDDLE EAST & AFRICA FZE	UGANDA





DRAGON TRADING CO.	JORDAN
NIKFAM	IRAN
RAR RESIN SARL	LEBANON
UNIVAR MIDDLE EAST & AFRICA FZE	BAHRAIN
UNIVAR MIDDLE EAST & AFRICA FZE	KUWAIT
UNIVAR MIDDLE EAST & AFRICA FZE	OMAN
UNIVAR MIDDLE EAST & AFRICA FZE	SAUDI ARABIA
UNIVAR MIDDLE EAST & AFRICA FZE	U.A.E.
UNIVAR MIDDLE EAST & AFRICA FZE	QATAR





Network Distribution

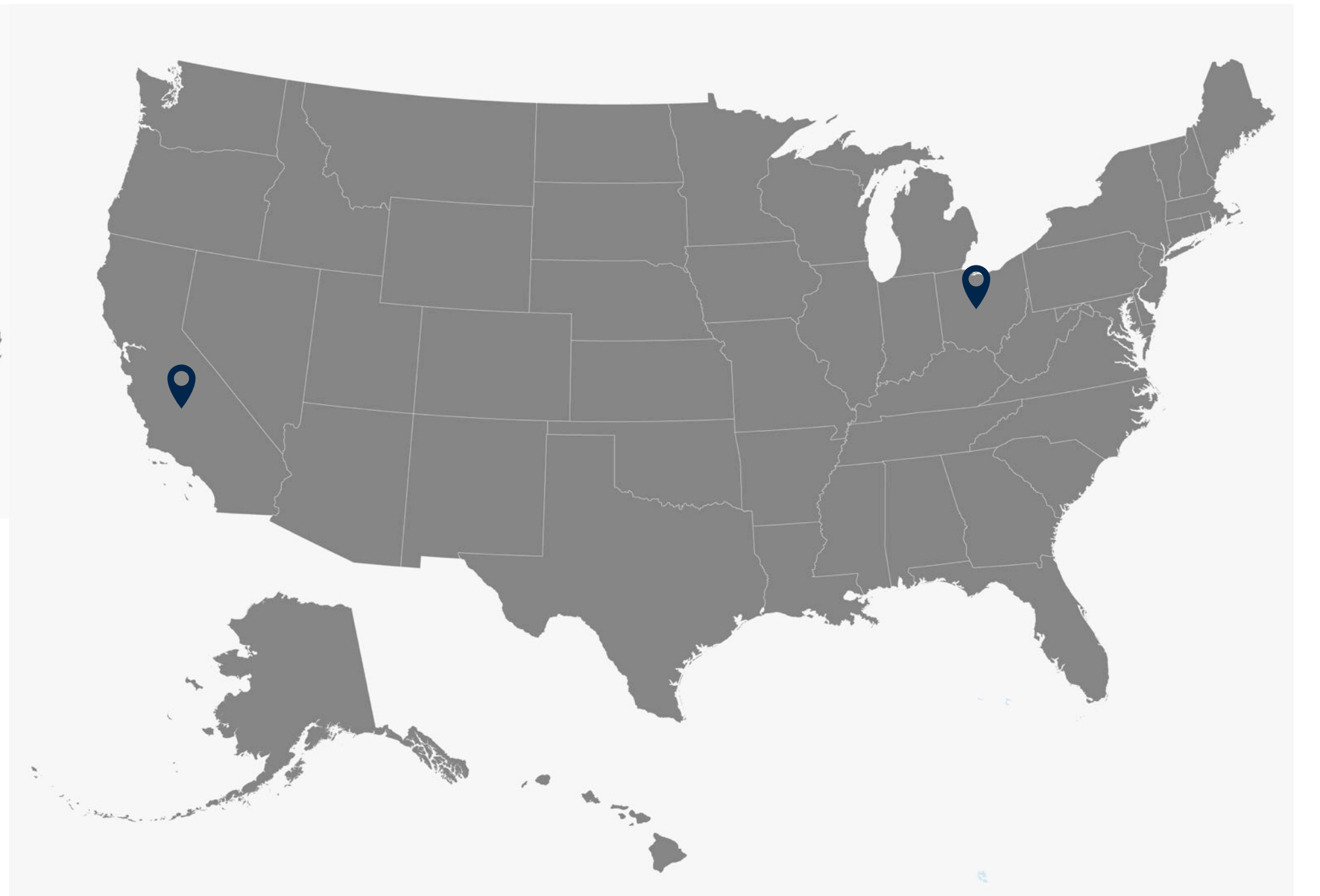
Europe

AZELIS	AUSTRIA
AZELIS	UKRAINE
BRENNTAG	FRANCE
BRENNTAG	POLAND
BRENNTAG	SWITZERLAND
BRENNTAG	SLOVENIA
BRENNTAG	CROATIA
BRENNTAG	BOSNIA AND HERZEGOVINA
BRENNTAG GMBH	GERMANY
CARAVEL	CYPRUS
DR. D.A. DELIS AG	GREECE
ELTON CORPORATION SA	ROMANIA
GUSTAV GROLMAN GMBH & CO. KG	BELGIUM
GUSTAV GROLMAN GMBH & CO. KG	DENMARK
GUSTAV GROLMAN GMBH & CO. KG	ESTONIA
GUSTAV GROLMAN GMBH & CO. KG	FINLAND
GUSTAV GROLMAN GMBH & CO. KG	HOLLAND
GUSTAV GROLMAN GMBH & CO. KG	LATVIA
GUSTAV GROLMAN GMBH & CO. KG	NORWAY
GUSTAV GROLMAN GMBH & CO. KG	SWEDEN
HELM IBERICA S.A.	SPAIN
KORA AS	CZECH REPUBLIC
KORA AS	HUNGARY
KORA AS	SLOVAKIA
LARCHFIELD	BELARUS
LARCHFIELD	KAZAKHSTAN
LARCHFIELD	RUSSIA
LUMA KIMYA SANAYI VE TICARET LTD SIRKETI	TURKEY
MARQUES DA SILVA	PORTUGAL
MILANO COLORI S.R.L.	ITALY
STORT CHEMICALS LTD.	GREAT BRITAIN
STORT CHEMICALS LTD.	IRELAND





PALMER HOLLAND	USA
QUIMICA RANA	MEXICO
TURK INTERNATIONAL	USA



South America

CCI	CHILE
DIRANSA	ARGENTINA
DIRANSA	BRASIL
DIRANSA	URUGUAY
DIRANSA	PARAGUAY
INPROQUIM	COLOMBIA
IVER	PERU
ZATOTEK	EQUADOR





BRENNTAG AUSTRALIA PVT LTD

AUSTRALIA

BRENNTAG NEW ZEALAND LIMITED

NEW ZEALAND





## Our Products



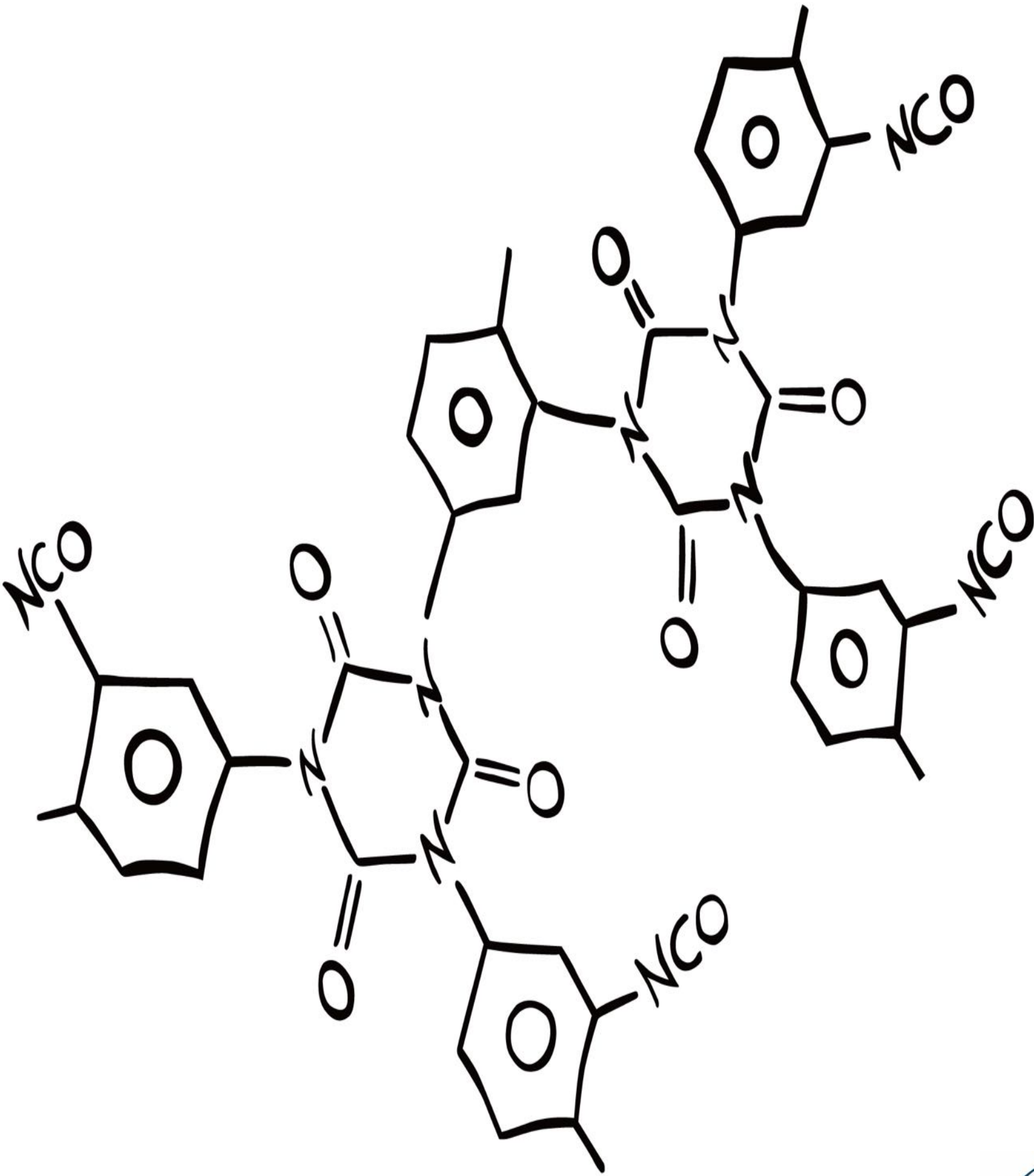


	TECHNICAL DOCUMENTS	INDUSTRIAL PRODUCTION	SAMPLES AVAILABILITY
COMMERCIAL PRODUCTS	✓	✓	✓
DEVELOPMENT PRODUCTS	✓	✗	✓
CUSTOMIZED PRODUCTS	✓	✓	TO BE AUTHORIZED



Products Range Overview

POLURGREN	LOW MONOMER CONTENT POLYISOCYANATES
POLURENE	AROMATIC ADDUCT
POLURENE	AROMATIC ISOCYANURATES
POLURENE	AROMATIC ISOCYANATES MDI
POLURENE	ALIPHATIC AROMATIC ISOCYANURATES
POLURENE	ALIPHATIC ISOCYANATES
POLURENE BK	BLOCKED ISOCYANATES
REXIN	VEGETABLE FATTY ACIDS ALKYD RESINS
REXIN	CASTOR OIL ALKYD RESINS
REXIN	SATURATED FATTY ACIDS ALKYD RESINS
REXIN	SPECIAL ALKY RESINS
REXIN DP	SATURATED POLYESTERS
BLUEPUR	POLYURETHANE WATER DISPERSIONS
BLUECRYL	ACRYLIC WATER POLYMER DISPERSIONS
HYDRORENE	HYDRODISPERSIBLE POLYISOCYANATES
UCOPOL	MOIUSTURE CURING POLYURETHANES
UCOPOL OL	URETHANE OIL AND URETHANE ALKYD RESINS
UCOFLEX	SOLVENT BASED ELASTOMERS
POLURENADD	ADDITIVES
POLURENE LP	BLOCKED ISOCYANATES FOR INDUSTRIAL ADHESIVES
POLURENE LPI	PREPOLYMERS FOR INDUSTRIAL ADHESIVES
POLURENE K	ISOCYANATES AND POLYURETHANES FOR INKS
REXIN K	POLYESTERS FOR INKS
UNI-DUR	ISOCYANATES FOR FOOTWEAR





Products Range Overview

POLYURETHANE	PREPOLYMER	1K	POLYETHER	PPG	POLURCAST	450 – 620 - 750	
			POLYESTER	PTMEG	POLURCAST PE	70D – 80A - 95A	
				POLYETHER	POLURCAST PET	85A - 95A	
	COATING		SOLVENT BASED	MOISTURE CURING	UCOPOL	M285 I-M33/60-M34/60-4054-M505-W708	
				OLEOURETHANIC	UCOPOL OL	I7/60-I8/50-5 I/60-8955-W4I/55	
			WATERBORNE	AQUEOUS WATER DISPERSIONS	BLUEPUR-BLUECRYL	2937-3037-3080-045-092-098	
			WATERBORNE	AQUEOUS WATER DISPERSIONS	BLUEPUR-BLUECRYL	2937-3037-3080-045-092-098	
				HYDROPHYLIC ISOCYANATE	HYDRORENE	AWI-33	
				ALKYD RESINS	REXIN	I4I-I43-I523-I56I-I60-2268-228I-590-AP572-AP575-C760-HG7-HSI29-LSI24-HSP05I00	
	2K	SOLVENT BASED	SATURATED POLYESTERS	REXIN DP	I27-3I5-328-343-370-390-408-4I I-4I2-4I7-500		
			POLYISOCYANATES	POLURENE	AD-HRB-AC5I0-60T-SB50AB-KC-OKD-OKD.S-OK-HP-239I-M75-MT90-MTI00-T70-MBD2		
			HIGH SOLID ISOCYANATES	POLURGREEN	ES-XPAB		
			LOW MONOMER ISOCYANATES	POLURGREEN 0.1	AD0I – HR0I – 60T 0I - OK0I		
	INKS	INDUSTRIAL	SOLVENT BASED	INK MODIFIER	POLURENE	5580 K – 5723 K	
				OPV	REXIN	6258 K – 6302 K – 4I I K – I939 K	
				BLOCKED ISOCYANATES	POLURENE LP	I00LV-90LV-80LV-I00NPF-90NPF-BK50AE	
	ADHESIVES	FOOTWEAR		NCO TERMINATED PREPOLYMERS	POLURENE LPI	IAX37I9-2572-34NT-604-MDI500-MDI600	
				SOLVENT BASED ISOCYANATES	UNI - DUR E	I00IRN-2008RC-2002 ARFE	
				HYDRODISPERSIBLE ISOCYANATE	UNI - DUR WB	7000	
		FLEXIBLE PACKAGING	SOLVENT BASED	GENERAL PURPOSE	POLURENE FP	38I2/6866-3643/6036/37I4-6846/2630-5896/2644-5896	
				HIGH PERFORMANCE	POLURFLEX	2644-5857/3638-6087/2644-5857	
				R40 FREE	POLURFLEX	2644-580I	
			SOLVENT FREE	GENERAL PURPOSE	POLURENE	7733-6026/7733-6006/7707-6076	
				HIGH PERFORMANCE	POLURFLEX	7733/6078/7858-6027	
				MONOMER FREE	POLURFLEX	79I0-6049	





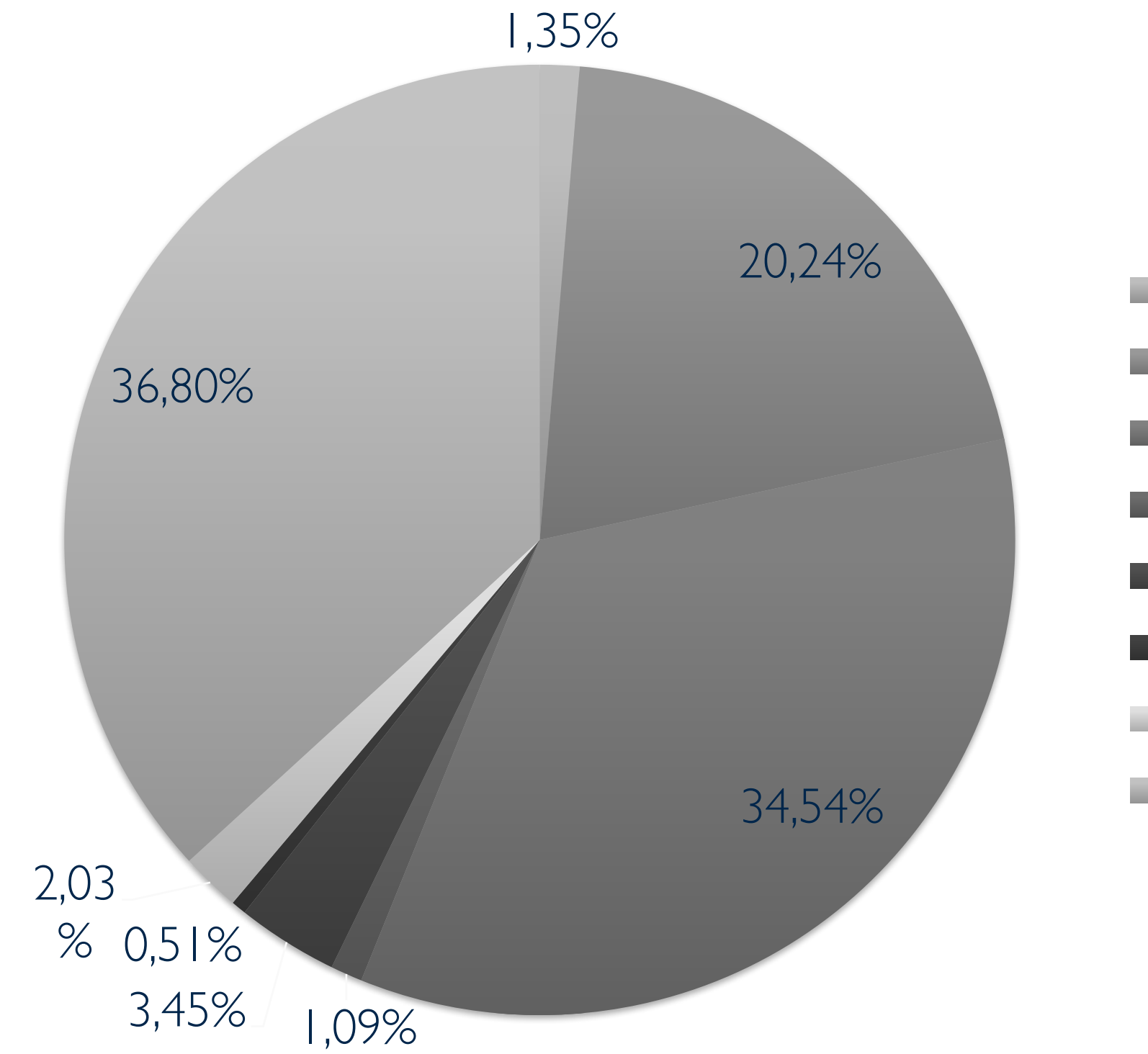
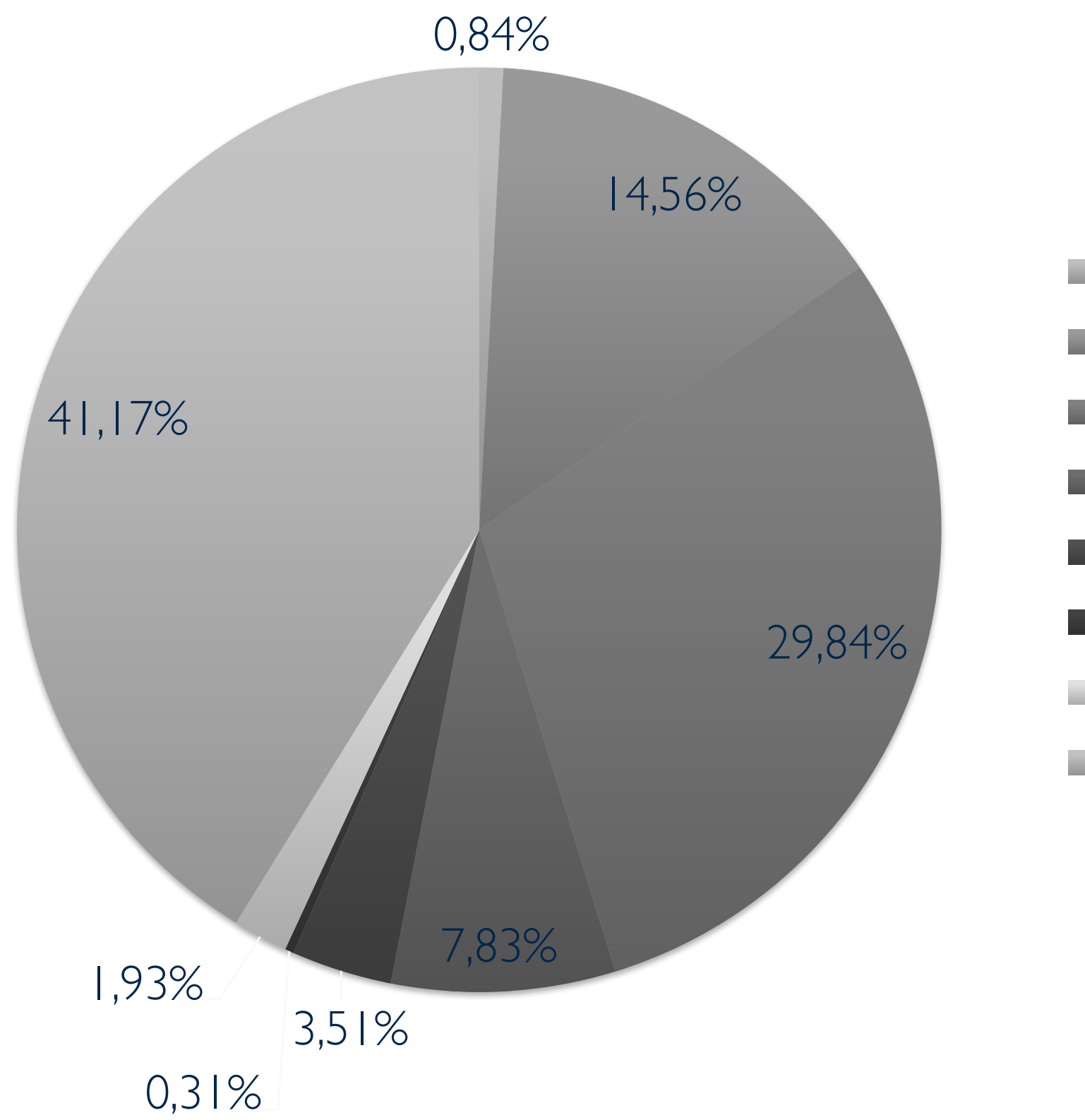
## Our Business





Act 2015

Bdg 2016



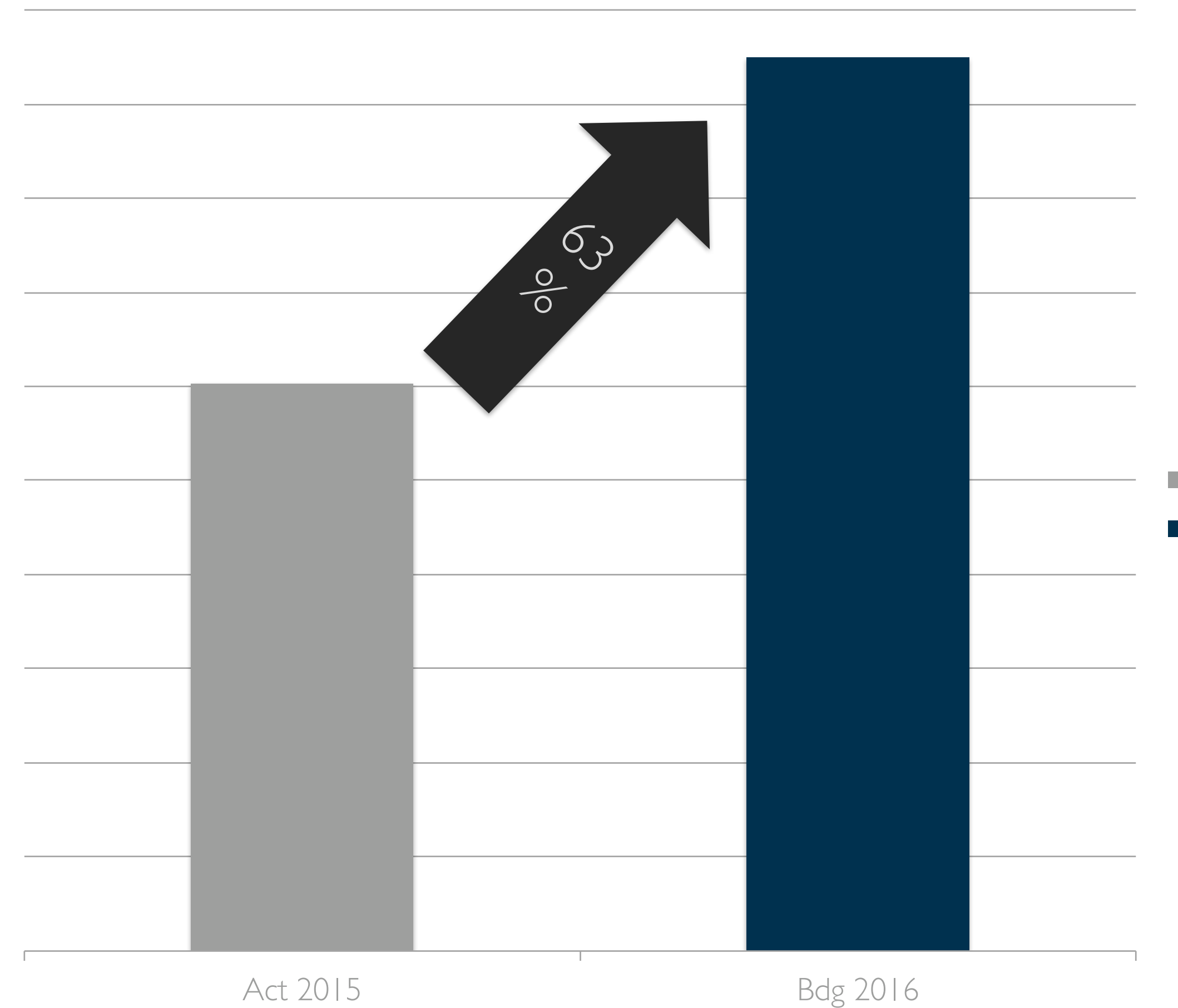
Target 2016: 30/70



As a consequence of the investment made in 2015, other than the standard products (biuret, trimer, blocked isocyanates), the new facility allows SAPICI to produce:

- Low viscosity and low low viscosity trimers
- Low monomer trimers <0,1%
- XP blocked isocyanates
- Specialties

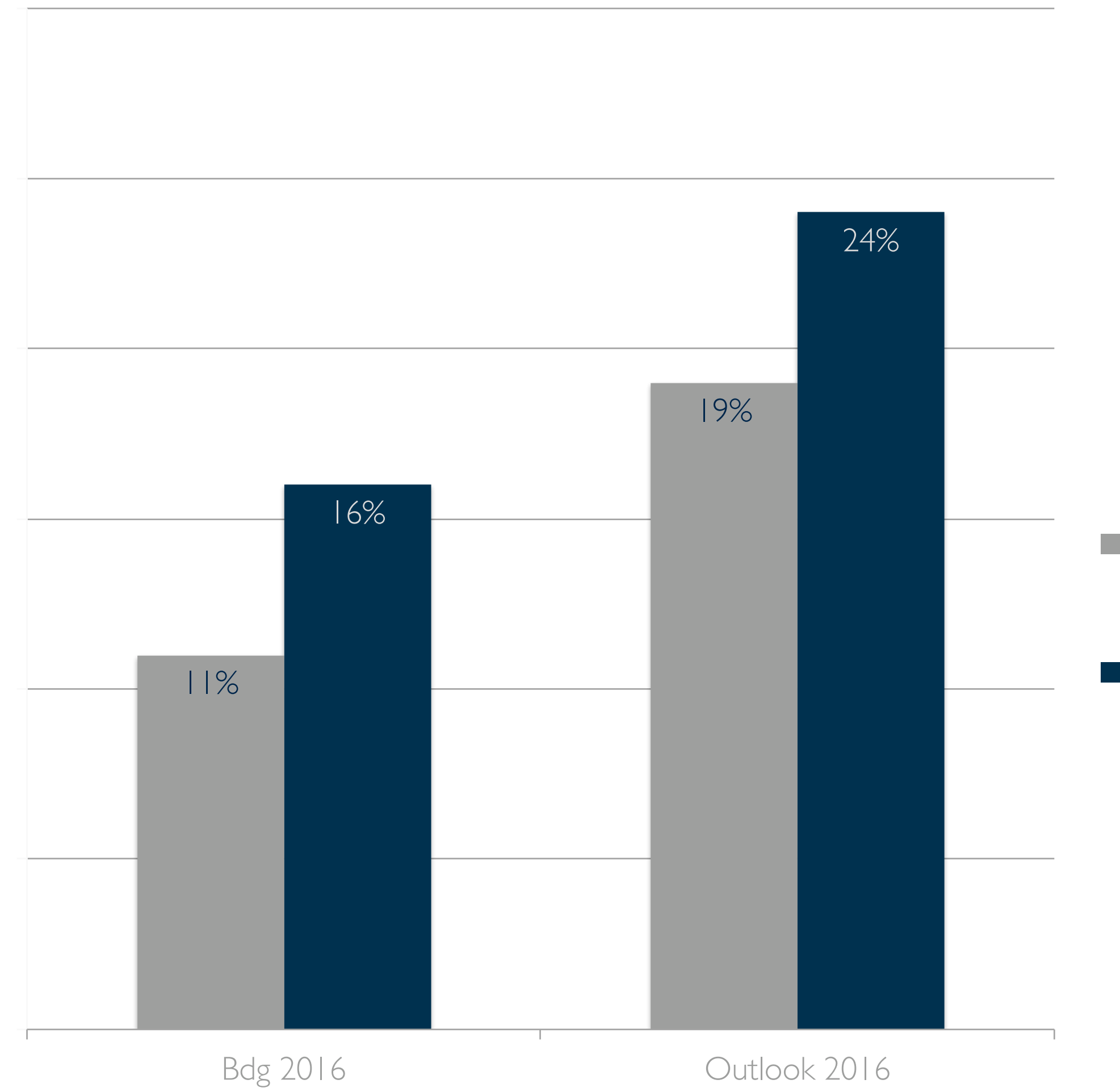
2016 budget has an increase of 63% vs act 2015





SAPICI is focused on innovation and through its capacity to invent new products made to bring “Value”.

¼ of 2016 turnover is represented by products < 5 years old








## Contact Us

### Headquarter

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Thank you

