



“A company committed to innovation”

Nodari Nereo – Site Manager

Ravenna, December 2nd, 2016

FACTS & FIGURES

Head Office in Bologna

Operations in Italy and India

Turnover € 40 Million

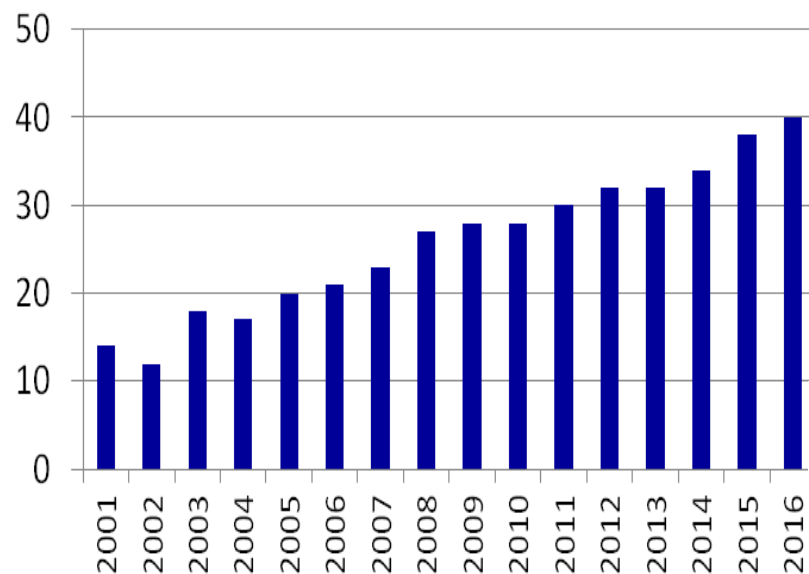
Employees: 80

Annual investments in R&D 5 % on revenue

More than 30 patents

Several awards for innovation

SALES TREND AND % BY GEOGRAPHICAL AREAS



Italy 8%

EU (including Italy) 30%

USA → 20%

LATAM → 25%

India → 10%

SEA → 5%

Africa → 6%

Australia → 4%

From Chimosa to Endura

**ENDURA
SpA**

2015

Agreement with Horizon Sopyrwa
for natural pyrethrum

2013

Start up pyrethroids in India

2004

Start up new multipurpose plant

2003

Fine Chemicals Intermediates -
New Pyrethroids

2001

PBO new process

**CHIMOSA
SpA**

1979

PBO-TTM produced by Ciba-Geigy

1958

PBO-TTM /Stabilizers - Antioxidants

RAVENNA SITE

MDB/DHS/PBO PLANT

Dedicated to the production of PBO and MDB.

Total production capability
1.400 MT/y



MULTIPURPOSE PLANT

Production of pyrethroids, fine chemicals and fragrances.

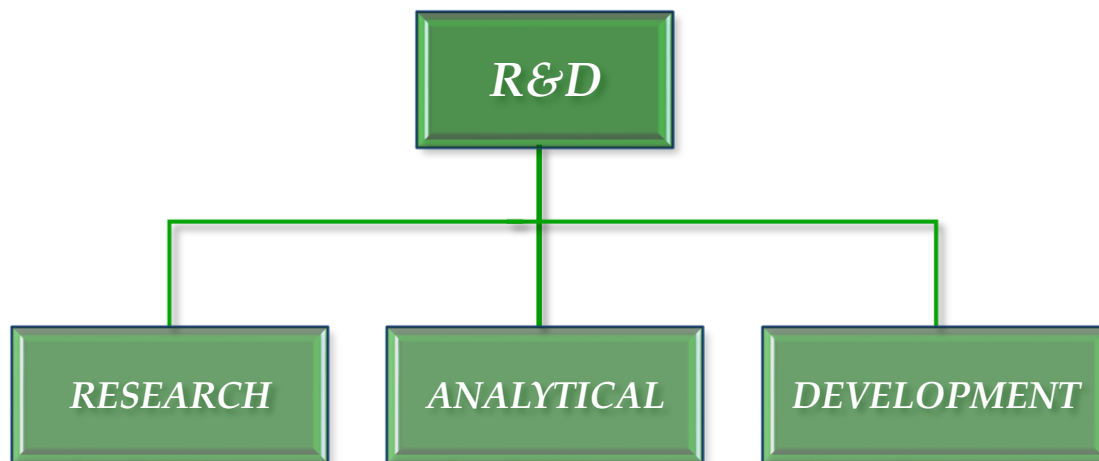
Total production capability
500 MT/y



R & D AND TECHNICAL SERVICE

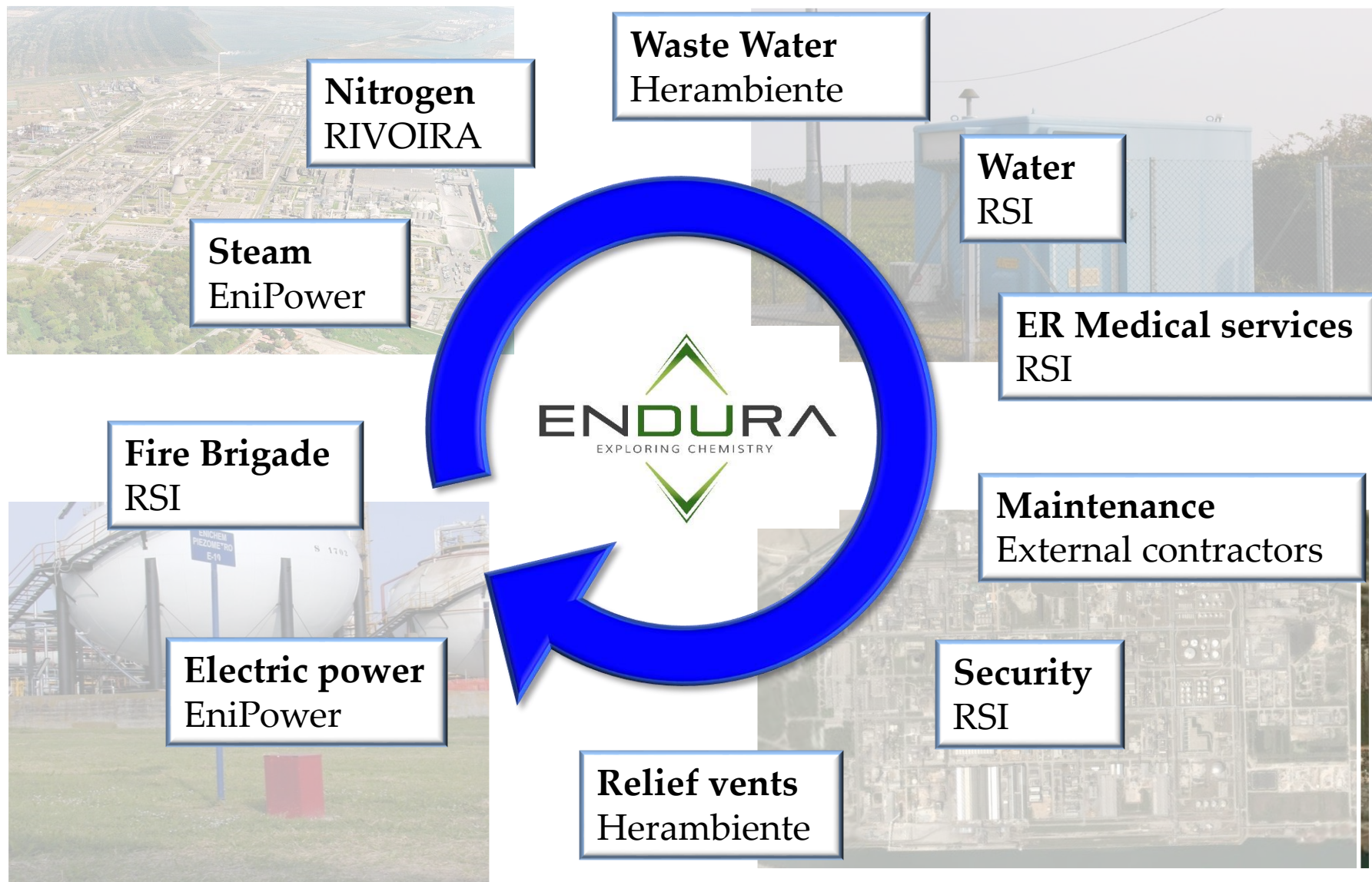


R&D Investments: 5 % on Revenue average



32 among patents and patent applications

General site information



HARIPAL SITE – KOLKATA, INDIA



PRODUCTS : HOUSEHOLD INSECT CONTROL

Piperonyl Butoxide

Tetramethrin

Prallethrin
d-allethrin/d-trans allethrin
d-phenothrin/d-TTM

Transfluthrin/Cyfluthrin

Saltidin

PARTNERSHIPS

Strategic partnership with Jiangsu Yangnong Co. Ltd. Yangzhou, China



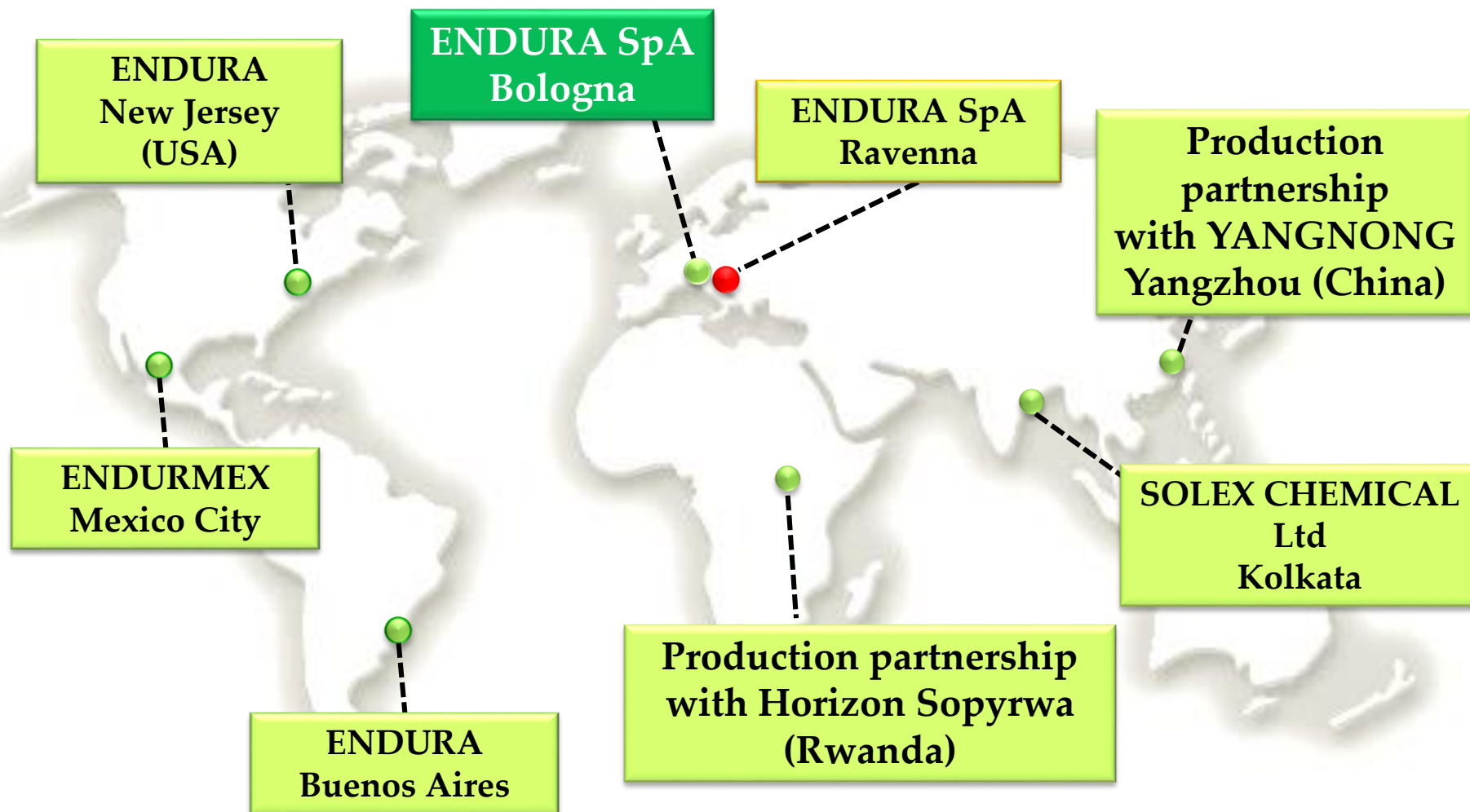
Strategic partnership with Bayer for Transfluthrin

Strategic partnership with Saltigo for Saltidin

Strategic partner with Horizon Sopyrwa for Natural Pyrethrum

Strategic partnerships with four companies for PBO as resistance breaker in agriculture

A GLOBAL COMPANY



INSECT CONTROL – PRODUCT LIST



d,Tetramethrin
Tetramethrin

Piperonyl
Butoxide

Piperonyl Butoxide GMP



Prallethrin



Saltidin

Imiprothrin



Pyrethrum

d,Phenothrin

d,trans-Allethrin 75/25

d,trans-Allethrin 95/5 GMP

Transfluthrin

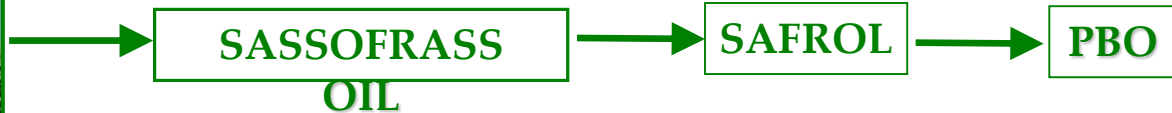
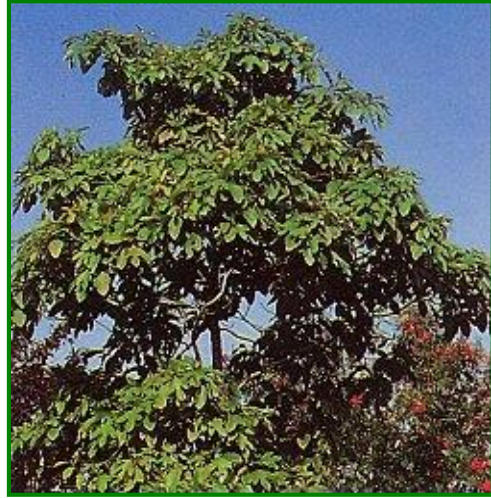
d,Allethrin

Duracide



PBO COMPETITION : TRADITIONAL METHOD

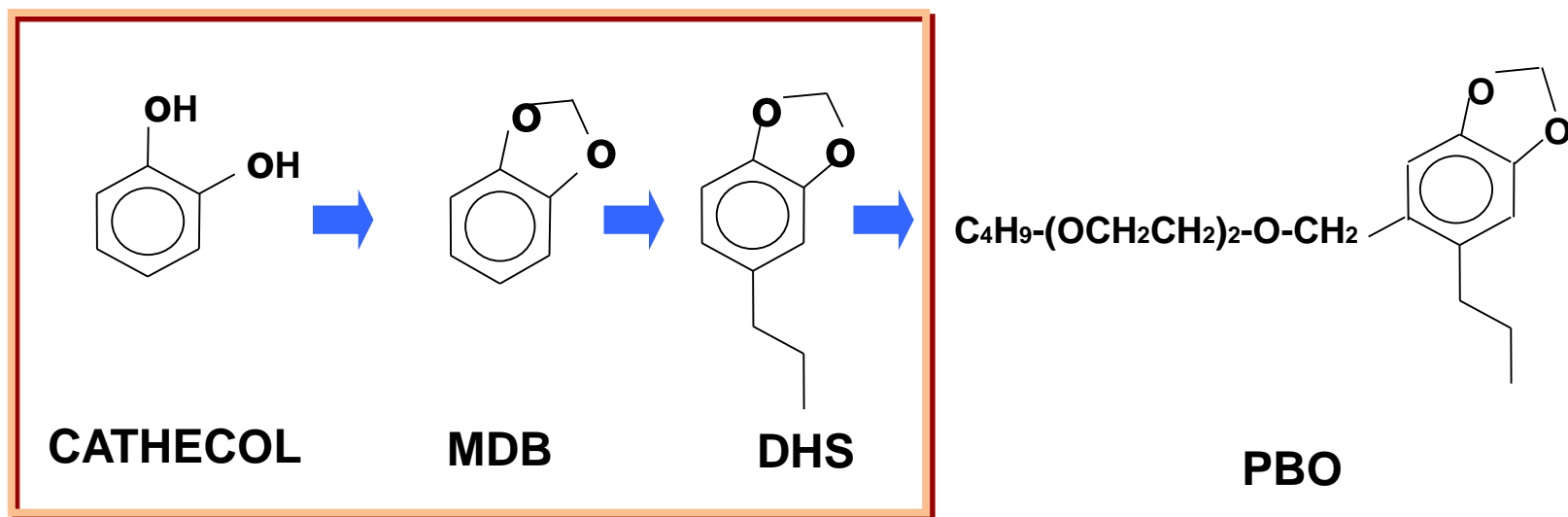
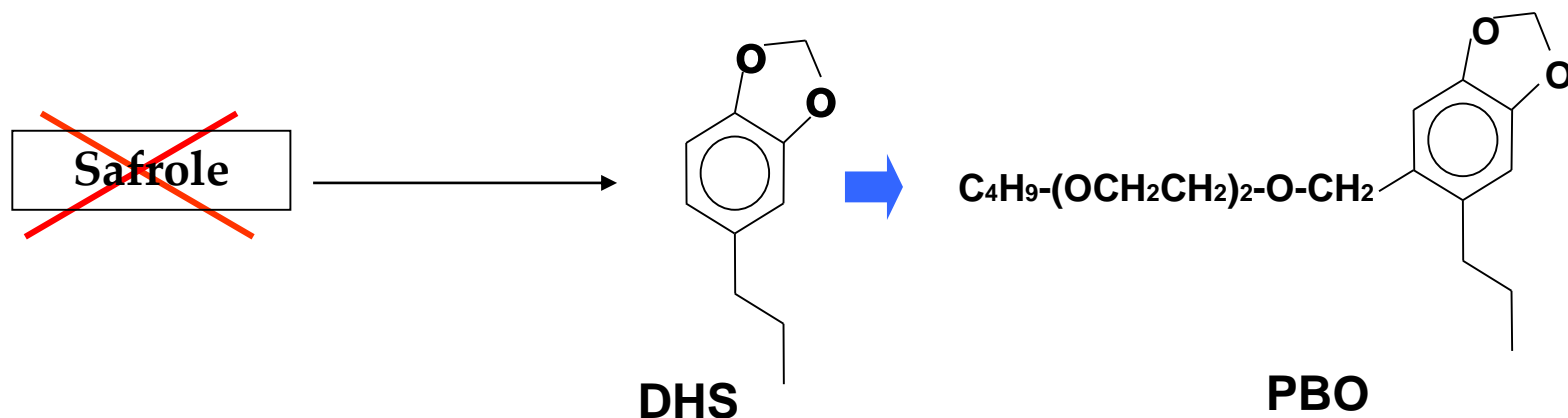
SASSOFRASS TREE



66 Kg of wood ➡ 1 Kg of PBO

66,000 tons of wood ➡ 1,000 tons of PBO

PBO COMPETITION: ENDURA'S INNOVATION



NO DEFORESTATION, NO DRUG PRECURSOR.



INTEGRATED QUALITY, SAFETY, ENERGY AND ENVIRONMENTAL MANAGEMENT SYSTEM

ISO 9001 : 2008

ISO 14001 : 2004

ISO 50001 : 2011

OHSAS 18001 : 2007

Responsible Care



RISKS AND OPPORTUNITIES

Risks:

Regulation: BPR, REACH, CLP, safety and environment

Competition from Chinese suppliers

Opportunities

Regulation: BPR

Innovation: biopesticide, microincapsulation, flow chemistry, microreactor

Chemical district

Thank you!

