



FEDERCHIMICA
CONFINDUSTRIA

THE CHEMICAL INDUSTRY IN ITALY 2016



THE CHEMICAL INDUSTRY IN ITALY

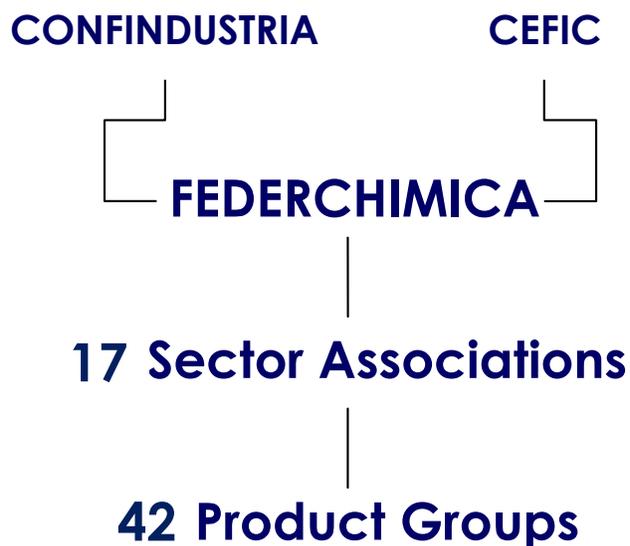
Introduction

This publication aims at providing key elements to describe to an international reader the chemical industry in Italy, its companies and main development trends that characterise its growth.

The Italian chemical industry is represented by Federchimica.

Federchimica is member of Confindustria, the Confederation that groups all the Italian industrial sectors, and of Cefic, the European Chemical Industry Council.

In order to represent in the best way the chemical industry in Italy, 17 Sector Associations operate in Federchimica, which represent 42 Product Groups and nearly 1,400 companies.



The 17 Sector Associations of Federchimica

AGROFARMA

Crop protection products

AIA

Aerosol products

AISA

Animal health-care products

AISPEC

Abrasives

Additives and auxiliaires for textile, leather, paper-making, tanning industry and water treatment

Additives and auxiliaires for detergents, polymerization and surface-active agents

Additives and auxiliaires for polymers, elastomers, coating and others

Food additives and processing aids

Starches, organic acids and yeasts

Flavors and fragrances

Lubricants

Financial services, engineering and research in the chemical industry

Intermediates, active ingredients, catalysts and fine chemicals

Ingredients for dietary supplements and functional food

Raw materials for cosmetic industry and additives for cosmetic and pharmaceutical industry

Photosensitive products

Waterproofing products for building (polymer-bitumen membranes)

Renewable sources

ASSOSALUTE

O.T.C. medicines (self-medication medicines)

ASCHIMFARMA

Pharmaceutical raw materials and Intermediates

ASSOBASE

Organic base chemicals

Inorganic base chemicals

Surfactants and raw materials for detergents

ASSOBIOTEC

Biotechnologies

ASSOCASA

Cleaning and maintenance products

ASSOFERTILIZZANTI

Mineral fertilizers

Organic and organo-mineral fertilizers and soil conditioners

Specialty fertilizers

ASSOFIBRE CIRFS ITALIA

Synthetic fibres for apparel, home furnishing and industrial use

ASSOGASLIQUIDI

LPG for Combustion

LPG for Traction

ASSOGASTECNICI

Technical and Special gases

Medical gases

AVISA

Adhesives and sealants

Paints and varnishes

Printing and screen inks

CERAMICOLOR

Ceramic glaze, inorganic pigments and metal oxides

COSMETICA ITALIA

Cosmetic products

for distribution through mass-market

Distribution through pharmacies

Distribution perfumeries, herbalist's shops

Professional products for hairdressers

Professional products for beauty institutes

Processing for third parties

PLASTICS EUROPE ITALIA

Compounds and auxiliaries for plastic, plasticizers and other related products

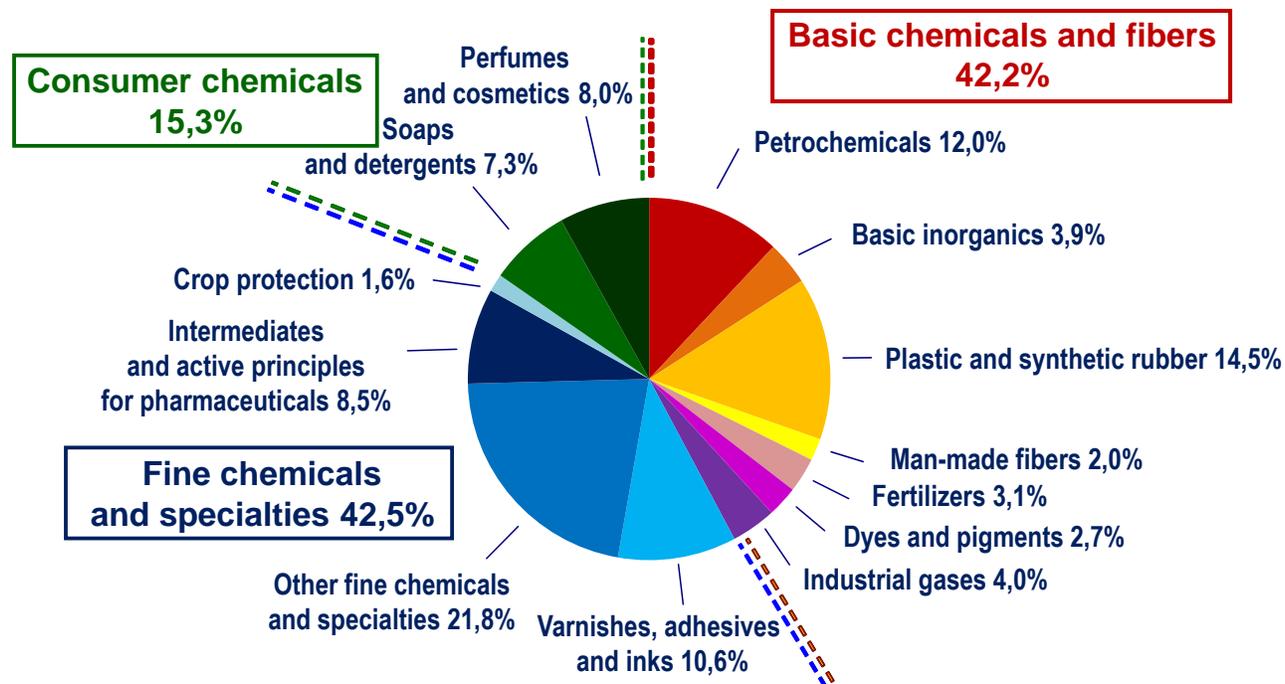
Advanced materials

Thermosetting resins and system

Thermoplastic resins and system

Italian chemical production by sector

(% share on total)



Note: excluding pharmaceuticals

Source: Federchimica on Istat, year 2013

Chemical industry in Italy

Italy - with a turnover of about 52 billion Euros in 2015 - represents the third main producer of chemicals in Europe. Almost 3 thousand companies are active in the sector employing about 109 thousand people.

Being a country with a strong industrial basis, Italy represents a large market for chemicals accounting for more than 60 billion Euros.

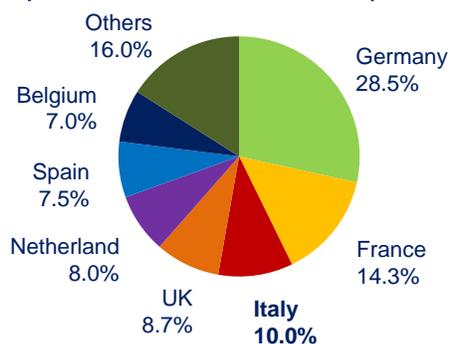
For many products Italian market ranks even second in Europe. The country can take advantage from its positioning in the centre of Mediterranean. Because of these reasons, many chemical foreign owned companies have decided to place here their strategic basis to manage operations in Southern Europe.

Main features of the Italian chemical industry, 2015

Billions of Euros (if not differently specified)	Chemical industry	Chemicals and pharmaceuticals
Production value	51,9	81,9
Exports	27,0	48,9
Imports	35,1	57,2
Trade balance	-8,1	-8,3
Domestic market	60,0	90,2
Companies (number)	2.740	3.204
Employees (thousands)	108,6	172,1
investments	1,4	2,1
R&S expenditures	0,5	1,0
% of manufacturing industry		
Sales	6%	9%
Exports	7%	12%

Note: R&S expenditures and investments, 2013 (last available year)
Source: Federchimica estimates on Istat

Italy is the third EU chemical producer



Source: Cefic Chemdata International, Federchimica, year 2015

Partnership with Industrial Districts

The most famous feature of Italian economic system is probably represented by Industrial Districts: these may be defined as an agglomerate of small and medium-sized firms, specialised in a single-product business, concentrated in a specific geographic area. Such a productive system makes it possible for companies to face competition maintaining their limited dimension.

There are about 150 Industrial Districts in Italy and most of them show very strict connections with chemicals. Enterprises from Industrial Districts are known around the world for their high quality and innovative products. To do that they often work in partnership with Italian chemical companies, which are able to develop sophisticated intermediate products responding to any specific requirement. Investing in the chemical industry in Italy means catching the opportunity to find many different customers with high propensity to risk testing together new products.

On the other hand, choosing Italian chemical products means enjoying the secret upon which relies the success of Italian industrial districts.

Chemical products are crucial for the Italian Industrial Districts success

Firenze - Arezzo - Marche	leather - shoes
Sassuolo	ceramic tiles
Alto Livenza - Brianza - Pesaro	furniture
Cadore	eyewear frames
Arzignano - S. Croce	tanning
Vicenza - Arezzo - Valenza	jewellery
Varese - Torino - Napoli	aeronautics
Fermo - Brenta	shoes
Prato - Vicenza - Biella - Napoli	textiles - cloths
Vicenza	women's hosiery
Treviso - Vicenza - Padova	plastic products
Pordenone - Treviso - Fabriano	domestic appliances
Como	silk products
Montebelluna	sport shoes
Varese - Bergamo	rubber and plastics
Alpi Apuane - Verona	marble
Bologna	motorbikes
Castel Goffredo	women hosiery
Manzano	chairs and tables
Capannori	paper
Murge - Forli	sofas
Lazio - Milano - Napoli	pharmaceuticals
Padova - Mirandola	biomedicals

Source: Intesa Sanpaolo

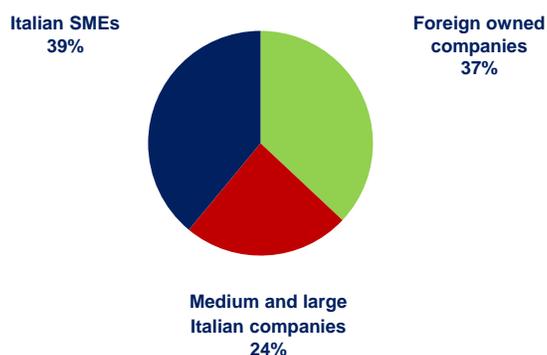
Thousands of SMEs and a relevant foreign presence

Chemical industry in Italy is characterised by the well balanced presence of three different actors, all of them playing a very important role: Italian SMEs, Italian medium and large companies and foreign owned companies.

SMEs play a very important role in many European countries but their presence is particularly important in Italy where they account for 39% of the total value of production. Such companies are active especially in fine and specialty chemicals where scale economies are not very relevant and the key of success often consists in offering to customers tailor made products.

Foreign owned chemical companies in Italy are 250 and employ about 33 thousand workers. They represent 37% of the whole Italian chemical production value and a similar share in terms of export (35%), which demonstrates that their presence in Italy is not aimed only at serving the domestic market and that Italy is considered as a valuable productive base. Many of them also realize R&D activities in Italy.

Distribution of Italian chemical production



Note: large companies are those with world sales above 100 million Euros
Source: Federchimica, 2015

Italian leaders at European or global level

Medium and large Italian companies represent 24% of the whole chemical production. There are some big players of basic chemicals, but also several very dynamic medium and medium-large enterprises. Main Italian chemical companies usually focus their activity on very specific families of goods, offering a wide product range in order to satisfy every demand on a particular market. Thanks to high technological content of products and strong service supply, many of them are now market leader in their specific niche at European or even World level. Most of them are active on foreign markets not only with a commercial presence, but also with production units: the share of production made outside of Italy has risen from 34 to 41% during the Great Recession.

Main Italian chemical companies - 2015

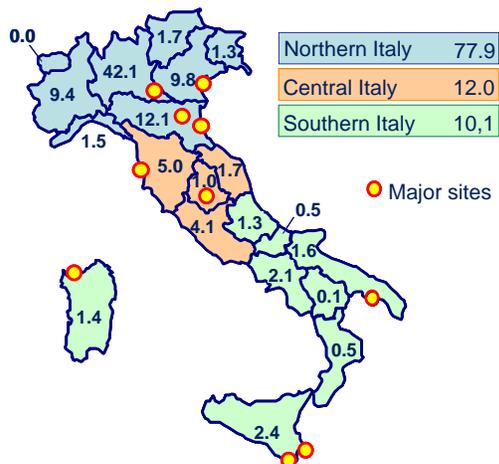
(millions of Euro)	World sales	Production in Italy	(millions of Euro)	World sales	Production in Italy
1. Versalis	4714	3824	26. Reagens	205	86
2. Gruppo Mapei	2165	504	27. 3V Partecipaz. Industriali	181	112
3. Gr. Mossi Ghisolfi	1760	156	28. Sadepan Chimica	180	106
4. Radici Group	1011	623	29. Novamont	172	172
5. Gruppo Bracco	1002	681	30. Mirato Group	165	165
6. COIM Group	789	405	31. Adriatica	157	107
7. Gruppo SOL	674	325	32. Gruppo Isagro	156	106
8. Polynt Group	664	519	33. Fluorsid Group	149	124
9. P & R Group	550	535	34. Sabo	137	137
10. Gruppo Colorobbia	536	215	35. Silvateam	137	80
11. Gruppo Lamberti	520	286	36. Sinterama	131	90
12. Gruppo Aquafil	504	212	37. Cosmint	131	128
13. Gruppo Sapio	470	442	38. Gruppo SOL.MAR	128	128
14. Gruppo SIAD	470	414	39. Zach System	126	101
15. Gr. Sipcam-Oxon	409	219	40. Lechler	124	105
16. Gruppo Intercos	402	194	41. Paglieri	123	123
17. ACS DOBFAR	373	360	42. Gruppo Bozzetto	119	63
18. Esseco Group	341	220	43. Bottega Verde	111	108
19. Gruppo Zobebe	320	68	44. Index	109	109
20. FIS	280	280	45. Gruppo Coswell	107	106
21. Italmatch Chemicals	264	114	46. Valagro	105	90
22. Gruppo Desa (*)	230	230	47. ICAP-SIRA	102	102
23. Euticals	217	150	48. Micys Company (*)	96	87
24. FACI Group	215	84	49. L'Erbolario	88	88
25. Indena/Gr. IdB Holding	207	168	50. Galstaff Multiresine	85	85

Note: companies with a majority of Italian capital share; excluding pharmaceuticals, statistic based on companies - associated and not-which took part in Federchimica survey.

The geography of Italian chemical industry

The Italian chemical industry is concentrated in the North of the country, close to down-stream European markets and local customer companies. Northern Italy accounts for about 78% of chemical employment. Lombardia, representing more than half of it, has a real vocation for chemicals: it is the second chemical region in Europe in terms of employees and for number of companies. In the country there are some important chemical sites, also in the South and in Islands. These offer very interesting foreign investment opportunities thank to their logistic feature, availability of highly qualified workforce and investment support schemes.

Distribution of chemical employment and major sites



Note: chemicals excluding pharmaceuticals
Source : Federchimica, Istat 2013

Lombardia: a region with a strong chemical vocation

Number of chemical and pharmaceuticals employees

1. Westfalia - Renania (DE)	120.725
2. Lombardia	69.791
3. Hessen (DE)	68.348
4. Baden-Wuttemberg (DE)	64.901
5. Bayern (DE)	67.309
6. Pfalz (DE)	66.300
7. Cataluña (ES)	49.686
8. Ile de France (FR)	44.140
9. Vlaams Gewest (BE)	40.809
10. Rhône-Alpes (FR)	36.985

Source: calculations on Eurostat, Istat, INSEE 2013

An increasing international attitude

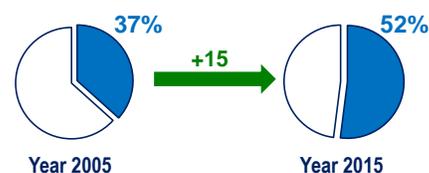
Italian chemical companies are taking advantage of globalization by offering their international customers the same solutions enforcing partnership with domestic clients: innovation, customization, flexibility, just-in-time and fulfilment to requirements.

Exports to turnover ratio has increased by 15 percentage points in the last 10 years. Not only large firms, but also SMEs are strongly oriented to international markets.

Other EU countries are Italian main trade partners, but Asia and Eastern Europe are gaining importance. Export performance is been positive especially in downstream chemicals. Italy is world leader in producing active pharmaceuticals ingredients for generics and enjoys significant trade surpluses in home care (627 million Euros in 2015), cosmetics (1841 million), paints and varnishes (1223 million) and in many other specialty chemicals.

Increasing propensity to export

Evolution of export share on turnover in the chemical industry



Very good performance in downstream chemicals sectors

Micro-sectors of specialization of fine and specialty chemicals (trade balances, year 2015, millions of euro)

COSMETICS = 1.841

DETERGENTS = 627

PAINTS, VARNISHES, ADHESIVES AND INKS

Paints and varnishes = 823
Glues and adhesives = 180
Glazes and ceramic dyes = 61
Mastics and sealants = 62
Solvents and thinners = 57
Inks and Others = 40

SPECIALTIES

Additives for lubricating oils = 463
Catalyst = 231
Plasticizers and stabilizers for rubber and plastics = 132
Products for the treatment of textile and leather = 109
Descaling and similar preparations = 76
Additives for cements = 67

Source: Istat

Innovation in the Italian chemical industry

For Italian chemical enterprises R&D represents a key activity in order to be considered valuable partners from customers.

Actually, in Europe Italy is second only to Germany for number of chemical companies (nearly 700) with R&D activity.

The possibility for downstream sectors to offer innovative products often stems from the developing of new chemical intermediates with specific properties.

Chemical companies constantly innovate also to improve processes as well as environmental standards. Not only major companies, but also smaller ones are strongly engaged in innovation. According to a survey of Federchimica, about 80% of chemical firms has been strengthening R&D also during the crisis.

In Italy a good number of graduates in chemistry and chemical engineering is available.

For chemical companies making research means more and more entertaining strong relationship with Universities and Research Institutes. In particular, there are important opportunities to cooperate with the National Research Council (CNR), whose activity regards base research as well as technology transfer and the developing of new applications. Moreover, in Italy are located about 30 Scientific and Technological Parks with specific competencies on chemicals and bio-medicals.

Italy is the second EU Country for number of innovative chemical companies

Number of companies with R&D intra-muros in the European chemical industry

Germany	1.056
Italy	701
France	587
Spain	507
Netherlands	202

Note: companies with 10 employees or more, UK not available
Source: Eurostat - Community Innovation Survey, year 2012

Advanced industrial relations and competitiveness

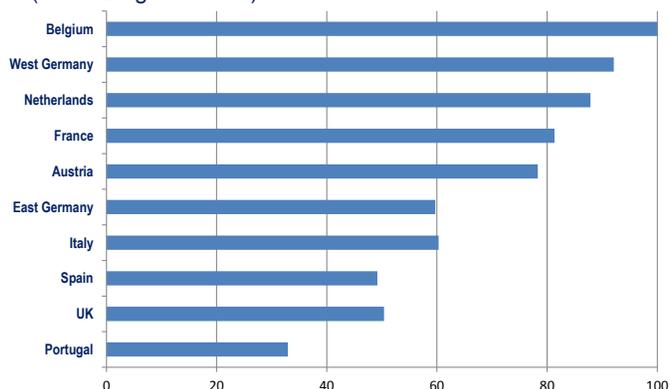
High quality employees, competitive labour costs and industrial relations with strong innovative content and collaborative bargaining attitude with Trade Unions: this is probably one of the best asset of the Italian chemical industry. With the objective of pursuing the necessary flexibility of labour in the awareness and continuous respect of the importance of human resources, Italian chemical companies may benefit of a wide flexibility as regard to:

- opening clauses allowing firms and Trade Unions to define at company level different rules than the national collective bargaining;
- daily and weekly working time which may be defined at company level respecting the average yearly working time;
- a job classification system which takes into account the specific organizational needs of enterprises, with simplified rules for SME;
- wages implemented at company level, through the "Participation premium", as a variable part of an annual salary and linked to productivity and economic performance.
- knowledge transfer from older to young workers through the so called "Bridge project" in order to capitalize the wealth of experience for workers close to retirement and promote the integration of new employees;

Finally, the strong commitment in strengthening both workers' and firms' interests has led to the creation of Fonchim and FASCHIM, the sectorial pension and medical funds, as well as the formalization of a joint commitment at all levels towards the development of shared choices of social responsibility.

In Italy qualified employees and competitive labour costs

Hourly average labour cost in the chemical and pharmaceuticals industry (index Belgium = 100)



Source: BAVC, year 2014

What foreign companies managers appreciate of chemicals in Italy

Among the top managers of major foreign chemical companies producing in Italy, identified the strength points of the Italian chemical industry.

▪ *Quality of human resources*

Italian employees are generally appreciated for their creativity and flexibility. Creativity is recognized as a real professional skill as it turns into innovation propensity and problem solving capability. Flexibility mixed up with creativity, generates high responsiveness to changes, orientation to continuous improvement and capability to work under pressure. Moreover high level technical and scientific skills are available in Italy.

▪ *Market size and quality of its customers*

Italy, given its relevant manufacturing base, represents one of the largest markets in Europe for chemical products. Another point of strength derives from the distinctive features of Italian chemical customers. The typical Italian customer is very demanding, as a consequence a product developed for Italy there are many customers, in particular SMEs belonging to the traditional sectors of the Made in Italy, which are world trend setter, very open to innovation and always ready for testing and developing new products.

▪ *Quality and reliability of equipment suppliers*

Creativity, flexibility and high level of technical and scientific skills do not regard only the chemical sector but all the value chain. In particular the quality and reliability of equipment suppliers make it possible to carry out quick changes at low costs with personalised and innovative solutions.

▪ *Innovation and research*

Multinational companies often carry out R&D in “centres” which are generally located in one Country and work for the whole group by defining research strategies and by coordinating all the research projects related with a particular business line. In many relevant cases Italy has been selected as an “R&D centre” for a well defined business segment.

Italy is a suitable location for doing R&D.

- Italian chemical graduates are well prepared, have a strong theoretical background and are also very motivated;
- a specific know how, sometimes even considered unique, is available in different areas (fluorine chemicals, woven and non-woven polyester, polyurethanes, special polymers, leather chemicals, adhesives, pharmaceuticals active principles, cleaning additives);
- research groups are competitive in terms of costs and results, in particular they are able to understand and anticipate market needs.

Strengths of the Italy-based chemical industry

Human resources

Creativity
Flexibility
Capability to adapt and quickly react to changes
Orientation to continuous improvement
Capability to work under stress
Know how in specific chemical areas

Features of Italian market

Third European market (about 63 billion Euros)
Demanding and high quality customers
Customers being trend setter
Great number of SMEs
Widespread entrepreneurship
Willingness to collaborate for developing and testing new products

R&D

High quality graduates
Know how in specific chemical areas
Competitiveness in terms of costs and results
Capability to understand markets needs
Creativity and problem solving attitude
Applied research and product development

Quality and reliability of equipment suppliers

Technical and scientific skills
Personalized and innovative solutions

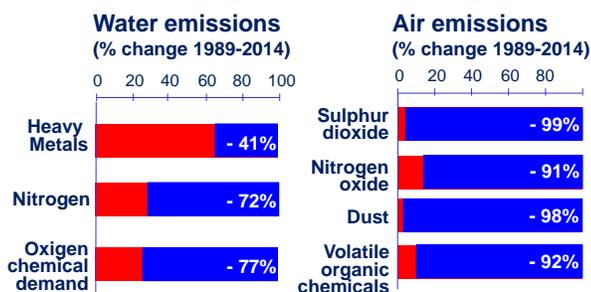
A strong commitment for safety and environment

Italian chemical companies are strongly engaged in Sustainable Development. Such a commitment requires significant investments (about 1,2 billion Euros in 2014) and has produced concrete results. In fact, all main environmental indicators register a very significant performance and the chemical industry is now one of the most safest sectors in Italy.

In Italy Federchimica has been managing the worldwide Responsible Care Program together with its member companies for more than 20 years.

From 2006, INAIL (the National Institute for Insurance against Injuries at Work), has signed an agreement with Federchimica. It provides discounted rates for firms participating in the Responsible Care® program, recognizing their efforts in prevention and safety promotion in the workplace. That agreement has been renewed in 2013 and 2016

Social responsibility produces concrete results



Injuries

(numbers per million of hours worked)*

Metals	27,3
Wood	22,1
Metal products	21,9
Non-metallic mineral products	20,5
Rubber and plastic	19,3
Food products	18,5
Furniture	18,0
Paper	17,8
Mobile	17,2
Machinery equipment	15,8
Other transport equipment	14,9
Motors	13,5
MANUFACTURING INDUSTRY	13,5
Beverages	13,1
Electric equipment	13,0
Printing	12,5
Tobacco	11,9
Textiles	11,3
Other manufacturing	9,6
Leather	9,6
Chemical and pharmaceuticals	8,8
Wearing apparel	6,5
Electronics	6,4
Coke and refined petroleum products	4,6

Note: average 2012-2014

Manufacturing industry = median

Source: Federchimica - Responsible Care®

REACH regulation implementation

The REACH Regulation, entered into force in European countries on 1st June 2007, represented a great innovation in the assessment and management of risks posed by chemicals to the health and the environment. Based on the principle “no data, no market”, it shifted the responsibility to provide data and to demonstrate the safety of chemicals to the Industry. In this new system, manufacturers and importers have to provide information for all substances produced or imported in quantities of 1 ton or more per year, through a registration dossier to be submitted to the European Chemicals Agency (ECHA).

The first two REACH registration deadlines, 30 November 2010 and 31 May 2013, covering ‘phase-in’ substances (so-called existing substances) manufactured or imported in the EU at tonnages over 100 ton per year brought to a result of registered phase-in substances of around 6.500 out of total number of 25.000 substances which are expected to go through this regulatory process by May 2018.

In 2007 Federchimica and Assolombarda (Regional Lombardy Industrial Association), together with other institutions in representation of operators in all production sectors in the country, founded the service company Centro Reach Ltd. The mission of Centro Reach is to support chemical companies and users of chemical substances in Italy and in other countries as well as importers of substances from extra-EU countries. More than 100,000 downstream users in numerous sectors are impacted by Reach Regulation and Centro Reach is prepared to help those companies how to apply REACH. This support is specifically oriented towards SMEs, the most typical company size in the Italian production system. Up to now just a small share of the registrations have been submitted by Italian SMEs but they will be heavily involved in the outstanding 15.000 – 20.000 substances to be registered at the next deadline in May 2018.

Centro Reach provides advisory and consultancy services in several areas, i.e.:

- Company Consultancy
 - analysis of product portfolio and assistance for decision - action plans;
 - preparation of the technical dossier for registration, late pre-registration, inquiries;

- connection with ECHA and national competent authorities, for the assessment procedures, authorisations or restrictions;
- updating of safety, classification and labelling procedures, safety data sheets.
- SIEF (Substance Information Exchange Forum) and Consortia
 - support in sharing of information for chemical substances within the SIEF;
 - assistance in preparation and involvement in registration consortia;
 - representation of companies in consortia.
- Assistance Safety Data sheets
- Training courses (eventually also at company site)
- R&D and Methods (f.i. QSAR, in-silico)
- Support for Biocides Regulation applications.



Quality and certifications

Italian chemical companies consider that care for quality products and processes as well as commitment to responsible production – which means preserving workers and consumers health and the environment – represent a crucial competitiveness factor.

During the last years, Certification of Quality, Environment and Safety has been growing significantly. As a consequence, compared to other sectors, the chemical industry shows the best performances with respect to process certification according to ISO 9000, ISO 1400/EMAS and BS OHSAS 18001 standards.

Such a result has been obtained thanks to the contribution of Certiquality, the certification body founded by Federchimica in order to provide a highly qualified certification service to its member companies. Certiquality covers a very central position in the certification scenario, with more than 20 thousand certifications issued in Europe and in many other extra European countries. Within the chemical sector, it represents the specialised partner both for Italian and foreign companies.

More info can be obtained at the following link www.certiquality.com

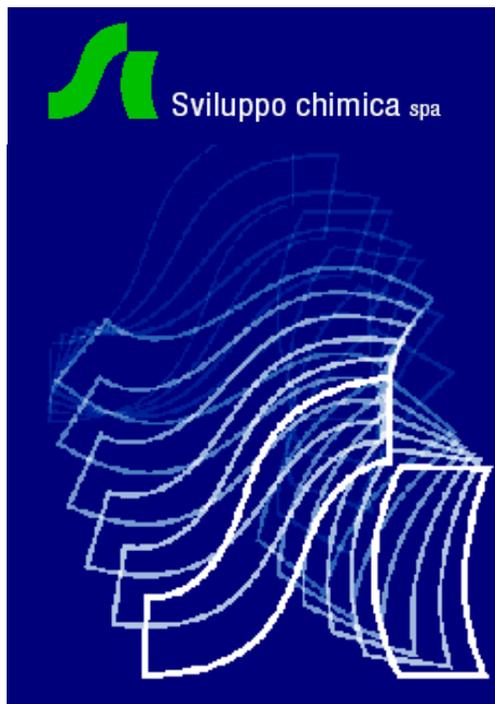


SC Sviluppo chimica, Federchimica's service company

SC Sviluppo chimica S.p.a., a service company fully owned by Federchimica, supports chemical companies by offering professional services in several areas: Safety, Product Management, and Industrial Hygiene; Transport and Logistics; Energy and Sustainable Development; R&D and Venture Capital, IT Support, Industrial Relation and National Collective Labour Contract, outsourcing of administrative services.

In order to realize its services, SC Sviluppo chimica S.p.a. acts through:

- monitoring calls of proposal made by European Commission and other international organization and setting up proposal with chemical companies, in particular SMEs.
- organizing training courses for managers and public officers
- identifying suitable financial resources at disposal of Chemical Companies' investments in R&D (risky funds such as venture capital) and energy efficiency (public support mechanism and grants).



How to get in touch and gather more information

Federchimica

English version of the official website of Federchimica, industrial association of chemical companies in Italy.

http://www.federchimica.it/index_eng.aspx

Cheminitaly

Complete information about locations and products of Italian chemical companies.

<http://www.federchimica.it/federchimica/repertorio-eng.aspx>

Federchimica data and analysis

Features and statistics, short term outlook and studies on Italian chemical industry.

<http://www.federchimica.it/DATIEANALISI.aspx>

Italian Institute for Foreign Trade (ICE)

With 115 offices around the world, ICE can be easily contacted to get punctual information about Italian chemical companies.

www.italtrade.com

SC Sviluppo Chimica

Professional services at 360 degrees to the chemical sector in order to support its competitiveness, foster innovation and environmental performances.

<http://www.federchimica.it/OurPartners/SCSviluppoChimica.aspx>

Centro Reach

Provides professional consultancies to let SMEs of the chemical industry and Downstream Users accomplish to the REACH Regulation and to the related regulations for the responsible management of the chemicals and of the safety at work.

<http://www.federchimica.it/OurPartners/CentroReach.aspx>

InvestInItaly

A single interlocutor for foreign investors interested at evaluating location opportunities in Italy, able to provide financial services combined with valuable information.

www.investinitaly.it
info@investinitaly.com

Federchimica is the abbreviated name of the Italian Federation of chemical industry. Founded as the Italian Federation of Chemical Industry Associations in 1920, it became Assochimici in 1945 and it was transformed into Federchimica in 1984.

Associates

At present more than 1,400 companies, with a total of about 90.000 employees, are part of Federchimica. They are grouped into 17 Associations, articulated into 41 product groups. Federchimica is a member of Confindustria (General Confederation of the Italian Industry) and of Cefic (European Chemical Industry Council).

Targets

Federchimica, whose primary objectives are the coordination and support of the role of Italian chemical industry as well as the promotion of its development capacity, has the following main duties:

- to elaborate guidelines in economic, industrial and trade union topics and also in the areas of environment, innovation and energy policies;
- to promote these policies with Public Authorities, national economic organisations, other entre-preneurial organisations, international organisations to whom the Federation belongs, trade unions, environmental and consumer organisations;
- to contribute to the establishment of an accurate image of the chemical industry in the public opinion;
- to carry out studies and projects which inspire and legitimise entrepreneurial choice;
- to contribute to the constant promotion of the quality of member companies, with a particular attention to the organisation of initiatives in the field of innovation.

Management Departments

Federchimica's activity is managed by the General Management Department and five Central Departments:

- Economic Analysis and Internationalization;
- Industrial Relations,
- Internal Relations,
- Institutional Relations,
- Technical and Scientific Affairs.

Sector Associations

The activities of sector Associations are implemented in close coordination with the Central Departments and hierarchically refer to the General Department.

For further information and membership:

Silvia Paloni
Tel. 02 34565.207
Fax 02 34565.282
s.paloni@federchimica.it

General management department

DIRECTOR GENERAL

Claudio Benedetti

VICE DIRECTOR GENERAL

Andrea Lavagnini
a.lavagnini@federchimica.it

DIRECTOR GENERAL ASSISTANT

Lucia Lanzini
l.lanzini@federchimica.it

Tel. +39 0234565.409/415/405
Fax +39 0234565.404/400
dg@federchimica.it
vdg@federchimica.it

BRUSSELS DELEGATION

Marcello Accorsi
m.accorsi@federchimica.eu

1040 Brussels
Avenue de la Joyeuse Entrée 1
Tel. 00322.2803292
Fax 00322.2800094

IMAGE AND COMMUNICATION

Silvia Colombo
s.colombo@federchimica.it

Tel. +39 0234565.279
Fax +39 0234565.328

LEGAL AFFAIRS

Lorenzo Faregna
l.faregna@federchimica.it

Tel. +39 0234565.411
Fax +39 0234565.404

Central departments

STITUTIONAL RELATION

National and EU Legislative Relations
Relations with Central
and Regional Public Administrations

Andrea Cortesi

a.cortesi@federchimica.it

Tel. +39 0654273.1

Fax +39 0654273.240

ist@federchimica.it

INTERNAL RELATIONS

Administration and Financial Control
Associative Organisation and Development
Human Resources
Information Systems
Purchase and Internal Logistics

Andrea Lavagnini

a.lavagnini@federchimica.it

Tel. +39 0234565.405

Fax +39 0234565.255

rin@federchimica.it

ECONOMIC ANALYSIS AND INTERNATIONALIZATION

Statistic and Economic Analysis
Internationalisation Promotion
Fiscal and Foreign Trade

Vittorio Maglia

v.maglia@federchimica.it

Tel. +39 0234565.337

Fax +39 0234565.459

aei@federchimica.it

INDUSTRIAL RELATIONS

Collective Bargaining
Social and Labour Legislation
Education and Training
Social and Labour Statistics and Analysis

Andrea Piscitelli

a.piscitelli@federchimica.it

Tel. +39 0234565.286

Fax +39 0234565.322

ind@federchimica.it

TECHNICAL AND SCIENTIFIC AFFAIRS

Safety, Health and Environment
Chemicals Management
Energy
Logistics
Science and Technology
"Responsible Care" Programme

Sergio Treichler

s.treichler@federchimica.it

Tel. +39 0234565.267

Fax +39 0234565.329

tes1@federchimica.it

Sector associations

AISA

National Association
of Animal Health Producers

Roberto Cavazzoni

Tel. +39 0234565.226
Fax +39 0234565.457
aisa@federchimica.it
<http://aisa.federchimica.it>

AISPEC

National Association
of Fine Chemicals and Specialized Sector

Vittorio Maglia

Tel. +39 0234565.223
Fax +39 0234565.349
aispec@federchimica.it
<http://aispec.federchimica.it>

ASSOFIBRE CIRFS ITALIA

National Association
Man-Made Fibers Producers

Vittorio Maglia

Tel. +39 0234565.242
Fax +39 0234565.317
assofibre@federchimica.it
<http://assofibre.federchimica.it>

ASSOGASLIQUIDI

National Association
Of Liquefied Gases Distributors

Rita Caroselli

Tel. +39 0654273.213/215
Fax +39 065919.633 / 5913.901
assogasliquidi@federchimica.it
<http://assogasliquidi.federchimica.it>

ASSOGASTECNICI

National Association
of Technical, Special and Medical gases producers

Andrea Fieschi

Tel. +39 0234565.242
Fax +39 0234565.458
agt@federchimica.it
<http://assogastecnici.federchimica.it>

CERAMICOLOR

National association
Of Ceramic Glaze, Inorganic Pigments
and Metal Oxides

Giuseppe Abello

Tel. +39 0234565.237
Fax +39 0234565.320
ceramicolor@federchimica.it
<http://ceramicolor.federchimica.it>

COSMETICA ITALIA

Italian Association of Cosmetics Industries

Maurizio Crippa

Tel. +39 02281773.1
Fax +39 02281773.95
cosmeticaitalia@cosmeticaitalia.it
<http://www.unipro.org/home/it/>

ASSOCASA

National Association
of Detergents and Specialties
for Industry and Home Care

Giuseppe Abello

Tel. +39 0234565.236
Fax +39 0234565.320
assocasa@federchimica.it
<http://assocasa.federchimica.it>

AGROFARMA

Italian Crop protection Association

Lorenzo Faregna

Tel. +39 0234565.334

Fax +39 0234565.456

agrofarma@federchimica.it

<http://agrofarma.federchimica.it>

ASSOSALUTE

National Association
of the Self Medication industry

Enrico Allievi

Tel. +39 0234565.324

Fax +39 0234565.621

assosalute@federchimica.it

<http://www.assosalute.info>

ASCHIMFARMA

National Association
of Active Ingredients and Intermediate Producers for the
Pharmaceuticals Industry

Enrico Allievi

Tel. +39 0234565.246

Fax +39 0234565.364

aschimfarma@federchimica.it

<http://aschimfarma.federchimica.it>

ASSOBASE

National Association of Organic and Inorganic Basic
Chemistry producers

Giuseppe Riva

Tel. +39 0234565.309

Fax +39 0234565.311

base@federchimica.it

<http://assobase.federchimica.it>

AIA

Italian Aerosol Association Producers

Andrea Fieschi

Tel. +39 0234565.391

Fax +39 0234565.261

aia@federchimica.it

<http://aia.federchimica.it>

ASSOBIOTEC

National Association
for the development of Biotechnologies

Leonardo Vingiani

Tel. +39 0234565.306

Fax +39 0234565.284

assobiotec@federchimica.it

<http://assobiotec.federchimica.it>

ASSOFERTILIZZANTI

National Association of Fertilizer Producers

Lorenzo Faregna

Tel. +39 0234565.383

Fax +39 0234565.331

assofertilizzanti@federchimica.it

<http://assofertilizzanti.federchimica.it>

PLASTICS EUROPE ITALIA

Italian Association of Plastic Material Producers

Giuseppe Riva

Tel. +39 0234565.309

Fax +39 0234565.311

plasticseuropeitalia@federchimica.it

<http://plasticseuropeitalia.federchimica.it>

AVISA

National Association of Varnishes, Ink, Sealants
and Adhesives Producers

Matteo Aglio

Tel. +39 0234565.256

Fax +39 0234565.350

avisa@federchimica.it

<http://avisa.federchimica.it>

