

# Corporate Profile 2021



**Angelini**  
Industries

## 1. Angelini Industries

Angelini Industries is an international group founded in Ancona, Italy, in 1919 by Francesco Angelini. Today Angelini Industries is a solid and multifaceted **industrial group** operating in 26 countries with 5.700 employees and revenues for 1,7 billion euros.

Angelini Industries operates in the following business sectors: **Pharmaceuticals, Consumer Goods, 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 Industries one of the leading Italian companies in the areas in which it operates.

Angelini Industries 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.

### Angelini Industries in numbers

# 40+

Companies belong to Angelini Industries, in Italy and overseas

# 5,700

Employees

# €1.7 billion

**2020 revenues:**  
59% in Pharmaceuticals  
27% in Consumer Goods  
6% in Machinery  
4% in Perfumery  
1% in Wine  
3% other areas

Products marketed all over the world

# 12

**Production sites, consisting of:**  
6 in Italy  
6 overseas

# 26

Countries with an Angelini Industries presence

## 2. Pharmaceutical Sector

Angelini Industries 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 Pharma 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 in numbers**

**70+**

Countries in which products are marketed

**3,000**

Employees

**40+**

Commercial partners

**25**

Countries with direct presence on the ground

**5**

Production plants worldwide

### 3. Consumer Goods

#### The Fater Joint Venture

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

**Fater is a leader in the Italian market for absorbent products for the person and a key player in the European market for home care products.** In Italy, Fater has developed, since the early 1960s, the markets for baby diapers and feminine pads, which at the time were essentially non-existent or residual. Fater today produces and markets a complete range of absorbent products for the person, from baby diapers, to feminine hygienic protections, to incontinence products, through the brands Pampers, LINES, LINES Specialist and Tampax.

Since 2013, the company has entered the detergent product markets for cleaning fabrics and the home, over time acquiring the Ace, Neoblanc and Comet brands, now produced and distributed by Fater in 38 countries in Western and Eastern Europe, the Middle East.

Fater is a dynamic company that invests around 4% of its annual turnover in innovation. As in the DNA of the Angelini Group, knowledge of the consumer and the markets, research, quality and safety have always been the drivers of long-term growth in Fater. The company's headquarters are in **Spoltore (PE, Italy)**, while the production plants are located in Italy, in **Pescara** and **Campochiaro (CB)**, and abroad, in **Porto (Portugal)** and **Gebze (Turkey)**.

For several years, Fater has been developing its approach to **environmental and social sustainability.**

The company aims to reduce its environmental impacts and adopts a life cycle assessment perspective for this purpose. Fater develops the environmental theme on 4 main lines:

- **Packaging:** by reducing the use of virgin plastic in products
- **Product design:** designing new conceptually different products, designed to reduce the environmental impact
- **Circularity:** aiming for zero waste with projects to eliminate post-industrial and post-use waste (absorbent products) in order to obtain new secondary raw materials and using 100% recyclable packs
- **Green logistics:** through more efficient solutions in the loading of trucks and the choice of routes and combinations of vehicles with less impact

Fater is **socially committed to contributing to a fairer and more inclusive society.**

Among the activities developed are: the Lines campaigns in the fight against stereotypes that limit the role of women in society, and the collaboration with the Onlus Weworld to support anti-violence centers; support for the parenting role of the Pampers brand through advice and information and the collaboration with Heart4Children. Projects for the community are based on the principles of inclusion and environmental enhancement: for this purpose the collaborations with the Municipality of Pescara for the recovery of the territory and with Legambiente Abruzzo to promote the sensitivity of young people to respect for the environment.

### Fater in numbers

**1,600**

Employees

**38**

Countries in which the products are distributed

**2**

Production facilities in Italy

**2**

Production facilities overseas

### Angelini Consumer

Angelini Consumer is the division of Angelini Industries **dedicated to the world of consumers and the design and development of new businesses.**

At the base of its activities is the concept of **unwavering care**, taking care of people and their families in the round, proposing sustainable and quality solutions to the needs of everyday life.

Angelini Consumer is a real **laboratory for the development of new ideas and business opportunities**, always in the name of economic, social, environmental sustainability and with the aim of bringing quality to the families and communities with which it comes into contact through its activities.

Angelini Consumer activities are mainly developed along three lines: **care for new families** and the world of childhood, attention to the **needs related to mature age**, the search for optimal solutions to the **needs of hygiene and disinfection** of the person and of the house.

## The MadreNatura Joint Venture

MadreNatura AG, founded in 2019 and headquartered in Lenzburg (Switzerland), is an **equal joint venture between Angelini Industries 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 in numbers

**1**

**Brand: Hero SOLO**

**27**

**Product references**

**100%**

**Organic**

#### 4. Machinery Sector

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

**1975**  
Foundation

**700**  
Employees

**3**  
Production locations  
Italy  
China  
USA

**600+**  
Patents

**200+**  
Engineers

## 5. Perfumery

**Angelini Beauty** is the business unit of Angelini Industries, 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, Mandarina 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 ca.**

**Employees**

## 6. Wines

**Angelini Wines & Estates (Bertani Domains) 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.

Since 2018 the company is 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.

Angelini Wines & Estates 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.

### Angelini Wines & Estates in numbers

# 6

Wineries

# 1,700

Hectares of land in total, 460 of which are under vines

# 4

Regions:

Veneto

Friuli Venezia-Giulia

Tuscany

Le Marche

# 100 ca.

Employees



**For information on Angelini Industries**

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