



Sviluppo chimica spa

**A company
controlled by Federchimica
for the Chemical Value Chains**



June 2018

THE COMPANY

SC Sviluppo chimica S.p.A. ("SC"), is a share capital company entirely owned by Federchimica, the Federation of Chemical Industry in Italy, representing more than 1,400 companies of large, medium and small size, with around € 53.0 B of yearly sales and around 100,000 employees. SC has been established in 1983 with the mission to:

- provide services to enhance the R&D Innovation, the Cooperation with Private Enterprises and Public Institutions; Energy Efficiency; Venture Capital; HSE & Logistics; I.C.T.;
- leverage the International, European and National Funds for Projects, in particular the ones presented by SMEs.

WHERE IT IS BASED

SC is based in Milan, the city that hosted EXPO 2015. Milan is the main industrial, commercial and finance centre in Italy and one of the major world fashion and design capital. SC has office in Rome and Bruxelles, too.



THE 5 BUSINESS AREAS

R&D, Innovation and Cooperation: SC monitors Calls and Tenders financed by International, European, National and Regional Institutions; evaluates the rate of success of project ideas; writes the proposal, structuring also the partnership. SC participates to the proposal as Partner, adding its technical and managerial competences, supporting Partners in the technical and administrative reporting. To enhance its mission, SC organizes yearly the “Conference on the Sustainable Chemistry in Italy” and the Conference on “How to fight poverty in Less Developed Countries through low carbon technologies”.

Territory and Venture Capital: the creation of the “ecosystem” to better integrate science, industry, institutions and infrastructures on the territories is the critical asset to enhance scientific spin-offs and start-ups, to support the expansion of SMEs, to attract FDI and Investors. SC has many positive experiences in supporting high tech investment Chemical Industrial Parks and Incubators with international joint ventures.

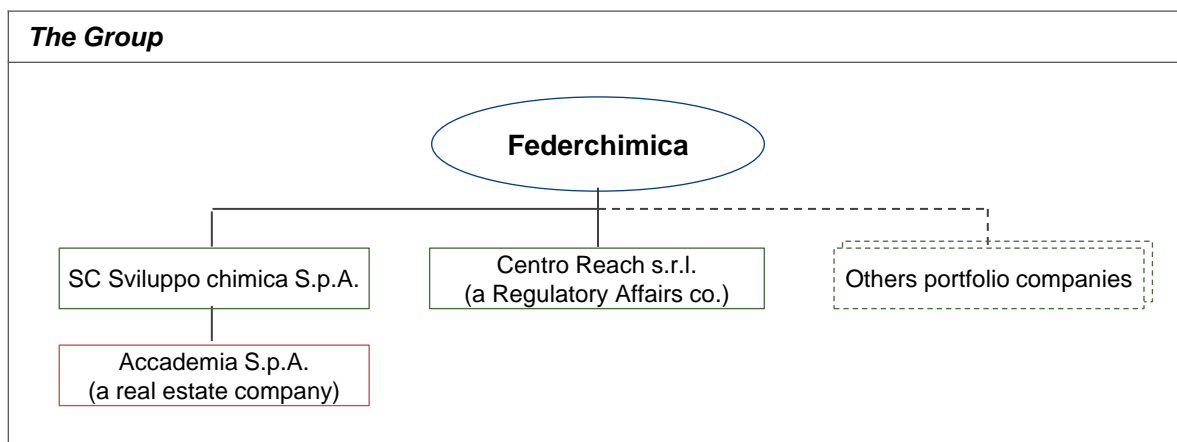
Chemical Logistics: the management of the transport and the distribution of the chemicals is one of the factor of success for the competitiveness of the Chemical Companies in Italy, with a yearly incidence of the logistics costs of about 12% on the aggregate Italian Chemical Industry P&L. SC supports the Chemical Companies to optimize their Value Chains according to the End Users needs. Moreover, SC manages the “S.E.T. – Servizio Emergenze Trasporti”, a private–public partnership to prevent and manage accidents in the transportation of chemical products.

Advanced Training Programmes: SC organizes more than 40 training courses per year, according to the needs of the Chemical Companies (at their headquarters or plants) or following a catalogue of internal courses. Business areas covered, thanks to the support of the sister company Centro Reach S.r.l or the associated company Certiquality S.r.l, are: General Management; Products Stewardship & Regulatory Affairs; Health, Safety & Environment; Logistics; Energy; R&D.

ICT, Fairs and Editing: SC offers IT services, from System Integration up to the outsourcing of the Information Systems for SMEs and for the Federchimica portfolio companies. SC manages the “Chemistry 4.0 Programme” and realizes specific softwares for the Risk based approach of Chemicals. SC manages the Federchimica stands at Ecomondo Fair in Rimini and Ambiente&Lavoro Fair in Modena. Eventually, SC publishes the “Chemical National Collective Agreement” and other specialized publications.

PARTNERSHIPS

SC is fully integrated in the “Federchimica System” and it cooperates with selected European Institutions, through Cooperation Agreements and Networks. Here below is reported the current situation:



In addition, SC cooperates with national and European Networks and Platforms and manages different Programmes:

Networks:	
AIRI, Rome	“AIRI-Italian Association for Industrial Research” is a scientific network representing about 100 members that carry out and promote industrial research in Italy.
Assologistica, Milan	Assologistica represents 235 Companies in the Logistics business. SC is Member since 2011.
ECRN, Bruxelles	“European Chemical Regions Network”, network specialized in the Chemical Industry. SC cooperates with two Members in Italy: Lombardy Region and the Province of Novara
TII, Luxembourg	SC joined in 2009 the “TII – Technology Information Innovation”, the Organization representing 230 Members from 40 Countries actives in the Technology Transfer business.
Platforms:	
SusChem, Bruxelles	SusChem is the European Technology Platform for Sustainable Chemistry. It was created in 2004 with the main objective to revitalise and inspire European chemistry in a sustainable way. SC cooperates with SusChem, through Federchimica, from 2005. In 2014, Federchimica in collaboration with SC relaunched SusChem Italy, the Italian Technology Platform.
Programmes:	
“S.E.T. – Servizio Emergenze Trasporti”, Milan	Partnership found for 42 Chemical Companies to offer through SC their support to the Competent Authorities to prevent and manage any accidents in the transportation of chemical products.
“TACEC - Towards A Carbon Efficient Chemistry”, Milan	The Programme aims to better integrate science, industry, management, public institutions to achieve the Sustainable Development of the Chemical Companies, through Conferences, Workshops, Training Courses, Best Practices within the Private and Public.

SELECTED PROJECTS

SC has been Leader or Partner in the following European projects:

European Projects	
	<p>BioLinX supports participants in the 7th Framework Programme (FP7) and Horizon 2020 (H2020) projects in commercializing their innovative ideas and connects them to markets and regional networks. BioLinX is a H2020 project. Website: www.biolinx-project.eu</p>
	<p>The main objective of ChemMultimodal is the promotion of multimodal transport of chemical goods. The project aims to achieve this by coordinating and facilitating cooperation between chemical companies, specialised logistics service providers, terminal operators and public authorities in chemical regions in central Europe. Website: www.interreg-central.eu/Content.Node/ChemMultimodal.html</p>
	<p>The project is about a highly innovative and sustainable chemical process, under the funding program LIFE 2014-2020. The project is a perfect example of successful synergy among R&D, Process Technology and Environmental issues with the scope to serve the market with always new smart eco sustainable solutions. The Partnership is composed by Italmatch Chemicals S.p.A., SC Sviluppo chimica S.p.A. and RISE – Research Institute of Sweden. Website: www.life-trialkyl.eu</p>
	<p>SC has been Lead Partner of “NANOFORCE”, a € 2.5 M Project funded by the Central Europe Programme and by E.R.D.F. It aimed to support and promote the exploitation of Nanotechnologies in 8 geographic areas/Regions of Central Europe. Website: www.nanoforceproject.eu</p>
	<p>The Sectoral Platform in Chemicals for Energy Efficiency Excellence (SPiCE³), co-funded by the European Commission, aims to boost energy efficiency across the European chemical industry, particularly in small- and medium-sized companies (SMEs). Website: www.spice3.eu</p>
National Projects	
<ul style="list-style-type: none">• Participation to “Industria 2015”, a National Programme of the Ministry of Economic Development to fund R&D in the chemical industry too. 8 Chemical Companies, 7 Universities, 2 Downstream Users have been financed for € 8.0 M, thanks to the support of SC;• Support to Lazio Region (Centre Italy) to set up the “POR Lazio 2007-2013” Fund a Venture Capital initiative aiming to provide risk capital to high-growth and innovative SMEs on a coinvestment-basis, leveraging Private Financiers. The scheme, set up at the beginning of 2011, is managing €20 M and it co-invested €11 M in 17 start-ups (total public-private investments of €17 M).	

ACTIVITIES AND RESULTS

- SC is oriented to obtain concrete results from the assignments received by the Clients or from the projects financed by internal resources.
SC has skills and experiences to negotiate, on behalf of Chemical Companies, financial schemes for sustainable investments as for example:
 - "White Certificates" a financial scheme of the National Plan for Energy by the Ministry of Economic Development in Italy. Up to now, € 12.0 M have been transferred as cash to 10 Chemical Companies;
 - SC is supporting Energy For Growth S.c.a.r.l., a company representing 12 Chemical Companies and responsible for the planning and the development of the energy grids, required by TERN A S.p.A. (Italian Transmission Operator). The Capital Stock of the Company is around €100,000. SC cooperated to develop the Business Plan related to realise and operate Interconnectors.
- SC manages the Training Course Cycle on "The application of Six Sigma Methods towards the Energy Efficiency in the Chemical Industry". Since 2011, 110 "Black Belt Six Sigma Managers", 288 "Green Belt Six Sigma Managers" and 40 "Yellow Belt Six Sigma Managers" have been certified: more than 0.5 M of CO₂ emissions have been reduced through these Trainings.
- SC is committed to the CSR principles and to support:
 - The socio-economic development of some Italian neighborhoods of main cities in Italy;
 - The creation of economic enterprises with social impact in the Emerging Economies of the World.









THE HUMAN RESOURCES

The objectives and the strategy of SC is defined by its Board's Members, elected by Federchimica:

- Claudio Benedetti, Chairman of the Company and General Director of Federchimica;
- Andrea Lavagnini, Managing Director of the Company and Deputy General Director of Federchimica.

Moreover 6 Professionals are part of the SC' Team. They are responsible for defining, managing, reporting the projects assigned. Here are the synopsis of their CVs:

	<p>Paolo Manes, Programme Manager. After graduating in Economics, Paolo started to work as Financial Analyst at Intek S.p.A., listed at Milan's S.E.. Afterwards Paolo worked at CIRC S.r.l. and at Assotec S.r.l. as Account Manager for the technology transfer business. At SC, Paolo is Project Manager and Financial Controller, supervising different Professionals.</p> <p>Phone: +39 02 34565373 Email: p.manes@sviluppochimica.it</p>
	<p>Enrico Brena, Project Manager. After graduating in Economics, he took a master in the Decision Theory. He joined Federchimica and managed the Sustainable Development Policy Unit. At SC, Enrico is Responsible of the Training Courses and the Energy Projects.</p> <p>Phone: +39 02 34565 211 Email: e.brena@sviluppochimica.it</p>
	<p>Riccardo Balestra, Junior Project Manager. He is in charge of Economic Analysis and Problem Solving Techniques related to European R&D Projects and International Cooperation Funds. Previously he spent one year at the Felicitas Global Pte Ltd in Singapore for the import/export analysis of the East-Asian markets. Riccardo obtained his degree at the Bocconi University, after 6 months spent at the University of California Los Angeles - UCLA Anderson School of Management in Los Angeles.</p> <p>Phone: +39 02 34565 202 Email: r.balestra@federchimica.it</p>
	<p>Chiara Monaco, Junior Communication & P.R. Manager. She earned a Master Degree in Philosophy of Science and Language in 2011 at Vita-Salute San Raffaele University. She is working in SC since 2012. She collaborates with Federchimica, helping Associated Companies to identify funding and draft R&D projects. Within the nanotechnology sector, she managed the European NANOFORCE Project – Nanotechnology for Chemical Enterprises.</p> <p>Phone: +39 02 34565 375 Email: c.monaco@sviluppochimica.it</p>
	<p>Giuseppe Astarita, Senior Consultant. A Chemical Engineer, graduated cum laude at Naples University; he joined Federchimica as Manager of the Energy and Climate Change Unit. Previously, he was Site Manager at Ausimont S.p.A., Vice President R&D for Ausimont USA Inc. in Morristown, NJ (USA); HSE Manager for Ausimont Group, with 7 sites in Italy, USA and Germany. At present is Chair of the Energy Efficiency Issue Team at CEFIC, Brussels.</p> <p>Phone: +39 02 34565 357 Email: g.astarita@federchimica.it</p>
	<p>Roberto Ciapponi, Senior Consultant. After graduating in Industrial Chemistry at University of Milan, he took a Master in Business Administration at Bocconi University. Since 1993 he has been working in Aschimfarma, the Association of Federchimica, which represents the Italian manufacturers of Active Pharmaceutical Ingredients. Now at SC he is committed to organizing training courses in the area of Chemistry and Management.</p> <p>Phone: +39 02 34565 249 Email: r.ciapponi@federchimica.it</p>

FINANCIAL DATA

The key figures of SC Balance Sheet are the followings:

<i>Items of the P&L</i>		<i>Year 2017</i>
<i>Sales</i>	€ 000	2,527
<i>EBIT:</i>	€ 000	56,0
<i>Share Capital:</i>	€ 000	6,300
<i>Net Worth:</i>	€ 000	19,981
<i>Employees:</i>	No.	12

REACHING THE COMPANY HEADQUARTERS

SC Sviluppo chimica S.p.A. is based in Milan-Italy, 11, Via Giovanni da Procida, with easily accesses both by car and public transports, being close to "Milano - Domodossola Station of the "Ferrovie Nord Milano".

Arriving by train:

From the railway station "Milano Centrale": Metro Line n.2 (Green line) to "Garibaldi F.S."; from "Garibaldi F.S." take Metro Line n.5 (Purple line) to "Domodossola F.N."; SC Sviluppo chimica S.p.A. is at two minutes walking distance from Domodossola Station (please see the map).

Arriving by plane:

From Malpensa Airport: train "Malpensa Express" to Milano Cadorna; from Cadorna F.N. Station, train to Milano Domodossola (1 stop); SC Sviluppo chimica S.p.A. is at two minutes walking distance from Milano Domodossola (please see the map).

From Linate Airport: Bus to Railway Station "Milano Centrale"; from the Railway Station Milano Centrale": Metro Line n.2 (Green line) to "Garibaldi F.S."; from "Garibaldi F.S." take Metro Line n.5 (Purple line) to "Domodossola F.N."; Federchimica is at two minutes walking distance from Domodossola (please see the map).





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FOR MORE INFORMATION:

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Sette di Federchimica - Opera di Giò Pomodoro "Solo Tomate", 1987