



**MARCHI  
INDUSTRIALE**

**COMPANY  
PRESENTATION**

**SEPTEMBER 2024**

**OUR MISSION IS TO CREATE LONG-TERM  
ADDED VALUE BY AN INDUSTRIAL ACTIVITY  
BASED ON THE UTMOST ATTENTION  
TO THE QUALITY OF OUR PRODUCTS,  
TO THE SAFETY OF OUR EMPLOYEES,  
TO THE RESPECT FOR THE ENVIRONMENT  
IN WHICH WE WORK.**



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# THE MARCHI GROUP AT A GLANCE

The Marchi Group, founded in 1873 in Pescia (Tuscany), operates in three main sectors:

- **basic inorganic chemistry**
- **agriculture**
- **renewable energies**

The Group employs currently 103 workers, between the plant of Marchi Industriale in Marano Veneziano (Venice) and its headquarter, located in Florence.

**In the basic chemistry sector**, the Group is leader in Italy in production of potassium sulphate and has a major role in the sulphuric acid market. It operates through its societies Marchi industriale and Essemar.

**In the agricultural sector**, the Group is the sole producer in Italy of potassium sulphate (K) and it is the market leader in the water-soluble speciality of potassium sulphate. It has recently set up Marchi Agro, bound to develop the activity in water-soluble fertilizers (NPK), leaf and biostimulators.

**In the sector of renewable energies**, the Group built ground photovoltaic plants in Italy for 5.5 Mw and in Romania for 10 Mw, self-financing all of them. Moreover, benefiting from its system and technological skills, the Group established GM Green Methane, a company owning a technology for the production of biomethane from the purification of biogas.



# HISTORY OF THE GROUP

1873

It was Ferruccio Marchi the one who founded in Tuscany, in the town of Pescia, a small company that retrieved fertilizers and glue for woodworks by processing animal bones with oil of vitriol (sulphuric acid). Within a few years, the activity increasingly grew and widened with the production of mineral superphosphate.

1899

The plant of Marano Veneziano for the production of chemical fertilizers and, later, of fungicides was inaugurated. The choice of its geographical location was determined both by the easy-to-reach raw materials by railway and seaways and by the nearby consumption farm areas..

1910

The pyrite mine in Ravi (Grosseto) was acquired. At that time, pyrite was the essential raw material for the production of sulphuric acid.

1923

A new plant for the production of sulphuric acid and mineral superphosphate was inaugurated in the port of Livorno.

1970

The plant in Pescia was closed. The chemical activity concentrated in the Marano plant (in 1972 also the plant in Livorno was closed), where also the production of potassium sulphate, used for the fertilization of tobacco fields and vineyards, started.

1979

Carlo Marchi, grandson of the founder Ferruccio, was appointed President, with the support of Silvano Scarpelli in the management of the company.

1984

The company, bearing the name of Marchi Industriale S.p.A. became a holding and founded some companies in southern central Italy, specialized in the transformation of chemical products.

1990

Ferruccio Marchi and Massimo Scarpelli became part of the management team together with their parents in developing the Group and getting ready for the passage to the next generation.

2004

Essemar SpA Joint venture was incorporated with the Group Esseco. It was the means by which the Marchi Group strengthened its role and became the main representative in the national market of sulphuric acid.

2010

Marchi EnergiaS.r.l. was founded together with the renewable energy BU

2013

Marchi Energia founded GM Green Methane (GM). Marchi FinanziariaS.r.l. was founded from the merger of the family Holdings of Carlo Marchi and GioiaFalck

2017

Marchi Agro was founded, the sub-holding of the agricultural division. In may 2017 Marchi Industriale has succeeded the Elite Certification.

2019

Biomar was founded. This was the first step into the circular economy of Marchi Group.

# MANAGEMENT



## **Ferruccio Marchi- Chairman and CEO of the Group**

- He graduated in Computer Science from the University of Pisa
  - CEO of Marchi Finanziaria S.r.l., Chairman of Marchi Energia Srl and GM Green Methane srl, Vice Chairman of Essemar S.p.A.
  - Board Director of several other companies of the family where equities belong to Marchi Finanziaria
  - Board Director of the Foundation Carlo and Giulio Marchi, of the Foundation Carlo Marchi and of the Foundation Giulio Marchi
- 



## **Federico Marchi- Vice President of the Group**

- He graduated in Economics from the Bocconi University in Milan
  - CEO of Castello della Pia S.r.l. and Castel di Pietra S.r.l.
  - Vice President and Managing Director of Marchi Industriale S.p.A.
  - Managing Director of Marchi Finanziaria S.p.A.
- 



## **Maurizio Pastori- Industrial Development Director – Project Manager**

- He graduated in Chemical Engineering from the University of Pisa
- Joined Marchi Industriale as R&D Manager
- Managing director of Marchi Energia Srl
- Managing director of GM Green Methane Srl, for which he assisted in the start-up phase.

# MANAGEMENT



## **Riccardo Gallorini - Sales Manager – Raw Materials Purchasing manager for Marchi Industriale S.p.A.**

- Chemistry specialist.
- Sales and Raw Materials Purchasing Manager at Marchi Industriale from 2003.
- Formerly Sales Manager at Galbert S.r.l.
- Earlier head of Department with Cromos S.p.A.



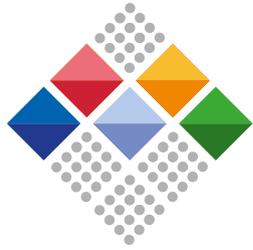
## **Raoul Tomaello - Plant Director for Marchi Industriale S.p.A.**

- He graduated in Electronic Engineering from the University of Padua.
- Manager of Plant Technical services since 1999
- Earlier Manager of Electro-Instrumental Division at Marchi industriale
- Responsible for protection and prevention service since 2001
- From 2010 he takes care of safety and security staff training
- His career begins in 1994, while working for a company specialized in Micro electronics he co-designed an inverter for railway cars, assigned by Ferrovie dello Stato S.p.A.



## **Marco Ferracuti – CFO of the Group**

- He graduated in Economics
- He joined Marchi Industriale Group in 2019 as Administration Finance Control Manager
- Earlier CFO at Filippetti Group.
- Earlier Foreign Countries Financial Manager at Renco S.p.A.



# MARCHI FINANZIARIA

**Marchi family's legacy is built and defined on the basis of two complementary precepts: managing assets to create value, leave to the next generation more than what you received.**

**And the same, two are key and essential points from which the Marchis start developing and building entrepreneurial projects: highest quality products, and utmost attention to workers' health and safety and environmental protection.**

**This approach tells the story of a Florentine family considering economy and austerity basic rules to be transmitted in education, the flaunting of wealth a weakness do not give in to.**



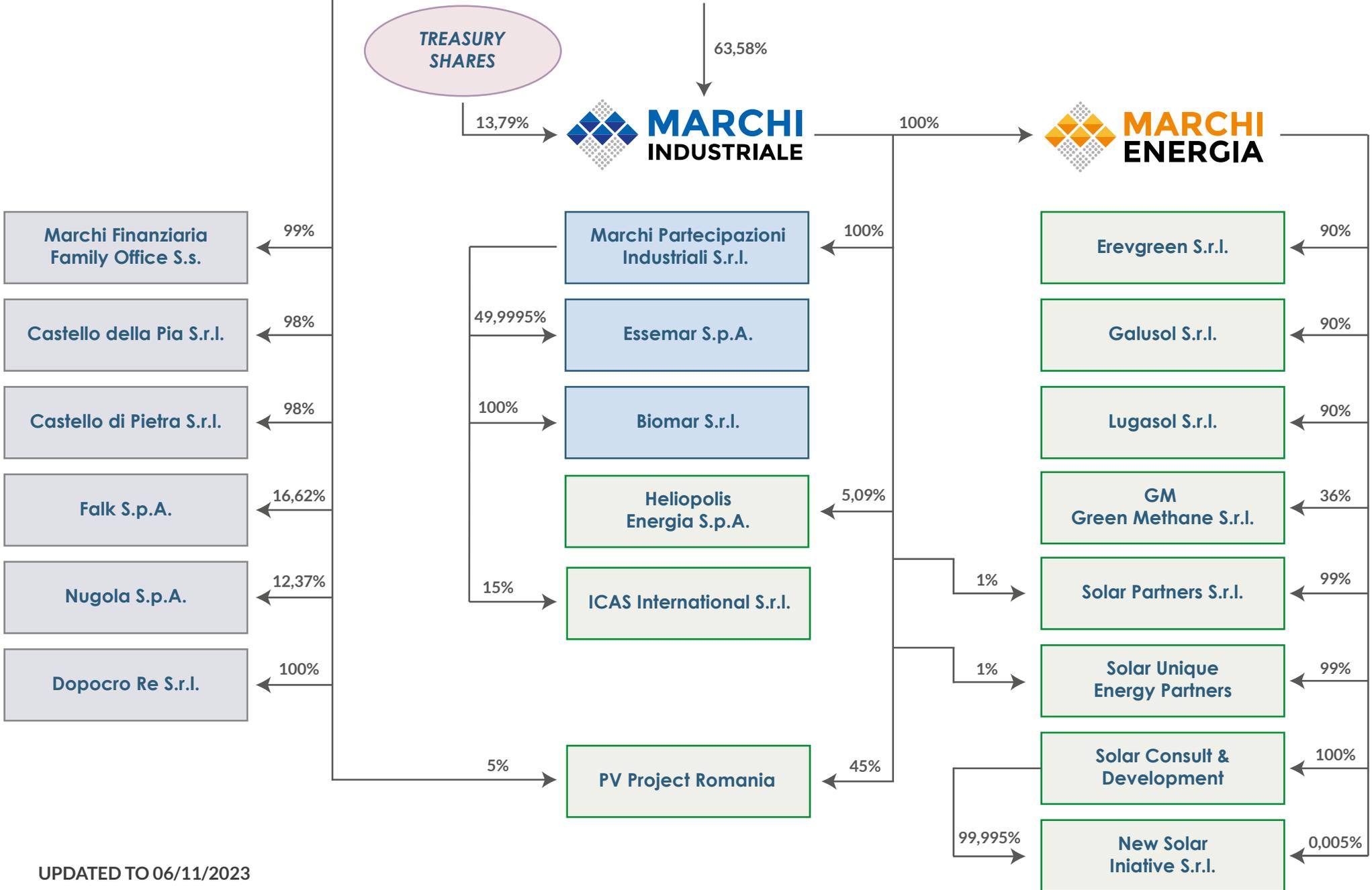
**Carlo e Gioia Marchi Società Finanziaria di Partecipazioni S.r.l (Marchi Finanziaria)** is the holding company of the Marchi family and the controlling shareholder of Marchi Industriale, with a stake of 63,58%.



The Agricultural Company Castel di Pietra extends for over 950 ha. Its possessions, included renovated farmhouses are managed and enhances by The Castello della Pia Company that allocates them for touristic use.

The holding owns the 16,62%\* of the company Falck Spa.

\*The Marchi family directly holds 11,9% of Falck Spa shares



# FINANCIALS 2023



	MARCHI FINANZIARIA
EQUITY	281.124.000
FINANCIAL ASSETS	61.764.000
FINANCIAL ACTIVITIES	222.409.000

# **BASIC INORGANIC CHEMISTRY**

# BASIC INORGANIC CHEMISTRY

The Marchi Group operates in the basic inorganic chemistry sector through the following companies:

- Marchi Industriale, the parent company, leader in Italy for the production of Sulphuric Acid and Potassium sulphate. Moreover, it also produces derivatives of sulphuric acid, hydrochloric acid, aluminium polychloride (Flomar) and linear alkyl sulphonic acid (LAS);
- Essemar produces sulphuric acid;

The Group has recently founded Marchi Agro, sub-holding for the agricultural sector, for production and trade of special water-soluble fertilizer.

The strengths, which have allowed the Group to become the leading company in Italy and to close each financial year in profit for over thirty years in a sector, featuring low margins, are:

- A very strong industrial know-how, deriving from over thirty years of history and modern and functional production structures
- Focus on research, aiming at environmental enhancement: recent examples are the products for wastewater treatment (FLOMAR®) and high performing water soluble fertilizers (Water Soluble Potassium Sulphate)
- High pragmatism of the management and fast decision-making feature in operational and strategic choices
- Own-capital resources





# MARCHI INDUSTRIALE

Founded in 1873, Marchi Industriale is the leading company in Italy in the production of Sulphuric Acid and Potassium Sulphate.

Currently, the chemical activity of Marchi Industriale is focused in the plant of Marano Veneziano (Venezia), dating back to 1899.

## PRODUCTS FOR INDUSTRIAL USE

Pure Sulphuric Acid  
for Analysis (PPA)

Hydrochloric Acid

Sulphuric Acid  
Accumulators and Diluted

Oleum

Flomar

Hydrochloric Acid

## PRODUCTS FOR AGRICULTURAL USE

Water soluble potassium

Sulphate BC

Potassium Sulphate

## CLEANING

Oleum

Sulfonic Acid

## WASTEWATER TREATMENT

Sodium Bisulphite

Flomar

Flomar C1

Flomar 10B40





# MARCHI INDUSTRIALE

The plant, covering an area of 140,000 sm and currently covering a production surface of about 70,000 sm, includes:

- A plant for the production of sulphuric acid from ordinary sulphur, obtained by means of catalyst contact process.
- A plant, the only one in Italy, for the production of highly pure sulphuric acid (reagent grade).
- Two plants for the production of potassium sulphate and hydrochloric acid.
- A packing line for water soluble fertilizers.
- Four production lines for FLOMAR®, a product used directly in the production processes of paper-producing industries and as flocculation agent for the processing and clarification of water.
- A plant for the production of LAS (sulfonic acid).

The plant in Marano Veneziano produces on its own all the electric power required for its functioning and the surplus is transferred to the general network.

The constant research and the experience acquired over the years allowed the evolution of a technologically advanced industrial process for the production of potassium sulphate. Such know-how is used both by Marchi in its own production site of Marano and by the engineering company Desmet Ballestra for the construction and selling of plants to third parties.





**Founded in 2004, as a joint venture between Esseco Group and Marchi Industriale, Essemar deals with the production and the marketing of Sulphuric Acid and Oleum (fuming sulphuric acid).**

**The production plant of Sulphuric Acid, producing 150,000 t/year, which has been producing since October 2006 is located in San Martino di Trecate (Novara).**

**The plant is implemented with the latest technologies, complying with all the quality and safety parameters, required both by the shareholders and by the competent authorities.**

**The plant is managed by Esseco, a controlled company of Esseco Group, whereas the raw material supply activity and the sales activity are coordinated by Marchi Industriale S.p.A.**





The main competitive benefits of Essemar are:

- Location in the North-west of Italy, in a logistically strategic position for market: a key aspect in this sector on which the added value of transports and logistics exceed the one of pure production.
- Industrial synergies with Esseco for the production of electric power and with Esseco Group for raw material exploitation, Sulphur.
- Synergy with Marchi Industriale for application of the know-how on the O&M of sulphuric acid plants and marketing of finished products.



# FOCUS ON QUALITY, ENVIRONMENT, AND SAFETY

- Marchi Industriale performs its activities in order to combine a constant enhancement of its own industrial processes and the adoption of suitable prevention measures relating to environmental pollution and safety on worksites: for this reason, it aimed at the creation and maintenance of an Integrated Corporate Management System, at the same time meeting the needs relating to quality, safety and environment.
- The plant of Marchi Industriale located in Marano achieved in 2011 the important AIA certification (“Autorizzazione Integrata Ambientale”- Integrated Environmental Authorization), issued by the Ministry of the Environment and of Territory and Sea Protection.
- Such certification was added to the ISO 14001 for the Environment and the ISO 9001 for Quality.
- The plant of Essemar for the production of Sulphuric Acid, active since October 2006, achieved in January 2008 the ISO 9001:2008 certification for its own Quality Management System (CERTIQUALITY, CISQ). Moreover, the achievement and the maintenance of the goals of the Quality Management System are constantly measured and monitored by means of a system of indicators.
- GM Green Methane achieved its own Quality Management System Certificate in 2015 (UNI EN ISO 9001:2015).



Customer satisfaction, efficiency of processes, suitable management of resources, implementation of a quality management system for the products, represent the reference points of the Group’s activity, founded on the essential value of the workers’ safety as well as on the respect of the environment, in which they work.

# **RENEWABLE ENERGIES**



# MARCHI ENERGIA

**In 2010, the Group undertook a new initiative in the renewable energy sector with the incorporation of Marchi Energia Srl, appealing to the possibility to:**

- **Transfer the technical and system know-how deriving from the main business in the renewable energies sector.**
- **Invest in an opportunistic and fast way in the countries, where the most interesting rate conditions are, owing to know-how, decision-making speed and availability of capitals to invest full equity, without getting into debts.**





# MARCHI ENERGIA

Sub-holding of the business unit renewable energies, by means of special purpose entities built in full equity, Marchi Energia holds:

- Six companies, producing electric power from ground-mounted photovoltaic fields in Romania (10 MW), addressees of 6 green certificates for each MWh produced;
- Marchi Synergo, a Romanian company, dealing with the implementation, on its own or upon request, on behalf of third parties, of ground-mounted photovoltaic systems in Romania;
- GM Green Methane, a company incorporated on December 2013, that holds a special technology for the purification of biogas. The society aims to provide its know-how and systems for the production of bio-methane.

The plants built in Italy (5,5 MW) have been transferred to the Fysis SICA Efesto-Energy Fund, held for a meaningful part by the Group and means of important industrial partnership.

The production of Italian photovoltaic plants started in 2011 whereas the Romanian ones have been active from 2013.





**Green Methane was incorporated in December 2013 by Marchi Energia and by the Group Giammarco Vetrocoke; in 2021, 60% of shares were sold to Rosetti Marino, a major player in the oil & gas field.**

**GM has created its own technology for the purification of biogas to bio-methane, a process during which the main operation is the removal of carbon dioxide contained in the biogas.**

**GM takes advantage of the complementary and synergic experiences of the partners in the design, construction, management and maintenance of industrial plants.**



# GREEN methane

GM is able to:

- Provide for purification systems (upgrading) of biogas to biomethane with the “all inclusive” formula;
- Provide for a post-sales service for the complete management and maintenance of the above mentioned systems, assuring energy capability and service and maintenance costs.
- GM technology allows to thoroughly retrieve the methane and CO<sub>2</sub> present in the biogas. The GM Green Methane unit has been conceived in order to be adapted to any reality, new or existing.

Areas of expertise:

- Biomethane from the treatment of wastewater - solid urban waste (urban areas).
- Biomethane from the treatment of food waste and sludges (industrial activities).
- Biomethane from the treatment of vegetable waste and sludges (farms).
- Carbon dioxide for agricultural, food purposes and for the cultivation of algae.

Main applications:

- Traction (Biomethane in petrol stations).
- Distribution (introduction in the national network).
- Cogeneration.
- Retrieved CO<sub>2</sub> (food and beverage industry, processing of metals, garden nursery industry, paper industry, wastewater treatment, cryogenic cleaning and for fire extinguishing)...



**AGRICULTURE**



**MARCHI**<sup>TM</sup>  
**AGRO**

**Founded in 2017, Marchi Agro is the sub-holding of the agricultural division. In order to increase the efficiency of the company, Marchi Agro has been merged into Marchi Industriale in 2021.**

As a result of the World population growth and the ever decreasing of agricultural area, agriculture must be more and more efficient.

The mission of Marchi Agro is, indeed, to offer the farmers the right tools in order to get the maximum by their fields (higher yields and better quality) with the smallest impact on the environment and the largest financial returns.

Marchi Agro produces water-soluble fertilizers in order to satisfy nutritional needs of all crops: extensive, fruit, vegetables, ornamental, fodder...

Due to its industrial expertise and being in control of a key raw material such as potassium sulphate, Marchi Agro offers NPK water-soluble fertilizers of higher quality, both for fertigation systems and foliar application.



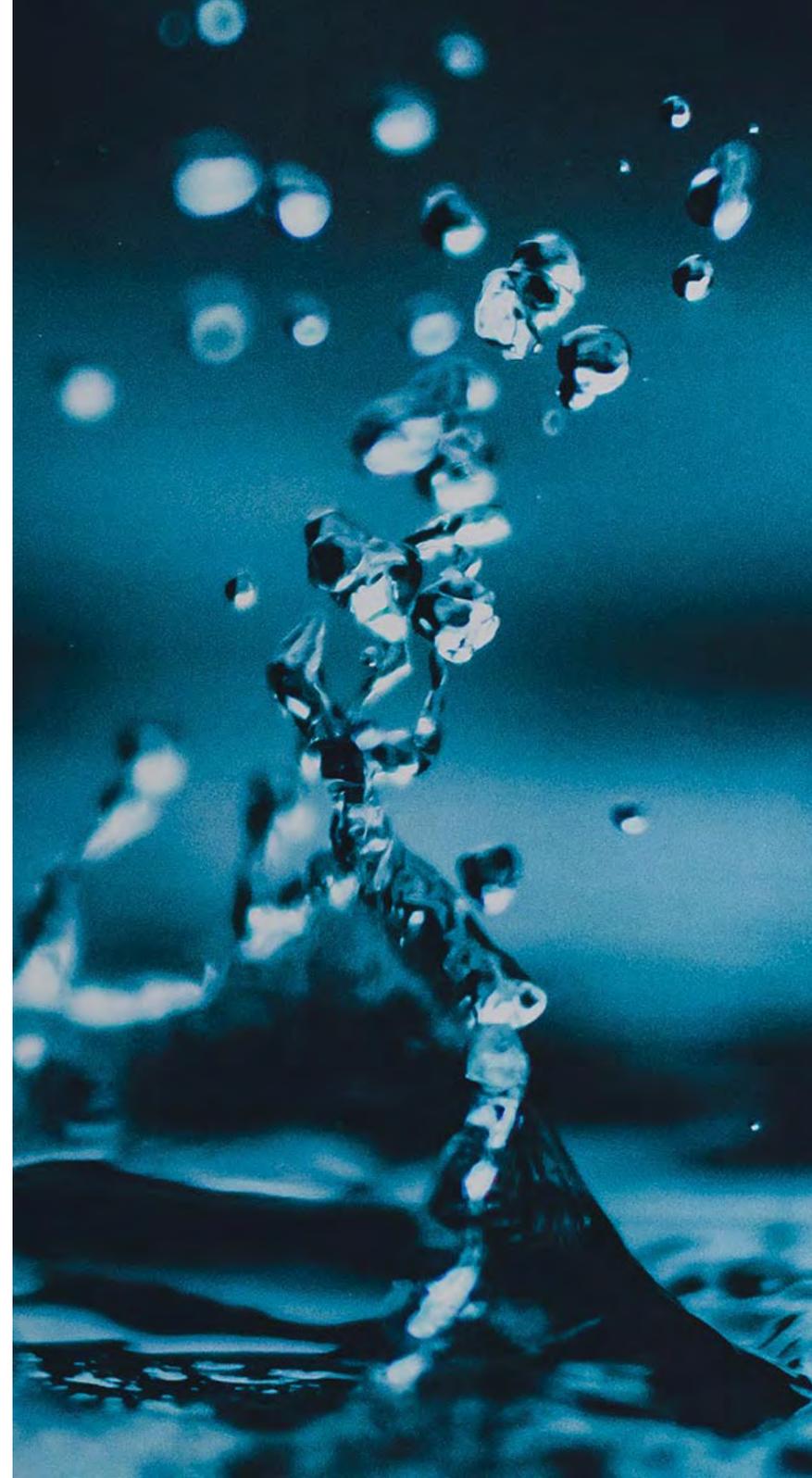
# **CIRCULAR ECONOMY**



# BIOMAR

**Established in 2019, Biomar operates in circular economy mostly in water treatment.**

- Biomar primary business is focused on re-working industrial waste to create products that are to be used in primary water treatment.
- Biomar boasts two laboratories, one located in Tavazzano and one in Leno plant, equipped with state-of-the-art instruments and specialised technicians which guarantee extremely high working standards.



# FINANCIALS

# FINANCIALS 2023

	MARCHI INDUSTRIALE
REVENUES	49.585.000
EBITDA	12.582.000
<b>NFP</b>	<b>29.953.000</b>
INVESTED CAPITAL	48.408.000
NET ASSETS	78.361.000

# CONTACTS

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