



COMPANY PROFILE

*The well-being of
humanity will increasingly
depend on the development
of agriculture.*



*We believe
that agriculture can
benefit greatly from the
use of efficient and
environmentally
friendly fertilizers.*



ILSA: THE GREEN EVOLUTION

Our idea about agriculture.



PAOLO GIRELLI

"Only by combining chemistry, agriculture and the environment we can ensure food security for all."

We at ILSA believe in a model of sustainable agriculture capable of simultaneously satisfying the social, environmental and economic needs of the community.

This idea of agriculture is achievable by applying new scientific knowledge and transforming it into process and product innovation.

Intense and continuous research has allowed our company to develop and produce new generation fertilizers which are effective with low doses and compatible with the need to protect and improve the environment.

Our products are obtained starting mainly from renewable sources and using modern automated industrial technologies which are energy-efficient and with low emissions, and hence able to make high quality and standardised products.

Our idea has always been that of progress capable of combining product performance with respect for nature and people.

We have called this "The Green Evolution" and it is much more than a simple and noble proposition. It is the philosophy which guides our action in the belief that this is the only way we can ensure solid development and lasting success and help deliver a better world for generations to come!

The Green Evolution is proof that we at ILSA, among the world leaders in the production of biostimulants and organic and organo-mineral fertilizers, have always been aware of our social responsibilities.

Paolo Girelli
ILSA Chairman



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ILSA innovation in the world of vegetal biostimulants with a specific action.



Always by the side of our clients.

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*Since 1956 we have
been developing
innovative and
sustainable
agro-technologies.*



THE EXCELLENCE OF A COMPETITIVE AND **SUSTAINABLE** BUSINESS MODEL

*The development of innovative products,
balanced use of resources and soil fertility
have always been our goals.*

About ILSA

ILSA is a global company, which since 1956 has been providing farmers all around the world with products to improve crop yields.

It produces and markets biostimulants and products with a specific action, organic and organo-mineral fertilizers, solids and liquids for best meeting agricultural requirements which are increasingly specialized and attentive to environmental sustainability.

It has a full range of products, split over multiple lines, for conventional and organic farming.

The activity carried out by the C.R.A. (Centro Ricerca Aziendale - Corporate Research Centre), in collaboration with leading universities, confirms the desire for continuous improvement and enables ILSA to remain at the top of the biotechnology sector for plant nutrition and biostimulation.

The reduction of greenhouse gas emissions and climate change are issues of primary interest for the ILSA. To compete globally in the medium and long term, we have to innovate, meet the highest standards of safety and operate according to essential criteria for environmental sustainability.

Flexibility, ability to innovate and enthusiasm best sum up our working approach, which has led the company to excel in the organic fertilizer market and become identified as a benchmark for the biostimulant sector.

Quality, innovation, sustainability, and much more; ILSA's commitment to practise agriculture properly, respecting the relationship between human beings and the earth.



A PATH FOR GROWTH

Our history

1956

THE FIRM IS BORN IN 1956

Its founder's intuition was that of seeing in hide collagen a resource to be used to obtain nitrogen organic fertilisers. It is one of the longest-lived firms in the industry and its long history proves that ILSA has always been able to stay in the market with its products and meet through innovation the needs of an increasingly demanding and specialised agriculture.

1972

IN 1972 IT BECOMES THE MOST IMPORTANT ITALIAN MAKER OF ORGANIC FERTILISERS

Thanks to the acquisition of Ico S.p.A. and Valcoa S.p.A., it consolidates its leadership among the Italian makers of organic fertilisers. In this same period it markets the first product with its own trademark, FERTORGANICO, still in production today.

1976

IN 1976 THE STRATEGIC CHOICE OF GIVING GREAT IMPORTANCE TO RESEARCH

The first partnership is forged with the Faculty of Agronomics of the Università Cattolica del Sacro Cuore of Piacenza, which lays the groundwork for the entire subsequent evolution of the ILSA research. Over the time new partnerships have been forged with a lot of universities and research institutes in Italy and abroad, promoting the constant improvement of production processes and the creation of new highly effective products.

1979

IN 1979 THE MOVE TO ARZIGNANO (VICENZA)

Being closer to the raw material from which AGROGEL® and GELAMIN®, the hydrolysed gelatins - one solid and the other fluid - for agricultural use, are obtained, means greater production capacity, greater chance of selecting the raw material itself, more efficient logistics and lesser environmental impact from transport.

1993

IN 1993 THE ENZYMATIC HYDROLYSIS PLANT IS ACTIVATED

The plant for the production of liquid fertilisers marks in fact the company's entry in this market and in the biotechnology sector. It confirms the company's vocation to innovation, quality and care for the environment. This plant gives birth to GELAMIN®, the fluid gelatin for agricultural use from enzymatic hydrolysis, and the plant-derived products for plant biostimulation from the VIRIDEM® programme.

2001

IN 2001 THE ILSA MEDITERRANEO S.p.A. PLANT IS INAUGURATED

The production plant located in Molfetta, in the province of Bari, is the path chosen by the company to better serve the whole area of Southern Italy and meet the growing demand for its products coming from the countries of the Mediterranean basin.

2003

SINCE 2003 QUALITY CERTIFICATIONS HAVE CONFIRMED WITH FACTS OUR OPERATIONAL PHILOSOPHY

The corporate development has always gone hand in hand with a strong sense of social responsibility; environmental protection, safety at work, product safety and transparency to the outside have always been considered as corporate priorities.

2005

IN 2005 THE C.R.A. (CORPORATE RESEARCH CENTRE) IS INAUGURATED

35+ years of close partnerships with the most important research institutes result in the creation of the C.R.A., Centro Ricerca Aziendale - Corporate Research Centre, provided with growth chambers and the most modern equipment, which confirm the company's attitude towards product and process innovation.

2019

CONSTRUCTION OF THE SECOND PRODUCTION PLANT IN RIO GRANDE DO SUL STATE, IN BRAZIL

Thanks to the new production plant, located just a few kilometers away from ILSA BRAZIL's one, operational since 2009, the production capacity of the company in Brazil reaches 52.000 tons. The whole production made by Ilsa Rio Grande do Sul is currently intended for to the Central and South America markets.

2020

IN 2020 MERGER WITH ILSA MEDITERRANEO S.p.a

ESTABLISHMENT OF ILSA PCA IN EGYPT

Through a merging by acquisition process, the company ILSA MEDITERRANEO S.p.a becomes an integral part of ILSA S.p.A.

Thanks to ILSA PCA the biostimulants and special liquid fertilizers' availability doubles, and the foundation for a well-structured distribution network of ILSA fertilizers, in Egypt and in the COMESA's member states, is laid.

2017

IN 2017 ILSA BECAME A "LARGE COMPANY" THANKS TO THE AGREEMENT WITH BIOLCHIM S.p.A. WHICH ACQUIRED 60% OF THE SHARE CAPITAL

The most important industrial and commercial Group at a world level in the bio-stimulant sector was established. The Group also includes the Italian company - CIFO, the Canadian company - West Coast Marine Bio Processing, producer of seaweed extracts and the Hungarian company - Matècsa, producer of peats and derivatives.

2016

IN 2016 THE SFE (SUPERCritical FLUID EXTRACTION) PLANT IS ACTIVATED

It is a clean process that allows extracting bioactive substances without using organic solvents and involves no heat stress. Because of its very low environmental impact, the FDA (Food and Drug Administration - U.S.) has conferred the GRAS (Generally Recognized as Safe) attribute to it. The combination between this new technology and the enzymatic hydrolysis technology has allowed the company to launch the VIRIDEM® programme, a guide to make plant-derived natural biostimulants that are efficient and can act on plant metabolism. A programme that can be summed up in a clear philosophy: «From plants for plants».

2014

IN 2014 ILSA RENEWS ITS TRADEMARK AND PRESENTS THE NEW PAY-OFF «THE GREEN EVOLUTION»

The ultimate frontier of the ILSA research generates a renewed corporate vision that is increasingly green and sustainable. With the launch of the new trademark, the new philosophy «the green evolution» is introduced: a prelude to the output of a new revolutionary range of products projecting the company into the future.

2010

IN 2010 IT LAUNCHES THE FIRST PLANT-DERIVED BIOSTIMULANTS

After seven years of research, following legal recognition and introduction of the Fabaceae hydrolysate in the category of products with a specific action on plants, the company presents to the market its first plant-derived biostimulant, ILSAC-ON, quickly followed by ILSASTIM+ and ILSAVIS+.

2009

IN 2009 THE ILSA BRASIL PLANT IS ACTIVATED

In the Rio Grande Do Sul state, in an area with a strong agricultural vocation, the new plant of the subsidiary ILSA BRASIL has been started to meet the growing demand for products based on AGROGEL® and GELAMIN®.

2007

THE PUBLICATION IN THE OFFICIAL GAZETTE OF THE HYDROLYSED GELATIN FOR AGRICULTURAL USE

Thanks to AGROGEL®, 16 March 2007 will always remain an important date in the history of ILSA: the hydrolysed gelatin for agricultural use is introduced in the law ruling the use of fertilisers in Italy.



*In 2050 there will be
more than 9 billion
people.*

*In the future
we will have to
increase agricultural
production by 70%.*





9
BILLION
WORLD
POPULATION
IN 2050

SOURCE: FAO



+70%

GLOBAL
INCREASE
IN PRODUCTION
FOR FOOD
SUFFICIENCY
BY 2050

SOURCE: FAO



+30%

GLOBAL
INCREASE
IN CEREAL
PRODUCTION
TO BE REACHED
BY 2050

SOURCE: FAO

FEEDING THE PLANET WHILE **RESPECTING** AND IMPROVING THE ENVIRONMENT

The current scenario: as the population increases, the need for food grows and individuals' needs and expectations increase in proportion.

It is estimated that by 2050 the Earth will probably have more than 9 billion inhabitants, or 2.3 billion more than today.

Population growth will result in a greater need for food, and simultaneously the spread of well-being will increase the demand for meat, eggs and dairy products. Hence agricultural production will need to be increased.

To ensure food security for everyone (food in adequate quantity, of good quality and safe in health terms), global production will have to increase by 70%.

Over 4/5 of this production increase will have to take place mostly on land already cultivated via a sustainable intensification using water and soil resources efficiently, preserving and improving them.

Our planet can sustain such a demographic increase only by developing agriculture that is more sustainable.

ILSA is ready! Farmers can give less to produce more thanks to its natural products, with high efficiency, which make soils and plants more productive.

SINCE 1956
WE HAVE BEEN
PROMOTING
A MODEL OF
SUSTAINABLE
AGRICULTURAL
DEVELOPMENT IN
TERMS OF SOCIAL,
ENVIRONMENTAL
AND ECONOMIC
FACTORS



MISSION

*Eco-sustainable
agricultural productivity.*

Best meet the needs of increasingly specialised agriculture by helping farming business people increase the quality and production yields of their crops in a socially responsible and environmentally friendly fashion.

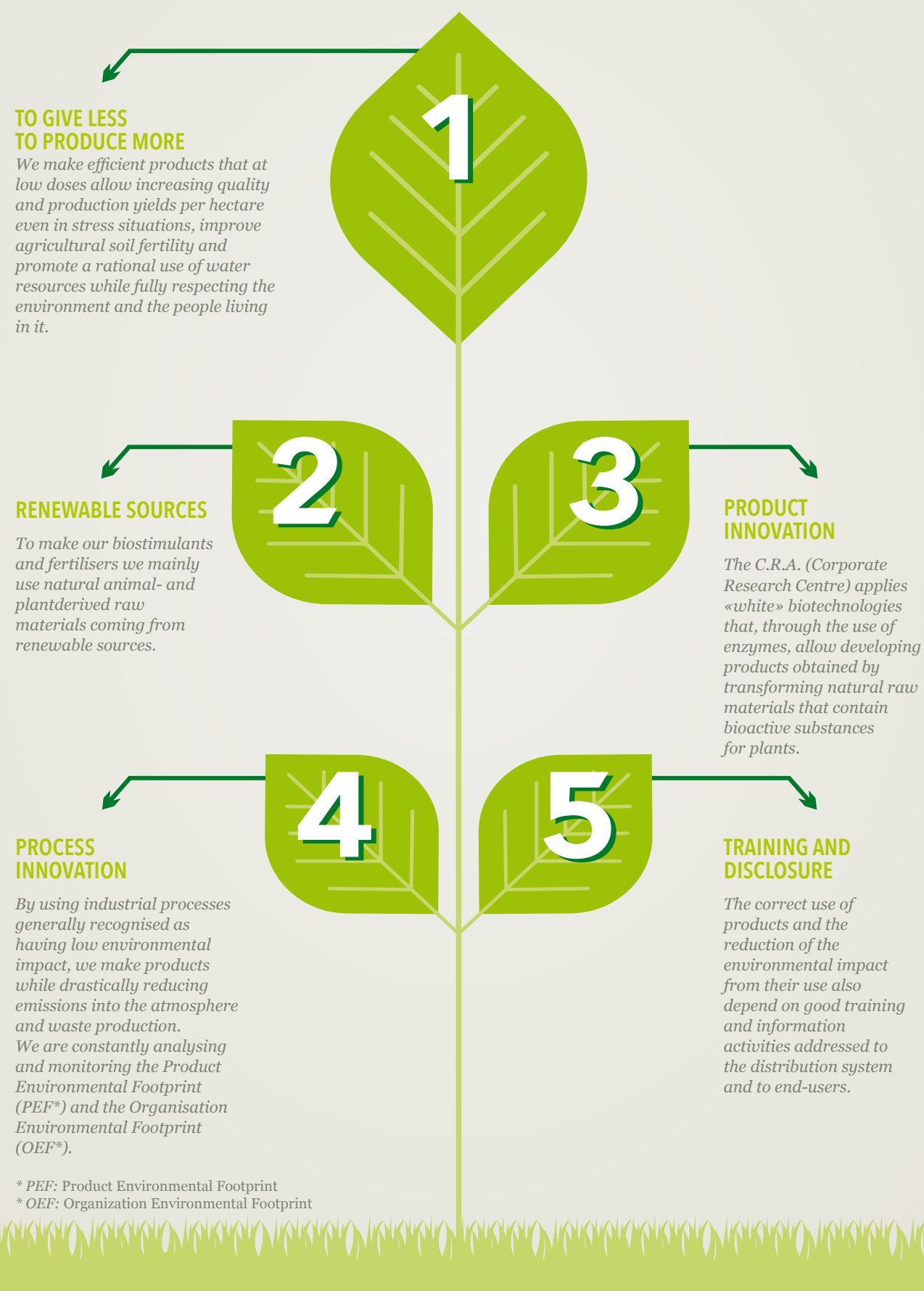


PHILOSOPHY

*Will for ongoing
improvement.*

The vocation of ILSA is to formulate innovative, high quality and efficient products, favouring good quality raw materials. The technical skill acquired over the years, both as technological and agronomic know-how, means we can produce fertilizers, biostimulants and products with a specific action for more evolved farming, without losing sight of farmers' budget requirements.

ILSA manifesto on agricultural sustainability



ILSA's "The green evolution" philosophy is also applied to the entire production process.

FAO defines as sustainable that agriculture which is able to guarantee to "all people, at all times, physical and economic access to sufficient, safe and nutritious food to meet their dietary needs and food preferences for an active and healthy life".

This is why the chemical industry of the fertilizer industry is called to give concrete answers and we believe that efficient and sustainable products must come from a just as many efficient and sustainable production, reason why we set ourselves the goal of reducing the environmental impact of every single product and production process.

At the heart of our production processes there is the use of renewable raw materials, as well as the valorization of residues and by-products of other productive sectors through "biorefining" processes.



At Federchimica, the commitment to reduce the environmental impact of fertilizers during their life cycle allowed ILSA to receive the "Product Stewardship Award" awarded by Responsible Care to companies that were most outstanding in improvement programmes related to environmental aspects, as well as health and safety at work.

Energy and Work



In 2004 ILSA joins the worldwide "Responsible Care Programme" promoted in Italy by Federchimica. ILSA has adhered to this volunteer program (adhering to the guidelines certified by the third party Certiquality in 2014) that promotes Sustainable Development of the World Chemical Industry, in accordance with values and behaviours oriented towards Safety, Health and the Environment, within the more general scope of Corporate Social Responsibility. In 2014, at Federchimica, the commitment to reduce the environmental impact of fertilizers during their life cycle, allowed ILSA to receive the "Product Stewardship Award" awarded by Responsible Care to companies that were most outstanding in improvement programmes related to environmental aspects, as well as health and safety at work.



In 2011 the company adopted a **Safety Management System** according to UNI INAIL "Safe Work" guidelines.



Enviromental Footprint

ILSA, leading among the companies in the organic fertilizer sector, has decided to run a study of its environmental footprint organization, **OEF - Organization Environmental Footprint**, and product, **PEF - Product Environmental Footprint**, throughout their life cycles up to the final consumer.

The results obtained, expressed by the sixteen (16) impact categories (climate changes, band Ozone reduction, toxicity, soil use, etc.) are certainly encouraging, highlighting for many of those categories, impacts even more lower than 50%, on the same nutritional units applied to the soil, using as benchmark the studies of other synthetic products historically in the market. (The results obtained are shown in the poster attached below). Encouraged by these results, ILSA is holding a strong knowledge in-



strument for its environmental performance, for its improvement points and the reduction of its impact in order to strengthen its "green reputation". With the PEF/OEF - Product Environmental Footprint/Organisation Environmental Footprint study, which started in 2014 and ended in 2015, ILSA, the leading European company in the sector, adhered to the European Community 2013/179/ EU recommendation calculating the environmental impact generated throughout the lifecycle of its exclusive matrices **AGROGEL®** and **GELAMIN®**, creating a tool that will permit further improvement of environmental performance by working on different classes of impact.

ILSA's logo referring to the Environmental Footprint study of product (PEF) and organization (OEF)

ILSAZERØ

WE CO₂MPENSATE WITH OUR CO₂MMITMENT

WHERE ARE WE AT?

We are determined to achieve o level .
No impact at all.

We expect, over 5 years, to make it zero kgs of CO₂ released per year to manufacture our fertilizers.

We can not be satisfied with a low impact, so are steadily focused on developing more tools leading to further improvements to our environment performances.

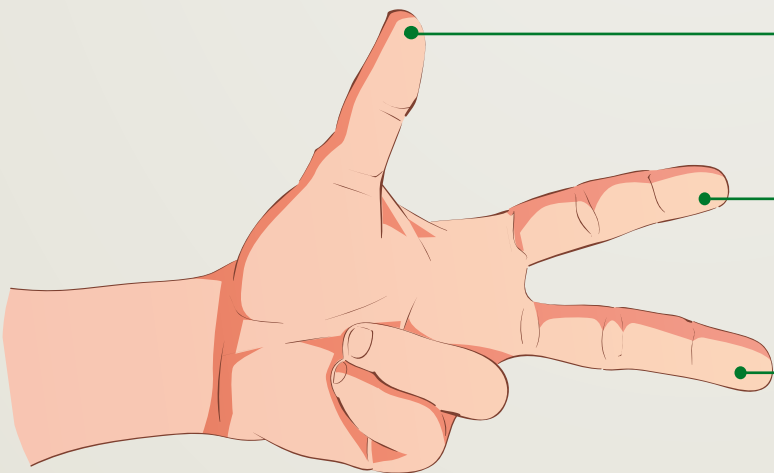
This is where ILSAZERØ project has its roots.

Thanks to ILSAZERØ project we aim to absorb the quantity of CO₂ we release to produce our fertilizers, grant our planet a sustainable future, and lend a helping hand to the farming communities located in some developing countries.

How?

We carry it out by planting fruit trees to feed the environment on fresh oxygen and foster the agriculture development.

These trees absorb the CO₂ in the atmosphe-
re, so as to preserve the environment and help those local farming communities, earning their livelihood from agriculture, all around the world.



ENVIRONMENTAL SUSTAINABILITY
We make it zero the CO₂ released

ECONOMIC SUSTAINABILITY
We offer income opportunities for the farming communities

SOCIAL SUSTAINABILITY
We liase with local authorities to build a stable social structure




ORIENTATION TOWARDS CONTINUOUS IMPROVEMENT



The most exciting challenge is the ability to continually improve all our activities.


Starting from Italy we aim for excellence in performance in all our activities.



MORE THAN
90%
RAW MATERIAL
FROM RENEWABLE
SOURCES




MORE THAN
1.700
PROCESS
PARAMETERS
UNDER
CONTINUOUS
CONTROL




11
CHEMICAL
AND PHYSICAL
PARAMETERS ON
ENVIRONMENTAL
EMISSIONS UNDER
CONTINUOUS
CONTROL

EXCELLENCE IN INDUSTRIAL PRODUCTION

The lever of proprietary technologies.



0.79
KILOGRAMS
OF CO₂
THE CARBON FOOTPRINT AVERAGE
OF 1 KG OF ILSA FERTILIZER
(REF. YEAR 2013)



AN AVERAGE OF
380
TONS OF PETROL
SAVED PER YEAR
EQUIVALENT TO THE AVERAGE
NUMBER OF ENERGY EFFICIENCY
CERTIFICATES ACHIEVED PER YEAR
(2009-2017)



16
NUMBER OF
ENVIRONMENTAL
IMPACT
CATEGORIES
VALUED ON THE ENVIRONMENTAL
FOOTPRINT STUDY PEF/OEF

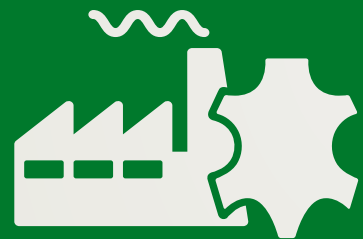


ILSA SUPPLY CHAIN

An integrated, controlled and certified chain.

PRODUCT LIFE CYCLE

Procurement of raw materials



RENEWABLE SOURCES OF ANIMAL ORIGIN:
COLLAGEN, PROCESSED SKINS, OTHERS



RENEWABLE SOURCES OF PLANT ORIGIN:
FABACEAE, MICROALGAE, YEASTS, OTHERS



MONITORING AND TRACEABILITY OF RAW MATERIAL



CERTIFICATION OF SUPPLIER'S CHAIN



PROXIMITY OF RAW MATERIAL



INPUT ANALYSIS AND MONITORING



*People in the heart of the
organizational process.*





156
EMPLOYEES

ILSA S.p.A.	64
ILSA BRASIL Ltda	72
ILSA MEDITERRANEO S.p.A.	9
ECR Ltda	11

Updated data at 31/12/2019



1800
AVERAGE
NUMBER
OF TRAINING
HOURS

ILSA S.p.A. - BETWEEN 2011-2019

THE EXCELLENCE OF PEOPLE

What we are we owe to the commitment, expertise and passion of many people who have worked and are working for a common goal: "to make ILSA a solid and credible company".

Professional and human knowledge, skills and ability represent the strategic patrimony of ILSA.

The human resources, in the company, are our key asset. People, regardless of their role, constitute the essence of ILSA: their involvement, motivation and their ability to operate at different levels of autonomy, allow us to put their skills to use in the company in order to achieve business goals and continue on the path of development.

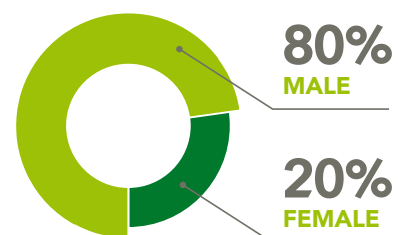
Company priorities include:

- The promotion of a common goal oriented mood
- The promotion of personal development of those working in the company

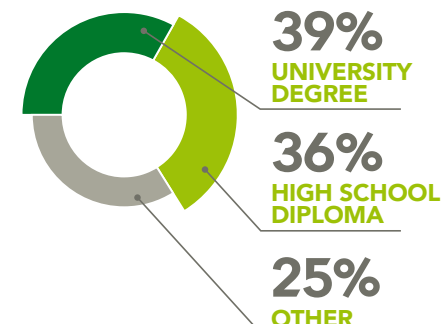
ILSA places people in the heart of the organizational process

- Presenting understandable and exhaustive information when hiring
- Involving people participating in discussions and decisions
- Guaranteeing stimulating and respectful working conditions
- Opposing any discriminatory attitude or behavior
- Investing in training and professional development
- Allocating part of the corporate profit to employees
- Organizing events involving the participation of the entire company

GENDER



EDUCATION



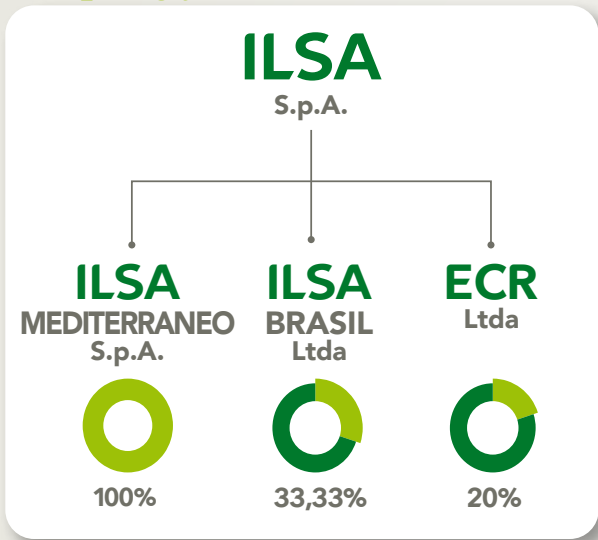
SYSTEM OF GOVERNANCE

ILSA management commitments

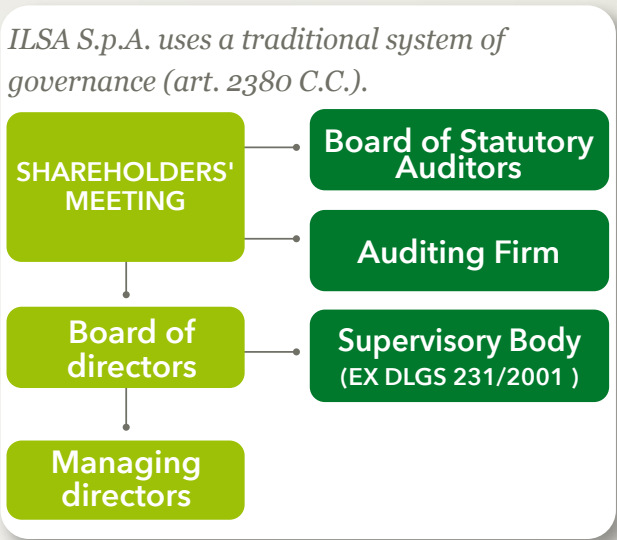
The management of ILSA constantly affirms the commitments that should guide the conduct of business and corporate activities by all those who have a relationship of any kind with the company, and bases its own activities on management principles shared by all those working within the organisation, such as:

- Honesty and transparency
- Centrality of the individual
- Environmental protection
- Responsibility
- Protection of labour

Organisational chart of company functions



System of governance



Corporate offices

BOARD OF DIRECTORS



OTHER COMPONENTS OF BOARD OF DIRECTORS

BARBARA PIONA
Managing Councilor

LEONARDO VALENTI
Managing Councilor

PHILIPPE BERNARD HERVÉ GUÉRIN
Councilor

MARCO DE SIMONI
Councilor

AUDITING FIRM

KPMG S.p.A. (fino al 2019)

PwC S.p.A. (dal 2020)

SUPERVISORY BODY

ARGENTINO OTTAVIANO
President

ENRICO BIAGINI
Member

ROSSI RICCARDO
Member

BORD OF AUDITORS

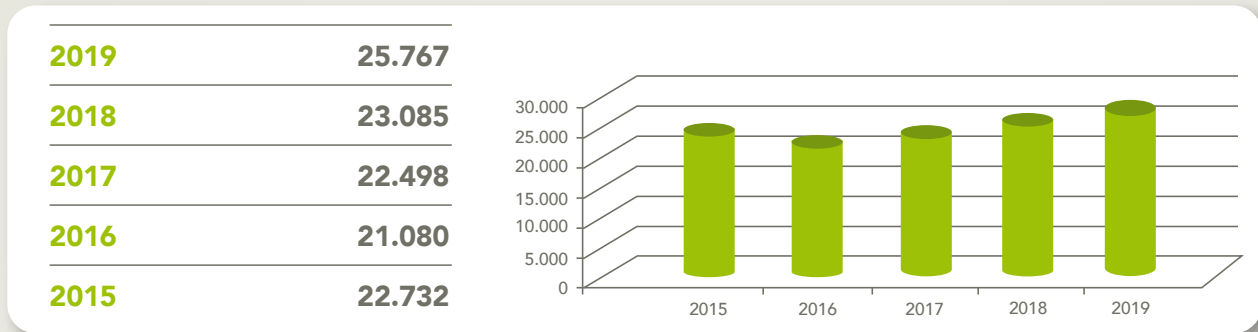
NICOLA FIORINI
President

MAURIZIO SALOM
Sindaco Effettivo

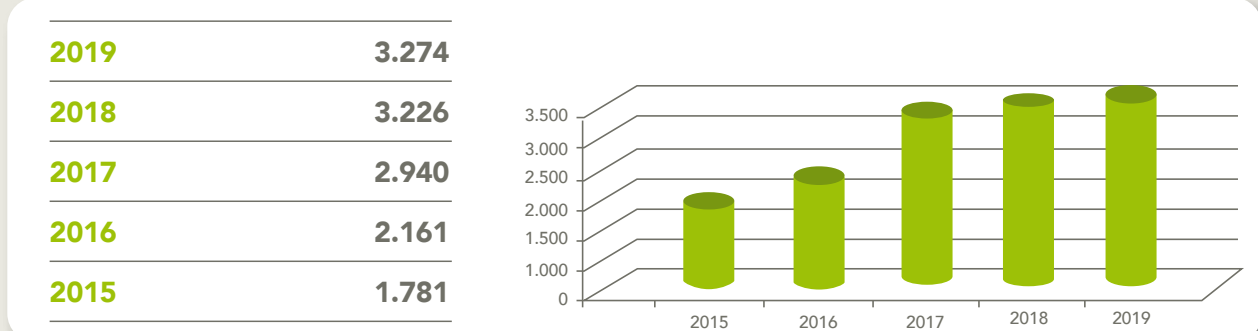
PAOLO ZANOTTI
Sindaco Effettivo

FINANCIALS ILSA S.p.A.

Turnover ILSA S.p.A. (in thousands of Euros)



Gross margin (EBITDA) ILSA S.p.A. (in thousands of Euros)



Turnover of other societies in the group (in thousands of Euros)

	ILSA MEDITERRANEO S.p.A.		ILSA BRASIL Ltda		ECR Ltda	
	TURNOVER	EBITDA	TURNOVER	EBITDA	TURNOVER	EBITDA
2019	1.657	725	4.496	195	2.240	385
2018	1.612	759	2.400	-49	1.726	268
2017	1.356	502	2.063	109	1.285	134
2016	1.457	422	2.430	314	1.000	96
2015	2.549	400	2.413	234	785	83



*A multidisciplinary
approach to understand
complex systems as soil
and plants.*



EXCELLENCE IN RESEARCH

ILSA research opens up new avenues for agriculture in the near future.



10.35

MILLION EUROS IN RESEARCH AND DEVELOPMENT FOR THE BIOSTIMULATION

TOTALLY FINANCED BY THE COMPANY



9.33

MILLION EUROS IN RESEARCH AND DEVELOPMENT FOR THE BIOSTIMULATION

WITH THE CONTRIBUTIONS OF THE REGION, THE STATE AND THE EUROPEAN UNION

19.68

TOTAL MILLION EUROS IN RESEARCH AND DEVELOPMENT FOR THE BIOSTIMULATION

C.R.A. - ILSA's Corporate Research Centre: an example of excellence in the world of fertilizers.

Active since 2005, the Corporate Research Centre occupies highly skilled staff from all major Italian universities. Biotechnologists, chemists, agronomists and engineers work with the common goal of achieving product and process innovation. The activity is carried out in permanent collaboration with Italian and foreign universities.

The research center has the most modern equipment through which it is possible to carry out chemical characterisation of raw materials

and finished products and evaluate agronomical efficiency in a controlled environment.

In growth rooms within the facility, it is possible to simulate the conditions in which the products have to prove their effectiveness.

The company develops research projects financed with its own resources and with resources made available by regional, national and European institutions.

Funded projects

1998-2001

F.I.T. - INNOVAZIONE TECNOLOGICA (TECHNOLOGICAL INNOVATION)

In collaboration with the Italian Ministry of Education, University and Research

2002-2006

BIO.VE.NUS - PRODOTTI BIOSTIMOLANTI VEICOLANTI NUTRIZIONALI (BIOSTIMULANT, CARRIER, NUTRITIONAL PRODUCTS)

In collaboration with the Italian Ministry of Economic Development

2005-2006

BFP'S - BIOLOGICAL FOOD FOR PLANTS

In collaboration with European Union

2006-2007

BIO.FUL - BIOLOGICAL FERTILIZER FROM UNTANNED LEATHER

In collaboration with Veneto Region

2007-2009

VEBIOF - VEGETABLE BIOLOGICAL FERTILIZER

In collaboration with the Italian Ministry of Economic Development

2010-2012

UVA - UREA VEGETALE ANIMALE (VEGETAL AND ANIMAL UREA)

In collaboration with Veneto Region

2011-2013

METADUE - STUDIO SUL METABOLISMO SECONDARIO (STUDY ON SECONDARY METABOLISM)

In collaboration with Veneto Region

2013-2014

NA.S.CO. - NATURAL SOIL CONDITIONERS

In collaboration with Veneto Region

2013-2014

I.C.I. - INNOVAZIONE DI PROCESSO (PROCESS INNOVATION)

In collaboration with Veneto Region

2014-2015

AD.EX.TE - ADVANCED EXTRACTION TECHNIQUES FOR HIGH-TECH AGRICULTURE

In collaboration with Veneto Region

2014 - 2017

GREEN LIFE - GREEN LEATHER INDUSTRY FOR THE ENVIRONMENT

In collaboration with Veneto Region

2016 - 2019

LIFE BIOPOL

In collaboration with European Union

2017-2020

RPE PROJECT (RISE PHOSPHORUS EFFICIENCY)

In collaboration with Veneto Region

2017-2021

3S_4H PROJECT

In collaboration with Veneto Region



SKILLS AND REASERCH AREAS



A multidisciplinary approach.

Soil and plants are very complex biological systems that can only be studied and understood by adopting a multidisciplinary study method.

Chemistry, biochemistry, omics sciences, genetics, microbiology and physiology are just a few among the specific skills needed to understand the phenomena that regulate life in soil, promote the relationship between plants and soil in the rhizosphere and allow for a balanced growth of plants so increasing their ability to produce qualitatively and quantitatively adequate agricultural commodities.

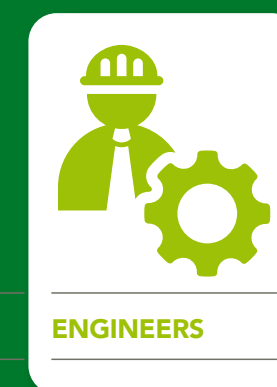
ILSA has equipped itself with these skills and has developed for years its research projects by applying a multidisciplinary approach with the aim of producing continuous innovation.

In the past few years the biology of complex systems and the various omics sciences related to it have revolutionised study and research so opening the way to new levels of understanding and research fronts.

Genomics, transcriptomics, proteomics and metabolomics represent innovative scientific study systems that allow identifying and characterising the molecular components of a cell and describing its chemical profiles, suggesting possible operation modes of the biological system and giving graphical representations of the same.

This is essential information to monitor the biochemical responses of plants; such responses, before these new technologies were introduced, were not available.

Skills



CREDIBILITY IS GAINED WITH FACTS

An internal accredited laboratory as a guarantee of security and transparency.



*ILSA laboratory
accredited by ACCREDIA
UNI EN/ISO 17025.2018*



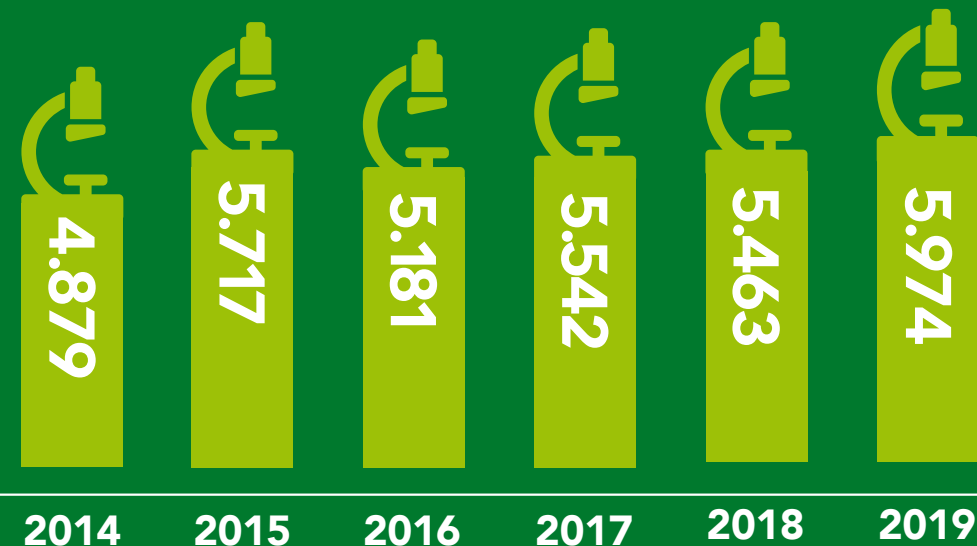
ACCREDIA is the only national body authorised to perform accrediting activity for testing and calibration laboratories, and whose certifications are valid throughout Europe.

Among fertilizer producers, ILSA is the first Italian company to have an internal laboratory accredited by ACCREDIA.

The quality of raw materials and of ILSA's products is guaranteed by the internal Quality Control laboratory.

The aim is to guarantee farmers and industry partners the fundamental chemical parameters of its fertilizers in an even more rigorous manner, according to strict international protocols and by using innovative equipment.

NUMBER OF ANALYSIS PER YEAR



*Unique systems and
production processes.*



PRODUCTION PLANTS



4.5

MILLIONS LITERS OF LIQUID PRODUCTS

TOTAL PRODUCTIVE CAPACITY PER YEAR

* 2.5 MILLIONS DIRECT PRODUCTION
2 MILLIONS THIRD PARTY PLANTS



100.000

TONS OF SOLID PRODUCTS*

TOTAL PRODUCTIVE CAPACITY PER YEAR

* 88.000 DIRECT PRODUCTION
12.000 THIRD PARTY PLANTS



ILSA S.p.A. *Arzignano (Vicenza)*

The headquarters of ILSA S.p.A. is located in Italy in Arzignano, in the province of Vicenza, in the heart of Europe's most significant tanning sector. The plant covers a total surface area of 39,000 square metres. It houses management, three production departments and the corporate research centre. The production capacity is equal to 55,000 tons of solid products and 2,500,000 kg of liquid products.



ILSA MEDITERRANEO S.p.A. *Molfetta (Bari)*

ILSA MEDITERRANEO S.p.A. is located in Molfetta, in the province of Bari. The plant, which was built in 2000, covers a total surface area of 15,800 square metres. The production capacity is equal to 18,000 tons of solid products.



ILSA BRASIL Ltda *Portao (Porto Alegre)*

ILSA BRAZIL Ltda: the headquarters of the Brazilian branch is in Portao, about 50 km from Porto Alegre. Built in 2009, it covers a total surface area of about 22,000 square metres. It houses a department that can produce 15,000 tons of AGROGEL®. It is the only fertilizer industry that produces nitrogen in the state of Rio Grande do Sul.



ILSA BRASIL Ltda *Ivoiti, Rio Grande do Sul (Porto Alegre)*

The plant, opened in 2019, extends over an area of 12.500 sq.m. Thanks to this plant the total production capacity of solids reaches 52.000 tons.





FULLY
CONTROLLED
HYDROLYSIS

1



FULLY
CONTROLLED
ENZYMATIC
HYDROLYSIS

2



SUPERCritical
FLUID
EXTRACTION

3

UNIQUE PRODUCTION PROCESSES

The lever of proprietary technologies.

With "The green evolution", ILSA can count on particularly efficient production technologies for more responsible and sustainable agriculture.

These technologies are highly automated and unique of their kind because they are the only ones capable of producing modulated release solid organic fertilizers (a process called: FCH® - Fully Controlled Hydrolysis) and liquid fertilizers with predetermined molecular weight in the production phase (process called: FCEH®).

In recent years, the company has supplemented FCH® and FCEH® with the SFE® (Super-

critical Fluid Extraction) extraction process.

These three technologies has been used in the food, pharmaceutical and cosmetics sectors for years.

By implementing and integrating the processes of enzymatic hydrolysis and supercritical extraction, the company has created strongly characterised and efficient biostimulants.

No other company in the world owns and uses these two technologies together to create products that enhance the performance and well-being of cultivated plants.



FULLY
CONTROLLED
HYDROLYSIS

1

AGROGEL®, the first and only hydrolysed gelatin for agricultural use, is obtained from the FCH® process. The thermal hydrolysis of collagen occurs within rotating type autoclave reactors; the process is developed in three subsequent phases having different durations and operating conditions, i.e. at distinct and controlled temperatures and pressures.

The output of hydrolysed gelatinous material from the four reactors is sent to the continuous drying plant inside which, in a controlled environment at low temperature (100-120°C), the collagen is finally converted into gelatin for agricultural use.

During this phase of drying, moisture, drying temperature and speed of extraction of the AGROGEL®

hydrolysed gelatin are continually and automatically regulated and monitored, so as to obtain a homogeneous and standardised product, characterised by the presence of protein chains of different sizes, according to a pre-established pattern, such as to allow a transfer of nitrogen to the soil and naturally mediated by micro-organisms.

The mode of transfer, already determined in the production phase, allows AGROGEL® to meet the agronomic needs of crops according to the curves of absorption of nutrients.





FULLY
CONTROLLED
ENZYMATIC
HYDROLYSIS

2

Besides thermal hydrolysis, ILSA has fine-tuned an enzymatic hydrolysis process over the years which can be applied to raw materials of animal or plant origin. This type of hydrolysis is positively characterized by its ability to free amino acids and peptides in a mainly levorotatory form, which is a form that is more biologically active and useful for plants.

The raw material is dispersed in water inside stored bio-reactors equipped with temperature, weight and pH control. A selected enzymatic pool is subsequently introduced, made up of specific proteolytic enzymes (i.e. that cut the proteins thus catalysing the protein hydrolysis), and cellulolytic enzymes (which allow the splitting of the cellulose present in biomasses and facilitate the rupture of the cell walls of plant cells).

The reaction mixture thus obtained is maintained under constant stirring at a temperature (55-60 °C) which is most suitable for the bio-catalytic activity of the enzymes. The mixture remains in these conditions for up to 12 hours, depending on the type of raw material and characteristics of the desired finished product. When enzymatic reaction has terminated, the liquid suspension is successively subjected to centrifugation, clarification and filtration.

The liquid fraction thus obtained is subjected to concentration in a falling film vacuum evaporation plant until reaching the desired concentration in protein substance. In this last phase, deactivation of the enzymatic pool also takes place simultaneously.

After a further filtration of the product, stabilised, clear and free of sediments, it is sent for final storage.

From the FCEH® process ILSA obtains GELAMIN®, a fluid gelatin for agricultural use. GELAMIN® is obtained by means of this process of enzymatic hydrolysis of raw materials rich in collagen.

Attacked by a pool of specific enzymes (stereo selective), the protein chains of collagen, a material which is particularly rich in protein, break according to defined criteria and in a manner that is always replicable.

GELAMIN® is characterised as a standardised, stable and homogeneous product, characterised by the predominance of levorotatory free amino acids, easily absorbable by plants because of their compatibility with the physiology of the different plants.

GELAMIN® is the ideal raw material for the formulation of fertilizers suitable for fertigation and for foliar treatment with nutritional compounds immediately available to the plant.



SUPERCritical
FLUID
EXTRACTION

3

The extraction of bioactive substances from plant matrices is conducted by using carbon dioxide (CO₂) as an extraction fluid in supercritical conditions.

The solvent power of CO₂ can be adjusted by increasing or decreasing the pressure and/or temperature.

By appropriately changing the conditions of pressure (which can reach up to 1000 bar) and temperature (which never exceeds 80°C), such extraction can be highly selective offering the possibility of creating unique extractions, with different levels of oils, waxes and desirable extracts.

Raw plant materials, correctly dried and ground, are entered into the system. Carbon dioxide (CO₂), a gas which under specific environmental conditions (temperature of 31.1°C and pressure of

73.8 bar) is in the supercritical phase, is brought to the required temperature and pressure, thus starting the extraction phase.

Upon completion of extraction, the operating pressure is lowered and the CO₂ loses its solvent strength, releasing the extracted substances which become available in concentrated form.

The resulting extracts are microbiologically stable and do not require preservatives. Unlike conventional processes, the selectivity of ILSA's extraction process does not involve thermal stress on the raw materials and does not require the use of organic solvents.

Because of its low environmental impact, the FDA (U.S. Food and Drug Administration) has awarded this industrial process the attribution of GRAS (Generally Recognised as Safe) for use in foodstuffs.



GRAS APPROVED

GENERALLY
RECOGNIZED
AS SAFE



CERTIFICATION AND SICURITY

ILSA management systems

Process Certifications



In 2003 it adhered to the **Quality Management System** according to **UNI EN ISO 9001:2008** with the goal of continuous improvement of own products and corporate processes.

In 2006 it adheres to the **Environmental Management System** certified in accordance with the **UNI EN ISO 14001:2004** standard, thus integrating and enforcing compliance with regulations and improving environmental management performance.

In 2010 it adheres to the **Energy Management System** certified according to the **UNI EN ISO 50001:2011** standard: **ILSA was the first Italian SME to set up this management system**, placing energy efficiency and savings among the main points of its operations.

Product Certifications



The **Institute for the Control and Quality Assurance of Fertilizers (ICQF)** has been certifying that fertilizers comply with the label on the packaging and with legislation since 1996. **ILSA has always obtained**, for its organic and mineral-organic products, this certification which in 2014 evolved into the **ICQRF - Quality Control and Fraud Repression Institute** certification.

The company has always obtained the **IC-QRF Quality Mark - Quality Control and Fraud Repression Institute**, issued by Certiquality through Assofertilizzanti in 2014: a voluntary agreement for a third entity to verify the quality of the products manufactured.



ORGANIC Certifications

Organic farming employs cultivation techniques that avoid over-exploiting natural resources, in particular soil, water and air.

ILSA has a wide range of organic and organic-mineral fertilisers, both solid and liquid, used by organic farms, in Italy and all over the world. The company is regularly subjected to inspections on part of specific accredited certification bodies to determine the compliance and allowance of ILSA's technical means in organic farming. The products allowed are distinguished by the brand "**ILSA Organic Farming**".



NUTRITION CATALOG

62

TOTAL PRODUCTS

56%

PRODUCTS ALLOWED IN ORGANIC FARMING

BIOSTIMULATION CATALOG

22

TOTAL PRODUCTS

59%

PRODUCTS ALLOWED IN ORGANIC FARMING



MEZZI TECNICI AIAB

AIAB is the main Italian association of organic farming. Adhering to its standard for technical means (including fertilisers and plant protection products) ensures greater safety for consumers and transparency for ORGANIC producers.

For the ILSA products that have achieved the **Mezzi Tecnici AIAB** brand, the entire production process prepared by the company has been certified, preventing contamination with other inadmissible elements. It is a quality certificate that guarantees that the ILSA products featuring this brand are compatible with the environment and meet ethical, environmental and technical requirements, additional with respect to the regulations in force which only indicate the raw materials that can be used for the production of organic fertilisers, but does not specify the type of production process allowed.



FiBL is a **Research Institute for Organic Farming** based in Austria, Germany and Switzerland.

ILSA boasts the presence of **ILSAC-ON**, its biostimulant 100% of plant origin in the list **FiBL** of inputs that can be used in organic farming in Germany.



KIWA BCS ÖKO-GARANTIE GMBH

ILSA fertilisers allowed in organic farming, as well as having a large market in Italy and in Europe, are widely spread also in other countries around the world, especially in South America for the production of many organic crops intended for the tables of consumers from the Old Continent and from the United States. Since these products come from third countries, it is necessary for an accredited body to make sure that their production, and therefore also the use of fertilisers, complies with the reference international standards on organic farming. For this, ILSA relies on **KIWA BCS ÖKO-GARANTIE GMBH**, with headquarters in Germany, recognised globally as **one of the most important and reliable bodies operating in the organic sector**.

In order to operate in specific markets, ILSA has had to ensure that its products also complied with the specific national regulations regarding organic farming.



IMO CHILE (GRUPPO ECOCERT)

IMO CHILE (ECOCERT GROUP) is the undisputed leader in Chile among the various certification bodies.

For several years, for example, the company is present with its products in the **IMO CHILE** register of fertilisers complying with Chilean regulations.



CONTROL UNION PERU'

CONTROL UNION è un'organizzazione indipendente presente in oltre 70 Paesi che si dedica ad attività di ispezione e certificazione.

CONTROL UNION PERÙ verifica che i prodotti ILSA, destinati alla produzione biologica in Perù, siano conformi al Regolamento Peruviano di riferimento (RTPO – Reglamento Técnico para los Productos Orgánicos – Subprogram: Organic Equivalence (Perù)).

*Improving fertility,
increasing yields.*



THE EXCELLENCE OF OUR PRODUCTS

Fertility is the natural ability of agricultural land to produce.

A full range of solid and liquid fertilizers for conventional and organic farming that satisfies all intervention techniques, by both root and foliar application.

ILSA fertilizers contribute to the conservation and improvement of this fertility, increase yields and guarantee economic sustainability, while protecting the environment, the natural cycles of the seasons and crops.



FERTILIZERS

"Intelligent" fertilizers, able to modulate the release of nitrogen in sync with the demand of plants and in line with the new concepts of "sustainable agriculture".



BIOSTIMULANTS

Efficient biostimulants based on molecules and natural substances capable of acting on the primary and secondary metabolism of plants.

EARTH'S LIVING WITH AGROGEL®

A valid alternative technique for normal fertilisation practices envisages the use of fertilizers based on AGROGEL® hydrolysed gelatin for agricultural use, a completely natural and exclusive organic matrix produced by ILSA as a result of over 60 years of innovation, research and experimentation.

The use of fertilizers based on AGROGEL® helps reduce the number of interventions and losses due to gasification and nitrogen leaching while increasing yields.

With AGROGEL®, the earth can give its best and make the nitrogen crops need available when they need it, without waste and loss. AGROGEL® is an intelligent means that nurtures and takes care of the soil and plants, respects the environment and ensures indisputable economic benefits.

Advantages of AGROGEL® matrix products

- *Modulated transfer of nitrogen*
- *High water retention capacity*
- *More prolonged and continuous availability of nutrients*
- *No loss of nutrients due to leaching and gasification*
- *Absence of nitrate accumulation in vegetal tissues*
- *Improvement of the microbiological fertility of the soil*
- *Greater compatibility and miscibility with other nutrients*
- *Reduction of field interventions*
- *Savings for the farmer*



A complete line of organic and organo-mineral fertilizers used in organic farming, which have a high content of modulation transfer protein-based organic nitrogen (AGROGEL®).



A line of organo-mineral fertilizers in different formulations that meet the nutritional needs of all crops, and are particularly suitable where agriculture with low environmental impact is carried out. They are obtained by making the various mineral components react chemically or thermally with the organic part (AGROGEL®).



The IlsaTec line includes products with very different characteristics and purposes that stimulate the metabolism of plants, feed, provide energy, prevent and treat stress. The common feature is that each product has specific and unique properties.



A line of natural products able to improve the chemical, physical, biological and mechanical features of the soil.

Plant-based organic soil improvers, organic fertilizers and nitrogen and meso elements based organo-mineral fertilizers nourishing the plants, boosting the soil's fertility and improving its texture, pH and nutrient supply.



PLANT GROWS UP HEALTHY AND ROBUST WITH GELAMIN®

The foliar nutrition with GELAMIN®-based products is a guarantee of high yields even at very low dosages. The complexing and carrier properties of GELAMIN® increase the absorption efficiency of amino acids and nutrients.

GELAMIN® is the exclusive fluid organic matrix of ILSA, completely natural, result of innovation, continuous research and experimentation.

GELAMIN®, an essential component of many ILSA's liquid and water-soluble fertilizers, provides an outstanding agronomic efficiency, thanks to the high presence of organic nitrogen, amino acids and peptides easily available to plants. Used in foliar application or fertigation, it performs nutritional and biostimulant activities ensuring production and quality with indisputable economic benefits.

Advantages of GELAMIN® matrix products

- *Easy and quick assimilation/absorption*
- *Improvement in plants' internal response capacity*
- *Improved absorption efficiency*
- *Improvement in the ability to respond to abiotic stresses*
- *Metabolic stimulation*
- *Uniform and balanced growth*
- *Increase in biomass and productive capacity*
- *Lower use of water during fertigation*
- *High biostimulant, complexing and carrier properties*
- *High solubility in water and perfect miscibility with phytosanitary products*



GELAMIN®-based products used for foliar application (low molecular weight) are very quickly assimilated and transported throughout the plant. The high presence of left-handed amino acids, readily used in the plant's primary metabolism processes, ensures uniform, balanced growth which leads to an increase in biomass and therefore of productivity. Foliar fertilisation with readily absorbed GELAMIN® based products also make it possible to act promptly in cases of nutritional deficiency or during critical periods of the plant's growth.

The GELAMIN®-based products used in fertigation (high molecular weight) are characterised by their purity and their ability to meet the nutritional needs of crops at the different stages of their vegetative growth. They provide organic nitrogen that is rapidly broken down by soil bacteria and transformed into forms assimilable by the roots (polypeptides, peptides and amino acids), thus allowing quick response by the plants and a more uniform and balanced vegetative growth.

Some of the foliar or fertigation products are able to perform several tasks at the same time, such as stimulating the metabolism of plants, feeding, providing energy, and preventing and reacting to situations of stress.



A complete line of products to be used for foliar application and/or through the roots in order to promote the healthy and abundant growth of all crops. Many of the products in this line can be used in organic farming.



A product line to stimulate plants' metabolism, feed, provide energy, prevent and respond to stress.



VIRIDEM® PROGRAMME: "FROM PLANTS FOR PLANTS"

A programme called VIRIDEM®, aimed at the development of natural plant-based biostimulant products with a clear philosophy: "From plants for plants".



With VIRIDEM®, «The green evolution» takes another important step forward.

VIRIDEM® is the ILSA programme that incorporates the company's scientific heritage for the development of its plant-based biostimulants. It encapsulates the most advanced knowledge of molecular biology, microbiology, proteomics, metabolomics, physiology, chemistry and bio-processes which, over years of work, have made it possible to identify, isolate, purify, analyse and extract the metabolites and natural substances that have become the basis of its latest products for the biostimulation of crops. VIRIDEM® is ILSA's offering for creating innovative agricultural techniques that aim to "achieve more with less".

In the field of biostimulants, the VIRIDEM® programme represents

- Excellence in research oriented towards developing products for a more and more sustainable agriculture
- Excellence in selecting plant-based raw materials and experimenting specific substances extracted from them
- Excellence in the method of extracting bioactive substances
- Excellence in the ability to combine them to create innovative biostimulant and nutritional products that are both innovative and highly efficient



estratti vegetali per uso agricolo

ILSA innovation in the world of vegetal biostimulants with a specific action.

ILSA biostimulants with a specific action can act on plant metabolism to respond to specific qualitative and quantitative needs such as, for example, size increase and uniformity, stimulation of flowering, sprouting and vegetative growth, fruit set and reduction of premature fruit drop, photosynthesis and vegetative growth, plant biomass increase, rooting, internode shortening, higher Brix level, resistance to fruit cracking and rot and shelf-life increase.

They increase plant tolerance to abiotic stresses and support them even under adverse conditions such as excessive soil salinity, temperature leaps and heat and water stresses.

They reduce nitrate accumulation in leaves and support plants in stress situations caused by the application of agrochemicals. Last, they can foster plant nutrition by facilitating the assimilation of macro- and micro-elements.



PHOTOSYNTHESIS AND
VEGETATIVE DEVELOPMENT



TOLERANCE TO HEAT AND
WATER STRESS



SALINITY
TOLERANCE



SHELF-LIFE



CRACKING
AND ROT



FLOWERING
AND FRUIT SET



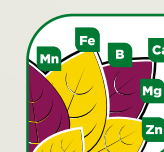
ROOTING



UNIFORMITY IN COLOUR
AND RIPENING



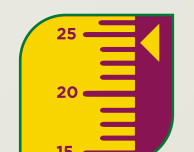
SIZE



NUTRITION AND NUTRIENT
BIODISPONIBILITY



PLANT BIOMASS



DEGREES BRIX



Always by the side of our clients.



ILSA IN THE WORLD

An international organisation



1
ILSA
S.p.A.
ARZIGNANO (VI)



2
ILSA
S.p.A.
MOLFETTA (BA)

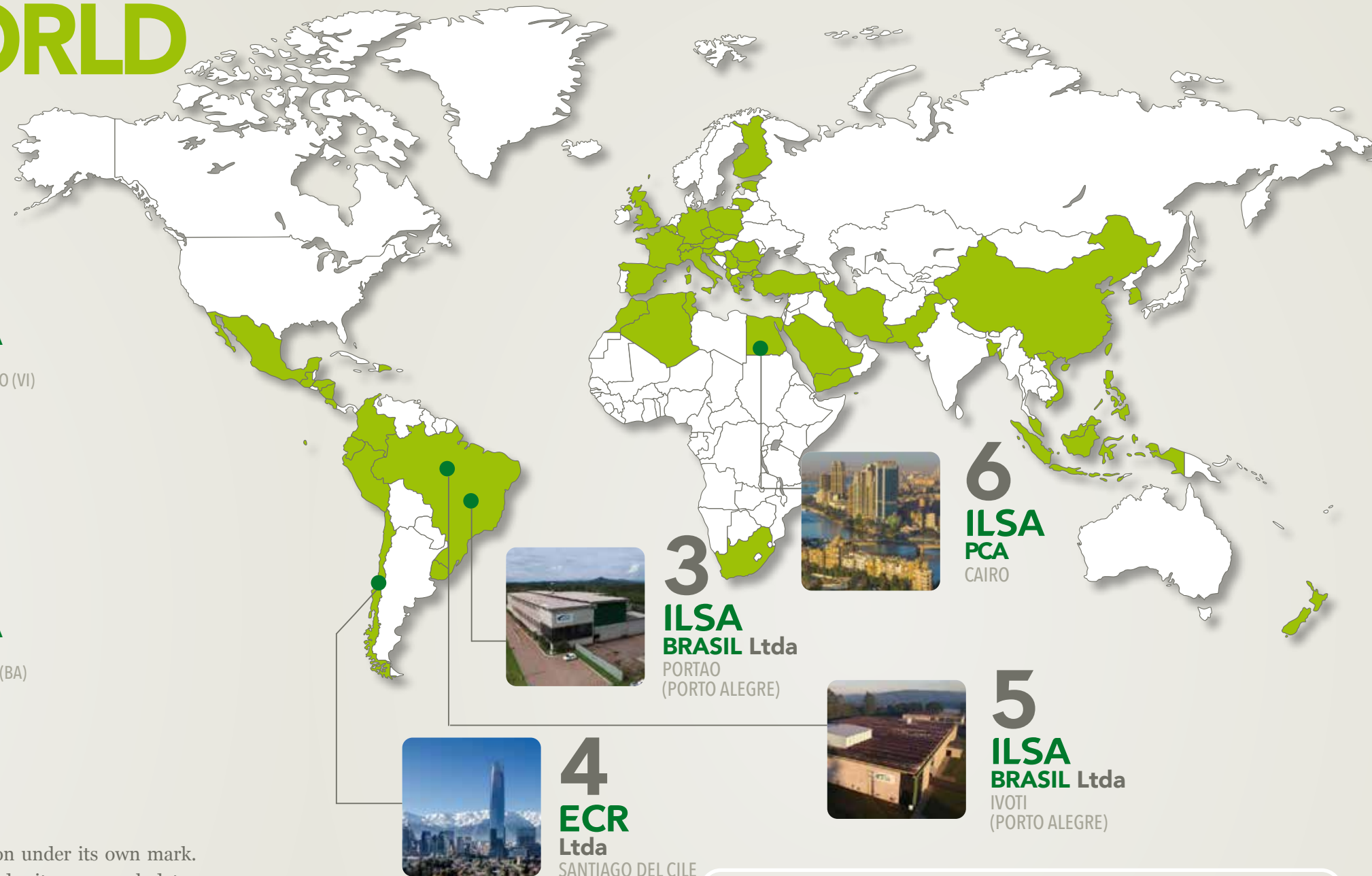
Commercial policy

ILSA targets its sales on two main channels: the industry and the distribution under its own mark. Industry has gone along with ILSA since its foundation, while distribution under its own mark dates back to the early 70s at the time of the birth of FERTORGANICO, which today still is one of its most well-known products.

Solid and liquid protein hydrolysates, plant extracts and biostimulants, to be used as such or as raw material, are the product categories bought by industrial customers to which the company offers both a product customisation service and a packaging service.

As to the sales under its own mark, ILSA uses a selected dealer network. Each dealer is provided with a sales manager and a technical manager to address for task planning, operational management and result monitoring.

The aim is to offer each dealer excellent pre- and post-sales support to help them differentiate themselves from competitors and spread a culture of really professional, advanced and sustainable agriculture. Promoting our dealers' growth is a main goal of ours that necessarily relies on providing exclusive and characteristic products and on a strong and lasting partnership.



4
ECR
Ltda
SANTIAGO DEL CILE



3
ILSA
BRASIL Ltda
PORTAO
(PORTO ALEGRE)



6
ILSA
PCA
CAIRO



5
ILSA
BRASIL Ltda
IVOTI
(PORTO ALEGRE)



ILSA
IS PRESENT IN
51
COUNTRIES

ITALIA*
ALBANIA
ALGERIA
ARABIA SAUDITA
AUSTRIA
BANGLADESH*
BELGIO
BRASILE*
BULGARIA
CILE
CINA*
CIPRO
COLOMBIA
COSTA RICA*
CROAZIA
ECUADOR*
EGITTO

ESTONIA
FILIPPINE*
FINLANDIA
FRANCIA*
GERMANIA*
GRECIA
GUATEMALA
HONDURAS
INDONESIA*
IRAN
INGHILTERRA*
KOREA SUD
LIBANO
LITUANIA
MALESIA*
MAROCCO*
MESSICO*

NUOVA ZELANDA*
PAKISTAN*
PERÙ*
POLONIA
REP. CECA*
REP. DOMINICANA*
ROMANIA
SERBIA
SLOVACCHIA*
SLOVENIA*
SPAGNA
SVIZZERA
TUNISIA
TURCHIA
URUGUAY
VIETNAM*
YEMEN

* Countries where ILSA sells under other trademarks



ILSA IN NUMBERS



Sales

5

COMMERCIAL SOCIETIES

ILSA S.p.A.
ILSA MEDITERRANEO S.p.A.
ILSA BRASIL LTDA
ECR LTDA
ILSA PCA

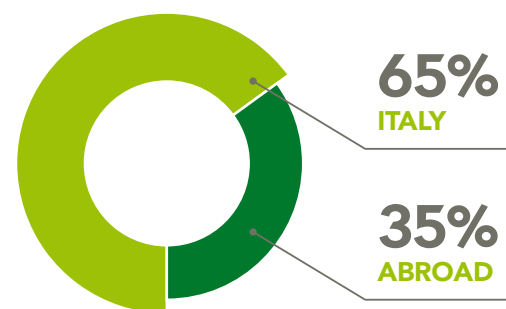


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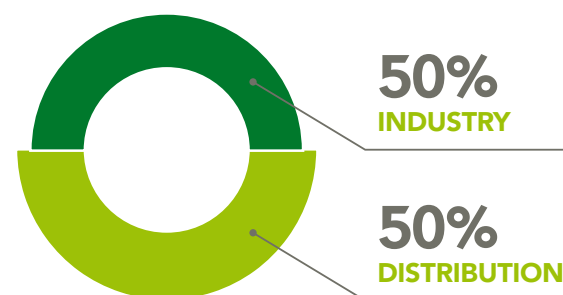
CLIENTS

ALL OVER THE WORLD

ITALY AND ABROAD



INDUSTRY AND ILSA'S TRADEMARK



TEST IN OPEN FIELD

We think that innovation is such only if it is transformed into objective result.

For all market participants, be they farmers or retailers, to have proof of the quality and effectiveness of the products has an utmost importance. That's why we organize on our products' target crops demonstration fields around the world every year.

For farmers being able to access to the results of the technical activities carried out in the field, compared with the standard practice, means gaining confidence in new means for agriculture and this is transformed into purchases increasing the sell-out of products.

AVERAGE TESTS PER YEAR BETWEEN 2011 AND 2019:

ITALY

30

ABROAD

40



TESTS ON: CEREALS - VEGETABLES - FRUIT - GRAPEVINE - OLIVE

TRAINING AND COMMUNICATION

Transferring the knowledge heritage accumulated in many years of work is one of the social responsibilities of ILSA.



**AVERAGE MEETINGS
PER YEAR
(2011-2019):**

ITALY
46

ABROAD
42



**AVERAGE
PARTICIPANTS PER
YEAR (2011-2019):**

ITALY
1.800

ABROAD
1.500

Training and services towards resellers and farmers.

Agriculture is a dynamic and constantly evolving sector that requires specialised skills, also with regard to the introduction of new and increasingly sustainable production techniques.

Making those who operate in the agricultural sector aware of their role, not only in economic terms but also in social terms and regarding health and environmental protection, is one of the priorities that ILSA pursues by organising seminars, conferences and training courses intended for traders, technicians in the industry and farmers.

ILSA employs an in-house technical structure that is focused on daily spreading of, in addition to product value, agronomic, scientific and technological knowledge, with the aim of helping customers to identify the best technical solutions.

ILSA makes demonstration fields and in-field experiments, in Italy and abroad, collaborating with the R&D area. It takes care of collecting, drafting and spreading product and use information while meeting technicians, opinion leaders, resellers and farms to promote a more efficient use of its products.

Communication tools

To better support its customers, ILSA has developed a series of communication tools:

- Websites (www.ilsagroup.com - www.agrogel.it - www.gelamin.it)
- Video tutorials
- Informative newsletters
- In-depth dossiers on crops and products
- Reports on the results of in-field activity
- Product data sheet (technical data sheets, safety data sheets, fertilisation plans and application instructions)

*"We will have to spend many
years in the laboratory and many
seasons out in fields all around
the world.*

*We know that the future of
the planet and the future of
agriculture go hand in hand.*

*We'll be there for that future,
always."*



ILSA S.p.A.

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MADE IN ITALY

