

**I.C.P. SPA**

industrie compound e plastificanti

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**company profile**

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# ABOUT US AND WHAT WE DO



I.C.P. SPA

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# ABOUT US

## AND WHAT WE DO

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The **Bertolini Group** was founded by a one-man company (Dottor Gustavo Bertolini Prodotti Chimici) which, starting from the **distribution of chemical products** at the end of the nineties, structured itself and began to undertake activities for the distribution of solvents and surfactants, always specialising in the production of PVC compounds. **ICP was officially founded in 2015**, taking over the compound production business from Bertolini Divisione Elastomeri SRL, which in turn was acquired in 2004 as Metalplast srl.

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For more than five years, the company has been operating in Italy in the production and sale of plasticised compounds, of which **PVC** represents more than **50% of the raw materials**. The company, with production headquarters in **Cotignola (Ravenna)**, is considered an excellent distributor of plasticised compound, not only in the surrounding areas, but also throughout Italy. To date, in fact, **ICP has 131 customers, 89% of which are in Italy**, and the company current turnover is mainly generated by 15-20 customers, who consider ICP a serious and reliable business partner.



**25,000**  
TONS  
APPROX

PLASTICISED  
COMPOUND  
PRODUCED IN ONE YEAR



**2,000**  
RECIPES

MADE AVAILABLE TO  
CUSTOMERS TO  
MEET THEIR  
MULTIPLE NEEDS

## ICP PRODUCTION

ICP reaches an annual production of around **25,000 tons**, of which the majority is made of **flexible PVC** and a small part, **3,000 tons**, is made of **rigid PVC**.

The production of rigid PVC has, in fact, recently become part of **ICP's business**, as a proof of company continuous search for innovation and focus on its customers and their new requirements.

ICP mainly produces an intermediate product, **granulate**, which it sells to customers who manufacture **electrical wiring, garden hoses and pipes, and footwear soles**. Other sectors that rely on ICP are those related to the production of **profiles, hoses and connectors**. Finally, there is a small pool of customers to whom ICP delivers **PVC powder**, output of the production phase preceding that of granulate.

# THE HISTORY OF ICP

## 2015-2017

The company invests mainly in **business development** to increase market share.

## 2017-2020

**Plant development** through the purchase of new machinery. The benefit in terms of energy efficiency is clear from the outset, recording a positive trend between 2016 and 2017 that went from a kW/Ton ratio of 214.7 in 2016 to 198.91 kW/Ton in 2017, with a **benefit of 15.36 kW** per ton of compound produced.

## 2020-2022

ICP focuses on the **recruitment and training of qualified personnel and revolutionises its organisational set-up** for greater internal structuring. The company achieves economic growth and continuous general growth.

## 2022-2023

ICP focuses on **process quality** and **innovation** by obtaining ISO 9001 and ISO 50001 certifications. The company also adopts Industry 4.0 technologies and machinery.

**THE ELEMENTS THAT CHARACTERISE ICP REALITY AND MAKE IT AN EXCELLENT BUSINESS PARTNER ARE THEREFORE:**



**RELIABILITY**



**TIMELINESS OF SERVICE**



**PRICE COMPETITIVENESS**



**QUALITY**



**PRODUCTION FLEXIBILITY**



**INNOVATION**

# ICP PHILOSOPHY

**The relationship with customers is so central and important to ICP business** that it is one of the company distinguishing factors. ICP is committed to promptly satisfying its customers' requests at all times, through a **customised production process**.

As a matter of fact, there are more than **2000 recipes that ICP** carries out in its factory in order to provide a quality service.

The Company is therefore a serious and reliable business partner, an **innovative producer** able to offer a quality product at a competitive price. This approach allows the company to intercept and satisfy the **ever-changing needs** of a customer base, which in turn always needs to respond to a just-in-time end market.



## MISSION

ICP mission is to deliver customised, agile, and groundbreaking solutions for its clients by developing premium compounds that streamline their production process. Through these innovations, ICP strive to minimise waste and capitalise on the distinctive aspects of each client's production infrastructure, ensuring unparalleled results.

## VISION

ICP goal is to establish itself as a trusted leader in the Italian and European markets by continuously innovating their industrial processes and recipes to create compounds that consistently outperform in efficiency and environmental sustainability. In this pursuit, we remain steadfast in our core values: prioritizing customer satisfaction, fostering growth and learning, upholding honesty and integrity, ensuring safety, and embracing sustainable practices with unwavering dedication.

# THE TECHNICAL QUALITIES OF PVC

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**PVC**, which stands for polyvinyl chloride, is a **synthetic thermoplastic polymer** that offers several advantageous properties. Here are some of the main ones:

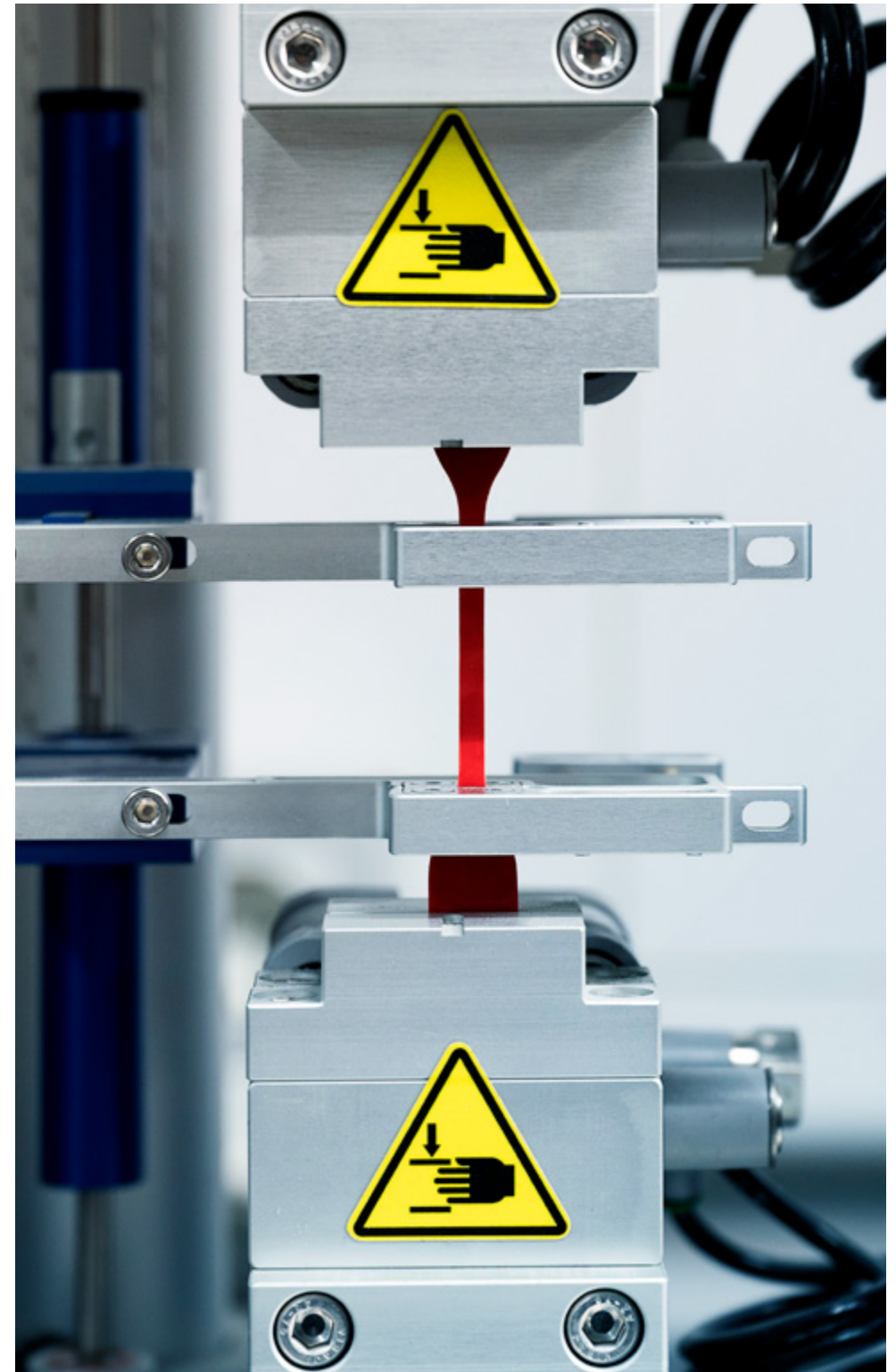
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ICP production is predominantly made of **flexible PVC** and only to a lesser extent of **rigid PVC**. Rigid PVC has just recently become part of company business, precisely as a testament to the attention it **pays to meeting the needs of its customers** and their requirements.

Whether rigid or flexible, what makes the plasticised compound (PVC) so popular is its **extreme versatility** as well as its **excellent physical properties**, which make PVC a **stable material** (an essential characteristic for products that must meet **high hygiene standards**), **resistant, long-lasting** (estimated life of around one hundred years), **fireproof** and above all **affordable** and **recyclable**. ICP emphasises this last aspect by exporting waste material to third-party companies in the form of **'regranulate'**.

Giving the PVC compound - consisting of Ethylene and Chlorine (PVC Resin) - the excellent characteristics described above are certain additives used during processing such as:

- **SECONDARY ADDITIVES**, responsible for giving **strength and colour** (e.g. Resins);
- **STABILIZERS AND LUBRICANTS**, which allow the transformation of PVC **avoiding its degradation** (e.g. Zinc Borate, which has excellent fire retardant properties, and Antimony);
- **PLASTICIZER**, mainly responsible for the **flexibility** that characterises most of the production of ICP. It is therefore the amount of plasticiser added (e.g. phthalates) that makes PVC flexible or rigid.



# THE PRODUCTS OFFERED BY ICP

Apart from ensuring **prompt** adaptation to the evolving and diverse demands of its customers, ICP sets itself apart as a frontrunner in the industry by offering a comprehensive range of products.

This includes **'commodity' items** for standard insulation and sheathing applications, as well as **high-performance compounds** designed for the production of specialised standard cables that comply with both EU and non-EU specifications.

With a focus on diversification, our extensive range of granulates effectively caters to an expansive array of industries and **sectors**: from **footwear** and **furniture** to **automotive**, **gardening** and **technical articles**. The increase in the number of ICP consolidated customers, more than thirty registered in the 2020-2022 timeframe, and a **constant growth in sales**, represents clear and concrete evidence of customer satisfaction with the products offered by ICP.

The **continuous innovation** that the company strives to bring to its production processes and the search for raw materials in line with customer requirements, make the granulate produced a **high quality** output, ideal as a base material for **multiple productions**.

## EGO/8004

product classified UL1581 class 43.90jC, CEI 20. 11: TM5, oil and hydrocarbon resistant, also used for offshore wind turbines

## EGW/9120

electrical cable insulation product suitable for CPR applications, FG16OR16 classification

## EZW/9100

electrical cable filler product, suitable for CPR applications, FG16OR16 classification

## Rigid impact-resistant PVC for conduit,

corrugated pipe, spiral pipe, moulded fittings FG16OR16 Sector of customers to whom ICP sells flexible PVC compound



# MATERIALS USED IN OUR PRODUCTS

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The **numerous recipes** prepared by ICP for the production of PVC compounds require the **combination and blending** of a plurality of heterogeneous components, such as **PVC resin, plasticisers, additives and mineral fillers**. In order to guarantee the quality and continuity of supply of the materials used in its activities, ICP relies on a **wide range of suppliers**. In this context, ICP adopts a **“pull approach”**, based on the search for maximum efficiency in inventory management and optimisation. This strategy involves **ordering only the required quantity**

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**of products** to fulfill market demand. ICP mainly sources **PVC resin, plasticisers and calcium carbonate**. Specifically, PVC resin accounts for 49% of the total raw material purchases, while calcium carbonate and various types of plasticisers account for 25% respectively. Finally, **other components**, such as **magnesium hydroxide** and **titanium dioxide**, weigh in to a lesser extent (approximately the remaining 1%) in the composition of the purchased materials that make up the final ICP compound.



## THE MAIN SUBSTANCES USED BY ICP

ICP supports the local economy by sourcing secondary and locally available materials from nearby suppliers, including pallets, spare parts, maintenance equipment, packaging materials, additives, and stabilizers. These resources are crucial to ICP business operations. Additionally, ICP collaborates with partners within the same region for product transportation, further emphasizing its commitment to local partnerships.

# OUR TEAM

In 2022, ICP's workforce **comprised 29 people**, the majority of whom were permanent, **full-time employees**.

**In administrative roles**, women represent 50% of the total. Given the characteristics of its production processes, the

company also availed itself of the collaboration of **19 self-employed workers, 3 collaborators and 2 temporary workers**.

All ICP employees are covered by collective bargaining agreements.



ICP gives the highest priority to **protecting the health and safety of its employees**: to this end, the company has adopted every measure necessary to **minimise the risk of accidents**. ICP is compliant with the regulatory requirements and places a special **focus** on the issue, especially in view of the risk associated with the use of certain **hazardous substances**, such as antimony and sulphur borate, currently part of company's recipes. ICP dedication to workplace safety is exemplified by its outstanding track record of **zero accidents in the past three years**. This achievement reflects its unwavering commitment to safeguarding the well-being of employees.



In compliance with the requirements of the regulations, ICP provides all its employees and collaborators with **proper Personal Protective Equipment**. Specifically, ICP use **'third category PPE'**, such as helmets, and other types of PPE such as **ear muffs, FFP2/FFP3 masks and anti-accident clothing**.



In adherence to regulatory requirements and its goal of growing a **'safety culture,'** ICP has implemented comprehensive **educational programs** to raise awareness and train employees on workplace safety. A prime example is the mandatory **16-hour 'Safety in the Workplace' training course** for all employees.

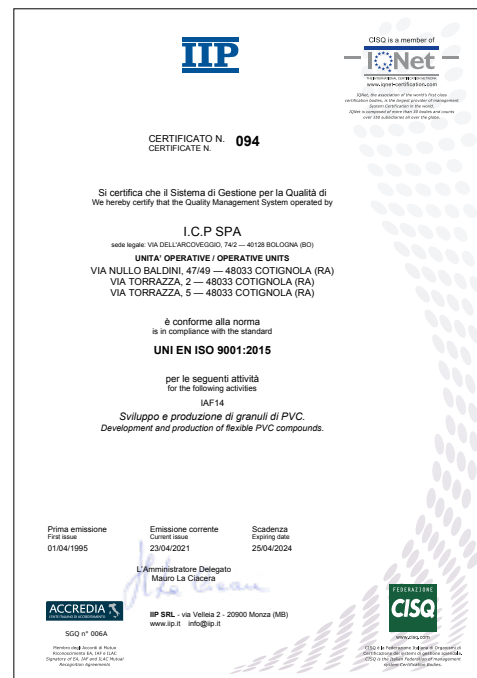
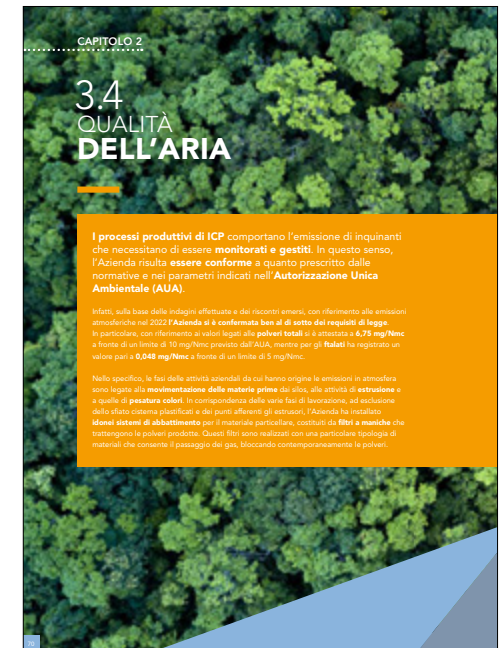


Furthermore, ICP has established a regularly updated **Risk Assessment Document (DVR)** to **identify, map, and outline** risk management strategies pertinent to its business operations, reflecting ICP commitment to a safe and proactive work environment. Thanks to the processes outlined within the DVR, the Company takes care of preparing actions useful for **risk containment**.



# OUR CERTIFICATIONS

Certifications and **Sustainability Report**, our attention to the environment.





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