

COMPANY PROFILE



ILSA
The green evolution

*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





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

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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 DRIVEN BY PASSION AND COMPETENCE

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.

2016

IN 2016 THE SFE (SUPERCRITICAL FLUID EXTRACTION) 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.

2005

IN 2005 THE C.R.A. (CORPORATE REASEARCH 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.

*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.

*Conserving
natural resources
also for future
generations.*



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

1 TO GIVE LESS TO PRODUCE MORE

We make efficient products that at low doses allow increasing quality and production yields per hectare even in stress situations, improve agricultural soil fertility and promote a rational use of water resources while fully respecting the environment and the people living in it.

2 RENEWABLE SOURCES

To make our biostimulants and fertilisers we mainly use natural animal- and plant-derived raw materials coming from renewable sources.

4 PROCESS INNOVATION

By using industrial processes generally recognised as having low environmental impact, we make products while drastically reducing emissions into the atmosphere and waste production. We are constantly analysing and monitoring the Product Environmental Footprint (PEF) and the Organisation Environmental Footprint (OEF*).*

* PEF: Product Environmental Footprint

* OEF: Organization Environmental Footprint

3 PRODUCT INNOVATION

3 PRODUCT INNOVATION

The C.R.A. (Corporate Research Centre) applies «white» biotechnologies that, through the use of enzymes, allow developing products obtained by transforming natural raw materials that contain bioactive substances for plants.

5 TRAINING AND DISCLOSURE

5 TRAINING AND DISCLOSURE

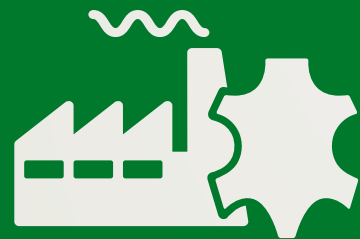
The correct use of products and the reduction of the environmental impact from their use also depend on good training and information activities addressed to the distribution system and to end-users.

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



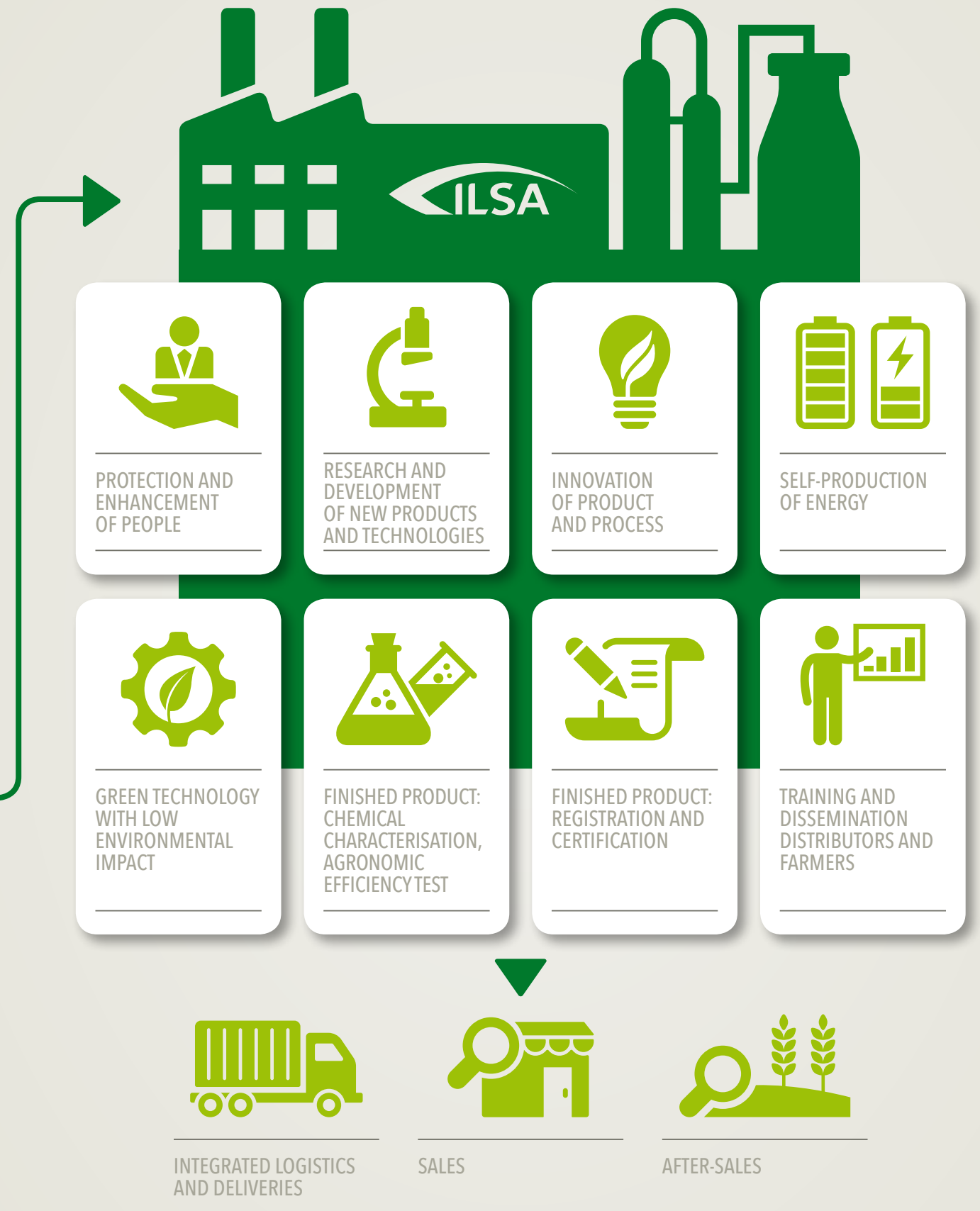
CERTIFICATION OF SUPPLIER'S CHAIN



PROXIMITY OF RAW MATERIAL



INPUT ANALYSIS AND MONITORING



*People in the heart of the
organizational process.*



90
EMPLOYEES

ILSA S.p.A.	51
ILSA BRASIL Ltda	21
ILSA MEDITERRANEO S.p.A.	8
ECR Ltda	10



1,400
AVERAGE
NUMBER
OF TRAINING
HOURS

ILSA S.p.A. - BETWEEN 2011-2015

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.

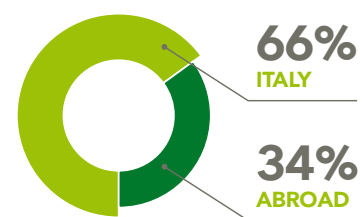
Company priorities include:

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

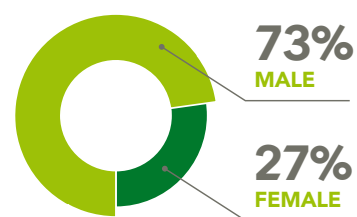
ILSA places people in the heart of the organizational process

- 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

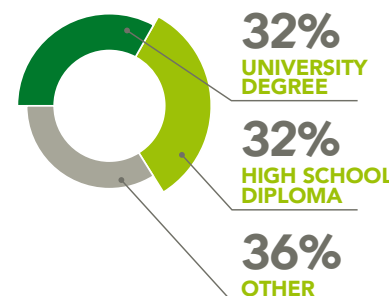
ITALY AND ABROAD



GENDER

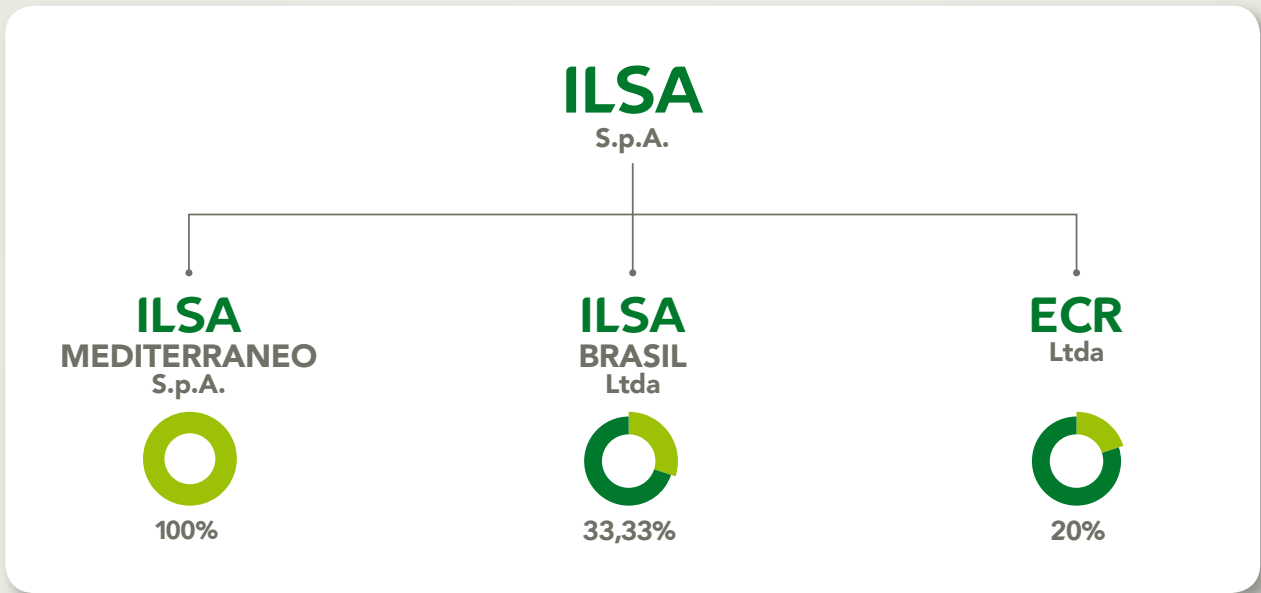


EDUCATION

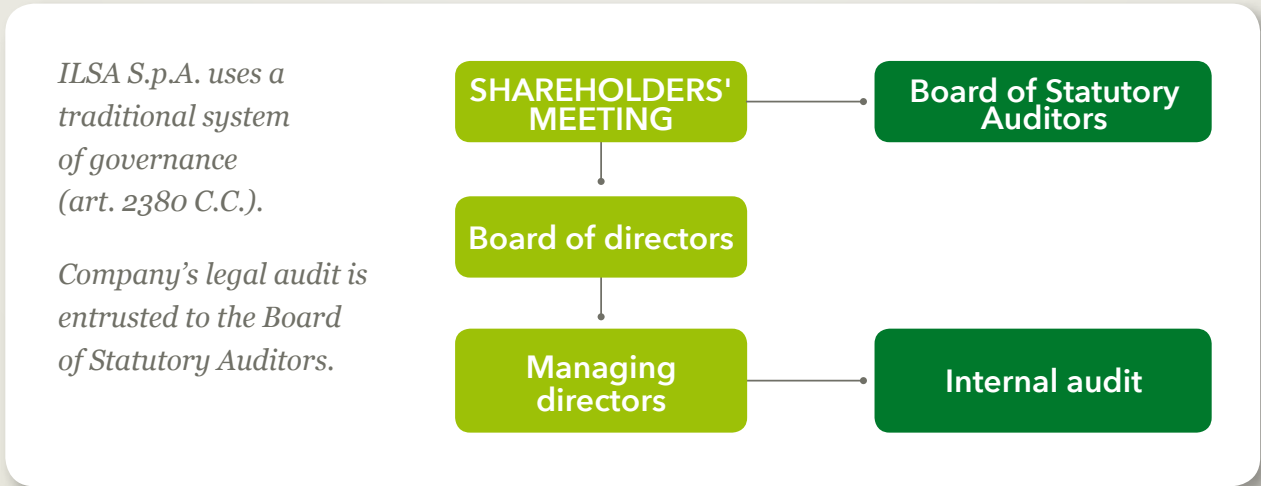


SYSTEM OF GOVERNANCE

Organisational chart of company functions



System of governance



Corporate offices

BOARD OF DIRECTORS



PAOLO GIRELLI
President and managing director



PAOLA PIONA
Vicepresident and managing director



BARBARA PIONA
Managing director



SERGIO PISANI
Managing director



STEFANO PISANI
Managing director

BOARD OF STATUTORY AUDITORS

SONIA MAZZI
President

GIUSEPPE CEREGHINI
Standing Statutory Auditor

MICHELE MIAZZI
Standing Statutory Auditor

ILSA management commitments

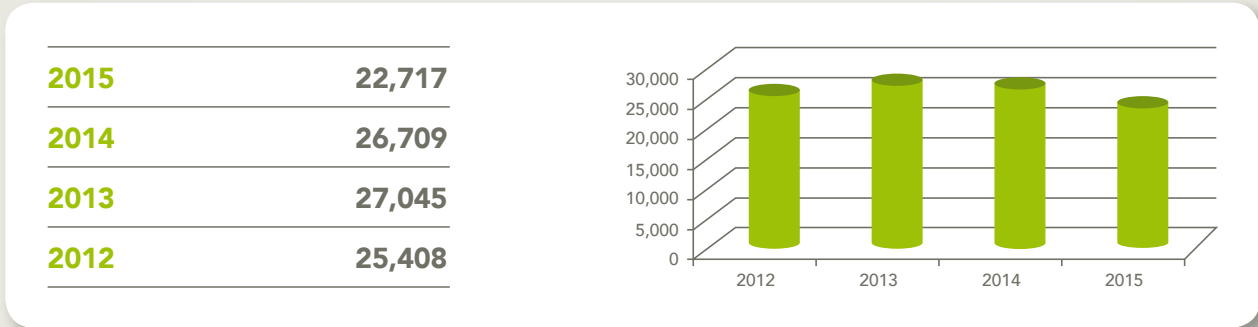
The management of ILSA constantly affirms the commitments that should guide the conduct of business and corporate activities by all those who have a relationship of any kind with the company, and bases its own activities on management principles shared by all those working within the organisation, such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

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

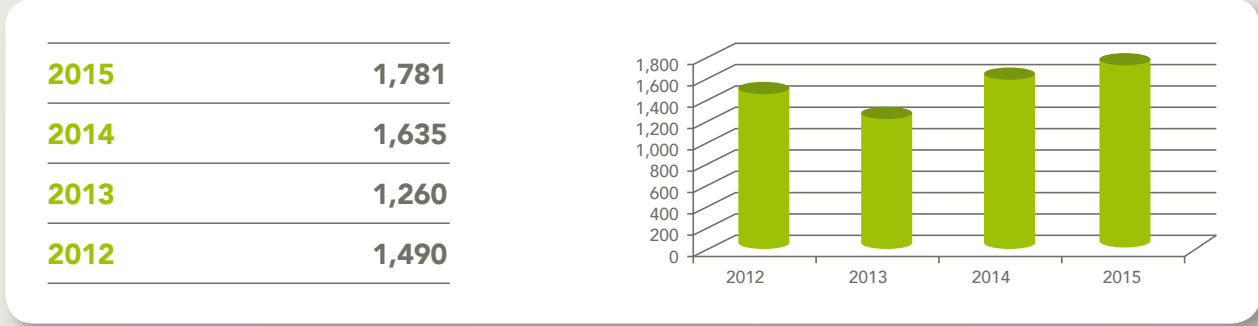


FINANCIALS ILSA S.p.A.

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)

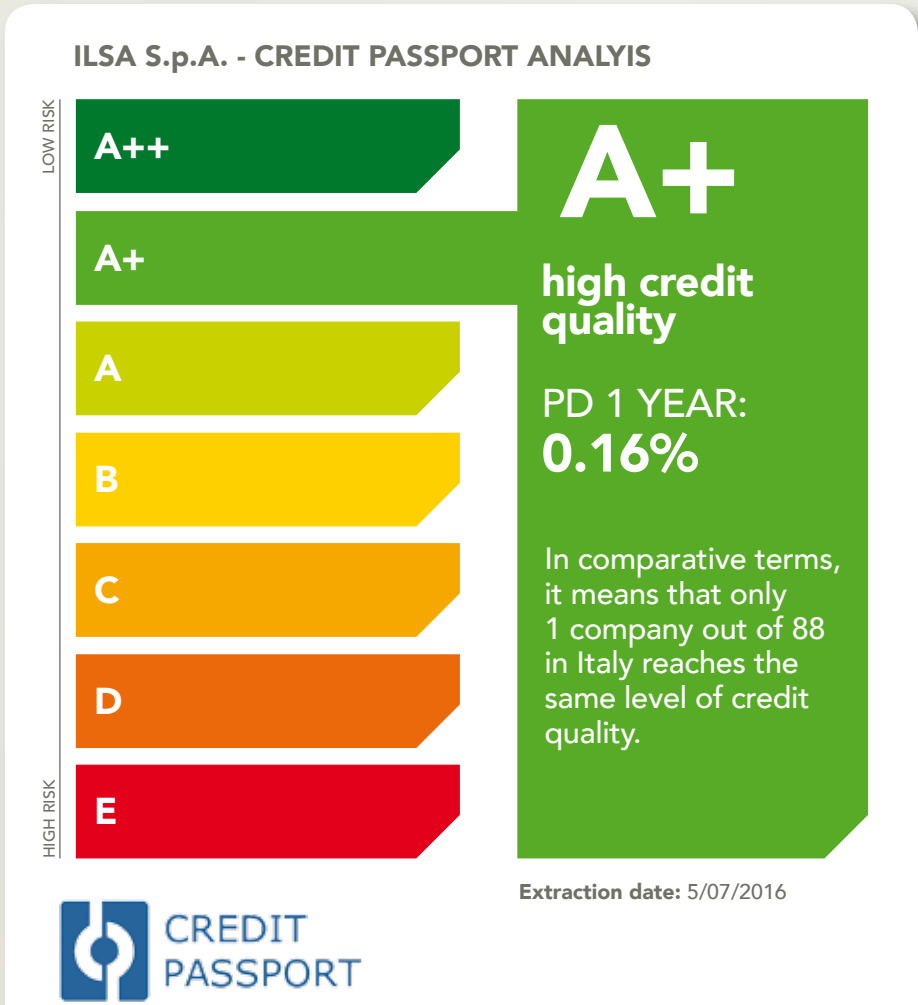
	2012	2013	2014	2015
ILSA MEDITERRANEO S.p.A.	1,488,000	2,640,000	2,275,000	2,549,080
ILSA BRASIL Ltda	2,443,000	2,167,000	2,228,000	2,413,061
ECR Ltda	431,468	498,087	667,350	784,990

Rating A+: maximum transparency with the financial system

The **Credit Passport**[®] Report indicates the ability of a company to perform its financial obligations in the six months following the preparation of the Report.

Credit Passport[®] is the result of advanced mathematical models, including RiskCalc from Moody's Analytics, and the constant search by the analysts at Credit Data Research.

The models take financial input data from the filed balance sheet and behavioural data from the Banca d'Italia's Centrale Rischio (CCR), the most complete and updated source of credit information supplied by the banking system.



*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.



8.5

**MILLION EUROS
IN RESEARCH AND
DEVELOPMENT FOR THE
BIOSTIMULATION**

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

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

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.

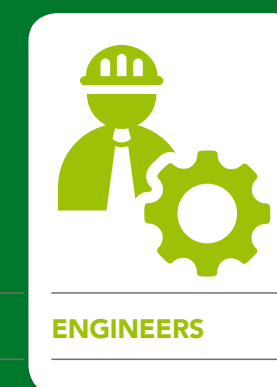
ILSA has equipped itself with these skills and has developed for years its research projects by applying a multidisciplinary approach with the aim of producing continuous innovation.

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.

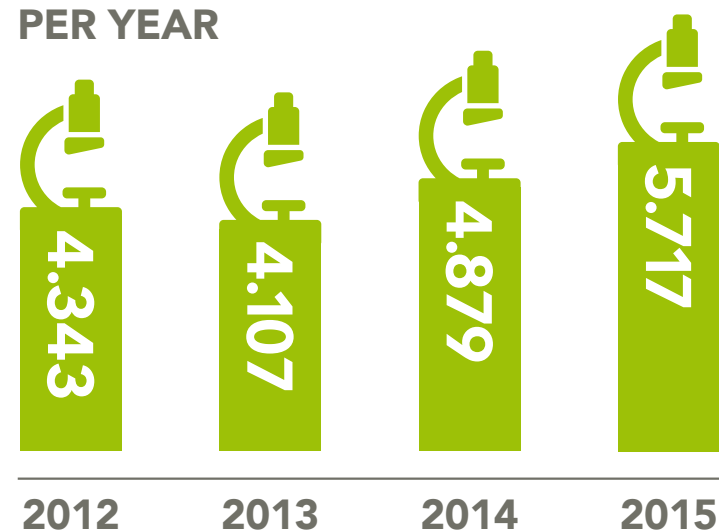
Skills



CREDIBILITY IS GAINED WITH FACTS

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

NUMBER OF ANALYSIS PER YEAR



*ILSA laboratory
accredited by ACCREDIA
UNI EN/ISO 17025.*



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.



*Unique systems and
production processes.*



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.*

“Made in Italy” represents the ability of Italian companies to produce quality, innovation and culture that are appreciated throughout the world. Our company puts all its ability, all its passion and all its sensitivity into every product with the aim of transferring its values everywhere.



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
(2009-2016)



16
NUMBER OF
ENVIRONMENTAL
IMPACT
CATEGORIES

VALUED ON THE ENVIRONMENTAL
FOOTPRINT STUDY PEF/OEF

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.

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.

Encouraged by these results, ILSA is holding a strong knowledge instrument for its environmental performance, for its improvement points and the reduction of its impact in order to strengthen its "green reputation".



ILSA gained Federchimica's **Product Stewardship Award 2014** thanks to the organization and product Carbon Footprint analysis.



CERTIFICATION

*Quality, environment, energy,
health and safety at work.*

ILSA management systems

The management systems and improvement programs in which ILSA is involved are:

- **The ICQRF - Institute for the Quality Control and Fraud Repression**, the high quality brand released by **Certiquality** through **Assofertilizzanti**: a voluntary agreement for verification by an independent body of the quality of products.
- **The Energy Management System** according to **UNI EN 16001:2009**: in 2010, ILSA was the first Italian SME to adopt such a management system, subsequently updated to **UNI EN ISO 50001:2011**.
- **The Management System for Environmental Aspects**, following the requirements of **UNI EN ISO 14001:2004**: the company has adhered to such a system since 2006.
- **The "Responsible Care" World Programme of the chemical industry**: in 2004, ILSA adhered to this programme which calls for continuous performance improvement at the level of the environment and health and safety at work; in 2014, the company had itself verified by a third party to show that its operations were compliant with the programme.
- **The Quality Management System** according to **UNI EN ISO 9001:2008** to which the company has adhered since 2003 with the goal of continuous improvement.

- 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.

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.



PRODUCTION PLANTS



2.5

**MILLIONS LITERS OF
LIQUID PRODUCTS**

TOTAL PRODUCTIVE CAPACITY PER YEAR



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.

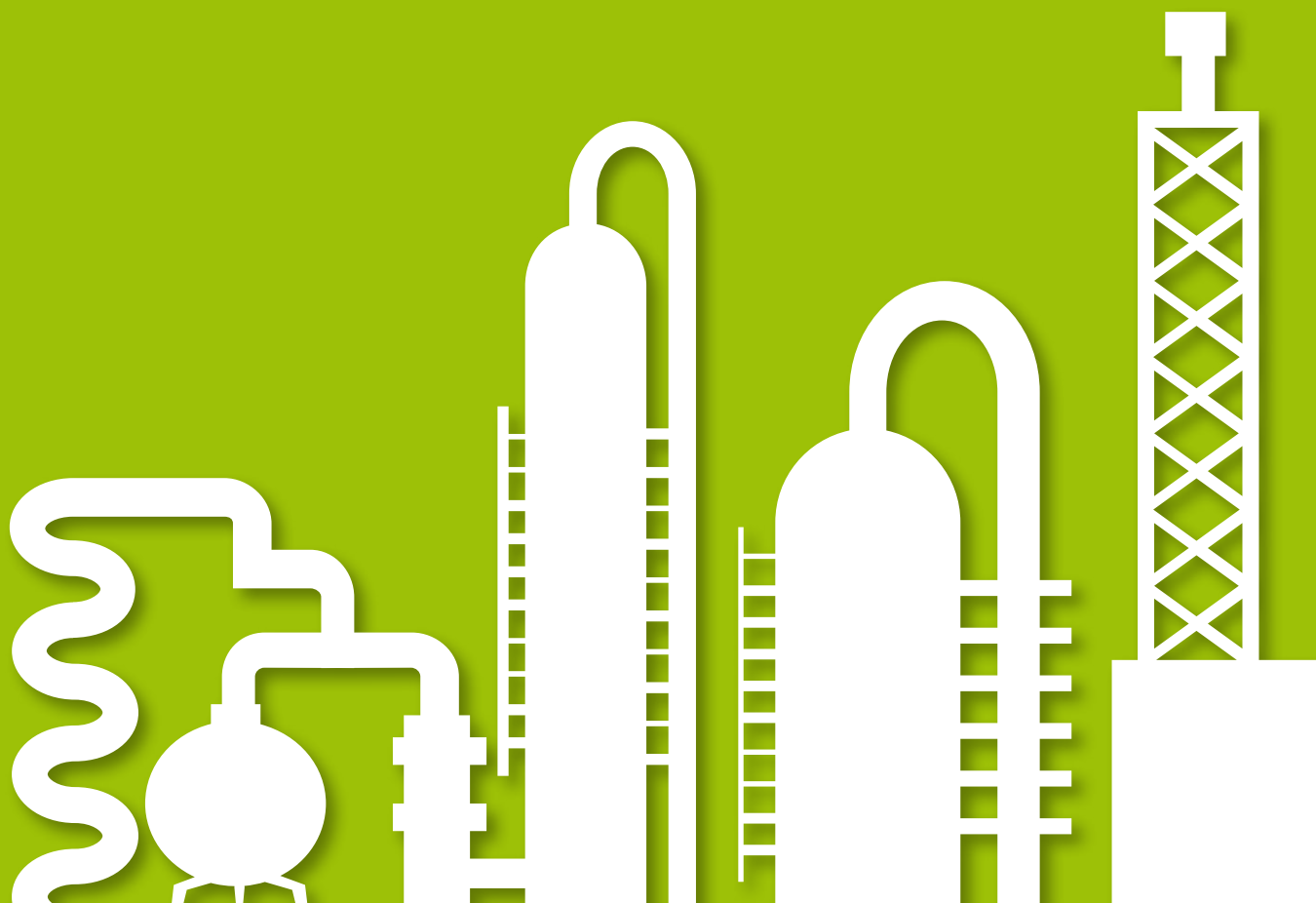


ILSA BRASIL Ltda *Portao (Porto Alegre)*

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.

UNIQUE PRODUCTION PROCESSES

The lever of proprietary technologies.



ILSA's production processes.

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 (Supercritical 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.

What is meant by hydrolysis?

As the word itself implies, hydrolysis is the physiochemical process that involves breaking of a chemical bond through the effect of water; it can be thermal, chemical or enzymatic.





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 automa-

tically 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.

GELAMIN® is characterised by its high biostimulant, complexing and carrier properties.





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

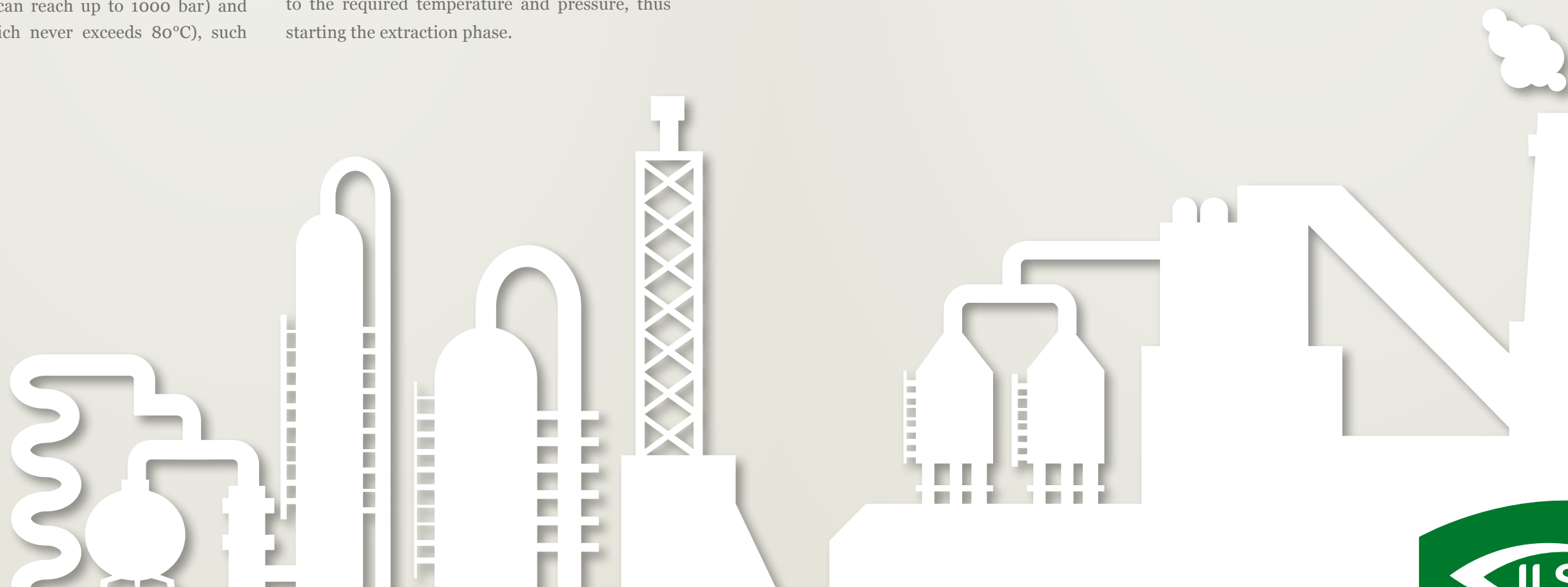
materials and does not require the use of organic solvents.

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



*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".



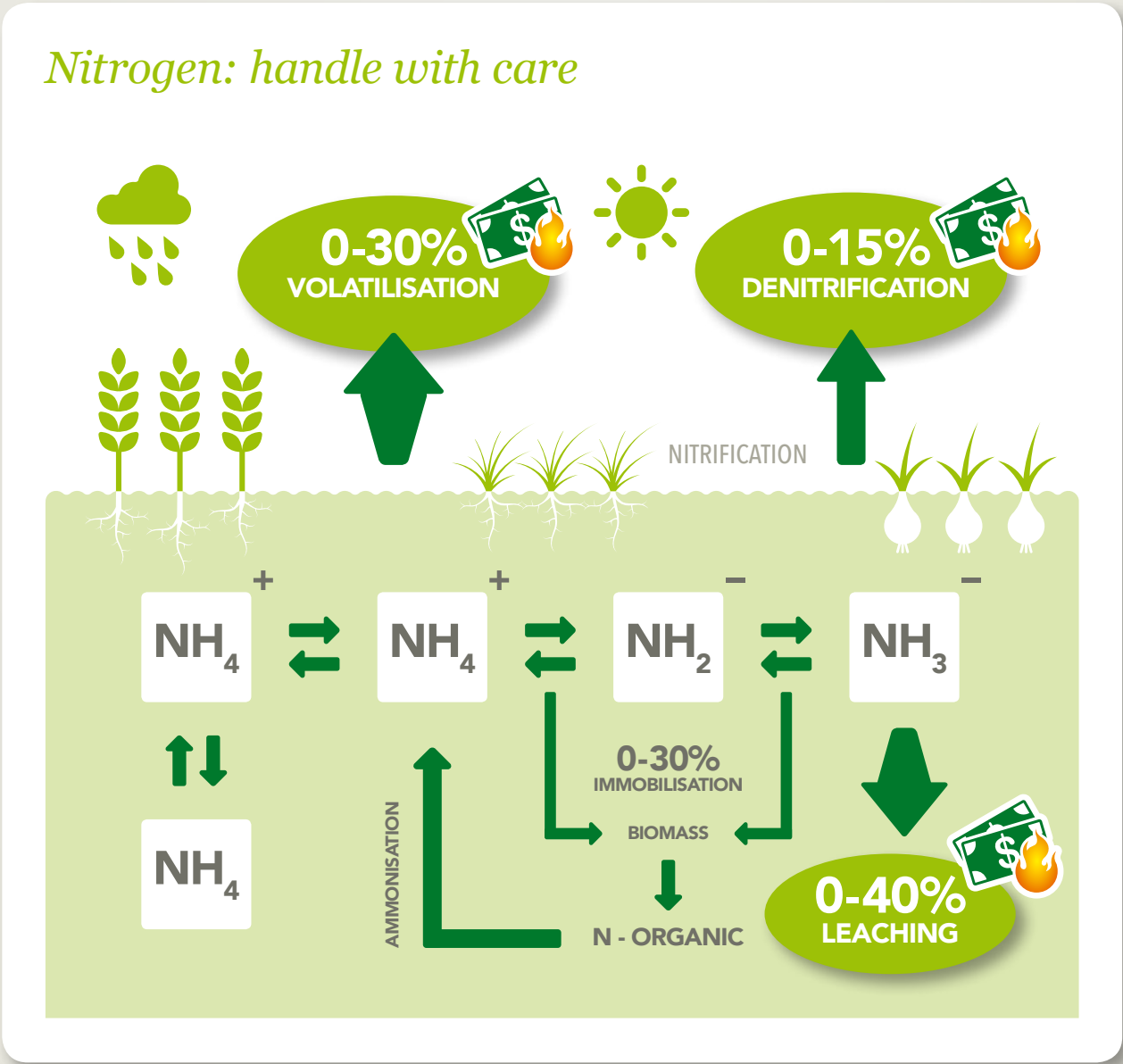
BIOSTIMULANTS

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

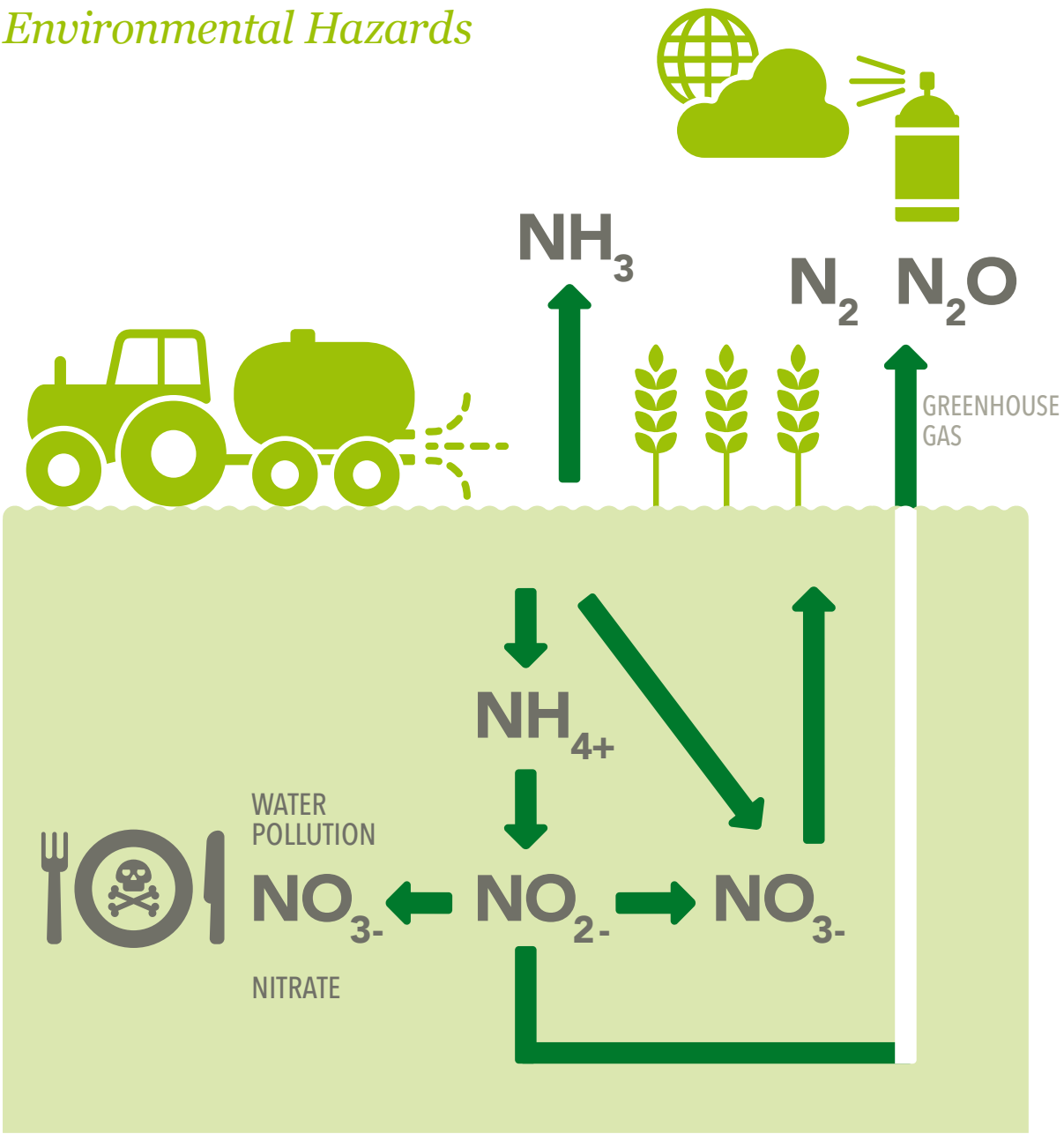
HIGHLY EFFICIENT ORGANIC NITROGEN

The fate of nitrogen generated with conventional fertilizers

AGROGEL®-based products guarantee a modulated supply of nutrients according to the natural demand of crops and without any dispersion and loss of nitrogen in the environment, which happens with conventional fertilizers. This represents a clear advantage for both the environment and farmers' pockets. The images show that it is necessary to know the nitrogen life cycle to become aware of the consequences of its release in the environment.



Environmental Hazards



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*

AGROGEL®

gelatine for agricultural use

BIO



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®).



FERT

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®).

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®

fluid gelatine for agricultural use

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.



ILSACTIGREEN: AGROGEL® AND GELAMIN® TOGETHER

ILSACTIGREEN is the result of extensive research carried out with the objective of producing fertilizers capable of acting simultaneously on the primary and secondary metabolism of plants.

Low doses for localised distribution with both precision and gravitational machines.

Granulation, which occurs at low temperatures and without added acids, makes it possible to preserve the chemical characteristics of the component substances of the product, thus avoiding denaturing of the proteins produced by the AGROGEL® and GELAMIN® matrices.

Advantages of the integrated action of AGROGEL® and GELAMIN®

- High efficiency starter action of nitrogen and phosphorus
- Long persistence of nutrients' action with no loss
- Stimulation of growth of root systems most active towards the nutrients in the soil
- Reduction in salinisation and soil compaction
- Usable at low doses and without waste



Ilsactigreen



ILSACTIGREEN is the only solid granular fertilizer containing organic nitrogen with transfer modulated by AGROGEL® and high molecular weight co-formulation, produced by enzymatic hydrolysis with verified (certified) biostimulant actions (GELAMIN®). The product's efficiency can be seen at very low dosages (30-40 kg/ha) with a stimulating action of both radical activity and microbiological fertility. The product is available in granular (1.5- 2.8 mm) and micro-granular (0.5-1.5 mm) form, the latter being suitable for precision farming.



VIRIDEM® PROGRAMME

*For years, ILSA has been engaged in 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.



Through the VIRIDEM® programme, ILSA embraces the philosophy of creating products for plants, starting from the plants themselves.

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



VIRIDEM[®] IN 12 STEPS



STUDY AND ANALYSIS



1

IDENTIFICATION
OF THE PLANT MATRIX



2

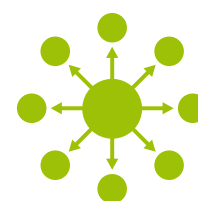
IDENTIFICATION
OF THE COMPOUNDS
(TARGET SUBSTANCES)



3

IDENTIFICATION OF
THE PHASES OF THE
PHENOLOGICAL CYCLE
IN WHICH THE PLANT
PRODUCES MOST
COMPOUNDS (TARGET
SUBSTANCES)

DEVELOPMENT



4

CHEMICAL-PHYSICAL
CHARACTERISATION
OF THE MATRIX AND
SUBSTANCES



5

ADJUSTMENT OF
THE PARAMETERS OF
THE MOST EFFICIENT
AND EFFECTIVE
PRODUCTION PROCESS
FOR PRESERVING THE
INTEGRITY OF THE
COMPOUNDS (TARGET
SUBSTANCES)



6

LABORATORY TESTING
AND CHARACTERISATION
OF THE PROTOTYPE



7

TESTING IN
GROWTH CHAMBER

IMPLEMENTATION AND LAUNCH



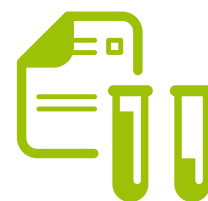
12

PRODUCT PACKAGING
AND LAUNCH



11

APPROVAL OF LAUNCH
PLAN AND INDUSTRIAL
START-UP



10

IDENTIFICATION OF THE
EFFECTS, DOSES AND
BENEFITS OF THE FINAL
PRODUCT



9

TESTING
IN THE OPEN FIELD



8

TESTING IN A
CONTROLLED
ENVIRONMENT OR
GREENHOUSE



FROM VIRIDEM® THE EXCELLENCE OF PLANT-BASED BIOSTIMULANTS

It is estimated that in the world at least 30% of production is lost because of environmental stresses to which plants are subjected.

Adverse conditions limiting the quantity and quality of agricultural production.

ILSA has launched a line of products with a specific action that are completely natural, very effective and made with lowest environmental impact technologies.

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.



*Always by the side
of our clients.*

ILSA IN THE WORLD

An international organisation



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



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

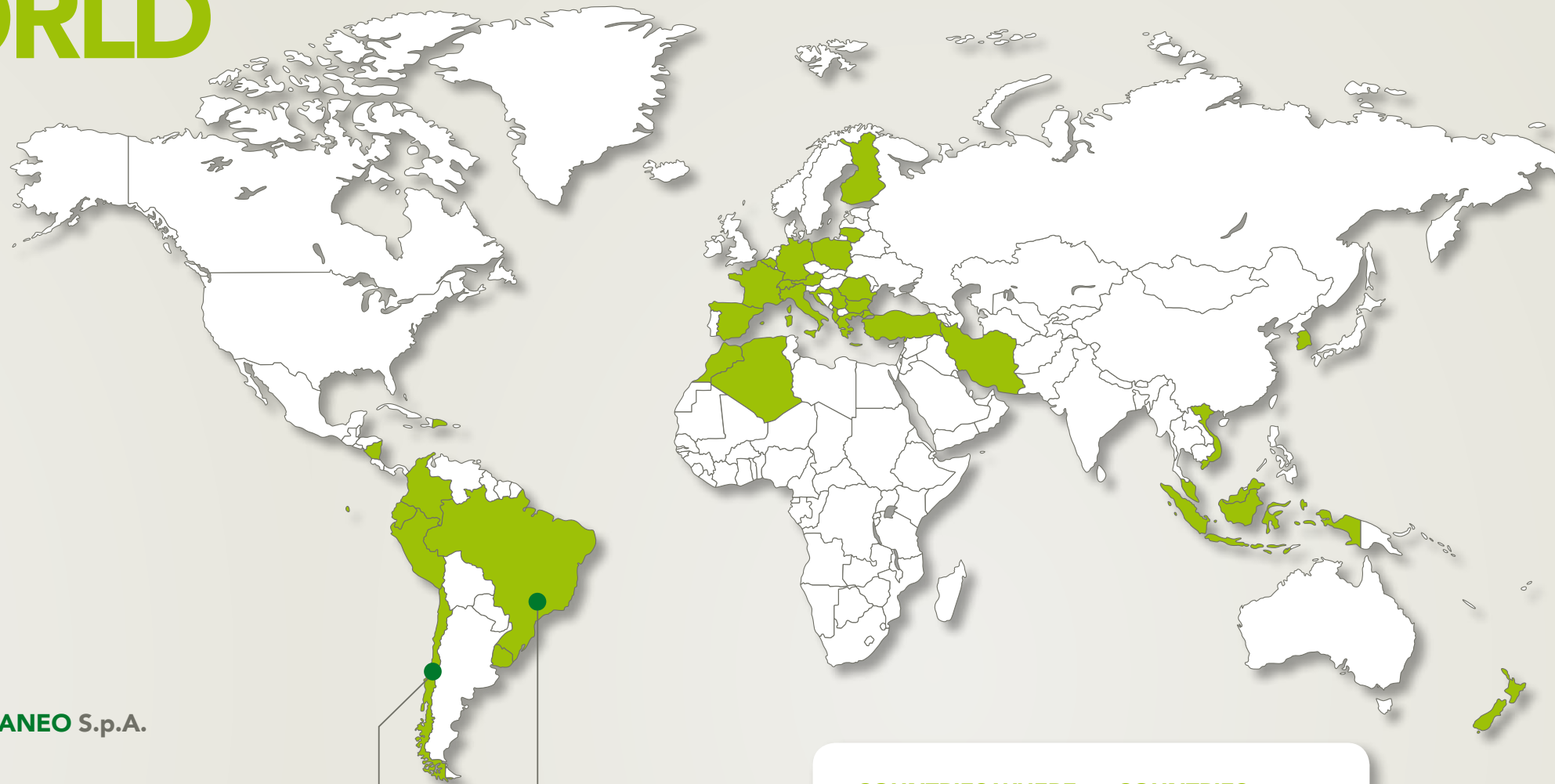
Commercial policy

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.



3
ILSA
BRASIL Ltda
PORTAO
(PORTO ALEGRE)



4
ECR
Ltda
SANTIAGO DEL CILE

COUNTRIES WHERE ILSA SELLS ITS OWN TRADEMARK

ITALY
ALBANIA
ALGERIA
AUSTRIA
BRAZIL
BELGIUM
BULGARIA
CHILE
CYPRUS
COLOMBIA
COSTARICA
CROATIA
ECUADOR
FRANCE
FINLAND
GERMANY
GREECE
SOUTH KOREA
IRAN
LITHUANIA
MOROCCO
PERU
POLAND
DOMINICAN REPUBLIC
ROMANIA
SWITZERLAND
SERBIA
SPAIN
TURKEY
URUGUAY
VIETNAM

COUNTRIES WHERE ILSA SELLS UNDER OTHER TRADEMARKS

ITALY
BRAZIL
COSTARICA
ECUADOR
FRANCE
GERMANY
INDONESIA
MALAYSIA
NEW ZEALAND
PERU
DOMINICAN REPUBLIC
VIETNAM



ILSA IN NUMBERS



Sales

4

COMMERCIAL SOCIETIES

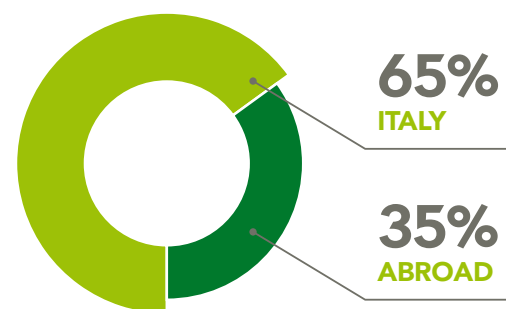
ILSA S.P.A.
ILSA MEDITERRANEO S.P.A.
ILSA BRASIL LTDA
ECR LTDA



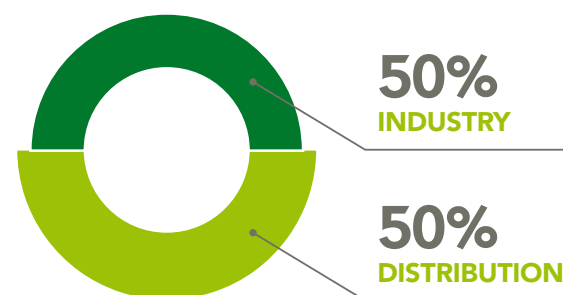
>1,500
CLIENTS

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 (2011-2014):

ITALY

25

ABROAD

35



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
(2011-2014):**

**ITALY
48**

**ABROAD
40**



**AVERAGE
PARTICIPANTS PER
YEAR (2011-2014):**

**ITALY
1,900**

**ABROAD
1,540**

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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Fax +39 0444 456864

www.ilsagroup.com

MADE IN ITALY

