



# Group Presentation 2019

# ABOUT US

**We are one of Europe's leading company for research and transformations of bentonites into high added-value ideas and solutions.**

Our main strength and capabilities are control of raw materials, process technology, production localization around the world, product applicative expertise, integrated with a customer oriented approach and logistic services.



## OUR PHILOSOPHY

We are committed to providing our collaborators with the tools and professional opportunities that will **secure continuity and economic stability** for them and their families into the future. We aim to achieve this by maintaining **a transparent company policy** focussing on the enhancement of diverse cultures, aptitudes and skills in a context of shared results.



## Innovation

We continuously carry out research and development into innovative solutions that can improve our customers' product performance in terms of quality and efficiency. That is why a large part of our annual profits are reinvested in the ongoing innovation of processes, products and services.



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## Sharing

We are fully committed to the sharing of our ethical values with a spirit of participation, involving all those who work with and for our company.



## Integrity

We strongly believe that real prospects for shared growth can only exist in a context where relations with our stakeholders are based on respect, trust and transparency.



# HISTORY

## The Beginnings (1930-1950)



**1933**

Ernesto Laviosa begins the production of foundry bentonites.



**1950**

Carlo Laviosa acquires a plant in Livorno and begins the production of micronized coal

## Company's Growth (1950-2000)



**1968**

Ernesto Laviosa begins the production of new bentonite and coal based products in the new plant of Galvani Street in Livorno



**1984**

Ernesto Laviosa acquires the plant in da Vinci Street in Livorno where he begins the production of cat litter and installs the GCL plant



**1992**

Giovanni Laviosa concentrates the cat litter production in Minersarda and founds the Laviosa Promasa for the transformation of bentonites for foundry



**1994**

Giovanni Laviosa transfer the organoclay plant in Livorno.

## The Internationalization Process (2000-today)



**2008**

Giovanni Laviosa starts the Laviosa Sanayi ve Ticaret and begins the production of industrial bentonites in Fatsa



**2009**

Giovanni Laviosa, together with the Koneru family, starts the Laviosa Trimex for the production of industrial bentonites in the Pundi plant



**2010**

Giovanni Laviosa starts the Laviosa MPC specialized in the production of bentonite based additives for tunnelling & drilling



**2016**

Giovanni Laviosa increases the shareholding in the Indian company to 100% and changes its name to Laviosa India.



**2018**

Giovanni Laviosa acquires 100% of the French Damolin Etrecthy specialized in Cat Litter



## KEY FIGURES



Headquarter  
Livorno, Italy



Consolidated Turnover  
79,2 Mio €



Yearly material processing  
300.000+ tons



Headcount  
280



Customers  
1.100+



Global presence  
80+ countries



Product classes  
50+



Product codes  
800+

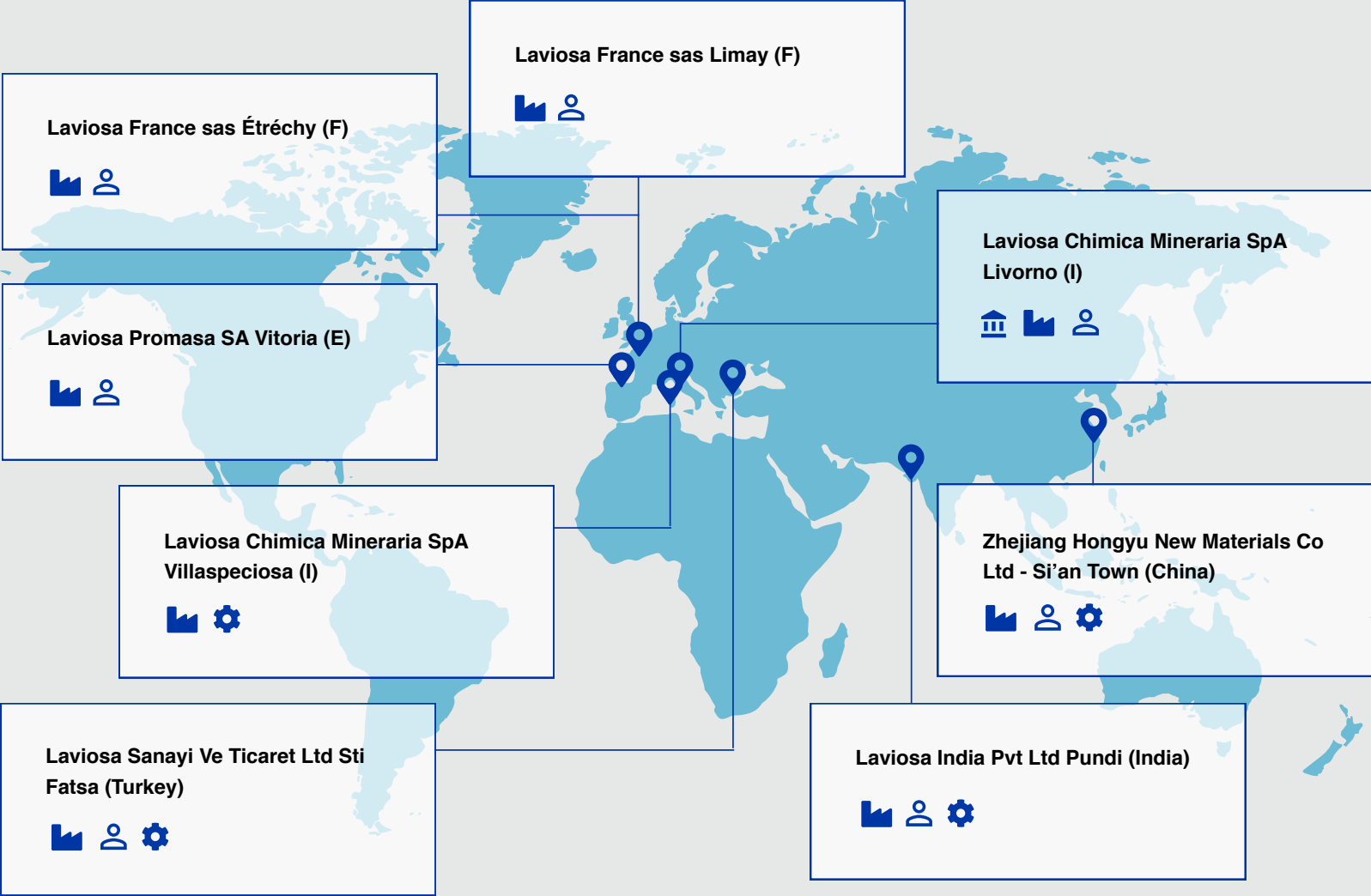
KEY FIGURES

 **Headquarter**

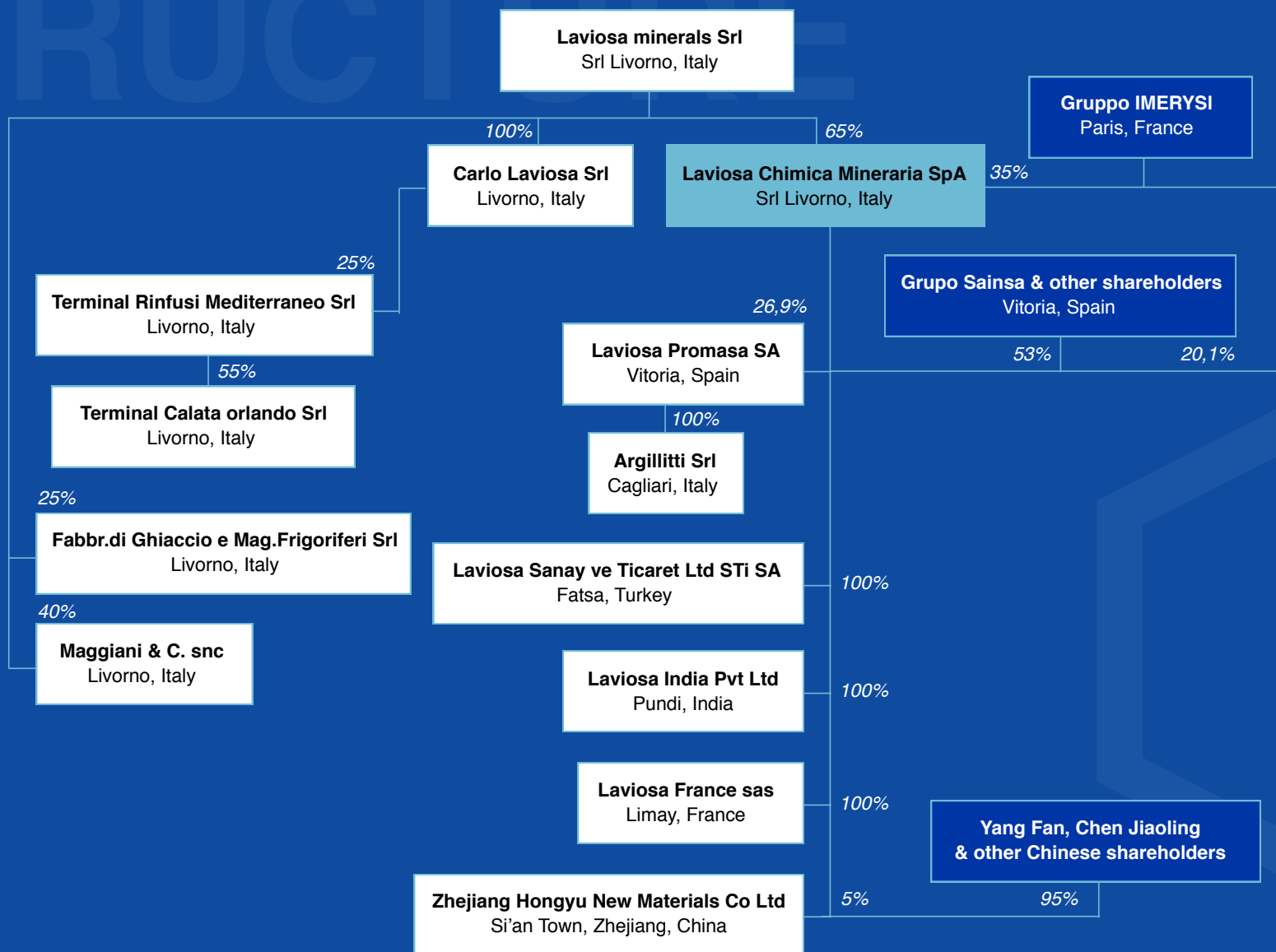
 **Plants**

 **Sales office**

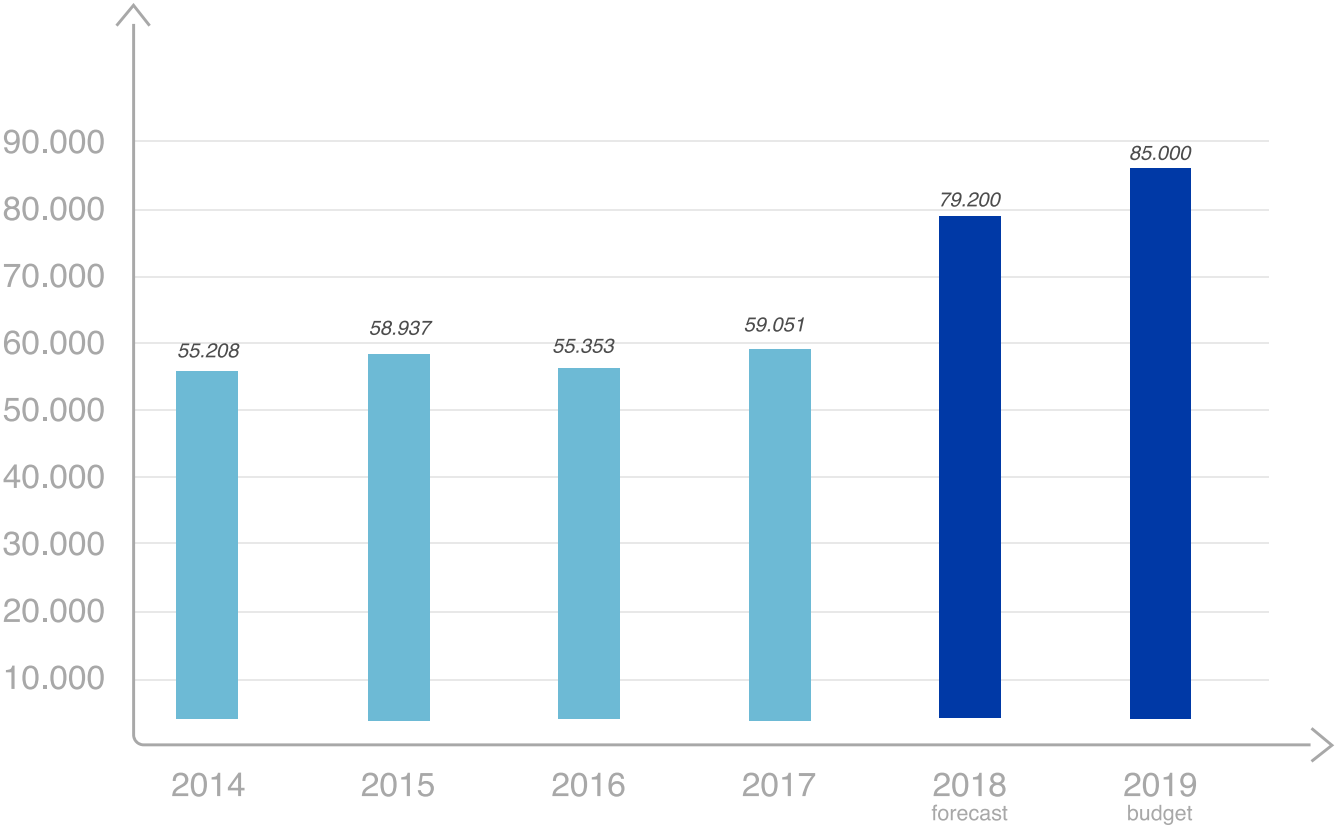
 **Mines**



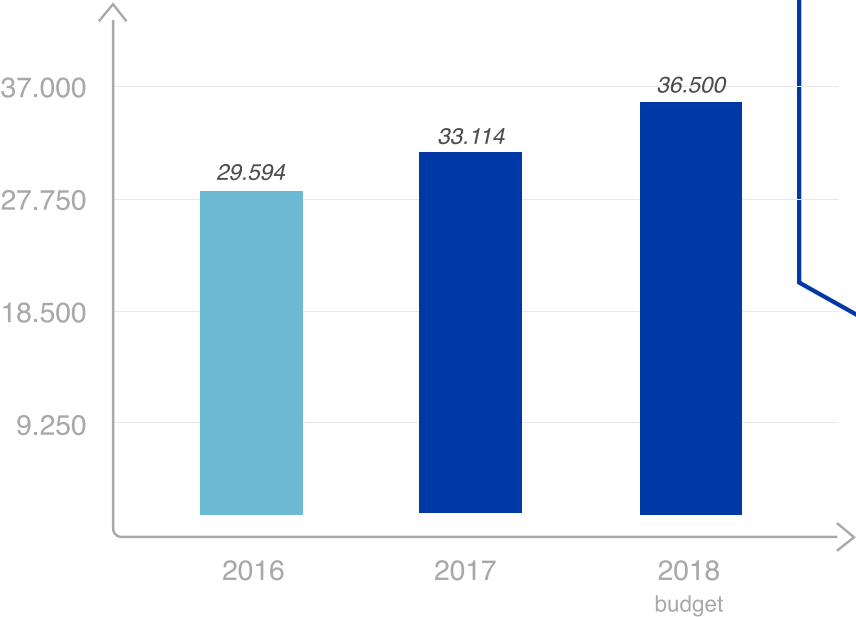
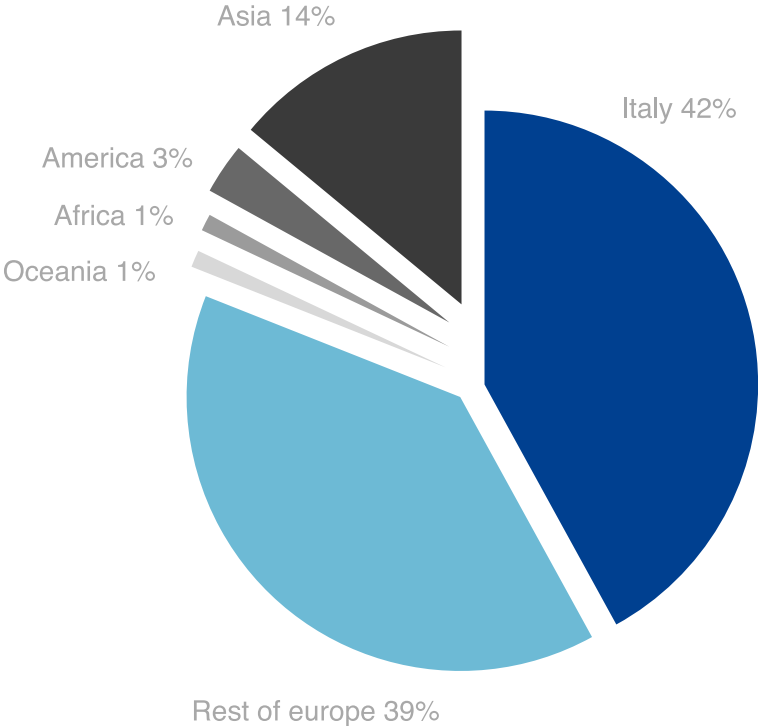




TOTAL CONSOLIDATED SALES (IN K€)



TOTAL CONSOLIDATED SALES (IN K€)





## RESEARCH & DEVELOPMENT

### Structure & Organization



#### Quality System & Procedures Management

guarantees production of the documentation to support the definition of procedures for the most important company processes and their flows.



#### Raw Material Product and Processing management

is an activity related to the scouting of new raw materials and their processing and adaptation to the specific applications.



#### Product Management

consists of a group of technical experts in the product ranges who are fully familiar with product applications and their designated markets.



#### Prospecting for new Raw Materials

strategic activity for the company, which aims to guarantee the reliability and uniqueness of its product range.



#### Quality control management

Our product is traced, step by step from the mine to the end user with each step being carefully checked against standards and specifications.



## MINING

We are securing our **bentonite reserves worldwide**: Sardinia, Turkey, India and France, are our own mining locations close to our industrial operations. Mining requires long term vision and planning to guarantee the raw materials qualities and volumes requested by the customer and markets served today and long term.

For this reason the company continuously invest in new explorations, drillings, quality and quality assessment of new and existing reserves to **secure 100%** of our current and future **raw material needs** for the **next 15 years**.



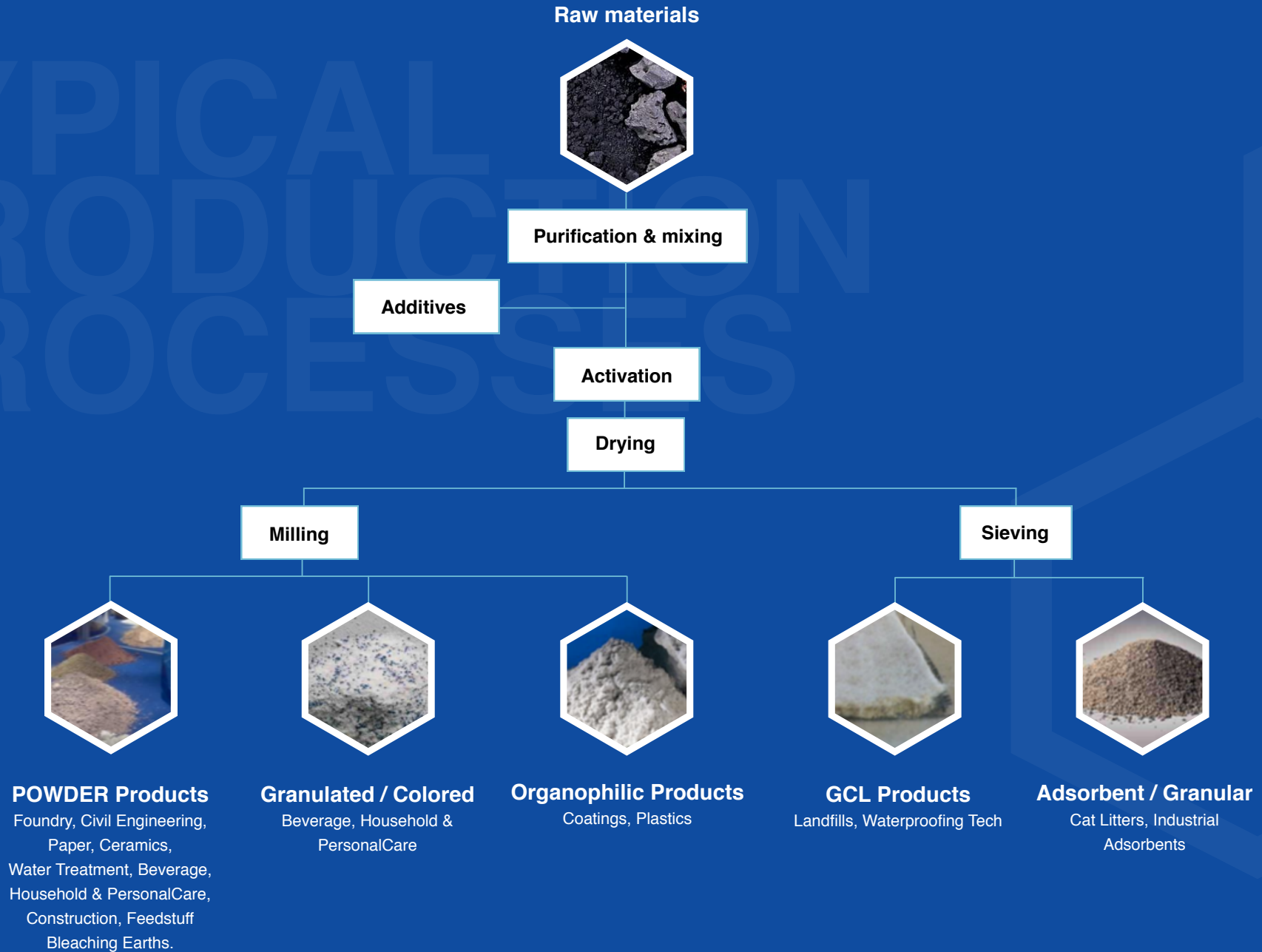
**Santa Maria III Mine** During mining operations



**Santa Maria III Mine** During restoration

Mining operation is always done by experts in the respect of the applicable laws, environmental and stakeholders respect. Appropriate land restoration is secured by scrupulous and meticulous operations both before and after extraction.







## Performance Additives



Household & Personal Care



Waste Water Treatment



Fats and Oil Bleaching



Beverage



Ceramic



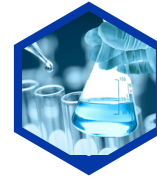
Tannery



Paper



Animal Feed & Agriculture



Other Industrial Additives

## Foundry



Bentonites and Additives for Green and Shell moulding.

## Coatings & Plastics



Rheological Additives for Solvent and Water Coatings

## Lining & Waterproofing Technologies

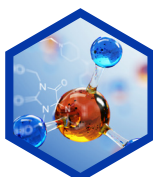


Geosynthetic Clay Liners for environmental protection and construction waterproofing

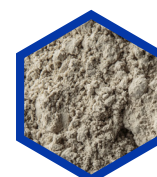
## Cat Litters



Clumping and Adsorbent Cat Litters, Accessories and Pet Care products



Nanoclays for Nanocomposites



Bentonite for absorbing hydrocarbons



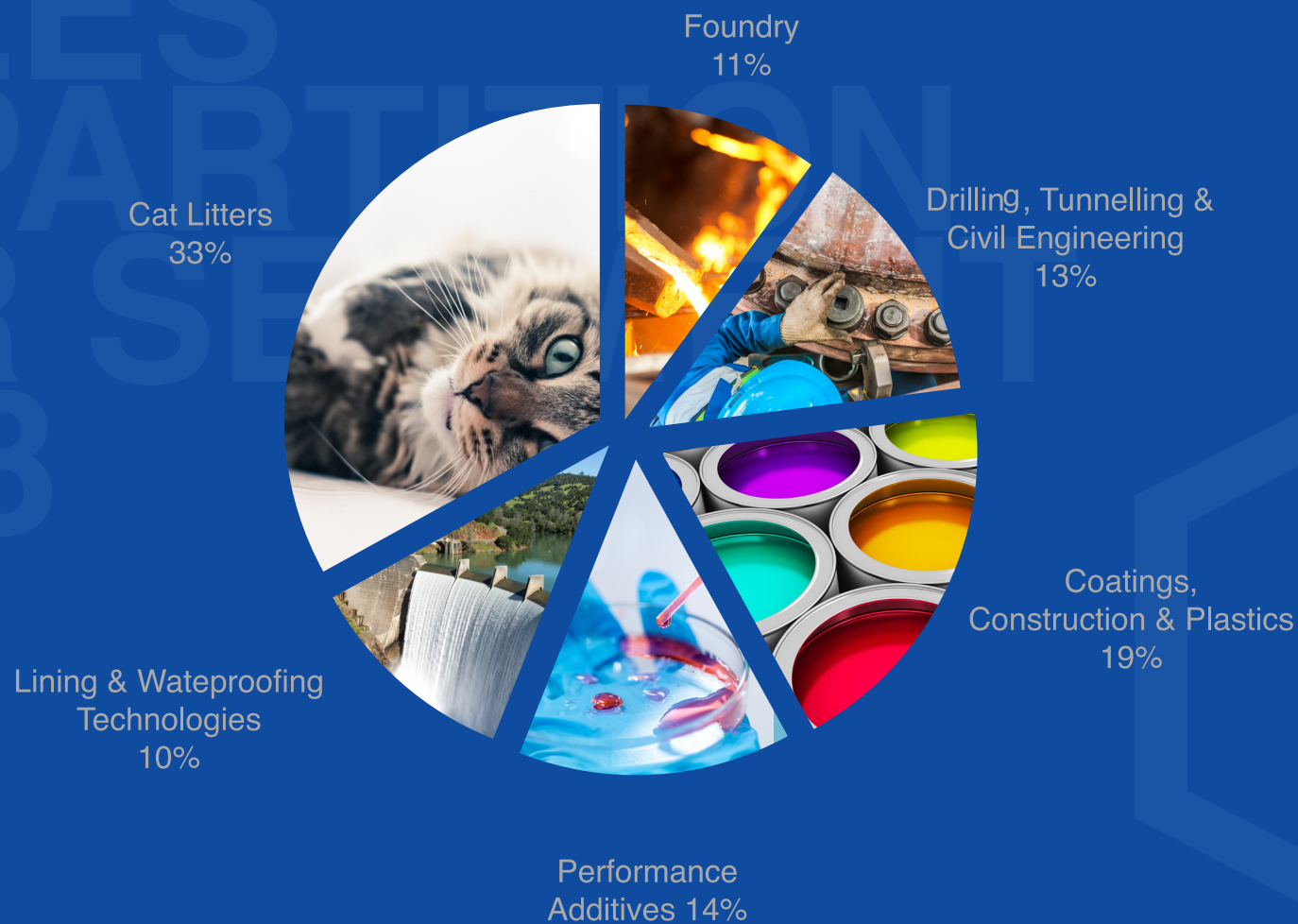
Construction

## Drilling, Tunneling & C.E.



Products for Foundations, Vertical and Horizontal Drilling, Tunnelling, deviated Wells and Groutings

# SALES REPARTITION PER SECTOR 2018




FOUNDRY

Steel  
Cast Iron Non-ferrous  
Foundries

Applications	Product Description	Main Brands
Green moulding process	Green moulding process	Bentocol®
	Bentonite and coal dust mix	Premix
	Ready to use sand	Sandbond
	Starch	Pretap
Shell moulding process	Precoated sand	Precoated Sand LH
Resin-sand casting process	Chromite sand	Cromite LCM
	Silica sand	Silicatec
	Olivine Sand	Olivina LCM
Recarburazing	Granular coke and graphite	Graphicol
Slag removal	Granular perlite	Licopodio
Product Solutions	Releasing agent	Cromite LCM
	Graphites	Amorphous 70C Silver 90C
	Sealing stripes	Ital Seal



COATINGS, CONSTRUCTION AND PLASTICS

	Applications	Product Description	Main Brands
Rheological Additives	Solvent Borne Coatings	Waxes	
		Organoclays	
	Shell moulding process	Precoated sand	Precoated Sand LH
	Water Borne Coatings	Purified Bentonite	Laviothix®
Nanocomposites	Construction		Laviokoll®
	Cable & wires	Nanoclays	Dellite®
	Tyres		
	Packaging		

## DRILLING, TUNNELLING & CIVIL ENGINEERING

	Applications	Product Description	Main Brands
Special Foundations	Cut off Walls Barrettes Drilled piles & Micropiles Diaphragms Walls	Bentonite Polymers Plugging agents	<b>Bentosund®</b> <b>Fluidstop®</b> <b>Vinilmud®</b> <b>Geostop®</b> <b>Laviostop®</b> <b>Laviodis®</b> <b>Termoplast®</b>
Horizontal drilling and Tunnelling	Tunnelling Microtunneling HDD	Bentonite Polymers Chemicals Plugging agents	
Vertical drilling and Deviated Wells	Oil & Gas and Deep Geothermal Drilling Water Well Drilling Mineral Exploration	Bentonite Polymers Chemicals Plugging agents	
Grouting	Backfill Grouting Grouting for Geothermal Probes Earthing Compound Grouting for Screeds	Polymers Baryte Bentonite Grouting Mix	

**LINING AND WATERPROOFING TECHNOLOGIES**

	Applications	Product Description	Main Brands
Environment	Landfills and Mining	GCL	Modulo Geobent®
	Transportation		
	Hydraulics	Sealing bentonites	Laviobent
Buildings	Construction Waterproofing	GCL	Edilmodulo®
		Sealing bentonites	Laviobent
		Sealing paste	Laviomastic
		Waterstop	Lavioseal®
Absorbents	Pollution control	Bentonites	Adsorb®

## PERFORMANCE ADDITIVES

	Applications	Product Description	Main Brands
Household & Personal Care	Powder detergents Liquid / creamy formulation	White & colored speckles bentonite	Detercol® Detersoft® Detercal® Laviothix®
Beverage	Wine Fruit Juice	Powder and granulated bentonite	Enobent® Spherobent®
Paper	Retention Pitch control	Powder bentonite	Laviofloc® Papercol® Laviopur®
Waste Water Treatment	Waste water treatment	Powder bentonite Bentonite based compounds	Laviopur®
Ceramics	Bodies Glazes	White powder bentonite	Laviothix® AGB®
Animal feed & Agriculture	Feedstuff Agriculture	Powder / granular bentonite	Globalfeed® AGB®
Miscellaneous	Fats and Oil Bleaching Tannery Bituminous Solutions	Powder bentonite	KristalKlear® AGB® Laviothix®

CAT LITTERS, ACCESSORIES & PET CARE

Products	Type of Product	Material	Brands
Bentonite Litters	White Clumping Clumping Micro Clumping Standard	Bentonite	Lindocat® SignorGatto®
Bentonite Litters	Premium Standard Standard for rodents & reptiles	Sepiolite Urasite	
Absorbent Litters	Light Biodegradable Hygienic Sand	Silica Gel Wood Pellet & Recycled Paper Marine Grit	
Accessories & Pet Care Products	Litter Deodorant Cleansing Wipes Absorbent Mats		Lindocat®



## MANAGEMENT SYSTEMS & CERTIFICATIONS

	Certificate	Companies / product families	First issue date
	UNI EN ISO 9001:2008	Laviosa Chimica Mineraria SpA	2000
	UNI EN ISO 14001:2004	Santa Maria III mine (Sardinia)	2006
	SA 8000:2008 Social Accountability	Laviosa Chimica Mineraria SpA	2006
	CE product certification	Geosynthetics Clay Barriers range	2007
	Administrative Responsibility L.231	Laviosa Chimica Mineraria SpA	2008
	SEDEX	Cat Litter	2010
	HACCP	Bentonite for beverage treatments	2011
	FAMI-QS	Bentonites as feed additive	2012
	rodents	rodents	rodents
	Customs Certification	Laviosa Chimica Mineraria SpA	2011
	White List Participation Release L170/2012-A-III	Laviosa Chimica Mineraria SpA	2015

# Enjoy our websites!



[www.laviosa.com](http://www.laviosa.com)



[www.lindocat.it](http://www.lindocat.it)



[www.signorgatto.it](http://www.signorgatto.it)



# Thank you for your attention