



**SIPCAM OXON**  
supporting agriculture



Trusted  
group

**We have solid roots in Italy  
and a global presence**

- 02 The world is our home
- 03 Supporting farmers  
since 1946
- 05 Our key statistics

Sustainable  
innovation

**We combine technology  
and creativity for the farmers  
of today and tomorrow**

- 06 Multinational cooperation
- 08 A range of innovative  
solutions

Safe  
production

**We create tailor-made  
products, preparing  
the ground for the future**

- 09 Digitisation of processes  
to ensure comprehensive  
compliance
- 11 Our expertise



# The world is our home

● Countries with  
branches/partnerships

● Countries with  
distributors

● Headquarter  
in Milan



## Sipcam direct distribution network

### Americas

Sipcam Agro Usa

Sipcam Mexico

Sipcam Nichino Brazil

Oxon Brasil Defensivos

Agrícolas

Sipcam Argentina

Sipcam Paraguay

Sipcam Chile

Sipcam Oxon Cuba

Sipcam Agro Solutions

### Africa

Sipcam Inagra Maroc

Sipcam Inagra Egypt

Sipcam Inagra Algeria

Sipcam Oxon SpA – South Africa

### Europe

Sipcam Benelux

Sipcam Hellas

Sipcam Iberia

Sipcam Inagra

Sipcam Oxon

Sipcam Italia

Sipcam Portugal

Sipcam UK

Sipcam Rus

Sofbey

### Asia and Oceania

Sipcam Agro China

Sipcam Japan

Sipcam East Asia

Sipcam Pacific Australia

## 9 production sites

**1** for chemical synthesis,  
in Italy

**5** formulation sites, in Italy,  
Spain, US, Brazil and  
Australia

**1** for seed processing,  
in Italy

**2** synthesis and formulation  
sites, belonging to the joint  
ventures





## Supporting farmers since 1946

We contribute to satisfying the planet's increasing food needs, supporting farmers to grow crops in an efficient and environmentally friendly way, through sustainable and innovative solutions.

**We have been working side by side with farmers for over 70 years to help them in addressing the challenges of the future.** And we have increased collaboration even more today in a global context where population growth, increasing demand for food, sustainability and productivity are the major issues our planet is facing.

**Our story began in 1946**, when Emilio Gagliardini, alongside Professor Baldo Ciocca, founded **Sipcam**, a company

specialising in the production and marketing of agricultural chemicals. **Oxon was established in 1970** out of a desire to produce our active ingredients in-house with proprietary technology. In **2018**, the two parent companies merged into one company to create what is now **Sipcam Oxon**.

### Roots in Italy and a global outlook

To this day, the founders' successors, together with a group of expert managers, keep the company running smoothly. Led by

# Trusted group

President Nadia Gagliardini, Vice-President Francesco Ciocca and Managing Director Giovanni Affaba, we combine the values, passion and skills of an **independent family business** with the ambition and resilience of a **multinational company** that is **one of the world's leading players in the sector**.

Our roots are in **Italy**, where a variety of crops are grown, ranging from intensive to specialty farming. This allows us to develop, test and market a broad portfolio of plant protection and nutritional solutions. We have four locations in Italy, including three production plants and our head office in Milan.

We also have a **worldwide presence** with factories, sales subsidiaries and joint ventures.

So that we can seize the opportunities offered by the market and make the most of them, we promote **partnerships** and **collaboration** with companies and stakeholders, **both locally and internationally**.

## Creativity and innovation

Our Group's strong industrial roots allow us to offer a wide range of products and services. We synthesise active ingredients and develop new formulations that are effective, sustainable and innovative.

Our industrial processes are certified, sustainable, and reflect our ability to make quality products to the highest international standards.

## From laboratory to field

The innovation that sets our solutions apart comes from our **synthesis and formulation laboratories**, which work closely with our **regulatory team**, who are responsible for preparing and regularly updating registration dossiers.

We follow the entire scale-up phase and can count on an **integrated supply chain** covering all stages of development, production and market placement of our products and those of our customers.

## We protect farmers, consumers and the environment

We are **members of the main national and international industry associations**. We promote and strictly adhere to the guidelines of the **Responsible Care** programme so

everything we do is designed to improve the health of workers, the safety of communities and protection of the environment.

“

**Nadia Gagliardini,**  
President

*Since 1946 we have been proud to stand by farmers all over the world with our work, which we do with a great deal of expertise, technique, passion and independence. At Sipcam Oxon we cultivate the values of freedom, dedication, discipline and innovation at all stages of our operations. As President and grandchild of one of the founders, I am inspired by these values every day and I try to hand them down to the new generations so they continue to form the basis for our future, to secure the stability of our company and to ensure that our customers receive quality, tailor-made solutions, typical of Italian excellence.*

”





# Our key statistics

31

Offices around the world, of which 22 are branches and 7 production plants.

1200

People working in our business, development, administrative offices and production plants.

40%

Overall growth recorded by the Group over the last 10 years.

500

Total number of trademarks sold around the world.



## Our history

1946

Sipcam (*'Società Italiana Prodotti Chimici per l'Agricoltura Milano'*) was established: a company specialising in the production and sale of agrochemicals.

1970

Oxon was established, with the aim of producing the chemical synthesis for a number of active ingredients in-house with property technology.

1974-2010

We opened facilities in Italy and abroad and developed our business in Europe, USA, Australia and China.

2011-2014

We developed a diversified portfolio adding biostimulants, specialty fertilisers and biorationals.

2016

We celebrated Sipcam's first 70 years.

2018

Sipcam merged with Oxon, creating the parent company, Sipcam Oxon.



## Multinational cooperation

Thanks to our innovative business model and international partnerships, we are consistently able to offer novel solutions. We boast a comprehensive product portfolio that supports farmers all over the world in the various stages of their work.

Our customers choose us for our **scientific, technical and creative approach.**

From our renowned active ingredients and molecules, we create original formulations that best meet farmers' needs as well as products designed to be effective at all latitudes.

Today, we specialise in the **synthesis and formulation of active ingredients** and offer our customers:

- **chemical intermediates**
- **crop protection products**
- **biological products**
- **biostimulants**
- **plant growth regulators**
- **fertilisers**

**We also process and supply seeds,** and in some markets we have adapted our expertise to offer solutions for the home and garden sector.

## Trust and synergy

This innovative capacity is the result of intuition; the intuition of founder Emilio Gagliardini, who in the 1960s saw Japan as a country to look to for new partners. That was a turning point.

For over half a century, partnerships with leading Japanese R&D companies have enabled us to diversify and add even more value to our product portfolio.

With **Sumitomo Corporation and Nihon Nohyaku joining the Sipcam Europe holding company** and **and with Sipcam Oxon joining Sumi Agro Ltd**, the synergies with Japanese companies have increased even more. Together we have expanded our commercial presence in Europe, South America and Australia.

## Know-how that makes the difference

An aptitude for innovation in agrotechnology and our ability to partner with other companies from the beginning has enabled us to become true **specialists in crop protection and nutrition**.

With the acquisition of **Sofbey**, a Swiss company in the field of **biostimulants**, we added new solutions to crop protection products. Thanks to our partnership with **Eden Research**, a British company specialising in **biological products**, we also offer our customers a special **innovative encapsulation technology**, ideal for protecting crops using a more targeted and biodiversity-friendly approach.

“



Giovanni Affaba

*Our Group has chosen to maintain its independence thanks to a model that integrates an entrepreneurial and a managerial presence. In 1970 we started an internationalisation process and decided to expand through self-financing instruments and bank loans, with the aim of building stability and strong prospects for the medium and long term.*

”

“



Paolo Brogi

*We revisit our products by observing them with new eyes: we customise them for new crops and targets, developing new formulations and blends, studying new production processes. Our goal is to grow in a sustainable way, with respect for corporate ethical values, safety of people, and the environment.*

”



# A range of innovative solutions

## Agrochemicals

We make products to protect and care for crops (herbicides, fungicides, insecticides).



## Biorational products

We develop products of biological origin to protect plants (microorganisms, semiochemicals and botanicals).



## Biostimulants

We develop solutions that stimulate natural plant processes to improve the absorption of nutrients, tolerance to abiotic stresses and crop quality.



## Fertilisers

We develop products, mainly of natural origin, that are able to nourish plants and nurture their growth, for better results.



## Growth regulators

We produce biologically active substances that can boost or inhibit specific plant physiological processes.



## Seeds

We are specialised in processing and supplying seeds, like cotton, soybean, corn, sunflower and pea.



## Chemical intermediates

We produce substances such as methanesulfonic acid and methanesulfonyl chloride for chemical companies, designed to be transformed into compounds through chemical processes.







Safe production

## Digitisation of processes to ensure comprehensive compliance

Our factories are increasingly interconnected because we strategically use data collection and analysis to ensure ongoing and efficient production.

Our sector is constantly evolving. In order to be increasingly competitive and better meet the needs of international markets, we remain faithful to the pioneering approach of our founders and are always finding new ways to inject innovation into our organisation and our portfolio of products and services.

Thanks to recent investments in **smart**

**production**, we control all stages of production remotely and in real time.

Our logistics organisation, from production to warehouses, uses **robotic technology** and is based on the **Warehouse Management System (WMS)**, which manages label storage in our **vertical warehouse** according to the latest available standards.

Our warehouses are equipped with **drive-in and shuttle shelving**, which is ideal for the bulk storage of the hundreds of items we handle at the same time and which are shipped to around 50 countries, and to every continent.



# Safe production

All incoming and outgoing raw materials, packaging, and pallets are managed using a barcode system to ensure that each batch is **fully traceable**.

## Tailor-made production for chemical companies

We have over 40 years of experience in testing continuous and batch processes for chemical synthesis. This is also how **we develop solutions based on the specific needs of our customers**, both in the agrochemical industry and in other chemical branches.

Experience is also a key ingredient of our **toll manufacturing strategy**.

Thanks to our organisation, **we are able to customise our production and logistics processes** to meet specific needs, for example by adopting the GTIN Code Printing System.

We provide our customers with specialised know-how and plant technology to ensure **fast and safe production**, in line with the regulatory requirements and production standards of each country.

## Safety first

However, there is one aspect that is truly fundamental to us: **safety**. This starts with the safety of **the environment of our staff**, who receive ongoing training to improve their skills.

Equally important is the safety of **our production processes**: the production areas for herbicides, insecticides and fungicides are separated in different buildings and carefully organised to prevent cross-contamination.

Our **quality laboratory** monitors the entire production process on a daily basis, checking for impurities in active ingredients and finished products, and checking for and preventing cross-contamination. It also works in contact with the **environmental laboratory** which monitors the effects of the factories' activities on the local area, examining waste water, quantifying emissions and carrying out abatement tests on new active ingredients.



Mezzana Bigli (Italy)



Jiangyin (China) - joint venture



Lodi (Italy)



Salerano sul Lambro (Italy)



Taixing (China) - joint venture



Uberaba (Brazil)



Sueca (Spain)





# Our expertise

1

## Synthesis and formulation

We manage active ingredients, we create new formulations, and we support our clients to develop both new and existing chemical compounds.

2

## Registrations

We control the entire regulatory process, from filing the initial registration request with the competent national authorities to preparing and updating dossiers, right through to the registration required to sell the products

3

## Production

After finalising the formula in the lab, we follow every step of the scale-up process to reach production. Our manufacturing units are completely separate in order to avoid any cases of cross-contamination.

4

## Quality control

We carry out careful analysis at every stage of the synthesis and production process, checking everything that enters and leaves our sites.

5

## Logistics

We efficiently manage material logistics and information flow, thanks to the robotisation and digitisation of our warehouses.

6

## Marketing and Commercial

We operate internationally with our commercial branches with the local management directed and coordinated by the Italian headquarter.





[sipcam-oxon.com](http://sipcam-oxon.com)

