



PERFORMANCE PLASTICS PRESS RELEASE

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China: RadiciGroup sales double in two years

At ChinaPlas 2017, focus on engineering plastics for the automotive and electrical/electronics industries. Extrusion specialty sales also on the rise.

RadiciGroup Performance Plastics – the RadiciGroup Business Area specializing in the manufacture of polyamide and polyester engineering plastics and thermoplastic elastomers – is participating in the **31st edition of Chinaplas (Stand H11.2 - J51)**, where the Group is showcasing its latest solutions to over 140,000 expected visitors. These products are made possible by RadiciGroup Performance Plastics' superior know-how and its almost 15 years' experience in the Chinese market, as well as the added value of being part of a Group with a worldwide presence and a vertically integrated polyamide production chain.

Indeed, continual growth and shared innovation – the guiding principles of RadiciGroup's global strategy – are also the pillars upon which the Group's production unit in China, **Radici Plastics Suzhou Co. Ltd**, has built its business operations. The Chinese plant employs specialized personnel to ensure that its products achieve the highest levels of quality, performance and innovation.

“Usually, Radici Plastics Suzhou participates in the Chinaplas event held in Shanghai,” pointed **Gianluigi Molteni, Head of Marketing & Business Development for RadiciGroup Performance Plastics Americas & Pacific**. *“This time, we've decided to come to Guangzhou, because, during the last two years, we have further strengthened and developed our sales network in southeast China, yielding an increase in the number of customers in the area. This trade fair gives us the opportunity to meet our new customers and acquaint them with our product offering. Furthermore, we want to signal our strong*

commitment to the Chinese market, in part as a response to the extensive growth recorded here in the last few years”.

Today, **55% of Radici Plastics Suzhou sales are products for the automotive industry.** These materials include specialty polyamides, which have been developed for operation at high temperatures and are **increasingly used for metal replacement** in the manufacture of various automotive parts, mostly under-the-bonnet components. **Radilon® Aestus T** – RadiciGroup’s newest product launched on the market last October at the K trade show in Dusseldorf, Germany – is a move in the same direction. The main characteristics are a high melting point and a high deformation point under load; excellent resistance to prolonged ageing in air even at high temperatures; superior resistance in glycol-water mix alcoholised fuels and hot water; good flowability. Radilon® Aestus T is used for applications not only in the automotive sector but also in the electrical/electronics and water/plumbing industries.

Also on the rise at the Suzhou site is the production of speciality polyamides for **extrusion applications**: monofilaments targeted primarily at the personal care sector (toothbrushes and makeup brushes) and featuring flexibility, elastic recovery and chemical resistance.

“In 2016 we experienced almost 50% growth in volume compared to 2015, a year in which we had already experienced 40% growth. As a result, we doubled our sales over a two-year period,” said **Edi Degasperi, CEO of Radici Plastics Suzhou Co. Ltd** *“The trend during the first four months of 2017 remained positive (up over 15%) compared to the same period in 2016. There is no doubt that sales were driven by automotive, in addition to some sizeable electrical/electronic projects and extrusion products. On the latter point,”* Mr. Degasperi continued, *“we have investments in progress at our site here in China and, by the end of May we’re going to put into operation a new extrusion line, which will increase production capacity by 5,000 tons per year. Shortly, another production process improvement, a new automatic sacking line, will start operation and, in the month of June, a barcode labelling system will be implemented for all raw materials and finished products, thus ensuring 100% traceability of our materials.”*

Thus, the company is putting in lots of effort to enhance production performance, just as it is making a strong commitment to reduce the environmental impact of its business activities. By way of example, Radici Plastics Suzhou has already replaced some machinery with low energy consumption units and is working on removing the contaminants from wastewater.

The ambitious objective is to obtain ISO 14001 environmental certification by the end of 2017.

Sustainability, a broad range of high quality products, the capability to provide customized service in terms of production flexibility and delivery, extensive experience in the field, integration and global presence: these are the main strengths recognized by the Chinese market that give RadiciGroup an advantage over its competitors, both local and global.

“In China,” Mr. Degasperi concluded, “customers are becoming increasingly more demanding, particularly in the automotive industry, and they require high-performance, consistently high-quality materials. With its huge portfolio of engineering thermoplastics, RadiciGroup has the capability to meet all of its customers’ needs”.

RADICIGROUP – With approximately 3,000 employees, sales revenue of EUR 946 million in 2016 and a network of production and sales sites located throughout Europe, North America, South America and Asia, RadiciGroup is one of the world’s leading producers of a wide range of chemical intermediates, polyamide polymers, engineering plastics, synthetic fibres and nonwovens. These products are the result of the Group’s outstanding chemical expertise and vertical integration in the polyamide production chain, developed to be used in a variety of industrial sectors, such as: AUTOMOTIVE – ELECTRICAL AND ELECTRONICS – CONSUMER GOODS – APPAREL – FURNISHINGS – CONSTRUCTION – HOUSEHOLD APPLIANCES – SPORTS. The basis of the Group’s strategy is a strong focus on innovation, quality, customer satisfaction and social and environmental sustainability. With its business areas - **Specialty Chemicals, Performance Plastics and Synthetic Fibres & Nonwovens** (Performance Yarn, Comfort Fibres and Extrusion Yarn), RadiciGroup is part of a larger industrial group that also includes textile machinery (ITEMA), energy (GEOGREEN) and hotel (SAN MARCO) businesses.
