





## SOMETHING ABOUT US

*Cossa Polimeri is a modern company equipped with **advanced processing plants** and sophisticated control equipment. The synthesis of the company's activity is our **line of products**, characterized by **ESTA brand** name, formulated on different polymers and **finalized to satisfy the technical requirements of our customers.***



## COSSA GROUP OUR STORY

Two brothers  
Angelo and  
Armando Cossa  
start the start up  
company  
Cossa Fratelli

1964

1980

1990

*"Cossa Fratelli"  
becomes the main  
contractor for the Italian  
petrochemical  
producers  
(Montedison,  
Enichem, Himont)*

*The business  
is sold to  
Ashland, the  
American  
distribution  
company*

1995

1998

*Ashland sells the  
company to Schulman.  
Mr. Angelo  
Cossa decides to  
found a new company,  
naming it "Cossa  
Polimeri", in order to  
target the  
"high-end"  
customers in  
compounds*

*Fi-Plast is  
founded  
as a spin-  
off to  
Cossa  
Polimeri*

2007

2020

- *Wide range of technical compounds*
- *Reference point for breathable application*
- *Reference point for Bio-Compostable application*

2030

*We aim to go **Green** with  
the majority of our  
products, by significantly  
increasing the % of  
recycled raw materials*



**COSSA GROUP**  
**GUIDELINES**



*Since the beginning, the guidelines of our **ESTA®** products have always been established with a targets of **quality and customer satisfaction***

## COSSA GROUP FACILITIES:

Cossa Polimeri Group operates two compounding plants, both sited in Gorla Maggiore (Varese).

**Cossa Polimeri** is dedicated to the Production of thermoplastic Compounds.

**Fiplast** produces Bio and hygienic Compounds.

**Fratelli Cane** is leader in injection and blow molding of industrial packaging and tanks.





## COMPOUNDING SITES:

**COSSA GROUP  
PRODUCTION FACILITIES**



**13**

Extrusion lines

PRODUCTION



**1500 Ton**

FINISHED GOODS



**1300 Ton**

RAW MATERIALS



**COSSA GROUP**  
**COMPANY OVERVIEW**

**50.000 m<sup>2</sup>**

AREA

**126 MLN**

TURNOVER 2022 €

**120 Kt/year**

PRODUCTION CAPACITY  
24/5 for 11 months

**50 Kt/year\***

PRODUCTION

**143**

(12 quality control + 2 R&D)

EMPLOYEES

*\* Difference between Production capacity and Production, is mainly due to the different range of products and changes*





## R&D and LABORATORY:

### CERTIFICATE



for the management system according to ISO 14001:2015 and ISO 45001:2018

The proof of the conforming application with the regulation was furnished and in accordance with certification procedure it is certified for the company

**COSSA POLIMERI S.r.l.**  
Via del Brughirroll, 6  
I – 21050 Gorla Maggiore (VA)

Scope

Manufacturing, development and sales of thermoplastic compounds and coloured thermoplastic materials.  
Distribution of thermoplastic polymers.

Certificate Registration No.: TIC 15 104 181605 Valid until: 2021-12-06  
TIC 15 118 20351 Valid from: 2018-12-07  
Audit Report No.: 3330 2V022 CO

This certification was conducted in accordance with the TIC auditing and certification procedures and is subject to regular surveillance audits.

  
TUV Thüringen e.V.  
Certification body for  
systems and personnel



Jena, 2020-02-18



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*We offer to our clients all the **experience** of our **R&D** department: **material selection, definition of product characteristics and conformity to different technical and legislative regulations.***

### **PILOT PLANTS:**

- 3** Twin screw co-rotating
- 2** Mono screw
- 1** blown film plant
- 5** injection molding plants

### **R&D:**

- 2** Researchers
- 12** Technicians (quality control)

*Fully equipped laboratory (DSC, TGA, Rheometer, Filter test, GC/MS «Gas-Chromatography/Mass Spectrometry», IR and UL94 included) to qualify all the incoming and outgoing materials, working 24 h.*



# CERTIFICATIONS :

- ISO 9001
- ISO 14000
- ISO 45001
- CSI Recycled Plastics



## *Certifications in progress:*

- Sustainability Report (within the end of 2023)
- MOCA Certification (within the end of 2023)
  - IATF (within the end of 2024)

Supervised by the Head of Management System



## PRODUCT RANGE:

**COSSA GROUP**  
**ESTA PRODUCTS**

**ESTAPROP** Polypropylene

**ESTALENE** Polyethylene

**ESTADIENE** Abs

**ESTATER** Pbt, Pc-Pbt blends, Pet

**ESTACARB** Polycarbonate

**ESTALUX** Transparent Abs

**ESTABLEND** Pc-Abs Blend

**ESTABLEND PA** Pa Abs Blend

**ESTASTIR** Polystyrene

**ESTALENE BREATHABLE** Polyethylene

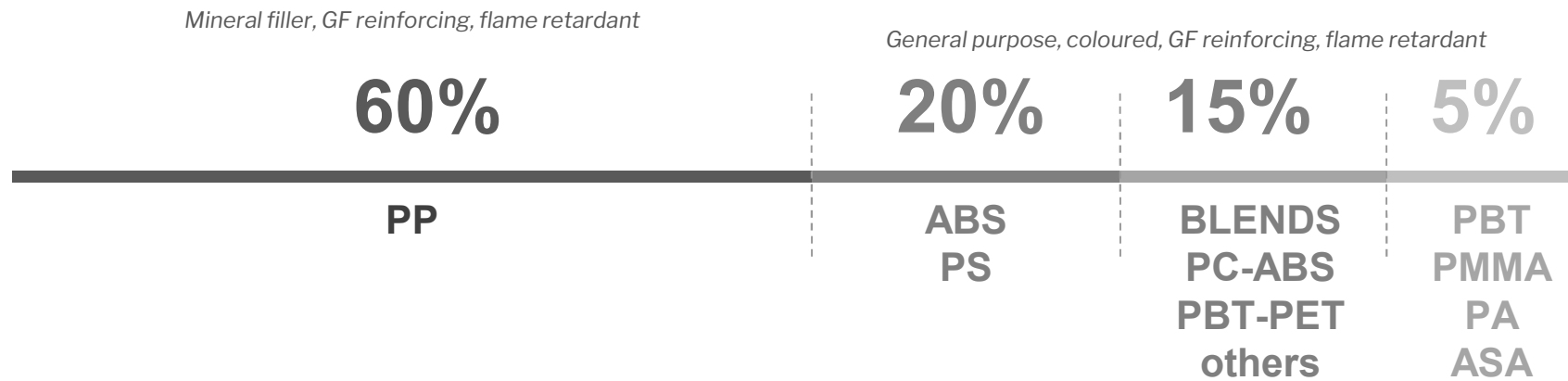
**ESTASAN** San

**ESTAGREEN** Recycled compounds

**ESTABLEND PSA** Pc-Asa Blend

**ESTABIO** Biodegradable compounds

*Compounds can be supplied as flame retardant (UL94) and as conductive compound*





**COSSA POLIMERI  
MAIN MARKETS**



**25%**

AUTOMOTIVE



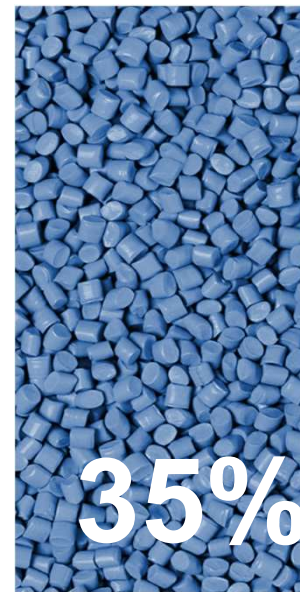
**25%**

HOUSEHOLDS  
APPLIANCES



**15%**

FURNITURE



**35%**

OTHER  
(Electronical, Electrics,  
etc.)



**FI PLAST  
PRODUCTS**

*Mineral filler and breathable  
compound*

**50%**

*Polyester mixture*

**45%**

*Mineral Filler*

**5%**

**PP  
PE**

**BIO  
COMPOSTABLE**

**PS**



**FI PLAST  
MAIN MARKETS**



**50%**

HYGIENE



**45%**

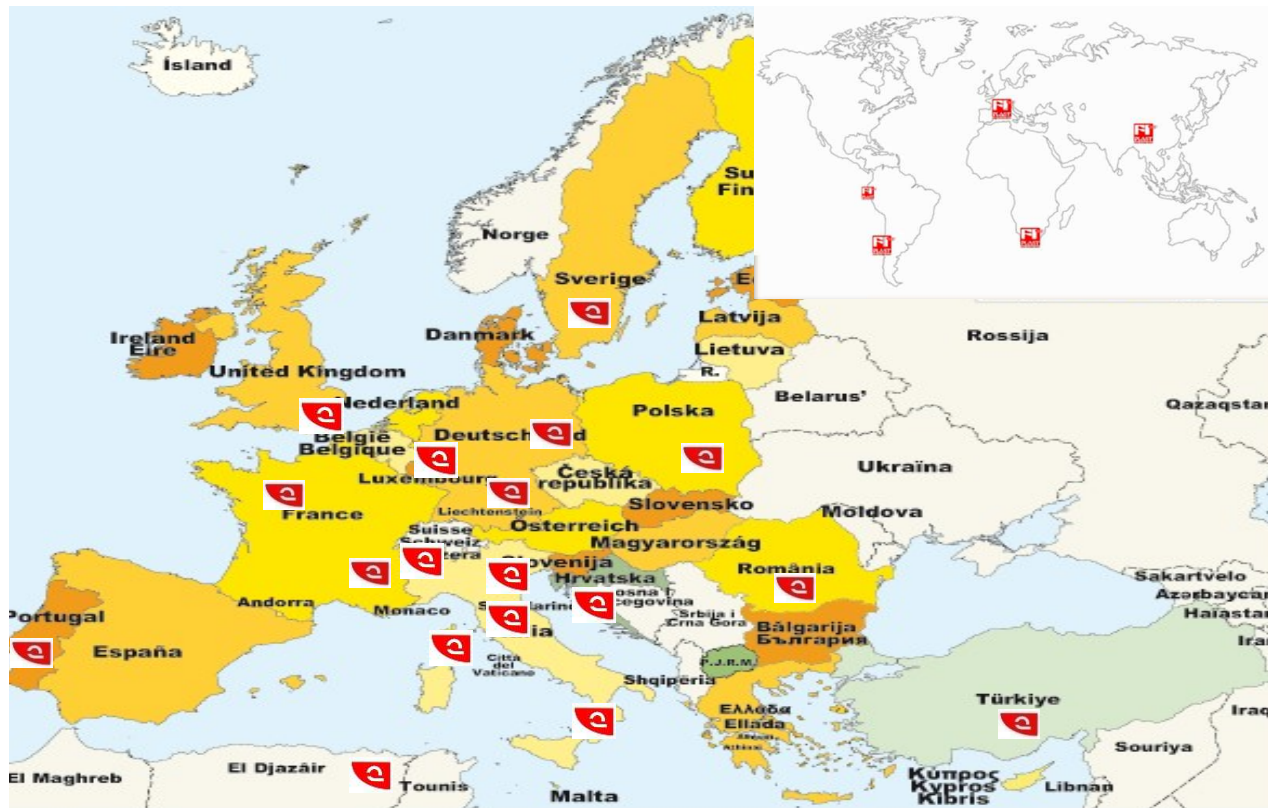
BIODEGRADABLE  
COMPOSTABLE



**5%**

PACKAGING

# Commercial network



**International  
Warehouses**

**Manisa (TK)**



**Bielsko Biala (PL)**



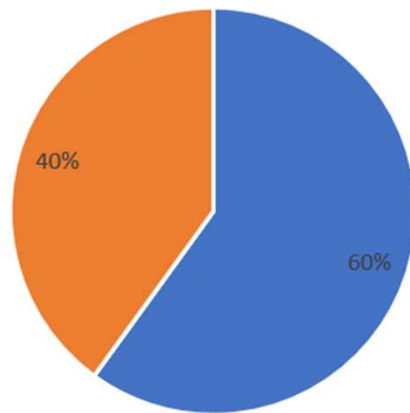




# SALES DISTRIBUTION

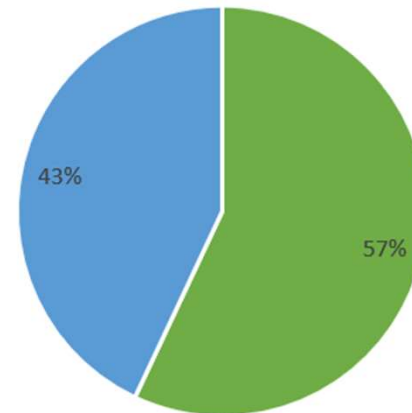
COSSA GROUP  
SALES  
MARKETS

COSSA POLIMERI



■ ITALY ■ EUROPE

FIPLAST



■ ITALY ■ EUROPE

## *Next Steps to shape our Future:*

- From the Q3 2023 #3 new extruders will start producing, sited in a new plant, close to the COSSA POLIMERI and FIPLAST facilities.
- The Production capacity will be increased of about 4000 t /y of PBT-PA-PET compounds !

L 1 BARAGIOLA	COMAC 70	TWIN SCREW	40	70	2	4	STRAIN CUTTING SYSTEM
L 2 BARAGIOLA	COMAC 60	TWIN SCREW	40	60	2	4	STRAIN CUTTING SYSTEM
L 3 BARAGIOLA	COMAC 40	TWIN SCREW	40	40	2	3	STRAIN CUTTING SYSTEM



## *NEW PROJECTS 2023-2026*

Sponsored by MISE, with the cooperation of the  
'La Sapienza' University of Rome

- PET COMPOUNDS: Foamed PET (Food Packaging and Insulations)
- PP and PA COMPOUNDS: Nano Fillers, Carbon Based (Electrical devices)
- BIO-COMPOSTABLE Compounds (Breathable Films for diapers)
- PA 6 and PA 6.6 Compounds (Electrical Devices)







# ENVIRONMENTAL COMMITMENT







# FOOTPRINT REDUCTION



## *Company Strategy, 2020-25*

- 1. Development of **Energy Efficiency Systems**:
  - Lighting system: Low-consumption LED bulbs (end of 2021)
  - New Gas Boilers, with new generation condensing systems + insertion of sensors to monitor energy losses along the production lines (2021).
- 2. Selection of **Green Energy Suppliers**: Energy bought coming from Green Sources, starting from beginning 2022 (the 50% of the Energy acquired comes from Renewable Sources)
- 3. **Production of Energy from Renewable Sources**: planned installation of Solar Panels on a 800 KW plant (within Q3 2023)



# FOOTPRINT REDUCTION



- 4. Increase and Improvement of **Circular Economy Processes**: increase the use of Recycled Raw materials. Target to reach the 30% of the Total Production, within 2025.
- 5. **Zero Waste Policy**: Recycling up to 90% of our own scraps into new compounds. The 10% will be sold to Plastic Recyclers. Target to be reached within 2025.
- 6. **LCA**: for both plants, Cossa Polimeri and Fiplast, in July will be defined the 3 targets to be achieved in the next period.

# Recycled Guideline 2022-2030

- **COSSA POLIMERI** and **FIPLAST** are both called to increase the development and production of Recycled Compounds.
- We are managing to reach our goal, increasing the research and homologation of new raw materials, reliable and stable in the time.
- Working everyday together with our customers, to check and secure the feasibility of each project.





*Created with its history, through the **professional skills** of its people and **consistent investments**, a privileged door to the European Market, allowing Customers and Suppliers to **build and sustain a competitive advantage for their success.***



*THANKYOU*