

## COMPANY PROFILE

Sustainable, creative responses to evolving needs.  
For the Burgo Group, paper represents history,  
core business and future

MARCH 2021

**With the sale of 1.99 million tonnes of paper in 2019, the Burgo Group is a leading partner for those working in the graphics, printing, publishing and packaging sectors.**

The production and distribution of **graphic papers, containerboards and specialty papers** (for example, paper for food packaging) are the main activities of the group which is also active in the production and sale of fibrous raw materials and energy.

The Burgo Group carries out its industrial activity through **12 plants, 11 in Italy and one in Belgium**, operating 15 paper machines and two chemical pulp production lines and a mechanical pulp production line for internal use. The Group's production capacity also includes 12 electrical power and steam plants. Its plants are also equipped with facilities for generating electricity and electrical energy through the reuse of production waste, biomass and photovoltaic systems. These facilities ensure the Group's energy self-sufficiency.

Burgo Group S.p.A., the parent company, focuses its activity on the development of graphic papers and paper for the packaging sector.

The sales network outside Italy includes **six sales offices in Europe and one in the United States**, while distribution in Italy takes place through Burgo Distribuzione thanks to its agencies scattered throughout the territory and a direct channel dedicated to key account customers. Specialised agents, warehouses and logistics hubs complete the structure, ensuring widespread coverage throughout Italy and Europe, as well as a significant presence in overseas countries.

Overall, the Group sells its products in more than 90 countries and stands out for its large product range and the flexibility of its services.

The **Burgo Group's customer-oriented approach** is reflected in its ability to offer customised solutions in terms of both technical specifications and pre- and post-sales support. This flexibility, thanks to the Group's production and distribution capacity, is the legacy of a long entrepreneurial tradition.

The history of the Burgo Group started at the turn of the nineteenth and twentieth centuries, when a young engineer, Luigi Burgo, created a hydroelectric power station in Verzuolo, Piedmont (1899) and then founded

# BURGO GROUP

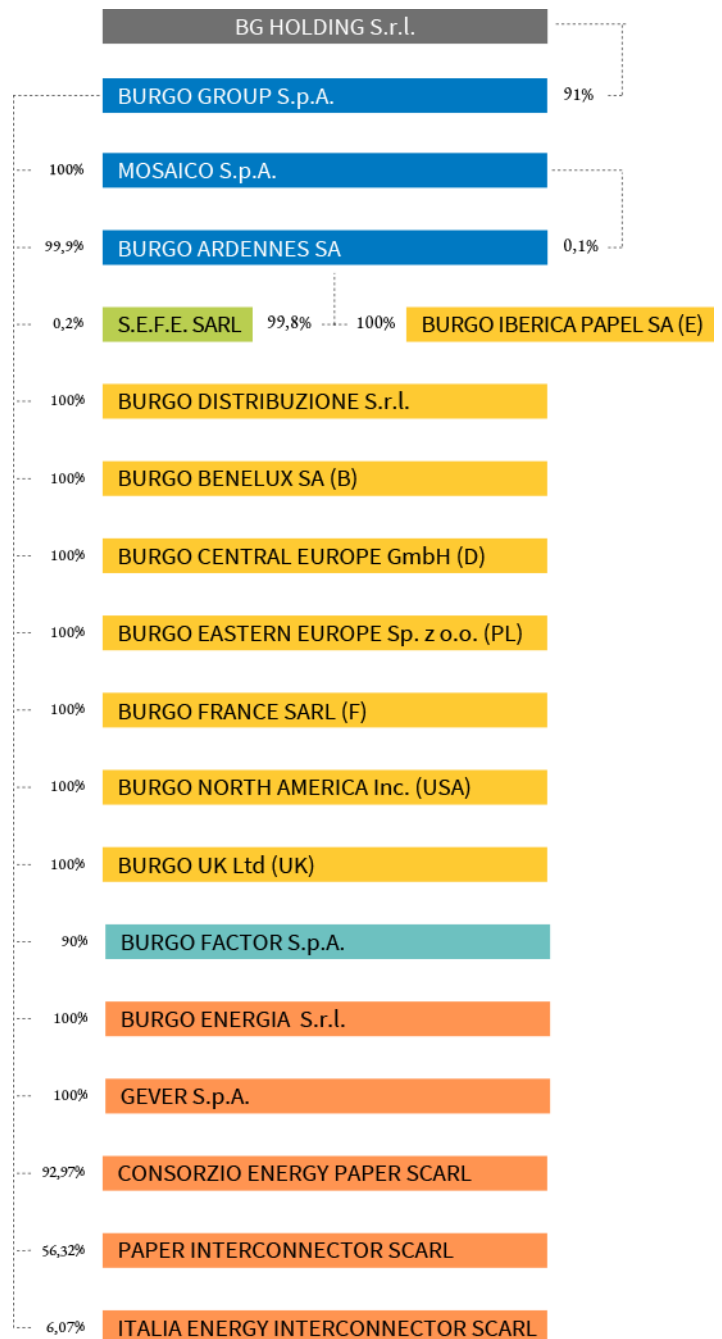
his first paper mill (1905). The company has continued to grow since then, supporting the development of the publishing industry. In the 1980s, contact was established between the Burgo and Marchi companies, marking the beginning of a new and profitable partnership. Today the Group is recognised as a single industrial company that has managed to restructure, renew processes, diversify and innovate its offer in response to the emerging needs of the market.

Under the historic **Burgo** brand - identified by the four rotated b's - the Group's **graphic paper** catalogue now includes many advanced, high-value products, in addition to the rich range of **wood-free papers** for high-quality prints and the range of **coated papers** for publishing. These include **recycled papers**, ideal for highly sustainable publishing projects, **digital inkjet and laser printing papers**, designed for marketing projects, for transpromotional communication and for the printing of documents, including high-quality low print run papers, and finally **natural lightweight**, very thin and high opacity papers, designed for pharmaceutical and cosmetic leaflets or for high pagination books. The range is completed with reliable, eco-friendly **office papers**.

With an eye on the strategic repositioning of its product portfolio, the Group's core business includes the **production of corrugated cardboard** for the packaging industry. With this activity in mind, the Group recently founded **Burgo Containerboard**, a production centre entirely dedicated to paper for packaging; it now boasts two plants entirely converted to the production of containerboard.

Furthermore, through its investment in this sector, the Burgo Group aims to establish itself in a production sector characterised by a **high use of recycled raw materials**, thereby increasing its contribution to the circularity of resources.

The Burgo Group's structure



- Production of paper, cardboard, mechanical pulp, energy
- Trade and management of forest products
- Commercial and distribution activities
- Financial assets
- Energy production/marketing



The Burgo Group fully adheres to the **principles of circular economy** and sees it as essential to completely rethink products and processes, adopting a business model that encourages waste recovery and reduction from the early stages of a product's life cycle. The Burgo Group's industrial nature and product sector require a business approach strongly oriented towards environmental sustainability, which has been adopted as a key element in all areas of its business and now forms a part of all its production and distribution cycles: from the purchase and use of resources and raw materials to the logistical choices governing sales and the placement of products in the country.

### **The highlights of the Burgo Group**

In 2019, the Burgo Group sold **1.99 million tonnes of paper** and generated an economic value of **1,698 million euros**, with an EBITDA of **134 million euros** and an operating result of **53 million euros**.

For further information visit the website [burgo.com](http://burgo.com)

#### **BURGO GROUP**

Burgo Group is a leading European manufacturer of papers for communication, speciality papers and paper for corrugated cardboard. The Group constitutes an actual 'system' developed around the world of paper: production, distribution, paper recycling and processing of forest products, but also factoring and energy. A complete range of high quality products, an aptitude for research and development of innovative solutions, and a strong focus on the environment: this is how Burgo Group has established itself as a key partner in the communication, printing, publishing, converting and packaging sectors, thanks to a business vision embedded in a wider system. It is no coincidence that the Burgo Group makes sustainable development and the principles of the circular economy a key aspect of its business and this is apparent in all its processes, from the purchase and use of resources, to the recovery of waste water and the optimisation and reuse of waste for energy production. The Burgo Group carries out its industrial activity through 12 plants, 11 in Italy and one in Belgium, with 15 production lines.

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