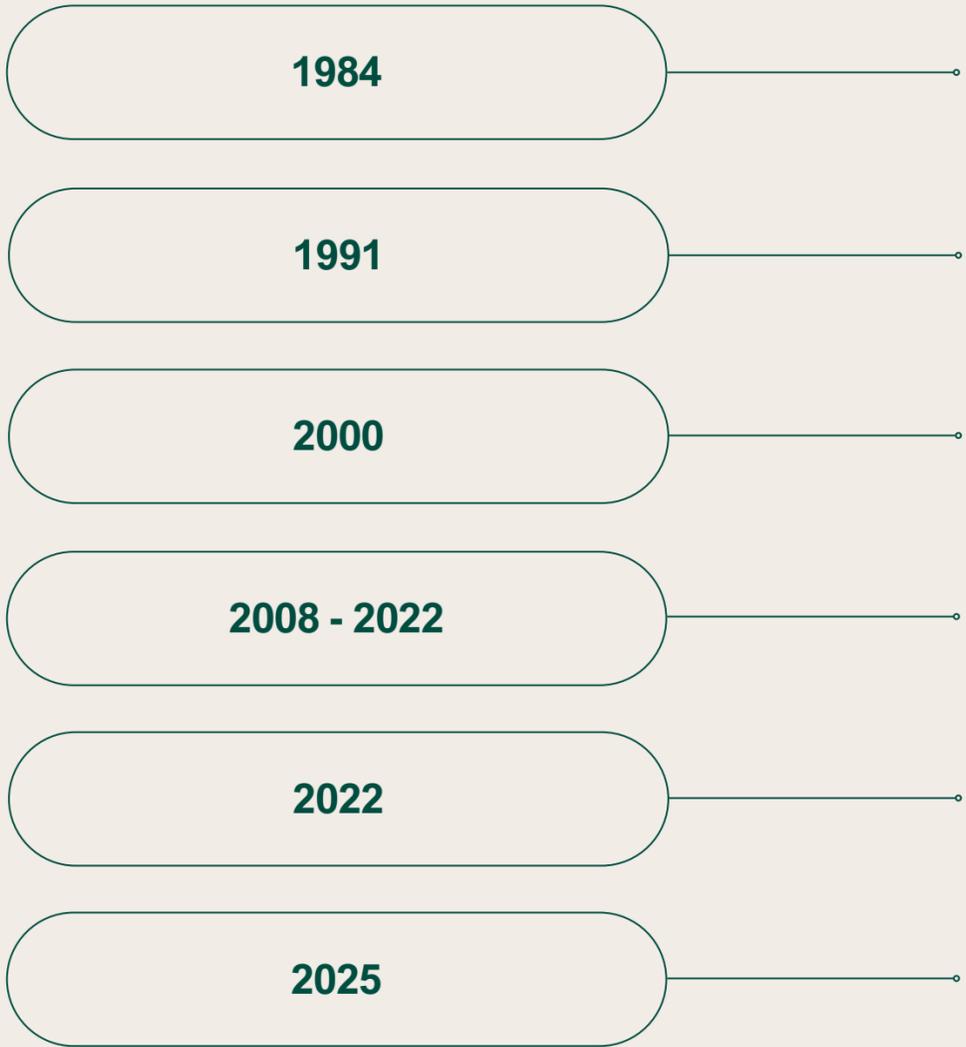




BREGAGLIO WORLD

Exploring **synergies**, creating value
Local strength, **global vision**

BREGAGLIO HISTORY



1984

Establishment of Bregaglio on the legacy of a pre-existing company named after Dr. Ugo Bregaglio, a well known Italian chemist.

1991

Until then focused on ICI distribution, Bregaglio expanded through new strategic partnerships.

2000

ISO 9001 Certification

2008 - 2022

Bregaglio becomes part of Zschimmer&Schwarz

2022

Bregaglio joins Surfachem - 2M Holdings as the Italian entity

2025

Expansion to HI&I market

BREGAGLIO AT A GLANCE



Since **1984** Bregaglio is engaged in the **distribution of raw materials** for the personal care and homecare industries with focus on specialities.

- Part of Surfachem/2M Holdings since July 2022
- € 7,4 million revenue in 2024-25
- 11 strategic suppliers
- 600 customers
- Headquarter, application laboratory and warehouse in Biassono (MB) – near Milan
- 25 employees
- Sales team with technical background
- Laboratory with long expertise in skincare, suncare and make-up
- Growing business in HI&I and Fragrances



MISSION

Bregaglio has grown thanks to **innovation, flexibility**, and **strong partnerships**. Joining 2M Holdings and going digital marked a new phase of growth in Italy and abroad where we represent some of our partners.

Our mission is to serve the market with distinctive, **customer focus** and **strategic collaborations**. We aim to foster **sustainable growth** and strengthen our presence through a forward-looking mindset and a constant pursuit of excellence.

VALUES



TRUST & RESPECT

Each other and our business partner



SUSTAINABILITY

For a healthy life today and a better world tomorrow



EQUALITY

Treat everyone equally and fair



INNOVATION

Encourage everybody to be creative and speak their mind in a friendly and innovative atmosphere



TAKE ACTION

Get things done



EXPERTISE

Develop and fully utilise our expertise



ACCOUNTABILITY

Take responsibility to hold ourselves and each other accountable



THE COMMERCIAL TEAM

SALES & PURCHASING MANAGER

Stefano Besi

TECHNICAL SALES TEAM

- Alessandra Brocca - PC
- Sofia Bertoncetto - PC
- Sara Vicinanza - PC

- Simone Scelfo - HI&I
- Donatella Carroccio - HI&I

- Foustanos & Co. (Agent)
- Prochem (Agent)

INSIDE SALES SUPPORT

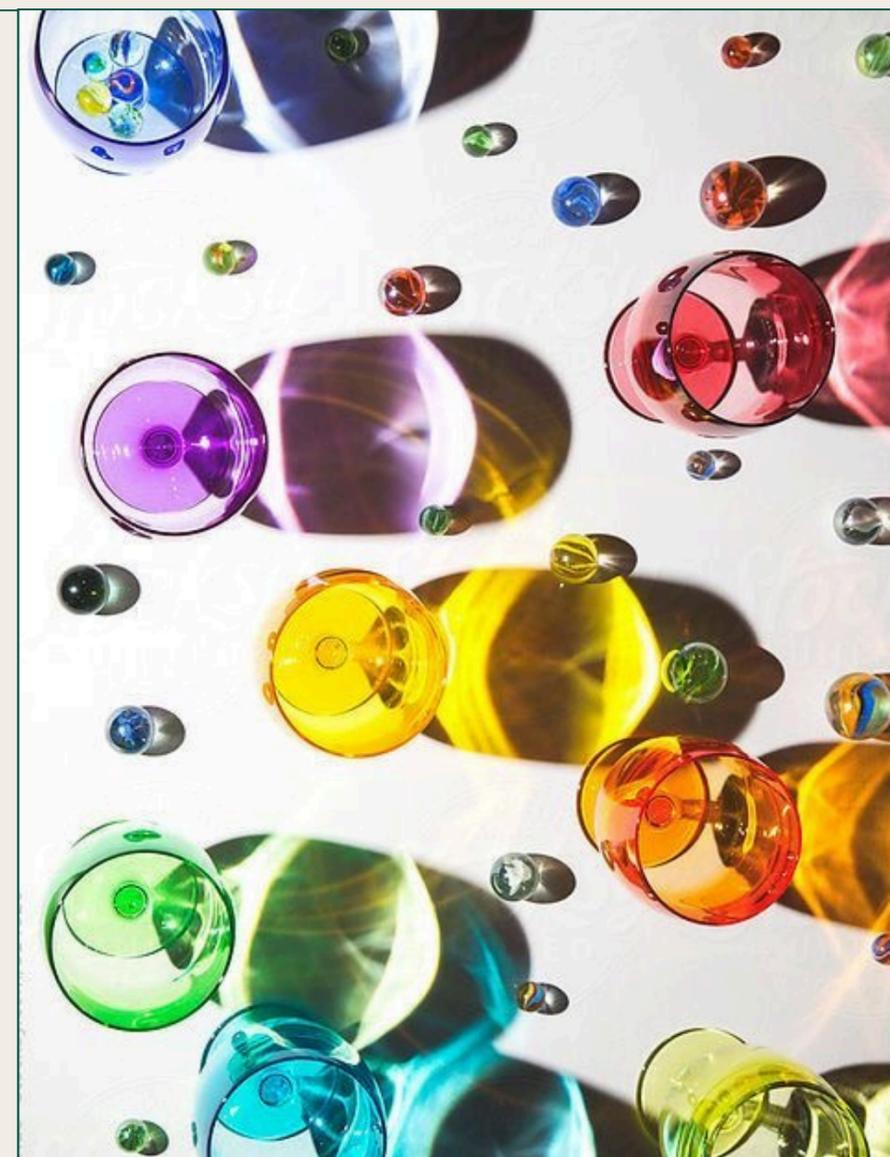
Beatrice Sala

CUSTOMER SERVICE

Serenella Rivolta
Lara Beretta

SUPPLY CHAIN

Rosy Cipri
Michela Marini



REGIONAL DISTRIBUTION OF COSMETICS IN ITALY

The high concentration of turnover in Lombardy is closely linked to the strong presence of subcontractors. This region, in fact, generates **79%** of the country's contract manufacturing, confirming its position as the cradle of Italian industrial cosmetics production.



Number of Companies (2024) **53,8%**

Turnover Generated (2024) **66,6%**

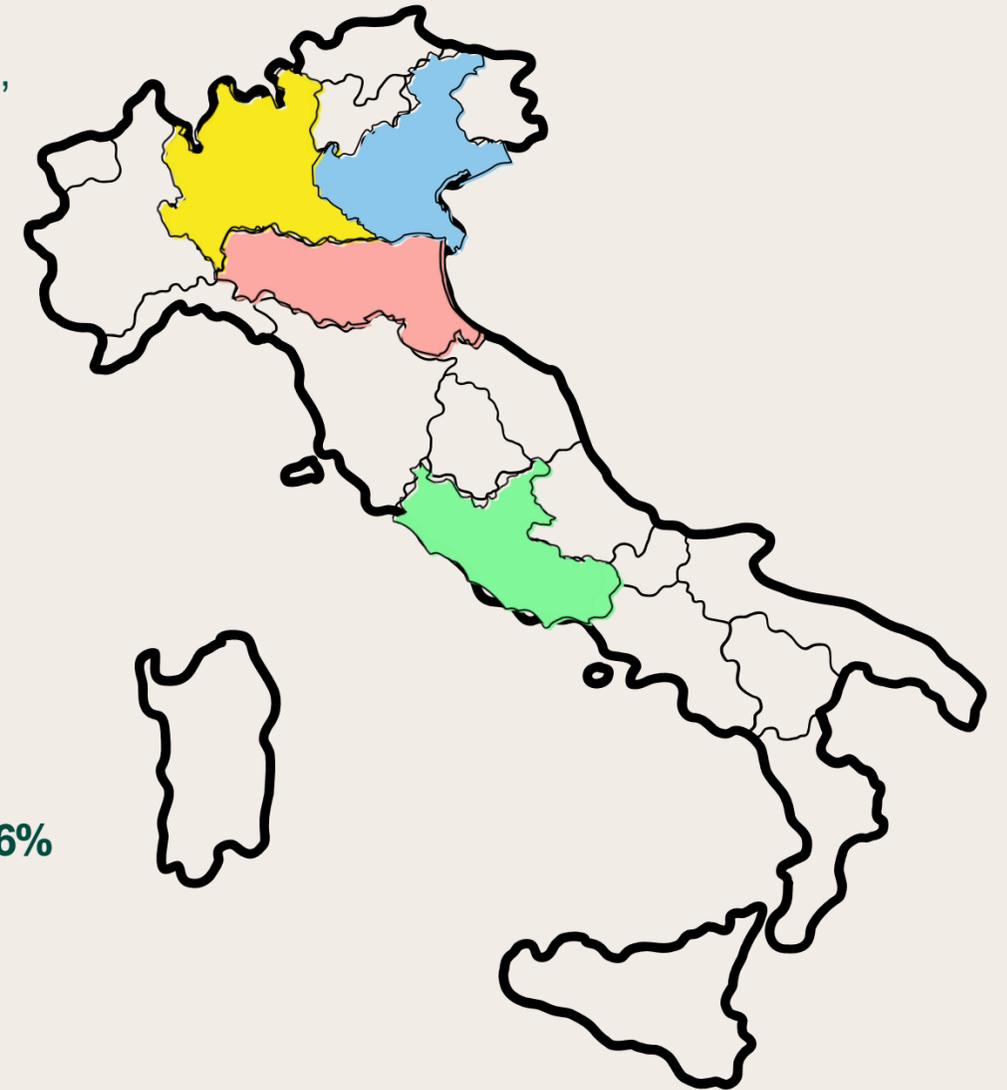
Number of Companies (2024) **10,2%**

Turnover Generated (2024) **6,1%**

Number of Companies (2024) **7,2%**



Turnover Generated (2024) **7,6%**

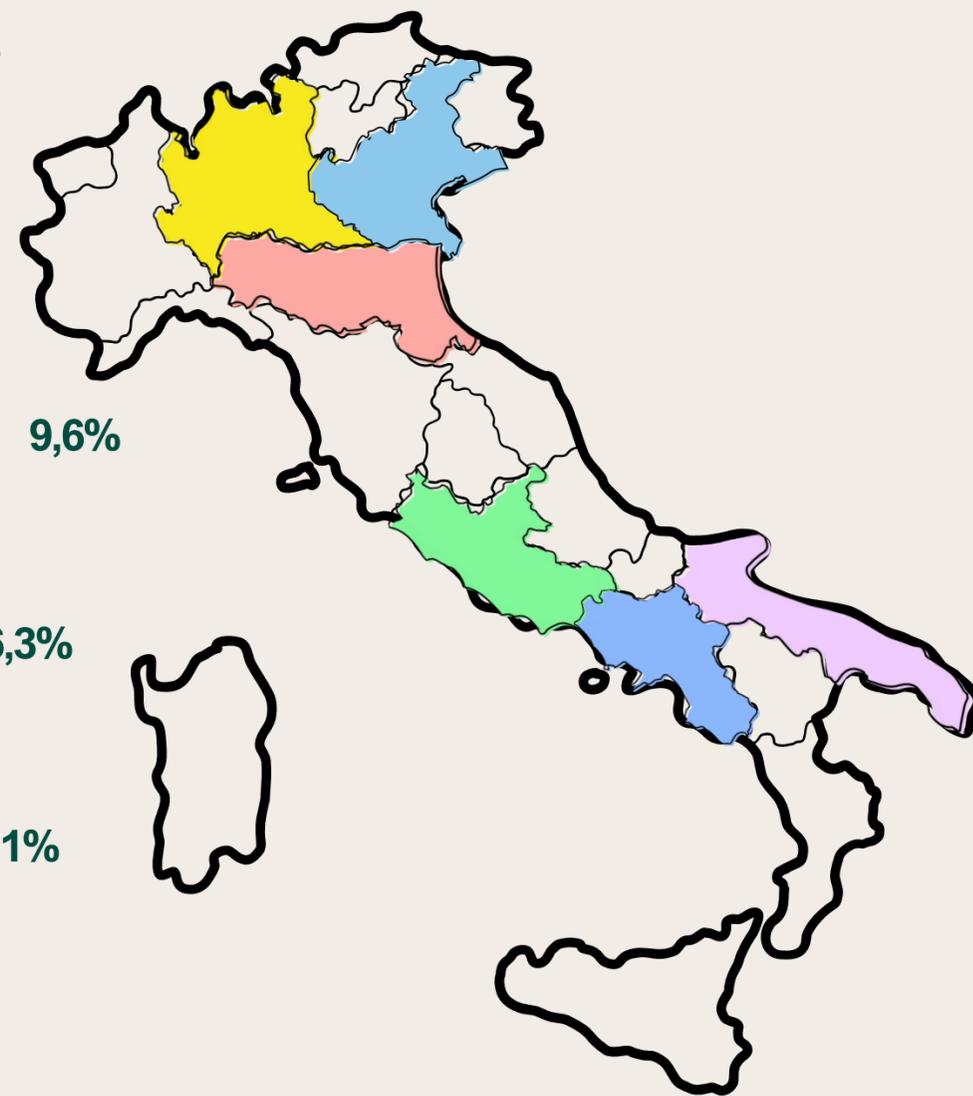
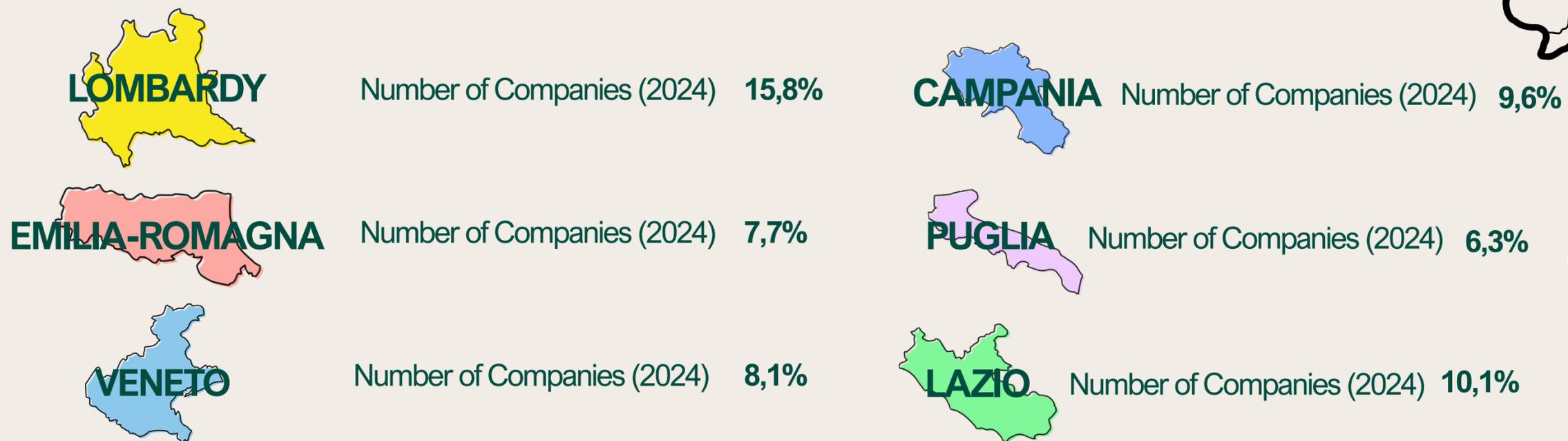


MARKET COVERAGE PERSONAL CARE



REGIONAL DISTRIBUTION OF HI&I IN ITALY

The strong concentration of the HI&I sector in Northern Italy reflects the industrial importance of the area, where more than half of the country's manufacturing activities are located. In particular, Lombardy, Emilia-Romagna, and Veneto represent the main production hubs of the sector, confirming the North's role as the historical and strategic core of the Italian chemical industry applied to detergency.



Fonte: iCRIBIS

FEB. 2026

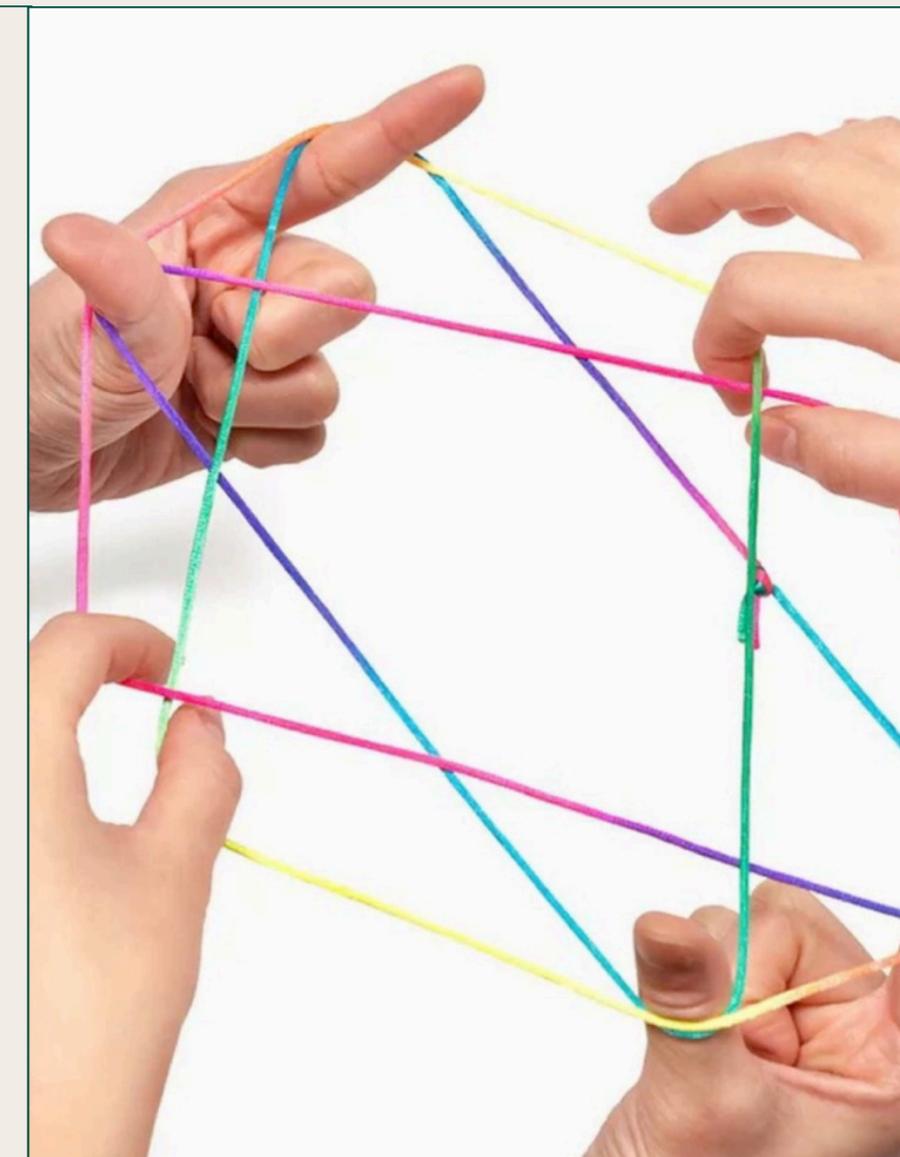
MARKET COVERAGE HI&I



THE TECHNICAL AREA

TECHNICAL & REGULATORY AREA

- Regulatory support
- Technical correspondent
- Technical and regulatory evaluation of raw material
- Continuous training and updates from trade associations (Assolombarda, Confindustria Bergamo, Cosmetica Italia, SICC)



THE TECHNICAL AREA

APPLICATION LAB

- Formulation of finished products (prototypes)
- Formulation support for customer
- Possibility of in-house visit for testing and demonstration of formulas
- Compatibility and efficacy test on new raw material
 - in vivo
 - in vitro
- Collaboration with the marketing team for formulation development and selection of raw materials in line with identified trends



THE TECHNICAL AREA

EFFICACY TESTS

In vivo

- Make up: color, gloss/matt effect
- Skincare: hydration, sebum control glow/matt effect, anti wrinkle
- Toiletries: irritation, barrier damage

In vivo

- Haircare: color, gloss
- Scalp: sebum control, pH
- Self tanning: melanin content

In vitro

- Suncare: SPF/UVApf

FORMULATING IN SKINCARE, SUNCARE, HAIR, TOILETRIES, MAKEUP

Skincare is our main sector, in which Bregaglio has distinguished itself for over 40 years

In **suncare** we have developed a solid specialization, guaranteeing application support to customers and continuously experimenting with new innovative formulas.

The presence of partners specialized in various areas has encouraged us to delve deeper into the makeup sector, expanding our knowledge of dedicated raw materials and specific formulations.

Our tools

Stability

- viscosity
- pH microscopic & colometric evaluation
- thermostability & photostability

Preparation

- Silverson, Ultraturrex, Ultrasonic homogenizer and mixer

Scale up

- Turbette under vacuum 2,5 kg

THE WAREHOUSE AREA

The hearth of shipments and parceling of goods and samples.

We forecast customer demand by guaranteeing a minimum supply of the most requested products.

Every year:

- > 1600 samples
- 900/1000 tons of products
- 1700 transport documents

Repackaging area - going to GMP standards
RSPO



Re-pack area with fume hood for powder



Re-pack area with heat chamber for solid



Goods and Sampling area

EXHIBITIONS

MAKING COSMETICS 2025



SEPAWA



IN-COSMETICS



H3I



OUR PARTNERS IN PERSONAL CARE

AGRIMER

Products from algae

BIONAP

BIOACTIVE NATURAL PRODUCTS

Natural actives



Natural actives, dyes and preservatives



Insect repellent



Actives and emulsifiers



Preservatives



Fragrance and odor control



Silica



Beads and pigments



Industrial colours



Actives, emulsifiers, waxes, surfactants



ZSCHIMMER & SCHWARZ

Emollients, emulsifiers, syndet, surfactants

OUR PARTNERS IN HI&I



Insect repellent



Bio-based solvent



Fragrance and odor control

Shell Chemicals

Branched alcohols, alcohols
ethoxylates



Industrial colours



Silica



Surfactants, bio-based
surfactants, chelates



Odour absorber



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 @binnovative