



GRUPPO
SETRAMAR

Setramar Group is a Ravenna-based **multi-business company** operating in the sectors of port and inland logistics, shipping, trading, production activities, services, energy and Agrifood.

The continuous investment in the improvement of infrastructures, skills, technology, know-how, growth and ongoing staff training, make the Setramar Group a **vanguard specialist in the provision of advanced value-added services** to its customers.

The Group's **modern approach to business** makes it a major player that knows how to grasp every opportunity to develop new markets through strategic and innovative business initiatives.

about us





activities

Today the Group operates in different complementary and integrated sectors, from port logistics to shipping and port-environmental services, from trading to the manufacturing of raw material and semi-finished products, from energy to agriculture and real estate initiatives.

It was Domenico Poggiali who first laid the foundations of Setramar Group in 1965 when he founded Transwood, a company dealing with the **transportation of timber** to and from the Port of Ravenna, Italy. As the company's activities expanded to encompass the sector of port logistics, International Docks was added to it, and later became Setramar Spa. During the same period, the group invested in the best Chianti wine tradition through the acquisition of Felsina, inaugurating thus a new course of production in the agricultural sector.

history



From 1968 to 1970, Setramar purchased areas adjacent to the port's quays to build warehouses in order **to combine** the loading/unloading services with services of custody, storage and shipment of goods, predominantly dry bulk, consolidating its position as the **first private port operator in Italy.**



Setramar continued to develop and grow through the years. Since 1973, Setramar specializes in providing integrated port services, such as freight, shipping, port towage and anti-pollution activities; it deploys its own subsidiaries for the provision of technical services and assistance to all the companies across the Group.



Terminal Setramar spa, beginning of seventies

In the mid-nineties, Setramar became an industrial player collaborating with major international operators at the Port of Ravenna. It initiated a process for the **diversification of its activities** which involved trading and production activities based mainly on raw materials meant for industrial purposes. In the decade following the year 2000, the Group ultimately expanded its investments to include **the energy** sector too, while maintaining and expanding the development of the Agrifood sector.

Entrepreneurship is the Group's only way to do business. Reliability, authenticity and professionalism are the characteristics we always seek and invest in when choosing the Group's greatest asset: **our staff**.

mission



**Our organization has one single goal:
to be the partner of its customers and suppliers.**



values

The Setramar Group identifies with a set of values which form the basis of its approach to customers and staff, and to “doing business”.

ENTREPRENEURSHIP

Risking the capital

THE HUMAN FACTOR

People ARE our service

AUTHENTICITY

Keeping our word

REALISM

Sticking to the truth

RESPECT

Of the internal and external staff members

ESSENTIALITY

Pragmatism and care as *modus operandi*

RESPONSIBILITY

Involvement and commitment to customers

BEING A PARTNER

Always supporting the customer/supplier, sharing their needs and seeking together the best solutions.



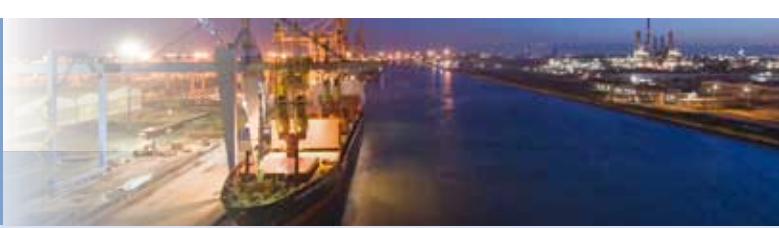


organization

The Setramar Group operates in the sector of production and services with companies that head 7 divisions, resulting from the horizontal and vertical integration of the activities, according to the development project implemented through the years.

Thanks to a strong ability to analyze markets, a refined entrepreneurial spirit and the capacity to think up **an integrated service** for its customers, the Group has consolidated a high-quality organization that knows how to support its partners and to collaborate with them to improve their productivity.

LOGISTIC
division



SHIPPING
division



TRADING
division



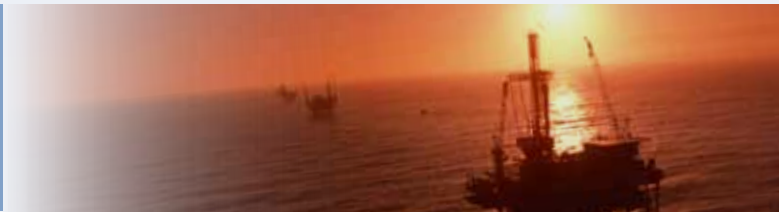
**PRODUCTION
ACTIVITIES**
division



SERVICE
division



ENERGY
division



AGRIFOOD
division



divisions

The Logistics Division within the Setramar Group performs services related to the **unloading, loading, storage and transfer of goods** in transit at the Port of Ravenna. It operates directly with proprietary equipment and plants installed within the 2-kilometer quay and the 800.000 square meters area it owns, thanks to more than over 100 handling machines.

All of this equipment makes Setramar **the first private terminal platform** in the Italian port system for solid goods in bulk and in packages, with **over 7 million tons** unloaded/loaded.

The functional internal railway sidings, warehouses and facilities equipped for the packaging and the preliminary processing of goods, make the Group's logistics hub a real **multi-modal vessel-vehicle-railway centre** and multi-purpose platform of integrated logistics.

The technologically advanced equipment, specialized personnel, and efficient and strict procedures compliant to the UNI EN ISO 9001:2008 quality certification, allow the Division's companies to be the best partners in the context of **port logistics and maritime services**.



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LOGISTIC



divisions

The Setramar Group specializes in sea transportation activities, particularly dry bulk. It provides its services thanks to a fleet of both owned and chartered vessels ensuring maximum commercial flexibility to its costumers.

Besides engaging in shipping activities, and through its participation in the Gesmar Group, Setramar is active in the sector of **technical-nautical towage** in the main ports of the Adriatic and the Ionian seas.

The port towage services are combined with deep-sea, escort, supply, prevention services and containment of environmental disasters caused by oil spills and other pollutants.



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SHIPPING



divisions

Thanks to an experience gained in the sector of maritime port-logistics activities, the progressive knowledge of products and services, the extensive contact network and the solid partnership with the customers, the Setramar Group **managed a vertical organization of its own activities** by creating the Trading Division that deals with **solid and liquid bulk raw materials and semi-finished products.**

The trading professionals of the Setramar Group are true partners capable of **managing the entire supply chain** from raw materials up to their final destination on behalf of Italian and European companies operating in various industrial sectors.

The ability to respond promptly, accurately and efficiently to the specific needs of each customer is the real strength of this Division.



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TRADING



divisions

The manufacturing of semi-finished goods is at the core of Setramar's Productive Activities Division.

Its plants are located in a **functional position** to better serve the customers: their proximity to the Port makes it possible for incoming raw materials to be sent immediately for processing.

The outdoor areas and **indoor warehouses** allow the Group to manage the products and the stocks with utmost integration with the customer's supply chain.

The industrial production, planned in the strict compliance to the security norms for the workers, has a minimal impact on the surrounding environment. That is due, among others, to the adoption of alternative energy solutions that combine **optimization of resources** to the **productivity requirements**.



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**PRODUCTION
ACTIVITIES**



divisions

In the process of integrating and diversifying its activities, the Setramar Group has created the Services Division to deal with the **management** of the economic, financial, technical planning and IT resources of all the companies reporting to it.

Professionalism, know-how, advanced management skills and an evolved computer system coordinating the various business functions in an integrated package, are the features characterizing the companies operating under the Services Division. Thanks to its action, this Division helps making the Setramar Group a **modern and competitive organization** able to meet the challenges of the market and to capitalize investments.



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SERVICES



divisions

The Energy Division of the Setramar Group works in the **production** and **marketing of fuels and electric energy** mainly deriving **from renewable sources**.

Activities in this area are done either through subsidiaries within the Group, or by partnering with other investors. In both cases the aim is to develop the economic-productive context, in full respect of nature and the environment.

The companies under this Division are also engaged in research to identify the appropriate resources and solutions to the current energy landscape.

Studies and projects were carried out on how to process biodiesel and biomass and on the use of cogeneration as means of saving energy in order to reach a form of energy with **low environmental impact** and **high productivity** to the benefit of local companies.



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ENERGY



divisions

The Group's Agrifood Division was born out of the development project of a farm purchased in 1966 by Domenico Poggiali on the Chianti hills. Through the years, Felsina, located on the outskirts of Siena, south of Chianti, has become one of the major companies in the context of **Tuscan and Italian viticulture**.

By establishing contact with the global restoration network in order to market **fine wines**, the Group has increased its know-how in the gastronomy sector. The passion for the land and for production has favoured the birth of other companies, around Felsina, that operate in agricultural production and **refined restoration**.

The companies managed by the Setramar Group enable you to experience the passion for good food and wholesome meals in stylish, comfortable and hospitable settings.



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AGRIFOOD



