

# SURVEY 2013

## The Italian Construction Companies in the World



## Expansion and sustainable growth on international markets

2012 confirms the dynamism of the Italian construction industry in the world, with a further **expansion** of international business.

The **international turnover** of the group of 36 companies of this Survey represents **more than half of the total**.

The Companies have focused on a **balanced and sustainable business growth**.

They are active in **88 countries**, including all BRIC Countries, 2/3 of the OECD Countries, 16 of the EU member States, 5 of the N-11 Countries.

They **continue to invest overseas** and have created and/or control more than 250 companies under foreign law in 81 countries.

In 2012, their international turnover exceeded **8.7 billion euro** with **12.2 billion euro** of new acquisitions.

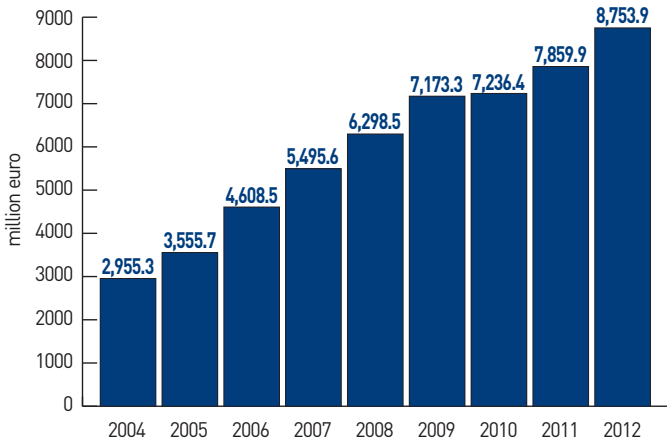
Contracts total value exceeds **61 billion euro**. They also operate concessions for more than **63 billion euro**.

The Italian construction companies' core business is the achievement of complex infrastructures, such as railways, hydroelectric plants, roads, bridges, subways, pipelines, networks and power stations, hydraulic works, airports.

The Survey confirms the competitiveness of the Italian construction sector. Even in time of crisis, it increased its market share, including in the most competitive OECD markets.

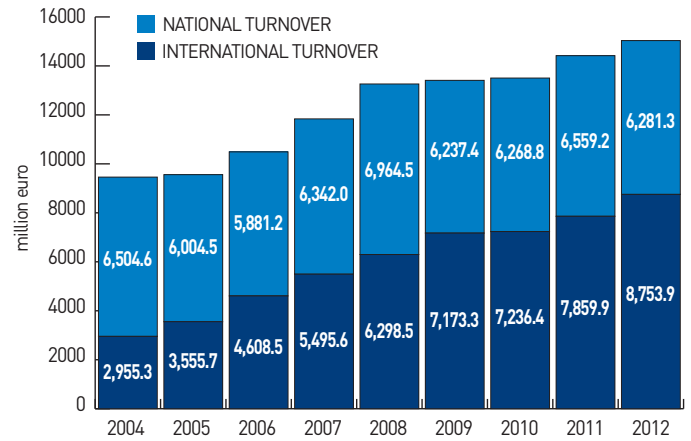
Top Italian International Contractors (million euro)				
Rank 2012	Firm	International Revenue 2012	Total Revenue 2012	New Contracts 2012
1	Salini Impregilo	3,380.3	4,119.4	1,853.6
2	Astaldi	1,412.0	2,456.9	1,473.4
3	Ghella	542.9	632.0	452.0
4	Condotte	510.4	1,017.1	785.8
5	Sicim	510.1	512.8	597.2
6	Bonatti	460.3	613.7	461.0
7	Trevi	395.3	464.0	160.0
8	CMC	393.0	908.6	589.0
9	Pizzarotti	217.3	856.1	28.9
10	Rizzani de Eccher	213.5	423.9	486.5
11	Renco	159.0	209.0	54.4
12	Seli	98.6	140.5	-
13	Bentini	95.6	106.0	23.0
14	Salcef	73.5	181.2	48.0
15	Maltauro	73.1	465.8	1,027.0
16	Grandi Lavori Fincosit	47.0	541.0	14.6
17	GCF	40.0	120.0	-
18	Collini	28.0	89.0	38.0
19	Impresa	26.5	360.0	225.0
20	Pilosio	21.6	36.4	17.3
21	I.B.I.	11.3	30.0	-
22	Ferretti International	11.0	37.0	-
23	CLF	10.0	120.0	9.4
24	ICS Grandi Lavori	8.0	266.9	1.7
25	Salvatore Matarrese	5.7	134.6	-
26	Ferretti Industrial Services	4.0	6.0	4.8
27	Edilmac	3.6	21.3	5.6
28	Conicos	1.9	7.5	1.7
29	Mont-Ele	1.5	9.0	1.5
30	Efficiency Construction Group	1.3	30.6	16.9

## International Turnover (2004-2012)



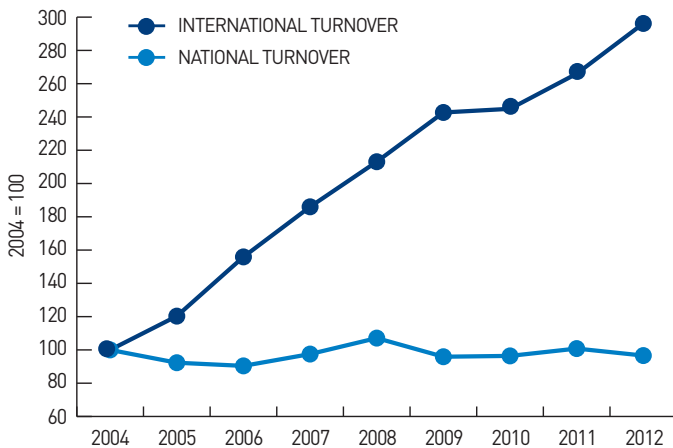
The 2012 international turnover of the Italian construction companies has exceeded 8.7 billion euro.

## National and International Turnover (2004-2012)



The International turnover represents almost 60% of the total turnover; in 2004 it was less than a third.

## National v/s International Turnover (2004-2012)



International turnover is outpacing the domestic one significantly.

## Company Size: International Turnover compared to Total Revenue

Company Size in terms of Total Revenue (million euro)	% of International Turnover in 2004	% of International Turnover in 2012
UP TO 50	2.8%	21.4%
51-100	0.0%	20.9%
101-250	31.1%	47.7%
251-500	51.4%	36.2%
OVER 500	30.3%	64.1%
<b>TOTAL</b>	<b>31.2%</b>	<b>58.2%</b>

International activities have increased for almost all sizes of companies.

## Range of Contracts' Amount

(million euro)

### > 1,000.1

VENEZUELA  
ALGERIA  
ETHIOPIA  
SWITZERLAND  
RUSSIA  
ARGENTINA  
PANAMA  
LYBIA  
ROMANIA  
UNITED STATES  
QATAR  
COLOMBIA  
NIGERIA  
POLAND  
UNITED ARAB EMIRATES  
DENMARK  
SAUDI ARABIA

### 500.1-1,000

GREECE  
SOUTH AFRICA  
TURKEY  
KAZAKHSTAN  
AUSTRALIA  
KUWAIT  
FRANCE  
PERU  
CHILE  
GREATER ANTILLES

### 100.1-500

MALAYSIA  
MEXICO  
BULGARIA  
CHINA  
MOZAMBIQUE  
IRAQ  
ZAMBIA \*  
ECUADOR  
AZERBIJAN  
OMAN  
ANGOLA  
CONGO (REP.)  
IRAN  
GEORGIA  
UCRAINA  
SINGAPORE  
GERMANY  
TUNISIA  
GIORDANIA  
LAOS  
CROATIA  
BRAZIL

### 50.1-100

BAHRAIN  
MALAWI \*  
LESOTHO  
LEBANON  
HONG KONG (P.R.C.)  
SPAIN  
HONDURAS  
ZIMBABWE  
ARMENIA  
BELGIUM  
SYRIA  
MAROCCO

### < 50

EGYPT  
CAMEROON \*  
KENYA  
BELARUS  
EL SALVADOR  
ALBANIA  
LESSER ANTILLES  
INDIA  
IRELAND \*  
GUATEMALA  
UNITED KINGDOM  
COSTA RICA  
CAPE VERDE  
MALTA  
ISRAEL  
SIERRA LEONE  
THAILAND \*  
IVORY COAST \*  
NICARAGUA  
CANADA \*  
MONTENEGRO  
SLOVAKIA  
GABON  
GUINEA \*  
UNGARY  
PORTUGAL  
CYPRUS \*

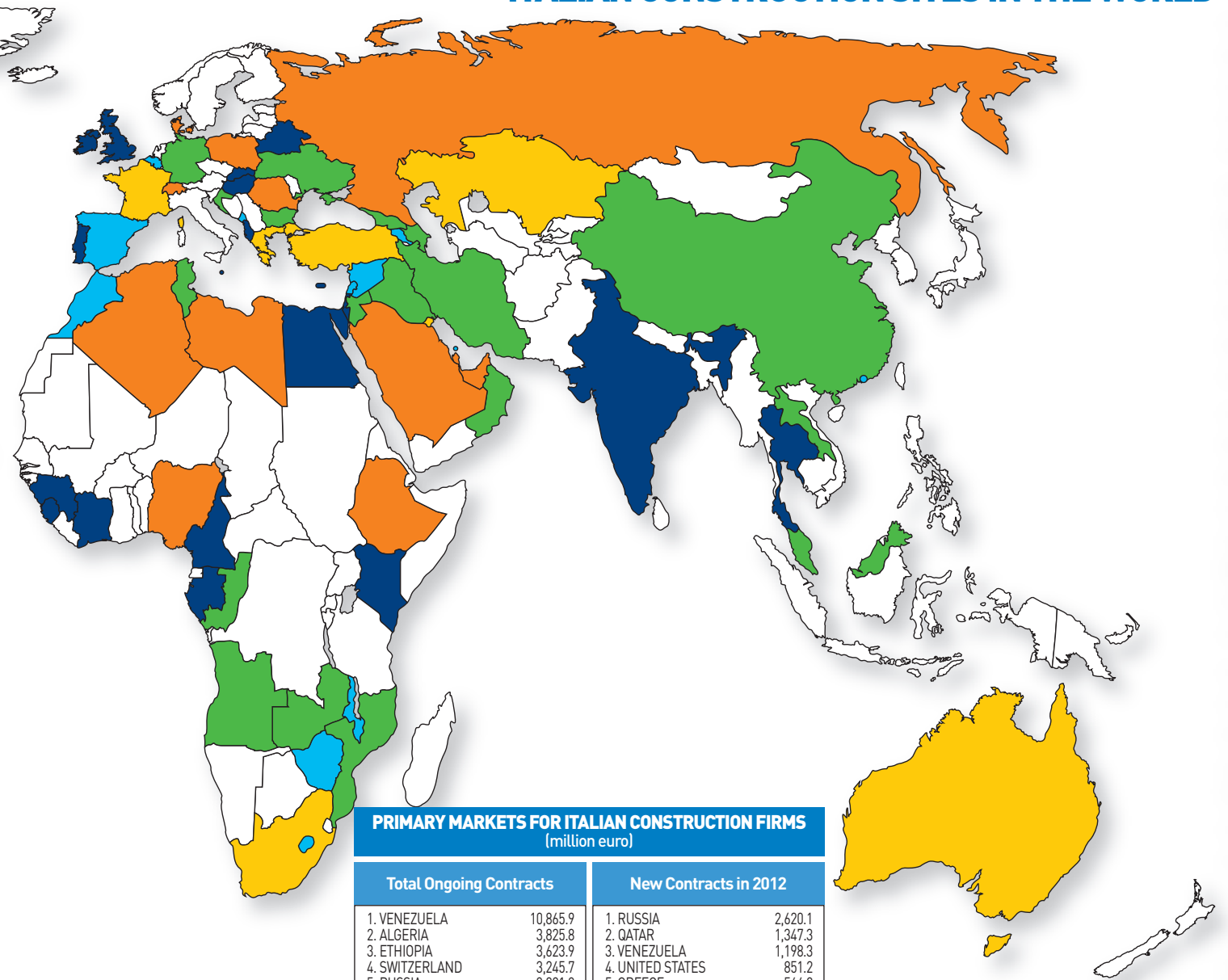
### Concessions

ARGENTINA  
AUSTRALIA  
BRASIL  
CHILE  
COLOMBIA  
COSTA RICA  
HONDURAS  
PERU  
TURKEY  
UNITED KINGDOM



\* New Countries in 2012

## ITALIAN CONSTRUCTION SITES IN THE WORLD



### PRIMARY MARKETS FOR ITALIAN CONSTRUCTION FIRMS (million euro)

Total Ongoing Contracts		New Contracts in 2012	
1. VENEZUELA	10,865.9	1. RUSSIA	2,620.1
2. ALGERIA	3,825.8	2. QATAR	1,347.3
3. ETHIOPIA	3,623.9	3. VENEZUELA	1,198.3
4. SWITZERLAND	3,245.7	4. UNITED STATES	851.2
5. RUSSIA	3,221.8	5. GREECE	564.2
6. ARGENTINA	2,512.6	6. PANAMA	530.1
7. PANAMA	2,450.5	7. CHILE	406.9
8. LYBIA	2,115.4	8. MEXICO	343.0
9. ROMANIA	1,993.3	9. SOUTH AFRICA	325.7
10. UNITED STATES	1,842.9	10. ALGERIA	324.3
<b>Total Main 10 Markets</b>	<b>35,697.8</b>	<b>Total Main 10 Markets in 2012</b>	<b>8,511.1</b>
<b>Total Ongoing Contracts</b>	<b>61,444.3</b>	<b>Total New Contracts in 2012</b>	<b>12,206.1</b>

## GEOGRAPHIC PRESENCE OF ITALIAN COMPANIES ABROAD

### NORTH AMERICA 2,214.8

**Canada**  
Pilosio  
**Mexico**  
Bonatti  
Ferretti Industrial Services  
Ferretti International  
Mont-Ele  
Pilosio  
Sicim  
**United States**  
Astaldi  
Cmc  
Condotte  
Grandi Lavori Fincosit  
Pilosio  
Rizzani De Eccher  
Salini Impregilo  
Trevi

### CENTRAL AMERICA 3,174.5

**Costa Rica**  
Ghella  
**El Salvador**  
Astaldi  
**Greater Antilles**  
Ghella  
Grandi Lavori Fincosit  
Salini Impregilo  
**Guatemala**  
Seli  
**Honduras**  
Astaldi  
Lesser Antilles  
Condotte  
**Nicaragua**  
Astaldi  
**Panama**  
Condotte  
Salini Impregilo  
Seli  
Trevi

### SOUTH AMERICA 16,666.7

**Argentina**  
Edilmac  
Ghella  
Trevi  
**Brazil**  
Ghella  
Pilosio  
Salini Impregilo  
**Chile**  
Astaldi  
Cmc  
Ghella  
Pilosio  
Salini Impregilo

### Colombia

Edilmac  
Ghella  
Pilosio  
Renco  
Salini Impregilo  
Sicim  
Trevi  
**Ecuador**  
Salini Impregilo  
**Peru**  
Astaldi  
Pilosio  
Sicim  
**Venezuela**  
Astaldi  
Clf  
Ghella  
Pilosio  
Salini Impregilo  
Trevi

### NORTH AFRICA 6,197.7

**Algeria**  
Astaldi  
Bentini  
Bonatti  
Clf  
Cmc  
Condotte  
Pizzarotti  
Rizzani De Eccher  
Trevi  
**Egypt**  
Bonatti  
Salcef  
**Lybia**  
Bonatti  
Cev  
Conicos  
Ferretti International  
Maltauro  
Renco  
Salini Impregilo  
**Morocco**  
Bitumstrade  
Clf  
ICS Grandi Lavori  
Salvatore Matarrese  
**Tunisia**  
Astaldi  
Efficiency Construction Group  
Salini Impregilo

### SUB-SAHAR. AFRICA 7,605.2

**Angola**  
Cmc  
Edilmac  
Ferretti International  
Sicim  
Trevi  
**Cameroon**  
Sicim  
**Cape Verde**  
Maltauro  
**Congo (Rep.)**  
Renco  
Sicim  
Trevi  
**Ethiopia**  
Salini Impregilo  
**Gabon**  
Trevi  
**Guinea**  
Condotte  
**Ivory Coast**  
Trevi  
**Kenya**  
Maltauro  
**Lesotho**  
Cmc  
**Malawi**  
Cmc  
**Mozambique**  
Cmc  
Trevi  
**Nigeria**  
Bentini  
Ferretti International  
Salini Impregilo  
Trevi  
**Sierra Leone**  
Salini Impregilo  
**South Africa**  
Cmc  
Salini Impregilo  
**Zambia**  
Cmc  
**Zimbabwe**  
Salini Impregilo

### EUROPEAN UNION 6,809.8

**Belgium**  
Renco  
**Bulgaria**  
Clf  
Cmc  
Gcf  
Impresa  
**Cyprus**  
Pilosio

### Denmark

Gcf  
Salini Impregilo  
Seli  
Trevi  
**France**  
Bonatti  
Condotte  
Gcf  
Pizzarotti  
Sicim  
**Germany**  
Bonatti  
Salini Impregilo  
**Greece**  
Condotte  
Ghella  
Salini Impregilo  
Seli  
**Ireland**  
Sicim  
**Malta**  
Condotte  
Ibi  
**Poland**  
Astaldi  
Condotte  
Salcef  
Valdadige  
**Portugal**  
Edilmac  
**Romania**  
Astaldi  
Collini  
Condotte  
Efficiency Construction Group  
Ferretti Industrial Services  
Monticava  
Pizzarotti  
Salcef  
Salini Impregilo  
**Slovakia**  
Bottoli  
**Spain**  
Bonatti  
Sicim  
**Ungary**  
Bottoli  
**United Kingdom**  
Sicim

### EUROPE EXTRA UE 8,010.1

**Albania**  
Bonatti  
Gcf  
ICS Grandi Lavori  
Impresa  
Salvatore Matarrese

### Belarus

Salini Impregilo  
**Croatia**  
Maltauro  
Salcef  
**Georgia**  
Salini Impregilo  
**Montenegro**  
Clf  
**Russia**  
Astaldi  
Pilosio  
Salini Impregilo  
Rizzani De Eccher  
**Switzerland**  
Condotte  
ICS Grandi Lavori  
Pizzarotti  
Renco  
Salini Impregilo  
**Turkey**  
Astaldi  
Gcf  
Salini Impregilo  
Seli  
**Ucraina**  
Salini Impregilo

### MIDDLE EAST 5,940.7

**Bahrain**  
Rizzani De Eccher  
**Iran**  
Seli  
**Iraq**  
Bonatti  
Condotte  
Sicim  
**Israel**  
Seli  
**Jordan**  
Condotte  
**Kuwait**  
Rizzani De Eccher  
Salini Impregilo  
Trevi  
**Lebanon**  
Rizzani De Eccher  
**Oman**  
Astaldi  
Impresa  
Trevi  
**Qatar**  
Condotte  
Maltauro  
Renco  
Rizzani De Eccher  
Salini Impregilo  
Trevi

### Saudi Arabia

Astaldi  
Bonatti  
Mont-Ele  
Pilosio  
Trevi  
**Syria**  
Condotte  
**United Arab Emirates**  
Rizzani  
Salcef  
Salini Impregilo

### ASIA 2,162.4

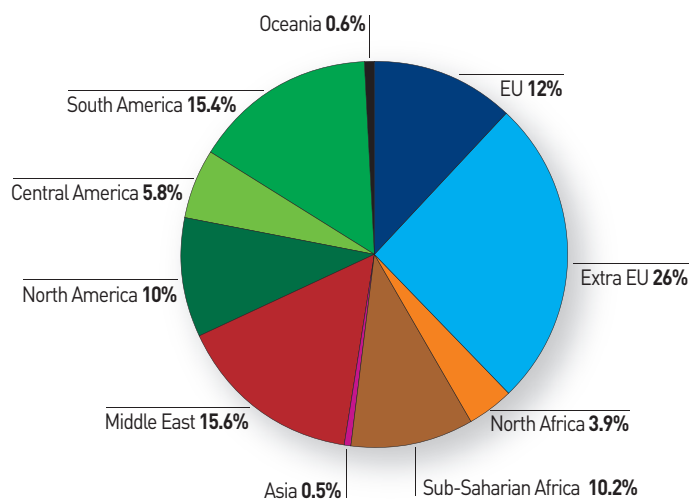
**Armenia**  
Renco  
**Azerbaijan**  
Impresa  
Rizzani De Eccher  
Salini Impregilo  
**China**  
Cmc  
Salini Impregilo  
Seli  
**Hong Kong (P.R.C.)**  
Seli  
Trevi  
**India**  
Seli  
**Kazakhstan**  
Bonatti  
Impresa  
Renco  
Rizzani De Eccher  
Salini Impregilo  
Sicim  
**Laos**  
Cmc  
**Malaysia**  
Salini Impregilo  
Seli  
**Singapore**  
Cmc  
Trevi  
**Thailand**  
Trevi

### OCEANIA 733.6

**Australia**  
Ghella  
Rizzani De Eccher

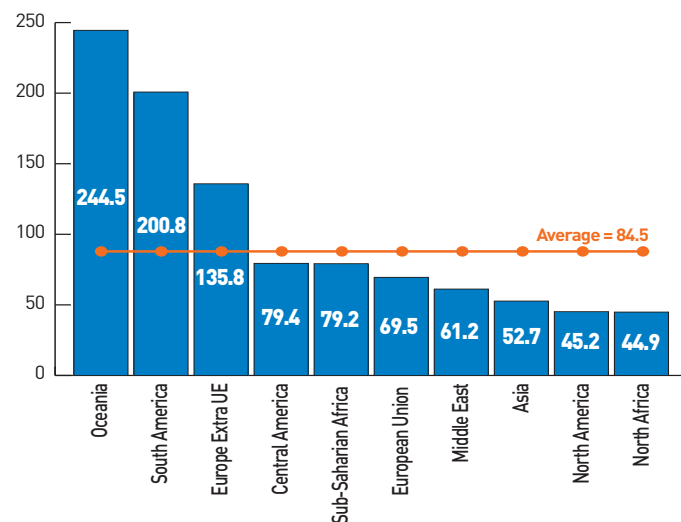
Amount of total works for each geographic area in million euro

## Geographic Distribution of New Contracts 2012



New contracts signed in 2012 are concentrated in Europe Extra EU, Middle East and South.

## Average amount of work by geographic area (million euro)



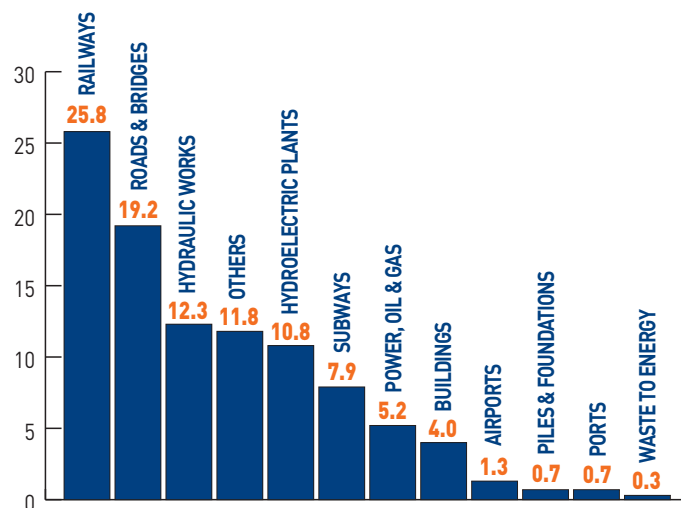
Major works are located in Oceania e South America. Average amount of work is 84.5 million euros.

## Summary

	Construction Sites n.	Value of Contracts million euro	Average amount of work million euro	Backlog
<b>WORKS</b>				
New Contracts in 2012	226	12,206.0	54	8,263.0
<b>Total Works</b>	<b>704</b>	<b>61,444.3</b>		<b>44,391.1</b>
<b>CONCESSIONS</b>				
New Concessions in 2012	8	31,147.9		
<b>Total Concessions</b>	<b>24</b>	<b>63,163.2</b>		

Italian contractors are running 704 construction sites internationally for more than 61 billion euro. Value of concessions exceeds 63 billion euro.

## Amount of Contracts per Sector (% on Total Revenue)



The majority of the companies work undertake complex infrastructures (railways, roads and bridges, hydraulic works).

## COMPANIES PART OF ANCE'S 2012 SURVEY

### **Astaldi SpA**

investor.relations@astaldi.com  
www.astaldi.com

### **Bentini SpA**

bentini@bentini.it  
www.bentini.it

### **Bitumstrade Srl**

bitumstrade@bitumstrade.it  
www.bitumstrade.it

### **Bonatti SpA**

bonatti@bonatti.it  
www.bonatti.it

### **Bottoli Costruzioni SpA**

info@bottoli.it  
www.bottoli.it

### **C.E.V. SpA**

impresacev@impresacev.com  
www.impresacev.it

### **CGF Costruzione Generali SpA**

info@cgfcostruzioni.it  
www.cgfcostruzioni.it

### **CLF SpA**

clf.spa@clfspa.it  
www.clfspa.it

### **C.M.C. Di Ravenna**

cmcestero@cmcra.com  
www.cmcra.com

### **Collini Lavori SpA**

trento@collinilavori.it  
www.collinilavori.it

### **Condotte SpA**

condotte@condotte.com  
www.condotte.com

### **Con.i.cos SpA**

info@conicos.eu  
www.conicos.eu

### **Edilmac Srl**

edilmac@edilmac.com  
www.edilmac.com

### **Efficiency Construction Group**

gbiancofiore@gothe.it  
www.gothe.it

### **Ferretti Industrial Services Srl**

info@ferretti-is.it  
www.ferretti-is.it

### **Ferretti International Srl**

info@ferretti-group.com  
www.ferretti-group.com

### **GCF SpA**

gcf@gcf.it  
www.gcf.it

### **Ghella SpA**

roma@ghella.com  
www.ghella.com

### **Grandi Lavori Fincosit SpA**

glf@glf.it  
www.glf.it

### **I.B.I. SpA**

info@ibispa.com  
www.ibispa.com

### **ICS Grandi Lavori SpA**

info.roma@icsspa.it  
info.milano@icsspa.it  
www.icsspa.it

### **Impresa SpA**

impresa@impresaspa.it  
www.impresaspa.it

### **Maltauro SpA**

maltauro@maltauro.com  
www.maltauro.com

### **Mont-Ele Srl**

segreteria@mont-ele.it  
www.mont-ele.it

### **Monticava Strade Srl**

info@monticava.it  
www.monticava.it

### **Pilosio SpA**

info@pilosio.com  
www.pilosio.com

### **Pizzarotti & C. SpA**

public@pizzarotti.it  
www.pizzarotti.it

### **Renco SpA**

rencospa@renco.it  
www.renco.it

### **Rizzani De Eccher SpA**

mail@rizzanideccher.com  
www.rizzanideccher.com

### **Salcef SpA**

gare@salcef.com  
www.salcef.com

### **Salini Impregilo**

info@salini-impregilo.com  
www.salini-impregilo.com

### **Salvatore Matarrese SpA**

info@matarrese.com  
www.salvatorematarrese.com

### **S.E.L.I. SpA**

selispa@selitunnel.com  
www.selitunnel.com

### **Sicim SpA**

info@sicim.eu  
www.sicim.eu

### **Trevi SpA**

trevi@trevispa.com  
www.trevispa.com

### **Valdadige SpA**

info@valdadige.it  
www.valdadige.it

#### **Overseas Works and International Relations Office**

Via Guattani, 16 - 00161 Rome - Italia  
Tel. + 39 06 84567 434/437 Fax + 39 06 84567 566  
estero@ance.it

**ANCE** ASSOCIAZIONE NAZIONALE  
COSTRUTTORI EDILI

#### **Office for the Relations with the European Union**

Av. de la Joyeuse Entree' 1, B -1040 Brussels - Belgium  
Tel: + 32 2 2861228