

SURVEY 2013

The Italian Construction Companies in the World



Growth and dynamism on international markets

The 36 companies which took part to *ANCE's Survey 2013* confirm the **dynamism** of the sector, despite the current slowdown.

In 2012, their international turnover has recorded an **11.4%** increase YoY, reaching **€ 8.7 billion**.

In 2004-2012, overseas activities have grown by **196.2%**, with an annual average of **14.5%**.

Construction Contracts' total value exceeds **€ 61 billion**. They operate concessions in international partnerships in excess of **€ 63 billion**, out of which **€ 17.8 billion** of their direct competence.

The Italian construction companies have acquired **226 new contracts** in 2012 with a value of more than **€ 12 billion**.

They are **active in 88 Countries**, including most of the OECD's, the BRIC and N-11.

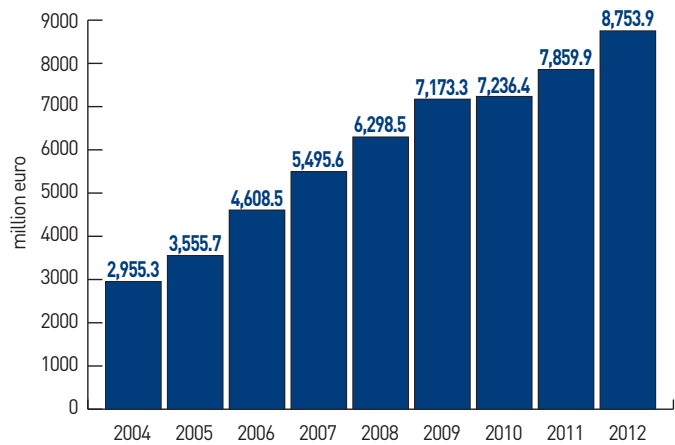
They **continue to invest overseas** and have created and/or control more than 250 companies under foreign law in 81 countries.

Their 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 constant flow of investments, the R&D in state of the art technologies, together with their recognized **worldwide experience** in planning and executing the most challenging infrastructure projects, contribute to position the Italian construction companies among the **leading ones in the world**.

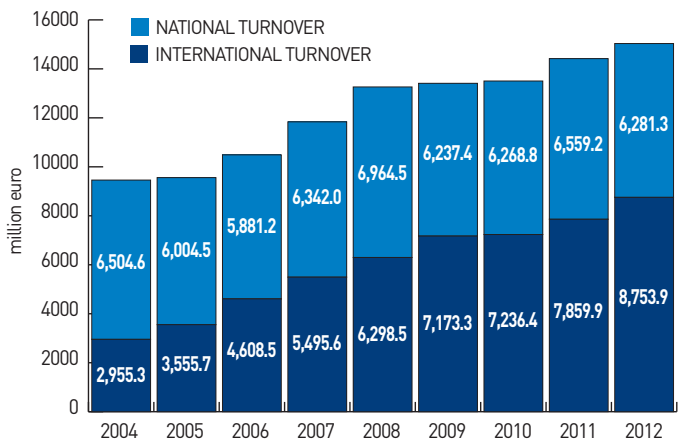
Top Italian International Contractors (million euro)				
Rank 2012	Firm	International Revenue 2012	Total Revenue 2012	New Contracts 2012
1	Salini Impregilo	3,380.3	4,119.4	1,853.6
2	Astaldi	1,412.0	2,456.9	1,473.4
3	Ghella	542.9	632.0	452.0
4	Condotte	510.4	1,017.1	785.8
5	Sicim	510.1	512.8	597.2
6	Bonatti	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)



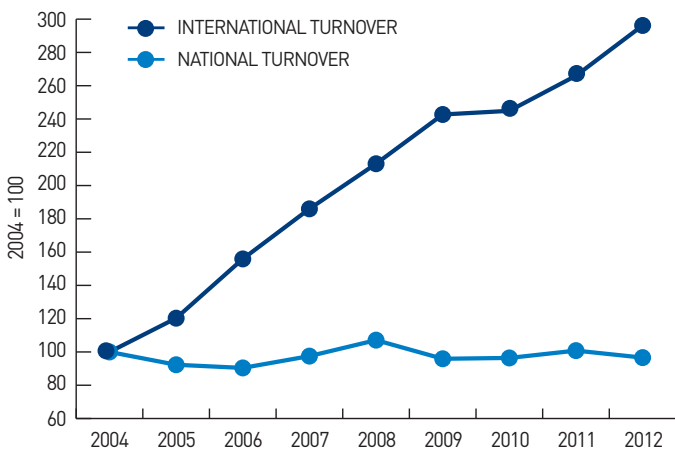
The 2012 international turnover of the Italian construction companies has exceeded 8.7 billion euro.

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%
TOTAL	31.2%	58.2%

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

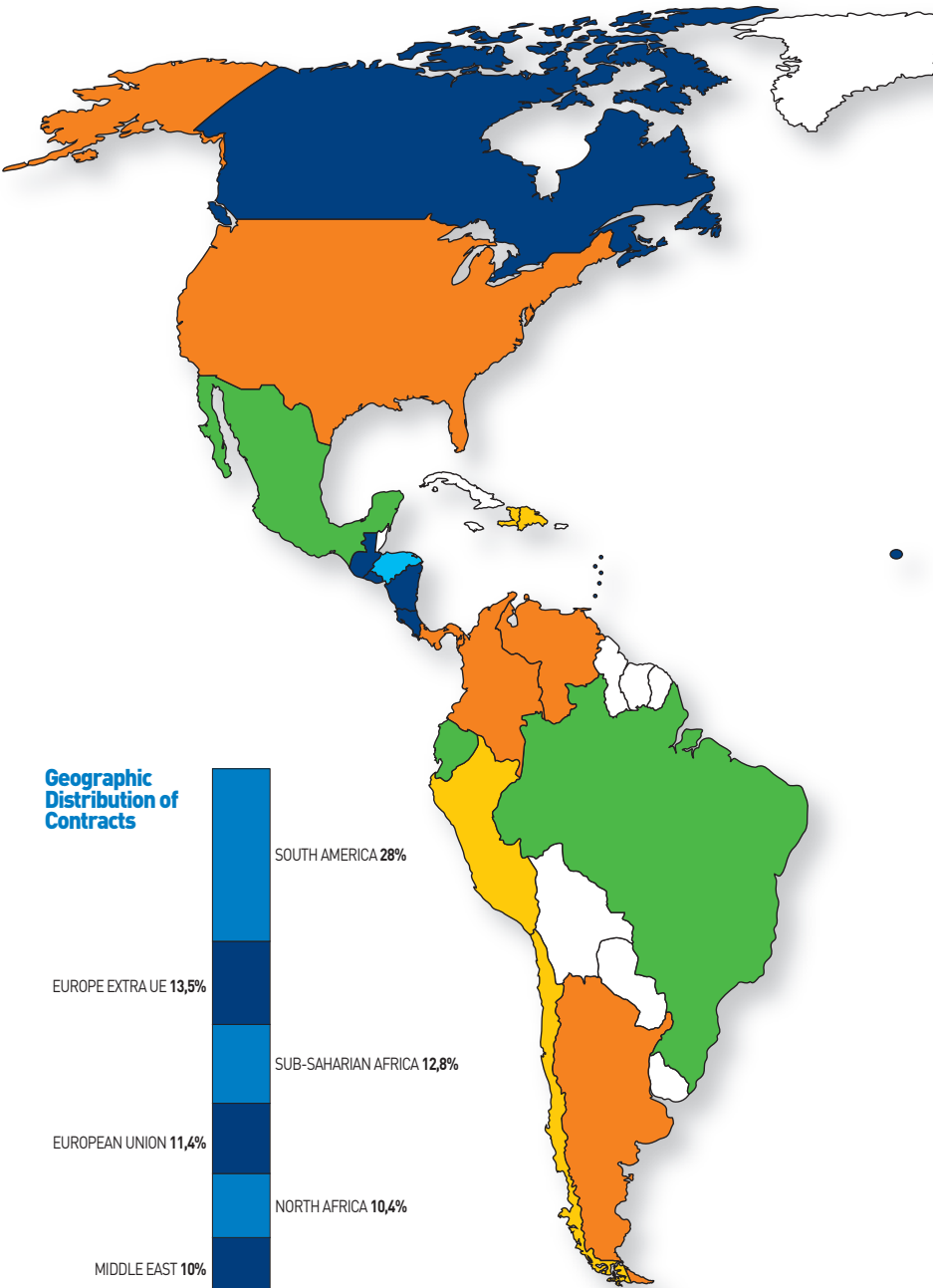
BAHRAIN
MALAWI *
LESOTHO
LEBANON
HONG KONG (P.R.C.)
SPAIN
HONDURAS
ZIMBABWE
ARMENIA
BELGIUM
SYRIA
MAROCCO

< 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 *

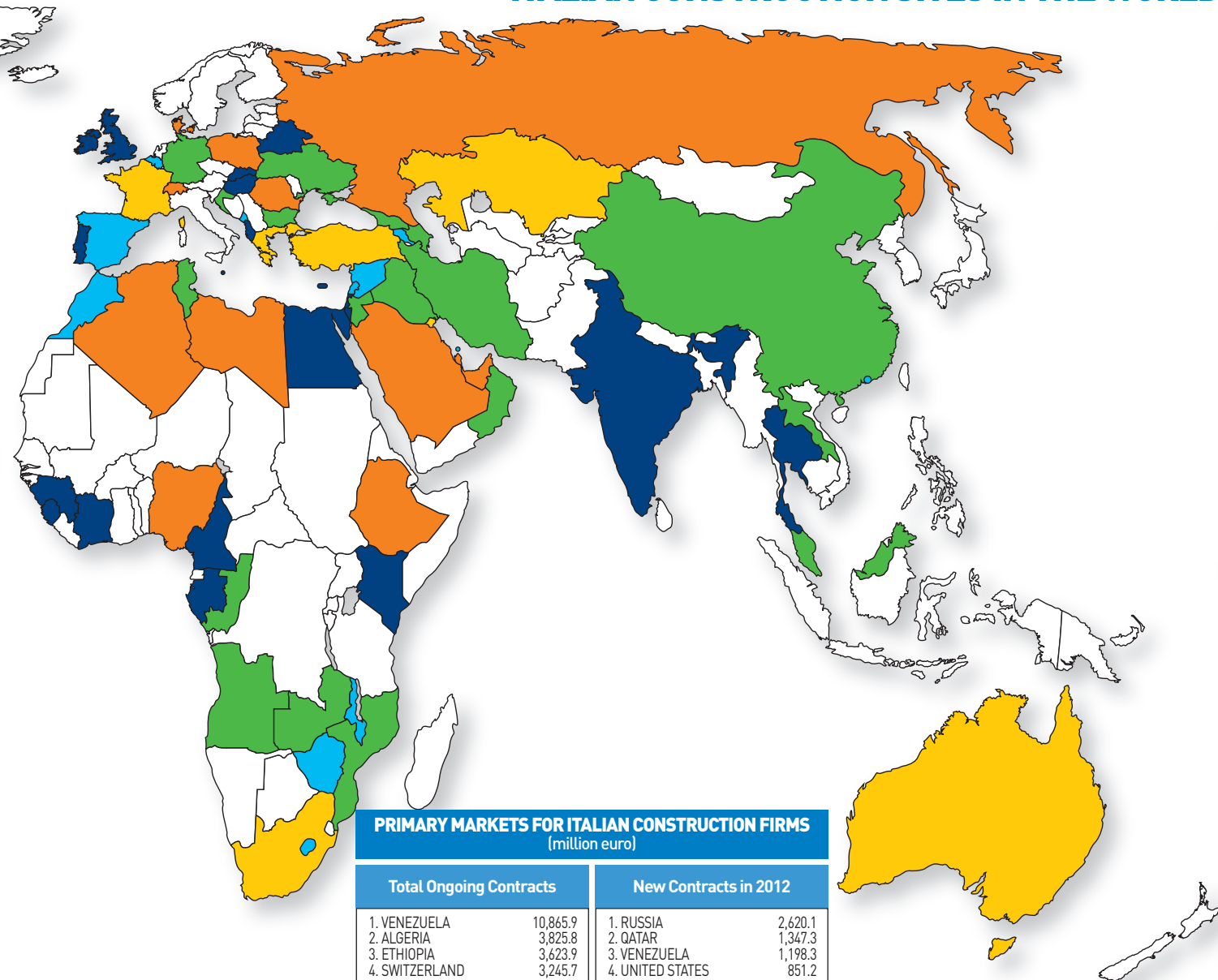
Concessions

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
Total Main 10 Markets	35,697.8	Total Main 10 Markets in 2012	8,511.1
Total Ongoing Contracts	61,444.3	Total New Contracts in 2012	12,206.1

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
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

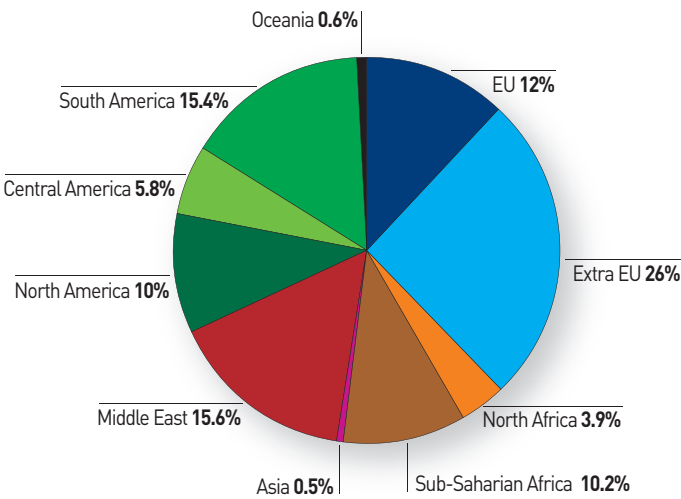
ASIA 2,162.4

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

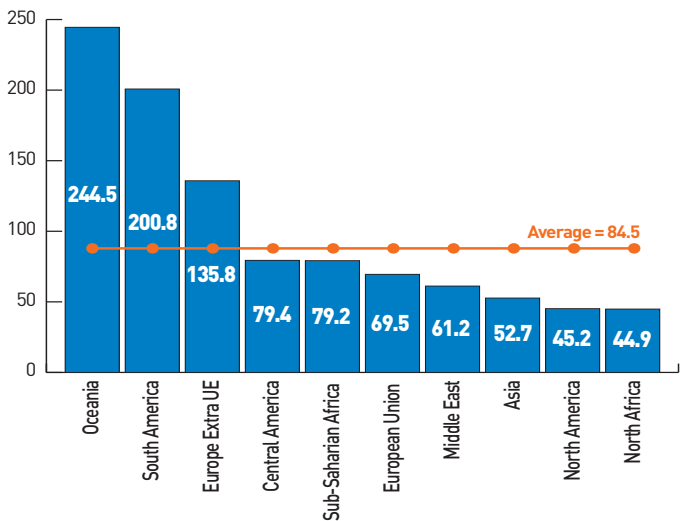
Australia
Ghella
Rizzani De Eccher

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)



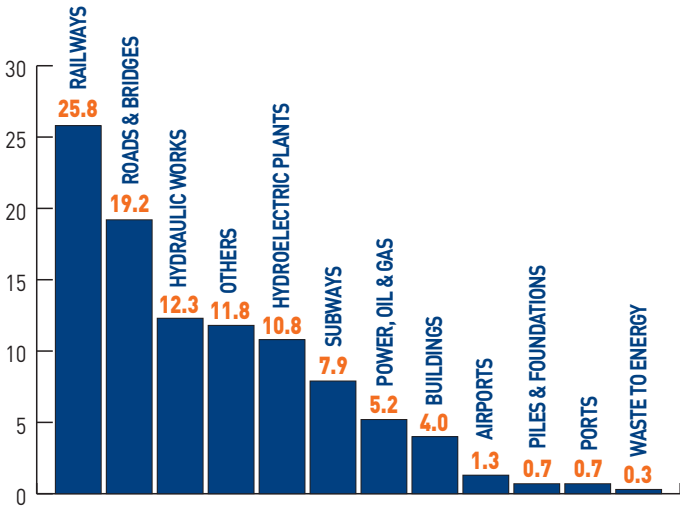
Major works are located in Oceania e South America. Average amount of work is 84.5 million euros.

Summary

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

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

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