

# ITALIAN INTERNATIONAL CONTRACTORS IN THE WORLD IN 2008

**ANCE**  
ASSOCIAZIONE  
NAZIONALE  
COSTRUTTORI  
EDILI



**2009 ANCE'S SURVEY**

## Works Abroad Raise: Italian Enterprises are Competitive on International Markets

Italian Construction Industry's turnover abroad keeps increasing.

ANCE's Survey 2009 clearly stresses that the 41 analysed Italian enterprises operating outside our borders are aiming to diversify both the specialisation sectors and the Countries target of investments.

In 2008 turnover abroad has exceeded **6.4 billion euro**, twice the amount compared to 2004, attesting a 20% average yearly growth.

Besides, approximately half of global companies' turnover is produced outside the Italian borders; instead, five years ago the activities abroad represented less than a third of the overall (31.8%).

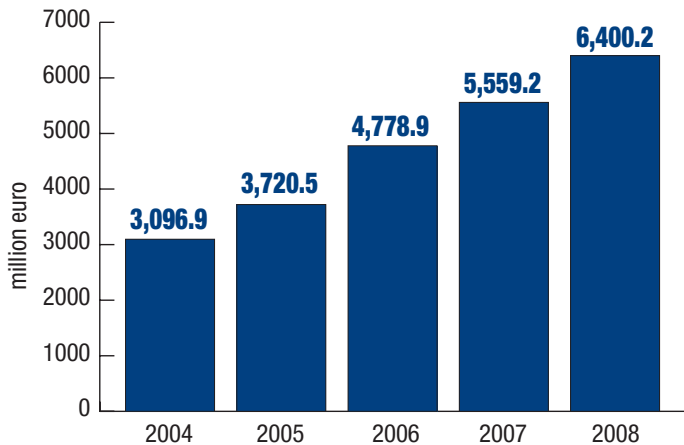
Italian contractors are running 563 construction sites in **80 Countries**, for a total amount of **40 billion euro**; in the only 2008 they have gained 232 new contracts for a global value of **11.3 billion euro**. Moreover, Italian enterprises own concessions for approximately **16 billion euro**.

The Survey points out how the majority of works abroad consists of complex infrastructures, on which the economic and social development of entire Countries and Regions directly depends.

Investing on international markets, in particular, enables Italian enterprises to register an effective business increase capable of overcoming the limits of internal demand.

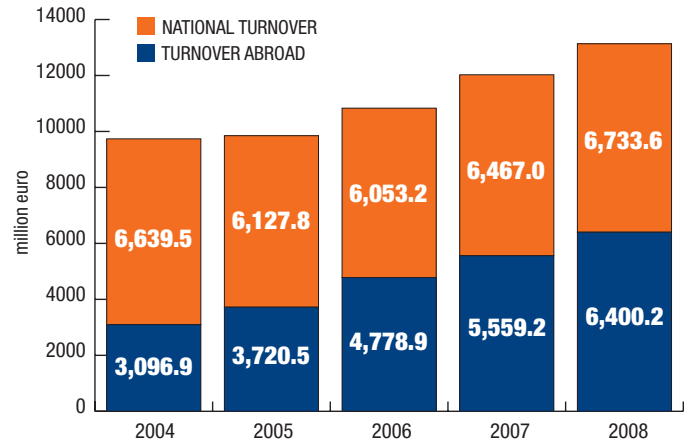
Top Italian International Contractors (million euro)					
Rank 2008	Rank 2007	Firm	International Revenue 2008	Total Revenue 2008	New Contracts 2008
1	1	Impregilo	1,917.0	2,958.0	3,081.5
2	2	Astaldi	742.7	1,525.6	1,823.3
3	3	Salini Costruttori	595.6	736.9	276.0
4	4	Ghella	411.0	482.3	834.2
5	6	Trevi Group	387.8	467.9	575.9
6	9	Bonatti	368.0	539.0	545.2
7	5	Rizzani de Eccher	364.5	492.6	1,576.9
8	8	CMC	252.4	701.8	1,213.0
9	10	Todini	241.7	489.5	124.1
10	7	Socoterm	199.4	266.2	107.2
11	11	Pizzarotti	179.5	747.8	741.0
12	16	Condotte	144.1	744.5	360.2
13	12	Renco	125.0	148.0	193.0
14	14	Bentini	122.1	144.2	223.8
15	15	Seli	92.3	157.8	278.4
16	17	Inso	69.0	168.8	353.3
17	13	Ferretti International	65.0	105.0	141.5
18	18	Maltauro	50.0	451.0	225.9
19	21	Vipp Lavori	21.5	62.4	8.5
20	-	Secol	18.1	31.4	12.3
21	20	Seas	17.8	23.1	25.1
22	23	Grandi Lavori Fincosit	17.5	411.3	281.0
23	19	Valdadige	12.0	222.0	-
24	-	Salcef	9.5	85.1	-
25	26	Cossi	9.2	121.2	82.6
26	-	Claudio Salini	6.2	138.1	106.4
27	29	Edilmac	5.7	29.2	5.6
28	28	Ferretti Spa	3.9	19.4	7.1
29	24	Vidoni	3.6	57.9	-
30	30	Con.i.cos	2.8	100.0	24.3

### International Turnover Performance in 2004-2008



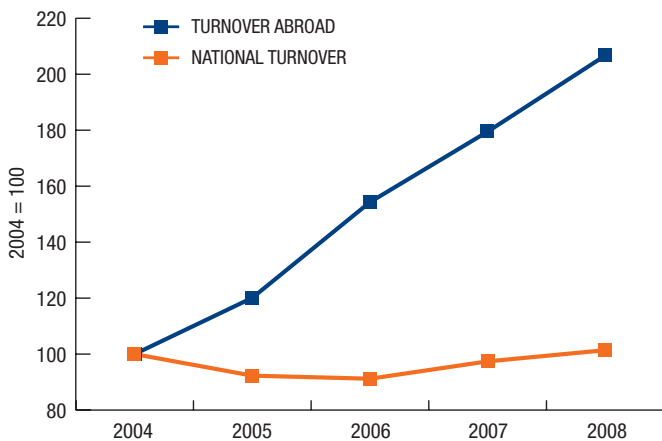
In 2008 Italian enterprises' turnover abroad has exceeded 6.4 billion euro, twice the amount compared to 2004.

### Global and International Turnover Performance in 2004-2008



Approximately 50% of global companies' turnover is produced outside the Italian borders, compared to less than a third (31.8%) in 2004.

### National and International Turnover Performance in 2004-2008



Turnover abroad registers greatly higher growth rates than inside the Italian borders: the distance between the two curves widens.

### Percentage of International Turnover on Total Revenue per Enterprise Dimension

Size of Enterprise in Terms of Total Turnover (million euro)	% of International Turnover in 2004	% of International Turnover in 2008
UP TO 50	10.2%	25.2%
51-100	1.5%	7.7%
101-250	28.2%	32.4%
251-500	50.7%	54.6%
OVER 500	29.3%	52.8%
<b>TOTAL</b>	<b>31.8%</b>	<b>48.7%</b>

Activities abroad increase for all sizes of enterprises: for bigger ones more than half of global turnover is outside the Italian borders.

## Total Amount of Contracts per Country

(million euro)

### > 1.000

VENEZUELA  
ALGERIA  
SWITZERLAND  
ETHIOPIA  
ROMANIA  
QATAR  
UNITED ARAB EMIRATES  
ARGENTINA  
NIGERIA  
UNITED STATES

### 501-1.000

LYBIA  
TURKEY  
GREECE  
SOUTH-AFRICA  
ICELAND  
KAZAKHSTAN

### 101-500

FRANCE  
ANGOLA  
UGANDA  
GERMANY  
BULGARIA  
RUSSIA  
AZERBAIJAN  
KUWAIT  
MOROCCO  
SPAIN  
ARMENIA  
CHILE\*  
DOMINICAN REP.  
LAOS\*  
JORDAN  
CANADA  
EL SALVADOR  
ECUADOR  
SWAZILAND  
IRAN

### 51-100

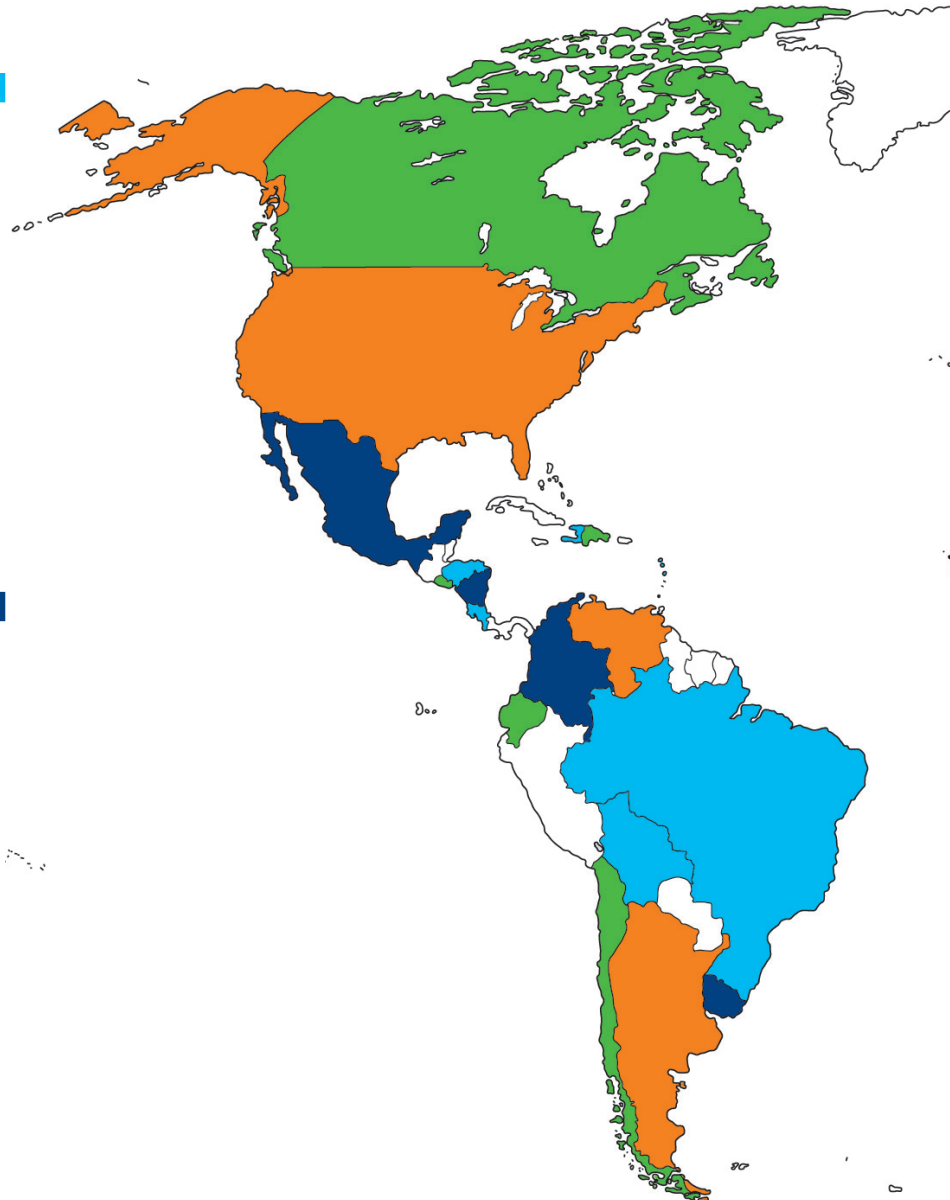
MOZAMBIQUE  
HAITI  
CONGO (REP.)  
WEST INDIES  
COSTA RICA  
AUSTRIA  
BELGIUM  
HONG KONG\*  
SUDAN  
SAUDI ARABIA  
MALAWI  
BRAZIL  
POLAND  
TUNISIA  
SIERRA LEONE  
BOLIVIA  
HONDURAS  
UCRAINE

### < 50

ALBANIA  
NORWAY  
CAPE VERDE  
TANZANIA  
TAJIKISTAN  
COLOMBIA  
INDIA  
MALTA  
CROATIA  
KENYA  
CHINA  
ZIMBABWE  
AUSTRALIA  
SLOVENIA  
NICARAGUA  
SYRIA  
BOSNIA-HERZEGOVINA  
CONGO (DEM. REP.)  
MEXICO  
IVORY COAST  
GUINEA-BISSAU  
PHILIPPINES  
URUGUAY\*  
ISRAEL\*  
EGYPT

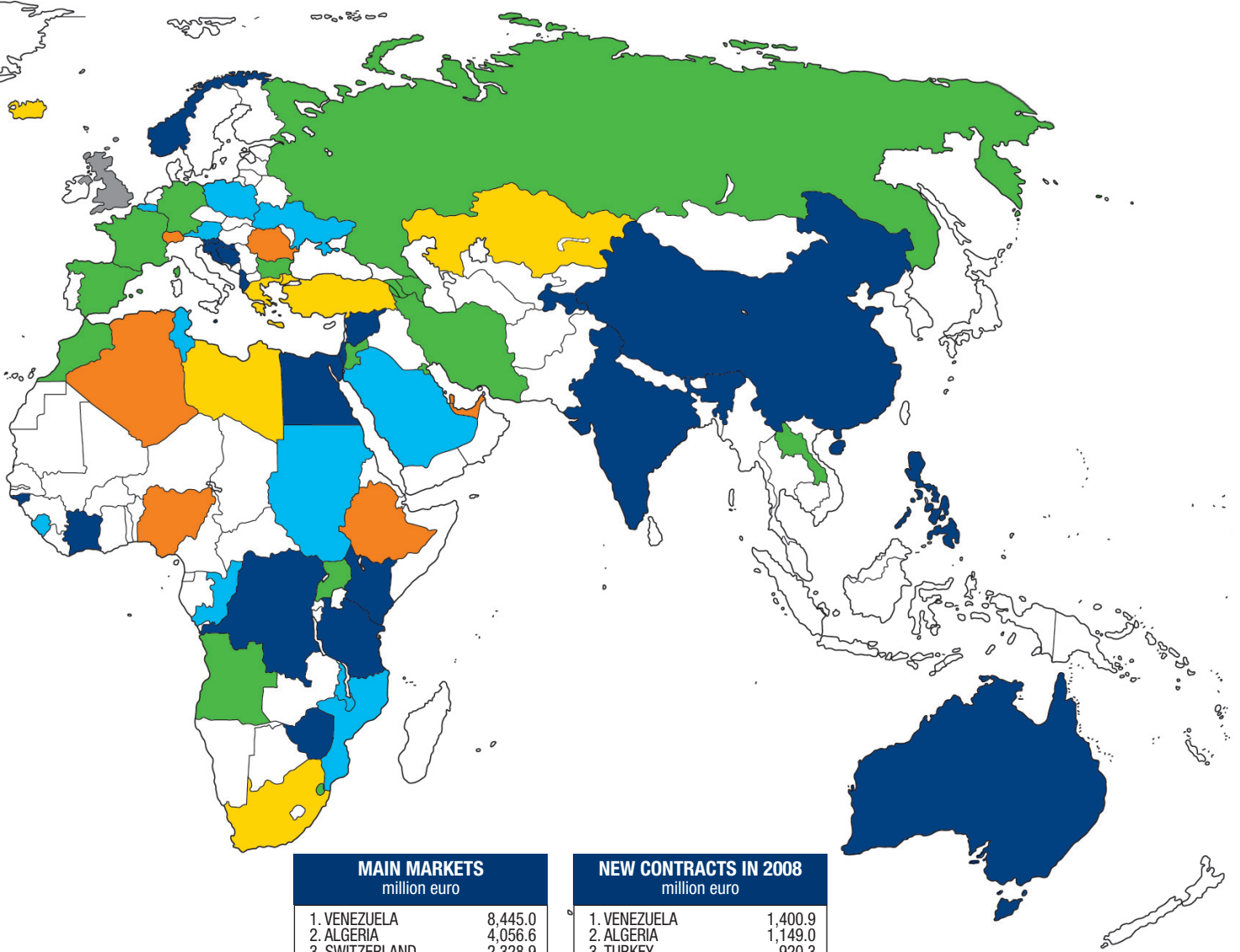
### Only Concession

UNITED KINGDOM\*



\* New Countries in 2008

# ITALIAN CONSTRUCTION SITES IN THE WORLD IN 2008



MAIN MARKETS	
million euro	
1. VENEZUELA	8,445.0
2. ALGERIA	4,056.6
3. SWITZERLAND	2,328.9
4. ETHIOPIA	1,903.1
5. ROMANIA	1,765.5
6. QATAR	1,505.2
7. UNITED ARAB EMIRATES	1,463.7
8. ARGENTINA	1,176.8
9. NIGERIA	1,052.8
10. UNITED STATES	1,046.6
<b>Total Main 10 Markets</b>	<b>24,744.2</b>
<b>Total Ongoing Works</b>	<b>40,476.7</b>

NEW CONTRACTS IN 2008	
million euro	
1. VENEZUELA	1,400.9
2. ALGERIA	1,149.0
3. TURKEY	920.3
4. ARGENTINA	785.0
5. UNITED STATES	752.3
6. LIBYA	747.0
7. ROMANIA	721.4
8. SOUTH AFRICA	715.3
9. SWITZERLAND	303.6
10. ANGOLA	297.8
<b>Total Main 10 Markets in 2008</b>	<b>7,792.5</b>
<b>Total New Works in 2008</b>	<b>11,288.7</b>

## GEOGRAPHIC PLACEMENT OF ITALIAN ENTERPRISES ABROAD PER COUNTRY

### NORTH AMERICA

**Canada**  
Rizzani de Eccher  
Seli

**United States**  
Astaldi  
Condotte  
Grandi Lavori Fincosit  
Impregilo  
Seli  
Trevi Group

### CENTRAL AMERICA

**Costa Rica**  
Astaldi  
Ghella

**Dominican Republic**  
Ghella  
Impregilo

**El Salvador**  
Astaldi

**Haiti**  
Ghella

**Honduras**  
Astaldi  
Ghella

**Mexico**  
Edilmac  
Ferretti Spa

**Nicaragua**  
Astaldi

**West Indies**  
Grandi Lavori Fincosit  
Inso

### SOUTH AMERICA

**Argentina**  
Ghella  
Impregilo  
Trevi Group

**Bolivia**  
Astaldi  
Grandi Lavori Fincosit

**Brasil**  
Ghella  
Impregilo  
Seli  
Socotherm

**Chile**  
Astaldi

**Colombia**  
Grandi Lavori Fincosit  
Trevi Group

**Ecuador**

Impregilo

**Uruguay**

Inso

**Venezuela**

Astaldi

Ghella

Impregilo

Seli

Socotherm

Trevi Group

### NORTH AFRICA

**Algeria**  
Astaldi  
Bentini  
Bonatti  
CMC  
Condotte  
Cossi  
Pizzarotti  
Rizzani de Eccher  
Todini  
Trevi Group

**Egypt**

Bonatti

**Ethiopia**

Salini Costruttori

Seli

**Libya**

Bonatti

Conicos

Ferretti International

Impregilo

Maltauro

Trevi Group

**Morocco**

Bentini

Bitumstrade

Claudio Salini

Pizzarotti

Salini Costruttori

**Sudan**

CMC

**Tunisia**

Demoter

Socotherm

Todini

### AFRICA

**Angola**

CMC

Socotherm

Trevi Group

**Cape Verde**

CLF

Maltauro

**Congo (Dem. Rep.)**

Seas

**Congo (Rep.)**

Renco

Seas

**Guinea Bissau**

Trevi Group

**Ivory Coast**

Trevi Group

**Kenya**

Maltauro

**Malawi**

CMC

**Mozambique**

CMC

**Nigeria**

Bentini

Impregilo

Renco

Salini Costruttori

Socotherm

Trevi Group

**Sierra Leone**

Salini Costruttori

**South-Africa**

CMC

Impregilo

**Swaziland**

CMC

**Tanzania**

Maltauro

Renco

**Uganda**

Salini Costruttori

**Zimbabwe**

Salini Costruttori

### EU

**Austria**

Bonatti

Cogeis

Pizzarotti

Seli

**Belgium**

Bentini

Renco

**Bulgaria**

Astaldi

Ferretti International

CLF

**France**

Cogeis

Ferretti Spa

Ghella

Inso

Pizzarotti

Vipp

**Germany**

Bonatti

Impregilo

**Greece**

Impregilo

Inso

Seli

Todini

**Malta**

Ibi

Inso

**Poland**

Valdadige

**Romania**

Astaldi

Carena

Ciemme

Cossi

Inso

Intercantieri Vittadello

Itinera

Monticava

Pizzarotti

Salcef

Secol

Troiani & Ciarrocchi

Vipp

**Slovenia**

Vidoni

Vipp

**Spain**

Bonatti

Seli

Socotherm

Vipp

**United Kingdom**

Impregilo

### EUROPE EXTRA EU

**Albania**

Bonatti

Inso

Maltauro

**Armenia**

Renco

**Azerbaijan**

Rizzani de Eccher

Todini

**Bosnia-Herzegovina**

Vidoni

**Croatia**

Salcef

Vipp

**Iceland**

Impregilo

**Norway**

Impregilo

Socotherm

**Russia**

Renco

Rizzani de Eccher

Seli

**Switzerland**

Cossi

Impregilo

Pizzarotti

**Turkey**

Astaldi

Seli

**Ukraine**

Rizzani de Eccher

Todini

### MIDDLE EAST

**Jordan**

Condotte

**Iran**

Seli

Trevi Group

**Israel**

Troiani & Ciarrocchi

**Kuwait**

Impregilo

**Qatar**

Astaldi

Impregilo

Rizzani de Eccher

Troiani & Ciarrocchi

**Saudi Arabia**

Astaldi

Bonatti

**Syria**

Inso

**United Arab Emirates**

Impregilo

Rizzani de Eccher

Salini Costruttori

Todini

Trevi Group

### ASIA

**China**

CMC

Impregilo

**Hong Kong**

Seli

**India**

Edilmac

Seli

**Kazakhstan**

Bonatti

Edilmac

Renco

Rizzani de Eccher

Todini

**Laos**

CMC

**Philippines**

Trevi Group

**Tajikistan**

Rizzani de Eccher

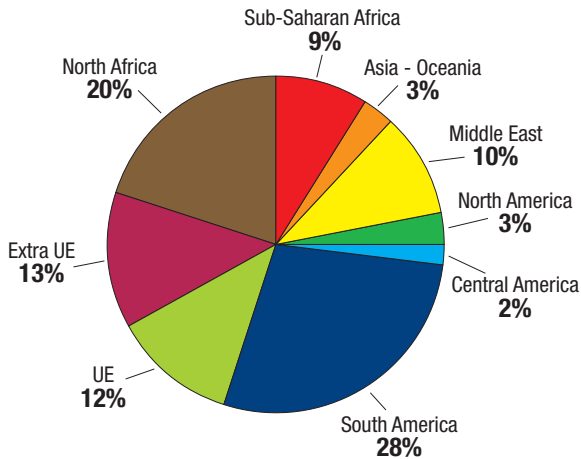
### OCEANIA

**Australia**

Socotherm

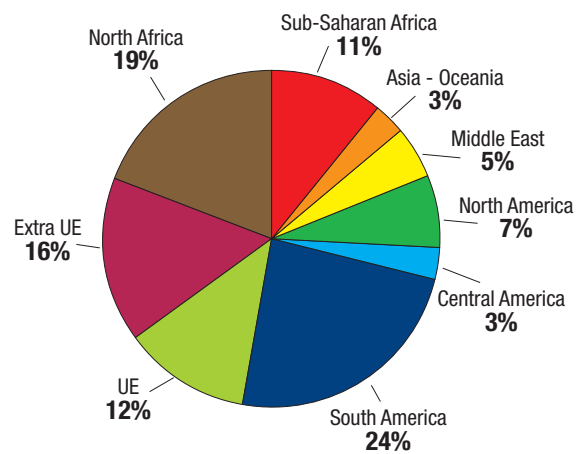
## Geographic Range of Italian Enterprises Abroad per Macro-Area

Total Amount of Contracts



As for total amount of contracts, the main areas are Africa and South America, followed by European Countries outside EU, the European Union and the Middle-East.

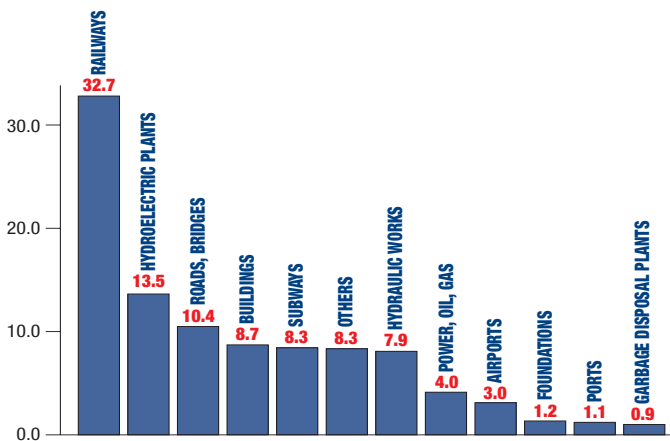
New Contracts in 2008



In terms of 2008 new contracts, the main areas are Africa, South America, European Countries outside EU and the European Union. Italian exposure in North America has increased.

## Main Sectors in 2008

(% on Total Amount of Contracts)



The most part of Italian enterprises work on complex infrastructures (railways, hydroelectric plants, roads, bridges and subways), which contribute to the economic and social development of entire Countries and Regions.

## Summary of the Italian International Contractors in the World in 2008

	Construction Site N°	Value of Contracts million euro
<b>WORKS</b>		
New Contracts in 2008	232	11,288.7
Contracts pre-existing 2008	331	25,683.0
<i>Works not specified*</i>		3,505.0
<b>Total Works</b>	<b>563</b>	<b>40,476.7</b>
<b>CONCESSIONS</b>		
New Concessions in 2008	1	1,710.1
Concessions pre-existing 2008	11	11,603.36
<i>Ongoing Concessions not specified*</i>		2,590.2
<b>Total Concessions</b>	<b>12</b>	<b>15,903.7</b>

\* Works and Concessions for which only aggregated datas are available

Italian contractors are running 563 construction sites abroad for a total amount of 40 billion euro. The diversification of investments is increasing. The value of concessions is approximately of 16 billion euro.

**Italian International Contractors  
ANCE's Survey 2009**

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