



Recovery:
**What's changed in the market, what's changing for
companies**

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What is the market **situation**

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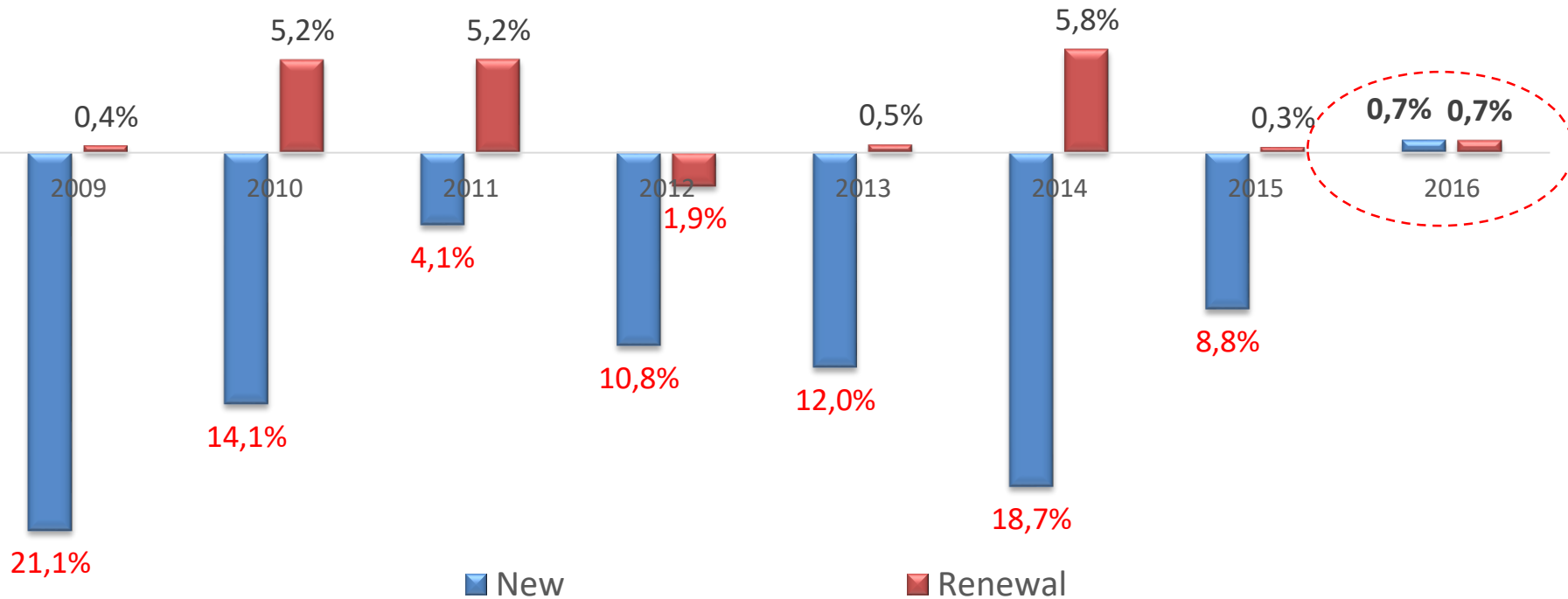
What is the near-term **outlook**?

Investment trends in the construction sector

- 18 billion Euros
- 22% of the market

Investment in construction residential

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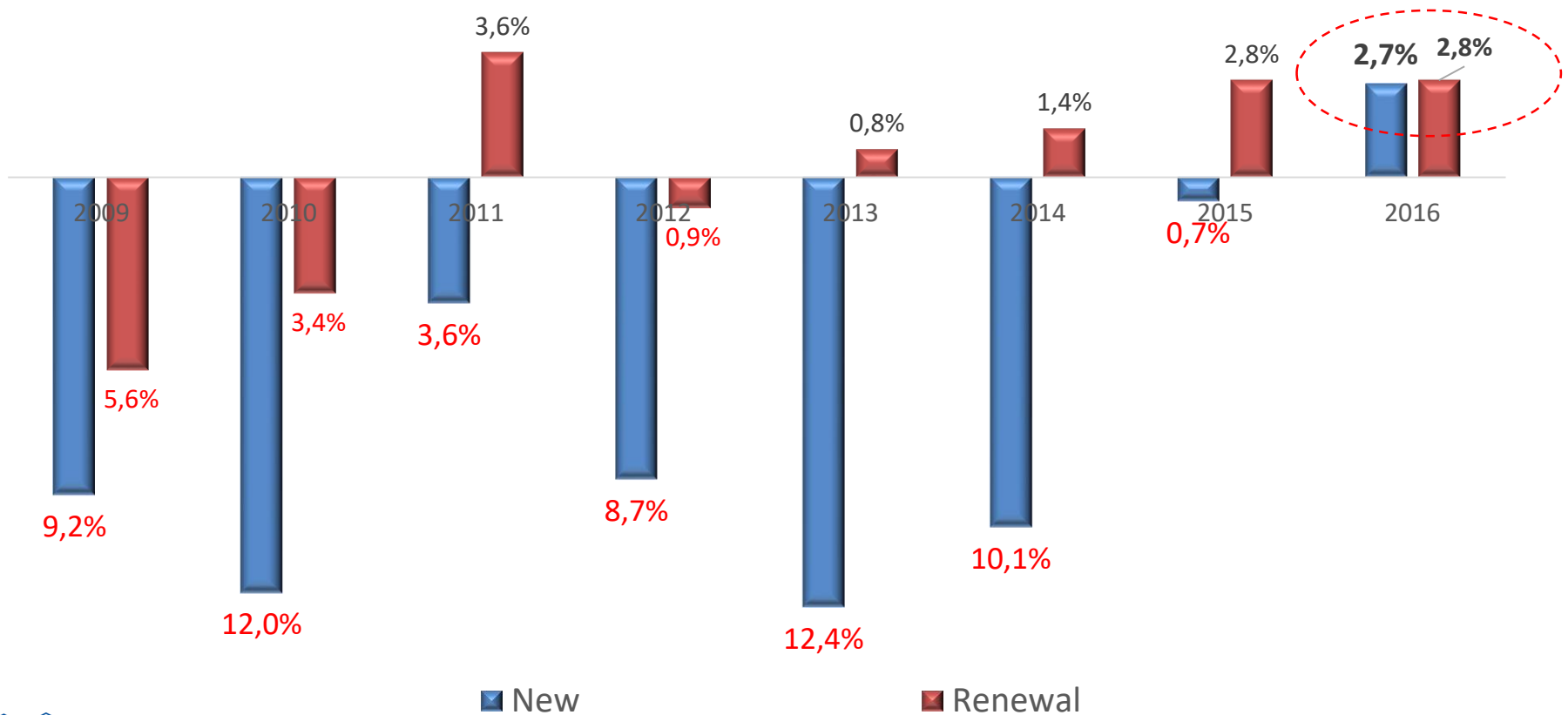


Investment trends in the construction sector

- 12.5 billion Euros
- 24% of the market

Investments in construction non residential

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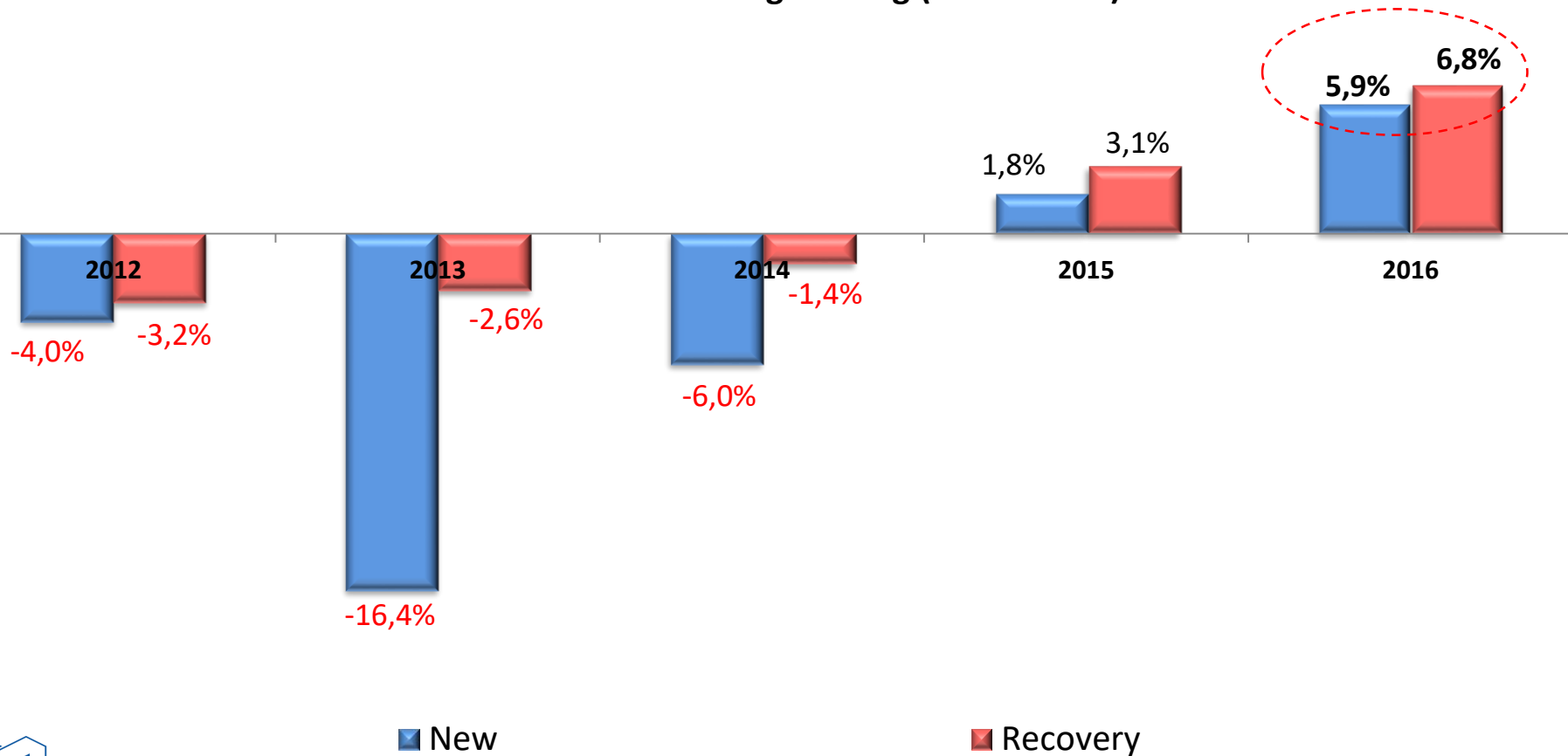


Source: elaboration on ISTAT and EUROCONSTRUCT data, 2016 data estimated

Investment trends in the construction sector

- 10 billion Euro
- 22% of the market

Investments in civil engineering (2012 - 2016)

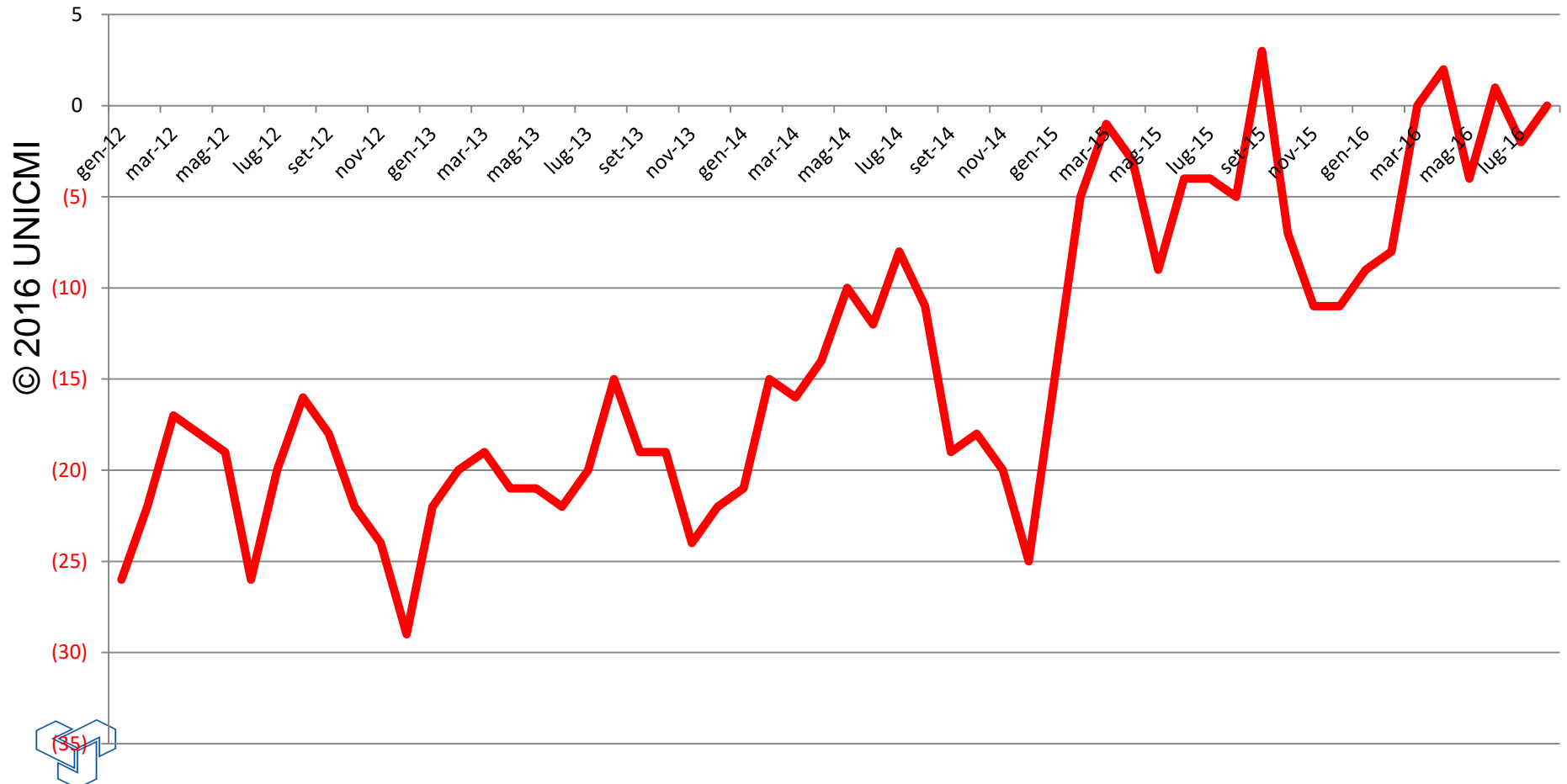


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Trends and prospects in the construction industry

The index is back in the positive zone

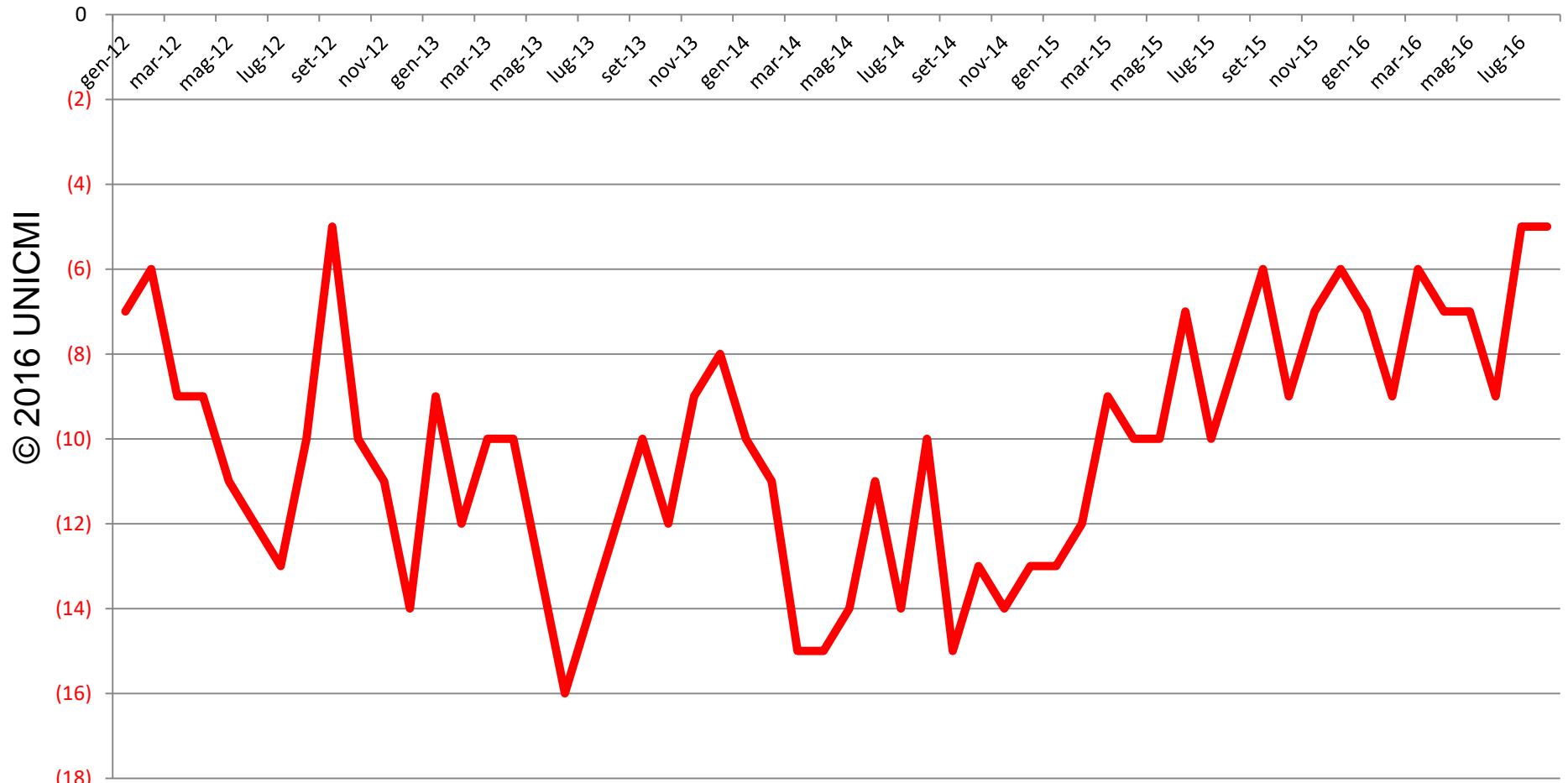
Tendenza of orders for companies of construction in the next three months



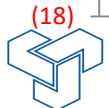
Trends and prospects in the construction industry

Prices remain low...continued pressure on margins

Tendenza of prices charged by the company over the next three months



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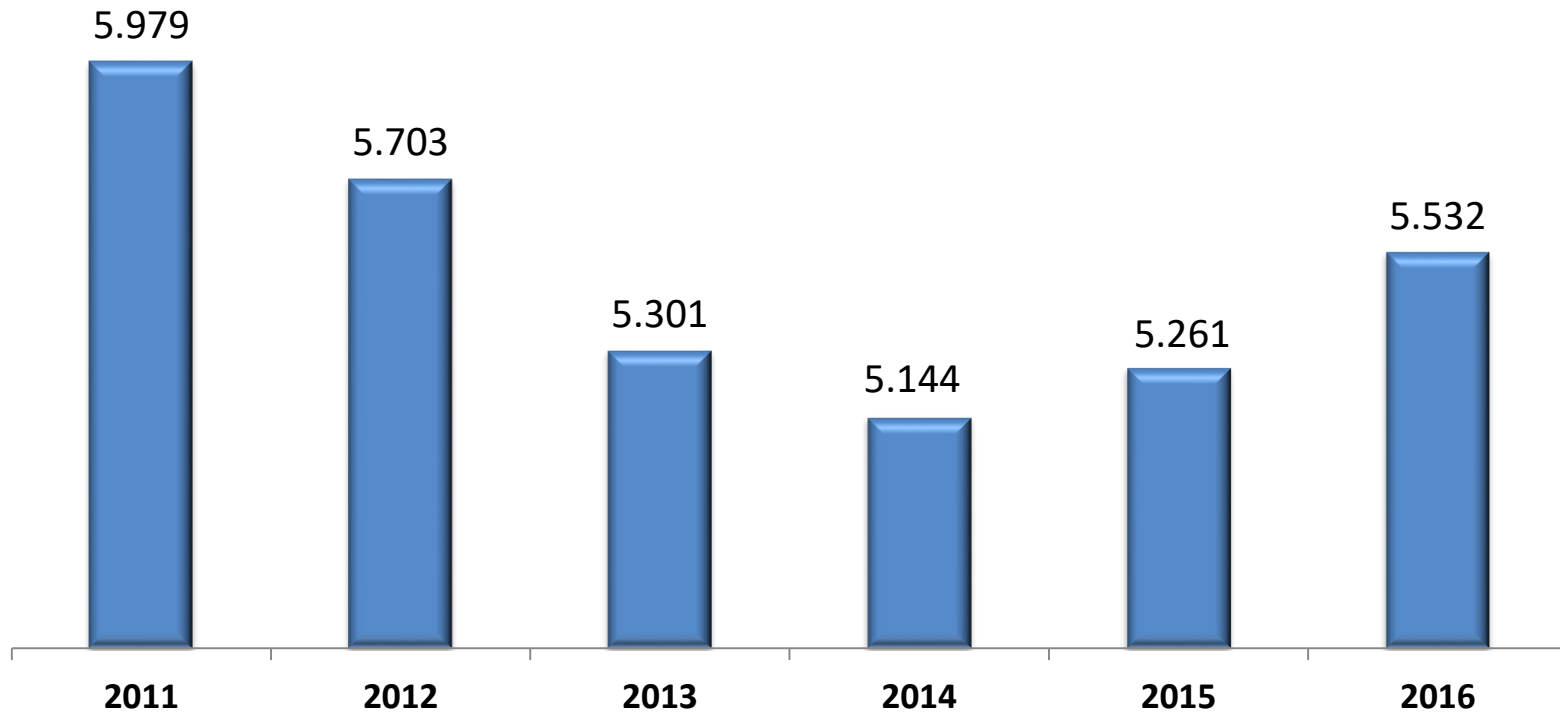


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Demand recovery. Metal constructions

+ 271 Mio € in 2016

TOTAL METALLIC CONSTRUCTION DEMAND (Mio Euro)



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What have been the effects of the crisis
On business **performance**?

What **structural changes**
have been produced on businesses?

The 5 critical points for the sector

Recovery numerically insufficient to ensure growth

Price competition and margin compression

Financial risk related to the quality of principals

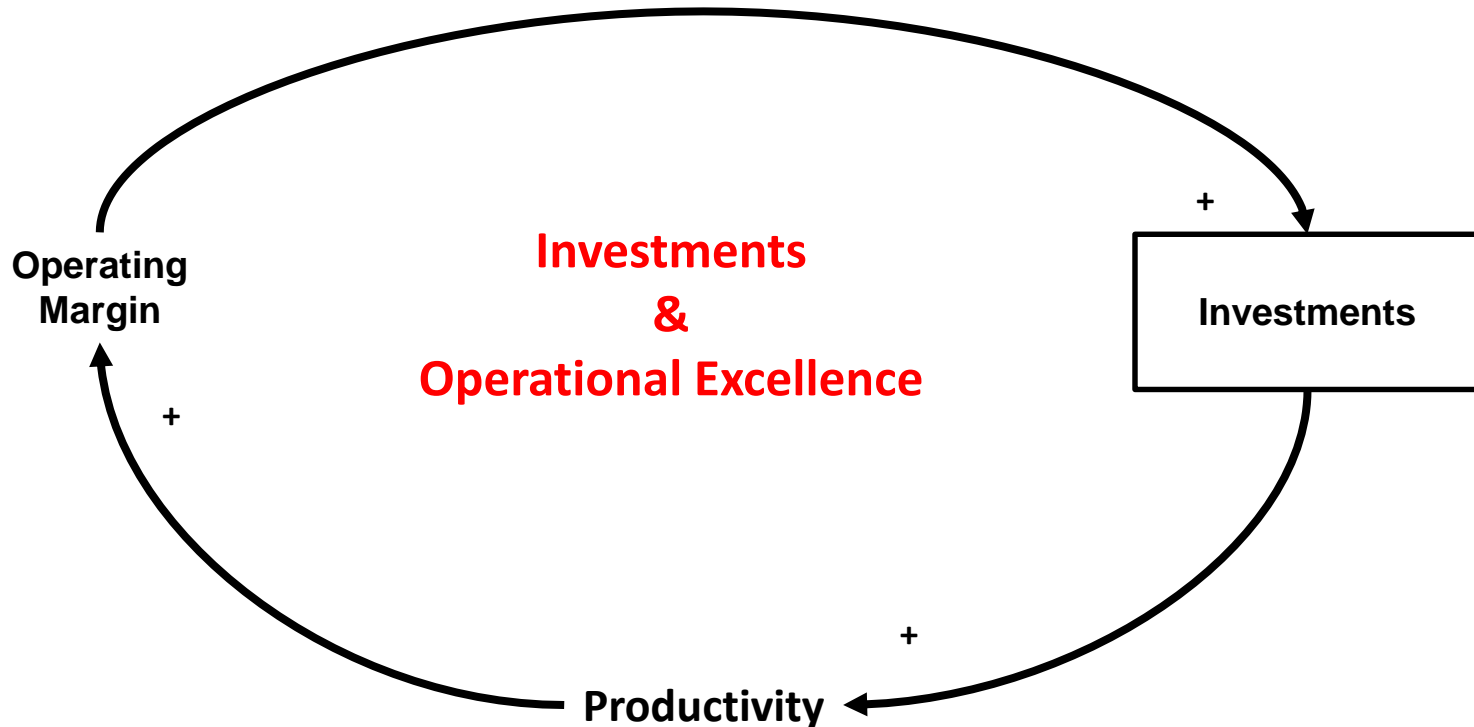
Blocked" invested capital

Weak financial structure

How we can lead businesses down a path
of **profitable growth**?

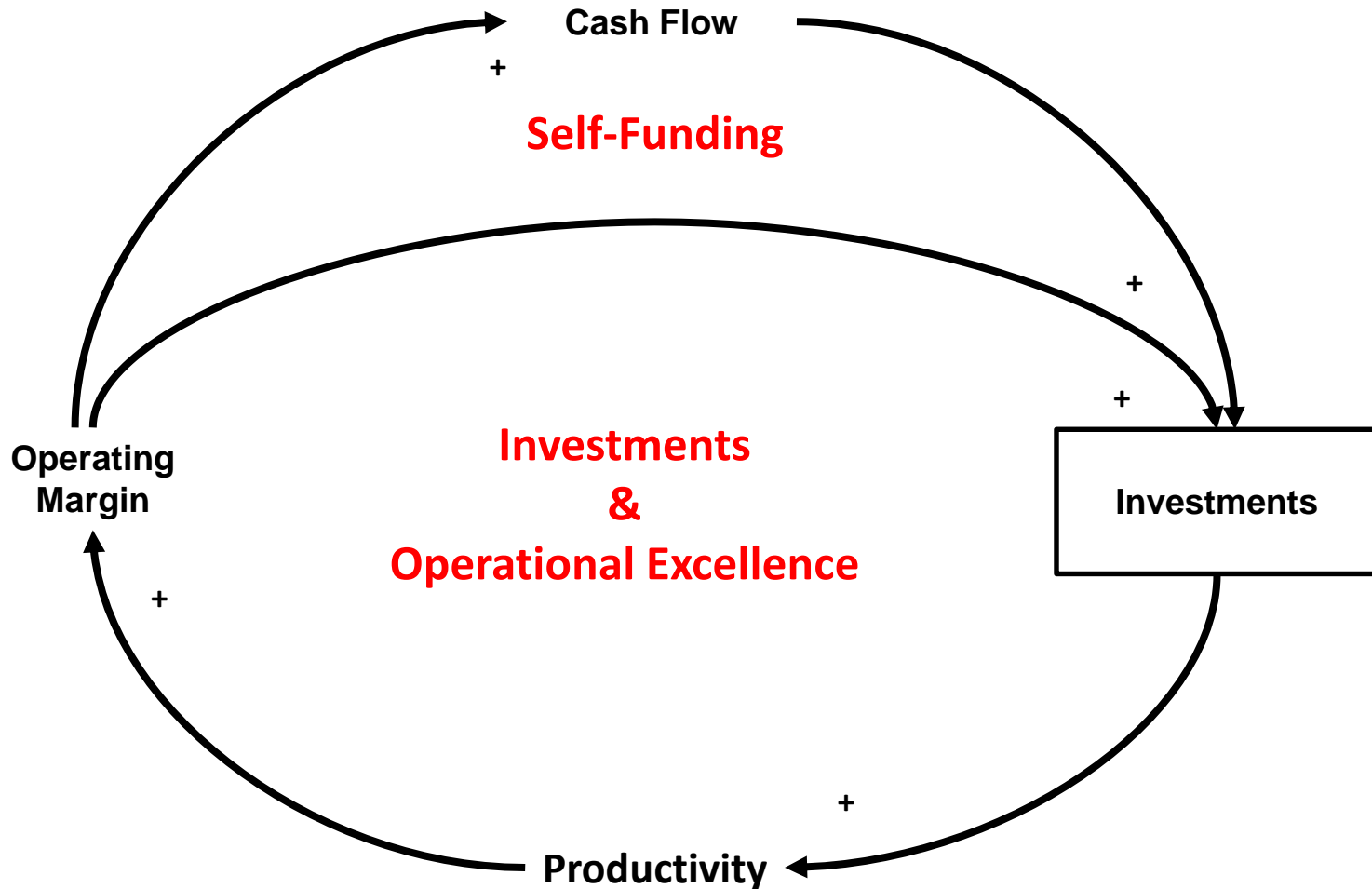
The "engines" of profitable growth

Operational excellence in production processes, logistics and site management and is achieved through targeted investments in tangible and *intangible* assets



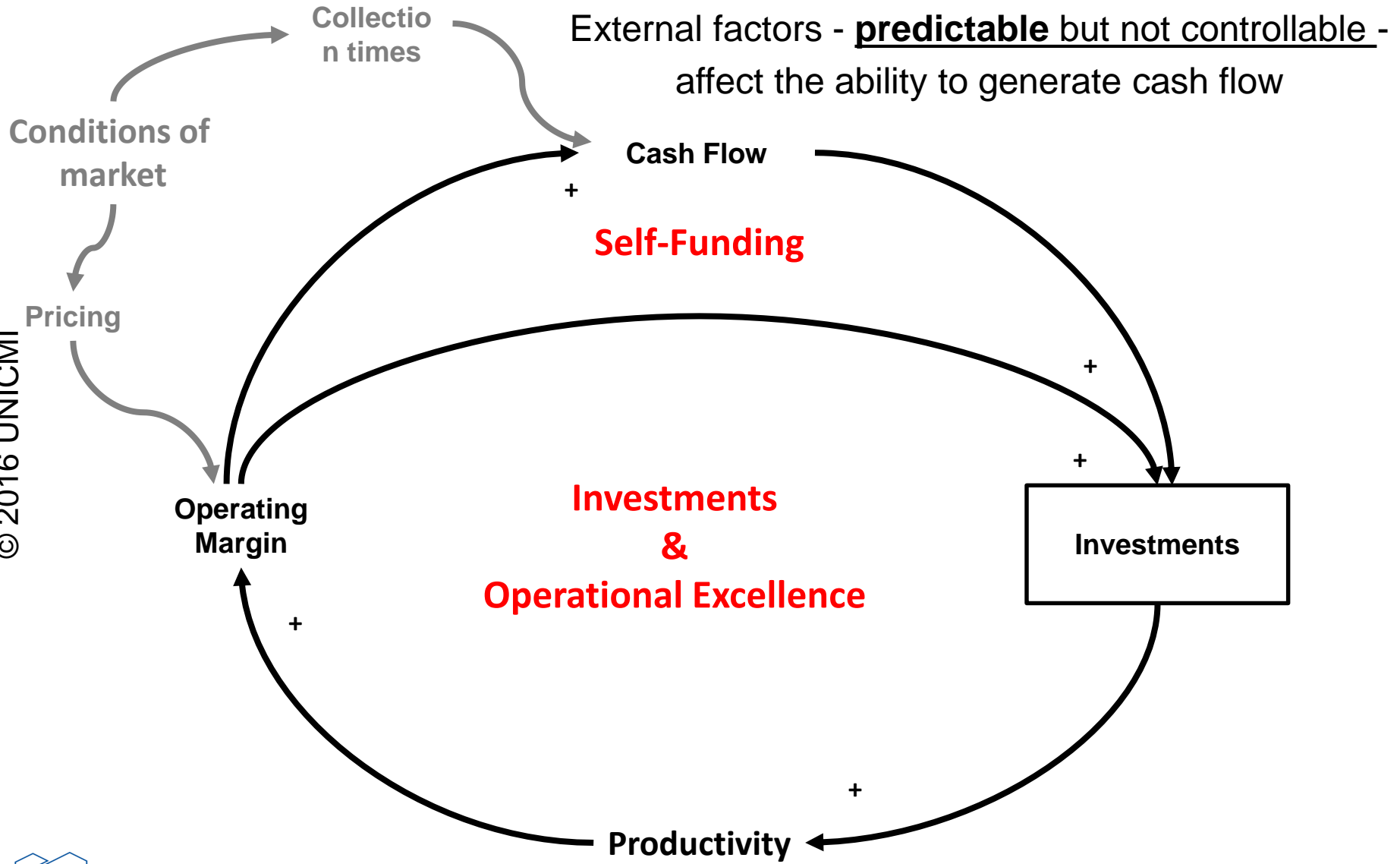
The "engines" of profitable growth

Balancing cash flows is essential to support investment



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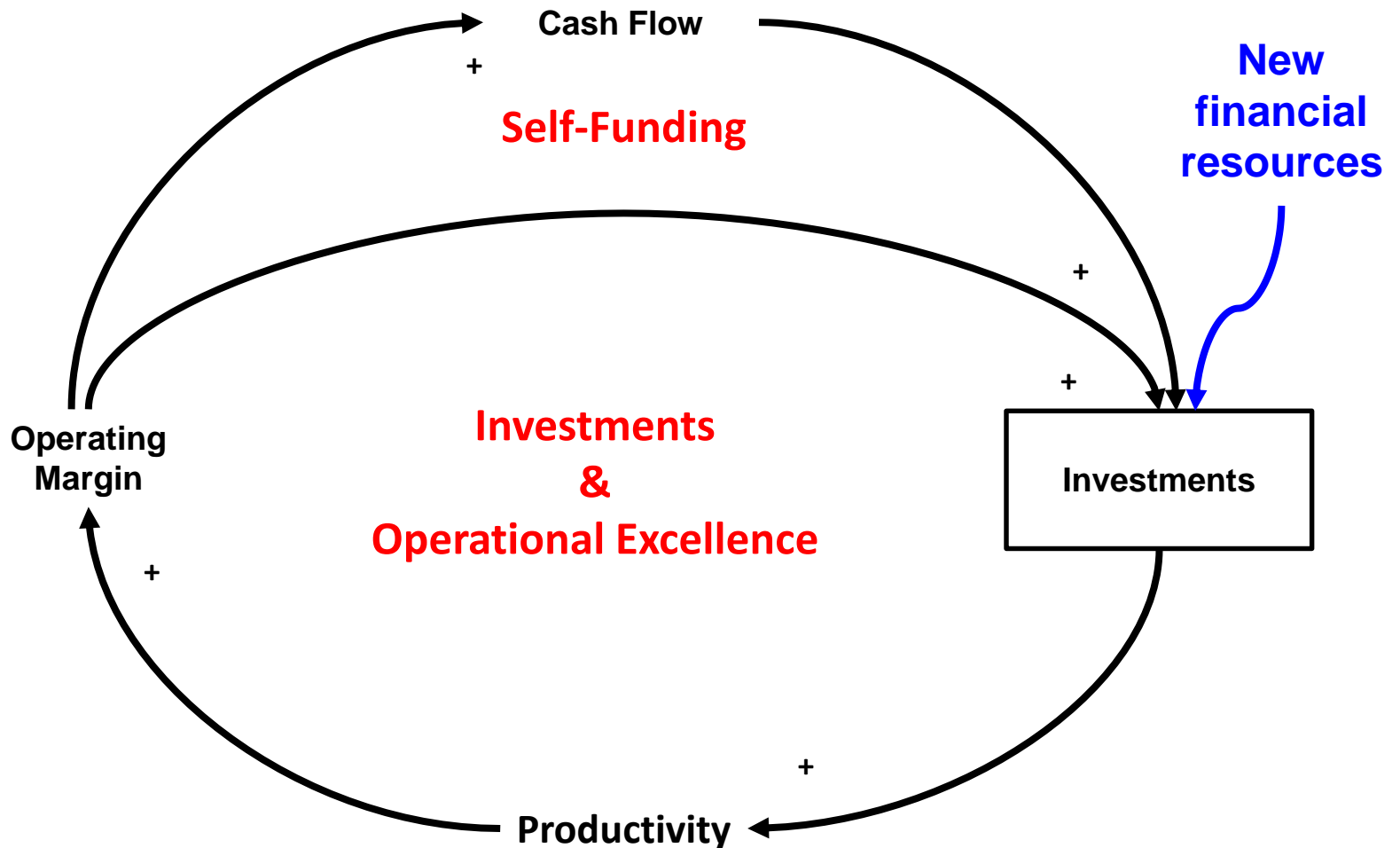
The "engines" of profitable growth



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The "engines" of profitable growth

A **new relationship with the financial system** would allow access to new sources of financing, including innovative instruments.



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