

FINANCIAL AGGREGATES FOR
2007 ITALIAN COMPANIES
(2005)



2007 SELECTED COMPANIES

1995-2004

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2007 SOCIETÀ ITALIANE”

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This survey provides earnings and financial data for 2,007 large and medium-size Italian companies operating in the manufacturing and services industries over the ten-year period from 1995 to 2004. In the manufacturing sector, the companies included taken together may be seen as representative of the universe of enterprises employing more than 500 people. Indeed, the shares accounted for by these companies of the more than 45,000 Italian manufacturing enterprises with over 20 staff on their books recorded by the Italian Statistics Office ISTAT in 2000 ⁽¹⁾ are as follows: 31% of the workforce, 45% of sales, 43% of value added, 55% of export sales, and 46% of fixed assets. In the services sector, the coverage rate in terms of turnover is above 90% for utilities, 26% for transport and 19% for distribution to retail.

Individual groups of tables analysing balance sheet data, other information and earnings figures provide statistics for the following sets of aggregates: all 2,007 companies; all companies broken down by record of profitability, loss-making and mixed results; ownership structure (public or private sector, non-Italian-owned); medium-sized companies; manufacturing and service industries; and lastly, sector of operation. As usual, the companies concerned provided assistance in collating the financial data and additional information. The methodological criteria adopted are set out in the appendix.

To ensure the aggregate figures form a basis for like-for-like comparison over the period under review, they have been compiled using a “closed” number of firms (see Table 1). In assessing the historical data, it should be borne in mind that during the period covered by this survey, major changes in ownership took place at several of the companies featured, including a number of major privatizations, notably Telecom Italia, which was privatized in 1997, but has been classified as private sector for the entire ten-year period, while other major businesses have been acquired by non-Italian companies. This edition includes for the first time the figures of FS – Ferrovie dello Stato, which was transformed from a public entity to a limited company in August 1992. Also for reasons of maintaining a like-for-like comparison base, ENI’s primary gas distribution business, which formed part of a wide-ranging company reorganization

(1) *Company accounts for the year 2000* (Rome: 2005).

in 2002, has continued to be included in the energy sector. Medium-sized enterprises are defined according to the same criteria as those adopted in the Mediobanca-Unioncamere survey of such businesses. ⁽²⁾

Our website (www.mbres.it) contains additional statistics omitted from this edition (see the overall picture of the aggregates at the end of this introduction), plus historical data going back to 1968 until 2002 for a restricted group of businesses based on the following criteria:

- statistics for all companies from 1968 to 2002: these cover a group of 980 large and medium-size companies, with a breakdown for 140 medium-size enterprises;
- statistics for private sector companies and public sector companies: in order to ensure that the figures form a like-for-like basis for comparison, the timeframe concerned has been divided into four separate periods, where the preparation of interconnected indices has been made possible by the presence of a common financial year:
 - 1968-1992: data refers to 970 private sector and 234 public sector companies;
 - 1992-1994: 908 private sector and 199 public sector companies, the changes being due to various privatizations under a government programme to sell off state holdings;
 - 1994-1997: 856 private sector and 141 public sector companies, the most significant changes here relating to privatization of state-owned steel companies;
 - 1997-2002: 888 private sector and 92 public sector companies, the most important change here relating to the privatization of telecommunications companies owned by the IRI group.

(2) *Italian medium-size businesses* (annual survey). These are defined as companies not owned by large groups, whose headcount in 2004 numbered less than 500 staff and whose turnover in the same year did not exceed € 290m.

TABLE 1

ANNUAL CHANGES IN NUMBER OF SELECTED COMPANIES

	ADDITIONS	REDUCTIONS	NUMBER AT YEAR-END
	(Companies incorporated in year)	(Mergers)	
1995	—	—	2005
1996	44	— 83	1966
1997	48	— 70	1944
1998	66	— 51	1959
1999	98	— 41	2016
2000	90	— 69	2037
2001	88	— 55	2070
2002	61	— 86	2045
2003	53	— 70	2028
2004	40	— 61	2007
	<u>588</u>	<u>— 586</u>	

N.B. - 221 companies have been added and 159 deleted since last year's edition. Of the latter, 61 have been merged into other selected companies, 3 into companies not in the aggregate, 15 have gone into bankruptcy proceedings, 1 has ceased trading, 1 has changed its corporate objects, and 78 failed to provide their figures in time for inclusion.

TABLE 2

AGGREGATE GROWTH INDICES

	2000	2001	2002	2003	2004
	%	%	%	%	%
CHANGE IN NET SALES	+17.4	+ 3.0	— 0.7	+ 3.0	+ 7.6
<i>of which:</i>					
<i>domestic sales</i>	+17.7	+ 2.8	— 0.8	+ 4.3	+ 7.3
<i>exports</i>	+16.5	+ 3.3	— 0.5	— 0.8	+ 8.5
INCREASES IN GROSS FIXED ASSETS ⁽¹⁾	— 0.4	+ 1.1	+ 4.4	+ 1.9	+ 4.6
DECREASE IN NUMBER OF EMPLOYEES	— 0.4	— 1.4	— 2.0	— 1.6	— 1.4

(1) Excluding monetary revaluations pursuant to Laws 342/00, 448/01 and 350/03, write-ups arising from asset transfers between companies.

TABLE 3

GROWTH INDICES BY INDUSTRY 2001/2004
(Percentage changes)

	NET SALES				GROSS FIXED ASSETS ⁽¹⁾		NUMBER OF EMPLOYEES	
	%		Rank		%	Rank	%	Rank
	(01/04)	(03/04)	(01/04)	(03/04)				
BUILDING AND CIVIL ENGINEERING	46.5	13.6	1	3	14.6	8	36.3	1
OILS	32.9	6.7	2	6	25.3	3	6.2	3
IRON AND STEEL	28.6	26.0	3	1	8.6	19	-3.4	14
ENERGY	19.6	16.3	4	2	8.6	18	-13.4	27
FOOD PACKAGING	17.6	4.4	5	13	17.2	5	-1.8	11
WINES, SPIRITS AND BEVERAGES	17.5	-1.5	6	26	15.2	6	4.2	5
RETAILING	17.5	1.7	7	22	38.2	1	14.4	2
BUILDING MATERIALS	16.4	4.8	8	11	12.3	9	-2.9	12
PUBLIC UTILITIES	15.1	6.6	9	7	5.8	20	-9.3	21
CONFECTIONERY	13.9	1.8	10	21	9.1	17	-0.3	8
PHARMACEUTICALS AND COSMETICS	13.2	2.5	11	16	10.6	14	4.0	6
DAIRY PRODUCTS	12.1	2.1	12	18	-14.8	29	-6.1	17
RUBBER AND CABLES	8.8	11.1	13	4	4.4	22	-12.4	26
MECHANICAL ENGINEERING	8.6	5.5	14	8	15.1	7	-3.3	13
RADIO, TV AND DOMESTIC APPLIANCES	7.3	4.9	15	9	10.4	15	2.6	7
PRINTING AND PUBLISHING	6.9	4.8	16	10	9.9	16	-5.8	16
PROCESS ENGINEERING	5.5	1.9	17	20	-23.6	30	-25.6	30
CHEMICALS	1.5	8.0	18	5	-2.9	26	-7.6	20
TRANSPORTS	1.2	2.3	19	17	25.6	2	-6.6	19
TIMBER AND FURNISHING	1.0	2.6	20	15	12.0	12	5.0	4
GLASS	0.7	2.0	21	19	11.7	13	-6.2	18
OTHER TEXTILES	-0.4	-2.8	22	29	12.0	11	-1.1	10
VEHICLES	-0.5	4.2	23	14	12.1	10	-11.0	22
CLOTHING	-1.7	1.5	24	23	3.3	24	-0.4	9
PAPER	-6.4	-2.5	25	28	3.4	23	-5.8	15
LEATHERWEAR	-6.9	-2.4	26	27	19.2	4	-11.9	25
MAN-MADE FIBRES	-14.0	-0.2	27	24	1.8	25	-24.6	29
ELECTRONICS	-16.8	4.7	28	12	5.8	21	-11.4	24
WOOLLEN TEXTILES	-19.6	-0.4	29	25	-12.1	28	-21.7	28
COTTON TEXTILES	-26.2	-8.7	30	30	-3.6	27	-11.4	23
2007 COMPANIES	9.9	7.6			11.2		-4.9	
PUBLIC SECTOR COMPANIES	8.6	13.0			12.0		-9.7	
PRIVATE SECTOR COMPANIES	10.3	6.1			10.6		-3.4	
MEDIUM-SIZE COMPANIES	7.9	4.8			15.8		-0.7	
MANUFACTURING COMPANIES	9.3	8.4			8.2		-6.0	
SERVICE COMPANIES	12.6	4.4			15.4		-2.3	
NON-ITALIAN-OWNED COMPANIES	7.4	5.5			10.1		-3.0	

N.B. - The indices may also be affected by transfers of businesses to and from companies operating in different industries.

(1) Net of revaluations pursuant to Laws 342/00, 448/01 and 350/03 and gains arising on transfer, but gross of depreciation/amortization.

ANNUAL CHANGES IN VALUE ADDED

	1996	1997	1998	1999	2000	2001	2002	2003	2004
	%	%	%	%	%	%	%	%	%
CHEMICALS	-18.32	3.42	-1.98	-5.22	12.52	-14.46	1.14	-0.55	8.49
ENERGY	1.75	-1.00	4.18	1.72	8.62	1.85	-15.94	12.72	6.84
IRON AND STEEL	-22.43	8.75	-3.38	-8.24	14.56	-12.32	-7.97	7.09	28.97
BASIC INDUSTRIES	-5.61	0.95	2.16	-0.64	9.90	-2.32	-12.88	10.11	9.73
FOOD	6.77	1.74	1.02	5.26	2.02	2.60	4.62	5.35	-1.91
PAPER	-6.03	-9.76	13.00	-1.92	-3.09	13.22	-3.58	-5.45	-3.62
VEHICLES	-6.85	12.46	-9.75	-10.57	12.19	-15.88	-20.00	18.19	0.47
RADIO, TV AND DOMESTIC APPLIANCES	-1.92	8.92	0.77	4.29	-0.03	-4.57	3.33	-0.95	3.66
ELECTRONICS	-9.55	15.49	1.39	0.76	11.41	3.54	-6.29	-0.87	9.63
PHARMACEUTICALS AND COSMETICS	7.38	5.33	6.33	8.42	10.19	6.66	5.85	-0.20	0.23
MAN-MADE FIBRES	-14.49	-1.89	-1.84	-15.52	11.35	-20.43	-8.73	-22.18	-11.90
RUBBER AND CABLES	-1.97	-1.74	-2.60	-3.82	-0.09	-3.90	0.27	-6.72	11.65
PRINTING AND PUBLISHING	21.69	10.79	2.58	4.49	6.72	-1.07	6.16	0.38	2.33
PROCESS ENGINEERING	0.55	11.20	4.76	-8.16	12.10	16.30	-0.08	-5.78	-7.53
BUILDING AND CIVIL ENGINEERING	-1.82	6.80	5.66	9.52	-3.88	15.19	4.56	7.37	3.15
TIMBER AND FURNISHING	3.11	12.41	7.49	0.94	18.14	-2.93	0.81	-15.87	16.55
MECHANICAL ENGINEERING	2.04	2.96	-0.32	3.51	8.51	0.54	0.46	3.55	5.27
LEATHERWEAR	9.16	12.03	-14.04	9.51	15.51	17.34	1.34	-11.44	7.07
BUILDING MATERIALS	-4.82	8.12	0.24	15.18	11.47	4.26	7.83	0.65	-0.43
TEXTILES AND CLOTHING	-5.59	6.11	0.28	1.29	5.58	2.67	-1.10	-7.49	-0.80
GLASS	0.10	-2.41	-0.28	1.02	7.79	8.40	-2.27	-5.90	-0.33
OTHER MANUFACTURING COMPANIES	-0.75	6.39	-0.23	1.22	7.56	0.63	-1.09	1.53	2.04
MANUFACTURING COMPANIES	-2.69	4.28	0.67	0.51	8.44	-0.50	-5.51	4.49	4.84
RETAILING ⁽¹⁾	12.16	4.89	12.72	17.51	6.94	10.83	8.63	4.56	7.79
PUBLIC UTILITIES ⁽¹⁾	5.54	3.54	7.37	2.12	4.70	9.33	7.45	9.05	4.95
TRANSPORTS	-5.18	0.82	32.59	-11.21	6.79	5.39	-0.30	-12.06	23.24
SERVICE COMPANIES ⁽¹⁾	3.76	3.34	13.16	0.04	5.76	8.20	5.85	4.09	8.26
2007 COMPANIES ⁽¹⁾	-1.03	4.02	4.02	0.38	7.66	1.99	-2.06	4.36	5.96
PUBLIC SECTOR COMPANIES	-3.24	-3.76	8.88	-3.64	11.44	-0.16	-7.41	4.94	8.43
PRIVATE SECTOR COMPANIES ⁽¹⁾	-0.04	7.39	2.14	2.04	6.19	2.88	0.07	4.14	5.04
MEDIUM-SIZE COMPANIES	0.49	3.74	1.83	3.08	6.77	4.00	1.73	0.62	3.61
NON-ITALIAN-OWNED COMPANIES ⁽¹⁾	0.32	6.70	3.64	4.57	10.06	9.84	-0.52	3.67	5.55

(1) Calculated on a like-for-like basis, to eliminate the effect of transfers of businesses to and from companies operating in different industries.

TABLE 5

NET PROFIT (LOSS)

	2004				2003				INCREASE (DECREASE) 2004/2003	
	PROFITS		LOSSES		PROFITS		LOSSES		PROFITS	LOSSES
	No. of compa- nies	€ m (¹)	No. of compa- nies	€ m (²)	No. of compa- nies	€ m	No. of compa- nies	€ m	€ m	
2007 COMPANIES	1458	26,955	549	9,641	1398	24,658	630	13,979	2,297	(4,338)
160 PUBLIC SECTOR COMPANIES	104	9,064	56	1,983	127	6,448	34	2,001	2,616	(18)
1847 PRIVATE SECTOR COMPANIES	1354	17,891	493	7,658	1271	18,210	596	11,978	(319)	(4,320)
505 MEDIUM-SIZE COMPANIES ...	399	628	106	170	364	554	137	225	74	(55)
1783 MANUFACTURING COMPANIES	1315	18,127	468	6,952	1233	13,029	573	11,883	5,098	(4,931)
224 SERVICE COMPANIES	143	8,828	81	2,689	165	11,629	57	2,096	(2,801)	593
584 NON-ITALIAN-OWNED COMPANIES	385	7,113	199	1,912	369	4,602	221	3,167	2,511	(1,255)

(1) Effects due to tax "cleansing" have not been included, which are as follows: € 10,524m for the 2007 companies as a whole, € 6,270m for public sector companies, € 4,254m for private sector companies, € 79m for medium-size companies, € 9,820m for manufacturing companies, € 704m for service companies and € 1,795m for non-Italian-owned companies.

(2) Effects due to tax "cleansing" have not been included, which are as follows: € 491m for the 2007 companies as a whole, € 10m for public sector companies, € 481m for private sector companies, € 5m for medium-size companies, € 305m for manufacturing companies, € 186m for service companies and € 85m for non-Italian-owned companies.

TABLE 6

EARNINGS STRUCTURE: A PERCENTAGE ANALYSIS

	2007 COMPANIES		PUBLIC SECTOR COMPANIES		PRIVATE SECTOR COMPANIES		MEDIUM-SIZE COMPANIES		MANUFAC- TURING COMPANIES		SERVICE COMPANIES		NON-ITALIAN- OWNED COMPANIES	
	2003	2004	2003	2004	2003	2004	2003	2004	2003	2004	2003	2004	2003	2004
	%	%	%	%	%	%	%	%	%	%	%	%	%	%
NET SALES	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
OTHER OPERATING REVENUES	3.46	3.92	4.69	6.70	3.14	3.14	1.68	1.67	3.14	3.31	4.73	6.40	4.07	3.88
CONSUMABLES AND SUNDRY OPERATING COSTS	-76.54	-77.40	-69.60	-73.03	-78.36	-78.61	-81.53	-81.75	-80.45	-81.36	-61.13	-61.19	-80.72	-80.58
VALUE ADDED	26.92	26.52	35.09	33.67	24.78	24.53	20.15	19.92	22.69	21.95	43.60	45.21	23.35	23.30
LABOUR COST	-13.34	-12.59	-16.88	-15.38	-12.42	-11.81	-11.88	-11.63	-11.93	-11.14	-18.93	-18.47	-12.38	-11.93
GROSS OPERATING MARGIN	13.58	13.93	18.21	18.29	12.36	12.72	8.27	8.29	10.76	10.81	24.67	26.74	10.97	11.37
DEPRECIATION AND AMORTISATION ...	-7.80	-6.69	-13.26	-9.22	-6.37	-5.99	-4.19	-3.94	-6.13	-4.95	-14.36	-13.85	-5.96	-5.63
OPERATING MARGIN ..	5.78	7.24	4.95	9.07	5.99	6.73	4.08	4.35	4.63	5.86	10.31	12.89	5.01	5.74
INTEREST CHARGES LESS INTEREST INCOME ...	-0.29	-0.31	0.81	0.36	-0.57	-0.50	-0.58	-0.88	0.58	0.34	-3.71	-2.98	-0.07	-0.27
PROFIT (LOSS) BEFORE TAX	5.49	6.93	5.76	9.43	5.42	6.23	3.50	3.47	5.21	6.20	6.60	9.91	4.94	5.47

XXXVI.

TABLE 7

NET SALES AS A PERCENTAGE OF GROSS TANGIBLE FIXED ASSETS

	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004
	%	%	%	%	%	%	%	%	%	%
2007 COMPANIES	87.2	85.5	86.9	85.1	86.0	101.3	103.2	98.1	99.1	102.0
COMPANIES CONSISTENTLY IN PROFIT OR BREAKING EVEN ...	77.4	77.7	78.3	76.3	79.0	92.5	103.0	100.2	105.6	111.5
COMPANIES CONSISTENTLY INCURRING LOSSES	333.3	286.2	204.4	108.1	107.9	101.0	98.4	78.5	73.0	70.7
COMPANIES WITH MIXED RECORDS	94.1	90.9	93.1	91.7	91.1	108.4	103.4	97.2	95.8	97.0
PUBLIC SECTOR COMPANIES	38.2	37.7	37.3	34.9	35.7	47.1	49.7	45.5	44.9	48.2
PRIVATE SECTOR COMPANIES ...	133.3	130.2	133.5	132.5	133.2	152.9	148.4	141.6	145.0	148.1
MEDIUM-SIZE COMPANIES	241.8	224.2	221.9	212.1	203.2	213.0	215.2	206.2	200.0	200.5
MANUFACTURING COMPANIES: – including energy companies	121.8	118.0	119.5	115.7	116.5	138.7	144.2	138.0	139.1	145.7
– excluding energy companies	186.1	178.2	181.2	178.5	175.1	200.6	197.8	192.4	190.5	194.2
SERVICE COMPANIES	35.5	36.6	37.4	38.6	40.7	45.6	46.9	44.8	46.5	45.8
NON-ITALIAN-OWNED COMPANIES	218.7	213.9	219.3	216.2	220.5	242.7	220.8	211.8	210.9	215.4

N.B. - Excluding monetary revaluations pursuant to Laws 342/00, 448/01 and 350/03, write-ups arising from asset transfers between companies.

XXXVII.

TABLE 8

AVERAGE DEPRECIATION RATES

	AVERAGE DEPRECIATION RATES						PERCENTAGE OF TANGIBLE FIXED ASSETS DEPRECIATED AT END-2004
	2003		2004		AVERAGE 1995/2004		
	(ordinary only)	(ordinary only)	(ordinary only)	(ordinary only)	(ordinary only)	(ordinary only)	
	%	%	%	%	%	%	%
2007 COMPANIES	5.6	5.3	4.5	4.5	5.8	5.4	53.3
COMPANIES CONSISTENTLY IN PROFIT ..	6.1	5.6	4.0	4.0	6.0	5.3	58.7
COMPANIES CONSISTENTLY INCURRING LOSSES	14.4	14.4	13.7	13.7	13.7	13.7	46.9
COMPANIES WITH MIXED RECORDS	5.0	5.0	4.6	4.6	5.6	5.4	50.1
PUBLIC SECTOR COMPANIES	4.8	4.5	3.3	3.3	4.8	4.3	42.8
PRIVATE SECTOR COMPANIES	6.3	6.1	5.7	5.6	6.8	6.4	63.3
MEDIUM-SIZE COMPANIES	6.4	6.1	5.7	5.7	6.4	6.0	64.7
MANUFACTURING COMPANIES	6.4	5.9	4.8	4.8	6.4	5.8	60.2
SERVICE COMPANIES	4.5	4.5	4.0	4.0	4.9	4.9	44.4
NON-ITALIAN-OWNED COMPANIES	7.4	7.0	6.5	6.5	7.4	6.9	60.4

TABLE 9

INTEREST CHARGES

	TOTAL INTEREST CHARGES ⁽¹⁾		INTEREST CHARGES LESS INTEREST INCOME	
	€ m	Average cost of funding %	€ m	As % of NOM
2007 COMPANIES				
2000	9,504	6.4	131	0.5
2001	11,360	6.6	(1)	0.0
2002	11,822	6.3	(497)	-2.1
2003	11,813	5.8	(1,066)	-4.1
2004	10,911	5.1	(1,354)	-3.9
PUBLIC SECTOR COMPANIES				
2000	1,935	5.8	832	16.0
2001	2,513	6.2	945	15.7
2002	2,801	6.2	660	13.5
2003	2,345	4.6	869	19.0
2004	2,506	4.4	433	4.6
PRIVATE SECTOR COMPANIES				
2000	7,569	6.6	(701)	-3.5
2001	8,847	6.7	(946)	-4.5
2002	9,021	6.3	(1,157)	-6.0
2003	9,468	6.3	(1,935)	-9.1
2004	8,405	5.3	(1,787)	-7.1
MEDIUM-SIZE COMPANIES				
2000	463	6.4	(168)	-12.7
2001	501	6.6	(248)	-18.3
2002	477	6.0	(216)	-16.5
2003	443	5.4	(172)	-15.4
2004	406	4.9	(205)	-16.4
MANUFACTURING COMPANIES				
2000	6,691	7.0	1,609	8.2
2001	7,753	7.0	2,020	10.7
2002	8,122	6.6	1,730	11.5
2003	7,108	5.5	2,164	13.2
2004	6,585	5.1	1,345	6.0
SERVICE COMPANIES				
2000	2,813	5.4	(1,478)	-24.9
2001	3,607	5.9	(2,021)	-25.3
2002	3,700	5.7	(2,227)	-24.4
2003	4,705	6.3	(3,230)	-34.8
2004	4,326	5.0	(2,699)	-22.3
NON-ITALIAN-OWNED COMPANIES				
2000	1,950	7.2	(290)	-4.7
2001	2,179	7.2	(404)	-5.3
2002	2,040	6.2	189	2.8
2003	1,969	5.8	(133)	-1.9
2004	1,795	5.1	(451)	-5.4

N.B. - NOM = Net operating margin.
(1) Excludes exchange gains and losses.

TABLE 10

	CAPITAL EXPENDITURE AT CONSTANT PRICES ⁽¹⁾							DISPOSALS AS A PERCENTAGE OF CAPITAL EXPENDITURE						
	Total	Public sector	Private sector	Medium-size	Manufacturing	Services	Non-Italian-owned companies	Total	Public sector	Private sector	Medium-size	Manufacturing	Services	Non-Italian-owned companies
	€ m							%	%	%	%	%	%	%
1995	25,387	9,806	15,581	884	16,848	8,539	4,022	29.7	15.5	38.6	17.3	23.6	41.6	33.9
<i>Index number</i>	<i>100.0</i>	<i>100.0</i>	<i>100.0</i>	<i>100.0</i>	<i>100.0</i>	<i>100.0</i>	<i>100.0</i>							
1996	25,007	9,578	15,429	804	15,792	9,215	4,087	36.8	21.1	46.5	22.6	33.4	42.6	49.6
<i>Index number</i>	<i>98.5</i>	<i>97.7</i>	<i>99.0</i>	<i>90.9</i>	<i>93.7</i>	<i>107.9</i>	<i>101.6</i>							
1997	24,673	8,788	15,885	698	14,966	9,707	4,289	34.6	15.7	45.1	34.6	32.7	37.7	36.0
<i>Index number</i>	<i>97.2</i>	<i>89.6</i>	<i>101.9</i>	<i>78.9</i>	<i>88.8</i>	<i>113.7</i>	<i>106.7</i>							
1998	25,879	9,183	16,696	820	15,605	10,274	4,753	35.6	14.9	47.1	24.4	34.2	37.7	40.2
<i>Index number</i>	<i>101.9</i>	<i>93.7</i>	<i>107.2</i>	<i>92.8</i>	<i>92.6</i>	<i>120.3</i>	<i>118.2</i>							
1999	25,615	9,810	15,805	925	15,355	10,260	4,928	37.5	28.0	43.4	29.6	41.0	32.4	46.1
<i>Index number</i>	<i>100.9</i>	<i>100.0</i>	<i>101.4</i>	<i>104.6</i>	<i>91.1</i>	<i>120.1</i>	<i>122.5</i>							
2000	27,844	11,569	16,275	936	15,760	12,084	4,938	50.5	39.0	58.8	27.9	43.6	59.6	36.0
<i>Index number</i>	<i>109.7</i>	<i>118.0</i>	<i>104.5</i>	<i>105.9</i>	<i>93.5</i>	<i>141.5</i>	<i>122.8</i>							
2001	28,381	11,614	16,767	969	16,247	12,134	5,522	41.5	40.4	42.2	46.9	52.3	27.0	42.9
<i>Index number</i>	<i>111.8</i>	<i>118.4</i>	<i>107.6</i>	<i>109.6</i>	<i>96.4</i>	<i>142.1</i>	<i>137.3</i>							
2002	28,495	13,081	15,414	979	15,808	12,687	5,005	32.5	15.7	46.7	36.7	36.8	27.1	42.1
<i>Index number</i>	<i>112.2</i>	<i>133.4</i>	<i>98.9</i>	<i>110.8</i>	<i>93.8</i>	<i>148.6</i>	<i>124.4</i>							
2003	27,029	12,418	14,611	892	14,369	12,660	4,471	38.0	26.0	48.2	37.9	46.3	28.6	53.4
<i>Index number</i>	<i>106.5</i>	<i>126.7</i>	<i>93.8</i>	<i>100.9</i>	<i>85.3</i>	<i>148.3</i>	<i>111.2</i>							
2004	28,014	13,952	14,062	854	14,657	13,357	4,290	33.9	29.2	38.6	35.3	45.4	21.3	46.7
<i>Index number</i>	<i>110.4</i>	<i>142.3</i>	<i>90.3</i>	<i>96.7</i>	<i>87.0</i>	<i>156.4</i>	<i>106.7</i>							

(1) Capital expenditure at current prices adjusted on basis of the ISTAT capital goods ex-factory price index (since 2000 recalculated on the basis of a new basket with 2000 as base date = 100).

TABLE 11

	2007 COMPANIES:				SOURCES AND APPLICATIONS OF FUNDS					TOTAL		
	1996	1997	1998	1999	2000	2001	2002	2003	2004	1996-98	1999-01	2002-04
	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m
Capital expenditure ⁽¹⁾	25,774	25,958	27,678	27,633	30,303	31,316	31,731	30,259	31,883	79,410	89,252	93,873
Financial investments ⁽²⁾	6,328	10,606	11,575	13,965	46,988	31,559	26,807	25,770	19,375	28,509	92,512	71,952
Increase (decrease) in cash and other liquid assets ⁽³⁾	(2,008)	(1,281)	2,589	(1,035)	2,320	(344)	893	2,382	6,962	(700)	941	10,237
Increase (decrease) in working capital ⁽⁴⁾	1,043	952	(3,126)	30,172	(975)	5,307	16,541	(3,578)	(1,236)	(1,131)	34,504	11,727
Total applications	31,137	36,235	38,716	70,735	78,636	67,838	75,972	54,833	56,984	106,088	217,209	187,789
Cash-flow ⁽⁵⁾	33,760	33,288	34,327	47,608	38,661	42,571	59,908	33,528	58,885	101,375	128,840	152,321
Funds provided by shareholders ⁽⁶⁾	1,290	3,445	4,528	3,967	9,155	5,534	4,456	3,934	(8,685)	9,263	18,656	(295)
Grants received	981	578	249	165	151	194	69	65	88	1,808	510	222
Increase (decrease) in borrowings	(4,894)	(1,076)	(388)	18,995	30,669	19,539	11,539	17,306	6,696	(6,358)	69,203	35,541
Total sources	31,137	36,235	38,716	70,735	78,636	67,838	75,972	54,833	56,984	106,088	217,209	187,789

(1) Excluding capitalised interest charges.

(2) Excluding capital increases resulting from asset transfers.

(3) Cash in hand and with banks and fixed-interest securities.

(4) Increase (decrease) in inventories, trade accounts receivable and other current assets, net of trade accounts payable and other current debt.

(5) Including funds generated by divestments.

(6) Rights issues, including share premiums, net of dividends paid and capital refunded to shareholders.

TABLE 12

	PUBLIC SECTOR COMPANIES:				SOURCES AND APPLICATIONS OF FUNDS					TOTAL		
	1996	1997	1998	1999	2000	2001	2002	2003	2004	1996-98	1999-01	2002-04
	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m
Capital expenditure ⁽¹⁾	9,866	9,219	9,782	10,520	12,485	12,713	14,435	13,748	15,717	28,867	35,718	43,900
Financial investments ⁽²⁾	842	1,672	684	2,358	7,058	9,408	5,943	4,655	8,276	3,198	18,824	18,874
Increase (decrease) in cash and other liquid assets ⁽³⁾	(1,423)	(3,900)	1,164	(76)	1,130	1,448	(55)	1,753	(216)	(4,159)	2,502	1,482
Increase (decrease) in working capital ⁽⁴⁾	604	335	104	(2,074)	264	1,762	13,302	2,321	1,227	1,043	(48)	16,850
Total applications	9,889	7,326	11,734	10,728	20,937	25,331	33,625	22,477	25,004	28,949	56,996	81,106
Cash-flow ⁽⁵⁾	10,758	6,306	10,566	13,266	11,136	15,930	27,124	15,894	22,656	27,630	40,332	65,674
Funds provided by shareholders ⁽⁶⁾	1,855	5,068	5,472	(105)	2,136	3,619	1,827	(183)	(2,524)	12,395	5,650	(880)
Grants received	596	204	184	62	99	99	53	47	72	984	260	172
Increase (decrease) in borrowings	(3,320)	(4,252)	(4,488)	(2,495)	7,566	5,683	4,621	6,719	4,800	(12,060)	10,754	16,140
Total sources	9,889	7,326	11,734	10,728	20,937	25,331	33,625	22,477	25,004	28,949	56,996	81,106

(1) Excluding capitalised interest charges.

(2) Excluding capital increases resulting from asset transfers.

(3) Cash in hand and with banks and fixed-interest securities.

(4) Increase (decrease) in inventories, trade accounts receivable and other current assets, net of trade accounts payable and other current debt.

(5) Including funds generated by divestments and adjustments arising from privatisations.

(6) Rights issues, including share premiums, net of dividends paid and capital refunded to shareholders.

TABLE 13

	PRIVATE SECTOR COMPANIES:				SOURCES AND APPLICATIONS OF FUNDS					TOTAL		
	1996	1997	1998	1999	2000	2001	2002	2003	2004	1996-98	1999-01	2002-04
	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m
Capital expenditure ⁽¹⁾	15,908	16,739	17,896	17,113	17,818	18,603	17,296	16,511	16,166	50,543	53,534	49,973
Financial investments ⁽²⁾	5,486	8,934	10,891	11,607	39,930	22,151	20,864	21,115	11,099	25,311	73,688	53,078
Increase (decrease) in cash and other liquid assets ⁽³⁾	(585)	2,619	1,425	(959)	1,190	(1,792)	948	629	7,178	3,459	(1,561)	8,755
Increase (decrease) in working capital ⁽⁴⁾	439	617	(3,230)	32,246	(1,239)	3,545	3,239	(5,899)	(2,463)	(2,174)	34,552	(5,123)
Total applications	21,248	28,909	26,982	60,007	57,699	42,507	42,347	32,356	31,980	77,139	160,213	106,683
Cash-flow ⁽⁵⁾	23,002	26,982	23,761	34,342	27,525	26,641	32,784	17,634	36,229	73,745	88,508	86,647
Funds provided by shareholders ⁽⁶⁾	(565)	(1,623)	(944)	4,072	7,019	1,915	2,629	4,117	(6,161)	(3,132)	13,006	585
Grants received	385	374	65	103	52	95	16	18	16	824	250	50
Increase (decrease) in borrowings	(1,574)	3,176	4,100	21,490	23,103	13,856	6,918	10,587	1,896	5,702	58,449	19,401
Total sources	21,248	28,909	26,982	60,007	57,699	42,507	42,347	32,356	31,980	77,139	160,213	106,683

(1) Excluding capitalised interest charges.

(2) Excluding capital increases resulting from asset transfers.

(3) Cash in hand and with banks and fixed-interest securities.

(4) Increase (decrease) in inventories, trade accounts receivable and other current assets, net of trade accounts payable and other current debt.

(5) Including funds generated by divestments and adjustments arising from privatisations.

(6) Rights issues, including share premiums, net of dividends paid and capital refunded to shareholders.

TABLE 14

	MEDIUM-SIZE COMPANIES:				SOURCES AND APPLICATIONS OF FUNDS					TOTAL		
	1996	1997	1998	1999	2000	2001	2002	2003	2004	1996-98	1999-01	2002-04
	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m
Capital expenditure ⁽¹⁾	832	735	880	1,002	1,026	1,077	1,100	1,009	984	2,447	3,105	3,093
Financial investments ⁽²⁾	72	112	153	80	(87)	232	375	180	371	337	225	926
Increase (decrease) in cash and other liquid assets ⁽³⁾	(28)	152	158	259	(22)	(26)	15	(61)	177	282	211	131
Increase (decrease) in working capital ⁽⁴⁾	358	522	276	476	798	608	214	307	164	1,156	1,882	685
Total applications	1,234	1,521	1,467	1,817	1,715	1,891	1,704	1,435	1,696	4,222	5,423	4,835
Cash-flow ⁽⁵⁾	1,125	1,221	1,289	1,434	1,148	1,705	1,700	1,525	1,768	3,635	4,287	4,993
Funds provided by shareholders ⁽⁶⁾	(90)	(114)	(99)	(62)	(65)	(111)	(208)	(394)	(138)	(303)	(238)	(740)
Grants received	23	21	6	16	4	8	4	0	0	50	28	4
Increase (decrease) in borrowings	176	393	271	429	628	289	208	304	66	840	1,346	578
Total sources	1,234	1,521	1,467	1,817	1,715	1,891	1,704	1,435	1,696	4,222	5,423	4,835

(1) Excluding capitalised interest charges.

(2) Excluding capital increases resulting from asset transfers.

(3) Cash in hand and with banks and fixed-interest securities.

(4) Increase (decrease) in inventories, trade accounts receivable and other current assets, net of trade accounts payable and other current debt.

(5) Including funds generated by divestments.

(6) Rights issues, including share premiums, net of dividends paid and capital refunded to shareholders.

TABLE 15

	MANUFACTURING COMPANIES:				SOURCES AND APPLICATIONS OF FUNDS					TOTAL		
	1996	1997	1998	1999	2000	2001	2002	2003	2004	1996-98	1999-01	2002-04
	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m
Capital expenditure ⁽¹⁾	16,290	15,738	16,728	16,621	17,250	18,050	17,744	16,233	16,830	48,756	51,921	50,807
Financial investments ⁽²⁾	5,317	7,380	7,374	8,980	24,805	25,929	21,697	10,841	14,437	20,071	59,714	46,975
Increase (decrease) in cash and other liquid assets ⁽³⁾	(277)	2,155	2,111	(1,090)	(26)	947	(960)	2,577	787	3,989	(169)	2,404
Increase (decrease) in working capital ⁽⁴⁾	274	1,100	(5,953)	(2,691)	(2,932)	5,678	1,607	475	1,464	(4,579)	55	3,546
Total applications	21,604	26,373	20,260	21,820	39,097	50,604	40,088	30,126	33,518	68,237	111,521	103,732
Cash-flow ⁽⁵⁾	24,221	27,646	23,890	31,366	26,568	33,273	31,221	27,708	42,453	75,757	91,207	101,382
Funds provided by shareholders ⁽⁶⁾	(1,021)	449	(1,004)	(7,689)	(2,198)	395	2,118	(1,786)	(3,937)	(1,576)	(9,492)	(3,605)
Grants received	475	438	202	130	136	158	63	40	47	1,115	424	150
Increase (decrease) in borrowings	(2,071)	(2,160)	(2,828)	(1,987)	14,591	16,778	6,686	4,164	(5,045)	(7,059)	29,382	5,805
Total sources	21,604	26,373	20,260	21,820	39,097	50,604	40,088	30,126	33,518	68,237	111,521	103,732

(1) Excluding capitalised interest charges.

(2) Excluding capital increases resulting from asset transfers.

(3) Cash in hand and with banks and fixed-interest securities.

(4) Increase (decrease) in inventories, trade accounts receivable and other current assets, net of trade accounts payable and other current debt.

(5) Including funds generated by divestments and adjustments arising from assets transferred between manufacturing and service companies.

(6) Rights issues, including share premiums, net of dividends paid and capital refunded to shareholders.

TABLE 16

	SERVICE COMPANIES:				SOURCES AND APPLICATIONS OF FUNDS					TOTAL		
	1996	1997	1998	1999	2000	2001	2002	2003	2004	1996-98	1999-01	2002-04
	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m
Capital expenditure ⁽¹⁾	9,484	10,220	10,950	11,012	13,053	13,266	13,987	14,026	15,053	30,654	37,331	43,066
Financial investments ⁽²⁾	1,011	3,226	4,201	4,985	22,183	5,630	5,110	14,929	4,938	8,438	32,798	24,977
Increase (decrease) in cash and other liquid assets ⁽³⁾	(1,731)	(3,436)	478	55	2,346	(1,291)	1,853	(195)	6,175	(4,689)	1,110	7,833
Increase (decrease) in working capital ⁽⁴⁾	769	(148)	2,827	32,863	1,957	(371)	14,934	(4,053)	(2,700)	3,448	34,449	8,181
Total applications	9,533	9,862	18,456	48,915	39,539	17,234	35,884	24,707	23,466	37,851	105,688	84,057
Cash-flow ⁽⁵⁾	9,539	5,642	10,437	16,242	12,093	9,298	28,687	5,820	16,432	25,618	37,633	50,939
Funds provided by shareholders ⁽⁶⁾	2,311	2,996	5,532	11,656	11,353	5,139	2,338	5,720	(4,748)	10,839	28,148	3,310
Grants received	506	140	47	35	15	36	6	25	41	693	86	72
Increase (decrease) in borrowings	(2,823)	1,084	2,440	20,982	16,078	2,761	4,853	13,142	11,741	701	39,821	29,736
Total sources	9,533	9,862	18,456	48,915	39,539	17,234	35,884	24,707	23,466	37,851	105,688	84,057

(1) Excluding capitalised interest charges.

(2) Excluding capital increases resulting from asset transfers.

(3) Cash in hand and with banks and fixed-interest securities.

(4) Increase (decrease) in inventories, trade accounts receivable and other current assets, net of trade accounts payable and other current debt.

(5) Including funds generated by divestments and adjustments arising from assets transferred between manufacturing and service companies.

(6) Rights issues, including share premiums, net of dividends paid and capital refunded to shareholders.

TABLE 17

NON-ITALIAN-OWNED COMPANIES:

SOURCES AND APPLICATIONS OF FUNDS

	NON-ITALIAN-OWNED COMPANIES:				SOURCES AND APPLICATIONS OF FUNDS					TOTAL		
	1996	1997	1998	1999	2000	2001	2002	2003	2004	1996-98	1999-01	2002-04
	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m
Capital expenditure ⁽¹⁾	4,192	4,524	5,092	5,339	5,412	6,119	5,620	5,062	4,938	13,808	16,870	15,620
Financial investments ⁽²⁾	2,755	3,251	3,953	1,893	3,610	4,642	3,641	5,747	4,218	9,959	10,145	13,606
Increase (decrease) in cash and other liquid assets ⁽³⁾	(547)	577	949	(575)	(207)	136	(613)	640	188	979	(646)	215
Increase (decrease) in working capital ⁽⁴⁾	(689)	1,261	(5,150)	(56)	(1,041)	325	(1,387)	(1,278)	(771)	(4,578)	(772)	(3,436)
Total applications	5,711	9,613	4,844	6,601	7,774	11,222	7,261	10,171	8,573	20,168	25,597	26,005
Cash-flow ⁽⁵⁾	5,449	6,492	2,789	7,233	5,529	3,402	7,907	8,220	12,339	14,730	16,164	28,466
Funds provided by shareholders ⁽⁶⁾	(642)	(100)	(186)	(2,009)	(191)	4,359	(2,520)	998	(5,289)	(928)	2,159	(6,811)
Grants received	100	108	21	35	18	55	6	2	0	229	108	8
Increase (decrease) in borrowings	804	3,113	2,220	1,342	2,418	3,406	1,868	951	1,523	6,137	7,166	4,342
Total sources	5,711	9,613	4,844	6,601	7,774	11,222	7,261	10,171	8,573	20,168	25,597	26,005

(1) Excluding capitalised interest charges.

(2) Excluding capital increases resulting from asset transfers.

(3) Cash in hand and with banks and fixed-interest securities.

(4) Increase (decrease) in inventories, trade accounts receivable and other current assets, net of trade accounts payable and other current debt.

(5) Including funds generated by divestments and adjustments arising from assets transferred between non-Italian - and Italian-owned companies.

(6) Rights issues, including share premiums, net of dividends paid and capital refunded to shareholders.

TABLE 18

BORROWINGS

FROM BANKS

	MEDIUM AND LONG-TERM FINANCE					SHORT-TERM		FINANCE					TOTAL			BANK BORROWINGS AS A % OF TOTAL EXTERNAL FUNDING ⁽¹⁾	
	Public sector	Private sector	Total	of which: medium-size	of which: non-italian-owned	Public sector	Private sector	Total	of which: medium-size	of which: non-italian-owned	Public sector	Private sector	Total	of which: medium-size	of which: non-italian-owned	Total	
	€ '000	€ '000	€ '000	€ '000	€ '000	€ '000	€ '000	€ '000	€ '000	€ '000	€ '000	€ '000	€ '000	€ '000	€ '000	€ '000	%
Balance at end of 1995	14,458,836	25,220,631	39,679,467	1,378,200	3,763,981	9,519,076	27,162,040	36,681,116	3,208,342	8,087,037	23,977,912	52,382,671	76,360,583	4,586,542	11,851,018		63.9
%	60.3	48.1	52.0	30.0	31.8	39.7	51.9	48.0	70.0	68.2	100.0	100.0	100.0	100.0	100.0		
Change in 1996	(655,880)	(1,633,463)	(2,289,343)	96,127	(124,021)	(3,498,157)	(1,229,651)	(4,727,808)	(55,400)	(1,065,497)	(4,154,037)	(2,863,114)	(7,017,151)	40,727	(1,189,518)		...
Change in 1997	(138,985)	(384,227)	(523,212)	80,830	235,211	(1,616,707)	2,874,331	1,257,624	187,210	1,411,643	(1,755,692)	2,490,104	734,412	268,040	1,646,854		-68.2
Change in 1998	(3,218,185)	1,465,844	(1,752,341)	46,885	360,107	(1,403,062)	2,128,424	725,362	306,656	1,284,118	(4,621,247)	3,594,268	(1,026,979)	353,541	1,644,225		...
Change in 1999	(2,391,164)	1,417,571	(973,593)	271,780	945,462	1,846,866	2,118,077	3,964,943	104,172	393,996	(544,298)	3,535,648	2,991,350	375,952	1,339,458		15.7
Change in 2000	3,724,396	(1,008,582)	2,715,814	105,922	(1,317,190)	1,629,611	13,713,680	15,343,291	587,162	284,856	5,354,007	12,705,098	18,059,105	693,084	(1,032,334)		58.9
Change in 2001	3,841,601	7,963,681	11,805,282	31,122	1,060,635	2,593,372	(3,458,383)	-865,011	191,952	(90,441)	6,434,973	4,505,298	10,940,271	223,074	970,194		56.0
Change in 2002	3,635,264	(3,367,574)	267,690	164,777	(330,394)	(1,005,378)	(192,878)	(1,198,256)	103,594	(2,630,812)	2,629,886	(3,560,452)	(930,566)	268,371	(2,961,206)		-8.1
Change in 2003	866,115	8,949,863	9,815,978	85,956	1,778,312	1,357,806	(8,234,311)	(6,876,505)	105,570	144,421	2,223,921	715,552	2,939,473	191,526	1,922,733		17.0
Change in 2004	306,066	(5,587,810)	(5,281,744)	41,152	2,527,327	(4,161,761)	(2,075,351)	(6,237,112)	30,293	(2,143,276)	(3,855,695)	(7,663,161)	(11,518,856)	71,445	384,051		...
Change between 1995 and 2004	5,969,228	7,815,303	13,784,531	924,551	5,135,449	(4,257,410)	5,643,938	1,386,528	1,561,209	(2,410,992)	1,711,818	13,459,241	15,171,059	2,485,760	2,724,457		15.4
%	348.7	58.1	90.9	37.2	188.5	-248.7	41.9	9.1	62.8	-88.5	100.0	100.0	100.0	100.0	100.0		
Balance at end of 2004	20,428,064	33,035,934	53,463,998	2,302,751	8,899,430	5,261,666	32,805,978	38,067,644	4,769,551	5,676,045	25,689,730	65,841,912	91,531,642	7,072,302	14,575,475		42.0
%	79.5	50.2	58.4	32.6	61.1	20.5	49.8	41.6	67.4	38.9	100.0	100.0	100.0	100.0	100.0		

(1) Borrowings.

TABLE 19

WORKING CAPITAL AS A PERCENTAGE OF NET SALES

	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004
	%	%	%	%	%	%	%	%	%	%
2007 COMPANIES	12.3	12.5	12.4	12.3	12.1	10.8	12.2	13.7	13.6	12.8
PUBLIC SECTOR COMPANIES	5.9	8.0	9.7	10.1	8.6	6.1	9.8	13.3	13.5	13.4
PRIVATE SECTOR COMPANIES	14.1	13.8	13.1	12.8	13.0	12.2	12.9	13.8	13.6	12.6
MEDIUM-SIZE COMPANIES	24.4	25.6	26.8	27.3	28.7	28.1	28.8	29.2	29.8	28.9
MANUFACTURING COMPANIES	18.0	18.1	17.6	16.7	16.2	13.9	15.2	16.1	15.9	15.5
SERVICE COMPANIES	-16.6	-14.6	-13.0	-8.1	-5.4	-3.1	-0.4	3.8	4.5	1.8
NON-ITALIAN-OWNED COMPANIES	16.9	15.5	15.5	14.0	14.1	12.4	13.6	13.7	12.6	11.8

N.B. - Working capital has been computed as the sum of the following items: inventories and trade receivables (net of their respective provisions for losses), other current assets, trade payables, amounts due to group companies and other current liabilities. The figures exclude the effect of gains on asset transfers. Ratios broken down by companies with a profitable, loss-making or mixed record are not given as they are not significant.

TABLE 20

INVENTORIES AS A PERCENTAGE OF NET SALES

	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004
	%	%	%	%	%	%	%	%	%	%
2007 COMPANIES	20.9	21.5	21.1	21.8	20.3	18.1	18.7	20.1	20.4	20.4
PUBLIC SECTOR COMPANIES	35.0	35.8	34.6	38.3	31.5	22.4	24.3	29.9	32.1	32.4
PRIVATE SECTOR COMPANIES	17.2	17.6	17.5	17.7	17.5	16.8	17.1	17.5	17.3	17.1
MEDIUM-SIZE COMPANIES	23.5	23.4	22.8	23.4	24.7	24.0	23.3	24.3	24.1	25.0
MANUFACTURING COMPANIES	24.3	25.1	24.6	25.7	24.1	21.0	21.8	23.8	24.3	24.2
SERVICE COMPANIES	4.0	3.8	4.1	4.3	4.5	4.5	5.5	5.1	5.0	5.0
NON-ITALIAN-OWNED COMPANIES	13.8	14.3	14.4	14.9	14.2	13.6	13.9	14.0	14.6	14.0

N.B. - Inventories are stated net of provisions against losses and the effect of gains on asset transfers.

LII.

TABLE 21

BALANCE SHEET STRUCTURE

	2007 COMPANIES		PUBLIC SECTOR COMPANIES		PRIVATE SECTOR COMPANIES		MEDIUM-SIZE COMPANIES		MANUFACTURING COMPANIES		SERVICE COMPANIES		NON-ITALIAN-OWNED COMPANIES	
	2003	2004	2003	2004	2003	2004	2003	2004	2003	2004	2003	2004	2003	2004
	%	%	%	%	%	%	%	%	%	%	%	%	%	%
NET TANGIBLE FIXED ASSETS.....	47.2	47.0	69.4	68.6	32.3	31.9	31.2	30.6	36.5	36.9	63.9	62.6	36.0	35.2
NET WORKING CAPITAL ⁽¹⁾	12.4	11.7	6.4	6.6	16.4	15.4	46.6	45.5	18.9	18.8	2.2	0.9	22.2	20.9
ASSETS USED IN OPERATIONS	59.6	58.7	75.8	75.2	48.7	47.3	77.8	76.1	55.4	55.7	66.1	63.5	58.2	56.1
INVESTMENTS IN RELATED AND OTHER COMPANIES	35.5	35.4	19.6	20.7	46.2	45.5	12.5	13.6	39.0	38.8	30.2	30.0	37.4	39.6
CASH.....	4.9	5.9	4.6	4.1	5.1	7.2	9.7	10.3	5.6	5.5	3.7	6.5	4.4	4.3
TOTAL	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
SHAREHOLDERS' EQUITY ⁽²⁾	46.2	47.2	60.3	60.0	36.7	38.3	43.9	45.1	46.0	49.1	46.5	44.3	42.0	43.0
STAFF TERMINATION INDEMNITY PROVISION	4.5	4.3	3.8	3.4	5.0	4.8	6.1	6.0	5.0	4.6	3.8	3.6	7.1	6.7
BORROWINGS:														
– medium-and long-term	23.2	26.2	18.4	20.8	26.5	29.9	17.3	16.6	20.7	18.7	27.2	37.8	15.6	19.3
– short-term	19.9	15.6	9.3	6.9	26.9	21.7	30.0	29.2	22.9	20.8	15.1	7.6	29.0	24.7
	43.1	41.8	27.7	27.7	53.4	51.6	47.3	45.8	43.6	39.5	42.3	45.4	44.6	44.0
OTHER LIABILITIES	6.2	6.7	8.2	8.9	4.9	5.3	2.7	3.1	5.4	6.8	7.4	6.7	6.3	6.3
TOTAL	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

(1) Working capital is the sum of inventories and trade accounts receivable (less provisions for writedown), current assets, trade payables, amounts due to Group companies and other current liabilities.

(2) Net of own shares and non-tangible fixed assets.

LIII.

TABLE 22

CHANGES IN SHAREHOLDERS' EQUITY

	2002-04						Total 1996-04
	1996-98	1999-01	2002	2003	2004	Total	
	€ m						
2007 COMPANIES							
Balance at beginning of year	155,709	188,220	244,666	259,807	298,193	244,666	155,709
Profit (loss) for year	19,142	47,913	(222)	10,679	28,330	38,787	105,842
Dividends paid during year	(20,929)	(42,372)	(16,716)	(16,280)	(19,502)	(52,498)	(115,799)
New equity issues	30,192	61,028	21,172	20,214	10,817	52,203	143,423
Increases in share capital arising from asset transfers	(1,322)	2,577	(35)	489	692	1,146	2,401
Investment grants	1,808	510	69	65	88	222	2,540
Revaluations	0	15,502	23,249	7,051	147	30,447	45,949
Transfers to (from) p/l account	3,065	7,225	8,794	34,822	569	44,185	54,475
Other changes ⁽¹⁾	555	(35,937)	(21,170)	(18,654)	(1,115)	(40,939)	(76,321)
Balance at year-end	<u>188,220</u>	<u>244,666</u>	<u>259,807</u>	<u>298,193</u>	<u>318,219</u>	<u>318,219</u>	<u>318,219</u>
PUBLIC SECTOR COMPANIES							
Balance at beginning of year	66,979	79,533	107,947	125,006	130,342	107,947	66,979
Profit (loss) for year	(3,210)	9,897	3,489	4,447	13,362	21,298	27,985
Dividends paid during year	(5,633)	(11,377)	(5,542)	(5,695)	(6,548)	(17,785)	(34,795)
New equity issues	18,028	17,027	7,369	5,512	4,024	16,905	51,960
Increases in share capital arising from asset transfers	673	2,683	1,958	77	366	2,401	5,757
Investment grants	984	260	53	47	72	172	1,416
Revaluations	0	9,365	22,738	3,427	0	26,165	35,530
Transfers to (from) p/l account	227	(1,484)	(1,607)	(2,162)	(1,594)	(5,363)	(6,620)
Other changes ⁽¹⁾	1,485	2,043	(11,399)	(317)	223	(11,493)	(7,965)
Balance at year-end	<u>79,533</u>	<u>107,947</u>	<u>125,006</u>	<u>130,342</u>	<u>140,247</u>	<u>140,247</u>	<u>140,247</u>
PRIVATE SECTOR COMPANIES							
Balance at beginning of year	88,730	108,687	136,719	134,801	167,851	136,719	88,730
Profit (loss) for year	22,352	38,016	(3,711)	6,232	14,968	17,489	77,857
Dividends paid during year	(15,296)	(30,995)	(11,174)	(10,585)	(12,954)	(34,713)	(81,004)
New equity issues	12,164	44,001	13,803	14,702	6,793	35,298	91,463
Increases in share capital arising from asset transfers	(1,995)	(106)	(1,993)	412	326	(1,255)	(3,356)
Investment grants	824	250	16	18	16	50	1,124
Revaluations	0	6,137	511	3,624	147	4,282	10,419
Transfers to (from) p/l account	2,838	8,709	10,401	36,984	2,163	49,548	61,095
Other changes ⁽¹⁾	(930)	(37,980)	(9,771)	(18,337)	(1,338)	(29,446)	(68,356)
Balance at year-end	<u>108,687</u>	<u>136,719</u>	<u>134,801</u>	<u>167,851</u>	<u>177,972</u>	<u>177,972</u>	<u>177,972</u>

cont.

cont: TABLE 22

	2002-04						Total 1996-04
	1996-98	1999-01	2002	2003	2004	Total	
	€ m						
MEDIUM-SIZE COMPANIES							
Balance at beginning of year	4,966	5,727	7,986	8,384	8,833	7,986	4,966
Profit (loss) for year	1,074	1,580	475	329	542	1,346	4,000
Dividends paid during year	(560)	(699)	(299)	(506)	(204)	(1,009)	(2,268)
New equity issues	257	461	91	112	66	269	987
Increases in share capital arising from asset transfers	(29)	43	8	30	59	97	111
Investment grants	50	28	4	0	0	4	82
Revaluations	0	916	5	500	41	546	1,462
Transfers to (from) p/l account	44	235	130	50	88	268	547
Other changes ⁽¹⁾	(75)	(305)	(16)	(66)	(85)	(167)	(547)
Balance at year-end	<u>5,727</u>	<u>7,986</u>	<u>8,384</u>	<u>8,833</u>	<u>9,340</u>	<u>9,340</u>	<u>9,340</u>
NON-ITALIAN-OWNED COMPANIES							
Balance at beginning of year	23,522	30,059	48,978	52,422	64,007	48,978	23,522
Profit (loss) for year	6,050	11,362	3,809	1,435	7,081	12,325	29,737
Dividends paid during year	(6,441)	(9,714)	(3,715)	(4,845)	(7,227)	(15,787)	(31,942)
New equity issues	5,513	11,873	1,196	5,842	1,938	8,976	26,362
Increases in share capital arising from asset transfers	(1,179)	1,695	87	2,382	172	2,641	3,157
Investment grants	229	108	6	2	0	8	345
Revaluations	0	2,328	22	2,121	82	2,225	4,553
Transfers to (from) p/l account	2,605	2,292	2,177	11,376	952	14,505	19,402
Other changes ⁽¹⁾	(240)	(1,025)	(138)	(6,728)	(907)	(7,773)	(9,038)
Balance at year-end	<u>30,059</u>	<u>48,978</u>	<u>52,422</u>	<u>64,007</u>	<u>66,098</u>	<u>66,098</u>	<u>66,098</u>

(1) Mainly adjustments arising on mergers, including the acquisition of shares of companies subsequently amalgamated into buyer company.

TABLE 23

INDEBTEDNESS AS A PERCENTAGE OF SHAREHOLDERS' EQUITY

	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004
	%	%	%	%	%	%	%	%	%	%
2007 COMPANIES										
total debt	169.5	160.3	155.4	143.4	165.5	168.3	162.5	178.6	166.1	167.6
of which: indebtedness	76.7	70.6	66.4	60.1	73.2	78.2	79.6	87.7	83.7	83.4
<i>indebtedness</i> ⁽¹⁾	82.3	75.7	70.9	65.8	81.5	91.3	96.8	112.0	114.2	112.5
borrowings from banks	49.0	42.7	41.0	36.7	39.9	43.3	44.1	45.3	40.8	35.0
PUBLIC SECTOR COMPANIES										
total debt	141.5	129.2	116.1	103.3	97.5	106.5	98.9	115.2	121.1	128.4
of which: indebtedness	66.3	58.8	49.9	40.7	36.5	42.7	43.7	51.4	57.4	60.2
<i>indebtedness</i> ⁽¹⁾	67.4	59.7	50.6	41.8	37.7	46.4	48.0	56.7	63.1	66.1
borrowings from banks	35.8	28.4	24.5	16.9	15.8	20.8	25.0	29.4	31.2	26.1
PRIVATE SECTOR COMPANIES										
total debt	190.7	183.7	185.2	172.8	221.6	213.2	210.4	224.6	193.1	191.2
of which: indebtedness	84.6	79.4	78.8	74.3	103.5	104.0	106.6	114.1	99.5	97.4
<i>indebtedness</i> ⁽¹⁾	94.7	89.1	87.8	85.6	123.4	128.4	141.3	164.1	158.7	152.4
borrowings from banks	59.0	53.5	53.5	51.2	59.9	59.6	58.5	56.8	46.6	40.4
MEDIUM-SIZE COMPANIES										
total debt	252.5	242.2	242.6	236.0	237.1	246.9	230.1	228.6	231.7	231.0
of which: indebtedness	112.8	111.5	113.8	112.4	111.3	115.2	110.1	107.1	112.0	107.3
<i>indebtedness</i> ⁽¹⁾	118.4	117.2	118.7	117.9	117.4	127.6	124.6	123.4	129.5	122.4
borrowings from banks	92.4	89.3	90.3	91.6	91.2	97.1	92.5	91.2	94.5	90.7
MANUFACTURING COMPANIES										
total debt	227.6	215.5	201.2	184.6	181.9	183.3	178.6	187.3	193.3	187.4
of which: indebtedness	103.8	96.5	87.5	77.3	73.1	74.9	79.6	83.1	85.6	77.8
<i>indebtedness</i> ⁽¹⁾	114.0	105.1	94.2	85.6	81.3	86.4	93.1	102.5	108.0	97.5
borrowings from banks	65.4	56.3	52.5	45.8	44.3	45.3	49.4	48.0	44.5	38.2
SERVICE COMPANIES										
total debt	81.7	74.8	80.1	76.1	132.2	139.1	131.7	159.5	124.5	135.6
of which: indebtedness	35.8	30.4	31.6	32.0	73.5	84.5	79.6	97.9	80.8	92.4
<i>indebtedness</i> ⁽¹⁾	37.1	31.9	33.3	34.4	82.0	101.0	104.8	135.1	125.9	142.3
borrowings from banks	24.2	21.6	22.0	21.8	31.1	39.4	33.9	39.4	35.2	29.9
NON-ITALIAN-OWNED COMPANIES										
total debt	194.6	203.6	219.0	194.8	198.6	198.6	163.5	157.1	140.1	142.6
of which: indebtedness	78.7	80.7	91.4	82.0	80.6	78.2	68.2	67.3	58.2	60.6
<i>indebtedness</i> ⁽¹⁾	100.3	102.9	114.8	115.7	115.0	116.9	109.5	112.0	122.5	124.1
borrowings from banks	50.4	44.6	50.2	46.4	47.4	39.3	32.6	24.5	23.8	24.4

N.B. - Net capital does not include amounts deriving from revaluations pursuant to Laws 342/00, 448/01 and 350/03, gains arising on transfer booked during the period, and the effects of tax "cleansing" (for 2004); accounts payable do not include provisions for post-retirement benefits, provisions for deferred taxes, or sundry other provisions.

(1) Borrowings as a percentage of tangible net worth (net capital less intangible assets).

LVI.

TABLE 24

AVERAGE ANNUAL COST PER EMPLOYEE

	1996	1997	1998	1999	2000	2001	2002	2003	2004
	€ '000	€ '000	€ '000	€ '000	€ '000	€ '000	€ '000	€ '000	€ '000
2007 COMPANIES									
– Average cost	38.4	39.2	38.8	39.6	40.7	41.4	42.2	43.4	44.6
– Index number	100.0	102.1	101.0	103.1	106.0	107.8	109.9	113.0	116.1
PUBLIC SECTOR COMPANIES									
– Average cost	46.0	44.9	44.0	45.1	45.3	47.2	46.9	49.4	52.2
– Index number	100.0	97.6	95.7	98.0	98.5	102.6	102.0	107.4	113.5
PRIVATE SECTOR COMPANIES									
– Average cost	35.6	37.2	37.0	37.7	39.2	39.6	40.7	41.6	42.4
– Index number	100.0	104.5	103.9	105.9	110.1	111.2	114.3	116.9	119.1
MEDIUM-SIZE COMPANIES									
– Average cost	31.9	33.1	32.9	33.5	34.9	35.7	36.9	37.8	39.0
– Index number	100.0	103.8	103.1	105.0	109.4	111.9	115.7	118.5	122.3
MANUFACTURING COMPANIES									
– Average cost	37.2	38.4	38.6	39.3	40.7	41.5	42.6	43.9	45.4
– Index number	100.0	103.2	103.8	105.6	109.4	111.6	114.5	118.0	122.0
SERVICE COMPANIES									
– Average cost	41.8	41.3	39.4	40.2	40.7	41.4	41.1	42.0	42.9
– Index number	100.0	98.8	94.3	96.2	97.4	99.0	98.3	100.5	102.6
NON-ITALIAN-OWNED COMPANIES									
– Average cost	37.9	39.9	39.7	40.5	42.1	43.3	44.0	45.2	46.4
– Index number	100.0	105.3	104.7	106.9	111.1	114.2	116.1	119.3	122.4

N.B. - Costs are based on average number of employees in year.

LVII.

TABLE 25

EMPLOYEES

BY CATEGORY

	1995		1996		1997		1998		1999		2000		2001		2002		2003		2004	
	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%
1970 COMPANIES																				
– Operatives and supervisors	701,867	51.6	684,488	51.1	682,443	51.3	669,511	50.5	646,342	49.4	639,800	48.8	622,937	48.0	604,494	47.4	582,486	46.4	567,513	45.8
– Clerical and executive staff	658,342	48.4	655,337	48.9	647,900	48.7	657,444	49.5	662,875	50.6	672,273	51.2	673,943	52.0	671,465	52.6	672,622	53.6	670,953	54.2
Total employees	<u>1,360,209</u>	<u>100.0</u>	<u>1,339,825</u>	<u>100.0</u>	<u>1,330,343</u>	<u>100.0</u>	<u>1,326,955</u>	<u>100.0</u>	<u>1,309,217</u>	<u>100.0</u>	<u>1,312,073</u>	<u>100.0</u>	<u>1,296,880</u>	<u>100.0</u>	<u>1,275,959</u>	<u>100.0</u>	<u>1,255,108</u>	<u>100.0</u>	<u>1,238,466</u>	<u>100.0</u>
PUBLIC SECTOR COMPANIES																				
– Operatives and supervisors	103,251	38.5	94,954	37.1	89,708	36.5	86,725	35.5	82,106	34.3	80,583	34.0	75,339	33.6	70,033	32.5	62,493	30.3	59,546	29.5
– Clerical and executive staff	164,692	61.5	160,752	62.9	156,272	63.5	157,231	64.5	157,215	65.7	156,215	66.0	148,936	66.4	145,247	67.5	143,622	69.7	142,450	70.5
Total employees	<u>267,943</u>	<u>100.0</u>	<u>255,706</u>	<u>100.0</u>	<u>245,980</u>	<u>100.0</u>	<u>243,956</u>	<u>100.0</u>	<u>239,321</u>	<u>100.0</u>	<u>236,798</u>	<u>100.0</u>	<u>224,275</u>	<u>100.0</u>	<u>215,280</u>	<u>100.0</u>	<u>206,115</u>	<u>100.0</u>	<u>201,996</u>	<u>100.0</u>
PRIVATE SECTOR COMPANIES																				
– Operatives and supervisors	598,616	54.8	589,534	54.4	592,735	54.7	582,786	53.8	564,236	52.7	559,217	52.0	547,598	51.1	534,461	50.4	519,993	49.6	507,967	49.0
– Clerical and executive staff	493,650	45.2	494,585	45.6	491,628	45.3	500,213	46.2	505,660	47.3	516,058	48.0	525,007	48.9	526,218	49.6	529,000	50.4	528,503	51.0
Total employees	<u>1,092,266</u>	<u>100.0</u>	<u>1,084,119</u>	<u>100.0</u>	<u>1,084,363</u>	<u>100.0</u>	<u>1,082,999</u>	<u>100.0</u>	<u>1,069,896</u>	<u>100.0</u>	<u>1,075,275</u>	<u>100.0</u>	<u>1,072,605</u>	<u>100.0</u>	<u>1,060,679</u>	<u>100.0</u>	<u>1,048,993</u>	<u>100.0</u>	<u>1,036,470</u>	<u>100.0</u>
MEDIUM-SIZE COMPANIES																				
– Operatives and supervisors	54,752	66.5	55,207	66.4	55,144	66.2	55,193	66.2	55,221	65.7	55,297	65.0	55,166	64.3	54,916	63.8	54,522	63.3	53,510	62.8
– Clerical and executive staff	27,620	33.5	27,980	33.6	28,167	33.8	28,217	33.8	28,822	34.3	29,732	35.0	30,668	35.7	31,218	36.2	31,554	36.7	31,749	37.2
Total employees	<u>82,372</u>	<u>100.0</u>	<u>83,187</u>	<u>100.0</u>	<u>83,311</u>	<u>100.0</u>	<u>83,410</u>	<u>100.0</u>	<u>84,043</u>	<u>100.0</u>	<u>85,029</u>	<u>100.0</u>	<u>85,834</u>	<u>100.0</u>	<u>86,134</u>	<u>100.0</u>	<u>86,076</u>	<u>100.0</u>	<u>85,259</u>	<u>100.0</u>
MANUFACTURING COMPANIES																				
– Operatives and supervisors	640,376	57.9	624,270	57.7	622,301	58.0	609,667	57.6	585,260	57.2	577,416	57.0	560,677	56.3	543,248	55.7	525,899	55.2	510,407	54.5
– Clerical and executive staff	465,744	42.1	458,544	42.3	451,132	42.0	447,932	42.4	437,356	42.8	435,582	43.0	435,604	43.7	432,157	44.3	427,326	44.8	426,240	45.5
Total employees	<u>1,106,120</u>	<u>100.0</u>	<u>1,082,814</u>	<u>100.0</u>	<u>1,073,433</u>	<u>100.0</u>	<u>1,057,599</u>	<u>100.0</u>	<u>1,022,616</u>	<u>100.0</u>	<u>1,012,998</u>	<u>100.0</u>	<u>996,281</u>	<u>100.0</u>	<u>975,405</u>	<u>100.0</u>	<u>953,225</u>	<u>100.0</u>	<u>936,647</u>	<u>100.0</u>
SERVICE COMPANIES																				
– Operatives and supervisors	61,491	24.2	60,218	23.4	60,142	23.4	59,844	22.2	61,082	21.3	62,384	20.9	62,260	20.7	61,246	20.4	56,587	18.7	57,106	18.9
– Clerical and executive staff	192,598	75.8	196,793	76.6	196,768	76.6	209,512	77.8	225,519	78.7	236,691	79.1	238,339	79.3	239,308	79.6	245,296	81.3	244,713	81.1
Total employees	<u>254,089</u>	<u>100.0</u>	<u>257,011</u>	<u>100.0</u>	<u>256,910</u>	<u>100.0</u>	<u>269,356</u>	<u>100.0</u>	<u>286,601</u>	<u>100.0</u>	<u>299,075</u>	<u>100.0</u>	<u>300,599</u>	<u>100.0</u>	<u>300,554</u>	<u>100.0</u>	<u>301,883</u>	<u>100.0</u>	<u>301,819</u>	<u>100.0</u>
NON-ITALIAN-OWNED COMPANIES																				
– Operatives and supervisors	179,065	48.2	177,219	48.0	176,098	47.4	174,914	46.9	167,162	45.4	166,948	44.5	165,377	43.6	161,621	42.9	160,472	42.8	153,920	41.8
– Clerical and executive staff	192,056	51.8	191,897	52.0	195,529	52.6	198,025	53.1	201,127	54.6	208,360	55.5	214,217	56.4	215,242	57.1	214,827	57.2	214,340	58.2
Total employees	<u>371,121</u>	<u>100.0</u>	<u>369,116</u>	<u>100.0</u>	<u>371,627</u>	<u>100.0</u>	<u>372,939</u>	<u>100.0</u>	<u>368,289</u>	<u>100.0</u>	<u>375,308</u>	<u>100.0</u>	<u>379,594</u>	<u>100.0</u>	<u>376,863</u>	<u>100.0</u>	<u>375,299</u>	<u>100.0</u>	<u>368,260</u>	<u>100.0</u>

N.B. - Figures cover 1970 companies with gross tangible assets at the end of 2004 amounting to € 418,206m, or 79.8% of the total fixed assets of all the 2007 companies, when these 1970 companies accounted for 92.4% of the aggregate workforce of all the 2007 companies.

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