

FINANCIAL AGGREGATES FOR
2010 ITALIAN COMPANIES
(2006)



2010 SELECTED COMPANIES

1996-2005

Excerpt in English from
“DATI CUMULATIVI DI
2010 SOCIETÀ ITALIANE”

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This survey provides data for 2,010 large and medium-size Italian companies operating in the manufacturing and services industries. 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 2001 ⁽¹⁾ are as follows: 31% of the workforce, 44% of sales, 43% of value added, 55% of export sales, and 49% of fixed assets. In the services sector, the coverage rate in terms of turnover is 86% for utilities, 31% for transport and 19% for distribution to retail. It is believed that virtually all the Italian companies with over 500 staff are included in this survey.

Individual groups of tables analysing balance sheet data, other information and profit-and-loss figures provide statistics for the following sets of aggregates over the 1996-2005 ten-year period: all 2,010 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 1996 too, while other major businesses have been acquired by non-Italian companies. Also for reasons of maintaining a like-for-like comparison base, ENI’s primary gas distribution business, which was subject to a wide-ranging corporate reorganization in 2002, has continued to be included in the energy sector. Medium-sized enterprises have been defined in accordance with the same criteria as adopted in the Mediobanca-Unioncamere survey of such businesses ⁽²⁾.

(1) *Company accounts for the year 2001* (Rome: 2005).

(2) *Italian medium-size businesses* (annual survey). These are defined as companies not owned by large groups, whose headcount in 2005 numbered less than 500 staff and whose turnover in the same year did not exceed € 290m in that year.

The statistics contained in this edition are also available on our website (www.mbres.it) along with some additional tables (see the overview of the aggregates at the end of this introduction), plus historical data going back to 1968 until 2002 for a restricted group of businesses for which it has been possible to construct like-for-like series of historical data, 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 has been divided into four separate periods, where it has been possible to prepare interconnected indexes due to there being 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 and the failure for certain companies to provide updated figures, which has led to their being excluded from the survey;
- 1994-1997: 856 private sector and 141 public sector companies, the most significant changes here relating to privatization of state-owned steel companies, and the exclusion of other companies due to data not being available;
- 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.

TABLE 1

ANNUAL CHANGES IN NUMBER OF SELECTED COMPANIES

	ADDITIONS	REDUCTIONS	NUMBER AT YEAR-END
	(Companies incorporated in year)	(Mergers)	
1996	—	—	1964
1997	49	— 67	1946
1998	70	— 49	1967
1999	99	— 40	2026
2000	86	— 69	2043
2001	86	— 55	2074
2002	57	— 80	2051
2003	56	— 66	2041
2004	50	— 65	2026
2005	35	— 51	2010
	<u>588</u>	<u>— 542</u>	

N.B. - 170 companies have been added and 167 deleted since last year's edition. Of the latter, 51 have been merged into other selected companies, 2 into companies not in the aggregate, 21 have gone into bankruptcy proceedings, 1 have ceased trading and 92 failed to provide their figures in time for inclusion.

TABLE 2

AGGREGATE GROWTH INDICES

	2001	2002	2003	2004	2005
	%	%	%	%	%
CHANGE IN NET SALES	+ 3.1	— 0.8	+ 3.1	+ 7.6	+ 7.4
<i>of which:</i>					
<i>domestic sales</i>	+ 3.0	— 0.8	+ 4.4	+ 7.2	+ 7.3
<i>exports</i>	+ 3.5	— 0.6	— 0.7	+ 8.7	+ 7.9
INCREASES IN GROSS FIXED ASSETS ⁽¹⁾	+ 1.1	+ 4.6	+ 1.9	+ 4.6	+ 5.0
DECREASE IN NUMBER OF EMPLOYEES	— 1.4	— 2.0	— 1.4	— 1.2	— 0.7

(1) Excluding monetary revaluations pursuant to Laws 342/00, 448/01, 350/03 and 266/05, write-ups arising from asset transfers between companies.

TABLE 3

GROWTH INDICES BY INDUSTRY 2002/2005
(Percentage changes)

	NET SALES				GROSS FIXED ASSETS ⁽¹⁾		NUMBER OF EMPLOYEES	
	%		Rank		%	Rank	%	Rank
	(02/05)	(04/05)	(02/05)	(04/05)				
ENERGY	55.0	25.2	1	1	12.0	10	-9.9	21
IRON AND STEEL	42.6	8.4	2	4	6.6	19	-2.4	10
BUILDING AND CIVIL ENGINEERING	42.4	1.6	3	14	24.3	2	33.0	1
DAIRY PRODUCTS	22.0	12.4	4	2	12.6	9	-10.3	22
PUBLIC UTILITIES	19.8	2.3	5	11	4.9	21	-7.1	18
RUBBER AND CABLES	19.7	8.3	6	5	2.8	23	-7.0	17
CHEMICALS	15.7	8.4	7	3	7.8	18	-6.3	16
RETAILING	12.9	2.9	8	10	43.4	1	13.4	2
MECHANICAL ENGINEERING	12.2	5.7	9	6	13.9	7	-3.8	13
BUILDING MATERIALS	10.5	0.0	10	20	11.8	11	-1.7	9
CONFECTIONERY	9.8	3.2	11	9	13.2	8	0.5	7
TRANSPORTS	9.0	5.2	12	8	22.8	3	-3.2	12
PRINTING AND PUBLISHING	8.3	1.3	13	17	8.3	16	-4.9	15
WINES, SPIRITS AND BEVERAGES ..	7.7	-0.4	14	21	14.4	6	1.4	5
PHARMACEUTICALS AND								
COSMETICS	6.4	1.0	15	18	8.1	17	0.8	6
FOOD PACKAGING	6.1	-3.0	16	24	19.9	4	-4.5	14
GLASS	4.5	5.6	17	7	5.9	20	-9.4	20
VEHICLES	3.6	1.6	18	15	15.8	5	-2.9	11
RADIO, TV AND DOMESTIC								
APPLIANCES	3.6	-2.6	19	22	9.3	13	-0.8	8
TIMBER AND FURNISHING	0.7	0.3	20	19	9.1	14	6.2	3
CLOTHING	0.1	2.2	21	12	8.6	15	2.3	4
LEATHERWEAR	-4.1	2.0	22	13	10.5	12	-10.7	24
PAPER	-5.8	1.5	23	16	1.4	24	-8.9	19
ELECTRONICS	-6.3	-6.7	24	26	4.7	22	-10.6	23
PROCESS ENGINEERING	-7.2	-8.0	25	27	-26.6	27	-19.4	26
TEXTILES	-12.2	-4.1	26	25	0.9	25	-16.2	25
MAN-MADE FIBRES	-15.1	-2.6	27	23	-8.8	26	-20.1	27
2010 COMPANIES	19.2	7.4			12.0		-3.3	
PUBLIC SECTOR COMPANIES	29.1	13.4			15.3		-7.2	
PRIVATE SECTOR COMPANIES	16.7	5.9			9.4		-2.2	
MEDIUM-SIZE COMPANIES	8.8	2.2			15.4		-0.3	
MANUFACTURING COMPANIES	20.1	8.5			10.3		-4.4	
SERVICE COMPANIES	15.1	2.8			14.2		-0.8	
NON-ITALIAN-OWNED COMPANIES	13.3	5.8			10.2		-3.9	

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, 350/03 and 266/05 and gains arising on transfer, but gross of depreciation/amortization.

TABLE 4

ANNUAL CHANGES IN VALUE ADDED

	1997	1998	1999	2000	2001	2002	2003	2004	2005
	%	%	%	%	%	%	%	%	%
CHEMICALS	2.8	-1.5	-4.4	12.7	-14.1	1.6	-0.2	9.2	-
ENERGY	-1.0	4.2	1.7	8.6	1.9	-16.0	12.7	6.8	-2.4
IRON AND STEEL	6.3	-3.2	-7.6	14.5	-12.0	-7.2	6.1	28.6	9.3
BASIC INDUSTRIES	0.6	2.3	-0.4	9.9	-2.2	-12.8	10.0	9.8	-0.4
FOOD	2.1	1.1	5.2	2.0	2.3	4.3	5.2	-1.8	-2.3
PAPER	-9.8	13.2	-1.9	-3.2	13.2	-3.6	-5.6	-2.4	-3.1
VEHICLES	12.1	-9.8	-10.5	12.0	-16.0	-19.4	18.0	1.1	3.0
RADIO, TV AND DOMESTIC									
APPLIANCES	8.7	0.4	4.7	0.2	-4.3	3.3	-0.6	2.8	-8.8
ELECTRONICS	13.6	1.9	0.6	13.7	3.1	-6.2	-0.8	8.2	-5.6
PHARMACEUTICALS AND									
COSMETICS	5.3	6.0	9.2	10.0	6.7	5.7	-0.7	0.7	-
MAN-MADE FIBRES	-0.2	1.1	-13.0	10.6	-18.7	-9.1	-19.8	-14.5	-11.1
RUBBER AND CABLES	-2.3	-2.6	-5.0	1.1	-3.8	-0.2	-5.9	11.4	-2.4
PRINTING AND PUBLISHING	10.5	3.3	5.1	7.6	-3.6	5.3	1.4	2.6	-2.0
PROCESS ENGINEERING	11.7	4.9	-7.8	12.6	15.4	1.0	-6.2	-7.6	13.7
BUILDING AND CIVIL									
ENGINEERING	9.8	6.6	10.3	-4.8	15.4	5.2	8.2	0.8	3.8
TIMBER AND FURNISHING	13.3	6.1	3.5	17.5	-2.0	3.5	-14.7	16.2	0.3
MECHANICAL ENGINEERING	3.1	-	3.8	8.9	1.0	0.3	3.7	4.9	1.9
LEATHERWEAR	12.3	-13.8	9.2	16.0	16.8	1.2	-11.5	7.9	0.7
BUILDING MATERIALS	8.2	1.0	15.1	10.9	4.4	7.9	0.6	-0.3	-8.4
TEXTILES AND CLOTHING	6.9	0.7	2.3	4.8	4.3	-1.7	-6.2	1.1	-0.1
GLASS	-0.8	-0.9	1.9	6.8	7.7	-3.4	-7.8	-0.9	4.3
OTHER MANUFACTURING									
COMPANIES	6.4	-0.1	1.4	7.9	0.5	-1.2	1.7	2.2	-0.7
MANUFACTURING COMPANIES ..	4.2	0.8	0.7	8.7	-0.5	-5.5	4.5	4.9	-0.6
RETAILING ⁽¹⁾	4.6	12.8	17.0	6.6	11.5	8.7	4.6	7.9	2.6
PUBLIC UTILITIES ⁽¹⁾	3.6	7.4	2.1	4.8	9.5	7.3	8.8	4.1	0.3
TRANSPORTS	0.9	32.4	-11.3	7.2	5.6	-0.3	-12.2	23.4	-4.2
SERVICE COMPANIES ⁽¹⁾	3.3	13.2	-0.1	5.8	8.3	5.9	4.1	7.8	-0.3
2010 COMPANIES ⁽¹⁾	3.9	4.1	0.5	7.8	2.0	-2.1	4.4	5.9	-0.5
PUBLIC SECTOR COMPANIES	-4.0	9.0	-2.7	11.2	-1.3	-9.5	3.5	6.9	-4.6
PRIVATE SECTOR COMPANIES ⁽¹⁾ ..	7.4	2.3	1.8	6.5	3.4	0.9	4.7	5.5	1.0
MEDIUM-SIZE COMPANIES	4.5	3.1	3.9	8.0	4.8	2.0	0.2	4.4	-
NON-ITALIAN-OWNED COMPANIES ⁽¹⁾	6.7	3.4	3.6	10.6	11.1	1.9	4.7	6.6	3.4

(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)

	2005				2004				INCREASE (DECREASE) 2005/2004	
	PROFITS		LOSSES		PROFITS		LOSSES		PROFITS	LOSSES
	No. of compa- nies	€ m (¹)	No. of compa- nies	€ m (²)	No. of compa- nies	€ m (³)	No. of compa- nies	€ m (⁴)	€ m	
2010 COMPANIES	1435	31,294	575	8,084	1495	26,712	531	9,718	4,582	(1,634)
154 PUBLIC SECTOR COMPANIES	101	11,141	53	1,758	102	9,001	55	1,560	2,140	198
1856 PRIVATE SECTOR COMPANIES	1334	20,153	522	6,326	1393	17,711	476	8,158	2,442	(1,832)
509 MEDIUM-SIZE COMPANIES ...	392	902	117	171	417	665	96	154	237	17
1781 MANUFACTURING COMPANIES	1282	22,021	499	6,490	1347	17,931	452	7,017	4,090	(527)
229 SERVICE COMPANIES	153	9,273	76	1,594	148	8,781	79	2,701	492	(1,107)
604 NON-ITALIAN-OWNED COMPANIES	399	6,784	205	3,043	396	6,986	212	2,810	(202)	233

(1) Effects due to tax "cleansing" have not been included, which are as follows: € 178m for the 2010 companies as a whole, € 178m for private sector companies, € 6m for medium-size companies, € 178m for manufacturing companies and € 94m for non-Italian-owned companies.

(2) Effects due to tax "cleansing" have not been included, which are as follows: € 20m for the 2010 companies as a whole, € 20m for private sector companies, € 20m for manufacturing companies and € 17m for non-Italian-owned companies.

(3) Effects due to tax "cleansing" have not been included, which are as follows: € 10,537m for the 2010 companies as a whole, € 6,274m for public sector companies, € 4,263m for private sector companies, € 89m for medium-size companies, € 9,829m for manufacturing companies, € 708m for service companies and € 1,777m for non-Italian-owned companies.

(4) Effects due to tax "cleansing" have not been included, which are as follows: € 511m for the 2010 companies as a whole, € 10m for public sector companies, € 501m for private sector companies, € 7m for medium-size companies, € 326m for manufacturing companies, € 185m for service companies and € 85m for non-Italian-owned companies.

TABLE 6

EARNINGS STRUCTURE: A PERCENTAGE ANALYSIS

	2010 COMPANIES		PUBLIC SECTOR COMPANIES		PRIVATE SECTOR COMPANIES		MEDIUM-SIZE COMPANIES		MANUFAC- TURING COMPANIES		SERVICE COMPANIES		NON-ITALIAN- OWNED COMPANIES	
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
	%	%	%	%	%	%	%	%	%	%	%	%	%	%
NET SALES	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
OTHER OPERATING REVENUES	3.9	3.9	6.7	6.4	3.1	3.2	1.8	1.8	3.3	3.3	6.2	6.8	3.9	4.0
CONSUMABLES AND SUNDRY OPERATING COSTS	-77.2	-79.1	-72.9	-78.0	-78.3	-79.6	-81.7	-82.3	-81.3	-83.1	-60.3	-62.2	-80.1	-80.8
VALUE ADDED	26.7	24.8	33.8	28.4	24.8	23.6	20.1	19.5	22.0	20.2	45.9	44.6	23.8	23.2
LABOUR COST	-12.7	-12.0	-15.8	-13.6	-11.8	-11.5	-11.6	-11.6	-11.2	-10.4	-18.9	-18.7	-12.0	-11.5
GROSS OPERATING MARGIN	14.0	12.8	18.0	14.8	13.0	12.1	8.5	7.9	10.8	9.8	27.0	25.9	11.8	11.7
DEPRECIATION AND AMORTISATION ...	-6.7	-6.1	-8.5	-6.6	-6.3	-5.8	-4.0	-3.6	-4.9	-4.6	-14.1	-12.7	-6.4	-5.8
OPERATING MARGIN ...	7.3	6.7	9.5	8.2	6.7	6.3	4.5	4.3	5.9	5.2	12.9	13.2	5.4	5.9
INTEREST CHARGES LESS INTEREST INCOME ...	-0.4	0.1	0.7	1.9	-0.7	-0.5	-0.8	-0.5	0.3	0.8	-3.0	-2.9	-0.6	-0.3
PROFIT (LOSS) BEFORE TAX	6.9	6.8	10.2	10.1	6.0	5.8	3.7	3.8	6.2	6.0	9.9	10.3	4.8	5.6

NET SALES AS A PERCENTAGE OF GROSS TANGIBLE FIXED ASSETS

	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005
	%	%	%	%	%	%	%	%	%	%
2010 COMPANIES	84.6	86.3	84.4	85.5	100.7	102.7	97.6	98.7	101.6	103.9
COMPANIES CONSISTENTLY IN PROFIT OR BREAKING EVEN ...	77.1	77.5	75.3	78.0	91.4	101.8	98.8	104.7	109.4	112.9
COMPANIES CONSISTENTLY INCURRING LOSSES	152.6	164.7	124.6	108.2	113.4	106.1	92.3	88.3	85.1	82.6
COMPANIES WITH MIXED RECORDS	89.9	92.6	91.2	90.9	107.9	103.3	97.0	95.5	97.6	99.3
PUBLIC SECTOR COMPANIES ...	37.6	37.2	34.8	35.3	46.4	48.7	44.4	43.6	46.7	49.7
PRIVATE SECTOR COMPANIES ...	128.8	132.7	131.5	132.4	151.7	147.1	139.8	143.1	146.1	149.2
MEDIUM-SIZE COMPANIES	230.9	228.2	218.1	209.3	219.8	222.4	212.0	204.7	204.9	199.9
MANUFACTURING COMPANIES: - including energy companies	117.7	119.6	115.9	116.9	138.8	144.4	138.0	139.1	145.9	150.4
- excluding energy companies	178.8	182.4	179.7	176.6	202.1	198.9	193.4	191.5	195.7	194.0
SERVICE COMPANIES	35.2	36.0	36.8	39.1	44.2	45.8	43.7	45.5	44.8	44.0
NON-ITALIAN-OWNED COMPANIES	210.4	216.4	212.1	214.2	231.8	208.9	197.9	197.4	201.2	203.6

N.B. - Excluding monetary revaluations pursuant to Laws 342/00, 448/01, 350/03 and 266/05, write-ups arising from asset transfers between companies.

TABLE 8

AVERAGE DEPRECIATION RATES

	AVERAGE DEPRECIATION RATES				PERCENTAGE OF TANGIBLE FIXED ASSETS DEPRECIATED AT END-2005
	2004	2005	AVERAGE 1996/2005		
			(ordinary only)		
	%	%	%	%	%
2010 COMPANIES	4.5	4.1	5.5	5.2	53.1
COMPANIES CONSISTENTLY IN PROFIT ..	3.8	3.8	5.5	5.0	57.2
COMPANIES CONSISTENTLY INCURRING LOSSES	13.0	11.0	12.7	12.7	53.2
COMPANIES WITH MIXED RECORDS	4.7	4.1	5.5	5.3	50.7
PUBLIC SECTOR COMPANIES	3.0	2.5	4.4	4.0	41.9
PRIVATE SECTOR COMPANIES	5.9	5.5	6.6	6.3	63.5
MEDIUM-SIZE COMPANIES	5.9	5.2	6.4	6.0	64.5
MANUFACTURING COMPANIES	4.9	4.6	6.2	5.7	59.9
SERVICE COMPANIES	4.0	3.3	4.7	4.6	44.3
NON-ITALIAN-OWNED COMPANIES	7.1	6.5	7.5	7.1	60.1

TABLE 9

INTEREST CHARGES

	TOTAL INTEREST CHARGES (1)		INTEREST CHARGES LESS INTEREST INCOME	
	€ m	Average cost of funding %	€ m	As % of NOM
2010 COMPANIES				
2001	11,225	6.6	(128)	-0.5
2002	11,743	6.3	(550)	-2.3
2003	11,777	5.9	(1,285)	-5.0
2004	10,857	5.1	(1,581)	-4.6
2005	12,067	5.4	424	1.2
PUBLIC SECTOR COMPANIES				
2001	2,261	6.4	1,154	16.6
2002	2,471	6.3	953	17.5
2003	2,019	4.6	1,159	23.5
2004	2,185	4.4	719	7.6
2005	2,607	4.8	2,103	22.9
PRIVATE SECTOR COMPANIES				
2001	8,964	6.7	(1,282)	-6.4
2002	9,272	6.3	(1,503)	-7.9
2003	9,758	6.2	(2,444)	-11.7
2004	8,672	5.3	(2,300)	-9.1
2005	9,460	5.6	(1,679)	-6.7
MEDIUM-SIZE COMPANIES				
2001	495	6.5	(247)	-17.0
2002	470	6.0	(210)	-14.9
2003	438	5.4	(149)	-12.8
2004	399	4.7	(180)	-13.7
2005	407	4.7	(171)	-13.4
MANUFACTURING COMPANIES				
2001	7,695	7.0	1,878	9.8
2002	8,066	6.6	1,661	10.9
2003	7,092	5.5	1,935	11.7
2004	6,565	5.1	1,115	4.9
2005	7,030	5.7	3,228	14.8
SERVICE COMPANIES				
2001	3,530	5.9	(2,006)	-25.2
2002	3,677	5.7	(2,211)	-24.2
2003	4,685	6.4	(3,220)	-34.6
2004	4,292	5.0	(2,696)	-22.6
2005	5,037	5.0	(2,804)	-22.4
NON-ITALIAN-OWNED COMPANIES				
2001	2,539	7.0	(751)	-11.6
2002	2,498	6.0	(166)	-2.8
2003	2,438	5.6	(592)	-9.7
2004	2,265	5.0	(996)	-12.3
2005	2,524	5.6	(340)	-3.6

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														
1996	25,890	9,891	15,999	851	16,350	9,540	4,361	1996	34.8	16.8	45.9	21.0	29.9	43.1	47.1
<i>Index number</i>	100.0	100.0	100.0	100.0	100.0	100.0	100.0								
1997	25,703	9,143	16,560	743	15,568	10,135	4,681	1997	33.6	12.4	45.2	32.5	30.8	37.8	36.6
<i>Index number</i>	99.3	92.4	103.5	87.3	95.2	106.2	107.3								
1998	26,988	9,410	17,578	862	16,280	10,708	5,383	1998	34.9	15.1	45.4	23.6	32.9	37.9	34.1
<i>Index number</i>	104.2	95.1	109.9	101.3	99.6	112.2	123.4								
1999	26,777	9,636	17,141	957	16,074	10,703	6,109	1999	37.2	29.8	41.3	26.0	40.3	32.5	39.6
<i>Index number</i>	103.4	97.4	107.1	112.4	98.3	112.2	140.1								
2000	29,251	11,138	18,113	1,021	16,542	12,709	6,542	2000	50.4	42.2	55.5	24.9	43.5	59.4	30.8
<i>Index number</i>	113.0	112.6	113.2	120.0	101.2	133.2	150.0								
2001	29,720	10,957	18,763	1,022	17,014	12,706	7,403	2001	41.2	44.5	39.2	42.3	51.6	27.2	33.9
<i>Index number</i>	114.8	110.8	117.3	120.1	104.1	133.2	169.8								
2002	29,844	12,258	17,586	1,087	16,530	13,313	6,977	2002	32.3	16.9	43.0	35.0	36.3	27.3	34.7
<i>Index number</i>	115.3	123.9	109.9	127.7	101.1	139.6	160.0								
2003	28,317	12,368	15,949	975	15,068	13,249	5,518	2003	37.6	26.9	45.9	33.6	45.5	28.5	49.1
<i>Index number</i>	109.4	125.0	99.7	114.6	92.2	138.9	126.5								
2004	29,403	13,890	15,513	957	15,492	13,911	5,217	2004	34.6	29.5	39.2	37.5	46.6	21.3	45.6
<i>Index number</i>	113.6	140.4	97.0	112.4	94.7	145.8	119.6								
2005	28,381	12,570	15,810	891	14,775	13,606	5,237	2005	38.7	30.5	45.2	33.0	37.3	40.2	38.8
<i>Index number</i>	109.6	127.1	98.8	104.7	90.4	142.6	120.1								

(1) Capital expenditure at current prices adjusted on basis of the Istat core goods ex-factory price index.

TABLE 11

	2010 COMPANIES:				SOURCES AND APPLICATIONS OF FUNDS					TOTAL		
	1997	1998	1999	2000	2001	2002	2003	2004	2005	1997-99	2000-02	2003-05
	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m
Capital expenditure ⁽¹⁾	25,953	27,717	27,703	30,558	31,459	31,899	30,407	32,113	31,185	81,373	93,916	93,705
Financial investments ⁽²⁾	10,909	10,952	12,269	41,945	34,838	26,617	23,055	24,106	18,894	34,130	103,400	66,055
Increase (decrease) in cash and other liquid assets ⁽³⁾	(1,208)	2,772	(992)	2,693	(738)	701	2,347	7,019	3,853	572	2,656	13,219
Increase (decrease) in working capital ⁽⁴⁾	1,551	(2,969)	30,694	2,139	5,118	16,493	(471)	(1,158)	10,733	29,276	23,750	9,104
Total applications	37,205	38,472	69,674	77,335	70,677	75,710	55,338	62,080	64,665	145,351	223,722	182,083
Cash-flow ⁽⁵⁾	33,654	34,378	47,295	38,778	42,753	60,098	33,621	59,240	57,341	115,327	141,629	150,202
Funds provided by shareholders ⁽⁶⁾	(73)	4,693	4,080	9,611	5,530	4,222	3,836	(5,135)	(3,890)	8,700	19,363	(5,189)
Grants received	576	251	172	158	196	70	94	89	49	999	424	232
Increase (decrease) in borrowings	3,048	(850)	18,127	28,788	22,198	11,320	17,787	7,886	11,165	20,325	62,306	36,838
Total sources	37,205	38,472	69,674	77,335	70,677	75,710	55,338	62,080	64,665	145,351	223,722	182,083

(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		
	1997	1998	1999	2000	2001	2002	2003	2004	2005	1997-99	2000-02	2003-05
	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m
Capital expenditure ⁽¹⁾	9,205	9,626	9,904	11,522	11,487	12,958	13,118	15,000	13,438	28,735	35,967	41,556
Financial investments ⁽²⁾	1,706	654	2,276	7,082	9,573	5,944	4,667	8,149	5,198	4,636	22,599	18,014
Increase (decrease) in cash and other liquid assets ⁽³⁾	(3,915)	890	212	966	1,169	(286)	1,886	(38)	565	(2,813)	1,849	2,413
Increase (decrease) in working capital ⁽⁴⁾	777	360	(1,705)	477	1,270	13,785	1,358	1,543	(1,834)	(568)	15,532	1,067
Total applications	7,773	11,530	10,687	20,047	23,499	32,401	21,029	24,654	17,367	29,990	75,947	63,050
Cash-flow ⁽⁵⁾	6,777	11,258	14,172	14,085	16,849	27,403	15,393	22,458	17,756	32,207	58,337	55,607
Funds provided by shareholders ⁽⁶⁾	1,487	4,996	(660)	1,271	2,811	1,336	(1,046)	(2,525)	(4,142)	5,823	5,418	(7,713)
Grants received	204	184	62	99	99	53	47	72	46	450	251	165
Increase (decrease) in borrowings	(695)	(4,908)	(2,887)	4,592	3,740	3,609	6,635	4,649	3,707	(8,490)	11,941	14,991
Total sources	7,773	11,530	10,687	20,047	23,499	32,401	21,029	24,654	17,367	29,990	75,947	63,050

(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		
	1997	1998	1999	2000	2001	2002	2003	2004	2005	1997-99	2000-02	2003-05
	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m
Capital expenditure ⁽¹⁾	16,748	18,091	17,799	19,036	19,972	18,941	17,289	17,113	17,747	52,638	57,949	52,149
Financial investments ⁽²⁾	9,203	10,298	9,993	34,863	25,265	20,673	18,388	15,957	13,696	29,494	80,801	48,041
Increase (decrease) in cash and other liquid assets ⁽³⁾	2,707	1,882	(1,204)	1,727	(1,907)	987	461	7,057	3,288	3,385	807	10,806
Increase (decrease) in working capital ⁽⁴⁾	774	(3,329)	32,399	1,662	3,848	2,708	(1,829)	(2,701)	12,567	29,844	8,218	8,037
Total applications	29,432	26,942	58,987	57,288	47,178	43,309	34,309	37,426	47,298	115,361	147,775	119,033
Cash-flow ⁽⁵⁾	26,877	23,120	33,123	24,693	25,904	32,695	18,228	36,782	39,585	83,120	83,292	94,595
Funds provided by shareholders ⁽⁶⁾	(1,560)	(303)	4,740	8,340	2,719	2,886	4,882	(2,610)	252	2,877	13,945	2,524
Grants received	372	67	110	59	97	17	47	17	3	549	173	67
Increase (decrease) in borrowings	3,743	4,058	21,014	24,196	18,458	7,711	11,152	3,237	7,458	28,815	50,365	21,847
Total sources	29,432	26,942	58,987	57,288	47,178	43,309	34,309	37,426	47,298	115,361	147,775	119,033

(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		
	1997	1998	1999	2000	2001	2002	2003	2004	2005	1997-99	2000-02	2003-05
	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m
Capital expenditure ⁽¹⁾	751	888	995	1,074	1,090	1,171	1,058	1,057	1,001	2,634	3,335	3,116
Financial investments ⁽²⁾	77	110	50	(28)	319	440	241	316	473	237	731	1,030
Increase (decrease) in cash and other liquid assets ⁽³⁾	113	181	221	60	(41)	(28)	(12)	292	105	515	(9)	385
Increase (decrease) in working capital ⁽⁴⁾	597	293	389	954	583	180	398	371	475	1,279	1,717	1,244
Total applications	1,538	1,472	1,655	2,060	1,951	1,763	1,685	2,036	2,054	4,665	5,774	5,775
Cash-flow ⁽⁵⁾	1,200	1,293	1,447	1,299	1,718	1,847	1,653	1,880	1,869	3,940	4,864	5,402
Funds provided by shareholders ⁽⁶⁾	(119)	(86)	(103)	(7)	(163)	(228)	(351)	(47)	(234)	(308)	(398)	(632)
Grants received	20	7	16	4	8	6	1	1	0	43	18	2
Increase (decrease) in borrowings	437	258	295	764	388	138	382	202	419	990	1,290	1,003
Total sources	1,538	1,472	1,655	2,060	1,951	1,763	1,685	2,036	2,054	4,665	5,774	5,775

(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		
	1997	1998	1999	2000	2001	2002	2003	2004	2005	1997-99	2000-02	2003-05
	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m
Capital expenditure ⁽¹⁾	15,712	16,758	16,686	17,379	18,134	17,810	16,328	17,070	16,567	49,156	53,323	49,965
Financial investments ⁽²⁾	7,473	7,365	8,157	24,306	26,547	21,925	11,383	18,252	16,631	22,995	72,778	46,266
Increase (decrease) in cash and other liquid assets ⁽³⁾	2,231	2,289	(1,071)	32	642	(1,093)	2,595	773	123	3,449	(419)	3,491
Increase (decrease) in working capital ⁽⁴⁾	1,771	(5,824)	(2,172)	(2,671)	5,589	1,626	423	1,566	(5,258)	(6,225)	4,544	(3,269)
Total applications	27,187	20,588	21,600	39,046	50,912	40,268	30,729	37,661	28,063	69,375	130,226	96,453
Cash-flow ⁽⁵⁾	28,034	23,899	31,042	26,688	33,441	31,358	27,739	42,845	39,614	82,975	91,487	110,198
Funds provided by shareholders ⁽⁶⁾	(3,067)	(853)	(7,585)	(2,201)	405	1,871	(1,880)	(474)	(6,792)	(11,505)	75	(9,146)
Grants received	434	202	130	140	160	64	69	48	26	766	364	143
Increase (decrease) in borrowings	1,786	(2,660)	(1,987)	14,419	16,906	6,975	4,801	(4,758)	(4,785)	(2,861)	38,300	(4,742)
Total sources	27,187	20,588	21,600	39,046	50,912	40,268	30,729	37,661	28,063	69,375	130,226	96,453

(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		
	1997	1998	1999	2000	2001	2002	2003	2004	2005	1997-99	2000-02	2003-05
	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m
Capital expenditure ⁽¹⁾	10,241	10,959	11,017	13,179	13,325	14,089	14,079	15,043	14,618	32,217	40,593	43,740
Financial investments ⁽²⁾	3,436	3,587	4,112	17,639	8,291	4,692	11,672	5,854	2,263	11,135	30,622	19,789
Increase (decrease) in cash and other liquid assets ⁽³⁾	(3,439)	483	79	2,661	(1,380)	1,794	(248)	6,246	3,730	(2,877)	3,075	9,728
Increase (decrease) in working capital ⁽⁴⁾	(220)	2,855	32,866	4,810	(471)	14,867	(894)	(2,724)	15,991	35,501	19,206	12,373
Total applications	10,018	17,884	48,074	38,289	19,765	35,442	24,609	24,419	36,602	75,976	93,496	85,630
Cash-flow ⁽⁵⁾	5,620	10,479	16,253	12,090	9,312	28,740	5,882	16,395	17,727	32,352	50,142	40,004
Funds provided by shareholders ⁽⁶⁾	2,994	5,546	11,665	11,812	5,125	2,351	5,716	(4,661)	2,902	20,205	19,288	3,957
Grants received	142	49	42	18	36	6	25	41	23	233	60	89
Increase (decrease) in borrowings	1,262	1,810	20,114	14,369	5,292	4,345	12,986	12,644	15,950	23,186	24,006	41,580
Total sources	10,018	17,884	48,074	38,289	19,765	35,442	24,609	24,419	36,602	75,976	93,496	85,630

(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		
	1997	1998	1999	2000	2001	2002	2003	2004	2005	1997-99	2000-02	2003-05
	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m
Capital expenditure ⁽¹⁾	4,739	5,537	6,348	6,882	7,875	7,520	5,991	5,761	5,881	16,624	22,277	17,633
Financial investments ⁽²⁾	3,110	3,892	1,761	3,438	5,992	4,220	6,526	8,517	7,363	8,763	13,650	22,406
Increase (decrease) in cash and other liquid assets ⁽³⁾	573	1,416	(964)	(137)	250	(813)	742	43	777	1,025	(700)	1,562
Increase (decrease) in working capital ⁽⁴⁾	1,164	(5,261)	(90)	(1,280)	458	(1,762)	(780)	(1,560)	(3,052)	4,187	(2,584)	(5,392)
Total applications	9,586	5,584	7,055	8,903	14,575	9,165	12,479	12,761	10,969	22,225	32,643	36,209
Cash-flow ⁽⁵⁾	6,388	2,170	6,188	2,695	2,518	7,720	8,674	12,762	14,597	14,746	12,933	36,033
Funds provided by shareholders ⁽⁶⁾	86	529	(1,001)	781	5,458	(1,769)	2,296	(1,749)	(1,663)	(386)	4,470	(1,116)
Grants received	107	20	35	22	57	6	31	0	1	162	85	32
Increase (decrease) in borrowings	3,005	2,865	1,833	5,405	6,542	3,208	1,478	1,748	(1,966)	7,703	15,155	1,260
Total sources	9,586	5,584	7,055	8,903	14,575	9,165	12,479	12,761	10,969	22,225	32,643	36,209

(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.

BORROWINGS

FROM BANKS

TABLE 18

	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	%
Balance at end of 1996	13,791,646	23,376,137	37,167,783	1,500,794	3,912,680	5,975,169	25,389,269	31,364,438	3,015,371	7,463,831	19,766,815	48,765,406	68,532,221	4,516,165	11,376,511	62.5
	% 69.8	47.9	54.2	33.2	34.4	30.2	52.1	45.8	66.8	65.6	100.0	100.0	100.0	100.0	100.0	
Change in 1997	(135,268)	(218,493)	(353,761)	80,452	308,525	(1,589,012)	2,987,743	1,398,731	217,801	1,278,734	(1,724,280)	2,769,250	1,044,970	298,253	1,587,259	34.3
Change in 1998	(3,179,236)	1,338,342	(1,840,894)	53,439	254,931	(1,511,912)	2,356,801	844,889	308,660	1,586,613	(4,691,148)	3,695,143	(996,005)	362,099	1,841,544	...
Change in 1999	(2,589,183)	1,630,584	(958,599)	197,806	1,333,037	1,685,210	2,411,976	4,097,186	67,705	650,279	(903,973)	4,042,560	3,138,587	265,511	1,983,316	17.3
Change in 2000	2,044,719	696,957	2,741,676	181,585	552,912	1,893,284	13,231,771	15,125,055	628,674	(97,919)	3,938,003	13,928,728	17,866,731	810,259	454,993	62.1
Change in 2001	1,684,145	10,464,127	12,148,272	77,973	3,176,809	2,292,406	(3,106,380)	(813,974)	227,474	417,765	3,976,551	7,357,747	11,334,298	305,447	3,594,574	51.1
Change in 2002	1,935,308	(1,744,566)	190,742	59,789	1,415,438	(847,987)	(107,018)	(955,005)	138,427	(2,830,664)	1,087,321	(1,851,584)	(764,263)	198,216	(1,415,226)	...
Change in 2003	453,411	9,574,090	10,027,501	169,265	2,488,176	1,552,091	(8,259,504)	(6,707,413)	131,425	19,697	2,005,502	1,314,586	3,320,088	300,690	2,507,873	18.7
Change in 2004	167,692	(5,735,617)	(5,567,925)	86,289	2,680,103	(4,211,164)	(2,072,276)	(6,283,440)	121,268	(2,346,279)	(4,043,472)	(7,807,893)	(11,851,365)	207,557	333,824	...
Change in 2005	(4,006,769)	8,693,542	4,686,773	245,844	(839,835)	(1,728,206)	(3,556,532)	(5,284,738)	169,051	(495,606)	(5,734,975)	5,137,010	(597,965)	414,895	(1,335,441)	...
Change between 1996 and 2005	(3,625,181)	24,698,966	21,073,785	1,152,442	11,370,096	(2,465,290)	3,886,581	1,421,291	2,010,485	(1,817,380)	(6,090,471)	28,585,547	22,495,076	3,162,927	9,552,716	18.8
	% 59.5	86.4	93.7	36.4	119.0	40.5	13.6	6.3	63.6	(19.0)	100.0	100.0	100.0	100.0	100.0	
Balance at end of 2005	10,166,465	48,075,103	58,241,568	2,653,236	15,282,776	3,509,879	29,275,850	32,785,729	5,025,856	5,646,451	13,676,344	77,350,953	91,027,297	7,679,092	20,929,227	39.7
	% 74.3	62.2	64.0	34.6	73.0	25.7	37.8	36.0	65.4	27.0	100.0	100.0	100.0	100.0	100.0	

(1) Borrowings.

LII.

LIII.

TABLE 19

WORKING CAPITAL AS A PERCENTAGE OF NET SALES

	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005
	%	%	%	%	%	%	%	%	%	%
2010 COMPANIES	12.3	12.2	12.1	12.0	10.9	12.2	13.8	13.6	12.8	11.7
PUBLIC SECTOR COMPANIES	7.8	9.7	10.5	9.6	7.2	10.8	15.4	14.5	14.5	13.4
PRIVATE SECTOR COMPANIES	13.5	12.9	12.5	12.7	11.9	12.6	13.3	13.4	12.4	11.2
MEDIUM-SIZE COMPANIES	25.0	26.4	26.9	27.9	27.8	28.4	28.5	29.4	29.1	30.1
MANUFACTURING COMPANIES	17.8	17.4	16.4	16.1	13.9	15.2	16.1	15.9	15.4	14.1
SERVICE COMPANIES	-15.1	-13.6	-8.5	-5.6	-3.3	-0.5	4.0	4.6	1.7	1.3
NON-ITALIAN-OWNED COMPANIES	15.6	15.4	13.7	13.6	11.7	13.0	12.8	12.0	11.1	8.4

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

	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005
	%	%	%	%	%	%	%	%	%	%
2010 COMPANIES	21.3	21.0	21.8	20.2	18.0	18.6	20.1	20.3	20.4	19.6
PUBLIC SECTOR COMPANIES	35.8	34.6	38.4	31.9	22.8	25.1	31.3	33.9	34.0	30.0
PRIVATE SECTOR COMPANIES	17.4	17.4	17.6	17.3	16.6	16.8	17.2	17.0	16.8	16.7
MEDIUM-SIZE COMPANIES	22.4	21.8	22.7	23.8	23.2	23.2	24.1	24.2	25.0	25.5
MANUFACTURING COMPANIES	24.8	24.3	25.4	23.8	20.8	21.6	23.6	24.1	24.0	23.0
SERVICE COMPANIES	3.9	4.3	4.5	4.6	4.7	5.6	5.3	5.2	5.1	5.0
NON-ITALIAN-OWNED COMPANIES	14.5	14.7	15.3	14.4	13.8	13.9	14.0	14.4	13.9	14.0

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

TABLE 21

BALANCE SHEET STRUCTURE

	2010 COMPANIES		PUBLIC SECTOR COMPANIES		PRIVATE SECTOR COMPANIES		MEDIUM-SIZE COMPANIES		MANUFACTURING COMPANIES		SERVICE COMPANIES		NON-ITALIAN-OWNED COMPANIES	
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
	%	%	%	%	%	%	%	%	%	%	%	%	%	%
NET TANGIBLE FIXED ASSETS	49.2	48.9	68.3	69.3	35.4	34.1	30.2	29.4	36.7	36.9	71.8	69.9	36.3	35.0
NET WORKING CAPITAL ⁽¹⁾	12.3	11.4	6.8	6.8	16.2	14.7	45.4	45.1	18.6	17.5	0.9	0.6	18.0	13.8
ASSETS USED IN OPERATIONS	61.5	60.3	75.1	76.1	51.6	48.8	75.6	74.5	55.3	54.4	72.7	70.5	54.3	48.8
INVESTMENTS IN RELATED AND OTHER COMPANIES	32.3	33.1	20.9	19.9	40.6	42.8	13.6	14.9	39.3	40.4	19.7	20.5	41.8	46.7
CASH	6.2	6.6	4.0	4.0	7.8	8.4	10.8	10.6	5.4	5.2	7.6	9.0	3.9	4.5
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⁾	44.7	44.7	62.8	62.2	31.6	32.1	45.6	46.4	49.3	51.6	36.5	32.6	38.0	41.8
STAFF-RELATED PROVISIONS	4.4	4.3	3.4	3.3	5.2	5.0	5.7	5.7	4.6	4.5	4.2	4.0	6.2	5.9
BORROWINGS:														
- medium-and long-term	27.5	28.5	18.1	19.7	34.4	34.9	16.8	16.7	18.7	18.5	43.3	46.1	25.5	25.7
- short-term	16.3	14.9	6.8	5.5	23.1	21.7	28.8	28.2	20.7	17.5	8.3	10.3	24.3	19.6
OTHER LIABILITIES	43.8	43.4	24.9	25.2	57.5	56.6	45.6	44.9	39.4	36.0	51.6	56.4	49.8	45.3
TOTAL	7.1	7.6	8.9	9.3	5.7	6.3	3.1	3.0	6.7	7.9	7.7	7.0	6.0	7.0
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.

TABLE 22

CHANGES IN SHAREHOLDERS' EQUITY

	2003-05						Total 1997-05
	1997-99	2000-02	2003	2004	2005	Total	
	€ m						
2010 COMPANIES							
Balance at beginning of year	164,677	179,492	256,765	271,858	295,156	256,765	164,677
Profit (loss) for year	35,020	28,314	10,874	28,043	23,408	62,325	125,659
Dividends paid during year	(28,012)	(45,273)	(16,283)	(19,342)	(21,429)	(57,054)	(130,339)
New equity issues	36,712	64,636	20,119	14,207	17,539	51,865	153,213
Increases in share capital arising from asset transfers	(2,064)	2,874	97	741	1,657	2,495	3,305
Investment grants	999	424	94	89	49	232	1,655
Revaluations	114	38,620	7,017	124	3,003	10,144	48,878
Transfers to (from) p/l account	3,972	15,353	11,850	612	5,237	17,699	37,024
Other changes ⁽¹⁾	(31,926)	(27,675)	(18,675)	(1,176)	(16,849)	(36,700)	(96,301)
Balance at year-end	<u>179,492</u>	<u>256,765</u>	<u>271,858</u>	<u>295,156</u>	<u>307,771</u>	<u>307,771</u>	<u>307,771</u>
PUBLIC SECTOR COMPANIES							
Balance at beginning of year	73,320	81,010	124,980	130,024	139,795	124,980	73,320
Profit (loss) for year	(91)	14,508	5,062	13,725	9,383	28,170	42,587
Dividends paid during year	(8,614)	(12,136)	(5,696)	(6,527)	(10,144)	(22,367)	(43,117)
New equity issues	14,437	17,554	4,650	4,002	6,002	14,654	46,645
Increases in share capital arising from asset transfers	478	4,417	32	132	441	605	5,500
Investment grants	450	251	47	72	46	165	866
Revaluations	0	32,109	3,427	0	2	3,429	35,538
Transfers to (from) p/l account	901	(3,080)	(2,162)	(1,594)	3,184	(572)	(2,751)
Other changes ⁽¹⁾	129	(9,653)	(316)	(39)	(1,578)	(1,933)	(11,457)
Balance at year-end	<u>81,010</u>	<u>124,980</u>	<u>130,024</u>	<u>139,795</u>	<u>147,131</u>	<u>147,131</u>	<u>147,131</u>
PRIVATE SECTOR COMPANIES							
Balance at beginning of year	91,357	98,482	131,785	141,834	155,361	131,785	91,357
Profit (loss) for year	35,111	13,806	5,812	14,318	14,025	34,155	83,072
Dividends paid during year	(19,398)	(33,137)	(10,587)	(12,815)	(11,285)	(34,687)	(87,222)
New equity issues	22,275	47,082	15,469	10,205	11,537	37,211	106,568
Increases in share capital arising from asset transfers	(2,542)	(1,543)	65	609	1,216	1,890	(2,195)
Investment grants	549	173	47	17	3	67	789
Revaluations	114	6,511	3,590	124	3,001	6,715	13,340
Transfers to (from) p/l account	3,071	18,433	14,012	2,206	2,053	18,271	39,775
Other changes ⁽¹⁾	(32,055)	(18,022)	(18,359)	(1,137)	(15,271)	(34,767)	(84,844)
Balance at year-end	<u>98,482</u>	<u>131,785</u>	<u>141,834</u>	<u>155,361</u>	<u>160,640</u>	<u>160,640</u>	<u>160,640</u>

cont.

LVI.

cont.: TABLE 22

	2003-05						Total 1997-05
	1997-99	2000-02	2003	2004	2005	Totale	
	€ m						
MEDIUM-SIZE COMPANIES							
Balance at beginning of year	4,885	6,069	8,456	8,951	9,617	8,456	4,885
Profit (loss) for year	1,441	1,842	396	606	736	1,738	5,021
Dividends paid during year	(635)	(852)	(475)	(219)	(331)	(1,025)	(2,512)
New equity issues	327	454	124	172	97	393	1,174
Increases in share capital arising from asset transfers	29	8	43	59	(59)	43	80
Investment grants	43	18	1	1	0	2	63
Revaluations	0	880	409	41	205	655	1,535
Transfers to (from) p/l account	29	354	56	93	28	177	560
Other changes ⁽¹⁾	(50)	(317)	(59)	(87)	(2)	(148)	(515)
Balance at year-end	<u>6,069</u>	<u>8,456</u>	<u>8,951</u>	<u>9,617</u>	<u>10,291</u>	<u>10,291</u>	<u>10,291</u>
NON-ITALIAN-OWNED COMPANIES							
Balance at beginning of year	24,010	33,598	53,326	64,686	69,956	53,326	24,010
Profit (loss) for year	7,989	7,552	(74)	6,038	3,852	9,816	25,357
Dividends paid during year	(8,101)	(9,537)	(4,825)	(7,098)	(5,077)	(17,000)	(34,638)
New equity issues	7,715	14,007	7,121	5,349	3,414	15,884	37,606
Increases in share capital arising from asset transfers	(581)	1,387	2,359	458	(9)	2,808	3,614
Investment grants	162	85	31	0	1	32	279
Revaluations	114	2,198	2,121	60	1,120	3,301	5,613
Transfers to (from) p/l account	2,416	4,272	11,377	987	660	13,024	19,712
Other changes ⁽¹⁾	(126)	(236)	(6,750)	(524)	(640)	(7,914)	(8,276)
Balance at year-end	<u>33,598</u>	<u>53,326</u>	<u>64,686</u>	<u>69,956</u>	<u>73,277</u>	<u>73,277</u>	<u>73,277</u>

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

LVII.

TABLE 23

INDEBTEDNESS AS A PERCENTAGE OF SHAREHOLDERS' EQUITY

	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005
	%	%	%	%	%	%	%	%	%	%
2010 COMPANIES										
total debt	154.2	154.9	142.6	164.0	167.9	163.3	179.5	184.1	182.8	186.6
of which: indebtedness	66.5	66.2	59.7	72.4	77.5	80.0	88.2	92.9	91.5	92.5
<i>indebtedness</i> ⁽¹⁾	71.3	70.8	65.4	80.7	90.8	97.8	113.1	132.5	127.9	126.5
borrowings from banks	41.6	40.9	36.6	40.0	43.8	44.7	45.9	45.8	38.5	36.8
PUBLIC SECTOR COMPANIES										
total debt	117.7	115.9	102.5	94.5	99.0	89.6	103.6	110.8	118.3	118.3
of which: indebtedness	51.1	49.8	40.2	35.7	38.5	37.8	44.0	50.3	53.3	53.1
<i>indebtedness</i> ⁽¹⁾	51.8	50.5	41.0	36.5	40.3	39.9	46.3	52.9	56.1	55.9
borrowings from banks	27.0	24.5	16.9	15.4	18.8	20.7	23.1	24.8	19.8	13.0
PRIVATE SECTOR COMPANIES										
total debt	183.5	184.7	171.9	221.2	218.8	220.4	235.9	236.8	227.9	237.1
of which: indebtedness	78.9	78.8	73.9	102.6	106.3	112.7	120.9	123.4	118.1	121.6
<i>indebtedness</i> ⁽¹⁾	88.7	87.9	85.7	123.8	136.9	157.0	185.3	236.7	214.1	213.7
borrowings from banks	53.4	53.5	51.1	60.3	62.2	63.2	62.9	60.8	51.5	54.3
MEDIUM-SIZE COMPANIES										
total debt	248.9	247.6	238.8	235.3	244.0	233.5	228.2	228.1	224.0	223.6
of which: indebtedness	115.6	118.0	114.3	109.3	113.0	109.7	104.6	108.4	103.9	103.2
<i>indebtedness</i> ⁽¹⁾	121.1	123.2	119.8	115.8	124.9	124.6	120.6	124.6	117.6	115.5
borrowings from banks	92.5	93.4	93.3	89.7	95.5	92.4	89.2	92.1	88.7	88.7
MANUFACTURING COMPANIES										
total debt	204.7	201.9	185.4	182.0	182.9	178.4	187.3	194.2	184.5	175.2
of which: indebtedness	89.6	87.7	77.4	73.2	74.9	79.6	83.3	86.3	77.0	68.4
<i>indebtedness</i> ⁽¹⁾	97.4	94.5	85.9	81.6	86.7	93.3	103.0	109.2	96.2	83.9
borrowings from banks	54.3	52.6	45.8	44.5	45.3	49.7	48.2	45.0	37.6	31.0
SERVICE COMPANIES										
total debt	74.3	78.6	73.5	128.1	138.0	134.0	161.9	163.8	179.1	215.1
of which: indebtedness	30.0	31.5	31.0	70.7	82.6	81.0	99.2	106.1	123.1	152.9
<i>indebtedness</i> ⁽¹⁾	31.5	33.2	33.4	78.9	99.4	107.8	138.9	204.2	232.7	293.2
borrowings from banks	21.6	21.9	21.8	31.0	40.7	34.9	40.8	47.3	40.3	51.1
NON-ITALIAN-OWNED COMPANIES										
total debt	207.6	221.4	198.9	202.6	214.0	183.4	181.1	161.3	155.8	156.2
of which: indebtedness	83.6	92.9	84.4	83.0	88.9	82.6	84.2	73.7	72.6	67.3
<i>indebtedness</i> ⁽¹⁾	106.7	116.9	122.1	122.2	151.4	149.7	162.2	178.7	158.7	132.3
borrowings from banks	47.4	52.2	48.2	50.1	46.2	43.3	38.1	36.4	35.0	31.9

N.B. - Net capital does not include amounts deriving from revaluations pursuant to Laws 342/00, 448/01, 350/03 and 266/05, gains arising on transfer booked during the period, and the effects of tax "cleansing" (for 2004 and 2005); 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).

TABLE 24

AVERAGE ANNUAL COST PER EMPLOYEE

	1997	1998	1999	2000	2001	2002	2003	2004	2005
	€ '000	€ '000	€ '000	€ '000	€ '000	€ '000	€ '000	€ '000	€ '000
2010 COMPANIES									
– Average cost	39.2	38.8	39.6	40.7	41.4	42.2	43.3	44.6	45.7
– Index number	100.0	99.0	101.0	103.8	105.6	107.7	110.5	113.8	116.6
PUBLIC SECTOR COMPANIES									
– Average cost	44.9	44.0	45.2	45.5	47.3	47.0	49.6	52.3	52.2
– Index number	100.0	98.0	100.7	101.3	105.3	104.7	110.5	116.5	116.3
PRIVATE SECTOR COMPANIES									
– Average cost	37.2	37.0	37.8	39.2	39.6	40.7	41.5	42.4	43.9
– Index number	100.0	99.5	101.6	105.4	106.5	109.4	111.6	114.0	118.0
MEDIUM-SIZE COMPANIES									
– Average cost	32.9	32.7	33.5	34.9	35.6	36.7	37.6	38.8	40.2
– Index number	100.0	99.4	101.8	106.1	108.2	111.6	114.3	117.9	122.2
MANUFACTURING COMPANIES									
– Average cost	38.4	38.6	39.4	40.7	41.4	42.6	43.9	45.4	46.5
– Index number	100.0	100.5	102.6	106.0	107.8	110.9	114.3	118.2	121.1
SERVICE COMPANIES									
– Average cost	41.3	39.4	40.2	40.7	41.4	41.2	42.0	42.8	44.0
– Index number	100.0	95.4	97.3	98.5	100.2	99.8	101.7	103.6	106.5
NON-ITALIAN-OWNED COMPANIES									
– Average cost	39.8	39.3	40.2	41.6	42.8	43.6	44.9	45.9	47.6
– Index number	100.0	98.7	101.0	104.5	107.5	109.5	112.8	115.3	119.6

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

TABLE 25

EMPLOYEES

BY CATEGORY

	1996		1997		1998		1999		2000		2001		2002		2003		2004		2005	
	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%
1973 COMPANIES																				
– Operatives and supervisors	680,103	51.0	679,653	51.2	667,084	50.4	645,892	49.4	640,932	48.8	624,337	48.1	605,999	47.4	585,000	46.5	570,494	45.9	564,663	45.7
– Clerical and executive staff	652,822	49.0	646,837	48.8	656,736	49.6	662,050	50.6	672,110	51.2	674,040	51.9	671,611	52.6	673,619	53.5	673,526	54.1	670,933	54.3
Total employees	<u>1,332,925</u>	<u>100.0</u>	<u>1,326,490</u>	<u>100.0</u>	<u>1,323,820</u>	<u>100.0</u>	<u>1,307,942</u>	<u>100.0</u>	<u>1,313,042</u>	<u>100.0</u>	<u>1,298,377</u>	<u>100.0</u>	<u>1,277,610</u>	<u>100.0</u>	<u>1,258,619</u>	<u>100.0</u>	<u>1,244,020</u>	<u>100.0</u>	<u>1,235,596</u>	<u>100.0</u>
PUBLIC SECTOR COMPANIES																				
– Operatives and supervisors	94,911	37.3	89,926	36.7	86,976	36.2	82,294	35.5	80,768	35.4	75,523	35.0	70,128	34.0	62,548	31.7	59,528	31.0	57,570	30.6
– Clerical and executive staff	159,714	62.7	155,363	63.3	153,276	63.8	149,717	64.5	147,111	64.6	140,112	65.0	136,263	66.0	134,479	68.3	132,365	69.0	130,526	69.4
Total employees	<u>254,625</u>	<u>100.0</u>	<u>245,289</u>	<u>100.0</u>	<u>240,252</u>	<u>100.0</u>	<u>232,011</u>	<u>100.0</u>	<u>227,879</u>	<u>100.0</u>	<u>215,635</u>	<u>100.0</u>	<u>206,391</u>	<u>100.0</u>	<u>197,027</u>	<u>100.0</u>	<u>191,893</u>	<u>100.0</u>	<u>188,096</u>	<u>100.0</u>
PRIVATE SECTOR COMPANIES																				
– Operatives and supervisors	585,192	54.3	589,727	54.5	580,108	53.5	563,598	52.4	560,164	51.6	548,814	50.7	535,871	50.0	522,452	49.2	510,966	48.6	507,093	48.4
– Clerical and executive staff	493,108	45.7	491,474	45.5	503,460	46.5	512,333	47.6	524,999	48.4	533,928	49.3	535,348	50.0	539,140	50.8	541,161	51.4	540,407	51.6
Total employees	<u>1,078,300</u>	<u>100.0</u>	<u>1,081,201</u>	<u>100.0</u>	<u>1,083,568</u>	<u>100.0</u>	<u>1,075,931</u>	<u>100.0</u>	<u>1,085,163</u>	<u>100.0</u>	<u>1,082,742</u>	<u>100.0</u>	<u>1,071,219</u>	<u>100.0</u>	<u>1,061,592</u>	<u>100.0</u>	<u>1,052,127</u>	<u>100.0</u>	<u>1,047,500</u>	<u>100.0</u>
MEDIUM-SIZE COMPANIES																				
– Operatives and supervisors	52,845	66.3	53,118	66.2	53,065	66.1	53,794	65.8	54,637	65.1	55,008	64.5	55,086	63.9	55,181	63.4	54,347	62.9	53,631	62.4
– Clerical and executive staff	26,802	33.7	27,067	33.8	27,217	33.9	27,930	34.2	29,262	34.9	30,279	35.5	31,089	36.1	31,876	36.6	32,116	37.1	32,267	37.6
Total employees	<u>79,647</u>	<u>100.0</u>	<u>80,185</u>	<u>100.0</u>	<u>80,282</u>	<u>100.0</u>	<u>81,724</u>	<u>100.0</u>	<u>83,899</u>	<u>100.0</u>	<u>85,287</u>	<u>100.0</u>	<u>86,175</u>	<u>100.0</u>	<u>87,057</u>	<u>100.0</u>	<u>86,463</u>	<u>100.0</u>	<u>85,898</u>	<u>100.0</u>
MANUFACTURING COMPANIES																				
– Operatives and supervisors	620,097	57.6	619,877	58.0	607,526	57.6	585,110	57.3	578,741	57.1	562,264	56.4	544,987	55.8	528,518	55.2	513,354	54.5	506,801	54.3
– Clerical and executive staff	455,854	42.4	449,648	42.0	446,734	42.4	436,307	42.7	434,824	42.9	435,072	43.6	432,022	44.2	428,143	44.8	428,033	45.5	427,032	45.7
Total employees	<u>1,075,951</u>	<u>100.0</u>	<u>1,069,525</u>	<u>100.0</u>	<u>1,054,260</u>	<u>100.0</u>	<u>1,021,417</u>	<u>100.0</u>	<u>1,013,565</u>	<u>100.0</u>	<u>997,336</u>	<u>100.0</u>	<u>977,009</u>	<u>100.0</u>	<u>956,661</u>	<u>100.0</u>	<u>941,387</u>	<u>100.0</u>	<u>933,833</u>	<u>100.0</u>
SERVICE COMPANIES																				
– Operatives and supervisors	60,006	23.4	59,776	23.3	59,558	22.1	60,782	21.2	62,191	20.8	62,073	20.6	61,012	20.3	56,482	18.7	57,140	18.9	57,862	19.2
– Clerical and executive staff	196,968	76.6	197,189	76.7	210,002	77.9	225,743	78.8	237,286	79.2	238,968	79.4	239,589	79.7	245,476	81.3	245,493	81.1	243,901	80.8
Total employees	<u>256,974</u>	<u>100.0</u>	<u>256,965</u>	<u>100.0</u>	<u>269,560</u>	<u>100.0</u>	<u>286,525</u>	<u>100.0</u>	<u>299,477</u>	<u>100.0</u>	<u>301,041</u>	<u>100.0</u>	<u>300,601</u>	<u>100.0</u>	<u>301,958</u>	<u>100.0</u>	<u>302,633</u>	<u>100.0</u>	<u>301,763</u>	<u>100.0</u>
NON-ITALIAN-OWNED COMPANIES																				
– Operatives and supervisors	180,585	47.8	179,705	47.2	178,186	45.8	171,446	44.0	171,808	43.2	171,128	42.4	166,689	41.7	165,166	41.4	159,660	41.1	157,789	41.0
– Clerical and executive staff	196,960	52.2	201,201	52.8	211,062	54.2	217,800	56.0	226,184	56.8	232,481	57.6	233,303	58.3	233,540	58.6	228,874	58.9	226,641	59.0
Total employees	<u>377,545</u>	<u>100.0</u>	<u>380,906</u>	<u>100.0</u>	<u>389,248</u>	<u>100.0</u>	<u>389,246</u>	<u>100.0</u>	<u>397,992</u>	<u>100.0</u>	<u>403,609</u>	<u>100.0</u>	<u>399,992</u>	<u>100.0</u>	<u>398,706</u>	<u>100.0</u>	<u>388,534</u>	<u>100.0</u>	<u>384,430</u>	<u>100.0</u>

N.B. - Figures cover 1973 companies with gross tangible assets at the end of 2005 amounting to € 438,012m, or 79.7% of the total fixed assets of all the 2010 companies, when these 1973 companies accounted for 92.4% of the aggregate workforce of all the 2010 companies.

OttavioCapriolo - Caleppio di Settala (MI)