

FINANCIAL AGGREGATES FOR
2035 ITALIAN COMPANIES

(2013)



2035 SELECTED COMPANIES

2003-2012

Excerpt in English from
“DATI CUMULATIVI DI
2035 SOCIETÀ ITALIANE”

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This survey provides data for 2,035 large and medium-sized Italian companies operating in the manufacturing and services sectors for the years from 2003 to 2012. Given the availability of data for the full ten-year period, it includes all Italian companies with over 500 staff and over one-fifth of the country's medium-sized companies. Their shares of aggregate sales by Italian enterprises with over 20 staff on their books as recorded by the Italian Statistics Office ISTAT in 2010 are as follows: 51% for manufacturing industry, 58% for public utilities, 33% for transport, and 26% for retailing. In manufacturing industry alone, the share represented is equal to 47% of sales, 55% of exports, 33% of employment and 45% of fixed assets ⁽¹⁾.

The statistics are restated in tables which analyse balance sheet data (Table I), additional information (Table II) and profit-and-loss figures (Table III). As well as for all 2,035 companies, these tables have been compiled on the basis of the following criteria: companies by record of profitability (profitable and breakeven, consistently loss-making and mixed results), ownership structure (public- or private-sector, Italian- or non-Italian-owned), and macro-sector of operation (industry and services). A breakdown of medium-sized companies is also available, as is a list of the main economic sectors based on the Ateco 2007 codes. These are shown at the end of these notes, along with an overview to facilitate interpretation of the data. As usual, the companies 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 ten years under review, these have been compiled using a “closed” number of firms having the status of “functioning” companies (see Table 1). For the same reason, the ownership structure (public- or private-sector, Italian- or non-Italian-owned) has also been kept constant, by using the situation outstanding as at year-end 2012 for reference. Medium-sized enterprises have been defined according to the customary criteria, which are the same as those adopted in the Mediobanca-Unioncamere survey of such businesses ⁽²⁾.

(1) *Struttura e competitività del sistema delle imprese industriali e dei servizi – data 2010* (last accessed 2 August 2013); published by Istat on website www.istat.it. For exports, see *Conti economici delle imprese – data 2007* (Rome, 2010). Data refer to approx. 41,000 industrial companies and around 39,000 businesses in the tertiary sector.

(2) *Le medie imprese industriali italiane* (annual survey). These are defined as companies not owned either by large groups or by non-Italian shareholders, whose headcount in 2012 numbered less than 500 staff and with turnover not exceeding €330m. Companies classed as medium-large are those which exceed these limits without also exceeding the limit of €2.99bn in turnover. Medium-size and medium-large companies together make up what is conventionally referred to as the “fourth capitalism”; see, in this connection, <http://www.mbres.it/en/publications/fourth-capitalism>

Historical series

The statistics contained in this edition are also available on our website (www.mbres.it), along with historical data going back to 1968 until 2011 for a restricted group of businesses based on the following criteria:

- statistics for all companies from 1968 to 2011: these cover two sets of data, the first for the 1968-2002 period covering a group of 980 large and medium-size companies, with a breakdown for 140 medium-size enterprises; the second for 2002-2011 period, covering a group of 2,032 firms, with a breakdown for 695 medium-size companies;
- 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 five separate periods, each of them with a common financial year making it possible to have interconnected indices:
 - 1968-1992 period: data refer to 970 private-sector and 234 public-sector companies;
 - 1992-1994 period: data refer to 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 by certain companies to provide updated figures, which has led to their being excluded from the survey;
 - 1994-1997 period: data refer to 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 unavailable data;
 - 1997-2002 period: data refer to 888 private-sector and 92 public-sector companies; the most important change here relating to the privatization of telecommunications companies owned by IRI Group;
 - 2002-2011 period: data refer to 1,891 private-sector and 141 public-sector companies.

It should also be noted that the transport sector aggregates are not fully comparable in some of the editions, as Ferrovie dello Stato and Alitalia are treated differently in them. Ferrovie dello Stato was transformed from a state-owned entity to a limited company in 1992, and has been included in the survey since the 2005 edition (1995-2004 data). The Italian national airline, meanwhile, was included until the 2008 edition, but has been left out since being placed into extraordinary administration. Finally, the survey does not include the accounts of the leading steel operator, which is involved in a government receivership procedure.

Changes in accounting standards

The accounting figures for the period covered by our survey reflect certain changes in the valuation criteria adopted as from 2005 following the introduction of IAS/IFRS, which are compulsory for listed companies. They affect 305 firms, which in 2012 represented 59% of the total assets and 43% of the total income reported by the aggregate of the 2,035 companies covered here. Despite being reclassified according to the standard schemes, their balance-sheet data sometimes show discontinuities with the previous years' figures. The impact of IAS/IFRS is shown in detail in Table II with respect to movements in tangible fixed assets and reserves.

The values of fixed assets held on the books of large companies operating in the transport and public services industries have been restated with effect from 2009. The largest Italian railway company has adopted IAS/IFRS, the main effect of which involved reducing the book value of the railway network, which in accounting terms took the form of reversing a capital provision, and consequently reducing the depreciation charges taken through the profit and loss account. Secondly, regulation CE 254/2009 has been applied, based on which the accounting standards applicable to companies providing services under concession arrangements have been changed (the IFRIC 12 interpretation). Accordingly, concessionaires obtaining the right (licence) to have the users of public services pay for them must record their construction and improvement costs as intangible rather than tangible assets. The relevant amounts have been shown as footnotes to the Tables I for the sectors concerned. The 2009 and 2010 restatements are included under the heading "Effect of adopting IAS/IFRS" in Table II. It should be noted that the assets and tangible net equity have been considered net of intangible assets apart from those mentioned above.

OVERVIEW OF DATA AGGREGATES

Aggregate data for 2,035 companies (*)	
740 companies which have consistently delivered profits or broken even	1,265 companies which delivered uneven results over the period
30 companies which have consistently made losses	
Aggregate data for 2,035 companies (*)	
130 public-sector companies	1,905 private-sector companies
Aggregate data for 2,035 companies (*)	
224 companies belonging to the largest Italian groups ^(*) (public- and private-sector)	518 non-Italian-owned companies
591 companies belonging to the medium-large sized Italian companies ^(*) (private-sector)	702 medium-sized companies (Italian-owned)
495 manufacturing companies (**)	681 manufacturing companies (**)
96 energy, construction and services companies (**)	21 energy, construction and services companies (**)
Aggregate data for 2,035 companies (*)	
1,807 industrial companies	228 services companies
<i>Aggregate data by sector of activity</i> clothing; food...; sundry industrial companies (**)	<i>Aggregate data by sector of activity</i> retail distribution; public services; transport; sundry services companies (**)

(*) Includes 105 listed companies on the Italian Stock Exchange.

(^o) Published on www.imbres.it

(**) Not published

ATECO 2007 SECTOR CODES

Sectors	Ateco 2007 codes
Apparel	14.12 ... 14.19; 14.31; 14.39
Food - Alcoholic and non-alcoholic beverages	11.01 ... 11.07
Food - Cheeses	10.51
Food - Preserves	10.13 ... 10.39; 10.84 ... 10.86
Food - Sweets and confectionary	10.52; 10.71; 10.72; 10.82
Sundry other food	10.11; 10.12; 10.41; 10.42; 10.61; 10.62; 10.73; 10.81; 10.83; 10.89 ... 10.92
Paper	17.11 ... 17.29
Chemicals	20.11 ... 20.41; 20.51 ... 20.60; 22.21 ... 22.29; 26.80
Means of transport construction	28.30; 29.10; 29.20; 30.11 ... 30.99; 33.15 ... 33.17
Retail distribution	47.11 ... 47.99
Electric domestic and radio-TV appliances	26.40; 27.51
Electronics	26.11 ... 26.30; 26.60; 27.20; 33.13; 33.14; 33.20
Energy	05.10 ... 06.20; 08.92; 09.10; 19.10; 19.20; 24.46; 35.11
Pharmaceuticals and cosmetics	20.42; 21.10; 21.20
Rubber and cables	22.11; 22.19; 27.31 ... 27.33
Systems	28.11
Construction firms	41.20 ... 43.99
Wood and furniture	16.10 ... 16.29; 31.01 ... 31.09
Mechanical engineering	25.11 ... 25.40; 25.61 ... 25.99; 26.51; 26.52; 27.11; 27.12; 27.52; 27.90; 28.12 ... 28.29; 28.41 ... 28.99; 29.31; 29.32; 33.11; 33.12; 33.19
Iron and steel	24.10 ... 24.45; 24.51 ... 24.54; 25.50
Leather and hides	14.11; 14.20; 15.11 ... 15.20
Building products	23.20 ... 23.44; 23.51 ... 23.99
Public services	35.12 ... 36.00; 52.21 ... 52.23; 53.10; 53.20; 59.11 ... 59.14; 60.10 ... 61.90; 63.91; 63.99
Printing and publishing	18.11 ... 18.20; 58.11 ... 58.19; 59.20
Textiles	13.10 ... 13.99
Transport	49.10 ... 52.10; 52.24; 52.29
Glass	23.11 ... 23.19
Sundry other companies	Codes not previously cited; the economic activities covered by sections A, K, L, N, O, P, Q, S, T and U have been excluded.

SUMMARY TABLES

TABLE 1

ANNUAL CHANGES IN NUMBER OF SELECTED COMPANIES

	ADDITIONS	REDUCTIONS	NUMBER AT YEAR-END
	(Companies incorporated in year)	(Mergers)	
2003	—	—	2190
2004	47	-60	2177
2005	51	-46	2182
2006	37	-60	2159
2007	35	-54	2140
2008	45	-66	2119
2009	32	-51	2100
2010	26	-50	2076
2011	23	-47	2052
2012	31	-48	2035
	<u>327</u>	<u>-482</u>	

N.B. - 188 companies have been added and 185 deleted since last year's edition. Of the latter, 48 have been merged into other selected companies, 4 into companies not in the aggregate, 29 have gone into bankruptcy proceedings, 1 due to having changed its corporate purpose and 103 failed to provide their figures in time for inclusion.

TABLE 2

AGGREGATE GROWTH INDICES

	2008	2009	2010	2011	2012
	%	%	%	%	%
CHANGE IN NET SALES	+6.3	-15.4	+7.4	+8.5	+1.1
<i>of which:</i>					
<i>domestic sales</i>	+5.6	-14.2	+5.6	+4.6	-0.6
<i>exports</i>	+8.0	-18.5	+12.2	+18.4	+4.9
INCREASES IN GROSS FIXED ASSETS ⁽¹⁾	+3.5	+2.8	+2.6	+2.8	+3.0
DECREASE IN NUMBER OF EMPLOYEES	-0.3	-2.6	-1.5	-0.2	-0.9

(1) Excluding monetary revaluations pursuant to Laws 350-2003, 266-2005 and 2-2009, write-ups arising from asset transfers between companies. The 2009 figure has been calculated excluding the effect of the adoption of IAS/IFRS by the largest transport company. Companies operating under concessions have also been excluded, as they are affected by the restatement of fixed assets imposed as a result of the IFRIC 12 interpretation.

TABLE 3

GROWTH INDICES BY INDUSTRY 2008/2012
(Percentage changes)

	NET SALES				GROSS FIXED ASSETS ⁽¹⁾		NUMBER OF EMPLOYEES	
	%		Rank		%	Rank	%	Rank
	(08/12)	(11/12)	(08/12)	(11/12)				
ALCOHOLIC AND NON-ALCOHOLIC BEVERAGES	11.9	4.6	1	2	10.2	15	-5.2	13
TRANSPORT	10.6	1.8	2	4	8.7	19	-13.8	23
CONFECTIONERY	10.0	1.1	3	7	23.7	4	5.7	1
CHEESE	8.7	-1.3	4	12	26.1	3	-2.4	9
ENERGY	8.1	8.7	5	1	11.5	12	-6.7	16
CONSTRUCTION FIRMS	7.9	-2.6	6	15	109.1	1	0.5	5
RETAILING	7.6	1.2	7	6	21.7	6	4.6	2
LEATHER AND HIDES	7.3	-3.2	8	18	22.0	5	2.0	4
PRESERVES	5.7	3.7	9	3	20.9	7	-2.0	8
CHEMICALS	4.1	0.3	10	9	9.1	17	-6.8	17
PHARMACEUTICALS AND COSMETICS	3.9	-1.3	11	11	8.7	20	-10.4	20
GLASS	0.6	0.5	12	8	15.6	11	4.4	3
RUBBER AND CABLES	0.3	-8.6	13	25	9.0	18	-9.6	19
ELECTRONICS	-1.3	-2.9	14	17	16.2	9	-5.1	12
PAPER	-1.5	-4.7	15	21	5.5	22	-6.1	14
CLOTHING	-2.8	-0.6	16	10	19.7	8	-1.4	7
PUBLIC UTILITIES	-4.5	-3.7	17	20	11.4	13	-11.7	21
TEXTILES	-4.8	-2.0	18	13	-1.9	25	-16.9	26
MECHANICAL ENGINEERING	-7.6	-2.7	19	16	10.0	16	-3.9	10
SYSTEMS	-7.9	1.6	20	5	68.4	2	-0.1	6
WOOD AND FURNITURE	-13.6	-3.6	21	19	10.8	14	-8.0	18
MEANS OF TRANSPORT CONSTRUCTION	-14.7	-2.5	22	14	-1.2	24	-6.5	15
IRON AND STEEL	-16.6	-6.5	23	23	16.1	10	-4.8	11
PRINTING AND PUBLISHING	-24.3	-9.9	24	26	-5.1	26	-13.5	22
ELECTRIC DOMESTIC AND RADIO-TV APPLIANCES	-24.8	-6.4	25	22	2.9	23	-16.4	25
BUILDING PRODUCTS	-30.5	-8.4	26	24	7.3	21	-14.3	24
2035 COMPANIES	-0.2	1.1			11.4		-5.1	
PUBLIC SECTOR COMPANIES	8.7	7.7			12.6		-8.6	
PRIVATE SECTOR COMPANIES	-2.8	-0.8			10.3		-4.3	
MEDIUM-SIZE COMPANIES	-2.3	-0.7			17.1		-3.6	
MANUFACTURING COMPANIES	-0.8	1.7			11.1		-5.8	
SERVICE COMPANIES	2.3	-1.2			11.7		-3.7	
NON-ITALIAN-OWNED COMPANIES	-0.4	0.1			9.2		-6.4	

N.B. - The indices may also be affected by mergers or demergers of firms business units between companies operating in different sectors.

(1) Net of revaluations pursuant to Laws 350-2003, 266-2005 and 2-2009 and of gains arising on transfers, but gross of depreciation/amortization. The change in 2009 has been calculated excluding the effect of IAS/IFRS first-time adoption by the largest company operating in the transport sector. Companies providing services under concession arrangements have been excluded, as these are affected by the reclassification of fixed assets resulting from the IFRIC 12 interpretation.

TABLE 4

ANNUAL CHANGES IN VALUE ADDED

	2004	2005	2006	2007	2008	2009	2010	2011	2012
	%	%	%	%	%	%	%	%	%
CHEMICALS	7.7	-7.2	-4.4	10.5	-17.1	-14.3	32.2	-4.3	-8.9
ENERGY	6.5	1.7	0.7	3.0	-5.4	-6.5	-5.3	-5.4	-9.2
IRON AND STEEL	21.8	6.3	19.2	20.4	-12.0	-42.8	20.9	15.9	-9.7
BASIC INDUSTRIES	8.4	0.9	2.4	6.7	-8.1	-13.4	2.1	-2.5	-9.2
FOOD	0.3	-0.4	-0.7	0.2	5.0	5.1	1.5	-0.3	2.4
PAPER	-2.5	-1.0	-9.4	3.5	-4.4	14.9	-4.1	-0.8	-7.5
MEANS OF TRANSPORT CONSTRUCTION	1.3	7.5	25.2	12.9	-7.8	-20.7	9.2	-12.8	-5.5
ELECTRIC DOMESTIC AND RADIO-TV APPLIANCES	3.7	-6.0	0.4	2.2	-6.2	-7.5	-	-2.4	-5.8
ELECTRONICS	11.3	-1.9	-0.2	-3.4	0.8	-8.3	9.5	-4.8	3.3
PHARMACEUTICALS AND COSMETICS	1.2	1.2	3.0	1.5	-0.2	5.9	0.1	-4.1	-5.0
RUBBER AND CABLES	12.4	-1.1	7.4	7.4	-15.0	-12.3	23.8	13.2	-3.0
SYSTEMS	-8.3	18.1	10.0	19.4	13.4	0.7	-6.9	2.4	-17.9
CONSTRUCTION FIRMS	2.9	5.2	20.4	2.2	11.3	3.9	-4.3	9.0	-5.9
WOOD AND FURNITURE	17.6	1.8	6.2	6.9	-8.6	-17.4	5.4	1.9	-3.4
MECHANICAL ENGINEERING	6.6	1.9	5.8	9.2	1.6	-18.4	15.2	4.7	0.5
LEATHER AND HIDES	15.9	10.3	13.3	5.2	1.7	-7.5	12.4	7.1	4.1
BUILDING PRODUCTS	0.1	-7.3	5.9	-2.9	-14.5	-14.4	-15.4	0.1	-6.2
PRINTING AND PUBLISHING	3.2	1.0	-1.8	1.4	-8.2	-16.1	6.5	-3.3	-17.2
TEXTILES AND CLOTHING	0.2	3.7	5.7	10.2	-3.6	-13.2	3.0	2.3	-4.8
GLASS	-	4.6	-4.0	2.8	1.9	-17.1	10.6	5.8	-4.8
OTHER MANUFACTURING COMPANIES	3.2	1.7	6.7	5.5	-1.7	-8.6	5.2	-0.5	-2.9
MANUFACTURING COMPANIES	5.1	1.4	5.1	5.9	-4.0	-10.3	4.2	-1.2	-4.9
RETAILING	7.1	3.1	8.3	6.8	3.4	2.5	5.6	-	-2.1
PUBLIC UTILITIES	5.5	-0.8	1.1	-3.1	0.2	-1.0	1.2	-2.2	-5.9
TRANSPORTS	28.6	-7.4	-12.6	18.2	6.9	1.1	4.5	-2.2	-1.7
SERVICE COMPANIES	8.3	-0.8	-0.2	1.4	1.8	-0.1	2.2	-1.7	-5.2
2035 COMPANIES	6.2	0.6	3.2	4.3	-2.1	-6.7	3.5	-1.4	-5.0
PUBLIC SECTOR COMPANIES	7.9	-3.9	-2.4	9.3	-2.9	1.3	-0.4	-3.6	-3.1
PRIVATE SECTOR COMPANIES	5.6	2.1	5.0	2.9	-1.8	-9.3	4.8	-0.6	-5.6
MEDIUM-SIZE COMPANIES	5.9	1.1	8.1	8.2	0.1	-7.8	4.0	1.3	-1.6
NON-ITALIAN-OWNED COMPANIES	7.2	4.7	3.4	3.7	-0.8	-10.2	6.6	-2.9	-4.4

TABLE 5

NET PROFIT (LOSS)

	2012				2011				INCREASE (DECREASE) 2012-2011	
	PROFITS		LOSSES		PROFITS		LOSSES		PROFITS	LOSSES
	No. of compa- nies	€ m	No. of compa- nies	€ m	No. of compa- nies	€ m	No. of compa- nies	€ m	€ m	
2035 COMPANIES	1455	30,943	580	16,414	1507	27,562	545	17,654	3,381	(1,240)
130 PUBLIC SECTOR COMPANIES	110	14,738	20	3,156	107	10,522	23	5,146	4,216	(1,990)
1905 PRIVATE SECTOR COMPANIES	1345	16,205	560	13,258	1400	17,040	522	12,508	(835)	750
702 MEDIUM-SIZE COMPANIES ..	525	1,356	177	511	547	1,335	157	308	21	203
1807 MANUFACTURING COMPANIES	1297	25,652	510	11,291	1343	21,768	478	11,459	3,884	(168)
228 SERVICE COMPANIES	158	5,291	70	5,123	164	5,794	67	6,195	(503)	(1,072)
518 NON-ITALIAN-OWNED COMPANIES	328	6,004	190	4,623	338	7,673	193	5,346	(1,669)	(723)

TABLE 6

EARNINGS STRUCTURE: A PERCENTAGE ANALYSIS

	2035 COMPANIES		PUBLIC SECTOR COMPANIES		PRIVATE SECTOR COMPANIES		MEDIUM-SIZE COMPANIES		MANUFACTU- RING COMPANIES		SERVICE COMPANIES		NON-ITALIAN- OWNED COMPANIES	
	2011	2012	2011	2012	2011	2012	2011	2012	2011	2012	2011	2012	2011	2012
	%	%	%	%	%	%	%	%	%	%	%	%	%	%
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	4.2	4.5	6.8	7.3	3.4	3.7	1.8	1.8	3.9	4.3	5.5	5.8	4.0	4.4
CONSUMABLE AND SUNDRY OPERA- TING COSTS	-83.5	-85.1	-84.9	-87.6	-83.1	-84.4	-83.9	-84.1	-87.6	-89.1	-66.0	-67.9	-84.0	-85.3
VALUE ADDED	20.7	19.4	21.9	19.7	20.3	19.3	17.9	17.7	16.3	15.2	39.5	37.9	20.0	19.1
LABOUR COST	-10.6	-10.4	-10.3	-9.6	-10.6	-10.6	-10.9	-10.9	-9.3	-9.1	-16.1	-16.0	-10.4	-10.3
GROSS OPERATING MARGIN	10.1	9.0	11.6	10.1	9.7	8.7	7.0	6.8	7.0	6.1	23.4	21.9	9.6	8.8
DEPRECIATION AND AMORTISATION	-4.5	-4.4	-4.9	-4.7	-4.4	-4.3	-2.9	-3.1	-3.2	-3.1	-10.0	-10.2	-4.1	-4.0
OPERATING MARGIN	5.6	4.6	6.7	5.4	5.3	4.4	4.1	3.7	3.8	3.0	13.4	11.7	5.5	4.8
INTEREST CHARGES LESS INTEREST INCOME	0.4	0.7	3.2	2.8	-0.4	-	-0.3	-0.3	1.2	1.6	-3.2	-3.5	-0.8	-0.7
PROFIT (LOSS) BEFORE TAX	6.0	5.3	9.9	8.2	4.9	4.4	3.8	3.4	5.0	4.6	10.2	8.2	4.7	4.1

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TABLE 7

NET SALES AS A PERCENTAGE OF GROSS TANGIBLE FIXED ASSETS

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
	%	%	%	%	%	%	%	%	%	%
2035 COMPANIES ⁽¹⁾ ⁽²⁾	91.8	94.5	96.8	105.8	106.7	109.4	96.7	101.6	107.2	105.3
COMPANIES CONSISTENTLY IN PROFIT OR BREAKING EVEN ⁽²⁾	96.0	101.8	106.2	114.8	112.3	115.1	106.2	107.3	113.5	113.8
COMPANIES CONSISTENTLY INCURRING LOSSES	135.4	138.9	150.0	151.8	139.1	140.2	119.5	114.9	108.1	99.5
COMPANIES WITH MIXED RECORDS ⁽¹⁾ ⁽²⁾	88.7	89.7	90.7	99.9	102.8	105.4	90.2	97.6	102.9	99.4
PUBLIC SECTOR COMPANIES ⁽¹⁾ ⁽²⁾	36.2	39.1	42.0	48.4	47.8	53.6	49.7	51.9	56.5	58.8
PRIVATE SECTOR COMPANIES ⁽²⁾	142.2	144.4	146.7	155.3	156.2	156.3	132.3	139.5	146.2	141.4
MEDIUM-SIZE COMPANIES	198.9	203.8	199.9	209.4	216.6	215.0	173.2	179.6	187.5	179.5
MANUFACTURING COMPANIES ⁽²⁾ :										
- including energy companies	134.9	142.0	147.9	160.0	162.0	166.7	131.4	140.1	150.8	148.9
- excluding energy companies	185.7	189.6	189.5	201.6	208.0	202.2	164.4	174.0	181.4	172.7
SERVICE COMPANIES ⁽¹⁾ ⁽²⁾	42.9	42.2	41.0	43.5	43.1	42.9	48.9	49.0	48.1	46.1
NON-ITALIAN-OWNED COMPANIES	174.9	176.1	181.9	190.9	187.7	185.2	159.7	166.0	172.0	168.9

N.B. - Excluding monetary revaluations pursuant to Laws 350-2003, 266-2005 and 2-2009, write-ups arising from asset transfers between companies.

(1) The change in 2006 is influenced by the transaction referred to on page 4, note 1.

(2) The change in 2009 is influenced by the restatements referred to in the note to Table 2.

XLI.

TABLE 8

AVERAGE DEPRECIATION RATES

	AVERAGE DEPRECIATION RATES			PERCENTAGE OF TANGIBLE FIXED ASSETS DEPRECIATED AT END-2012
	2011	2012	AVERAGE 2003/2012	
	%	%	%	%
2035 COMPANIES	3.4	3.3	3.9	59.4
COMPANIES CONSISTENTLY IN PROFIT	3.3	3.3	3.8	57.0
COMPANIES CONSISTENTLY INCURRING LOSSES	3.7	3.5	4.4	67.6
COMPANIES WITH MIXED RECORDS ...	3.5	3.4	4.0	61.0
PUBLIC SECTOR COMPANIES	2.3	2.3	2.6	51.1
PRIVATE SECTOR COMPANIES	4.3	4.1	5.0	65.7
MEDIUM-SIZE COMPANIES	4.1	4.0	4.8	61.7
MANUFACTURING COMPANIES	3.7	3.6	4.3	63.9
SERVICE COMPANIES	3.1	3.0	3.4	53.1
NON-ITALIAN-OWNED COMPANIES ...	4.7	4.5	5.6	63.4

XLII.

TABLE 9

INTEREST CHARGES

	TOTAL INTEREST CHARGES (1)		INTEREST CHARGES LESS INTEREST INCOME	
	€ m	Average cost of funding %	€ m	As % of NOM
2035 COMPANIES				
2008	20,649	6.9	11	-
2009	18,157	5.8	1,278	3.6
2010	17,201	5.5	7,350	19.5
2011	18,528	5.9	2,648	7.3
2012	19,672	6.0	4,084	13.6
PUBLIC SECTOR COMPANIES				
2008	6,373	6.0	3,596	33.4
2009	4,986	4.5	2,970	26.4
2010	4,488	4.2	6,010	57.1
2011	4,503	4.2	4,951	50.9
2012	5,979	5.1	4,236	49.7
PRIVATE SECTOR COMPANIES				
2008	14,276	7.4	(3,585)	-11.2
2009	13,171	6.5	(1,692)	-6.9
2010	12,713	6.1	1,340	4.9
2011	14,025	6.7	(2,303)	-8.7
2012	13,693	6.5	(152)	-0.7
MEDIUM-SIZE COMPANIES				
2008	828	6.3	(466)	-18.6
2009	516	3.9	(251)	-12.8
2010	422	3.2	(157)	-7.6
2011	504	3.6	(160)	-8.0
2012	564	4.0	(179)	-9.9
MANUFACTURING COMPANIES				
2008	13,162	7.2	4,558	16.9
2009	9,607	5.1	5,574	28.8
2010	8,702	4.6	8,691	41.2
2011	9,903	5.2	6,517	32.9
2012	10,948	5.4	8,365	52.7
SERVICE COMPANIES				
2008	7,487	6.4	(4,547)	-28.8
2009	8,550	6.9	(4,296)	-26.3
2010	8,499	6.7	(1,341)	-8.0
2011	8,625	6.9	(3,869)	-23.8
2012	8,724	6.9	(4,281)	-30.4
NON-ITALIAN-OWNED COMPANIES				
2008	3,793	7.5	(1,164)	-8.6
2009	3,214	6.0	(742)	-7.2
2010	3,181	5.7	(798)	-6.6
2011	3,680	6.5	(1,467)	-13.7
2012	3,384	6.0	(1,382)	-14.9

N.B. - NOM = Net operating margin.

(1) Excludes exchange gains and losses.

XLIII.

TABLE 10

CAPITAL

EXPENDITURE

CAPITAL EXPENDITURE AT CONSTANT PRICES ⁽¹⁾

DISPOSALS AS A PERCENTAGE OF CAPITAL EXPENDITURE

	Total	Public sector	Private sector	Medium-size	Manu-facturing	Services	Non-Italian-owned companies
	€ m						
2003	31,532	13,555	17,976	1,413	15,838	15,693	6,333
<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>
2004	34,409	15,048	19,361	1,405	16,903	17,506	7,472
<i>Index number</i>	<i>109.1</i>	<i>111.0</i>	<i>107.7</i>	<i>99.4</i>	<i>106.7</i>	<i>111.5</i>	<i>118.0</i>
2005	32,302	14,049	18,253	1,388	15,999	16,302	6,284
<i>Index number</i>	<i>102.4</i>	<i>103.6</i>	<i>101.5</i>	<i>98.2</i>	<i>101.0</i>	<i>103.9</i>	<i>99.2</i>
2006	29,168	9,623	19,545	1,584	16,754	12,414	6,550
<i>Index number</i>	<i>92.5</i>	<i>71.0</i>	<i>108.7</i>	<i>112.1</i>	<i>105.8</i>	<i>79.1</i>	<i>103.4</i>
2007	31,037	9,461	21,576	1,733	17,269	13,768	6,855
<i>Index number</i>	<i>98.4</i>	<i>69.8</i>	<i>120.0</i>	<i>122.7</i>	<i>109.0</i>	<i>87.7</i>	<i>108.2</i>
2008	30,366	9,825	20,541	1,684	17,869	12,496	6,420
<i>Index number</i>	<i>96.3</i>	<i>72.5</i>	<i>114.3</i>	<i>119.2</i>	<i>112.8</i>	<i>79.6</i>	<i>101.4</i>
2009	24,706	8,194	16,512	1,444	14,962	9,744	5,396
<i>Index number</i>	<i>78.4</i>	<i>60.4</i>	<i>91.9</i>	<i>102.2</i>	<i>94.5</i>	<i>62.1</i>	<i>85.2</i>
2010	26,078	9,522	16,556	1,493	14,725	11,353	6,179
<i>Index number</i>	<i>82.7</i>	<i>70.2</i>	<i>92.1</i>	<i>105.6</i>	<i>93.0</i>	<i>72.3</i>	<i>97.6</i>
2011	24,175	8,578	15,597	1,416	14,619	9,556	6,306
<i>Index number</i>	<i>76.7</i>	<i>63.3</i>	<i>86.8</i>	<i>100.2</i>	<i>92.3</i>	<i>60.9</i>	<i>99.6</i>
2012	24,384	9,834	14,550	1,241	14,316	10,068	5,218
<i>Index number</i>	<i>77.3</i>	<i>72.5</i>	<i>80.9</i>	<i>87.8</i>	<i>90.4</i>	<i>64.2</i>	<i>82.4</i>

	Total ⁽²⁾	Public sector ⁽²⁾	Private sector	Medium-size	Manu-facturing	Services ⁽²⁾	Non-Italian-owned companies
2003	34.5	23.8	42.6	32.7	44.1	24.8	45.4
2004	30.6	26.1	34.1	39.5	44.3	17.4	34.3
2005	35.1	25.0	42.9	39.7	36.5	33.7	39.8
2006	43.0	28.2	50.3	36.2	44.4	41.2	47.3
2007	34.7	19.6	41.3	35.2	35.4	33.8	47.7
2008	33.4	14.8	42.3	26.9	30.1	38.1	38.7
2009	34.5	18.2	42.6	34.3	32.0	38.4	43.5
2010	34.6	11.4	48.0	36.7	32.8	37.0	48.2
2011	32.7	10.2	45.2	39.8	37.3	25.7	47.6
2012	29.8	9.8	43.4	28.9	29.4	30.4	56.1

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

⁽²⁾ The change in 2006 has been calculated excluding the effect of the transaction referred to on page 4, note 1.

TABLE 11

	2035 COMPANIES				SOURCES AND APPLICATIONS OF FUNDS					TOTAL		
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2004-06	2007-09	2010-12
	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m
Capital expenditure ⁽¹⁾	34,642	32,666	30,532	33,325	33,080	26,960	28,563	26,838	27,274	97,840	93,365	82,675
Financial investments ⁽²⁾	19,949	17,987	16,463	50,596	13,823	20,973	13,132	19,160	15,646	54,399	85,392	47,938
Increase (decrease) in cash and other liquid assets ⁽³⁾	7,136	4,041	1,446	(359)	(2,286)	5,133	449	(3,191)	17,323	12,623	2,488	14,581
Increase (decrease) in working capital ⁽⁴⁾ ⁽⁵⁾	825	19,363	(2,478)	10,360	5,875	850	(3,226)	283	(1,699)	17,710	17,085	(4,642)
Total applications	<u>62,552</u>	<u>74,057</u>	<u>45,963</u>	<u>93,922</u>	<u>50,492</u>	<u>53,916</u>	<u>38,918</u>	<u>43,090</u>	<u>58,544</u>	<u>182,572</u>	<u>198,330</u>	<u>140,552</u>
Cash-flow ⁽⁵⁾ ⁽⁶⁾ ⁽⁷⁾	61,003	55,258	60,470	61,714	58,418	50,721	57,574	55,314	55,918	176,731	170,853	168,806
Funds provided by shareholders ⁽⁸⁾	(8,212)	(5,979)	(24,258)	(20,502)	(25,405)	(6,006)	(14,444)	(18,804)	(14,579)	(38,449)	(51,913)	(47,827)
Grants received	88	48	33	36	34	1	1	1	1	169	71	3
Increase (decrease) in borrowings ⁽⁷⁾	9,673	24,730	9,718	52,674	17,445	9,200	(4,213)	6,579	17,204	44,121	79,319	19,570
Total sources	<u>62,552</u>	<u>74,057</u>	<u>45,963</u>	<u>93,922</u>	<u>50,492</u>	<u>53,916</u>	<u>38,918</u>	<u>43,090</u>	<u>58,544</u>	<u>182,572</u>	<u>198,330</u>	<u>140,552</u>

(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) The changes in 2009 have been calculated excluding the effect of the adoption of IAS/IFRS by the largest transport company and the effect of the restatement of fixed assets imposed as a result of the IFRIC 12 interpretation by companies operating under concessions.

(6) Including funds generated by divestments.

(7) The change in 2006 has been calculated excluding the effect of the transaction referred to on page 4, note 1.

(8) 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		
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2004-06	2007-09	2010-12
	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m
Capital expenditure ⁽¹⁾	14,956	13,817	9,979	10,032	10,502	8,786	10,323	9,411	10,875	38,752	29,320	30,609
Financial investments ⁽²⁾	7,587	1,202	3,822	39,513	8,704	8,355	(1,516)	5,932	2,790	12,611	56,572	7,206
Increase (decrease) in cash and other liquid assets ⁽³⁾	(33)	(589)	2,041	1,046	(793)	(2,296)	600	2,405	12,738	1,419	(2,043)	15,743
Increase (decrease) in working capital ⁽⁴⁾ ⁽⁵⁾	2,321	3,408	2,685	6,925	2,473	377	(3,686)	564	39	8,414	9,775	(3,083)
Total applications	<u>24,831</u>	<u>17,838</u>	<u>18,527</u>	<u>57,516</u>	<u>20,886</u>	<u>15,222</u>	<u>5,721</u>	<u>18,312</u>	<u>26,442</u>	<u>61,196</u>	<u>93,624</u>	<u>50,475</u>
Cash-flow ⁽⁵⁾ ⁽⁶⁾ ⁽⁷⁾	23,268	16,761	19,912	18,273	19,682	14,261	17,277	21,438	19,214	59,941	52,216	57,929
Funds provided by shareholders ⁽⁸⁾	(2,723)	(5,805)	(8,453)	(9,676)	(8,345)	2,951	(6,266)	(9,079)	(7,510)	(16,981)	(15,070)	(22,855)
Grants received	72	46	25	35	34	0	0	0	0	143	69	0
Increase (decrease) in borrowings ⁽⁷⁾	4,214	6,836	7,043	48,884	9,515	(1,990)	(5,290)	5,953	14,738	18,093	56,409	15,401
Total sources	<u>24,831</u>	<u>17,838</u>	<u>18,527</u>	<u>57,516</u>	<u>20,886</u>	<u>15,222</u>	<u>5,721</u>	<u>18,312</u>	<u>26,442</u>	<u>61,196</u>	<u>93,624</u>	<u>50,475</u>

(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) The changes in 2009 have been calculated excluding the effect of the adoption of IAS/IFRS by the largest transport company and the effect of the restatement of fixed assets imposed as a result of the IFRIC 12 interpretation by companies operating under concessions.

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

(7) The change in 2006 has been calculated excluding the effect of the transaction referred to on page 4, note 1.

(8) 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		
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2004-06	2007-09	2010-12
	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m
Capital expenditure ⁽¹⁾	19,686	18,849	20,553	23,293	22,578	18,174	18,240	17,427	16,399	59,088	64,045	52,066
Financial investments ⁽²⁾	12,362	16,785	12,641	11,083	5,119	12,618	14,648	13,228	12,856	41,788	28,820	40,732
Increase (decrease) in cash and other liquid assets ⁽³⁾	7,169	4,630	(595)	(1,405)	(1,493)	7,429	(151)	(5,596)	4,585	11,204	4,531	(1,162)
Increase (decrease) in working capital ⁽⁴⁾ ⁽⁵⁾	(1,496)	15,955	(5,163)	3,435	3,402	473	460	(281)	(1,738)	9,296	7,310	(1,559)
Total applications	<u>37,721</u>	<u>56,219</u>	<u>27,436</u>	<u>36,406</u>	<u>29,606</u>	<u>38,694</u>	<u>33,197</u>	<u>24,778</u>	<u>32,102</u>	<u>121,376</u>	<u>104,706</u>	<u>90,077</u>
Cash-flow ⁽⁵⁾ ⁽⁶⁾	37,735	38,497	40,558	43,441	38,736	36,460	40,297	33,876	36,704	116,790	118,637	110,877
Funds provided by shareholders ⁽⁷⁾	(5,489)	(174)	(15,805)	(10,826)	(17,060)	(8,957)	(8,178)	(9,725)	(7,069)	(21,468)	(36,843)	(24,972)
Grants received	16	2	8	1	0	1	1	1	1	26	2	3
Increase (decrease) in borrowings	5,459	17,894	2,675	3,790	7,930	11,190	1,077	626	2,466	26,028	22,910	4,169
Total sources	<u>37,721</u>	<u>56,219</u>	<u>27,436</u>	<u>36,406</u>	<u>29,606</u>	<u>38,694</u>	<u>33,197</u>	<u>24,778</u>	<u>32,102</u>	<u>121,376</u>	<u>104,706</u>	<u>90,077</u>

(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) The changes in 2009 have been calculated excluding the effect of the adoption of IAS/IFRS by the largest transport company and the effect of the restatement of fixed assets imposed as a result of the IFRIC 12 interpretation by companies operating under concessions.

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

(7) 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		
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2004-06	2007-09	2010-12
	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m
Capital expenditure ⁽¹⁾	1,429	1,436	1,669	1,874	1,858	1,590	1,645	1,586	1,399	4,534	5,322	4,630
Financial investments ⁽²⁾	195	331	369	517	278	412	579	571	252	895	1,207	1,402
Increase (decrease) in cash and other liquid assets ⁽³⁾	303	126	104	177	(96)	571	180	(38)	424	533	652	566
Increase (decrease) in working capital ⁽⁴⁾	568	722	992	1,066	782	(814)	700	883	(568)	2,282	1,034	1,015
Total applications	<u>2,495</u>	<u>2,615</u>	<u>3,134</u>	<u>3,634</u>	<u>2,822</u>	<u>1,759</u>	<u>3,104</u>	<u>3,002</u>	<u>1,507</u>	<u>8,244</u>	<u>8,215</u>	<u>7,613</u>
Cash-flow ⁽⁵⁾	2,558	2,530	2,696	2,983	2,624	2,647	2,707	2,764	2,273	7,784	8,254	7,744
Funds provided by shareholders ⁽⁶⁾	(329)	(344)	(474)	(470)	(481)	(364)	(342)	(503)	(433)	(1,147)	(1,315)	(1,278)
Grants received	1	1	2	0	0	0	0	0	0	4	0	0
Increase (decrease) in borrowings	265	428	910	1,121	679	(524)	739	741	(333)	1,603	1,276	1,147
Total sources	<u>2,495</u>	<u>2,615</u>	<u>3,134</u>	<u>3,634</u>	<u>2,822</u>	<u>1,759</u>	<u>3,104</u>	<u>3,002</u>	<u>1,507</u>	<u>8,244</u>	<u>8,215</u>	<u>7,613</u>

(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		
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2004-06	2007-09	2010-12
	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m
Capital expenditure ⁽¹⁾	17,157	16,503	17,612	18,614	19,622	16,419	16,176	16,295	16,045	51,272	54,655	48,516
Financial investments ⁽²⁾	14,060	1,294	16,451	45,479	15,534	12,721	10,944	12,953	6,802	31,805	73,734	30,699
Increase (decrease) in cash and other liquid assets ⁽³⁾	1,399	950	2,772	(95)	1,074	941	1,059	(275)	15,944	5,121	1,920	16,728
Increase (decrease) in working capital ⁽⁴⁾ ⁽⁵⁾	2,311	13,456	2,023	13,428	6,484	(1,255)	(1,843)	3,793	(2,072)	17,790	18,657	(122)
Total applications	<u>34,927</u>	<u>32,203</u>	<u>38,858</u>	<u>77,426</u>	<u>42,714</u>	<u>28,826</u>	<u>26,336</u>	<u>32,766</u>	<u>36,719</u>	<u>105,988</u>	<u>148,966</u>	<u>95,821</u>
Cash-flow ⁽⁵⁾ ⁽⁶⁾	41,988	37,904	43,987	41,874	42,039	33,908	36,688	37,084	36,022	123,879	117,821	109,794
Funds provided by shareholders ⁽⁷⁾	(3,760)	(5,455)	(13,896)	(14,415)	(14,089)	(4,480)	(8,671)	(13,095)	(10,415)	(23,111)	(32,984)	(32,181)
Grants received	47	26	8	2	1	1	1	1	1	81	4	3
Increase (decrease) in borrowings	(3,348)	(272)	8,759	49,965	14,763	(603)	(1,682)	8,776	11,111	5,139	64,125	18,205
Total sources	<u>34,927</u>	<u>32,203</u>	<u>38,858</u>	<u>77,426</u>	<u>42,714</u>	<u>28,826</u>	<u>26,336</u>	<u>32,766</u>	<u>36,719</u>	<u>105,988</u>	<u>148,966</u>	<u>95,821</u>

(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) The changes in 2009 have been calculated excluding the effect of the adoption of IAS/IFRS by the largest transport company and the effect of the restatement of fixed assets imposed as a result of the IFRIC 12 interpretation by companies operating under concessions.

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

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

TABLE 16

	SERVICE COMPANIES				SOURCES AND APPLICATIONS OF FUNDS					TOTAL		
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2004-06	2007-09	2010-12
	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m
Capital expenditure ⁽¹⁾	17,485	16,163	12,920	14,711	13,458	10,541	12,387	10,543	11,229	46,568	38,710	34,159
Financial investments ⁽²⁾	5,889	16,693	12	5,117	(1,711)	8,252	2,188	6,207	8,844	22,594	11,658	17,239
Increase (decrease) in cash and other liquid assets ⁽³⁾	5,737	3,091	(1,326)	(264)	(3,360)	4,192	(610)	(2,916)	1,379	7,502	568	(2,147)
Increase (decrease) in working capital ⁽⁴⁾ ⁽⁵⁾	(1,486)	5,907	(4,501)	(3,068)	(609)	2,105	(1,383)	(3,510)	373	(80)	(1,572)	(4,520)
Total applications	<u>27,625</u>	<u>41,854</u>	<u>7,105</u>	<u>16,496</u>	<u>7,778</u>	<u>25,090</u>	<u>12,582</u>	<u>10,324</u>	<u>21,825</u>	<u>76,584</u>	<u>49,364</u>	<u>44,731</u>
Cash-flow ⁽⁵⁾ ⁽⁶⁾ ⁽⁷⁾	19,015	17,354	16,483	19,840	16,379	16,813	20,886	18,230	19,896	52,852	53,032	59,012
Funds provided by shareholders ⁽⁸⁾	(4,452)	(524)	(10,362)	(6,087)	(11,316)	(1,526)	(5,773)	(5,709)	(4,164)	(15,338)	(18,929)	(15,646)
Grants received	41	22	25	34	33	0	0	0	0	88	67	0
Increase (decrease) in borrowings ⁽⁷⁾	13,021	25,002	959	2,709	2,682	9,803	(2,531)	(2,197)	6,093	38,982	15,194	1,365
Total sources	<u>27,625</u>	<u>41,854</u>	<u>7,105</u>	<u>16,496</u>	<u>7,778</u>	<u>25,090</u>	<u>12,582</u>	<u>10,324</u>	<u>21,825</u>	<u>76,584</u>	<u>49,364</u>	<u>44,731</u>

(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) The changes in 2009 have been calculated excluding the effect of the adoption of IAS/IFRS by the largest transport company and the effect of the restatement of fixed assets imposed as a result of the IFRIC 12 interpretation by companies operating under concessions.

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

(7) The change in 2006 has been calculated excluding the effect of the transaction referred to on page 4, note 1.

(8) 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					TOTAL		
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2004-06	2007-09	2010-12
	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m	€ m
Capital expenditure ⁽¹⁾	7,598	6,496	6,897	7,406	7,079	5,941	6,812	7,036	5,884	20,991	20,426	19,732
Financial investments ⁽²⁾	5,556	4,141	252	5,505	(2,534)	6,381	4,907	(2,616)	1,119	9,949	9,352	3,410
Increase (decrease) in cash and other liquid assets ⁽³⁾	(268)	1,037	(367)	(121)	283	78	(524)	(293)	576	402	240	(241)
Increase (decrease) in working capital ⁽⁴⁾	(1,039)	1,450	(2,379)	1,311	(2,230)	3,024	(168)	1,375	(1,421)	(1,968)	2,105	(214)
Total applications	<u>11,847</u>	<u>13,124</u>	<u>4,403</u>	<u>14,101</u>	<u>2,598</u>	<u>15,424</u>	<u>11,027</u>	<u>5,502</u>	<u>6,158</u>	<u>29,374</u>	<u>32,123</u>	<u>22,687</u>
Cash-flow ⁽⁵⁾	13,871	14,869	13,420	15,353	14,223	14,808	15,956	8,994	10,323	42,160	44,384	35,273
Funds provided by shareholders ⁽⁶⁾	(3,576)	(1,576)	(8,889)	(2,667)	(11,295)	(5,355)	(4,780)	(5,501)	(1,727)	(14,041)	(19,317)	(12,008)
Grants received	0	1	0	0	0	0	0	0	0	1	0	0
Increase (decrease) in borrowings	<u>1,552</u>	<u>(170)</u>	<u>(128)</u>	<u>1,415</u>	<u>(330)</u>	<u>5,971</u>	<u>(149)</u>	<u>2,009</u>	<u>(2,438)</u>	<u>1,254</u>	<u>7,056</u>	<u>(578)</u>
Total sources	<u>11,847</u>	<u>13,124</u>	<u>4,403</u>	<u>14,101</u>	<u>2,598</u>	<u>15,424</u>	<u>11,027</u>	<u>5,502</u>	<u>6,158</u>	<u>29,374</u>	<u>32,123</u>	<u>22,687</u>

(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							BANK BORROWINGS AS A % OF TOTAL EXTERNAL FUNDING ⁽¹⁾	
	MEDIUM AND LONG-TERM FINANCE					SHORT-TERM		FINANCE					TOTAL			
	Public sector	Private sector	Total	<i>of which: medium-size</i>	<i>of which: non-italian- owned</i>	Public sector	Private sector	Total	<i>of which: medium-size</i>	<i>of which: non-italian- owned</i>	Public sector	Private sector	Total	<i>of which: medium-size</i>		<i>of which: non-italian- owned</i>
€ '000	€ '000	€ '000	€ '000	€ '000	€ '000	€ '000	€ '000	€ '000	€ '000	€ '000	€ '000	€ '000	€ '000	€ '000	€ '000	%
Balance at end of 2003	15,164,501	43,009,854	58,174,355	2,787,729	14,258,777	8,951,588	33,084,366	42,035,954	5,587,083	9,182,846	24,116,089	76,094,220	100,210,309	8,374,812	23,441,623	48.4
%	62.9	56.5	58.1	33.3	60.8	37.1	43.5	41.9	66.7	39.2	100.0	100.0	100.0	100.0	100.0	
Change in 2004	38,476	(5,568,958)	(5,530,482)	186,405	2,126,098	(4,221,476)	(1,251,685)	(5,473,161)	84,189	(2,641,499)	(4,183,000)	(6,820,643)	(11,003,643)	270,594	(515,401)	
Change in 2005	(4,037,484)	10,107,208	6,069,724	302,012	(502,946)	(1,469,881)	(3,366,338)	(4,836,219)	136,616	(316,572)	(5,507,365)	6,740,870	1,233,505	438,628	(819,518)	
Change in 2006	(203,981)	(2,872,614)	(3,076,595)	418,070	(1,251,060)	2,039,192	2,267,280	4,306,472	432,301	(1,224,523)	1,835,211	(605,334)	1,229,877	850,371	(2,475,583)	
Change in 2007	20,412,972	1,493,456	21,906,428	250,317	(1,152,158)	(1,218,282)	1,526,247	307,965	991,437	819,014	19,194,690	3,019,703	22,214,393	1,241,754	(333,144)	
Change in 2008	5,884,134	3,058,090	8,942,224	(51,269)	(427,978)	(884,435)	4,325,879	3,441,444	648,843	534,492	4,999,699	7,383,969	12,383,668	597,574	106,514	
Change in 2009	(9,540,637)	924,784	(8,615,853)	128,847	(27,065)	3,657,494	(1,922,211)	1,735,283	(692,395)	(1,424,612)	(5,883,143)	(997,427)	(6,880,570)	(563,548)	(1,451,677)	
Change in 2010	(1,465,843)	(1,785,871)	(3,251,714)	341,249	(2,452,367)	(1,268,242)	(2,361,954)	(3,630,196)	361,561	(787,367)	(2,734,085)	(4,147,825)	(6,881,910)	702,810	(3,239,734)	
Change in 2011	(1,921,651)	(2,153,618)	(4,075,269)	(49,804)	(617,629)	3,737,515	5,441,205	9,178,720	804,705	2,076,496	1,815,864	3,287,587	5,103,451	754,901	1,458,867	
Change in 2012	(710,849)	(3,932,229)	(4,643,078)	(77,314)	(2,642,982)	(2,881,386)	1,200,570	(1,680,816)	(233,826)	762,974	(3,592,235)	(2,731,659)	(6,323,894)	(311,140)	(1,880,008)	
Change between 2003 and 2012	8,455,137	(729,752)	7,725,385	1,448,513	(6,948,087)	(2,509,501)	5,858,993	3,349,492	2,533,431	(2,201,597)	5,945,636	5,129,241	11,074,877	3,981,944	(9,149,684)	8.5
%	142.2	-14.2	69.8	36.4	75.9	-42.2	114.2	30.2	63.6	24.1	100.0	100.0	100.0	100.0	100.0	
Balance at end of 2012	23,619,638	42,280,102	65,899,740	4,236,242	7,310,690	6,442,087	38,943,359	45,385,446	8,120,514	6,981,249	30,061,725	81,223,461	111,285,186	12,356,756	14,291,939	33.0
%	78.6	52.1	59.2	34.3	51.2	21.4	47.9	40.8	65.7	48.8	100.0	100.0	100.0	100.0	100.0	

(1) Borrowings.

TABLE 19

WORKING CAPITAL AS A PERCENTAGE OF NET SALES

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
	%	%	%	%	%	%	%	%	%	%
2035 COMPANIES	12.9	12.2	14.0	12.1	12.2	11.4	14.0	13.1	12.3	11.7
PUBLIC SECTOR COMPANIES ...	12.8	13.1	15.8	14.6	17.3	13.3	20.0	17.1	13.7	11.5
PRIVATE SECTOR COMPANIES ...	12.9	12.0	13.6	11.4	10.9	10.8	12.3	11.9	11.8	11.8
MEDIUM-SIZE COMPANIES	27.4	26.9	27.7	27.2	27.0	27.1	29.9	28.6	27.7	27.3
MANUFACTURING COMPANIES ...	16.0	15.5	17.4	15.1	16.6	15.6	19.4	18.0	17.1	16.1
SERVICE COMPANIES	1.8	0.2	0.8	-0.9	-6.6	-7.8	-6.2	-6.1	-8.3	-7.3
NON-ITALIAN-OWNED COMPANIES	12.5	11.1	10.9	9.4	8.8	7.8	10.0	9.6	11.0	11.0

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
	%	%	%	%	%	%	%	%	%	%
2035 COMPANIES	15.4	15.4	15.0	14.5	15.3	15.6	18.2	17.9	17.5	17.5
PUBLIC SECTOR COMPANIES ...	15.3	15.1	13.3	13.5	14.5	11.8	14.7	14.8	13.8	13.9
PRIVATE SECTOR COMPANIES ...	15.5	15.5	15.4	14.7	15.5	16.6	19.1	18.7	18.7	18.7
MEDIUM-SIZE COMPANIES	20.5	20.7	21.0	21.5	22.3	23.4	25.9	24.5	23.6	23.7
MANUFACTURING COMPANIES ...	18.5	18.4	17.7	16.9	17.8	18.0	21.9	21.3	20.5	20.5
SERVICE COMPANIES	4.5	4.5	4.1	4.0	4.3	4.5	4.5	4.5	4.8	4.5
NON-ITALIAN-OWNED COMPANIES	12.3	12.2	12.0	11.8	12.8	13.4	14.9	15.4	16.1	16.0

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

TABLE 21

BALANCE SHEET STRUCTURE

	2035 COMPANIES		PUBLIC SECTOR COMPANIES		PRIVATE SECTOR COMPANIES		MEDIUM-SIZE COMPANIES		MANUFACTURING COMPANIES		SERVICE COMPANIES		NON-ITALIAN-OWNED COMPANIES	
	2011	2012	2011	2012	2011	2012	2011	2012	2011	2012	2011	2012	2011	2012
	%	%	%	%	%	%	%	%	%	%	%	%	%	%
NET TANGIBLE FIXED ASSETS ⁽¹⁾	42.9	41.7	50.9	48.7	37.1	36.4	35.1	34.6	29.8	28.8	74.2	72.4	42.6	42.0
NET WORKING CAPITAL ⁽²⁾	12.3	11.5	7.6	6.4	15.8	15.4	39.8	38.5	19.8	18.2	-5.4	-4.5	20.2	20.3
ASSETS USED IN OPERATIONS	55.2	53.2	58.5	55.1	52.9	51.8	74.9	73.1	49.6	47.0	68.8	67.9	62.8	62.3
INVESTMENTS IN RELATED AND OTHER COMPANIES	38.7	38.3	37.3	36.5	39.7	39.7	14.3	15.0	44.9	44.3	23.7	24.3	33.7	33.6
CASH	6.1	8.5	4.2	8.4	7.4	8.5	10.8	11.9	5.5	8.7	7.5	7.8	3.5	4.1
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 ⁽³⁾	40.6	40.1	50.6	48.2	33.3	33.9	52.3	54.0	47.6	47.0	23.7	23.6	32.4	34.5
STAFF-RELATED PROVISIONS	2.8	2.6	2.4	2.3	3.1	2.9	3.2	3.0	2.7	2.6	2.8	2.8	3.7	3.6
BORROWINGS:														
- medium- and long-term	31.5	32.0	31.4	33.8	31.5	30.8	15.3	14.9	25.2	25.3	46.6	48.2	30.4	27.5
- short-term	18.9	19.1	9.9	10.0	25.5	25.9	26.6	25.6	18.7	19.4	19.7	18.2	24.4	25.5
	50.4	51.1	41.3	43.8	57.0	56.7	41.9	40.5	43.9	44.7	66.3	66.4	54.8	53.0
OTHER LIABILITIES ...	6.2	6.2	5.7	5.7	6.6	6.5	2.6	2.5	5.8	5.7	7.2	7.2	9.1	8.9
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) Includes intangible assets pursuant to IFRIC 12.

(2) 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.

(3) Net of own shares and non-tangible fixed assets, excluding those pursuant to IFRIC 12.

CHANGES IN SHAREHOLDERS' EQUITY

	2010-12						Total 2004-12
	2004-06	2007-09	2010	2011	2012	Total	
	€ m						
2035 COMPANIES							
Balance at beginning of year	269,427	344,323	357,696	374,324	366,895	357,696	269,427
Profit (loss) for year	86,983	79,444	29,157	9,908	14,529	53,594	220,021
Dividends paid during year	(68,677)	(80,207)	(21,802)	(22,916)	(21,341)	(66,059)	(214,943)
New equity issues	30,228	28,294	7,358	4,112	6,762	18,232	76,754
Increases in share capital arising from asset transfers	537	1,848	(333)	225	182	74	2,459
Investment grants	169	71	1	1	1	3	243
Changes, own shares	(6,408)	(3,607)	(552)	462	433	343	(9,672)
Revaluations	3,355	8,885	0	0	0	0	12,240
Transfers to (from) p/l account	47,856	4,962	559	647	2,226	3,432	56,250
Other changes (1)	(19,147)	(26,317)	2,240	132	686	3,058	(42,406)
Balance at year-end	<u>344,323</u>	<u>357,696</u>	<u>374,324</u>	<u>366,895</u>	<u>370,373</u>	<u>370,373</u>	<u>370,373</u>
PUBLIC SECTOR COMPANIES							
Balance at beginning of year	130,796	146,633	143,624	149,548	145,408	143,624	130,796
Profit (loss) for year	34,345	35,033	11,501	5,376	11,582	28,459	97,837
Dividends paid during year	(28,205)	(30,436)	(8,762)	(9,788)	(9,087)	(27,637)	(86,278)
New equity issues	11,224	15,366	2,496	709	1,577	4,782	31,372
Increases in share capital arising from asset transfers	(122)	247	(346)	11	98	(237)	(112)
Investment grants	143	69	0	0	0	0	212
Changes, own shares	(2,874)	(1,852)	43	29	30	102	(4,624)
Revaluations	2	188	0	0	0	0	190
Transfers to (from) p/l account	3,301	(700)	(3)	2	1,210	1,209	3,810
Other changes (1)	(1,977)	(20,924)	995	(479)	(1,152)	(636)	(23,537)
Balance at year-end	<u>146,633</u>	<u>143,624</u>	<u>149,548</u>	<u>145,408</u>	<u>149,666</u>	<u>149,666</u>	<u>149,666</u>
PRIVATE SECTOR COMPANIES							
Balance at beginning of year	138,631	197,690	214,072	224,776	221,487	214,072	138,631
Profit (loss) for year	52,638	44,411	17,656	4,532	2,947	25,135	122,184
Dividends paid during year	(40,472)	(49,771)	(13,040)	(13,128)	(12,254)	(38,422)	(128,665)
New equity issues	19,004	12,928	4,862	3,403	5,185	13,450	45,382
Increases in share capital arising from asset transfers	659	1,601	13	214	84	311	2,571
Investment grants	26	2	1	1	1	3	31
Changes, own shares	(3,534)	(1,755)	(595)	433	403	241	(5,048)
Revaluations	3,353	8,697	0	0	0	0	12,050
Transfers to (from) p/l account	44,555	5,662	562	645	1,016	2,223	52,440
Other changes (1)	(17,170)	(5,393)	1,245	611	1,838	3,694	(18,869)
Balance at year-end	<u>197,690</u>	<u>214,072</u>	<u>224,776</u>	<u>221,487</u>	<u>220,707</u>	<u>220,707</u>	<u>220,707</u>

cont.

	2010-12						Total 2004-12
	2004-06	2007-09	2010	2011	2012	Total	
	€ m						
MEDIUM-SIZE COMPANIES							
Balance at beginning of year	11,374	13,493	18,121	18,829	19,182	18,121	11,374
Profit (loss) for year	2,883	3,441	1,123	1,027	844	2,994	9,318
Dividends paid during year	(1,381)	(1,641)	(481)	(603)	(529)	(1,613)	(4,635)
New equity issues	234	326	139	100	96	335	895
Increases in share capital arising from asset transfers	89	112	58	9	112	179	380
Investment grants	4	0	0	0	0	0	4
Changes, own shares	(54)	(196)	(35)	(120)	59	(96)	(346)
Revaluations	398	2,531	0	0	0	0	2,929
Transfers to (from) p/l account	44	257	8	122	14	144	445
Other changes (1)	(98)	(202)	(104)	(182)	233	(53)	(353)
Balance at year-end	<u>13,493</u>	<u>18,121</u>	<u>18,829</u>	<u>19,182</u>	<u>20,011</u>	<u>20,011</u>	<u>20,011</u>
NON-ITALIAN-OWNED COMPANIES							
Balance at beginning of year	66,009	71,637	69,996	70,423	67,365	69,996	66,009
Profit (loss) for year	17,812	14,841	4,482	2,327	1,381	8,190	40,843
Dividends paid during year	(18,169)	(26,697)	(7,780)	(6,614)	(5,184)	(19,578)	(64,444)
New equity issues	4,128	7,380	3,000	1,113	3,457	7,570	19,078
Increases in share capital arising from asset transfers	(556)	642	32	(218)	(122)	(308)	(222)
Investment grants	1	0	0	0	0	0	1
Changes, own shares	(3,279)	96	(411)	691	373	653	(2,530)
Revaluations	1,393	1,381	0	0	0	0	2,774
Transfers to (from) p/l account	2,917	4,911	123	480	358	961	8,789
Other changes (1)	1,381	(4,195)	981	(837)	1,632	1,776	(1,038)
Balance at year-end	<u>71,637</u>	<u>69,996</u>	<u>70,423</u>	<u>67,365</u>	<u>69,260</u>	<u>69,260</u>	<u>69,260</u>

(1) Mainly adjustments arising on mergers, including the acquisition of shares in companies subsequently incorporated into the buyer company. For 2009 the figure includes the reversal of a capital provision following the adoption of IAS/IFRS by the largest transport company.

TABLE 23

INDEBTEDNESS AS A PERCENTAGE OF SHAREHOLDERS' EQUITY

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
	%	%	%	%	%	%	%	%	%	%
2035 COMPANIES										
total debt	148.3	149.3	136.6	139.1	154.6	163.5	165.9	160.4	171.1	174.8
of which: indebtedness	78.6	79.3	75.0	73.7	87.0	92.3	97.0	91.0	95.0	99.1
borrowings from banks	38.1	32.7	28.1	28.4	34.1	37.8	36.5	32.7	35.0	32.7
PUBLIC SECTOR COMPANIES										
total debt	70.5	75.0	77.1	76.2	113.9	122.4	124.2	118.2	133.0	143.4
of which: indebtedness	37.3	39.4	42.3	38.4	73.5	79.5	81.5	74.3	80.9	89.0
borrowings from banks	18.9	15.2	10.4	11.9	25.7	29.0	25.9	22.8	24.8	21.5
PRIVATE SECTOR COMPANIES										
total debt	221.3	218.0	181.6	185.4	183.3	193.1	194.7	189.2	196.8	196.8
of which: indebtedness	117.5	116.1	99.8	99.7	96.6	101.4	107.6	102.5	104.5	106.1
borrowings from banks	56.1	48.8	41.5	40.6	40.1	44.2	43.8	39.5	41.8	40.6
MEDIUM-SIZE COMPANIES										
total debt	191.8	193.7	193.5	203.3	204.8	205.2	187.6	190.7	194.7	181.7
of which: indebtedness	91.9	90.4	90.2	92.9	94.1	95.1	88.2	89.0	91.7	85.1
borrowings from banks	77.1	76.3	76.7	79.6	82.8	83.6	76.9	77.9	81.0	75.0
MANUFACTURING COMPANIES										
total debt	164.9	160.4	149.7	157.8	181.0	186.9	170.7	165.6	177.8	178.4
of which: indebtedness	77.2	71.2	64.6	68.0	90.6	94.8	88.7	82.6	87.4	90.1
borrowings from banks	42.0	36.3	30.1	31.7	41.9	46.5	40.4	36.2	38.2	32.2
SERVICE COMPANIES										
total debt	124.4	132.8	120.0	114.3	118.3	128.6	156.9	150.2	157.7	167.3
of which: indebtedness	80.7	91.3	88.3	81.3	82.2	88.5	112.4	107.4	110.4	117.9
borrowings from banks	32.5	27.2	25.6	24.0	23.5	24.8	29.1	25.9	28.5	33.8
NON-ITALIAN-OWNED COMPANIES										
total debt	150.6	153.3	146.5	158.8	155.4	173.5	181.6	188.5	205.8	193.1
of which: indebtedness	73.9	75.6	70.5	73.4	70.9	75.6	87.9	87.1	94.7	88.0
borrowings from banks	36.2	35.1	31.7	29.3	27.1	29.2	28.1	22.9	26.4	22.6

N.B. - Net capital does not include amounts deriving from revaluations pursuant to Laws 350-2003, 266-2005 and 2-2009, 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.

TABLE 24

AVERAGE ANNUAL COST PER EMPLOYEE

	2004	2005	2006	2007	2008	2009	2010	2011	2012
	€ '000	€ '000	€ '000	€ '000	€ '000	€ '000	€ '000	€ '000	€ '000
2035 COMPANIES									
- Average cost	44.3	45.9	47.4	48.3	49.2	48.9	51.1	51.6	51.5
- Index number	100.0	103.6	107.0	109.0	111.1	110.4	115.3	116.5	116.3
PUBLIC SECTOR COMPANIES									
- Average cost	51.7	52.3	56.8	56.6	57.8	61.2	62.9	62.0	63.3
- Index number	100.0	101.2	109.9	109.5	111.8	118.4	121.7	119.9	122.4
PRIVATE SECTOR COMPANIES									
- Average cost	42.4	44.2	45.0	46.2	47.2	46.0	48.3	49.3	48.9
- Index number	100.0	104.2	106.1	109.0	111.3	108.5	113.9	116.3	115.3
MEDIUM-SIZE COMPANIES									
- Average cost	39.0	40.3	41.8	43.2	44.5	43.0	45.4	47.1	47.5
- Index number	100.0	103.3	107.2	110.8	114.1	110.3	116.4	120.8	121.8
MANUFACTURING COMPANIES									
- Average cost	45.7	47.2	49.3	50.4	51.0	50.5	53.2	54.4	54.5
- Index number	100.0	103.3	107.9	110.3	111.6	110.5	116.4	119.0	119.3
SERVICE COMPANIES									
- Average cost	41.3	43.1	43.2	43.7	45.3	45.4	46.6	45.9	45.5
- Index number	100.0	104.4	104.6	105.8	109.7	109.9	112.8	111.1	110.2
NON-ITALIAN-OWNED COMPANIES									
- Average cost	45.4	47.4	48.7	49.9	51.0	50.2	52.6	53.9	53.8
- Index number	100.0	104.4	107.3	109.9	112.3	110.6	115.9	118.7	118.5

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

TABLE 25

	NUMBER OF EMPLOYEES								BY CATEGORY											
	2003		2004		2005		2006		2007		2008		2009		2010		2011		2012	
		%		%		%		%		%		%		%		%		%		%
2006 COMPANIES																				
- Operatives and supervisors ..	558,600	44.4	549,469	43.8	547,143	43.6	545,722	43.3	551,118	43.4	546,153	43.0	525,137	42.4	508,489	41.6	506,447	41.4	500,763	41.2
- Clerical and executive staff ..	698,336	55.6	706,198	56.2	707,778	56.4	715,751	56.7	718,244	56.6	724,015	57.0	713,508	57.6	714,496	58.4	717,790	58.6	715,751	58.8
Total employees.....	<u>1,256,936</u>	<u>100.0</u>	<u>1,255,667</u>	<u>100.0</u>	<u>1,254,921</u>	<u>100.0</u>	<u>1,261,473</u>	<u>100.0</u>	<u>1,269,362</u>	<u>100.0</u>	<u>1,270,168</u>	<u>100.0</u>	<u>1,238,645</u>	<u>100.0</u>	<u>1,222,985</u>	<u>100.0</u>	<u>1,224,237</u>	<u>100.0</u>	<u>1,216,514</u>	<u>100.0</u>
PUBLIC SECTOR COMPANIES																				
- Operatives and supervisors ..	56,460	31.8	53,411	30.8	51,541	30.1	49,950	29.5	48,530	29.4	47,336	28.7	44,821	27.8	43,760	27.2	43,181	26.9	42,233	26.6
- Clerical and executive staff ..	121,031	68.2	119,770	69.2	119,515	69.9	119,531	70.5	116,736	70.6	117,365	71.3	116,158	72.2	117,007	72.8	117,305	73.1	116,714	73.4
Total employees.....	<u>177,491</u>	<u>100.0</u>	<u>173,181</u>	<u>100.0</u>	<u>171,056</u>	<u>100.0</u>	<u>169,481</u>	<u>100.0</u>	<u>165,266</u>	<u>100.0</u>	<u>164,701</u>	<u>100.0</u>	<u>160,979</u>	<u>100.0</u>	<u>160,767</u>	<u>100.0</u>	<u>160,486</u>	<u>100.0</u>	<u>158,947</u>	<u>100.0</u>
PRIVATE SECTOR COMPANIES																				
- Operatives and supervisors ..	502,140	46.5	496,058	45.8	495,602	45.7	495,772	45.4	502,588	45.5	498,817	45.1	480,316	44.6	464,729	43.8	463,266	43.6	458,530	43.4
- Clerical and executive staff ..	577,305	53.5	586,428	54.2	588,263	54.3	596,220	54.6	601,508	54.5	606,650	54.9	597,350	55.4	597,489	56.2	600,485	56.4	599,037	56.6
Total employees.....	<u>1,079,445</u>	<u>100.0</u>	<u>1,082,486</u>	<u>100.0</u>	<u>1,083,865</u>	<u>100.0</u>	<u>1,091,992</u>	<u>100.0</u>	<u>1,104,096</u>	<u>100.0</u>	<u>1,105,467</u>	<u>100.0</u>	<u>1,077,666</u>	<u>100.0</u>	<u>1,062,218</u>	<u>100.0</u>	<u>1,063,751</u>	<u>100.0</u>	<u>1,057,567</u>	<u>100.0</u>
MEDIUM-SIZE COMPANIES																				
- Operatives and supervisors ..	71,390	64.8	71,026	64.1	71,148	63.8	71,935	63.4	72,722	63.2	73,697	63.2	71,999	62.7	71,161	62.5	70,520	62.5	70,041	62.3
- Clerical and executive staff ..	38,822	35.2	39,800	35.9	40,440	36.2	41,440	36.6	42,379	36.8	42,972	36.8	42,756	37.3	42,784	37.5	42,340	37.5	42,467	37.7
Total employees.....	<u>110,212</u>	<u>100.0</u>	<u>110,826</u>	<u>100.0</u>	<u>111,588</u>	<u>100.0</u>	<u>113,375</u>	<u>100.0</u>	<u>115,101</u>	<u>100.0</u>	<u>116,669</u>	<u>100.0</u>	<u>114,755</u>	<u>100.0</u>	<u>113,945</u>	<u>100.0</u>	<u>112,860</u>	<u>100.0</u>	<u>112,508</u>	<u>100.0</u>
MANUFACTURING COMPANIES																				
- Operatives and supervisors ..	507,201	54.6	497,618	54.0	494,463	53.7	491,939	53.2	496,628	53.4	490,594	52.8	468,936	52.1	451,694	51.2	447,428	50.8	442,152	50.6
- Clerical and executive staff ..	422,135	45.4	424,659	46.0	427,033	46.3	432,194	46.8	432,796	46.6	438,160	47.2	431,617	47.9	431,008	48.8	432,712	49.2	432,469	49.4
Total employees.....	<u>929,336</u>	<u>100.0</u>	<u>922,277</u>	<u>100.0</u>	<u>921,496</u>	<u>100.0</u>	<u>924,133</u>	<u>100.0</u>	<u>929,424</u>	<u>100.0</u>	<u>928,754</u>	<u>100.0</u>	<u>900,553</u>	<u>100.0</u>	<u>882,702</u>	<u>100.0</u>	<u>880,140</u>	<u>100.0</u>	<u>874,621</u>	<u>100.0</u>
SERVICE COMPANIES																				
- Operatives and supervisors ..	51,399	15.7	51,851	15.6	52,680	15.8	53,783	15.9	54,490	16.0	55,559	16.3	56,201	16.6	56,795	16.7	59,019	17.2	58,611	17.1
- Clerical and executive staff ..	276,201	84.3	281,539	84.4	280,745	84.2	283,557	84.1	285,448	84.0	285,855	83.7	281,891	83.4	283,488	83.3	285,078	82.8	283,282	82.9
Total employees.....	<u>327,600</u>	<u>100.0</u>	<u>333,390</u>	<u>100.0</u>	<u>333,425</u>	<u>100.0</u>	<u>337,340</u>	<u>100.0</u>	<u>339,938</u>	<u>100.0</u>	<u>341,414</u>	<u>100.0</u>	<u>338,092</u>	<u>100.0</u>	<u>340,283</u>	<u>100.0</u>	<u>344,097</u>	<u>100.0</u>	<u>341,893</u>	<u>100.0</u>
NON-ITALIAN-OWNED COMPANIES																				
- Operatives and supervisors ..	158,766	39.5	155,578	39.1	152,830	38.9	148,805	37.4	146,031	36.9	142,901	36.3	135,189	35.6	129,400	34.6	126,459	34.0	123,614	33.6
- Clerical and executive staff ..	243,034	60.5	242,778	60.9	240,020	61.1	249,213	62.6	250,104	63.1	250,231	63.7	244,720	64.4	244,867	65.4	245,770	66.0	244,426	66.4
Total employees.....	<u>401,800</u>	<u>100.0</u>	<u>398,356</u>	<u>100.0</u>	<u>392,850</u>	<u>100.0</u>	<u>398,018</u>	<u>100.0</u>	<u>396,135</u>	<u>100.0</u>	<u>393,132</u>	<u>100.0</u>	<u>379,909</u>	<u>100.0</u>	<u>374,267</u>	<u>100.0</u>	<u>372,229</u>	<u>100.0</u>	<u>368,040</u>	<u>100.0</u>

N.B. - Figures cover 2006 companies with gross tangible assets at the end of 2012 amounting to € 549,887m, or 86.6% of the total fixed assets of all the 2035 companies, when these 2006 companies accounted for 94% of the aggregate workforce of all the 2035 companies.

2035 SELECTED COMPANIES

STATISTICS 2003-2012

FINANCIAL AGGREGATES FOR 2035 ITALIAN COMPANIES

TABLE II

	2003	2004	2004	2006	2007	2008	2009	2010	2011	2012
	(€ '000)	(€ '000)	(€ '000)	(€ '000)	(€ '000)	(€ '000)	(€ '000)	(€ '000)	(€ '000)	(€ '000)
FUNDS GENERATED BY OPERATIONS										
Retained adjusted profit (loss)	(3,599,959)	15,687,337	2,943,361	6,789,218	3,142,786	10,172,538	3,195,429	12,321,085	5,416,597	11,783,319
- Retained profit (loss) at end of previous year	(6,137,765)	8,809,664	1,904,760	2,422,705	146,029	4,997,010	(2,767,927)	6,233,457	(11,439,689)	(973,925)
- Revaluations less writedowns	(9,403,708)	6,514,735	(42,297,201)	208,853	660,733	4,518,574	3,994,640	5,528,144	16,209,742	10,531,271
- Transfers to (from) reserves taken to profit and loss account ...	11,941,514	362,938	43,335,802	4,157,660	2,336,024	656,954	1,968,716	559,484	646,544	2,225,973
Depreciation and amortisation charges	36,280,227	32,328,220	30,150,122	30,266,230	30,091,028	30,447,858	29,647,158	30,199,702	29,808,018	29,661,567
- Ordinary depreciation	26,437,987	23,148,865	22,425,778	21,849,406	22,007,548	22,079,715	21,041,494	21,197,160	20,983,923	20,918,957
- Accelerated depreciation	1,282,136	50,639	-	-	-	-	-	-	-	-
- Amortization of intangible assets	8,560,104	9,128,716	7,724,344	8,416,824	8,083,480	8,368,143	8,605,664	9,002,542	8,824,095	8,742,610
Net transfer to staff-related provisions	22,394	118,309	276,533	227,038	(1,665,583)	(1,189,120)	(1,380,921)	(1,171,211)	(1,439,771)	(195,364)
- Provided in respect of the year	3,428,582	3,359,516	3,405,843	3,433,117	3,287,364	3,246,531	3,246,159	3,181,643	3,353,189	3,421,714
- Utilised during year	(3,406,188)	(3,241,207)	(3,129,310)	(3,206,079)	(4,952,947)	(4,609,651)	(4,627,080)	(4,352,854)	(4,792,960)	(3,617,078)
Total	32,702,662	48,133,866	33,370,016	37,282,486	31,568,231	39,431,276	31,461,666	41,349,576	33,784,844	41,249,522
CHANGES OVER PREVIOUS YEAR										
Gross tangible fixed assets	19,013,030	23,619,903	27,940,805	4,295,782	22,667,904	30,017,921	(24,217,364)	12,922,949	16,427,728	17,925,222
- Capital expenditure	31,531,730	35,003,872	33,421,507	30,730,918	33,555,039	33,494,867	27,213,733	28,749,448	27,066,511	27,499,818
- IAS/IFRS adoption effect	-	-	24,735	146,763	1,051,948	(110,376)	(41,890,735)	(2,192,867)	(146,924)	116,065
- Assets contributed under arrangements between companies included in the sample	4,227,178	3,536,984	10,161,383	2,494,120	1,750,890	4,388,588	5,009,497	3,765,931	3,693,096	1,349,904
- Revaluations (write-downs)	392,762	(438,404)	4,850,246	(10,815)	207,063	(418,226)	252,409	(551,037)	(1,445,765)	(1,411,166)
- Monetary revaluations pursuant to Laws 350/03, 266/05 and 2/09	7,475,608	85,560	2,096,876	165,054	-	9,176,891	920,213	-	-	-
- Gains on assets hived off	795,526	72,578	98,107	9,110	11,756	319,350	186,476	89,572	53,934	93,674
- Disposals	(10,876,717)	(10,719,714)	(11,739,828)	(26,207,462) ⁽¹⁾	(11,631,480)	(11,195,721)	(9,391,834)	(9,950,929)	(8,860,886)	(8,200,537)
- Assets hived off under arrangements between companies included in the sample	(4,227,178)	(3,536,984)	(10,161,383)	(2,494,120)	(1,750,890)	(4,388,588)	(5,009,497)	(3,765,931)	(3,693,096)	(1,349,904)
- Accumulated depreciation in respect of assets hived off	(10,305,879)	(383,989)	(810,838)	(537,786)	(526,422)	(1,248,864)	(1,507,626)	(3,221,238)	(239,142)	(172,632)
Capital	10,369,857	3,090,713	9,573,300	(1,550,393)	389,505	2,776,281	7,904,555	1,539,048	1,334,318	2,457,068
- Writedowns	(4,798,750)	(6,321,464)	(2,951,520)	(5,616,044)	(2,265,073)	(1,938,669)	(3,724,874)	(3,006,917)	(2,566,259)	(4,400,955)
- Cash amounts written off against losses recorded in year	3,049,121	3,638,044	2,139,904	2,046,065	1,182,316	1,342,956	2,479,223	2,051,415	1,532,353	3,141,418
- Rights issues	11,646,831	5,065,289	9,065,482	2,140,042	990,299	2,811,581	7,155,222	2,587,479	2,021,283	3,110,490
- Changes to transfers and sundry other changes	84,214	222,636	1,001,712	(687,236)	194,165	326,306	1,326,129	(333,706)	224,919	182,322
- Transfers from reserves in respect of bonus issues	388,441	486,208	317,722	566,780	287,798	234,107	668,855	240,777	122,022	423,793
Reserves	(5,295,414)	1,061,652	45,029,467	3,980,231	5,950,448	9,388,406	(4,676,980)	4,971,920	10,485,304	(3,598,931)
- Transfers to capital in respect of bonus issues	(388,441)	(486,208)	(317,722)	(566,780)	(287,798)	(234,107)	(668,855)	(240,777)	(122,022)	(423,793)
- Amounts written off against losses recorded in prior year	4,798,750	6,321,464	2,951,520	5,616,044	2,265,073	1,938,669	3,724,874	3,006,917	2,566,259	4,400,955
- Premium paid by shareholders	5,795,929	2,904,991	4,931,629	(2,475,957)	2,006,984	2,410,994	7,487,407	2,586,207	702,416	439,106
- Investment grants	64,027	87,702	48,472	32,946	35,889	34,445	761	1,170	841	931
- Monetary revaluation pursuant to Laws 350/03, 266/05 and 2/09	6,401,812	135,111	2,897,228	322,763	-	8,139,271	745,032	-	-	-
- Revaluation arising from assets hived off contributed to other companies	-	-	-	-	-	-	-	-	-	-
- Tax writebacks, certified and used	17,229	(3,279)	-	-	-	-	-	-	-	-
- IAS/IFRS adoption effect	-	-	851,319	247,597	560,379	46,136	(23,835,676)	1,710	81,322	40,000
- Transfer to (from) profit and loss account	11,941,514	362,938	43,335,802	4,157,660	2,336,024	656,954	1,968,716	559,484	646,544	2,225,973
- Adjustments for mergers and other transactions	(18,667,713)	(2,123,302)	(18,478,445)	(5,258,802)	(3,388,808)	(3,749,985)	903,751	1,825,136	376,487	1,157,586
- Retained profit (loss) at end of previous year	(15,258,521)	(6,137,765)	8,809,664	1,904,760	2,422,705	146,029	4,997,010	(2,767,927)	6,233,457	(11,439,689)
Number of employees	1,361,659	1,358,815	1,356,935	1,362,805	1,368,389	1,364,437	1,328,852	1,308,366	1,306,066	1,294,365

(1) Includes €12,991m in writebacks to payables previously incurred by the FS Group vis-à-vis Infrastrutture S.p.A. (subsequently merged into Cassa Depositi e Prestiti) in order to finance railway infrastructure. These were cancelled in 2006 after they were taken over by the Italian state and converted into grants, with the amounts then being deducted directly from the cost of the investments.

FINANCIAL AGGREGATES FOR 2035 ITALIAN COMPANIES

TABLE III

	2003		2004		2005		2006		2007		2008		2009		2010		2011		2012		
	(€'000)	%	(€'000)	%	(€'000)	%	(€'000)	%	(€'000)	%	(€'000)	%	(€'000)	%	(€'000)	%	(€'000)	%	(€'000)	%	
PROFIT AND LOSS ACCOUNT																					
Net sales	454,545,093	100.0	490,091,900	100.0	527,023,665	100.0	580,618,889	100.0	609,331,677	100.0	647,482,087	100.0	547,581,922	100.0	588,332,817	100.0	638,580,312	100.0	645,877,569	100.0	
- Opening stocks	594,010	0.1	2,063,564	0.4	2,838,369	0.5	3,971,087	0.7	4,434,342	0.7	1,734,972	0.3	(5,507,075)	-1.0	3,377,375	0.6	4,500,405	0.7	(221,692)	...	
- Capitalized costs	10,206,146	2.2	10,684,553	2.2	10,792,694	2.0	11,166,248	1.9	12,183,617	2.0	12,947,171	2.0	13,167,780	2.4	11,794,230	2.0	15,985,367	2.5	14,398,872	2.2	
- Purchases	(240,373,868)	-52.9	(265,050,915)	-54.1	(300,702,677)	-57.1	(343,965,993)	-59.2	(366,567,039)	-60.2	(403,498,773)	-62.3	(313,400,480)	-57.2	(350,263,304)	-59.5	(404,586,754)	-63.4	(413,386,243)	-64.0	
- Services	(117,168,756)	-25.8	(125,337,123)	-25.6	(128,335,651)	-24.4	(136,207,664)	-23.5	(140,305,194)	-23.0	(147,279,609)	-22.7	(138,483,779)	-25.3	(143,509,361)	-24.4	(148,994,415)	-23.3	(150,564,839)	-23.3	
- Sundry operating revenues	15,252,633	3.5	18,235,787	3.8	19,876,957	4.0	20,160,081	3.5	22,565,727	3.7	27,354,122	4.1	26,026,923	4.7	24,141,888	4.1	26,563,363	4.2	29,307,509	4.5	
Values added	123,055,258	27.1	130,687,766	26.7	131,493,357	25.0	135,742,648	23.4	141,643,130	23.2	138,739,970	21.4	129,385,291	23.6	133,873,645	22.8	132,048,278	20.7	125,411,176	19.4	
- Labour costs	(58,982,066)	-13.0	(60,248,313)	-12.3	(62,260,636)	-11.9	(64,403,685)	-11.1	(65,921,514)	-10.8	(67,252,915)	-10.4	(65,805,270)	-12.0	(67,359,831)	-11.5	(67,502,358)	-10.6	(67,012,424)	-10.4	
Gross operating margin	64,073,192	14.1	70,439,453	14.4	69,232,721	13.1	71,338,963	12.3	75,721,616	12.4	71,487,055	11.0	63,580,021	11.6	66,513,814	11.3	64,545,920	10.1	58,398,752	9.0	
- Ordinary depreciation	(26,437,987)	-5.8	(23,148,865)	-4.7	(22,425,778)	-4.3	(21,849,406)	-3.8	(22,007,548)	-3.6	(22,079,715)	-3.4	(21,041,494)	-3.8	(21,197,160)	-3.6	(20,983,923)	-3.3	(20,918,957)	-3.2	
- Amortization of intangible assets	(5,670,115)	-1.3	(5,939,329)	-1.3	(5,787,756)	-1.0	(6,305,111)	-1.1	(6,326,543)	-1.0	(6,577,435)	-1.0	(6,895,768)	-1.3	(7,536,229)	-1.3	(7,502,854)	-1.2	(7,519,075)	-1.2	
Net operating margin	31,965,090	7.0	41,351,259	8.4	41,019,187	7.8	43,184,446	7.4	47,387,525	7.8	42,829,905	6.6	35,642,759	6.5	37,780,425	6.4	36,059,143	5.6	29,960,720	4.6	
- Bond interest paid	(1,950,627)	-0.4	(1,870,616)	-0.4	(1,284,623)	-0.2	(1,749,711)	-0.3	(2,024,980)	-0.3	(2,733,215)	-0.4	(2,686,228)	-0.5	(2,994,411)	-0.5	(3,126,530)	-0.5	(3,329,063)	-0.5	
- Other interest charges	(10,444,627)	-2.3	(9,419,354)	-1.9	(12,654,094)	-2.4	(12,692,755)	-2.2	(17,416,359)	-2.9	(18,629,383)	-2.9	(16,031,245)	-2.9	(14,789,458)	-2.5	(15,976,593)	-2.5	(16,746,254)	-2.6	
- Interest and dividends received	11,097,910	2.4	9,733,044	2.0	14,267,658	2.6	17,237,034	3.0	21,831,001	3.6	21,483,719	3.3	19,808,884	3.6	25,219,193	4.3	21,489,249	3.4	24,319,612	3.8	
Current profit (loss) before tax	30,667,746	6.7	39,794,333	8.1	41,348,128	7.8	45,979,014	7.9	49,777,187	8.2	42,951,026	6.6	36,734,170	6.7	45,215,749	7.7	38,445,269	6.0	34,205,015	5.3	
- Accelerated depreciation and goodwill amortization	(4,172,125)	-0.9	(3,240,026)	-0.7	(1,936,588)	-0.4	(2,111,713)	-0.4	(1,756,937)	-0.3	(1,790,708)	-0.3	(1,709,896)	-0.3	(1,466,313)	-0.2	(1,321,241)	-0.2	(1,223,535)	-0.2	
- Capitalized interest charges	336,766	0.1	362,047	0.1	755,951	0.1	198,728	...	230,380	...	415,088	0.1	253,659	...	185,519	...	229,403	...	226,228	...	
- Losses on investments and on disposal of investments and fixed assets	(1,185,601)	-0.3	(651,194)	-0.1	(476,137)	-0.1	(612,598)	-0.1	(413,638)	-0.1	(924,905)	-0.1	(594,027)	-0.1	(442,204)	-0.1	(414,336)	-0.1	(742,331)	-0.1	
- Gains on disposals	3,042,258	0.7	5,570,041	1.1	6,124,572	1.2	5,576,008	1.0	2,592,527	0.4	4,793,860	0.7	2,300,770	0.4	4,072,523	0.7	3,426,562	0.6	4,800,740	0.7	
- Revaluations (write-downs)	9,403,708	2.1	(6,514,735)	-1.3	42,297,201	8.0	(208,853)	...	(660,733)	-0.1	(4,518,574)	-0.7	(3,994,640)	-0.7	(5,528,144)	-1.0	(16,209,742)	-2.5	(10,531,271)	-1.6	
- Extraordinary income (charges)	(430,125)	-0.1	16,037,517	3.3	167,060	...	472,882	0.1	218,150	...	(1,275,518)	-0.2	(840,084)	-0.2	(660,157)	-0.1	(1,752,982)	-0.3	1,322,692	0.2	
- Movements in reserves	(11,941,514)	-2.6	(362,938)	-0.1	(43,335,802)	-8.1	(4,157,660)	-0.7	(2,336,024)	-0.3	(656,954)	-0.1	(1,968,716)	-0.3	(559,484)	-0.1	(646,544)	-0.1	(2,225,973)	-0.3	
Profit (loss) before tax	25,721,113	5.7	50,995,045	10.4	44,944,385	8.5	45,135,808	7.8	47,650,912	7.8	38,993,315	6.0	30,181,236	5.5	40,817,489	6.9	21,756,389	3.4	25,831,565	4.0	
- Tax	(12,032,384)	-2.7	(19,610,155)	-4.0	(16,745,601)	-3.1	(17,736,929)	-3.1	(15,454,574)	-2.5	(10,784,475)	-1.6	(11,141,469)	-2.0	(11,660,381)	-1.9	(11,847,915)	-1.8	(11,303,148)	-1.8	
Net profit (loss)	13,688,729	3.0	31,384,890	6.4	28,198,784	5.4	27,398,879	4.7	32,196,338	5.3	28,208,840	4.4	19,039,767	3.5	29,157,108	5.0	9,908,474	1.6	14,528,417	2.2	
Dividends declared	19,820,095		22,570,018		26,287,677		24,968,171		32,035,544		23,203,044		21,801,956		22,915,516		21,341,438		15,497,984		
Exports as % of total sales	110,658,295	24.3	121,235,991	24.7	132,791,242	25.2	152,507,890	26.3	171,608,843	28.2	185,348,862	28.6	151,082,686	27.6	169,530,358	28.8	200,716,323	31.4	210,500,867	32.6	

REGGIANI SPA
IN BREZZO DI BEDERO (VA)