

Italian medium-sized industrial companies (1999-2008)

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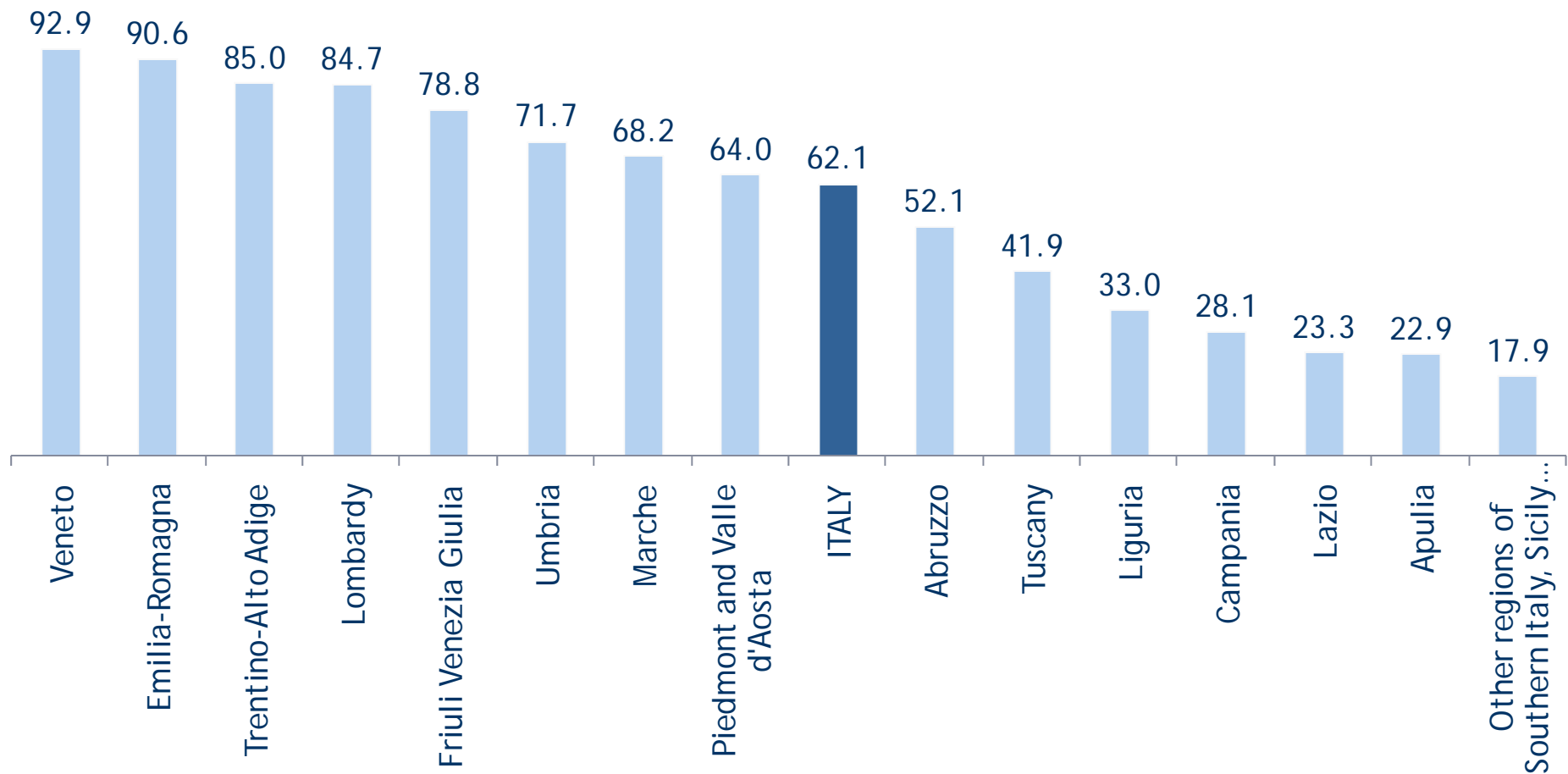


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“MSE-oriented” regions: concentration index

(scoring: 100= max. concentration; zero: min. concentration; 2008)

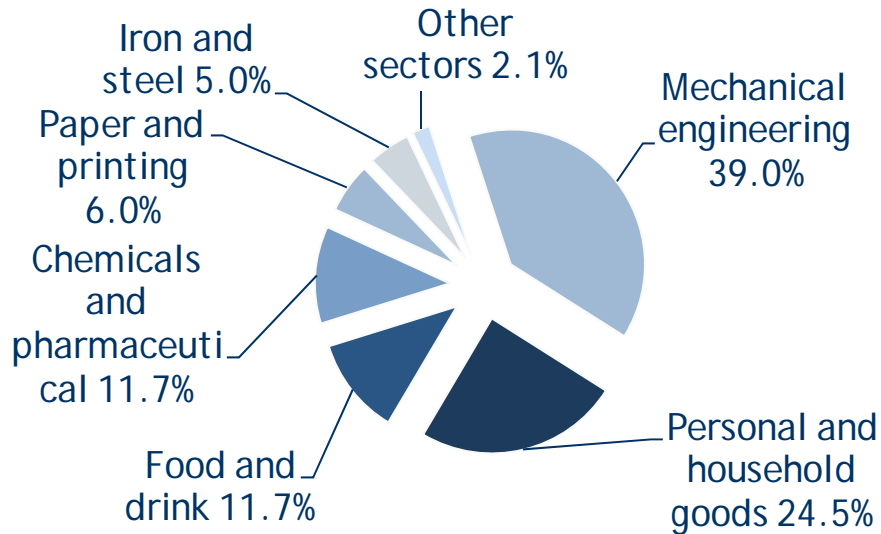
Score summarizes: a) no. of MSEs x 1,000 firms; b) no. of MSEs x 1,000 limited companies; c) no. of MSEs x 100,000 inhabitants; d) MSE staff x 1,000 industrial staff; e) VA by MSEs as % of industrial VA.



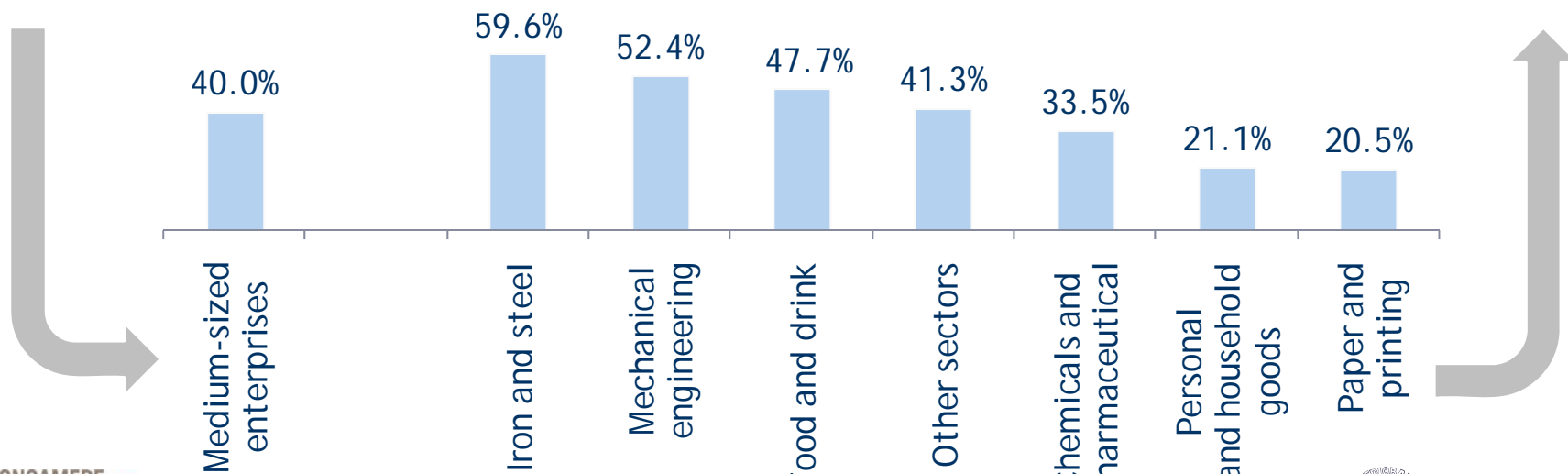
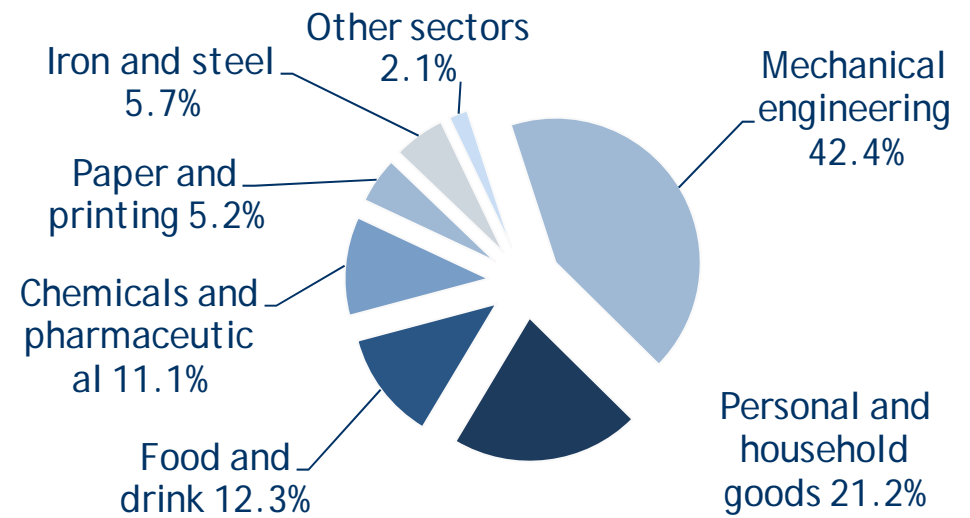
District professions in district regions ...

(as % of value added and % changes in value added, 1999-2008)

1999

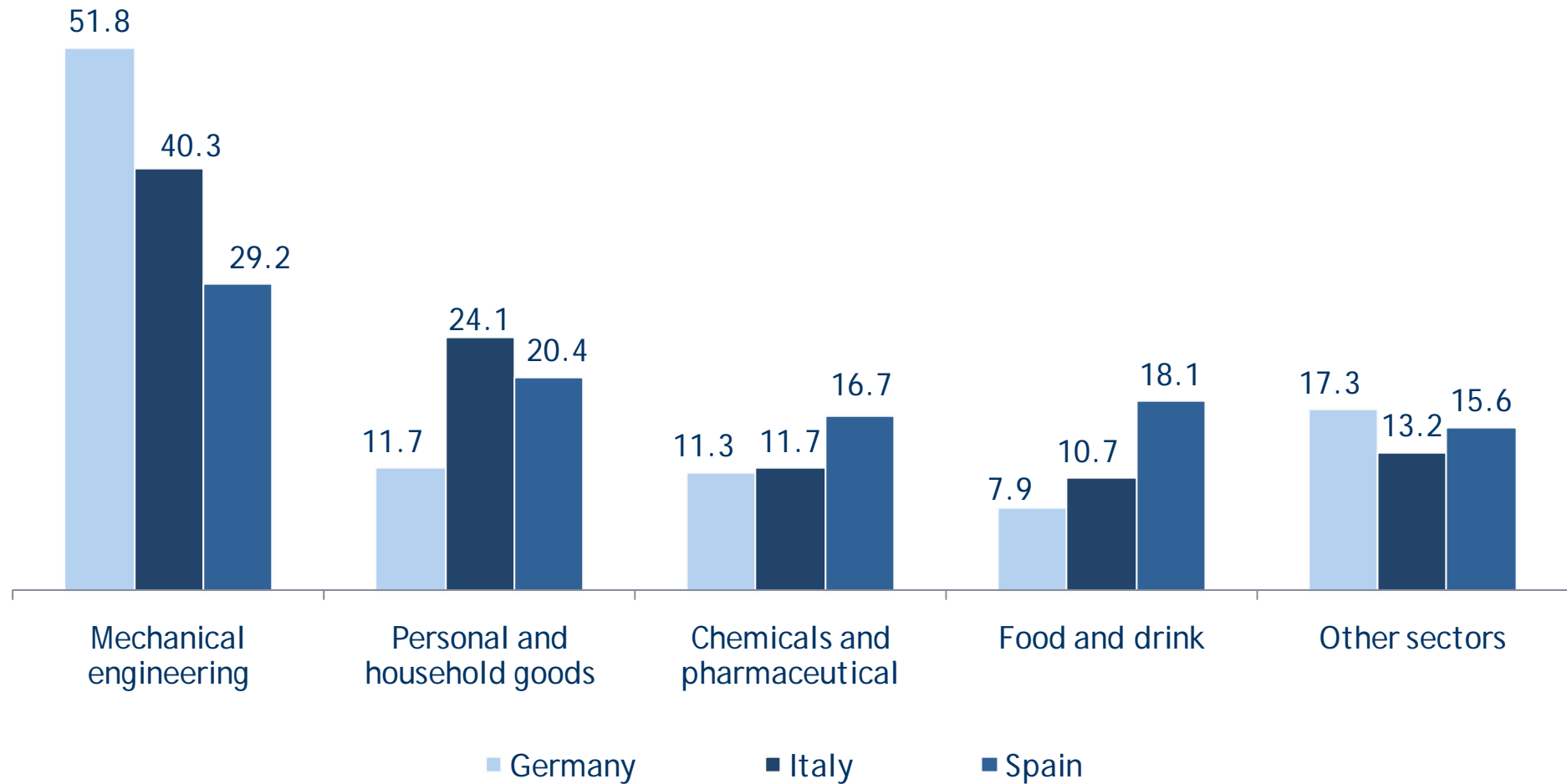


2008



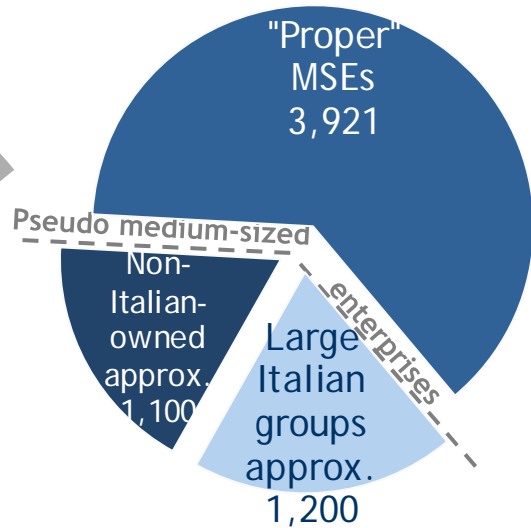
... but modulated differently in Europe

(value added as % of country total; 2006)

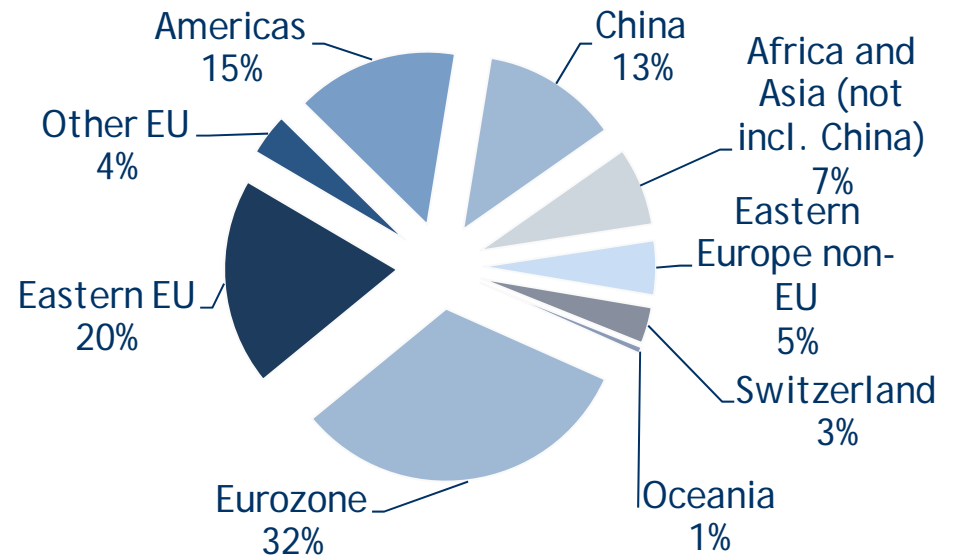
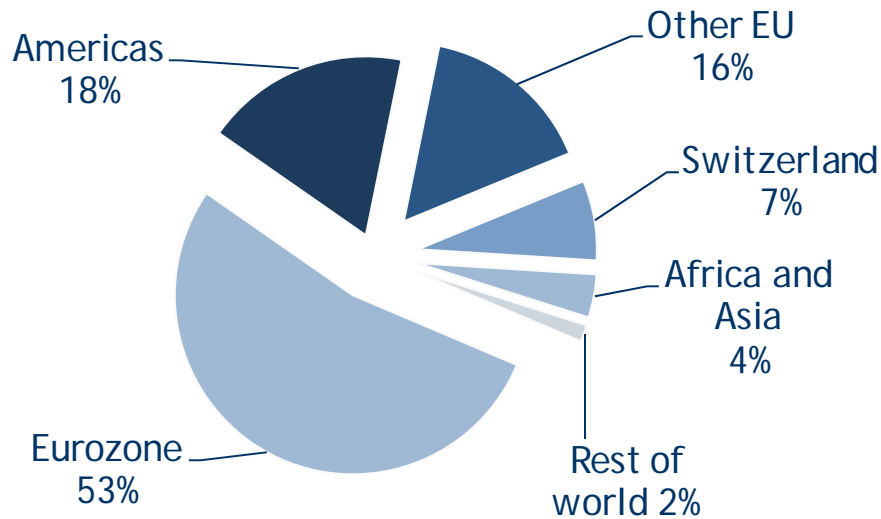


Italian MSEs: local and international

Non-Italian controlling companies (18% of potential MSEs) are headquartered in:



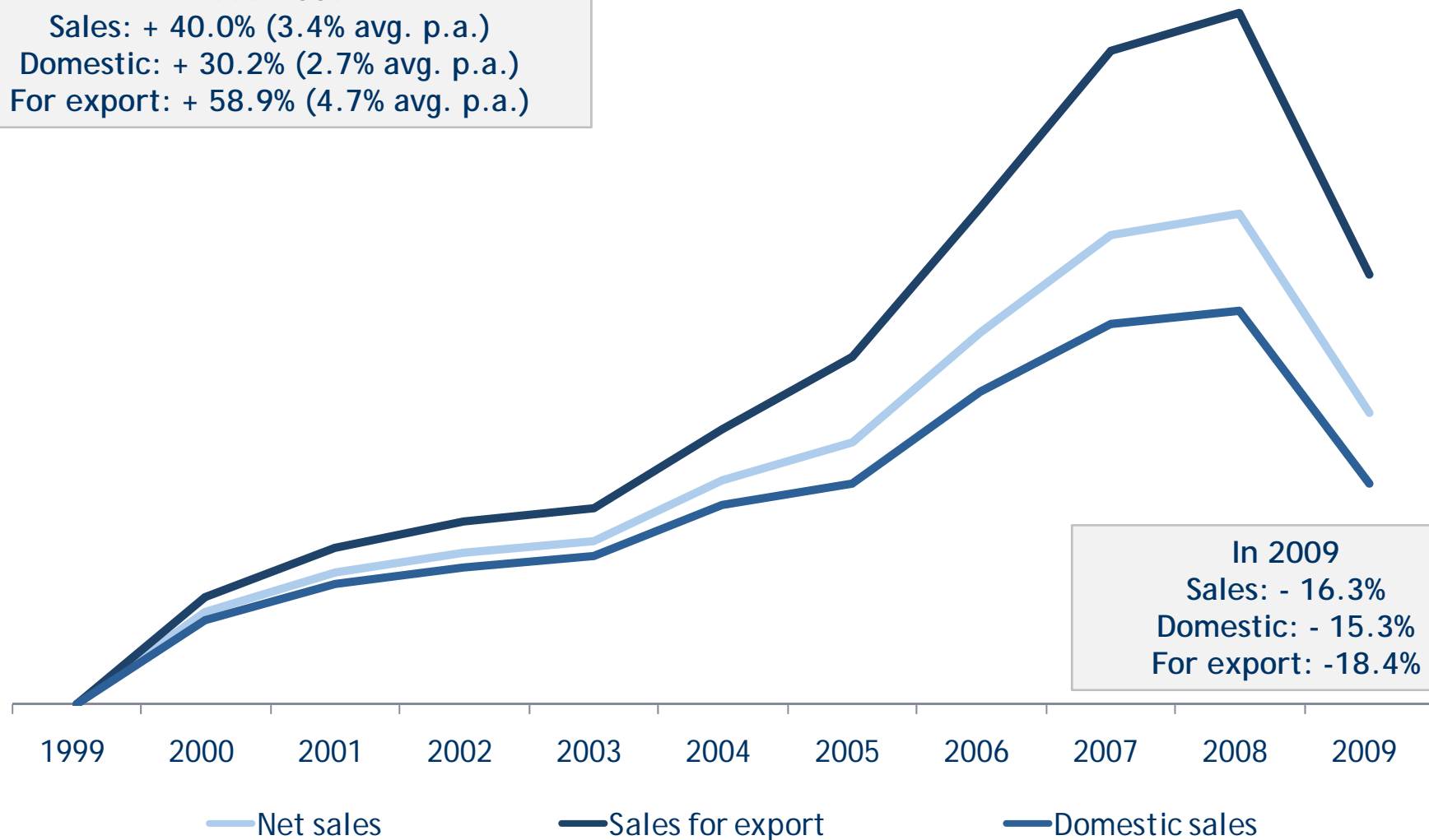
Control 1,834 non-Italian companies (30% of the total), 355 of which manufacturing industrial (20% of total non-Italian) based in:



International markets the driver until 2008, Italy the safety valve in 2009

(Sales by MSEs, index no. 1999=100; data for 2009 estimated)

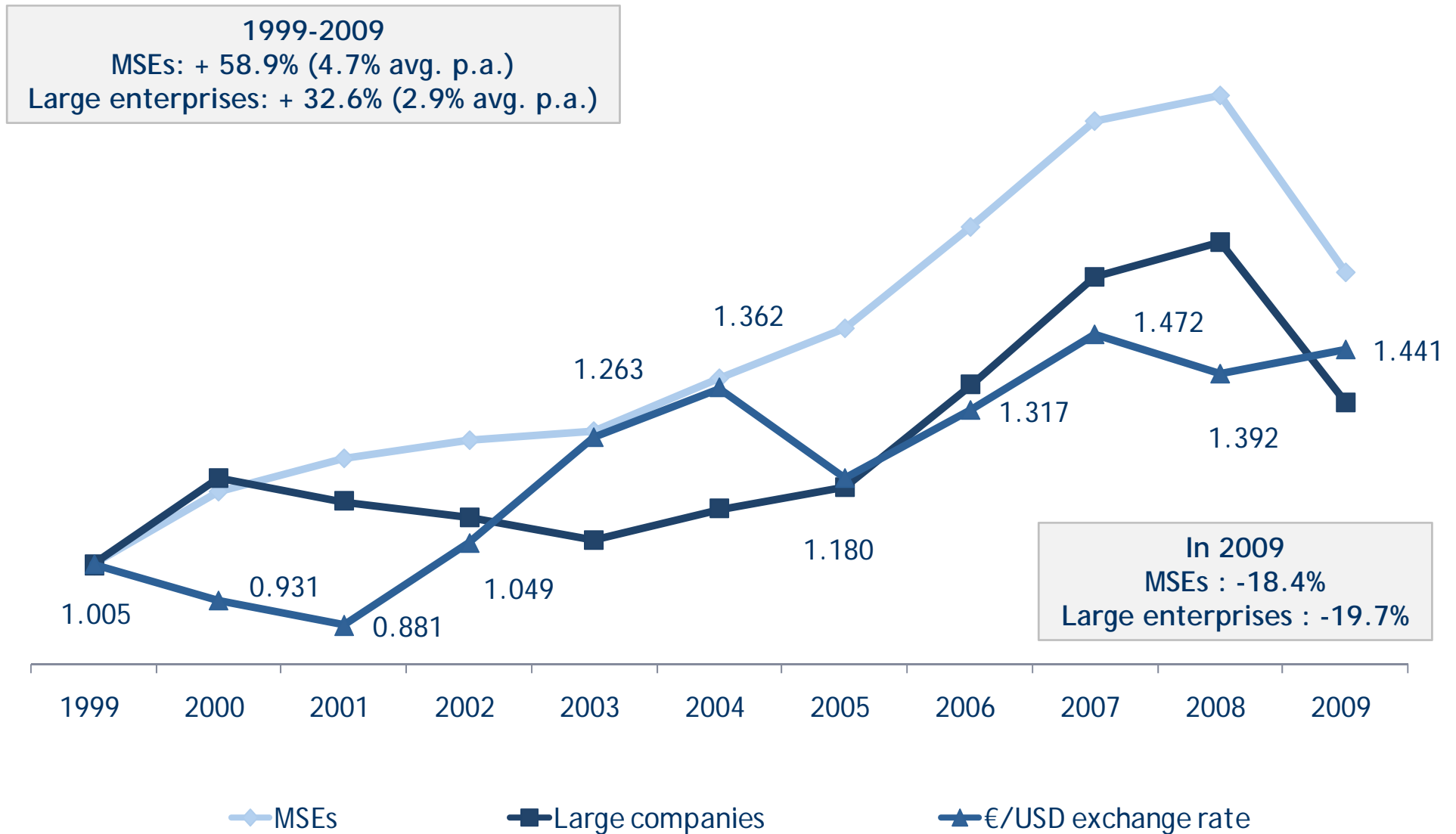
1999-2009
 Sales: + 40.0% (3.4% avg. p.a.)
 Domestic: + 30.2% (2.7% avg. p.a.)
 For export: + 58.9% (4.7% avg. p.a.)



In 2009
 Sales: - 16.3%
 Domestic: - 15.3%
 For export: -18.4%

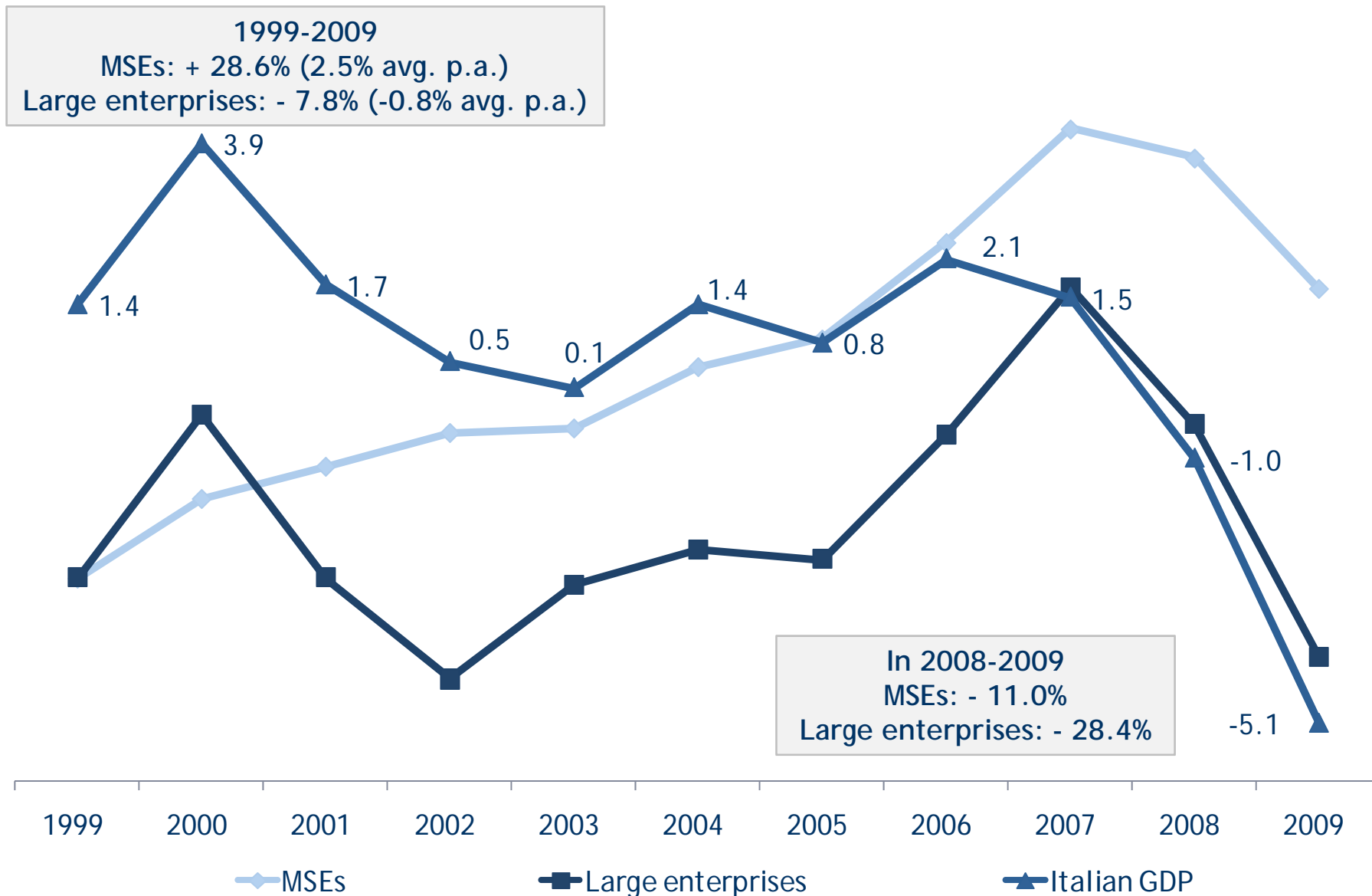
Ability to cover international markets

(Sales for export, index no. 1999=100; MSE data for 2009 estimated)



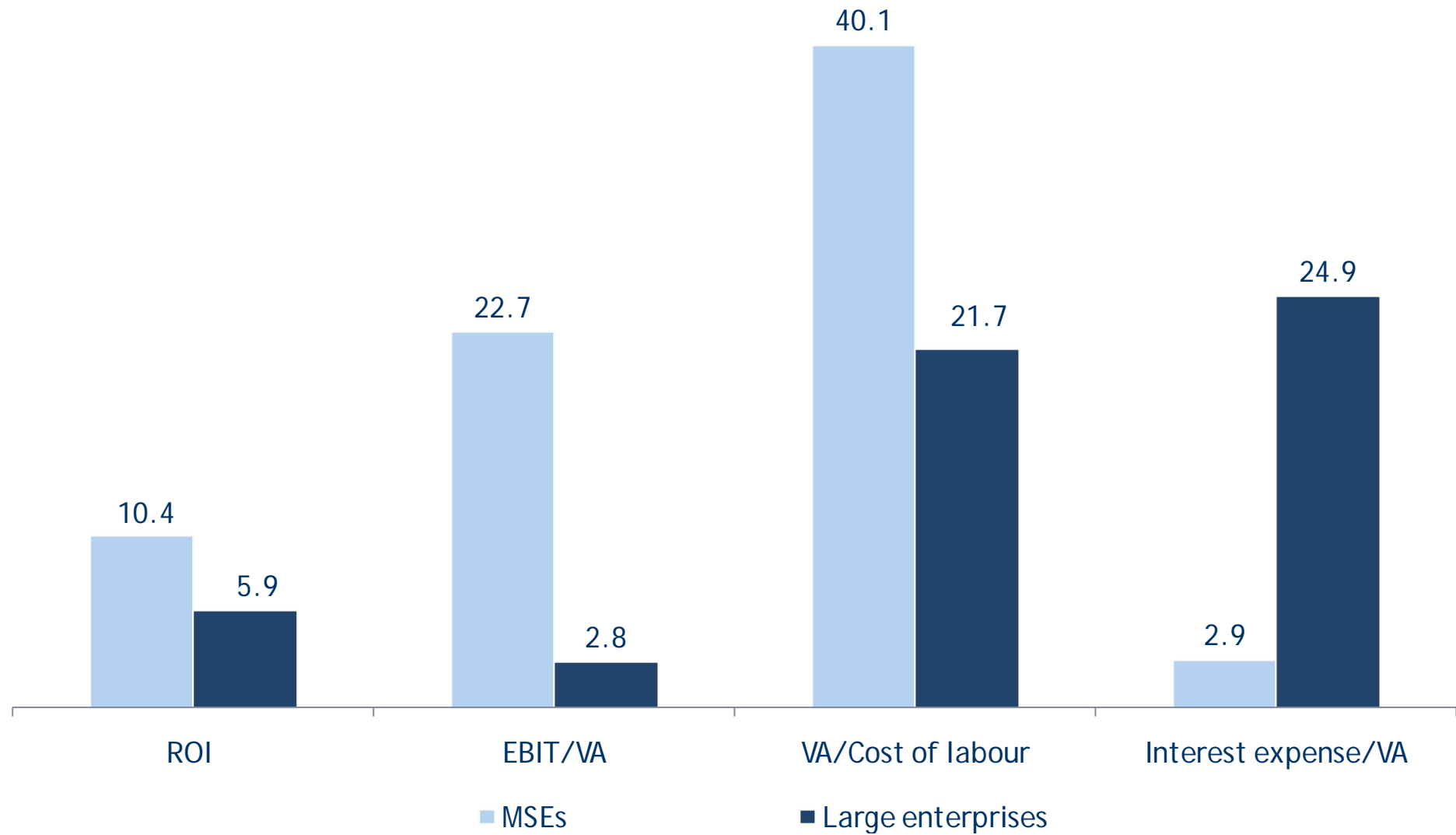
Value added: two speeds

(Value added, index no. 1999=100; MSE data for 2009 estimated)



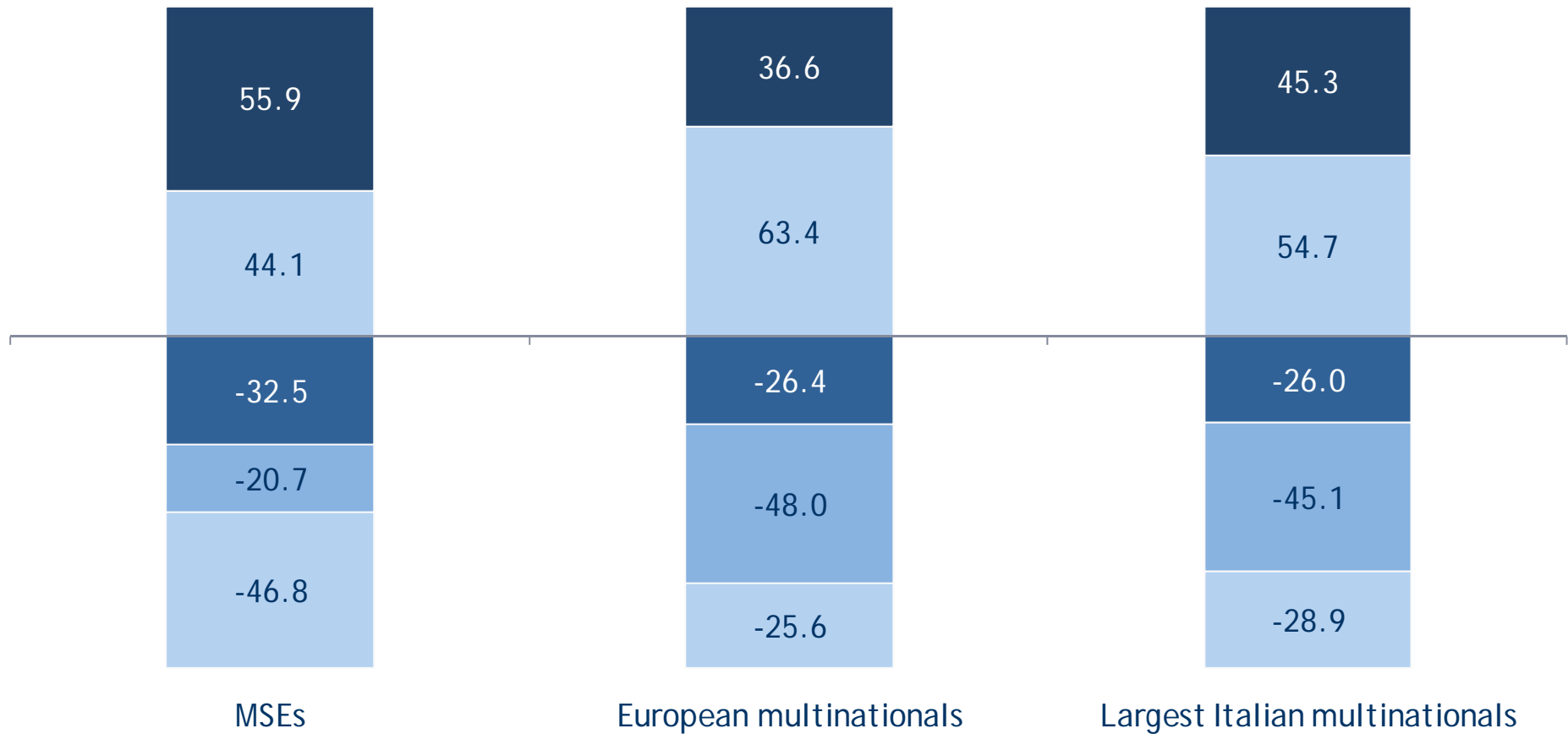
Return on capital (*roi*) and its constituents

(data as %; 2000-2009 averages; data for MSEs part-estimated)



“Lean production” means “Lean finance”...

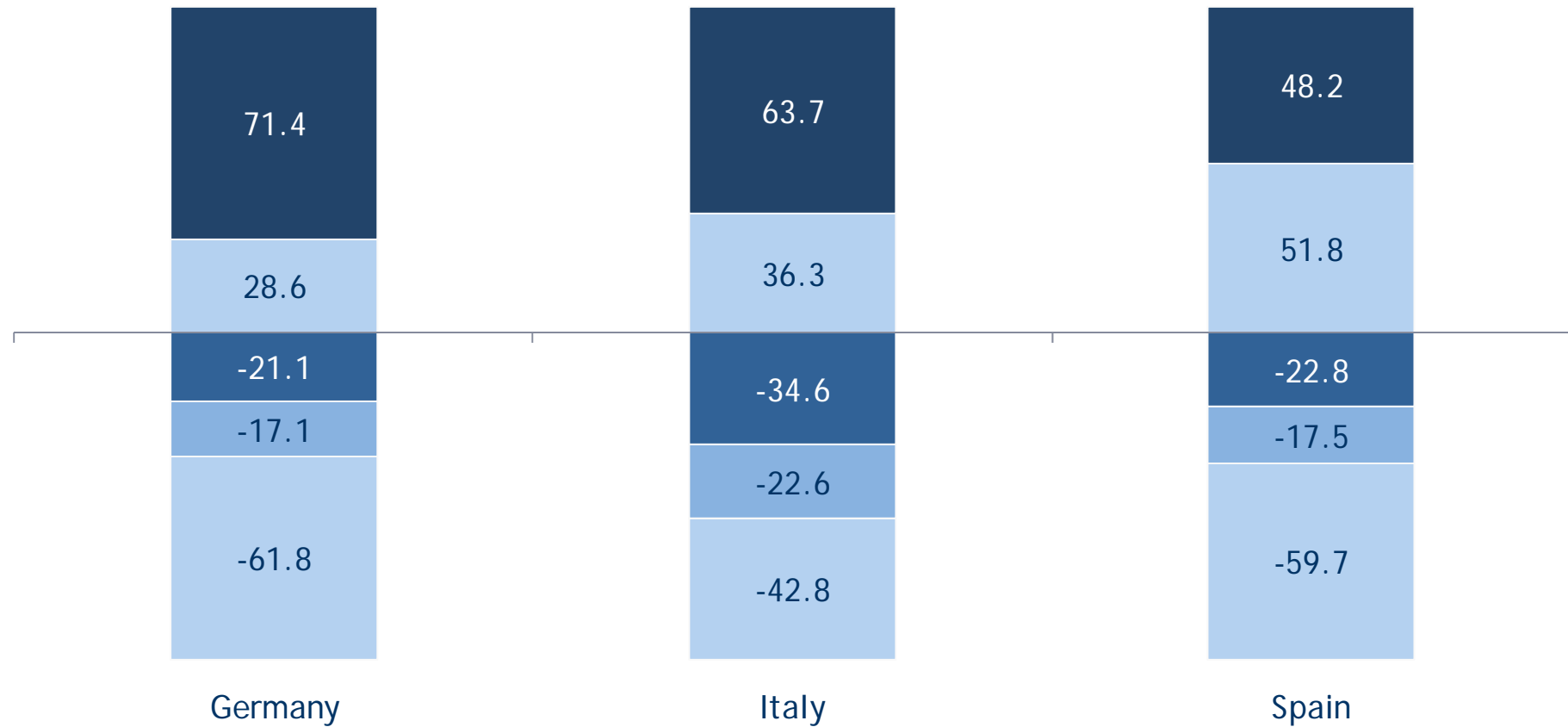
(data as % of total tangible assets; 2008)



■ CNT ■ Medium-term debt ■ Short-term debt ■ Current assets ■ Fixed assets

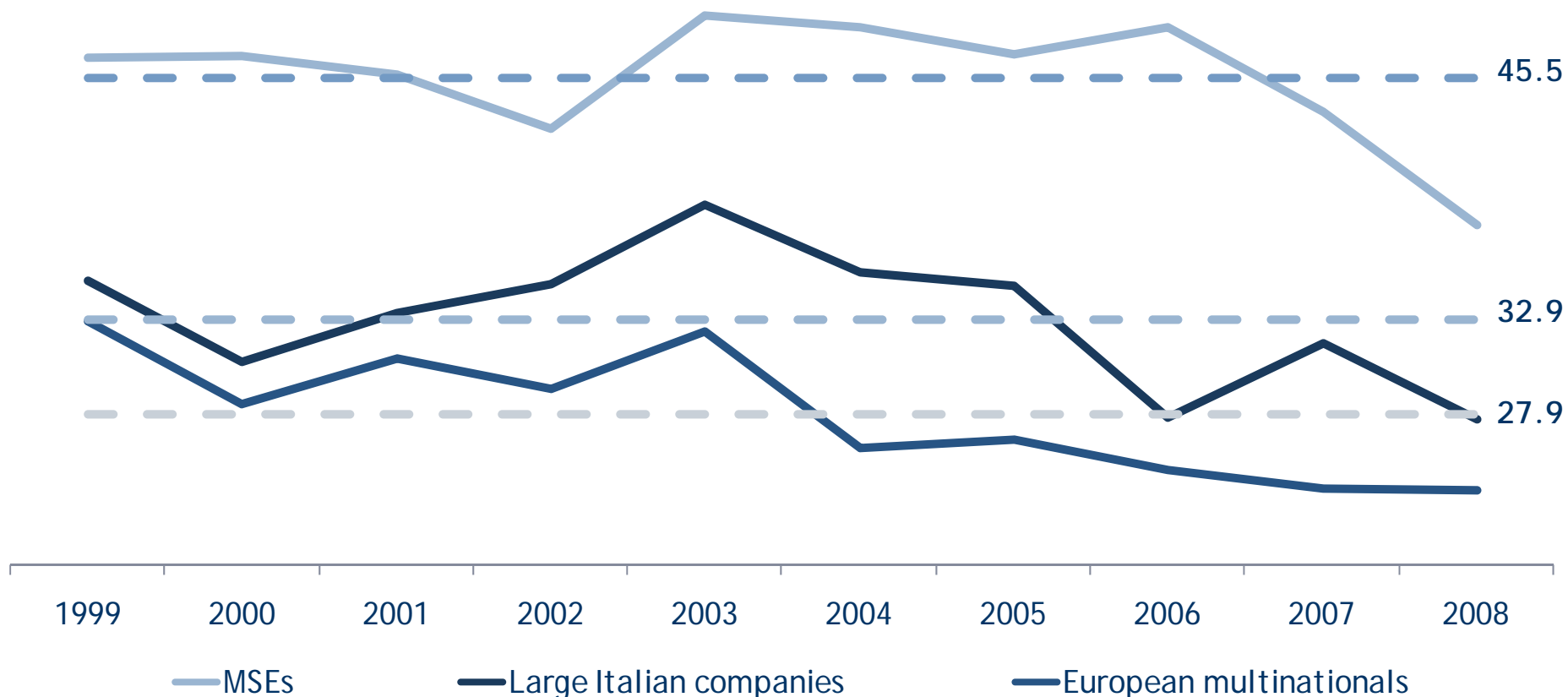
... not just in Italy

(data as % of total tangible assets; 2006)



■ CNT
 ■ Medium-term debt
 ■ Short-term debt
 ■ Current assets
 ■ Fixed assets

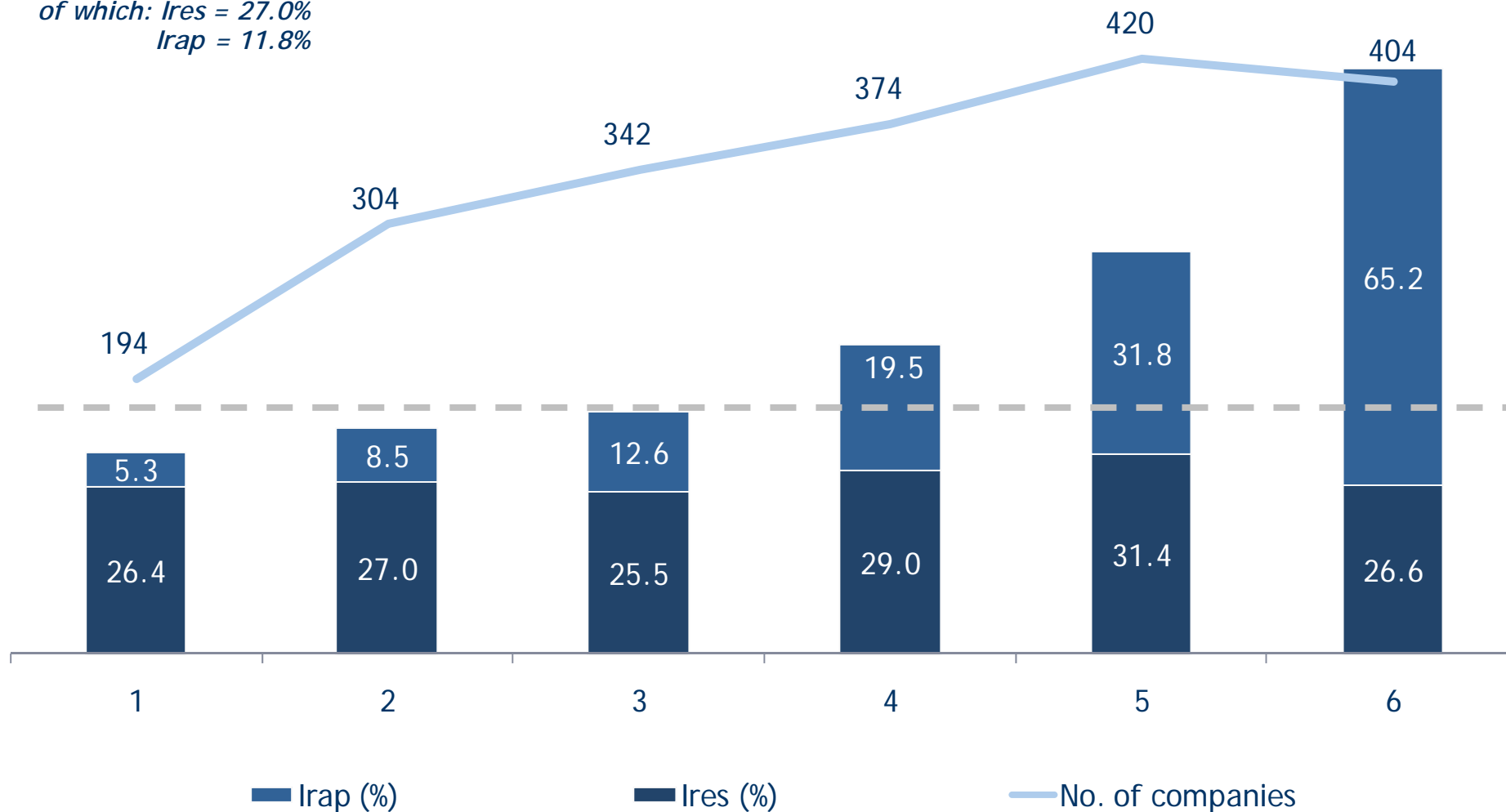
Tax rates different, including versus European peers ...



... but unusually progressive

(Data refer to MSEs for which details are available tax; 2008)

Average tax rate = 38.8%
of which: Ires = 27.0%
Irap = 11.8%



Simulation: large enterprise tax rates applied to MSEs

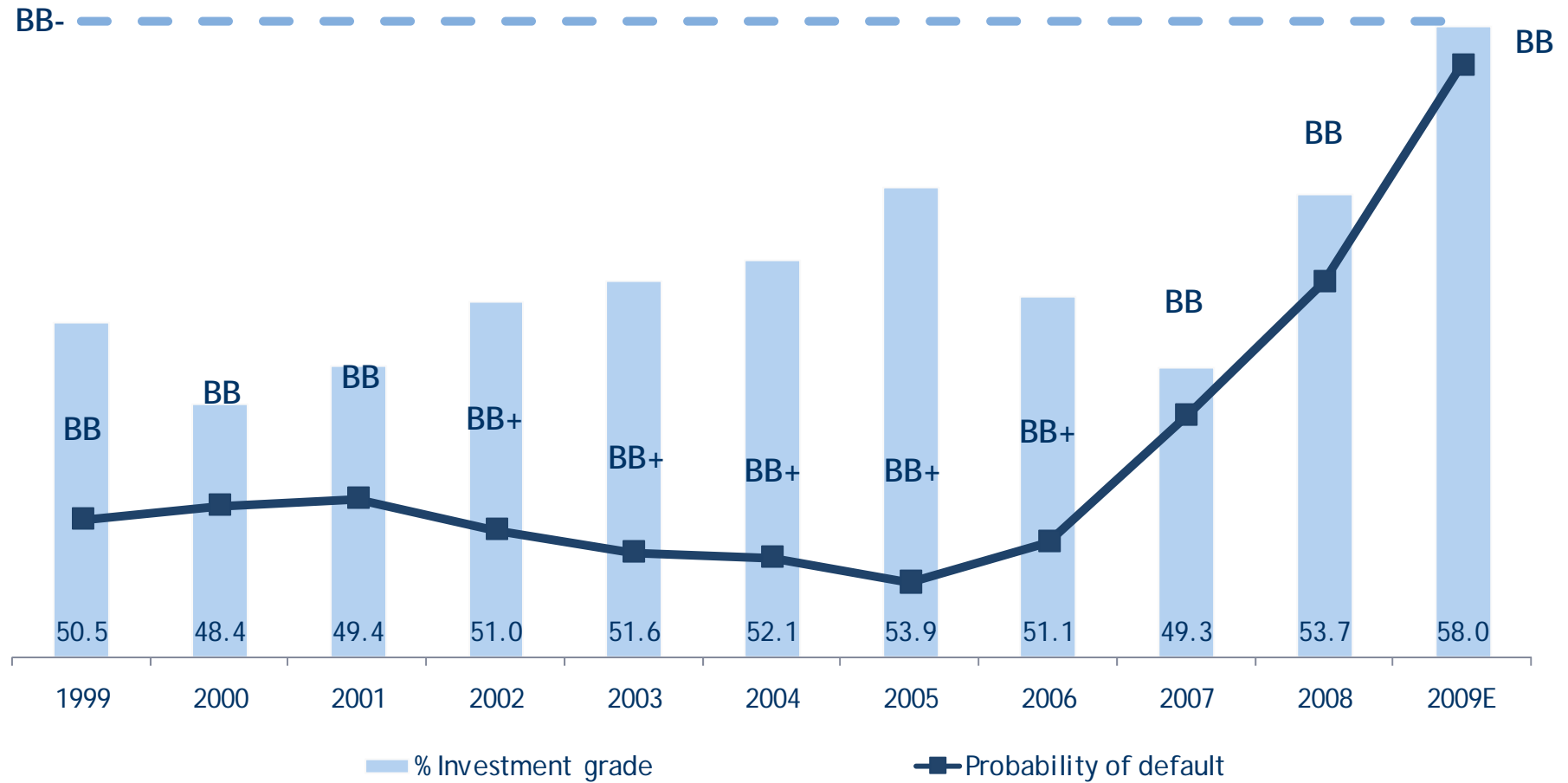
	Actual tax	"Theoretical" tax	Saving
	€m		
1999	3.082	2.307	775
2000	2.991	1.962	1.029
2001	2.843	2.065	778
2002	2.766	2.234	532
2003	2.762	2.198	564
2004	3.089	2.260	829
2005	3.334	2.464	870
2006	3.915	2.251	1.664
2007	4.053	2.927	1.126
2008	3.008	2.196	812
Totale	31.843	22.864	8.979

The theoretical cumulative tax "saving" from 1999 as at end-2008 represents 20% of the net worth, 16% of the cumulative investments made during the period, and 24% of the total profits earned during the ten years.

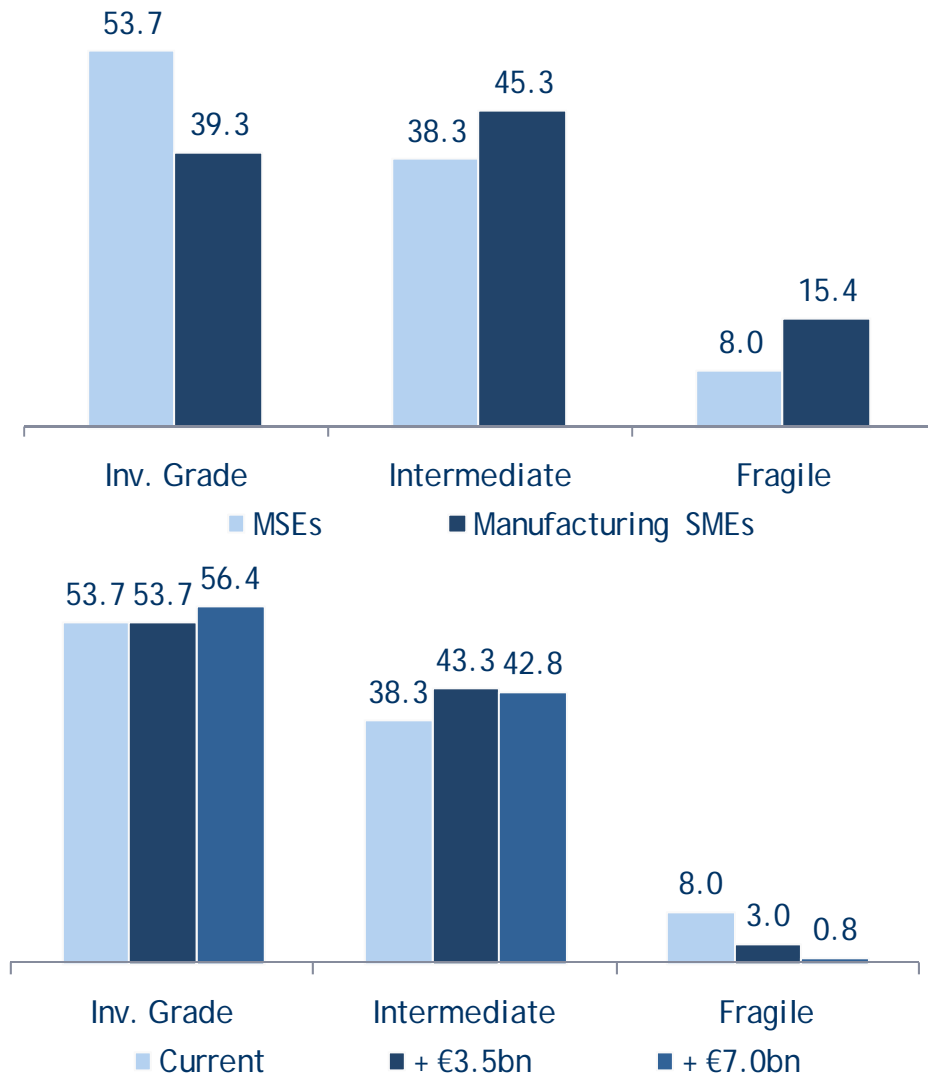


Just below investment grade and receding ...

(R&S-Unioncamere scoring model; 2009 data estimated)



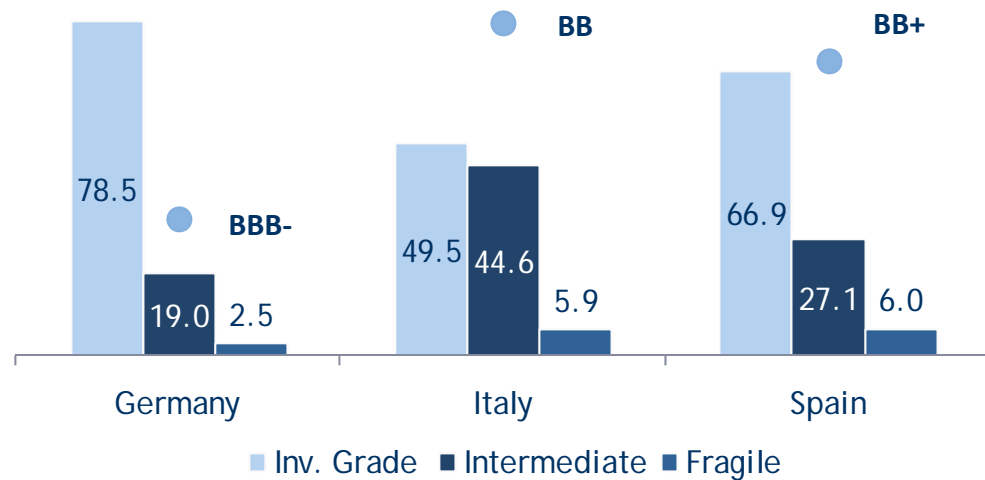
... but far above the average of SMEs (R&S-Unioncamere scoring model)



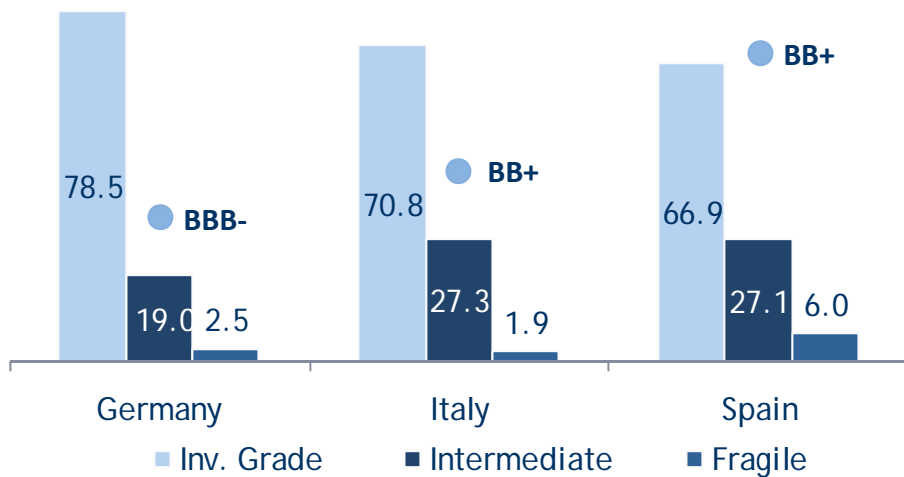
How the distribution of Italian MSEs would change in the event of recapitalizations of "fragile" MSEs totalling €3.5bn and €7bn respectively

Italian MSEs less solid, but with lower taxes...

(R&S-Unioncamere scoring model, partially adapted, 2006 data)



Assuming that the savings accumulated from taxing Italian MSEs at the rate of taxation applied to large enterprise (approx. €7bn between 1999 and 2006) had been passed on to net equity, the Italian MSEs would have gained one notch, from BB to BB+



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