



Food Industry Monitor

Observatory on the performance of Italian companies
in the food sector

Presentation of results

Carminé Garzia
Pollenzo – 8th June 2017

The sample

809

companies

14

compartments

7

years of budgets

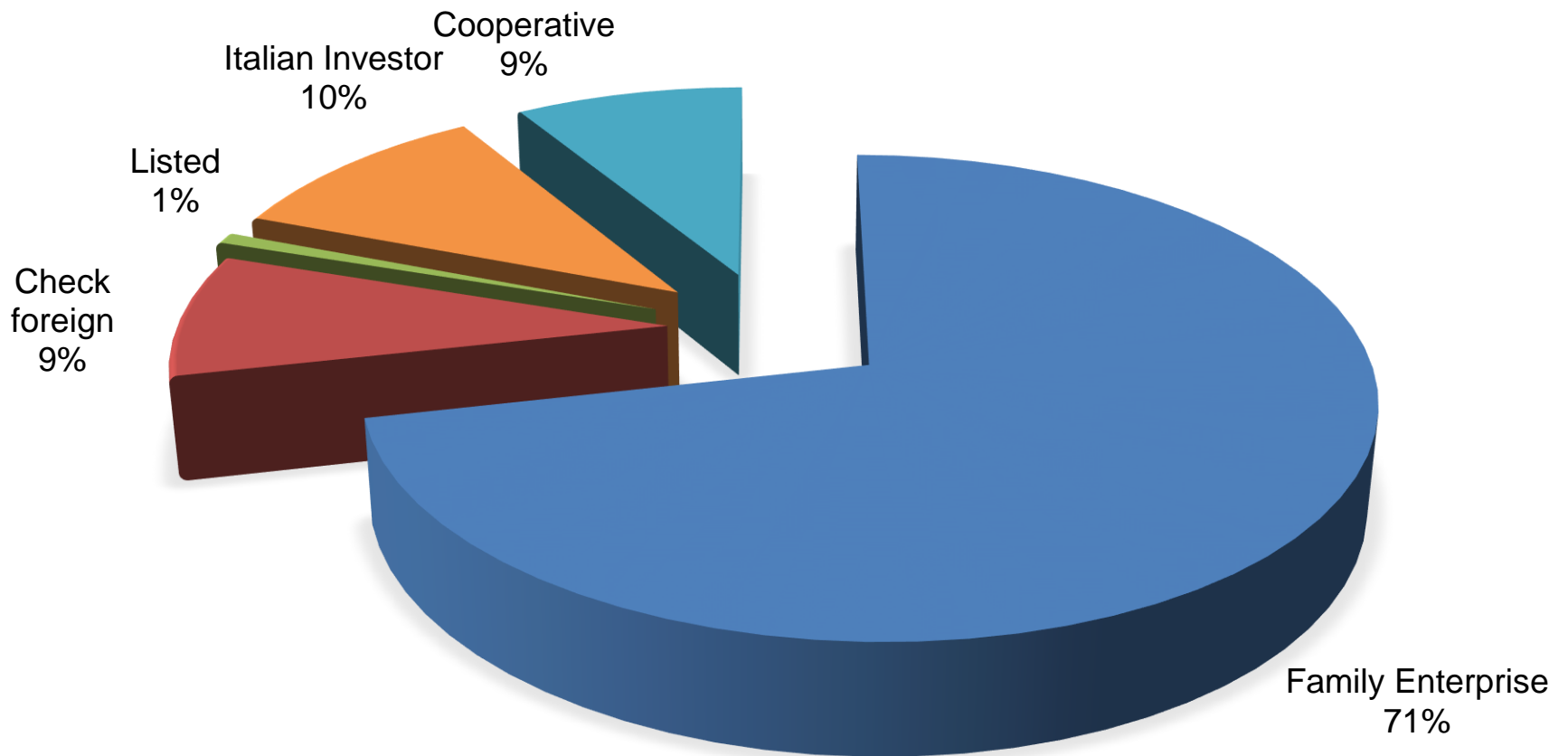
58

billions of revenues

70%

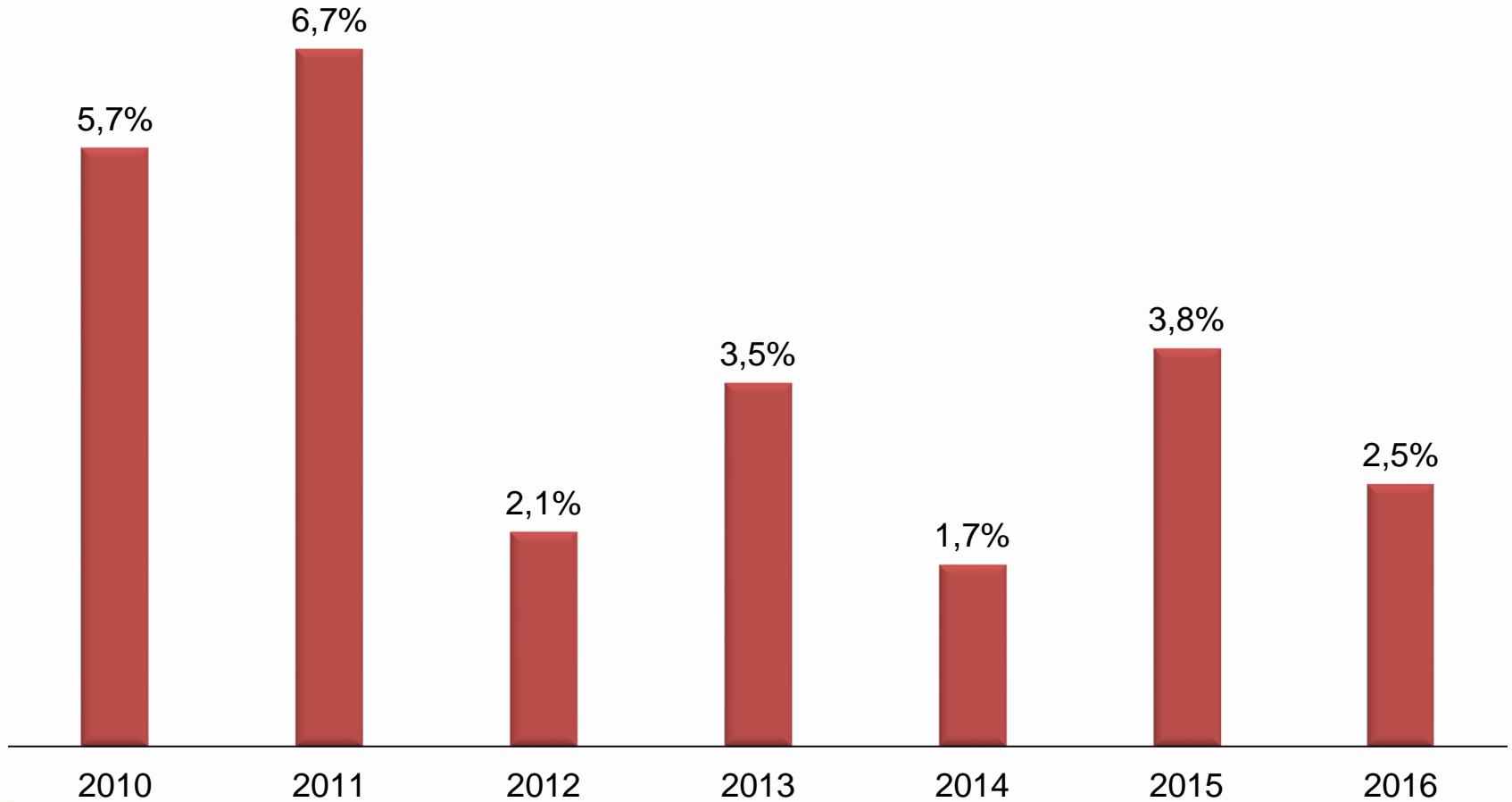
corporations

The sample - The ownership structure



Evolution of results - Growth

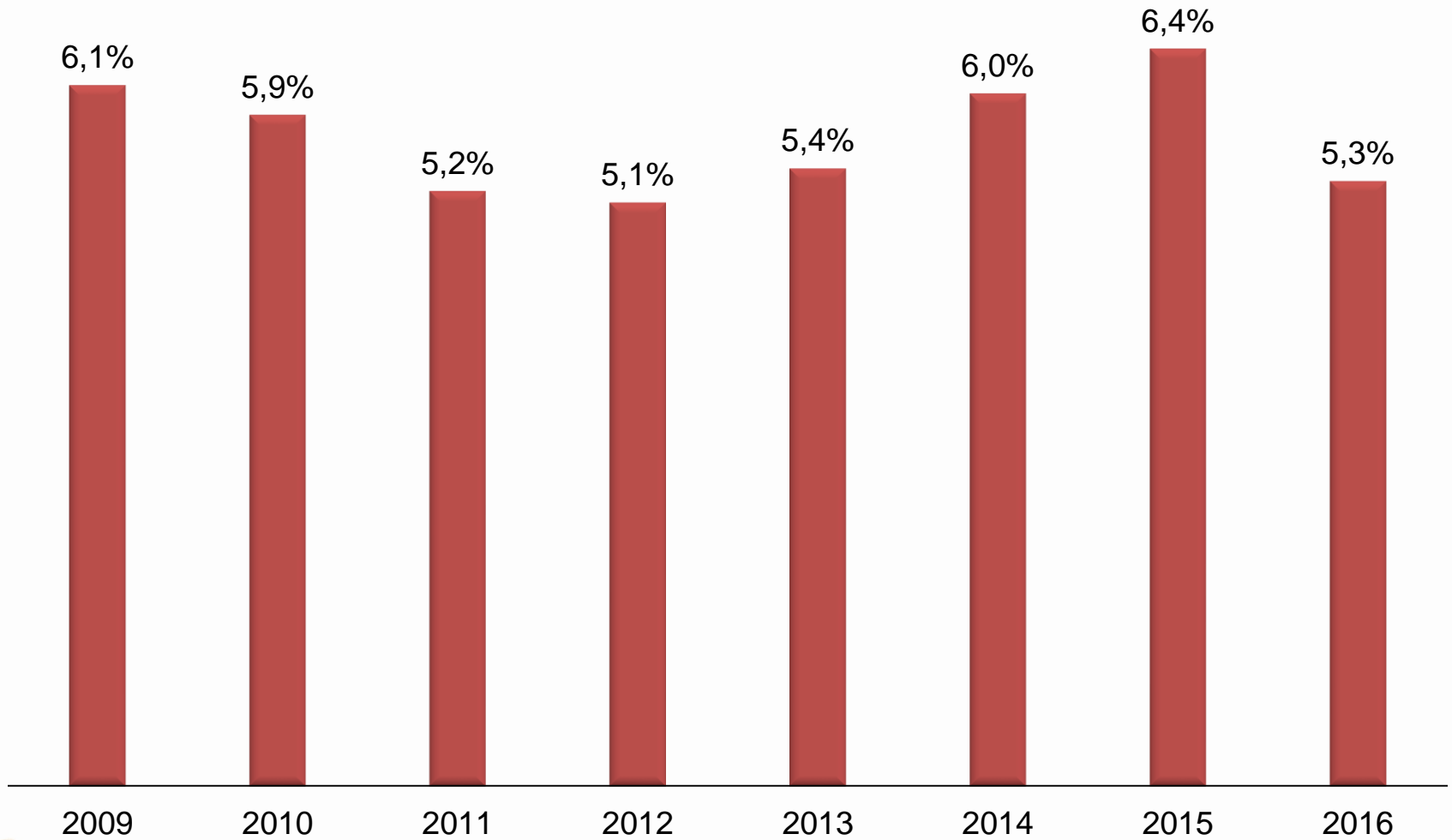
Rate of change in revenues (2010 - 2016)



*2016 projections

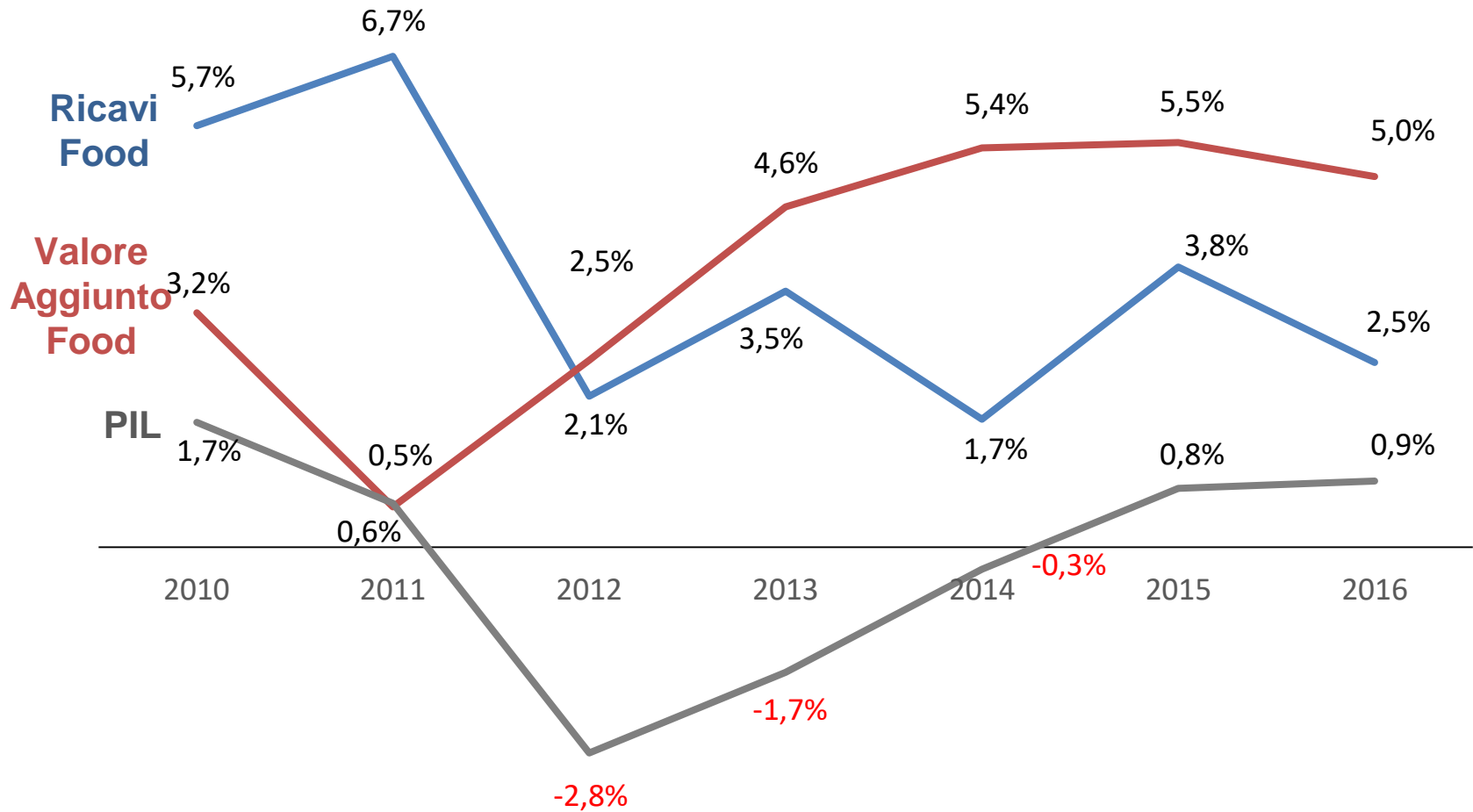
Evolution of results - Profitability

ROS (2009 - 2016)



*2016 projections

Evolution of results - Comparison with GDP

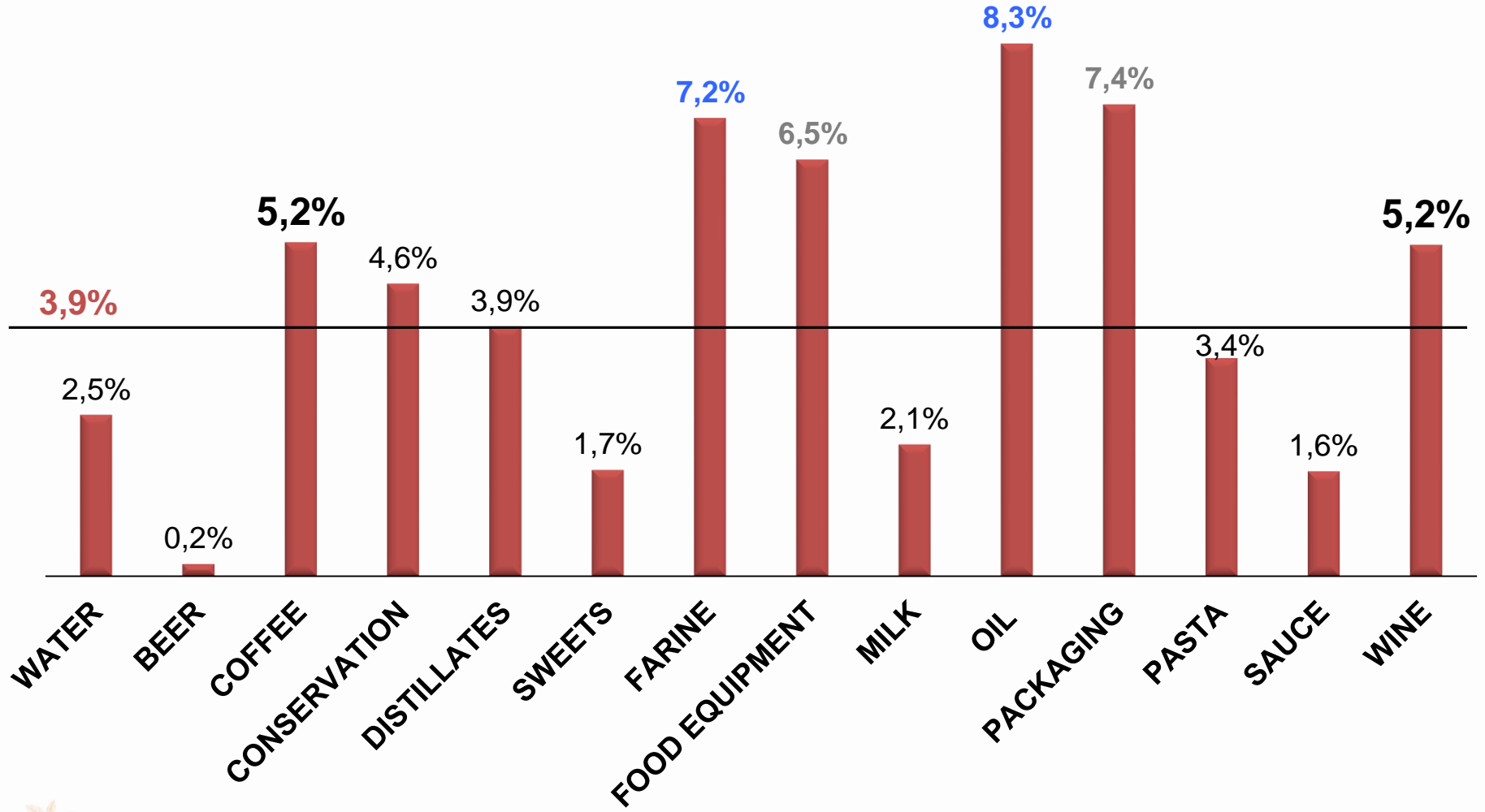


Source: IMF, World Economic Outlook, 2016; 2016 projections.



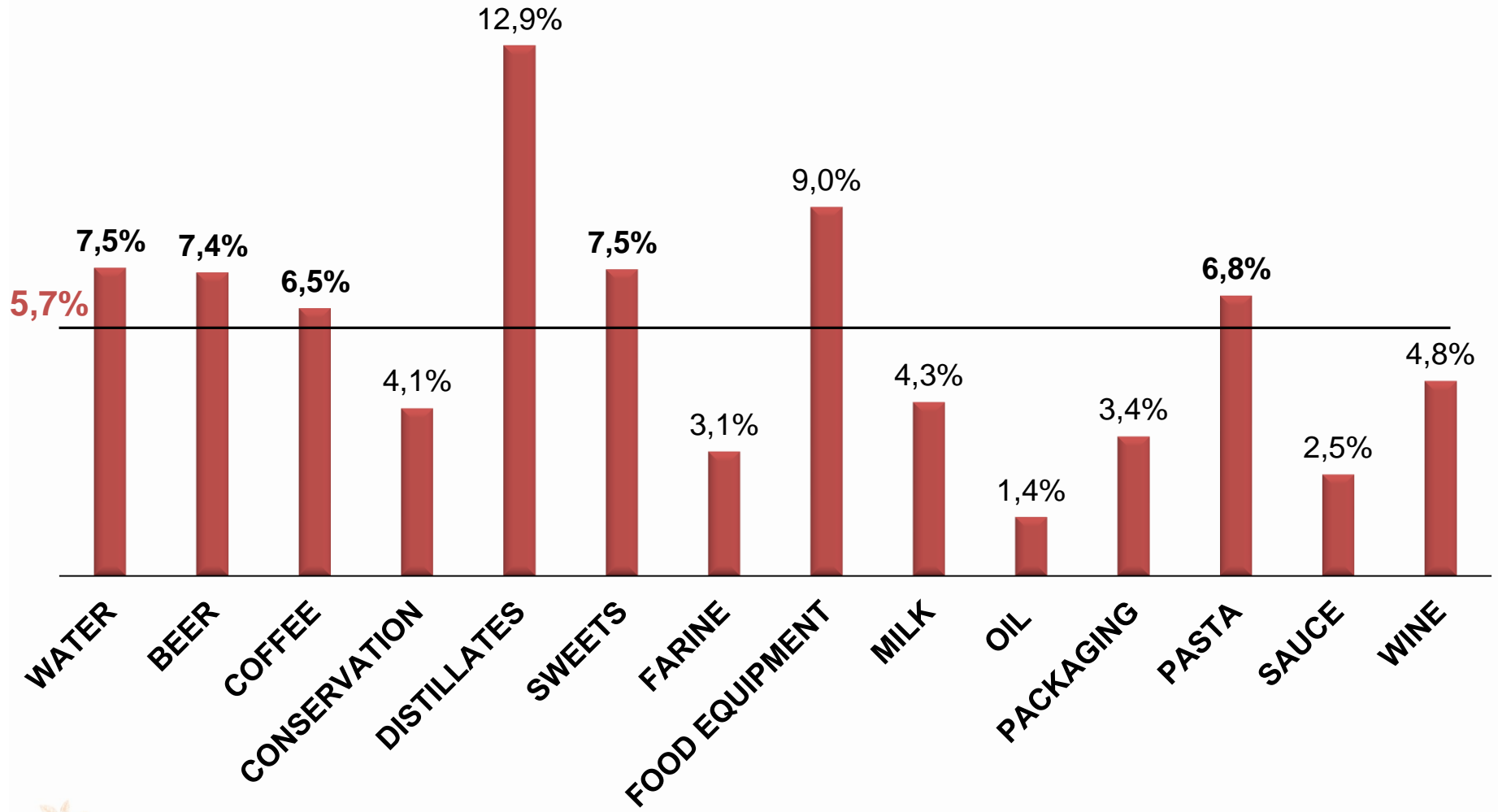
Sector analysis - Growth

Revenues CAGR (2009 - 2015)



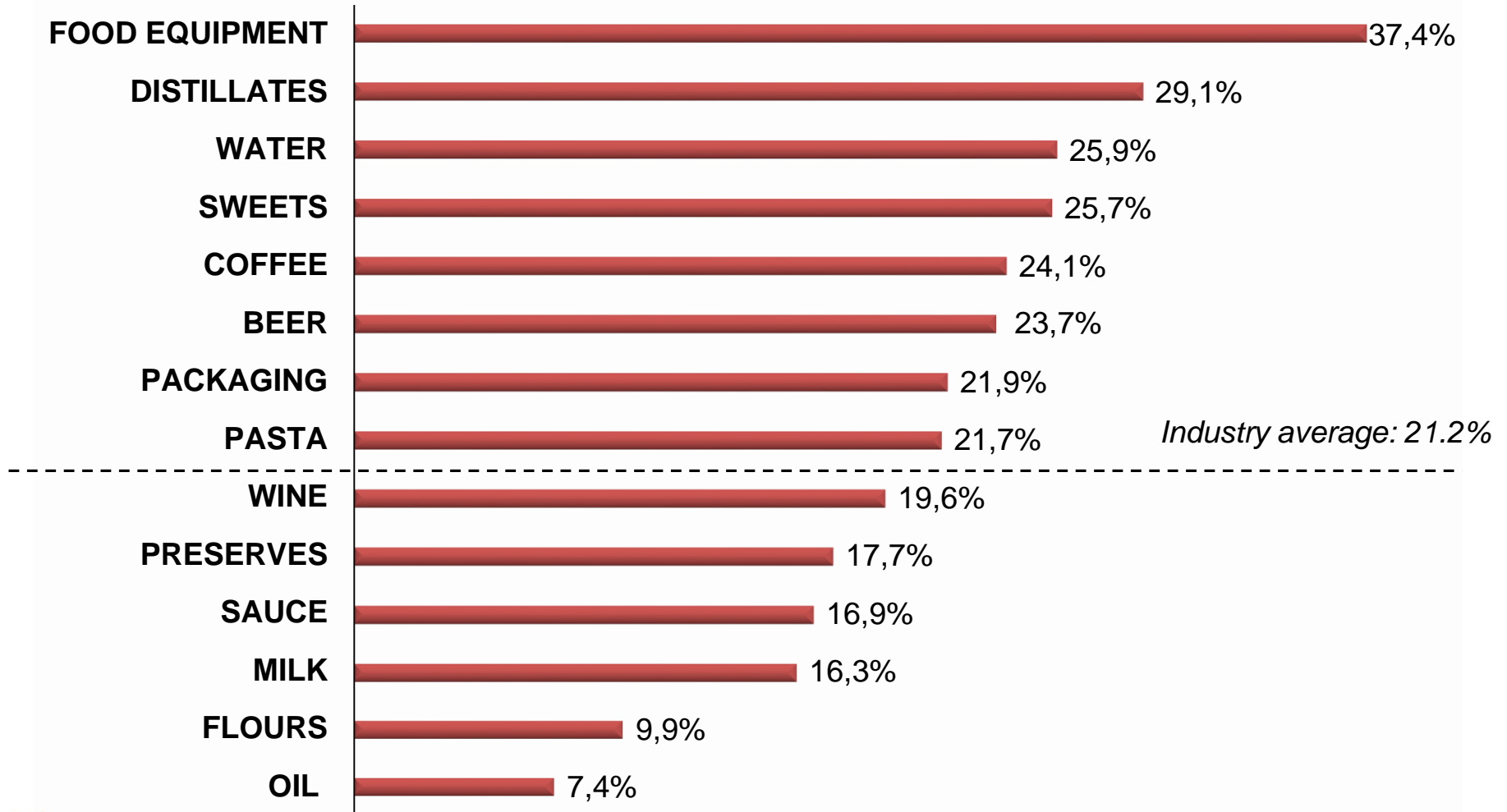
Segment analysis - Profitability of sales

ROS (2009 - 2015)



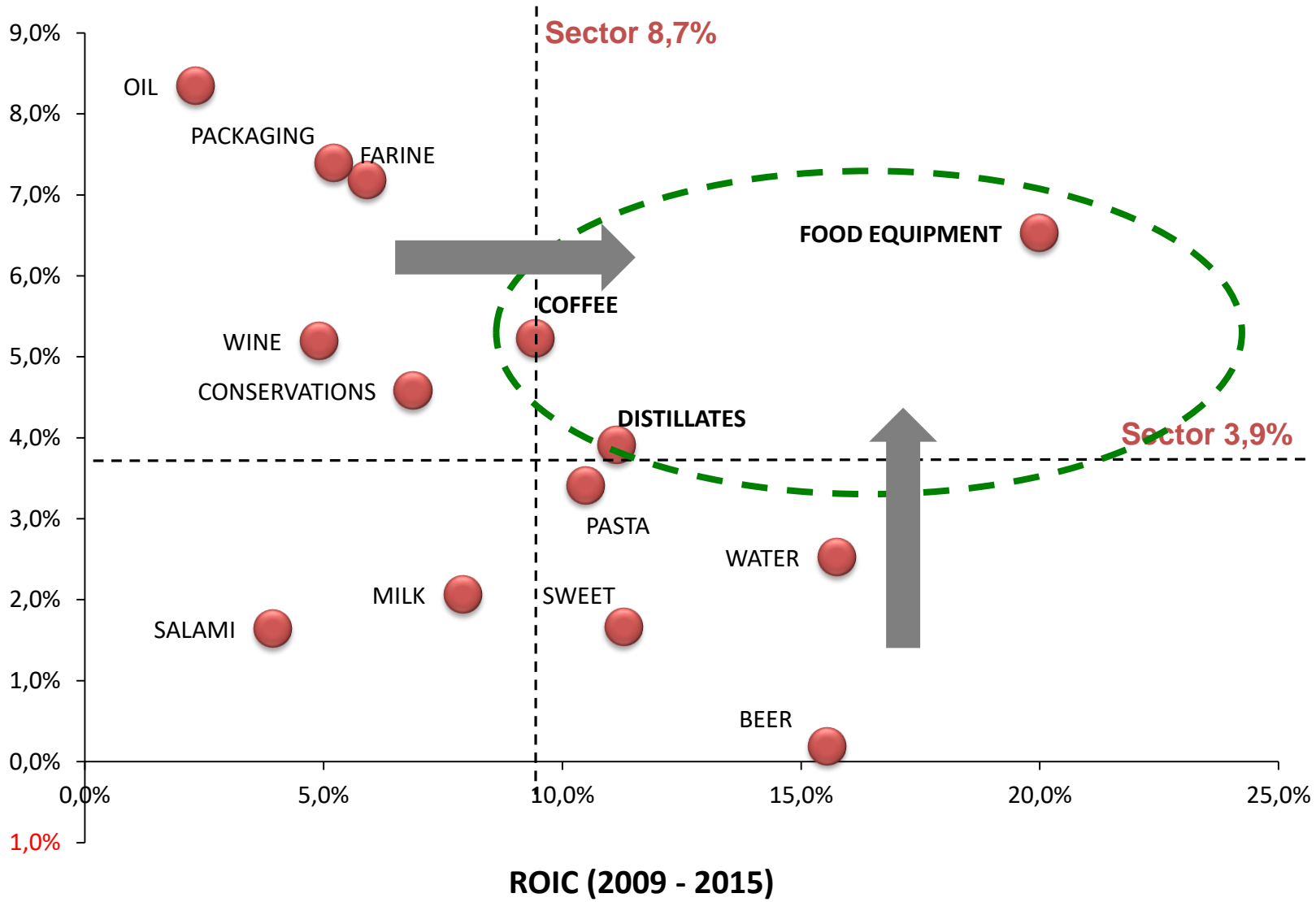
Industry analysis - Value added

Value Added/Revenues (2015)



Segment Analysis - Growth and Profitability 2009 - 2015

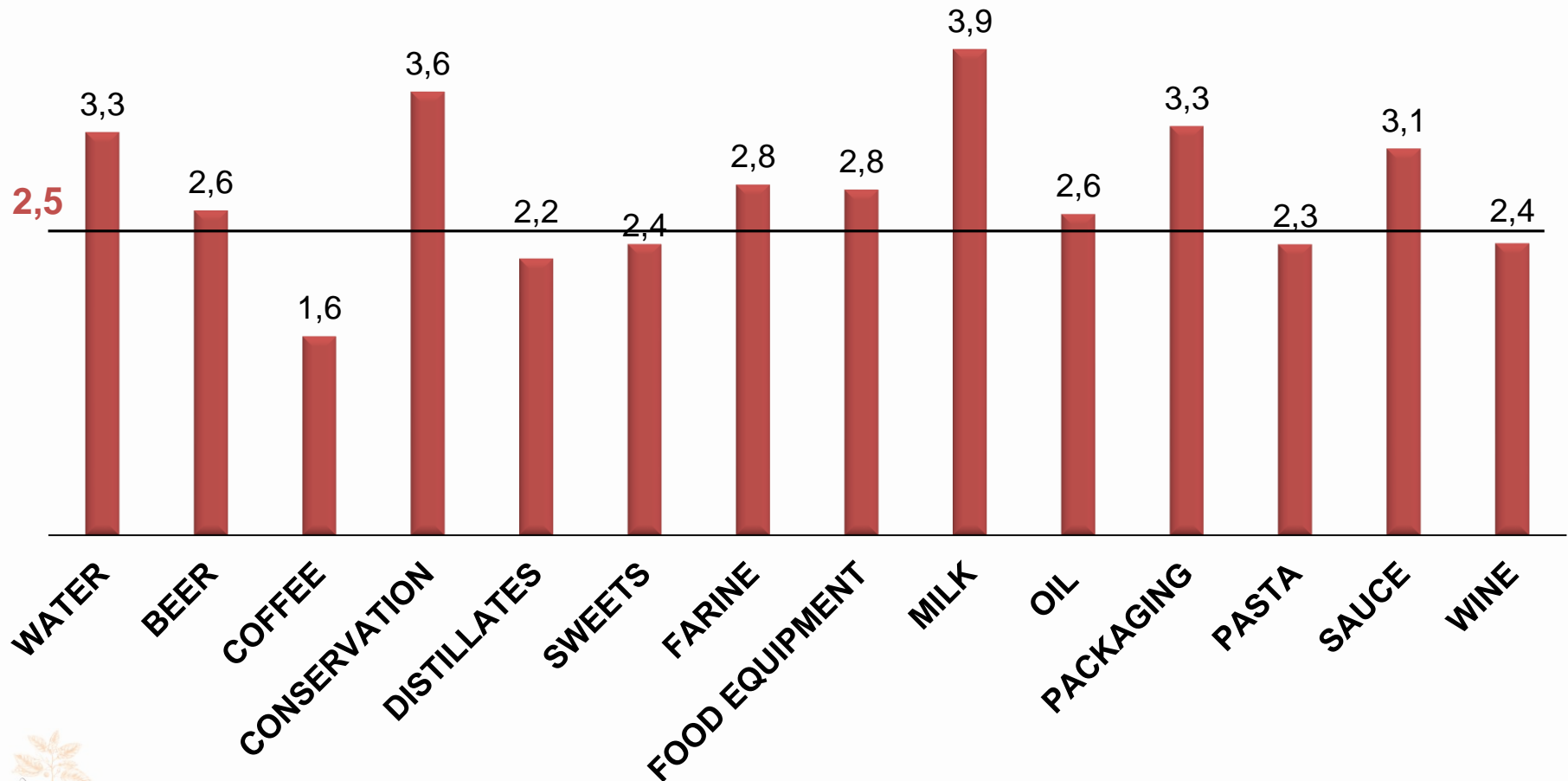
**CAGR
revenues
(2009 – 2015)**



Segment analysis - Financial structure

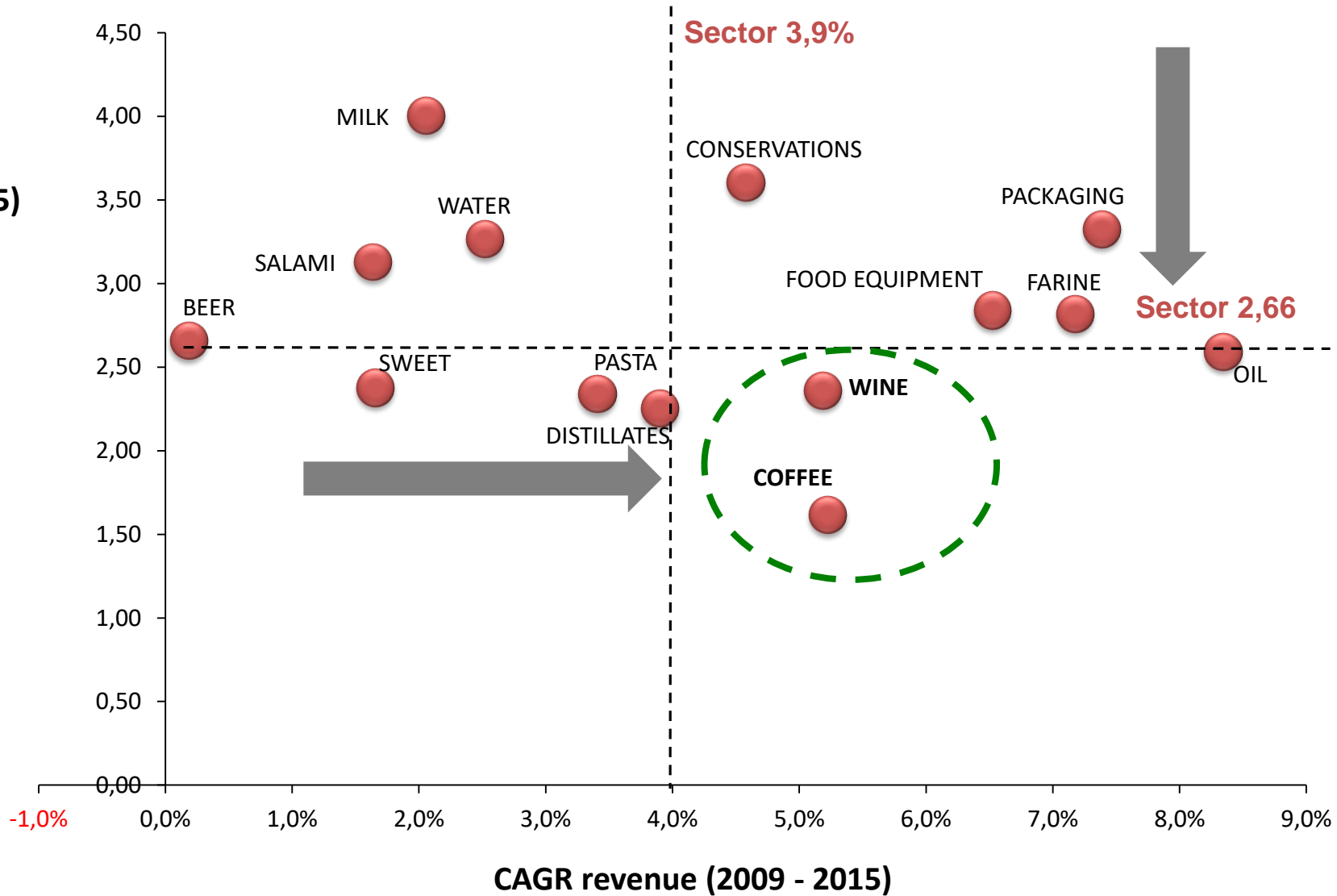
Debt Rate (2010 - 2015)

Average cost of debt (2009-2015): **4.9%**.



Segment Analysis - Debt and Growth 2009 - 2015

**Rate debt
(2010 - 2015)**



Analysis of compartments - Rank of compartments

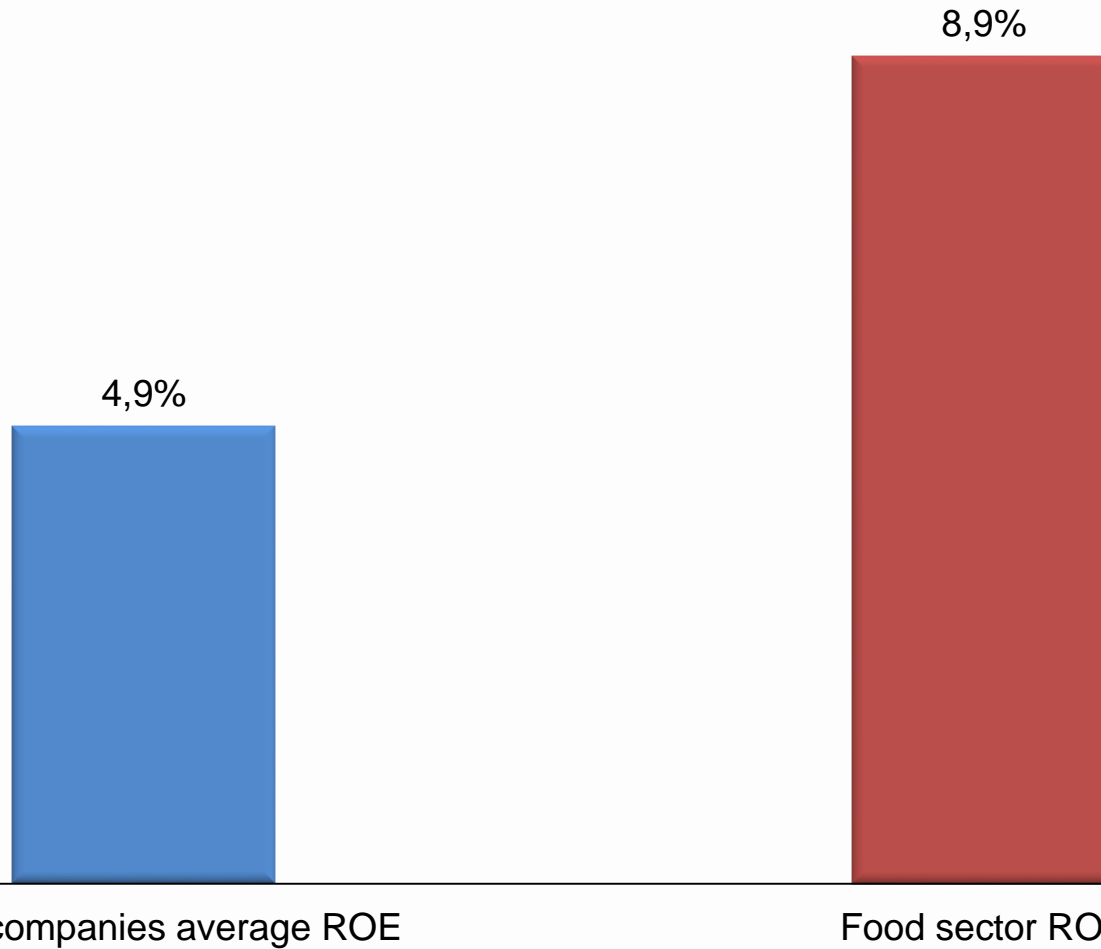
$$\text{Sustainable Growth Index} = \frac{(\text{CAGR revenues} * 100) * (\text{average ROS} * 100)}{\text{Average Indebtedness Rate}}$$

RANK 2015	COMPARTMENT	CAGR Revenues (2009-2015)	ROS Medium (2009-2015)	Indebted Rate Initial (2009-2015)	Sustainable Growth Index
1	DISTILLATES	3,9%	12,9%	2,2	22,6
2	COFFEE	5,2%	6,5%	1,6	21,3
3	FOOD EQUIPMENT	6,5%	9,0%	2,8	21,1
4	WINE	5,2%	4,8%	2,4	10,5
5	PASTA	3,4%	6,8%	2,3	9,9
6	FARINE	7,2%	3,1%	2,8	7,7
7	PACKAGING	7,4%	3,4%	3,3	7,7
8	WATER	2,5%	9,7%	3,3	7,5
9	SWEETS	1,7%	7,5%	2,4	5,3
10	CONSERVATIONS	4,6%	4,1%	3,6	5,3
11	OIL	8,3%	1,4%	2,6	4,6
12	MILK AND DERIVATIVES	2,1%	4,3%	3,9	2,2
13	MEAT PRODUCTS	1,6%	2,5%	3,1	1,3
14	BEER	0,2%	7,4%	2,6	0,5



Comparison with other sectors - Profitability

ROE Comparison (2010 - 2015)

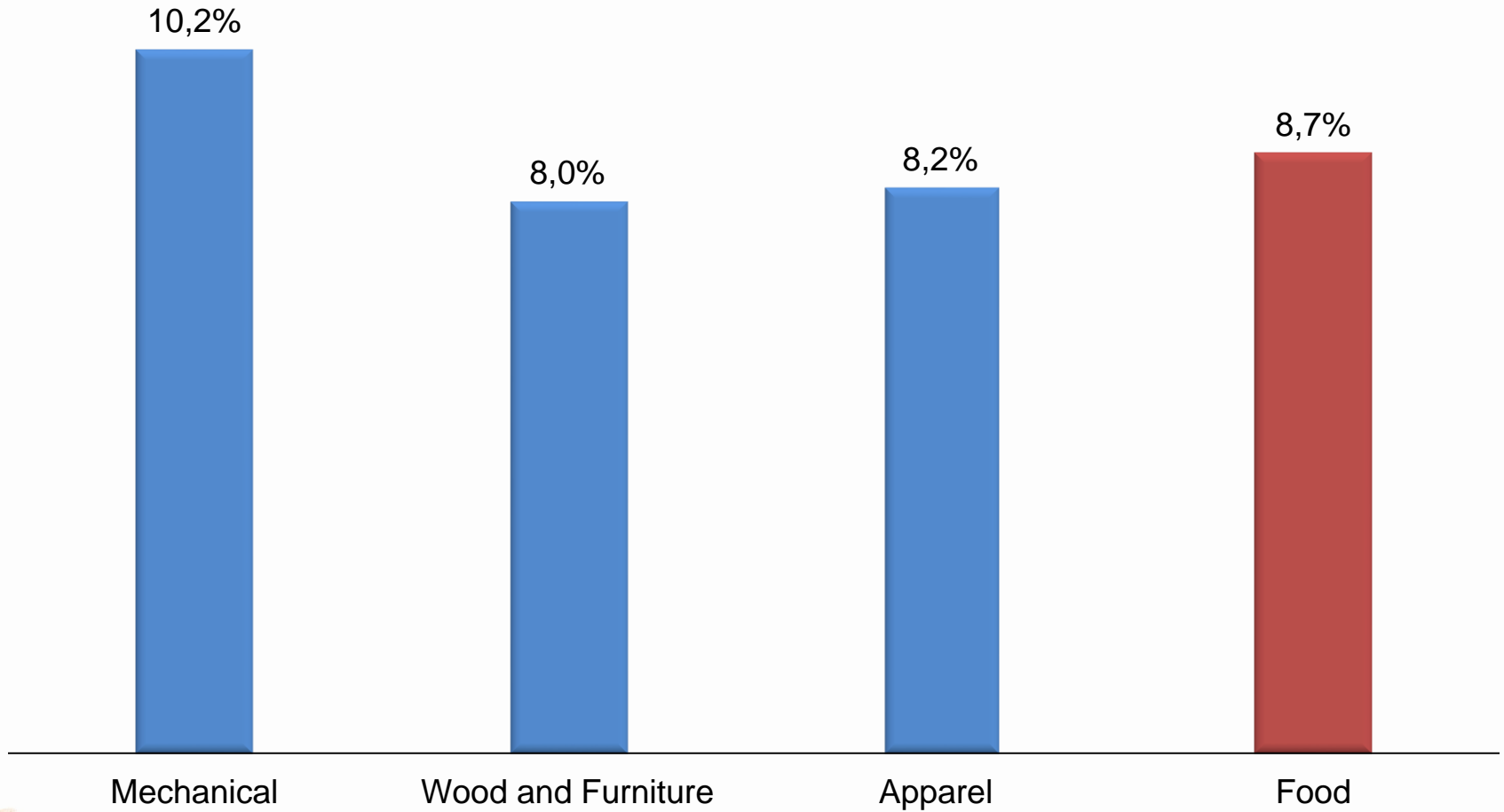


Source: MBRES, 2016



Comparison with other sectors - Profitability

ROI (2015)

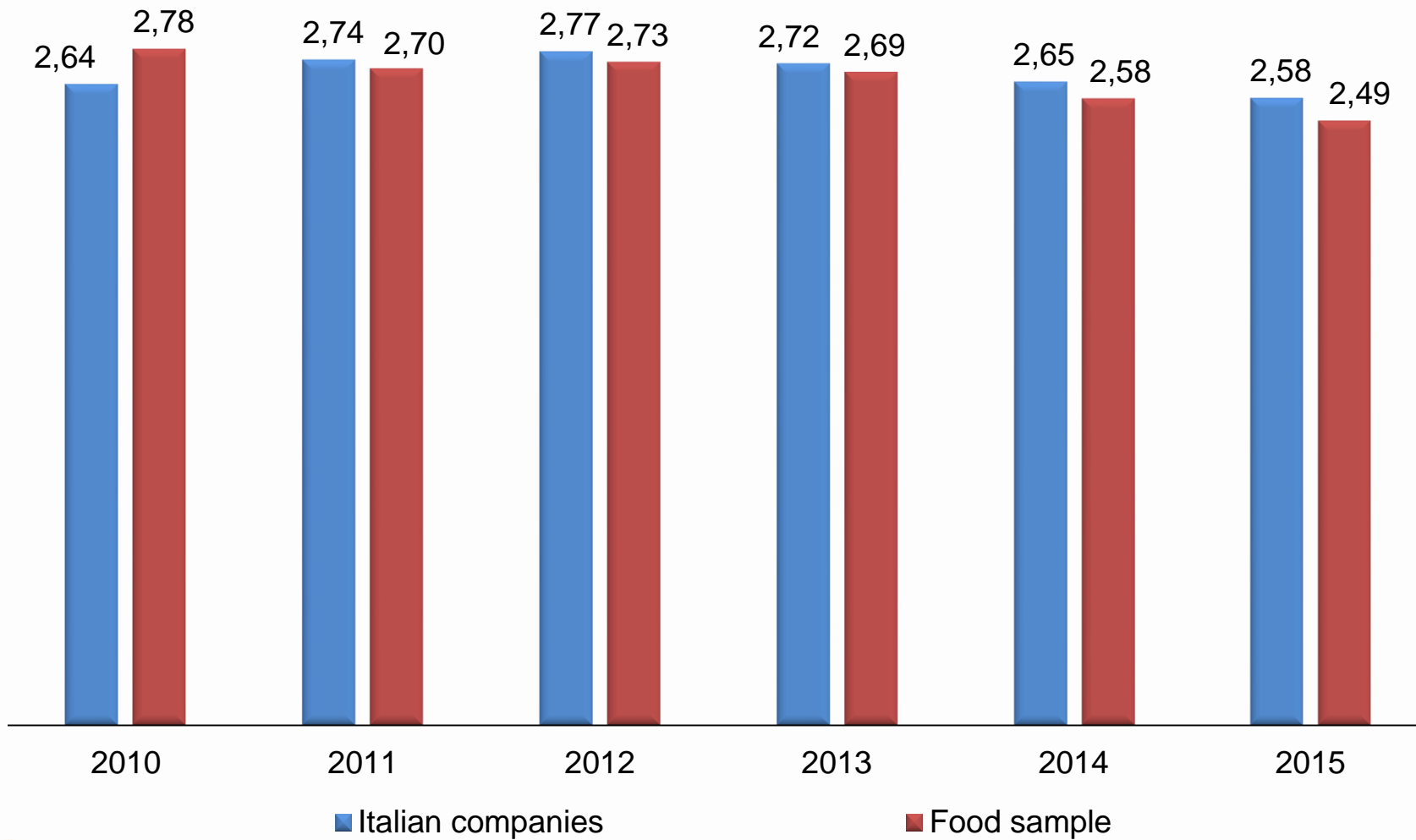


Source: MBRES, 2016



Comparison with other sectors - Financial structure

Initial rate of indebtedness (2010 - 2015)

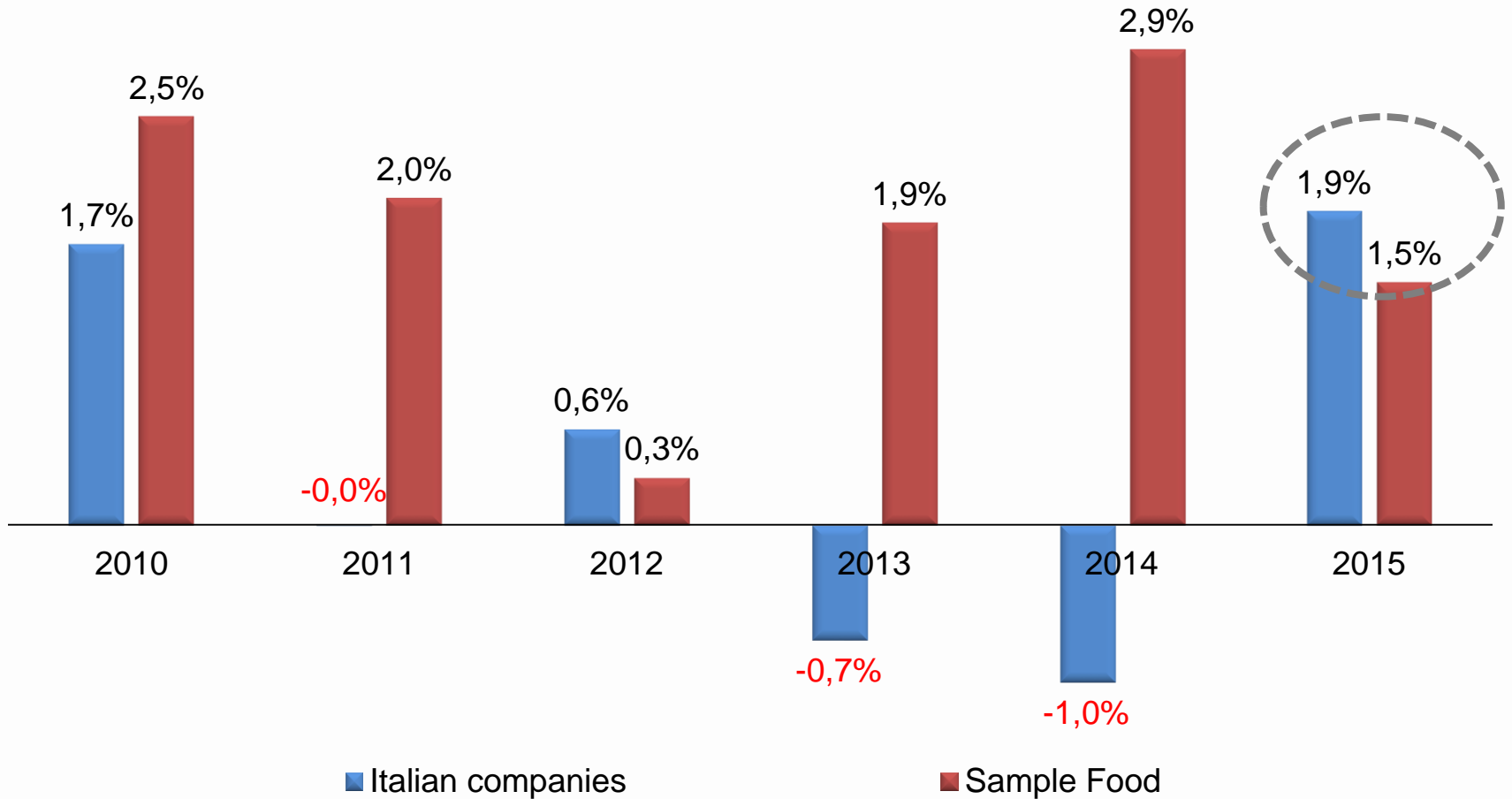


Source: MBRES, 2016



Comparison with other sectors - Investments

Rate of change in tangible fixed assets (2010 - 2015)

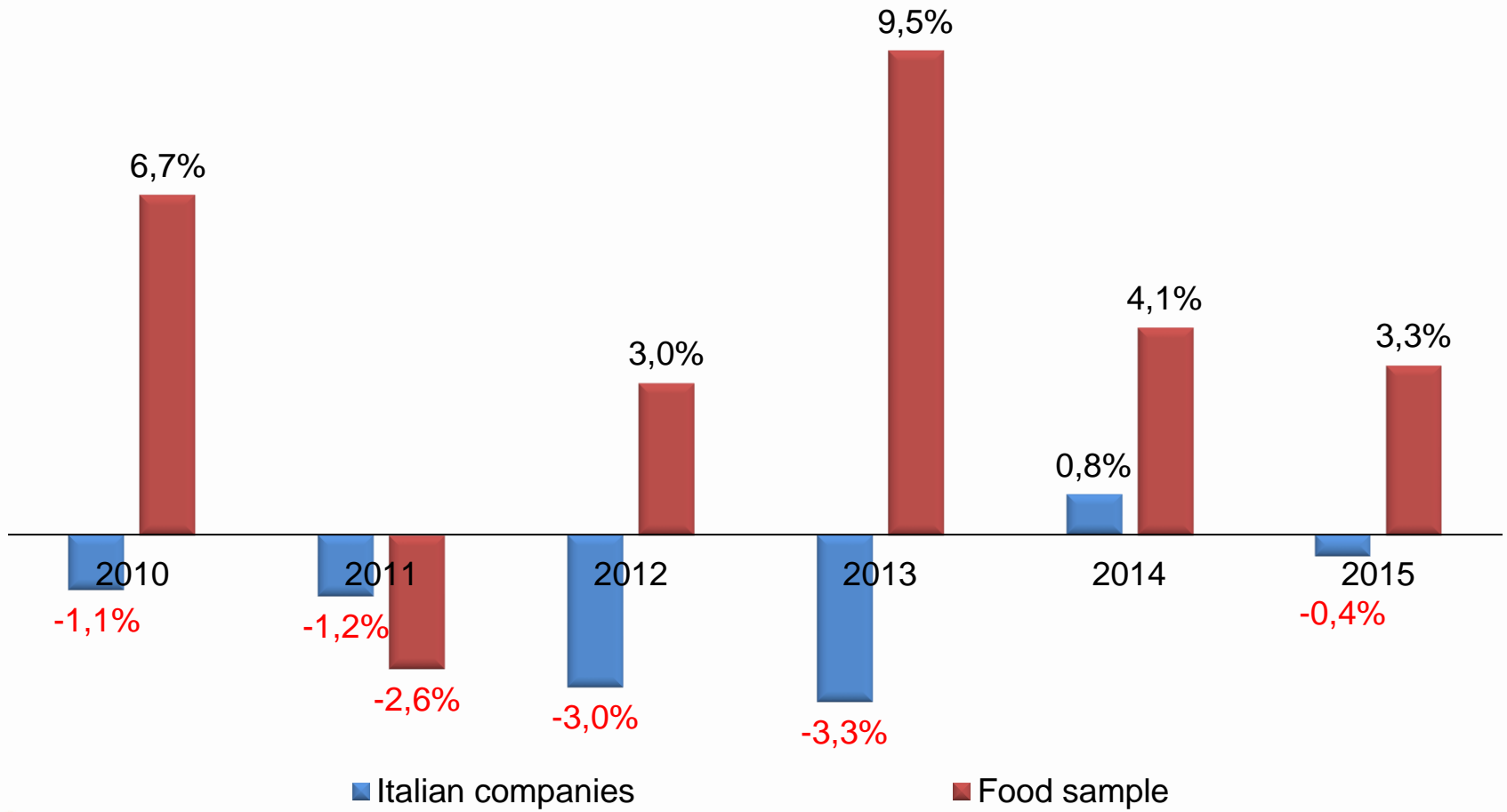


Source: MBRES, 2016



Comparison with other sectors - Investments

Rate of change in intangible assets (2010 - 2015)

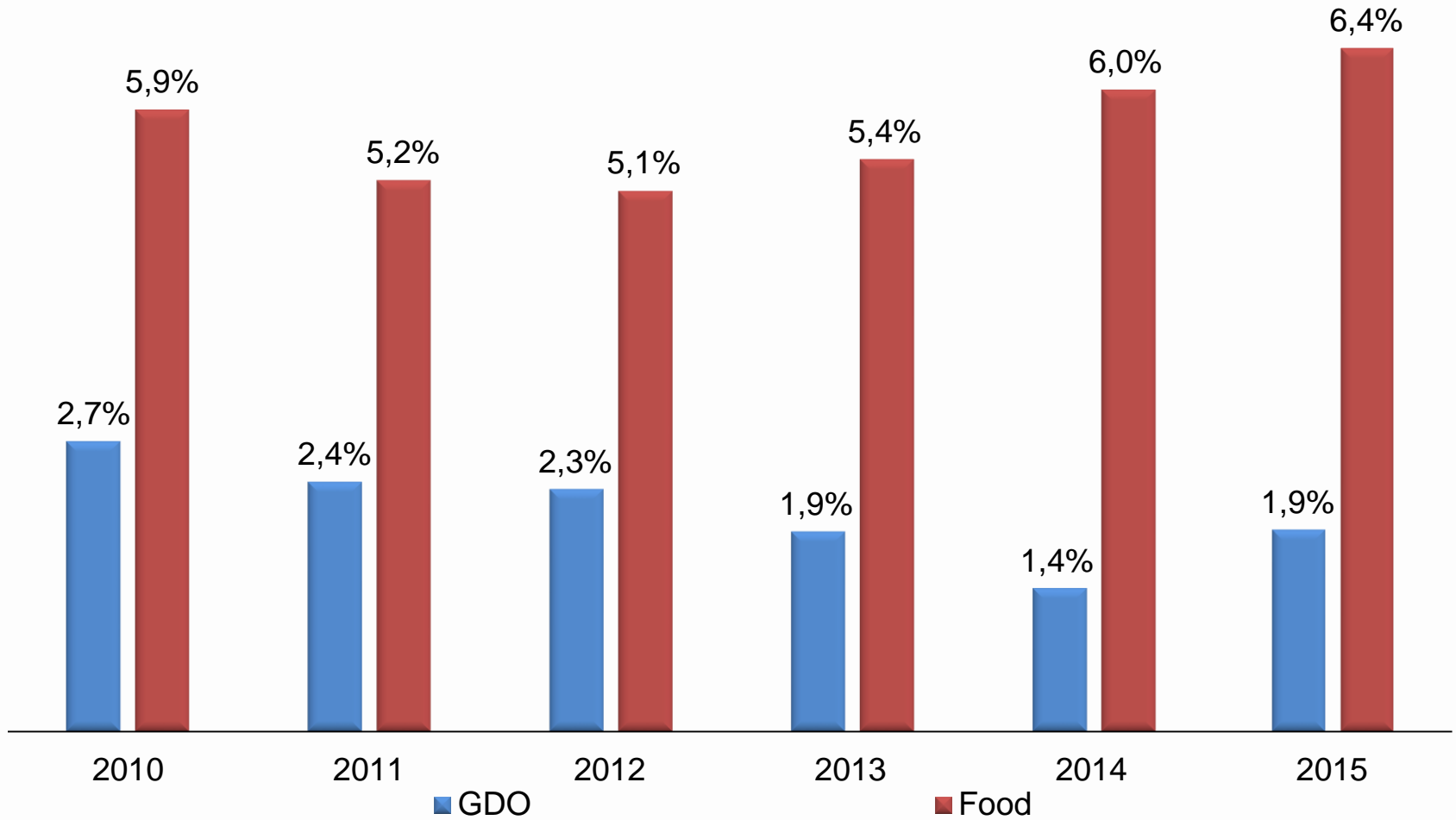


Source: MBRES, 2016



Comparison with large-scale retail trade - Profitability of sales

ROS for large-scale distribution vs. food (%)

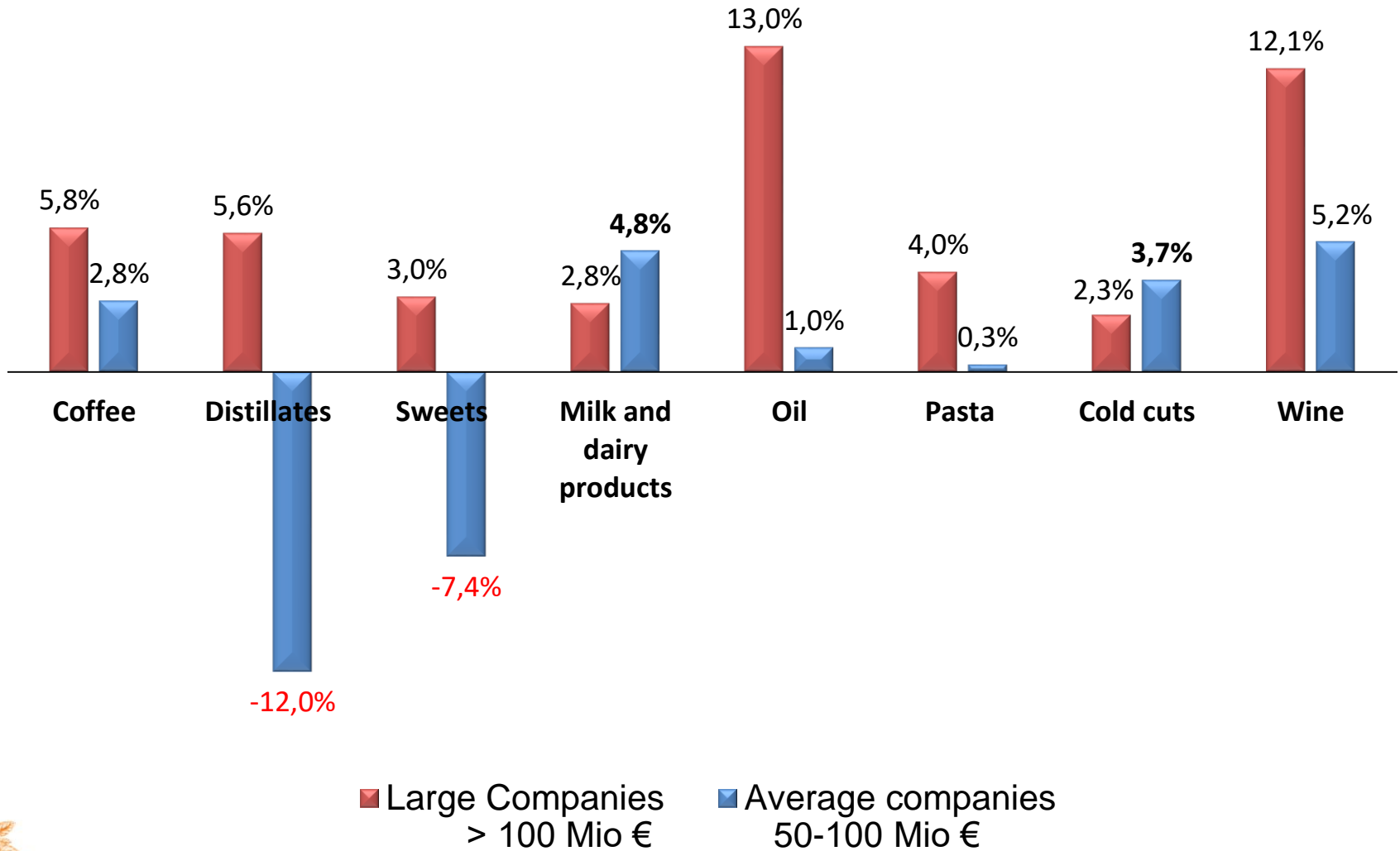


Source: MBRES, 2016



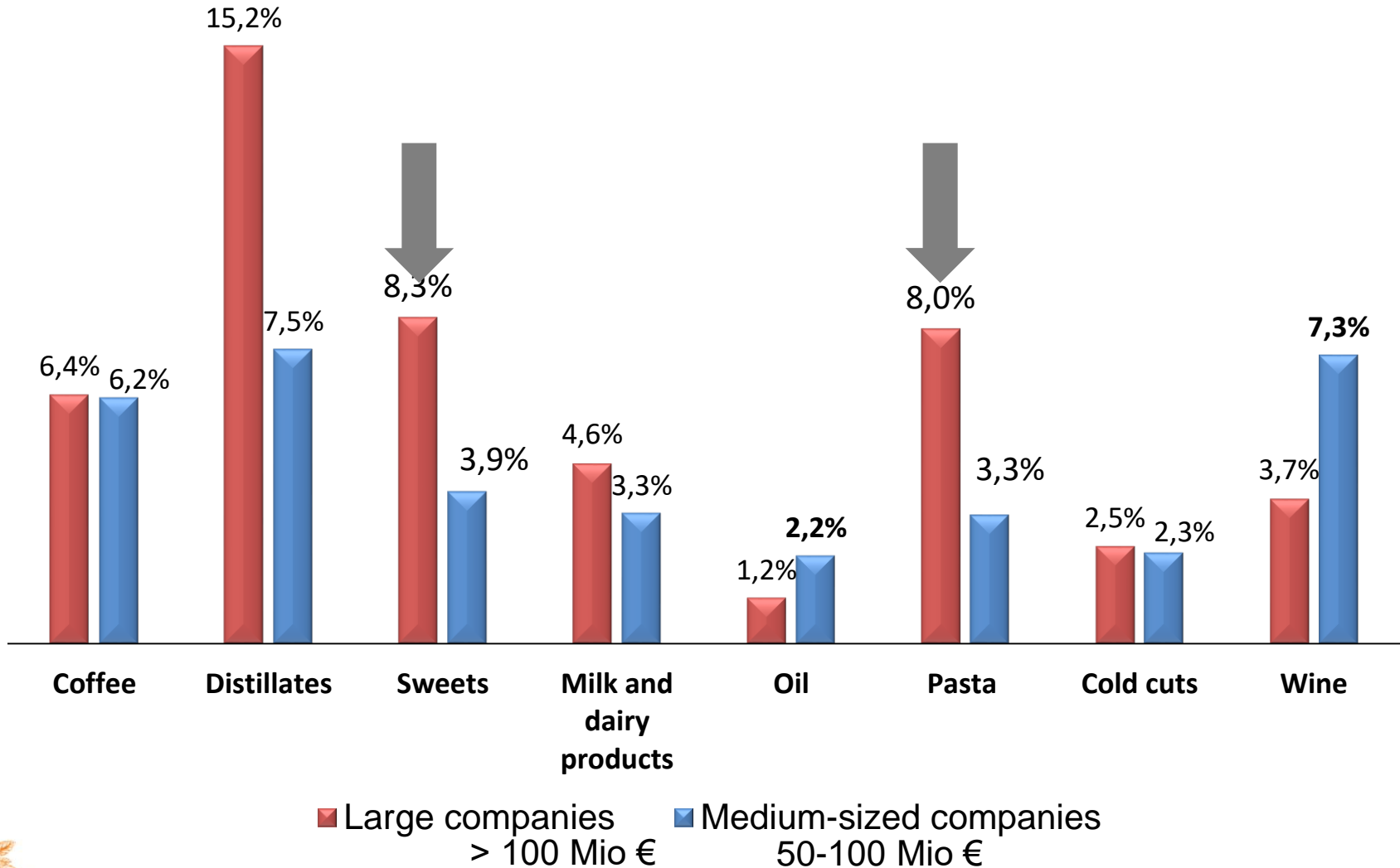
Food sector - Analysis by size classes

CAGR- Growth Revenues (2009 - 2015)



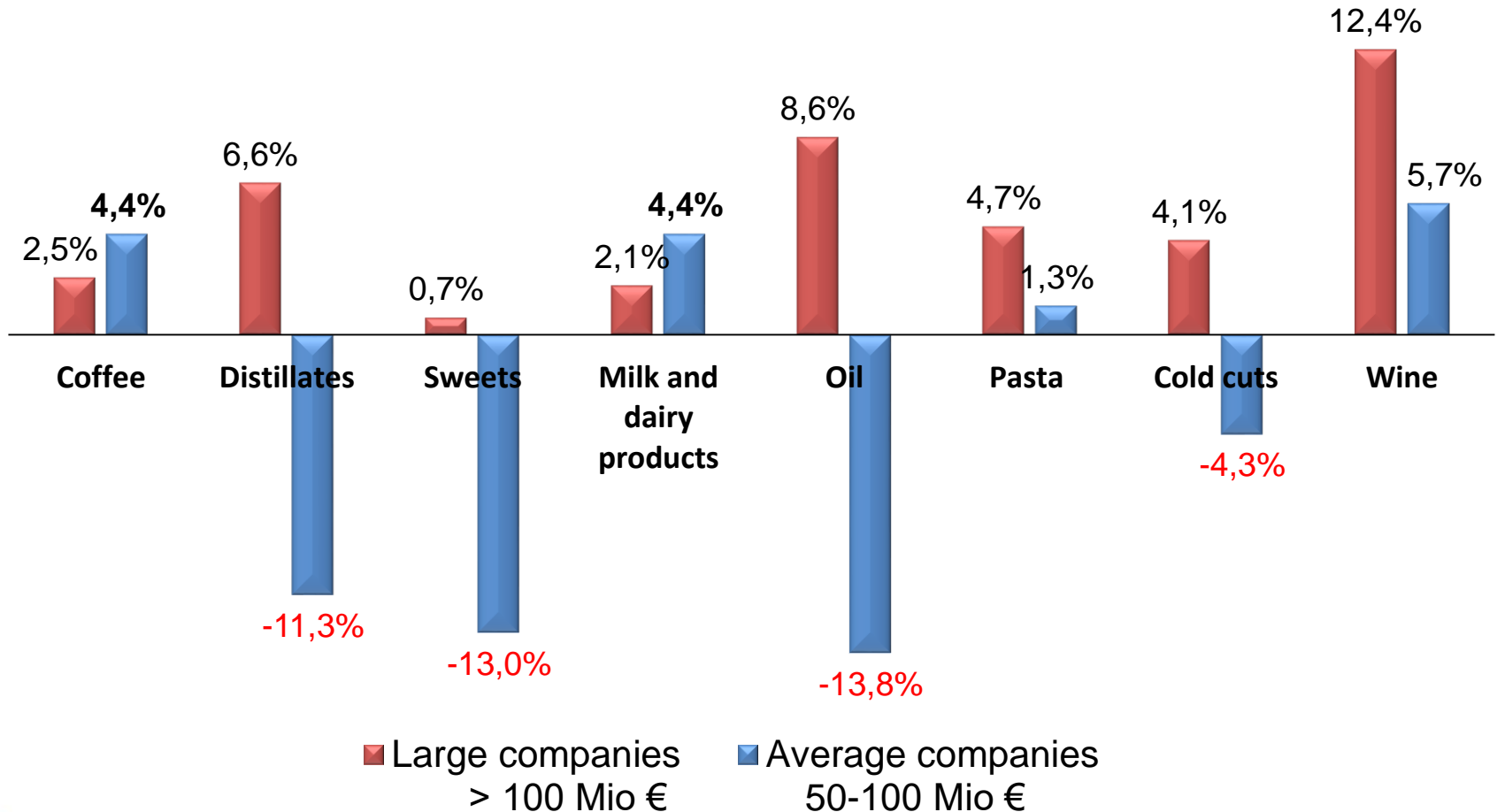
Food sector - Analysis by size classes

ROS (2009 - 2015)



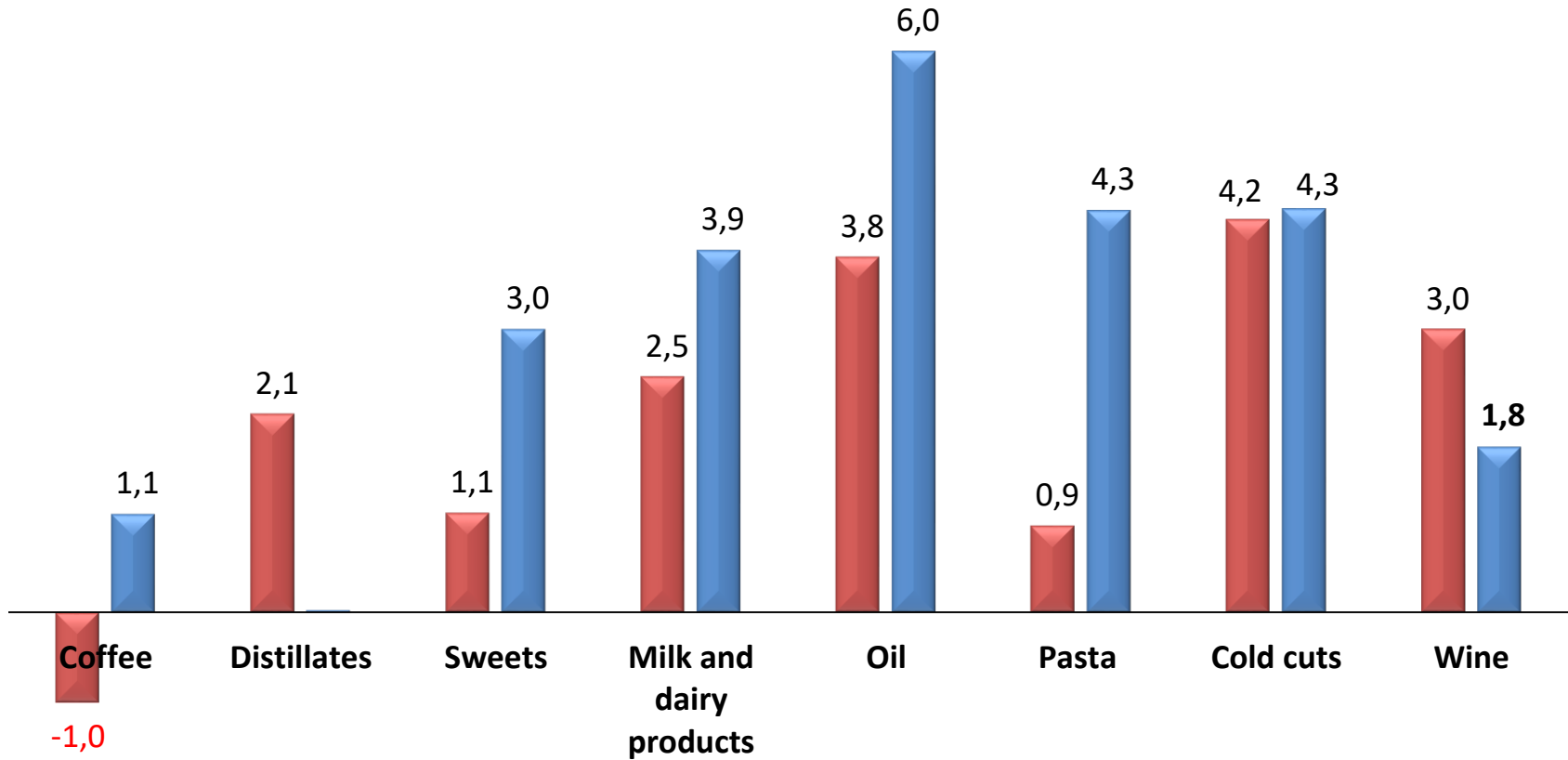
Food sector - Analysis by size classes

Growth in material investments (2010 - 2015)



Food sector - Analysis by size classes

Net Financial Position / EBITDA (2010 - 2015)



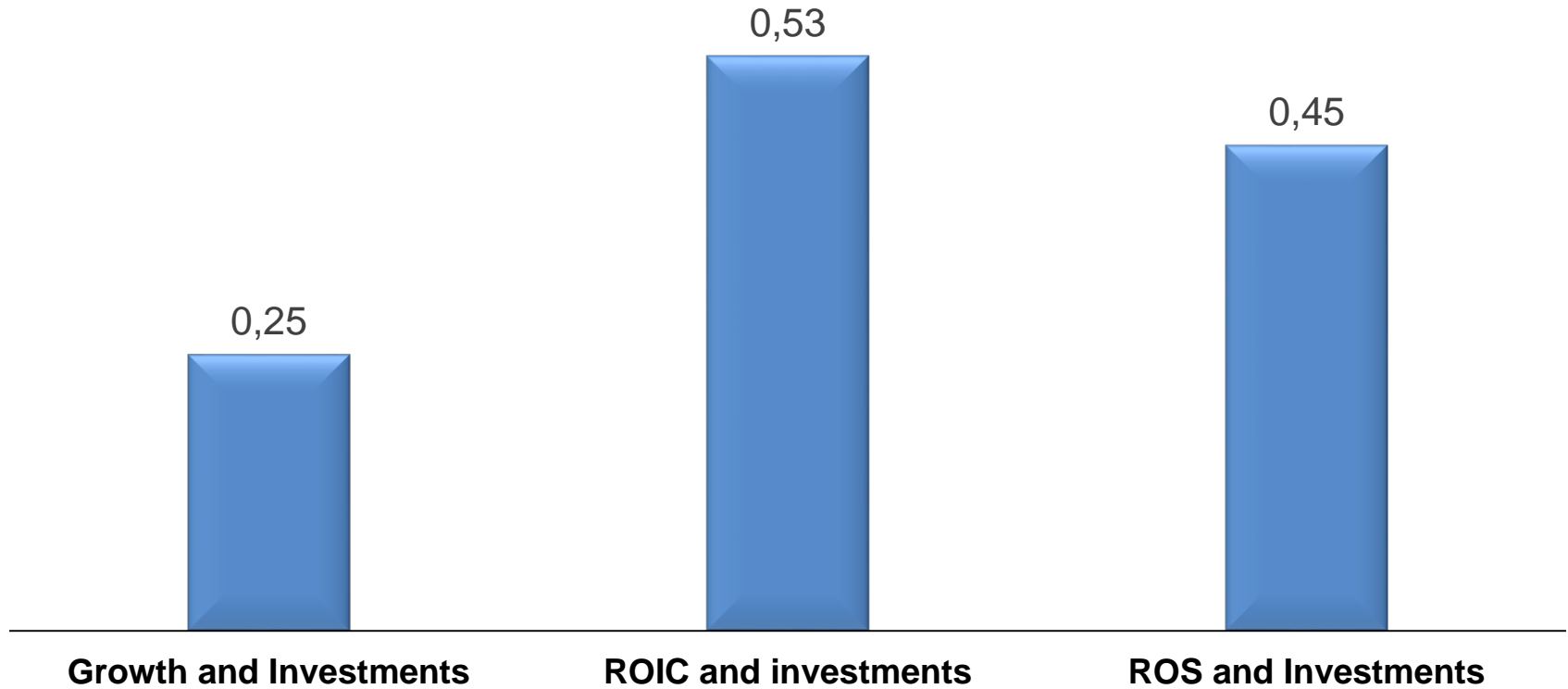
■ Large Companies
> 100 Mio €

■ Average companies
50-100 Mio €



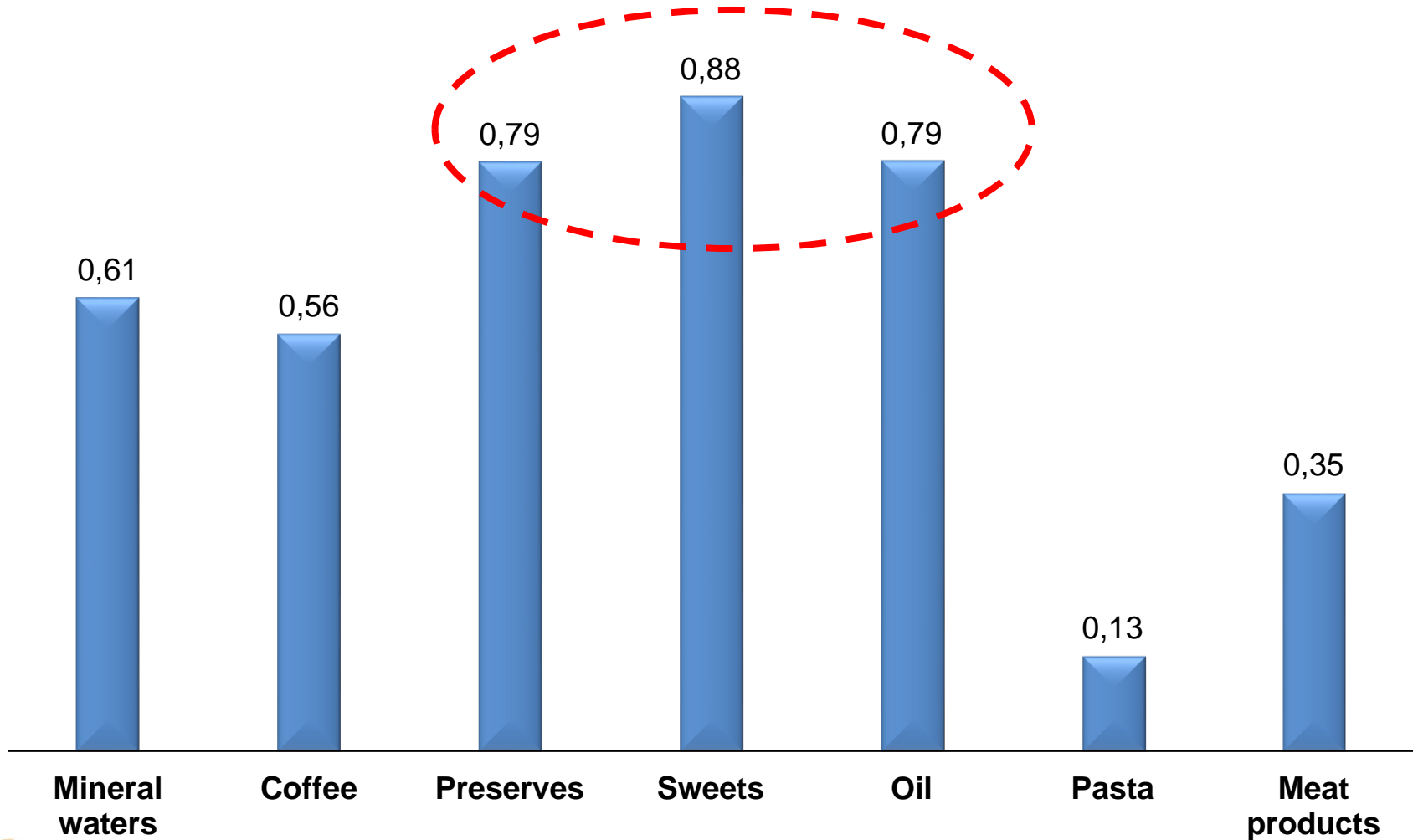
Investments, growth and profitability

Analysis Of the correlation of tangible investments (2010 - 2015)



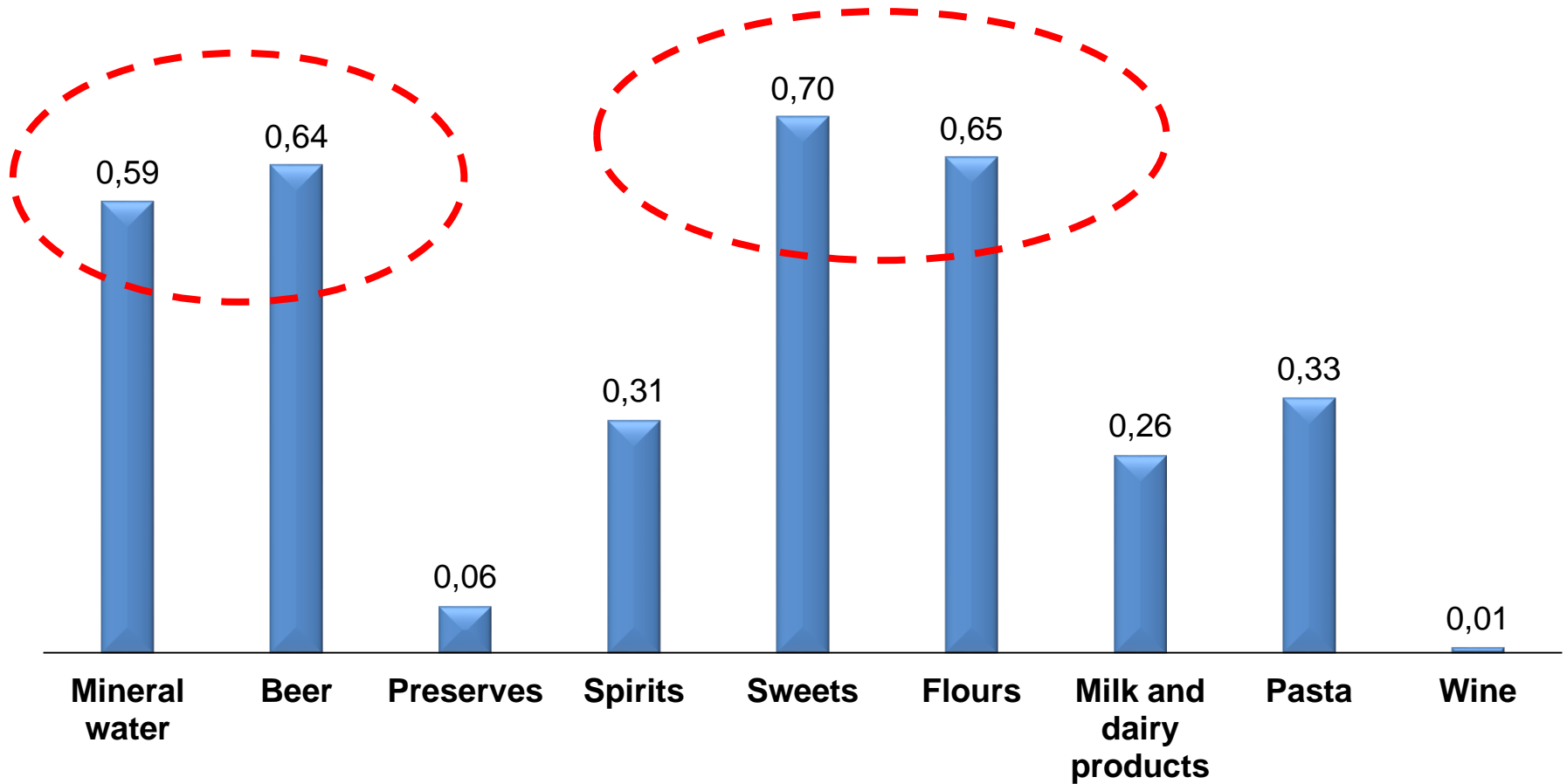
Investments, growth and profitability

Correlation between growth and tangible investment (2010 - 2015)



Investments, growth and profitability

Correlation between ROIC and tangible investments



METHODOLOGY

This research report is based on public data and data collected from restricted access databases, which were processed by a team of researchers at the University of Gastronomic Sciences in Pollenzo, Bra.

Representative samples of the various sectors of the food industry were constructed by extracting companies with ATECO codes, and all the companies identified in this way were checked to verify the congruity of the activity carried out with the sector to which they belonged.

The financial statements of the companies were acquired from the AIDA and CERVED databases in optical format and were reclassified according to the financial statement formats currently in use in the context of economic-business analysis.

The report was written by Prof. Carmine Garzia. Dr. Francesco Maria Gentile, *research associate* of UNISG, contributed to the construction of the database.

The research project was carried out with the support of EFG International SA.

The computations were performed based on public budget data available as of 12/05/2017. The report was closed as of 5/18/2017.

<http://www.unisg.it/ricerca/food-industry-monitor/>

