



Food Industry Monitor

Observatory on the performance of Italian companies
in the food sector

Presentation of results

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Pollenzo – 16th June 2016

The sample

807 companies 54.8 billion in aggregate revenues 70% representation of corporations

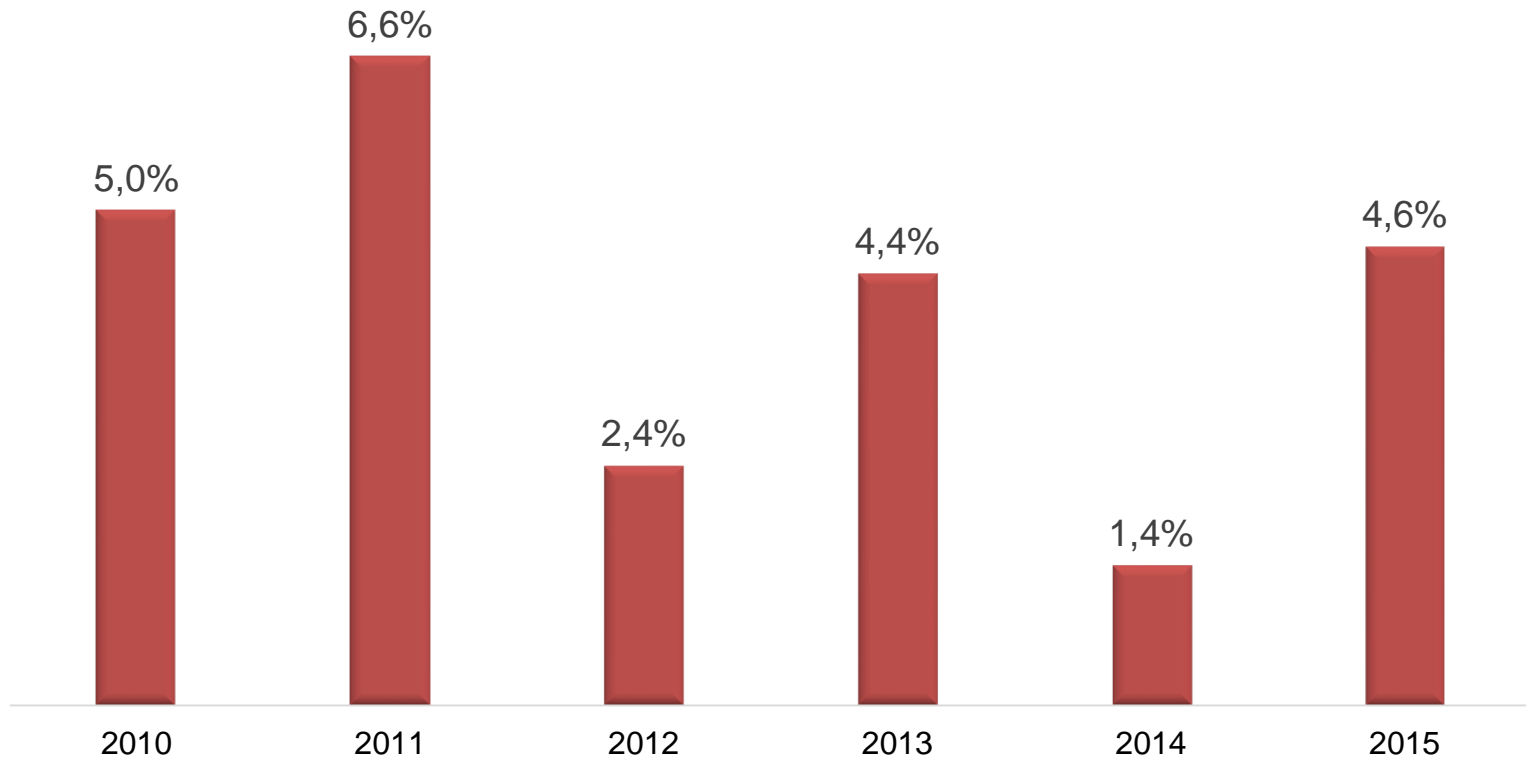
The sectors analyzed

COMPARTMENT	NUMBER OF SAMPLE COMPANIES	AGGREGATE REVENUES CHAMPION (2014)	AVERAGE REVENUES (2009-2014)	MEDIA EMPLOYEES (2009-2014)
MINERAL WATERS	39	2.616.456.461	64.824.076	139
COFFEE	82	2.845.930.661	31.997.208	88
CONSERVATIONS	94	4.320.325.503	41.148.893	106
DISTILLATES	47	3.306.773.980	64.833.981	111
SWEETS	47	6.852.137.550	142.237.211	404
FLOURS	51	2.262.013.214	37.308.767	34
FOOD EQUIPMENT	43	4.019.317.030	77.912.747	301
MILK AND DERIVATIVES	53	8.589.991.445	158.034.009	242
OIL	86	2.512.603.026	27.177.609	23
PACKAGING	77	4.058.487.771	40.510.111	119
PASTA	41	4.888.328.123	109.511.964	228
MEAT PRODUCTS	44	3.889.858.879	87.680.564	192
WINE	103	4.662.217.979	44.589.249	76

Sources: AIDA, CERVED

Evolution of results - Growth

Rate of change in net revenue (2010 - 2015).

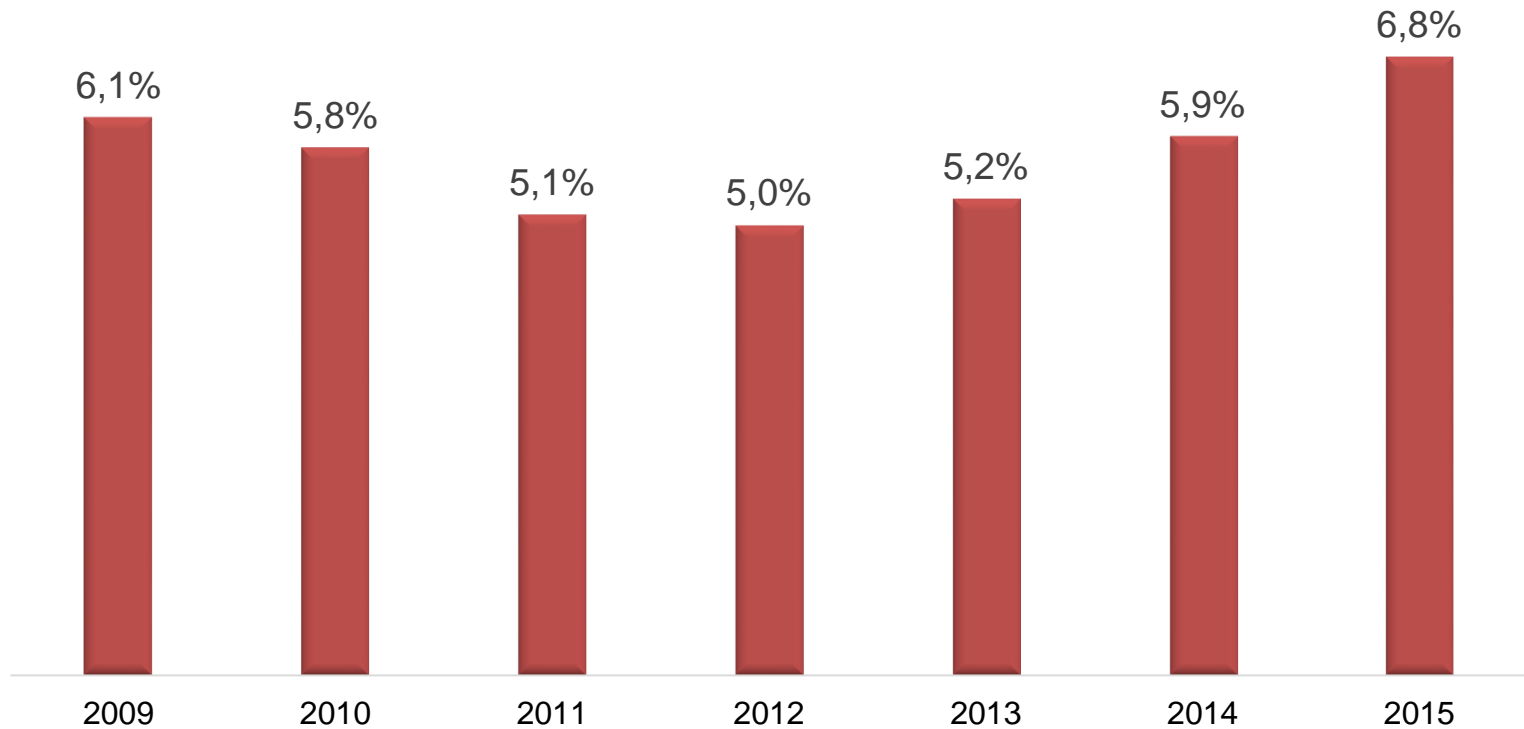


*2015 projections



Evolution of results - Profitability

ROS (2009 - 2015)

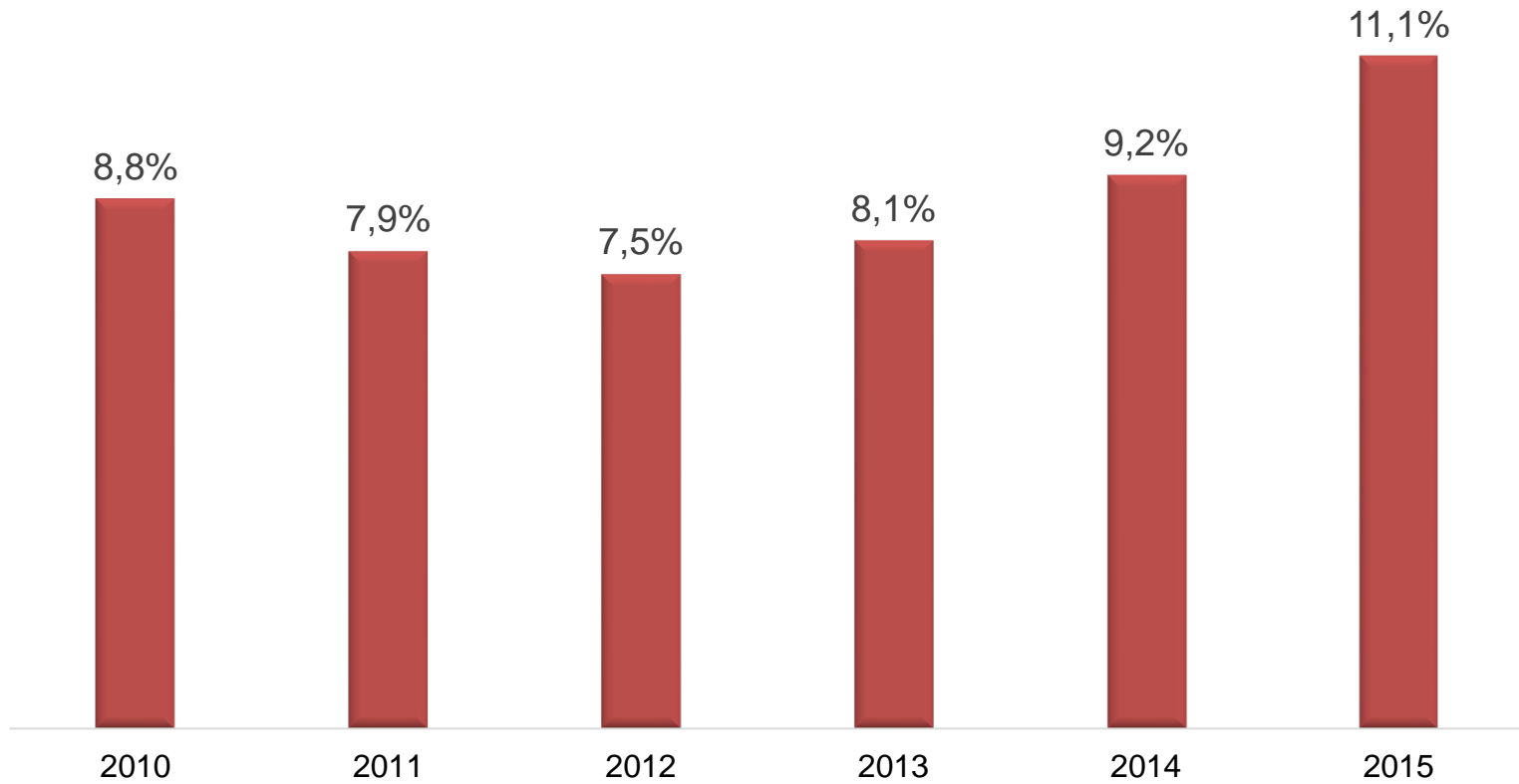


*2015 projections



Evolution of results - Profitability

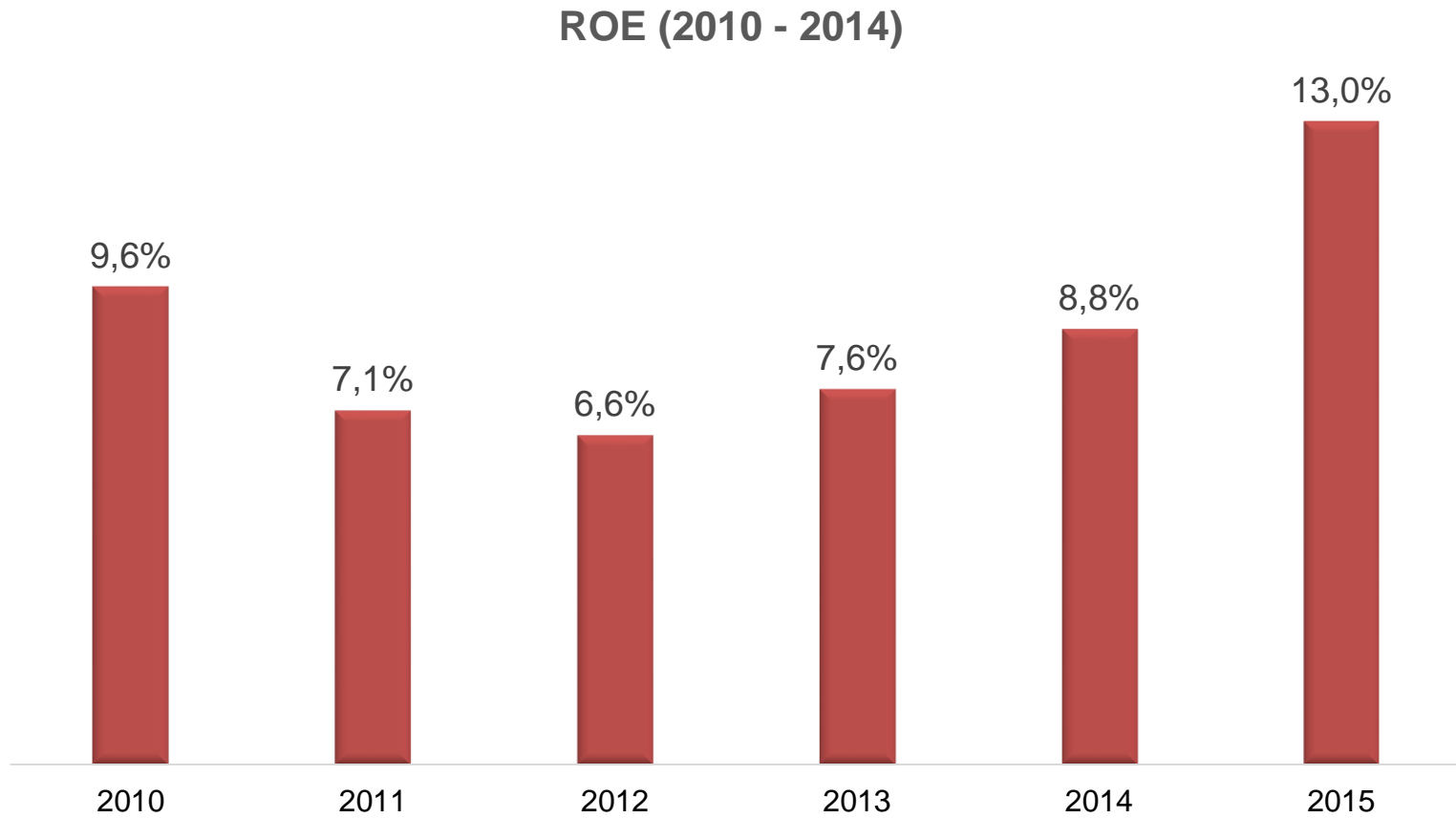
ROIC (2010 - 2015)



*2015 projections



Evolution of results - Profitability

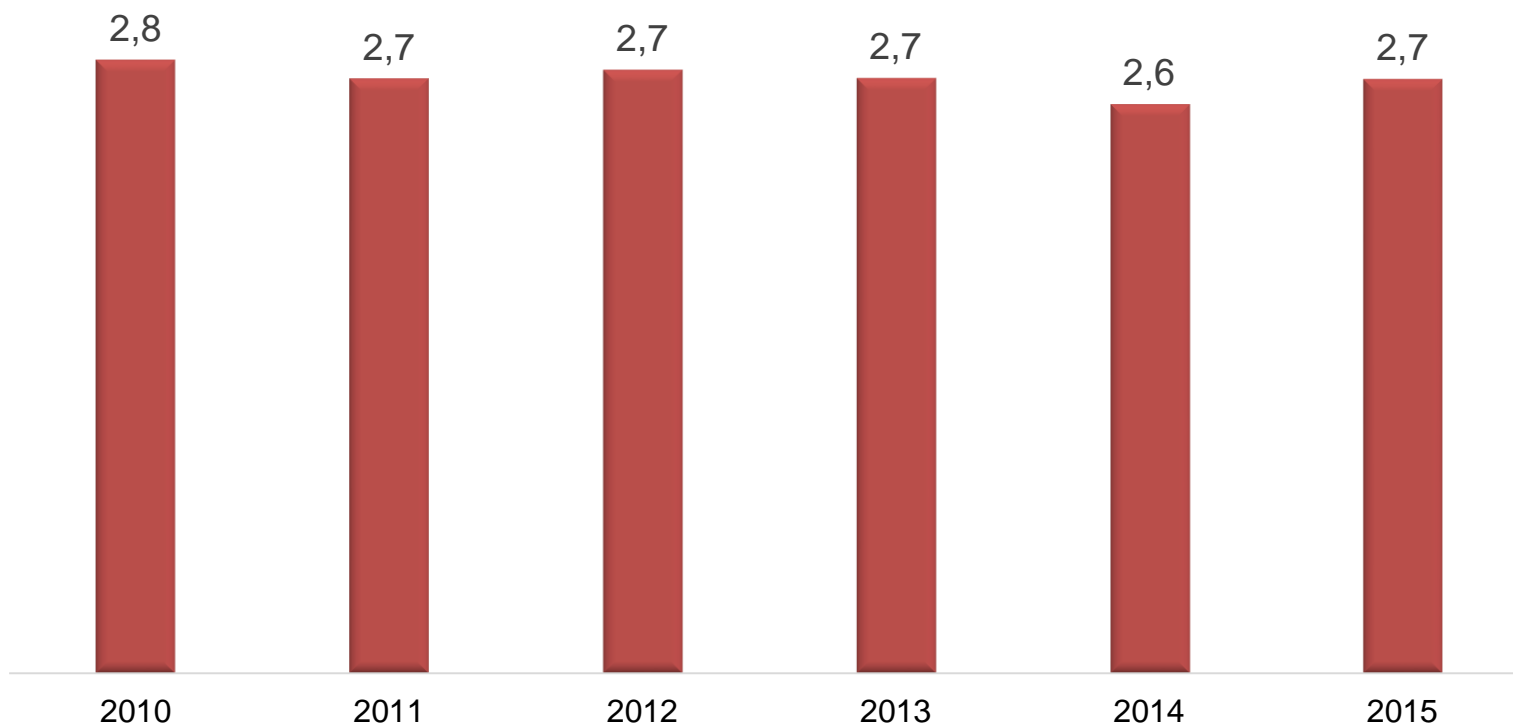


*2015 projections



Evolution of results - Financial structure

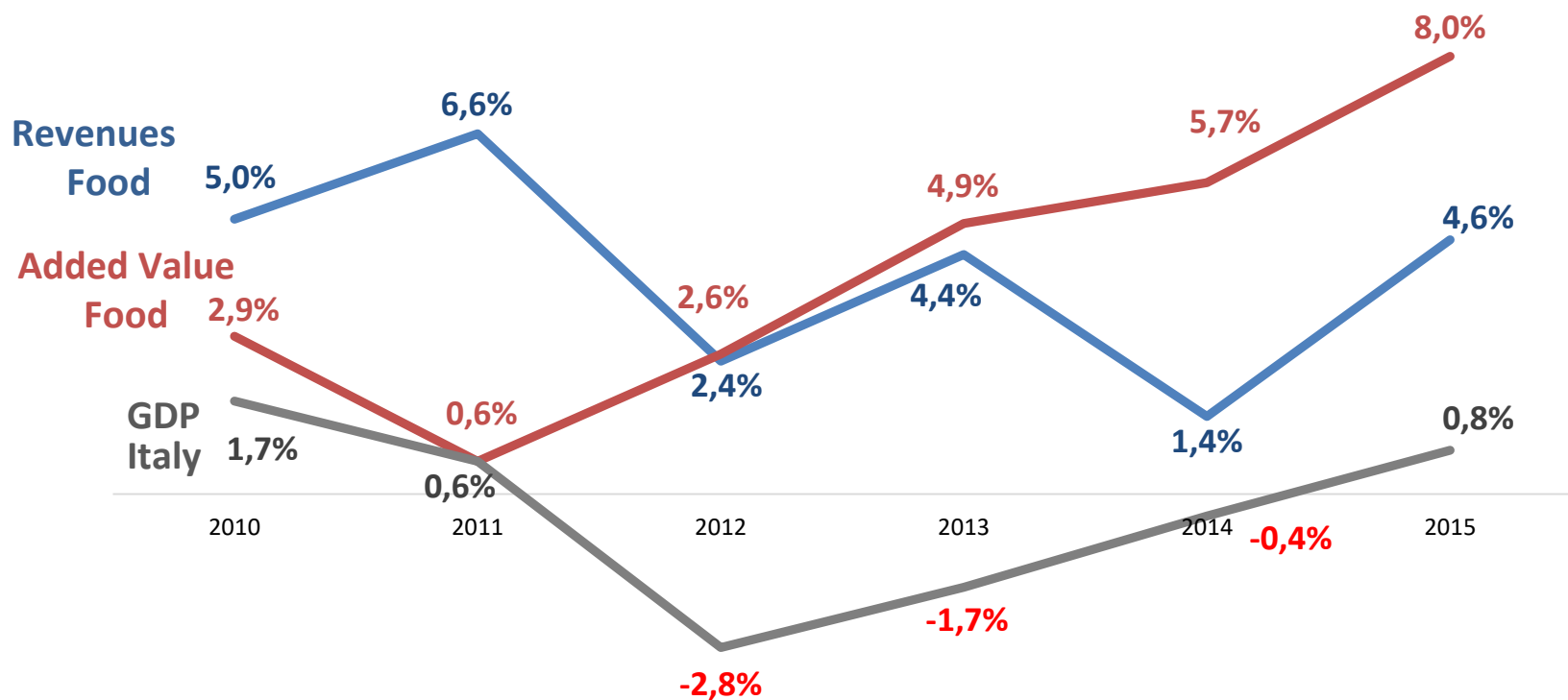
Debt rate (initial)
(2010 - 2015)



*2015 projections



Evolution of results - Comparison with GDP

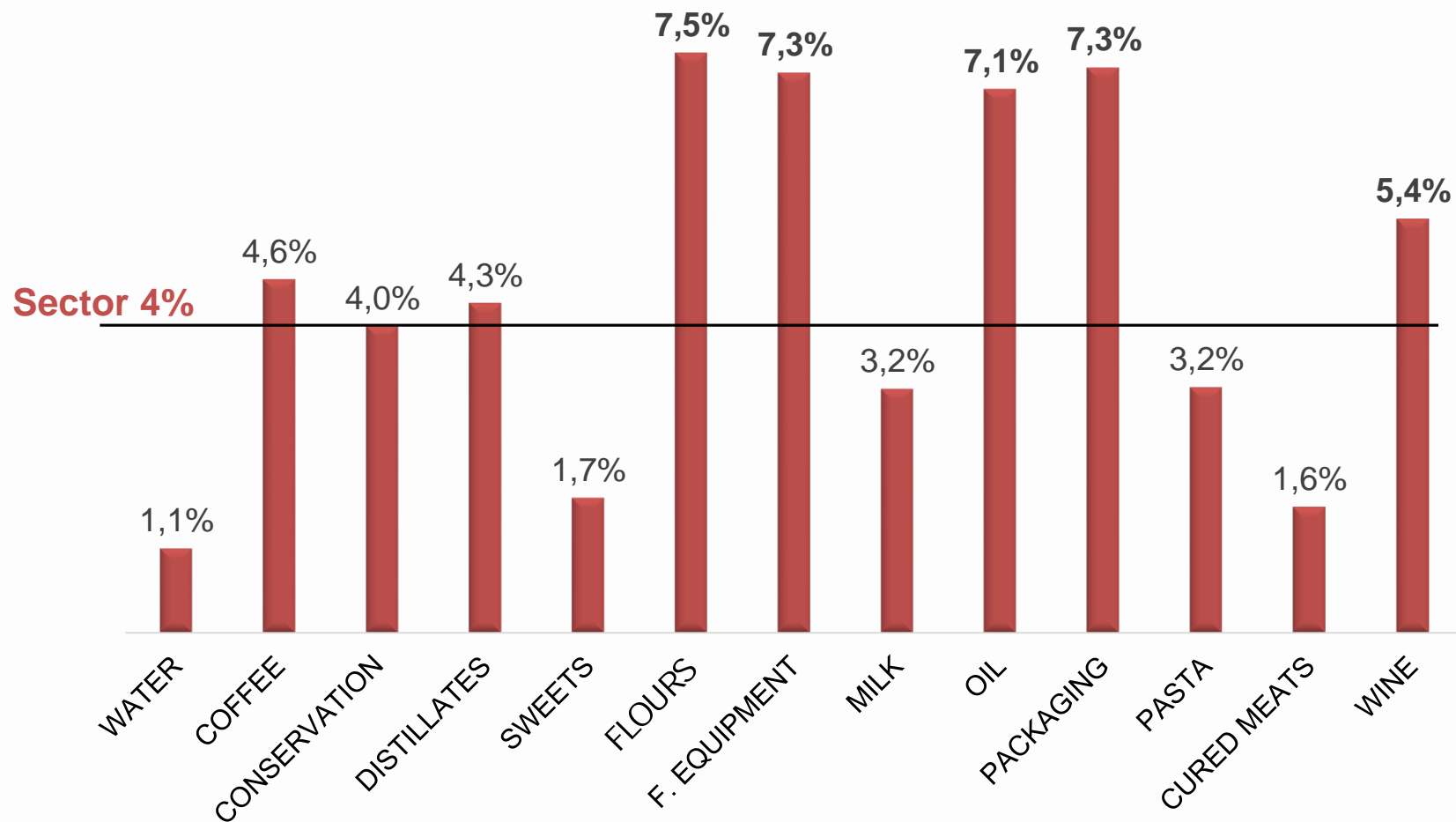


Source: IMF, World Economic Outlook, 2015; 2015 projections.



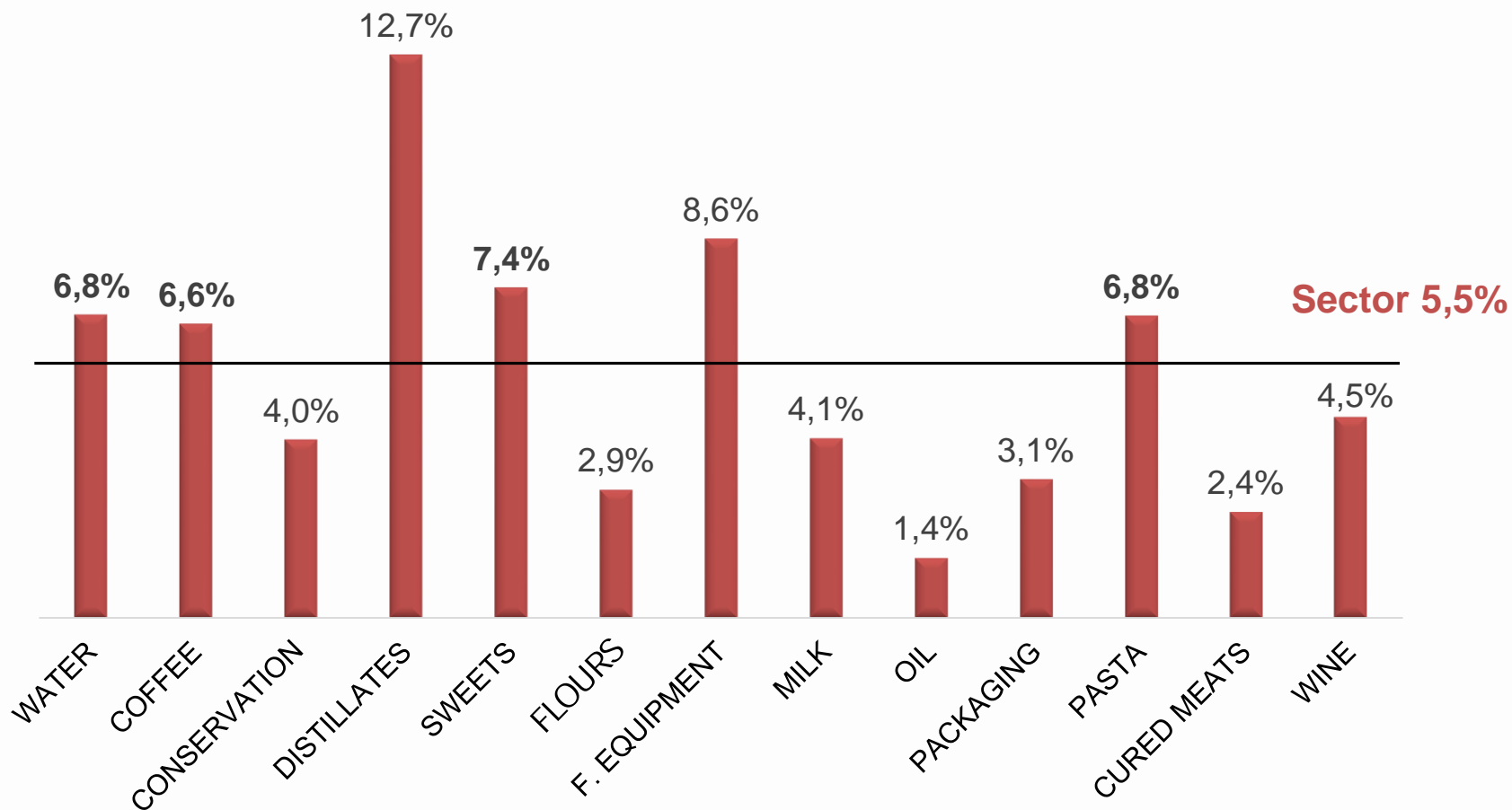
Sector analysis - Growth

Revenue CAGR (2009 - 2014)



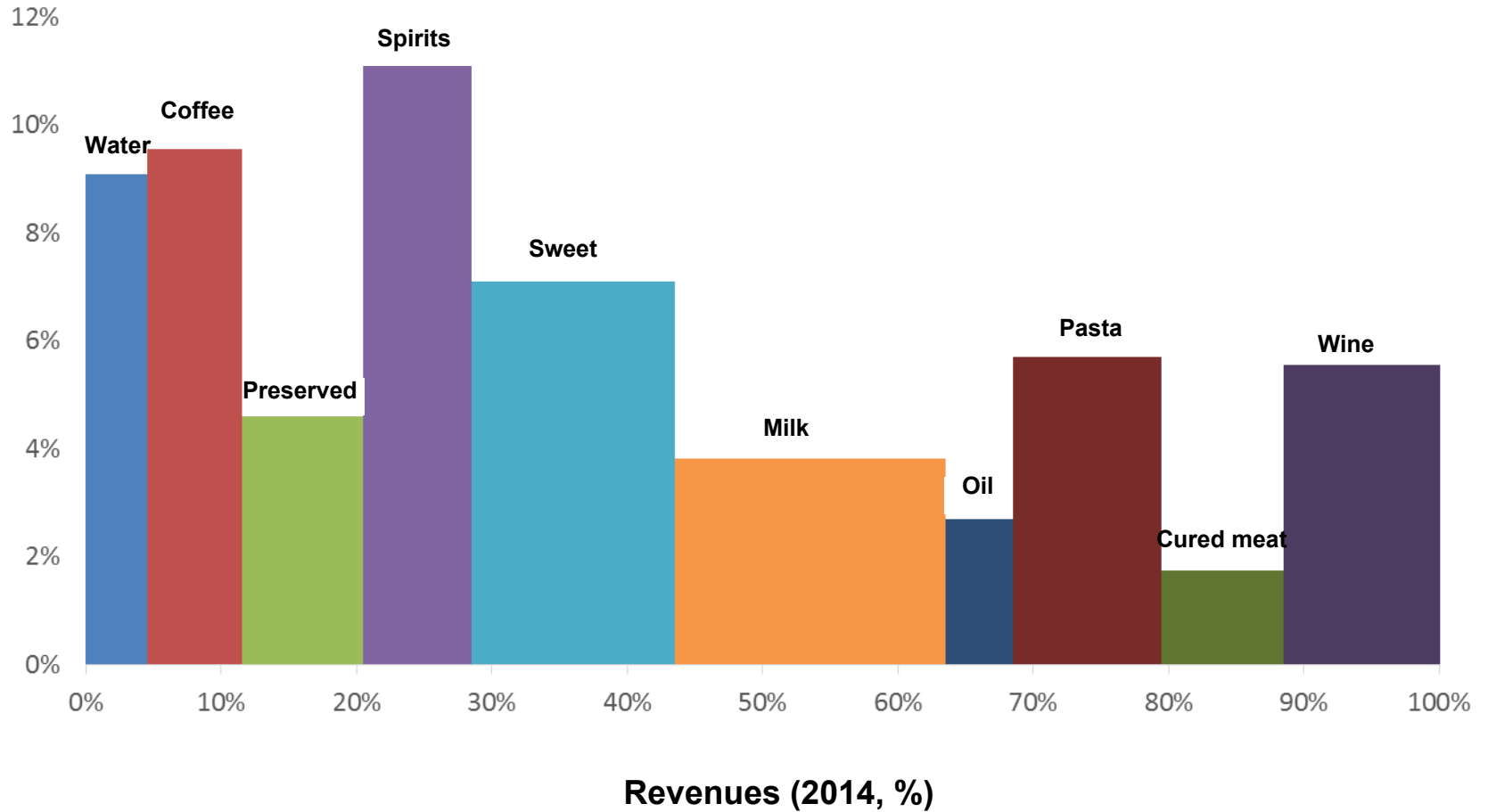
Segment analysis - Profitability of sales

ROS (2009 - 2014)



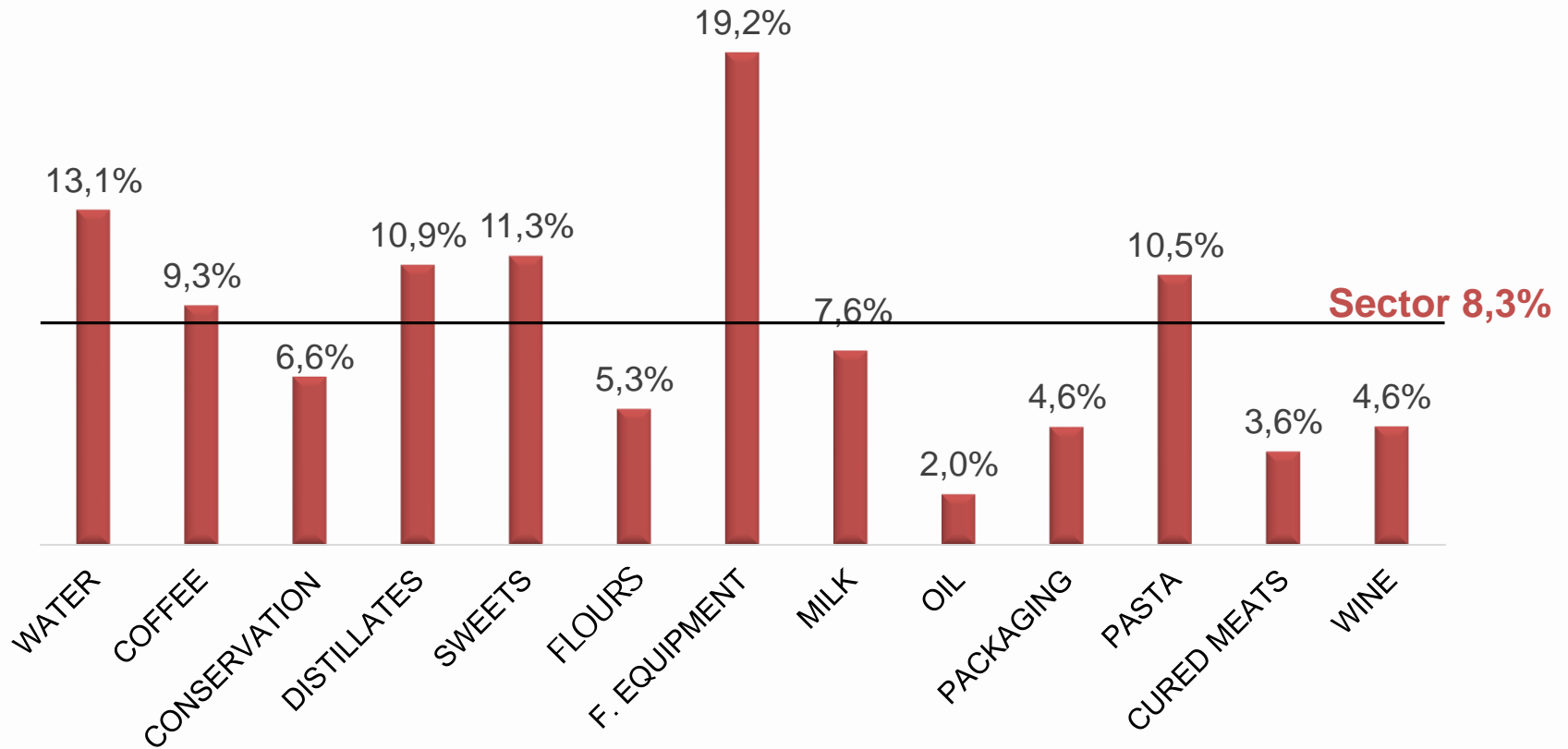
Segment analysis - Profit pool

ROS (2014, %)



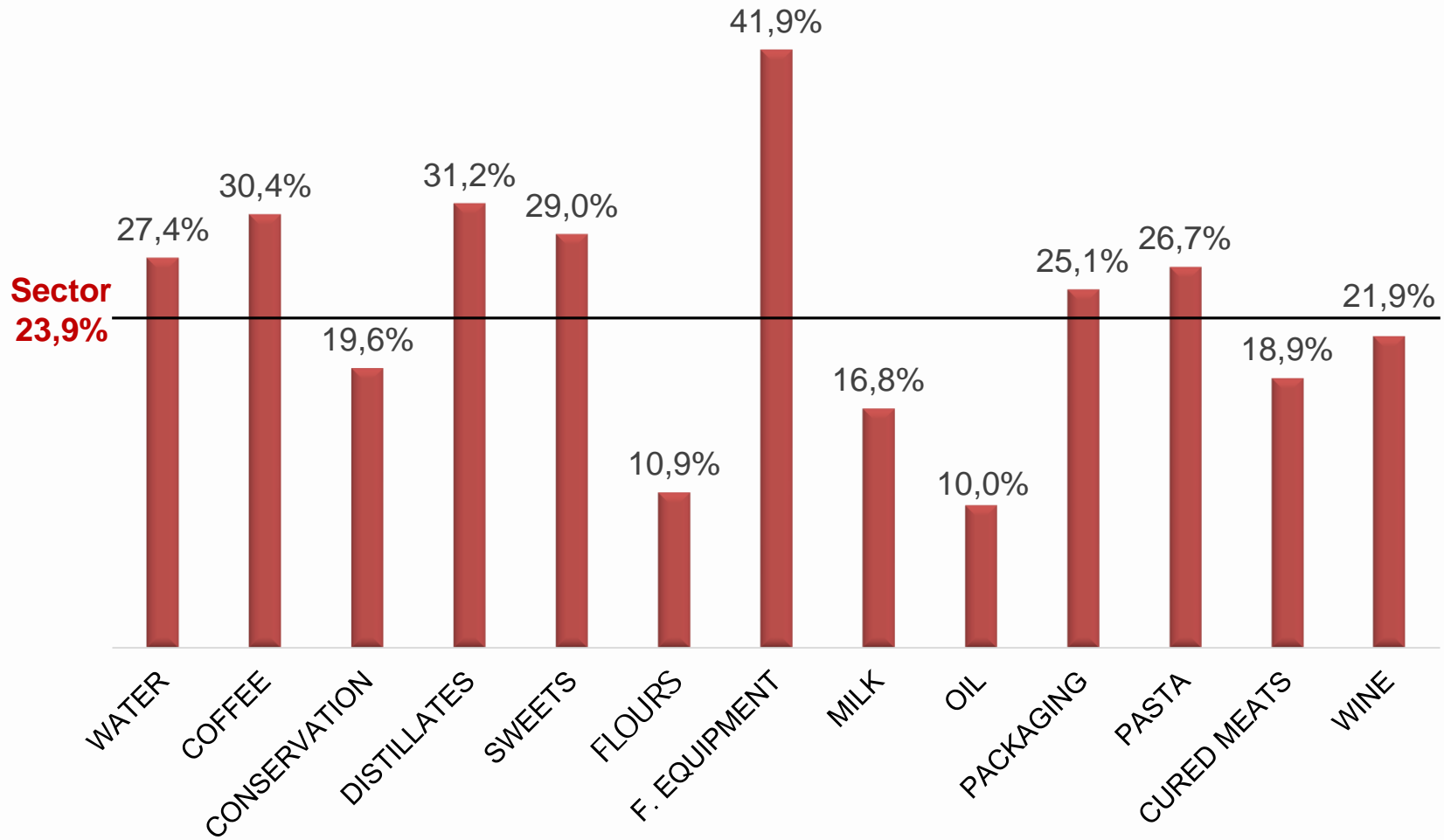
Analysis of sub-funds - Return on Investment

ROIC (2010 - 2014)



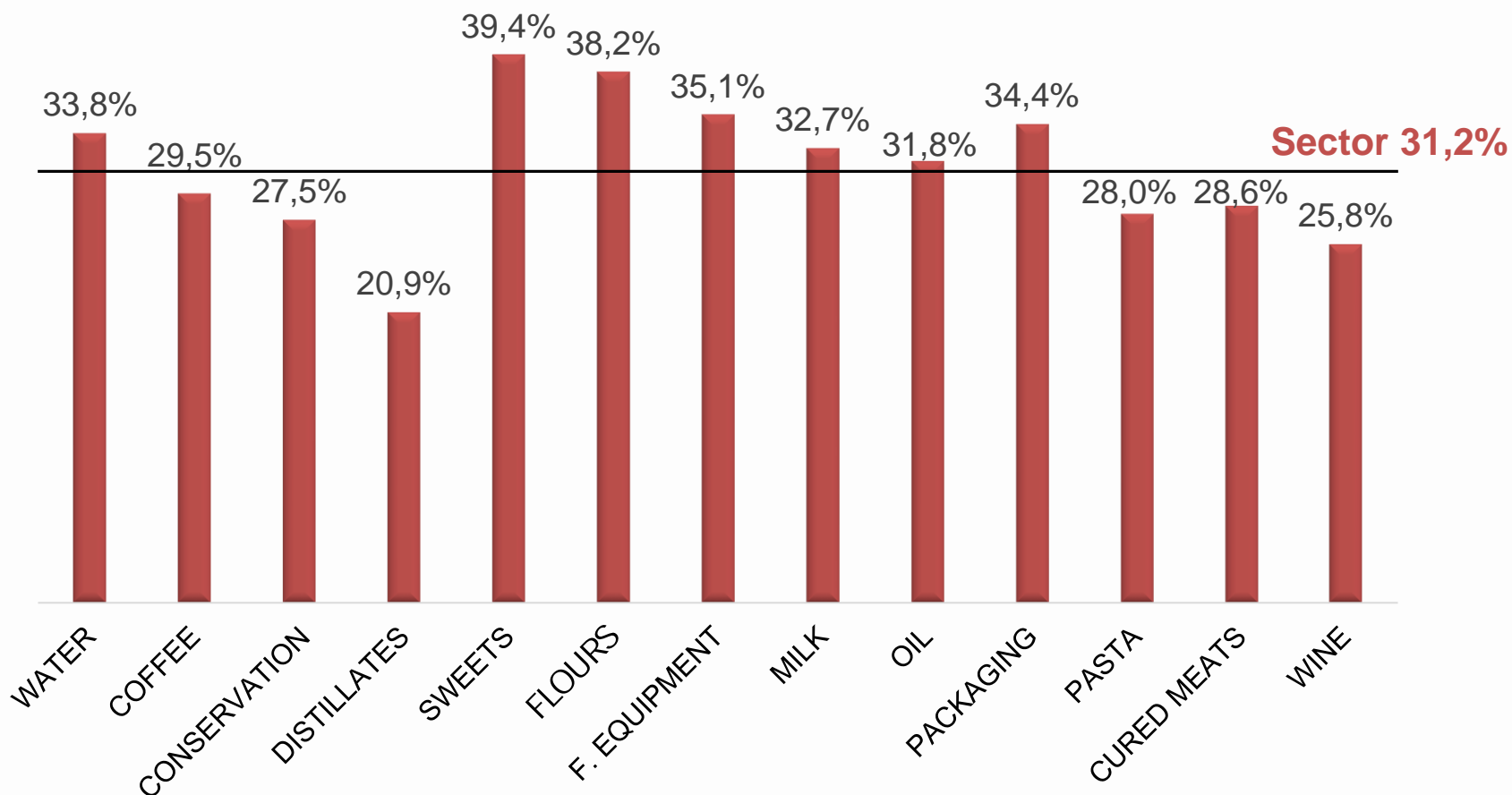
Industry analysis - Value added

Value added/total revenue (average 2009 - 2014)



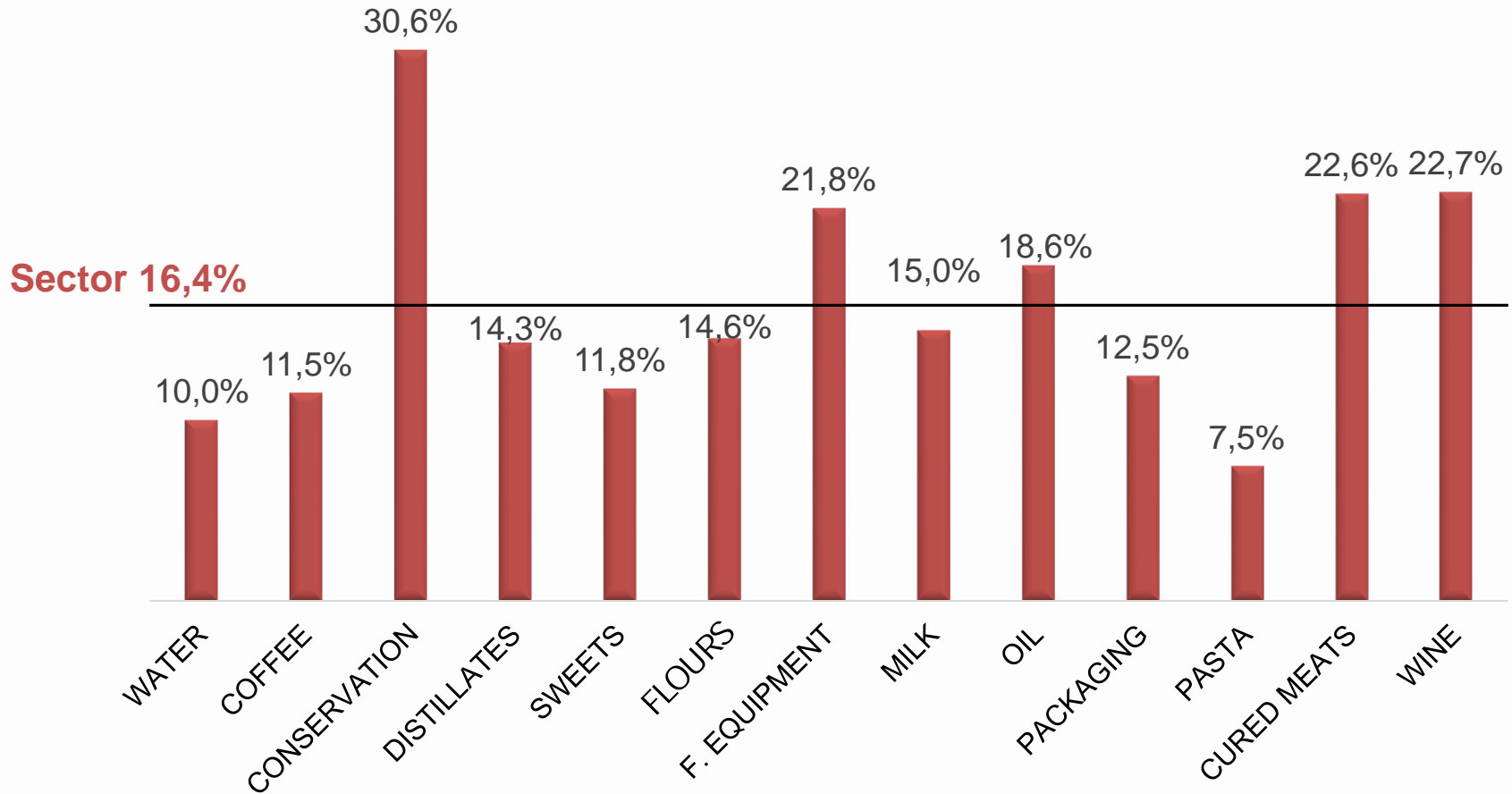
Segment analysis - Working Capital Structure

Incidence of receivables on total assets (2009 - 2014)



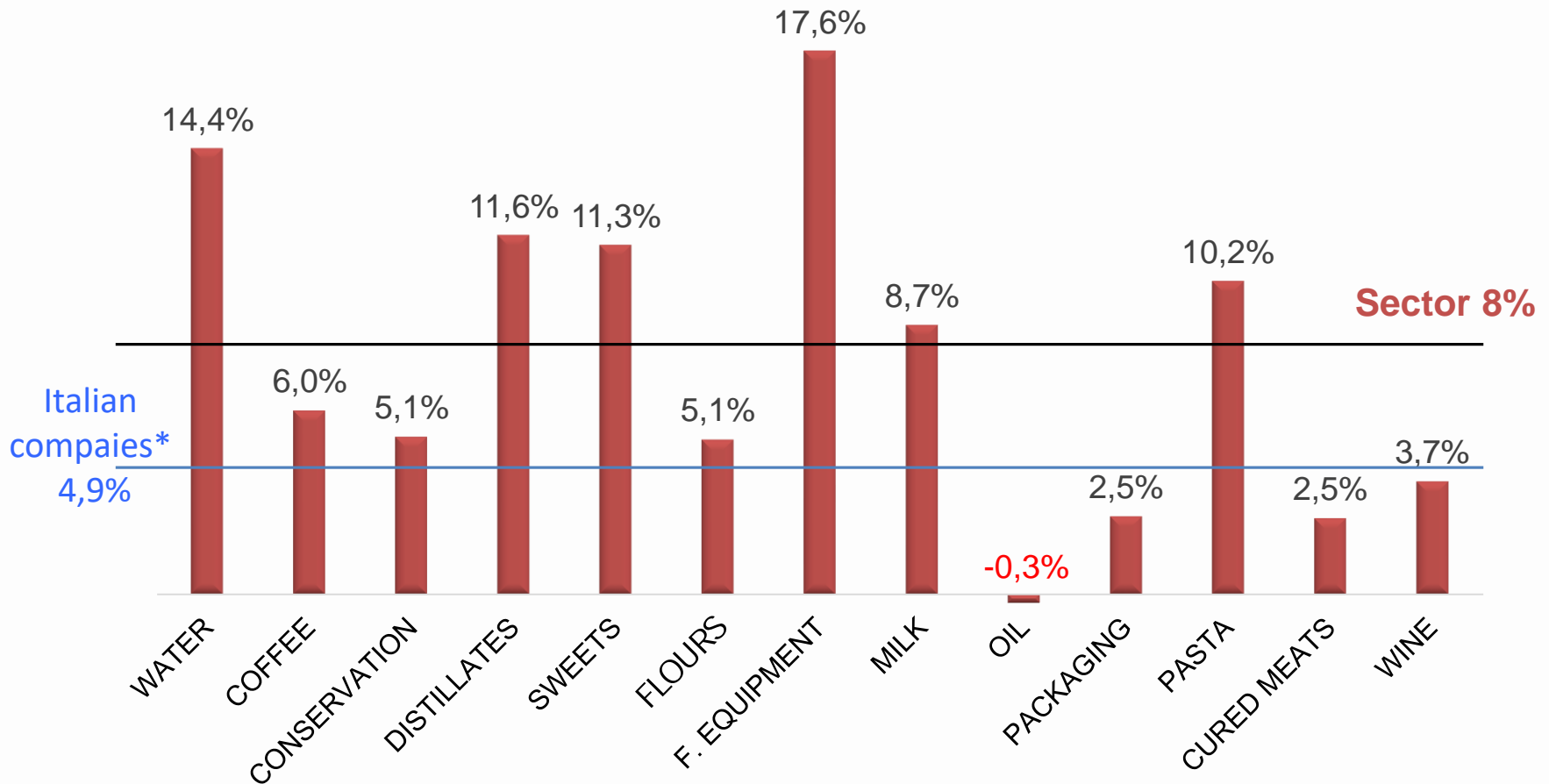
Segment analysis - Working Capital Structure

Incidence of inventories on total assets (2009 - 2014)



Segment analysis - Return on equity

ROE (2010 - 2014)

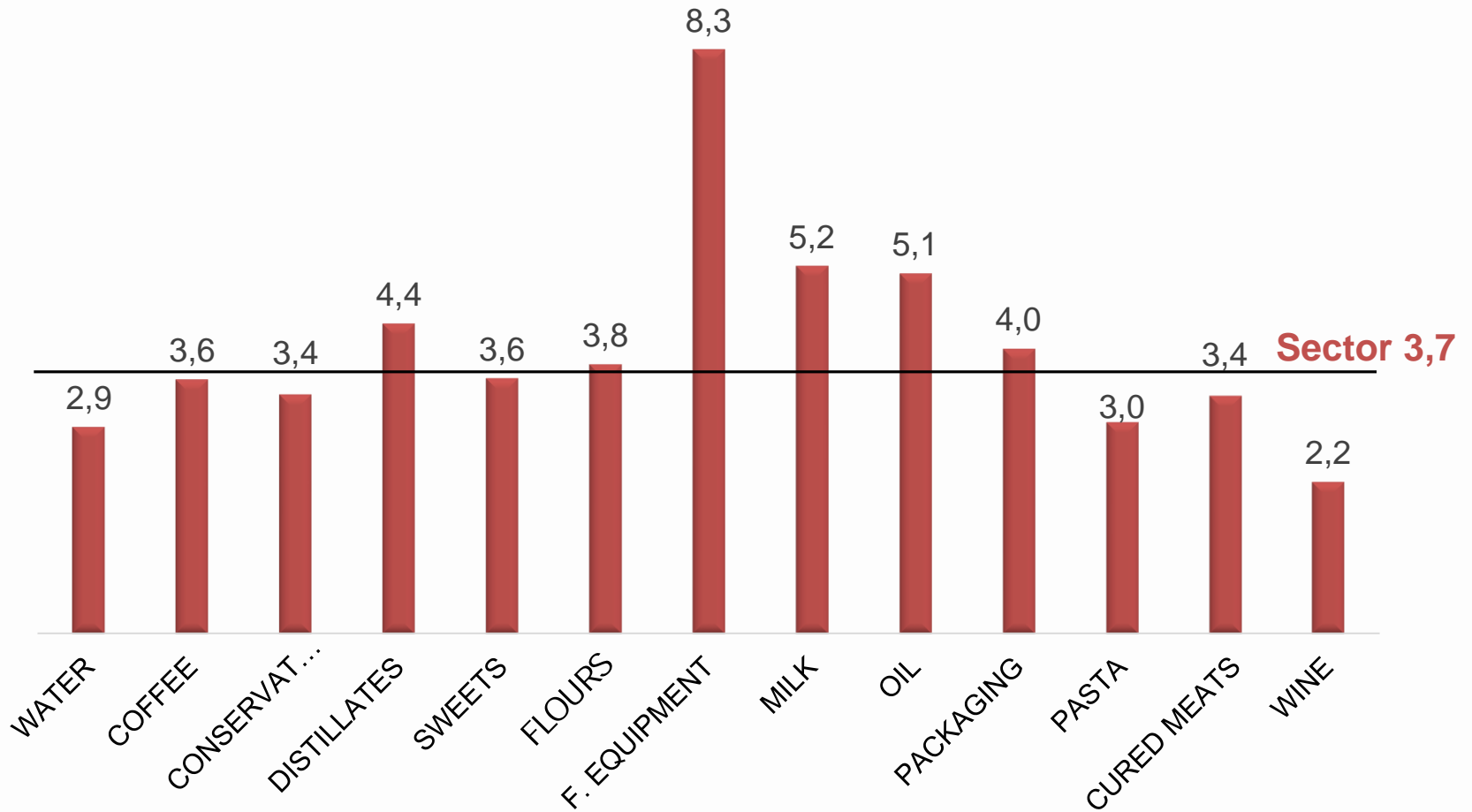


*Source: MBRES, 2015



Industry Analysis - Investment Productivity

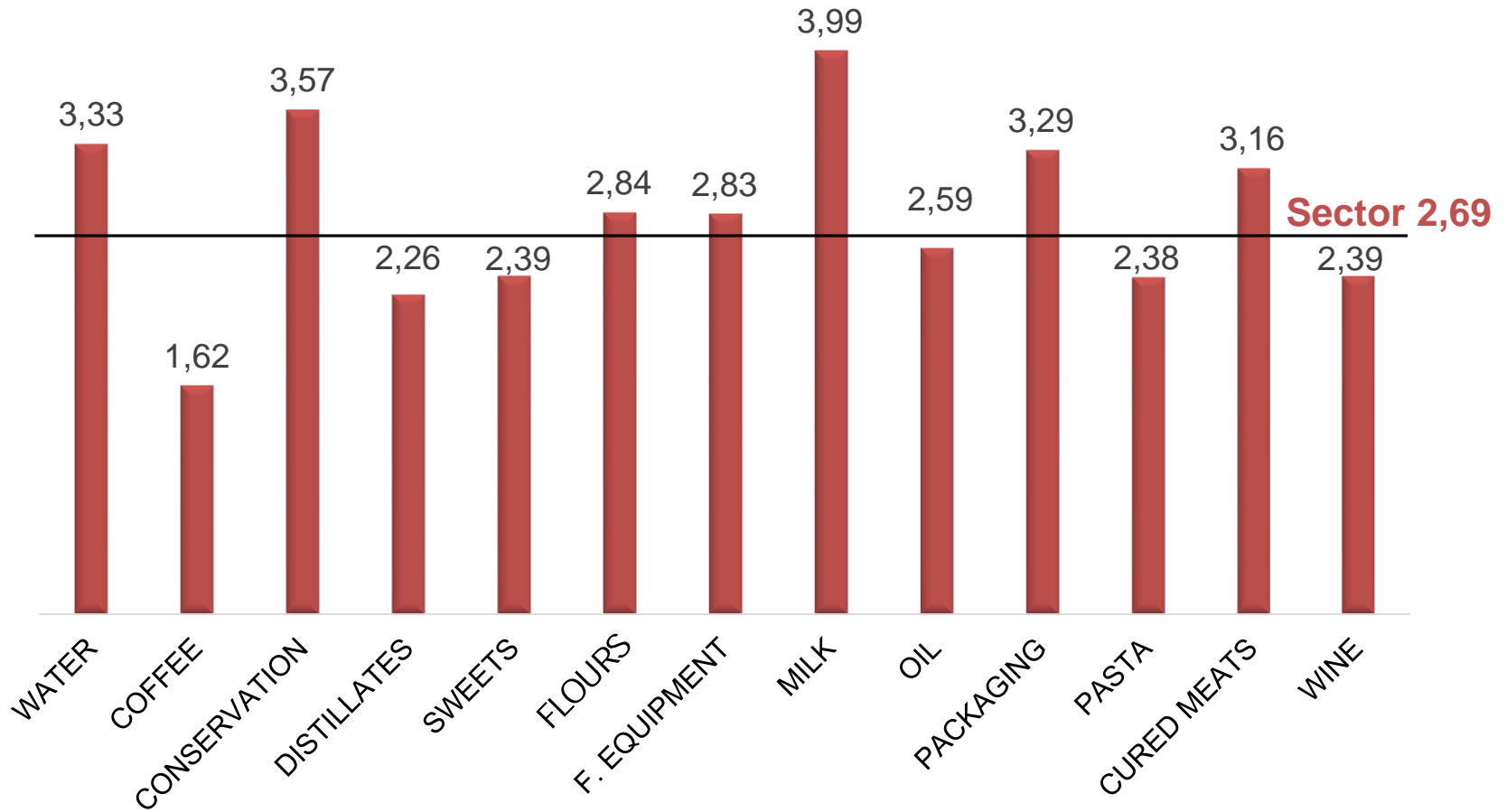
Value of production/Fixed assets Materials (2009 - 2014)



Segment analysis - Financial structure

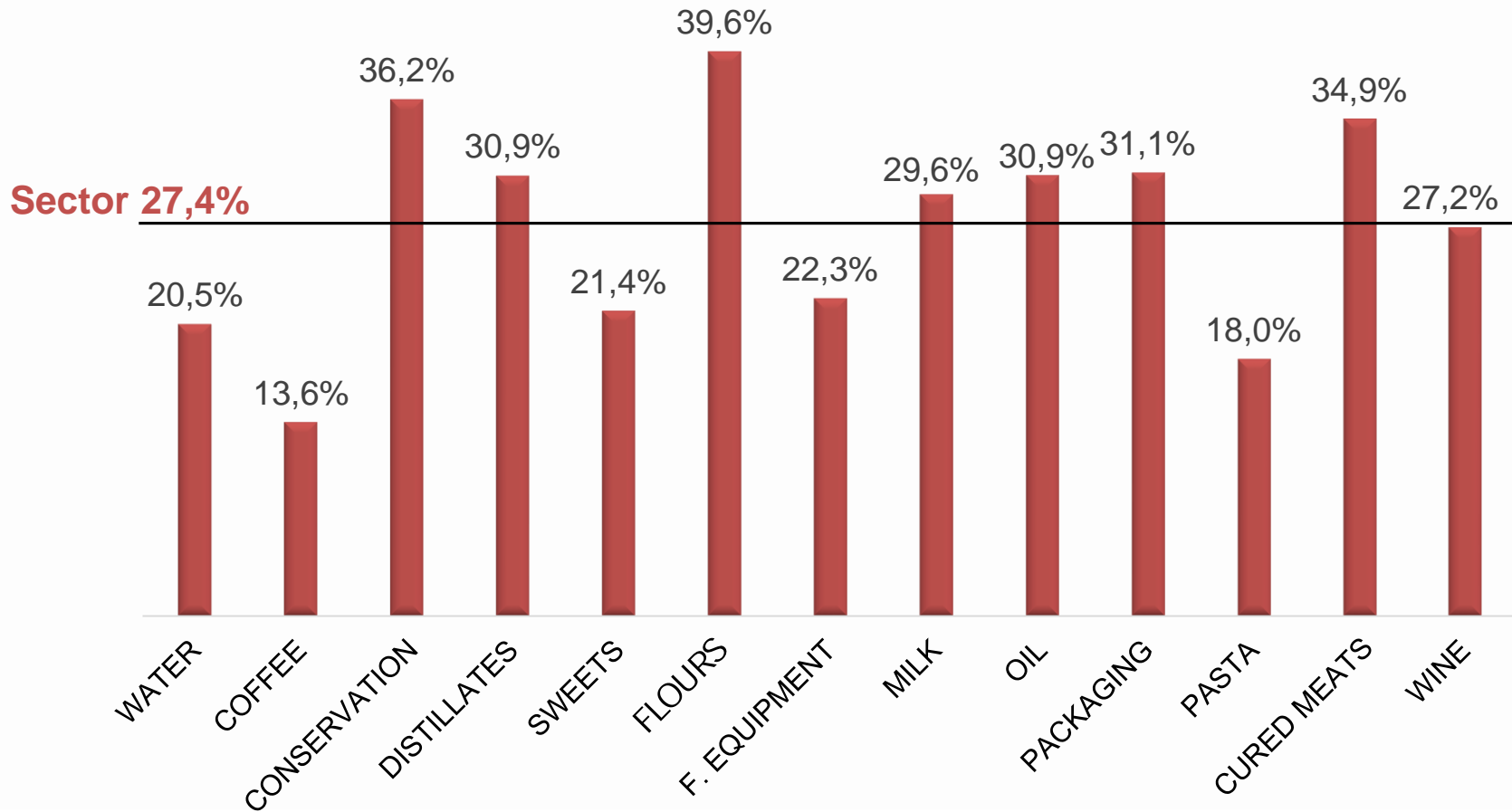
Rate of indebtedness (2010 - 2014)

Average cost of debt (2009-2014): **4.9%**.

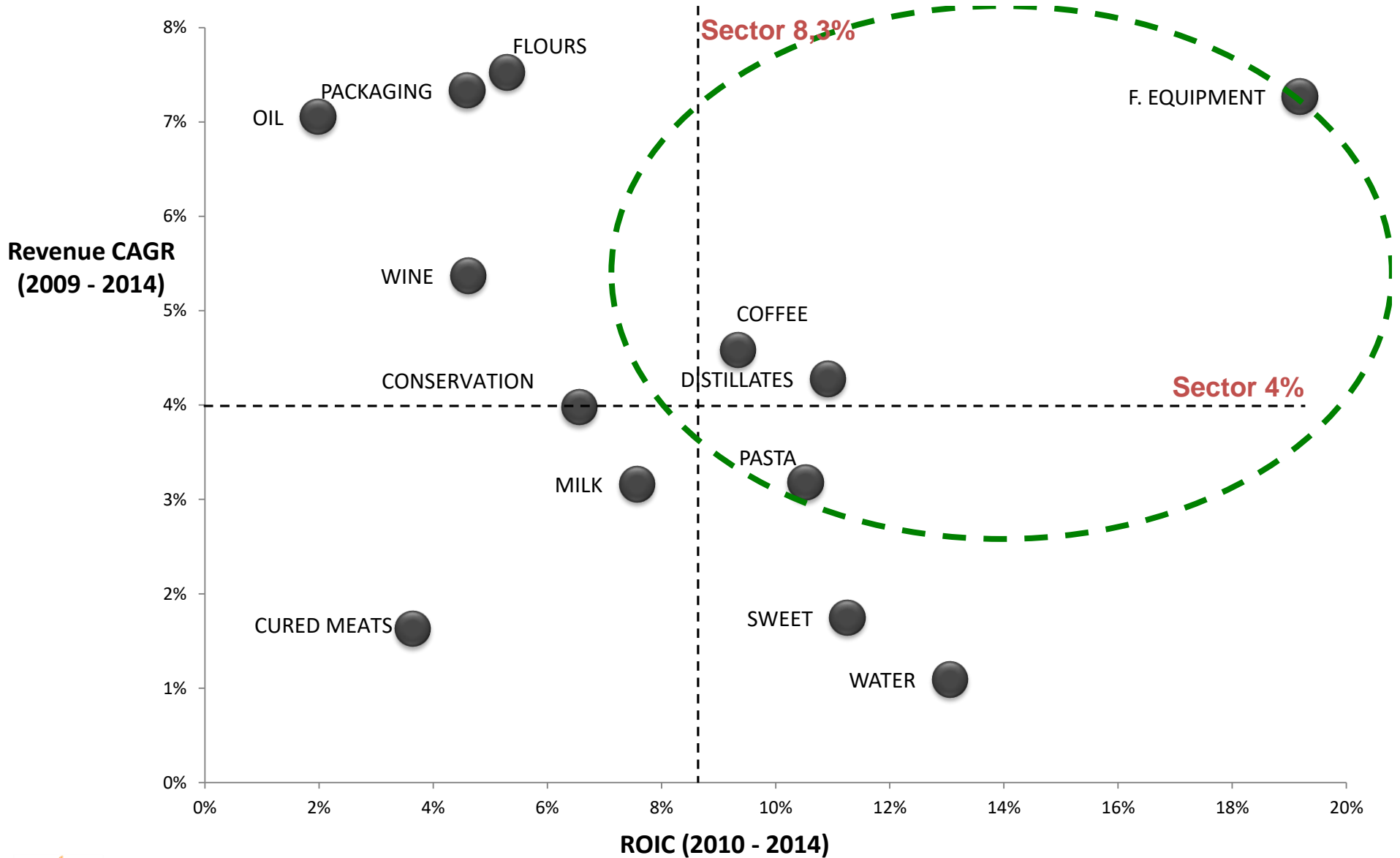


Segment analysis - Financial structure

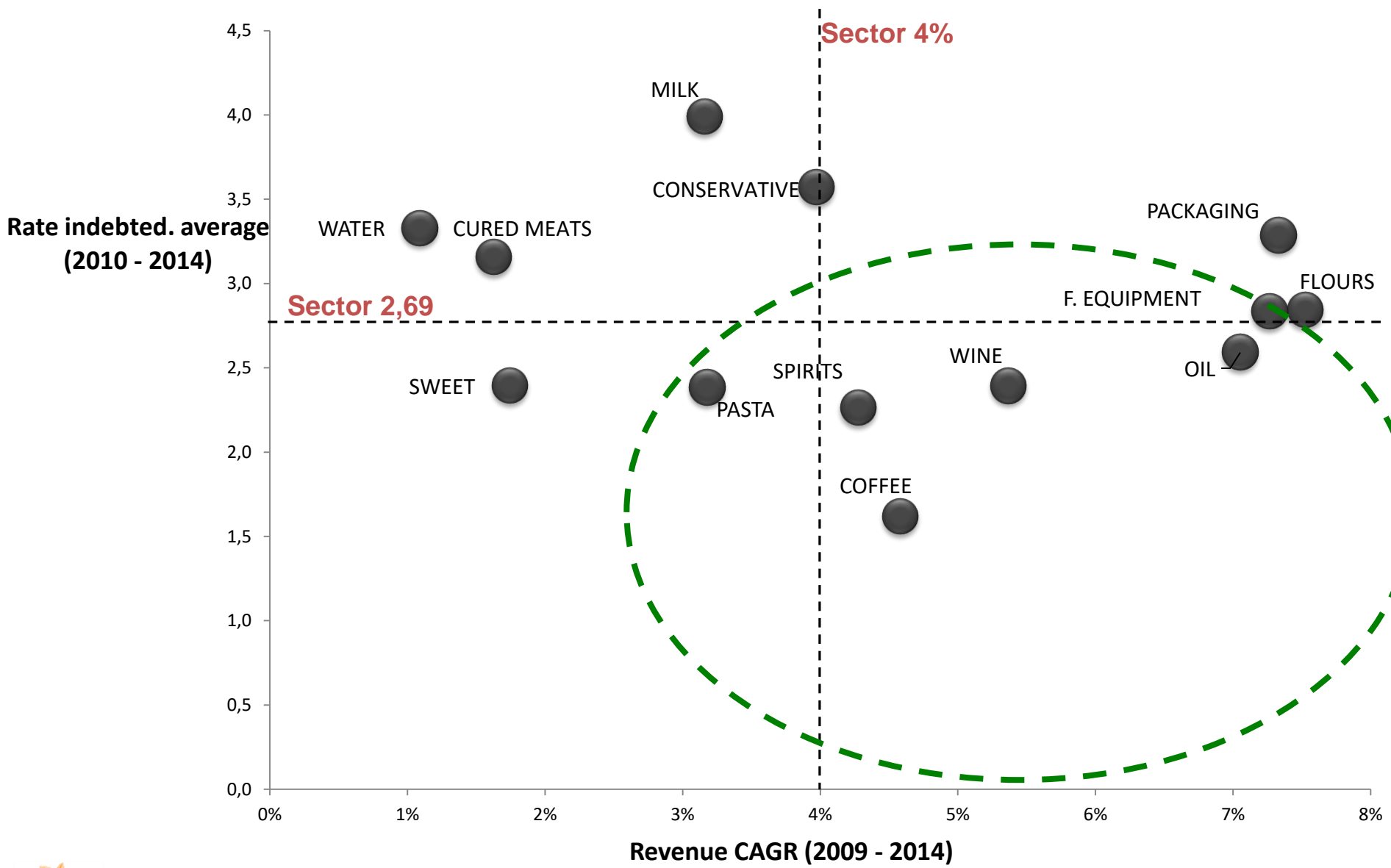
Incidence of financial on total liabilities (2009 - 2014)



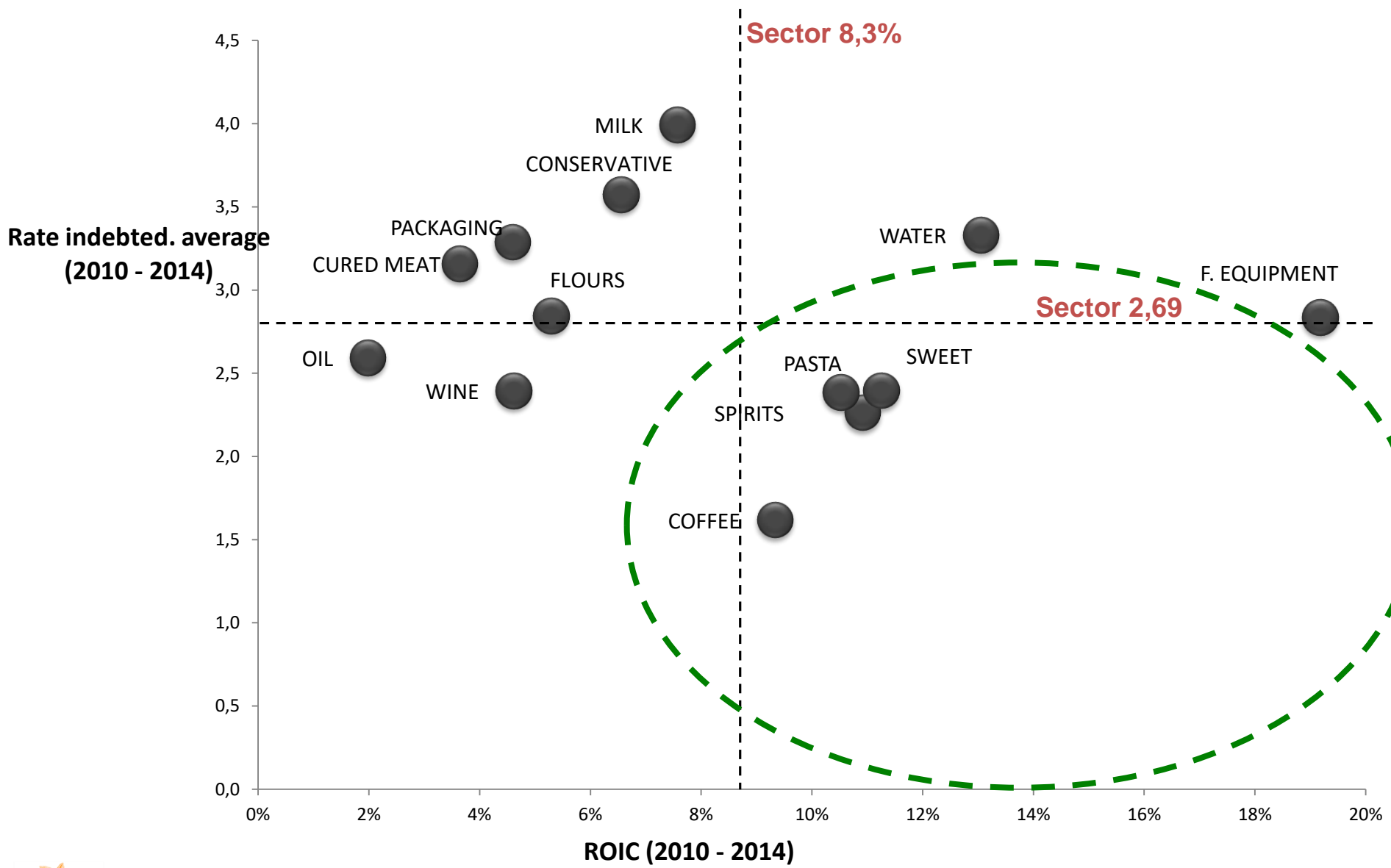
Segment Analysis - Growth and Profitability 2009 - 2014



Segment Analysis - Debt and Growth 2009 - 2014



Segment Analysis - Debt and Profitability (ROIC) 2009 - 2014



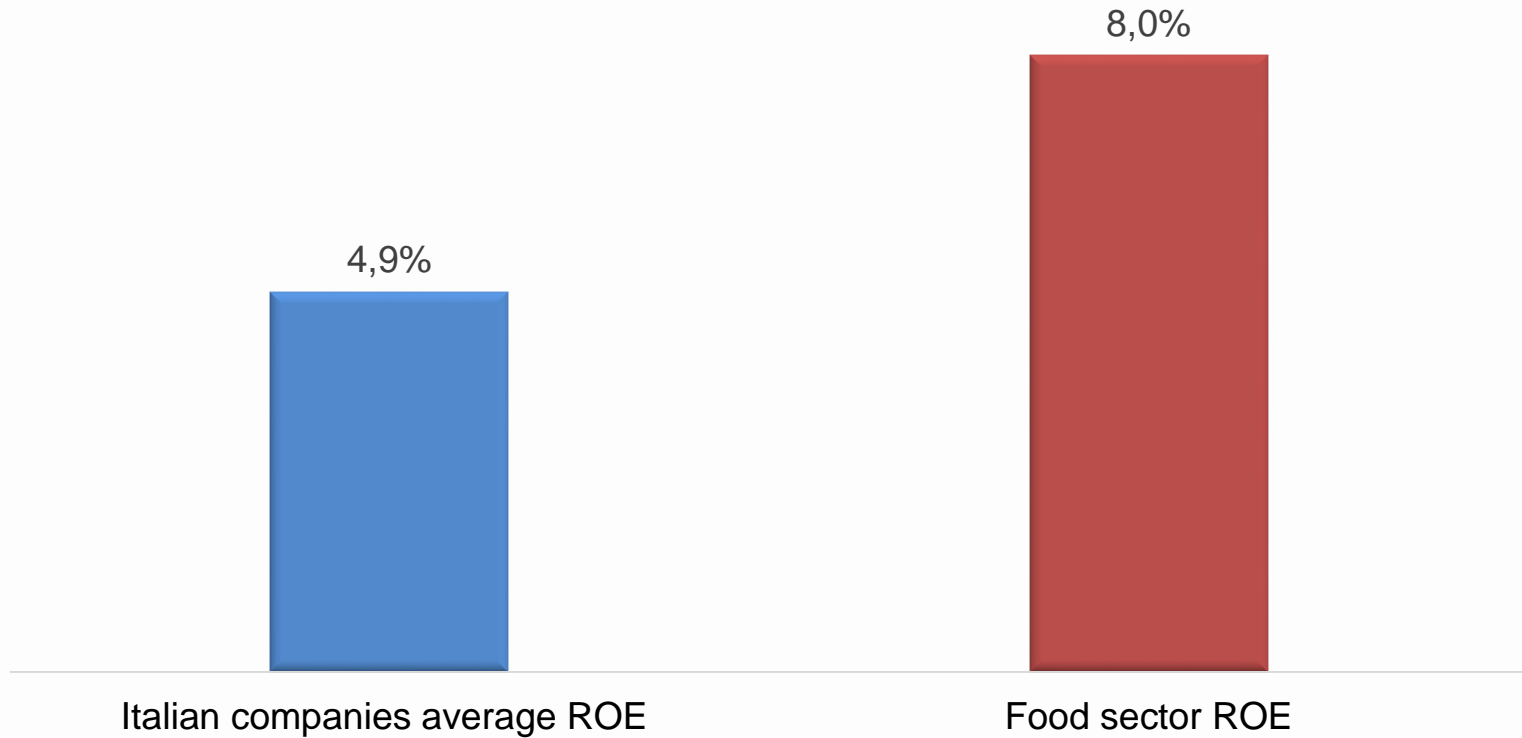
Analysis of compartments - Rank of compartments

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

RANK 2014	RANK 2013	COMPARTMENT	CAGR Revenues (2009-2014)	ROS Medium (2009-2014)	Indebted Rate Initial (2009-2014)	Sustainable Growth Index
1	2	SPIRITS	4,3%	12,7%	2,3	24,0
2	3	FOOD EQUIPMENT	7,3%	8,6%	2,8	21,9
3	1	COFFEE	4,6%	6,6%	1,6	18,8
4	6	WINE	5,4%	4,5%	2,4	10,2
5	4	PASTA	3,2%	6,8%	2,4	9,1
6	5	SWEETS	1,7%	7,4%	2,4	7,7
7	n.d.	FLOURS	7,5%	2,9%	2,8	7,0
8	n.d.	PACKAGING	7,3%	3,1%	3,3	5,4
9	7	OIL	7,1%	1,4%	2,6	4,5
10	10	MINERAL WATERS	1,1%	6,8%	3,3	3,7
11	n.d.	CONSERVATIONS	4,0%	4,0%	3,6	3,2
12	8	MILK AND DERIVATIVES	3,2%	4,1%	4,0	2,2
13	9	CURED MEAT	1,6%	2,4%	3,2	1,2

Comparison with other sectors - Profitability

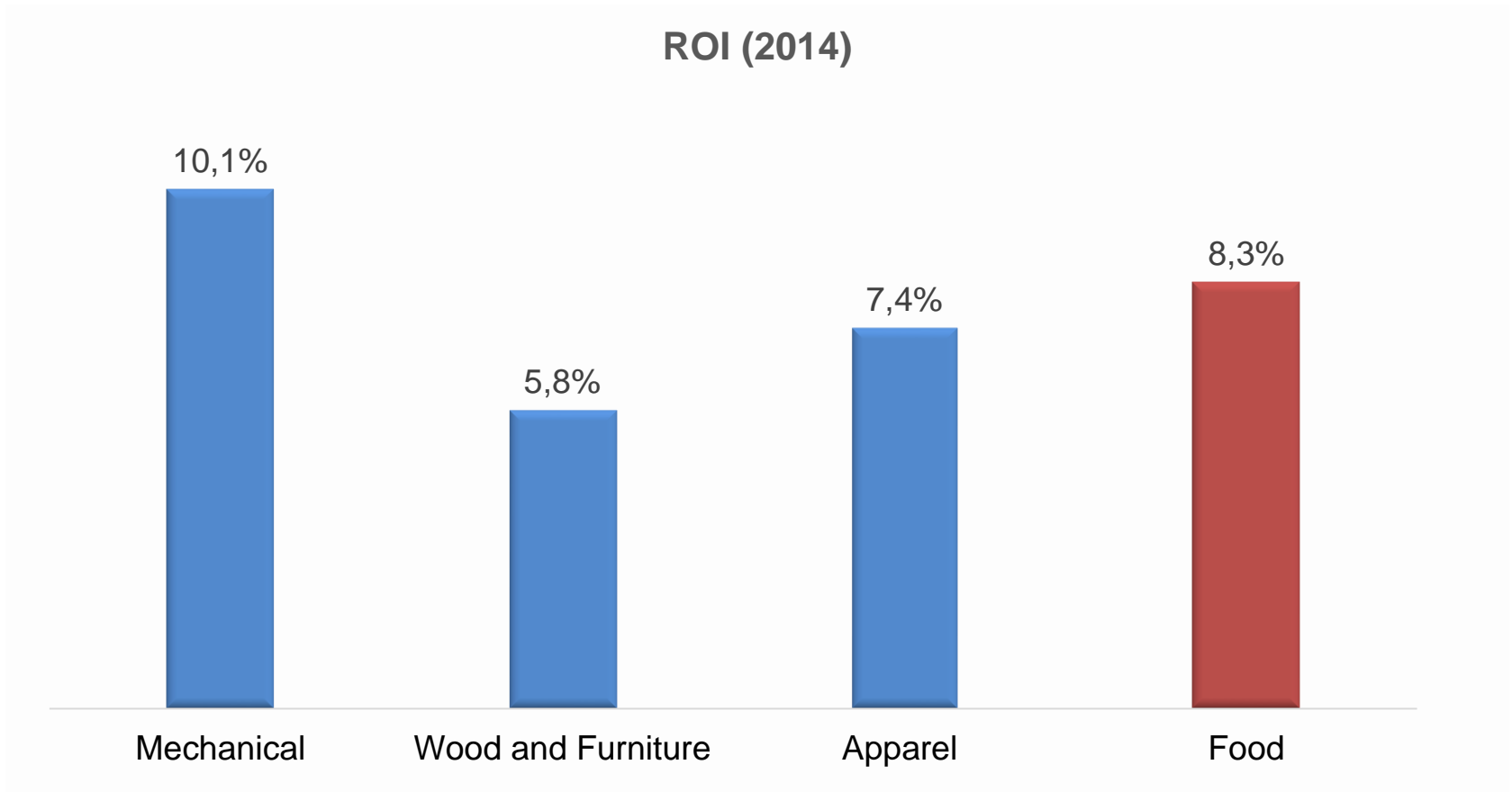
ROE Comparison (2010 - 2014)



Source: MBRES, 2015



Comparison with other sectors - Profitability

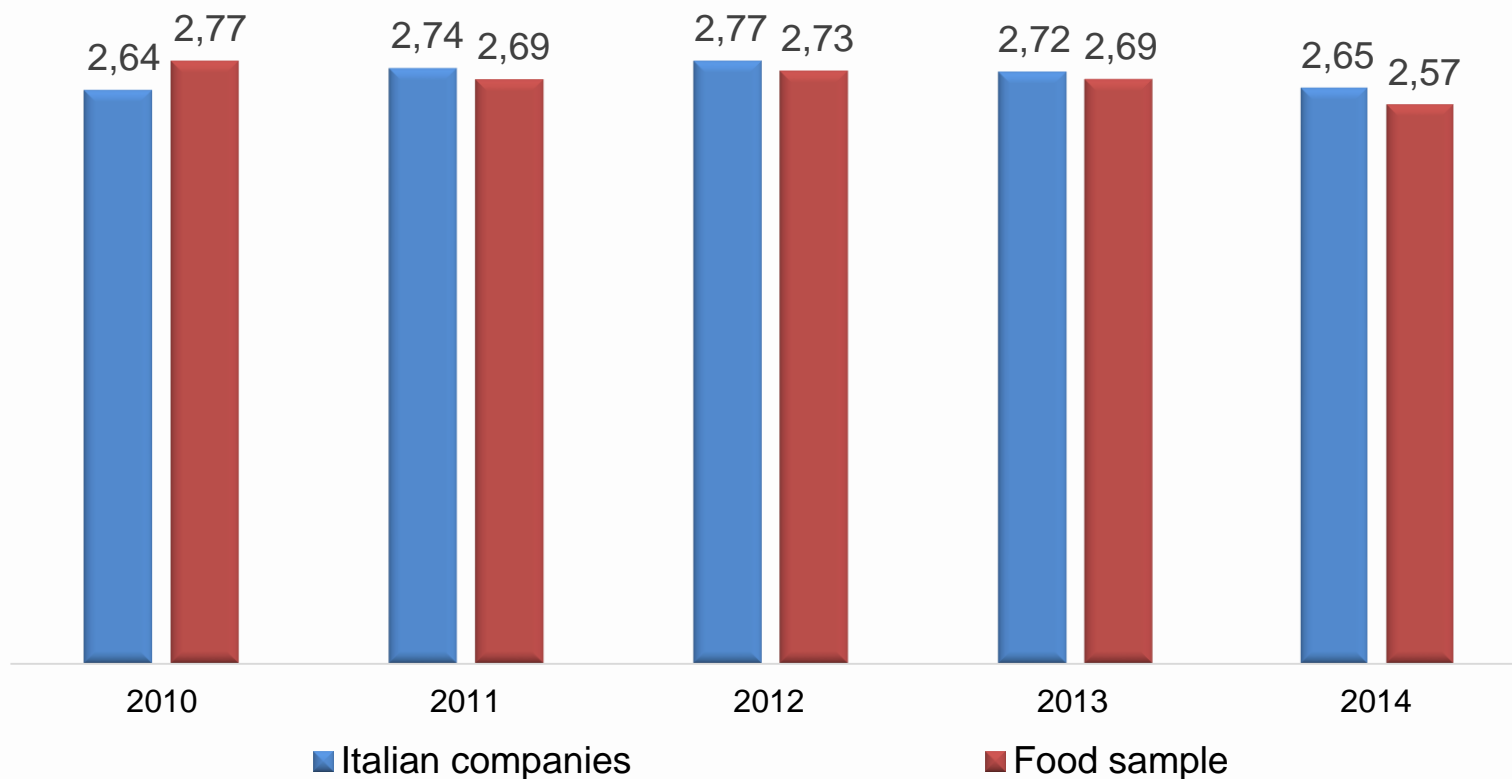


Source: MBRES, 2015



Comparison with other sectors - Financial structure

Initial rate of indebtedness (2010 - 2014)

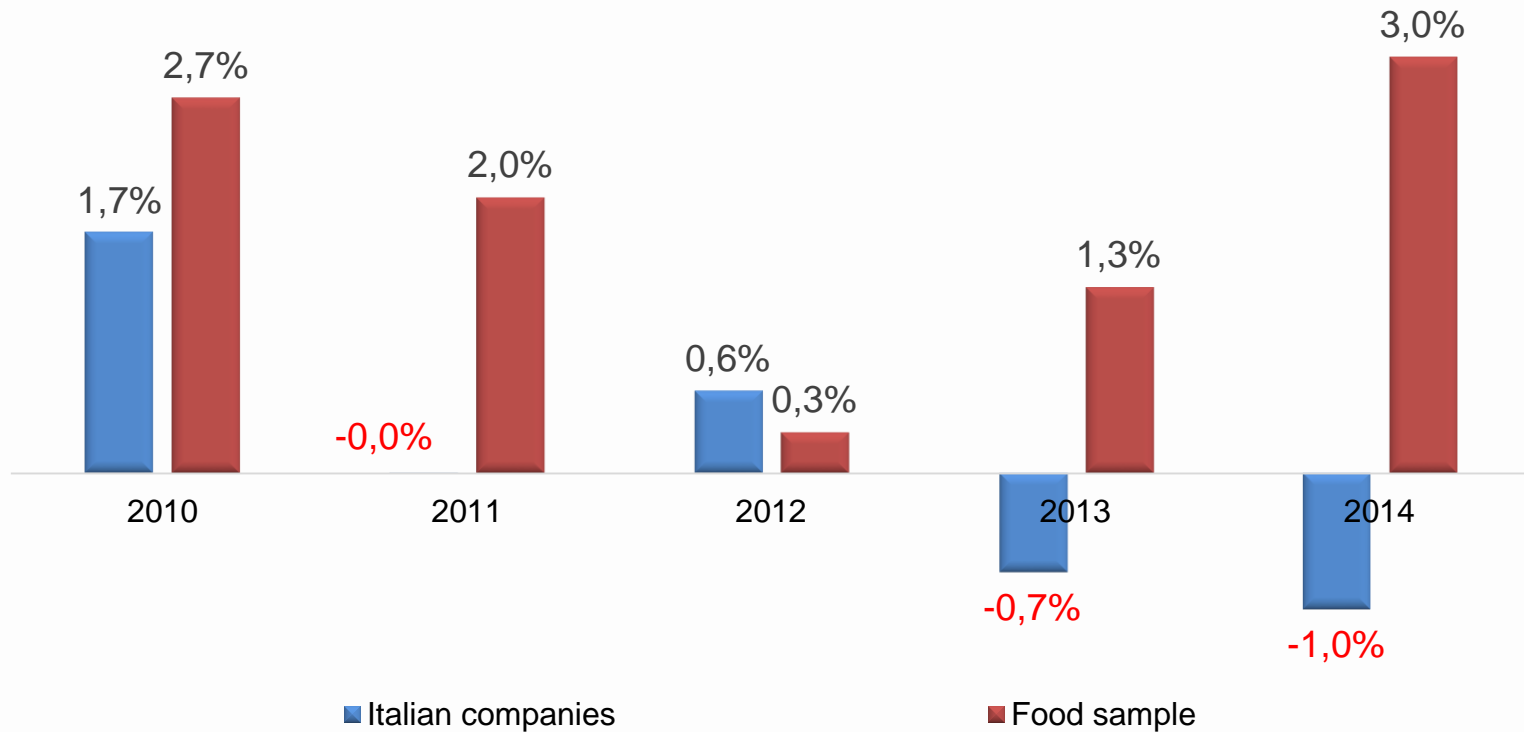


Source: MBRES, 2015



Cross-sector comparison - Investments

Rate of change in tangible fixed assets (2010 - 2014)

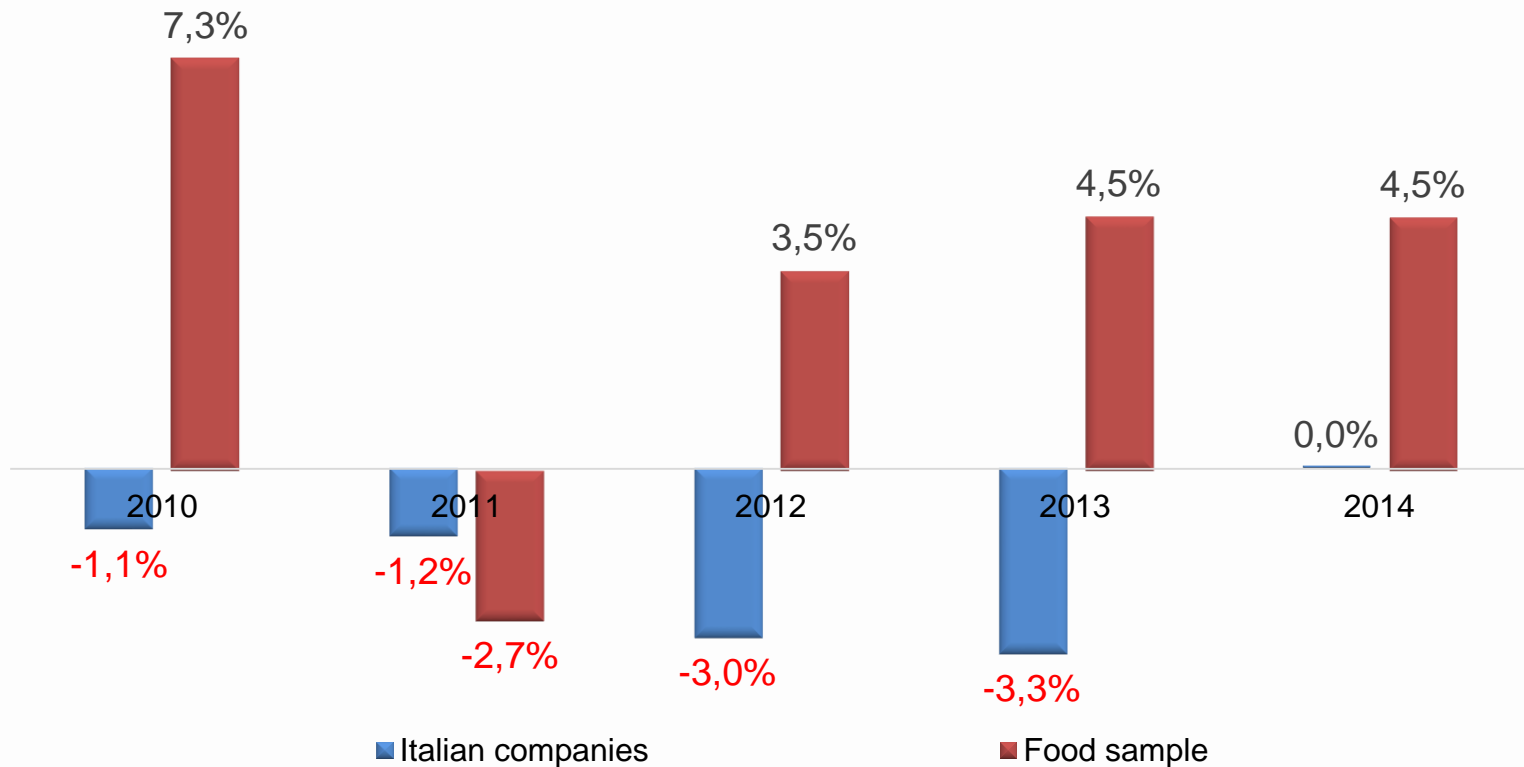


Source: MBRES, 2015



Cross-sector comparison - Investments

Rate of change in intangible assets (2010 - 2014)

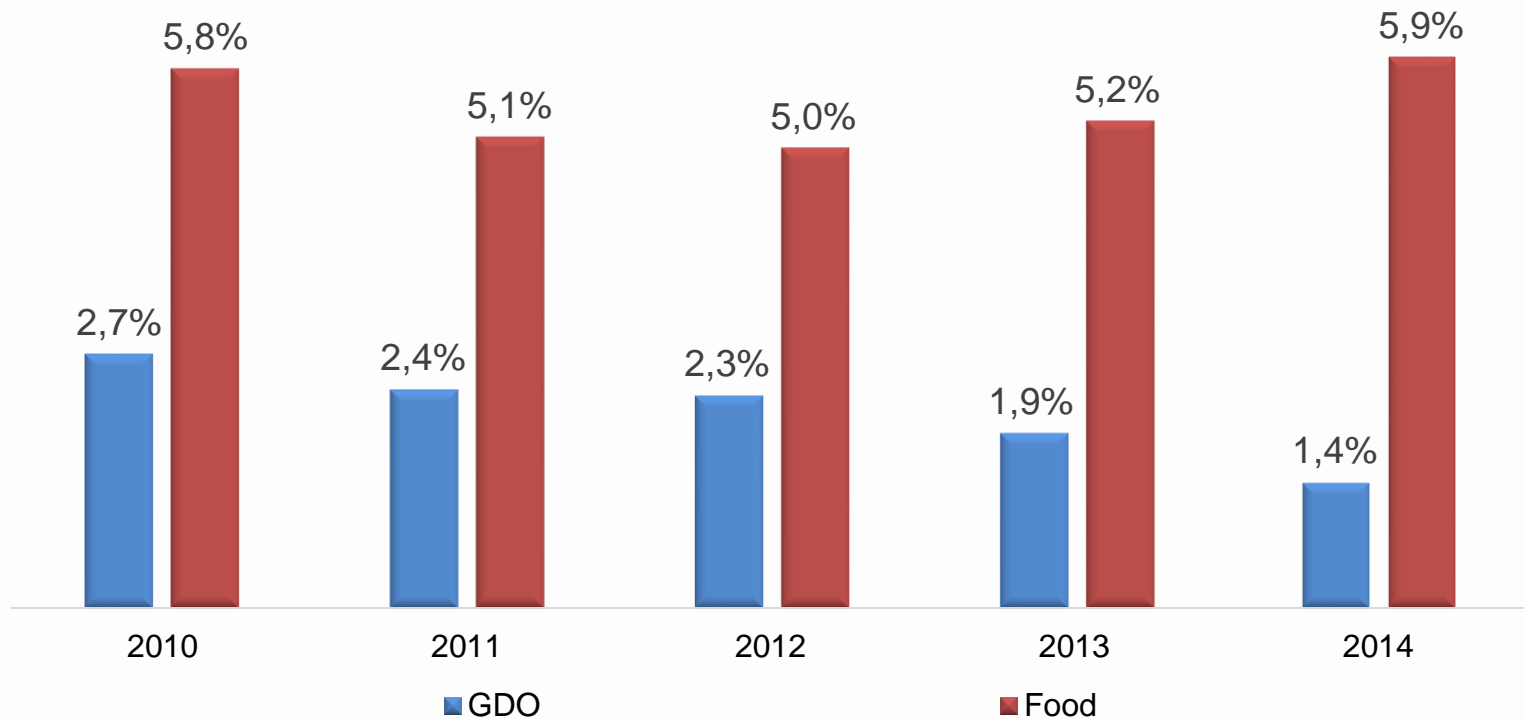


Source: MBRES, 2015



Comparison with large-scale retail trade - profitability of sales

ROS Large-scale retail trade vs. food (%)



Source: MBRES, 2015



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 technical and financial support of BSI Europe SA.

The computations were performed based on public budget data available as of 12/05/2016. The report was closed as of 05/18/2016.