

2008



Maccaferri
Industrial
Group

An evolving business concept.

Diversification across business sectors and the capacity to seize new opportunities on world markets is the mission of the Maccaferri Group, an industrial reality which has been active for more than a century with branch companies all over the globe, offering products, technology and services to the most advanced industrial markets and end consumers. Our goal is to think and act with professional skill and transparency, applying a global approach in respect of cultural diversity; acting as a "good citizen of the world"; valuing the environment and the communities where our production facilities are located. By valorising human resources, the most important asset for the growth and success of a company, the Maccaferri Industrial Group creates value and ensures total customer satisfaction.

*The story of a family.
A story of managers.*

The history and development of the Maccaferri Industrial Group are closely tied to the Maccaferri family, which still owns the enterprise and guides its strategic choices today. From the foundation of the first group company over a century ago, the Maccaferri family has always been more than an owner, directly guiding the growth and development of its businesses. The family has always been supported by top executives, who manage individual group companies independently and translate holding company strategies into operating decisions.

*A project
as vast as the world.*

The Maccaferri Industrial Group is headed by the family holding company SECI - Società Esercizi Commerciali Industriali - which has managed all group business since 1949. Industrial facilities are located across all five continents: 28 in Europe (including 20 in Italy), 4 in North America, 8 in South America, 2 in Africa, 9 in Asia. The 'jewels in the crown' of our six business sectors, these facilities are united by a global approach and common vision, namely to gain market leadership through a strategy of internationalisation and diversification.

<i>Consolidated turnover (€)</i>	2005	2006	2007
<i>Group total</i>	921	1.345	1.162
<i>of which:</i>			
<i>Foreign subsidiaries</i>	252	537	332
<i>Italian companies</i>	669	808	830
 <i>Employees</i>	 2005	 2006	 2007
<i>Group total</i>	3.698	4.232	4.489
<i>of which:</i>			
<i>Foreign subsidiaries</i>	1.494	1.726	2.140

SECI

Environmental Engineering **Officine Maccaferri**
Bianchini Ingegniero SA
C.P.S.
Coastal Protection Systems
Arenaria

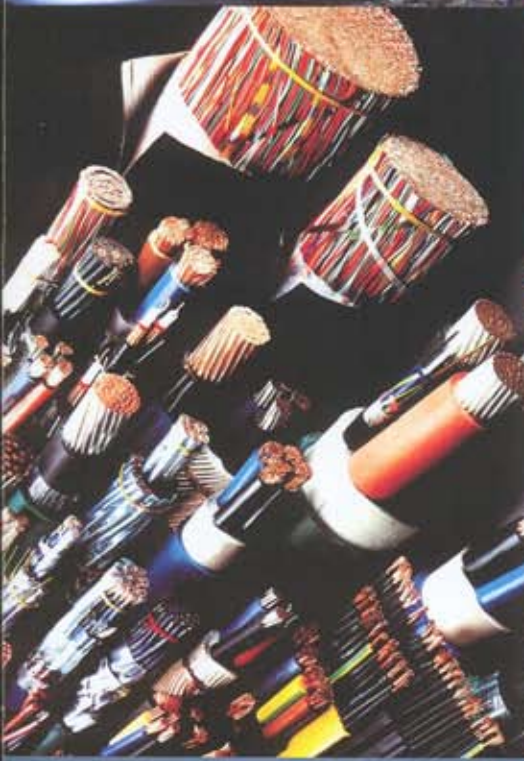
Mechanical Engineering **SAMP**
Samplingranaggi
Sampsistemi
Samputensili

*Real Estate, Construction
and Civil Engineering* **Seci Real Estate**
Finim
M. Project
Sapaba

Energy **Seci Energia**
Powercrop
Enerray

*Food
and Agribusiness* **Eridania Sadam**
Eridania Tate & Lyle
Eridania Suisse
Sadam Engineering

Tobacco **Manifatture Sigaro Toscano**



OFFICINE MACCAFERRI

This is the historical company around which the Industrial Group first developed. Founded in 1879, it was soon to become a reference worldwide in the design and development of advanced solutions for erosion control and reinforcement structures. Over time, however, the company has innovated and evolved so that today it is also a reliable partner for complex civil and environmental engineering applications. This aptitude for technological innovation is the result of constant and concrete dedication, which, alongside experience and technical know-how, has enabled Officine Maccaferri to guarantee top levels of efficiency, optimally sustaining environmental balance.

www.maccaferri.com

SECI REAL ESTATE

SECI Real Estate was founded in the 90's. At first, the company focused on value creation, recovering and upgrading property assets decommissioned by the Group.

What were once sugar refineries, steel works and all manner of other industrial plants, are now important centres of trade and industry and new integrated residential areas.

The core business of SECI Real Estate today is the development of real estate through the acquisition, recovery and upgrade of areas and/or properties, destined mainly for business, commerce or production and logistics.

Business activities are handled directly or, where appropriate, newcos with local and national/international companies are established. When it comes to the qualitative aspects of real estate development, SECI REAL ESTATE takes the utmost care in order to valorise areas of interest in the best possible way.

www.secirealestate.it



SAMP INGRANAGGI

A company of the SAMP Group - the mechanical engineering division of the Maccaferri Industrial Group - Sampingranaggi designs and produces internal and external cylindrical gears with both straight and helical ground teeth; ground and lapped bevel sets; gear reduction units; and other mechanical components, all fully machined in-house. These products are engineered for a wide range of applications, from industrial robotics to looms for the textile industry. Distinctive features of Sampingranaggi are a strong customer-oriented culture; quality; and the use of lean manufacturing techniques, which all guarantee customers top-quality products and service throughout the manufacturing process, from design and production to delivery.

At Sampingranaggi, training employees on a permanent basis; researching to improve products and services on an ongoing basis; and using machinery and inspection equipment of the very latest generation, within the context of a certified manufacturing system, ensure products of the very best quality, able to satisfy the most demanding customer requirements.

www.sampingranaggi.com



SAMP SISTEMI

A company of the SAMP Group - the mechanical engineering division of the Maccaferri Industrial Group - Sampsistemi supplies stand-alone machines or complete lines to suit any wire and cable production reality.

Today, Sampsistemi is the only company on the market able to provide customers with the complete wire and cable production process chain.

Being a single-source supplier, Sampsistemi spares customers the task of coordinating suppliers, thus preventing difficulties in communication, whilst also standardising and simplifying the whole supply chain.

Sampsistemi is near its customers, wherever they are, with an extensive sales network and manufacturing facilities located across Europe, America and Asia.

www.sampsistemi.com

SAPABA

The core business around which this company developed is the dredging and processing of gravel, cement conglomerates and bituminous products. In terms of capacity, quality and state-of-the-art equipment, the SAPABA facility today is among the most important in the region of Emilia Romagna.

To complement this business, the company has been operating a Construction Division for a number of years, contracting public and private road building and hydraulic engineering services.

www.sapaba.it

A company of the SAMP group - the mechanical engineering division of the Maccaferri Industrial Group - Samputensili supplies the gear and rotor manufacturing industry with innovative machines, tools, services and system solutions, able to satisfy any requirement from prototyping to mass production. Samputensili is near its customers, wherever they are, with major manufacturing facilities in Europe, North and South America and Asia. To ensure the success of future products, Samputensili focuses on continuous research and development, oriented to fully satisfy customer needs. In fact the forte of Samputensili is its Research and Development Division, where major investment in state-of-the-art equipment and skilled employees create the competence to design and develop exclusive technology.

This propensity for innovation is also the result of collaboration with customers; listening to their needs, developing new ideas and innovating winning solutions together.

www.samputensili.com



In over sixty years on the sugar market with its own brand Sadam, the Maccaferri Group has always distinguished itself for its high level of industrial innovation as well as for its wise strategic choices. With the acquisition in 2003 of the historic brand Eridania - a synonym of sugar - the Maccaferri Group established Eridania Sadam, consolidating its presence on the market. As market leader today, the Eridania Sadam Group anticipates the needs of a changing market, creating new structures that are oriented towards particular areas of business. Alongside Eridania Sadam, the core business of which remains the manufacture of sugar and related by-products, are new companies like Eridania Tate & Lyle, a joint venture with Tate & Lyle, capable of responding to the needs of a changing market, and Eridania Suisse, a company which guarantees Eridania Sadam direct access to major international markets. New impetus is also given by the Sadam Engineering, which offers know how in the design, construction and renewal of systems for the production and storage of sugar, alcohol and derivatives.

www.eridania.it

MANIFATTURE
SIGARO
TOSCANO



When British American Tobacco decided to divest its Cigar Division, it effectively left the leadership held by the TOSCANO® brand on the Italian market. Following a strategy of diversification, the Maccaferri Group built on the experience and technical know-how acquired in sugar manufacturing through Eridania Sadam, and seized the opportunity to expand its influence in the Agribusiness sector. There are several products whose history and tradition make them positive symbols of Made in Italy in the world. Created early in the 19th century, the Sigaro TOSCANO® is more than just a great cigar; it is the expression of a lifestyle, the image of Italian style and culture. Sigaro TOSCANO® is a product with a long-standing tradition, which, thanks to product innovation and guaranteed raw material and processing quality, continues to strengthen its leadership on international markets.

www.toscanoitalia.it

SECI

This new company integrates the equity investments held by the Maccaferri Group for existing initiatives - Termica Celano and Jesi Energia - with new partnerships created for specific energy-related and environmental projects.

A dedicated managerial team analyses market dynamics to ensure that business plans relating to sources of renewable energy are correctly assessed. The development and management of possible initiatives are also defined with carefully selected partners, and local operating companies are created. Today, prompted also by a need to reconvert decommissioned sugar refineries, new means of generating energy from renewable sources, such as biomasses, photovoltaic energy and wind farms, are being explored, as is the production of biofuels and biogas.

www.seci-energia.com



