

panorama
Economy

20 + 1

**AZIENDE CHE A FINE ANNO
FESTEGGIANO LA CRESCITA
(NONOSTANTE TUTTO)**

Stefano Trevisani, amministratore delegato del gruppo Trevi di Cesena.
Chiude il 2011 con +5% di fatturato, a 1 miliardo di euro.

Speciale con **panorama**

POSTE ITALIANE SPA - SPED. IN A.P. - D.L. 383/03 ART. 1, COMMA 1, DCB VERONA - SVIZZERA S.CH.F. - BELGIO 6.00 EURO

Together, we grow

The goal is to achieve a 1 billion Euro-turnover, a figure missing for one year now, as last year closed at 952 million Euros. In September 2011, however, the order portfolio had already reached one billion, with respect to 940 million Euros in the previous year.

Certainly a good trend for the Trevi Group of Cesena - worldwide leader of underground engineering, drilling and multi-storey car parks - as confirmed by the consulting firm A.T. Kearney which, despite the global crisis, ranked the Group first among Italian and international companies showing a steady growth trend, both in terms of turnover and financial performance. "The Group has strengthened over the last two years, diversifying its business in two sectors: underground engineering and drilling" says to Panorama Economy Mr. Stefano Trevisani, CEO of the Group founded more than 50 years ago by his father Davide. Today the Group is present in over 80 countries with more than 40 branches. "What really made us come out of the crisis of the last years unharmed is our global dimension, as Italy only accounts for 9-10% of revenue".

To achieve such results, you must

COUNTER-TREND

Leaders of turnover and financial results in a country where growth is slowing down. As Italy accounts for 10% of the business. □Our work remains hidden□ say the Trevisani's from Cesena, who manage the 1-billion Euro company Trevi which constructed the new Library of Alexandria in Egypt and the foundations for the new World Trade Center.
by Mikol Belluzzi



Turnover 2011

UNITED IN THE COMPANY AND AS A FAMILY

In the photo, the Trevisani family: from left, Gianluigi, Simone, the father Davide and Stefano.

have started long time ago. As Trevi did. As far back as in 1967 the Group landed in Africa, in Nigeria, and since then internationalisation has never stopped: in 2011, the company has celebrated its "first" 40 years of presence in Argentina, where they should reach a record turnover of about 100 million dollars (+11% compared to 2010). This is also the result of significant investments. Since 2006 the Group has invested 53 millions in Argentina and 21 millions in Chile. "North America too is going pretty well" continues Mr. Trevisani. "We have set up two operating branches there - one in Boston and one in Houston - with 600 employees, and today this area accounts for about 20-25% of our global activity".

As to Asia, Trevi is present in China and India since the beginning of the 1980s, with small production businesses. "Today we are present in Hong Kong, Philippines and Singapore, also with the Soilmec division, which sells underground engineering services and products. This company ensures a continuous technological exchange between jobsite experience and foundation technology engineering. The same applies to the drilling sector with Drillmec and Petreven". These two branches led the Group from

Cesena to realize impressive works: the Ertan dam in China, the new Library of Alexandria in Egypt, the foundation works for the Vasco da Gama bridge in Lisbon and for the new World Trade Center in New York, which is indeed a crowning achievement as well as the LPV111 levee of New Orleans devastated by Katrina Hurricane. These extraordinary works would be very much needed in Italy too. "In Italy such interventions are realized only following a natural disaster like the flooding in Genoa" points out Mr. Trevisani, "we have structural problems to be solved and constant renovation is needed because of the special morphology of our country. However this is true not only for Italy, but for many countries including the US".

Trevi has its own way of addressing the problem of air pollution by constructing undergrounds. "In 30 years, we have participated in the construction of more than 50 undergrounds worldwide, as our technology serving underground infrastructure is more and more necessary" declares the CEO. "We are currently realizing the underground in Rome, Naples and Florence, and we have also been charged with the construction of special foundations for the

underground in Copenhagen, which is one of the most modern and advanced infrastructure for urban transport in the world - a project accounting for 90 million Euros. We are also contributing to the construction of the underground in Singapore, Algiers and Panama. Extraordinary works, which unfortunately remain hidden underground...". This is also one of the reasons why the Group decided to enter the potential wind energy market: "We are still in the early phase of assessment and study, whereas we have been working in the geothermal sector for many years now".

Concerning the drilling business, Trevi is about to complete a drilling project in the Strait of Magellan. Important novelties are expected in the drilling sector.

"As we did in the past, we foresee more acquisitions for the future, in order to complete our range and expand our geographical presence". To continue to grow, Trevi has just undertaken a 45 million capital increase, linked to convertible bonds accounting for 70 millions issued in 2006 with the support of Intesa Sanpaolo. These resources will be used to seize new opportunities for both internal and external growth.

And the Italian Stock Exchange did the rest: despite a negative result of about 50% since the beginning of the year, Mr. Trevisani is still persuaded that the Stock Exchange is the right choice.

"Being listed on the Stock Exchange gave our company visibility and the opportunity to grow thanks to the work of qualified and motivated managers and technicians willing to best use the resources allocated for the growth. Let's not forget that in 2010 our stock was the second best performing stock (10 years)..."

concludes Mr. Trevisani. At least for once the group's work was not hidden underground...

1/4 OF THE REVENUE COMES FROM THE US

Workers of the Trevi Group at work. The company has two operating branches in the US - in Boston and Houston - with 600 employees: they account for about 1/4 of total turnover.

