



ASSOLOMBARDA

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President of the Young
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President of the SMEs Group **Luigi Lucchetti**

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ASSOLOMBARDA

ASSOLOMBARDA IS ...

About 6.000 firms located in the Province of Milan are associated to Assolombarda, which is the largest territorial association of the entire entrepreneurial system in the country. Assolombarda is part of Confindustria (Italian Entrepreneurial Association). The associated firms operating in the province of Milan employ more than 311.000 of the 5.439.000 workers employed by member companies in the whole country.

The mission of the Association is to protect and represent the enterprises' interests in dealing with the political world, social and political organizations and local authorities as well as with trade unions.

Assolombarda also provides its associated firms with a great variety of services. Furthermore, assistance, advice and practical handbooks on many management and strategy aspects are supplied.

Firms of every size and belonging to every industrial sector, producing services, goods or both are eligible to become members of Assolombarda.

The structure of the associated firms is quite diversified: over 30% belong to the metal and mechanical industry, another 30% to the industrial, innovative and tourist tertiary sectors, almost 10% to the chemical sector. Also the transport industry, the business communication services and the fashion industry play a key role within the Association.

The aims of Assolombarda

As Assolombarda is an entrepreneurial Association, its main aim is to favour the development of the local industry by promoting solidarity and cooperation among its member firms and by fostering and protecting their interests when they have to face problems related to industrial, social, economic or cultural matters.

Accordingly, the Association:

- represents its members' common interests
- permits the comparison between different entrepreneurial realities
- supports management of main business functions



ASSOLOMBARDA

INDUSTRIAL AND EMPLOYERS' ORGANISATIONS IN ITALY, A BACKGROUND

The birth of industrial and employers' organisations is closely related to the unprecedented phenomenon of economic growth in the Modern era. In Italy, as in other countries, several lobbies aimed at promoting employers' interests had already taken shape by the end the 19th century.

The earliest sectorial associations were founded in Milan, the city leading Italy's economic and industrial transformation between the late 19th and the early 20th century. The Consorzio Lombardo degli Industriali Metallurgici e Meccanici (Lombardy Consortium of Metallurgical and Mechanical Manufacturers) was established in 1899 to deal with industrial relations issues.

In 1919, manufacturers in Milan agreed to define a common line of conduct, as strikes and social strife were taking the form of an organised political struggle. The Federazione Industriale Lombarda (Lombardy Industrial Federation) was established, and the lobbies representing the interests of several industrial sectors soon joined the new organisation.

During Fascism, the promulgation of the so-called "Corporative Laws" altered the Federation's structure, as the organisation became a branch of the Ministry of Corporations.

After the end of World War Two, the National Liberation Committee entrusted the entrepreneur Giovanni Falck with the Federation's reorganization: on June 25th, in 1945, the Associazione Industriale Lombarda, better known as Assolombarda, was established.

ASSOLOMBARDA AND CONFINDUSTRIA

Confindustria is Italy's leading employers' organisation, with an overall membership of 146.046 businesses. The interests of its members are represented mainly through a network of local and sectorial associations.

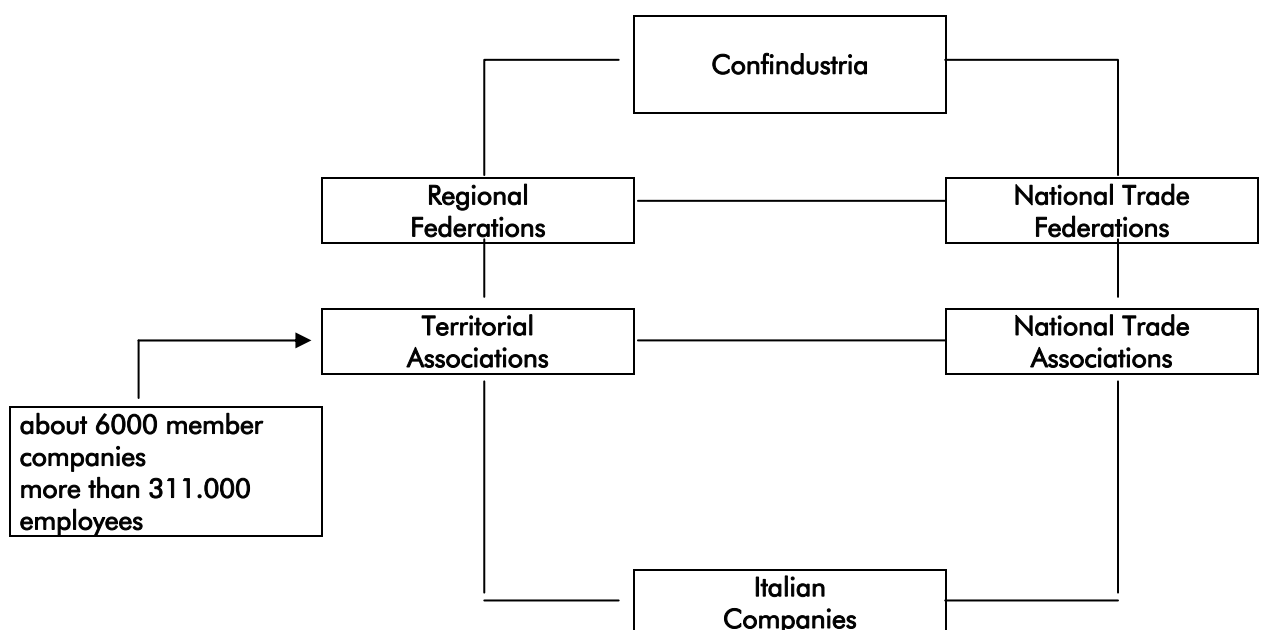
Local associations

Local associations affiliate business members by location, represent their interests with the unions and provide support in dealing with social, economic and cultural issues. Among the leading local associations are Assolombarda and Unione Industriale della Provincia di Torino (respectively, Milan and Turin employers' associations).

Sectorial associations

Sectorial associations affiliate business members by industrial sector and provide support within their specific area of interest. Local and sectorial associations are in turn clustered in regional federations and national sectorial federations (such as Federmeccanica – Mechanical Industry Federation, Federchimica – Chemical Industry Federation, and Federalimentare – Food Industry Federation), which complete Confindustria's structure.

Once a company joins Assolombarda, it automatically becomes a member of Confindustria.





GOVERNANCE

Assolombarda is structured so as to allow the broadest participation of its members in defining its strategies and activities. Elected representatives are pooled from a range of business sizes and sectors and renewed on a two-year basis.

Assolombarda's institutional bodies are:

The Board (Presidenza) - The Board is composed by the President, four appointed Vice Presidents entrusted with the co-ordination of the Association's operating divisions, the President of the SMEs Group, the President of the Young Entrepreneurs Group and the Delegate to the Surveys Department.

Executive Committee (Consiglio Direttivo) - The Executive Committee is composed by the President and Vice Presidents, the Delegate to the Surveys Department, the Treasurer, the last Past President and a representative of the District Organisation, as well as by members appointed by the President as representatives of major local businesses and business associations.

Council (Giunta)

General Assembly (Assemblea Generale)

Business members are directly involved in the association's activities through:

Sectorial Groups (Gruppi Merceologici)

Assolombarda members are represented by and divided into Sectorial Groups according to their core activity. Through these Groups, businesses take part in the Association's life and have direct access to the Association's operational services.

SMEs Group (Piccola Impresa)

The SMEs Group supports the Association in the achievement of its goals by representing the interests of small and medium enterprises (companies with up to 250 employees).

Furthermore, in co-operation with the association's departments, the Group promotes ad hoc institutional activities such as seminars, workshops, publications and cultural events.

Young Entrepreneurs Group (Gruppo Giovani Imprenditori)

The Young Entrepreneurs Group fosters private enterprise and co-operation among the association's young entrepreneurs; it promotes initiatives aimed at furthering business awareness of economic, social, political and technical issues; it endorses business action through debates, publications and contacts with other groups and associations.

District Organisation (Organizzazione Zonale)

The District Organisation promotes the interests of business members on a local basis, by enhancing competitiveness through efficiency and effectiveness, liaising with institutions and local authorities and fostering "corporate reputation" in society.

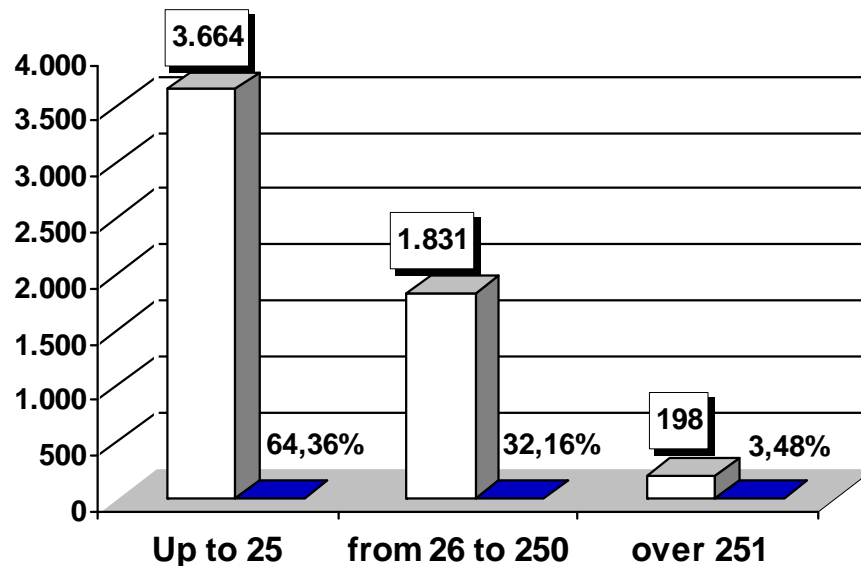


MEMBER COMPANIES DISTRIBUTION BY WORKFORCE

64% of Assolombarda members have less than 25 employees.

Workforce	Total members		Percentage of distribution	
	No. Companies	Workforce	% Companies	% Workforce
Up to 10	2.334	9.390	41.00%	3.02%
From 11 to 25	1.330	22.071	23.36%	7.09%
From 26 to 50	870	31.727	15.28%	10.19%
From 51 to 100	563	39.873	9.89%	12.81%
From 101 to 250	398	61.404	6.99%	19.73%
From 251 to 500	120	40.472	2.11%	13.00%
Over 500	78	106.314	1.37%	34.16%
Total	5.693	311.251	100%	100%

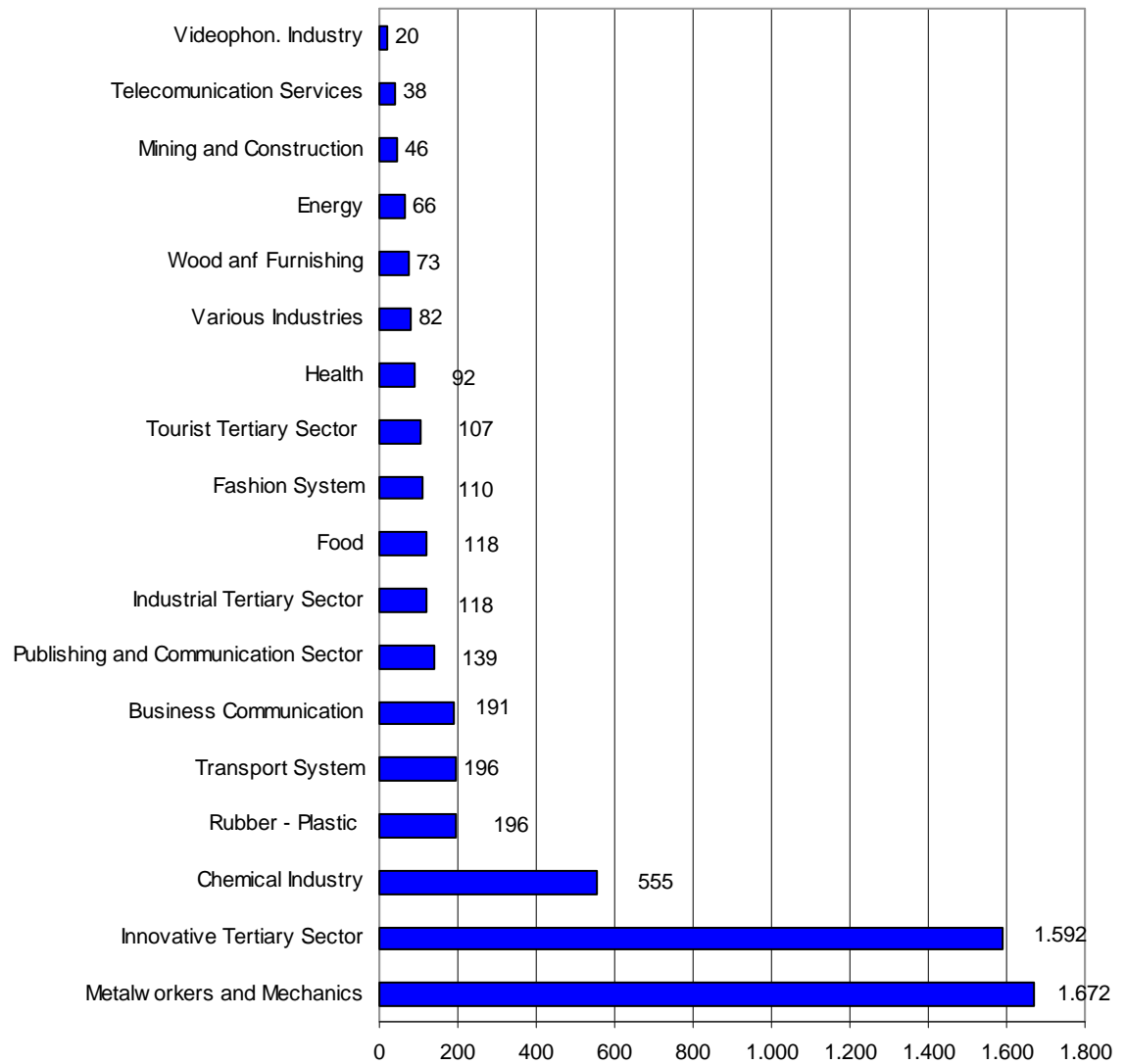
Up to 25	64.36%
from 26 to 250	32.16%
over 251	3.48%





INDUSTRIAL SECTOR

At present, Assolombarda has about 6.000 members, ranging from small companies to large ones. They can be classified as follows:





MILAN IN FIGURES

The Economic-Productive Fabric

Over 5% of Italian companies and 35% of Lombardy companies are concentrated in the Milan area. The industrial companies of Milan and its province produce approximately 9% of the added value of Italian industry and export a share equal to 10% of national exports (about 33 thousand million Euro).

		Milan	Italy
Wealth generated (2008)		134 billion euro	10% of Italian GDP
Pro-capita annual GDP (2008)		€ 34.082	€ 23.551
Number active companies (2010)		284.045	5.281.934
Employment rate (2010)	Total	66,3%	56,9%
	Female	58,8%	46,1%
Unemployment rate (2010)		5,9%	8,4%

Thanks to the presence of a very dynamic productive fabric, characterised by positive interaction between the industrial and tertiary sectors, the province of Milan is the centre of excellence for business services. The province is home to 53% of the region's local sector units and 11% of Italian units, while 64% of regional sector employees and 17% of national sector employees are also concentrated here.

The Milan enterprises are leaders in important commodity sectors:

- instrumental mechanics;
- furnishings - design - fashion;
- chemical and pharmaceutical;
- health-healthcare;
- media and publishing;
- information technology;
- finance and insurance;
- management consulting and corporate organisation;
- marketing – market research – advertising – public relations.

International Vocation

Milan is home to over 2,000 foreign invested enterprises, equal to 45% of those present in Italy, and to thousands of small and medium sized enterprises, as well as to large national enterprises. On the whole it is a multi-sector, multi-dimensional, international, integrated system, and one that represents the driving force of the Italian economy and is one of the main pivots of the European economy (the Lombardy region is one of Europe's four engines).

Milan is also home to 91 consulates, 16 foreign government commercial offices, 34 foreign government tourist offices or boards and 17 bilateral chambers of commerce. Thanks to these figures Milan ranks second to New York among the non-capital cities with the highest consular presence in the world, proving its international prestige.



Finance

Milan is Italy's financial capital, with 121 banking institutes, of which approximately half are foreign, and with thousands of financial brokerage companies. The Milan Stock Exchange, one of Europe's most important, has 332 listed companies, average daily trades equal to 3 billion Euro and in 2010 the market capitalisation of listed companies totalled 425 billion Euro, equal to more than 27% of Italian GDP.

Research, Education and Culture

In the Milan area there are seven universities, some with long-standing and prestigious tradition, others of more recent construction, and many of the country's most highly qualified research centres and laboratories. The fact that approximately 25% of Italian patents are deposited in the Milan area bears witness to the area's propensity for technical innovation, as do the investments in research and development, estimated to be in the order of 30% of the entire investments made at national level, a substantial part of which is sustained in Milan by private enterprises.

The city boasts numerous important cultural centres like the Scala Theatre, the Piccolo Theatre, the Biennial Art Exhibition, the Triennial Design Exhibition, the Science and Technology Museum. In Milan there are 60 museums, including the Brera Gallery and the Ambrosiana Gallery, 11% of national heritage, 150 galleries and art exhibitions.

Milan Trade Fair

The Milan Trade Fair is Europe's leading exhibition centre and one of the most important at world level. The trade fair system of Lombardy's regional capital is divided into two exhibition areas: the New Rho-Pero Pole, designed by the architect Massimiliano Fuksas and inaugurated in 2005, and the City Pole, created from the redevelopment of the historical Milan trade fair district. The two poles cover a total surface area of over 710,000m²; the New Pole has a gross indoor surface area of 345,000 m² and an outdoor surface area of 60,000 m², while the City Pole has a total gross indoor exhibition area of 115,000 m².

In addition to hosting a great number of internationally important trade fairs and events each year, Fieramilano provides Italy's most extensive congress area which from 2011, thanks to expansion plans that have already been drawn up and are currently undergoing implementation, will become the largest congress centre in Europe.

Milan in 2015

In 2015 Milan will host the Universal Exposition on the theme of "Feeding the Planet, Energy for Life". The EXPO 2015 will be an event that will give international visibility to the tradition, creativity and innovation of Milan and of Italy in the fields of alimentation and quality of life, science for health, education and training, solidarity and international cooperation.

In the 6 months of the exhibition 7,000 events are scheduled, with 29 million tickets sold for a total of 21 million visitors. The EXPO site will extend over 1.1 million m² and in preparation for the event infrastructural investments worth over 14 billion euro are scheduled throughout the Milan area.