



Gruppo Ferruzzi

**FERRUZZI
AND
THE GLOBAL MARKET**

The Ferruzzi's profile in brief	The Ferruzzi' structure		The holding's portfolio	The sectors and breakdown of the global turnover of Ferruzzi (million US\$)
	The holding Company	Main Companies		
<p>Ferruzzi, whose activities are headed by the Ferruzzi Finanziaria holding Company, is one of the most important industrial groups on a world level, with aggregated sales accounting for over US\$ 30 billion and more than 85 thousand employees. It is present in agriculture and commodities trading, construction and engineering, insurance and financial services, transport and publishing. But, above all, it is active in industry with sales accounting for over 60% of the entire aggregated sales of the Group.</p> <p>The key features of Ferruzzi are:</p> <ul style="list-style-type: none"> • a remarkable opening on international markets and suitable dimensions for competing on the global market, with over 500 production plants throughout the world and nearly half of the sales generated abroad; • a strong industrial system, based on agro-industry and chemicals, characterized by leadership or co-leadership at European or international levels in all business sectors; • a strong equity structure; in fact, although over 60% of aggregated Group sales are generated by industry, only approx. 25% of the holding's portfolio is related to industrial activities. The remainder is concentrated in insurance and financial activities and in other services sectors; • a series of activities not only capable of generating income but also likely to bring about a considerable increase in value; • a co-ordinated structure in R&D (over US\$ 380 million invested during 1989) and Group services from which all the various business areas benefit; • a remarkable knowledge of international commodity and currency markets serving as an invaluable heritage for the Group. 	Ferruzzi Finanziaria	Eridania Béghin-Say (agro-industry)	Industrial activities 24.0%	Industrial activities 19,591 (63.6%)
		Ferruzzi Agricola Finanziaria (industrial sub-holding Company)	Insurance 52.1%	
		Montedison (chemistry)	Insurance 1,721 (5.6%)	
		La Fondiaria (insurance)	Other activities (agriculture, trading, engineering and construction, publishing) 23.9%	Other activities (agriculture, trading, engineering and construction, publishing) 9,496 (30.8%)
Calcestruzzi and Tecnimont (construction and engineering)				

The Ferruzzi's Industrial System:

Strategic areas:	The leading Companies	The industries	Main Companies involved	Main products and technologies	Competitive position
Food	Eridania, Béghin-Say	Agro-industry and "green chemistry"	Eridania Béghin-Say	Sugar	Leader in Europe
Environment			Industrie Risi Ravenna	Rice	Leader in Europe
Health			Italiana Olii & Risi Central Soya Lesieur Koipe Carapelli	Oils, proteins and animal feeds	Leader in Europe
Energy			Cerestar	Starch and derivatives	Leader in Europe
Chemicals and advanced materials	Montedison	Pharmaceuticals	Erbamont	Anti-cancer and cardiovascular drugs, pharmaceutical products for the central nervous system	World leader in anti-cancer drugs
		Energy	Selm	Hydroelectric energy, oil and gas	Significant position in Italy
		Polymers, engineering resins and advanced materials	Himont Ausimont	Polypropylene, advanced materials, etc.	World leader in polypropylene, in fluorine chemicals and in advanced plastic materials
	Base chemicals	Enimont Sir	Plastics, rubbers, synthetic fibres, fertilizers, plant care products and thermo-setting resins	European leader in 7 businesses and co-leader in 3 businesses	