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PIERO PETRUCCO

Vice Chairman ANCE (Italian Contractors' Association)



Mr. President,
Ladies and Gentlemen,

A very good morning to you all. First of all, I wish to express my sincere gratitude to the President, Mr. Paolo Trombetti, for his kind invitation to take part in this important meeting. *It has been several months since IATT joined ANCE as associate member.*

ANCE (The Italian Contractors' Association) **has been representing the Italian construction industry for over 70 years.** It is also the leading association representing the entire sector in Italy and represents construction enterprises of all sizes: **large, small and medium-sized.**

Approximately 20,000 private construction enterprises operating in all types of construction projects are members of ANCE.

Some of them have an over hundred-year-long history and many, for several decades, have been successfully operating in international markets all over the world.



In the last ten years, also due to the difficult economic situation in our Country, the average turnover growth of Italian companies overseas has slightly exceeded 9%, against a decrease in national turnover of about 3% per year. On the whole, our enterprises are present in 92 countries with over 800 job sites, for a total value of just over 82 billion euro and an order portfolio stable at around 51 billion euro.

The associative system covers the entire national territory **thanks to an extensive network of associations**, divided into 96 local associations (mainly at provincial level) and 20 regional bodies.

At international level, the Association is affiliated at the most important international construction Federations. In particular, at European level ANCE is a member of FIEC (*European Construction Industry Federation*) officially recognized by the European Commission as a **social partner for the sector** and of EIC (*European International Contractors*). **ANCE** has a permanent office in Brussels and daily confers with EU institutions.



During its long experience, ANCE has always paid particular attention to those phenomena of change that the reference market has gradually expressed.

Talking about changes and challenges, it is clear that the specialized sectors companies, more than any other, are strongly committed to innovation and solution-oriented processes.

Based on an organization employing highly qualified personnel and in permanent training such companies develop production processes requiring machinery and equipment not only specialized but also at the forefront.

The specialized companies are grouped within the Association in the *Specialized Enterprises Committee* I have the honour to chair. We believe that highly specialized companies - and those associated with IATT are the most advanced ones from a technical, technological and organizational point of view - can boost the growth of the entire sector. And it is no coincidence that among the most internationalized companies we find the specialized one, which, thanks to their excellence, become concrete examples - Ambassadors, I would say – of Made in Italy in the world.

Today the construction sector is facing a period of significant changes with an increasingly important push towards innovation and quality.



The ongoing innovation dictated by the digitalisation and computerization of the various phases of the construction process, the need to manage a growing number of data determines a radical change in the supply chain model, bringing out new ways of generating value, also through the creation of modern forms of relationships. The theme of corporate sustainability and the growing interest in issues related to environmental protection favour the introduction of technologies such as no-dig ones in increasingly extensive areas and contexts; from niche sector, intended for application in specific and singular situations, the ever increasing attention to the sustainability and environmental restrictions of construction activities will involve the development and the growing diffusion of the sector.

ANCE is strongly convinced that the commitment and presence of all the involved partners will re-launch the construction sector, which, in our Country, continues to represent - despite a crisis of over a decade - an important percentage of GDP equal to 8%, but able to activate a production chain equal to 22%.
An additional demand of one billion euros in the construction field generates an impact on the economic system of 3.5 billion euros, contributing to the increase in Italian wealth by about half a percentage point a year.



The cooperation between IATT and ANCE - we are sure - will be an opportunity to meet and increase the value of doing business in our Country and in the world. The joint work awaiting us is an opportunity and an important challenge for all of us.

The initiatives and requests for new regulations and legislation that we will put in place together, with regard to the application of low environmental impact technologies in the construction sector, shall therefore be Community-wide measures and shall constantly be inspired by respect for the environment and for safety on work.

In this sense, I confirm the maximum commitment of ANCE and my staff, also in the role of Vice President of FIEC (Federation of the European construction industry), an Organization that we will be able to properly involve and where we will raise awareness to support our common requests and needs.

Thanks to you all for your kind attention and good continuation of the programme.