



ARCO

LAVORI

PROFILE 2018

ENG





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A GREAT TEAM

 **110** OVER
me
ur
IN TURNOVER



400 PART
NERS
ON NATIONAL TERRITORY



4 BUSI
NESS
AREA



"I like to reminisce about our beginnings.

Many years ago, we were a group of small entrepreneurs who decided that only by joining together our strengths and abilities, could we continue to remain within a market that was becoming increasingly complex and risky.

The objectives back then were the same as they are today, and have now become our strength.

Joining together to compete on markets otherwise inaccessible to small and medium-sized Italian companies and divide the risks of our business activity in order to avoid the difficulties that can jeopardize their success.

This was our spirit! And today, after more than twenty years in which we've had to face the worst post-war economic crisis, we can say that we've been able to look towards the future with great anticipation more so than anyone else, and this has allowed us to overcome the difficulties of the era that we are living.

This is just the next challenge that I've put in motion towards my young colleagues. Always thinking about the future in an innovative manner, being able to anticipate the times and prevent any problems. I'm sure my colleagues are on the right track."

Franco Casadei Baldelli
Chairman

"When I was only 35, almost a decade ago, I was asked to become General Manager of this association, there were so many uncertainties.

Operatively guiding a structure that was rooted in 40 years of previous history, definitely put me in front of a great responsibility and, at the same time, a great challenge.

With the work and passion of my whole team, with the approval and constant support of the President and the Board of Directors, we have succeeded in transforming this company into one of the most important Construction Associations nationwide. The needs and the rules of the market are constantly changing, our success lies in the ability to be a company that by nature is branched, diversified and numerous.

This allows us to be present on the market in the leading role, and our partners and our clients find competence and reliability in us.

Our organization is technically, economically and financially sound and is ready to face any challenge."

Emiliano Battistini
General Manager



220 MEUR
JOB
PORTFOLIO



8 LOCATIONS
IN ITALY AND
EUROPE



110 MEUR
IN
TURNOVER



400 PARTNER
COMPANIES



150 ACTIVE
CONTRACTS



1.500 EMPLOYED
WORKERS



20 YEARS
OF HISTORY



4,3 MEUR OF
NET ASSETS



▲
WHO
WE ARE

ONE PARTNER WITH MULTIPLE SKILLS

Arco Lavori is an association of artisan trade companies established in 1999 that **operates in general construction, facility management, energy and healthcare**, operating independently, and are implemented by their partners, projects acquired through the participation in public and private tenders.

Although Arco Lavori engages its own partner companies for the development of the acquired contracts, it retains full responsibility for their proper execution towards the client.

Arco Lavori thus becomes an additional instrument of protection for its clients, who, in even complex contracts relies on its consortium, while maintaining the relationships with a single associate, which guarantees the proper execution of the projects, as well as respecting all the contractual terms and conditions in force.

The advantage for the client being in a contract with Arco Lavori is that they can compensate for any requirement and any eventual difficulty of execution, remaining in an exclusive contractual relationship between the consortium/client, but having the possibility to modify or replace the company, or the executing companies of the works without there being any repercussions on the progress of the activities and consequently on the final purchaser.



▲
MISSION

CLOSE TO BUSINESSES, CUSTOMER SERVICE

The aim of Arco Lavori was and still is to assist small and medium-sized companies that are part of responding to the new demands imposed by the market, **offering effective and innovative services that allow our associates to always stay ahead and be competitive, always providing the maximum results to our clients.**

Improving the economic and social conditions of partner companies, promoting, commercializing, facilitating and developing their business activities, **contribute to the containment of management**

costs of the company, is what Arco Lavori is committed to doing for twenty years.

The results and the continuous growth achieved are the best evidence of how our reality is the best tool to allow small and medium-sized companies to remain competitive and successful in the market.

Multiple interests and very low risks due to the very nature of the consortium made up of 400 partner companies nationwide: this is our strength.



▲
WHERE WE
OPERATE



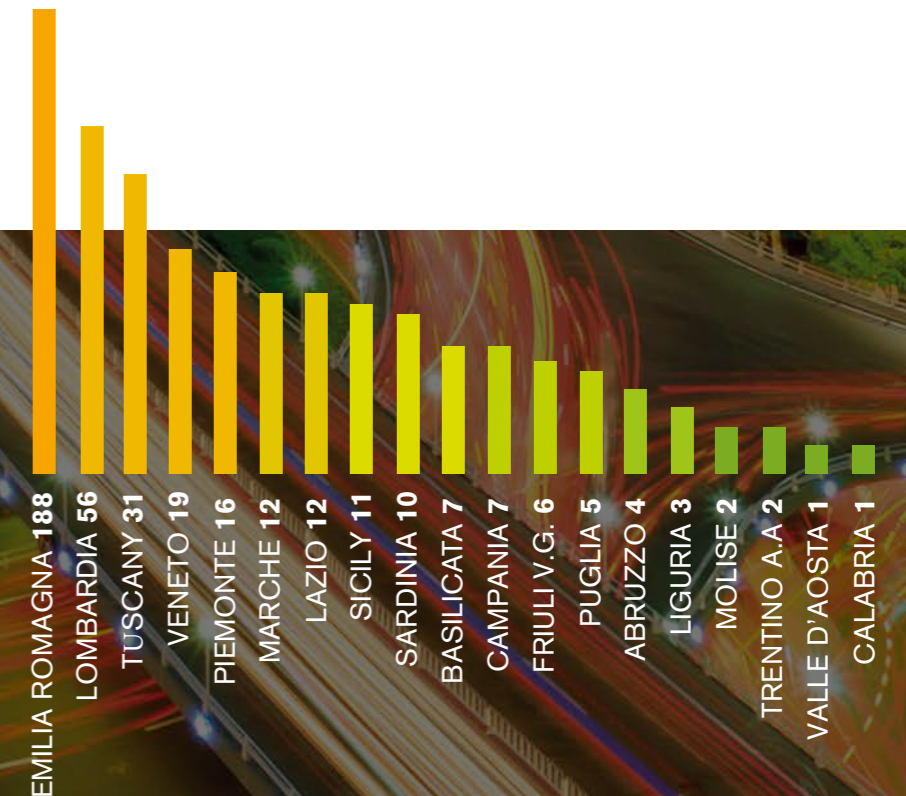
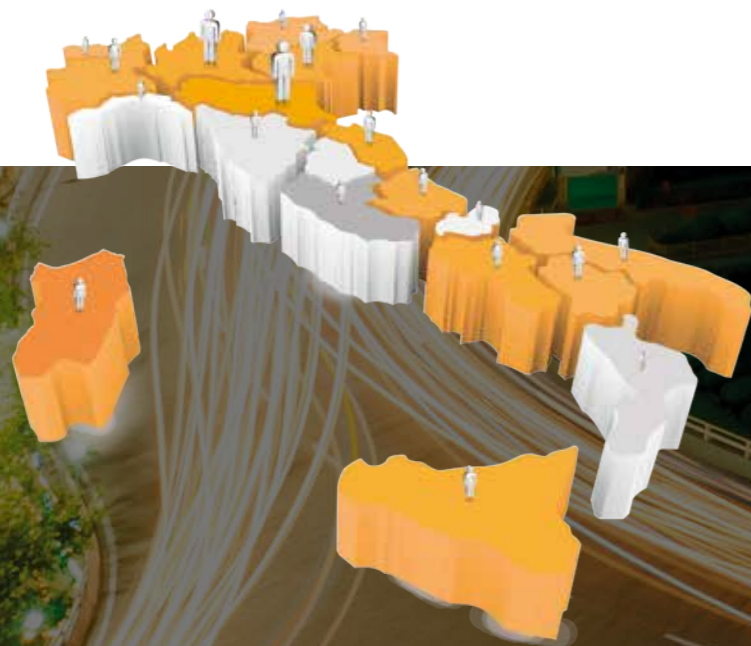
THE RIGHT COMPANY IN EVERY TERRITORY

Arco Lavori operates throughout Italy and everywhere it can guarantee its partner companies, and its public and private clients the answers and assurances necessary for work and growth opportunities.

The particular legal form of the Consortium, made up of over 400 partner companies located in all the Italian regions, allows us to offer our clients the best possible expertise for the type of interventions required, using partner companies of the given territory.

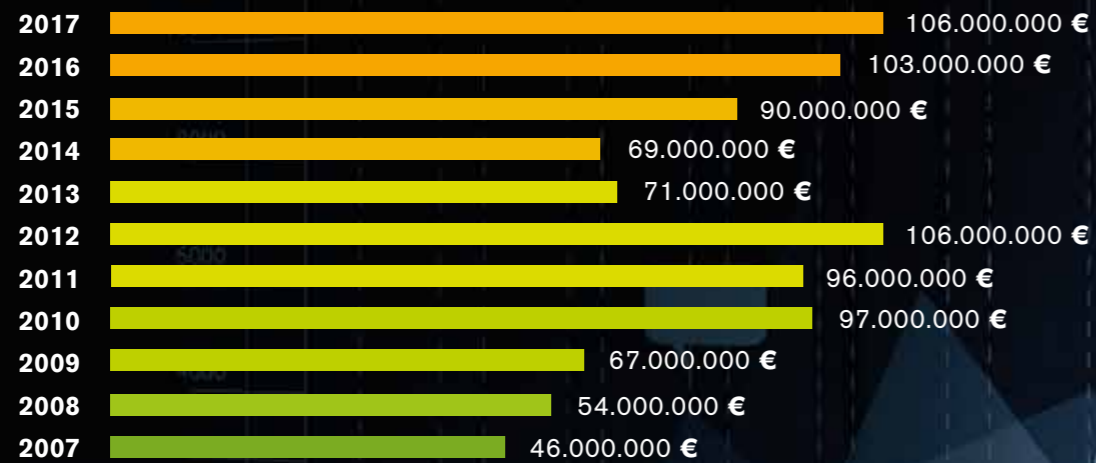
Therefore, multiple specializations and widespread branching throughout the Italian territory, are our winning offer, and the added value that we've been able to exploit and that has allowed Arco Lavori to be recognized everywhere.

Recently, we have successfully undertaken some initiatives outside the national borders, exporting our experience and our professionalism.



▲
LET'S
TALK
NUMBERS

PRODUCTION VALUES



PURCHASING VALUES



PORTFOLIO ORDERS OF 31/12/2017



Success

Solution

Business Strategy

- Innovation
- Branding
- Solution
- Marketing
- Analysis
- Ideas
- Success
- Management

- Innovation
- Branding
- Solution
- Marketing
- Analysis
- Ideas
- Success
- Management

● SOCIAL NETWORK



BUSINESS AREA



HEALTHCARE



CONSTRUCTION



FACILITY
MANAGEMENT



ENERGY

HEALTHCARE DIVISION

Talking about Health is a daily topic for us and our experience in a delicate and complex context like this makes the difference.

For years we've been creating partnerships with the most important suppliers of **electro-medical devices**, at the service of the most important Italian hospitals, we lend our know-how for the development of numerous interventions.

Thanks to this experience we are able to meet the demands of our clients and our partners, and to develop complex projects of fundamental importance for the whole community.

**LUIGI MARIA MONTI
MATER OLBIA SRL**

Execution of the design and construction for the completion of the "Mater Olbia Hospital", in the Municipality of Olbia (OT), locality Tanca Lissia.
2016 In progress

€ 25 ML

14.515 sqm

**UNIVERSITY AND
HOSPITAL AGENCY
OF CAREGGI**

Construction of a new operating block, diagnostics and pharmacy of the DEAS Hospital-University - Careggi - Florence.
2015 In progress

€ 21 ML

4.000 sqm

**INFRASTRUCTURE
LOMBARDE SPA**

Contract for the execution of the complementary works to the contract for the expansion of the Hospital Presidium of Gavardo (BS) - Hospital of Desenzano del Garda.
2010-2014

€ 16 ML

1.940 sqm

**INFRASTRUCTURE
LOMBARDE SPA**

Contract for the structural and plant adaptation works for the purpose of accrediting the multi-storey building called "Monoblock" of the Hospital Presidium of Legnano - Magenta
2011-2014

€ 10,7 ML

2.510 sqm

**INFRASTRUCTURE
LOMBARDE SPA**

Integrated contract concerning the executive planning and execution of the extension works of the hospital Filippo del Ponte di Varese of the "Circolo Hospital and Macchi di Varese Foundation" through the construction of the new maternity-neonatal department.
2013-2015

€ 6,6 ML

1.760 sqm

**AGENCY USL
TUSCANY CENTER**

Contract for the design and execution of the construction of the new DEA and the new entrance to the Santa Maria Annunziata Hospital.
2018 In progress

€ 6 ML

4.800 sqm

**INFRASTRUCTURE
LOMBARDE SPA**

Executive planning and execution of the works of the 2nd lot: Hospital of the "Valtellina and Valchiavenna" Hospital Presidium of Morbegno (SO) - restructuring and adaptation to code.
2011-2015 supervision

€ 4,6 ML

2.700 sqm

**ASST VALLE OLONA
E ASST SETTE LAGHI
- P.O. DI
BUSTO ARSIZIO E
P.O. DI TRADATE**

Integrated complex tender of the executive design - after the acquisition of the final design in the tender offer - and of the works relating to the restructuring of n. 3 In-patient plans of the Hospital Presidiums of Busto Arsizio (lot 1) and Tradate (lot 2).
2016-2017

€ 4,5 ML

1.400 sqm

**INFRASTRUCTURE
LOMBARDE SPA**

Executive planning and completion of works to adapt to the accreditation requirements for the Hospital Presidiums of Luino and Cittiglio, the "Hospital of Circolo and Foundation Macchi Varese"
2011-2015

€ 3,5 ML

1.400 sqm

**INFRASTRUCTURE
LOMBARDE SPA**

Fire-safety adjustments for the Hospital of Merate (LC)
2018 In progress

€ 1,8 ML

2.500 sqm

▲
**CONSTRUCTION
DIVISION**

During these years we have established ourselves throughout the Italian territory, completing many interventions and always getting the maximum satisfaction of our clients.

We deal with the construction and renovation of industrial buildings, educational facilities, residential complexes, shopping centers, infrastructures and in general any activity related to those listed.

WATER CYCLE INTEGRATED NETWORK

G.O.R.I. SPA

Early maintenance intervention work, requalification, reconstruction and restoration of the water and sewage networks under the jurisdiction of the GORI SPA falling within the territory of Ato3 Sarnese-Vesuviano - lot 2
2017 In progress

€ 6 ML

THIRD PARTY AND OTHER WORKS

MUNICIPAL OF MILAN

Complex integrated tender pursuant to art. 53 - Comma 2 lett. C) of the Legislative Decree. 163/2006 and S.M.I.: Elementary school in via Brocchi, 5 (zone 8) - demolition/renovation and reconstruction of the school building.
2018 In progress

€ 10 ML

1.320 sqm

MUNICIPAL OF CERNUSCO SUL NAVIGLIO

Contract for the construction of a new school complex in via Goldoni in Cernusco sul Naviglio (MI) - lot A
2015-2017

€ 5,4 ML

15.000 sqm

POLITECNICO MILAN

Renovation of the building called the Ex-Maternity of the Lecco Territorial Pillar.
2018 In progress

€ 5,3 ML

1.000 sqm

CENTRAL BRANCH CA' GRANDA

Integrated complex contract for the adaptation of building structures and technological systems for obtaining fire prevention certificates for the headquarters located in Milan "Ca' Granda", via Festa del Perdono 3-7
2017 In progress

€ 5 ML

43.000 sqm

EXPERIMENTAL ZOOPROPHYLAXIS INSTITUTE OF SARDINIA

Works for the construction of the third functional lot of the Sassari office of the Experimental Zooprophyllaxis Institute of Sardinia 'G. Pegreffì'.
2013-2015

€ 3,2 ML

980 sqm

NAT'L AGENCY FO THE ATTRACTION OF INVESTMENT AND ENTERPRISE DEVELOPMENT

Construction of the new Don Bosco Middle School in the municipality of Falerone (FM).
To begin

€ 3 ML

1.700 sqm

URBAN MOBILITY

CATANIA METRO

Realization of plants (LFM - TE - SSE - technology - fire prevention - ventilation - anti-intrusion - water sanitation) Catania metro line Nesima - Monte Po
2017 In progress

€ 9,7 ML

ITALIA 61 SCARL

Realization of technological systems in Lingotto-Bengasi line 1 Automatic Metro in Turin.
2018 In progress

€ 4,8 ML

AIRPORTS

S.A.C.B.O. SPA

Integrated procurement contract for the executive planning and construction of all the necessary works to carry out and complete the extension of the passenger terminal.
2013-2015

€ 6,3 ML

3.000 sqm

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**FACILITY
 MANAGEMENT
 DIVISION**

Doing *facility management* means having a multidisciplinary approach to design, planning, and service management related to real estate assets of large organizations of both public and private companies. **All these activities are carried out by Arco Lavori for its clients, allowing them to focus exclusively on core activities and forget about other things, with the certainty of having on their side those who think of everything else.**

Arco Lavori has gained significant experience with prestigious partners, **providing fee services, in the industrial sector, healthcare, public housing, office complexes and alongside Municipal Agencies in the management of aqueducts, sewers, methane gas networks, fiber optics, telecommunications networks and utilities in general.**

Quality of services and extensive experience makes Arco Lavori a highly qualified operator for the **maintenance and management of real estate assets** of its clients. From lighting to video surveillance, through restoration and cleaning, Arco Lavori offers a full range of management services, which always offer the most appropriate response to the needs of each client, ensuring customized solutions.

HERA SPA	Contract for the assignment of the integrated and coordinated service of maintenance and management of the real estate, plant and all related activities and management of the areas within the territories under the jurisdiction of HERA S.p.A. (GLOBAL SERVICE), consisting of building/civil maintenance, maintenance of electrical systems, maintenance of mechanical systems (air treatment, heating, air-conditioning, water-sanitary systems, etc.), clearing, gardening vigilance, as well as extraordinary activities (extraordinary maintenance and implementation additions). 2018 In progress	€ 23 ML
AGENCY CASA EMILIA-ROMAGNA (ACER) PROVINCE OF RAVENNA	Contract for works and services for the assignment of the global service for the management and execution of ordinary and extraordinary maintenance interventions in real estate managed by A.C.E.R. Ravenna sites in the Province of Ravenna - for a period of three years (2013-2015) renewable for a further 2 years (2016-2017). 2013 In progress	€ 22 ML
AGENCY USL FERRARA	Reliance of the global multi-service maintenance and energy service for the buildings belonging to the USL Ferrara Agency. 2014 In progress	€ 20,3 ML
S.E.A. SPA AIRPORT AGENCY	Service of operation, conduction and electrical maintenance, special, smoke detection, thermal-mechanical, water-sanitary, fire-fighting and sewage systems at the Milan Linate and Malpensa airports. 2015 In progress	€ 20 ML
GRAND RAIL STATIONS SPA	Management and maintenance services in the real estate complexes of the major Italian railway stations - lot 2: Naples Central railway stations, Naples owned properties, Naples Equipped Axis, Rome Termini, Rome Tiburtina, Bari Ctr., Palermo Ctr., Florence Santa Maria Novella. 2017 In progress	€ 14,5 ML
REGIONAL AGENCY UNIVERISTY STUDY RIGHTS FLORENCE	Integrated management of the ordinary maintenance work of the regional agency for the university study rights in Tuscany. 2011 In progress	€ 7,8 ML
AUSL 8 AREZZO	Entrusting the global service (maintenance and plant maintenance) for the USL 8 Agency of Arezzo, Lot 2. 2018 In progress	€ 4,4 ML
MUNICIPALITY OF RAVENNA	Contract for the assignment of integrated services for the management and maintenance of municipal buildings - period 2012/2017. 2013-2018	€ 4 ML

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**ENERGY
DIVISION**

Dealing with energy and everything connected to it, requires specialization, technical and financial skills, as well as a lot of flexibility. It is a market that historically, and even more so than the others, in which Arco Lavori is engaged, affected by considerable fluctuations over the years. Arco Lavori, its structure and its specialized partners throughout Italy, represent a point of reference for the future: the projects carried out in these years are the best demonstration of our commitment.

Arco Lavori has promoted, designed and implemented throughout the country, new solutions that had and still have the merit of allowing significant **energy savings** and offer a **low environmental impact**.

Our commitment is mainly directed to the following activities:

- ▶ Energy production from renewable sources
- ▶ Works connected to hydroelectric plants
- ▶ Construction of renewable energy plants and energy efficiency works
- ▶ Cogeneration, heat remote control, district heating

ERIS SRL

Realization of a photovoltaic solar plant with the turnkey formula - Kyocera - A2 building of the general warehouses located in area 7 of Bologna.
2011-2012

€ 2,7 ML

CONTARINA SPA

Executive planning and execution of works for the supply and installation of an electrical production plant by means of photovoltaics on the roof of an industrial building owned by Contarina S.P.A. - Via Vittorio Veneto 6 - Lovadina di Spresiano (TV)
2010-2012

€ 1,4 ML

**MUNICIPALITY
OF MOSCUFO**

Realization of a photovoltaic plant HCPV 171 kWp sports field for the production of electricity from renewable sources.
2012-2013

€ 0,5 ML

▲
**QUALITY
SECURITY
SUSTAINABILITY**

These are the words on which we have aimed to win the challenges of the future.

Certifications and qualifications achieved in these years are the testimony of this winning path taken 20 years ago.

In order to be sure of a controlled product, respectful of the environment, with a guarantee of safety in execution, Arco Lavori has obtained the following certifications over the years:

- ▶ **UNI EN ISO 9001 : 2015** (Quality certificate)
- ▶ **UNI EN ISO 14001 : 2015** (Environmental certificate)
- ▶ **OHSAS 18001 : 2007** (Security certificate)

For participation in tenders announced by public entities throughout the national territory, Arco Lavori holds the following SOA

Lavori holds the following SOA

▶ **Certification SOA**

For the social responsibility of its employees and suppliers Arco Lavori is in possession of the certification

▶ **SA8000:2014** (Ethics certificate)

- ▶ Policy SA8000
- ▶ Manual SA8000
- ▶ Child Labor Procedure SA8000
- ▶ Reporting Model SA8000

In April 2017 Arco Lavori obtained the Legality Rating

▶ **LEGALITY RATING**



C.F. direttore tecnico connessa la qualificazione.

Categoria	Classifica
OG 1	VIII
OG 2	III
OG 3	IV-BIS
OG 6	VI
OG 8	II
OG 9	IV-BIS
OG 11	VIII
OG 3	IV
OG 4	I
OG 6	I
OG 7	I
OG 7	II
OG 22	II
OG 28	VI
OG 30	V
OG 18-A	VIII

La ditta possiede la certificazione (art. 3 c. 1 lett. a) del D.Lgs. n. 50/2013).





ARCO LAVORI

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