

# XIV AUB Observatory

## The crisis 2008 and the «Covid» crisis: the performance of family firms

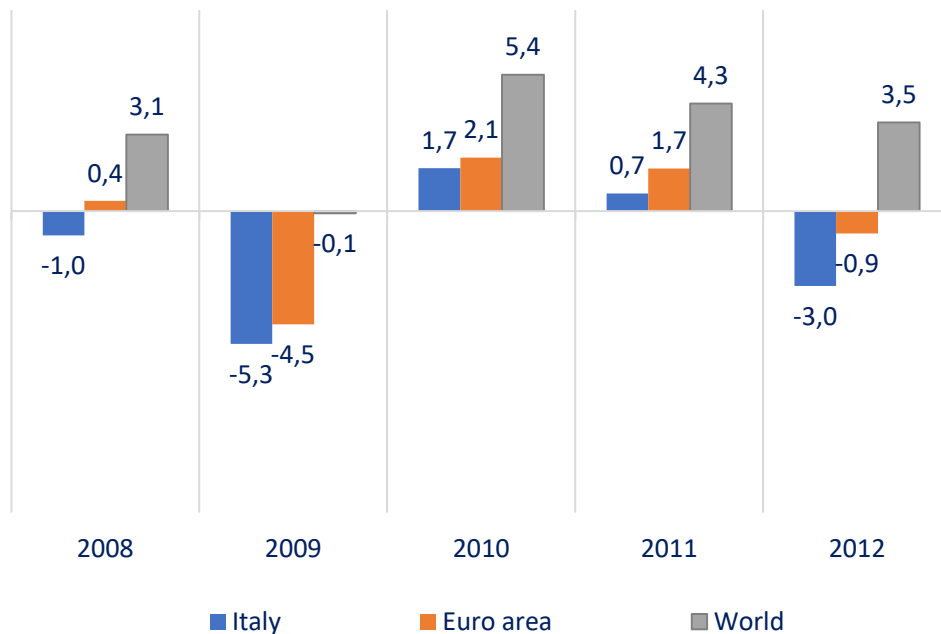
*By Guido Corbetta and Fabio Quarato*

**The family firms of XIV AUB Edition are equal to the 65.0% of Italian firms' population with revenues > 20 mln €**

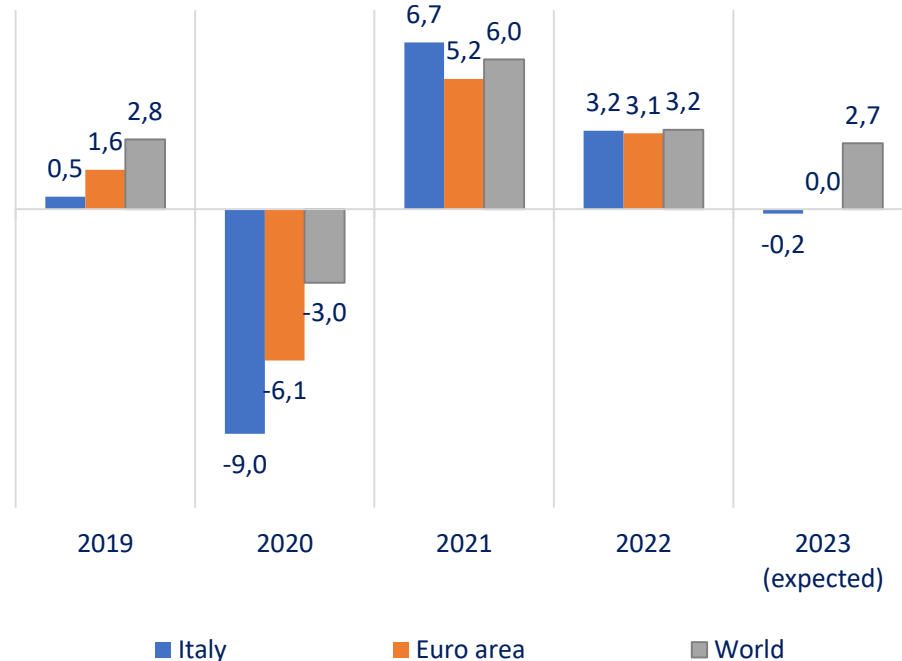
OWNERSHIP STRUCTURE	Small *		Medium-large **		Total	
	N	%	N	%	N	%
Family Firms	6.587	68,4%	5.048	61,0%	11.635	65,0%
Branches of foreign companies	1.452	15,1%	1.793	21,7%	3.245	18,1%
Cooperatives and Consortia	553	5,7%	404	4,9%	957	5,3%
Coalitions	469	4,9%	292	3,5%	761	4,3%
State / Local authorities	272	2,8%	346	4,2%	618	3,5%
Controlled by Investment Fund/ Private Equity (P.E.)	227	2,4%	314	3,8%	541	3,0%
Controlled by Banks / Insurance	53	0,6%	57	0,7%	110	0,6%
Controlled by Foundation	9	0,1%	8	0,1%	17	0,1%
Public companies	7	0,1%	10	0,1%	17	0,1%
Total	9.629	100,0%	8.272	100,0%	17.901	100,0%

**According to the IMF Outlook, the crisis in 2020 had a greater impact on Italian GDP than in 2009 (-9.0% vs -5.3%), but the **recovery in 2021-22** was much stronger (+6.7% and +3.2% vs +1.7% and +0.7%), and in line with the world growth**

GDP GROWTH – ANNUAL CHANGE\*



GDP GROWTH – ANNUAL CHANGE\*



(\*) IMF: World Economic Outlook (october 2022)

**In the two-year period 2021-22 Italy's recovery was much faster than in 2010-11, completely offsetting the greater fall in 2020 than that in 2009**

Italy	2008	2009	2010	2011
Annual growth rates *		-5.3%	1.7%	0.7%
Cumulative growth (2008=100)	100.0	94.7	96.3	97.0

Italy	2019	2020	2021	2022
Annual growth rates *		-9.0%	6.7%	3.2%
Cumulative growth (2019=100)	100.0	91.0	97.1	100.1

(\*) IMF: World Economic Outlook (october 2022)

# **Growth and profitability of family firms with revenues exceeding 20 mln euro**

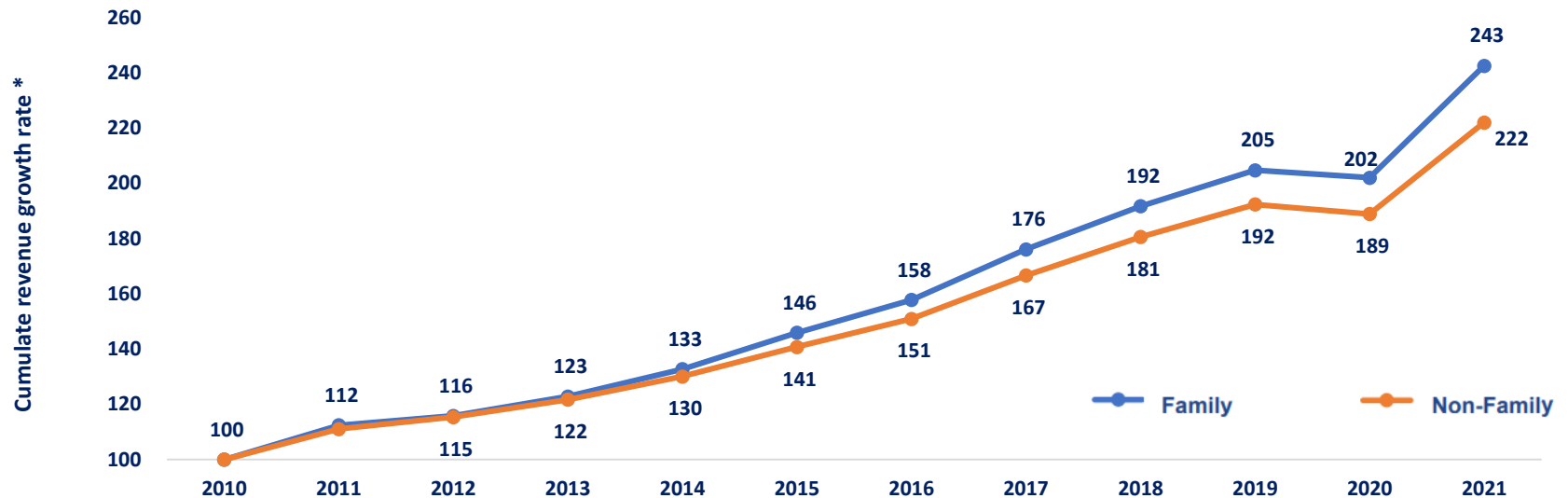


**The 2021 profitability improvements are combined with the employment growth that occurred for all firms, a trend in line with what happened during the 2009 crisis, in particular for family firms**

Ownership structure	2019	2020	2021	Delta 2019-2021	Delta % 2019-2021
Family firms	2.632.804	2.691.759	2.731.921	99.118	3,8%
Non Family firms	2.715.180	2.783.449	2.778.175	62.995	2,3%
<b>Total</b>	<b>5.347.984</b>	<b>5.475.208</b>	<b>5.510.096</b>	<b>162.113</b>	<b>3,0%</b>

Ownership structure	2008	2009	2010	Delta 2008-2010	Delta % 2008-2010
Family firms	1.634.481	1.575.277	1.725.124	90.643	5,5%
Non Family firms	2.237.454	2.136.650	2.242.277	4.823	0,2%
<b>Total</b>	<b>3.871.935</b>	<b>3.711.927</b>	<b>3.967.401</b>	<b>95.466</b>	<b>2,5%</b>

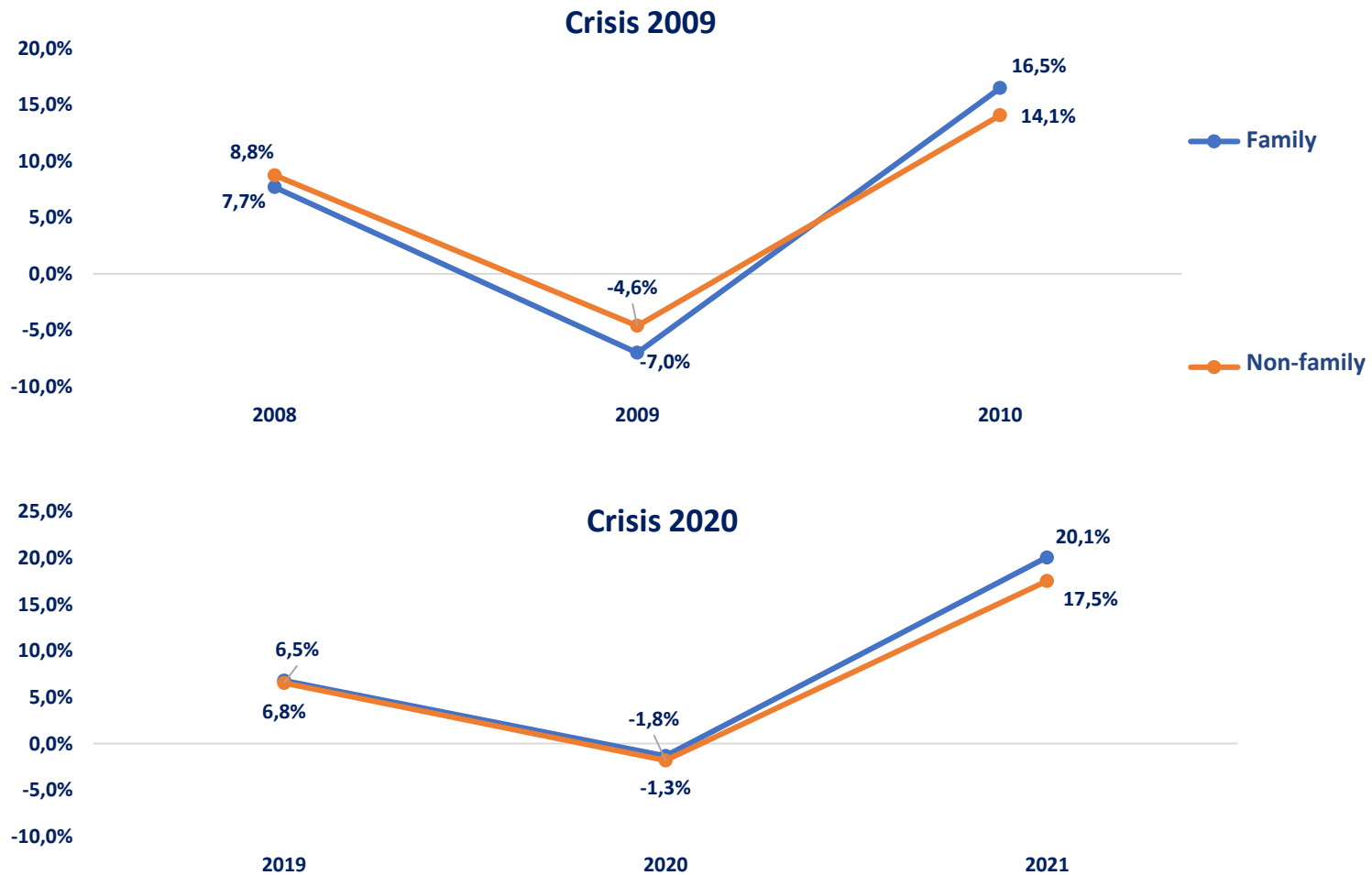
## In 2021, the growth rate of family firms was higher than that of non-family businesses



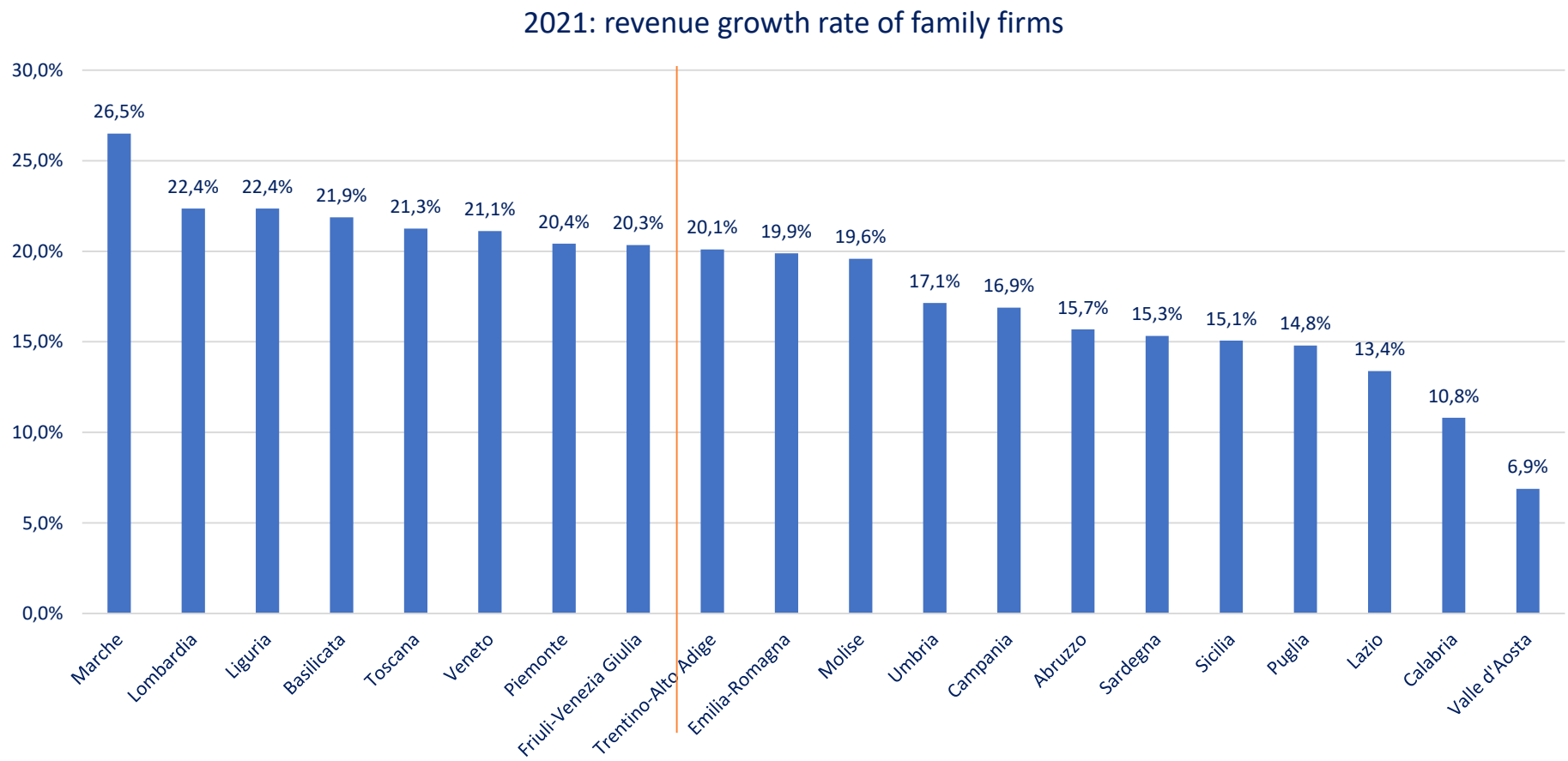
Ownership structure	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Coalitions	18,4%	14,7%	5,6%	7,9%	9,6%	9,6%	10,7%	14,8%	13,1%	7,9%	-1,5%	21,9%
Family firms	16,5%	12,4%	3,0%	6,1%	8,0%	10,0%	8,1%	11,6%	8,9%	6,8%	-1,3%	20,1%
Branches of foreign companies	14,9%	10,6%	2,4%	4,2%	7,1%	8,4%	7,1%	10,5%	7,9%	5,5%	-3,8%	18,8%
Controlled by PE	16,9%	16,2%	3,7%	6,5%	11,2%	11,4%	11,8%	11,9%	12,0%	11,8%	0,3%	17,7%
State/Local authorities	9,0%	5,0%	4,5%	2,8%	-0,9%	2,3%	2,1%	6,4%	5,8%	6,6%	-1,7%	13,5%
Cooperatives and Consortia	10,1%	11,4%	6,9%	8,0%	5,8%	8,0%	6,1%	8,2%	6,4%	6,7%	4,4%	12,1%

(\*) Compound growth on a 100 basis (year 2010), calculated on sales revenue (Source: Aida)

**In 2020, family firms experienced a similar fall in revenues as non-family firms, and in 2021 (as in 2010) recorded a «rebound» higher than that of non-family firms**



**From a geographical point of view, in 8 regions the 2021 revenue growth rate of family firms was higher than the national average**



**With the exception of Pharmaceuticals and Fashion, family firms in almost all sectors recorded double-digit turnover growth in the two-year period 2020-21**

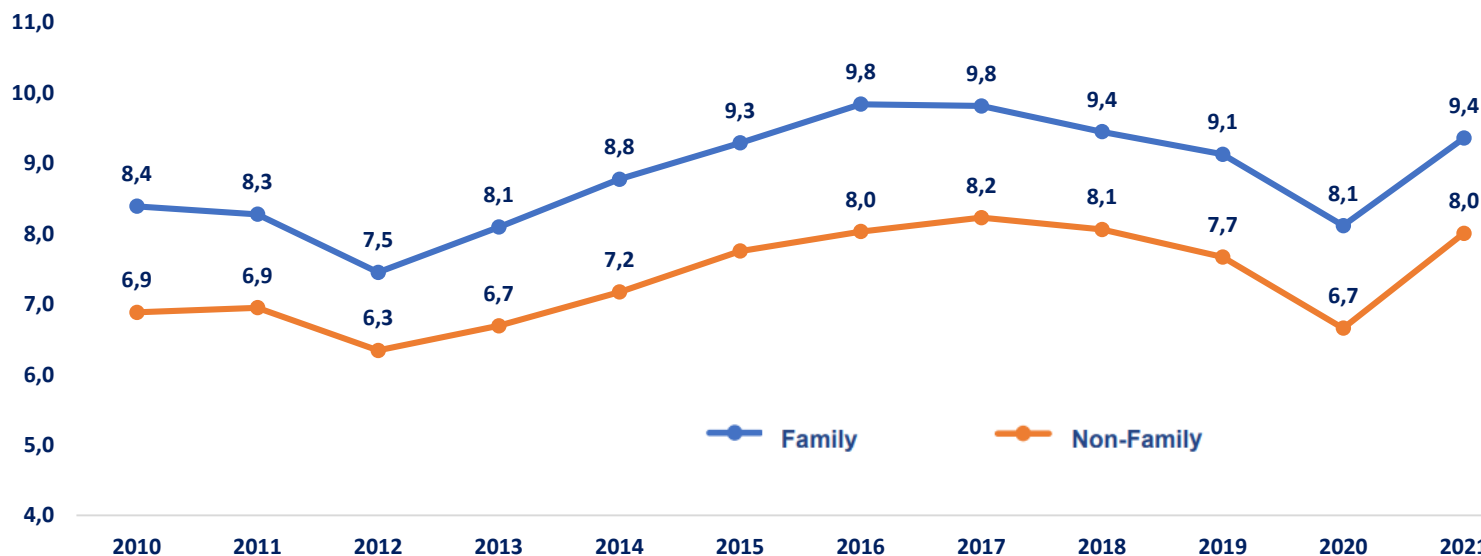
Bocconi

Macro sector	2020-19	2021-20	2021-19
Energy and mining	-6,7%	39,6%	32,8%
Constructions	11,0%	13,5%	24,4%
Wholesale trade	0,6%	23,2%	23,9%
Transport and logistics	1,3%	21,8%	23,1%
Retail trade	3,5%	16,3%	19,8%
Business services	4,5%	14,8%	19,2%
Manufacturing	-2,8%	20,6%	17,8%
Diversified holding	0,1%	16,5%	16,7%
Other services	-3,2%	17,9%	14,8%
Automotive trade	-9,2%	15,2%	6,0%
Total	-1,3%	20,1%	18,7%



Manufacturing sector	2020-19	2021-20	2021-19
Metal products	-7,8%	36,1%	28,3%
Rubber and plastic	-2,1%	27,4%	25,3%
Chemical	-0,2%	22,6%	22,4%
Furniture	-4,4%	24,7%	20,3%
Means of transportation	-3,8%	23,7%	19,8%
Electronics	-3,2%	22,4%	19,3%
Other manufacturing	-1,4%	20,4%	19,0%
Food and Beverage	5,1%	10,7%	15,8%
Paper and printing	-2,2%	16,3%	14,2%
Mechanics	-4,3%	16,6%	12,3%
Pharmaceuticals	3,9%	5,7%	9,6%
Fashion	-12,8%	16,8%	4,1%

## ROI of family firms returned to higher levels than in 2019

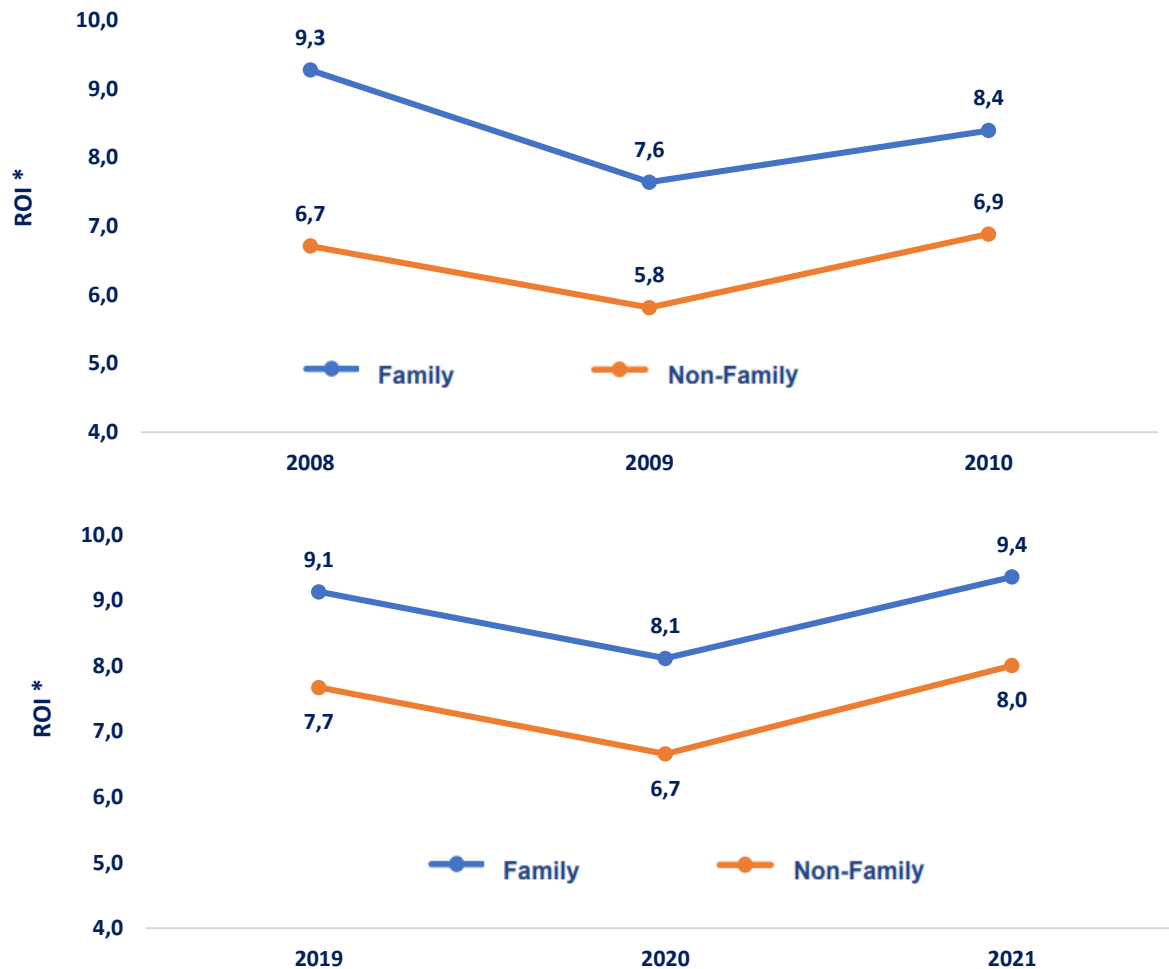


Bocconi

Ownership structure	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Branches of foreign companies	7,9	8,0	7,6	7,7	8,2	9,1	9,6	10,1	9,8	9,4	8,1	9,9
Family firms	8,4	8,3	7,5	8,1	8,8	9,3	9,8	9,8	9,4	9,1	8,1	9,4
Coalitions	8,1	8,1	7,0	7,7	8,5	8,8	9,3	9,1	9,6	9,5	7,7	9,3
State /Local authorities	5,5	5,4	4,2	5,6	6,3	6,1	7,1	6,8	6,5	6,4	5,2	5,3
Controlled by PE	7,5	6,8	4,7	4,8	6,2	6,6	5,6	5,8	5,6	4,9	3,6	4,9
Cooperatives and Consortia	4,0	4,4	4,0	4,4	4,4	4,5	4,3	4,1	3,9	3,5	3,6	3,9

(\*) ROI: return on investment (Source: Aida)

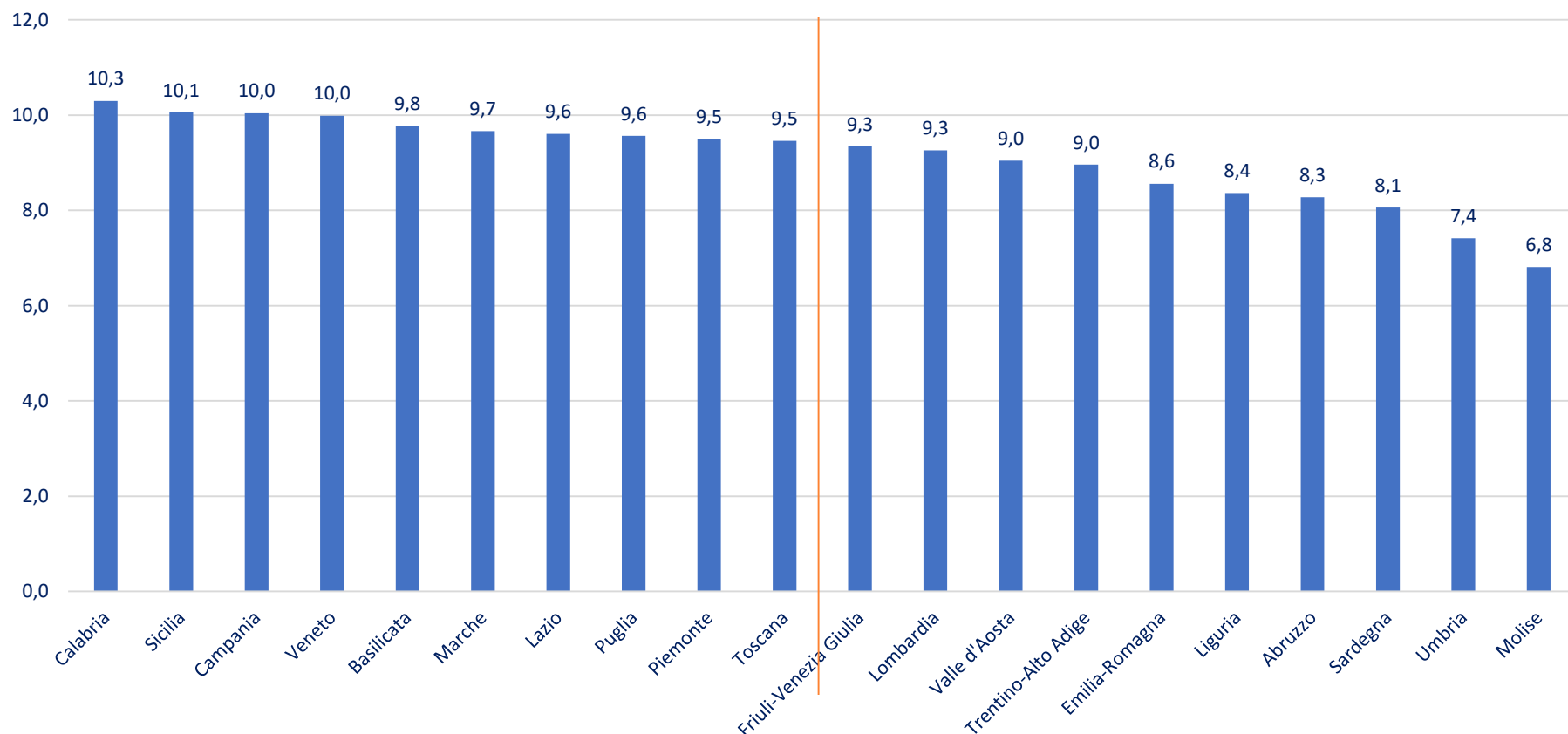
With the exception of coalitions and state-owned firms, all other ownership structures recorded **higher profitability rates than in 2019**



(\*) ROI: return on investment (Source: Aida)

**From a geographical point of view, 10 regions recorded operating profitability rates higher than the national average**

2021: ROI of family firms



**With the exception of Construction, Rubber and plastics, Food and beverage, Paper and printing and Pharmaceuticals, family firms recorded higher operating profitability rates in 2021 than in 2020**

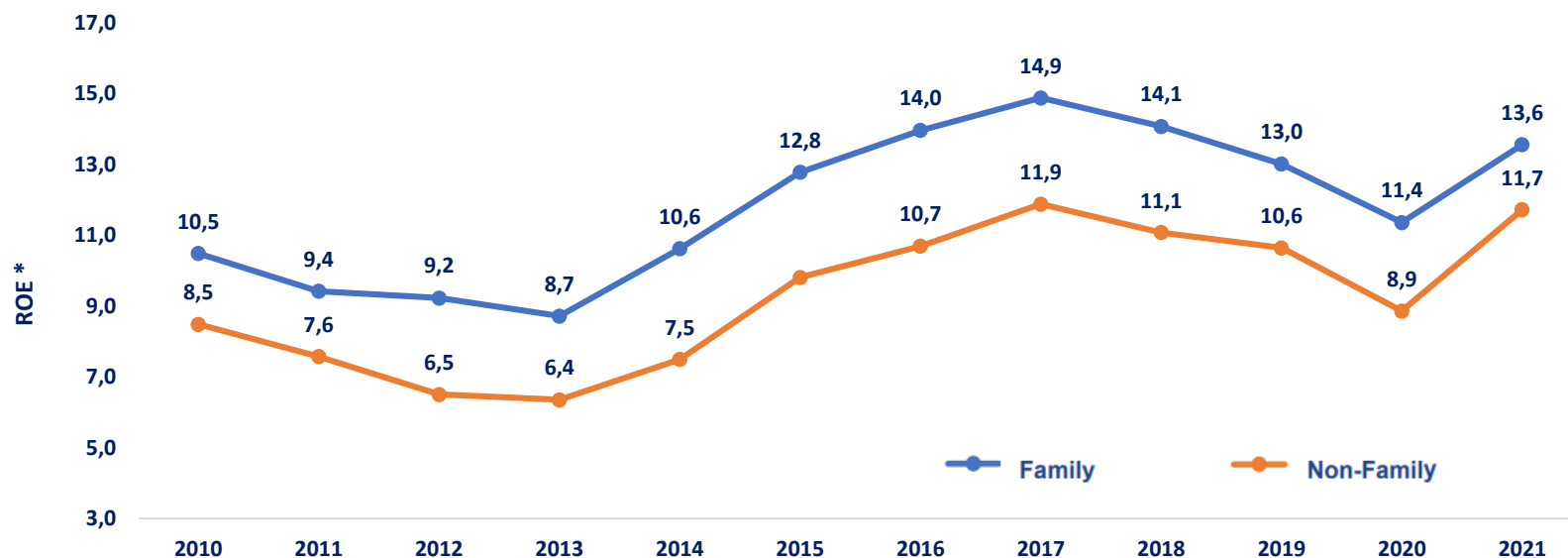
Bocconi

Macro sector	2021	2020	Delta 2021-20
Other services	9,3	6,5	2,8
Automotive trade	10,0	7,5	2,5
Wholesale trade	10,5	8,7	1,8
Transport and logistics	10,0	8,3	1,8
Diversified holding	8,7	7,6	1,1
Manufacturing	8,8	7,9	0,8
Retail trade	9,6	8,8	0,7
Energy and mining	7,8	7,1	0,7
Business services	9,9	9,3	0,7
Constructions	9,1	9,5	-0,4
Total	9,4	8,1	1,2



Manufacturing sector	2021	2020	Delta 2021-20
Fashion	8,3	4,6	3,7
Metal products	9,8	6,7	3,2
Furniture	9,4	7,4	2,0
Electronics	11,0	9,0	2,0
Means of transportation	8,0	7,1	0,9
Other manufacturing	8,8	8,4	0,4
Chemical	10,4	10,1	0,3
Mechanics	9,7	9,5	0,2
Rubber and plastic	9,4	9,8	-0,4
Food and Beverage	6,9	7,5	-0,6
Paper and printing	5,8	8,2	-2,4
Pharmaceutics	8,2	10,8	-2,6

## ROE of family firms returned to higher levels than in 2019

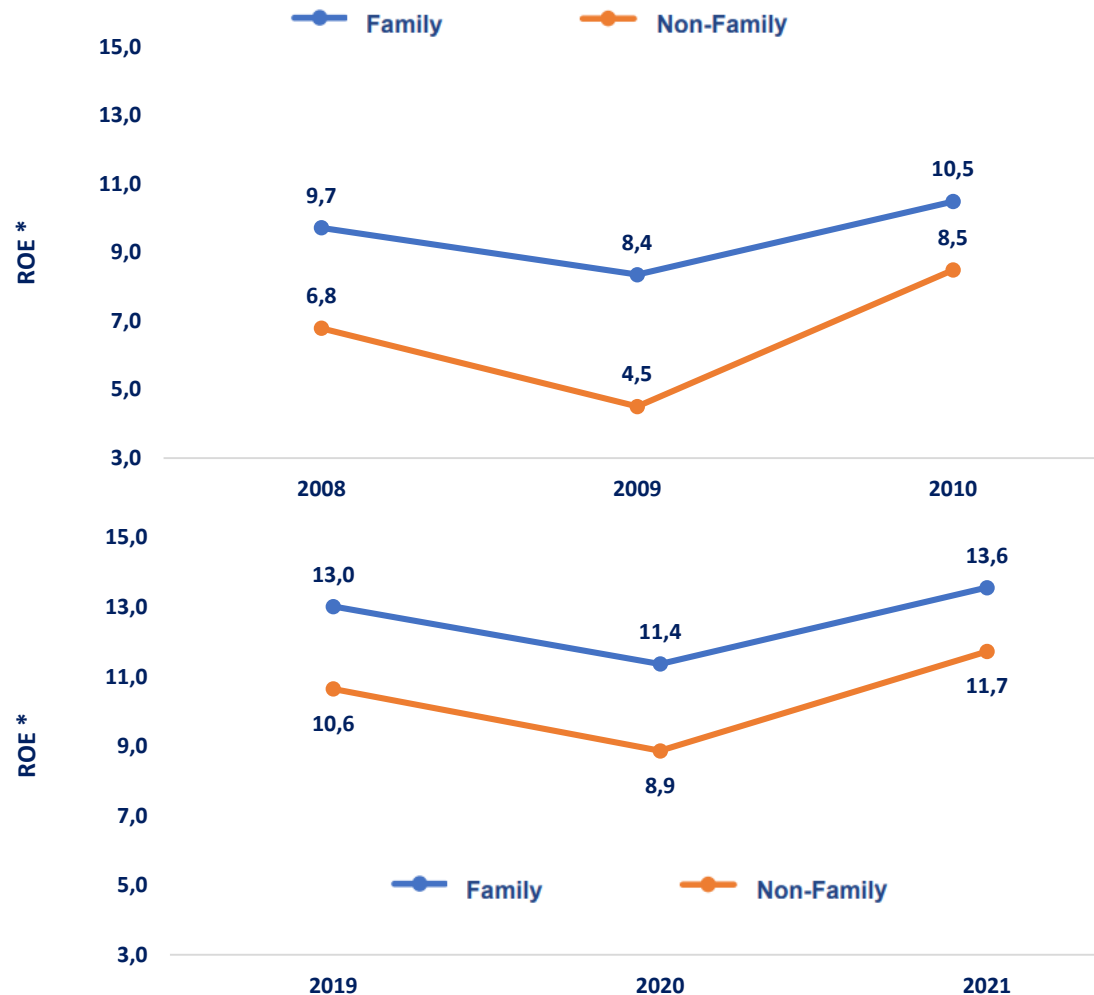


Bocconi

Ownership structure	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Coalitions	13,2	10,5	9,9	8,2	10,1	10,9	13,3	14,5	14,8	15,3	11,7	15,4
Branches of foreign companies	9,2	8,1	7,2	7,2	8,0	11,3	12,7	14,2	13,3	12,8	10,3	13,9
Family firms	10,5	9,4	9,2	8,7	10,6	12,8	14,0	14,9	14,1	13,0	11,4	13,6
State /Local authorities	4,2	3,3	3,3	5,8	4,9	7,4	7,8	8,1	9,2	7,7	7,5	7,6
Cooperatives and Consortia	4,9	5,3	3,8	3,5	4,7	5,5	4,6	4,9	4,0	4,6	4,5	5,7
Controlled by PE	4,5	6,9	0,7	1,2	7,5	8,1	7,3	7,4	4,7	2,9	3,1	5,2

(\*) ROE: rate of return on equity (source: Aida)

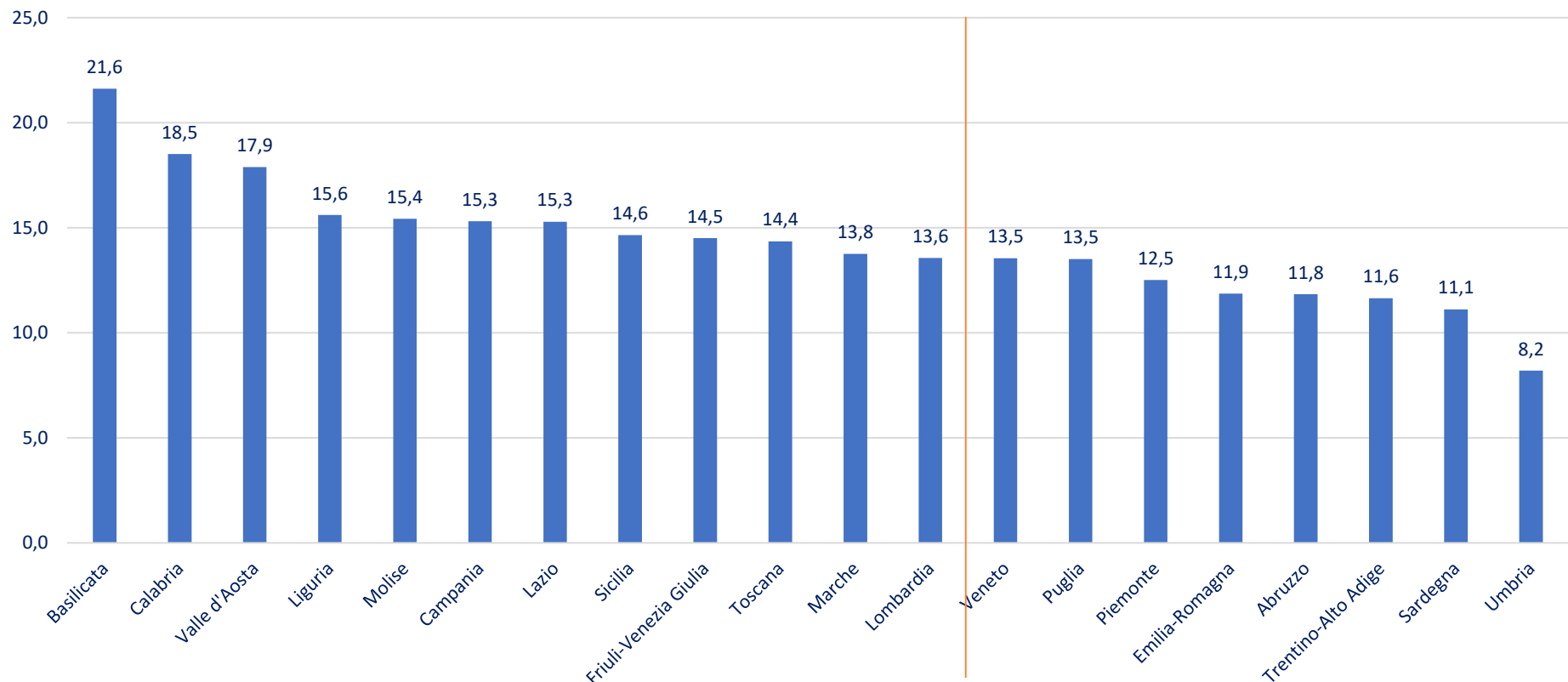
## Family firms recorded higher net profitability rates in 2021 than during the last financial crisis in 2009



(\*) ROI: return on investment (Source: Aida)

**From a geographical point of view, 12 regions recorded net profitability rates higher than the national average**

2021: ROE of family firms



**Almost all manufacturing sectors, with the exception of Pharmaceuticals and Paper and printing, recorded higher net profitability rates than in 2020**

Bocconi

Macro sector	2021	2020	Delta 2021-20
Other services	15,1	9,3	5,8
Automotive trade	12,0	6,6	5,4
Transport and logistics	18,2	13,7	4,5
Diversified holding	11,5	8,3	3,1
Wholesale trade	17,0	14,2	2,8
<b>Manufacturing</b>	<b>11,4</b>	<b>9,7</b>	<b>1,6</b>
Constructions	15,4	14,2	1,1
Energy and mining	13,7	12,8	0,8
Retail trade	15,5	17,3	-1,7
Business services	14,5	16,3	-1,7
Total	13,6	11,4	2,2

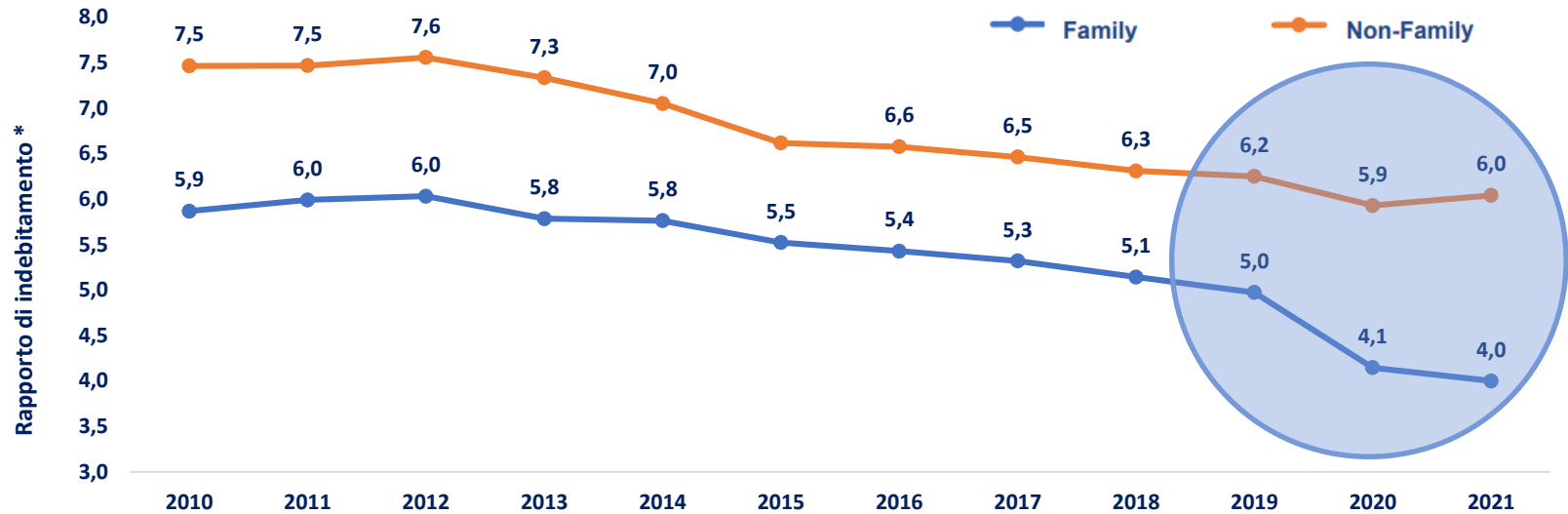


Manufacturing sector	2021	2020	Delta 2021-20
Means of transportation	13,1	0,9	12,2
Metal products	12,5	2,9	9,6
Fashion	12,8	3,6	9,2
Electronics	13,9	4,9	9,0
Other manufacturing	12,1	5,7	6,4
Mechanics	11,7	6,3	5,4
Food and Beverage	8,7	5,3	3,4
Rubber and plastic	12,2	10,6	1,6
Furniture	12,7	11,3	1,4
Chemical	11,5	10,8	0,7
Paper and printing	7,0	9,0	-2,0
Pharmaceuticals	11,0	13,1	-2,2

# **The financial strength of family firms with revenues exceeding 20 mln euro**



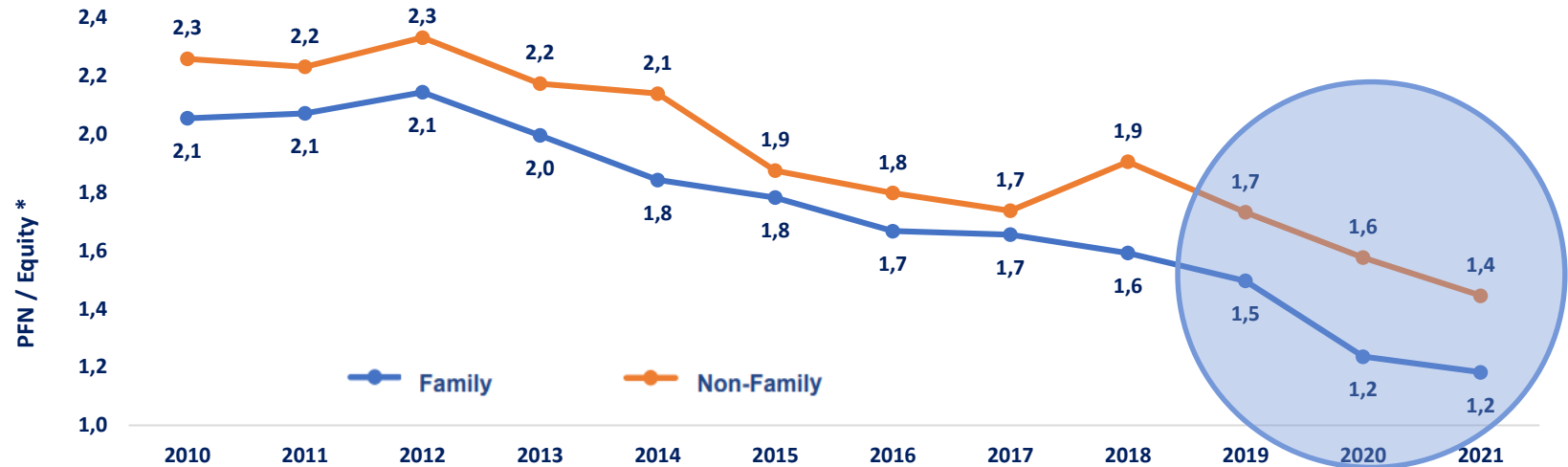
## The leverage ratio of family firms reduced by 20% in comparison to that of 2019



Ownership structure	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Family firms	5,9	6,0	6,0	5,8	5,8	5,5	5,4	5,3	5,1	5,0	4,1	4,0
State/Local authorities	7,5	7,3	7,8	7,1	6,6	6,1	5,9	5,5	5,7	5,5	4,8	4,8
Branches of foreign companies	6,5	6,7	6,7	6,3	5,9	5,6	5,5	5,4	5,3	5,3	4,9	4,9
Controlled by PE	7,6	6,4	6,9	6,7	7,0	6,1	5,2	5,1	5,0	5,6	5,2	5,3
Coalitions	7,0	7,1	6,6	6,6	6,7	6,5	6,8	6,5	6,4	6,3	5,2	5,4
Cooperatives and Consortia	11,1	10,9	11,6	11,9	11,7	10,8	11,0	11,2	10,8	10,8	11,1	11,6

(\*) Leverage ratio = Total Assets / Equity (Source: Aida). The index was computed considering only companies with positive shareholders' equity. The leverage ratio of non-family businesses is a weighted average of companies with non-family ownership structures.

**The NFP/Equity ratio of family firms decreased by 20% in comparison to that of 2019 (also due to the law on asset revaluations)**

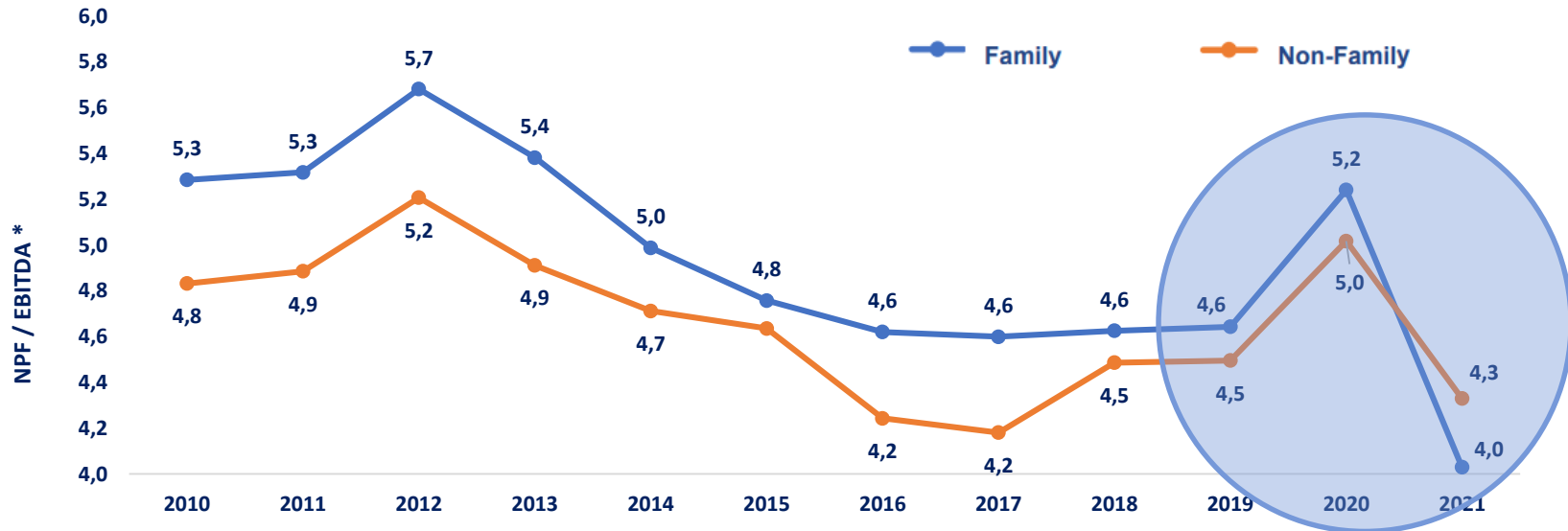


Bocconi

Ownership structure	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
State /Local authorities	1,7	2,0	1,8	1,3	1,4	1,0	0,8	0,8	0,9	1,0	0,9	0,8
Branches of foreign companies	2,1	1,9	2,2	1,8	1,6	1,5	1,2	1,2	1,4	1,1	1,1	1,1
Family firms	2,1	2,1	2,1	2,0	1,8	1,8	1,7	1,7	1,6	1,5	1,2	1,2
Coalitions	1,9	2,1	1,9	2,0	1,9	1,9	2,1	1,8	1,9	1,8	1,6	1,4
Controlled by PE	2,8	1,7	2,2	2,6	1,9	1,6	2,2	1,5	1,5	1,5	1,2	1,5
Cooperatives and Consortia	3,1	3,1	3,1	3,2	3,5	2,9	2,9	3,0	3,4	3,1	2,8	2,4

(\*) NFP / Equity ratio = NFP / Equity (Source: Aida), where NFP was calculated as: Bank debt + Other lenders debt - Cash and cash equivalents. The ratio was calculated considering only companies with positive NFP and Equity. The NFP/Equity Ratio of non-family firms is a weighted average of firms with non-family ownership structures.

## NFP/EBITDA ratio of family firms, after the peak reached in 2020, decreased by 13% in comparison to that of 2019



Bocconi

Ownership structure	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Branches of foreign companies	3,7	3,8	4,0	3,7	3,8	3,5	2,9	2,8	2,8	3,1	3,0	2,6
State /Local authorities	4,2	4,5	4,9	3,8	3,4	3,7	2,6	2,4	2,7	2,3	2,8	2,7
Family firms	5,3	5,3	5,7	5,4	5,0	4,8	4,6	4,6	4,6	4,6	5,2	4,0
Coalitions	4,7	5,3	5,4	5,3	4,0	4,4	4,2	4,2	4,4	4,6	5,5	4,1
Controlled by PE	5,2	3,7	5,1	4,6	4,2	3,9	3,7	3,6	4,6	4,1	5,5	4,5
Cooperatives and Consortia	7,5	6,9	7,4	7,3	7,3	7,3	7,3	7,4	8,1	7,8	8,6	8,3

(\*) NFP was calculated as: Bank debt + Other lenders debt - Cash and cash equivalents. The ratio was calculated considering only companies with positive NFP and Equity. The NFP/Equity Ratio of Non-family firms is a weighted average of firms with Non-family ownership structure.

## Family firms are the ownership structure with the lowest percentage of firms with negative equity in 2021

Bocconi

EQUITY < 0 *	2021	2020	2019	2021-19 Delta	2010	2021-10 Delta
Family firms	0,5%	0,4%	0,6%	0,0%	0,6%	0,0%
Coalitions	0,8%	0,8%	0,9%	-0,1%	1,0%	-0,2%
State /Local authorities	1,1%	0,4%	0,7%	0,4%	2,3%	-1,2%
Cooperatives and Consortia	1,2%	1,0%	1,9%	-0,7%	0,3%	0,9%
Branches of foreign companies	1,3%	1,3%	1,6%	-0,3%	2,0%	-0,7%
Controlled by PE	2,2%	2,5%	2,4%	-0,2%	3,1%	-0,9%

(\*) Equity (source: Aida). The percentage of non-family firms with negative equity value is a weighted average of firms with non-family ownership structures.

## After state-owned enterprises, family firms are the ownership structure with the lowest percentage of firms **with negative EBITDA in 2021**

Bocconi

EBITDA < 0 *	2021	2020	2019	2021-19 Delta	2010	2021-10 Delta
State /Local authorities	2,2%	5,4%	2,7%	-0,5%	8,1%	-5,9%
<b>Family firms</b>	<b>3,4%</b>	<b>4,8%</b>	<b>2,8%</b>	<b>0,6%</b>	<b>3,6%</b>	<b>-0,1%</b>
Coalitions	4,9%	7,4%	4,2%	0,7%	5,8%	-0,9%
Cooperatives and Consortia	5,3%	8,1%	7,9%	-2,5%	5,0%	0,3%
Branches of foreign companies	7,8%	10,9%	8,0%	-0,1%	11,0%	-3,2%
Controlled by PE	9,3%	12,7%	9,4%	0,0%	7,0%	2,3%

(\*) EBITDA: Earnings before Interests, Taxes, Depreciation & Amortization (source: Aida). The percentage of non-family firms with negative EBITDA is a weighted average of firms with non-family ownership structures.

**Compared to 2019, the incidence of family firms with a **negative NFP/equity ratio** (cash in excess of financial debt) increased by about 5 points**

Bocconi

NFP*/Equity Ratio < 0 **	2021	2020	2019	2021-19 Delta	2010	2021-10 Delta
States /Local authorities	53,2%	55,6%	54,1%	-0,9%	35,5%	17,7%
Branches of foreign companies	46,8%	47,6%	47,3%	-0,5%	25,0%	21,8%
Controlled by PE	40,2%	36,5%	35,2%	5,0%	27,0%	13,3%
<b>Family firms</b>	<b>38,4%</b>	<b>39,5%</b>	<b>33,7%</b>	<b>4,7%</b>	<b>25,0%</b>	<b>13,3%</b>
Cooperatives and Consortia	37,2%	36,9%	31,6%	5,7%	24,6%	12,6%
Coalitions	26,8%	24,9%	22,3%	4,5%	8,4%	18,4%

(\*) NFP : Bank debt + Debts other lenders - Cash and cash equivalents (Source: Aida).

(\*\*) NFP / Equity ratio = NFP / Shareholders' Equity (Source: Aida). The ratio was calculated considering only companies with positive Shareholders' Equity.

## Only 1.5% of family firms have a NFP/Equity ratio above 5 at the end of 2021

Bocconi

State /Local authorities	46,8%	51,7%	0,4%	1,1%
Branches of foreign companies	53,2%	45,0%	0,7%	1,1%
<b>Family firms</b>	<b>37,2%</b>	<b>58,5%</b>	<b>2,7%</b>	<b>1,5%</b>
Controlled by PE	26,8%	67,6%	3,5%	2,1%
Coalitions	38,4%	55,8%	3,1%	2,7%
Cooperatives and Consortia	40,2%	48,6%	4,8%	6,4%

(\*) NFP : Bank debt + Debts other lenders - Cash and cash equivalents (Source: Aida).

(\*\*) NFP / Equity ratio = NFP / Shareholders' Equity (Source: Aida). The ratio was calculated considering only companies with positive Shareholders' Equity.

## 2.5% of family firms had a NFP/Equity ratio above 5 at the end of 2019

Bocconi

NFP*/Equity** Ratio < 0 (year 2019)	< 0	Between 0 and 3	Between 3 and 5	> 5
State /Local authorities	47,3%	50,3%	1,4%	1,0%
Branches of foreign companies	54,1%	43,8%	0,9%	1,2%
<b>Family firms</b>	<b>31,6%</b>	<b>61,7%</b>	<b>4,2%</b>	<b>2,5%</b>
Coalitions	33,7%	57,4%	4,6%	4,4%
Controlled by PE	22,3%	70,6%	2,4%	4,7%
Cooperatives and Consortia	35,2%	48,5%	8,2%	8,1%

(\*) NFP : Bank debt + Debts other lenders - Cash and cash equivalents (Source: Aida).

(\*\*) NFP / Equity ratio = NFP / Shareholders' Equity (Source: Aida). The ratio was calculated considering only companies with positive Shareholders' Equity.

**About 16% of family firms have a NFP/EBITDA ratio above 5 at the end of 2021**

**Bocconi**

NFP*/EBITDA** Ratio < 0 (year 2021)	< 0	Between 0 and 3	Between 3 and 4	Between 4 and 5	> 5
Branches of foreign companies	58,5%	35,2%	1,7%	1,2%	3,5%
State /Local authorities	47,5%	39,2%	3,4%	3,4%	6,5%
Coalitions	38,6%	39,0%	6,0%	4,4%	12,0%
Controlled by PE	27,9%	40,8%	9,1%	7,3%	15,0%
<b>Family firms</b>	<b>37,6%</b>	<b>35,1%</b>	<b>6,7%</b>	<b>4,7%</b>	<b>15,8%</b>
Cooperatives and Consortia	40,5%	21,0%	5,2%	3,5%	29,8%

(\*) NFP: Bank debt + Debts other lenders - Cash and cash equivalents (source: Aida).

(\*\*) The calculation base is only companies with positive EBITDA (source: Aida).

**About 21% of family firms had a NFP/EBITDA ratio above 5 at the end of 2019**

Bocconi

NFP*/EBITDA** Ratio < 0 (year 2019)	< 0	Between 0 and 3	Between 3 and 4	Between 4 and 5	> 5
Branches of foreign companies	58,6%	32,8%	2,5%	1,2%	4,9%
State /Local authorities	47,6%	41,1%	2,7%	2,7%	5,8%
Controlled by PE	23,6%	45,3%	9,5%	5,4%	16,2%
Coalitions	33,5%	35,6%	7,1%	5,4%	18,5%
<b>Family firms</b>	<b>31,9%</b>	<b>33,0%</b>	<b>7,9%</b>	<b>6,3%</b>	<b>20,9%</b>
Cooperatives and Consortia	35,7%	19,3%	6,2%	5,5%	33,2%

(\*) NFP: Bank debt + Debts other lenders - Cash and cash equivalents (source: Aida).

(\*\*) The calculation base is only companies with positive EBITDA (source: Aida).

**16.3% of family firms show "critical" solidity indicator values, a decreasing value from both 2019 (21.7%) and 2010 (27.6%)\*\***

		NFP/Equity ratio*				
NFP/EBITDA ratio*		< 0	Between 0 and 3	Between 3 and 5	> 5	Total
	< 0	37,2%	0,4%	0,0%	0,0%	37,6%
	Between 0 and 3	0,0%	34,9%	0,1%	0,1%	35,1%
	Between 3 and 4	0,0%	6,3%	0,3%	0,1%	6,7%
	Between 4 and 5	0,0%	4,5%	0,2%	0,1%	4,7%
	>5	0,0%	12,4%	2,1%	1,2%	15,8%
	Total	37,2%	58,5%	2,7%	1,5%	100,0%

(\*) The NFP/EBITDA and NFP/Equity ratios were calculated considering for the year 2021 only companies with positive EBITDA and Equity values

(\*\*) The "critical" values considered are those in red.

**21.7% of family firms had critical solidity indicator values at the end of 2019, a decreasing value from 2010 (27.6 %)\*\*\***

		NFP/Equity ratio*				
NFP/EBITDA ratio*		< 0	Between 0 and 3	Between 3 and 5	> 5	Total
	< 0	31,6%	0,3%	0,0%	0,0%	31,9%
	Between 0 and 3	0,0%	32,6%	0,3%	0,1%	33,0%
	Between 3 and 4	0,0%	7,6%	0,2%	0,1%	7,9%
	Between 4 and 5	0,0%	5,7%	0,5%	0,1%	6,3%
	>5	0,0%	15,5%	3,2%	2,2%	20,9%
	Total	31,6%	61,7%	4,2%	2,5%	100,0%

(\*) The NFP/EBITDA and NFP/Equity ratios were calculated considering for the year 2019 only companies with positive EBITDA and Equity values

(\*\*) The "critical" values considered are those in red.

## 24.0% of Italian family firms have a problematic or attention-worthy solidity situation at the beginning of 2022

Indicator	%
Equity with negative values	0,2%
EBITDA with negative values	3,0%
Equity and EBITDA with negative values	0,5%
<b>Total</b>	<b>3,6%</b>
Firms with critical solidity situation	15,7%
Firms with “warning” solidity situation	4,7%
<b>Total</b>	<b>20,4%</b>
<b>TOTAL</b>	<b>24,0%</b>

**Compared with the pre-Covid situation, firms with negative NFP increased by about 6 points, while firms (with positive NFP) with a problematic or attention-worthy solidity situation decreased by about 6 points**

Bocconi

	(early) 2022	Pre-Covid **	2022-Pre- covid Delta
Equity with negative values	0,2%	0,3%	-0,1
EBITDA with negative values	3,0%	2,5%	+0,5
Equity and EBITDA with negative values	0,4%	0,3%	+0,1
<b>Total</b>	<b>3,6%</b>	<b>3,1%</b>	<b>+0,5</b>
Firms with critical financial situation *	15,7%	21,0%	-5,3
Firms with “warning” financial situation *	4,7%	6,0%	-1,3
<b>Total</b>	<b>20,4%</b>	<b>27,0%</b>	<b>-6,6</b>
<b>TOTAL</b>	<b>24,0%</b>	<b>30,1%</b>	<b>-6,1</b>
<b>Negative NFP</b>	<b>37,4%</b>	<b>31,8%</b>	<b>+5,6</b>

(\*) The percentages shown here are slightly different from those in the previous slide because companies with negative EBITDA and Equity are included in the denominator.

(\*\*) The pre-Covid situation is as of the end of 2019.

**From early 2011 to early 2022, firms with negative NFP increased by more than 10 points, while firms (with positive NFP) with a problematic or attention-worthy solidity situation decreased by more than 14 points**

	(early) 2022	(early) 2011	2022-2011 Delta
Equity with negative values	0,2%	0,2%	-0,0
EBITDA with negative values	3,0%	3,2%	-0,2
Equity and EBITDA with negative values	0,4%	0,3%	+0,1
<b>Total</b>	<b>3,6%</b>	<b>3,7%</b>	<b>-0,1</b>
Firms with critical financial situation *	15,7%	28,2%	-12,5
Firms with “warning” financial situation *	4,7%	6,4%	-1,7
<b>Total</b>	<b>20,4%</b>	<b>34,6%</b>	<b>-14,2</b>
<b>TOTAL</b>	<b>24,0%</b>	<b>38,3%</b>	<b>-14,3</b>
<b>Negative NFP</b>	<b>37,4%</b>	<b>26,9%</b>	<b>+10,5</b>

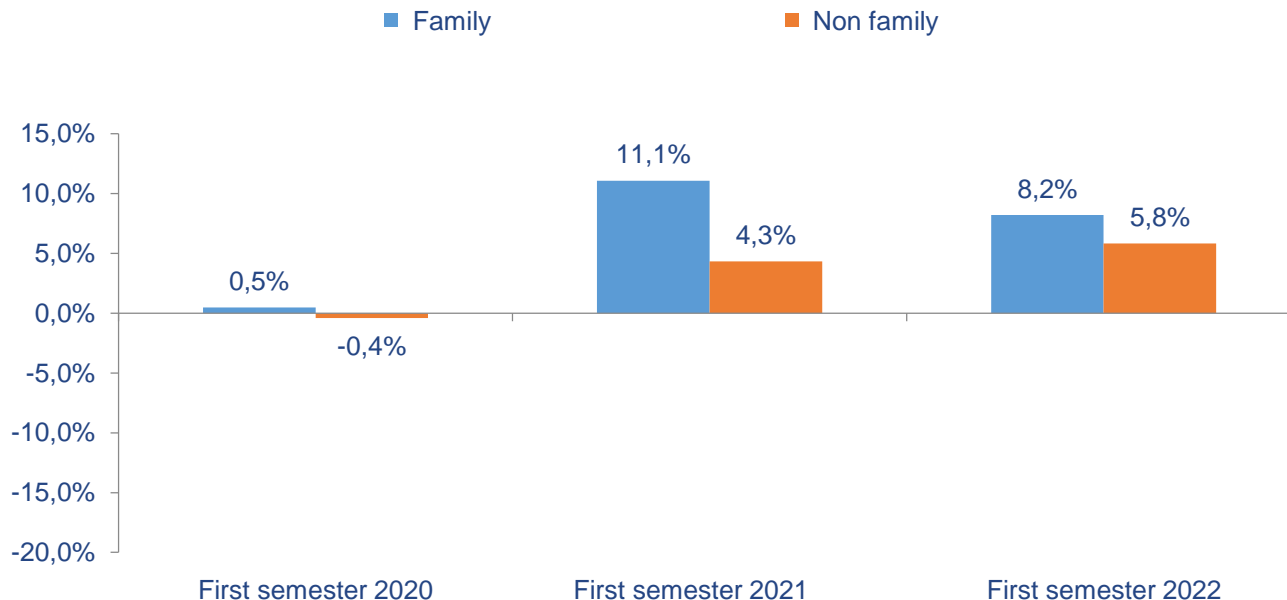
(\*) The percentages shown here are slightly different from those in the previous slide because companies with negative EBITDA and Equity are included in the denominator.

# **The performance of Italian listed companies**

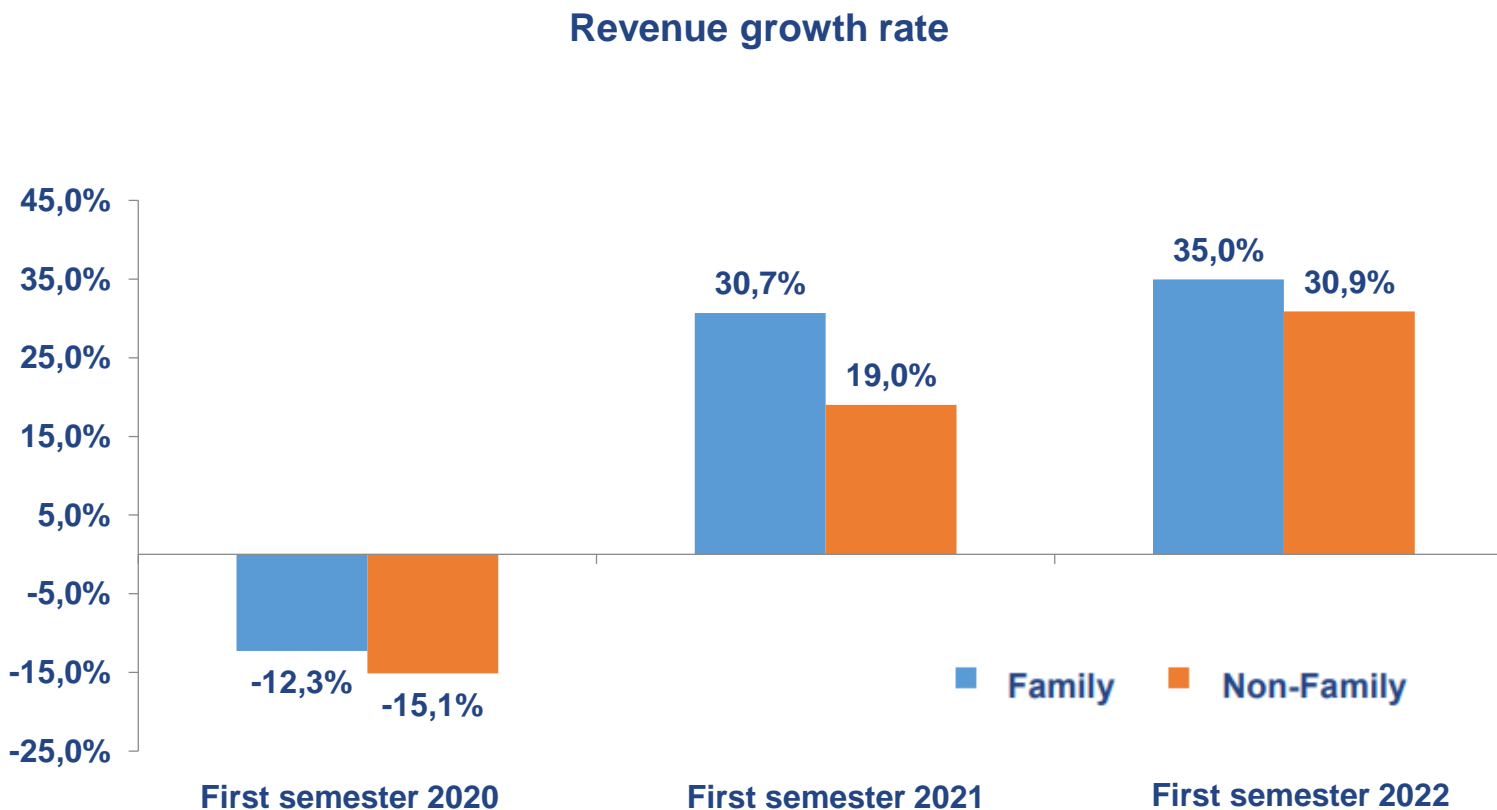


**Even in listed companies, improvements in profitability in the 2021-22 two-year period are combined with a rising **employment** trend, especially for family firms**

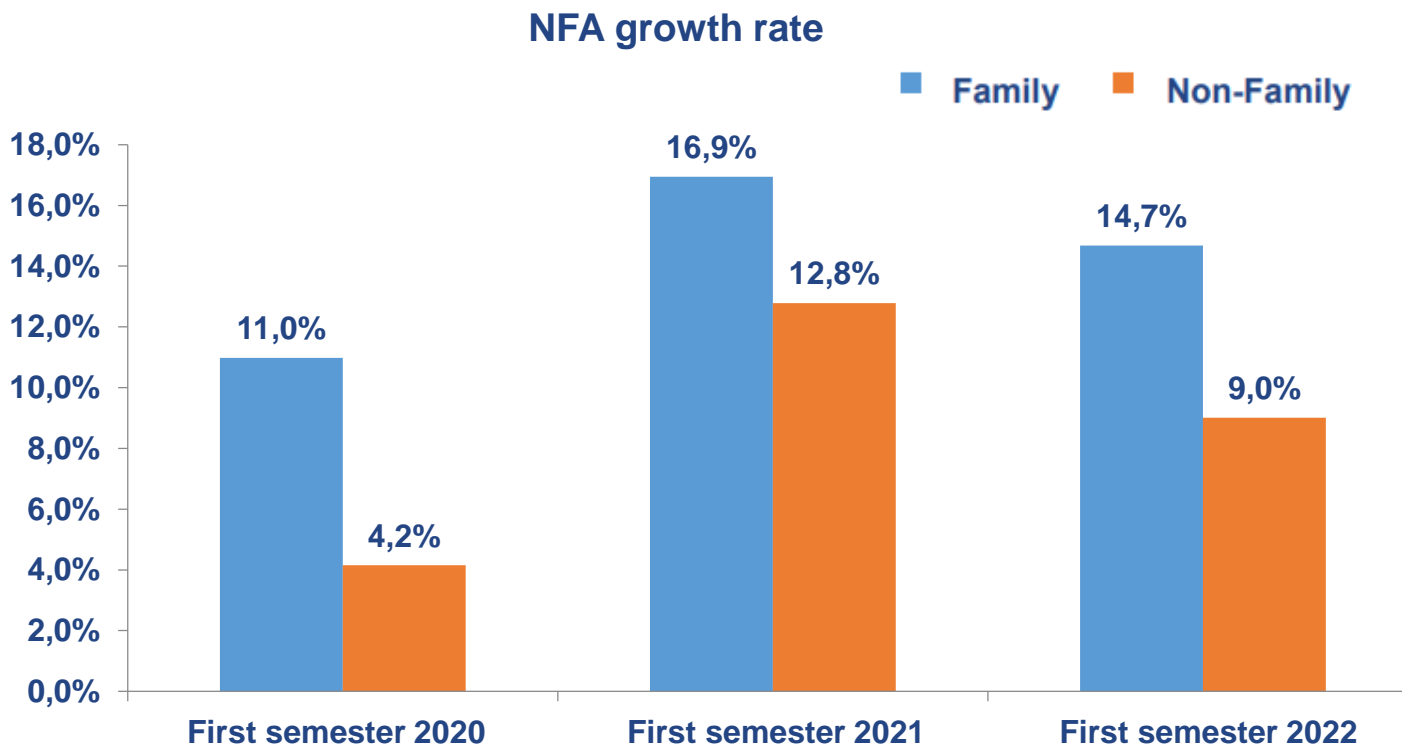
### Growth rate in number of employees



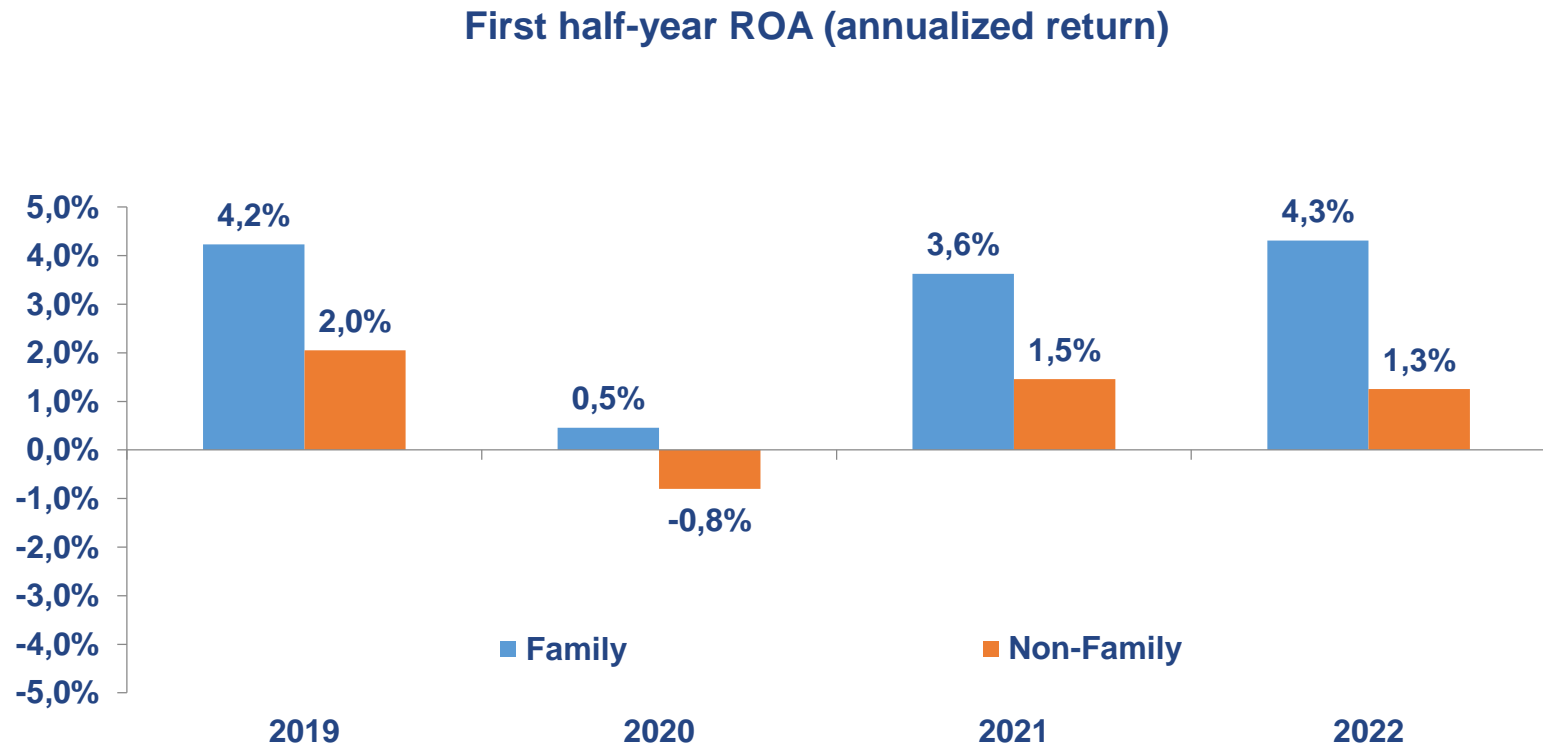
**In the first half of 2022, listed family firms experienced a higher revenue growth rate than the (already high) 2021 growth rate**



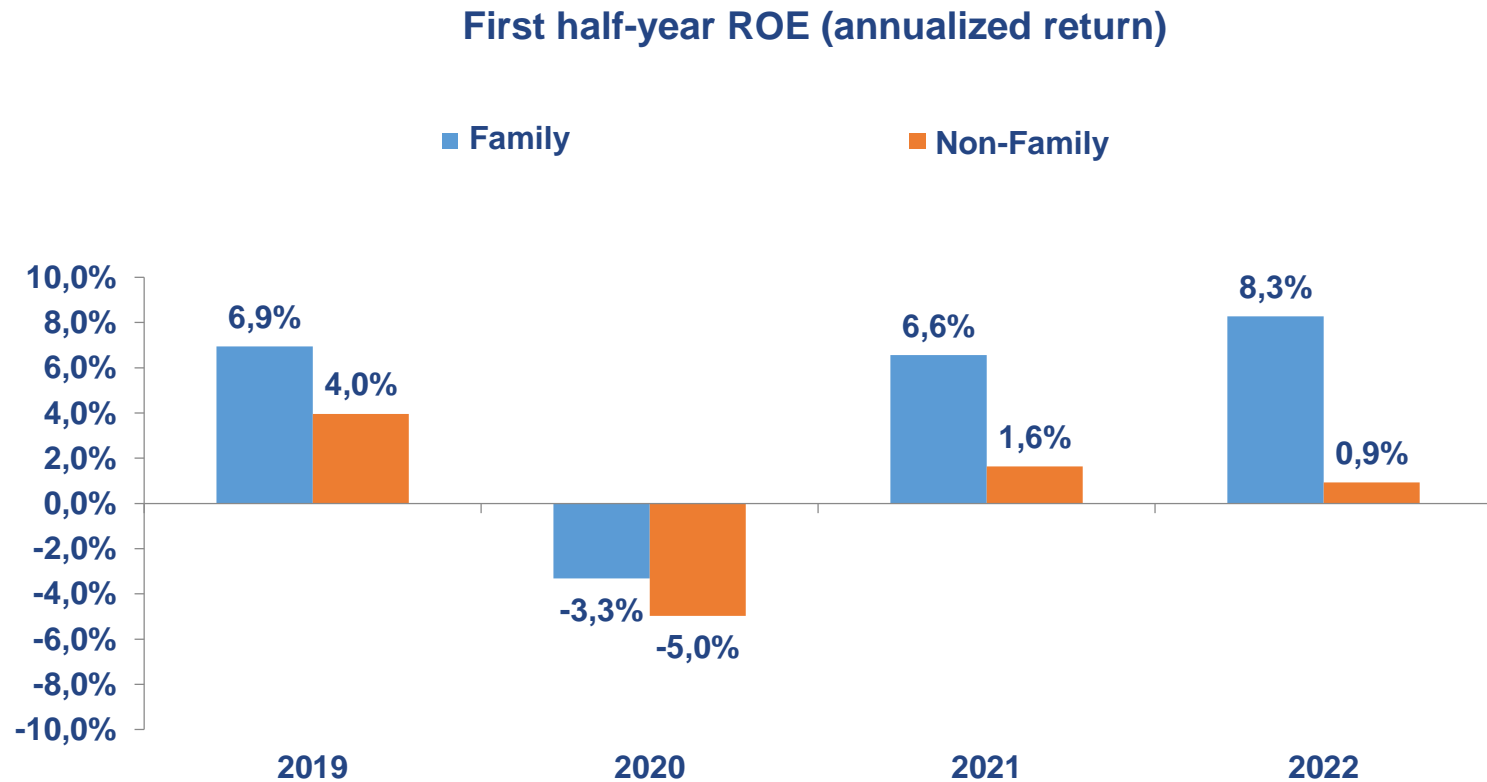
## Net fixed assets (NFA) in the first half of 2022 grew more than those of non-family firms



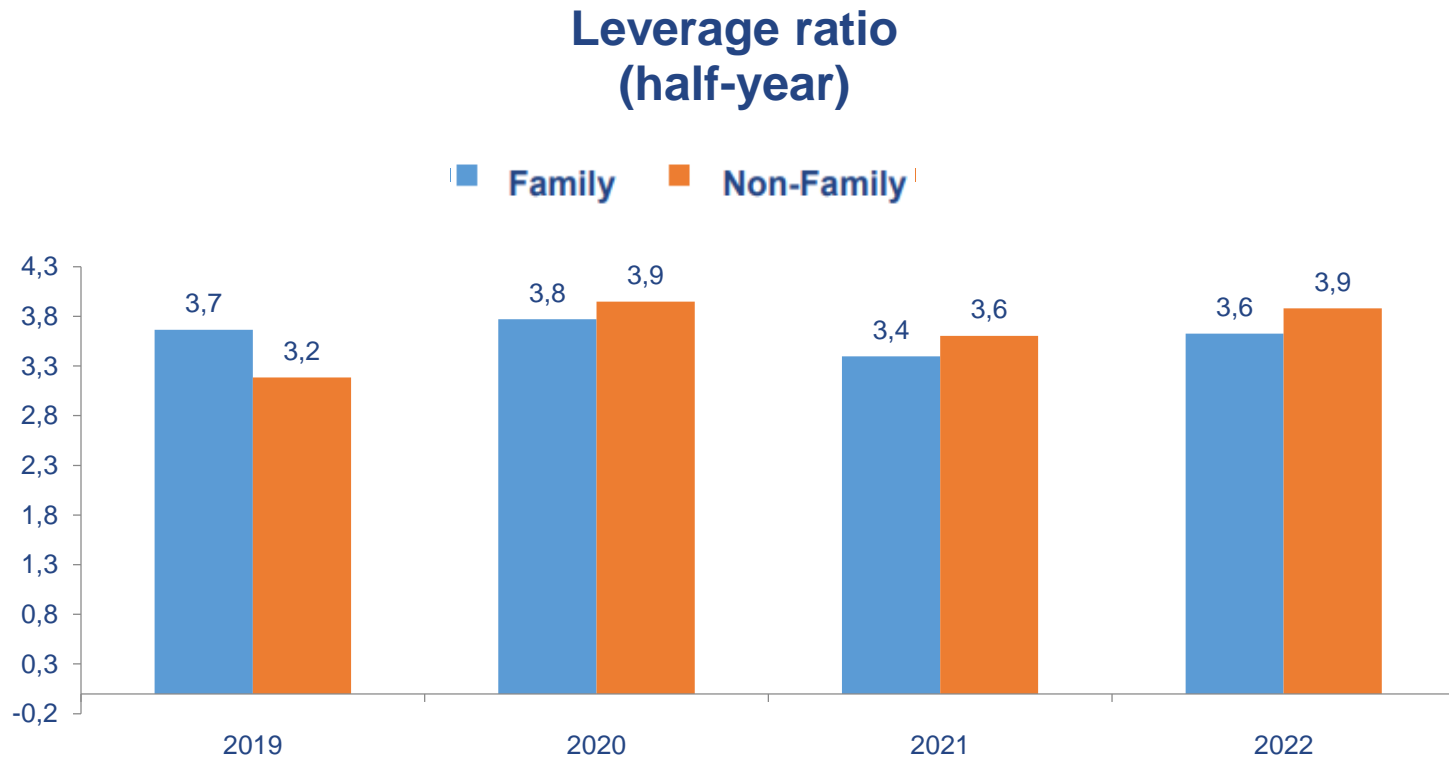
**In the first half of 2022, listed family firms showed a higher ROA than that of pre-covid**



**In the first half of 2022, listed family firms showed higher ROE than that of pre-covid**

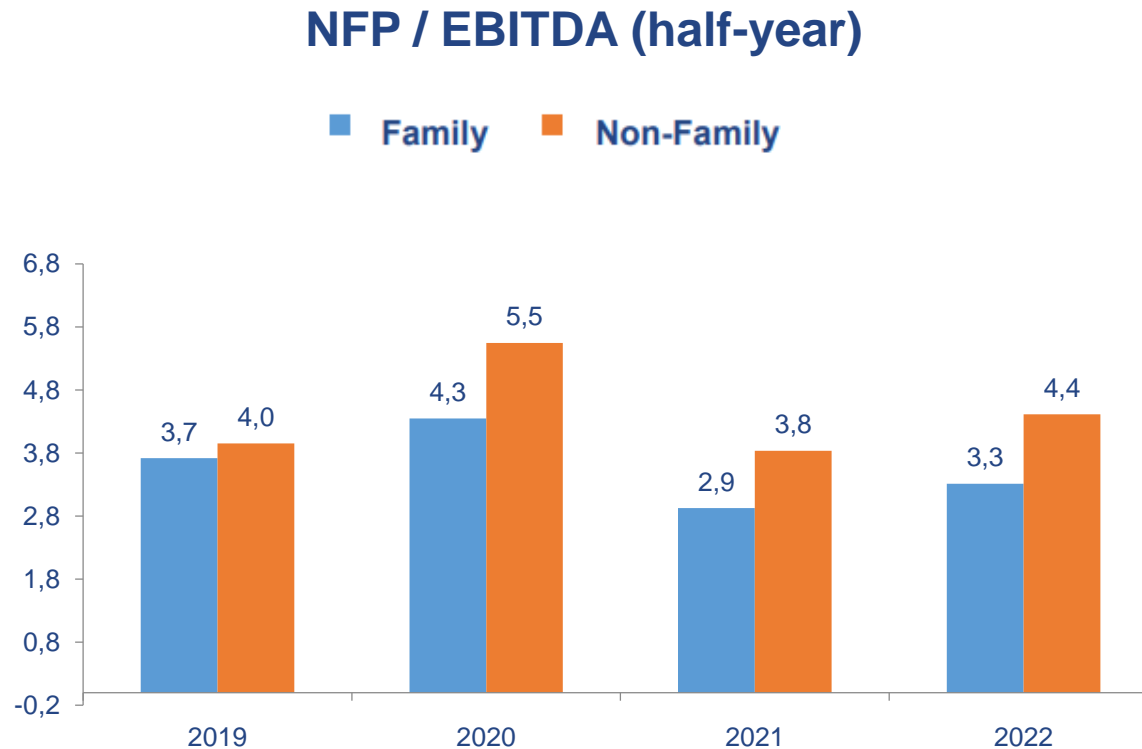


**In the first half of 2022, listed family firms maintained a debt level below that of pre-covid levels**



(\*) Leverage ratio = Total Assets / Equity (Source: Orbis).

**In the first half of 2022, listed family firms showed a greater ability to repay debt than pre-covid levels**



(\*) NFP / EBITDA = NFP / EBITDA (Source: Orbis).