

## FEDERLEGNOARREDO ASSOCIATION – COMPANY PROFILE

There are stories that have made the 'history' of our country that, to be told properly, would take whole days. If Italy, in spite of all its difficulties, is still today one of the most developed countries in the world and its products are still famous and desired, that is due mostly to the courage and the initiative of thousands of entrepreneurs who often starting up with little money, many ideas and lots of sacrificing spirit, have given life to a system of unique businesses in the world.

The history of the wood furnishing chain is a story of this successful Italy, of an Italy capable of taking risks, of making changes and creating wide-spread wellbeing. From 1945 FederlegnoArredo is the heart of this chain; it represents the sector in all its components, from the raw material to the finished product, supporting the development of Italian businesses and creating business opportunities in Italy and abroad.

Today, as 70 years ago, the Federazione still wants to back the desire to create business in wood and furniture among men and women, certain that, as the Mission recites, "this will contribute more to the development of our country".

FederlegnoArredo operates from its headquarters in Milan, branch offices in Rome, Bruxelles and through representatives in Shanghai, Chicago, Moscow and London, counting over 2,700 companies, divided into 10 associations and 2 united associations. Also part of FederlegnoArredo is the Gruppo Giovani Imprenditori, established in 2006 to create space for the new generation in the sector.

The macro-chain of wood and furniture in Italy employs over 370,000 workers and roughly 70,000 businesses, representing the second Italian sector in terms of number of businesses, with production revenues of over 28 billion euros, in which the export represents 44% of the revenue.

FederlegnoArredo has always been active in the promotion of international activities in order to favour the development of exporting. During 2012, 273 businesses participated in internationalization initiatives organised by the Federazione, a number destined to increase sensibly in 2013 with forecasts of more than double the initiatives of last year.

It supports, together with Cosmit (a company 100% owned by FederlegnoArredo), since 1961 the International Furniture Exhibition, the International Furnishing Accessories, the biennial editions of EuroLuce, Eurocucina, Salone Ufficio - International Workspace Exhibition, International Bathroom Exhibition, and since 1998 the Salone Satellite, which has grown to represent a launching pad for young designers and a landmark event for all manufacturers looking for new talent. The event with approximately 2,700 exhibitors, 320,000 visitors and over 5.000 journalists is a point of reference on the world stage of furnishing and design.

Furthermore, together with MadeExpo Srl, FederlegnoArredo organizes MADE Expo - Milano Architettura Design Edilizia, the most important international exhibition of construction in Italy.

Federlegno is made up of the following ten associations presided over by Roberto Snaidero:

- ASSARREDO – Furniture, upholstered furniture, kitchens, mattresses, street and outdoor furniture, furnishing accessories, commercial fixtures and furnishings, frames, DIY. President: Giovanni Anzani.
- ASSO BAGNO – Bathroom fittings and accessories. President: Gianluca Marvelli.
- ASSOLUCE – Lighting and illumination. President: Piero Gandini.
- ASSUFFICIO – Office furniture and furnishings. President: Alberto De Zan.
- ASAL ASSOALLESTIMENTI – Trade fair and exhibition fitters. President: Paolo Plotini.
- ASSOIMBALLAGGI – Wooden packaging materials, pallets, cork and logistics. President: Ettore Durbiano.

- ASSOLEGNO – Primary processing and wooden constructions. President: Paolo Ninatti.
- ASSOPANNELLI – Panels and semi-finished wood products. President: Paolo Fantoni.
- EDILEGNOARREDO – Doors, windows, flooring, staircases and other wooden products for the building industry, urban fittings. President: Alberto Lualdi
- FEDECOMLEGNO – Import and trade of timber, wood-derived products and semi- finished products. President: Giampiero Paganoni

Milan, 10 April 2013