

## **Annual Members' Meeting**

### **2020 results growing despite Covid-19 context**

18.4 million EUR revenue

Order backlog over 41 million, new tenders in Italy worth 10 million EUR

The internationalization process is consolidated showing 30% foreign turnover

### **The Cooperative approved the new three-year industrial plan for development in Italy and abroad**

Growth and development in Italy and abroad: the target is to achieve a turnover of 20 million euros, new people are expected to join the company and new partnerships are planned.

**[\\*\\*\\* Online digital Annual Report 2020 \\*\\*\\*](#)**

*Modena, 3 June 2021* - The Members' Meeting of Politecnica, one of the Italian leading integrated design, architecture, engineering and urban planning companies, has approved 2020's Financial Statements. 2020 completes the Company's three-year Industrial Plan 2018-2020 with the full achievement of the goals, despite the market context being seriously affected by the Covid-19 Pandemic, confirming the consolidation of the Company with important growth and development results.

In 2020, the Company recorded a total turnover of **18.2 million euros** and a **growing order book exceeding 41 million euros**, which assures reliability and a solid income and equity dimension for the new three-year 2021-2023 Industrial Plan.

**The orders** amounted to **€18.8 million euros**, reporting an approximate overall decrease by 30% versus 2019, specifically due to the suspension, caused by the Covid-19 pandemic, of the international tenders of the major Donors representing the reference acquisition market for Politecnica.

In 2020, the **domestic market** stands at **10 million for the projects awarded** through tenders and **8 million** for projects acquired on the private market, the latter increasing by approximately +18% versus 2019. **Overseas production was 30% of turnover**, in line with the Company's targets, which see overseas projects contributing a physiological share of one-third of revenue, despite a slight decrease compared to 2019.

In terms of **sectors of activity**, the year ended saw a **further strengthening of Politecnica's presence** in the infrastructure, hospital and large private client markets.

With the need to make intensive use of agile working, which was already a *modus operandi* of the Company, in 2020 Politecnica **further increased its investments in digital infrastructure** (hardware and software) **compared to 2019**, by a percentage **equal to 5%** of its turnover (almost €900,000), thus allowing over 280 people to work remotely using state-of-the-art IT and network equipment.

**Francesca Federzoni, President of Politecnica**, declared:

*"The entire world has experienced an unprecedented event in the last year which profoundly impacted on health, economy and society at a global level. The epochal transformation under way requires designers to change their perspective, from the planning of cities to that of urban life, with solutions for sustainable, inclusive and people-centered development.*

*In this challenging context, the important results achieved by Politecnica confirm its growth and consolidation trend in 2020, with an increase in the order book over 41 million, which gives us considerable visibility and confirms the great skills and expertise of our professionals in the Italian and foreign markets.*

*The year 2021 marks the transition to a new three-year period that we expect to experience significant development, offering to our sector extraordinary opportunities as well as a primary role in those sectors, from infrastructure to healthcare, that are strategic to the country's recovery from the pandemic.*

*In the three-year period 2021-2023, we have the ambition and the possibility to exceed, for the first time in our history, 20 million EUR in turnover, to reach a net equity of 6 million EUR and, above all, to continue the expansion plan of the Company, featuring new entries among our people and new partnerships in Italy and abroad.*

*We are already working in this direction with new important orders and new public and private partnerships, with the aim of playing an increasingly central role, thanks to our distinctive integrated-design ability, which allows us to perform successful key interventions for a sustainable future.*



Politecnica Annual Report is now online in a fully digital, user-friendly and mobile navigable version. The Annual Report 2020 continues the analysis of the main projects carried out by Politecnica in accordance with the **Sustainable Development Goals** set by the United Nations.

The Company has in fact adhered to 6 of the 17 Goals of the 2030 Agenda, confirming its participation to their achievement, through the role that design, particularly of public works and infrastructures, plays in contributing to the well-being of the community and of people.

These are projects for the territory that have an impact on **communities** and **people**, where Politecnica considers as fundamental elements of each project those values promoting access to public services, inclusion and social dignity, while providing for the best technologies to reduce environmental impact and to combat climate change.

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## POLITECNICA

**Politecnica** is one of **Italy's largest integrated design, architecture, engineering and urban planning firms**. It is independent, headed by **43 partners**, engineers and architects, who have signed **works in over 50 countries worldwide** with an annual turnover exceeding 18 million euros.

**Its offices in Italy are three** (Modena, Milan, Florence), it operates in **eight countries abroad** (Belize, Croatia, Denmark, Guyana, Kenya, Malta, Romania and Sierra Leone).

Politecnica develops **projects in the public and private sectors, in education and health, industry, services, infrastructure** and – through its international division - has performed civil and infrastructural works in many developing countries within the projects financed by International Donors (International Financial Institutions).

### Integrated design

Integration of different skills - from plant engineering to town planning, from structural to architectural design - thanks to teamwork and complementary professional skills, **over 280 people including designers, planners, engineers, consultants and specialist technicians**.

### Project management

The **ability to manage the development** of the project, to follow its complexity and implementation according to the needs of the client, ensuring overall efficiency in terms of time and resources. With an area of specialization in **participatory and shared planning** in the realization of works of collective interest (schools, hospitals, infrastructures) involving institutions, local administrations and communities from the preliminary stages of the intervention, with the aim of bringing together intentions and creating shared benefits for the entire territory and for the future users of the services.

### Sustainability

Politecnica places the wellbeing of **communities** and **people** at the heart of its work, to contribute to the achievement of the Sustainable Development Goals (**SDGs**) set out in the UN 2030 Agenda, ratified by 193 countries around the world. Politecnica is committed to building infrastructures for easier connection of people and communities thus enabling exchanges and relationships, inclusive and safe public buildings that promote social interaction, technologically innovative healthcare facilities for patients, and buildings for education and teaching that foster social relations and interchange.

## Sectors

Among the areas of greatest specialization is the **health** sector. **In recent years Politecnica has carried out a large number of projects** in this field, including the expansion of the Galliera Hospital in Genoa, the new hospital and health centre in Pordenone, the new hospital in La Spezia, and the clinical institutes and emergency departments of Catania General Hospital. Many projects have also been implemented abroad, where Politecnica has developed projects for the new Zealand University Hospital in KØge, Denmark, one of the largest in northern Europe, the renovation and expansion of the Bagdasar Arseni and Grigore Alexandrescu Hospitals in Bucharest, Romania, as well as the construction of the new EAKI-East African Kidney Institute in Nairobi, Kenya.

The **restoration** and enhancement of the historical and architectural heritage is one of the sectors in which Politecnica enjoys particular recognition. The main projects underway include the redevelopment of the former **Sant'Agostino** and **Estense** Hospitals, **Palazzo dei Musei**, the new Cultural Centre in Modena, the restoration of the **Austrian Arsenal "Franz Joseph I"**, the new Ars District in Verona, the redevelopment of the **former STA.VE.CO. Barracks** in Bologna, to be used as the new Citadel of Justice, the new **Health Campus** of the San Matteo Hospital in Pavia, the restoration of the **Military Memorial** of Cima Grappa and the nearby NATO bases. Several projects have been undertaken to make safe, repair and consolidate buildings damaged by earthquakes, including **Palazzo Sartoretti in Reggiolo**, the **cathedral and the towers of Finale Emilia Castle**, the **former convent of San Francesco in Mirandola** and the **Palazzo del Governatore in Cento**.

Over the years Politecnica has increasingly specialised in the **industrial** and **office sectors** with numerous projects. The project for the new **Philip Morris Manufacturing & Technology** site in Bologna is one of the most important projects in this sector, together with other projects already completed such as the new **Lamborghini Cars Paint Shop** in Sant'Agata Bolognese. Attention to the environment and the workplace, which has always been at the focus of Politecnica's philosophy, is reflected in the latest projects underway, such as the new **Coop Reno** management centre and the **Beverara 21-23** headquarters in Bologna, together with the realization of the **Cittadella Verde**, the ARPAE headquarters and offices of the Municipality of Ravenna, and the new headquarters of the **European Business Innovation School Centre** in Addis Ababa, Ethiopia.

## Connecting worlds: people, societies, economies

In the **design of transport and communication infrastructures** (roads and motorways, railways and in **works of art** such as bridges, tunnels and viaducts), a commitment to sustainability is central, as is listening to the local area. Politecnica's projects include **design solutions** and technical options that **respect biodiversity and promote the conservation of the natural heritage** to generate benefits for the environment, the territory and the community.

Numerous civil and infrastructural works have been implemented in various developing countries as part of projects financed by International Financial Institutions, such as the design of **new roads** (33 km) **and bridges** in Sierra Leone, the new 60 km **Coastal Highway** in Belize and the new **Wismar Bridge** over the Demerara River in Guyana.

In Italy, Politecnica's expertise in the design of new infrastructures and communication routes has resulted in important projects carried out in recent years, such as the design for the **Ciclovia del Sole**, a new 680-kilometre cycle route linking Verona to Florence, the new Line 3 of **Cagliari's light rail system**, the upgrading of the national road **SS 260 Picente** and the accessibility works for **Milan Expo 2015**.

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