

ARTONI TRASPORTI: FIRST QUARTER OF 2014 "ON THE WAY TO RECOVERY"

REGGIO EMILIA 05-05-2014 - The results recorded during the first quarter of 2014 confirm how Artoni is capable of achieving the goals established in the 2014 plan within the forecast steps and timeframes.

From the figures, the turnover during the first three months of 2014 proved to be slightly more than in the same period of 2013, an unexpected result considering that industrial production has not yet recovered in many sectors. Collective freight forwarding and consignment, which has always been the core-business of Artoni Trasporti, actually improved by +6% during the first quarter of 2014.

There was also a positive change in the profitability trend. Operating profit was still negative during the first quarter 2013, while the financial highlights at 31 March 2014 were decidedly positive. Earnings before interests and taxes, depreciation and amortization (Ebitda) are constantly improving, entirely consistent with the industrial plan.

During the first quarter of 2014, the level of employment in the company remained the same as the previous year while targeted operational actions now allow us to provide an even more widespread service throughout Italy.

The industrial plan forecasts an average 3-4% annual growth until 2018 when the turnover should reach some 250 million euro with margin up by almost five points.

A challenging plan that focuses on new development horizons by consolidating a conscientious management policy, but without cutting our new strategic investments.

As a result of our on-going dialogue with over 13,000 customers, we'll be introducing new services and streamlining our existing ones during the next few months, thereby improving our network's competitive edge through synergies in transport and logistics.

Artoni Pharma, our new controlled temperature service currently available in those of Italy's regions where there is a greater demand for intermediate distribution of pharmaceutical products, is one of the vital parts of the group's industrial plan.

This, plus reorganization of Artoni's collective freight forwarding and delivery services with a view to guaranteeing an excellent quality service by optimizing journey times while maintaining the same level of efficiency for which the Artoni service has always been appreciated. So far, our on-time delivery performance has always been around 98% and a further improvement is expected within the end of 2014.

The first operational analyses performed confirm the forecast results and we'll be able to make a realistic appraisal of the effects on our profit and loss account within a few months.

Artoni

Artoni is now one of the major Italian enterprises in the Transport and Integrated Logistics sector. It works with some 13,000 customer companies and deals with 7 million shipments a year. Thanks to a network of 70 branches scattered throughout Italy, Artoni provides a vast range of domestic and international freight transport services, and plans logistic and supply chain management solutions. For further details: www.artoni.com

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C.F. & P.I.: 02248020352
Reg. Imprese di RE 02248020352
Iscr. Albo Autotrasportatori: RE 4506624E
Cap. Soc. € 5.000.000,00 i.v.

1.2 million tons of freight forwarded in 2013

337 tons of CO2 saved in 2013 thanks to photovoltaic systems covering some 5,700 sq.m

We deliver over 57 million packages to more than 13,000 customers in Italy and Europe

630 staff-members and a network of 70 branches throughout Italy

Freight forwarding business up by 6% in the first quarter of 2014

ArtoniPharma. The new drug delivery network!

Artoni
delivery goods

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Attività di direzione e coordinamento Artoni Group S.p.A.

