

ARTONI: WE'RE FREIGHTING THE UPTURN

Forecast revenue volumes decidedly better than those of 2014. EBITDA expected to improve in 2015 compared to the already positive 2014 value. Pioneering *core* investments and new applied technologies for the purpose of improving the service. Enhanced training targeted on achieving the 2015-2018 industrial plan goals in a modular way.

REGGIO NELL'EMILIA, 6 March 2015 - Signs of a timid recovery of industrial manufacturing output (+0.6% between December and January) appears to be confirmed by Artoni Trasporti's sales volumes which, compared to 2014, enjoyed a positive *trend* as to the quantity of merchandise forwarded during the first two months of 2015. Results that testify to the soundness of the strategies we have adopted and are continuously implementing (as specified in our multi-annual strategic plan), despite the fact that the difficulties in the transport industry and in the Italian economic and industrial framework as a whole, are known to all.

The preliminary group results for 2014 are extremely heartening, with a turnover of around 210 million euros and a gross operating profit on the increase compared to 2013. The forecast net financial position as of 31/12/14 was also on the decrease compared to the situation at the end of the previous business year.

Probably affected by the slight recovery in domestic industrial manufacturing output, the trend in volumes in the first two months of 2015 confirmed the *budget* data with a positive *trend* which, on a yearly basis should, in 2015, lead to an increase of around 5% in total revenues compared to 2014.

This growth is based on a structured multi-annual industrial recovery and redevelopment plan supported by operating investments targeted on competitiveness.

Within the end of 2015, all Artoni operation centers will have been equipped with new technologies. Already successfully tested in different parts of Italy, these new facilities will enhance the goods collection/delivery procedures.

In addition, we have embarked upon a decisive simplification of our processes for the purpose of improving efficiency and standardizing all group procedures, as well as a training program that will involve 180 persons in 920 days of activities.

Thus, tangible and visible benefits will shortly be evident, especially for our customer companies.

ARTONI TRASPORTI

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 almost 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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