



A Name in Civil Engineering

Roads, railways, undergrounds, tunnels, bridges, car parks – civil engineering encompasses a wide variety of works and competencies and the Italian company Claudio Salini Spa masters them all. Active in demanding large-scale projects in all fields of civil engineering and building construction, the Italian specialists have made a name for themselves in Italy and abroad.

The motorway Sellon to Ioannina in Greece; a 50 km lot of the highway Tarza to Oujda in Morocco; the restoration of buildings in the city centre of Benghazi, Lybia; large-scale road construction in Milan; underground parking lots in the city of Milan; a track for the railway Milan to Famagosta including four km of underground, 1.3 km of open artificial tunnel, two stations and 2.8 km rail line – these are only some few examples of civil engineering and construction projects in progress or successfully realised by Claudio Salini Spa.

A young company with long-time experience

Established four years ago, in 2005, Claudio Salini is a young company based on a long tradition, explains Ing. Francesco Clemente, Managing Director of Claudio Salini. “For more than sixty years now, the Salini family has been active in building construction and civil engineering. The

multifaceted group of construction specialists active in all fields of building construction and civil engineering on a national as well as an international scale. He has also been active in major associations of the construction trade. For example, Dott. Francesco Salini has been representative of FIEC, the European Federation of the construction industry, ANCE, the national Italian association of building construction, and ACER, the Roman association of construction companies.

Growth by acquisition

In order to further enhance both, competencies and reach, the Salini company has pursued the strategy of growth by acquisition all along. For example, Claudio Salini acquired a majority share in a traditional Italian construction company, Castelli La-

vari, originally established in 1877 and well known above all for its crucial role in the reconstruction of Italy after WW II. Castelli was integrated into the Claudio Salini group. In 2005, the company acquired the civil engineering division of Locatelli, another traditional Italian construction company established in 1956. In the same year Salini-Locatelli was established based on the combined know-how of both.



Upgrading the C shape of the Castellano Tunnel of the railway line Ancona – Varano



Detailed view of the bridge for the construction project of an axis of the new subterranean road network in Milan



Construction of an axis of the new subterranean road network in Milan from Viale Di Gasperi to Via Gattamelata



Road construction in the province of Arezzo including viaducts with about 5000 m² of supporting structures; here the Cantiere Morbegno

Fit for a demanding market

At the time, the engineer Claudio Salini had been active in the Salini group for almost ten years and had acquired a lot of experience in large-scale projects realised in Italy and abroad. Claudio Salini wanted a business of his own. So, together with his father he decided to found a joint-stock company out of Salini-Locatelli. “The company Claudio Salini was established with the intention to create a young and dynamic construction specialist capable of developing new technical potentials and entrepreneurial experiences in public and private works and thus providing the right

answers for a market that is increasingly dynamic and demanding,” explains Mr. Clemente.

Rapid growth

Based on a wealth of experience, advanced building technologies and a sound financial backing, the company has lived up to these targets and experienced rapid growth over past few years. Today, the joint-stock company which is wholly owned by the Salini family has a staff of 200 highly qualified and experienced employees at its two sites in Rome and Milan, and achieved total sales of 140 million EUR in 2008. Moreover, the company has won presti-

gious tenders and keeps doing so, as the above mentioned examples and the illustrations well document. As a result, Claudio Salini has propelled the value of contracts from somewhere about 1.5 to 30 million EUR each in 2005 to 150 million EUR and more each in 2009. All in all, the company boasts a work portfolio of near to one billion EUR today.

Experts in many fields

It is the proven competence in many fields which makes the difference with Claudio Salini. “Demanding projects are our speciality,” says Mr. Clemente, “Huge construction projects from roads and railways to

motorways, bridges or tunnels, as well as demanding private and public buildings such as hospitals are among them.” Actually, the activities of Claudio Salini in civil engineering focus on huge infrastructures for transport and the company has an

“Demanding projects are our speciality.”

impressive record of projects successfully realised including all type of roads along with bridges, tunnels and viaducts and rail transport projects both, metropolitan and railway lines. Moreover, the company ►

“We are active in all fields of building construction and civil engineering.”



A proven tradition in infrastructural engineering and demolition works, here the Cantiera Gattamelata

provides infrastructure for air and maritime transport with the construction of ports and airports.

Joining forces

To further enhance capabilities, Claudio Salini has secured the 'Consorzio Stabile SAMAC' in 2008, a permanent association with Castelli Lavori S.r.l., Matarese S.p.a. and Carena S.p.a. The association has been approved for all type of infrastructural works as well as the construction and restoration of buildings and they act as general contractor for tenders amounting to 700 million Euro. Following the successful strategy of growth by acquisition, Claudio Salini has acquired the Milan-based company Quadrio

Curzio S.p.a. adding both, know-how and regional impact. The acquisition has earned Claudio Salini an own presence in Milan and contracts for underground car parks. Over the next five years Claudio Salini will construct some 6,000 parking lots in Milan.

Across the Mediterranean region

“The construction market is highly fragmented in Italy, several ten thousands of companies are active in the public sector,” explains Mr. Clemente. “As a result, there is fierce competition. We have succeeded in positioning our company with the top ten.” He puts this success down to the combination of know-how and experience in de-

manding projects and the high qualification and motivation of staff. This combination is the basis for the excellent performance which is the best reference. Well established in Northern Italy, Claudio Salini will further enhance the impact in central and Southern Italy. “Europe is a national market where regional enterprises have a decisive advantage,” underlines Mr. Clemente. “Rooted in Italy, we are well represented in the Mediterranean region with branch offices in Greece and Morocco and projects successfully realised in several countries which have earned us an excellent reputation in the area.” Future plans therefore call for further intensifying marketing activities both, in Italy and the Mediterranean region. ■



Claudio Salini, Co-founder, head and namesake of the company Claudio Salini

In brief

Core Competence

Large-scale civil engineering projects, construction and restoration of public and civil buildings

Facts & Figures

- Founded: 2005
- Structure: Joint stock company, wholly owned by the Salini family
- Branch offices: In Italy, Greece and Morocco
- Employees: 200
- Turnover: 140 million EUR (2008)

Products & Services

Planning, design and construction of railways, undergrounds, roads, motorways, tunnels, viaducts, bridges, ports, airports, civil and industrial buildings, subsoil and special foundations, civil and public restructuring works and restoration

Target Groups

Public authorities

Market

Italy, Mediterranean countries

Future Outlook

Growth by enhancing the impact across Italy and conquering new markets all around the Mediterranean sea



Contact

Claudio Salini Spa.

Via dei Crociferi, 44
00187 Roma
Italy
Phone: +39 06 69763-201
Fax: +39 06 69763-236
info.roma@claudisalini spa.it
www.claudisalini spa.it