

Compagnia
delle Opere



Presentation

Executive Summary

- ✓ Compagnia delle Opere
- ✓ The Growth in Italy
- ✓ Compagnia delle Opere in Italy
- ✓ Compagnia delle Opere in the World
- ✓ CDO Members Classification
- ✓ Profit Sector
- ✓ Foreign Business
- ✓ Non Profit Sector
- ✓ Matching
- ✓ Contacts

Compagnia delle Opere (1/2)

“Compagnia delle Opere (CDO) is a social movement of persons who take charge of creating and developing activities and enterprises which want to contribute to the involved person’s good and to serve, through the own work, common good.”

(Bernhard Scholz, CDO President).

CDO was established in 1986 following an intuition of Mons. Luigi Giussani, which aims to “promote and defend the dignity of the individual in the society and work environment, as well as promoting the creation of social works and companies, characterized by a culture of economy and trade, able to entirely understand and respect the person in all aspects and expressions”

(Art. 1 of the Incorporation Certificate).

Compagnia delle Opere (2/2)

- It has 40 main offices in Italy and 15 abroad:

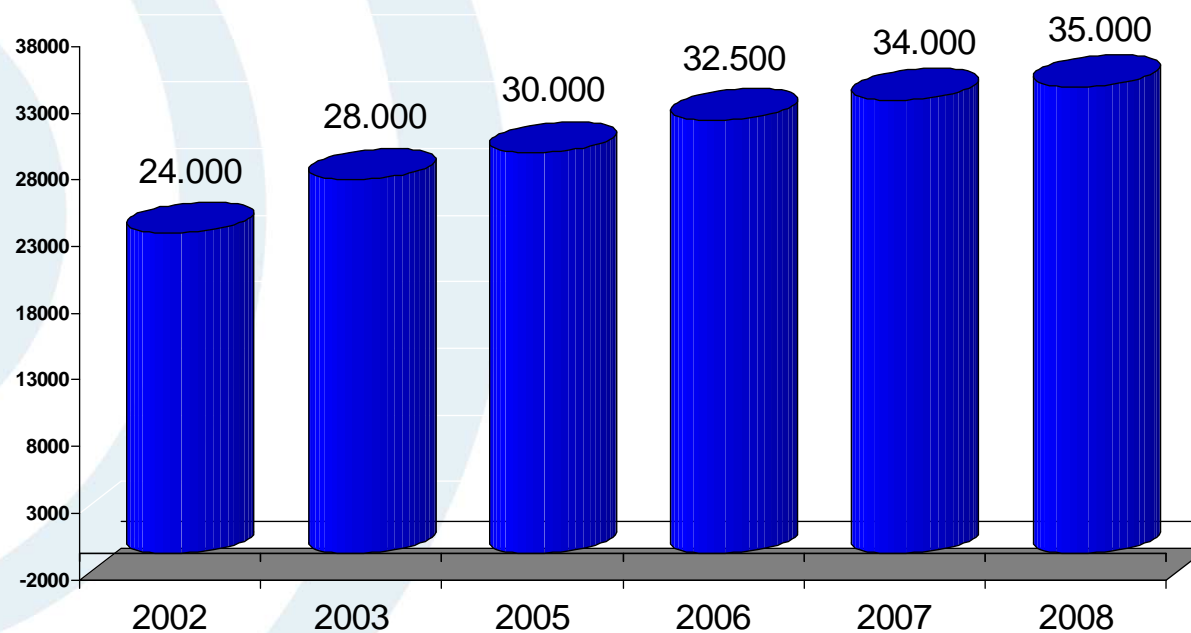
- | | | |
|-------------|------------|---------------|
| ➤ Argentina | ➤ Paraguay | ➤ Bulgaria |
| ➤ Brazil | ➤ Kenya | ➤ Poland |
| ➤ Chile | ➤ Spain | ➤ Switzerland |
| ➤ Venezuela | ➤ France | ➤ San Marino |
| ➤ Peru | ➤ Hungary | ➤ Israel |

and 25 liaison offices for profit and non profit all around the world.

- CDO is composed by a group of 35.000 entrepreneurs sharing a common ideal and strong friendship.
- CDO does not hold any ownership or partnership in any private or public company.

The Growth in Italy

As a result of the vast range of services offered and its high-integrated network, CDO has presented a significant increase of member companies in the last years.

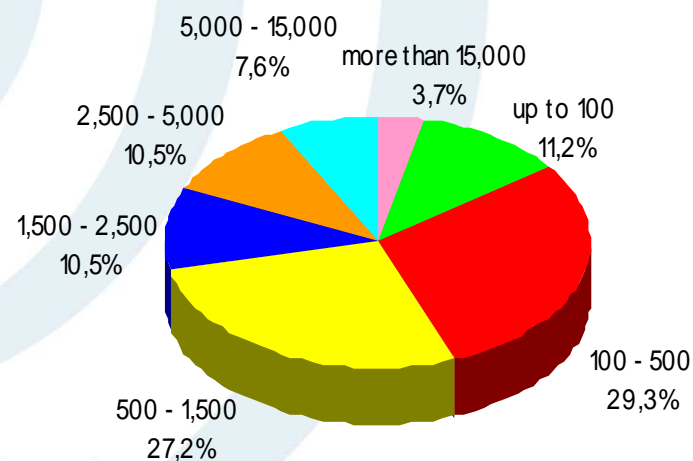


Compagnia delle Opere in Italy (1/2)

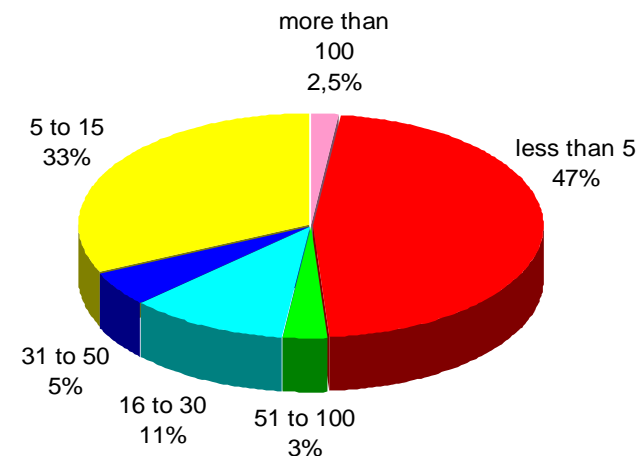
Most of CDO members are considered as small or medium sized companies, thus contributing to the diversification of its portfolio and increasing the possibility of integration and development of new business strategies and technologies.

On average CDO members have 18 employees and register a turnover of € 3.600.000 in 2008:

Volume of Gross Revenues (€ thousand)



Number of Employees

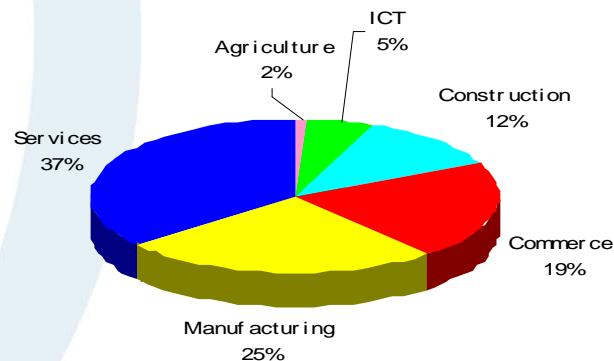


Compagnia delle Opere in Italy (2/2)

CDO has the trust of its members that it can provide the right service and offer the necessary network in Italy and abroad to meet their demands.

- CDO is able to arrange meetings with local entrepreneurs, companies and authorities in Italy and abroad and can also assist the entrepreneur during the development of a business opportunity.
- It has an office in each Italian region, a total of 40 points of contact with local companies and entrepreneurs.

Italian Member Companies by Sector



- CDO is also divided in vertical Associations and working groups. In this way CDO can give a better aid to its members belonging to specific product sector or geographic area. That's why CDO Agroalimentare, CDO Information, CDO Sport were born.

Compagnia delle Opere in the World

With 200 young and dynamic people totally devoted to their work, CDO provides services that encourage the development and growth of its members.

- **National Offices**: Argentina, Brazil, Chile, Venezuela, Peru, Paraguay, Spain, France, Bulgaria, Poland, Hungary, Switzerland, San Marino, Israel, Kenya and Italy.

- **Profit Liaison Offices**: Germany, Spain, Portugal, Czech Republic, Croatia, Poland, Hungary, Romania, Bulgaria, Russia, Libya, Tunisia, Kuwait, Kazakhstan, USA, Mexico, Cuba, Chile, Argentina, Brazil, Peru, China and Malaysia.

- **Non Profit Liaison Offices**: Albania, Argentina, Brazil, Burundi, Dominican Republic, Haiti, Kenya, Kosovo, Lebanon, Mexico, Nigeria, Peru, Romania, Russia, Rwanda, Uganda, USA and Switzerland.

CDO Members' Classification

Companies or individuals can obtain the member status just through the local association offices:

<i>Profit Organization</i>
Any juridical person having a VAT number, independent of the kind (limited liability company, individual firm, joint-stock company, Snc, and so on) and a profit activity is regarded as a Profit Member.
<i>Non-Profit Organization</i>
Cooperatives, associations, bodies, foundations, clubs, centers etc. that carry out a non profit activity (the “third sector”) belong to the CDO Opere Sociali.

Profit Sector

CDO offers tools and concrete services to answer to the complex requirements of its 35,000 member companies in Italy and others abroad.

- The members enjoy a privileged relationship with the leading service providers in all sectors of the economy

Banking and Finance: Intesa S.Paolo, Unicredit, BPM, Hypo Adrian Bank, etc.

Telecommunications: Vodafone, TIM

Exhibitions and Fairs: Matching, AF, Expo Italia Real Estate

Export and Internationalization: Co.Export, Eurosportello

Flights: AlrOne

Hotels: Best Western, Jolly Hotel

Auto Vehicles: Fiat, Renault



Compagnia delle Opere



Member Companies

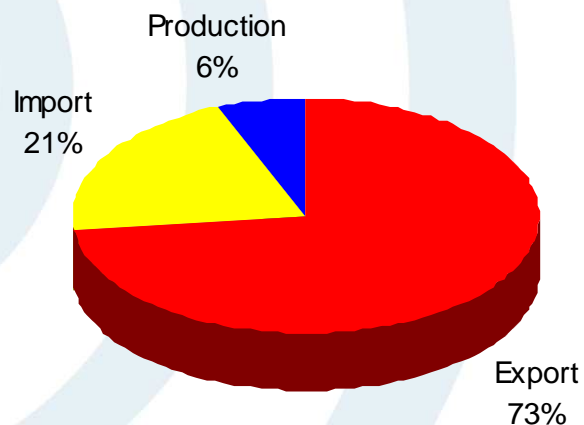


Compagnia delle Opere

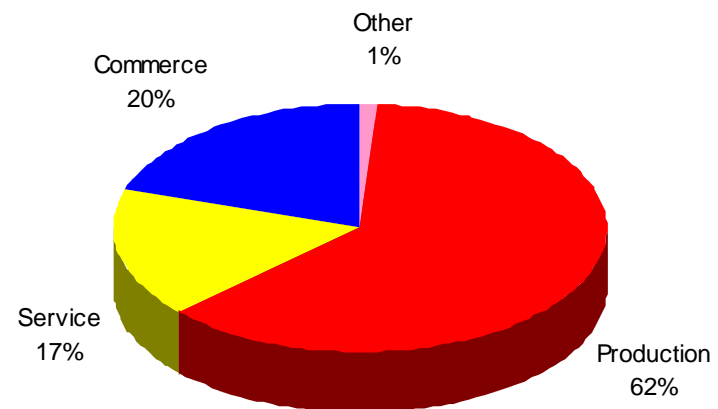
CDO Foreign Business (1/2)

CDO has approximately 2,200 members with businesses abroad Italy.

CDO Members Activities



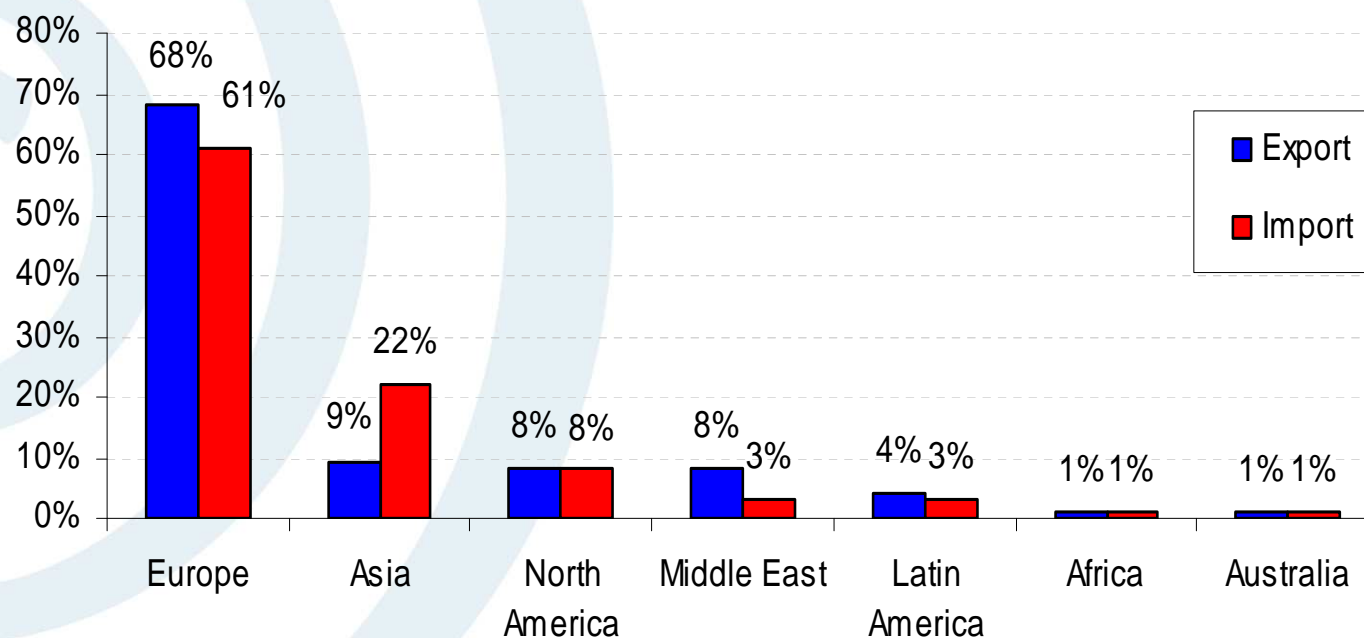
CDO Members Industries



CDO Foreign Business (2/2)

CDO members export their products to all parts of the world.

- The most important market in terms of volume exported is Europe (EU and Extra EU)



Non Profit Sector (1/3)

CDO has more than 1,100 organizations throughout Italy and a growing number abroad.

- There are more than 120,000 people working in the fields of culture, charity and missionary work. There are many activities, such as:

CDO Opere Sociali Areas of Intervention

- Educational
- Professional training
- Sport and recreation
- Cultural
- Assistance
- Socio-sanitary
- Coordination
- Cooperation in development (also international)
- Introduction into the job market
- Answering difficulties
- Hosting and supporting minors and their families

Non Profit Sector (2/3)

CDO Opere Sociali supplies the associated NPOs thanks to many activities, such as:

CDO Opere Sociali Activities

- Services and instruments to valorize their human and financial resources;
- Supporting professional training;
- Fiscal, legal and administrative assistance;
- Coaching and counseling;
- Ad hoc insurance and financial packages;
- Supporting in designing projects;
- Consulting for the achievement of quality standards,

Non Profit Sector (3/3)

CDO has a significant number of national and international associations, which belong to the Federation of the Social Enterprises of the Compagnia delle Opere. Some of them are:

- CDO Opere Educative (FOE): there are more than 250 schools and 40,000 students. Its objectives are the members' management assistance and teachers' training.
- Association of Volunteers in International Service (AVSI): a non-profit NGO founded in 1972 that is present in 32 Countries (Africa, Latin America, the Middle East and Eastern Europe) with 95 long-term projects.
- Food Bank Foundation: established in Italy in 1989, it manages the assignment of food surplus with an yearly distribution of food that covers 1 million people.
- Banco Farmaceutico Association: established in 2000 in collaboration with the Chemist's Owners Association, its primary scope is to collect and distribute drugs to people in need.
- Famiglie per l'accoglienza: established in Milan in 1982, it is now present all over Italy and provides hospitality services to minors and adults

Matching

Matching is a large – scale business event that CDO organized to give concrete support to small and medium – sized business activities. The concept behind this event is to establish a network that offers an opportunity for businesspeople to actually contact each other and find solutions for improving their business activities.

By participating in Matching, one has the chance to present his work and discover the opportunities offered by the market through meetings that would otherwise be difficult to organize without investing significant resources. Matching is held every November at the fieramilano – Rho, Milan – Italy.

For further information: www.e-matching.it

Contacts

Associazione Compagnia delle Opere: **Ufficio Estero**

Maurizio Giuliano
Via Mauro Macchi, 54
20124 - Milano (Italy)
Phone: +39.02.67396245
Fax: +39.02.67396230
E-mail: segreteria.estero@cdo.it
Web Site: www.cdo.it