



Associazione Italiana dei fornitori di Macchine,  
Impianti, Accessori e prodotti  
speciali per la lavorazione del vetro

## **The Italian industry of glass processing machinery, systems, accessories and special products in 2019**

June 2019





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## Introduction

### Gimav

Established in 1980, Gimav is the Confindustria member Association that represents **Italian manufacturers of glass processing machinery, systems, special products and accessories**.

Gimav **safeguards the interests of the Industry, provides** its Members with a wide **range of services** and **advice** on daily business topics, strives to **foster growth, promote business culture**, and **represents - in Italy and abroad - the Made in Italy glass sector**, known around the world for absolute excellence in terms of technology, reliability and innovation.

Gimav is a key resource for the glass industry, both domestically and internationally, and has built and strengthened relationships with its primary Italian and overseas counterparts.

Gimav is the parent company of Vitrum S.r.l., which organizes the international glass trade expo held at Fiera Milano Rho on odd years, and ranks among the top 3 trade expos world-wide.

Gimav joined Confindustria in January 2017, and is a member of Federmacchine.

Sales by GIMAV member companies account for approximately 80% of total sales by Italian manufacturers of glass processing machinery, accessories and special products.

### Methodology: statistical survey and data analysis procedure

Gimav conducted its annual statistical survey with the aim of providing an overview of the sector and key information on its structure, sales, production, and export markets.

A **data collection form** (available on page 34) was sent to a representative pool of industry firms, comprising all Association members as well as non-member companies, for a total of **126 recipients**, in order to have the best possible snapshot of overall sector performance. Participation in the survey continued to grow: in 2018 the number of responses was 10% higher than in 2017, which recorded a 57.15% increase over 2016.

The **analysis of export flows** was conducted using official ISTAT data for the sector's main customs codes.

Although the analysis was not exhaustive nor entirely precise, given the extreme variability of customs codes used by the companies (more than 100 for Gimav members alone), it can, however, be seen as an indicative overview of export flows and their percentages of total sales for the main export markets.

The customs codes used in the analysis were:

Flat Glass	<b>84642011</b>	Grinding or polishing machinery for optical glass processing
Flat Glass	<b>84642019</b>	Grinding or polishing machinery for glass processing (optical glass excluded)
Hollow Glass	<b>847529</b>	Machines for manufacturing or hot working of glass or glassware (except those for making optical fibers and preforms thereof, as well as furnaces and heaters for tempered glass manufacturing)
Hollow Glass	<b>847590</b>	Parts of machinery for assembling lamps, electric or electronic tubes or valves or of machines for manufacturing or hot working glass or glassware.
Hollow Glass	<b>84805000</b>	Molds for glass (except those made of graphite or other carbon material or ceramics)

Again this year, thanks to extensive statistical research conducted by the Federmacchine Studies Office, the industry report includes a section on the [analysis of aggregate financial statements](#).

Federmacchine conducts a yearly survey of a sample of its affiliated member companies. The AIDA database of standard financial statements, reclassified according to the financial reclassification scheme, was used as the source for the study, which analyzed data from 981 companies.

The [qualitative economic survey for 2019](#), processed as aggregate percentages, completes the report.

This report also includes a section [summarizing the responses on the use of government incentives](#) for machinery upgrades set forth in the [Industry 4.0 Plan](#).

## Industry Sales

The growth trend in industry sales continued in 2018 at **3.75%**, with gains of **2.08%** for **Flat Glass** and **5.57%** for **Hollow Glass**.

Even as the first **uncertainties concerning the continuation of the Industry 4.0 Plan** began to surface, the Flat Glass sector still reported domestic growth of 8.54%, but Hollow Glass, on the heels of a +9.43% leap last year, fell by 0.6%.

In 2018, Italy's **domestic market** absorbed **21.87%** of industry sales, while **exports** accounted for **78.13%**. Specifically, Hollow Glass sales exceeded 85% of production aimed at international markets, while Flat Glass sales amounted to 74.40%.

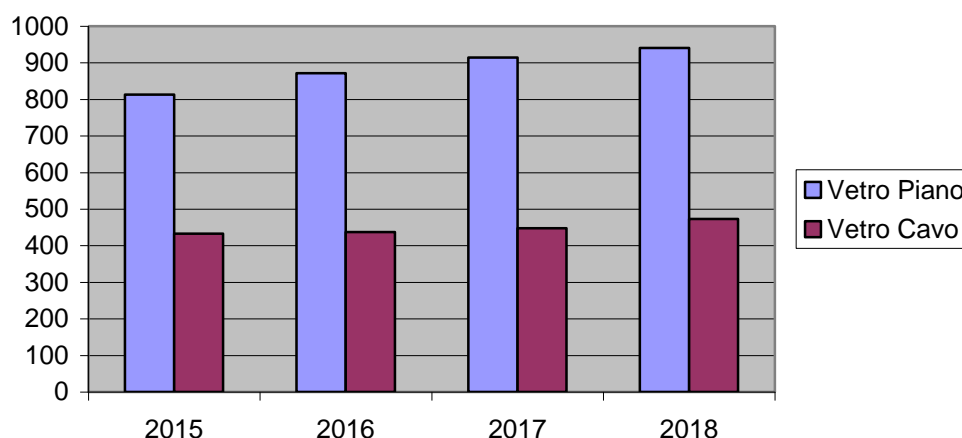
Sales of the Italian industry of glass processing machinery, special products and accessories				
Sectors	2018 [€]	2017 [€]	2016 [€]	% Change 2018/2017
<b>Flat Glass</b>				
Italian market sales	240,717,092	221,777,310	215,296,275	+8.54
Exports	699,545,721	692,345,330	656,375,929	+1.04
<b>Total Flat glass Sales</b>	<b>940,262,813</b>	<b>914,122,640</b>	<b>871,672,204</b>	<b>+2.08</b>
<b>Hollow Glass</b>				
Italian market sales	68,310,383	68,722,720	62,800,621	-0.6
Exports	404,164,239	378,821,107	374,329,157	+6.69
<b>Tot. Hollow Glass</b>	<b>472,474,622</b>	<b>447,543,827</b>	<b>437,129,779</b>	<b>+5.57</b>
<b>Total Flat+Hollow</b>	<b>1,412,737,435</b>	<b>1,361,666,467</b>	<b>1,308,801,983</b>	<b>+3.75</b>

GIMAV data based on ISTAT figures and internal survey

% share of sales for 2018 by destination			
Destination Market	Flat Glass	Hollow Glass	Sector Total
Italian market sales	25.60%	14.46%	21.87%
Exports	74.40%	85.54%	78.13%

GIMAV data based on ISTAT figures and internal survey

### Sales performance (millions of Euro) 2015 – 2018



Sales Summary Italian industry of glass processing machinery, accessories and special products 3-yr period 2016 – 2018				
Variable	Unit of measure	2018	2017	2016
Sector sales	€	1,412,737,435	1,361,666,467	1,308,801,983
Change from the prior year	% Change	+3.75%	+4.04%	+5.09%
Exports	€	1,103,709,960	1,071,166,437	1,030,705,087
Imports	€	100,714,341	87,178,235	83,167,560
Trade balance	€	1,002,995,619	983,988,202	947,537,527
Domestic orders	€	409,741,816	377,678,265	361,269,481
	% Change	+8.49 %	+4.54%	+1.25%
Foreign orders	€	1,103,709,960	1,071,166,437	1,030,705,087
	% Change	+3.04%	+3.92%	+5.39%
Workforce	Units	4,335	4,212	4,025

GIMAV data based on ISTAT figures and internal survey

As noted, sales continued to increase, although slightly less than in the previous years.

The **trade balance** improved by **1.2%**, passing the billion Euro mark.

**Domestic orders** saw an **8.49%** upsurge, and imports also continued to rise.

There was a slight but steady increase in **employment numbers** - just under 3% (**2.82%**).



## Imports

### The overall picture

Imports continued their upward growth trend.

**Flat Glass**, soared by **43.17%**, a major increase over the 20.62% upswing in 2017.

**Hollow Glass** also made significant gains, with a **13.19%** increase, compared to 3.6% in 2017.

Overall, **imports for the entire sector** were up **15.53%** over the previous year.

Total Imports			
Sectors	2018 [€]	2017 [€]	% Change 2018/2017
Flat Glass	9,726,094	6,793,358	+43.17%
Hollow Glass	90,988,247	80,384,877	+13.19%
<b>Total Flat+Hollow</b>	<b>100,714,341</b>	<b>87,178,235</b>	<b>+15.53%</b>

GIMAV data based on ISTAT figures

**Belgium** was the number-one exporter and **Sweden** was second (4<sup>th</sup> in 2017) but its share of overall imports changed only minimally. **France** and **Croatia** are in 3<sup>rd</sup> and 4<sup>th</sup> place, respectively.

If the overarching situation for the top fifteen countries is essentially the same as in 2017, **Austria's** impressive leap from 27<sup>th</sup> position to 7<sup>th</sup>, with a 5.37% share of imports, is worthy of mention.

Italian companies continue to prefer European products, which accounted for more than 83% of the imports. Purchases of **Asian** products declined, even though imports from **China** rose.

Imports for the entire sector: Top 15 countries of origin					
2018 Imports			2017 Imports		Change 2018/2017
Ranking	Country	% share	Ranking	% share	
1	Belgium	24.39	1	24.73	↔
2	Sweden	10.08	4	10.38	↑
3	France	9.93	2	11.90	↓
4	Croatia	9.19	3	10.58	↓
5	Luxembourg	6.96	5	6.13	↔
6	Germany	6.50	6	4.53	↔
7	Austria	5.37	27	0.21	↑
8	China	5.35	9	3.72	↑
9	United States	4.44	7	4.31	↓
10	Finland	2.68	12	2.00	↑
11	Turkey	2.65	10	3.17	↓
12	United Kingdom	2.36	11	2.77	↓
13	India	1.3	14	1.31	↑
14	Spain	1.11	13	1.34	↓
15	Malaysia	1.08	8	4.25	↓

GIMAV data based on ISTAT figures

Imports of Glass processing machinery, accessories and special products – Entire Sector			
Area of origin	2018 [%]	2017 [%]	Change 2018/2017
EU Europe	83.26	79.45	↑
Non-EU Europe	2.89	3.58	↓
Africa	0.09	0.01	↑
North America (NAFTA)	4.64	4.35	↑
Central and South America	0.10	1.61	↓
Asia	9.02	10.99	↓
Oceania	0	0.01	↓

GIMAV data based on ISTAT figures

Imports of Glass processing machinery, accessories and special products – Entire Sector				
Geographical area	Country	2018 [%]	2017 [%]	% Change 2018/2017
EU Europe	Belgium	24.39	24.73	-1.37
	Sweden	10.08	10.38	-2.89
	France	9.93	11.90	-16.55
	Croatia	9.19	10.58	-13.14
	Luxembourg	6.96	6.13	+13.54
Non-EU Europe	Turkey	2.65	3.17	-16.40
Africa	Egypt	0.05	-	-
North America	United States	4.44	4.31	+3.02
Central and South America	Colombia	0.04	0.11	-63.63
Asia	China	5.35	3.72	+43.81
Oceania	Australia	0.01	0.01	=

GIMAV data based on ISTAT figures

### IMPORTS: THE TOP 15 COUNTRIES OF ORIGIN FOR THE ENTIRE SECTOR



## Imports by the Flat Glass sector

There was a robust increase in imports in 2018 by the Flat Glass sector, albeit limited in terms of absolute value. Although **European countries** made fewer purchases, they retained the majority share (**69.26%**).

**North American countries** increased their share by **5.66%**, thanks primarily to the **4.46%** share of **US** products; imports from **Asia** also gained, with marked growth by **China**, which achieved a **13.91%** share, a sharp increase versus **5.52%** in the previous year.

Taking a closer look at European production, **France** is the top supplier, with a **32.30%** share (a sharp drop compared to 50.15% in 2017, when its performance had declined versus 2016).

Imports from **Austria** (which last year fell out of the top 5) rose by **22.98%**, while **Germany** drifted into third place, with very little change in its percentage share.

Imports of Flat Glass processing machinery, accessories and special products			
Area of origin	2018 [%]	2017 [%]	Change 2018/2017
EU Europe	69.26	72.64	↓
Non-EU Europe	1.22	3.44	↓
Africa	0.29	0	↑
North America (NAFTA)	5.66	0.95	↑
Central and South America	0.34	0.77	↓
Asia	23.23	22.20	↑
Oceania	0	0	↔

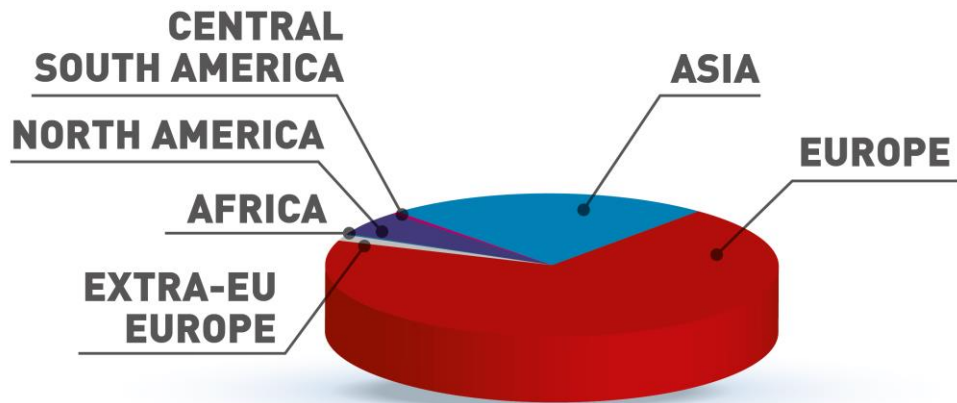
GIMAV data based on ISTAT figures

Imports of Flat Glass processing machinery, accessories and special products				
Geographical area	Country	2018 [%]	2017 [%]	% Change 2018/2017
EU Europe	France	32.30	50.15	-35.60
	Austria	22.98	0.22	+10,345.00
	Germany	13.52	14.19	-4.72
	United Kingdom	0.23	1.66	-86.14
	Spain	0.12	1.22	-90.16
Non-EU Europe	Turkey	1.22	2.11	-42.18
Africa	South Africa	0.29	-	-
North America	United States	4.46	0.95	+369.47
Central and South America	Brazil	0.34	0.14	+142.86
Asia	China	13.91	5.52	+152.00
Oceania	Oceania	0.01	0.01	=

GIMAV data based on ISTAT figures

## IMPORTS OF FLAT GLASS PROCESSING MACHINERY, ACCESSORIES AND SPECIAL PRODUCTS

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## Imports by the Hollow Glass sector

The growth trend of imports by the Hollow Glass sector persists **(+13.19%)**.

There is still a preference for **European products**, whose share rose to **84.76%** compared to 80.04% in 2017 and to 78.04% in 2016.

There was little change in the ranking of the top 5 European countries, while **Belgian** products retained the lead.

**China** is the main Asian exporter, with a **4.44%** share of overall imports.

Imports of Hollow Glass processing machinery, accessories and special products			
Area of origin	2018 [%]	2017 [%]	Change 2018/2017
EU Europe	84.76	80.04	↑
Non-EU Europe	3.07	3.59	↓
Africa	0.06	0.01	↑
North America (NAFTA)	4.53	4.64	↓
Central and South America	0.07	1.68	↓
Asia	7.50	10.03	↓
Oceania	0.01	0.01	↔

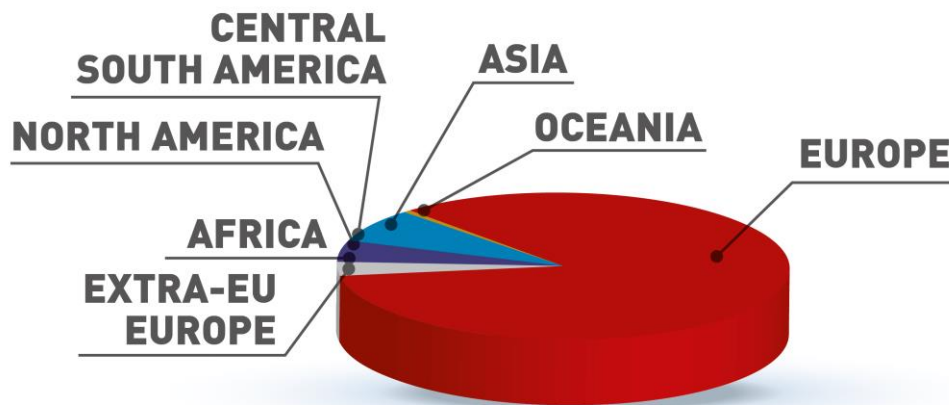
GIMAV data based on ISTAT figures

Imports of Hollow Glass processing machinery, accessories and special products				
Geographical area	Country	2018 [%]	2017 [%]	% Change 2018/2017
EU Europe	Belgium	27.00	26.77	+0.86
	Sweden	11.16	11.25	-0.8
	Croatia	10.17	11.47	-11.33
	Luxembourg	7.70	6.65	+15.79
	France	7.54	8.67	-13.03
Non-EU Europe	Turkey	2.80	3.26	-14.11
Africa	Egypt	0.06	-	-
North America	United States	4.44	4.59	-3.27
Central and South America	Colombia	0.04	0.12	-66.67
Asia	China	4.44	3.57	+24.37
Oceania	Australia	0.01	0.01	=

GIMAV data based on ISTAT figures

## IMPORTS OF HOLLOW GLASS PROCESSING MACHINERY, ACCESSORIES AND SPECIAL PRODUCTS

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## The Italian market

Despite uncertainties over its continuation in 2018, the driving impetus of the Industry 4.0 Plan continued to make itself felt, and the domestic market experienced overall growth of **8.49%** over 2017, when the market grew **4.52%** compared to 2016.

**Flat Glass** made greater gains at **+9.57%**, while **Hollow Glass** held steady at a growth rate of **6.83%**, similar to that in 2017.

Absorption values for the Italian market					
	2018 [€]	2017 [€]	2016 [€]	2015 [€]	% Change 2018/2017
<b>Flat Glass</b>					
Imports	9,726,094	6,793,358	5,631,722	8,970,932	+43.17
Domestic Product	240,717,092	221,777,310	215,296,275	204,634,802	+8.54
<b>Total Flat Glass</b>	<b>250,443,186</b>	<b>228,570,668</b>	<b>220,927,997</b>	<b>213,605,734</b>	<b>+9.57</b>
<b>Hollow Glass</b>					
Imports	90,988,247	80,384,877	77,540,863	80,456,511	+13.19
Domestic Product	68,310,383	68,722,720	62,800,621	62,725,351	-0.6
<b>Total Hollow Glass</b>	<b>159,298,630</b>	<b>149,107,597</b>	<b>140,341,484</b>	<b>143,181,862</b>	<b>+6.83</b>
<b>Total Flat+Hollow</b>	<b>409,741,816</b>	<b>377,678,265</b>	<b>361,269,481</b>	<b>356,787,596</b>	<b>+8.49</b>

*GIMAV data based on ISTAT figures and internal survey*

## Exports

Sales to foreign markets throughout 2018 increased by **3.04%** for the entire industry; in 2017 it was 3.92% and in 2016, 5.39%, confirming the positive trend that continues to indicate a preference for Italian-made products by international clients.

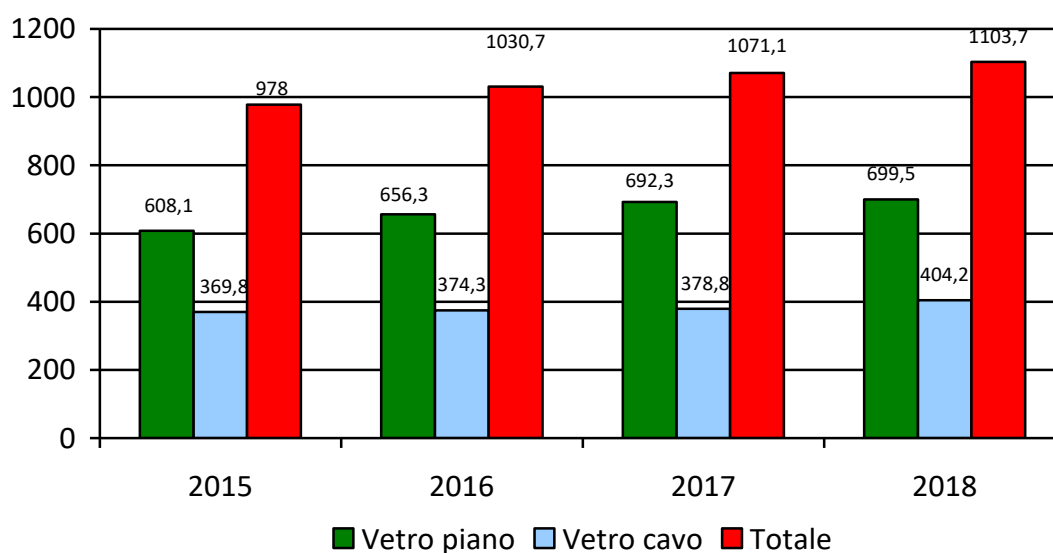
Specifically, **Flat Glass** was up by **1.04%**, and **Hollow Glass** by **6.69%**.

Overall sales to international markets exceeded **one billion, one hundred million Euro**, the highest peak since the global economic crisis.

Exports for the entire sector					
Sectors	2018 [€]	2017 [€]	2016 [€]	2015 [€]	% Change 2018/2017
Flat Glass	699,545,721	692,345,330	656,375,929	608,149,661	+1.04
Hollow Glass	404,164,239	378,821,107	374,329,157	369,853,925	+6.69
<b>Total</b>	<b>1,103,709,960</b>	<b>1,071,166,437</b>	<b>1,030,705,087</b>	<b>978,003,586</b>	<b>+3.04</b>

GIMAV data based on ISTAT figures and internal survey

### Exports for the entire sector: 2015-2018 performance analysis





The **European continent** is still the number-one client of Italian-made industry products, claiming – between EU and non-EU countries – more than **45%** of sales, a figure that marked a further increase over the 42.36% gain posted in 2017.

Sales decreased to **Central and South America** (-30.61%), **Asia** (-10.59%) and **Oceania** (-47.21%), the latter a destination with extremely limited impact in terms of absolute value.

After a year in decline, exports increased to **Africa** and **North America**, the second-ranked market after Europe.

In detail, the **United States** remains the number-one country client, with an 11% share of overall sales (up by 8.82% compared to 2017).

The **US** is followed by **Poland**, 6<sup>th</sup> in 2017, **Mexico** (4<sup>th</sup>), **Germany** (a marked upsurge over the 6<sup>th</sup> place it held in 2017) and **China**, the 5<sup>th</sup>-ranked customer for Italian-made industry products.

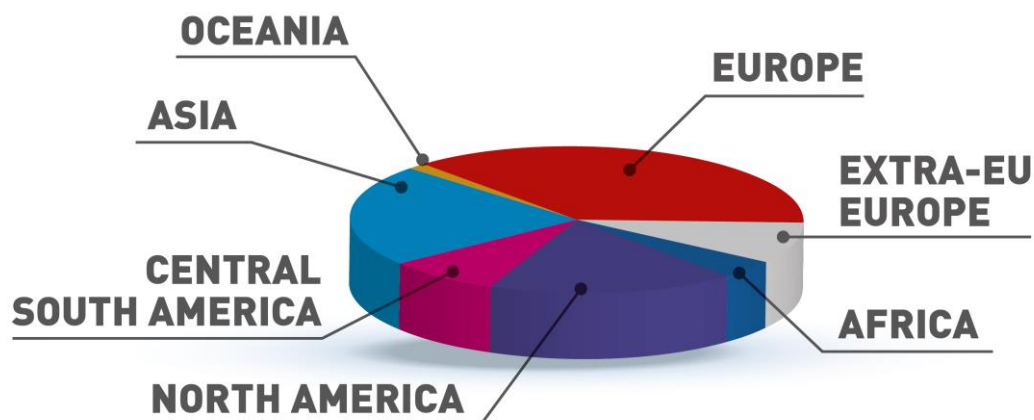
**France** fell to 8<sup>th</sup> place from 2<sup>nd</sup> in 2017, while export numbers improved to **Spain, Brazil, Russia, Japan** and **Bulgaria**.

**India** plunged from 3<sup>rd</sup> to 11<sup>th</sup> place, accounting for just 2.72% of overall sales, compared to 6.12% the previous year.

Exports by the entire sector – % share by geographical area			
Export area	2018	2017	% Change 2018/2017
<b>EU Europe</b>	37.44	33.03	+13.35
<b>Non-EU Europe</b>	8.10	9.33	-13.18
<b>Africa</b>	4.21	2.39	+76.15
<b>North America (NAFTA)</b>	17.98	15.52	+15.85
<b>Central and South America</b>	8.25	11.89	-30.61
<b>Asia</b>	22.80	25.50	-10.59
<b>Oceania</b>	1.22	2.34	-47.21

GIMAV data based on ISTAT figures

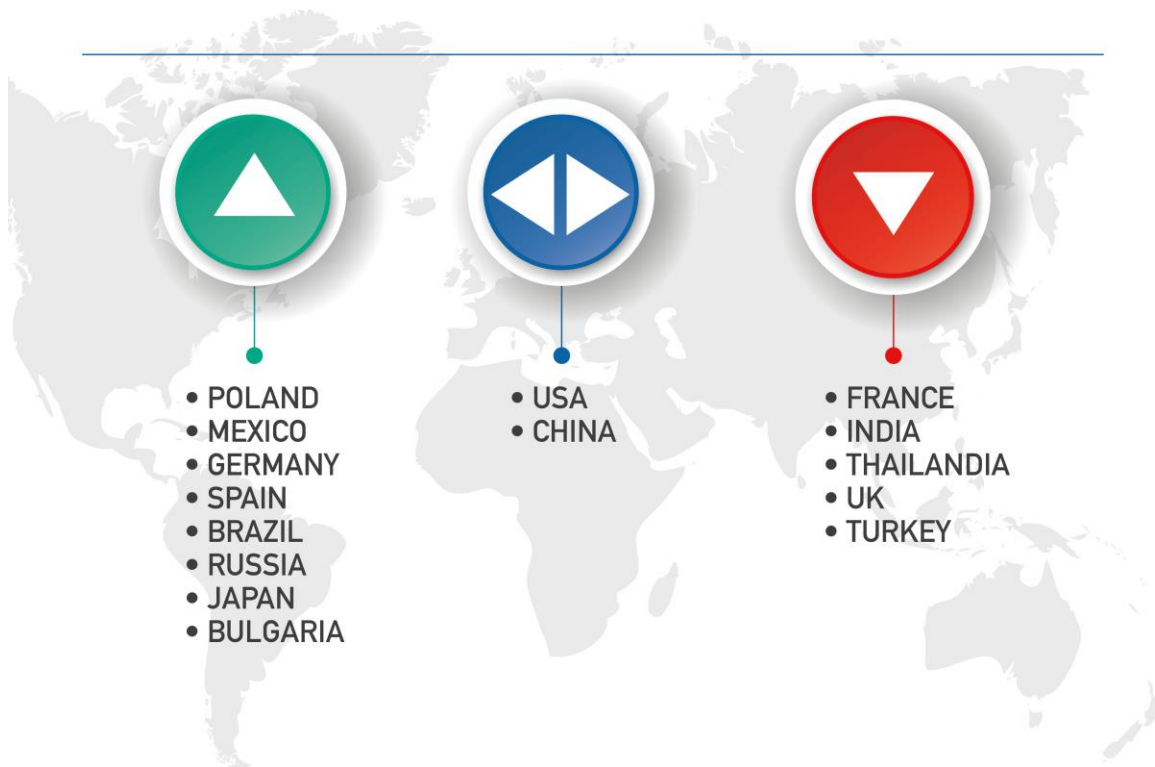
## EXPORTS FOR THE ENTIRE SECTOR % SHARE BY GEOGRAPHICAL AREA



Exports by the entire sector: ranking of the main export markets					
Exports 2018			Exports 2017		Change 2018/2017
Ranking	Country	% share	Ranking	% share	
1	United States	11.00	1	8.82	↔
2	Poland	6.55	6	5.70	↑
3	Mexico	6.47	4	5.78	↑
4	Germany	5.40	7	4.91	↑
5	China	4.94	5	5.72	↔
6	Spain	4.80	15	2.31	↑
7	Brazil	4.77	9	3.50	↑
8	France	4.19	2	6.63	↓
9	Russia	3.18	13	2.94	↑
10	Japan	2.93	14	2.49	↑
11	India	2.72	3	6.12	↓
12	Thailand	2.63	8	3.83	↓
13	United Kingdom	2.51	12	3.04	↓
14	Turkey	2.45	11	3.36	↓
15	Bulgaria	2.15	35	0.59	↑

GIMAV data based on ISTAT figures

## EXPORTS FOR THE ENTIRE SECTOR: TOP EXPORT MARKET RANKINGS



## Exports by the Flat Glass sector

Although narrowly, exports by the Flat Glass sector also increased, up **1.04%**.

This improvement followed a more lofty 5.48% in 2017.

Sales increased significantly to **EU Europe**, climbing to a 45.10% share of overall foreign sales; but the figure for **non-EU Europe** fell to 6.25%.

Specifically, there was a major bump up in exports to **Poland**, with an over 10% share of global sales, while **Germany** dropped to 3<sup>rd</sup> position, a step down compared to the previous year, although it increased its share of overall sales.

Sales rallied to the **French** market, whose customer ranking rose from 10<sup>th</sup> to 5<sup>th</sup>, and to **Spain** (up from 11<sup>th</sup> to 7<sup>th</sup> ranked). **Austria** also increased its ranking to 14<sup>th</sup> position from 30<sup>th</sup> in 2017.

Although the macro-area of **North America** reflected a slight drop in share, the **US** was once again the number-one client of Italian-made industry products (with a 15.98% share).

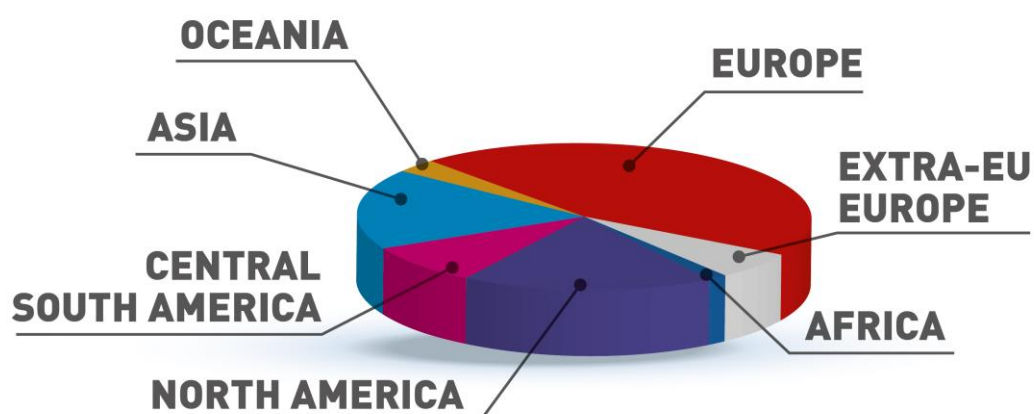
Also on the rise were **Brazil**, that moved up to 4<sup>th</sup>-ranked importer, and **Japan**, which leaped from 23<sup>rd</sup> position in 2017, to 6<sup>th</sup>, with a share of 4.10%.

**Africa, Asia** and **Oceania** declined in terms of overall sales to their continents.

Exports of Flat Glass machinery, products and accessories % share by geographical area			
Export area	2018	2017	% Change 2018/2017
<b>EU Europe</b>	45.10	33.69	+33.87
<b>Non-EU Europe</b>	6.25	8.93	-30.01
<b>Africa</b>	1.37	1.83	-25.14
<b>North America (NAFTA)</b>	18.10	19.42	-6.80
<b>Central and South America</b>	8.63	7.97	+8.28
<b>Asia</b>	17.74	22.80	-22.19
<b>Oceania</b>	2.81	5.36	-47.86

GIMAV data based on ISTAT figures

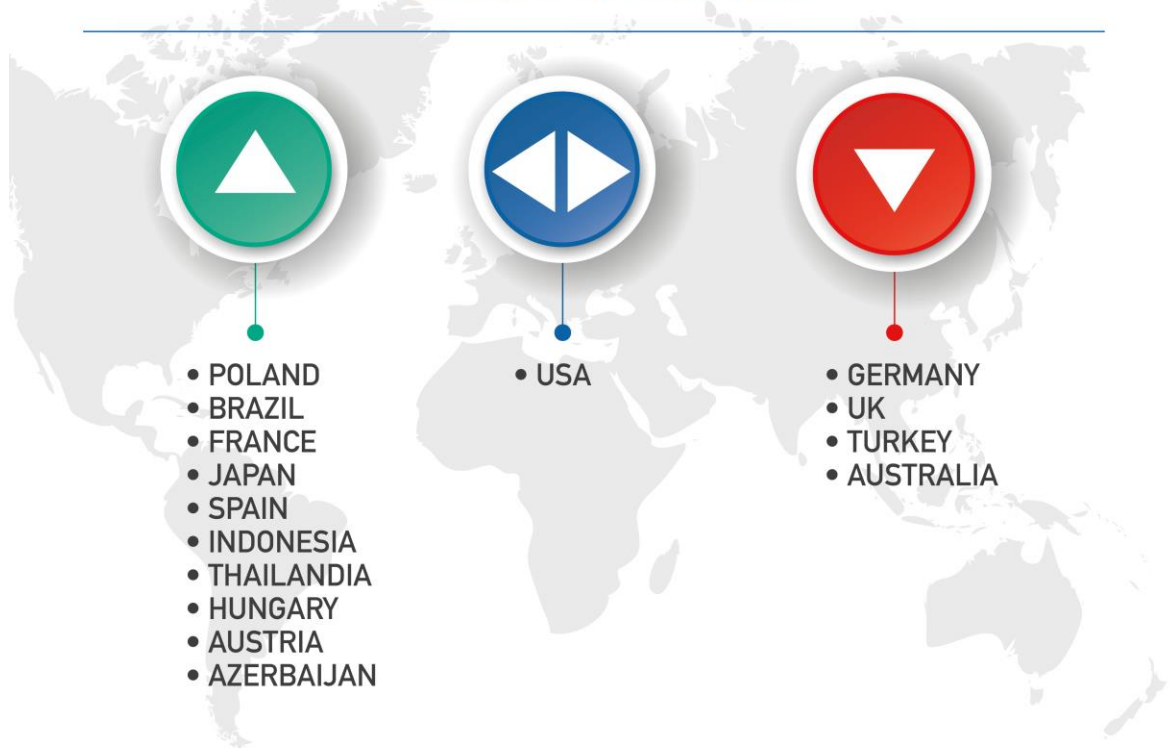
## EXPORTS OF FLAT GLASS PROCESSING MACHINERY, ACCESSORIES AND SPECIAL PRODUCTS % SHARE BY GEOGRAPHICAL AREA



Flat Glass Exports: main destination country rankings					
Exports 2018			Exports 2017		Change 2018/2017
Ranking	Country	% share	Ranking	% share	
1	United States	15.98	1	14.77	↔
2	Poland	10.85	7	4.15	↑
3	Germany	7.15	2	6.64	↓
4	Brazil	6.00	9	3.82	↑
5	France	4.29	10	3.52	↑
6	Japan	4.10	23	1.05	↑
7	Spain	3.84	11	2.60	↑
8	Indonesia	3.34	77	0.05	↑
9	United Kingdom	3.17	5	5.70	↓
10	Thailand	3.00	28	0.84	↑
11	Turkey	2.97	8	3.93	↓
12	Hungary	2.93	24	1.03	↑
13	Australia	2.73	6	5.19	↓
14	Austria	1.51	30	0.67	↑
15	Azerbaijan	1.48	-	-	↑

GIMAV data based on ISTAT figures

## EXPORTS BY THE FLAT GLASS SECTOR: TOP EXPORT MARKET RANKINGS



## Exports by the Hollow Glass sector

The Hollow Glass sector experienced a robust rise in exports in 2018, posting a **+6.69%** over the previous year, when it saw a 1.20% increase over 2016.

While there was a slight drop in the overall share of exports to the **European continent**, **Africa** and **North America** both rallied in terms of Made in Italy purchases.

**Central** and **South American** shares dropped considerably, while **Asia** lost a tiny share percentage compared to the previous year.

A detailed analysis of each country shows **Mexico** was the number-one client, followed by **China**, which was 6<sup>th</sup> in 2017, the **USA** (7<sup>th</sup> in 2017), **Spain** (15<sup>th</sup> in 2017) and **Russia**, which rose considerably over 2017.

**France**, formerly the number-one destination market for Italian products, dropped to 7<sup>th</sup> position, while **Germany** rallied, rising to 8<sup>th</sup> client in terms of overall share of global sales.

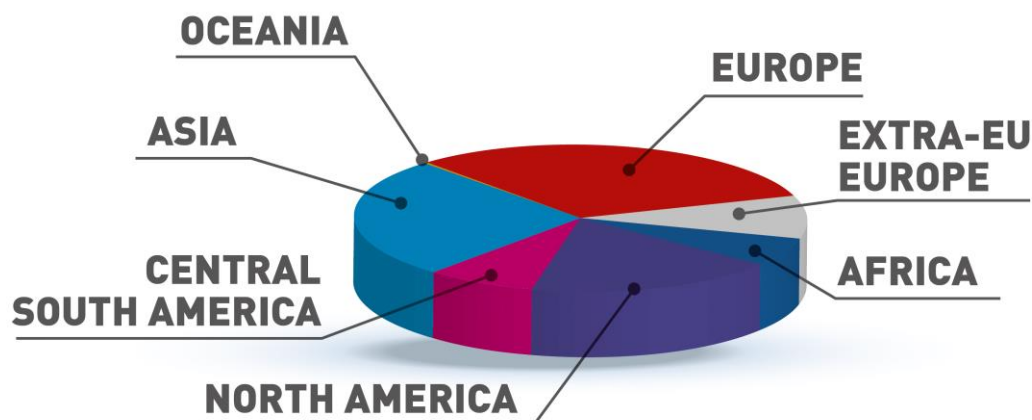
**Brazil** (9<sup>th</sup>, compared to a previous 12<sup>th</sup> ranking) and **Iran**, 10<sup>th</sup>, also increased their shares.

Purchases by **Poland** shrank considerably, as did those of **Thailand**, while **Bulgaria**, **Ukraine** and **Croatia** moved into the top-10 ranking.

Exports of Hollow Glass machinery, products and accessories % share by geographical area			
Export area	2018	2017	% Change 2018/2017
EU Europe	31.51	32.62	-3.40
Non-EU Europe	9.53	9.59	-0.63
Africa	6.40	2.74	+133.57
North America (NAFTA)	17.89	13.10	+36.56
Central and South America	7.95	14.33	-44.52
Asia	26.71	27.18	-1.73
Oceania	0.01	0.44	-97.72

GIMAV data based on ISTAT figures

## EXPORTS OF HOLLOW GLASS PROCESSING MACHINERY, ACCESSORIES AND SPECIAL PRODUCTS % SHARE BY GEOGRAPHICAL AREA



Hollow Glass Exports: main destination country rankings					
Exports 2018			Exports 2017		Change 2018/2017
Ranking	Country	% share	Ranking	% share	
1	Mexico	10.74	2	7.95	↑
2	China	7.63	6	5.38	↑
3	United States	7.14	7	5.10	↑
4	Spain	5.55	15	2.13	↑
5	Russia	5.05	9	4.17	↑
6	India	4.80	4	6.04	↓
7	France	4.12	1	8.57	↓
8	Germany	4.05	10	3.83	↑
9	Brazil	3.82	12	3.30	↑
10	Iran	3.30	14	2.15	↑
11	Poland	3.22	3	6.67	↓
12	Bulgaria	3.16	26	0.94	↑
13	Thailand	2.35	5	5.70	↓
14	Ukraine	2.21	54	0.12	↑
15	Croatia	2.07	21	1.46	↑

GIMAV data based on ISTAT figures



## EXPORTS BY THE HOLLOW GLASS SECTOR: TOP EXPORT MARKET RANKINGS



## 2019 Forecast

Once again, this year's survey included questions designed to assess the companies' perceptions of economic trends for 2019.

The respondents' answers **reflected a generally positive outlook**.

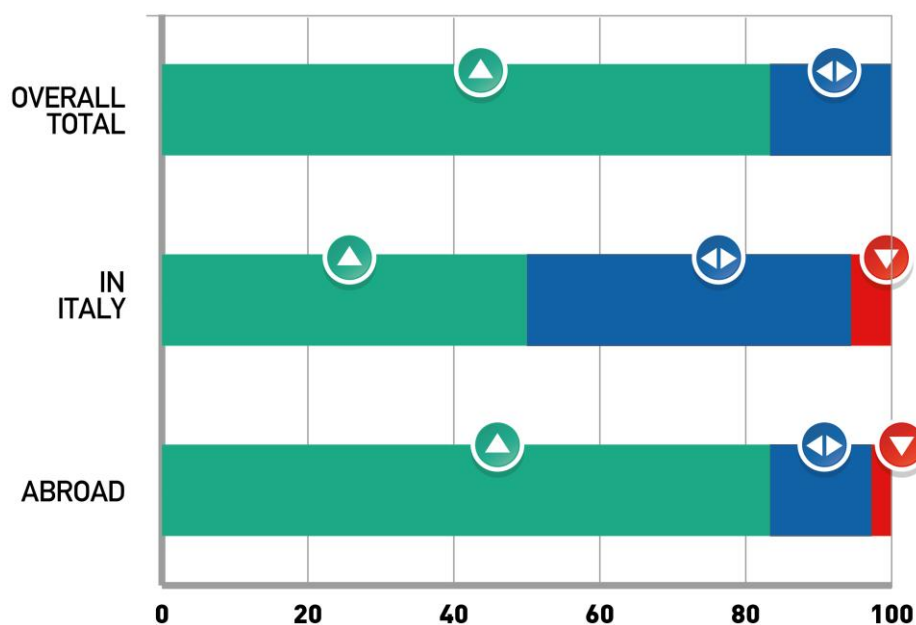
### Estimated changes in sales for 2019

Again in 2019, the respondents expressed **widespread expectations for improvement in the economic situation**, with an **overall projected increase in sales** (Italy and abroad) of **83.33%**, compared to 93.55% in 2017. As in 2017, the number of gloomy responses stayed at zero.

Expectations for **foreign sales** were also optimistic, expressed by **83.33%** of the companies, while 16.67% of the respondents expect exports to shrink or stable.

The percentage of manufacturers who forecast an **improvement** in the **domestic market** fell to **50%** from the 78% recorded last year, due to concerns over the continuation and the contents of the Industry 4.0 Plan; while the percentage of companies that expect a decrease in sales in Italy fell to 2.78% (from 6.3% in 2018).

### ESTIMATED CHANGE IN SALES FOR 2019



## Forecast changes in sales to various export markets

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The companies were also asked to indicate their sales forecasts for the main export markets.

Possible responses were:

- sales will increase
- sales will remain the same
- sales will decrease.

Signs begin to appear forecasting a recessionary trend in the **EU Europe** and **Asian** markets.

**North America**, on the other hand, is seen as an expanding or – at the worst – stable market, by all of the companies that responded.

Perceptions of **Russia** gained positive ground, as fewer companies said they expect sales to slump (from 26.47% in 2018 to 20.6% in 2019).

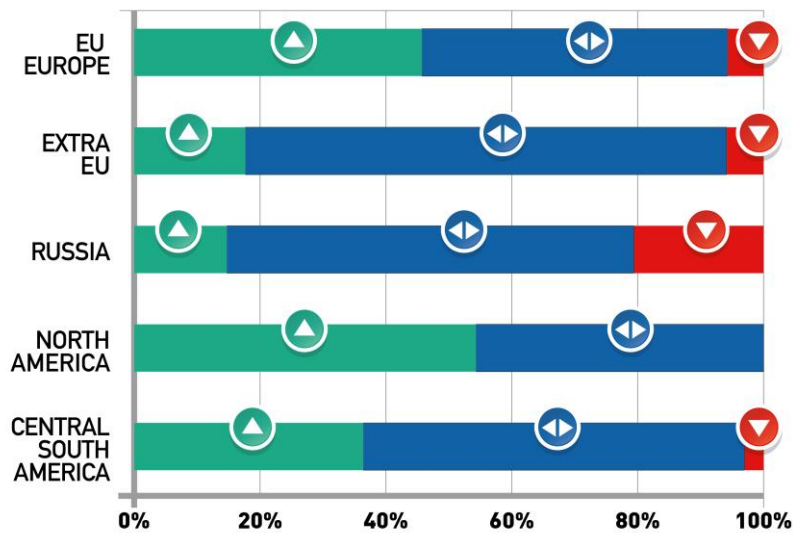
The situation is more optimistic as well for **Central** and **South America**, where the percentage of companies forecasting worsening conditions dropped to 3.04% from 8.82% in 2018 and fell significantly from 21% in 2017.

The positive outlook for sales to the **Middle East** remains unchanged; the market is perceived as stable or expanding by 97% of the survey participants.

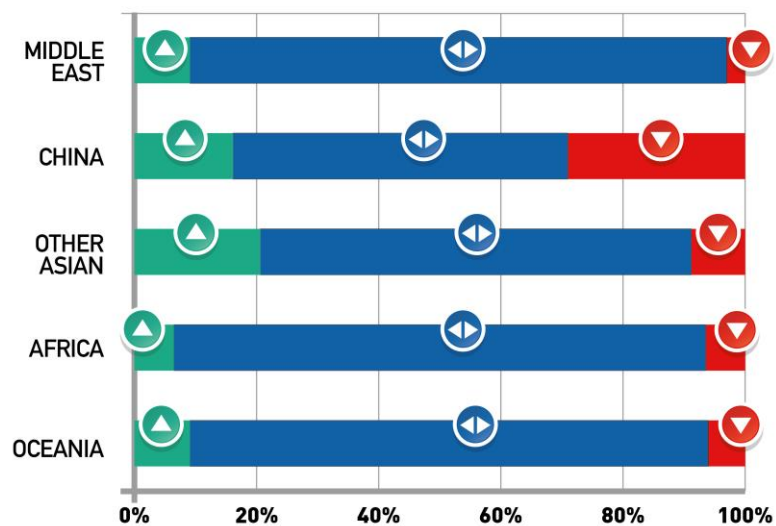
The forecast for **China** worsened, with 29.4% of the sample expecting a decline in sales, compared to 24.3% in 2018.

The outlook for **Africa** and **Oceania** remains optimistic overall, with only slightly more than 6% of the respondents forecasting a downturn.

## GLOBAL EXPORT MARKETS SALES TREND FORECAST



## GLOBAL EXPORT MARKETS SALES TREND FORECAST



## The Industry 4.0 Plan in the glass sector

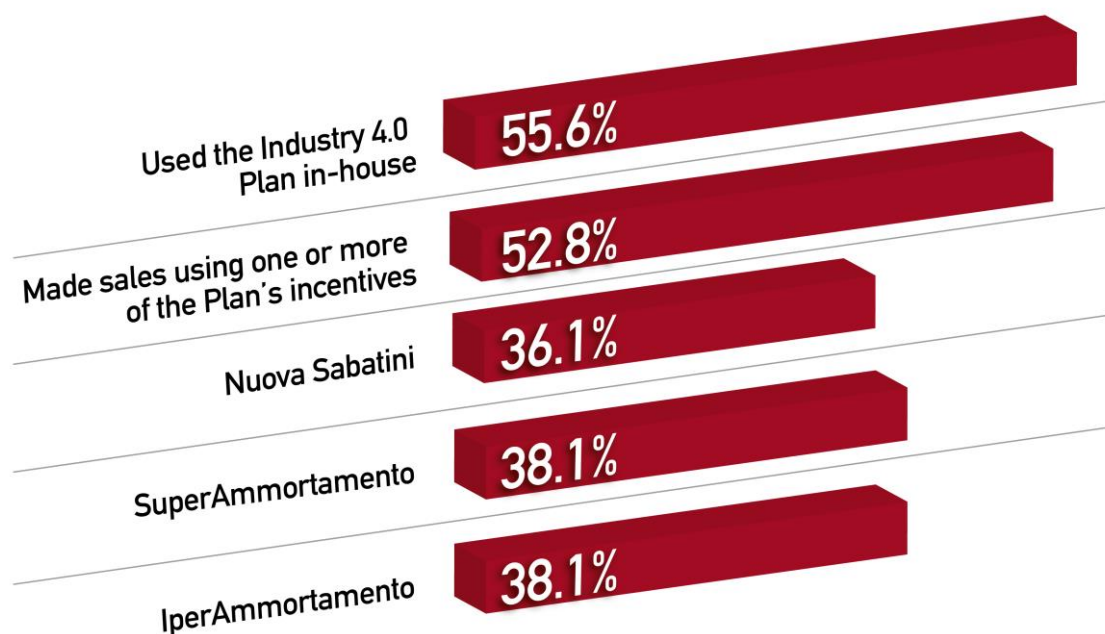
The 2019 survey also included several questions regarding the level of utilization of Industry 4.0 incentives by glass processing machinery, special products and accessory manufacturers and their clients.

**55.56%** of the companies (down from 66.7% in 2018) stated they **have used or intend to use one or more of the Industry 4.0 Plan incentives** for their company.

This time **52.78%** (against 55.56% in 2018) said that in 2018 they **had sales stimulated by incentives contained in at least one of the Plan tools**, and specifically (multiple answers were possible):

- **Nuova Sabatini**: 36.11% (25% in 2017)
- **SuperAmmortamento**: 38.39% (44.44% in 2017)
- **IperAmmortamento**: 38.89% (41.67% in 2017)

### INDUSTRY 4.0



## Industry 4.0 incentives brochure



Associazione Italiana dei fornitori di Macchine,  
Impianti, Accessori e prodotti  
speciali per la lavorazione del vetro

# La tua Impresa merita i **MACCHINARI MIGLIORI**

Questo è l'anno giusto per acquistarli  
grazie agli incentivi governativi







## GIMAV

Gentile Imprenditore,

**La Legge di Stabilità 2016 ed il Piano Industria 4.0 mettono a tua disposizione efficaci strumenti di sostegno all'acquisto di macchinari produttivi nuovi e software d'interconnessione.**

*"Super e iper-ammortamenti e finanziamenti agevolati rilanciano gli investimenti delle imprese in beni strumentali e tecnologie per l'Industria 4.0.*

*Proroga e potenziamento del credito d'imposta sostengono la spesa in R&S.*

*L'utilizzo congiunto di queste misure, varate con la Legge di bilancio 2017, rappresenta una grande opportunità per rinsaldare l'alta propensione a innovare delle imprese italiane."*

*"Il grado di complessità dei processi d'innovazione è fondamentale per la qualità dell'output innovativo. Gli innovatori più strutturati sono stati in grado di generare prodotti nuovi (o significativamente migliorati) per il mercato di riferimento nel 61% circa dei casi, contro il 43% per quelli mediamente strutturati e il 35% per quelli meno strutturati."*

*[Fonte Nota CSC - Livio Romano]*

## NUOVA SABATINI

**Per accelerare il processo di sviluppo competitivo delle PMI**

Consiste nell'erogazione di **finanziamenti agevolati** articolati su **tre punti salienti**:

- 1) un **finanziamento bancario** d'importo compreso fra **20 mila e 2 milioni di euro** per investimenti in macchinari, impianti, beni strumentali e attrezzature nuovi di fabbrica (compreso leasing finanziario, tecnologie digitali, hardware e software)
- 2) un **contributo economico a copertura degli interessi**, pari all'ammontare degli interessi, calcolati su un piano di ammortamento convenzionale con rate semestrali, al tasso del 2,75% annuo per cinque anni
- 3) una **copertura sul finanziamento fino all'80%** del suo ammontare attraverso il Fondo di garanzia per le PMI.

La misura agevola l'**acquisizione di beni strumentali d'impresa** e, in particolare, di macchinari, impianti, attrezzature, hardware e software per la realizzazione di programmi d'investimento relativi alla creazione o all'ampliamento di unità produttiva, alla diversificazione della produzione, al cambiamento nel processo produttivo e all'acquisizione di asset per evitare la chiusura di uno stabilimento.

### A Chi Si Rivolge

PMI, regolarmente iscritte al Registro delle imprese e con **sede operativa sul territorio nazionale** non in procedura di liquidazione o concorsuale, operanti in tutti i settori.

### Vantaggi

Concessione di finanziamenti o leasing (che potranno coprire la totalità dell'investimento), con importo **minimo pari a 20 mila euro e massimo di 2 milioni di euro** per ciascuna impresa richiedente, da parte di banche o società di leasing convenzionate con il MISE.

La **durata non sarà superiore a cinque anni** dalla data di stipula del contratto, a fronte di investimenti da avviare successivamente alla richiesta di finanziamento.

Alle imprese sarà riconosciuto un **contributo a fondo perduto in conto impianti** calcolato convenzionalmente come un **abbattimento degli interessi pari al 2,75%** su di un finanziamento di 5 anni ed erogato in quote annuali costanti.

Il contributo economico a copertura degli interessi sale al **3,575%** nel caso di macchinari in **logica 4.0**.

[www.gimav.it](http://www.gimav.it)



GIMAV

## SUPERAMMORTAMENTO E IPERAMMORTAMENTO

Due incentivi fiscali automatici

### SuperAmmortamento

È una **deduzione extracontabile del 30%** per gli investimenti in beni strumentali nuovi, impianti e macchinari effettuati da tutti i titolari di reddito d'impresa (lavoratori autonomi compresi), che **porta al 130% il valore della deduzione**, riducendo la base imponibile su cui vengono calcolate le imposte.

L'agevolazione **vale per tutto il 2018**, con l'aggiunta di un'ulteriore finestra che permette la consegna del bene fino al 30 giugno 2019, a condizione che entro il 31 dicembre 2018 l'impresa abbia versato un acconto pari al 20% del costo.

### IperAmmortamento

Per gli investimenti che contribuiscono alla **digitalizzazione della produzione in ottica Industria 4.0** è previsto un **IperAmmortamento al 250%**. È uno strumento ad azione automatica, ossia viene messa in atto direttamente dalle aziende senza bandi o approvazioni preventive.

L'incentivo fiscale è relativo a beni funzionali alla trasformazione tecnologica e/o digitale delle imprese in chiave Industria 4.0, acquistati nel 2018 e appartenenti a due tipologie specifiche: le **"macchine"** e i **"sistemi di automazione e software"** nella misura in cui siano collegati ad altri beni materiali incentivati.

**beni materiali** (al 250%) – Beni contenuti e descritti in allegato A (i beni materiali non riconducibili alla lista A possono comunque essere superammortizzabili al 130% come beni strumentali "normali")

**beni immateriali** (al 140%) – Beni contenuti e descritti in allegato B, ossia licenze e/o sistemi e/o programmi software (il bene immateriale deve essere acquistato e essere indispensabile per il funzionamento del bene materiale secondo le linee guida dell'industria 4.0; sono esclusi i SW da ufficio o acquistati "disgiunti" da un bene materiale o licenze SW in affitto o pay-per-use)

#### Allegato A - Beni materiali

**Beni strumentali il cui funzionamento è controllato da sistemi computerizzati o gestito tramite opportuni sensori e azionamenti.** Al fine di rientrare in questa categoria il bene deve rispettare 5 condizioni di base e almeno 2 tra 3 condizioni aggiuntive

**Sistemi per l'assicurazione della qualità e della sostenibilità.** Sono sistemi per la sensorizzazione di macchine e impianti, il monitoraggio delle condizioni di lavoro, la tracciabilità dei prodotti, la gestione della qualità, la caratterizzazione del prodotto e dei materiali. Sono finalizzati principalmente alla raccolta dei dati utilizzabili dai sistemi di gestione di prodotto/processo/sistema e dai sistemi di gestione del ciclo di vita del prodotto per il controllo e/o nelle logiche di cloud e big data

**Dispositivi per l'interazione uomo macchina e per il miglioramento dell'ergonomia e della sicurezza del posto di lavoro in logica 4.0.** Servono per migliorare le condizioni di lavoro dell'operatore umano e meglio integrarlo nel flusso informativo dell'azienda, al fine di migliorare le condizioni di lavoro, eliminare lo stress fisico/mentale e possibili infortuni, prevenire malattie professionali, diminuire il tasso di errori, aumentare l'efficienza dell'operatore, integrare l'operatore nei flussi di dati che attraversano l'azienda, eliminare carta e informazioni verbali fuorvianti.

#### Allegato B - Beni immateriali (software, sistemi e system integration, piattaforme e applicazioni)

**Connessi ad investimenti in beni materiali Industria 4.0.** Comprendono: software, sistemi e system integration, piattaforme e applicazioni. La parte immateriale è iperammortizzabile esclusivamente se connessa a investimenti in beni materiali Industria 4.0 e prevede un'aliquota del 140%.

### Validità temporale

Il bene deve essere installato e messo in funzione **dal 1° gennaio 2018 al 31 dicembre 2018**. Viene **estesa fino al 31 dicembre 2019**, a condizione che entro il 31 dicembre 2018 il relativo ordine risulti accettato dal venditore del bene (materiale e immateriale) e sia già avvenuto il pagamento di almeno il 20% del costo di acquisto.

### Perizia

**Nel caso di beni aventi ciascuno un costo di acquisizione superiore a 500mila euro**, per accedere all'IperAmmortamento l'impresa è tenuta a produrre una perizia tecnica giurata rilasciata da un ingegnere o da un perito industriale iscritti nei rispettivi albi professionali o un attestato di conformità rilasciato da un ente di certificazione accreditato. La perizia deve attestare che il bene possiede caratteristiche tecniche tali da includerlo nell'elenco previsto dalla normativa e sia interconnesso al sistema aziendale di gestione della produzione o alla rete di fornitura.

**Per i beni di costo inferiore a 500mila euro** la norma consente di produrre una più semplice dichiarazione di atto notorio resa dal legale rappresentante avente i medesimi contenuti della perizia.

[www.gimav.it](http://www.gimav.it)



metodoadri.com

## ALTRI STRUMENTI

### CREDITO D'IMPOSTA PER R&S

**Misura istituita per favorire gli investimenti nelle attività di Ricerca e Sviluppo.**

#### Destinatari

Il credito d'imposta ricerca e sviluppo è destinato a tutte le tipologie di imprese, enti non commerciali, consorzi e reti d'impresa, a prescindere dalle dimensioni aziendali, dalla forma giuridica e dal settore di attività.

#### Vantaggi

A decorrere dal periodo d'imposta successivo a quelli in corso al 31 dicembre 2014 e fino a quello in corso al 31 dicembre 2019 è riconosciuto un credito d'imposta nella misura del **50% delle spese sostenute in eccedenza rispetto alla media dei medesimi investimenti realizzati nel triennio 2012-2014**.

Il credito d'imposta è riconosciuto fino ad un **importo massimo annuale di 20 milioni di euro** per ciascun beneficiario, a condizione che siano sostenute spese per attività di ricerca e sviluppo almeno pari a 30.000 euro.

In particolare, il credito d'imposta ricerca e sviluppo al 50% si applica a:

- assunzione di personale altamente qualificato impiegato nella ricerca
- quote di ammortamento acquisizione o utilizzazione strumenti e attrezzature
- contratti di ricerca con università, enti di ricerca, imprese, start up innovative
- competenze tecniche e privative industriali.

L'ammortamento degli investimenti umani e strumentali in ricerca e sviluppo al 50% è automatico. Per poter richiedere il credito d'imposta ricerca e sviluppo bisogna indicare le spese sostenute nella dichiarazione dei redditi, nel quadro RU del modello Unico.

### APPROFITTA DI QUESTA GRANDE OPPORTUNITÀ

Informati presso i tuoi fornitori.

Questo è il momento giusto per acquistare macchinari e software nuovi sfruttando al meglio gli incentivi governativi.



Associazione Italiana dei fornitori di Macchine, Impianti, Accessori e prodotti speciali per la lavorazione del vetro

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## Survey form sent in 2019



### Associazione Italiana Fornitori Macchine e Accessori per la lavorazione del vetro

#### Rilevazione statistica relativa al 2018

Azienda \_\_\_\_\_

Nome del compilatore \_\_\_\_\_ Qualifica \_\_\_\_\_

Telefono \_\_\_\_\_ Email \_\_\_\_\_

**Nota: vi preghiamo di fornire le informazioni richieste riferendovi alla  
sola attività svolta nel settore del vetro**

#### **1. Occupati**

Dipendenti al  
31/12/2018 \_\_\_\_\_

#### **2. Investimenti**

Indicativamente, quanto avete destinato in percentuale sul fatturato 2018 a:

Beni strumentali	_____ %	Ricerca e Innovazione	_____ %
Promozione e pubblicità	_____ %	Altro	_____ %

#### **2.1 Piano Industria 4.0**

Ha utilizzato o prevede di utilizzare uno o più strumenti del Piano Industria 4.0 (Nuova Sabatini, Super o IperAmmortamento, Credito d'Imposta per R&S, Credito d'Imposta per la Formazione 4.0)?

Sì ☐ No ☐

Sono state effettuate vendite utilizzando uno o più strumenti del Piano Industria 4.0 (Nuova Sabatini, Super o IperAmmortamento, Credito d'Imposta per R&S)?

Sì ☐ No ☐

Se ha risposto sì alla domanda precedente, quali strumenti sono stati utilizzati dai vostri clienti?

Nuova Sabatini ☐

SuperAmmortamento ☐

IperAmmortamento ☐



Rilevazione statistica 2018

**3. Fatturato (SOLO COMPARTO VETRO)**

Italia \_\_\_\_\_ euro

Estero \_\_\_\_\_ euro

Totale \_\_\_\_\_ euro

**4. Settori di destinazione della vostra produzione**

Indicativamente, il vostro fatturato è stato conseguito nei settori

<b>Vetro piano</b>	<b>Italia 2018</b>	<b>Estero 2018</b>
Arredamento	_____ %	_____ %
Automotive	_____ %	_____ %
Edilizia	_____ %	_____ %
Energia	_____ %	_____ %
Altro	_____ %	_____ %
<b>Vetro cavo</b>	<b>Italia 2018</b>	<b>Estero 2018</b>
Contenitori	_____ %	_____ %
Casalinghi	_____ %	_____ %
Farmaceutico	_____ %	_____ %
Cosmetica	_____ %	_____ %
Altro	_____ %	_____ %
	<b>Italia 2018</b>	<b>Estero 2018</b>
<b>Prodotti speciali</b>	_____ %	_____ %
<b>Accessori</b>	_____ %	_____ %



Rilevazione statistica 2018

**5. Export****5.1 Fatturato estero per aree di esportazione**

Paesi UE	_____ %	Europa extra UE (escl. Russia)	_____ %
Russia	_____ %	Medio Oriente	_____ %
Nord America	_____ %	Centro-Sud America (incluso Messico)	_____ %
Cina	_____ %	Altri paesi Asia	_____ %
Africa	_____ %	Oceania	_____ %

**5.2 Principali Paesi di esportazione**

Indicare i primi 5 Paesi di destinazione delle Vostre esportazioni, indicando la percentuale d'incidenza sul totale del fatturato export

1	_____	_____ %
2	_____	_____ %
3	_____	_____ %
4	_____	_____ %
5	_____	_____ %

**6. Codici doganali****6.1 Indicare i codici doganali maggiormente utilizzati (se possibile a 8 o minimo 6 cifre)**

1.	2.	3.	4.
5.	6.	7.	8.



Rilevazione statistica 2018

**7. Previsioni per il 2019**

7.1 Stima delle variazioni di fatturato della vostra Azienda nel 2019:

Sul totale	_____	%
In Italia	_____	%
All'Estero	_____	%

7.2 Previsioni sull'andamento del fatturato 2019 della vostra Azienda per ciascuna area di esportazione

	In crescita	Stabile	In diminuzione
Paesi UE	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Europa extra UE (esclusa Russia)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Russia	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Nord America (USA e Canada)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Centro-Sud America (incluso Messico)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Medio Oriente	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Cina	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Altri Paesi Asia	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Africa	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Oceania	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Informiamo che i dati saranno oggetto di trattamento per sole finalità statistiche svolto mediante idonei strumenti cartacei ed informatici nel rispetto delle norme di sicurezza previste dalla legge sulla protezione dei dati.

Informiamo inoltre che i dati verranno utilizzati esclusivamente in forma aggregata e che non verranno comunicati a terzi.

## Analysis of 2015-2017 financial statements

Again this year, the GIMAV industry report includes an analysis of consolidated financial statements, based on a major survey conducted by Federmacchine.

The Federation surveyed a sample of 981 companies affiliated with industry associations, including GIMAV.

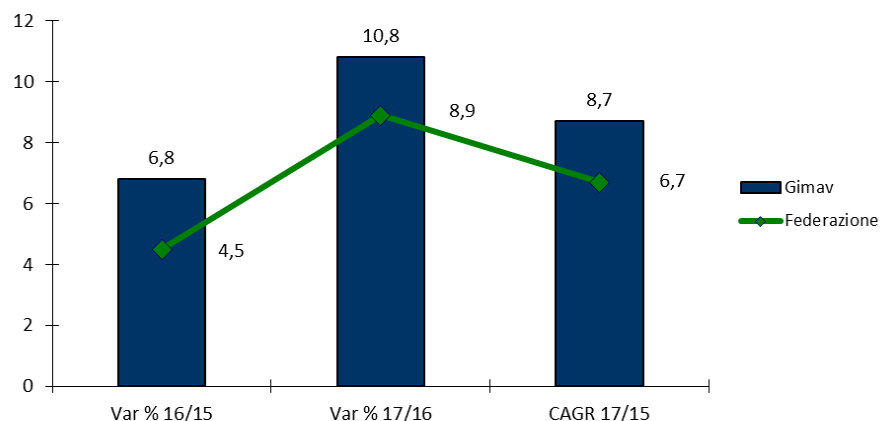
The locations of the companies analyzed are as follows: 49.3% in Lombardy, 16.7% in the Triveneto, 11.5% in Emilia-Romagna, 9.6% in Piedmont and lesser percentages in the other Regions, adding up to 12.9%.

The AIDA database of standard financial statements, reclassified according to the 'financial reclassification scheme', was used for the study.

### Ordinary operations: analysis of costs and revenues

The sample experienced a positive trend overall during the period under review (2015-2017). Revenues recorded annual growth of 6.7%. Specifically, after an encouraging 4.5% growth rate in 2016, growth nearly doubled in 2017 with an 8.9% increase.

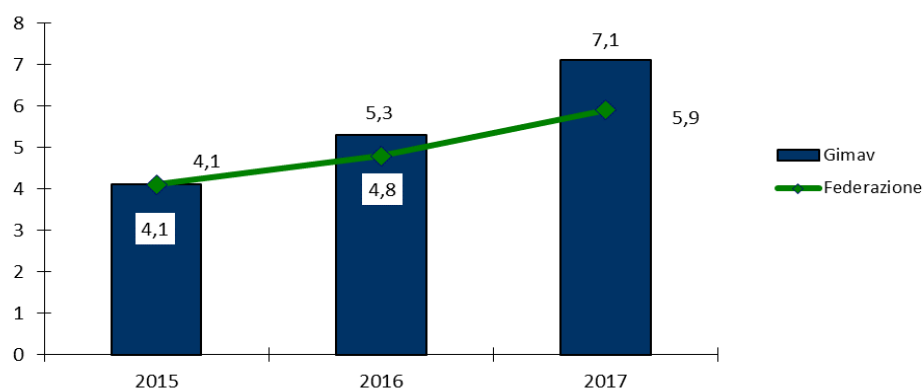
With regard to our sector, the results were decidedly better than the overall average, with revenue increases of 6.8% in 2016 over 2015, and 10.8% in 2017 over 2016.



## Profits as a percentage of sales

The 2015 data show identical performance of our industry compared to the overall picture. In 2016, sector growth pulled slightly ahead of the overall average for Federmacchine, and the edge widened further in 2017.

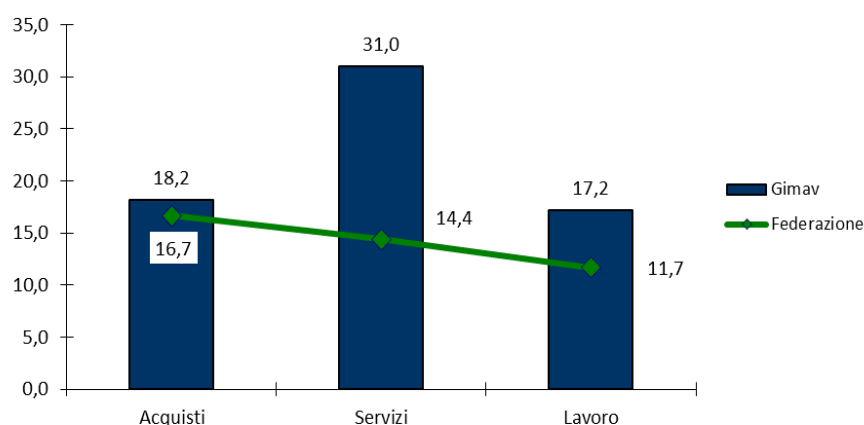
Overall, there was a gradual increase in general, as well as among GIMAV member companies.



## Operating costs

The cost of purchases, services and labor increased over the 2015-2017 three-year period. Overall, Federmacchine reported the greatest increase in cost of purchases (+16.7%), followed by the cost of services (+14.4%) and the cost of labor (+11.7%). With regard to Gimav companies, the cost of services was much greater than the Federation average (+31%), while the cost of purchases and labor was in line with the historical average, although slightly higher than the Federation overall figure.

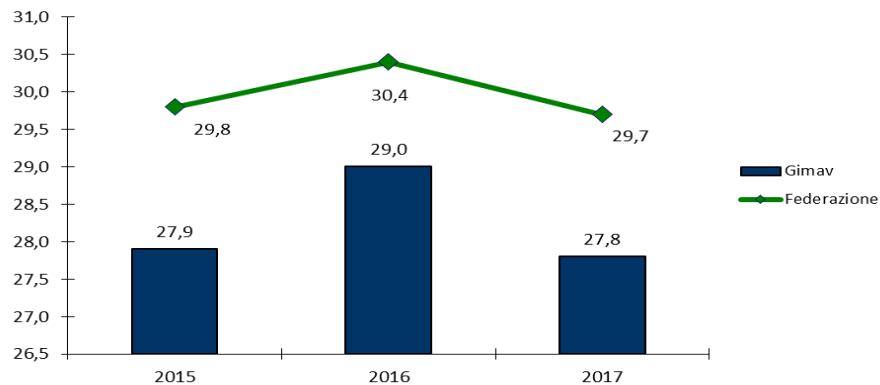
The graph below shows the percentage change over the 3 years.



## Vertical integration ratio

The vertical integration ratio, measured by the value added to sales ratio, remained basically unchanged during the three years in question, recording its highest peak in 2016, followed by a slight drop in 2017. The Gimav data confirms the average growth trend for the three years under study, although the ratio was lower compared to the Federmacchine average.

The graph below shows the percentage share

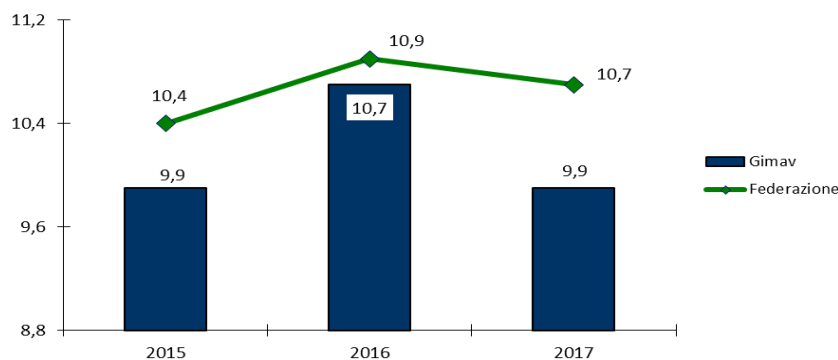


## Gross Operating Margin

For the three years under consideration, the Gross Operating Margin, which indicates a company's ability to generate gross profit from ordinary operations, posted positive profitability margins; while GIMAV companies experienced stable performance, their margins were slightly below the Federmacchine average.

This indicator is obtained by subtracting labor costs from the operational value added.

The graph below shows the GOM as a percentage of sales.

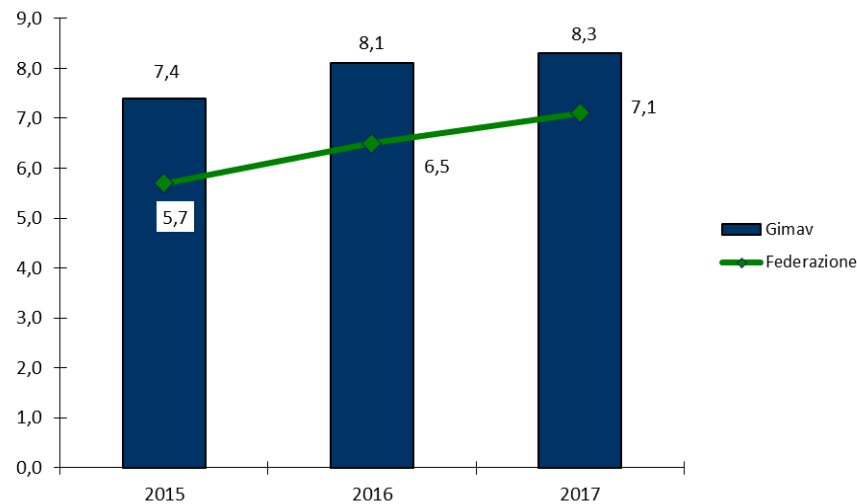




## ROI

ROI, which measures the rate of return on investments, gradually improved over the three-year period, for the entire machinery sector as well as for Gimav member companies, which reported values higher than the Federmacchine average.

The graph shows the % share

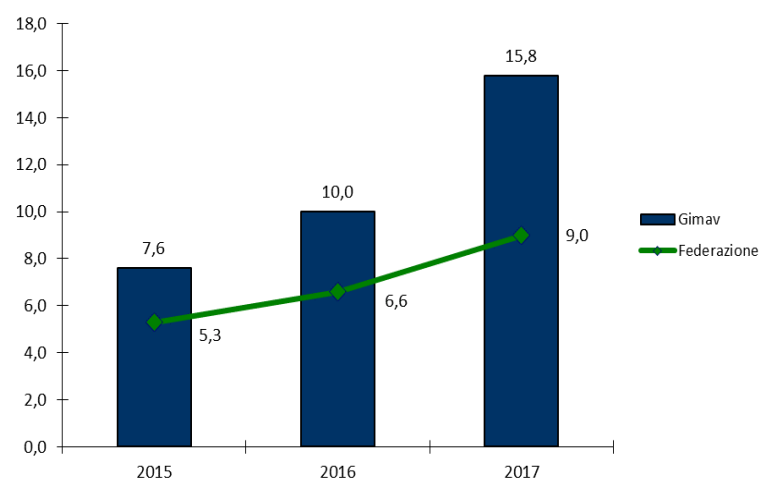


## ROE

ROE is a measure of a company's overall annual profitability, and calculates return on venture capital (the shareholders' residual equity after external debt service, suppliers and taxes are paid).

Our companies' ROE increased dramatically, with an improvement in return on venture capital well above the overall average.

The graph shows the % share

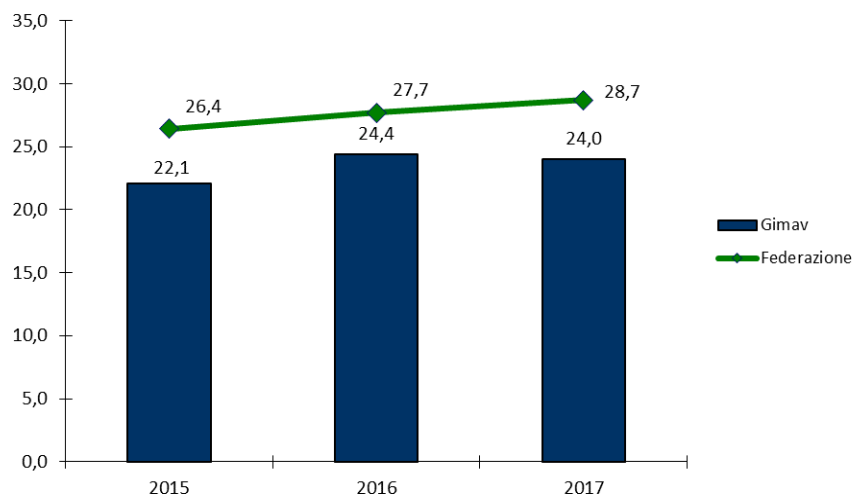


## Net Working Capital

This ratio represents the funds used by the company to support its day-to-day operations. The more efficient the company is, the more money it saves, and the lower the value of this indicator.

In the last year, the ratio of Gimav member companies improved slightly, unlike the Federmacchine average, which showed an overall worsening.

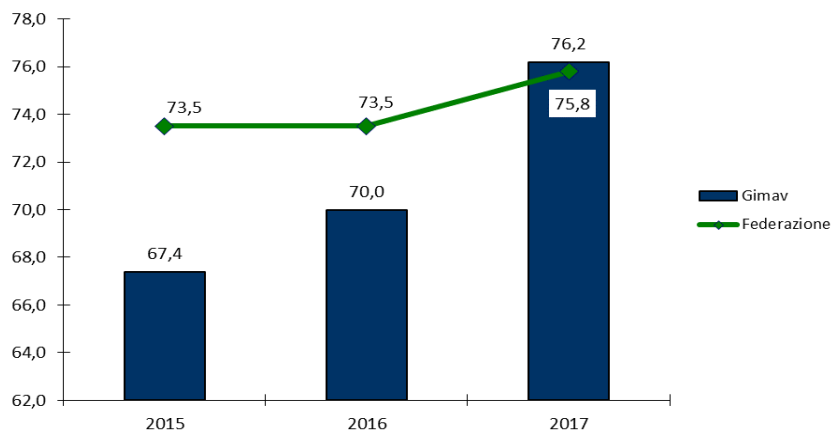
The graph shows the percentage share of sales.



## Average days of inventory

According to the data for the three years in question, the Federation's average days of inventory increased.

Gimav member companies, on the other hand, experienced ongoing, substantial growth and, in 2017, exceeded the Federation average.

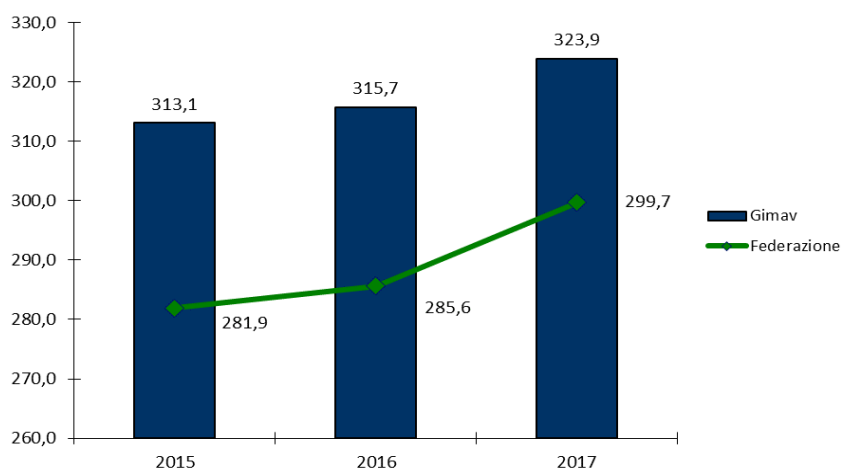


## Per-capita revenues

Analysis of this data confirms a constant improvement in productivity.

For the 2015-2017 triennium, the productivity of Gimav companies far exceeded the Federmacchine overall average, which also increased.

The graph below shows the results in thousands of Euro.

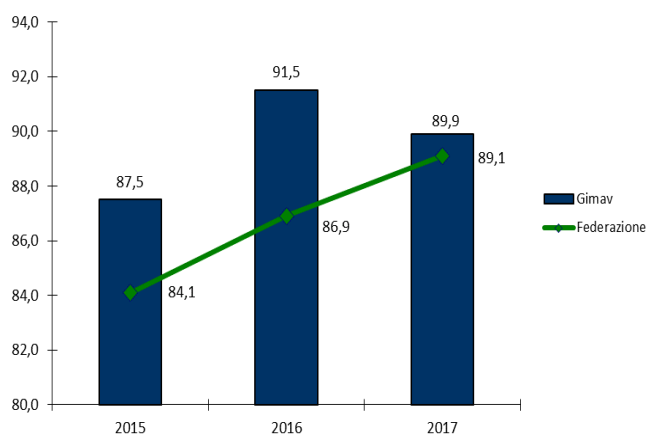


## Manufacturing value added per-capita

This performance indicator serves to evaluate whether the company operates efficiently or if labor costs are excessive compared to the final contribution margins.

For the period in question, the value of Gimav member companies increased significantly in 2016 and then slackened in 2017, while still maintaining a higher level than in 2015 and positioning itself above the Federmacchine average.

This graph also lists the figures in thousands of Euro.

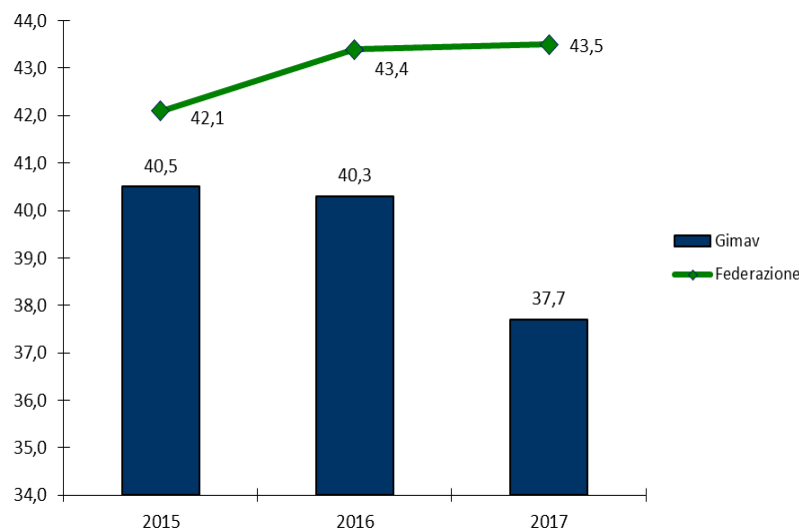


## Debt to equity ratio

This ratio measures the relationship between a company's equity and third-party liabilities at the end of the financial year, and reflects the company's ability to operate in conditions of relative independence from creditors.

For the three years under consideration, the third-party debt of Gimav companies increased, unlike the Federmacchine overall average, which showed greater use of company-owned assets.

The graph shows the % share



## Ratio of borrowing costs to revenue

This indicator measures a company's cost of debt.

After an initial drop in 2016, the figure for Gimav member companies stabilized in 2017, in line with the Federmacchine overall average.

The graph shows the % share

