



Focus on

Short term prospects for the construction sector

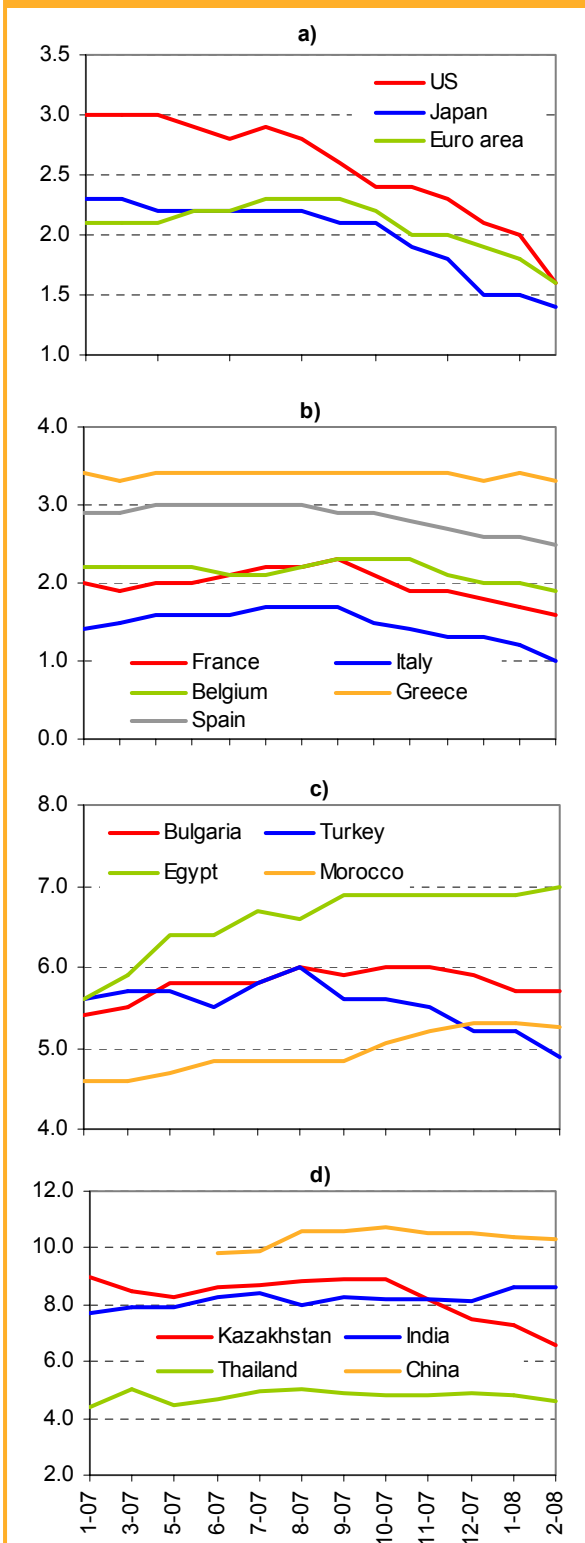
March, 7th 2008

Highlights

- ⇒ In the last few months the global economic setting has deteriorated markedly and, together with growing tensions in the financial markets, some negative outcomes have been observed also on the ground of the real economy. However, the unfolding of a disruptive crisis spreading worldwide still seems unlikely.
- ⇒ The hypothesis of a short lived US recession followed by an extended period of moderate growth is gaining momentum. Europe, particularly the euro area, is starting to suffer from the contemporary reduced import absorption from the US, the euro strengthening and the tightening in lending standards. Also the emerging countries are hit, given the American consumer is still the major engine of global demand.
- ⇒ The new record highs reached by energy and food prices have eventually had an impact on major countries' domestic inflation. Consequently, inflationary expectations for the current year have been revised upwards almost everywhere. However, most of the conditions needed to feed a widespread and deeply rooted inflationary process (such as expected growing demand, extended indexation systems, strong bargaining power in the hands of trade unions) are missing.
- ⇒ Monetary policy in the US has taken a loosening stance in sharp contrast with the unaltered posture maintained by the ECB. This asymmetry has favoured the dollar depreciation, that – nevertheless – should find sooner than later some counterweights, for example, increasing risk aversion; shrinking economic activity differentials between the euro area and the US; a declining US current accounts deficit.
- ⇒ Under many aspects, construction is exposed to the new macro-economic scenario: from the slowdown in disposable income formation to the reduced investment addressed to widen production capacity and to the credit crunch. Particularly in the US, forecasts keep worsening and in the residential a fall as large as the one suffered in 2007 is expected this year. Also in Europe, prospects on housing are becoming gloomier, especially as far as Spain is concerned. In the emerging countries forecasts remain positively sloped, at least until a melt-down of the whole international economic setting is ruled out.

1. Macroeconomic conditions

Graph 1- GDP Growth Forecasts for 2008



Sources: EU, Global Insight, Consensus Forecasts; various months.

The shock wave stemming from the US sub-prime mortgage market erupted six months ago has kept spreading both geographically and involving markets and financial assets far distant from the origin of the crisis itself.

In this regard, it is worth noting that real and financial factors appear now more and more interlinked and are currently feeding one another. It may be roughly estimated that losses of the financial sector at large have reached some 400 billion dollars; at this point, the chain of losses and failures of financial institutions may be broken only once the US real estate has stabilised and the rate of default on mortgages has been brought under stricter control.

In turn, the financial sector's weakness affects the real economy through the ensuing tightening in lending standards. In addition, worsening short term prospects spreading well beyond North America are depressing stock markets, thus delivering less favourable overall financing conditions.

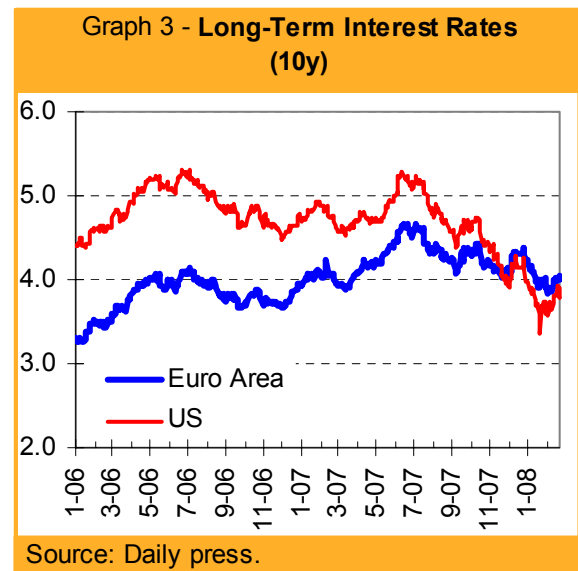
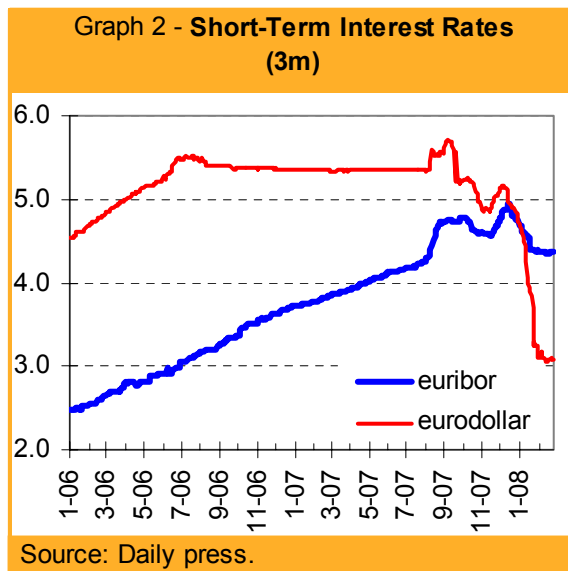
Consensus forecasts are rapidly deteriorating, more intensely as far as the US are concerned (*graph 1*). New estimates from the IMF – as it is well known, a forecaster among the most optimistic – are still more cautious as they expect US GDP growth in 2008 not to exceed 1.5% and a final quarter below 1%.

Actually, until recently there was in the US only scarce indication of a contagion from the more and more weaker residential to the economy at large. Some signs that such a contagion is occurring are now

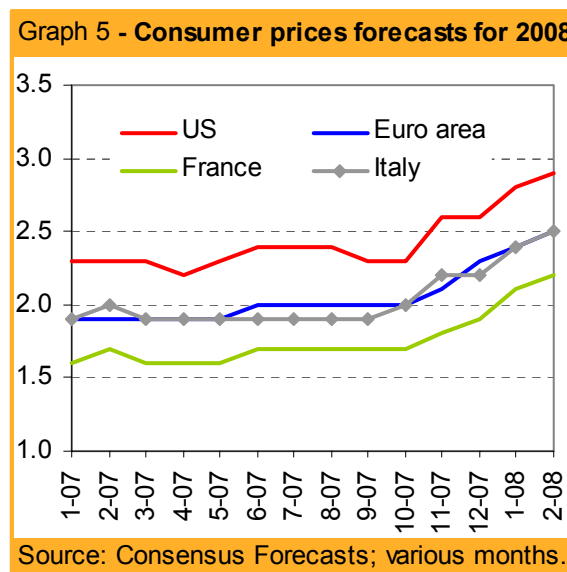
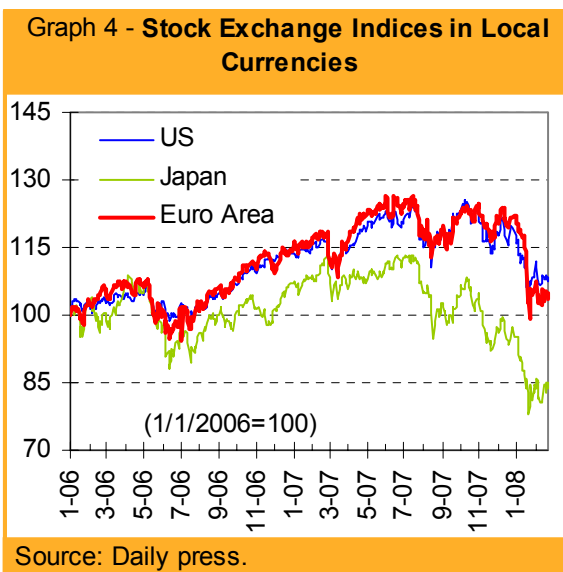
materialising: from the increase in unemployment to declining order books; from weakening consumption expenditure to falling leading indicators and lower long term yields. There is therefore growing evidence that further contraction of activity levels is in the cards, although the prospect of a full-blown recession unfolding shortly ahead is far from sure, also given the prompt reaction of economic policy.

As a matter of fact, both fiscal and monetary policy have assumed a loosening stance. On the fiscal front, a “package” worth 170\$ billion (or some 1% of GDP) has been approved. Most of it is going to be implemented already in the current year and should bring some relief to both households and the corporate sector.

Monetary policy has been manoeuvred more aggressively (*graph 2*): last January Fed rates were lowered by 125 basis points (225 the reduction from last August) and – according to latest releases – further cuts are in the pipeline notwithstanding an accelerating inflation. Latest monetary measures have helped to prevent the stock mkt from further falling (*graph 4*) while the recent recovery in long term yields (*graph 3*) may signal that expectations of higher economic activity and/or inflation are taking root. In real terms – given the higher US inflation – interest rates on dollar assets are in negative territory while they are still positive – though below their long term levels – in the euro area. In this regard, it may be assumed that the cyclical mismatch between the two Atlantic sides could be closed – if not reverted in favour of the US – by H2 2008 when in the US the ongoing slowdown could be over while the euro area would feel more severely the pinch of a lowered international demand. At that point – adding a likely cut of euro policy rates and the clear improvement in the US trade balance – a recovery of the dollar from its current historical lows can also occur.

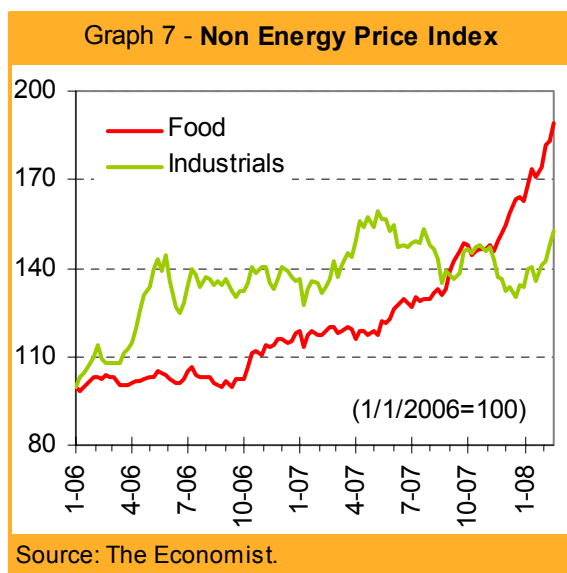
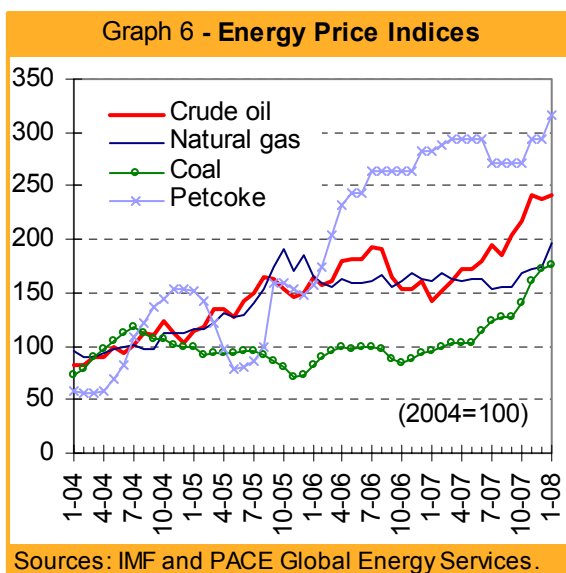


Inflation is worryingly high in the industrial area and is picking up in a number of emerging economies. As a matter of fact, in the euro area and the US inflation has overcome the 3 and 4% threshold respectively, and does not seem set to recede in the months ahead. Consequently, forecasts for the full year have been adjusted by at least ½ point in the last few months (*graph 5*).



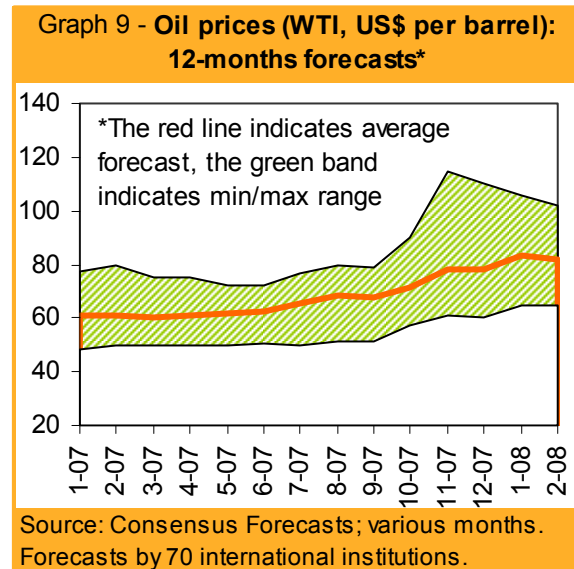
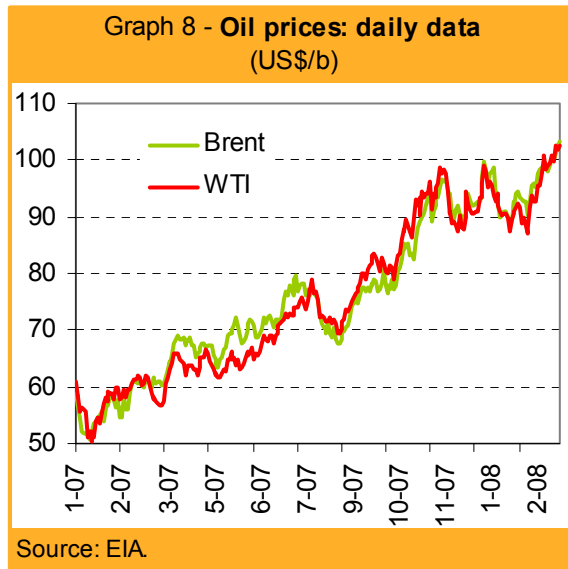
Risks of a lasting inflationary process worldwide, and particularly in Europe, appear however somewhat misplaced as there is still scarce indication of “second round” effects from primary commodities hikes to the whole prices’ chain. In turn, core inflation has remained tamed while there is still poor evidence that consumer price increases are filtering to the wage bill; finally, the expected global slowdown should contribute to some easing.

However, it remains that both energy (oil and coal have experimented price increase above 70% in dollar terms in the last twelve months, *graph 6*) and food (close to 60% price increase in the same period, *graph 7*) underwent an exceptional price pressure, that has recently intensified (see also *graph 8*, referred to daily data)¹.



¹ Industrial commodities too are again sharply on the rise even though they are still below last Spring peaks (*graph 7*).

Consensus forecasts for oil in a 12 months perspective are however still significantly below the current all-time-highs (*graph 9*), which may signal that together with structural factors more transitory events have played a role in promoting the new hikes.



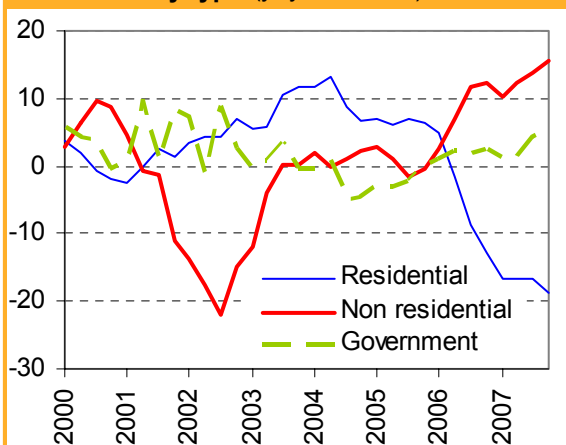
2. Construction outlook in the Group's countries

2.1 North America

The residential sector has continued to plunge, and the latest released national accounts data for Q4 07 show a y-o-y investment drop of 18.5% (-6.7% q-o-q; -17.1% the full year outcome vs. 2006, *graph 10*). Consensus forecasts for the current year keep on worsening (*table 1*) and leading indicators do not show any sign of stabilisation. As a matter of fact, housing starts (*graph 11*) and permits issued slipped even further down in January (-27.9% and -33.7% y-o-y, respectively). The NAHB's housing market index (*graph 11*) remains at its historical low, while home prices fell 4.6% in 2007, the largest decline in the Case-Shiller home price index since its inception 20 years ago. Meanwhile, the Office of Federal Housing Enterprise Oversight purchase-only price index showed a 0.3% decline in 2007, the first annual decline recorded in the last 16 years².

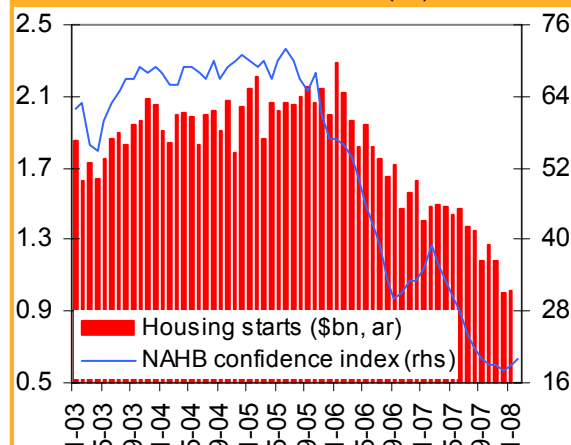
² The two measures present a few differences. Both track sales of the same home over time, so they are truly apples-to-apples comparisons. However, the Case-Shiller index covers homes with nonconforming mortgages (like jumbo or sub-prime mortgages) while OFHEO doesn't. Furthermore, the S&P/Case-Shiller index does not include house price data from thirteen states (Maine, Indiana, Wisconsin, North Dakota, South Dakota, South Carolina, West Virginia, Alabama, Mississippi, Idaho, Montana, Wyoming, and Alaska) and market conditions in those thirteen states have been on average - and still are - stronger than in the rest of the nation.

Graph 10 - US: Real construction investment by type (yoy % ch, sa)



Source: BEA, quarterly data.

Graph 11 - US: housing starts and confidence index (sa)



Sources: U.S. Census, NAHB; monthly data.

Table 1 - US Residential Investments: Forecasts 2007-08*

(housing units and real private residential investment, % change)

CONSENSUS	2007		2008	
	Housing starts	Residential investment	Housing starts	Residential investment
February	-26.0**	-16.9**	-22.7	-19.2
January	-24.7	-17.0	-20.4	-17.0
November-December	-24.6	-16.8	-17.7	-15.9
September-October	-23.6	-15.9	-8.8	-9.2
July-August	-20.5	-14.5	1.6	-1.0

* The two indicators may differ for the following reasons: time lags between the two series; the *number* vs the *value* of homes; the inclusion of maintenance outlays in the residential investment figure;

**Actual

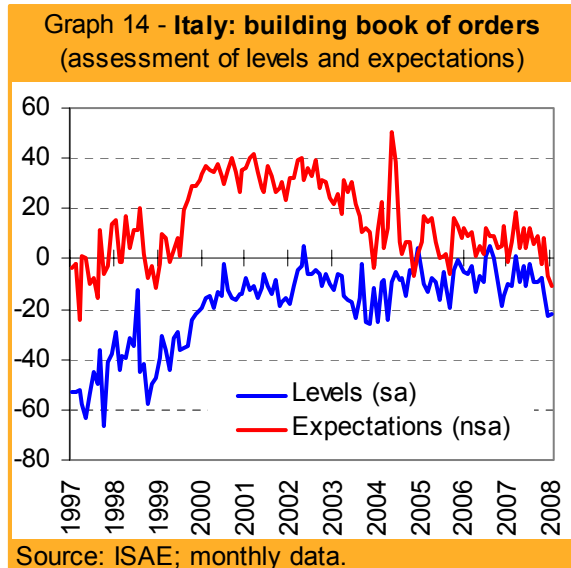
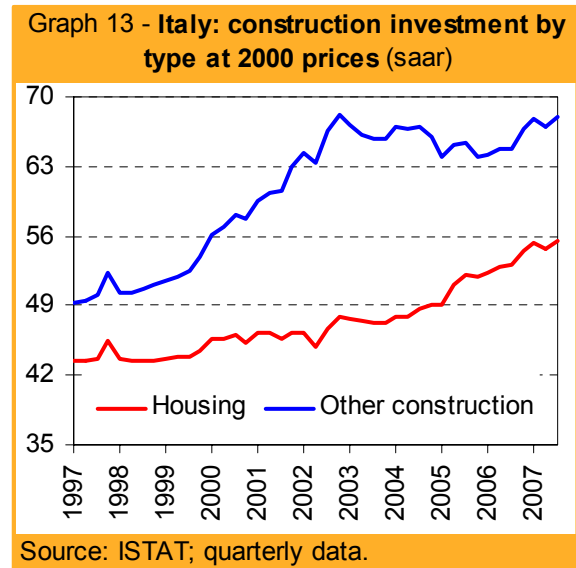
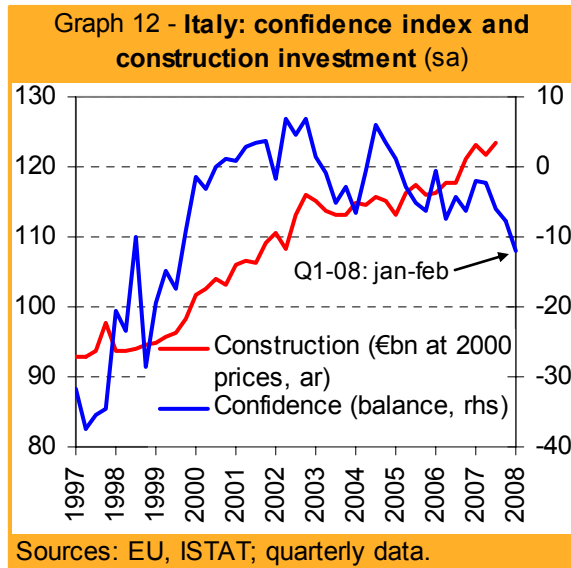
Housing demand has been even more depressed by rising foreclosures and by the tightening in lending standards. Dismal Scientist (DS) has estimated that the sharp reduction in housing investment and the negative wealth effect on households' budgets knocked off a full percentage point from the GDP growth rate in 2007, which is set to increase to 1.5 pp in 2008. A record volume of vacant homes on the for-sale market is inevitably putting downward pressure on home prices, making it even more difficult to refinance or restructure adjustable-rate mortgages facing payment resets. According to DS, in order to absorb the oversupply of newly built dwellings, a house prices fall in the range of 15% from the peak is needed together with a stabilisation of housing starts around the current levels for at least one year (one mn units or so). However, and against all this gloom, the Fed has made it clear that growth remains its overriding concern, and it is likely that it will bring interest rates further down thus helping to curb the current housing slump.

Activity in non residential construction performed brilliantly in 2007 (+13.2% on 2006, *graph 10*). Despite a robust carry over effect (+6.2%), the ongoing momentum is set to subside this year due to mounting recession risks, and stricter lending standards spreading also to the commercial/business sectors. According

to government data, public works grew by 3.3% y-o-y in 2007 (*graph 10*) and they are expected to remain in good shape in 2008 thanks to a series of large infrastructure projects, particularly in the transport sector.

2.2 European union

ITALY. Preliminary figures for 2007 were quite disappointing, showing GDP growth at only 1.5% (while also 2006 was revised down, to 1.8%)³. Data are



unadjusted for calendar effects, hence, it is not possible to make a reliable estimate for the fourth quarter, although the full year result reinforces the

³ These data have to be handled with care, because they embed two important methodological changes: 1) the revision of trade balance data following the adoption of new import and export unit value indices, which delivers different import and export volumes; 2) the introduction of a supply-use deflation scheme in order to lead to more reliable estimates of GDP single components.

hypothesis of a negative final quarter. The revised breakdown shows significantly higher export and import volumes growth (5% and 4.4% y-o-y, respectively), resulting in a moderately positive net exports' contribution to growth. The lower than expected GDP figure is therefore explained by a weaker domestic demand, particularly fixed investment (up only 1.2% y-o-y), while private consumption was slightly more resilient, at 1.4% y-o-y. Coming to the good news, the public deficit to GDP ratio fell last year to 1.9% from a downwardly revised 3.4% in 2006 and unemployment hit its lowest level since 1991 (below 6% of workforce).

The disappointing 2007 result calls for a downward revision concerning 2008 not only as an effect of a weaker statistical carry-over but also as Italy looks to be heavily exposed to energy price rises, the strength of the euro and the ongoing slowdown of world growth.

Table 2 - GDP and Construction Investment: 2007-2008 Forecasts*
(% change in real terms)

	GDP**		Construction**	
	2007	2008	2007	2008
EU (Nov)	1.9 (1.9)	1.4 (1.7)	4.1 (2.5)	2.2 (1.4)
ASI (Nov)	-- --	-- --	2.8 (2.4)	1.8 (1.7)
Euroconstruct (Nov)	1.8 (1.8)	1.5 (2.0)	0.0 (0.1)	-0.4 (-0.9)
CSC (Dec)	1.8 (1.7)	1.0 (1.3)	3.5 (3.1)	1.4 (1.5)
OECD (Dec)	1.8 (2.0)	1.3 (1.7)	3.5 (3.8)	1.0 (1.9)
Prometeia (Jan 08)	1.7 (1.7)	1.1 (1.4)	4.1 (3.8)	1.5 (1.7)
REF (Jan 08)	1.7 (1.8)	0.9 (1.4)	3.8 (2.9)	-1.0 (-1.0)
Consensus	1.8 (1.8)	1.2 (1.6)	3.1 (2.7)	0.9 (0.9)

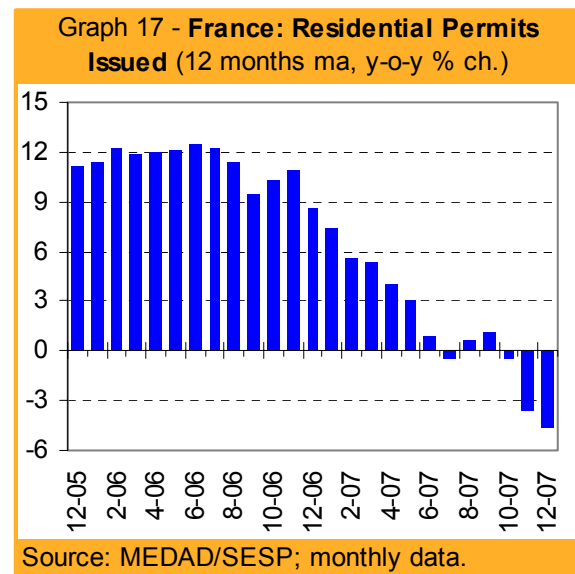
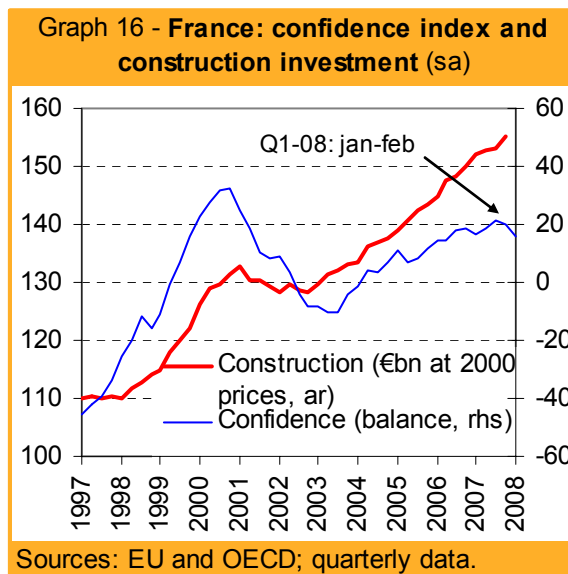
* Month of forecast publication in brackets;

** Previous forecast by same institution in brackets

Construction investment grew by far less than envisaged (+2.2% in 2007, *table 2*). The consensus forecast points to a strong slowdown for the current year, although a positive figure is still expected (our view is that a negative outcome remains the most likely scenario and the same prospect can be argued from short term surveys, *graphs 14-15*). As far as the residential component is concerned, the global financial crisis has produced two negative effects: on the one hand, it has triggered a rise of interest rates on mortgages (especially for adjustable-rate ones); on the other hand, the difficulties of other European real estate markets may have had an effect - at least on a psychological ground - also on the behaviour of national investors. However, the hypothesis of a strong turnaround of residential investment looks unlikely as there is no sign of a credit crunch and interest rates have been of late declining again on all maturities. The non residential component is expected to subside in 2008 due to the weakening international context and less favourable financing conditions. Also for public works, uncertainties for the current year remain particularly marked. Better budget conditions could leave room for more intensive capital spending. Meanwhile, the upcoming April political elections could generate an "air-pocket" due to the need to re-set programs and priorities in the new government's agenda. In this regard, it

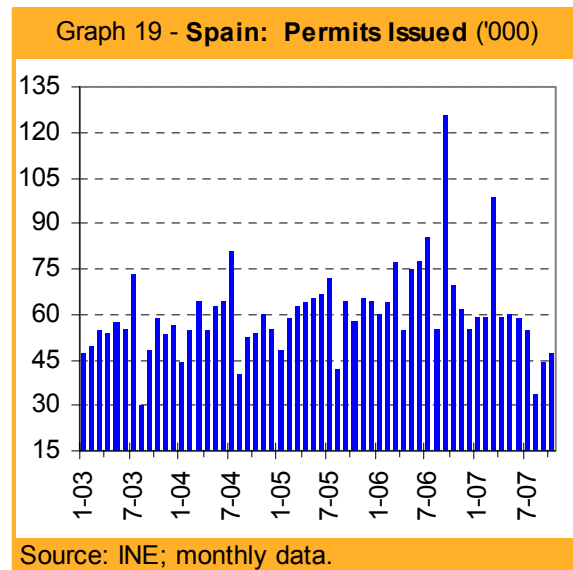
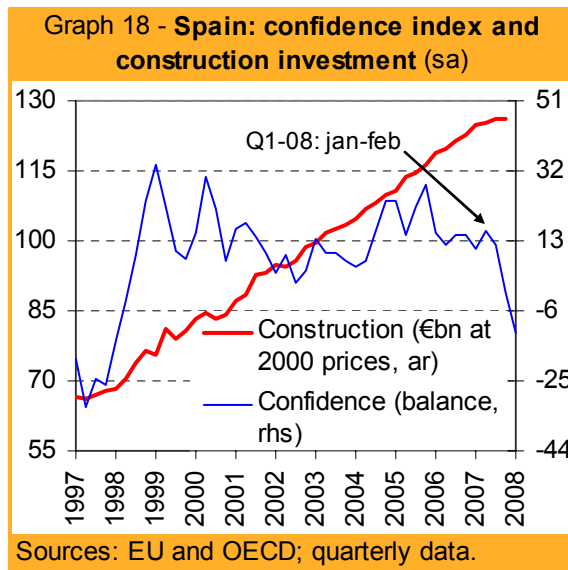
may be worth noting that - whoever will win next elections - public works will be given stronger support, due to the enhanced cohesion reached on infrastructure related issues by both the two major competing parties. In brief, a slowdown in the short term could be followed by stronger activity further ahead.

FRANCE. The construction sector grew by 3.9% in 2007 (+4.4% in 2006, *graph 16*). The resilience of investments in Q4 07 (+1.4% q-o-q and +3.5% y-o-y) delivers a robust carry-over effect (+1.2%) to 2008, which is however consistent with prospects of more moderate growth. Leading indicators have been of late showing that the residential sector is set to run out of steam and could also move into negative territory already in the first part of this year. As a matter of fact, housing starts decreased by 0.8% y-o-y between October and December 2007, while building permits issued declined much more rapidly (*graph 17*). Tightening credit conditions are discouraging households from taking out a mortgage, while housing prices continue to soften - although they are still hovering around +6% y-o-y. A slowdown is also expected for the non residential sub-sector. As a matter of fact, leading indicators exhibited a turnaround with permits issued and building starts declining by 10.3% and 2.8% respectively, between October and December 2007. As for public works, 2008 is poised to be a sluggish year due to the end of both the electoral cycle and a favourable statistical base effect.



SPAIN. In Q4 07 construction investment continued to slow down. The overall sector grew by 2.9% y-o-y (3.8% in Q3, *graph 18*). Full year growth was stuck at 4% (in comparison with +6% in 2006). The residential segment posted the lowest y-o-y increase since H2 02 (+1.8% against +2.9% in Q3 07), which translates into the first q-o-q contraction since Q2 02 (-0.1% against +0.2% in Q3 07). Prospects remain rather unfavourable. According to the central bank, the number of new homes built in 2008 is set to drop to 500 thousand units from 800 thousands in 2007. The opportunity cost of investing in a dwelling has already become too high for households, due to the impact of high prices and less favourable financial conditions. Housing permits issued continued to contract in October 2007 (over

32% y-o-y). Comparing the first ten months of last year with the same period of 2006, the outcome is a worrying -16.3% (graph 19).

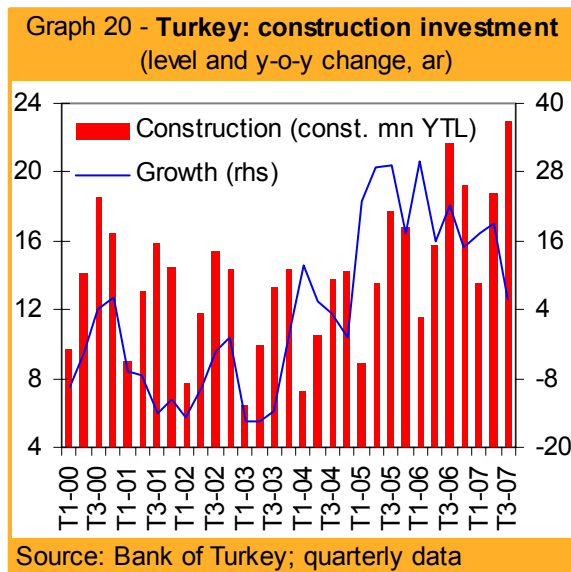


The corporate sector's good performance and the electoral cycle have supported the non residential and public works segments, which grew by 5.2% (against +5.5% in 2006). However, the residential segment's contraction may affect the whole GDP, thus a slowdown of the non residential sub-sector is in the cards. On the other hand, public works should remain the most dynamic component and play a counter-cyclical role (also given the good health of public finance).

GREECE. Construction prospects remain positive although some slowdown is expected for 2008. The strong base effect, less favourable credit conditions and a weaker GDP performance, will imply a softer pace of growth for the overall sector. In the medium term, activity should still receive strong support from public works. The government has announced that 60 projects (worth over €5 bn) will be implemented within the fourth Communitarian Support Framework 2007-2013. Among the most important projects are: the construction of a ring-road around Salonic; the reconstruction of 800 Km of roads, the expansion of 9 harbours (Ilgoumenitsa, Patras, etc.) and the enlargement of Athens and Salonic's undergrounds.

BULGARIA. The rise of overall investment over the first three quarters of 2007 was the strongest among ITC Group countries (+25.9% y-o-y). Confidence indicators confirm the thriving condition of the construction sector, and deliver bright prospects for the full year. Huge foreign direct investment inflows have been supporting both private and public construction components. As for the latter, the government has launched an ambitious €10 bn plan for infrastructure investment to be developed by 2015.

2.3 Emerging countries



TURKEY. In Q3 07 construction investments showed a noteworthy slowdown (*graph 20*). Though it is too early to envisage the start of a cyclical turnaround, the Q3 outcome is consistent with analysts' projections of a negative impact on business climate (hence on total investments growth) of the recent political-military turmoil. Should these tensions ease and the modernisation of the economic system return at the top of the political agenda, prospects for the sector will turn favourable again, also thanks to the continuing strong support stemming from foreign direct investments. The

ongoing monetary easing could add stimulus to domestic demand, provided the current trend is not suspended - or even reverted - due to mounting inflation.

EGYPT. The positive economic juncture continues in Egypt with all economic sectors enjoying buoyant conditions. Latest national accounts data confirm such optimism as GDP recorded growth of 6.9% y-o-y in Q3 07 while output in the construction sector recorded a booming 16.2% increase. In fact, the above sector is benefiting both from direct investments from Gulf countries (near €10 bn between 2003 and 2006) - attracted by huge returns fed by the booming tourism sector - and from government programs aimed at upgrading the infrastructure system. The minister of Transport, said that Egypt expects near US\$10 bn of private investment flowing in its port's sector over the next three years. Another US\$6 bn should be assigned to road development over a five year period, and US\$2 bn should be allocated for the national rail system.

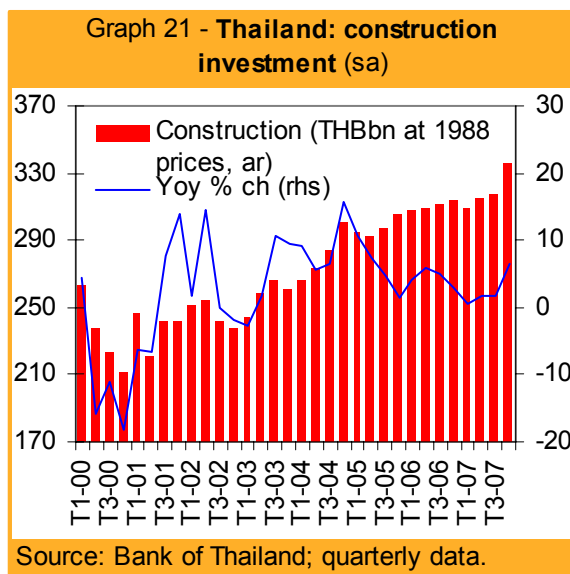
MOROCCO. According to latest national accounts data, the construction output continues to show a very healthy pace of growth (+9.8% y-o-y in Q3 07) mainly driven by the tourism sector. The government reports visitor numbers hit a record high of 7.4 mn last year, and tourism revenues increased by 12% to US\$7.7 bn. The strategy aimed at boosting tourism goes also through the strengthening of infrastructures. In this regard, six seaside resorts have been already licensed with the aim to increase capacity by 111,000 beds and generate 200,000 new jobs. Strong support to construction also stems from the government commitment towards social housing. According to plans, 150,000 new housing units per year should be completed by 2013.

INDIA. The momentum for the Indian's economy continues apace, despite a slight slowdown of GDP in Q3 07 (+8.9% y-o-y against +9.3% in Q2). Economic prospects remain fairly buoyant in the near term, notwithstanding the slowdown expected in 2008 at the global level. The healthy performance of the whole economy is reflected in the construction sector, whose private component has

been boosted by tax reduction packages aimed at promoting foreign direct investment and strongly increasing bank loans. In addition, the construction sector is also set to benefit from the government's large infrastructural projects. As a matter of fact, the government announced that India will need investment of at least US\$500 bn until the fiscal year 2011-12 in order to simply maintain the current pace of growth (close to 9%).

CHINA. According to the National Bureau of Statistics, GDP grew by 11.4% in 2007 (slightly faster than in 2006). Economic growth was once again fuelled by exports and investments (particularly in construction). Residential investments' growth is set to remain vibrant in 2008, mainly in the big cities where demand and housing prices do not show any sign of cooling off. The real estate has been a main target of the central government's tightening measures (which include monetary-tightening policies as well as the recourse to administrative controls), given growing concerns that the heated property market has become highly speculative. More aggressive monetary tightening may thus be around the corner. As for public works, prospects remain favourable in the medium term thanks to the massive government infrastructure's projects aimed at filling the gap between internal and coastal regions.

THAILAND. Although construction investment accelerated in Q4 07 to its fastest pace since Q2 05 (+6.5% y-o-y, *graph 21*) and the improvement of the confidence



indicators, prospects for 2008 remain rather mixed. As a matter of fact, the People Power Party (PPP), which is loyal to Mr. Thaksin - a former Prime Minister -, has succeeded in forming a coalition government, having won the last December general election. However, the six-party coalition may prove unstable and unable to last a full term. Moreover, although post-elections developments signal a cautious armistice between Thaksin's allies and the military leaders behind the September 2006 coup, tensions seem set to persist. As for construction, the Finance Minister said that the government plans to spend around

US\$49 bn on infrastructure projects to be implemented over the next three to four years. The projects include mass transit, water supply management and an upgrade of Bangkok's main Suvarnabhumi International Airport. In addition, Thai Prime Minister said the government is going to undertake important investments in nine railway projects.

KAZAKHSTAN. According to the central bank, annual GDP grew by 8.5% in 2007, remarkably down from 10.6% in 2006. The whole economy and the construction sector in particular have suffered from the global financial crisis which has shrunk liquidity from the country's banks, due to their heavy dependence on foreign

borrowing. However, negative effects on growth should remain fairly limited with the boom of domestic demand still supported by strong oil revenues. Major risks to this scenario are related to the ongoing strong rebound of inflation. Should it slip out of control, tighter monetary and credit policies could eventually induce a much stronger deceleration in GDP growth, hence in construction activity.

Table 3 - ITC Group countries: construction investment forecasts
(% change in real terms)

	ITC SESO		EU		Euroconstruct		Other sources	
	<i>(Oct '07)</i>		<i>(Nov '07)</i>		<i>(Dec '07)</i>		2007*	2008
	2007	2008	2007	2008	2007	2008		
Canada	4.5	2.5	--	--	--	--	4.1	3.6 ^(4,5)
US	-5.0	-4.1	-4.6	-4.6	--	--	-7.3	-6.7 ^(4,6)
France	3.7	0.6	3.0	2.4	2.4	1.5 ⁽²⁾	3.7	1.8 ^(1,7)
Belgium	2.5	0.5	3.7	1.7	2.1	2.1 ⁽²⁾	5.2	1.2 ^(3,8)
Spain	3.8	-1.5	4.4	1.3	1.4	-0.6 ⁽²⁾	4.0	-0.3 ⁽⁹⁾
Italy	2.0	-1.5	4.1	2.2	-0.2	-0.2 ⁽²⁾	4.1	1.5 ⁽¹⁰⁾
Greece	5.5	1.0	9.2	7.1	--	--	7.5	4.2 ^(1,11)
Turkey	9.0	8.0	8.5	11.0	--	--	6.8	7.0 ^(1,12)
Bulgaria ⁽¹⁾	20.0	12.0	25.0	14.0	--	--	20.4	15.0 ⁽¹¹⁾
Morocco ⁽²⁾	8.0	8.0	--	--	--	--	7.0	6.0 ^(1,11)
Thailand	3.0	5.0	--	--	--	--	1.2	5.9 ^(1,12)
India ⁽²⁾	11.0	8.5	--	--	--	--	4.6	13.3 ^(1,12,fy)
China ⁽¹⁾	13.0	11.0					12.0	11.8 ⁽¹¹⁾
Egypt ⁽²⁾	11.0	9.0	--	--	--	--	22.0	23.0 ^(1,11)
Kazakhstan ⁽¹⁾	11.0	10.0	--	--	--	--	20.0	15.0 ⁽¹¹⁾

* Preliminary actual data in italics

(1) Gross fixed capital formation, for India "fy": fiscal year data beginning April 1st; (2) Valore aggiunto; (3) Private residential investment; (4) Private construction investment; (5) Toronto Dominion Bank Financial Group, January 2008; (6) Economy.com, February 2008; (7) Crédit Agricole, January 2008; (8) IRES, Université de Louvain, January 2008; (9) BBVA, January 2008; (10) Prometeia, January 2008; (11) Economist Intelligence Unit, February 2008; (12) Consensus Forecast, February 2008