



ASSOFERMA

Italian Association of locks, building
hardwares and handle manufacturers



HIGHLIGHTS FROM THE ITALIAN MARKET PLACE

Latest outlook and trends

Massimo Riggio – CSMO ISEO and Board member of ARGE

INTRODUCTION

MASSIMO RIGGIO



- Member of the ARGE Board since September 2023
- Member of the steering committee of Assoferma (Italian association in the building hardware)
- 30 years experience in the Product Management, Branding and Sales management, serving American, German and Italian multinational companies.
- Assignments abroad for 7 years

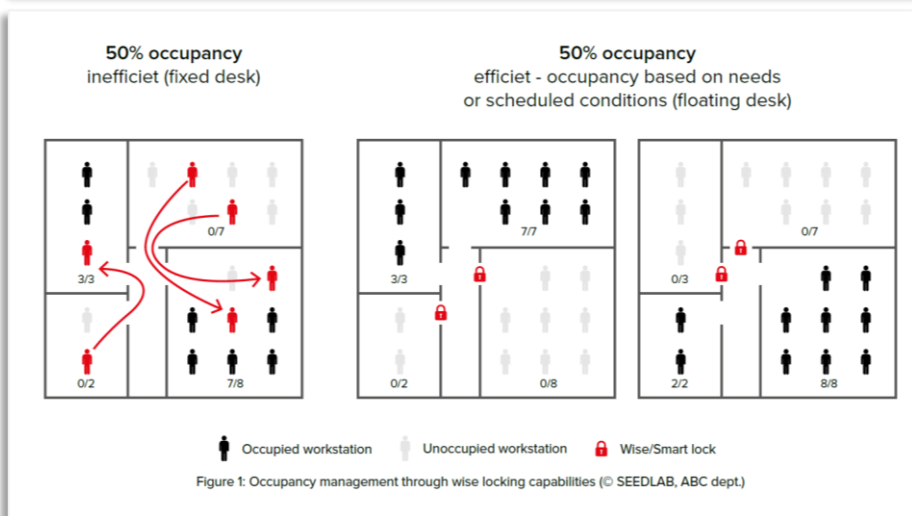
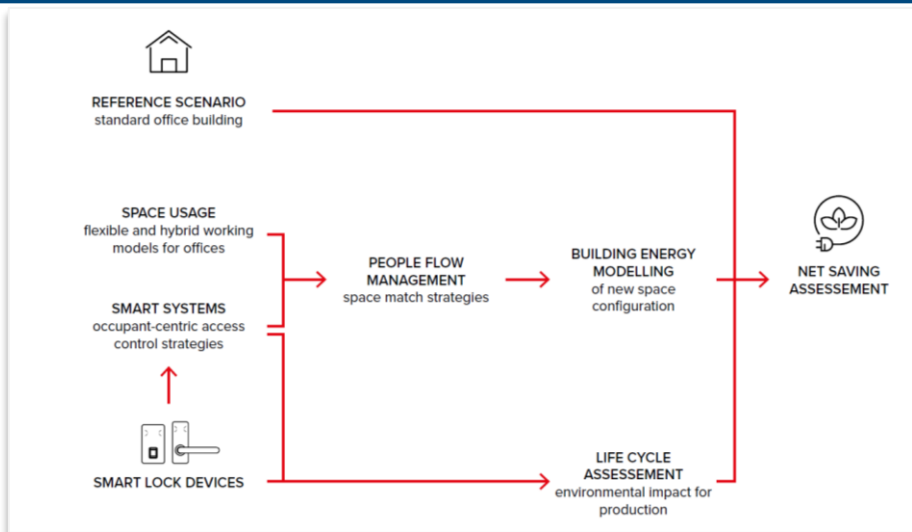
HIGHLIGHTS FROM THE ITALIAN MARKET PLACE

Major trends in the Italian market:

- According to the latest figures of the White Book by Assoferma and the associates, the Building hardware market has been growing of **+14,5% in the period 2023 – 2021**.
- The forecast for the 2024 year shows a substantially stable building investments market, also according to the UNICMI report (façade and other products - report 2024)
- The progressive reduction of the government's support to the construction sector can affect the building hardware as well during the incoming 2025
- But, on the other hand, there is a development of the trends in the **Smart building**, which generated a business of **1,3 Bn euros in 2023 in Italy** (source: Osservatorio Digital innovation, Politecnico of Milano)
- Important evidence of the contribution of the **Smart access control technologies to the environmental friendly building** (ricercar Politecnico of Milan, 2024)

HIGHLIGHTS FROM THE ITALIAN MARKET PLACE

Publication of the White Paper by the Politecnico di Milano - 2024



POSSIBLE ANNUAL COST SAVINGS - ENERGY

- 12,9%

ISO 17772-2

-14,3%

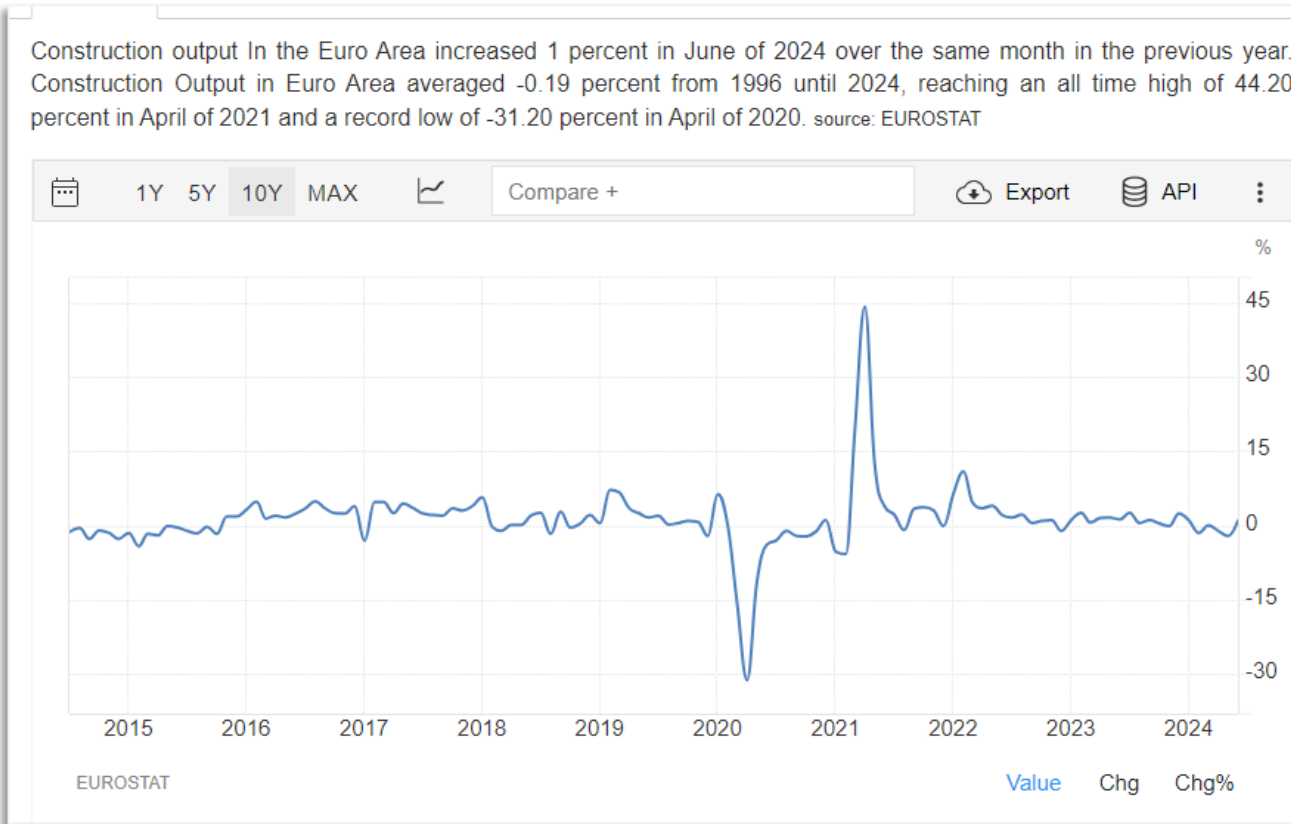
ISO 18523-1

KEY FACTS

1. A comprehensive operational plan that incorporates smart locks could promote a lean building automation framework exploiting the capabilities of the building manager in addressing and redirecting people inside the building by a specific operational need.
2. The concept of buffer spaces in the management model for energy savings involves designating areas for redirected occupants during varying building use or flexible work arrangements, contributing to the optimization of energy efficiency.
3. In the analyzed case study, optimizing daily half-floor closures led to a closed building percentage ranging from 11.6% to 13.2% (a 10% decrease in building occupancy). This approach also brought about a significant reduction in standardized annual costs (12.9% to 14.3%) and a decrease in primary energy consumption (56 MWh to 123 MWh), depending on the chosen ISO standard (ISO 17772-2 or ISO 18523-1).
4. The production of electronic devices for building access management is affected by imported processes for electronic components that increase by more than double the environmental impacts, compared to conventional mechanical systems.
5. Even though the initial carbon spike of the “smart” system when applied to the case study, the initial impact as well as the one provided by replacement and maintenance of the infrastructure is immediately compensated by the energy saving from building operation, which reduces the carbon emissions by 940 tons by 20 years of service life.

Source: Politecnico di Milan, ABC department White paper

A VIEW TO THE CONSTRUCTION OUTPUT IN EUROPE



Source: Trading Economics, Eurostat

- The output of the construction business in Europe, has been affected by the post-covid rebound and subsidies by the EEC and the countries to revitalize the economy
- Clearly the building hardware business has been as well positively affected by that dynamics
- By mid 2023 and in 2024 there are signs of reduction of the investments in the construction business also at continental level

Thank you