

FINCONS GROUP
PRESS KIT

ABOUT

Fincons Group is an IT business consulting company that has been shaping the digital future of leading international companies for over 40 years, offering forward-looking, cutting-edge solutions and technologies.

Fincons is a multinational with 2,800 employees and several offices worldwide and, at the same time, a Family Company where the founders play a strategic role with commitment and passion.

A core value that drives Fincons' sustainability policies is the commitment to creating a business model that generates a positive impact on people and society, through projects and initiatives that support the environment, communities, young people, sport and culture.

LOCATIONS

ITALY

Vimercate (MB), Bari, Verona, Rome. **Operative Hub:** Bozen, Trento, Naples, Lecce, Rende (CS), Catania

SWITZERLAND

Bern, Zurich, Lugano, Küssnacht am Rigi

FRANCE

Paris, Lyon

GERMANY

Munich

BELGIUM

Brussels

UK

London

USA

New York, Los Angeles, Austin

INDIA

Mumbai

THE OFFERING

Fincons Group supports the development of its client's business by providing specialized and technological innovation through a wide range of services:

- IT BUSINESS CONSULTING
- SYSTEM INTEGRATION AND PARTNERSHIP
- PROPRIETARY SOLUTIONS
- SMART SHORE IT SERVICES
- CORE BUSINESS SOLUTION DEVELOPMENT

IT BUSINESS CONSULTING

Fincons' deep understanding of the unique business requirements of each sector, combined with the ability to leverage the most advanced technologies allows the Group to offer its clients IT consulting services covering:

- Business Requirement Analysis
- Feasibility Study and Cost/Benefit Evaluation
- Process Analysis and Optimization
- Program & Project Management
- IT Strategy & Transformation

SYSTEM INTEGRATION AND PARTNERSHIPS

Thanks to long-standing partnerships with leading international players offering market-specific solutions, Fincons provides system integration services that support client companies in both horizontal and vertical processes across different industries.

Through collaboration with some of our partners, Fincons has also established dedicated cross-industry competence centers, specializing in platforms such as SAP, Jaggaer, Salesforce, Guidewire, and AWS.

PROPRIETARY SOLUTIONS

Fincons' proprietary solutions are high-tech products developed by the Research & Innovation teams. Leveraging business and process expertise, as well as vertical technological knowledge, Fincons develops and offers its clients innovative solutions enabling business processes and business models.

- **AMPPER:** for business partner performance evaluation and management.
- **YOUTIVERSE:** a solution that manages all metering, billing, and credit processes.
- **FINCONS FAST DATA LAKE:** optimization and simplification of data management.
- **FISCALONE:** standardization of business fiscal processes.
- **ALLRIGHTS:** the solution for centralized management of multi-platform rights.
- **UTILITY VIRTUAL CLERK:** the virtual colleague that streamlines administrative tasks.

SMART-SHORE IT SERVICES

Fincons' flagship offering is the smart-shore IT services model, which the Group has been providing to clients worldwide since 2008. This new approach to IT sourcing combines remote teams with on-site support at client locations.

These services are provided from Italy – from the Bari Delivery Center and its hubs across the country – and from the Mumbai office in India. Services include System Building, offering customized turnkey projects across various technologies and platforms, and flexible, innovative and competitive Application Management.

FINCONS FUTURE GATEWAY

The Fincons Future Gateway, based in Bari, is an innovative center of excellence opened in 2022. It features multifunctional spaces for over 1,000 IT professionals and a dedicated research and development area, to provide new digital solutions to our clients and partners around the world.

FINCONS INDIA

The Mumbai office, with its 50 professionals, is a "software boutique" offering high-level technological and domain expertise. Working closely with on-site teams at client locations, it provides flexible, scalable services, and additional support across different time zones.

CORE BUSINESS SOLUTION DEVELOPMENT

Leveraging the strong vertical expertise of Fincons' Business Units, specialized in the different reference industries, Fincons develops complex and strategic projects focused on core processes by combining the people, skills, and technologies most suited to each requirement and identifying the optimal solutions for each client's real needs.

THE BUSINESS UNITS

FINANCIAL SERVICES & INSURANCE

Fincons supports the digital transformation of Banks and Insurance companies by offering products and services that enhance user experience and create value by increasing operational efficiency.

Leveraging flexibility and experience, the Financial Services & Insurance Business Unit fosters innovation in the following areas: self-service digital channels, sales force support, operational efficiency, evolution and reengineering of IT applications, and Data Excellence.

MEDIA

The Media BU transforms experience and innovation into cutting-edge services and solutions for Broadcasters and Publishers, covering the entire Content Value Chain. This includes everything from rights management to programming, metadata management, content processing, advertising and omnichannel video distribution, leveraging the opportunities offered by the systematic use of data, Cloud, or Artificial Intelligence, and enabling services such as increasingly engaging, participatory, and personalized NextGenTV.

ENERGY & UTILITIES

The Energy & Utilities Business Unit provides electricity, gas, and water suppliers and operators with innovative solutions and services for cross-functional processes: metering, billing and credit management, CRM & sales, supply and pricing, leveraging advanced technologies such as Cognitive Computing, Machine Learning, and Artificial Intelligence. The BU also develops new digital channels, apps, and portals to improve user experience (UX).

With extensive industry experience, the Unit also developed proprietary vertical solutions for these processes, such as Ampper and youiverse.

MANUFACTURING

The Manufacturing BU redesigns the core and business-critical digital processes of manufacturing businesses, supporting them through every stages of their digital transformation journey: from strategy definition to software selection, system implementation, application management, towards the new frontier of Industry 5.0.

Continuous investments in research and innovation, along with dedicated competence centers, add value to the Business Unit's offering.

TRANSPORTATION

Leveraging top-class technologies, the Transportation BU provides public and private players in rail, road, maritime, and intermodal transport with effective and innovative solutions, designed to maximize travelers' user experience and achieve key objectives. These include process optimization and IT infrastructure modernization, data management and integration, increased safety, and the development of Cognitive Computing, Machine Learning, and Artificial Intelligence services that enhance operational efficiency.

INTERNATIONAL INSTITUTIONS

Through the International Institutions BU, Fincons collaborates with international organizations such as the European Commission, EU agencies, and United Nations entities to accelerate the transition to the new digital era. The BU focuses on business transformation projects, feasibility studies, consulting, and IT system development, with a particular emphasis on innovation and the latest technologies, while constantly prioritizing green initiatives and social sustainability.

PUBLIC ADMINISTRATIONS

The Business Unit dedicated to central and local Public Administration provides its clients with technological platforms and advanced solutions designed to streamline processes, reduce costs, improve all civic and urban functions, and facilitate the interactions between the public and private sectors, with the goal of improving citizens' daily lives.

INNOVATION

Fincons' close collaboration with research centers, universities, and national and international institutions is a key strength for the Group, driving continuous innovation and **participation in research programs and competence centers, supported by European, national, and regional funding**. Participation in such programs in innovative technological and application areas is a distinctive feature for Fincons, confirming its importance on the international market.

The company also invests in artificial intelligence, virtual reality, quantum computing, and other new technologies, develops pilot solutions, and defines new business models through its **Technology Innovation Hub**, specifically established to enhance research in these areas and support the Innovation Management process. Its aim is the promotion of research and technological development to enrich Fincons' offering with new products and services.

The development of innovation projects is often carried out in collaboration with the Group's clients, who are involved in a dynamic process of research, experimentation, and co-innovation.

FINCONS GROUP ACADEMY

The importance of training young talent has always been a priority for Fincons, which is why, through the Group Academy, the Group annually trains and introduces dozens of recent graduates to the world of digital consulting.

The Academy offers both free and paid training programs to graduates and postgraduates in the fields of business, engineering, and computer science, with the goal of integrating them into the company.

Founded in 2008 in Bari, its success and increasing demand have led to the expansion of its courses to other Italian offices of the Group, and to the launch of programs **in collaboration with clients.**

SUSTAINABILITY

We believe that supporting our clients and partners means above all creating shared value and generating a positive impact for people and the planet. As a multinational company, we are aware of our responsibility to promote sustainable development, ensuring a future filled with opportunities for all.

Our commitment to sustainability is firmly rooted in the **ESG principles**: Environment, Social (People & Communities), and Governance.

ENVIRONMENT

We are committed to safeguarding our planet for future generations, promoting conscious behaviors within our organization and supporting green initiatives.

COMMUNITIES

We contribute to supporting local communities in the regions where we operate, as well as in developing countries through various projects.

OUR PEOPLE

We care about the well-being of our people, which is why we implement various initiatives to promote work-life balance and welfare.

GOVERNANCE

We adhere to strict governance guidelines and have obtained certifications that demonstrate our commitment to sustainability.

TOP MANAGEMENT

MICHELE MORETTI CEO

Michele Moretti is Fincons Group's founder and CEO. An engineer, originally from Bari, Michele Moretti is a charismatic entrepreneur with a long-term vision, capable of uniting teams of highly skilled, like-minded managers.



His values are traditional: the importance of roots, of family and of being passionate about one's work.

Flexibility, pragmatism, ties to the community and direct relationships with clients are Michele Moretti's guiding principles and are key drivers of Fincons Group's exponential growth.

As a result, under his leadership, Fincons Group has today become a well-established and recognized multinational in the IT sector.

FRANCESCO MORETTI

Group Deputy CEO and CEO International

Francesco Moretti began to experience the entrepreneurial reality of the family business during his university studies in Management Engineering. He worked alongside his father Michele Moretti, contributing to the growth and expansion of the Group.



After graduating, he completed an internship at Essroc (Italcementi Group) in Pennsylvania, USA.

Upon his return to Italy in 2007, he decided to devote his skills to Fincons Group, taking on various roles over the years. In 2013 he became Deputy CEO, working closely with the CEO to define the company's strategic direction, with a particular focus on aspects related to international expansion, as well as personally overseeing the opening of the Group's international offices and coordinating business development efforts.

Today Francesco is Group Deputy CEO and CEO International.

FRANCO CAMMAROTA

Presidente del CdA

Franco Cammarota is Fincons Group Chairman of the Board of Directors and shareholder since 1995. He holds the title of Knight of the Grand Cross of the Order of Merit of the Italian Republic, the highest among the national orders.



He holds positions of responsibility within international organisations, including the Italian Chamber of Commerce for the Mediterranean Countries. He is Advisor to the Chamber of Commerce of Romania for relations with the European Institutions of Brussels. He is Chairman of the European Biomedical Research Foundation (FERB ETS), and of the ETS Foundation for Research and Rehabilitation for Neurodegenerative Diseases.

From 1980 to 1995, he worked as a professor at the Université Européenne du Travail in Brussels, where he currently serves as Managing Director, continuing a teaching career that began immediately after his graduation in Economics and Commerce. He has also recently taken on the role of board member for the University of Milano-Bicocca Foundation.

MARCO RAVELLI

DACH General Manager

Marco Ravelli joined Fincons in 1998 as Product Manager at the Lugano office, after several years of experience at one of the major banks in Ticino.



Over the years, his in-depth knowledge of the territory and the companies' businesses led him to achieve important goals for the Group and to take on roles of increasing responsibility. In 20024, he was appointed Swiss Territory Manager and became a member of the Group's Board of Directors.

Today, Marco serves as DACH General Manager. In this role he manages, coordinates and develops the business and resources in Switzerland, Austria and Germany, strengthening the Group's positioning in these markets.



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