Engineering Group

Corporate Presentation

Building a Better Tomorrow

eng

We are the largest Italian Tech Company
and the ultimate business partner
for sustainable digital transformation.

DISCOVER MORE

At a Glance

DISCOVER MORE

Our strength in numbers

Talented people, impressive performance, decades of experience, and a growing global footprint across key markets.

1.7 Bn€
REVENUE FY2024

14K~
EMPLOYEES

+ CONSULTING
+ TECHNOLOGY & IMPLEMENTATION
+ MANAGED SERVICES

+ PROPRIETARY PLATFORMS

A **Global** Company

BASED IN EUROPE,
NORTH AMERICA,
LATIN AMERICA, ASIA

80+
OFFICES

Blending **Business** & **Technology** through multiple market **portfolios**, proprietary solutions and world class partnerships.

11
MARKET
PORTFOLIOS

6+
TECHNOLOGY
BUSINESS LINES

8+
PROPRIETARY
PLATFORMS

12+
STRATEGIC
ALLIANCES

DATA DISPLAYED COME FROM THE CONSOLIDATED FINANCIAL STATEMENTS 2024

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A Global Company

Italian tech champion
with an expanding
international footprint.

BASED IN EUROPE,
NORTH AMERICA,
LATIN AMERICA, ASIA

+ ROME HQ
+ MILAN
TURIN
BOLOGNA
FLORENCE
NAPLES
PALERMO
…

ITALY
FRANCE
SPAIN
GERMANY
BELGIUM
SWITZERLAND
AUSTRIA
POLAND
UK

ENGINEERING
GROUP

14K~

EMPLOYEES
IN ITALY

12K+

REST OF
THE WORLD

2K+

BRAZIL
ARGENTINA

USA
MEXICO
CANADA

SERBIA
ALBANIA
ROMANIA

INDIA

84%   16%

ITALY   GLOBAL

Shaping Impact

DISCOVER MORE

Improve
Grow
Enable

Transforming businesses where it matters most.
We measure success by how we innovate, enable,
and empower growth.

80M
HEALTHCARE
APPOINTMENTS
MANAGED

1Bn
RISK & COMPLIANCE
SERVICES MANAGED
FOR BANK ACCOUNTS

25K
RACK UNITS

6M
ACTIVE LOYALTY
CARDS MANAGED

1Bn
ENERGY BILLS
ISSUED

250K
WORKPLACES
MANAGED

180K
SECURITY ALERTS
MANAGED

430M
TRANSACTIONS
HANDLED IN GDO

60%
OF HOSPITALS USE
OUR SOLUTIONS

45%
OF THE TOP 100 ITALIAN
MUNICIPALITIES USE
OUR SOLUTIONS

What We Do

eng

CONSULTING

TECHNOLOGY &
IMPLEMENTATION

+ DIGITAL TRANSFORMATION
+ APPLICATION MODERNIZATION
+ PROJECT MGMT

MANAGED
SERVICES

+ APPLICATION MAINTENANCE
+ INFRASTRUCTURE MGMT
+ CYBERSECURITY SERVICES
+ CLOUD SERVICES
+ END USER SERVICES

PROPRIETARY
SOLUTIONS

Across
All Markets

+ Financial Services
+ Energy & Utilities
+ Industry
+ Transportation
+ Media & Communication
+ Retail & Fashion
+ Healthcare
+ Government
+ Augmented City
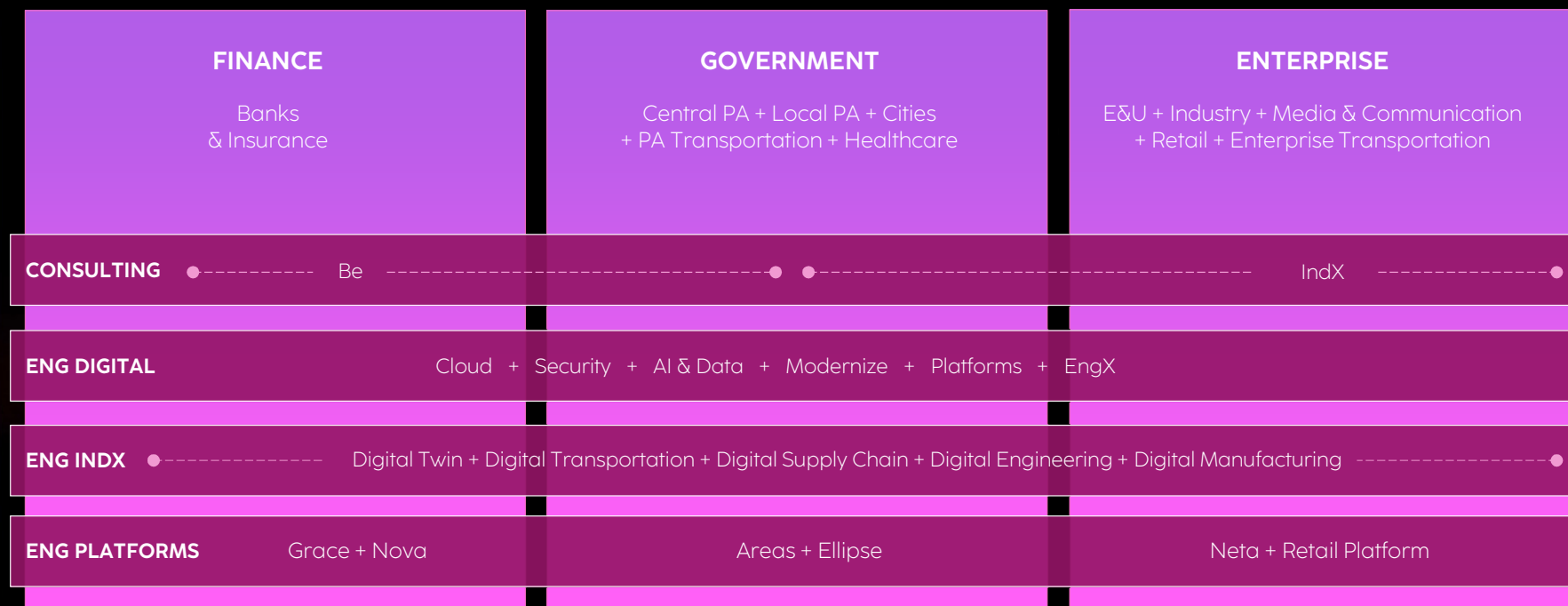+ Agriculture
+ Defense, Aerospace
  & Homeland Security

How We Do It

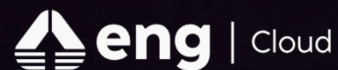A unique blend of business knowledge and tech skills.

DISCOVER MORE

FINANCE	**GOVERNMENT**	**ENTERPRISE**
Banks & Insurance	Central PA + Local PA + Cities + PA Transportation + Healthcare	E&U + Industry + Media & Communication + Retail + Enterprise Transportation

CONSULTING ●------ Be ------------------●----●------------------ IndX ------------●

ENG DIGITAL   Cloud + Security + AI & Data + Modernize + Platforms + EngX

ENG INDX ●------ Digital Twin + Digital Transportation + Digital Supply Chain + Digital Engineering + Digital Manufacturing ------------●

| **ENG PLATFORMS** | Grace + Nova | Areas + Ellipse | Neta + Retail Platform |

The Core of Innovation

eng | Digital

A strategic organisation within Eng to deliver and drive transformation across all markets through a set of expertly focused business lines covering all digital enabling technologies.

eng | Security

Respond to data security as a business imperative, not an afterthought.

eng | AI & Data

Develop an AI-fueled automation of business processes & manage data for its entire lifecycle.

eng | Modernize

Develop, modernize and integrate application in cloud with a cloud-native framework.

eng | Cloud

Increase the use of cloud technologies to enable innovation and help businesses to disrupt.

eng | Platforms

Accelerate the digital adoption by integrating the right enterprise applications.

engx

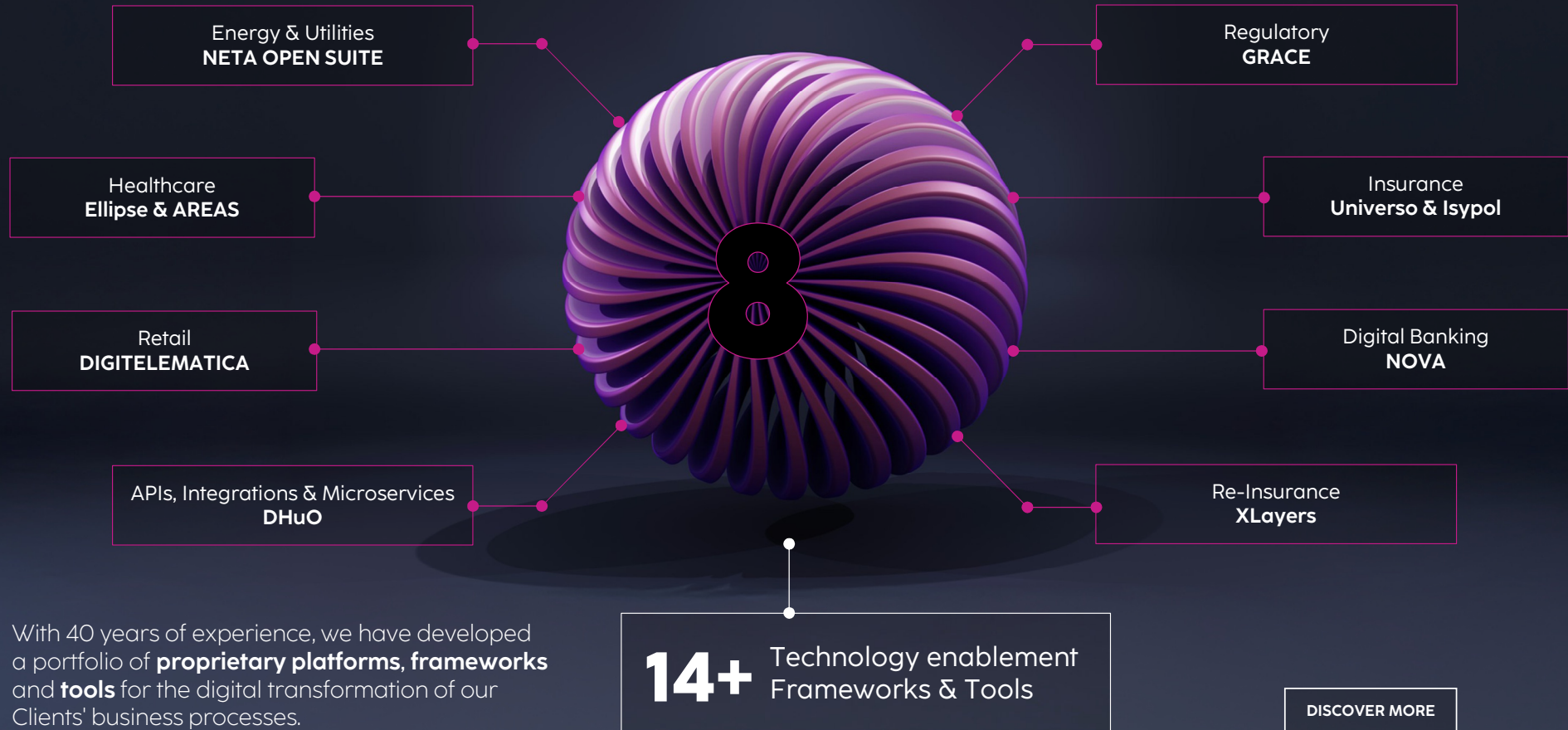Go beyond digitizing processes and create powerful experiences.

Digital Platforms, our Solutions

Proprietary Platforms

Energy & Utilities
NETA OPEN SUITE

Regulatory
GRACE

Healthcare
Ellipse & AREAS

Insurance
Universo & Isypol

Retail
DIGITELEMATICA

Digital Banking
NOVA

APIs, Integrations & Microservices
DHuO

Re-Insurance
XLayers

8

With 40 years of experience, we have developed a portfolio of **proprietary platforms**, **frameworks** and **tools** for the digital transformation of our Clients' business processes.

14+ Technology enablement Frameworks & Tools

DISCOVER MORE

Our Strategic Partnerships & Alliances

DISCOVER MORE

Collaborating with **world-class partners** to push the boundaries of technology.

aws	Google	Microsoft	ORACLE
overIT	Red Hat	salesforce	SAP
servicenow	SIEMENS	vmware	workday

3,000+
TECHNOLOGY VENDOR CERTIFICATIONS

1,600+
PROFESSIONAL CERTIFICATIONS ISSUED EVERY YEAR

By our IT & Management Academy "Enrico Della Valle"

FORTINET · IBM · MongoDB · splunk> · paloalto · ATLASSIAN · CAST Software Intelligence for Digital Leaders · veeAM · Workato · Adobe

dynatrace · Hewlett Packard Enterprise · MuleSoft · opentext · SAP Concur · slack · tableau · UiPath · TIBCO · TREND MICRO · board

Plus, our international innovation ecosystem with research centers, universities and our start-up observatory.

Our People

DISCOVER MORE

A perfect
balance

Tech expertise and **business knowledge**
in a culture of continuous growth
and improvement.

800~
NEW HIRES
IN 2024

33.2%
OF ALL EMPLOYEES IN
2024 ARE WOMEN (IT)

22K
TRAINING
DAYS / YEAR IN 2024

400+
TRAINING
COURSES

14K+
WEB CLASSROOM
PARTICIPANTS
IN 2024

1.6K+
PROFESSIONAL
CERTIFICATIONS
ISSUED IN 2024

top EMPLOYER Italia Italy 2025
FOR A BETTER WORLD OF WORK

Management Leadership Team

Aldo Bisio
CEO Engineering Group

Stefano Achermann
EVP Finance

Andrea Gabardo
EVP Public

Fabio Momola
EVP Eng Digital · COO

Guido Porro
EVP Enterprise

Stefano De Capitani
AD Municipia

Filippo Di Cesare
EVP Engineering
Brasil

Ettore Soldi
EVP Industry
Excellence

Pasquale Iannone
CFO

Alessia D'Addario
CHRO

Giorgio De Guzzis
Chief Strategy, M&A
and Marketing Officer

Sabrina Delle Curti
G. Counsel

Francesca Meriggi
CIO

Roberto Scrivo
Public Affairs,
Sustainability · CCO

MARKET
STAFF

Click on the picture to visit the LinkedIn profile.
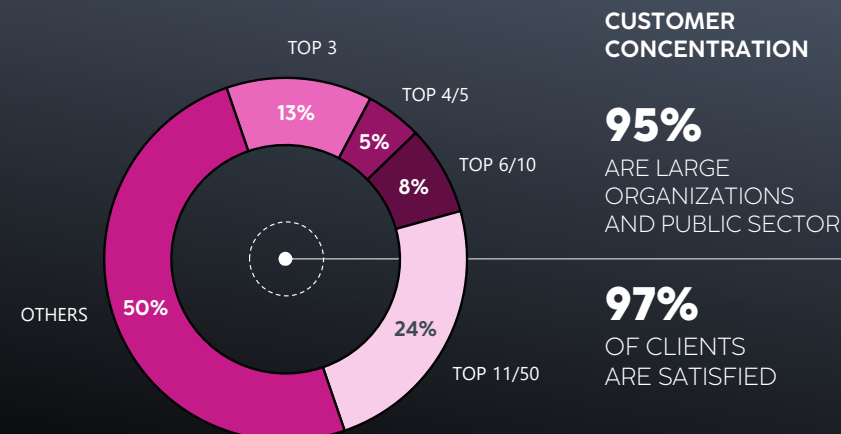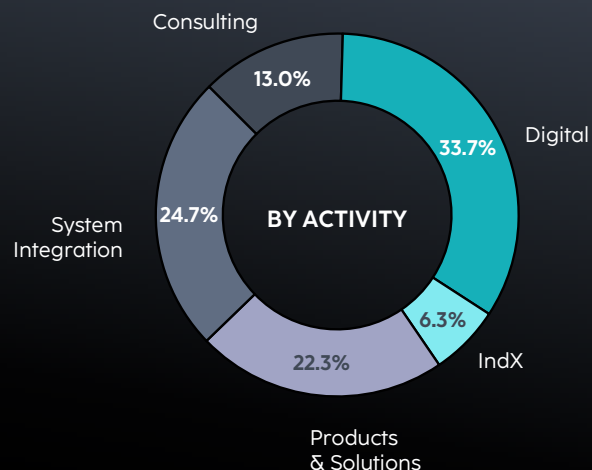
© Engineering Group

Clients

Proudly partnering with **industry leaders** and **rising stars** to redefine success.

84.4%

OF REVENUES
IN ITALY

29%
FINANCE

39%
ENTERPRISE

32%
GOVERNMENT

BY ACTIVITY

- Consulting 13.0%
- Digital 33.7%
- IndX 6.3%
- Products & Solutions 22.3%
- System Integration 24.7%

- TOP 3 — 13%
- TOP 4/5 — 5%
- TOP 6/10 — 8%
- TOP 11/50 — 24%
- OTHERS — 50%

CUSTOMER CONCENTRATION

95%
ARE LARGE ORGANIZATIONS AND PUBLIC SECTOR

97%
OF CLIENTS ARE SATISFIED

15+
YEARS AVERAGE CUSTOMER RELATIONSHIP

Our Responsibility in the Ecosystem

DISCOVER MORE

Gaia-X:
Day-1 Member and Board Member

CLOUD

BDVA:
Full and Board Member

BIG DATA

IDSA:
International Data Space Association

DATA SOVEREIGNTY

EOS:
Board Member

CYBERSECURITY

National Research Centre
Co-founder

HPC / BIG DATA

Top Employer Award

Italian Green Economy Award

Gold Medal By EcoVadis

Partnership with Open-es

Valore D

G7: Only Italian Representative at G7 AI Discussions

EU Commission: Signee on AI PACT

Italian Government: Engaging in multiple initiatives on AI, Quantum and IPCEI across various ministries

PARTNERSHIP WITH
+ BOCCONI
+ POLIMI
+ LUISS
+ TALENT GARDEN
. . .

IT & MANAGEMENT ACADEMY "ENRICO DELLA VALLE"

28,000
ANNUAL TRAINING DAYS

1,600+
PROFESSIONAL CERTIFICATIONS ISSUED IN 2024

400+
TRAINING COURSES

Sustainability

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The **green** and **digital transformation** must evolve hand in hand

We are part of the **UN Global Compact** and adhere to the **2030 Agenda** by focusing on:

Green Economy

Digitalize Healthcare

ESG Champion

Global monitoring of our **carbon footprint**

Energy efficient data centers

Leverage our internal Academy to further our **ESG culture** within the organisation

Further our efforts to improve **human rights, workers rights, gender gap** and **diversity** and **inclusions**

Code of **ethics** conduct extended to our value chain to embrace our suppliers

Monitoring of suppliers' **ESG performance** (through partnership with the **Open-es** platform)

98%

Apprenticeships turned in permanent contracts

75%

Electricity from renewable sources

Sustainability Leader 2025 ilSole24Ore Statista

Our Purpose

Together, we elevate technology
to make it more meaningful
for everyone, every day.

Enterprise Performance Management

Delivery Unit Focus

EPM Overview

Enterprise Performance Management

A high-specialized Delivery Unit focused on design, implementation, customization and services of Planning, Reporting and Consolidation platforms

50 +
People

70+
Certifications

20 +
Offering lines

4+ M€
Revenues

20+
Years of Expertise

4
Main Technology Partners

ADVISORY	**TECHNOLOGY & IMPLEMENTATION**	**MANAGED SERVICES**
Business Models Expertise	Best in class platforms deep Knowledge	Post-Go live support and transition hypercare
Process Analysis & Design	Architecture best fit design	Proactive support & monitoring
Change Management	Agile Approach & Transformation	Application development

EPM Profile: Main Domains

Statutory and Managerial Consolidation

Statutory and disclosure management

Intercompany reconciliation

Managerial Consolidation

Statutory Consolidation

Disclosure Management

ESG & Sustainability

Sustainability reporting and planning

CSI – CSRD Compliance

Financial Planning

Budget, Planning and Forecasting

Sales and Revenues planning

HR planning

Financial planning

Profitability planning

Investment planning

Cost Planning

Dashboards & Reporting

Corporate Reporting and Business Analytics

Tableau de Bord

Corporate & Financial Reporting

Regulatory Accounting

Operational Reporting

Profitability Analysis

KPI and performance measurement

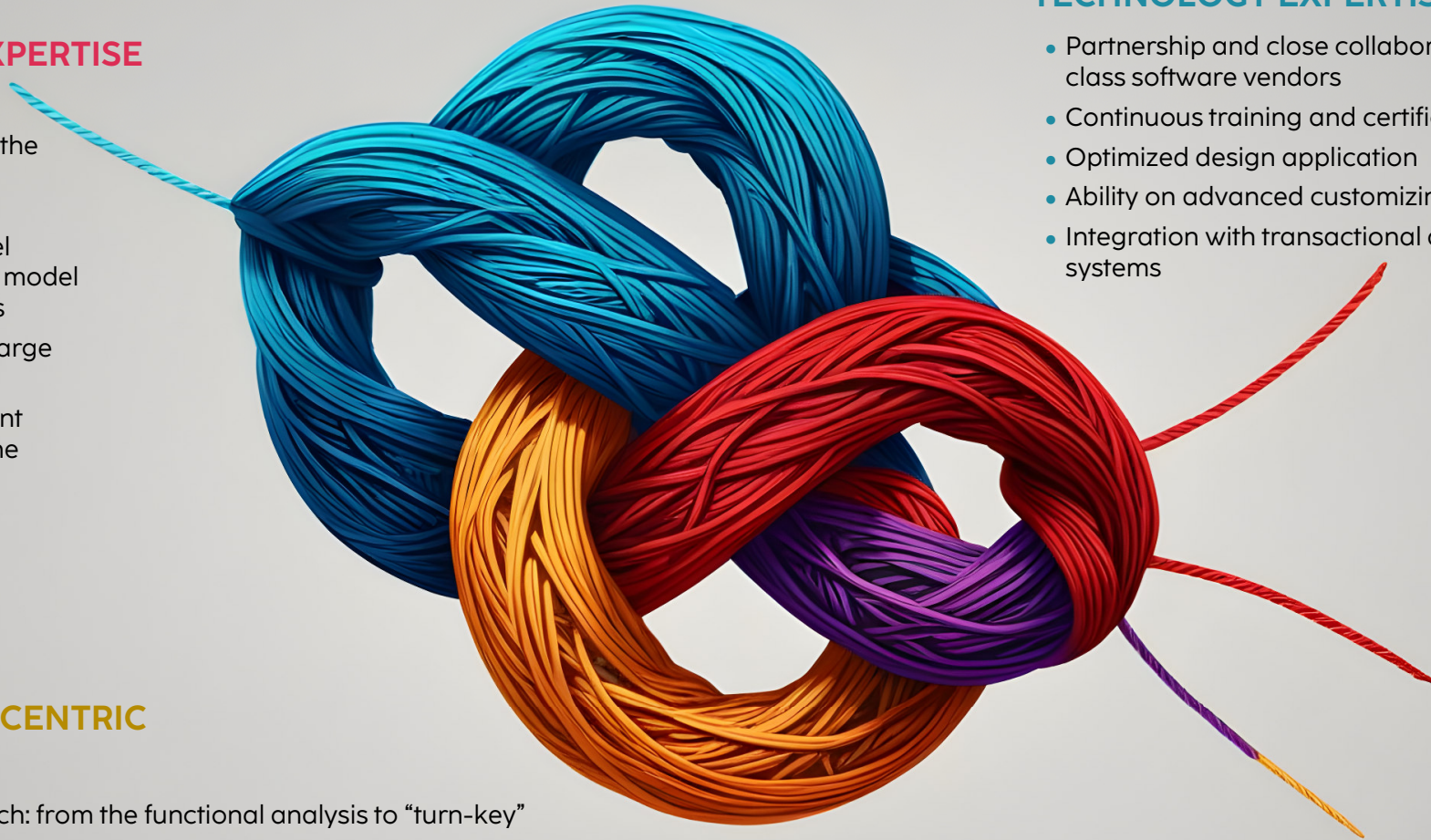# EPM Profile: Delivery Approach

FUNCTIONAL EXPERTISE

- Deep knowledge of the customer's business processes
- KPIs and data model shaped on business model and customer needs
- Experience on top-large customers
- Change Management support to sustain the implementation

TECHNOLOGY EXPERTISE

- Partnership and close collaboration with the best-in-class software vendors
- Continuous training and certification
- Optimized design application
- Ability on advanced customizing
- Integration with transactional and other data source systems

STAKEHOLDER CENTRIC

- Client Uniqueness
- End-to-end approach: from the functional analysis to "turn-key"
- Hybrid & Composable: standard components and tailor-made design and implementation
- Re-usage of the company templates and output
- Committed to customer highest satisfaction: from vendor to partner

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Thank you

🌐 www.eng.it

in Engineering Group

𝕏 @EngineeringSpa

f gruppo.engineering

⧉ LifeAtEngineering