

# PRESS KIT

2021

# ABOUT FINCONS GROUP

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Entrepreneurial spirit, client intimacy, expertise and determination have guided Fincons in more than 38 years of uninterrupted growth with a long-term vision.

Founded in 1983 as a software house, over the years Fincons Group has evolved into one of Italy's leading global players in business consulting and system integration to support companies' technological and digital transformation. Its strength lies in its ability to accompany companies step by step in their innovation process, leveraging empathy and proximity, values that have always rewarded the Group with the satisfaction and loyalty of its clients.

Direct experience in the field has also enabled the Group to acquire an ever-increasing knowledge and sensitivity of corporate business processes, thus developing the ability to offer solutions tailored to the needs of individual clients or market segments.

Fincons Group is a Family Company in which the owners carry out their strategic role with rigour, commitment and passion, bringing to the company the same principles that distinguish those of a united and open family, in the conviction that the creation of value for the company cannot disregard loyal and always positively constructive relationships, to be shared with clients, territories and collaborators.



# OUR VALUES

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Closeness to customers, people and the communities, our passion for work, our constant search for excellence, our commitment to young people, the environment and social issues, as well as the ethical values of fairness and transparency are the pillars on which the company's purpose is founded.

In fact, the Group's growth does not only follow profit logics, but is based on human and qualitative values, rooted in the corporate culture, which inspire and guide the actions of each member of the Company. These values are developed through numerous social responsibility initiatives in support of culture, health, people, sport, the environment and wellness.

Fincons always puts people – employees, clients, stakeholders - at the heart of its business, and it's committed to develop relationships based on trust and closeness. The Group considers human resources to be one of the main values for its development and encourages their constant professional and personal growth.



## Partner of your future



# A Success Story

**1983**

The first Group company with a strong technological identity is founded in Milan.

New offices are opened in Italy and Switzerland. Transition from information technology to business consulting.

**1983-2000**

**2007**

Fincons Group AG was founded. The parent company is headquartered in Bern and has operational offices in Lugano and Bern.

The Delivery Center in Bari has been inaugurated and Smart-Shore Made in Italy was born: the alternative offer to off-shore and near-shore IT service models.

**2008**

**2016**

Elite certification by Borsa Italiana London Stock Exchange: a confirmation of the growth and internationalisation path.

Fincons opened offices in London, New York and Los Angeles.

**2016-17**

**2019-2020**

Fincons opened offices in Munich and Paris.

Going Beyond

# OUR NUMBERS

Over the years, the Group has expanded its presence worldwide and now has 11 offices in Europe, 2 in the United States, and 5 Delivery Center Operative Hubs:

## FINCONS SPA

**4** offices in Italy:  
Vimercate - MB (main office in Italy), Verona, Rome, Bari

**5** Delivery Center Operative Hubs:  
Lecce, Bisceglie, Naples, Catania, Trento

## FINCONS GROUP AG

**4** offices in Switzerland:  
Berna (Headquarters), Lugano, Zurich, Küsnacht am Rigi

## FINCONS CONSULTING LTD

**1** office in the UK:  
London

## FINCONS.DE GMBH

**1** office in Germany:  
Munich

## FINCONS.FR SAS

**1** office in France:  
Boulogne-Billancourt

## FINCONS.US INC

**2** offices in US:  
New York, Los Angeles

## TURNOVER 2020

**177+** million euro

## CUSTOMERS

**200+**

# QUALITY

Fincons SpA has achieved UNI EN ISO 9001 quality certification for:

- Design, development, installation and maintenance of software solutions
- The provision of Information Technology consultancy
- Help desk and application management planning and delivery
- Development of hardware and software system integration projects



**ISO 9001**

**BUREAU VERITAS  
Certification**



# OUR TARGET INDUSTRIES

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To better respond to market needs, Fincons Group is organised into Business Units specialising in the various target industries, with strong expertise in each market served.

The Group operates mainly in the following markets:



ENERGY & UTILITIES



MEDIA



FINANCIAL SERVICES



PUBLIC ADMINISTRATION



INTERNATIONAL  
INSTITUTIONS & RESEARCH



MANUFACTURING



TRANSPORTATION



# INNOVATION

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At Fincons, innovation permeates all areas of the business in terms of both technology and processes.

The Group continuously scouts for new enabling technologies, with the aim of meeting, and in many cases anticipating, customers' innovative needs. A sustainable research model, based on a concrete and flexible approach and guided by a long-term vision.

Close collaboration with Research Centres and Universities and participation in international research projects represent a further strength to stimulate innovation and transfer new technological solutions to customers, triggering a virtuous circle between IT Innovation and business development.







## It Business Consulting

A real understanding of the business requirements of each sector, knowledge of processes and the ability to make the best use of new technologies allow Fincons to offer its clients high value-added consulting services, from business requirements analysis to IT Strategy & Transformation.

In addition, Fincons' research and innovation teams are often able to grasp and anticipate clients' needs, transforming them into innovative technological solutions not yet available on the market, to enable business processes and new business models.

## System Integration of International vendors' products

Thanks to the specialisation and expertise of its business units, Fincons Group can develop important and complex projects on the core processes of the various industries, leveraging the people, skills and technologies best suited to each need and identifying the best solutions for the real needs of each client and the context in which it operates.

# Core Business Solutions Development

Through continuous scouting for innovative products and the development of important international partnerships, Fincons Group offers solutions tailored to the needs of individual customers or market segments, assisting its customers in both horizontal and vertical processes.

## Proprietary Solutions

Strongly distinctive elements of the Group's offerings are its proprietary solutions, products with a high technological content developed by the research and innovation teams that cover various areas - data management, management of corporate partners, fiscal processes, Hybrid TV and OTT solutions - and market industries.



# SMART-SHORE IT SERVICES

Made in Italy Smart-Shore is the alternative model to off-shore that makes the Group's proposal even more distinctive for national and international clients.

The Fincons Group's Delivery Center, with headquarters in Bari and 5 hubs operating in Italy, offers System Building and Application Management services through an innovative methodology: the on-site supervision of high-level figures who interact directly with the client and liaise with development teams working remotely.

More than 700 skilled professionals guarantee excellent IT services, at competitive costs and Made in Italy.

# FINCONS GROUP ACADEMY

The excellence of the solutions and services that Fincons Group offers is the result of major investments in human resources and training. The knowledge-building process also relies on the Fincons Group Academy in Bari, Vimercate and Trento.

The Group's Business School aims to train specialised professionals in application development and business processes; it offers classroom training and on-the-job training programmes that ensure high standards of specialist training in various technologies.

A placement percentage of 97% within the Group was achieved for young graduates who attended the courses.



# BOARD

## MICHELE MORETTI, CEO



Michele Moretti is the founder and CEO of Fincons Group. An engineer born in Bari, he is a charismatic entrepreneur, guided by a long-term vision, capable of bringing together teams of highly competent and culturally homogeneous managers. He believes in traditional values, in the deep value of roots, in family and in the passion

for his work. Flexibility, pragmatism, ties with the territory and direct relationships with customers are the principles that guide him and characterise the history of the Fincons Group which, under his leadership, has become an established and recognised IT multinational.

## FRANCESCO MORETTI, Deputy CEO and CEO of the international offices



Francesco Moretti began to experience the entrepreneurial reality of the family business during his university studies in Management Engineering, participating, alongside his father Michele Moretti, in the growth and expansion of the Group. After graduating, he did an internship at Essroc (Italcementi Group) in Pennsylvania, USA. Upon his return to Italy, he decided to devote his

skills to Fincons Group where he took on various roles over the years, until becoming Deputy CEO in 2013. In this role, he worked alongside CEO Michele Moretti in defining the strategic direction of the company with a particular focus on aspects related to internationalisation, personally following the opening of the Group's international offices.

## FRANCO CAMMAROTA, President of the Board



Franco Cammarota began his career as a University Professor. From 1980 to 1995 he was an Associate Professor at the UET in Brussels, of which he is Chief Executive Officer. He is Grand Officer of the Italian Republic and holds positions of responsibility within national and international bodies, including FERB, the Italian Chamber of

Commerce for the Mediterranean Countries and the Italian Professional Association for Mediation and Conciliation. In 2017, he is appointed Advisor to the Romanian Chamber of Commerce for relations with the European Institutions in Brussels. In Fincons Group since 1995, he is Chairman of the Board and shareholder.

LUCA PANZERI, Director of Group Controlling, Performance Management and shareholder



Luca Panzeri began his career as Service Manager Assistant at ENI and then as Controlling Assistant for a wine company. In 2010 he joined Fincons Group as a Controlling Assistant, assuming increasing responsibility in the definition and control of the budget, management of the orders,

accounting and reporting, co-ordination of control activities. In January 2021 he joined the Board of Directors, as Director of Group Controlling and Performance Management.

MARCO RAVELLI, General Manager Switzerland and shareholder



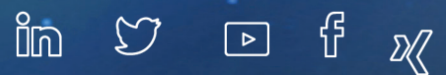
Marco Ravelli began his professional career in Switzerland, in Lugano, at the Gottardo bank in the Information Systems area, where he covered increasingly important roles and gained expertise in the analysis and implementation of external packages in the areas of accounting, controlling and human resources management. He joined

the Fincons Group in 1998, first as Product Manager, then as Technical Manager of SERIN and since 2004 as Vice President of the SERIN companies. He is currently General Manager Switzerland and a member of the Board of Directors and shareholder.



Italy | Switzerland | UK | US | Germany | France

[www.finconsgroup.com](http://www.finconsgroup.com)



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