### FIRST IN ITALY for sold automobiles



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### THE GROUP

People creating value

### PROFILE

Intergea Group was founded in 2003 in Turin, Italy. It rapidly gained its place among national leaders of the automotive distribution industry and thanks to constant growth Intergea Group started expanding outside of Piedmont boundaries.

From the start, Intergea begins to differentiate its activities in other fields, specifically its services. In 2008 Intergea majority shareholder Alberto di Tanno founds Nobis Compagnia di Assicurazioni, a modern and innovative project which further establishes the Goup and attracts the interest of new investors.

In 2022 Autobro, a new digital frontier of the automotive industry, is born, which aims to expand in Southern Europe thanks to the Groups' synergy.

Intergea's purpose: reliability, transparency, and quality as a pillar for full development of each business entity.

### OUR VALUES

#### PROFESSIONALISM

Our team is joined by more than 800 skilled women and men who are always focused on improving the quality of our services by handling customer satisfaction daily.

#### MERITOCRACY

Intergea firmly believes in meritocracy and objective results values, always complying with current legislation. This is why we publish on the Intranet each and every person's reached goals.

#### INDEPENDENCE

Intergea encourages its societies to be independent management-wise.

#### PASSION

Our team works with great passion and every single individual is fully valued in their potential. Over the years, the company committed important resources to training courses.

### BOD



Chairman and CEO

#### Alberto Di Tanno

Born in 1964, married with three children. Group Strategy Proxy, Shareholding Management, Insurance Services, and Spare Parts.



Managing Director

#### Carlo Calvi

Born in 1961, married with four children. Sole Director of Autobro vehicle e-commerce and secondhand sales company.



#### Managing Director

#### Luca Di Tanno

Born in 1987, married with two children. Automotive Proxy and IT. Chief Executive Officer of Autoingros Torino.



#### Managing Director

#### **Catello Esposito**

Born in 1963, married with four children. Proxy, Automotive, and Marketing Multibrand. Chief Executive Officer of Gruppo Logica and Theorema.



#### Managing Director

#### Sabrina Filiberto

Born in 1969, married with one child. Accountant, BOD member of Intergea Group with coordination proxy and M&A (Mergers and Acquisitions).

### TOP MANAGEMENT



#### **Gianluca Italia**

Chief Executive Officer and Chairman of Gruppo Mocauto, official car dealership for Peugeot, Citroën, DS, Opel, Mazda, Volvo, and Honda, and chairman of G. Villa, former manager for Lancia followed by Fiat for Emea, manager for all Stellantis' brands per the Italian market, CEO for the management network of Stellantis in EMEA.



#### Massimo Gargano

Born in 1963, married with two daughters. CEO of AutoArona, car dealership of Audi, Vw, Skoda, and commercial vehicles. Partner, Board Member of Intergea Premium, and Chief Executive Officer of Idea2.



#### Vito Mandina

47 with two daughters, former Sales Manager of Stellantis, and currently CEO of Autoteam 9 Intergea Group North East. Car Village Firenze Chairman.



#### Antonio Ferrari

Born in 1960, founder and current Chairman of Gruppo Ferrari, partner of Intergea North East which controls Autoteam and Autoteam 9 in addition to Gruppo Ferrari, and partner of Autobrema.



#### Marco Pesce

Born in 1960, accountant, CFO Holding Intergea North East.



#### Antonio Piscitelli

Born in 1977, with Intergea since 2013. From 2013 to 2018 in Nobis Assicurazioni, from 2018 Chief Executive Officer of CerTo, a company of the Group for After-Sales management.



#### Stefano Ventura

Born in 1979, married with three children. Chief Executive officer of Maserati ForzA, Maserati's official car dealership in Piedmont, Liguria, Valle d'Aosta, and Veneto.



#### Aurelio Pagani

Born in 1968, Chief Executive Officer of CIERREFFE, a unique model in Italy for complete logistical, distribution, commercial, operational, and customer care integration of the spare parts warehouse of dealerships.



#### Franco Soardo

Born in 1966, married with two children. Managing Director LOGICA, FCA, Lancia, Fiat Professional, Alfa Romeo, Jeep Brand Manager, Financial and Insurance Services.



#### **Michele Mellano**

Born in 1988, CFO of Intergea Group. Administration, finance, and control Management.



#### Alberto Catania

Born in 1978, Chief Executive Officer of Car Village, Stellantis car dealership in Florence, with the Intergea Group since August 2020, and former manager of Stellantis.



#### Vittorio Massone

Born in 1966, married with one daughter. After more than 25 years of strategic consulting, most of which performed abroad, he now deals with consulting and investments in the tech and digital transformation field. Within Intergea Group he is CEO of Intergea Premium and Chairman of AutoArona, especially regarding M&A, Finance, and Digital.



#### **Giuseppe Ferreri**

Chairman of Idea?

52, Commercial manager for secondhand vehicles of Car Village Firenze and secondhand sales manager for Intergea Group.



#### Vincenzo La Gatta

Born in 1972, married with two children, General manager of Autoingros Torino.



#### Giuseppe Saccani

With experience in the automotive industry since 1997, Chief Executive Officer of Gruppo Ferrari since July 2022.



#### **Elias Fara**

Born in 1968, with more than 22 years of experience in Gruppo Stellantis, former Northern, and Central Italy Area Manager from 2018 to 2022 for former FCA brands. Joins the Intergea Group in 2022. Starting from 2023 he's CEO of G. Villa, a car dealership of Fiat, Jeep, Lancia, Abarth, Fiat Professional, and Hyundai of Monza and Brianza.



#### Alessandro Lando

Born in 1971, joins the Group in October 2020. Chairman of Move Autoteam, a car dealership with 14 stores in the districts of Verona, Rovigo, and Padova.



#### **Cristiana Alicata**

Managing Director and Board Member of Autobro, the Group's e-commerce platform. Former CEO of FCA Netherlands e Sales Director Mazda Motor Italia. Previously she served on the BOD of Anas SPA upon appointment by the Italian government.

### OUR EVOLUTION 1,150

1,150 MM Euros





55,000 Sold vehicles including subsidiaries 870 People

**365** MM Euros Financing and leasing **131** MM Euros Spare parts

\* Pre-closing

## OUR STORY

**1993** The first Autoingros Showroom opens in Borgaro Torinese.

**1997** The activity of spare parts, which will then transform in CER - Centro Europeo Ricambi - is born.

2003 Intergea Group is born.

**2008** Intergea is the first Group in the automotive industry to fund an Insurance Company.

2011 Intergea Network is born.

**2012** Intergea holds 1st place in Italy (source: ICDP).

2014 Intergea acquires the Maserati brand dealership. Nobis Compagnia di Assicurazioni is granted permission for RC Auto and RC Generale branches. 2017 Nobis Compagnia di Assicurazioni acquires Filo diretto Assicurazioni.

2019 Nobis acquires Apulia Previdenza S.p.A. Compagnia di Assicurazioni for the life-involving branch, which is transformed in Nobis Vita and Intergea North East is born.

> Arval agreement with Intergea for exclusive distribution via Stores in main Italian cities

2020 Intergea Premium is born and it acquires AutoArona (Volkswagen, Audi, Seat and Skoda).

2021

Nobis acquires the Darag portfolio.

AutoArona acquires Idea 2, Audi, and Volkswagen car dealerships, in the districts of Novara, Vercelli, and Biella. Car Village Firenze is born.

E20 is born, a company devoted to hail-related damage repair. Mocautogroup is born.

**2022** Autobro, the E-commerce platform, is born.

The total amount of G. Villa shares are purchased.

IDEA2 merges in Autoarona.

The merger of Overdrive in Mocautogroup is defined.

## AUTOMOTIVE

#### Evolution and innovation

### DISTRIBUTION

Intergea, the Italian leader in the automotive distribution industry, can count on a network of more than 137 stores in 11 Italian regions. Our car dealership method is fully aligned with each brand's identity. We follow and respect the manufacturer's standards and image.

The project was born with the idea that every single associate is fully independent but with data and cost optimization to reach an interesting scale economy on supplies.

The required economical resources for activity and the economical results achieved are a prerogative of each company, ensuring their enhancement and development. All Associated Companies contribute to the profits also coming from new commercial and financial activities developed by Intergea Group. Logistics, secondhand vehicles, warranty extension, and financing are the pillars of all positive economical results achieved.



### BUSINESS DEVELOPMENT TEAM

In 2021 the International Business Development Team is born within Intergea Group. The Team serves as the Bureau of International Affairs for Intergea, aiming to target new opportunities on the Italian market as well as international ones, attracting new Brands looking for potential partners.

The Team, led by Cristiana Alicata, develops and is denoted by deep skills in finance-strategy, international relations, commercial and retail, including market analysis and competitiveness, strategic and operational marketing, and works closely with the Group's assets, specifically sales, after-sales, and insurance, to build a broader Group dimension than automotive distribution and service sales.









### **CONTROLLED** COMPANIES

- ◆ Autoingros Torino S.p.A.
- Gruppo Logica S.p.A.
- ♦ Theorema S.p.A.
- ♦ Forza S.p.A.
- ◆ Teknogest S.r.l.
- Private Car Rent S.r.l.
- Mocautogroup S.r.l.
- Overdrive S.r.l.

#### HOLDING INTERGEA NORD EST MOVE

- Gruppo Ferrari S.r.l.
- ◆ Autoteam S.r.l.
- Autoteam 9 S.r.l.

- ♦ G. Villa S.r.l.
- ◆ Autobro by Carzooon S.p.A.
- ♦ Certo S.p.A.
- ♦ Cierreffe S.p.A.
- Cierreffe Lombardia S.r.l.
- ◆ Car Village Firenze S.r.l.
- ◆ E20 S.r.l.
- ♦ Etica S.r.l.

#### **INTERGEA PREMIUM S.R.L.**

- ♦ AutoArona S.p.A.
- ♦ Ideadue S.r.l.

### SUBSIDIARY COMPANIES

- ♦ Alternativa S.p.A.
- Auto 3 S.p.A.
- Auto Si S.r.l.
- Contatto S.p.A.
- Eclettica S.r.l.
- Fratelli Cozzi S.p.A.
- Gruppo D. Motors S.r.l.

- ◆ Locauto Due S.r.l.
- Nuova Auto Alpina S.r.l.
- ♦ Effepi Auto S.r.l.
- ♦ Torino Auto S.r.l.
- ◆ Tua S.p.A.
- ♦ Queen Car S.r.l.



# WE REACH 50% OF THE ITALIAN TERRITORY

### **DISTRIBUTION:** STORES FOR BRANDS AND DISTRICTS

	AO	BI	CN	FI	GE	IM	MB	МІ	MN	мо	NO	PC	PD	RE	RO	sv	то	VB	VC	VR	Tot
<b>(</b>	1	1	1					1				1			1		5			1	12
											1								1		2
CITROËN								2	1								1			1	5
DACIA	1		1										1		1		2			1	7
								1									1			1	3
FIRT	1	1	1	1		2		1							1		8			2	18
												1				1					2
НУШПОЯІ									1								1				2
JAGUAR												1									1
Jeep	1	1	1	1				1							1		3			1	10
KN		1							1				1		1		2			3	9
	1	1	1	1		2		1							1		5			2	15
LAND- -ROVER												1									1
¥					1												1				2
							1	2	1												4
MISUNISHI																	3				3
$\odot$		1						1	1	1				1			1				6
<b>B</b>								2	1		1						6		1	1	12
	1		1										1		1		2			1	7
											1				1			1		1	4
C SSANGYONG																	3				3
SUZUKI									1												1
$\bigotimes$											1										1
								1													1
<b>e</b>								1					1							1	3
BYD				1													1				2
Tot	6	6	6	4	1	4	1	14	7	1	4	4	4	2	8	1	45	1	2	16	137



### PARTNERSHIP: DEVELOPMENT MODEL

Thanks to its longstanding experience in the automotive industry, Intergea is focusing on a global development model, based not on the mere price of the vehicle, but on the "Driving cost".

A strategic choice that rewards the customer's fidelity and maximizes the development of assistance and sales-related services.

All of this is through the specific application of a "know-how" which aims to maximize results and the brand's fidelity through continuous training and recruiting.

#### **OPPORTUNITIES**

- Reduction of the vehicle's lifecycle, thus with two sales in eight years instead of one, and consequent 100% customer and service loyalty, with improved margins.
- Maximum driving safety for the customer with a brand-new vehicle.
- Defined costs.

#### **STRENGTHS**

- Exclusive insurance formulas thanks to the direct cooperation with Nobis Assicurazioni.
- Maximum profitability for the sales force, so the best ones always join our group.
- Growing up NPS thanks to the client-oriented method.



Sergio Ghiglieri



Zaira Nardò



Ilaria Locane

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### **INTERGEA LEARNING:** EVOLUTION AND TRAINING

Intergea Learning carries out personnel recruitment, selection, and training activities both for subsidiary and third-party companies.

To reach maximum efficiency and the best results we developed a tailored project with long-term strategic objectives, into which the Intergea Learning platform, built specifically for dealer needs, is integrated.

### AUTOBRO.IT THE NEW E-COMMERCE REALITY DEDICATED TO PRIVATE INDIVIDUALS

Within Intergea Group, Autobro gets established, a new e-commerce reality that responds to an evolving car buying logic.

This platform, tailored to satisfy any sales and buying need, offers the possibility to choose and purchase a vehicle online, and the customer will be guided through a process including all financial, insurance, and assistance services to customize the best fitting offer.

As we all know, mobility has increased its evolution and cars are rapidly transforming from a good to a service. Intergea Group, which has been closely observing this phenomenon and so it offers its clientele ever-innovating solutions through its car dealerships, is widening its market by reaching out to those customers - whose number is increasing - who want to choose and purchase a vehicle remotely, comfortably from their own home.


Moreover, it is also possible to get a quotation of your car for tradein in real-time and receive a real and definitive quotation in a few simple clicks. Once the choice is made, it will be possible to have the car delivered to your doorstep or pick it up yourself at one of our participating showrooms.

Autobro is headquartered in Turin, Italy, at Corso Rosselli 175 within specially redeveloped and remodeled spaces with a focus on sustainability. Here, you will find the management, marketing, and administration departments as well as a dedicated photo room inside which detailed photos of all cars are taken.

#### www.autobro.it



### AUTOINSTOCK THE PLATFORM DEDICATED TO INDUSTRY DEALERS

Autoingros originates not only from retail but also from large-scale distribution, and it is thanks to this combination that the AutoINstock project emerges. AutoINstock is Autoingros' portal dedicated to all industry players, dealerships, repair shops, body shops, rental companies, and brokers.

To sell more than 6,500 vehicles in 2023 and become a leader in the Italian B2B market, Autoingros' project is aiming high and is already proving it with more than 5,000 cars sold in 2022, within a year of the website's launch.



By registering on AutoINstock, you can customize your dashboard, download vehicle specifics, view available stock, and purchase the vehicle of your choice in one simple click. The website provides 24-hour support via an always-on web chat, and each subscriber is entitled to a dedicated contact person. Ten agents are always available and they are dedicated to following B2B Customers' choices step by step on the portal. Autoingros' virtual stock allows you to have more than 3,000 cars ready to be sold, plus direct access to AstaCar to participate in B2B Auctions.



## ASTACAR

AstaCar, the online auction portal for industry professionals, is born in 2019. The platform is in continuous development, and despite adversity and the lack of second-hand products, it has managed to grow every year resulting in increased sales by an average of 60% and a raise in the product profit. To date, AstaCar has fifteen Italian and international partners leveraging the portal's capabilities.

New for 2023 is the introduction of private party auctions: any private Customer can upload their car to the platform for free and make it visible in the auction to all AstaCar participants, making their selling experience easy, engaging, and safe.

AstaCar is always evolving and ready to take on new challenges.

www.asta-car.it



An international partnership





#### LONG-TERM RENTAL FOR PRIVATE INDIVIDUALS



Thanks to Intergea's partnership with Arval Italia, 5 Arval Stores have been established in Turin, Milan, Florence, Padua, and Perugia. Arval, the french multinational Group specialized in long-term rentals, which recently has expanded in the uprising market of private consumers, is becoming a whole top player in the field. This project is looking forward to the international opening but by 2025 it will cover the Italian territory.



Arval Stores are for those who need to feel the product first-handed and engage directly with our consultants; in summary, they are the realization of our phygital approach on the market, combining both the digital and the physical aspects. Physical interaction is a key element for consumers: especially in the past year and a half, consumers have learned to better grasp the digital environment while still wanting to have human and product interactions.

Arval Stores are "mobility stores" fully dedicated to rentals. In Arval Stores, customers can personally relate with consultants, touch the cars, and see and try our vehicles on display. "Premium" experience is ensured by added value services we offer: we can evaluate used cars in a few minutes, and, for in-store cars, get the car delivered within 10 days.

www.arvalstore.it



## THE **ALFA ROMEO** MUSEUM

Fratelli Cozzi in Legnano is the oldest Alfa Romeo dealership in the world; it represents the brand since 1955 and for this reason, it has also been awarded the status of historical business by the Lombardia district. What drives the owner, Pietro Cozzi, with Alfa Romeo is beyond mere business: it is true passion.

All you need to do is go downstairs. Here you will find, in a garage along a red carpet, more than 60 historical Alfa Romeo cars built from 1950 up to today, shiny, perfectly stored, showing all of Alfa Romeo's allure.





# AFTER SALES

Italy's first spare parts distributor



**CRF** is a unique model in Italy of total logistical, distribution, commercial, operational, and customer integration for managing the spare parts inventory of dealerships, including those not belonging to the Intergea Group and Spazio.

#### www.cierreffe.com



From the union of three distinct entities such as Cierreffe, G. Villa (now part of Intergea Group), and Marelli & Pozzi, based on experience and professionalism, a new and great company was born: **CIERREFFE LOMBARDIA**.

Cierreffe Lombardia's partnership with Cierreffe, now guaranteeing 94.8% service levels and availability of original multibrand spare parts, stands out in the market for completeness, professionalism, and efficiency.

As of January 2023, the new corporate structure is as follows: Cierreffe S.p.A., Denicar S.r.I., and Marelli & Pozzi S.p.A.

#### www.cierreffe.com



**CERTO SERVICE** is a brand within Intergea Group working on after-sales assistance. CERTO SERVICE is owned by C.E.R. Centro Europeo Ricambi S.p.A, a European leader in original spare parts distribution.

www.certoservice.it

## NUMBERS

**14** Operating offices

**230** Focused and committed people

**92,000** Tires sold **13,800** sq m of warehouse

9,775 sq m of workshop

**110,400** Inventory items



### INSURANCE AND SERVICES

Transparency and reliability



In Non-life insurance, Nobis Assicurazioni is a mid-size insurance reality in terms of premium income, which is characterized by significant ranking positions in some business lines.





With Nobis Vita, the Group substantially expands its offer, providing customers and distribution channels with an even more complete and innovative product portfolio, thanks to solutions dedicated to the individual also in the areas of asset management, pension, and welfare, to satisfy customers' increasingly complex insurance needs.



### OUR EVOLUTION INCOME 2018-23 (K€)



# OUR OFFER

Flexible and customized insurance products and services covering the need areas of travel and tourism, car and home, health and assistance, providing individuals, companies, and freelancers with unique solutions in the areas of mobility and welfare, with protection for their business and assets.

All Nobis Assicurazioni proposals are marketed through a network of selected partners in various distribution channels.



### Welfare



## **DISTRIBUTION** STRUCTURE

Nobis Assicurazioni works through a network of more than 700 partners including multi-firm insurance agents and brokers throughout the territory, as well as having established relationships with leading national and international brokers.

The specialized insurance distribution channel is flanked by the Tourism Division, with around 2,000 tour operators including Tour operators, travel agencies, and incentive houses, and the Automotive Division with around 1,000 collaborations in the industry between car manufacturers, financial captives, and dealers.

#### Territory and Business division



#### INSURANCE BROKERS

#### Tourism division



### TRAVEL AGENCIES AND TOUR OPERATOR

#### Automotive division



CAR MANUFACTURERS, DEALERS, AND FINANCIAL CAPTIVE

## OUR OPERATIONS CENTER

Available 24 hours a day, 365 days a year, the Operations Center is able to guarantee a response in less than 11 seconds to customer calls for any need, such as roadside assistance, medical advice or simply to be supported in reporting a claim.

In order to offer the best service available, the multilingual operators are supported by the Medical Service, which is always available to immediate answer medical cases and ongoing medical advice by telephone. **4,109** Assistance cases health/travel 17,120 Assistance cases car/home

157,258 Inbound calls

4 telephone rings Average response time **30** Years of leadership in assistance

> **36** Multilingual operators



## PARTNER SERVICES

#### AND NATIONAL AND INTERNATIONAL NETWORKS

**1,606** Technicians (electricians, plumbers, etc.)

**2,591** Physicians and healthcare facilities

654 Foreign providers 6,076 Bodyshops and workshops

210 Countries





### Instant responses

24-hour Operation Center and Call Center



### Innovation

of products and services



### **Dynamism** in the way we operate



### **Flexibility** in meeting our Customers' needs



### **PURPOSE:** CUSTOMER SATISFACTION

Customers and their satisfaction are at the center of Nobis's philosophy.

To do so, we pay constant attention in a situation of need and are always able to assist the customer and devote our utmost interest so as never to leave them alone. It is no coincidence that Nobis is well below the average number of complaints for each type of classification.







Source: IVASS, data on Claims - 1st September 2022

### ADDITIONAL ACTIVITIES

Expertise and digital development

## LEONARDO DIGITALE

Leonardo Digitale S.r.l. is an innovative start-up specialized in digital publishing and web platforms, established in 2020 from the complementary experience of three Italian companies of excellence: Intergea S.p.A., Delta Pictures S.r.l., and Triboo S.p.A.

Their mission joins the paths in a common goal: to support the economic development of companies that want to believe in the opportunities that Digital and the future can offer the Italian economic structure.



#### www.leonardodigitale.it

#### L'Italia che funziona is a magazine reporting good news from all around Italy and the world. In it, you can find out about virtuous companies, excellent public services, and simple news that nourishes our optimism: this publication is designed to tell us what we do not usually notice.

The goal of Leonardo.it - l'Italia che funziona is to help rebuild trust in our country which, despite recent and historical problems, still has much left to offer. Specifically, the sections include narratives on virtuous companies, but also examples of public administration and institutions that stand out for their work, and a section of tips for a better life, to bring optimism into our everyday lives. In addition, readers can report their own Good News! and see it published in the magazine.



# SOCIAL COMMITMENT

Intergea supports NPO AMMP Giorgio Valsania

### NPO GIORGIO VALSANIA

"Love never dies it only transforms." By symbolizing the neverending love for one's child, these words are the motto and the mission at the core of the non-profit organization Associazione Maria Madre della Provvidenza (AMMP) Giorgio Valsania since 2006. Giorgio's family, together with a large group of volunteers, has been able to transform parental love into love for others, dedicating its time and energies to aiding people in need.

The organization, led by chairman Enzo Valsania and vice chairman Alberto Di Tanno, is active in both Piedmont and Italian territory, where it provides free meals to thousands of people every day and where it has provided relief both during the pandemic times and during the earthquakes that have afflicted our country. Nevertheless, its activities expand beyond national borders, reaching all such situations where humanitarian aid and assistance are required. Over the years, this has led AMMP Giorgio Valsania Onlus to build a mill in Burkina Faso, a well and dispensary in Madagascar, and the nursery at Ciriè Hospital, as well as providing active aid to the Ukranian people in 2022.



www.giorgiovalsania.org



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