

Giorgio De Nardi on Aton SpA

I am Giorgio De Nardi, founder of Aton S.p.A.. I am 64 years old and I have 4 daughters. I was born in Venice and I live in Treviso. I cherish my roots because I have always lived in Veneto and here I created my life. Aton S.p.A. is the company that I founded in 1988 after a series of professional experiences where I had not found what I was looking for from the world of work and so I wanted to found this new company that did business differently. What does it mean to do business differently? It means to think of the company not only as a machine that generates money, but also as a set of people that generates value for the territory and for other people. We deal with digital informatics and therefore make products, projects and services that serve to digitize the organizational processes of companies. We are around 270 people, we work all over the world, we mainly deal with sales and traceability of goods and we have developed our own platform that we install all over the world. We also provide services for foreign and international companies as well as for Italian companies going abroad. We have people who come from 19 different countries and speak 14 different languages, something we use to support our clients abroad, and therefore we do it both for Italian companies that go abroad and for foreign companies that want to look for an interlocutor in Italy to realize their projects and goals. We are a B-corp company, a benefit company certified Great Place to Work, which has recognized us as one of the best places to work in Italy, so we are very proud of this commitment and results that we carry forward year after year precisely to generate value, not only for the shareholders and the work that is done by employees, but for all stakeholders who have to do with the company. We are therefore very committed to trying to be as attractive as possible for the stakeholders and therefore we also care about the relationship with investors who may be interested in finding companies with which to develop business in Italy. The company is very profitable and it continues to grow. It is in strong development and has adopted a SAS model, meaning that our business is very recurring and so year after year we repeat the work with our customers through multi-year contracts. We are very keen to be attractive to the staff, because the

job market is very important, so we try to give quality work that can meet the needs of our people's career prospects. We have all the production in Italy, since after an experience in Romania, we decided to make 100% of the production of our business, software and service, in Italy. We also have a company abroad, in Spain. We have made an acquisition so we are mainly concerned with the retail market, while in Italy and abroad where we export our solutions we work especially in the sectors of the consumer goods industry, then food, pharmaceutical, fashion, and in the energy market especially in the gas area. We made around 25 million turnover as a group, and growing, despite the last few years not being particularly great for the Italian economy. We have solid prospects for the future thanks to this platform which allows us to export Made in Italy in the world. We want to confront, and we often win against, big international tech giants, against whom we put the typical Venetian and Trevigian ability to work with great determination, with great ability to do things well done and tailored to the needs of customers. We, therefore, dress our solutions very well on customer-specific needs, and we do not force them to adopt a software or some platform designed the same for all over the world. This is a typical Venetian feature that we have brought into the software and which is giving us excellent results. Our focus is 360° on all stakeholders, customers, suppliers, investors, public administration, professionals, financial institutions and above all workers and clients we pay particular attention to. I remain available for anyone interested in exploring Aton S.p.A. and the possibility of having collaborations.