

## Alessandro Lisi: Eng Hellas is the Group's strategic hub in Southeast Europe.

Alessandro Lisi, Executive Director of Engineering Hellas, speaks to InfoCom about the Group's strategic footprint in the Greek market and the role of Athens as a technology hub for Southeast Europe. He outlines the company's vision to act as a bridge for knowledge transfer, connecting the Group's international expertise with the specific needs and dynamic opportunities of the local business ecosystem. With a particular focus on the critical Energy sector, Mr. Lisi explains how AI, Cloud, and Cybersecurity technologies strengthen national infrastructures and accelerate digital transformation. At the same time, he emphasizes the company's commitment to close collaboration with the academic community and local partners, aiming to create long-term value and develop local skills. What is the strategic vision behind the establishment of Eng Hellas, and how does it fit into the Group's broader European expansion plan? Eng Hellas was established at the end of 2025, building on a journey that began in 2023 when Engineering Group started supporting leading Energy & Utilities clients in Greece, particularly in the gas sector, on their digital transformation journey.

From the very beginning, it became clear that Greece represented more than a promising market. Under the leadership of Italo Moroni, Executive Director, our Energy & Utilities management team recognised a dynamic ecosystem investing heavily in energy transition and digital innovation. This led to the decision to create a structured local presence and bring to Greece the full breadth of the Group's offering, already consolidated in Italy and across several international markets. Today, the Eng Hellas team works closely with local partners and clients to develop innovative solutions in sectors where digitalisation has the greatest impact, including Energy & Utilities, Industry, Transportation, and Telco. The establishment of Eng Hellas, with its operational headquarters in Athens, is part of the Group's wider consolidation strategy in South-Eastern Europe, where it already operates in Albania and Serbia, reflecting a long-term commitment to the region. Within this broader European expansion strategy, Eng Hellas serves as a strategic hub in South-Eastern Europe, leveraging the Group's cross-sector expertise and consolidated capabilities to support local organisations in their technological and organisational transformation. What makes Greece a "strategic pillar" for the Group at this moment, and how do you view the country's role as a broader technology and innovation hub? Greece represents a strategic pillar for Engineering Group because of its positive economic outlook and the accelerating pace of cross-sector digital transformation. Significant investments in infrastructure, energy transition, and innovation are reshaping the country's industrial landscape, creating a dynamic environment for technology-driven growth. In addition, several key Italian and European clients of the Engineering Group already operate in Greece through local subsidiaries across multiple sectors. This presence creates strong synergies



between headquarters and local operations, providing a natural foundation for long-term collaboration with Eng Hellas. From an Energy & Utilities perspective, Greece plays a strategic role. Its geographic position makes it a key hub, connecting South-Eastern energy producers with Central European markets and supporting energy stability, regional cooperation, and sustainable development. In this context, digital innovation is becoming increasingly central. You mentioned the ambition to act as a "knowledge-transfer bridge." How do you plan to collaborate with the local ecosystem, businesses, and the academic community? Engineering Group has long been committed to building digital ecosystems that connect markets, industries, and capabilities, developing modular and scalable solutions to support continuous business transformation. In Greece, Eng Hellas aims to act as a knowledge-transfer bridge by combining the Group's international expertise, from business process design to the implementation of advanced digital technologies, with the specific needs of the local market. The objective is not simply to introduce solutions, but to collaborate with businesses, institutions, and academic partners to foster skills development, innovation exchange, and sustainable digital growth across both public and private sectors, including Financial Services, Government, Healthcare, Industry, Transportation, Energy & Utilities, and Telco & Media. Through this collaborative approach, Eng Hellas seeks to connect the local ecosystem with the broader innovation capabilities of the Group, supporting organisations in their digital transformation journeys while contributing to the development of local competencies and long-term value. How will you apply cutting-edge technologies like AI, Cloud, and Data Analytics in critical sectors of the Greek economy, such as Energy & Utilities? Engineering Group is a Digital Transformation company leader in Italy and with a strong international presence. We have deep expertise across the full technology stack, from Cloud (both infrastructure and hybrid environments) and AI to Data, Cybersecurity and offer solutions ranging from market-leading applications to fully tailored client solutions. Among the key differentiators of our offering, in addition to our deep expertise in working with all best-of-breed market solutions, Engineering Group also relies on proprietary platforms capable of managing all commercial and operational processes. This end-to-end capability allows us to design and implement integrated solutions tailored to the specific needs of each sector and client. In Energy & Utilities, we apply AI, Cloud, and advanced Data Analytics to enhance operational efficiency, demand forecasting, and regulatory compliance. Our approach combines market-leading technologies with proprietary platforms and open-source accelerators, enabling secure, scalable, and faster go-to-market implementations. In Greece, Eng Hellas has already contributed to initiatives in the gas sector, supporting the management of critical national infrastructure, including assets in Alexandroupolis and Revithoussa. Given the rapid pace of digital transformation, how do you approach the critical issue of Cybersecurity to ensure a safe transition for your clients? Recent market reports highlight a significant increase in cyber incidents, with availability-focused attacks (such as DDoS) and ransomware remaining the main threats. Key drivers for cybersecurity services today include European and national regulatory directives, the growing digitalisation of businesses, and the increasing convergence of IT systems (which

manage data and information) and OT systems (which control physical infrastructure, such as energy grids or industrial equipment). Eng Hellas, leveraging the Group's Cybersecurity Centre of Excellence, adopts a holistic end-to-end approach. Its service catalogue spans Security Strategy, Awareness, Monitoring and Testing, OT Security, Zero Trust, and Cloud Security services, providing comprehensive support to help clients safely navigate digital transformation and protect both their data and critical operations. Could you provide examples of international or local projects that will be developed exclusively by the new Competence Centre in Athens? Since the launch of delivery activities for Greek clients, Eng Hellas has adopted a hybrid delivery model. A local on-site team, deeply familiar with business processes and functional requirements, works closely with customers to ensure project success. Meanwhile, a remote team leverages global and nearshoring capabilities from the wider Engineering Group to support implementation efficiently. The new Competence Centre in Athens will build on this model, focusing on projects developed entirely in Greece, starting with advanced digital transformation initiatives in the Energy & Utilities sector, while combining local expertise with cutting-edge technologies and enabling seamless collaboration with the broader Group network. How do you plan to work with Greek technology partners and leverage local expertise? Engineering strongly believes in collaboration with its partner network, which is a key driver of its successful presence in Greece and a source of added value for end customers. Eng Hellas is already working with several local partners, both in business development and in technical delivery, and remains open to further expanding its ecosystem. Within this framework, partners play a strategic, end-to-end role, collaborating with Eng Hellas from the early stages of opportunity development through to post-sales activities, in a mutually beneficial, long-term partnership model.