



# ICT Consulting & Solutions for Operational Excellence

[abacusgroup.io](https://abacusgroup.io)

# Abacus mission is to lead ICT innovation



Abacus' mission is to become your trusted technology partner, delivering cutting-edge solutions that empower the world's leading companies to stay ahead in an ever-evolving digital landscape.

**Abacus is a leading provider of ICT solutions, specializing in IT consulting, infrastructure management and digital transformation services.**

We unite top talent, technology and a comprehensive approach to meet the unique needs of clients across diverse industries, from aerospace and finance to healthcare and manufacturing.

Abacus equips businesses to thrive in an ever-evolving digital landscape by delivering practical innovations like AI, cloud computing and cybersecurity.

We work to ensure that our clients not only remain competitive but are also fully equipped and prepared to navigate the challenges and opportunities of the future.

Abacus prioritizes solutions that create measurable value. By analyzing business processes, we develop strategies that drive real improvements.

With deep expertise and a commitment to long-term success, we help businesses optimize operations, scale with confidence, and stay ahead in a rapidly evolving market.

# Our Strategy

## Focused on strategic growth, capability expansion, and disciplined execution

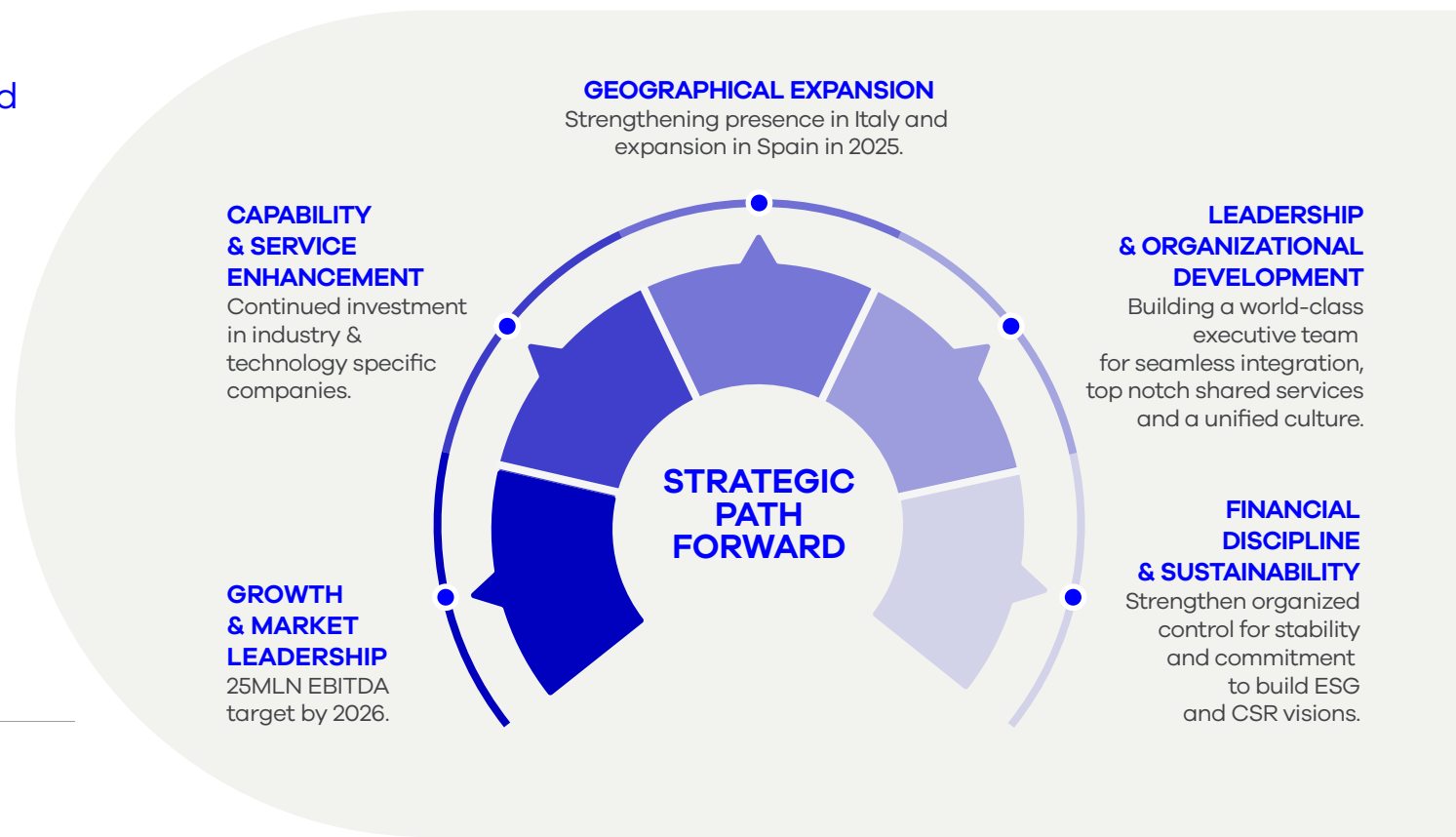


“ At Abacus, our journey from 0 to €11 millions in EBITDA in around two years demonstrates our relentless drive for growth, excellence, and market leadership. As we move forward, our goals are clear: to lead the Italian market by offering comprehensible, industry-spanning services that empower businesses to thrive in a rapidly evolving world. ”

Sándor Nyúl, Chairman

Our strategic initiatives are designed to expand our footprint while building a sustainable, resilient organization that adapts to the evolving needs of our clients.

With a focus on leadership, innovation, and integration, Abacus is poised to become a market leader in Italy and beyond. We are dedicated to delivering exceptional value, driving innovation, and expanding our influence across Europe. Join us as we set new industry benchmarks.



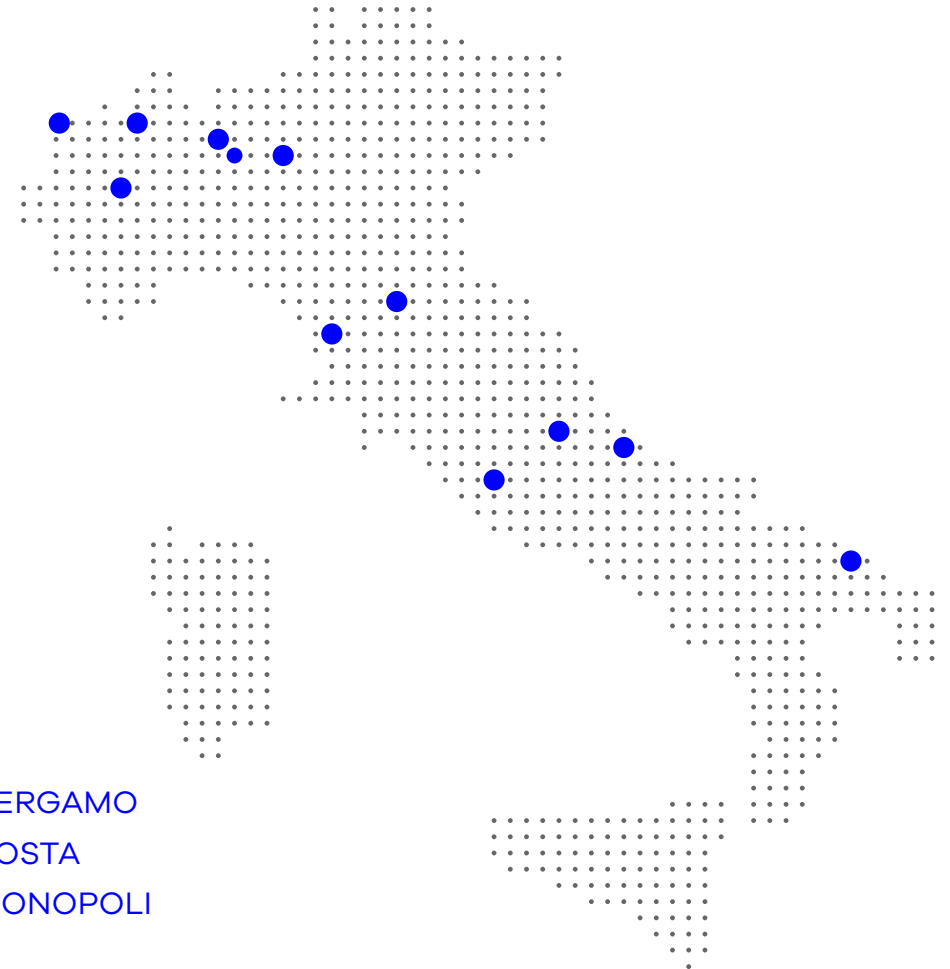
**GROWTH & MARKET LEADERSHIP**  
25MLN EBITDA target by 2026.

# Strengthening presence in Italy to become a leading ICT service provider



## 10 Offices and 450 Professionals in Italy

Abacus operates across several key locations in Europe, with a strong presence in Italy, strategically positioned to serve our clients efficiently.



### Headquarters

**ABACUS HOLDINGS** Ltd.  
Lánchíd utca 7-9, floor 1, no. 1  
1013 / BUDAPEST / Hungary

### Offices in Italy

BIELLA	FIRENZE	BERGAMO
TORINO	ROMA	AOSTA
MILANO	L'AQUILA	MONOPOLI
LIVORNO	PESCARA	

# Abacus Overview

We drive digital growth with strong revenue and a growing team, serving clients from multiple locations.



TOTAL REVENUE (MLN)  
FROM GROUP COMPANIES

50

EBITDA (MLN) ADJUSTED  
FOR ONE-TIME ITEMS

11

EMPLOYEES  
WORKING IN 8 UNITS

450

## REVENUES (MLN) BY CAPABILITIES

Digital Solutions  
(MLN)

25

IT Infrastructure  
& Managed Solutions  
(MLN)

22

Products & Solutions  
(MLN)

3

## INDUSTRY

AUTOMOTIVE

AEROSPACE,  
DEFENCE & SPACE

CONSUMER GOODS

ENERGY & UTILITIES

ESTATE & CONSTRUCTION

FASHION & LUXURY

FINANCIAL SERVICES  
& INSURANCE

HEALTHCARE

HOSPITALITY & LEISURE

INDUSTRIAL MANUFACTURING

IT & HI TECH

LOGISTICS & TRAVEL

PHARMA & LIFE SCIENCES

PROFESSIONAL SERVICES

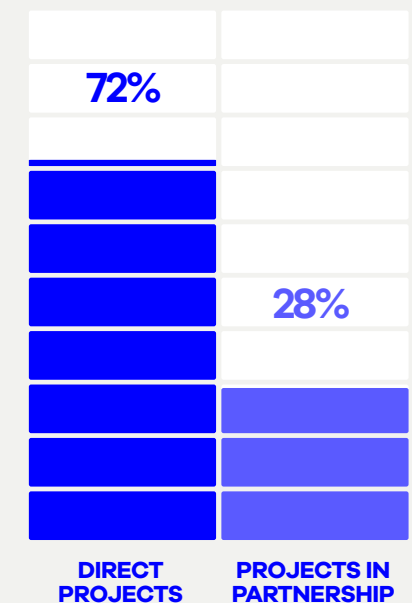
PUBLIC SECTOR

RETAIL

SMALL & MEDIUM  
ENTERPRISE

TELCO, MEDIA  
& ENTERTAINMENT

## EXPERIENCE



# Digital Solutions

## Innovation for digital ambitions



Abacus creates digital solutions that elevate your vision, integrating advanced technology with your processes.

We empower you to lead transformative change while keeping full credit for the progress achieved.

### NUMBERS

Total Revenue (MLN)

25

Capabilities (N)

8

Revenue Contribution (%)

50

### CAPABILITIES

SOFTWARE ENGINEERING

PROCESS AUTOMATION

DATA & ANALYTICS

ARTIFICIAL INTELLIGENCE

DIGITAL TWIN / MODELING & SIMULATION

INTERNET OF THINGS

BLOCKCHAIN

APP & WEB

### TOP ALLIANCES & TECHNOLOGIES



### ABACUS UNIT COMPANIES



# IT Infrastructure & Managed Solutions



Abacus ensure stability and scalability through expert cloud management, cybersecurity and infrastructure support.

We stand by your side, enabling secure, seamless operations as your business scales.

## NUMBERS

Total Revenue (MLN)

22

Capabilities (N)

6

Revenue Contribution (%)

44

## CAPABILITIES

CLOUD ARCHITECTURES

CLOUD COMPUTING

BUSINESS CONTINUITY

CYBERSECURITY

CRITICAL IT INFRASTRUCTURES

BIG DATA ENGINEERING

## TOP ALLIANCES & TECHNOLOGIES

FiberCop

open fiber

snowflake

aws

CISCO

FASTWEB

HUAWEI

Google Cloud

Microsoft Azure

## ABACUS UNIT COMPANIES

air2bite  
an Abacus Company

artea.com  
an Abacus Company

MAX  
Application  
an Abacus Company

RUNELAB  
an Abacus Company

MICSO  
an Abacus Company

# Products & Solutions

## Ready-to-deploy tailored solutions

Abacus provides pre-configured solutions that seamlessly integrate with diverse business models.

We empower your journey to success, providing the tools you need to achieve - and own - lasting results.



### NUMBERS

Total Revenue (MLN)

3

Capabilities (N)

8

Revenue Contribution (%)

6

### CAPABILITIES

DEFENCE, SPACE, AEROSPACE & HOMELAND SECURITY SOLUTIONS

AUTOMATION SOLUTIONS

FINANCIAL INSTITUTION SOLUTIONS

PHARMA SOLUTIONS

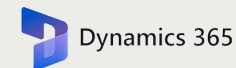
ERP SOLUTIONS

IOT FORECASTING PLATFORM / PORTAL

AI PRODUCTS

SOFTWARE QUALITY SOLUTIONS

### TOP ALLIANCES & TECHNOLOGIES



### ABACUS UNIT COMPANIES



# Our Clients

## Industry leaders driving global markets



We are privileged to collaborate with industry titans whose collective endeavors command significant shares across global markets.

These companies are not merely participants; they are the vanguards, innovators and leaders driving the evolution of their industries.

Our client roster includes firms like Airbus, which delivered over 800 aircraft in 2019, capturing about 35% of the global market share in the aerospace sector.

In financial services, UniCredit and Banco BPM together manage assets exceeding €800 billion, a testament to their substantial influence in European finance.

This unparalleled network of influential companies underscores our capability to support organizations of any scale in achieving their goals.

By partnering with Abacus, you join an elite group of leaders, ensuring access to strategic insights and innovative solutions necessary to maintain a competitive edge.



# Board Members

Our board consists of 8 accomplished leaders with deep experience and strategic vision.



## Sándor Nyúl

CHAIRMAN

45+ years of experience in business and transactions.

Founder of TriGranit, the largest real estate development company in Central-Eastern Europe.

Chairman and co-owner of Granit Bank.

 [linkedin.com/in/sandor-nyul-a2520668](https://www.linkedin.com/in/sandor-nyul-a2520668)

## Attila Szalay-Berzeviczy

FINANCIAL EXPERT

Former President of the Budapest Stock Exchange.

Former advisor to the CEO of the Warsaw Stock Exchange.

Held executive positions in international banking groups.

 [linkedin.com/in/attila-szalay-berzeviczy-23141271](https://www.linkedin.com/in/attila-szalay-berzeviczy-23141271)

## Christopher Clement-Davies

LEGAL EXPERT

Over €75 billion in deals across multiple countries and continents.

Vice Chair UNECE, working party on PPPs.

Played a key role in developing some of Europe's largest law firms.

Currently runs his own law firm.

 [linkedin.com/in/christopher-clement-davies-034bbb14/](https://www.linkedin.com/in/christopher-clement-davies-034bbb14/)

## Margaret Dezse

M&A/TRANSACTION EXPERT

Former partner at E&Y and PwC, with 35 years of experience at Big 4 firms.

Led the Transactions Team in Hungary for PwC and EY.

Managed hundreds of transactions of varying sizes throughout her career.

 [linkedin.com/in/margaretdezse/](https://www.linkedin.com/in/margaretdezse/)

## Csaba Virág

IT & CYBERSECURITY EXPERT

Member of the Board of the European Cyber Security Organization.

Member of the Advisory Group of the European Union Agency for Cybersecurity.

Former CSO of Nortal.

 [linkedin.com/in/csabavirag/](https://www.linkedin.com/in/csabavirag/)

## Henrik Søndermark

IT INDUSTRY EXPERT

Held top executive positions at IBM, HP, and other major companies, leading billion-dollar M&A deals.

Currently holds positions in 17 companies within the IT industry.

 [linkedin.com/in/henrik-sondermark-220336b6/](https://www.linkedin.com/in/henrik-sondermark-220336b6/)

## Pietro Scataglini

OPERATIONS & DEAL MANAGEMENT

Founder of a marketing agency specializing in lead generation.

Leads a marketing team of 30 people.

 [linkedin.com/in/pietro-scataglini-a9449019b/](https://www.linkedin.com/in/pietro-scataglini-a9449019b/)

## Ernesto Stamegna

FINANCE & DEAL MANAGEMENT

Expert in internationalization, today holds different business and investment administration and investor relations roles.

 [linkedin.com/in/ernesto-stamegna-957408/](https://www.linkedin.com/in/ernesto-stamegna-957408/)

# Management Team / Partners & Operations



Leaders with extensive expertise in investment, business development and operational management, ensuring the growth and success of each business unit.



Michele Lamartina

CEO

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Pietro Scataglini

M&A

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FINANCE

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Alessia Plati

INTEGRATION AND CORPORATE AFFAIRS

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INTERIM IT

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Serena Zaninetta

HUMAN RESOURCE

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# Thank you for exploring Abacus with us

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