

INTESI GROUP ENTERS THE CAPITAL OF FAIRTILE WITH A MINORITY STAKE

The two companies will also collaborate on the development of new digital solutions and business synergies

Milan, October 18, 2023 – **Intesi Group**, a Qualified Trust Service Provider specialized in the development and marketing of high-tech solutions, has announced its entry into the capital of **FAIRTILE**, a startup specializing in artificial intelligence for the credit and payment industry. Intesi Group has invested in FAIRTILE, marking a significant milestone in their strategic collaboration.

The partnership between Intesi Group and FAIRTILE not only involves the acquisition of shares but also encompasses an industrial alliance. Both companies share a common mission to guide customers through a conscious digital transformation journey by leveraging technological advancements in their respective fields.

By combining their knowledge, experience, methodologies, and technologies, Intesi Group and FAIRTILE will collaborate on the development of new digital solutions. This collaboration aims to create a joint offering that opens up new growth opportunities for both organizations.

*"We are thrilled to welcome Intesi Group as a shareholder in our company," said **Cristiano A. Motto, Co-founder and CEO of FAIRTILE**. "This strategic partnership allows us to harness the expertise of Intesi Group and deliver enhanced value to our clients. Together, we will leverage our specialized knowledge and experience to further innovate and drive the digital transformation of the credit and payment industry."*

FAIRTILE has gained recognition for its advanced artificial intelligence algorithms used for digital data analysis. The company's intelligence services enable the collection and analysis of extensive user information while prioritizing privacy and user experience. With the help of artificial intelligence, FAIRTILE identifies and mitigates the risk of fraudulent activities such as synthetic identity and account takeover.

Intesi Group, with its 25 years of industry presence, is a trusted provider of Qualified Trust Services (QTSP) certified under the eIDAS regulation in Italy and Europe. The company offers comprehensive consultancy and solutions in areas such as electronic signatures, digital identity, multi-factor authentication, digital transaction management, document signatures, encryption, and data protection.

Furthermore, the collaboration between Intesi Group and FAIRTILE will not only include technological synergies, but also extend into commercial opportunities.

*"At Intesi Group, when we evaluate investments in other companies, we focus first and foremost on real vision alignment and shared development prospects. We chose FAIRTILE because they have ideas and values that we share and a very promising future," comments **Paolo Sironi, President and CEO of Intesi Group**. "I am convinced that the complementarity of our offerings, the synergies between our respective customer portfolios, and the potential growth opportunities in foreign markets, particularly in Asia, will bring us great satisfaction and reward our investment."*

The partnership between Intesi Group and FAIRTILE represents a significant milestone in the evolution of both organizations. Their shared commitment to innovation, customer-centricity, and digital transformation positions them at the forefront of the credit and payment industry.

Intesi Group

Intesi Group is Qualified Trust Service Provider (QTSP) and leading provider of Electronic Signatures, Digital Identities and Certified Mail: founded in 1998, the company is headquartered in Milan, has 120 professionals, more than 600 active clients worldwide, and in 2022 a turnover of 17 million euros.

Intesi Group is an active part of an ecosystem that lives and grows thanks to ideas and synergies developed together with customers, technological and commercial partners, research centers and suppliers.

Among the largest European providers of Trust Services, the company is also appreciated abroad for its ability to innovate and to propose itself as an ideal partner for a Trust Digital Transformation as well as for its role in several international tables and networks, including the Open Wallet Foundation Europe, the Linux Foundation's Trust Over IP and the Cloud Signature Consortium of which Intesi Group currently holds the Presidency.

FAIRTILE

FAIRTILE is the Intelligence and Automation platform for Credit. Established in 2017 in the United Kingdom, FAIRTILE is now also active in Italy and Singapore. The financial technology startup, offers a modern multi-cloud platform with Artificial Intelligence solutions in "Software as a Service" that help customers make better decisions and automate their execution.

FAIRTILE's solutions cover all stages of the credit lifecycle, from scoring engines in disbursement to fraud prevention, from Debbie, a virtual agent for collection management, to a debt collection solution.

FAIRTILE was chosen by Experian and Visa as an innovation partner and successfully participated in the first edition of the Bank of Italy's Fintech Hub. FAIRTILE enables its customers to overcome the complexity, cost, and inadequacy of today's credit paradigm by finding answers to their most difficult challenges.

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