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Utenza - Referente : EXPERTSYSTN02 - Francesca Spaggiari

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Oggetto : Expert.ai presents: 1) "EidenAI Suite", the suite of AI solutions for vertical markets, and 2) New organizational structure with strengthening of the Sales area

Testo del comunicato

Vedi allegato



Expert.ai presents “EidenAI Suite”, the suite of AI solutions for vertical markets

A decisive step in the Group's strategy, "EidenAI Suite" consolidates expert.ai's role as a reference partner for enterprise AI

New organizational structure with strengthening of the Sales area to support growth objectives in line with the strategic guidelines of the 2024-2026 Industrial Plan

Modena, March 12, 2025

Expert.ai S.p.A., a leader in the implementation of artificial intelligence enterprise solutions to create business value, announces the launch of “**EidenAI Suite**”, a suite of complete, ready-to-use and tailor-made solutions for vertical markets, which puts the customer at the center by offering cutting-edge technology to maximize value and results.

The launch of EidenAI Suite is accompanied by the introduction of a **new organizational structure**, marking a decisive step in the Group's growth and development strategy.

Dario Pardi, Chairman and CEO of expert.ai, said: *"Today we are excited to introduce the EidenAI Suite, a key milestone in the evolution and transformation journey we embarked on a year ago to strengthen the strategic positioning of expert.ai. We have designed our solutions tailored to meet the specific challenges and opportunities of each vertical sector, with a single goal: to put the customer at the center. We believe that our vertical solutions can support companies in addressing the complexities of the market, helping them maximize success and satisfaction.*

*And to support our growth objectives – continues **Pardi** – we have launched a new organizational structure by strengthening the sales team, entrusting the responsibility of strategic market areas to highly experienced managerial profiles, and enhancing internal talents who are an integral part of a path aimed at consolidating the expert.ai brand and expanding the business."*

EidenAI Suite

EidenAI Suite integrates the most advanced technologies – from **neuro-symbolic AI** to **Large Language Models**, from **GenAI** to **Agentic AI** – in a **modular and flexible suite**, developed to generate an immediate impact on business processes.

The main goal is to enable organizations to go beyond data, transforming human potential into a strategic asset, creating an ecosystem in which AI and people collaborate synergistically to generate real value. A new standard to address even the most complex



challenges in AI adoption paths, leveraging a deep knowledge of industrial processes and solid technological expertise to transform every initiative into a concrete competitive advantage.

Designed to adapt flexibly to specific needs, EidenAI Suite provides packaged and vertical solutions. Major vertical sectors include:

- **Banking and Financial Services** – management of regulatory compliance, monitoring of risks and financial crimes associated with customers, streamlining operations, assistance to internal staff and improving interaction with customers;
- **Pharmaceutical** – monitoring of resources related to clinical studies, strengthening of research and development activities, greater effectiveness in the quality of care and support for the analysis and prevention of operational risks;
- **Industrial**, with a focus on **manufacturing** – management of third-party and ESG compliance, support for technical assistance activities, greater efficiency in the production sector and in customer assistance;
- **Insurance** – automation of core processes to increase the capacity of work teams, improve risk analysis, accelerate coverage determination and perform faster preliminary analyses in claims management;
- **Public Administration** – innovation at the heart of operational activities but also of the user/citizen experience with efficient, transparent and scalable digital services;
- **Publishing and Media** – optimizing content creation and enrichment processes by improving workflows and manual activities.

EidenAI Suite is available **in SaaS mode on public and private clouds or in License mode on premise**, offering maximum flexibility and rapid integration with existing application architectures, to optimize the return on investment. Thanks to its modular architecture, companies can quickly start pilot projects and expand solutions in a scalable way, ensuring smooth and effective AI adoption.

Eidènai, in Ancient Greek, means to know, to understand, to comprehend. In our vision, AI not only solves problems but transforms data into accessible knowledge. Starting from a deep understanding of your market sector, EidenAI Suite helps create an ecosystem where innovation and awareness intertwine, where skills, technologies, and people collaborate synergistically to generate real value.

New organizational structure

With a **new organizational structure**, expert.ai strengthens collaboration both internally and with partners, expanding the coverage of the markets in which it already operates and accelerating the response to emerging challenges and new customer needs. Process optimization will allow for more timely action, ensuring **fluid coordination of resources, more effective strategic alignment** and an even more significant impact in key sectors.

To consolidate the business in the reference sectors and to support commercial expansion, the Company has appointed **two new Senior VP Sales in North America and Northern Europe** reporting directly to the Chief Revenue Officer Umberto Pardi. The new head of



the Southern Europe area has also already been identified, whose announcement will take place shortly.

Sales leadership in **North America** will be led by **Jeff Sondak**, a seasoned sales executive with over 25 years of experience, specializing in technology-driven solutions. Throughout his career, Jeff has worked with both direct customers and strategic partners, collaborating with leading Fortune 500 companies across the insurance, banking, and healthcare sectors. Before joining expert.ai, Jeff served as the Head of Sales at Roots Automation, a provider of automation solutions for the insurance industry. In this role, he supported customers in leveraging robotic process automation (RPA) and advanced artificial intelligence platforms—such as machine learning and cognitive AI—to optimize operations, reduce costs, and scale their processes effectively.

Andrea Ricotti, former VP Channel Development EMEA, has been entrusted with the sales leadership for Northern Europe, confirming the indirect channel as a fundamental lever for the development of expert.ai's business in foreign markets.

New structure and suite of solutions for vertical markets support the main strategic lines underlying the [2024-2026 Industrial Plan](#), which aims to **optimize processes and improve the Group's agility**, essential elements for seizing market opportunities in a constantly and rapidly evolving global scenario of enterprise AI.

Having completed the restructuring and organizational consolidation phase, the Company is ready **to accelerate growth** by pursuing the 10 pillars underlying the 2024-2026 Industrial Plan.

In particular, it is highlighted that, during 2024, (1) the capital increase of 30 million euros and (2) the debt renegotiation was successfully completed, as well as the conditions for a (3) stable cost reduction (around 4 million euros per year). From a business point of view, the foundations of the (4) new business model have been laid, which will ensure sustainable growth through (5) a new roadmap of solutions with the implementation of new projects and the selection of verticals, and (6) the definition of new partnerships. This was made possible thanks to (7) a new corporate infrastructure based on process optimization and new operational tools and policies, and (8) a new managerial approach. Expert.ai is therefore ready to develop growth not only organically but also through (9) M&A operations and (10) strategic JVs.

For further information on the 10 pillars underlying the strategic guidelines of the 2024-2026 Industrial Plan, please refer to the Investor Relations/Presentations section of the website www.expert.ai as well as to the Borsa Italiana S.p.A. website www.borsaitaliana.it in the Shares/Documents section where expert.ai's institutional presentations shared with the financial community are available.

It is reminded that, as per the 2025 corporate events calendar, the draft Financial Statements and the consolidated financial statements as of December 31, 2024, of expert.ai will be approved by the Board of Directors on March 28, 2025. For a comprehensive and thorough evaluation of the Group's financial results, please refer to the



data that will be published on the same date and which are currently being certified by the appointed auditing firm.

This press release is available on the Company's website www.expert.ai and on www.emarketstorage.com

expert.ai Profile

Expert.ai is a company specialized in the implementation of enterprise artificial intelligence solutions to create business value, listed on the Euronext Growth Milan market (EXAI:IM) and active in Europe and North America. By applying a proven framework for innovation, expert.ai supports companies and public administrations in digital transformation, exploiting the potential of AI for multiple processes and use cases, through a responsible, transparent and sustainable approach that focuses on people, problems to be solved and objectives to be achieved. The company boasts over 25 years of experience in natural language solutions and hundreds of successful implementations achieved through concrete projects, based on the integration of the best technologies available on the market with proprietary ones (knowledge graph, automatic learning techniques - machine/deep learning - large language models and generative AI). Banks and financial institutions, insurance companies, publishing companies and organizations in the public administration, healthcare, defense and intelligence sectors choose expert.ai solutions to automate knowledge at scale, effectively manage huge volumes of information, improve decision-making processes and enable new levels of efficiency by exploiting the right data at the right time, and with great speed. The Company's customers, which operate directly and through partners, include AXA XL, Zurich Insurance Group, Generali, Sanofi, EBSCO, The Associated Press, Bloomberg INDG, Dow Jones and other leading companies. Dario Pardi, who has decades of experience in important multinationals in the ICT sector, is Chairman, CEO and key Shareholder of expert.ai.

For more information: <https://www.expert.ai/>

Contacts

Expert.ai

Investor Relations

Stefano Spaggiari

ir@expert.ai

Communication

Francesca Spaggiari

ufficiostampa@expert.ai

Tel. +39 059 894011

CDR Communication Srl

Investor Relations

Vincenza Colucci

vincenza.colucci@cdr-communication.it

Tel. +39 335 6909547

Media Relations

Martina Zuccherini

martina.zuccherini@cdr-communication.it

Tel. +39 339 4345708

Euronext Growth Advisor

Integrae SIM S.p.A.

info@integraesim.it

Tel: +39 02 80506160

Specialist

MIT SIM S.p.A.

andrea.scarsi@mitsim.it

Tel. + 39 02 30561 276

