



FINMECCANICA
GROUP SERVICES

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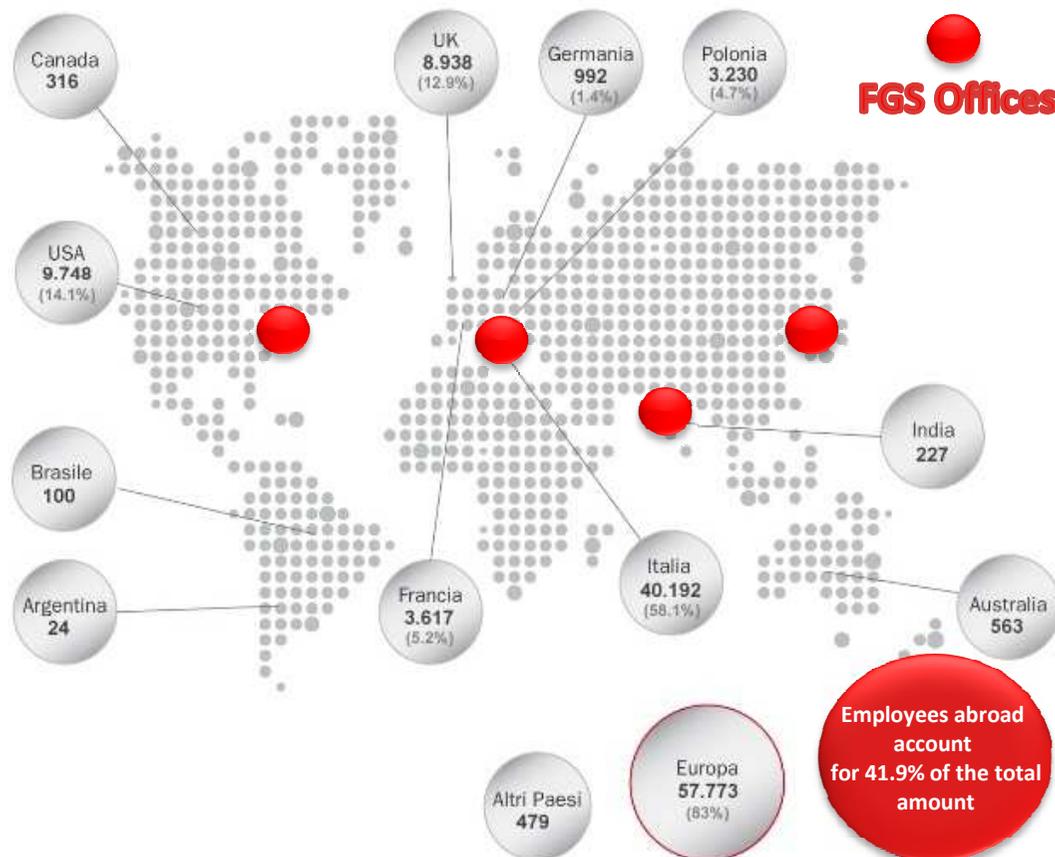
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The Finmeccanica Group is Italy's leading industrial group in the high technology sector and ranks among the top ten global players in aerospace, defence and security. The Group focuses on three strategic sectors, helicopters, defence electronics and security and aeronautics. Finmeccanica is Europe's leading defence systems company and is well positioned at international level, and has a strong presence in the space sector. Furthermore, the group has substantial expertise and a well-established position on the global transport and power generation markets.



The Finmeccanica group has its headquarters in Italy, and has permanent establishments with significant production assets in three domestic markets - Italy, the UK and the USA - where approximately 85% of Group staff work. It has also built up a significant presence in France, Germany and Poland. Finally, it has established a significant network of partnerships in high-potential countries worldwide. In total it has more than 68.000 employees.



*The employees of JVs are consolidated in proportion to the stake held by FNM



FGS COMPANY OVERVIEW AND KEY FIGURES

FGS is the FINMECCANICA Group Shared Service company operating in the following business lines:

▶ **PROCUREMENT**

- Group Procurement activities

- Strategic sourcing (Framework and Master Service Agreements)
- e-procurement solutions
- Procurement outsourcing
- International activities with on-site presence (USA, China, India,)
- Services extension to non-captive customers

- Support Projects

- Supply chain optimization, procurement process reengineering, spend analysis & benchmarking

▶ **SERVICES**

- Group ICT services and projects
- Corporate services to FINMECCANICA holding office

KEY INDICATORS

IN SCOPE SOURCING CATEGORIES:

- ▶ Industrial components
- ▶ Engineering & prod. support
- ▶ Test & Measurement equip.
- ▶ Business Travel
- ▶ Corporate Services
- ▶ ICT
- ▶ Logistics
- ▶ Utilities

KEY NUMBERS

- ▶ > € 1,5 B managed baseline/year
- ▶ > 300 suppliers/agreements managed per year
- ▶ > € 20M baseline on Low Cost Countries (China, India, Korea)
- ▶ > 5.000 e-procurements events
- ▶ > 1.000 buyers trained to e-procurement tools usage

Over the years, FGS has developed an increasing level of skills and tools to support its customers in a fast, transparent and efficient way.

