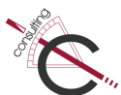


# Company Profile



*WHEN INTUITION AND VOCATION COME TOGETHER, THEY CAN UNCOVER UNEXPLORED ROUTES AND SET GREAT ENTREPRENEURIAL ADVENTURES INTO MOTION.*



**SPECIALIZATION**

**PASSION AND INNOVATION**

**CLEAR VISION AND MISSION**

**COMPETITIVE ADVANTAGE**

“These are our values. We always keep them in mind when developing our strategies and projects. Every day they confirm our identity and our unique position in the global insurance market and thus guarantee us a competitive advantage over our competitors”.



**ALDO CAPURRO** Founder and CEO



# Summary

6 Excellence has deep roots

7 History

8 Mission and Vision

9 Competitive advantage

10 Current profile and operating characteristics

12 Team spirit

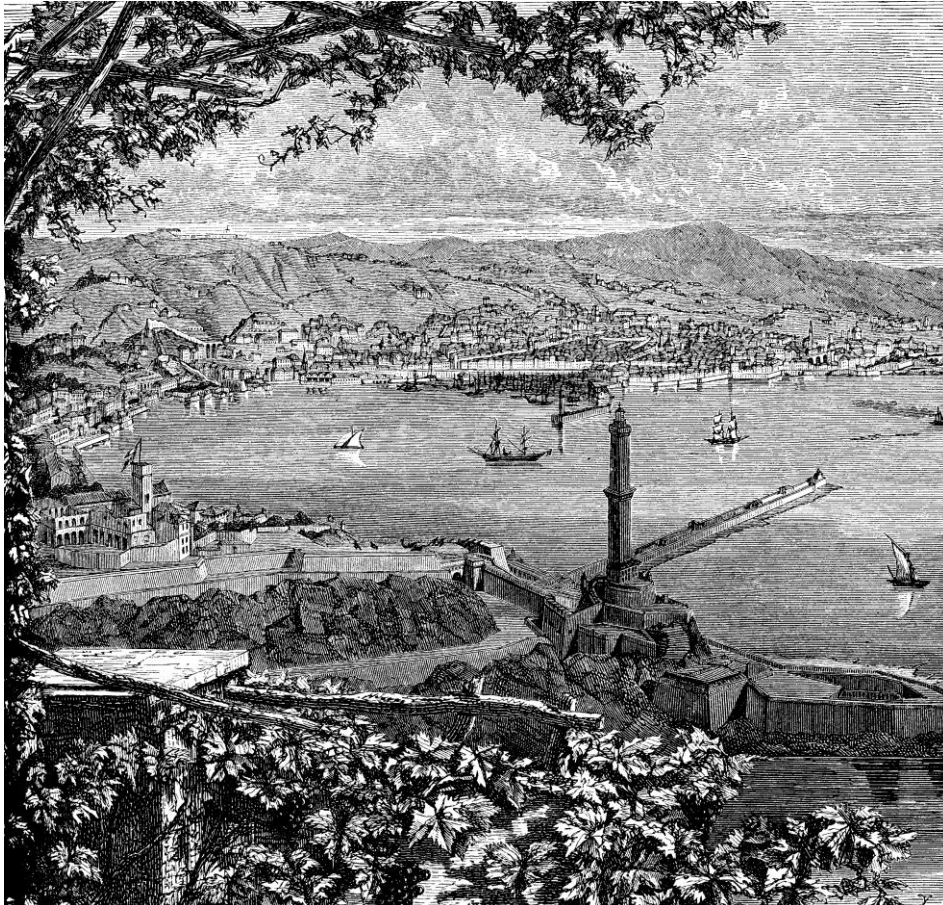
13 International development

14 State of the art & research and development activities

15 Meeting challenges in the face of change



## EXCELLENCE HAS DEEP ROOTS



The first known reinsurance agreement was signed in Genoa on 12 July 1370. So, in August 2000, where else could a company like C Consulting be founded, if not in Genoa? With the largest core of people specialized in software solutions dedicated to reinsurance in Europe, C Consulting represents a center of excellence.

## HISTORY

Aldo Capurro, with a group of young but already expert professionals, in 2000 decided to put to good use his experience in the re-insurance field, gained for over a decade as CIO at an insurance company of a large Italian group. From this commitment came something special: a complete and reliable system for the automation of the outward and inward reinsurance accounting and reporting management which took the name of XLayers®.

The solution addresses every problem in the reinsurance field, from operational ones to those of Senior/Top Management. This applies both to a single insurance company (Life and/or Non-Life) and to a group.

C Consulting was born in **Genoa** in **2000**. After only 3 years, the first installation of XLayers was carried out at an important Italian insurance group.



The Italian insurance market is highly concentrated in **Milan**. Consequently, in **2004**, a subsidiary was set up in the Lombard capital.

## MISSION AND VISION

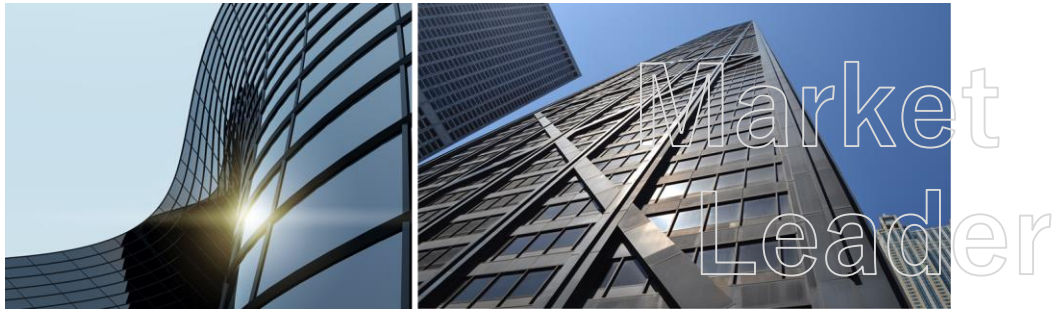


We **speed up** the administrative-accounting and reporting management of reinsurance by certifying the results. We **simplify** the working life of our Clients so that they can decide how to make the best use of time, which is "the last currency", i.e. the only real one. We are committed to ensuring that our services and systems allow top management to make the **best decisions**.

We want to be recognized by the international reinsurance market, too, as the **best player** of software and services dedicated to reinsurance.



## THE COMPETITIVE ADVANTAGE



In the early 2000s, the most authoritative independent American analysts studying the market landscape and general trends, elaborated on the innovative theories and the **value of software solutions** (value proposition theory).

This theory, endorsed by C Consulting, has largely influenced the construction of a system which immediately **responded** to the real needs of operators in reinsurance. It provides them with **accurate and controlled management** which is often a decisive factor in securing the capital needs of the (re)insurance company.

Today, in EMEA, XLayers is at the top of reinsurance process management solutions. It is considered to be the essential driver in the capitalization and balance sheet policy of Clients, as well as an indispensable tool for process and calculation traceability.

70%+

OF THE ITALIAN  
INSURANCE MARKET

60+

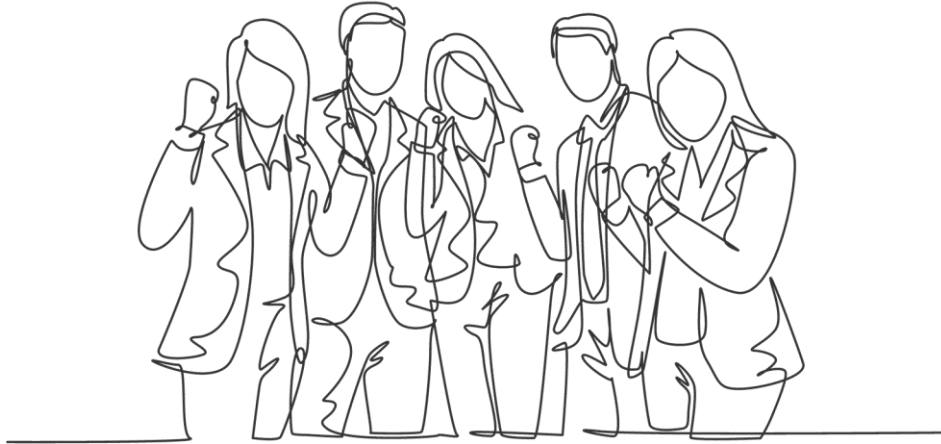
INSURANCE COMPANIES IN THE  
EMEA MARKET

8

CUSTOMERS AMONG THE TOP 10  
INSURANCE GROUPS OPERATING IN ITALY

## CURRENT PROFILE AND OPERATING CHARACTERISTICS

Today the results trend continues to be positive and in line with the best expectations. C Consulting, which is apparently not a large company, represents by far the player with the most expertise in its market. It is part of the **Engineering Group** of which it represents a flagship. Its financial statements testify to the positive trend, even in the long term, and the progressive and continuous growth of both turnover and profit.



The **User Group**, which has proved to be fundamental in the growth of the company and of the solution, allows Clients to actively participate and discuss innovations and needs, both in terms of technology and applications (e.g. regulatory adjustments, any new reinsurance rules/calculations, functional evolutions, management improvements, controls, etc.). In the annual meeting of the User Group, we learn from each other, compare the various opinions and expectations and define XLayers future line of development.

C Consulting has demonstrated the ability to capture solid **market leadership**, thanks to its specialization. The over **60 Clients** who have purchased **XLayers** consider C Consulting definitely very reliable, being able to constantly count on **over 60 IT and reinsurance experts** able to develop cutting-edge proprietary technological solutions and delve into any aspect of the subject. This allows C Consulting to support the Client, should it request it, with a 360° consultancy service.

# Boutique Company



## TEAM SPIRIT



Passion, rigor, commitment, sharing, spirit of collaboration, transparency, loyalty, respect and desire to learn have inspired us since the inception of our business. Our deep affection for our company gives us a sense of pride and drives our determination to excel.

60

DEDICATED REINSURANCE SPECIALISTS



## INTERNATIONAL DEVELOPMENT

Being the Italian market almost entirely controlled (reached over 70%), in 2014 the attention of C Consulting is concentrated on the international market, with the help of prestigious **foreign partners**. The first reactions, strongly positive, seem to confirm that the Italian success can be replicated.

Presently, with a **proprietary sales network** and growing Client base, we are present in multiple countries including Spain, Belgium, Bulgaria, France, Greece, Luxembourg, Poland, Romania, Serbia, U.K. and Turkey.

In EMEA C Consulting is at the top of the market in the supply of software solutions for the management of reinsurance processes of ceding and reinsurance companies.

Member of the ACORD **Ruschlikon Initiative** in France, Italy and Spain, it is **the only** software provider **in the world** that chairs a Regional Implementation Group.



## STATE OF THE ART & RESEARCH AND DEVELOPMENT ACTIVITIES



The high degree of specialization in reinsurance has always allowed C Consulting to develop the right solutions very rapidly to meet the constantly ever-changing local and international regulation such as Solvency II directives, IFRS17, GDPR, etc. or along with the evolving needs of the Client. Over the years, there have also been releases for specific solutions and a dedication to continuous research for rapid and adequate answers to future challenges. C Consulting annually invests 20% of its revenue for further development of its products.

## MEETING CHALLENGES IN THE FACE OF CHANGE



New communication and information transmission protocols (**Ruschlikon**), new technological frontiers (**Blockchain**) and new **risk aggregation methods** for natural disasters require the speed and precision of response that can only be guaranteed by a dedicated entity.

2000

Establishment of C Consulting

2003

First installation of XLayers

2004

A subsidiary was set up in Milan

2007

First User Group

2010

10th Anniversary  
10 Projects successfully launched

2015

First Client abroad



2017

Excellence Award for the innovation of services for the insurance market

2019

C Consulting chairs the Ruschlikon implementation group italy

2020

20th anniversary XLayers purchased in five foreign countries

2021



Excellence Award for the innovation of services for the insurance market



2021


C Consulting joins the Engineering Group

2021

Best reinsurance award accounting and reporting system

 MAIN OFFICE – ADMINISTRATION – OPERATIONS  
Via Giuseppe Macaggi, 18 - 16121 Genova – Italia  
 +39 010 860 7650

 OPERATIONS OFFICE  
Via Pietro Orseolo, 3 - 20144 Milano - Italia  
 +39 02 87389250

 C Consulting S.p.A.  
 [cconsulting@pec.it](mailto:cconsulting@pec.it)  
 [info@cconsulting.it](mailto:info@cconsulting.it)  
 [www.cconsulting.it](http://www.cconsulting.it)

