

EXCAVATION SECTION A

OPINI

Business description

Pini Group is a leading Swiss engineering and consulting services provider with more than 70 years of expertise.

A smart combination of local know-how with global best practices allows our multidisciplinary teams to develop intelligent, affordable, and sustainable solutions in the following disciplines of modern engineering:

- Infrastructure & Transportation
- Urban & Cities
- Energy & Environment
- Digital & Innovation

Where we are in:

Italv Argentina Nepal Australia Austria Norway **Bolivia** Perù Brazil Portugal Chile Saudi Arabia Switzerland Egypt Equador Tunisia France Türkive

India United Arab Emirates

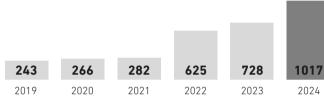
Israel USA

Main certifications: ISO 9001:2015 ISO 14001:2015 ISO 45001:2018

Further information on pini.group

Turnover and and human capital growth





Global footprint



History and strategic view

- 1950 Luigi Pini founds the Pini Engineering Studio
- 1995 Changeover to Pini Associati SA
- 2013 Changeover to Pini Swiss Engineers SA Acquisition of KBM SA (Sion) and Straub AG (Chur)
- **2014** Opening of the offices in Zurich and Innsbruck
- 2015 Opening of Pini Italia, Lomazzo
- 2017 Inauguration of Pini France, Paris
- 2019 Opening of Pini Israel, Modi'in
- **2020** Opening of the Lausanne office
- **2021** Opening of the Rome, Fribourg, Locarno and Roveredo offices
- 2022 Swiss companies merge into Pini Group SA.
 Acquisition of JLCM in Lisbon (Portugal), EBEI
 in São Paulo (Brazil), SEPI in Trento (Italy),
 INEA in Latina (Italy) and ALP in Visp (Switzerland).
 Opening of St.Moritz, Rapperswil, Turin branches.
 Establishment of Pini Australia in Melbourne,
 Pini Norway in Oslo and Pini Group USA
 in Washington DC. Acquisition Geodata
- 2023 Opening of Aarau branch. New Business Unit Latin America. New Business Unit Middle East & North Africa. Opening of the new Headquarters in Grono, Switzerland.
- **2024** Opening of Basel, Milan, Cairo, Tunis and Abu Dhabi branches.

Particularly in recent years, Pini Group SA has undergone significant development as a result of its new strategy, which aims to broaden the company's horizons in an international context. The acquisition of know-how and solid references at a global level are two essential elements of this vision, in order to ensure a solid basis for future acquisitions of mandates. Glocal is for Pini Group the key: considering the different branches as a network of entrepreneurs, able to develop their own network of relationships, while strengthening the whole Group.

More 1200 Employees

74%

Men

26%

Women

39.0

Average Age

CHF

Countries

More **5000** Km of tunnels

Offices

mln

More than

Projects in progress

Infrastructure & Transportation 50%

Urban & Cities

20%

Energy & Environment

20%

Digital & Innovation

10%

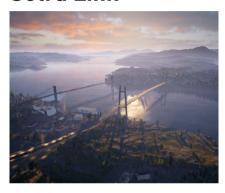
10%

CHF 20'bln Total investments

References

Infrastructure & Transportation

Sotra Link



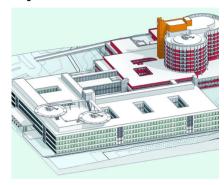
NorwayRoad tunnels (11km D&B).

Planning and construction period 2020 - 2027

Total investment costs 1'250'000'000 €

Urban & Cities

Spital Wallis Sion



Switzerland

Hospital expansion and renovation.

Planning and construction period 2016 - 2023

Total investment costs 235'000'000 CHF

Telt Euralpin base tunnel



France/Italy

Railway tunnel (57,5 km) – TBM and D&B.

Planning and construction period 2018 - 2028

Total investment costs 9'300'000'000 €

Port of Paita



Perù

New terminal berth (300 m + 60 m + 364 m length).

Planning and construction period 2021 - 2022

Total investment costs 145'000'000 USD

Energy & Environment

Linth - Limmern



Switzerland

Hydroelectric underground complex. Capacity 1'480 MW.

Planning and construction period 2001 - 2019

Total investment costs 2'000'000'000 CHF

Digital & Innovation

Metaverse Gallery



Metaverse

Architectural Project – In the Metaverse.

Planning and construction period From 2022

Total investment costs Partnership

The Brinaz



Switzerland

Securing and renaturation of a watercourse.

Planning and construction period 2019 - 2021

Total investment costs 9'000'000 CHF

Scan 2 BIM



Switzerland

3D terrestrial lidar scanning, georeferencing in LV95, point cloud assembly.

Planning and construction period 2022

Total investment costs Confidential

A team ready for the challenge

Board of Directors



Roberto Gerosa Chairman



Daniele Stocker Vice Chairman



Fiona Trachsel Board member



Andrea GalliBoard member

Group Management



Andrea GalliGroup Chief Executive Officer
Head of Business Unit LATAM



Davide MerliniGroup Chief Technical Officer



Cristina Pagani-Boiani Head of Business Unit Switzerland & Austria



Andrea Polli Head of Business Unit



Roberto Schürch Head of Business Unit International



Aymen Cheikh Mhamed CBDO Head of Business Unit MENA

Organizational chart

Group Management					
Business Unit Switzerland & Austria	Business Unit Italy	Business Unit International	Business Unit Latin America	Business Unit Middle East And North Africa	Group Services
Market Area North Zurich Rapperswil-Jona Aarau Basel	Lomazzo	Europe	Perù	Middle East	Finance
	Milan	Norway Bergen Oslo	Lima	United Arab Emirates Abu Dhabi Dubai	Human Resources
	Rome		Chile Las Condes Santiago Argentina Buenos Aires		Information Technology
Market Area East St. Moritz Chur Ilanz	Trento	France Chambéry Paris		Saudi Arabia Riyadh	Innovation
	Turin				Marketing & Communication
	Latina	Israel	Ecuador	North Africa	Strategy & Business Development
Market Area South Lugano Roveredo Locarno Visp	Brescia	Modi'in	Quito	Tunisia Tunis	Sales
	Construction Management	Portugal Lisbon	Bolivia La Paz	Egypt Cairo	Quality
		North America	Brazil	Asia	
Market Area West Sion Lausanne		USA Washington DC	São Paulo	India New Delhi	
Fribourg		Oceania		Nepal	
		Australia		Kathmandu	
Construction Management Austria Switzerland		Melbourne Sydney		Türkiye Ankara Istanbul	

Austria Innsbruck

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