



PRESS RELEASE

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NPL/UTP – iQera Group strengthens its managerial structure in Italy

iQera Group, leader in credit acquisition and management with over 35 years of experience, approximately 2,180 employees in 16 locations and a turnover of 271 million euros (December 2019 LTM), marks a new stage in its expansion project on the Italian market, where it aims to become one of the leading players in the field of debt management and real estate services.

iQera Italia (the Italian arm of the Group) strengthens its management structure through the entry of two managers with long market experience, **Vincenzo Lento and Salvatore Ruoppolo**. Lento will have the role of General Manager (all corporate functions will report to him, including the Finance area for which he will assume direct responsibility as CFO of the group); Ruoppolo will take over the responsibility of the Real Estate Asset Management division.

Vincenzo Lento has known the Italian NPL sector since 2001 and has had significant international experience. He was Chief Operating Officer and Chief Servicing Officer of Credito Fondiario and for 5 years, before that, Managing Director of **Goldman Sachs** International, where he worked in particular within the Realty Management Division (formerly Archon Group), which deals with *Loan and Real Estate investment services and asset management*: here he was EMEA Chief Operating Officer (COO) and CFO/COO of Archon Group management platforms in Italy. His professional career began in 1997 in the world of high management consulting at **PwC** and **Arthur Andersen**.

Salvatore Ruoppolo comes from **Aquileia Capital Service** (a Bain Capital servicer specialising in the management of *performing and non-performing loans* and in property management), where he was Chief Operating Officer and Deputy General Manager with focus on all business activities in the UTP and NPL areas. Previously, he gained important managerial experience in **Intrum Italia** (as Head of Real Estate and NPL Leasing) and in Intesa Sanpaolo where he was CEO and General Manager of two companies of the Intesa Sanpaolo Group dealing with the enhancement of real estate assets and the management of non-performing loans: **Intesa Sanpaolo Re.O.Co** and **INTESA SANPAOLO Provis**. Ruoppolo's long experience in the Real Estate and Restructuring field began in 1998 and is also linked to the managerial responsibilities he held for about 15 years at **Cordea Savills** as Head of Investment & Asset Management and at **Pirelli Real Estate** where, among other positions, he was Head of New Europe (partnership between Pirelli Real Estate and **Unicredit** in CEE) and Head of Residential Italy. In his professional debut as an Engineer at SACED, he was responsible for the design and renovation of the facades of Palazzo Montecitorio in Rome.

The two managers will report directly to the CEO of iQera Italia, **Francesco Magliocchetti**, who said: *"The debt management and real estate services sector in Italy is very competitive and is set to grow in size and complexity in the coming years. High managerial skills and qualified professional expertise are required to move in this context. Hence the choice of iQera Italia to strengthen the existing and already very effective management line with two managers with a long history. Their*



entry represents a further step forward in the road map that iQera group has set to position itself in the Italian market even more effectively".

About iQera Group

French leader in management & debt repurchase, iQera helps large companies and financial institutions at every stage of the client financial cycle by combining human and artificial intelligence. The group puts the customer experience at the heart of its strategy to create the difference and meet the challenges of transforming the Finance, Credit and Customer Relations functions. More globally, iQera aims to activate new levers for growth, empowerment and relationships that are both agile and sustainable for all its stakeholders. The group, present on 16 sites worldwide, has 2180 employees and generated 271 million in cash income (December 2019 LTM).

iQera

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Press contacts : CICOMMUNICATION

Marion Felix | Catherine Isnard | +33 1 47 23 90 48 | cicom@cicommunication.com

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