



Introducing Eurotech

Innovative
Global
Dependable



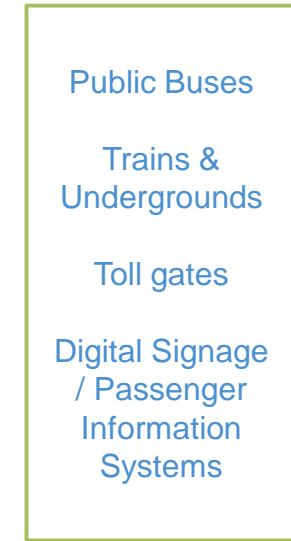
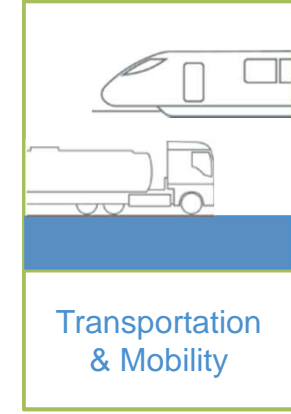
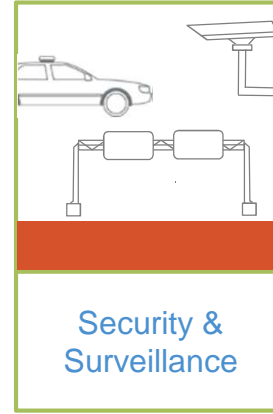
COMPANY SNAPSHOT

Eurotech Quick Facts

- **Founded in 1992, headquartered in Amaro (UD), Northeast of Italy**
- **Global footprint, major subsidiaries in US, Japan, UK, France**
- **Behind the products of more than 20 Global 500**
- **World top player in the Embedded Computers market**
- **Leading multi-awarded innovator in M2M integration platforms for IoT**
- **One of two European producers of High Performance Computers**
- **Public Company, in the STAR segment of Borsa Italiana**
 - Bloomberg ticker: ETH:IM; Reuters ticker: E5T.MI
- **Member of the UN Global Compact**
- **2 Strategic Business Units:**
 - NanoPC (Embedded Computers, Device & Data Management)
 - HPC (Green Petascale Supercomputers)

Eurotech's Proven Expertise

Bringing smartness and connectivity into demanding applications



Some of our Customers

GENERAL DYNAMICS



TOSHIBA



BAE SYSTEMS





Background

THE BIG PICTURE

A new Economy of Data

But logistics remains key...

- A new “Economy of bits” is growing to complement and drive the traditional “Economy of atoms”
 - According to McKinsey, at least 85% of traditional businesses will be affected by the IoT paradigm
- The great expansion of the old Economy of atoms was allowed by the logistics infrastructure for goods
- Similarly, the Cambrian explosion of the Economy of bits will be driven by the availability of what we call the “logistics of data”
- Like express couriers serving many different customers/industries in the physical world, when it comes to the logistics of data all vertical sectors share similar needs: from transport to medical, from agriculture to retail.

SW platforms as the new “logistics operators”

The paradigm ahead

PHYSICAL WORLD

Goods handling

Logistics infrastructures used
by national & international
operators



CYBER WORLD

Data handling

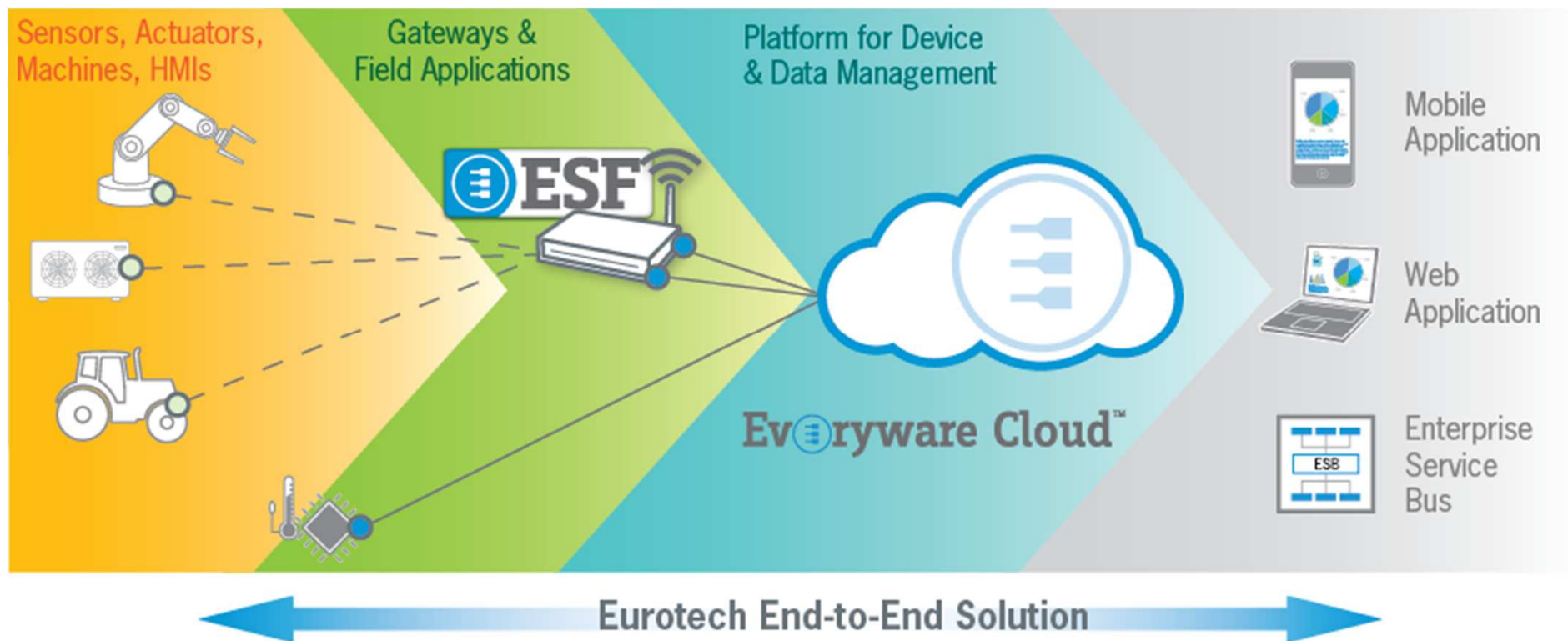
Software platforms in the
Cloud and available as-a-
service



- Control over device data will be strategic
- Competition will be played on SW platforms

Eurotech's vision: "FedExing Data"

Transforming Bits of Data from Operating Assets on the Field into Actionable Information for Business Applications



IoT size – Connected devices & Spending

Gartner, November 2015

Table 1: Internet of Things Units Installed Base by Category (Millions of Units)

Category	2014	2015	2016	2020
Consumer	2,277	3,023	4,024	13,509
Business: Cross-Industry	632	815	1,092	4,408
Business: Vertical-Specific	898	1,065	1,276	2,880
Grand Total	3,807	4,902	6,392	20,797

Table 2: Internet of Things Endpoint Spending by Category (Billions of Dollars)

Category	2014	2015	2016	2020
Consumer	257	416	546	1,534
Business: Cross-Industry	115	155	201	566
Business: Vertical-Specific	567	612	667	911
Grand Total	939	1,183	1,414	3,010

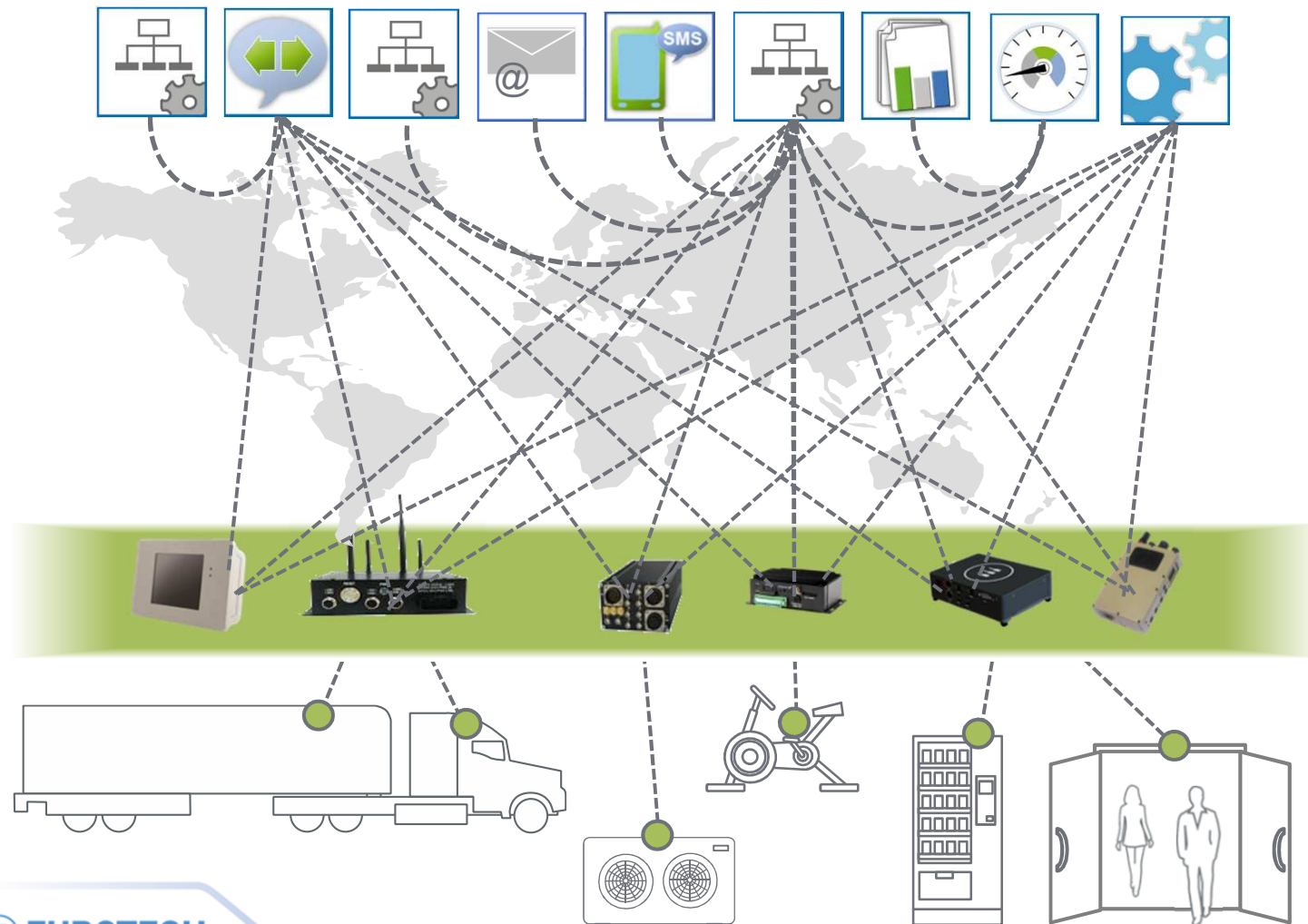
@Gartner Symposium/ITxpo 2015, November 8-12, Barcelona, Spain



THE ESSENCE OF OUR STRATEGY

The complexity trap in IoT

In need of a bridge between distributed sensors/actuators (the “Things”) and distributed Business Apps



Business Applications

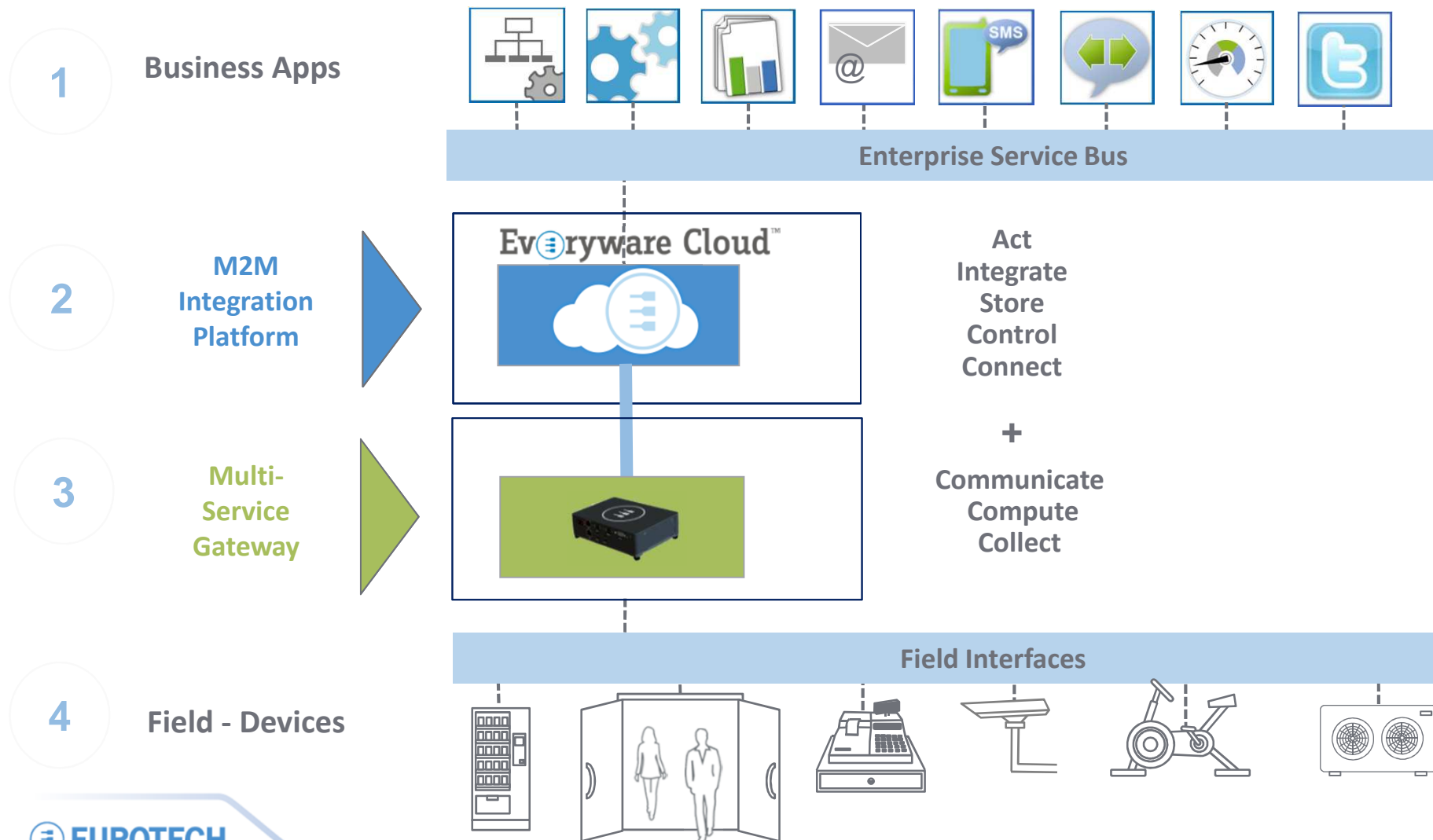


How to tame complexity?

Sensors, Actuators, Displays, ...

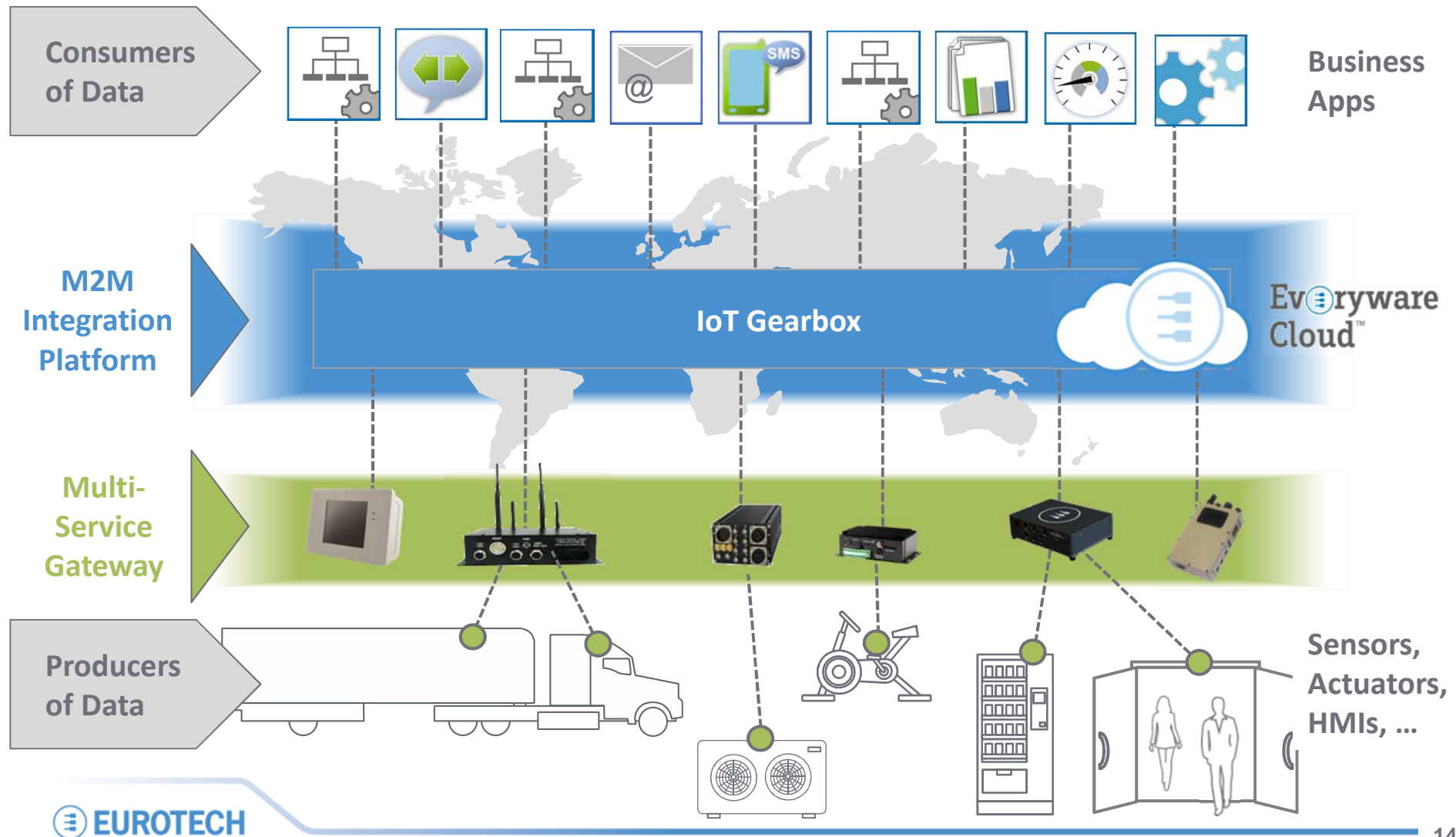
Eurotech's Approach: Divide and Conquer

Ingredients: Four Layers with 2 Architectural Components



Complexity tamed: Decouple & Interface

Everyware Cloud = Gearbox for the Internet of Things



Eurotech's Competitive Landscape

Internet of Things. Smart Cities. Big Data.



Our product portfolio is a fundamental element for the development of complex technology architectures such as Smart Cities, whose success requires simplifying data collection and data analysis (Open Data and Big Data).

Expanding the addressable markets

Boards: punctuated coverage



Sub-systems: sub-segments coverage



Standard appliances linked to M2M/IoT: new sub-segments coverage



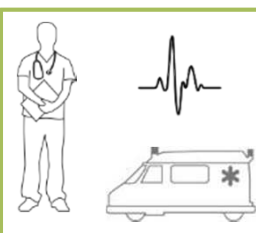
M2M/IoT sw platform: GLOBAL COVERAGE (one modular standard product)



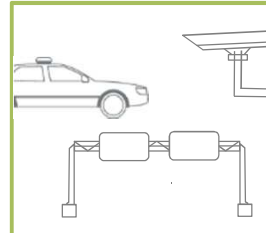
**Industrial &
Commercial**



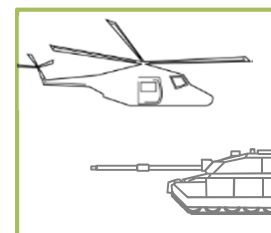
**Logistics &
Networking**



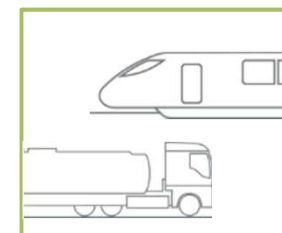
**Medical &
Healthcare**



**Security &
Surveillance**



**Defence &
Aerospace**



**Transportation
& Mobility**

Our Business Model: Adding recurring revenues

Monthly fee per device connected

- **Legacy business: Embedded computers with OEMs and System Integrators**
 - will continue to be an important part of our P&L in the short and medium term
- **New business opportunity: M2M/IoT**
 - in addition to the non-recurring revenues related to the HW, will also have a recurring revenue stream from the integration services provided through our SW platforms



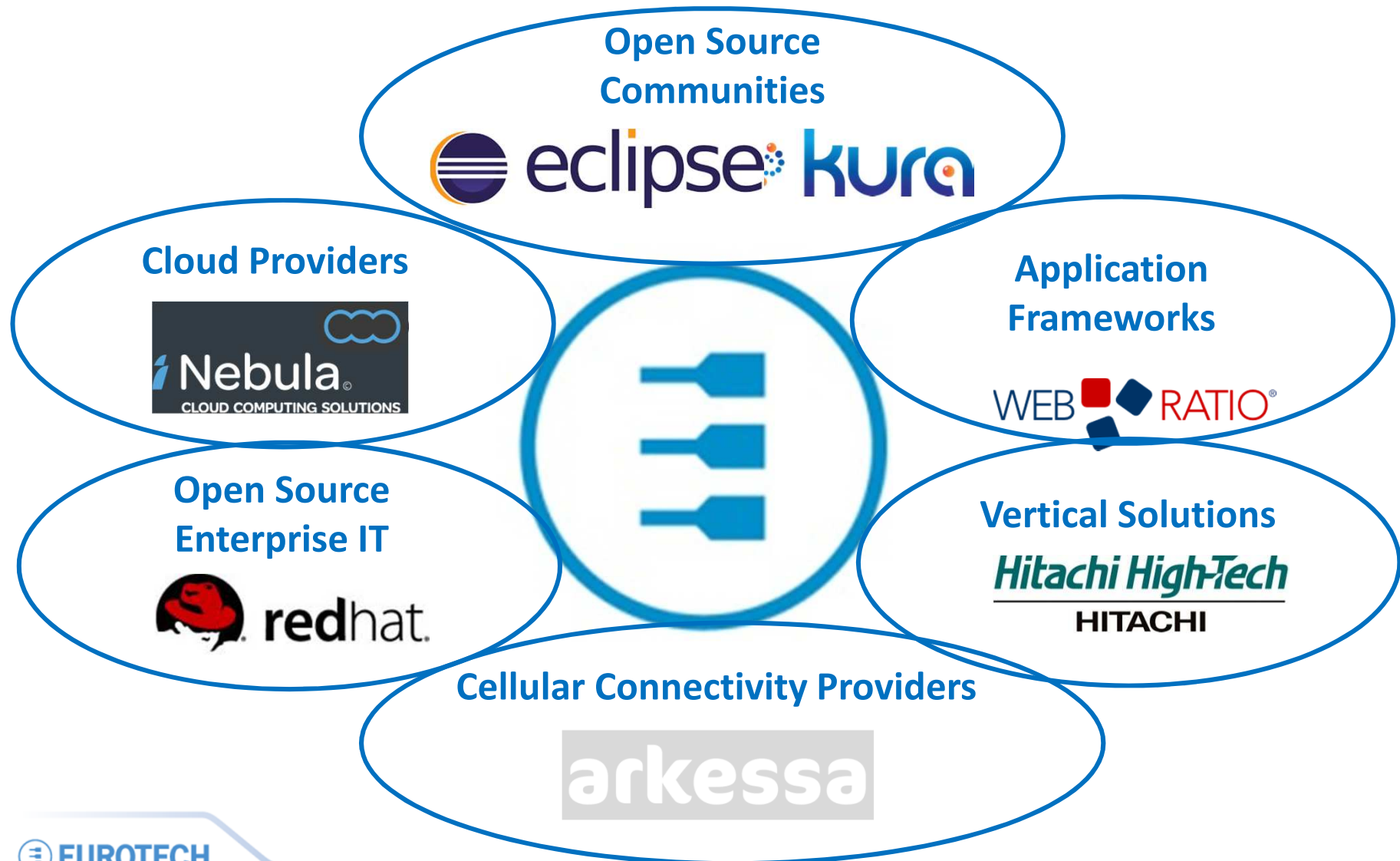


Work in progress

BUILDING AN ECOSYSTEM

A growing ecosystem

Both on technology and business



: Linux-like approach to the SW framework for IoT gateways

- Kura is an open source project started from ESF by Eurotech within Eclipse IoT, an ecosystem of companies and individuals working together to establish an Internet of Things based on open technologies

- Founded in 2012 by:



- Now ...

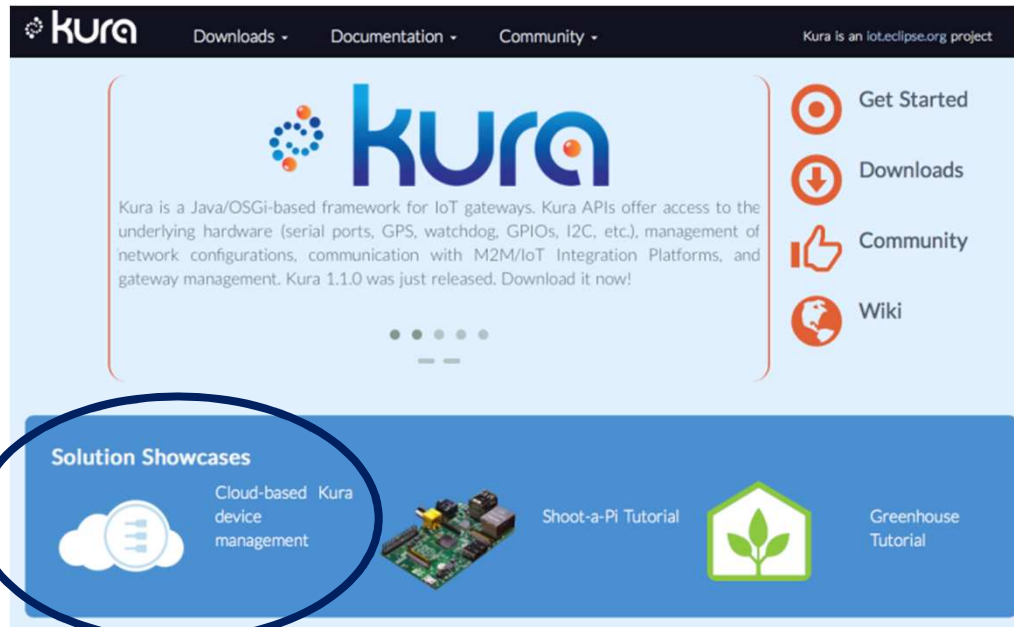
- 23 Members, including leading groups like



- the fastest growing Eclipse workgroup
- a healthy community of contributors

Eclipse Kura: the Freemium model

Lowering entry barriers for IoT pilot projects



Link to Eurotech 's Everyware Cloud page

Free open source framework for IoT gateways:

<https://www.eclipse.org/kura/>

KEY BENEFIT:

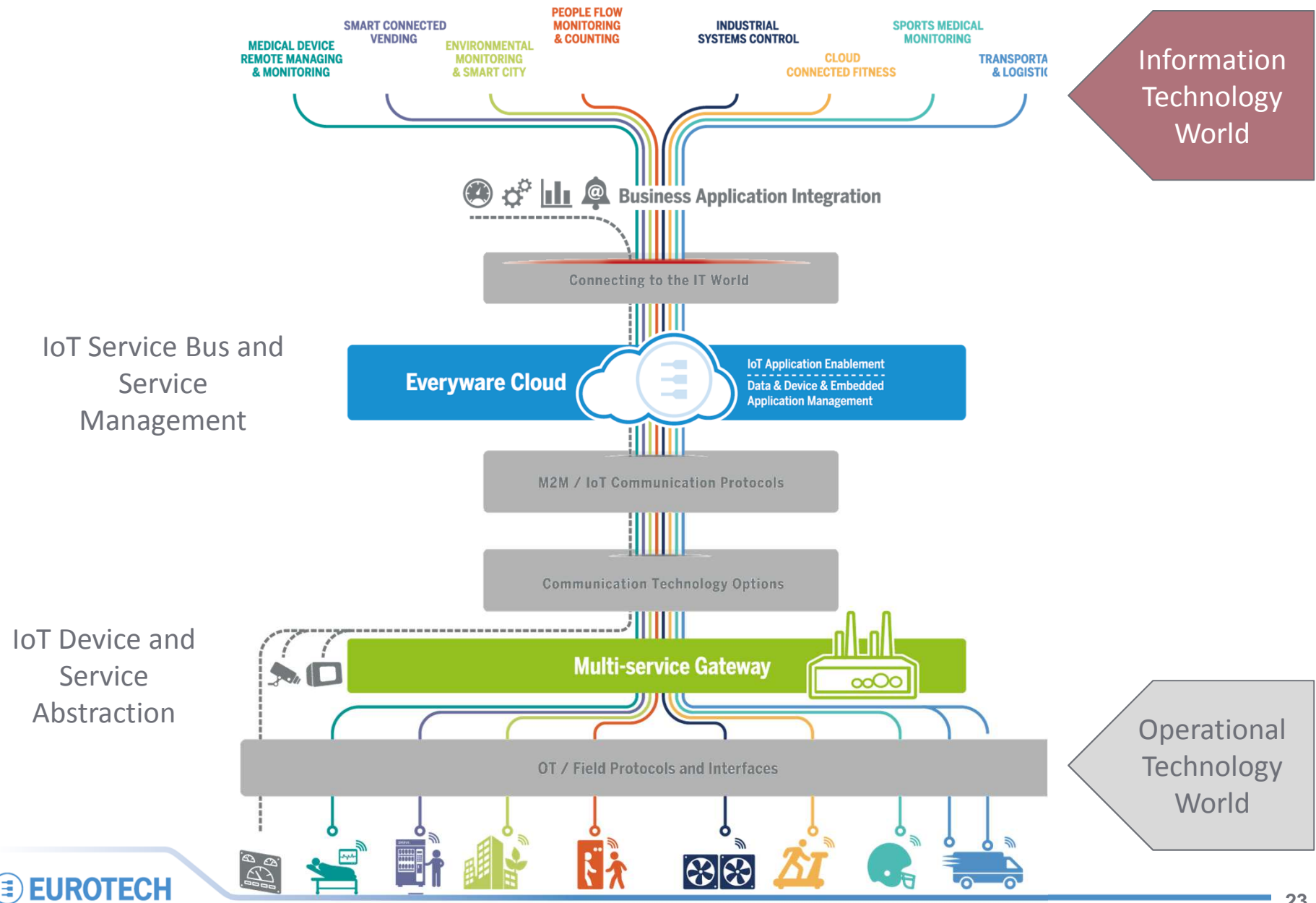
upgrade to Premium,
professional service from
Eurotech with 100% portability
of pilot projects!



Important achievements

POSITIONING & BRAND RECOGNITION

Bridging between OT and IT



M2M/IoT Solutions & Enterprise IT/OT Integration

Gartner

Cool Vendor Integration

IoT EVOLUTION

SMART MACHINES

2015

The rising importance of supporting a wave of innovative vendors that are helping integration headaches of the disparate IT and OT architectures.

Key Findings

- A key aspect of IT/OT integration is network infrastructure. A standardized and customized open-source solution will help with monitoring IT and OT operations, and can be a great facilitator of IT/OT integration.
- When looking at MOM to integrate IT and OT, a distributed data grid (or "data fabric") paradigm can be somewhat similar to that implemented by IMDGs.
- When working in a heterogeneous OT environment, a solution that allows for a wide variety of OT devices can be ideal. Some of the techniques and approaches used for application integration issues can also enable data exchanges between OT and IT systems.
- OT security requirements expand beyond the IT security policy and operational management to include physical security needs for critical infrastructure protection.

Recommendations

- Enterprises should leverage the open-source management practices and disciplines that are common to both environments — such as reusing prior developments and sharing any enhancements made — back into the open-source community for IT and OT contributors.
- Engineers and software developers designing systems, or systems of systems, that include devices or business applications requiring high-volume/low-latency standards-based communication should consider the RTI Connect product family.
- Integration managers should look at cloud-based integration platforms supporting vendor-neutral technologies to optimize costs, accelerate time to deployment, and reduce vendor lock-in for integration of OT systems with enterprise applications.

BATTLE OF THE PLATFORMS

2012

2013

2014

2015

IoT EVOLUTION

Product of The Year

VDC Research

Insights to the Connected World

EUROTECH

Vendor Spotlight

Harbor Research

white paper

Eurotech Re-Invents Embedded Connected Computing for M2M 2.0

FROST & SULLIVAN

2015

BEST PRACTICES AWARD

EUROPEAN CLOUD-ENABLED M2M PLATFORM FOR IIOT APPLICATIONS PRODUCT LINE STRATEGY LEADERSHIP AWARD

IoTAWARDS 2015

INTERNET OF THINGS AWARDS

Most Innovative Platform Solution

WINNER

Organized by **total telecom**

HITACHI Inspire the Next

EUROTECH

ORACLE

JAVA EMBEDDED

Eurotech M2M Technical Building Blocks Focus on a Multi-Service Gateway Approach and Standards-Compliant Software Elements

Providing a competitive advantage to customers and partners by leveraging industry standards and years of experience in challenging machine-to-machine (M2M) projects

Overview

M2M projects present many challenges, ones with hardware designed exactly to customer specifications. Success can be best assured when these three major modalities are met:

- Effective implementation of the customer's business logic on the device side
- Scalable and affordable methods for upstream device and data management
- Simple integration of distributed devices into different enterprise applications by effectively separating the producers and consumers of data

Eurotech creates a strong foundation for the M2M applications by relying on leading industry partners (Oracle's Java Embedded Technologies, Hitachi Super! C/SGP platform) to provide the technology base for device, network, and service development as well as efficient development.

The foundation, combined with Eurotech's long experience in delivering sophisticated M2M projects, resulted into specifically designed M2M Multi-Service Gateway and a cloud-based M2M Integration Platform. These two pillars ensure successful and demonstrable development and deployment of M2M solutions for a broad range of vertical markets.

Consumers of Data

Producers of Data

Figure 1: Distributed Systems Architecture Overview

Gartner 2013 Cool Vendor

CW 100 for 2012, 2013, 2014

CONNECTED WORLD MAGAZINE

intel

Eurotech

Best Innovative Software Solutions

2014

EUROTECH



Frost & Sullivan

2015 “Product Line Strategy Leadership” Award to Eurotech

- Product Line Strategy Leadership Award for Cloud-enabled M2M Platform for IoT Applications in Europe

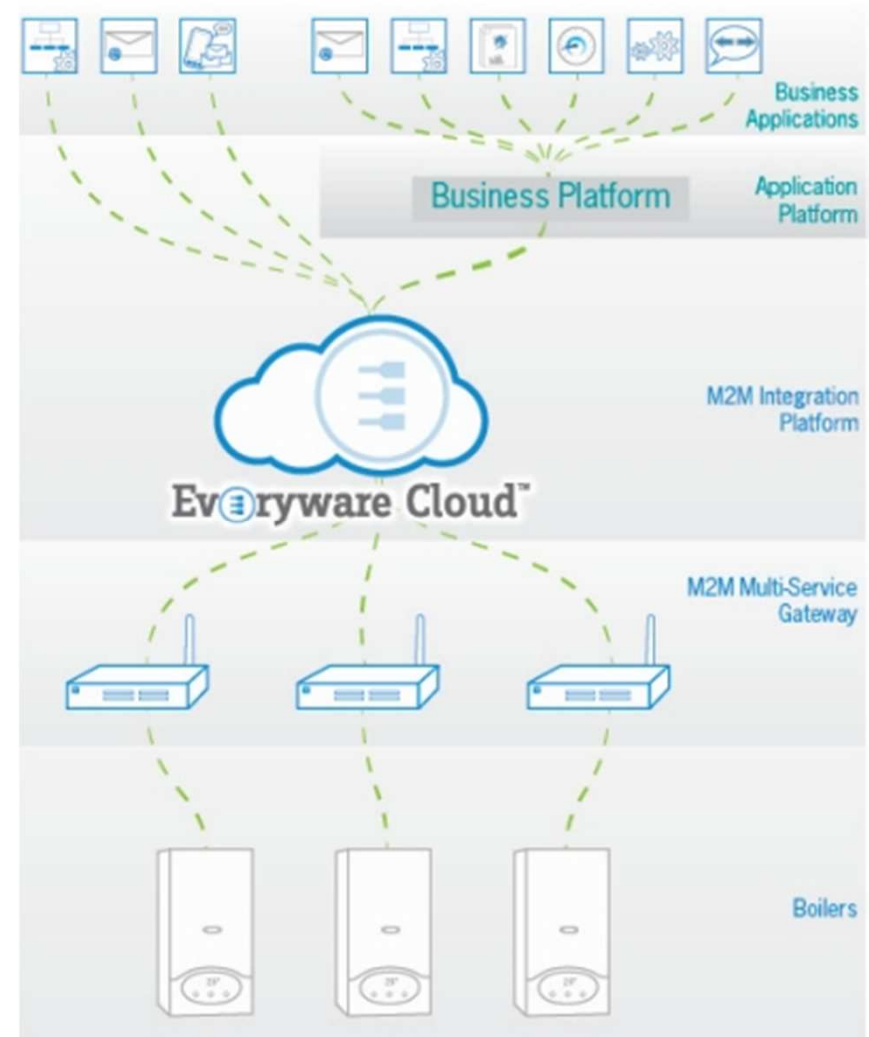
- Not just good technology, but solutions that generate value for the business:

"Leveraging more than 20 years of experience, Eurotech has built a best-in-class M2M platform that aids the interconnection of embedded devices and offers a broad spectrum of solutions. All of Eurotech's M2M solutions integrate hardware, software, and services, eventually delivering optimum return on investment (ROI)".

Ariston Thermo Group

First disclosure of a large IoT customer


- Ariston Thermo is a leader in heating and water heating products
- In July '15, Eurotech announced an agreement for the provision of Everyware Cloud as the platform for the M2M project to interconnect and remotely control Ariston Thermo's boilers, heaters and burners



IDTechEX 2015 “Best Application of IoT” Award

Eurotech technology solves real problems and generates value

- IDTechEx: leader in independent market research, business intelligence and events on emerging technologies; supports clients in making essential strategic decisions in over 80 countries
- Award presented to the entrant who has successfully used IoT technology to solve a real problem and generate significant value for the user
- A recognition of the innovation, the completeness and the value generated by the solution offered by Eurotech to Ariston Thermo Group
- Eurotech’s solution for Ariston Thermo Group:
 - includes the software framework ESF, the integration platform Everyware Cloud and a set of web and mobile applications
 - allow a real-time connection among the appliances installed – geographically distributed – and all actors involved: the end-user, the operators providing technical support and Ariston Thermo



To accomplish great things,
we must not only act, but also dream;
not only plan, but also believe.

Anatole France



www.eurotech.com