Introducing Eurotech

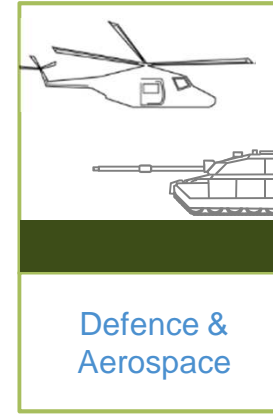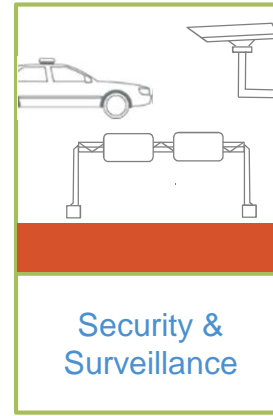**Innovative**

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: ETM: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

Eurotech's Proven Expertise

Bringing smartness and connectivity into demanding applications

Industrial & Commercial	Logistics & Networking	Medical & Healthcare	Security & Surveillance	Defence & Aerospace	Transportation & Mobility
Building Automation			Banks and Institutions	Armored Vehicles	Public Buses
Machine Automation	Handheld and Wearable Devices	High-end Diagnostic Equipment	Homeland Security	UGVs	Trains & Undergrounds
Vending Machines	Mobile mounted devices	Portable Medical Devices	Border control	Helicopters	Toll gates
Kiosks	Integrated logistics	Home Medical Gateways	Highway / Parking lots / Gates	Aircrafts	Digital Signage / Passenger Information Systems
Smart Energy / Smart Grid				Future Soldier	

Some of our Customers

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 ⟶ **Data handling**

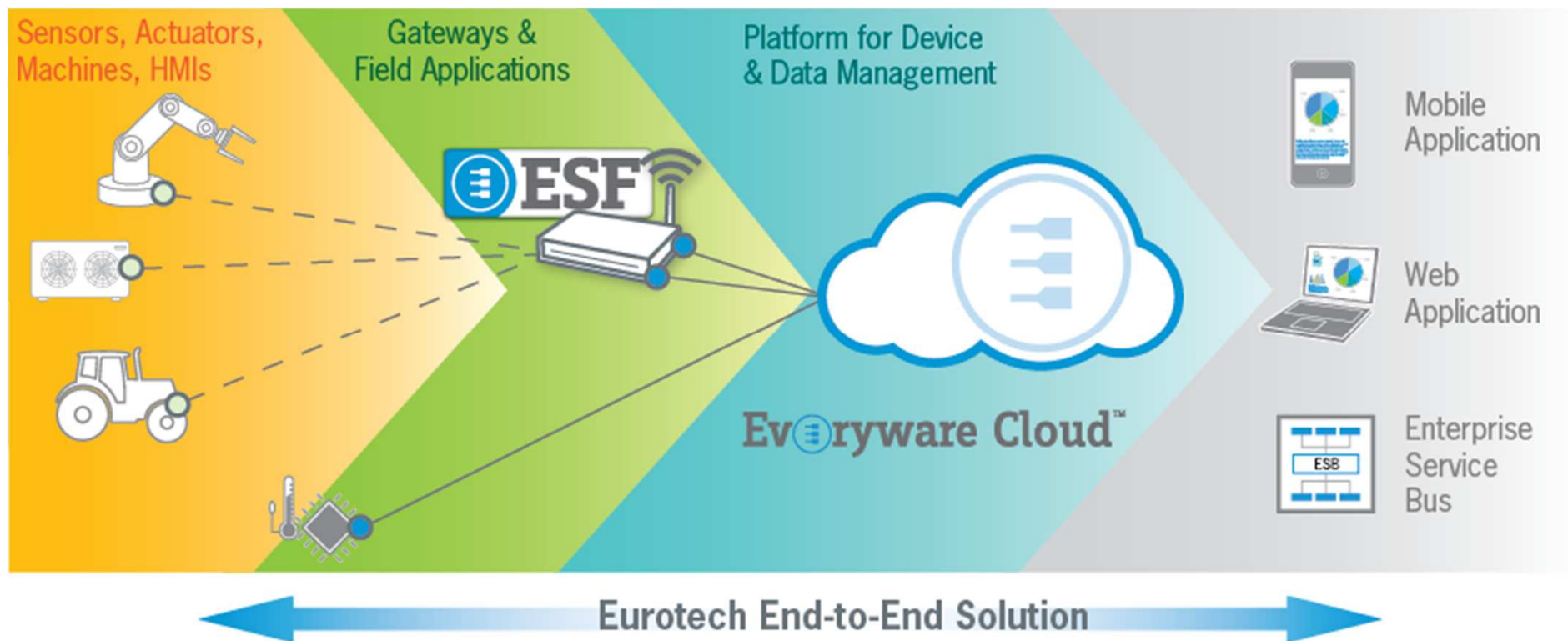**Logistics infrastructures used by national & international operators** ⟶ **Software platforms in the Cloud and available as-a-service**

CYBER WORLD

- **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

Sensors, Actuators, Machines, HMIs

Gateways & Field Applications

ESF

Platform for Device & Data Management

Everyware Cloud™

Mobile Application

Web Application

Enterprise Service Bus

ESB

Eurotech End-to-End Solution

THE ESSENCE OF OUR STRATEGY

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The complexity trap in IoT

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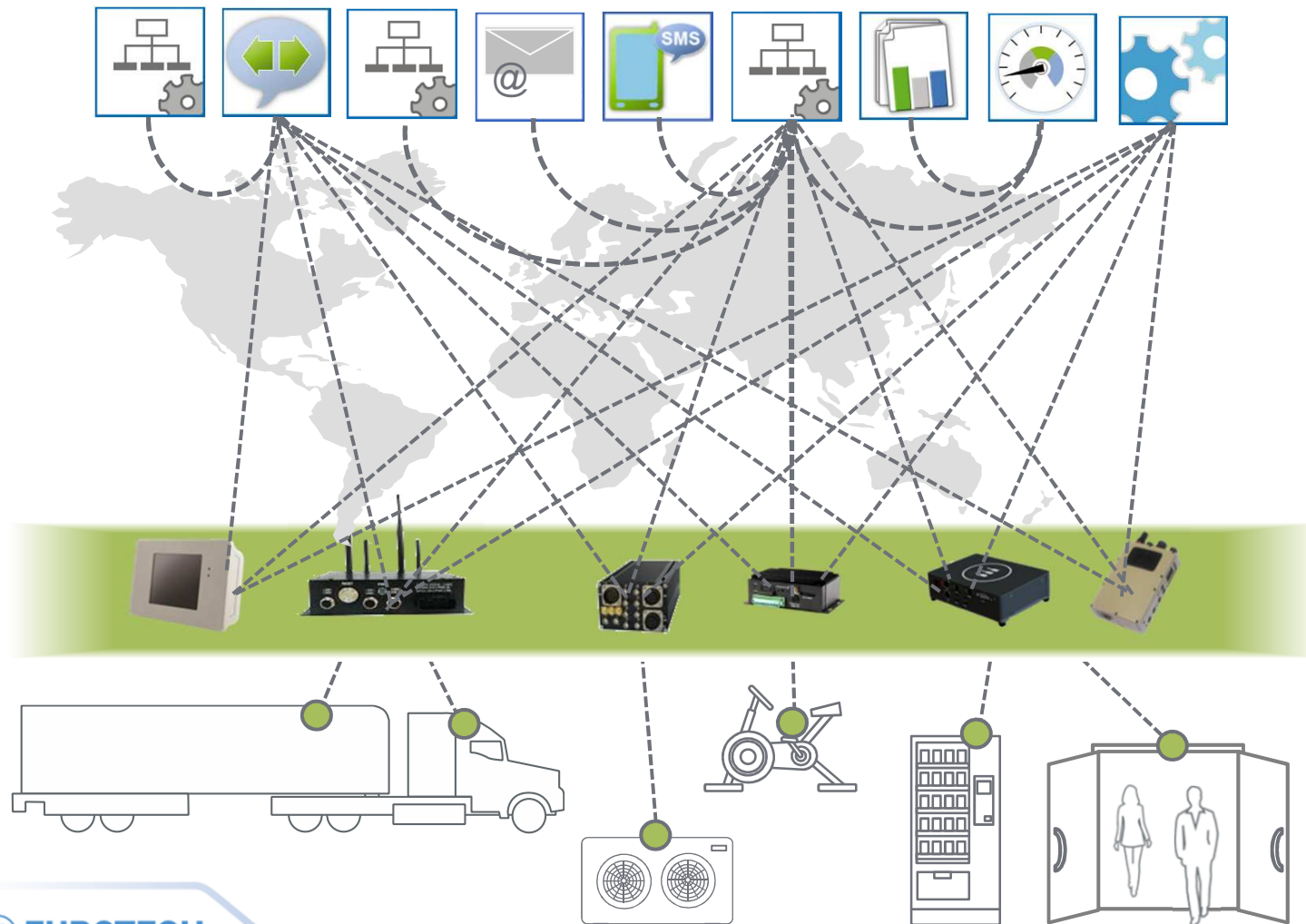
Business Applications

?

How to tame complexity?

Sensors, Actuators, Displays, …

Eurotech's Approach: Divide and Conquer

Ingredients: Four Layers with 2 Architectural Components

1 — **Business Apps**

Enterprise Service Bus

2 — **M2M Integration Platform**

Everyware Cloud™

Act
Integrate
Store
Control
Connect

+

3 — **Multi-Service Gateway**

Communicate
Compute
Collect

Field Interfaces

4 — **Field - Devices**
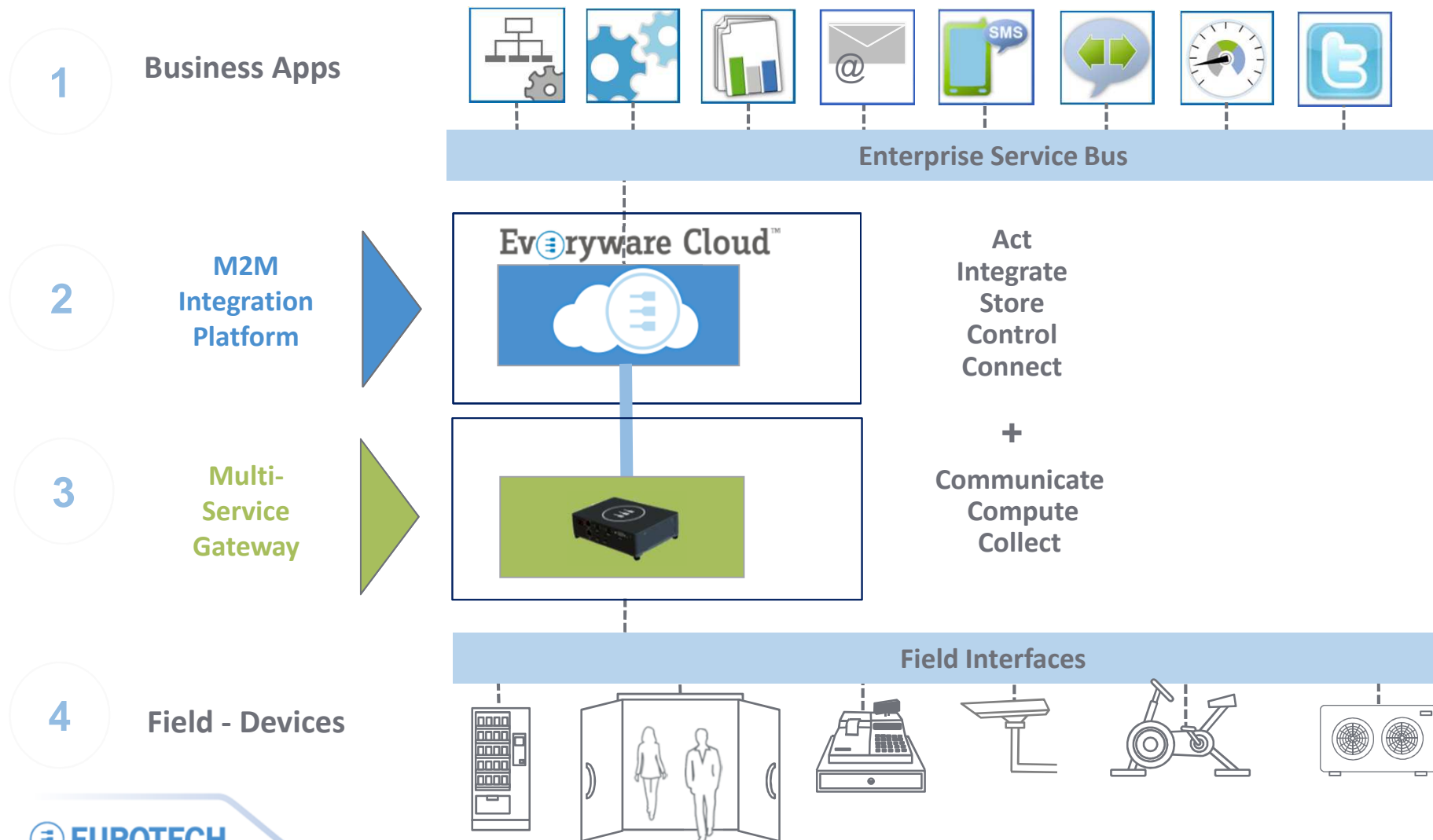
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Complexity tamed: Decouple & Interface

Everyware Cloud = Gearbox for the Internet of Things

Consumers of Data

Business Apps

M2M Integration Platform

IoT Gearbox

Everyware Cloud™

Multi-Service Gateway

Producers of Data

Sensors, Actuators, HMIs, …

EUROTECH

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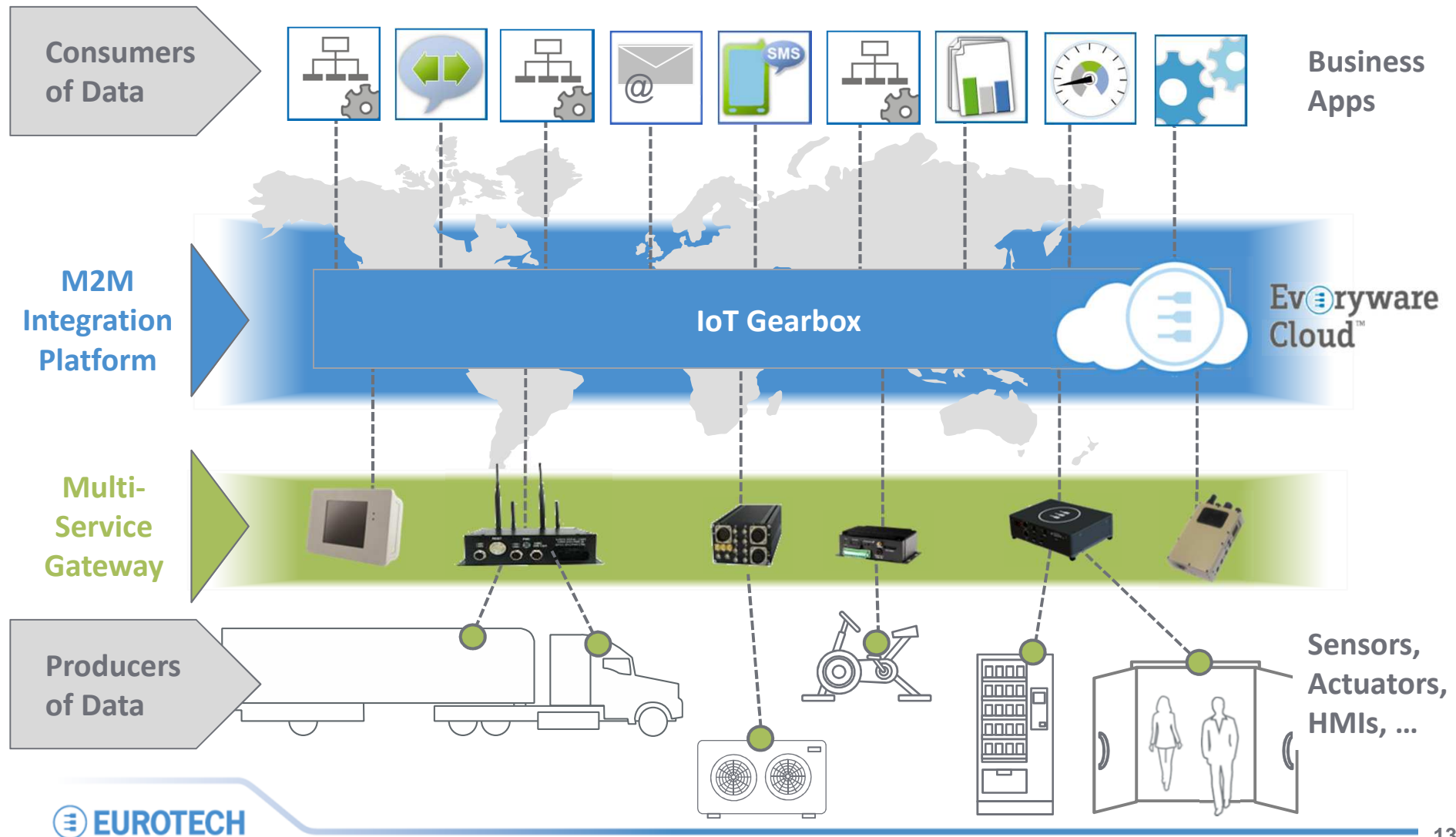
Eurotech's Competitive Landscape

Internet of Things. Smart Cities. Big Data.

Security & Surveillance

Logistics & Networking

Transportation & Mobility

Medical & Healthcare

Industrial & Commercial

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).

Eurotech's Strategic Direction: M2M / IoT Solutions & Enterprise IT/OT Integration

CW 100 for 2012, 2013, 2014

Expanding the addressable markets

Boards: PUNCTUATED COVERAGE (few standard products, many custom ones)

Systems: SUB-SEGMENTS COVERAGE (some modular standard products, some custom ones)

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

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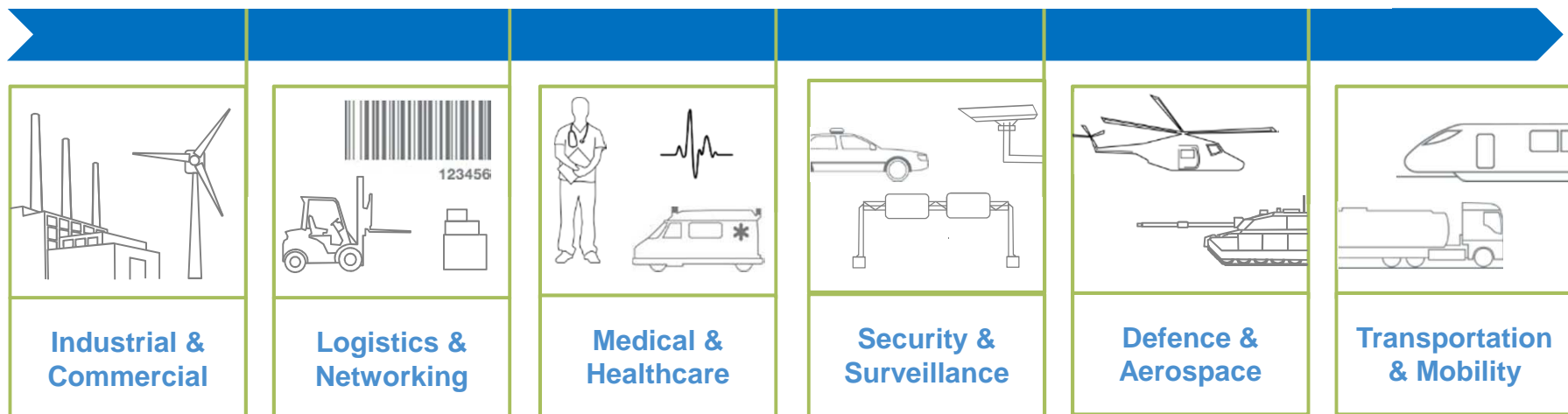
Our Business Model: Adding recurring revenues

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

EUROTECH

A growing ecosystem

Both on technology and business

Open Source Communities

eclipse kura

Cloud Providers

Nebula
CLOUD COMPUTING SOLUTIONS

Application Frameworks

WEB RATIO

Cellular Connectivity Providers

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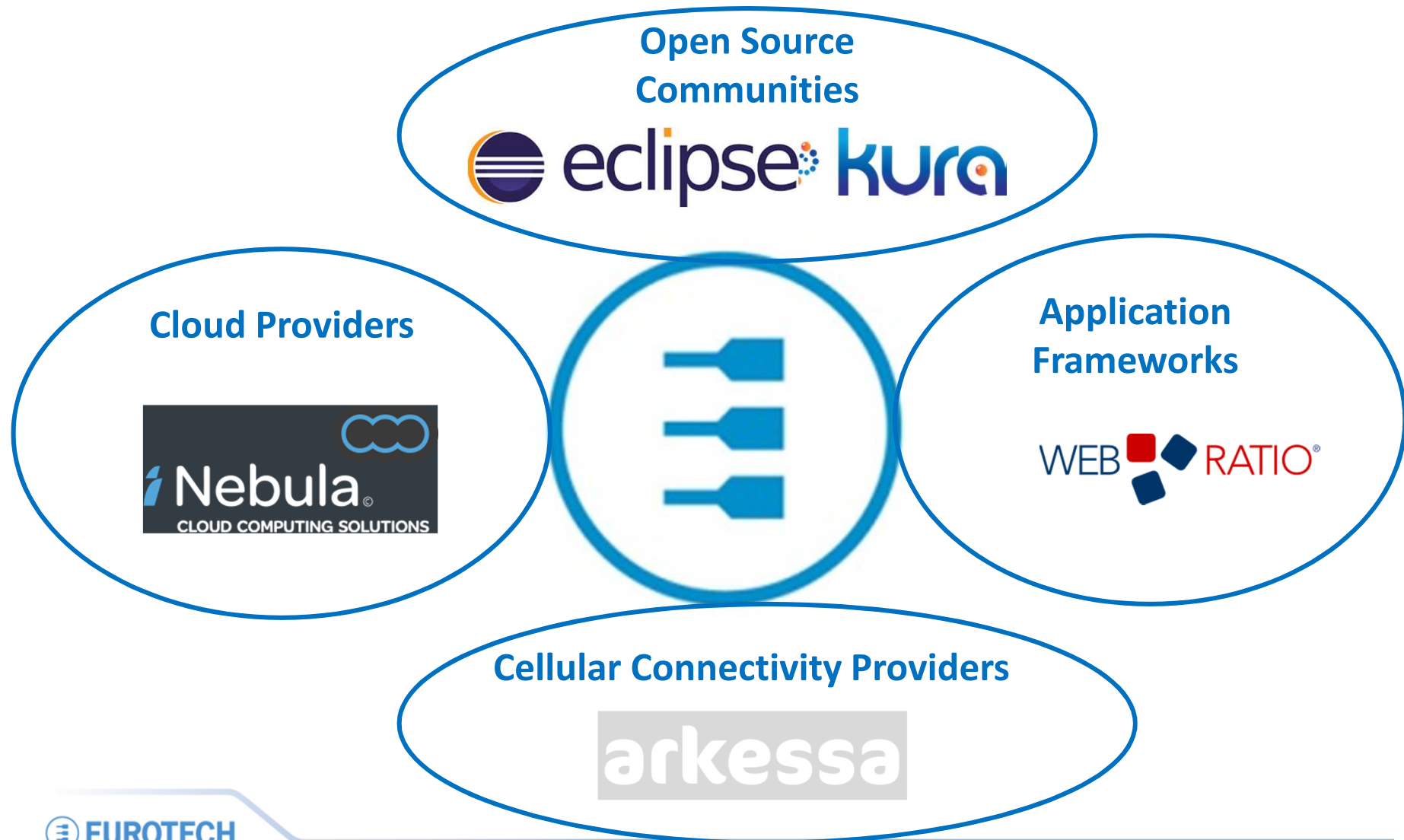
Kura : Linux-like approach to the SW framework for IoT gateways

- **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
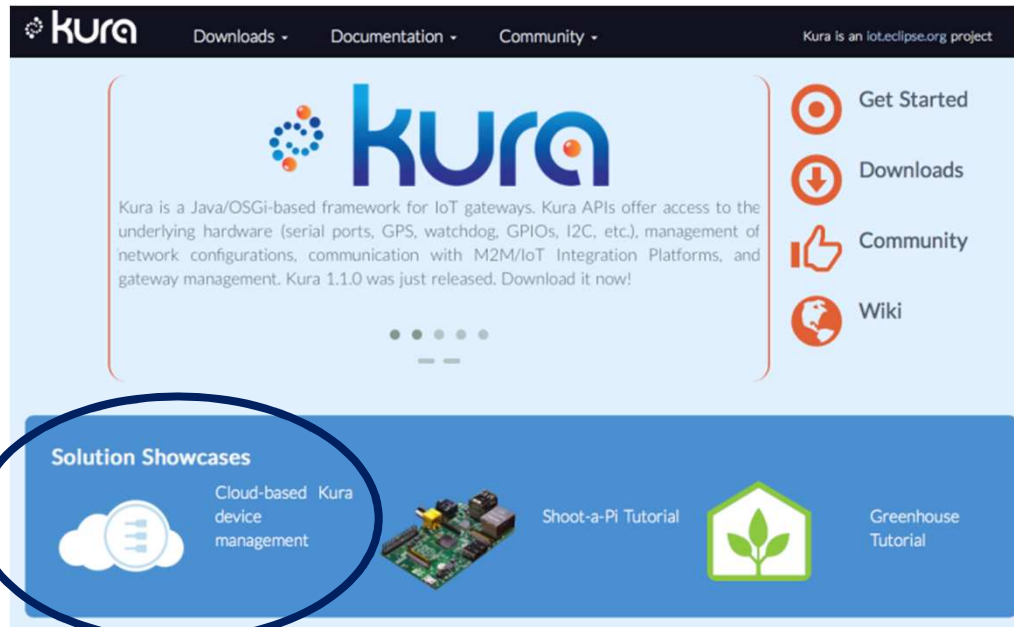
Free open source framework for IoT gateways:

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

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

Eurotech + Arkessa

Adding options: global multi-network cellular connectivity

- **Many IoT projects are global by nature**
  - Ensuring seamless connectivity over a diversified set of cellular network providers might soon become a big technical challenge and a critical cost issue
- **The integration between Everyware Cloud, Eurotech's Data & Device Management Platform, and Arkessa's Connectivity Management Platform gives Customers a *single point of management for their connected assets*, simplifying the implementation of IoT projects to an exceptional level when cellular networks are used as the data transport channel.**
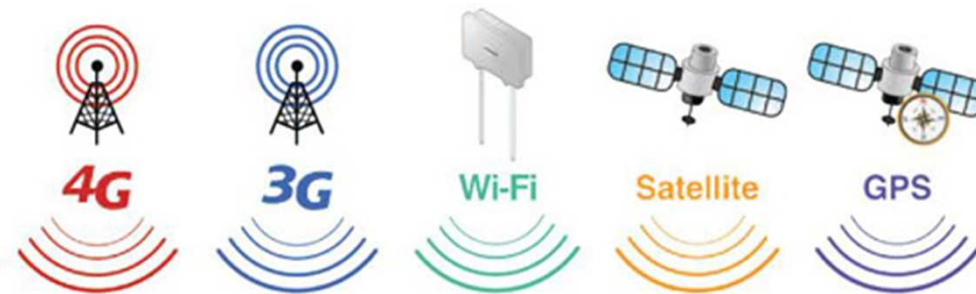
Eurotech + WebRatio

Adding options: web application development platform

- **In April '15, Eurotech and WebRatio decided to extend their technological collaboration, combining the visual Interaction Flow Modeling Language (IFML, low-code rapid application development platform) with Everyware Device Cloud.**

  – Eurotech and WebRatio started collaborating in 2014 showing joint proof-of-concepts at Shop.org in Seattle and again at the 2014 Red Hat Open Source Day in Rome

- **Customers benefit from Eurotech's one-stop-shop approach which simplifies both customer's vendor selection and project management**

Eurotech + iNebula

Upstream ecosystem for business development

- **iNebula Connect: the industry's first cloud service to offer a distributed and secure platform to support smart objects, collecting, storing and distributing data.**

- **Channel model replicable worldwide with at least one player in each country.**

Latest achievements

POSITIONING &
BRAND RECOGNITION

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)".

EUROTECH

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
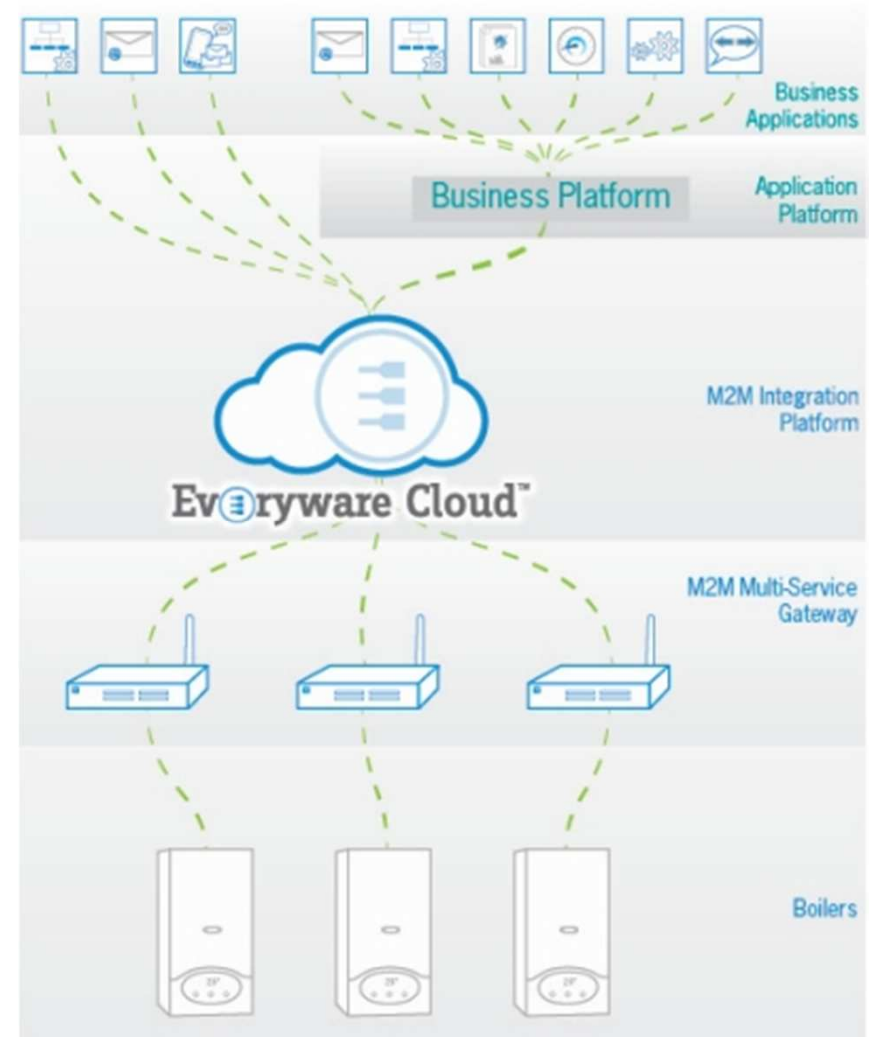
⊜ EUROTECH

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