



# Company Overview

**Global  
Leader  
Sustainable**

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# Quick Facts Sheet

<b>Founded in</b>	<b>1992</b>
<b>Public Listing on</b>	<b>November 30th, 2005</b>
<b>Stock Tickers</b>	<b>Bloomberg: ETM:IM; Reuters: E5T.MI</b>
<b>Sales FY 2012</b>	<b>93.6 M€</b>
<b>President &amp; CEO</b>	<b>Roberto Siagri</b>
<b>Headquarters</b>	<b>Amaro (UD) - Italy</b>
<b>Global Presence</b>	<b>Italy, United Kingdom, France, Singapore, India, China, Japan, USA</b>
<b>Development &amp; Engineering Locations</b>	<b>Amaro (Italy), Brescia (Italy), Cambridge (UK), Columbia (MD, USA), Huntsville (AL, USA), Kansas City (KS, USA), Salt Lake City (UT, USA), Mission Viejo (CA, USA), Okayama (Japan)</b>
<b>Manufacturing Locations</b>	<b>Amaro (Italy), Okayama (Japan), Salt Lake City (UT, USA), Columbia (MD, USA)</b>
<b>Worldwide Employees</b>	<b>420</b>

# VISION & MISSION



Computers will be increasingly  
**miniaturised** and **interconnected**.

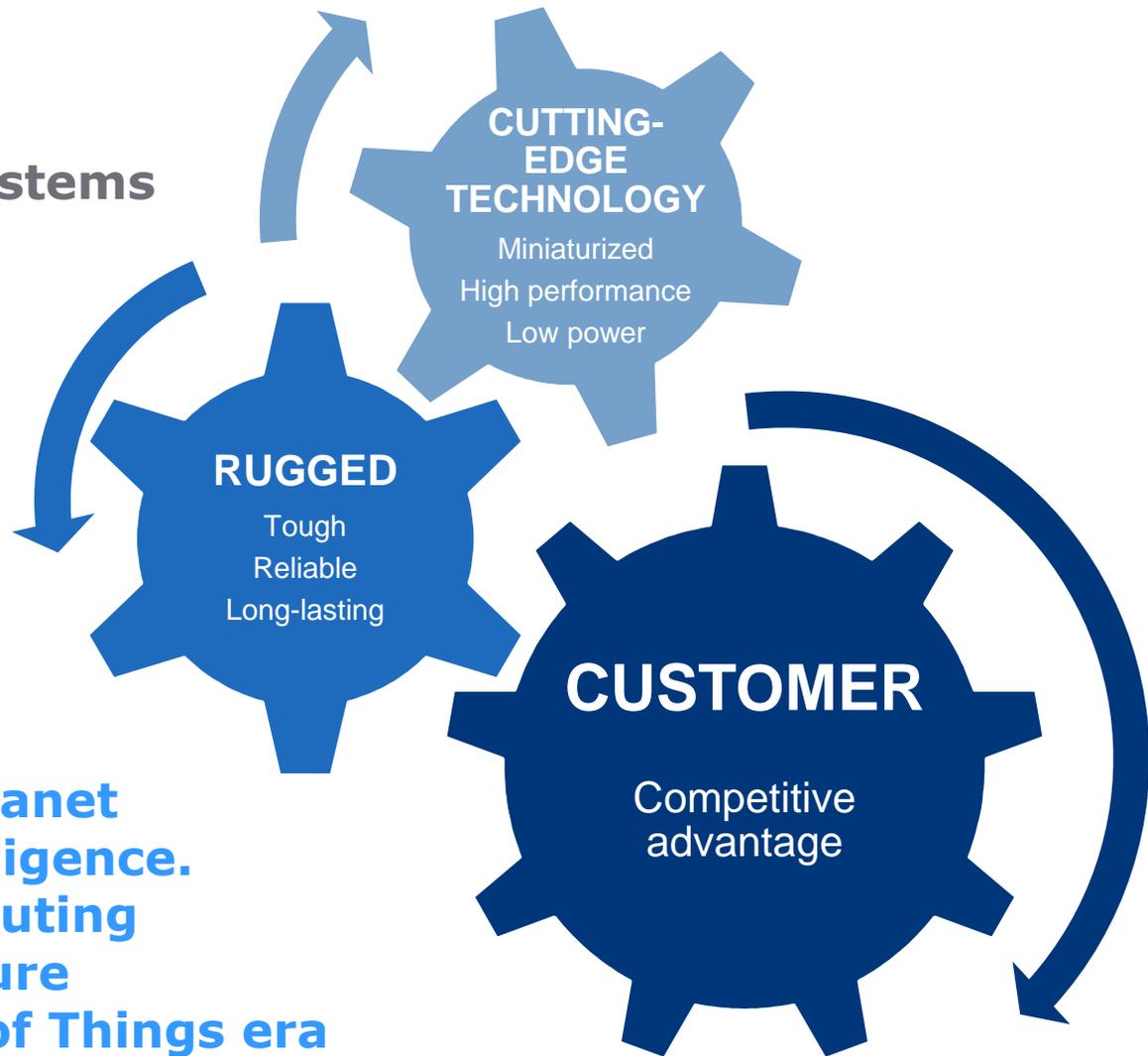
They will merge with the surroundings of everyday life until they become indistinguishable from them.

Integrate the state-of-the-art of Computing and Communication technologies to develop **innovative applications**, able to **provide a competitive advantage to our Customers**.

Improve everyday life, making it simpler, safer and more pleasant through the pervasive use of technology.

# The Eurotech Engine

**Simplifying  
Complex Distributed Systems  
through HW and SW  
componentization**

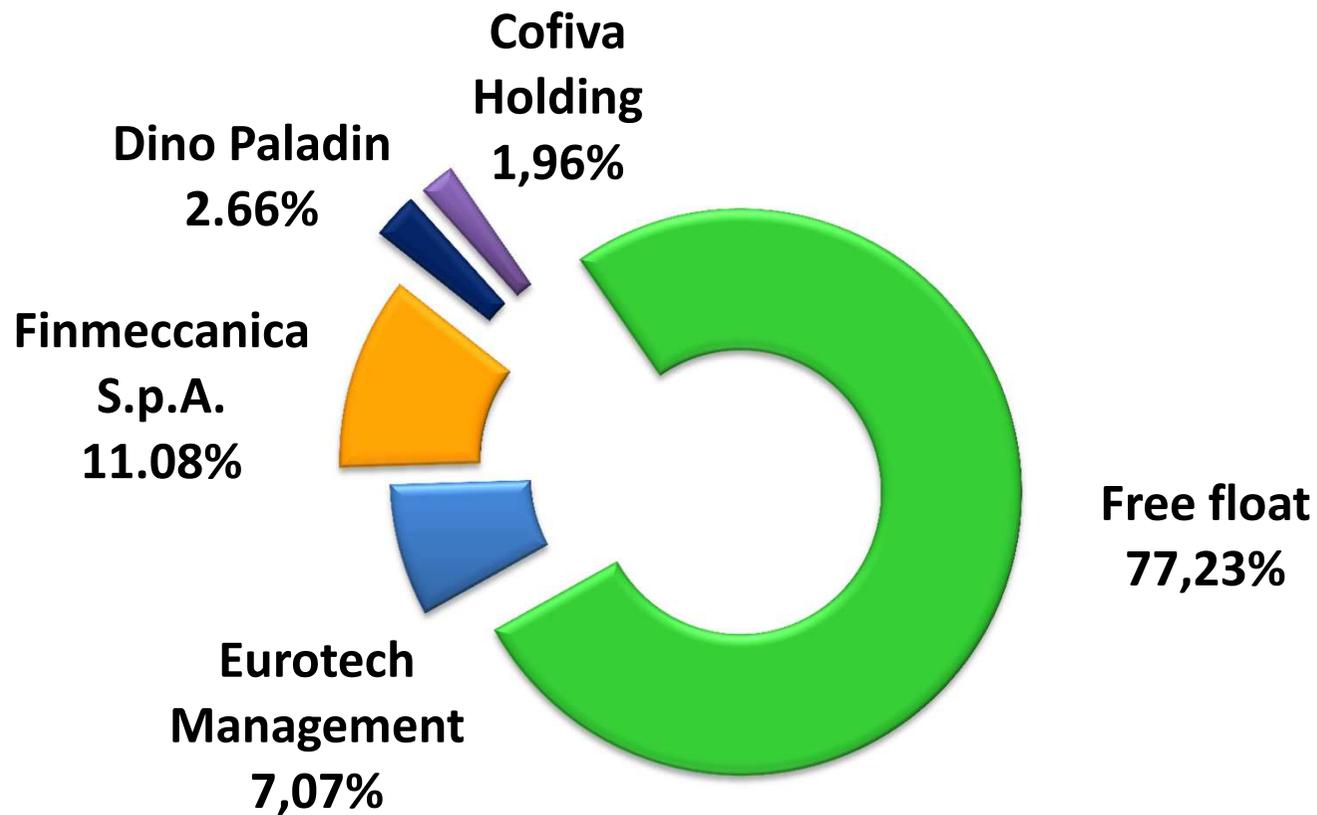


**Addressing the needs  
of an Interconnected Planet  
full of Distributed Intelligence.  
Leveraging Cloud Computing  
on-demand Infrastructure  
to enable the Internet of Things era**

# Eurotech's Essence

- Behind the products of more than 20 Global 500
- World top 10 player in the Embedded Computers market
- One of two European producers of High Performance Computers
- True global footprint spanning over 3 continents
- Public Company, in the STAR segment of Borsa Italiana
- Member of the UN Global Compact
- Core competences: **Miniaturization & Interconnection of computing devices**
- **2 Strategic Business Units:**
  - NanoPC SBU: Pervasive Computing Devices & Device Data Management
  - HPC SBU: Green Petascale Supercomputers

# Eurotech's Main Shareholders

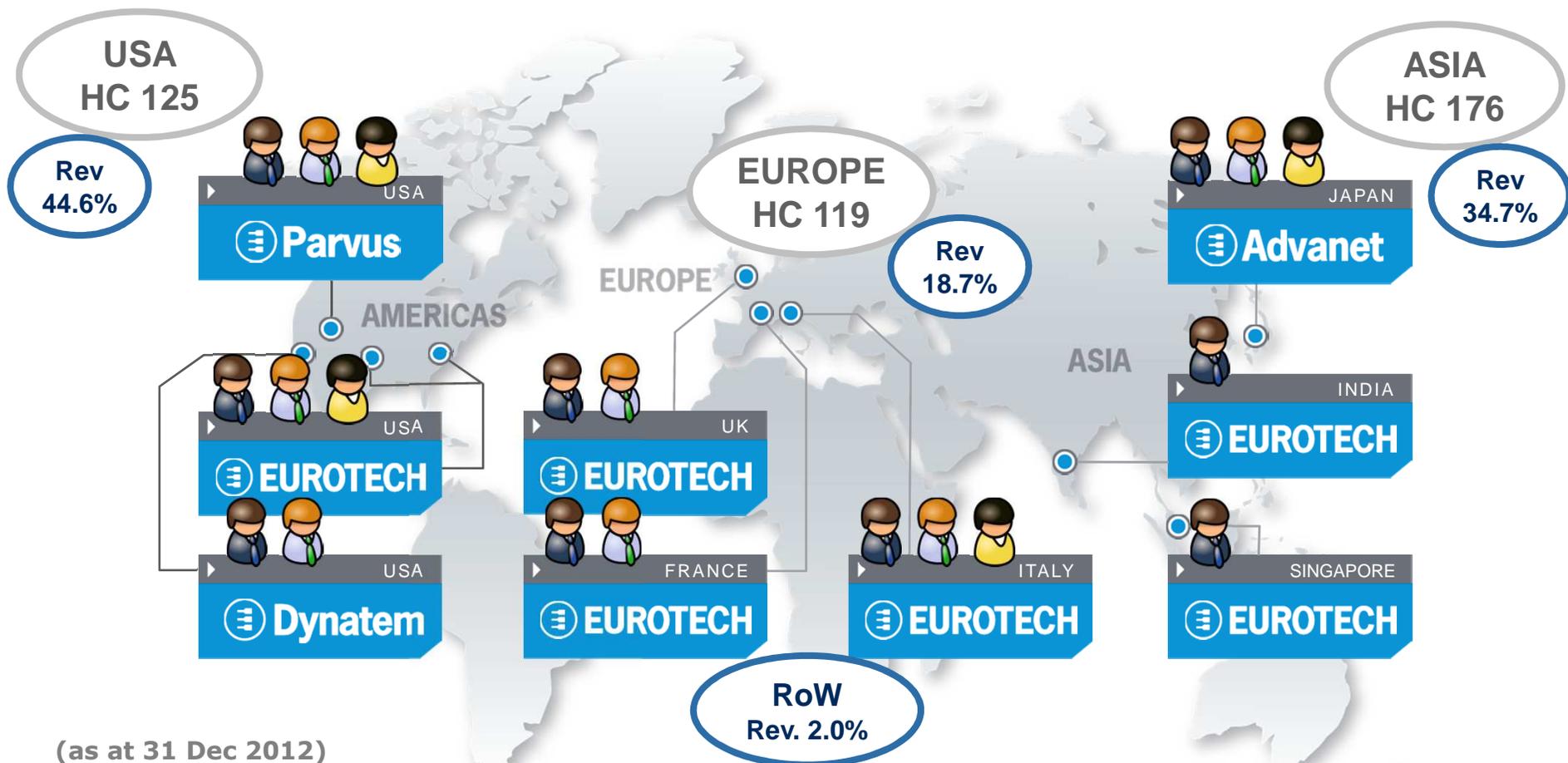


# Global Footprint

Eurotech is a global company with operations in Europe, Asia and North America.

The Group is led by an industrial holding located in the Northeast of Italy.

At the end of 2012 the Group had a total of 420 employees and a turnover of 93.6M€.



(as at 31 Dec 2012)



# Eurotech's Pillars

- Technological background: **Pervasive Computing**
- Core competences: **Miniaturization & Interconnection of computers**
- Focus on higher value-add for Customers
  - **Selling enabling platforms, not just components**
  - **Eurotech as Partner for Innovation rather than just Supplier**
- Fabless:
  - **no constraints on product development**
  - **no inertia on business development**

# Value Proposition

We help Customers focus on their core competencies

- ✓ Shorter time to market
- ✓ More deterministic development
- ✓ Lower barrier to entry
- ✓ Future proof
- ✓ Cloud ready

**More than  
excellent hardware**

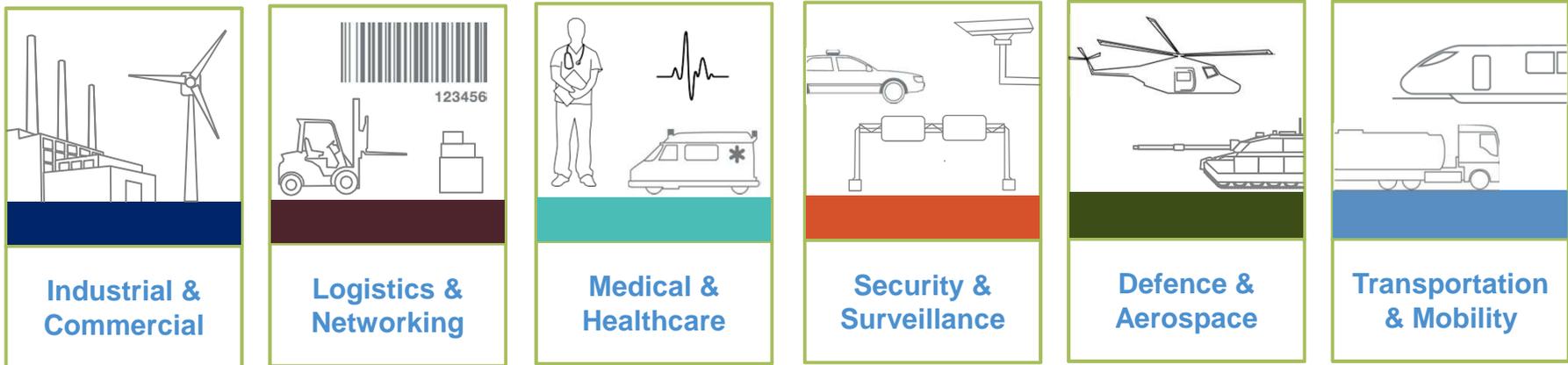
**Higher value-add for Customers  
→ Providing enabling platforms,  
not just components**

**Dramatic reduction of  
time, cost and risk**

**Competitive  
Advantage**

# Product Portfolio

Horizontal Product Lines. Vertical Industry Solutions.



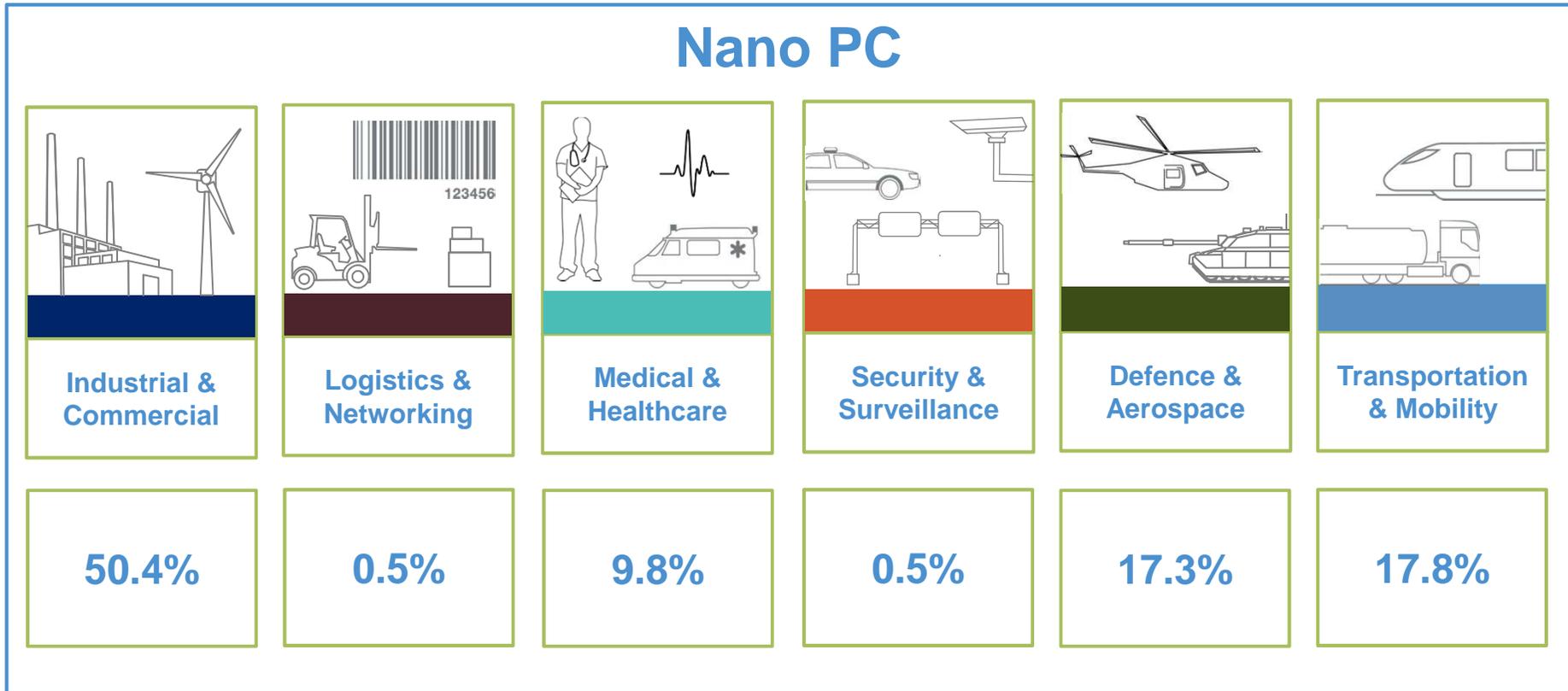
# Applications Experience

## Vertical Markets & Sectors



# Industry Diversification

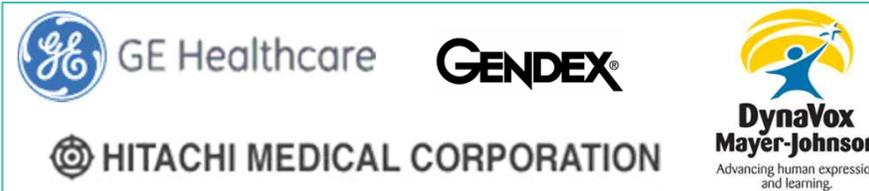
## Nano PC



HPC	3.6%
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(as at 31 Dec 2012)

# Some of our typical Customers



GE Healthcare    GENDEX®    DynaVox Mayer-Johnson  
Advancing human expression and learning.

HITACHI MEDICAL CORPORATION

**Medical & Healthcare**



**BOEING®**  
LOCKHEED MARTIN    L3  
communications

**GENERAL DYNAMICS**

**Defence & Aerospace**



**SAIC.**    BOMBARDIER    ALSTOM    CUBIC CORPORATION

**Transportation & Mobility**



**Nikon**    MITSUBISHI HEAVY INDUSTRIES    Johnson Controls    Chevron

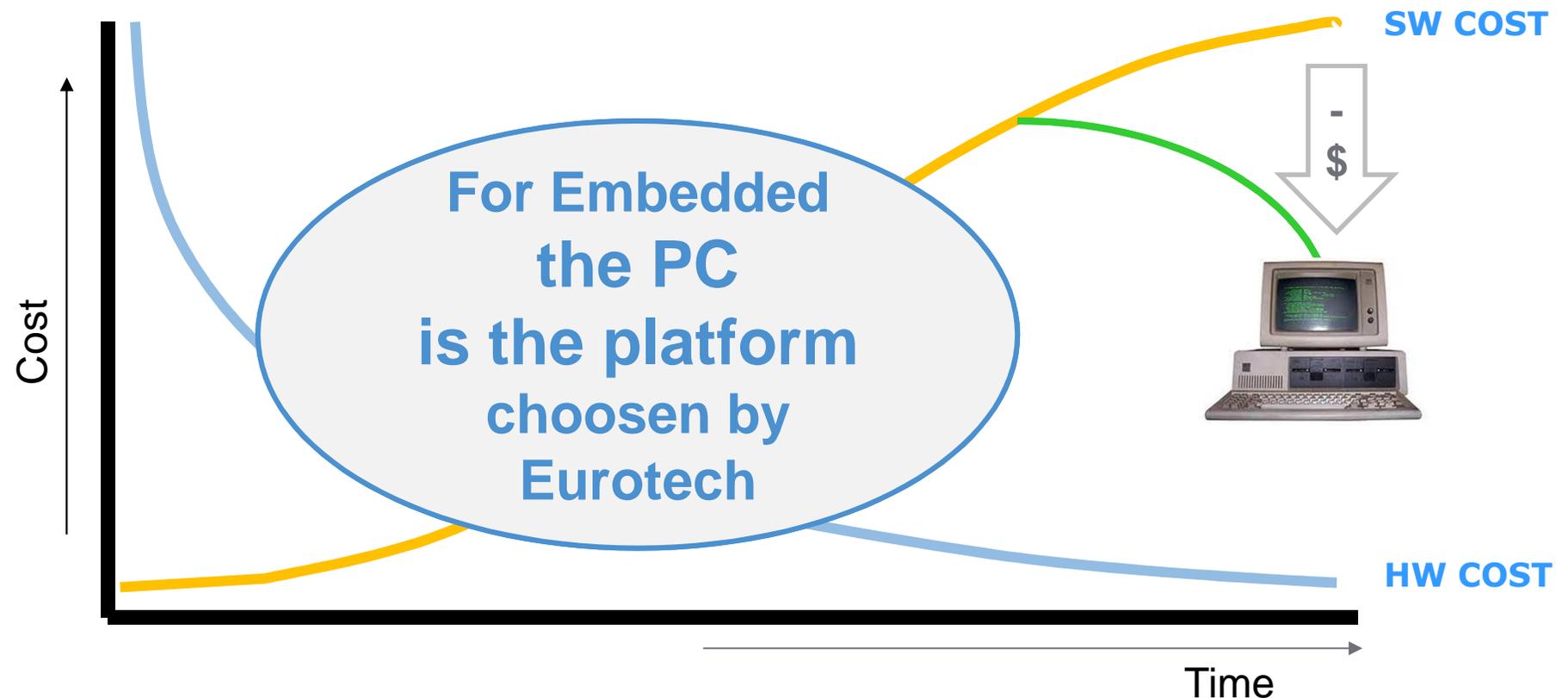
**Industrial & Commercial**

(as at 31 Dec 2012)

# The Essence of Eurotech's strategy in the MEC

Finding the right PLATFORM that reduce Customer's TCO and TTM

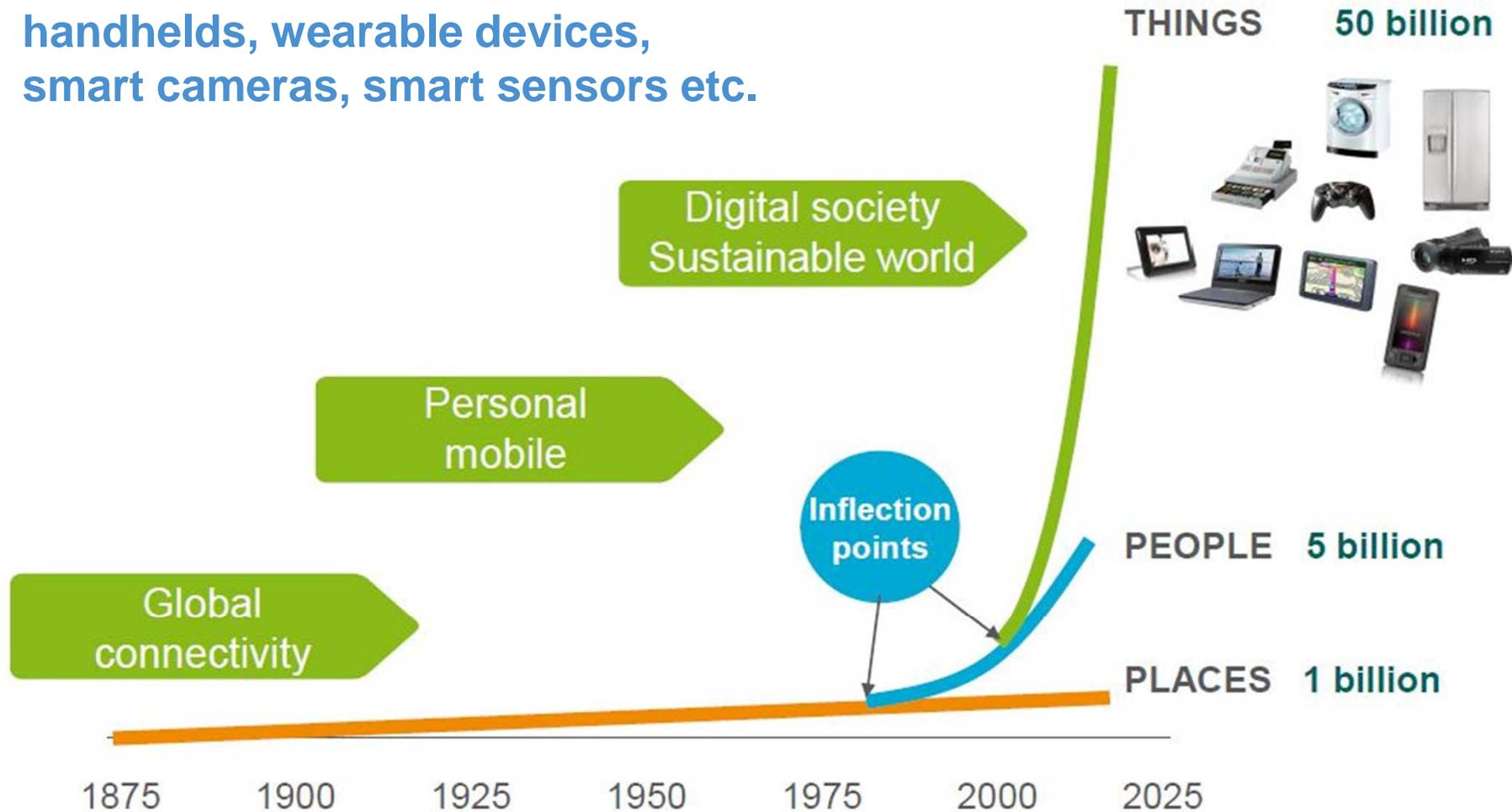
It's a matter of **SW** vs. **HW**



Wirth's law: "Software gets slower faster than hardware gets faster"

# Internet of Things: Embedded PCs and IT integration

Our "things":  
handhelds, wearable devices,  
smart cameras, smart sensors etc.

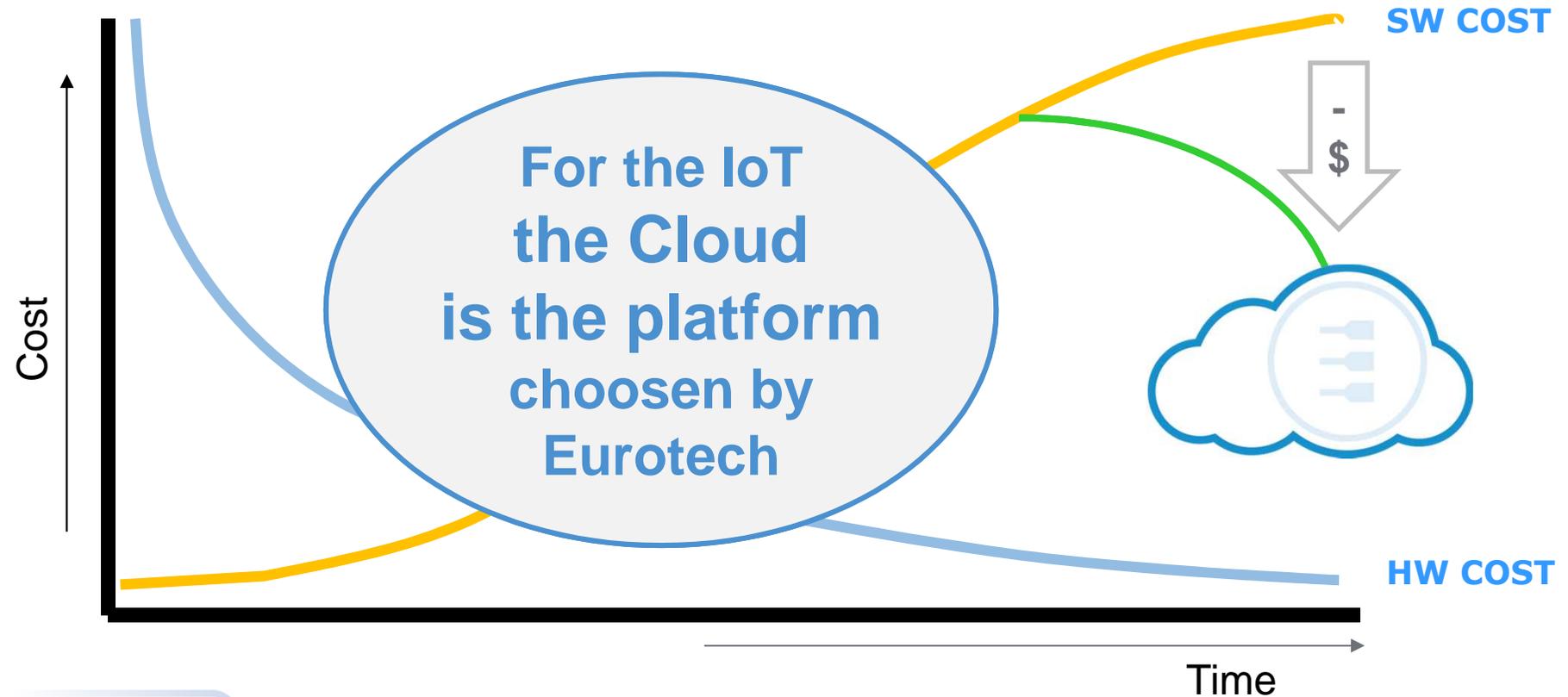


# The Essence of Eurotech strategy for the IoT

Finding the right PLATFORM that reduce Customer's TCO and TTM

Again, for this decade

It's a matter of scalable **SW** vs. scalable **HW**



# The “Internet of Things”

## Reports & Predictions show large numbers...

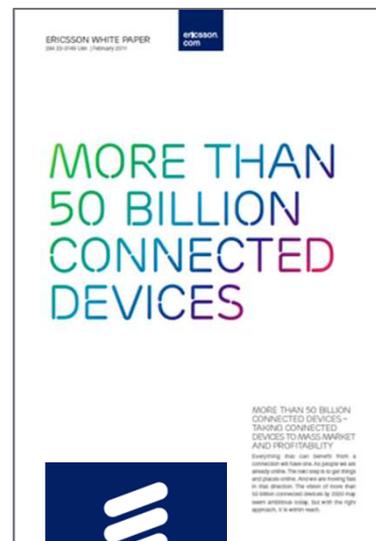
**15 billion** connected devices by 2015 (2009 estimate)



The total number of mobile connected devices will double from 6 billion today to 12 billion by 2020...  
... a **revenue opportunity for mobile operators of nearly \$1.2 trillion** by 2020



The connected device market will grow at more than **50% CAGR** from 2015 to 2020. **Gartner.**



Prediction for 2020

**15 billion** connected devices by 2019 (2011 estimate) **Google™**

... forecast of **28 billion** internet connected devices by the end of 2020.

**IMS**research

# Where are we going?

**Enabling our Pervasive Computing offer  
through a New Infrastructure**

**that decouples**

**distributed data Producers (the "Things")  
and  
distributed data Consumers (the Business Apps,  
...and ultimately Human Beings)**

# Expanding the Total Addressable Market

From:

**\$8B TAM of Embedded Computers**

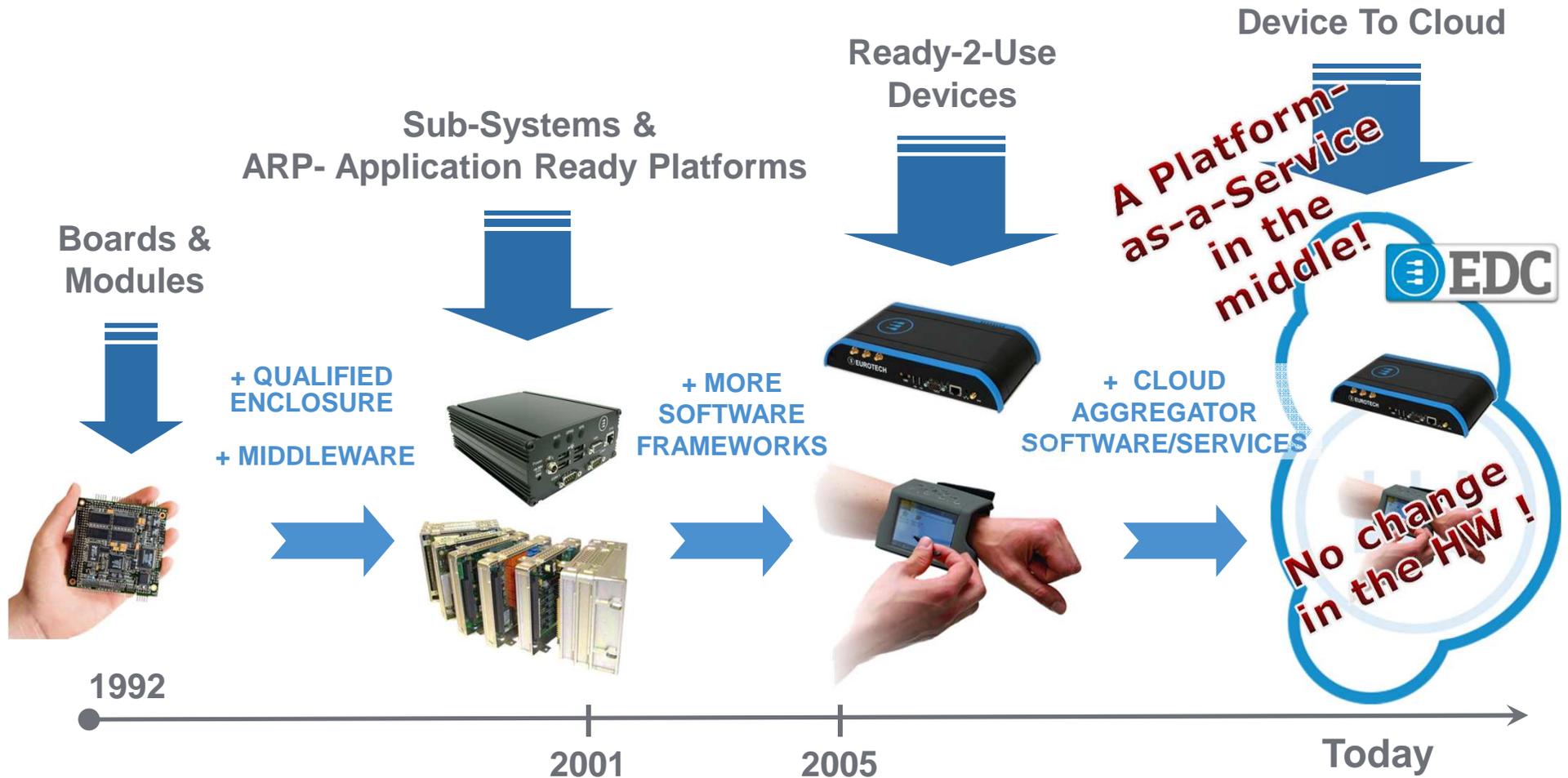
To:

**\$290B TAM of Internet of Things / Machine-to-Machine**

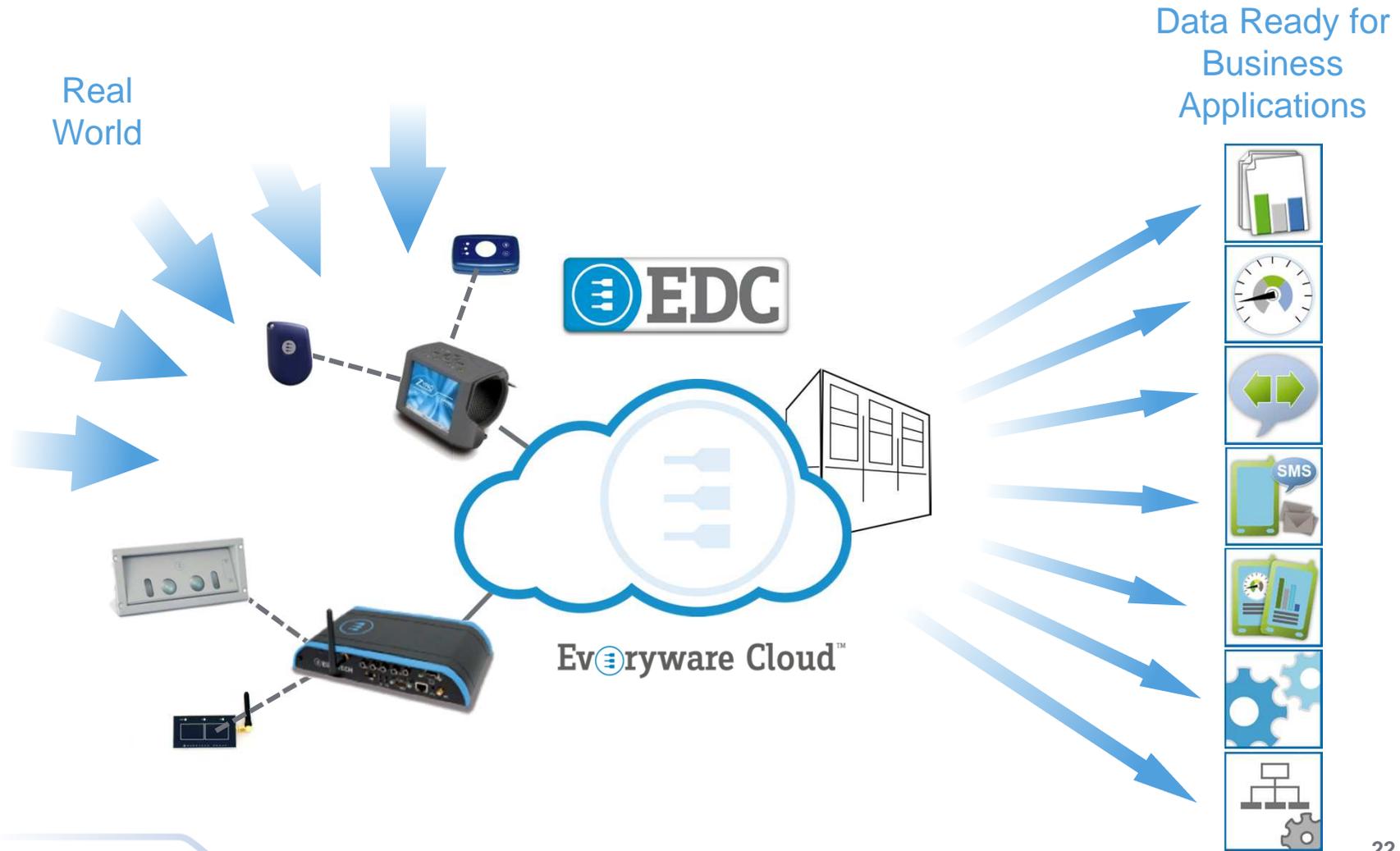
In fact:

- IoT & M2M communication market in 2011 was worth \$44.0B
- It is expected to grow \$290.0B by 2017
- It is expected to have an increasing CAGR of 30.1% from 2012 to 2017.
- In 2011, Europe accounted for about \$13B of the global revenue, and is expected to grow at a CAGR of 27.4% from 2012 to 2017.
- APAC and North America are estimated to contribute \$92.8B and \$56.3B, respectively, by 2017; at a CAGR of 33.2% and 28.3%, from 2012 to 2017.

# Strategic evolution of our Offering: Custom → Standard → as-a-Service

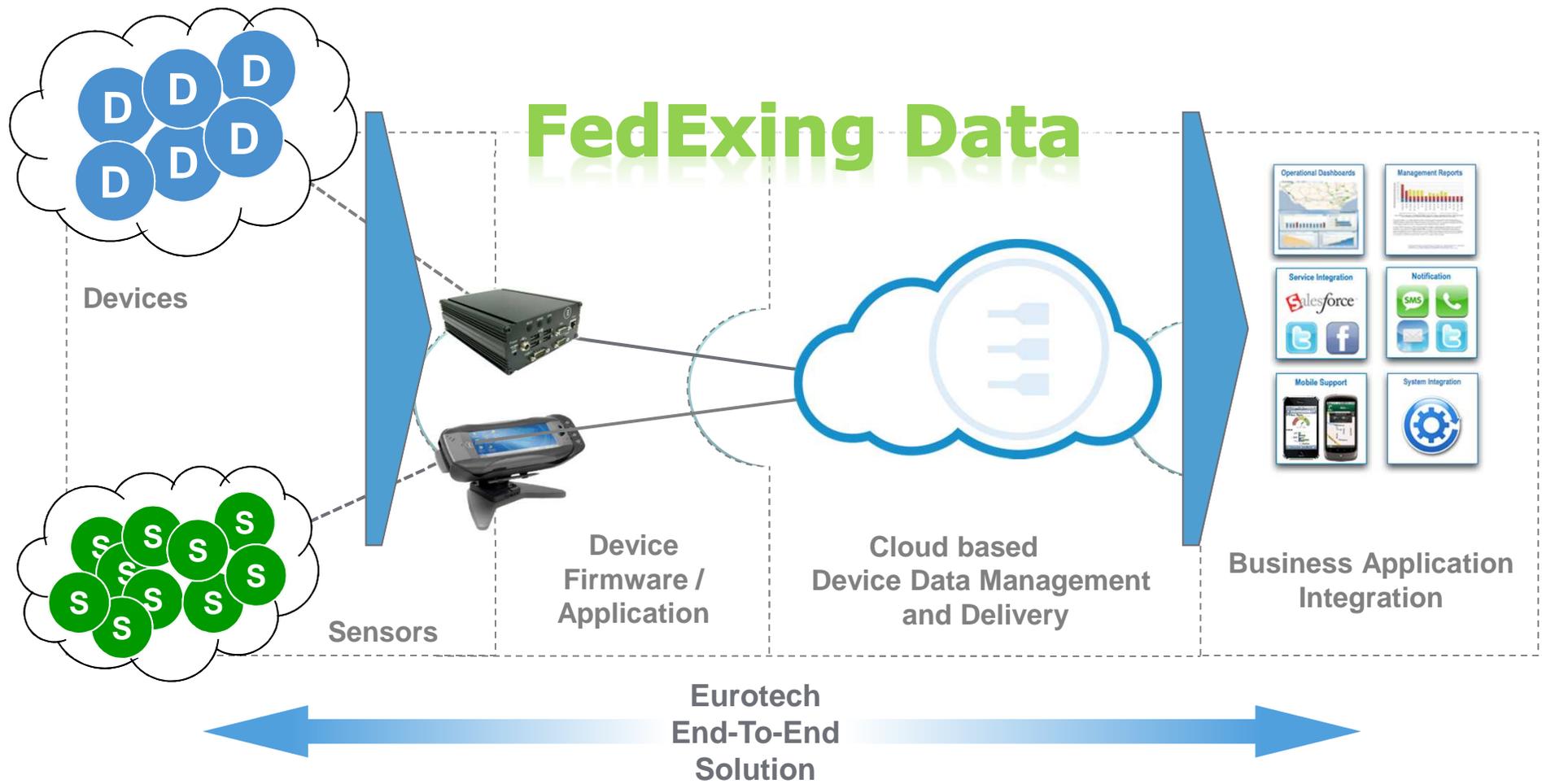


# Eurotech Revolution: Towards Actionable Data



# Everyware Device Cloud

Transforming Bits of Data at the Edge of the Network into Actionable Information in the Business Users' Hands





Whosoever desires constant success  
must change his conduct with the times.

*Niccolò Machiavelli*



[www.eurotech.com](http://www.eurotech.com)



**ANNEX:  
FINANCIAL HIGHLIGHTS,  
31 DECEMBER 2012**

# CONSOLIDATED INCOME STATEMENT

OPERATING RESULTS €'000	31 Dec '12	%	31 Dec '11	%	31 Dec '12 adjusted	%	31 Dec '11 adjusted	%
SALES REVENUES	93,627	100.0%	93,806	100.0%	93,627	100.0%	93,806	100.0%
GROSS PROFIT	48,983	52.3%	47,292	50.4%	48,983	52.3%	47,292	50.4%
EBITDA	8,003	8.5%	3,090	3.3%	8,003	8.5%	4,000	4.3%
EBIT	(34)	0.0%	(4,875)	-5.2%	3,760	4.0%	(520)	-0.6%
PROFIT (LOSS) BEFORE TAXES	(271)	-0.3%	(6,613)	-7.0%	3,523	3.8%	(2,258)	-2.4%
GROUP NET PROFIT (LOSS) FOR THE PERIOD	(2,783)	-3.0%	(7,246)	-7.7%	(551)	-0.6%	(5,498)	-5.9%

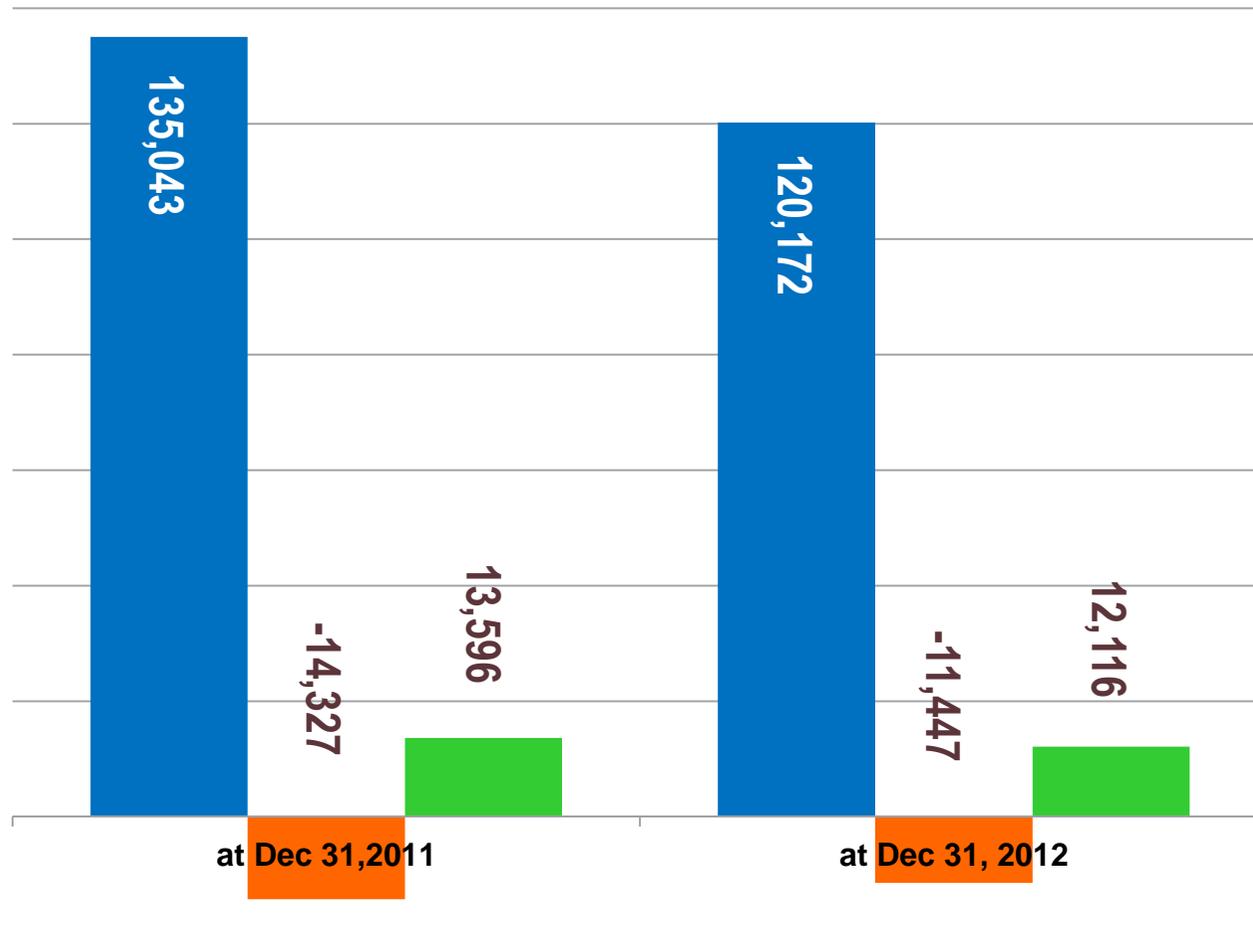
# CONSOLIDATED BALANCE SHEET

(€'000)	at Dec 31, 2012	at Dec 31, 2011
<b>ASSETS</b>		
Intangible assets	112,853	125,922
Property, Plant and equipment	4,756	5,897
Investments in affiliates companies	275	278
Investments in other companies	257	270
Deferred tax assets	1,083	1,439
Other non current financial assets	0	226
Other non-current assets	672	843
<b>Total non-current assets</b>	<b>119,896</b>	<b>134,875</b>
Inventories	18,282	23,734
Contracts in progress	850	2,356
Trade receivables	26,641	26,724
Income tax receivables	362	938
Other current assets	2,170	2,569
Receivables from affiliates companies	0	1,163
Short term borrow ing allow ed to affiliates companies and other Group companies	0	178
Other current financial assets	144	0
Cash & cash equivalent s	12,116	13,596
<b>Total current assets</b>	<b>60,565</b>	<b>71,258</b>
<b>Total assets</b>	<b>180,461</b>	<b>206,133</b>

(€'000)	at Dec 31, 2012	at Dec 31, 2011
<b>LIABILITIES AND EQUITY</b>		
Share capital	8,879	8,879
Share premium reserve	136,400	136,400
Other reserves	(25,107)	(10,236)
<b>Group shareholders' equity</b>	<b>120,172</b>	<b>135,043</b>
<b>Equity attributable to minority interes</b>	<b>0</b>	<b>0</b>
<b>Total shareholders' equity</b>	<b>120,172</b>	<b>135,043</b>
Medium-/long-term borrow ing	10,327	10,482
Employee benefit obligations	1,676	1,718
Deferred tax liabilities	9,486	12,111
Other non-current liabilities	846	1,586
<b>Total non-current liabilities</b>	<b>22,335</b>	<b>25,897</b>
Trade payables	15,084	18,388
Short-term borrow ing	13,036	17,253
Derivative instruments	344	376
Income tax liabilities	2,103	1,731
Other current liabilities	7,387	7,229
Business combination liabilities	0	216
<b>Total current liabilities</b>	<b>37,954</b>	<b>45,193</b>
<b>Total liabilities</b>	<b>60,289</b>	<b>71,090</b>
<b>Total liabilities and equity</b>	<b>180,461</b>	<b>206,133</b>

# EQUITY, CASH AND NET DEBT

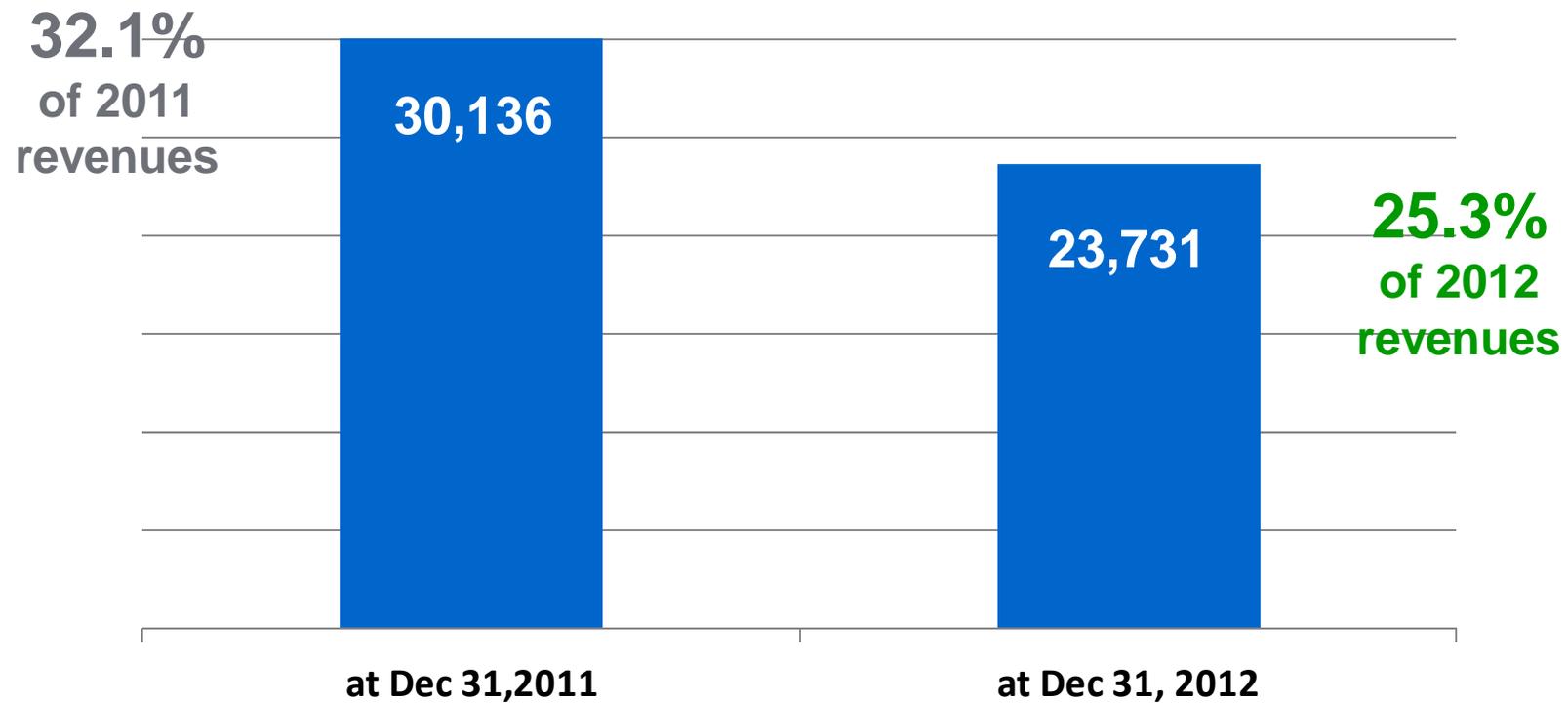
as at December 31st (€/000)



- SHEREOLDERS' EQUITY
- NET DEBT
- CASH & CASH EQUIVALENTS

# NET WORKING CAPITAL

as at December 31st (€/000)



# EMPLOYEES

Headcount at the end of each period

