

# Eurotech Group Overview

**Global  
Leader  
Sustainable**

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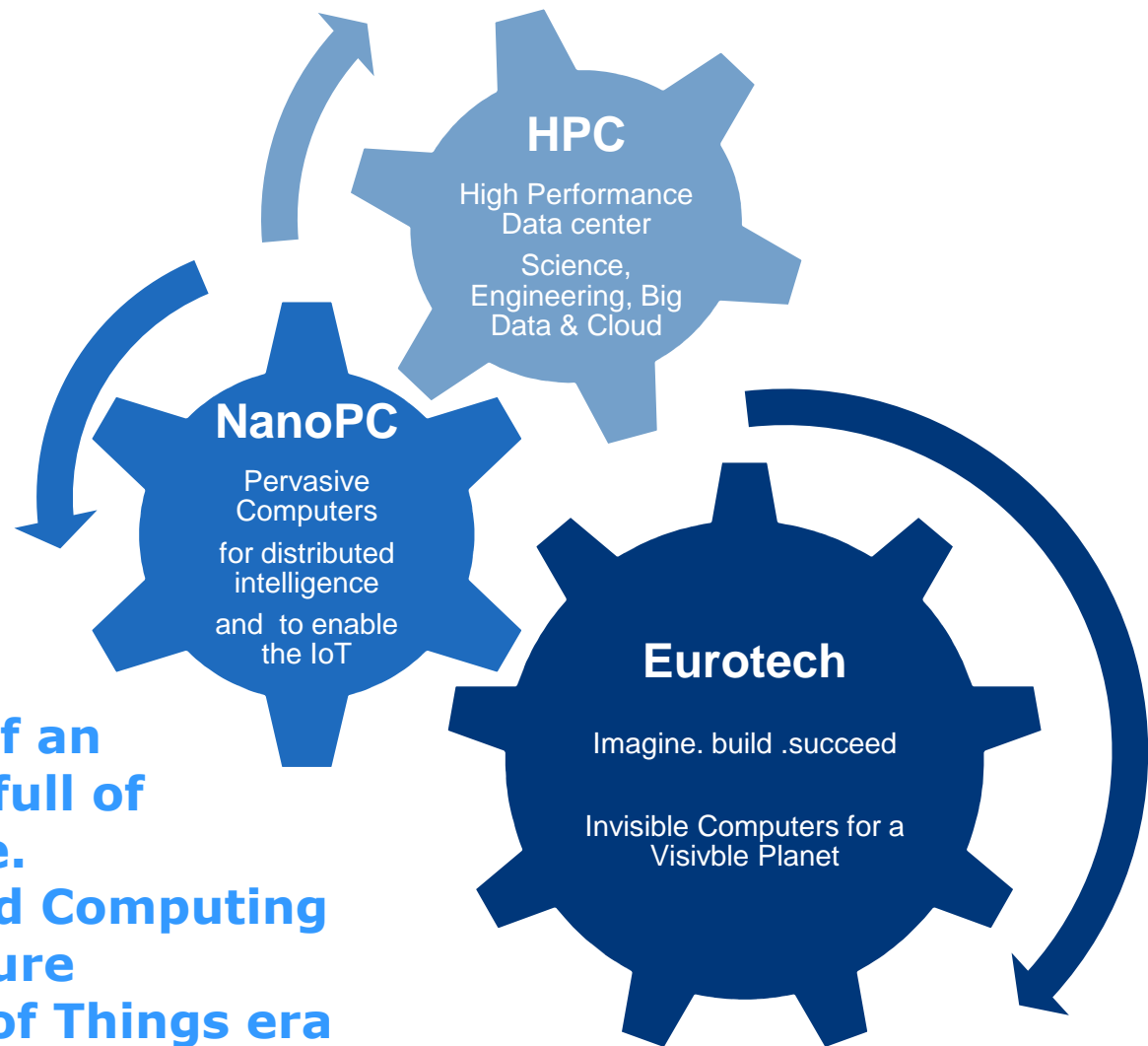
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# Quick Facts Sheet

Founded in	1992
Public Listing on	November 30th, 2005
Bloomberg Stock Ticker	ETM:IM
Reuters Stock Ticker	ETM.MI
Sales FY 2011	94 M€
President & CEO	Roberto Siagri
Headquarters	Amaro, UD - Italy
Global Presence	Italy, United Kingdom, France, Slovakia, Singapore, India, China, Japan, USA
Development & Engineering Locations	Amaro (Italy), Cambridge (UK), Bratislava (SK), Columbia (MD,USA), Huntsville (AL, USA), Kansas City (KS, USA), Salt Lake City (UT, USA), Mission Viejo (CA,USA), Okayama (Japan)
Manufacturing Locations	Amaro (Italy), Okayama (Japan), Salt Lake City (UT, USA), Columbia (MD, USA),
Worldwide Employees	463

# The Eurotech Engine



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

# VISION & MISSION



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

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

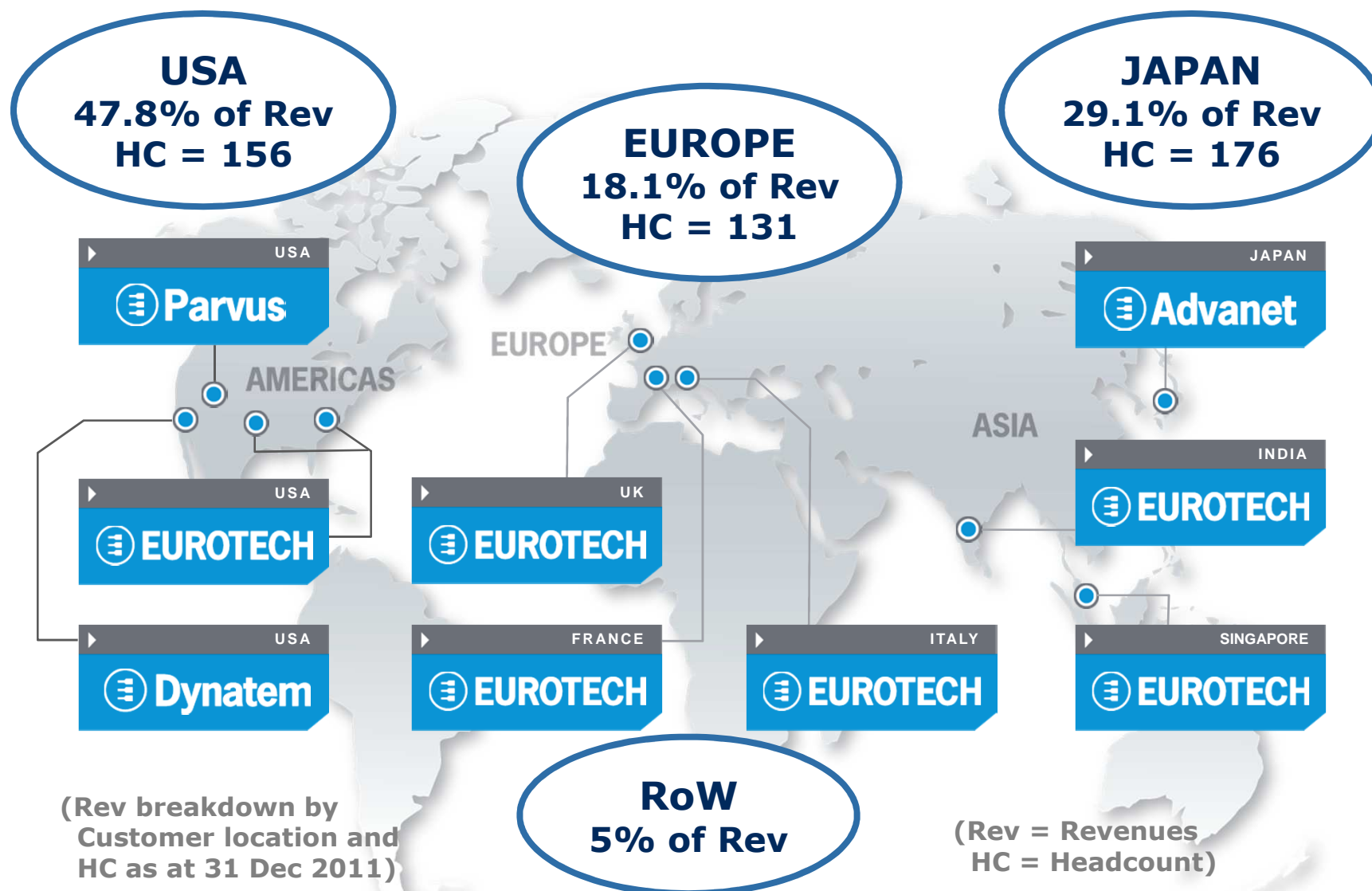
**Integrate the state-of-the-art of Computing and  
Communication technologies to develop innovative  
applications, able to provide a competitive advantage to  
our Customers.**

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

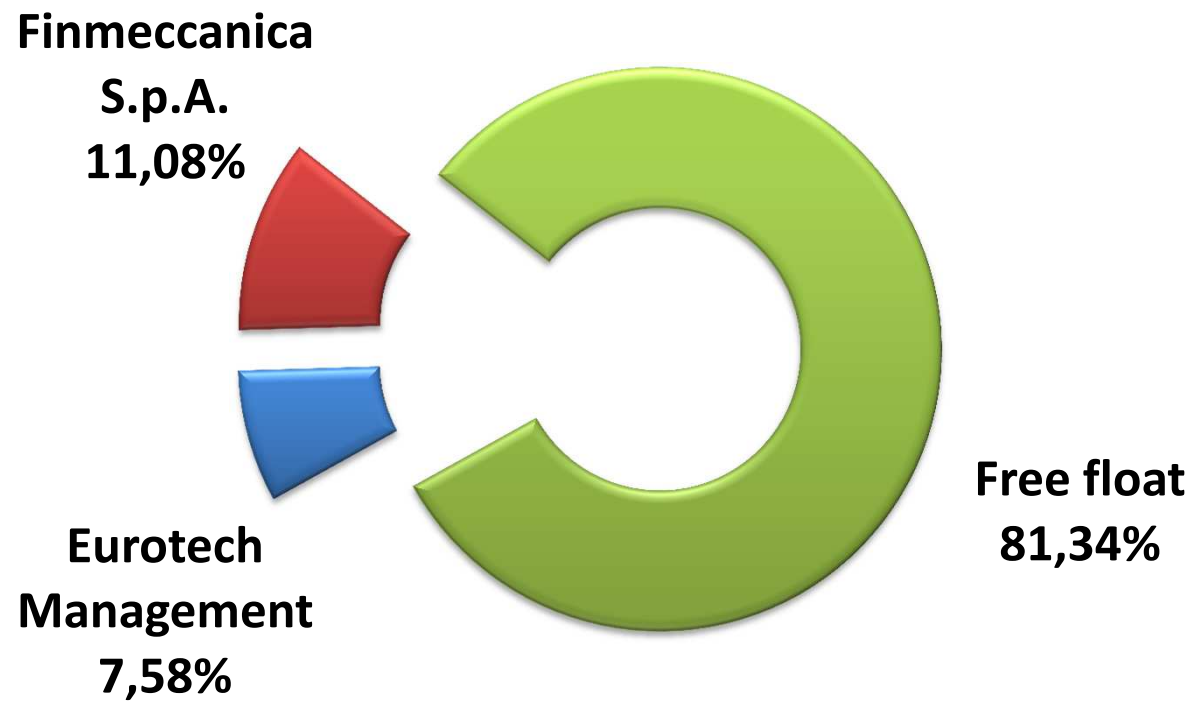
# Eurotech's Essence

- **Behind the products of more than 20 Global 500**
- **World top 10 player in the Embedded Computers market**
- **Second European producer of High Performance Computers**
- **Global footprint, with operating units in USA, Europe, Japan**
- **Public Company, in the STAR segment of Borsa Italiana**
- **Member of the UN Global Compact**

# Group Global Footprint



# Eurotech's Main Shareholders





# Eurotech's Pillars

- Technological background: **Embedded 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



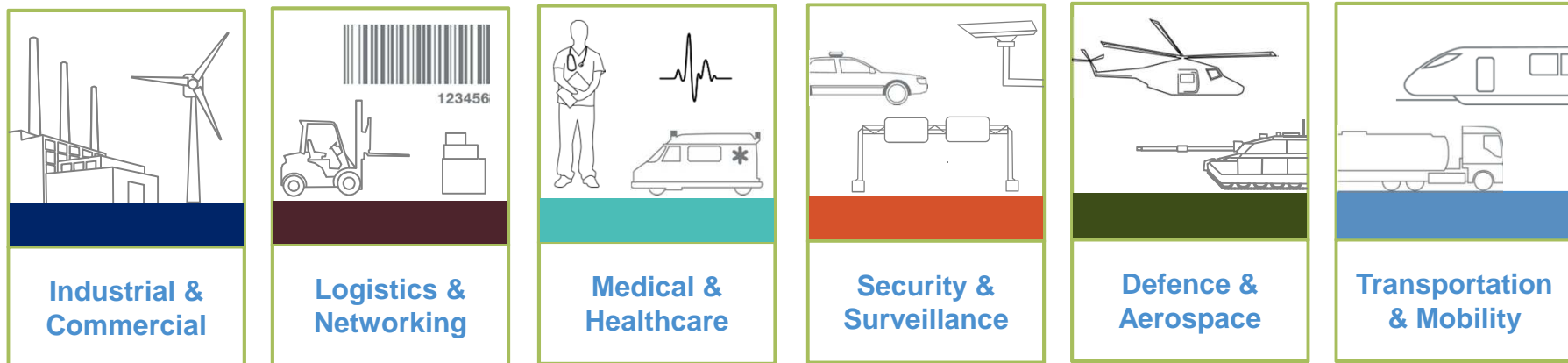
Dramatic reduction of  
time, cost and risk



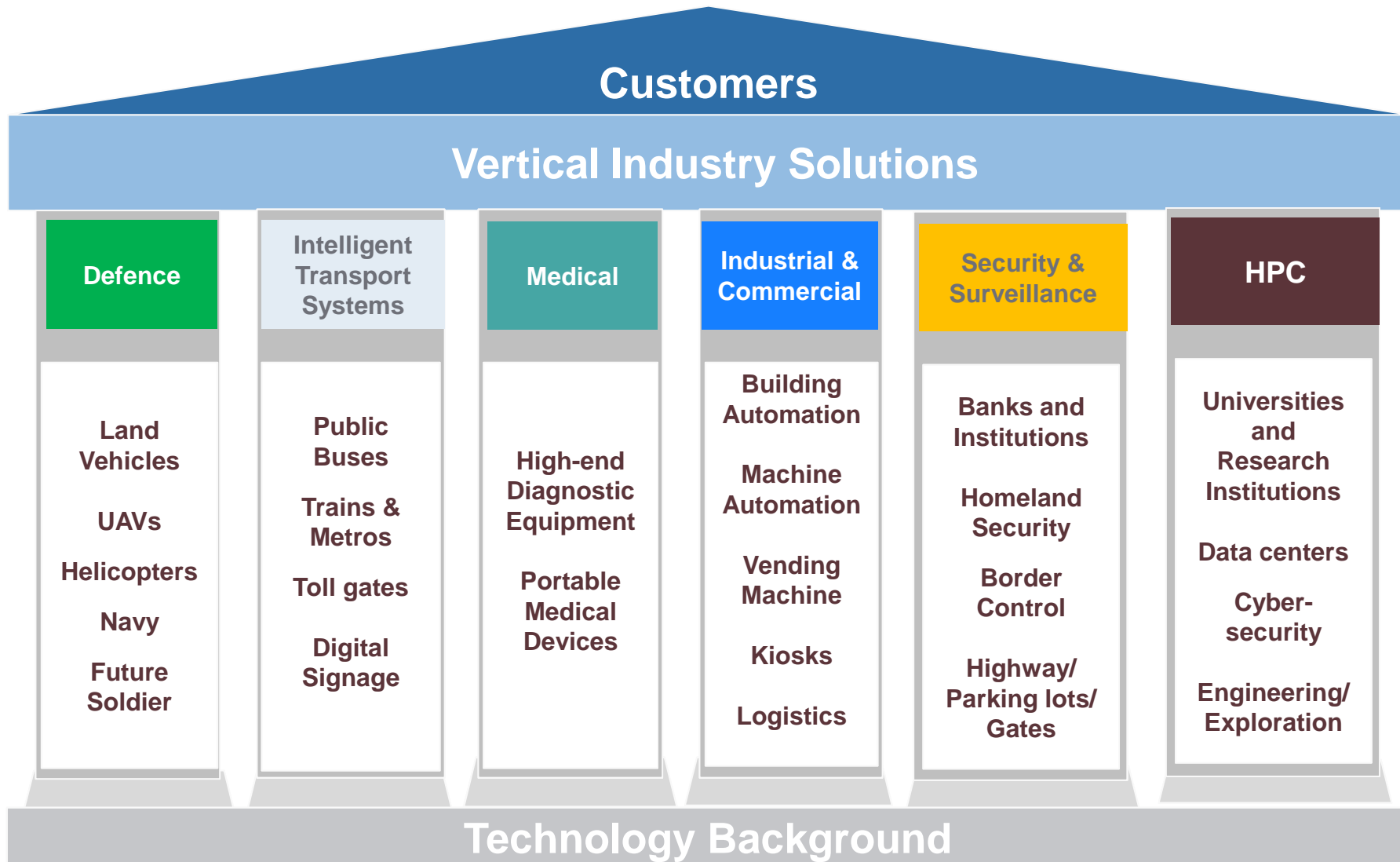
**Competitive  
Advantage**

# Product Portfolio

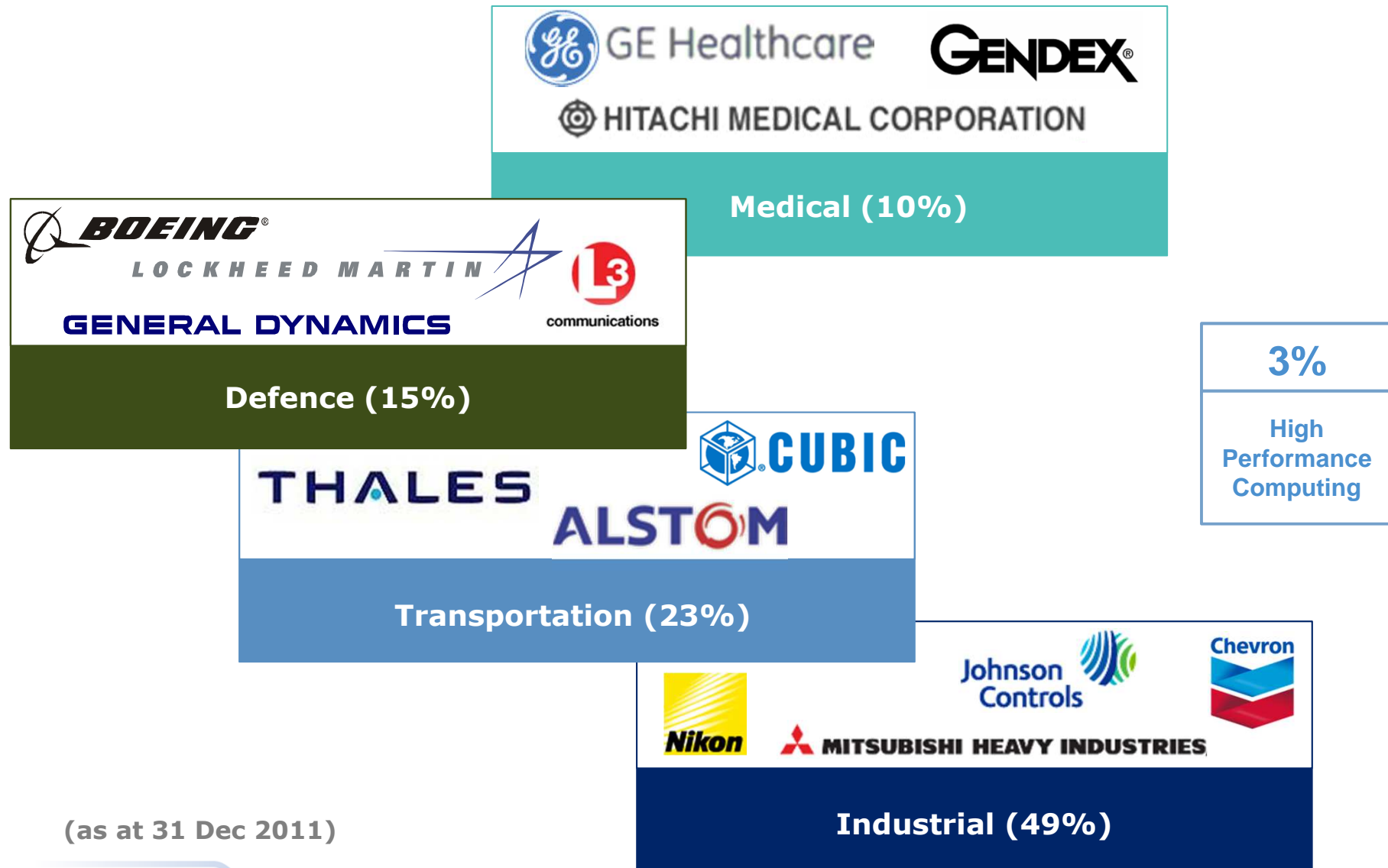
Horizontal Product Lines. Vertical Industry Solutions.



# Same Technology, multiple Solutions



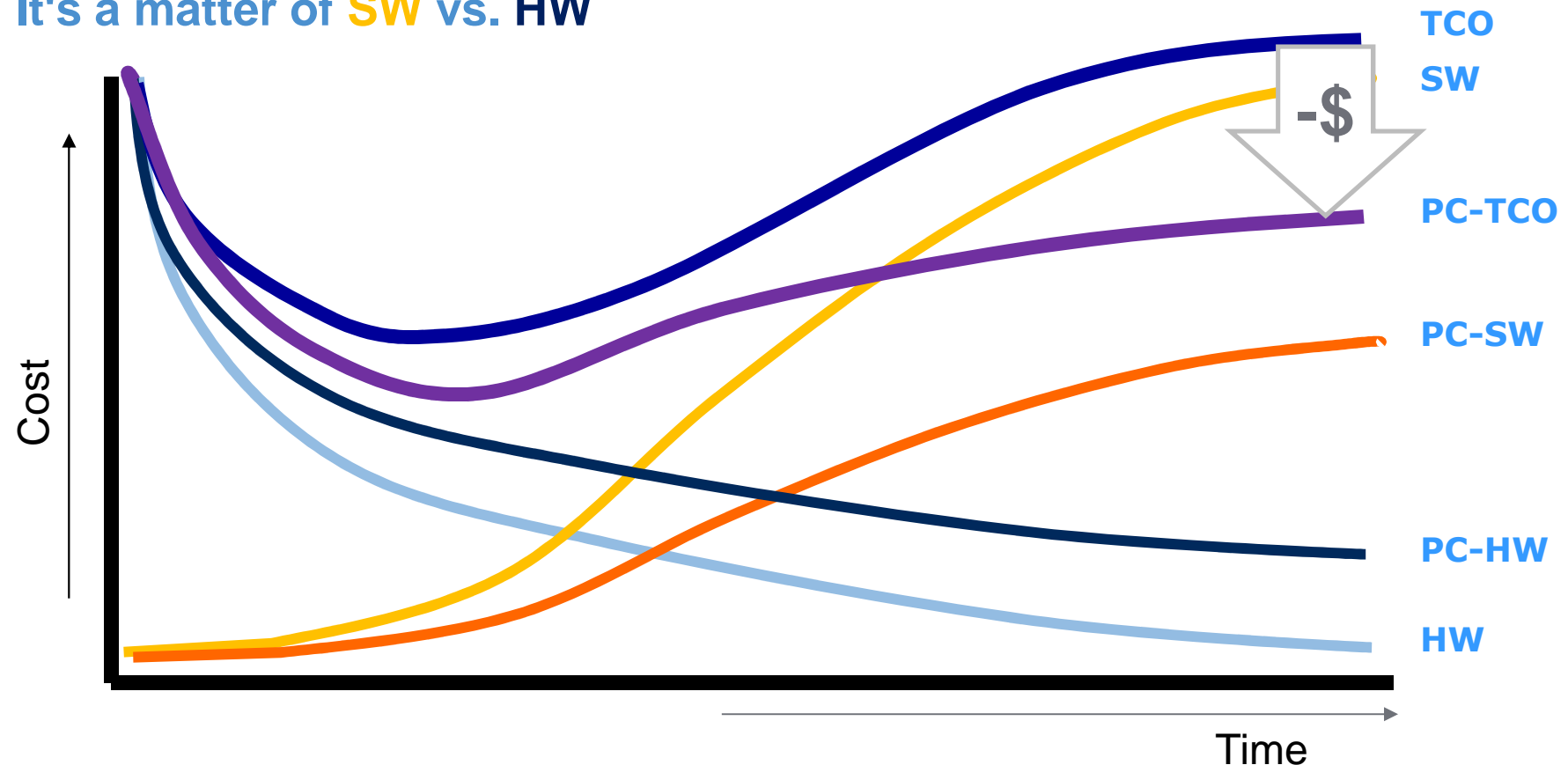
# Some of our typical Customers



# The Essence of Eurotech's strategy

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"

# The Essence of Eurotech's strategy

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

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

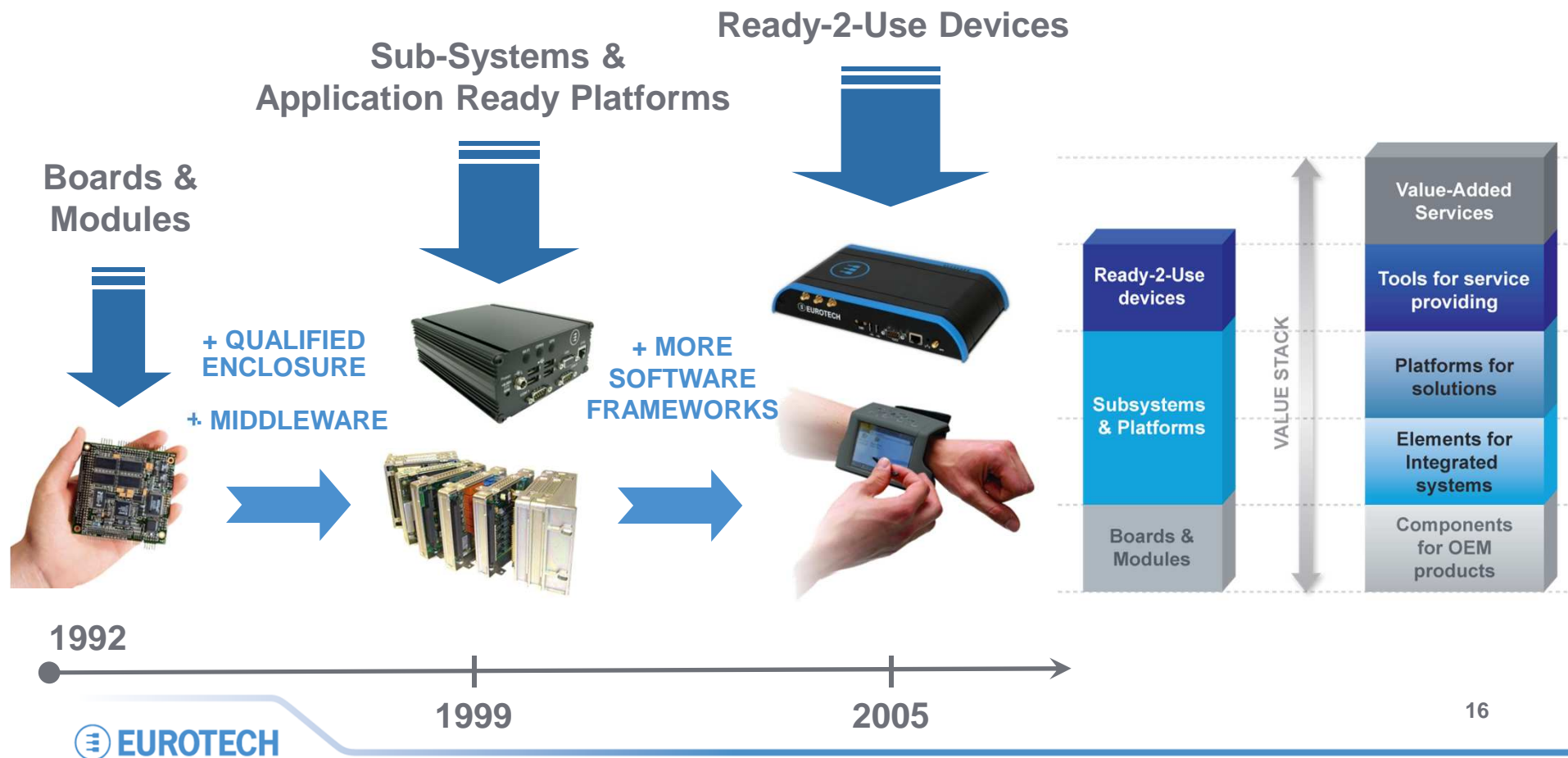


Wirth's law: "Software gets slower faster than hardware gets faster"

# Evolution of our Products (before the Cloud):

Inside the PC platform, shrinking the value chain

*The model: pack features on the HW, then put HW in qualified enclosures, then add firmware to the HW*

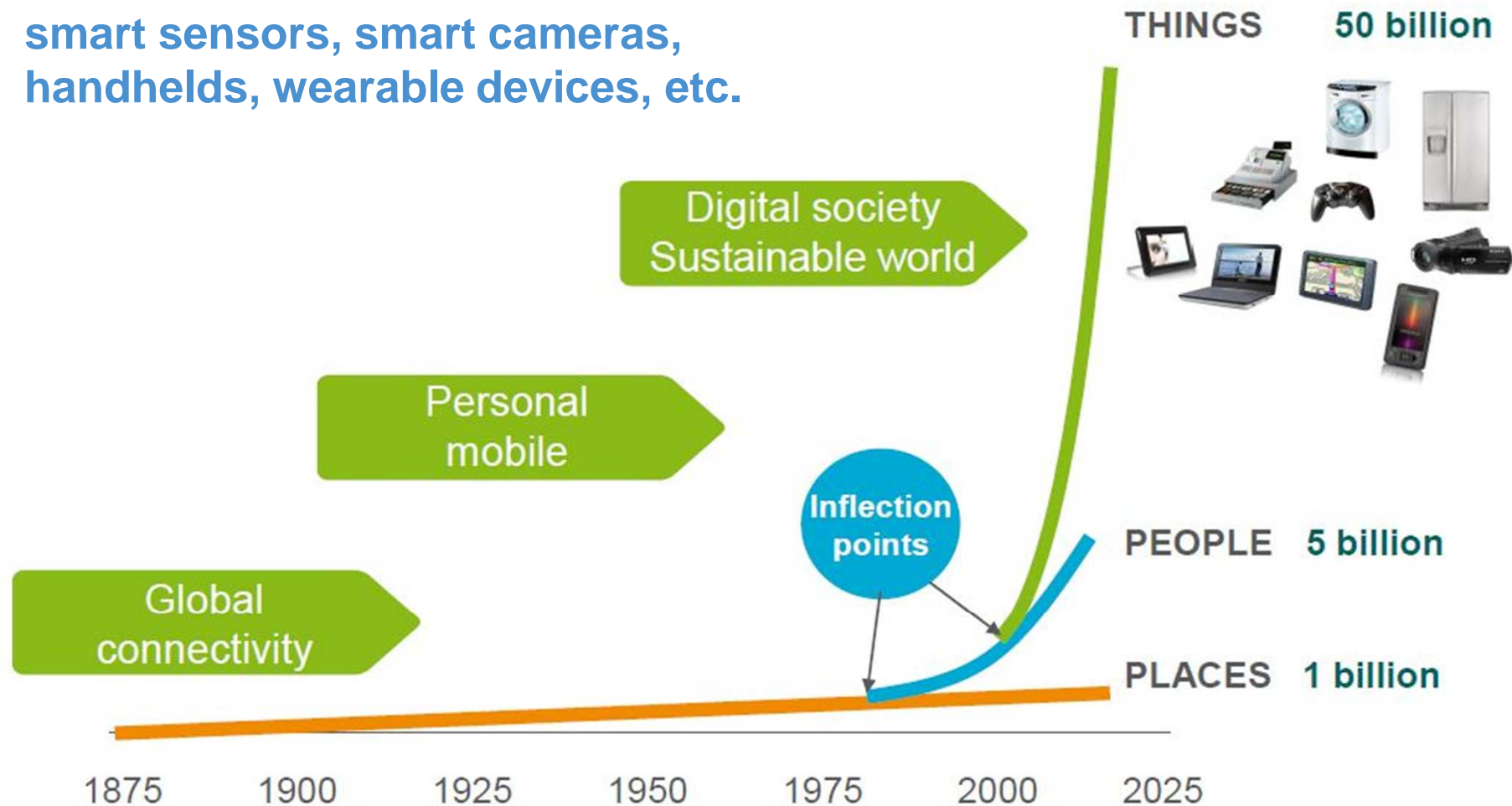




# Internet of Things: re-thinking IT integration

Our "things":

smart sensors, smart cameras,  
handhelds, wearable devices, etc.



# Where are we going?

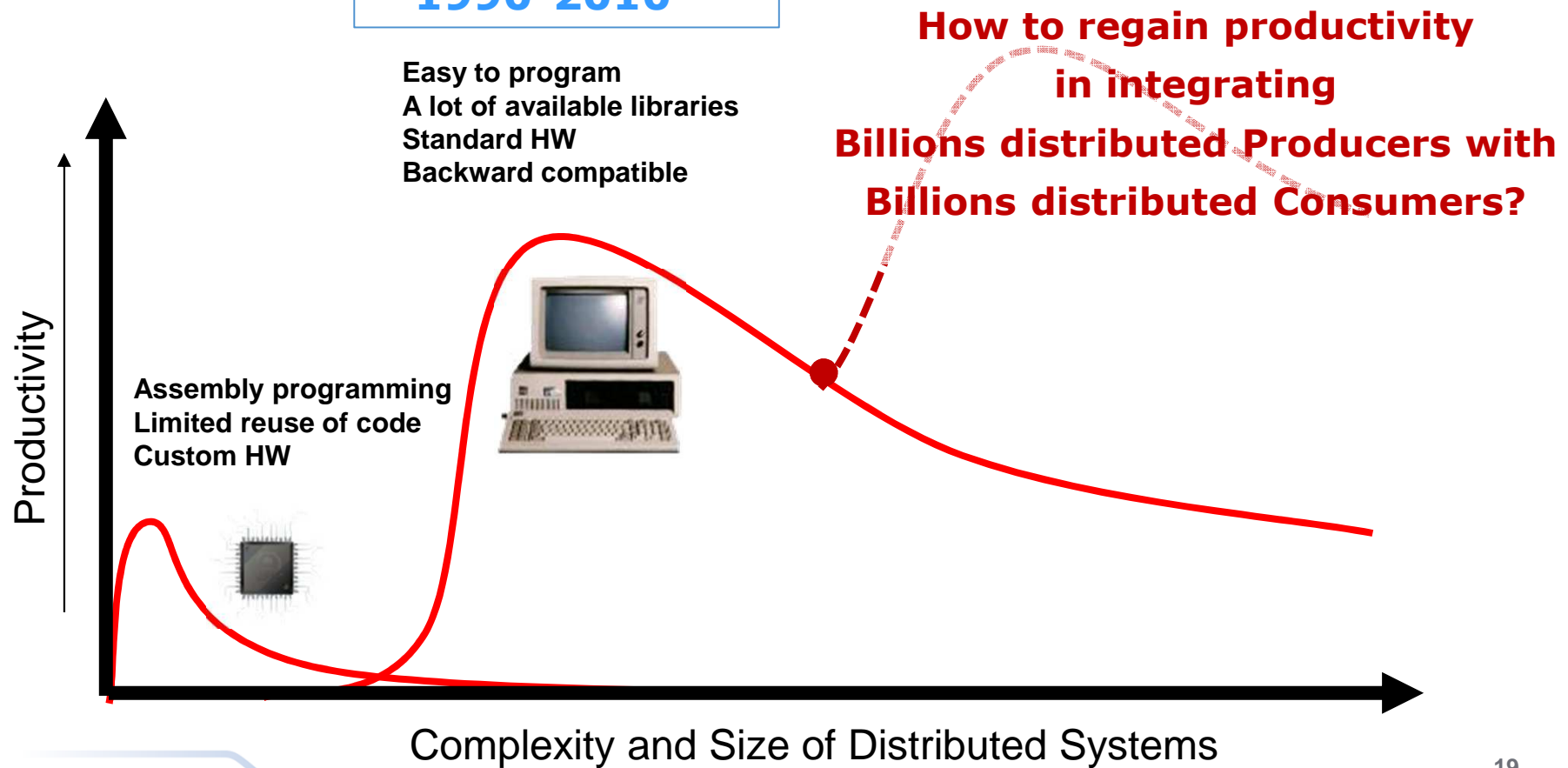
**Enabling our Pervasive Computing offer  
through a New Infrastructure**

**that decouples**

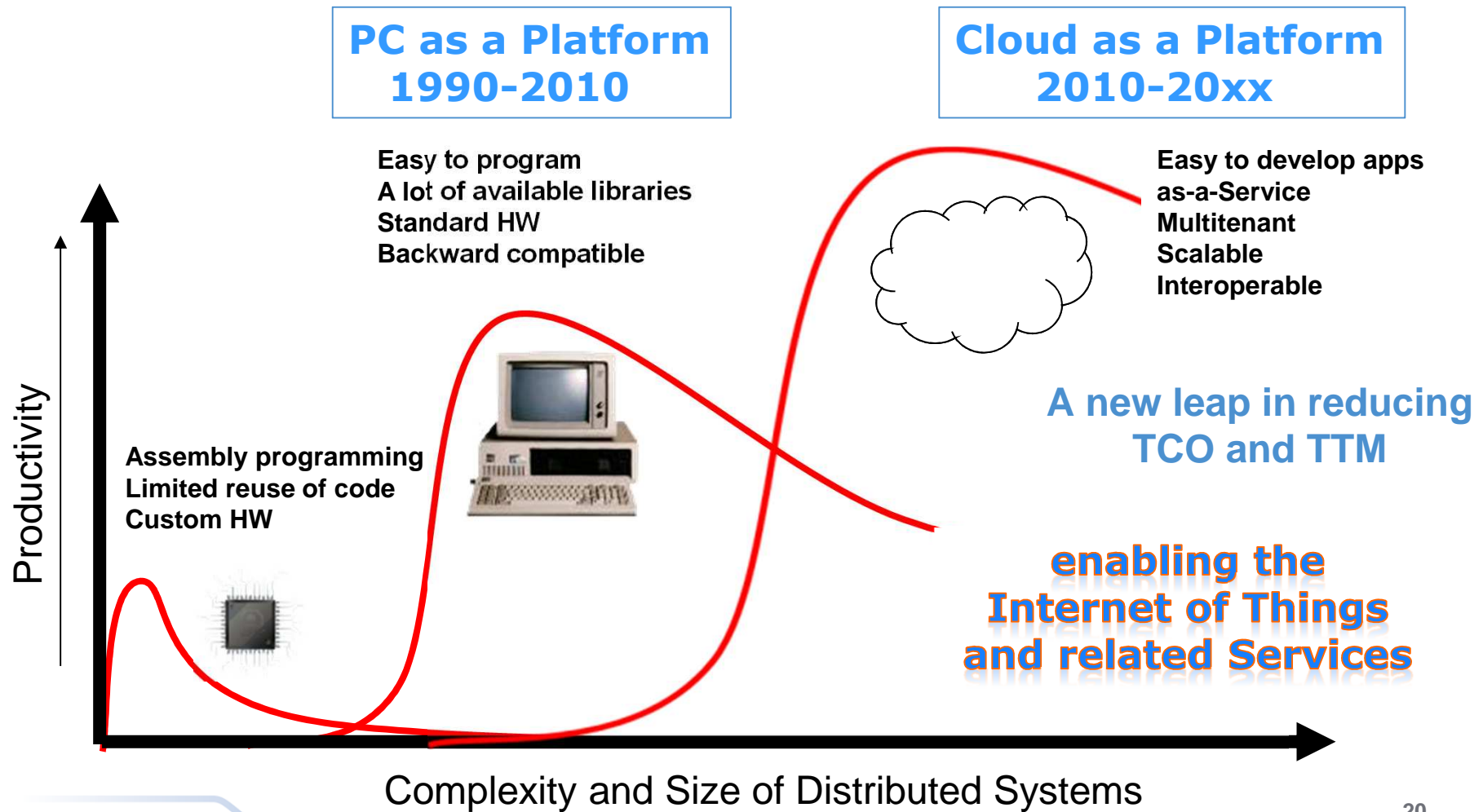
**distributed data Producers (the "Things")  
and  
distributed data Consumers (the Business Apps,  
...and ultimately Human Beings)**

# Addressing a new way to create Large Distributed Systems

## PC as a Platform 1990-2010



# A new platform to create Distributed Systems: THE CLOUD



# Cloud figures

- Mobile devices and cloud services represent a third major platform, following mainframes and PCs

*Frank Gens, IDC chief analyst*

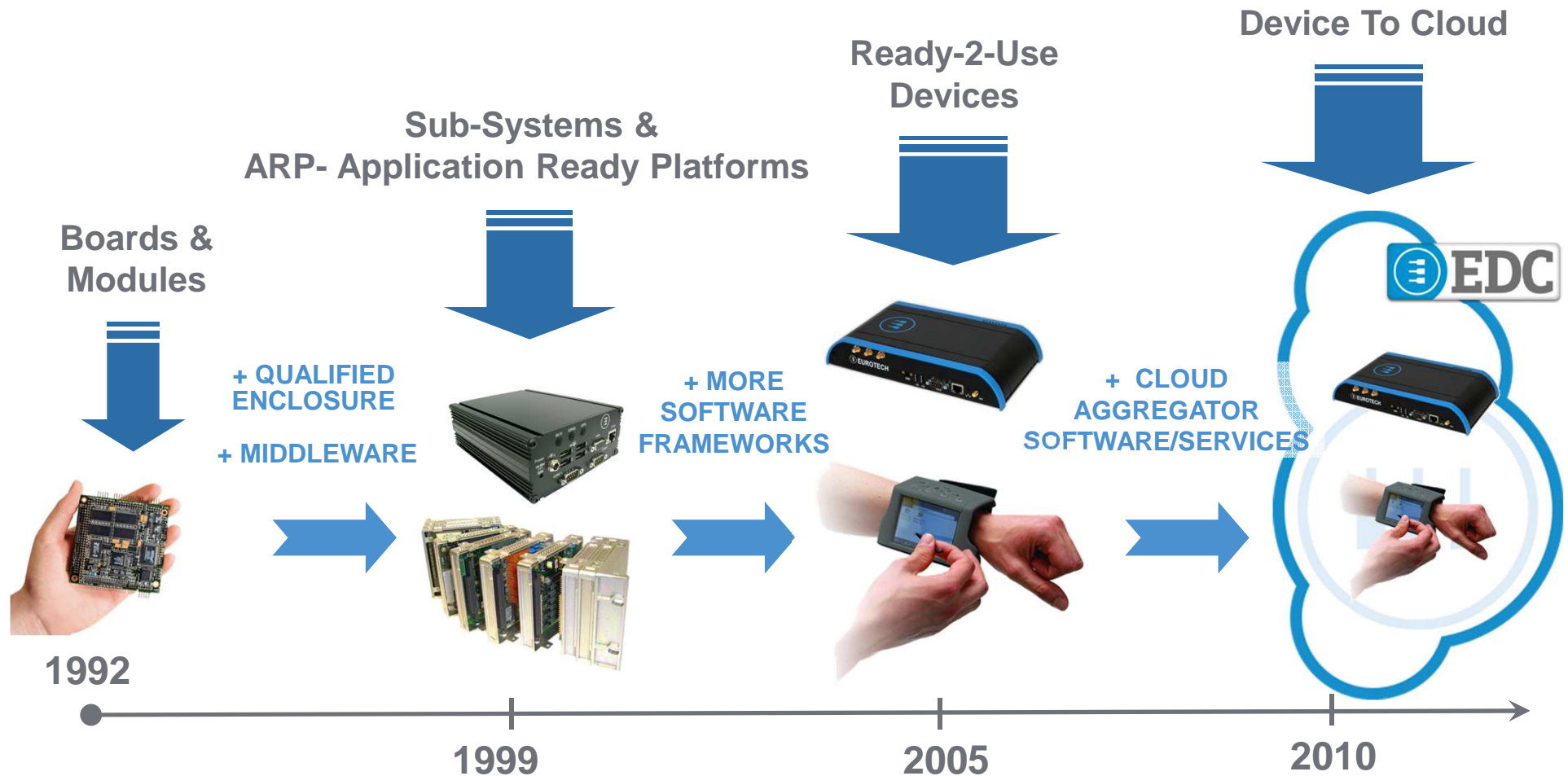
- As many as 80% of enterprise apps developed in 2011 will be for so called Cloud Services delivered over the network. By 2014, about 30% of all business apps used will be via the cloud

*Source: IDC*

- Global public cloud computing spending from 2010 to 2015 is projected to grow at annual compound growth rate of 27.6%, reaching nearly \$72 billion

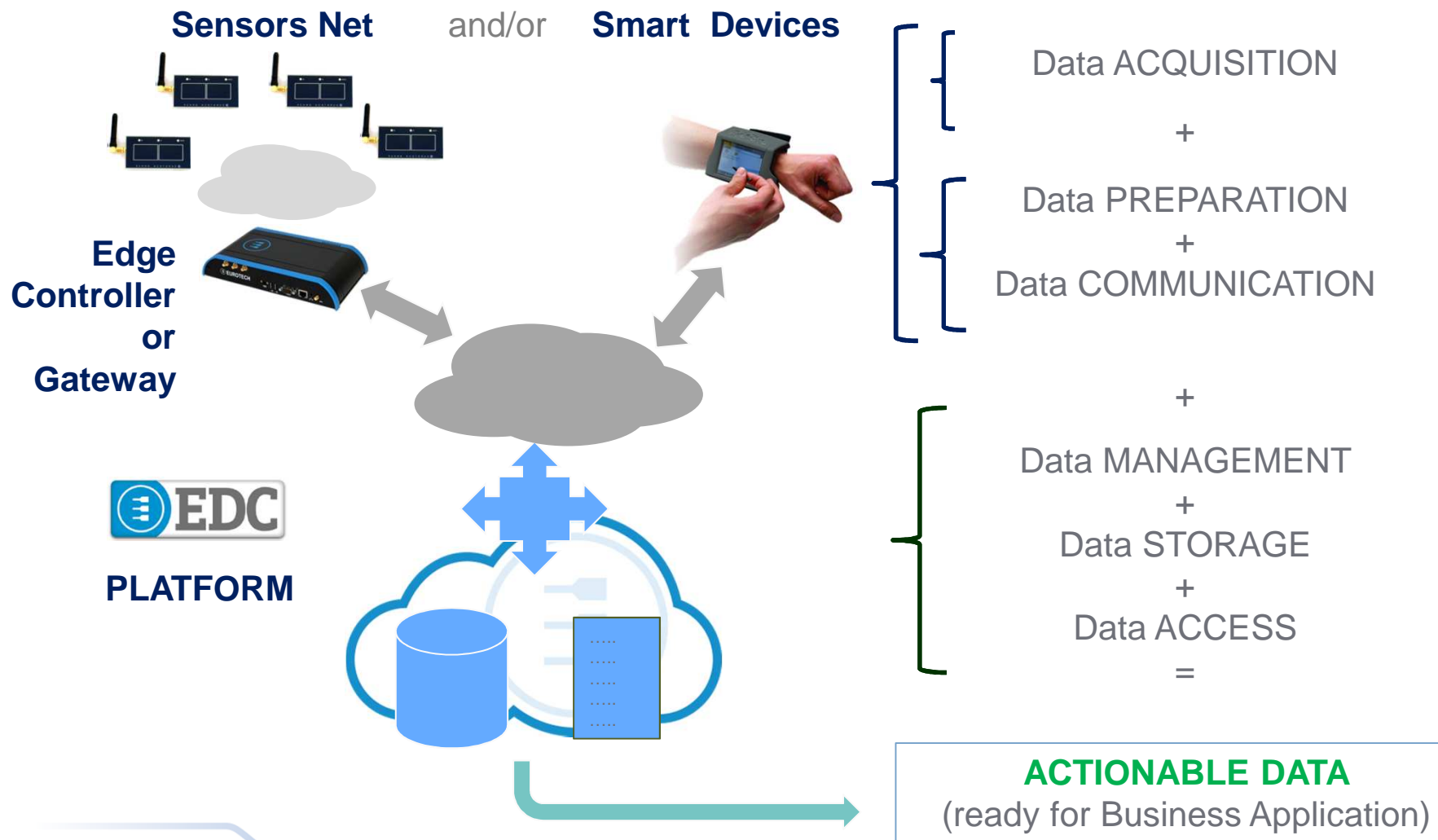
*Source: IDC*

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



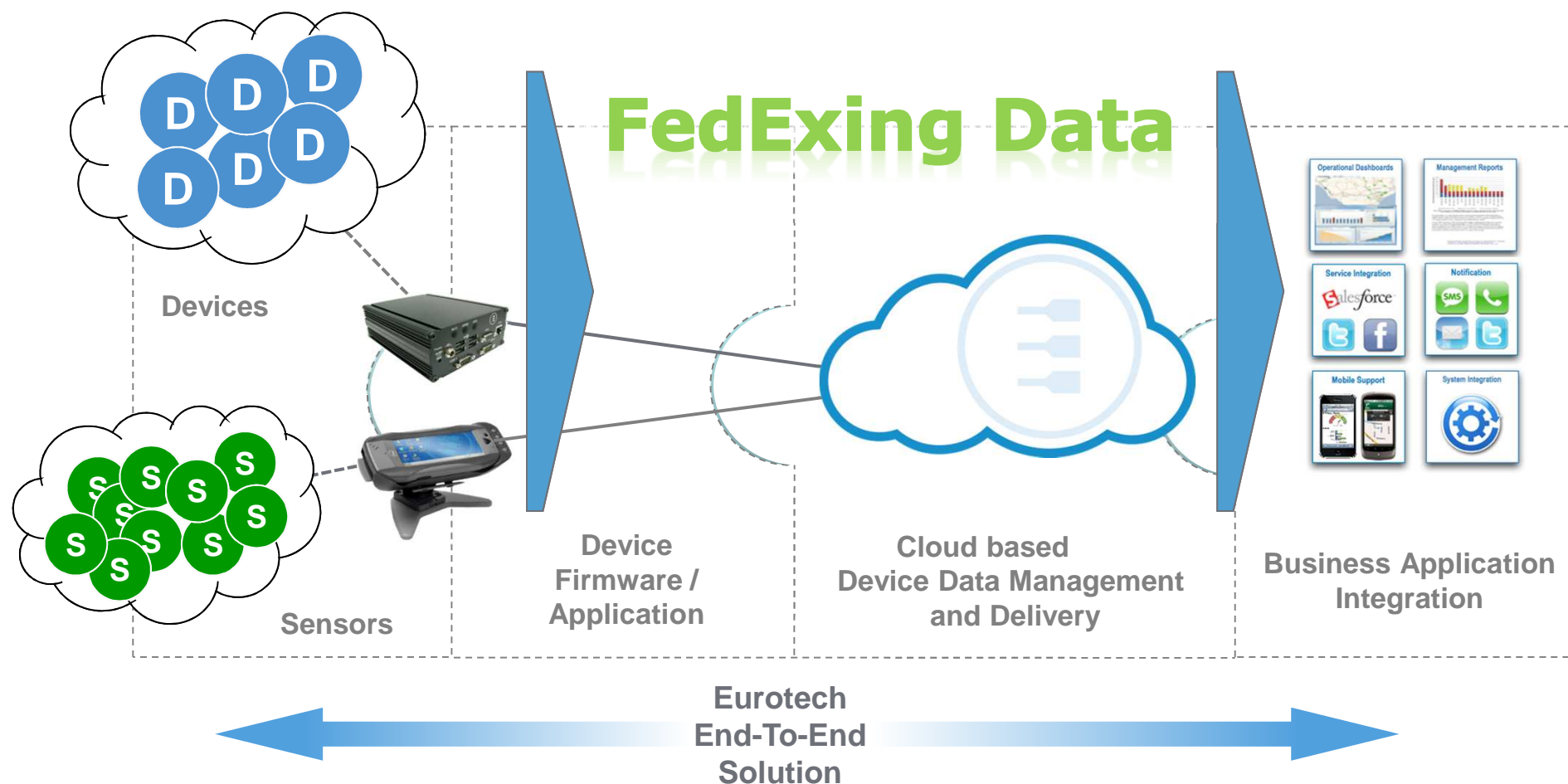
# Device to Cloud Solutions

## The Basic Formula for Machine-to-Business Application



# Everyware Device Cloud

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





# Device Data Management


- Eurotech's "Device Data Management" via Cloud solution enables companies to be relieved of the need to manage and protect with their own IT infrastructure growing quantities of heterogeneous data arriving from devices spread in different geographical locations.
- On top of that, Eurotech's innovative "Device-as-a-Service" supply model, which enables Customers to purchase the Eurotech solution by paying a monthly fee for the Cloud services, relieves companies of the burden of the initial investment, thus opening an entire new market.
- A new level of service can be achieved. A whole new set of services can be conceived.

# THANK YOU

**Imagination is the beginning of creation.  
You imagine what you desire,  
you will what you imagine and at last  
you create what you will.**

***George Bernard Shaw***





# **ANNEX: FINANCIAL HIGHLIGHTS, 31 DECEMBER 2011**

# CONSOLIDATED INCOME STATEMENT

OPERATING RESULTS €'000	FY 2011	%	FY 2010	%	FY 2011 adjusted	%	FY 2010 adjusted	%
SALES REVENUES	93,806	100.0%	99,269	100.0%	93,806	100.0%	99,269	100.0%
GROSS PROFIT	46,540	49.6%	50,406	50.8%	46,540	49.6%	50,406	50.8%
EBITDA	3,090	3.3%	7,394	7.4%	4,000	4.3%	6,809	6.9%
EBIT	(4,875)	-5.2%	(741)	-0.7%	(520)	-0.6%	2,627	2.6%
PROFIT (LOSS) BEFORE TAXES	(6,613)	-7.0%	(3,813)	-3.8%	(2,258)	-2.4%	753	0.8%
GROUP NET PROFIT (LOSS) FOR THE PERIOD	(7,246)	-7.7%	(6,079)	-6.1%	(5,498)	-5.9%	(3,048)	-3.1%

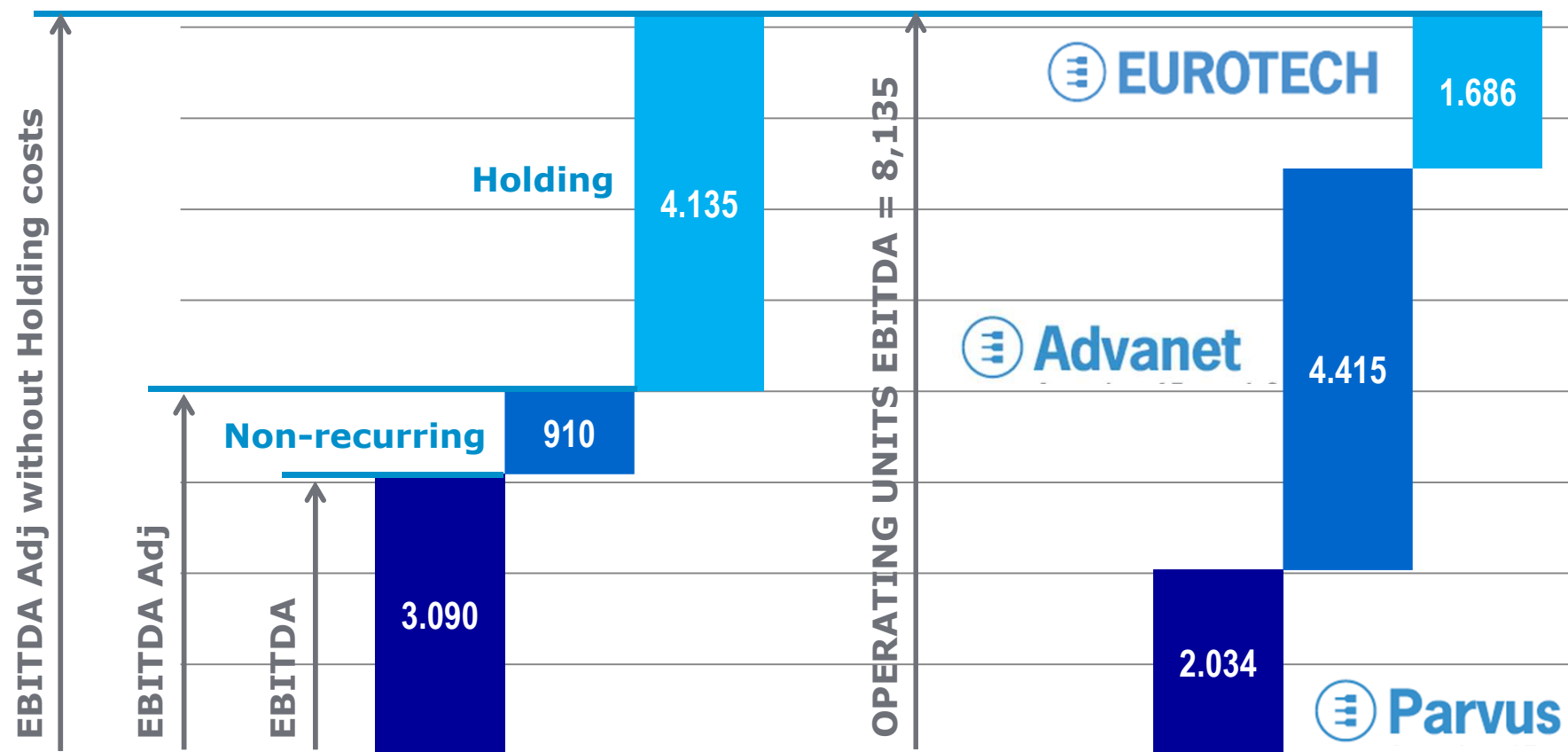
# CONSOLIDATED BALANCE SHEET

(€'000)	FY 2011	FY 2010
<b>ASSETS</b>		
Intangible assets	125,922	120,328
Property, Plant and equipment	5,897	6,582
Investments in affiliates companies	278	308
Investments in other companies	270	230
Deferred tax assets	1,439	1,658
Other non current financial assets	226	236
Medium/long term borrow ing allow ed to affiliates companies	0	636
Other non-current assets	843	1,018
<b>Total non-current assets</b>	<b>134,875</b>	<b>130,996</b>
Inventories	23,734	21,587
Contracts in progress	2,356	257
Trade receivables	26,724	28,962
Income tax receivables	938	1,879
Other current assets	2,569	3,305
Receivables from affiliates companies	1,163	9
Short term borrow ing allow ed to affiliates c	178	0
Cash & cash equivalents	13,596	23,751
<b>Total current assets</b>	<b>71,258</b>	<b>79,750</b>
<b>Total assets</b>	<b>206,133</b>	<b>210,746</b>

(€'000)	FY 2011	FY 2010
<b>LIABILITIES AND EQUITY</b>		
Share capital	8,879	8,879
Share premium reserve	136,400	136,400
Other reserves	(10,236)	(13,761)
<b>Group shareholders' equity</b>	<b>135,043</b>	<b>131,518</b>
<b>Equity attributable to minority interes<sup>1</sup></b>	<b>0</b>	<b>3,966</b>
<b>Total shareholders' equity</b>	<b>135,043</b>	<b>135,484</b>
Medium-/long-term borrow ing	10,482	22,873
Employee benef it obligations	1,718	1,681
Deferred tax liabilities	12,111	12,307
Other non-current liabilities	1,586	2,225
<b>Total non-current liabilities</b>	<b>25,897</b>	<b>39,086</b>
Trade payables	18,388	18,824
Short-term borrow ing	17,253	8,985
Derivative instruments	376	339
Income tax liabilities	1,731	1,214
Other current liabilities	7,229	5,748
Business combination liabilities	216	1,066
<b>Total current liabilities</b>	<b>45,193</b>	<b>36,176</b>
<b>Total liabilities</b>	<b>71,090</b>	<b>75,262</b>
<b>Total liabilities and equity</b>	<b>206,133</b>	<b>210,746</b>

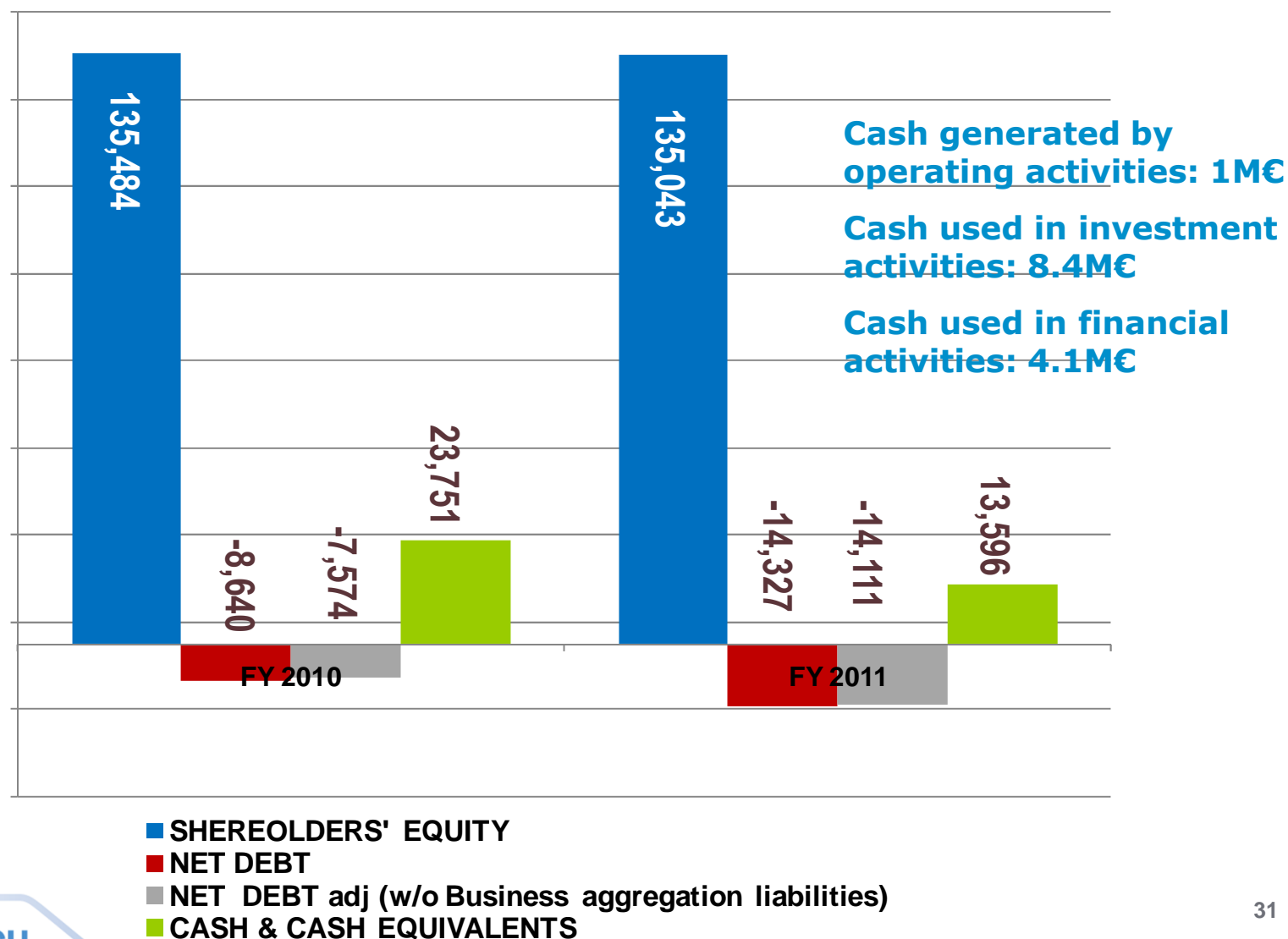
# OPERATING UNITS EBITDA

Breakdown by brand – 31 December 2011 (€/000)



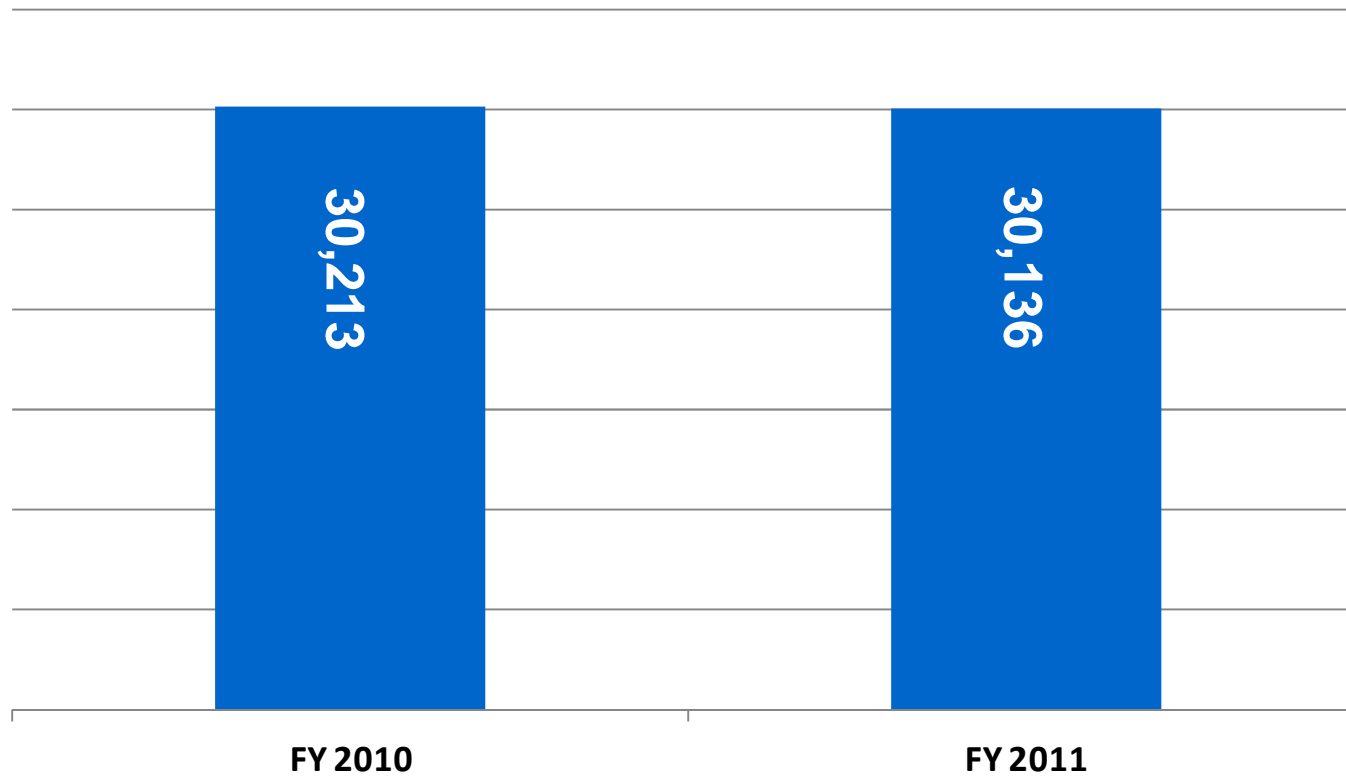
# EQUITY, CASH AND NET DEBT

CASH AND NET DEBT , 31 December 2010-2011 (€/000)



# NET WORKING CAPITAL

NWC 31 December 2010-2011 (€/000)





# EMPLOYEES

Headcount at the end of each period

