



Introducing Eurotech

Global
Innovative
Sustainable

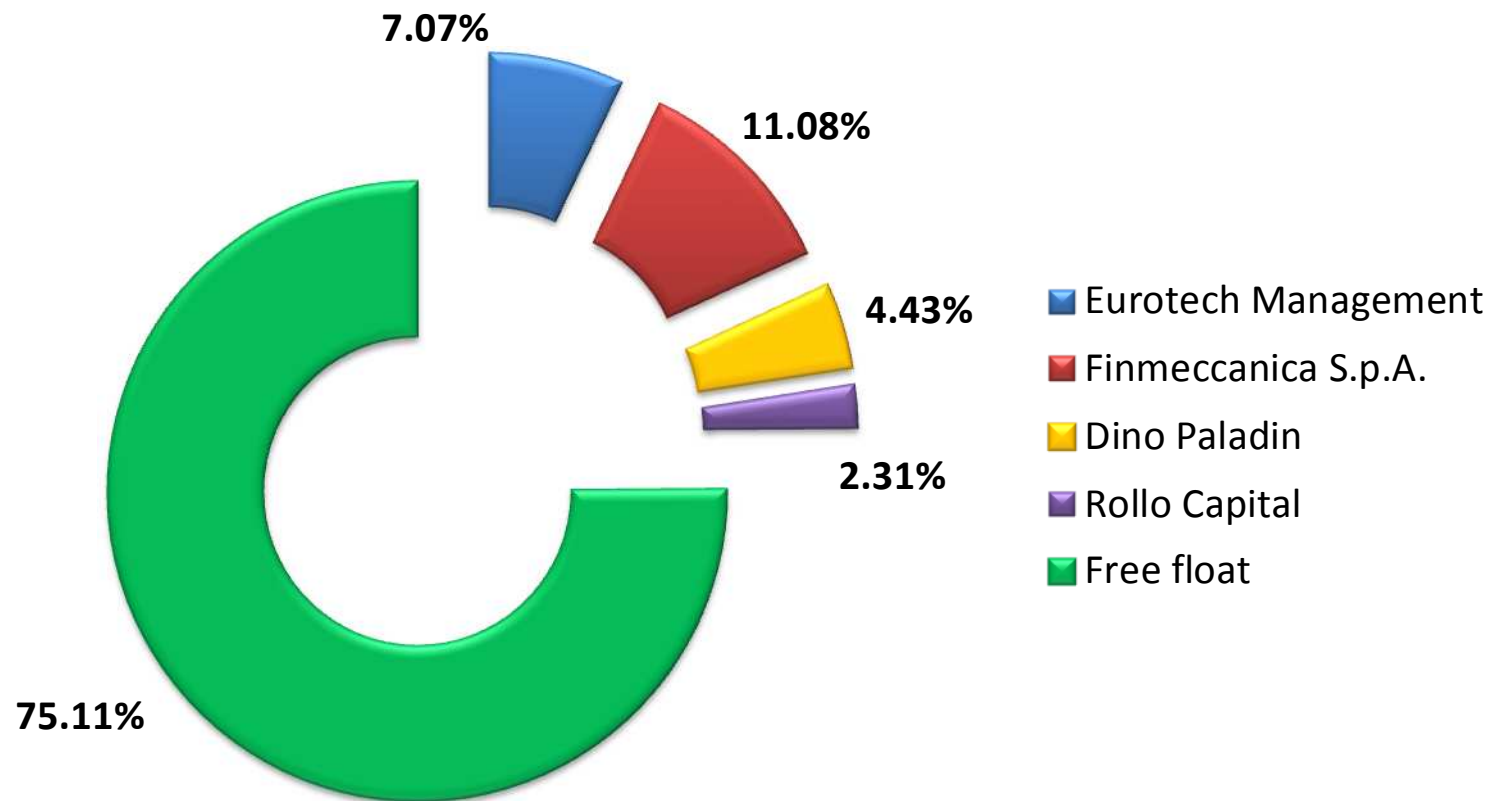
Quick Facts Sheet

Founded in	1992
Public Listing on	November 30th, 2005
Stock Tickers	Bloomberg: ETM:IM; Reuters: E5T.MI
Sales FY 2012	93.6 M€ including Parvus (77.4 M€ w/o Parvus)
President & CEO	Roberto Siagri
Headquarters	Amaro (UD) - Italy
Global Presence	Italy, United Kingdom, France, India, China, Japan, USA
Development & Engineering Locations	Amaro (Italy), Brescia (Italy), Columbia (MD,USA), Huntsville (AL, USA), Mission Viejo (CA,USA), Okayama (Japan)
Manufacturing Locations	Amaro (Italy), Okayama (Japan), Columbia (MD, USA)
Worldwide Employees	356

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, Ruggedization & 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



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**

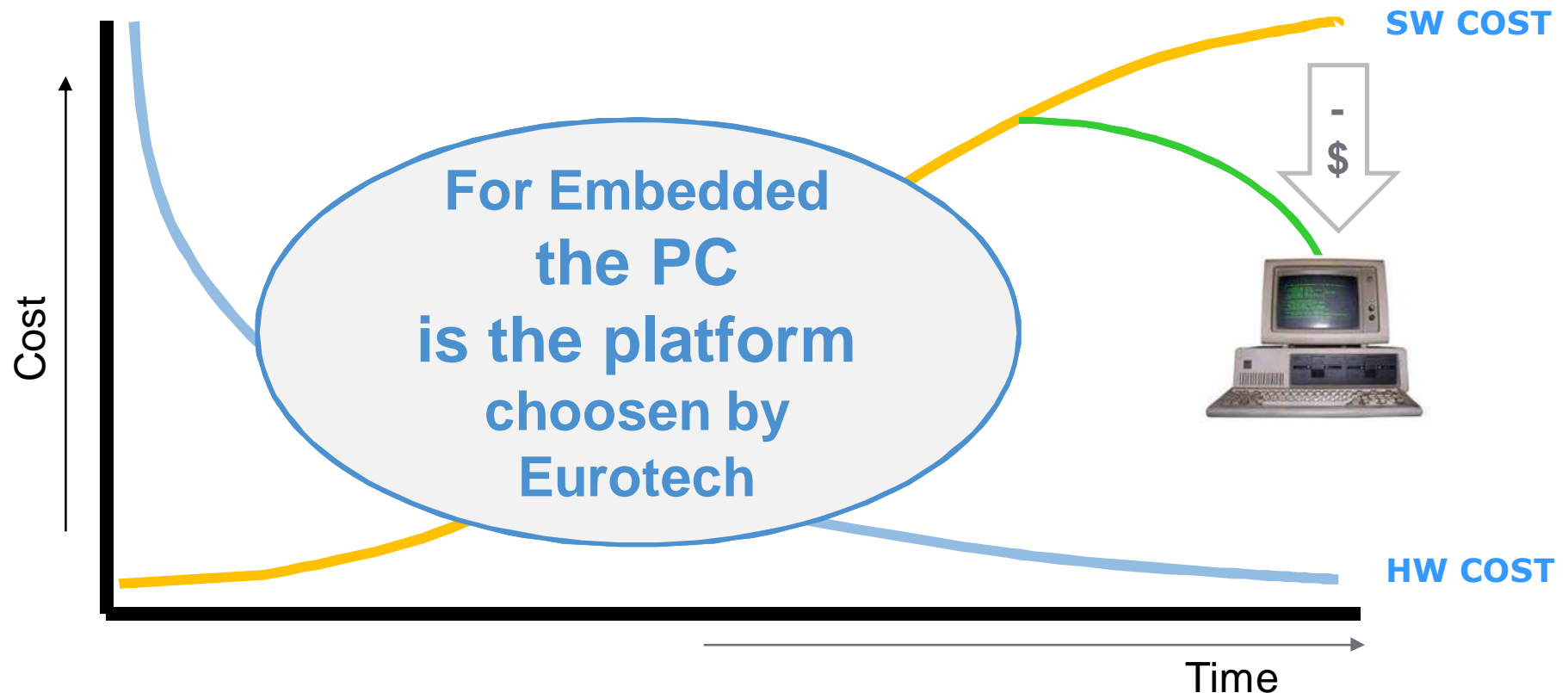
**Dramatic reduction of
time, cost and risk**

**Competitive
Advantage**

Eurotech's approach to Embedded Computing

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

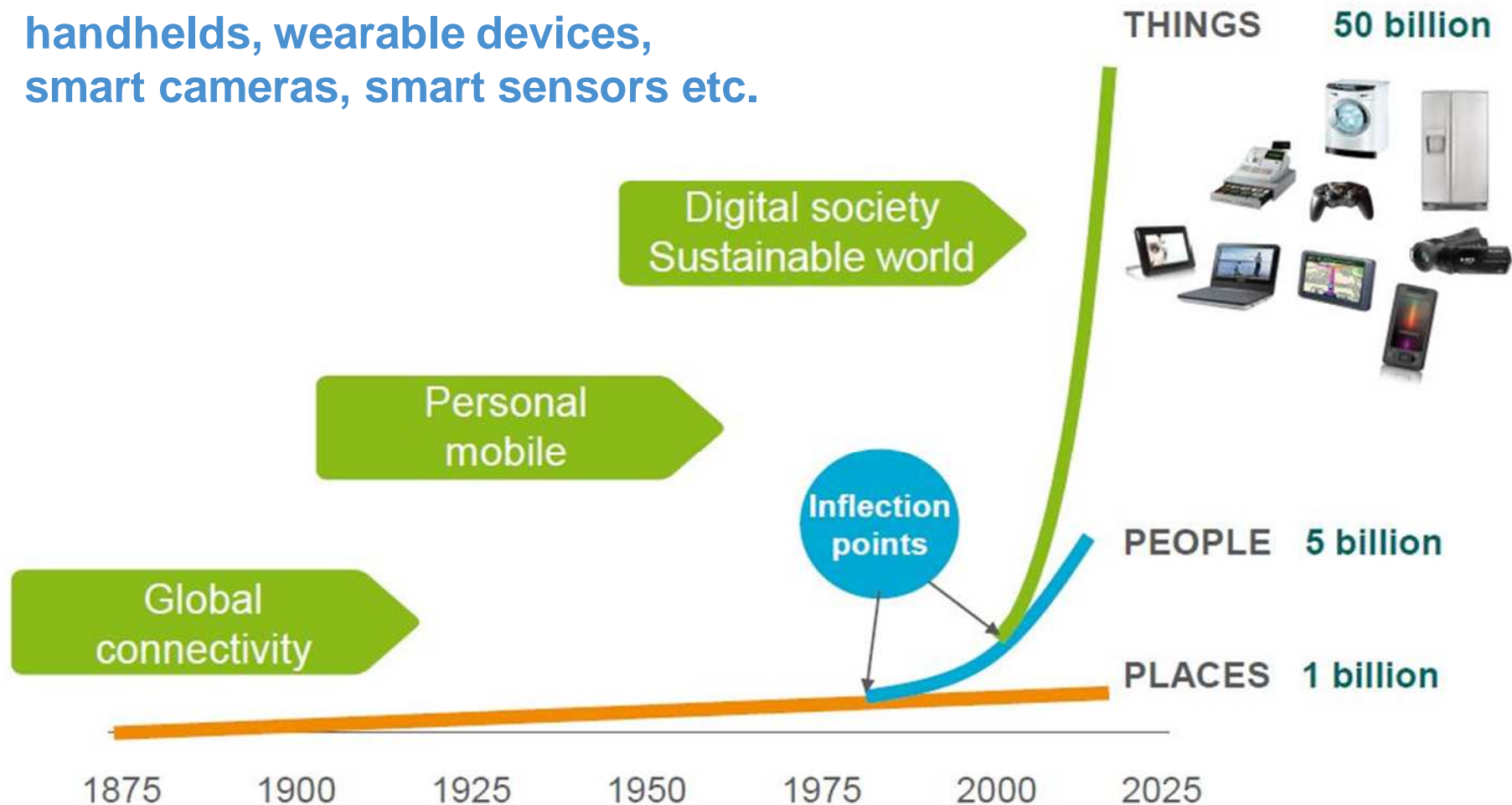
It's a matter of **SW** vs. **HW**



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

Internet of Things: Embedded PCs and IT integration

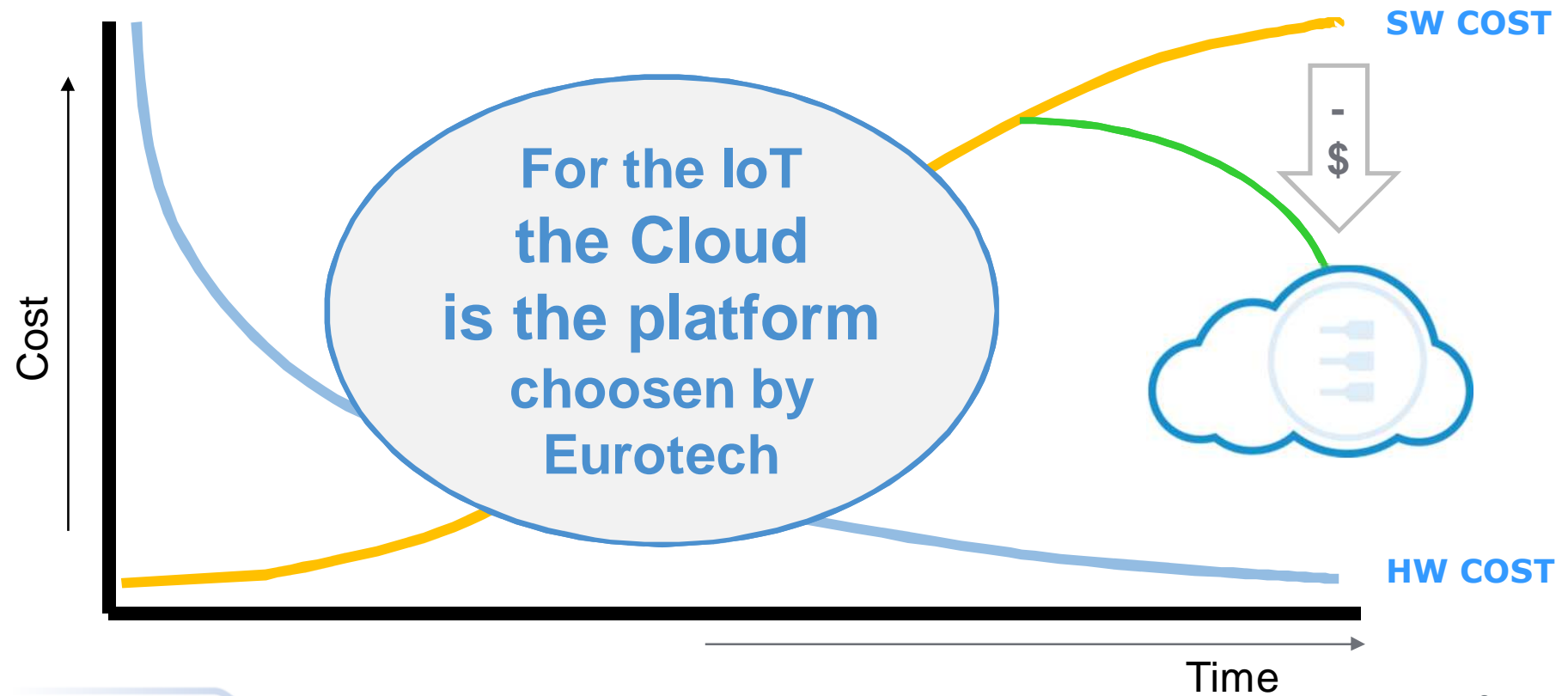
Our "things":
handhelds, wearable devices,
smart cameras, smart sensors etc.



Eurotech's approach to the Internet of Things

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**



Expanding the Total Addressable Market

From:

\$8B TAM of Embedded Computers

To:

\$86B TAM of IoT / M2M Devices (Hardware a Platform Services)



In fact:

- IoT & M2M Device market is expected to grow to \$85.9B by 2017
- It is expected to have a CAGR of 26.1% from 2012 to 2017.
- The winner will be the one that will be able to offer an integration Platform.
- This is expected to help companies to address the need of the customers more effectively.

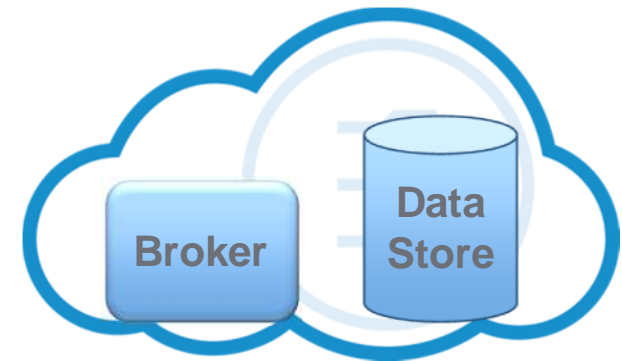
Expanding the Total Addressable Market

From:

\$8B TAM of Embedded Computers

To:

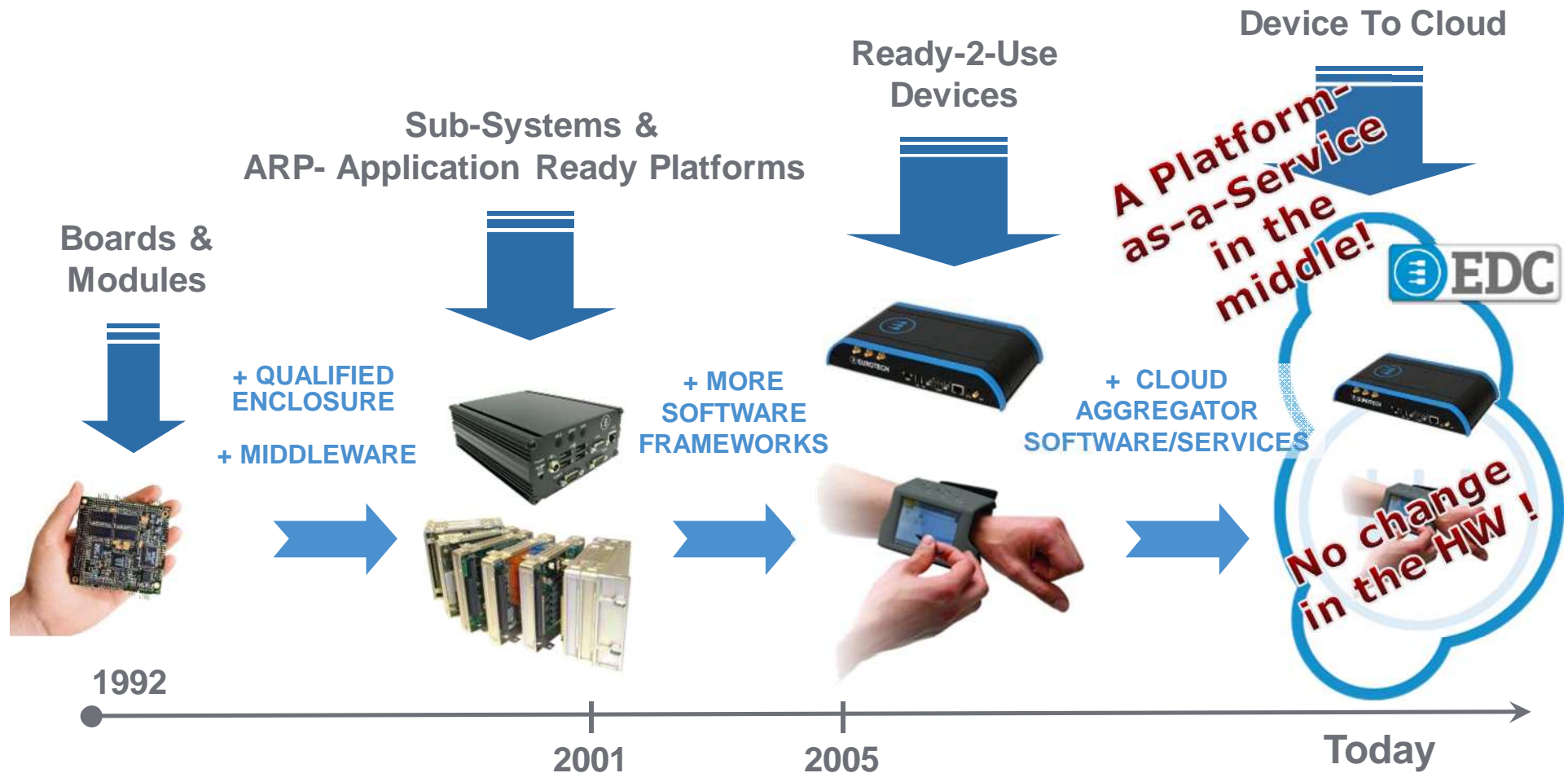
\$290B TAM of IoT / M2M Communication (Traffic & Services)



In fact:

- IoT & M2M Communication market is expected to grow to \$290.0B by 2017
- It is expected to have a CAGR of 30.1% from 2012 to 2017.
- Europe is expected to grow at a CAGR of 27.4% from 2012 to 2017.
- APAC and North America are estimated to grow at a CAGR of 33.2% and 28.3%, respectively, from 2012 to 2017.

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





Going forward

STRATEGY

HPC Business Unit

EUROTECH IS THE GREENEST...



- Two Eurotech supercomputers scored both first and second place in the June 2013 Green 500, the list of **most energy efficient supercomputers in the world**
- The Eurora supercomputer, installed at CINECA, was ranked 1st
- The Aurora Tigon supercomputer, installed at the Finmeccanica company Selex ES for cyber security applications, was ranked 2nd

HPC products



Data Center products



- Academic Tier 0 and Tier 1
- Computational centers
- Oil&gas
- Climate and weather

Mid Range



- Academic Tier 2
- Departments
- SMEs
- CAE
- Rendering and media
- Software development

HPEC



- Defence and aerospace
- Oil&gas exploration
- Industrial usage
- Security and surveillance

The new HPC SBU offering

HPC

Research Projects



Public tenders



Green-HPC : Products and services for the Industrial Market



NanoPC Business Unit

WHERE IS THE INNOVATION?

**We enable the Internet of Things scenarios
exploiting the Cloud Infrastructure**

that decouples

distributed data Producers (the "Things")

and

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

The Internet of Things

Modern M2M Systems

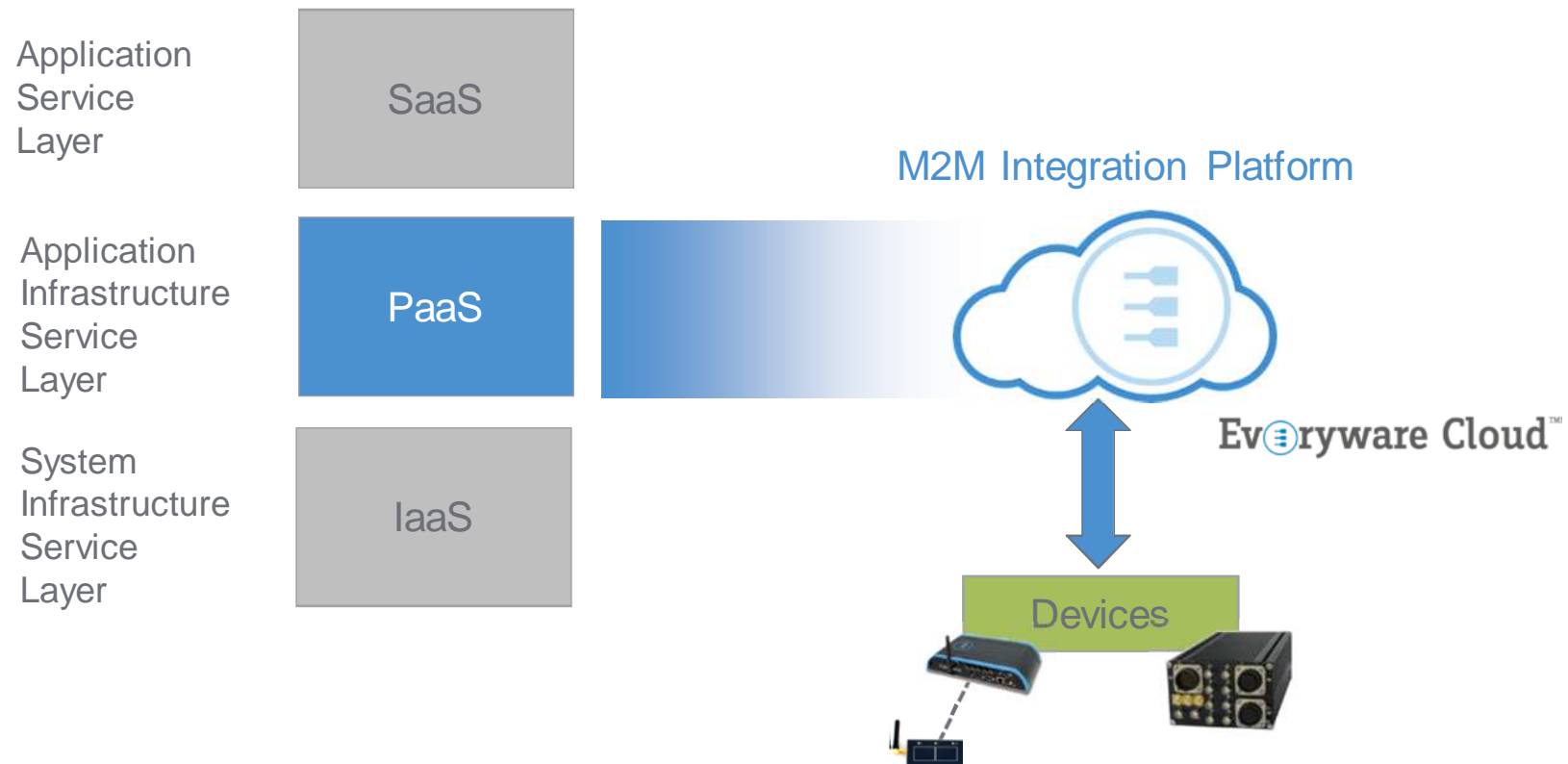
Technology advances and standardization lead to a **commoditization of distributed systems**

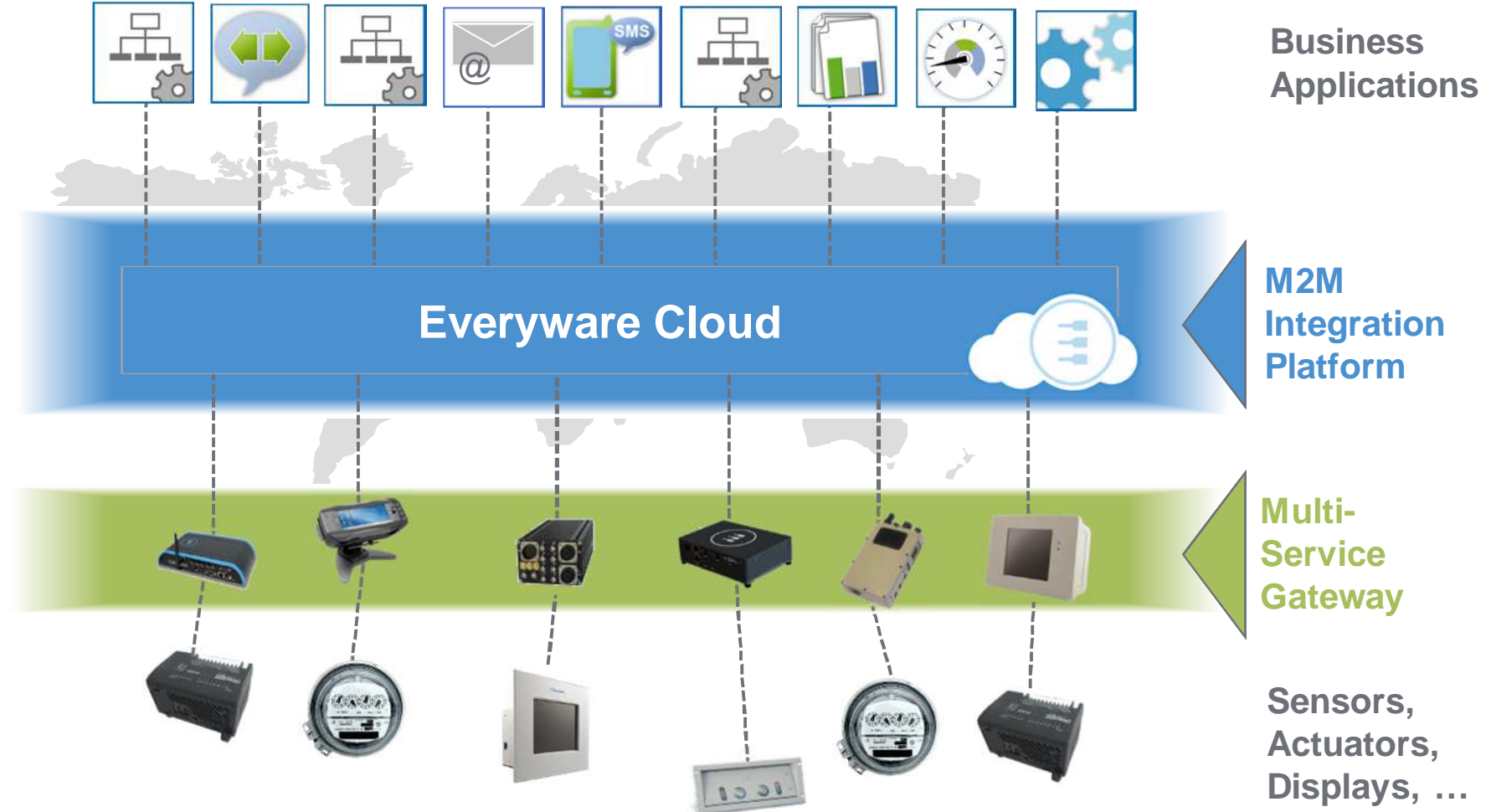
Where today's solutions differ:

- **Scaling up** to larger applications & implementations
- **Scaling down** to smaller applications & implementation
- **Interconnecting solutions** on a platform level
- Much **lower upfront investment**
- Much **faster implementation** / deployment
- Much **better TCO**

M2M Integration Platform

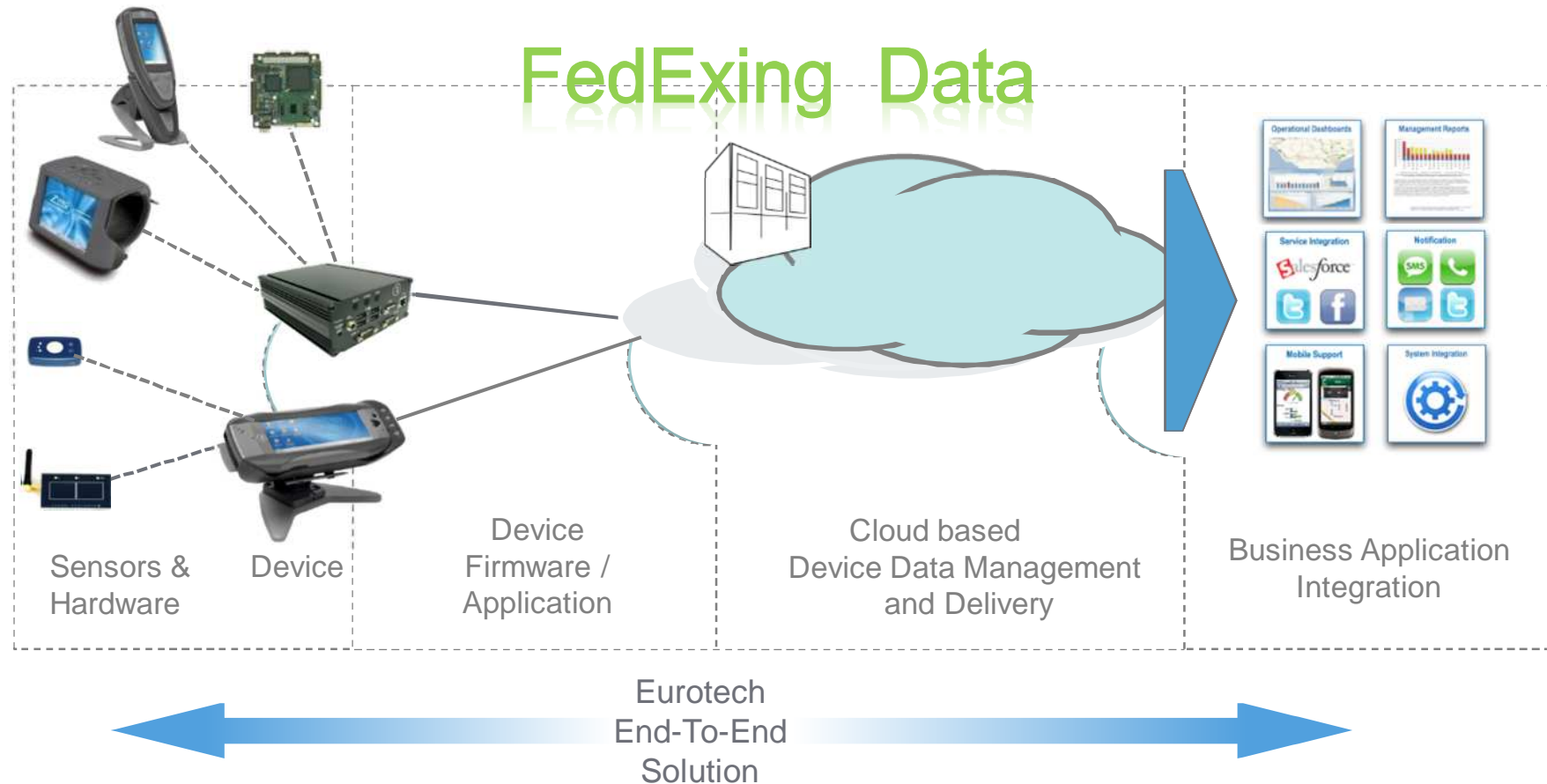
Everyware Cloud - “Integration Platform as a Service”





Everyware Device Cloud

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



EUROTECH iPaaS



- Eurotech named by Gartner as one of four “Cool Vendors” in the 2013 IT/OT Alignment and Integration report
- The recognition is for Eurotech's innovative Everyware Cloud and Everyware Software Framework.
- Gartner defines a "**Cool vendor**" as one of the 400 companies world-wide that offers technologies or solutions that are:

"innovative, impactful and intriguing"



The new nanoPC SBU

nanoPC

Boards &
Modules

Sub-Systems



Ready-2-Use
Devices for
Security and
Surveillance



M2M Integration Platform
and DaaS

Everyware Cloud™

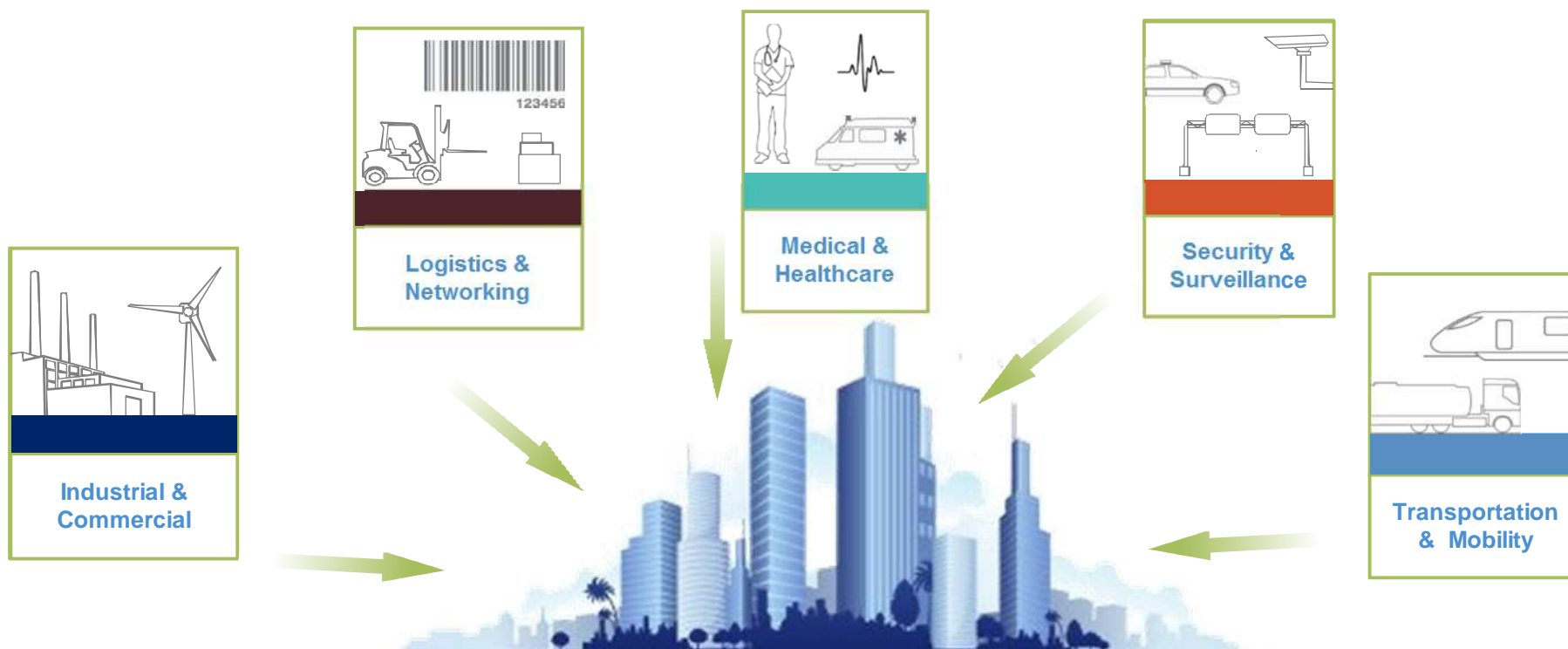


Devices



Eurotech Offering

A combination of platforms ready to address the complexity of today's world: Pervasive Computers and Internet of Things



The Eurotech Product portfolio is a fundamental element for the development of complex technology architectures such as Smart Cities, whose criticality lies in simplifying the collection of data and their analysis (Open Data and Big Data). In these technological area we expect a lot of investments in the coming years.



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

Niccolò Machiavelli



www.eurotech.com