

Company Overview

Global
Innovative
Sustainable

DISCLAIMER

This presentation has been prepared by Eurotech S.p.A. (or “Eurotech”) and has to be read in conjunction with its oral presentation.

The information contained in this presentation does not purport to be comprehensive. Neither Eurotech nor any of its officers, employees, advisers or agents accepts any responsibility for/or makes any representation or warranty, express or implied, as to the truth, fullness, accuracy or completeness of the information in this presentation (or whether any information has been omitted from the presentation) or any other information relating to Eurotech, its subsidiaries or associated companies, whether written, oral or in a visual or electronic form, transmitted or made available.

This document is confidential and is being provided to you solely for your information and may not be reproduced, further distributed to any other person or published, in whole or in part, for any purpose.

The distribution of this document in other jurisdictions may be restricted by law, and persons into whose possession this document comes should inform themselves about, and observe, any such restrictions.

This document is directed only at relevant persons. Other persons should not act or rely on this document or any of its contents.

No reliance may be placed for any purposes whatsoever on the information contained in this document or any other material discussed during this presentation, or on its completeness, accuracy or fairness.

The information in this document and any other material discussed at this presentation is subject to verification, completion and change.

The information and opinions contained in this document are provided as at the date of the presentation and are subject to change without notice.

Some of the information is still in draft form and will only be finalized.

By attending the presentation you agree to be bound by the foregoing terms.

Trademarks or Registered Trademarks are the property of their respective owners.

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€
President & CEO	Roberto Siagri
Headquarters	Amaro (UD) - Italy
Global Presence	Italy, United Kingdom, France, Singapore, India, China, Japan, USA
Development & Engineering Locations	Amaro (Italy), Brescia (Italy), Cambridge (UK), Columbia (MD, USA), Huntsville (AL, USA), Kansas City (KS, USA), Mission Viejo (CA, USA), Okayama (Japan)
Manufacturing Locations	Amaro (Italy), Okayama (Japan), Columbia (MD, USA)
Worldwide Employees	366

VISION & MISSION



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

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

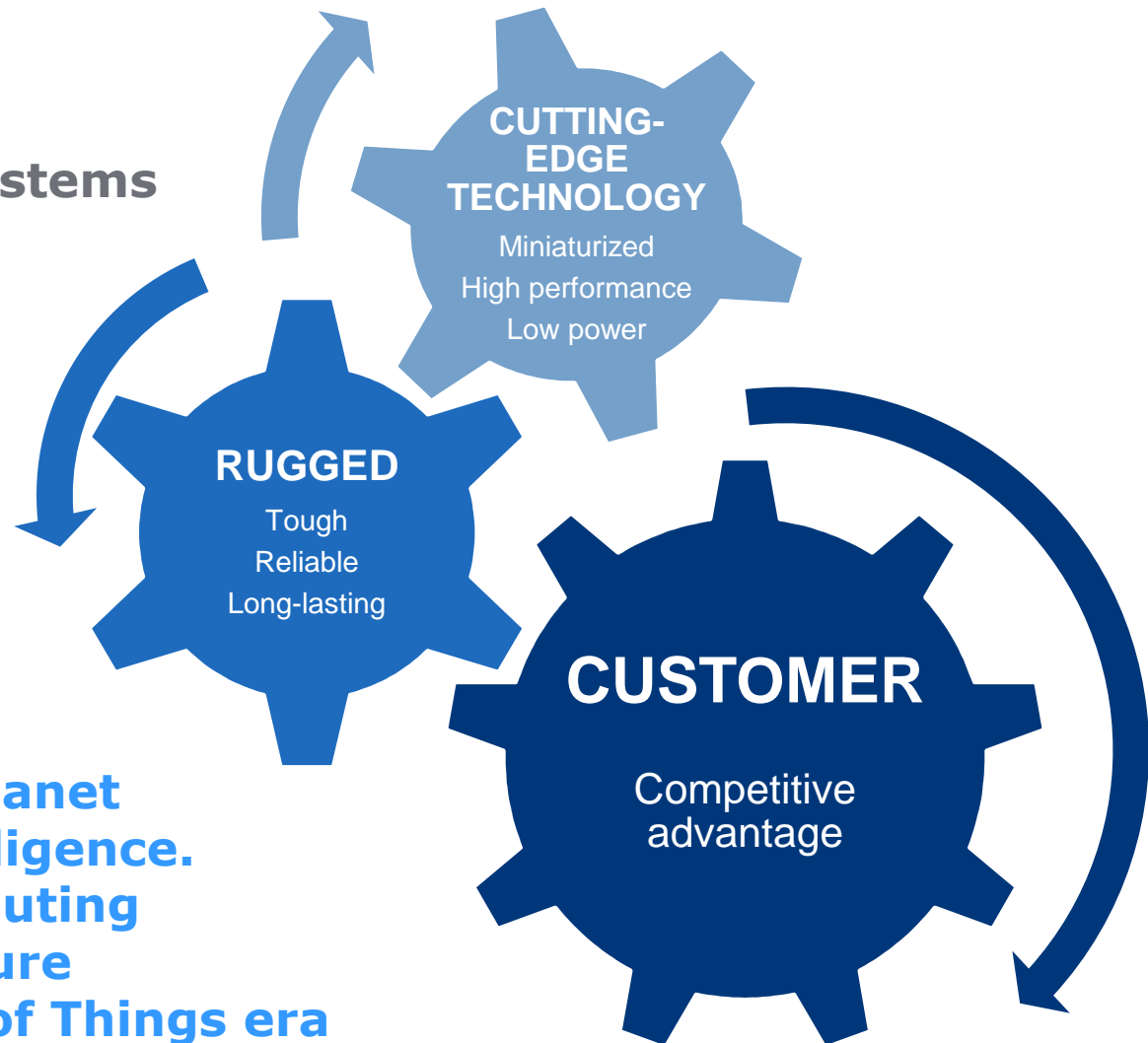
**Integrate the state-of-the-art of Computing and
Communication technologies to develop innovative
applications, able to provide a competitive advantage to
our Customers.**

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**

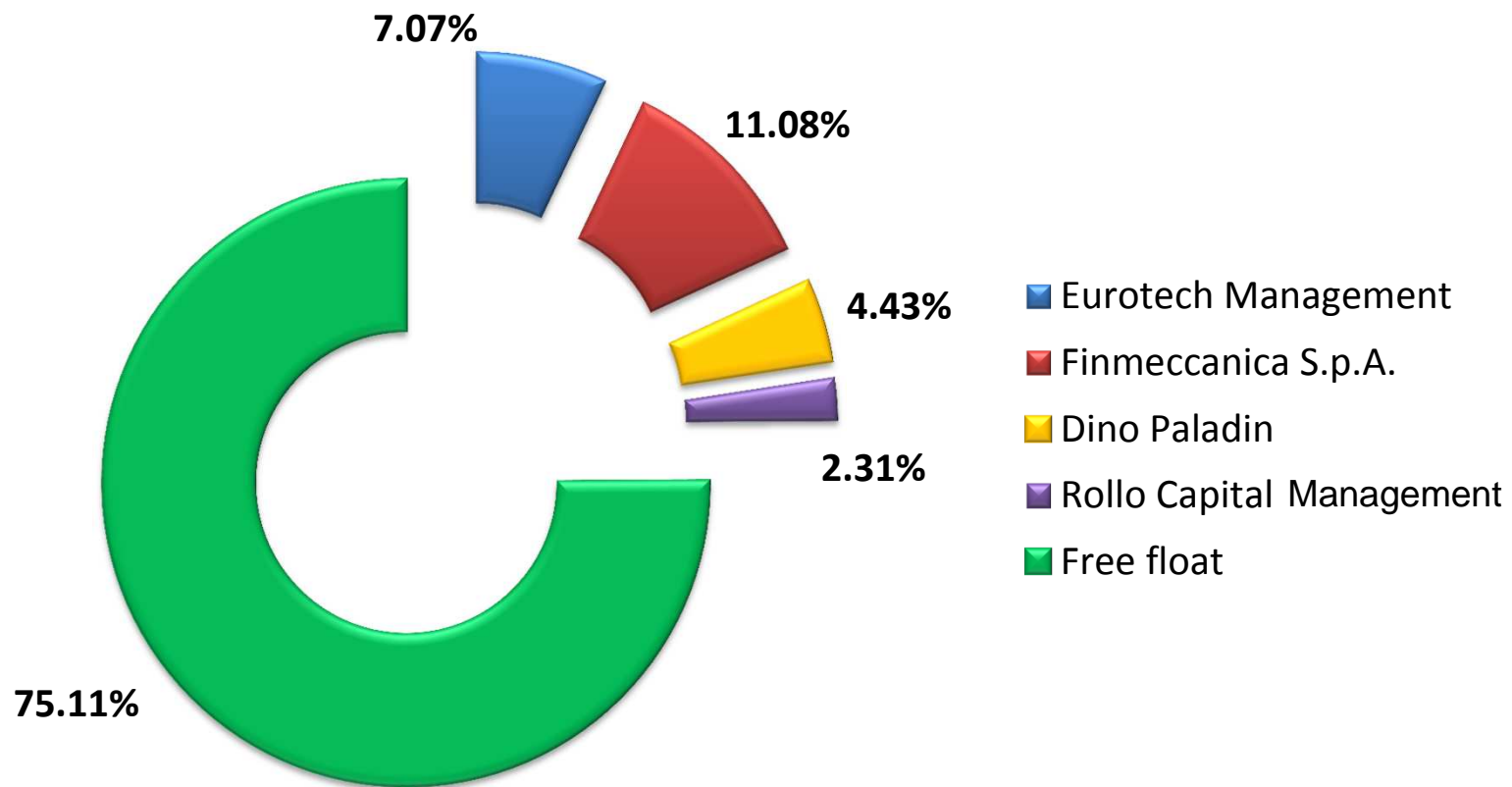
**Addressing the needs
of an Interconnected Planet
full of Distributed Intelligence.
Leveraging Cloud Computing
on-demand Infrastructure
to enable the Internet of Things era**



Eurotech's Essence

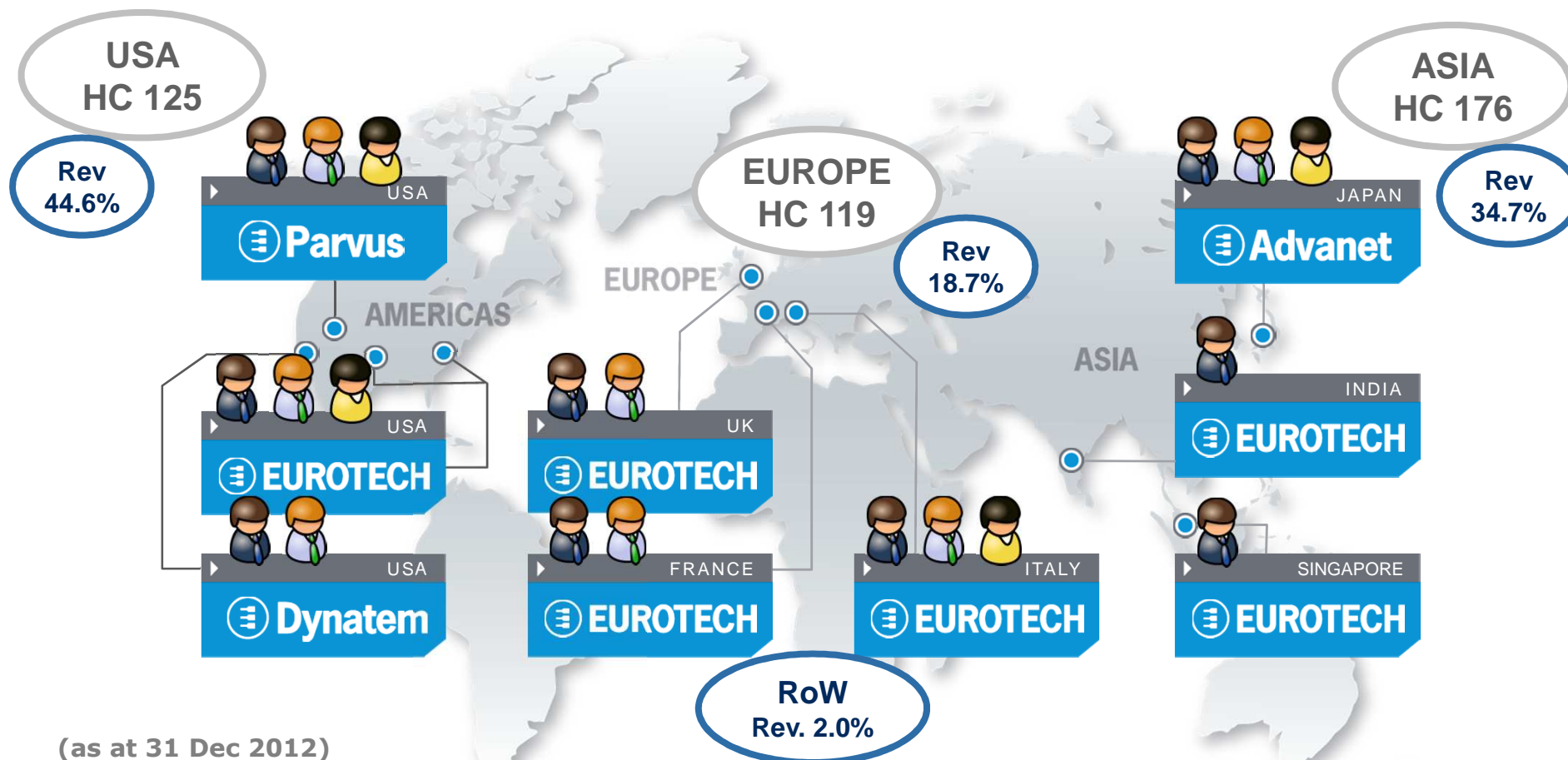
- Behind the products of more than 20 Global 500
- World top 10 player in the Embedded Computers market
- One of two European producers of High Performance Computers
- True global footprint spanning over 3 continents
- Public Company, in the STAR segment of Borsa Italiana
- Member of the UN Global Compact
- 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.



(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**

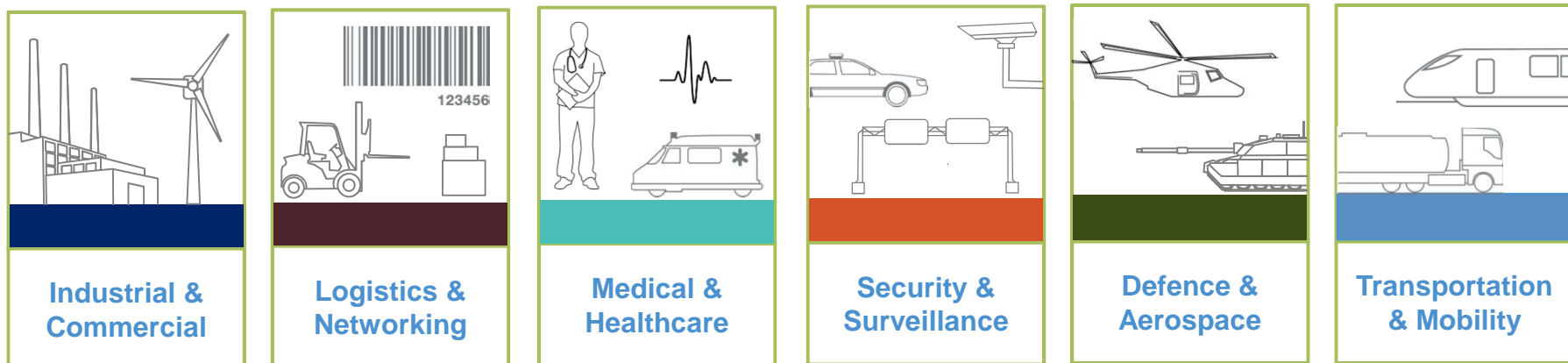
Higher value-add for Customers
→ **Providing enabling platforms,
not just components**

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

**Competitive
Advantage**

Product Portfolio

Horizontal Product Lines. Vertical Industry Solutions.



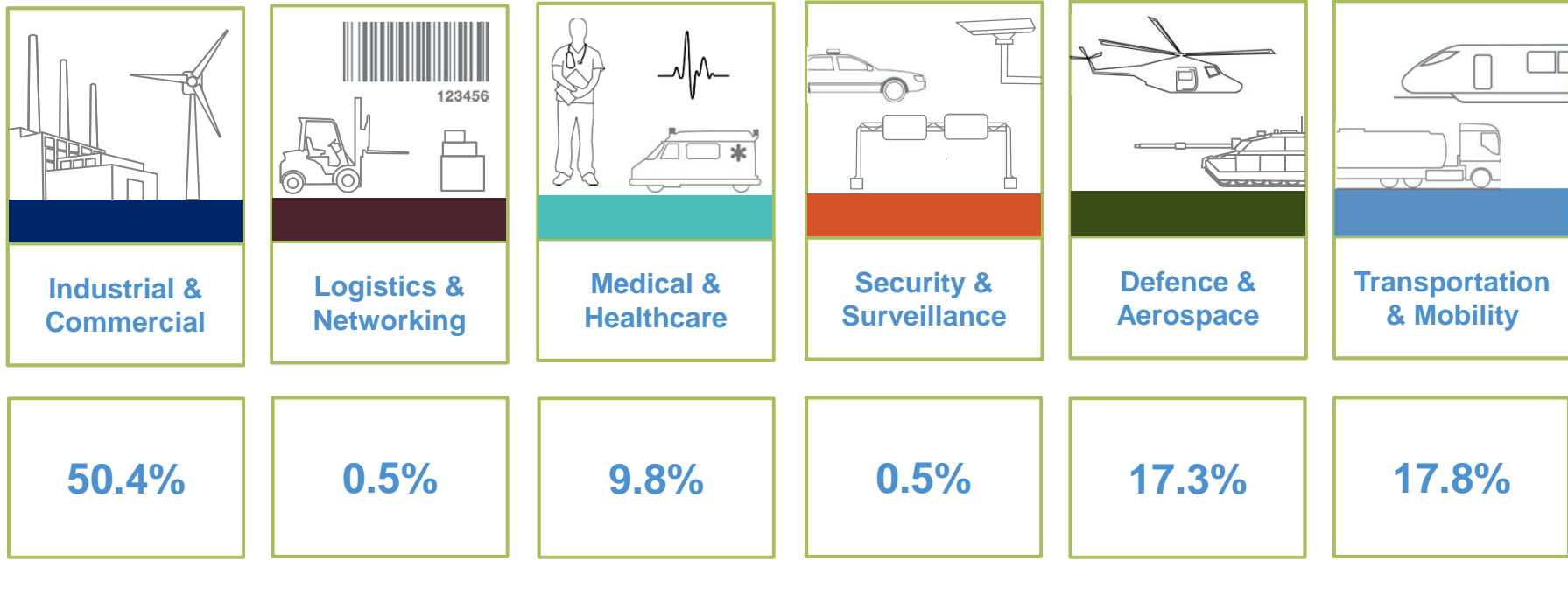
Applications Experience

Vertical Markets & Sectors



Industry Diversification

Nano PC



HPC

3.6%

(as at 31 Dec 2012)

Some of our typical Customers

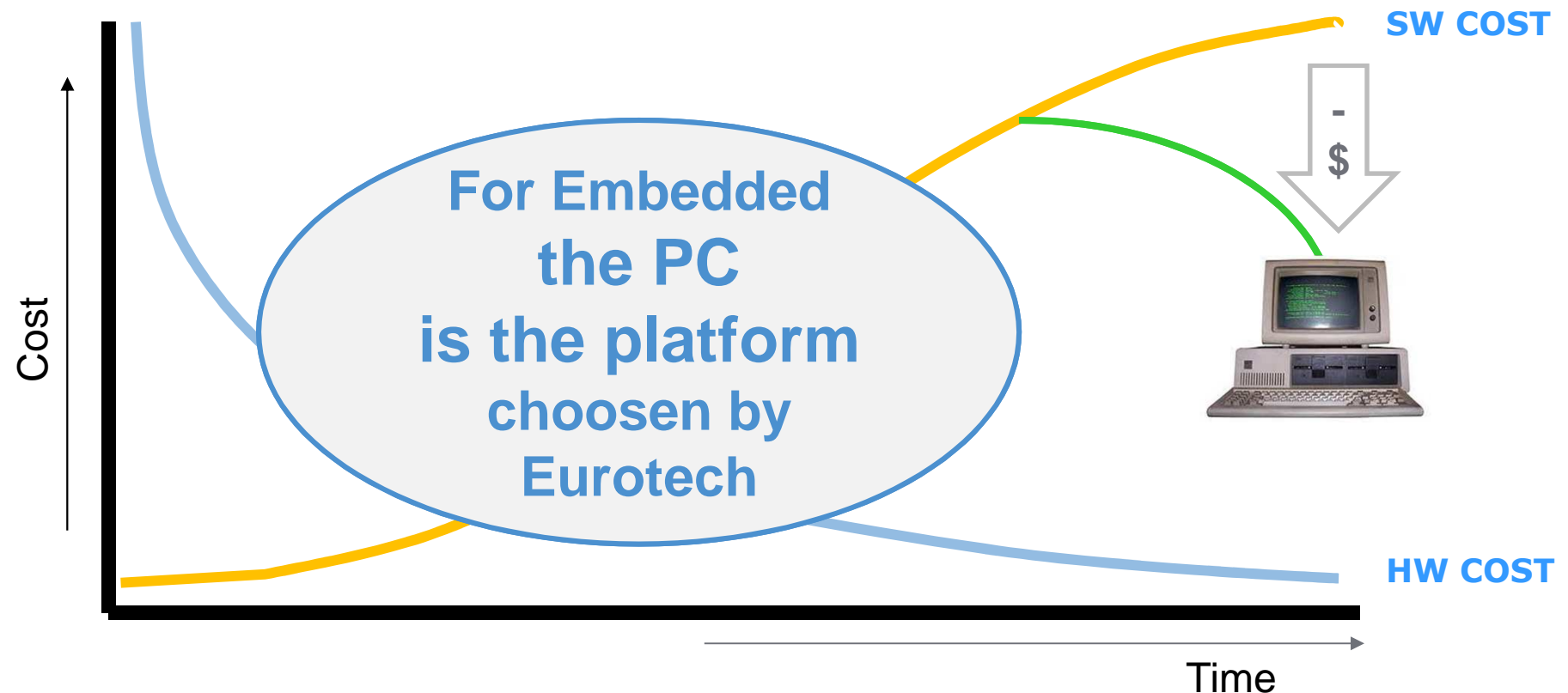


(as at 31 Dec 2012)

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**

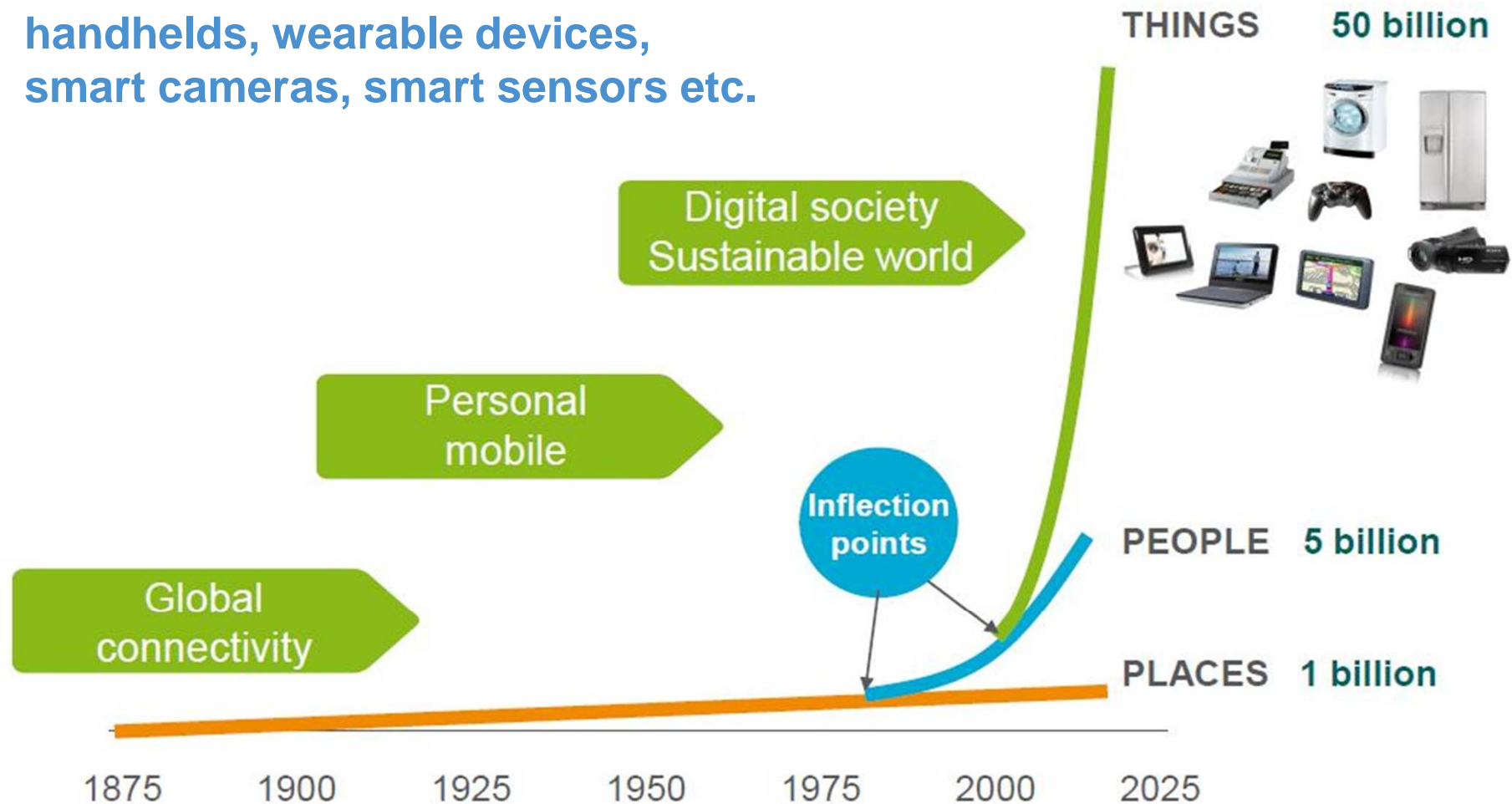


Wirth's law: "Software gets slower faster than hardware gets faster"

Internet of Things: Embedded PCs and IT integration

Our "things":

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

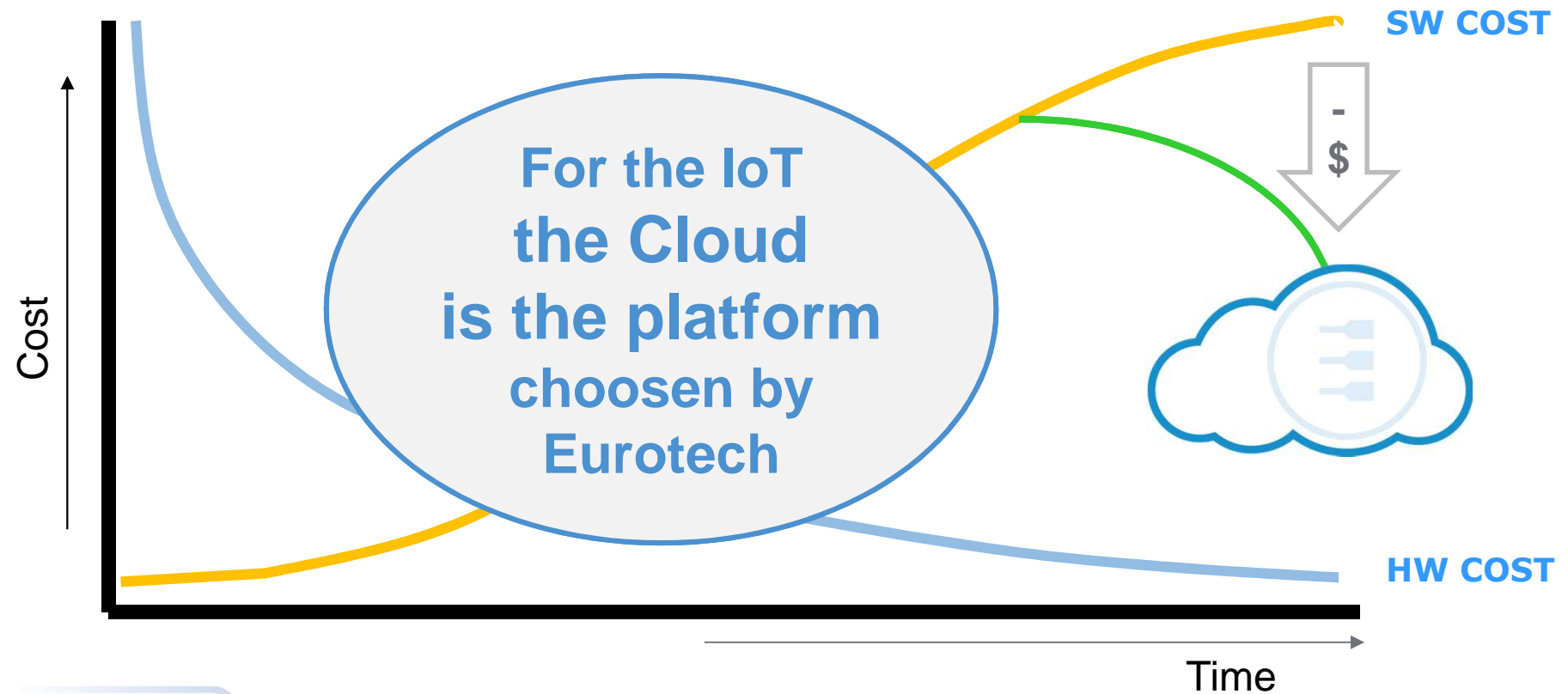


The Essence of Eurotech strategy for the IoT

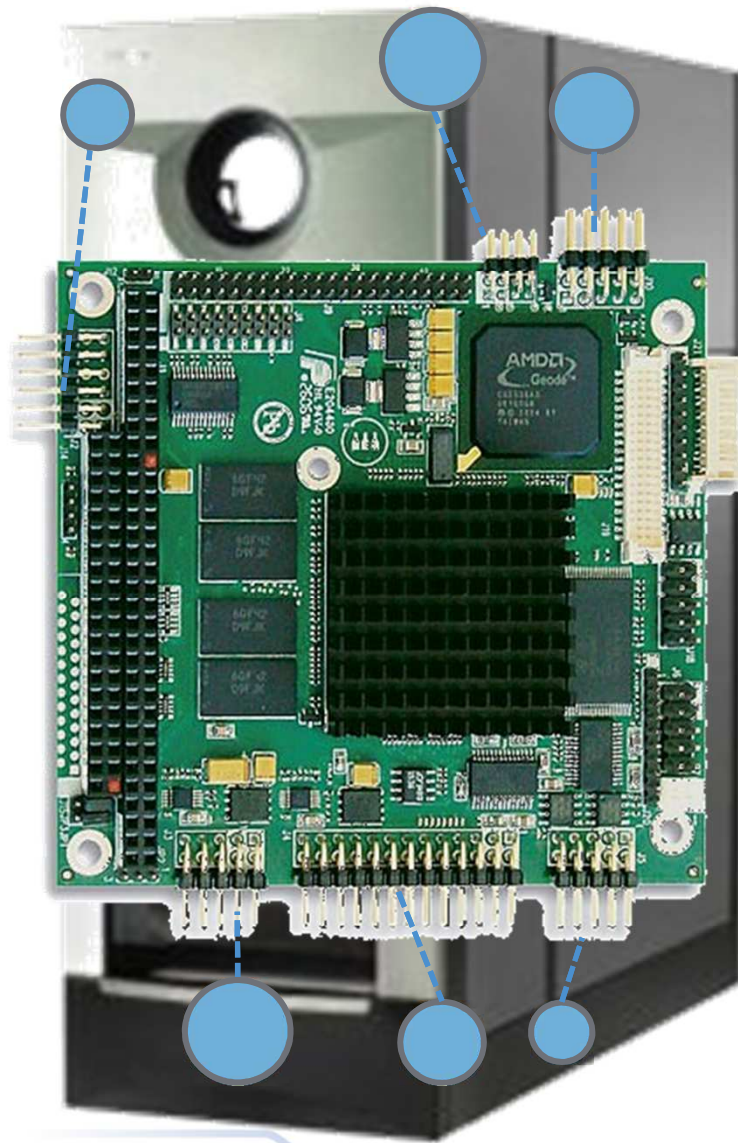
Finding the right PLATFORM that reduce Customer's TCO and TTM

Again, for this decade

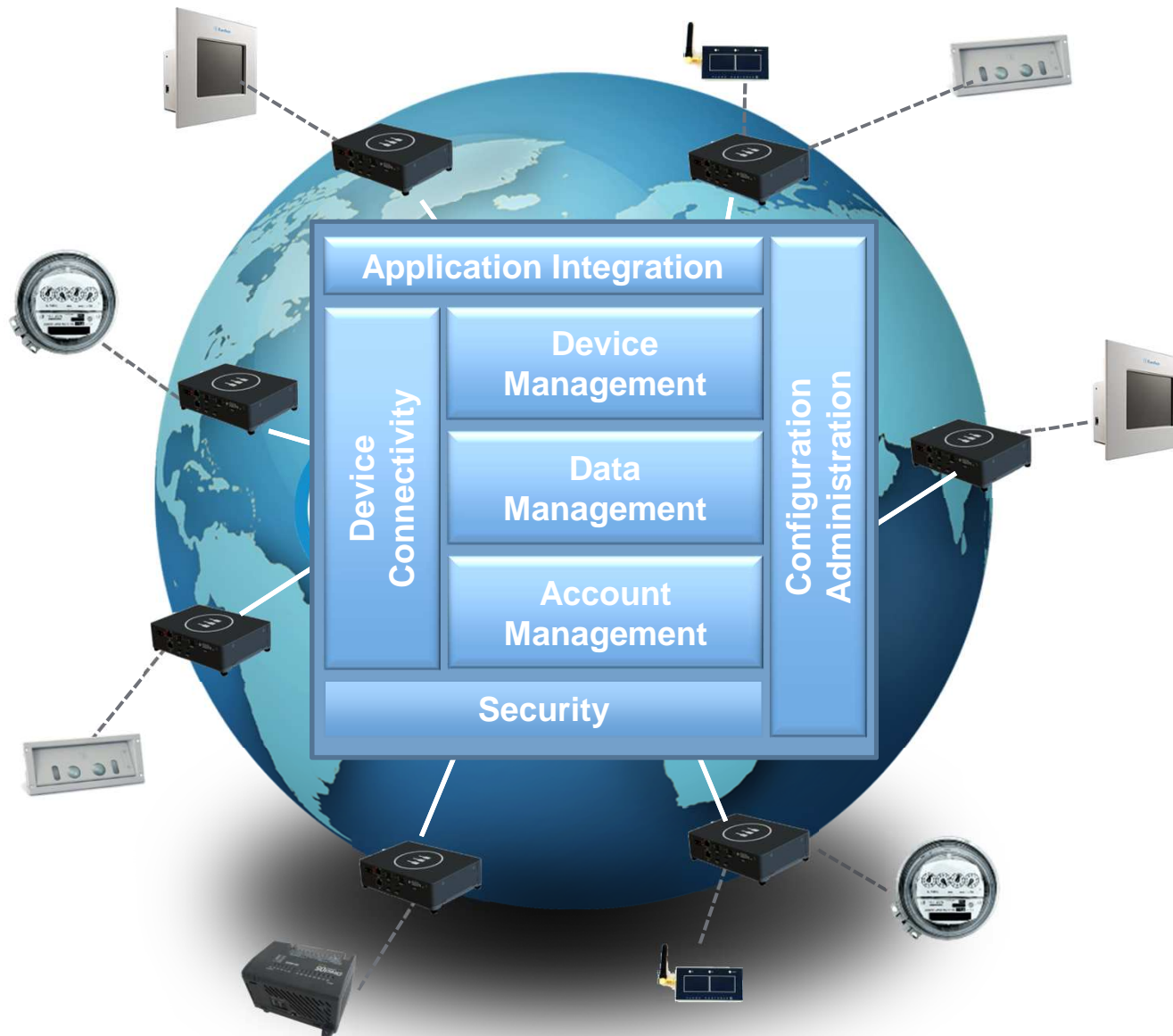
It's a matter of scalable **SW** vs. scalable **HW**



The Embedded world: i.e. the small world

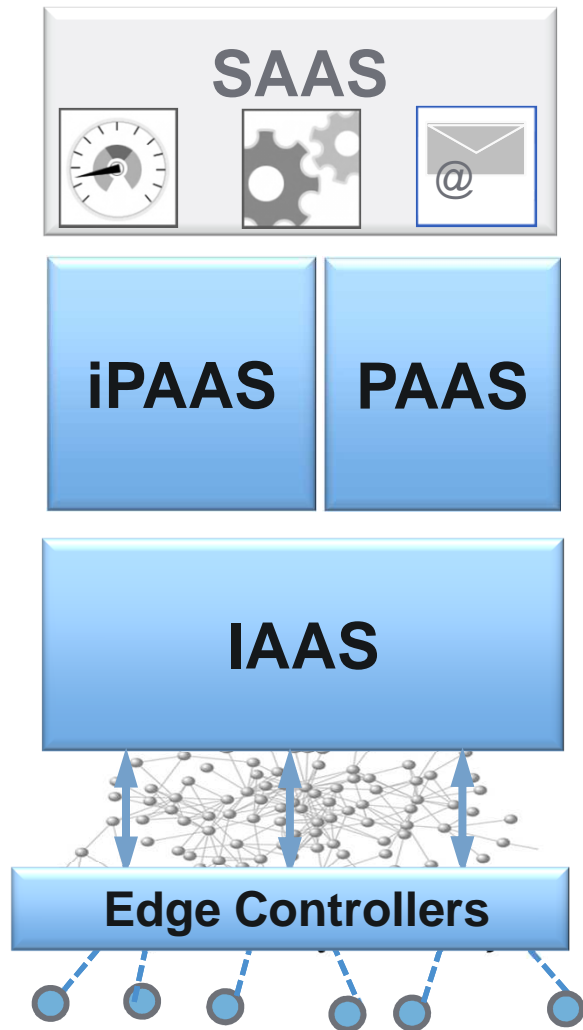


The Pervasive world: i.e. the big world

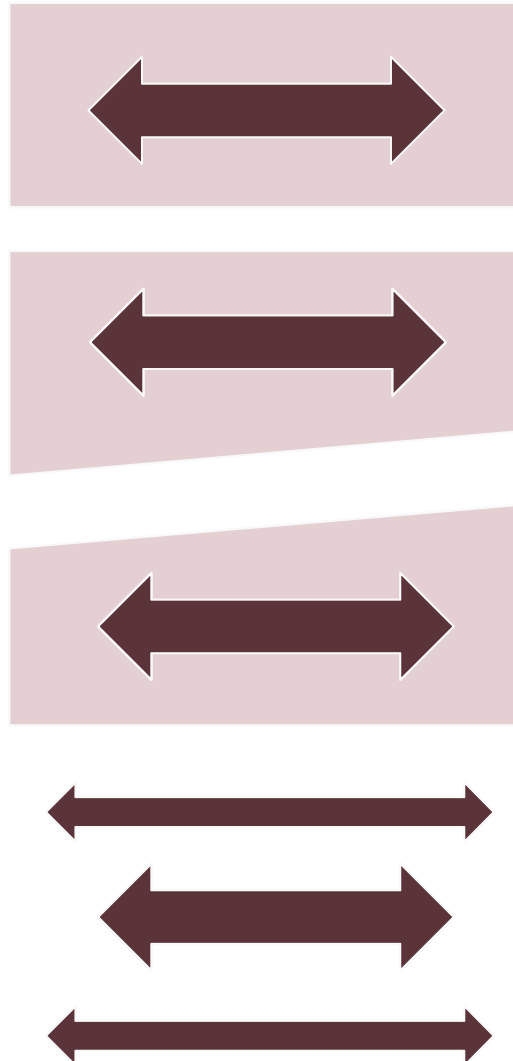
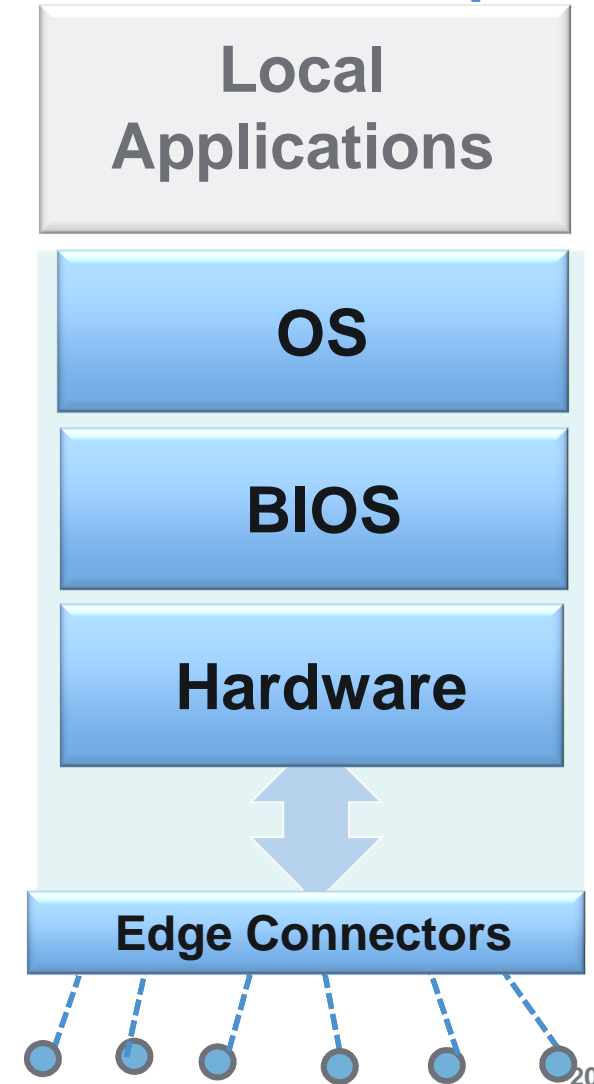


Architecture Comparison

Planetary Computer



Embedded Computer



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)**

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.

IMSresearch

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.

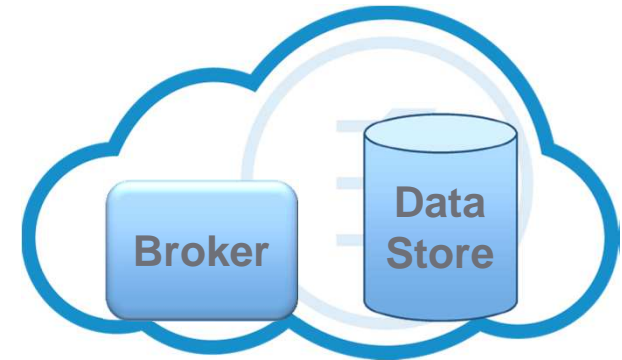
Expanding the Total Addressable Market

From:

\$8B TAM of Embedded Computers

To:

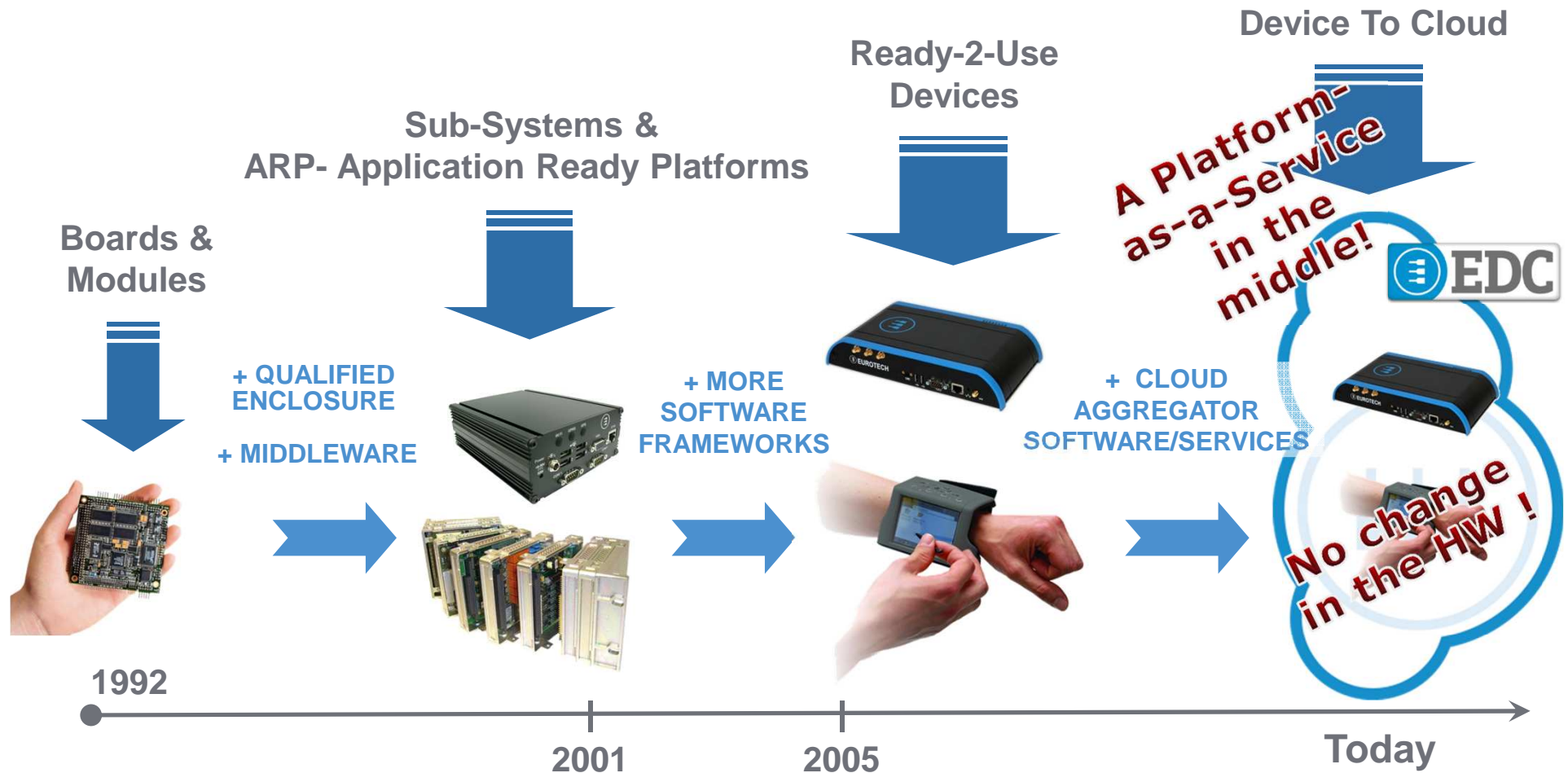
\$290B TAM of IoT / M2M Communication (Traffic & Services)



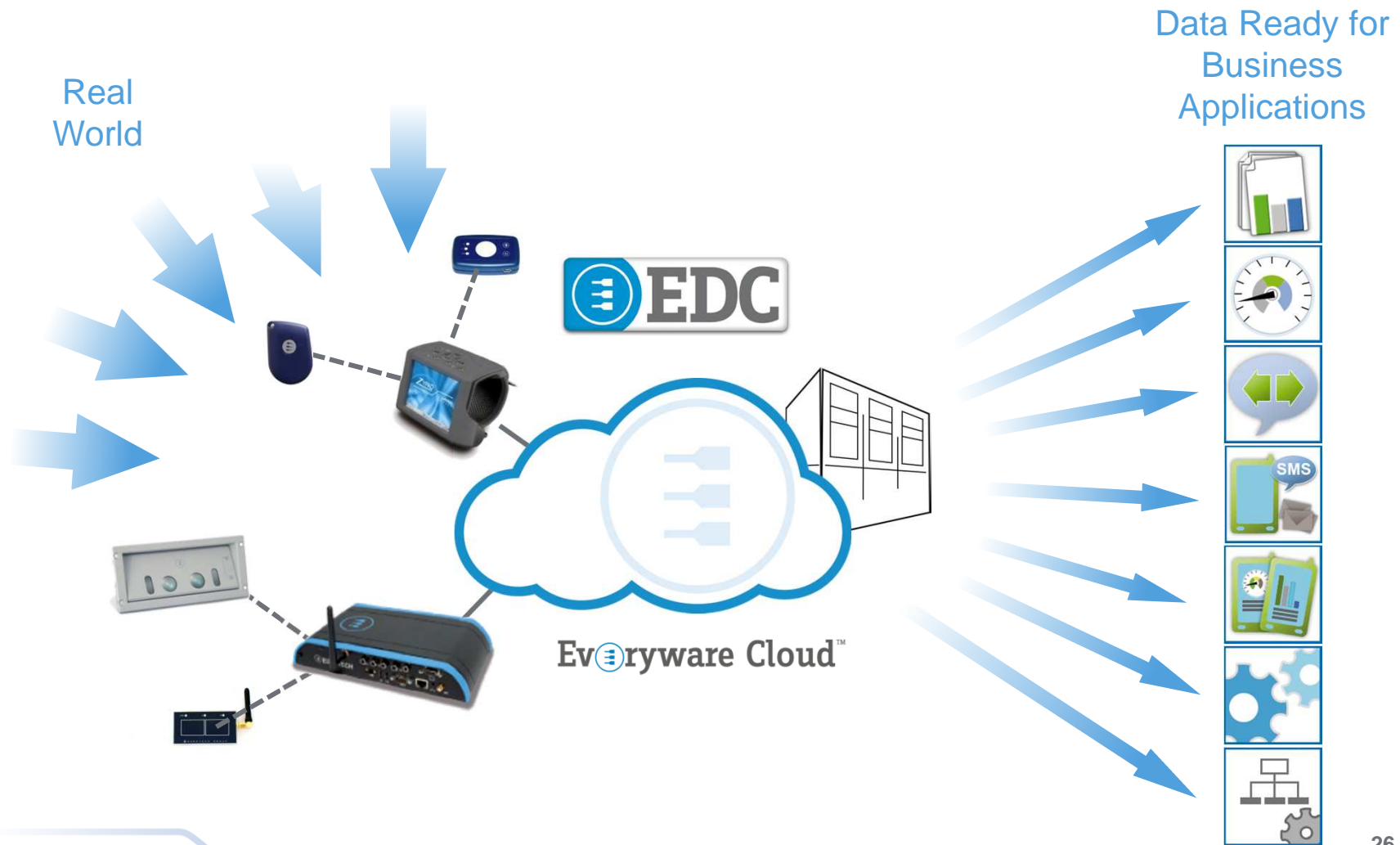
In fact:

- IoT & M2M Communication market is expected to grow from \$44.0B in 2011 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

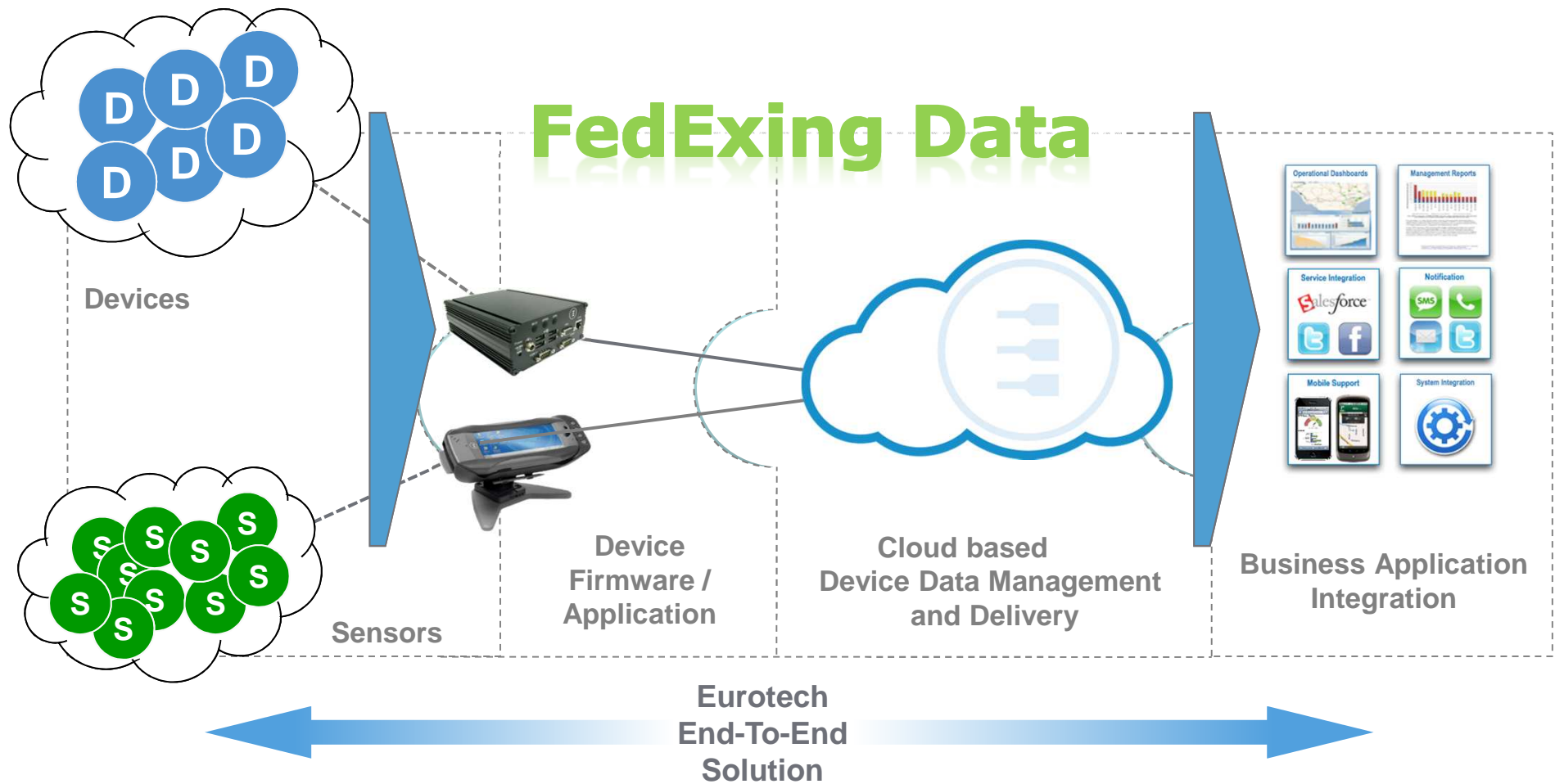



Eurotech Revolution: Towards Actionable Data



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



ANNEX A: FINANCIAL HIGHLIGHTS, 30 JUNE 2013

CONSOLIDATED INCOME STATEMENT

	1H 2013	%	1H 2012 Restated [^]	%	1H 2013 adjusted	%	1H 2012 Restated [^] adjusted	%
OPERATING RESULTS €'000								
SALES REVENUES	33,058	100.0%	42,176	100.0%	33,058	100.0%	42,176	100.0%
GROSS PROFIT	17,399	52.6%	20,728	49.1%	17,399	52.6%	20,728	49.1%
EBITDA	(1,948)	-5.9%	(425)	-1.0%	(1,948)	-5.9%	(425)	-1.0%
EBIT	(5,378)	-16.3%	(4,202)	-10.0%	(3,757)	-11.4%	(2,322)	-5.5%
PROFIT (LOSS) BEFORE TAXES	(4,563)	-13.8%	(4,753)	-11.3%	(2,942)	-8.9%	(2,873)	-6.8%
GROUP NET PROFIT (LOSS) FOR THE PERIOD	(4,560)	-13.8%	(4,448)	-10.5%	(3,578)	-10.8%	(3,343)	-7.9%

([^]) Some of the amounts shown in this column do not correspond to those shown in the consolidated half-year financial statements at 30 June 2012, since they reflect the adjustments related to the IAS 19 revised.

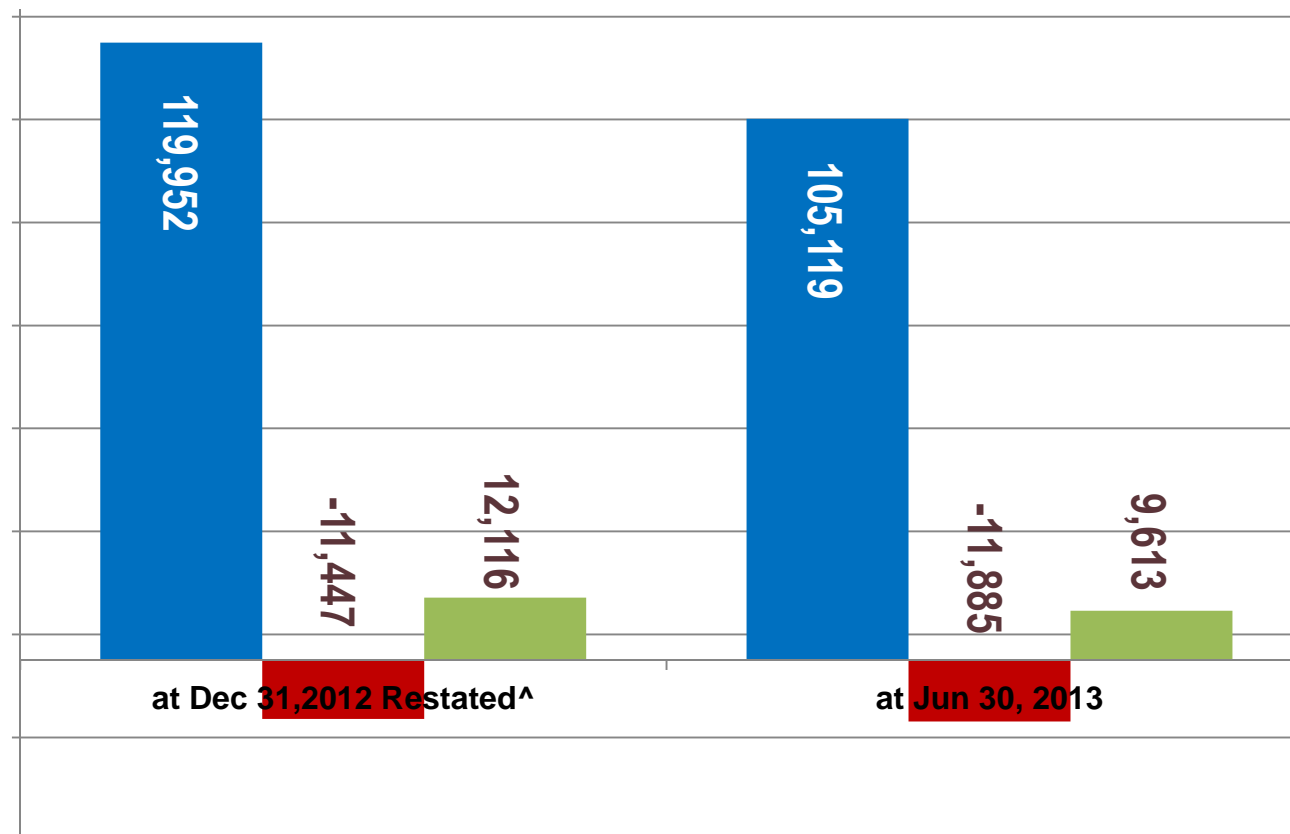
CONSOLIDATED BALANCE SHEET

(€'000)	at Jun 30, 2013	at Dec 31, 2012 Restated [^]	at Jun 30, 2012 Restated [^]	(€'000)	at Jun 30, 2013	at Dec 31, 2012 Restated [^]	at Jun 30, 2012 Restated [^]
ASSETS				LIABILITIES AND EQUITY			
Intangible assets	102,448	112,853	126,273	Share capital	8,879	8,879	8,879
Property, Plant and equipment	4,077	4,756	5,645	Share premium reserve	136,400	136,400	136,400
Investments in non-consolidated subsidiaries	0	0	51	Other reserves	(40,160)	(25,327)	(13,422)
Investments in affiliates companies	352	275	304	Group shareholders' equity	105,119	119,952	131,857
Investments in other companies	258	257	266	Equity attributable to minority interest	0	0	0
Deferred tax assets	1,026	1,083	1,420	Total shareholders' equity	105,119	119,952	131,857
Other non current financial assets	0	0	186	Medium-/long-term borrowing	7,168	10,327	14,123
Other non-current assets	594	672	844	Employee benefit obligations	1,843	1,896	1,977
Total non-current assets	108,755	119,896	134,989	Deferred tax liabilities	7,914	9,486	11,466
Inventories	19,427	18,282	21,715	Other non-current liabilities	862	846	1,791
Contracts in progress	0	850	1,453	Total non-current liabilities	17,787	22,555	29,357
Trade receivables	17,717	26,641	22,353	Trade payables	13,303	15,084	12,731
Income tax receivables	533	362	537	Trade payables from affiliates companies	243		0
Other current assets	1,961	2,170	2,499	Short-term borrowing	14,200	13,036	12,082
Receivables from affiliates companies	3	0	0	Derivative instruments	231	344	375
Other current financial assets	101	144	100	Income tax liabilities	479	2,103	751
Cash & cash equivalents	9,613	12,116	10,852	Other current liabilities	6,748	7,387	7,123
Total current assets	49,355	60,565	59,509	Business combination liabilities	0	0	222
Total assets	158,110	180,461	194,498	Total current liabilities	35,204	37,954	33,284
				Total liabilities	52,991	60,509	62,641
				Total liabilities and equity	158,110	180,461	194,498

([^]) Some of the amounts shown in this column do not correspond to those shown in the consolidated financial statements at 31 December 2012, since they reflect the adjustments related to the IAS 19 revised.

EQUITY, CASH AND NET DEBT

CASH AND NET DEBT , 31 December 2012 and 30 June 2013 (€/000)

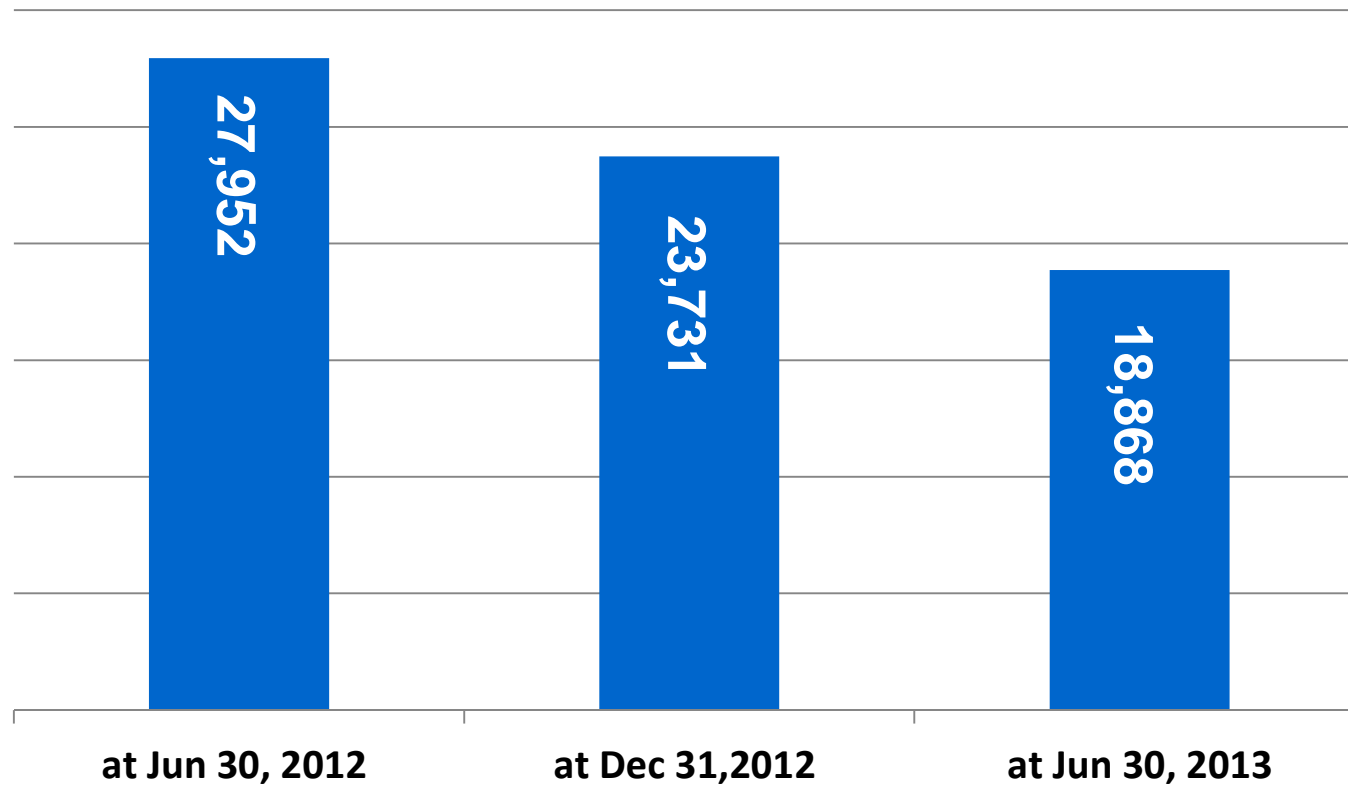


- SHAREOLDERS' EQUITY
- NET DEBT
- CASH & CASH EQUIVALENTS

([^]) Some of the amounts shown in this graph do not correspond to those shown in the consolidated financial statements at 31 December 2012, since they reflect the adjustments related to the IAS 19 revised.

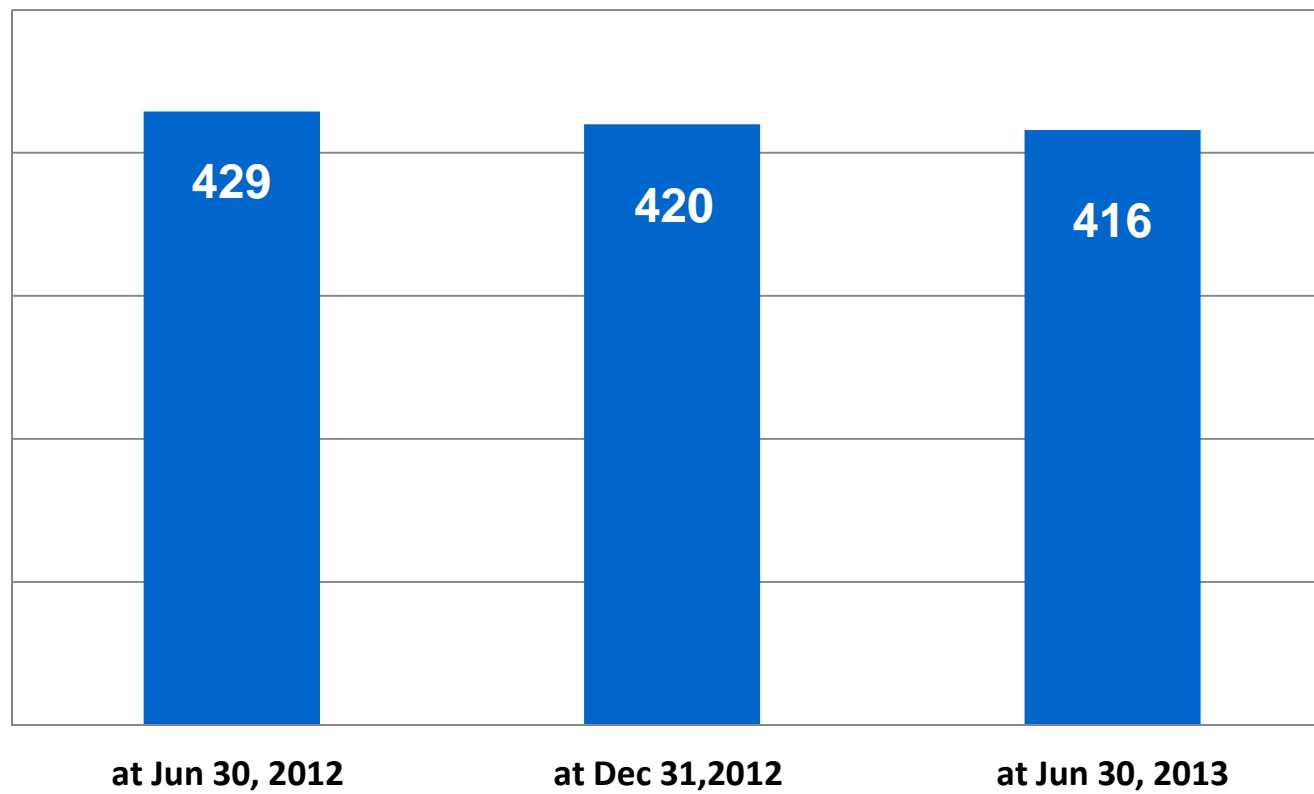
NET WORKING CAPITAL


NWC at the end of each period (€/000)



EMPLOYEES

Headcount at the end of each period





ANNEX B: 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
ASSETS		
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
Total non-current assets	119,896	134,875
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 equivalents	12,116	13,596
Total current assets	60,565	71,258
Total assets	180,461	206,133

(€'000)	at Dec 31, 2012	at Dec 31, 2011
LIABILITIES AND EQUITY		
Share capital	8,879	8,879
Share premium reserve	136,400	136,400
Other reserves	(25,107)	(10,236)
Group shareholders' equity	120,172	135,043
Equity attributable to minority interes	0	0
Total shareholders' equity	120,172	135,043
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
Total non-current liabilities	22,335	25,897
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
Total current liabilities	37,954	45,193
Total liabilities	60,289	71,090
Total liabilities and equity	180,461	206,133