Introducing Eurotech

One Day in Venice
November 23rd, 2012

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 nor 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 electric 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.

EUROTECH

Eurotech's Essence

- **Behind the products of more than 20 Global 500**

- **World top 10 player in the Embedded Computers market**
  – Revenues in the 100M€ range, 423 employees worldwide

- **One of two European producers of High Performance Computers**

- **Core competences: Miniaturization, Ruggedization &
    Interconnection of computing devices**

- **Focus on higher value-add for Customers**
  – Providing enabling platforms, not just components
  – Partners for innovation Vs Suppliers

- **Fabless: 80+ % production made using contract manufacturers**
  – No constraints, no inertia

⊟ EUROTECH

The Eurotech Engine

HPC

High Performance Data center

Science, Engineering, Big Data & Cloud

NanoPC

Pervasive Computers

for distributed intelligence

and to enable the IoT

Eurotech

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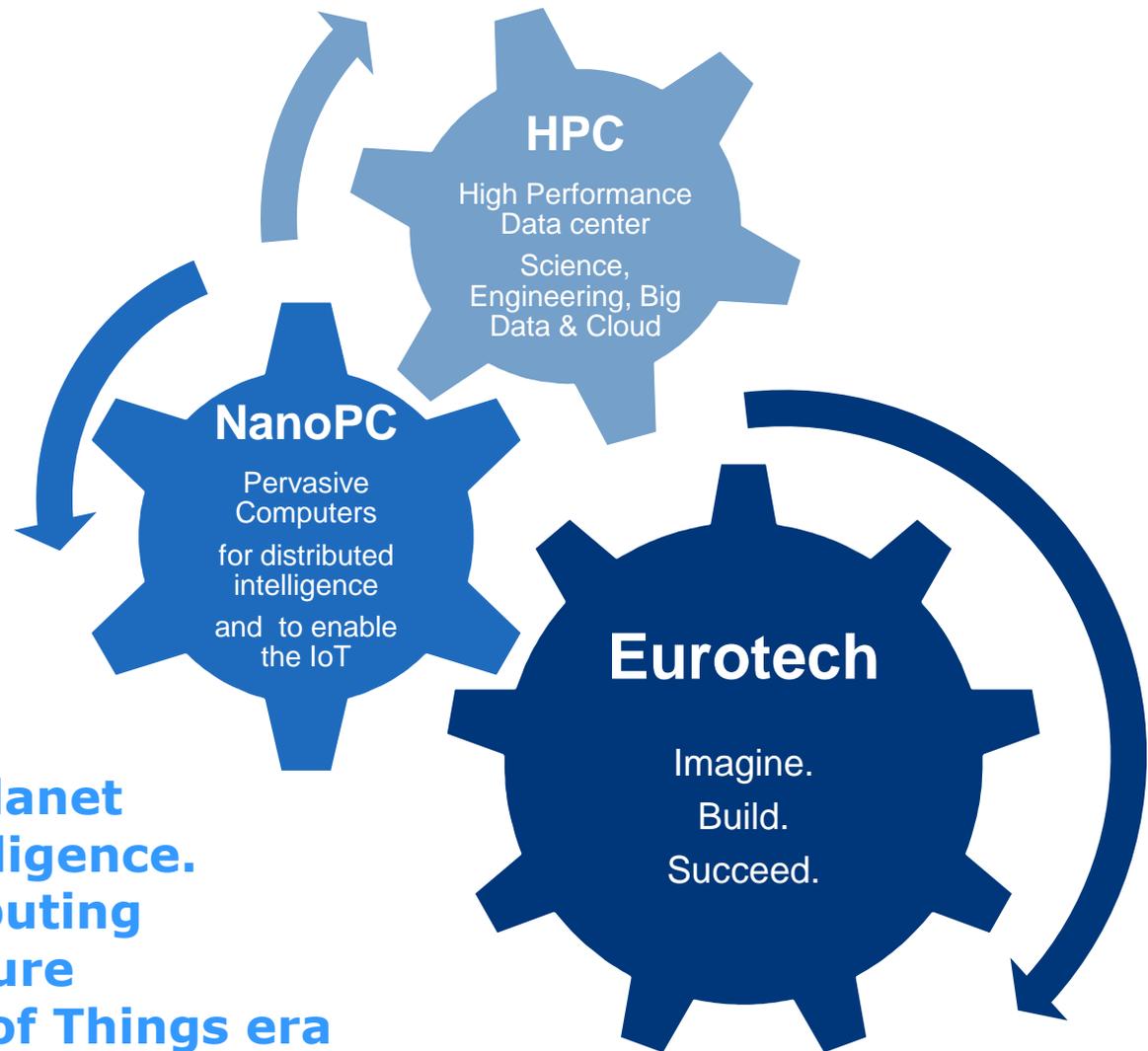
Addressing the needs of an Interconnected Planet full of Distributed Intelligence. Leveraging Cloud Computing on-demand Infrastructure to enable the Internet of Things era reducing Costs and Time to Market

≡ EUROTECH

Global Footprint, Vertical Diversification

USA 42.8%

EUROPE 18.0%

ASIA 33.8%

RoW 5.4%

USA — Parvus
USA — EUROTECH
USA — Dynatem
UK — EUROTECH
FRANCE — EUROTECH
ITALY — EUROTECH
JAPAN — Advanet
INDIA — EUROTECH
SINGAPORE — EUROTECH
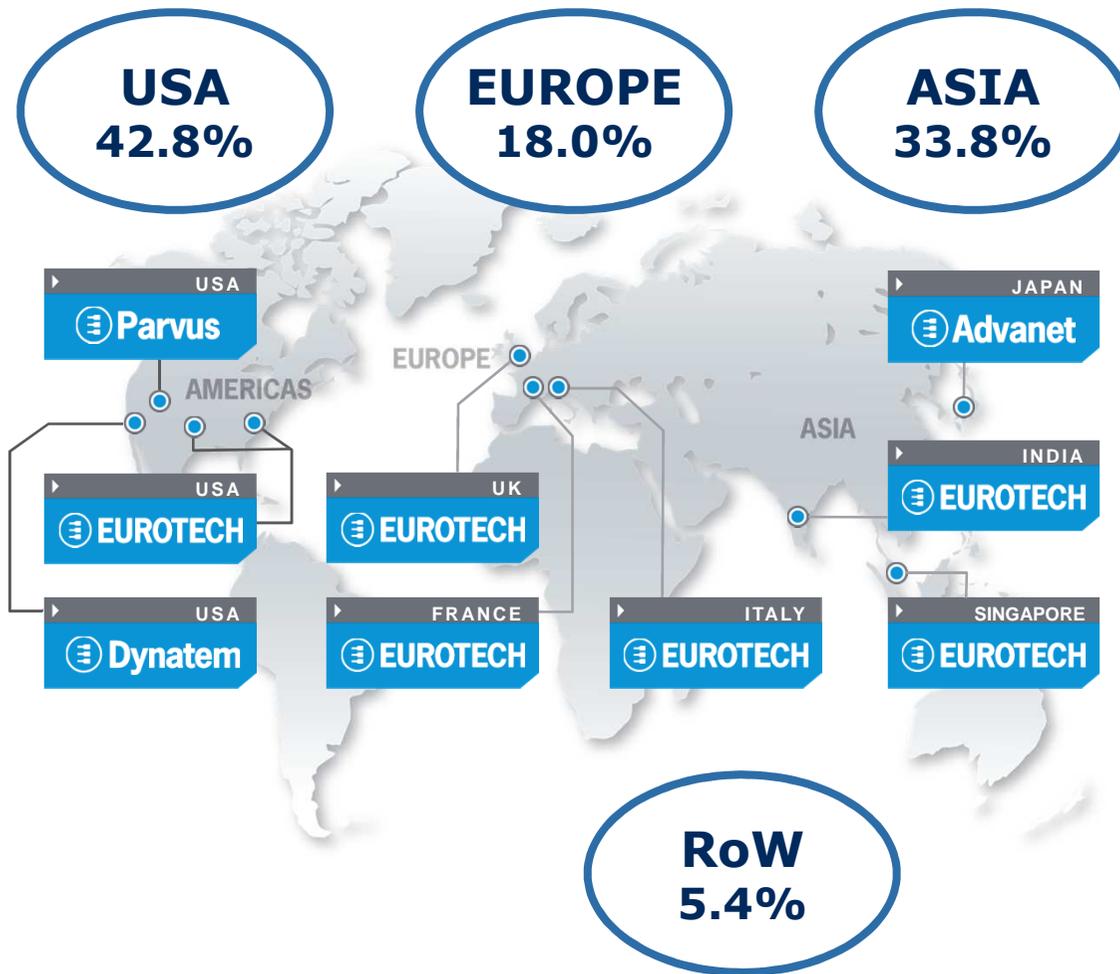
Medical 10.8%

Defence 16.1%

Transportation 18.1%

Industrial 51.8%

HPC 3.2%

(as at 30 Sept 2012)

EUROTECH

Product Portfolio

Building Blocks for Integrated Vertical Solutions.

High Performance Computing

Boards & Modules

Devices & Systems

Software & Services

Industrial & Commercial

Logistics & Networking

Medical & Healthcare

Security & Surveillance

Defence & Aerospace

Transportation & Mobility

⊜ EUROTECH

Applications Experience
Vertical Markets & Sectors
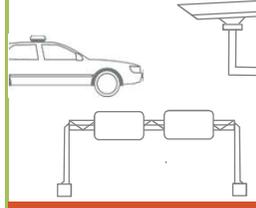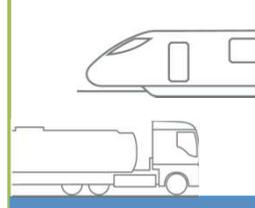
| Industrial & Commercial	Logistics & Networking	Medical & Healthcare	Security & Surveillance	Defence & Aerospace	Transportation & Mobility
Building Automation	SKU Handling	High-end Diagnostic Equipment	Banks and Institutions	Land Vehicles	Public Buses
Machine Automation	Asset Control/ Monitoring	Portable Medical Devices	Homeland Security	UAVs	Trains & Undergound
Vending Machines	Integrated RFID Tracking	Home Medical Gateways	Border control	Helicopters	Toll gates
Kiosks			Highway /Parking lots / Gates	Aircraft	Digital Signage / Customer Information
Smart Energy / Smart Grid				Navy	
				Future Soldier	

EUROTECH

Where are we going?

**Enabling our Pervasive Computing Offer
through
Cloud Computing Infrastructure**

**towards
Devices as a Service (DaaS) …**

EUROTECH

Addressing a new way to create Large Distributed Systems
A new leap in reducing TCO and TTM

Cloud based apps
Multitenant
Mesh-up
Scalable

PC –Programming
Easy
A lot of available programs
Backward compatible

Assembly
Limited reuse
of written code

Productivity

towards the Internet of Things

Complexity and Size

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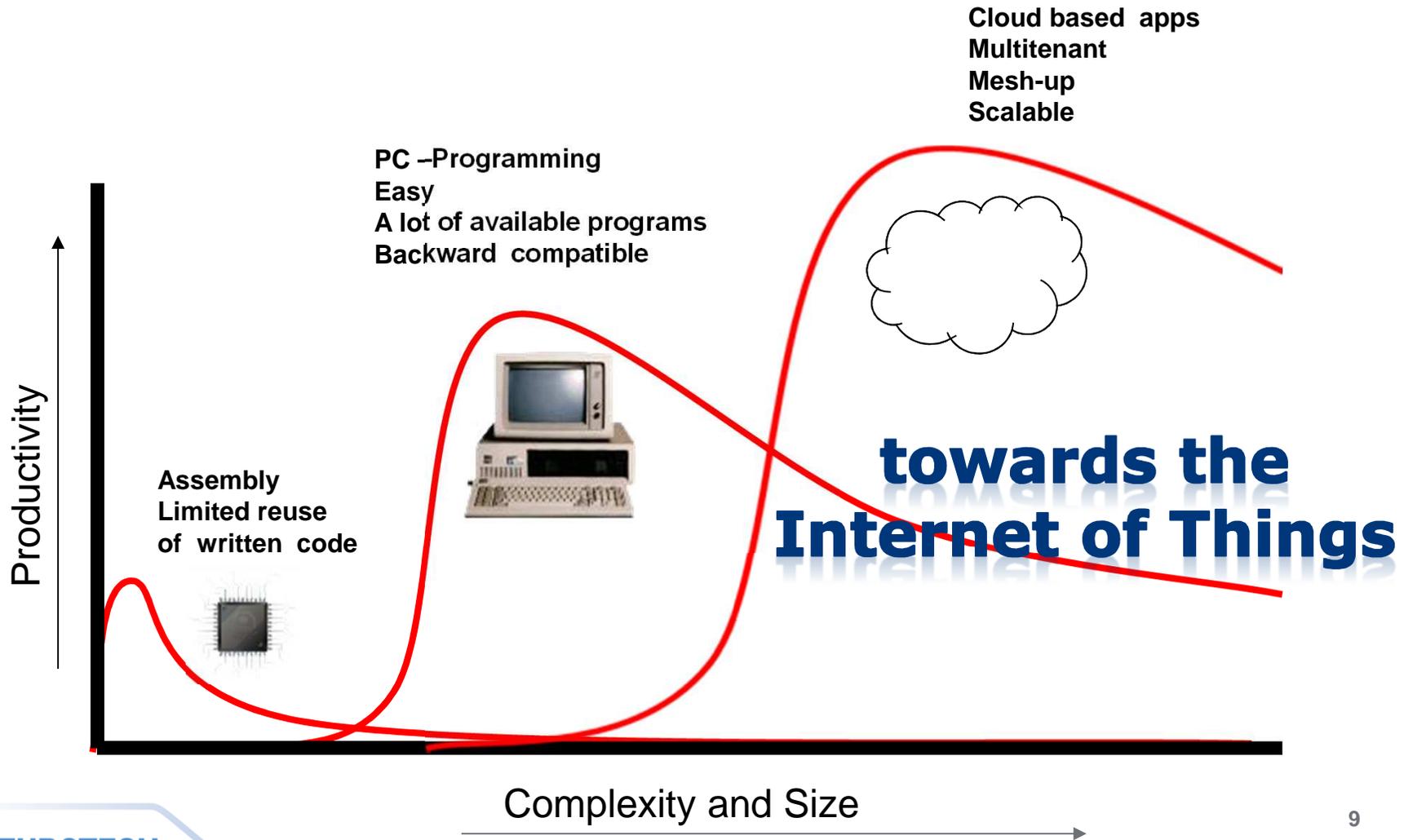
Strategic evolution of our Offering: Custom → Standard → as-a-Service

Device To Cloud

Ready-2-Use Devices

Sub-Systems & ARP- Application Ready Platforms

Boards & Modules

+ QUALIFIED ENCLOSURE

+ MIDDLEWARE

+ MORE SOFTWARE FRAMEWORK

+ CLOUD AGGREGATOR SOFTWARE/SERVICES

1992

2001   **2005**   **Today** 10

EUROTECH
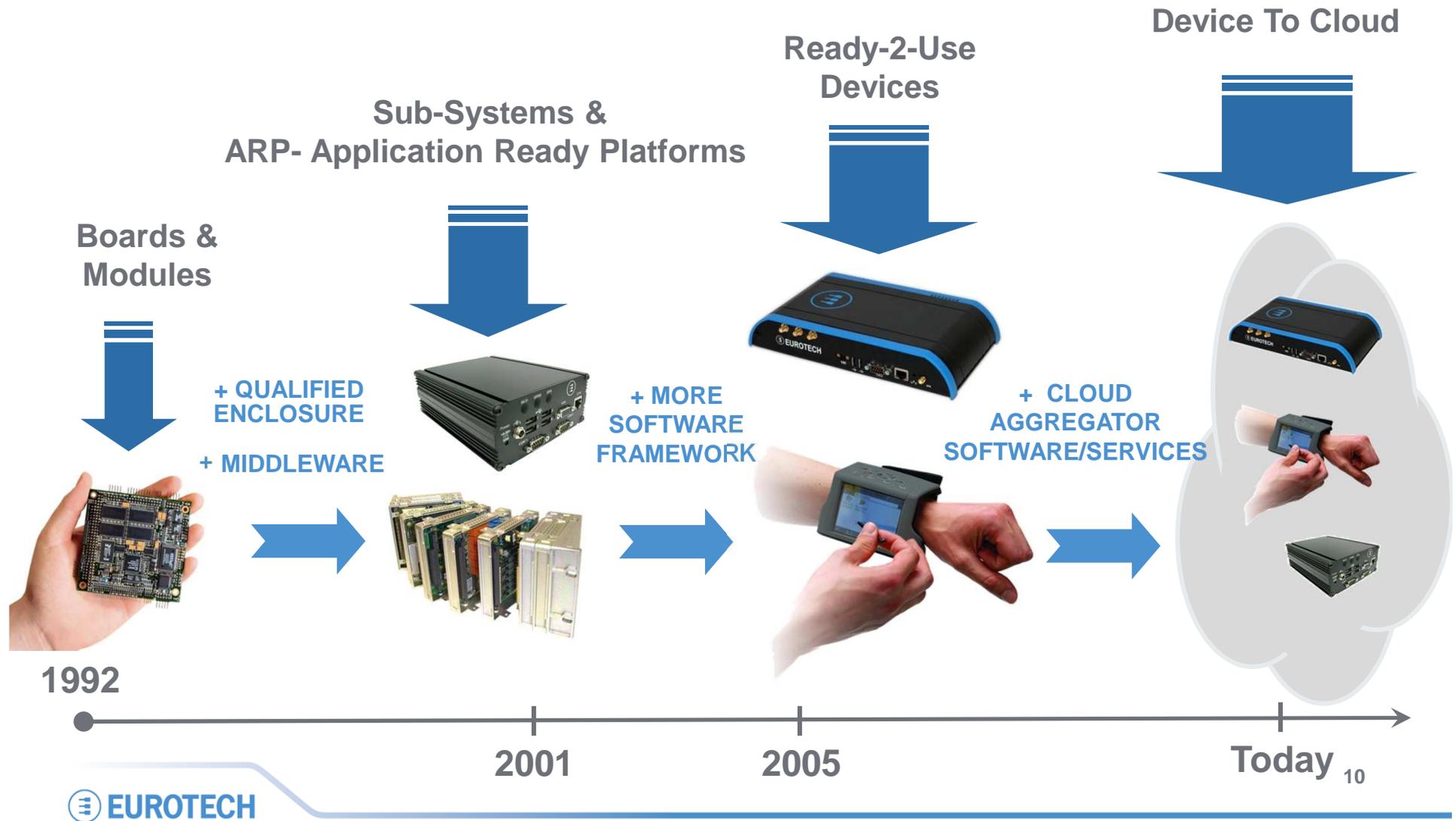
Everyware Device Cloud

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

"FedExing Data"

Devices

ESF

Sensors

Device Firmware / Application

Cloud based Device Data Management and Delivery

Business Application Integration

Eurotech End-To-End Solution

EUROTECH
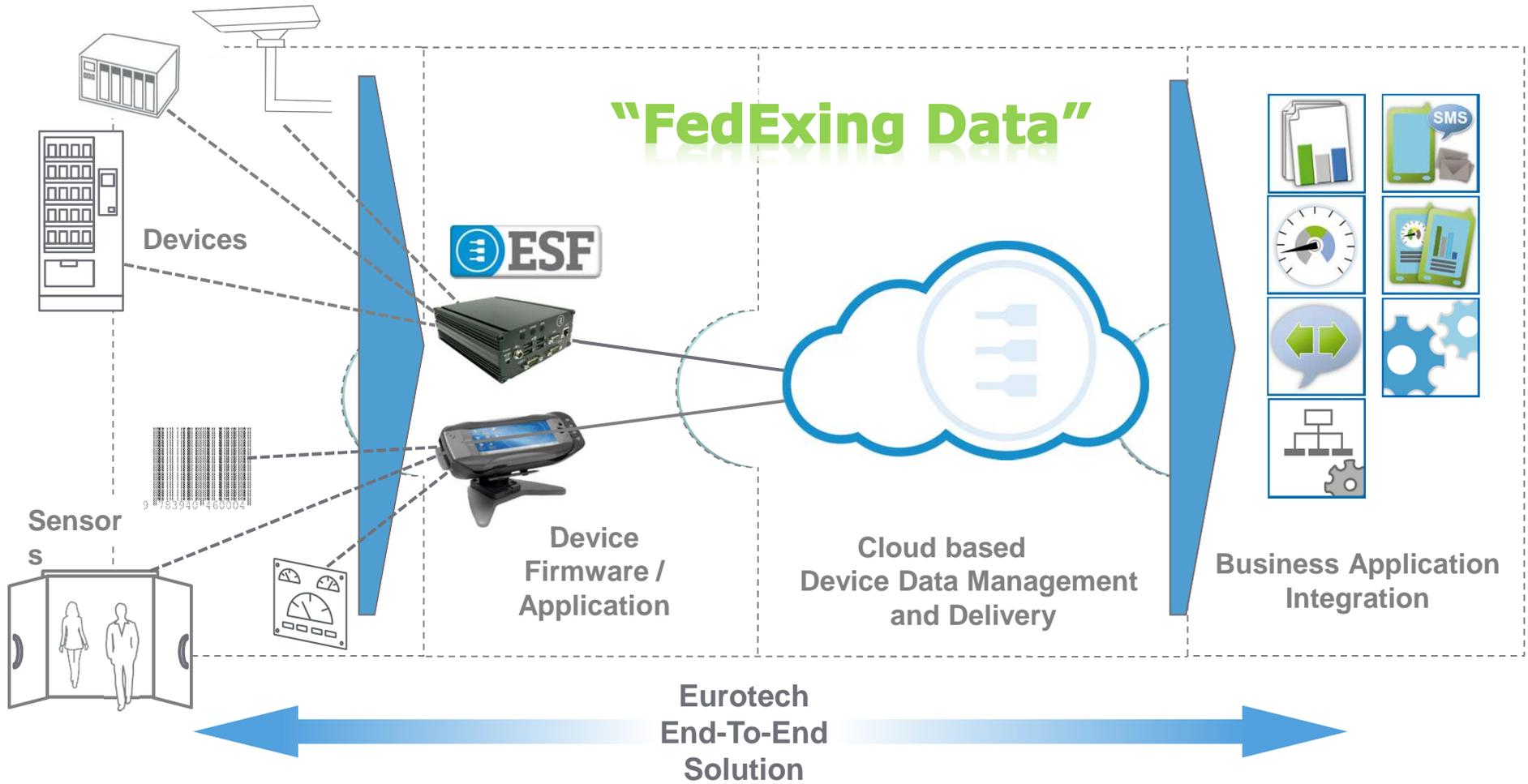
THANK YOU

"I could never convince the financiers
that Disneyland was feasible, because
dreams offer too little collateral."

Walt Disney