



# Introducing Eurotech

**One Day in Venice**

*19 November 2010*

*Roberto Siagri, President & CEO*

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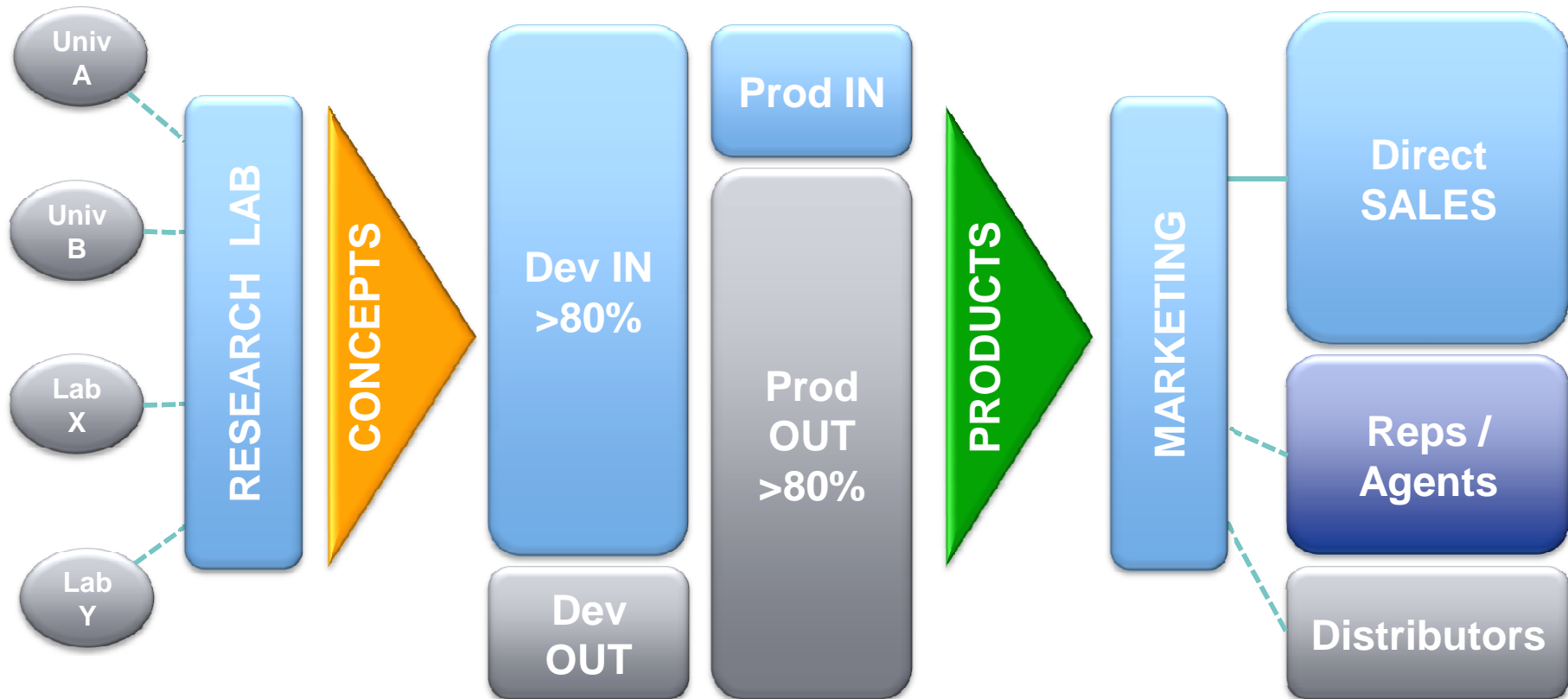
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# Who's Eurotech

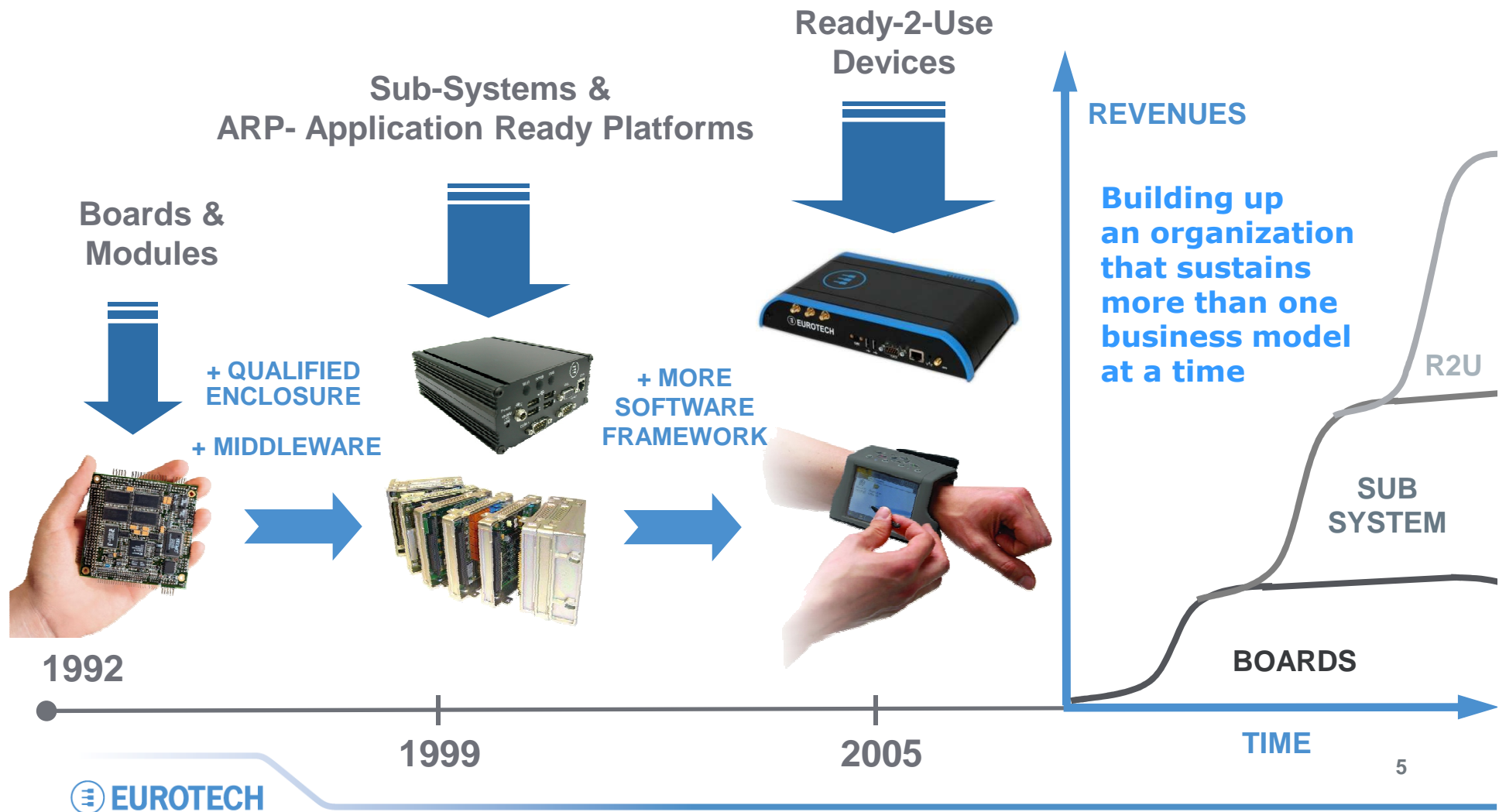
- Technological background
  - **Embedded Electronics**
- Core competences
  - **Miniaturization** of computers → *enable diffusion of digital intelligence*
  - **Interconnection** of computers → *enable data flows*
  - **Interaction** (M2M / H2M) → *enable action on/with data*
- Offering – 2 Strategic Business Units
  - **NanoPC SBU:**    **Pervasive Computing Devices & Device Data Management**
  - **HPC SBU:**        **Aurora Supercomputers**

# Business Model Pillars

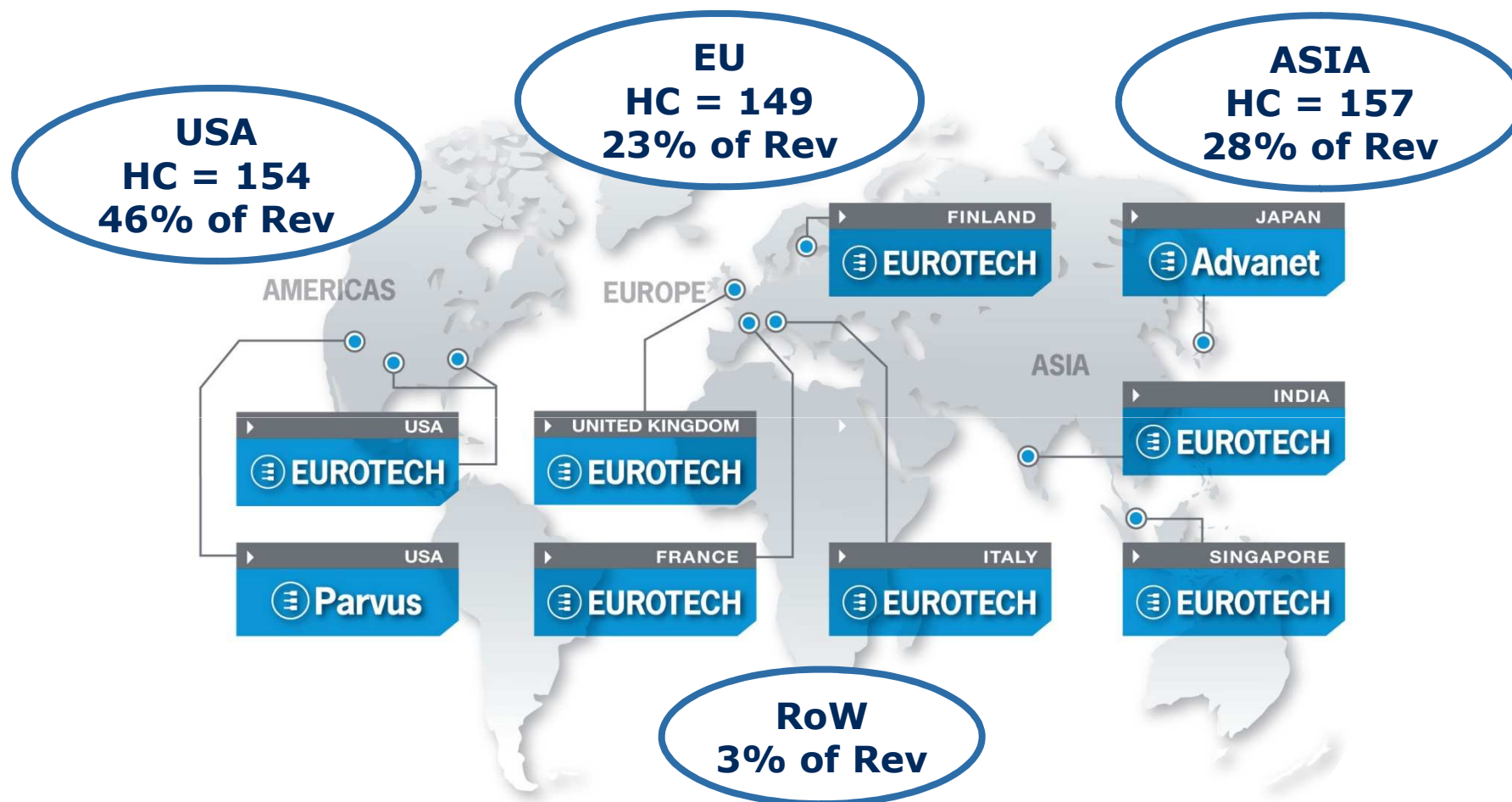
- **Fabless** production model → *stay flexible*
- **Excellence** (= innovation + quality) **within standards** → *stay open*
- **Gross Profit Margin > 50%** → *focus on value-add*



# Strategic evolution of NanoPC Offering: boards, plus sub-systems, plus devices, plus ...

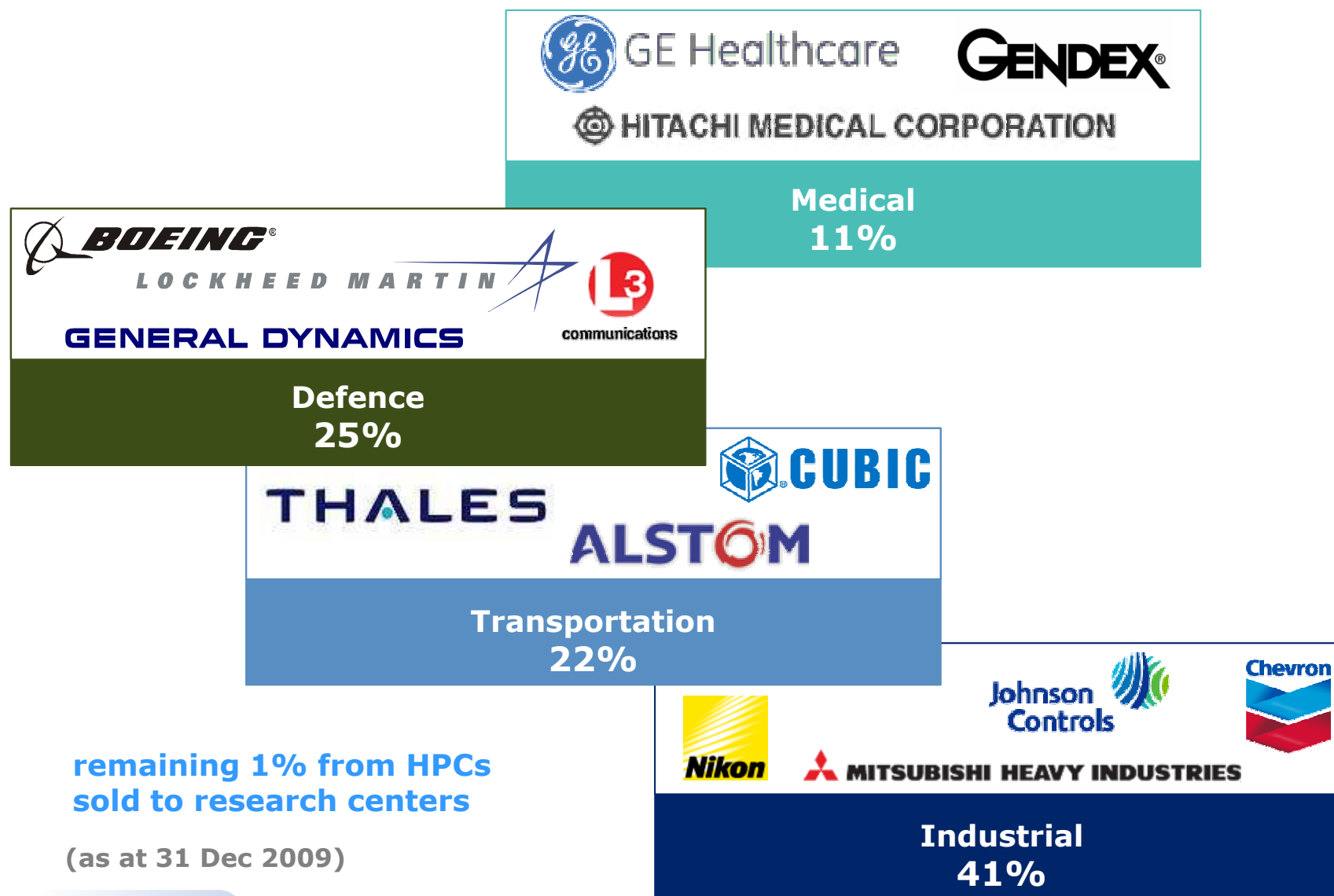


# Group Global Footprint



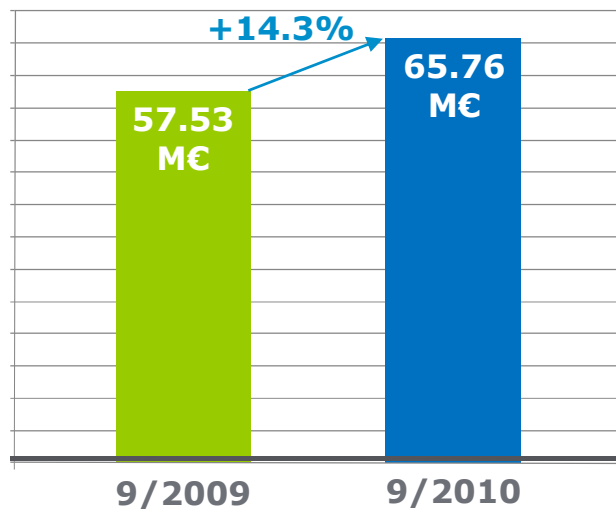
("Rev" stands for Consolidated Group Revenues at 31 Dec 2009)  
(HC stands for Headcount at 30 September 2010)

# Revenues breakdown by end market

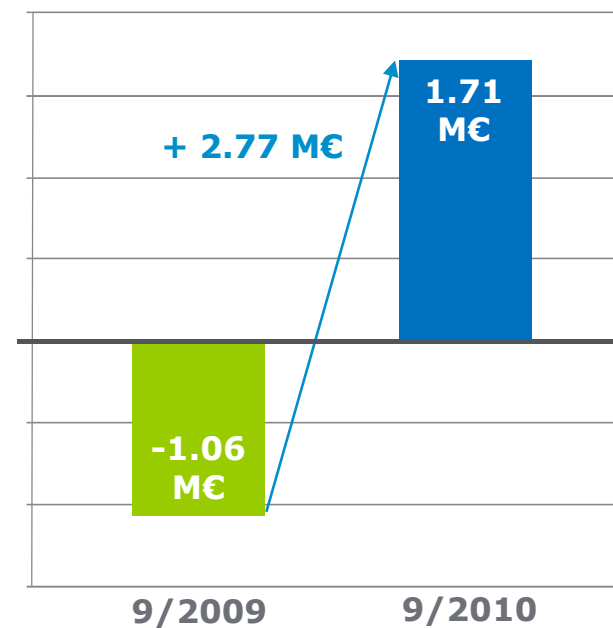


# Financials at a glance

**REVENUES**



**EBITDA**



As at 30 September 2010

GPM = 51.3% (>50% as desired)

EQUITY = 129.0 M€

NET DEBT = 10.9 M€

CASH = 1722 M€

ORDER BOOK = 500+%, more than 2009



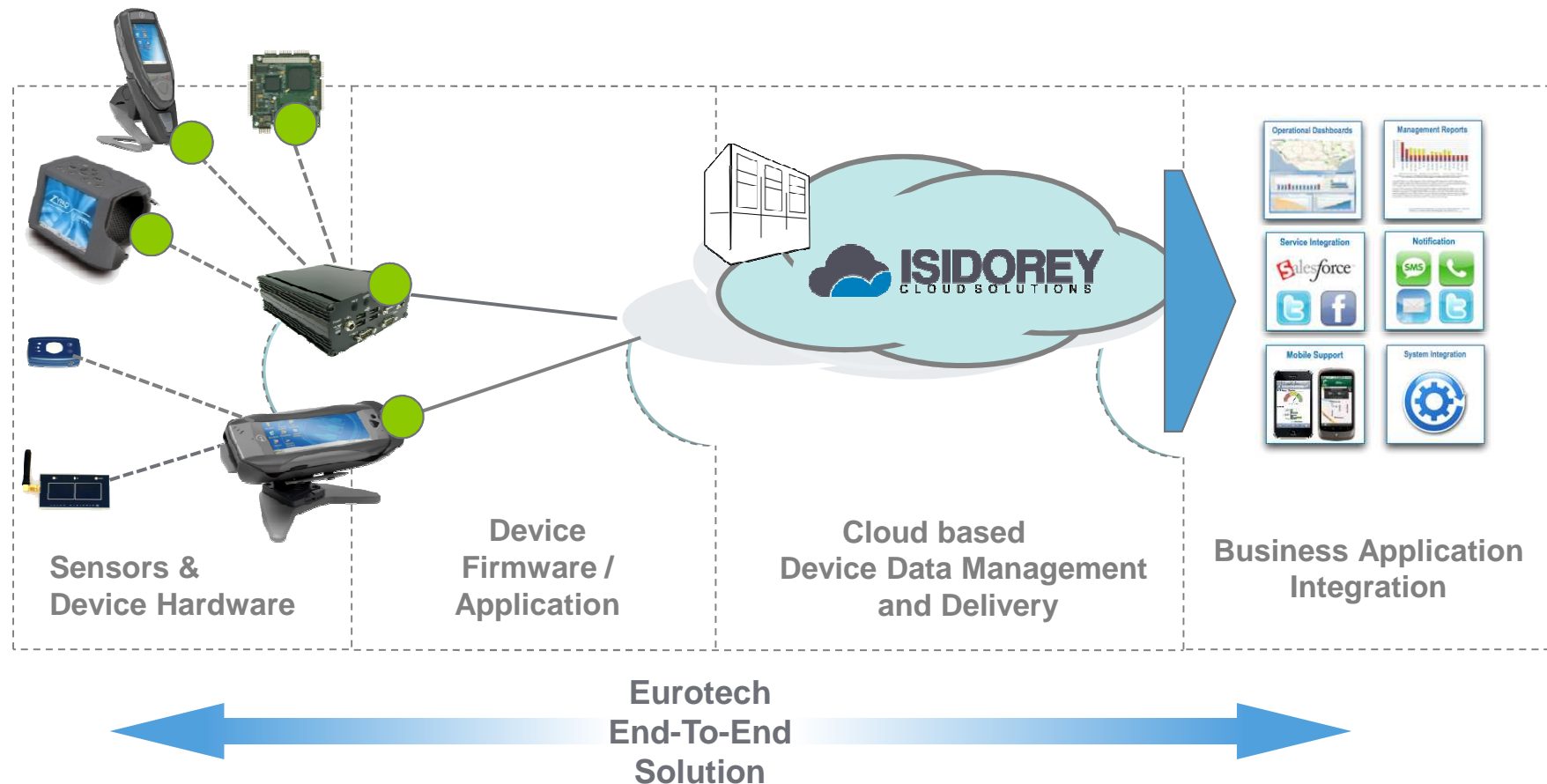
**Where are we going?**

**towards**

**Cloud Computing for Devices**

# Everyware Device Cloud

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



● Devices running the Everyware Device Cloud Client

# THANK YOU

**You see things, and you say 'Why?';  
but I dream things that never were,  
and I say 'Why not?'**

*George Bernard Shaw*

