EUROTECH
Imagine. Build. Succeed.

Introducing Eurotech: Current and Future Directions

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COMPANY OVERVIEW

What does Eurotech do?

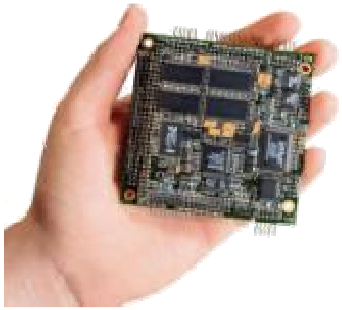
Embedded Electronics
for
Value Added Applications

Strategic evolution of our Products: boards, plus sub-systems, plus devices

Boards & Modules

Sub-Systems & ARP- Application Ready Platforms

Ready-2-Use Devices



+ QUALIFIED ENCLOSURE

+ MIDDLEWARE

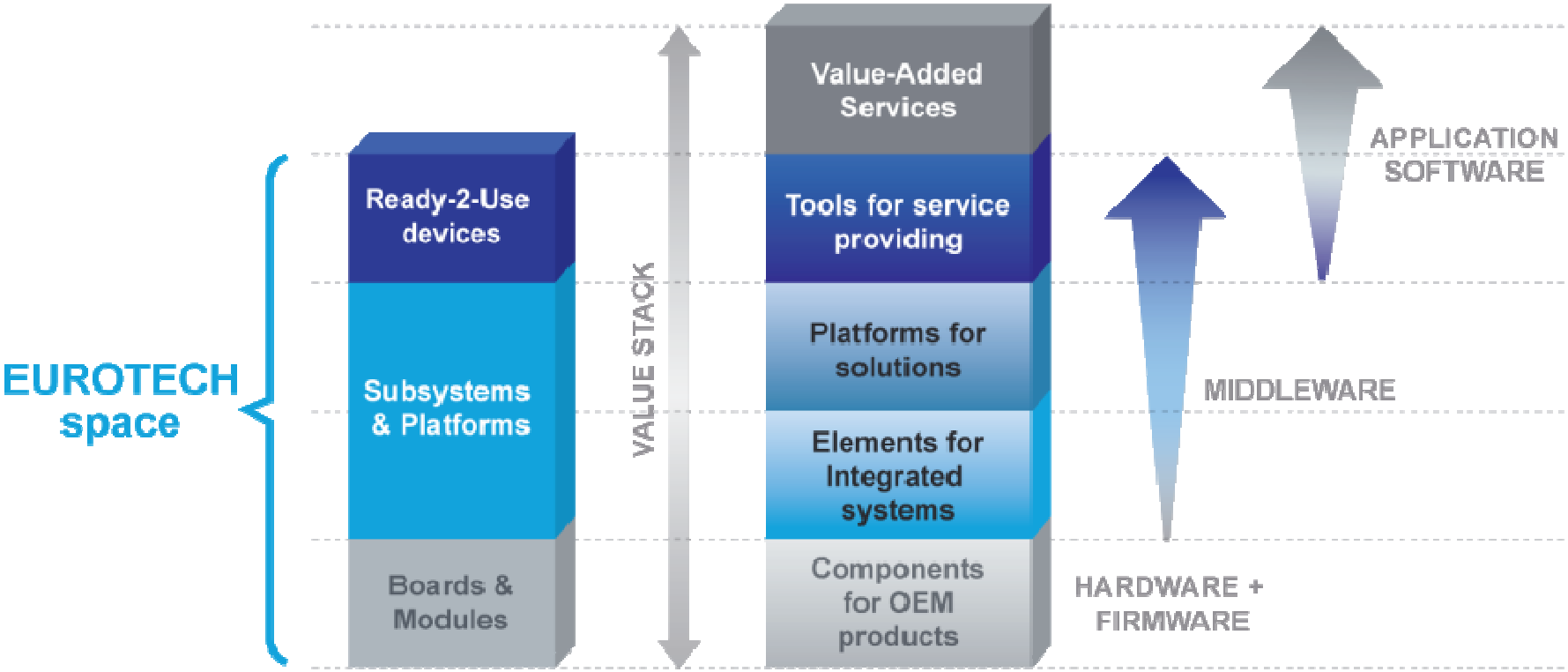
+ MORE SOFTWARE FRAMEWORK

1992

1999

2005

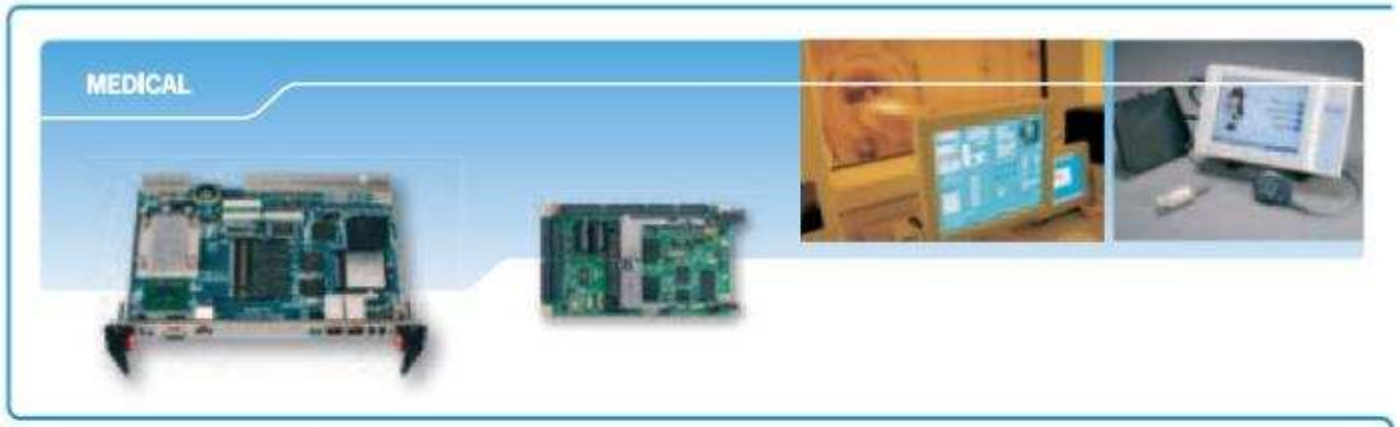
Strategic evolution of our Offering: going up in the value stack



Proven Applications

Proven Applications

Proven Applications



Proven Applications

What are Eurotech's core competences?

What do all these products and applications have in common?

3 common elements in our offering

#1 Miniaturization: less Space-Time-Energy-Matter to perform the same functions

→ Enable diffusion of digital intelligence

#2 Interconnection: wired/wireless connectivity

→ Enable data flows

#3 Interaction: seamless M2M / H2M interfaces

→ Enable action on/with data

Plus:

The ability (and cumulated experience) to do all these things when dealing with harsh environments & demanding application fields

COMPANY ESSENTIALS

VISION

Computers will be increasingly miniaturised and interconnected.

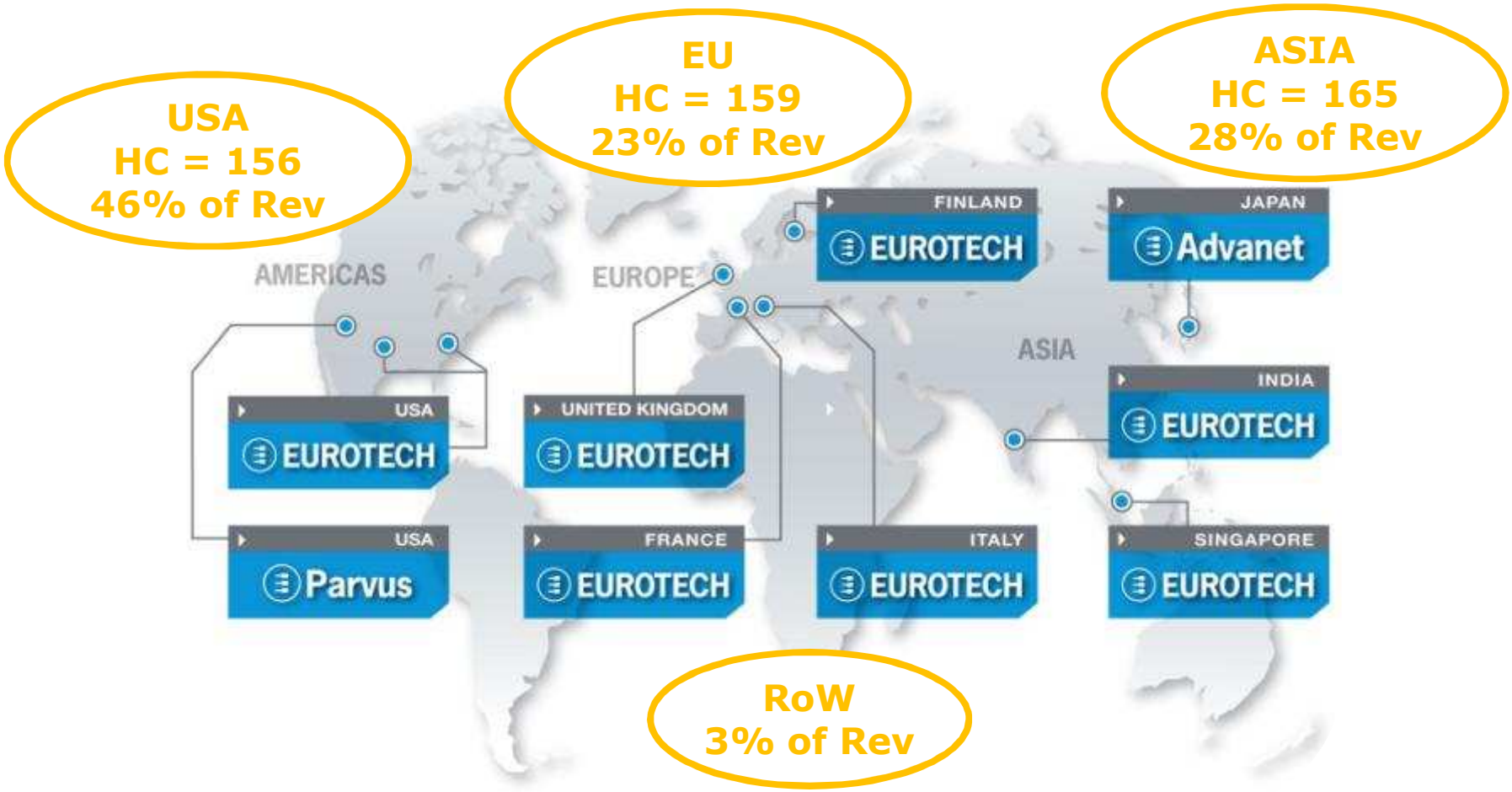
They will merge with the surroundings of everyday life until they become indistinguishable from them.

MISSION

Integrate the state-of-the-art of Computing and Communication technologies to develop highly innovative applications, able to anticipate market demand.

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

Group Global Footprint



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

Revenues breakdown by end market

Medical
11%

Research Centres
1%

Defence
25%

Transportation
22%

Industrial
41%

(as at 31 Dec 2009)

Some of Our Customers

GENERAL DYNAMICS
CUBIC
Agilent Technologies
NORTHROP GRUMMAN
cadec
Johnson Controls
GE Healthcare
BOEING
GENDEX
THALES
Nikon
DynaVox Mayer-Johnson
Advancing human expression and learning
ZOE Medical
DRS TECHNOLOGIES
L3 communications
ALSTOM
Chevron
HITACHI MEDICAL CORPORATION
BAE SYSTEMS
BOMBARDIER
Medtronic
Alleviating Pain · Restoring Health · Extending Life
INFN
LOCKHEED MARTIN
MITSUBISHI HEAVY INDUSTRIES, LTD.

Defence | Transportation | Industrial | Medical | Research Centres

Main Value Drivers

- **Global company and a major player in the market**

  We're close to Customers and we know the business

- **Strong relations with key players in the Industry**

  We know what's next

- **Ability to manage complex solutions**

  More than excellent hardware

  We help Customers focus on their core competences

Eurotech Value Proposition

We help Customers focus on their core competencies

Imagine

- New business models
- Inventive ideas

Build

- Faster, better, less resources
- Highly reduced development costs

Succeed

- Valuable data where needed
- Shortest time to market
- Competitive advantage

STRATEGY BASICS

Where are we going?

towards

Cloud Computing Applications

Rationale behind the strategy

The next investing wave in IT will be in Smart Computing

Like the mainframe, personal and network computing eras that have gone before it, "Smart Computing" will usher in a new era of technology innovation and growth.

It will be the most vertical epoch yet.

It represents an amalgam of

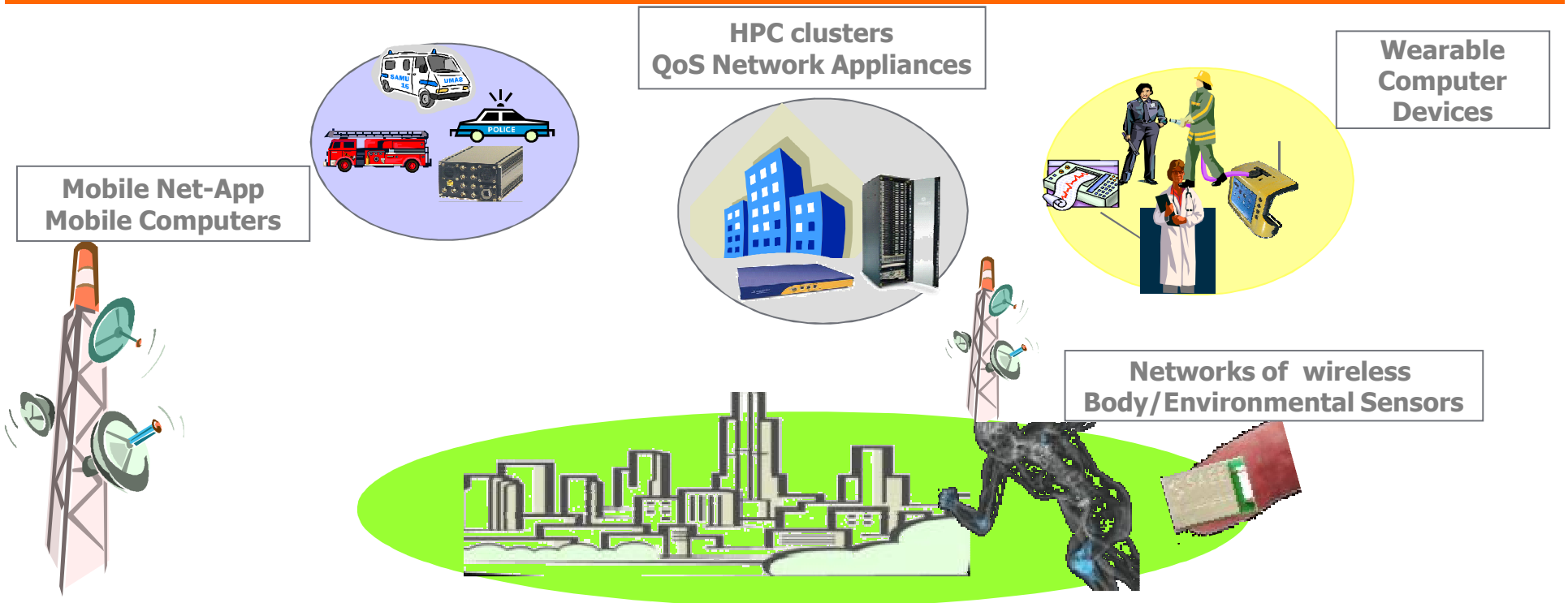
hardware, software and network technology

that will help technology vendors seize new growth opportunities.

Forrester

What is Cloud Computing?

It means to make data and application services available to any authorized user anywhere, anytime, and on any device.



It means to create an environment where "everything" is a computing node which communicates and interacts seamlessly with humans and other computing nodes.

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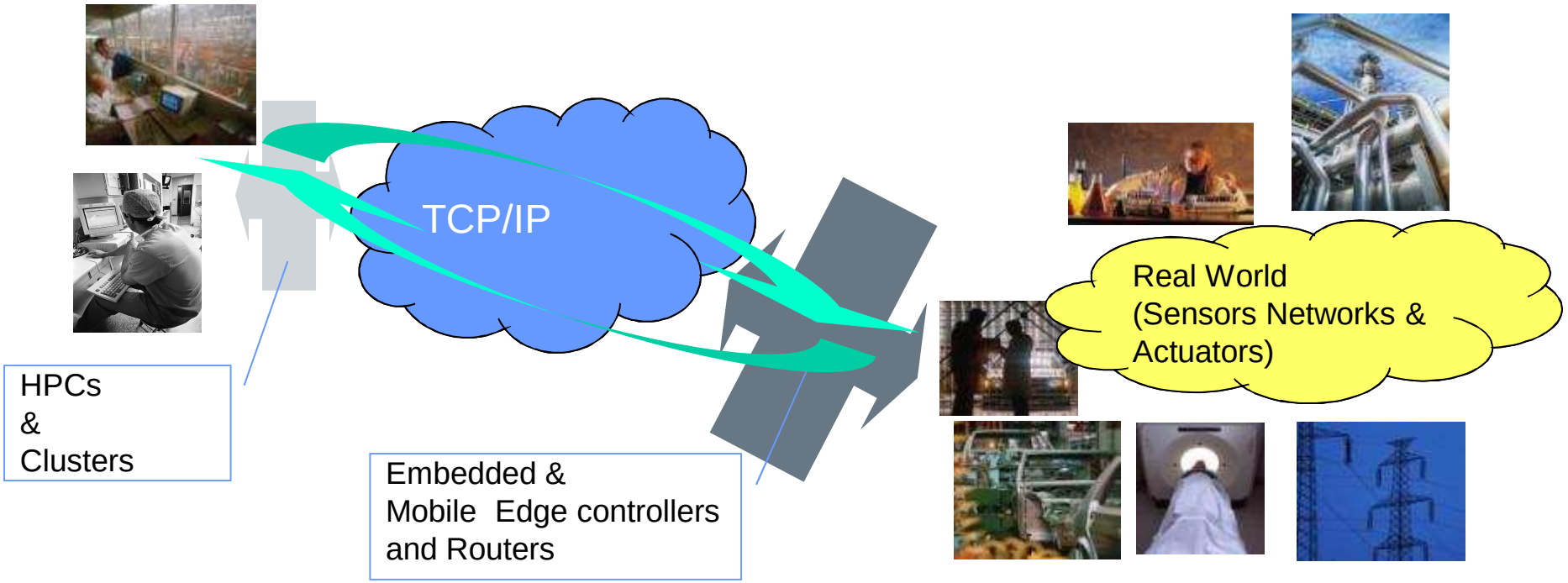
Cloud, Real World & Internet

Cloud computing is the means by which the digital world of the Internet couples into our physical world



In other words, cloud computing provides the manifestation of the Internet in the physical world and vice versa. **Internet is not the web: it's the data-flow**.

The Cloud is our domain

High Performance Computing Engines for the CORE

Connectivity Platforms to Build and Connect the EDGE

Components and Pervasive Devices for REAL WORLD Applications

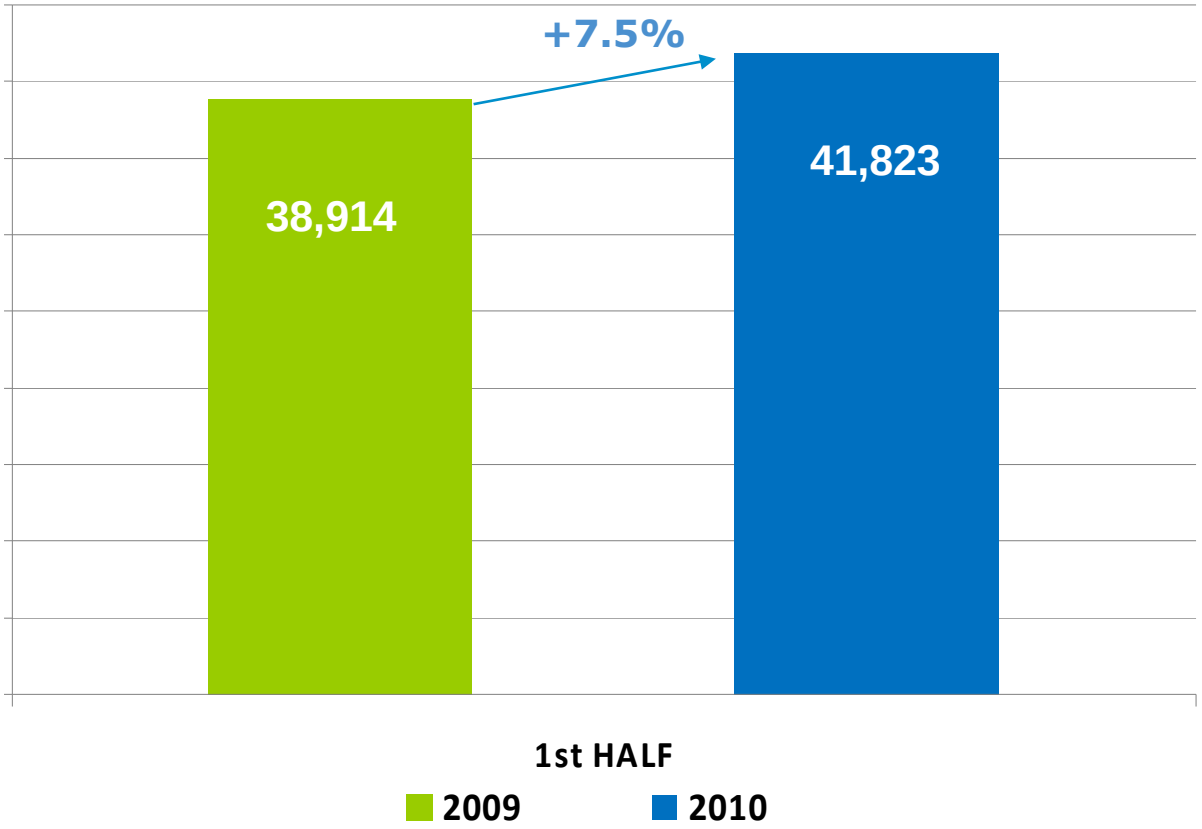
The next step in our Offering: towards Actionable Data

FINANCIAL HIGHLIGHTS

30 June 2010

REVENUES

30 June 2009-2010 (€/000)



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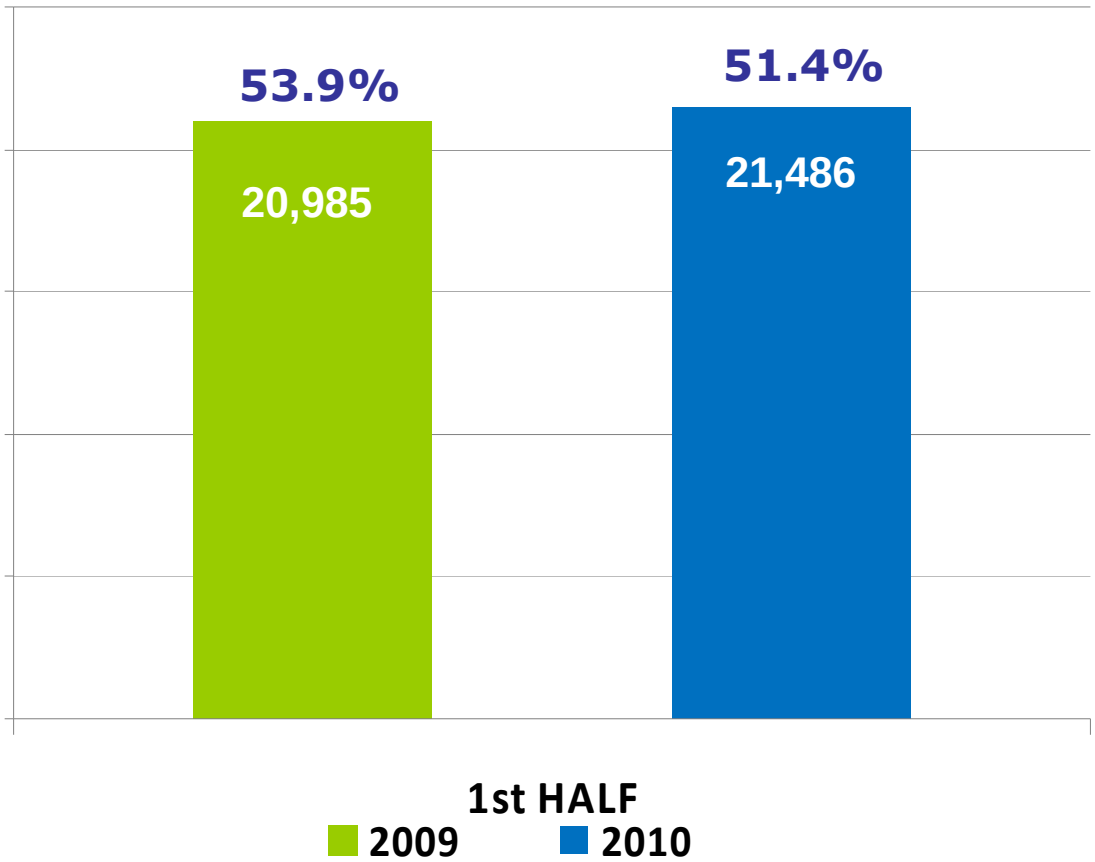
GROSS PROFIT MARGIN

30 June 2009-2010 (€/000)

A change in the sale of 2010 led to a different contribution to sales, compared with 2009, of products featuring higher margins.



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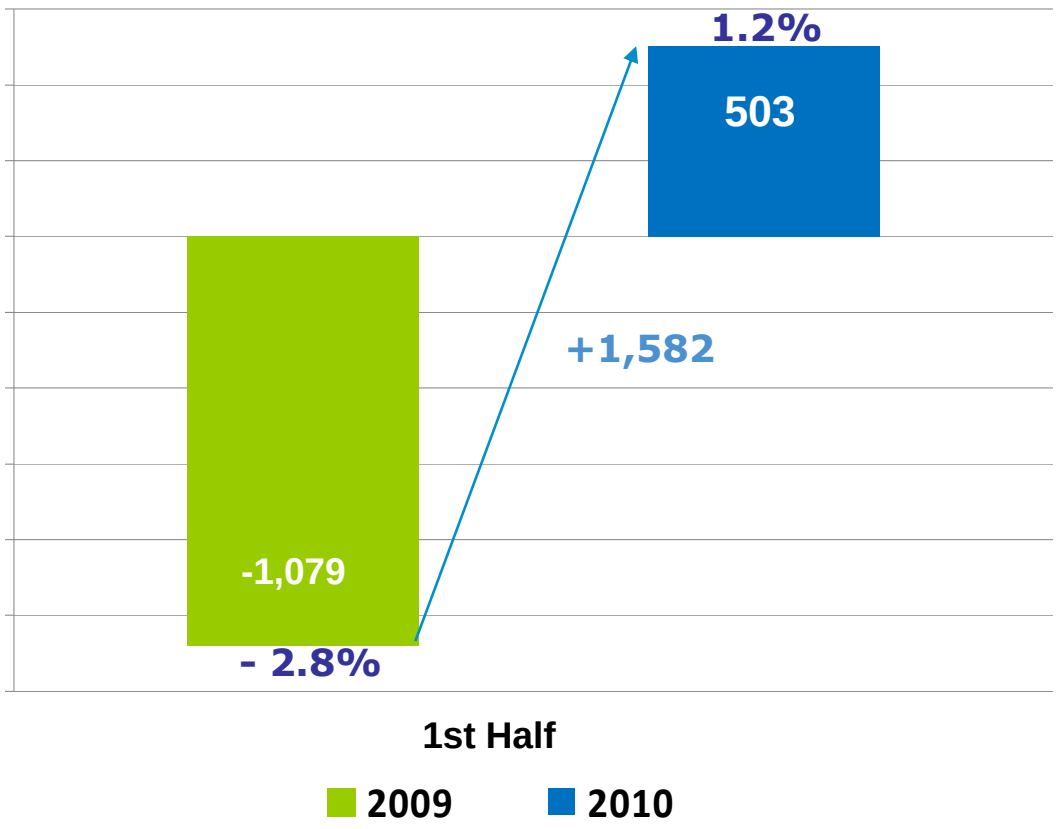
EBITDA

EBITDA - 30 June 2009-2010 (€/000)



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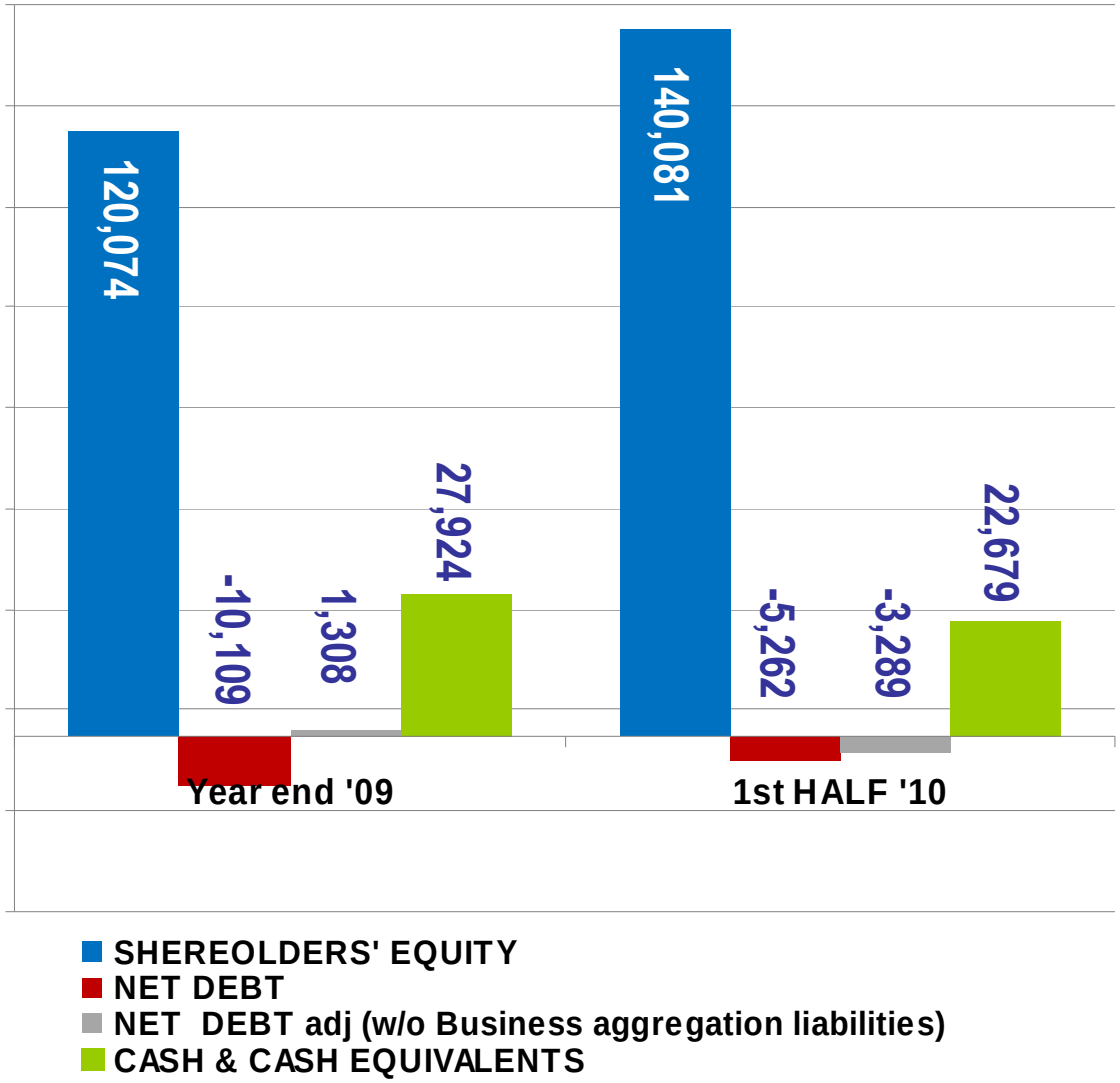
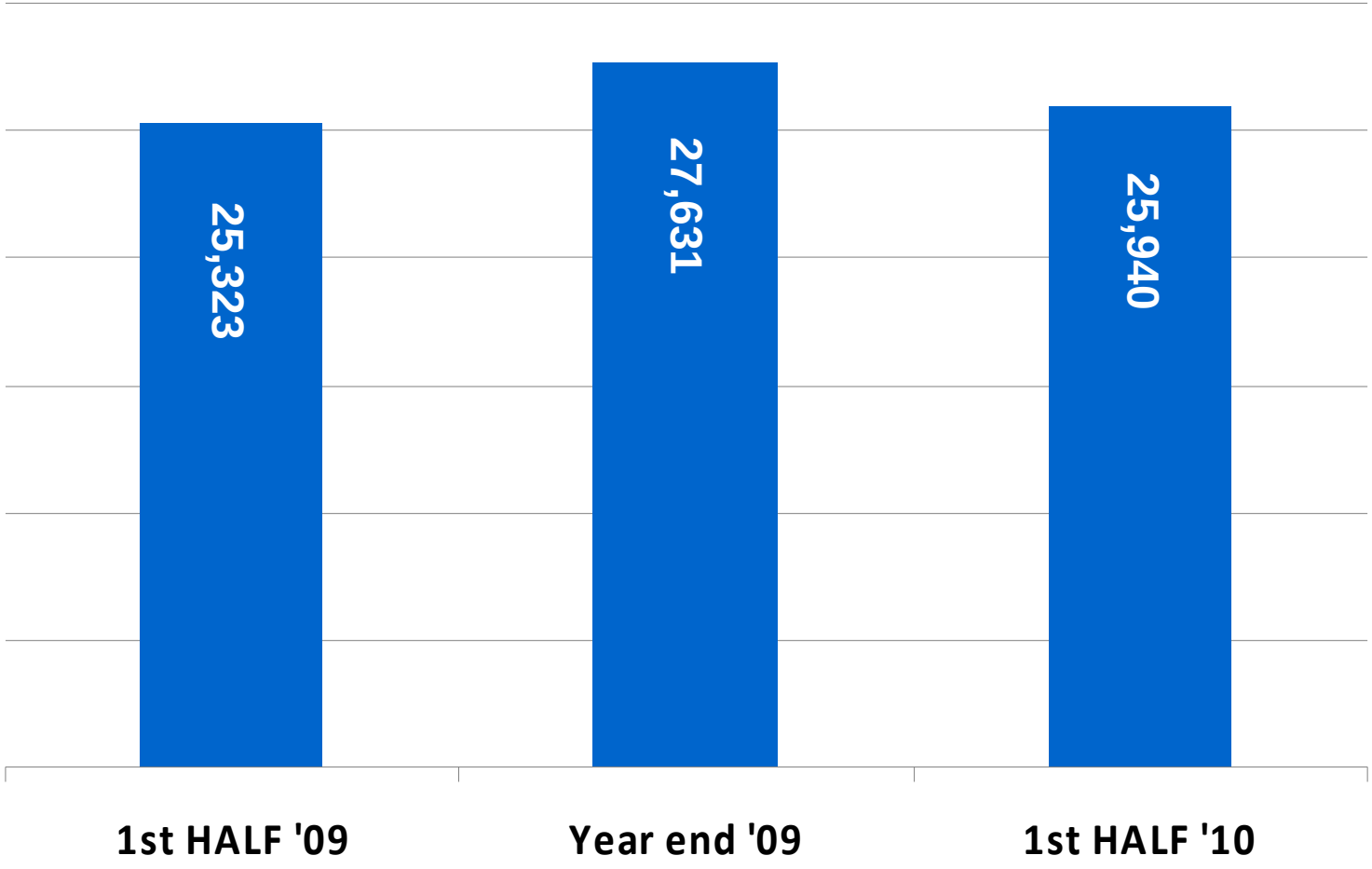
EQUITY, CASH AND NET DEBT

CASH AND NET DEBT , 31 December 2009 - 30 June 2010 (€/000)



NET WORKING CAPITAL

30 June 2009 – 31 December 2009 – 30 June 2010 (€/000)



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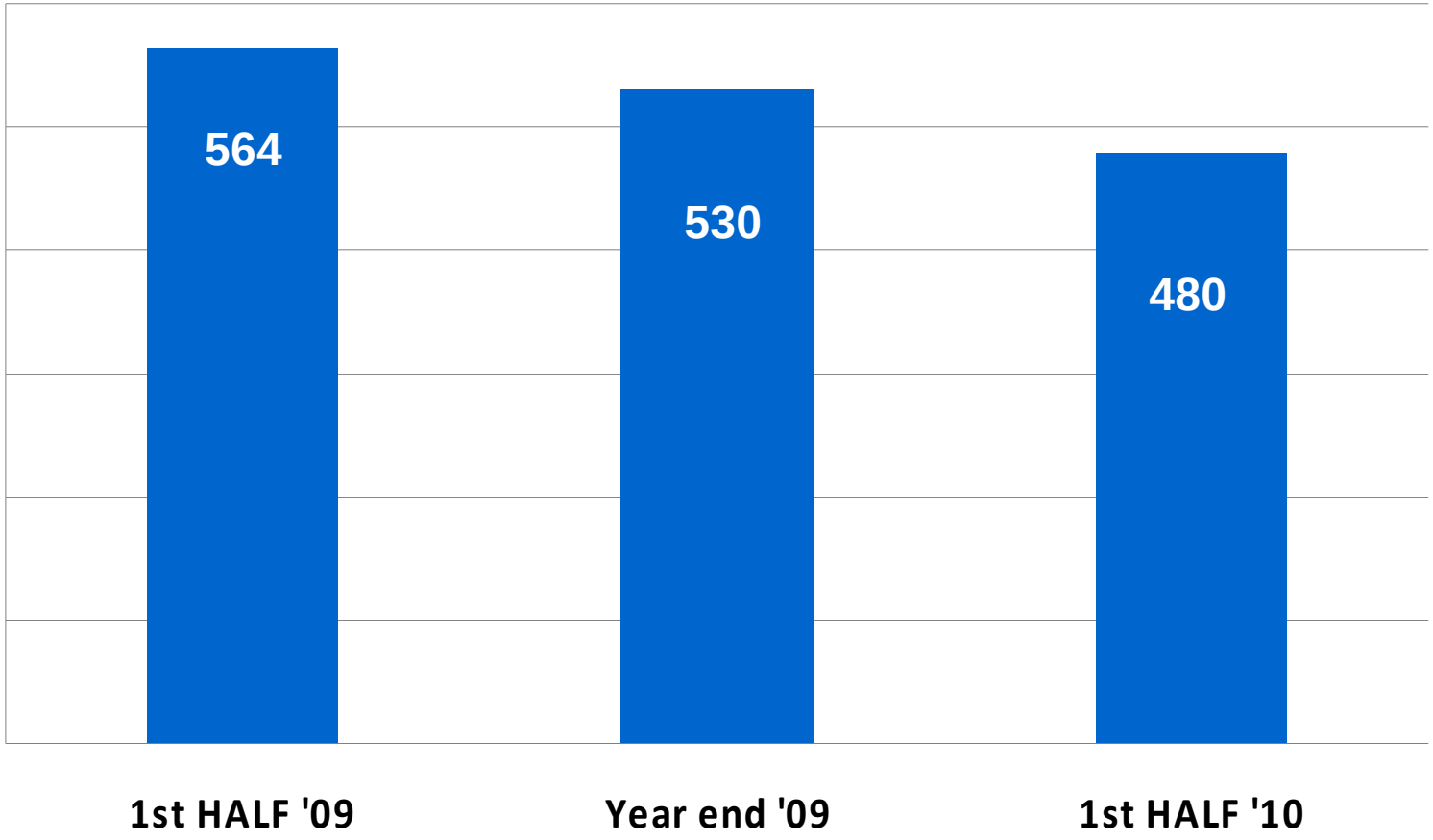
EMPLOYEES

Headcount at the end of each period



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CONSOLIDATED INCOME STATEMENT

OPERATING RESULTS €'000	30 June '10	%	30 June '09	%	30 June '10 adjuste	%	30 June '09 adjuste	%
SALES REVENUES	41,823	100.0%	38,914	100.0%	41,823	100.0%	38,914	100.0%
GROSS PROFIT	21,486	51.4%	20,985	53.9%	21,486	51.4%	20,985	53.9%
EBITDA	503	1.2%	(1,079)	-2.8%	503	1.2%	(1,079)	-2.8%
EBIT	(3,386)	-8.1%	(5,088)	-13.1%	(1,756)	-4.2%	(3,518)	-9.0%
PROFIT (LOSS) BEFORE TAXES	(4,764)	-11.4%	(5,456)	-14.0%	(1,815)	-4.3%	(4,208)	-10.8%
GROUP NET PROFIT (LOSS) FOR THE PERIOD	(4,963)	-11.9%	(6,178)	-15.9%	(2,756)	-6.6%	(5,637)	-14.5%

CONSOLIDATED BALANCE SHEET

(€'000)	at June 30, 2010	at December 31, 2009
ASSETS		
Intangible assets	125,329	106,170
Property, Plant and equipment	7,006	6,858
Investments in affiliates companies	413	1,381
Investments in other companies	274	243
Deferred tax assets	1,823	1,172
Other non current financial assets	236	236
Medium/long term borrowing allowed to affiliates companies	1,014	511
Other non-current assets	949	791
Total non-current assets	**137,044**	**117,362**
Inventories	22,629	17,060
Contracts in progress	346	819
Trade receivables	21,188	23,035
Income tax receivables	2,872	5,627
Other current assets	3,388	1,882
Cash & cash equivalents	22,679	27,924
Total current assets	**73,102**	**76,347**
Total assets	**210,146**	**193,709**

(€'000)	at June 30, 2010	at December 31, 2009
LIABILITIES AND EQUITY		
Share capital	8,879	8,879
Share premium reserve	136,400	136,400
Other reserves	(9,017)	(28,383)
Group shareholders' equity	**136,262**	**116,896**
Equity attributable to minority interest	**3,819**	**3,178**
Total shareholders' equity	**140,081**	**120,074**
Medium-/long-term borrowing	18,135	2,417
Employee benefit obligations	1,820	1,609
Deferred tax liabilities	12,704	10,854
Other non-current liabilities	1,867	1,600
Business combination liabilities	0	989
Total non-current liabilities	**34,526**	**17,469**
Trade payables	16,372	14,171
Short-term borrowing	8,581	24,488
Derivative instruments	502	458
Income tax liabilities	1,607	1,766
Other current liabilities	6,504	4,855
Business combination liabilities	1,973	10,428
Total current liabilities	**35,539**	**56,166**
Total liabilities	**70,065**	**73,635**
Total liabilities and equity	**210,146**	**193,709**

THANK YOU

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

George Bernard Shaw