



Company Introduction

December 2nd, 2021



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The journey we want to talk you through today

... on the long run

- 🎯 back to **growth**
- 🎯 from mostly Customized HW to **more Standard HW plus SW**
- 🎯 from any market vertical needing high reliability & ruggedization to **5 focused market verticals**
- 🎯 from volatile revenues to **more re-occurring revenues**
- 🎯 from SW to sell more HW to **scaling integrated HW/SW**
- 🎯 using **M&A to accelerate**

Eurotech's mission is to connect Edge assets securely and simply and enable AI Computing in mission critical environments

Simplify complexity
at the edge



Better Time To Market

Champion a **secure**
digitization of assets



Minimum Risk

Enable next generation of
smart products



Open-source Agnosticity
Enabling AI at the Edge

NEW BENEFITS TO POTATO FARMERS WITH PRECISION AGRICULTURE

CUSTOMER REQUIREMENTS

- Enable precise field performance assessment
- Maximize yield while improving sustainability
- Perform remote and predictive maintenance



THE SOLUTION



INTELLIGENT DATA LOGGING FOR TRAIN LOCOMOTIVES

CUSTOMER REQUIREMENTS

- Securely collect data from locomotives
- Publish data in customer's private cloud in near real time
- Aggregate data on the Edge for effective data transfer
- Enable load measurement and preventive maintenance



THE SOLUTION



IOT PLATFORM FOR GLOBALLY DEPLOYED MEDICAL DEVICES

CUSTOMER REQUIREMENTS



**FRESENIUS
MEDICAL CARE**

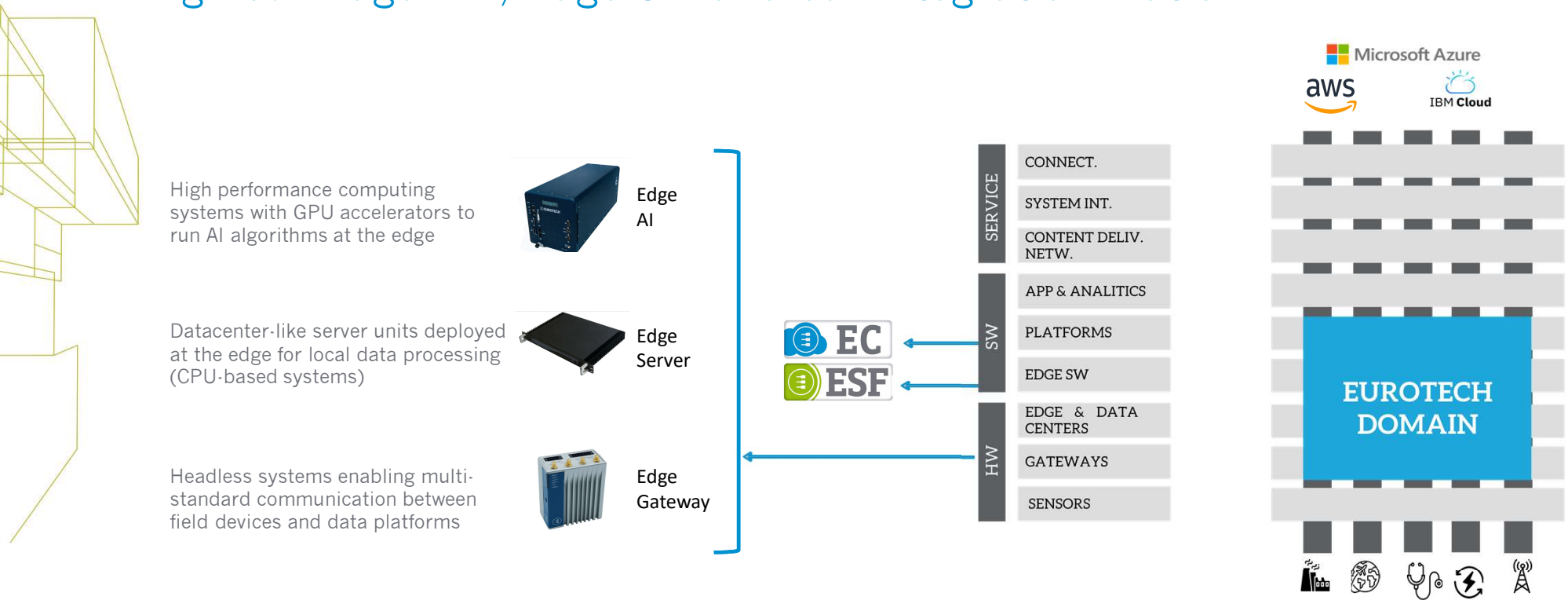
- Integrating with existing IT infrastructure with zero changes on products and applications
- High level of cybersecurity and reliability
- Advanced Edge computing performances

THE SOLUTION



Our Essence:

we connect Operational Technology (OT) with Information Technology (IT) through our Edge HW, Edge SW and our Integration Platform



Why our differentiation matters:

we solve the #1 roadblock of IoT deployments

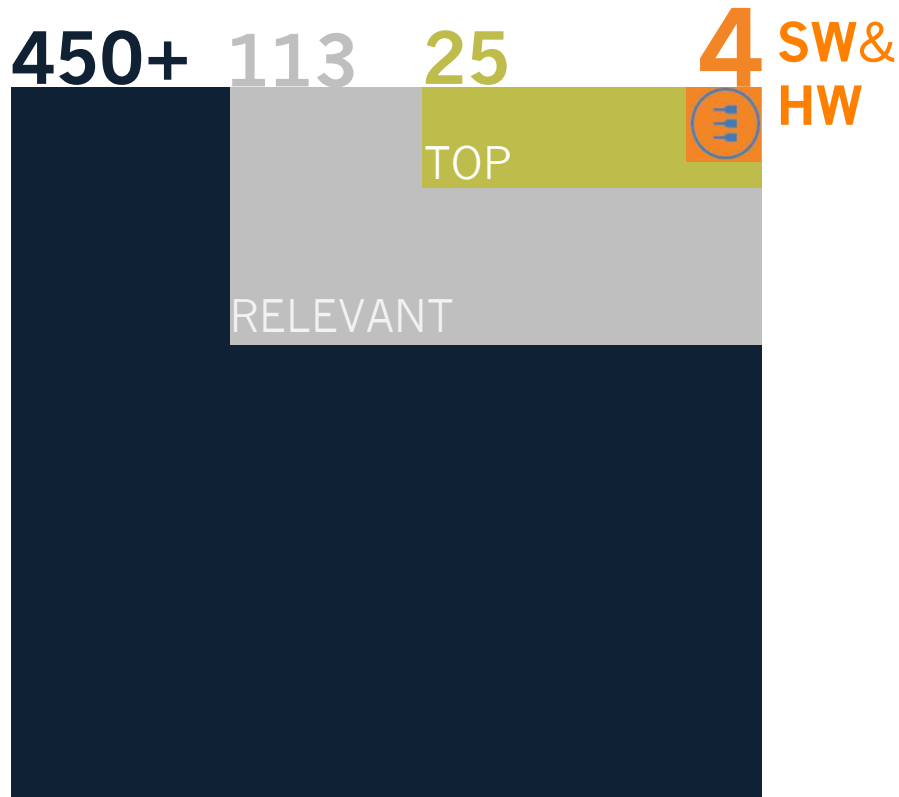
- ✓ **“IT-OT integration is the most challenging aspect of IoT deployments** and Eurotech has created processes and solutions that simplify this process and ensure that their customers achieve expected low total cost of ownership from their IoT deployments”.

VDC Research

- ✓ **“with a wealth of integration possibilities [...] Eurotech provides a bridge between the operations side of IoT and the IT side. This “bridging the gap” solution is the most important piece in IoT solutions** and will allow Eurotech to continue its growth trajectory and leadership in IoT”.

Frost & Sullivan

We are a top player in IoT SW with distinctive offering



Industry Analysts recognize & appreciate:






- ☑ **premium cybersecurity** = less risk for customers
- ☑ **easiness of use / implementation** = low cost & low effort to market

We are different because:

- ☑ **open-source** = agnosticity & no lock-in

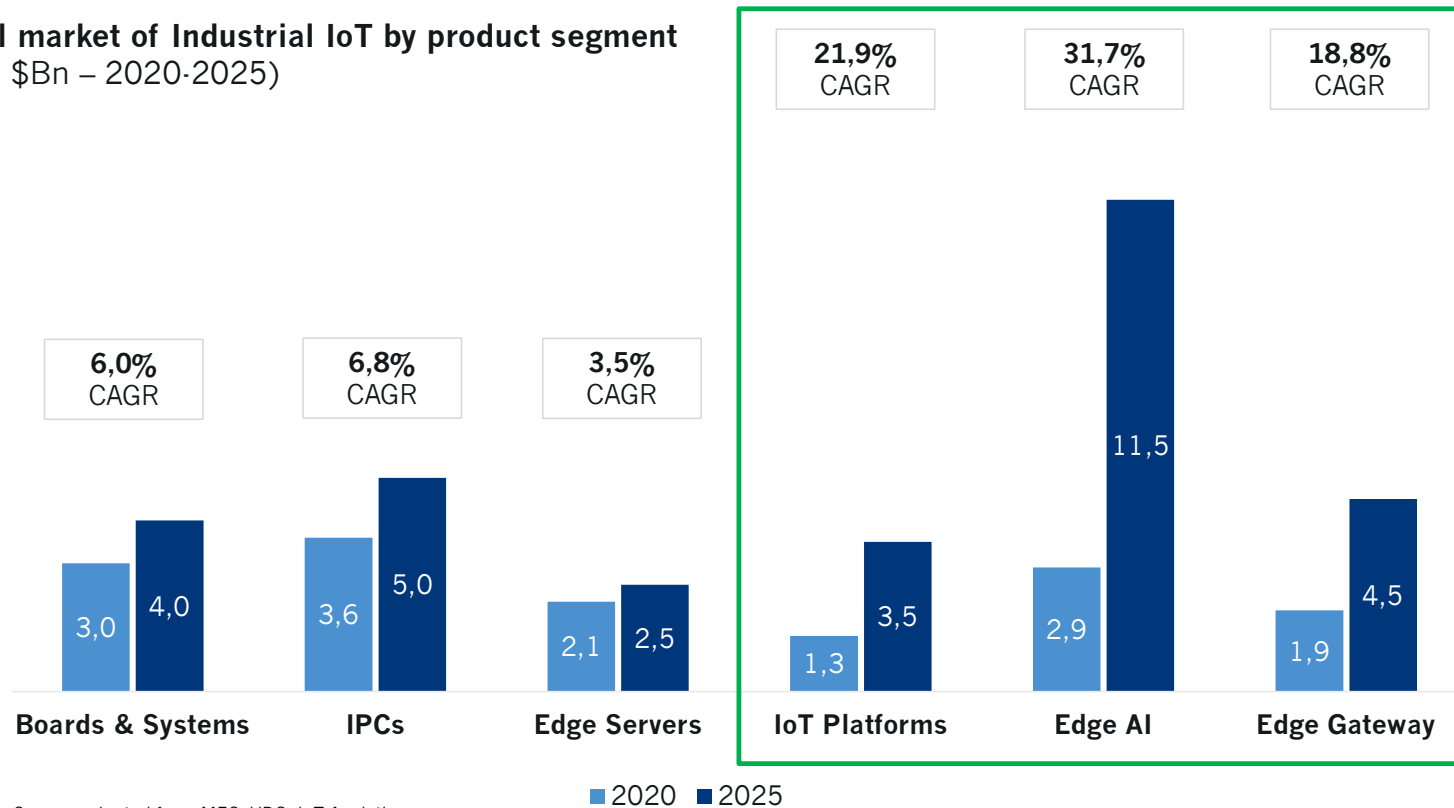
Source: adapted from MachNation, Gartner, IoT Analytics

How we want to grow: FOCUS is the name of the game

-  Playing in markets with combination of **higher size** and **higher CAGR** in next 5 years
-  Serving applications with **higher and mild ruggedization needs**
-  Focusing on target **verticals / applications** where the **IT-OT integration is valued** more
-  Creating growth **organically** and **inorganically**
-  Leveraging **relevant driving forces & accelerators**:
 1. Repatriation
 2. 5G
 3. New & smart energy
 4. Automation
 5. Recovery Plans

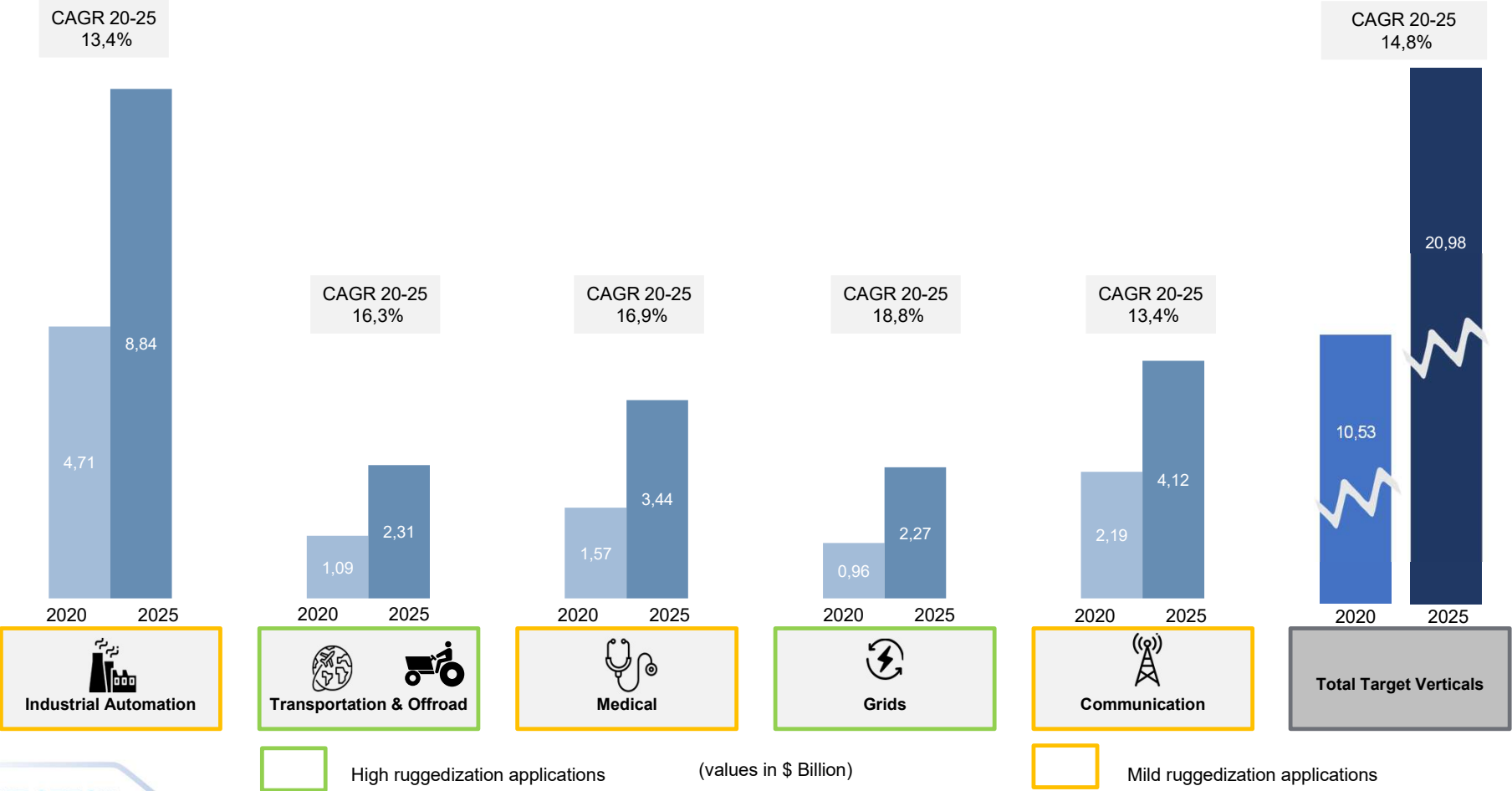
Focus on strong growing Edge Gateways, Edge AI and IoT Platforms

Global market of Industrial IoT by product segment
(in US \$Bn – 2020-2025)

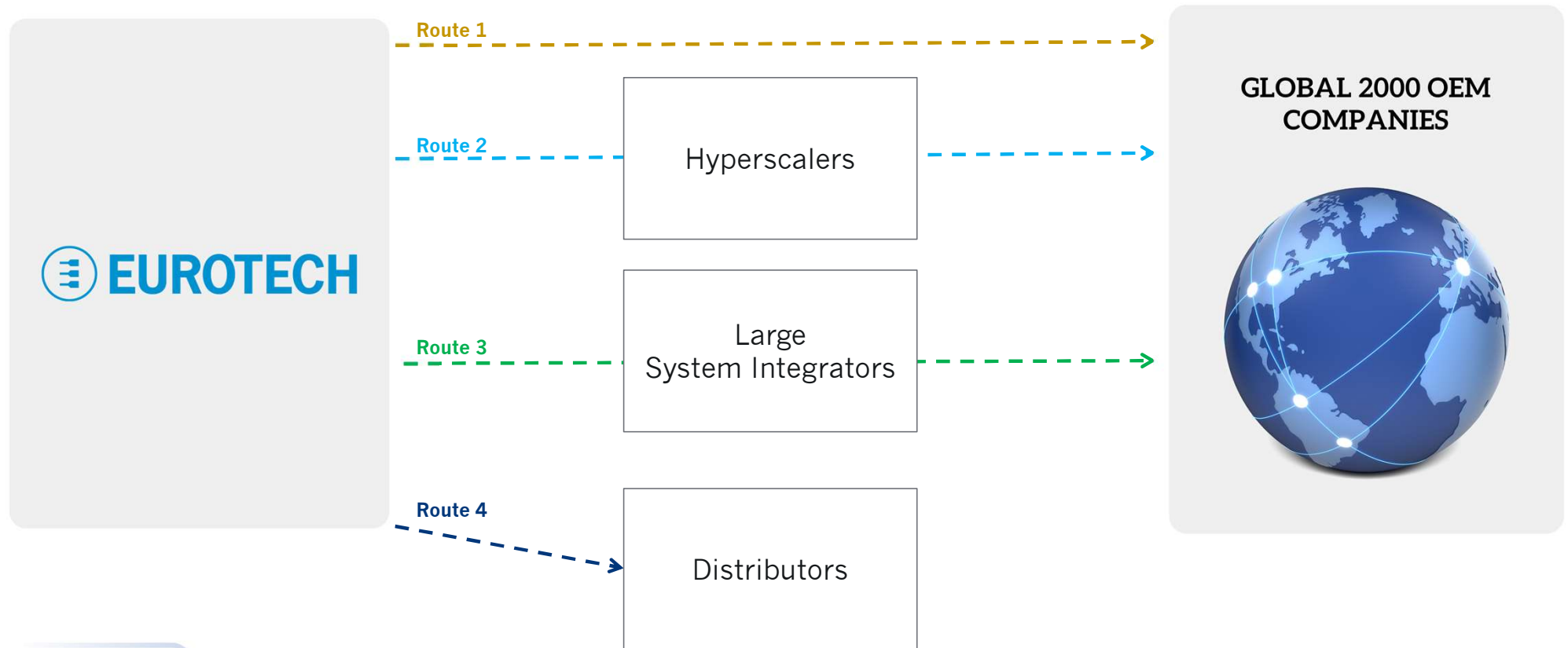


Source: adapted from MEC, VDC, IoT Analytics

The 5 verticals where we will focus (TAM 21B\$ in 2025)



Four routes to connect with end customers: the Partners Ecosystem will be paramount to growth



Moving towards more re-occurring type of revenues

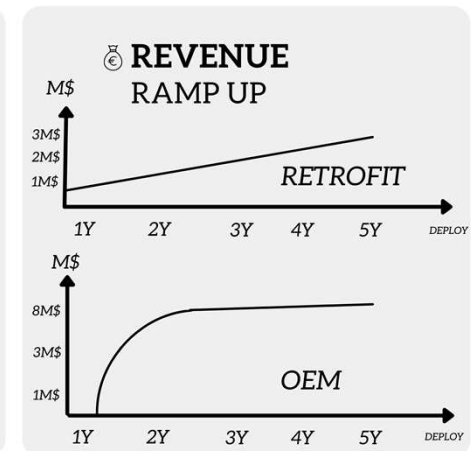
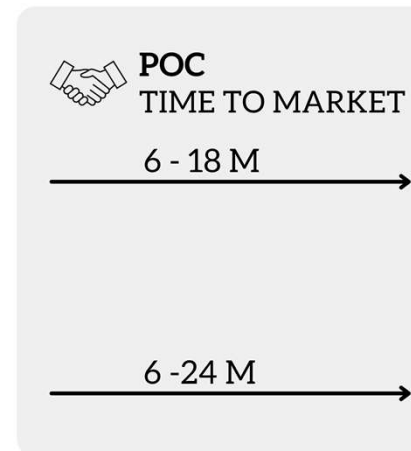
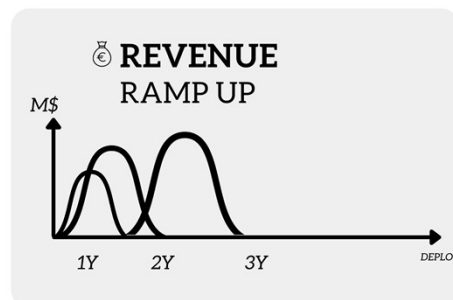
FROM

Custom Embedded HW

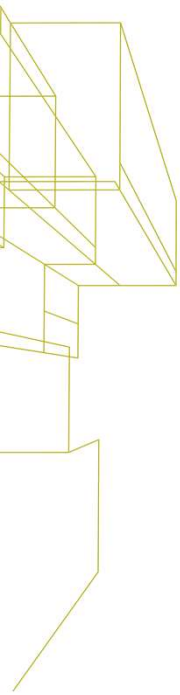


TO

Standard Edge HW and SW



Using M&A to accelerate our strategy implementation

- 
- 🎯 Accelerate vertical penetration
 - 🎯 Complement our portfolio
 - 🎯 Accelerate scaling
 - 🎯 Bring accretive revenues
 - 🎯 Add channels & distribution bandwidth



“Do Different” recap

- 🎯 **Focus** on Where-we-play
- 🎯 **Create bandwidth** to enable our strategic growth imperatives
- 🎯 Operationalize better our **go to market** Channels and front-line resources
- 🎯 Drive a **growth culture** via a new Management Long Term Incentive Plan

Why Eurotech

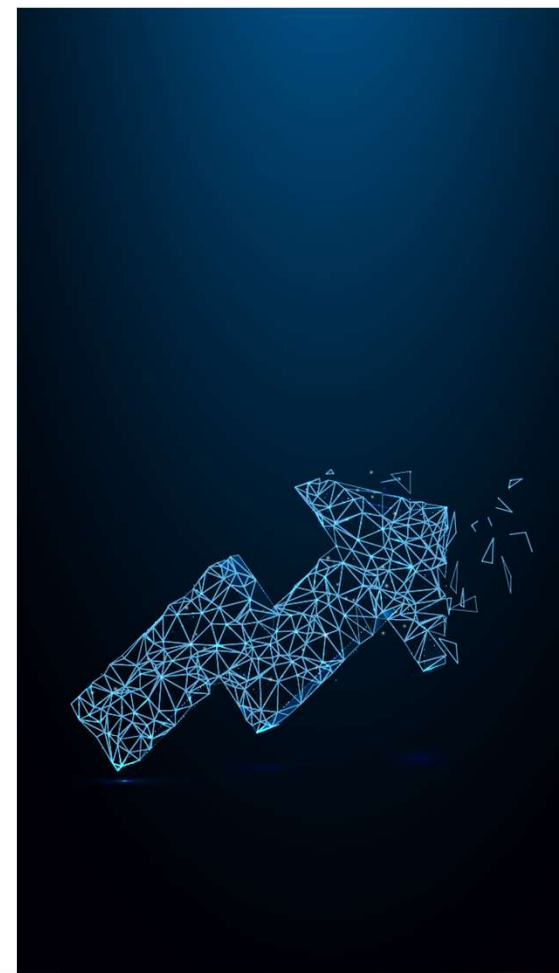
- ✓ We have **top class EDGE technology**
- ✓ We are **long term** committed
- ✓ We aim at **growing double digit ...**
by leveraging secular trends and using M&A to accelerate
- ✓ With **solid margins ...**
because of our **differentiation** in high reliability & ruggedized applications and our **innovation** in Edge software
- ✓ With **more re-occurring** and **sticky** type of **revenues ...**
selling **integrated HW & SW**
- ✓ Leveraging an **agile cost structure ...**
being **fabless**



BUSINESS UPDATE

Good prospects for 2022

- 🎯 **+50% in opening book for 2022** vs opening book for 2021, up from +30% in Q2
- 🎯 **Mid-long term growth potential on IoT is real:**
 - 🎯 Third year consecutively in Gartner IoT Magic Quadrant
 - 🎯 Our integrated HW+SW certified according the most prominent cybersecurity international standard
 - 🎯 SW revenues are ramping up
 - 🎯 visibility on volume of Gateways shipped in 2022 at +40% YoY as of today
 - 🎯 Design wins coming live



Industry Analysts Recognition. Again.

Gartner Magic Quadrant for Industrial IoT Platforms:

- a trusted objective insight **used by C-levels** at potential customers to support their decision-making process **when selecting vendors** for their IoT project
- **just 18 companies** in this élite, out of a crowd of hundreds
- **third year in a row** that Eurotech is selected



Our new generation of **integrated hardware and software** solutions is **cybersecure by design** and **certified** according to **IEC 62443**



SECURE
INTEGRATED
HW + SW

→ IEC 62443-4-2

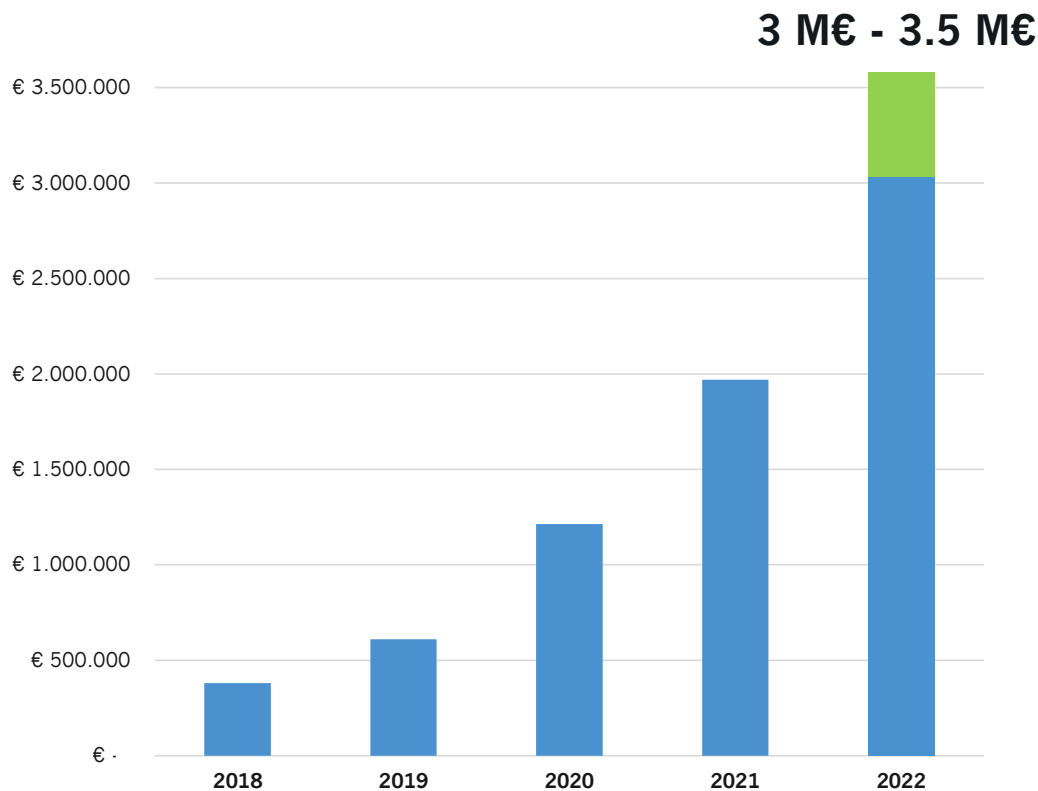
IEC 62443-4-1

SECURE
DEVELOPMENT
PROCESS



Sticky & Growing SW business

Revenues from Licenses and Subscriptions



Design wins coming live: connecting over 2.000 trains in the next 18-24 months

Integrated HW+SW solution
to collect data useful for
advanced diagnostics



The other side of component shortage: semiconductor machinery growing and driving our core business

4 customers in Japan driving
over 42M€ business win
of which 24M€ incremental
in 4 years



Eurotech
Board





**Thank
You!**