



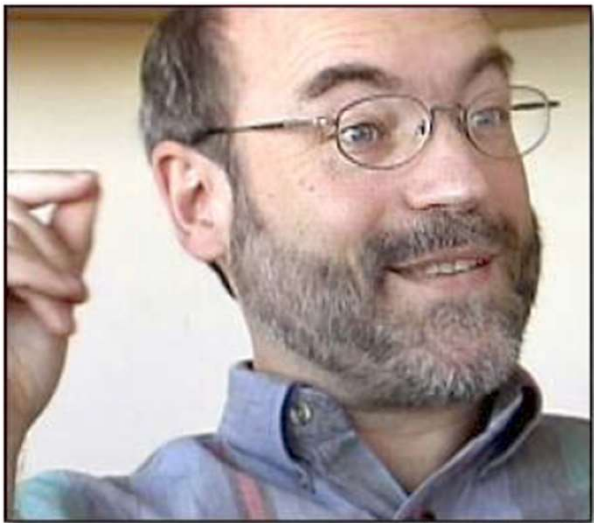
# Introducing Eurotech

**Innovative**  
**Global**  
**Dependable**

# Once upon a time...

The inspiring idea of the pervasive computer

**Computers will be increasingly  
miniaturised and interconnected**



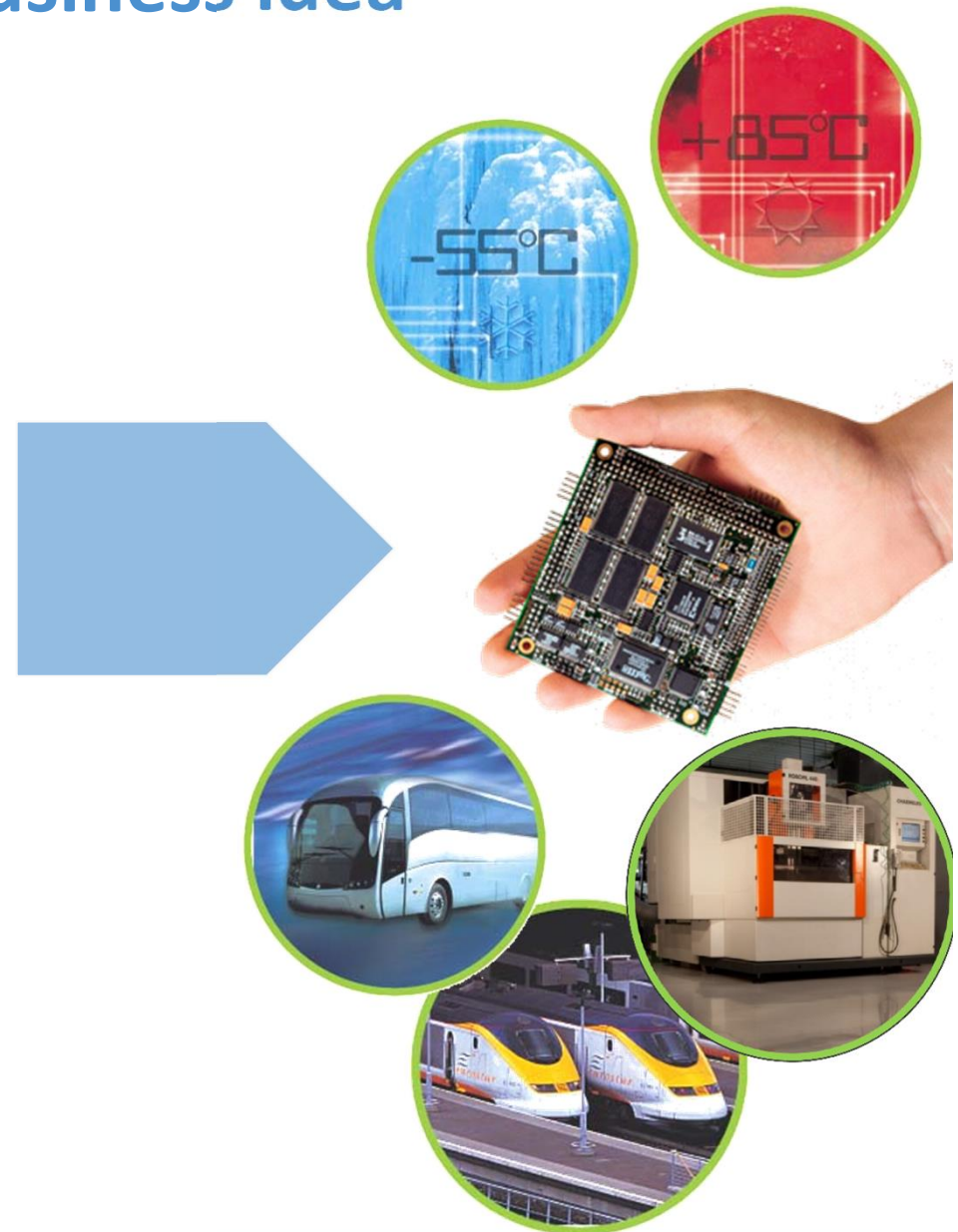
**Mark Weiser**

Chief Technologist, Xerox PARC

**“The most profound technologies are those that disappear. They weave themselves into the fabric of everyday life until they are indistinguishable from it.”**

*"The Computer for the 21st Century",  
Scientific American, Vol. 265 No.9, pp. 66-75, '91*

# Back to day 1, the first business idea

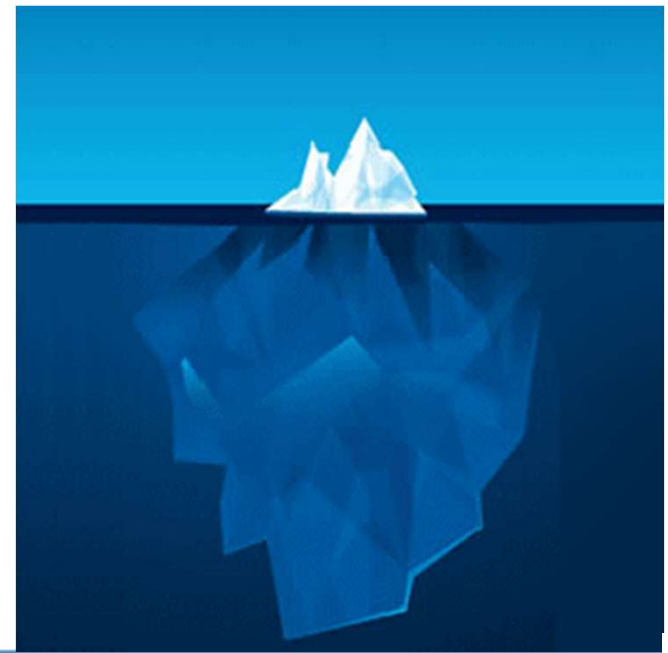


# The Essence of our Selling Proposition

**Faster  
Time to Market**



**Lower  
Total Cost of Ownership**



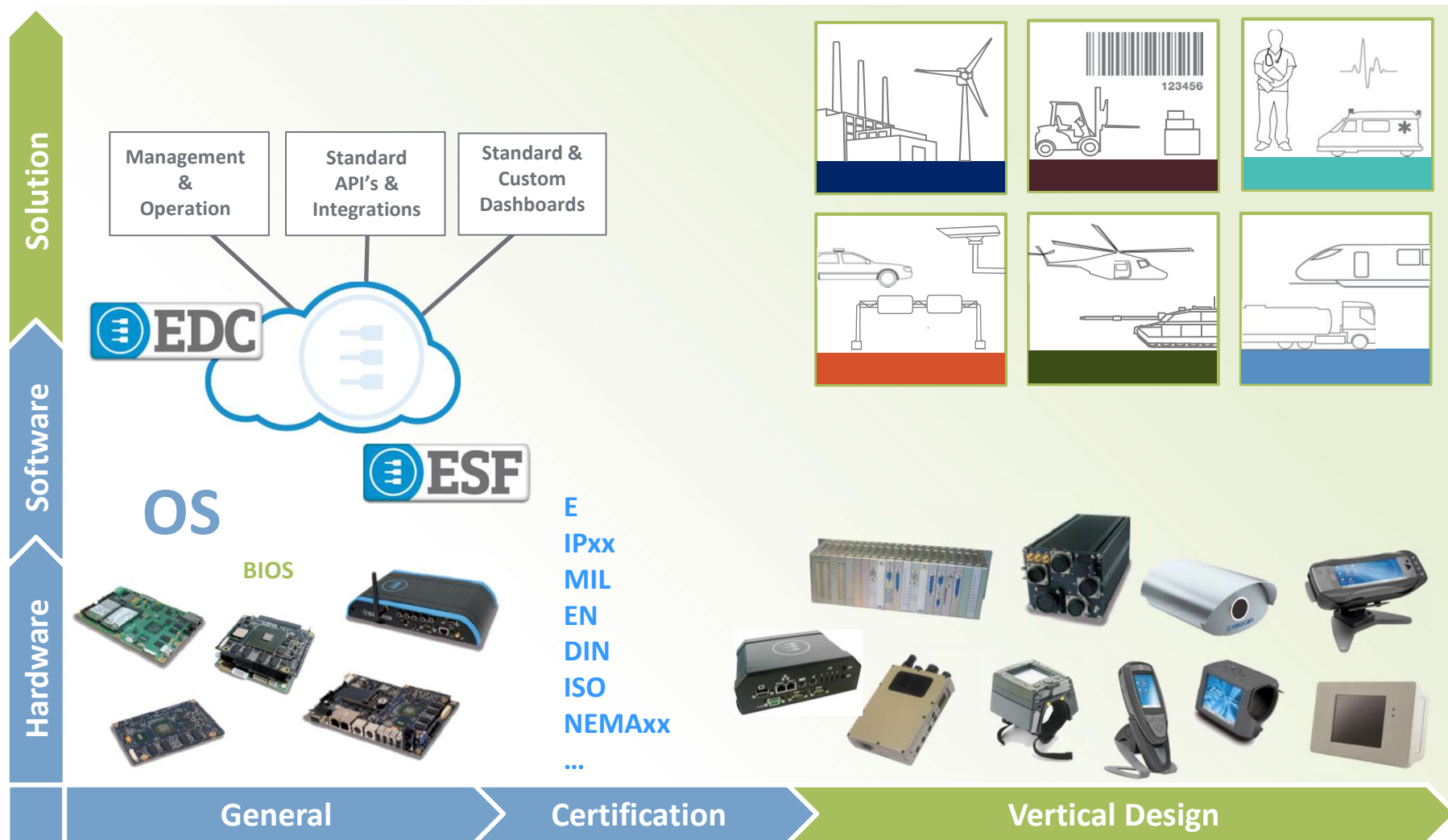
# Eurotech Quick Facts

- **Global footprint: headquarters in Italy, major subsidiaries in US, Japan, UK, France**
- **Behind the products of more than 20 Global 500**
- **World top player in the Embedded Computers market**
- **Leading multi-awarded innovator in OT-to-IT integration platforms for IoT**
- **One of two European producers of High Performance Computers**
- **Public Company, in the STAR segment of Borsa Italiana**
  - Bloomberg ticker: ETH:IM; Reuters ticker: E5T.MI
- **Member of the UN Global Compact**
- **2 Strategic Business Units:**
  - NanoPC (Embedded Computers, Device & Data Management)
  - HPC (Green Petascale Supercomputers)



# The essence of our offering:

## Standard building blocks for vertical solutions



# Eurotech's Proven Expertise

Bringing smartness and connectivity into demanding applications



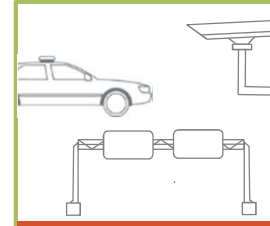
Industrial & Commercial



Logistics & Networking



Medical & Healthcare



Security & Surveillance



Defence & Aerospace



Transportation & Mobility

Building Automation

Machine Automation

Vending Machines

Kiosks

Smart Energy / Smart Grid

Handheld and Wearable Devices

Mobile mounted devices

Integrated logistics

High-end Diagnostic Equipment

Portable Medical Devices

Home Medical Gateways

Banks and Institutions

Homeland Security

Border control

Highway / Parking lots / Gates

Armored Vehicles

UGVs

Helicopters

Aircrafts

Future Soldier

Public Buses

Trains & Undergrounds

Toll gates

Digital Signage / Passenger Information Systems

# Some of our Customers

**GENERAL DYNAMICS**



**TOSHIBA**



**THALES**



**BAE SYSTEMS**



**ALSTOM**



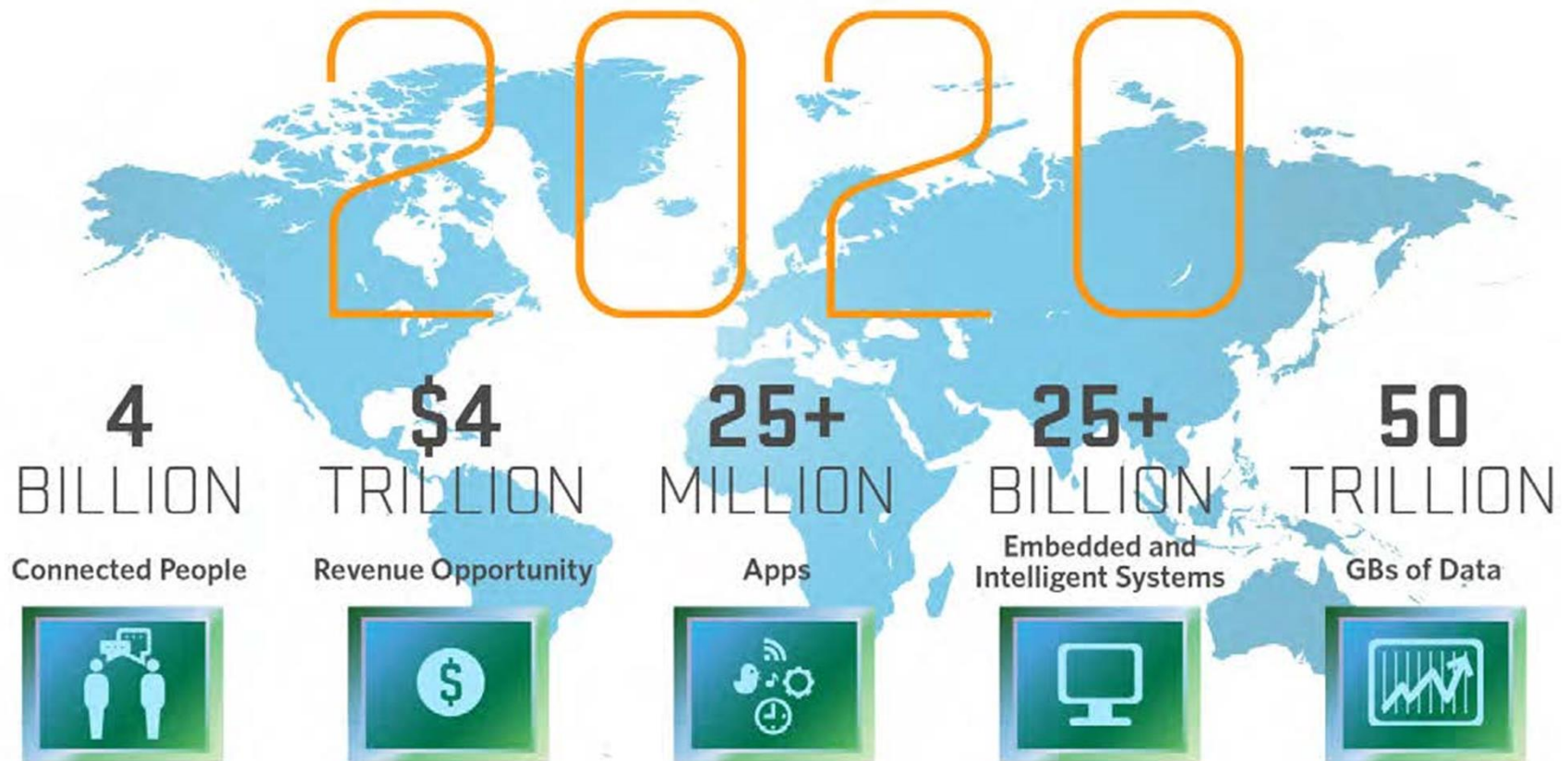
**Sensûss**





# How IoT landscape will look like

A 2020 shapshot



Source: Mario Morales, IDC

# IoT trends

- **IoT is maturing**

By 2019, SW platforms and analytics services will each drive more revenues globally than professional services (ABI Research)

- **Buy vs Make**

3rd party IoT platforms market will grow over 30% YoY from now to 2020 (Berg Insight)

- **General purpose vs Purpose-built**

By 2020, general purpose IoT platforms will overtake purpose-built ones (Mind commerce)

- **IoT means a new approach to app development**

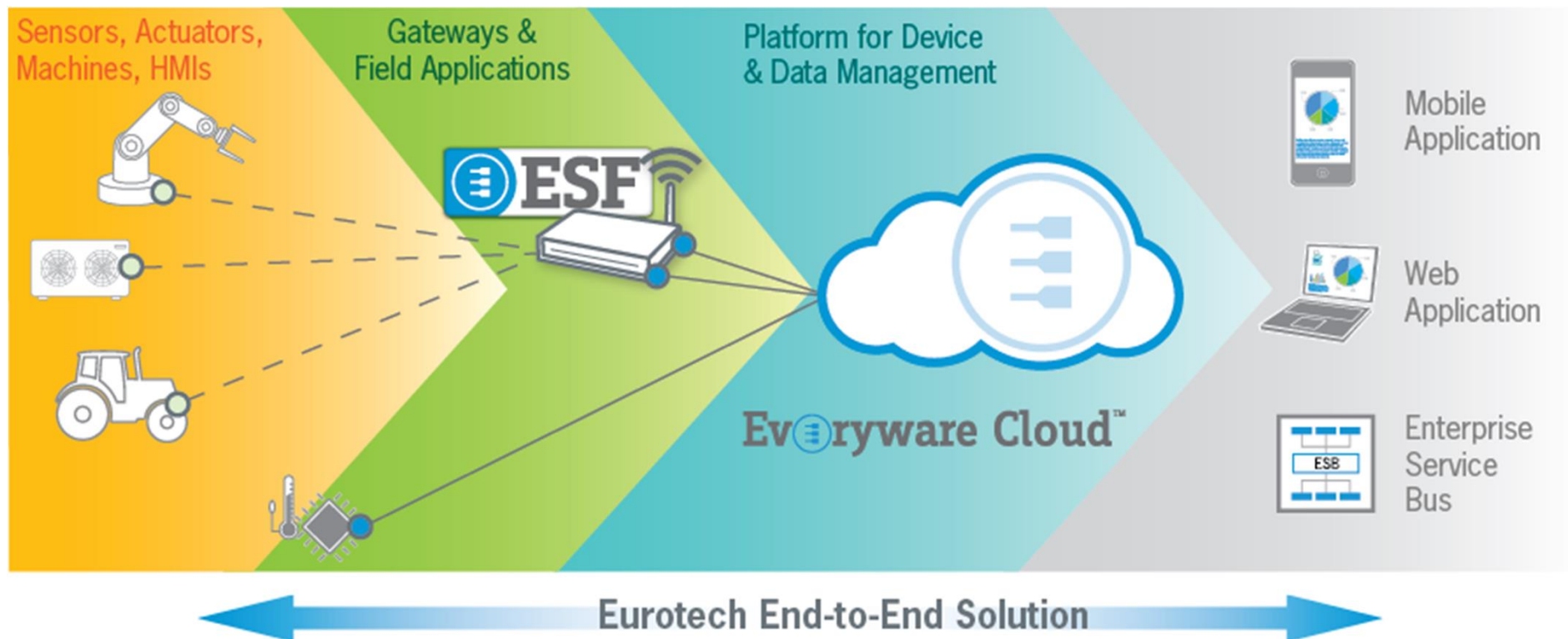
By 2020, more than 50% of all new apps developed on PaaS will be IoT-centric (Gartner)

- **IoT as a business enabler**

By 2021, IoT platform enabled revenues will reach \$9.1T (Mind Commerce)

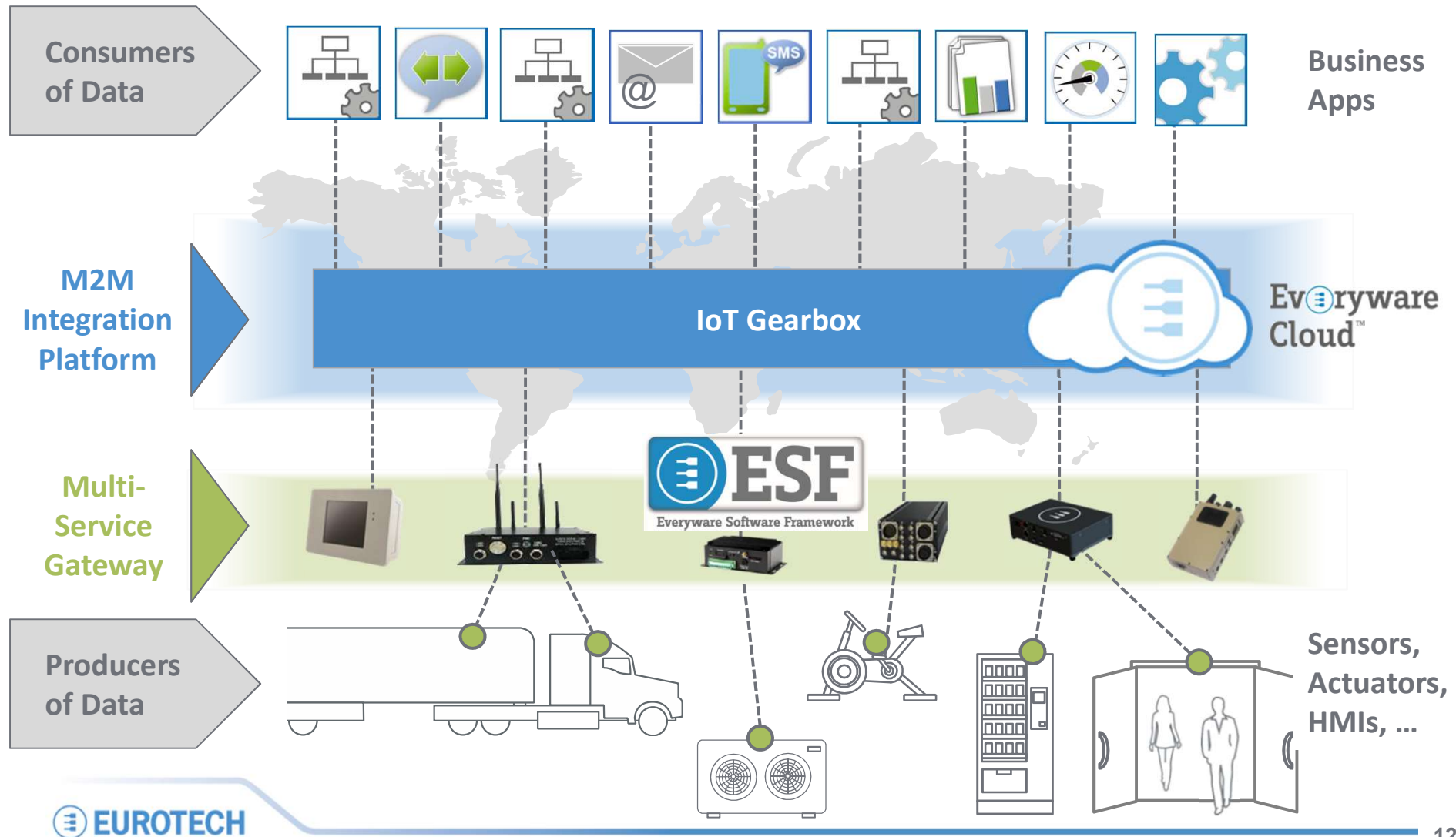
# Eurotech's vision: "FedExing Data"

Transforming Bits of Data from Operating Assets on the Field into Actionable Information for Business Applications

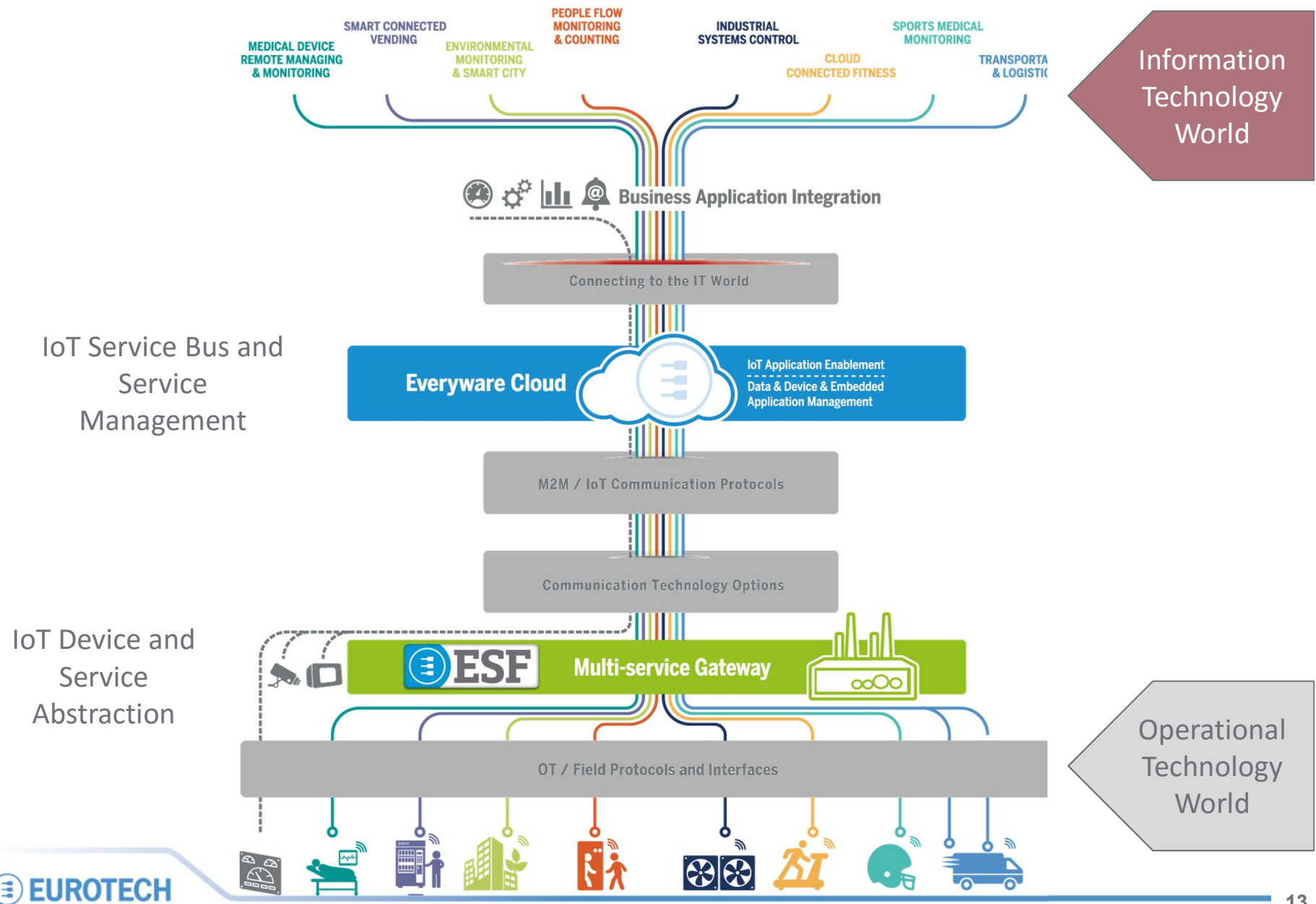


# Eurotech's approach to IoT complexity

## Decoupling and Interfacing Data Producers and Data Consumers

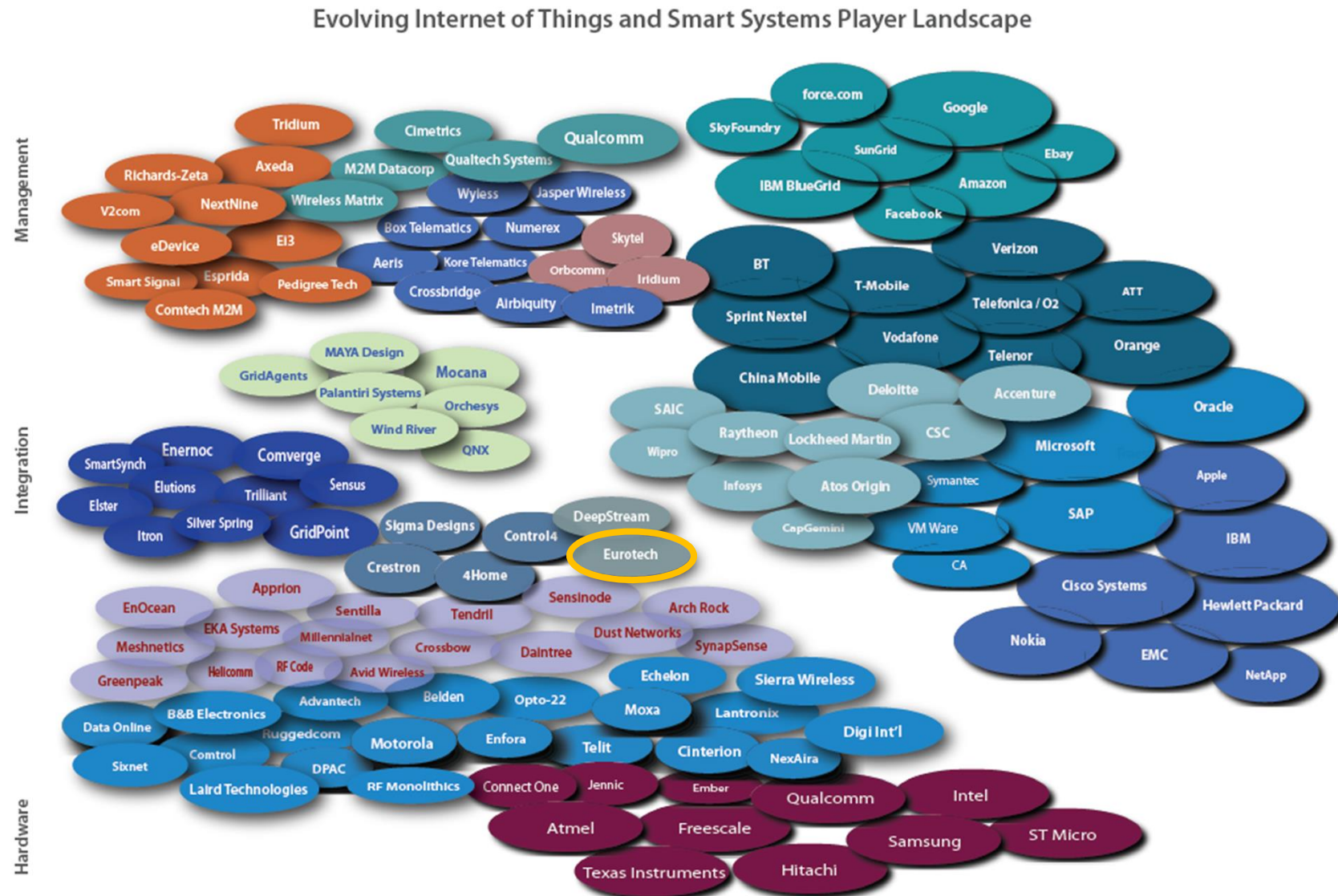


# Bridging between OT and IT





# Integration approach. Platform focus.



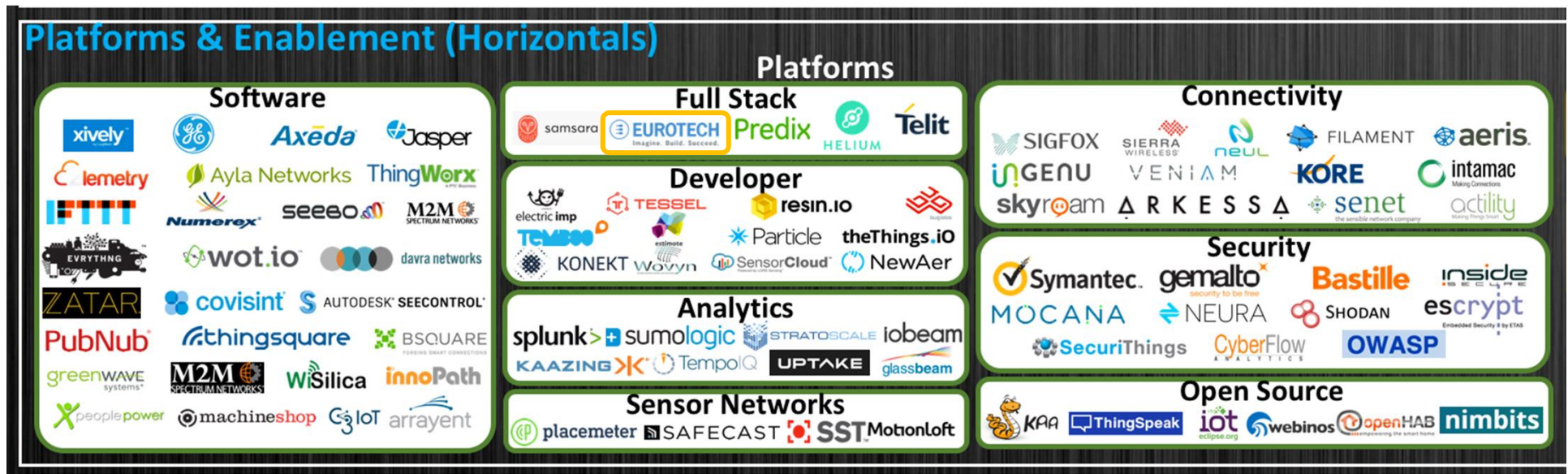
"Platform" Focus

(source: Harbor Research)

"Portfolio" Leverage Focus

# Positioning in the IoT landscape

## Full stack platform player



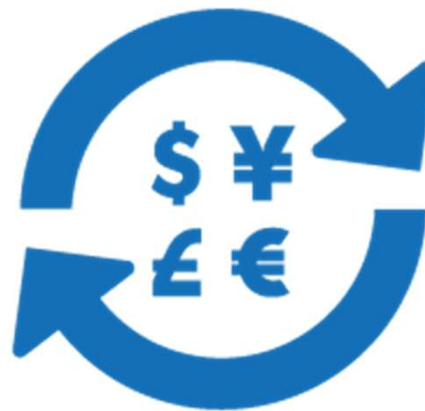
Extract of "Internet of Things Lanscape 2016", full picture available here:

<http://mattturck.com/wp-content/uploads/2016/03/Internet-of-Things-2016.png>

# Our Business Model: Adding recurring revenues

## Monthly fee per device connected

- **Legacy HW business: Embedded computers with OEMs and System Integrators**
  - will continue to be an important part of our P&L in the short and medium term
- **New business opportunity: M2M/IoT**
  - in addition to the non-recurring revenues related to the HW, will also have a recurring revenue stream from the integration services provided through our SW platforms



# Ecosystem

Working with the best, because they choose us.



ReliaGate 20-26 Powered by RedHat:  
combined technologies go to market.

**Hitachi High-Tech**

**HITACHI**

**Hitachi Insight Group**

*Named among the big players:*

*"With Over \$5B in Combined Global Revenue, 33 IoT Solutions In-Market, Global Operations and Collaborations with AT&T, Eurotech, Intel, Microsoft, PTC and SAP, Hitachi Sets Its Sights on Leadership in the Industrial and Enterprise IoT Markets."*

*(source: Hitachi Insight Group launch PR)*



# Ecosystem

## Selected partners approach



Eurotech is Associate Partner within IoT Solutions Partner Program;

Eurotech's ESF framework for IoT multiservice gateways is certified on DELL 9000 Series family of high-end gateways.



Eurotech gains STI (Solution Technology Integrator) Partnership.



Eurotech joins as Adopter Member.



# KAPUA: open sourcing Everyware Cloud

## Episode II of Eurotech's open source strategy

- Episode I: KURA, an open source SW framework for IoT gateways, started within Eclipse IoT from core functions of Eurotech's ESF
- KAPUA: the first end-to-end open source IoT platform
  - Co-sponsored by Red Hat, Inc. (NYSE: RHT), the world's leading provider of open source solutions
  - Based on core functions of Eurotech's Everyware Cloud IoT integration platform
  - Again created within Eclipse IoT, a community working to establish open technologies for the Internet of Things
  - Tightly connected to several Eclipse IoT projects, including KURA
  - Already attracting premium contributors such as Bosch Software Innovations GmbH

# IoT Evolution Business Impact Award

## Our IoT technology solves business problems

- Eurotech nominated for the IoT Evolution Business Impact Award by Red Hat
- Project awarded: Eurotech's IoT implementation with TEB, a tramways operator in Italy
- Case study: Eurotech's end-to-end IoT stack is used to facilitate data delivery between the mobile devices installed on the trams and the data center for evaluation and further analysis.



# Eurotech: Industrial IoT Trendsetter

among Embedded Technology Suppliers, VDC says


**“Overall, Eurotech and its portfolio of connected hardware, software, and cloud support has made the company much more nimble than traditional embedded suppliers and the company is in a favorable position for supporting both short- and long-term IoT market opportunities.”**

**Dan Mandell, Senior Analyst for VDC**

# IoT Evolution Product of the Year Award

Third in a row: 2014-2015-2016





To accomplish great things,  
we must not only act, but also dream;  
not only plan, but also believe.

*Anatole France*



[www.eurotech.com](http://www.eurotech.com)