



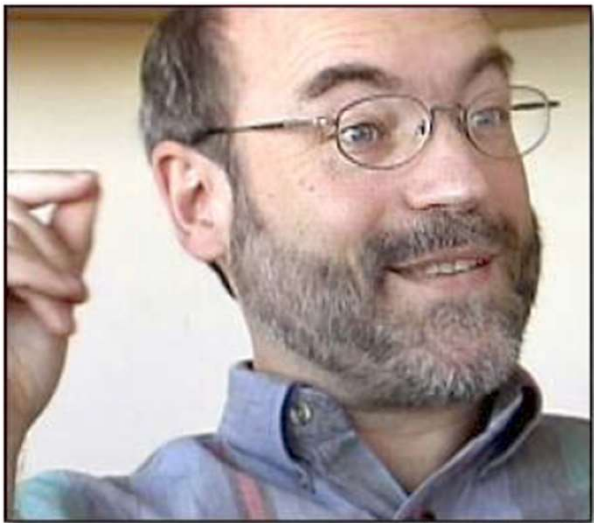
Introducing Eurotech

Innovative
Global
Dependable

Once upon a time...

The inspiring idea of the pervasive computer

**Computers will be increasingly
miniaturised and interconnected**



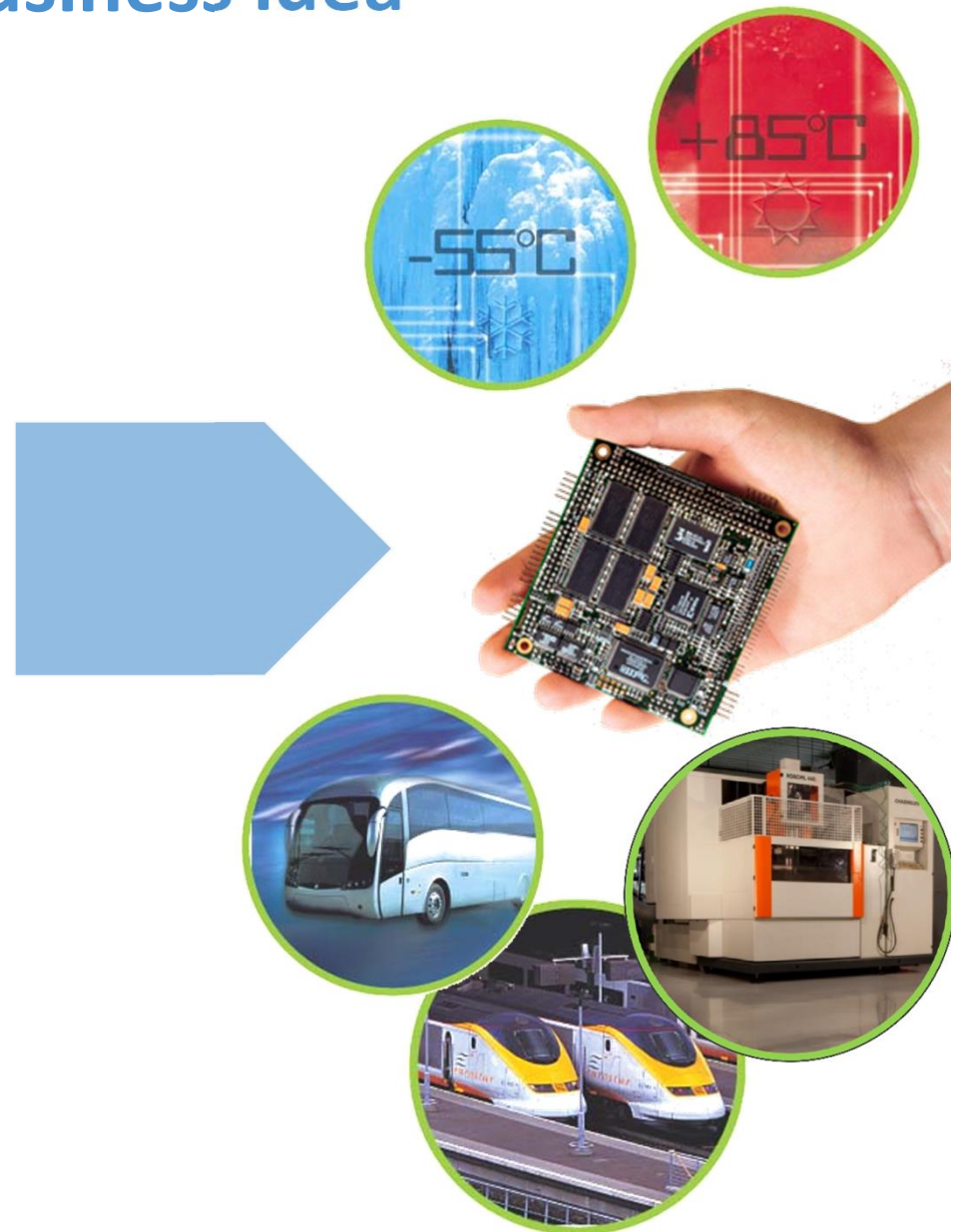
Mark Weiser

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

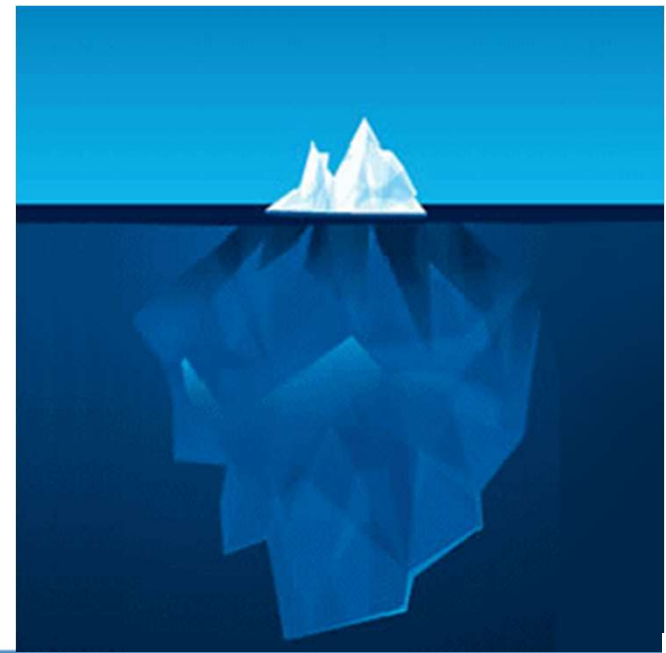


The Essence of our Selling Proposition

**Faster
Time to Market**



**Lower
Total Cost of Ownership**

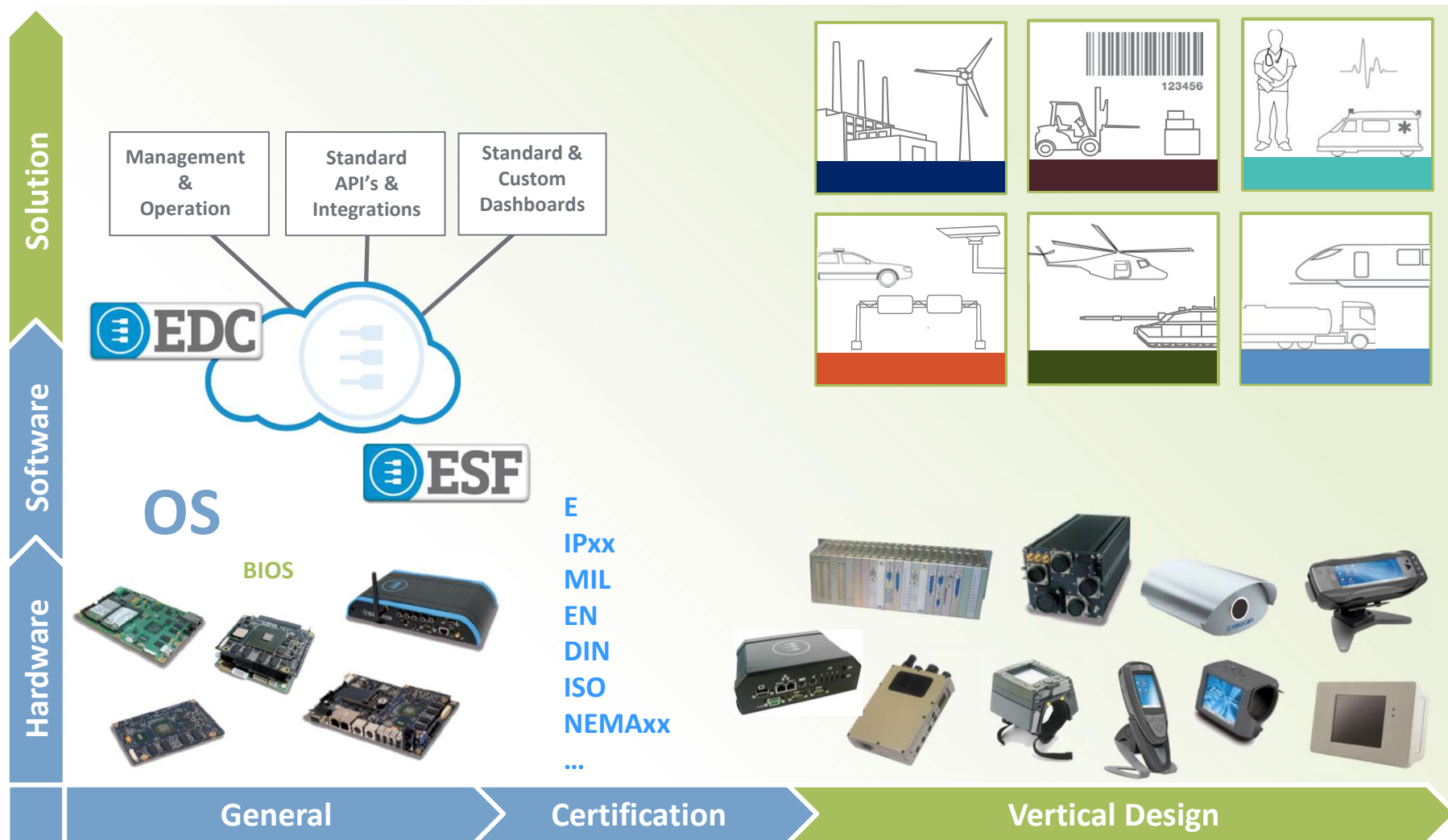


Eurotech Quick Facts

- **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



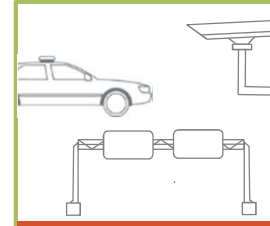
Industrial & Commercial



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

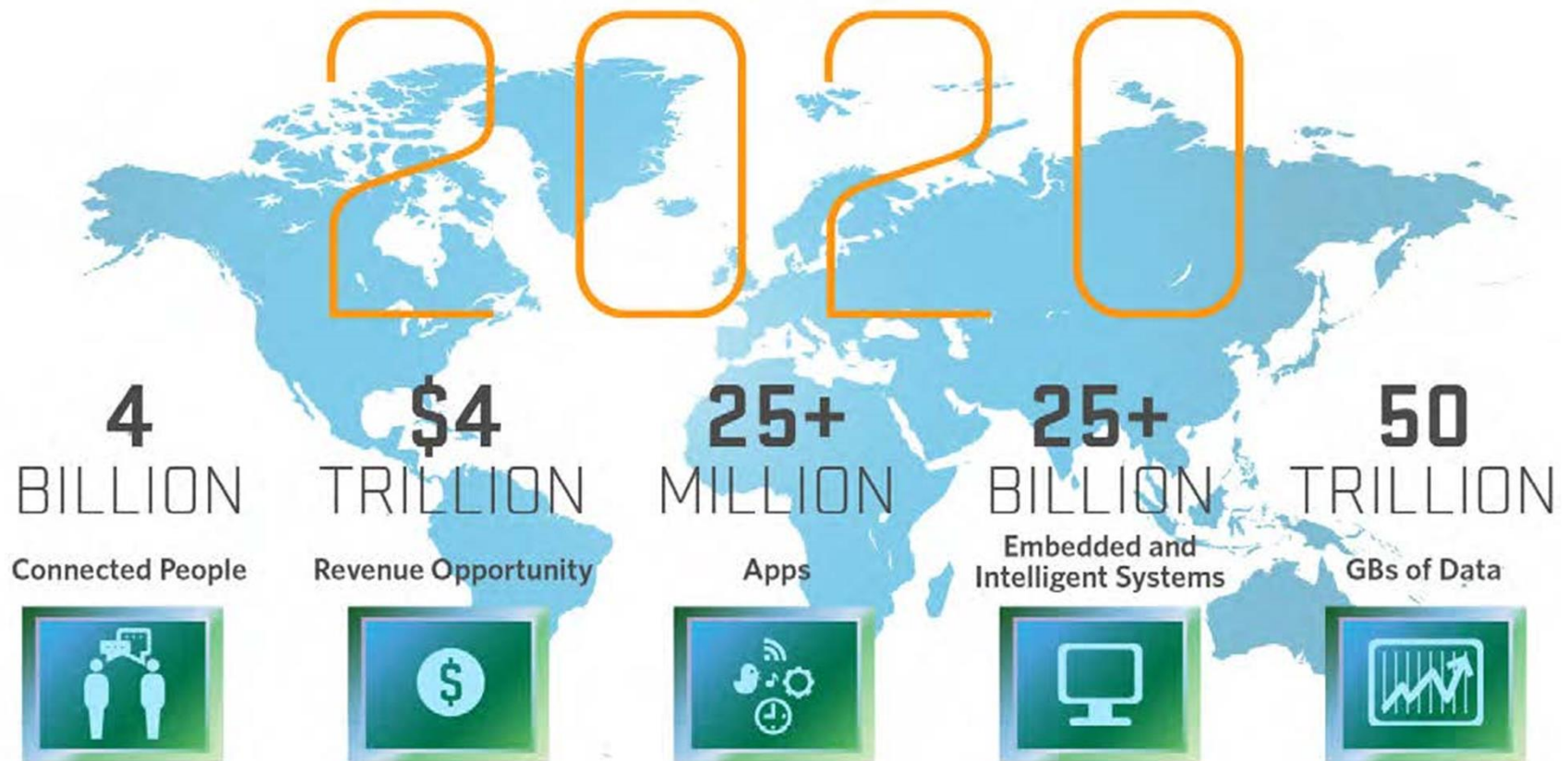


ALSTOM



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 CAGR between 2016 and 2020 will be over 30% (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**

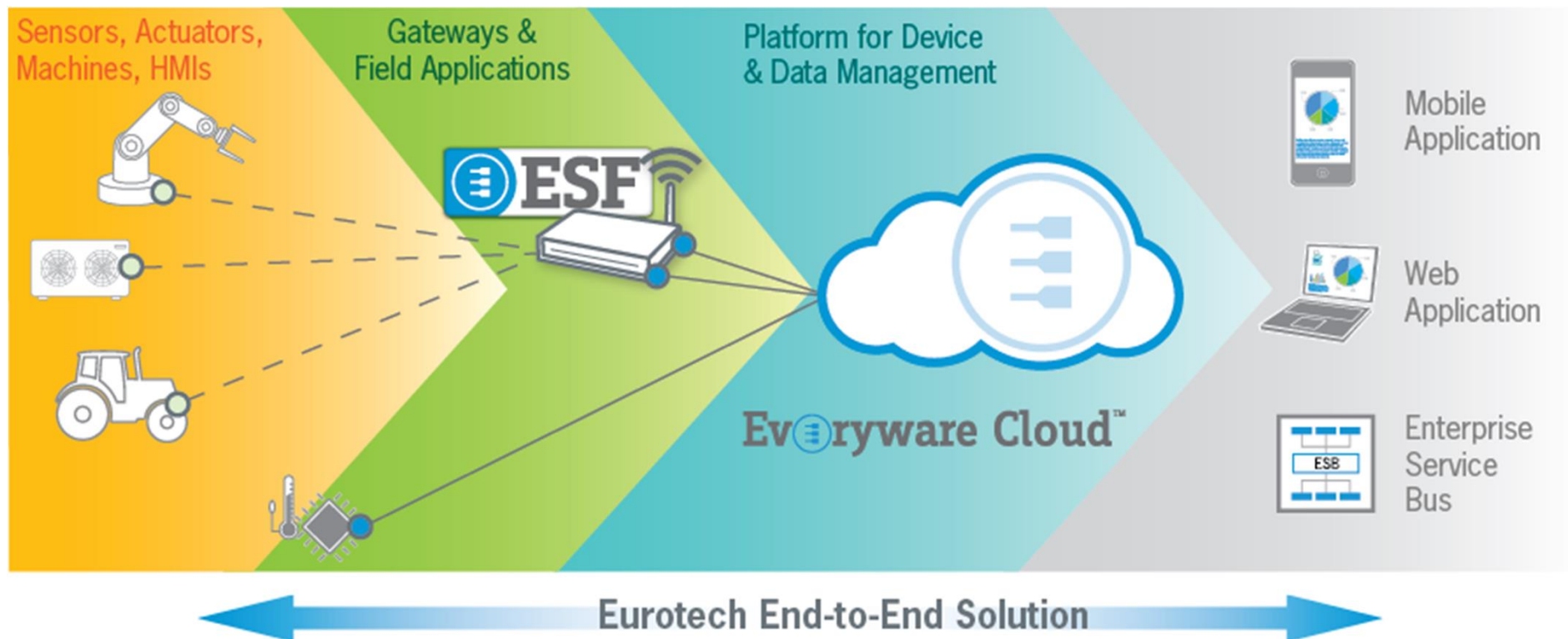
By 2020, more than 50% of all new apps developed on PaaS will be IoT-centric (Gartner)

- **IoT as a business enabler**

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

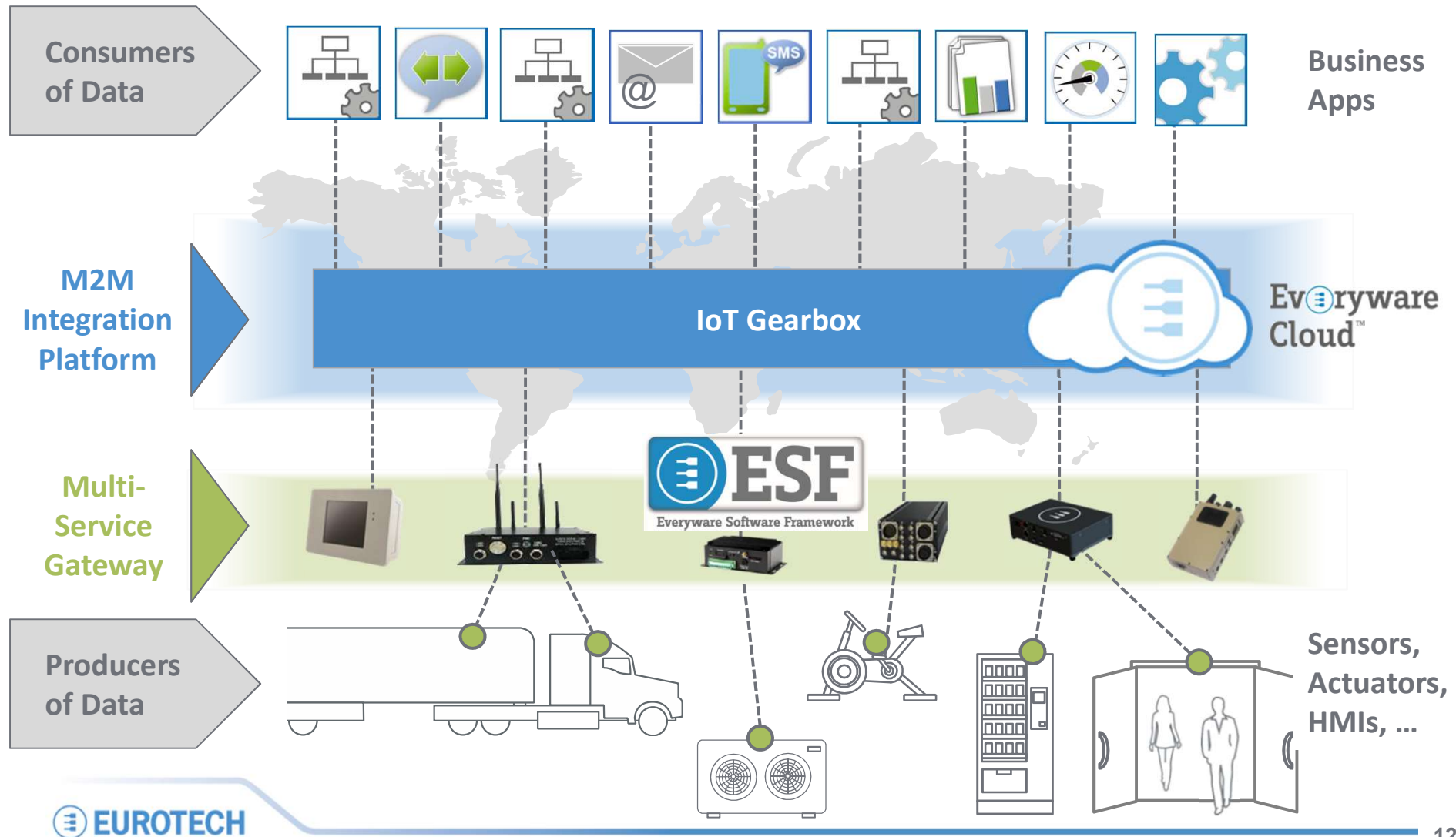
Eurotech's vision: "FedExing Data"

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

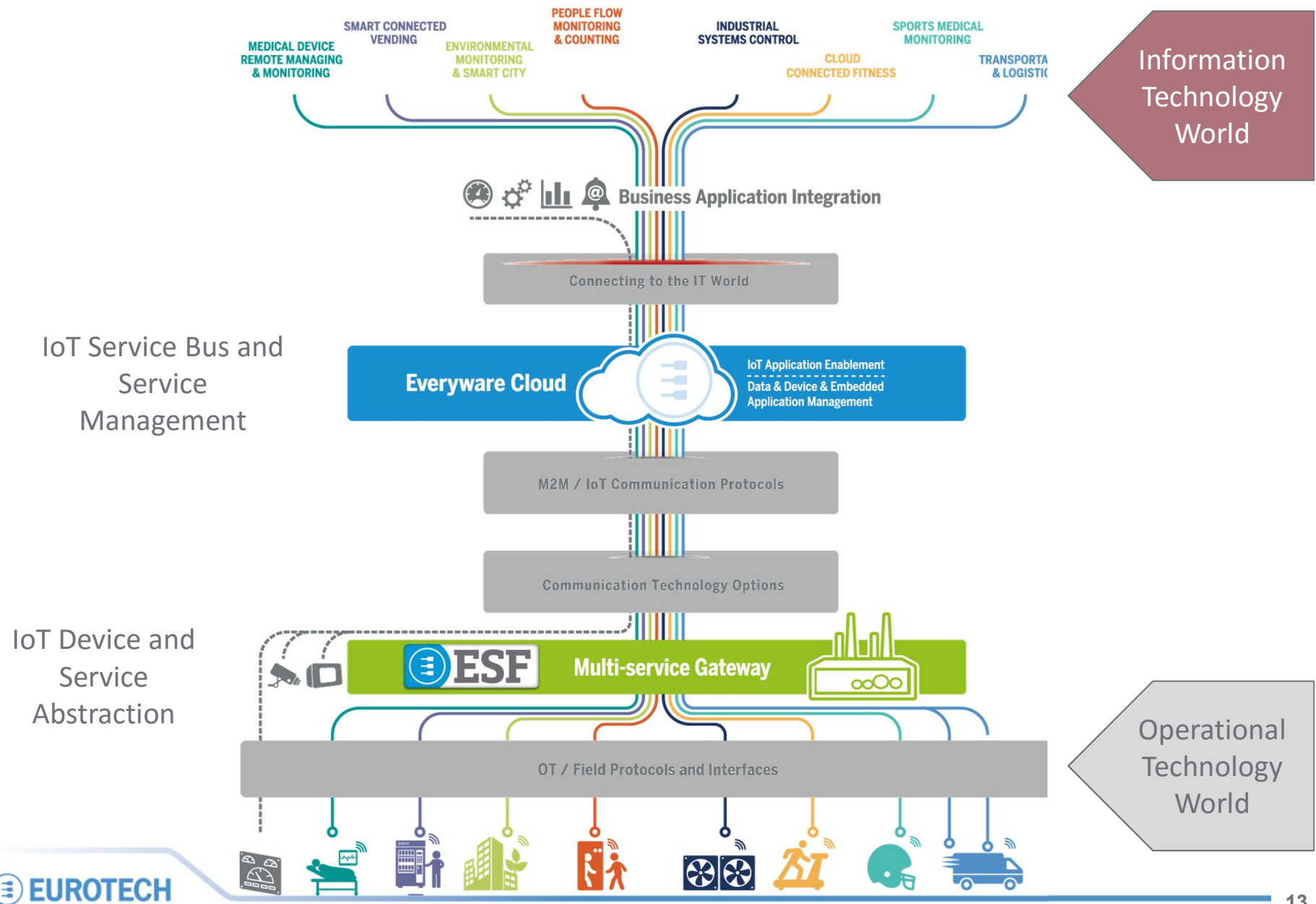


Eurotech's approach to IoT complexity

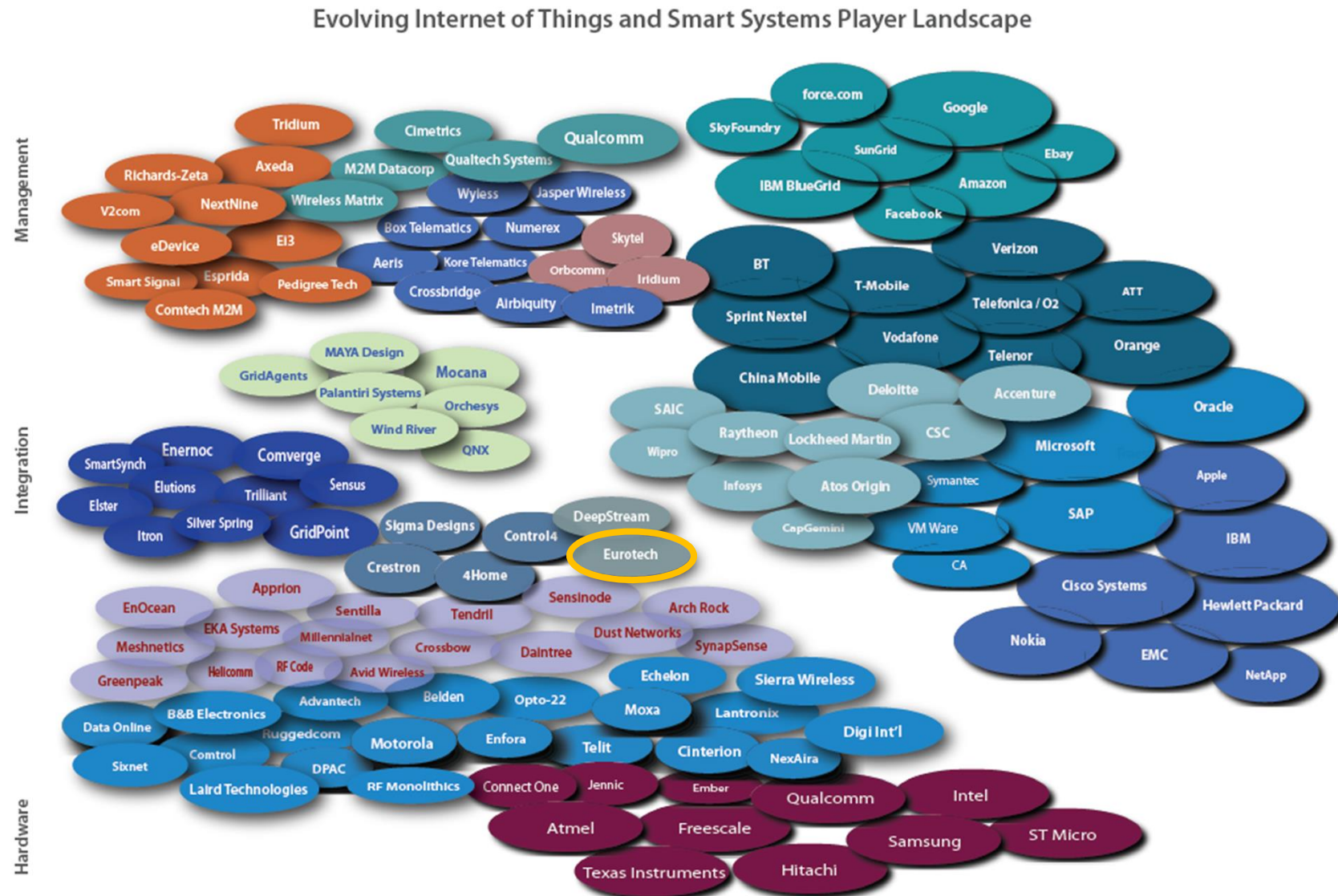
Decoupling and Interfacing Data Producers and Data Consumers



Bridging between OT and IT



Integration approach. Platform focus.



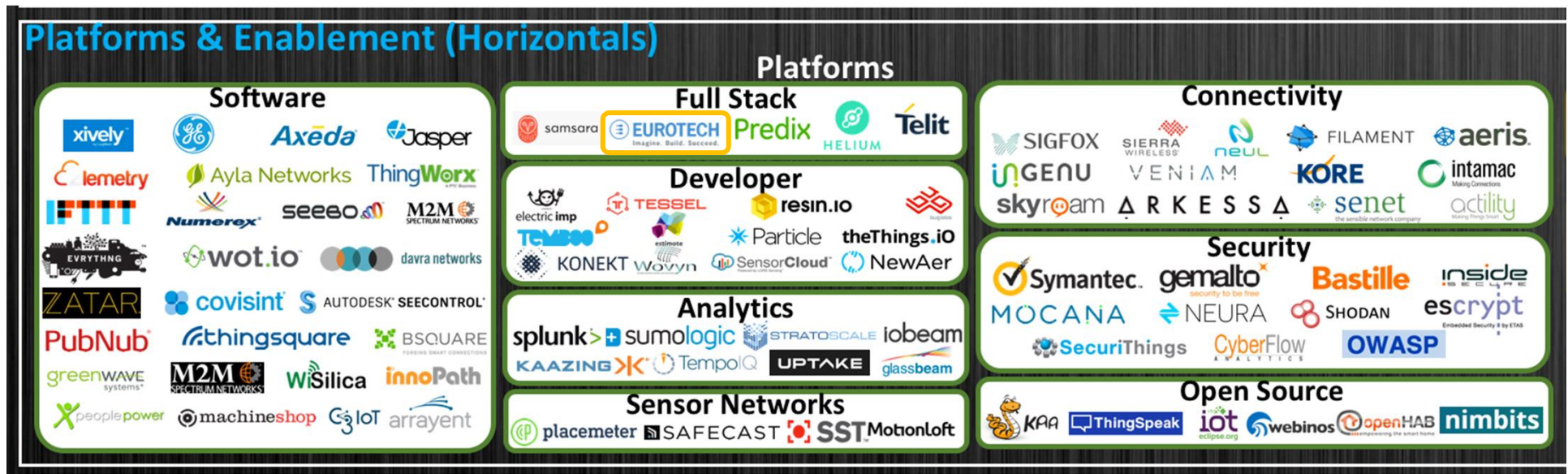
"Platform" Focus

(source: Harbor Research)

"Portfolio" Leverage Focus

Positioning in the IoT landscape

Full stack platform player



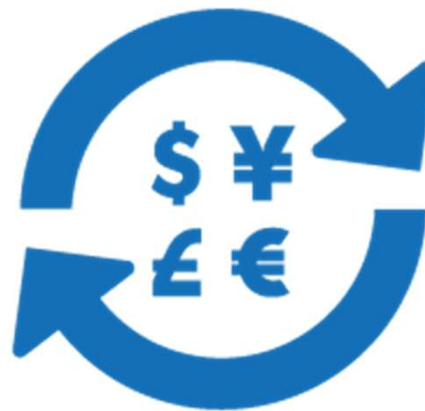
Extract of "Internet of Things Lanscape 2016", full picture available here:

<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

2016 evolution and achievements



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.

Ecosystem

2016 evolution and achievements



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

2016 evolution and achievements



Eurotech used as Data Management Platform in new B2B IoT offering "Connettendo" by Zoppas



Eurotech adopted as enabling technology for IoT solutions in Facility Management



Eurotech adopted as enabling technology of Smart Metering solutions

Ecosystem

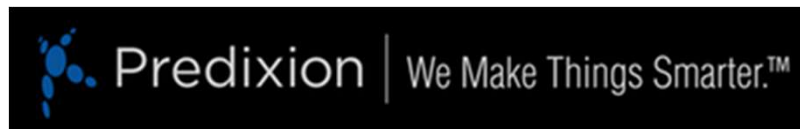
2016 evolution and achievements



Technical Services and Solutions for Industrial IoT based on Eurotech IoT technology



Visual programming tool sits on top of Eurotech technology to simplify custom developments for IoT projects



Edge analytics powered by Eurotech's gateways

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.

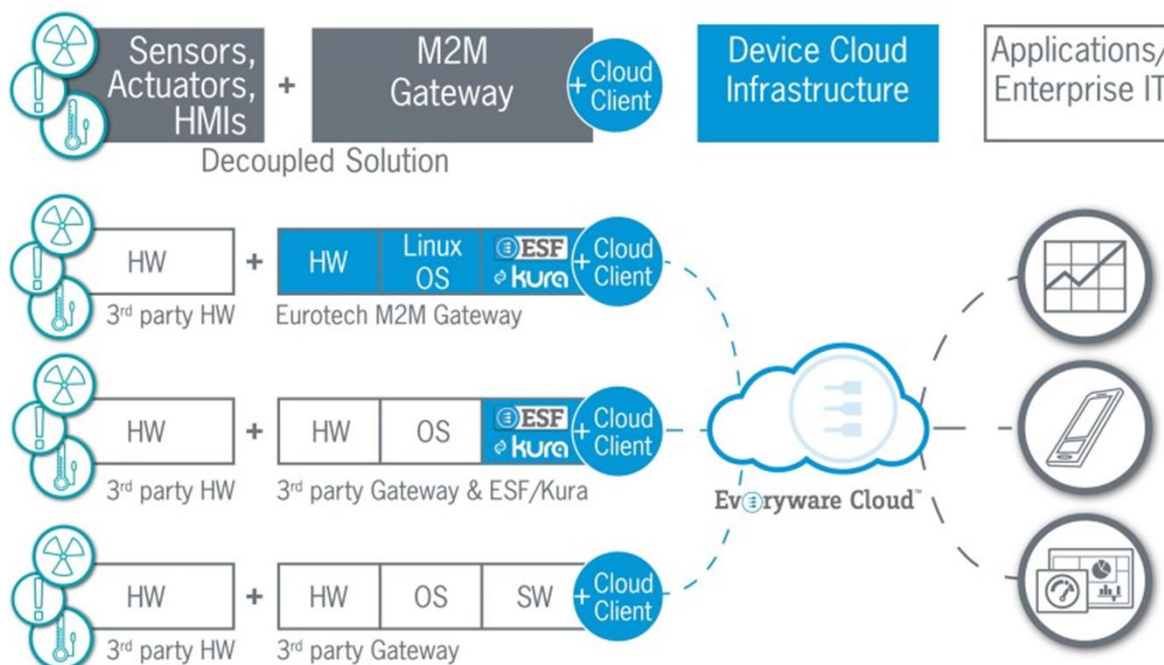


Best IoT Use Case/Full Stack Implementation 2016

True end-to-end IoT stack

- Best IoT Use Case/Full Stack Implementation of the Year from IoT Evolution
- Given to the company that best exemplified the IoT industry
- Given to the company that moved the industry as a whole forward in terms of technology, media attention, scope and societal improvement.

Eurotech awarded thanks to complete stack offering, including the Everyware Software Framework (ESF) on the hardware and the Everyware Cloud to easily connect and enable devices to deliver actionable data.



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