Company Introduction

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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

Champion a secure digitization of assets

Enable next generation of smart products

Better Time To Market

Minimum Risk

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

NEW BENEFITS TO POTATO FARMERS WITH PRECISION AGRICULTURE
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
CUSTOMER REQUIREMENTS

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

THE SOLUTION

IOT PLATFORM FOR GLOBALLY DEPLOYED MEDICAL DEVICES
Our Essence:
we connect Operational Technology (OT) with Information Technology (IT) through our Edge HW, Edge SW and our Integration Platform

High performance computing systems with GPU accelerators to run AI algorithms at the edge

Datacenter-like server units deployed at the edge for local data processing (CPU-based systems)

Headless systems enabling multi-standard communication between field devices and data platforms
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”.

\[ VDC \text{ } Research \]

☑️ “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”.

\[ Frost \text{ } & \text{ Sullivan } \]
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)

- **Industrial Automation**: CAGR 20-25 13.4%
  - 2020: 4.71, 2025: 8.84

- **Transportation & Offroad**: CAGR 20-25 16.3%
  - 2020: 1.09, 2025: 2.31

- **Medical**: CAGR 20-25 16.9%
  - 2020: 1.57, 2025: 3.44

- **Grids**: CAGR 20-25 18.8%
  - 2020: 0.96, 2025: 2.27

- **Communication**: CAGR 20-25 13.4%

- **Total Target Verticals**: CAGR 20-25 14.8%

(values in $ Billion)

Source: adapted from MEC, VDC, IoT Analytics
Four routes to connect with end customers: the Partners Ecosystem will be paramount to growth

Route 1

Hyperscalers

Route 2

Large System Integrators

Route 3

Route 4

Distributors

GLOBAL 2000 OEM COMPANIES
Moving towards more re-occurring type of revenues
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 cybersecurity by design and certified according to IEC 62443.
Sticky & Growing SW business

Revenues from Licenses and Subscriptions

Year | Revenues (€)
---|---
2018 | 500,000
2019 | 1,000,000
2020 | 1,500,000
2021 | 2,000,000
2022 | 3,000,000

Projected range: 3 M€ - 3.5 M€
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
Thank You!