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Eurotech’s roots:
Embedded Computers for demanding applications
Custom | Rugged

[Images of Eurotech's products and partnerships with John Deere, Alstom, Hitachi Medical Corporation, and Mitsubishi Heavy Industries Machinery Systems]
eurotech
at a glance

320+ people
65% engineers
7 offices worldwide
5 r&d hubs
80+ countries served
≈70M€ revenue
Eurotech’s offering evolution
from embedded computing to complete edge solutions

1992
- HW modules

1999
- co-authors of MQTT with IBM

2012
- Co-founders of Open-source IoT

2021
- IEC 62443

unleashing the power of the edge

HW subsystems
integrated HW & SW
intelligent edge platform
Eurotech’s mission today is to connect Edge assets securely and simply and enable AI Computing in mission critical environments.

SIMPLE: better time to market

SECURE: minimize risk

AGNOSTIC: open-source agnosticity enabling AI at the edge
our journey on the long run

2021: repositioning
- New strategy & new organisation kick-off
- Order book back to solid growth

2022: transitioning
- Strategy building blocks execution
- Embedded business sustaining double digit growth
- Creating and closing healthy Edge IoT pipeline
- Close 1st M&A deal

2023: transforming
- Edge IoT growing stronger than Embedded
- Sustainable re-occurring revenues growing double digit

2024: Eurotech is a relevant player in edge IoT
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
- Offer valuable data to the complete supply chain

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

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

THE SOLUTION

[Image of a device with icons ESF and EC]
where do we play
the edge of industrial iot

easy northbound integration connection to cloud platforms

easy southbound connection to the assets
We are a Top Player in Industrial IoT with a distinctive offering of integrated Edge SW + HW

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
- one-stop-shop with HW + SW = less complexity in system integration & best cybersecurity

Source: adapted from MachNation, Gartner, IoT Analytics
How we want to grow: FOCUS and LEVERAGE

- Play in markets with combination of higher size and higher CAGR in next 5 years
- Serve mission critical type of applications with high and mild ruggedization needs
- Focus on verticals / applications where certified cutting-edge cybersecurity is valued more
- Create growth organically and inorganically
- Leverage relevant driving forces & accelerators:
  - ✓ Repatriation, i.e. moving computing from cloud to edge, where data are generated
  - ✓ 5G
  - ✓ Automation & Servitization
  - ✓ Green & Smart Energy
  - ✓ Recovery Plans
Leveraging on strong growing Edge Gateways, Edge AI and IoT Platforms
The 5 verticals where we will focus (TAM 21B$ in ’25)
Go to market routes:
Partners Ecosystem will be key to accelerate growth
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**
business progress
line of sight

- Order Backlog for the year allowing visibility @87M€
- Q3 still growing double digit YoY and >Q2
- Volume of Gateways shipped in FY2022 confirmed at +40% YoY
- SW revenues on track to reach 3.5M€ this year (50+% YoY)
- Availability of components and PPV getting better also thanks to actions taken

- FYI: no revenues linked to Russia and Ukraine
business update

key achievements in H1 2022

- **Focus on improving GPM:** we have reversed the trend and *margins are coming back*

- **Focus on finding components:** Q3 and Q4 outlook is now improved

- **Autonomous driving business coming back:** 5.2M€ orders received in Q1, 3.6M€ billing in 2022

- **21 new IoT customers in Pilot and POC stage**
key achievements in H1 2022

- Talent recruiting taking extra effort, new hires joining in Q3

- New brand identity “unleashing the power of the edge” rolled out with new website and collaterals

- Technology leadership confirmed by both Frost & Sullivan and Quadrant Knowledge Solutions