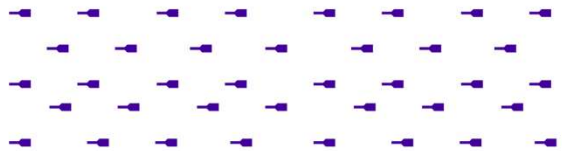




March 2024

COMPANY INTRODUCTION



Eurotech's roots: a “boutique” of embedded computers for demanding applications

custom | rugged | any vertical market



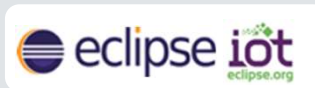
UNLEASHING THE POWER OF THE EDGE

Eurotech's offering evolution

from embedded computers to complete edge solutions



1999
co-authors of
MQTT with IBM



2012
Co-founders of
Open-source IoT



2021
IEC 62443

1992



HW
modules



HW
subsystems



integrated
HW & SW



intelligent edge
devices

unleashing
the power of
the edge



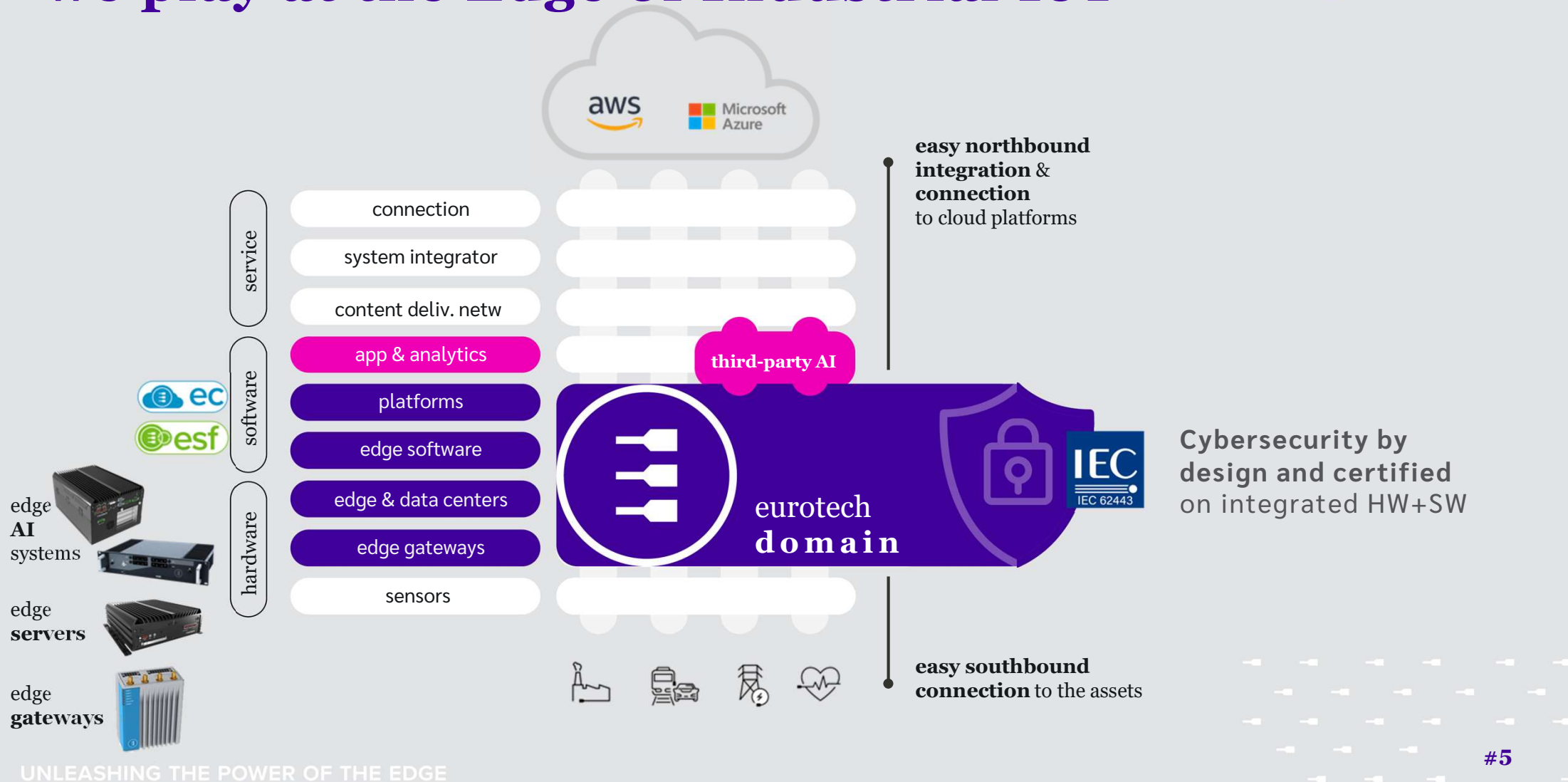
our
mission
today

unleashing the Power of the Edge



we **connect valuable assets**
to the cloud
&
enable edge AI
in mission-critical applications

we play at the Edge of Industrial IoT



strategic
direction:

become a
leading
Edge AIoT
player

- 🎯 **gain relevant market share (>3-5%)** in Integrated HW/SW for
EDGE AIoT:
 - Gateways
 - Edge Servers
 - Edge AI Systems
- 🎯 **with integrated SW** as a unique selling point
 - Edge SW framework (ESF)
 - Cloud SW platform (EC)
- 🎯 **focusing on 4 market verticals**
 - Industrial Automation
 - Energy & Grids
 - Transportation & Offroad
 - Medical
- 🎯 **leveraging Hyperscalers sponsorship** to win with the top Global
OEMs, Large System Integrators & OT Integrators
- 🎯 ... and **using M&A to accelerate** our penetration.
- 🎯 Once we have market intimacy, we can upsell AI SW

our journey:

from niche player in custom embedded boards & systems
to a relevant player in Edge AIoT

from

many market segments

customized

HW boutique

predominantly embedded

non-repetitive business

spot M&A

to

4 focused verticals

more standard

scaling an integrated HW/SW offering

predominantly edge AIoT

reoccurring & recurring HW & SW revenues

systematic plug-ons



progress



our offering

scalable HW/SW core

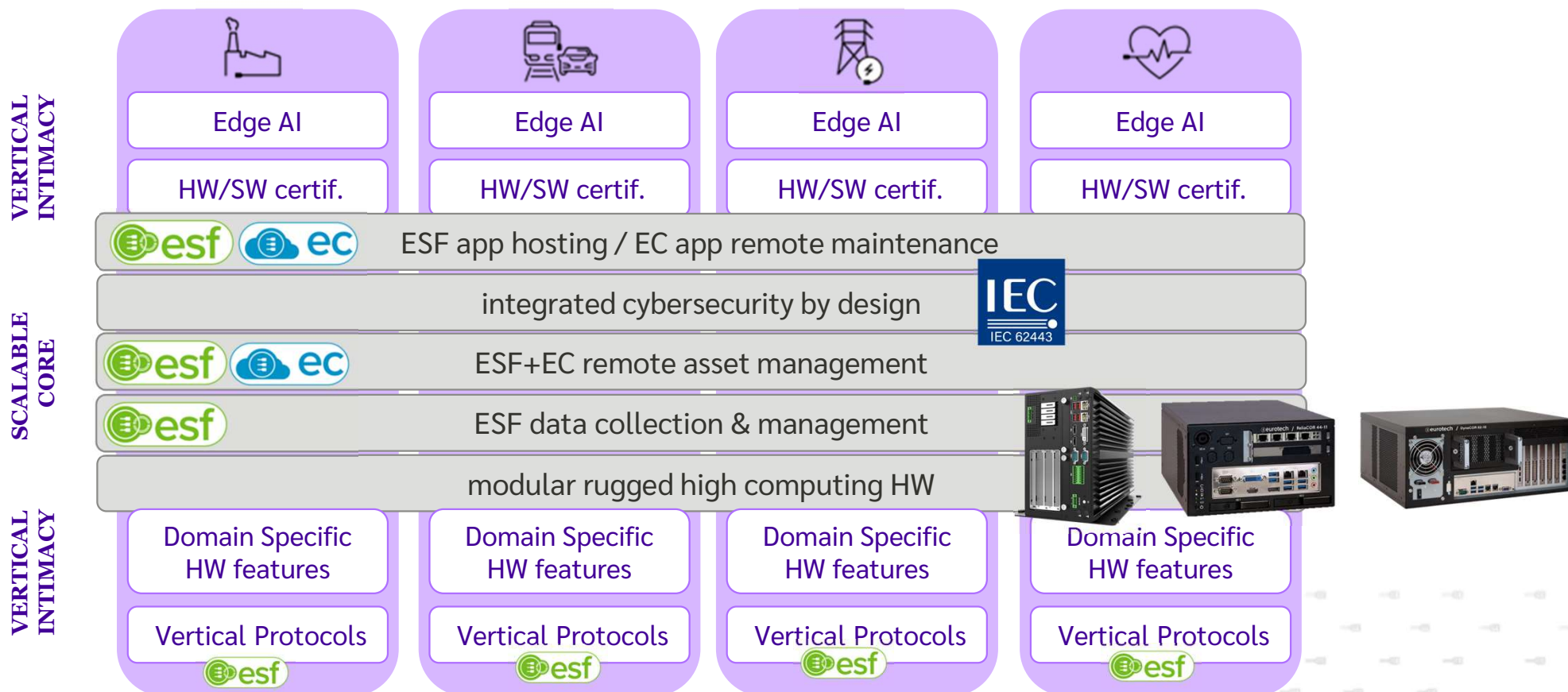
vertical intimacy through domain specific
features & certifications + edge AI

UNLEASHING THE POWER OF THE EDGE



Scalable-Modular HW+SW offering:

Vertical intimacy achieved through domain specific features & certifications + edge AI



4 product families in 4 verticals with Go-to-Market accelerated by Tiger Teams



edge gateway



edge software



edge servers



edge AI



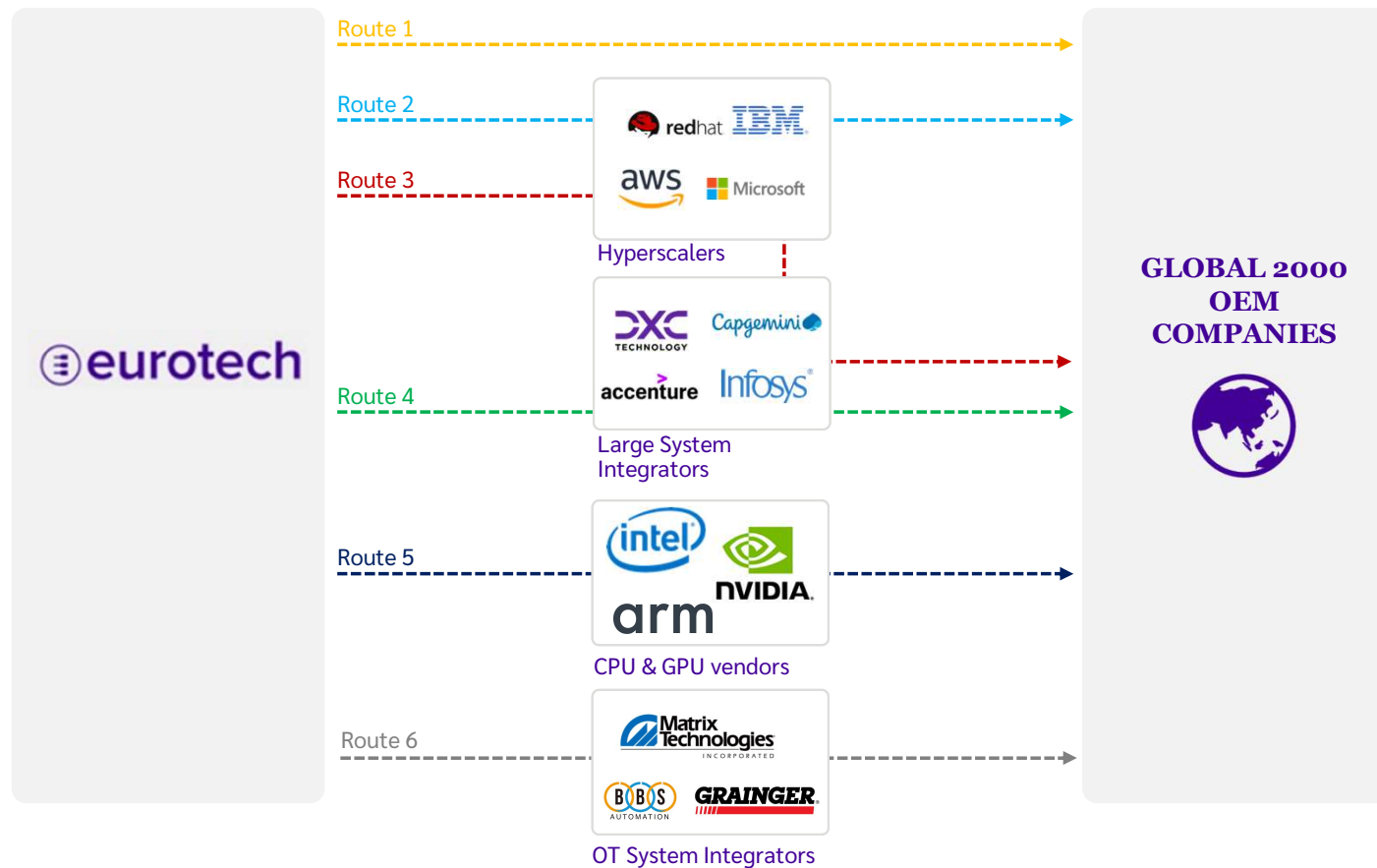
AI & SW
applications

	Hyperscalers Tiger Team				ADAS Tiger Team				Consolidated Edge Tiger Team			
edge gateway	✓	✓	✓	✓		✓						
edge software	✓	✓	✓	✓					✓	✓	✓	✓
edge servers	✓		✓						✓	✓	✓	✓
edge AI	✓	✓	✓			✓			✓	✓	✓	✓
AI & SW applications									✓	✓	✓	✓

#10

6 routes to customers

Hyperscalers and System Integrators are key sponsors



what customers do with our technology

sample use cases

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transportation & mobility

Agnostic software platform delivering a real-time digital twin of a locomotive by **combining metrics from heterogeneous subsystems**.

More than 2000 locomotives from diverse vendors connected.



**predictive
maintenance**

**performance
measurement**

**situational
awareness &
fleet management**

 **eurotech**



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#13



medical & healthcare

Automated monitoring and remote diagnostics to avoid manual intervention and deliver uninterrupted operation.

Cybersecure remote asset maintenance to reduce on-site visits.



UNLEASHING THE POWER OF THE EDGE

eurotech



FRESENIUS
MEDICAL CARE



transportation & mobility

Perform remote and predictive maintenance
Maximize yield while improving sustainability

Precise on-field performance by enabling AI at the edge



what makes us different

agnosticity

ease of implementation

cybersecurity

UNLEASHING THE POWER OF THE EDGE

we are different because we are open source 

Middleware for IoT Gateways

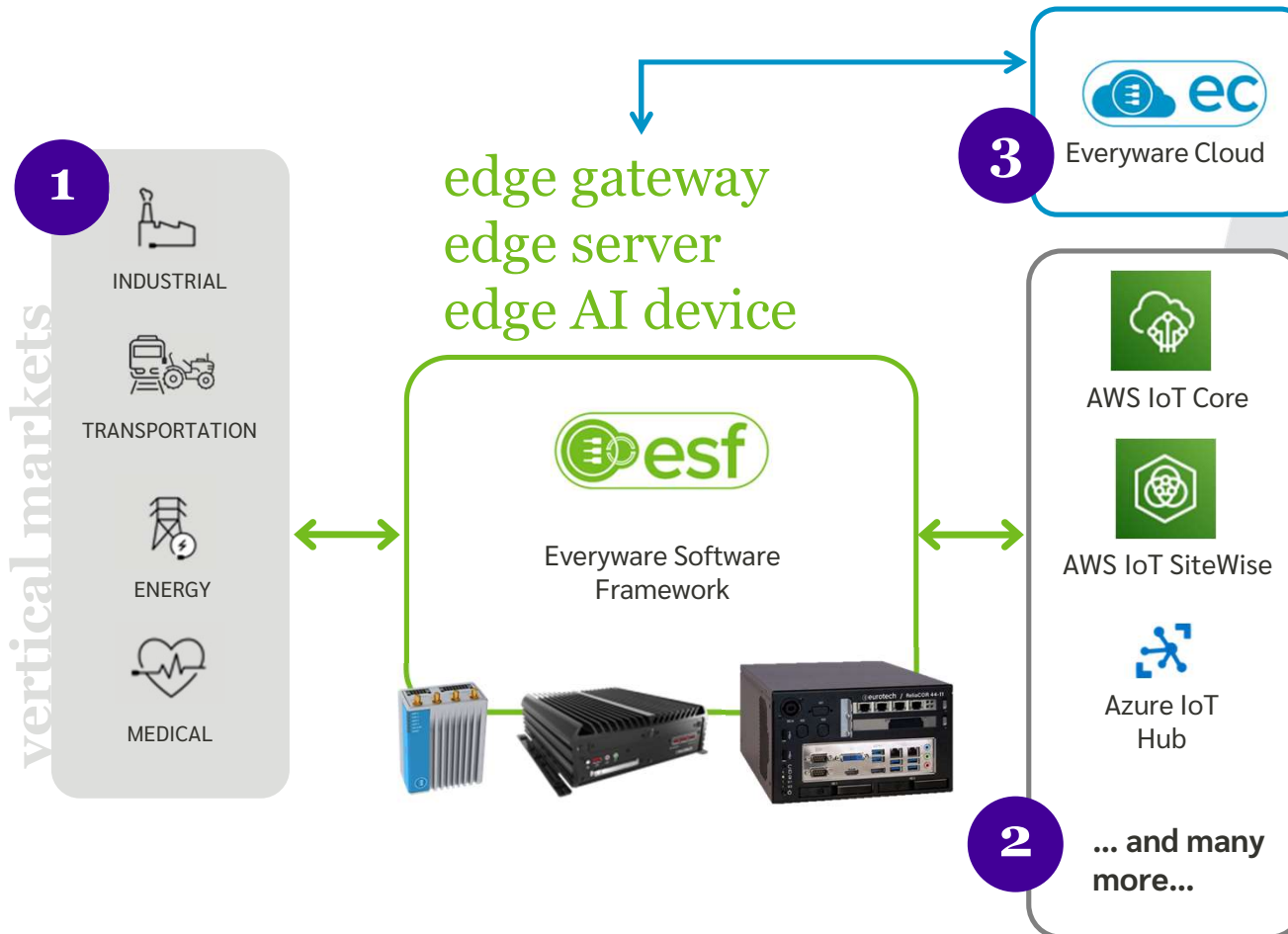


Modular IoT Integration Platform



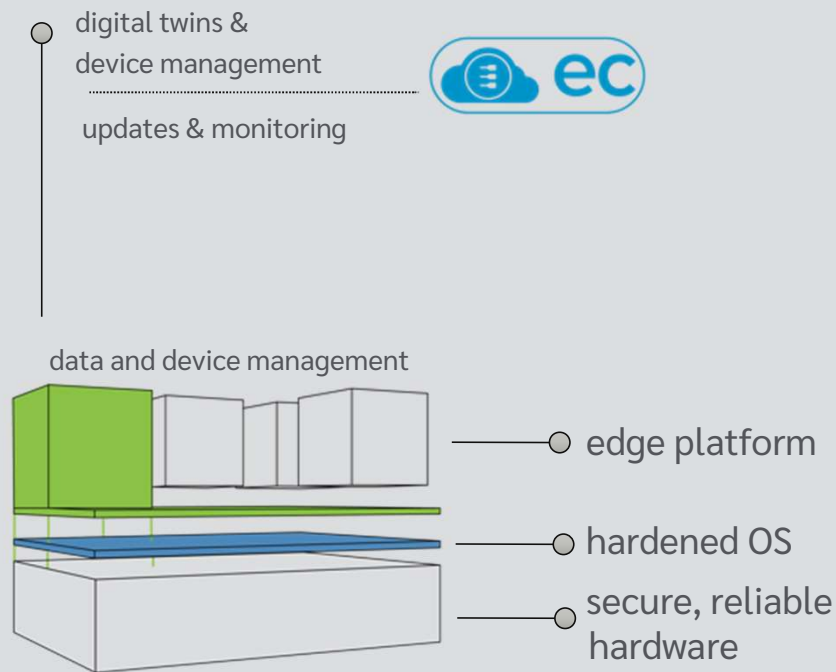
Plug-to-play. Field-to-cloud.

simplicity delivered in mass deployments & throughout the lifecycle



- 1** **Plug-n-Play** Fieldbus Protocols for Device Connection & Virtualisation
- 2** Certified Multi Cloud Connectivity with **ZERO-TOUCH PROVISIONING**
- 3** Advanced Device Management for Fleet **Lifecycle Management**

we are different because of our unique cyber-security certifications enabled by integrated SW/HW design



FIRST IN THE WORLD TO ACHIEVE
IEC GATEWAY CERTIFICATION



PSA certified level one
IEC 62443-4-2
IEC 62443-4-1

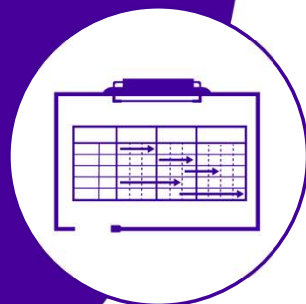
Constantly recognized by leading industry analysts

- 4 times in the Gartner Magic Quadrant for Industrial IoT Platforms (2019, 2020, 2021, 2022)
- 3 times "Best in Class" in Open Digital Platforms for Open Source-based Industrial IoT in the PAC / teknowlogy RADAR (2019, 2020, 2022)
- 3 times "Technology Leader" in the Quadrant Knowledge Solutions SPARK Matrix (2019, 2021, 2022)

 eurotech

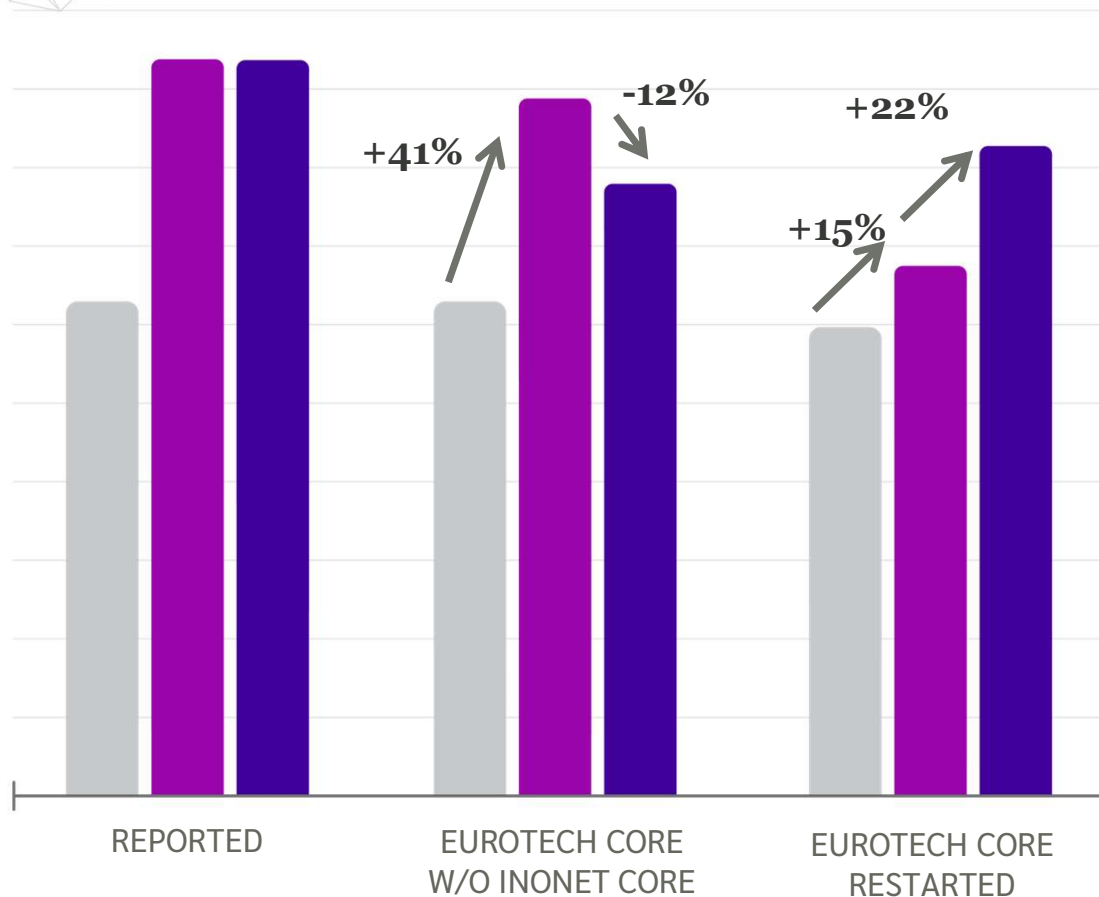


business update



UNLEASHING THE POWER OF THE EDGE

normalised revenue tells an organic growth story



- Restatements:
 - PPVs
 - Overstocking / Destocking
 - Delayed deliveries
- InoNet core = revenues as a stand-alone company
- InoNet organic growth driven by ETH counted as ETH core

InoNet promises coming true

ebitda growing 4x in 1 year

#FY23 revenues +15% YoY
organic growth

#new wins on ADAS
giving a better mix,
to the benefit of GPM



#GPM up ca. 520 bps YoY
thanks to a better mix, plus actions on prices vs
customers & suppliers coming to fruition

#EBITDA margin @ 11%
with good prospects to keep it going forward

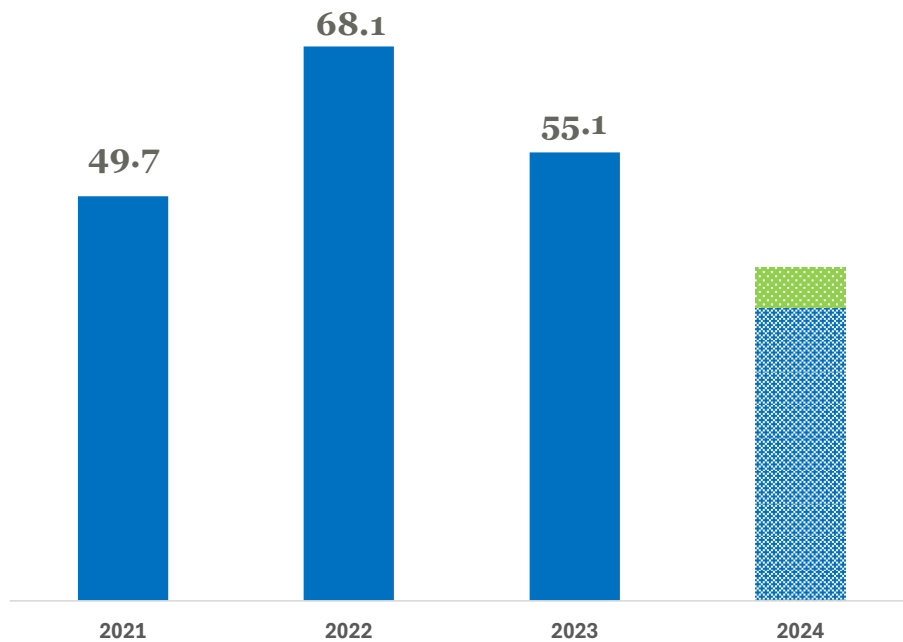
 eurotech

INO NET
A EUROTECH COMPANY

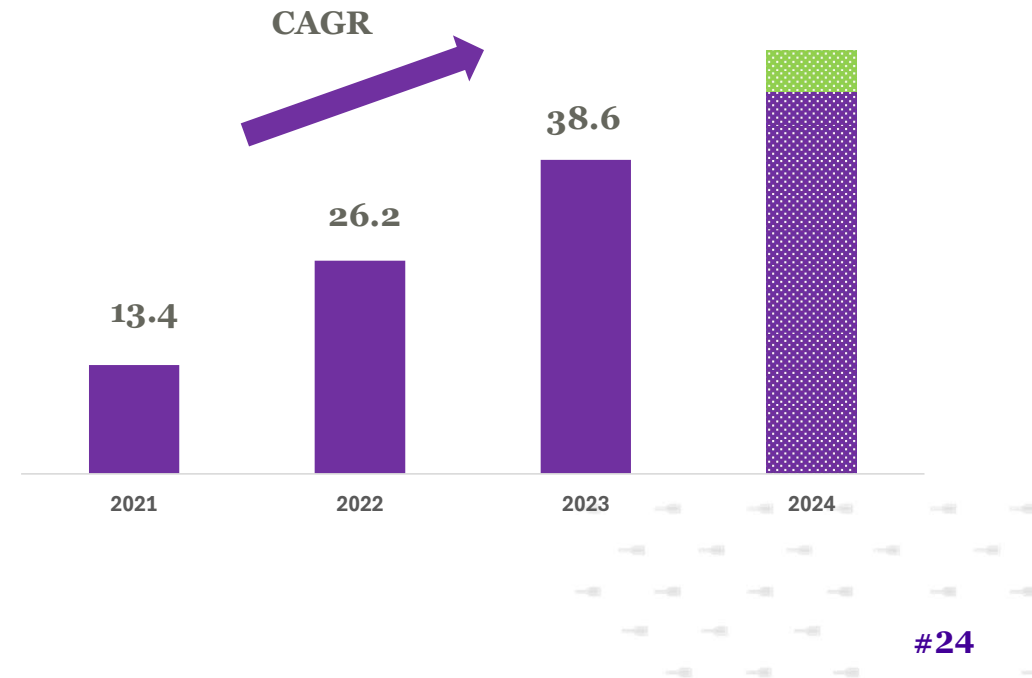
company strategic pivoting is happening

Edge AIoT surpassing Legacy Embedded in 2024

embedded boards & systems



edge AIoT hw & sw



recap of FY23 journey business wise



hardware

- IEC certified Edge AI HW family



software

- AWS Greengrass + ESF = Everyware GreenEdge
- Zero-Touch Provisioning (ZTP)



channels

- AWS
- OT system integrators



focus points FY24

business imperatives



accelerate edge AI (shorter time-to-market) in security, asset monitoring, end-of-line inspection, and automatic optical inspection applications



round 2 of channel play: moving on to the next big partner, replicating AWS success



keep momentum in ADAS: hot topic in Europe thanks to EU regulations imposing assisted driving systems (L2/L3) on board of both cars and trucks



cost control: until visibility grows and uncertainty goes away, tight monitoring of costs is king



bumpy road ahead

- Overstocking during component shortage followed by Destocking has **accelerated the phase-out of legacy embedded business in US**
 - Japan affected by destocking but not phasing out from legacy embedded business
- We have taken the opportunity to **cut OPEX linked to the legacy embedded business**
- **We start FY24 with a lower visibility vs FY23 because customers are back to last-minute order releasing**
- **Some IoT projects won are ramping up with a slower pace, especially in H1**
- **Visibility changing on a weekly basis, we saw an acceleration in last 4 weeks**
- **Too early to say how the year will progress, H2 is more optimistic**

financial update

FY 2023

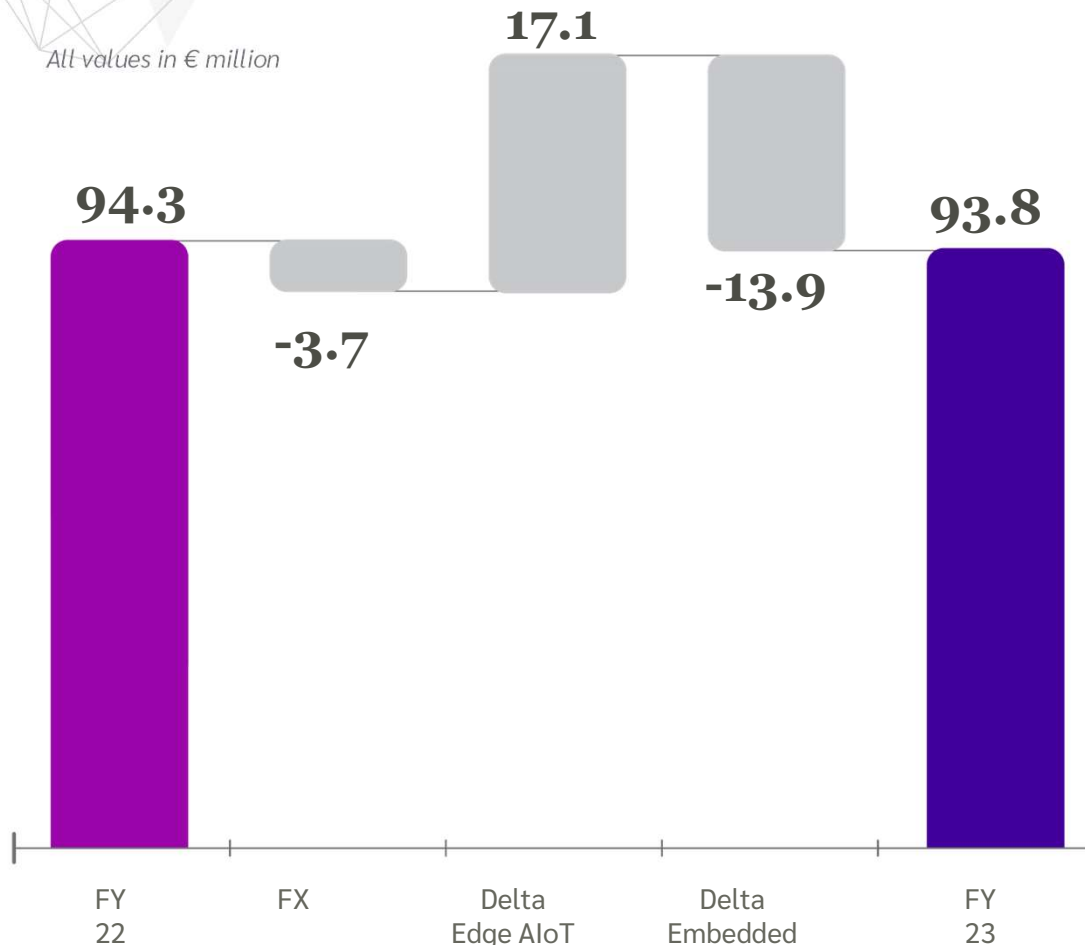


UNLEASHING THE POWER OF THE EDGE

12 months growth driven by Edge AIoT

transformation journey progressing with a steady pace

All values in € million



UNLEASHING THE POWER OF THE EDGE

#Edge AIoT

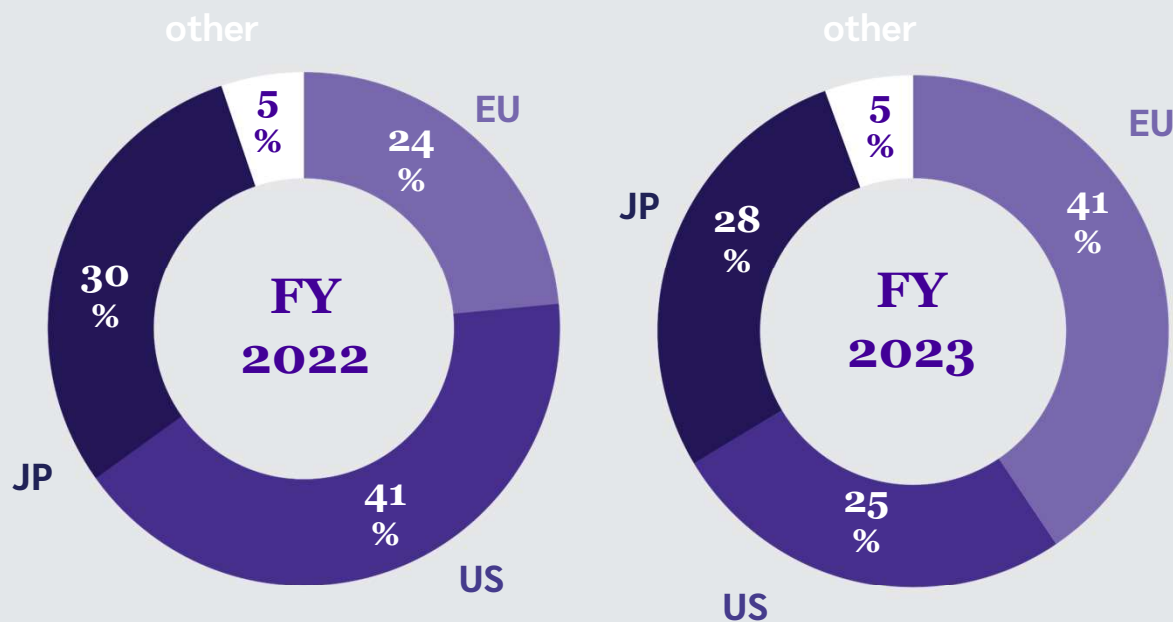
growing organically 20%
growing 79% in total

#InoNet accelerating
Edge AIoT growth in EU

#Legacy embedded
business impacted by
destocking

Europe pushed by InoNet consolidation

breakdown by end-customer location



Percentages total might not sum up to 100 because of rounding

#US traditional embedded business impacted by **destocking**

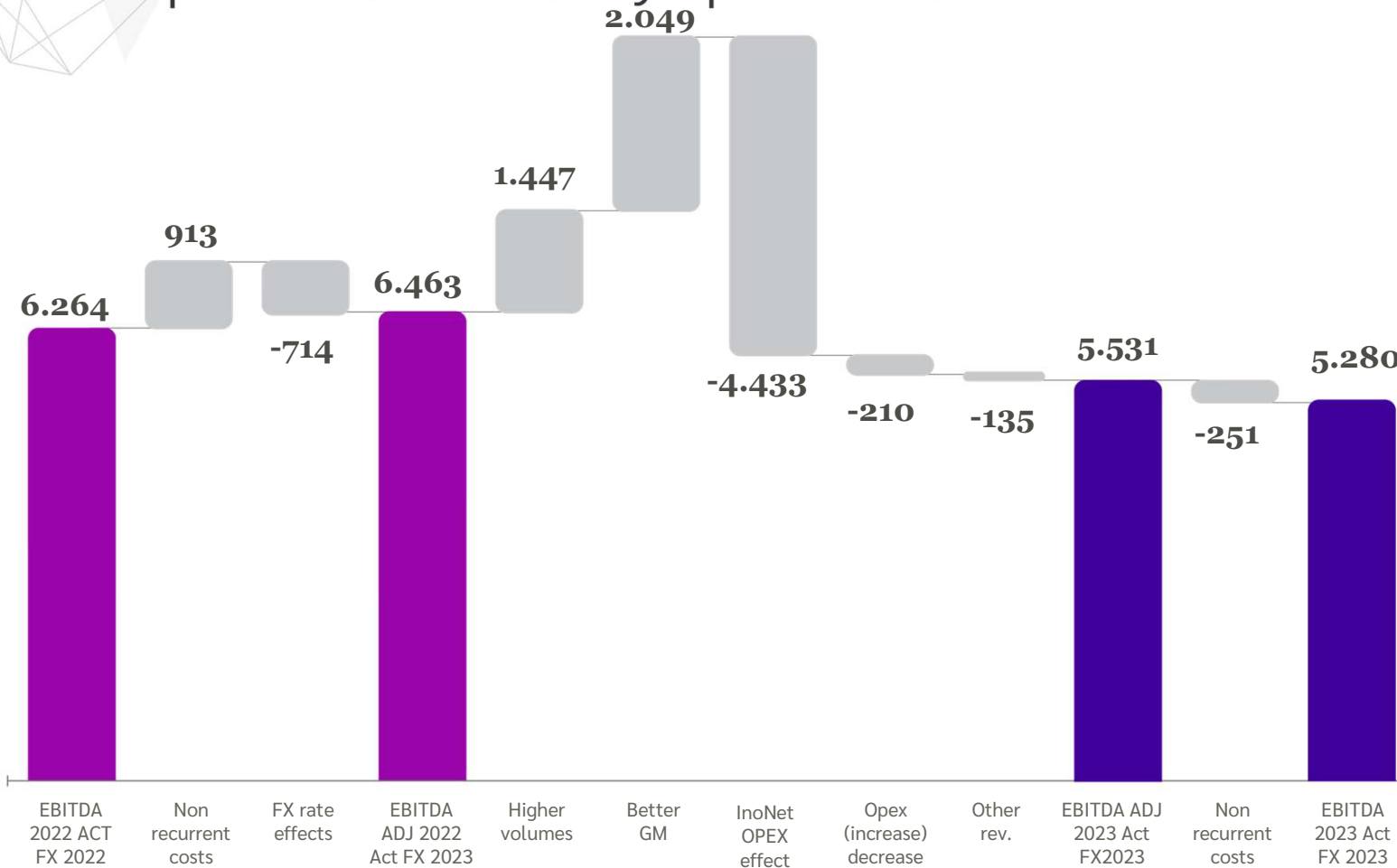
#Europe boosted by **strong growth on Edge AIoT and InoNet consolidation**

#Japan facing some **destocking** but offsetting with new projects ramping up



EBITDA margin in mid-single digit

GM improvement offset by opex increase linked to InoNet consolidation

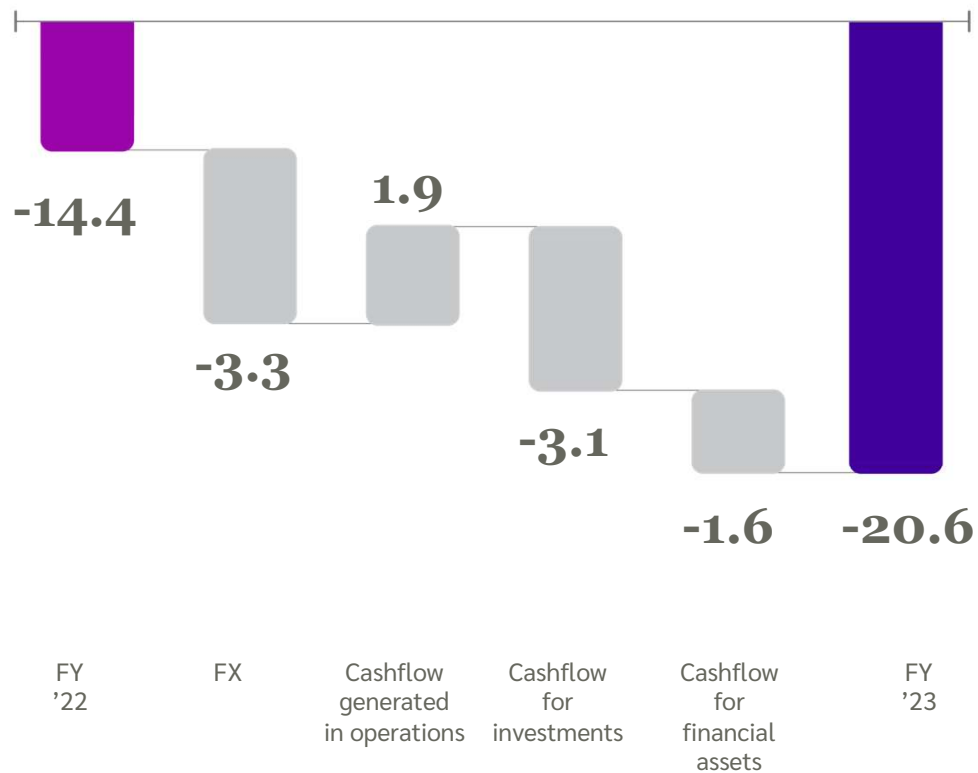


All values in € million

balance sheet normalizing after component shortage effects

All values in € million

Half of NFP decrease linked to forex effects



Finally extracting cash parked in extra inventory

Payables reduction linked to normalization of purchasing volumes

