



Endless ways to the future

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# Corporate Presentation

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# WE ARE LIVING THE AGE OF A DIGITAL REVOLUTION...

Digitalization: a just-started secular trend, creating a huge market for smart devices



Embracing **all sectors** in the B2B space



**Great value creation** with introduction of **AI and real-time analytics** into customers' devices



Strong demand of **digitalized devices** with **enhanced functionalities** for a **smartphone-like user experience**

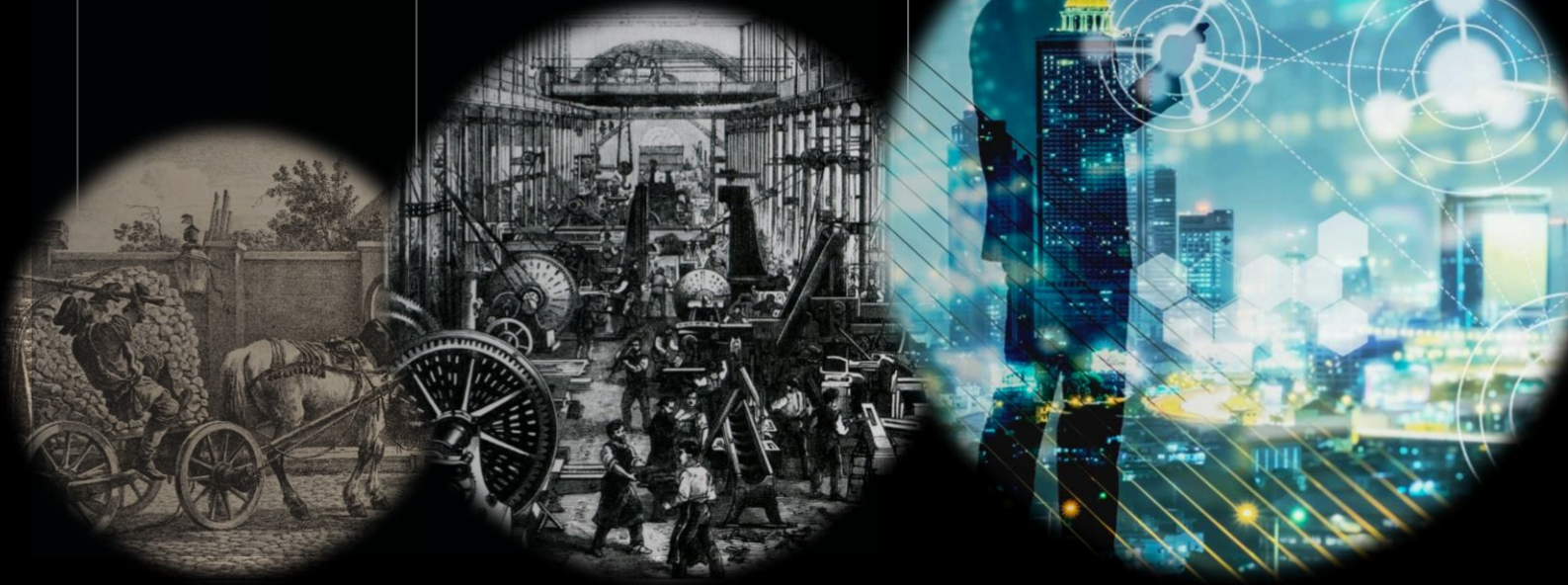


Strong **long-term growth** potential

**>10bn devices** Connected by 2024  
(2020-24 **CAGR +15%**)

**>€500bn** IoT endpoints market value by 2024

**95%** of connected devices will perform actions based on AI





# ...WHERE IoT AND AI WILL PERVADE EVERY ASPECT OF OUR LIVES





# SECO AT A GLANCE



**>800 people**



**250+ R&D people**  
of which ~150 in AI  
algorithms development



**~ 8-10%**  
of revenue invested in  
R&D every year



**Global presence with**  
**9** R&D centers  
**5** production plants



**€ 200M**  
2022 FY expected  
revenue



**>900k devices**  
Manufactured  
every year

# DIVERSIFIED OFFER

TO KEEP OUR CUSTOMERS AT THE FOREFRONT OF INNOVATION

## IOT | DATA SCIENCE | AI

### End-to-end IoT-AI suite

Using SECO's Clea IoT/AI software platform, we move data between the edge and the cloud, and transform it into highly valuable, real-time information through Edge AI applications, data orchestration, data analytics, and Artificial Intelligence.

## R&D | HW & SW | INTEGRATION

### Integrated systems, boards, modules, and HMI for edge computing and payment solutions

We make electronic devices smart and enable human-machine interaction.



### Solutions for tomorrow

Together with our ecosystem, we shape the leading technologies of the future. We develop highly innovative and scalable ideas and solutions, ready for mass production.

## OPEN SUSTAINABLE INNOVATION & PARTNERSHIPS

# DIVERSIFIED OFFER

FROM EDGE TO AI



## Edge Computing

## Full Intelligence of Things Architecture



Integrated systems, boards, modules,  
HMIs and payment solutions

SECO  
CLEA



Cloud



Data



Artificial  
Intelligence



Output in Real Time

Fast  
Time-to-Market

Clear-cut  
Costs

Reduced  
Operational Risk

Flexible & Open  
Source System

Data  
Monetization



Embedded Hardware








Software Platform



Applications

*Value for Clients and  
their Customer Base*

### Our Solutions

Custom solutions	HMI	Modules & SBCs	Smart Edge Boxed Solutions	Payment Systems & IoT Telemetry
				
Highly customizable solutions integrating HMI, module, connectivity technologies according to the most demanding customers' needs	User-ready, rugged and high-resolution, high brightness HMIs with touch displays and integrated boards  Available in several sizes, from 3.5" to 21.5"	Ready-to-use, stand-alone solutions enabling a rapid and scalable prototyping (peripheral data storage, processing power, input/output interfaces) without the need for additional modules	From SECO's experience in integrating modules and boards into complex systems, a line of boxed applications developed for Industrial IoT to match the customers' flexibility and security needs	Highly integrated and rugged cashless modules for quick, safe and convenient payments, with telemetry functionalities included

### How they work

### Key end markets

							
Medical	Industrial Automation	Fitness	Vending & Retail	Transportation	Aerospace & Defence	Infotainment Entertainment	and more...



Clea is a full-fledged AI/IoT platform designed to turn field data into actionable and measurable insights. It is provided as a single, one-stop solution that comes natively integrated with all SECO hardware.



### Edge Device Management

- On-demand application deployment
- Bi-directional interaction between devices and the cloud



### Data Management from the Field

- First-tier data analytics at the edge
- Automated data modelling in the cloud



### Data Intelligence in the Cloud

- Assisted model training within the platform
- Integrated AIOps within data flows from the fields



# LEADING THE NEXT FRONTIER OF INNOVATION

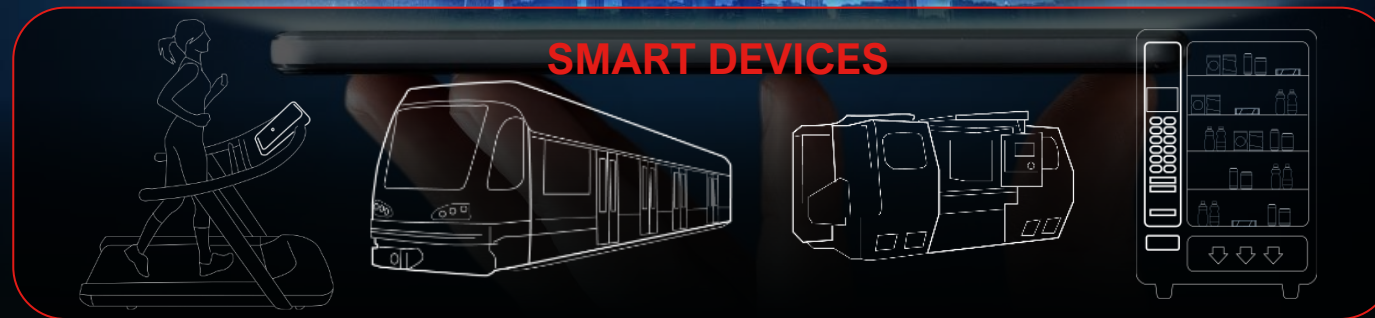
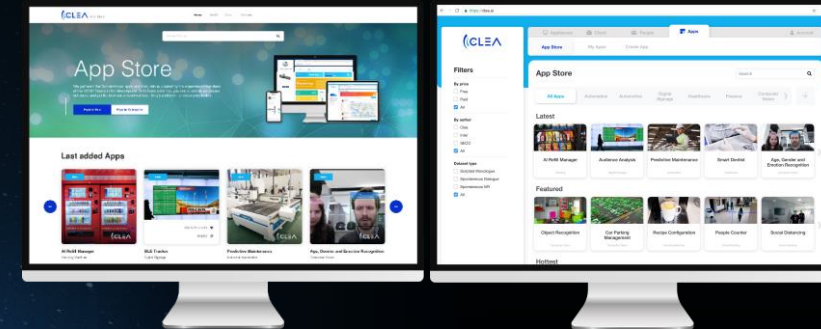
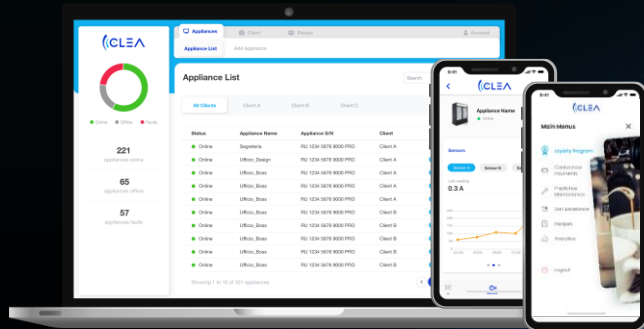
What we see today at our fingertips, is just what will happen in the B2B world...

A large number of start-ups and software houses will develop **CLEA-based apps** ...

**CLEA  
AI APPS**

**CLEA  
APP STORE**

... making them available on the **CLEA app store**

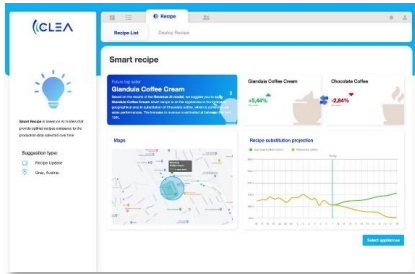


# VERTICAL APPLICATIONS OF CLEA

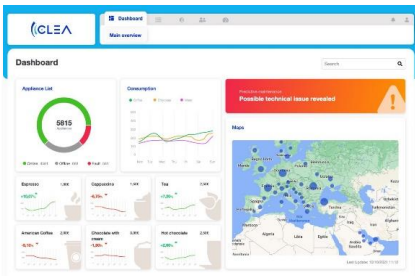
HOW CUSTOMERS CAN GENERATE HIGHER MARGINS,  
RECURRING REVENUES, BETTER DIFFERENTIATION



## CLEA Vending Machine Apps



Recipe Sales Trends Analysis App

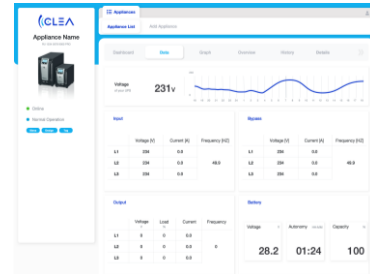


Fault Detection & Machine Downtime Reduction

AI Smart Refill

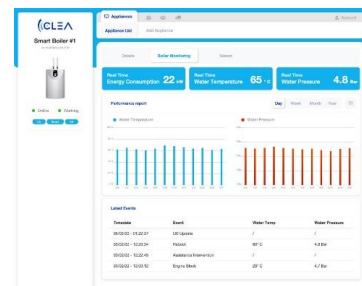
Landing Page

## CLEA UPS App



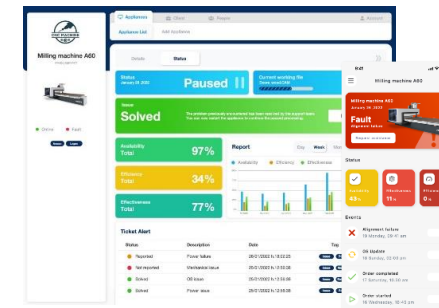
UPS Management

## CLEA Boiler App

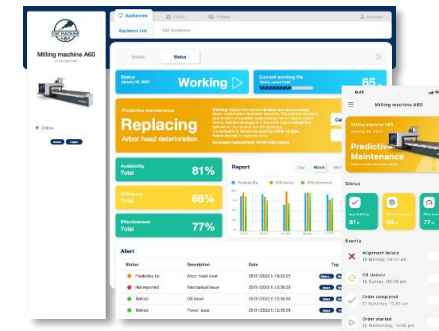


Boiler Predictive Maintenance

## CLEA for Industrial Apps

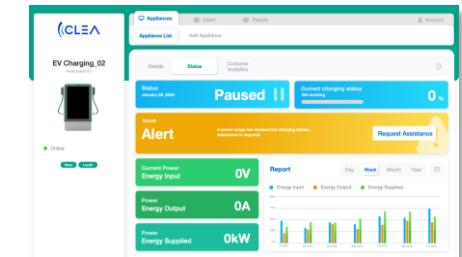


AI Remote Assistant



Predictive Maintenance

## CLEA AI EV Charging Station Apps



AI Remote And Predictive Assistant  
CMS for Digital Signage

Landing Page



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# VERTICAL APPLICATIONS OF CLEA

HOW CUSTOMERS CAN GENERATE HIGHER MARGINS,  
RECURRING REVENUES, BETTER DIFFERENTIATION



## CLEA Fitness App



### Smart Dumbbell



### Exercise Recognition & AI Personal Trainer

## CLEA Healthcare App



### AI Tooth Cavity Detection App

## CLEA for Smart Cities



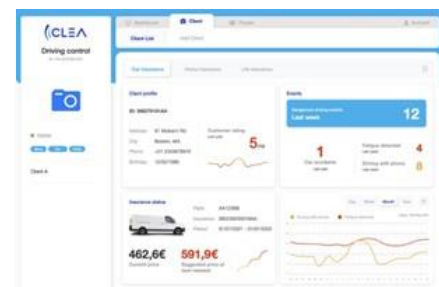
### BLE Audience Analysis

## CLEA Refrigeration App

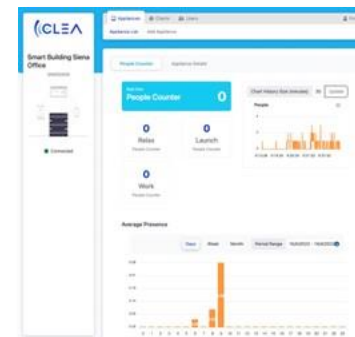
Appliance Name	Parameter	Value	Unit	Status
Refrigeration Set Point	Refrigeration Set Point	15.0	°C	OK
Refrigeration Set Point	Refrigeration Set Point	15.0	°C	OK
Refrigeration Set Point	Refrigeration Set Point	15.0	°C	OK
Refrigeration Set Point	Refrigeration Set Point	15.0	°C	OK
Refrigeration Set Point	Refrigeration Set Point	15.0	°C	OK
Refrigeration Set Point	Refrigeration Set Point	15.0	°C	OK
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Refrigeration Set Point	Refrigeration Set Point	15.0	°C	OK
Refrigeration Set Point	Refrigeration Set Point	15.0	°C	OK

### Remote Setup and Management

## CLEA Automotive App



### AI Driver concentration App



### People Counter and Tracking



# SUSTAINED COMMITMENT TO CORPORATE SOCIAL RESPONSIBILITY

Environment  
ISO 14001:2015



Quality mgmt.  
ISO 9001:2015



Medical  
ISO 13485:2016



Inform. security  
ISO 27001:2015



Aerospace &  
Defense



## CONSOLIDATED NON-FINANCIAL DECLARATION 2021



**100%** Share of electricity from renewable sources for Arezzo & Tregozzano plants



**10** New products for Biomedical & Fitness applications:  
46 new products overall in 2021



**300+** Aluminum bottles distributed to employees to minimize the use of plastic



**52,4%** Procurement spending on domestic suppliers in 2021



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# Discover more about SECO

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# Endless ways to the future

## Mission

We bring together technologies and skills to answer new needs and opportunities

## Vision

We exist to open up the world to innovation

## Values

Passion  
Dynamism  
Respect



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# ABOUT SECO



**Multi-year experience**  
at the forefront  
of innovation



**Global**  
footprint



We continuously  
**add value**  
to our products



Fast organic  
**growth** supported by a  
quality **M&A strategy**



### Flexible & Open-Source System

Clea is part of a larger Open-Source ecosystem and does not force its users into any kind of technological lock-ins. It is also deployable and exploitable on non-SECO hardware, and entirely based on Open Standards.



### Fast Time-To-Market, Lower Costs and Reduced Operational Risk

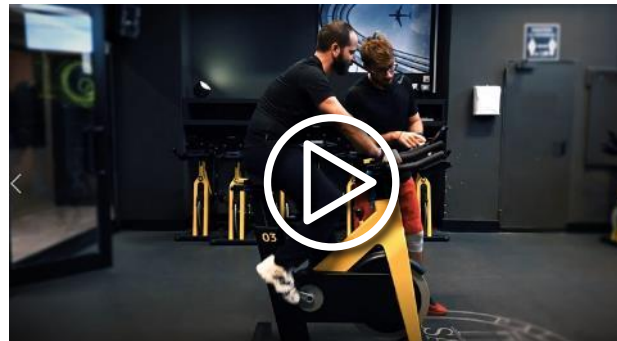
Clea is a one-stop shop for all the AI and IoT needs of your company. Relying on Clea and SECO as your main supplier means not only reducing project costs and risks but also one single, dedicated, support infrastructure.



### Highest security and Privacy Standards

Clea is highly focused on privacy and security. It guarantees data integrity and protection and privacy, allowing customers to retain full data ownership.

### VENDING Applications



### FITNESS Applications

### COFFEE Applications



### MEDICAL Applications



**SECO Next is an Innovation Hub whose mission is to ensure sustainable evolution for the future of companies, society and environment.**



### **Startups & Professionals**

We amplify the power of innovative solutions through commercial partnerships, equity investments, acquisitions



### **Companies**

Combining creativity and originality we realize *Proof of Value* to make understand the feasibility of an innovation project



### **Incubators / Accelerators / VC**

We build relationships to monitor emerging startups and technologies



### **Universities, Research Centers, Scientific Foundations**

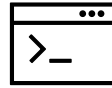
We build relationships to bring university research into business to ensure to develop high-value solutions

# BUSINESS MODEL

ENABLING OUR CUSTOMERS TO CUT  
DEVELOPMENT COSTS AND TIME TO MARKET



High success **developing custom products** along with customers thanks to a rigorous planning of activities



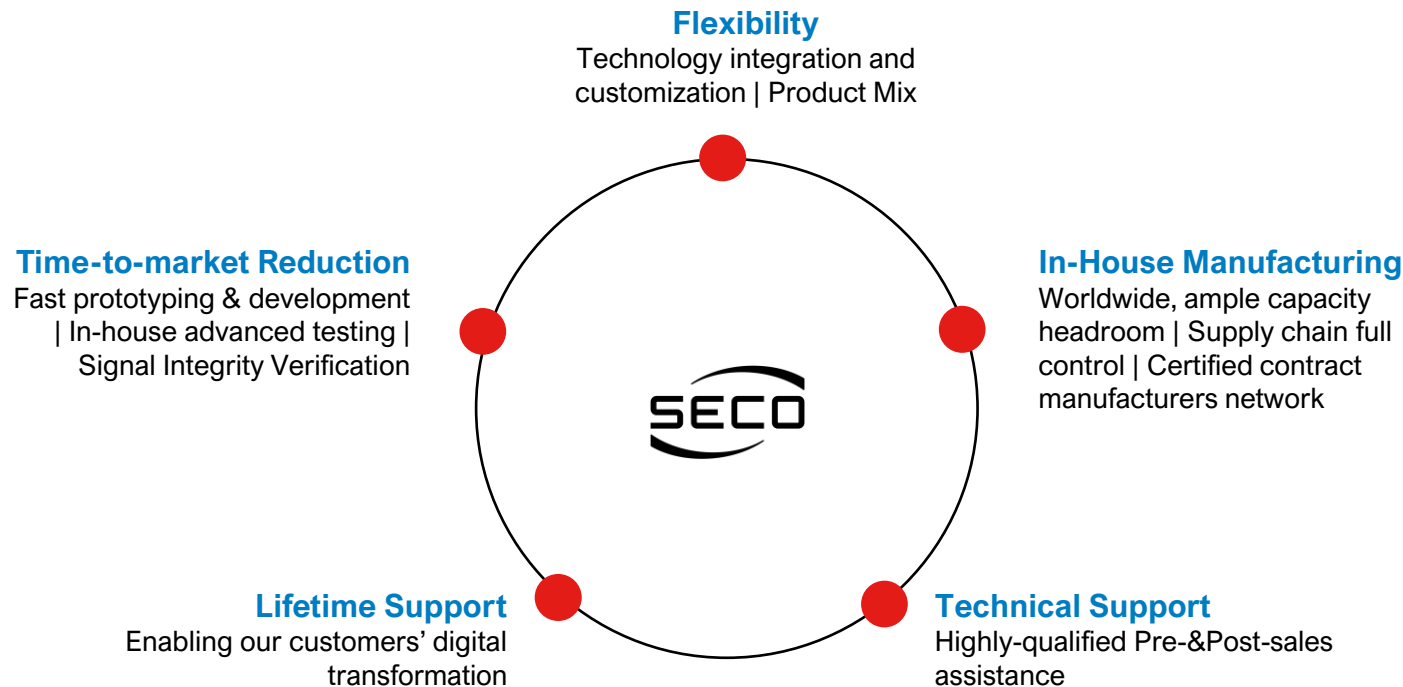
**Dedicated IoT-AI services** tailored on customers' needs



**Solid relationship with > 300 clients**  
1.5% churn rate



**< 18 months time to market** for your full custom solution



**MAKE TO ORDER**  
1 MONTH

CUSTOMER → **SECO** → SUPPLIER

**PURCHASE TO ORDER**  
8-12 WK.

CUSTOMER ↔ **SECO** ↔ SUPPLIER

**ASSEMBLE TO ORDER**  
1 WK.

BUFFER STOCK    VENDOR MANAGED INVENTORY    CONSIGNMENT STOCK

**MAKE TO STOCK**  
48 HOURS

CALL OFF



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# DISCOVER SECO



COMPANY OVERVIEW

FULL VIDEO  
R&D & MANUFACTURING



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# Thank you

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