

Corporate Presentation



SECO in a snapshot

A worldwide spread center of excellence, with top-tier capabilities



€201M
2022 FY revenue



Listed on
Borsa Italiana's Euronext STAR Milan



>1M devices
manufactured every year



~ 900 people



~ 300 R&D people
of which ~180 in AI and software
development



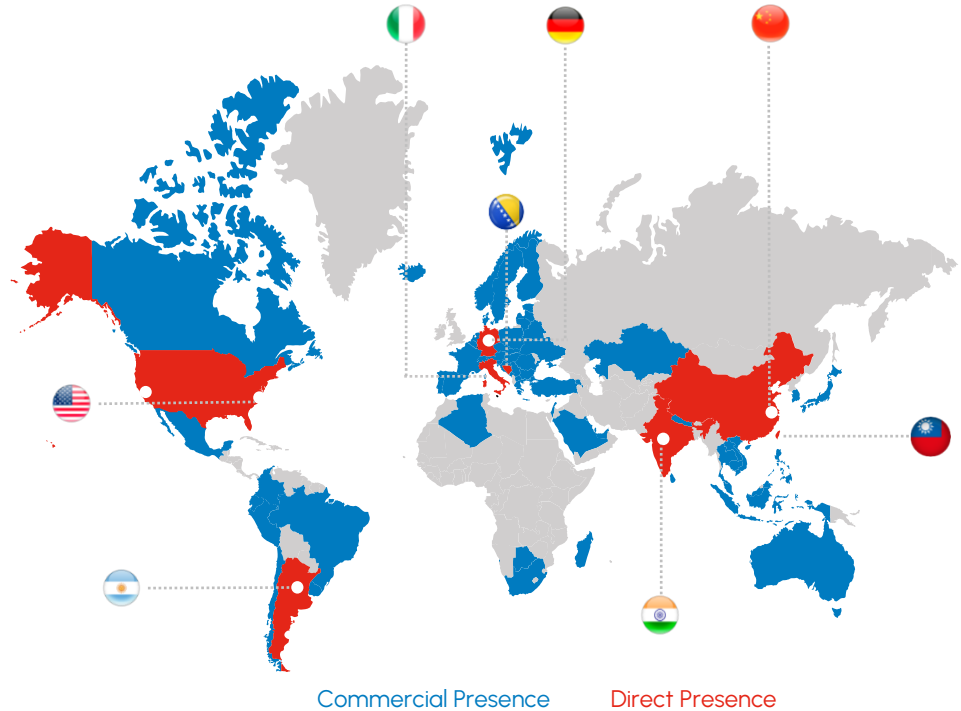
~ 8-10%
of revenue invested in R&D every year



10 R&D centers
5 production plants



8 countries



Our
production
plants



We are living the age of a digital revolution where IoT and AI will pervade every aspect of our life

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



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

>€500bn IoT endpoints market value by 2024

95% of connected devices will perform actions based on AI

We believe in a
**smart, sustainable
future**, enabled by
increasingly
connected objects
that create digital
experiences in the
real world



Endless ways to the future

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

We develop the technological infrastructure to
build this future, serving our customers to help
them maximize the potential of their products
and create new, value-added services.

Who we are

We are a **tech company** building solutions and technologies to enable a new generation of digital devices. From **Edge Computing**, to **IoT**, to **AI**, our comprehensive and modular offering suits the needs of customers who are looking for a partner to maximize the potential of their products and fully leverage new technological opportunities.



What we do

Combinable as building blocks: there's a solution for any customer need

End-to-end technological solutions,
from **Edge to Cloud**



Edge

Unleashing performance at
the edge



IoT

Streamlined connectivity
for thriving ecosystems



AI

Reshaping industries with
impactful AI solutions

Edge computing system and HMI

Our Solutions

Custom solution



Highly customizable solutions integrating HMI, module, connectivity technologies according to the most demanding customers' needs

HMI



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"

Modules & SBCs



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

Fanless Embedded Computers



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

Payment System & IoT Telemetry



Highly integrated and rugged cashless modules for quick, safe and convenient payments, with telemetry functionalities included

How they work

Key end markets



Transportation



Coffee & Vending



Security & Surveillance



Energy & Utilities



Smart Device



Smart Building & Smart Cities



Digital Signage

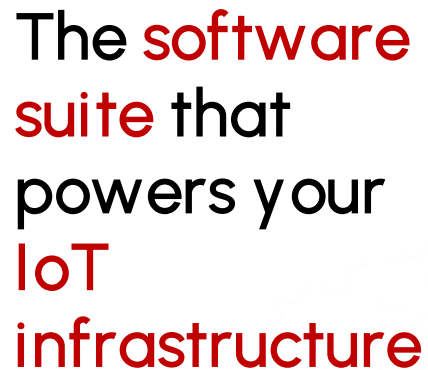


Industrial Automation



Medical

A highly **scalable** and **cost-effective** solution for harnessing field data, managing devices, and facilitating development of value-added services, advanced AI applications, and more.



IoT Software Suite



Turn your field data into actionable value with Clea

Clea, our IoT Software Suite, is the central hub out of which we shape our offering: standard, ready-to-use platforms and infrastructures to enable fleet and device management, field data analysis and optimization, which can be integrated with any hardware.



Device-Cloud Data Hub

IoT communication and data orchestration module, facilitating data management. It collects, analyzes, and orchestrates data, and transfers it via the cloud.



Device Manager on Steroids

Device and fleet management solution handling secure software and configuration updates, boosted by advanced features such as application and container management at the edge.



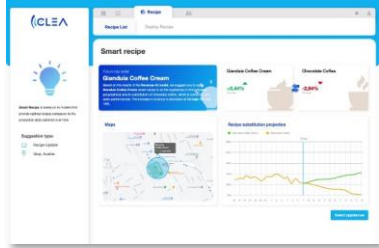
Extensible IoT Front-End

Ready-made user interface for accessing the IoT, with an extensible framework for value-added app integration and service monetization.

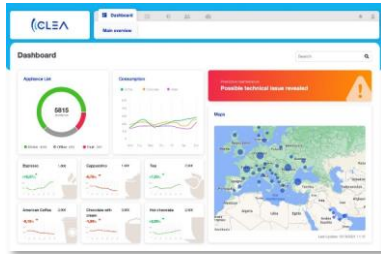
Vertical applications of Clea

How customers can generate higher margins,
recurring revenues, better differentiation

Clea Vending Machine Apps



Recipe Sales Trends Analysis App

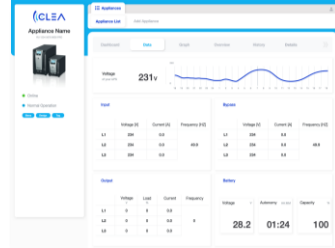


Fault Detection & Machine Downtime Reduction

AI Smart Refill

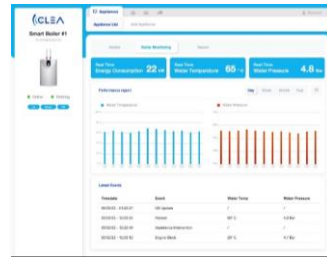
Landing Page

Clea UPS App



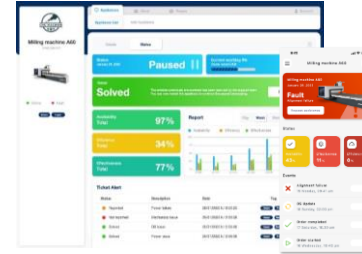
UPS Management

CLEA Boiler App

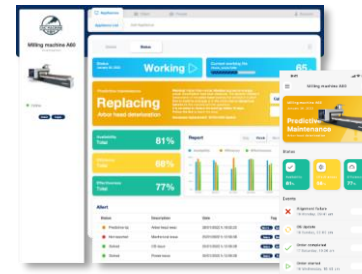


Boiler Predictive Maintenance

Clea for Industrial Apps



AI Remote Assistant



Predictive Maintenance

Clea AI EV Charging Station Apps



Plate Recognition And Fleet Management

Digital Signage

Landing Page

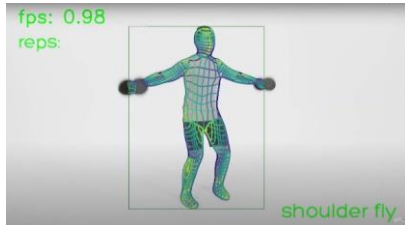
Vertical applications of Clea

How customers can generate higher margins,
recurring revenues, better differentiation

Clea Fitness App



Smart Dumbbell



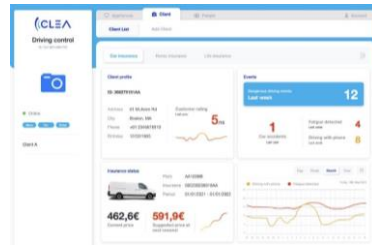
Exercise Recognition & AI Personal Trainer

Clea Healthcare App



AI Tooth Cavity Detection App

CLEA Automotive App

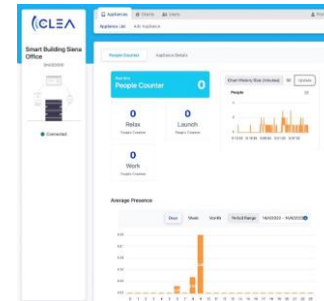


AI Driver concentration App

Clea for Smart Cities

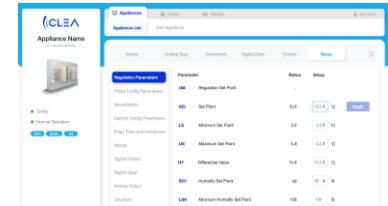


BLE Audience Analysis



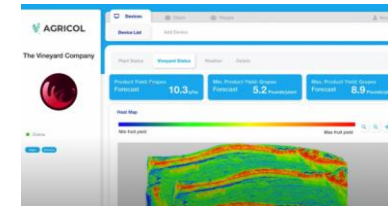
People Counter and Tracking

Clea Refrigeration App



Remote Setup and Management

Clea for Agriculture



Harvest Forecasting

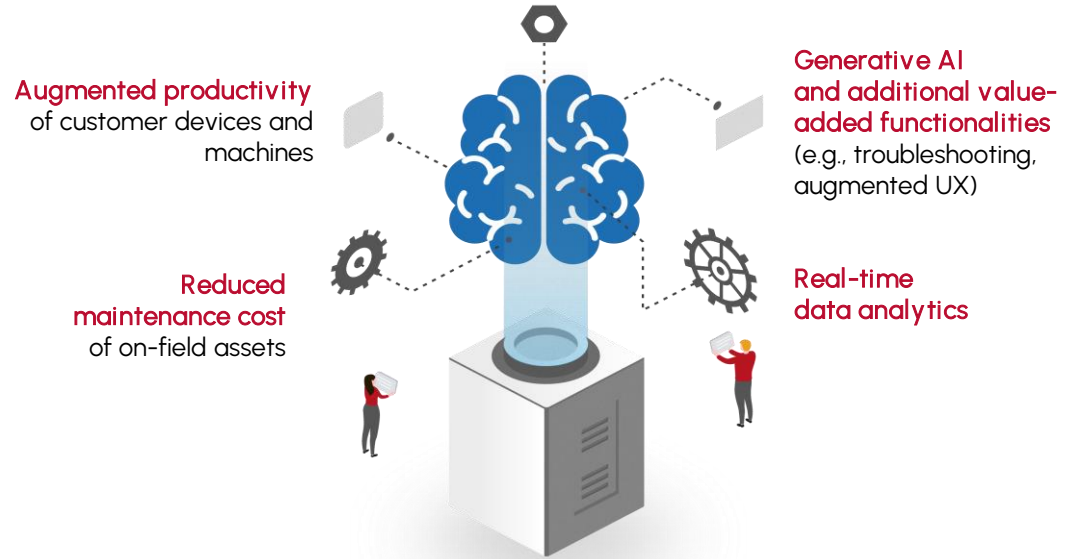
AI Services

Redefining the Industrial world thanks to AI

We help our customers design **cutting-edge AI solutions** to leverage the huge amount of data collected at and from the edge. Our **dedicated AI team** has outstanding expertise in implementing AI on a wide variety of industry verticals

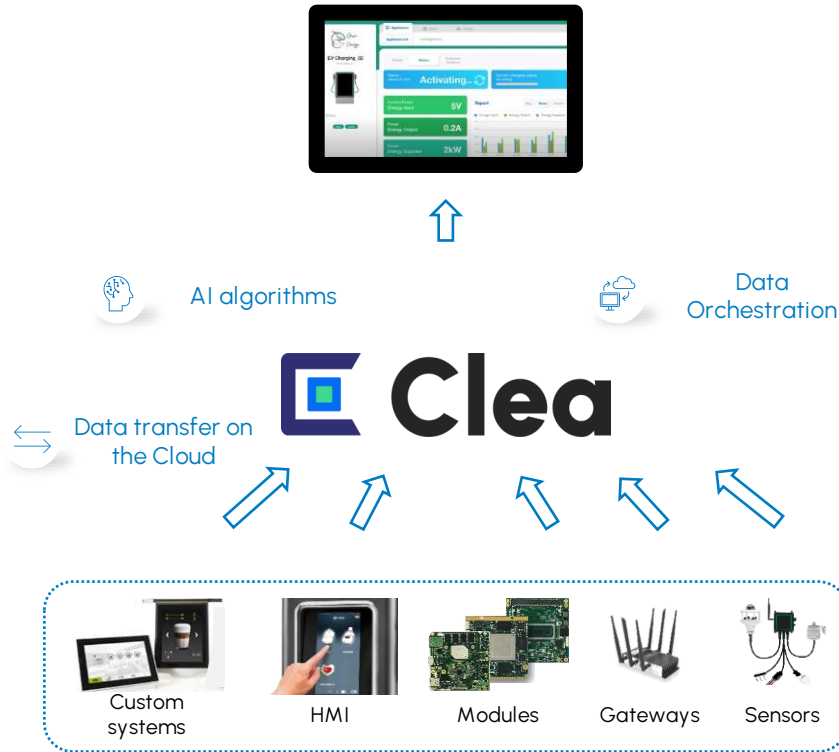
We also provide advisory to our customers on **how to implement new business models and processes** with their AI solutions. With our understanding of technical and business needs alike, we deliver **AI solutions with a purpose**

Evolving businesses with AI: possible applications



The value of an end-to-end offering

Helping our customers get the most out of their data



What benefits for customers?



Reduced time-to-market



By-design
hardware-software integration

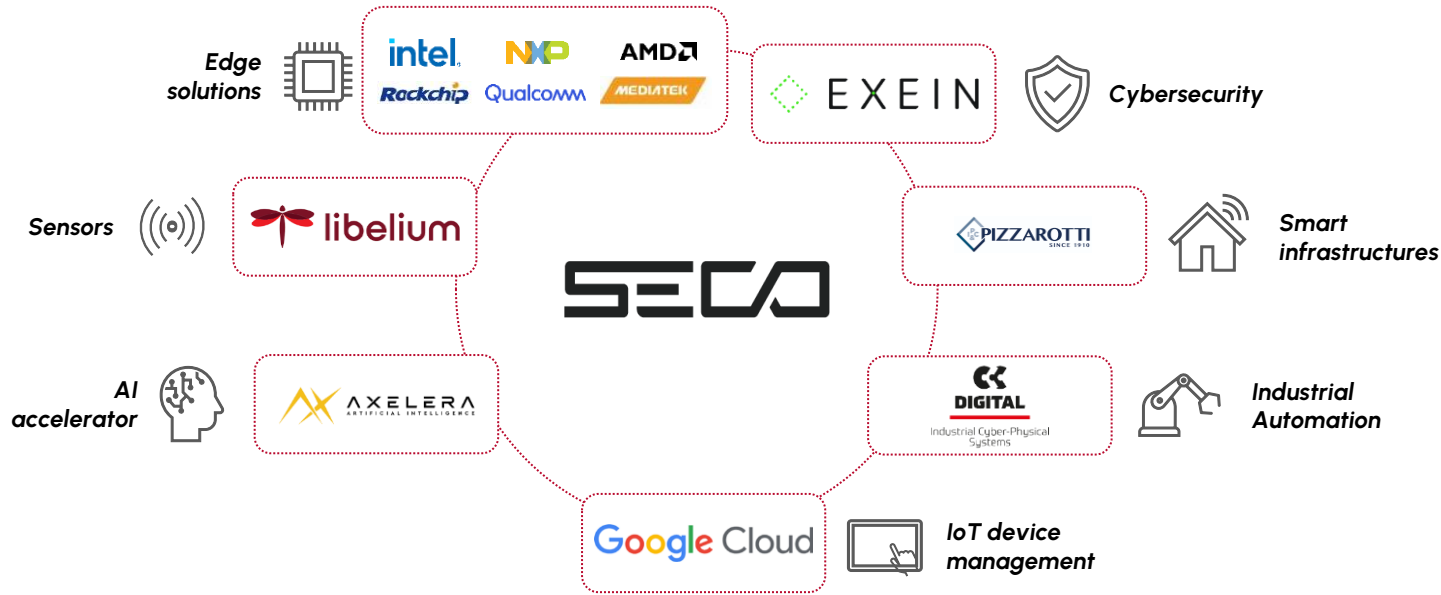


Optimized cost structure

Strengthening valuable collaborations

Creating an ecosystem of partners to complement our offering and accelerate time-to-market

Cooperation with **several hardware and software partners**, ensuring availability of end-to-end solutions and complete integration with Clea



Sustained commitment to Corporate Social Responsibility

Making business processes more automated, efficient, safer thanks to AI

Our technologies at the service of sustainable business enable the automation of processes, increasing the efficiency of production processes, reducing product waste, and optimizing resource and energy consumption



In 2022, we laid the groundwork for a viable, long-term strategy for each of the Environment, Social and Governance areas, to further integrate sustainability into SECO's strategy and our everyday operations



Sustained commitment to Corporate Social Responsibility

Environment
ISO
14001:2015



Quality mgmt.
ISO
9001:2015



Health &
Safety
ISO
45001:2018



Medical
ISO
13485:2016



Inform. security
ISO
27001:2015



Aerospace &
Defense



100%

Share of electricity from
renewable sources for all the
Italian plants and offices



20

Programmatic ESG actions
to be taken in the three-year
period 2023-25



56,9%

Procurement spending on
domestic suppliers in 2022



-11,5%

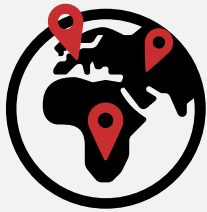
CO2 Emission intensity
reduction in 2022 vs. 2021



Discover more about SECO

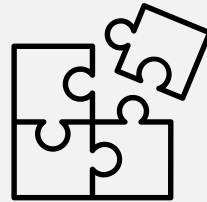


Drivers



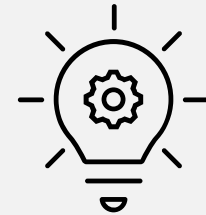
We are powered by People

Our passion drives us: we're one team with one mission, spread around the globe



We believe in Inclusivity, Multiculturalism, Loyalty and Integrity

We value diversity and promote a respectful, modern working culture. We carry over our founders' heritage in valuing and respecting our peers and our customers.



We are driven by Innovation

We challenge ourselves and the status quo on a daily basis to deliver technological excellence to our customers.

Vision

A digital, sustainable, intelligent future



Physical Devices will have to be more connected, and become the enabler of digital experiences in the real world through the IoT



The next innovation and technology challenge is to entirely compensate our impact on the environment: sustainable manufacturing and environmentally friendly edge devices



Interactions between humans and machines will radically change, fueled and powered by artificial intelligence

Mission

To **build technology** to shape a better future



SECO is a tech company, and we love what we do.



Our technology defines and shapes our customers' products: there's a high chance you've interacted with a SECO device, even if you didn't know.



Technology is means to an end: to transform and create added value for our customers' products. This is the better future we envision.

Payoff

Endless ways to the future



With our skills, experience and ingenuity, we can find endless ways to get our customers where we (us and our customers, who share our same vision) want to be. We know where to go, and we know how to get there the way our customers want.



This is our north star: we live at the frontline of innovation. We help our customers deliver outstanding products that will shape entire industries.

About SECO



Multi-year experience
at the forefront
of innovation



We continuously
add value



Global
footprint



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

Clea: Key strength points



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

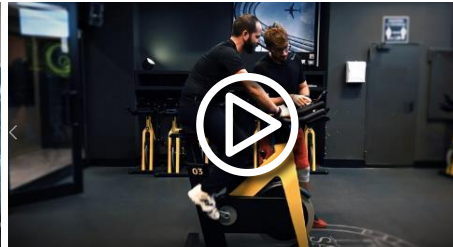
Clea is a one-stop shop for all the AI and IoT needs of your company. Relying on Clea and SECO as your main supplier means not only reducing project costs and risks but also one single, dedicated, support infrastructure.



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

Continuous innovation

SECO 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



Incubators / Accelerators / VC

We build relationships to monitor emerging startups and technologies



Companies

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



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

Flexibility

Technology integration and customization | Product Mix

Time-to-market Reduction

Fast prototyping & development | In-house advanced testing | Signal Integrity Verification



In-House Manufacturing

Worldwide, ample capacity headroom | Supply chain full control | Certified contract manufacturers network

Lifetime Support

Enabling our customers' digital transformation

Technical Support

Highly-qualified Pre-&Post-sales assistance

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



Discorver SECO

COMPANY OVERVIEW

FULL VIDEO
R&D & MANUFACTURING

Thank you

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