SECO is among the European leaders in the field of high technology and miniaturization of computers. Since 1979, the enterprise designs and manufactures a wide array of products, from Micro Computers to plug and play Integrated Systems.

SECO’s products are employed across several industries, including: biomedical, wellness, industrial automation, and transportation.
MISSION

To be an enterprise at the forefront of technological innovation, capable to design and manufacture state-of-the-art, highly-integrated products and solutions as well as to provide a competitive edge to its customers.
As we approach the era of cyber-physical systems, the ever-growing adoption of digital technologies is defining a new scenario: the age of interconnected devices and Augmented Reality.
Also thanks to miniaturization, Micro Computers will be more and more adopted and used, interconnected through an internet network and with the Cloud. They will be able to make objects smart, enhancing the quality of life.

In this context, SECO, employing digital, cutting-edge technologies, aims at designing and manufacturing products and solutions that increase the value delivered to its customers through IoT objects increasingly interconnected and able to transfer value-added information (cloud services).
COMPANY VALUES

We base our work on **passion** and **innovation**. On the **commitment** and development of our **skills**. On the value of the human person, looking at diversity as a resource and making of **respect**, **open-mindedness** and **participation** the fundamental pillars of our enterprise.

We believe that **accuracy** and **trust** are at the cornerstone of any personal and professional **relationship**, that’s why we attach the greatest importance to the **quality** of our products, to the **punctuality** of our deliveries, and to the **kindness** of our customer care.

We lead our work with **optimism** and **emotion**, working hard, always. **Determination** is our engine, **creativity** our rudder, **culture** our starting point. And if there’s any trouble we don’t give up, but we tackle it until we solve it, with **practicality**, **perseverance**, **balance** and **courage**. We are strong thanks to our **resilience**. What keep us going is the **curiosity** for tomorrow, the thirst for **exploration**, the desire to provide our customers with the best.

Thanks to all of this, over time we’ve deserved an optimal **reputation** among our employees, technological reference partners, and customers.

For about 40 years we’ve been working with **generosity** to invent tomorrow.
Human Resources and the enterprise’s capability to innovate are a value for SECO: a solid commitment to educate the technicians and engineers of tomorrow.

Partnerships with marquee Universities and Research Institutes, to foster Spin-Off and Start-up

UDOO is the first product by SECO Lab, dedicated to the world of makers.
### DESIGN
Extensive experience in Micro Computer design, both Hardware and Software-wise

### MANUFACTURING
In-house manufacturing. Lean Manufacturing employed to reduce waste and accelerate the time to market

### SYSTEMS
Design and integration of Micro Computers with video interfaces and mechanical design

<table>
<thead>
<tr>
<th>Analysis &amp; Design</th>
<th>FPGA design</th>
<th>BIOS Engineering &amp; Development</th>
<th>Hardware Engineering &amp; Development</th>
<th>Software development</th>
<th>Mechanical Engineering &amp; Development</th>
</tr>
</thead>
<tbody>
<tr>
<td>Signal Integrity</td>
<td>Drivers Engineering &amp; Development</td>
<td>BSP</td>
<td>Firmware Development</td>
<td>Validation &amp; Verification</td>
<td>Thermal Analysis</td>
</tr>
</tbody>
</table>
APPLICATION DOMAINS

- IIoT/M2M
- IoT
- Visual Computing
- Energy
- Transportation
- Robotics
- Avionics & drones
- HMI
- Domotics
- POS/Vending/Digital Signage
- Infotainment Systems
- TELCO
- Biomedical/Medical Devices
- Surveillance
- Industrial Automation
- Fitness

SECO boards are embedded in many everyday objects around us...

Among the customers: Barco, Cimbali, Evoca, Esaote, Haas, Instrumentation Laboratory, L3, System, Technogym, Vimar.
PRODUCT EXPERTISE

EMBEDDED SOLUTIONS

STANDARD PRODUCTS

MODULAR SOLUTIONS

Qseven®

COM Express™

SMARC

ETX®/XTX

SINGLE BOARD COMPUTERS

Embedded NUC™

Pico-ITX

SEMI-CUSTOM SOLUTIONS

CUSTOM CARRIER BOARDS + MODULAR SOLUTIONS

FULL-CUSTOM SOLUTIONS

END-TO-END “TAILORED” SOLUTIONS:

Full support from the concept development to the complete system solution

MODULAR HMI & BOXED SOLUTIONS
CUSTOMER-ORIENTED

PURCHASE TO ORDER 8-12 WK.

CUSTOMER → SECO → SUPPLIER

MAKE TO ORDER 4 WK.

CUSTOMER → SECO → SUPPLIER

ASSEMBLE TO ORDER 1 WK.

BUFFER STOCK → VENDOR MANAGEMENT INVENTORY → CONSIGNMENT STOCK

MAKE TO STOCK 48 HOURS

CALL OFF

Customer Service Level

Quality improvement through real-time feedback

Pre&Post sales technical Support

Lead Time Reduction
- Incoming control
- Process control
- Outgoing control
- Timeliness of delivery

Flexibility
- On-the-fly order variation
- Small-volume Product Mix

CUSTOMER-ORIENTED CALL OFF

CUSTOMER SUPPLIER

CUSTOMER SUPPLIER
# RELIABLE PRODUCTS AND PROCESSES

## PRODUCT DESIGN SUPPORT

<table>
<thead>
<tr>
<th>Service</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>MTBF calculation</td>
<td>Time between failures</td>
</tr>
<tr>
<td>Monitoring &amp; Obsolescence</td>
<td>Part plus &amp; Silicon Expert</td>
</tr>
<tr>
<td>RoHS certification</td>
<td>Part plus &amp; Silicon Expert</td>
</tr>
<tr>
<td>DFMA</td>
<td>Design FMEA</td>
</tr>
<tr>
<td>PFMA</td>
<td>Process MEA</td>
</tr>
<tr>
<td>FMEA</td>
<td>Failure Mode and Effect Analysis</td>
</tr>
<tr>
<td>DFM &amp; DFM</td>
<td>Design for Manufacturing/Assembly</td>
</tr>
<tr>
<td>DFT</td>
<td>Design for Testing</td>
</tr>
</tbody>
</table>

## PRODUCT VALIDATION & VERIFICATION SUPPORT

<table>
<thead>
<tr>
<th>Service</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Signal integrity simulations</td>
<td></td>
</tr>
<tr>
<td>Power integrity simulations</td>
<td></td>
</tr>
<tr>
<td>EMC failure analysis</td>
<td></td>
</tr>
<tr>
<td>SI/PI/EMC measurements</td>
<td></td>
</tr>
<tr>
<td>Thermal analysis</td>
<td></td>
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<tr>
<td>Thermal Stress</td>
<td></td>
</tr>
<tr>
<td>Thermal characterization</td>
<td></td>
</tr>
<tr>
<td>Vibration Testing</td>
<td></td>
</tr>
<tr>
<td>Testing and certifications</td>
<td>for mechanical and electronical systems</td>
</tr>
</tbody>
</table>

SECO's environmental commitment

Certified UNI EN ISO 9001:2015
Quality management systems

UNI EN ISO 14001
(in progress, waiting for the new plant)

Compliance to IEC 61340

Responsible Sourcing

RoHS COMPLIANT
**HISTORY MILESTONES**

- **1979**: Foundation of SECO
- **1989**: Launch on the Italian market of the first SECO personal computer: SECO SYSTEM 210
- **1999**: SECO, Congatec and MSC found the Qseven® Consortium and the new standard for the embedded domain: Qseven®
- **2008**: SECO, Congatec and MSC found the Qseven® Consortium and the new standard for the embedded domain: Qseven®
- **2013 - 2018**: New Headquarters in Arezzo
- **2018**: Acquisition of Aidilab and Fannal Electronics
- **2018**: Acquisition of InHand Electronics
- **2019**: SECO, Congatec and MSC found the Qseven® Consortium and the new standard for the embedded domain: Qseven®
- **2020**: SECO, Congatec and MSC found the Qseven® Consortium and the new standard for the embedded domain: Qseven®

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**UDOO MILESTONES**

- **2013**
  - UDOO Maker Boards launched on Kickstarter
  - UDOO (2013)
    - 4,172 backers
    - $641,614
- **2015**
  - UDOO Neo (2015)
    - 3,126 backers
    - $268,415
- **2016**
  - UDOO X86 (2016)
    - 4,245 backers
    - $800,211
- **2018**
  - UDOO BOLT (2018)
    - 1,447 backers
    - $635,769
2018: Set-up of SECO's new Headquarters building

INCOMING AND MANUFACTURING

All In-house PROCESS

PROCUREMENT | INCOMING | KITTING | PCBA MANUFACTURING & SYSTEMS ASSEMBLY | TESTING | SHIPPING

INCOMING PROCUREMENT

KITTING

PCBA MANUFACTURING & SYSTEMS ASSEMBLY

TESTING

SHIPPING

Bangalore, India
Arezzo, Italy
Taipei, Taiwan
Boston, USA
Milan, Italy
Frankfurt, Germany
At SECO we understand that a project is more than just an embedded board, it includes screens, peripherals, an enclosure and more.

SYSTEM INTEGRATION SERVICES
for the development of advanced HMI solutions

When our customers have special requirements, we have the ability to develop end-to-end custom solutions.
BOARD OF DIRECTORS

Founding partner of SECO and PSM. He has been president of SECO for over 30 years. Under his leadership, the company has grown in terms of skills, human resources and turnover, which to date has exceeded 50 million euros.

Daniele Conti
President & Co-Founder

Luciano Secciani
Executive Board Member & Co-Founder

Claudio Catania
Board Member

Massimo Mauri
CEO

Luciano Lomarini
Board Member

Founding partner of SECO and PSM. For over 30 years he has been president of PSM, the production unit that has achieved manufacturing success in Italy, against the lure of Asian outsourcing.

Since 1983 he has been a chartered accountant. His studio deals with all-round business consulting for medium and large companies. In the course of the profession, he served as chairman and member of the Board of Statutory Auditors of numerous companies. He has held and holds positions as a member of the Board of Directors in several companies.

Senior Partner of Fondo Italiano d'Investimento SGR Spa. Graduated in Electronic Engineering from the Politecnico of Milan with the highest honours, he holds a master's degree in telecommunications and Information Technology at Cefriel (Politecnico di Milano) and a Masters in Business Administration from Insead (Fontainebleau).

Executive Manager with extensive experience in M&A (IPO, International affairs, Private Equity, acquisitions, mergers). Ability to negotiate strategic partnerships.
40 YEARS OF CONSTANT GROWTH

$ Mln

*consolidated pro-forma

Revenue

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue</th>
<th>Gross Margin</th>
<th>EBITDA</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>44,2</td>
<td>18,5</td>
<td>4,7</td>
</tr>
<tr>
<td>2016</td>
<td>55</td>
<td>24,6</td>
<td>9,6</td>
</tr>
<tr>
<td>2017</td>
<td>56,7</td>
<td>25</td>
<td>10,1</td>
</tr>
<tr>
<td>2018</td>
<td>61,1</td>
<td>27</td>
<td>10,1</td>
</tr>
<tr>
<td>2019*</td>
<td>79</td>
<td>36,4</td>
<td>13,3</td>
</tr>
</tbody>
</table>
PEOPLE

400+
THANKS

www.seco.com