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
- 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
  - >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 life
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SECO at a glance

- ~900 people
- ~300 R&D people of which ~180 in AI algorithms development
- ~8-10% of revenue invested in R&D every year
- Global presence with 10 R&D centers and 5 production plants
- >900k devices manufactured every year
- €200M 2022 FY revenue
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 HMIs for edge computing and payment solutions. We make electronic devices smart and enable human-machine interaction.

Endless ways to the future

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
- Integrated systems, boards, modules, HMIs and payment solutions

Full Intelligence of Things Architecture
- Cloud
- Data
- Artificial Intelligence
- Output in Real Time

Embedded Hardware + Software Platform + Applications

Value for Clients and their Customer Base

- Fast Time-to-Market
- Clear-cut Costs
- Reduced Operational Risk
- Flexible & Open Source System
- Data Monetization
Edge computing system and HMI

**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.

**Smart Edge Boxed Solutions**
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.

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**How they work**

**Key end markets**
- Transportation
- Coffee & Vending
- Security & Surveillance
- Energy & Utilities
- Smart Device
- Smart Building & Smart Cities
- Digital Signage
- Industrial Automation
- Medical
Clea: from edge to AI

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 ...

... 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

Clea UPS Apps
- UPS Management

Clea Boiler Apps
- Fault Detection & Machine Downtime Reduction
- AI Smart Refill

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
Vertical applications of Clea

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

Clea Fitness Apps
- Smart Dumbell
- Exercise Recognition & AI Personal Trainer

Clea healthcare Apps
- AI Tooth Cavity Detection App

Clea Automotive Apps
- AI Driver concentration App

Clea for Smart cities Apps
- BLE Audience Analysis
- People Counter and Tracking

Clea Refrigeration Apps
- Remote Setup and Management
## 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**

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<thead>
<tr>
<th>Program</th>
<th>Percentage</th>
<th>Details</th>
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<tbody>
<tr>
<td>Share of electricity from renewable sources for all the Italian plants and offices</td>
<td>100%</td>
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<td>Programmatic ESG actions to be taken in the three-year period 2023-25</td>
<td>20</td>
<td></td>
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<td>Procurement spending on domestic suppliers in 2022</td>
<td>56.9%</td>
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<tr>
<td>CO2 Emission intensity reduction in 2022 vs. 2021</td>
<td>-11.5%</td>
<td></td>
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Discover more about SECO
SECO Essence
Drivers

Powered by People
Our passion drives us: we’re one team with one mission, spread around the globe

Inclusivity, Multiculturalism, Loyalty and Integrity
We are committed to inclusivity, multiculturalism, loyalty and integrity. We carry over our founders’ heritage in valuing and respecting our peers and our customers.

Driven by innovation
We’re 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: building technology

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.
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

COFFEE Applications

FITNESS 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

- 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
- Technical Support
  - Highly-qualified Pre- & Post-sales assistance
- Lifetime Support
  - Enabling our customers’ digital transformation

Flexibility
Technology integration and customization | Product Mix

Make to Order
1 month

Purchase to Order
8-12 WK.

Assemble to Order
1 WK.

Make to Stock
48 Hours

Customer ➔ SECO ➔ Supplier

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Buffer Stock
Vendor Managed Inventory
Consignment Stock

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Thank you

www.seco.com