Since 1979 SECO designs and manufactures embedded systems offering innovative solutions with a strong focus on IoT.
WHO WE ARE

MISSION & VISION

MISSION

Our mission is to offer services and products that have great added value, a high level of integration, and are tailor-made. We work to increase our customers’ competitive advantage through innovative digital technologies, cloud services and artificial intelligence. Moreover we facilitate an efficient cost optimization and the reduction of time-to-market for every solution, with a dedicated approach that supports customers at every stage of the project.

VISION

The spread of digital technologies is defining a new reality: the age of interconnected objects, artificial intelligence, and augmented reality. The ever-increasing number of “smart” devices, capable of processing data at the source (Edge Computing) and connected via the internet to each other and to the cloud, opens the door to the creation of new business models, creating enormous development opportunities and improving people’s safety and quality of life.

Using pioneering digital technologies, SECO creates solutions that increase its customers’ ability to create value, with increasingly interconnected IoT-ready objects capable of transferring information through the use of artificial intelligence and cloud services.
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 more than 40 years we’ve been working with **generosity** to invent tomorrow.
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

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).

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.

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.
### WHO WE ARE | FINANCIALS | Revenue (€m)

Solid Track Record of Strong Organic Growth, Increasing Profitability, and High Cash Flow Generation

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue (€m)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017A</td>
<td>50.6</td>
</tr>
<tr>
<td>2018A</td>
<td>54.7</td>
</tr>
<tr>
<td>2019PF</td>
<td>71.8</td>
</tr>
<tr>
<td>LTM H1 2020PF</td>
<td></td>
</tr>
</tbody>
</table>

CAGR: +19.1%  
(organic +11.5%)

+7.0%

A: Actual  | PF: Pro Forma | LTM: Last 12 Months

SECO® - Strictly private and confidential
WHO WE ARE

HISTORY MILESTONES

Foundation of SECO

Launch on the Italian market of the first SECO personal computer: SECO SYSTEM 210

1979

Launch of the PC touch all-in-one Ellipse, selected for the SMAU Industrial Design Award

1989

SECO, Congatec and MSC found the Qseven® Consortium and the new standard for the embedded domain: Qseven®

2008

UDOO Maker Boards launched on Kickstarter

2013 - 2018

UDOO (2013) 4,172 backers $641.614

UDOO Neo (2015) 3,126 backers $268.415

UDOO X86 (2016) 4,245 backers $800.211

UDOO BOLT (2018) 1,447 backers $635.769

2018

FII Tech Growth Capital Increase € 10.000.000

2018

New Headquarters in Arezzo

2019

Growth Capital Increase

2020

Acquisition of Aidilab and Fannal Electronics

2020

Acquisition InHand Electronics & Ispirata

2020
WHAT WE DO  TECHNOLOGY PARTNER

PROOF OF CONCEPT
ALSO WITH UDOO FOR READY TO USE PROOF OF CONCEPTS

DESIGN AND INDUSTRIALIZATION
STANDARD & CUSTOM HARDWARE |
X86, ARM, FPGA

SYSTEMS
3D MODELING | MINIATURIZATION OF COMPUTERS AND INTEGRATED SYSTEMS |
SYSTEM INTEGRATION | TOUCH DISPLAYS |

SOFTWARE & IIOT
EMBEDDED SOFTWARE | EDGE COMPUTING | IIOT |
COMPLETE "EDGE to CLOUD" SOLUTIONS

IN-HOUSE MANUFACTURING
LEAN MANUFACTURING | ELECTRONIC MANUFACTURING SERVICES |
ACCELERATED TIME-TO-MARKET

CERTIFICATION
SIMULATION | VERIFICATION | VALIDATION |
REGULATORY COMPLIANCE

LONG-TERM SUPPORT

CUSTOMER
WHAT WE DO  TECHNOLOGY PARTNER

AN INSIGHT ON SECO DEVELOPMENT & PRODUCTION PROCESS
WHAT WE DO

TECHNOLOGY PARTNER

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

We take care of your project with lifetime support

PURCHASE TO ORDER
8-12 WK.

MAKE TO ORDER
4 WK.

ASSEMBLE TO ORDER
1 WK.

MAKE TO STOCK
48 HOURS

CUSTOMER ➔ SECO ➔ SUPPLIER

BUFFER STOCK | VENDOR MANAGEMENT INVENTORY | CONSIGNMENT STOCK

CALL OFF

SECO® - Strictly private and confidential
HOW WE DO IT  CAPABILITIES

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

Analysis and Design  FPGA Design  BIOS Engineering & Development  HW Engineering & Development  SW Development  Mechanical Engineering & Development

Signal Integrity  Drivers Engineering & Development  BSP  Firmware Development  Validation & Verification  Thermal Analysis
# HOW WE DO IT

## PRODUCT EXPERTISE

### 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

### IoT PLATFORM

- **EDGE COMPUTING PLATFORM**

  Device management web platform to build IoT-ready solutions (native/integrated on all SECO platforms from February 2020)

### LEVEL OF MEMBERSHIP

- **EXECUTIVE MEMBER**
  - PICMG
  - COM Express
  - COM+HPC

- **FOUNDING MEMBER**
  - SGe
  - SEVEN
  - SMARC
  - Embedded NUC

---

SECO® - Strictly private and confidential
### HOW WE DO IT

**PRODUCT DESIGN SUPPORT**

- **MTBF calculation**
  - Time between failures
- **Monitoring & Obsolescence Prediction**
  - Part plus & Silicon Expert
- **RoHS certification**
  - Part plus & Silicon Expert
- **DFMA**
  - Design FMEA
- **PFMA**
  - Process MEA
- **FMEA**
  - Failure Mode and Effect Analysis
- **DFM & DFA**
  - Design for Manufacturing/Assembly
- **DFT**
  - Design for Testing

### PRODUCT VALIDATION & VERIFICATION SUPPORT

- **Signal integrity simulations**
- **Power integrity simulations**
- **EMC failure analysis**
- **SI/PI/EMC measurements**
- **Thermal analysis**
- **Thermal Stress**
- **Thermal characterization**
- **Vibration Testing**
- **Testing and certifications for mechanical and electronic systems**

**Certified UNI EN ISO 9001:2015**
- Quality management systems

**Certified EN ISO 13485:2016**
- Medical devices – Quality management systems

**Compliance to IEC 61340**

**UNI EN ISO 14001 (in progress)**

**Environmental commitment**

**Responsible Sourcing**

**ISO 13485 BUREAU VERITAS Certification**

**RoHS Compliant**

**UNI EN ISO 14001**

**Environmental commitment**

**Responsible Sourcing**

**IPC, JST**

**Certified UNI EN ISO 9001:2015**
- Quality management systems

**Certified UNI EN ISO 13485:2016**
- Medical devices – Quality management systems

**Compliance to IEC 61340**

**UNI EN ISO 14001 (in progress)**

**Environmental commitment**

**Responsible Sourcing**

**ISO 13485 BUREAU VERITAS Certification**

**RoHS Compliant**

**UNI EN ISO 14001**

**Environmental commitment**

**Responsible Sourcing**

**IPC, JST**

**Certified UNI EN ISO 9001:2015**
- Quality management systems

**Certified UNI EN ISO 13485:2016**
- Medical devices – Quality management systems

**Compliance to IEC 61340**

**UNI EN ISO 14001 (in progress)**

**Environmental commitment**

**Responsible Sourcing**

**ISO 13485 BUREAU VERITAS Certification**

**RoHS Compliant**

**UNI EN ISO 14001**

**Environmental commitment**

**Responsible Sourcing**

**IPC, JST**
To study the future in order to anticipate and intercept the needs of the customer

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
REFERENCES

MAIN APPLICATIONS 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

REFERENCES

MAIN APPLICATIONS DOMAINS

- Ultrasound
- Electrical charging station
- Infotainment System
- CAT
- Tapis roulant
- Plasmapheresis machine
- Ticket-stamping machine
- Vending machine