Corporate Presentation

Rev 2022.06.28
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

Source: Gartner, SECO Elaboration
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 HMIs 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

Cloud

Data

Artificial Intelligence

Output in Real Time

Embedded Hardware + Software Platform + Applications

Fast Time-to-Market

Clear-cut Costs

Reduced Operational Risk

Flexible & Open Source System

Data Monetization

Value for Clients and their Customer Base

Cloud data transfer on the cloud

Data orchestration

Artificial Intelligence

Real time output in real time

Continuous support for customers’ business

Full Intelligence of Things Architecture

Edge Computing

Integrated systems, boards, modules, HMIs and payment solutions

Embedded Hardware + Software Platform + Applications

Value for Clients and their Customer Base

Endless ways to the future
SECO EDGE  EDGE COMPUTING SYSTEMS AND HMI

Our Solutions

Custom solutions
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 Systems & IoT Telemetry
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

SMART DEVICES
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

**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

Endless ways to the future
VERTICAL APPLICATIONS OF CLEA

How customers can generate higher margins, recurring revenues, better differentiation
New products for Biomedical & Fitness applications:
46 new products overall in 2021

Procurement spending on domestic suppliers in 2021

Quality mgmt. ISO 9001:2015
Medical ISO 13485:2016
Inform. security ISO27001:2015
Aerospace & Defense

SUSTAINED COMMITMENT TO CORPORATE SOCIAL RESPONSIBILITY

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

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

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

Procurement spending on domestic suppliers in 2021
52.4%
Discover more about SECO
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
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

COFFEE Applications

FITNESS Applications

MEDICAL Applications
SECO NEXT

CONTINUOUS INNOVATION

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

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

Flexibility
Technology integration and customization | Product Mix

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
Thank you