

Corporate Presentation



27-09-2023

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

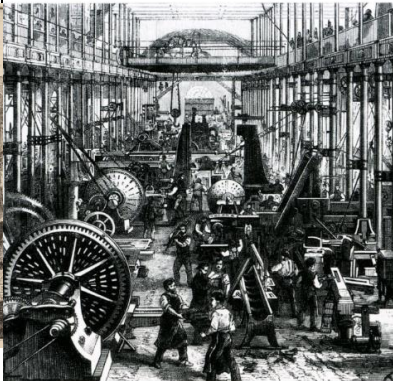
Connected by 2024
(2020-24 **CAGR +15%**)

>€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



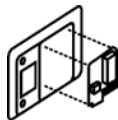
~8-10%
of revenue invested in
R&D every year



Global presence with
10 R&D centers
5 production plants



€ 200M
2022 FY 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.



Endless ways to the future

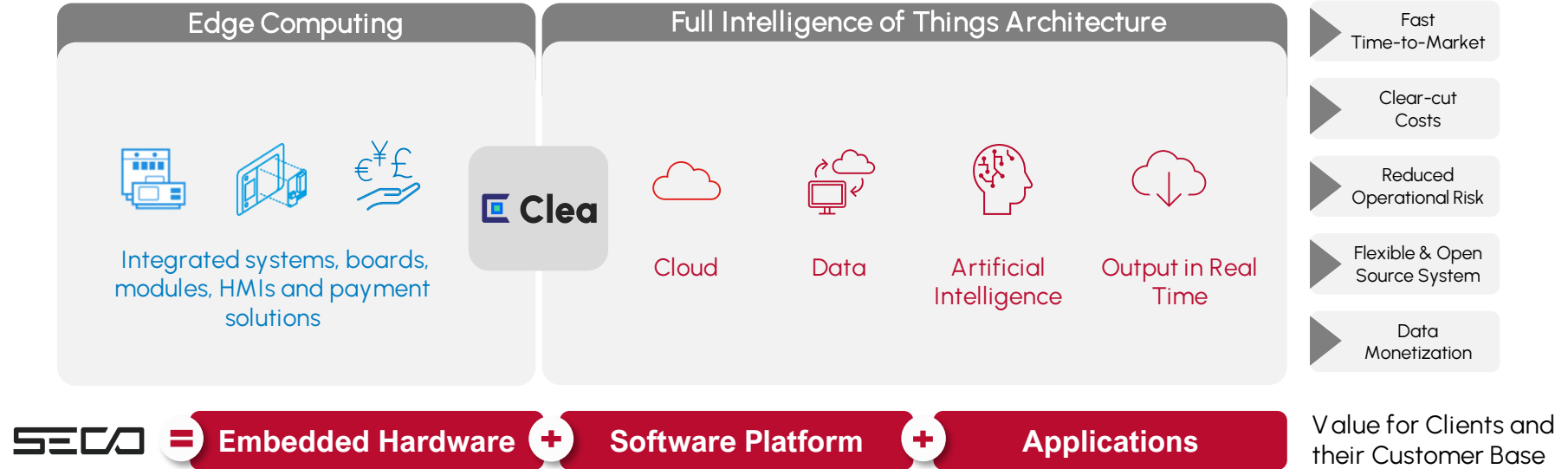
Solutions for tomorrow

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 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

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

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

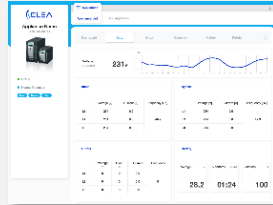


Fault Detection & Machine Downtime Reduction

AI Smart Refill

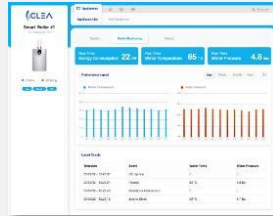
[Landing Page](#)

Clea UPS Apps



UPS Management

Clea Boiler Apps

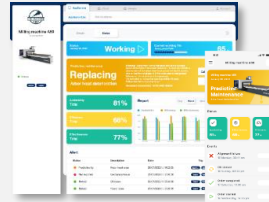


Boiler Predictive Maintenance

Clea for Industrial Apps

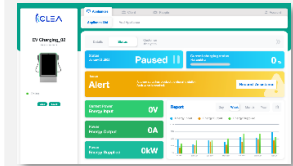
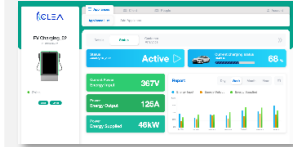


AI Remote Assistant



Predictive Maintenance

Clea AI EV charging station Apps



AI Remote And Predictive Assistant

CMS for Digital Signage

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Vertical applications of Clea

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

Clea Fitness Apps



Smart Dumbbell



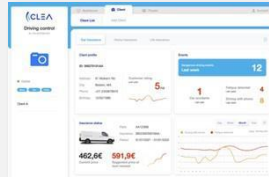
Exercise Recognition & AI Personal Trainer

Clea healthcare Apps



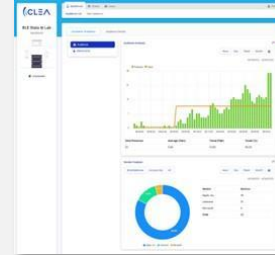
AI Tooth Cavity Detection App

Clea Automotive Apps



AI Driver concentration App

Clea for Smart cities Apps

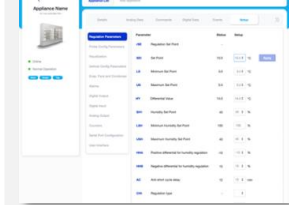


BLE Audience Analysis



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



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



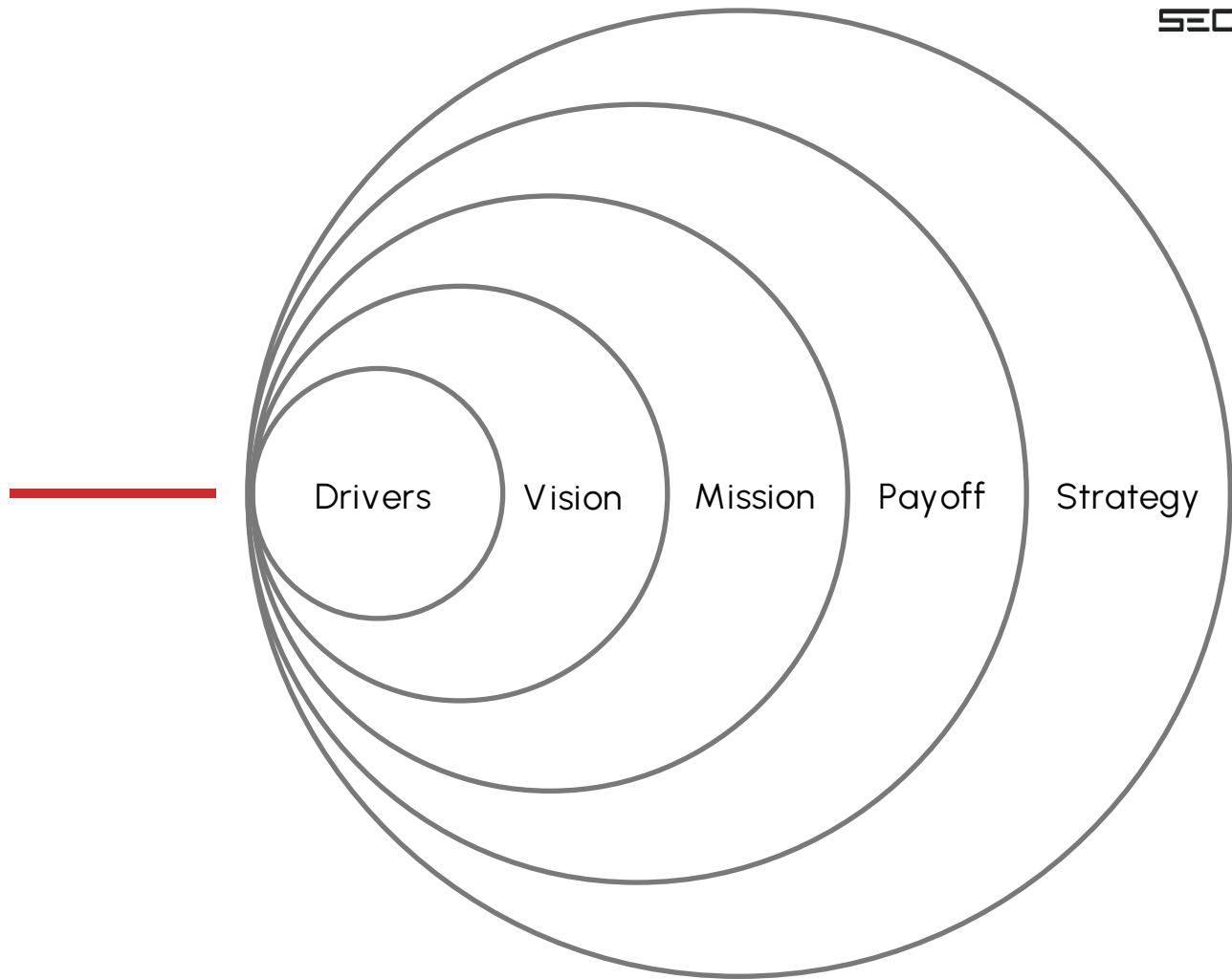
-11,5%

CO2 Emission intensity
reduction in 2022 vs. 2021

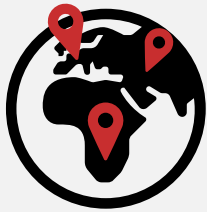
Discover more about SECO



SECO Essence

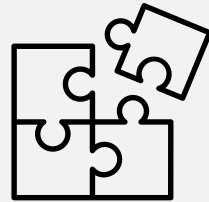


Drivers



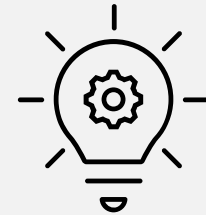
Powered by People

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.

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

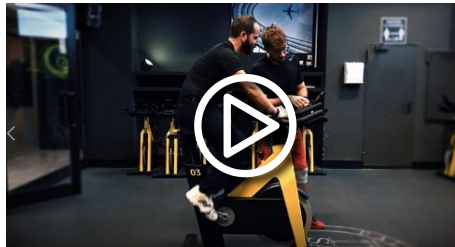
Clea is a one-stop shop for all the AI and IoT needs of your company. Relying on Clea and SECO as your main supplier means not only reducing project costs and risks but also one single, dedicated, support infrastructure.



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

Time-to-market Reduction

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

Lifetime Support

Enabling our customers' digital transformation

Flexibility

Technology integration and customization | Product Mix



In-House Manufacturing

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

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



Discoverer SECO

COMPANY OVERVIEW

FULL VIDEO
R&D & MANUFACTURING

Thank you

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