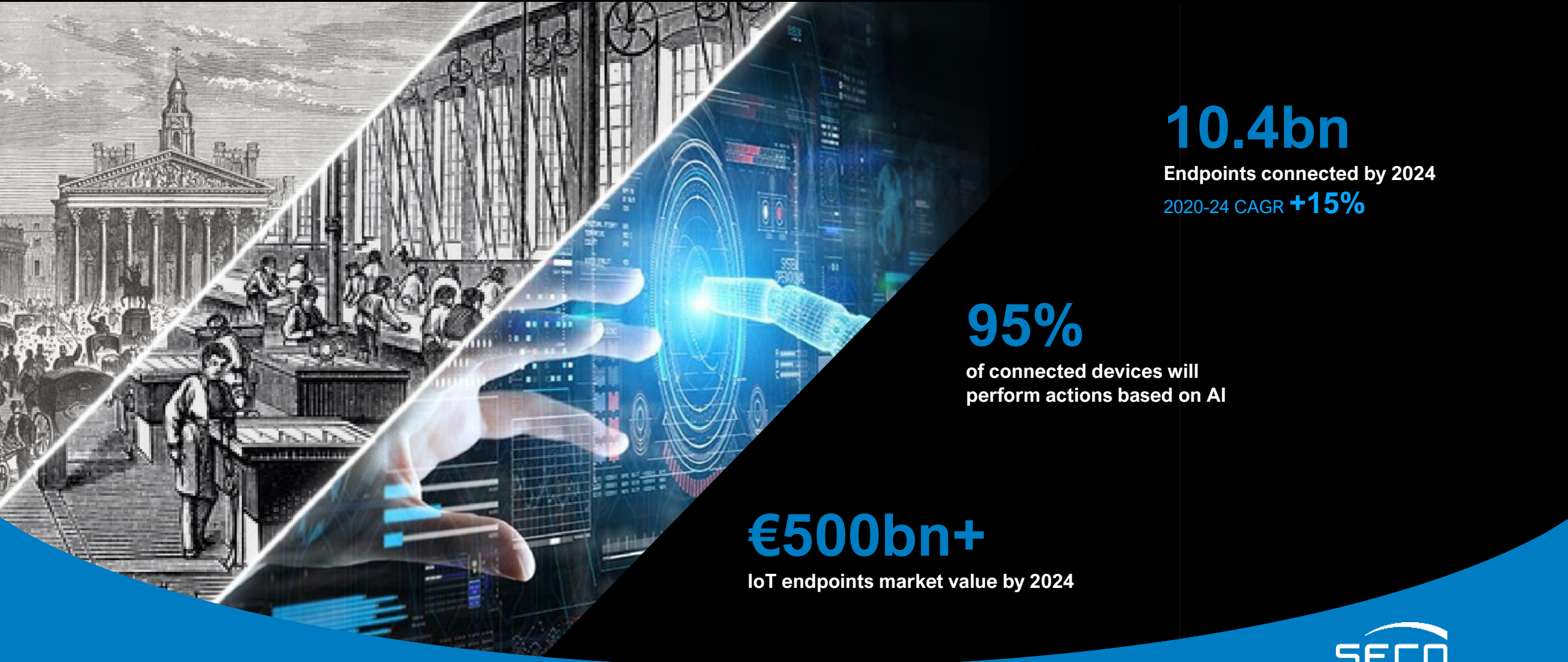


WE ARE LIVING THE AGE OF A DIGITAL REVOLUTION...



10.4bn

Endpoints connected by 2024

2020-24 CAGR **+15%**

95%

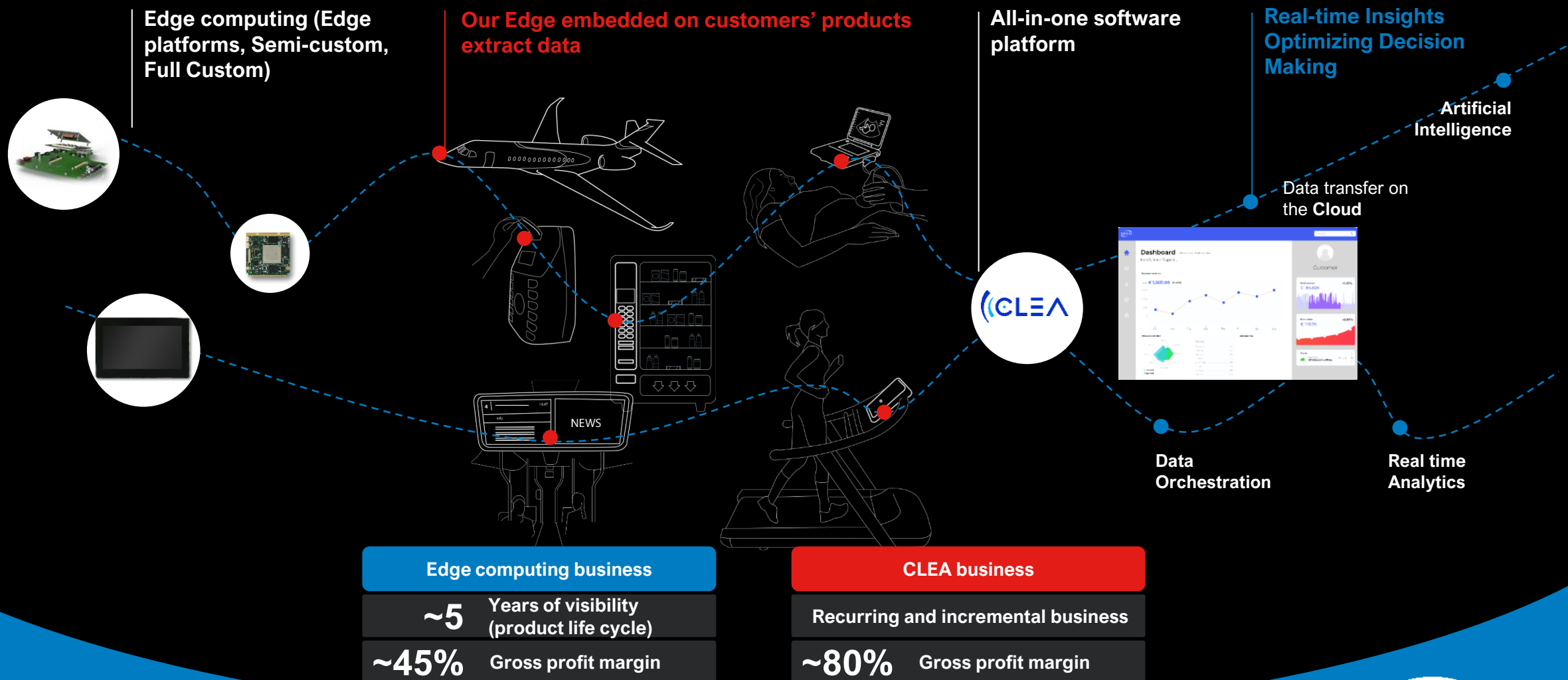
of connected devices will
perform actions based on AI

€500bn+

IoT endpoints market value by 2024



...WHERE IoT AND AI WILL PERVADE EVERY ASPECT OF OUR LIVES



WE WANT TO LEAD THE NEXT FRONTIER OF INNOVATION

What we see today at our fingertips...



...is just what will happen in the B2B world...



...which SECO will address with an App store with AI applications



HIGH-GROWTH, PROFITABLE STORY AT THE HEART OF A DISRUPTIVE SECTOR

An innovative player in a fast-growing market



European leader in the IoT-AI Industry, top 3 ranked worldwide. **High tech group** with a **strong international presence**

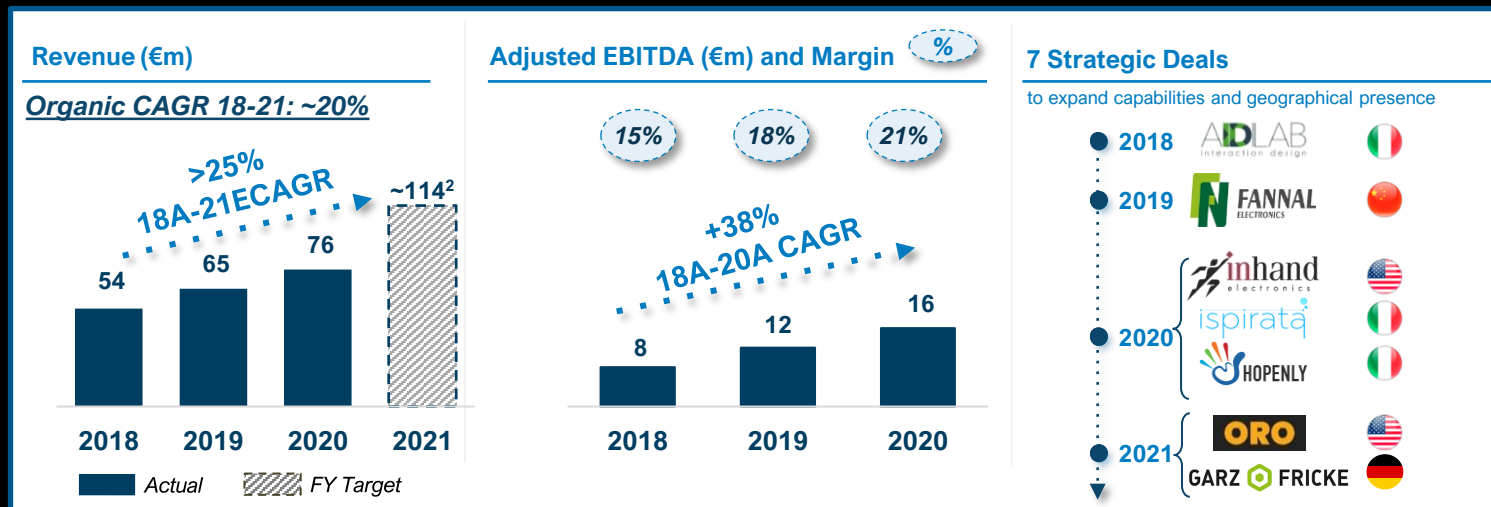


SECO designs and manufactures **embedded systems and IoT-AI solutions**: from single microcomputers to integrated, ready-to-use custom edge systems; from simple IoT components to all-in-one Industrial IoT-AI end-to-end solutions

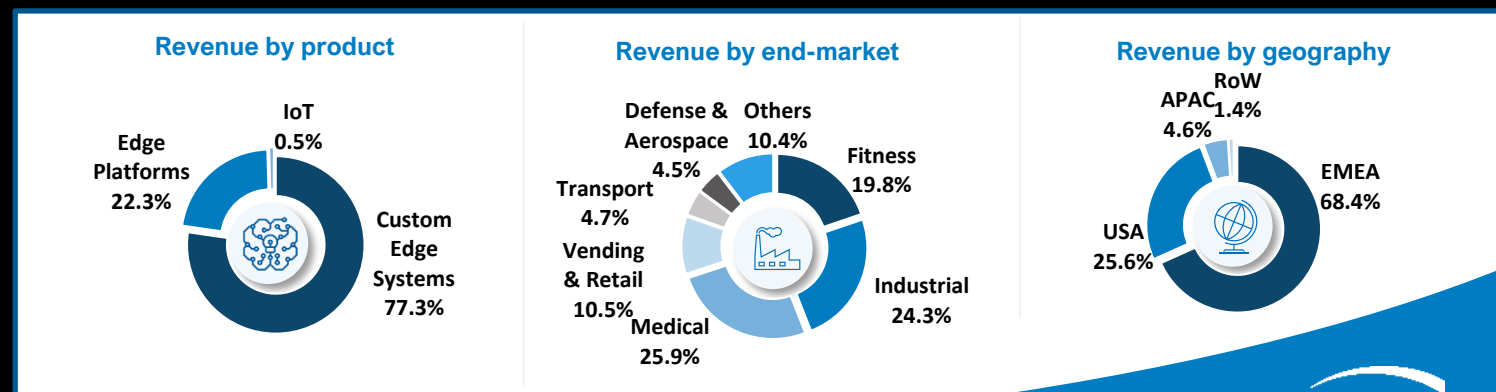
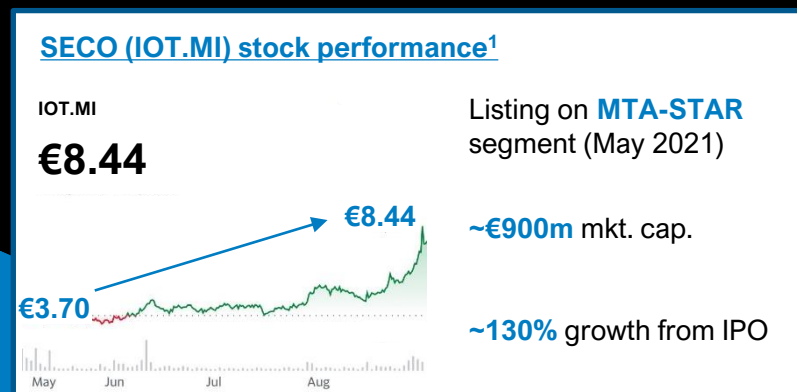


Strong expertise and presence in **a multitude of verticals**, thus boasting **strong growth potential** with **low sensitivity to macroeconomic cycles**

Impressive Track Record of Profitable Organic Growth...



Diversified Across Every Dimension (Revenue 2020A)








¹ Source: Yahoo Finance – November 12, 2021 – Closing price

² Official guidance on Total revenue and operating income; ~€145m pro-forma including Garz & Fricke figures

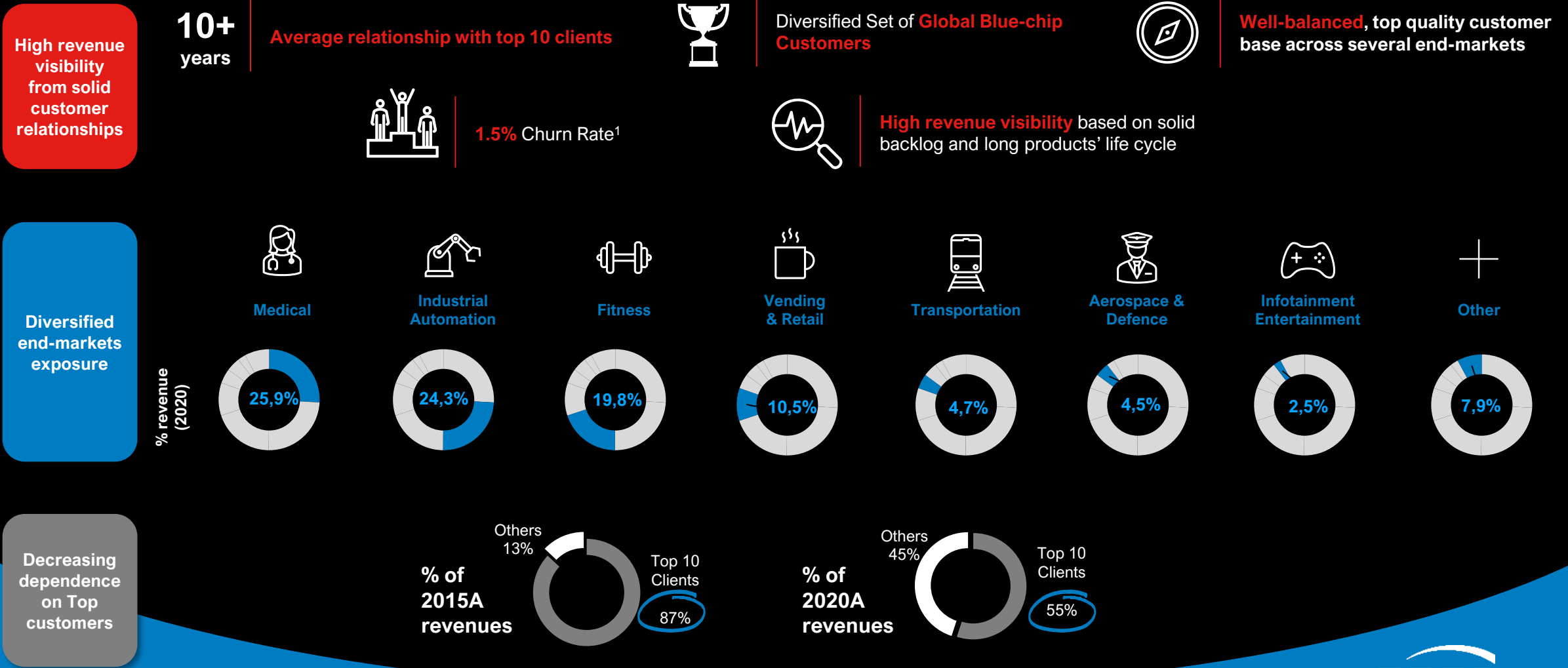
SECO's POSITIONING

UNIQUE TECHNOLOGIES AND END-TO-END OFFERING vs. COMPETITORS

Players	IoT Endpoints				IoT Platform						SECO Differentiating Factors
	In-house HW Production	Hardware Integration	Board & Modules	System	In-House IoT Suite	Team Machine Learning	Customisation	Pay-per-use Revenue Model	Open Source Strategy	AI Offering	
	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	 <i>In-house system technology and end-to-end software suite</i>
Competitor 1	✓	✓	✓	✓	✓			✓			
Competitor 2	✓		✓	✓							 <i>Full integration and customisation capabilities</i>
Competitor 3					✓	✓		✓		✓	
Competitor 4		✓	✓	✓							 <i>Pay-per-use Revenue Model</i>
Competitor 5			✓	✓	✓				✓		
Competitor 6					✓		✓	✓			
Competitor 7					✓		✓		✓		 <i>Full product accountability</i>



TRUSTED HIGH TECH PARTNER FOR INNOVATION: LONG-LASTING CUSTOMER RELATIONSHIPS

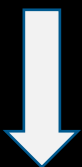


Notes: (1) Computed as the percentage, on 2018A revenue, of any of the Top 50 clients not generating revenue in either 2019 or 2020
SECO® - Strictly private and confidential

ENABLING OUR CUSTOMERS TO CUT DEVELOPMENT COSTS AND TIME TO MARKET

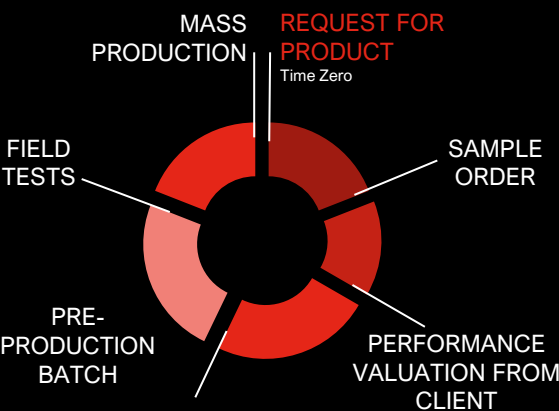
RECENT DESIGN WINS WILL TRANSLATE INTO REVENUE AFTER 5/18 MONTHS DEPENDING ON PRODUCTS' TYPOLOGY

20+
Design wins in the last
3 years



Strong mid-term
revenue visibility

Products based on
off-the-shelf solutions
~ 5-7 months

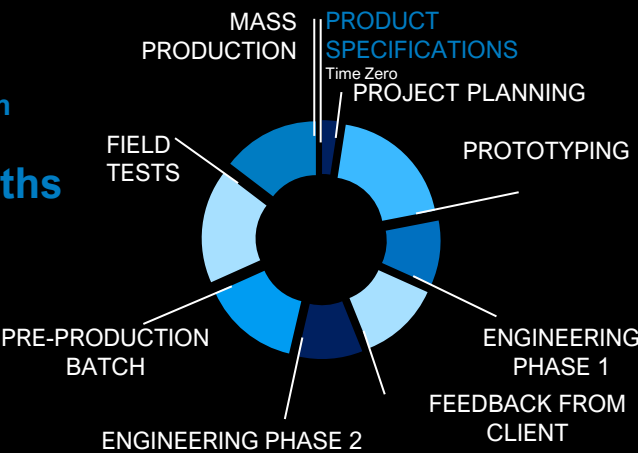


High success **developing custom products** along with customers thanks to a rigorous planning of activities



Continuous interaction with customers from design to manufacturing

Products based on
custom solutions
~ 12-18 months



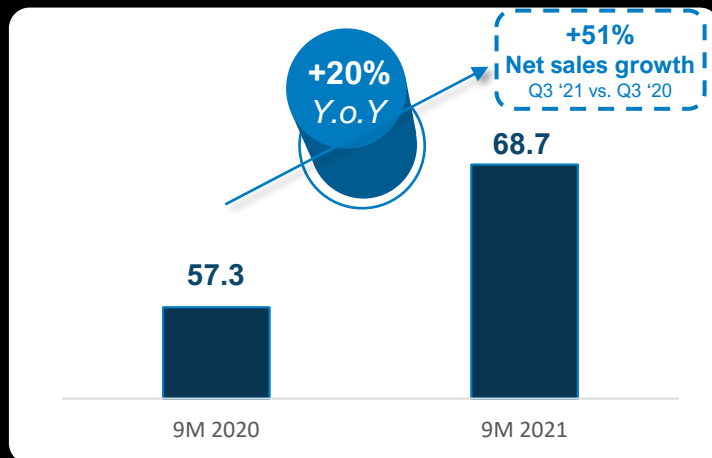
Dedicated software services tailored on customers' needs fully entrenched within product development and production process



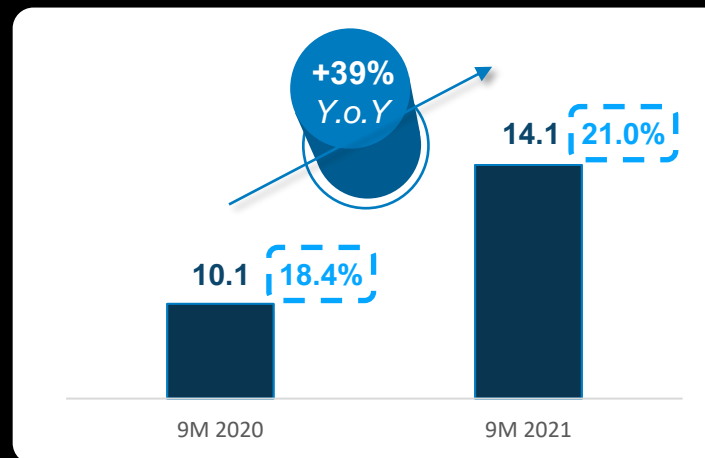
2021 YTD FINANCIALS

STRONG GROWTH AND PROFITABILITY IMPROVEMENT

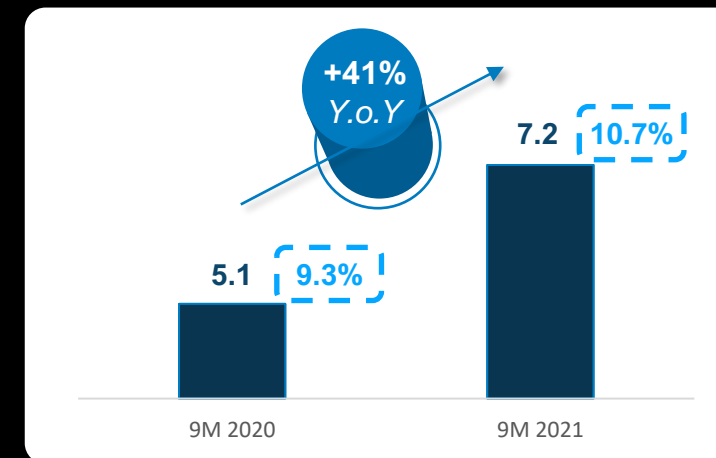
Total Revenue¹ (€m)



Adj. EBITDA (€m)



Adj. Net Income (€m)



= % of sales

**FY 2021
outlook**

€114m
(+43% vs. FY 2020)
FY 2021 Total revenues guidance

€114.5m
Order backlog
as of October 31, 2021

+121%
Order backlog growth rate
(October 2021 vs October 2020)

Notes: (1) Revenue from sales and other operating income.

SUSTAINED COMMITMENT TO CORPORATE SOCIAL RESPONSIBILITY



Environment
ISO 14001:2015



Quality mgmt.
ISO 9001:2015



Medical
ISO 13485:2016



Inform. security
ISO 27001:2015



Aerospace &
Defense



SUSTAINABILITY REPORT 2020



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



5 New products for Biomedical & Fitness applications: 20+ new products overall in 2020



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



13 Suppliers certified according to ESG criteria: certification process started in 2020



ZERO-CODE AI

Enabling the world to a common language

