

# Key takeaways from 2023 YTD

## Sustained organic growth path continuing



- **H1 2023:** Net sales at **€111.9m**, **+19%** organically vs. H1 2022
- CLEA business at **€10.8m** in H1 2023 (**10%** of sales), **+12%** vs. H1 2022
- **Growth distributed** across **geographical areas** and **verticals**

## Gross margin improvement



- Components' market **back to normal**, with margins progressively improving to pre-shortage levels
- Significant contribution from the CLEA business, with many projects under deployment
- **GPM** incidence at **49.6%** in H1 2023, improving vs. H1 and FY 2022

## Increased profitability



- Adj. EBITDA at **€26.5m** in H1 2023
- **23.7%** of sales, **+32%** vs. H1 2022
- Adj. Net Income at **€12.6m**, **+46%** vs. H1 2022

## 2023-24 outlook



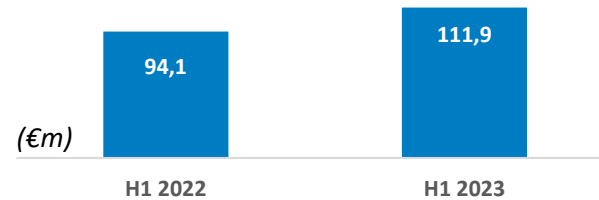
- Despite the effects of a global economic slowdown, the **organic growth trend** is expected to **continue** thanks to the visibility provided by order portfolio, design wins and ongoing negotiations

# H1 2023 Financial Highlights

Continued organic growth trend, with a significant recovery in gross margin compared to 2022 levels

**+19%**

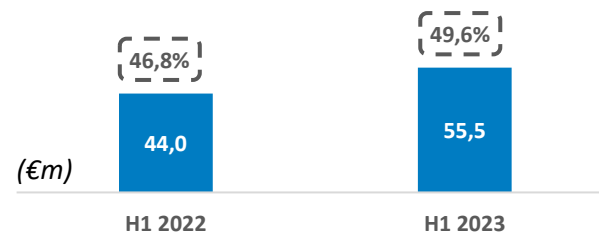
Net sales growth



- Edge computing business growing at **+20%** in H1 2023 vs. H1 2022
- CLEA business at **€10.8m** in H1 2023, **+12%** vs. H1 2022
- Growth distributed across EMEA, APAC and USA

**+26%**

Gross margin growth



- Profitability improving in H1 2023 vs. H1 and FY 2022
- Progressively improving components' market and positive CLEA revenue contribution driven a significant margin expansion

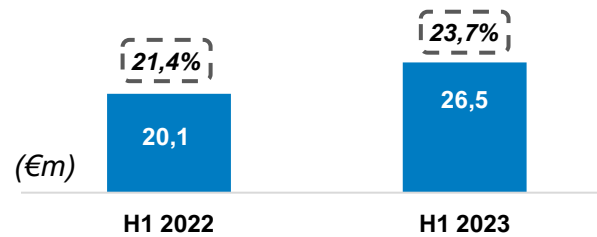
= % of Net sales

# H1 2023 Financial Highlights *(cont'd)*

Sustained growth in profitability, thanks to business expansion and decrease in components' price

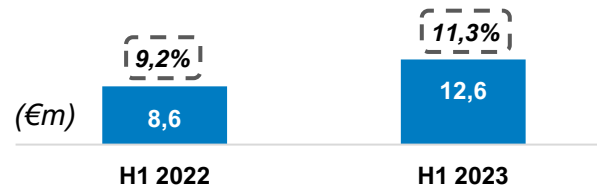
## +32%

Adj. EBITDA growth



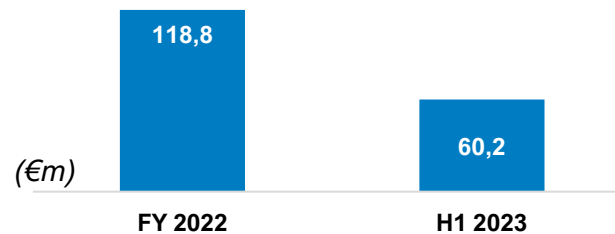
## +46%

Adj. Net Income growth



## €60.2m

Adj. NFP



- **Business growth** allowing for **OPEX control**
- OPEX (% of Net sales)

**30%**  
H1 2022



**29%**  
H1 2023

- D&A: +€3.0m higher vs. H1 2022
- Financial expenses: + €0.6m higher vs. H1 2022, largely due to the increase in market interest rates

- NFP evolution mainly due to a gradual reduction in inventory and a temporary increase in trade receivables from our top customers
- **€65M** capital increase completed in Q2 2023
- Significantly lowered leverage and increased financial flexibility

**2.7x**  
FY 2022



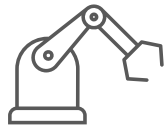
**1.2x**  
LTM H1 2023

--- = % of Net sales

# Strategy update



SECO's new brand identity



Redefining the Industrial world thanks to AI



A modular offering for a complete proposition

September 27, 2023 – Launch of the **new website**

Data analytics



UX design



Edge computing



CLEA - IoT platform



StudioX - AI applications



**End-to-end solution**