

SECO presentation

February 2026

SECO

The leading European designer of end-to-end industrial solutions



Fast growing, highly profitable and at the heart of a structural shift

45+

Years of experience

800+

People of which 30%+ in R&D

5

Production Plants

9

R&D centers with 7-10% of revenue invested in R&D every year

1M+

Devices manufactured in 2025

Our production plants



Arezzo



Hamburg



Hangzhou



Wuppertal



Tregozzano

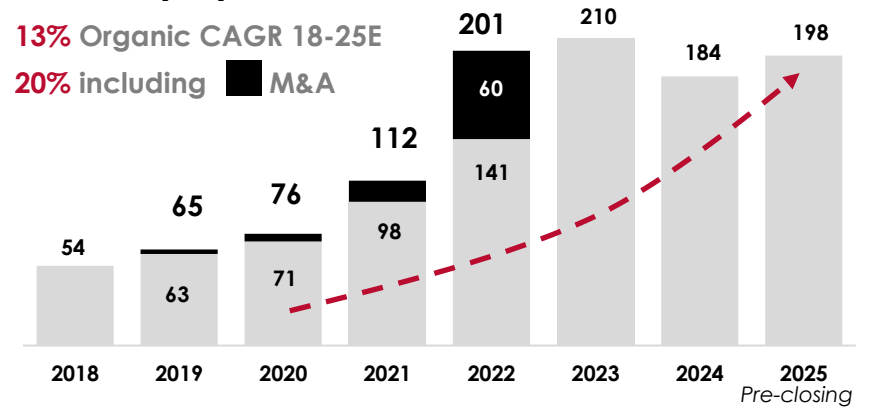


Monte S. Savino

Revenue (€m)¹

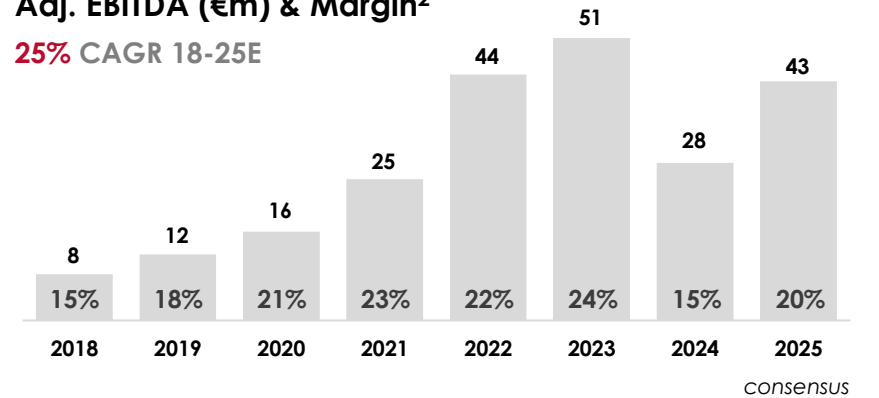
13% Organic CAGR 18-25E

20% including M&A



Adj. EBITDA (€m) & Margin²

25% CAGR 18-25E



^{1 2} For informational purposes only, 2025E figures reflect the consensus average – data as of January 26 and do not incorporate FX effects. The Company does not provide any guidance on Adj. EBITDA

Edge AI: Intelligent Experiences and Adaptive Systems



Just as the Internet reshaped communication and access to information in the early 2000s, AI is now transforming the digital landscape - enabling new ways to interact, decide, and create value through:

Augmented User Experience

Faster, more intuitive, immersive human-machine interactions

Data Monetization

Real-time decision-making to unlock business value

New Functionalities

Smart automation and process optimization



SECO: provider of end-to-end solutions



A fully integrated offering to reduce complexity and speed up AI adoption



Unique E2E offering

HMI + Clea platform + AI: complete solutions to maximize our tech investments



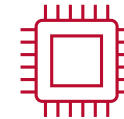
Reference Edge-AI platform for main Silicon vendors

Seen as the ideal go-to AI evaluation kit by our chipmaker partners



Driving AI at the Edge

AI-based with an intuitive UX, to accelerate AI deployment in industrial application



Fast Time-to-Market

Modular & scalable platform, to deliver custom HMI in just 3 months

Edge computing – A comprehensive product offering



Modules / SOM



- Stand-alone solutions
- Rapid & scalable prototyping

SBCs



- System integration ready
- Small design investment

Embedded PCs



- Fanless boxed applications
- Built for Industrial use cases

Payment



- Integrated tap to pay modules
- Telemetry functionalities

HMI



- High Brightness touch displays
- Integrated boards

Decades of technological partnerships across verticals



A mission-critical, European supplier for OEMs



By driving our clients' success, we grow with them and create tangible value from innovation



Silicon Vendors, Supply Chain and production/assembly between Europe and USA



Case Study
Our 25+ years
relationships with
werfen



Decades of technological partnerships across verticals



Compliance to new EU regulations for Cybersecurity



If a device connects, it must comply – Clea is ready, and will benefit from higher adoption

EU Cybersecurity regulations (CRA & RED)

From 2025, connected products must meet strict security requirements to obtain CE marking and access the EU market



Secure-by-design architecture



Ongoing vulnerability management



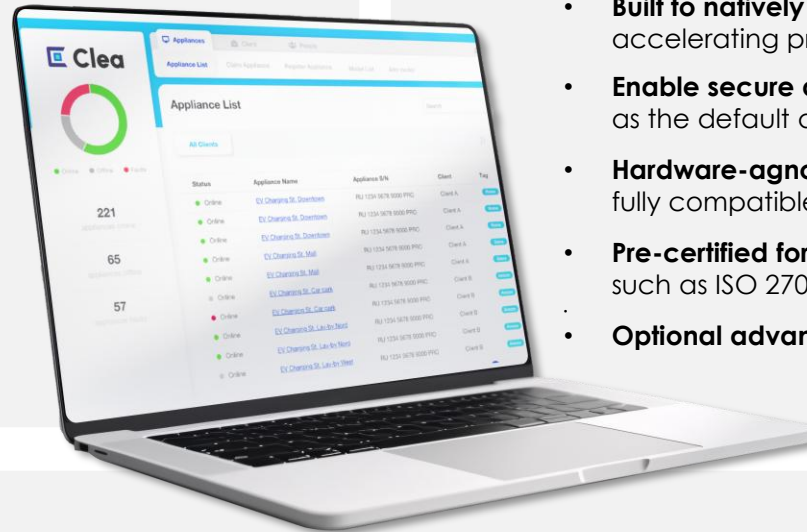
Lifecycle Security updates



Conformity assessments for critical products (third-party audits)



Tech doc including Software Bill of Materials (SBOM)



Compliance made simple



- **Built to natively meet CRA and RED requirements** accelerating product certification and reducing regulatory risk
- **Enable secure and timely updates with Clea OS** as the default deployment tool
- **Hardware-agnostic** fully compatible with SECO and 3rd-party devices
- **Pre-certified for standards** such as ISO 27001, IEC 62443, and EN 18031
- **Optional advanced threat detection** powered by exein

Business impact



Clea becomes **customers' natural choice** by **lowering certification complexity & costs** with shorter time-to-market

OEMs



- **Cyber needs accelerate adoption**
- **Recurring revenues** from extended support & cybersecurity
- **Upsell opportunities** for the full Clea software & services framework

Long-lasting relationships with Top-tier customers



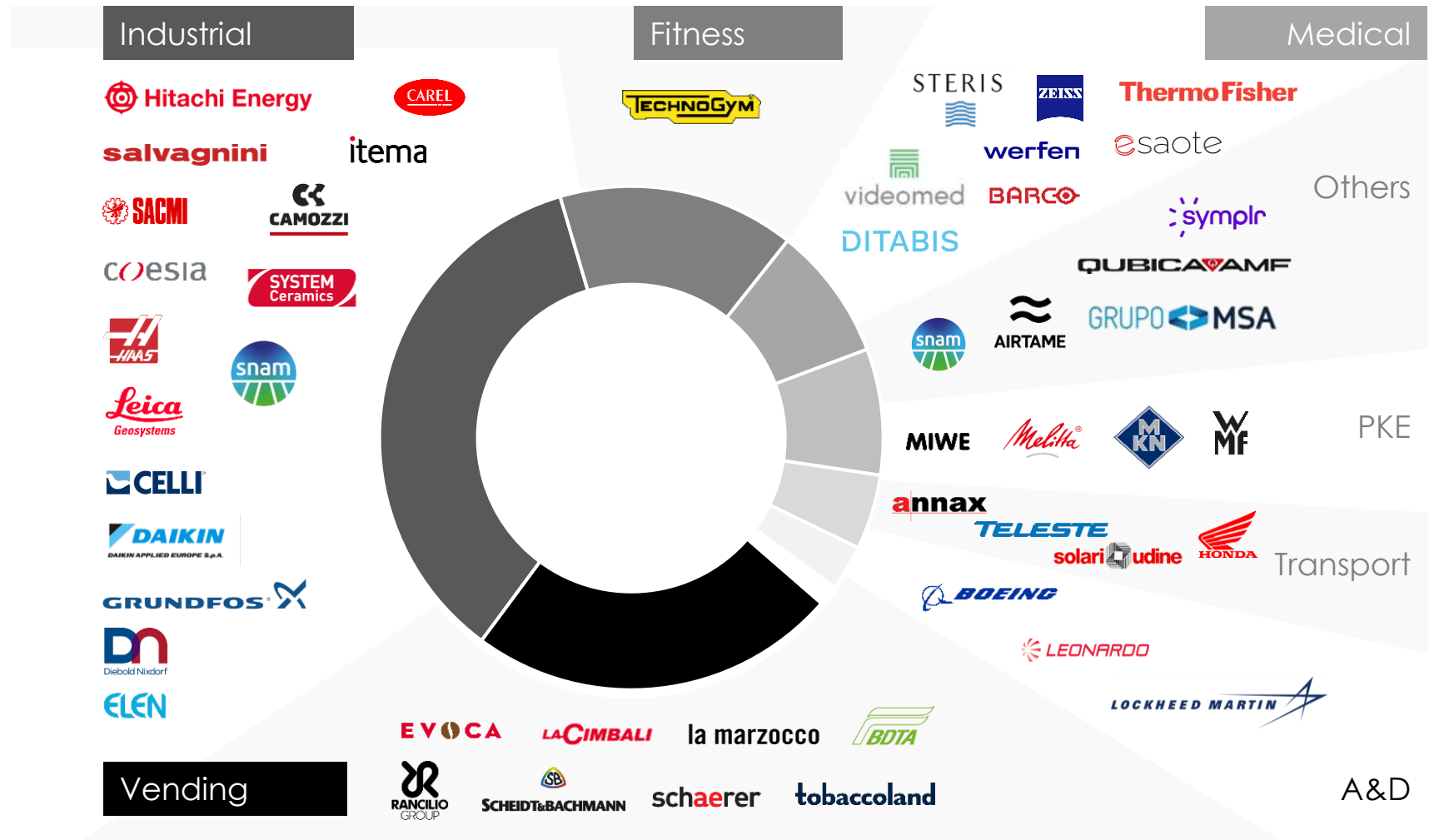
20 years+
relationship with Top3



~3%
Churn rate



Top10 concentration
<70% (2018) to
~45% (2025)



Our R&D skills and organization



15
New products launched
in 2025 YTD

47
Projects currently in
execution

6
Ongoing Early Access
Programs



Co-operating with global silicon vendors



High-end approach to development,
verification, certification

Capability to integrate several,
very different technologies

A fast track to
mass production

~5-7 months
Off-the-shelf solutions

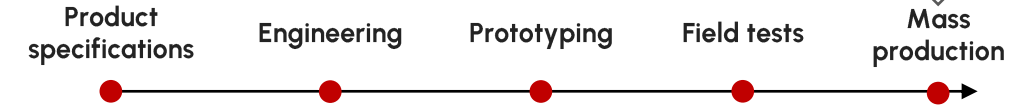
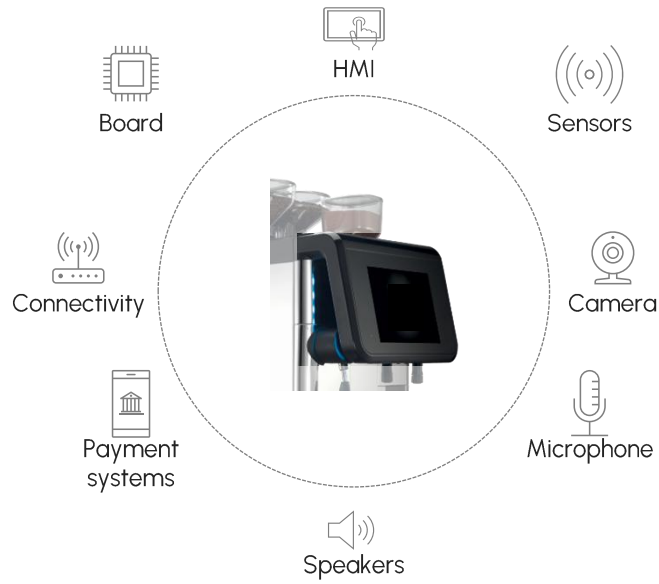
~12-18 months
Custom solutions



Co-development
Partnering with your R&D



Interoperability




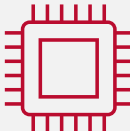


Products testing right from the prototyping stage to prevent losses of quality and inefficiencies

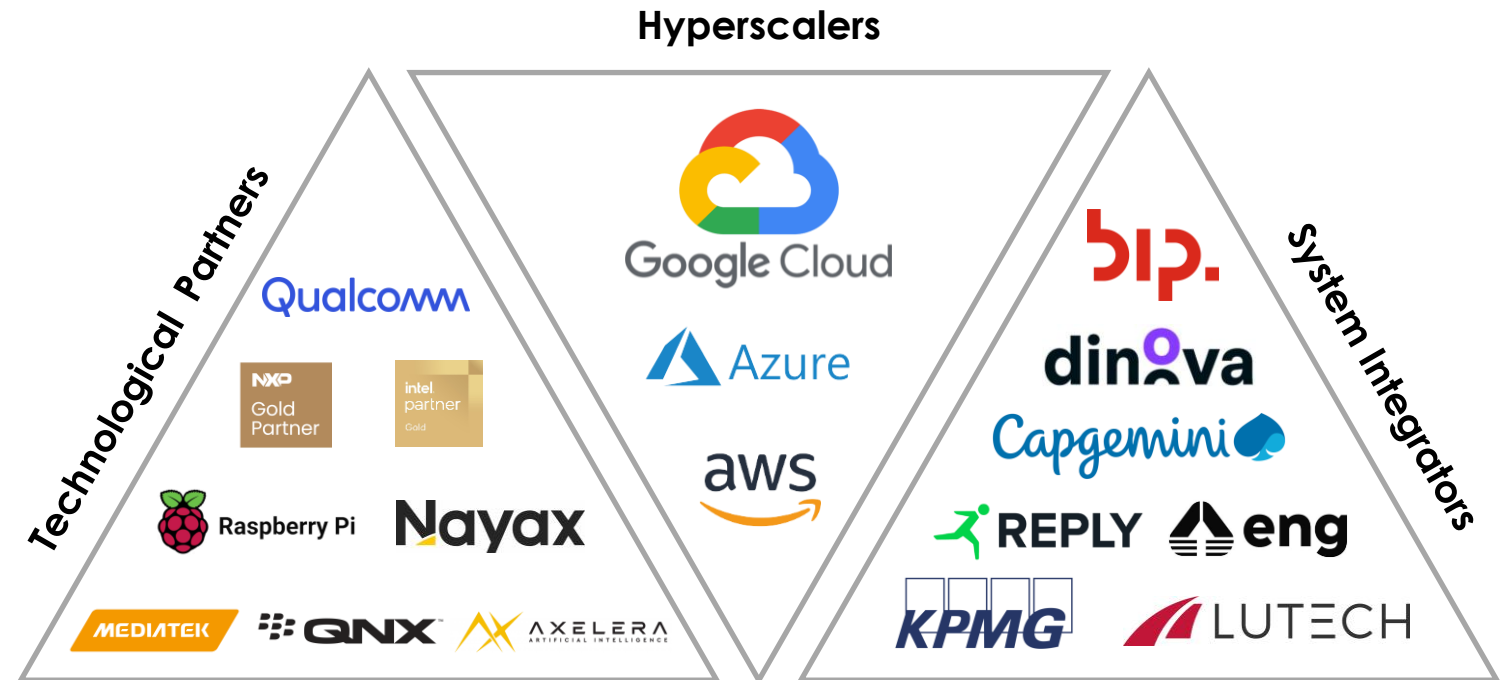
Building **plug-and-play solutions**, ready to pass any vertical-specific certification step

Continuously expanding our Ecosystem



Strengthening an existing group of industry-leading partners with a clear strategy to fuel creativity & boosting growth amongst 3rd party users

-  Expanding **top-tier tech partnerships**
-  Access to **advanced technologies**
-  Being on-board for **tech integration projects**
-  **Joint go-to-market strategies**



Partnering with customers for scalable modularity

We enable deep modularity across design layers, accelerating synergy & platform commonality across a diverse range of product lines

Off-the-shelf Products

SBCs & Modules



Payment Systems



Fanless embedded computers, HMIs



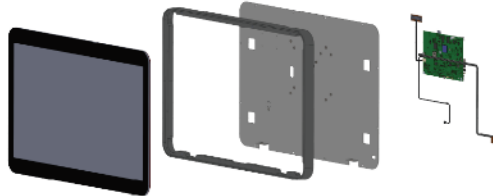
Full offering of single board computers, modules, devices, gateways and payment solutions

Semi-custom Edge Systems

Custom carrier boards + modular solutions



Modular HMIs



With the combination of standard embedded products, semi-custom products include tailored accessories or electronics for the specific application

Full Custom Edge Systems



From the design (with intellectual property) to the engineering and manufacturing of the whole system based on customer's needs

Operations: a flexible and scalable business model

Key enablers



Full Supply Chain control



Worldwide production and purchasing



Local, lifetime technical support



Flexibility for fast time-to-market



Enhanced quality

How do we do it?

Efficiency and flexibility through a modular production model



In-house manufacturing



Outsourcing

Cross-functional core team involved in the product industrialization



Manufacturing



Purchasing



R&D

Sales & Operations Planning process on a monthly basis



Sales



Production Planning



Finance

Based on lean manufacturing principles

Procurement



Printing



Pick And Place



Welding



Automated Optical Inspection



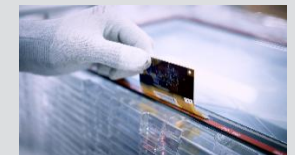
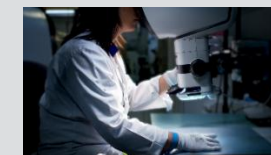
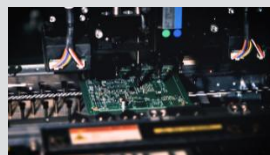
System Integration



Quality Control



Shipping



Empowering Sustainable Business Through Innovation



Certifications

ISO 9001/ UNI EN ISO 9001:2015

SECO is certified for the construction, realization and related technical assistance of electronic boards and embedded systems.



EN ISO 13485:2016

SECO is certified for the production and after-sales technical servicing of sub-assemblies of electronic boards and systems intended to be integrated into active medical devices not implantable. Production for third parties, distribution and after-sales technical assistance of pulmonary ventilator devices.



ISO 14001/ UNI EN ISO 14001:2015

SECO is certified for the design, manufacturing and servicing of embedded computer solutions and electronic systems by SMT-THT soldering, conformal coating and assembling processes.



UNI EN ISO/ IEC 27001:2017

SECO is certified for IT and physical infrastructure management to support the design, production and assistance of embedded electronic boards and systems.



ISO 45001:2018

SECO's Health & Safety management system is certified for its activity of design, manufacturing and servicing of embedded computer solutions and electronic systems.



Aerospace & Defense

SECO USA maintains a Commercial and Government Entity (CAGE) code of 8Z220 and is ITAR registered. We offer AS9100 and ISO 9001-compliant production facilities in the US and Europe, as required.



ESG – A key priority for the Group



Rating **confirmed at BBB in April 2025**
(upgraded from BB in 2023)



The score places us at the lower end of the **"Medium Risk"** category (20-30), **as of August 2025**



First rating obtained in August 2025
with a **Bronze medal**



Our experience

More examples of customers and products

SOF Drone Controller



Drone Refueler



MIDS – Flight Data Recorder



Military IPU



Training Systems



Case study

Deck Control Device for aircraft carriers



Customer Requirements

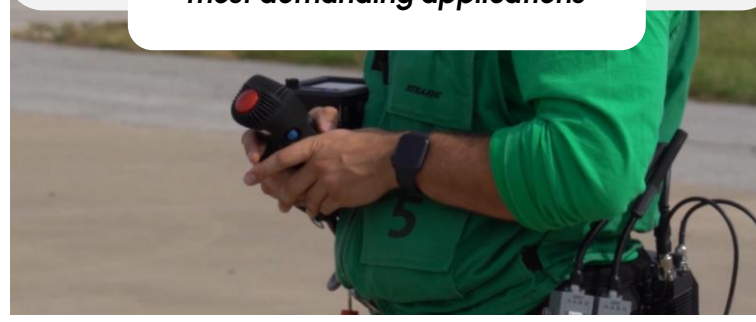
- Flightworthiness specifications compliance (safety critical redundancy, harsh electromagnetic environment operation)
- Rugged device capable of operating in complex conditions
- Simple and user-friendly interface for remote-control
- Compatibility with air vehicle mounted radio devices



Operating on the U.S. Navy's first operational, carrier-based unmanned aircraft refueler

*Custom solution with NXP i.MX6, Microchip PIC24FJ
Specific features and functions for aircraft carrier-based vehicles*

Handheld, battery-operated heads-up remote-control for the most demanding applications



SECO Winning Points

- ✓ Cross-industry expertise and working in close collaboration with partners
- ✓ Agile process of iterative design to optimize human factors and ergonomics
- ✓ A set of air vehicle mounted radios was ruggedized to meet flightworthiness specifications

[SECO: SECO USA's Deck Control Device Successfully Completes On-Ground MQ-25 Remote Control Demonstration](#)



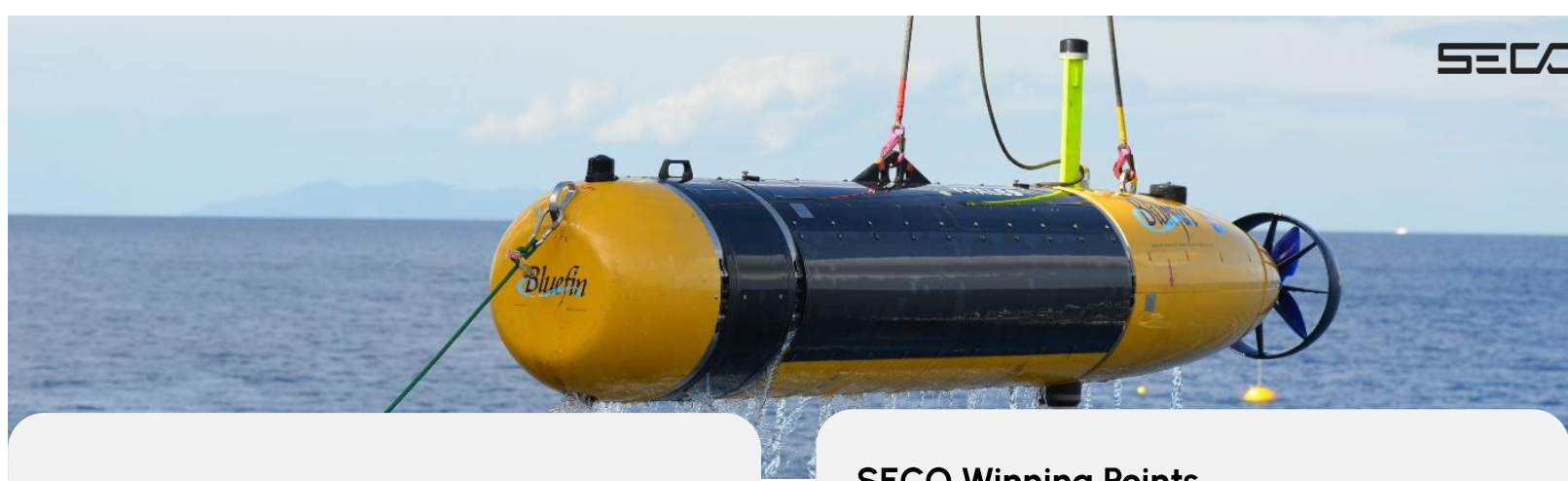
Case study

underwater robots working in real-time

Customer Requirements

Centre for Maritime Research and Experimentation (CMRE), an executive body of NATO's Science and Technology Organization (STO) needs processing systems to be installed in underwater robots working in real-time with:

- High computational power, large data acquisition and storage are needed to enable the project's features.
- Low power consumption and reduced footprint

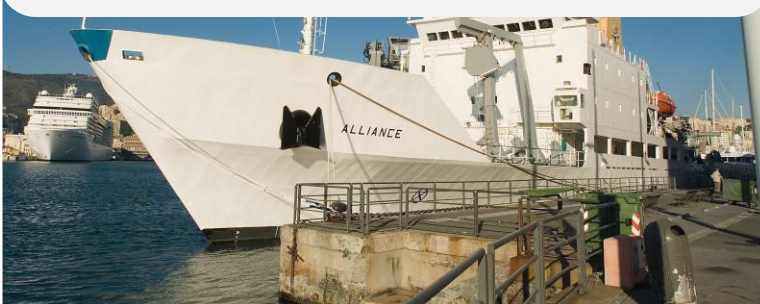


SECO Winning Points

The SECO's Pico ITX Single Board Computers are suitable for integration in underwater vehicles where reliability, reduced footprint, low power consumption and computational power are key factors:

- ✓ Born for the industrial market with native -40 to +85 °C temperature range
- ✓ ECC memory support
- ✓ Broad range of video and native serial connectivity options

Despite its relatively low TRL (Technology Readiness Level), the MUSCLE unmanned vehicle is regularly tested and successfully utilized in operational Mine Countermeasure (MCM) scenarios in which a very quick turnaround time from mission execution to post mission analysis and very short mission to mission downtimes are key factors.



SECO® - strictly private and confidential



Airbus A320 Flight Attendant Panel (FAP)

Design and implementation of the A320 Flight Attendant Panel (FAP) using **SOM-SARC-EHL**, commercial Off-The-Shelf (COTS) components.

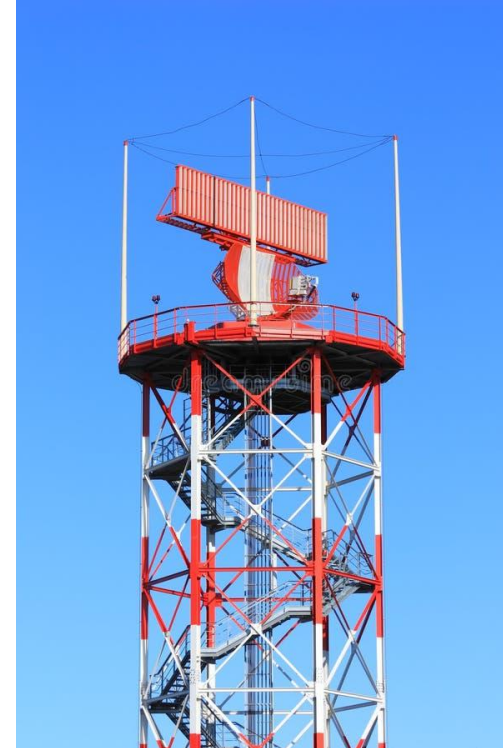
Focus on modularity, long lifecycle support, and high reliability in avionics environments.



Radar system for civil airports

Implementation of a radar system that will be used in civil airports by a strategic European player.

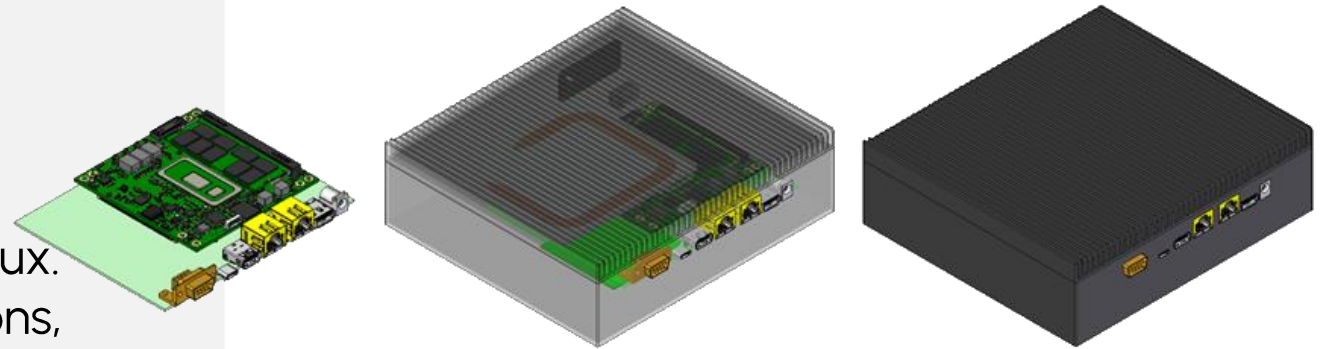
It uses the **SOM-COM-HPC-A-TGL-UP3**, a COM-HPC module based on the 11th Gen Intel® Core™ Tiger Lake processor.



Cifrante

It's a secure and ruggedized embedded computing solution based on **SOM-COMe-CT6-WHL-U** module running Linux. The system is intended for dual-use applications, with a strong emphasis on anti-tampering, rapid boot and shutdown, secure peripheral management, and system integrity.

It's a new generation of high speed multipurpose and programmable IP encryption equipment developed for protecting IP high classified traffic.



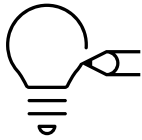
Case study

Integrated Communication Management System



CUSTOMER(s)

Designer and developer of advanced electronic solutions and personal protection devices for the defense, security, and emergency sectors



SECO SOLUTION(s)

SOM-uQ7-BT: μ Qseven Rel. 2.0 Computer on Module with Intel® Atom™ E3800 and Celeron® (Codename: Bay Trail) Processors

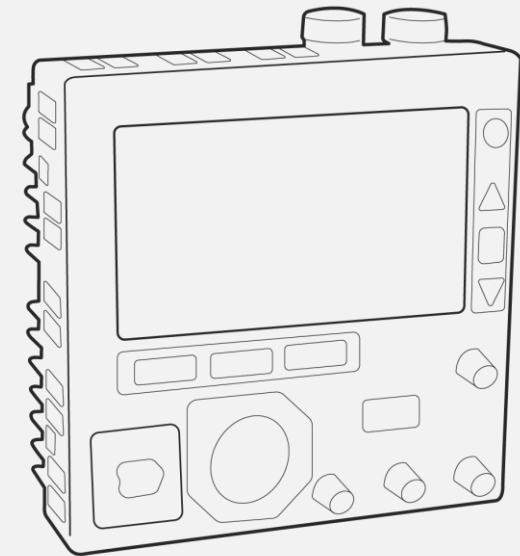


KEY SUCCESS FACTORS

- **Mission-Critical Reliability:** Rugged, fanless design ensuring maximum durability in harsh military and naval environments
- **Tactical High-Visibility HMI:** Sunlight-readable 1000-nit display with glove-ready interface for rapid, error-free operation
- **Standardized Interoperability:** Intel-based architecture and EUROCAE ED-137 compliance for seamless integration into secure VoIP networks



RUTRONIK
ELECTRONICS WORLDWIDE



LARIMART
a LEONARDO company

Thank you

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