



Investor Presentation

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Management Team



Gianmarco Lanza

Chairman & CEO



Marco Ferrari

CFO



Dario Nè

COO



Dario Pennisi

CTO



Gabriele Braga

CSO
Technology & Solutions



Vincenzo Purgatorio

CSO
Industrial Services

FAE Technology Group – At a glance

FAE
TECHNOLOGY

100%

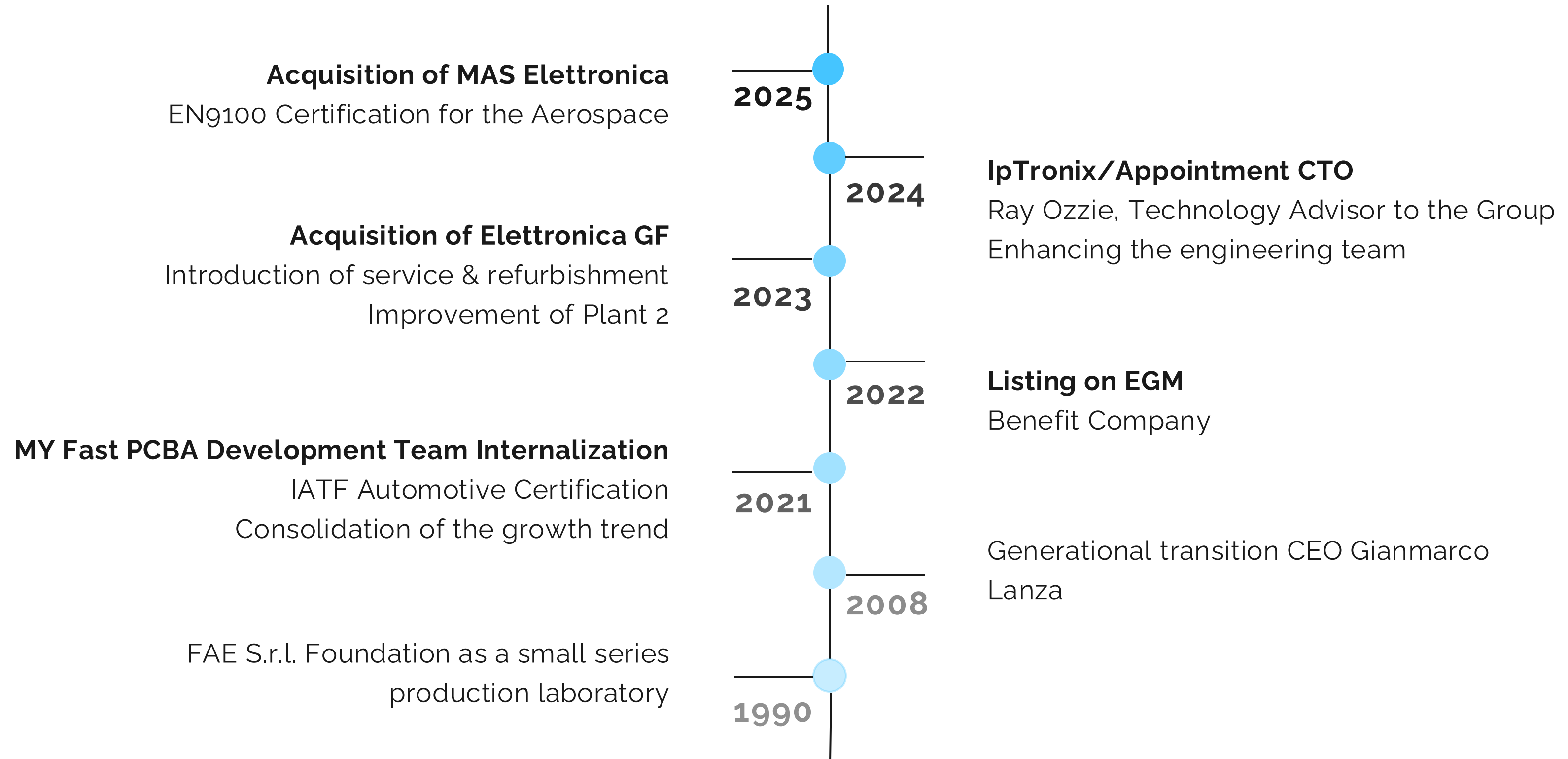
MAS[®]
ELETTRONICA
A FAE TECHNOLOGY COMPANY

ELETTRONICA
GF
A FAE TECHNOLOGY COMPANY

ipTronix
A FAE TECHNOLOGY COMPANY

- _ c260 employees (including Iptronix & MAS)
- _ 76,4 mln Value of Production (proforma)
- _ Fast growing company
- Cutting edge proprietary tech solutions
- European footprint

A story of continuous development

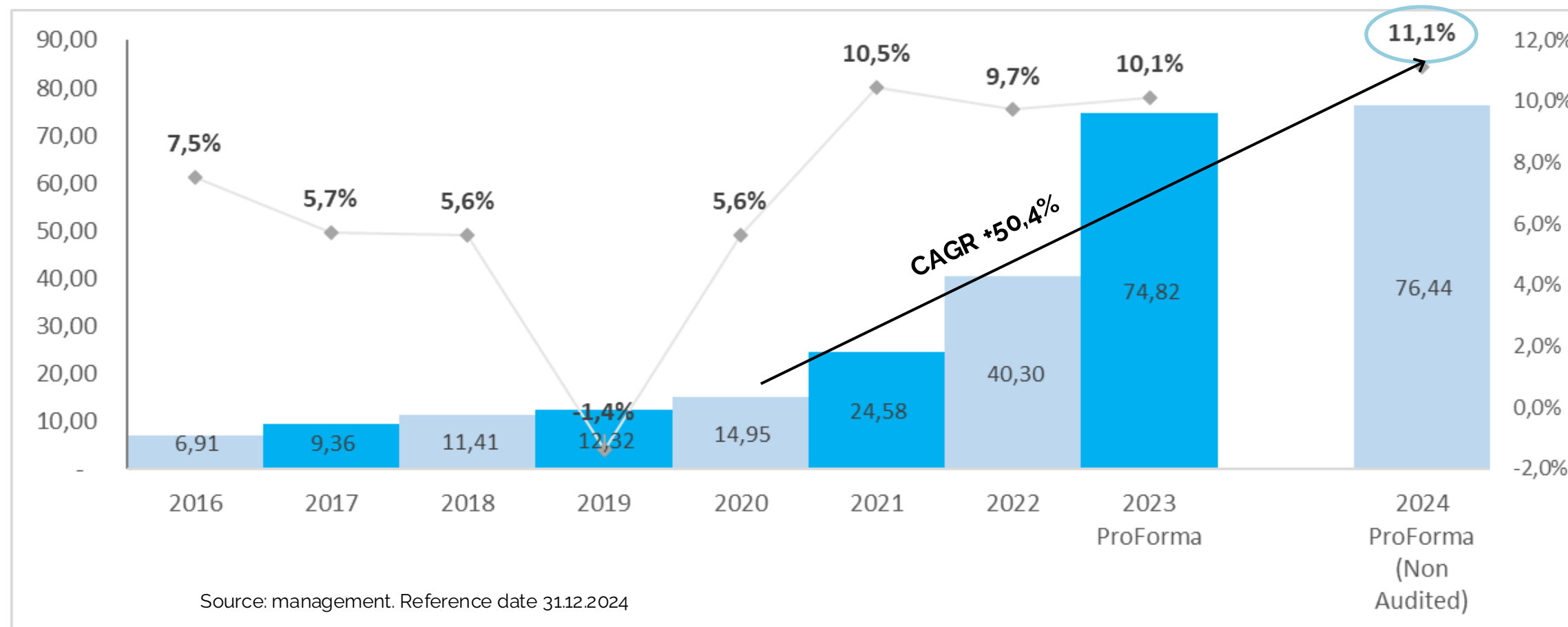


Solid growth trend

F&E Technology has significantly increased its growth trend over the years, in particular thanks to the integration of value-added services (design, engineering and fast prototyping) and an accretive M&A strategy which, together with historical activity, have **improved the offering enabling the fast development of highly innovative solutions.**

Over the last four years the Ebitda margin improved materially along with the sharp increase in revenues, demonstrating the ability to manage a fast growing trend and to exploit the economy of scale.

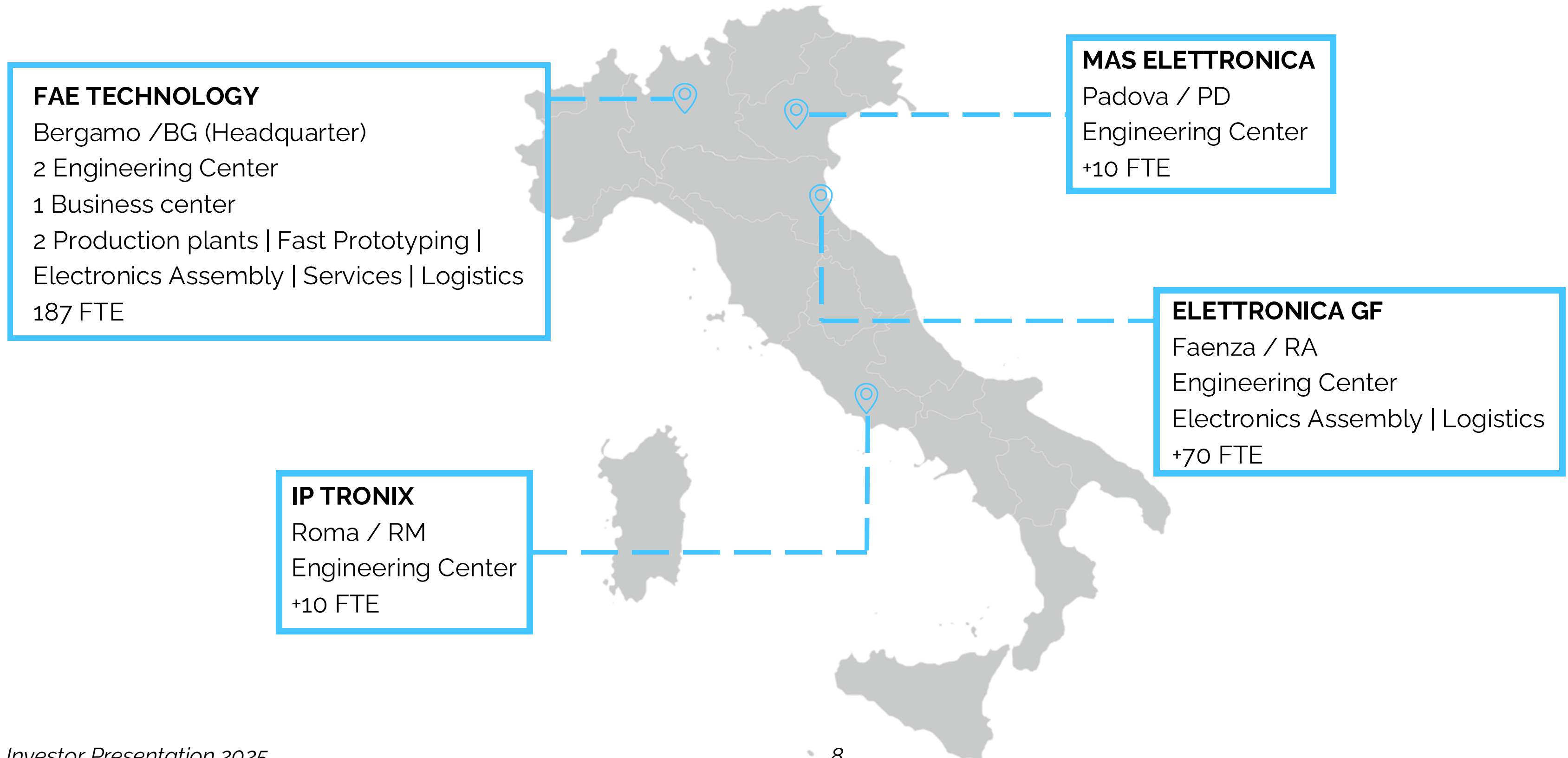
Revenues (Meur) & Ebitda %

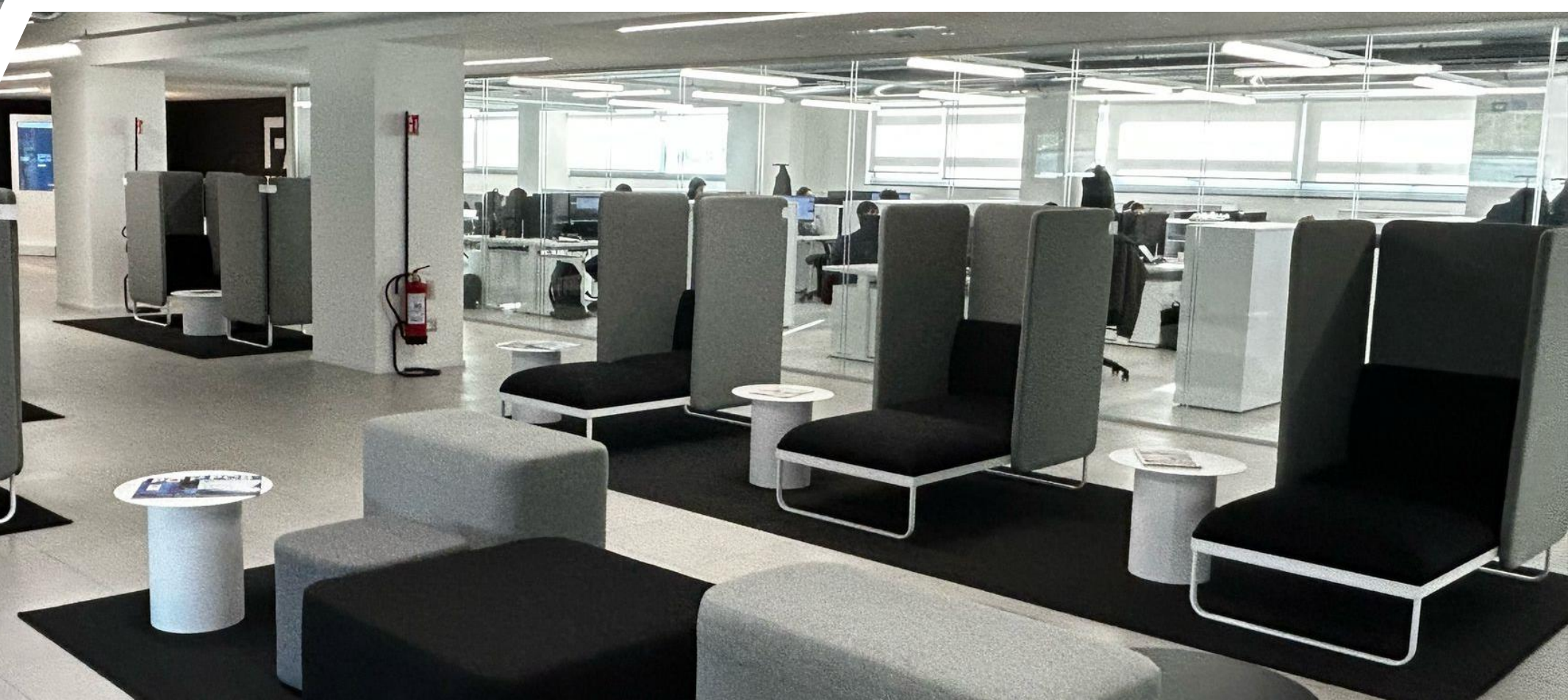


Net Revenues (Meur): 6,83 (FY2016); 9,18 (FY2017); 11,28 (FY2018); 12,20 (FY2019); 14,52 (FY2020); 23,97 (FY2021); 39,41 (FY2022); 60,72 (FY2023 Consolidated); 71,56 (FY2023_ProForma); 71,82 (FY2024 Consolidated); 72,59 (FY2024_ProForma)

2023 ProForma: F&E + EGF
 2024 ProForma: F&E + EGF + IpTronix

Where we are





What we do – At a glance

Technology solutions & proprietary products

- Design Services
 - Embedded Product
 - IoT and custom project based on own technology
 - Cloud Services
-

Industrial services in electronics

- Online fast prototyping services
 - Material Management
 - PCB's and HL assembly
 - Manufacturing services
 - Service & Refurbishment
-

What we do

ENGINEERING

- A team of **50+ experienced R&D engineers**
- Technological research and scouting to **POC design**
- **HW and SW** specifications and design implementation including schematics
- **PCB design**
- **DFM/DFT techniques**, functional test definition and design



FAST PROTOTYPING

- A fully independent and integrated department is capable **to prototype any electronic design** in days, allowing fast and effective application test.
- **2 smt lines** dedicated to prototyping
- **MY Fast PCBA platform**



What we do

INDUSTRIAL SERVICES

A complete suite of **industrial services** allows turn-key manufacturing of any electronic PCBA and system. Latest manufacturing equipment performing most complex processes including:

- **15.000+ sqm** production area
- SMT/THT assembly - **9 lines**
- Conformal coating, potting
- ATE and FTE - custom design
- **Rework and repair** as a service
- **High level assembly** - packaging
- Forward and reverse logistics



SERVICE & REFURBISHMENT

Complete lifecycle management through cloud and smart refurbishment services. A **fully custom-designed software platform** supports device and embedded system SW/HW management, ensuring compliance with the highest security standards, providing:

- Remote control • FOTA • Container management
- Data collection and analytics • Predictive maintenance
- Product traceability

Support for the latest environmental requirements by providing a **smart refurbishment process**, including:

- Field failure analysis and traceability • Product repair and refit
- E-waste disposal

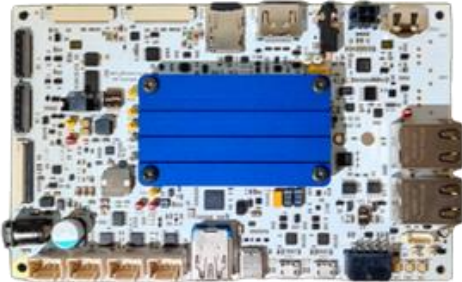


Cutting edge proprietary tech solutions

MODULES



SYSTEMS

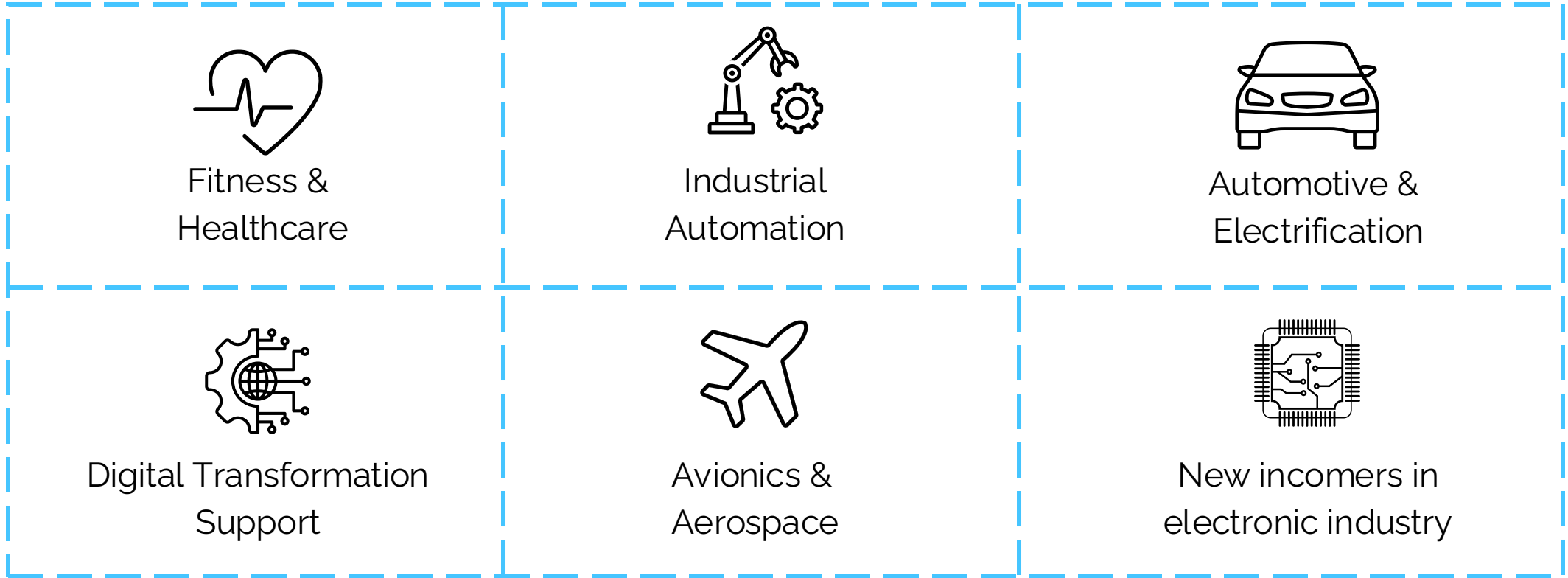


SOLUTIONS



Markets and standards

Our business model, combined with the pervasiveness of electronics, enables us to explore opportunities across a wide range of **market sectors**.



Our system and our processes are certified according to different quality standard:



For the design and production of electronic boards and equipment and related test benches.

ISO 9001:2015



For an appropriate management system to keep the environmental impacts of its activities under control.

ISO 14001:2016



For a quality management system in the automotive industry for series and parts production.

IATF 16949:2016



Quality management system for aerospace industry.

ENg100

Partnerships

TECH SILICON PARTNERS

altera solution acceleration partner

ARDUINO[®] OFFICIAL INTEGRATOR

LATTICE SEMICONDUCTOR

MICROCHIP Authorized Design Partner

NXP Gold Partner

QUECTEL Build a smarter world

RENESAS

ST Authorized Partner

TEXAS INSTRUMENTS

ECOSYSTEM PARTNERS

Massachusetts Institute of Technology

INTELLIMECH[®] CONSORZIO PER LA MECCATRONICA

CONFINDUSTRIA BERGAMO

iobo we innovate

Kilometro Rosso innovation district

UNIVERSITÀ DEGLI STUDI DI BERGAMO

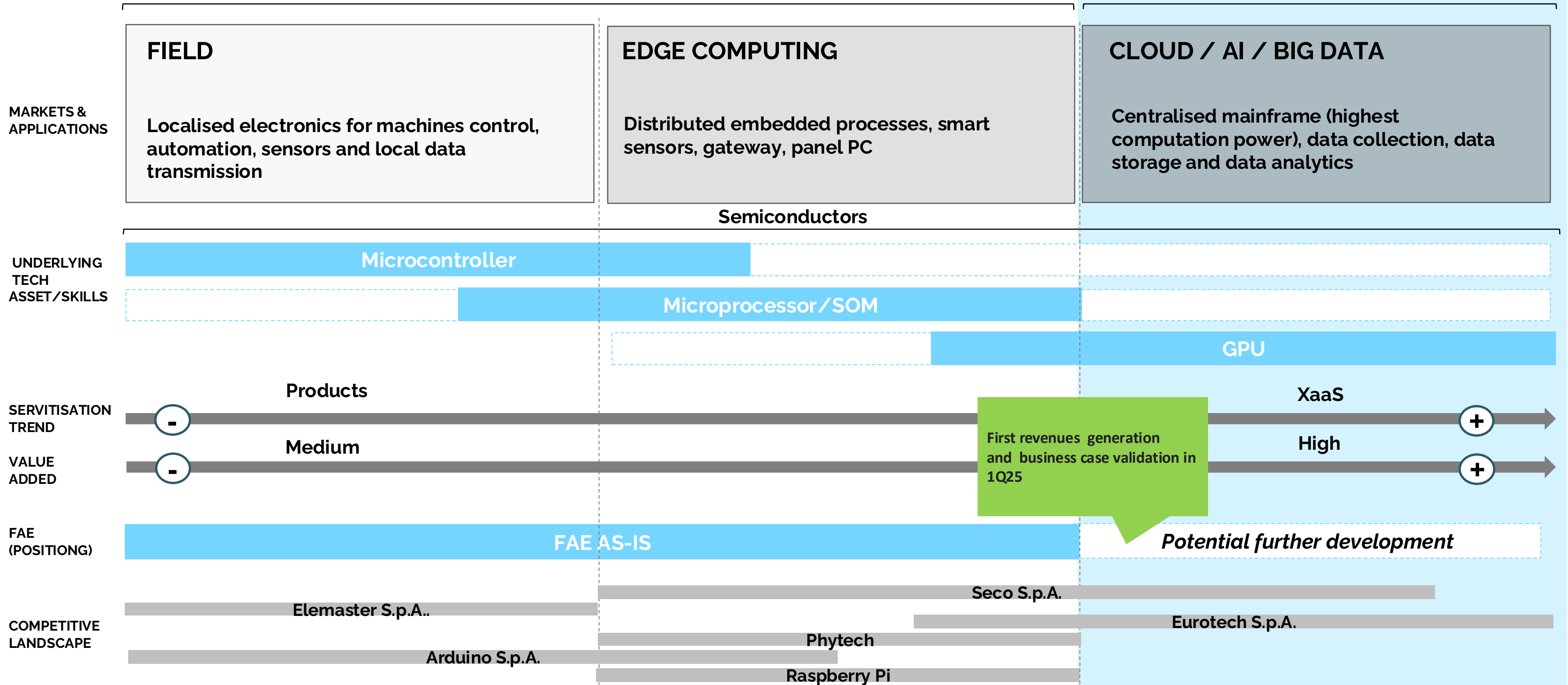
ANIE FEDERAZIONE

Group current positioning and new opportunities

Positioning, addressable markets and opportunities

Tot. market size (Edge) \$160 billion* (FY22) and \$260 billion* (eFY32)

Total market size (Core) \$700 billion** (FY23)



*Global Market Insight
**Fortune business inside

Long term growth and value creation: strategies and opportunities (1/2)

DIGITAL IMPROVEMENT & TECHNOLOGY AUTOMATION

- **Investments** as key driver to sustain growth and value creation with the goal to remain at the cutting edge of technology.
- **Investments** for the continuous development and implementation of **MY Fast PCBA**, the proprietary platform that **digitally revolutionizes the B2B approach** in the electronic technology sector, in order **to ramp up it commercially expanding the service globally**.
- **Digitalization of processes**, a necessary boost to compete in an increasingly technology-driven context.

M&A

- **Increase** the market share, fostering the **competitiveness**, improving the **offering** and speed up the production, **consolidating** a fragmented market and improving revenues **diversification** becoming a leading player with a clear **European footprint and a global approach**.

Long term growth and value creation: strategies and opportunities (2/2)

PROPRIETARY SOLUTIONS

- Thanks to decades of internal R&D and a deeply skilled engineering team **the Group is among the few companies in Europe able to manage the design and the production of SOMs**. (System of Modules – Proprietary solutions)
- Investing to **further develop the proprietary solutions enhancing the existing products and** targeting **new markets and applications**
- **Fostering the indirect sales market** in order to exploit the Group's proprietary standardize products (SOM) **to reach new customers and new markets** generating a brand new high-potential revenues stream.
- **Developing new services to scale up our offer on data management services and cloud AI**

ADDED VALUE SERVICES

- Addition of high value-added services to the Company's offer and consolidation of those already proposed (e.g., data analysis regarding components and predictive analysis of the quality and life cycle of products)
- Creation of an internal team within the Company with the skills and tools necessary for the development of highly complex electronic projects
- Membership in MIT for the acquisition of know-how in highly innovative technologies, areas and applications that can be used in projects for its customers

F&A Technology Group – Preliminary full year consolidated

(non audited)

<p>€ 75,5 Mln</p> <p>Value of production 31.12.2024</p> <p>+18,2% ↑</p> <p>VS €63,9 Mln 31.12.2023</p>	<p>€ 8,1 Mln</p> <p>EBITDA 31.12.2024</p> <p>+27,6% ↑</p> <p>VS €6,4 Mln 31.12.2023</p>	<p>10,8%</p> <p>EBITDA MARGIN 31.12.2024</p> <p>VS 10,0% at 31.12.2023</p>	<p>€ 3,7 Mln</p> <p>Net financial debt 31.12.2024</p> <p>- 47,6% ↓</p> <p>VS €7,1 Mln 31.12.2023</p>
<p>€ 76,4 Mln proforma*</p>	<p>€ 8,5 Mln proforma*</p>	<p>11,1% proforma*</p>	<p>N.A.</p>

Reference date 31.12.2023

*Pro-forma includes Iptronix results as the acquisition would have occurred the 1° of Jan 2024

FAE Technology – Preliminary full year stand alone (non audited)

€ 62,7 Mln

Value of production
31.12.2024

-3,2% ↓

VS €64,8 Mln 31.12.2023

€ 7,8 Mln

EBITDA
31.12.2024

+21,6% ↑

VS €6,4 Mln 31.12.2023

12,4%

EBITDA MARGIN
31.12.2024

VS 9,8% at 31.12.2023

€ 0,2 Mln

Net financial debt
31.12.2024

- 88,9% ↓

VS €1,8 Mln 31.12.2023

Reference date 31.12.2023

Investment highlights (1/2)

DIGITAL & TECHNOLOGY DRIVEN

FAE Technology Group has a **strong innovation attitude** and a **clear strategy** in order to be at the **technological cutting-edge** of the industry. The Group will constantly increase the digitization of all processes and the integration of **value-added services, including cloud AI**, in its solutions.

FAVOURABLE MARKET ENVIRONMENT

The **pervasiveness of electronic technology in the modern world supports a constant growth of the sector**, especially with regard to new market segments such as electric mobility and the smart city, in which the Company is involved and whose development is necessary and in line with the main global macro trends

DYNAMIC AND YOUNG MANAGEMENT WITH CONSOLIDATE EXPERIENCE

The management, as well as all the human capital of FAE Technology, is highly specialized and composed of young and dynamic resources on which the Company invests in continuous training projects

DEEPLY SKILLED ENGINEERING TEAM

The Group will be targeting a team of approximately **50 engineers by the end of FY24**, which allow FAE Technology Group to **be one of the leading player** in terms of resources and skills in providing **custom engineering services** to the clients in the **European electronic market**. The engineering competences, on the other side, which allow a **continuous innovation of the proprietary products** and solutions ensuring the **long term growth and value generation**

Investment highlights (2/2)

ABILITY TO GENERATE VALUE IN FAVOR OF SUCCESSFUL CUSTOMERS

Thanks to its streamlined and fast organization, FAE Technology is able to promptly support customers to scale in dynamic markets, meeting their demands faster than the competition and guaranteeing a strong competitive advantage. As result the Group has a very high retention rate.

SUSTAINABLE APPROACH BASED ON REAL PROJECTS

FAE pays great attention to sustainability and in particular to the social value of the company for its employees and for the territory. This approach is reflected starting from the internal organizational model, up to the numerous education projects developed in synergy with all the players of the school system and the territory

PATH OF GROWTH AND CREATION OF CLEAR AND IDENTIFIED VALUE

FAE Technology has started for years an investment path in support of the long-term strategic vision, which is paying off, generating superior returns to the market, confirming the solidity of its assets and strategy.

Warrant

On June 14 2023, **3.833.250 warrants** (with an ex-dividend date of June 12, 2023) were assigned free of charge in execution of the resolution of the Extraordinary Shareholders' Meeting of June 28, 2022 and the "FAE TECHNOLOGY SB 2022-2025 Warrants" Regulations and in the proportion of 1(one) warrant for every 4 (four) shares held by each shareholder. The newly issued warrants are identified with the same ISIN code IT0005500639 as the 3.333.000 warrants previously outstanding and fully fungible. **A total of 7.166.250** warrants were issued by the Company.

During the first and the second suitable periods (respectively November 2023 and November 2024) a total of 3.943.522 warrants were exercised. At the date of this document the total outstanding warrants are 3.222.728.

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FNE
TECHNOLOGY