



Company Presentation 1H23

Osai A.S. S.p.A. SB

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Disclaimer

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Company Overview

MIRELLA FERRERO



EXECUTIVE CHAIR

1992 - date: Osai A.S. S.p.A. SB Co-Founder, Company Representative and Chair of the Board of Directors

2005 - 2020: Banca Generali

1980 - 2005: Previous experience in Unicredit Banca, Banca Fideuram

40+ years of experience in the Banking sector

FABIO BENETTI



CEO

2016 - date: Osai A.S. S.p.A. SB HR Director, General Manager

2008 - 2015: RSGS, RSPP, General Services Manager with ICT mandate

2007: Osai A.S. – Business Organisation Manager

Master's Degree in Engineering Management – Univ. of Torino

CARLO FRIGATO



EXECUTIVE BOARD MEMBER

Apr2023 - date: Osai A.S. S.p.A. SB Executive Board Member

2020 - 2023: Osai A.S.'s temporary CFO

2018 - 2020: Giglio Group S.p.A. - CFO

2014 - 2018: Docomo Digital Ltd – CFO & Board Member

2000 - 2014: Buongiorno S.p.A. - CFO

1999 - 2000: E&Y

1996 - 1999: EDS S.p.A. – Account Manager

1989 - 1996: Accenture S.p.A. - Senior Manager

Master's Degree in Electronic Engineering

MARCO GUOLO



CTO - EXECUTIVE BOARD MEMBER

Apr2023 - date: Osai A.S. S.p.A. SB Executive Board Member

2011 - date: CTO (Chief Technology Officer) - Technical & Sales Manager Semiconductor & Laser Technologies Division

2001 - 2011: Osai A.S. Laser Division Manager

1999 - 2000: Osai A.S. Software Analyst

1992 - 1998: RTM – design and production of laser machines

28+ years of experience

SERGIO DUCA



IND. BOARD MEMBER

Chartered Accountant, Auditor and Audit & Risk Management Committee member

DONATELLA BUSO



IND. BOARD MEMBER

Professor of Financial Accounting (University of Torino – ESCP Business School), Chartered Accountant and Statutory Auditor

PAOLA MARINI



IND. BOARD MEMBER

Affiliate Professor of Raw Material Engineering (Politecnico Torino)

MARCO GADALETA



CFO

2023 - date: Osai A.S. S.p.A. SB - CFO – Chief Financial Officer
2016 - 2023: Silvateam Group - Group CFO
2000 - 2016: Gavio Group – Administration, Finance, HR Director
1998 - 2000: TNT France – Financial Controller
1992 - 1998: Deloitte & Touche – Auditor

STEFANO GIORZA



COO

2020 - date: Osai A.S. S.p.A. SB - COO - Chief Operations Officer
2010 - 2020: Osai A.S. CPO - Technical Director
2005 - 2010: Osai A.S. R&D Manager
2005 - 2015: Osai A.S. Mechanical Purchasing Manager, Head of General Planning
1999 - 2010: Osai A.S. Mechanical Design Manager
1999 - 2005: Osai A.S. Project Manager / Technical leader
1992 - 2004: Osai A.S. Mechanical Designer

MARCO CARNIATO



CCO

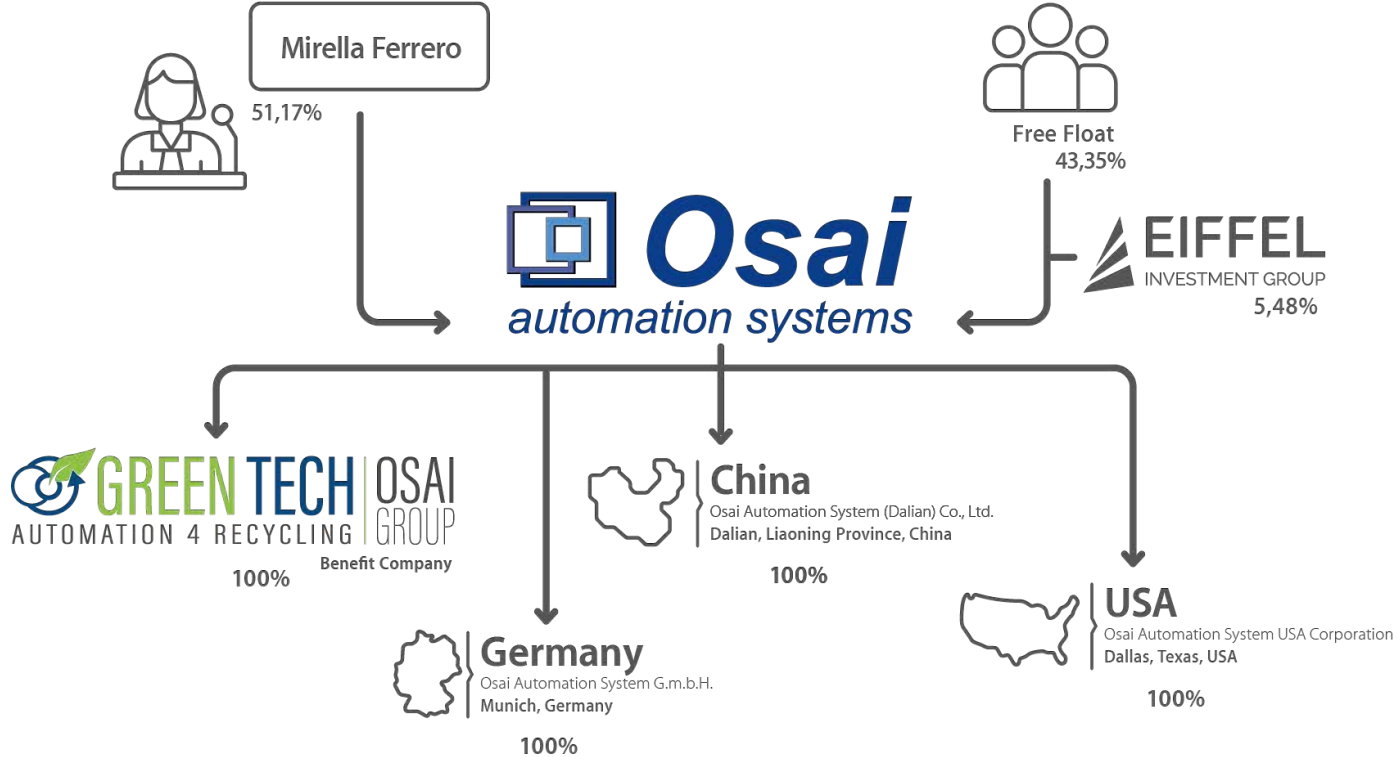
2023 - date: Osai A.S. S.p.A. SB - CCO - Chief Commercial Officer
2021 - 2023: Arol S.p.A. – Key Account Manager
2016 - 2021: Gefit S.p.A. – Global Sales Manager
2014 - 2015: Gefit S.p.A. – Asia Pacific Sales Director
2010 - 2013: Gefit S.p.A. – Business Development Manager
2008 - 2010: Gefit S.p.A. – Sales&Marketing Technical Engineering
2006 - 2008: Ansaldo Energia S.p.A. – Plant&Start Up Engineering

SIMONE FERRARO



SALES MANAGER

2018 - date: Osai A.S. S.p.A. SB Technical & Sales Manager Electronic, Automation & Robotics Solutions
2016 - 2017: Osai A.S. Key Account Manager and Sales Support
2008 - 2015: Osai A.S. Key Account Manager
2002 - 2008: Osai A.S. Manager of laser applications





1991

Osai A.S., company operating in **sector of industrial automation**, was founded by **Carlo Ferrero**.



2015

Participation in the **ADIR project** for the recovery of precious metals in **collaboration with Fraunhofer Institute**.



2019

The **RE4M** project is born, an innovative system for the **extraction and sorting of electronic components** for the recovery of critical and precious metals.



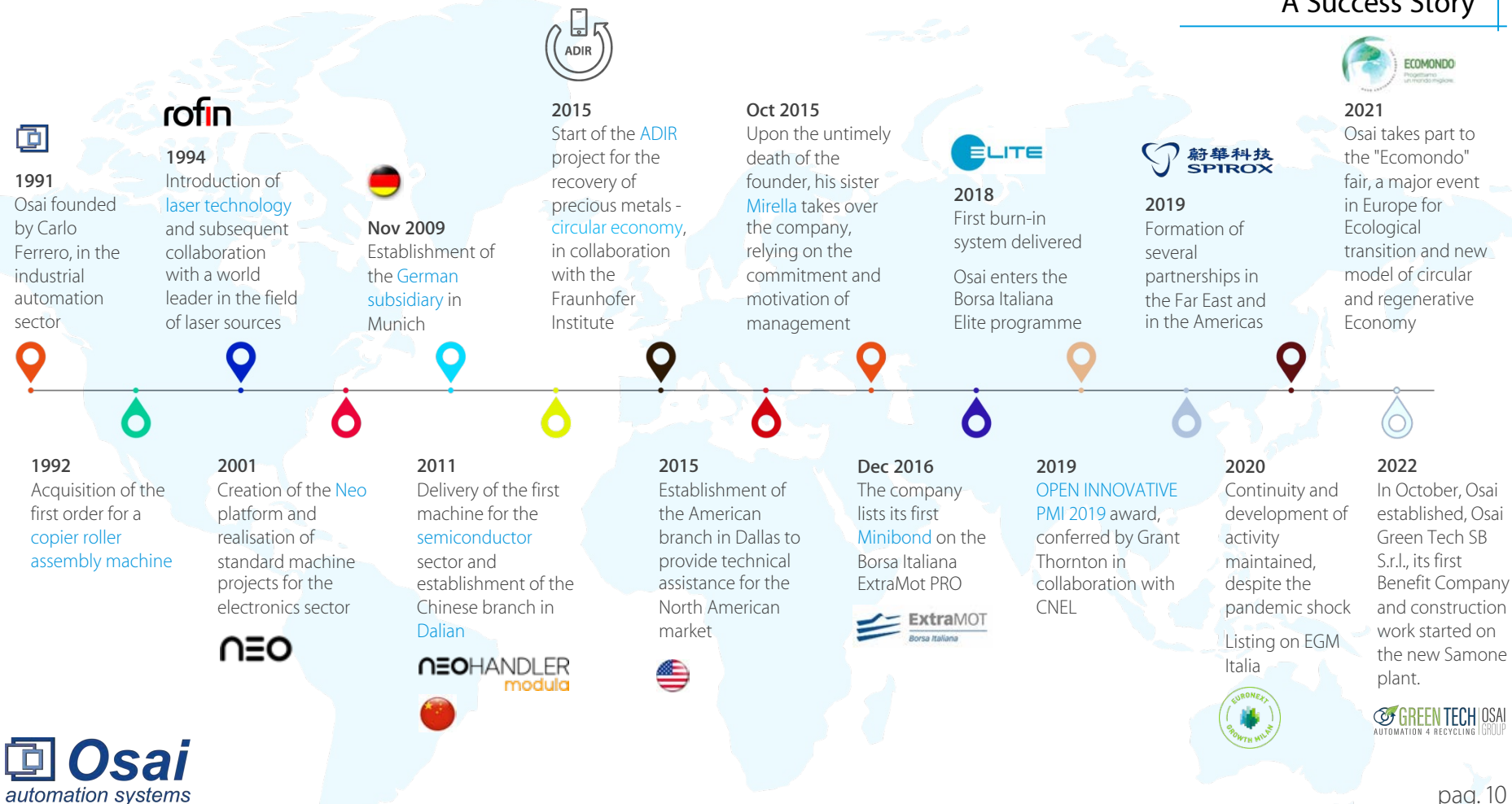
2022

Osai Green Tech SB S.r.l. is established with the aim of actively contributing to the spread of **automation in the recycling world**, bringing efficiency, speed and sustainability.



2023

The expected date of **delivery of the first RE4M plant**.
Osai GreenTech family's expanding its products in battery, HD and photovoltaic market sector.





3 fully owned commercial branches
in strategic markets



A global presence, with the ability to respond quickly to clients.
More than 40 distributors all over the world in key markets,
with more than 50 local employees

Business Overview: Introduction



- HEADQUARTER
- OSAI SUBSIDIARIES
- DISTRIBUTORS
- SERVICE PROVIDER/
PARTNERS



The production plant is located in the municipality of Parella (close to Turin) and covers an area of more than **6.500 mq**, over three buildings.

The company has **more than 230 employees**, highly qualified in the following sectors:

- R&D
- Project management
- Sales engineering
- Supply chain



AUTOMATION

Automatic assembly lines and systems for small and medium-sized components with high strategic value, made as per specific customer needs through the development of ad hoc solutions.



ELECTRONICS

A wide catalogue of solutions that allow operations on electronic boards through laser marking processes, laser or mechanical depanelling and micro-assembly systems for electronic components.



APPLIED LASER

With more than 500 solutions sold all over the world for industrial applications such as laser cutting, welding, and marking for plastic and metal components, these systems provide solutions in various markets, such as fashion, jewellery, and, with particular focus, medical.































SEMICONDUCTOR


























The semiconductor business is Osai's main business line, following its entry into the sector in 2011. The systems are used in semiconductor testing, assembly and automation processes, and are destined for global markets, notably the USA, China and South East Asia.



AFTER SALES

Service has been a new line of business for Osai since 2019. Its main activities are technical assistance and consultancy for maintenance, upgrade and repowering, and the supply of spare parts.

Divisions	AUTOMATION	ELECTRONICS	SEMICONDUCTOR	INDUSTRIAL LASER
Standard and customised products	<div> Workstations</div> <div> Rotary tables</div> <div> Complete assembly lines</div>	<div> PCB Laser marking</div> <div> Assembly Systems</div> <div> Laser depaneling</div> <div> Router depaneling</div>	<div> Test handlers for MEMS sensors</div> <div> Burn-in test Automation</div> <div> Power device packaging</div> <div> Tests handlers for power modules</div>	<div> General Purpose Laser marking</div> <div> Laser welding</div> <div> Laser cutting</div>
Target Clients	Manufacturers of high-tech components, principally for the mobility sector	Manufacturers of electronic boards and integrated circuits (standalone) or integrated (proprietary solutions)	Semiconductor companies	Manufacturers of mechanical micro-machining with a need for high levels of precision, also for small components
Principal market sectors	<div> Advanced mobility</div> <div> Medical</div> <div> Green mobility</div>	<div> Advanced mobility</div> <div> Green Energy</div> <div> Home Appliance</div> <div> TLC</div> <div> Medical</div>	<div> Advanced mobility</div> <div> Green mobility</div> <div> IoT</div> <div> TLC</div>	<div> Medical</div> <div> Jewellery and fashion</div>

Divisions	AUTOMATION	ELECTRONICS	SEMICONDUCTOR	INDUSTRIAL LASER				
Order range	500K - 4M	70K - 300K	500K - 1.2M	200K - 700K				
Delivery time	6 - 18 months	3 - 12 months	8 - 12 months	8 - 12 months				
Competitors	<div> Your Global Partner</div> <div></div> <div></div> <div></div> <div></div> <div></div> <div></div> <div></div> <div></div> <div></div> <div></div> <div></div> <div></div> <div></div> <div></div> <div></div> <div></div>							
%CAGR 2021-2028 For main market sectors	<div> Advanced mobility <div>CAGR¹ +14%</div></div>	<div> Medical <div>CAGR² +9,5%</div></div>	<div> Green mobility <div>CAGR³ +19,8%</div></div>	<div> TLC <div>CAGR⁴ +5,4%</div></div>	<div> Green Energy <div>CAGR⁵ +6%</div></div>	<div> Home Appliance <div>CAGR⁶ +19,7%</div></div>	<div> IoT <div>CAGR⁷ +25,4%</div></div>	<div> Jewellery and fashion <div>CAGR⁸ +8,2%</div></div>

1. Data Bridge Market Research: <https://www.databridgemarketresearch.com/reports/global-shared-mobility-market>
2. Data Bridge Market Research: <https://www.databridgemarketresearch.com/reports/global-medical-automation-market>
3. PR Newswire: <https://www.prnewswire.com/news-releases/global-electric-vehicle-market-anticipated-to-hit-812-888-1-million-growing-at-19-8-cagr-from-2021-to-2028-exclusive-report-243-pages-by-research-dive-301362602.html>
4. Business Wire: <https://www.businesswire.com/news/home/20210714005664/en/Global-Telecom-Services-Market-Analysis-Report-2021-2028-Focus-on-Mobile-Data-Services-Machine-To-Machine-Services-ResearchAndMarkets.com>
5. Market Watch: <https://www.marketwatch.com/press-release/renewable-energy-market-trends-and-forecast-2028-2021-07-29?siteid=bigcharts&dist=bigcharts&tesla=y>
6. Report Linker: <https://www.reportlinker.com/p06127590/Global-Smart-Appliances-Market-Analysis-Trends-Industry-Forecast-to.html>
7. Market Watch: <https://www.marketwatch.com/press-release/internet-of-things-market-size-industry-share-total-revenue-growth-rate-by-key-players-forecast-till-2028-2021-09-21>
8. Grand View Research: <https://www.grandviewresearch.com/press-release/global-jewelry-market>



HIGH-TECH ITALIAN PRODUCTION



STRONG PRESENCE INSIDE LOCAL AREA



FOCUS ON STAFF'S WELLBEING AND WELFARE



HIGH INTERNATIONAL EXPORT LEVEL



TAYLOR MADE SOLUTIONS WITH TURNKEY PROJECTS



LEADERSHIP IN MANUFACTURING MEMS TESTING MACHINES

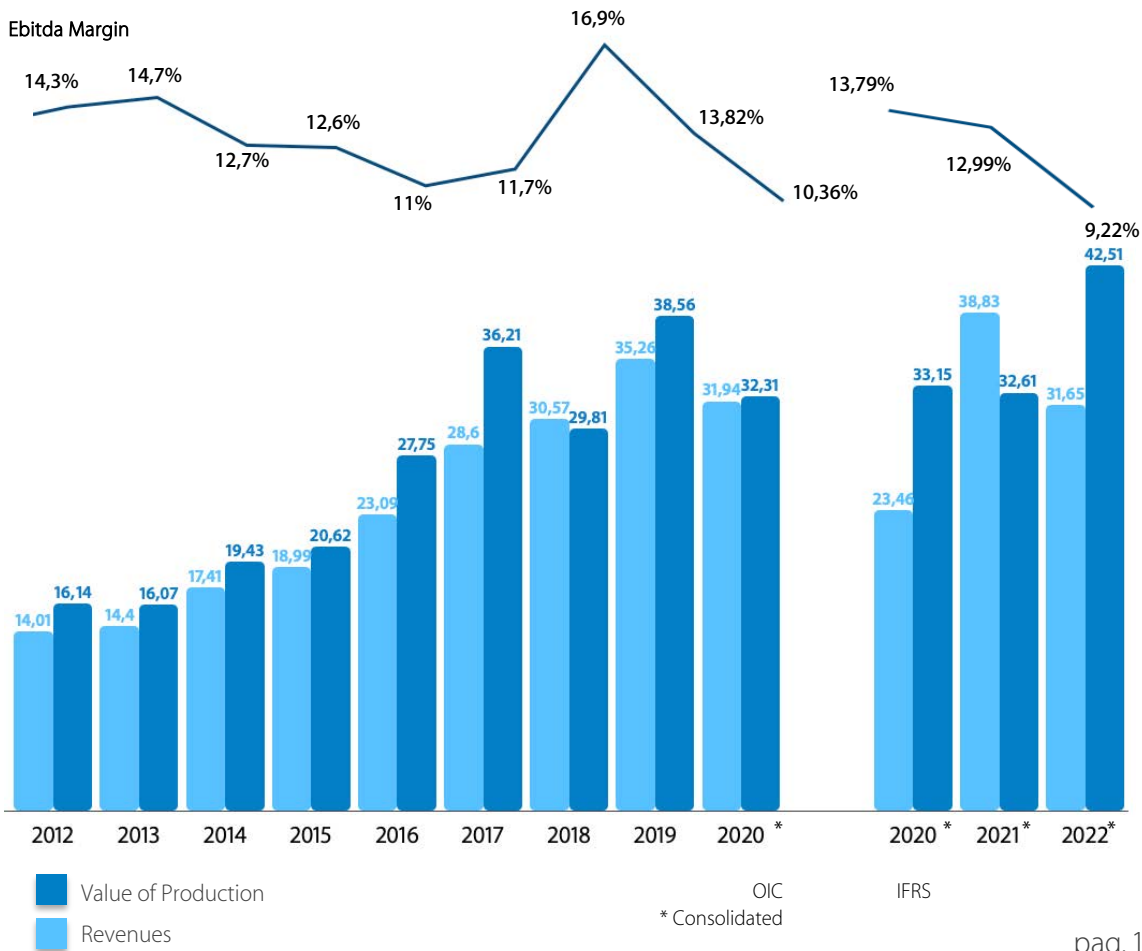
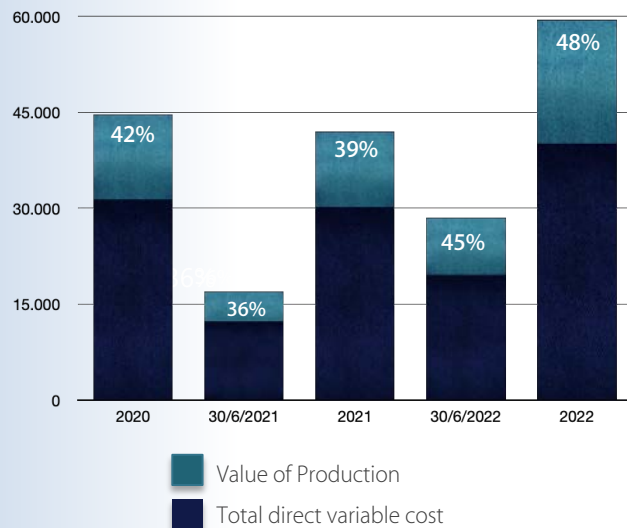


AMONG THE FIRST INNOVATIVE SMEs TO DRAW UP THE 3rd SUSTAINABILITY REPORT REVIEWED BY BDO

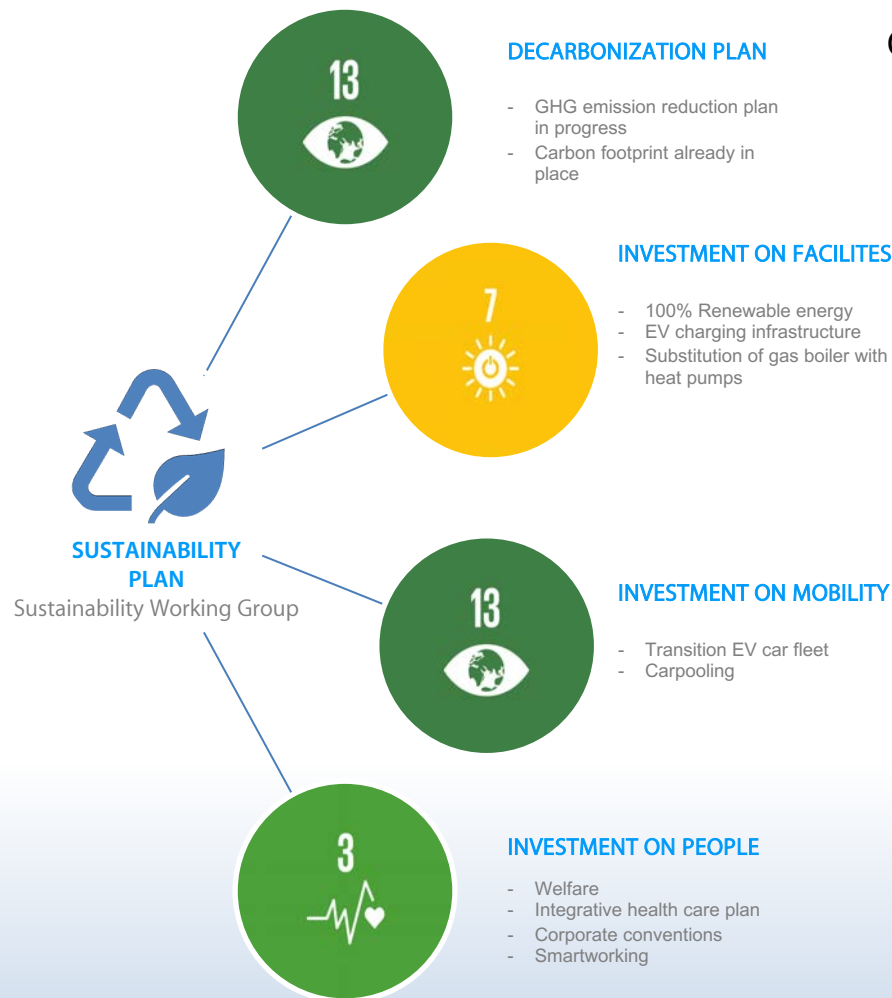


LEGALITY RATING ★★★

Business Overview: Turnover and Value of Production



Our sustainability approach



AWARD

Leader della Sostenibilità 2023
Il Sole 24 Ore





Overview 1H23

Comments about the first semester

- Positive Growth for the Production Value (+ 15% vs 1H22) and Stable Revenues (+1% vs 1H22);
- Slight decrease (-9% vs 1H22) of a still Great Order Intake (22,8 mln Euro), especially in the Automation Sector (+13% vs 1H22), with the long-awaited entry of the Circular Economy (5% of the total Order Intake);
- Setback for the EBITDA(- 45% vs 1H22), caused by the introduction of new innovative and not yet profitable products, not balanced by others solutions with higher marginality and also by persisting delay on materials' delivery and logistic's timetable.
- On the Net Financial Position (26,3 mln Euro) weight properties investments for the new plant and the building site's purchase of the historic paper mill (3,7 mln Euro) realized to support and enlarge the production.
- Extension of the new technologic products portfolio designed for the E- Mobility sector, the Silicon Carbide Technology and Circular Economy though Osai Green Tech S.r.l. Società Benefit.



Main Consolidated Results 1H23

Production value

of group as of 30 june 2023

23.6 mln Euro

20.59 mln Euro at 1H22

Revenues

of group as of 30 june 2023

16.8 mln Euro

16.6 mln Euro at 1H22

EBITDA / EBITDA%

of group as of 30 june 2023

0.99 mln Euro / 4.22%

1.83 mln Euro / 8,88% at 1H22

EBIT

of group as of 30 june 2023

(0.78) mln Euro

0.79 mln Euro at 1H22

Net result

of group as of 30 june 2023

(1.26) mln Euro

0.48 mln Euro at 1H22

NFP

of group as of 30 june 2023

(26.3) mln Euro

(20.4) mln Euro as at 31.12.22

Consolidated Income Statement

	(Euro/000)	June 30, 2023	June 30, 2022	Δ
TOTAL SALES		16.759	16.601	158
Change in finished goods and W.I.P. stock		4.875	2.560	2.315
Other operating revenues		1.970	1.427	543
VALUE OF PRODUCTION		23.604	20.588	3.016
Product cost (raw materials and outsourcing)		(10.874)	(8.414)	(2.460)
GROSS MARGIN		12.730	12.174	556
Personnel expenses		(8.427)	(7.506)	(921)
Other operating costs		(3.306)	(2.839)	(467)
EBITDA		997	1.829	(832)
Writedowns, depreciation and amortisation		(1.332)	(1.041)	(291)
OPERATING INCOME OF ORDINARY OPERATIONS		(335)	788	(1.123)
Non-recurring expenses/(charges)		(445)	-	(445)
EBIT		(780)	788	(1.568)
Financial Income/(Expenses)		(851)	(257)	(594)
EBT		(1.631)	531	(2.162)
Income taxes		371	(47)	(418)
Net profit/(loss) for the period		(1.260)	484	(1.744)
EBITDA MARGIN		4,22%	8,88%	(4,66)

ASSETS

(Euro/1000)	June 30, 2023	December 31, 2022	Δ
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ASSETS

NON-CURRENT ASSETS

Property, plant and equipment	15.607	14.411	1.196
Intangible Assets	6.258	5.304	954
Shareholdings	226	226	0
Non current financial assets	649	629	20
Other non-current receivables	465	679	(214)
Deffered tax assets	971	571	400
TOTAL NON-CURRENT ASSETS	24.176	21.820	2.356

CURRENT ASSETS

Inventory	36.222	31.172	5.050
Trade receivables	10.597	9.402	1.195
Current tax receivables	746	1.312	(566)
Other short-term receivables	1.398	1.382	16
Current financial assets	1.648	1.579	69
Cash and cash equivalents	2.157	9.865	(7.708)
TOTAL CURRENT ASSETS	52.768	54.712	(1.944)

TOTAL ASSETS	76.944	76.532	412
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LIABILITIES

(Euro/1000)	June 30, 2023	December 31, 2022	Δ
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SHAREHOLDERS EQUITY

Share capital	1.613	1.613	14
Share premium reserve	8.681	8.677	249
Legal reserve	299	257	44
FTA reserve	(1.683)	(1.683)	-
Other components of shareholder's equity	196	223	(27)
Conversion reserve	(28)	1	(29)
Retained earnings/(loss) carried forward	8.401	7.488	913
Profit/(loss) for the period	(1.260)	952	(2.212)
TOTAL SHAREHOLDERS EQUITY	16.219	17.528	(1.309)

Shareholders' Equity of parent company shareholders

16.219

17.528

(1.309)

Shareholders' Equity of non-controlling interests

-

-

-

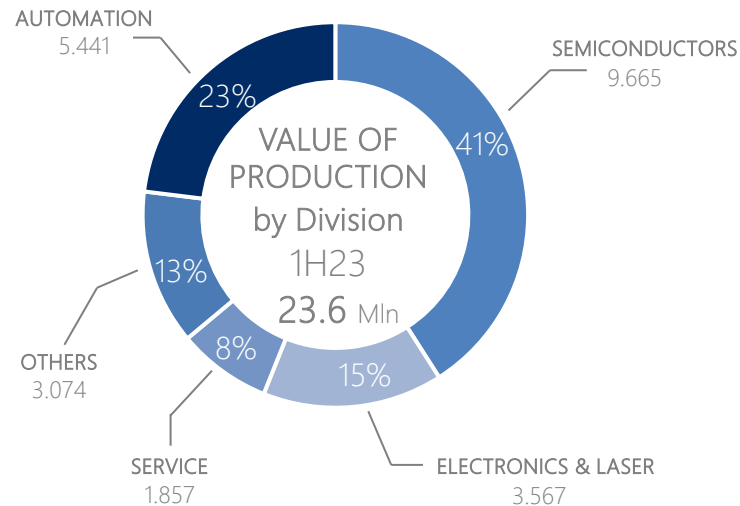
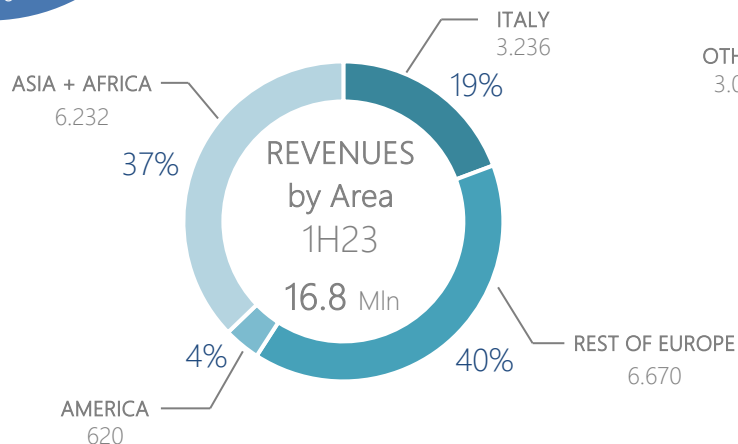
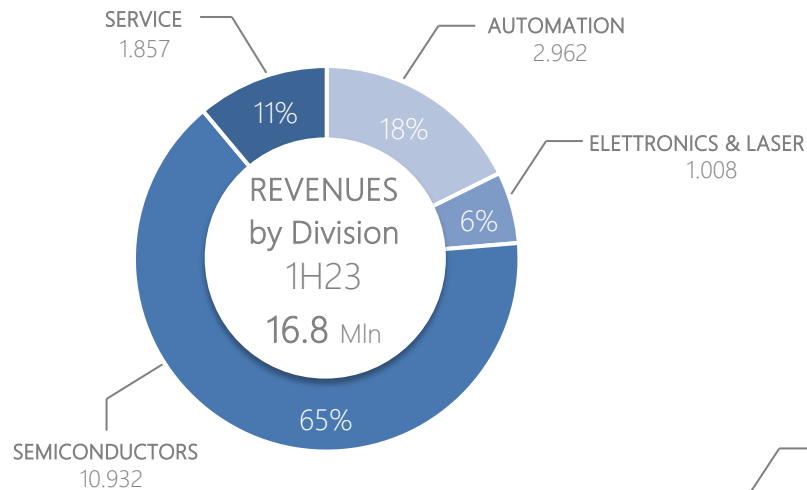
NON CURRENT LIABILITIES

Long-term borrowings	13.065	15.015	3.776
Employee benefits	3.535	3.212	(267)
Other non-current payables	210	221	221
Deffered tax liabilities	6	2	(15)
Other non-current financial liabilities	4.447	4.932	4.932
Payables non current under IFRS16	1.474	3.645	798
TOTAL NON-CURRENT LIABILITIES	22.737	27.027	(4.290)

CURRENT LIABILITIES

Short-term borrowings	10.624	8.155	2.469
Other current financial liabilities	474	(24)	498
Trade payables	7.114	8.697	(1.583)
Current taxes payable	257	387	(130)
Other current payables	18.336	13.536	4.800
Provision for risks and charges	472	472	0
Payables current under IFRS16	711	754	(43)
TOTAL CURRENT LIABILITIES	37.988	31.977	6.011

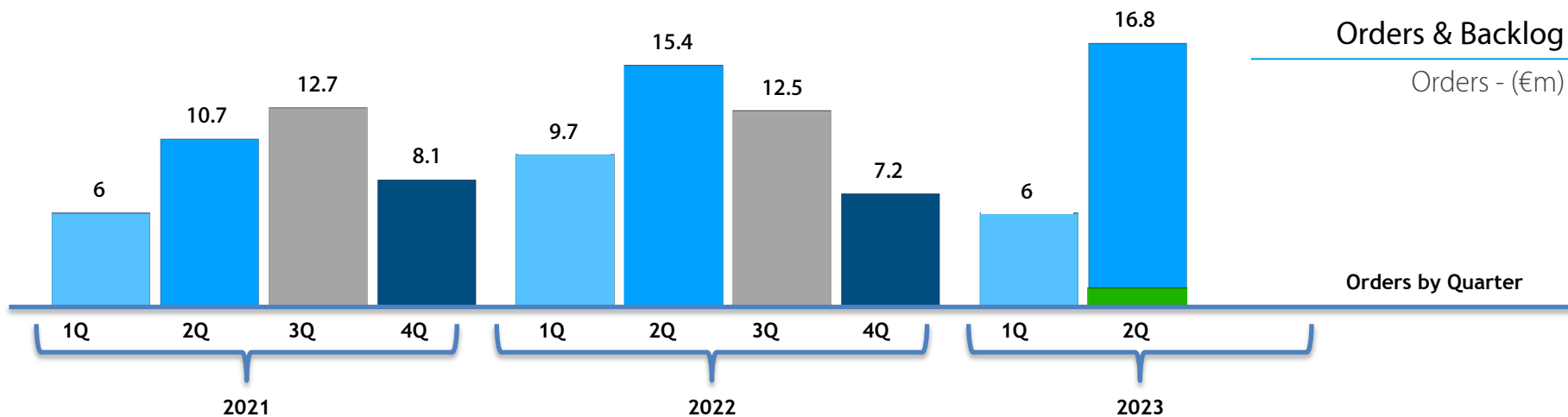
TOTAL LIABILITIES	76.944	76.532	412
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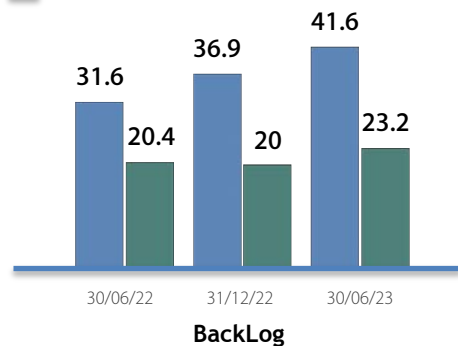
export
81%

Orders & Backlog

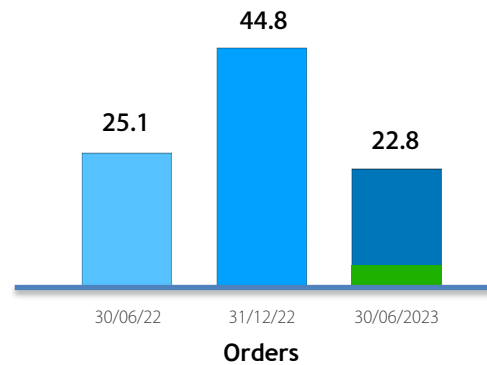
Orders - (€m)



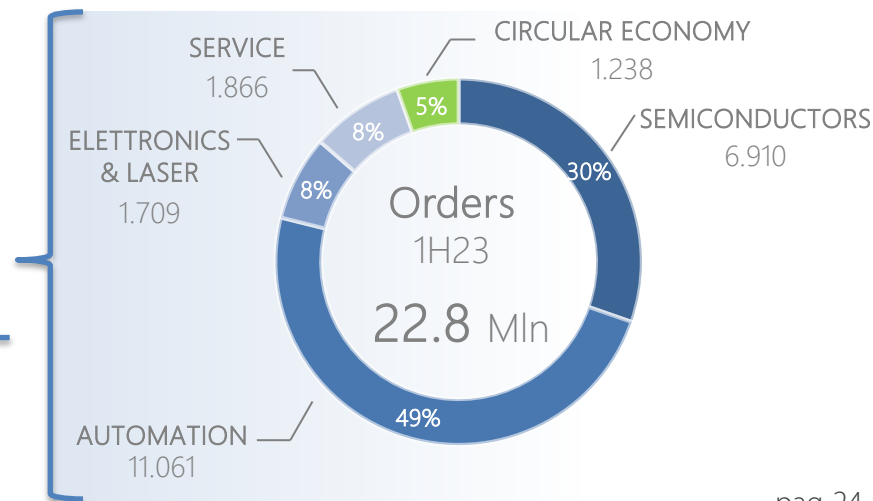
Commercial Backlog
Operative Backlog







BackLog



Orders



Operative Profit & Loss by Division 30/06/2023

		Total Sales (Euro/000)	Operative Value of Production ⁽¹⁾ (Euro/000)	MOL 3 rd Level (Euro/000)	MOL 3 rd Margin %
	AUTOMATION	18% 2.962	5.441	1.017	19
	ELECTRONICS & LASER	6% 1.008	3.567	620	17
	SEMICONDUCTORS	65% 10.932	9.665	2.136	22
	SERVICE	11% 1.857	1.857	314	17
	OTHERS	-	1.719	(4.445)	-
TOTAL		16.759	22.249	(358)	(2)



R&D 1H23

1.84 Mln

Capitalized costs

1.355 KEuro

R&D Bonus amount

135 KEuro

European Grants

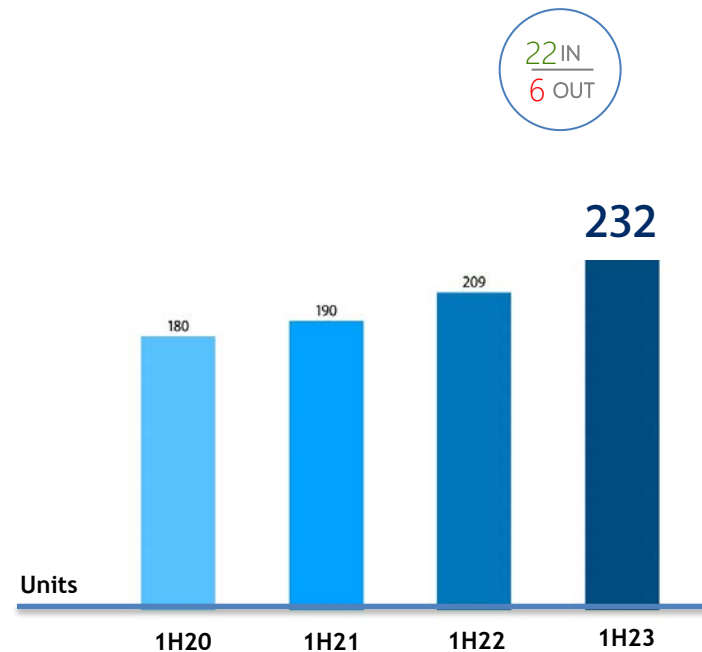
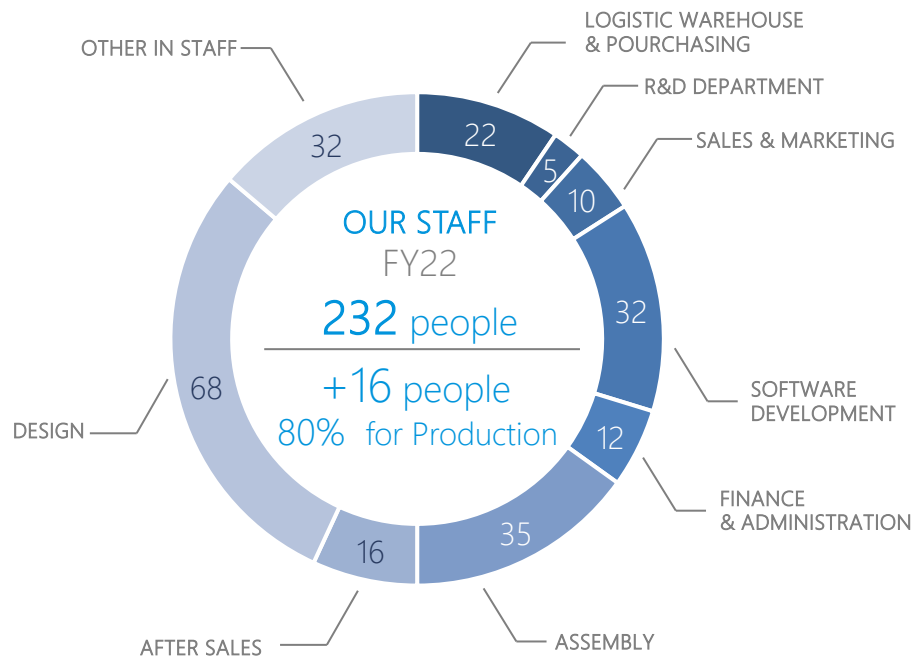
350 KEuro

R&D 1H23

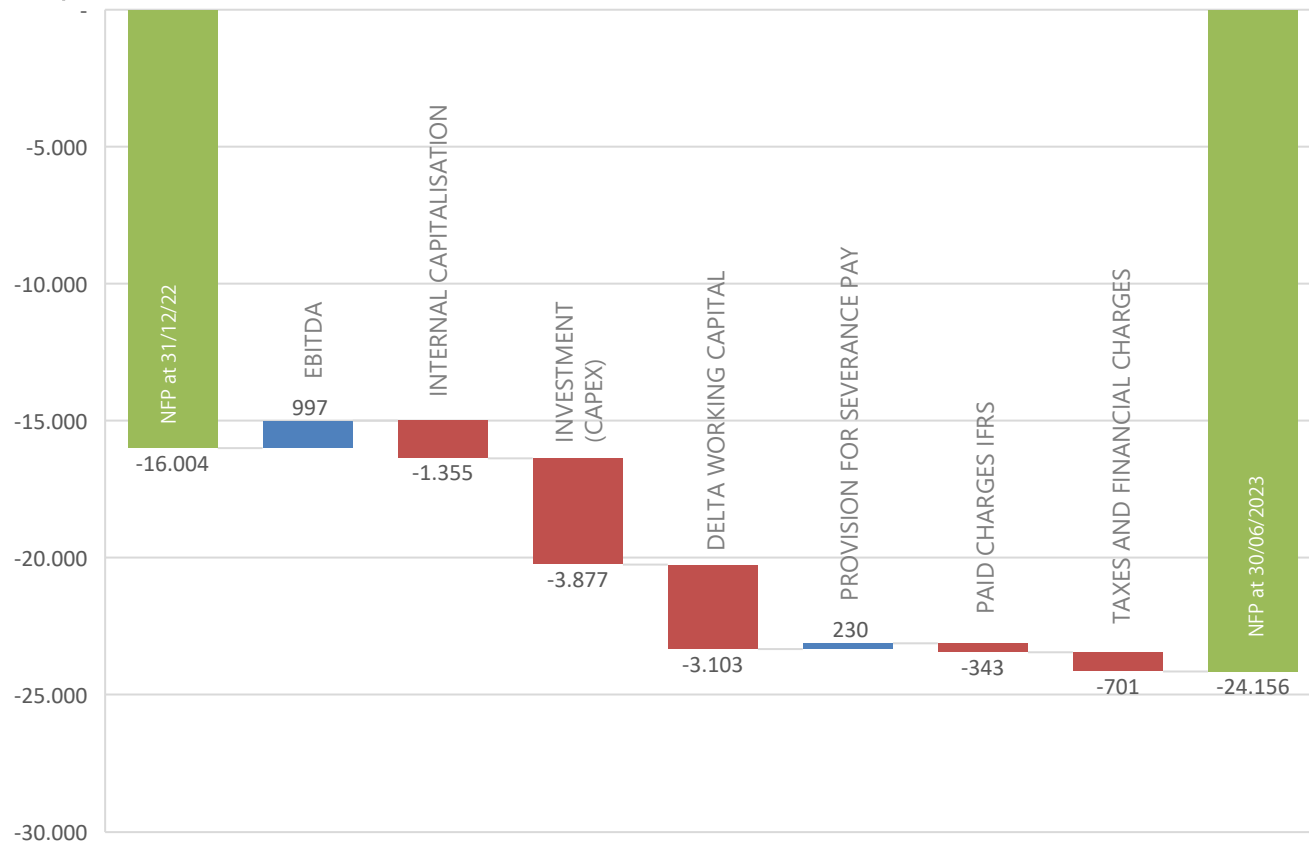
Semiconductor Test Handling	SEMICONDUCTORS - New processes or applications for MEMS stimulation and test systems for the semiconductor market
Silicon Carbide Addition	SEMICONDUCTORS - Automating and making reliable the surface enrichment process on large wafers
E-Mobility Factory	AUTOMATION, LASER, SEMICONDUCTORS - Design and prototyping of demonstration systems suited to the needs of 'gigafactories' for e-Mobility applications
Biomedical Automation	AUTOMATION, APPLIED LASER - Conception, design and implementation of automation system solutions for medical applications
Circular Economy Automation	AUTOMATION - Conception, design and realisation of solutions for automation systems for applications in the recycling and circular economy sector
High Tech Automation	AUTOMATION, LASER, ELECTRONICS - Design and prototyping of demonstration systems suited to the needs of 'gigafactories' for e-Mobility applications
Cross Activities	ALL DIVISIONS - Conception, design and implementation of automation system solutions with cross-divisional application; Transversal activities across different project clusters with spin-offs in different divisions

1H23 People in STAFF

Staff



Operative NFP – without IFRS16



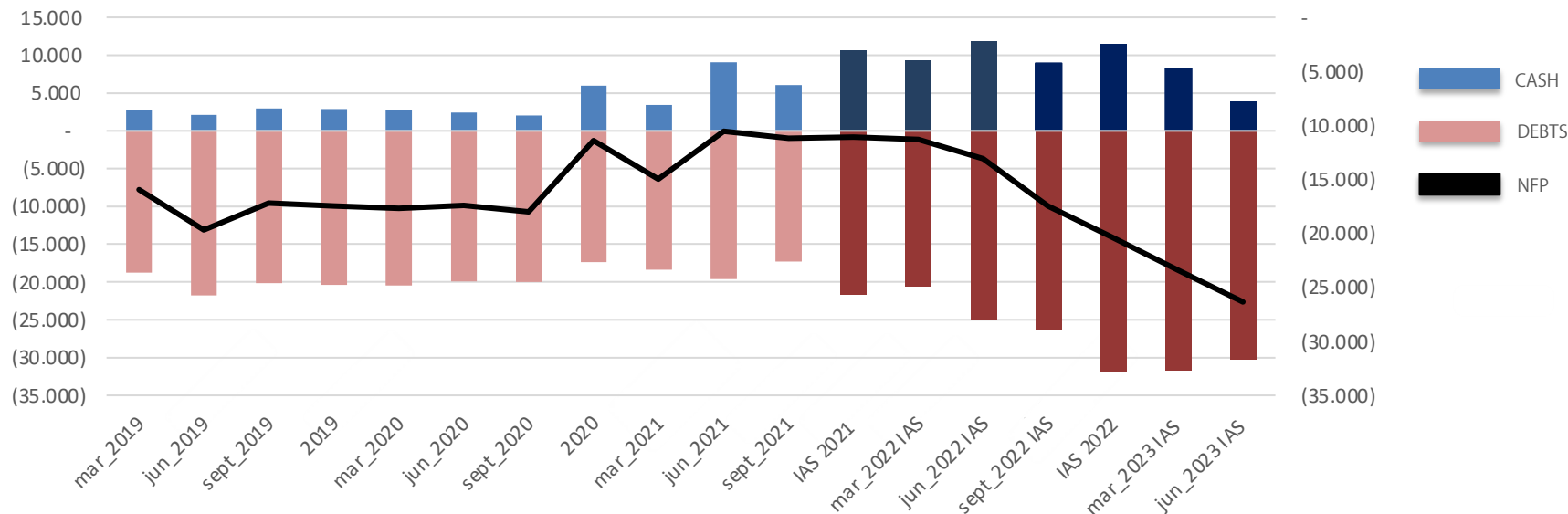
Net Financial Position

(€m)

NFP	euro
NFP at 31/12/2022	(16.004)
EBITDA	997
Internal capitalisations	(1.355)
Investment (CAPEX)	(3.877)
Delta Working Capital	(3.103)
Provision for severance pay	230
Paid charges IFRS	(343)
Taxes and financial charges	(701)
NFP at 30/06/2023	(24.156)

NFP (€m)

Activities Description



Order



Project



Material Procurement



Assembly



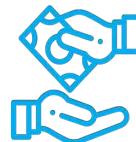
Pre-acceptance



Delivery



Installation



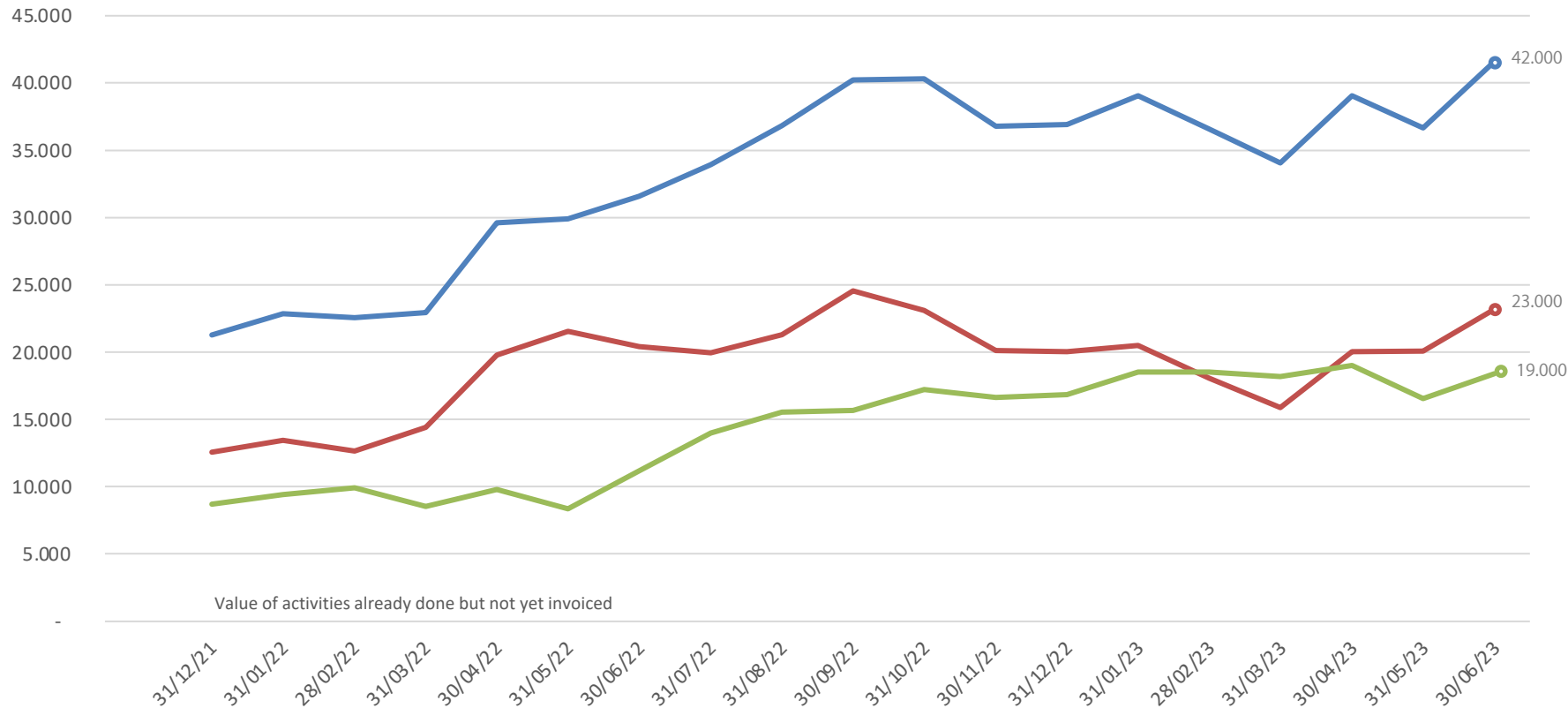
Payment



3 months – 18 months

Operative and Commercial Backlog (€m)

Activities Description





Osai Next Products

Osai doesn't stop!

growth focused on 5 trading areas and 6 new products in 2022-2023

Osai Existing Business

Semiconductor Test Handling

Development of new systems for «**burn-in automation**» applications, solutions capable of automating processes aimed at automotive chip testing. Developed the **smallest conditioning chambers in the world** for MEMS R&D fine tuning

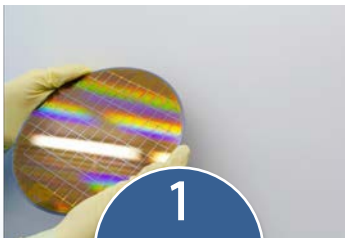


2

new
Products
2022

Silicon Carbide Addition

Precision, accuracy and management of high volumes in a single revolutionary machine (additional new models in next months), in order to develop the technology for assembling 'silicon carbide' crystals in an innovative and fully automatic way



1

new
Product
2023

E-mobility Factory

Conception, design and prototyping of high-tech solutions for assembly, laser welding and testing of **battery packs**.



1

new
Product
2023

Biomedical & Life Science Automation

Conception, design and implementation of automation system solutions for **medical & Life Science applications**.

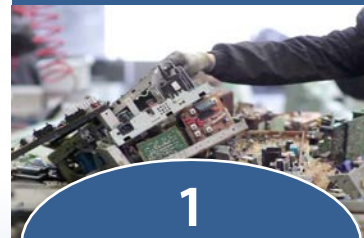


1

new
Product
2023

CircularEconomy Automation

RE4M project, an innovative system for the **automated extraction and selection** of electronic components for the **recovery of critical and precious metals**.



1

New Product
2023



PCB

OSAI's experience within the European ADIR project enabled the birth of the **RE4M - Recycling for Manufacturing** project, an innovative system for the automated extraction and sorting of electronic components for the recovery of critical and precious metals.



HARD DISK

Innovative project designed to automate the process of **extracting, separating and sorting** valuable components from disused hard disks.



BATTERY

We are witnessing the E-mobility explosion, with exponential growth of electric vehicles strongly linked to the production capacity of the **battery industry**. By 2030, demand is estimated to be 3,500 Gwh.



PHOTOVOLTAIC

By 2050, it is estimated that there will be more than 78 million tonnes of old **photovoltaic panels** to deal with in terms of **recycling and recovery** of secondary raw materials.

WEEE



12

Millions of tonnes
in Europe

800

kg/day of **detached** and
ground components



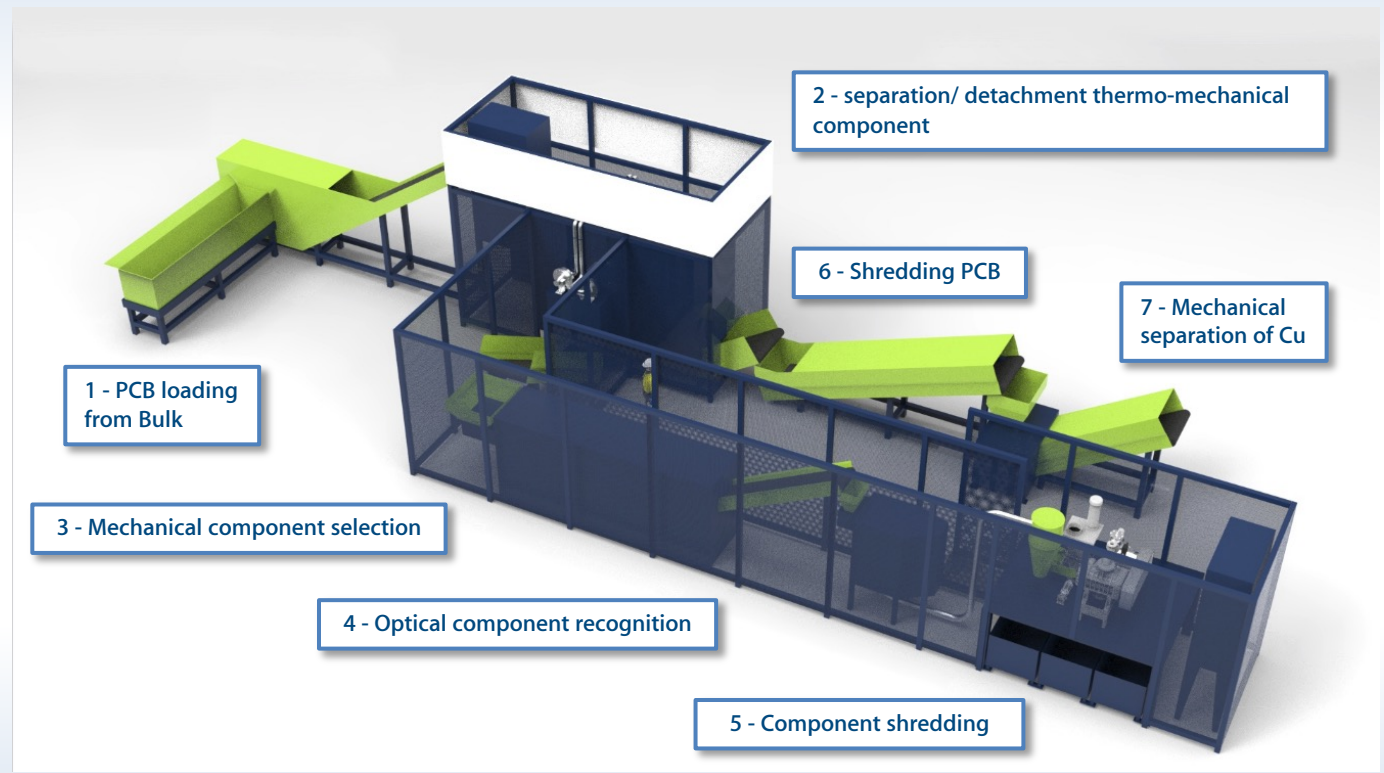
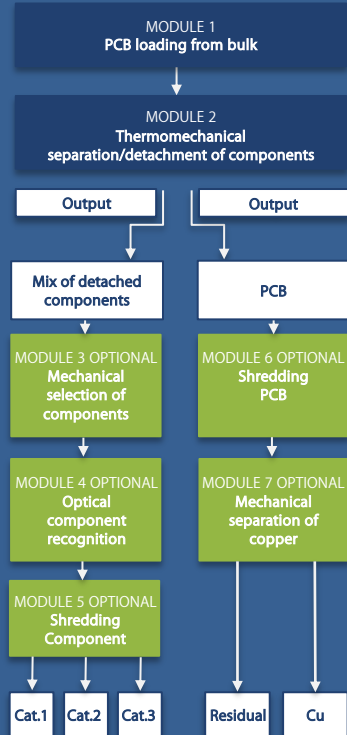
2.000

kg/day of **PCB**

1.200

kg/day of **boards without**
chopped components

High concentration
of precious metals
(gold, silver, copper
and palladium)



Automation is
a vehicle for...



the new recycling era!

Worldwide Exhibitions 2023

San Francisco

San Diego

Odense
Frankfurt
Berlin
Nuremberg
Munich
Paris
Salzburg
Grenoble
Ivrea
Bologna
Rimini
Madrid
Istanbul

Seoul

Shanghai



APEX EXPO
IPC

SEMICON KOREA

SEMICON CHINA

E-TECH EUROPE

LASER & PHOTONICS

smtconnect

pcim EUROPE

GLOBAL INDUSTRIES

3D & SYSTEMS
MEMS & IMAGING SENSORS

WIN CANADA

MECSPE

LASYS

automatica

THE BATTERY SHOW EUROPE

SEMICON WEST

EE2

icm

SENSOR CHINA Expo & Conference
The global sensor show & conference

SEMICON TAIWAN

eMove 360°

ECOMONDO
THE GREEN TECHNOLOGY EXPO

MATELEC

SEMICON EUROPA

E-WASTE WORLD

productronica



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