



Agenda

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MIRELLA FERRERO



FABIO BENETTI



CARLO FRIGATO



MARCO GUOLO



SERGIO DUCA



DONATELLA BUSSO



PAOLA MARINI

EXECUTIVE CHAIR - CEO

June2024 - date: Osai A.S. S.p.A. SB Chief Executive Officer

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

EXECUTIVE BOARD MEMBER EXECUTIVE BOARD MEMBER

June2024 - date: Osai A.S. S.p.A. SB Executive Board Member

2016 - 2024: 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

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

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

IND. BOARD MEMBER





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

IND. BOARD MEMBER

Affiliate Professor of Raw Material



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



CMO

June2024 – date: Osai A.S. S.p.A. SB - Chief Manufacturing Officer

2020 - 2024: 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

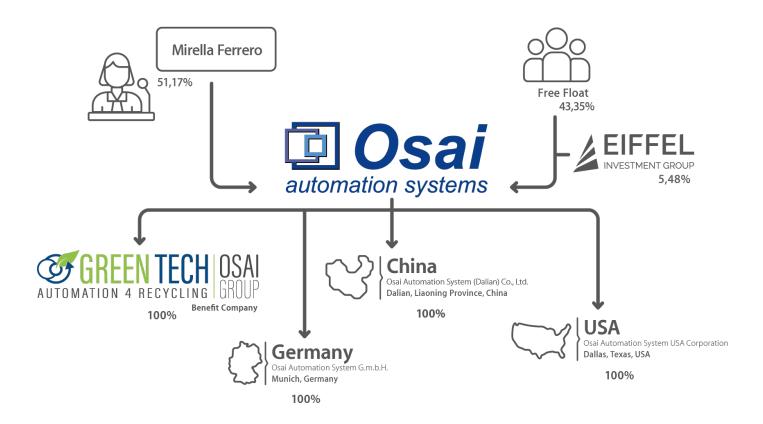
2018 - date: Osai A.S. S.p.A. SB Technical & Sales Manager Electronic, Automation & Robotics Solutions

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.



2024

After obtaining permits for the installation of RE4M, in February Iren announced the plant for the treatment of WEEE, which was launched both at the headquarters of the Tuscany region, in Florence, and in Terranuova Bracciolini, Valdarno.



A Success Story



sector

1991 Osai founded by Carlo Ferrero, in the industrial automation

rofin

1994 Introduction of Laser technology and subsequent collaboration with a world leader in the

field of laser

sources

NEOHANDLER

2011 Delivery of the first machine for the semiconductor sector



Upon the untimely death of the founder, his sister Mirella takes over the company, relying on the commitment and motivation of management



2018

First burn-in system delivered Osai enters the

Borsa Italiana Elite programme



2020

Continuity and development of activity maintained, despite the pandemic shock

Listing on EGM Italia



2022

In October, Osai established, Osai Green Tech SB S.r.l.. its first Società Benefit and construction work started on the new Samone plant.



Acquisition of the first order for a copier roller assembly machine

2001

Creation of the Neo platform and realisation of standard machine projects for the electronics sector



Start of the ADIR project for the recovery of circular economy, in collaboration with the Fraunhofer Institute



Dec 2016

The company lists its first Minibond on the Borsa Italiana ExtraMot PRO



2019

OPEN INNOVATIVE PMI 2019 award. conferred by Grant Thornton in collaboration with **CNEL**



2021

Osai takes part to the "Fcomondo" fair, a major event in Europe for Ecological transition and new model of circular and regenerative Economy



2023

RE4M is nearing completion. Osai GreenTech family's expanding its products in battery, HD and photovoltaic market sector.







precious metals -











Production site

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 **250** employees, highly qualified in the following sectors:

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





Papermill Area Total area: ca. **3.500 mg**

Plant M7 - 2017 Total area: ca. 1.200 mg

> Plant M6 - 2016 Total area: 800 mg

Business Overview: Introduction



New plant in Samone - 2024 Total area: 4.000 mg



C1 Area - 2022 Total area: 900 mg



Products Portfolio



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

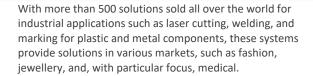
A wide catalogue of solutions that allow operations on electronic boards through laser marking processes, laser or mechanical depanelling and micro-assemby systems for electronic components.



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.

APPLIED LASER





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.





Divisions

AUTOMATION

ELECTRONICS

SEMICONDUCTOR

INDUSTRIAL LASER

Standard and customised products

















Laser welding

Workstations Rotary tables

Laser depaneling

Assembly Systems

Router depaneling

MEMS sensors

Burn-in test Automation





Laser marking

Manufacturers of high-tech components, principally for the mobility sector

Manufacturers of electronic boards and integrated circuits (standalone) or integrated (proprietary solutions)



Tests handlers

for power modules



Laser cutting

Target Clients

Complete

assembly lines

Semiconductor companies

Manufacturers of mechanical micro-machining with a need for high levels of precision, also for small components

Principal market sectors























Medical



mobility







TLC



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	JR AUTOMATION JR AUTOMATION Cublement Mack solutions for your needs.	Laser & Electronics SCHUNK ASYS GROUP	Cohu SPEA INFOTECH automation PENTAMASTER	SM SYSTEM LINN LONN TOSIS MACINE TOSIS M
%CAGR 2021-2028 For main market sectors	Advanced mobility Medical CAGR¹ +14% CAGR² +9,5%	Green mobility TLC CAGR³ +19,8% CAGR⁴ +5,4%	Green Energy Home Appliance CAGR ⁵ +6% CAGR ⁶ +19,7%	Jewellery and fashion CAGR ⁷ +25,4% CAGR ⁸ +8,2%



Data Bridge Market Research: https://www.databridgemarketresearch.com/reports/global-shared-mobility-market

Data Bridge Market Research: https://www.databridgemarketresearch.com/reports/global-medical-automation-market
PR Newswire: https://www.prnewswire.com/news-releases/global-electric-vehicle-market-anticipated-to-hill-\$12-883-1-million-growing-at-19-8-cagr-from-2021-to-2028—exclusive-report-243-pages-by-research-dive-301362602.html
Basiness Wire: https://www.busineswire.com/news/bene/202109410656/ef/cplobal-Tecom-Services-Market-Analysis-Report-2021-2028-Focus-on-Mobile-Data-Services-Market-no-1-Machine-Services--ResearchAndMarkets.com

Market Watch: https://www.marketwatch.com/press-release/renewable-energy-market-trends-and-forecast-2028-2021-07-29?siteid=bigcharts&dist=bigcharts&tesla=y Report Linker: https://www.reportlinker.com/p06127590/Global-Smart-Appliances-Market-Analysis-Trends-Industry-Forecast-to.html

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 Grand View Research: https://www.grandviewresearch.com/press-release/global-jewelry-market

Highlights



TAYLOR MADE SOLUTIONS WITH TURNKEY PROJECTS



LEADERSHIP IN MANUFACTURING MEMS TESTING MACHINES



HIGH-TECH ITALIAN PRODUCTION



SOCIETÀ BENEFIT



STRONG PRESENCE INSIDE LOCAL AREA



IMPACT REPORT



FOCUS ON STAFF'S WELLBEING AND WELFARE



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



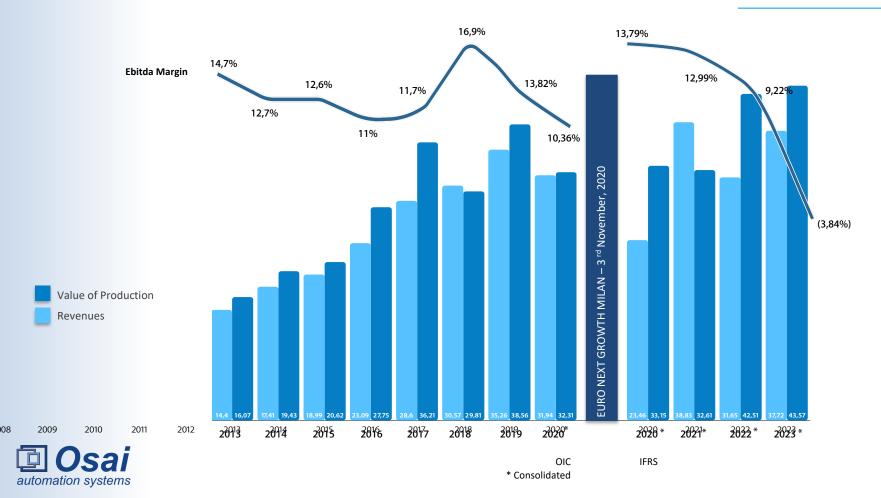
HIGH INTERNATIONAL EXPORT LEVEL



LEGALITY RATING***



Business Overview: Turnover and Value of Production



A Società Benefit is a company which combines the goal of profit with the purpose of creating a positive impact for society and the environment and which operates in a transparent, responsible and sustainable way.

Reference documents:

- Sustainability reportImpact Report
- Bilancio di Sostenibilità 2022

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Our sustainability approach

COALS

-42% CO2 emissions

(Scope 1 and 2)

TARGET 2030

Transition to

EV car fleet

TARGET 2028

2023 GOALS

RATING





Company Carboon Footprint

GOAL ACHIEVED



Carpooling and Green Car policy GOAL ACHIEVED



ESG



13 CLIMATE ACTION

INVESTMENT ON FACILITIES

DECARBONIZATION

INVESTMENT ON

GREEN MOBILITY

PLAN



Increase to 500 KWp the capacity of the Corporate PV park

TARGET 2024



EV charging infrastructure GOAL ACHIEVED



LEGALITY





INVESTMENT ON PEOPLE AND COMMUNITY



Welfare, Healthcare Plan and Smartworking GOAL ACHIEVED



Donations and Charity Works GOAL ACHIEVED



OSAI AWARDS







Leader della Sostenibilità 2023 Il Sole 24 Ore











Comments about the year

- High Value of Revenues for several delivered and installed machines during the year 2023 (+19% vs FY22) and Slight Growth for the VoP (+2% vs FY22)
- Strong Drop in Orders for Semiconductors (-25% vs FY22) and Electronics and Laser Solutions (-56% vs FY22) caused by a Huge Consumer Technology Slowdown in Demand, together with the Instability of the Electric- Vehicles Market. Estabilished Good results for Automation (+ 17% vs FY22) and excellent performance for the Service Division (+21% vs FY22)
- The Lost Higher Profitability, resulting from Consumer Applications, Electro-mechanical Systems and new Big innovative Products with a starting lower marginality, has had a Negative Impact on the EBITDA Value (-143% vs FY22)
- Real Estate Investments realized to enlarge and support the production- a New Plant of 4.000 mq in Samone (11,15 mln) and the Actual Production Site Property in Parella (1,97 mln) - continue to weight on a heavy Net Financial Position (37,5 mln Euro, +84% vs FY22)
- Great opportunities offered by Osai GreenTech (RAEE, photovoltaic, battery and hard disks reuse and recycling). New products for Silicon Carbide Addiction and the Burn In Process.



Production value

of group as of 31 december 2023

43.57 mln Euro

42.51 mln Euro at FY22

Revenues

of group as of 31 december 2023

37.72 mln Euro

31.65 mln Euro at FY22

EBITDA / EBITDA%

of group as of 31 december 2023

(1.67) mln Euro / (3,84)%

3.92 mln Euro / 9,22% at FY22

EBIT

of group as of 31 december 2023

(4.88) mln Euro

1.82 mln Euro at FY22

Net result

of group as of 31 december 2023

(6.16) mln Euro

0.95 mln Euro at FY22

NFP

of group as of 31 december 2023

(37.5) mln Euro

(20.4) mln Euro as at 31.12.22

Consolidated Income Statement

(Euro/000)	Dec 31, 2023	Dec 31, 2022	A
TOTAL SALES	37.724	31.646	6.078
Change in finished goods and W.I.P. stock	2.055	7.793	(5.738)
Other operating revenues	3.787	3.070	717
VALUE OF PRODUCTION	43.566	42.509	1.057
Product cost (raw materials and outsourcing)	(20.565)	(18.057)	(2.508)
GROSS MARGIN	23.001	24.452	(1.451)
Personnel expenses	(16.892)	(14.482)	(2.410)
Other operating costs	(7.780)	(6.049)	(1.731)
EBITDA	(1.671)	3.921	(5.592)
Writedowns, depreciation and amortisation	(2.765)	(2.103)	(662)
OPERATING INCOME OF ORDINARY OPERATIONS	(4.436)	1.818	(6.254)
Non-recurring expenses/(charges)	(445)	-	(445)
EBIT	(4.881)	1.818	(6.699)
Financial Income/(Expenses)	(1.471)	(769)	(702)
EBT	(6.352)	1.049	(7.401)
Income taxes	195	(97)	292
Net profit/(loss) for the period	(6.157)	952	(7.109)
EBITDA MARGIN	(3,84%)	9,22%	(13,06%)



Consolidated Financial Statements

ASSETS

(Euro/1000)	December 31, 2023	December 31, 2022	Δ
ASSETS			
NON-CURRENT ASSETS			
Property, plant and equipment	20.344	14.411	5.933
Intangible Assets	7.265	5.304	1.961
Shareholdings	126	226	(100)
Non current financial assets	1.075	629	446
Other non-current receivables	531	679	(148)
Deffered tax assets	776	571	205
TOTAL NON-CURRENT ASSETS	30.117	21.820	8.297
TOTAL NON COMMENT ASSETS	30.117	21.020	0.237

CURRENT ASSETS

Inventory	33.613	31.172	2.441
Trade receivables	14.493	9.402	5.541
Current tax receivables	1.095	1.312	(217)
Other short-term receivables	2.824	1.382	1.442
Current financial assets	298	1.579	(1.281)
Cash and cash equivalents	1.586	9.865	(8.279)
TOTAL CURRENT ASSETS	54.359	54.712	(353)
TOTAL ASSETS	84.476	76.532	7.944

LIABILITIES

(Euro/1000)	December 31, 2023	December 31, 2022	Δ
SHAREHOLDERS EQUITY			
Share capital	1.613	1.613	0
Share premium reserve	8.681	8.677	4
Legal reserve	299	257	42
FTA reserve	(1.683)	(1.683)	0
Other components of shareholder's equity	218	223	(5)
Conversion reserve	(30)	1	(31)
Retained earnings/(loss) carried forward	8.401	7.488	913
Profit/(loss) for the period	(6.157)	952	(7.109)
TOTAL SHAREHOLDERS EQUITY	11.342	17.528	(6.186)
Shareholders' Equity of parent company shareholders	11.342	17.528	(6.186)
Shareholders' Equity of non-controlling interests	-	-	-

NON CURRENT LIABILITIES

Long-term borrowings	14.526	15.015	(489)
Employee benefits	3.468	3.212	256
Other non-current payables	193	221	(28)
Deffered tax liabilities	9	2	7
Other non-current financial liabilities	3.955	4.932	(977)
Payables non current under IFRS16	1.660	3.645	(1.985)
TOTAL NON-CURRENT LIABILITIES	23.811	27.027	(3.216)

CURRENT LIABILITIES

Short-term borrowings		18.460	8.155	10.305
Other current financial liabilities		979	(24)	1.003
Trade payables		8.602	8.697	(95)
Current taxes payable		462	387	75
Other current payables		19.038	13.536	5.502
Provision for risks and charges		945	472	473
Payables current under IFRS16		837	754	83
	TOTAL CURRENT LIABILITIES	49.323	31.977	17.346

84.476

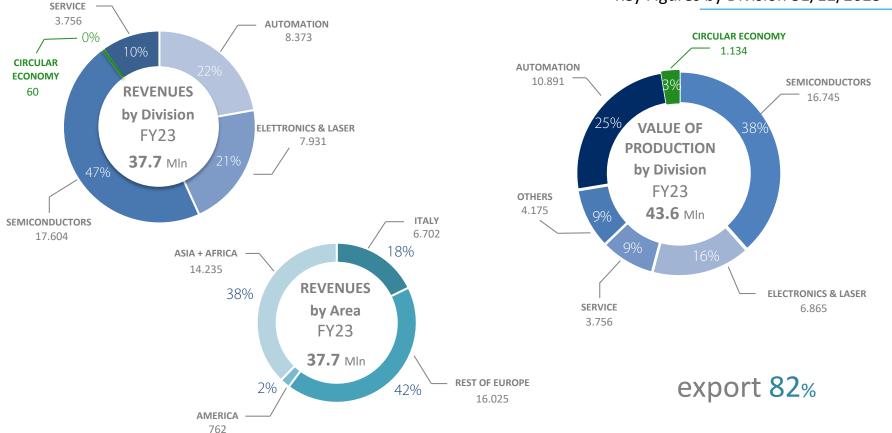
TOTAL LIABILITIES



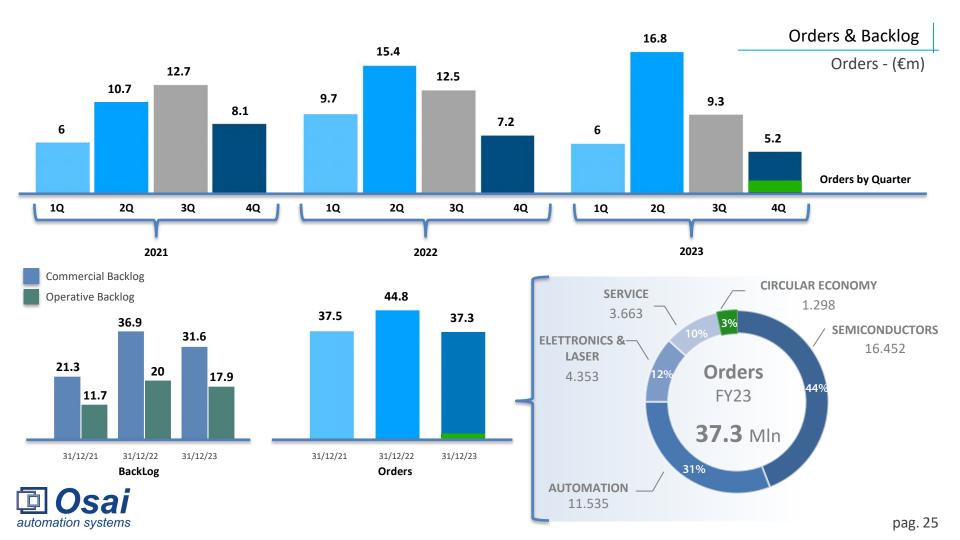
7.944

76.532

Key Figures by Division 31/12/2023







Operative Profit & Loss by Division 31/12/2023

		Operative	. I TOTIL & LOSS by DIV	7131011 31/12/2023
	Total Sales (Euro/000)	Operative Value of Production (1) (Euro/000)	MOL 3 rd Level ⁽²⁾ (Euro/000)	MOL 3 rd Margin %
AUTOMATION 22%	8.373	10.891	1.258	12
ELECTRONICS & LASER 21%	7.931	6.865	1.340	20
SEMICONDUCTORS 47%	17.604	16.745	4.526	27
SEMICONDUCTORS	171004	10.743	4.520	
SERVICE 10%	3.756	3.756	494	13
61DG111 AD EGGNGAAV 0%				
CIRCULAR ECONOMY 0/8	60	1.134	162	14
OTHERS	-	4.175	(9.451)	-
TOTAL	37.724	43.566	(1.671)	(4)
_				

automation systems

1. Production value including capitalization
2. Margin provided by each division includin

Margin provided by each division including only operating margin equal to EBITDA with the exclusion of capitalization



R&D FY23
3.62 Mln

Capitalized costs
2.734 KEuro

R&D Bonus amount

274 KEuro

European Grants 614 KEuro

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

AUTOMATION, APPLIED LASER - Conception, design and implementation of automation system solutions for medical applications

Circolar 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

R&D FY23



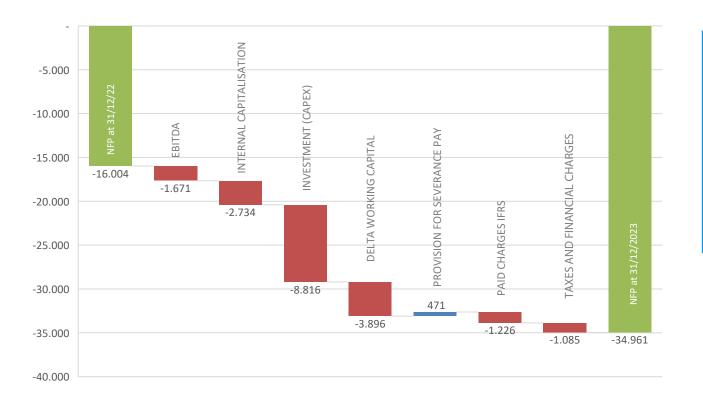




Operative NFP – without IFRS16

Net Financial Position

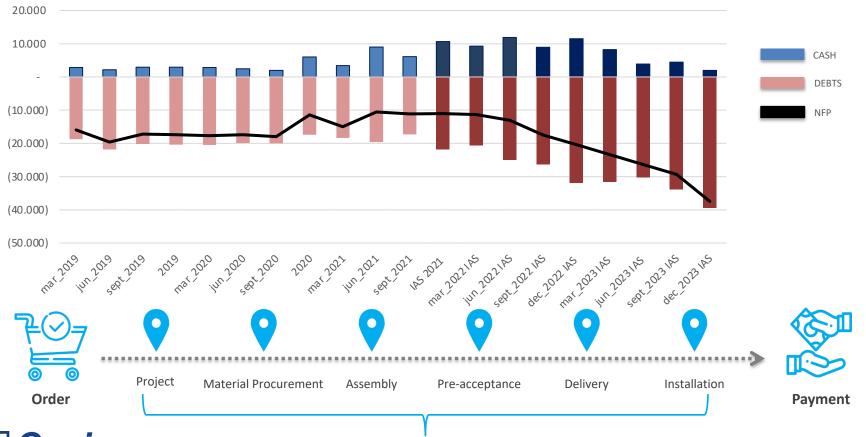
(€m)



NFP	euro
NFP at 31/12/2022	(16.004)
EBITDA	(1.671)
Internal capitalisations	(2.734)
Investment (CAPEX)	(8.816)
Delta Working Capital	(3.896)
Provision for severance pay	471
Paid charges IFRS	(1.226)
Taxes and financial charges	(1.085)
NFP at 31/12/2023	(34.961)

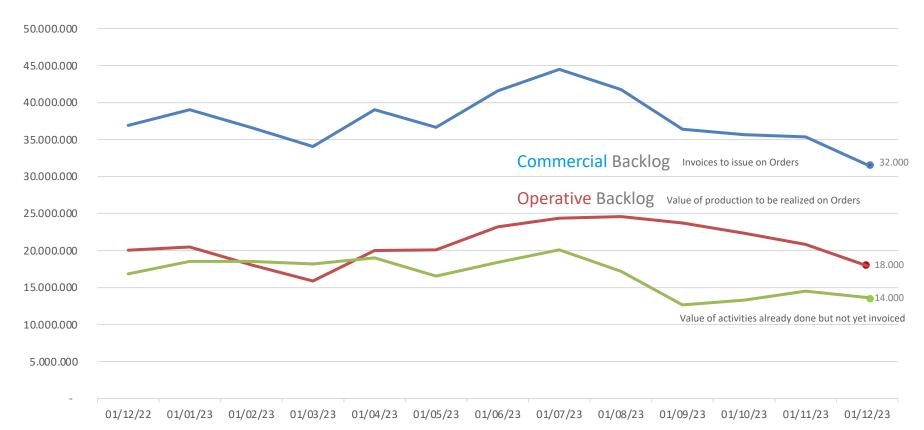








Operative and Commercial Backlog (€m)











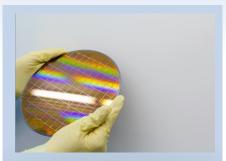




SEMICONDUCTOR TEST HANDLING

Expansion of the product range with test handling in silicon devices. Development of **new systems for Power Module and Discretes Test Handlers**, the perfect standard solutions for the mass production.

New Products 2024



SILICON CARBIDE ADDITION

Series of systems that can offer accuracy, efficiency, repeatability and can handle high volumes, from the preliminary stage to the handling of ingots, to obtain wafers for electronic applications.





E-MOBILITY FACTORY

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





BIOMEDICAL & LIFE SCIENCE AUTOMATION

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

2024

GreenTech Existing Business





PCB

The RE4M – Recycling for
Manufacturing plant, born from the
experience gained by OSAI within
the European project ADIR, is an
innovative system for the
automated extraction and selection
of electronic components for the
recovery of precious metals and
critical raw materials.





HARD DISK

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



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.





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.



WEEE



£12

Millions of tonnes in Europe





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







2.000

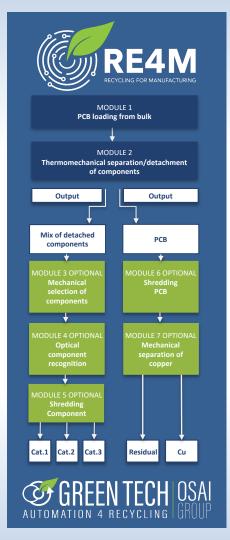
kg/day of **PCB**

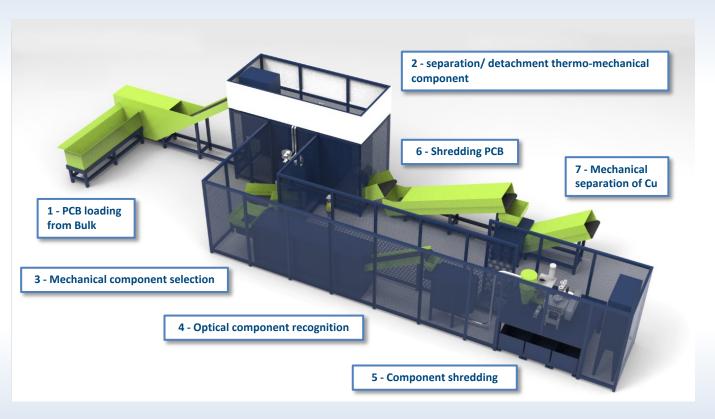
\$1.200

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

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

RE4M Processing stages









Automation is a vehicle for...











the new recycling era!



Worldwide Exhibitions 2023









San Francisco















INTERNATIONAL SEMICONDUCTOR

















Waste Management















HEADQUARTER

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Italy

https://goo.gl/maps/SvkTBjtbeb8vpfih9



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ONTACT US

Let's have a discussion



