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Informazione Regolamentata n. 2358-48-2022	Data/Ora Ricezione 18 Aprile 2022 20:22:21	Euronext Star Milan
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Informazione  
Regolamentata  
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Data/Ora Ricezione : 18 Aprile 2022 20:22:21  
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Diffusione presunta  
Oggetto : FULL-YEAR 2022 GUIDANCE:  
EXPECTED NET SALES AT CA. €200M,  
+78% vs. FY 2021

*Testo del comunicato*

Vedi allegato.



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### FULL-YEAR 2022 GUIDANCE

## SECO: EXPECTED NET SALES AT CA. €200M, +78% vs. FY 2021

- Organic growth at 43% vs. FY 2021
- Like-for-like<sup>1</sup> growth at 38% vs. FY 2021

Arezzo, April 19, 2022 – SECO S.p.A. ("SECO"), after reviewing the state of execution of its industrial plan, the order backlog and order intake levels, the new design wins and the general visibility on the business, has decided to provide a guidance on full-year 2022.

Net sales of ca. €200M are expected for the year (+78% vs FY 2021), with an organic growth at ca. 43% and a like-for-like growth at ca. 38%.

This trend is mainly due to a significant growth, largely driven by sectors like Industrial, Medical, Fitness, Vending and Transportation, observed in the highest-growing potential markets among which the EMEA, the APAC and the US.

*"Despite a market scenario still impacted by the components' shortage, we are continuing to observe a strong acceleration of our business: in particular, for 2022 we expect that around €20M of revenue will derive from new customers. Our pipeline is continuously expanding, with an excellent conversion rate into design wins and a strong demand for CLEA, our IoT-AI platform. Digitalization of devices is a secular trend which is just at the beginning: we are extremely well positioned to benefit from the enormous growth opportunities this sector will offer in the next years", said Massimo Mauri, SECO CEO.*

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<sup>1</sup> Considering the results of the Garz & Fricke Group from January 1, 2021



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### SECO

SECO (IOT.MI) develops and manufactures cutting-edge technological solutions, from miniaturized computers to fully customized integrated systems combining hardware and software. SECO also offers Clea, a proprietary end-to-end IoT-AI analytics software suite, made available on a SaaS basis, that allows clients to gather insightful data from their on-field devices in real time. SECO employs almost 800 people worldwide and operates through 5 production plants, 9 R&D hubs and sales offices in 9 countries. SECO serves more than 300 blue-chip customers which are leaders in their respective fields, including Medical, Industrial Automation, Aerospace & Defense, Fitness, Vending and many other sectors. SECO R&D capabilities are further enhanced by long-lasting strategic partnerships with tech giants and collaborations with universities, research centers, and innovative start-ups. Corporate social responsibility is part of the strategy of SECO, that undertakes several actions to reduce its environmental footprint and increase its impact on its people and local communities.

For more information: <http://www.seco.com/>

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