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Oggetto	:	SECO gets design win of over €50M for coffee machine digitalization

Testo del comunicato

Vedi allegato.

SECO gets design win of over €50M for coffee machine digitalization

Arezzo, November 30, 2023 – SECO S.p.A. ("**SECO**") announces a new commercial agreement with a worldwide leader in the production of fully automatic coffee machines for both domestic and professional use.

The customer manufactures a wide portfolio of machine models for which SECO will provide custom edge computing systems. By developing and integrating electronics, display, and mechanical components, these solutions will enhance the user-machine interaction.

A distinctive aspect of SECO's offering is its deep system integration capability, gained through years of experience across several verticals. The proposed solution is designed to meet the highest resistance requirements of the HMI (touch/display) component, as it operates in a high-temperature environment characterized by steam presence. At the same time, careful attention has been given to both product aesthetics and user-friendliness, focusing on the UX, elements particularly significant in a market closely linked to the professional sphere.

The design win is expected to generate revenues exceeding €50M in the period 2024-2025.

The two companies have now decided to strengthen the collaboration by exploring the digitalization opportunities presented by the use of the Artificial Intelligence for the future generations of machines, aiming to launch new high-value-added services in the coffee sector.

Leveraging the use of AI at the edge, SECO's Clea software suite represents the ideal technological infrastructure to enable new functions such as predictive maintenance, consumption trend analysis, and personalized offerings, fully harnessing the data generated by field devices.

SECO

SECO (IOT.MI) is a high-tech company that develops and manufactures cutting-edge solutions for the digitalization of industrial products and processes. SECO's hardware and software offering enables B2B companies to introduce edge computing, Internet of Things, data analytics and artificial intelligence in their businesses. SECO's technology spans across multiple fields of application: serving more than 450 customers, operating in sectors like Medical, Industrial Automation, Fitness, Vending, Transportation and many others. Enabling to accurately monitor the functioning of on-field devices, SECO solutions contribute to creating low environmental impact business models thanks to a more efficient use of resources.

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

Contacts

SECO S.p.A.
Lorenzo Tosi
Investor Relations
Tel. +39 0575 26979
investor.relations@seco.com

COMMUNITY GROUP
Marco Rubino
Tel. +39 3356509552
seco@communitygroup.it

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