

Company Presentation FY23

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

Disclaimer	pag. 3
Company Overview	pag. 5
Overview FY23	pag. 19
Osai Next Products	pag. 32



Disclaimer

You must read the following before continuing

This presentation (the “presentation”) has been prepared by Osai A.S. S.P.A. SB (The “company”) for information purposes only, and contains only summary information. Furthermore, it has been drafted without claiming to be exhaustive. The information set out in the presentation (the “information”) has been supplied and elaborated by the company. This presentation may contain financial and/or business information and/or operating data and/or market information regarding business and assets of the company and of its subsidiaries (together with the company, the “group”). Certain financial information set out herein may not have been audited, reviewed, discussed or verified by any independent accounting firm. Therefore, the recipient undertakes vis-à-vis the company.

This presentation does not constitute an offer to the public or an invitation to subscribe for, purchase or otherwise acquire any financial products, as defined under article 1, paragraph 1, letter (t) of legislative decree no. 58 of 24 february 1998, as amended. Therefore, this document is not an advertisement or a recommendation and in no way constitutes a proposal to execute a contract, an offer or invitation to purchase, subscribe or sell any securities and neither it nor any part of it shall form the basis of or be relied upon in connection with any contract or commitment or investments decision whatsoever. The company has not prepared and will not prepare any prospectus in accordance with article 94 of the legislative decree no. 58 of 24 february 1998, as amended. Any decision to purchase, subscribe or sell securities will have to be made independently of this presentation. Therefore, nothing in this presentation shall create any binding obligation or liability on the company and any of their advisors or representatives.

The information and opinions contained in this document are provided as at the date hereof and are subject to change without prior notice. The recipient will be solely responsible for conducting its own assessment of the information set out in the presentation. Neither the company, nor any of their advisors or representatives shall be obliged to furnish, to provide or to update any information or to notify or to correct any inaccuracies in any information. Neither the company, nor any of their advisors or representatives shall have any liability to the recipient or to any of its representatives as a result of the use of or reliance upon the information contained in this presentation.

No representation and no liability. No reliance may be placed for any purposes whatsoever on the information or on its completeness. No representation or warranty, express or implied, is or will be given by the company, its shareholders, directors, officers, advisers, agents, employees or affiliates or any other person as to the accuracy, completeness, suitability or fairness of any information provided and, so far as is permitted by law and except in the case of fraud by the party concerned, no responsibility or liability whatsoever is accepted for the accuracy or sufficiency thereof or for errors, omissions or misstatements, negligent or otherwise, relating thereto. In particular, but without limitation, no representation or warranty, express or implied, is or will be given as to the achievement or reasonableness of, and no reliance may be placed for any purpose on the accuracy or completeness of, any estimates, targets, projections or forecasts and nothing in these materials should be relied upon as a promise or representation as to the future. No liability for any direct, indirect or consequential loss or damage suffered by any person as a result of relying on all or any part of this document is accepted. The company, the group or any shareholders, directors, officers, advisers, agents, employees or affiliates or any other person disclaim all and any responsibility and liability whatsoever, whether arising in tort, contract or otherwise, for any errors, omissions or inaccuracies in such information or opinions or for any loss, cost or damage suffered or incurred howsoever arising, directly or indirectly, from any use of this presentation or its contents or otherwise in connection with this presentation and the information therein. Persons reading this presentation shall make all trading and investment activity in reliance on their own assessment and/or decisions.

No advice. This presentation is not intended to provide, and should not be relied upon for, financial, business, accounting, legal or tax advice and you are strongly advised to consult your own independent advisers on any financial, business, legal, tax or accounting issues relating to the information and/or materials provided hereunder.

No recommendation. The sole purpose of this presentation is to provide the information. This presentation contains only summary information and does not purport to and is not intended to contain all of the information that may be required to evaluate, and should not be relied upon in connection with, any potential transaction. In addition, this presentation and the information are not intended to, constitute any sort of recommendation, invitation or solicitation regarding any investment in the company. It is not intended to be (and should not be used as) the sole basis of any credit analysis or other evaluation, and it should not be considered as, a recommendation by any person for you to participate in any potential transaction.

Certain information contained in this document has been obtained from published and non-published sources prepared by other parties, which in certain cases have not been updated to the date hereof. While such information is believed to be reliable for the purpose used in this document, the company or the group do not assume any responsibility for the accuracy or completeness of such information and such information has not been independently verified by the company or the group.

By accepting this presentation you acknowledge and agree to be bound by the foregoing terms, conditions, limitations and restrictions. Any failure to comply with these terms, conditions, limitations and restrictions may constitute a violation of applicable laws and regulations.



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



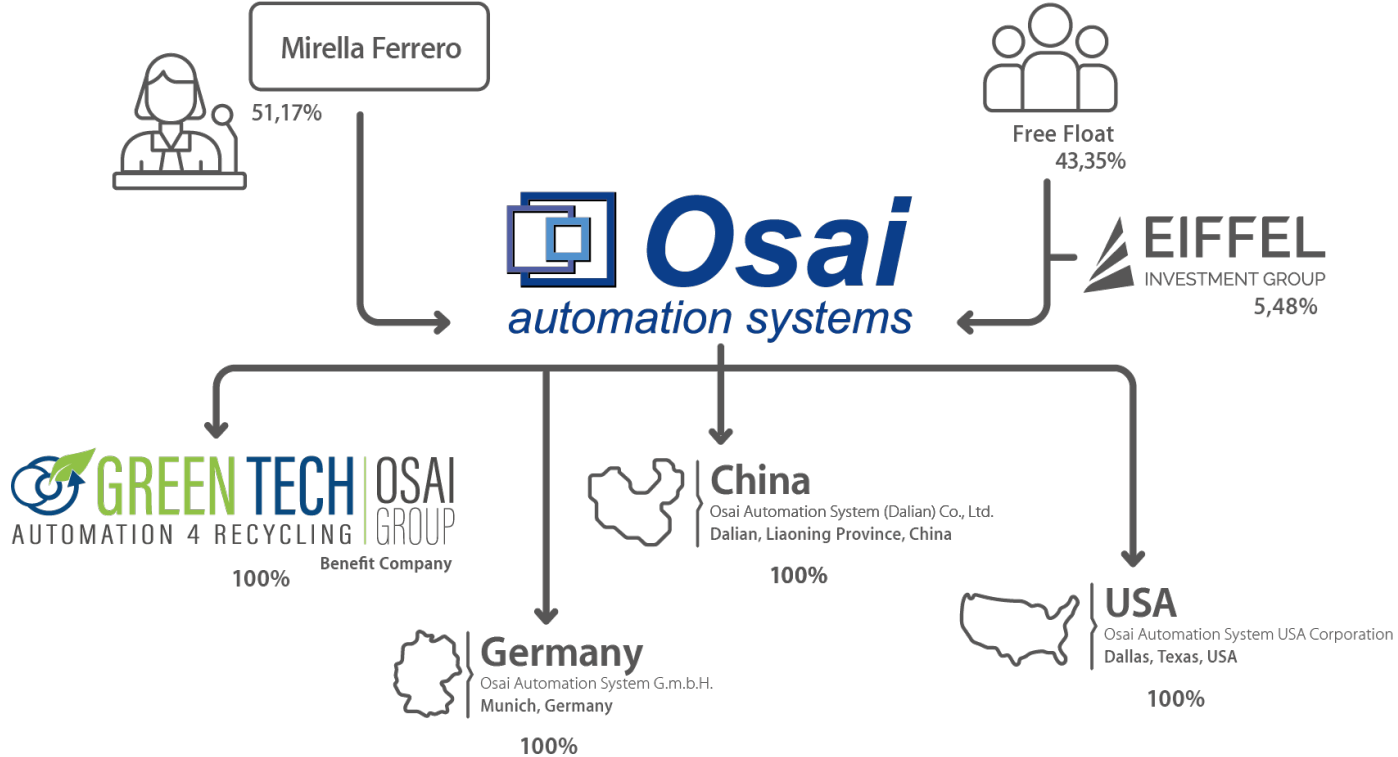
SALES MANAGER

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.



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.



1991
Osai founded by **Carlo Ferrero**, in the industrial automation sector

rofin

1994
Introduction of **Laser technology** and subsequent collaboration with a world leader in the field of laser sources

NEOHANDLER
modula

2011
Delivery of the first machine for the **semiconductor** sector

Oct 2015
Upon the untimely death of the founder, his sister **Mirella** takes over the company, relying on the commitment and motivation of management

ELITE

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

GREEN TECH OSAI
AUTOMATION 4 RECYCLING GROUP

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.



1992
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

NEO



2015
Start of the **ADIR** project for the recovery of precious metals - **circular economy**, in collaboration with the Fraunhofer Institute



Dec 2016
The company lists its first **Minibond** on the Borsa Italiana ExtraMot PRO

ExtraMOT
Borsa Italiana



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



2021
Osai takes part to the "**Ecomondo**" 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.



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



3 fully owned commercial branches in strategic markets



2009 - Munich



2011 - Dailan



2015 - Dallas



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



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 mq

Plant M7 - 2017

Total area: ca. 1.200 mq

Plant M6 - 2016

Total area: 800 mq

Business Overview: Introduction



New plant in Samone - 2024

Total area: 4.000 mq



C1 Area - 2022

Total area: 900 mq



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	  <p>Workstations Rotary tables</p>  <p>Complete assembly lines</p>	  <p>PCB Laser marking Assembly Systems</p>   <p>Laser depaneling Router depaneling</p>	  <p>Test handlers for MEMS sensors Burn-in test Automation</p>   <p>Power device packaging Tests handlers for power modules</p>	  <p>General Purpose Laser marking Laser welding</p>  <p>Laser cutting</p>
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	   <p>Advanced mobility Medical Green mobility</p>	   <p>Advanced mobility Green Energy Home Appliance</p>   <p>TLC Medical</p>	  <p>Advanced mobility Green mobility</p>   <p>IoT TLC</p>	  <p>Medical Jewellery and fashion</p>

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	    	   	   	   				
%CAGR 2021-2028 For main market sectors	 Advanced mobility 	 Medical 	 Green mobility 	 TLC 	 Green Energy 	 Home Appliance 	 IoT 	 Jewellery and fashion 

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-19-9-cagr-from-2021-to-2028-exclusive-report-243-pages-by-research-dive-301362602.html>
4. Business Wire: <https://www.businesswire.com/news/home/20210914005664/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&teslay>
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>



TAYLOR MADE SOLUTIONS WITH
TURNKEY PROJECTS



HIGH-TECH ITALIAN PRODUCTION



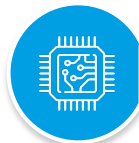
STRONG PRESENCE INSIDE LOCAL
AREA



FOCUS ON STAFF'S WELLBEING AND
WELFARE



HIGH INTERNATIONAL EXPORT LEVEL



LEADERSHIP IN MANUFACTURING
MEMS TESTING MACHINES



SOCIETÀ BENEFIT



IMPACT REPORT

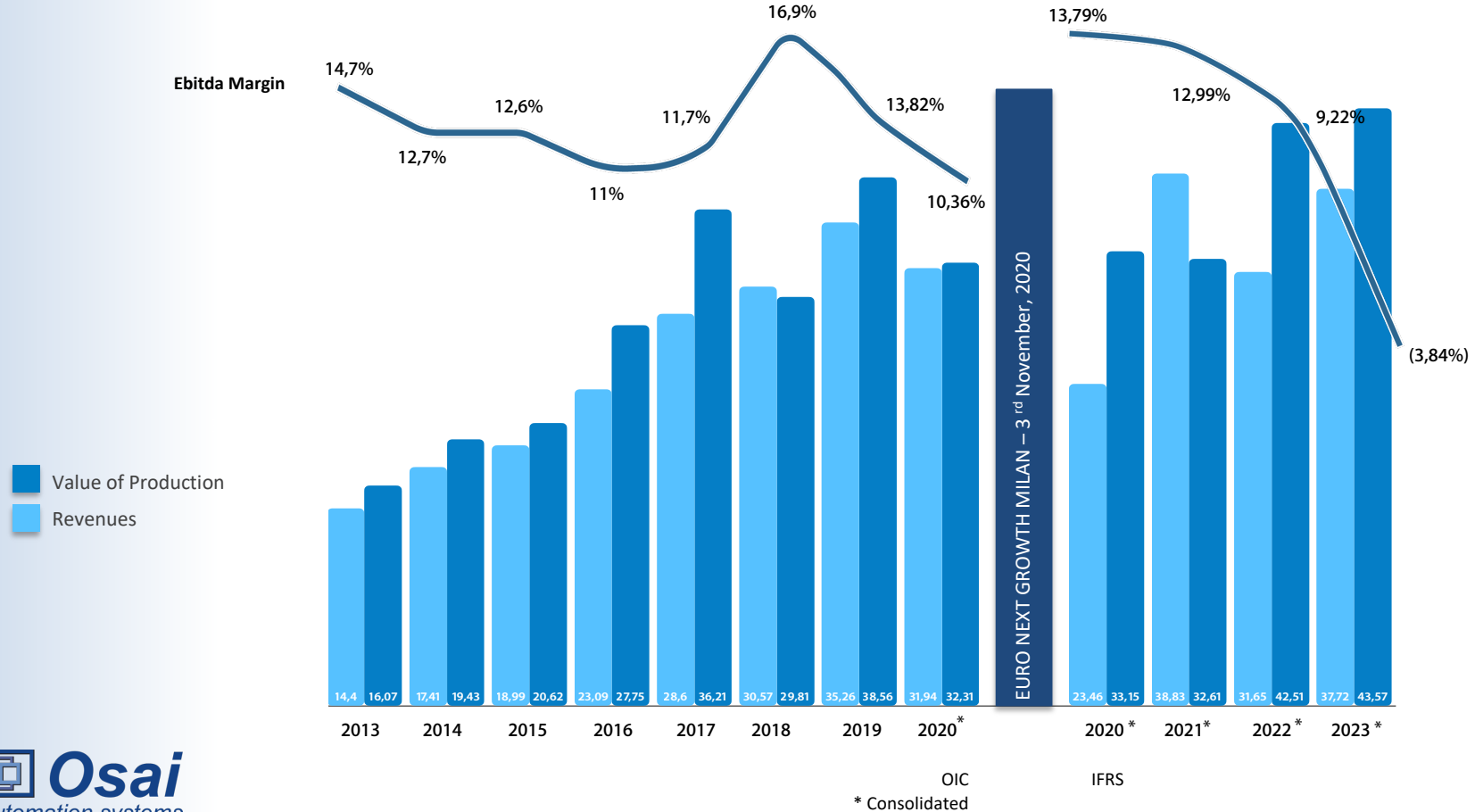


AMONG THE FIRST INNOVATIVE SMEs
TO DRAW UP THE 3rd SUSTAINABILITY
REPORT REVIEWED BY BDO



LEGALITY RATING ★★★

Business Overview: Turnover and Value of Production



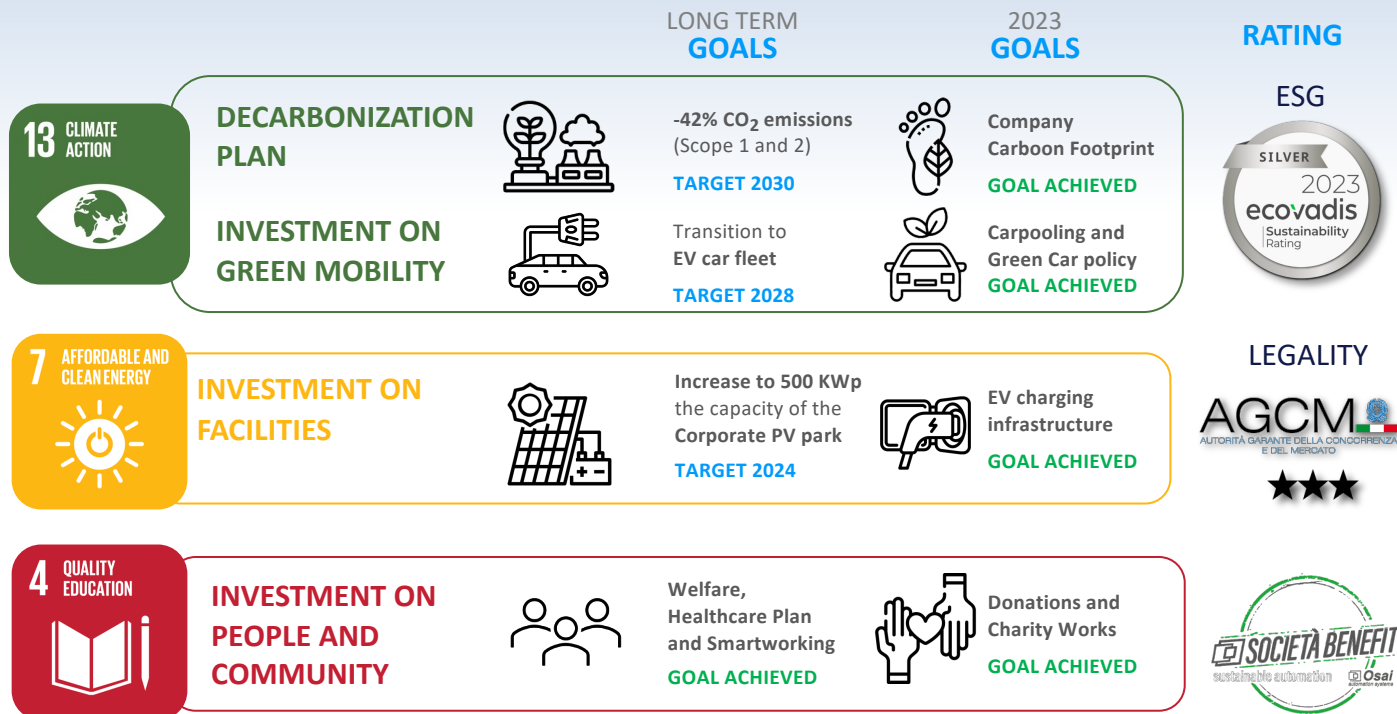
A Società Benefit is a company which combines the goal of profit with the purpose of creating a **positive impact for society** and the **environment** and which operates in a transparent, responsible and sustainable way.

Reference documents:

- Sustainability report
- Impact Report



Our sustainability approach



OSAI AWARDS



Leader della
Sostenibilità 2023
Il Sole 24 Ore



Overview FY23

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**. Established 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**.



Main Consolidated Results FY23

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	▲
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%)

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

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)

<i>Shareholders' Equity of parent company shareholders</i>	11.342	17.528	(6.186)
<i>Shareholders' Equity of non-controlling interests</i>	-	-	-

NON CURRENT LIABILITIES

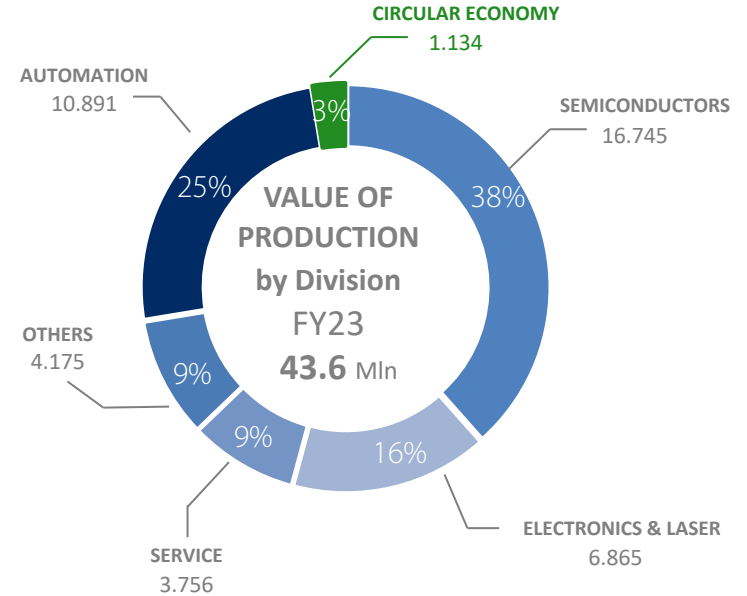
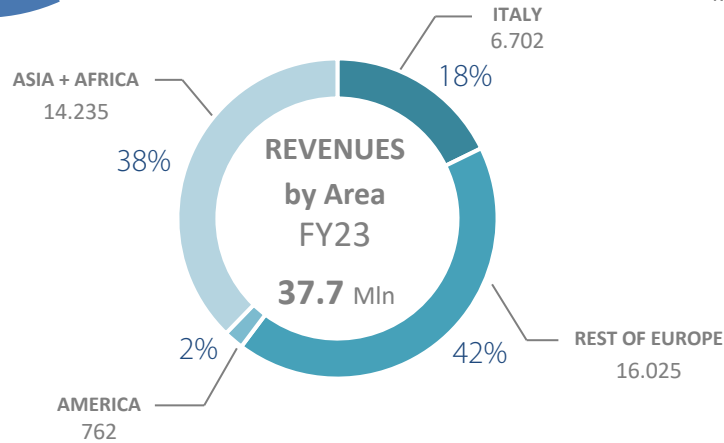
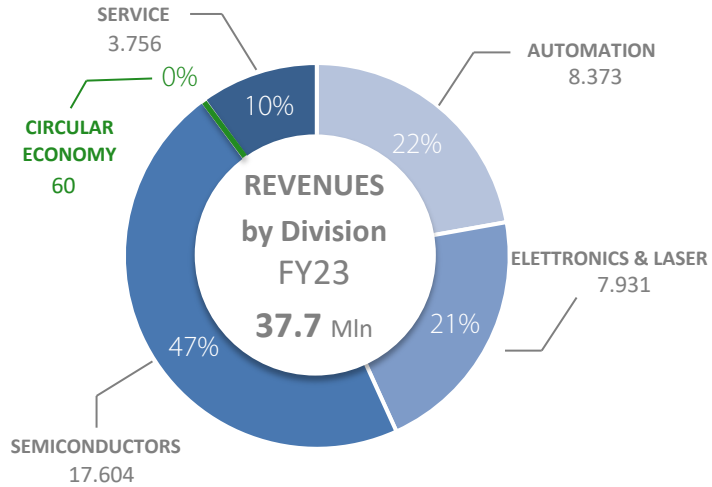
Long-term borrowings	14.526	15.015	(489)
Employee benefits	3.468	3.212	256
Other non-current payables	193	221	(28)
Deffered tax liabilities	9	2	7
Other non-current financial liabilities	3.955	4.932	(977)
Payables non current under IFRS16	1.660	3.645	(1.985)
TOTAL NON-CURRENT LIABILITIES	23.811	27.027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

TOTAL LIABILITIES	84.476	76.532	7.944
--------------------------	---------------	---------------	--------------

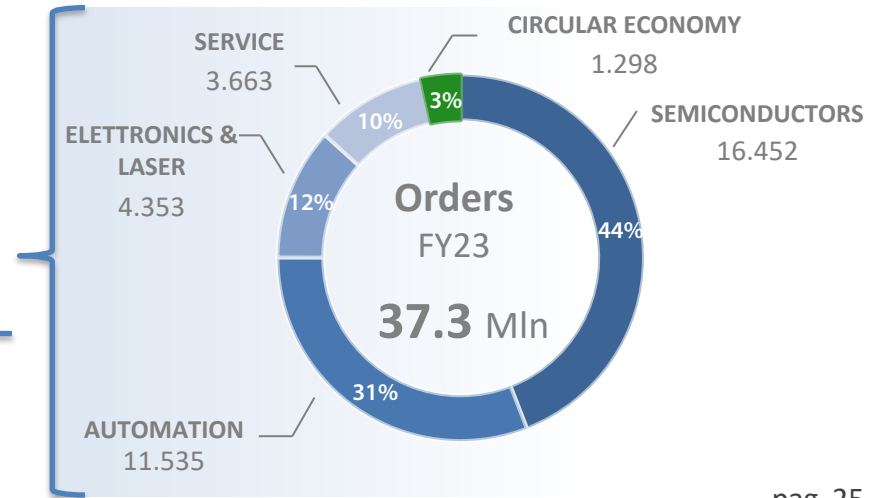
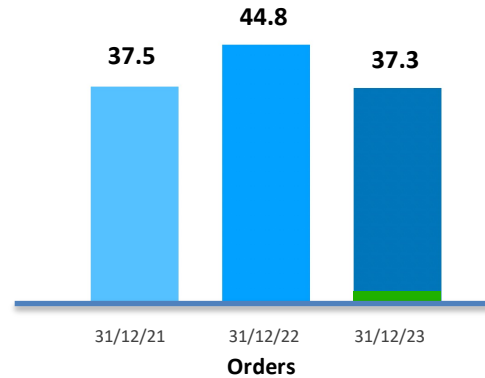
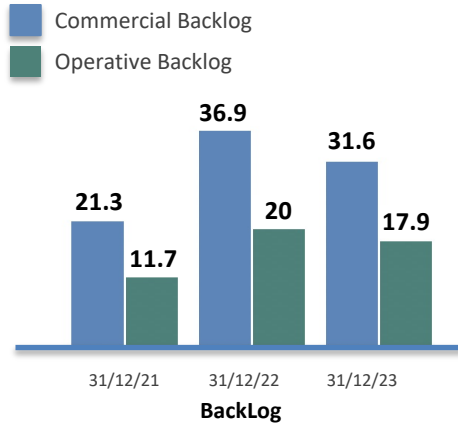
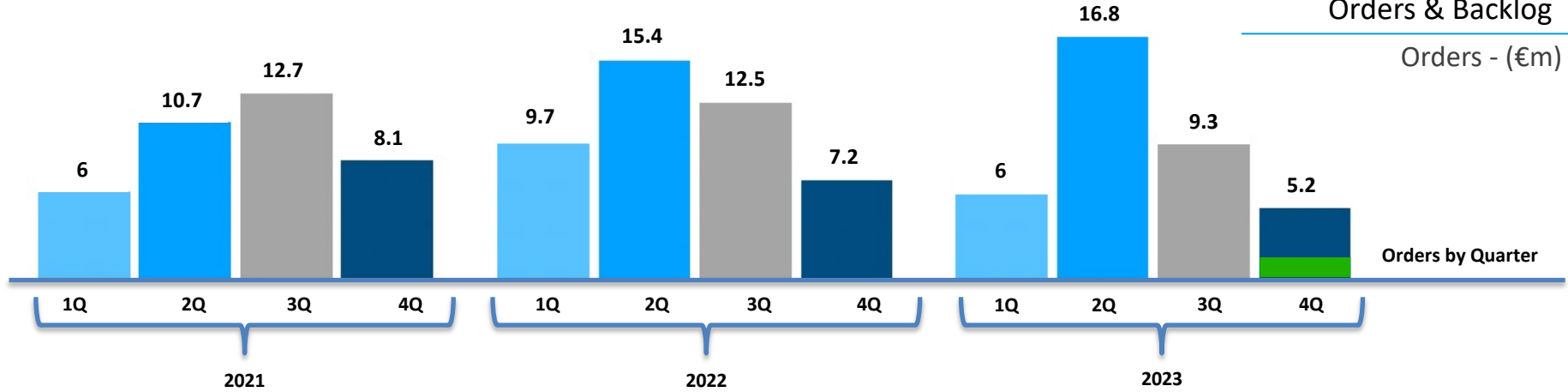
Key Figures by Division 31/12/2023








export 82%

Orders & Backlog

Orders - (€m)

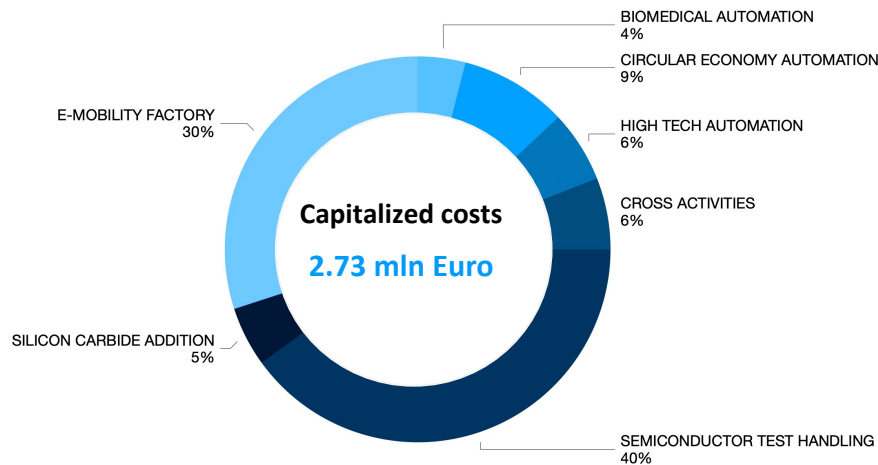


Operative Profit & Loss by Division 31/12/2023

		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
	SERVICE — 10%	3.756	3.756	494	13
	CIRCULAR ECONOMY — 0%	60	1.134	162	14
	OTHERS —	-	4.175	(9.451)	-
TOTAL		37.724	43.566	(1.671)	(4)

1. Production value including capitalization

2. 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

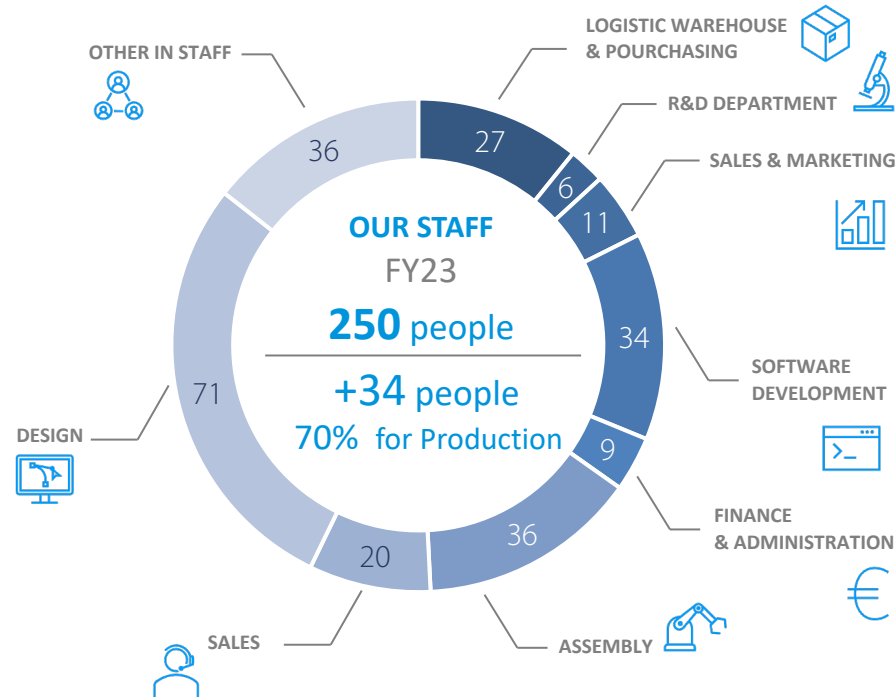
614 KEuro

R&D FY23

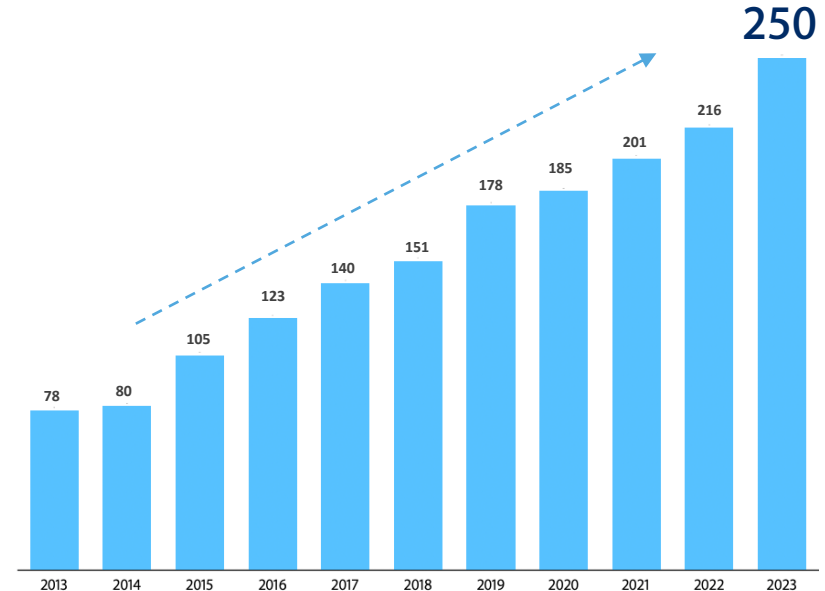
Semiconductor Test Handling	SEMICONDUCTORS - New processes or applications for MEMS stimulation and test systems for the semiconductor market
Silicon Carbide Addition	SEMICONDUCTORS - Automating and making reliable the surface enrichment process on large wafers
E -Mobility Factory	AUTOMATION, LASER, 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

FY23 People in STAFF

Staff



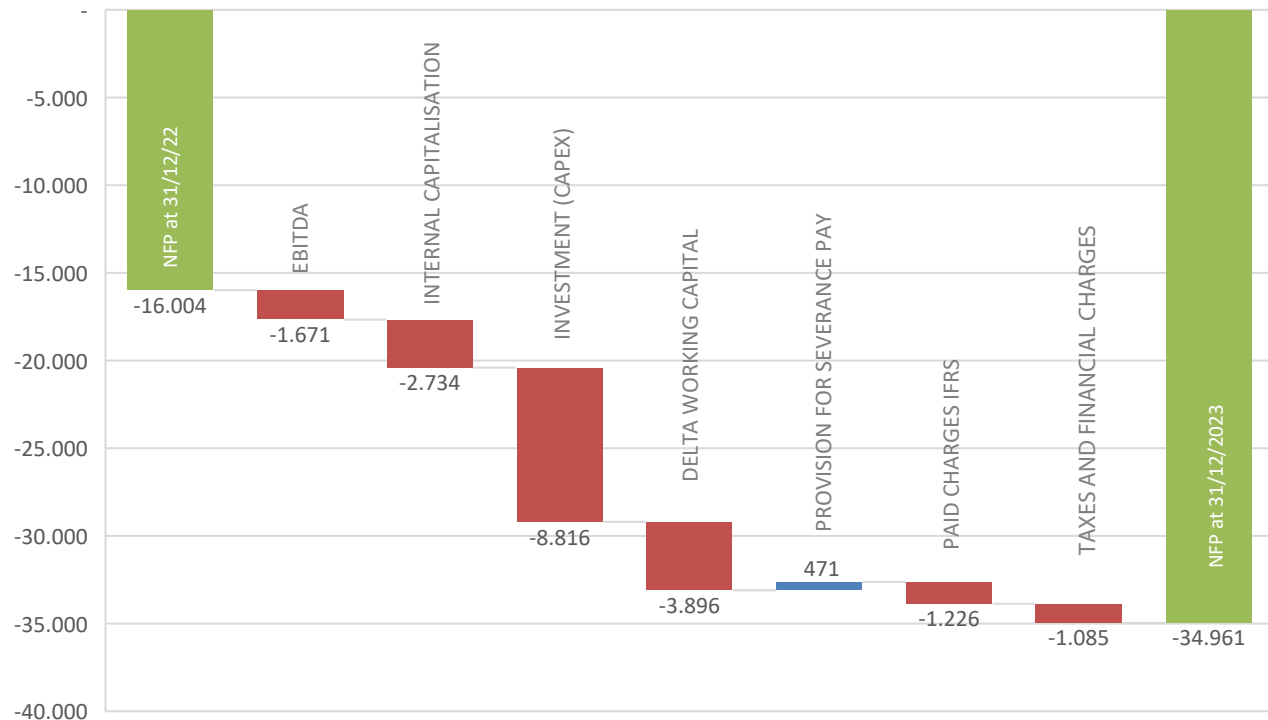
The Group has heavily invested in human resources in the last decade



Operative NFP – without IFRS16

Net Financial Position

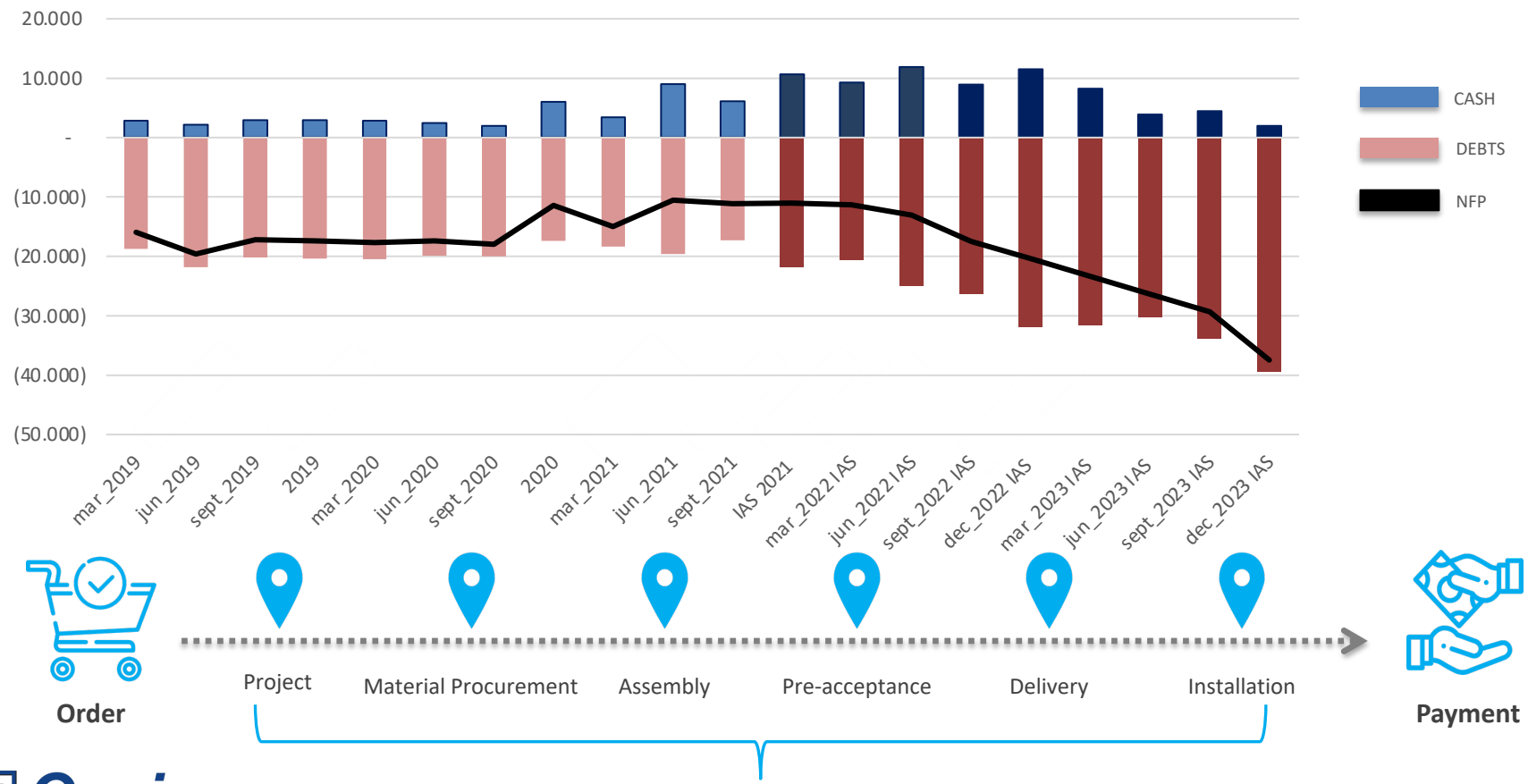
(€m)



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)

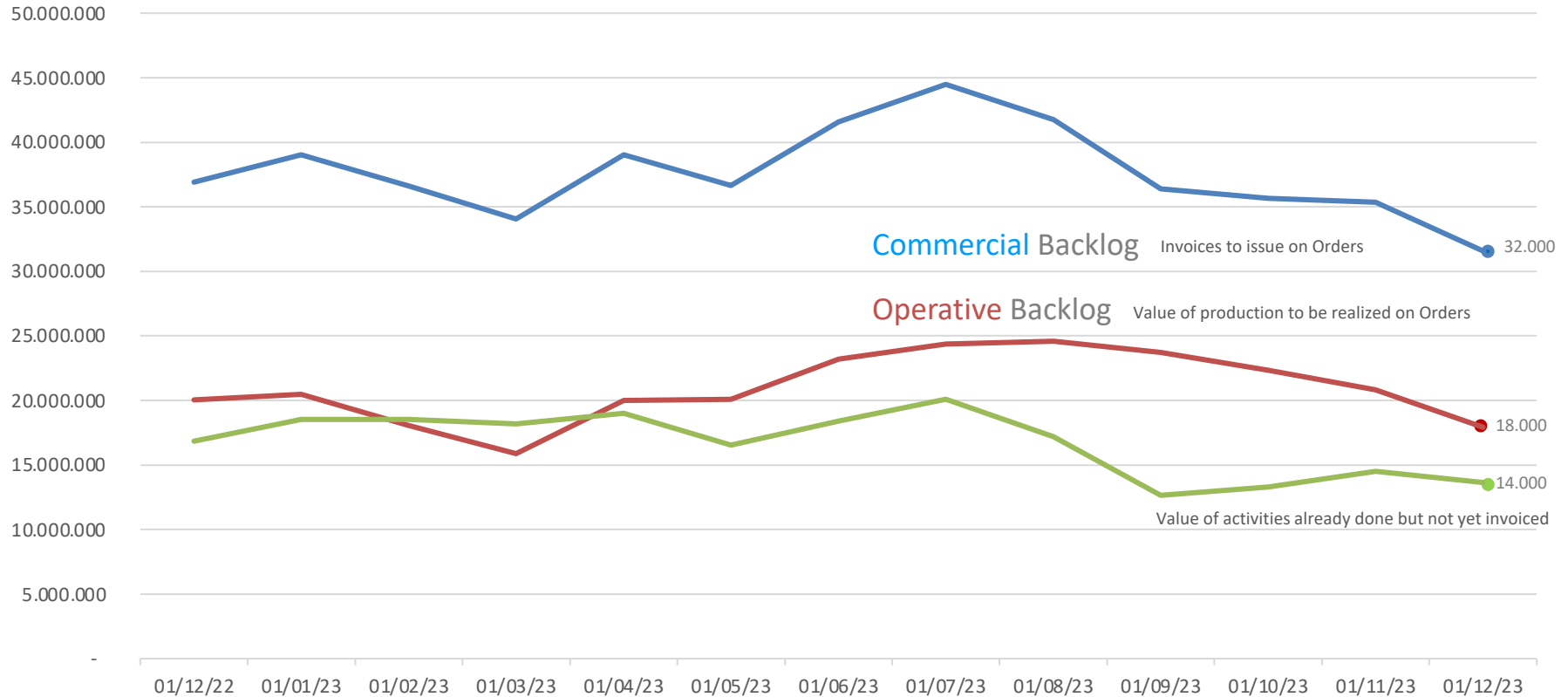
NFP (€m)

Activities Description



Operative and Commercial Backlog (€m)

Activities Description





Osai Next Products

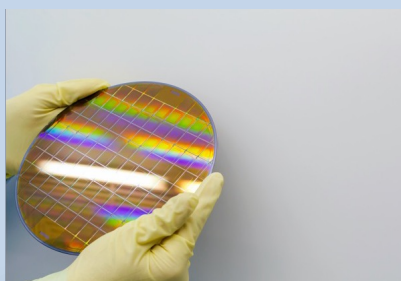


SEMICONDUCTOR TEST HANDLING

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.

2

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.



SiC Family
COMPLETED

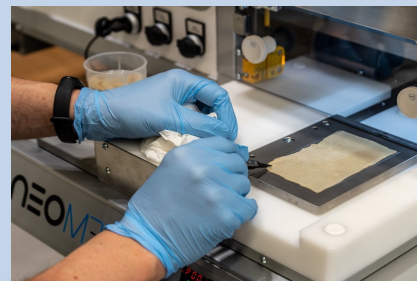


E-MOBILITY FACTORY

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

2024

New innovative solutions



BIOMEDICAL & LIFE SCIENCE AUTOMATION

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

2024



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.

GreenTech Existing Business



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

800

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



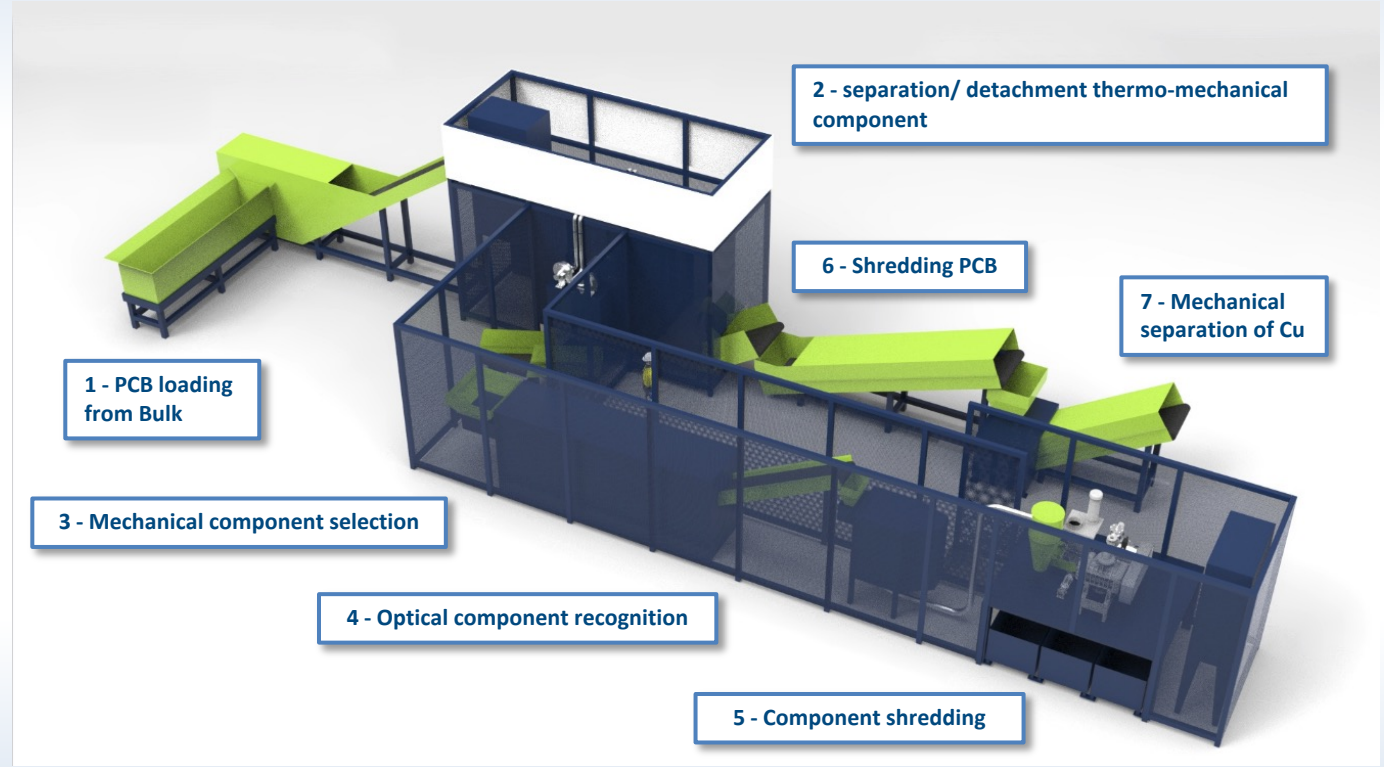
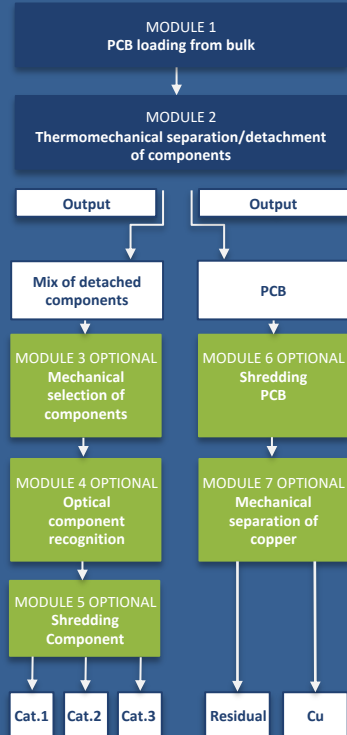
2.000

kg/day of **PCB**

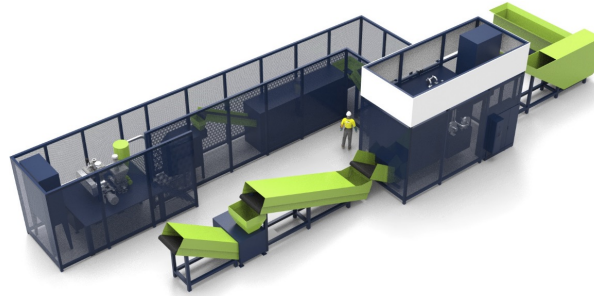
1.200

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

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

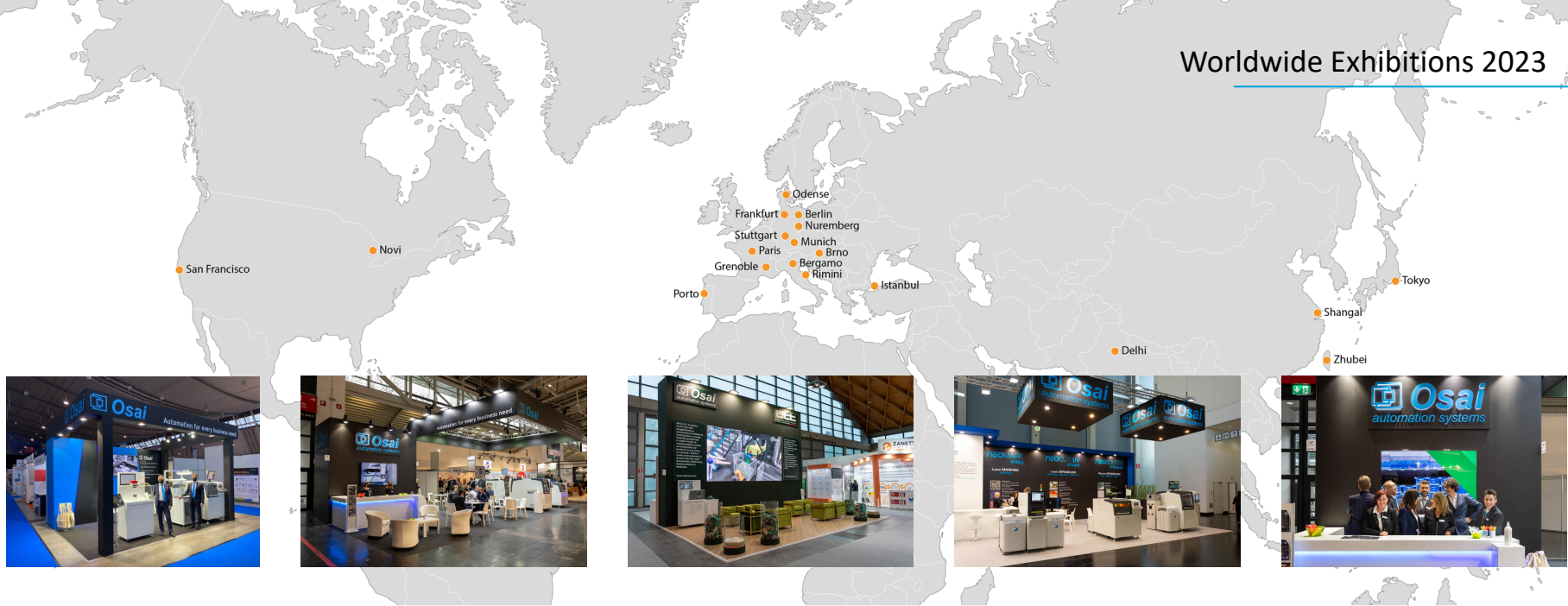


Automation is a vehicle for...



the new recycling era!

Worldwide Exhibitions 2023





HEADQUARTER

OSAI A.S. S.p.A. SB Via della Cartiera 4, 10010 Parella (TO)
Italy

<https://goo.gl/maps/SvkTBjtbeb8vpfi9>



NEWSLETTER

Subscribe to our newsletter for any update!

[click here](#)



CONTACTS

Tatiana Chieno

investor@osai-as.it - +39 342 3404068



Head Quarter