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Oggetto : The Board of Directors has approved the
Company's consolidated results as of June 30,
2025

Testo del comunicato

Vedi allegato



PRESS RELEASE

The Board of Directors has approved the Company's consolidated results as of June 30, 2025

- Q2 guidance exceeded, beating both expectations on revenues and gross margin
 - 1H25 Net sales – €98.4M vs. €95.3M in 1H24 – with €51.2M revenues in 2Q25 (up 9% vs. 1Q25)
 - Clea revenues – €12.0M (12% of Net sales)
 - Gross margin – €52.5M (53.4% of Net sales) vs. €50.3M in 1H24
 - Adjusted EBITDA – €20.1M (20.5% of Net sales) vs. €15.8M in 1H24
 - Adjusted Net income – €7.3M (7.4% of Net sales) vs. €3.9M in 1H24
 - Adjusted Net financial debt as of June 30th – €50.3M vs. €41.3M as of 31st December 2024
- FY25 Guidance – On track to achieve €200M+ revenues at constant FX
 - Gross profit margin to be maintained above 50%

Arezzo, September 8, 2025 – The Board of Directors of SECO S.p.A. ("SECO" or the "Company") met today and approved the consolidated results for the first six months of 2025.

Massimo Mauri, CEO of SECO, commented:

"With both revenues and profitability exceeding our expectations, the first-half results confirmed the positive momentum anticipated in previous quarters.

The expansion of margins reflects the benefits of our operating leverage and disciplined cost optimization, while demand indicators from our customers continue to trend positively.

Although the external environment remains fluid, shaped by geopolitical uncertainty and commercial tensions, we remain cautiously optimistic about the rest of the year and believe we are on track to deliver strong profitable growth. More than ever, innovation is guiding our clients' strategic choices, and our portfolio continues to expand with new value-added solutions – from the Application Hub to the Developer Center –, positioning us as the end-to-end partner enabling the Edge-to-AI transformation".



PRESS RELEASE

SECO's consolidated results in the period

Net sales changed from €95.3M as of June 30, 2024 to €98.4M as of June 30, 2025, growing by €3.1M (+3.2%).

This trend was linked to the gradual recovery of order levels from customers, with the destocking trend now nearing completion, which has led to a recovery in sales volumes across the various geographic areas (except for EMEA, weighed down by Germany's economic weakness) and industrial verticals we serve.

During the period, the Edge computing revenue (€86.4M) grew by 4% compared to the previous year.

The Clea business generated revenue for €12.0M (12% of revenue in the period), of which €4.3M from recurring revenues (36% of Clea revenues). This compares to revenues for the Clea business of €12.6M as of June 30, 2024 – a contraction mainly attributable to the shift of some of the non-recurrent portion of the business, as projects move into the deployment stage, to devices being gradually connected to the platform.

Gross margin¹ changed from €50.3M (52.7% of revenue) as of June 30, 2024 to €52.5M (53.4% of revenue) as of June 30, 2025, increasing by €2.2M (+4.4%). The significant margin increase compared to the previous year is mainly attributable to a different sales mix.

Adjusted EBITDA changed from €15.8M (16.6% of revenue) as of June 30, 2024 to €20.1M (20.5% of revenue) as of June 30, 2025, increasing by €4.3M (+27.3%). The greater-than-proportional improvement in profitability is driven by business volume expansion, which amplified the effect of operating leverage, coupled with higher control over Opex. To calculate Adjusted EBITDA, some adjustments have been made to account for some items that are non-recurring or not related to the Group's operating performance: in particular, these items amounted to c.€4.2M overall in the first six months of 2025². Gross of the above-mentioned adjustments, the EBITDA changed from €10.1M as of June 30, 2024 to €15.9M as of June 30, 2025, +57.5%.

Adjusted EBIT³ changed from €7.0M (7.4% of revenue) as of June 30, 2024 to €11.0M (11.2% of revenue) as of June 30, 2025, with an increase of €4.0M (+56.6%) as a result of the previously illustrated dynamics.

Gross of the above-mentioned adjustments, the EBIT changed from -€1.3M as of June 30, 2024 to €5.7M as of June 30, 2025.

Adjusted Net income⁴ changed from €3.9M (4.1% of revenue) as of June 30, 2024 to €7.3M (7.4% of revenue) as of June 30, 2025, increasing by €3.3M (+85.0%).

Gross of the above-mentioned adjustments, related to non-recurring items and items not related to the Group's operating performance, as well as their estimated tax effect, the Net income changed from -€3.0M as of June 30, 2024 to €2.5M as of June 30, 2025.

¹ *Gross margin*: corresponds to the difference between the revenue from sales and the costs for raw materials, consumables and merchandise, net of the change in the amount of inventory occurred during the period.

² These items mainly include the actuarial (non-monetary) value of the stock option plans attributed to some employees and key people of the Group (€2.7M), some non-recurring costs linked to extraordinary transactions and other extraordinary Opex (€0.5M), and the income or losses from foreign exchange transactions (€0.9M).

³ *Adjusted EBIT*: corresponds to the result of the period gross of the income taxes, the financial income and expenses, the income or losses from foreign exchange transactions, the effects of non-recurring items and transactions that the directors consider as not related to the Group's operating performance, the amortization deriving from the Purchase Price Allocation related to the acquisition of the Garz & Fricke Group and the contribution in kind by Camozzi Digital S.r.l.

⁴ *Adjusted Net Income*: corresponds to the result of the period gross of the effects of non-recurring items, transactions that the directors consider as not related to the Group's operating performance, and the amortization deriving from the Purchase Price Allocation related to the acquisition of the Garz & Fricke Group, the contribution in kind by Camozzi Digital S.r.l. and the write-down of intercompany receivables from SECO Mind USA, following the completion of the liquidation process in the first quarter of the year, considered taking into account an estimated tax effect based on a 24% tax rate (IRES tax rate).



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Adjusted net financial debt⁵ changed from a net debt of €41.3M as of December 31, 2024 to a net debt of €50.3M as of June 30, 2025.

Such change is mainly linked to the dynamics of net working capital observed during the period. In the semester, an increase in trade receivables of €12.6M was observed, partially offset by a reduction in inventory (€0.1M) and by an increase in trade payables (€4.5M).

Significant events occurred after the end of the reporting period

On July 9, the SECO Application Hub was officially launched. Integrated within the Clea software framework, the Hub is a new digital marketplace designed to accelerate and simplify the deployment of AI applications on edge devices. With over 150 ready-to-use AI/ML applications available at launch, the platform supports faster time-to-market and easier integration across multiple sectors, including industrial automation, healthcare, smart mobility, and retail. It also enables partners and developers to publish and monetize their own algorithms through a transparent revenue-sharing model.

On August 27, Clea OS 2.0, a major upgrade to SECO's embedded operating system and a core component of the Clea software framework, was released. Clea OS enabled customers to deploy value-added services at the Edge, including remote updates, optimized AI workloads, and integrated payment systems, opening new service opportunities, recurring revenue streams, and enhanced security. Clea OS 2.0 also introduced a Long-Term Support model with quarterly updates and critical security patches, supporting compliance with emerging regulations such as the EU Cyber Resilience Act and the Radio Equipment Directive.

On September 2, the Developer Center went live, a centralized online portal designed to streamline access to product and service documentation and accelerate innovation across its Edge AI ecosystem. The Developer Center complemented the recently launched SECO Application Hub by providing detailed technical resources – including datasheets, SDKs, and step-by-step integration guides – enabling faster time-to-market for embedded developers, system integrators, and solution architects.

SECO outlook on the status of the business

Over the past year, we remained focused on fostering our client relationships and accelerating our technological leadership. As a result, we fueled our order backlog with a number of significant new design wins with both historical and new customers, strengthening the foundations for a gradual recovery in our revenue trajectory.

The inflection point already reached in the first half of the year will be further reinforced as we expect revenues back to €200M+ in FY25 at constant FX, and a 50%+ Gross Profit Margin level, enabling us to progressively re-express our historical margin profile, also thanks to better operating leverage. The growth path for the year will be supported by a robust pipeline of new Edge products, as well as the increasing adoption of our Clea software framework, which continues to be enriched with the launch of additional value-added modules.

⁵ To calculate this indicator, adjustments have been made considering current and non-current financial liabilities deriving from leases, accounted for as a result of the application of IFRS 16 (€8.8M), and the VAT credit (€0.8M), which is structurally generated by SECO as a regular exporter and can be cashed in through factoring without recourse.

Gross of the above-mentioned adjustments, the net financial position changes from a net debt of €52.5M as of December 31, 2024 to a net debt of €59.8M as of June 30, 2025.



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All our financial KPIs are now backing the strength of our investment case. And our business continues to enjoy clear fundamentals as the industrial market is still at the beginning of a digital revolution, where the use of inference algorithms “at the Edge” will play a key role in the future technological advancements of OEMs. The growing demand for smart solutions is increasingly directed towards the implementation of Artificial Intelligence directly on local devices, enabling the launch of new high value-added services, leveraging field data, and introducing new business models. Our focus will remain on delivering innovative solutions that meet the evolving needs of our clients and drive value for our shareholders

Conference call

The results as of June 30, 2025 will be presented today, September 8, 2025, at 14.30 (CET), during a conference call with the financial community. The conference call can be attended by registering at the following link:

https://blc-co-uk.zoom.us/webinar/register/WN_sfZTSr5zT2m424llbnr-lw#/

Alternative performance indicators

In this press release, use is made of certain “alternative performance indicators” that are not envisaged in IFRS-EU accounting standards, and whose significance and content are illustrated below, in line with the ESMA/2015/1415 recommendations published on October 5, 2015.

Adjusted EBITDA: defined as the result of the period gross of the income taxes, the financial income and expenses, the depreciation and amortization, the income or losses from foreign exchange transactions, the effects of non-recurring items and transactions that the directors consider as not related to the Group's operating performance.

Adjusted Net financial debt: represents the algebraic sum between cash and cash equivalents, financial receivables, current and non-current financial debt, adjusted for the VAT credit, the current and non-current financial liabilities deriving from leases recognized as a result of the application of IFRS 16, and any put & call options subscribed.

The Manager responsible for preparing the Company's financial reports, Lorenzo Mazzini, declares, pursuant to paragraph 2 of Article 154 bis of the Consolidated Law on Finance (Testo Unico della Finanza), that the accounting information contained in this press release corresponds to the documented results, accounts and bookkeeping records as of the date of this communication.



PRESS RELEASE

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 offerings enable B2B companies to easily introduce edge computing, Internet of Things, data analytics, and artificial intelligence to their businesses. SECO's technology spans across multiple fields of application, serving more than 450 customers across sectors such as medical, industrial automation, fitness, vending, transportation, and many others. Through live monitoring and smart control of in-the-field devices, SECO solutions contribute to low environmental impact business operations via a more efficient use of resources.

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

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The accounting statements of SECO Group, not subject to independent auditing, are illustrated below.

Consolidated Statement of Financial Position

(in Euro thousands)	30/06/2025	31/12/2024
Property, Plants and Equipments	16.665	17.271
Intangible Assets	101.741	102.392
Right of Use	9.410	9.833
Goodwill	157.108	157.108
Non-current financial assets	11.225	10.839
Deferred tax assets	2.975	3.051
Other non-current assets	1.598	1.525
Total non-current assets	300.722	302.020
Inventories	72.578	72.647
Trade receivables	44.477	31.886
Current tax assets	7.201	6.974
Other receivables	5.377	4.816
Cash and Cash Equivalents	55.872	72.586
Total current assets	185.505	188.908
TOTAL ASSETS	486.226	490.928
Share capital	1.296	1.296
Reserves	232.036	232.036
Translation reserve	40.024	59.609
Net profit / (loss) of the year	339	(21.034)
Total Group Shareholders' Equity	273.695	271.907
Equity of Non-controlling interests	18.178	16.453
Net profit / (loss) of the year of Non-controlling interest	2.120	3.371
Minority interests	20.298	19.824
Total Shareholders' Equity	293.993	291.731
Employee Benefits	3.534	3.728
Provisions	1.225	1.279
Deferred tax liabilities	22.767	23.717
Non-current financial liabilities	92.828	97.734
Non-current lease liabilities	6.550	6.752
Other non-current liabilities	8	8
Total non-current liabilities	126.912	133.218
Current financial liabilities	3.923	8.023
Current part of N-C Financial Liabilities	10.154	10.212
Current lease liabilities	2.224	2.358
Trade payables	36.178	31.713
Other payables	10.340	10.845
Current tax liabilities	2.502	2.827
Total current liabilities	65.321	65.978
TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES	486.225	490.927



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Consolidated Income Statement

(in Euro thousands)	30/06/2025	30/06/2024
Net Sales	98.401	95.330
Other Revenues	1.321	1.720
Consumption Costs	(46.399)	(43.881)
Changes in Inventories	504	(1.178)
Costs for services	(12.478)	(15.449)
Personnel costs	(21.752)	(20.374)
Depreciation and amortization	(11.131)	(10.790)
Accruals and Provisions	(10)	(113)
Other Operating Costs	(2.722)	(6.553)
Operating Profit	5.734	(1.288)
Financial income	1.801	3.513
Financial costs	(3.272)	(4.171)
Exchange gains/losses	(931)	615
Profit / (loss) before tax	3.332	(1.330)
Income taxes	(873)	(1.678)
Profit / (loss) for the year	2.459	(3.008)
Minorities Profit / (loss) for the year	2.120	2.149
Group Profit / (loss) for the year	339	(5.157)
Earnings per Share	0,00	0,00
Diluted Earnings per Share	0,00	0,00

Consolidated Statement of Comprehensive Income

(in Euro thousands)	30/06/2025	30/06/2024
Net profit for the year	2.459	(3.008)
Other comprehensive income/(expense) which may be subsequently reclassified to the income statement:	(3.494)	812
Translation differences	(2.409)	560
Net gain/(loss) on Cash Flow Hedge	(1.085)	252
Tax effect net gain/(loss) on Cash Flow Hedge	-	-
Other comprehensive income/(expense) which may not be subsequently reclassified to the income statement:	-	-
Discounting employee benefits	0	0
Tax effect discounting employee benefits	-	-
Total comprehensive income	(3.494)	812
Non-controlling interests	478	2.413
Parent company shareholders	(1.512)	(4.609)
Total comprehensive income	(1.034)	(2.196)



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Consolidated Cash Flow Statement

(in Euro thousands)	30/06/2025	30/06/2024
Net profit for the year	2.459	(3.008)
Income taxes	873	1.678
Amortization & depreciation	11.131	10.790
Change in employee benefits	(195)	192
Financial income/(charges)	1.471	658
Exchange gains/(losses)	931	(615)
Costs for share-based payments	3.234	2.450
Other non-monetary income	124	-
Cash flow before working capital changes	20.028	12.144
Change in trade receivables	(15.538)	(2.034)
Change in inventories	68	1.294
Change in trade payables	5.781	657
Other changes in tax receivables and payables	704	1.092
Other changes in current receivables and payables	(1.066)	(3.748)
Other changes in non-current receivables and payables	(604)	272
Use of provisions for risks, receivables and inventories	(54)	29
Interest received	1.801	3.513
Interest paid	(3.135)	(4.353)
Exchange gains/(losses) realized	(1.273)	60
Income taxes paid	(2.129)	(2.679)
Cash flow from operating activities (A)	4.583	6.245
(Investments) /Disposals of property, plant and equipment	(1.106)	(1.845)
(Investments) /Disposals of intangible assets	(6.644)	(9.248)
(Investments) /Disposals of financial assets	160	281
Acquisition of business units net of cash and cash equivalents	-	-
Acquisition of subsidiaries net of cash and cash equivalents	-	-
Cash flow from investing activities (B)	(7.590)	(10.812)
New loan drawdowns	-	2.000
(Repayment) of bank loans	(4.964)	(7.302)
Change in current financial liabilities	(4.238)	1.326
Repayment lease financial liabilities	(2.037)	(1.244)
Dividends paid	(61)	-
Paid-in capital increase	-	(1)
Acquisition of treasury shares	-	-
Acquisition of shares from minorities	-	-
Cash flows from financing activities (C)	(11.299)	(5.220)
Increase (decrease) in cash and cash equivalents (A+B+C)	(14.305)	(9.787)
Cash & cash equivalents at beginning of the year	72.586	74.816
Translation differences	(2.409)	522
Cash & cash equivalents at end of the year	55.872	65.552



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Consolidated Statement of Changes in Equity

(in Euro thousands)	01/01/2025	Share Capital increase	Allocation of profit	Dividends paid	Other changes	SO plan discounting	Comprehensive income/(loss)	30/06/2025
Share Capital	1.297	-	-	-	-	-	-	1.297
Legal reserve	289	-	-	-	-	-	-	289
Share premium reserve	232.035	-	-	-	-	-	-	232.035
Other reserves	59.119	-	(21.034)	-	66	3.234	(1.085)	40.300
Translation reserve	382	-	-	-	-	-	(767)	(385)
FTA reserve	(371)	-	-	-	-	-	-	(371)
Discounting of employee benefits	189	-	-	-	-	-	-	189
Group profit (loss)	(21.034)	-	21.034	-	-	-	339	339
Group Shareholders' Equity	271.908	-	-	-	66	3.234	(1.513)	273.695
Minority interests in shareholders funds	16.452	-	3.371	-	(3)	-	(1.642)	18.178
Discounting of employee benefits	-	-	-	-	-	-	-	-
Minority interests in profit (loss)	3.372	-	(3.371)	-	-	-	2.120	2.121
Minority interests	19.824	-	-	-	(3)	-	478	20.299
Total Shareholders' Equity	291.732	-	-	-	63	3.234	(1.035)	293.994

