

CAPITAL MARKET DAY 2018



13th of September 2018

London

LEADING EDGE TECHNOLOGIES
END-TO-END (I)IOT SOLUTIONS

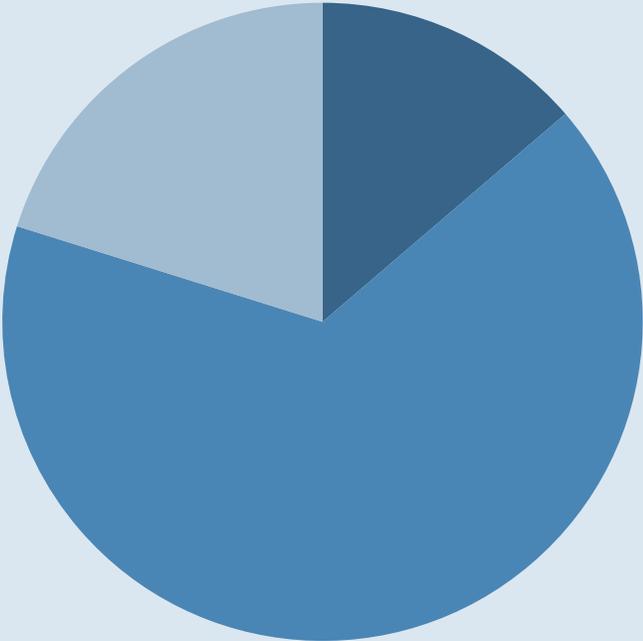


Laurent Remont, Chief Technology Officer

A NEW COMPANY WITH A UNIQUE ENGINEERING TEAM



2.555 Engineers



■ Hardware ■ Software
■ Field



- Solution architects
- Software development
 - Embedded
 - Cloud
- IT services

Rich innovation ecosystem



Innovation and technology leadership for Industry 4.0

KEY INNOVATIONS FUELING DIGITAL TRANSFORMATION



**AI, machine Learning
Autonomous devices**



**Everything cloud connected
& massive data creation**

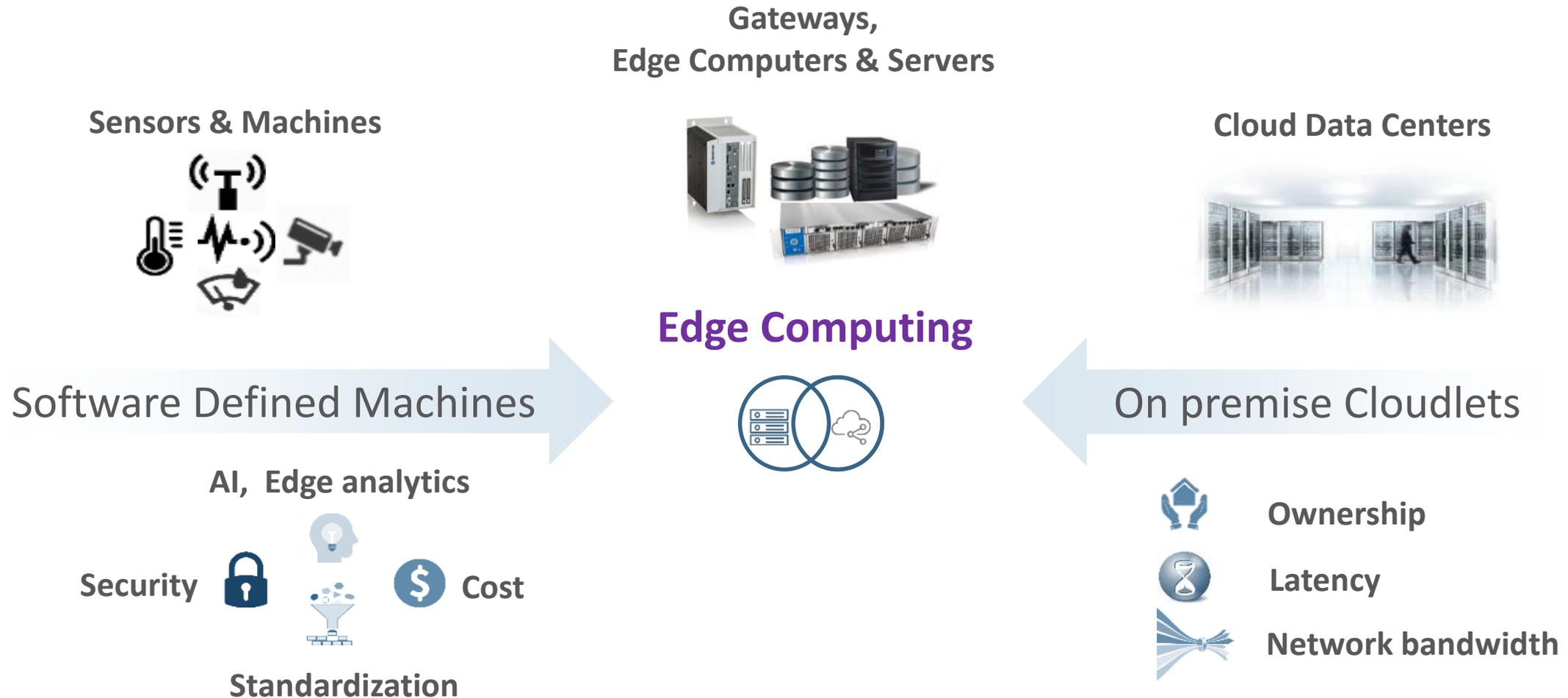


**Edge virtualization,
Device management, security**



**Edge Computing,
Edge storage & analytics**

THE EDGE COMPUTING GROWING IMPORTANCE



KONTRON EDGE COMPUTING INNOVATIONS



On-Premise Cloud

Edge Servers



INNOVATIONS EXTENDING THE CLOUD TO THE EDGE

Edge Computers



IoT Gateways

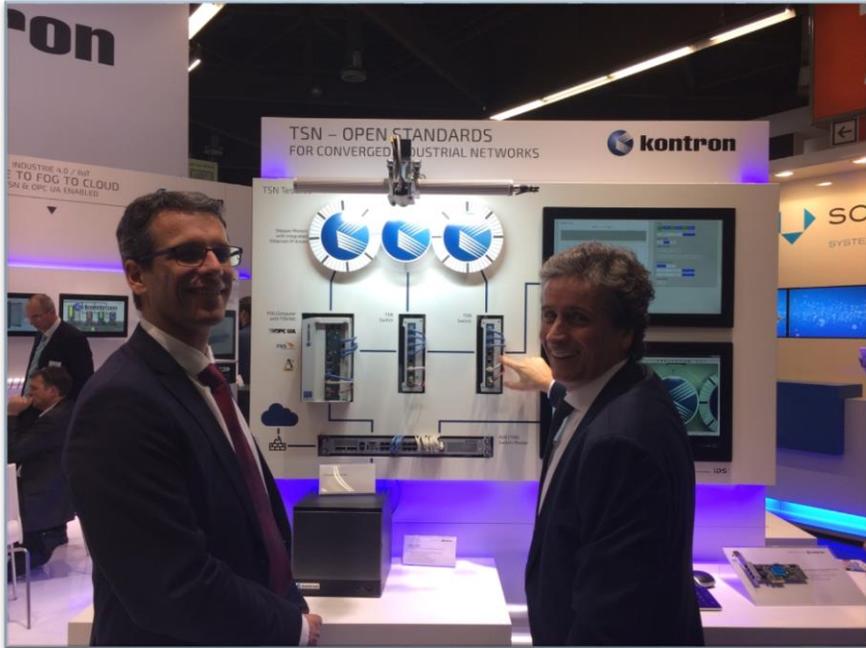


OPEN SOURCE SOFTWARE FOR EDGE COMPUTING



Networking	Open vSwitch	OpenSwitch	PICA8 WHITE BOX SDN	DPDK DATA PLANE DEVELOPMENT KIT	OPEN DAYLIGHT	.io
Infrastructure & Orchestration	openstack.	ubuntu	RED HAT OPENSTACK PLATFORM	SUSE	vmware®	
Upcoming Projects of Interest	Prometheus	pnda	DANOS	ONAP OPEN NETWORK AUTOMATION PLATFORM	AKRAINO EDGE STACK	

TSN & OPC-UA LEADERSHIP



Disruptive technology for real-time edge computing and autonomous devices

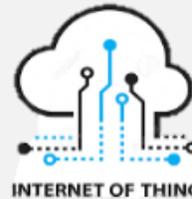
New hardware and software product line

Customers opportunities: automation, automotive, defense

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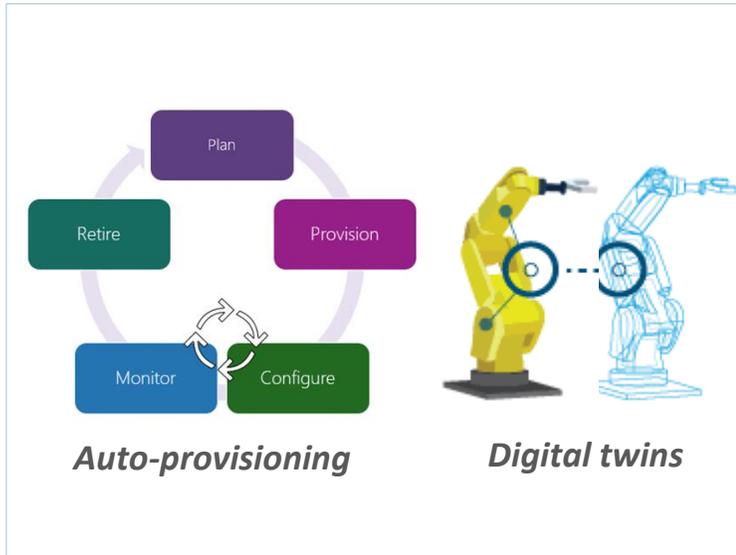
Edge Computing,
Edge storage & analytics

EDGE DEVICE MANAGEMENT TECHNOLOGIES



Adding useful software to Edge hardware

A mandatory requirement for any large scale IoT project



Product lifecycle management



Security



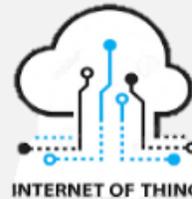
Software deployment

Integrated in all Kontron-S&T products

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AT A GLANCE



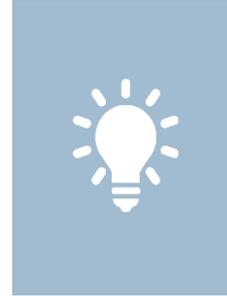
On-premise / Edge computing



Advanced management

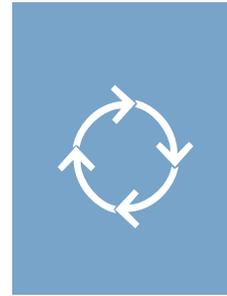


Edge Analytics & AI



Business model

- ▶ SaaS and/or PaaS pay per use
- ▶ Software customization Services
- ▶ Indirect hardware revenues boost



Achievements

- ▶ Launch @EW18 in March 18
- ▶ Microsoft innovation partnership
- ▶ 1st customer pilot end of June 18



Next steps

- ▶ Launch for US @ENVISION in Sep. 18
- ▶ Field deployment EOY18, early 19

Faster Time to Market and lower Investment for our Customer's IoT deployments

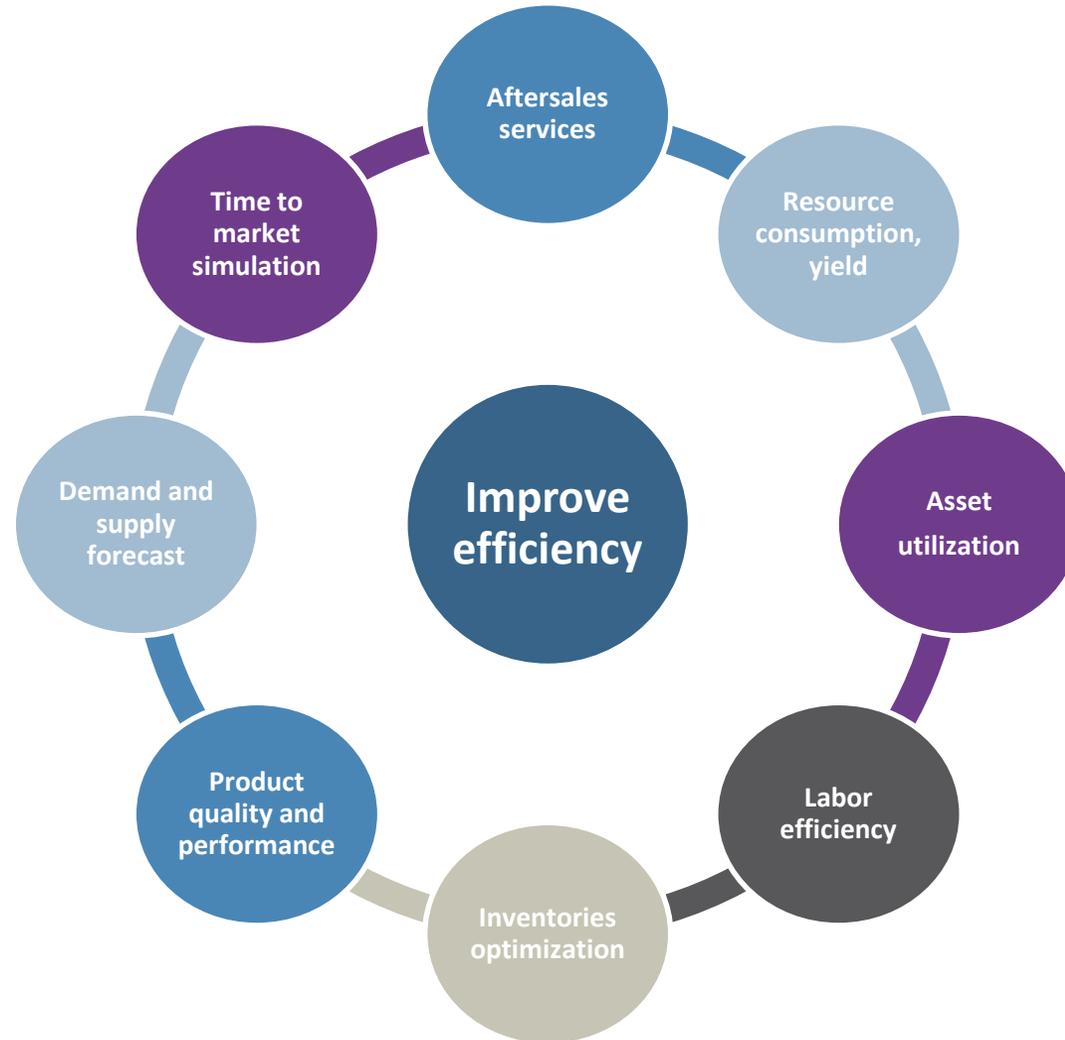
Customization out of the standard toolbox tailored to your needs

UNIQUE VALUE PROPOSITION



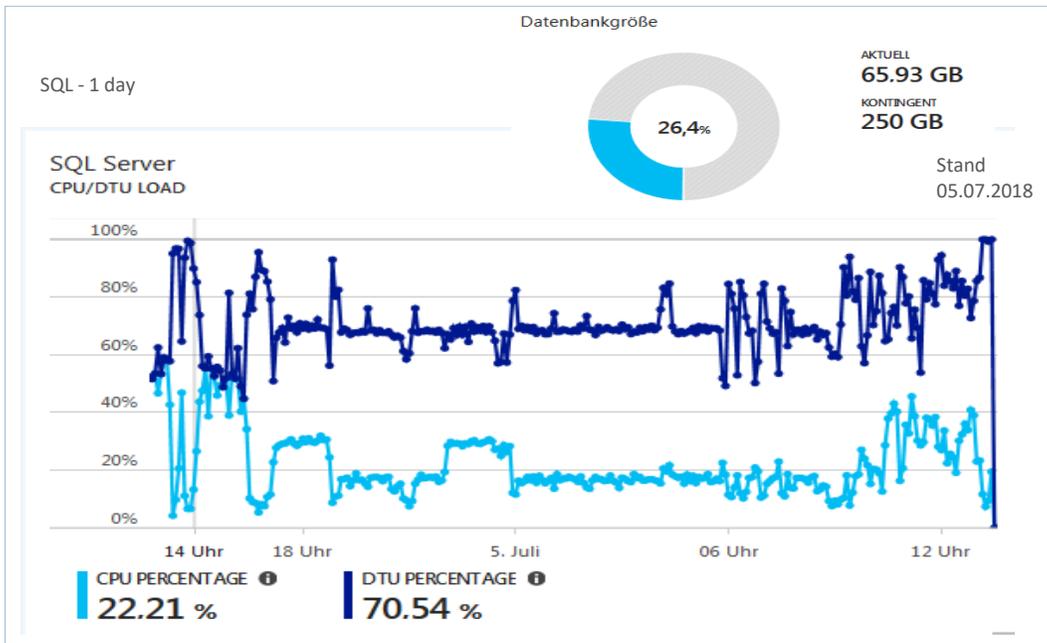
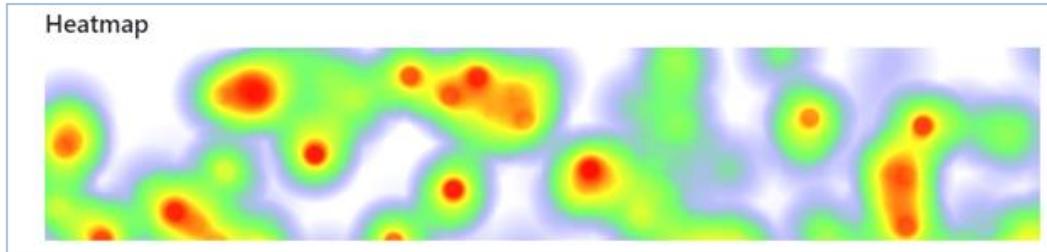
SUSiEtec Offer	Unique Selling Point
 End-to-end integrated	Quick, Simple, Affordable One-stop-shop, quick results, low initial investment
 Customizable	Adapt to your problems and your environment Brownfield support
 Edge computing	Performance, Reduced TCO, Data Ownership Process and filter data at edge, keep data locally when desired
 Cloud or On-premise	Independence
 Containerized edge runtime	Device management, Security Edge apps deployment
 Lean, Agile Project, DevOps	Quick-Wins Low risk, Low initial investment

SUSIETEC USE CASES FOR INDUSTRY 4.0



CASE STUDY 1: WAREHOUSE ROBOT OEM

- ▶ Remote monitoring dashboards: Robot arm torque | Heatmap of most stressful positions

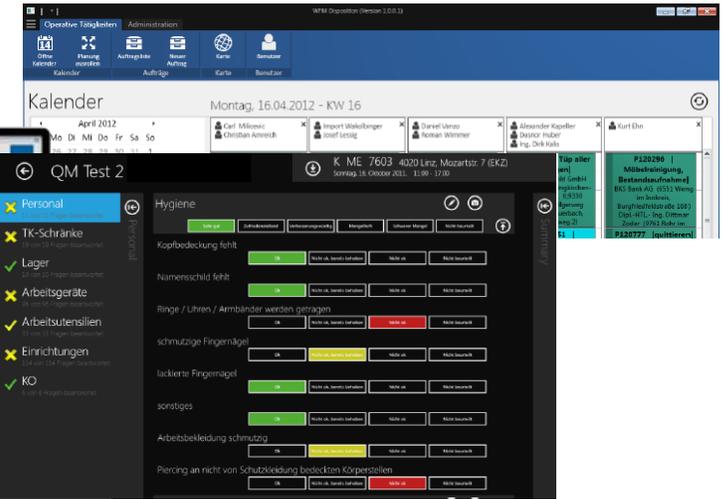
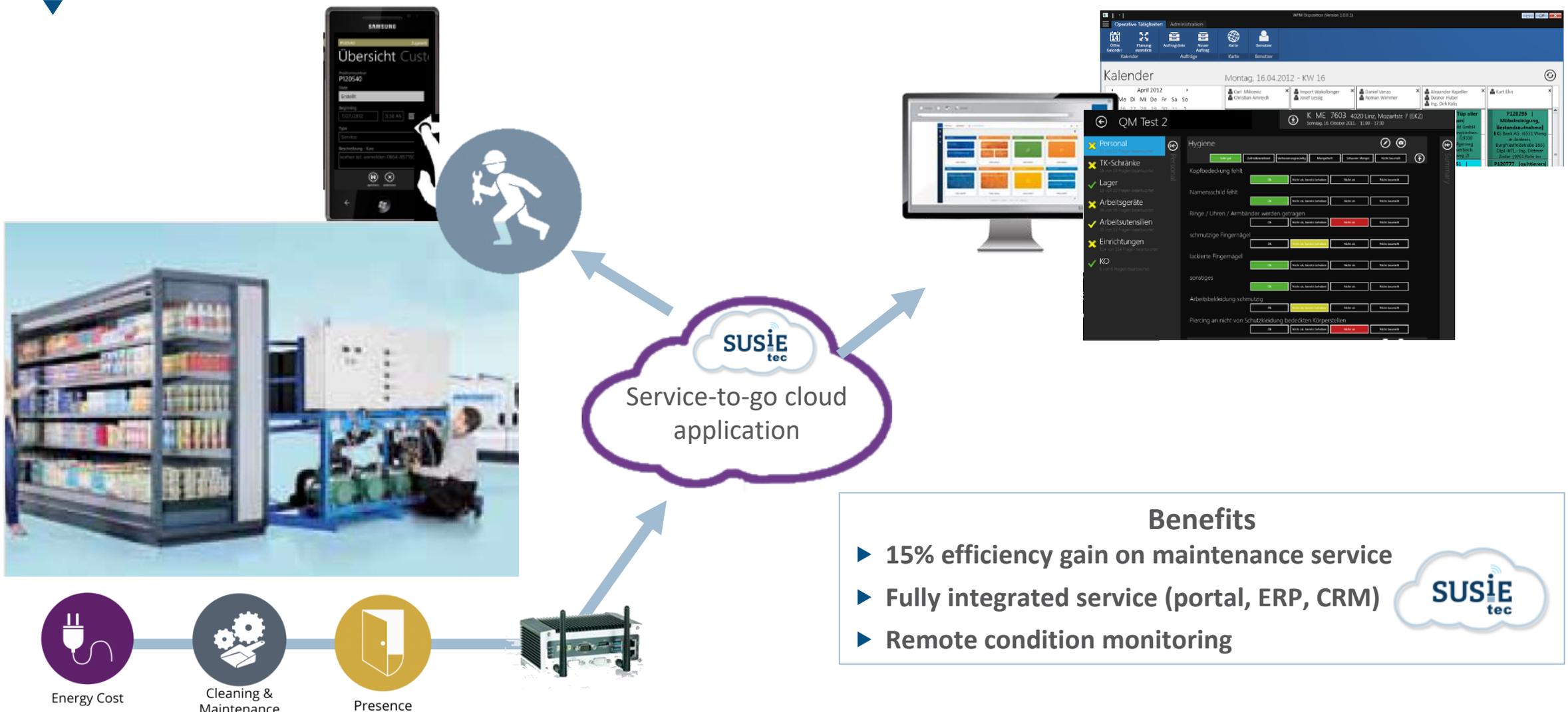


Benefits

- ▶ Predictive maintenance service
- ▶ Stock optimization service App
- ▶ Remote monitoring



CASE STUDY 2 : RETAIL REFRIGERATOR MAINTENANCE



Energy Cost



Cleaning & Maintenance



Presence



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EDGE ARTIFICIAL INTELLIGENCE ACCELERATION (AI)

GPU, FPGA, Neural Network processors



Tools

AI framework

AI Libraries



Integration in Kontron's Edge products



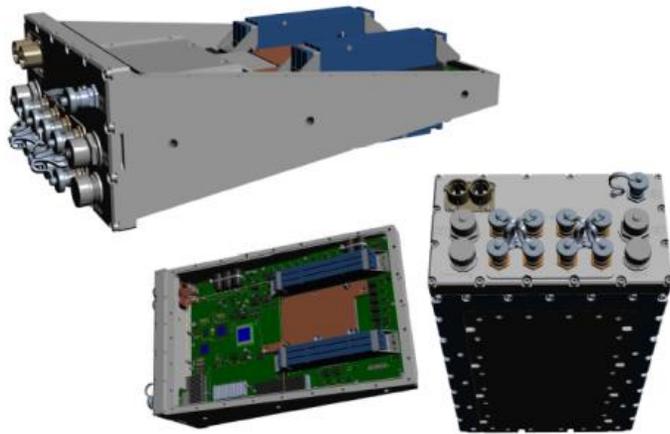
Robots, AGV



Edge Analytics

AI FOR AUTONOMOUS DEVICES

- ▶ High performance AI platforms and modules
- ▶ For professional vehicles, AGV, drones, ADAS car prototypes (US and China lead customers)
- ▶ Based on Intel





WE INNOVATE TO BETTER SUPPORT CUSTOMERS
IN THEIR DIGITALIZATION JOURNEY



Thank you!

DISCLAIMER



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