



PRESS RELEASE

## **FAE TECHNOLOGY AND VINSERVICE MICRO MATIC: STRATEGIC COLLABORATION FOR THE DIGITAL TRANSFORMATION OF BEVERAGE SOLUTIONS**

*The company has developed for Vinservice Micro Matic an advanced technological solution that has perfected the "Next" device, allowing the Micro Matic Group, of which Vinservice Micro Matic is part, to expand the range of products offered, confirming its leadership in the smart beverage sector*

*Gianmarco Lanza, Chairperson and CEO of FAE Technology: "The project's success highlights how the technological assets of FAE Technology, combined with the application skills of our customers, can lead to innovative solutions that support the digital transformation of the products of the companies we work with, boosting their competitiveness"*

Gazzaniga (BG), April 23, 2025 – FAE Technology S.p.A. – Benefit Company ("**FAE Technology**" or the "**Company**"), an Italian electronics sector Group listed on the Euronext Growth Milan market of the Italian Stock Exchange (the "**Group**"), announces the collaboration with Vinservice Micro Matic S.r.l., a company specialized in the design and production of technological solutions for beverage dispensing, for the development of an advanced technological solution for the refinement of the "Next" device, a digital valve tower for beverage dispensing, and which can be integrated with numerous product families within Micro Matic's offer.

Specifically, FAE Technology oversaw every stage of execution, from development and engineering to prototyping and the final building of the platform. This modular and scalable platform features a multi-touch human-machine interface (HMI) designed to ensure intuitive interaction with the dispenser. The solution refines the 'Next' dispenser, introducing new smart functionality and expanding configuration possibilities. The evolutionary steps were tested jointly with the Vinservice Micro Matic team, based in Zanica (Bergamo).

**Gianmarco Lanza**, Chairperson and Chief Executive Officer of FAE Technology, commented: *"Electronic technology has emerged as a pervasive element capable of supporting digitisation and the development of smart solutions. The support we provided to Vinservice Micro Matic and the success of the project are an excellent example of how the technological assets of FAE Technology,*



*combined with the application skills of our customers, can lead to innovative solutions that support the digital transformation of the products of the companies we work with, boosting their competitiveness".*

*"I am proud - continued Lanza - that the result of this partnership, emerging from the Bergamo area, will enable us to support a leading company with a worldwide presence such as the Micro Matic Group, enhancing synergies and the convergence of industrial experiences".*

The technological solution can be integrated with numerous product families for various use cases, supporting the offer of Micro Matic, a global leader in the design, production and marketing of beverage dispensing systems and components, of which Vinservice Micro Matic is part. The device will allow the Group to expand the range of products offered, confirming Micro Matic's leadership in the smart beverage sector.

The Group has 11 production sites and 24 offices in 16 countries, with customers in more than 125 countries and employs more than 1,600 people, generating a turnover of almost €340 million. Headquartered in Odense, Denmark, the Disptek Group - including DSI and the companies Vinservice, Taprite and Disptek UK - has been part of Micro Matic since 2023, expanding the Group's opportunities and expertise in the beverage dispensing sector.

**Giulio Guadalupi**, Managing Director of Vinservice Micro Matic, stated: *"Micro Matic Group has always placed technological innovation at the heart of its strategy, recognizing the evolution of market needs and the growing demand for smart solutions for the dispensing world. For this reason, we have developed an area dedicated to digital solutions called Digipath, with the goal of offering our customers increasingly efficient, connected and sustainable tools. A constructive relationship is being established with our customers that allows us to react to a range of business opportunities with solutions where we evolve our products on an IoT basis".*

*"In support of our objectives - Guadalupi added - we have found in FAE Technology a strategic and reliable partner with whom we share the vision of value- and quality-oriented innovation. We are in the process of releasing the SNV platform, from which we have already launched the first two product lines. These will help the consumer to interact with the tapping system also in an autonomous manner. We have significant double-digit growth plans for the group, also thanks to the technologies developed with FAE Technology".*

The delivery of the first units to the market is scheduled for 2025, while the capacity growth phase will run for the coming three years. The use of the platform will be expanded coast-to-coast over this timeframe.

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**FAE Technology S.p.A.** - Benefit Company is an Italian electronics sector Group listed on the Euronext Growth Milan market of the Italian Stock Exchange that operates as an Original Design Manufacturer (ODM). It comprises several highly specialized entities: FAE Technology, the parent company, engages in professional ODM and EMS (Electronics Manufacturing Services) for industry; Elettronica GF operates in custom embedded computing; and IpTronix is a design house that develops high-complexity electronic applications. MAS Elettronica is a tech company specializing in the development of proprietary embedded solutions and ARM architectures for the industrial market. Founded in 1990 in Gazzaniga (BG) by Francesco Lanza, who began by producing a small series of electronic boards, FAE Technology has been led since 2008 by his son Gianmarco Lanza, current Chairperson and Chief Executive Officer. The Group, through several dedicated and integrated assets, can very rapidly enable electronic innovation in the various sectors in which it plays a central role, including e-mobility, the Internet of things (IoT), industrial automation 4.0 and aerospace. FAE Technology is known for its focus on innovation - promoting open innovation and shared research at the "Kilometro Rosso" hub - and on sustainability and corporate social responsibility, becoming a Benefit Company on May 13, 2022. The Group benefits from strategic partnerships and memberships with major sector players and renowned universities and research centers, including the "Senseable City Lab" at MIT (Massachusetts Institute of Technology) in Boston. In 2023, the Group reported consolidated revenues of Euro 71.6 million, and the parent company continued on its strong growth trajectory, with revenues in the year up 56.5% on 2022 to Euro 61.7 million. Group revenues in the first half of 2024 totaled Euro 44.2 million.

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