



Venture-Growth Opportunity

European-Based Mobile Device Company with Focus on eInk Devices, Tablets and Smartphones

Business Description: Headquartered in Switzerland, the Company has representation in the USA, Germany and China. After its start-up phase, market entry was achieved in 2013. The Company uses a lean corporate structure while insuring that essential valuable know-how is retained within the Company and not transferred to third parties. The Company has 6 full-time employees who, as needed, are supported by up to 30 freelancers. Included among the Company's clients are well-known global and European companies. Markets served include education, publishing, government, military, hospitals, media, automotive, manufacturing and boating.



Technology, Product Portfolio, Strategy and Operational Strengths: The Company develops and delivers customized IT device solutions for industrial and retail clients, which it produces based on customer orders and needs as well as OEM/ODM. It also produces **innovative** mobile communication systems and **modern** reading devices that fulfill **practical needs** of business users. Quality, **security** and performance are of highest importance to all of their solutions. The Company offers maximum **customer value** through proven concepts and technologies based on **universal product platforms (Android/Linux/Windows)**. Some device solutions target the high-security field required by government, and corporations that need maximum or high data encryption and security. The Company cooperates with selected partners for these solutions. A major competitive advantage is the ability to customize devices for clients in quantities as low as 1,000 units and devices can be branded with client's logo. Another advantage is free access to the device operating system, allowing clients to integrate their own software packages. (Many suppliers allow access to applications but block access to the operating system).

Distribution: With over a decade of experience and contacts in the industry, the Company has excellent access to key retail and online distributors, operators as well as many corporate customers in need of specific mobile device solutions. The Company is the preferred point of contact for open mobile platforms and customized solutions.

Transaction [CEO resides in the US and is available to meet with prospective investors]: The Company seeks capital to ramp up sales quickly. While it has a strong order pipeline, clients pay only after delivery, but the Company has to pay manufacturers a portion of the production cost at time of order placement and a final payment after checking and accepting delivery of the finished product. These arrangements create a gap of as much as 6 months between orders and customer payments upon order fulfillment. The Company is open to minority or majority investments in the form of equity, debt or convertible debt. The Company has a registered securities number with UBS.

Financial Summary [fiscal year ends June 30]				
	FY 2020	FY 2019	FY 2018	FY 2017
Revenue	\$34.4 million	\$29.9 million	\$26 million	\$10.1 million
EBITDA	\$17 million	\$14.7 million	\$12.8 million	\$4.2 million

Other Highlights				
Location	Financials	Management Team in Place	Years in Business	SIC Classification
Europe	Compiled	Yes	11	7371, 7373, 7379, 7389, 3663

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