



MobiWire Group

BUSINESS BROCHURE

“Endless opportunities”

As the CEOs of MobiWire SAS and MobiloT, we are thrilled to share our 30-year journey in the telecommunications industry ensuring connectivity for millions globally.

Our mission is to deserve being the preferred partner of our customers. Our vision is to be a company in constant motion, dedicated to supporting the success of both our clients and our team members.

*We are guided by strong values: **caring, flexibility, teamwork, and reliability.** These principles form the very DNA of our business and reflect the unique combination of qualities present in every member of our team!*

Our strength lies in creating advanced, tailor-made mobile and IoT devices that are price competitive, sustainable, and designed to meet the unique needs of our customers worldwide.

Our presence spans over 60 countries, where we have built strong partnerships that drive success.

By choosing us, you partner with a fully integrated company, with expertise in cellular and Android technology, a skilled team, with a proven track record to ensure the success of your projects.

Please dive into this brochure to get to know us better!

Warm regards,

Pierre Dupic & David Charlot



Looking for a cellular expert in the mobile phone and connected IoT devices industry?

From Mobile Technology to IoT Solutions

MobiWire Group is a Sino-French Original Design Manufacturer (ODM) with over 30 years of experience in the mobile phone industry.

Our journey began in 1995 with Sagem, establishing a strong foundation in mobile technology.

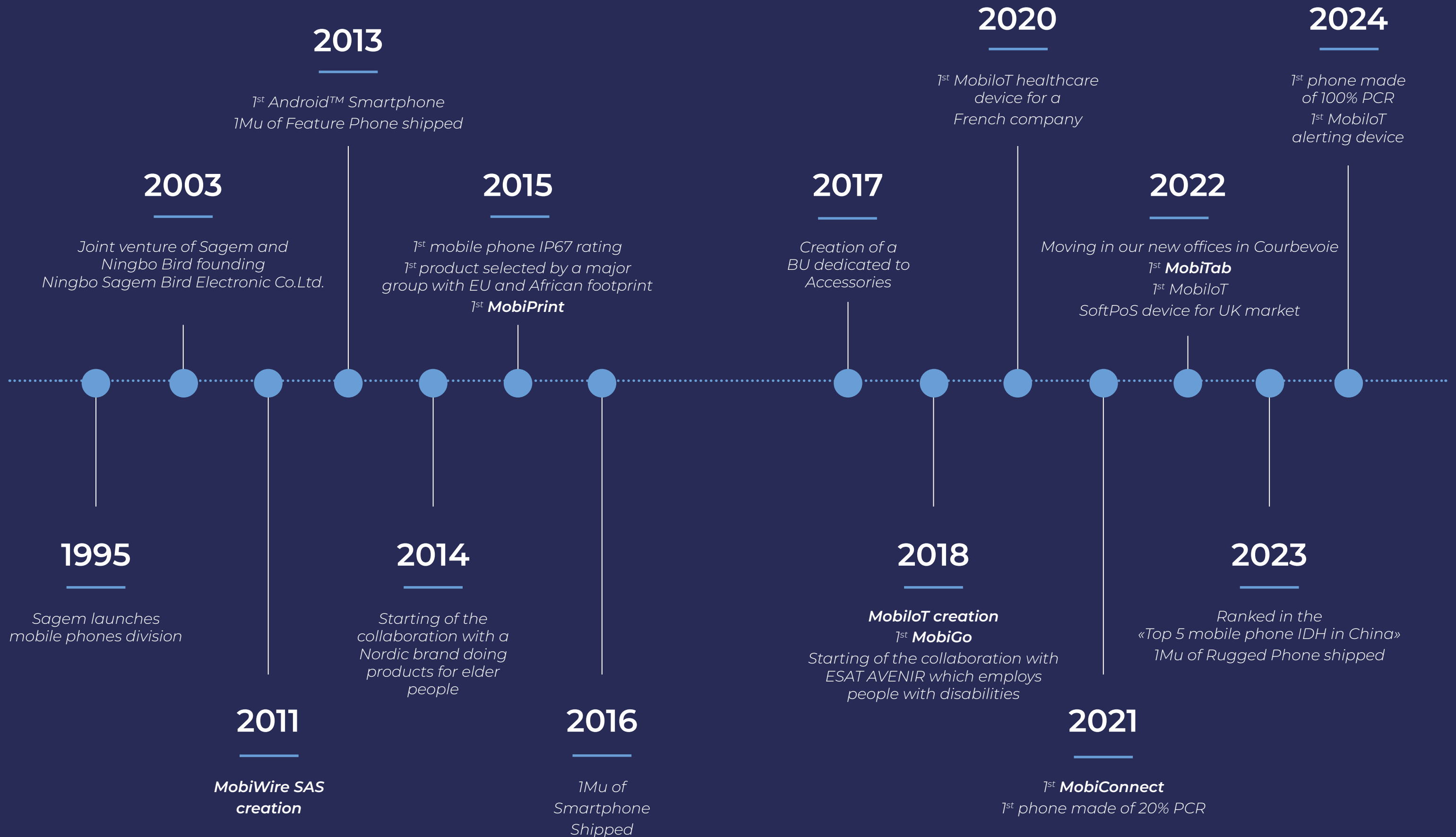
In 2003, a joint venture with Ningbo Bird expanded our expertise and global presence.

The pivotal moment was the creation of MobiWire SAS in 2011, driven by the ambition to combine French quality with Chinese industrial efficiency to deliver the best Android mobile phone & IoT devices to the world.

Building on our success, we expanded into the Internet of Things sector in 2018, when we launched 'MobiloT', a dedicated entity providing Electronic Manufacturing Services (EMS), Original Design Manufacturing (ODM), Joint Development Manufacturing (JDM), and Original Equipment Manufacturing services (OEM) to meet the growing demand for connected devices in an evolving digital landscape.

Today we are proud to say that MobiWire Group is a fully integrated company, committed to producing & delivering cost-competitive, high-quality Mobile & IoT devices.

Our timeline...



Global presence

Our global presence and main facilities in China ensure efficient production of high-quality products.

Our sales, marketing, and project management office is based in Paris, France, and strategically taps into the European market, working under French and European regulations.

Additionally, we have established sales offices accross the world from Australia to Colombia through Ivory Coast, Kenya and many others places.

These regional offices provide local points of contact for our customers, offering sales and support services.



- HQ
- R&D
- Factory
- Sales office
- Purchasing, HR, financing

Our manufacturing facility

Our manufacturing facility is in the heart of the Zhejiang province with a 74,000 square meters of factory space and a dedicated team of 4,000+ skilled professionals.

It specializes in Surface Mount Technology (SMT) and is equipped with 23 advanced SMT lines, capable of manufacturing 6 million units per month. In addition, it features 32 assembly lines that collectively assemble 3.5 million units each month.



Key Figures *MobiWire Group*

700 M\$

*Steady growth
over the last 10 years*

4 300

*People, 1 200 in R&D,
3 100 factory*

72 M/y

PCBA

42 M/y

Assembly

4 Business Pillars

CARRIERS

Collaborating with global operators is the heart of our activity, with whom we work hand in hand since the early days of MobiWire.

OEM

Partnering with industry leaders to craft future-ready solutions that captivate the market.

IoT

Pioneering the connected world to enable intelligent data utilization.

EMS

Delivering flawless electronic manufacturing services to empower businesses for success.

Expertise

From Customer's Idea (ID, UX, UI, Mechanical Design, HW & SW development, PCB layout) to Product delivery (Industrialisation, Testing & Qualification, Manufacturing, Logistics).

We adapt across industries

From feature phones to smartphones, through rugged phones, as well as FWA (Fix Wireless Access) & MBB (Mobile BroadBand) devices, mobile phone accessories, along with SoftPoS, PoS, Barcode Scanners, Trackers, Medical Devices, Education, Automotive and many other connected devices, MobiWire offers an extensive portfolio of products with the ability to incorporate new technologies and various use cases at the customer's demand.

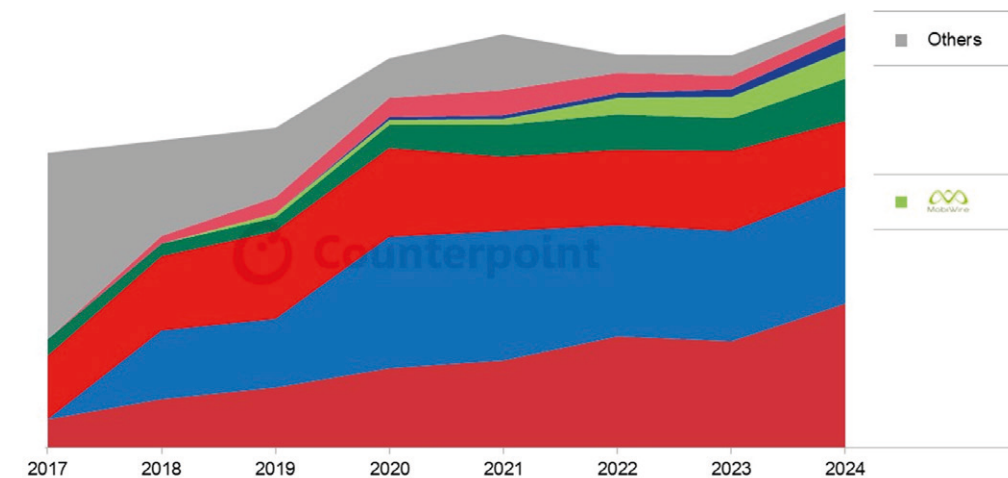
Our reach spans across multiple industries, including Operator Partners, OEM Partners, Retail, Transport & Logistics, Banks & FinTech, Security, Government & Defense, Lottery and Healthcare & Science.

This broad expertise allows us to adapt to diverse client demands and deliver tailored solutions.

It's no surprise that we were ranked among the Top 10 ODM companies in 2022 and has since risen to the Top 5 ODM companies since 2023!

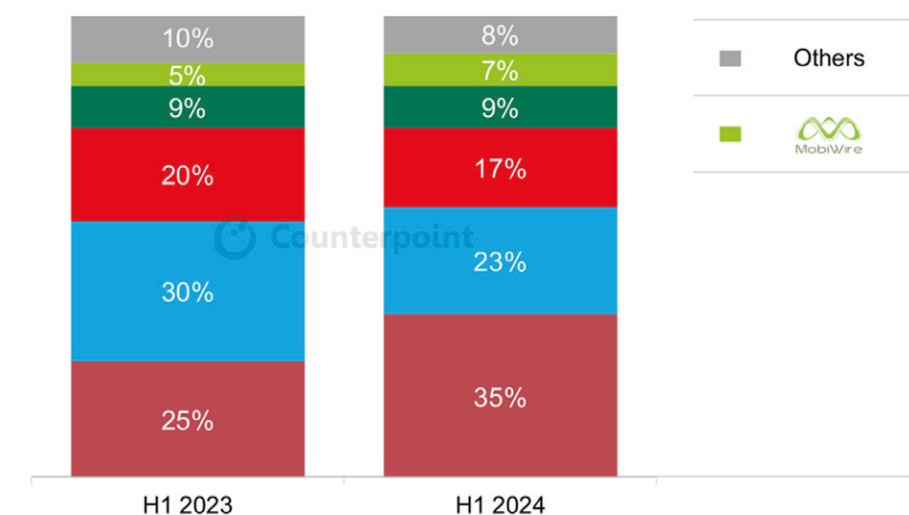
Everyday we aim for our customer's products to remain relevant and up-to-date as technology continues to evolve. Our commitment is to provide cutting-edge solutions, so our partners can confidently put to work the latest technologies to improve their operations, enhance customer experience, and achieve their strategic goals.

Smartphone Market ODM Shipments Growth, 2017-2024



Source: Counterpoint's Smartphone Manufacturing 360 Service

Global Smartphone ODM/IDH Vendors' Shipment Share, H1 2024 vs H1 2023



Source: Counterpoint Research Global Smartphone ODM/IDH Tracker
Numbers may not add to 100% due to rounding



MobiWire Group



Our product range

MobiWire product range

Accessories



PD 35W Eco friendly



TWS Eco friendly



Wireless sound light

MBB & FWA



FWA 5G



MBB 5G



MBB 4G Cat. 4/Cat. 6

Mobiles



4G Rugged Phones



4G Feature Phones



4G/5G Smartphones

MobiloT product range



MobiGo 2+ Pro



MobiGo 2+ F



MobiGo 3



MobiPrint 5



MobiTap



MobiTab



Our in-house design

Product Design & ODM

Our designers work hand in hand with engineers to create modern, innovative products that align with market trends. Their in-depth understanding of materials and manufacturing techniques ensures that every design is not just visually appealing but also practical, efficient, and ready for production.

Innovation at the Core

From concept to reality, our agile design team collaborates closely with our R&D team to help clients integrate new technologies and refine product usability, delivering smart and impactful solutions.

UI/UX Design

A great product isn't just about hardware! In fact, our designers create intuitive UI/UX that enhances both functionality and brand identity, making every product not just functional but easy and enjoyable to use.

By cutting out intermediaries, we speed up development and bring products to market faster!



At MobiWire,
we specialize in
in-house design!

Our talented
designers bring
their expertise
in industrial
design, UI/UX,
and innovation
to every project;
making us truly
unique!



We are payment ready

At MobiWire, we believe SoftPoS is the future of payment! Because SoftPoS provides a cloud-based, cost-effective alternative to traditional hardware.

That is why we have invested in a diverse range of SoftPoS-ready Android devices, seamlessly integrating ordering and payment processes with the help of partners solutions.

Designed for performance, durability, and efficiency, our devices offer superior connectivity, robust security, and an intuitive user experience!

Our mission?
To drive financial
inclusivity worldwide,
empowering
businesses to enhance
customer experiences
and streamline
transactions in an
easy, secure way.

Sustainability: our commitments

After several years of developing, we are proud to be the first company to offer products made from 100% recycled plastic. We also make sure that we use vegetal ink and recycled paper in our packaging.

2014

First evaluation
EcoVadis

2021

First green device made of 20%
PCR. This marked the beginning of
our sustainable journey.

2022

We intensified our
efforts by releasing
a device with 50%
recycled plastic.

2023

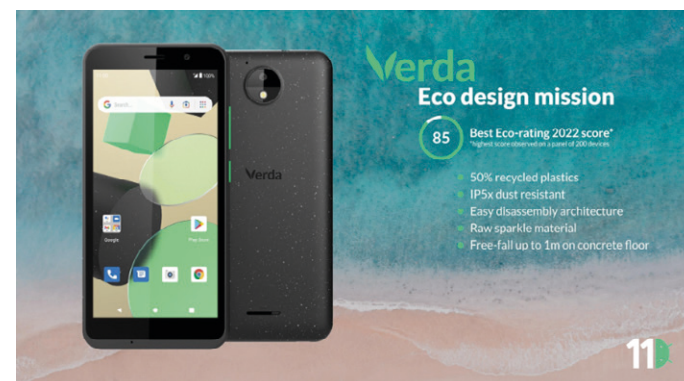
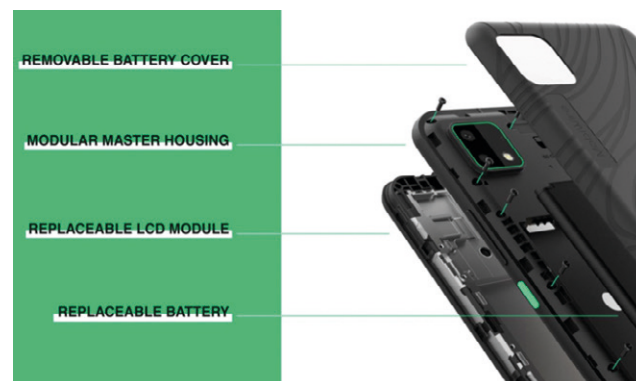
We launched a
groundbreaking device
featuring an outstanding
75% recycled plastic
content.

2024

Publication of the
first RSE report

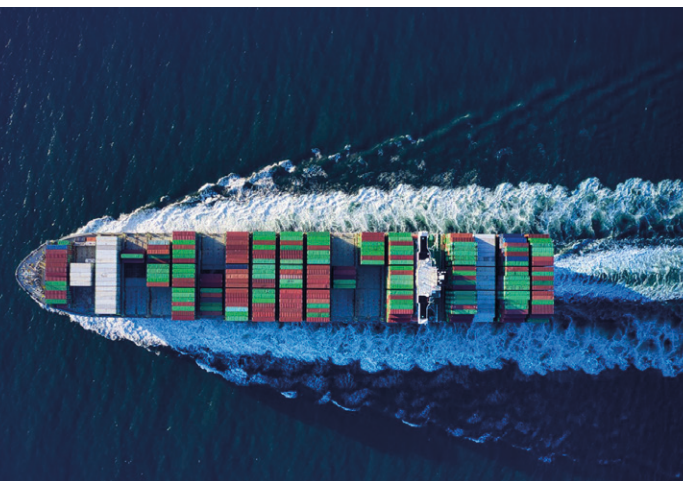
2025

We strive to offer a remarkable
lineup of products utilizing 100%
PCR, establishing ourselves as
leaders in sustainable mobile
technology.



As a global manufacturer, we promote sea transportation, the most environmental friendly shipping method, despite challenges such as longer transit times and more complex logistics.

In 2023, 92% of our product shipments were done through sea transportation, a significant increase from 72% in 2022.



Our certifications

With our array of certifications, we guarantee reliability, trustworthiness, and quality in all our endeavors.

ISO 9001 2015

Demonstrates our commitment to delivering high-quality solutions, ensuring customer satisfaction and continuous improvement.

ISO 14001 2015

Reflects our environmental responsibility, following eco-friendly practices, and minimizing our environmental impact and carbon footprint.

IATF 16949 2016

Displays that our solutions meet the highest standards of quality, making us a trusted partner in the automotive sector.

ISO 45001 2018

Demonstrates that we prioritize occupational health and safety, ensuring a safe work environment for our employees.

ISO 13485 2024

ISO 13485 certification guarantees the quality, safety, and regulatory compliance of our medical devices throughout their lifecycle, ensuring reliability, patient safety, and adherence to the highest industry standards.

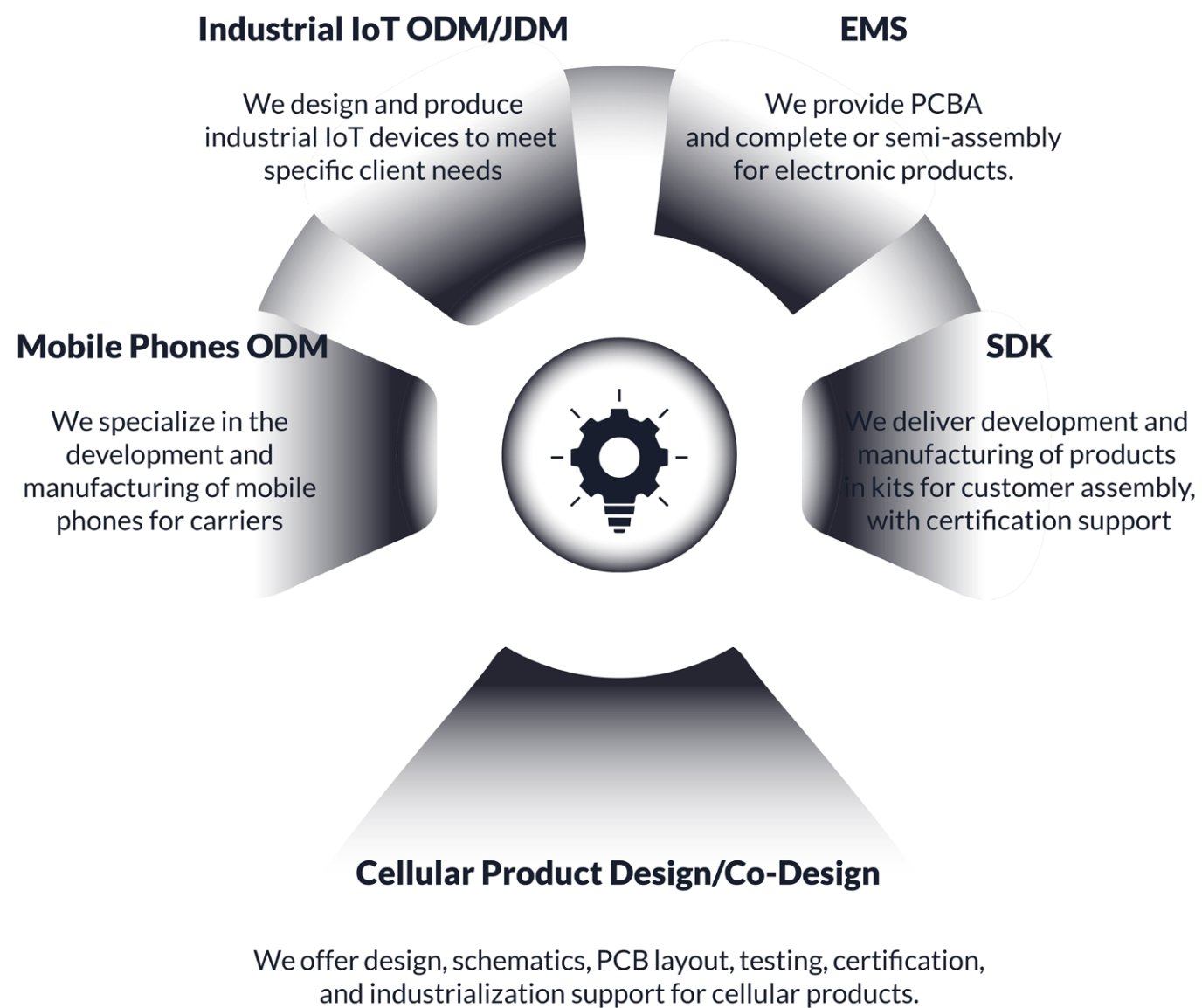


We have been awarded for several years in a row the Gold medal by EcoVadis on business sustainability rating.



Partnering with us

Our expertise:



Our uniqueness:

We combine the best of both worlds by blending French quality with Chinese industrial efficiency, all while operating under European regulations.

From idea to final product:

As a trusted ODM partner, we turn your vision into reality by managing the complete lifecycle of your product, ready for market.

Fully integrated:

We handle every aspect of your project- from concept and design to production, delivery, and post-sales support, including packaging, logistics, and accessories.



MobiWire Group

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