



G+D strengthens position in IoT market with acquisition of MECOMO AG

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Giesecke+Devrient

International security technology group Giesecke+Devrient (G+D) has acquired MECOMO AG, a specialist in tracking and tracing solutions, with the contract signed today. MECOMO, based in Munich/Unterschleissheim, Germany, is a software systems house that provides end-to-end (E2E) telematics solutions for industrial and logistics enterprises. Founded in 2000, the company is the market leader in German-speaking Europe for the digitalization of fleet-based logistics processes. In addition, its connected solutions promote climate-friendly operations in supply chains where goods are shipped via different modes of transport. Through the acquisition of MECOMO, G+D becomes an IoT solution provider with a complete end-to-end portfolio for customers in the transportation and logistics sector. Both parties have agreed not to disclose the purchase price.

Every day, more and more Internet of Things (IoT) devices and machines are being connected with each other via cellular networks. In addition to data authenticity and data security, reliable global connectivity and powerful E2E solutions are essential. With the acquisition of Pod Group, an Enterprise Network Operator (ENO) specializing in scalable, mobile-networked solutions for the Internet of Things, G+D had already expanded its range of solutions in this area in 2021. G+D's offering includes market-leading embedded SIM technology (eSIM). With eSIMs, the SIM chip becomes permanently embedded into the device during manufacturing. Through a highly flexible and dynamic eSIM management solution, the associated connectivity profiles can be downloaded over-the-air and exchanged later at any time if required. This offers enormous application and cost advantages, especially in the IoT area.

With the acquisition of MECOMO, G+D is now taking the next step in expanding its IoT product portfolio and offering solutions from a single source. In doing so, the technology group is making targeted investments into selected verticals, one example being the logistics industry as one of the largest and fastest growing segments within the IoT market.

MECOMO is the leading provider in German-speaking Europe for maintenance-free tracking solutions of all kinds of logistics objects without own power supply. This ranges from pallets and refrigerated containers to load carriers, freight cars and sea containers. Eight of the ten largest Central European logistics companies are already using MECOMO's fleet telematics. Growing customer groups include railroad companies, airports, and defense and industrial companies.

The company offers its customers a holistic IoT solution that enables them to optimally control and manage their goods and fleets, including solar-powered IoT devices and sensors which are being attached to the logistics objects. They can be used not

only to track location via GPS but also the condition of goods, for example, by measuring temperature or humidity. The recorded data is collected, processed and analyzed in the company's own software platform. The features of the platform can be specifically tailored to the customer's needs, e.g. dynamic rule and reporting settings. Thus, all aspects of tracking logistics objects and their condition in real time - from the warehouse location, through the company premises, to cross-border transport by rail, ship and road - are addressed. The direct transmission into various customer IT systems via a wide range of standardized data interfaces is a decisive factor for logistics companies.

With around 60 employees, the MECOMO group of companies has achieved double-digit sales growth in recent years. This development underlines the need for high-quality and reliable telematics solutions. With regard to their corporate culture, G+D and MECOMO share a similar understanding of values and focus on cooperation, quality and innovative activity.

"Over the last years, we have consistently pursued our strategic goals and invested heavily in our digital portfolio, which now contributes around a quarter of our total revenue. Following the acquisition of Pod two years ago, the purchase of MECOMO now further strengthens our activities in the field of IoT. This enables us to support companies in their digital transformation with a comprehensive offering," says Ralf Wintergerst, CEO of Giesecke+Devrient, underlining the strategic relevance of the acquisition of the MECOMO AG.

Stefan Heimerl, founder and CEO of the MECOMO AG, adds: "Central Europe is home to the world's most prominent logistics companies. Our innovative IoT solutions have established and proven themselves here. As part of the G+D family, we will now help customers worldwide to increase their productivity and sustainability by digitizing logistics processes. In doing so, we are bringing 'Green Logistics' to the whole world and making a measurable contribution to protecting our planet."

About Giesecke+Devrient

Giesecke+Devrient (G+D) is a global security technology group headquartered in Munich. As a trusted partner to customers with the highest demands, G+D secures the essential values of the world with its solutions. The company develops technology with passion and precision in four major playing fields: payment, connectivity, identities and digital infrastructures.

G+D was founded in 1852. In the fiscal year 2022, the company generated with more than 12,600 employees a turnover of 2.53 billion euros. G+D is represented by 103 subsidiaries and joint ventures in 33 countries. Further information: www.gi-de.com.

About MECOMO AG

The MECOMO AG is a specialist for telematics solutions for non-powered logistics objects of all kinds. It is represented at the locations Unterschleissheim near Munich and Porto Alegre, Brazil. For more information about the company and the current range of products and services, please visit www.mecomo.com ↗.