



UniDevice AG

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Investor News

UniDevice AG in the first half of 2019:

Sales +24%, EBIT +88%, net profit +107%, outlook for 2019 raised again

- Broker for communications and consumer electronics benefits from strong market position
- First-half year 2019: Sales EURm 185 (+24%), gross profit EURm 3.00 (+54%), EBIT EURm 1.71 (+88%), net profit EURm 1.07 (+107%)
- Outlook raised again for 2019: Now sales and EBIT should be increase to over EURm 400 and EURm 3.5 respectively

Schönefeld, 07/17/2019 – UniDevice AG (ISIN: DE000A11QLU3) announces that it has continued its profitable growth track in the first half of the year 2019. The broker for communication and entertainment electronics with a focus on high-priced smartphones from leading manufacturers such as Apple and Samsung increased revenues in the first half of the year by 24% from EUR 149.28 million to EUR 185.38 million. The net profit in the first half of the year, at 1.07 million euros, already exceeds the profit of the entire previous year of 0.99 million euros. UniDevice is the first company in Germany to specialize in the international B2B brokerage of communication and entertainment electronics and benefits from its strong market position. Sales are expected to increase to more than EUR 400 million in 2019 – with a rising margin.

The first half of 2019 in detail

In the first half of 2019, UniDevice's gross profit increased by 54% to EUR 3.00 million. On the earnings side, the company benefits from economies of scale. Earnings before interest and taxes (EBIT) increased by 88% to EUR 1.71 million and net profit by 107% to EUR 1.07 million. This corresponds to earnings per share of EUR 0.0714 (annualized: EUR 0.1428). Xetra closing price on July 16, 2019: EUR 1.56.

Dynamic development in the first half of 2019 and further increase in the outlook 2019

"In the first half of 2019, we increased the average monthly revenue to EUR 30.9 million and the average monthly profit to EUR 179 thousand," says UniDevice CEO Dr. Christian Pahl.

"UniDevice benefits from industry growth and increases its own market share in communications and consumer electronics. Telephone companies and B2C retailers are increasingly using supply chain optimization through UniDevice's international B2B brokerage. The increase in market penetration is achieved independently of the sales development of individual smartphone manufacturers. Our business model as a broker is marked by significantly lower risks due to the fast stock turnover in an average of 5 days and immediate payment by the customers than with a traditional wholesaler."

UniDevice intends to continue its growth course. In the current year, the revenue growth should be at least 26% to more than EUR 400 million. As the necessary capacities are already in place, UniDevice can exploit economies of scale and improve margins at all levels. Accordingly, EBIT should increase disproportionately more than 90% to more than EUR 3.5 million in 2019.

About UniDevice AG

UniDevice AG (DE000A11QLU3) is an international B2B broker for communication and entertainment electronics with a focus on high-priced smartphones from leading manufacturers such as Apple and Samsung. In this market, the Berlin-based company is the first in Germany to specialize in optimizing the supply chain of its customers. Its customers include mobile service providers as well as wholesalers and retailers. Risks are minimized by fast stock turnover and immediate payment. UniDevice is growing strongly and increased sales by 24% in the first half of 2019 to EUR 185 million and operating profit (EBIT) by 88% to EUR 1.71 million. The company has been listed on the stock exchange since March 2018.