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## Investor News

### **UniDevice AG on growth track: Net profit +95% in 2018 and positive outlook until 2020**

- Broker for communications and consumer electronics benefits from strong market position
- Financial year 2018 (preliminary): Gross profit EURm 4.29 (+38%), EBIT EURm 1.98 (+75%), net profit EURm 1.16 (+95%)
- Positive outlook for next year: Sales and EBIT to increase to at least EURm 410 and EURm 3 by 2020

Schönefeld, 02/13/2019 – UniDevice AG (ISIN: DE000A11QLU3) announces that it has continued its profitable growth track in 2018 according to preliminary calculations. The broker for communication and entertainment electronics with a focus on high-priced smartphones from leading manufacturers such as Apple and Samsung increased revenues last year by 38% from EUR 229.23 million to EUR 317.31 million. At all levels, profit increased disproportionately to revenues. 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 at least EUR 410 million by 2020 – with a rising margin.

#### **The year 2018 in detail**

In 2018, UniDevice's gross profit increased by 38% to EUR 4.29 million. On the earnings side, the company benefits from economies of scale. Earnings before interest and taxes (EBIT) increased by 75% to EUR 1.98 million and net profit by 95% to EUR 1.16 million. This corresponds to earnings per share of EUR 0.078 (Xetra closing price on February 12, 2019: EUR 1.535).

### **Dynamic start into 2019 and optimistic outlook until 2020**

"Having achieved the highest monthly turnover in the company's history in November 2018 at EUR 39 million, we have also made a very dynamic start into the current year," says UniDevice CEO Dr. Christian Pahl. "After many years in international pharmaceutical wholesale, I am amazed at how little the optimization of the supply chain through international B2B brokerage is used in communication and entertainment electronics, not only in Germany. We are currently changing this and are thus growing strongly through market penetration and independent 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 a traditional wholesaler."

UniDevice intends to continue its growth course. In the current year, the revenue growth should be at least 20% and at least EUR 380 million redeemed and next year with a further 8% sales growth then at least 410 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 to at least EUR 2.6 million in 2019 and EUR 3 million in 2020.

Net profit is expected to increase even more strongly by 45% to EUR 1.68 million in 2019 and by 14% to EUR 1.91. million in 2020.

The complete 2018 financial statements will be published on 6 May 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 in 2018 increased sales by 38% to EUR 317 million and operating profit (EBIT) by 75% to EUR 1.98 million. The company has been listed on the stock exchange since March 2018.