



MobiWire Group

**BUSINESS BROCHURE**



## “Endless opportunities

On behalf of MobiWire's team.

As the President of MOBIWIRE SAS, I am thrilled to share our 30-year journey in the Telecommunication industry. Our mission has always been clear: to create advanced Android devices and mobile phones that cater to the needs of our customers worldwide.

At MobiWire, we take pride in delivering top quality, innovation, and reliability. No matter how complex your projects are, we are here to take care of them.

Beyond just devices, we are experts in wireless and cellular technology, ensuring seamless connectivity for millions globally. With our experience, we provide competitive solutions and platforms that stand the test of time.

Our presence spans over 60 countries, building partnerships that positively impact businesses worldwide.

By choosing MobiWire, you not only gain a reliable technology partner but also access to endless opportunities and global connections.

Warm regards,

Pascal Dubreucq  
President, MobiWire SAS.

## About Us

### 30 YEARS OF EXPERIENCE AND EXPERTISE IN THE WIRELESS INDUSTRY

MobiWire is a mobile phone industry leader, with over 30 years of experience in the Tele-communication industry.

Our subsidiary, MobiloT, specializes in industrial IoT, offering Electronic Manufacturing Services (EMS), Original Design Manufacturer (ODM), Joint Development Manufacturer (JDM), and Original Equipment Manufacturer (OEM) services.

MobiWire Group is owned by experienced Chinese entrepreneurs who have been working in the industry for decades. They have placed their trust in us since the beginning of this adventure together.

Now with a workforce of about 4 000 employees, we are a fully integrated OEM and ODM company, prioritizing high quality products and cost competitiveness.

### OUR CONCERNS: QUALITY AND RELIABILITY

Our strength lies in our capacity to offer attractive and tailored solutions to our customers.

We can create unique and specific products for your specific business needs, capitalizing on our 30 years of Telco industry expertise and Android Connected device manufacturing capabilities.

We focus on delivering the best possible solutions for our customers by ensuring quality and reliability in every stage, from product creation to delivery.

Our industrial expertise in Telecommunication and IoT makes us a versatile and valuable partner across various industries.

We are not simply manufacturers: we are innovators, dreamers, and partners on your road to success.

# “Our ambition ? Connect tomorrow’s world.”

## Our history

In our **30 years of experience**, MobiWire has had several lives, starting in **1995** with **Sagem** and following with a dedicated branch in **2005**, known as **Sagem Mobile**.

In **2011**, a pivotal moment arrived with the creation of **MobiWire Mobiles**, combining **French quality** with **Chinese industrial efficiency**.

In **2018**, recognizing the evolving turn of technology and the growing importance of the Internet of Things (IoT) industry MobiWire established a dedicated entity to the IoT market: **MobiIoT**.

Our journey has been defined by strategic partnerships and a relentless pursuit of growth.

As we embrace the future, we carry with us the rich heritage of our past achievements, which continues to inspire and guide us towards new heights of success.

Today, **MobiWire Group** stands as a one of the **leaders in the Mobile phone and IoT industry**, driving technological advancements and shaping the **connected world of tomorrow**.

1995



Sagem launches mobile phones division.

2003



Joint venture of Sagem and Ningbo Bird founding Ningbo Sagem Bird Electronic Co.Ltd.

2005



Merger of Sagem into SAFRAN group creating Sagem Mobiles.

2009



Hong-Kong SMC Mobiles Co.Ltd. acquires Sagem Mobiles Ningbo which becomes Sagetel Mobiles Ningbo.

2011



MobiWire Mobiles (Ningbo) Co., Ltd. Hong-Kong SMC becomes 100% shareholder of Mobiwire SAS, and Sagetel Mobiles Ningbo changes its name to MobiWire Mobiles Ningbo.

2018



MobiWire creates a dedicated entity, **MobiIoT**, to address the IoT market.

## 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 in Africa, Australia, and North America.

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



# OUR OWN MANUFACTURING FACILITY

Our 2 factories stand in the heart of the Ningbo Industrial Area in China.

With an impressive 48,000 square meters of factory space and a dedicated team of over 2,800 skilled professionals

It specializes in Surface Mount Technology (SMT), and is equipped with 20 advanced SMT lines, with a capacity to manufacture 6 million units each month.

## Key Figures

*Mobiwire Group*

**700 M\$**

*Steady growth  
over the last 10 years*

**4000**

*People, 800 in R&D,  
400 in Quality*

**75 M/y**

*PCBA*

**30 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).





## MobiWire Group's versatility across industries

### MobiWire Group ODM global ranking

Global Smartphone ODM/IDH vendorshipment share, 2022



Source: Counterpoint Research's Global Smartphone ODM/IDH Tracker, 2022

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.

MobiWire offers an impressive range of products that can enable various wireless technologies. Our goal is to provide products with the ability to incorporate new technologies and various use cases at the customer's demand.

In fact, we operate across numerous industries: Operators Partners, OEM Partners, Retail Transport & Logistics, Banks & FinTech's, Security Gov. & Defense, Healthcare & Science...

With such a diverse range of businesses across various industries and verticals, MobiWire can easily adapt to clients requirements, and offer tailored solutions ensuring that their specific needs are met.

This ability to work across different verticals and offer flexible solutions, propels us amongst the best in the industry, as we were ranked in the Top 10 ODM companies in 2022.

## MobiWire product range



FEATURE PHONES



RUGGED PHONES



HOME PHONES



SMARTPHONES



ACCESSORIES



MOBILE BROADBAND

## MobiloT product range



**MOBIGO RANGE**  
MobiGo 2+ F



**MOBIPRINT RANGE**  
MobiPrint 3+



**MOBIGO RANGE**  
MobiGo 2+ Pro



**MOBIPRINT RANGE**  
MobiPrint 4+

## Sustainability: our commitments

*We place sustainability at the forefront of our CSR strategy.*

### 2021

*we introduced our first green device, made with 20% recycled plastic. 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.*

### 2025

*we strive to offer a remarkable lineup of products utilizing 100% recycled plastics, 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.*



*In our main office in the Paris area, France, sustainability is a core value.*

*We promote eco-friendly practices like waste sorting management, and we prioritize sustainable transportation, by encouraging walking, cycling, and public transit to reduce carbon emissions.*

*To monitor and reduce our environmental impact, we also use Key Performance Indicators (KPIs) in three areas:*

- *Less printing: preferring digital documentation & communication to reduce waste & preserve resources.*
- *Water Conservation: promoting responsible water usage to limit consumption and support water conservation efforts.*
- *Energy Efficiency: raising awareness among employees about saving energy ; implementing automated controls to improve energy usage.*



## Our Certifications

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

**ISO 45001**  
2018

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

**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.

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



## Partnering with us

*empowering innovation and trust*

Partnering with MobiWire means aligning with a fully integrated company, backed by a wealth of cellular and Android expertise.

- Fully Integrated Company: We take care of everything from concept to production and delivery.
- Cellular and Android Expertise: With our 30 years of experience in the TelCo industry, and the mastering of the Android ecosystem, you have a successful combination.
- Experienced Management Team: We have a team of visionaries from different backgrounds with a deep-rooted passion for the tech world.
- Proven Track Records: Our successful collaborations stand as a testament to our commitment to excellence and customer satisfaction.

Partnering with us means shaping the future of technology, by leveraging our expertise, experience, and relentless drive to empower your business.





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