



***IDG Europe AB***

General Presentation

## The Company



**IDG Europe AB was founded in 1992 in order to support Swedish troops abroad with satellite communication and independent power supply. Since then the product line has grown to encompass a wide range of equipment for leading-edge portable, independent communication, portable power supply, positioning systems as well as products for advanced surveillance and counter-surveillance.**

## The Company



**IDG Europe is a system supplier, delivering partly own-labeled, professional equipment for:**

- ⦿ **Advanced satellite communication solutions for global field work.**
- ⦿ **Leading-edge portable and independent communications & positioning systems.**
- ⦿ **Advanced electronics for control, surveillance and counter-surveillance etc.**
- ⦿ **Portable Power solutions with the worlds most efficent daylight panels.**

## The Company

- ◎ **The company is registered with CCR, CAGE, NCAGE and ORCA because of our demanding customers, both within the military and civilian sectors. Customers include Swedish Armed Forces, Air Navigation Services, National Police Board, Swedish Defence Material Administration etc.**



- ◎ **Also an increasing number of other groups of professionals, who demand high quality products and reliable service.**

## The Company

- Land SATCOM is the core activity, but recently IDG has expanded into both aviation and marine applications. IDG cooperates closely with Inmarsat, Iridium, Thuraya and in 2004 was appointed by Iridium “Value Added Manufacturer” (VAM) in recognition of the successful development work – one of only three in Europe. Technical development in cooperation with partners is a continuing activity at IDG Europe.



- In the effort to become a one-stop-shop for the customers, IDG has also recently extended the range of communication products with encrypted mobile phones, HF-radios and larger SATCOM terminals (VSAT).

## The Company

- **Many years of field experience have taught IDG the importance of independent power supply and IDG has developed what is considered the most efficient portable PV (solar) panels on the market. The Swedish Defense as well as the US Armed Forces have successfully tested the panels and they are officially approved as a preferred power source for INMARSAT terminals and Iridium handsets.**



- **IDG Europe has also developed complete power-to-go kits for products ranging from cameras and sensors to command centers, through flexible and modular configurations of panels and back-up batteries.**

## The Company

- © **To provide the best possible solutions for customers, IDG Europe continuously generates carefully targeted market intelligence to know what products are available. If they meet the requirements IDG provides them, otherwise solutions are devised, frequently with one the trusted partners IDG Europe co-operates with.**



## The Company



- ◎ **One recent result of such work is a system of advanced helicopter tracking system that IDG developed and delivered for the Italian Armed Forces. This system was based upon experience from a long term project of aircraft tracking that IDG carried out for the Swedish Civil Aviation Administration.**
- ◎ **At the other end of the scale IDG designed a complete positioning and communications system, designed for a tunnel and underground storage facility. IDG has also developed a combined tracking and communications system for a truck fleet in remote parts of North Africa, as well as positioning and alarm systems for small high value parcels, avoiding the notorious unreliable pockets GSM/GPRS networks.**

## The Company

- ◎ **All telecommunication can be intercepted and most contents can be easily decrypted with the right equipment. IDG closely follows the development in this sector and can provide their customers with counter measures, e.g. CryptoPhone, very secure versions of mobile phones with the appearance of a normal cell phone; and encryption modules for satellite terminals and handsets.**



- ◎ **IDG Europe can also provide various other kinds of electronic surveillance counter measures as well as training in this field for authorized staff.**

## Vision



**To our customers:**

**Quality and Reliability:**

**To become a supplier by choice of the Swedish defense and other professional users worldwide, for our product lines of power supply products; satellite and radio communications systems; advanced electronics; secure communications; tracking and security systems.**

**To our owners/Board members/Employees:**

**Reliability, Quality, Profitability, Harmony, Complimentarity:**

**To succeed in developing a complimentary product line, to sustain growth and increase our profitability. To offer an attractive package of salary, benefits, and working conditions to maintain employment desirability and productivity.**

**To those interested in IDG Europe:**

**Investor attractive, solid, technology leader:**

**Quality products with solid customer base. Ideas, technology, products and a healthy corporate culture sustainable for the 21<sup>st</sup> century.**

## Mission



- **To develop and maintain confidence within our customer community - by work, products and deeds - in IDG Europe's ability to deliver quality service and products.**
- **To expand our customer base globally, through distributorships and contact networks.**
- **To search and evaluate new products and technologies for keeping our product line current and superior, as appropriate to our customers' needs.**
- **To report a profit at year-end.**

# Main product segments



## **SATCOM Air Time**

- Within the SATCOM Air Time communication, IDG Europe has app. 2 000 satellite terminal subscriptions which are activated.

## **Security & Advanced Electronics**

- Security & Advanced Electronics include products within surveillance, tracking systems and highly classified products and systems.

## **SATCOM Hardware**

- Inmarsat, Iridium and Thuraya mobile SATCOM terminals.

## **Radio Transceivers**

- High frequency shortwave radios for military and civil use

## **Daylight Panels**

- IDG Europe has some of the markets best portable PV panels. The PV panels can be used for charging satellite phones, pc, cell phones etc. The panels are light, but rugged and come with a 20 year functional guarantee.

## Competitive advantages



### **Deep relationship with customer in the form of:**

- ◎ **Joint product development**
- ◎ **Further integration of activities**
- ◎ **Extensive and continuous service, unequaled by others**
- ◎ **High quality products**
- ◎ **Cutting edge technology**
- ◎ **Extensive knowledge base**
- ◎ **Solid field experience**