

INVESTMENT OPPORTUNITY
FOR THE PURCHASE OF THE COMPANY
MONELL PRO D.O.O.

INVESTMENT HIGHLIGHTS

SUBJECT OF SALE

The subject of the sale is a 100% share in the company Monell pro d.o.o., whose main activity is the development, installation and sale of its own brand of communications, server cabinets and accessories

GUARANTEED INCOME

The company exceeded EUR 426,000 of revenues in 2021 - a 40% increase compared to 2020

INTELLECTUAL PROPERTY

- trademark "MONEL PRO"
- patent for telecommunication distribution cabinet
- 2 websites
- know-how

POTENTIAL OF DEVELOPMENT

The potential of development is the export of own brand and gaining a larger market share in the structured wiring program

MONELL PRO D.O.O.

COMPANY PRESENTATION

The company started its business with the development and installation of communication server cabinets and accessories.

In 2010, the company patented the so-called STK cabinets, and in 2015 it developed a new type of communication cabinet. It is the only manufacturer of such products in Slovenia.

The company's own web shop internet site offers more than five thousand products in video surveillance segments, electrical material, alarm control panels, passive networking equipment,.. Since 2019, the company is also the official distributor of EXCEL Networking structured wiring and optical communications. Excel Networking also offers a 25-year system warranty on completed projects.

The company MONELL PROGRAM družba za proizvodnjo in montažo opreme delovnih mest d.o.o. (MONELL PRO d.o.o.), based in Trzin, has been operating for more than 16 years and is a well-established small company with important references at home and abroad.



M O N E L L P R O D . O . O .

COMPANY PRESENTATION



COMPETITIVE ADVANTAGES OF THE COMPANY

MONELL PRO D.O.O.

- High quality metal and aluminum parts ensures strength to the elements
- High quality powder coating of metal parts/protection
- Solid construction, precise bending
- Innovation
- Own development of communication equipment, which as a result of its own knowledge and under its own brand "Monell pro d.o.o." provides key benefits to users, which makes the demand for these products significant
- Monell pro d.o.o. has developed a patent for distribution cabinet, preferably for electronic communications networks such as internet wired and / or fiber based network. The patent is registered at the Slovenian Intellectual Property Office under number P-201800265.

ADVANTAGES IN DEALING WITH COMPANY MONELL

PRO D.O.O.

- Rapid response
 - Preparedness for continuous product improvement
 - A successful research department offers innovative solutions in the field of telecommunications equipment
 - Willingness to listen to customer requests and look for specific solutions
 - Fast and up-to-date communication with customers
 - Flexibility to the client's requirements
 - Reliability and positive customer relations
 - Excellent customer support from the start of negotiations to the realisation
 - The ability and desire to improve products and develop new ones
- MARKETS - Their products are currently sold on the Slovenian and Croatian markets, and through important integrators they are also present with projects in other countries.

MONELL PRO D.O.O.

PRODUCTS

19" COMMUNICATION SERVER CABINETS

Monell pro communication,
server rack cabinets own
development and manufacture



HOME STK, STE LOCKERS

Due to its low depth,
functional use and aesthetic
appearance, the network
housing cabinet is especially
suitable for residential and
house buildings



STRUCTURED WIRING

For internet, phone, etc.
connection at home, for
connection in business premises
and for connection to active
equipment in industry



OPTICAL NETWORK

The Excel Enbeam Optical
Systems provide high
performance, reliability and
scalability for large
multifunctional venues



MORE ON WWW.MONELL.SI

FINANCIAL DATA

BUSINESS INDICATORS	2017	2018	2019	2020	2021
Assets	71.069	91.631	189.549	219.831	210.347
Long-term assets	443	336	19.204	14.837	14.822
Current assets	70.626	91.294	165.945	204.994	195.525
Capital	57.838	68.716	68.790	76.526	86.436
Long-term liabilities	0	0	14.102	44.064	33.888
Current liabilities	13.230	22.914	106.657	99.241	90.022
Net turnover	146.306	199.334	240.564	306.414	426.414
Revenue	146.421	199.338	240.568	306.965	429.815
Operating profit or loss (EBIT)	3.188	13.430	467	15.115	12.095
Cash flow from operations (EBITDA)	3.276	13.537	1.959	19.483	16.993
Net profit or net loss	2.532	10.878	74	7.736	9.911
Total economy (revenue/ expenditure)	1,02	1,07	1,00	1,03	1,02

The company is not on the list of tax evaders, nor is it in insolvency proceedings. Receivables and liabilities arise from current operations - all undisputed. As at 31st of December 2021, the share capital amounted to EUR 8,763.

Source: FIPO, Ajpes, Monell pro d.o.o.



ALEN ŽIVKOVIČ

CEO & FOUNDER

Alen Živkovič is an entrepreneur who launched his company, Monell Pro d.o.o., in 2006, and is one of the main Slovenia computer and electrical hardware equipment developers, participating in more than 4,300 projects in the EU. He is also the owner of the STK patent, the innovation that has revolutionized the IT hardware SOHO cabinets market, which was successfully put to the market. Based on his vision, he wrote the book My solution, where he generously shares the experience and knowledge gained in his career.



www.myviralsolution.com

ADVANTAGES ACHIEVED BY THE BUYER BY PURCHASING THE COMPANY MONELL PRO D.O.O.

- The placement of Monell pro d.o.o. products into the sales network of its assortments, in particular the Monell pro d.o.o. cabinet, which connects several sales assortments to a rounded whole at the same time
- Taking into account the previous indent, the selling costs per unit of product sold by the customer are reduced
- Due to the high demand for such products on the market, the buyer will recoup the cost of investment in a very short time and achieve excellent business results, especially in case of investing in a suitable sales network across European countries
- A complete set of products can be a special advantage for the customer of Monell pro d.o.o., as their customers get everything they need at one address, which allows everything to be done very quickly and efficiently



SLOVENIA

Slovenia is situated at the crossroads of the Alpine, Mediterranean, Pannonian and Dinaric worlds. Slovenia is a green, creative, smart country and a full member of the European Union, which knows how to preserve its identity. A free market-based economy is dynamic, digitized, innovative and focused on sustainable development.

Since Slovenia became a member of the European Union on 1 May 2004, adopted the euro on 1 January 2007 and joined the OECD on 1 June 2010, its international competitiveness has increased. Today it is one of the most successful countries in the world.



 POPULATION 2.108.708 (October 2021)	 GROSS EARNINGS 1.923,92 € (January 2022)	 AA- AA- S&P CREDIT RATING (June 2021)	 CURRENCY FROM 2007
 GDP GROWTH 10,4 % (Q4 2021)	 UNEMPLOYMENT 4,5 % (Q4 2021)	 OVERNIGHT STAYS 766.293	 INFLATION 5,4 % (March 2022)

OWNER

The logo for Monellpro, featuring the word "Monell" in a dark grey sans-serif font and "pro" in a bold, orange sans-serif font.

MONELL PRO d.o.o., Trzin - Slovenia

ALEN ŽIVKOVIČ, CEO

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www.monel.si

SALES PARTNER

The logo for S-FINANCE, featuring a large, stylized blue letter "S" followed by the word "FINANCE" in a bold, blue sans-serif font. Below this, the text "pravne in poslovne rešitve, d.o.o." is written in a smaller, blue sans-serif font.

S-FINANCE d.o.o., Kozina - Slovenia

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