

**For sale: Part of the history,  
present day and the future of  
Finnish internet**

**TeleWell® Oy**

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7.8.2023

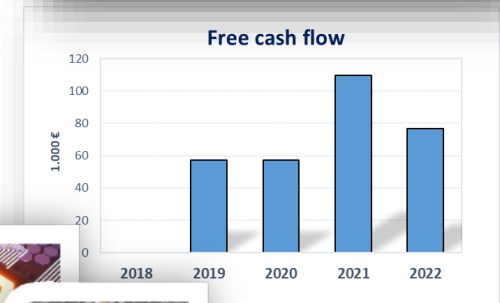
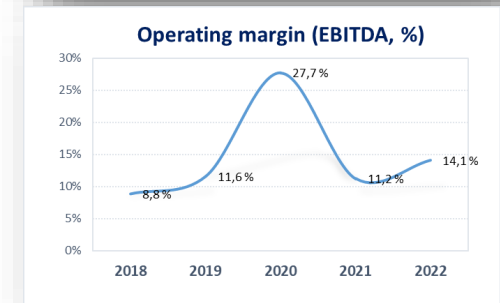
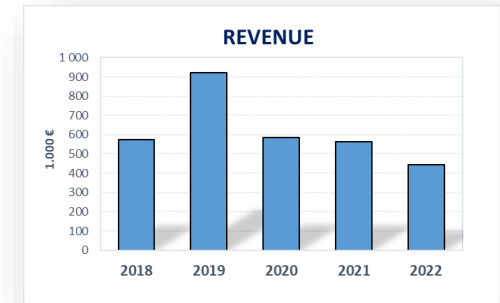
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# For sale - Part of the history, present day and the future of Finnish internet



- Business sale i.e. current business of TeleWell Oy
  - Successful and profitable business since 1985
  - Two business areas: Manufacturing, design and sale of 5G routers, and charging systems for electric cars
  - The deal includes e.g.: the TeleWell® brand and products, customer relations, inventory, machines and equipment, a well-functioning internet marketplace and own business premises in the City of Järvenpää <sup>1)</sup>
  - Interest-bearing debt belonging to the seller at the time of the transaction remain with the seller
- More than 6 million products sold
  - Significant and valuable customer and other business relationships
- Entrepreneur-owners sell their business in order to retire
  - The seller provides the induction and orientation needed
- About 40 years of development work brings significant potential to a competent operator for future growth as well
  - Still significant opportunities in product and service development (e.g., 6G, WiFi7)
  - Possibility to develop and grow operations e.g., in the direction of secure remote access
    - Enables new business and cash flow models (e.g., Monthly Recurring Revenue, MRR <sup>2)</sup>)
  - Charging systems for electric cars bring interesting development and growth potential



Annual closings 2018 - 2022

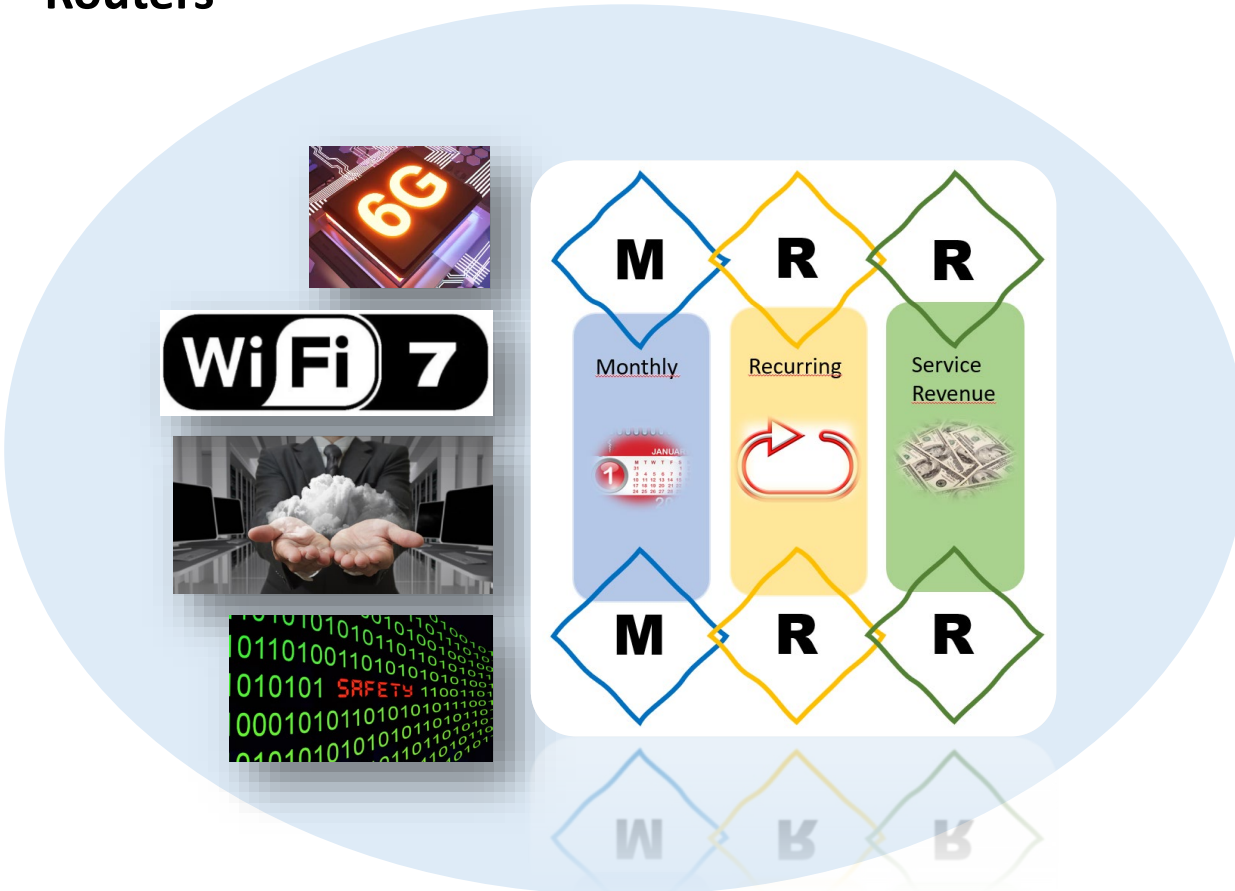


<sup>1)</sup> The business can also be sold without the business premises. Business is not dependent on country, or specific location

<sup>2)</sup> See more in next slide

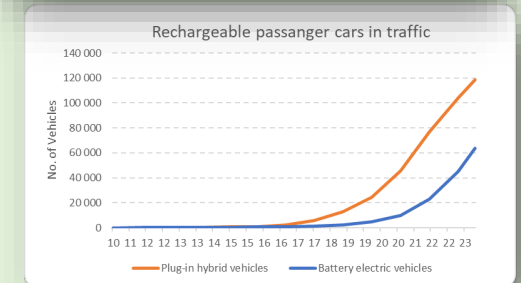
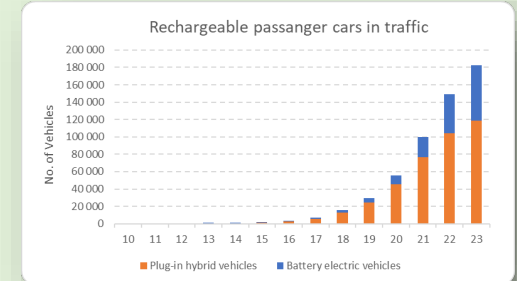
Future growth will be generated with new products and business models as well as the growth of electric traffic<sup>1]</sup>

## Routers



## Charging systems

### Rechargeable passenger cars in Finland 2010 - 2023<sup>2]</sup>



≈ +32.000 %  
in 10 years

**Forecast:** There will be more than 1,5 million fully electric passenger cars in Finland by 2040  
That would mean ≈ +3.200 % increase from 2022

In addition to cars, there are also vans, trucks, buses, etc.

**The need for charging systems and charging points increases as the fleet of electric vehicles grows**

1] The seller undertakes to educate the buyer and to open the buyer's own ideas and possibilities for the future  
2] Year 2023 until July 2023. Sources: Autoalan tiedotuskeskus, Netwheels Oy, Mittaristo ja Liikenne- ja viestintävirasto Traficom, Liikenneasioiden rekisteri, Sähköinen liikenne r.y.



Contact details regarding additional material and any questions <sup>1]</sup>

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<sup>1]</sup> Additional material against non-disclosure agreement (NDA)



*“TeleWell is an important part of Finnish internet history”*



TeleWell TW-IOT 5G minirouter,  
1x1Gb Ethernet ja USB ports  
(Dimensions 8 x 11 x 3 cm)