

EXECUTIVE SUMMARY

THE BEGINNING OF MIWIRE

It all started in the summer of 2016. David Fleischer the company's CEO and Mikael Espersen the company's CTO and a few friends wanted to establish a set-up where they could live stream extreme sports such as sailing and mountain biking. However, it soon became clear that the internet connection was a big problem. There was no good way to transmit video signals from racetracks far out at sea and back to shore. But this challenge allowed them to understand and use advanced wireless technologies in remote areas; and as the first in the world to introduce auto-rotating, directional antennas in the 4G, 5G and WiFi networks.

A series of studies and tests followed and led to our first solution, which was developed for land-based installations. It offered an intelligent, auto-rotating, directional antenna that points to the most optimal operator base station and is controlled by our embedded software algorithm. At that time, we focused our development efforts on the need for internet connection on land, as the first and least complicated solution with the existing 4G network.



Our goal from the beginning was to bring the technology to the maritime segment, so with financial help from the Danish Maritime Fund, we spent another three years developing a solution for this segment. As a result, at the end of 2021 we presented a preliminary product which is the world's first 4G and 5G directional antenna for the maritime segment, which contains an advanced algorithm that can calculate the position of the operator base stations and find the one with the highest data rate.

PATENTS AND AWARDS

Our designs proved to be both innovative and unique. So much so that our directional wireless hotspot device patent has been approved in the US, China, Japan, South Korea and Australia, with patents pending in the European Patents Office, Canada and India.

We also have patents pending for our route-based directional antenna – European Patent Office, US, Brazil and Mexico – and for our bitrate optimization – European Patent Office, US, Brazil, China and India. In addition, our products are built mechanically strong to withstand all weather conditions and are extremely easy to install.

So far, EUR 5 million has been invested in our company. MiWire has won two of the most prestigious awards in Denmark: The Danish Tech Challenge in 2018 and the 2021 edition of the Engineers' Association's Connect Awards.



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PRODUCT PORTFOLIO

Our current products are RouDem, perfect for installations on land, and SeaWire for connection at sea. Our solutions are currently being further developed to also cover the 5G network; we are further developing on RouDem which will include 5G, optimized antennas and cost optimization – the product is expected to be completed and ready for sale by mid-2023. This product will be able to take on the competition with fiber connections in terms of data speed and will be available everywhere 5G is offered. Additionally, we are developing SeaWire DeepSea, which is a new product expected to be ready at the end of 2023 with high-gain gyro-suspended antennas, prepared for 5G LEO satellite communications.

GlobalWire is the latest addition to our product portfolio. It gives our customers unique access to 4G and 5G operator networks worldwide with data rates that already exceed traditional roaming. Via a new intelligent use of e-SIM, we combine several local data plans in our system and provide access to local tariffs instead of expensive roaming.



SALES AND DISTRIBUTION

To date we have sold more than 2000 RouDems, 120 SeaWire systems and we run a constantly growing monthly recurring base of 200 data plans. Even more satisfying is that our customers are satisfied and keep coming back. In recent times, we have entered into distribution agreements with Furuno in the maritime market and Tech Data in the land-based market. Both are global players and among the largest in the world in their field.

WANT TO INVEST?

The investment round we are looking for now must be used for the most part to expand the sales and marketing efforts. We have the products ready and now it's about making the market aware of the possibilities.

