



MOBOTIX Strengthens Sales in Indonesia / Asia

Sales Agreement for Four Million US Dollars with PT. BLU Teknologi Nusantara
January 26, 2024

Langmeil, January 2024 – With a contractual agreement for four million US dollars with the Indonesian company PT. Blu Teknologi Nusantara, a distribution company for high-quality CCTV and IT solutions, MOBOTIX is strengthening its sales in the Asian market. With this contract, PT. Blu Teknologi Nusantara is the first certified MOBOTIX Diamond Partner in the APAC region. "Based on this cooperation, we see significant growth in the region. Both parties expect long-term, continuous growth from the cooperation," says Phillip Antoniou, CSMO of MOBOTIX AG

A delegation from PT. Blu Teknologi Nusantara led by Mr Rahmat visited the MOBOTIX headquarters and production facility in Langmeil, Rhineland-Palatinate, in December, where the joint sales strategy was aligned and the cooperation agreement was signed. PT. Blu Teknologi Nusantara will drive expansion in the Asian market, mainly in Indonesia, supported by the attractive return on investment that MOBOTIX offers with its solutions. The focus is set on healthcare, industry and government infrastructure.

"With PT. Blu Teknologi Nusantara, we have developed a cooperation partner for the important Asian growth market that enjoys an excellent reputation in its Indonesian home market and is also a perfect fit for us with its focus on high quality," emphasizes Phillip Antoniou.

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About MOBOTIX AG

MOBOTIX is a leading manufacturer of intelligent IP video systems in premium quality and sets standards in innovative camera technologies and decentralized security solutions with the highest level of cyber security. MOBOTIX was founded in 1999 and is headquartered in Langmeil, Germany. The company relies on its own research and development as well as its own production "Made in Germany". Customers around the world trust in the durability and reliability of MOBOTIX hardware and software. The flexibility of the solutions, the integrated intelligence and the highest level of data security are appreciated in many industries. MOBOTIX products and solutions support customers in areas such as industrial manufacturing, retail, logistics and healthcare. With strong and international technology partnerships, the company is using artificial intelligence and deep learning modules to expand its universal platform and new applications in a wide range of sectors.

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