



BIODIT
GLOBAL IDENTITY SOLUTIONS

Investment Opportunity

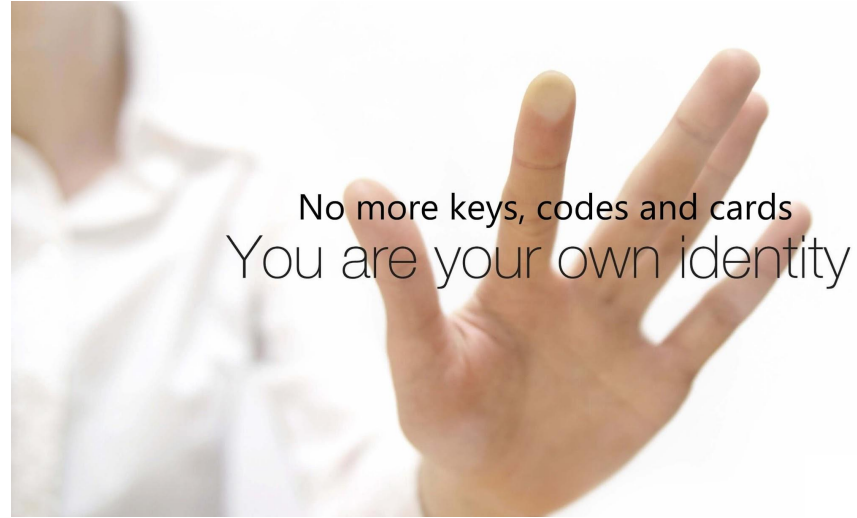
Julian Sofroniev, CEO

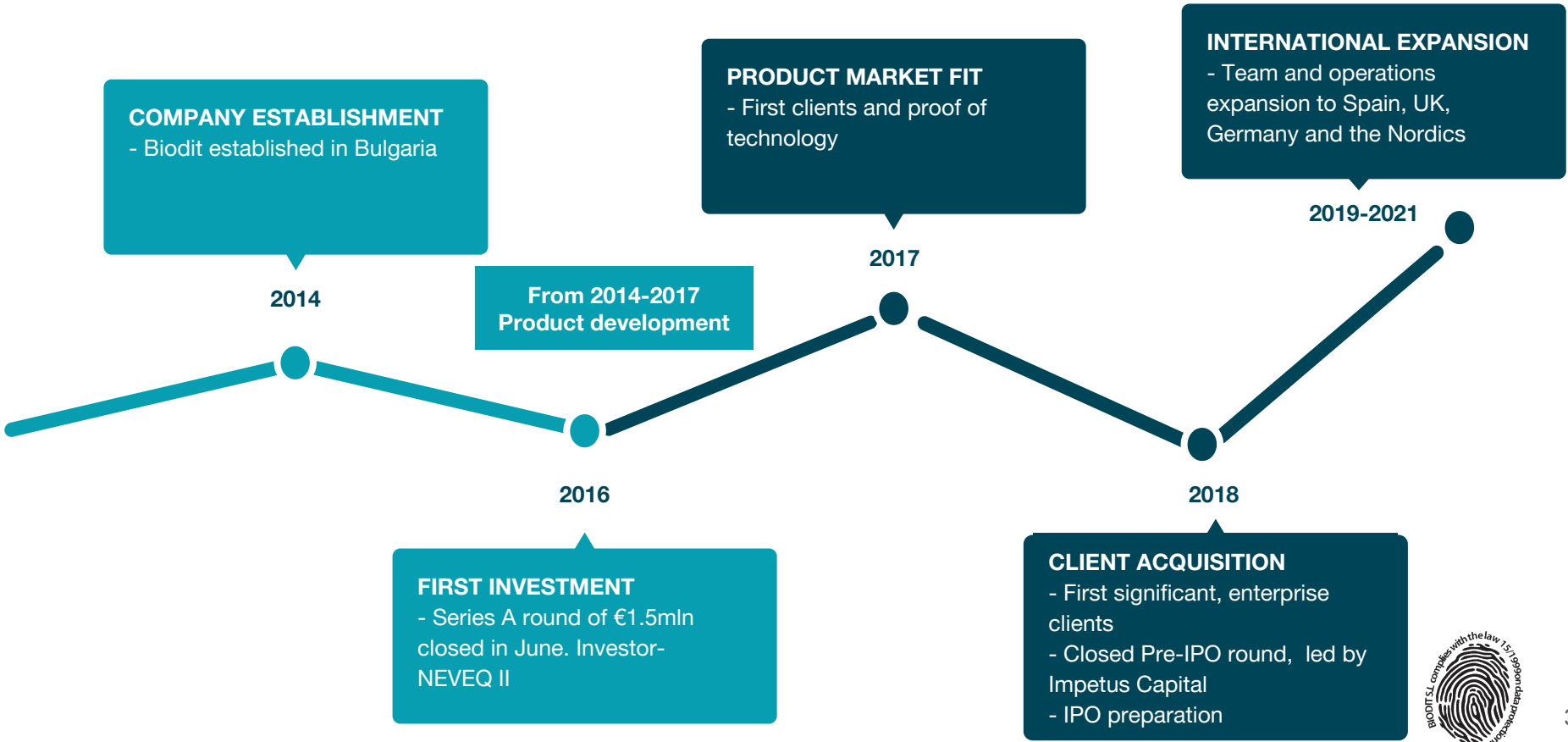
✓ We are out-of-the box thinkers, specialized in the development and manufacture of innovative security solutions, based on biometric identification

✓ We developed the first WBLS® (wireless biometric locking system) in the world that won multiple awards

✓ Our solutions are focused on:

- Hospitality
- Offices and buildings
- Automotive, industrial sites
- Home security
- Hospitals
- Banking/financial sectors





Problem

Access Control and Time Attendance

Existing solutions offered on the market such as keys, cards and PINs:

- ✓ Use outdated technology
- ✓ Are easily copied, forgotten and lost
- ✓ Compromise security
- ✓ Are inconvenient
- ✓ Generate a constant additional expense
- ✓ Allow for manipulation of time attendance



Solution

Innovative access control and time attendance products and solutions

Biometric access control and time attendance:

- ✓ Highest level of security and maximum convenience with no added complexity
- ✓ Impeccable identification and authentication
- ✓ Flexible software option
- ✓ Accurate working hours calculation
- ✓ Flexible employee scheduling
- ✓ Unique and innovative hotel guest experience, utilizing the latest technology on the market
- ✓ Effective management and control over the employees and working staff



Problem

Vehicle Theft Security

GPS, auto alarms and standard immobilizers:

- ✓ Signal jamming
- ✓ Affected by weather conditions
- ✓ Very low discovery rate
- ✓ Not a theft prevention device
- ✓ Low frequency signal
- ✓ Use outdated technology
- ✓ Easy to duplicate



Solution

Biometric immobilizer

Biodit CarSec ®

- ✓ Biometric stand-alone system
- ✓ No keys, no codes, no signals
- ✓ Protection against thefts: 100% success prevention rate
- ✓ No jamming or skimming
- ✓ No operation of the system without a valid fingerprint
- ✓ No unauthorized use of the car



Some of our clients and partners

We service large and small brands across Europe



The biometric opportunity

Market expansion phase

Global biometrics:
**\$33B by 2023, at 15%
CAGR***



Sources:

***“Biometric System Market Research Report Global Forecast 2023”*

****“Global Digital Door Lock System Market Analysis 2017-2023”*

Biodit’s target verticals:



Hospitality Industry

- 15 mln rooms worldwide



Buildings and Factories

- 18,600 office buildings in EU
- 12,500 factories in EU



Automotive

- 7.9 mln stolen vehicles globally



Smart Door Locks

- Expected to reach \$7.9 billion by 2023, rising at 32.3 % CAGR**



Key achievements 2018

Scaling up sales and expansion

- ✓ **1,5 % market share** in the access control and time attendance segment of factories in Bulgaria complexity
- ✓ Surpassed the projected sales in Access Control segment in the first half of 2018
- ✓ Developed a new product line in June - EasyLock a biometric device for the home doors
- ✓ Signed client contracts with 3 of the leading companies in Bulgaria
- ✓ Signed strategic partnership contracts with leading Bulgarian and European security companies



Financing

Growth supported by two private equity players

- ✓ Self-funded by the founder with **€4.4 mln**
- ✓ In May 2016, Biodit successfully closes Series A investment for **€1.5 mln** from NEVEQ II
- ✓ In 2017, Biodit won **€50k** grant for a new biometric technology development from EU-commission under Horizon 2020 initiative
- ✓ In July, 2018 Biodit closed a pre-IPO round of **€250k** with lead investor Impetus Capital and follow-up investment by NEVEQ II
- ✓ Preparing for IPO to finance its further growth and international expansion



Contacts



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