

18th January 2019

**Midwich Group plc
("Midwich" or "the Group")**

Acquisition of MobilePro AG ("MobilePro or the "Company")

Midwich, a specialist audio visual ("AV") distributor to the trade market with operations across the UK and Ireland, Continental Europe and Asia-Pacific, is pleased to announce it has acquired 100% of the share capital of MobilePro AG, a Swiss value-added distributor of audio visual products, from Omega Handelsgesellschaft m.b.h, a leading IT/AV distributor with its headquarters in Vienna, Austria. The purchase will be carried out through the Group's German subsidiary Kern & Stelly GmbH.

Based in Zurich, with an estimated 2018 turnover in excess of 25 million CHF, MobilePro is a market leading AV distributor to the Swiss trade market. The Company provides a comprehensive product offering across projection, LED panel and interactive technologies, and has a particular strength in the large format display and technical solutions technology markets. The Company works with key AV vendors such as Samsung, NEC, Barco, Legrand AV and SMART.

Through its trade partners, MobilePro addresses key Swiss vertical markets including the Corporate, Education and Hospitality sectors, amongst others. Key to the Company's customer offering is its AV focus, extensive local stock holding of market-leading brands, on-site demonstration facilities, and a strong local team.

The acquisition represents the Group's first investment in Switzerland, and further strengthens Midwich's European presence. MobilePro will report into Lutz Kern, Midwich's Regional Director for the D-A-CH territory (Germany, Austria, Switzerland).

Stephen Fenby, Managing Director, Midwich Group commented:

"The acquisition of MobilePro marks Midwich's entry into the Swiss market, enabling the Group to trade with a broad customer base and provide solutions for projects in many of our key vertical markets. The addition of MobilePro to Midwich's portfolio broadens our geographical coverage, with the Group now operating in territories which account for approximately 75% of the European AV market. I would like to welcome the MobilePro team into the Group, and we look forward to working with them to grow this exciting market."

Lutz Kern, Regional Director (D-A-CH), Midwich Group commented:

"I am delighted to welcome the MobilePro team to the Group and look forward to working closely with the team to support the future development of the Company. Our focus will be to continue strengthening the service and support we provide to our Swiss customers and vendor partners."

Heinz Meli, General Manager, MobilePro commented:

"I look forward to working with Lutz and the wider Midwich Group team. The synergies between MobilePro and the Midwich Group make this an ideal partnership. I am confident that through becoming part of the Midwich Group we can continue to build on the strong platform and market leading position we already hold in the Swiss market."

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Enquiries

Midwich Group plc

Stephen Fenby, Group Managing Director
Stephen Lamb, Group Finance Director
Ben Thompson, Communications and PR Manager

Tel: +44 (0) 1379 649 200

About Midwich Group

Midwich is a specialist AV distributor to the trade market, with operations in the UK and Ireland, Continental Europe and Asia-Pacific. The Group's long-standing relationships with over 400 vendors, including blue-chip organisations, support a comprehensive product portfolio across major audio visual categories such as large format displays, projectors, digital signage and professional audio. The Group operates as the sole or largest in-country distributor for a number of its vendors in their respective product sets.

The Directors attribute this position to the Group's technical expertise, extensive product knowledge and strong customer service offering built up over a number of years. The Group has a large and diverse base of approximately 14,000 customers, most of which are professional AV integrators and IT resellers serving sectors such as corporate, education, retail, residential and hospitality. Although the Group does not sell directly to end users, it believes that the majority of its products are used by commercial and educational establishments rather than consumers.

Initially a UK only distributor, the Group now has over 800 employees across the UK and Ireland, Continental Europe and Asia-Pacific. A core component of the Group's growth strategy is further expansion of its international operations and footprint into strategically targeted jurisdictions.

For further information, please visit www.midwichgroupplc.com