

SDS receives an order to upgrade business-critical platform in Guinea, West Africa worth SEK 2.3 million

SDS has received an order from one of Guinea's largest mobile operators. The order includes hardware and services worth SEK 2.3 million. The platform has been ordered during the ongoing COVID-19 outbreak to strengthen and modernize its business-critical platform for refilling prepaid cards.

The operator's goal for this investment is to secure a modern and resilient service for digital sales of recharge cards, which account for almost 100% of airtime recharge in Guinea.

This order highlights SDS' expertise and strength in supporting our clients remotely. In the past 30 years, SDS has gained valuable experience and developed the ability to deliver and maintain systems in developing countries without being physically present. A contributing factor to this is SDS' ability to ensure efficient deliveries and stable production under challenging local conditions. SDS has successfully deployed and managed business-critical systems with telecom operators in zones of conflict such as Syria, Yemen and South Sudan for the past 10 years. Exceptional events such as the current coronavirus outbreak have minimal impact on the effective execution of customer projects. SDS' organization is also completely virtual with teams in 13 countries and customers all over the world where most of the work is done remotely.

"Of course, with a global crisis of this level, the telecom industry has also taken a hit in its share price like all other industries, however, their business should be positively affected by communication moving from physical meetings to mobile. This is especially true for our customers in developing countries where internet or telephone access is limited except through mobile phones. I see this order as a proof of trust based on a long-standing collaboration where SDS' solution is business-critical to the mobile operator's sales and distribution.", says Tommy Eriksson, CEO of SDS.

The deal in Guinea includes hardware and services for a platform upgrade, which is scheduled to be revenue-driven during the second and third quarters of this year. This is in line with the updated strategy announced by SDS in October 2019, both in terms of organic growth, and a larger proportion of recurring revenue, which is expected in the future.

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About Seamless Distribution Systems AB (SDS)

SDS is a Swedish software company group that provides solutions and services for digital sales and distribution to private consumers through mobile operators in emerging countries. The company offers its corporate customers a comprehensive solution for digital distribution and electronic transactions processing. SDS acquired eServGlobal in July 2019. The SDS Group now has customers in all parts of the world, with a footprint in more than 50 countries, reaching over 500 million mobile users through more than 2,000,000 active point-of-sales. SDS has approximately 220 employees in Sweden, France, Romania, Belgium, Ghana, Nigeria, USA, Pakistan, India, Indonesia, South Africa, Ecuador and the United Arab Emirates. With over 30 years of experience, SDS focuses on high-level customer satisfaction and efficient operations. SDS manages over 15 billion transactions annually, worth more than 12 billion US Dollars and enables the growing population of emerging countries to become part of the mobile revolution.

SDS shares are listed on Nasdaq First North Premier.

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