



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.