



Mobile Accessories & Gadgets – Retail & Distribution

FROM LOCAL LEADER TO LEADING PLATFORM IN CEE REGION



THE SNAPSHOT — WHAT YOU NEED TO KNOW IN 30 SECONDS

- **#1 in Romania** in mobile accessories & gadgets retail — **2x the size of the next two competitors combined**
- **240+ retail islands** across Romania — **Planning to double the network in the coming 3 years**
- Revenue 2025: **30M USD**
- EBITDA: **5M USD in 2025 · 15.6% margin** — consistently **>15%**
- **1,000,000+ customers** served in 2025
- **400,000+** active users in the **Contakt Club loyalty app** — a data & recurring-revenue platform
- **Already international, CEE focused**

THE MOAT — WHY THIS CANNOT BE REPLICATED

- **23 years of execution: operational intelligence in securing highly profitable** mall locations
- **Whitespace** identified to replicate the most successful formulas with big impact in organic scaling
- **Capital-light investment in new selling locations**, minimal fit-out, low rent — **each new location added carries marginal cost**
- **Direct Asian sourcing + 4 own brands** + premium distribution rights (Apple, Samsung, Huawei, Karl Lagerfeld, Guess, Spigen, Cellularline, Pitaka, PanzerGlass, Swissten)
- New business streams / **growth vectors are quick and cost effective to deploy for testing and scaling** what proofs the thesis

THE MISSION

FROM LEADING ROMANIA
To LEADING CENTRAL &
EASTERN EUROPE



THE OPPORTUNITY

- CEE Mobile Accessories TAM (Total Addressable Market) is estimated to **4 bn EUR**
- **The market is very fragmented** with a huge consolidation potential
 - Kontakt is already the **leading player in Romania**
 - Contact already started **international expansion toward CEE**

PARTNER WITH  TO CONQUER CEE REGION

THE 3 Years PLAN

2X – Double the business organically

3X – Triple the business with M&A

+100M USD TURNOVER

Becoming the leading platform in CEE Region

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Looking for a PARTNER to join us

and a 20-30M USD Investment



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Vlad PASCA

+40 752 05 22 66

vlad@contakt.ro

www.contakt.ro

