



August 2024

# **EWANTO**

# **Company**

# **Profile**

Your partner since 2011

# Agenda

EWANTO GmbH – Variety, quality, efficiency.  
Everything you need from a single source.

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- About us: EWANTO GmbH is a leading trading company specializing in the distribution of mobile energy sources, paramedical items, hospital supplies and technical accessories.
- Founded in 2011, the company has established itself as one of the leading providers of mobile energy sources in Germany.
- Mission Statement: Quality, reliability, and complete customer satisfaction are at the heart of our actions.
- Product portfolio: From hearing aid batteries and rechargeable batteries to hospital supplies and IT accessories for various industries.



Hauptsitz:  
Standort in Berlin



# Vision, mission and goals



We aim to be the top global choice for mobile energy solutions and paramedical products in the B2B sector, emphasizing quality, sustainability, and innovation to enhance efficiency and success for companies.



We supply companies with high-quality products that meet the highest standards. Our goal is to combine cost-effectiveness with quality and to create a trusting foundation for long-term partnerships through outstanding service.



We aim to continuously expand our product range with innovative products, set new standards in B2B supply, and be recognized worldwide as a trusted partner

# Core competencies & competitive advantages



## Specialization:

Our focus is on customized solutions and specific expertise that optimally meet the individual requirements of our business customers.



## Customer Benefits

Through efficient logistics and specially developed software solutions, we offer significant cost savings, which we pass on to our customers.



## Competitive advantages:

Many years of experience, technological innovations, sustainable business practices, and a customer-centric approach set us apart from the competition.

# Products and Services



## Our product range

- ◆ Hearing aid batteries: Various sizes and brands, as well as other accessories such as filters
- ◆ Rechargeable batteries: Selection for various applications
- ◆ Hygiene products and hospital supplies: Quality products for medical use.
- ◆ IT products and accessories: Devices and accessories for professional use.

## Our services

- ◆ Procurement solutions: Individual procurement and price negotiations for major customers.
- ◆ Import and logistics: customs clearance and optimized logistics solutions.
- ◆ Technological solutions: Software for process optimization.



## Our top brands

WSAudiology

WIDEX®

Audio  
Service

EWANTO

signia

powerone)))

VARTA

RAYOVAC®

Panasonic

ecopack

DURACELL®  
ACTIVAIR®

connexx

# Traction and success

## Market Positioning

One of the largest suppliers of hearing aid batteries in Germany and expanding worldwide.

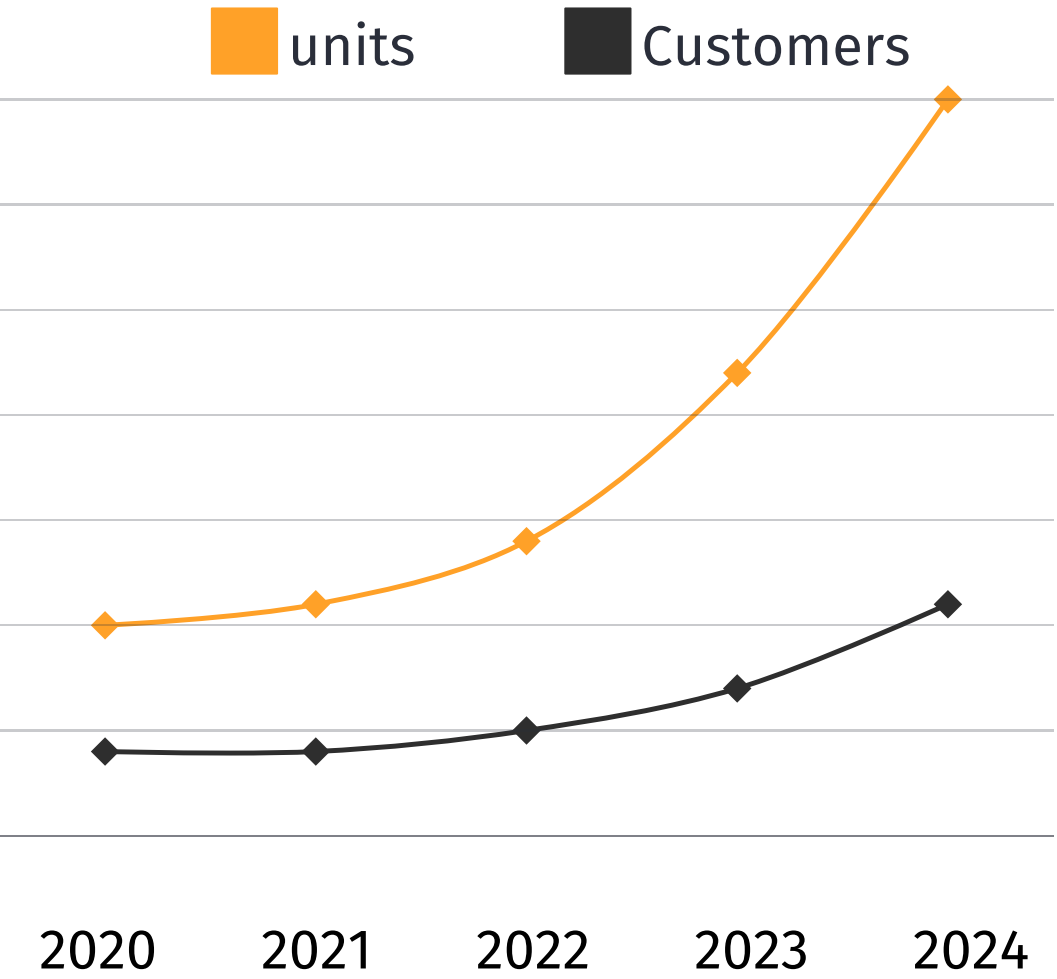
## Long-term customer loyalty

Successful, long-term partnerships with public institutions and research institutions.

**Number of customers:  
Over 5 million**

**Units sold:  
Over 100 million**

**Annual revenue:  
10 million**





# Financial stability and growth targets

## Sales target for 2024 / 2025

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Increase sales through market expansion and the introduction of new products, including in-house brands.



## Long-term growth targets

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Expanding market position through continuous innovation and expanding the product portfolio.



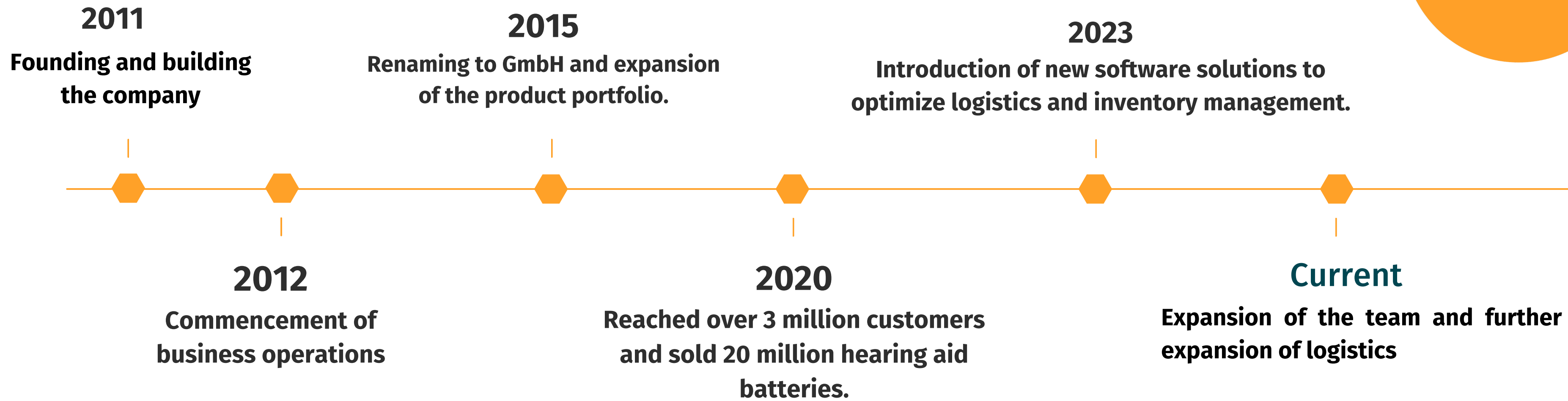
## Investment planning

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Investments in IT infrastructure and logistics to further improve customer satisfaction.



# Company history and milestones



## Collaboration and Process Flow

Efficient partnerships  
and transparent  
processes for  
sustainable success.



### **Project Flow**

Seamless processes from  
requirements assessment  
to delivery.



### **Schedule**

Short response times  
and on-time  
deliveries.



### **Communication**

Our team is available to  
answer questions and  
provide support at any time.



# Our Management Team

Together we can achieve great things



**Christoph Sponholz**

Founder & CEO



**Marie Mielau**

Marketing- & HR Manager



**Kathleen Binder**

Support- & Accounting Manager



**Scott Dunbar**

Business Development Manager (International)

# Call to Action (CTA)

We cordially invite you to a personal meeting to discuss individual solutions.

Am Studio 2a,  
12489 Berlin Germany



E-Mail

b2b@ewanto.de



Telephone

+49 30 / 770 192 939



Fax

+49 30 / 770 192 935