Mer Group Corporate Profile
Holding its Own in Telecom, Security and Cleantech

MER Group

About Us

Creating Greater Value

Mer Group is one of Israel's leading holding companies. Established in 1948, the Group maintains a diversified portfolio of over a dozen subsidiaries focusing on three main sectors – telecom, security and cleantech – while investing in other areas including satellite communications, biotechnology and materials science. Leveraging some of Israel's brightest minds and an extensive global network, Mer Group understands what it takes to increase profitability and create value for shareholders, while always keeping an eye out for new opportunities.

Publicly traded (TASE: CMER) since 1992, Mer Group sets the highest standards for each of its investments, with all portfolio companies offering customers comprehensive, reliable and high-quality vendor-independent solutions. And no job is too challenging for Mer Group: its subsidiaries implement complex infrastructure and software/hardware projects in some of the most challenging venues worldwide.

Founded and headquartered in Israel, Mer Group maintains expert technological and engineering know-how – one of the country's hallmarks – to ensure delivery of cutting-edge solutions on-time, on-spec and on budget. Providing tailored, customer-driven products and systems to diverse clients rapidly and efficiently, Mer Group enjoys a proven track record across the globe. A stable yet innovative holding company, Mer Group focuses on high-growth areas, catering to both its portfolio companies and shareholders – today and long into the future.

About Telecom Division

The World In Your Pocket

The Telecom Division maintains a strong presence across the globe. Splitting its offering into infrastructure and technologies, the division provides a wide array of end-to-end, vendor-independent network and software/hardware solutions of any scale.

Renowned for its fast project deployment, the division maintains a proven global track record taking on challenging assignments under the most challenging environmental, geographical and political conditions. From network planning, site design and construction, and provision of towers to development of innovative value-added services (VAS), billing solutions and operational support system (OSS) solutions, the division meets the varied needs of wireless & telecom, enterprise, and public-sector customers.

Core Activities

Infrastructure
- Turnkey wireless network and fiber-optic infrastructure solutions
- Telecom tower and monopole manufacturing
- Turnkey broadband network communications solutions

Software/Hardware
- Smart card solutions
- Software development for smart card-based systems

Services
- Communications systems integration
- Maintenance and in-field services

Value Proposition
- Vendor-independence
- Fast project deployment under challenging conditions
- One-stop-shop offering
- High quality and reliability
- Large pool of global/local multi-disciplinary engineers, technicians
- Global backing with local resources
- Complete logistics chain – production plants, warehouses, professional teams
- Time and resource savings
- Increased customer base and revenues

Customers

Wireless & Telecom
- Wireless and mobile network operators
- Telecom service providers
- Telecom industry regulators and authorities
- Cable MSOs & ISPs
- MVNOs & MVNEs

Enterprise
- SIM card manufacturers
- Credit card companies
- Financial institutions

Public Sector
- Defense and government organizations
- Transportation companies

About Security Division

Safer And Smarter Cities

The Security Division leverages global know-how and experience to offer a comprehensive array of security, safety and intelligence solutions. Managed by some of Israel's greatest security minds, the division provides turnkey, complementary and enterprise communications solutions of all sizes to governmental, emergency medical service, and public- and private-sector customers throughout the world.

From risk/threat analysis to integration of multiple complex systems, the division covers all project phases and components quickly and effectively, while providing a wide range of professional services including consulting, training, and human resource vetting and recruitment. Bringing together a group of high-level intelligence, engineering, defense and security professionals, the division maintains diverse, fast project deployment experience underscored by several high-profile jobs it has carried out worldwide. These include security for the Athens 2004 Olympic Games, Buenos Aires Safe City, and communications systems for the rebuilt World Trade Center.

Core Activities

- Large-scale intelligence and security solutions
- Safe city solutions at operational/technological levels
- Critical infrastructure security solutions
- Video surveillance systems
- Aviation, maritime and artillery communications systems
- High-rise building communications systems
- First-responder communications systems
- Mobile meteorology centers, dispatch and emergency medical centers, rapid deployment hospitals

Value Proposition

- Complex systems integration
- Fast time to deployment
- Global experience
- Vendor-independence
- One-stop-shop offering
- High quality and reliability
- Security/intelligence focus
- Professional training and accompaniment

Customers

Military and Public Safety
- Military, rescue force, police and intelligence organizations

Governmental
- Federal and state bodies
- Municipalities

Emergency Medical Services
- First-responder organizations

Private/Public and Homeland Security
- Utilities and critical infrastructure organizations
- Mega-event organizers (e.g. Olympics)
- Mass transportation organizations (e.g. seaports, airports, railways)

About Cleantech Division

Dividing its offering into infrastructure and technologies, the Cleantech Division provides a range of creative, comprehensive and vendor-independent solutions. The division operates in three areas - natural gas, solar and wind energy, and water and wastewater - carrying out complex, large-scale projects for public-sector, enterprise and utility customers. Working with the most advanced technologies to provide cutting-edge and cost-efficient solutions in the fast-evolving cleantech sector, the division also invests in technological start-up companies, including one that optimizes pump system scheduling for water utilities, leading to significant energy savings.

Caring For A Better World

Core Activities

- Wind, solar and hybrid power plants
- Water and wastewater solutions
- Natural gas distribution networks
- Municipal water systems

Value Proposition

- Vendor-independence
- One-stop-shop offering
- Energy and cost efficiency
- Fast time to deployment
- Large-scale project capabilities
- Innovative and highly complex solutions

Customers

Public Sector

- Federal, national, regional and local authorities

Enterprises

- Entrepreneurs
- Industrial companies and production plants
- Engineering, procurement and construction (EPC) contractors

Utilities

- National, regional and municipal water utilities

Fast Facts

- Areas of Focus: telecom, security, cleantech
- Established: 1948
- Global Presence: 40 branches in Asia, Africa, Europe, North America, South America
- Headcount: >1,400 employees
- Manufacturing Facilities: 3
- R&D Centers: 2

Timeline

Establishment of company as a metal workshop	Establishment of Mer & Co.	Commencement of defense activities	Commencement of cable TV activities	Issue of IPO on Tel Aviv Stock Exchange
1948	1982	1983	1990	1992

Establishment of first foreign subsidiary in Latin America	Commencement of security activities	Establishment of first subsidiary in Africa	Establishment of cleantech activities	
1997	1998	2004	2010	....

Worldwide Presence

Headquarters

MER Group