



MEDITERRANEAN
TECHNOLOGIES



Annual Report

Creating a better
Technology solutions

We craft bespoke software solutions to transform businesses and elevate user experiences. Join us on this digital transformation journey today



2022/2023

[MEDITERRANEAN-TECHNOLOGIES.COM](https://www.MEDITERRANEAN-TECHNOLOGIES.COM)

Introduction

Committed to
delivering value



The only way
to do great work is to love

From tailored AI software development to data-driven
insights and advanced machine learning models

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About Company

Welcome to Mediterranean Technologies - Your AI Innovation Hub in the Heart of United Kingdom! Our company boasts a diverse workforce of over 200 dedicated employees spread across our global offices. At Mediterranean Technologies, we are pioneering the future of technology through the power of Artificial Intelligence. As a leading software company situated in London, we are dedicated to driving groundbreaking advancements in AI that transcend industries and revolutionize the way businesses operate.

1 MISSION

Our mission is to spearhead the AI revolution, driving innovation, and empowering businesses with cutting-edge artificial intelligence solutions. We are committed to being at the forefront of technological advancements, enabling our clients to harness the full potential of AI to thrive in the ever-evolving digital landscape.

2 VISION

Our vision is to be a global leader in artificial intelligence, driving transformative change across industries and reshaping the future of technology. We envision a world where AI is seamlessly integrated into every facet of business and society, empowering individuals and organizations to achieve unparalleled growth and efficiency.

3 VALUES

At Mediterranean Technologies, innovation drives us to deliver cutting-edge solutions in software and IT services, ensuring our clients stay ahead with the latest technologies. We pursue excellence in every project, offering reliable, high-quality solutions that exceed expectations.



Year in Review



Key Milestones

- Launched 3 new software platforms in AI-driven analytics.
- Sponsored global tech conferences in London and Amsterdam



AI Driven Platforms

2022-2023 was a year of significant milestones for Mediterranean Technologies. We launched three innovative AI-driven platforms that enhanced our software service offerings and strengthened our position in key sectors such as healthcare, fintech, and retail.



Addition of multinational clients

we secured major contracts with multinational clients and expanded our partnerships with key industry players. Our continuous focus on R&D and client-centric solutions has driven notable growth, positioning us for future success



Global Presence Overview

Our global network allows us to provide localized solutions tailored to specific markets while leveraging the expertise and resources of our international teams. This structure enables us to serve clients with diverse needs, ensuring agility and adaptability in our approach to global operations.

Mediterranean Technologies operates in five strategic locations

globally:

- UK: Our R&D hub and headquarters.
- Sharjah: Middle East regional operations.
- China: Localization of software for the Asian market.
- Netherlands: Cloud services and European support.
- Hong Kong: Asia-Pacific client support.

Customer satisfaction

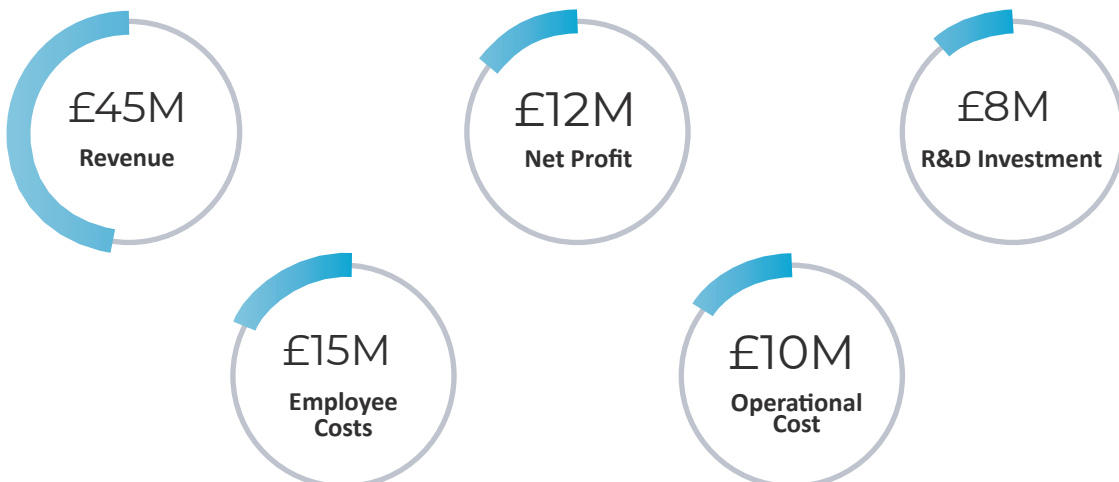
Customer satisfaction is at the heart of everything we do at Mediterranean Technologies. We understand that our success as a leading AI software company is intrinsically tied to the satisfaction and happiness of our valued clients.

50+ Customers worldwide

We are proud to have served 50+ satisfied customers worldwide, spanning across various industries and sectors. Our commitment to delivering top-notch AI solutions and exceptional customer experiences has allowed us to build a global clients that trusts us.

Financial Overview

The financial year 2022-2023 was a strong one for Mediterranean Technologies, with a total revenue of £45 million, representing a 15% increase compared to the previous year. Our net profit of £12 million reflects our ability to manage costs effectively while maintaining investment in growth areas such as research and development (R&D) and employee development.



The bulk of our revenue was generated from software solutions, accounting for 60% of total income. IT services contributed 30%, while consultancy and other services made up the remaining 10%. Our focus on high-growth sectors such as health-care, fintech, and e-commerce played a pivotal role in driving revenue.

Despite the global economic challenges, including inflation and rising operational costs, Mediterranean Technologies maintained profitability by optimizing resource allocation and streamlining internal processes.

Revenue by Region

why you should choose us

The benefit of working with our company

Mediterranean Technologies operates on a global scale, with revenue streams coming from various regions that reflect our strategic expansion and client diversification. The breakdown of our revenue for 2022-2023 shows a balanced global approach, with each region contributing significantly to our overall financial success.

Regional Revenue

United Kingdom (UK): £18 million (40% of total revenue)

The UK remains our largest market, driven by strong demand for R&D and innovative software services. Key sectors such as fintech, healthcare, and retail in the UK have embraced our AI-driven platforms and cloud computing solutions, which has led to steady revenue growth. The UK is also our base for launching new services, with a strong focus on digital transformation projects.

Sharjah (UAE): £9 million (20% of total revenue)

Our operations in the Middle East, centered in Sharjah, have seen significant expansion. The demand for IT infrastructure services, cloud migration, and cybersecurity has surged, particularly in sectors like government, healthcare, and retail. The region's focus on modernization and smart cities has created opportunities for us to lead in providing the necessary technological infrastructure and solutions.

China: £6.75 million (15% of total revenue)

China continues to be a growth driver for Mediterranean Technologies, especially in software localization and customization for the local market. Our solutions cater to industries such as manufacturing, logistics, and e-commerce, which have seen an increasing need for AI and cloud services. The complex regulatory environment in China also provides us with a competitive advantage, as our localized expertise allows us to navigate these challenges effectively.

Netherlands: £6.75 million (15% of total revenue)

The Netherlands office has emerged as a key player in our European operations, contributing significantly through cloud computing and IT services. We have secured long-term contracts with financial institutions and logistics companies, which have driven revenue from this region. Additionally, our focus on sustainability and green IT solutions aligns with the growing emphasis on environmentally conscious business practices in Europe.

Hong Kong: £4.5 million (10% of total revenue)

Our presence in the Asia-Pacific region, managed from our Hong Kong office, has continued to grow. We provide localized IT services and software solutions to a diverse range of industries, including finance, retail, and logistics.



SOFTWARE SERVICES DIVISION

Our software division performed exceptionally well this year, with notable achievements including the launch of three AI-driven platforms tailored for healthcare and fintech sectors. These platforms provided enhanced data analytics, customer service automation, and cybersecurity for major clients. We secured over £12 million in new contracts, particularly in cloud migration services and digital transformation initiatives. Our ability to develop customized software solutions has allowed us to cater to a broad range of industries, further strengthening client relationships and expanding our market reach.

IT Services Division Performance

The IT services division expanded its offerings to include advanced cybersecurity solutions, cloud management, and IT infrastructure support. New contracts, valued at £4 million, were secured across the retail, finance, and public sectors. We provided end-to-end IT solutions to over 150 clients globally, ensuring business continuity and security. Additionally, our managed services offerings have seen significant growth, with more clients opting for comprehensive IT support packages, which contributed to a stronger recurring revenue stream.



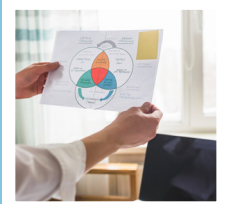
Cybersecurity Solutions

Our cybersecurity services are at the forefront of protecting businesses against rising cyber threats.



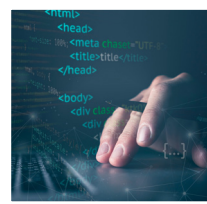
Cloud Infrastructure Management

Our IT team streamlines cloud management, enhancing client efficiency and reducing IT costs.



IT Infrastructure & Services

Our 24/7 managed IT services saw a 15% increase in recurring revenue due to growing client



Digital Transformation Services

Our digital transformation services, including system integration and automation, saw a 25% increase in client

RESEARCH AND DEVELOPMENT (R&D)



Research and Development (R&D) remains a critical pillar for Mediterranean Technologies, driving our innovation and ensuring we stay ahead in a rapidly evolving technological landscape. In 2022-2023, we invested £8 million in R&D.

In the next year, our R&D will continue to focus on developing new AI models, expanding our blockchain offerings, and exploring emerging technologies such as quantum computing. We are committed to pushing the boundaries of what is possible, ensuring that Mediterranean Technologies remains a leader in technological innovation.

Employee Growth & Development

Our workforce grew to 450 employees, reflecting our commitment to expanding our talent base. We implemented over 3,000 hours of training in AI, cloud services, and data security to keep our teams at the forefront of technological advancements. Employee satisfaction and retention were key focuses, with enhanced benefits, diversity initiatives, and leadership development programs.

These investments in our people have not only strengthened our operational capabilities but also fostered a culture of innovation and collaboration.





CLIENT TESTIMONIALS

Mediterranean Technologies builds strong, lasting partnerships across diverse industries.

03
RetailCorp (China)
“Mediterranean Technologies optimized our supply chain, reducing operational costs by 15%.”



02
HealthTech Innovations (UAE)
“Mediterranean Technologies enabled us to manage patient data securely and comply with regulations.”

01
FinTech Solutions (UK)
“Working with Mediterranean Technologies has reduced our fraud by 30% and improved customer service.”

These testimonials highlight the breadth of industries we serve and the impact our solutions have on improving client operations. Our client-centric approach ensures that we continue to deliver value and innovation tailored to their specific needs.

Sustainability & CSR Initiatives

Mediterranean Technologies made significant strides in sustainability this year. We transitioned 60% of our operations to renewable energy sources in the UK, reducing our carbon footprint. We also supported digital literacy initiatives in Sharjah and Hong Kong, investing £500,000 in community education programs. Our CSR strategy is focused on making a positive impact on both the environment and society, aligning with our core values of integrity and excellence.



Future Goals & Strategy

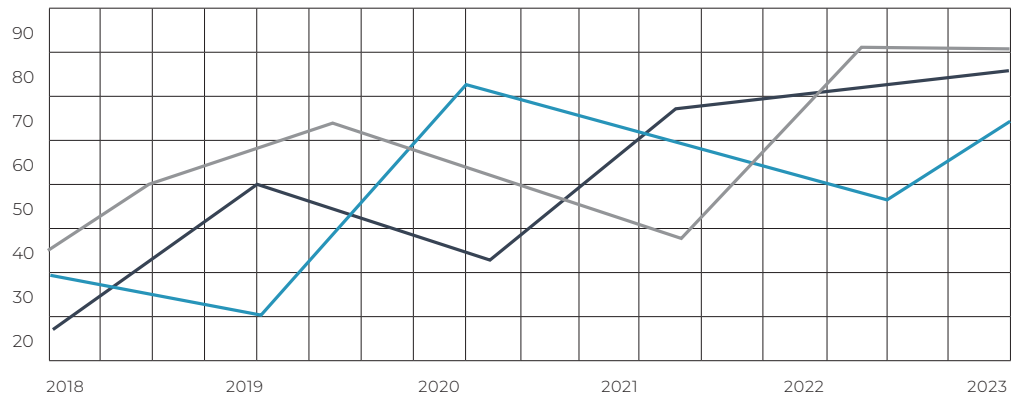
Looking forward, Mediterranean Technologies aims to expand its footprint in the North American market, with a particular focus on AI-driven healthcare solutions. We also plan to strengthen our existing presence in Asia-Pacific by deepening our partnerships with key industry players. Key investments will continue in AI, cloud services, and automation to maintain our competitive edge. Additionally, we plan to open two new R&D labs focused on blockchain and cybersecurity innovations, ensuring we remain at the forefront of technological advancements.

Global Map Overview

Mediterranean Technologies operates in the UK, Sharjah, China, Netherlands, and Hong Kong.



The graph illustrates the growth trajectory of Mediterranean Technologies from 2018 to 2023.



Commitment to Excellence

Our dedication to quality and client satisfaction drives our operational strategies and service delivery



Regulatory Compliance

Adapting to changing laws, especially post-Brexit, and navigating diverse regulations across regions.



Operational Efficiency

Ensuring smooth coordination across global offices with different time zones and operational requirements.



Technology Integration

Integrating emerging technologies like AI and cloud computing into existing infrastructures while maintaining service quality.

Annual Statistics

Mediterranean Technologies has experienced significant growth and performance improvements in recent years. Below are key annual statistics reflecting our financial health and operational success.

15%



25%



28%

£15,000



Average revenue per client.

Increase in overall operational efficiency



5.4%

Growth in customer satisfaction ratings.



25%

Increase in the number of partnerships established



30%

Revenue Stream	Year 1	Year 2	Year 3	Year 4
Cash Received				
Cash from operations	£10,000,000	£12,000,000	£11,000,000	£12,000,000
Cash Sales	£8,000,000	£10,000,000	£9,000,000	£10,000,000
Cash from Receivables	£5,000,000	£7,000,000	£6,000,000	£8,000,000
Subtotal Cash from Operations	£23,000,000	£29,000,000	£26,000,000	£30,000,000
Cash Balance	£200,000	£360,000	£470,000	£45,000,000



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Contact us

We craft bespoke software solutions to transform businesses and elevate user experiences. Join us on this digital transformation journey today



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