

Interview on May 7 2010 with Financial Journalist Laura Larghi in Munich (Germany)

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Main Headlines

Computer software

[LAMBDA TD Software launching capital hike to speed up growth; interested in partnerships in the US and abroad, CEO says](#)

Proprietary Intelligence

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Proprietary Intelligence

LAMBDA TD Software (LAMBDA) is launching a EUR 1.5m capital increase to grow faster, Chief Executive Officer and major shareholder Robert M. Corcoran said. With these funds, the company expects to reach a turnover of USD 56.7m (EUR 44m) in 2014 from the USD 4.6m forecast for 2010, he said. LAMBDA, of Las Vegas, Nevada, is valued at around EUR 18m, according to a company presentation.

Strategic investors are at the top of the priority list but other investors are being considered as well, Pascal P. Niedermann, founding partner of The Maestro Group, LAMBDA's advisor, said. The money will finance product development, marketing and sales, infrastructure and working capital, the CEO said. The company has been listed in Frankfurt since March.

Main body : LAMBDA is a provider of smart technology for home automation, audio/video entertainment and surveillance for commercial and residential customers.

"We are interested in partnerships with real estate developers both in the US and abroad," Corcoran said. Cooperation with local players is key to entering foreign markets, he added. "I am the company's major shareholder with a stake of 20%," the CEO said, adding that most of the other investors are family members and friends. He said that he has not planned an exit and he will consider different options when the time comes.

The forecast of turnover of USD 56.7m (EUR 44m) in 2014 is conservative, Niedermann said. It is based on the assumption that the company will continue to run its four ongoing projects (Las Vegas: 280 units, California: 200 units, Nevada: 620 units and Utah: 5,000 units), but in the likely case the company wins additional projects, revenues will exceed the forecast, he said.

LAMBDA Five (Five) is the name of the company's product, developed on its patented LFE™ touch panel system. Five is a universal remote control system that addresses security and surveillance, home media and entertainment, electrical appliances, communication, and subscriber services for the smart home. The company's target clients are home owners, real estate developers, property management companies and local government.

LAMBDA's competitors are the privately owned American companies **Creston Electronics** and **AMX**, and the listed company **Philips Pronto**, the CEO said. According to a company presentation, the value of the home automation market in the US should reach USD 3.4bn (EUR 2.6bn) by 2011.

LAMBDA was founded in 2006.

Target: LAMBDA TD Software
Financial advisor: The Maestro Group
Vendor: Robert M. Corcoran

Source : Mergermarket
Size : 50m < (USD)
Value : 23 m USD (company valuation)
Stake Value : N/A
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