



Press release

# Talkin' Things with new investors

Warsaw, May 11, 2022

- The Polish company Talkin' Things has closed the investment A round intended for scaling up production and further development.
- TDJ Venture is the leading investor in this round. This is the first TDJ investment under the new venture capital strategy.
- Co-investors are: Prosegur - a world leader in the security industry and Piotr Dębicki, owner and president of Formika - one of the leading European packaging companies specializing in the food, pharmaceutical and cosmetics industries.
- The total size of the investment in this round is USD 20M

**Talkin' Things is a Polish designer and manufacturer of RFID tags. The company delivers comprehensive IoT solutions, mainly for the apparel and pharmaceutical industries, industry 4.0 and logistics. The company offers solutions for intelligent packaging and products that, using tags, sensors, readers and software, allow physical objects to communicate with the Internet using NFC or RFID technology. As a result, brands gain valuable data about their products and processes in real time.**

*The funds acquired in this investment round will be allocated to the continuation of the RFID Gigafactory™ construction project. This facility will allow Talkin' Things to enter the 1st league of global RFID tag manufacturers. We also plan to significantly increase employment –*  
**comments Marcin Pilarz, founder and President of the Board of Talkin' Things.**



On the photo, from left: **Jacek Leonkiewicz** managing partner TDJ Equity, **Tomasz Domogała** owner of TDJ, **Piotr Dębicki** owner and CEO of Formika, **Marcin Pilarz** founder and CEO of Talkin' Things, **Tomasz Poniński** managing partner of Montis Capital, **Wojciech Szwankowski** CFO of Montis Capital, **Łukasz Dziekoński** CEO of Montis Capital



*We are aware that capital alone is not enough to develop and scale-up a business. The cooperation with TDJ brings a unique added value. In addition to financial resources, we can count on access to TDJ network and expertise and get substantial support in production up-scaling – adds Marcin Pilarz.*

RFID tags, a.k.a smart labels, allow to wirelessly communicate with a single product, item or parcel. Thanks to this, it is possible to precisely track its path on the production line and then to the store shelf. The technology also helps to protect the goods against counterfeiting and, in the case of NFC, also enables enhanced consumer interaction with the product. Talkin' Things products and solutions are already present on the markets in the United States, Australia, Great Britain, France and even in Japan and South America. Their solutions are used by leading global brands such as Sanofi, Mars, Nestle and L'Oreal.

*Although the RFID technology is not new, the Talkin' Things team is using it in a very innovative way. This unique specialization, combined with a market that has matured for mass tag applications, makes us believe in the success of this project. There is still work ahead of us to adjust the Company's processes and operating activities to a rapid scale-up. We have an appetite for large contracts with global contractors. I am glad that Piotr Dębicki and the Spanish company Prosegur are our co-investors. Their experience should let us build a strong position on international markets. The global network of contacts will streamline the implementation of the expansion strategy into these markets - says **Tomasz Domogała, owner of TDJ.***

*The dynamic and innovative R&D dept. of Talkin' Things, the support of the Prosegur in acquiring global customers, TDJ's business competencies and the transfer of Formika's experience in the rapid growth and building of large-scale production will trigger a dynamic development in the current location and will speed-up the construction of RFID Gigafactory in Rzeszów, Poland - comments **Piotr Dębicki, owner and CEO of Formika.***

The investment in Talkin' Things is the first step of TDJ Venture towards the implementation of the new strategy, under which this family-owned company plans to invest up to USD 47M in mature startups, mainly in the industries such as automation, packaging, renewable energy, energy storage or proptech. TDJ is interested in companies with great potential for scaling their business, in which the synergy between other TDJ assets and the competences of its team can be fully used.

The Montis Capital VC fund remains as the investor also in this round. Montis Capital has been actively supporting the company's development since 2019. The financing to date has allowed Talkin' Things to move from the seed phase to the growth phase today.

Acting together with new investors Talkin' Things has a big chance for further dynamic development on global markets, creating new trends in RFID & RFID technology. *We are glad that our investment, effort and faith in the Company translate into strong financial figures that are reflected in the results and commitment of strategic business partners both from Poland and abroad – emphasizes **Tomasz Poniński, Managing Partner of Montis Capital and a member of the Supervisory Board of Talkin' Things.***



**Talkin' Things** is a Polish company that designs and manufactures RFID tags and complete solutions based on this technology. The innovative products offered by the company have already gained recognition among customers all over the world. Talkin' Things strategy is based on providing a high-quality product, which at the same time is cost-effective for use on a truly mass scale. The strength of the company is an excellent team of experienced RFID engineers, closely cooperating with the Rzeszów University of Technology, and a state-of-the-art manufacturing plant in Warsaw. Already today the Talkin' Things annual production capacity is 0.5B tag and the company is planning its further development, including a brand new, zero-emission plant in the Special Economic Zone in Rzeszów. Talkin' Things focuses on sustainable solutions, including a unique technology of environmentally friendly RFID antenna production.

Find more at [www.talkinthings.com](http://www.talkinthings.com)

**TDJ** is a family investment firm that actively invests in five areas: Equity, Estate, Finance, Venture and Foundation. TDJ Equity's goal is to build long-term value by investing in mature companies; TDJ Equity's portfolio consists of companies listed on the Warsaw Stock Exchange - FAMUR and Zamet as well as non-public companies Teamtechnik, Projekt Solartechnik, Kanani Europe, the owner of the Miya Cosmetics, PGO, FPM and NIUW Glinik brands. TDJ Estate implements investments in the office, residential and logistics real estate sector. TDJ Venture invests in innovative, technological startups with global potential. TDJ Finance focuses on investments in liquid financial assets. TDJ Foundation supports the education and personal development of children and youth.

Find more at [www.tdj.pl](http://www.tdj.pl)

**Formika**, managed by Joanna and Piotr Dębicki, is a producer of packaging for the food, cosmetic and pharmaceutical industries. It delivers over 5B units annually and to over 40 countries on 4 continents. Striving to build an organizational culture based on respect, trust and responsibility, as well as continuous investments in the latest technology, over the years Formika has become a leading supplier on the European market and a significant player in North Africa and Australia. Two plants in Brwinów near Warsaw are among the most modern facilities in Europe dedicated to the production of packaging for the FMCG industry.

Find more at [www.formika.com.pl](http://www.formika.com.pl)

**Montis Capital** is a VC fund investing in companies at the late-seed and round A stage. Its main mission is to help founders in creating a sustainable future through the development of products and technologies in the area of Life Science and Industry 4.0. As part of this strategy, Montis Capital invests in experienced teams, scalable business models as well as innovative and market-validated products at the growth stage. Montis Capital is managed by Łukasz Dziekoński, Wojciech Szwankowski and Tomasz Poniński, who founded the fund in 2018 in Warsaw after years of international experience in the banking, infrastructure and life science sectors.

Find more at <https://montiscap.com/>