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Pakflatt®

WORLD LEADERS IN ACCESSIBLE ELECTION EQUIPMENT

Pakflatt was born out of an innovative idea that came to its founder, Patrick McGonagle MBE in 1986, and while accessible election equipment was seen at that time as perhaps an interesting sideline, it was never expected to turn into a very successful international small business.

However, in a competitive international environment, SMEs need to focus not only on the day-to-day operation of the business, but also on predicting what happens next...



Pakflatt®

EQUIPPING ELECTIONS EVERYWHERE

Pakflatt®

Research and Development, therefore, is an integral part of everything we do and keeps the business in touch with the marketplace. A clear understanding of market trends, timescales and the specific needs of customers coupled with resources and expertise, is central to maximising opportunities.

Pakflatt commits a significant proportion of revenues to R&D. We invest in general engineering, product design and development, graphic design, digital animation, process development and efficiency and the constant pursuit of Intellectual Property Assets*.

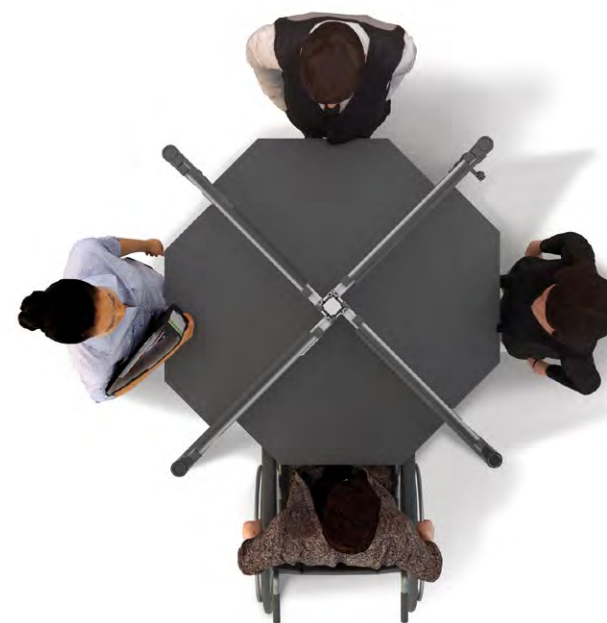
R&D



A combination of R&D and the creation of I.P. assets has benefited the company over many years in establishing valuable brand identity and maintaining strong market share.

* Please see appendix for further information on our Intellectual Property Assets.

DEPENDABLE & REPEATABLE QUALITY



When you're in the business of quality manufacture, your objective is to construct products that don't come back from customers. So, it helps to be aware that the further away a quality failure happens from its origin, the more expensive it is to fix. The experience of fully costing an external quality failure is a sobering exercise and a wonderful lesson for young technicians, and engineers.

As we export out of Northern Ireland almost everything we manufacture, we live by these principles every day and a culture of quality assurance has been an integral part of our ethos for many years. The success of this approach has been very evident in that we have not had a single external quality failure across our distribution territories in over 12 years. Everyone in Pakflatt is committed to our quality ethos.

While our internationally recognised Pakflatt brand was entirely descriptive of our original hero product, the folding four compartment booth (V4), over the years the business has developed quite an eclectic range of products and is now recognised as a specialist supplier of accessible election equipment around the Western World.

PLATINUM LEVEL INNOVATOR

Pakflatt®

V4 Polling Booth



Franklin Polling Booth



MXB Polling Booth





In 2007, Managing Director Patrick McGonagle, a Chartered Engineer and Fellow of the Institution of Engineering & Technology, developed an external innovation team who regularly augment the in-house resource with their specialist skills.

SPECIALIST EXPERTISE



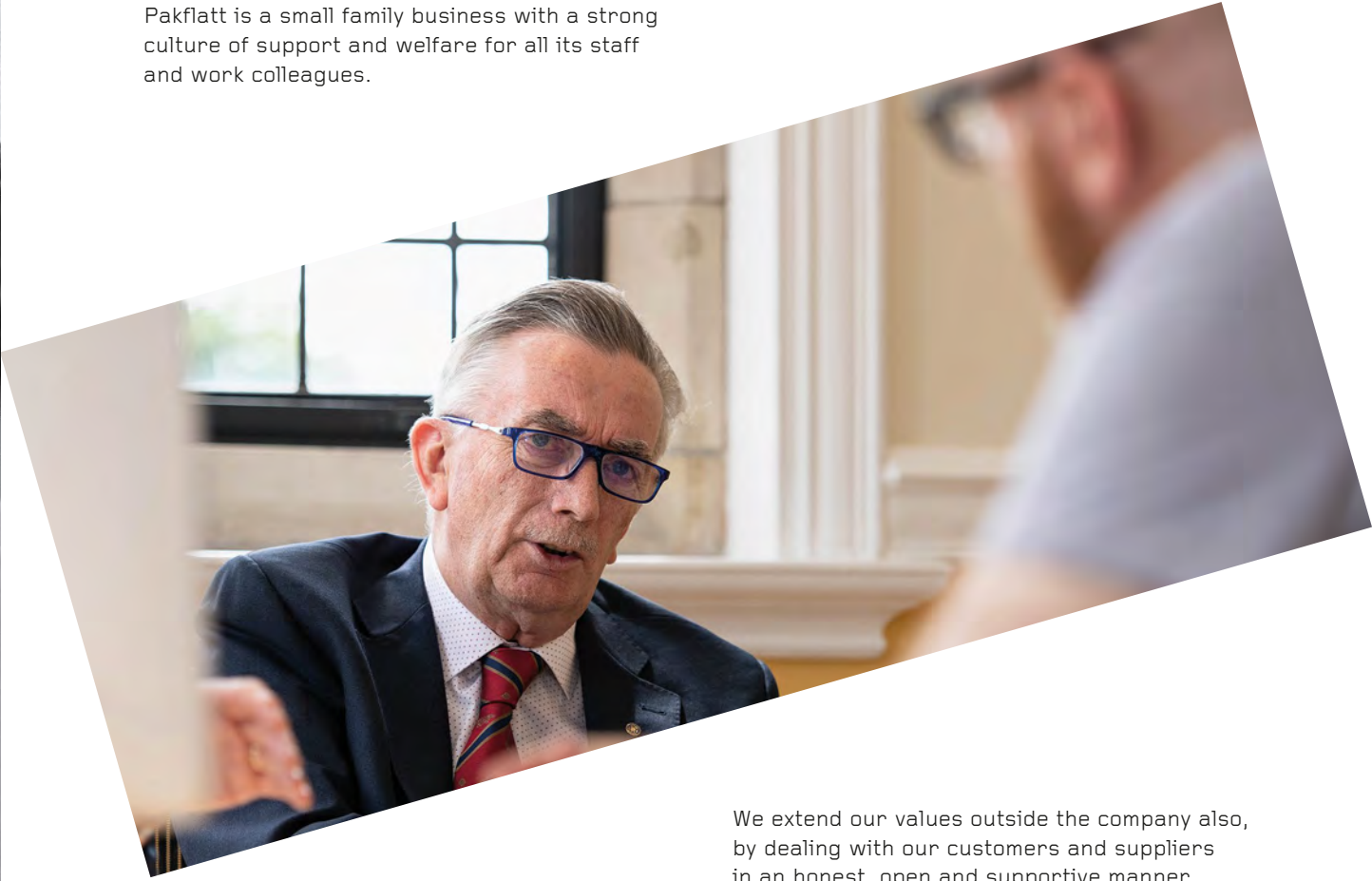
The disciplines included are general engineering, product design, graphic design, digital animation with some manufacturing process expertise such as plastic injection and blow moulding or aluminium extrusion. We also retain business and financial experts to support the board on matters of planning investment and strategy.

PLATINUM LEVEL INNOVATOR



On August 20th 2021, we were recognised by the Department of the Economy in Northern Ireland as a Platinum Level Innovator.

The company has just under twenty full and part-time staff, and over 50% of them have been with the company for most of their working lives. Pakflatt is a small family business with a strong culture of support and welfare for all its staff and work colleagues.



We extend our values outside the company also, by dealing with our customers and suppliers in an honest, open and supportive manner. We believe we present as a trusted supplier and customer across the world.



OUR
PEOPLE
OUR
VALUES



WORLD CLASS FACILITY

Our Springtown factory is a world-class facility with a sophisticated CNC machining centre providing high quality precision engineering on the hundreds of thousands of metal components that we produce annually.

Our specialist RimMix polyurethane injection plant enables us to take comparatively lightweight plastic blow-moulded components and convert them into high stress and load bearing structures for our MXB Kiosk Range for our US Distributor.





Our two production lines assemble parts, components and sub assemblies that are mostly designed by the company's innovation group but manufactured off-site by specialist engineering partners.

The supply chain includes companies in Northern Ireland, Great Britain and the European Union. Relationships we previously had with the Far East have now been terminated as we enter a policy of re-shoring our complete supply chain with most of our components coming from the island of Ireland.

EXTERNAL RESOURCES

Pakflatt (UK) Ltd has contractual arrangements with several important external resources who manufacture some of our patented products under license and provide service to our customers.

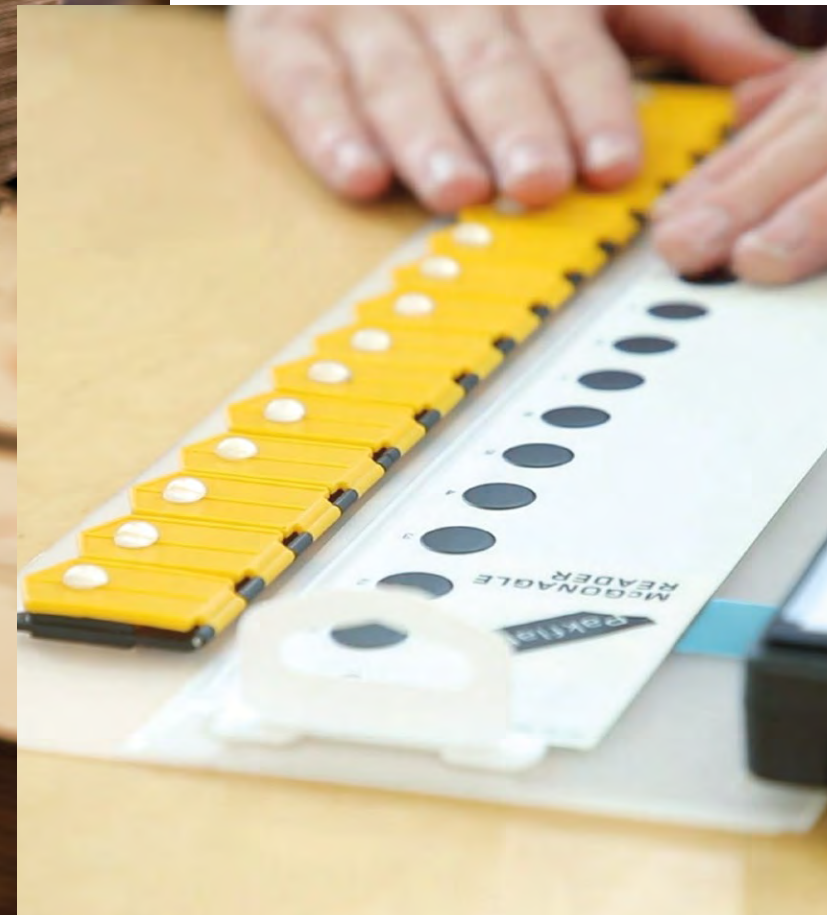
We have a plant in Hampshire that has historically manufactured our ballot paper template system since 2001 and will be responsible for our new Audio Voting System which is eponymously named The McGonagle Reader. This world-class development has now completed a phase of rigorous testing with the blind community in Ireland and is currently being evaluated by the RNIB in England, Wales, Scotland and Northern Ireland.

The McGonagle Reader has been used most successfully in a number of UK By-Elections on June 4th 2023 in the UK and has attracted lots of very positive commentary from the blind community. One such commentator was Rachael Andrews from Broadlands Constituency in Norfolk, who took the UK government to the London High Court in May 2019 on the basis that current arrangements that would enable her to vote independently and in secret were totally inadequate; she won her case. The product will soon be available to all British and Irish Returning Officers.

We are also researching its relevance to citizens who have cognitive disabilities such as learning difficulties and also to foreign nationals who are registered to vote in the UK but are disadvantaged by having English as a second language.

We have cardboard engineering partners in Yorkshire who manufacture on our behalf a range of our very innovative products directed at our UK and international customer base.

We have a service facility in Stratford-upon-Avon that provides contracted repair and parts replacement services to our UK customer base.



SERVING THE BRITISH ISLES

We do business with every UK Local Authority and our accessible equipment is used in practically every polling station in the country. We provide equipment to all Parliamentary Returning Officers in the Republic of Ireland.



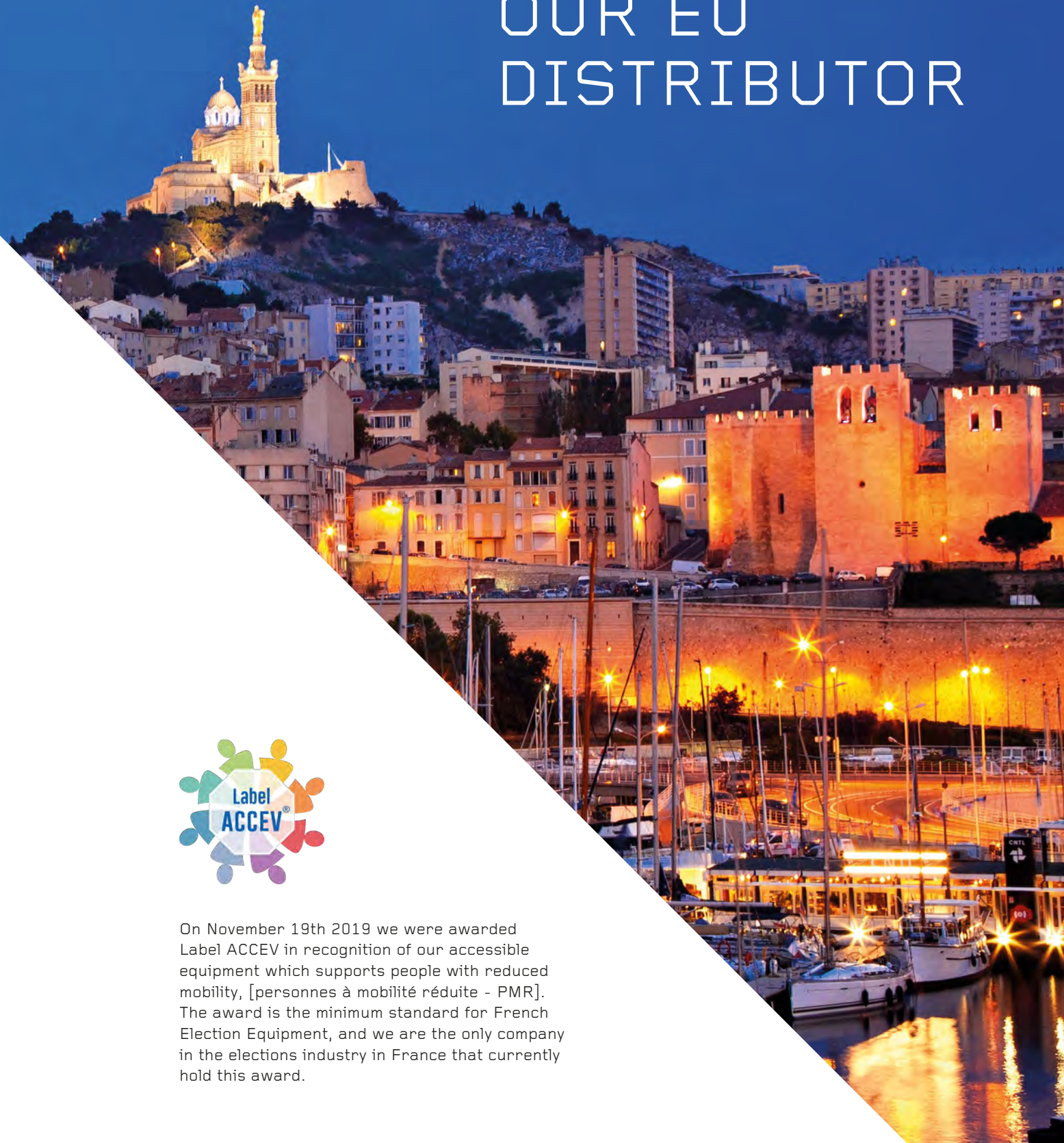


The European Union represents a substantial market opportunity for the company. Our European Distributor, GED Event, is based in Roche-La-Molière, near the city of Lyon with an outreach to customers in France, Belgium and Germany. In early 2021, we won a contract to supply 500 of our Votpak Systems to the City of Marseilles to replace all their ageing election equipment, our first major success in the European Union.



On November 19th 2019 we were awarded Label ACCEV in recognition of our accessible equipment which supports people with reduced mobility, [personnes à mobilité réduite - PMR]. The award is the minimum standard for French Election Equipment, and we are the only company in the elections industry in France that currently hold this award.

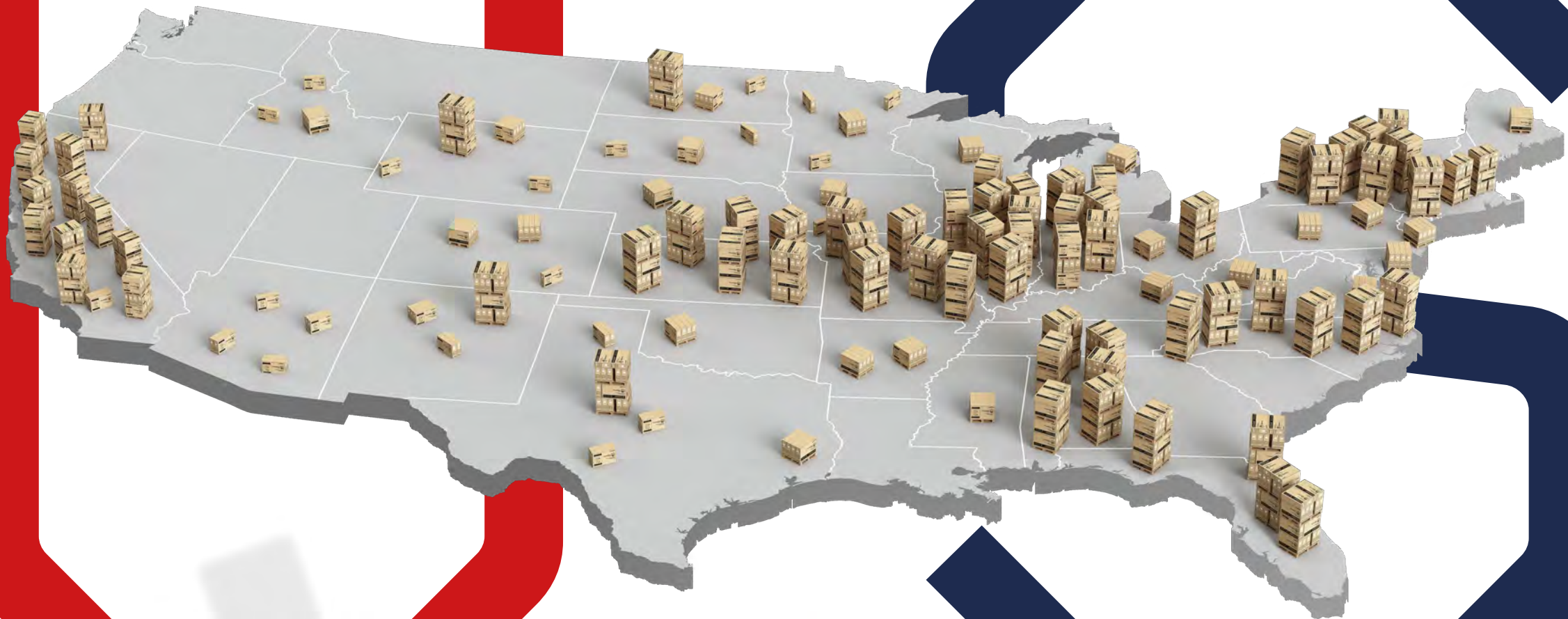
OUR EU DISTRIBUTOR



OUR US DISTRIBUTOR

Our largest single market is the United States, Canada & US National Territories. Inclusion Solutions, based in Evanston Illinois, has been our exclusive distributor since May 2012. Our products are being used in approximately 1,400 American counties across all 50 states and in three US National Territories.

Pakflatt®





RISE
TO THE
OCCASION

128 METRIC TONS OF PRODUCT



In the 2020 US Presidential Election, some 45 million Americans voted early, many of them using Pakflatt Accessible Election Equipment. In the ten months leading up to November 3rd, we exported some 128 metric tons of product to our distributor in Illinois. That accounts for 384 pallets, carrying upwards of 5,000 units of production, a mix of our Benjamin Franklin voting booths, our MXB modular kiosks plus a range of complementary accessories.

At the end of February 2022, we shipped Cargo 90, our ninetieth forty foot high cube container to our US Distributor.

Ironically, our first major win was to supply our Benjamin Franklin booths to every precinct in Washington DC back in 2012.



Standing Up for Democracy is a new exhibit at the Kennedy Institute in Boston MA, that considers the nation's long and difficult history securing voting rights for all Americans. It highlights the work that Senator Ted Kennedy and his colleagues invested over the decades to ensure that everyone's democratic voice would be heard.

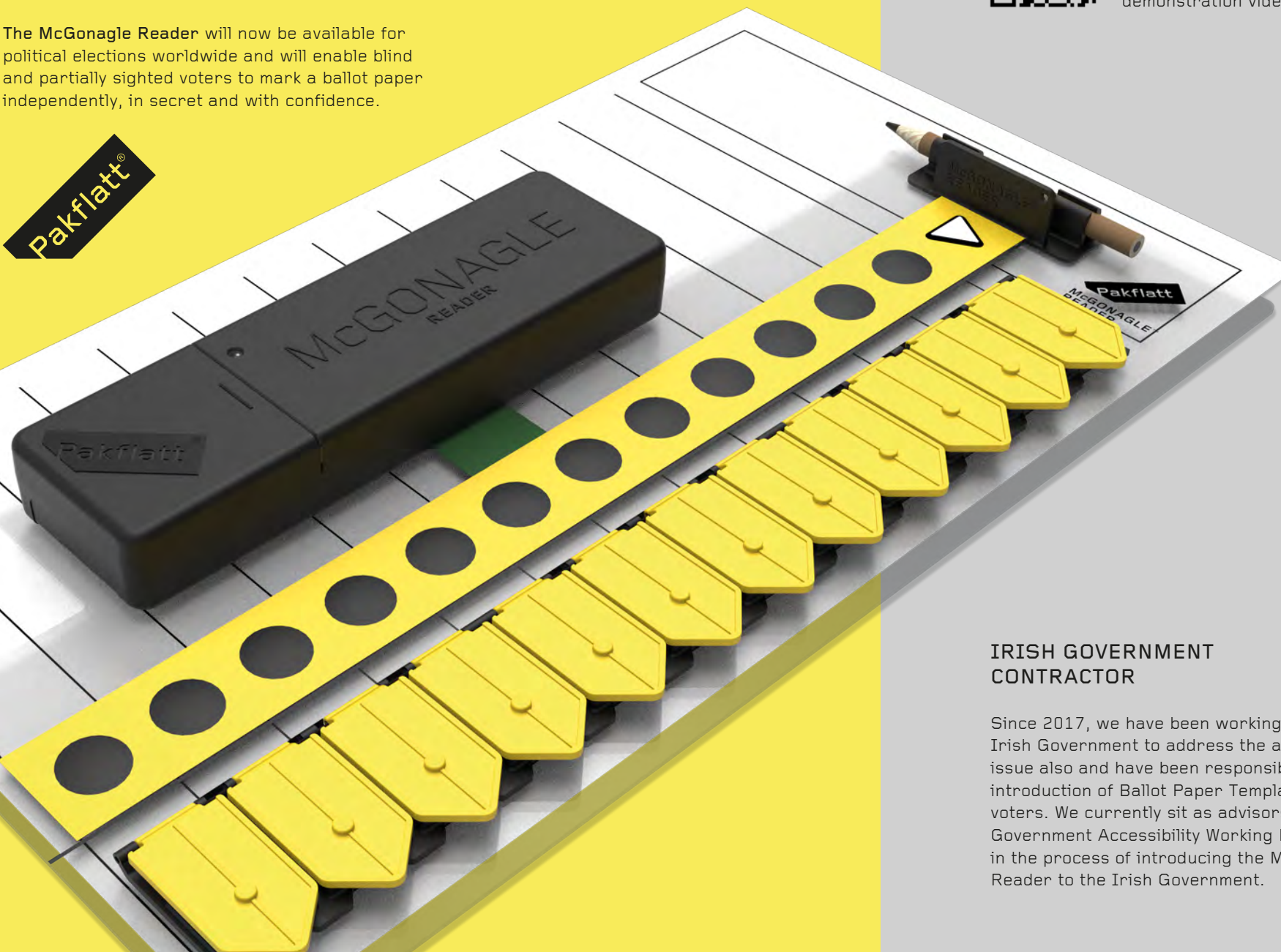
The exhibit draws attention to current challenges to voting rights, whether that be access to the polls, barriers to voting, or unfair districting, and spotlights those who are making a difference today. A key exhibit within this important space are two Benjamin Franklin accessible voting booths, manufactured in Derry and supplied at the Institute's request by our US Distributor.

McGONAGLE READER

The Pakflatt Group has announced that it has successfully completed the testing phase of its new global solution for blind and partially sighted voters.

The McGonagle Reader will now be available for political elections worldwide and will enable blind and partially sighted voters to mark a ballot paper independently, in secret and with confidence.

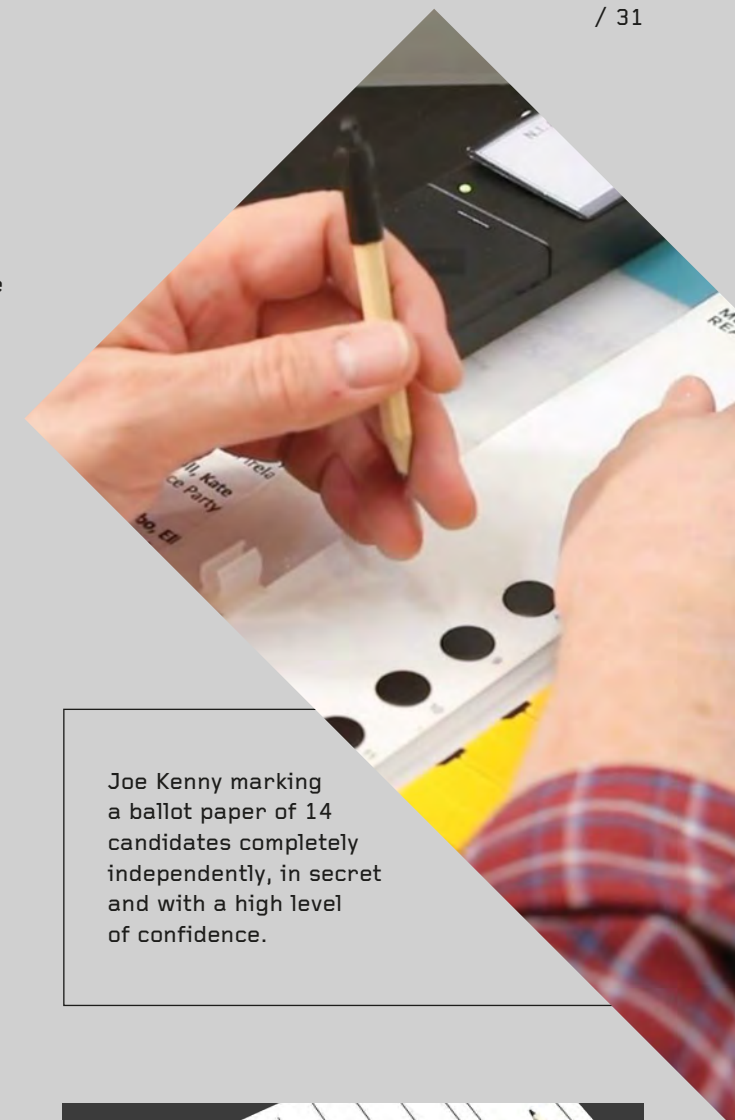
Pakflatt®



Joe Kenny, a popular musician and songwriter from County Armagh, Northern Ireland declared in an introductory session at the Carnegie Library, Belfast, "I lost my vision in my early years but now, for the first time in my adult life, thanks to the McGonagle Reader, I can now vote independently and in secret".



Scan to view our McGonagle Reader demonstration video



Joe Kenny marking a ballot paper of 14 candidates completely independently, in secret and with a high level of confidence.



IRISH GOVERNMENT CONTRACTOR

Since 2017, we have been working with the Irish Government to address the accessibility issue also and have been responsible for the introduction of Ballot Paper Templates for blind voters. We currently sit as advisors on the Irish Government Accessibility Working Party and are in the process of introducing the McGonagle Reader to the Irish Government.

VOTER IDENTITY BOOTH

Driven by the 2022 Elections Act, Pakflatt is supporting new requirements for UK Parliamentary, local and Police and Crime Commissioner elections which mandates rules in relation to Voter ID at polling stations in England, Scotland, and Wales.

Returning Officers who are charged with the organisation and conduct of the poll, must provide an area in every polling station where any voter can request that their accepted photographic ID is checked in private. Voters do not need give a reason for the request which may be because they are not comfortable having their photographic ID checked in public, or if a face covering is worn for religious reasons or the voter has changed their gender.

This private area could be provided by the Returning Officer in one of three ways:

- A separate room away from the voting area
- An additional privacy booth or pop-up screen
- A dedicated addition to an existing polling booth

Some Returning Officers may consider that a separate room for checking photographic ID, places their polling staff at risk. Moreover, not all polling stations have separate rooms available or can accommodate an additional dedicated privacy booth or pop-up screen.

The Pakflatt Voter Identity Booth is an easy to adapt solution and is an accessory for a Pakflatt V/4 booth which is used by almost every UK Returning Officer.



INNOVATION MEETS PRACTICALITY

This accessory screens off the complete voting compartment for the identity check to take place in the polling station and is only available from Pakflatt. The booth accessory is used to create a private identity space in the polling station by deploying an existing booth which is a legal requirement.

After use, the curtain may be tied back, and the space continues to be used as a standard accessible voting compartment. One very real advantage of deploying the accessory to existing booths is that no additional floor space is required to provide this legally mandated facility.



PATENTS, TRADEMARKS & AWARDS

When our Engineering Design Team [EDT] inevitably comes up with something unique and special, we take advice from Intellectual Property [I.P.] Attorneys, and when we can lay claim to novelty or acquired distinctiveness, we will file accordingly. Our I.P. Assets take the form of Patents and Trademarks. In a highly competitive world, where ethical behaviour is becoming something of a novelty in itself, the benefits that we derive from our I.P. Assets is crucial in protecting our ideas, brands and designs, and defending our market share across the world.

Our Intellectual Property Assets and in particular our incontestable Registered Trademarks on the Principal US Register, are equivalent to other strong recognisable American brands such as Walmart, McDonalds etc.

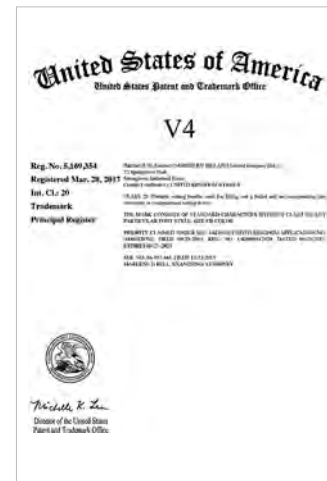
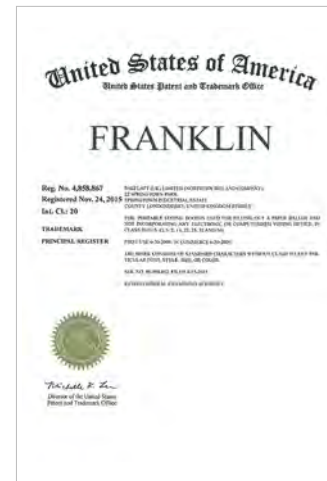
A Patent is a means of giving the inventor ownership of the creation and the right to stop others from copying, manufacturing, selling or importing the invention without the owner's permission. A patent can remain in force for up to twenty years from the date of publication.

Pakflatt has multiple patents in Ireland, UK, European Union, and the United States.

A Trademark is awarded when a mark is deemed to have acquired distinctiveness. Entry on the United States Principal Register is limited to qualifying marks with no less than five years registration. The five year anniversary of a Principal registration is an important one when the mark becomes eligible for "incontestability" status. Once that has happened, the registration is considered to be conclusive evidence of validity and registration and the owner's exclusive right to use it with registered goods.

In recent years, The United States Patent and Trademark Office [USPTO] has awarded Pakflatt a US Patent and four US Federal Trademarks on the Principal Trademark Register. These awards relate to our Benjamin Franklin four compartment voting booth which is currently being used in approximately 1,400 counties across all 50 states and in three US National Territories.

A US Principal registration is regarded as a lifetime achievement. Pakflatt has four Principal Registrations in America, two of which have already been accorded incontestability status with the other two pending and expected to go to grant later in 2022.



Our Intellectual Property Assets & Label ACCEV Award

US 8,011, 132 B2
Awarded Sep 06, 2011
United States Patent

Reg. No. 4,858,866
Registered Nov 24, 2015
Trademark
Principal Register - 3D Colour

Reg. No. 4,858,867
Registered Nov 24, 2015
Trademark
Principal Register - Franklin

Reg. No. 5,112,648
Registered Jan 03, 2017
Trademark
Principal Register - Plain Colour

Reg. No. 5,169,354
Registered Mar 28, 2017
Trademark
Principal Register - V4

Label ACCEV
Awarded Nov 19, 2019

Pakflatt®



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PCB 06-23

