



MOBILARM AWARDED US NAVY CONTRACT

Date: 15 April 2010

For immediate release

Highlights

- Contracted to provide VHF Personal Locator Beacons (PLB) and engineering services to United States Naval Sea Systems Command (NAVSEA)
 - Initial contract value of US\$400K
 - Contract cites Mobilarm as the Sole Source provider of VHF PLB test articles to the US Navy
 - Resulting VHF PLBs to be made available to broader NATO submarine fleets
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Mobilarm is pleased to announce that the United States Naval Sea Systems Command (NAVSEA) has awarded a Sole Source contract to Mobilarm to provide a modified version of the company's VHF Personal Locator Beacon (PLB) for testing and associated engineering services.

The initial contract is valued at US\$400,000, with significant growth opportunities upon evaluation success.

In its announcement NAVSEA stated that Mobilarm was the only known company that possessed the required technology to meet the US Navy's technical and schedule requirements. (Reference provided below.)

Mobilarm CEO Lindsay Lyon said the NAVSEA contract would enable Mobilarm's personnel marine safety products and associated engineering services to be comprehensively evaluated for use with submarine survival suits.

"This is a very exciting global defence opportunity for Mobilarm. Western Australia has a globally recognised reputation for excellence in maritime engineering and support services, and we are aiming to build on that by delivering industry-leading safety technology that can save lives at sea," Mr Lyon said.

"In independent trials Mobilarm's Personal Locator Beacons have outperformed existing technology with their ability to help rescue teams find people in the water and plan their rescue more effectively," he said. "This has significant safety advantages for existing and potential maritime clients.

[Mobilarm's technology is already utilised by various civil maritime organisations in offshore oil and gas including Bhagwan Marine and Neptune Marine Services, as well as shipping and commercial fishing companies.] The NAVSEA Sole Source contract is Mobilarm's first defence contract.

Mr Lyon said the opportunity for Mobilarm in the defence sector was significant. The world's largest supplier of submarine survival suits alone has sold approximately 28,000 units, with the US Navy being the largest user. The Mobilarm VHF PLB will be evaluated and considered as a safety-enhancing addition to the survival suits to enable locating and tracking of evacuated submariners.

He said that successful US trials could also lead to the product being recommended as a standard for submarine escape systems across all NATO submarine defence forces. In recent years NATO submarine defence forces have sought to standardise submarine escape equipment to ensure interoperability in submarine emergencies.

Early in the year Mobilarm was invited to showcase its submariner PLB at the NATO Submarine Escape Equipment Panel Meeting in the United Kingdom. Mr Lyon said there was a very positive reaction from the delegates to Mobilarm's technology.

"Mobilarm's safety products utilise world leading technology, with application across all maritime sectors," Mr Lyon said. "The NAVSEA contract is an important progression for Mobilarm, and has the potential to create significant opportunity for the company."

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Further details:

Lorraine Hammacott
Communications Manager

Tel. +61 (0)8 9315 3511
lorraineh@mobilarm.com
www.mobilarm.com

US Navy announcement

<https://www.fbo.gov/index?s=opportunity&mode=form&id=98f19960aa26e4d58212b8df9f80cd82&tab=core&cvview=0&cck=1&au=&ck=>

Notes for editors:

Founded in 2003, Mobilarm is an established Perth-based technology company providing market leading marine safety solutions for increased safety of individuals at work, in the form of personal duress alarms, man overboard detection alarm and in- water tracking.

Mobilarm Crewsafe is the company's second generation wireless sensor networking technology which provides a new level of security through crew location monitoring and paging as well as safety equipment and rescue asset management from a command centre control of vessel and personnel safety. The Mobilarm V100 is a patent pending Very High Frequency (VHF) radio personal locator beacon.

The company's Australian and International awards include two Australian Design Awards and the Seatrade *Safety at Sea* Award, the first Australian company to receive this prestigious award.

Specific case studies, facts sheets, product information, client testimonials, visuals and images are also available at www.mobilarm.com/page/media_centre.html.