



## ASX ANNOUNCEMENT AND MEDIA RELEASE

ASX CODE: [MBO](#)

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### **MBO starts the financial year with record quarter performance**

- **MBO customer orders grow 1946% over prior corresponding period**
- **Experienced order growth of 23% when compared with overall orders in FY2011**
- **Completed acquisition and integration of Marine Rescue Technologies – contributed to strengthening sales**
- **Completed Board and Senior management restructure to focus on ongoing operational growth**
- **Significantly increased footprint in key global markets and strengthened overall sales pipeline**

Global marine safety equipment provider Mobilarm Limited (ASX: MBO) today reported that orders for the quarter ended 30 September 2011 have increased to \$1,559,000. This order amount represents a 1946% increase over the first quarter of the previous year and a 23% increase over the \$1,294,000 in orders received during the full financial year of 2011.

During the quarter, Mobilarm successfully completed the integration of Marine Rescue Technologies (“MRT”) following the acquisition announced in the previous quarter. This significantly contributed to overall sales growth, and established Mobilarm’s presence in key European markets.

Mobilarm also completed a Board and senior management restructure during the quarter to heighten the Company’s focus on corporate development and further build the sales pipeline in key international jurisdictions.

Mobilarm Chief Executive Officer Lindsay Lyon commented: “The increase in customer orders reflects our customer’s commitment to safety and Mobilarm’s steadily expanding presence in high growth global markets. Our customers are committing to repeat business and increasing the levels of safety throughout their operations, which is leading to recurring revenue streams and earnings visibility. Our expanded global footprint has been key to securing wins worldwide by customers such as Shell, Heerema Marine and Saipem.

“The Company has leveraged its acquisition of Marine Rescue Technologies and is delivering a wider array of safety solutions to its customers around the globe. We are witnessing strengthening demand for our safety products as a result and our order pipeline continues to grow quarter-on-quarter. As part of our strategic and organic growth strategy, we are engaging our global customer base and promoting the deployment of safety solutions that can be procured and utilised across their broader operations.

“The results for the quarter are exceptional. We have already exceeded last year’s order results in one quarter. The interest shown by our customers and target customers is strong and we have the solutions and the team to deliver,” Mr. Lyon added.

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