



MEDIA RELEASE

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## **WA's MOBILARM SECURES \$1.3M 'COMMERCIAL READY' GRANT FOR REVOLUTIONARY MAN OVERBOARD SAFETY SYSTEM**

*TARGETS LAUNCH OF CREW SAFETY PRODUCT IN COMMERCIAL FISHING, OIL & GAS SECTORS*

The Perth-based inventor of an innovative failsafe man overboard alarm system, **Mobilarm Limited**, is set to significantly accelerate the commercialisation of its next generation technology after being awarded a **\$1.3 million 'Commercial Ready' Grant**, from the Australian Department of Industry Tourism & Resources ("AusIndustry").

The funds will assist the company's development of a new crew safety product that can be employed on marine vessels of any size, as well as on large offshore structures such as Oil & Gas rigs and Floating Production Storage & Offloading (FPSO) vessels.

Key target markets will include the commercial fishing industry – which as a work place has a reported 24,000 fatalities a year – and the offshore oil and gas industry, which employs large numbers of people often working in hazardous marine environments.

Mobilarm recently completed a \$2.9 million capital raising which attracted Macquarie Funds Management as a cornerstone investor. The Company's Board is also considering an IPO and listing on the Australian Securities Exchange, possibly by mid-2008.

The company, located in Applecross, has developed a unique marine safety technology designed to provide an automatic and immediate alarm, and thereby facilitate a quick and effective rescue in a man overboard emergency.

The system requires each person on board the vessel to wear a small, lightweight pendant that continuously transmits a signal via a closed wireless network to a central console on the boat. If a person falls into the water, the signal is broken, causing the system to raise the alarm. The GPS coordinates of the man overboard event are also immediately recorded to provide track back information, enabling the boat to quickly return to that exact location to recover the casualty.

Man overboard emergencies lead to thousands of deaths each year in both commercial and recreational boating. Mobilarm's innovative product is the leading system worldwide providing automatic and immediate notification of a man overboard to crew on board the vessel from which the casualty has fallen.

Alternative marine safety products which utilise an Emergency Position-Indicating Radio Beacon (EPIRB) must be manually activated by the person in distress in order to transmit the emergency signal. However, this signal is sent to an onshore location and must then in turn be relayed to any known vessels in the vicinity of the incident to instigate a rescue operation. This adds critical hours and minutes to the length of time the casualty is in the water, increasing the risk of hyperthermia and death.

Mobilarm's system dramatically increases the likelihood of a fast and effective rescue in man overboard events, with the existing MOBi-lert product range proven to be effective on vessels of up to 100 feet in length.

The design has won numerous awards, including the Safety at Sea award at the 2005 Seatrade Awards (the first Australian company ever to do so); the Sport & Leisure category at the 2006 Australian Design Awards; and was a finalist at the WA Industry & Export Awards in the Emerging Exporter category.

The new generation of man overboard alarm systems will be hugely successful, particularly since the scale, functionality and coverage of the new systems mean they can be employed across a wider cross-section of marine industries.

Mobilarm's Chief Executive Officer, Mr Lindsay Lyon, said the grant would fund 50% of the Research & Development costs associated with the design and manufacture of the new product range, helping the company to position its technology with a strong focus on improving the safety of the marine working environment in several major global industries.

"We believe this is an essential safety product that will significantly reduce the fatalities associated with man overboard incidents," Mr Lyon said. "This grant will enable Mobilarm to expand our product range to provide effective safety solutions to people working on vessels and marine structures of any size."

"With increasing financial liability imposed on employers to have adequate safety mechanisms in place, I believe Mobilarm is exceptionally well placed to fill a serious gap in the global marine safety product market," he continued.

The Australian Federal Government's 'Commercial Ready' program is a competitive merit-based grant program supporting innovation and its commercialisation. It aims to stimulate greater innovation and productivity growth in the private sector by providing around \$200 million per year in competitive grants to small and medium-sized businesses (SMEs). The Commercial Ready grant will be progressively paid to Mobilarm over a three-year period. Under the terms of the agreement, Mobilarm is required to match the grant funding on a dollar-for-dollar basis.

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