

## **The Martec group creates a subsidiary for its Beacons & Instrumental Systems business within the KANNAD Company**

As of 3 September 2007, The Beacons & Instrumental Systems activities will be run by KANNAD a subsidiary company created especially for this purpose.

With this new subsidiary, the Martec group is able to refocus on Defence & Security whilst giving KANNAD the means to pursue and sustain its development course in the Beacon & Instrumental Systems markets.

The KANNAD Company specialises in the design of positioning, measuring and data transmission systems in hostile environments. This new company relies on a name which is well established both in France and internationally as KANNAD is the well known COSPAS SARSAT distress beacons brand, manufactured for over 20 years. KANNAD is one of the world leaders in the field of maritime, aeronautical and land-based distress beacons.

The company, which operates in the aeronautical, maritime and land-based sectors, offers solutions in three major fields:

- Safety: COSPAS-SARSAT locating distress beacons (maritime, aeronautical, land-based), maritime anti-collision systems, navigational beacons, personal safety,
- Tracking: Monitoring of fishing gear, monitoring of fishing vessels (VMS), monitoring of dangerous or high-value added materials,
- Instrumentation: Acoustic detection systems, oceanographic analysis floats.

In addition to its business based in Guidel on the west coast of France known as Brittany, KANNAD also has a subsidiary in Canada called METOCEAN which is active on the instrumentation and tracking markets. The Guidel site boasts a 65-strong workforce which is dedicated to research and development as well as marketing activities. The entire operational and management team working within Martec's beacon & instrumental systems business group have joined the new company. In 2007, KANNAD France will achieve a turnover of €14m and METOCEAN a turnover of €3.5m

"Faced with ever intensifying international competition, it was necessary to refocus our activities around a strong brand and build on the very things that have made the firm successful over the last 20 years: innovation and reliability of the solutions offered" explained Jean Pierre Bardon, Managing director of KANNAD.

With the benefit of an extensive distribution and maintenance network in more than 60 countries and its leadership in international technical working groups (RTCA, RTCM, EUROCAE), KANNAD is looking to intensify its involvement in the rapidly growing markets and especially in the US which represents 60% of the distress beacon market. In France, KANNAD is actively involved in the development of innovative projects within the maritime development group *Pôle Mer Bretagne* or in partnership with long time customers like CLS Argos or IFREMER.

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