

ASX Announcement

ASX: SMN

17 November 2023

AEM secures major Canadian Helicopter provider as launch customer for its newly launched Forest Service radio

Structural Monitoring Systems Plc (“SMS” or “the Company”) (ASX:SMN) is pleased to provide the following update regarding the launch of wholly owned subsidiary, Anodyne Electronics Manufacturing Corp’s (AEM), new product.

AEM announced a new modern panel-mount radio for special-role and multi-mission platforms in Kelowna, British Columbia, on November 8 with the U.S. Forest Service and aerial firefighting operators in mind.

The company also announced that it had secured Canadian based Yellowhead Helicopters as its official launch customer, who is committing to updating its entire fleet to the MTP136D starting in early 2024.

Yellowhead Helicopters is based in British Columbia and Alberta and has provided commercial helicopter services and solutions to the public, industry, and Canadian government for more than five decades.

AEM Director of Sales and Marketing, Tony Weller, described Yellowhead as a great partner and said the company was instrumental in the development and testing of the product.

“This new radio helps to modernize tactical aerial firefighting communications with the industry’s most technologically advanced and up-to-date panel-mount solution,” Mr Weller said.

“We’re proud to bring such a sophisticated and capable unit to market and help operators successfully complete some of the harshest missions out there.

“Getting our new radio into service with Yellowhead is an important step for AEM in helping provide aerial firefighters and other multi-mission operators with best-in-class communication solutions.”

Yellowhead Helicopters Director of Supply Chain Management, Rob Parson commented:

“Integrating this new radio across our whole fleet will ensure our specialist operators have the most up-to-date tools and equipment necessary to complete complex missions for our customers.”

The MTP136D boasts a robust design to ensure the highest performance in lengthy and demanding firefighting environments. It’s easily integrated for tactical systems, platform upgrades, and is a plug-and-play replacement for existing legacy radios.

The highly successful launch of the MTP136D is part of AEM’s continued investment in a growing suite of avionics and audio products into the Special Missions Aviation sector and builds on the continued strong performance of its contract manufacturing business.

SMS Executive Chairman Ross Love commented:

“The very successful launch of the MTP136D this month is a testament to the commitment of the AEM research and development and broader teams to provide a highly sophisticated product that is tailored specifically to this fast moving, demanding sector.

“The immediate support from Yellowhead Helicopters is clear evidence of its superior performance and capabilities and evidence of AEM’s ability to identify gaps in the market and to work with our customers to ensure we are providing them with the highest quality products that are fit for purpose and designed to perform even in the most extreme and demanding conditions.

“The AEM team will continue to innovate and operate in a way that ensures we meet and exceed our growth objectives and to deliver quality products into the Canadian domestic and international markets.”

Key Material Terms of the Contract:

Customer: Yellowhead Helicopters.

Terms: Launch customer purchase order.

Nature of Product: Airborne radio for forest fire fighting and utility applications.

Number related to PO: Fleet purchase order to be installed on 34 helicopters.

Material Conditions: Product shipping dates are contingent upon completion of the product qualification and certification scheduled on or around Feb 01, 2024. There are no anticipated delays or risks to this schedule.

Significance of the contract: The order is significant in that it represents a fleet order for a new product. The company will receive cash for the PO but does not consider the amount to be material.

This ASX release has been approved for release by Executive Chairman Ross Love on behalf of the Board of Directors.

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