

EMS Aviation is a leading supplier of airborne connectivity and in-cabin equipment

EMS Aviation offers a wide range of airborne connectivity equipment and services, from low bandwidth flight tracking data to high-bandwidth Internet and all manner of capability in between

Fast facts: Corporate profile

EMS Aviation is a leading supplier of airborne connectivity and cabin infrastructure equipment for a broad range of business, commercial and military fixed and rotary wing aircraft.

With nearly 500 employees, EMS Aviation enables reliable worldwide satellite-based internet connectivity and in-flight entertainment, satellite-based messaging and tracking, rugged data management and storage, and data record and replay.

Why Ottawa

In 1993, EMS acquired Ottawa-based CAL Corporation, now one of the core components of EMS Aviation. The city's wireless sector includes 360 companies and more than 27,000 employees. The EMS Aviation teams joins other wireless satellite technology giants, such as Telesat, SkyWave and Cisco, to benefit from the professional high-tech community found in the Canadian capital region.

Business advantage

In May 2010, EMS Aviation completed installation of an advanced, managed Voice-over-Internet-Protocol (VoIP) service with a Middle Eastern Head of State Airbus A320 aircraft. EMS teamed with Paris-based Eclipse, an Inmarsat service provider and avionics dealer, to implement this secure end-to-end voice solution, which is the first of its kind on an A320 aircraft.

EMS Aviation is one of only a handful of companies able to offer an increasingly comprehensive range of connectivity solutions under one roof.

EMS Aviation Canada, located in Ottawa, is part of a newly formed division, which includes a manufacturing facility, of EMS Technologies, Inc. (NASDAQ: ELMG). EMS Aviation is a market leading supplier of airborne connectivity and cabin infrastructure equipment for a broad range of business, commercial and military fixed and rotary wing aircraft.



Canada's Creative Economy Capital

With nearly 500 employees, EMS Aviation enables reliable worldwide satellite-based airborne Internet connectivity and in-flight entertainment, satellite-based messaging and tracking, rugged data management and storage, and data record and replay. The division, comprising the former EMS SATCOM, EMS Formation and EMS Sky Connect business units, is a leader in Inmarsat, Iridium, Ku-band and air-to-ground mobile connectivity solutions, with proven commercial off-the-shelf (COTS) systems.

EMS Aviation's wide range of equipment and services includes transceivers, antennae, and wireless networking devices, handsets, cockpit dialers, rugged data storage units and servers of various types. EMS Aviation offers integrated mapping applications and airtime services as well.

Why Ottawa

In 1993, EMS Technologies acquired Ottawa-based CAL Corporation which became EMS SATCOM, one of the core components of EMS Aviation. Technology first created at EMS SATCOM, and now by EMS Aviation — aeronautical antennas for high-speed, satellite-based data communications — continues to set the industry standard in the avionics market.

The Ottawa technology ecosystem combines a broad base of wireless and space technology companies with proven expertise in standard more.

In May 2010, EMS Aviation announced its work with Paris-based Eclipse, an Inmarsat service provider and avionics dealer, to implement an advanced, secure end-to-end VoIP service, which is the first of its kind on an A320 aircraft.

products and research and development. The city's wireless sector includes 360 companies and more than 27,000 employees. The EMS Aviation team joins other Ottawa wireless satellite technology giants, such as Telesat, SkyWave, Alcatel-Lucent, RIM, and Cisco, to benefit from the professional high-tech community found in the Canadian capital region.

EMS Aviation enjoys advantages from membership in the Canadian Association of Defence & Security Industries and the Canadian Business Aviation Association — all with headquarters in Ottawa, Ontario, Canada.

Business advantage

EMS Aviation is one of a handful of companies able to offer an increasingly comprehensive range of connectivity solutions under one roof. With EMS Aviation's systems, executive travelers no longer need to feel like they've left their offices behind when they fly. Airline passengers have new services, such as texting and Internet access while in-flight. Government and military users rely on the company's systems to provide worldwide situational awareness, C4 and surveillance capabilities.

EMS Aviation supplies major airframe and avionics companies, IFE manufacturers, dealers, integrators, and the transportation and asset tracking industries, which includes offshore oil transport companies.

The company's customer base includes specifically:

- Boeing, Airbus, Gulfstream, Bombardier
- Rockwell Collins, Honeywell and Thales
- Panasonic Avionics, Aircell, Row 44, OnAir and Aeromobile
- Bell Helicopter, Augusta/Westland, Chevron, Eurocopter, Sikorsky

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The new service incorporates the advanced features of EMS Aviation's eNfusion® avionics suite to access and manage various Quality of Service (QoS) SwiftBroadband streaming IP data sessions. "This is an important milestone for EMS Aviation," said Nim Evatt, EMS Aviation Vice President and General Manager. "We have been looking for new ways to offer users the best of Swift Broadband. Our networking technology continues to push the envelope by offering this latest innovation in airborne telephony services."

Future growth plans

For 2009, EMS Technologies, parent company to EMS Aviation, reported revenues of \$360 million. Within asset tracking, aeronautical, maritime and land-mobile markets, EMS serves growing entities such as NATO, Lockheed Maritime, Omnilink, Bombardier, Inc., Dassault Aviation, Honeywell, Boeing and others.

EMS also uses the growth-through-acquisition strategy. In 2008 this strategy included four transactions — Akerstroms Trux, Northern Europe's vehicle mount computing leader; and the two connectivity and tracking businesses that were merged to form EMS Aviation. The company continues to grow and strategize within the industry of airborne connectivity and communications.

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