

MEDIA RELEASE

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Felda's ProXcel in strategic tie-up with UST

KUALA LUMPUR (December 19, 2011): A Felda company ProXcel will be strengthening its presence in the Unmanned Aerial Systems (UAS) market when it starts to provide the intelligence portion to further promote unmanned aerial systems for both the agricultural and defence sectors in the Asean region.

The intelligence portion shall facilitate UST's aerial imagery while on the other hand UST would ensure reliable and seamless data collection through extensive experience in UAS platforms and local production facility.

In a statement released today, ProXcel Chief Executive Officer Christoph Zilian said this followed the successful collaboration inked between ProXcel Sdn Bhd and Unmanned Systems Technology (UST) Sdn Bhd a subsidiary of Composites Technology Research Malaysia Sdn Bhd (CTRM).

ProXcel was represented by its chief executive officer Christoph Zilian and UST by CTRM's group chief executive officer Datuk Rosdi Mahmud.

Following this collaboration, ProXcel, a Felda Global and iA Group joint venture company will team up with UST to produce and promote Unmanned Aerial Systems (UAS) for precision agriculture and defence use.

The signing ceremony was witnessed by the RMAF chief Gen Tan Sri Rodzali bin Daud and held in conjunction with the recently concluded Langkawi International Maritime and Aerospace Exhibition (LIMA 2011) recently.

The collaboration is expected to also provide the necessary leverage to shape the local remote sensing market as both can benefit from each other's extensive network.

At present, the UAS manufactured by UST is used widely for coastal surveillance in Peninsular Malaysia.

Zilian said that ProXcel would be providing the intelligence portion to facilitate UST's aerial imagery while on the other hand UST would ensure reliable and seamless data collection through extensive experience in UAS platforms and local production facility.

"In this strategic alliance, ProXcel will gain greater credibility as a sensory solutions provider. ProXcel is one of the exclusive providers of software and applications for the National UAV Programme.

"In the long run, ProXcel will also have greater access to the military markets in Asean through UST."

The tie-up with UST is also primarily aimed at developing and delivering UAS-based sensory services to enhance Malaysia's technological competitiveness in the agricultural sector given Felda's core competencies as one of the largest employers in Malaysia.

Technology, he said was an important facilitator for Felda's core business what with ICT and high tech production control among the core competencies with more than 400 staff deployed nationwide thereby creating a seamless support network.

UST would be responsible for research and development, manufacturing and marketing of the UAS.

UST is a joint venture company between Composites Technology Research Malaysia Sdn Bhd (CTRM), SCS and Ikramatic. The joint venture is responsible for R&D, manufacturing and marketing of the UAS.

"The key technology for ProXcel's sensory data business relates to mobile sensory platforms, in particular, UAS. Their unmanned aircraft boasts cutting-edge navigation systems and secure data transfer protocols to guarantee accurate results all the time.

"To ensure a successful implementation of this technology, the joint venture company would have its very own UAV systems operations team - a 100 per cent Malaysian team, which has been exposed to various applications of this technology both locally & internationally.

"Their suite of solutions will include GIS database creation and management, comprising high resolution aerial photography, featuring orthorectified and mosaiced imagery; specialised sensory data, with particular emphasis on agro-centric applications; and real-time video monitoring of critical assets and events" – **Ends/APRC**

Captions:



ProXcel-UST 1: Signing up the collaboration are ProXcel's chief executive officer Christoph Zilian and the CTRM's group chief executive officer Datuk Rosdi Mahmud.



ProXcel-UST 3: A deal signed and delivered, Zilian exchanging documents with Rosdi.



ProXcel-UST 2: ONE FOR THE ALBUM: The signees after the collaboration was inked yesterday. They are CEO of CTRM Aero Composites Muhamad Khalizi Abd Razak, CEO of ProXcel Christoph Zilian, managing director of Lumen Systems Ltd Louis Joubert, group chairman and CEO of CTRM Datuk Rosdi Mahmud, RMAF Chief Gen Tan Sri Rodzali Daud, Eurocopter's senior vice president and head of customer relations who is also the head of sales and customer relations Olivier Lambert, and KAL's managing vice president Hyun Jun Do and COO of CTRM Systems Integration Lt Col (Rtd) Abdul Naim Abdul Azizi.

About PROXCEL SDN BHD: ProXcel is a joint-venture between Felda Global and the iA Group set up in 2010. The company specialises in technology services and solutions. ProXcel wants to position itself as a bridge in technology services to help business, organisations and large corporate bodies enhance their ability to consolidate their work environment.

Issued on behalf of ProXcel Sdn Bhd by Asia Public Relations Malaysia E3-1, 1st Floor, Block E, Jalan Selaman 1/2, Dataran Palma, Off Jalan Ampang, 68000 Ampang, Selangor. [Tel:03-42703464](tel:03-42703464),[Fax:03-42703463](tel:03-42703463). Email;siva@asiaprc.com/www.asiaprc.com. For further information, please contact Siva G at 016-346 3945.
