

News Release

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Cobham Surveillance Business Receives Queen's Award for Overseas Export Growth

SEGENSWORTH, United Kingdom – A Cobham Surveillance business in Hampshire was honoured recently with its first Queen's Award for Enterprise for International Trade, after trebling the size of its overseas exports over the past three years. The Award was formally handed over by Hampshire's Lord Lieutenant, Dame Mary Fagan, at a recent ceremony at the company's offices attended by all the employees.

The business – formerly known as Domo Ltd. – develops and manufactures highly specialised digital wireless communications solutions aimed at law enforcement and national security agencies worldwide. Formed in 2003, the business became part of Cobham plc in 2005 and starting trading as Cobham Surveillance earlier this year.

The business has built a strong international reputation for quality, developing complex technologies into robust solutions, which are simple to operate for field personnel in challenging environments. This reputation has seen overseas revenue grow to account for more than 80% of business revenue, led currently by the USA at 42% and Europe at 21%. Export growth has been achieved through a well-focused marketing strategy, with an emphasis on multi-language proficiency and high levels of technical and after-sales service.

Phil Sykes, General Manager and Director of Business Development and Strategy for Cobham Surveillance, commented: "It is a great honour to have our contribution to the UK's international trade recognised with this award. It is a tribute to the expertise, commitment and professionalism of our team and our focus on evolving the business in an ever-changing environment."

About Cobham:

Cobham's products and services have been at the heart of sophisticated military and civil systems for more than 70 years, keeping people safe, improving communications, and enhancing the capability of land, sea, air and space platforms. The Company has four divisions employing more than 12,000 people on five continents, with customers and partners in over 100 countries and annual revenue of more than £1.4bn / US\$2.1 billion.

Cobham Surveillance, part of Cobham's Avionics and Surveillance Division, has provided specialist products and services to law enforcement, national security and search and rescue agencies for more than 40 years. Surveillance capabilities include innovative audio, video, tracking, locating and sensors in airborne, marine, land and special purpose applications. Cobham's unique capability to transmit and receive information in difficult electronic environments has proven critical for "first responders" such as fire, police and ambulance services.

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