

OCEAN AND ENVIRONMENTAL TECHNOLOGIES AND SERVICES

Part 1 : Ocean Focus

Wednesday 20 October
9:00 AM to 01:15 PM



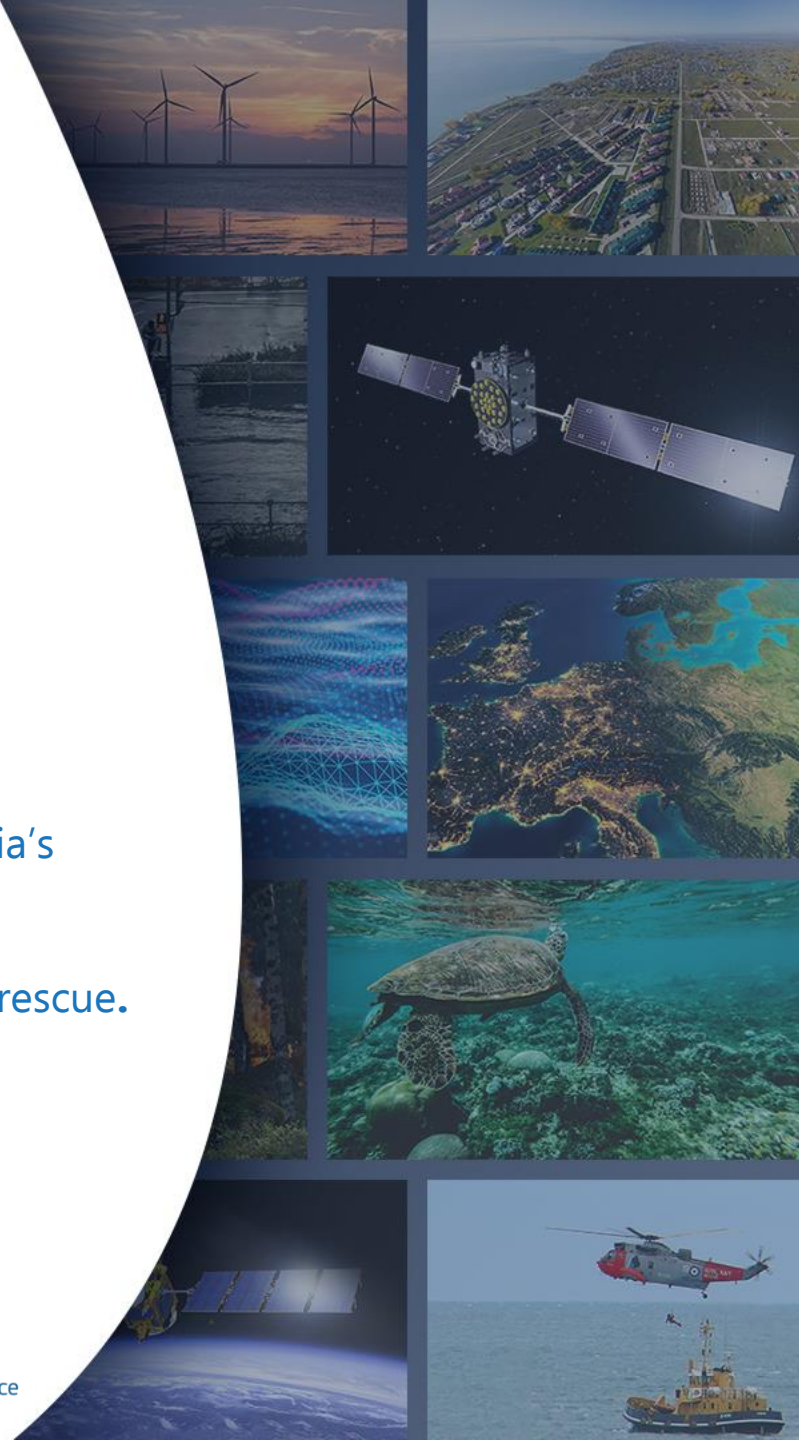
Company Overview



Seas of Solutions is a Dutch organisation established in 2021 with the purchase of the Orolia's marine electronics safety brands, **McMurdo, Kannad Marine & Netwave**.

Although a new company, the product range has a long history of innovation in search and rescue.

Our Vision:
Supporting Safer Sailing Anytime - Everywhere



Our Focus

Brands



Technology

Distress Beacons

EPIRBs

PLBs

SARTs

AIS MOBs

Data Capture

VDR

Retrofit

River VDR

Simplified VDR

Sectors

Commercial (SOLAS)

Fishing

Workboat

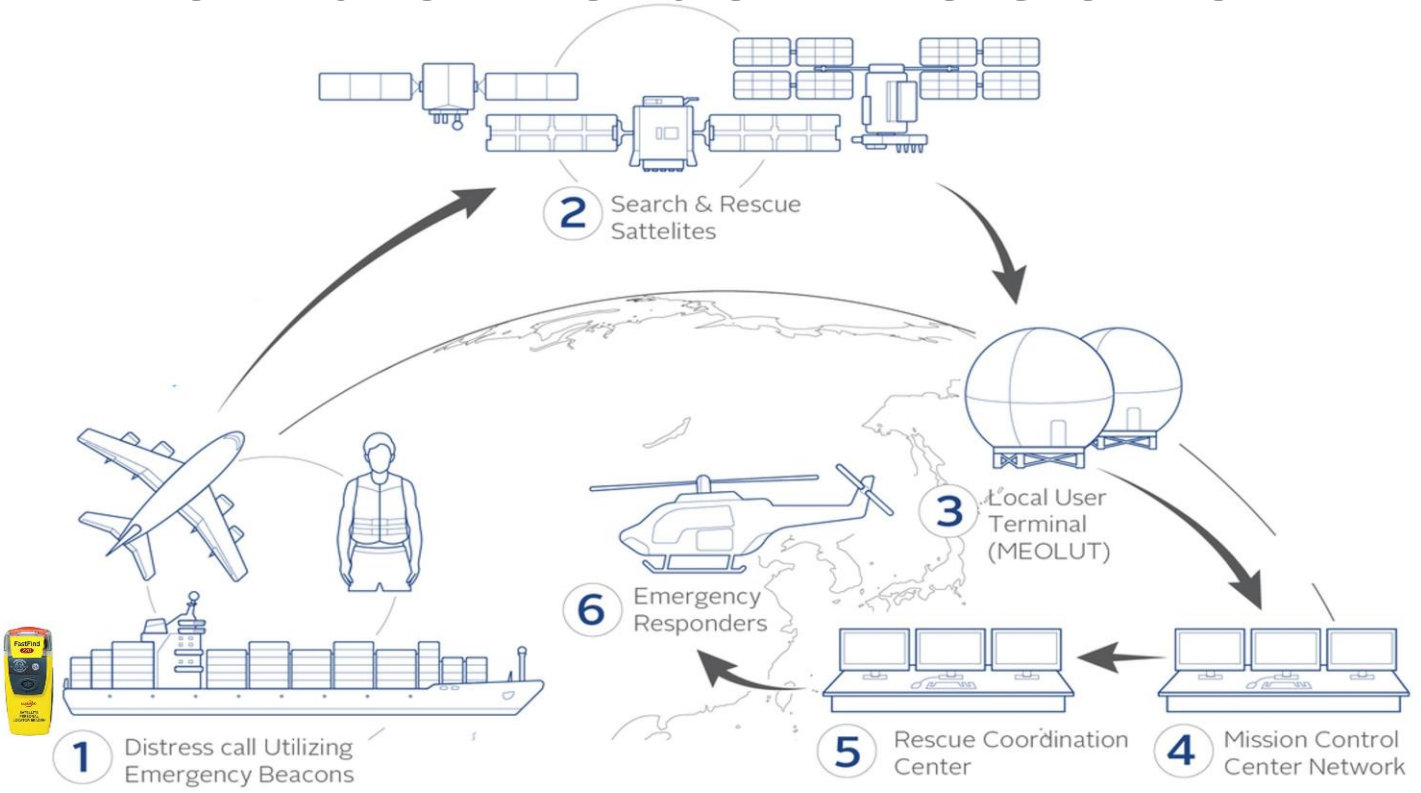
Cruise

Leisure

Governmental



What is a Person Location Beacon



mcmurdo
SEAS OF SOLUTIONS BRAND



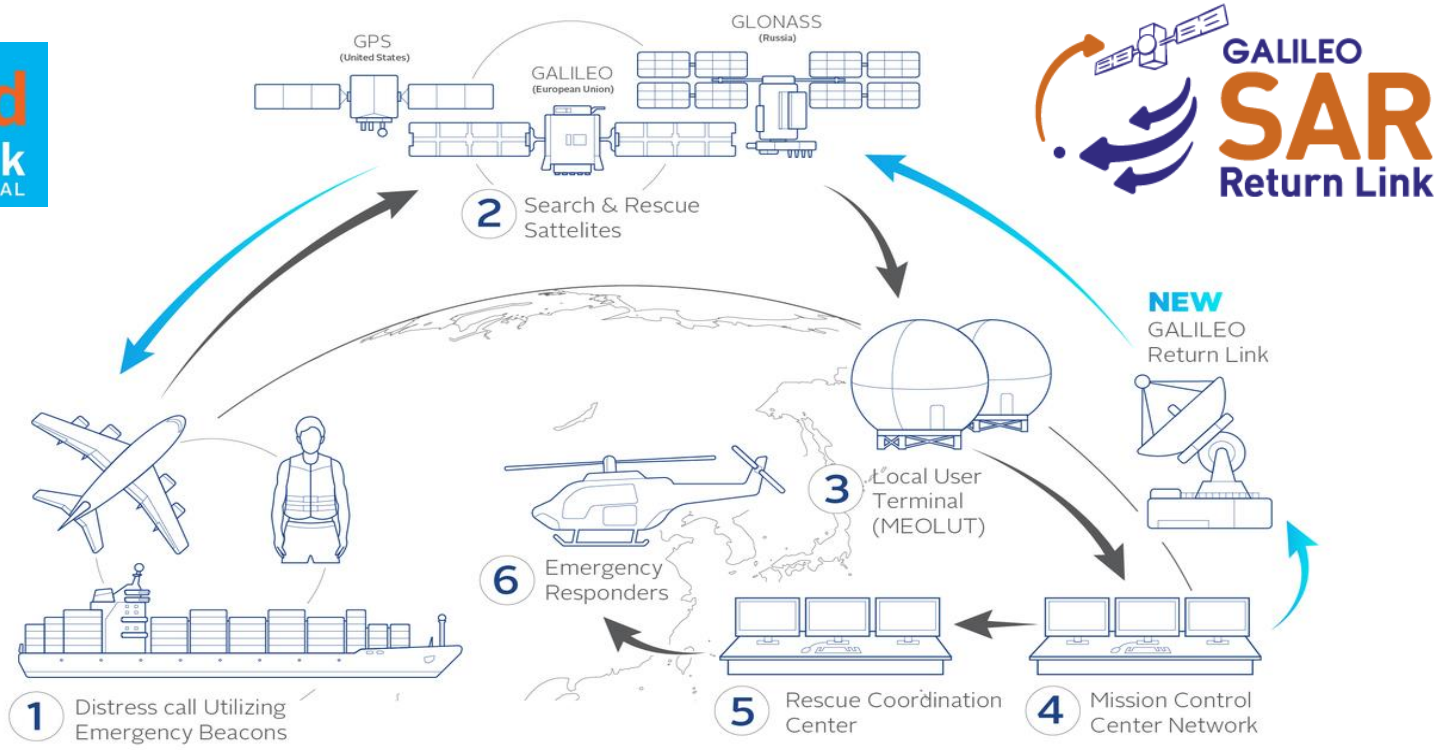
kannad marine
SEAS OF SOLUTIONS BRAND

- A PLB is a personal distress beacon using the free to use, Cospas Sarsat 406MHz frequency that was set up in 1982 to alert professional search and rescue that help is needed.
- Available since 2002, PLBs are a one way call for help that will signal for a minimum of 24h when activated and includes a strobe and newer models have GNSS to help locate the person in distress.



Project Helios & the Return Link Service RLS

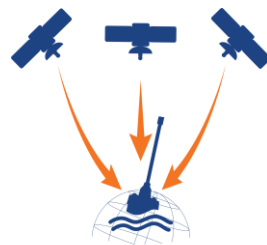
The **Return Link Service** allows Galileo satellites; that detect emergency signals emitted on 406MHz distress beacon; to transmit a signal back to **RLS** capable beacons to activate a **blue** light that confirms receipt of the distress signal.



The Impact of RLS

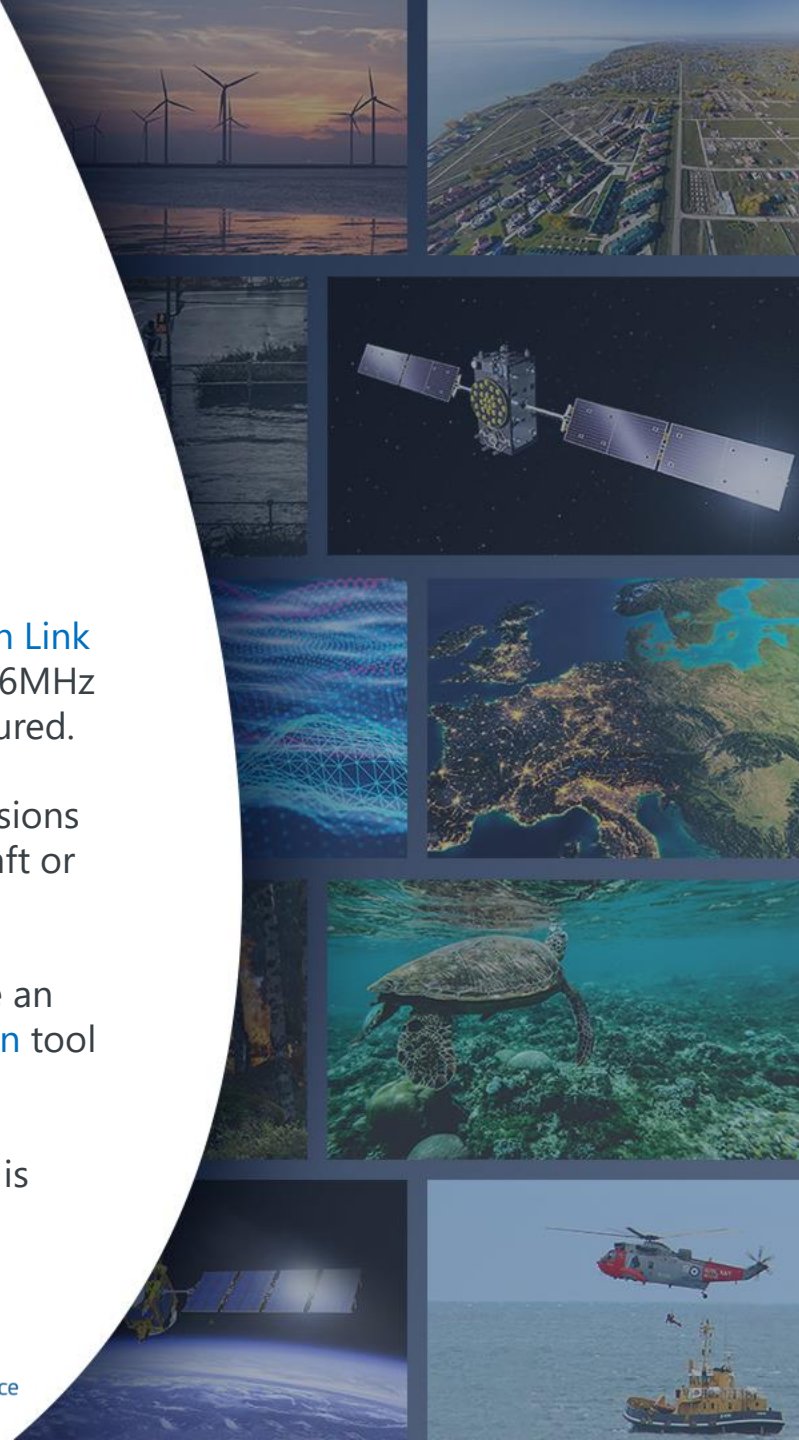


Galileo powered RLS re-assurance signal



Multi GNSS for accelerated location detection

- ✓ The FastFind Return Link developed via project Polaris, utilises the [Return Link Service](#) to send a signal back to the beacon confirming the PLB users 406MHz 'distress' alert has been received and their location coordinates are captured.
- ✓ Return Links reassurance signal will also reduce the chances of rash decisions taken by those who feel they have nothing to lose, like leaving the life raft or attempting to swim to safety.
- ✓ Knowing that SAR professionals know your situation and location will be an invaluable support and makes the PLB beacon a [two-way communication](#) tool for the first time.
- ✓ The [RLS](#) signal also confirms that you have activated your beacon and it is working correctly

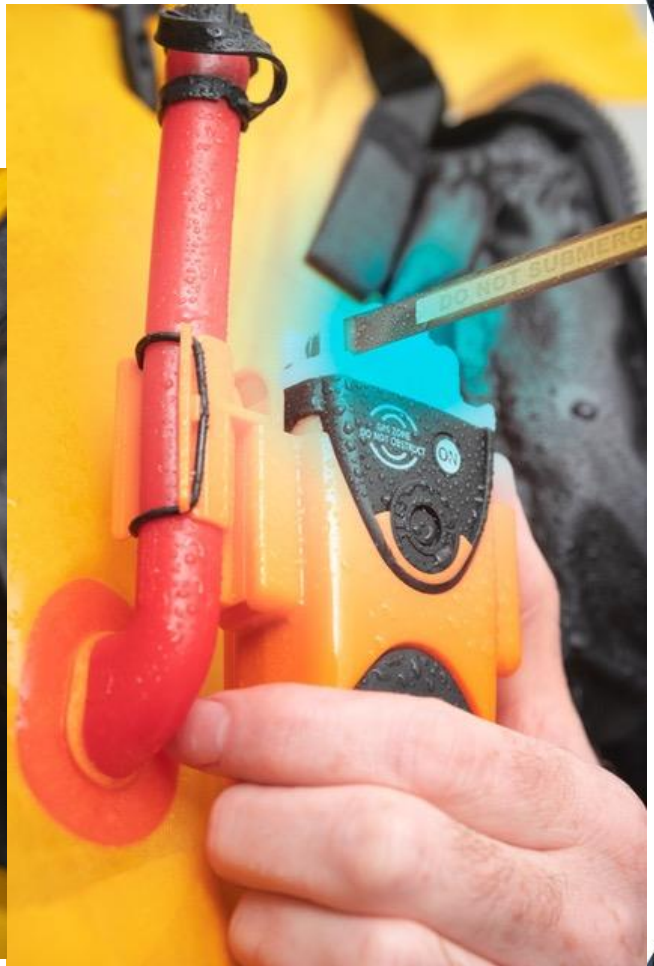
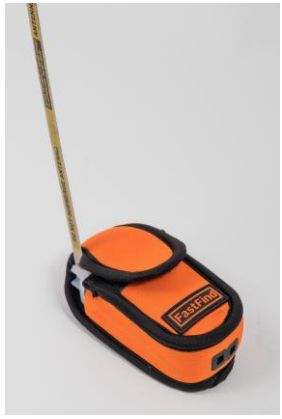


Helios: New Fitting Options



Aim to encourage users to carry a PLB

- Antennae friendly Flotation pouch
- Belt / Bag Clip
- Oral Tube Clip



Markets for RLS PLB

Fishing

- Nos of national initiatives to mandate PLBs in smaller vessels – trying to upgrade to RLS in 6 year cycle

Search & Rescue

- Engage in training program to ensure technology Knowledge
- Irish Coast Guard are supplying all of there crews

Outdoor Market

- Solo workers in remote locations are key market
- Sweden for their forestry workers

Leisure Market

- Huge growth market in part due to covid travel restrictions
- Exhibitions are key to engaging this market
- US world's largest market not yet open to RLS

Aviation

- Attractive market for small leisure users

Resellers Inc

GTC – Global

<https://gtc.co.uk/fastfind-returnlink-plb>

Navicom – France

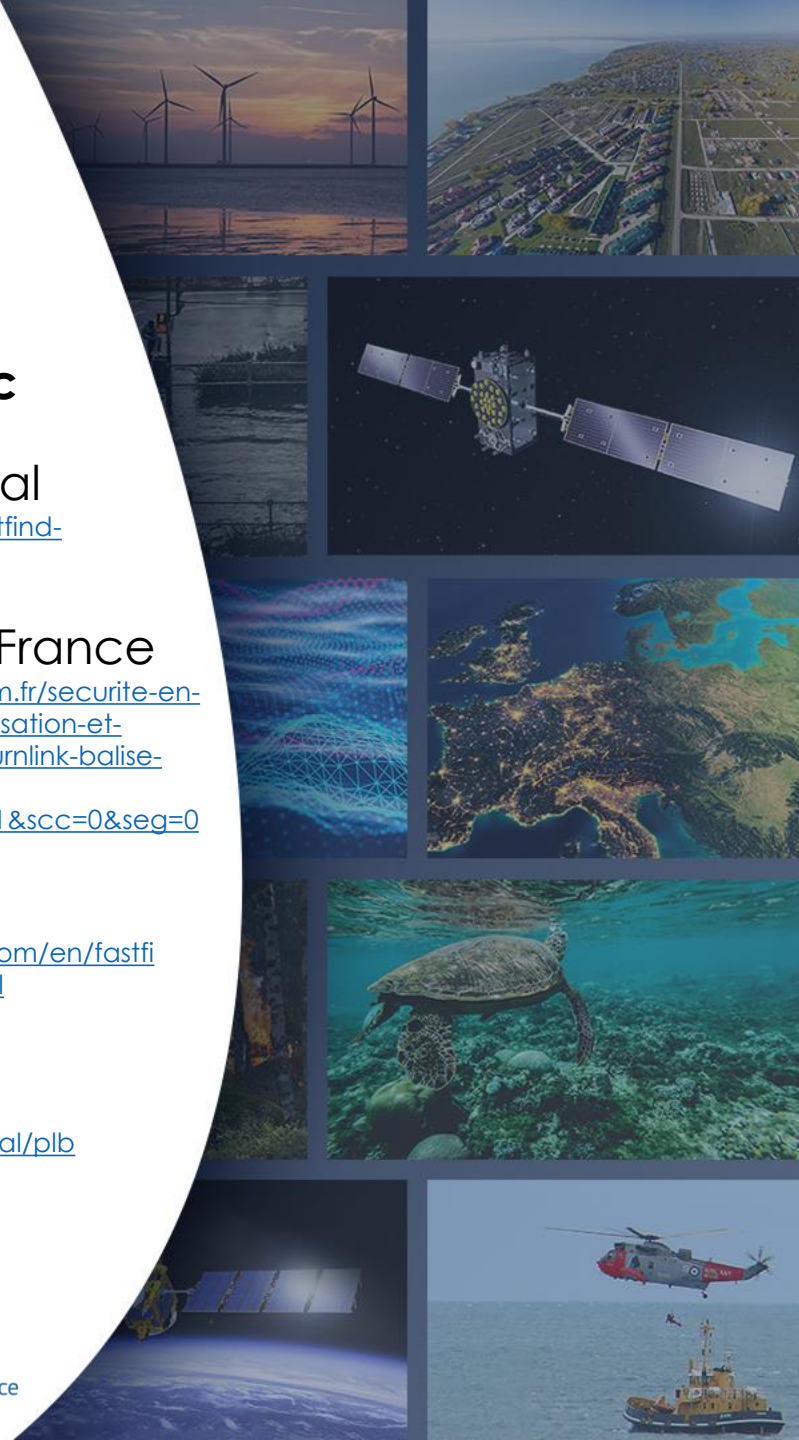
<https://www.navicom.fr/securite-en-mer/balises-de-localisation-et-detresse/fastfind-returnlink-balise-personnelle-manuel?cnt=7729601&scc=0&seg=0>

Germany

<https://www.svb24.com/en/fastfind-returnlink-plb.html>

Ireland

<https://mullion-pfd.com/en/technical/plb>



Product Introduction

Promoting RLS technology since 2019 as a leading innovator and distress beacon brand

FastFind PLB went on the market in January 2021

RLS declared globally operational March 21

Entire production run sold immediately, we are pushing to meet demand 400 /500 a month– France, Ireland, Sweden, UK biggest markets so far

Exhibitions key promotional tool Southampton / Europort / Annpolis boat shows
- Entered into the Dame Awards – Marine Leisure Electronics biggest award

National Restrictions on PLBs need to use MMSI protocols limit access to some markets such as Germany, Norway, Spain but this is coming soon

US is world's largest Leisure market, FCC has carried out extensive market research on views on RLS technology with conclusion imminent

EPIRB variant developed but awaiting Cospas ability to utilise MMSI protocols before going to final approvals



Life Saving Impact

