



*A Canadian leader in obstruction lighting makes inroads into the European market*

## **TECHNOSTROBE ACQUIRES A MAJORITY INTEREST IN DUTCH COMPANY ITO NAV AIDS**

**Coteau-du-Lac, April 23, 2018** – Technostrobe, a leader in the manufacturing of obstruction lighting systems for air navigation, announced today the acquisition of a majority interest in ITO Nav aids, a Dutch company specializing in marine navigation aids. This highly strategic move therefore enables Technostrobe to not only make its first foray into the key European market, but also to offer cutting-edge products designed and manufactured by ITO Nav aids in North America.

Founded in 2001 in Coteau-du-Lac, in the Montérégie region, Technostrobe manufactures obstruction lighting systems to protect towers that present a potential risk to air traffic in the radio broadcasting, wireless communication and wind farm sectors. Through this acquisition, both companies will combine their expertise to create a comprehensive and integrated range of obstruction lighting solutions for offshore wind farms. Moreover, they will be able to synergize their technology and R&D in complementary segments.

“Acquiring ITO Nav aids forms part of Technostrobe’s growth plan,” said Francis Lacombe, Vice-President, Technostrobe. “It enables us to open a new market in Europe, seize new and exciting business opportunities in marine navigation aids, and offer a comprehensive range of solutions in the emerging market of obstruction lighting for offshore wind farms. Moreover, ITO Nav aids’ business profile and corporate culture focused on innovation aligns perfectly with our organization’s DNA.”

Technostrobe’s commercial strength will enable ITO Nav aids to further expand its presence in Canada, as well as make inroads into the U.S. and Mexican markets.

“This is a great day for ITO Nav aids, as we join forces with Technostrobe, an industry leader that will pave the way to growth and success,” said Mark de Ruiters, who will remain at ITO Nav aids as Vice-President of Operations. “By combining our complementary strengths, we will become a key player with highly specialized and diversified expertise, as well as a presence in many of the world’s biggest markets.”



Throughout this transaction, Technostrobe counted on the support of its financial partners, namely BDC and Desjardins, as well as the legal and accounting advice of Lavery and BDO.

### **About Technostrobe**

Technostrobe manufactures obstruction lighting systems to protect tall towers that present a potential risk to air traffic. The Québec-based company markets its products in Canada, the U.S. and Mexico, with clients operating in the wireless communication and wind farm sectors. Technostrobe's mission consists in enhancing aircraft pilot safety through innovative, effective and reliable lighting solutions.

### **About ITO Nav aids**

ITO Nav aids is a leader in Northern Europe's marine navigation aid design, manufacturing and maintenance market. It consistently aims to exceed the highest durability and reliability standards, with a focus on operational safety.

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### **Information and interviews:**

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