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“Trilogy Communications continues to show impressive growth”

Trilogy Communications announced full year figures showing positive and sustainable growth in spite of difficult economic conditions. Its range of high quality real-time communication systems are sold primarily into the defence and broadcasting sectors where growth has seen ongoing contracts with a range of high profile clients including Raytheon, Northrop Grumman and the BBC.

Trilogy reported strong growth in its year end figures to February 2011, with revenues increasing to £8.6m and a positive EBITDA (Earnings before interest, tax, depreciation and amortisation) of £1.2m. This continues Trilogy’s robust performance, with a compound annual growth rate of 18% over the last six years.

Trilogy supplies organisations in over 70 countries around the globe across a range of industry sectors. Continued growth in the USA, Europe and the Middle East is matched by expansion into the Asia Pacific region, notably Malaysia and Brunei, where sales are now being made across the entire product range. In Brunei Mercury ES is a core element of a new Joint Operations Centre providing the RBAF (Royal Brunei Armed Forces) with a facility that will deliver command and control capability for military commands and civil organisations at both national and international level, and will be interoperable with its NATO and ASEAN allies and coalition partners.

Commenting on the latest figures Mike Knight, Trilogy CEO, said “Our continued growth is an endorsement of our products and the efforts put in by the entire Trilogy team. We are all looking forward to pursuing further growth in the coming 12 months.”

Trilogy has continued to strengthen its position in the defence sector, now selling its Mercury ES system into eight of the top ten prime contractors. In 2009, following a series of flight tests, the United States Air Force and Raytheon Company declared Initial Operational Capability for a key voice communications component of the U.S. Air Force Distributed Common Ground System (DCGS). Since IOC was declared, the system, which provides real-time, multi-channel voice communications between intelligence operators, has seen significant expansion to existing and new users. Trilogy has also extended its footprint into other sectors with sales into the British nuclear and Australian mining industries.

Based on Trilogy’s successful Mercury technology Mercury ES facilitates network based VoIP communications between different security levels and also across domains whilst ensuring IP separation.

Mercury ES is especially applicable for the defence industry and to the gathering, analysis and distribution of intelligence in real time where information from a number of organisations can be brought together to create the fullest picture possible for time critical operations. This is of particular importance when those organisations have different security clearance levels and are operated by different agencies. The most recent example of this is the contract announcement by Northrop Grumman Systems Corporation for Mercury ES to form part of the U.S. Navy Broad Area Maritime Surveillance (BAMS) Internal Communications (ICS) Program. Trilogy will provide the multi-level security (MLS) intercom for the BAMS UAS to enable mission communications.

In the Broadcast sector the launch of the Gemini Intercom system has reinvigorated sales across its customer base. In addition to the BBC, sales of all of Trilogy's intercom systems and master reference generators remain strong with clients including the ITV, ARD, CBS and TV2 Hungary.

Gemini combines IP connectivity with programme quality audio to suit applications ranging from small single studios to the largest multi-studio, multi-site operations. It addresses the demanding needs of today's broadcast and professional media industries namely: expandable structure to cope as requirements change; choice of operator panels to suit both application and user; simple installation over short and long distances and absolute reliability; to deliver a unique intercom solution that combines full programme quality audio with integrated IP capability.

Trilogy Communications

Trilogy is a world class supplier of Audio Communications and infrastructure equipment to Broadcast, Defence, Emergency Management, and Commercial and Industrial sectors.

Trilogy is a name synonymous with innovative design, ease of operation and reliability. The company's products and systems are used in more than seventy countries around the world.

www.trilogycomms.com

Foresight Group

The main institutional investor in Trilogy is Foresight Group, a UK venture capital partnership with a twenty year track record in investing in businesses driven by technology.

www.foresightgroup.eu

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