

Company Overview

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What year was EMS Technologies founded and what is the company's industry and market focus?

Founded in 1968, EMS Technologies, Inc. (Nasdaq: ELMG) is a leading provider of wireless connectivity solutions over satellite and terrestrial networks. EMS keeps people and systems connected, wherever they are — on land, at sea, in the air or in space. Serving the aeronautical, asset tracking, defense, and mobile computing industries, EMS products and services enable universal mobility, visibility and intelligence.

Where is EMS headquartered?

EMS Technologies' corporate headquarters is in Atlanta (Norcross, Ga.). The company operates major manufacturing facilities in Atlanta, Moorestown, N.J., and Ottawa.

How many employees does EMS employ?

We employ more than 1,200 workers.

Company Leadership

Who is your president and CEO?

Dr. Neilson A. Mackay was named president and CEO of EMS Technologies in November 2009.

Who is chairman?

John Mowell serves as both executive director and chairman of the EMS Board of Directors. Mr. Mowell has been an EMS director since 1984 and currently is president of Mowell Financial Group in Tallahassee, Fl.

Financial

What is the company's stock symbol and where is it listed?

NASDAQ: ELMG

What are your latest corporate wide financial results?

For third quarter 2009, EMS reported \$5.8 million in earnings from continuing operations, or \$.38 per share, on revenues of \$85.7 million.

For fiscal year 2008, EMS reported net earnings of \$20.5 million, or \$1.31 per share, on revenues of \$335 million.

Organization and Products

How is EMS organized?

EMS has four business units -- EMS Defense and Space, EMS Aviation, EMS Global Tracking and LXE.

What products and industries are served by EMS' divisions?

These are the product and industry offering of EMS by division:

- **EMS Aviation** – a leading supplier of connectivity and in-cabin infrastructure equipment for a broad range of commercial and military aircraft. The division enables reliable worldwide Internet connectivity and in-flight entertainment, satellite-based messaging and tracking, rugged data storage and data recording/replay. It is a leader in Inmarsat, Iridium, Ku-band and air-to-ground connectivity systems, including proven commercial off-the-shelf (COTS) technology.
- **EMS Defense & Space** – a leading supplier of antenna systems and beam management for a broad range of military and commercial applications, including mobile network-centric operations, radar for battlefield visibility and commercial aero connectivity. The division's hardware products and systems enable secure and vital RF links in the air, in space, at sea and on the ground.
- **EMS Global Tracking** – a leader in global telematics providing global, end-to-end tracking and monitoring solutions for transportation, security, maritime and the oil and gas industry. This business helps companies locate, track and communicate with mobile assets, safeguard their fleets, cargo and personnel, and monitor their fixed and mobile assets in the most hostile or remote terrains in the world.
- **LXE** – a leading manufacturer of rugged vehicle-mounted, handheld and wearable mobile computers. LXE helps companies extend corporate networks to mobile workers in demanding conditions by providing easy-to-use, tough and reliable wireless computers.

Customers

Who are some of your larger customers?

In the Defense arena, EMS customers include first and second-tier defense contractors, among them BAE Systems, Boeing, EADS Astrium, Harris, L3, Lockheed Martin, Northrop Grumman Raytheon, and Thales. In addition, EMS serves several government clients worldwide, including U.S. Department of the Air Force, U.S. Department of the Navy, the U.S. Army, Netherlands Air Force, Belgian Air Force, Danish Air Force, Canadian Air Force, and Brazilian Air Force.

Within supply chain and logistics operations, EMS serves some of the largest and most respected companies in the world, including APM Terminals, Hutchison Port Holdings, DHL Exel Supply Chain, Agility, Caterpillar, Ford Motor Company, Anheuser-Busch InBev, Procter & Gamble, SC Johnson, Unilever and Georgia-Pacific.

Within the aviation market, EMS serves Bombardier, Inc., Dassault Aviation, Gulfstream Aerospace Corp., Honeywell, Boeing, Airbus, LiveTV, Aircell, Thales, Panasonic, Panasonic, Jet Aviation, Wackenhut, Bell Helicopter, Augusta/Westland, Chevron, Sikorsky Aircraft Corp., MedSTAR Transport, Airlift Northwest, Rotorcraft Leasing, Transport Canada, the German Army, the French Maritime Patrol, a variety of global Heads of State and Era Helicopter LLC.

Within the asset tracking and maritime arena, EMS customers include NATO and other government organizations as well as Lockheed Maritime, Omnilink, Marine Instruments, Geoeye, Sky-Fix, GC Net, Tristar and Tesacom.