

RESON A/S

Providing Underwater Acoustic Solutions for Over 30 Years

RESON A/S is the holding company of the RESON Group, with corporate headquarters in Denmark. A global company that is a world leader in the manufacture of sonar systems with registered trademarks such as SeaBat and the trademarked PDS2000, both leading brands in the industry.

RESON manufactures high-quality underwater acoustic systems, specialising in the design and development of advanced multi-beam sonar systems, transducers and hydrophones, as well as software.

Since its establishment some 34 years ago, RESON has undergone many changes from b

eing a company just manufacturing homogenisers for small markets, to now being the global market leader in the sonar system market, with established subsidiaries in the US, the UK, Germany, the Netherlands, Singapore and representatives located in 30 countries.

In the Beginning

RESON's continuous growth as a company and its increasing number of products has taken place through a carefully planned growth strategy. The company started in 1976 with the launch of homogenisers based on ultrasonic technology. This was followed in 1982 with the development of the first series of transducers. After the production of the first SeaBat multi-beam sonar systems in 1989, several more advanced series followed. Then in 2003 they also developed PDS2000 survey software.

The company increased its inter-national presence by establishing subsidiaries abroad: RESON Inc, USA (1984), RESON Offshore Ltd UK (1992), and RESON GmbH, Germany (1999). In addition, they acquired Navitronic Systems and RESON BV, the Netherlands.

RESON shareholders include three of the leading private equity funds in Denmark, namely, LD Equity, Dansk Erhvervsinvestering, and Dansk Kapitalanlaeg.

Today

With a Mission Statement that reads 'RESON creates value for the customers through intelligent use of underwater acoustic knowledge and technology', it is evident that the company prides itself on its ability to ensure that their customers make a healthy profit and create a sustainable business based on products and solutions enabling them to make informed business decisions that can drive their profitability.

RESON's main business has historically been in the hydrographic area, in which they are the market leader for shallow water applications. This section of the business contributes to more than half of the total revenue with the offshore segment being the second largest.

Despite the economic global downturn, RESON's markets continue to have demands for advanced sonar solutions. With the increasing number of applications supported by the company's proprietary multi-beam technology and the market leading price/performance ratio, RESON expects its market share to keep growing.

RESON has a highly diversified blue-chip customer base, consisting of governments, government institutions and authorities, oil and gas contractors, rental companies, survey companies, prime defence contractors and marine research institutes.

SeaBat

RESON has, to date, delivered more than 1,100 SeaBat Multi-beam sonar systems, to international customers, the majority of which are still in service today. Over a period of 20 years, RESON has sold more multi-beam sonar systems than any other company. The performance and longevity of the systems in the field has justifiably positioned SeaBat as the leading brand in the industry. RESON's systems, such as the 8101 shallow water surveying sonar, have set the market benchmark for performance over more than 10 years, based on their superior price/performance ratio, reliability and history of impressive results in field operations. An investment of more than EUR35m in its 7000 series has resulted in a significant move forward in technology. RESON has secured its position at the front of the multi-beam market for many years to come, offering a most attractive platform for any buyer.

Opportunities

Kim Lehmann, the CEO of RESON, says "Even in these challenging times, several of our business units are showing promising opportunities. More importantly, RESON's financial and investment partners remain committed to RESON and its continued development of market leading technology." He continues "I am looking forward to taking RESON into the next phase of business development, where we will be launching a number of new products, solutions and services to improve efficiency for our customers."

Among the products are the new versions of SeaBat 7101 and 7125-SV. The Standard Version will offer basic functionality and will allow users to perform operations to international standards, whilst the Efficiency Version will provide all the levels of the Standard, but with additional features such as roll stabilisation and additional footprint geometries which translate directly into efficiency for the user. In the design and development of underwater acoustic equipment, RESON continuously strives to meet the ever increasing requirements for fast mobilisation, cost-effective survey performance and high-quality operational capability.

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