

U.S. Commercial Service and Congressman Trone honor Thales Defense & Security, Inc. with Export Award

- Thales Defense & Security, Inc. was awarded the International Trade Administration Export Achievement Certificate.
- With the support of the U.S. Commercial Service the business entered new international markets for the first time this year.
- Secretary Kelly M. Schulz of the Maryland Department of Commerce recognizes the business with the Secretary's Citation.



(Left to right: Ian Steff, Assistant Secretary for Global Markets, U.S. Commercial Service, Mike Sheehan, CEO, Thales Defense and Security, Inc., U.S. Congressman David Trone, and Carla Merritt, Senior Business Development Representative, Maryland Department of Commerce) © Thales

Today, Congressman David Trone of Maryland joined the U.S. Commercial Service's Assistant Secretary for Global Markets Ian Steff, to award Thales Defense & Security, Inc. with the International Trade Administration Export Achievement Certificate. This award recognizes the business for significantly increasing U.S. defense export sales in new international markets.

"Thales Defense & Security, Inc. manufactures elite technologies for the U.S. Armed Forces and then exports those technologies to U.S. allies around the world via connections we help arrange with foreign governments," said Ian Steff, who performs the non-exclusive duties and functions of Assistant Secretary for Global Markets. *"The company's resourcefulness and proven tactics have helped it secure multi-million-dollar sales in key international markets."*

Created in 2001 by the U.S. Commercial Service, the program aims to support U.S. businesses as they seek to gain traction in foreign markets. Since 1964, Thales Defense & Security, Inc. has been a member of the U.S. defense industrial base and with the support of the U.S. Commercial Service was able to enter new international markets for the first time this year.

"Defense exports are a key driver of Maryland's economy," said Congressman Trone. *"When U.S. businesses increase sales overseas, they create new jobs here in Maryland. With the help of the U.S. Commercial Service, the Sixth District's own Thales Defense & Security, Inc. developed an aggressive global sales strategy."*

In further recognition of the business' achievement growing export sales, Maryland's Secretary of Commerce, Kelly M. Schulz, recognized the business with the Secretary's Citation.

“The Commercial Service has provided invaluable support helping us significantly increase our international sales,” said Thales Defense and Security, Inc.’s CEO Mike Sheehan. *“The connections our company made at the Commerce Department’s TradeWinds mission in India are helping us sell U.S. manufactured equipment into the South Asian market.”*

Thales Defense & Security, Inc., a subsidiary of Thales Group, provides world-class ground tactical, airborne and avionics, naval and maritime, and security capabilities for U.S. forces and friendly nations from its main facility in Clarksburg, Maryland. The company has sold more than 300,000 radios, vehicle adapters, tactical repeaters and base stations domestically and abroad to over 30 countries worldwide.

Notes to editors

Thales Defense & Security, Inc., a subsidiary of Thales Group, is a U.S. Government-regulated defense company operating under the requirements of a Proxy Agreement with the U.S. Department of Defense’s Defense Security Service to mitigate Foreign Ownership, Control or Influence. The organization is managed by a proxy board which is appointed independently and composed entirely of U.S. citizens, who are responsible for day-to-day business operations and the safeguarding of classified information of the U.S. Government. As such, Thales Defense & Security, Inc., is approved to work on the full spectrum of U.S. Government classified and unclassified projects, and is positioned to support strategic partnerships in the development of key technologies for the U.S. and international defense market.

About Thales

The people we all rely on to make the world go round – they rely on Thales. Our customers come to us with big ambitions: to make life better, to keep us safer. Combining a unique diversity of expertise, talents and cultures, our architects design and deliver extraordinary high technology solutions. Solutions that make tomorrow possible, today. From the bottom of the oceans to the depth of space and cyberspace, we help our customers think smarter and act faster - mastering ever greater complexity and every decisive moment along the way. With 80,000 employees in 68 countries, Thales reported sales of \$22.4 billion in 2018, on a pro forma basis including Gemalto.

In the United States, Thales has conducted significant research and development, manufacturing, and service capabilities for more than 100 years. Today, Thales is present in 22 states, operating 46 different facilities and employing more than 5,000 people. Working closely with U.S. customers and local partners, Thales is able to meet the most complex requirements for every operating environment.

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