

MTSI installs its 50th Leica iCON Alpine system for measuring snow depth

Dardilly, 10 December 2018

MTSI (a subsidiary of Delta Drone) just celebrated, at the beginning of the 2018/19 winter season, the 50th installation of a Leica iCON Alpine system for measuring snow depth at the La Plagne (Savoie) ski resort. The partnership entered into just over a year ago (cf. press release dated 18 September 2017) has thus fulfilled all its promises and means MTSI can look forward to reporting satisfactory growth for its activity during the 2018 financial year, exceeding +40% (revenue of €786K in 2017).

As a reminder, pursuant to this partnership, MTSI is responsible for creating and updating 3D Digital Terrain Models using LiDAR data (as well as photogrammetric mapping by drones). These data will then be integrated into the Leica iCON Alpine system on board slope groomers, thus allowing for the optimal snow management of ski slopes. MTSI is also responsible for the sale, installation and maintenance of the systems on board slope groomers.

Ski areas have become aware of climate-change issues and their direct impact on winter activities, making snow, and particularly artificial snow, a precious raw material. Management has evolved and must now look more toward qualitative approaches: the quality and safety of the slopes, on the one hand, via closely managed snow production, and decreased energy consumption (fuel for the groomers, electricity and water for the production of artificial snow), on the other hand.

Knowing and adapting the depth of snow in real time and in all skiable areas on the property make it possible to optimize the production and storage of snow in a targeted and reasoned way.

MTSI is fully committed to assisting ski resorts in dealing with this change in how snow cover needs to be managed. As an official distributor of Leica iCON Alpine, MTSI installs the equipment and then trains and provides technical support for the resort crews throughout the season.

It should be mentioned that this process makes it possible to meet certain requirements necessary to qualify for the *Flocon Vert* ("Green Snowflake") certification with respect to energy savings and optimizing water consumption for the production of artificial snow in order to adapt to the effects of climate change. *Flocon Vert*, is an official label guaranteeing the commitment to sustainable development of mountain tourist destinations (<http://www.flocon-vert.org/>).

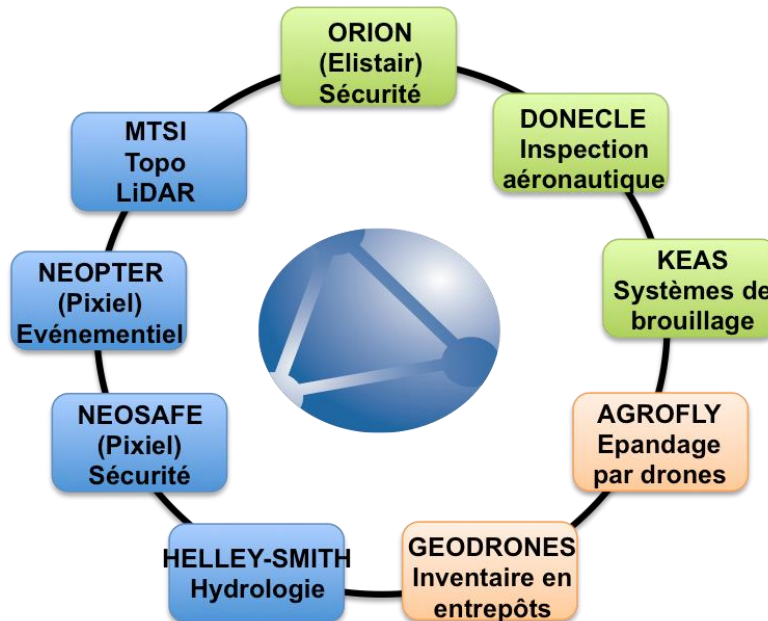
MTSI's development is perfectly in line with the Delta Drone Group's strategy of positioning itself as a systems integrator and service provider, bringing together a relevant system and the know-how of specialists.

This strategy makes it possible to put together industry-specific solutions adapted to a client's needs. The services provided are carried out:

- by a fleet of multipurpose, fixed-wing and rotary-wing drones. The added value comes from the chain of value built around the *Delta Drone Cloud Information System* IT platform that ensures the regulatory management, traceability, security, delivery and storage of assignment results. This is applicable for assignments in mines, quarries, the inspection of telecommunications antennae, agriculture, etc.
- thanks to a range of specific drone systems: Neopter for events, Geodrones for warehouse inventory, Agrofily for crop-spraying by drone, Neosafe and Orion for security and Donecle for aviation inspections.
- by using other means of aerial (helicopter, plane, ULM, satellite) and ground (Helley-Smith for hydrology) data acquisition.

In any event, this approach applies to areas in which “dronification” is inevitable and for which the potential for international development has therefore been identified.

Now, at the end of 2018, Delta Drone has a diverse range of professional offers that is unrivalled on the market:



All these industry-specific solutions, some of which are still under development (Neosafe, Geodrones), draw on a top-tier clientele and/or solid partnerships (Leica Geosystems, Puy du Fou, Geodis, Delta Air Lines, Air France, EDF, etc.).

About Delta Drone: *The Delta Drone Group is a renowned international player in the field of civilian drones for professional use. It offers a complete service, from data acquisition to data processing through a specifically developed information system, including a supply of professional pilots.*

Delta Drone is listed on Euronext Growth Paris. ISIN code: FR0011522168

4 166 666 BSA are also listed on Euronext Growth Paris. ISIN code: FR001329977

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