



ORBITAL®

ASX RELEASE

**For Immediate Release:** 10 January 2017

## **Collaboration Agreement with FLSmidth opens new opportunities for REMSAFE**

- REMSAFE and FLSmidth execute a Collaboration Agreement, opening up new sales opportunities for REMSAFE and strengthened sales capability in Australia outside of Western Australia
- REMSAFE isolation systems are FLSmidth's preferred isolation system, enabling FLSmidth to offer its bulk product handling equipment with an integrated turnkey remote isolation solution.

### **REMSAFE – Agreement opens up new sales opportunities**

Orbital Corporation Limited (ASX: OEC) ("Orbital" or "the Company") is pleased to announce that its wholly owned subsidiary, REMSAFE Pty Ltd ("REMSAFE"), has executed a Collaboration Agreement ("Agreement") with FLSmidth Pty Ltd ("FLSmidth"), a global supplier of conveyors and other associated bulk handling, mining and processing related equipment, currently providing engineering solutions to the global coal, copper, gold, iron ore, fertilizer and cement industries.

Under the Agreement FLSmidth will promote sales of the REMSAFE proprietary remote isolations systems to its Australian client base and becomes the preferred installer of REMSAFE systems outside of Western Australia.

REMSAFE isolation systems are designed and built to the required SIL (Safety Integrity Level) rating, making them the system of choice to safely de-energise mining equipment with minimal down time. The Agreement will enable REMSAFE to leverage FLSmidth's significant global client base and for the REMSAFE remote isolation systems to become the standard system deployed through FLSmidth's future projects.

Rob Wilson, CEO of REMSAFE, said: "This is an exciting step forward for REMSAFE. FLSmidth is a highly reputable global mining equipment supplier and servicer with an extensive customer base. This agreement opens up substantial new sales opportunities for REMSAFE and represents a highly complementary partnership."

REMSAFE systems deliver best in class remote isolations of large mining equipment, substantially increasing productivity and personnel safety by eliminating time consuming and potentially high risk manual isolations, where arc-flash in substations presents a significant danger. The system typically reduces the isolation time on major equipment to a few minutes, minimizing production down time.

Mark Clifford, Country Head Australia of FLSmidth added: “We see this as a great opportunity to improve our product offering in the mining equipment market. We consider the REMSAFE isolation systems to be the system of choice that safely de-energises and isolates bulk handling and mineral processing related equipment with minimal downtime, thus increasing productivity for customers. FLSmidth considers REMSAFE the ideal partner for us to be able to offer this capability to our customers. In addition, this gives us opportunities to increase our installation and maintenance service to the mining industry.”

The parties have already commenced work on assessing potential project opportunities where the REMSAFE system could be implemented.

## About REMSAFE

---

REMSAFE is the world’s leading custom engineered and installed, SIL rated, remote isolation system that minimises isolation downtime safely to maximise production performance, profitability and safety.

The technology and the solution were developed in Western Australia to meet the high SIL safety rating called for by major mining companies. REMSAFE has been successfully deployed in Pilbara based applications by the state’s major iron ore miners: BHP-Billiton Limited, Rio Tinto Limited and Fortescue Metals Group Limited. More recently REMSAFE has been installed in an Anglo American coal operation in South Africa, demonstrating the capability of REMSAFE to expand into new regions and markets, placing REMSAFE firmly on the global stage as a leader in the supply of remote isolation systems.

## About FLSmidth

---

FLSmidth is a leading supplier of equipment and services to the global cement and minerals industries, supplying everything from single machinery to complete cement plants and minerals processing facilities including services before, during and after the construction. FLSmidth, formed in 1882 in Denmark, today employs close to 13,000 people worldwide in more than 50 countries worldwide, with revenue in 2015 of EUR2,642bn.

### ENDS

*REMSAFE is a world leader in the development and deployment of custom engineered Safety Integrity Level (**SIL**) rated, IEC 61508 certified Remote Isolation Systems (**RIS**). REMSAFE increases production time by streamlining isolations, reducing machine downtime, recovering lost minutes & hours in shutdown & maintenance routines. REMSAFE secures Human Life by ensuring a safer workplace.*

*Innovation developed in West Australian to address the rigours of the Mining & Resources sector has seen REMSAFE deployed successfully into Tier One Mining operations of the Pilbara, such as BHP-Billiton Limited, Rio Tinto Limited and Fortescue Metals Group Limited. Recent success has led REMSAFE into the overseas resources market with the addition of Anglo American coal operations in South Africa as a valued client.*

# CONTACTS

---

## Terry Stinson

CEO & Managing Director

Tel: +61 8 9441 2311

Email: [AskUs@orbitalcorp.com.au](mailto:AskUs@orbitalcorp.com.au)

Website: [www.orbitalcorp.com.au](http://www.orbitalcorp.com.au)

## About Orbital

**ORBITAL is an innovative industrial technology company.**

*ORBITAL invents and builds smart technology that delivers improved performance outcomes for our clients in the aerospace, mining & industrial and consumer sectors.*

*ORBITAL operates on a global scale and is headquartered in Perth, Western Australia. From a world class facility, ORBITAL's innovation magic takes shape – from research and design to development, manufacturing and implementation.*

*Delivering state-of-the-art products and services within the industrial technology sector is what we do.*

*ORBITAL's technology leadership is exemplified by the patented REMSAFE remote isolation system for global mining and industrial applications and Orbital's® UAVE business that produces and supplies engine and propulsion systems for unmanned aerial vehicles.*