

**PROTECTING PEOPLE AND STATES**

A 360° protection offer of major events and sensitive sites

OBSERVATION  
& SURVEILLANCE

CBRN THREAT  
DETECTION

INTRUSIONS DETECTION  
& IDENTIFICATION

CYBER SECURITY  
& DIGITAL THREAT ANTICIPATION



Paris, November 5<sup>th</sup>, 2019

**PRESS BOOK**

## **A 360° PROTECTION OFFER OF MAJOR EVENTS AND SENSITIVE SITES**

Leading players in the **Defense and Security sector** in France & abroad, Bertin Technologies, Exensor, Bertin IT and CNIM Air Space (**CNIM Group companies**) will be exhibiting at the **GICAT Pavilion** to present their complementary operational solutions dedicated to **the protection of people and the surveillance of the interests of States and communities.**

This event will be the opportunity to highlight our news:

- **New contract:** Exensor & Siltec announce the signature of a major contract with the Polish Ministry of Defense to supply 116 Unattended Ground Sensor (UGS) systems
- **CNIM Air Space**, formerly Airstar Aerospace, joined the CNIM Group in March 2019. Thanks to its experience gained in projects designed for the benefit of major actors in defense, security and space, CNIM Air Space now offers **a complete range of tethered aerostats dedicated to surveillance** and communication missions.
- **Bertin Technologies** offers a comprehensive range of surveillance solutions, both through the provision of **proprietary solutions for CBRN threats detection** and **complex optronic systems**. In 2017, the group acquired **Exensor**, a world leader in the supply of **sensors and networks for the protection of sensitive areas**.
- **Bertin IT** completes this offer of 360° Protection of Forces and States, with reliable and efficient **cyber intelligence** and **cybersecurity** solutions.

Meet our teams at Milipol, **Hall 5 - Booth G179** (under GICAT Pavilion).

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# A 360° PROTECTION OFFER OF MAJOR EVENTS AND SENSITIVE SITES

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## EXENSOR & SILTEC ANNOUNCE THE SIGNATURE OF A MAJOR CONTRACT IN EASTERN EUROPE

**Exensor, a subsidiary of Bertin Technologies (CNIM Group), and its partner Siltec, have been selected by the Polish Ministry of Defense to supply 116 Unattended Ground Sensor (UGS) systems designated for Reconnaissance and Intelligence Gathering operations.**



*Unattended Ground Sensor (UGS) networks ©T.Leaud - Exensor*

During the [Milipol exhibition](#), Villepinte Paris, November 19<sup>th</sup>-22<sup>nd</sup> 2019, Exensor a subsidiary of Bertin Technologies (CNIM Group) announces **the signing of a major contract with the Polish Ministry of Defense**, a key step into the Eastern European strategic market.

Following a call for tenders, **Exensor, together with its Polish partner Siltec, won the contract for the supply of 116 sets of UGS systems including logistics** and training services. The systems will be designated to Reconnaissance and Intelligence forces in order to conduct mission critical operations. The total contract value exceeds 15 million euros and the ordered systems will be delivered within 2019-2022 time frame.

**As an international leader in design, development and supply of Unattended Ground Sensor (UGS) networks**, Exensor's Flexnet provides a fully integrated and wireless sensor platform operating over a self-healing Mesh Radio Network, controlled through a user-friendly Command and Control platform. Flexnet is a Force Multiplier offering a multi-mission capability, suitable for several types of missions including persistent wide area surveillance, force protection and intelligence gathering.

Exensor will supply to the Polish Armed Forces a completely integrated and scalable sensor and camera UGS platform including the **latest version of the UMRA Mini seismic and acoustic sensor with replaceable battery** as well as the **tactical Scout motion camera equipped with Bertin's CamSight LP Thermal Imaging camera module**. *"The collaboration with Exensor has been a success and we expect to continue and strengthen our cooperation for the years to come"* says Daniel Mieniewski, Chief Operations Officer at Siltec.

*"Exensor's team always aims to exceed the expectations of our customers. This is reflected in our core vision & values and is an integral part of our daily work"* says Marcus Rosenqvist, Vice President Sales & Marketing at Exensor Technology. *"We won this contract with the Polish Armed Forces in strong competition with major international UGS solution providers, marking the strategic position of Exensor in providing surveillance and reconnaissance systems."*

## A COMPLETE RANGE OF TETHERED AEROSTATS, DEDICATED TO LONG-TERM SURVEILLANCE AND COMMUNICATION MISSIONS

CNIM Air Space, formerly Airstar Aerospace, joined the CNIM Group in March 2019. Through this acquisition, the CNIM Group intends to become **the European leader in aerostat-based platforms** for Defense and Security.

Thanks to its strong experience gained in projects designed **for the benefit of major actors** in defense, security and space – Thales group, Airbus Defence & Space, French Defence Procurement Agency (DGA) – CNIM Air Space now offers a complete range of tethered aerostats dedicated to surveillance and communication missions.

Due to their duration or their need of stationary position, standard drones or aircrafts cannot achieve some missions. CNIM Air Space's tethered aerostats offer to the civil security, the military and the security professionals **the necessary persistence** to achieve missions **over several months** while being competitive in terms of logistics and operational costs.

CNIM Air Space's tethered aerostats can take onboard **any kind of payloads** (EO/IR camera, relay antenna, radar, etc.), **up to 250 kg** (for the Condor tethered aerostat), to transmit to the ground station the reliable and necessary information for decision-making.



*Condor tethered aerostat © CNIM Air Space*

### Focus on the White Hawk tethered aerostat



*White Hawk tethered aerostat © CNIM Air Space*

The White Hawk is a 40m<sup>3</sup> elliptical tethered aerostat that can be deployed in only 45 minutes by 2 operators. It can take onboard 5 kg of payloads, at 200 meters high.

Thanks to **its low logistical footprint and its ease-to-deploy process**, the White Hawk is a surveillance or communication platform perfectly adapted **to secure large events** and to protect sensitive sites or theatres of operation.

**Contact:** Alice CLECH, Marketing and Communication Manager, CNIM Air Space. Mobile: +33 (0)7 85 63 72 69 | Email: [alice.clech@cnim-air-space.com](mailto:alice.clech@cnim-air-space.com)



## STATE-OF-THE-ART SOLUTIONS FOR THE DETECTION & IDENTIFICATION OF ALL CBRN\* THREATS

Increasingly facing with terrorist organizations, governmental authorities have to develop new solutions and technologies for the detection and identification of CBRN\* threats. To support this approach, Bertin Technologies – a subsidiary of CNIM Group – designs & markets **a comprehensive range of high-performance solutions dedicated to all CBRN threats**. To this date, Bertin is the only French manufacturer able to offer proprietary solutions to answer the needs of first responders, for the whole CRBN threat.

### Nuclear & Radiological

With its strong experience in providing radioactivity detection equipment to the leading civil actors of the nuclear sector, Bertin addresses security issues for men & lands, with systems such as:

- The **SaphyRad MS, multiprobe survey meter especially designed for CBRN and HAZMAT\*\* teams**. Its ruggedized housing and ergonomic interface make it easy-to-use, even in harsh environment. This instrument allows for **first controls**, especially on people and/or vehicles, **to find radioactive sources in real-time** and **to measure contamination on all surfaces**.



*Multiprobe survey meter SaphyRAD MS  
© Thomas Léaud, Bertin Technologies*

- The **SaphyGATE GN, a smart radiation portal monitor for vehicle & load control**. Following the highest quality standards, this new Radiation Portal Monitor aims at **monitoring illicit movements of radioactive materials** in critical sites such as customs, harbors or airports. It provides noninvasive inspection of vehicles and containers.

### Biological

In order to support CBRN teams and first responders in case of suspicious biological warfare agents, Bertin developed the **Coriolis range – handheld & ruggedized bio-air samplers** – to collect and concentrate bio-aerosol particles, so the sample is compatible with all types of analysis methods. Combined with the new all-in-one qPCR kit Biotoxis – **which simultaneously detects and identify the 3 main agents of the biological threat** (B. anthracis, Y. pestis and F. tularensis, 3 pathogens) – those solutions allow for a **quick & reliable answer for an immediate response** in case of proven biological attacks.



*Bio-air sampler Coriolis Compact  
© Thomas Léaud, Bertin Technologies*

### Chemical

Compact, lightweight and adaptive, **Second Sight MS** is the only **standoff chemical and toxic gas cloud detector for real time surveillance and source localization**, capable of providing a comprehensive understanding of the situation. Able to identify chemical warfare agents & toxic industrial compounds, Second Sight MS also **detects impure gas – known or mixed – for an improved capacity for action**.

\*Chemical, Biological, Radiological & Nuclear

\*\* HAZardous MATerials

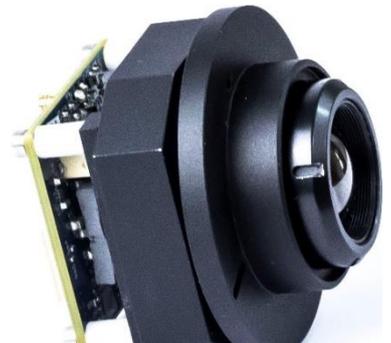


## HIGH-PERFORMANCE OPTRONIC SYSTEMS TO ANSWER SECURITY ISSUES

In an international context, characterized by global conflicts, being able to see without being seen, by day or by night in a complex environment, is essential for the Armed Forces missions, such as surveillance & reconnaissance, land situational awareness, moving target chasing, threat detection and search & rescue. Bertin Technologies provides **state-of-the-art optronic devices** to support its customers in their missions, in any light and visibility condition.

Following the development of the PeriSight (vision enhancer) and FusionSight (handheld night/day vision enhancer providing **smart fusion**), Bertin launched its own range of OEM cameras. Targeting vehicle integrators and manufacturers, Camsight modules are compact camera modules integrated into the heart of complex optronic systems. Reliable and easy to maintain, they are available in several versions: thermal (infrared), low-power thermal and low-light level (high sensitivity).

Released in 2019, the new CamSight LP module, ultra compact and low-power, is designed to be integrated within complex optronic systems . Energy-sufficient ( $\leq 1$  W), its high performances allow it to address all surveillance applications & infantry missions, by day or night, even in harsh environments. It can also be integrated **into UAV platforms** (drones) or **Unattended Ground Sensors Systems, like Exensor's** (the world leader in wireless sensor platforms for the protection of critical areas- acquired by Bertin in 2017).



*CamSight LP, ultra-compact OEM module © Bertin Technologies*



*PeriSight module for Driver Vision Enhancement (DVE) © Arquus-Scarabee*

Bertin Technologies also provides **long-range optronic solutions** such as **PeriSight**. Especially designed for integrators for land and sea applications, PeriSight is **a network of imaging sensor modules dedicated to armored vehicles or critical sites' security systems**, offering thermal vision as well as long-range color low-light capability (up to 5 km with PeriSight Zoom), to significantly improve field situations' understanding.

**Contact :** Armelle Chavanet, Content Marketing Manager, Bertin Technologies.

Mobile: +33 6 44 12 63 06 | Email: [armelle.chavanet@bertin.fr](mailto:armelle.chavanet@bertin.fr)



## PROTECTION OF DIGITAL AND CYBER SPACE

Bertin IT is a software editor dedicated to information system security and advanced digital and voice data processing. Its offer in Cyber Security and Cyber Intelligence is based on more than 15 years of collaboration with the Ministry of Armed Forces on issues of classified information and open source intelligence. With isolation and filtering properties, its gateway to securing exchanges between sensitive domains is a tool for compliance with LPM and NIS Directive. Its cyber intelligence platforms are used by many state agencies and large corporations for threat anticipation and investigation. Its wide range of software solutions specialized in Cyber Intelligence and Cyber Security ensures a 360-degree protection of your event structure in the digital and cyber space.

### Protect Sensitive Information Systems

Cross Domain Solution (CDS), CrossinG allows to control and secure the interconnection between networks with different sensitivity levels. An alternative to airgap segregation, CrossinG is a high-performance, ergonomic, single- or two-way security appliance. Its high control, filtering and isolation properties ensures the integrity and confidentiality of exchanges in critical environments.

### Improve vigilance in cyber-space

With **AMI EI**®, **MediaCentric**® and **MediaSpeech**®, Bertin IT offers a full range of products for the in-depth monitoring and analysis of Cyber information such as open sources from the Web, social networks, media and personal exchanges.

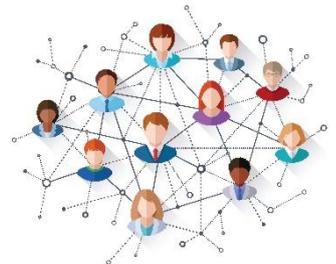
### Set up Global Collaborative Strategic Intelligence



Through a 24/7 collection of millions of multilingual web, press and multimedia sources, as well as its advanced analytical functions, AMI EI provides a global informational overview for decision making in the geopolitical and strategic fields. The customized diffusion and collaborative sharing functions are tailored for large organizations.

### Identify and anticipate threats for the state and the organizations

The cyber intelligence platform, MediaCentric® allows you to continuously scan the digital environment to identify risky elements that could affect organizations and individuals. MediaCentric® extracts relevant information to global intelligence for Homeland Security, digital investigation, crisis management and critical infrastructure protection.



### Process and analyze voice interactions



The powerful voice recognition engine, MediaSpeech® enables in-depth analysis of audio and video content. It facilitates voice interactions with applications (input, chat, translation speech to speech). Through the words detection, key phrases and the identification of languages and speakers, it also provides alerts on content related to targets and risky elements for legal and strategic purposes.

**Contact:** Stéphanie AUDONNET, Communication and Marketing Director, Bertin IT  
Phone: +33(0) 139 306 058 | [stephanie.audonnet@bertin.fr](mailto:stephanie.audonnet@bertin.fr)

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## ABOUT CNIM GROUP & ITS SUBSIDIARIES (CNIM AIR SPACE, BERTIN TECHNOLOGIES, BERTIN IT, EXENSOR)

Founded in 1856, **CNIM** is a French equipment manufacturer and industrial contractor operating on a worldwide basis. The Group supplies products and services to major public and private sector organizations, local authorities and national governments in the Environment, Energy, Defense, and high technology markets. Technological innovation is at the core of the equipment and services designed and manufactured by the Group. They contribute to the production of cleaner and more competitive energy, to limiting the environmental impacts of industrial activities, to making sensitive facilities and infrastructures safer and protecting individuals and nation states. CNIM is listed on the Euronext exchange in Paris. It relies on a stable family-based majority shareholding structure committed to its development. The Group employs 2,600 members of staff and had revenues in 2018 of €690 million, 62% of which was for export.

**A major partner in the defense and security sector**, CNIM has been supporting armed forces since 1856. Its range of reliable equipment and solutions, fully tested and at the leading edge of technology fulfills the needs of companies and nation states: **from force projection by land or sea to the protection of individuals in any environment.**

[cnim.com](http://cnim.com)

**CNIM AIR SPACE**, formerly Airstar Aerospace, joined the CNIM Group in March 2019. CNIM Air Space designs and produces **tethered aerostats, airships, stratospheric balloons, thermal protections for satellites and leads tailor-made projects** for its customers. Its aerostats are dedicated to Defense and Security markets. They are used as aerial platforms to take onboard payloads achieving long and medium-term **surveillance and communication missions**. CNIM Air Space benefits from almost 50 years' experience in high performance flexible materials assembly, gained through projects designed for the benefit of major actors in defense, security and space.

[cnim-air-space.com](http://cnim-air-space.com) | formerly [airstar.aero](http://airstar.aero)

**BERTIN TECHNOLOGIES**, a CNIM Group company, relies on its long history of innovation to develop, produce and market innovative systems and equipment worldwide. Its international activities dedicated to the Defense, Security and Safety markets is structured around two major expertise:

- **The development and supply of leading instrumentation solutions for the surveillance and protection of people and infrastructure:** **Bertin** develops and supplies complete solutions for the detection of Chemical, Biological, Radiological and Nuclear (CBRN) threat as well as high-performance optronics equipment and systems. Following the acquisition of **Exensor**, one of the world's leading players in Unattended Ground Sensors (UGS) systems, Bertin now offers complementary network monitoring solutions. Bertin and Exensor's products are operational and used in a wide range of military and security applications worldwide.

[bertin-instruments.com](http://bertin-instruments.com) | [exensor.com](http://exensor.com)

- **The edition and integration of software solutions dedicated to information system security and advanced digital and voice data processing.** Building on 15 years of collaboration with the DGA on classified information partitioning issues, as well as with various defense & security government agencies, **Bertin IT** offers a unique cybersecurity offer, covering both the in-depth defense of sensitive information systems and threat anticipation, data leak detection and fraudulent activities. Its cyber intelligence platforms are used by several intelligence entities. Through its cyber threat intelligence offer, Bertin IT puts its expert analysts and investigative technologies at the service of major private and public accounts to assess their level of exposure to cyber risk and identify any type of threat that may affect them.

[bertin-it.com](http://bertin-it.com)

## Contacts presse

### Agence Gootenberg

Laurence Colin

[laurence.colin@gootenberg.fr](mailto:laurence.colin@gootenberg.fr)

Tel : +33 1 43 59 00 46

Frédérique Vigezzi

[frederique.vigezzi@gootenberg.fr](mailto:frederique.vigezzi@gootenberg.fr)

Tel : + 33 1 43 59 29 84

### CNIM / BERTIN

Nathalie Sablon

[nathalie.sablon@cnim.com](mailto:nathalie.sablon@cnim.com)

Tél. : +33 1 39 30 62 11