

January 17, 2024

ACSL Ltd.

U.S. subsidiary ACSL, Inc. Signed a Memorandum of Understanding (MOU) for Strategic Partnership with Firmatek, LLC.

- ACSL, Inc. and Firmatek, LLC. signed a Memorandum of Understanding (MOU) for a strategic partnership on January 16, 2024 to further accelerate sales and market development in the US market.
- ACSL delivered 50 SOTENs to General Pacific, Inc. with whom ACSL, Inc. signed an MOU for a strategic distributor partnership, and began marketing SOTENs in the U.S. in December 2023.

ACSL Ltd. (ACSL) hereby announces that ACSL, Inc., our U.S. subsidiary, has signed a Memorandum of Understanding (MOU) with Texas-based Firmatek, LLC (Firmatek), in January 16, 2024, for a strategic partnership to promote the implementation and utilization of drones in various mining and critical infrastructure industries in the U.S. market.

Reason and details of the MOU

Policies related to economic security and environmental considerations are accelerating in the global drone market. In the U.S., the National Defense Authorization Act (NDAA) has been enforced, prohibiting government procurement of Russian and Chinese drones. In addition, DJI, Chinese drone manufacturer, has been designated by the U.S. Department of Defense as a "China Military Enterprise" from October 2022. In this market environment, ACSL believes that it is possible to formulate a positioning based on the keywords "economic security", "enterprise support", and "application-specific".

Against this background, ACSL established its U.S. subsidiary ACSL, Inc. in California in January 2023, and through close collaboration with these potential U.S. customers, ACSL, Inc. has continued to improve its small aerial photography drones SOTEN. Then, in December 2023, ACSL, Inc. delivered 50 SOTENs to General Pacific, Inc. and began marketing SOTENs in the U.S. We plan to fully expand SOTEN sales in the U.S. from 2024 to meet the demand for various applications.



SOTENs exported to the U.S.

Firmatek is a provider of drone services in various mining and critical infrastructure industries; the company began offering drone solutions in 2016 and is already active in all areas of the mining, landfill and waste management, electric utilities, disaster response, and construction.

In response to the recent emphasis on economic security in the drone market, ACSL Group will further accelerate its sales and market development in the U.S. market by signing a Memorandum of Understanding (MOU) with Firmatek for a strategic partnership to promote the implementation and utilization of drones in various mining and critical infrastructure industries in the U.S. market.

■ **About Firmatek, LLC.,**

- Name : Firmatek, LLC.,
- Headquarter : 8620 N. New Braunfels Ave, Ste. N105, San Antonio, Texas 78217
- Position and name of representative : Chief Executive Officer Lauren Elmore
- Business : Data and drone services company serving the mining, aggregates, solid waste, and electric utilities industries
- Established date : June 1989

ACSL Ltd.

ACSL develops, manufactures, and commercializes industrial drones in order to realize labor-saving unmanned operations in industrial applications. ACSL's core technology is in its proprietary autonomous control technology and industrial drones equipped with image processing and AI edge computing technology. ACSL drones are already used in a variety of applications such as infrastructure inspection, postal delivery and logistics, and disaster prevention.

For more information visit <https://www.acsl.co.jp/en/> .

Attention

This document is an unofficial translation of the timely disclosure on January 17, 2024 by ACSL and this is for reference purpose only. In case of a discrepancy between the English and Japanese versions, the Japanese original shall prevail.