



ECA Group and Delair-Tech announce their technological and commercial partnership

Upon the occasion of Eurosatory, Delair-Tech, a designer of professional drone solutions, and ECA, a subsidiary of Groupe Gorgé, specialized in high-tech robotics, announced their partnership for the development of a tactical mini-drone specifically for the defense sector. The novel partnership of a French agency and an SME make it possible to combine agility and innovative capacity with a commercial network and expertise in the world-renowned defense sector.

A joint offer of a tactical mini-drone for the defense sector

Within the framework of their partnership, Delair-Tech and ECA are launching a joint offer of a long-endurance tactical mini-drone specifically for the defense sector. The first product offered in this framework is the DT26M, a Mini-Drone Reconnaissance System, completely designed and produced in France. This observation drone can be deployed in less than 10 minutes from any theater of operation. Silent and discreet, it makes it possible to carry out reconnaissance missions within a 30 km radius of action. Its cutting-edge gyrostabilized turret gives it observation capabilities unequalled for this size drone.

Used both to ensure the security of a vehicle convoy as well as the success of the most complex land operations, the mini observation drones are indispensable tools for making tactical decisions on land.

The solution offered by Delair-Tech and ECA has long been proven under extreme conditions (desert, tropical, and mountainous climates, cold, dust, wind, etc.) This mini-drone, of composite materials weighing 15 kg, is capable of flying for 2-1/2 hours, and is equipped with visible cameras and infrared, making it possible, for example, to see humans up to 2.5 km away, or vehicles from up to 10 km away.



Video is transmitted in real time over a distance exceeding 30 km (a distance tested under difficult conditions) by a secured radio liaison. Advanced encrypting and "video-tracking" functions, formatting of video flows according to NATO standards, robustness and ease of deployment were also developed in order to meet the operational requirements on land in an optimal manner.

The new ground station, being developed at the same time, meets the most recent requirements, and can both put fixed-wing Delair-Tech drones into operation as well as ECA's rotary-wing drones of type [UAV IT180](#), already in service in the French armed forces. This ground station will in the end also make it possible to dispatch ECA robots, thus minimizing the logistical footprint (replacements, training, etc.) when activating robot systems within the armed forces.

[A solution made in France](#)

In addition to Delair-Tech and ECA, the industrial group is also bringing together SME and agency partners throughout the French territory: Bretagne, PACA (Provence-Alpes-Côte d'Azur) and Midi-Pyrénées. It has made it possible to develop a solution, unique to the world, in an agile manner. Production chains have already been established in the region for controlling supply and quality, with a strong impact on employment. "This partnership marks a joint willingness to federate the French industrial ecosystem. It is the alliance of a solid and experienced agency and an SME who are full of agility and innovation, for the creation of a French international champion," stated Michael De Lagarde, the founder of Delair-Tech.

A partnership of high value-added expertise

Delair-Tech is contributing its experience in the civilian markets and thus is able to offer drones that are easy to operate, low-cost, and which benefit from numerous hours of flight on an international scale. ECA is contributing its know-how in the Defense sector in order to adapt the civilian technologies of Delair-Tech to military operational requirements.

"Our offer is solid, agile and economical. Solid, thanks to the recognized experience of ECA for 80 years now in the supply of defense solutions and their logistical support over several decades. Agile, because we are developing custom-made technologies for our customers and are imagining new applications. And lastly, economical, because we are working in extremely competitive sectors, and we know how to offer the best of technology, all while controlling costs," emphasized Guénaél Guillaume, the General Manager of ECA.

The mini-drone market of the DT26M type, for military use, has existed for several years, and numerous armed forces have already been equipped with them. This market has a volume comparable to that of the more recent rotary-wing Defense mini-drones of type IT180. By means of this partnership with Delair-Tech, the ECA group is thus aiming at a significant increase in its aerial drone business in the next few years.



Regarding Delair-Tech

Delair-Tech, a world leader in professional drones, facilitates the decision-making choices of businesses, thanks to its long-range drones and to the unique processing of their images. Created in 2011 by four French engineers, this start-up makes available to professionals unpublished data, collected and analyzed by the only drones in the world certified for flight operations out of the range of the pilot's view. Delair-Tech also offers an integrated solution for data processing, to assist in decisions in businesses of the industry. Already present in 30 or more countries, Delair-Tech has over 60 employees, and provides services in numerous domains, such as agriculture, linear infrastructure, energy, mining, and construction.

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Regarding ECA GROUP

Recognized for its expertise in robotics, automated systems, simulation and industrial processes, the ECA Group has been developing innovative, complete solutions since 1936 for complex missions in hostile and restrictive environments.

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Some of these risk factors are set forth and detailed in our Document de Référence (Registration Document including the annual financial report filed with the French Autorité des Marchés Financiers). This list of risks, uncertainties and other factors is not limitative. Other non-anticipated, unknown or unforeseeable factors could also have material adverse effect on our targets. The Group expressly disclaims any obligation or undertaking to update or revise any forward-looking statements or targets potentially contained in this press release to reflect any change in events, conditions, assumptions or circumstances on which any such statements are based.

ECA Group

The ECA Group is renowned for its expertise in robotics, automated systems, simulation and industrial processes. Ever since 1936 it has been developing complete innovative technological solutions to perform complex missions in hostile or restrictive environments.

Its products are used by a demanding international clientèle requiring the highest levels of safety and efficiency, mainly in the sectors of defence, maritime, aerospace, simulation, energy and industrial equipment.

In 2015, the Group reported revenue of 105.2 M€ for its three Departments: Robotics, Aerospace and Simulation.

ECA Group is a Groupe Gorgé company.

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