

SUCCESS STORY



**CLS – 25 years**  
**An extraordinary economic success story:**  
**the creation of a renowned**  
**international company, specialised in the**  
**provision of satellite services**

*CLS is the story of a small SME, founded in 1986 by the Centre National d'Etudes Spatiales (CNES, French Space Agency) and the Institut français de recherche pour l'exploitation de la mer (IFREMER, French Research Institute for Exploration of the Sea), which, in just 25 years, has developed into an international space group. It is the extraordinary story of men and women who have built a successful international group. CLS started out in 1986 with two sites, in Toulouse and Washington, operating the ARGOS system payload on 2 satellites, and generating a turnover of 2 million euros with a workforce of 30. Today, CLS has a network of 15 offices and subsidiaries around the world, operating 3 different satellite systems, ARGOS/IRIDIUM – OCEANOGRAPHIE SPATIALE – RADAR, representing almost 80 instruments in operation on 40 satellites, and a turnover of nearly 60 million euros in 2010 with a workforce of 400 people.*

*To celebrate this success, CLS is inviting you to  
an exceptional evening in an unusual setting at the Musée des Augustins, in  
Toulouse on Thursday 21 April,  
at 19:00, .*

*Reservations must be made before 15 April 2011  
(Seated dinner) [aproust@cls.fr](mailto:aproust@cls.fr) – +33 (0)6 62 80 45 92*

**THE KEYS TO SUCCESS: DIVERSIFICATION**

For a quarter of a century, the company has implemented a strategy based on diversifying systems and deploying recurrent services.

- **1986 - LOCATION AND DATA COLLECTION : ARGOS**

CLS was born from the ARGOS location and data collection satellite system. The company was founded by CNES on 21 April 1986 and has been operating and selling the services of its Franco-American system since that time. Initially, it was used to track oceanographic buoys transmitting valuable daily information (on currents, temperature, salinity, CO<sup>2</sup> concentration levels, etc.) to the international scientific community (of oceanographers, meteorologists, climatologists).

Very quickly, the system was then used to track animals as well. In this way, CLS helped biologists to unravel the mysteries of migratory animals. In 1986, a portable transmitter for a turtle weighed 5kg... Today, the smallest transmitter weighs 5g. Then, faced with threats to fish stocks, the system was used to track fishing boats. At the same time, since piracy was on the increase, CLS developed a system to track merchant ships with a view to optimising the protection of the captains and their crews. On top of this, the use of the system to track explorers and major yachting races added to its media success.

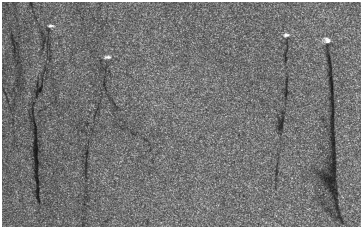
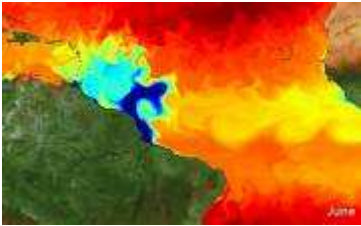
**Press contact:**

Amélie PROUST  
Tel. +33 (0)5 61 39 37 95  
Port. +33 (0)6 62 80 45 92  
[aproust@cls.fr](mailto:aproust@cls.fr)

CLS  
8-10 rue Hermès  
Parc Technologique du Canal  
31520 Ramonville Saint-Agne  
France  
Tel: +33 (0)5.61.39.47.00  
Fax: +33 (0)5.61.39.37.91  
[www.cls.fr](http://www.cls.fr)



## SUCCESS STORY



### • 1990 – SPACE OCEANOGRAPHY

In the 1990s, the company opened its doors to oceanographers and created the space oceanography department. Today, there are more than 70 oceanographers at CLS. They calculate the height of the sea surface, to the nearest millimetre, track the average increase in sea level and its impact on our coastlines, monitor temperature changes in the oceans, study the impact of climate phenomena such as El Niño and La Niña, observe the evolution of continental water reservoirs, predict the emergence of cyclones, measure the ice melt and model the impact of global warming on marine populations as well as the movement of pollution slicks, icebergs and even life-rafts after shipwrecks. CLS has also plotted the sea-level elevation curve for the last 20 years, thus enabling scientists to put forward a compelling argument concerning the greenhouse effect and the urgent need to act. Since the inception of altimetry science, CLS has been operating ocean observation instruments, previously TOPEX-POSEIDON, currently JASON-1 and 2, and soon Altika and Jason-3 in the future.

### • 2000 – OCEAN MONITORING: RADAR

At the turn of the new millennium, CLS added a new activity to its range of services by creating the RADAR applications. This started out with the installation of a system for curtailing illegal fishing in the Kerguelen Islands, and was soon extended to cover the Australian islands of Heard and Mc Donald. This solution eradicated the scourge of illegal fishing in these areas. Building on this success, CLS reinforced its radar expertise and services. In 2008, CLS bought BOOST Technologies, a company specialised in the processing and analysing of high-resolution Radar images for oceanography (of winds, waves, currents) and maritime safety (safety and pollution detection). Then, in 2009, CLS deployed VIGISAT, a station for receiving radar satellite images, based in Brest, and which is unique in France. Today, VIGISAT is the headquarters of the group's radar applications department. The radar department is responsible for detecting oil pollution, providing support for the deployment of off-shore wind energy, fighting against illegal fishing, monitoring maritime traffic, as well as high-resolution monitoring of the oceans. CLS further strengthened its radar service in 2010 with the acquisition of ALTAMIRA INFORMATION, a Spanish company specialised in measuring millimetric ground movements by means of radar. With this new subsidiary, CLS confirms its position as a reference player in the field of radar observation of the planet, on both land and sea.

### Press contact:

Amélie PROUST  
Tel. +33 (0)5 61 39 37 95  
Port. +33 (0)6 62 80 45 92  
[aproust@cls.fr](mailto:aproust@cls.fr)

CLS  
8-10 rue Hermès  
Parc Technologique du Canal  
31520 Ramonville Saint-Agne  
France  
Tel: +33 (0)5.61.39.47.00  
Fax: +33 (0)5.61.39.37.91  
[www.cls.fr](http://www.cls.fr)

### CLS, OR HOW AN SME BECAME AN INTERNATIONAL GROUP

A successful diversification strategy that has positioned CLS as the world's leading provider of integrated services in the fields of environmental monitoring, sustainable management of maritime resources, maritime safety, oil and gas, wherever the country. Today, CLS is an internationally recognised operator of satellite systems for location, data collection, ocean observation and monitoring. Its customers are governments, non-governmental and institutional scientific organisations, large industrial groups working in the fields of maritime freight, oil and gas, as well as medium-sized private companies. Day after day, CLS develops high-added-value applications and services using satellite data in order to further our knowledge today for a better life tomorrow.

To learn more, we look forward to your company on 21 April 2011, at 19:00, at the Musée des Augustins, in Toulouse, for an exceptional evening. By reservation only, contact [aproust@cls.fr](mailto:aproust@cls.fr) – +33 (0)6 62 80 45 92.

**Know today. Live better tomorrow.**