

October 31, 2024

ACSL Ltd.

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

- ACSL, Inc. has signed a Memorandum of Understanding (MOU) with Cyberhawk Inc, for a strategic partnership to further accelerate sales and market development in the U.S. market.
- Cyberhawk is providing drone inspection services to power, oil and gas customers and others over 40 countries worldwide.

ACSL Ltd. (ACSL) hereby announces that ACSL, Inc., our U.S. subsidiary, has signed a Memorandum of Understanding (MOU) with Texas-based Cyberhawk Inc, (Cyberhawk), on October 29, 2024, local time, for a strategic partnership to promote the implementation and utilization of drones in 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) prohibits 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 a U.S. subsidiary, ACSL, Inc. in California in January 2023 to meet the growing demand for secure, versatile, and high-performance small aerial drones, and in December, ACSL, Inc. delivered 50 SOTEN drones^{*1}. Furthermore, in January 2024, ACSL, Inc. began full-scale sales in the U.S.^{*2} and in October 2024, we received an order for 500 SOTEN drones from our distributor, Exertis Almo.^{*3}

Cyberhawk is a company providing drone services in power, oil and gas, and other industry sectors. Cyberhawk provides drone services such as facility inspections in more than 100,000 cases per year in 40 countries worldwide.

ACSL, Inc. and Cyberhawk recognize each other's strengths and expertise in their respective industries and the benefits of a strategic partnership in leveraging those respective strengths and expertise in facilitating the further adoption and use of drone technology in critical infrastructure industries.

■About Cyberhawk

Name : Cyberhawk Inc,
Location : 11111 Katy Fwy, Houston, TX 77043
Representative : Chief Executive Officer Chris Fleming
Business : Drone services for energy/utilities industry
Established Date : March 2008

■About ACSL, Inc.

Name : ACSL, Inc.
Location : 710 Lakeway Drive, Suite 200, Sunnyvale, CA 94085
Representative : President Cynthia Huang
Business: Sales of ACSL's industrial drones in the U.S. market, etc.
Shareholder : ACSL Ltd. 100%
Website : <https://acsl-usa.com/>

^{*1}[ACSL began SOTEN, a small aerial photography drone, in the U.S.](#)

^{*2}[U.S. Subsidiary ACSL, Inc. Announces Pricing and Authorized Dealers for Small Aerial Drone SOTEN in the United States](#)

^{*3}[Notice Concerning Distribution Agreement with Almo Corporation in the U.S. market and Large Project Orders](#)

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/> .

Inquiries about this news release

ACSL Ltd., PR
Tel: +81-3-6456-0931
Email: pr@acsl.co.jp

Attention

This document is an unofficial translation of the timely disclosure on October 31, 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.