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INDIA: Kittiwake opens new office in India

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[Statement issued by Kittiwake on 30 June 2010]

Kittiwake Developments, a leading global provider of asset protection technology, today announced the opening of its latest international office in New Delhi, India.

Headed up by managing director, Deepak Sharma, the long time distributor of Kittiwake in India, the new office will trade as Kittiwake Proactive Technologies Pvt Ltd. Recent rapid growth in sales in the territory prompted Kittiwake to form the company with Mr Sharma, providing a permanent base and to demonstrate commitment to the market.

Deepak Sharma, managing director, Kittiwake Proactive Technologies Pvt Ltd, commented: "It is both an honour and a pleasure to be so closely associated with such a fast growing, professional and innovative company as Kittiwake. We have no doubt that this move will have a truly positive effect on our customers as we work to grow the market."

Sharma and his team of sales engineers have already won major contracts - both private and government - supplying a full range of condition monitoring technology and establishing the Kittiwake brand in this previously under exploited market. Central to Kittiwake's recognition and success has been the ability to provide local after sales support.

Commenting on this latest expansion to Kittiwake's international presence, Managing Director, Martin Lucas said: "Ten years ago Kittiwake was a £2m company with 20 people. Today, we have grown into a £8.5m company with six global offices, employing 60 people and partnering with 45 distributors and agents. Nearly 78 per cent of the business is now represented by international sales."

"Over the next few years we aim to reach in excess of £10 million through organic growth by continued access to new markets and geographies, as well as introducing new technologies. We will also be pursuing an aggressive acquisition programme to further expand the business. Our presence in India has provided us with the necessary platform to consolidate our position in this rapidly developing marketplace, enhancing the service that we provide to our customers, worldwide."

Kittiwake now has five international offices across the UK, Germany, Malaysia, USA and India.



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ATLANTIC/INDIAN OCEAN
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