

# News Release

For immediate release

**CONTACT INFORMATION:**  
**ROBERT MORRIS** Tel: +1 913 492 7585 ext. 305

## **SOKKIA, NOVATEL SOLIDIFY PARTNERSHIP**

**CALGARY, Canada, July 20, 1999** -- In a signing ceremony late Tuesday, July 20, representatives of Sokkia Co. Ltd., Tokyo, (NIKKEI:SOKKIA), the leading provider of optical surveying instruments, and NovAtel Inc., Calgary, (NASDAQ:NGPS), innovator of Global Positioning System (GPS) technology, solidified a unique partnership by forming a jointly owned subsidiary company that will bring a diversified power to the forefront of the industry. This company, called POINT, Inc., will begin operations August 2, 1999.

In a bold move just weeks ago, Sokkia and NovAtel announced their intentions to create this partnership, bringing together NovAtel's world-class GPS engineering with Sokkia's unparalleled sales and distribution system. Comprised of marketing and development groups from both parent companies, POINT, Inc. will provide Sokkia's global market with advanced measurement solutions for the fields of surveying, mapping, Geographical Information Systems (GIS), construction and machine control. Sokkia's distribution system includes more than 25 subsidiaries and additional representatives around the world, each having its own dealer network.

POINT, Inc. President Robert Morris said the joint endeavor was created to address the changing needs of the industry.

"The immediate future of this industry is system integration and optimization," he said. "We are committed to bringing together multiple technologies to produce the best, integrated and easy-to-use products for our customers."

Morris said a new product vision, to be unveiled shortly after the new company's start date, is being formulated at international planning meetings held this week.

POINT, Inc. will be headquartered in Lenexa, Kansas, with offices in Calgary. Although specific details were not released, Sokkia has 51 percent ownership of the new company.

### **About Sokkia Co., Ltd.**

Sokkia continues to be the world's leading provider of precise measurement solutions for the surveying, mapping, industrial measurement and construction industries as it has for nearly 80 years. Headquartered in Tokyo, Japan, Sokkia has international research and development offices and manufacturing facilities. With a worldwide sales and support system that has long been the envy of the industry, Sokkia continues to offer personalized customer service.

Around the world, Sokkia products are known for their durability, quality and dependability, and all Sokkia products are backed with the industry's most comprehensive service and support capabilities—including technical support, product training courses and a factory-trained repair staff. Sokkia's diverse product line ranges from high-tech GPS systems, optical instruments, laser products and application solutions—such as data collection and desktop software tools—to the everyday basics, such as tripods, hand tools and supplies.

**About NovAtel Inc.**

Headquartered in Calgary, Alberta, Canada, NovAtel Inc. designs, markets and supports a broad range of products that determine precise geographic locations using GPS. The company's products are used principally for applications where users require higher performance, accuracy and reliability. This includes applications in markets such as surveying, GIS, agriculture, aviation, marine, mining and machine control. NovAtel continues to strengthen its leadership in the industry by addressing market needs and by maintaining responsive and flexible customer support.

NovAtel's majority owner, Canadian Marconi, is a world leader in the design, manufacture, sales and support of high-technology electronic products for the aerospace and communications markets.

*Certain statements in this release constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause the actual results, performance or achievement of the companies, or developments in the companies' industry, to differ materially from the anticipated results, performance or achievements expressed or implied by such forward-looking statements. Such factors include, but are not limited to, certification and market acceptance of the companies' new products, impact and timing of large orders, establishing and maintaining effective distribution channels, pricing pressures in the market and other competitive factors and maintaining technological leadership, together with the other risks and uncertainties described in public filings.*