EDGE Becomes a Global Player in Non-Lethal Technologies by Acquiring Industry Leader CONDOR



- EDGE to take 51% shareholding to boost its overall capabilities in the domain of public security

Abu Dhabi, UAE / Sao Paulo, Brazil: 01 May, 2024 – EDGE, one of the world's leading advanced technology and defence groups, today announced the acquisition of 51% of Brazil-based CONDOR Non-Lethal Technologies (CONDOR), one of the top five industry leaders in Non-Lethal Technologies (NLT) worldwide. The acquisition of a shareholding in CONDOR, which boasts the world's largest portfolio of over 160 NLT products, will boost EDGE's capabilities and propel the group to become a global leader in the highly-specialised domain across defence, and public and homeland security. Together, both companies plan to expand market share in different NLT segments globally, and to enter new strategically important markets such as the USA. The historic deal was signed in Sao Paulo, and was witnessed by the senior leadership teams of both companies.

CONDOR has a footprint in over 85 countries and is the world's foremost producer of tear gas and related products for military, civil defence, military and public security scenarios, and a leader in other non-lethal products including controlled impact rubber ammunition, smoke grenades, explosive and smoke hand grenades, pyrotechnics, tactical operation kits, sprays, drones with chemical irritant agents and command & control capabilities, electrical

incapacitating devices, and body worn cameras with facial recognitions, among other products.



Hamad Al Marar, EDGE Group Managing Director & CEO, said: “This is a hugely significant development for EDGE. Having CONDOR as part of the group opens up new avenues for sustainable global growth and innovation, enabling us to diversify our offerings by partnering with a proven world leader in the design and manufacture of sophisticated NLT solutions. It also clearly demonstrates that our strategy of forming valuable ‘win-win’ partnerships in Brazil and elsewhere is delivering tangible results and benefits to all parties on an international scale.

“Our world is currently experiencing a period of not only increased civil unrest, immigration crisis, and street protests, but also major concerns about the levels of force used in combat situations in populated environments, asymmetric warfare, and post-war damage control, where non-lethal technologies play a relevant role. The challenges and pressures faced by concerned stakeholders from local law enforcement and defence forces continue to grow as a result. By absorbing the experience and knowledge provided by CONDOR, EDGE is able to bolster its exiting capabilities to deliver to customers an unbeatable and centralised range of technologies for the protection of life and humans rights, in multiple scenarios and situations.”

The global market in NLTs last year was worth approximately US$ 6 billion, and is expected to grow significantly by the end of the decade.

Carlos Erane de Aguiar, CEO and founder of CONDOR, said: "CONDOR is one of the most experienced and advanced global leaders in non-lethal technologies, and this partnership with EDGE, which has demonstrated its faith in the capabilities of our company, and in Brazil itself, further strengthens our commitment to building a safer future for all. The founders of CONDOR are fully confident that the ongoing commitment from both sides to pursue excellence in our sector through continuous innovation will enable us to realise this vision, and contribute to local economic growth in the State of Rio de Janeiro and in the UAE. Combining the efforts from our highly trained and qualified executives across the entire spectrum of technologies necessary for the proportional and gradual use of force, and the economies of scale provided by EDGE Group, we believe that this joining of our proven experience and dedication to quality, will benefit the entire defence and public security ecosystem in Brazil."