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## **TeleCommunication Systems Acquires Hale Capital Portfolio Company LocationLogic for \$25 Million**

**Successful exit for Hale Capital Partners just three months after acquiring LocationLogic from Autodesk**

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**New York, NY** — TeleCommunication Systems, Inc. (TCS), a global leader in mission-critical wireless communications technology, has completed its acquisition of LocationLogic LLC, a Hale Capital Partners portfolio company and leading provider of location-based services (LBS) infrastructure, applications, and integration services.

The transaction, structured as an asset purchase, was valued at approximately \$25 million, comprising \$15 million in cash and approximately \$10 million (roughly 1.4 million shares) in TCS Class A common stock.

Hale Capital Partners acquired LocationLogic's assets from Autodesk, Inc. in February 2009, spinning out the location services business unit as an independent company. The sale to TCS just three months later represents a rapid and successful exit, demonstrating Hale Capital's ability to identify undervalued technology assets and move quickly to unlock value.

LocationLogic's product portfolio includes its Location Services Gateway platform with two key applications: Family Minder and Insight. The Family Minder application powers Verizon Wireless's "Chaperone" service, enabling family members to locate one another from a PC or cellphone. Sprint utilizes the Insight application for its Sprint Mobile Locator service, which allows small-to-medium sized businesses to track and communicate with field workers.

The acquisition strengthened TCS's position in the rapidly growing location-based services market. A January 2009 Frost & Sullivan report identified TCS as offering the most complete LBS solution, followed by LocationLogic. By combining the two companies' capabilities, TCS expanded its LBS application portfolio beyond navigation, traffic, and points of interest to include family locator, mobile resource management, and phone recovery and security applications.

The deal also deepened TCS's longstanding relationships with two of the largest North American carriers and added approximately 10 patents and 12 patent applications complementary to TCS's existing intellectual property portfolio.

At the time of the acquisition, IDC projected total annual U.S. consumer LBS revenue would increase from \$270 million in 2007 to \$2.1 billion in 2012, representing a 50% compounded annual growth rate — underscoring the strategic value of the combined platform.

The LocationLogic transaction exemplifies Hale Capital Partners' approach to value creation: identifying technology assets with strong fundamentals that are undervalued within larger corporate structures, acquiring them efficiently, and positioning them for rapid growth or strategic exit.

*Originally reported by Marketwired*

## **About Hale Capital Partners**

Hale Capital Partners is a private equity firm that partners with talented entrepreneurs to achieve remarkable corporate transformations. Founded in 2007 by Martin M. Hale Jr., HCP invests in defense technology, federal services, and commercial technology companies. With an evergreen fund structure, the firm serves as a long-term steward for growth-oriented businesses, bringing deep operational expertise, institutional knowledge, and a proven track record spanning 19 years of investing across market cycles.

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