



## **Excelitas Energetic Safety Systems Growth Partnership with MDC**

May 20, 2014

**ENGAGE. ENABLE. EXCEL.**

## Who We Are

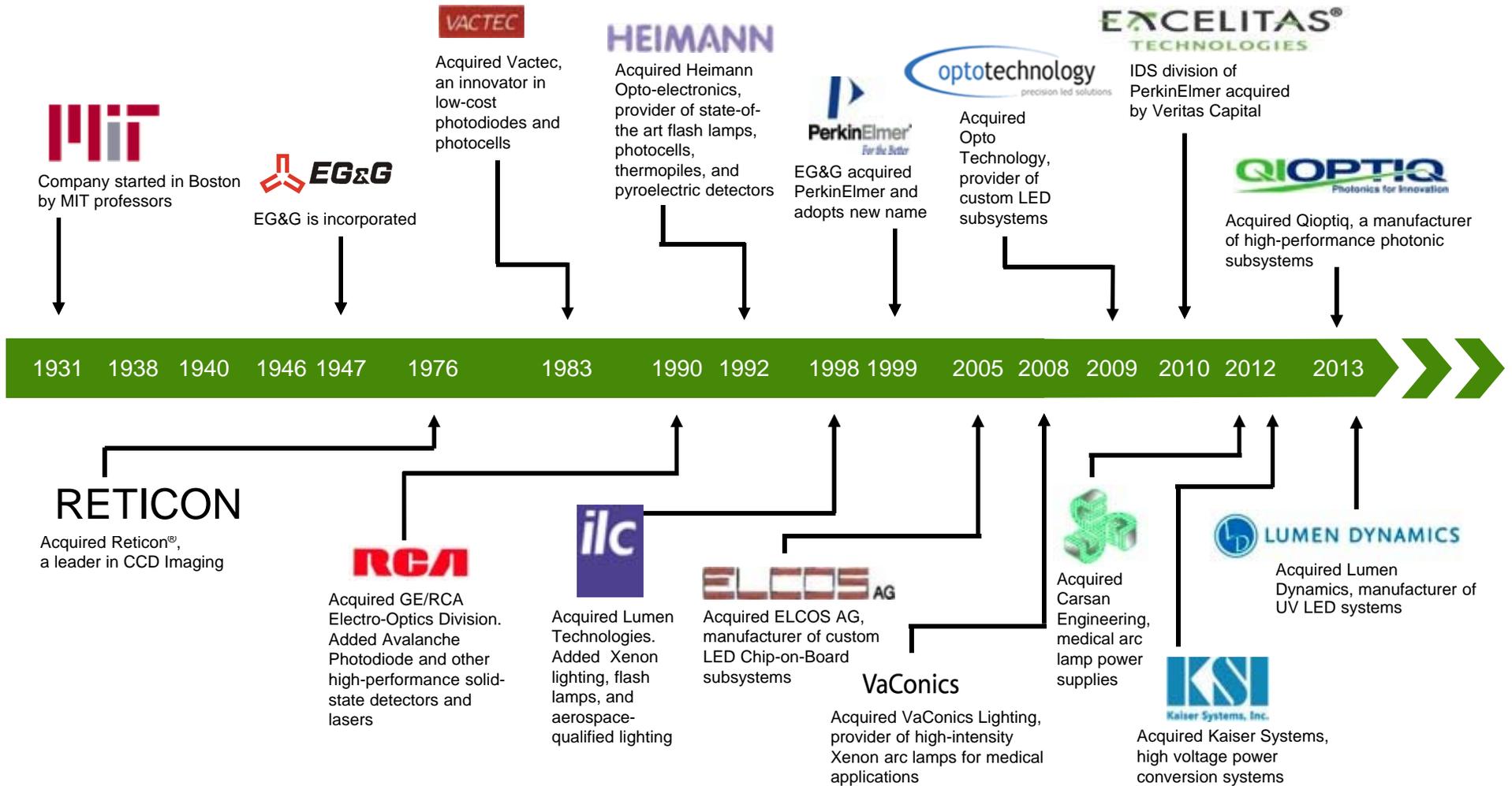


We are a global technology leader focused on delivering innovative, **customized** opto-electronics to OEMs seeking **high-performance**, ruggedized technology solutions.

Our tagline embodies the Company's mode of operation:

**ENGAGE. ENABLE. EXCEL.**

# Excelitas History

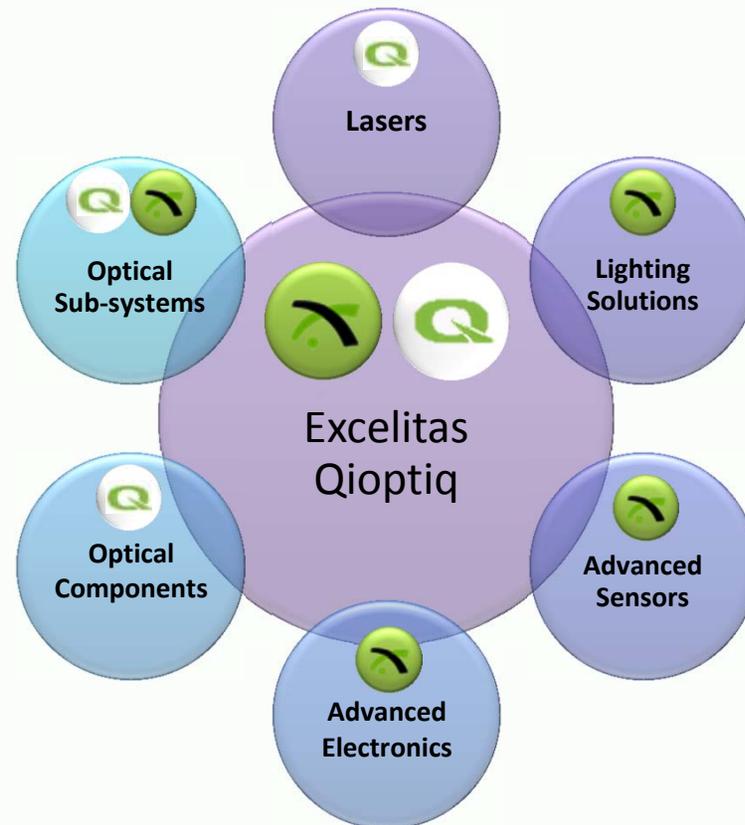


# Excelitas acquires Qioptiq October 2013



## Maximizing Our Combined Synergies

- Strengthens Excelitas as an end-to-end provider of photonic solutions & subsystems
- Expands global footprint and increases our global reach, accelerating time-to-market and reducing supplier risk (concurrent engineering and multi-site production)
- Delivers broad portfolio of differentiated products and technologies enabling integrated customer solutions across the value chain
- Serving customers with innovative technologies and solutions for more than 135 years

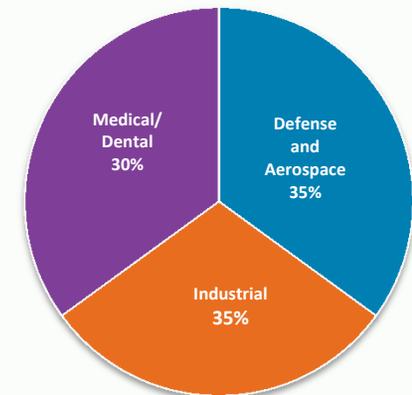


# Business Snapshot

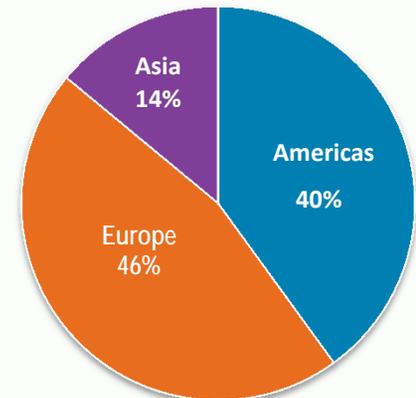


- 2013 revenues of ~\$700 million
- ~5,000 employees worldwide
- Global network of design and manufacturing locations in the Americas, Europe and Asia
- Deep portfolio of high-performance technologies, products and solutions
  - **Commercial:** Optics, Electro-Optical Systems, LEDs, Cermax® Xenon Light Engines, Flash Lamps, Photon Detectors, Infrared Detectors, Laser Diodes
  - **Defense and Aerospace:** Optics, Electro-Optical Systems, Energetic Safety Systems, Power Supplies, Atomic Clocks, High Energy Switches. *(Headquartered in Miamisburg Ohio)*
- Privately held. Veritas Capital acquired business unit from PerkinElmer in 2010

Revenue by Market



Revenue by Region



# Extensive Commercial Global Footprint and Low-Cost Manufacturing



# Extensive Defense and Aerospace Footprint and Low-Cost Manufacturing



Fremont, CA



Montreal, Canada



Wheeling, IL



St. Asaph, UK



Bodelwyddan, UK



Covina, CA



Miamisburg, OH  
D & A Headquarters



Rochester, NY



Salem, MA



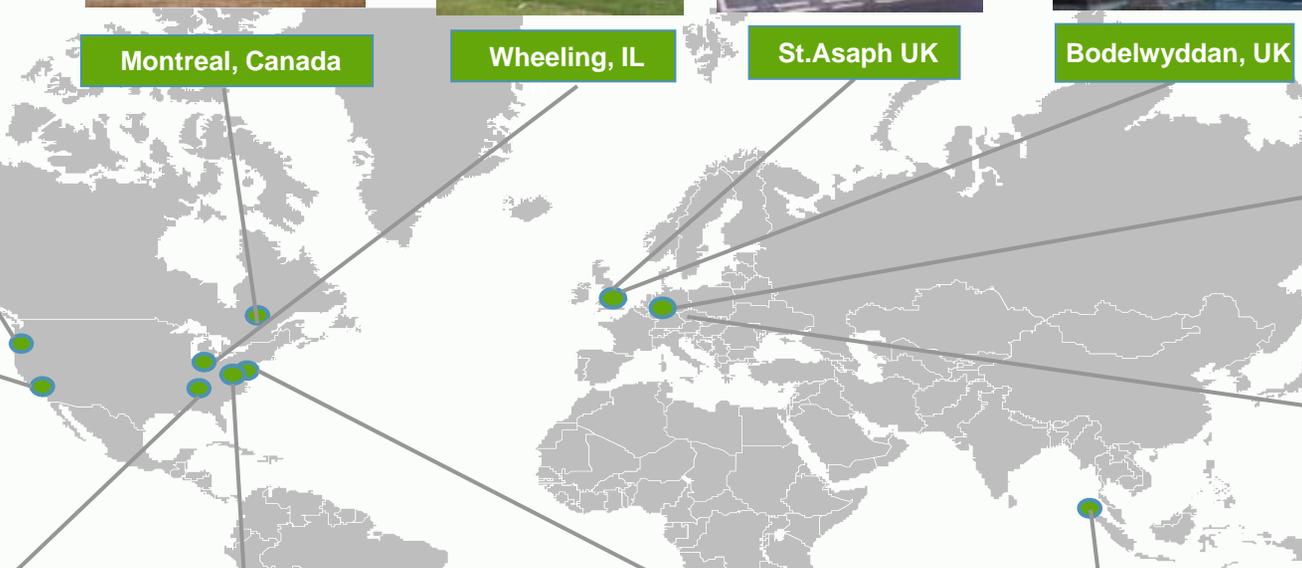
Singapore



Munich, GmbH



Regan, GmbH



# Delivering Critical Technologies to our Customers



## Defense and Aerospace Division

Power Supplies



Energetic Systems



Frequency Standards



High Energy Switches



Laser Diodes



IR Detectors



Photon Detectors



Xenon Lighting



Light Emitting Diodes



HV Power / X-Ray



Optical Solar Reflectors  
And Cover Glasses



Night Vision Thermal  
Weapon Sights



Head Up Display Optics  
Helmet Mounted Displays



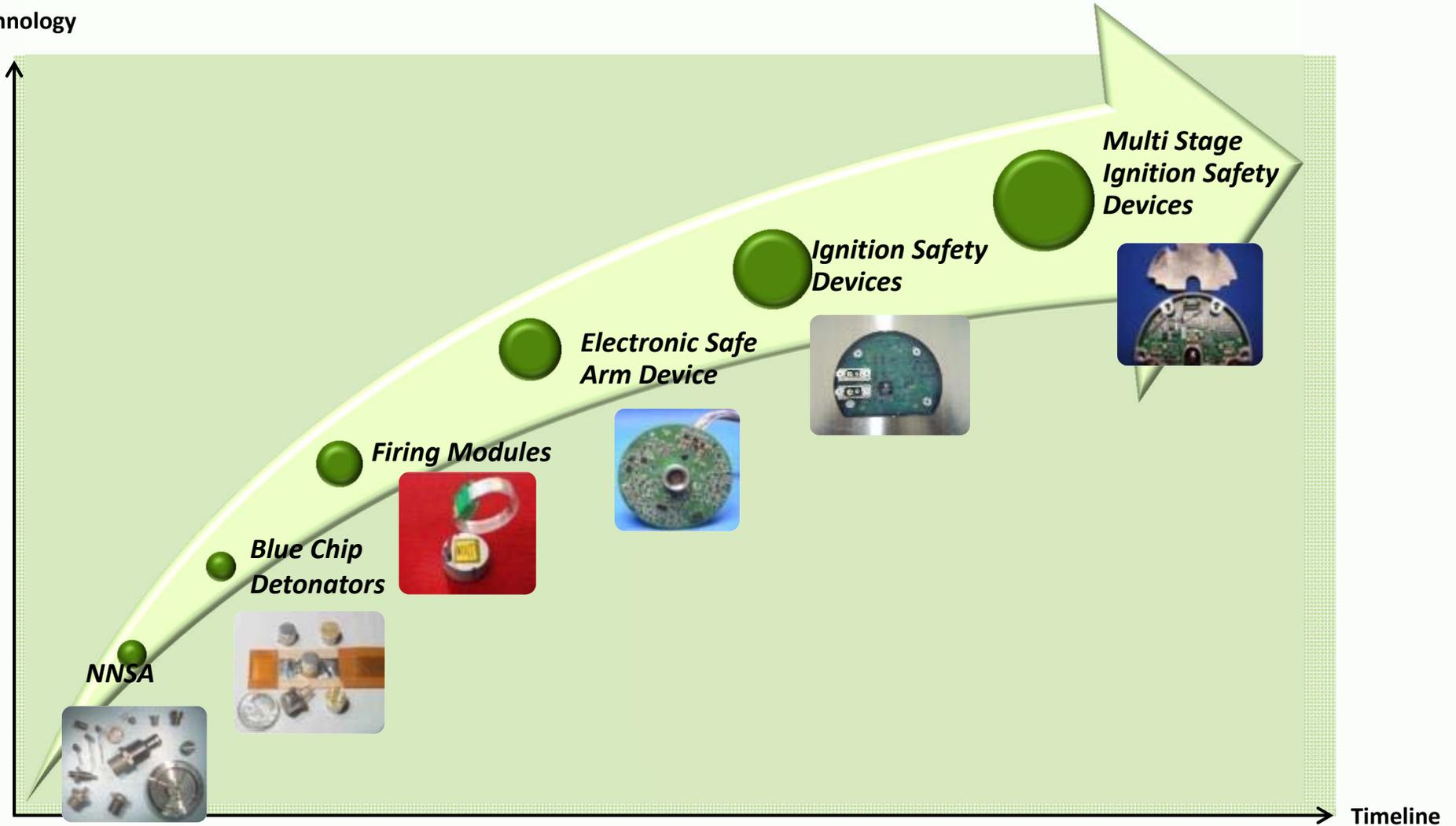
Surveillance & Target Acquisition  
Optical Systems



# Our Energetic Safety Systems...



Technology



... are critical technologies for missiles, precision guided munitions, and launch vehicles

**EXCELITAS**  
TECHNOLOGIES

# Keeping our Troops Safe



## Land



**Weapon Sights**



**Radar**



**Communications**



**Tactical Missiles**



**Vetronics**

## Air



**Laser Warning**



**Electronic Warfare  
Defensive Systems**



**GPS**



**Precision Guided  
Munitions**



**Avionics**

## Sea



**Periscope Displays**



**Shipboard Systems**



**Ballistic Missiles**



**Missile Defense**



**Targeting Systems**

# Excelitas Defense and Aerospace Video



Site as it looked in the 1980s

Excelitas Facility



# 2010 Site Improvement – A Montgomery County Grant Helped Convert an Unused Area to Engineering Office and Lab Space



# 2011 Site improvement – demolition of unused buildings



# 2011 Site improvement – demolition of unused buildings



# 2012 State Grant to Construct a Public Road



# 2012 State Grant to Construct a Public Road



# And Install New Parking Lots



# A Matching Montgomery County Grant Then Helped Increase Production Capacity in 2013



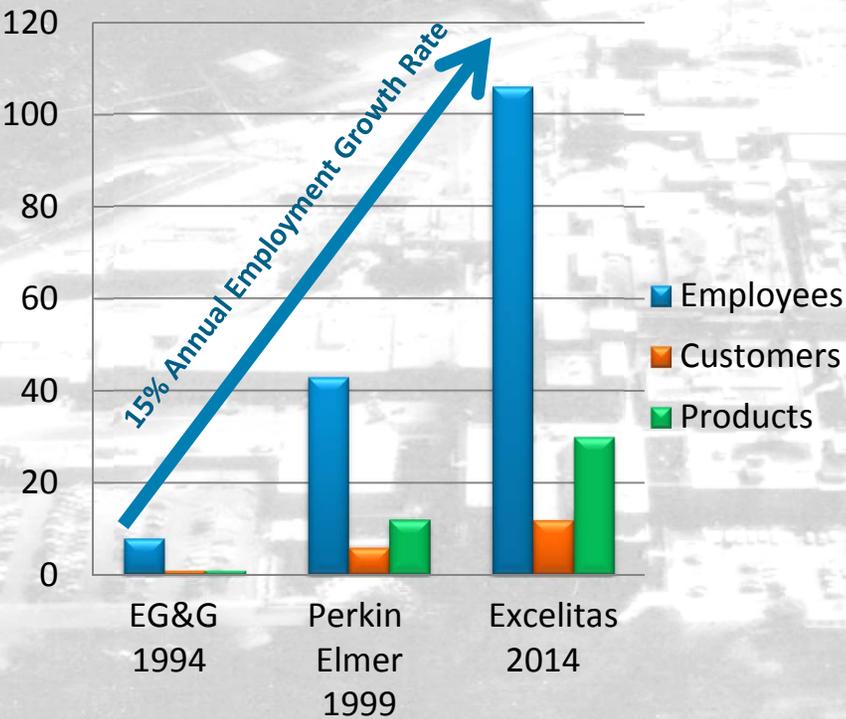
- Added productive floor space
- Increased office area
- Increased power to facility
- Improved site security



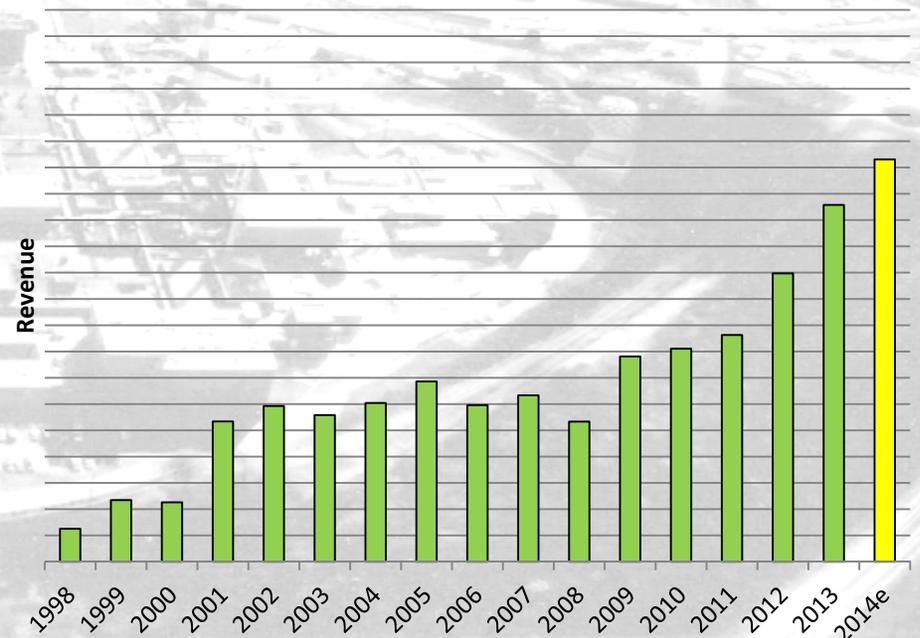
# Taking Excelitas Miamisburg to Where it is Today



# Excelitas Energetics Systems has a long history ...



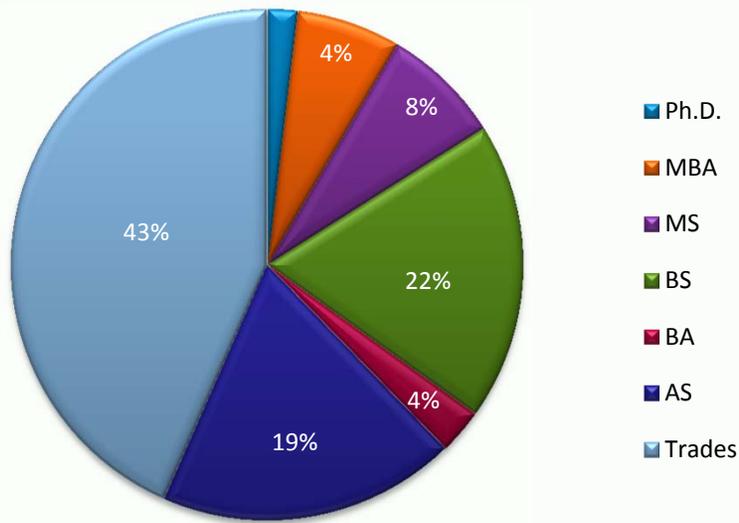
## Defense & Aerospace - Energetic Systems Revenue



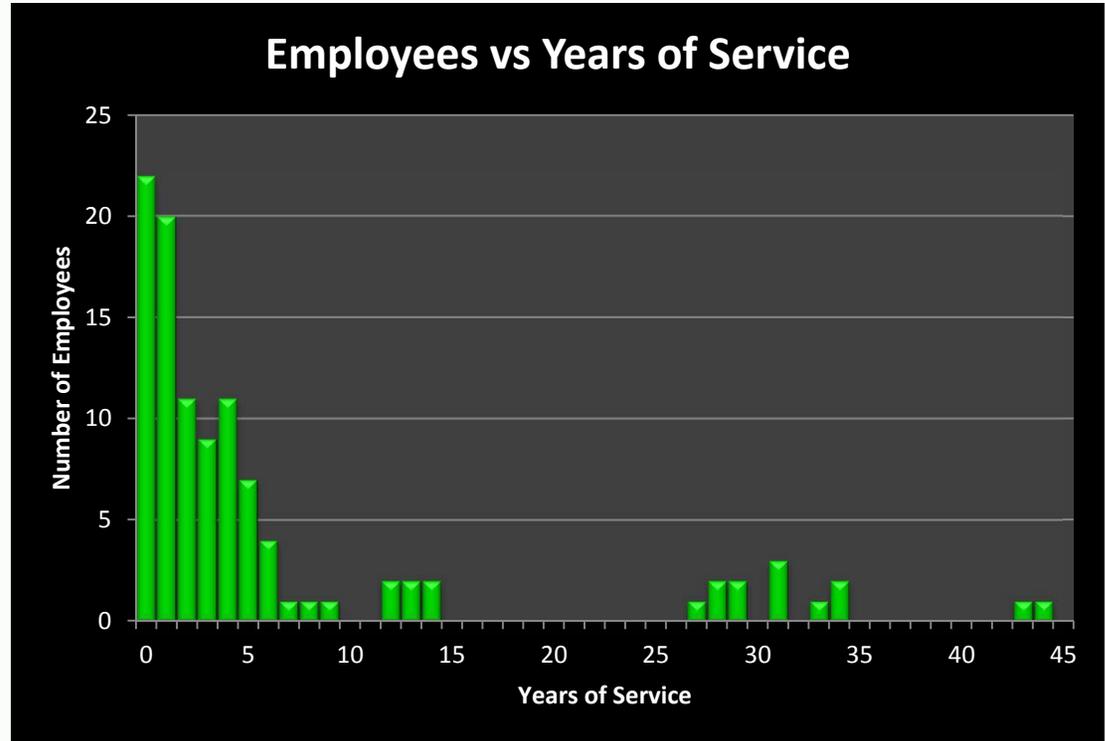
# Our strongest asset ...



## Skilled labor Force



## Employees vs Years of Service



... is our skilled labor force

**Our strongest asset ...**



**... is our skilled labor force**



# Excelitas Employees Enjoying a Day of Service



# Excelitas' Partnership with MDC and Miamisburg has...



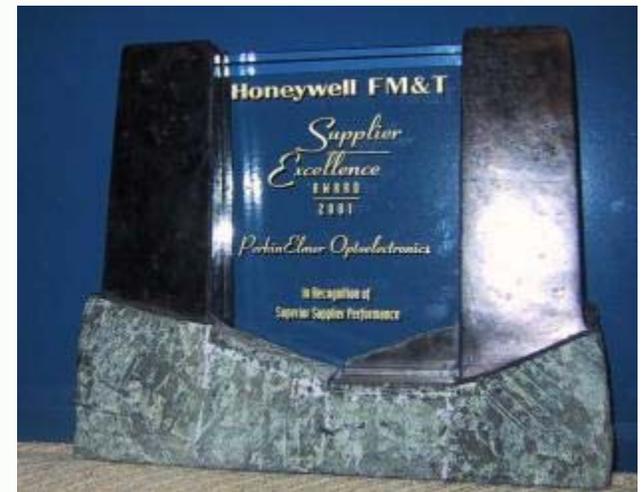
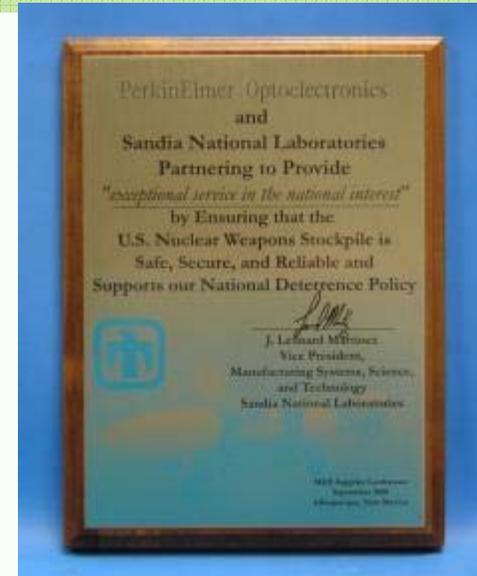
A large green curved shape, resembling a stylized 'C' or a protective shield, contains the logos of numerous partner companies. The logos are arranged as follows:

- LOCKHEED MARTIN** (top left)
- Raytheon** (top left, red text)
- BOEING** (top center)
- GOODRICH** (top right)
- PACIFIC SCIENTIFIC Energetic Materials Company** (middle left)
- Los Alamos NATIONAL LABORATORY EST. 1943** (middle center)
- Chemring Group** (middle right)
- CRANE AEROSPACE & ELECTRONICS** (middle right)
- AEROJET** (middle left, red text)
- Sandia National Laboratories** (middle left)
- pacerc THALES** (middle center)
- EaglePicher Technologies, LLC** (middle right)
- BAE SYSTEMS** (middle right, red text)
- NORTHROP GRUMMAN** (bottom left)
- EBAD Ensign-Bickford Aerospace & Defense** (bottom right)
- ATK** (bottom left)
- TEXTRON** (bottom center)
- Redstone Arsenal, AL** (bottom right)
- GENERAL DYNAMICS** (bottom center, blue text)

... developed a customer base that continues to grow



# Our success is best measured by...



... the voice of our customers

**EXCELITAS**  
TECHNOLOGIES



**EXCELITAS**  
TECHNOLOGIES



**ENGAGE. ENABLE. EXCEL.**