



Excelitas Company Profile

Excelitas Technologies is a global technology leader focused on delivering innovative, customized optoelectronics and advanced electronic systems to a global customer base of leading OEMs seeking high-performance, market-driven technologies.

PRODUCTS AND SOLUTIONS

Lighting: Light Emitting Diodes (LEDs), Short Arc Xenon Lighting (Cermax® Xenon) and Power Supplies, Flash Lamps. **Detection:** Photonic Detectors, Thermal Infrared Detectors, Emitters, CCD Cameras and Imagers. **Advanced Electronic Systems:** Frequency Standards/Atomic Clocks, Energetic Safety Systems, Power Supplies, High-Energy Switching.

OUR TAGLINE: "ENGAGE. ENABLE. EXCEL."

Beyond our portfolio of high-performance, enabling technologies, our tagline embodies the spirit of Excelitas: ENGAGE. ENABLE. EXCEL.

ENGAGE

At Excelitas, we engage with our customers in collaborative engineer-to-engineer relationships. Our engineers are involved early in product design cycles, helping our customers to accelerate their new product introductions.

ENABLE

With our broad applications expertise and innovative technology solutions, we enable a diverse set of applications including surgical suite lighting, thermometry, molecular imaging, home security systems, energy-efficient indoor climate control systems, defense and space applications.

EXCEL

Our customized, market-driven solutions for each of our OEM customers' unique system requirements—coupled with a focus on excellence in all aspects of product performance, quality, reliability, delivery and service—help our OEM customers to excel in their end-markets and applications.

ABOUT OUR LIGHTING OFFERINGS

From solid state to Xenon, Excelitas' broad portfolio of customized lighting offerings serves diverse markets including medical and dental lighting, analytical instrumentation, safety lighting, defense lighting, space lighting, entertainment lighting, and a variety of industrial applications.

LEDs are driving change in many different industries and Excelitas is a leader in Custom LED Solutions for specialty applications. While all LED designs have energy-efficiency in common, every solid state lighting application is different and each OEM customer has unique requirements. Whether the goal is reducing power consumption, reducing heat output, meeting tight candela requirements, long life, high CRI, adhering to tough regulatory requirements—or all of these objectives—Excelitas delivers the appropriate Custom LED Solution.

FACTS AND FIGURES

2011 Revenues
~\$320 million

CEO
David Nislick, Ph.D.

CFO
Jim Rao

VP, General Counsel and Secretary
Steve Boyce

Chief HR Officer
Michael Messier

SVP & GM, Lighting
Joel Falcone

SVP & GM, Detection
Michael Ersoni

SVP & GM, Advanced Electronic Systems
Doug Benner

Global Headquarters
Waltham, Massachusetts

Manufacturing Locations
13 in the Americas, Europe and Asia

Total Number of Employees
3,000

Ownership
Veritas Capital (Private Equity)

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You may have come to know us through our pulsed Xenon and short arc Xenon capabilities since we first commercialized the technology in the 1940s for “freeze motion” applications. Today, Excelitas is the largest Xenon flash lamp supplier in the world. Our trusted Cermax® Xenon brand is providing perfect, bright white light to surgical suites across the world.

ABOUT OUR DETECTION OFFERINGS

A leader in infrared sensing, we have gained worldwide recognition for the design and production of high-performance pyroelectric detectors, thermopile detectors and sensor modules which contribute to safeguarding homes, conserving energy, and providing comfort. Excelitas’ thermopile and pyroelectric infrared detectors are used for applications as diverse as digital thermometers, motion sensors, and indoor climate control systems (HVAC). The company has strong brand names in the thermal infrared detection space including its DigiPyro® Family and its new DigiPile® Family.

In addition to our IR sensors for motion and presence detection, Excelitas’ safety and security offerings include solutions for smoke detection, X-ray safety scanning, and military laser warning receivers.

Excelitas’ low light level detection solutions—dubbed L³D—leverages the company’s growing range of photon detection technologies and products including avalanche photodiodes (APDs), single photon counting modules (SPCMs), and silicon photomultipliers (SiPMs), ideally suited to applications including confocal microscopy, fluorescence and luminescence, molecular/PET imaging, particle sizing, quantum cryptography, and research and scientific instrumentation.

ABOUT OUR ADVANCED ELECTRONIC SYSTEMS OFFERINGS

Excelitas is a leader in the design, test and manufacture of advanced electronic systems for high-reliability applications within the defense and aerospace, security, industrial, and medical markets. With 60 years of experience, we have built a proven heritage of leadership integrating advanced technology components into systems for some of the world’s most demanding applications. Our solutions are found in a diverse range of smart systems that safeguard lives and protect critical resources.

From cargo screening to communication and radar systems, we specialize in custom power solutions where unique form factors and unique performance requirements are needed. Our energetic safety products include a diverse array of pyrotechnic devices, cartridge and propellant actuated devices, optical initiators, electronic safe arm devices, firing modules, and rocket motor initiation safety devices which provide precise control of energetic applications. Excelitas is also a leader in frequency standards for global navigation satellite systems.

Worldwide Headquarters

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For a complete listing of Excelitas’ locations, visit www.excelitas.com/Locations