

Qioptiq continue to Excel

New ownership signals a bright future for the world's leading photonics solutions company

Qioptiq is the world's principal design and manufacturer of infra-red and image intensified night vision equipment. More than 100,000 individual night sights have been supplied to over 56 different countries for a wide range of defence, police,



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border security, coastguard and search and rescue applications.

We have been a leading manufacturer of optics and optical modules for infrared detection, warning and imaging systems for decades, not only for weapon sights, our infrared systems components are used in equipment designed to detect and track any kind of thermal targets, including missiles, tanks, armoured vehicles, helicopters and fighters.

Our heritage is long and distinguished. Qioptiq has an impressive history and pedigree and benefits from having integrated the knowledge and experience of Avimo, Gsänger, LINOS, Optem, Pilkington, Point Source, Rodenstock, Spindler & Hoyer and others.

We have invested significantly in new facilities and new equipment to better serve our global customers. Our manufacturing capability is virtually unlimited, with a scalable international manufacturing capability able to offer economical mass manufacture whilst simultaneously maintaining high yields and compliance to the most extreme specifications, with expertise in every known optical material, infrared, glass, polymers, exotic materials...etc. This is no light claim. Our expertise in producing traditionally challenging formats, including aspheric, freeform, diffractive, cylindrical, and toric forms and our considerable IP in manufacturing micro-optics in both glass and moulded plastic, ensures our customers' needs are met time after time, every time.

This looks set to continue and grow as, of October, Qioptiq is now part of the Excelitas Technologies group. – Excelitas Technologies is a global technology leader focused on delivering innovative and customized optoelectronics to OEMs seeking high-performance technology solutions.

The combination of Excelitas and Qioptiq – with their complementary product portfolios and global footprints – offers a diversified range of products to OEM customers worldwide looking for both passive and active optoelectronic capabilities. In addition, the combined companies result in increased geographic penetration in North America, Europe

- ▶ and Asia. The acquisition increases Excelitas' employee base from 3,000 to 5,000 individuals supporting the combined companies in locations around the world.

"By bringing together two industry-leading organizations, we are strengthening our presence worldwide, capitalizing on a \$4.4 billion market opportunity, uniting a world-class employee base and unifying our vision to deliver the most innovative and high-performance solutions available," said David Nislick, Chief Executive Officer, Excelitas Technologies. "This acquisition transforms Excelitas into an end-to-end provider of advanced photonic subsystems and solutions." David Marks, former CEO of Qioptiq said: "Since the formation of Qioptiq in 2005, the company has developed into a strong player in the photonics industry, through organic growth and strategic acquisitions. The strength of the new combined entity will benefit our customers and create opportunities for our employees."

This couldn't come at a more opportune time. Over the last few years the world's financial crisis has affected the defence and security market drastically. You only have to look at attendance at exhibitions and trade shows to see the downturn in all its harsh light. However, DSEI in London this year marked a noticeable reversal of this trend. Visitor numbers up and a positive buzz back in the air, people are looking to the future and the new ownership will provide the perfect springboard to allow Qioptiq to take advantage of the right opportunities.

Qioptiq had a very strong presence at DSEI in London in September. The global defence and security industry met at Excel with more exhibitors and educational content

than at any other defence event. This year was the largest DSEI to date, bringing together over 30,000 visitors from 120 countries, 97 delegations and 1,500 exhibitors from 55 countries to source the latest equipment and systems, develop international relationships, and generate new business opportunities.

Qioptiq demonstrated Land equipment and support, Surveillance & Target Acquisition (STA), Avionics and Space and technology & Capability. Visitors from Europe, the Middle East, Asia, North America and Latin America including representatives and delegations from the world's militaries, government ministers, senior civil servants and politicians, VIPs and end users as well as suppliers all attended. Every major defence and security market was represented with a senior audience of over 28,000 senior level decision makers, global media coverage and PR opportunities, live demonstrations, seminars and briefings and unbeatable networking opportunities, making DSEI the perfect platform for Qioptiq to demonstrate our products and capabilities to the right people in order to win future business.

Notable visits to the Qioptiq stand included Lord Astor, Under Secretary of State and Lords Spokesman, Lt General Chris Deverell, Chief of Materiel (UK MoD Land) along with several other high ranking UK MOD personnel and many international VIPs and delegations including those from South America and the Middle East.

We noticed this trend continuing with a very well attended Milipol Paris in November and I am sure 2014 will be no different. Whatever the future holds, Qioptiq stand ready to support and deliver the right solution to our customers requirements. ■



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