

THORLABS

EPIC Annual Meeting 2022

Global and European Growth Strategy



Company Profile

- Founded in 1989 by Alex Cable
- 100% of Profits Invested back into the Company
- > 25,000 Catalog Items
- 20% of Employees are Scientists or Engineers

Our Mission

“We transform the world by identifying, enabling, and accelerating key photonics technologies.”



Thorlabs Inc, Global Headquarters in Newton, NJ

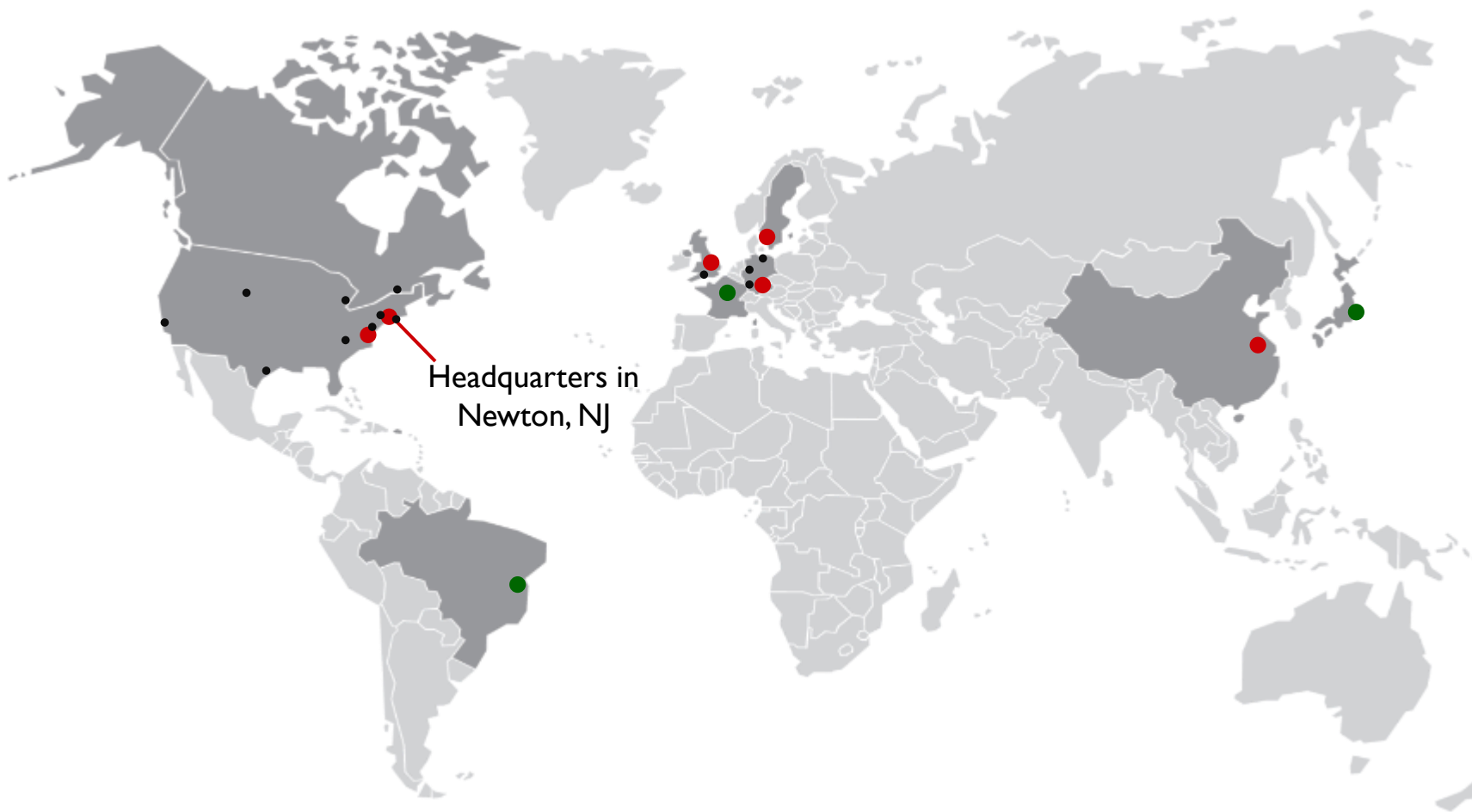


Thorlabs Inc, New Building

THORLABS



Worldwide Locations



- Sales, Support, and Manufacturing
- Sales and Support
- Manufacturing



Thorlabs GmbH, Bergkirchen, Germany

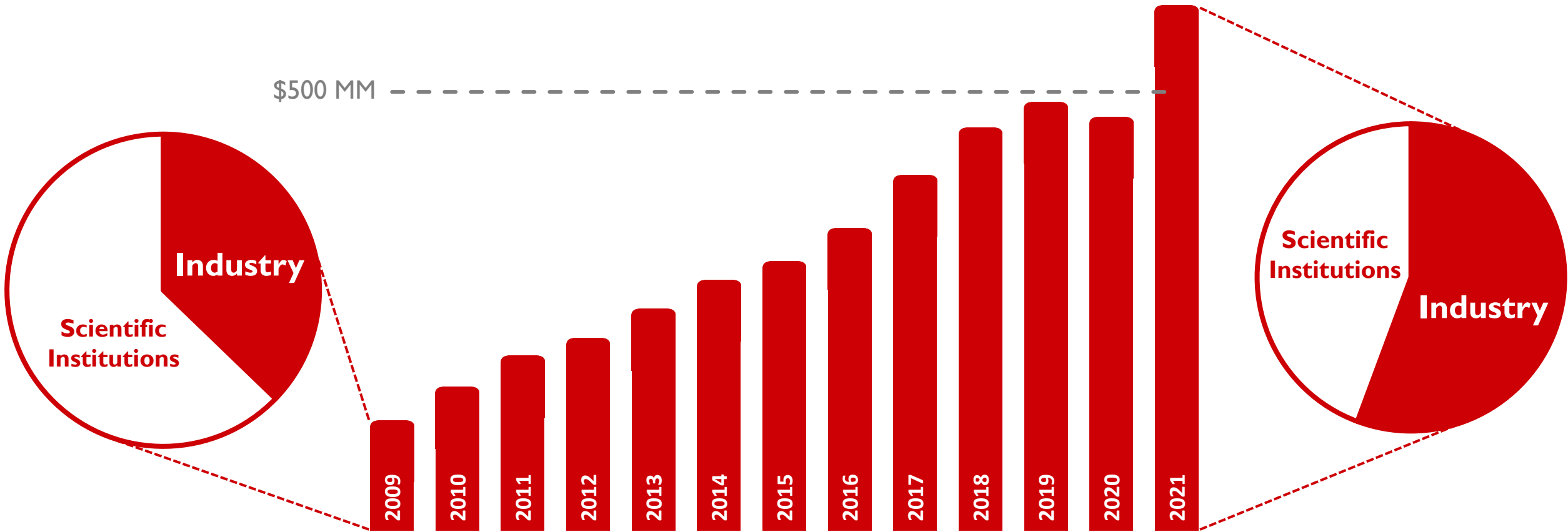


Thorlabs Ltd, Ely, United Kingdom

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Global Revenue

Average 13% Yearly Growth in Sales Revenue During the Last Decade



**Textbook Definition
(Porter):**

Strategy is a plan developed by a firm to achieve sustained competitive advantage and successfully compete in the market.

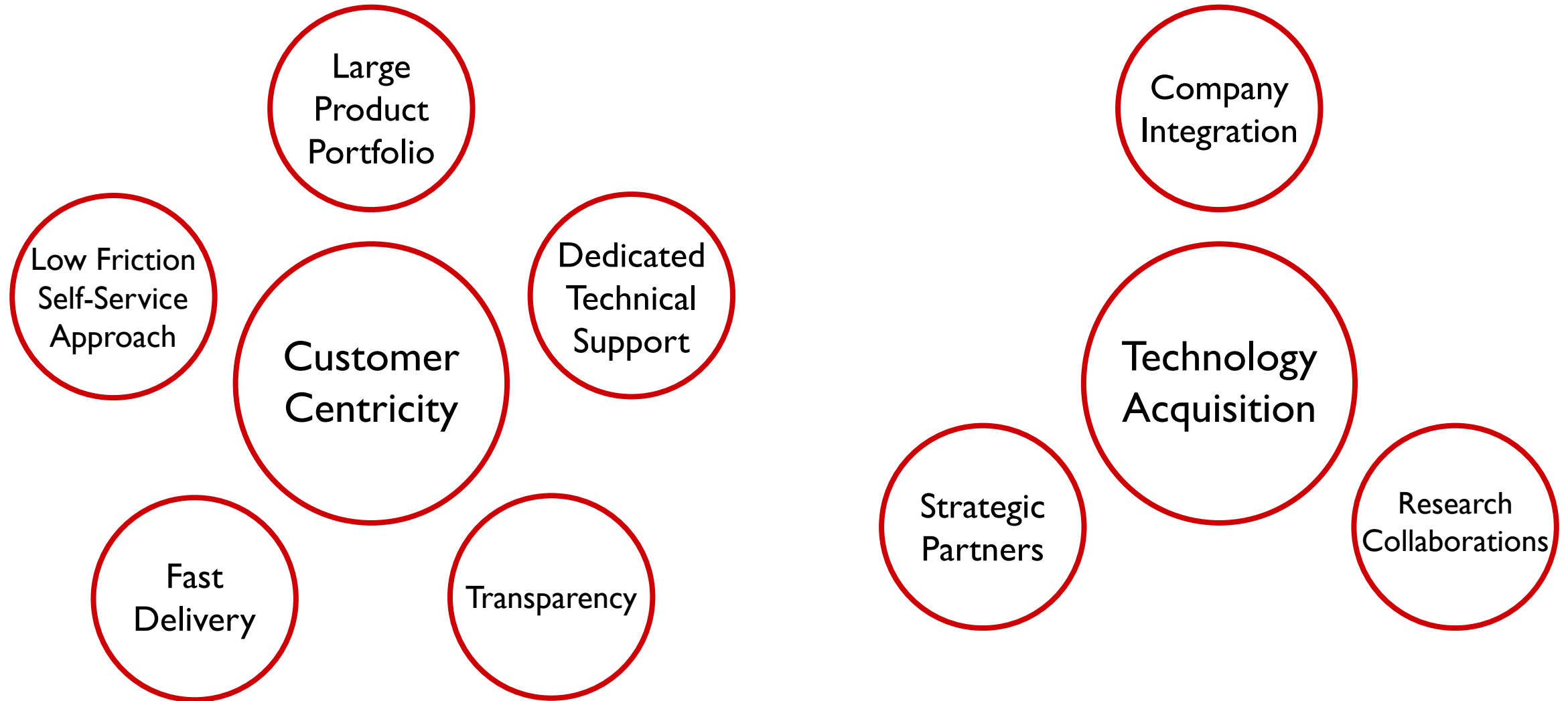
Versus

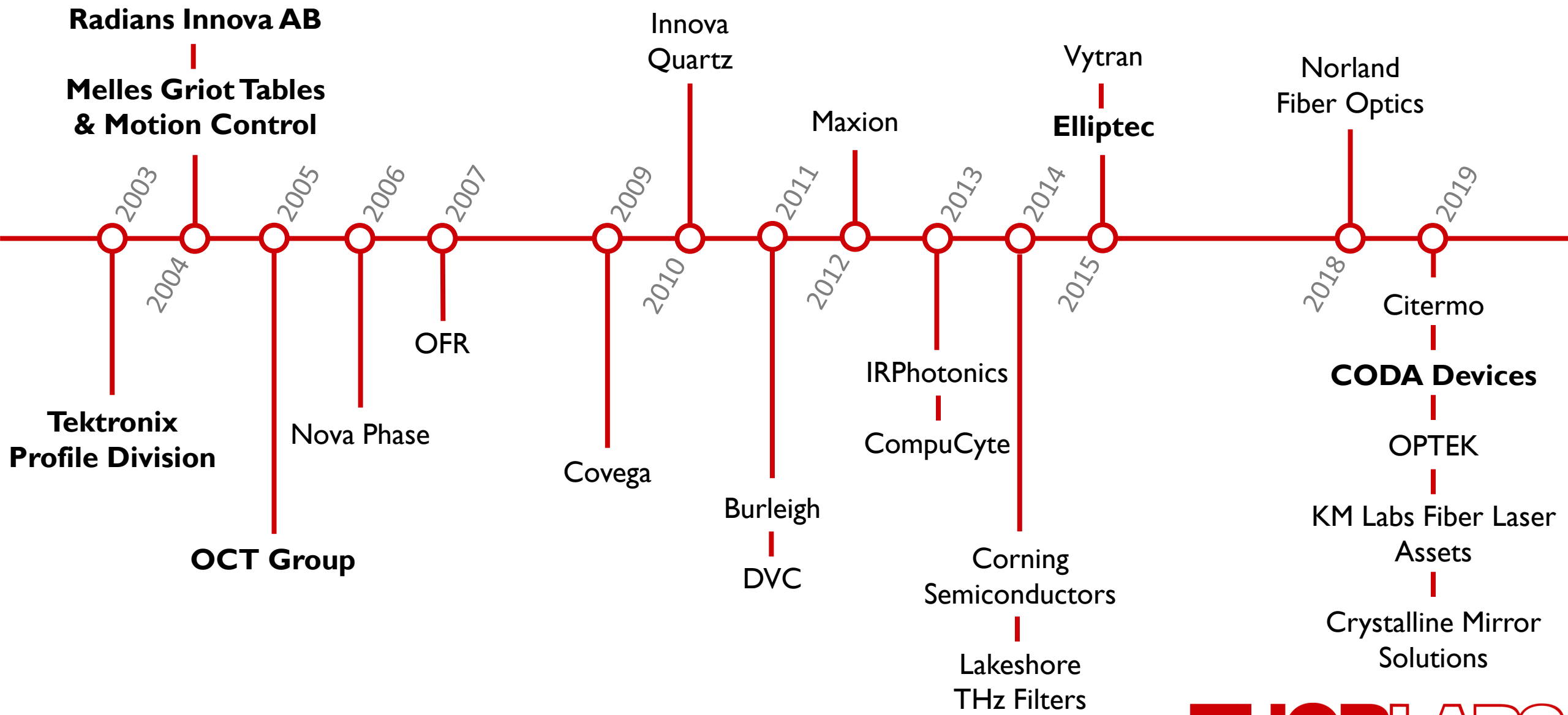
Reality?!

Strategy is a narrative developed in hindsight to make a series of opportunistic decisions seem logical and compelling.



Growth Factors





Thorlabs in Europe

- Two Major Locations in Germany
 - Headquarters in Bergkirchen close to Munich
 - OCT Group in Lübeck
- Ely, United Kingdom
 - Motion Control
 - Optical Tables
- Gothenburg, Sweden
 - Optical Spectrum Analyzer
 - Microscope Objectives
- Paris, France
 - Sales office

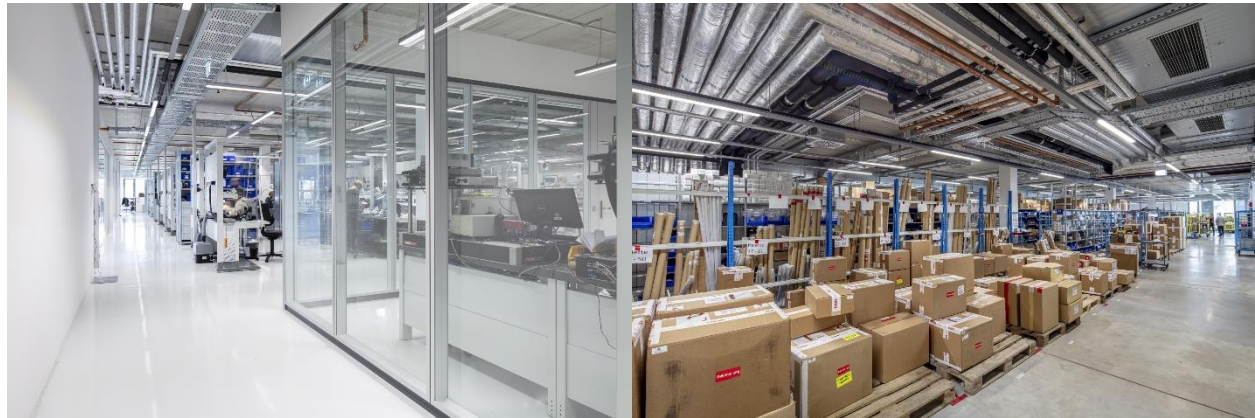
→ Appr. 700 Employees





Thorlabs GmbH

- New >10,000 m² Headquarters
- Modern Manufacturing Floor, R&D Optics Labs, and Office Space
- European Warehouse Stocks >80% of Products for Same-Day Shipment
- Products Made in Germany Contribute 14% to Global Sales Revenue



CODA Devices Acquisition

- Small Russian Company Acquired in 2019
- Technology: Coded Aperture Raman Spectroscopy (Patented)
- First Thorlabs Catalog Product: Modular Raman Spectroscopy Kit Released in 2021
- Raman Spectrometer to be Released in Q2 2022

Coded Aperture



2.3 mm x 3.2 mm





Vertical Integration

North America



Optomechanics



Optics



Optical Fibers



Cameras



Imaging Systems



Quantum Electronics



Telecom Instrumentation

Europe



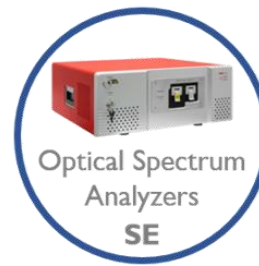
Motion Control
UK



Collimators and
Objectives
SE



Optical Tables and
Breadboards
UK



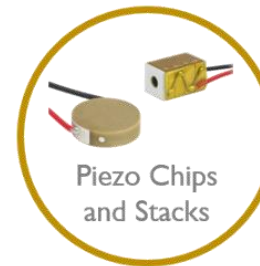
Optical Spectrum
Analyzers
SE



Light Sources,
Detection and
Analysis
DE



Raman
Spectrometer
DE



Piezo Chips
and Stacks

China



OCT Systems
DE

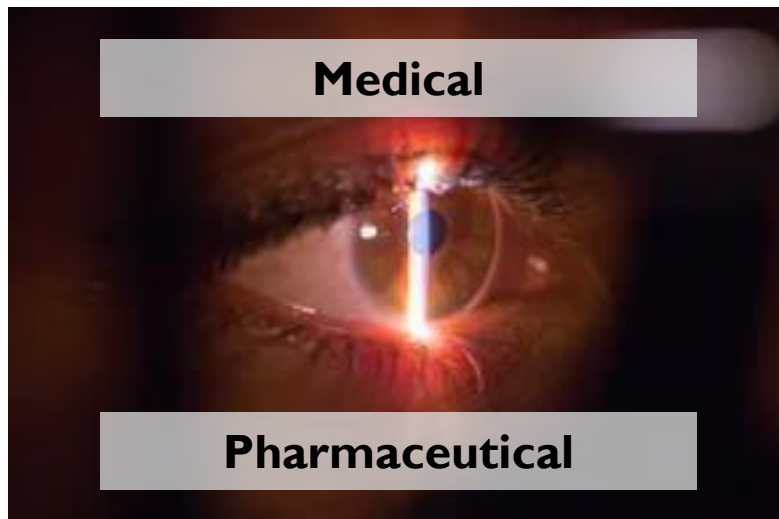
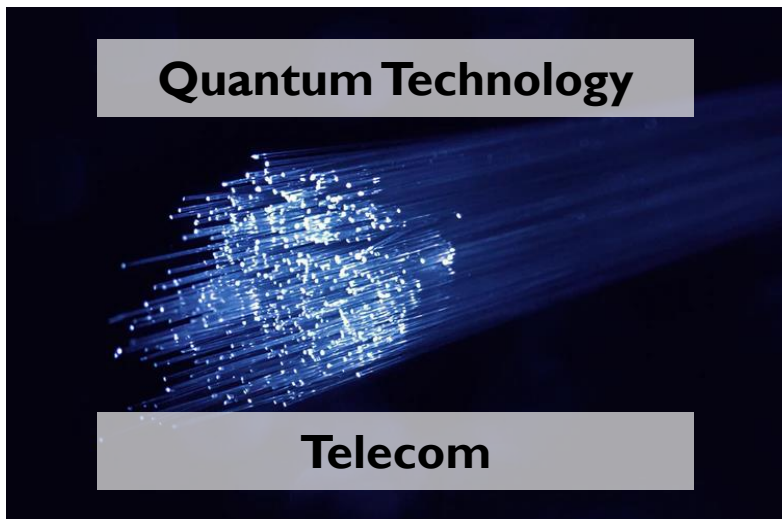
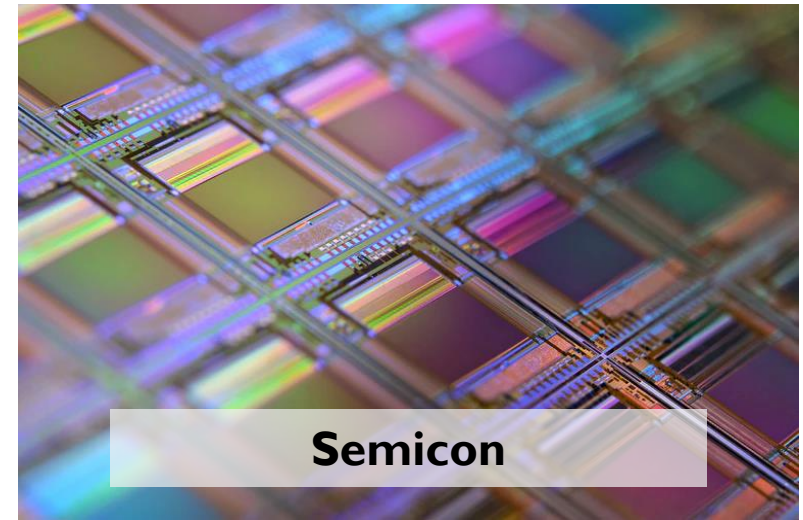
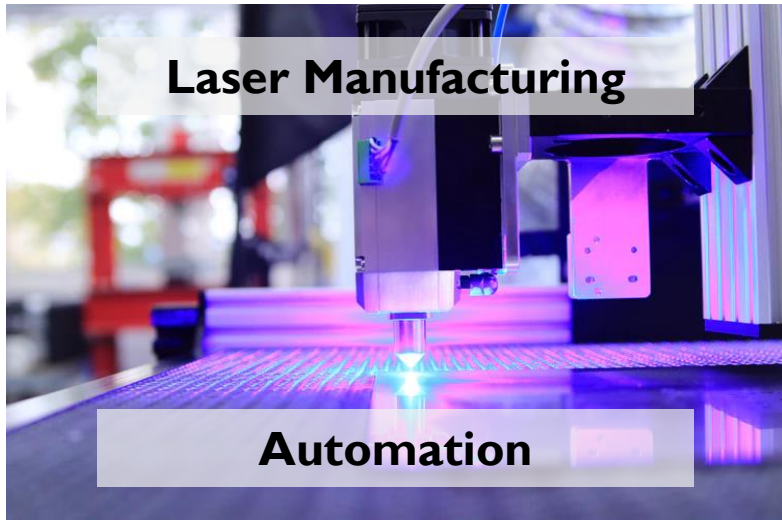


Educational Kits
DE



Liquid Crystal
Devices

Highlight on Current OEM Markets



Backup

THORLABS



Strategic Partners

PicoLuz

MenloSystems

 **BOSTON**
MICROMACHINES
CORPORATION

castor

 PRAEVIMUM
RESEARCH

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