

Inovations

Lasers

Export

Manufacturing

# Investment presentation

Developing

Optics

Coating

R&D

Photonics

**Evaldas Stralkus**

**Chief Business Development Officer**

# Optonas group companies:

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**optonas** Optical thin film coatings

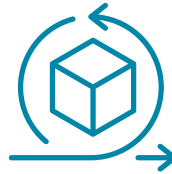


Optical thin film coatings and elements

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01

**3photon**



Photonic, product developer  
(51% shares)

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02

**QS LASERS**



Laser manufacturing  
(50.1% shares)

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03

# Competitive advantage

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- 01 **Well experienced team** support and develop customers products, including Simulations, Development, Production, Metrology and ect.
- 02 **Wide spectral range** – from 190 nm up to 14 000 nm
- 03 **Standard types of coatings:** HR – high reflection, PR – partial reflection, AR – antireflection, metallic coatings, and ect.
- 04 **Special solutions coatings** – low losses, low tension, high damage threshold and ect.
- 05 **Continue R&D** to introduce new types of coating technologies for high peak power and IR optics

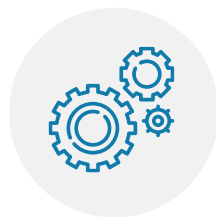
**Scope of service – coating and final optical components production**

# Market review



Global industry of optical components

**30 B€**



Huge diversification per different areas – industrial, medical, machine vision, scientific research, sensor and ect.



Sensor & defence industry will grow rapidly (IR optics)

## Focus on Export

01

Build international sales network based on long term partnership

02

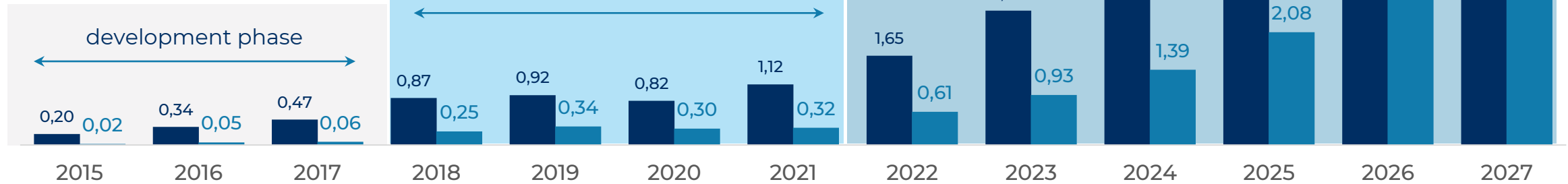
Potential – Optonas 90% turnover generate local sales

03

Focus on strategic partners

# Growth performance

■ Turnover M€  
■ EBITDA M€









**13y exp. –**  
established in  
2009

**37%**  
average growth  
of last 6 years

**32%**  
EBITDA on  
average  
(2018 – 2021)

**24**  
employees –  
5 white collars,  
19 blue collars

# Ongoing projects:

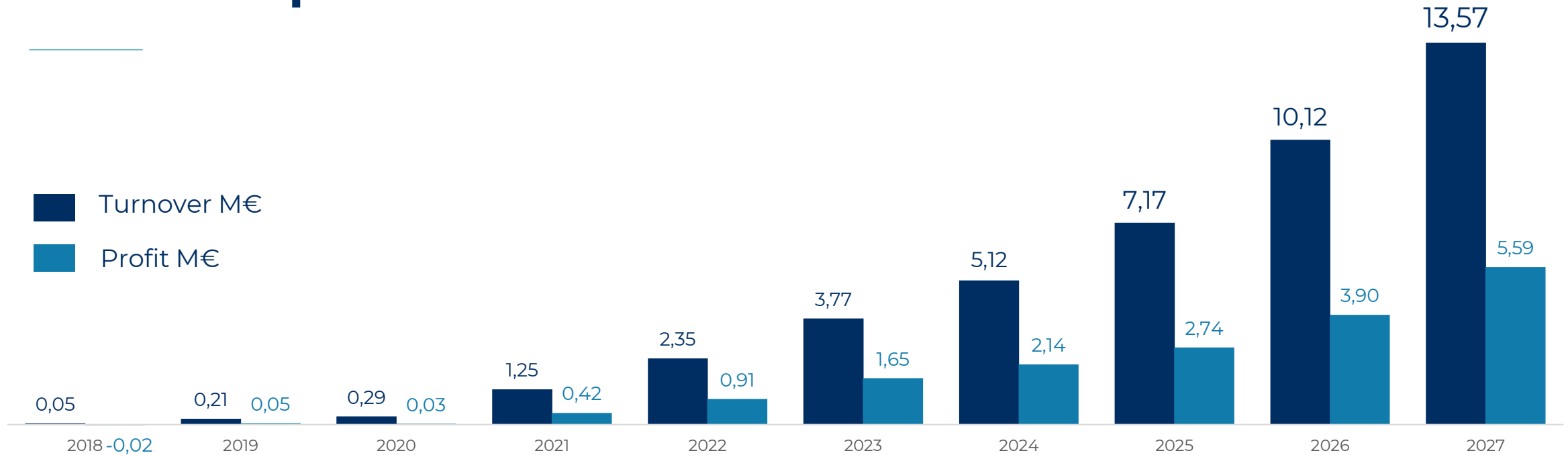
Project	Size (M€)	Brief description	Intensity (%)	Status
▶ Intellect LT	 0,85	R&D Product development	65	<b>Finished</b>
▶ Digitalization LT No.1	 2,28	Production automatization	44	<b>92% Finished</b>
▶ European Space Agency "Plasmoblack"	 0,22	"Total Black" coating development	100	<b>70% Finished</b>
▶ Experiment LT	 1,2	R&D Product development	77	<b>50% Finished</b>
▶ Digitalization LT No.2	 2,28	Production automatization	44	<b>5% Started</b>
▶ Ecoinnovation LT	 1,08	Production automatization	45	Started
<b>Total all projects</b>	<b>7,91</b>			

# Competitive advantage

- 01 **Well experienced** team design and develop new products on market needs
- 02 **Wide range** - produce compact, actively or passively Q-switched, diode-pumped, nano and sub-nano solid-state lasers
- 03 **Huge diversification** - lasers are widely used in applications like scientific research, medical equipment manufacturing, precision measurement, radar communication, material processing, process control, online detection and many other fields
- 04 **Final products** to OEM integrators



# Growth performance



Company established in 2018

**+200%**

Average growth per year

**420K**

Profit out of 1,25 M€ sales in 2021

**13**

skilled personnel



# Ongoing projects:

Project	Size (M€)	Brief description	Status	Intensity (%)
▶ Experiment LT	 0,35	R&D Product development	<b>50%</b> Finished	60
▶ 50ps Laser development	 0,15	R&D Product development	<b>70%</b> Finished	0
▶ Scientific Laser development	 0,1	R&D Product development	<b>80%</b> Started	0
▶ Medical Laser development (USA)	 0,5	R&D Product development	<b>70%</b> Finished	100
▶ Preparing for mass production	 0,5	Today produced >20 Lasers per month. Project target >60.	<b>55%</b> Finished	0
<b>Total all projects</b>	<b>2,1</b>			

# Team

## G. Jakubėnas, CEO

Optical Coatings and Lasers  
22Y exp.

## E. Stralkus, CBDO

International Sales, Management,  
Manufacturing 13Y exp.



## E. Bislis, Deputy CEO

Optical Coatings, Management,  
Sales and Products 22Y exp.

## M. Šemeta, CEO, 3Photon

Optics (crystals), Sales and  
Products Development 20Y exp.



## A. Stalnionis, CTO

Microchip Lasers, Electronics and  
Electro-optics 38Y exp.

## S. Frankinas, COO

Lasers R&D and  
Production 11Y exp.

# Upcoming:

Project	Plan / Status	Brief description	Company
▶ Moving to new facility	2022 May	New building with ~1400 sq. meters with clean rooms and offices. 90% Finished.	Optonas
▶ Startup of mechanical manufacturing BAR	2022/2Q	5 Axis CNC + CNC lathe for production precise mechanical optical components. Down payment	Optonas
▶ Investment of 0,7 M€ from Optonas	2022/2Q	Investment for 30-35% equity	QS Lasers
▶ Moving to new facility	2022 April	Relocate production due to insufficient space	QS Lasers
▶ Grow mass production for OEM and scientific lasers	2022	Today production achievement >30 lasers per month, target >100 lasers	QS Lasers
▶ Write project Europe EIC Accelerator program	Up to 2022 May	2,5 M€ for R&D and up to 15M€ almost non dilutive equity	Optonas QS Lasers
▶ Expansion to optical components preparation 2M€	2023-2024	Establish line for optical components preparation	Optonas
▶ Startup of new factory	2023-2027	New building with >10'000 sq. meters in small Lithuania town near the lake	Optonas QS Lasers
▶ Search for 20M€ investment	2027-2028	Third round of investment	Optonas

# Current investments need of 4 M€

Investments per two stages:  
2 M€ 2022/Q2 and 2 M€ 2023



## Business development to global markets

- ▶ build global customer's network
- ▶ marketing

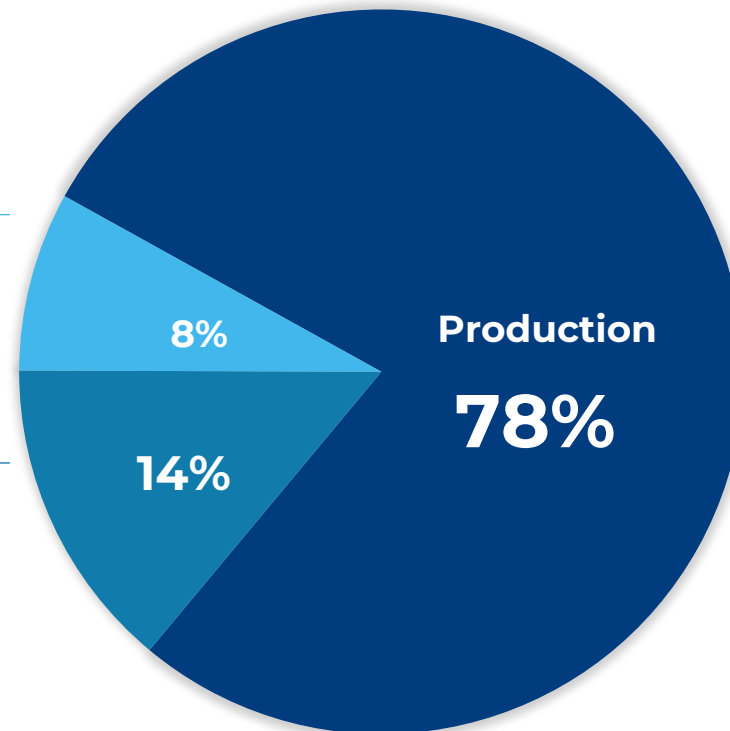


## R&D

- ▶ new coatings, lasers
- ▶ Introduce IR coating technology
- ▶ new products to the market

Sales

R&D



## Production equipment and machinery

- ▶ increase production capacity and automation
- ▶ ES projects, other investments

# Why us

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**High**  
technologies

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**Good business diversification**

Subcontracting,  
ready optics components,  
final lasers to OEM

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**Fastest growing company**  
in Lithuanian photonic  
sector

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**Experienced**  
team and R&D

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**New building**  
and modern spaces

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**Global market**  
30 B€ and growing

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**Let's talk!**

**QS LASERS**

Optical  
thin film  
coatings **optonas**

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**Contact for more information:**

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