

#### Who We Are

Novanta is a leading global supplier of core technology solutions that give healthcare and advanced industrial original equipment manufacturers (“OEMs”) a competitive advantage. We combine deep proprietary technology expertise and competencies in photonics, vision, and precision motion with a proven ability to solve complex

technical challenges. This enables Novanta to engineer core components and sub-systems that deliver extreme precision and performance, tailored to our customers’ demanding applications. The driving force behind our growth is the team of innovative professionals who share a commitment to innovation and customer success.

#### Investment Highlights

##### Focus on High Growth Markets

- Niche leadership in secular growth markets
- Balanced across multiple end markets

##### Drive Consistent Organic Growth

- Product innovation
- Global presence
- Increase content with OEMs

##### Execute on Value-Creating M&A

- Disciplined and cash returns-focused

##### Operate “The Novanta Way”

- Novanta Growth System
- People and culture

#### Diversified Revenue Mix

**50%** Advanced Industrial

- Material Processing
- Metrology & Inspection
- Robots and Automation

**50%** Medical

- Minimally Invasive Surgery
- Critical Care Equipment
- Ophthalmology
- Lab / Life Science Equipment

#### Novanta Reporting Segments (Pro Forma)

**40%** Photonics

- Laser beam steering
- Intelligent laser and beam delivery subsystems
- CO2 lasers for fine material processing



**40%** Vision

- Detection & Analysis**
- RFID and Machine Vision
- Minimally Invasive Surgery**
- Insufflators, pumps and disposables
- Endoscopic visualization



**20%** Precision Motion

- World leading position detection accuracy
- Integrated motion solutions



#### Key Statistics

- Headquartered in the United States of America, in Bedford, MA
- Annual revenues +\$600 million
- ~60% of revenue outside of the U.S.
- Annual adjusted EBITDA +\$120 million
- Large and growing total addressable market of \$4.5 billion with a 5–7% compound annual growth rate
- More than 2,000 total employees
- Approximately 400 engineers and +400 Patents

#### Operating Model

- Highly Engineered “Sticky” Solutions Based on Proprietary Technology
- Imbedded Customized Solutions with Customer ~10 year Product Life Cycles
- Autonomous Business Units focused on Technologies and Leadership Positions in Niche Applications
- Novanta Growth System to drive Operational Excellence & Asset Light Business Model
- Institutionalized Organic Growth Program Focused on Innovation and Commercial Excellence
- Disciplined Capital Allocation based on ROIC
- Strategic and disciplined M&A