

PRESS RELEASE

## **Xenics teams up with LOT-Oriel to distribute its near infrared cameras in Europe**

*Leuven, Belgium, June 21th, 2004 – Xenics, Europe’s leading developer of innovative infrared image sensors, today announced it has signed an agreement with LOT-Oriel, Darmstadt, Germany, European supplier of high-tech instrumentation, optics and components. In this cooperation, LOT-Oriel will become Xenics’ partner for the sales and marketing of its near infrared cameras in Europe.*

LOT-Oriel Group, a respected and leading European sales and service organization for lasers, optics and other high-tech equipment, will add Xenics’ near infrared cameras to its product line. The company has built up a strong reputation in distributing high quality products with an excellent service.

“By adding Xenics’ near infrared cameras to our portfolio, we are convinced that we can answer the needs of our extensive customer base even better with a complete range of state-of-the-art products,” said Ralph Koehler, VP of Business Development, LOT-Oriel. “At LOT-Oriel, we are committed to our customers to deliver sophisticated technology in line with fast changing market requirements. Xenics’ cameras meet these high standards well and we are delighted to be their sales and marketing partner for our customers in Europe.”

The products that will be distributed include Xenics’ reputed series of InGaAs cameras, both for 2-dimensional imaging as well as for 1-dimensional line scan imaging. Applications include spectroscopy, telecommunication, hyper spectral imaging, laser beam profiling, semiconductor inspection, thermal imaging of hot objects and night vision.

A key characteristic of the new product line is the high degree of flexibility that these cameras offer in terms of speed, user interface and temperature range. More than ever, stringent technology requirements have to be combined with specific application-dependent user needs to deliver fast custom-based solutions, often for small volumes only.

“Our cameras do just that,” said Bob Grietens, CEO Xenics, “And that explains the growing success of our InGaAs camera products.

Partnering with LOT-Oriel will add significantly to this success as it will combine our state-of-the-art technology with LOT-Oriel's long-standing experience in the markets that our cameras target, their highly-qualified sales network and their 30 years of experience in being a full sales and service organization in Europe."

### **Note to the editor**

#### **About Xenics**

Xenics is the leading developer of innovative infrared detection solutions for a wide range of applications. Xenics designs, manufactures and sells infrared detectors and cameras, both for linescan and imaging applications, covering the infrared wavelength ranges from 1 up to 14 micrometer. In addition, Xenics delivers custom products according to the agreed specification and planning. Xenics was established in 2000 as a spin-off company of the microelectronics and nanotechnology research center IMEC.

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