



Investor Fact Sheet

Nasdaq: NOVT

A Trusted Technology Partner serving Medical and Advanced Industrial Markets

WHO WE ARE

Novanta is a leading global supplier of proprietary technology solutions that give medical and advanced industrial original equipment manufacturers ("OEMs") a competitive advantage. We combine deep patented technology expertise and competencies in precision medicine and manufacturing, medical solutions, and robotics and automation, with a proven ability to solve complex

technical challenges. This enables Novanta to engineer core components and subsystems 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.

WHAT WE DO

Application Areas

(Examples)

Medical

- Minimally Invasive Surgery
- Robotic Surgery
- Life Sciences
- In Vitro Diagnostics and DNA Sequencing
- Patient Monitoring
- Ophthalmology

Advanced Industrial

- Robotics
- Automation
- Laser Additive Manufacturing
- Laser-based Material Processing
- Metrology and Inspection
- Micromachining

HOW WE DO IT

Operating Model

- Supplier of Mission Critical Application Specific Solutions to OEM's, Based on Proprietary Technology
- Imbedded Customized Solutions with Customer ~10 year Product Life Cycles
- Autonomous Business Units focused on Technologies and Leadership Positions in Diverse Niche Applications
- Novanta Growth System to drive Continuous Improvement and New Innovations
- Disciplined Capital Allocation based on ROIC and free cash flow performance
- Strategic and Disciplined M&A
- Collaborative, Performance-based Culture

Novanta Reporting Segments

PRECISION MEDICINE AND MANUFACTURING

Laser beam steering
Intelligent laser beam delivery
subsystems
Laser sources for fine
material processing



MEDICAL SOLUTIONS

DETECTION & ANALYSIS
RFID and Machine Vision

MINIMALLY INVASIVE SURGERY

Insufflators, pumps and disposables
Endoscopic visualization



ROBOTICS AND AUTOMATION

World leading sensing and
motion control components

Integrated motion
solutions

World leading robotic end of
arm technologies



Key Statistics

Headquartered in
the United States of
America, near **Boston, MA**

Annual revenues
~\$860 million

~60% of revenue
outside of the U.S.

Annual adjusted
EBITDA ~\$180 million

Large and growing
total addressable
market of **\$6 billion**
with a **5-7%** compound
annual growth rate

More than ~3,000
total employees

Approximately
~650 engineers
and ~700 Patents