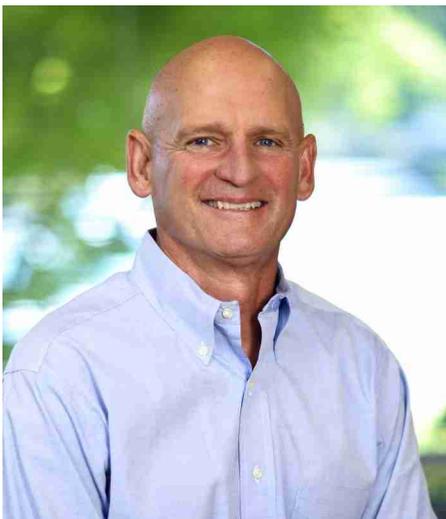


**Partners and Customers Know that they Can Trust AOptix Technologies Inc. Identity Verification and Wireless Communications Solutions to help them Bring Solutions to the Marketplace that Keep their Customers Safe and Connected**

**Technology  
Biometrics/Communications  
(Private)**

**AOptix  
675 Campbell Technology Parkway  
Campbell, CA 95008  
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www.aoptix.com**



**Earl Charles  
CFO**

**BIO:**

Earl C. Charles is AOptix's Chief Financial Officer with leadership responsibilities for corporate finance, financings, mergers and acquisitions and infrastructure to support rapid growth of the company's iris recognition. As CFO of eMeter, Earl led and negotiated financing to fuel the company's sales growth while improving its systems and infrastructure. Prior to joining eMeter, he was CFO at XenSource, Inc., a server virtualization software company which was acquired by Citrix Systems, Inc. Earl

was responsible for operations, finance, legal, facilities, risk management, human resources and investor relations functions. While at XenSource, Earl led and negotiated financings, negotiated the definitive agreement with Citrix and led due diligence and integration activities, and implemented ERP and business systems. Earl has held similar positions at Cupertino Electric, Inc., a leading provider of sophisticated electrical infrastructure solutions and other high technology companies, including mycfo.com, Prism Solutions and R2 Technology, Inc. Earl was a partner and 20 year veteran at Deloitte & Touche LLP, a public accounting firm and holds a BBA from the University of Notre Dame. Earl has joined the AOptix executive management team after many years of financial and operational management.

**Company Profile:**

AOptix Technologies Inc. is helping the world stay safe and connected with its identity verification and wireless communications solutions. Through the combination of iris recognition and other biometrics techniques, the company's identity solutions deliver fast, easy and accurate identification and verification for a wide range of applications including automated boarding and immigration at airports and international borders. Its communications solutions deliver reliable, long-range, ultra-high bandwidth wireless communications to alleviate mobile backhaul congestion and other network chokepoints. Its solutions are derived from the company's patented optical technologies originally developed for scientific re-

search and further developed with DARPA for advanced defense applications. AOptix is a privately held company based in Campbell, Calif., with sales offices in Washington D.C. as well as Europe, the Middle East and Southeast Asia.

**Interview conducted by:  
Lynn Fosse, Senior Editor  
CEOCFO Magazine**

**CEOCFO:** Mr. Charles, would you tell us about AOptix?

**Mr. Charles:** AOptix applies optics to transform identity verification and wireless communications. Those are our principle two business areas.

**CEOCFO:** Biometrics is a wide field; what are you actually working on right now? If you have products in the market, would you tell us about those as well?

**Mr. Charles:** We do have products in the marketplace today. For example, we currently sell and market an iris scanner and image capture matching system that is installed and deployed at Gatwick Airport in London as well as the State of Qatar. We have other installations that will be deploying soon as well as products in development, which we will be announcing later in the third or fourth quarter of this year. While we are pleased with the progress we have made, especially in the airport market, there are many more applications for our technology and we look forward to bringing future products to market.

**CEOCFO:** Would explain your identity solutions technology?

**Mr. Charles:** Our identity solutions include fast, automated and highly accurate identity verification systems. For example, our system can capture the iris images and match travelers with their boarding passes and allow them entry into secure parts of the airport. It takes less than two seconds to capture that image. Today, if you look at airport applications or immigration border patrol applications, the capture time for iris images could be as much as several minutes. Ours is cutting-edge technology that allows for rapid capture and quick matching of that information. The system is unobtrusive and user-friendly. It speeds throughput and is created for the airport of the future or the immigration border control of the future where people will go back and forth and go about their daily lives quickly and with a positive experience.

**CEOCFO:** How is this technology unique?

**Mr. Charles:** Our technology is currently responsible for identifying more than 5 million individuals each year. Much of our hardware and software is proprietary. Our identity verification technology allows us to identify individuals through the combination of iris recognition as well as other biometric techniques. The problem with most traditional systems is they have to retake the image multiple times. Our system finds the subject rather than the other way around. We are right pretty much the first time every time.

**CEOCFO:** AOptix has a number of partnerships in place; is that for the development, marketing, or both?

**Mr. Charles:** Most of the partnerships that we have announced are on the sales and marketing side for the distribution of our products.

**CEOCFO:** Is the intended market aware of AOptix?

**Mr. Charles:** Yes, we are highly regarded for the technology we have developed in identity solutions and wireless communications. Big chal-

lenges require innovation and imagination and our partners and customers know that they can trust AOptix to help them bring solutions to the marketplace that keep their customers safe and connected.

**CEOCFO:** Would you tell us more about your *IntelliMax* solution?

**Mr. Charles:** Our technology serves a critical need because it allows for high data rate bandwidth transmissions for backhaul in the mobile carrier network as an alternative to fiber. It is a wireless communication hybrid link with a two gig per second data rate and the capability of going anywhere from two to eight kilometers in distance. It also has application even where there is fiber. Carriers typically rent fiber they do not own, so their operating expenses can be high. There is an opportunity for this technology to essentially be a lower cost alternative in those situations. Regarding the band-

**Big challenges require innovation and imagination and our partners and customers know that they can trust AOptix to help them bring solutions to the marketplace that keep their customers safe and connected. - Earl Charles**

width, for the past five years or so, and especially with the advent of smart mobile technology, there has been a huge surge in data traffic. From the carriers' vantage point, this creates much demand on their bandwidth and they do not have a way to solve this problem. Our *IntelliMax* solution addresses that.

**CEOCFO:** How does the business break out now between the two segments and would you like the mix to change?

**Mr. Charles:** In our Communications business unit we are in product development right now and plan to release the product later this year. The Identity Solutions business unit is already generating revenue and almost all of that revenue is coming from our *InSight*® family of products. We expect that mix to change dramatically over the next twelve to eighteen months with several new product offerings that we will soon announce. Both businesses have enormous po-

tential. Each serve different markets and have different applications, but each presents significant opportunity.

**CEOCFO:** How were you able to connect with Qatar?

**Mr. Charles:** We attend a number of tradeshows each year and have also received a great deal of industry recognition as well as positive media attention. What we did with Qatar initially was a proof-of-concept where we put it on site and allowed them to use the technology and see how it worked. We met all of their requirements. Qatar, and the Middle East in general, is very interested in maintaining security. Our application offers them a high level of security and protection.

**CEOCFO:** When you put the system in place, did you encounter any challenges that were unexpected, and how did you deal with them?

**Mr. Charles:** Fortunately, everything went according to plan. As with each of our products, this system went through rigorous testing and qualifications, so there were

no unexpected challenges. Our systems are straightforward and easy to us, so the customer does not have to spend a great deal of time learning how to use the technology and how to operate the equipment.

**CEOCFO:** Would you tell us about the recent funding for AOptix?

**Mr. Charles:** We recently closed a \$42 Million series E round of funding. The funding enables us to expand our sales and marketing efforts globally and to address both our Identity Solutions business as well as our Communications business. The funding allows us to fund current product development efforts and to take us to a point of positive earnings and cash flow from each of these two businesses.

**CEOCFO:** Why should investors and people in the business community pay attention to AOptix today?

**Mr. Charles:** AOptix has a culture of creativity and innovation that we apply to solving complex problems and, in doing so, positively impact people's lives. We are solving problems that nobody else can. There are situations

we have not even thought of today where there will be uses for our technology and our solutions. I'm confident that with the industry recognition we have already garnered as well as the positive response to the systems

we've already deployed, we will be deluged with requests from customers we did not even imagine six months ago.

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