



## An Introduction to Key Technology

[www.key.net](http://www.key.net)

### Corporate Profile

Key Technology, founded in 1948, is an international leader in the design and manufacture of process automation systems for the food processing, industrial and pharmaceutical markets.

Market conditions, including heightened concerns from consumers about food and pharmaceutical safety and quality, a world-wide shortage of cost-effective labor, and the demand for improved quality in products exported by developing countries combine to drive Key Technology's growth.

The Company's products integrate advanced material-handling technologies with lasers, visible and infrared light and extremely high-speed computer processing to identify and remove product defects and foreign materials from food and pharmaceuticals. Customers on six continents in over 70 countries rely on Key equipment to significantly improve product quality and safety, reduce operating costs through labor reduction, and increase process control capabilities that optimize production efficiencies.

A publicly-held company, Key's stock trades on The Nasdaq Global Market under the symbol KTEC.

### Market Segments

Focus Industries: Key's strategy is to focus our resources on four targeted industries that will provide the highest potential for our product solutions: potatoes, processed vegetables and fruit, fresh-cut vegetable and leafy products, and pharmaceuticals and nutraceuticals.

Additional Market Opportunities: nuts, snacks, meat, poultry, coffee, tobacco, cereals, pet food, plastics, paper, and other products

### Core Strengths

- Directed strategic investment in research and development to continuously deliver new solutions to the market
- Dedication to strong customer relationships
- Systematic exploration of new technologies that support our business strategies

### Products and Services

Optical Inspection Systems: Key's automated sorting equipment, including Manta<sup>®</sup>, Tegra<sup>®</sup> and Optyx<sup>®</sup>, replaces manual inspection and less advanced optical sorters, bringing color vision, intelligent selection, split-second defect removal, and reliable good-product recovery to food and pharmaceutical processing plants.

Vibratory Conveying Systems: Key's patented Iso-Flo<sup>®</sup> conveying technology provides unequalled performance for consistency, durability and handling of difficult product applications in more than 18,000 installations worldwide.

Process and Preparation Systems: Key's process and preparation systems, including blanchers, air cleaners, air coolers, graders, sizers, washers and dryers, help processors meet precise quality and appearance specifications for maximum shelf appeal of food products.

Aftermarket: Key's aftermarket business provides upgrades to our broad installed base, ensuring that our customers have a comprehensive migration path for their Key equipment.

Service: Key's commitment to customers drives our support services, which include application testing, custom engineering, on-line and in-plant training, contract maintenance and service packages, and on-line support.

## Locations

Facilities: Key Technology is headquartered in Walla Walla, Washington, USA with manufacturing facilities there and in Oregon and the Netherlands. Key maintains additional sales and service offices in China, Singapore, Australia and Mexico.

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## Executives

David Camp – President and Chief Executive Officer

Jack Ehren – Senior Vice President and Chief Financial Officer

John Boutsikaris – Senior Vice President, Global Sales and Aftermarket

Mike Nichols – Senior Director, Research and Development

Randy Unterseher – Senior Director, Marketing