

## Case Study – Technology

o3 Capital acted as the sole advisor to Opterna, an opto-electronic product company and subsidiary of the NeST Group's SFO Division - an Indian technology operation entity with revenues of US\$200 Million from a diverse base of Fortune-1000 customers across 4 continents. Through the acquisition of Northlight Optronics, o3 Capital assisted Opterna identify the right partner to complement its manufacturing and marketing capabilities. Northlight Optronics has world class capabilities in active optical component design and compliments Opterna's strength in passive optical components perfectly.

The acquisition has allowed Opterna to use Northlight as a base to build a business unit in Sweden which combines the technical strengths of the optical community in the Stockholm area with the delivery capabilities of Opterna.