



Company Overview

Alien Technology Corporation

Founded in 1994, Alien Technology® is a leading technology and product provider of UHF Radio Frequency Identification (RFID) Integrated Circuits (IC), tags, readers and professional services. Alien® Gen 2 products, along with software solutions from partners, help solve business problems for customers to improve productivity, processes, security and asset tracking for closed-loop and supply chain systems for consumer packaged goods, retail, manufacturing, transportation, airports and cargo logistics, government and defense, and other industries.

Market Overview

RFID offers a number of advantages over older auto ID systems. RFID allows for individual items to have a unique identifier and can identify many items at once, without line of sight which is a limiting factor for older technologies.

Key to the success of the RFID industry has been the development and application of manufacturing standards, designed to ensure the interoperability of equipment from different vendors. Large and small businesses are moving from the pilot stage to implementation of RFID with closed loop and supply-chain systems. Broader adoption of RFID is underway as result of product standardization, lower-cost RFID devices, improved performance and more return of investment case studies.

RFID Advantages

With Alien's patented Fluidic Self Assembly (FSA™) manufacturing process, Alien manufactures RFID tags in high volumes and at low cost. The Squiggle® line of high performance tags is setting a new standard for sensitivity and read performance for Gen 2 tags. The Alien reader line of products offer superior read-range and software interfaces which makes it easier for customers to take advantage of RFID reporting for LAN and WAN based networks. Alien holds numerous patents and patent applications essential to tag design, reader design, RFID protocols, and tag manufacturing.

Alien's products and services have earned designation as Qualified Anti-Terrorism Technologies under the Support Anti-terrorism by Fostering Effective Technologies (SAFETY) Act of 2002 for airports baggage and cargo handling systems. Designation under the SAFETY Act is granted by the U.S. Department of Homeland Security and provides legal liability protection to customers and users of Alien Technology baggage and cargo implementations related to an act of terrorism.



Company Overview (Continuation)



With Alien's RFID Solutions Center in Dayton (Ohio), Alien offers partners and end customers with education and training through the Alien RFID Academy. With Alien professional services, the Company helps customers and partners with implementation services, leveraging years of RFID expertise, to help customers adopt and implement RFID systems.

Quatrotec Inc, a wholly owned subsidiary of Alien Technology Corporation, is a specialized professional services and technology firm that provides complete solutions to meet the sophisticated requirements of the transportation industry. Quatrotec provides products and services that help increase security, efficiency, and visibility within the transportation sector. Domain expertise coupled with a thorough understanding of industry demands, allows Quatrotec to be at the forefront of transportation security. Quatrotec is well-known for its expertise within Baggage Handling Systems & Explosive Detection Screening and Project and Construction Management for the airline industry. Quatrotec's baggage and cargo handling services have earned a certification and designation as a Qualified Anti-Terrorism Technology under the Support Anti-terrorism by Fostering Effective Technologies (SAFETY)

Act of 2002. Quatrotec is now a certified provider of Qualified Anti-Terrorism Technologies, and therefore subject to legal liability protection from the U.S. Department of Homeland Security.

Alien's facilities include: its corporate headquarters in Morgan Hill, CA; RFID tag manufacturing facility in Fargo, ND; the Alien RFID Solutions Center in the Dayton, Ohio area, Quatrotec's offices at the San Francisco International Airport (SFO); and its sales offices in the US, Europe and Asia. Alien is a member of EPCGlobal.

For more information about Alien Technology products and services, please visit www.alientechnology.com

Management Team

› **George Everhart**
CEO

› **Charles G. Alvarez**
CFO

› **Dr. J. Stephen Smith**
CTO & Founder

› **Patrick Ervin,**
VP of Global Sales and Customer Service

› **David A. Aaron**
VP & General Counsel, Secretary

