

OUR VISION To be the
ULTIMATE partner of choice

KEY TECHNOLOGY, INC.

NASDAQ GM (KTEC)

Economic Development Advisory Committee

March 28, 2017



KEY TECHNOLOGY, INC.

PRESENTER:



Jack Ehren
President and CEO

OUR VISION To be the
ULTIMATE partner of choice

An Introduction to Key Technology, Inc.

INTRODUCTION TO KEY TECHNOLOGY

GLOBAL CUSTOMER BASE

Over 3,100 customers in 81 countries



COMPLETE SOLUTIONS PROVIDER

Only provider of both **OPTICAL INSPECTION** and **CONVEYING** and **PROCESSING** Equipment

Digital
Sorting



Process
Systems



Aftermarket Parts and
Customer Service



Global
Sales and
Support



- Industry-Leading Technologies
- Advanced State-of-the-Art Design and Analysis Tools
- Vast Industry Expertise and Applications Knowledge

CORE MARKETS

CORE MARKETS



Processed Potatoes



Processed Fruit and
Vegetables



Nuts, Dried Fruit
and Berries

OTHER MARKETS



Pharmaceuticals and
Nutraceuticals



Tobacco Processing
Solutions



Seed Corn Ears
Solutions



Wine Grape
Solutions

KEY TECHNOLOGY

PRODUCTS SERVE:

- 85% of the top 20 global food processors
- The majority of all processed potatoes for chips and fries globally
- Processors of 16 billion pounds of french fries processed annually worldwide
- Global processors of over 17 billion pounds of fruit and vegetables annually
- Global processors of over 2 billion pounds of nuts

Key Technology

OUR VISION:

To be the **ULTIMATE** Partner of
Choice for our Customers Globally

Key Technology

OUR MISSION:

We are one team committed to adding value to our customers' business by delivering the most innovative and trusted process improvement solutions in the world

OUR VISION To be the
ULTIMATE partner of choice

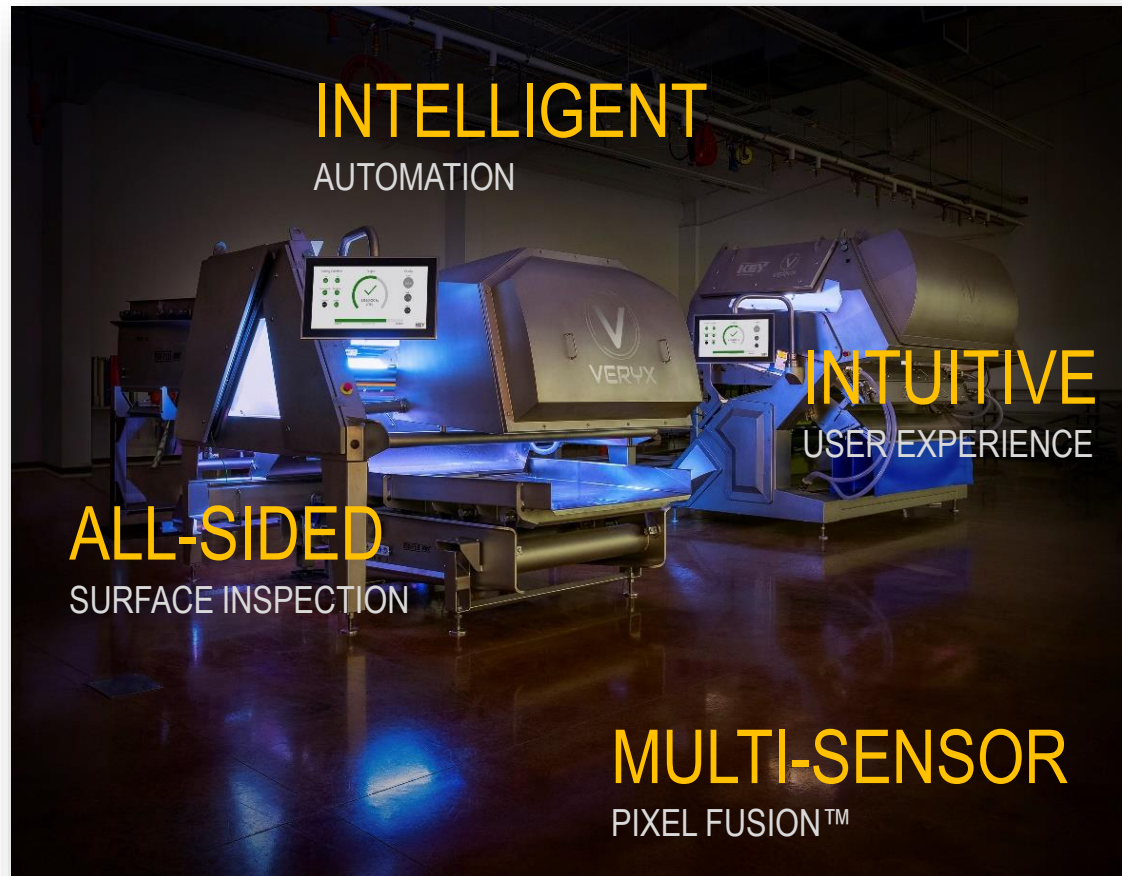
Delivering the Most Innovative & Trusted Solutions

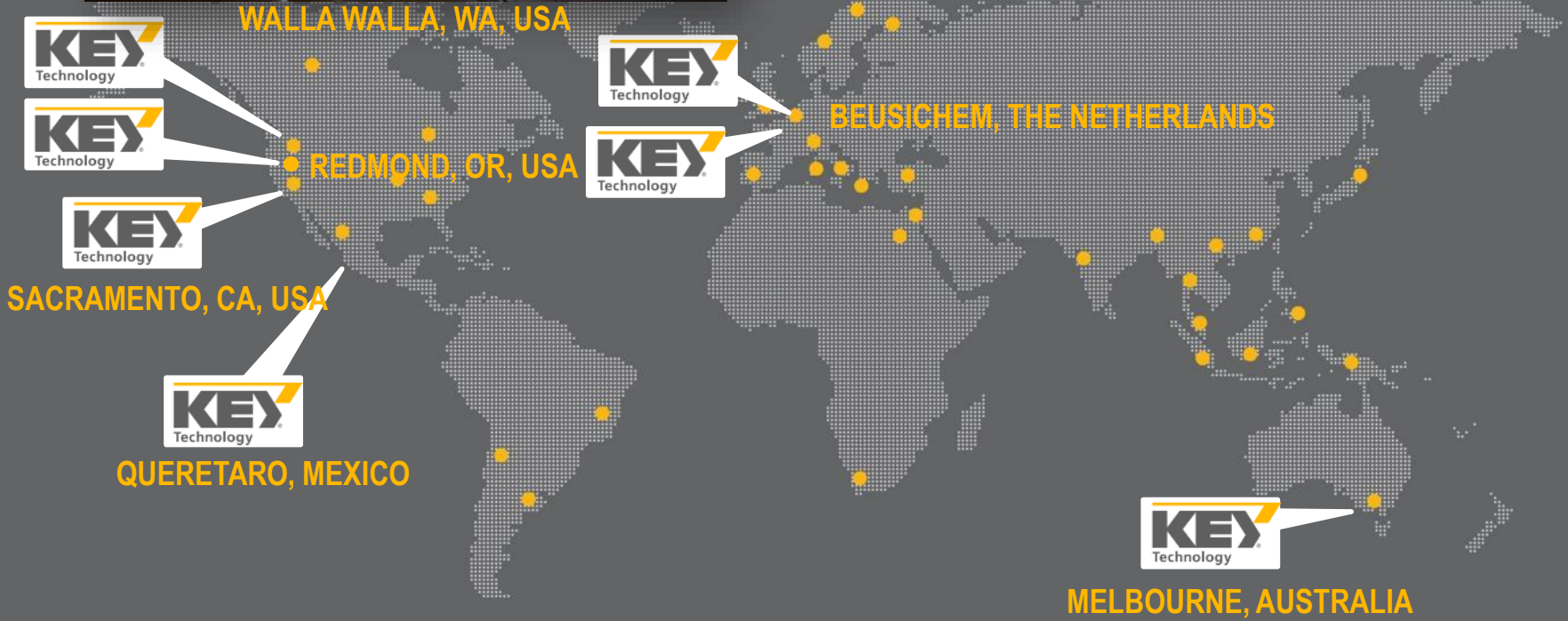
Delivering the Most Innovative & Trusted Solutions

Market Advancements with VERYX Platform



THE NEW
STANDARD of
digital sorting





= Key Technology Customer Demonstration, Manufacturing, and R&D Facilities

= Key Technology Sales/Service Locations

Key Technology continues to be
dedicated to the Walla Walla
community.

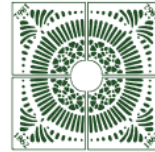
Global Company: **Strong Local Presence**

Worldwide Key Employs 608 people

- Walla Walla Employee Base:
Approximately 400 employees
- Wide Range of Occupational Opportunities:
 - Full manufacturing facility here in Walla Walla
 - Engineering & R&D resources
 - Sales & Marketing Administration
 - Service Team based from our Walla Walla Office
 - Two local facilities (Avery & Poplar locations)

Global Company: Strong Local Presence

Proud supporter of many local organizations:



**DOWNTOWN
WALLA WALLA
FOUNDATION**



**YMCA OF
WALLA WALLA**



HELPLINE
Connecting Our Community



Global Company: **Strong Local Presence**

Actively involved with local colleges:

- **Internship Programs**
 - We recruit and hire interns each summer to help in various aspects of our business (engineering, R&D, applications, accounting, etc.)
- **Success in hiring from local college graduates**
 - Local graduates are currently employed at Key and are important contributors within our organization

Global Company: **Strong Local Presence**

Community Educational Partner :

- **Student Tours (grade school-college):**
 - We conduct numerous tours for local schools and college classes giving them a chance to observe our facility and to interact with professionals in their areas of interest
- **Adult Tours:**
 - Numerous organizations tour our facility annually receiving insight into our role in the food industry and gaining a deeper understanding of the full range of design and manufacturing that occurs in our facility

Global Company: **Strong Local Presence**

Strong Contributor to Local Travel Related Economy:

- We regularly host a significant number of customer and partner guests to our Walla Walla facilities for demonstrations, equipment testing and business meetings
- Steady travel of Walla Walla based employees to international and domestic locations
- We have regular flow of employees from international and regional offices who travel to our headquarters for meetings and training
- Our guests stay in the local area bringing revenue to local hotels, shops and restaurants

Global Company: **Strong Local Presence**

Important Economic Factors for Key:

- **Vibrant Community**
 - Education
 - Arts & Entertainment
 - Shopping
 - Family Activities
- **Community Safety**
- **Transportation**

Global Company: **Strong Local Presence**

Current Challenges:

- **Travel Challenges**

- The extensive international travel needs of our employees and customers can be difficult given the limited flight times offered

- **Recruitment Challenges**

- It can be difficult to recruit highly specialized talent to the area given the size and distance from larger metropolitan areas

KEY TECHNOLOGY:

Proud member of the Walla Walla Community