



PRESS RELEASE
For immediate release

OPTEL GROUP CELEBRATES OFFICIAL GRAND OPENING OF ITS NEW FACILITY IN INDIA

Quebec City, December 1, 2016 – Optel Group, a collective of business units that use common technologies to ensure the well-being of future generations, announced today that it officially opened its new site in Goa, located in the southwestern part of India.

Inaugurated yesterday, this 42,000 sq. ft. facility will allow Optel Group's business units to enhance their presence in Asia. Optel Vision, the most prominent of Optel Group's business units, specializing in the serialization and traceability of pharmaceutical products, has been present in India since 2012 and is already ranked the top provider in its field there. Other business units, such as recently launched Optel Medevon, will also gradually extend their operations to this facility, as business develops across Asia.

"We chose to expand to India for two reasons: First, because it represents 20% of the world's generic drug market and, second, because the country has a large number of qualified engineers. Establishing a permanent site in India allows us to be closer to our customers while encouraging local production," stated Louis Roy, President of Optel Group.

"It's a big challenge for a North American company to expand to India. We had to change the perception of Indian customers. In fact, we developed a different business model for the Indian market and put together a highly specialized customer service team, specifically for this area," added Étienne Gagnon, President of Optel Vision.



M. Louis Roy, president of Optel Group, Shri Laxmikant Parsekar and Shri Nitin Kunkolienker officer of Goa government.

Currently, 45 Indian employees work at the site in Goa, and this number is expected to double over the next year. Optel Group's growth plan for India also includes doubling its sales figure within



that same timeframe. The Goa facility will focus on manufacturing and assembly operations, as well as provide technical training to customers.

Moreover, in keeping with its corporate values, Optel Group is also socially involved in India, helping local communities via SOS Children's Villages, a Canadian charitable organization. Optel Group's financial contributions allow the needy children of Bhuj to gain access to quality education by covering the cost of tuition, school uniforms and school supplies. Also, as part of its social commitment and strong determination to work with child education, the company's team in India has made a resolution to sponsor one child per employee, providing monetary support for food, medicine and education. This initiative is expected to begin in January 2017, in the State of Goa, where the new manufacturing facility is located.

About Optel Group

Parent company of well-renowned Optel Vision, Optel Group oversees a group of business units that use common technologies, mainly in optics, electronics, computer science, and robotics. Each of these business units develops inspection, serialization, traceability and engineering solutions and services for various industries for the purpose of solving real, important issues to ultimately help create a better world. Optel Group is committed to supporting communities in order to ensure the well-being of future generations while respecting employees, customers, and the environment. For more information, visit optelgroup.com.

About Optel Vision

Founded in Quebec City in 1989, Optel Vision integrates automated inspection and serialization systems into pharmaceutical production lines, helping ensure the safety of customers' products. Optel Vision is a worldwide leader in traceability systems for the pharmaceutical industry with a wide customer base, including eight out of the ten biggest generic drug manufacturers in the world. As a founding and active member of the Open-SCS working group and organizer of several serialization roundtable events worldwide, Optel Vision also initiates various collaborative efforts that bring together key industry players to address important serialization issues. For more information, visit optelvision.com.

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