

## CLIENT NEWS

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### AIGIS hires Marc Ottolini from Dialight

AIGIS Blast Protection, the venture-backed global expert in blast containment, has hired Marc Ottolini, a managing director from Dialight (LSE code: DIA.L), as its new CEO. Dialight is the acknowledged world wide leader in LED (light emitting diode) technology.

AIGIS has built an innovative approach to blast protection, using a patented materials system called TABREshield: this absorbs up to 90% of blast energy and substantially reduces lethal fragmentation, protecting people and assets and improving the chances of maintaining business continuity. TABREshield allows AIGIS to respond to most explosion scenarios, from building protection and airport security, to public sector and armed forces applications.

Leading airlines and airports, including Qantas and Hong Kong, deploy AIGIS technology. TABREshield is also in use with military and police forces across the world, including armoured vehicles in Afghanistan, explosives storage and transport solutions in France, and IED containment units in the UK. Major projects are also underway to protect transport infrastructure and buildings in the UK, USA, Italy, Oman and Benelux.

Marc Ottolini said: "There is a very strong demand for our anti-blast solutions from both the private and public sector. My main aim is to make TABREshield the "Intel inside" of blast protection."

Nico Rogerson, AIGIS Blast Protection Chairman, added: "With our ambition to convert as many Police and military forces, as well as transport, energy companies and leading banks, to deploying Aigis anti-terrorist measures, Marc is ideally suited to the role: he speaks four languages fluently and has proven experience of growing businesses internationally."

Marc Ottolini started his career at Philips Electronics, the Dutch Electronics multinational. He joined Dialight as Managing Director Europe in 2001. There he oversaw the revitalisation of one of the operating companies, led a strategic acquisition, drove the market entry and growth strategy in core LED markets. He holds an MSc in Electronics from Delft University (Netherlands) and an MBA from Erasmus University (Netherlands) and Rochester University (New York). He is 43 years old, is married and has 1 daughter.

AIGIS chairman Nico Rogerson co-founded the marketing communications group Dewe Rogerson in 1969. He helped build the business to revenues of £30 million and operating profits of £4 million, employing 450 people. In 1998 he negotiated the sale of the business for £27 million to Incepta PLC.

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