



Press Release

27TH January 2020

Leading communications & security company Optilan appoints new CEO Bill Bayliss to expand operations and continue growth plans

- Bill Bayliss will succeed Richard Buckland as Chief Executive Officer and Director following a short handover period.
- Bayliss, who joins the company immediately, has experience building international businesses and will lead the continued growth of the company.
- Richard Buckland, who founded Optilan over 30 years ago, has grown the company into an internationally successful and respected business.

Leading communications and security technology integrator, Optilan, has today announced the appointment of Bill Bayliss as new CEO and Director of the company. Bill, who succeeds Richard Buckland, has a strong track record of building and leading international companies in the sector. His appointment is effective immediately and he will succeed Richard after a short handover period.

Richard, who founded Optilan over 30 years ago, has built the company into a successful, highly respected, international business. The new appointment reflects the ambitious growth plans of the company and its commitment to building a long-term strategy that realises the business' vision and future potential.

Bill, an engineer by background, comes with a significant breadth of building and running international businesses, predominantly in the oil & gas industry. Bill joins Optilan having previously been Group CEO of ICR Integrity, the global maintenance and integrity company specialising in the oil and gas and power sectors. Prior to that he was Group CEO of Viking SeaTech in Aberdeen, the global provider of marine services to the energy industry, and COO of Topaz Energy and Marine in Dubai.

Optilan is one of the leading global integrators of technologies across communications and security solutions, targeting multiple industries including energy, critical national infrastructure, pipeline and rail. Headquartered in Coventry, Optilan's main hubs are in Dubai, following the acquisition of Telinstra in 2018, and in Houston. Optilan employs 240 people on a full-time basis in addition to a number of field experts brought in for specific projects.

The business has experienced growth of nearly 30% since Blue Water Energy's investment in 2017, and Richard leaves the firm in great shape with backlog at a record high following recent major project wins in Oman and Nigeria, as well as the extensions of contracts in the UK with various strategic customers.

Chairman Malcolm Fallen says, ***"Richard has created a hugely successful, international business over the past 30 years and leaves the company in extremely good health. I know I speak for everyone when I say he will be dearly missed."***

"We are however pleased to welcome Bill to Optilan and his extensive experience of building and running international businesses, as well as his engineering background, will ensure that Optilan continues to grow in a safe pair of hands."

New CEO Bill Bayliss says, ***"Optilan is a highly respected company, leading the way in security and communications solutions. I am excited to use my experience and build on where Richard has taken the company and continue its ambitious growth."***

Richard Buckland says, ***"I am enormously proud of where Optilan is today and have hugely enjoyed taking the company from myself and two friends, to an international business. After 30 years working at Optilan it is the right time for me to pursue different endeavours, both professionally and personally. I wish Bill the best of luck for the future and am excited to see Optilan continue to grow."***

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Media Contacts

Frazer Blyth (Blue Water Energy)

020 7290 6411 or 07793 041618

Joseph Wade (Media Zoo)

020 7384 6980 or 07836 634449

Notes

Optilan

Optilan is a leading communications and security integrator for businesses, industries and governments, specialising in providing bespoke telecommunications solutions for energy, critical national infrastructure, pipeline and rail projects. Optilan offers customers tailored and innovative solutions that deliver value for money, resilience and flexibility.

Headquartered in Coventry, Optilan's main hubs are in Dubai and Houston with further offices in Russia, Azerbaijan, and India. Optilan employs 240 people on a full-time basis in addition to field experts brought in for specific projects.

Blue Water Energy

Blue Water Energy is a specialist international private equity firm focused on the middle-market energy sector. Its team of experienced investment and operating professionals applies a distinctive 'buy and build' strategy to drive value creation across an existing portfolio of 22 companies around the world.

Based in London, Blue Water Energy today has \$2.5bn under management across two funds as it continues to build on its global track record of value-adding investment.