Brief Introduction of HZC Photonics Co., Ltd

by Maggie Wang

May 26th 2014
• HZC Photonics Technology Co., Ltd (HZC) is a private high technology company in China. Investors are mainly China based local PE.

• HZC imported photomultiplier tube production line from Photonis France SAS in year 2011.

• HZC is trying to build one reliable national brand in photomultiplier industry with technical breakthrough.

• HZC is willing to help to create a photomultiplier tube industrial cluster in Hainan and achieve the ultimate goal that is photomultiplier tube industrialization.
Our Facilities

around 9700㎡ Factory Yard
8 buildings including
- Main factory building
- Dormitory
- 2 Office buildings
- Dining hall
- Power station
- Warehouse
Location: 35 mins drive to Haikou (the capital city of Hainan Island)
Our People & Equipment

- 100 Employees
- Well trained works since year 2012
- 3 years Contractual obligation in training with Photonis SAS.
- Over 260 units equipment (complete production line) have been installed and being maintained
- One of the world most trusted PMT production lines especially in photocathode process and inspection
Advantage - Government Support

- **High exposure in provincial level**
  Provincial government team would be shown up in the opening ceremony
  Media attention

- **Investment and rewarding**
  Factory Facility
  R&D investment and rewarding -- government funding
  HR strategy -Support by provincial government

- **Tax reduction support by local government**
HZC Product Development Plan

Confirm Technology
- Heritage PMT pool from Photonis by technical Groups

Confirm Market
- Historical Revenue analysis & current Market Research

Confirm with Customers
- Pre-communication with potential Customers

Product Development

Kick Off Project for new Product

Update Product Roadmap

Project Planning

Funnel

Execution

New Product Launch
## Produce /Technology Pool

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3 Year’s Product Roadmap

- Med Equipment
  - XP1455
  - XP3060
  - XP3330
  - XP354
  - XP1485
  - XP1020
  - XP6342
  - XP2920
  - XP9120
  - XP9100

- Physics Equipment
  - XP5382
  - XP5312
  - XP3102
  - XP5212
  - XP1807
  - XP53B20
  - XP1805
  - XP4512
  - XP2960
  - XP2900
  - XP2262

- Counting Instrument
  - XP2012
  - XP2206
  - XP2072
  - XP20620

- Others
  - XP2202
  - XP3730

Year:
- 2014
- 2015
- 2016
Where We Are in Production?

- XP1455
- XP53B20
- XP5382
- XP1912
- XP1805
- XP5312
- XP1912
- XP1805

Next Step:
- XP1020
- XP3232
- XP3540
- XP2072
- XP1807

What we are trying to do:
- Confirm customer needs
- Application
- Annual demand
- Priority
- Specification
- Finishing plan (include PCB)
- Inspection plan
Cost Reduction Plan

First Step: Target high value low impact item
Time table: Jan 2013 before qualification

Second Step: Target high value low impact item
Time table: 2nd half 2013 after full production
Stabilized to develop localization plan to insure critical parts
Quality
80% of the component would be localized within 2 years
Thanks!