

Brief Introduction of HZC Photonics Co.,Ltd

by Maggie Wang

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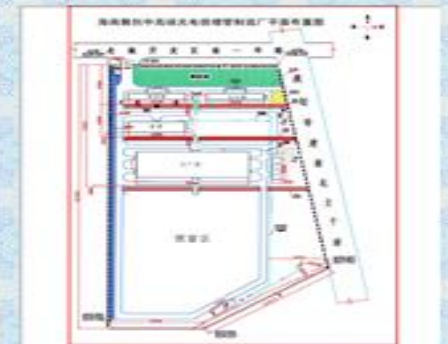
- HZC Photonics Technology Co., Ltd (HZC) is a private high technology company in Chian.
Investors are mainly China based local PE.
- HZC imported photomultiplier tube production line from Photonis France SAS in year 2011.
- HZC is trying to build one reliable national brand in photomultiplier industry 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 9700m² 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

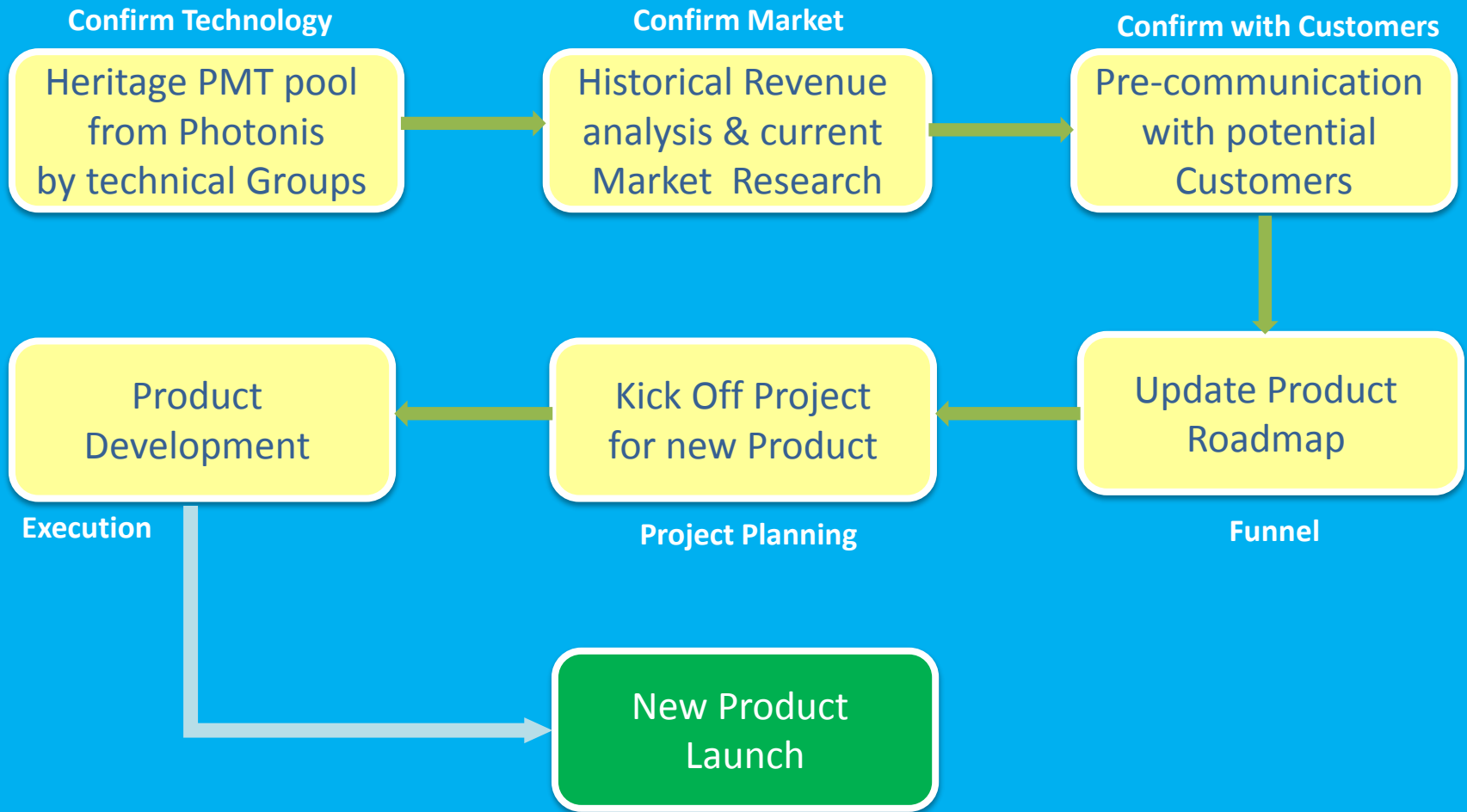


Advantage - Government Support

- **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

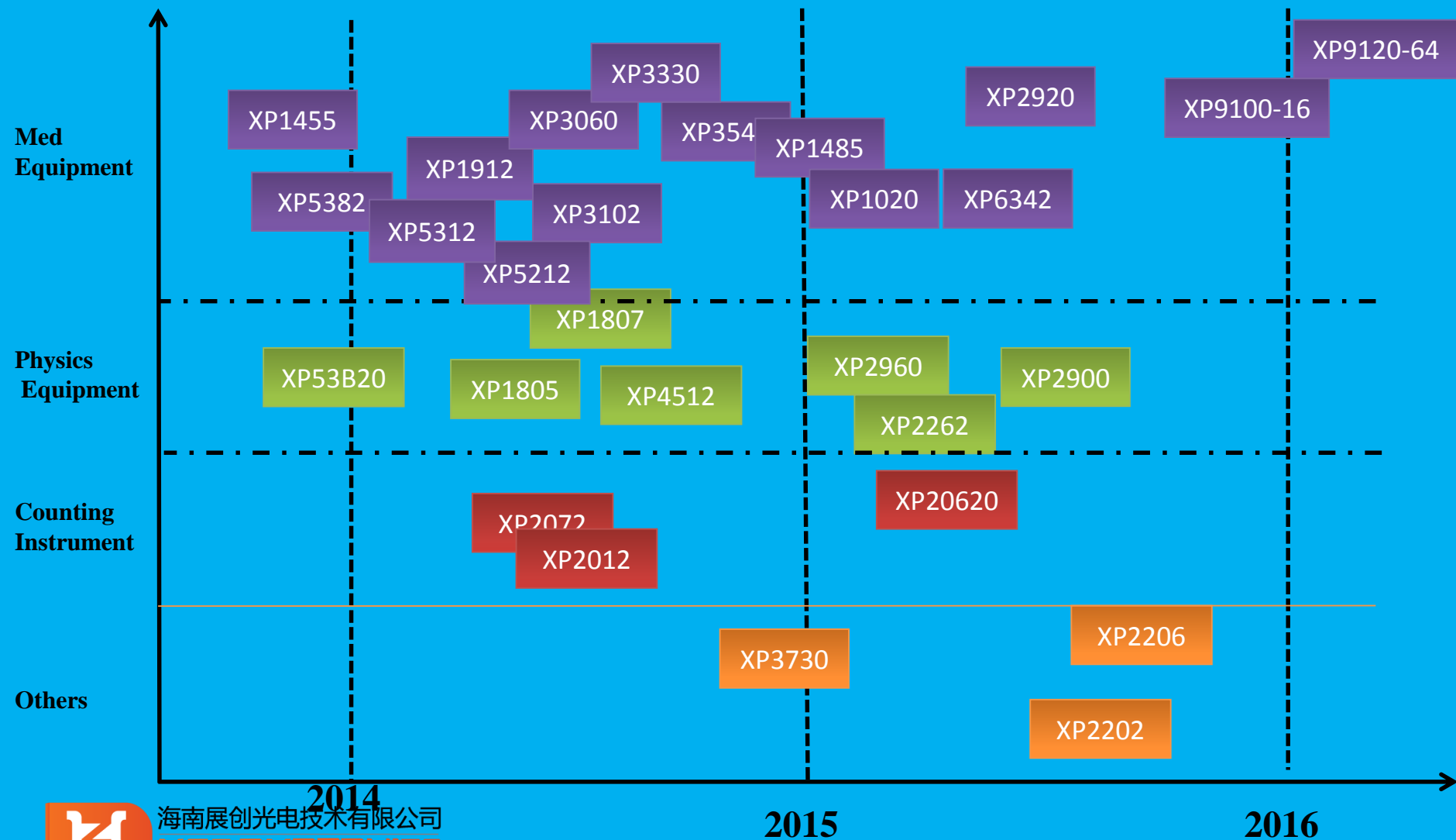


Produce /Technology Pool

Type	size	stage	Description	High energy resolution	High count rate stability	High gain	Good linearity
XP1455	38	11	4-channel, individual channel gain adjustment	✓			
XP1802	230	11				✓	
XP1803	130	11				✓	
XP1804	270	11				✓	
XP1805	230	8					
XP1806	203	11				✓	
XP1807	300	11				✓	
XP1912	19	10		✓	✓	✓	
XP1918	19	10	UV-sensitive, quartz window				
XP1921	19	6	green-sensitive				
XP1981	19	8	green-sensitive				
XP2012	39	10					✓
XP2020	51	12					
XP2020Q	51	12	UV-sensitive, quartz window			✓	✓
XP2020UR	51	12	ultra fast			✓	✓
XP2020URO	51	12	UV-sensitive, quartz window, ultra fast			✓	✓
XP2072	39	10					✓
XP20D0	51	8	double anode	✓			
XP20H0	51	10	double anode	✓	✓		
XP2242	51	6					✓
XP2254	51	12	UV to red-sensitive, quartz window			✓	✓
XP2260	51	12				✓	✓
XP2262	51	12				✓	✓
XP2272	51	12	semi-fast	✓		✓	✓
XP2282	51	8					✓
XP2882	19	8					
XP2950	29	11	low-profile				
XP2960	29	8					
XP2972	29	10					
XP3060	39	7	very fast				
XP3062	40	8	cosmic-ray air shower telescope PMT				
XP3182	25	8	low-profile				
XP4312	76	12					
XP4500	130	10	UV-sensitive			✓	✓
XP4508	130	10	UV-sensitive, quartz window			✓	✓
XP4512	130	10				✓	✓
XP4572	130	10	semi-fast	✓		✓	✓
XP4592	130	8					✓
XP52Y2	51	8	low-profile	✓			
XP53Y2	76	8	low-profile	✓			



3 Year's Product Roadmap



2014

2015

2016



Where We Are in Production ?

✓XP1455



✓XP5312



✓XP53B20



✓XP1912



✓XP5382



✓XP1805



Next Step:

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- XP1020
- XP3232
- XP3540
- XP2072
- XP1807

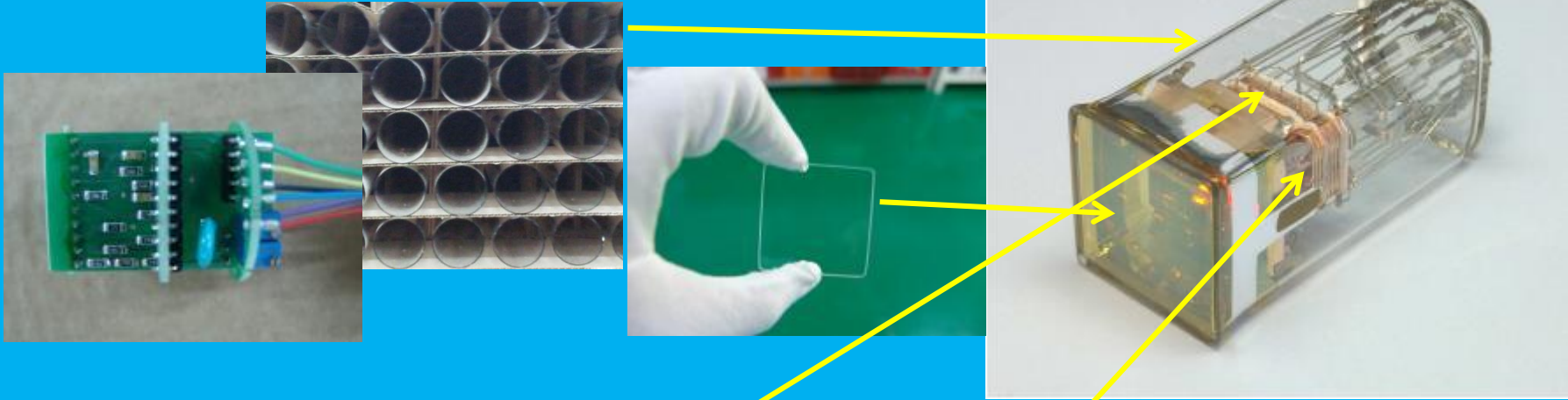
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What we are trying to do:

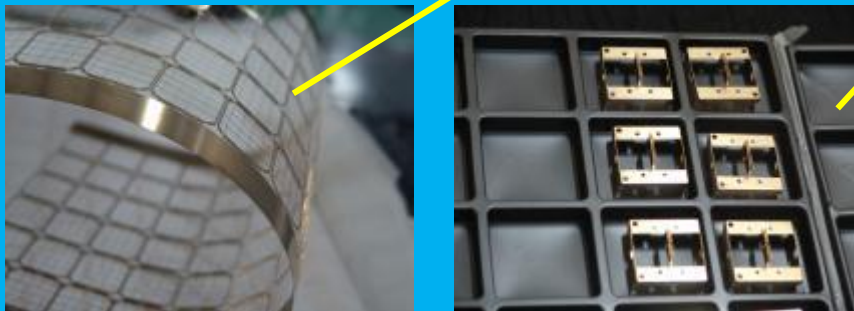
- Confirm customer needs
- Application
- Annual demand
- Priority
- Specification
- Finishing plan (include PCB)
- Inspection plan

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!