

# Creation, Innovation & Growth

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# Agenda

- Introduction of FPI
- Technology and growth
- The Trend and Ecosystem in China

# Brief Introduction

- FPI specializes in R&D, production and marketing of high end analytical instruments
- Aims to be No. 1 player in industry in China
- Started in Silicon Valley in 2001
- A WFOE and JV in Hangzhou, China
- 8 patents and 3 software copy rights
- High margin, Profitable and 100% Growth Y/Y
- 150 employees

# Market

- Metallurgy
- Petrochemical and chemical industry
- Environmental protection
- Pharmaceutical industry
- Energy industry
- Aeronautics and Astronautics

# Short-term Strategy

- Full solution provider in China
  - No. 1 in metallurgy
  - Try to be No. 1 or 2 in other industries
- Product provider out side of China

# Long-term Strategy

- Own IP, Products and Brand in China
- Own IP and Products but OEM for overseas major players
- ODM for overseas major players
- At the end, world major instruments provider and No.1 in China.

# FPI's Core Competencies

- Innovative Technology at Right Time
  - Leading developer in the world
  - The only one in Asia
- People
  - Powerful management team
  - Well trained and inexpensive engineering team
- Cost
  - Well managed cost structure by manufacturing in China

# Endless Creation and Innovation

## - Technology

- Partner with Stanford University ME Department & Hangzhou Electronic Engineering University
- Partner with Teledyne, Kyoto Electronics and Agilent Lab. Etc.
- High investment in R&D, 60 out of 150 in new product development

# The Trend

- Growth of China economy
- Production and R&D shift
- Globalization

# Ecosystem in China

## - Strength & Weakness

- Government policy
- Market situation
- Human resources
- Vision of Entrepreneur and Management
- Financial system

# Thank You !!!

