ECS in Education
About ECS

- Founded in 1987 in Taipei, Taiwan
- Public Listing Company
- Chairman - Mrs. W.Y. Lin
- President – Mr. Sunny Yang
- Capital: 185M USD
- WW 12,000+ Employees
- Major Products:
  - PC, Server, IPC MB, Graphic Cards
  - Notebook, Tablet PC
  - Desktop PCs, Barebone, Small Form Factor system
  - All-in-one (AIO)
  - IOT, Intelligent Gateway

Our Mission:
To be leading comprehensive IT supplier for WW customers
Worldwide Location

Sales/Marketing Offices:
- HQ Taipei, Taiwan
- Beijing, China
- Tokyo, Japan
- Seoul, Korea
- Newark, USA
- Moscow, Russia
- Sao Paulo, Brazil

ECS Manufacturing Sites:
- ESZ Plant (Suzhou): NB, Tablet
- Golden Elite Technology (Shenzhen), DT, MB
**Manufacturing Site**

- **Golden Elite (Shenzhen, China)**
  - Employee: 9,500+
  - Capacity:
    - Tablet: Max. 284K/month
    - PCB: 1 Million feet/month
    - PCBA (M/B): 1.6 Million/month

- **ESZ (Suzhou, China)**
  - Employee: 1,500+
  - Facility:
    - 5 SMT lines
    - 7 DIP lines
    - 11 system ass’y lines
  - Capacity:
    - 600-620K/month (system and SKD/CKD)
ECS EDU Device Deployment & Achievement
## EDU Device Milestones

<table>
<thead>
<tr>
<th>Year</th>
<th>Milestones</th>
</tr>
</thead>
</table>
| 2006 | - Step in education field with Intel  
|      | 1st CMPC E07 line up |
| 2007 | - CMPC shipment 47K mostly generated by private sector |
| 2008 | - 2nd CMPC E09 line up  
|      | 1st mega deal 560K to Portugal |
| 2009 | - Portugal tender 356K |
| 2010 | - 3rd CMPC E10 line up  
|      | Deployment in Portugal school E10 x 250K  
|      | 1st VZ tender 450K |
| 2011 | - 4th CMPC E11 line up  
|      | 1st Argentina tender total 1.3M |
| 2012 | - 1st convertible CMPC EC10 line up  
|      | VZ tender 1M(CMPC)  
|      | Argentina tender 1M(CMPC) |
| 2013 | - 1st tablet line up  
|      | VZ tender 1.2M(CMPC)  
|      | Argentina tender 1M (CMPC)  
|      | 100K 1st convertible CMPC launched in Bolivia |
| 2014 | - 1st 2in1 line up  
|      | VZ tender 2.2M (Tablet and CMPC)  
|      | Argentina tender 900K  
|      | MX720K (Tablet) |
| 2015 | - 1st Yoga alike CMPC line up  
|      | MX tender 980K Tablet  
|      | Colombia 500K Tablet  
|      | Uruguay 125K Tablet  
|      | VZ 600K Tablet |

360° rotating
EDU Device Migration

(UNIT : PCS)

0 1.000.000 2.000.000 3.000.000 4.000.000 5.000.000 6.000.000

1st Clamshell 1.298.186
2nd Clamshell 1.112.874
3rd Clamshell 4.178.603
4th Clamshell 1.073.825
5th Clamshell 1.086.114
6th Clamshell 10.383
7th Clamshell 269.141
1st Convertible 1.318.971
1st Tablet 54.545
2nd Tablet 154.545
3rd Tablet 44.798
1st 2-in-1 10.383

Updated: 5/30/2015
No. 1 WW Education solution provider since 2005

By the end of 2015 Q2, more than 18 million classmate PCs had been shipped around the world across than 70 countries.

The majority of classmate PCs are part of big government device rollouts in Latin America (Argentina, VZ, Mexico, Brazil), EMEA(Portugal..) and Asia/Pacific (India and Malaysia).
## EDU Top 10 Project

<table>
<thead>
<tr>
<th>Country</th>
<th>Model</th>
<th>Total Units</th>
<th>Ranking</th>
</tr>
</thead>
<tbody>
<tr>
<td>Venezuela</td>
<td>Beaver Point</td>
<td>7.1M till 2015 (1.8M Tablet)</td>
<td>1</td>
</tr>
<tr>
<td></td>
<td>Our Point</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Match Point</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Marble Point</td>
<td></td>
<td></td>
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<tr>
<td></td>
<td>Flag Hill Tablet</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Argentina</td>
<td>Buck Point</td>
<td>Over 3.7M till 2015 Q2</td>
<td>2</td>
</tr>
<tr>
<td></td>
<td>Tango Point</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Marble Point</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Portugal (WW Channel)</td>
<td>Beaver Point</td>
<td>Over 2.5M (more than 300K Tablet)</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>Our Point</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Marble Point</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Flag Hill/Mini Mill Tablet</td>
<td></td>
<td></td>
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<tr>
<td></td>
<td>Triple One</td>
<td></td>
<td></td>
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<tr>
<td></td>
<td>Convertible Series</td>
<td></td>
<td></td>
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<tr>
<td>Mexico</td>
<td>Flag Hill</td>
<td>Over 1.8M</td>
<td>4</td>
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<tr>
<td></td>
<td>Flag Hill Value</td>
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<tr>
<td>Brazil</td>
<td>Bailey Point</td>
<td>Over 1.3M (12K tablet)</td>
<td>5</td>
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<tr>
<td></td>
<td>Stone Point</td>
<td></td>
<td></td>
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<tr>
<td></td>
<td>Trail Peak</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Flag Hill-Value Tablet</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Georgia</td>
<td>Brick Peak</td>
<td>Over 156K</td>
<td>6</td>
</tr>
<tr>
<td></td>
<td>Buck Point</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Stone Point</td>
<td></td>
<td></td>
</tr>
<tr>
<td>US</td>
<td>Grand Hill</td>
<td>Over 51K</td>
<td>7</td>
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<tr>
<td>Malaysia</td>
<td>Buck Point</td>
<td>90K units</td>
<td>8</td>
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<tr>
<td>Russia</td>
<td>Trail Peak</td>
<td>50K units</td>
<td>9</td>
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<tr>
<td></td>
<td>Stone Point</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Nigeria</td>
<td>Buck Point</td>
<td>43K units</td>
<td>10</td>
</tr>
</tbody>
</table>
Experience Sharing – CMPC & Tablet Tender

- Venezuela Canaima Tender
  - 2009~2015 – 5.3M 10.1” CMPC
  - 2014~2015 – 1.8M 10.1” Tablet
  - OS: Linux and AOSP
  - Business model
    - Complete set
    - Barebone
    - Local production
    - Technology transfer (assembly line set up & training)
  - IP52 Rating Rugged, Water resistant and Drop protection
Experience Sharing – Tablet Tender

- Mexico SEP tender (open tender)
  - 2014 – 720K 10.1” Tablet
    - OS: Android 4.2~4.4
    - Delivery: with 90 days after contract signed
    - ECS production capacity: max 500K/month x 2 factory
    - Delivery completed in 2 months
  - 2015 – 1M 10.1” Tablet
    - OS: Windows 8 pro
    - Delivery: with 90 days after contract signed
    - ECS production capacity: max 500K/month x 2 factory
    - Delivery completed in 2 months

IP52 Rating Rugged, Water resistant and Drop protection
Experience Sharing – CMPC Tender

- **Argentina ANSESE tender**
  - Since 2008 ~ until now
  - Total q’ty up to 3.7 Million
  - 10.1” INTEL CMPC from Anses#1 to V
  - Total solution with Intel Education solution
  - OS : Dual OS (Windows + Linus)
  - Business model
    - Local production - SKD
    - Local purchase Adapter/Battery
    - Local SMT - CKD
    - Local Plastic injection
  
  Spill resistance KB to prevent serious damage from spill of water
  
  Rugged design free from water spill
  
  Shock-Proof Design
Experience Sharing – Education Tender

- **Brazil – Paraiba tender**
  - Since 2013~until now
  - Total qty: > 250K
  - Convertible CMPC 10.1”
  - Business model
    - SKD
    - SKD + CKD
    - Local purchase: adapter/power cord/Wireless lan

- Convertible design
- Rugged design free from water spill
- Drop protection in 70cm on concrete floor
Experience Sharing – Education Tender

- Bolivia – QUIPUS tender
  - Since 2013~until now
  - Convertible CMPC 10.1”
  - Total : > 200K
  - Business model
    - SKD
    - SKD + CKD
    - Local purchase: adapter/power cord/Wireless lan

✓ Convertible design
✓ Rugged design free from water spill
✓ Drop protection in 70cm on concrete floor
Millennium@EDU
ECS Solution Pack (video)
ECS EDU Product Roadmap

- Tablet (10” / 7”)
- 2 in 1 (10”)
- NB (10” / 11.6”)

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With Full-range **Good / Better / Best Product Strategy**, we can ensure the fulfillment of **Worldwide Education Customer's requirement & needs** in every Cost / Feature Segment.
EDU Full-range Product Line

Best
- TL10IEEx (BYT)
- TF10EAx (CHT-TYPE III)
- TL10RAX (BYT-EN)
- TF10EEx (CHT-TYPE III)

Better
- TL10RAX (BYT-EN)
- TP10 (BYT-EN/CHT-TYPE III)
- TP10 (BYT-Entry)

Good
- TI10
- TC70RA1 (SoFIA-3G/3G-R)
- TC71

Tablet
- TR10GA (BYT-EN)
- TR10RSx (CHT-TYPE III)

NB
- EG20B Ax (BSW)
- EG20B Ix (BSW)
- EF20 (BYT-EN/CHT-TYPE III)
- EF10MiX (BYT-Entry)
- EF20 (BYT-EN/CHT-TYPE III)
Key feature for EDU Product

- **Ruggedness**
  - IP52 for water & dust resistant
  - To withstand accidental drops in classroom *70cm on concrete floor
  - Qualified Glass to enjoy better cost & supply and to comply with Touch Screen Ball Drop Test (45g/30cm on existing TR10; 75g/80cm on TF10)

- **Palm rejection Stylus**
  - Easy hand-writing scratching in classroom
  - Better flexible supply on Passive Stylus; and less compatible issue and RD effort between TP & Pen using Passive Stylus

- **SW & Content**

- **Battery**
  - To offer sufficient working hours for school use
Thanks