Radiation processing: create new business opportunity

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Who We Are

EL PONT

Your Industrial Irradiation Solution
Leading supplier of China industrial E-beam solution

- No.1 market share in China, 200+ units in total sales
- The only research institute in China, dedicating to E-beam technology and winning governmental support

Market Breakdown by Machine Type (*)

- E-Beam
- Cobalt 60

Market Breakdown by Manufacture

- El Pont
- Others

(*) Information source from China Isotope & Radiation Association, Oct 2013
Advantage of E-Beam Technology

- Clean energy
- Safer Equipment
- Environmental friendly
- High productivity
Mid-energy electron accelerator

China first electron accelerator

The Ministry of Posts and Telecommunications published Stamps for our accelerator
First export enterprise from China to many countries (Korea, Russia, India, Turkey, Indonesia etc).

Indonesia Atomic Energy Institute, 1992

Visited by Then-President

Supported by IAEA
≥22 years working life

First visit in 1992 for installation
In Indonesia

Re-visited in 2014
Growth Cycle

Irradiation industry

E-beam Technology

New Business Opportunity
• Total sales (1-3 Mev): 150+ units

• Main applications: wire & cable & Heat-shrinkable material, etc.

• Typical customers: CYG, CIAC, WOER, KINWA, etc.

• CYG has purchased 13 units.

Mid-energy
5MeV accelerator

-----Semiconductor & PTFE

Snapshot of semiconductor irradiation in workshops
Irradiated PTFE powder for global customers
Total sales (5MeV) : 10+ units.
Low energy electron accelerator

-----Self-shielded

Self-shielded low energy electron accelerator

Sliding wall
New product development

-----Food and Medical irradiation

Total sales: 10+ Units
10MeV-20Kw S-band Linac electron accelerator

10MeV-40Kw L-band Linac electron accelerator
Headline News in Science and Technology Daily
(the most authoritative newspaper in China's science and technology area)
El Pont radiation service centres

- TianJing
- YanTai
- WuHan
- WuXī
- ChongQing
- GuangZhou

Your Industrial Irradiation Solution
Review & Summary:
The road of new product development in El Pont

- Self shielding
- Twin-type self shielding
- Mid- and high-energy electron accelerator
- 10Mev Linac electron accelerator (s- and l-band)
## Product Portfolio

- Designing & manufacturing both HFHV type and Linac E-beam
- Wider range of E-beam from 0.5MeV-10MeV
- Successful application of E-beam with x-Ray

<table>
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<th>Type</th>
<th>AB0.2</th>
<th>AB0.5</th>
<th>AB0.8</th>
<th>AB1.0</th>
<th>AB1.5</th>
<th>AB2.0</th>
<th>AB2.5</th>
<th>AB3.0</th>
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<tr>
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<td>10MeV</td>
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<td>Current</td>
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<td>20kW, 40kW, 60kW</td>
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From follow the market to lead

- Persistence of technical innovation.
- Market development in new industry.
- Creating demand for the E-beam market.
Real Case: Film irradiation

- Open China irradiation film market.
- Total sales: ≈ 30 sets.

Film irradiation application
Your Industrial Irradiation Solution

Snapshot----once signing 12 sets with ZheJiang ZhongCheng (16 sets in total)

0.2MeV designed for film industry
Tire irradiation online production
Our unique technology

Insulating gas:
Adaptation of mixed gas (N2+CO2) to replace SF6

SF6 recovery system

Mixed gas
Core advantages:

1) low cost.
2) acquire conveniently.
3) safe & friendly environment.
4) non-reuse to guarantee insulation.
5) saving building area.

Marketing results:

1) Total sales: 95% accelerators.
2) overseas market.
3) Attract more attention.
2 units of 0.55Mev self-shield accelerator (ACOME, French)
Conclusion

• Deeper market understanding

• To seize the initiative

• Dare to challenge status quo.

• Fueling unlimited opportunities for E-Beam.
THANK YOU!