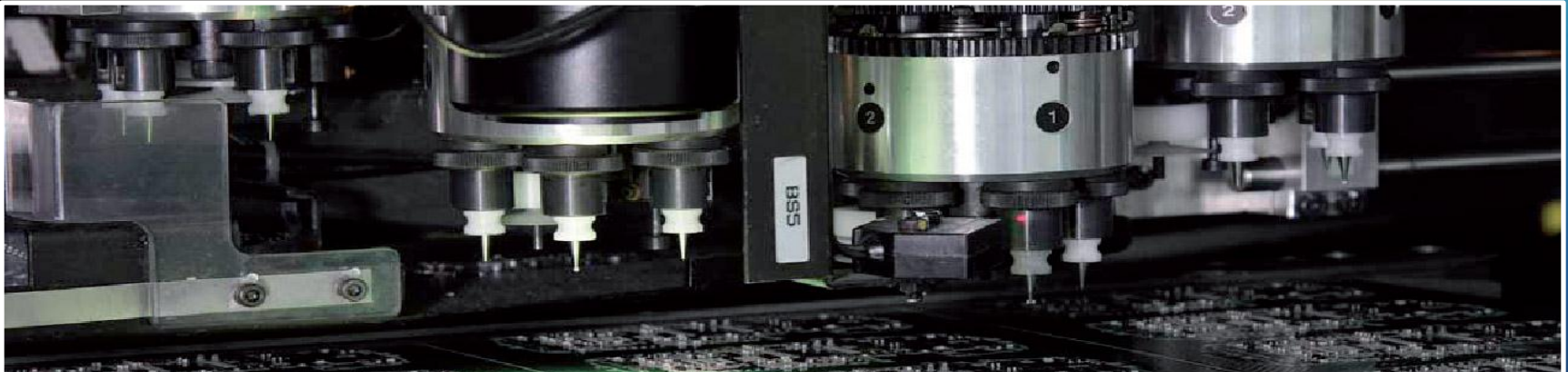


Welcome to SONY UK Technology Centre and Collaborative Manufacturing Solutions



“FOR THE NEXT GENERATION”

Company Profile



History:	Founded May 1973 to manufacture CRT TV & CRT for Pan European Sales	
Today's Operation:	Broadcast Camera	November 1999 ~
	UK Service Centre	August 2000 ~
	Approvals Laboratory	June 1992 ~
	New Business (CEM)	January 2006 ~
Building Space:	Sony Pencoed 30,000 m2 Building 60,000 m2	
Employees:	Circa: 400	
3rd Party Clients:	17 Tenants(>85 People), 6 Business Partners	

Sony Business World – Pencoed Operation



Our Customers & Events where our products are used



Televisa



OFFICIAL FIFA PARTNER

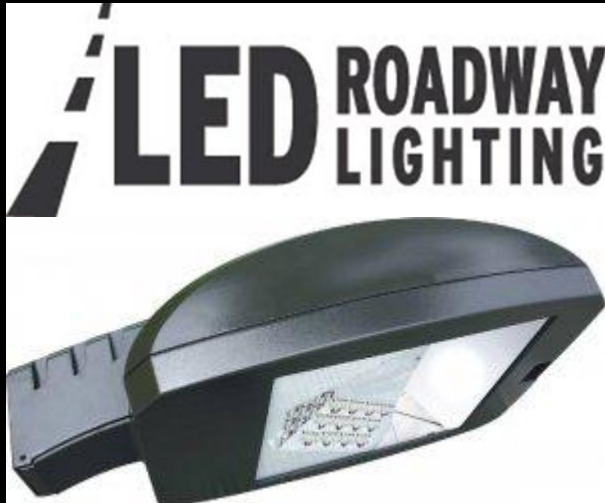


CleanTech Clients

Solarcentury, the UK's most experienced solar energy company, was founded in 1998 to design and supply solar energy solutions for the built environment. The Company sell solarphotovoltaic (PV) panels, PV mounting systems and solar inverters. Solarcentury is one of Europe's fastest growing and most innovative solar photovoltaics (PV) companies.



Sony UK Tec have been manufacturing a range of both PV and Thermal tiles for Solar Century since 2006. Solar Century required a manufacturing partner with a track record of excellent process quality, an efficient pan European distribution network and the flexibility to be able to quickly respond to changes in market demand.



LED roadway Lighting (LRL) are a Canadian based company who have developed a range of innovative street lighting solutions that are already widely used throughout North America. These come with the advantage of significantly reduced running costs, 20 year guarantee and the elimination of light pollution. LRL were looking to establish a European manufacturing base as demand for their product began to increase dramatically and Sony UK Tec proved to be the perfect partner.

Commenting on the relationship with Sony UK Tec, Huw Convery, LRL's Director of Business Development in the UK said: "It's a centre of excellence and surpassed every other manufacturer in terms of quality, which is an area where we can't afford to compromise."

SONY
make.believe

Sony UK Technology Centre



**MANUFACTURING
FACILITIES**



**PRODUCT
APPROVAL**



**DESIGN &
ENGINEERING**

**THE
COMPLETE
BUSINESS
SOLUTION**



**CUSTOMER
SERVICES**

**WORLDWIDE
DISTRIBUTION**



WAREHOUSE



Facilities & Capabilities

- ASTA-BEAB, Product Approvals Laboratory provides certification of products to electromagnetic and safety standards
- Environmental testing Product design review Worldwide supply chain solution
- Global procurement ensures best component pricing and standard compliance via Sony's Green Management programme
- Surface mount lines capable of chip placement to 0603 (metric), BGA, QFP, connectors, flex ribbon etc
- Automatic in-line visual inspection equipment
- X-ray test equipment
- XRF test equipment
- Infra red temperature profiling camera
- 3 dimensional coordinate measurement equipment
- Infra-red BGA station
- Individually tailored assembly cells using lean manufacturing and Poke Yoke (mistake proofing) techniques
- Sony's world-class quality systems using 6Sigma, EFQM, ISO and Kaizen techniques
- Customer after sales care is provided by the award winning Product Service and Technical Information Centre

Sony UK TEC Pencoed Business Overview

1. Professional Solutions Total Manufacturing

- Sales order receipt & Material order
- Full Manufacturing
- Distribution

2. UK Customer Service Operation

- Customer Market Repair (Consumer & B2B)
- Technical Information Centre
- Distribution Operation

3. Partnerships with Government & Universities

- Welsh Assembly Government Local authority
- Universities – “Boots Innovation Centre” Swansea

4. Electromagnetic & Safety Approvals Laboratory

- Sony
- 3rd Party Clients – BEAB Approved

5. Office Based Clients

- 3rd Party Office Tenants

Sony Customer Service



Regional Authorised Service Centre

→ Customer Focused
→ Quality Driven



Technical Information Centre



Product Repair

Distribution



Evaluation of Returns

Sony UK TEC Clients & Products

 **CyDen**



 **AXENT**
ELECTRONICS



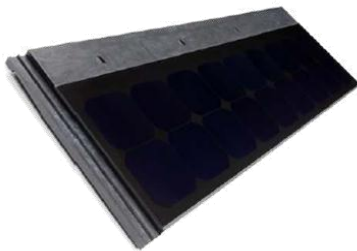
 **LED ROADWAY LIGHTING**



SONY

**Collaborative
Manufacturing
Solutions**

 **solarcentury**



Digital Television **
TVONICS



RUSKINN



Contact Us

Gareth Jones

M: 07974 159939

gareth.jones@eu.sony.com

Dr David Carson

M: 07427 676636

david.carson@bic-innovation.com

Sony UK Technology Centre
Pencoed Technology Park
Pencoed, Wales, UK, CF35 5HZ