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ESI, TZI and LaserTek Partner to Deliver New Solution in the MLCC Testing Market

New platform to combine ESI's technology with TZI's manufacturing strengths and LaserTek's sales channel to address markets in China and Taiwan.

PORTLAND, Ore.--(BUSINESS WIRE)-- Electro Scientific Industries, Inc. (NASDAQ:ESIO), an innovator in laser-based micromachining solutions, and Tian Zheng Precision Machinery (TZI), a leading equipment manufacturer with specialty production facilities in Eastern and Central China, announced a partnership to design and manufacture a new set of multi-layer ceramic capacitor (MLCC) testing solutions specifically designed to address the large-chip testing market. The new platform will offer a lower-cost solution to MLCC manufacturers processing 0402 (m1005) and larger MLCCs. The new testing solution, to be marketed under the ESI name, will incorporate ESI's handling and contacting technology but will be built by TZI, drawing on their local design and manufacturing capabilities. It will be sold and serviced through LaserTek's Chinese and Taiwanese distribution channels, while additional markets will leverage ESI's distribution channel.

"With cost of ownership being a competitive differentiator, partnering with TZI is truly a win-win," stated Ed Grady, CEO of ESI. "Combining TZI's low-cost/high-value manufacturing expertise with our technology and LaserTek's customer reach not only provides customers a new value-priced alternative for MLCC testing but also gives them access to ESI's proven technology at a lower cost of ownership."

"We're looking forward to applying our unique design and manufacturing resources to building this new MLCC solution," stated William Wan, TZI's Chief Executive Officer. "Manufacturing this product locally, using TZI's expertise and focus on quality, not only extends our production capabilities, but also provides ESI with a strong offering to the MLCC market in Asia."

"As the major manufacturing equipment supplier in Asia for passive components, we're excited to offer a solution that incorporates ESI's rotary testing technology at a lower price point," said Gary Cheng, LaserTek's Chairman and CEO. "This is a good fit with our strategy of providing customers with a one-stop-shopping experience and expands ESI's market footprint both in Taiwan and China."

This new lower-cost solution will serve the needs of manufacturers processing components 0402 (m1005) and larger, and will incorporate patented ESI processing technology such as an advanced handler for continuous automation and maximum productivity.

About ESI

ESI's integrated solutions allow industrial designers and process engineers to control the power of laser light to transform materials in ways that differentiate their consumer electronics, wearable devices, semiconductor circuits and high-precision components for market advantage. ESI's laser-based manufacturing solutions feature the micro-machining industry's highest precision and speed, and target the lowest total cost of ownership. ESI is headquartered in Portland, Ore., with global operations from the Pacific Northwest to the Pacific Rim. More information is available at www.esi.com.

About TZI

TZI is the leading equipment manufacturer of tape and reel machines for passive components and LED testers. TZI also provides machine integration solutions for optimizing factory automation. TZI has headquarters in Kaohsiung Taiwan and has manufacturing sites in Taiwan and China. More information is available at www.tz-int.com.

About LaserTek

LaserTek is a leading supplier of passive component manufacturing equipment to Asian markets. With headquarters in Kaohsiung Taiwan and branch offices in Hsin Chu, Dong Guan and Kun Shan, China LaserTek is focused on being a total solutions provider for passive component manufacturing equipment and materials. LaserTek's combination of extensive sales channels, in-time service for local customers and a broad range of solutions uniquely positions them as a total solution provider in Asia. More information is available at www.lasertek.com.tw.

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