



**Corporate Profile**

silex technology, Inc.

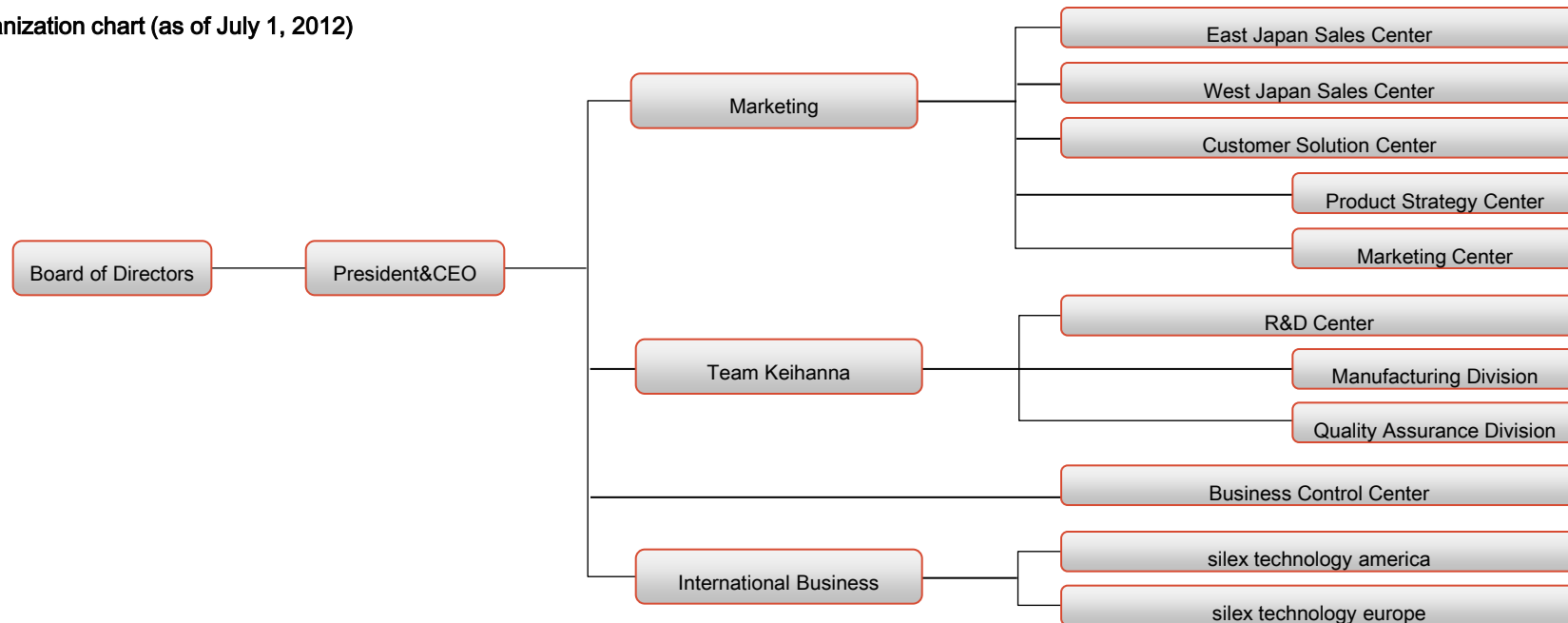
# Company Overview

Company Name: silex technology, Inc.  
 Headquarters: 2-3-1 Hikaridai, Seika-cho, Kyoto, Japan 619-0237  
 Tel. +81-774-98-3781  
 Foundation: September 1973  
 Capital: 350,000,000 yen (as of April 1<sup>st</sup>, 2012)  
 President: Takeshi Kono  
 Stockholder: Murata Machinery, Ltd. (100%)  
 Sales: 3,500 million yen on a consolidated basis (as of April 1<sup>st</sup>, 2012)  
 Number of employees: 208 worldwide including regular employees of 185 (as of April 1<sup>st</sup>, 2012)



Keihanna HQ

## Organization chart (as of July 1, 2012)



# Company Overview

## Offices



Kyoto Headquarters  
silex technology, Inc.  
2-3-1 Hikoridai, Seika-cho, Kyoto 619-0237  
Tel. +81-774-98-3781



Tokyo Office  
silex technology, Inc.  
Shiba-Nikkei-Yuraku Bldg 3F 1-10-13  
Shiba, Minato-ku, Tokyo 105-0014  
Tel: +81-3-3455-2131



U.S. Office (Salt Lake City, Utah)  
silex technology america, Inc.  
<http://www.silexamerica.com>



U.S. Office (Orange County, California)  
silex technology america, Inc.  
OC Office - Connectivity & Wireless



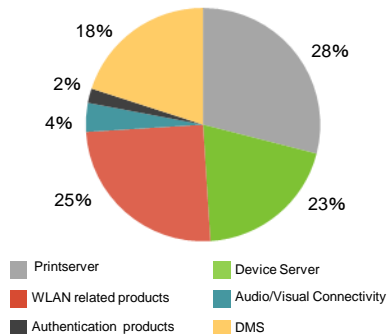
Germany Office (Dusseldorf)  
silex technology europe GmbH  
<http://www.silexeurope.com>

## Sales ratio by product category/Sales mix by region

**Our main businesses are to provide network solutions on an OEM basis and to develop PC peripheral devices.**

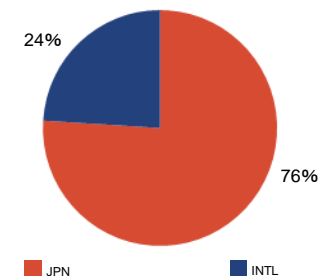
As an R&D-oriented company with hardware and software network expertise, we have attained connectivity and wireless know-how by developing LAN print servers, which put us No.1 in the global market and allows us to offer embedded solutions for other devices such as PC peripherals and medical/industrial equipment. Having functions such as design, development, manufacturing and QA vertically integrated in Kyoto HQ, we are able to keep high quality standards. We also have offices in in North America, Europe, and China.

Sales ratio by product category



FY2011

Sales mix by region



FY2011

















# Milestones

- 1973
  - Founded as TASS Service Co. Ltd. in East Osaka.
  - Co-development of ERP system software with NEC; data processing services are provided to wholesalers and retailers using mainframe computer ACOS.
- 1981
  - Renamed Japan Computer Industry, Inc.
- 1984
  - Opened Tokyo branch.
- 1991
  - Development of UNIX supporting print server: "JC-CONNECT® 101". Launch of new business on network peripheral devices.
- 1994
  - Launch of OEM services: embedded print servers for printer manufactures.
- 1995
  - Opened an office in San Jose , USA.
- 1998
  - ISO9002 certified
  - "JCI Falcon" was developed with Toshiba: the first RISC ASIC in Japan dedicated for network peripheral devices.
- 1999
  - Opened offices in London, UK and Beijing, China.
- 2000
  - Launch of fingerprint authentication business.
  - Relocation of the London office to Germany established as a subsidiary to cover the European market.
  - Spin off a Chinese local subsidiary (Beijing office).
- 2002
  - Relocation of the US office to Salt Lake City. Founded a US subsidiary: silex technology america, Inc. (MAR)
  - Changed the company name to silex technology, Inc. (APR)
- 2003
  - Listed on the NASDAQ market. Stock symbol: 6679 silex. Capital increased to 883,675,000 yen (SEP)
- 2004
  - ISO14001 certified (MAR)
- 2005
  - Launch of a USB device server: "SX-1000U". (JAN)
  - Released a wireless LAN module: "SX-10WG". Set up a new distribution structure for wireless LAN modules (NOV)
  - silex technology america, inc. acquired Wireless & Connectivity Solutions arm of TROY Group, Inc. (DEC)
- 2007
  - Launch of serial device servers (MAR)
  - PR of the Video Distribution System in the US (MAY)
- 2008
  - Relocation of the headquarters to Kansai Science City in Kyoto Prefecture. (JAN)
  - Released MVDS: the first real-time and multi-display video distribution system in Japan. (APR)
  - Release of SX-Virtual USB SDK: a software development kit for Linux-supporting USB device servers. (APR)
- 2009
  - Atheros Communications accredited silex technology, Inc. as their technical center (AADC). (MAY)
  - I-O Data Inc. uses silex's USB virtualization technology for their LAN DISK. (NOV)
  - Release d USB device servers supporting Gigabit Ethernet (DEC)
- 2010
  - Released wireless LAN modules supporting PCI Express : "SX-PCEGN" (SEP) and "SX-PCEAN" (NOV).
  - NTT Group adopted "PS-NT100" , a device server for Cloud Computing, for "N-TRANSFER". (OCT)
- 2011
  - Released new network display adaptors: SX-ND2000F (wired-only model) and SX-ND4050G (supporting IEEE 802.11n). The SX-ND4050G also sold through Wacom (MAR)
  - Launched "SX-DS-4000U2", a new USB device server with an enhanced platform (AUG) and an 802.11n supported USB device server, "SX-DS-3000WAN" (SEP)
  - Accepted a takeover bid and became a wholly-owned subsidiary of Murata Machinery, Ltd. Delisted from NASDAQ Market.(DEC)
- 2012
  - Released "Multicast Video Distribution System X-5" (JAN)
  - Released a SDIO wireless LAN module and an intelligent wireless LAN module (JUN)

# Products 1

## Network Connectivity

Silex, the global leader of the network print server market, can offer wireless/wired LAN solutions for a wide range of devices.

Device Servers					Wireless Bridges			
USB Device Server		Serial Device Server		Software Development Kit		ThinClient USB Link		
								
SX-DS-3000WAN (wired/wireless)	SX-2000WG (wired/wireless)	SX-DS-4000U2 (wired)	SX-520-1035 (wired/wireless)	SX Virtual Link SDK SX Virtual USB SDK	SX-DS-3600V (supporting Thin Client environment)	SX-2500CAG Wireless Bridge (original easy setup)		
Wireless LAN Modules				Converters		Print Servers		
								
SX-580 IEEE 802.11a/b/g/n Intelligent Type	SX-SDMAN IEEE 802.11a/b/g/n SDIO Type	SX-PCEAN IEEE 802.11a/b/g/n PCI Express Type	SX-10WAN IEEE 802.11a/b/g/n MiniPCI Type	Wireless LAN Driver	SX-2600CV IPv6-IPv4 Converter	C-6600GB (external model for Canon printers)	Internal Print Server for printer makers	Parallel I/F Print Server

# I Products 2

## Audio/Visual connectivity and Authentication device

Silex's connectivity technology and knowhow can serve many more applications such as audio and video distribution and user authentication.

### AV network devices



X-5  
Multicast Distribution System



SX-ND2000F  
Network Display Adaptor



SX-ND4050G  
Network Display Adaptor



SX-DAD002  
Wireless Dock for iPod

### Authentication devices

Authentication Print



SX-KP-2800-IC  
SelecturePrint  
(Authentication BOX)

RF Type Inner-layer Fingerprint Sensors



S11  
Standard USB type



S2  
USB type with IC card

RF Type Inner-layer Fingerprint Sensors (E Series)



E1  
Non-intelligent Sensor Module



E3  
Intelligent Sensor Module

## Core Technology

### USB Virtual Link Technology™

USB Virtual Link Technology enables any USB devices including printers, scanners, HDD, card readers and more to be easily connected and shared virtually on home or office networks as if connected directly via USB. With this technology, you can share USB devices, and place them even in a remote place. This is one of our core technologies obtained through our years of experience in device networking, which started with our 1<sup>st</sup> print server development in 1991. As more USB devices are used on the network for various areas such as medical/educational institutions, industrial/retail facilities, and factories, the demand for this technology is soaring. Silex, the USB device networking expert, will be you best engineering partner.



USB Virtual Link Technology can be found in: scanners, MFPs, IC card R/W, medical equipment, surveillance cameras, digital cameras, hard disks, routers, interactive boards (electronic blackboards), monitors, projectors, USB TV tuners, music players, sewing machine, home media servers, and astronomical telescopes, etc.



## **| Business Flexibility**

### **Silex offers various solutions for your business**

Silex has proven advantages on networking technology for print servers, device servers (USB/serial device virtualization) and wireless connectivity. We offer applications using our original showcase products, custom solutions and embedded devices to satisfy your demands.

#### **OEM and embedded solutions for device makers**

We have a wide range of services including designing, preproduction, mass production, and EMS in response to customer needs.



#### **Solutions for system integrators**

We can customize and provide products and network structures to match your systems.





# Our Commitments

## High quality Made-in-Japan products

Our vertically integrated production structure promises to provide quality products.

We can support your needs and wants:

- Network functions for your products
- Software/Hardware customization
- Outsourcing a certain process such as product planning/development and manufacturing
- Small lots production
- Made-in-Japan quality



Quality is assured by having manufacturing and development in one place.

### ISO Certified

ISO9001 certifies

Registration number: JQA-2667



ISO14001 certifies

Registration number: JQA-EM3813



QMS for Medical Devices

(Article 169 of Health, Labor and Welfare Ministry Order )

License number: 26BZ200016



### Design & Manufacturing/Electronics Manufacturing Services(DMS/EMS)

With our experience and knowledge of designing (hardware and software) and mass production, we can provide solutions that satisfy you.



Better productivity with 2 SMT lines

# Major Customers in Japan

Ai Engineering., Co., Ltd.	Konica Minolta Business Technologies, Inc.	NEC Corporation
I-O Data Device. Inc.	Saxa Inc.	Japan Radio Co., Ltd.
Allied Telesis K.K.	Sato Corporation	Buffalo Inc.
Ishida Co., Ltd.	Sun-wa Technos Corporation	Panasonic System Networks Co., Ltd.
Internet Initiative Japan Inc.	JB Advanced Technology Corporation	Panasonic Electric Works Co., Ltd
NEC AccessTechnica, Ltd.	SYNNEX Infotec Corporation	PFU Ltd.
NEC Embedded Products, Ltd.	Sharp Corporation	Nippon Telegraph and Telephone East Corporation
NEC Nexsolutions, Ltd.	Sharp System Products Co., Ltd.	Hitachi Information
NTT Communications Corporation	Suzuden Corporation	& Communication Engineering, Ltd.
NTT Data Corporation	Seiko Epson Corporation	Hitachi, Ltd.
Epson Sales Japan Corporation	Sony Corporation	Fuji Xerox Co., Ltd.
Otsuka Corporation	Softbank BB Corporation	Fujitsu Isotec Ltd.
Okamoto Electronics Corporation	Soliton Systems K.K.	Brother Industries, Ltd.
Okaya Electronics Corp.	Daito Electron Co., Ltd.	Mitsubishi Electric Engineering Corporation
Okaya & Co., Ltd.	Daiwabo Information System Co., Ltd.	MIWA LOCK Co.,Ltd.
Oki Data Corporation	Takebishi Corporation	Murata Machinery, Ltd.
Kaga Electronics Co., Ltd.	Digital Electronics Corporation	YAMAHA Corporation
Canon Inc.	Duplo Seiko Corporation	Unidux Inc.
Canon Electronics Inc.	Toshiba Tec Corporation	Ricoh Co., Ltd.
Canon Marketing Japan Inc.	Nakayo Telecommunications, Inc.	Ricoh Printing Systems, Ltd.
KYOCERA Document Solutions Inc.	Eizo Nanao Corporation	Riso Kagaku Corporation
KYOCERA Document Solutions Japan Inc.	Nikon Corporation	Ryoyo Electro Corporation
Glory Co., Ltd.	Nippon Telegraph and Telephone West Corporation	Logitec Corp.
Graphtec Corporation	IBM Japan Ltd.	Wacom Co., Ltd.
Konica Minolta Medical & Graphic, Inc.	Nihon Kohden Corporation	

(Random order)