

# Competitive Summary

	SHI	Cryomech	ARS
<b>Products</b>	4K/10K/77K GM, GM-JT, PT, Stirling	77K GM, PT	4K/10K/77K GM Interfaces/Cryostats
<b>Company</b>	HQ in Japan \$5.6BB Sales 14,400 Employees	HQ in USA \$15MM Sales 50 Employees	HQ in USA \$5MM Sales 15 Employees
<b>Manufacturing</b>	Japan, USA, Philippines	USA	USA
<b>Installed Base</b>	>30,000	<1,000	500-700
<b>Current Market Position</b>	Global MRI Leader, Global Industrial and R&D Leader	Focused on R&D Market, Some Industrial Applications	Small Player in R&D Only
<b>Global Service</b>	USA, Japan, Korea, China, UK, Germany	USA	USA
<b>Service Plans</b>	Factory Repair, CH Exchange, On-Site	Factory Repair	Factory Repair

# SHI Competitive Advantage Company

- Large, Diverse, Multi-Billion Dollar Global Company
- 400 Year Company History
- SHI Acquisition of APD Brought Together the World's Premier Cryocooler Technology Companies
- Designed and Manufactured the Majority of Today's Industry Accepted Cryocooler Products
- Financially Stable, Long Term Vision
- Globally Aligned, But Focused on Customers Locally

# SHI Competitive Advantage Products

- Inventor of Displex™ Technology in Late 1960s
- Full range of Cryocooler Technology (GM, JT, PT, GM-JT, Stirling)
- Full Range of Helium Compressor Technology (Air and Water Cooled)
- Wide Temperature Range Capability (<4K to 77K)
- Scotch Yoke and Pneumatic Drive Technology
- Wide Variety of Regenerator Technology and Rare Earth Materials
- Advanced Seal Technology, Including Patented Industry Leading “Spiral Groove Seal”
- Over 3,000 Cryocooler Systems Manufactured Per Year

# SHI Competitive Advantage Manufacturing and Quality

- ISO 9001 Certified
- Manufacturing to All Applicable Industry Standards (UL, CE, ANSI, ASME)
- Process Capability to Six Sigma Level
- All Cryocooler Products 100% Performance Tested Prior to Shipment
- Conservative Approach – Significant Margins Over Specifications
- High Quality Manufacturing in Japan, USA and Philippines
- Engineering and Quality Infrastructure with Over 50 Dedicated Personnel

# SHI Competitive Advantage

## Service and Support

- Global Service and Support Infrastructure
- SHI Locations in USA, Japan, China, Korea, UK and Germany
- Flexible Service Offerings (Factory, Service Center, On-Site, Customer Training)
- Global Inventory of Spare Parts – Over \$5 Million
- 24 Hour Emergency Response