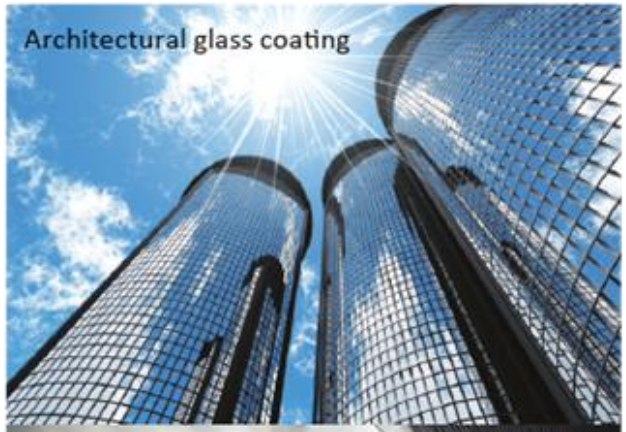
Vacuum science… product solution

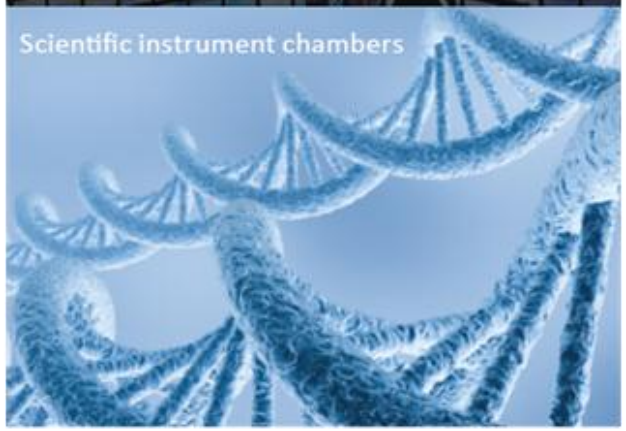
January 2014

EDWARDS

To find out more about Edwards please visit www.edwardsvacuum.com/corporate/aboutus

Enabling advanced consumer products and analyses





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Deep customer relationships – diverse, blue chip customer base

Semiconductor

End User

Leading logic company

OEM

Emerging Technologies

General Vacuum

Scientific Instruments

Other

More than 20,000 customer accounts across sectors, 95% direct sales [1], multiple customer relationships

1. *In the year ended December 31, 2012.*

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Unrivalled innovative products and technology

Technology & Innovation

- Technology innovator; process change enabler
- Driven by extensive R&D programme, >1500 patents*
- Unique capability across both vacuum & abatement
- Semiconductor expertise leveraged into ET and GV
- Enhancing performance, reliability, environmental, lifetime cost of ownership
- Precision machining & firmware/electronics development
- Managing v.harsh environments, operating clearances < 50 microns

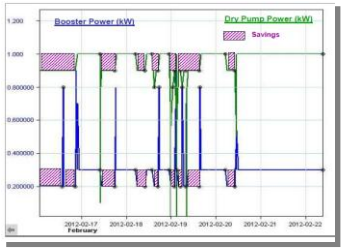
THE QUEEN'S AWARDS FOR ENTERPRISE INNOVATION 2012

Edwards has been recognised 7x for Queen's Awards

Scroll pump

Dry Screw pump

Analytics & Control



Integrated vacuum & abatement system for EUV

Turbo pump

** Patents and patent pending*

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IP supports our Strategy & spans the Corporation

Corporate Strategy

IP Strategy

GC
Legal
Protection & Enforcement

CTO
Innovation
Patenting, FTO and Joint developments

CFO
Finance & Tax
Tax credits (PB), transfer pricing

COO
Ops & Procurement
Supply Chain, Knowhow

CMO
Marketing
Brand and Image management

HR
People
Confidentiality, non-competes, contractors

Product Innovation
Protection
Competitors
End-users/Markets

Litigation and enforcement
Brands
Domain names
Technology

Legal
Contracts
Transactions,
M&A

Others

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