



**faytech**

**COMPANY  
PROFILE**

**EASY**

faytech

faytech  
www.faytech.com  
Touch Device

# About Us



**Specialist in Touch Monitors, Touch PCs & Optical Bonding**

Operating on a **global basis**

In-house **Design, Development, Manufacturing** and **Marketing**

**German engineered** products, **manufactured in Asia** with **local service**



**12+ Years**

**FOCUS ON THE NICHE OF  
TOUCH DEVICES**

**800,000+**

**TOUCH DEVICES  
SOLD WORLDWIDE**

**10,000+**

**MONTHLY OUTPUT CAPACITY  
FINISHED DEVICES**

**30+**

**GLOBAL BRANCHES AND  
DISTRIBUTORS**

**60+**

**SPECIALISTS AND  
ENGINEERS**

**20,000+**

**MONTHLY OUTPUT CAPACITY  
OPTICAL BONDING & TOUCH  
PANEL PRODUCTION**



# Milestones

**8 employees**

Start of production in Shenzhen, China with 8 employees on 650m<sup>2</sup>

Start international distribution

**2010 / 2011**



**40+ employees**

Start development cooperation with ASUS

SGS ISO 9001:2008 certification

**2012 / 2013**



**70+ employees**

faytech Service GmbH is established in Germany

Start production capacitive multi-touch products (also large sized)

Introducing optical bonding & chemical etching

**2014 / 2015**



**150+ employees**

Moving to new factory premises of 3400m<sup>2</sup>

Significant expansion and investment in equipment

faytech Service GmbH turned into faytech AG (joint-stock venture)

SGS ISO 9001:2015 certification

**2016 / 2017**

**faytech AG**

**280+ employees**

Introduction of open frame monitors, faytech flat and mirror series

NAV ERP-system Roll-out in Germany (2018) & China (2019)

Opening faytech Japan, faytech India and opening of new factory in Suining of 16,200m<sup>2</sup>

Microsoft and Intel Gold partner

Received E-mark certification (automotive)

**2018 / 2019**

**340+ employees**

faytech products listed on Intel's solution provider marketplace

Partnership with Dell, ensures faytech products are listed in their portfolio

Introducing anti-microbial coating technology (Kastus®)

IATF 16949 conform (automotive)

**2020**

**370+ employees**

Launch of faytech's new website

Opening of faytech Korea

Significant investment into new machinery

Introduction of faytech's first industrial tablet

**2021**

**Many milestones still to come for 2022!**

**2022**



**PYRAMID**

2022 is a very special year for faytech, as we are becoming a part of the **mic AG group**, which allows us to truly focus on our growth, innovation and competitive advantage in the touch devices market.

With the integration we increase our global reach, will have a higher efficiency on product innovations and shall leverage on synergy effects to offer you further improved products and services providing a real competitive advantage in the field of touchscreen devices.

Together with **Pyramid Computer GmbH** and the **mic AG** team, we can build a pioneering center of competence and innovation for **P.O.S.**, **QSR** and **industrial touch devices**. Together, we have the potential to become the global market leader in several lucrative market niches.

Date of faytech  
AG & mic AG deal Q1, 2022

mic AG group  
revenue expectations

2022 (e) USD 100 Million  
2023 (e) USD 120 Million

mic AG group  
Synergy companies

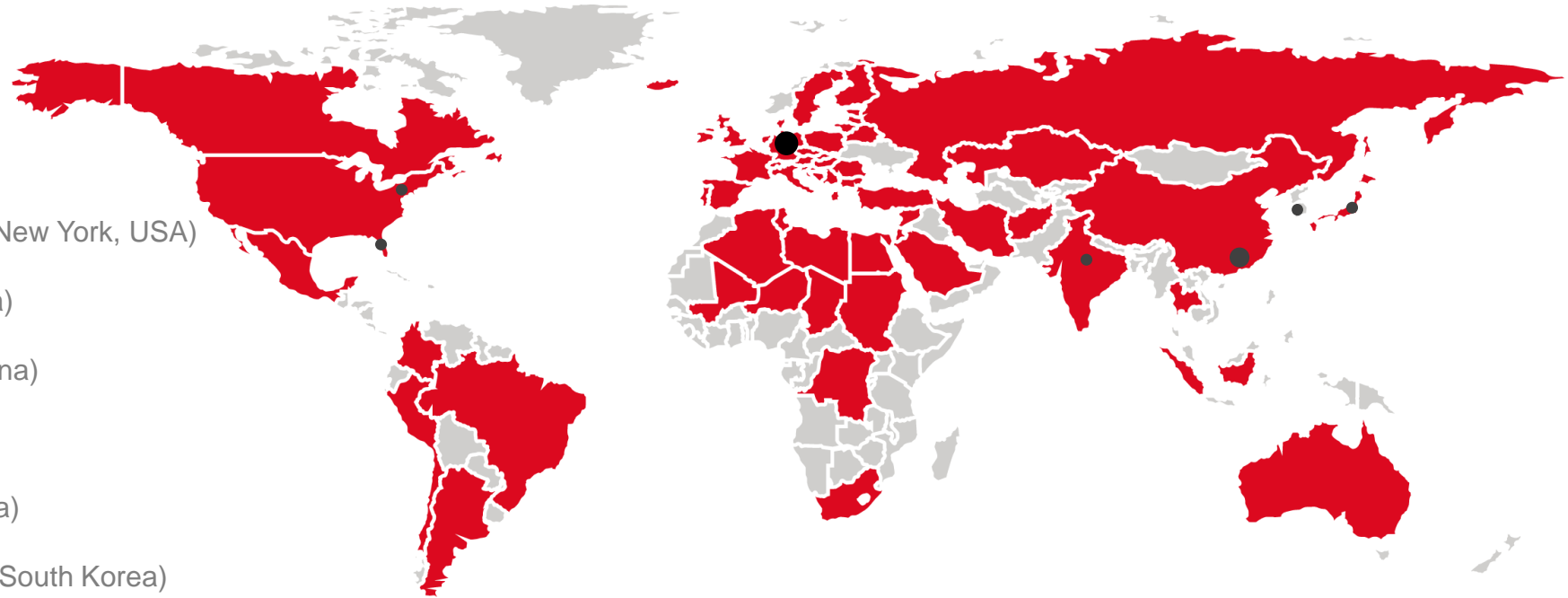
faytech AG  
Pyramid Computer GmbH

# About Us

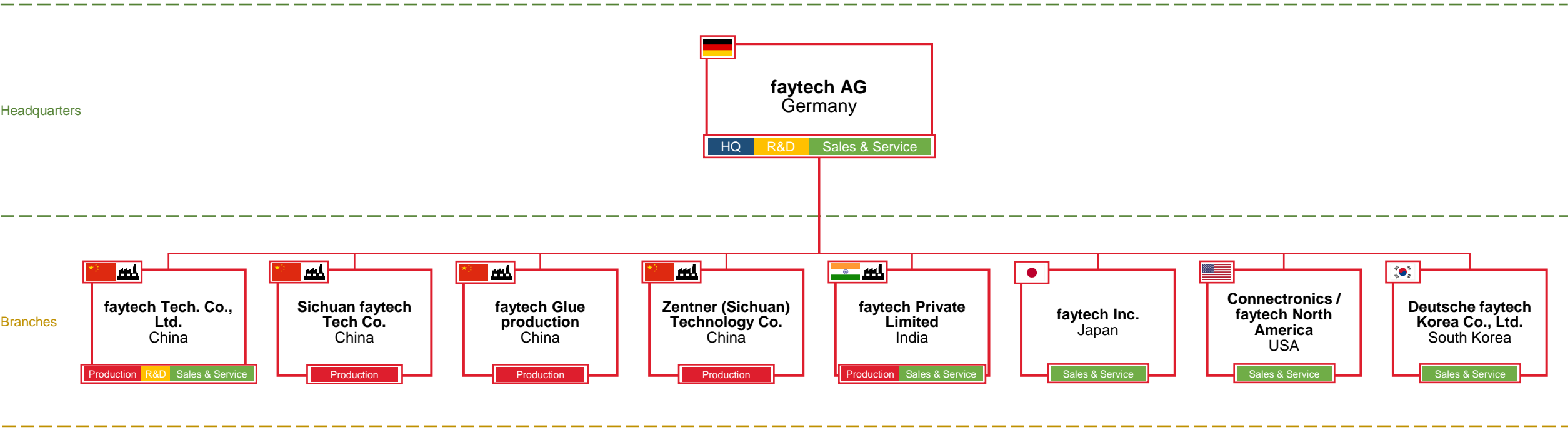
<b>Founded</b>	<b>March 27, 2009</b>	<b>Global Employees</b>	<b>370+</b>
<b>Headquarters</b>	<b>faytech AG</b> (Witzenhausen, Germany)	<b>No. of Technology Patents</b>	<b>24 (7 pending)</b>
<b>CAGR 2009 – 2020</b>	<b>35%</b>	<b>Revenue invested into R&amp;D</b>	<b>10.2%</b>
<b>Consolidated Revenue 2021</b> (based on global company ownership)	<b>USD 31.8 Million</b>	<b>Standard products in portfolio</b> (excluding projects & accessories)	<b>92</b>

## Represented by:

-  **faytech AG** (Witzenhausen, Germany)
-  **faytech US dba Connect Tronics LLC** (New York, USA)
-  **faytech Tech Co., Ltd.** (Shenzhen, China)
-  **Sichuan faytech Tech. Co.** (Suining, China)
-  **faytech Inc.** (Tokyo, Japan)
-  **faytech Private Limited** (New Delhi, India)
-  **Deutsche faytech Korea** (Seongnam-si, South Korea)



# Simplified Structure of the faytech AG Group



# Management of faytech AG



**PETER TROSIEN**  
Chief Executive Officer  
(CEO)

**Education:**

**1991-1994:** University of Karlsruhe – Informatics

**Experience:**

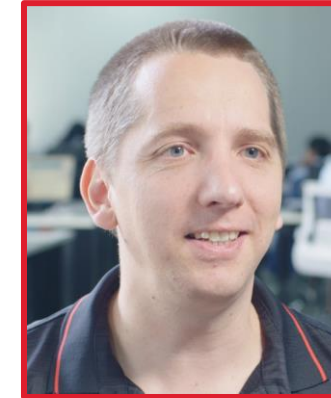
**1998-2009:** Head of Purchasing & Product Management at Pyramid Computer GmbH

**2009-2014:** Chief Technology Officer (CTO) at Pyramid Computer GmbH

**2014-2017:** Chief Operating Officer (COO) at Pyramid Computer GmbH

**2018 – Present:** Chief Executive Officer (CEO) of faytech AG

**2022 – Present:** Chief Operating Officer (COO) at mic AG



**ARNE WEBER**  
Chief Business Development  
Officer (CBDO)

**Education:**

**2001:** Bachelor of Business Administration

**Experience:**

**2001:** Arne Weber Unternehmensberatung, Interim management

**2002 – 2006:** Chief Executive Officer (CEO) iTV Media AG

**2002 – 2017:** Chief Executive Officer (CEO) of former Logitel GmbH, currently – faytech AG

**2003:** Co-founder of Dig:ed

**2008:** Shifting business focus to China

**2012 – Present:** General Manager (GM) at faytech Tech Co., Ltd.

**2017 – Present:** Chief Business Development Officer (CBDO) at faytech AG

**2022 – Present:** Chief Technology Officer (CTO) at mic AG

# Products and Services

# Standard Productportfolio

2 Years Warranty

## Touch Monitors

## Touch PCs

## Special Products

Capacitive Touch Monitors

Resistive Touch Monitors

IP65 HB Touch Monitors

Open Frame Capacitive Touch Monitors

Capacitive Touch PCs

Resistive Touch PCs

IP65 HB Touch PCs

Embedded Touch PCs

Industrial Tablet  
faytech flat  
Mirror PCs  
Hygienic Solutions  
Shopping Cart  
Kiosk Systems  
Box PCs

Realtek 2795 / 2662 / 2556 / 2271 / 2270  
Mstar V59

Intel Celeron DualCore N3350  
Intel Pentium QuadCore N4200  
Intel Core i3-7100U processor  
Intel Core i5-7300U processor  
Intel Core i7-7600U processor  
Intel Elkhart Lake (Q2, 2022)  
Intel Tiger Lake (Q2, 2022)

ARM V40 QuadCore  
ARM Rockchip RK3399  
Amlogic A311D  
Amlogic S905



Windows

Android



Linux

# Chassis Options

## Standard

## Project

Rubber Frame

Open Frame

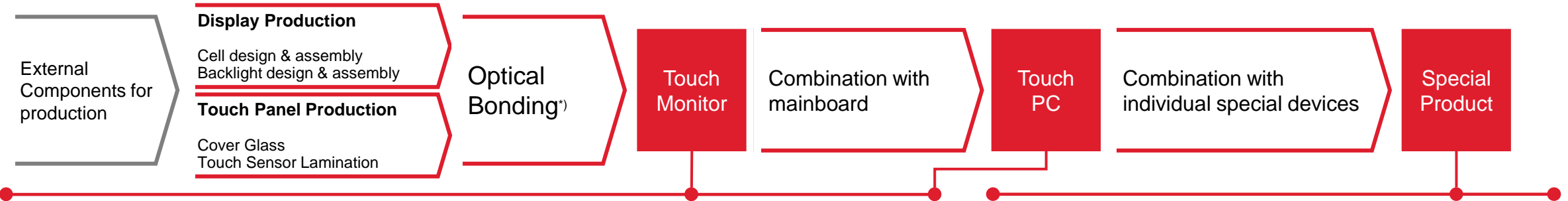
Aluminium Frame

Customized Frame



faytech covers the whole **value chain**, from cell and backlight design & assembly, to **optical bonding** and eventually the integration into a final product: **Touch Monitor**, **Touch PC** or a **Special Product**.

## Value Chain (simplified)



Capacitive Touch Monitors/PCs

- Multi-touch functionality
- Adjustable touch sensitivity



Resistive Touch Monitors/PCs

- Works when pressed (any material)
- Less sensitive to environmental forces



IP65 High Brightness Touch Monitors/PCs

- For outside use in bright, dusty and wet areas



Open Frame Touch Monitors

- Comes without a frame
- Easy to built into own products



IP65 Industrial (ruggedized) Tablet

- For outdoor & semi-outdoor use
- Battery included (mobile solution)



Retail / Industrial



Industrial



Outdoor



Built-in



Mobile (non-stationary)



faytech flat



Mirror PC



Kiosk



Hygienic Solution



Shopping Cart



Projects (e.g., ButterflyMX, NEC)

External process    In-House production step    Product

<sup>1)</sup> The process of connecting the display with the touch panel using our own silicone glue

- **Touch Panels**

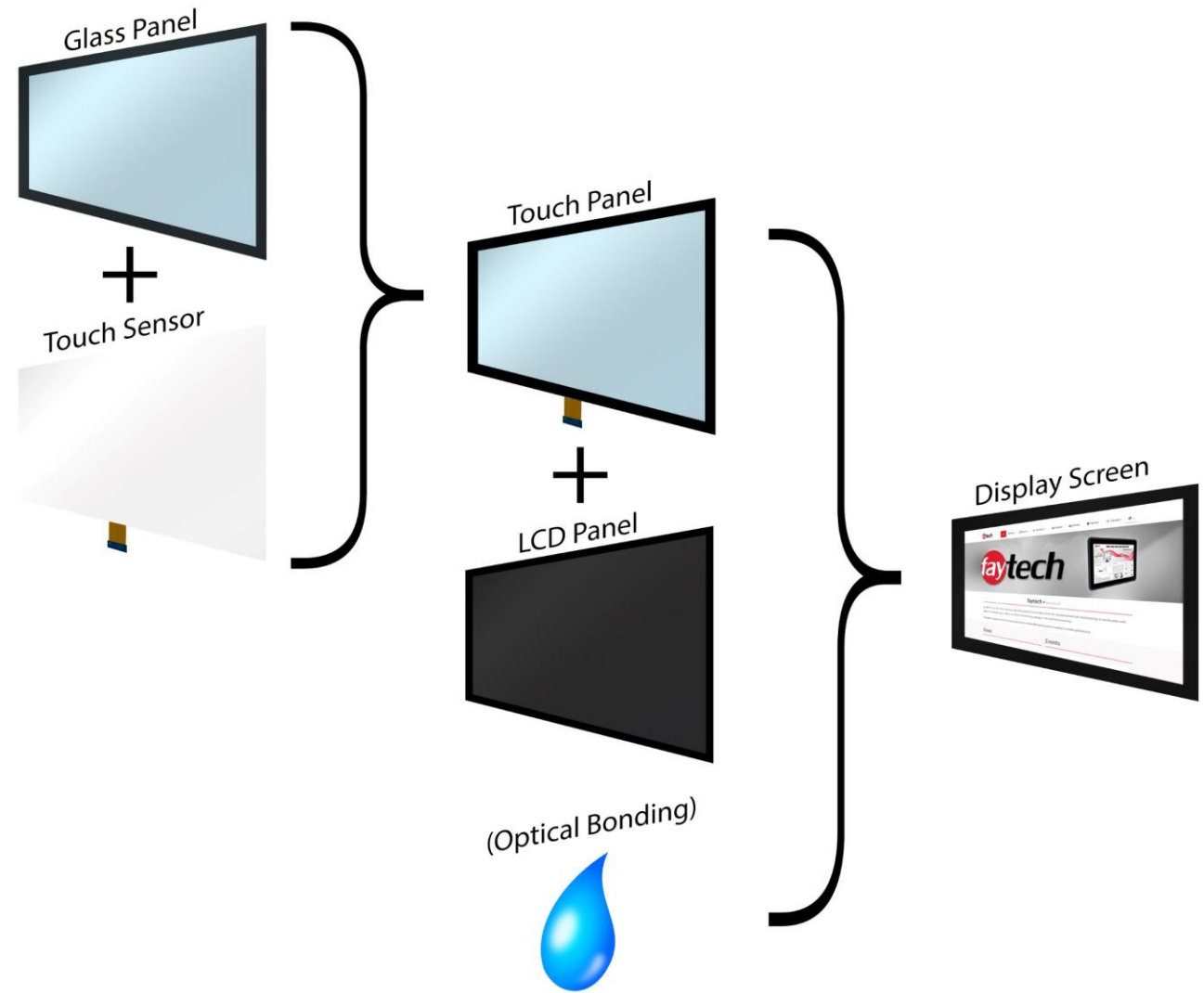
- Resistive touch panels
- Capacitive touch panels

- **Touch Sensors**

- Adjustable sensitivity
- In-house design
- In-house firmware tuning
  - Gloves & water (raindrops adjustments)
  - Capacitive Touch Stylus support

- **Display Panels**

- High brightness tuning: 1000 / 2500+ cd/m<sup>2</sup>
- 100k hours backlight
- Full-array & Edge backlight



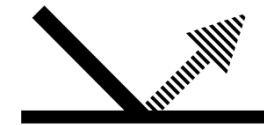
- **Main Coating & Etching Technologies**
  - Kastus anti-viral & anti-bacterial coating
    - + Activated by natural light
    - + Lasts complete lifecycle of device
    - + active 24/7, day and night
    - + Permanently blocks up to 99.99% of bacteria
    - + Effective results against Human Coronavirus
  - Anti-Glare (chemical etching)
    - + chemical etching, allowing for more flexibility
    - + Reduces glare and reflections
    - + Resilient to scratches and fingerprints
- **Other Coating Possibilities**
  - Ultraviolet (UV) Coating
  - Infrared (IR) Coating
  - Anti-fingerprint Coating
- **Other Customizations**
  - Cover glass
    - Dimensions / design
    - Thickness
    - Printing
  - Customizable FPCs

## Anti-viral & anti-bacterial coating

**KASTUS**<sup>®</sup>  
Innovating Surfaces For Life™



## Anti-glare (chemical etching)



## Other coating possibilities



## How Does Kastus' Technology work?

While natural light is the primary method of antimicrobial activation on a Kastus<sup>®</sup> coated surface, our technology also contains a patented ingredient that continues to fight pathogens in the dark. Ensuring 24/7 protection.

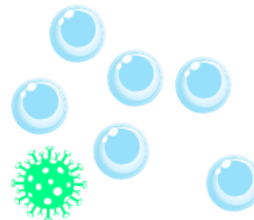
1

Light activates the coating



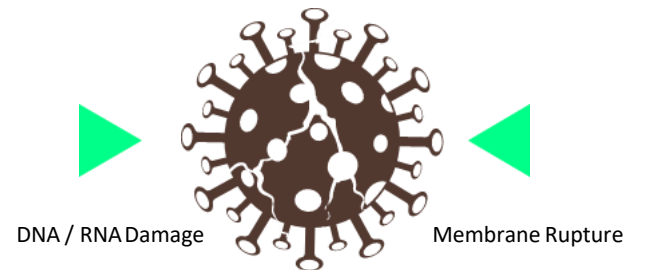
2

Continuous cloud of reactive oxygen species produced



3

Virus / Bacteria is destroyed



KASTUS COATING



GLASS

# Optical Bonding

- Own Patented Technology
- In-house Production, Rigorous Quality Inspection
- Expertise in Large Size Optical Bonding
- High Performance/Cost Ratio
- World Leader in Large Size Optical Bonding
- Optical Bonding of OLED & E Ink Devices



Optically Bonded 32" E Ink Display

Look for the CLEARBOND Logo

All products with this logo are Optically Bonded in-house by faytech!



[Competitor Comparison video](#)

See the difference Optical Bonding makes!

Optically Bonded Double-sided  
55" OLED Touch Monitor



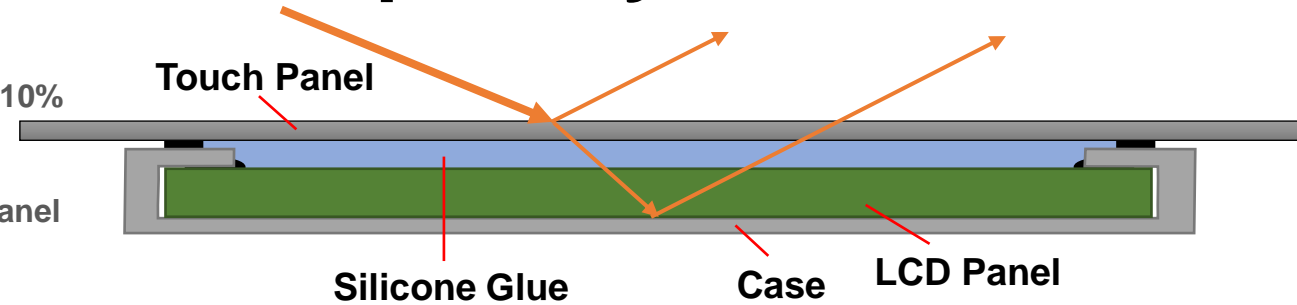
## Better Display Quality

- Less refraction—Comparing to air bonding, optical bonding reduces refraction up to 65%
- The perceived brightness of LCD enhanced up to 10%
- Insusceptible to condensation and dust particles
- Solid connection between touch panel and LCD panel

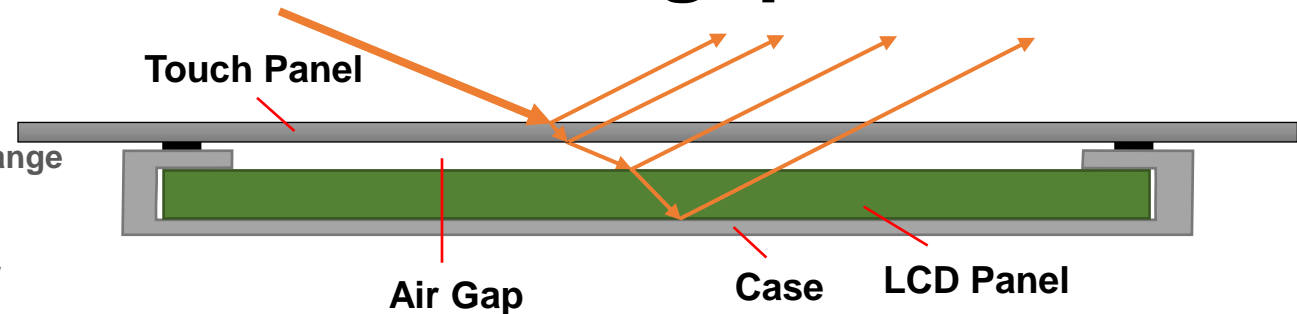
## Better Performance Than Acrylic

- Better curing—Silicone glue cures more evenly
- Less internal stress—During curing, the contraction rate for acrylic is 4%, whereas only 0.1% for silicone glue
- Better control over hardness—the hardness of silicone glue can be manipulated within a wider range
- No yellowing—Acrylic yellows over time due to ultraviolet radiation, silicone glue does not yellow

## Optically Bonded



## Air gap



# Certifications



- ISO 9001:2015
- CE
- FCC

*Upon Request:*

- UL
- CCC
- CE 'Category B'



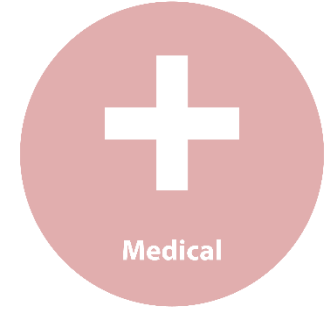
- RoHS III Compliant



- IATF 16949

*Upon Request:*

- E-Mark certification



*Upon Request:*

- EN 60601-1

*faytech guarantees extraordinary quality and consistency throughout the company, and in compliance with above certifications to ensure all products meet the internal rigorous quality standards.*



# Control Panel for Meiko's Commercial Dishwasher

## Customer requirements

- Control panel for commercial dishwasher machine to operate 24/7 with long-lifetime
- Solution which is directly linked to the machine and network
- Touch solution, insensitive to water droplets (no ghost touches)
- Waterproof solution in an industrial environment

## faytech's solution

- 7" Embedded Touch PC (V40) solution with Optical Bonding
- Customized internal i/o board to operate the dishwasher machine (with AC inputs, temperature sensors and PWM outputs)
- Capacitive touch with adjusted touch sensitivity, ensuring no ghost touches by water droplets
- Rubber front, when built-in allows complete IP65 waterproof solution
- Integrated Wi-Fi & 4G connection

## IP65 Yacht PC

### Customer Requirement

- Need of Touch device on a yacht for navigation
- Brightness controlled by buttons
- Completely compatible to use for navigating on the sea

### faytech's Solution

- Integrated GPS
- High brightness IP65 PC with buttons
- Solid rugged case with mounting solution for yachts



## 10.1" Medical Touch PC

### Customer Requirement

- Medical device with Capacitive touch function
- White case, to fit in with the hospital equipment
- Specialized connectors to work with hospital equipment

### faytech's Solution

- Customized white case with customized connectors e.g. S-Video
- Certified EN60601-1 Device
- Capacitive touch PC with IP65 front





## 7" Mobile in-car PC

### Customer Requirement

- Mobile in-car solution for transportation platforms
- Small, light but also robust and easy to install within a car or bus
- Exact location and speed information
- Certification for the automotive Industry
- Withstand Short-Term Power losses

### faytech's Solution

- Customized mainboard, with connectors for automotive
- Separate Monitor and PC
- Optically bonded, clear capacitive touch monitor
- Integrated microphone, speakers, 3G and GPS
- E-Mark Certification
- Extended voltage input

## 11.6" Building Access Control PC

### Customer Requirement

- Outdoor application
- Readable in bright environments
- Visitor image acquisition
- Real time communication with resident
- Convenient admittance for residents

### faytech's Solution

- IP65 front protection
- High brightness enhancement
- Webcam integration and extra illumination
- Loudspeakers and microphone integration
- RFID card reader integration



## 21.5" Mirror Touch PC

### Customer Requirement

- Eye-catching display for retail section
- Multi-purpose screen with & without touch
- Android PC inside

### faytech's Solution

- Optically Bonded Mirror PC screen
- Custom size
- Complete Ip65 protection
- PC inside with Android 6.0 installed

## 15" IP65 HB Capacitive Touch Monitor

### Customer requirements

- Touchscreen device for locker terminal
- Water and dust-proof solution for (semi-)outdoor use
- High brightness display required for sunny days
- Capacitive 10-finger multi-touchscreen

### faytech's solution

- Capacitive Touch Monitor with complete IP65 protection
- 1000+ cd/m<sup>2</sup> brightness for outdoor use
- Optically bonded Capacitive Touch panel



## Global Cooperation with NEC in the Transportation Industry



## 55" IP68 Capacitive Touch Kiosk

### Customer Requirement

- Water and dust-proof Kiosk
- Outdoor use, extremely high brightness needed for sunny days
- Robust, heavy and rugged casing
- Touch screen needed

### faytech's Solution

- IP68 Kiosk with complete water and dust protection
- 2500 cd/m<sup>2</sup> brightness with active cooling
- Complete customized kiosk stand
- Optically bonded Capacitive Touch panel



## 21.5" Touch Monitor Kiosk

### Customer Requirement

- Camera required
- Own graphics on case
- IP65 front
- Easy-to-use solution
- Solution on a PC

### faytech's Solution

- IP65 protection front
- Customized case with graphics
- Camera integrated on top
- Monitor into PC version with faytech mainboard

## 21.5" Digital Signage Sanitization Station



### Customer Requirement

- Solution to maintain hygienic guidelines
- Interactive kiosk solution
- Tool to measure body temperature
- Sanitizer Dispenser

### faytech's Solution

- 21.5" Optically Bonded Touch Kiosk
- Integrated Hand Sanitizer Dispenser
- Thermal + Full HD Camera on top
- Wall or Free-standing Mounting options
- Monitor version or PC with Windows / Linux



## 10.1" Thermal Temperature Testing PC

### Customer Requirement

- Solution to maintain hygienic guidelines
- Interactive device
- Tool to measure body temperature
- Card reader integrated
- Easy mounting solutions (VESA)

### faytech's Solution

- 10.1" Optically Bonded Touch PC
- Integrated RFID scanner
- Thermal + Full HD Camera on top
- PC with Windows / Linux / Android

## Interactive Shopping Cart "EASY Shopper"

### Customer requirements

- Complete shopping cart "All-in-One solution"
- Multi functional panel with touch screen
- Scale, scanner, cameras, GPS, Accelerometer and more!
- 18h battery lifecycle time, also in Winter

### faytech's solution

- Investment in pipe bending-, cutting-, punching-machines and a complete production setup
- Development of the complete shopping-cart electronics, including battery management
- TÜV-certification (battery certification)
- There is a container delivered to Germany every week using the "one belt road"







# Why faytech is your best choice

## ISO 9001:2015 production area Class 100 and 1000 Clean rooms

- German Management
- Well-Trained Employees
- Chemical solvent resistance (IEC60068-2-45)
- IATF 16949 Conform (Automotive)
- Highly Flexible for Customization
- Touch Panel with Extraordinary Quality
- Rigorous Quality Inspection
- ISO 9001:2015 Certified



**We are always getting more experienced technicians on board!**

- **15+ specialists in Germany**   
To analyze all European service cases, supporting the Production/Service interface of the company
- **25+ specialists in China**   
All with long-term working experience, complete expertise in their respective field, and each having a technical college or university background
- **5 CAD designers**  
Setting the right base for any faytech product
- **Own R&D teams in both Germany and China + a global network of R&D partners**  
securing that faytech follows highest quality standards
- **Project sample team of 10+ engineers**  
in 2 factories
- **Large team of specialists:**
  - Mainboard specialists
  - Firmware designers
  - Touch controller specialists
  - Software developers
  - Backlight designers (HB)
  - Touch panel designers
  - PCB-board designers
  - Optical bonding specialists
  - BIOS & Image specialists
  - Glass coating specialists



Germany



Japan



USA



India



China



Korea

- **Local Service**
- **Reliable Technical Support**
- **Experienced Field Application Engineers**



## Renowned Customers

Customer satisfaction is regarded as the highest priority for faytech.

faytech is entrusted by customers for its expertise in the niche and superior quality.



# Factories & Production

# Factories & Production



**Shenzhen, China**



**Suining, China**



**Suining, China**

**Production Plant**  
faytech Tech. Co., Ltd. (APAC HQ)

**Production Plant**  
Sichuan faytech Tech Co.

**Production Plant**  
Zentner (Sichuan) Technology Co.

**Purpose**  
Optical bonding, electronics assembly, R&D, Sales and project business

**Purpose**  
Optical bonding, electronics assembly and manufacturing of faytech devices

**Purpose**  
Metal production and case manufacturing

**Size**  
4,450 m<sup>2</sup>

**Size**  
12,000 m<sup>2</sup> (2x 6000 m<sup>2</sup>)

**Size**  
6000 m<sup>2</sup>

**Established**  
2009

**Established**  
2018

**Established**  
2018

**Machine / Tool list**  
Production Line  
Electronic workspace  
~120 m<sup>2</sup> ISO 5 (class 100) cleanroom  
~880 m<sup>2</sup> ISO 6 (class 1,000) cleanroom  
~500 m<sup>2</sup> ISO 7 (class 10,000) cleanroom

**Machine / Tool list**  
Production line,  
EASY Shopper assembly  
Electronic workspace  
~130 m<sup>2</sup> ISO 6 (class 1,000) cleanroom  
~3400 m<sup>2</sup> ISO 7 (class 10,000) cleanroom

**Machine / Tool list**  
Laser cutters, Bending machines  
Welding area, Powder coating  
CNC machine, Pipe cutting machine

**Production Capacity (monthly):**  
20k+ optical bonding & touch panels

**Production Capacity (monthly):**  
10k+ touchscreen devices

**Production Capacity (monthly):**  
40k+ sets of cases

# Factories & Production



**Shenzhen, China**

**Production Plant**  
faytech Tech. Co., Ltd. (APAC HQ)



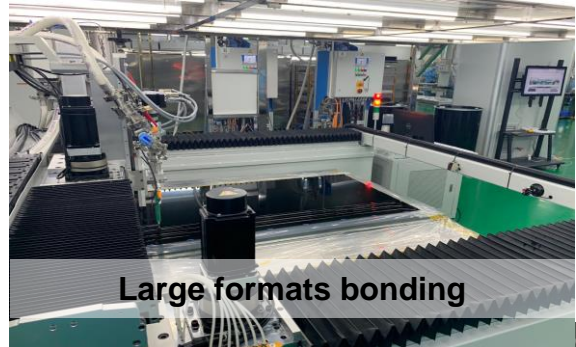
**Suining, China**

**Production Plant**  
Sichuan faytech Tech Co.



**Suining, China**

**Production Plant**  
Zentner (Sichuan) Technology Co.



**Large formats bonding**



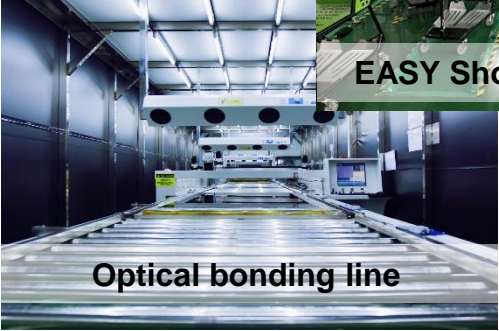
**Working space**



**Dispensers**



**EASY Shopper production**



**Optical bonding line**



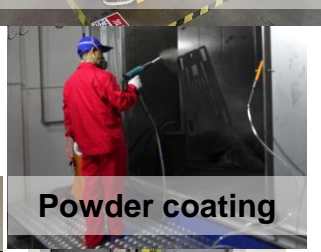
**Laser cutters**



**Bending machines**



**Welding area**




**Powder coating**




**Pipe cutting machines**




**CNC machine**


 [/faytechTouch](#)

 [/faytechShenzhen](#)

 [/faytech-Touch-Devices](#)

 [/faytech-AG](#)

 [/faytech-ltd-](#)

 [/faytechTouchDevices](#)

# Your Touch Device Specialist

# Thank you!

[www.faytech.com](http://www.faytech.com)

[contact@faytech.com](mailto:contact@faytech.com)

