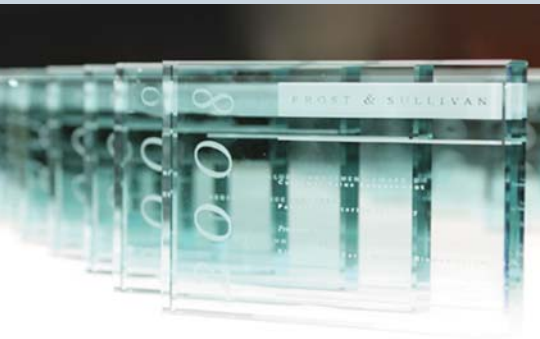




Endicott Interconnect Technologies, Inc.: Recipient of the
2008 North American Printed Circuit Board Growth Excellence of the Year Award



James J. McNamara, Jr. (left), President & CEO, Endicott Interconnect Technologies, Inc., and Art Robbins (right), President, North America, Frost & Sullivan

"We accelerate growth."

2008 North American Printed Circuit Board Growth Excellence of the Year Award Award Recipient: Endicott Interconnect Technologies, Inc.

Award Description

The Frost & Sullivan Growth Excellence Award is bestowed each year upon the company that has demonstrated excellence in implementing and sustaining growth within shipments, revenues, and profitability.

Research Methodology

A recipient is chosen to receive the Frost & Sullivan Growth Excellence Award based on specific criteria. Through primary and secondary research methods, all companies' market revenues are tracked and those exhibiting significant growth are noted for their strategy implementation. Revenues are then compared year on year to monitor growth patterns. When a company continues to show high growth rates in unit shipments, revenues and profitability, it is a candidate for the Frost & Sullivan Growth Excellence Award.

Frost & Sullivan uses a Growth Excellence Matrix (GEM) to plot the positions of competitors in the market. Frost & Sullivan's GEM methodology focuses on various factors that showcase a company's growth potential which include company growth vis-à-vis industry growth, global perspective on strategy, synthesis of technology perspective, best practice perspective, a growth pipeline, team consensus on growth strategy, best practices for marketing, best practices for management and leadership, and a sense of urgency in implementation. The results of this competitive benchmarking research are then plotted onto the GEM, to identify relative market positioning.

Measurement Criteria

This Award is given to the company that has bolstered its position in the market during the base year and whose strategy will have a lasting impact on the market. The Award criteria are based on the following:

- Ability to grow in a saturated or maturing market
- Annual market share growth
- Implementation of a unique sales strategy to increase market share and revenue growth
- Effective management of existing product portfolio
- Product innovation—satisfying unmet needs, creating new needs, and developing new technologies
- Technological innovation and leadership
- Discovery of new sales avenues for an established product
- Strong sales force strategy—number of sales people (direct and indirect), sales force specialization, efficiency in distribution, ability to train and educate, and strong customer service
- Ability to establish brand awareness through promotional activities and advertising
- Strategic mergers, acquisitions, or joint ventures to penetrate new markets
- Reorganization structured around growth strategy
- New or innovative pricing model
- Unique marketing strategy
- Innovative customer service strategy

The 2008 North American Frost & Sullivan Award for Growth Excellence of the Year is conferred upon Endicott Interconnect Technologies, Inc. for demonstrating excellence in manufacturing, revenue growth; dedication to customer service, and a well executed sales and marketing strategy. The company also has been recognized for its leading edge technology and product portfolio which supports various mission critical programs of its blue chip customers in the defense and aerospace, communications and computing infrastructure, semiconductor, advanced test equipment and medical markets.

Endicott is a leading provider of high-performance electronics packaging and complex assembly solutions to a wide range of electronic equipment OEMs such as: IBM, Sun Microsystems, Cadence Design Systems, Cisco Systems, Inc., The Boeing Company, and Raytheon Company. Endicott is the successor to IBM's micro-electronics division in Endicott, NY and was incorporated in 2002. The company provides a broad range of products and services, including semiconductor packaging, printed circuit boards and complex assembly solutions.

Key Differentiators

Endicott differentiates itself by offering superior technological solutions in a vertically integrated model with capabilities throughout the product life cycle including design, modeling and engineering support, manufacturing, testing, and logistics support services. The company is known for its 'one-stop shop' ability with regard to satisfying the needs of its customers. The company's focus on the high-performance and complex technology segment of the market and its ability to provide one-stop services with respect to complex printed circuit boards has led to significant growth over the last five years. The company manufactures printed circuit boards with an average layer count of 26 layers. The company also boasts of multiple materials manufacturing capability, which includes non-hydroscopic materials and polyimides. The company's product portfolio is backed by an experienced team of material scientists which has enabled it to manufacture complex, high performance printed circuit boards. Endicott's vertically integrated model reduces the need for OEMs to coordinate with numerous suppliers, minimizing potential delays in the supply chain, which often shortens customers' time-to-market. This competitive advantage has led to a significant expansion of the company's customer list, which includes many of the leading electronic equipment OEMs.

Endicott also offers advanced lab services, including reliability testing. Prior to delivering products to its clients, the company conducts several reliability tests to evaluate numerous factors such as the effects of temperature, humidity, shock and vibration. In addition, the company performs materials characterization and failure analysis testing to ensure that its products can withstand the most demanding and challenging environments. Endicott continually tests and improves its products to provide the quality, performance and reliability that its customers expect.

The company has met all relevant industry regulations and standards such as ISO, IPC, Military Specifications, RoHS compliance and ITAR registration.

Endicott's dedication to quality and reliability paid off when the company recently developed an award winning printed circuit board design for IBM Zurich Research Laboratory. This design comprised 36 layers, 36053 blind vias, and 29246 connections measuring 1.6 miles in length. The company claims that this was the most challenging application that Endicott has ever designed.

Endicott works closely with its customers and aspires to build strategic relationship with its clients with a goal to position itself as a single-source supplier of electronic components for mission critical programs. The company continuously monitors and evaluates client satisfaction, technical support, pricing and other key parameters in an effort to increase brand recognition. This is further substantiated with the number of testimonials from satisfied clients. The company started with a handful of customers and now has a growing customer list in a variety of high-end markets.

The North American PCB market generated revenues of \$4.8 billion in the year 2007 and is projected to grow at a compound annual growth rate of 1.9 percent to reach \$5.1 billion by 2010. The company has a market share of 3.3 percent in the highly competitive North American PCB market. The company's focus on solutions for mission critical and high-performance applications has led to significant revenue growth. Endicott consistently grew its overall business, with the PCB business representing an estimated 25% of its revenue, and growing year after year.

Future Outlook

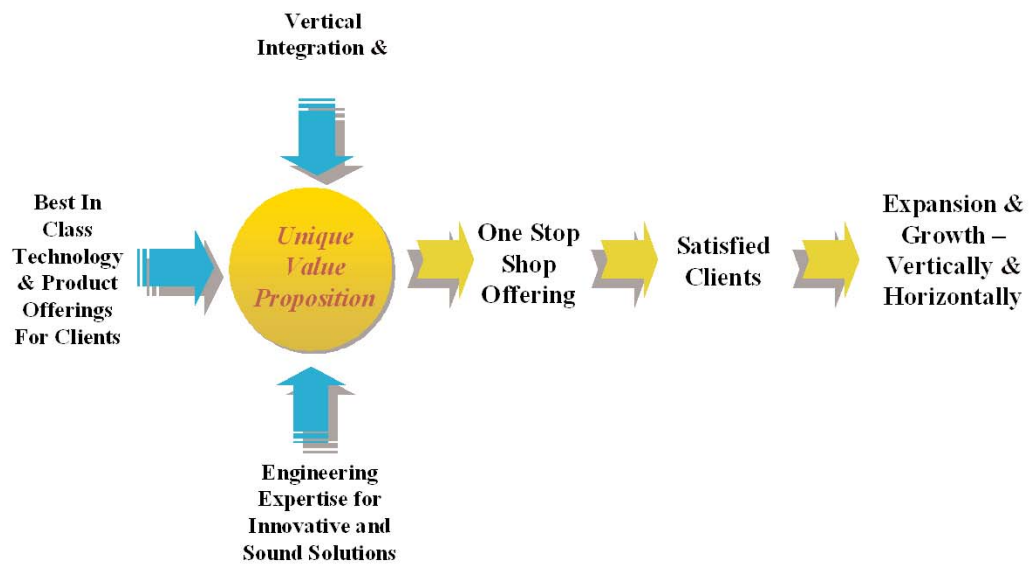
Through its broad range of products and services, including semiconductor packaging, printed circuit

boards, complex assembly solutions, first and second level assembly, integration of complex electronic equipment and comprehensive advanced lab services, Endicott is well positioned for future growth. Endicott's strategy of focusing on high value-added products and services in high-performance market segments such as defense and aerospace, communications and computing infrastructure, semiconductor, advanced test equipment and medical will help to increase its market penetration in the North American PCB market.

Conclusion

Endicott's experience in the development and manufacturing of electronics packaging solutions using leading edge technology along with its reputation for outstanding quality and technological innovation have contributed to its success in the highly competitive printed circuit board market. As a result, Frost & Sullivan is proud to present the 2008 North American Award for Growth Excellence in the Printed Circuit Board Market to Endicott Interconnect Technologies, Inc.

Chart 1.1 illustrates Endicott Interconnect Technologies, Inc.'s Competitive Edge



Endicott Interconnect Technologies, Inc. - The Competitive Edge

About Frost & Sullivan

Frost & Sullivan, the Global Growth Consulting Company, partners with clients to accelerate their growth. The company's Growth Partnership Services, Growth Consulting and Career Best Practices empower clients to create a growth focused culture that generates, evaluates and implements effective growth strategies. Frost & Sullivan employs over 45 years of experience in partnering with Global 1000 companies, emerging businesses and the investment community from more than 30 offices on six continents. For more information about Frost & Sullivan's Growth Partnerships, visit <http://www.frost.com>.

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