

Tablet PCs & Computer Terminals

Essential sourcing intelligence

March 2012

US\$495

China supplier profiles

Detailed profiles of 33 companies with verified manufacturing and export credentials

Product gallery

Specifications and full-color images of 84 top-selling products

Industry trends

Coverage of current issues, plus insight into products, pricing, R&D and supply centers



Supplier capability in China

TABLET PCs & COMPUTER TERMINALS

China continues to leverage OEM capability to strengthen its position in the robust computer industry. At present, the hub is the largest manufacturing base for the line, representing more than 80 percent of global output.

Tablet PCs, including the iPad and Android-based variants, are mainly subcontracted there. Own-brand models of the second type are also available.

Laptops, however, are still the strongest category in the local sector. In 2011, yield and exports hit 244 million and 230 million units, surging by 32 and 21 percent YoY. The latter will reach 328 million units in 2014, broadening China's worldwide output share to 80 percent from its current 60 percent level.

All-in-one computers continue to be a key type in the domestic desktop segment, reflecting the global trend. Their space-saving configurations are popular with the enterprise sector.

Key findings

1. The majority of interviewed suppliers plan to reduce export prices in coming months to attract orders amid intense competition. For most, the adjustment will not exceed 10 percent, while a few will slash quotes by more than 15 percent.
2. The rest of the respondents are raising rates to remain buoyant in the face of elevated labor and material costs and yuan valuation. A bigger number will go for 11 to 15 percent or higher markups.
3. In spite of outlay challenges, most companies anticipate improved export sales of at least 10 percent this year. Many even expect to surpass 20 percent.
4. Over 80 percent of the global tablet PC output comes from China, with the bulk from OEM enterprises. The last includes local operations and iPad subcontractor Foxconn.
5. Homegrown tablet computer suppliers continue to offer mostly 7in models to avoid competing directly with the iPad. Output of larger versions in 8, 8.9 and 10.1in will climb in the months ahead to match global trends.
6. To strengthen traditional mobile and desktop categories, manufacturers adopt new and faster CPUs and integrate value-added features, all aimed at taking product performance a notch higher. Those in the all-in-one PC category are releasing more touchscreen models.
7. North America and Europe will remain the target destinations, although more suppliers are exploring other markets, including the Asia-Pacific region and the Middle East.

Scope & methodology

This report covers the major products of China's computer industry, namely tablet and desktop PCs, and other mobile computing devices. Graphics and video cards are also covered. For each category, details about the different types offered, their common features and price determinants are provided.

The Industry Overview elaborates on issues affecting production and exports. It also identifies the common strategies manufacturers are employing to boost sales and enhance overall competitiveness.

To reflect the industry structure, the majority of the suppliers featured in this report are local, privately owned enterprises.

The province of Guangdong is the main production center. Reflecting this structure, 88 percent of featured companies are based there.

To produce this report, Global Sources interviewed a wide range of suppliers. Rather than focus simply on high-profile makers, we compiled a representative sample of large, midsize and emerging manufacturers. All profiled companies are export-oriented professional suppliers that are verified by Global Sources.

Each supplier is confirmed to be authentic with a legally registered business. All companies are visited three or more times by Global Sources to ensure they are export-ready and have real offices and products.

The listed contact person has been verified to represent the registered company. In each case, companies were required to answer specific questions designed to verify their manufacturing and export credentials.

All profiled suppliers participated in a survey designed to provide insight into

price trends, sales outlook and target markets in the next six to 12 months. All survey questions are single choice. Results were calculated based on the actual number of valid responses to each question.

Global Sources supplier rankings

★★★★★

Suppliers are ranked using a 6-star ranking system. Companies with a higher star ranking provide more business information and verification reports on their Global Sources online homepages.

Suppliers rated 5 or 6 stars have a Credit Check report from First Advantage or Sino-Trust and a Supplier Capability Assessment report provided by Bureau Veritas online.

The rankings are correct at the time of publication and may be subject to change.

CONTENTS

INDUSTRY OVERVIEW.....	7
Main production center	
Supplier survey	
SUPPLIER PROFILES.....	19
PRODUCT GALLERY	57

Copyright 2012 Trade Media Limited. All rights reserved. Reproduction in whole or in part in any form or medium without the expressed, written permission of Trade Media Holdings Limited and Trade Media Limited is prohibited.

Published by Publishers Representatives Limited (on behalf of Trade Media Limited)
4th Floor, Century Yard, Cricket Square, Elgin Avenue, P.O. Box 32322 SMB, George Town, Grand Cayman, Cayman Islands
c/o 22/F Vita Tower, 29 Wong Chuk Hang Road, Aberdeen, Hong Kong

ISBN 978-988-15977-9-3

Disclaimer: Any recommendation contained in this report may not be suitable for all investors or businesses. Moreover, although the information contained in this report is obtained from sources believed to be reasonably reliable, the accuracy or completeness of such information cannot be guaranteed. The author and the publisher of this report (and the publisher's affiliates, agents, sales representatives and service contractors) do not make any representation or warranty whatsoever (whether express or implied) in relation to any of the contents of this report (including any information, opinion, recommendation or conclusion contained in this report) (collectively, "Contents"), whether as to the accuracy, completeness, quality, fitness, suitability or reliability of such Contents (or any portion thereof) or otherwise, and shall not be liable under any circumstances whatsoever for any error, omission, defect or deficiency in, or for any use of or reliance on, such Contents (or any portion thereof).

All product images are provided by the companies interviewed and are for reference purposes only. Those product images featuring products with trademarks, brand names or logos are not intended for sale. Products that are not the specific topics of editorial articles are shown for illustrative and/or demonstrative purposes only. We, our affiliates, and our affiliates' respective directors, officers, employees, representatives, agents or contractors, do not accept and will not have any responsibility or liability for product images (or any part thereof) which infringe on any intellectual property or other rights of a third party.

Boeye Technology Co. Ltd


[INQUIRE NOW](#)

Boeye offers tablet PCs, laptops and mobile Internet devices, which represent 30 percent of the company's total sales.

Revenue from the line in 2011 reached \$6 million, with \$5.5 million coming from exports.

Products are sent to Europe, the Asia-Pacific region, the Middle East and North America. Targeting the EU in coming months, the locally owned company

expects overseas sales to grow by more than 20 percent.

Boeye has a 120-member workforce. It can produce 8,000 units monthly but averages 3,300 units at present.

Ninety-one percent of yield is shipped abroad. The maker allots \$2 million to R&D projects every year. It will decrease prices by 5 to 10 percent due to stiff competition.

Company facts

Year established	2009
Business type	Manufacturer
Company ownership	Mainland China-owned
Head office location	Shenzhen (Guangdong)
Factory location(s)	Shenzhen (Guangdong)
No. of full-time employees	120
Annual sales (all products)	\$20.0mn
Annual R&D spending	\$2.0mn

Sales & output: Tablet PCs & computer terminals

Annual sales	\$6.0mn
Share of total sales	30%
Annual export sales	\$5.5mn
Total monthly capacity	8,000 units
Average monthly output	3,300 units
Capacity utilized	41%
Average monthly exports	3,000 units
Export ratio	91%

Contact details

Business contact	ZHANG Forrest
Phone	(86-755) 8635-8666
Fax	(86-755) 8607-9111
E-mail	ossales@szboeye.com
URL	www.szboeye.com www.globalsources.com/szboeye.co
Address	20A Zhongke Mansion, High-Tech 1 Road, High-Tech Industrial Park, Nanshan, Shenzhen, Guangdong, China

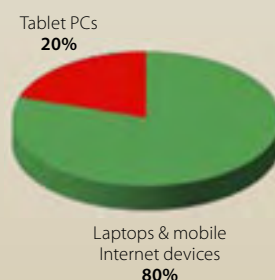


Model: E9

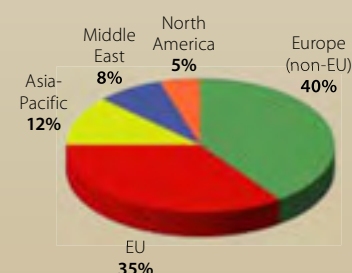
Description: Tablet PC; for children; Samsung S5PC110 Cortex-A8 1GHz CPU; 512MB DDR RAM, 16GB NAND flash memory; 9.7in LG capacitive multitouch IPS, 1024x768 pixels; Android 2.2 OS; 300,000-pixel front, 2MP rear cameras; microSD card slot, up to 32GB supported

See more popular export models in the [Product Gallery](#).

Exports by product



Exports by market



PRODUCT GALLERY

Tablet PCs



Boeye

(profile page 21)

Model: E9

MOQ: 100 units

Description: Tablet PC; for children; Samsung S5PC110 Cortex-A8 1GHz CPU; 512MB DDR RAM, 16GB NAND flash memory; 9.7in LG capacitive multitouch IPS, 1024x768 pixels; Android 2.2 OS; 300,000-pixel front, 2MP rear cameras; microSD card slot, up to 32GB supported



Boeye

(profile page 21)

Model: M9

MOQ: 100 units

Description: Tablet PC; Cortex-A8 1GHz CPU; 512MB mobile DDR RAM, 2 to 32GB flash memory; 9.7in capacitive touchscreen IPS, 1024x768 pixels; Android 2.2 OS; Wi-Fi, Bluetooth; GPS; Micro-USB, HDMI ports; G-sensor, light sensor, electronic compass; 6,500mAh battery



Developed Solutions

(profile page 22)

Model: A10

MOQ: 100 units

Description: Tablet PC; Boxchip A10 Cortex-A8 1.5GHz CPU; 512MB DDR3 RAM, 4 to 16GB flash memory; 7in capacitive touchscreen TFT LCD, 800x480 pixels, full HD; Android 4.0 OS; 802.11b/g/n; G-sensor; USB OTG; USB 2.0, HDMI 1.3 ports; TransFlash card slot, up to 32GB supported



Developed Solutions

(profile page 22)

Model: A9

MOQ: 100 units

Description: Tablet PC; Amlogic AML8726-M Arm Cortex-A9 1.2GHz CPU; 1GB DDR3 RAM, 4 to 16GB flash memory; 10in capacitive touchscreen TFT LCD, 1024x600 pixels; Android 4.0 OS; 802.11b/g/n, Bluetooth; 3D, G-sensor; USB OTG; USB 2.0, HDMI ports; TransFlash card slot, up to 32GB supported



Far Year

(profile page 24)

Model: APD-B705CC

MOQ: 500 units

Description: Tablet PC; Arm Cortex-A8 1.2GHz dual-core CPU; 512MB DDR3 RAM, 4GB flash memory; 7in 16:9 multitouch TFT LCD, 800x480 pixels; Android 2.3.3 OS; 802.11a/b/g, optional Bluetooth; GPS; Mini-USB 2.0 OTG; USB 2.0, Mini HDMI ports; microSD card slot



Far Year

(profile page 24)

Model: APD-B705BC

MOQ: 500 units

Description: Tablet PC; Arm Cortex-A8 1.2GHz dual-core CPU; 512MB DDR3 RAM, 4GB flash memory; 7in 16:9 multitouch TFT LCD, 800x480 pixels; Android 2.3.3 OS; 802.11a/b/g, optional Bluetooth; GPS; Mini-USB 2.0 OTG; USB 2.0, Mini HDMI ports; microSD card slot

Yes!

I'd like to order the full version of the following China Sourcing Reports

For faster service, order online at www.ChinaSourcingReports.com/pdfts

A Please send me

	Report Title:	US\$
1)		
2)		
3)		
4)		
5)		

Total amount US\$

B Please send my reports by

- ☐ E-mail (PDF format) ☐ Air courier (printed copy)

C My contact details

☐ Mr ☐ Mrs ☐ Ms
Family Name Given Name

Job Title

Company Name

Address

City State/Province

Country Postal/Zip Code

E-mail

Tel Fax

Mobile/Cell Phone

For faster service, order online at
www.ChinaSourcingReports.com/pdfts

For other inquiries

E-mail: service@globalsources.com

Telephone Hotline: (65) 6547-2800

D My payment method

- ☐ US\$ check/bank draft payable to **GLOBAL SOURCES**,
drawn on a US bank located in the USA

- ☐ Please debit my credit card

a ☐ 

c ☐ 

b ☐ 

d ☐ 

Amount (US\$)

Card No.

Expiry Date

Signature Date

E Return this form by

Fax North and South America (1-480) 951-4197
Worldwide (65) 6547-2888

Mail Global Sources, c/o Media Data Systems Pte Ltd
Raffles City PO Box 0199, Singapore 911707

Thank you for your order.

global sources
www.globalsources.com