



Date: April 8, 2016

To: B. Williams, F. Turner, R. Grace, M. Josi, D. Gutierrez, M. Slezak, M. Loftus, J. Maddock, S. Hogan, D. Tanaka, M. Jones, M. Groccia cc: O. Milani, D. Collins, R. Yee, D. Maunu, K. Fijak, C. Dotson, B. Dunhouse, F. Tercenio, A. Tsellas, E. DeLong, M. Song, F. Jangraw

From: Gregg Peel - Sr. Manager  
Marketing, Distribution

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Subject: **Notification of Phase-out / Discontinuations:**

#### 1. LCD products for Industry

- A) Advanced Phase-out Notification at April 1, 2016
- B) Phase-out Notification at April 1, 2016
- C) Product list to place Last Time Buy Order at September 15, 2016
- D) Product list to place Final Delivery for Last Time Buy Order at September 30, 2016

#### 2. Space Inverter Phase-out Schedule

#### 3. Spare Lamp Holder Set Phase-out Schedule

#### 4. Phased-out Product

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This is a notification of phase-out / discontinuation for TFT-LCD products and accessories. We kindly ask our customers to review all of the below details carefully and take the appropriate steps,

***It is very important that all distributors and customers realize that the notification outlined here pertains to all business within TIANMA NLT USA's (TNU) jurisdiction. Notifications distributed by other NLT entities in other regions (such as TNE) do not apply for business managed/handled through TNU. TNU makes every effort to provide milestone deadlines that provide us sufficient time to meet NLT's deadlines for forecast submission and order placement.***

Make sure this information is promptly communicated to all reps, customers, and Distributors.

Let me know if you have any questions.

Best regards,

A handwritten signature in black ink that reads 'Gregg Peel'.

Gregg Peel  
Tianma NLT USA

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## 1. LCD products for Industry

### A) Advanced Phase-out Notification

**[Schedule]**

Advanced Phase-out Notification:	Done
Phase-out Notification:	April 1, 2016
Last Time Buy Order:	March 15, 2017
Final Delivery for Last Time Buy Order:	September 30, 2017
Discontinued:	September 30, 2020

**[Product]**

Screen Size (Inches)	Part No.	Recommended Substitute
5.7	NL6448BC18-01	NL6448BC18-07 (Thinner design. Module size and Mounting instruction are different from the current model.) NL6448AC18-08D (Built in LED driver, Polarizer surface: Antiglare, Module size and Mounting instruction are different from the current model.)
	NL6448BC18-01F	NL6448AC18-08F (Built in LED driver, Polarizer surface: Antiglare, Module size and Mounting instruction are different from the current model.)
	NL6448BC18-03F	NL6448AC18-12F (Built in LED driver, Polarizer surface: Antiglare, Portrait view compatible. Module size and Mounting instruction are different from the current models.)
	NL6448BC18-06F	

### B) Phase-out Notification

Advanced Phase-out Notification:	Done (April 2015)
Phase-out Notification:	Done (October 1, 2015)
Last Time Buy Order:	September 15, 2016
Final Delivery for Last Time Buy Order:	March 31, 2017
Discontinued:	March 31, 2020

**[Product]**

Screen Size (Inches)	Part No.	Recommended Substitute
21.3	NL160120AC27-32B	NL160120AC27-32 <ul style="list-style-type: none"> <li>• Mounting Compatible,</li> <li>• Luminance, Contrast and Characteristics between luminance and viewing angle are different from -32B.</li> </ul>

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### C) Product list to place Last Time Buy Order at March 15, 2016

None

### D) Product list to place Final Delivery for Last Time Buy Order at March 31, 2016

#### [Schedule]

Advanced Phase-out Notification:	Done (April 2014)
Phase-out Notification:	Done (October 1, 2014)
Last Time Buy Order:	Done (September 15, 2015)
Final Delivery for Last Time Buy Order:	March 31, 2016
Discontinued:	March 31, 2019

#### [Product]

Screen Size (Inches)	Part No.	Recommended Substitute
10.4	NL10276BC20-10	-

\*The final delivery time for Last Time Buy Order is subject to change depending on the shipping volume.

## 2. LCD products for Industry Small Products

1) Phase-out Notification: **October 1, 2015**

None

## 3. LCD products for PDA/Mobile Products

1) Phase-out Notification: **October 1, 2015**

None

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#### 4. Spare Lamp Holder Set Phase-out Schedule

[Product]

Screen Size (Inches)	Spare Lamp Holder set	Last Time Buy Order	Discontinued
5.5	55LHS11	March 31, 2018	September 30, 2018
6.3	63LHS01	September 30, 2016	March 31, 2017
6.5	65LHS04	September 30, 2016	March 31, 2017
	65LHS10	March 31, 2018	September 30, 2018
7.0	70LHS04	March 31, 2018	September 30, 2018
8.4	84LHS03	March 31, 2017	September 30, 2017
	84LHS04	September 30, 2016	March 31, 2017
	84LHS06	March 31, 2018	September 30, 2018
9.0	90LHS01	September 30, 2016	March 31, 2017
	90LHS02	March 31, 2018	September 30, 2018
	90LHS03	March 31, 2018	September 30, 2018
10.4	104LHS31	September 30, 2016	March 31, 2017
	104LHS35	March 31, 2018	September 30, 2018
	104LHS39	September 30, 2016	March 31, 2017
	104LHS43	March 31, 2018	September 30, 2018
	104LHS44	September 30, 2016	March 31, 2017
	104LHS45	March 31, 2018	September 30, 2018
	104LHS46	March 31, 2018	September 30, 2018
	104LHS47	March 31, 2018	September 30, 2018
	104LHS49	March 31, 2018	September 30, 2018
	104LHS52	March 31, 2018	September 30, 2018
	104LHS54	March 31, 2018	September 30, 2018
	104LHS58	March 31, 2018	September 30, 2018
104LHS60	March 31, 2018	September 30, 2018	
12.1	121LHS16	September 30, 2016	March 31, 2017
	121LHS18	March 31, 2017	September 30, 2017
	121LHS21	September 30, 2016	March 31, 2017
	121LHS22	March 31, 2018	September 30, 2018
15.0	150LHS21	March 31, 2016	September 30, 2016
	150LHS29	March 31, 2017	September 30, 2017
	150LHS34	March 31, 2018	September 30, 2018
15.3	153LHS05	March 31, 2018	September 30, 2018
20.1	201LHS02	September 30, 2016	March 31, 2017
	201LHS08	September 30, 2016	March 31, 2017
21.3	213LHS11	September 30, 2016	March 31, 2017

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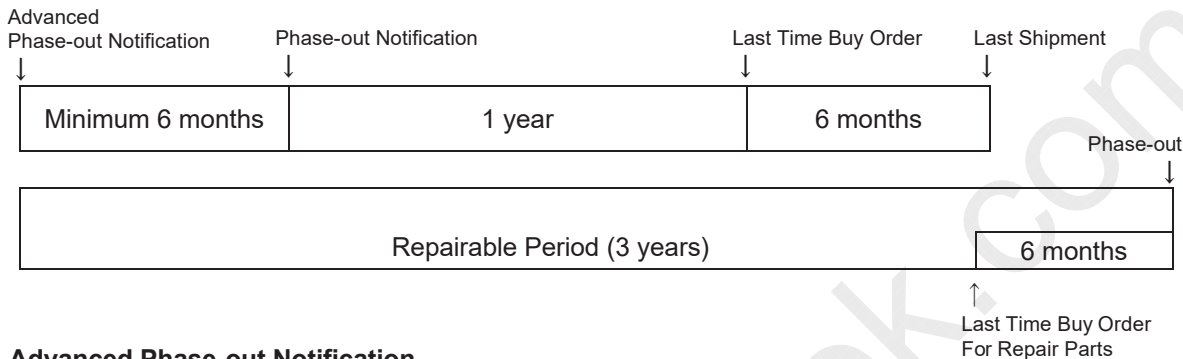
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## **For your reference: Basic Rules for Phase-out/Discontinuation**

Phase-out/Discontinuation should be taken according to the following procedure:

### **Phase-out rule: LCD products for Industry and Monitor "A"**

#### **1. Time schedule for Phase-out/ Discontinuation**



#### **2. Advanced Phase-out Notification**

- NLT Technologies issues an "Advanced Phase-out Notification" for Phase-out Product to our customers at least 6 months prior to the "Phase-out Notification". These products should not be designed into new programs.

#### **3. Phase-out Notification**

- NLT Technologies issues a "Phase-out Notification" for the products which have been informed by "Advanced Phase-out Notification"

#### **4. Last Time Buy Order**

- Customers are kindly requested to place a "Last Time Buy Order" prior to the Last Time Buy Order date. On the Last Time Buy Order Date, all current backlog for subject products will be changed to Non-Cancellable, Non-Returnable (NCNR) status and PO's from customers must be updated to reflect NCNR. Last Time Buy Orders are considered to be any order with deliveries scheduled after the Last Time Buy Order Date. All Last Time Buy Orders are NCNR and Non-Reschedulable from the time of the Last Time Buy Order Date and must be scheduled prior to the Final Delivery Date.

#### **5. Repair**

1) "Repair at NLT Technologies' Expense Period": NLT Technologies repairs products at NLT Technologies' expense within 1 year after shipment, if it is NLT Technologies' responsibility. But, a product will be repaired at a Customer's expense, even within "Repair at NLT Technologies' Expense Period", if it is due to life end for Cold Cathode Fluorescence Lamp and its exchange is necessary.

2) "Repair at Customer's Expense Period": NLT Technologies repairs products at Customer's expense within 2 years after the "Repair at NLT Technologies' Expense Period". But, customers are kindly requested to understand that it could be unable to repair a product in case glass panel failure.

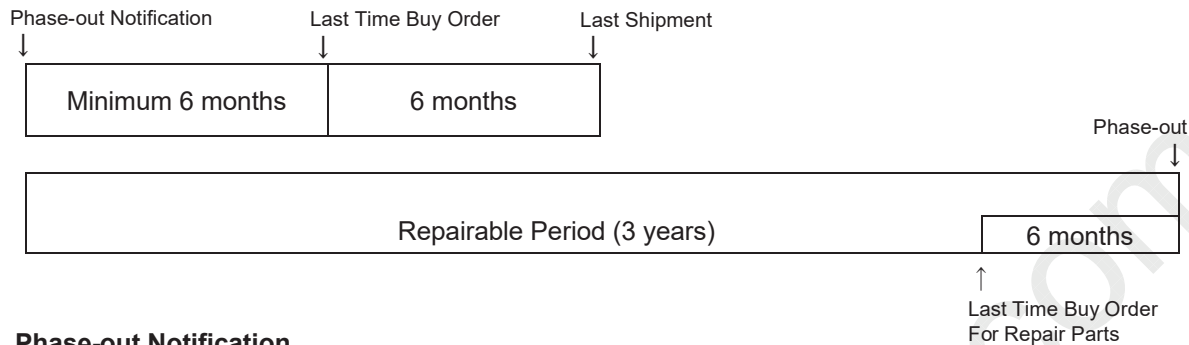
3) "Support for Repair Parts": NLT Technologies will provide repair parts of the products for 3 years after last shipment of the products. Repair Parts shipment takes more than 2 months after purchase order. Customers are requested to place a "Last Time buy Order" for repair parts 6 months before "Phase-out".

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## Phase-out rule: LCD products for Monitor "B", Note PC and TV

### 1. Time schedule for Phase-out/Discontinuation



### 2. Phase-out Notification

- NLT Technologies issues a "Phase-out Notification" to our customers at least 6 months prior to the "Last Time Buy Order". These products should not be designed into new programs.

### 3. Last Time Buy Order

- Customers are kindly requested to place a "Last Time Buy Order" prior to the Last Time Buy Order date. On the Last Time Buy Order Date, all current backlog for subject products will be changed to Non-Cancellable, Non-Returnable (NCNR) status and PO's from customers must be updated to reflect NCNR. Last Time Buy Orders are considered to be any order with deliveries scheduled after the Last Time Buy Order Date. All Last Time Buy Orders are NCNR and Non-Reschedulable from the time of the Last Time Buy Order Date and must be scheduled prior to the Final Delivery Date.

### 4. Repair

1) "Repair at NLT Technologies' Expense Period": NLT Technologies repairs products at NLT Technologies' expense within 1 year after shipment, if it is NLT Technologies' responsibility. But, a product will be repaired at a Customer's expense, even within "Repair at NLT Technologies' Expense Period", if it is due to life end for Cold Cathode Fluorescence Lamp and its exchange is necessary.

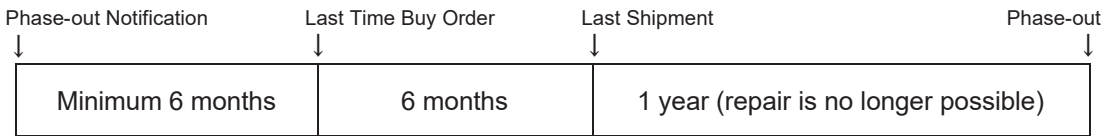
2) "Repair at Customer's Expense Period": NLT Technologies repairs products at Customer's expense within 2 years after the "Repair at NLT Technologies' Expense Period". But, customers are kindly requested to understand that it could be unable to repair a product in case glass panel failure.

3) "Support for Repair Parts": NLT Technologies will provide repair parts of the products for 3 years after last shipment of the products. Repair Parts shipment takes more than 2 months after buy order. Customers are requested to place a "Last Time buy Order" for repair parts 6 months before "Phase-out".



**Phase-out rule: LCD products for PDA/Mobile**

**1. Time schedule for Phase-out/Discontinuation**



**2. Phase-out Notification**

- NLT Technologies issues a "Phase-out Notification" to our customers at least 6 months prior to the "Last Time Buy Order".

**3. Last Time Buy Order**

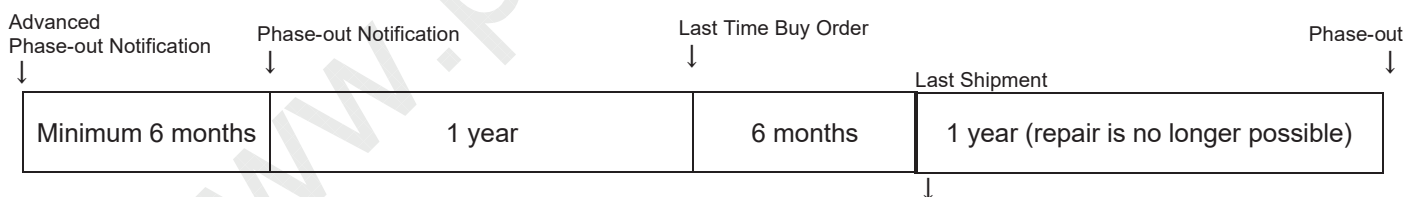
- Customers are kindly requested to place a "Last Time Buy Order" prior to the Last Time Buy Order date. On the Last Time Buy Order Date, all current backlog for subject products will be changed to Non-Cancellable, Non-Returnable (NCNR) status and PO's from customers must be updated to reflect NCNR. Last Time Buy Orders are considered to be any order with deliveries scheduled after the Last Time Buy Order Date. All Last Time Buy Orders are NCNR and Non-Reschedulable from the time of the Last Time Buy Order Date and must be scheduled prior to the Final Delivery Date.

**4. Repair**

- 1) "Repair at NLT Technologies' Expense Period": NLT Technologies replace products at NLT Technologies' expense within 1 year after shipment, if it is NLT Technologies' responsibility.
- 2) "Repair at Customer's Expense Period": NLT Technologies cannot prepare repair service, because the products are not repairable.

**Phase-out rule: LCD products for Industry Small Size Products**

**1. Time schedule for Phase-out/Discontinuation**



**2. Advanced Phase-out Notification**

- NLT Technologies issues an "Advanced Phase-out Notification" for Phase-out Product to our customers at least 6 months prior to the "Phase-out Notification". These products should not be designed into new programs.

**3. Phase-out Notification**

- NLT Technologies issues a "Phase-out Notification" for the products which have been informed by "Advanced Phase-out Notification"

**4. Last Time Buy Order**

- Customers are kindly requested to place a "Last Time Buy Order" prior to the Last Time Buy Order date. On the Last Time Buy Order Date, all current backlog for subject products will be changed to Non-Cancellable, Non-Returnable (NCNR)

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status and PO's from customers must be updated to reflect NCNR. Last Time Buy Orders are considered to be any order with deliveries scheduled after the Last Time Buy Order Date. All Last Time Buy Orders are NCNR and Non-Reschedulable from the time of the Last Time Buy Order Date and must be scheduled prior to the Final Delivery Date.

#### 5. Repair

1) "Repair at NLT Technologies' Expense Period": NLT Technologies replace products at NLT Technologies' expense within 1 year after shipment, if it is NLT Technologies' responsibility.

2) "Repair at Customer's Expense Period": NLT Technologies cannot prepare repair service, because the products are not repairable.

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