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SEMICON/West Seminar

**San Francisco Marriott
San Francisco, California
July 13, 1995**

Dataquest

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July 1995

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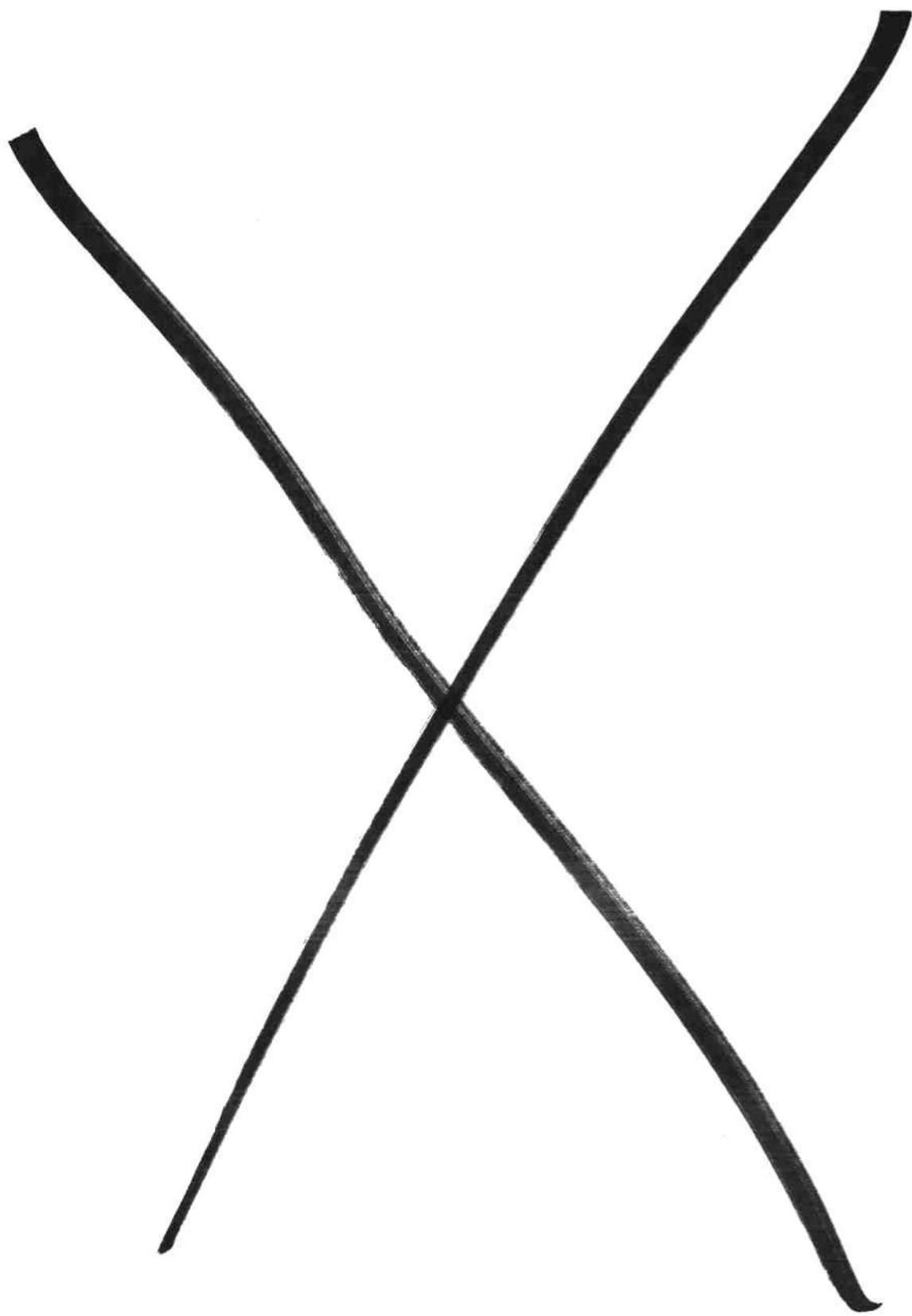
Attendees

Attendee List by Company

Presentations

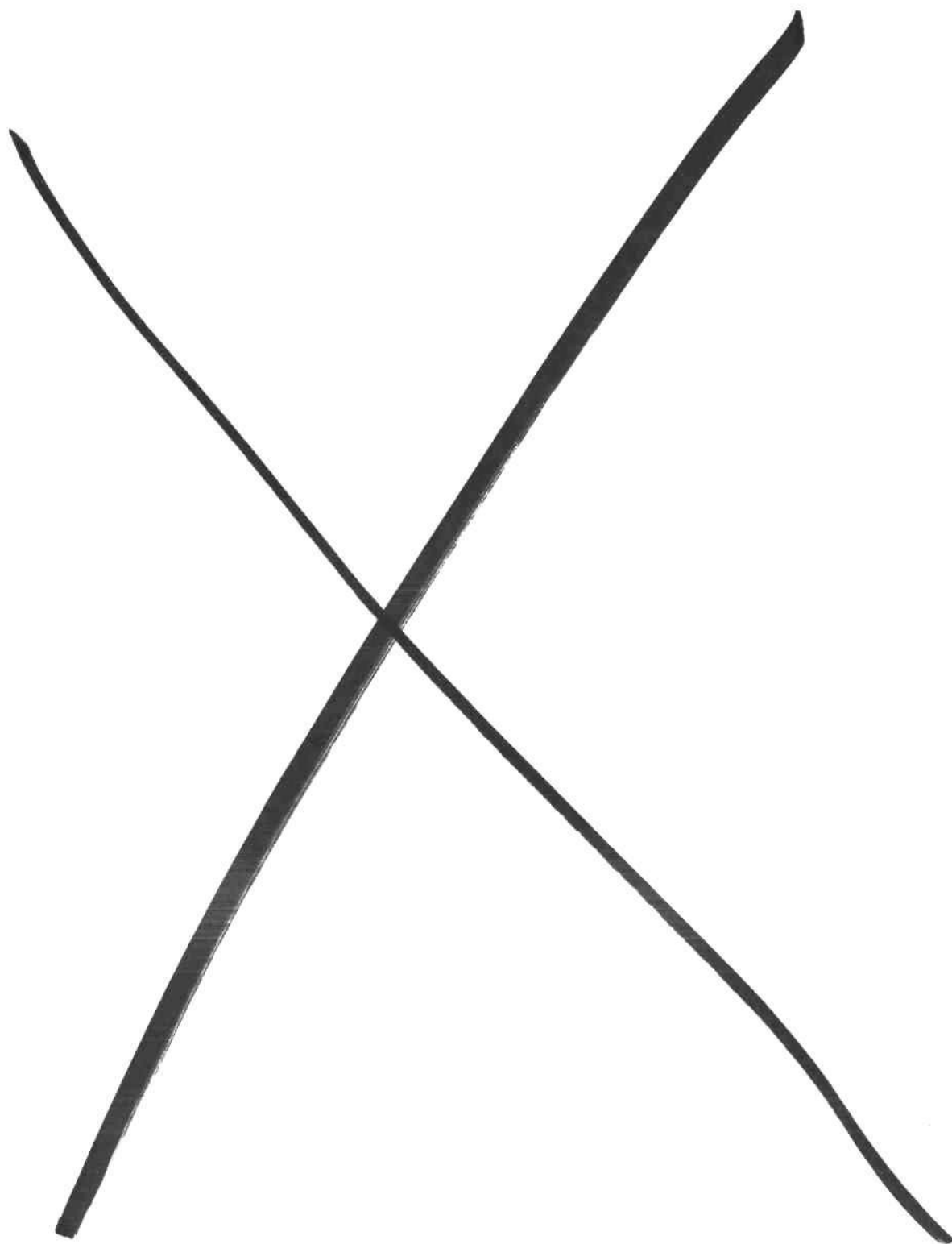
Order Forms

Semiconductor Reports



14th Annual SEMICON/West Seminar
July 13, 1995
San Francisco Marriott
San Francisco, California

- 7:30-8:00 a.m.** **Registration and Continental Breakfast** _____ **Foyer**
- 8:00 a.m.** **Wafer Fab Equipment Forecast: Are We Ready to Call the Silicon Cycle Dead?** _____ **Golden Gate C1 and C2**
Clark J. Fuhs
Senior Industry Analyst
Dataquest Incorporated
- 8:40 am** **Do Profits Trickle Down the Semiconductor "Food Chain"?** _____ **Golden Gate C1 and C2**
Näder Pakdaman
Senior Industry Analyst
Dataquest Incorporated
- 9:15 a.m.** **It's 1995—Do You Know What Your Customer's Customer Is Going to Do?** _____ **Golden Gate C1 and C2**
Dale Ford
Senior Industry Analyst
Dataquest Incorporated
- 9:50 a.m.** **Networking Break**
- 10:10 a.m.** **LCD Industry Outlook—Toward the Year 2000** _____ **Golden Gate C1 and C2**
Dr. Yasumoto Shimizu
Senior Industry Analyst
Dataquest Incorporated Japan
- 10:45 a.m.** **Semiconductor Fabs: Bigger, Fewer, and Better** _____ **Golden Gate C1 and C2**
Calvin Chang, Ph.D.
Industry Analyst
Dataquest Incorporated
- 11:20 a.m.** **Flexible Manufacturing Fab Design** _____ **Golden Gate C1 and C2**
Jorge E. Carbó
Director, Marketing and Sales
SubMicron Technology
- 12:00 p.m.** **Seminar Concludes**



Conference Evaluation

Thank you for attending SEMICON/West 1995. Your thoughts and comments regarding this event are an important part of our process to continually improve the value provided through our conference program. Please help us by taking a few moments to complete this questionnaire.

this section optional

Name:

Title:

Company Name:

Tel:

Nature of company's primary activity:

Where did you originally hear about this seminar?

☐ Brochure ☐ Fax ☐ Telephone ☐ Electronic Delivery ☐ Other _____

How important were the following reasons for attending this conference?

Please circle your rating:

not very
important

very
important

To hear and talk to Dataquest analysts

1 2 3 4 5

To learn more about Dataquest Semiconductor services and reports

1 2 3 4 5

To network with seminar attendees

1 2 3 4 5

Additional reasons:

not very
satisfied

very
satisfied

How satisfied are you overall that the conference met these objectives:

1 2 3 4 5

What topics/issues would you like to see addressed at future seminars? Please list.

Conference Evaluation

Please evaluate the sessions you attended by circling your rating:

1 = Low
5 = High

1 = Poor
5 = Excellent

1 = Poor
5 = Excellent

Interest Level

Presentation

Content

did
not
attend

Wafer Fab Equipment Forecast:

Are We Ready to Call the Silicon Cycle Dead?

Clark J. Fuhs, Dataquest

1 2 3 4 5

1 2 3 4 5

1 2 3 4 5

☐

Do Profits Trickle Down the Semiconductor "Food Chain"?

Näder Pakdaman, Dataquest

1 2 3 4 5

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It's 1995 — Do You Know What Your Customer's Customer Is Going to Do?

Dale Ford, Dataquest

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LCD Industry Outlook—Toward the Year 2000

Dr. Yasumoto Shimizu, Dataquest Japan

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1 2 3 4 5

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Semiconductor Fabs: Bigger, Fewer, and Better

Calvin Chang, Ph.D., Dataquest

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☐

Flexible Manufacturing Fab Design

Jorge E. Carbó, SubMicron Technology

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General Comments:

Which Dataquest service group(s) are of interest to you? Please check.

☐ Computers and Peripherals

☐ Consulting

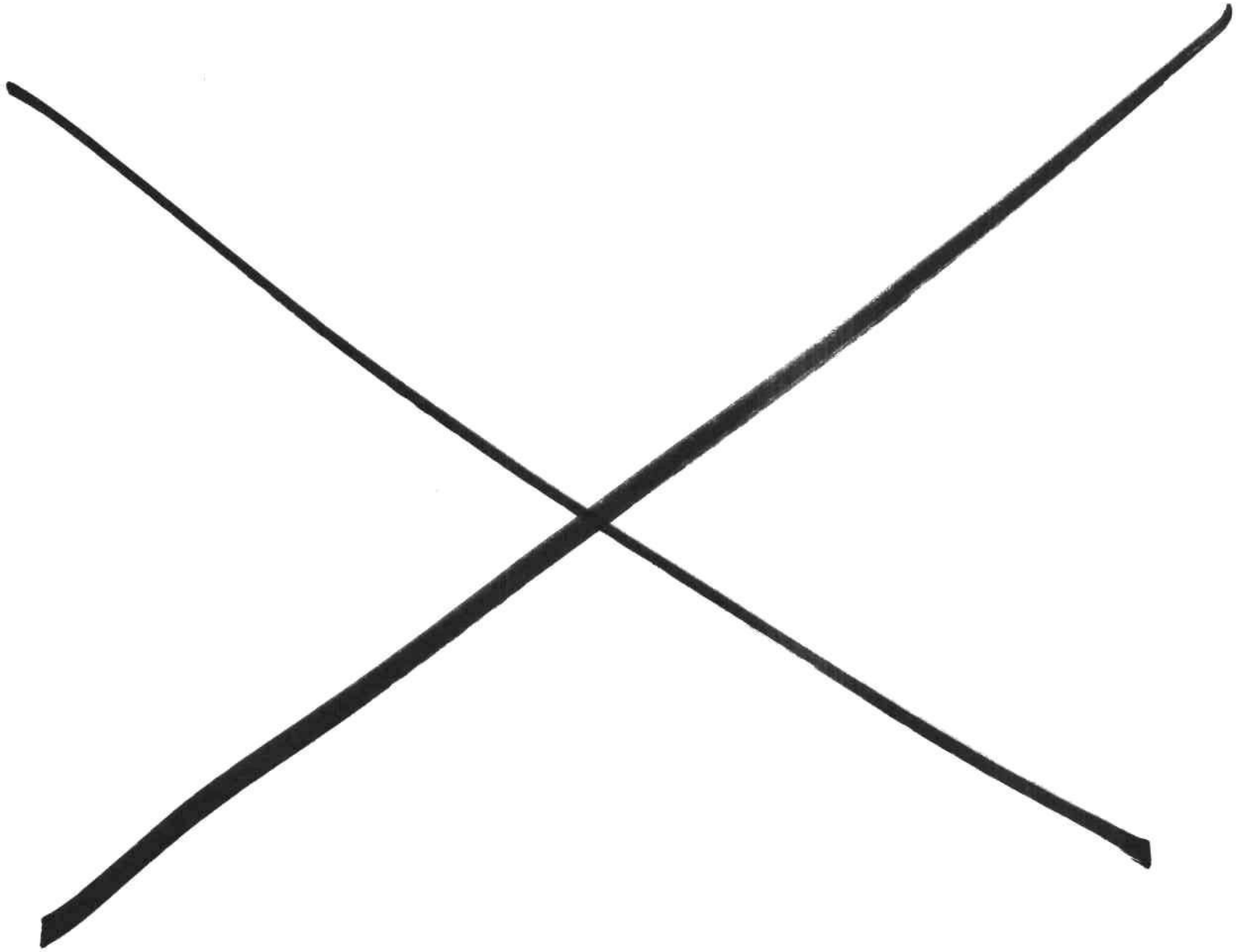
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☐ IT Services

☐ Online, Multimedia and Software

☐ Semiconductors

☐ Telecommunications



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Tribotech

Bud Cain
Consultant

Ultratech Stepper

Joe Nava
Vice President

Unit Instruments

David Sheriff
Director, Marketing

USL Capital

Colleen Lusian
Director, Equipment Risk

Varian Associates

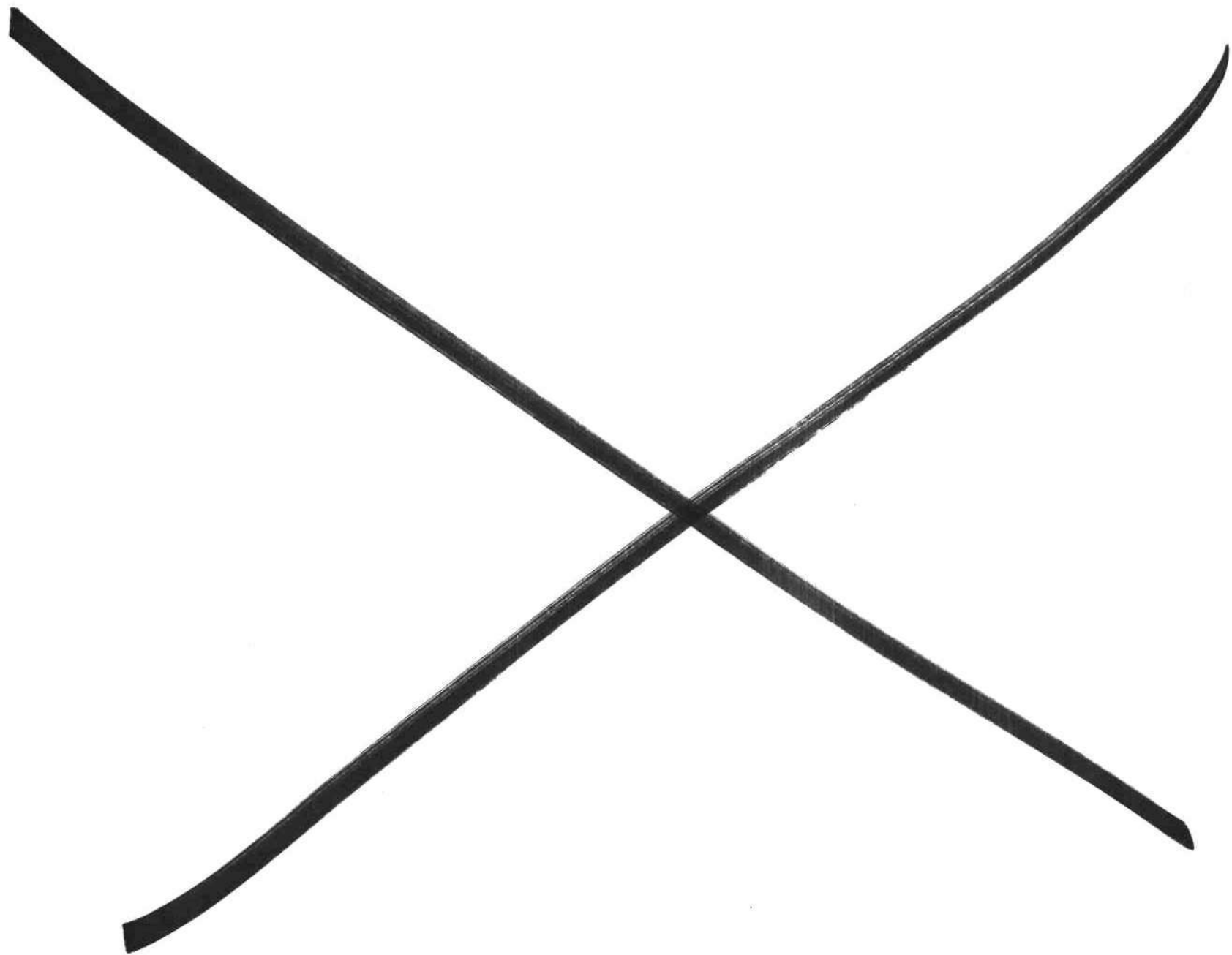
Fred Wong
*Vice President and General
Manager*

Western Digital

Douglas Blacke
Director

Other attendees:

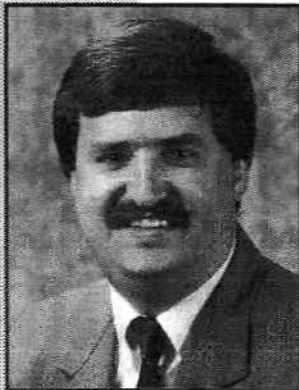
Tom Mancino



Wafer Fab Equipment Forecast: Are We Ready to Call the Silicon Cycle Dead?

Clark J. Fuhs

*Senior Industry Analyst
Semiconductor Equipment, Manufacturing, and Materials Service
Semiconductors Group
Dataquest Incorporated*



Mr. Fuhs is a Senior Industry Analyst for Dataquest's Semiconductor Equipment, Manufacturing, and Materials service in the Semiconductors group. He is responsible for research and analysis of semiconductor materials and trends in IC manufacturing techniques along with forecasting capital spending and the wafer fab equipment market.

Prior to joining Dataquest, Mr. Fuhs was Strategic Marketing Manager for Genus Inc., a manufacturer of advanced chemical vapor deposition (CVD) and high-energy ion implantation equipment. During his 10 years at Genus, he held positions of Product Manager, several responsibilities in Product Marketing, and Process Engineer in the metal CVD group. In his most recent position, Mr. Fuhs was responsible for correlating process techniques with demand for equipment and materials. He has been involved with the Modular Equipment Standards Committee of SEMI, a trade organization, as chairman of a task force, authoring a standard. His experience also includes Chevron Oil, where he was a Process Engineer in the Richmond, California, refinery responsible for the hydrogen manufacturing plant.

Mr. Fuhs earned a B.S. degree in chemical engineering from Purdue University in West Lafayette, Indiana, and received an M.B.A. degree from the University of California at Berkeley.

Wafer Fab Equipment Forecast: Are We Ready to Call the Silicon Cycle Dead?



Presentation Overview

- What is the "Silicon Cycle"?
- Forecast and trends
 - Semiconductor production
 - Capital spending
 - Wafer fab equipment
- Understanding the cyclicity drivers
- Tools for timing
- Conclusions

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What Is the Silicon Cycle?

- "Every five years" theory has no real basis
- Past cycles had symptom of inventory buildup
- Causes?
 - Electronic equipment slows (tied to economy)
 - PC unit shipments slow or decline
 - DRAM business cycle happens
- Past slowdowns had two to three events occur together

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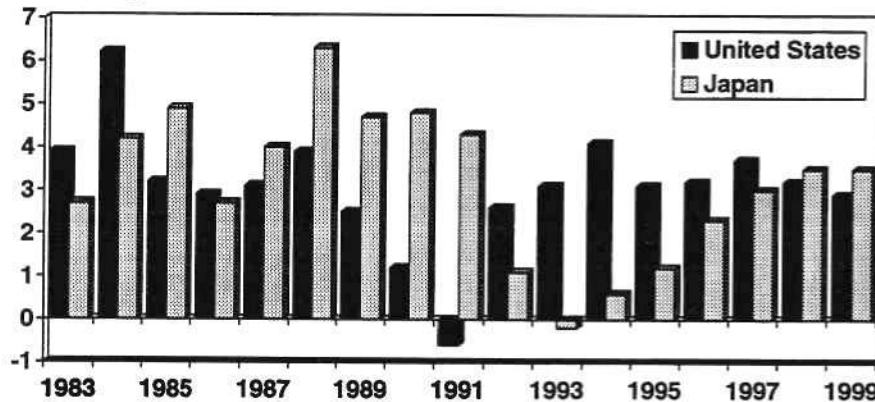
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Wafer Fab Equipment Forecast: Are We Ready to Call the Silicon Cycle Dead?



The World Economy: United States and Japan No Longer Synchronous

Percentage Real GDP Growth



Forecast Source: Dun & Bradstreet Corporation

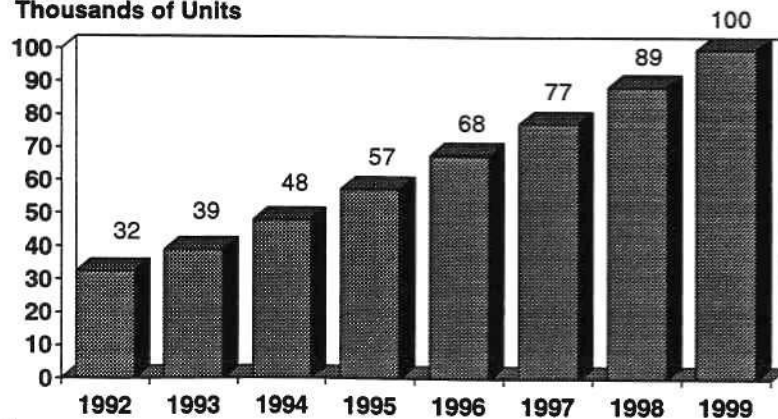
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PC Unit Forecast

Thousands of Units



Source: Dataquest

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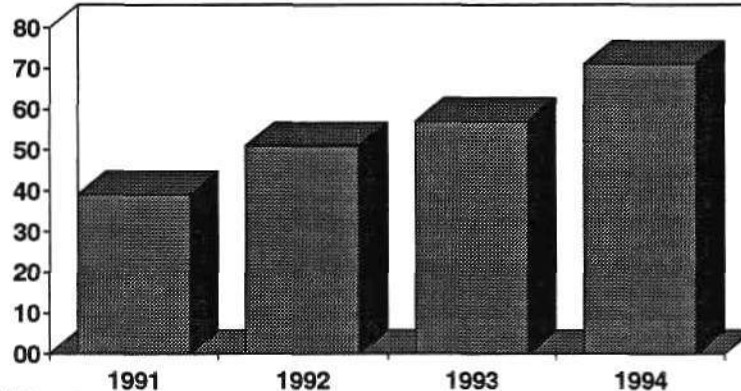
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Wafer Fab Equipment Forecast: Are We Ready to Call the Silicon Cycle Dead?



Network Interface Card Penetration: An Indicator of a Future Driver?

Market Penetration for North American PC Units



Source: Dataquest

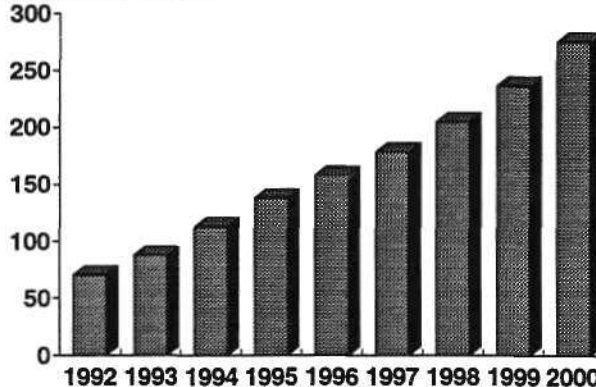
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Worldwide Semiconductor Production Forecast

Billions of Dollars



Source: Dataquest

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- Electronic equipment
1994: \$690 billion
2000: \$1,044 billion
- Semiconductor
1994: \$113 billion
2000: \$275 billion
- Wafer fab equipment
1994: \$10.8 billion
2000: \$29.7 billion

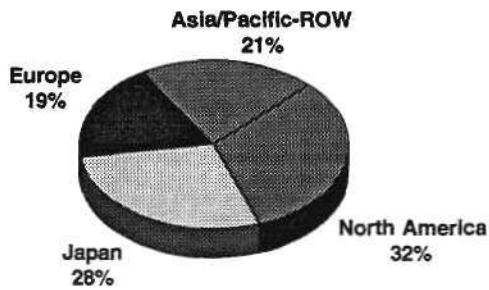
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Wafer Fab Equipment Forecast: Are We Ready to Call the Silicon Cycle Dead?



1994 Regional Semiconductor Consumption and Production

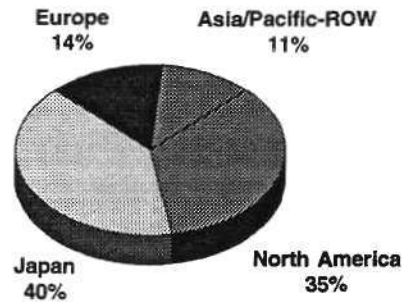
Semiconductor Consumption



Source: Dataquest

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Semiconductor Production

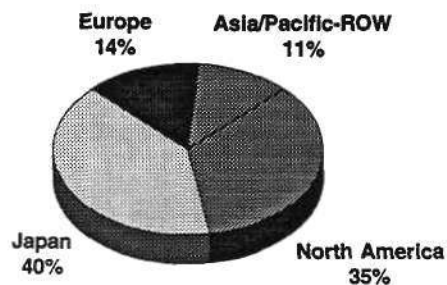


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Regional Semiconductor Production Trend Forecast

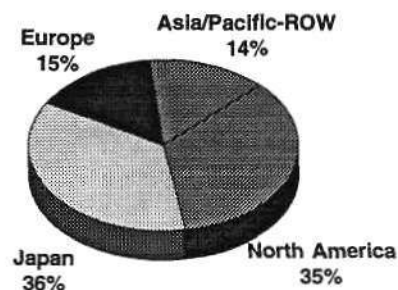
1994 Production: \$112.6 Billion



Source: Dataquest

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2000 Production: \$274.9 Billion



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Wafer Fab Equipment Forecast: Are We Ready to Call the Silicon Cycle Dead?



1995 Capital Spending Overview

- Worldwide growth of 60 percent from 1994 to 1995
 - \$21.8 billion to \$34.8 billion
- Asia/Pacific leading the way
- European companies
 - Investing heavily in flourishing economy
 - PC boom in full swing
- North American and Japanese investment sustained
- Smaller semiconductor companies participating in every region
- IBM and Siemens are back

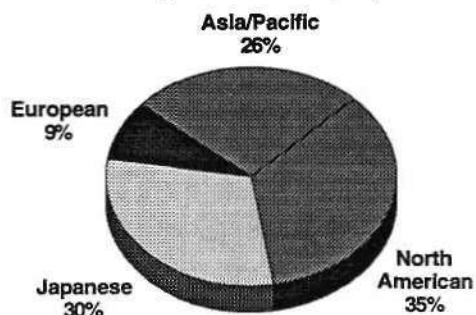
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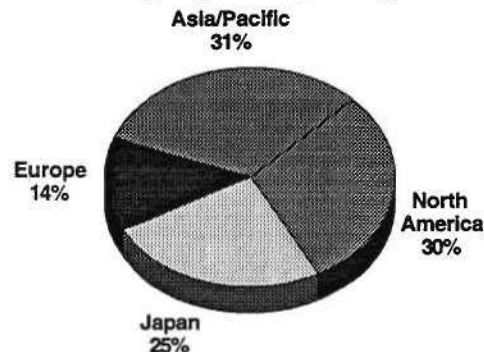


1995 Capital Spending

By Base of Company



By Region of Spending



Source: Dataquest

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Wafer Fab Equipment Forecast: Are We Ready to Call the Silicon Cycle Dead?



1995 Capital Spending Drivers

- **DRAMs, DRAMs, and DRAMs**
 - Big three Korean spending up 124 percent
 - Incremental Japanese spending on 16Mb DRAM
 - Three new Taiwanese players (nearly \$1 billion in 1995)
- **Foundry capacity: Evolution of dedicated contract manufacturing**
- **Asian foundry spending nearly doubles to \$1.6 billion**
- **Micro/logic/ASIC demand and telecom spurring North American and European regional investment**
- **Overall company profitability in industry**

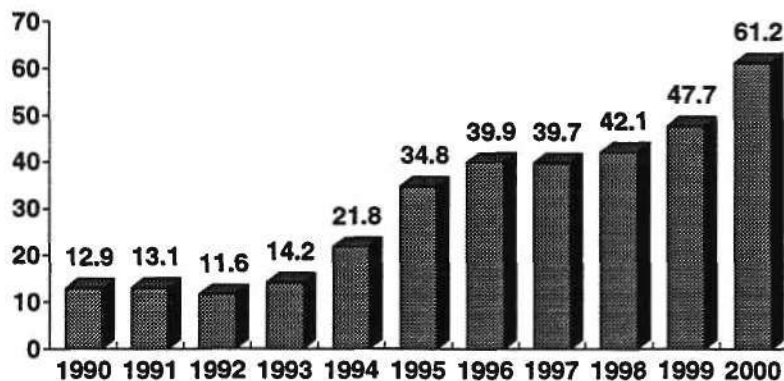
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Capital Spending Forecast

Billions of Dollars



Source: Dataquest

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Wafer Fab Equipment Forecast: Are We Ready to Call the Silicon Cycle Dead?



Asia/Pacific: Capital Spending Trends

- Investment patterns "huge"
- By end of 1996: lots of 16Mb DRAM capacity
- Foundry capacity spending
 - More than doubled to about \$900 million in 1994
 - Concentrated on "brick and mortar"
 - 1995 and 1996 will see more equipment spending
 - Spending should continue to grow into 1997
- A new fab model is emerging: TSMC, Chartered, SubMicron Technology, ASMC-Shanghai
- Asia/Pacific foundries should gain market share

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Top 10 Capital Spenders in 1995

| <u>1995 Rank</u> | <u>1994 Rank</u> | | <u>Projected 1995 Spending (\$M)</u> | <u>Change</u> |
|------------------|------------------|------------|----------------------------------------------|---------------|
| 1 | 1 | Intel | 3,538 | 46 |
| 2 | 2 | Motorola | 2,250 | 37 |
| 3 | 9 | LG Semicon | 2,125 | 166 |
| 4 | 4 | Samsung | 1,975 | 98 |
| 5 | 3 | NEC | 1,644 | 47 |
| 6 | 11 | Hyundai | 1,500 | 114 |
| 7 | 5 | Fujitsu | 1,420 | 44 |
| 8 | 6 | Hitachi | 1,358 | 40 |
| 9 | 7 | Toshiba | 1,229 | 32 |
| 10 | 16 | Siemens AG | 1,060 | 159 |

Source: Dataquest
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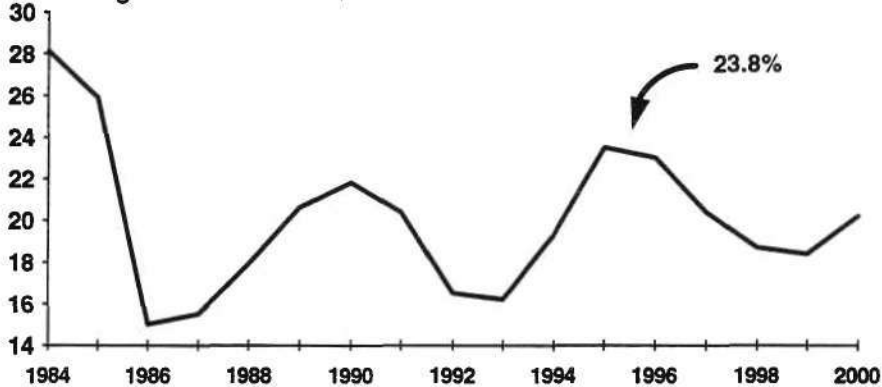
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Wafer Fab Equipment Forecast: Are We Ready to Call the Silicon Cycle Dead?



Capital Spending as a Percentage of Semiconductor Production

Percentage of Semiconductor Production



Source: Dataquest
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A Look at the Previous Wafer Fab Equipment Forecasts: What Changed?

| | 1/95 (%) | 4/95 (%) | 7/95 (%) | |
|------|-------------|-------------|-------------|-----------------------------------------|
| 1995 | 16 | 31 | 52 | ■ 16Mb DRAM transition not occurring |
| 1996 | -7 | 9 | 21 | ■ DRAM pricing still firm/rising |
| 1997 | 3 | -5 | -5 | ■ PC and semiconductor forecasts raised |
| | | | | ■ Forecasting methods sharpened |

Source: Dataquest
9503770

9500100

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Wafer Fab Equipment Forecast: Are We Ready to Call the Silicon Cycle Dead?



Wafer Fab Equipment Forecast

- 1994 was a peak (?) growth year—up 56%
- Bookings and backlog momentum
 - Continued boom for 1995, up 52%
 - Extending into good growth for 1996
- Two “pause” years in 1997 and 1998
 - DRAM capacity absorption
 - 1997 is the slowest-growth semiconductor year
 - DRAM pricing to resume and “catch up” on its normal price-per-bit decline
- Resumption of accelerated growth by 1999

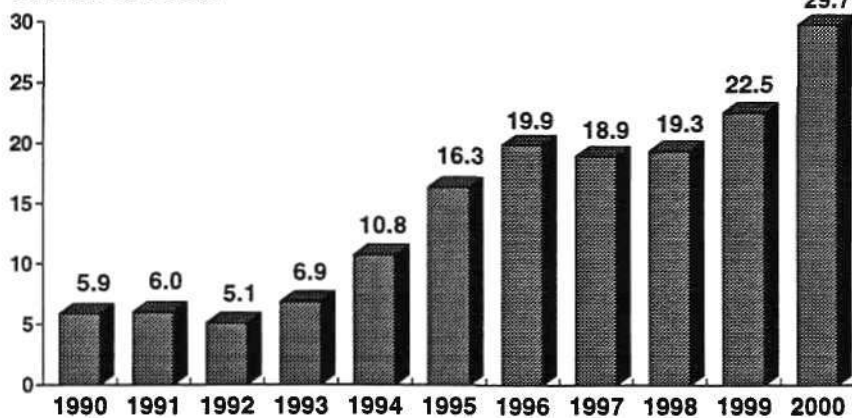
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Worldwide Wafer Fab Equipment Forecast

Billions of Dollars



Source: Dataquest

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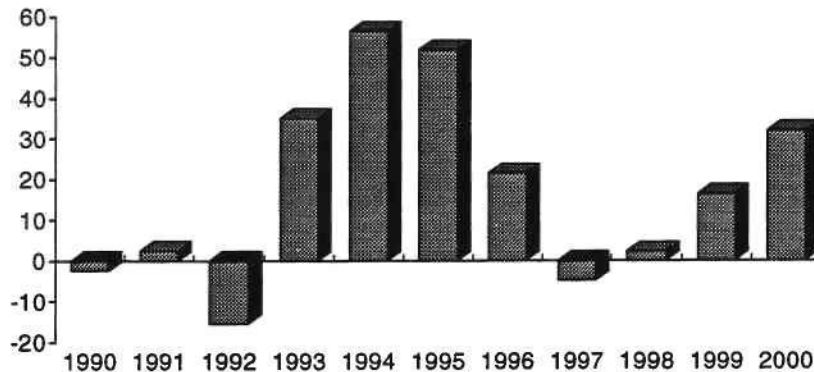
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Wafer Fab Equipment Forecast: Are We Ready to Call the Silicon Cycle Dead?



Wafer Fab Equipment: Year-to-Year Percentage Changes

Percentage Year-to-Year Growth



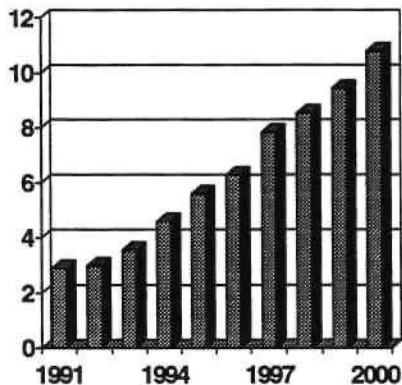
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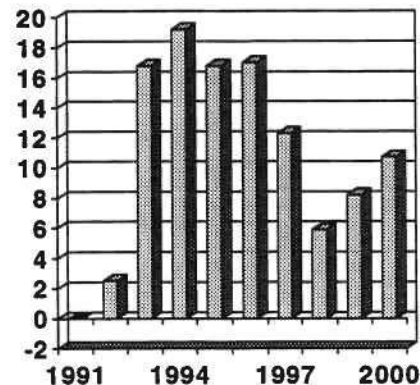
Silicon Market Forecast

Billions of Dollars



Source: Dataquest
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MSI Growth Rate



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Wafer Fab Equipment Forecast: Are We Ready to Call the Silicon Cycle Dead?



Dataquest Conclusions

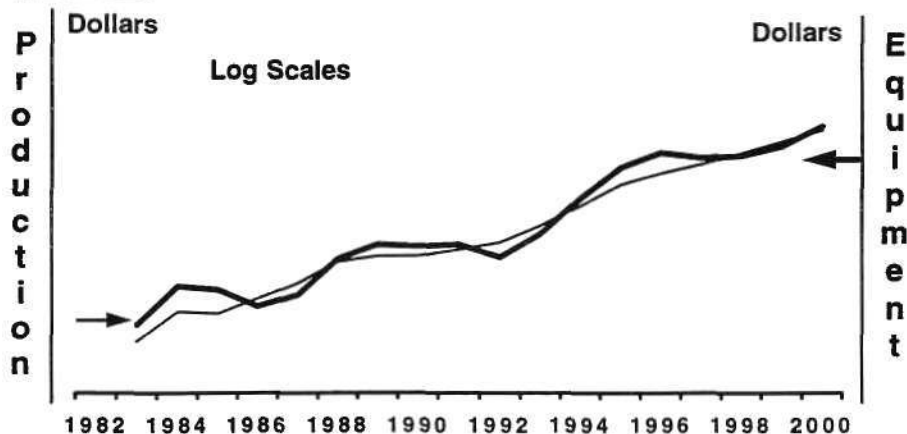
- Strong market 1993-1996 driven by DRAM and foundry
- Capital investment has caught up to demand, but ... initial 16Mb mismatch extending DRAM shortage
- Investments should stabilize in 1997-1998
- Equipment segments supplying multilevel logic should fare best in slowdown
- Asia/Pacific will continue as the high-growth region
- Foundry manufacturing strategies/models will gain momentum
- Prospects for industry strong: 16 to 18% CAGR

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Trends: Equipment Spending and Revenue Overlaid



Source: Dataquest
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Wafer Fab Equipment Forecast: Are We Ready to Call the Silicon Cycle Dead?



Understanding and Predicting the Cycle

- Caused by the DRAM "business" cycle
- Search for the mechanism to develop the timing tools
- Timing tools
 - Net Cumulative Investment (NCI) model
 - DRAM pricing statistic
 - Wafer fab equipment booking indicator
- What are they telling us?

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Net Cumulative Overinvestment versus Underinvestment: Methodology

- Objective: Quantify degree of capacity constraint/excess—1 to 2 years in advance
- Long-term growth rates for semiconductors and wafer fab equipment are correlated
- Net cumulative investment equals zero over time
- Industry cycles through over- and underinvestment
- Model developed correlating historical information
- Model dependent on changing growth rates of the underlying semiconductor industry

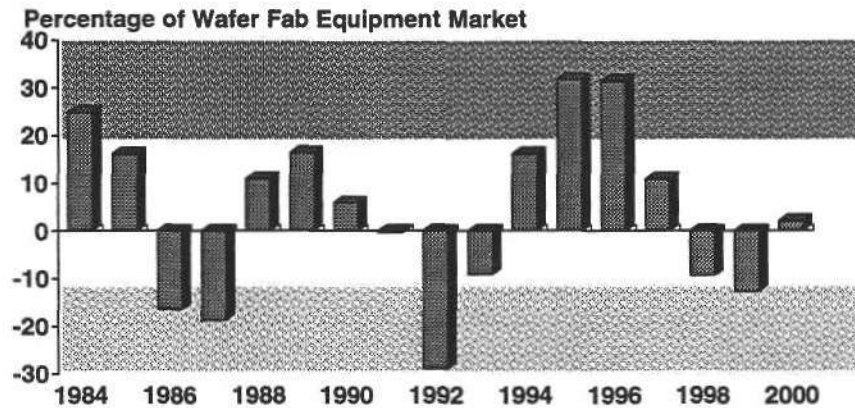
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Net Cumulative Investment as a Percentage of Equipment Market

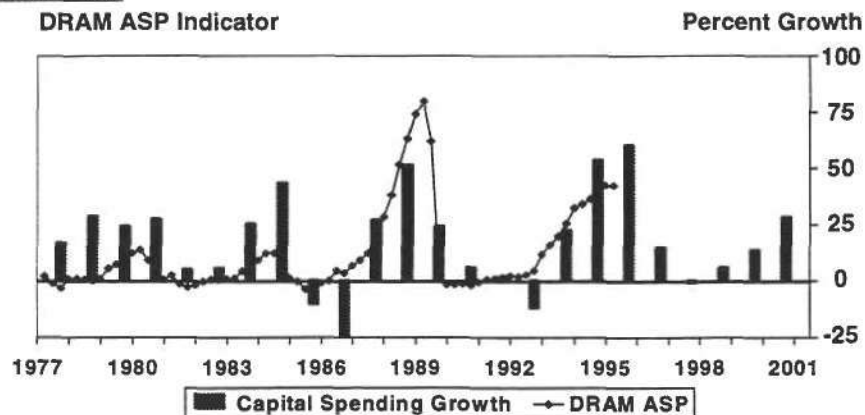


Source: Dataquest
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Capital Spending and DRAM Pricing Correlation



Note: Year tick marks signify start of year, so capital spending bar slightly preceding tick mark refers to prior year performance.

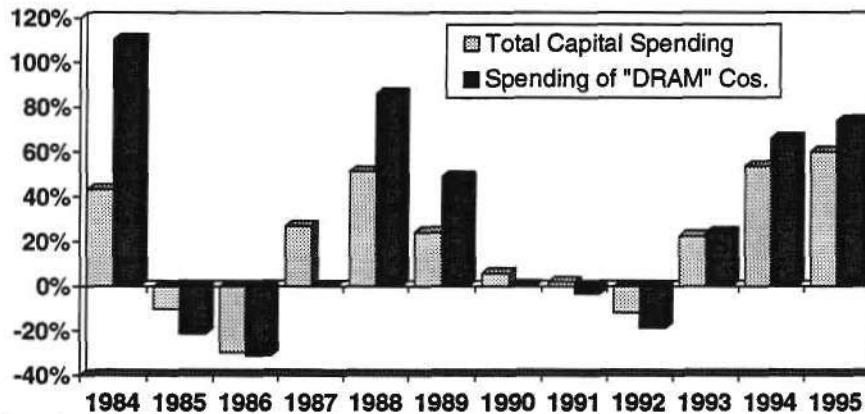
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"DRAM" Capital Spending Compared to Total



Source: Dataquest
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What's Going On Here?

- Slowdown triggered by a unit density transition
 - Example: Buyers order 4Mb DRAMs instead of 1Mb
 - This is NOT a technology shift!
- As market pulls next generation ...
 - Prices and demand for old chip decline
 - Capacity is converted from old to new density
- Capacity conversions create large silicon efficiency
 - Bits per square inch can triple by line conversion
 - Demand handled by conversion in preference to spending new capital monies

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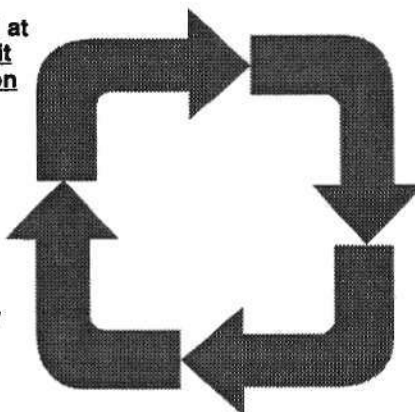
Wafer Fab Equipment Forecast: Are We Ready to Call the Silicon Cycle Dead?



DRAMs and the Equipment Cycle

Capacity constrained at a specific density: Bit demand drives silicon demand

Conversions done. Shrinks, yield, and productivity enhancements delay spending: Bit demand results in small increase in silicon demand



Setting up transition to next density, but still constrained at older generation: Bit demand drives silicon demand

Transitioning to next bit density: Bit demand met by conversion of capacity: Little increase in silicon demand

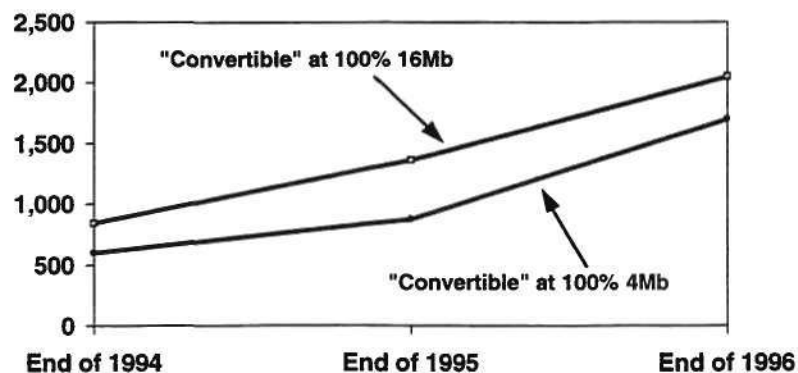
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Monthly Bit Capacity "Window" for 4Mb and 16Mb DRAMs

Trillion bits per month



Source: Dataquest

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Wafer Fab Equipment Forecast: Are We Ready to Call the Silicon Cycle Dead?



Dataquest Conclusions

- Worldwide economic recession not on horizon
- PC unit shipments should continue to grow 16% CAGR
- Silicon cycle is not quite dead
 - Narrowing scope to DRAM business cycle
 - Magnitude of cycles should diminish over time
- Watch for clear signs of transition to 16Mb
 - 1x16 configuration reaching 60 to 65% yields
 - DRAM price index falls

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Acknowledgments

- Calvin Chang
- Mike Glennon—DQ UK
- Dan Heyler—DQ Hong Kong
- Ben Lee—DQ Taiwan
- Mario Morales
- Näder Pakdaman
- Beth Sargent
- George Shiffler
- Yoshihiro Shimada—DQ Japan
- Yasumoto Shimizu—DQ Japan
- J. H. Son—DQ Korea

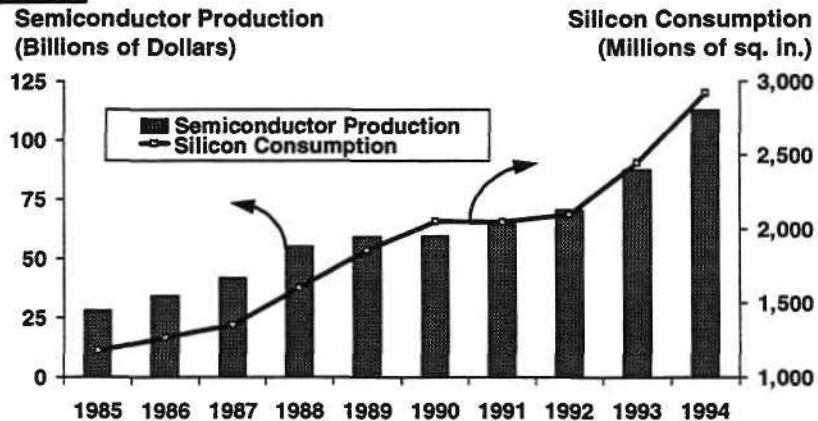
9503786

Dataquest

Wafer Fab Equipment Forecast: Are We Ready to Call the Silicon Cycle Dead?



Production and Silicon Consumption Growth Rates



Source: Dataquest
9503793

Dataquest



Annual Forecast Themes 1995-2000

| | <u>1995</u> | <u>1996</u> | <u>1997</u> | <u>1998</u> | <u>1999</u> | <u>2000</u> |
|------------------------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Logic Units Growth | Solid | Solid | Moderate | Moderate | Moderate | Solid |
| Investment in Logic Capacity | Solid | Solid | Moderate | Moderate | Moderate | Solid |
| Memory Unit Growth | Solid | Weak | Moderate | Moderate | Solid | Strong |
| Investment in Memory Capacity | Strong | Moderate | Weak | Weak | Moderate | Strong |
| Primary Production Technology (Microns) | 0.35-0.6 | 0.35-0.5 | 0.35-0.5 | 0.3-0.5 | 0.25-0.4 | 0.25-0.4 |
| Front-End Equipment versus Facilities Capital | Facilities | Equipment | Facilities | Balanced | Balanced | Equipment |

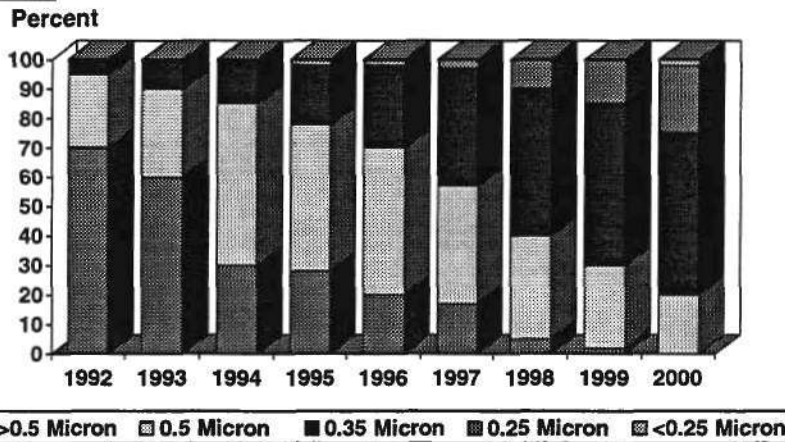
Source: Dataquest
9503794

Dataquest

Wafer Fab Equipment Forecast: Are We Ready to Call the Silicon Cycle Dead?



Allocation of Equipment by Linewidth Driven by Volume Production

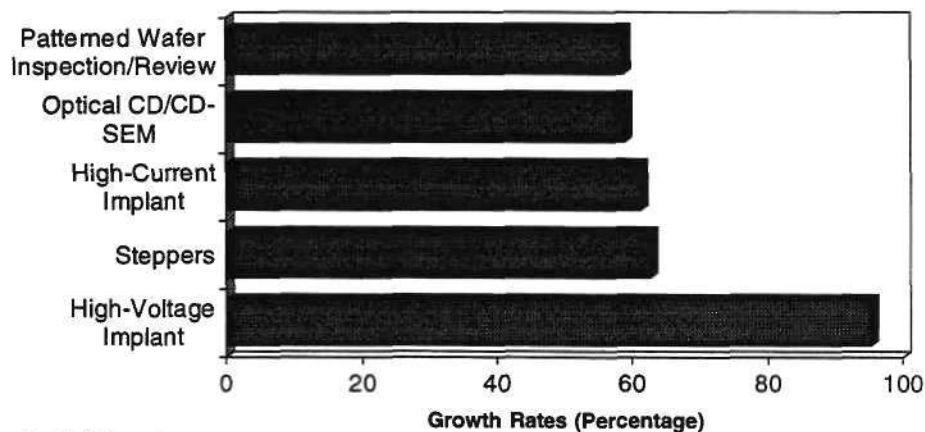


Source: Dataquest
9503795

Dataquest



Fastest-Growing Equipment Segments in 1995



Source: Dataquest
9503796

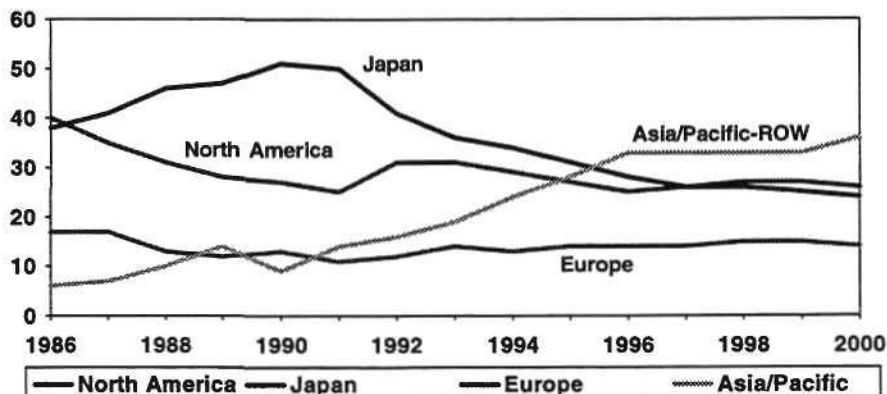
Dataquest

Wafer Fab Equipment Forecast: Are We Ready to Call the Silicon Cycle Dead?



Forecast Wafer Fab Equipment Market Split by Region

Percentage of Equipment Market



Source: Dataquest
9503797

Dataquest



Wafer Fab Equipment Forecast: Summary

| | <u>1995</u> | <u>1996</u> | <u>1997</u> |
|----------------------------------|---------------|---------------|---------------|
| Wafer Fab Equipment (\$M) | 16,340 | 19,854 | 18,888 |
| Growth (%) | 52 | 22 | -5 |
| Regional Growth (%) | | | |
| North America | 41 | 14 | -2 |
| Japan | 37 | 9 | -10 |
| Europe | 69 | 17 | -2 |
| Asia/Pacific-ROW | 79 | 44 | -5 |

Source: Dataquest
9503798

Dataquest

[illegible]

Do Profits Trickle Down the Semiconductor "Food Chain"?

Nader Pakdaman

*Senior Industry Analyst
Semiconductor Equipment, Manufacturing, and Materials Service
Semiconductor Group
Dataquest Incorporated*



Mr. Pakdaman is a Senior Industry Analyst for Dataquest's Semiconductor Equipment, Manufacturing, and Materials service in the Semiconductor group. He is responsible for research and analysis of semiconductor equipment and trends in IC manufacturing techniques with a specific focus on the lithography segment.

Prior to joining Dataquest, Mr. Pakdaman was at IBM T.J. Watson Research Center and IBM East Fishkill. His responsibilities included fast optoelectronic testing and qualification of advanced optical lithography systems.

Mr. Pakdaman has B.S. degrees in mathematics and physics and an M.S. degree in electrical engineering from Purdue University. He was a doctoral candidate at Columbia University in applied physics prior to joining Dataquest.

Do Profits Trickle Down the Semiconductor "Food Chain"?



Agenda

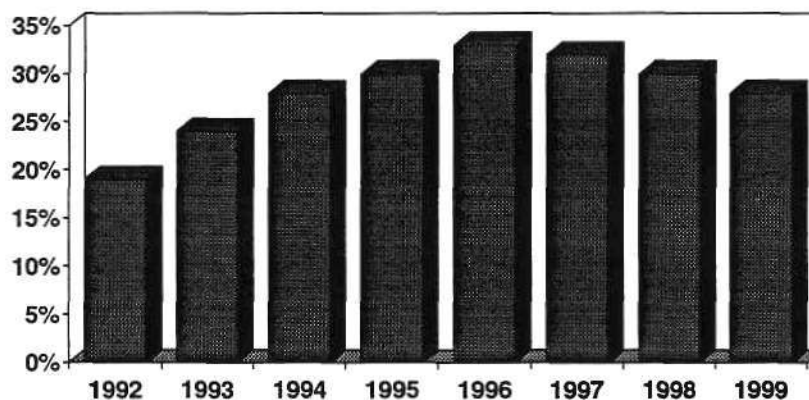
- Introduction
 - PCs' impact on the semiconductor "food chain"
- Scope of the study
- Financial definitions
- Financial comparisons
- Conclusions

9503819

Dataquest



PC Semiconductor/Total Semiconductor (Revenue)



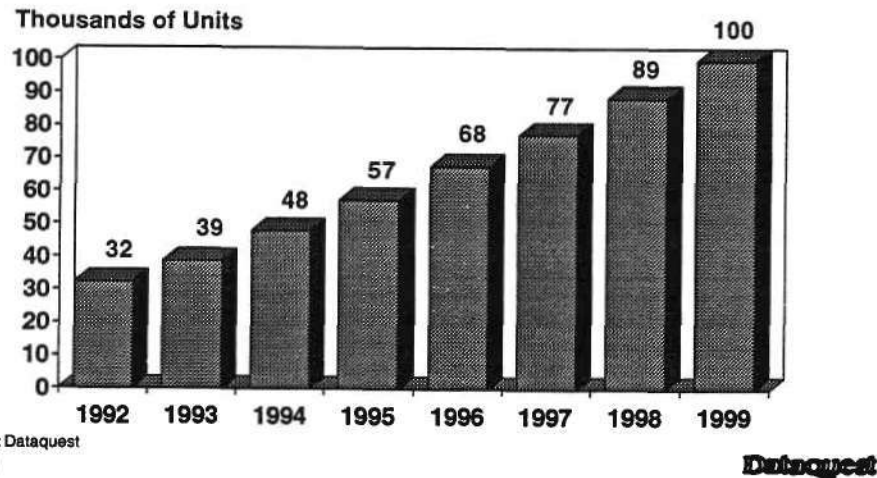
Source: Dataquest
9503820

Dataquest

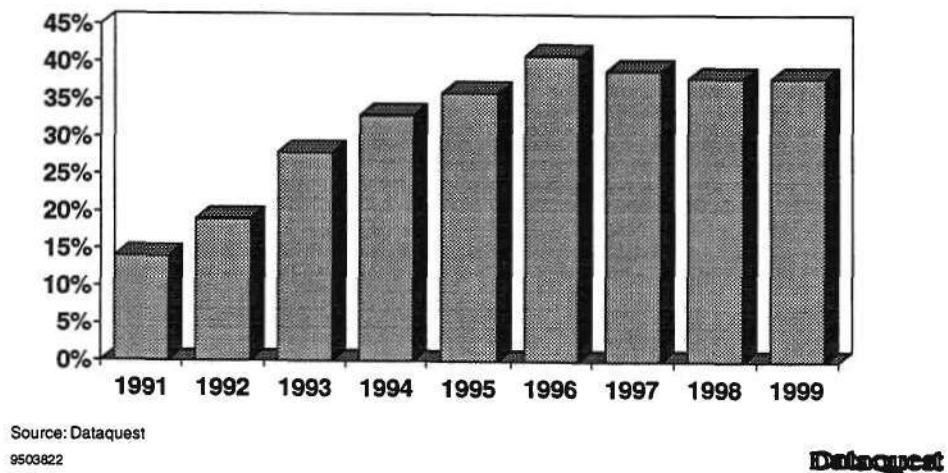
Do Profits Trickle Down the Semiconductor "Food Chain"?



PC Unit Forecast



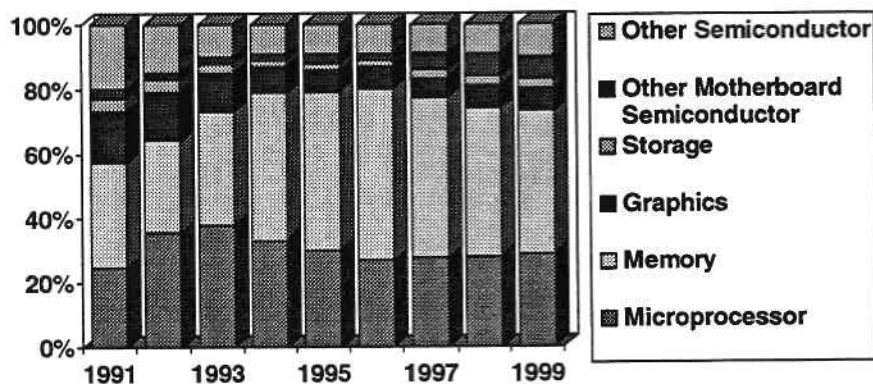
Semiconductor Content per PC (Revenue)



Do Profits Trickle Down the Semiconductor "Food Chain"?



Distribution of Semiconductors in PCs (Revenue)



Source: Dataquest
9503823

Dataquest



Scope of the Study

- Focus on PC industry
- Primarily "pure players"
- Source: company annual reports
- U.S. publicly traded companies
- Nine-year period (1986-1994)
 - Equipment (1988-1994): five players, (1986-1987): four players
 - Materials suppliers (1986-1987): one player, (1988-1989): two players, and (1990-1994): four players
 - PC and semiconductor manufacturing (1986-1994): five players each

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Do Profits Trickle Down the Semiconductor "Food Chain"?



Scope of the Study

- Four groups of companies:
 - PC suppliers (Advanced Logic Research, AST Research, Compaq, Dell, Gateway 2000)
 - Semiconductor manufacturers (AMD, IDT, Intel, Micron, VLSI Technology)
 - Equipment suppliers (Applied Materials, FSI International, KLA Instruments, Silicon Valley Group, Ultratech Stepper)
 - Materials suppliers (Align-Rite International, Kyocera, MEMC Electronic Materials, Photronics)

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Consolidated Statement of Operations

- Net sales
 - Cost of goods (COG)
 - Gross profit = net sales - COG
 - Research and development (R&D)
 - Selling, general, and administrative (SG&A)
 - Operating expense = gross profit - (R&D + SG&A)
 - Tax
 - Other expenses (income) = extraordinary expenses (income) - depreciation and amortization + ...
- Net income = net sales - COG - R&D - SG&A - tax - other

9503826

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Do Profits Trickle Down the Semiconductor "Food Chain"?



Cash Flow from Operating Activities (Example)

Net Income

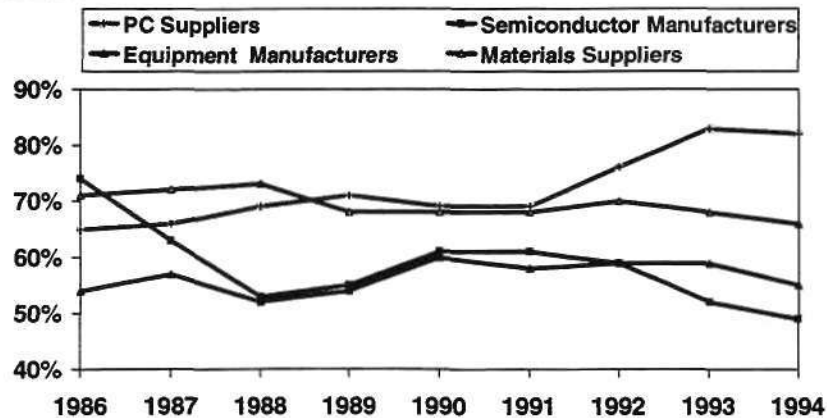
- Depreciation and amortization
- Loss (gain) on sale of property, plant, and equipment
- Deferred income tax
- Changes in operating assets and liabilities (that is, inventories, other assets, accounts payable and receivable, etc.)
- = Cash flows from operating activities

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Cost of Goods/Net Sales



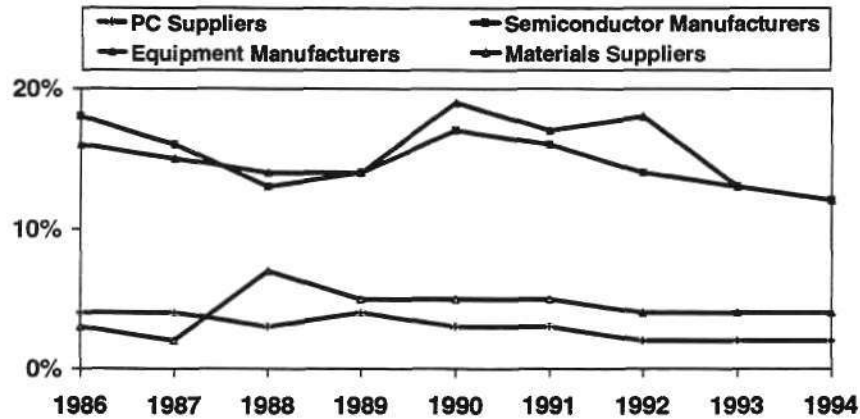
Source: Annual Reports, Dataquest
9503828

Dataquest

Do Profits Trickle Down the Semiconductor "Food Chain"?



R&D/Net Sales

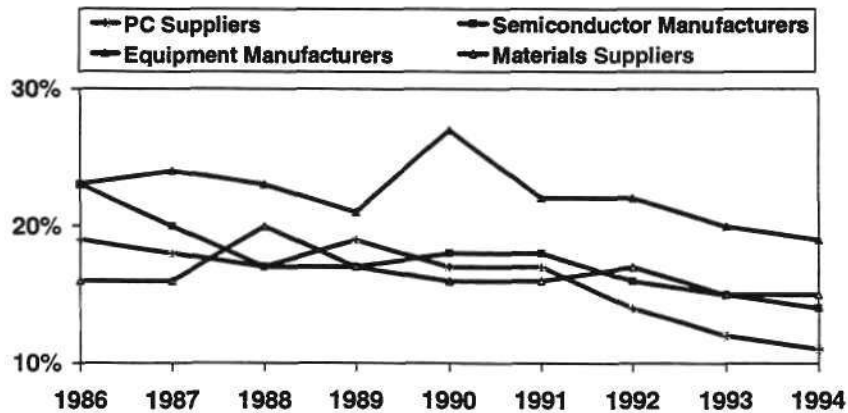


Source: Annual Reports, Dataquest
9503829

Dataquest



SG&A/Net Sales



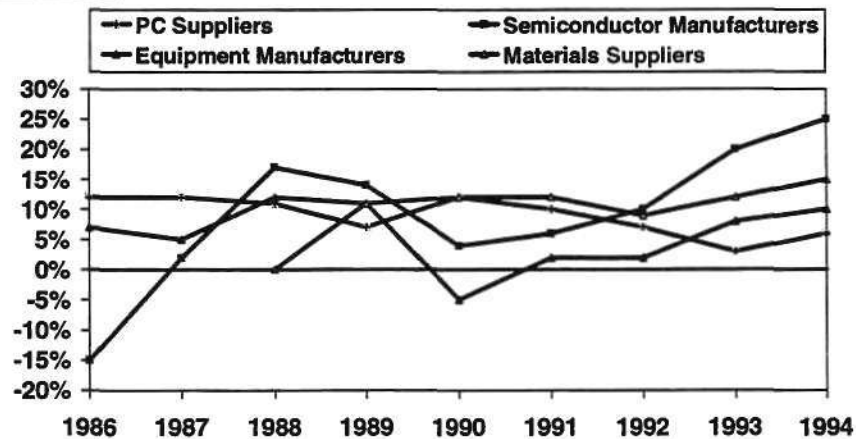
Source: Annual Reports, Dataquest
9503830

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Do Profits Trickle Down the Semiconductor "Food Chain"?



Operating Income/Net Sales

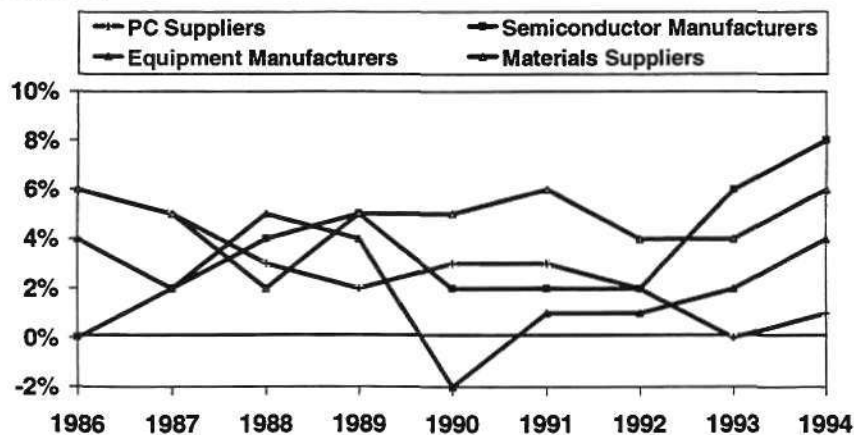


Source: Annual Reports, Dataquest
9503B31

Dataquest



Taxes/Net Sales



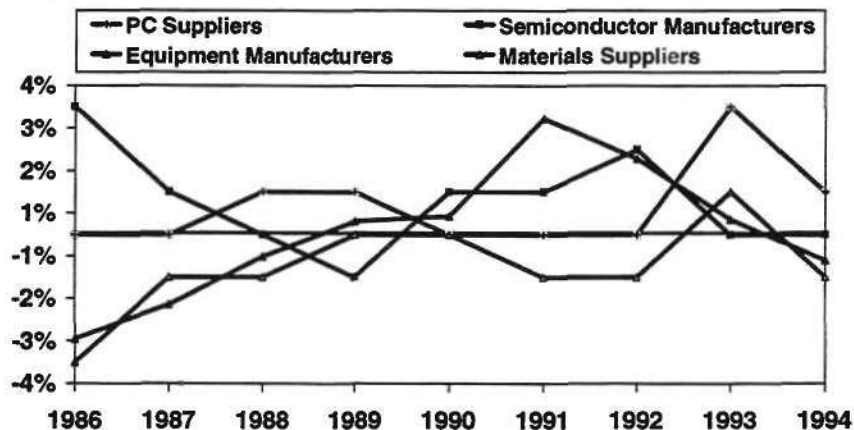
Source: Annual Reports, Dataquest
9503B32

Dataquest

Do Profits Trickle Down the Semiconductor "Food Chain"?



Other Expense (Income)/Net Sales

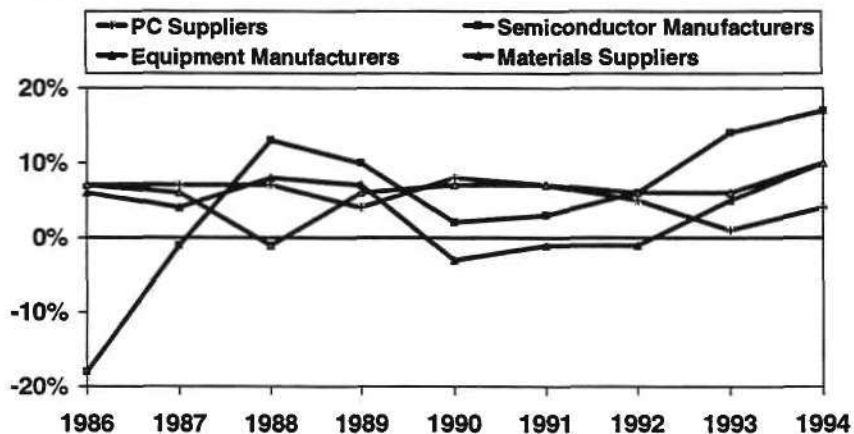


Source: Annual Reports, Dataquest
9503833

Dataquest



Net Income/Net Sales



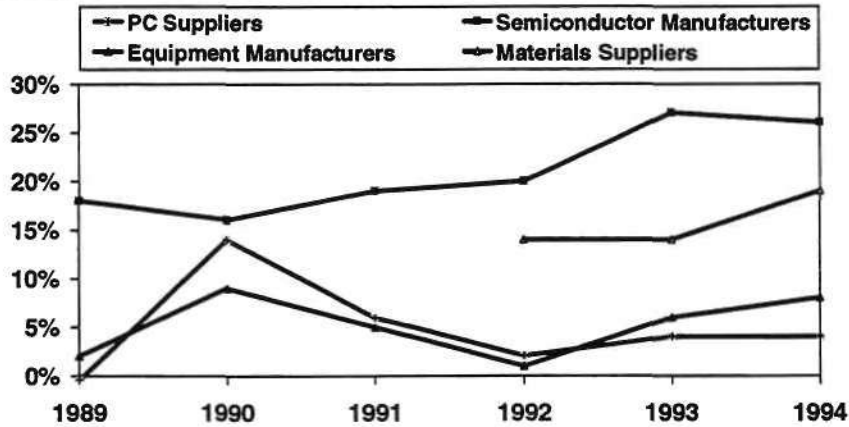
Source: Annual Reports, Dataquest
9503834

Dataquest

Do Profits Trickle Down the Semiconductor "Food Chain"?



Cash Flow (Operating)/Net Sales

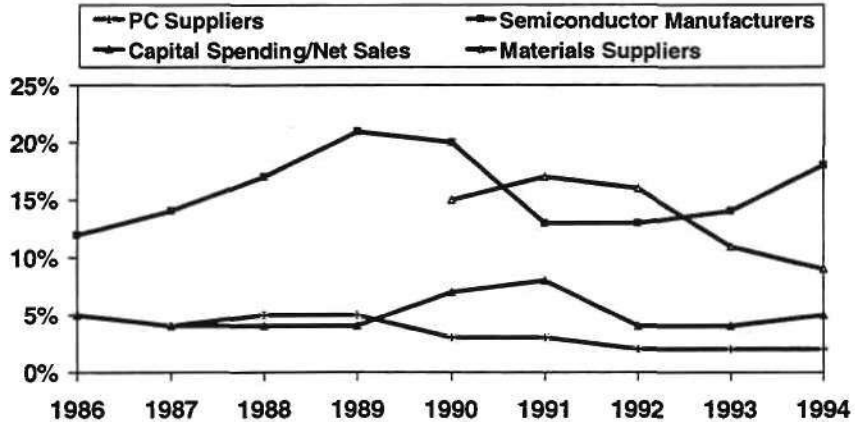


Source: Annual Reports, Dataquest
9503835

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Capital Spending/Net Sales (Purchase of Property, Plant, and Equipment)



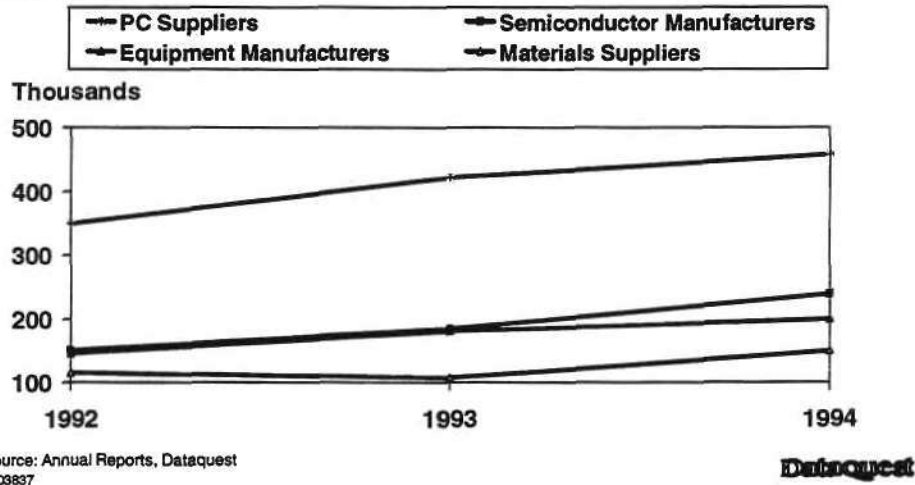
Source: Annual Reports, Dataquest
9503836

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Do Profits Trickle Down the Semiconductor "Food Chain"?



Net Sales/Employee



Conclusions

- Do profits trickle down the "food chain"?
 - YES!! *The risks are balanced by the rewards*
- On the cost side:
 - COG: commodity vs. value added
 - R&D: commodity vs. value added
 - SG&A: equipment vs. the rest
- On the income side:
 - Value-added product lines are more volatile
 - Gaps between the commodity and the value-added players, caused by investment

9503838

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Do Profits Trickle Down the Semiconductor "Food Chain"?



Insights for the Future

- How to increase the margins:
 - PC suppliers: Invest for the motherboard
 - Semiconductor manufacturers: Keep on Moore's Law
 - Equipment suppliers: Justify ASPs with productivity
 - Materials suppliers: Ownership in productivity (OPC, fast photoresist, EPI ...)

9503839

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This image shows a single sheet of white paper with horizontal blue or grey ruling lines. A vertical margin line is present on the left side, creating a narrow left margin. The paper appears to be from a notebook or a standard ruled document. There are some minor dark spots or smudges along the left edge, possibly where it was bound. The overall appearance is clean and unused.

It's 1995—Do You Know What Your Customer's Customer Is Going to Do?

Dale L. Ford

*Senior Industry Analyst
Semiconductor Applications Markets Worldwide
Semiconductor Group
Dataquest Incorporated*



Mr. Ford is responsible for conducting market research and analysis for the Semiconductor Applications Markets Worldwide service at Dataquest. In addition, he manages the competitive analysis research on personal computer systems ranging from servers to palmtop devices. His work also includes contributions on client-specific consulting projects.

Mr. Ford is a specialist on the end use or application of semiconductors. His scope of analysis includes both economic and technical trends regarding the semiconductor content of electronic equipment.

Prior to his current role, Mr. Ford completed major consulting projects in the telecommunications, mobile computing, and multimedia industries for Dataquest. His work included the development of forecasting models to project the development of new technologies and the growth of emerging markets.

Before joining Dataquest, Mr. Ford was employed by Sun Microsystems in its product marketing organization where he created and implemented a marketing plan for introducing a major product redesign. He also formulated a plan to negotiate joint marketing agreements with third-party vendors. Earlier, he was a design engineer working with real-time image processing technologies and computer-aided-engineering systems for Evans & Sutherland, a producer of graphics workstations and high-performance flight simulators.

Mr. Ford has an M.B.A. in strategic management from The Wharton School, University of Pennsylvania, and a B.S.E.E. degree in electrical engineering from Brigham Young University.

It's 1995—Do You Know What Your Customer's Customer Is Going to Do?



Agenda

- Worldwide and regional production forecast
- Multimedia PCs
- Consumer products
 - Set-top boxes
 - Video-CD and DVD
- High-speed communications
- Wireless communications
- Conclusion

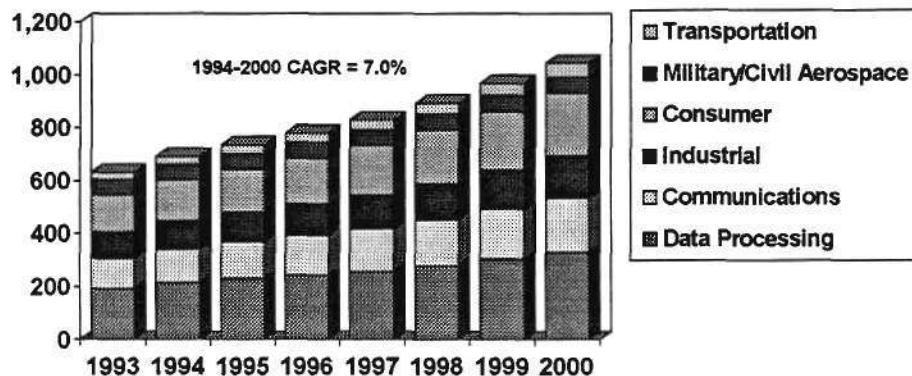
9503588

Dataquest



Worldwide Electronic Equipment Production: On Target for \$1 Trillion by 2000

Billions of U.S. Dollars



Source: Dataquest

9503589

Dataquest

It's 1995—Do You Know What Your Customer's Customer Is Going to Do?



Opportunity Drivers

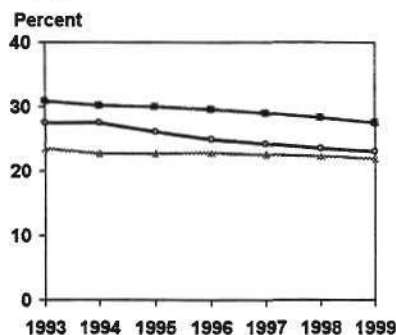
- "At home" work and education
- Digital era
- Cross-industry migration
- Emerging economies build and consume
- "Green" awareness
- Regulation

9503500

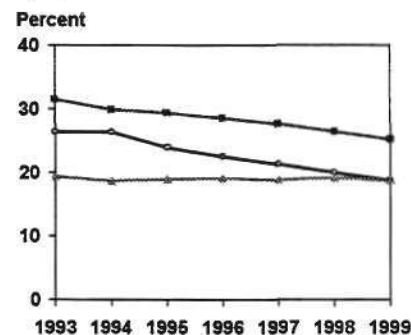
Dataquest

Dramatic Production Shift to the Asia/Pacific Region

Regional Share of Electronic Equipment Production Revenue



Regional Share of Data Processing Equipment Production



— North America — Japan — Europe

Source: Dataquest

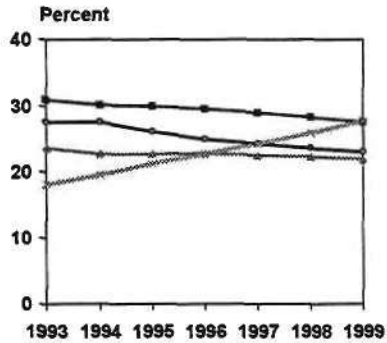
9503591

Dataquest

It's 1995—Do You Know What Your Customer's Customer Is Going to Do?

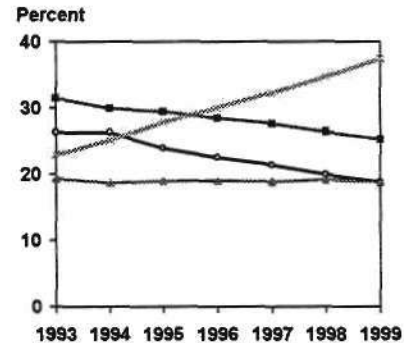
Dramatic Production Shift to the Asia/Pacific Region

Regional Share of Electronic Equipment Production Revenue



Source: Dataquest
9503592

Regional Share of Data Processing Equipment Production



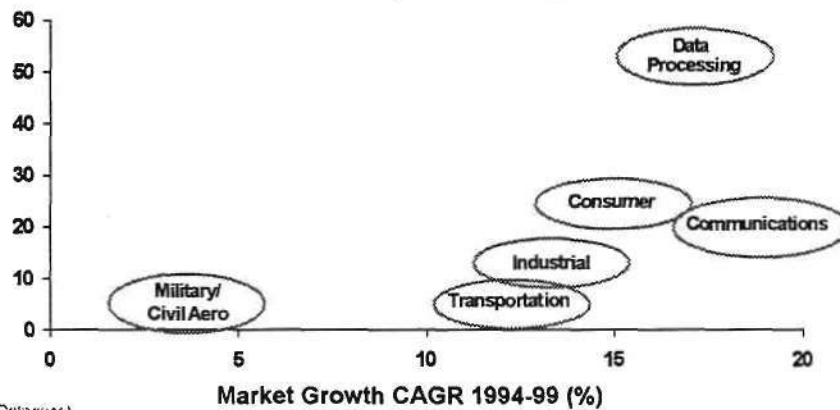
— North America — Japan
- - - Europe . . . Asia/Pacific

Dataquest



Data Processing and Communications Drive Chip Market from \$110 Billion in 1994 to \$273 Billion by 2000

1994 Semiconductor Market Size (Billions U.S.\$)



Source: Dataquest
9503593

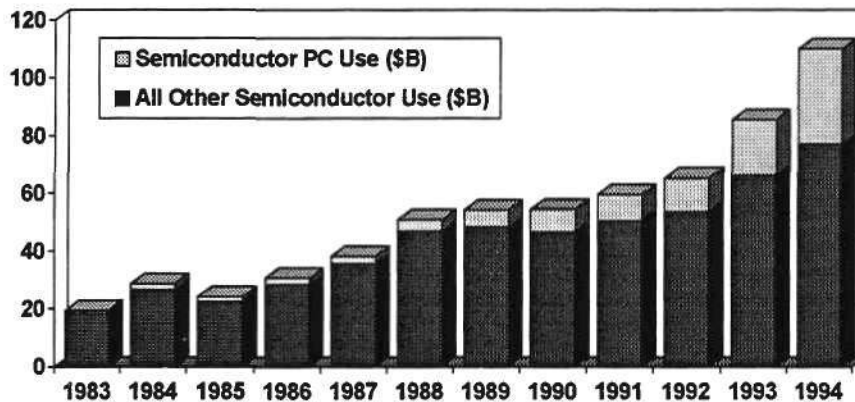
Dataquest

It's 1995—Do You Know What Your Customer's Customer Is Going to Do?



PCs and ICs: Who's Zoomin' Who?!

Billions of Dollars



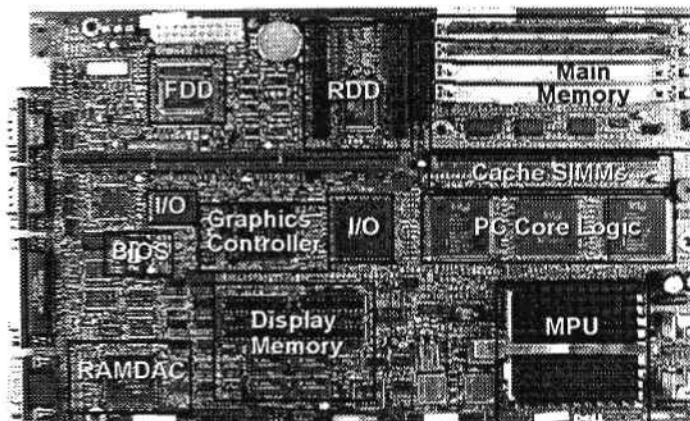
Source: Dataquest

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The Motherboard: Home of One-Third of the Semiconductor Market



9503585

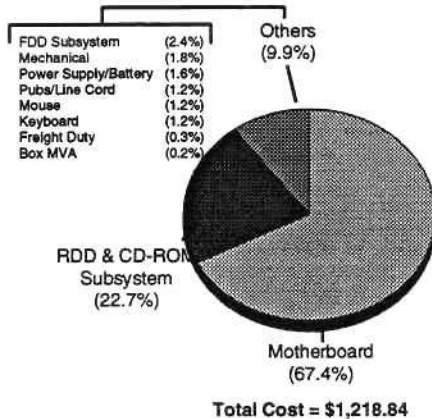
Dataquest

It's 1995—Do You Know What Your Customer's Customer Is Going to Do?



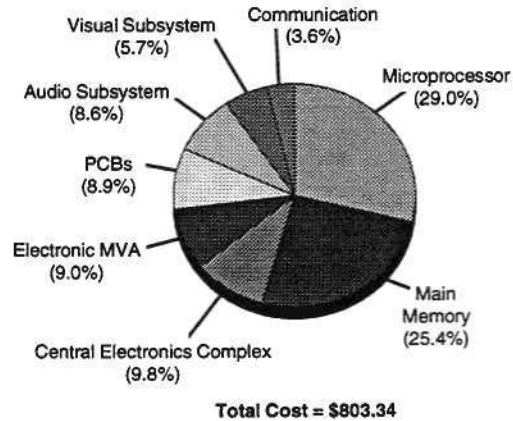
In a Cost-Competitive World, Chips Capture the Value in Multimedia PCs

Compaq Presario CDS 860 Costs



Source: Dataquest
9503596

Compaq Presario CDS 860 Motherboard and Daughterboard Costs

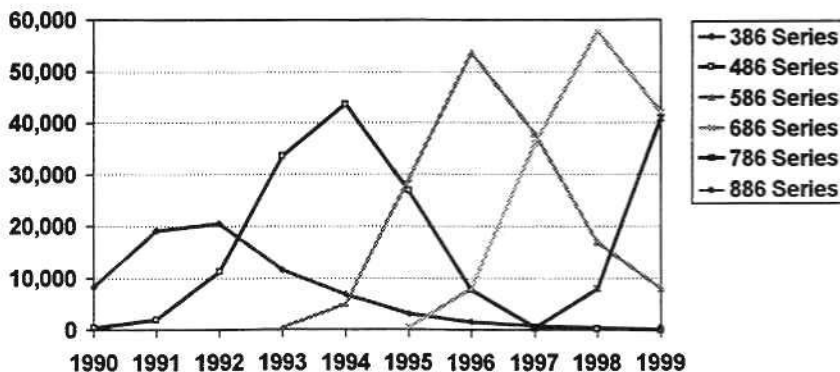


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PC Processor Life Cycles: A New Generation Every Two Years

Thousands of Units



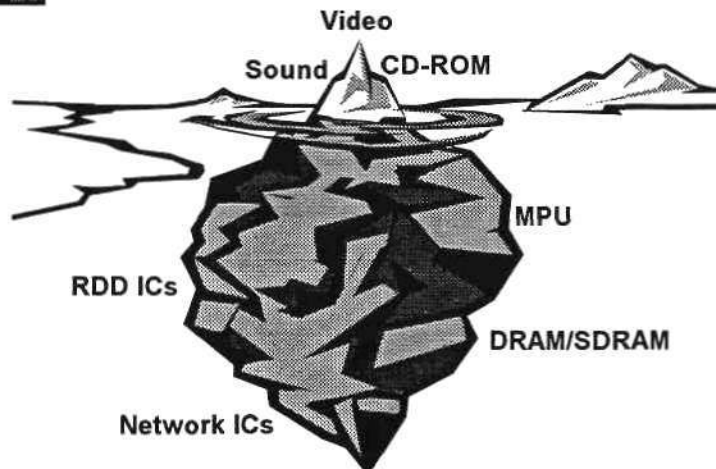
Source: Dataquest
9503597

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**It's 1995—Do You Know What Your Customer's
Customer Is Going to Do?**



***The Impact of Multimedia Is Not
Always Highly Visible***

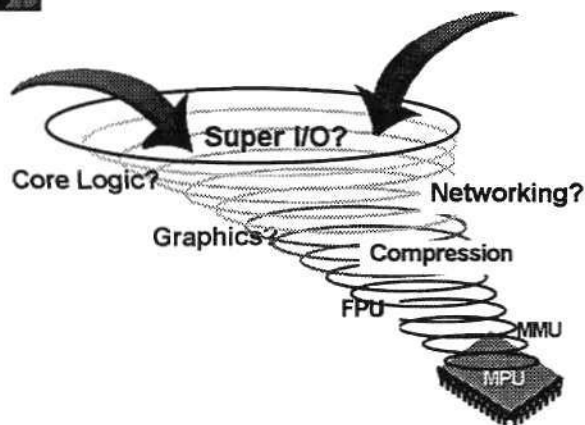


9503508

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The MPU—Black Hole of the PC



9503509

Dataquest

It's 1995—Do You Know What Your Customer's Customer Is Going to Do?



PC of the Year 2000

| | Mainstream | Leading Edge |
|-----------------------|-----------------------------------------------------|---------------------------------------------------|
| CPU | P7, 200 MHz | P8, 400 MHz |
| RAM | 32MB, synchronous | 64MB, synchronous |
| Storage | 4GB, CD-ROM, IDE/SCSI | 8GB, CD-ROM, IDE/SCSI/Fiber Channel |
| Multimedia | 1.5M-pixel, accelerated video, 3-D wave table sound | 2M-pixel, accelerated video, 3-D wave guide sound |
| Bus | PCI/PCMCIA | PCI/Cardbus |
| Communications | USB, 100-Mbps LAN, V.34 modem | USB, ATM (155 Mbps), modem/digital |

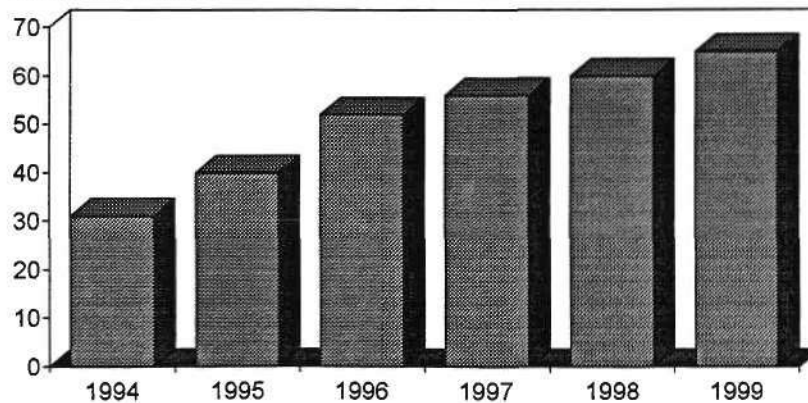
Source: Dataquest
9503800

Dataquest



Personal Computer Semiconductor Revenue Forecast (Preliminary)

Billions of Dollars

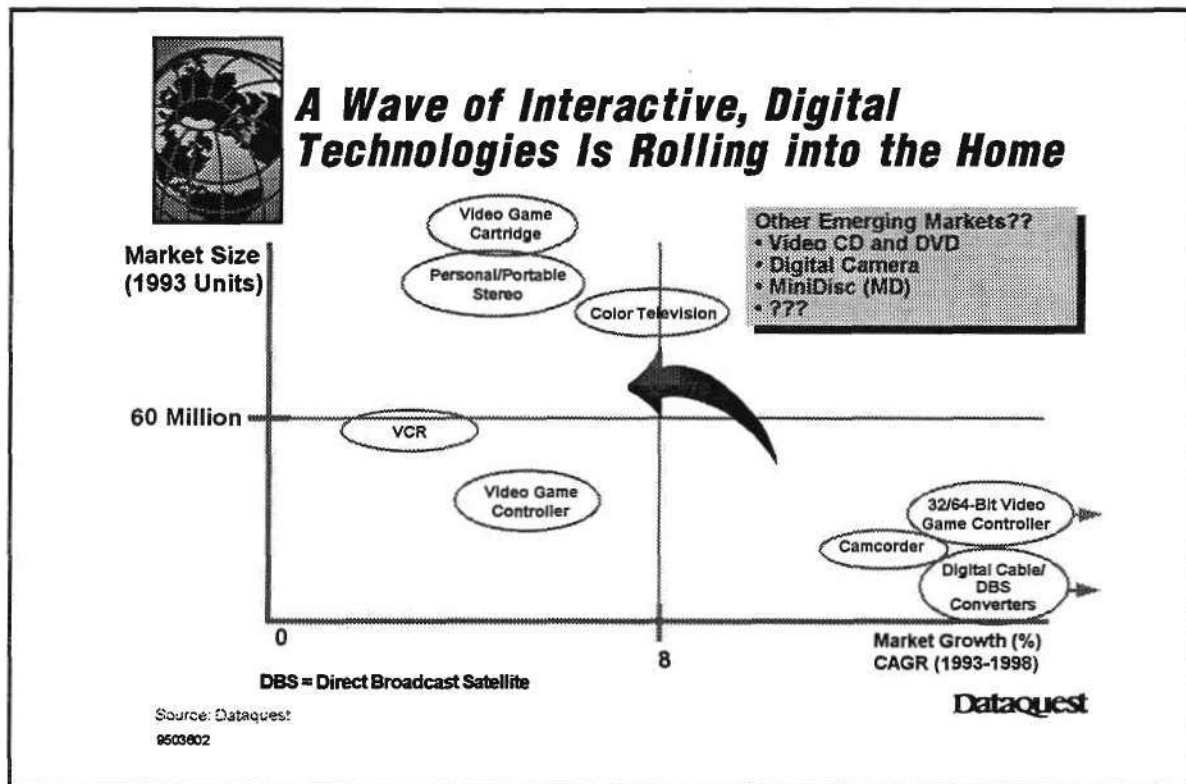


Source: Dataquest

9503801

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Digital Set-Top Boxes—DBS Sales Soar while Cable Systems Struggle

- U.S. trials are under way
- Consumer desires are uncertain
- Timetables have slipped
- DirecTV DBS systems rolling out
- Video server and set-top box economies aren't ready for prime time
- Competing architectures emerging
 - OpenTV
 - Magic Carpet
 - Others

9503603

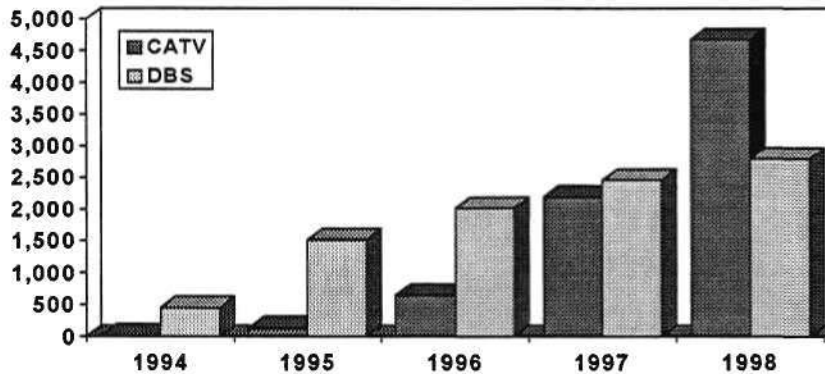
Dataquest

It's 1995—Do You Know What Your Customer's Customer Is Going to Do?



Digital Cable Set-Top Box Market (Worldwide)

Thousands of Units

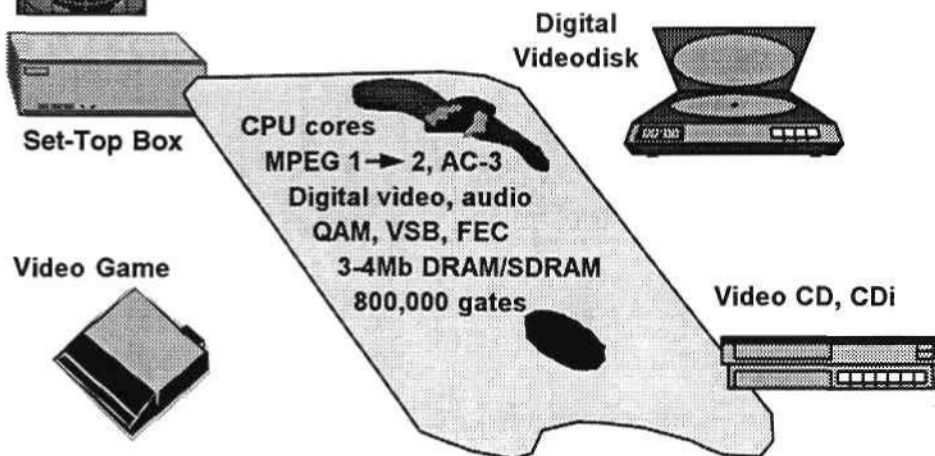


Source: Dataquest
9503604

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Interactive Consumer Chips



9503605

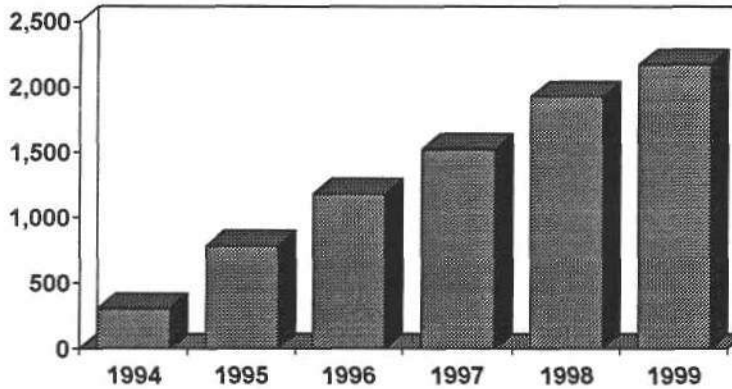
Dataquest

It's 1995—Do You Know What Your Customer's Customer Is Going to Do?



Next-Generation Interactive System Chip Demand

Millions of Dollars

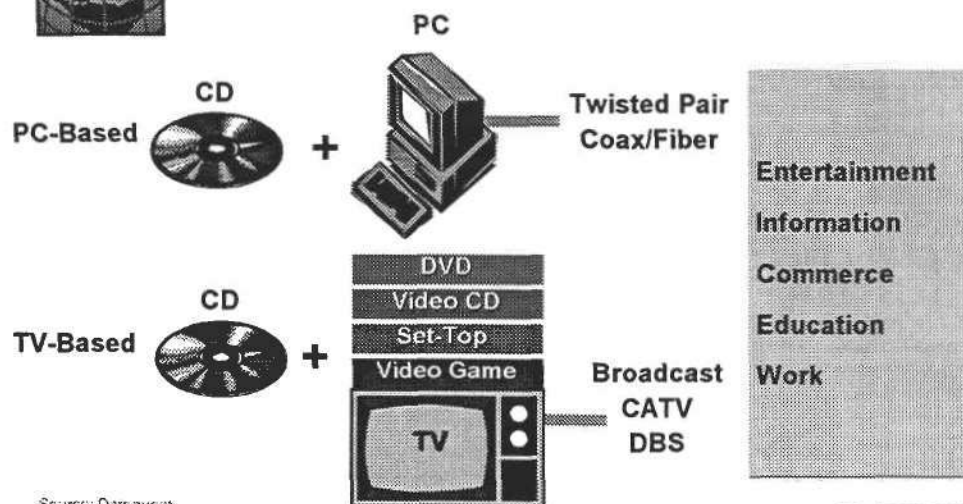


Source: Dataquest
9503606

Dataquest



The Battle for the Home



Source: Dataquest
9503607

Dataquest

It's 1995—Do You Know What Your Customer's Customer Is Going to Do?



Digital and Interactive Consumer: Is It a Computer or TV or ????

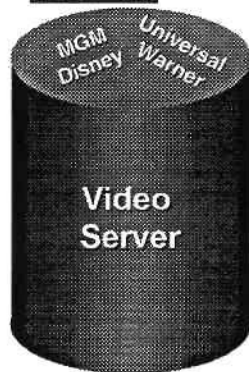
- Digitization: The evolution of current products and the revolution of new products
- Fighting for the home market: PCs, DBS, CATV, interactive games, CD-Video, Digital VCR,
- Set-top boxes: Great potential, many hurdles to get there
- Interactive games: Computing power of workstation
- Digital videodisk (DVD): Dualing standards between Toshiba/Time Warner and Sony/Philips
- New digital audio: MiniDisc pushes ahead, software support critical
- Compression, integrated video and audio, demodulation

9503808

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Public Networks: The Race Is On



Central Office/
Head End

Fiber/Coax

ATM
SONET/SDH



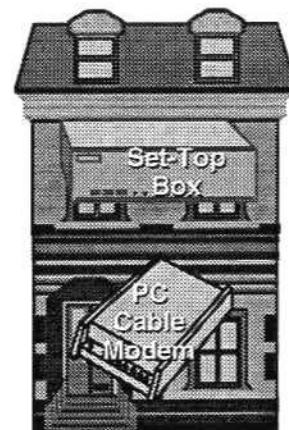
CATV
MSO

Fiber/Coax

TELCO



Transmission Line



Home

9503809

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It's 1995—Do You Know What Your Customer's Customer Is Going to Do?



Speed Drivers

- LAN/WAN
 - Not just e-mail anymore
 - Server mania, groupware, multimedia
- Public infrastructure
 - Flat revenue
 - Grass is greener
- Home
 - Online mania
 - Work-at-home
 - Where the grass grows

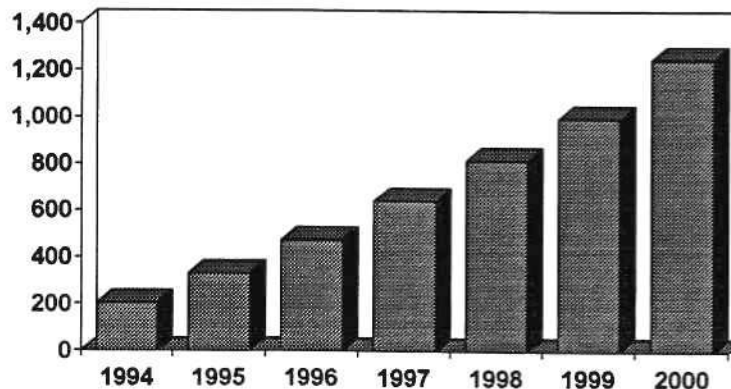
9503610

Dataquest



High-Speed Wired Communications Chip Market

Millions of Dollars



Source: Dataquest

9503611

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It's 1995—Do You Know What Your Customer's Customer Is Going to Do?



Drivers of Wanderlust Communications

- Two-thirds of the world has never placed a phone call
- Quicker infrastructure deployment
- <1% of total minutes of phone use is wireless today
- One person, one number
- Digital/PCS—competition in earnest

9503612

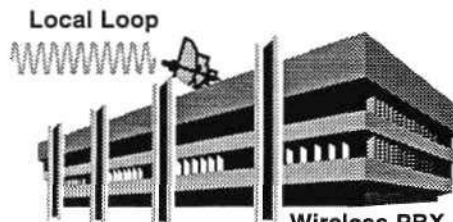
Dataquest



Emerging Wireless Communications Opportunities



Digital Cordless
900 MHz
DECT
PHP



Wireless PBX
DECT
Wireless LAN
RF
IR



Digital Cellular (GSM, TDMA, CDMA, PDC)
Broadband PCS (CDMA, TDMA, GSM/DCS...)
Pagers (traditional, narrowband PCS)
Satellite (Iridium, Global Star...)
Enhanced Specialized Mobile Radio

9503613

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It's 1995—Do You Know What Your Customer's Customer Is Going to Do?



Narrowband PCS: New Protocols and Hardware

- The next generation of subscriber devices
 - Two-way pagers → Motorola's Tango
 - Two-way "mobile answering machines"
 - PCMCIA add-in transceivers
 - Integrated devices using chipset transceivers
 -
- Manufacturers
 - Motorola: The dominant player
 - GlenAyre/wireless access: Licensed players
 - NEC: "synthesized protocol"

9503814

Dataquest



Digital Cellular and Broadband PCS: Next-Generation Terminals

- Subscriber terminals
 - Voice-centric devices (for example, IBM/BellSouth Simon)
 - Data-centric devices (for example, Sony MagicLink, Motorola Envoy, and Marco)
 - PCMCIA add-in transceivers
 - Dual-mode phones moving to dual-band
 - The DCS 1900 challenge
- Critical features: Talk- and standby-time, signal transmission, size and weight
- Key technologies: Antennas, batteries, and ...

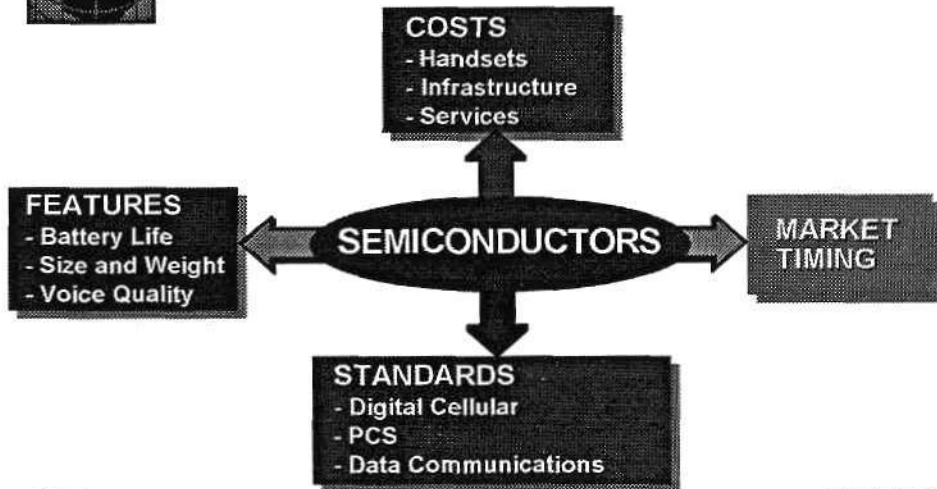
9503815

SEMICONDUCTORS

It's 1995—Do You Know What Your Customer's Customer Is Going to Do?



The Central Role of Semiconductors in the Wireless World



9503816

Dataquest



Typical Chip Opportunities



RF/IF

Discrete/passive integration
GaAs versus silicon
Single-chip IF

Baseband

One- to two-chip standard implementation
(DSP-based)
MCU
Flash memory
E² memory
SRAM
Modem input (data)

9503817

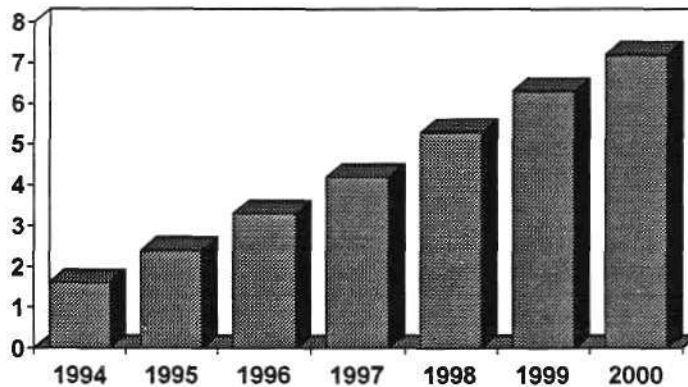
Dataquest

It's 1995—Do You Know What Your Customer's Customer Is Going to Do?



Cellular and Broadband PCS Chip Market

Billions of Dollars



Source: Dataquest
9503818

Dataquest



Dataquest Conclusions

- Numerous markets driving growth of semiconductor industry
 - PC dominance
 - Digital consumer
 - High-speed and mobile communications
- Emerging economies play critical role in production and consumption

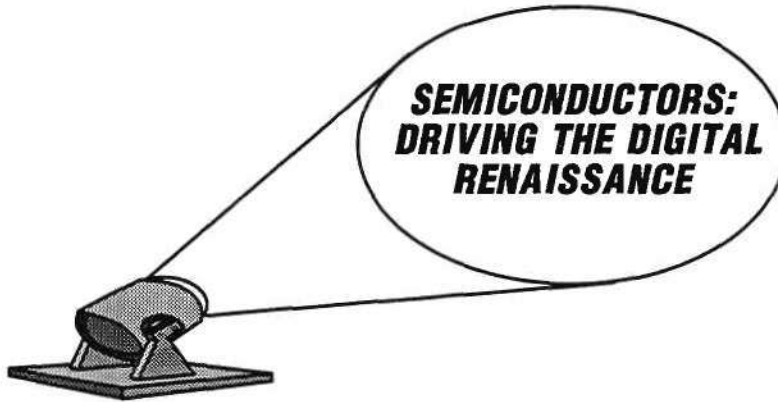
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**It's 1995—Do You Know What Your Customer's
Customer Is Going to Do?**



***Semiconductor Manufacturers:
Creating and Capturing
Increasing Value***



**SEMICONDUCTORS:
DRIVING THE DIGITAL
RENAISSANCE**

95C03620

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[illegible]

LCD Industry Outlook—Toward the Year 2000

Dr. Yasumoto Shimizu

*Senior Industry Analyst
Dataquest Japan*



Dr. Shimizu is a Senior Industry Analyst in the Japanese Semiconductor Group at Dataquest Japan. His responsibilities include research and analysis of the LCD industry with respect to LCD manufacturing, panel production and applications, and semiconductor fab equipment, manufacturing, and semiconductor materials.

Before joining Dataquest, Dr. Shimizu worked for Balzers Japan Corporation, where he was manager of application and technology of hard film coatings. Prior to that, he was in the Electronic Imaging Devices Research Laboratory for Fuji Xerox Co. Ltd. as a Senior Engineer of Research and Development of the imaging sensor.

He received a doctorate in engineering in thin film and solid surface physics from Shizuoka University and master's and bachelor's degrees in engineering in applied chemistry from Yamanashi University.

LCD Industry Outlook—Toward the Year 2000



Agenda

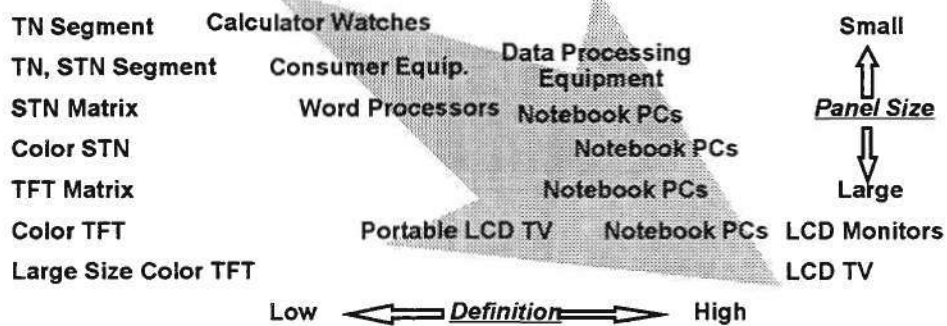
- LCD industry status
- LCD market forecast
- Market trend
- Standardization
- LCD manufacturing
- Conclusion

9503536

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LCD Industry Status Expanding LCD Application



9503537

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LCD Industry Status **1994 LCD Industry Review**

- Second-generation glass substrate installed
- Ramp-up of volume production lines
- Color filter and TFT LCD lines proliferated
- STN color LCD achieved high color display quality
- LCD performance is up
 - Low power consumption, wide viewing angle range, contrast ratio, etc.
- 10-inch color LCD demand increasing
 - LCD probed to be successor to CRT

9503538

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LCD Industry Status **LCD Market Changes with Demand for Color**

- Color filter needed
- Three times the pixel cells ...
 - Increasing density, decreasing yield
 - Three times the number of driver IC channels/panel
- More expensive than monochrome
- Strong demand for color
- Rapid growth of LCD market

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LCD Industry Outlook—Toward the Year 2000



LCD Industry Status **Manufacturers of Active Color LCDs**

- | | |
|---------------------------|-------------------------|
| ■ Sharp | ■ Fujitsu |
| ■ Display Technology Inc. | ■ Advanced Display Inc. |
| ■ NEC | ■ Matsushita |
| ■ Toshiba | ■ Sanyo |
| ■ Hosiden | ■ Samsung |
| ■ Hitachi | ■ LG Electronics |
| ■ Epson | ■ Hyundai |
| ■ Casio | ■ Others |

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LCD Industry Status **Manufacturers of Passive Color LCDs**

- | | |
|-----------------|--------------|
| ■ Sharp | ■ Matsushita |
| ■ Tottori Sanyo | ■ Citizen |
| ■ Toshiba | ■ Canon |
| ■ Hitachi | ■ Stanley |
| ■ Epson | ■ Others |
| ■ Optrex | |
| ■ Kyocera | |

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LCD Industry Outlook—Toward the Year 2000



LCD Industry Status **Manufacturers of Color Filters**

- | | |
|-----------------------|-----------------------|
| ■ Toppan Printing | ■ Sasatoku Printing |
| ■ Dainippon Printing | ■ Tottori Sanyo |
| ■ Toray | ■ Kyocera |
| ■ Shinto Print | ■ Internal Production |
| ■ Micro Engineering | ■ Others |
| ■ Toyo Sigyo Printing | |
| ■ Mitsumura Printing | |

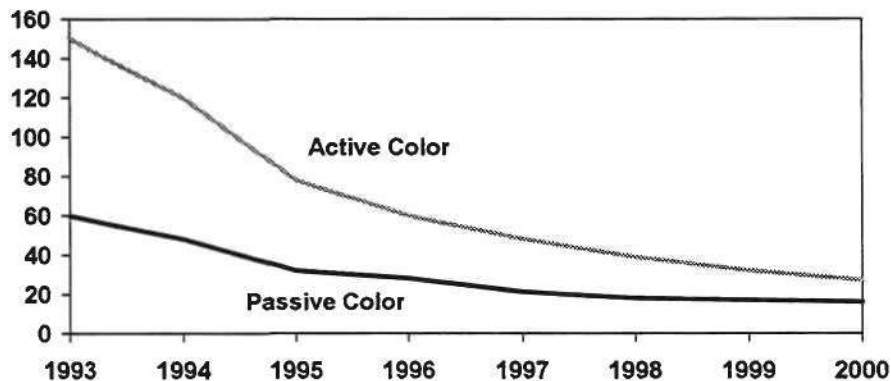
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LCD Market Forecast **10.4-Inch VGA LCD Price Trend**

Thousands of Yen



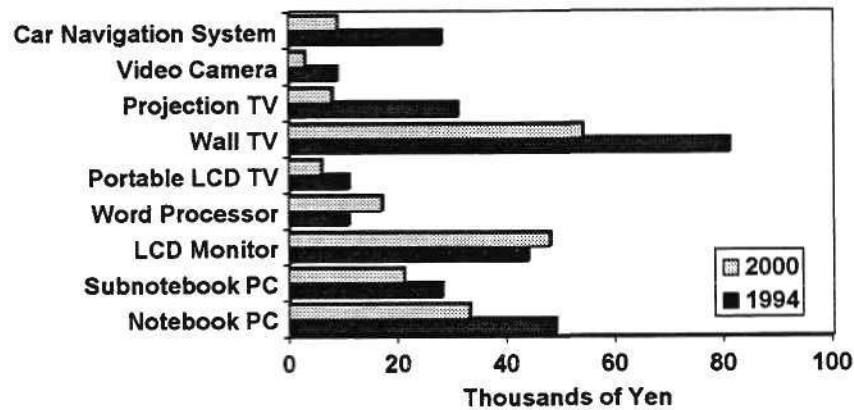
Source: Dataquest
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LCD Industry Outlook—Toward the Year 2000



LCD Market Forecast LCD Average Price Forecast for Major Applications



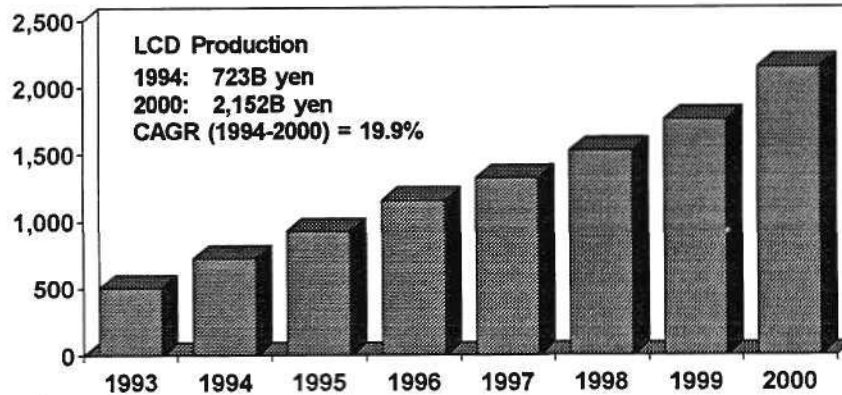
Source: Dataquest
9503544

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LCD Market Forecast LCD Production Forecast

Billions of Yen



Source: Dataquest
9503545

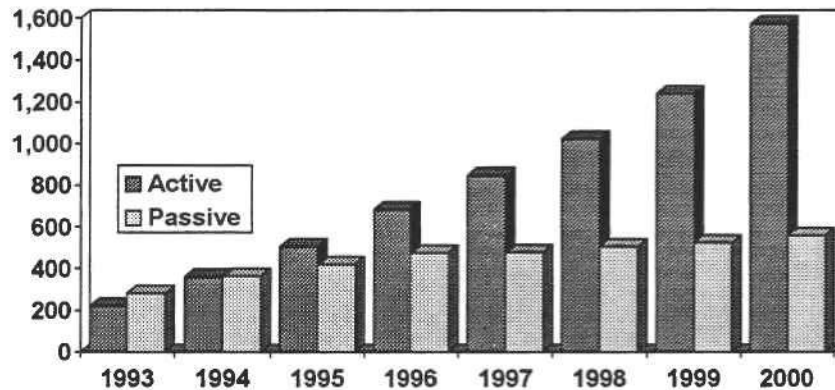
Dataquest

LCD Industry Outlook—Toward the Year 2000



LCD Market Forecast LCD Production Forecast: Active to Dominate Passive

Billions of Yen

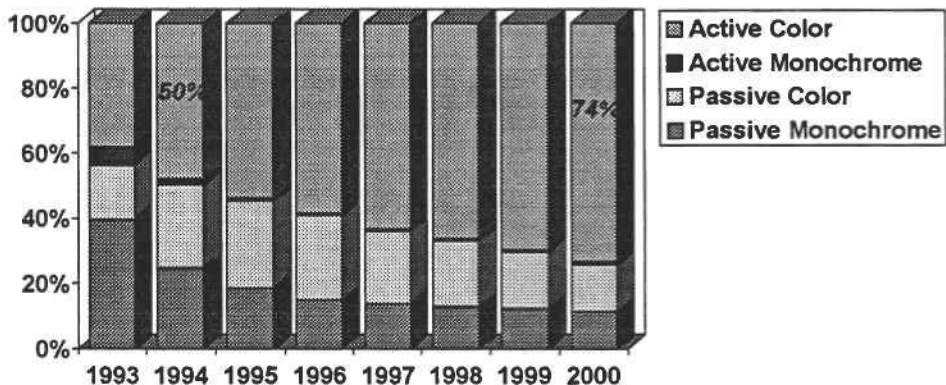


Source: Dataquest
9503548

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LCD Market Forecast LCD Production Contribution by Type (Yen Basis)



Source: Dataquest
9503547

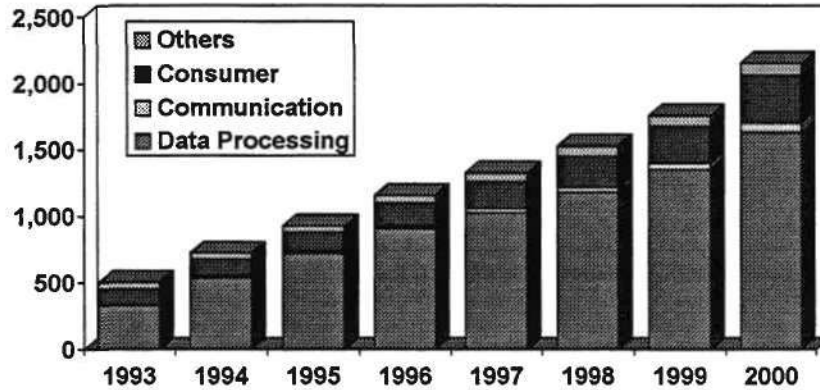
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LCD Industry Outlook—Toward the Year 2000



LCD Market Forecast LCD Market by Application

Billions of Yen



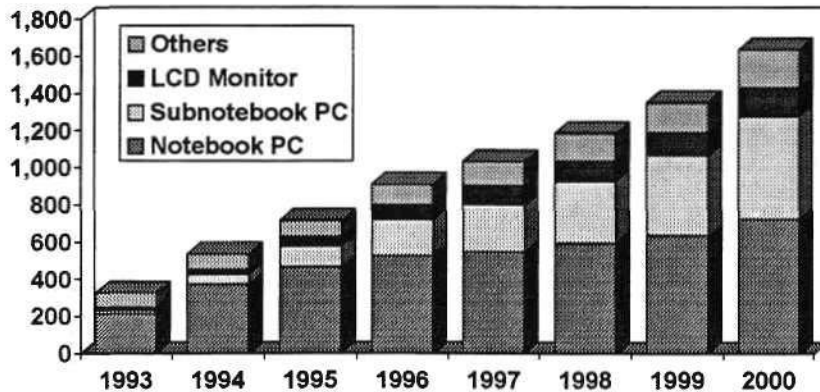
Source: Dataquest
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LCD Market Forecast LCDs for Data Processing Applications

Billions of Yen



Source: Dataquest
9503549

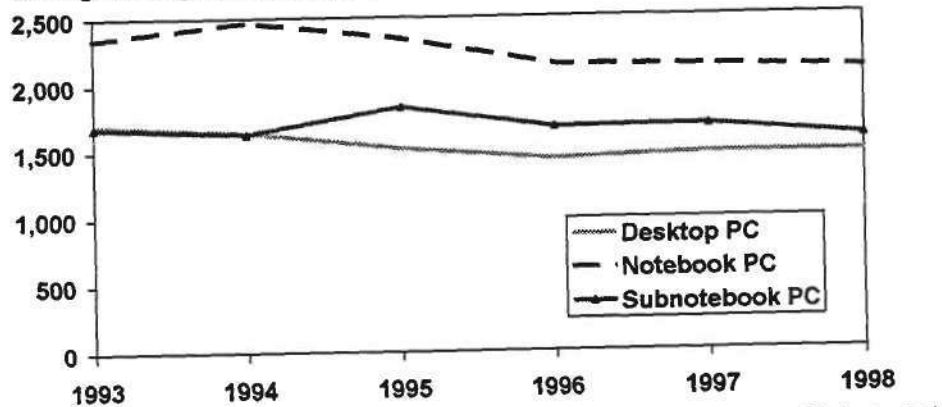
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LCD Industry Outlook—Toward the Year 2000



Market Trend Personal Computer ASP Trends

Average Selling Price (ASP) in Dollars

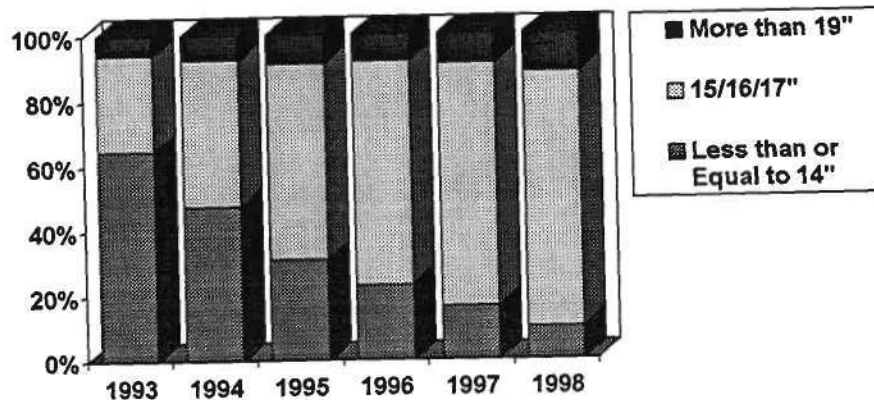


Source: Dataquest
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Market Trend CRT Monitor Market by Size (Unit Basis)



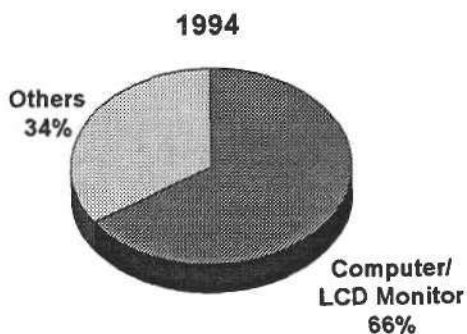
Source: Dataquest
9503551

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LCD Industry Outlook—Toward the Year 2000

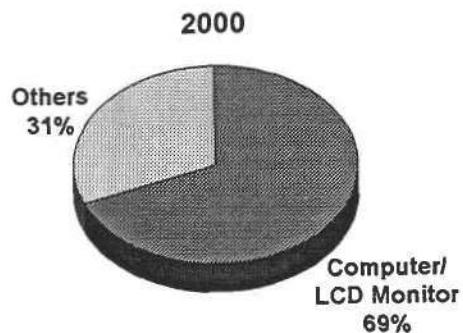


Market Trend LCDs for Computers/Monitors



Total = 723 Billion Yen

Source: Dataquest
9503552

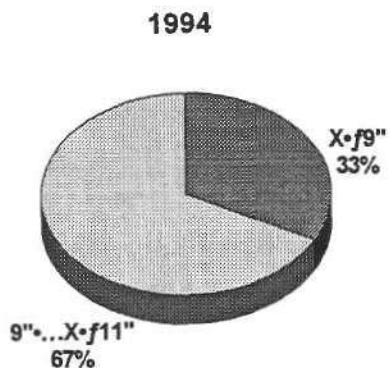


Total = 2,152 Billion Yen

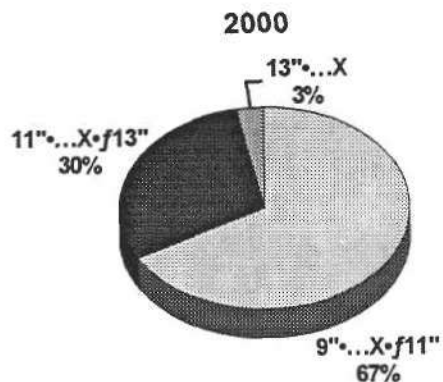
Dataquest



Market Trend LCDs for Computers/Monitors by Size (Unit Basis)



Source: Dataquest
9503553

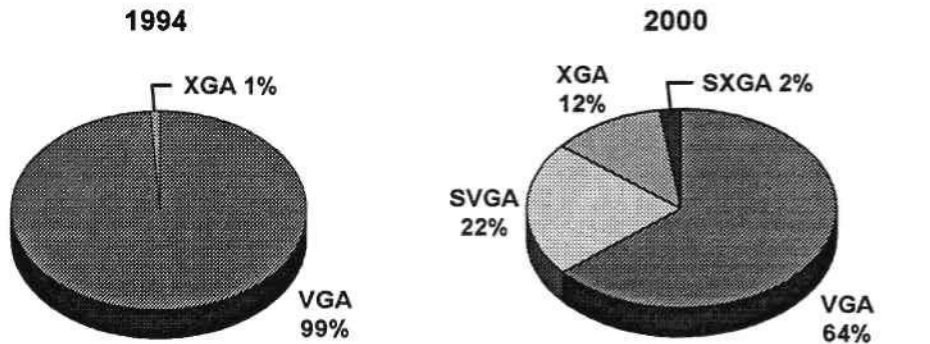


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LCD Industry Outlook—Toward the Year 2000



Market Trend **LCD Display Format Trends in the** **Computers/Monitors Market (Unit Basis)**



Source: Dataquest

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Market Trend **Long-Term Market Trend**

- **Notebook PC**
 - Dominant format is VGA or SVGA
 - Notebook PC ASP is \$2.5K
 - Market penetration constrained by LCD cost
- **Subnotebook PC**
 - VGA is best
 - 9.5 inches becomes mainstream
- **Other markets**
 - Market expansion is slower
 - Large LCD (over 13 inches) is niche market
 - STN color LCDs create new market

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Market Trend **Short-Term Market Trend**

- **STN LCD**
 - Major manufacturers switching production to color LCD
 - Strong color demand continues
- **Color filter**
 - STN filter supply will remain tight
 - Tight TFT filter supply to be relieved
- **TFT color LCD**
 - If TFT prices decline, TFT will take share away from STN
 - If prices remain firm, portable PC demand will decelerate

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Standardization **Why Standardization?**

- Glass substrate size strategy
- Efficient capital spending
- Manufacturing equipment availability
- LCD prices lower

.... But problems/issues exist today

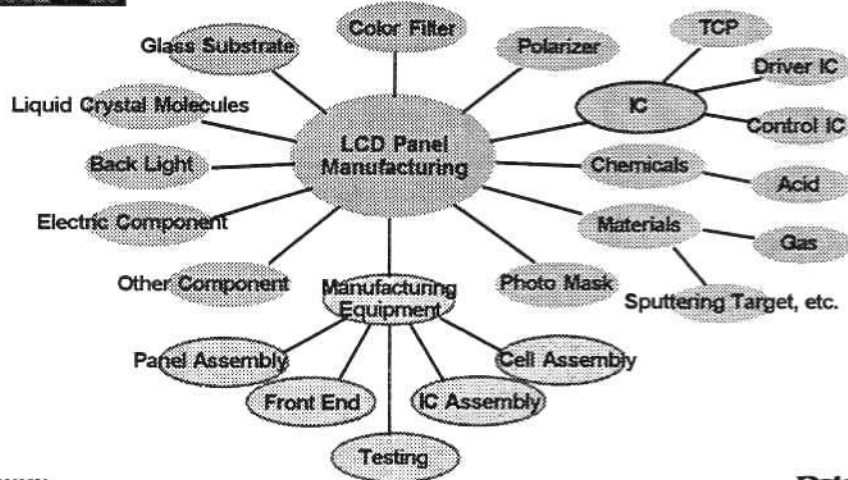
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LCD Industry Outlook—Toward the Year 2000



Standardization *LCD Industry Food Chain*



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Standardization *Dependence on PC Market* **DRAM and TFT LCD**

- Share of PC applications in total consumption

| | DRAM | TFT LCD |
|------|------|---------|
| 1994 | 62% | 62% |
| 2000 | 60% | 63% |

- Huge investment is required
- High risk, and high return?

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LCD Industry Outlook—Toward the Year 2000



Standardization LCD Glass Substrate Sizes: If Based on Market Demand Forecast (mm x mm)

| | <u><1993</u> | <u>1994</u> | <u>1996...2000</u> | <u>>2000</u> |
|-------------------------------------------------------------------------------------|-----------------|-------------|--------------------|-----------------|
| ■ First generation | 300x400 | | | |
| ■ Second generation 4 panels/substrate | | 370x470 | | |
| ■ Third generation 6 panels/ substrate 0.7mm thickness | | | 480x560 | |
| ■ Fourth generation For large LCD 4 to 6 panels/ substrate 1.1mm thickness | | | 620x730 | |
| ■ Fifth generation Wide-screen TV | | | | 740x880 |

Source: Dataquest
9503590

Dataquest



Standardization LCD Display Size Trend (Inches)

| | <u>1994</u> | <u>1995</u> | <u>2000</u> |
|----------------|-------------|-------------|-------------|
| Subnotebook PC | 8.4 | 8.4-9.5 | 9.5 |
| Notebook PC | | | |
| Standard | 9.5 | 10.4 | 10.4 |
| High end | 10.4 | 10.4-12 | 12 |
| Monitor | | | |
| VGA | 9.5 | 10.4 | 10.4 |
| XGA | 10.4 | 10.4-13 | 13-15 |
| SXGA | | 15-16 | 15-19 |

Source: Dataquest
9503591

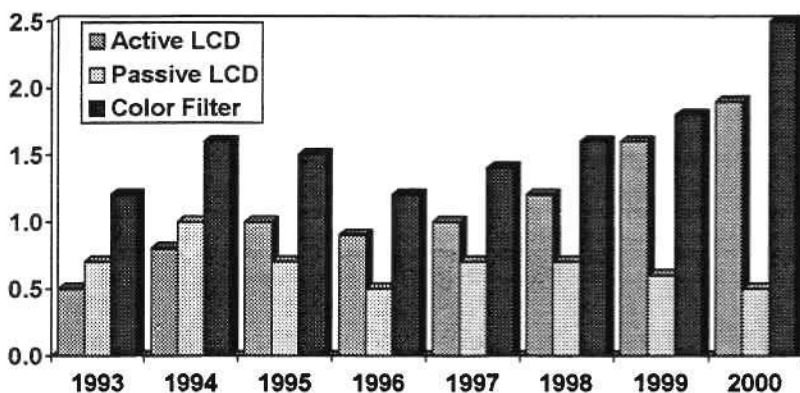
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LCD Industry Outlook—Toward the Year 2000



LCD Manufacturing Supply Capacity Expansion

Millions of Substrates/Year



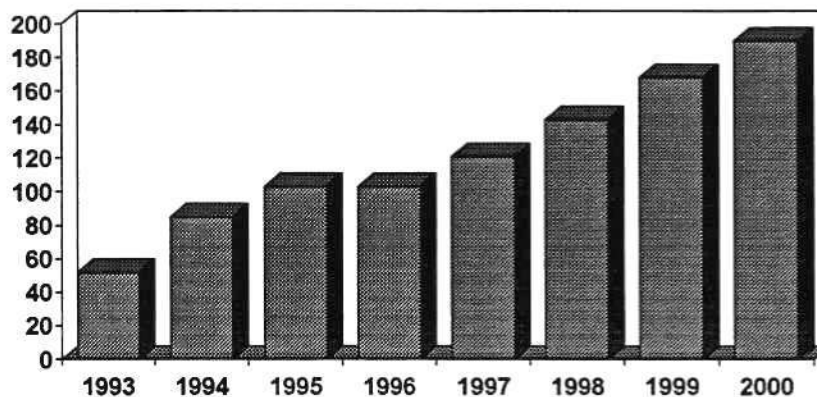
Source: Dataquest
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LCD Manufacturing Manufacturing Equipment Market Forecast

Billions of Yen



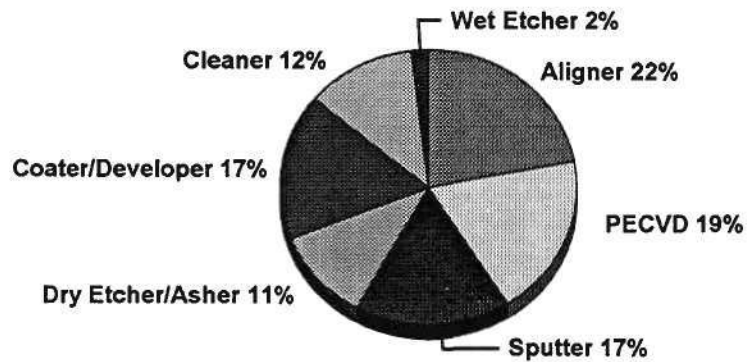
Source: Dataquest
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LCD Industry Outlook—Toward the Year 2000



LCD Manufacturing 1994 Manufacturing Equipment Market by Type



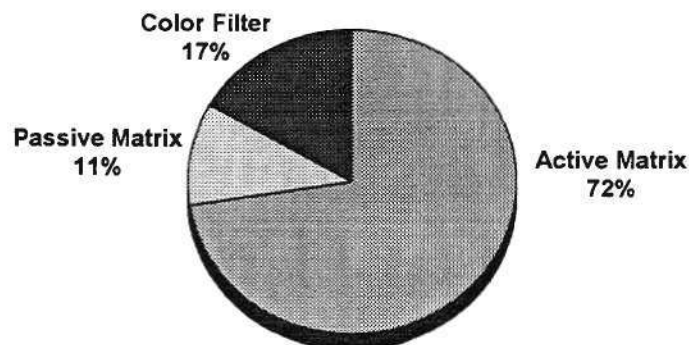
Total: 85 Billions of Yen
(834 Millions of Dollars)

Source: Dataquest
9503564

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LCD Manufacturing 1994 Manufacturing Equipment Market by Use



Total: 85 Billion Yen
(\$834 Million)

Source: Dataquest
9503565

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LCD Manufacturing Requirements for Equipment

- **High throughput**
 - Substrate transfer speed
 - Operation reliability
 - Small footprint
 - Deposition/etching rate
- **Low-cost process**
 - PECVD: same temperature deposition (gate insulator, a-Si, contact n -a-Si)
 - Etching: Dry or wet
 - Lithography: Stepper or mirror projection or proximity
 - Resist coating: Spin or scanning coat
- **Low cost of ownership**
- **Maintenance free (self-cleaning)**

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Dataquest Conclusions LCD Market

- **LCD market in 2000**
 - 2,152 billion yen (\$21.7 billion)
 - CAGR (compound annual growth rate, 1994-2000)

| | |
|-------------|-------|
| Passive LCD | 7.3% |
| Active LCD | 28.2% |
 - Share

| | |
|------------------|-----|
| Active LCD | 74% |
| Computers Demand | 63% |
- **LCD market driver/notebook/subnotebook PCs**
- **Market growth depends on low price, standard panel**
- **Standardization supports LCD market growth**
- **Active color LCD is most promising FPD**

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Dataquest Conclusions **LCD Manufacturing Equipment Market**

- 1994 LCD manufacturing equipment market
 - 85 billion yen (\$834 million)
 - For active matrix manufacturing: 72%
 - For passive matrix manufacturing: 11%
 - For color filter manufacturing: 17%
- LCD manufacturing equipment market forecast
 - 190 billion yen (\$1,912 million) in 2000
 - Expected CAGR = 14.3%
- High reliability and advanced concept system required

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Semiconductor Fabs: Bigger, Fewer, and Better

Calvin Y. Chang, Ph.D.

*Industry Analyst
Semiconductor Equipment, Manufacturing, and Materials Service
Semiconductor Group
Dataquest Incorporated*



Mr. Chang is an Industry Analyst in the Semiconductor Equipment, Manufacturing, and Materials service of the Semiconductor group.

Prior to joining Dataquest, Mr. Chang performed research on the kinetic studies of deposition and etch processes in semiconductor fabrication at Stanford University. His research led to numerous publications in the areas of LPCVD, PECVD, sputter etch, and high-density plasma processes. Mr. Chang also has a diverse range of experiences that include semiconductor process development, CAD tools design (the Boeing Co.), and corporate strategic planning.

Mr. Chang earned B.S. degrees, with distinction, in physics, mathematics, and computer science from the University of Washington and a Ph.D. in materials science and engineering with a minor in electrical engineering from Stanford University (Summer 1994).

Semiconductor Fabs: Bigger, Fewer, and Better



Agenda

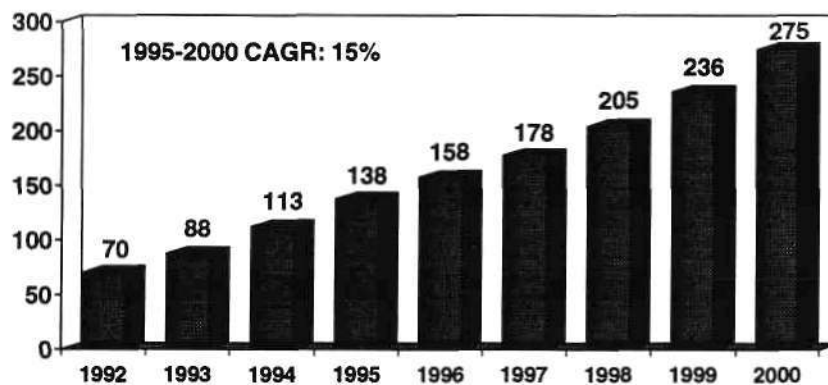
- Semiconductor production market
- New fabs:
 - Where, how much capacity, what wafer size, who builds them
- New fabs are getting fewer, bigger, and costlier
 - Who can afford them
 - Rise of foundries
 - Capacity utilization

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Worldwide Semiconductor Production Market Forecast

Billions of Dollars



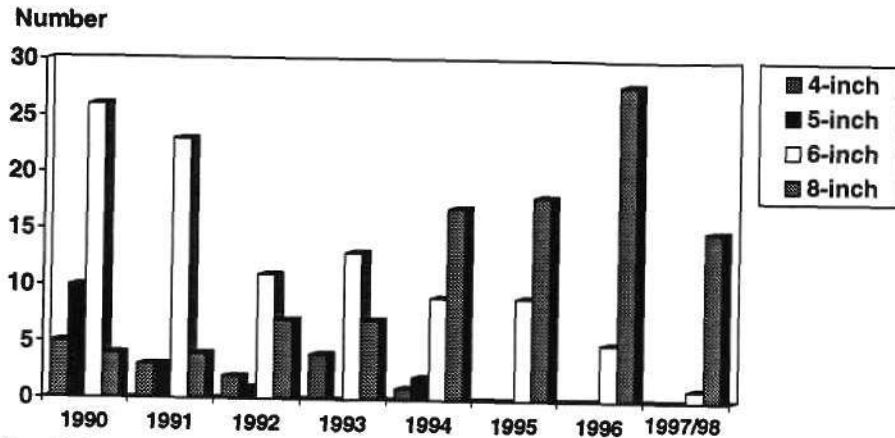
Source: Dataquest
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Semiconductor Fabs: Bigger, Fewer, and Better



New Fabs: About 25 to 30 a Year



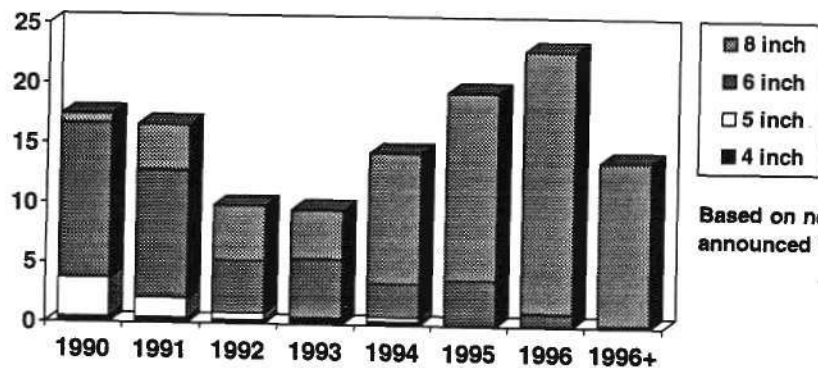
Source: Dataquest
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New Fab Capacity: Nearly All 8-inch

New Fab Capacity (MSI/Mo)



Based on new fabs
announced to date

Source: Dataquest
9503804

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Semiconductor Fabs: Bigger, Fewer, and Better



New Capacity by Wafer Size

| | First Production Fab | First Year Dominance | Last Year Dominance | Year of <10% New Capacity |
|--------|----------------------------|-------------------------|------------------------|---------------------------------|
| 8-inch | 1988 | 1994 | >2003 | >2005 |
| 6-inch | 1978 | 1986 | 1993 | 1996 |
| 5-inch | 1970 | 1984 | 1985 | 1991 |
| 4-inch | 1960s | 1970 | 1983 | 1990 |

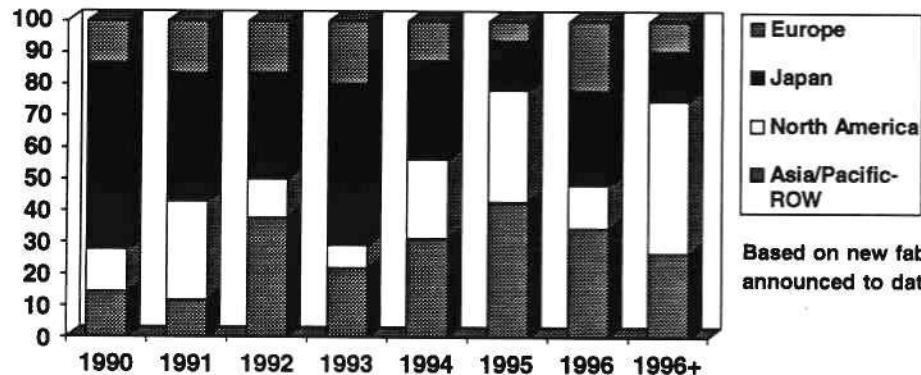
Source: Dataquest
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New Capacity: Asia/Pacific and North America Dominate

Regional Distribution in New Capacity
(Percentage)



Source: Dataquest
9503805

Based on new fabs
announced to date

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Semiconductor Fabs: Bigger, Fewer, and Better

New Fabs: Where Are They?



Who Is Building New Fabs?

| | Projected New Capacity (8-inch Equivalent) | Number of New Fabs (Announced) |
|-------------------|-----------------------------------------------|-----------------------------------|
| Intel | 71,619 | 4 |
| Toshiba | 67,000 | 3 |
| LG Semicon | 65,000 | 3 |
| Samsung | 60,000 | 3 |
| Hyundai | 60,000 | 2 |
| TSMC | 60,000 | 2 |
| Fujitsu | 55,690 | 4 |
| Texas Instruments | 52,000 | 3 |
| NEC | 50,000 | 2 |
| Motorola | 41,000 | 2 |

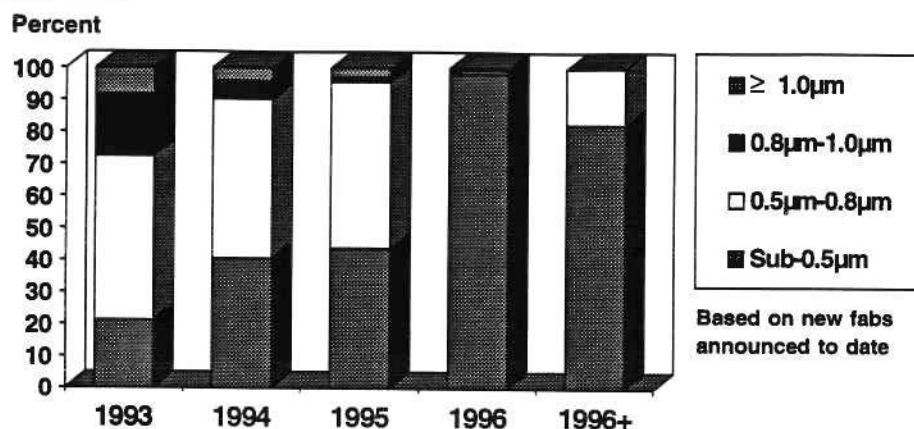
Source: Dataquest
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Semiconductor Fabs: Bigger, Fewer, and Better



New Capacity: Nearly All Half- and Subhalf-micron

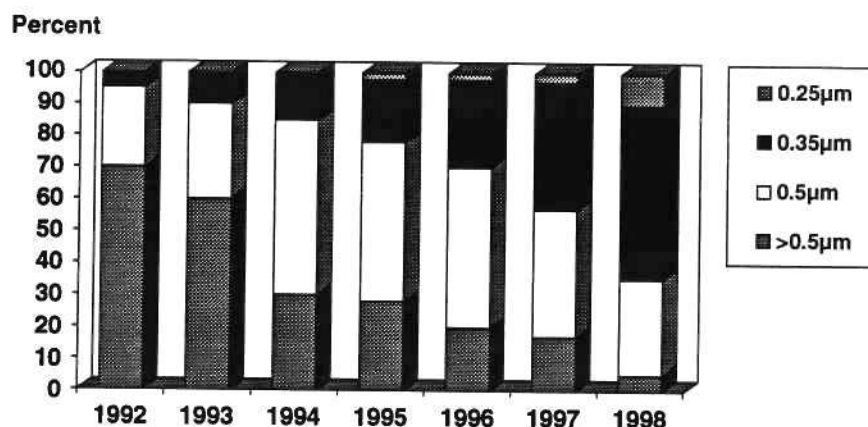


Source: Dataquest
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Allocation of Equipment by Linewidth Driven by Volume Production



Source: Dataquest
9503807

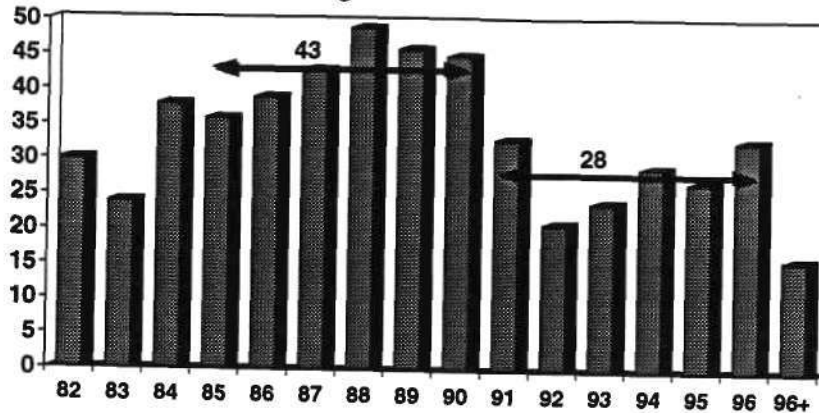
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Semiconductor Fabs: Bigger, Fewer, and Better



New Fabs Are Fewer

Number of New Fabs Coming Online



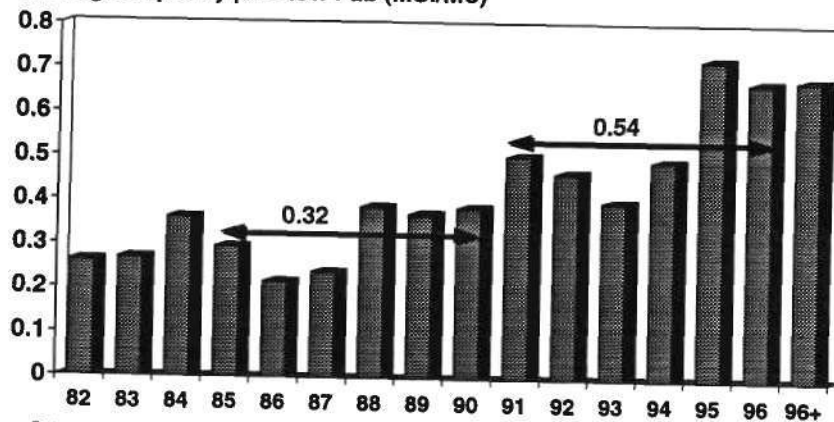
Source: Dataquest
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New Fabs Are Bigger

Average Capacity per New Fab (MSI/Mo)



Source: Dataquest
9503810

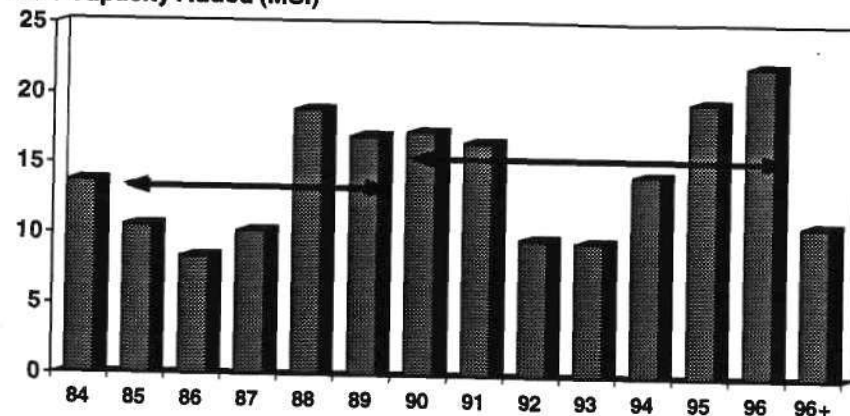
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Semiconductor Fabs: Bigger, Fewer, and Better



But New Capacity Added per Year is About the Same

New Capacity Added (MSI)



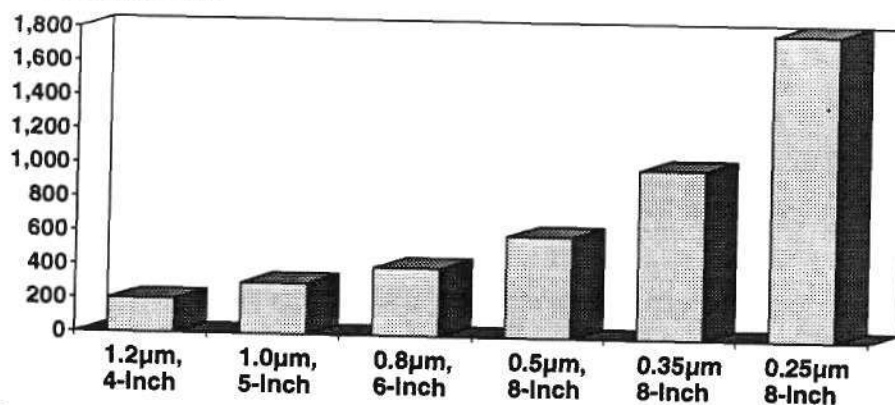
Source: Dataquest
9503812

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Bigger Fabs: More Capable, but also Costlier

Fab Cost (U.S.\$M)



Source: Dataquest
9503812

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Semiconductor Fabs: Bigger, Fewer, and Better



As Fabs Get Bigger, Few Can Afford Building Them

| | 1988 | 1994 | 2000 |
|-----------------------------------------------|-----------|-----------|-----------|
| Companies with Revenue >2 X Cost of a New Fab | 20 | 18 | ~14 |
| | 1985-1990 | 1991-1996 | 1997-2002 |
| New fabs | 258 | 168 | ~135 |
| Companies building new fabs | 134 | 87 | ~65 |

Source: Dataquest
9503817

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Impact

- Fewer new fabs will be built by fewer companies
- New fabs will be bigger and more expensive
- Companies building fabs will be
 - Integrated device manufacturers (IDMs)
 - Commodity, high-volume products (DRAM, SRAM, MCU)
 - High-margin, leading-edge logic products (MPU, ASIC)
 - Foundries
 - PC ICs (chipset, graphic, audio, etc.), PLDs

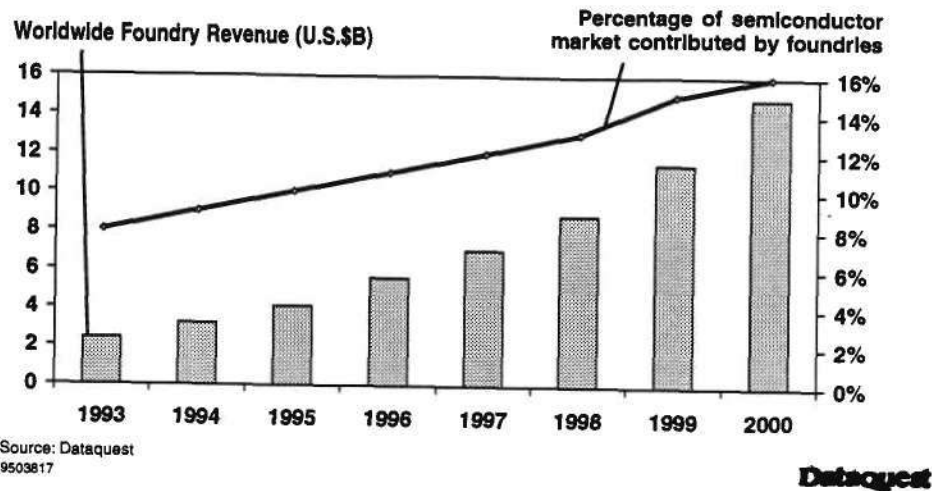
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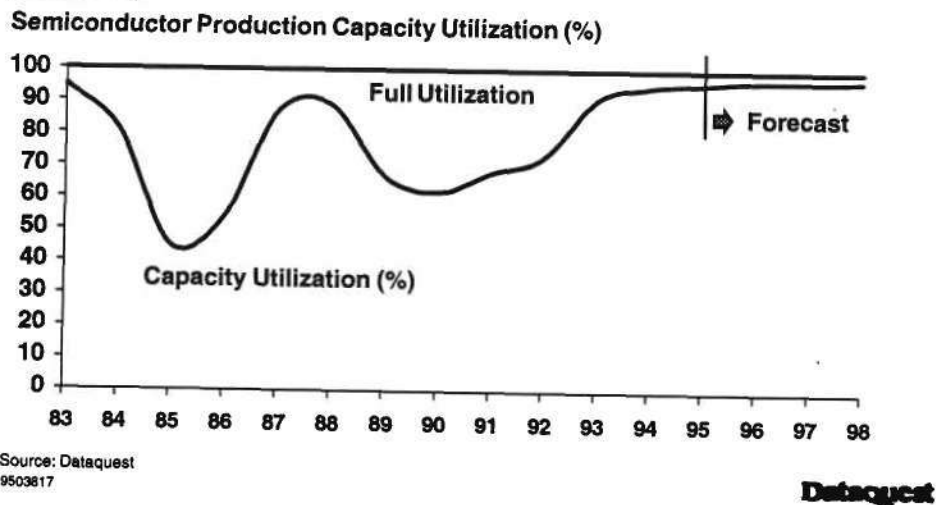
Semiconductor Fabs: Bigger, Fewer, and Better



The Rise of Foundries



Semiconductor Production Capacity Utilization—Full Utilization





Conclusions

- Era of 8-inch fabs: Next 10 years
- North America and Asia/Pacific dominate new fabs, 1995-1998
- New fabs will be fewer and bigger
- Companies building new fabs are fewer
- More and bigger foundries
- Industry capacity will be efficiently utilized

Source: Dataquest
9503817

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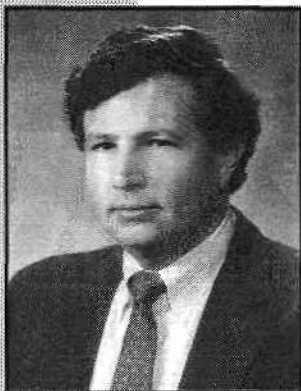
Flexible Manufacturing Fab Design

Jorge Carbó

Director

Worldwide Marketing and Sales

SubMicron Technology



Mr. Carbó is the Director of Worldwide Marketing and Sales for SubMicron Technology. He has 29 years of experience in the semiconductor industry, including 16 years at Texas Instruments, 7 years at Fairchild and National Semiconductor, and 3 years at UTMC. Since 1993 Mr. Carbó has been a consultant in the area of semiconductor marketing and sales.

Mr. Carbó's diverse background includes positions in quality and reliability, process control, manufacturing operations, and product line management. For the last 12 years, he has focused on marketing and sales management, holding positions as Division Marketing Manager, Corporate Strategic Marketing Manager, and Vice President of Marketing and Sales.

Mr. Carbó received a B.S. degree in chemical engineering from Villanova University and an M.B.A. in marketing from the University of Dallas.



Flexible Manufacturing Design

This paper describes the design philosophy used for flexible manufacturing design of SubMicron Technology's new submicron 200mm foundry

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What Does It Take for a Foundry's Success?

- No. 1—Achieve good profits, justifying the large financial investment (about \$1 billion)
- No. 2—Provide customers manufacturing service with robust processes, high yield, and fast response times
- No. 3—Earn high wafer prices, by supporting customer's high chip prices, by staying in leading-edge manufacturing for highest performance chips:
 - Upgrade process tools every few years
 - Replace toolset every two generations:
 - 0.50/0.35-micron toolset (start-up)
 - 0.25/0.18-micron toolset (6 years later)

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What Does It Take for a Foundry's Success?

- No. 4—Follow the market, responding to customer needs faster than the customer's competition
- Requires:
 - Fast flexibility in manufacturing
 - Fast product qualification time
 - Fast production cycle times

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Factors Essential to Profitability

- No. 1—Low wafer-contamination performance during flexible manufacturing activities:
 - Affects—Die yield, process technology, selling price, customer satisfaction
- No. 2—High process tool utilization:
 - Affects—Wafer manufacturing cost, cycle time, customer response time
- No. 3—Stable, reliable, facility process-critical systems and environments:
 - Affects—Line-yield, die-yield, design rules, selling price, cycle time, customer satisfaction

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Factors Essential to Profitability

- No. 4—Short production cycle time:
 - Affects—Yield, yield improvement rate, customer satisfaction, response to market
- No. 5—Ability to upgrade tools and facility systems, during ongoing manufacturing:
 - Affects—Process technology, tool utilization, selling price, customer satisfaction, response to market
- No. 6—Predictable and reliable process tool performance:
 - Affects—Wafer manufacturing cost, cycle time, customer response time
 - Affects—Line-yield, die-yield, design rules, selling price, cycle time, customer satisfaction

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Submicron Technology 1

- New world-class submicron 200mm semiconductor factory for foundry services (SMT 1)
- SMT 1 capable of more than 5,000 CMOS wafer-outs per week, at 0.5 microns
- SMT 1 starting up with 0.5/0.35-micron toolset
- SMT 2 capable of more than 9,000 CMOS wafer-outs per week (several years later)
- SMT 1 + SMT 2 are located together, in Bangkok, Thailand

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Flexible Manufacturing Fab Design



SMT 1 Manufacturing Technology Plan (Assumes Four-Year Technology Cycle)

| <u>Year</u> | 1996 | 2000 | 2004 | 2004 |
|-----------------------------------------|------|------|-------|--------------------|
| <u>Feature size (Microns)</u> | 0.05 | 0.35 | 0.25 | 0.18 (development) |
| <u>Chip Sizes Up to (Mils per Side)</u> | 400 | 500 | 600 | 700 |
| <u>Equivalent DRAM</u> | 15MB | 64MB | 245MB | 1GB |

Source: SMT

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SMT 1 Schedule

- Project design start 12/94
- Configuration frozen 3/95
- Ground broken 6/95
- Office building occupancy 2/96
- Facility technical occupancy Summer 1996
- Start-up tool installation Fall 1996
- Process qualification Fall 1996
- Start production ramp 12/96

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Flexible Manufacturing Design Approach

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Fast Response to Customer Charges

- Manufacturing makes adjustment to different product mixes, plus different SMT standard processes mix, at each shift start
- Requires:
 - Robust processes and design rules, with products run on SMT standard processes, not “tweaked”
 - CIM soft-automation system does rebalancing calculations, tool assignments, reticle scheduling, and ensures next-cassette at each tool early
 - CIM uses keyless “smart-tracker-system” to keep track of locations of product-cassettes and reticles, in tools and in smart-stockers

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Hard-Automation Benefits

- SMT is still studying whether to use rail-transportation hard-automation between smart-stockers
- So far, our studies have shown no profitability benefit to recover the investment and maintenance costs:
 - The rail automation should be paid for by improved tool utilization, but SMT does not find such an improvement
 - High tool utilization mostly comes from the CIM system, by ensuring cassettes arrive early at their next tool
 - People have plenty of time to make this delivery
 - They are very inexpensive as transporters, and they are more flexible

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Clean Manufacturing Environment

- Wafers are protected by minienvironments on tools, plus wafer cassette handling in SMIF PODS:
 - Class 0.1 environment at the wafer (operating)
 - Achieved during all manufacturing and tool-work operation
 - Not just for standby, as required by FED STD 209
- Open "Class 100-Turbulent" ballroom for tool service personnel

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Ability to Work on Tools During Manufacturing

- SMT 1 manufacturing operates 24 hours per day, 7 days per week, 51 weeks per year:
 - Tools must be worked on during ongoing manufacturing
- Class 0.1 minienvironments and SMIF pods provide total particle isolation from work of repairing, installing, moving tools
- Facility's subfab tool services design allows connection and removal of process tools, while a facility service remains "hot":
 - Allows other tools to operate on the same service, without disturbing the ongoing manufacturing

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Ease of Work

- Tools can be placed anywhere in the ballroom for manufacturing convenience
- Free-standing tools:
 - No bulkhead walls to interfere with service
 - Minienvironments with access doors at all service points
 - Immediate access around entire tool
- People in comfortable gowning:
 - No face masks makes people more comfortable and communication easier
 - Standard Class 100 gowning
 - More productive in operations and maintenance
 - Same persons can do dirty tool work and then deliver wafer pods

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Ease of Work Benefits

- Due to minienvironment and SMIF-POD isolation, plan to run yield-qualification runs during time of maximum tool installation work:
 - Don't have to wait for tool installation to finish
- From the ease of work plus from yield-qualification being done during tool installation, SMT experts to save two months in start-up:
 - This time savings was experienced by TSMC Fab II, during its start-up ... for the same reasons
 - The two months saved millions of dollars in avoided tool and facility depreciation costs, and in wage and expense costs of the start-up team

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High-Yield Design

- Data from existing minienvironment/SMIF fabs indicates a better die yield is obtained, when the fab does a lot of tool working during manufacturing (flexible manufacturing)
- SMT decided that minienvironments and SMIF-POD handling are essential for our foundry-type operation
- "Smart-Tracker-System," for tracking the POD-cassettes, has a keyless entry system. Two fabs have reported a wafer-yield improvement of 3% due to elimination of operator keyboard errors

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Facility Process-Critical Systems

- Robust process-critical facility systems will operate to specifications 24 hours/day, 7 days/week, 51 weeks per year, regardless of equipment failures
- Stable systems:
 - Process-critical systems operated by statistical process control
 - Critical parameters monitored online and computer tracked
 - Industrial-grade controls and sensors used for stability
- Reliable systems:
 - Sufficient redundancy in process-critical systems to allow servicing and repair without affecting operating tools
 - Redundancy prevents failures from disturbing operating tools

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Facility Process-Critical Systems

- Facility emphasizes flexible manufacturing and long technical life (greater than 10 years):
 - Able to upgrade facility systems without shutdown
 - Facility designed to go from 0.5-micron to 0.25-micron manufacturing/0.18 development, without renovation
 - Plan to upgrade facility performance, as needed, during operations

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Facility Process-Critical Systems

- **Ultrapure chemistry:**
 - Refiltered/pumped all ultrapure chemicals
 - Purifier technology on H_2SO_4 , HF, IPA
 - Blending on ultrapure NH_4OH
 - State-of-art metrology laboratory
- **Ultrapure gases:**
 - Ultradry technology
 - Local gas-purifiers
 - Scintered-metal filters
 - Noncorrosion technology
 - Low leak rates for <10-PPB purity
 - State-of-art instrumentation

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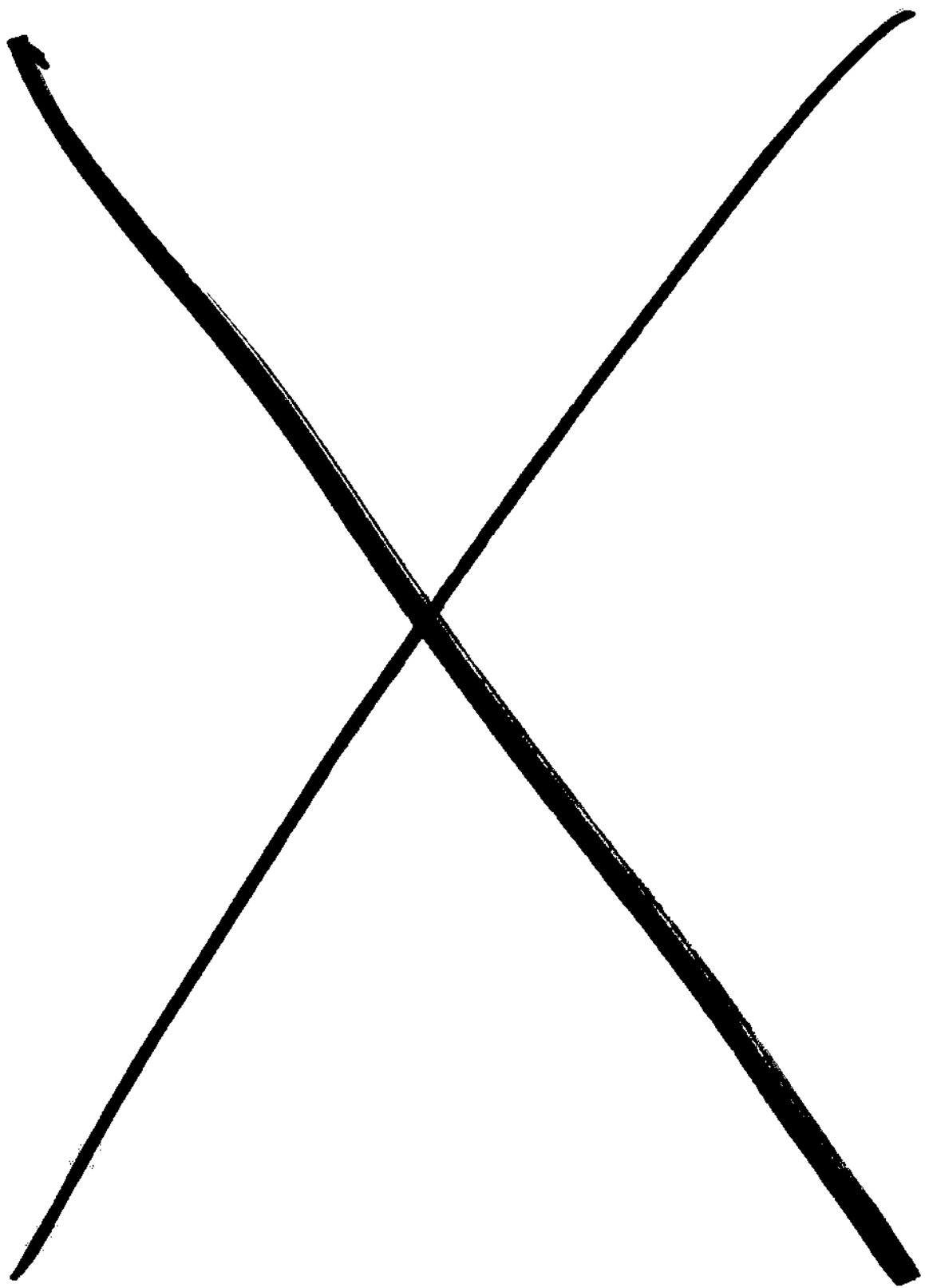
Facility Process-Critical Systems

- **Ultrapure water:**
 - RO membrane technology
 - Ozone
 - Vacuum degassification
 - One-pass resin technology
 - Warm or hot DI (later)
 - State-of-art instrumentation

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Semiconductor Reports

| Document | Code | Price |
|-----------------------------------------------------|-----------------|----------|
| DQ Calls the Shots-RISC and CISC Computing Designs | ASIC-WW-FR-9401 | \$2,995 |
| Vertical Markets:Designing for International Succe | ASIC-WW-FR-9402 | \$2,995 |
| HD-PLDs: Where are We Growing? | ASIC-WW-PA-9501 | \$595.00 |
| System Designers Uncover ASIC Opportunities | ASIC-WW-UW-9501 | |
| 1994 SRAM Regional Mrkt in Review | MMRY-WW-MA-9501 | \$995 |
| DRAMs, Cache and Flash Fuel Memory Mkt Growth | MMRY-WW-PD-9501 | \$595 |
| PC Core Logic: A Focused Analysis | MCRO-WW-FR-9502 | \$1,995 |
| Microprocessor Forecast and Assumptions: June 1995 | MCRO-WW-MT-9502 | \$2,495 |
| Personal Comm.Services(PCS):Wireless Renaissance | SAMM-WW-FR-9501 | \$2,995 |
| Emerging Automotive Electronics Applications | SAMM-WW-FR-9502 | \$2,995 |
| Digital Drives Demand for Future Cellular | SAMM-WW-MA-9502 | \$695 |
| Automotive Application Markets | SAMM-WW-MT-9401 | \$2,495 |
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| Semiconductor Equipment Road Map | SEMM-WW-FR-9401 | \$2,495 |
| Overview of S/C Fabs:News,Planned,and Expansions | SEMM-WW-FR-9402 | \$2,595 |
| Dedicated Foundries | SEMM-WW-FR-9501 | \$2,495 |
| Low-Voltage IC Update:What's the Rush? | SPSG-WW-FR-9501 | \$1,495 |
| North American S/C Price Outlook-2nd Qtr 1995 | SPSG-WW-PT-9501 | \$2,495 |
| Five-Year Forecast Trends-Spring 1995 | SCND-WW-MT-9501 | \$2,495 |
| Semiconductor Startups Revisited | SEMI-WW-CT-9402 | \$1,495 |
| Integrated Circuit Packaging | SEMI-WW-FR-9501 | \$2,995 |
| Semiconductor Five Year Forecast Trends Spring ' 95 | SEMI-WW-MT-9501 | \$2,495 |
| Flash Report Available July | MMRY-WW-VP-9303 | \$295 |
| DRAM Supply /Demand Quarterly Stats | DSDR-WW-MS-95Q | \$5,000 |
| DRAM Supply/ Demand Quarterly Stats | DSDR-WW-MS-9500 | \$15,000 |
| WW & NA Electronics Equipment Production Forecast | SAMM-WW-MS-9501 | \$5,000 |

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