

# **BUSINESS OUTLOOK**

# **GLOBAL ELECTRONICS**

# **INDUSTRY**

**WALT CUSTER**  
**CUSTER CONSULTING GROUP**  
*[www.custerconsulting.com](http://www.custerconsulting.com)*  
**June 2009**

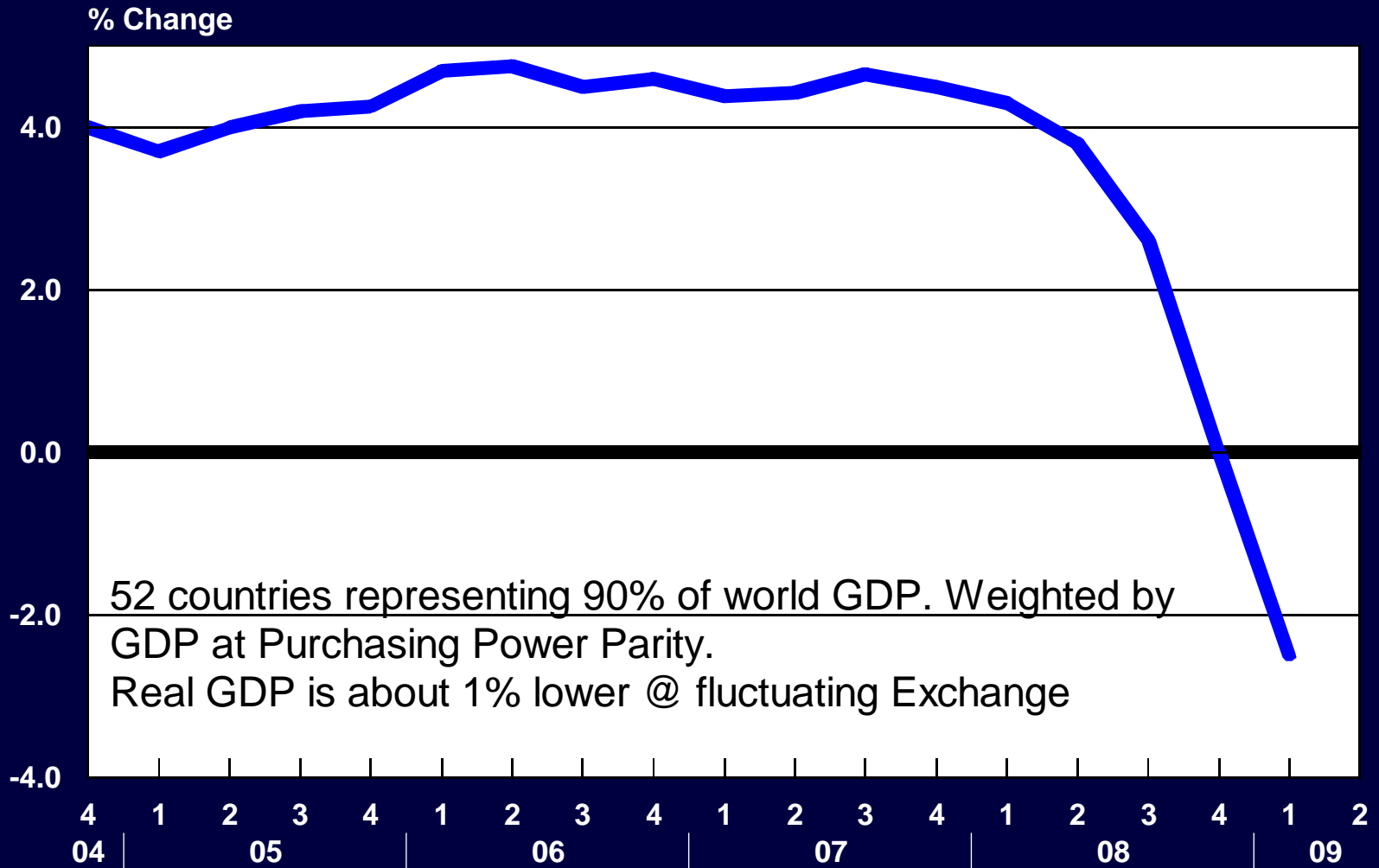
The Bottom

ARE WE THERE YET ?..



MIKE WICKONJ 11-1-11  
@ 02.c.m  
RELAXED TYPICAL CARTOONIST

# World GDP Growth Quarter-to-Quarter



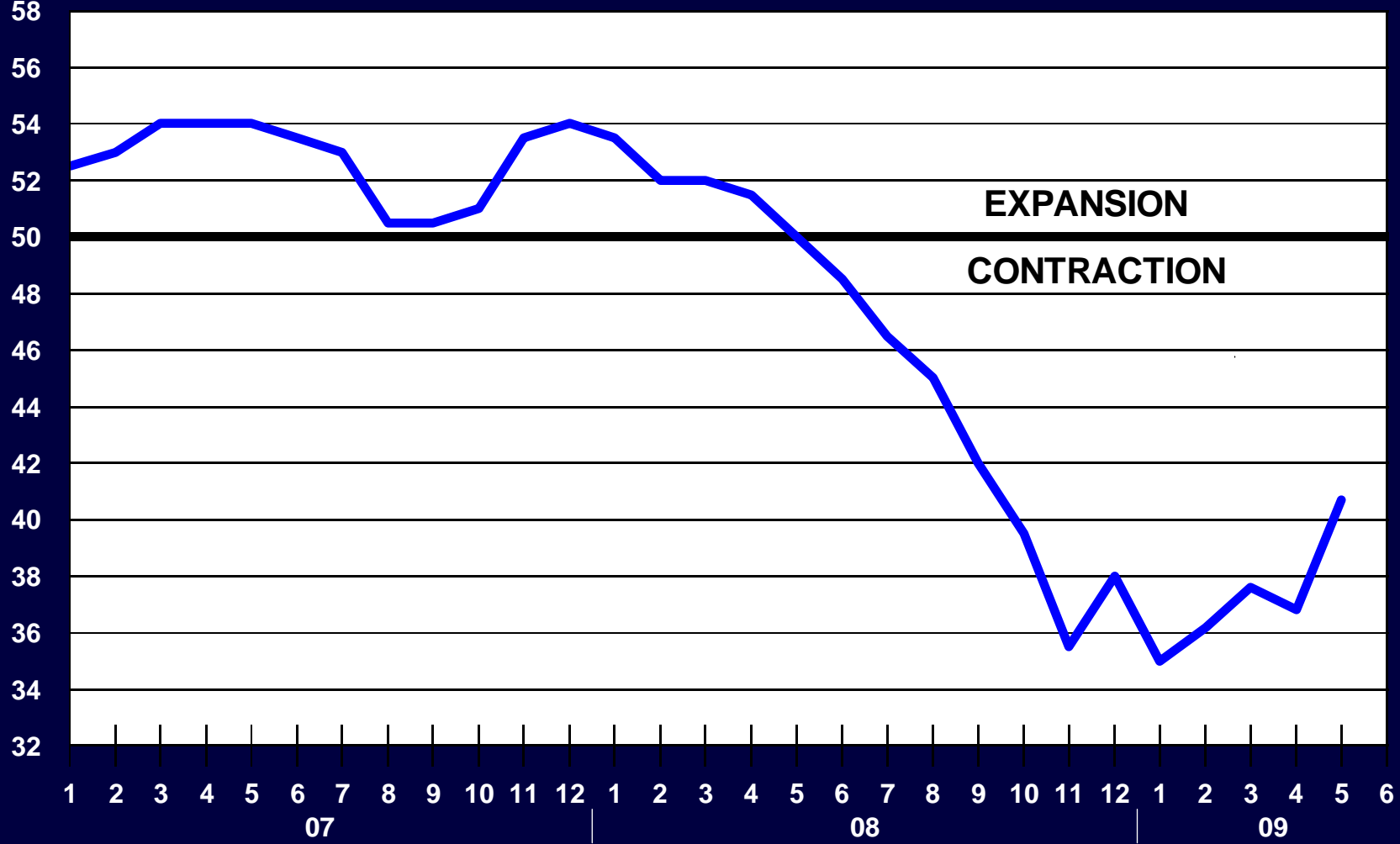
# Industrial Production - World

% Change vs. One Year Earlier

BRITAIN	-12.3 Apr
CZECH REPUBLIC	-23.2 Apr
FRANCE	-18.8 Apr
GERMANY	-21.6 Apr
ITALY	-24.2 Apr
NETHERLANDS	-13.2 Apr
RUSSIA	-16.9 Apr
SPAIN	-28.6 Apr
EURO area	-20.2 Mar
CANADA	-8.4 Mar
USA	-13.4 May
CHINA	+8.9 May
INDIA	-2.3 Mar
MALAYSIA	-11.5 Apr
SINGAPORE	-0.5 Apr
S KOREA	-8.2 Apr
TAIWAN	-19.5 Apr
THAILAND	-9.7 Apr
JAPAN	-31.2 Apr

# Eurozone. "Purchasing Managers" Index

DIFFUSION INDEX



Markit Economics

# **G8 prepares for global recovery**

**Financial Times**

**June 13 2009**

**G8 finance ministers on June 13 agreed that their economies were showing “increased signs of stabilisation” and for the first time started to craft exit strategies to counter the inflationary impact of their stimulus measures.**

**A draft communique of their ministerial meeting in Lecce, Italy noted a recovery in stock markets, a decline in interest rate spreads, improved business and consumer confidence and better figures in the manufacturing sector.**

# Electronic Equipment

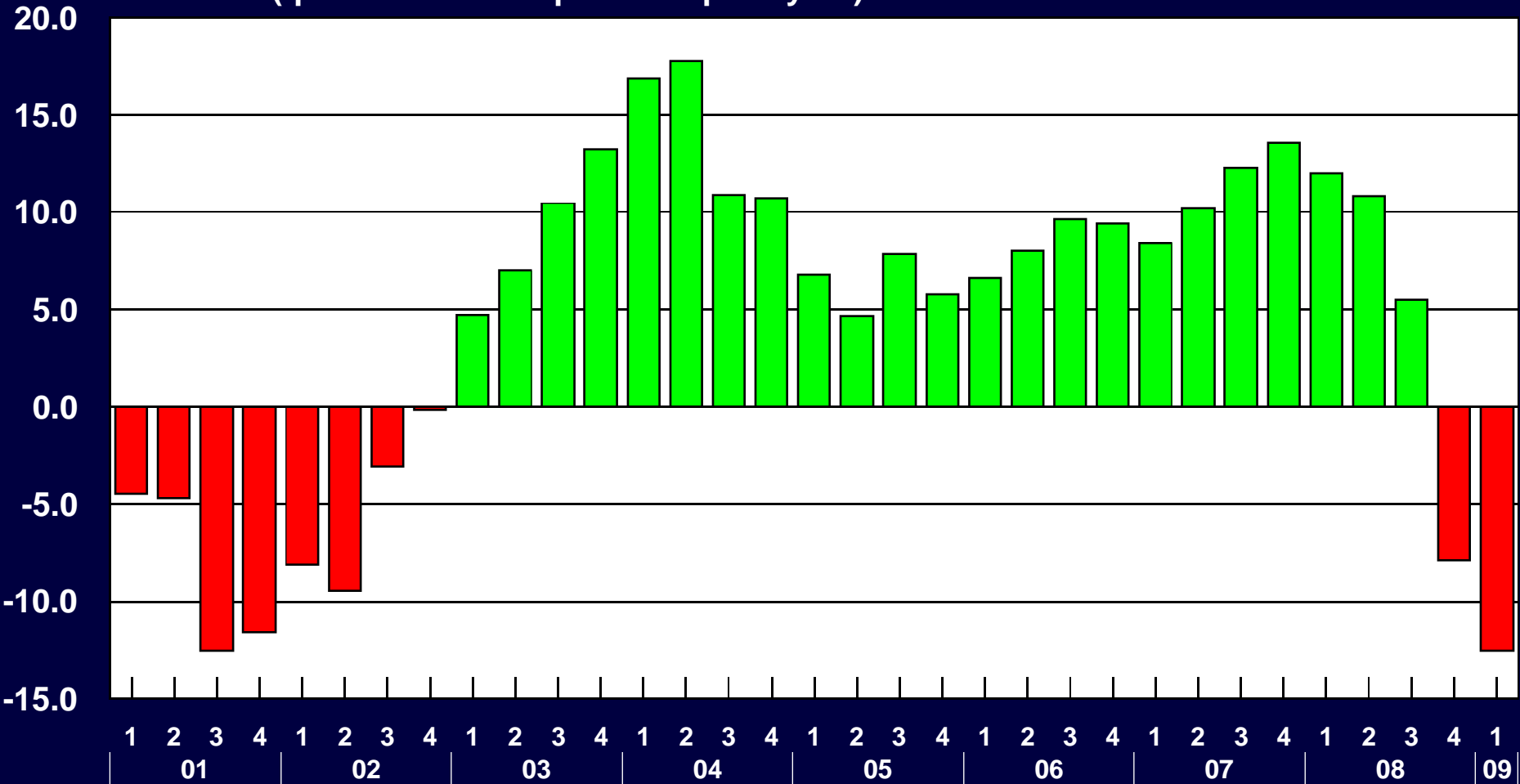


# Electronic Equipment Suppliers

## Composite of 61 Public Companies

### Quarterly Revenue Growth

% Growth (quarter vs same quarter in prior year)

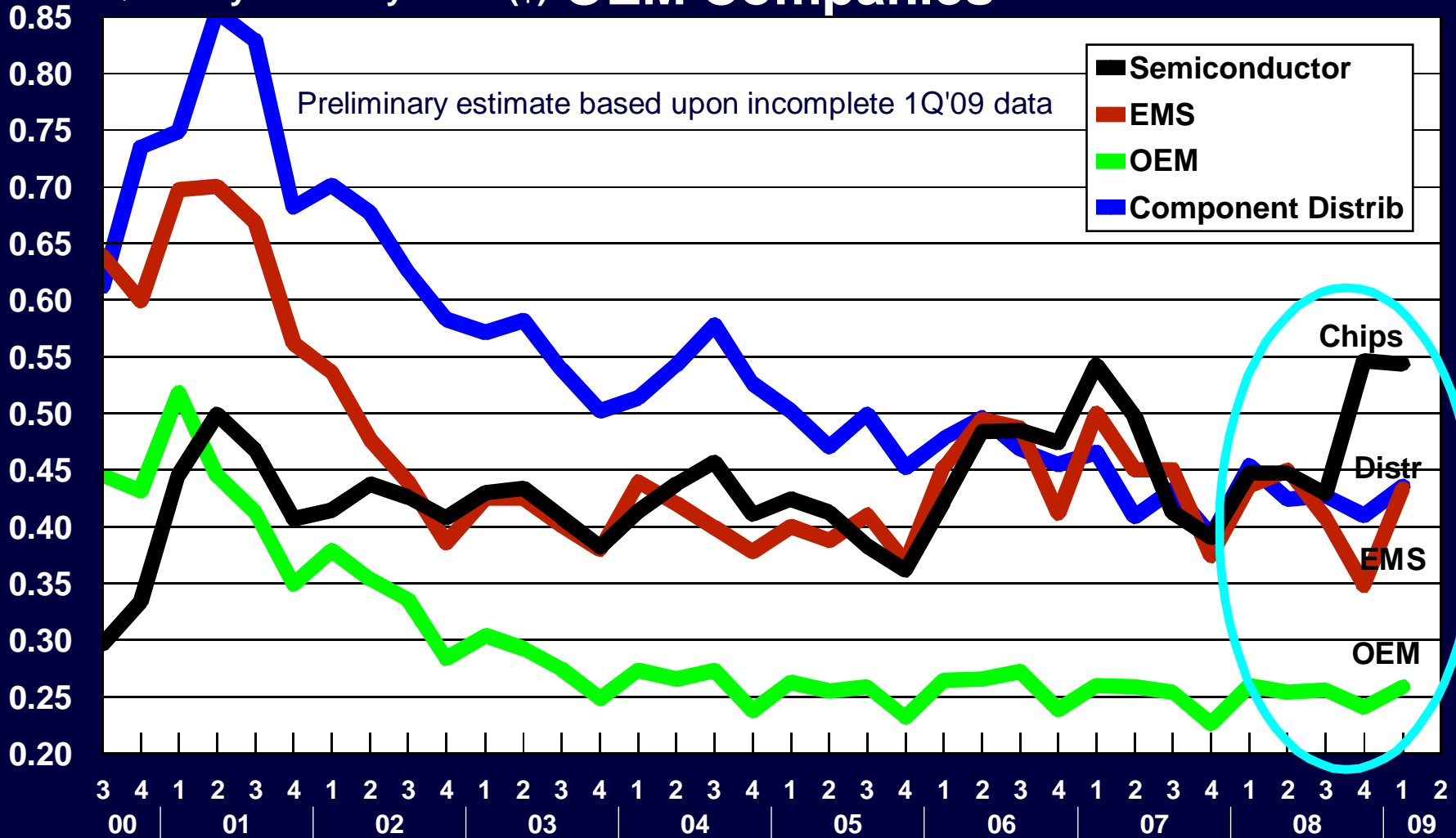


Computer 13, Internet 2, Storage 9, Telecom 6, SEMI 14, Medical 4, Instruments 7, Military 6

# Inventory/Sales Ratio

## Large Component Distributors, Semiconductor, EMS &

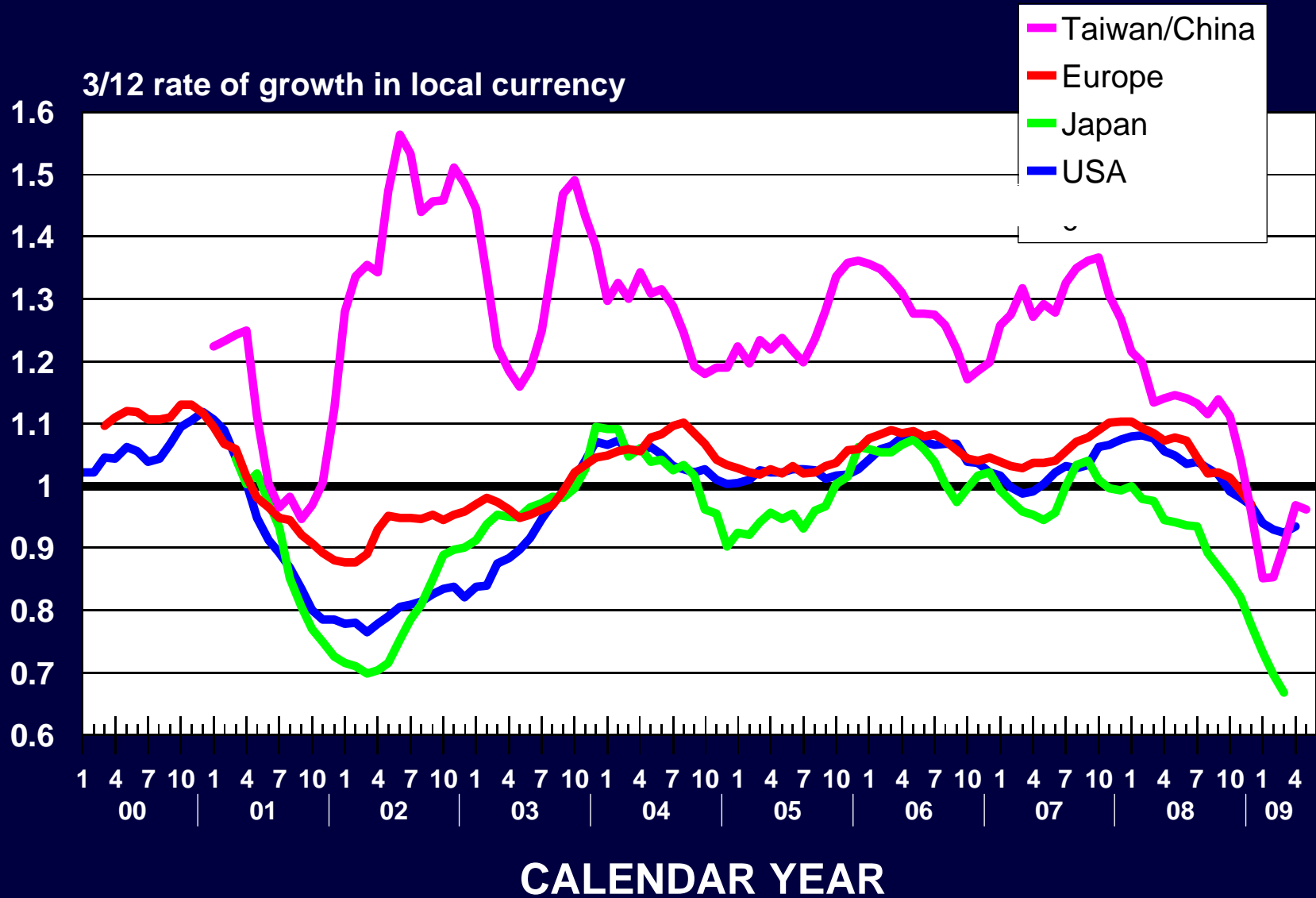
### Quarterly Inventory/Sales (\$) OEM Companies



CY

4 Component Distributor, 18 Semiconductor, 12 EMS and 60 OEM Company Composite

# Global Electronic Equipment Shipment Growth



# **Eurostat Data (NACE Rev 2)**

## **Electronic Equipment Production by Country**

<b>C254</b>	<b>weapons &amp; ammunition</b>
<b>C261</b>	<b>electronic components &amp; boards</b>
<b>C2611</b>	<b>electronic components</b>
<b>C2612</b>	<b>loaded electronic boards</b>
<b>C262</b>	<b>computers &amp; peripheral equipment</b>
<b>C263</b>	<b>communication equipment</b>
<b>C264</b>	<b>consumer electronics</b>
<b>C2651</b>	<b>instruments &amp; appliances for measuring, testing and navigation</b>
<b>C266</b>	<b>irradiation, electromedical &amp; electrotherapeutic equipment</b>
<b>C2733</b>	<b>wiring devices</b>
<b>C2751</b>	<b>electric domestic appliances</b>
<b>C2823</b>	<b>office machinery &amp; equipment (except computers &amp; peripherals)</b>
<b>C291</b>	<b>motor vehicles</b>
<b>C2931</b>	<b>electrical &amp; electronic equipment for motor vehicles</b>
<b>C303</b>	<b>air &amp; spacecraft and related machinery</b>
<b>C304</b>	<b>military fighting vehicles</b>

**Monthly indices where average month in CY2005=100**

# PRESENT GROWTH RATES (%)

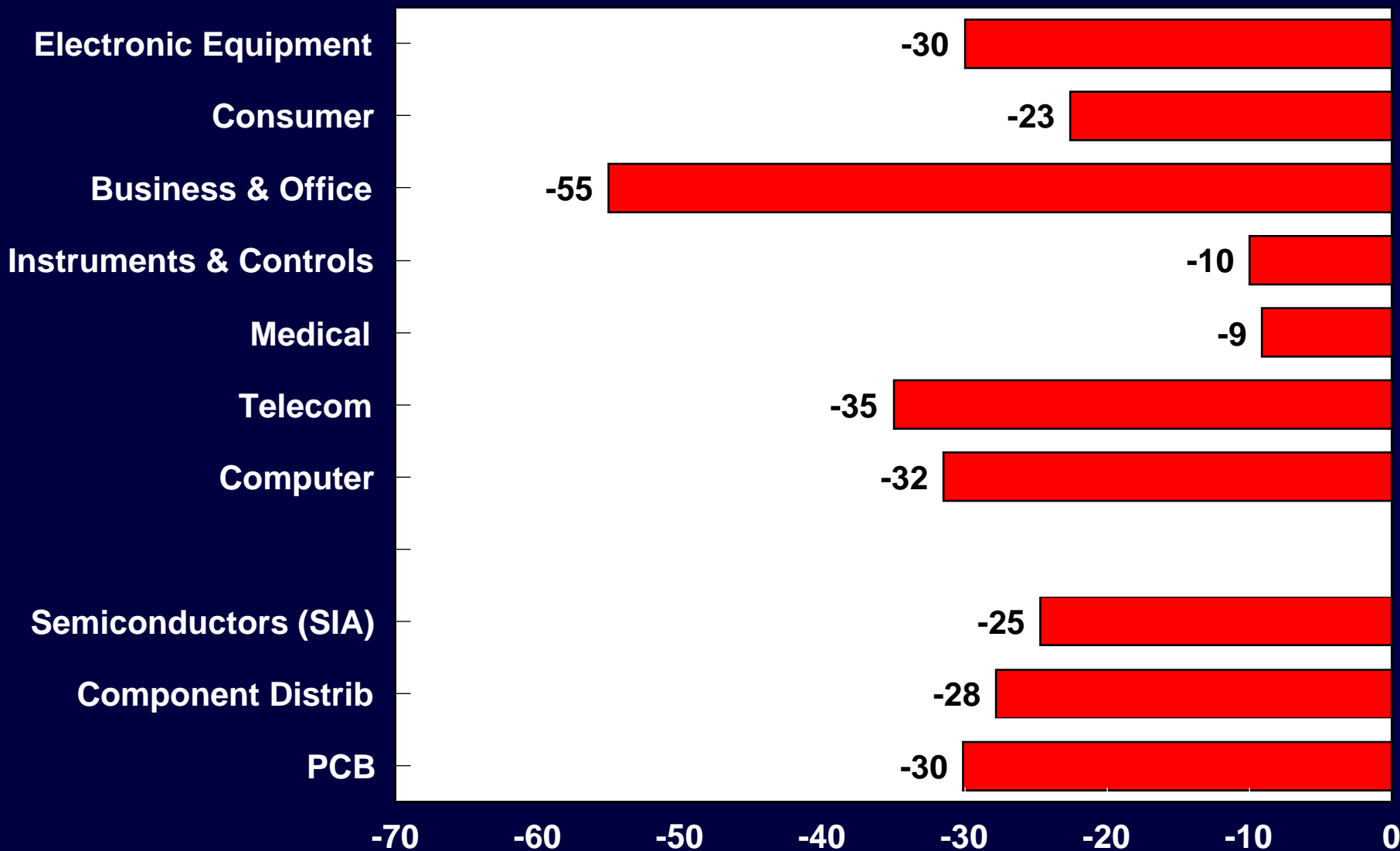
## EUROPEAN ELECTRONICS INDUSTRY

	LATEST MONTH	ANNUAL GROWTH RATE	3-MONTH GROWTH RATE
--	-----------------	--------------------------	---------------------------

### ELECTRONIC EQUIPMENT SHIPMENTS (Index CY 2005 =100)

Components & Boards	4/09	100.0	84.6
Electronic Components	2/09	108.1	94.8
Loaded Electronic Boards	4/09	102.4	99.2
Office Equipment	4/09	80.1	43.9
Computers & Peripherals	4/09	85.0	60.0
Communication Equipment	12/08	94.6	89.3
Consumer Electronics	4/09	90.1	78.3
Electronic Instruments	4/09	94.7	89.2
Medical Electronics	4/09	102.2	92.3
Automotive Electronics	4/09	78.5	69.1
Motor Vehicles	4/09	78.7	59.7
Military Vehicles	12/08	97.7	100.0

# European "Electronic Foodchain" Growth 1Q'09 vs. 1Q'08



% Change

Euros, based on Eurostat, SIA, DMass & Custer Consulting Group data



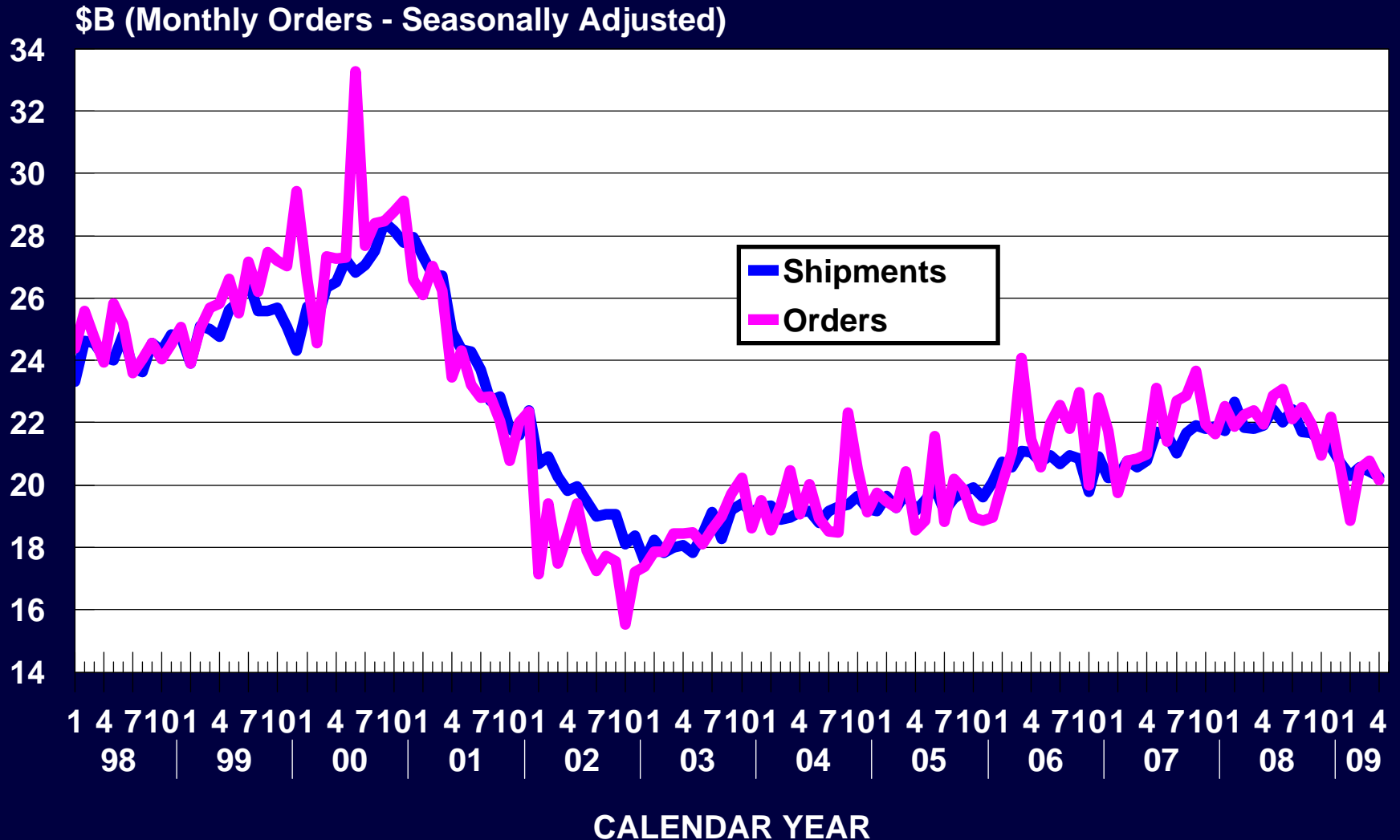
# Taiwan/China Electronic Equipment Producers Composite of 101 Manufacturers



Taiwan listed companies, often with significant manufacturing in China

# US Electronic Equipment Orders & Shipments

Communications, Computer, Military, Instruments



# Market Segments

## Volume (Shift to Low Cost Areas)

Personal Computers

Mobile Phones

Other Consumer Electronics

Datacom/Telecom

Automotive

## "Protected"

Military

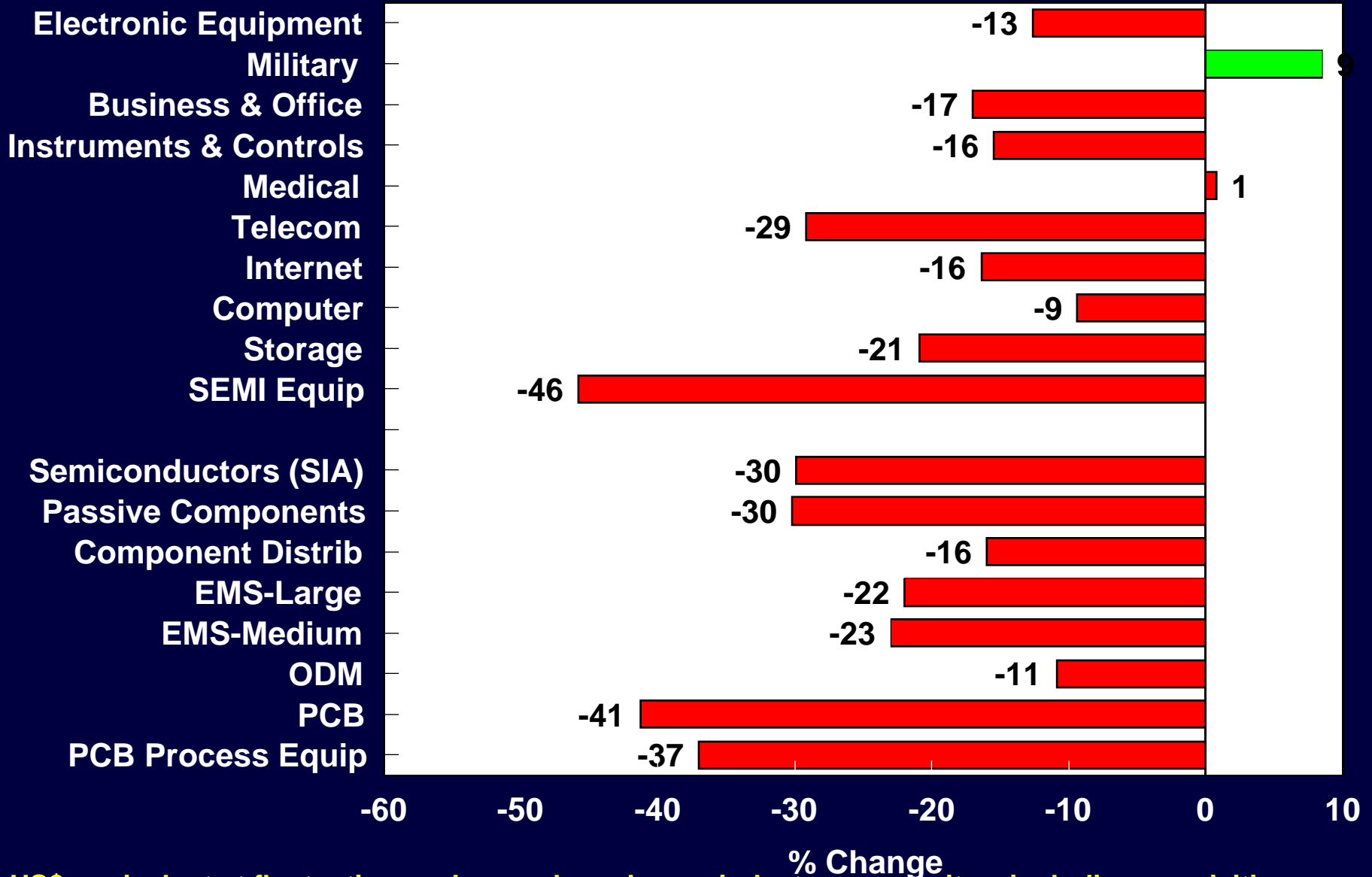
Medical

Instruments & Controls

High IP Content

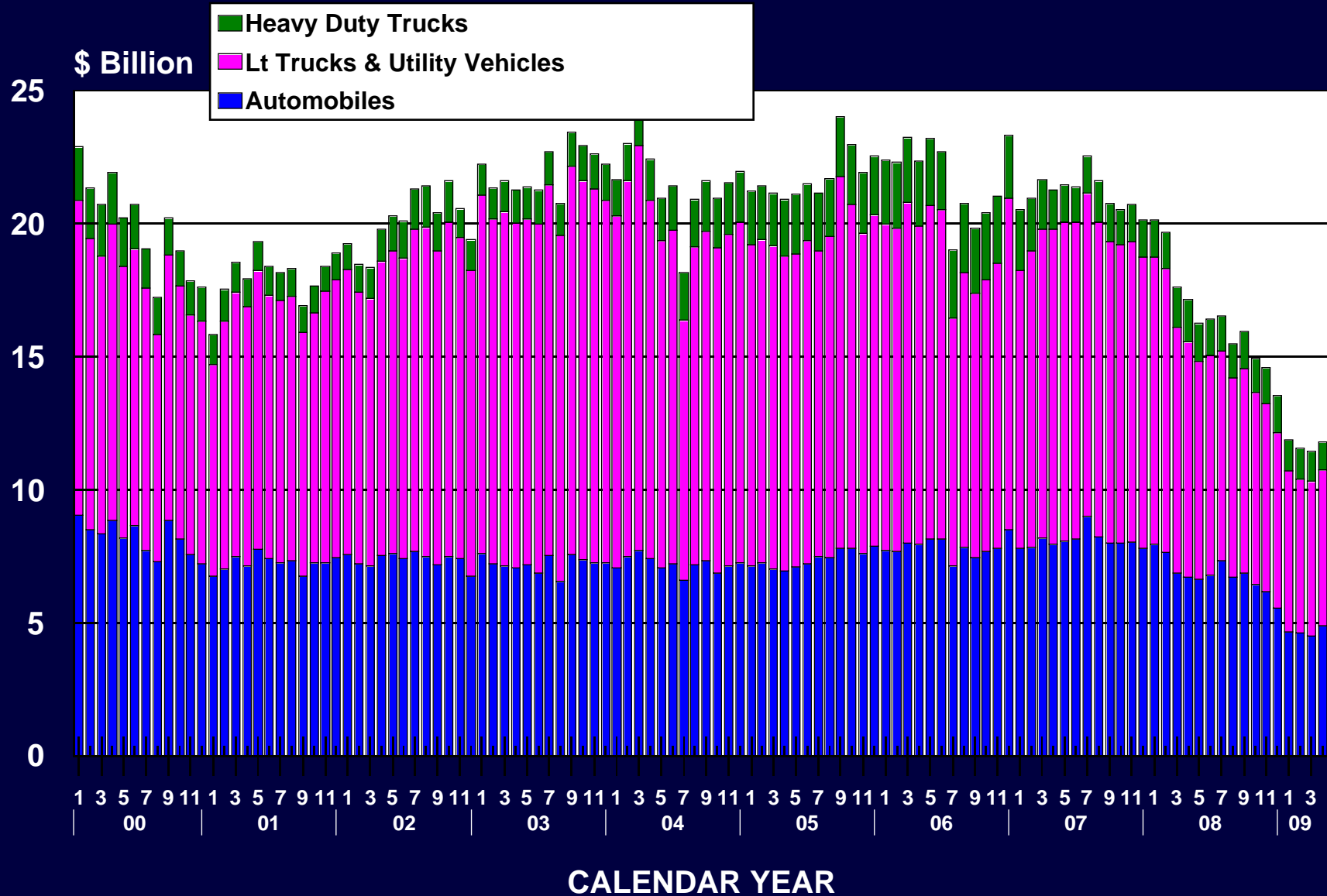
Prototype, Quick Response, Short Run, Need for Local Support

# Global "Electronic Foodchain" Growth 1Q'09 vs. 1Q'08



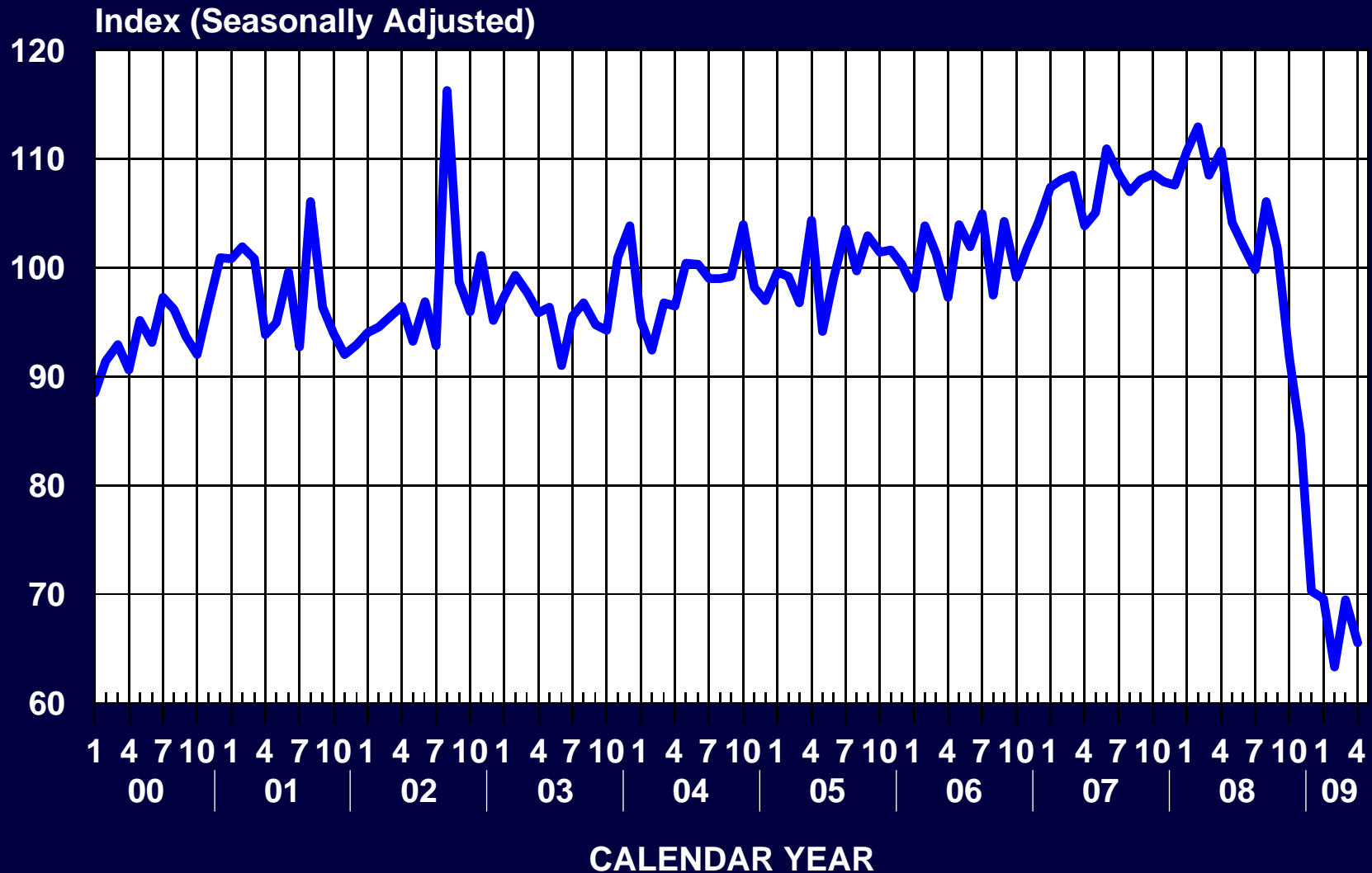
US\$ equivalent at fluctuating exchange; based upon industry composites including acquisitions

# U.S. Vehicle Shipments



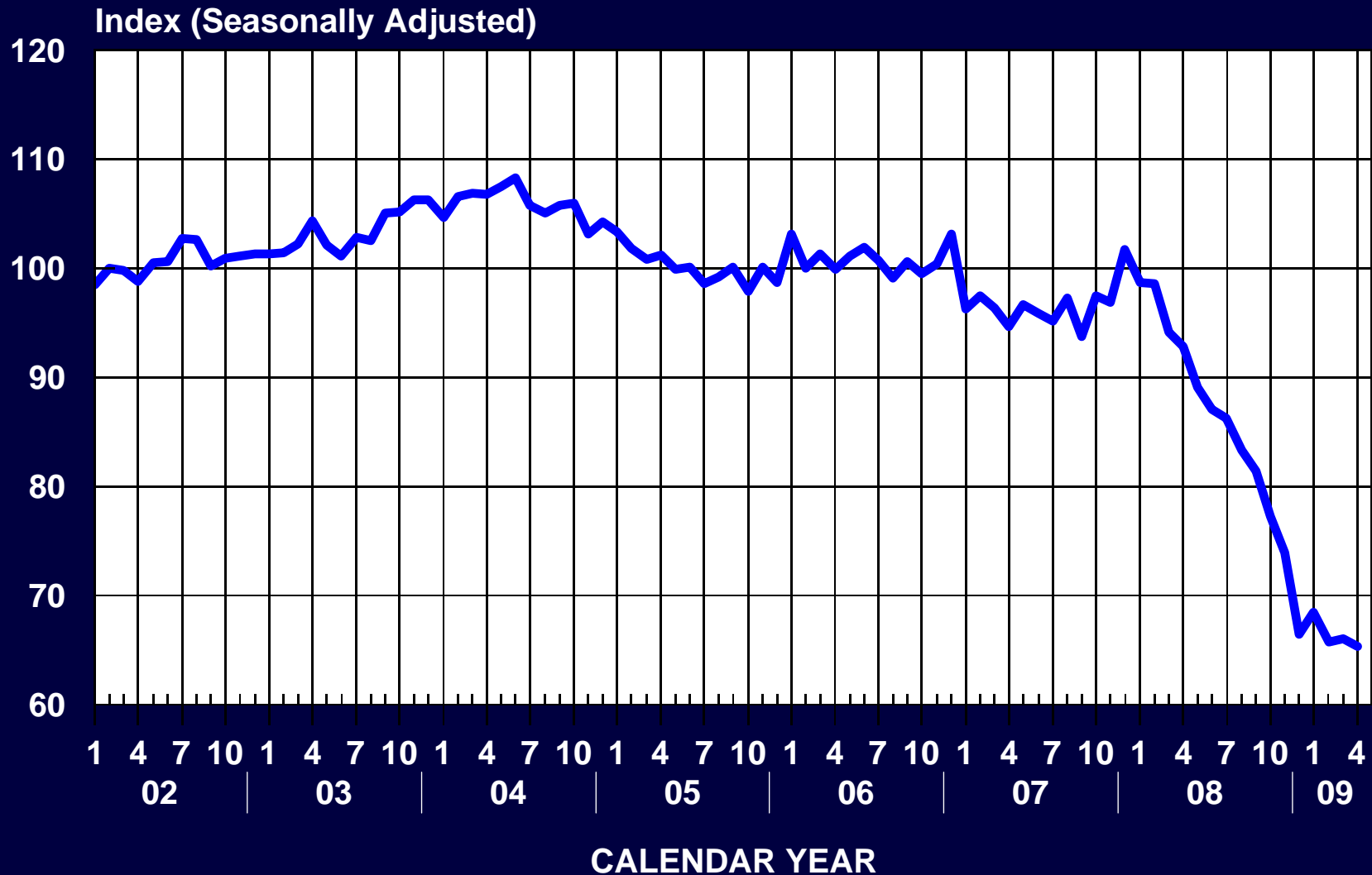
# European Motor Vehicle Production

## Monthly Index (Year 2005 = 100)



# European Automotive Electronics Production

## Monthly Index (Year 2005 = 100)



## European car sales to increase in 2010 & return to 2008 level by 2014

"Because **automotive is among the most important of European industries**-perhaps the most important-many governments have passed **stimulus packages** to help stabilize their auto markets during the recession. The most popular stimulus is the so-called scrappage incentive that gives buyers of new cars a discount if they trade in old cars that generate more air pollution than new, cleaner vehicles."

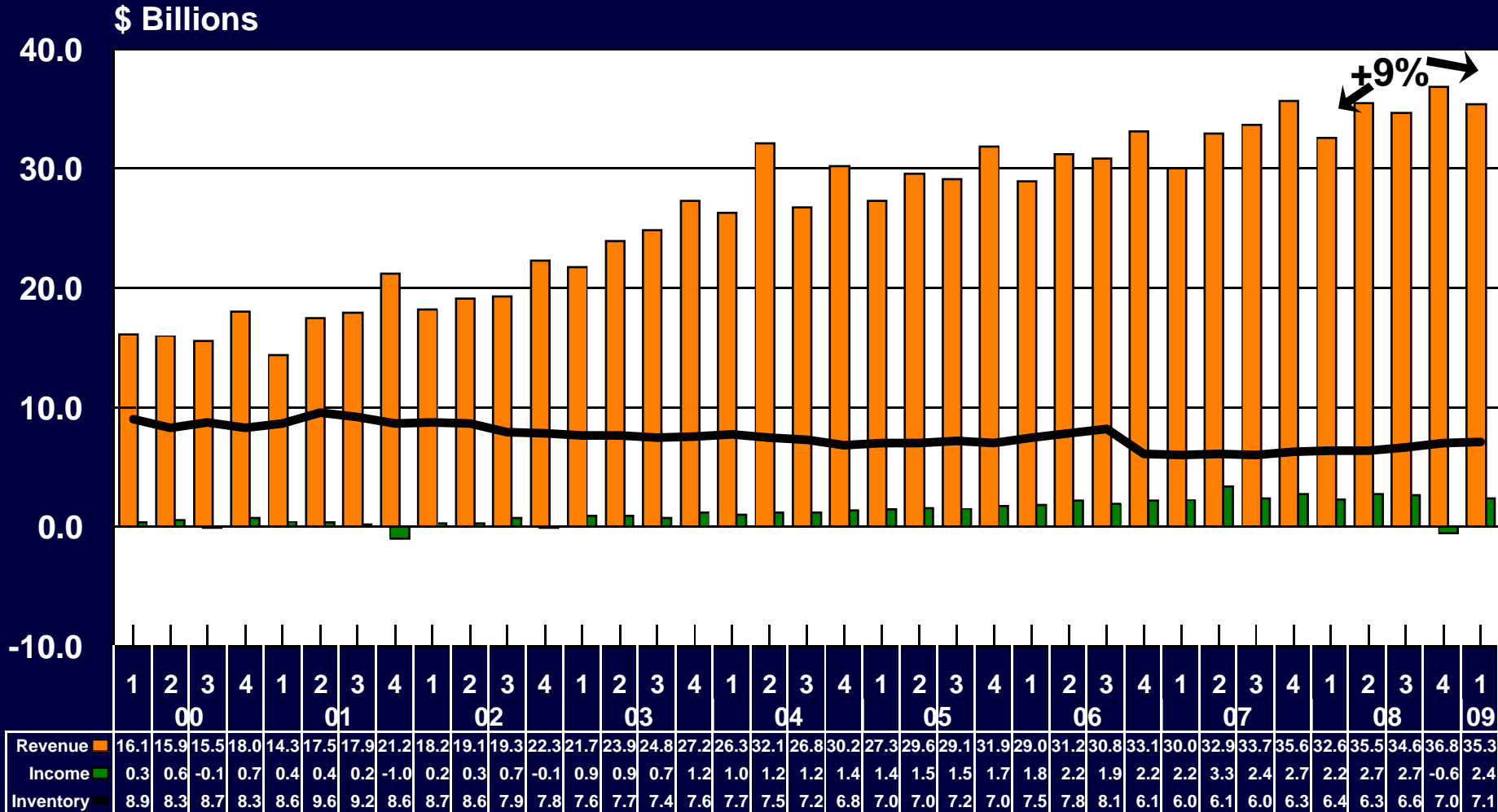
- **Germany's incentive** of €2,500 for a new car started in mid January and immediately impacted sales. The nation's auto sales increased by nearly 17% in February, jumped by 40% in March and grew by another 18% in April, compared to the same months in 2008.
- **France's incentive**, which started in December, 2008, was €1,000 euros, so its impact was less.
- First-quarter auto sales in France declined by 3.9% compared to the same period in 2008, which is actually a relatively strong performance compared to overall double-digit decline in Europe.
- **Europe is the largest auto production region in the world, and is a net exporter of autos.**
- European auto production in Q109 compared to Q108 dropped by 46% in France, 33% in Germany, 40% in Italy and more than 50% in the UK.

The good news is that **Q109 was most likely the bottom of the downturn for Europe and auto production declines will be smaller in the remaining quarters of 2009.**

# Military Equipment

## Composite of 6 Public Companies

### Revenue, Net Income & Inventory

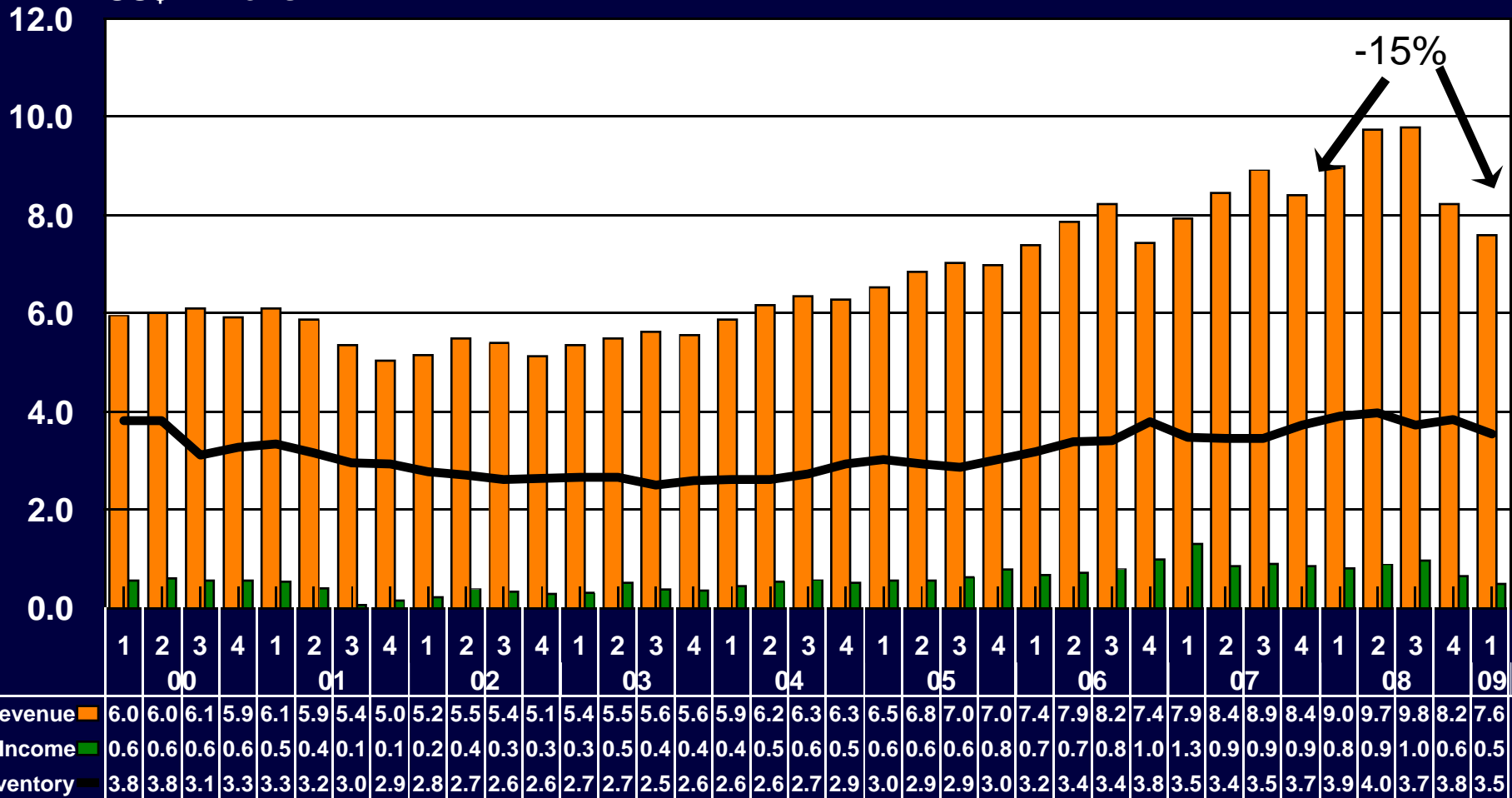


**General Dynamics, Harris, Lockheed, Northrop Grumman, Raytheon, Rockwell Collins**

# Instruments & Control Equipment Composite of 6 Public Companies

## Revenue, Net Income & Inventory

US\$ Billions

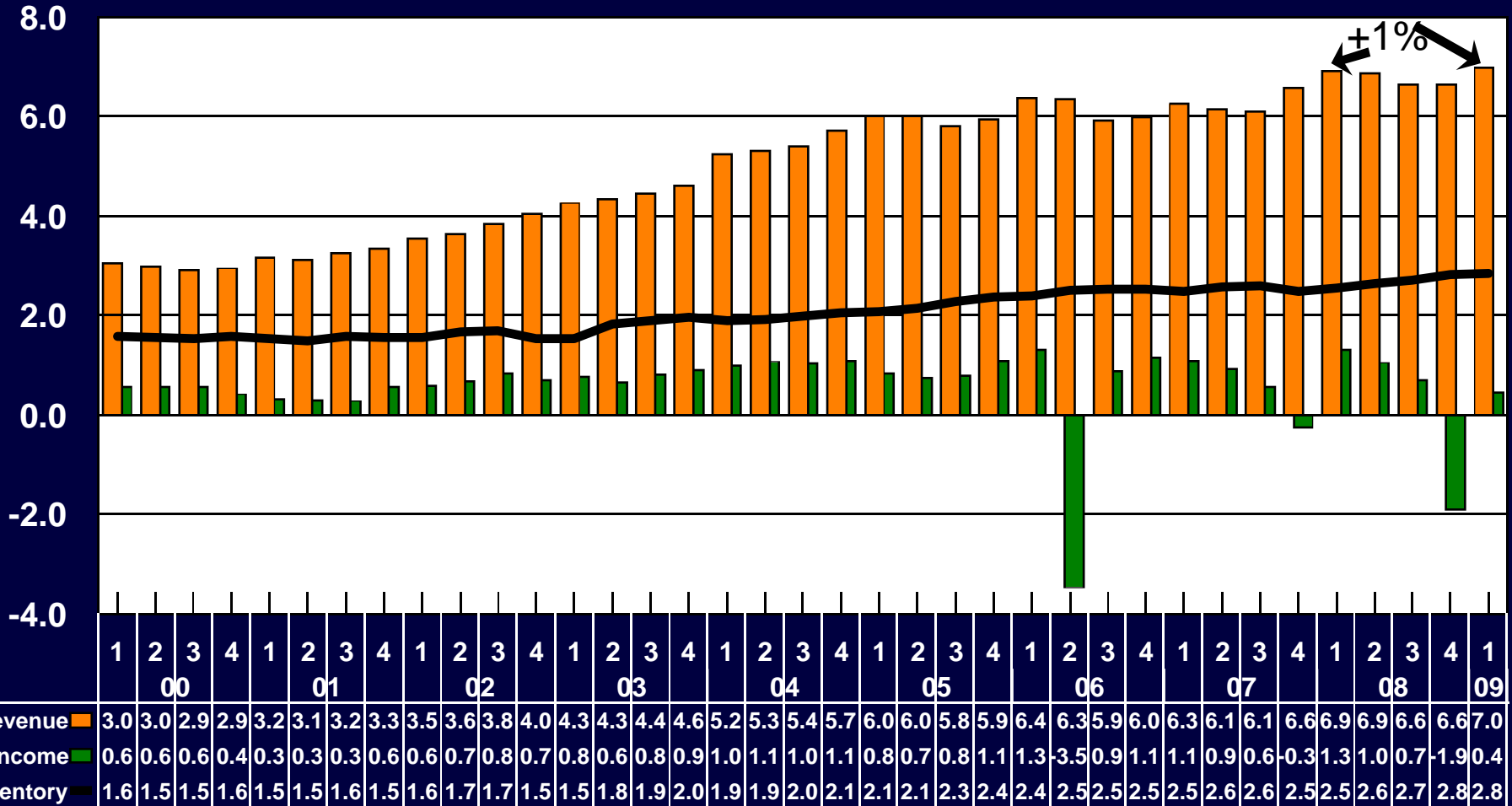


**Ametek, Emerson Electric, Keithley Instruments, PerkinElmer, Rockwell Automation, Teledyne**

# Medical Equipment Composite of 4 Public Companies

## Revenue, Net Income & Inventory

Millions

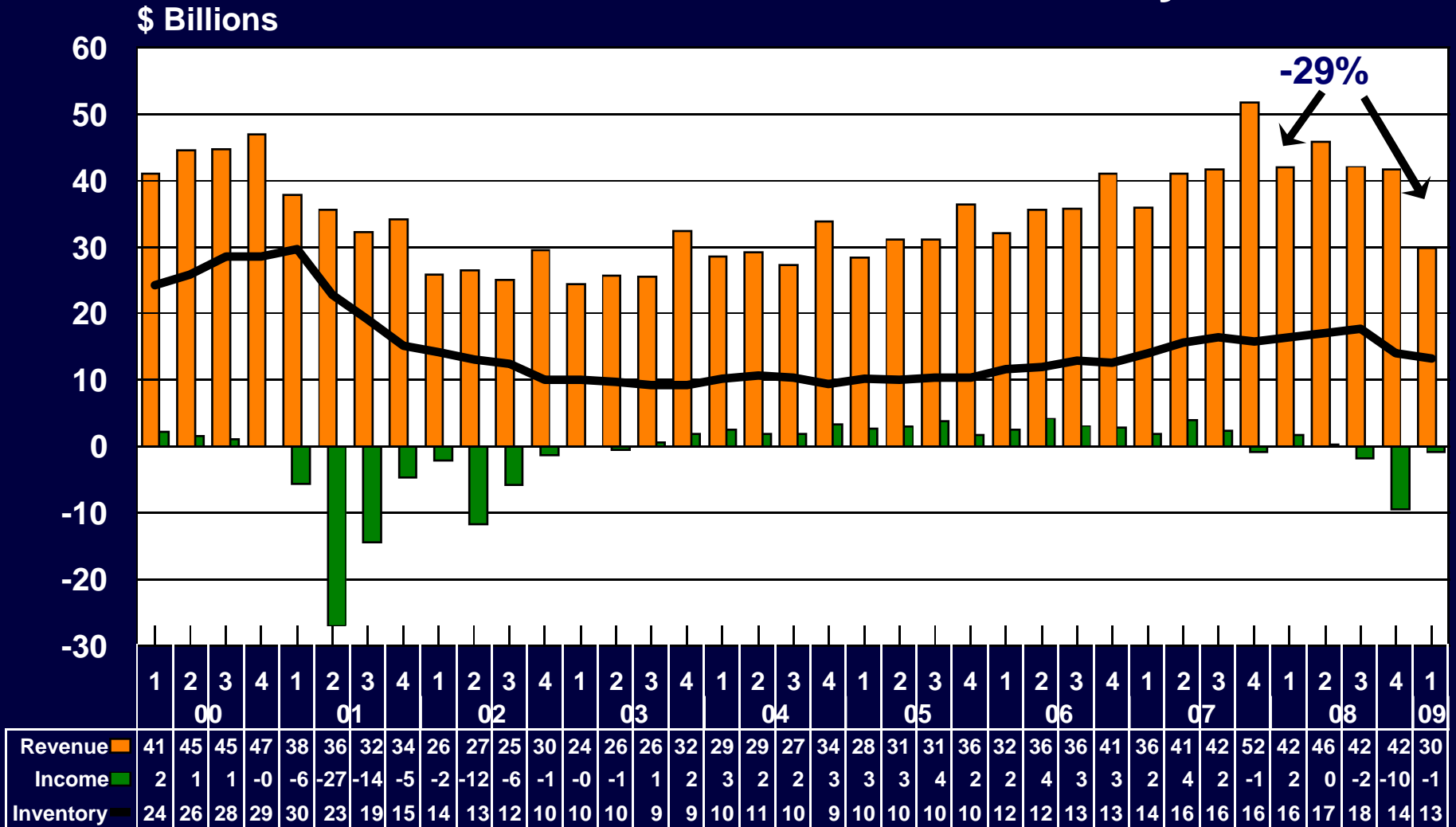


**Boston Scientific + Guidant, Medtronic, St Jude Medical**

# Large "Communications" Equipment Suppliers

## Composite of 5 Public Companies

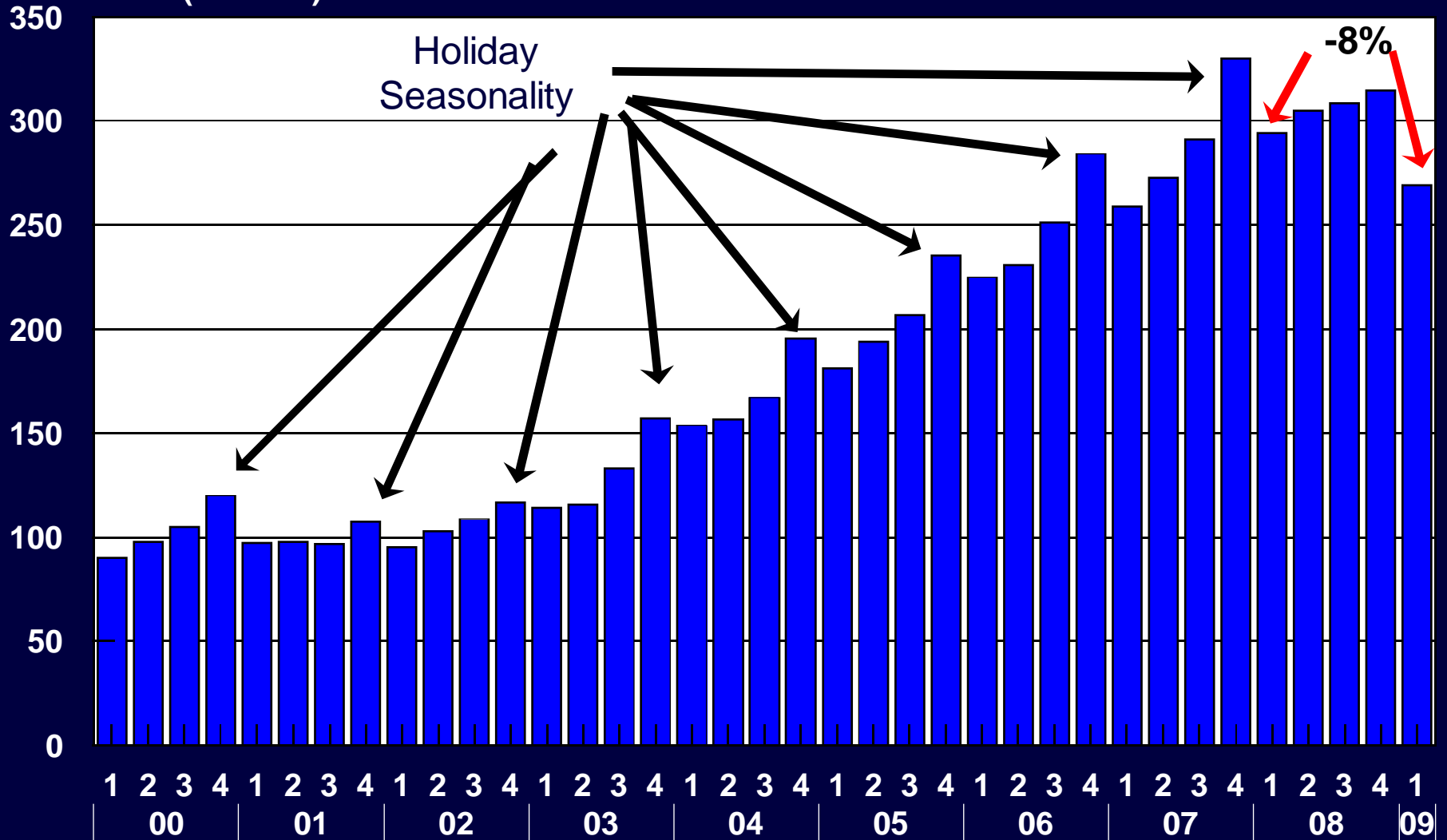
### Revenue, Net Income & Inventory



Alcatel+Lucent, Ericsson, Motorola, Nokia, Nortel  
 Euros & Krona converted at fluctuating exchange

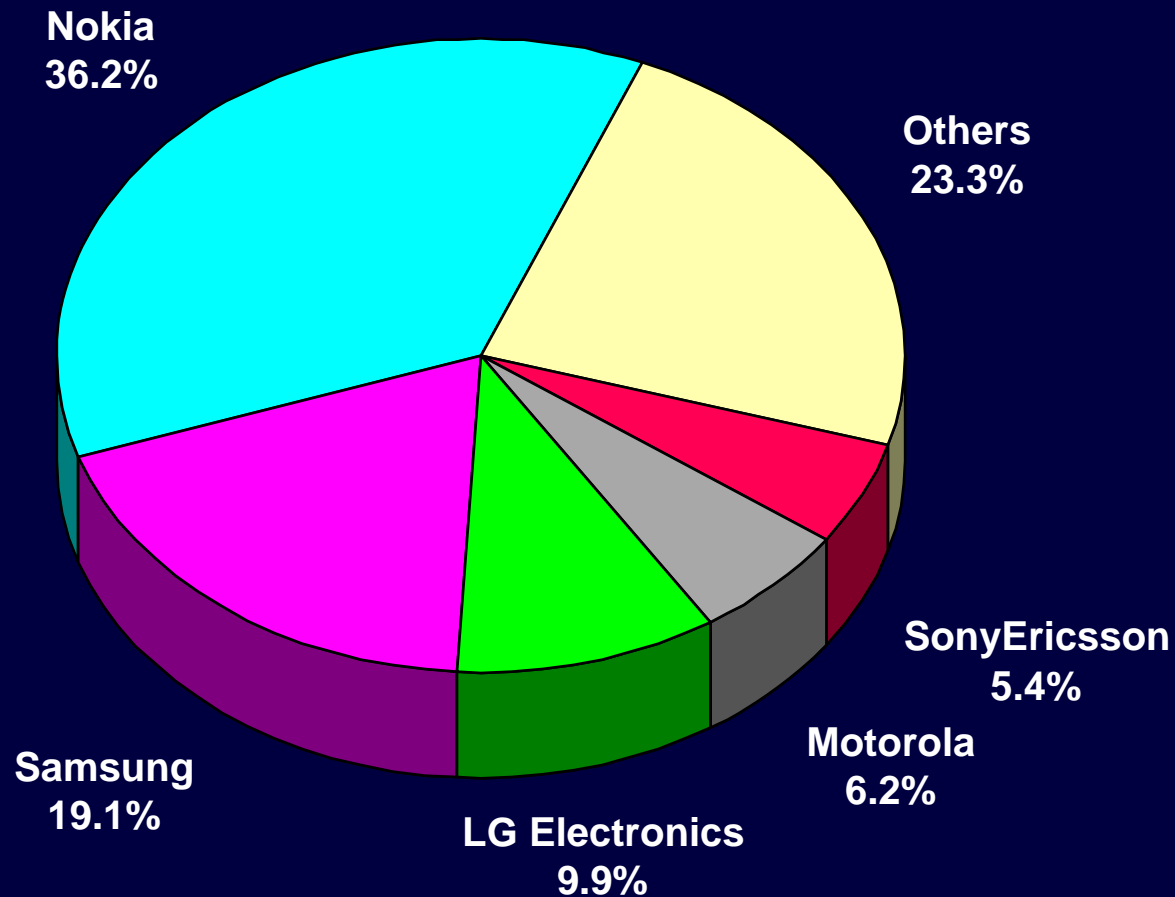
# Mobile Phone Unit Shipments World

Units (Millions)



# World Cellular Phone Unit Sales by Vendor

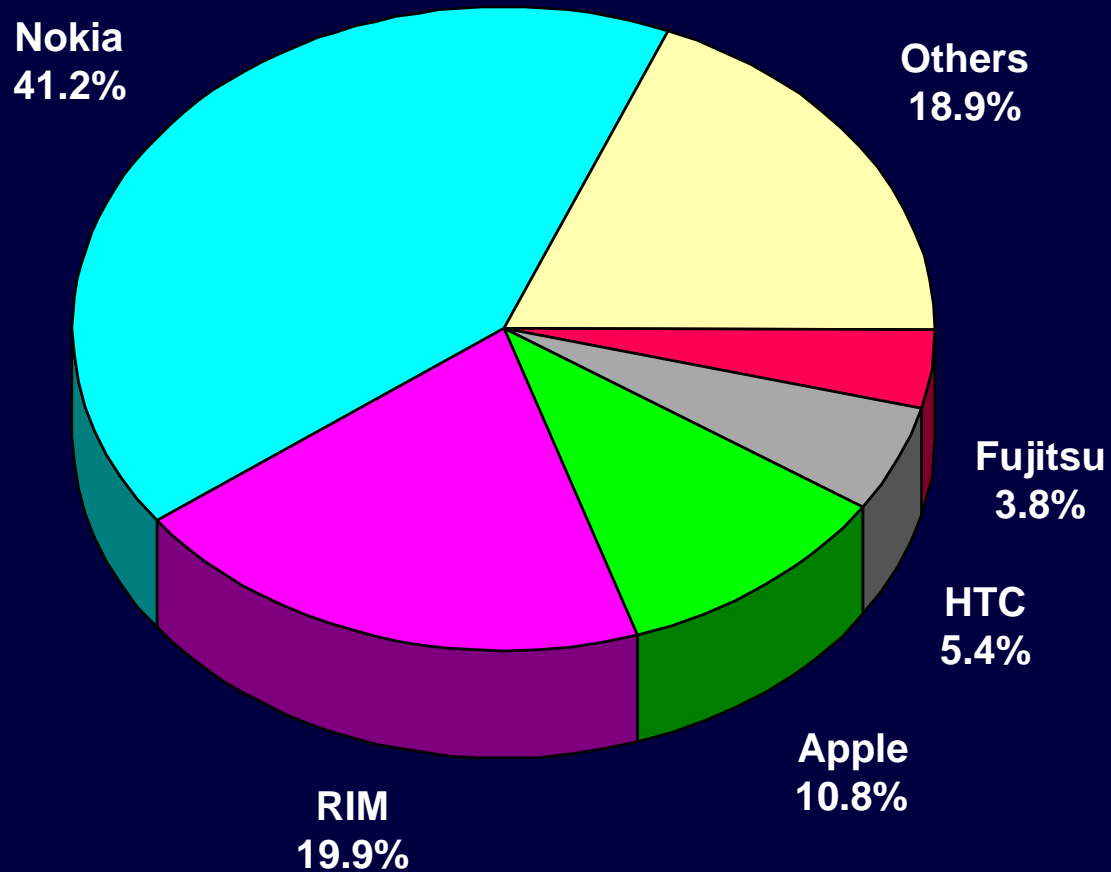
1Q'09



**Total: 269 Million Units**

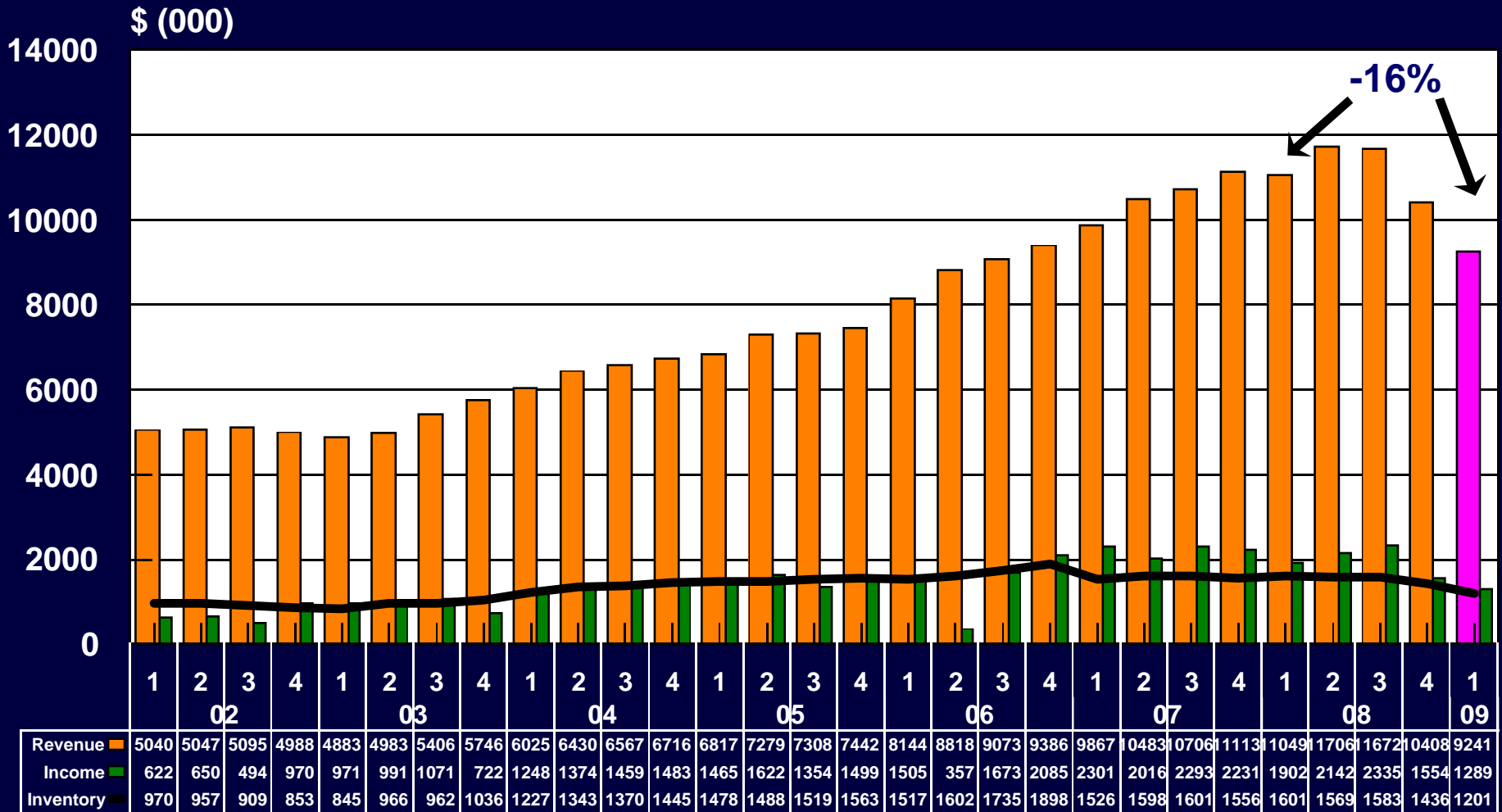
# World Smartphone Sales to End Users

1Q'09



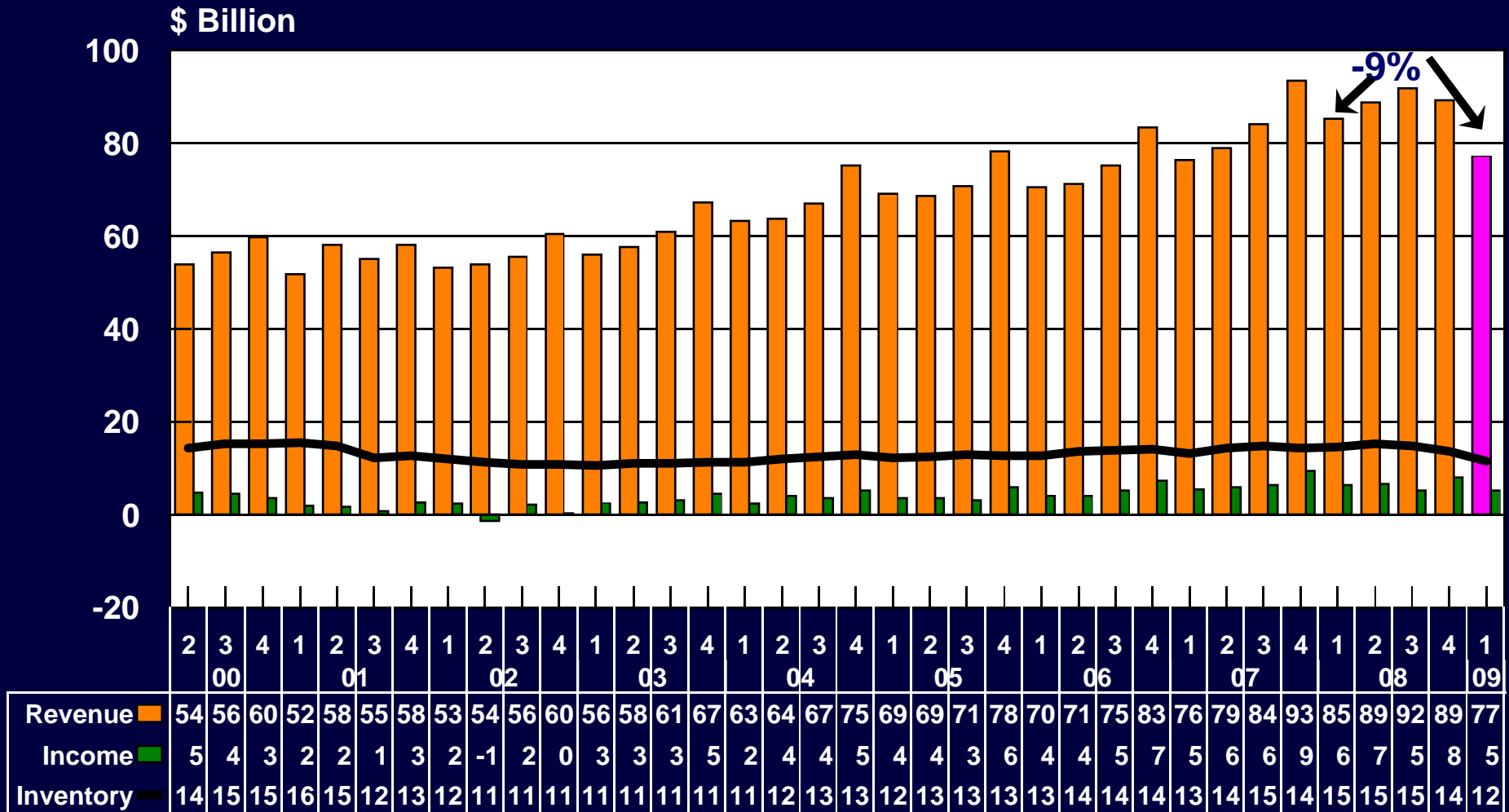
**Total: 36.4 Million Units**

# "Internet" Equipment Suppliers Composite of 5 Public Companies Revenue, Net Income & Inventory



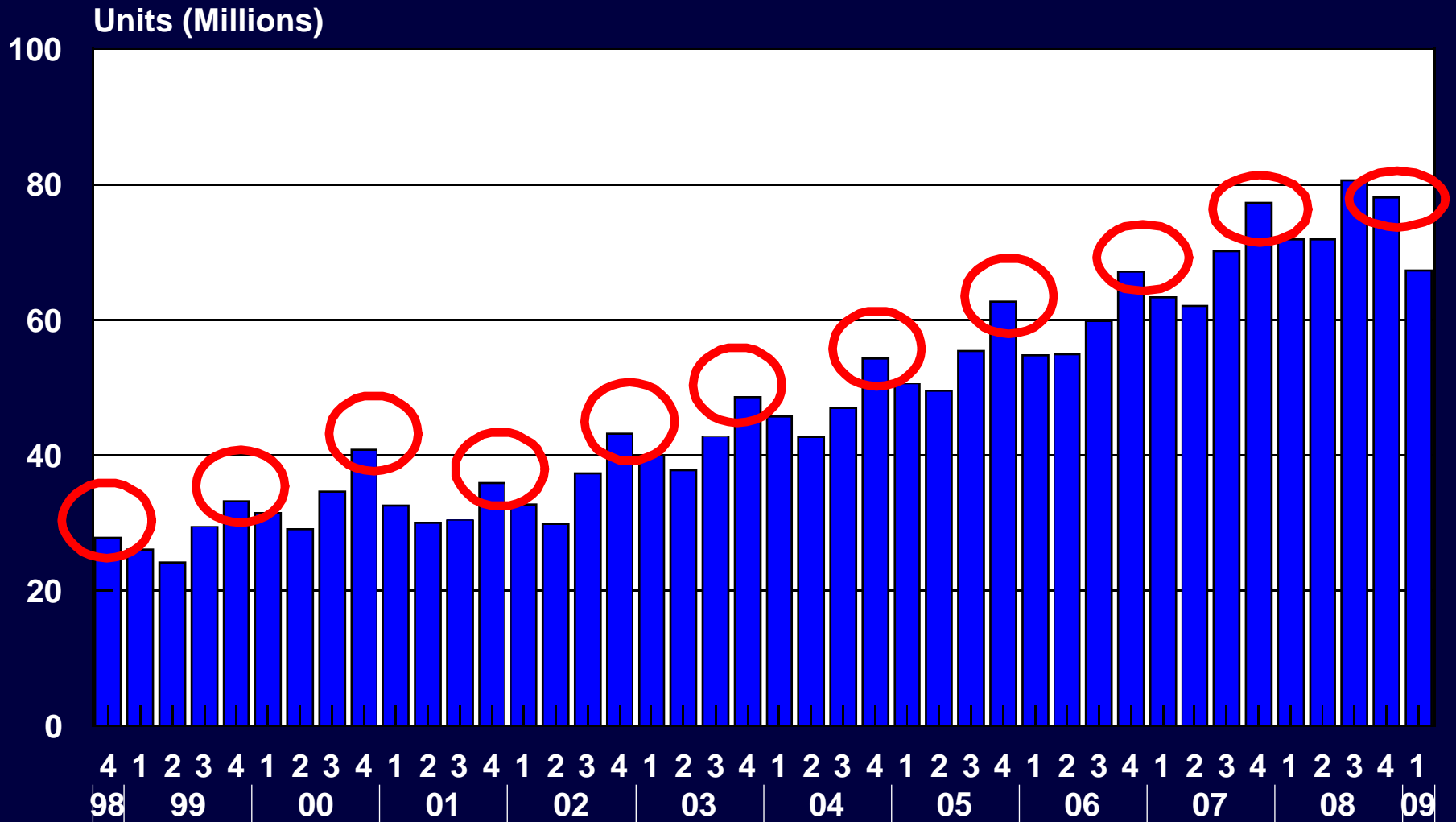
Cisco Systems, Juniper Networks, Netgear, Sonus Networks, Sycamore

# "Computer" Equipment Suppliers Composite of 11 Public Companies Revenue, Net Income & Inventory



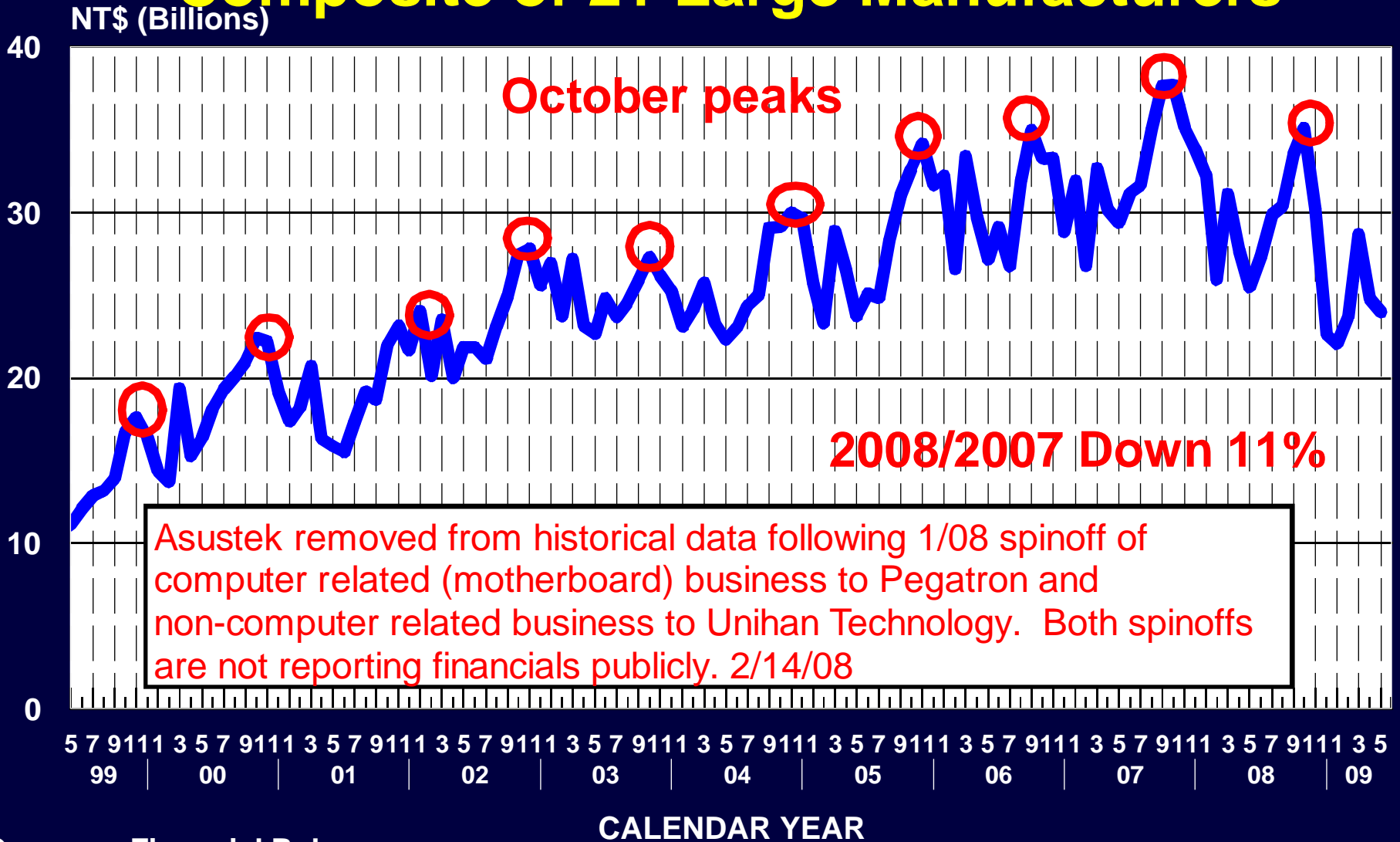
Acer+Gateway, Apple, Creative Tech, Cray, Dell, HP, IBM, Mercury, NCR, Sun Micro, Unisys

# Personal Computer Unit Shipments World



Gartner 4/09  
Servers not included

# Taiwan Motherboard Vendor Sales Composite of 21 Large Manufacturers

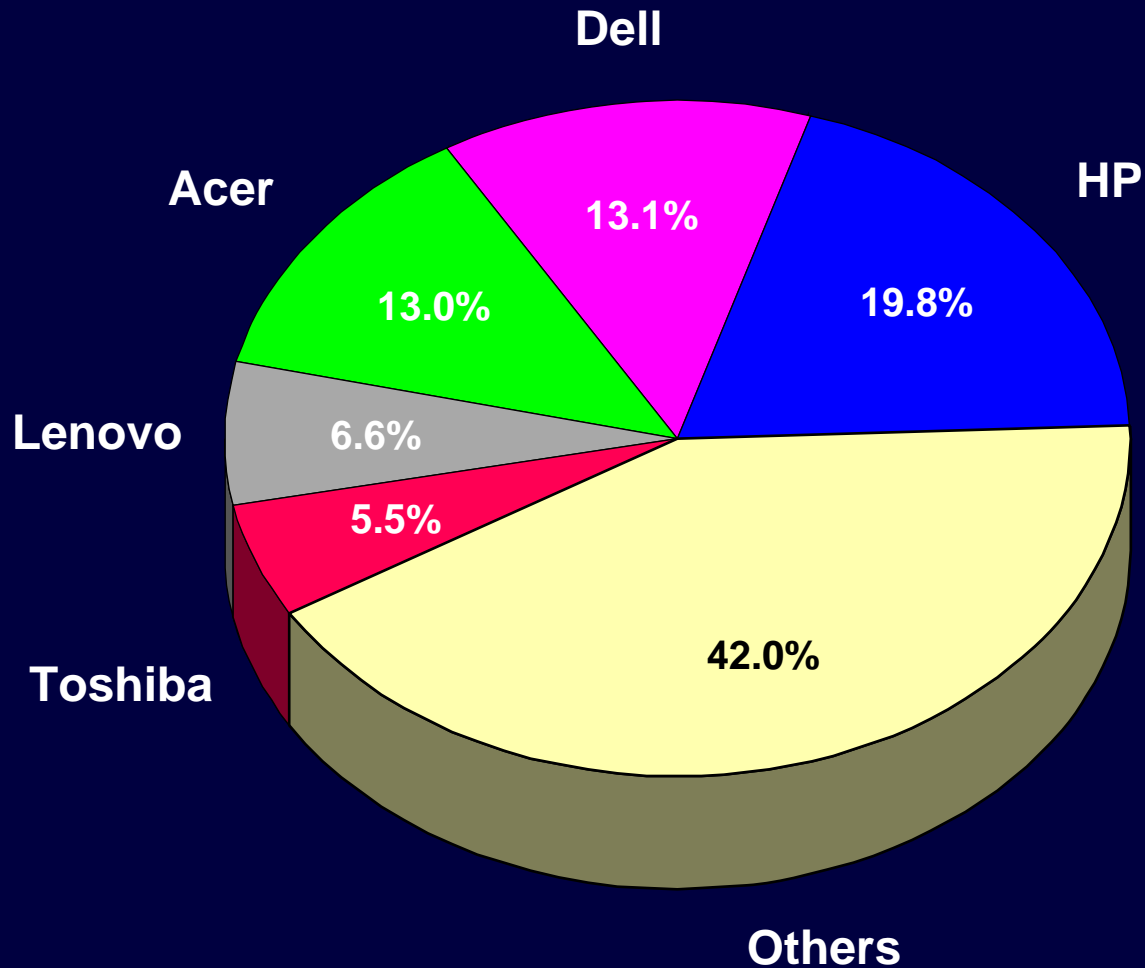


## Company Financial Releases

Albatron, AOpen, Biostar, Chaintech, Diamond Flower, Elite Group, Epox, Flytech, Giga-Byte, ICP, Jetway, Keimei, Kinpo, Leadtek, Microstar Intl, Mitac, New Era, Shuttle, Soyo, Tul, Universal Scientific

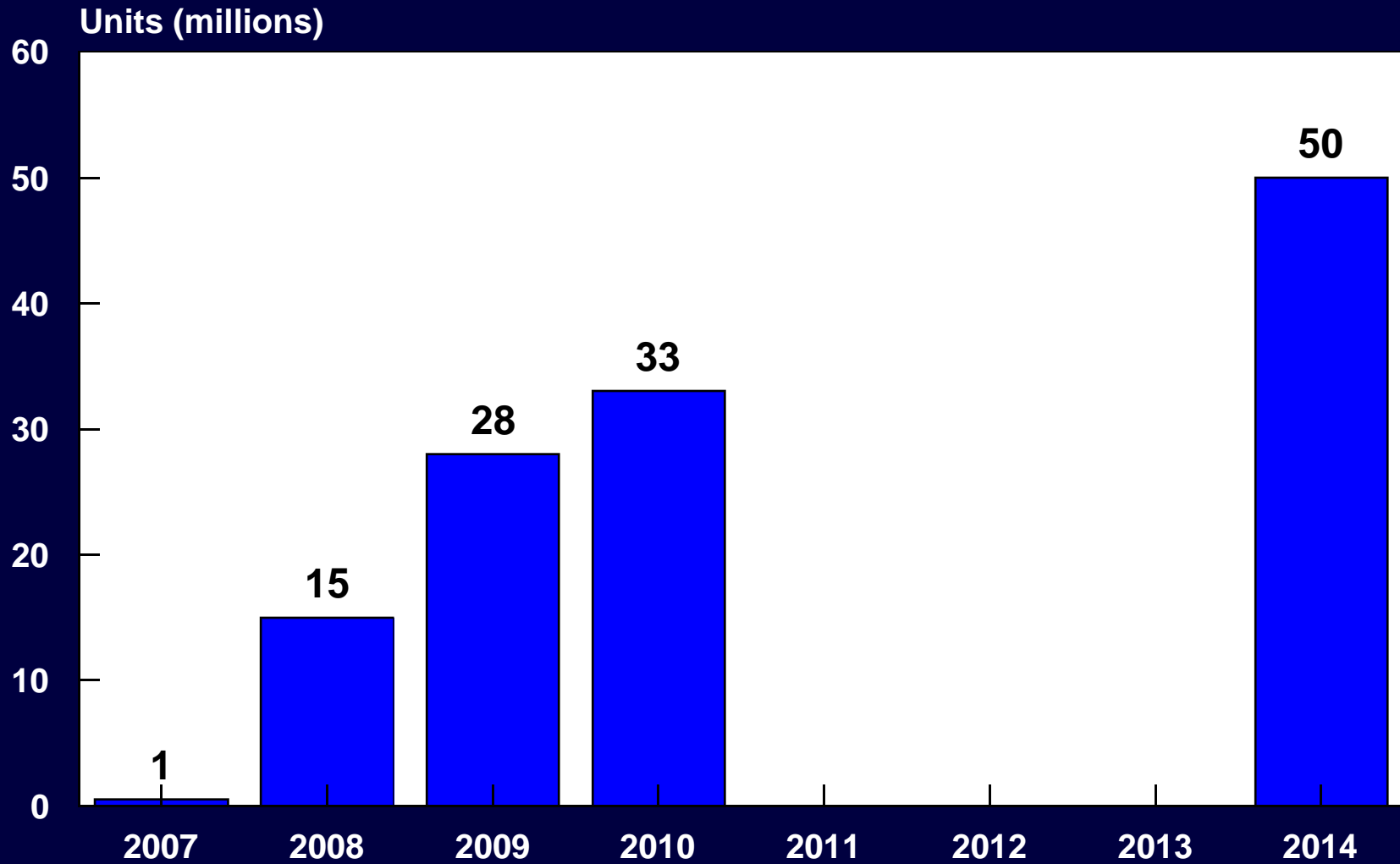
# WORLD PERSONAL COMPUTER MARKET

1Q'09



**TOTAL: 67.2 M UNITS**

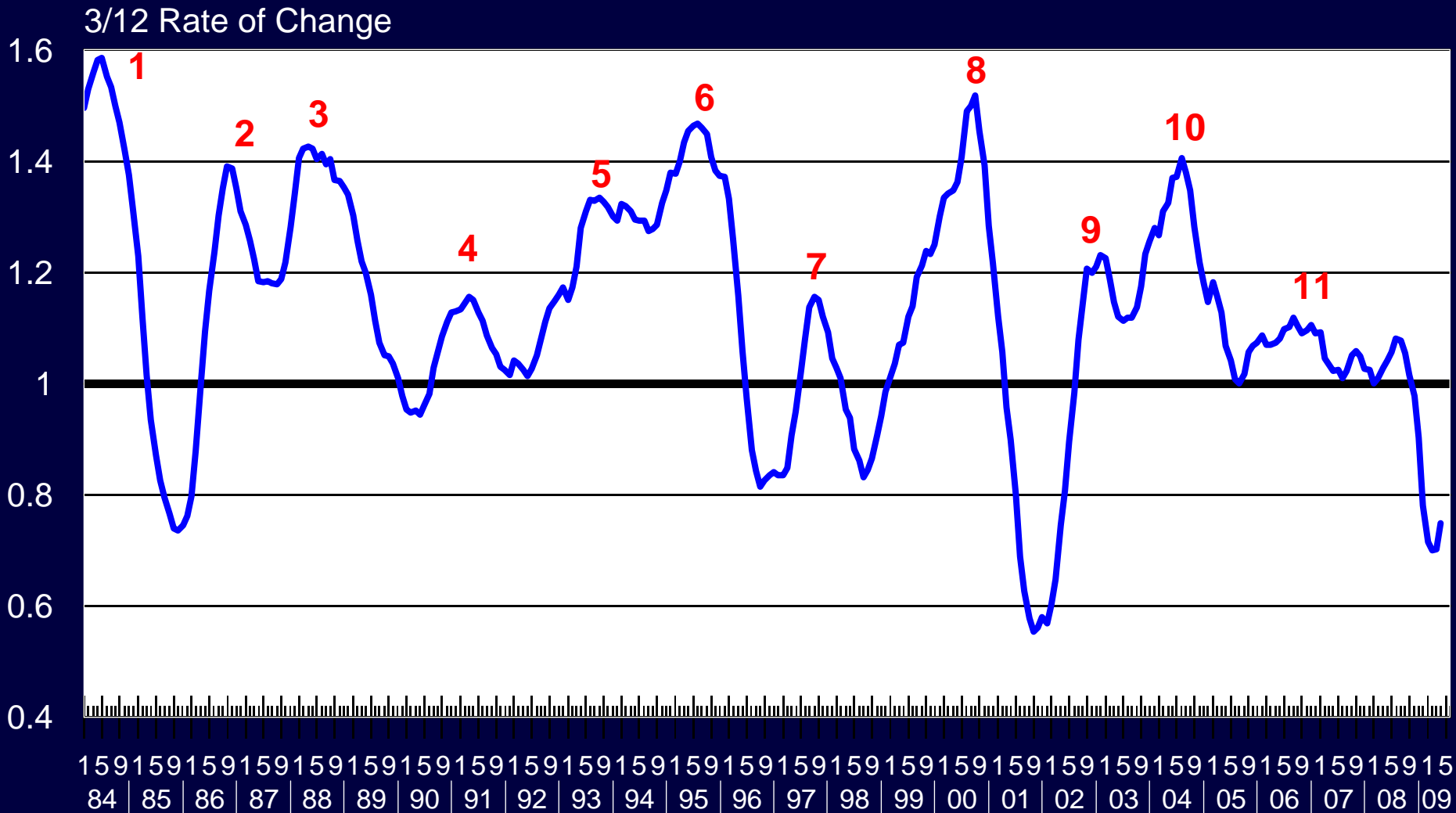
# Netbook Computers - Global Output



# Semiconductors

# Global Semiconductor Shipments

## 3-Month Growth Rates on \$ Basis

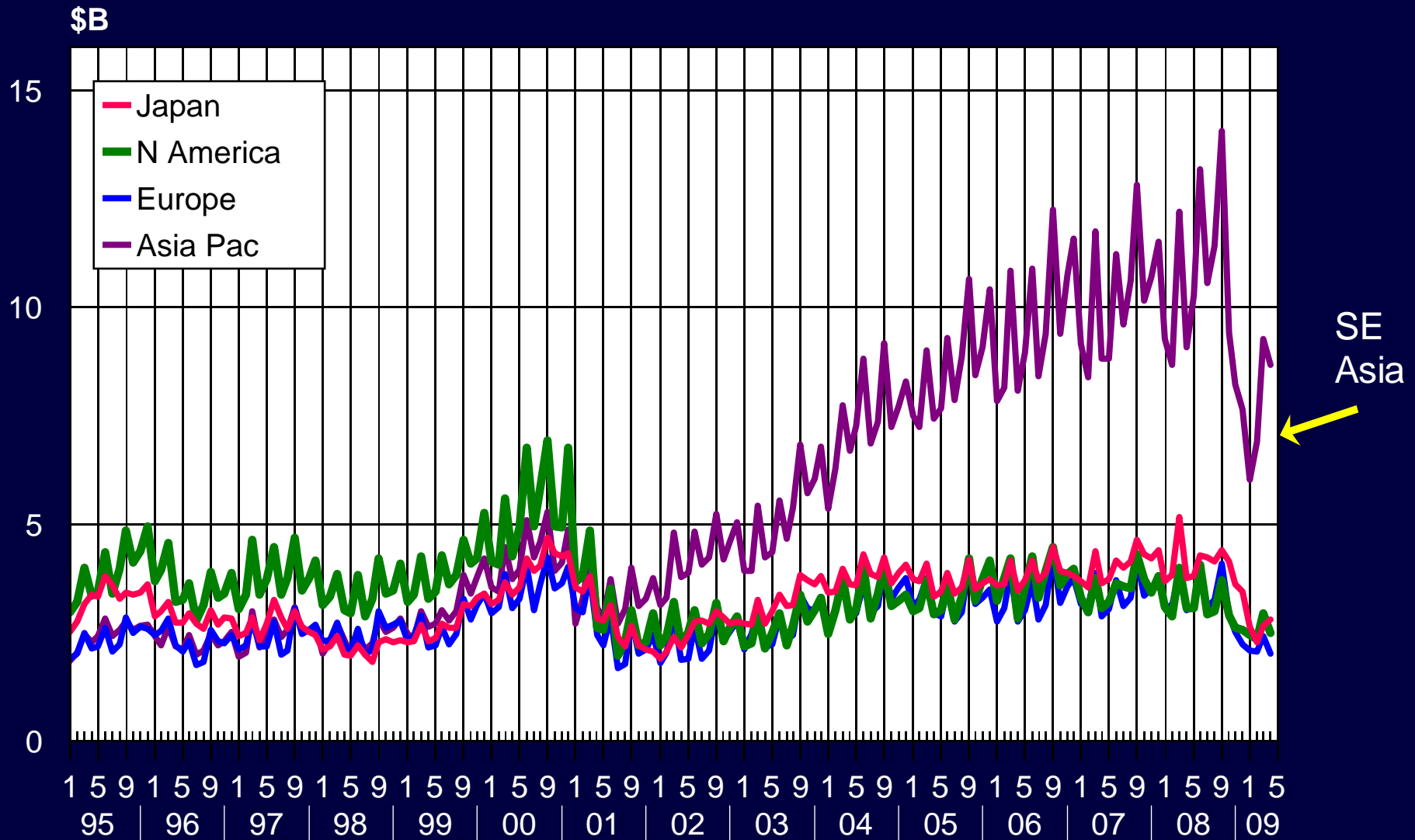


Total \$ Shipments from All Countries to an Area

SIA website: [www.sia-online.org/](http://www.sia-online.org/)

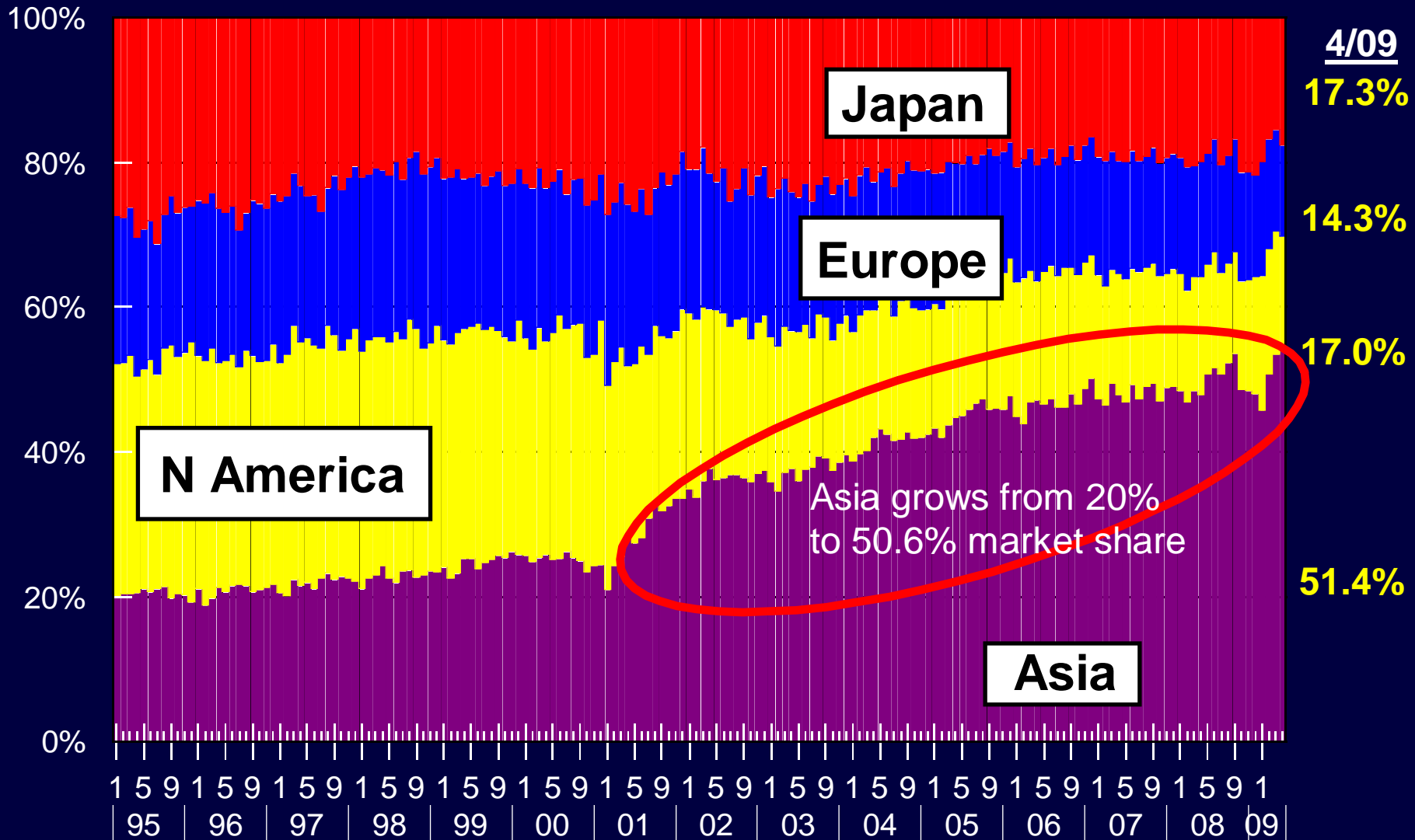
# Total Semiconductor Shipments to an Area

## Monthly Shipments - Reporting Firms

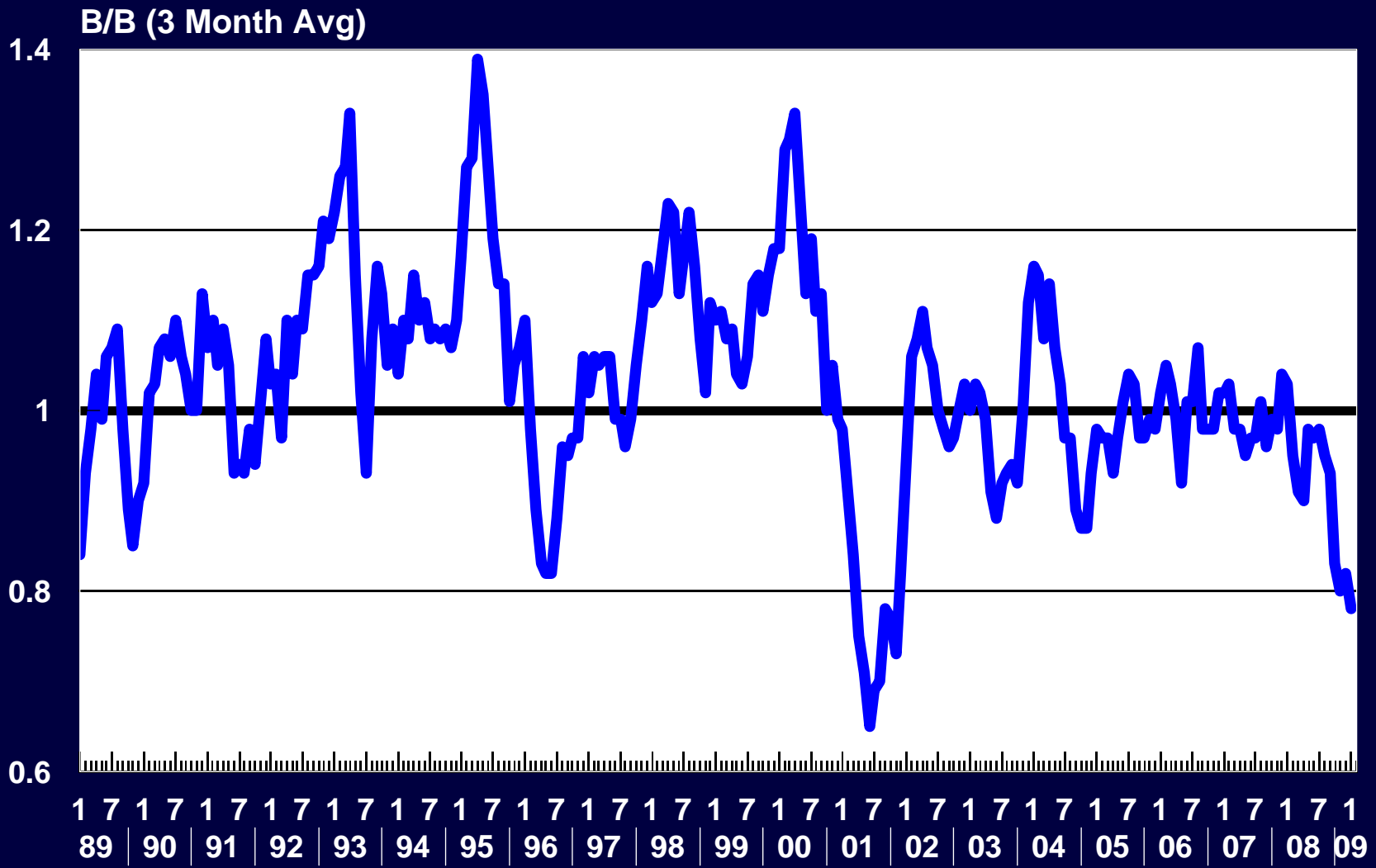


# Total Semiconductor Shipments to an Area

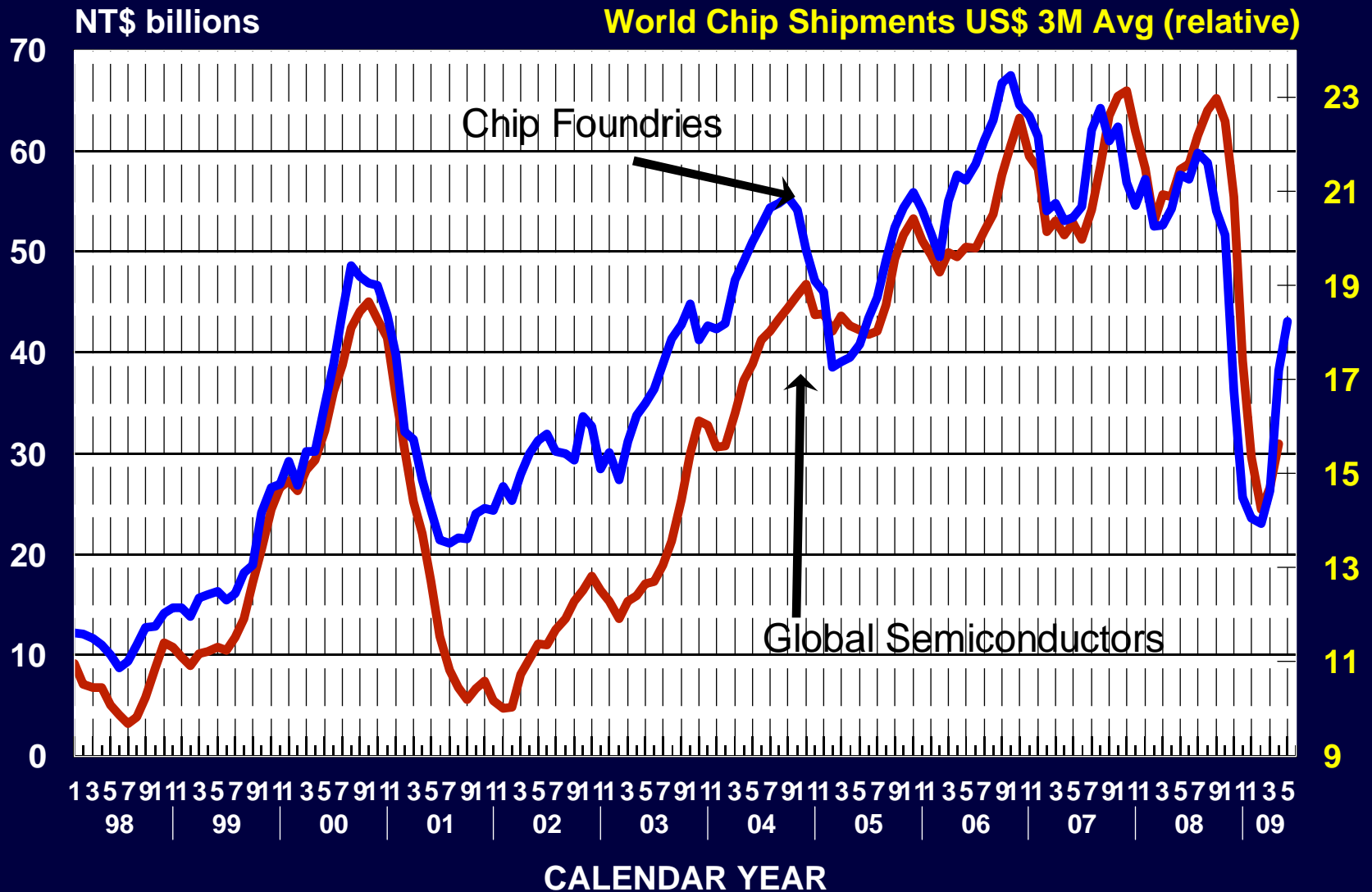
## Monthly Shipments - Reporting Firms



# German Semiconductor Book/Bill Ratio



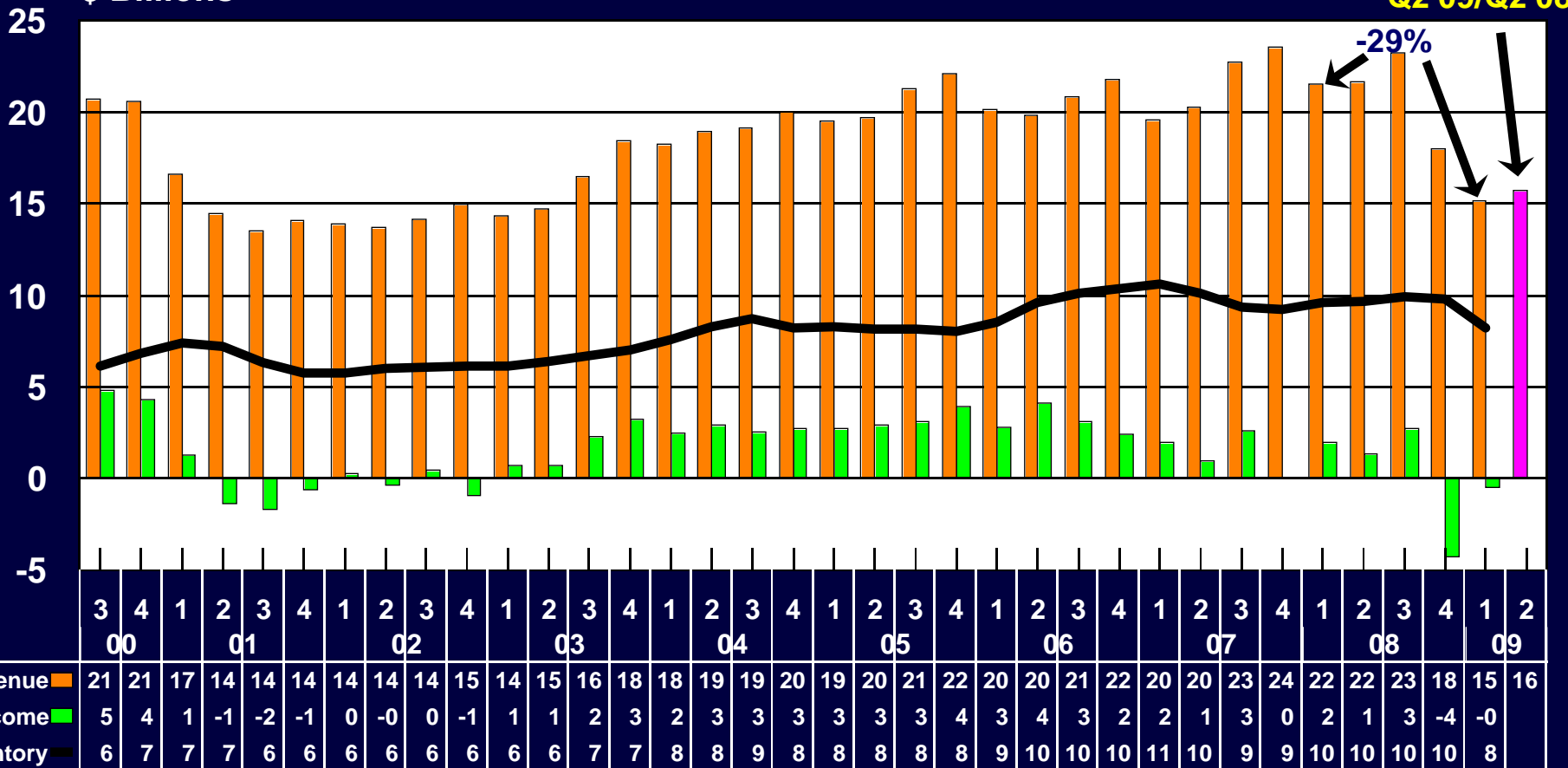
# Taiwan Wafer Foundry Composite vs Global Semiconductor Revenues



# Large Semiconductor Suppliers Composite of 18 Public Companies

## Revenue, Net Income & Inventory

\$ Billions



-27%  
Guidance  
Q2'09/Q2'08

-29%

CY

STM

Actel, AMD, Altera, Anadigics, Analog Devices, Atmel, Conexant, Cypress, Fairchild, Intel, Intersil, Linear Technologies, LSI Logic, Microsemi, National Semi, On Semi, STMicro, Texas Instruments

**Semiconductor  
Fab, Assembly,  
Packaging, Test & Measurement  
Equipment**

# Top 15 SEMI Equipment Suppliers

## 2008 Sales (\$M)

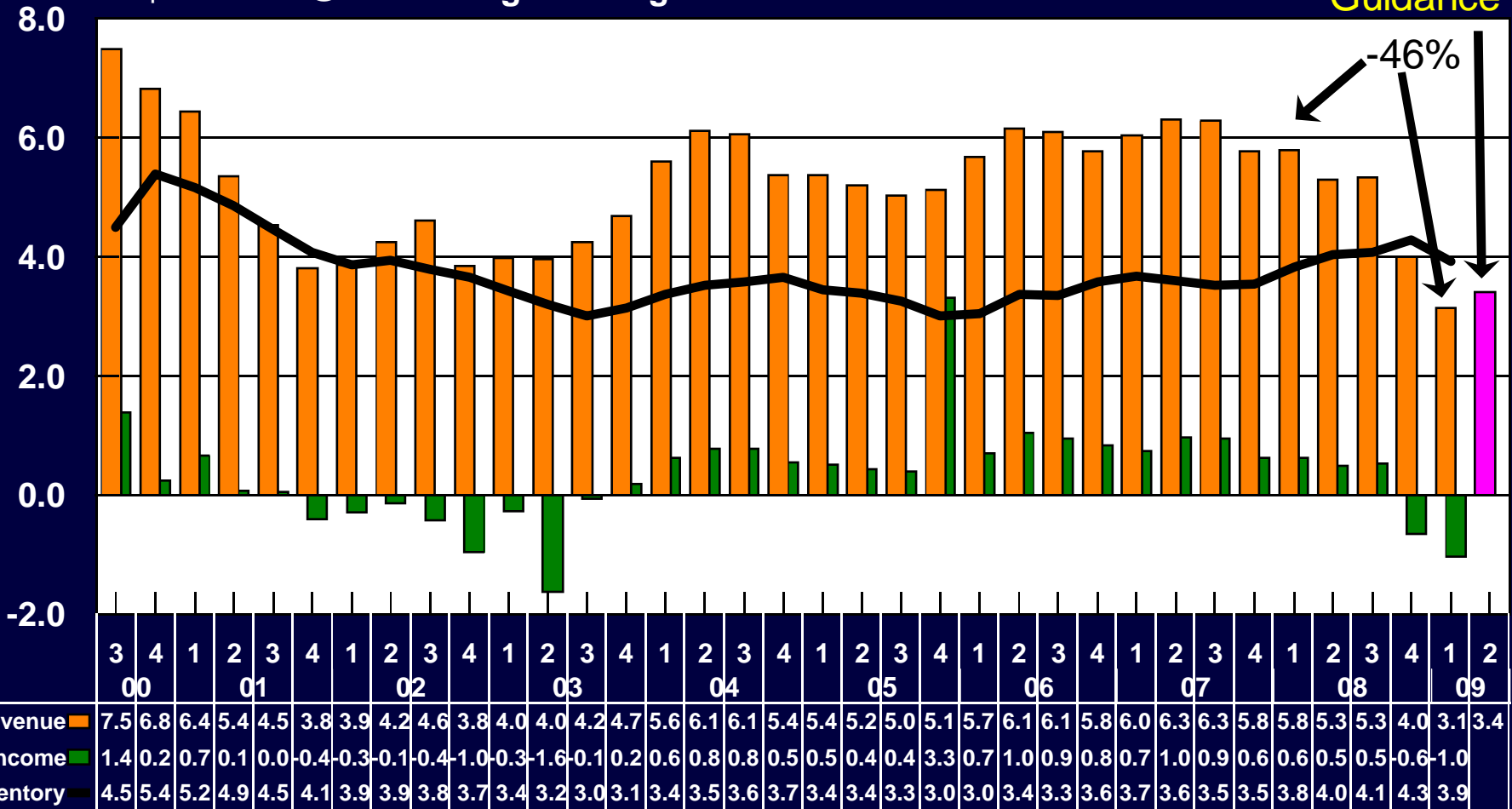
Applied Materials	5,878
ASML	4,367
Tokyo Electron	4,343
KLA-Tencor	2,112
Lam Research	1,904
Nikon	1,742
Canon	1,090
Hitachi High-Technologies	1,056
Dainippon Screen	1,041
Novellus Systems	970
ASM International	961
Teradyne	925
Advantest	884
Varian Semiconductor	687
Verigy	606
<b>Total Top 15</b>	<b>\$28,566 million</b>
<b>Total - all suppliers</b>	<b>\$41,800 million</b>

# Semiconductor Fab, Test & Measurement Composite of 13 Public Companies

## Revenue, Net Income & Inventory

-36%  
2Q'09/2Q'08  
Guidance

US\$ Billions @ fluctuating exchange



Applied Materials, KLA-Tencor, Novellus Systems, Agilent Technologies, BTU International, FEI Co, IBIS Tech, Kulicke & Soffa, MKS Instruments, Teradyne, Ultratech Stepper, Varian Semiconductor Equip, Veeco Instruments

# Solar/Photovoltaic

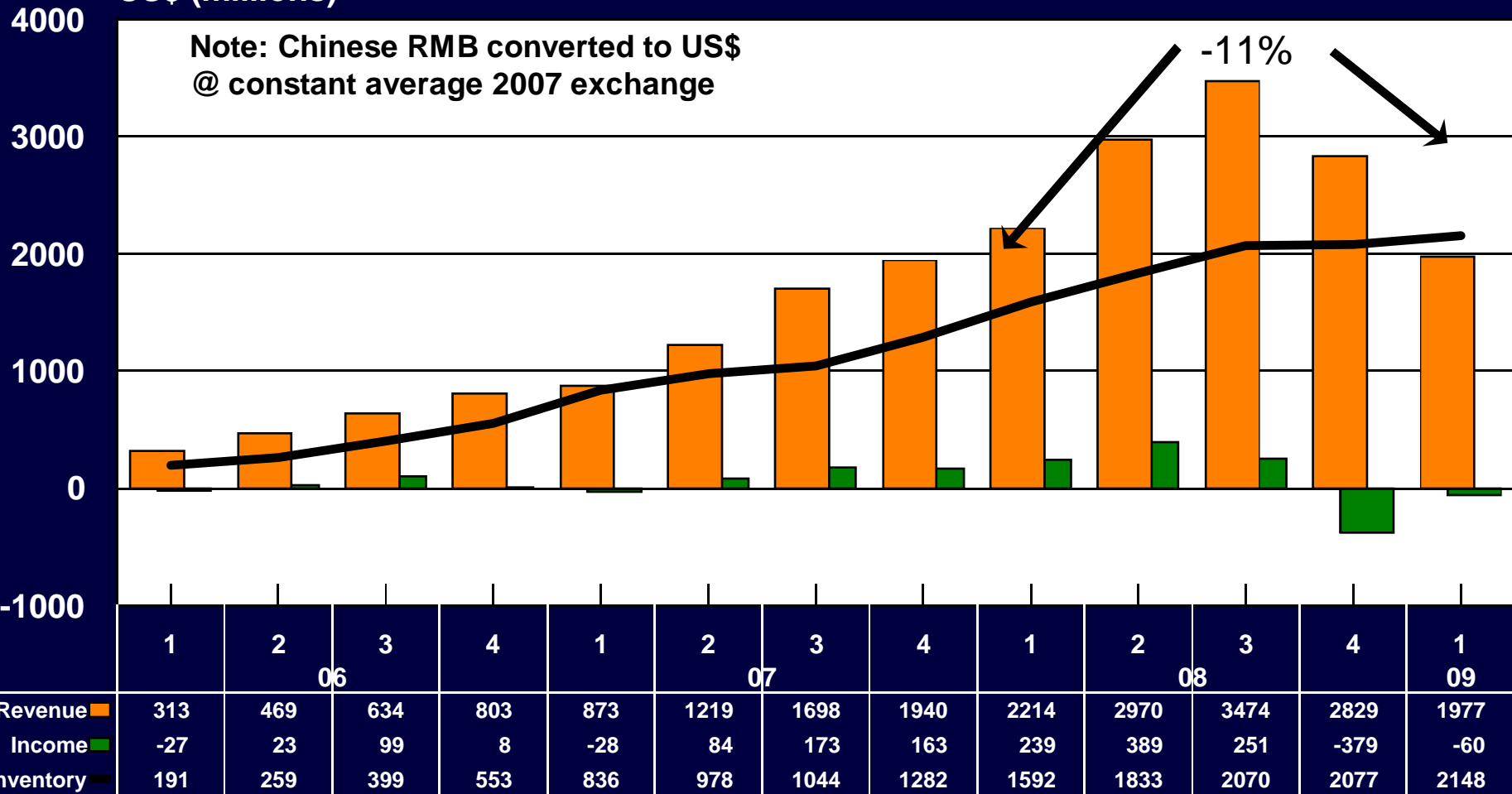
# Solar/Photovoltaic Financials

## Composite of 21 Public Companies

### Revenue, Net Income & Inventory

US\$ (millions)

Note: Chinese RMB converted to US\$  
@ constant average 2007 exchange



-11%

Akeena Solar, Ascent Solar Technologies, Canadian Solar, China Sunenergy, DayStar Technologies, Emcore, Energy Conversion Devices, Evergreen Solar, First Solar, JA Solar, LDK Solar, Satcon Technology, Solar Enertech, Solarfun, PowerSpire, SunPower, Suntech Power, Trina Solar, Yingli Green

# Component Distributors

# DMASS

## European Semiconductor Distribution Industry

Euros (millions)

700

600

500

400

300

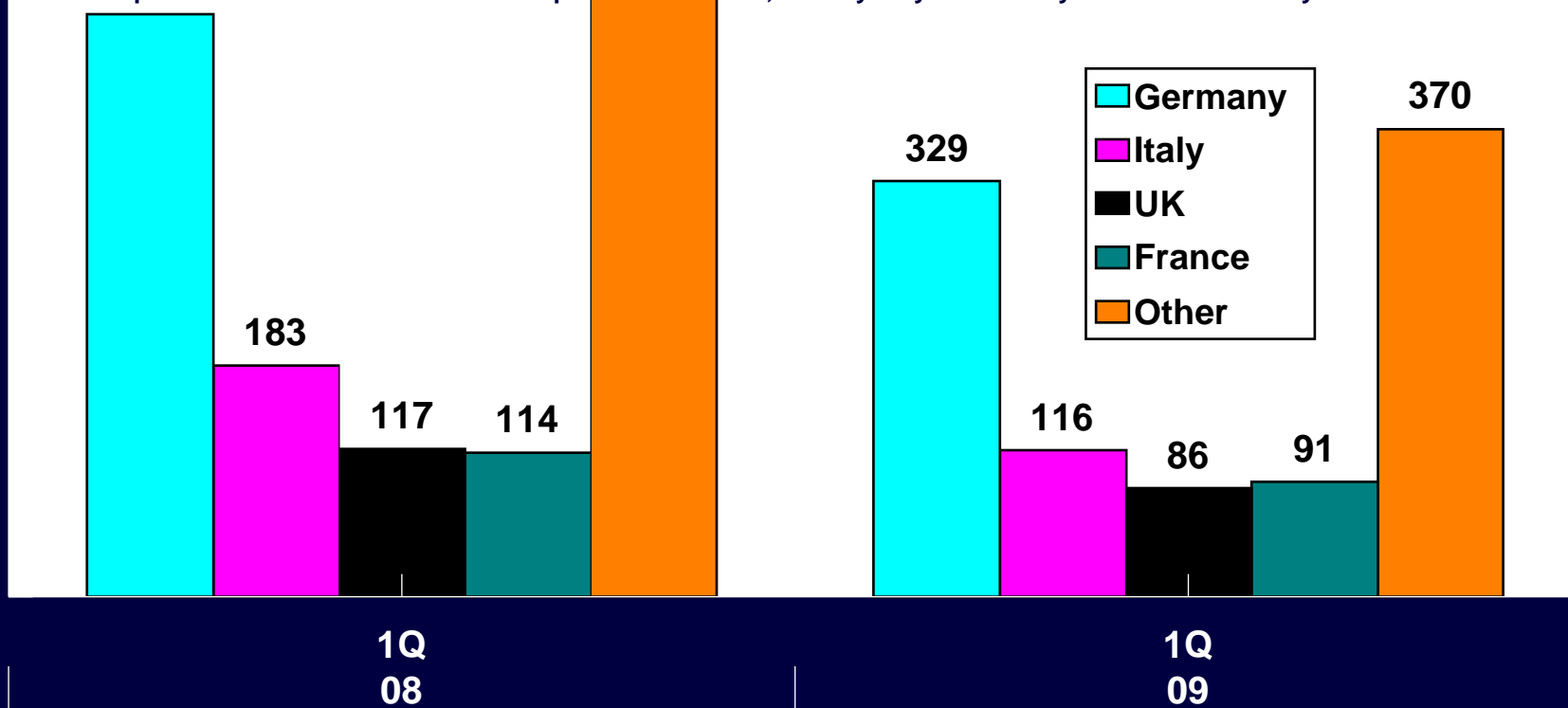
200

100

0

All regions were affected almost equally. Instead of winners, the market had from a regional perspective at best some "luckier losers": Of the bigger countries only France declined less than 20% (-17.3%) to 91 Million € compared to Q1/2008, though due to acquisitions an accurate historical comparison cannot be made. The UK declined by 24.6% to 86 Million €, Germany 27.2% to 329 Million €. The biggest hit was dealt to the Italian market with a decline of 34.3% to 116 Million €. The Eastern European economies ran into over-proportional trouble with a decline of 29% to 93 Million €, falling in total size behind Nordic (94 Million €), which only declined by 23.4%.

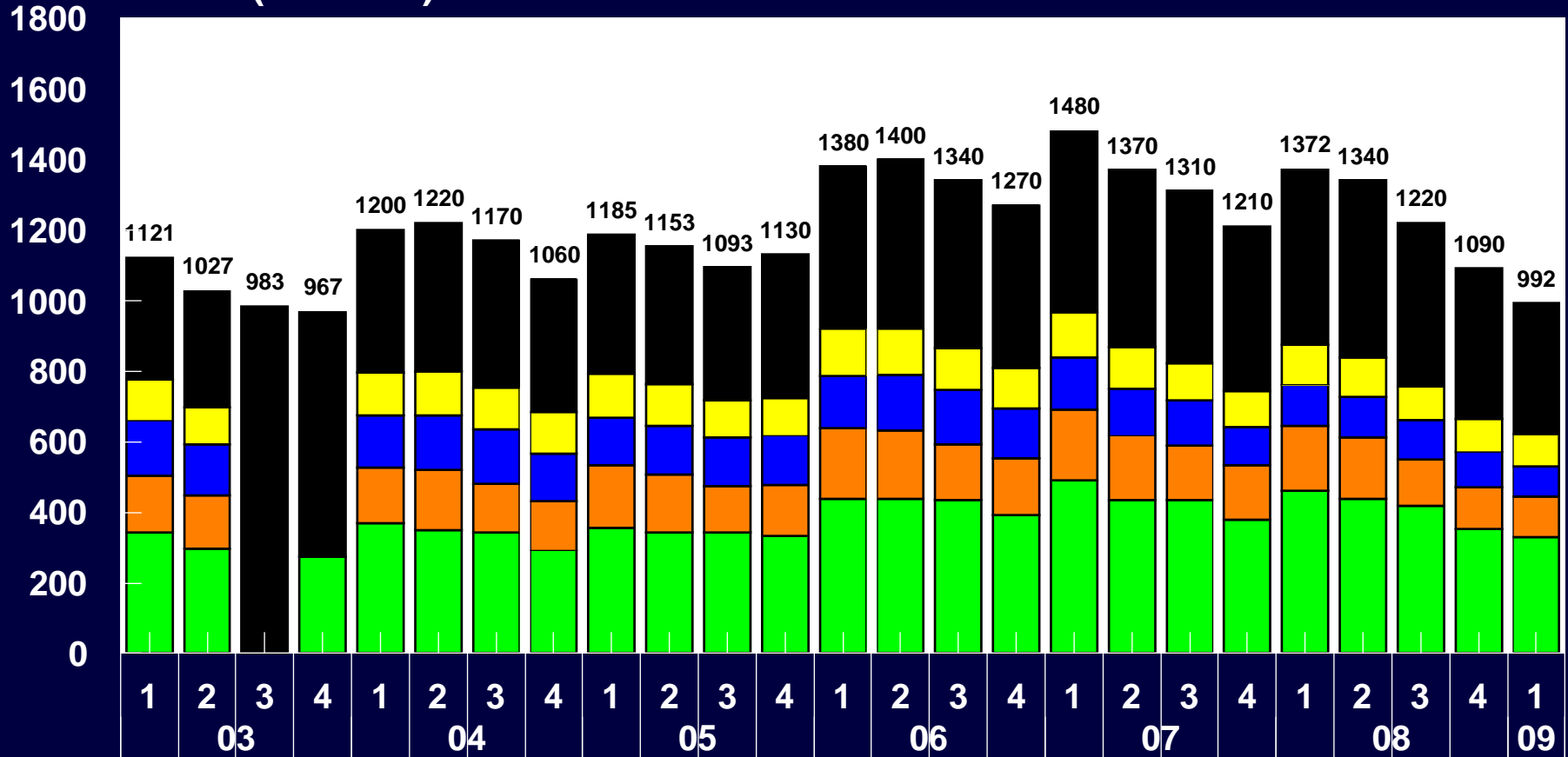
Georg Steinberger: "It does not look as if any market really will be spared in 2009. Even Eastern Europe, for many years one of the constant growth drivers within DMASS, lost its edge, with Russia and Czech Republic being the downturn leaders beyond the minus 40 percent-mark. Just as a somewhat positive side-note, Norway only declined by 4.9% and Poland by 13.1%." 5/29/09



# DMASS

## European Semiconductor Distribution Industry

Euros (millions)



Other	346	331	983	693	403	422	418	377	392	391	376	406	461	481	475	462	513	503	487	467	497	502	464	426	370
France	116	103			122	125	118	118	124	116	105	107	133	130	118	113	129	117	107	102	114	111	96	93	91
UK	157	144			149	154	154	133	137	138	138	140	149	158	154	142	146	133	127	109	117	116	110	100	86
Italy	161	152			158	171	138	140	175	166	131	144	198	193	159	160	201	182	155	152	183	174	132	119	116
Germany	342	297		274	368	348	342	292	357	342	343	333	439	438	434	393	491	435	434	380	461	437	419	352	329

# EMS & ODM Companies

# Large Global EMS Providers

## 2007 vs. 2008 Sales (\$M)

		<u>2007</u>	<u>2008</u>	<u>2008/2007</u> Growth %
Hon Hai (Foxconn)	Taiwan	37,670	46,623	24%
Flextronics+Solectron	Singapore	33,552	33,141	-1%
Jabil Circuit	USA	12,435	12,794	3%
Celestica	Canada	8,070	7,678	-5%
Sanmina-SCI	USA	8,560	6,844	-20%
Elcoteq Network	Finland	5,551	5,060	-9%
Venture Mfg	Singapore	2,571	2,679	4%
Benchmark Elec+Pemstar	USA	2,916	2,590	-11%
Plexus	USA	1,624	1,839	13%
Universal Scientific	Taiwan	1,078	798	-26%
Sypris	USA	436	411	-6%
<b>Total</b>		<b>114,463</b>	<b>120,458</b>	<b>5%</b>

Sources: Company data

Local currency converted at fluctuating exchange

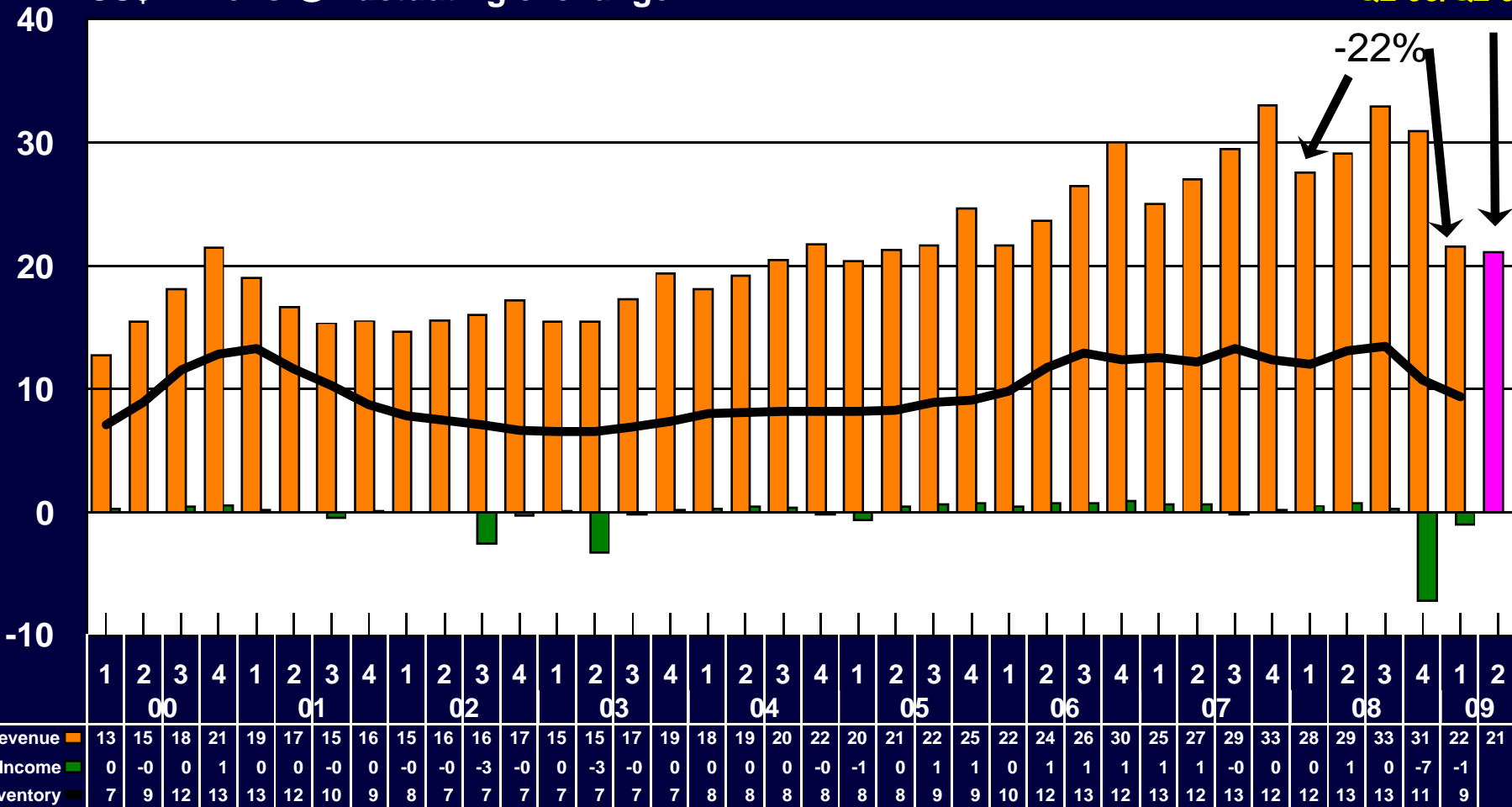
# Large EMS Providers

## Composite of 11 Public Companies

### Revenue, Net Income & Inventory

US\$ Billions @ fluctuating exchange

-28%  
Guidance  
Q2'09/Q2'08

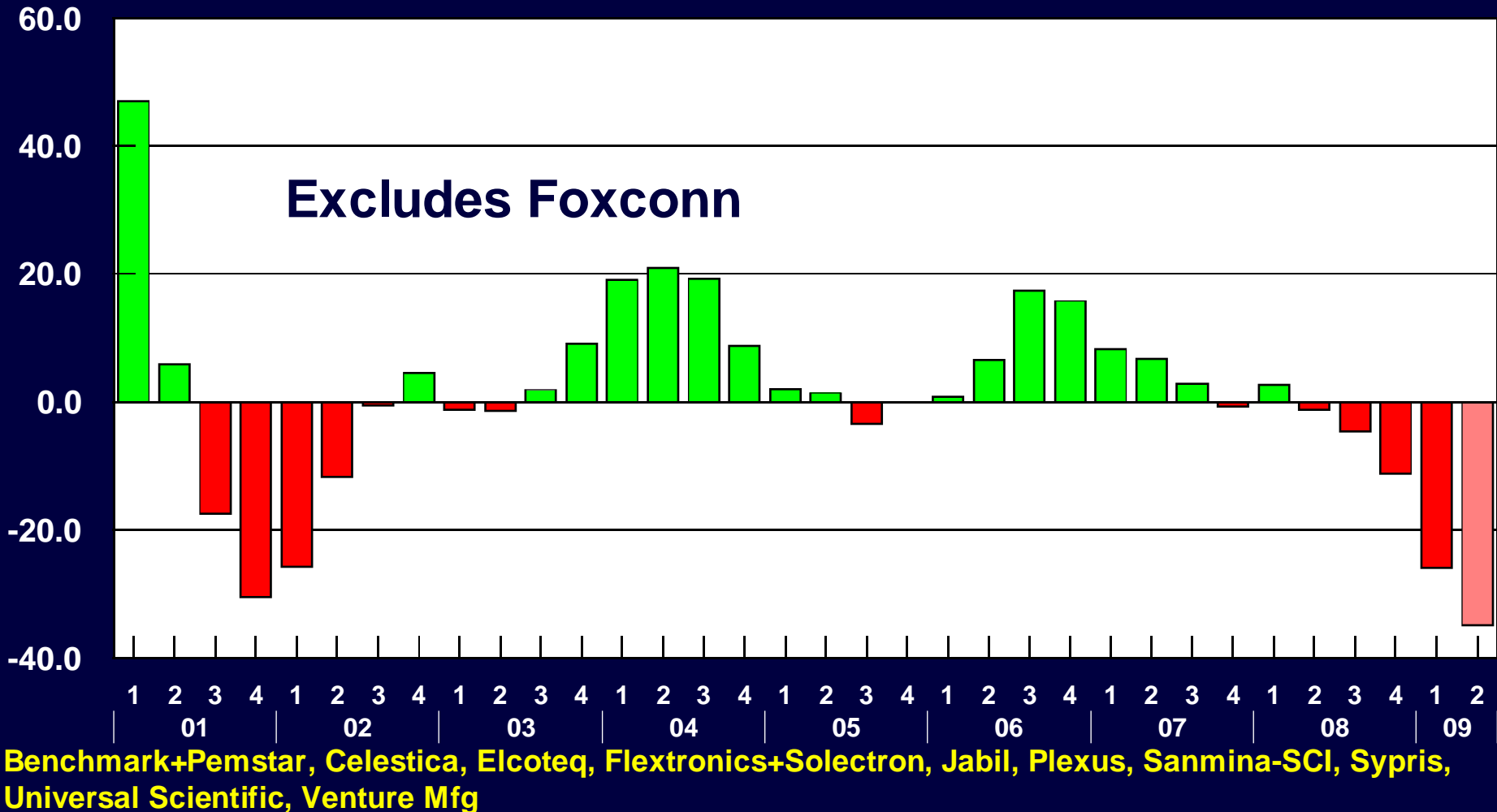


Benchmark+Pemstar, Celestica, Elcoteq, Flextronics+Solectron, Foxconn, Jabil, Plexus, Sanmina-SCI, Sypris, Universal Scientific, Venture Mfg

# Large EMS Providers

## Composite of 10 Public Companies

### Quarterly Revenue Growth



# Large Taiwan ODM Providers and Motherboard & Electronic Equipment Assemblers

2007 vs. 2008 Sales (\$M)

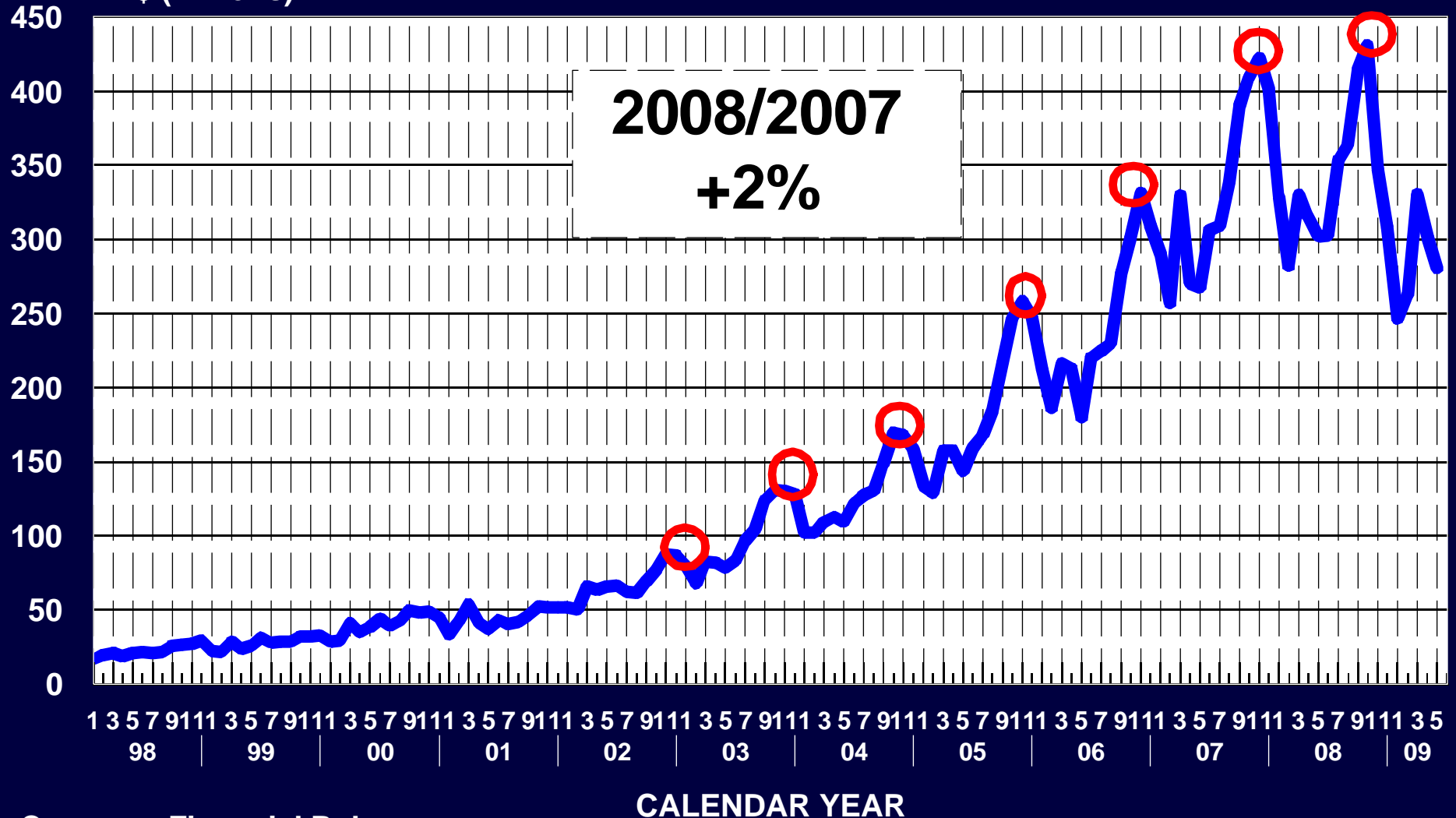
	<u>2007</u>	<u>2008</u>	<u>2008/2007</u> <u>Growth %</u>
Foxconn (Hon Hai)	39,079	49,461	27%
Quanta Computer	23,150	25,423	10%
Wistron	8,741	14,306	64%
Acer	10,084	13,918	38%
Compal Electronics	13,506	13,665	1%
Inventec	7,557	11,866	57%
Asustek Computer	18,638	8,147	<b>-56%</b>
Innolux Display	4,927	5,310	8%
High Tech Computer	3,747	5,136	37%
Lite On Technology	5,355	4,270	<b>-20%</b>
Foxconn Technology	2,972	4,161	40%
Micro-Star International	2,907	3,352	15%
Qisda (was BenQ)	3,868	2,466	<b>-36%</b>
Elitegroup	2,641	2,301	<b>-13%</b>
Inventec Appliance	2,509	2,047	-18%
Mitac International	2,593	2,043	<b>-21%</b>
Compal Communications	1,540	1,194	<b>-22%</b>
Universal Scientific	1,119	830	<b>-26%</b>
Gigabyte Technology	756	860	14%
First International	1,118	698	<b>-38%</b>
<b>Total</b>	<b>156,807</b>	<b>171,454</b>	<b>9%</b>

Source: Company data, NT\$ converted at constant avg 2008 exchange (31.65 NT\$ = 1US\$)

# Taiwan ODM Companies

## Composite Sales of 10 Large Manufacturers

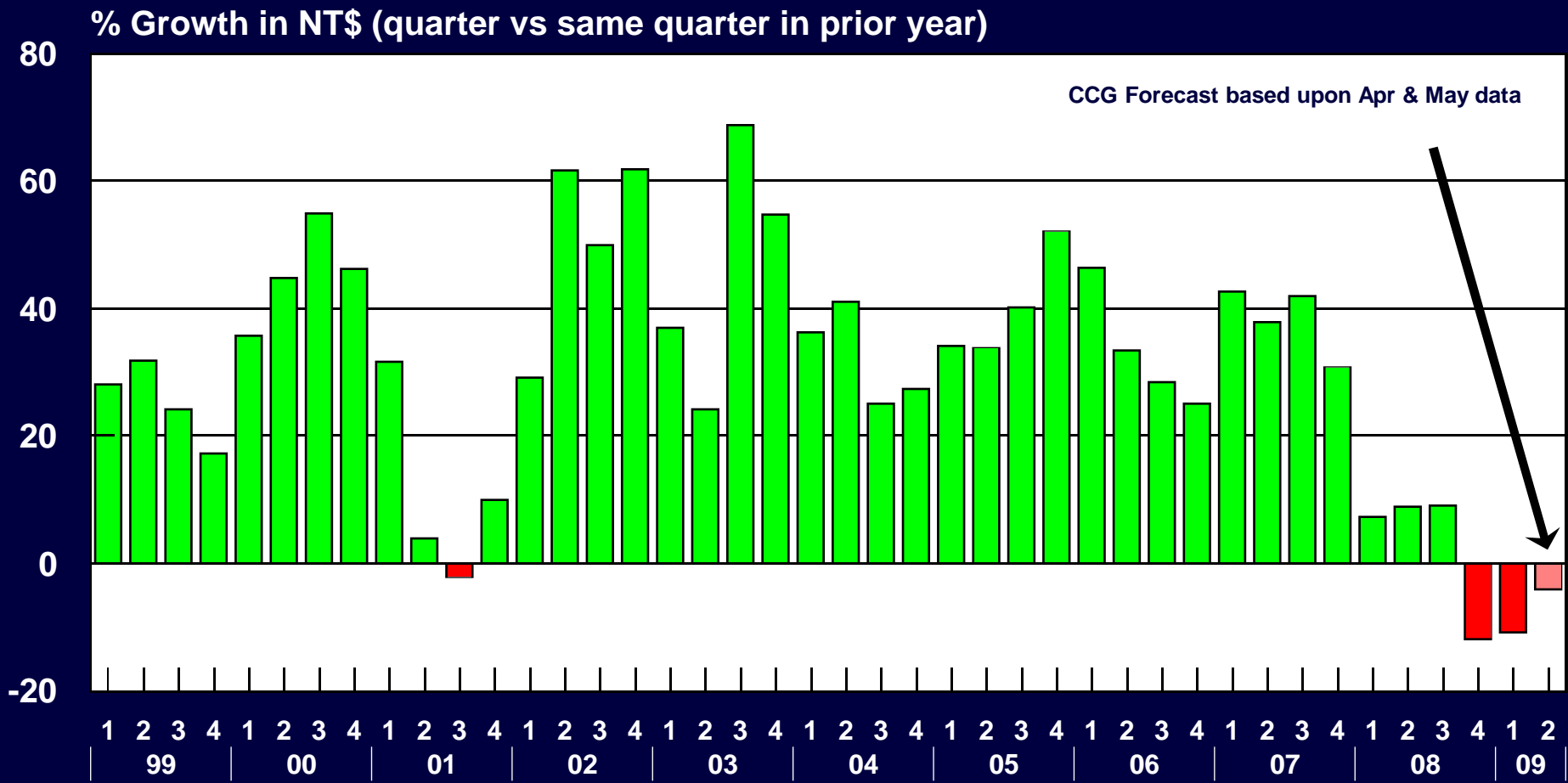
NT\$ (Billions)



Company Financial Releases

Asustek Computer, Compal Electronics, Foxconn, Innolux Display, Inventec, Inventec Appliance, Lite-On Technology, Mitac International, Quanta Computer, Wistron

# Large ODM Companies Composite of 10 Public Manufacturers Quarterly Revenue Growth

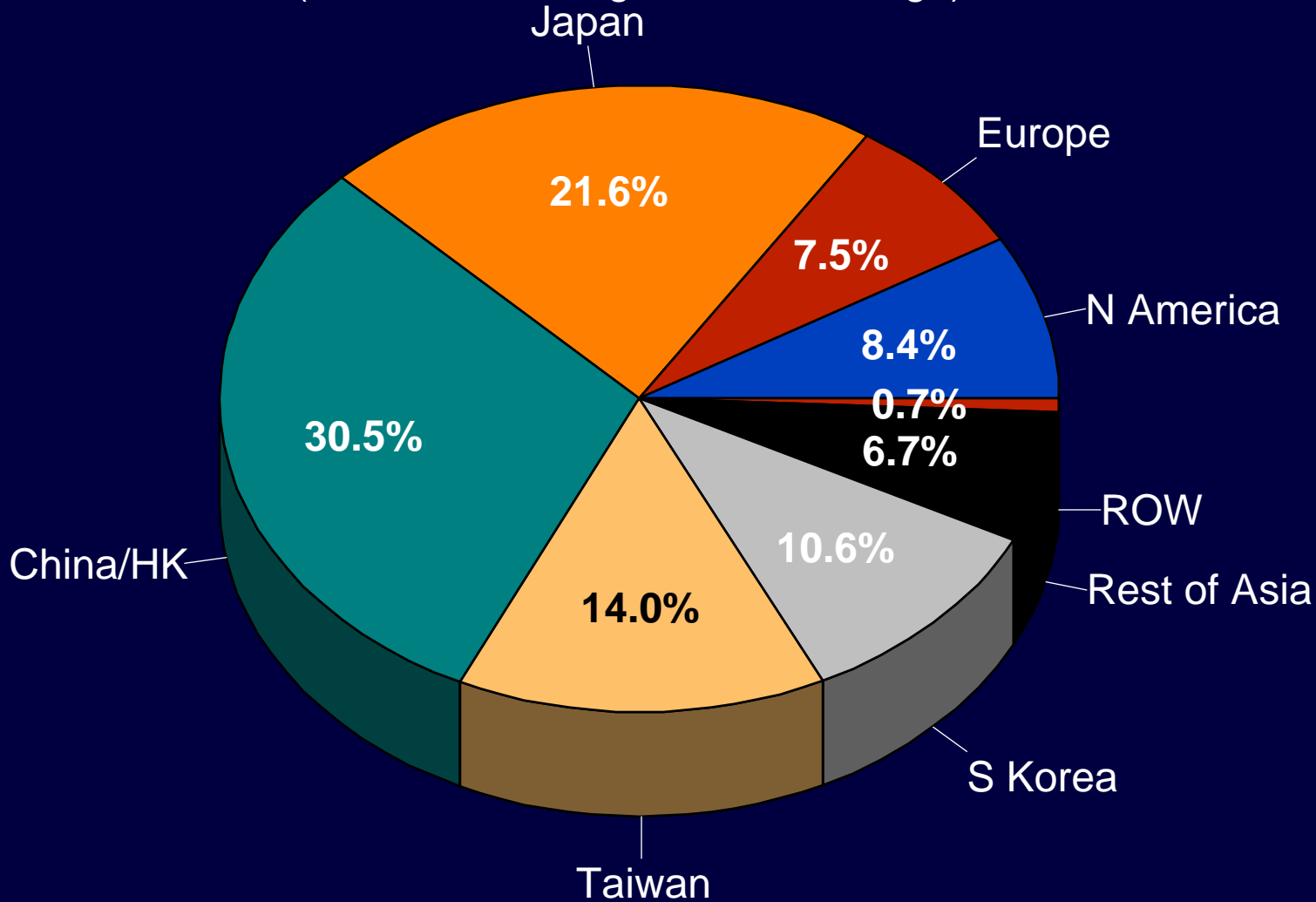


Asustek Computer, Compal Electronics, Foxconn, Innolux Display, Inventec, Inventec Appliance, Lite-On Technology, Mitac International, Quanta Computer, Wistron

# PCB Fabrication

# 2008 World Rigid & Flex PCB Production by Geographical Area

(US\$ M @ Average 2008 Exchange)



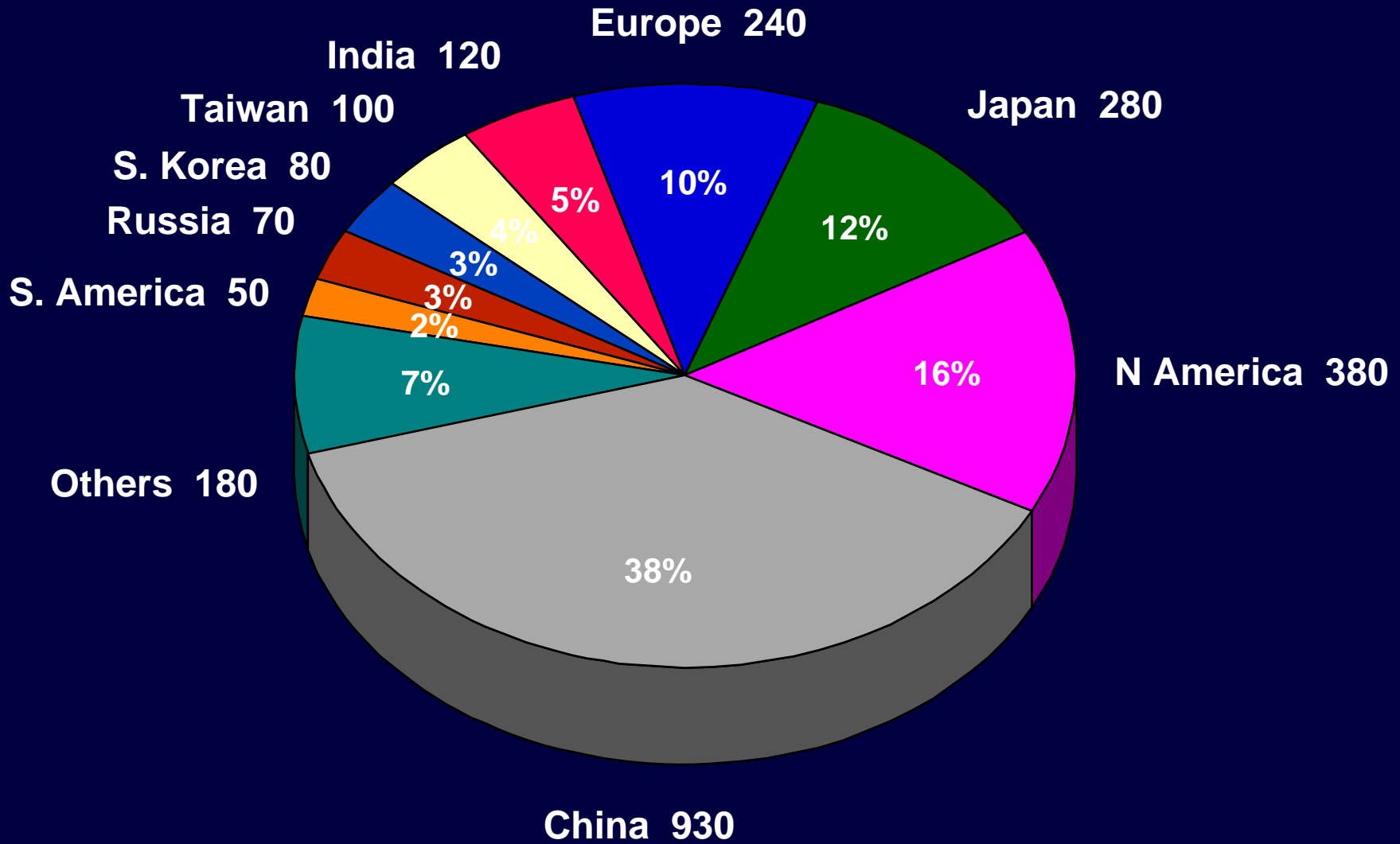
**Total: \$48.9 Billion**

# 2008 World PCB Production

## Top 10 Companies

<u>Rank</u>	<u>Maker</u>	<u>Country</u>	<u>US\$M</u>
1	Nippon Mektron*	Japan	1,716
2	Ibiden	Japan	1,629
3	Unimicron	Taiwan	1,489
4	Nanya PCB	Taiwan	1,179
5	Samsung EM	S. Korea	1,174
6	Kingboard PCB Group	HK-China	1,104
7	CMK	Japan	1,076
8	Tripod	Taiwan	933
9	Fujikura*	Japan	882
10	Multek	USA	815

# Number of PCB Makers

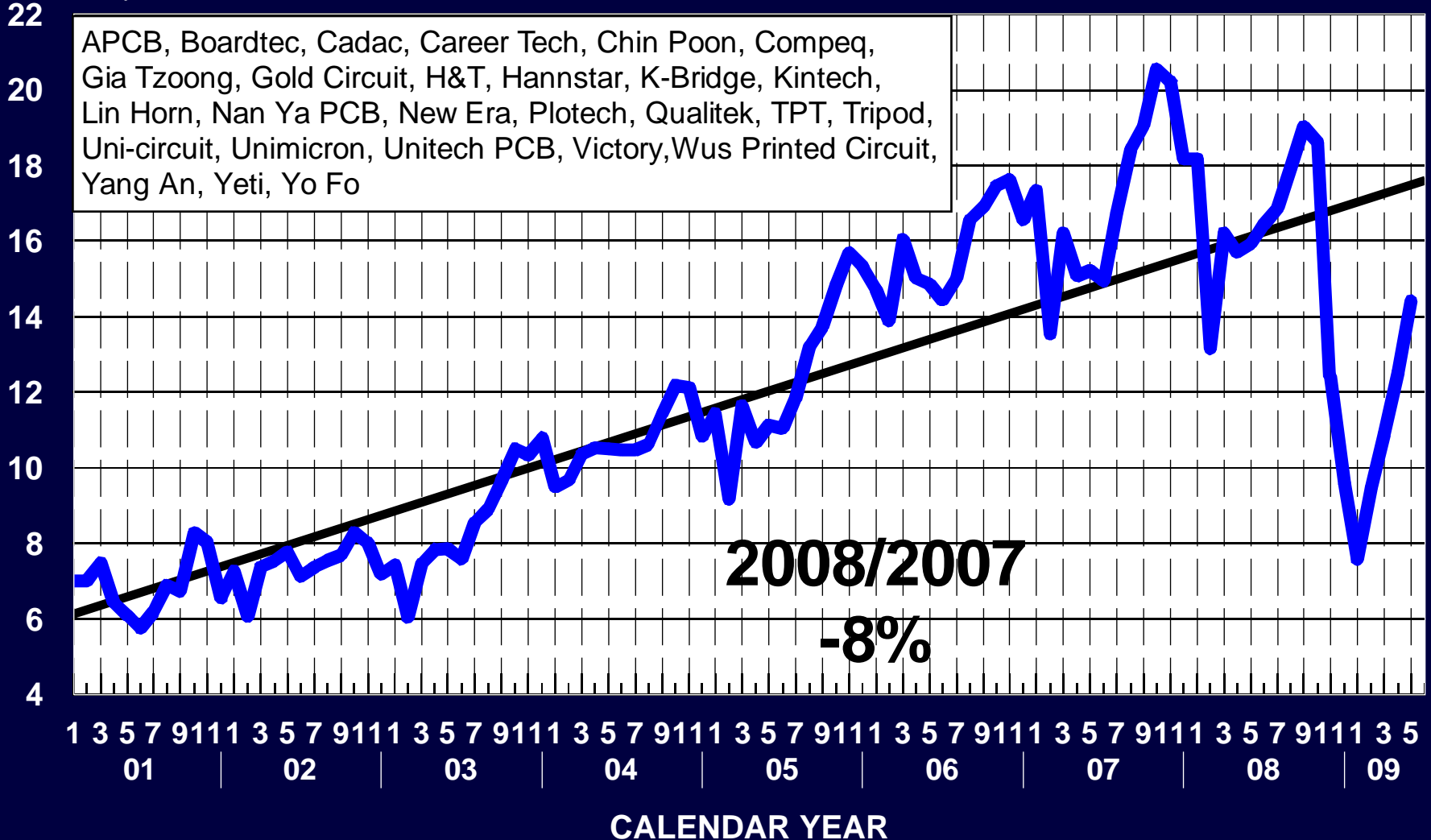




# Taiwan Rigid PCB Shipments

## Composite of 27 Taiwan-listed Manufacturers

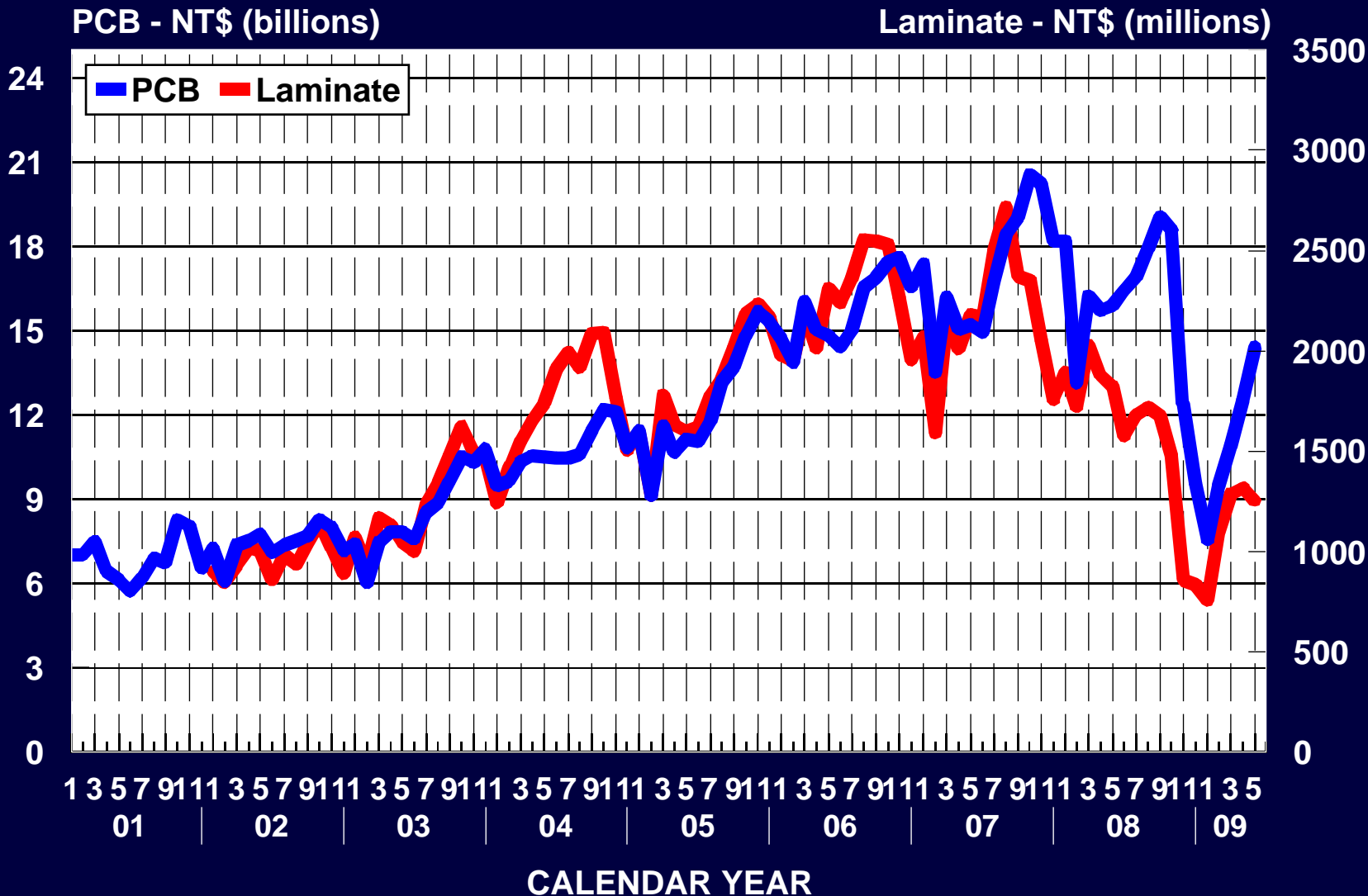
NT\$ Billions



Company Financial Releases

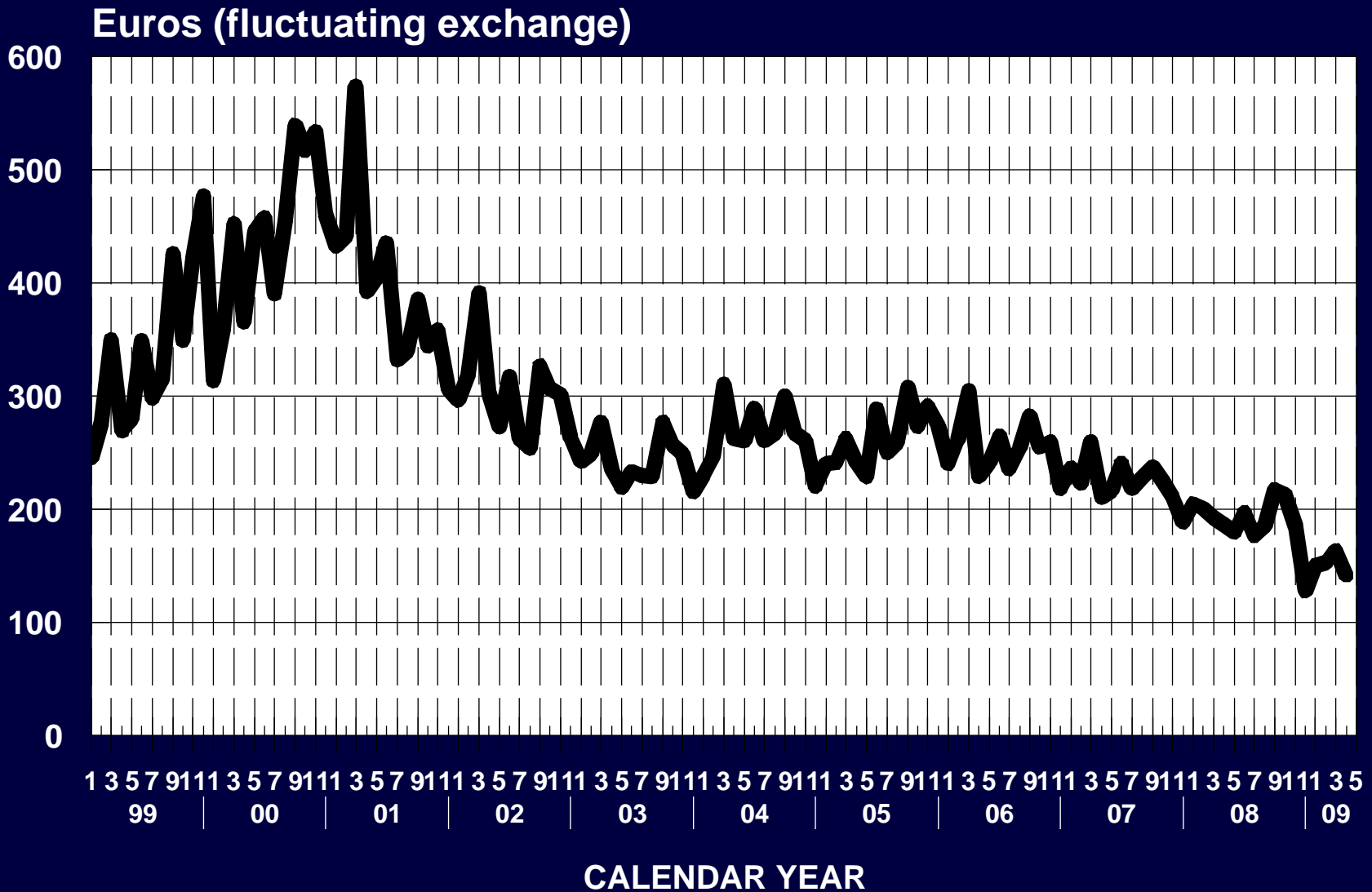
# Taiwan Shipments

## 27 Rigid PCB & 8 Laminate Manufacturers



Company Financial Releases

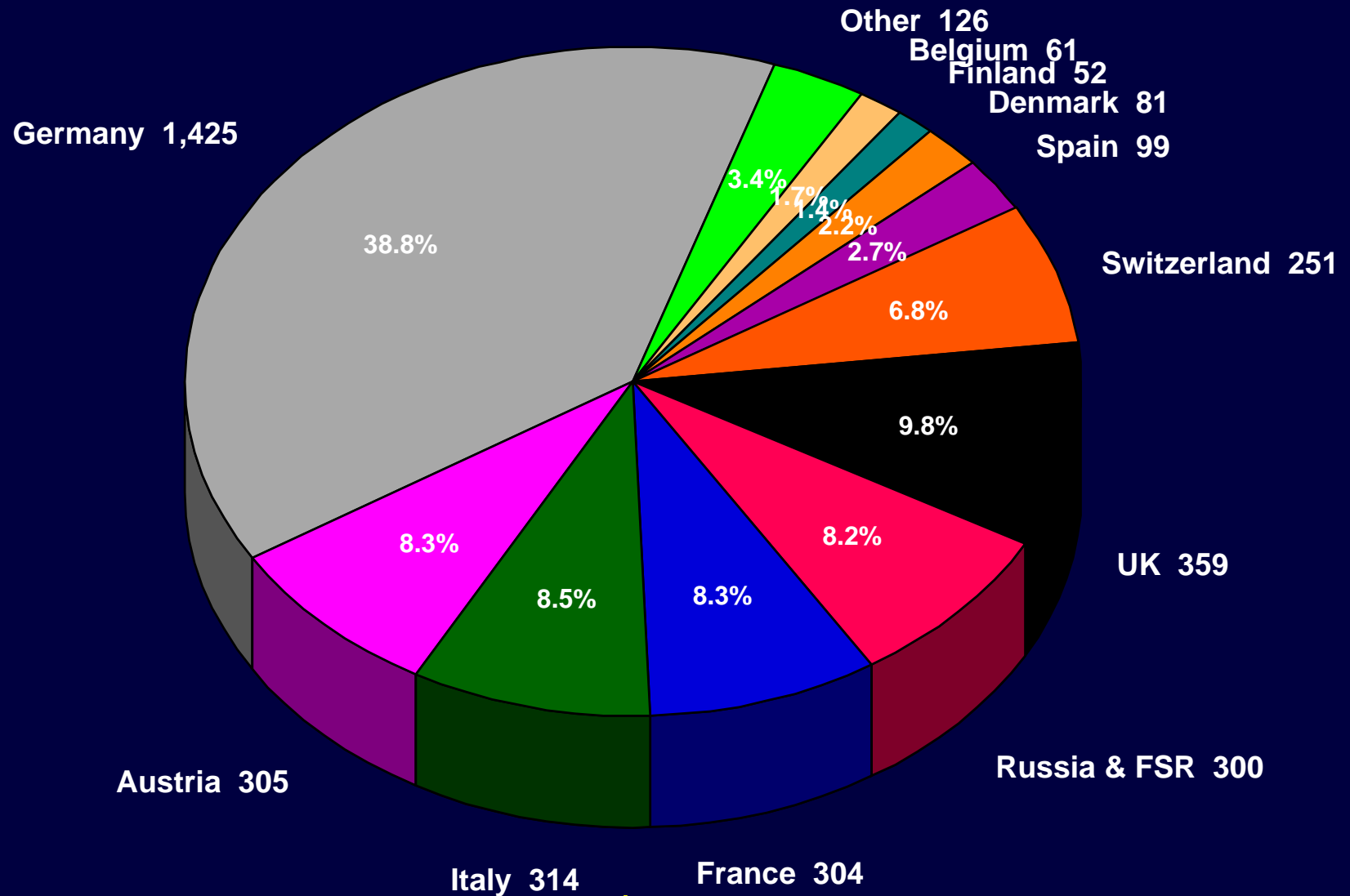
# European PCB Monthly Shipments



Source: Custer Consulting Group

# 2008 European Rigid & Flex PCB Production

(US\$ M @ 2007 Exchange)



# European PCB Production - Million Euro

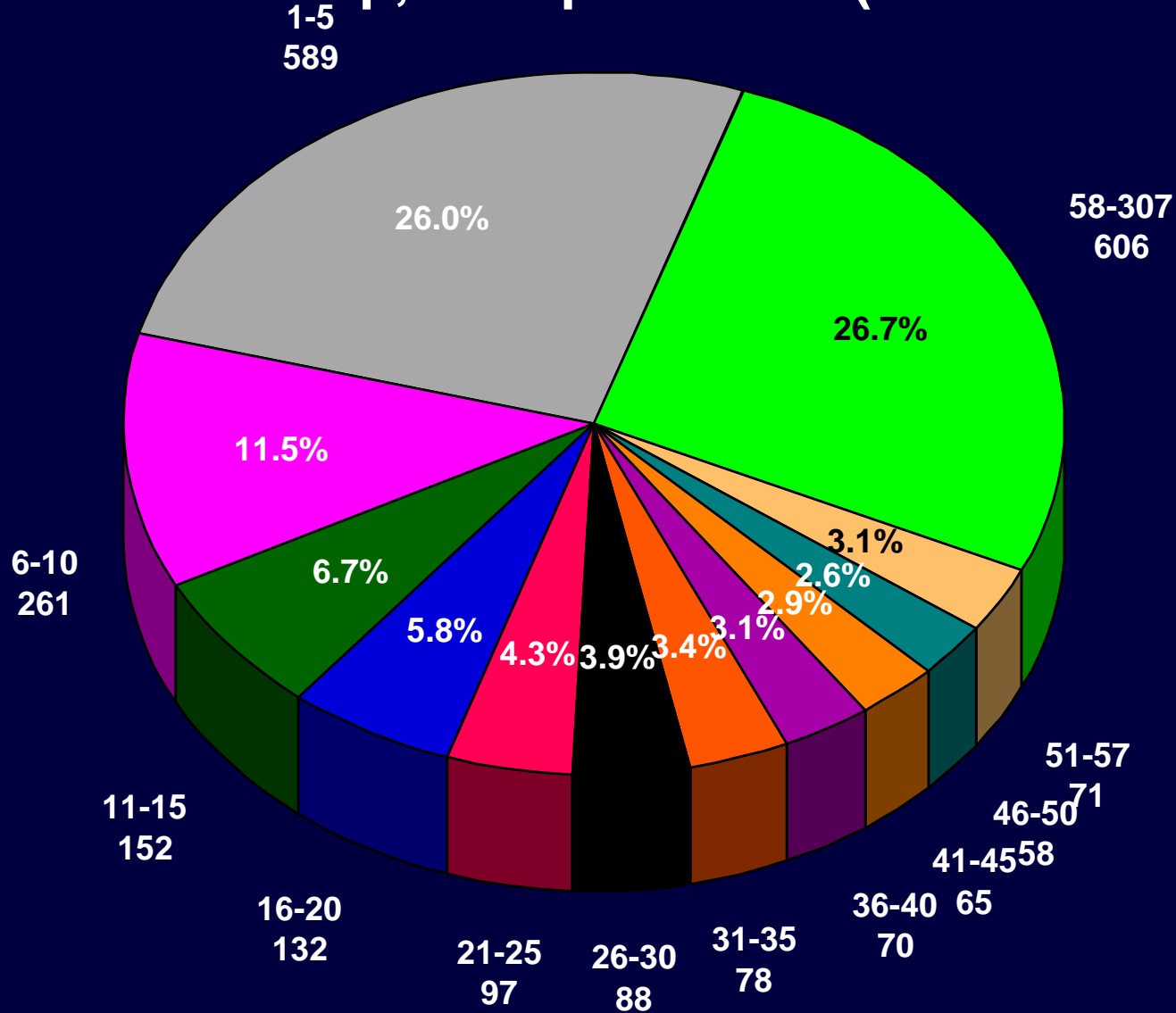
Country	2005	2006	2007	2008
Austria	260	272	255	209
Belgium	38	41	48	41
Denmark	81	70	60	56
Finland	85	73	54	36
France	240	234	231	206
Germany	981	1,054	1039	970
Italy	281	284	248	212
Netherlands	41	29	23	20
Norway	13	10	8	3
Spain	193	167	100	68
Sweden	18	16	15	9
Switzerland	166	174	172	169
UK	278	252	197	177
Subtotal	2,675	2,676	2,450	2,175
Others (excluding FSU)	75	71	100	90
Total	2,750	2,747	2,550	2,266

# 2008 European PCB Companies

<u>Rank</u>	<u>Maker</u>	<u>Rank</u>	<u>Maker</u>	<u>Rank</u>	<u>Maker</u>
1	AT&S	21	Hausermann	41	Pri Dana
2	Wurth Group	22	Aspocomp Oy	42	Fela Group
3	Ruwel Group	23	Greule	43	Silga
4	Schweizer Electronic	24	Cisel	44	Graphic
5	Fuba	25	Cistel-Laier	45	Cimulec Group
6	Multek	26	eXemption	46	ggp-Peters
7	Cire Group	27	GS Prazision	47	Eurocir
8	KSG	28	Optiprint	48	Elekonta Marek
9	Elvia	29	Varioprint	49	Technoboards
10	Freudenberg Mekttec	30	Ramaer	50	TW Elektronik
11	Invotec Group	31	Polytron Print	51	Jenaer
12	Cicor Group	32	Schoeller	52	LAB
13	PPC Electronic	33	Freudenberg Mechatronic	53	Stevenage
14	hmp Heideheim	34	Storz	54	Brockstedt
15	Dyconex	35	Lares	55	Cebisa
16	SoMaCis Italia	36	Microcirtec/Precoplat	56	Cipsa
17	CST Group	37	Rohde & Schwarz	57	OMR
18	Elco	38	Technoflex		
19	GPV Group	39	Ilfa		
20	ACB Group	40	Techci (Confidur)		

# 2008 European PCB Production

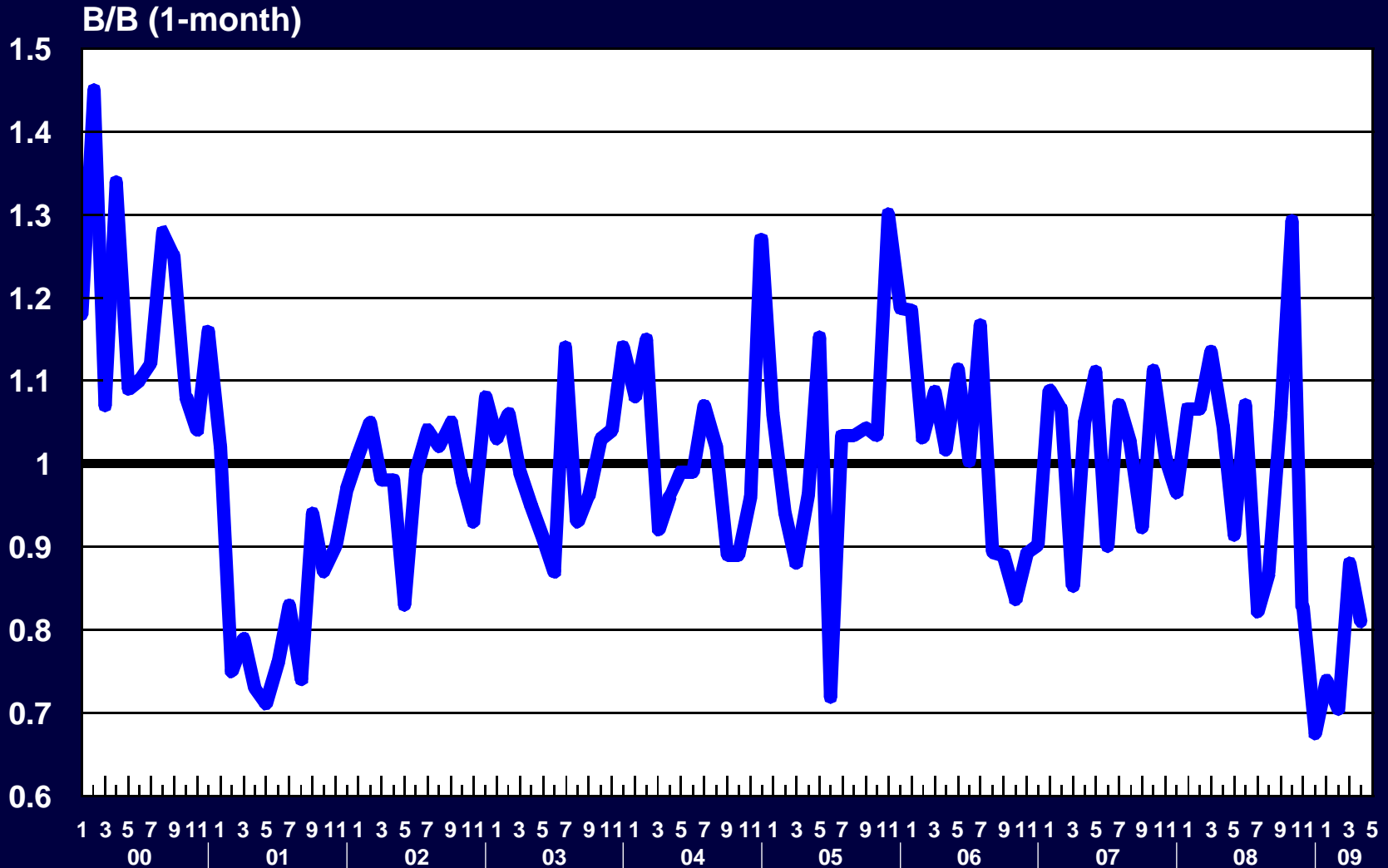
Rank of Group, Group Subtotal (Euro Million)



**Total: 2,267 Million Euro**

# PCB Book/Bill - VdL/ZVEI

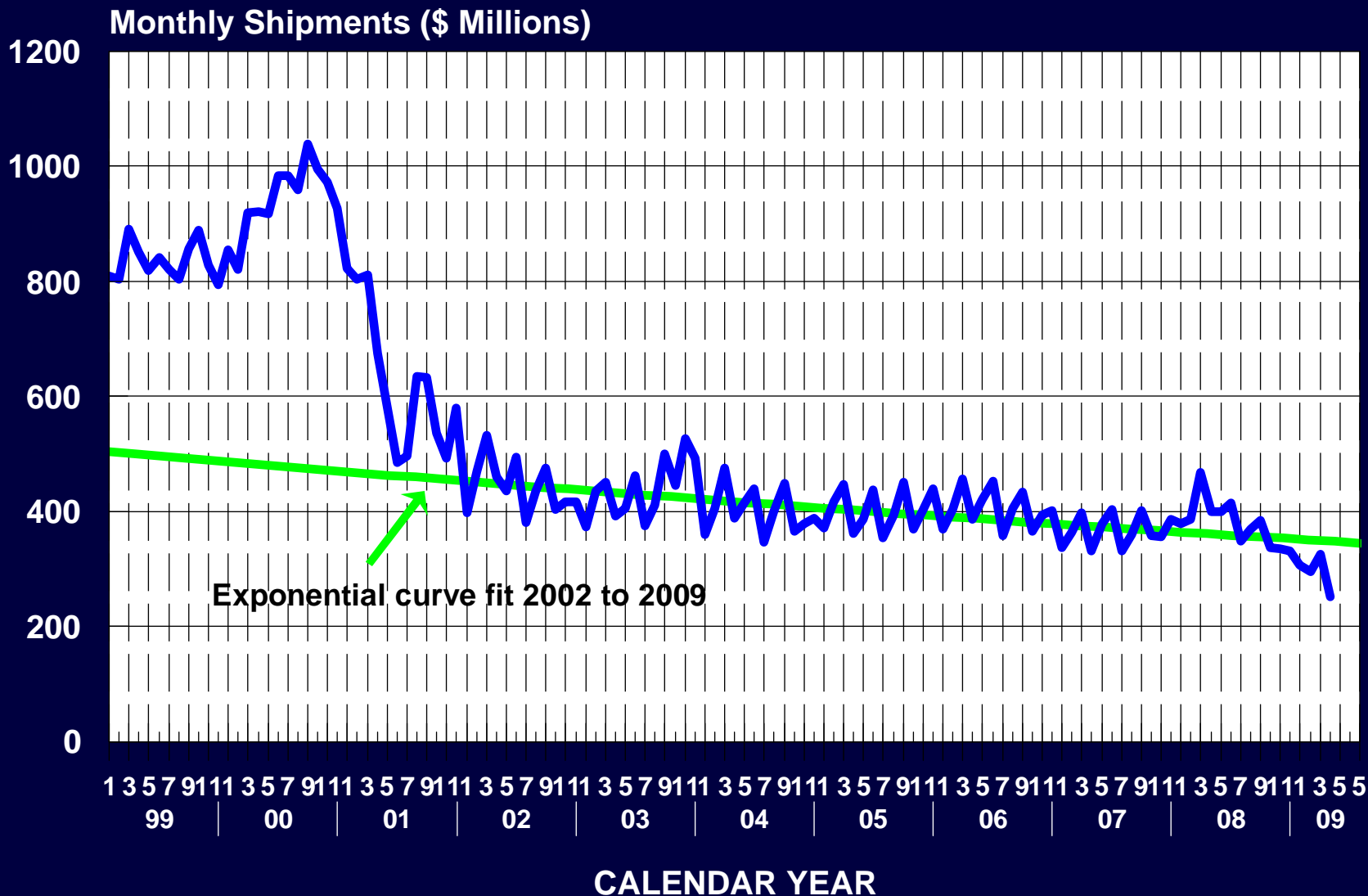
## Primarily German PCB Makers



VdL/ZVEI

[www.zvei.de/fileadmin/user\\_upload/Presse/](http://www.zvei.de/fileadmin/user_upload/Presse/)

# N American PCB Monthly Shipments



Source: Custer Consulting Group

# N AMERICAN PCB GROWTH INDICATORS

% GROWTH - Apr 2009 vs Apr 2008

## RIGID PCB \$ SHIPMENTS

**Down 37.1%**

## RIGID PCB \$ BOOKINGS

**Down 26.9%**

## RIGID PCB BOOK/BILL RATIO

3-MONTH AVG      **0.98**

1-MONTH            1.11

## FLEX CIRCUIT \$ SHIPMENTS

**Down 2.1%**

## FLEX CIRCUIT \$ BOOKINGS

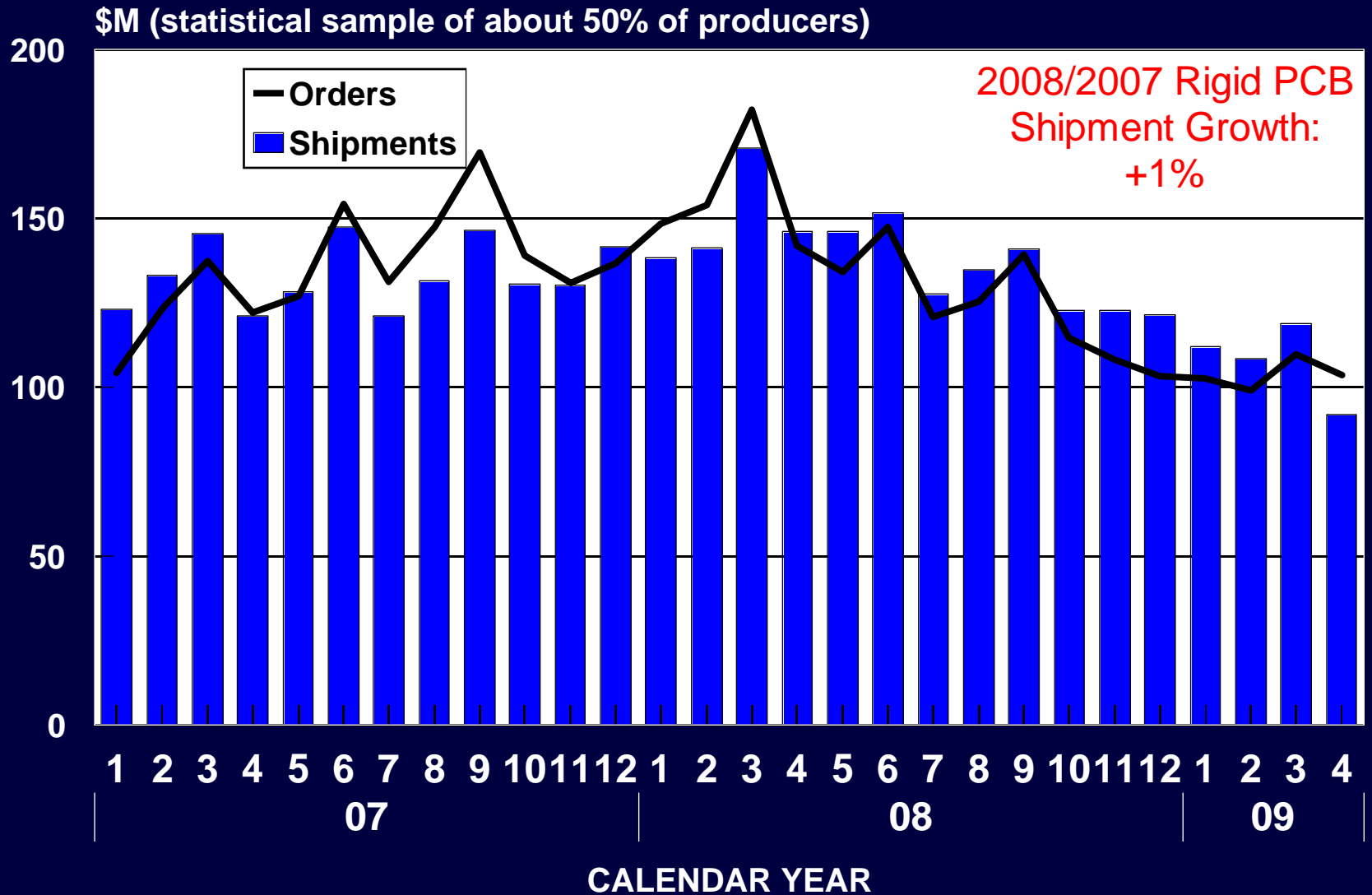
**Down 0.3%**

## FLEX CIRCUIT BOOK/BILL RATIO

3-MONTH AVG      **0.94**

1-MONTH            1.01

# N American Rigid PCB Shipments & Orders

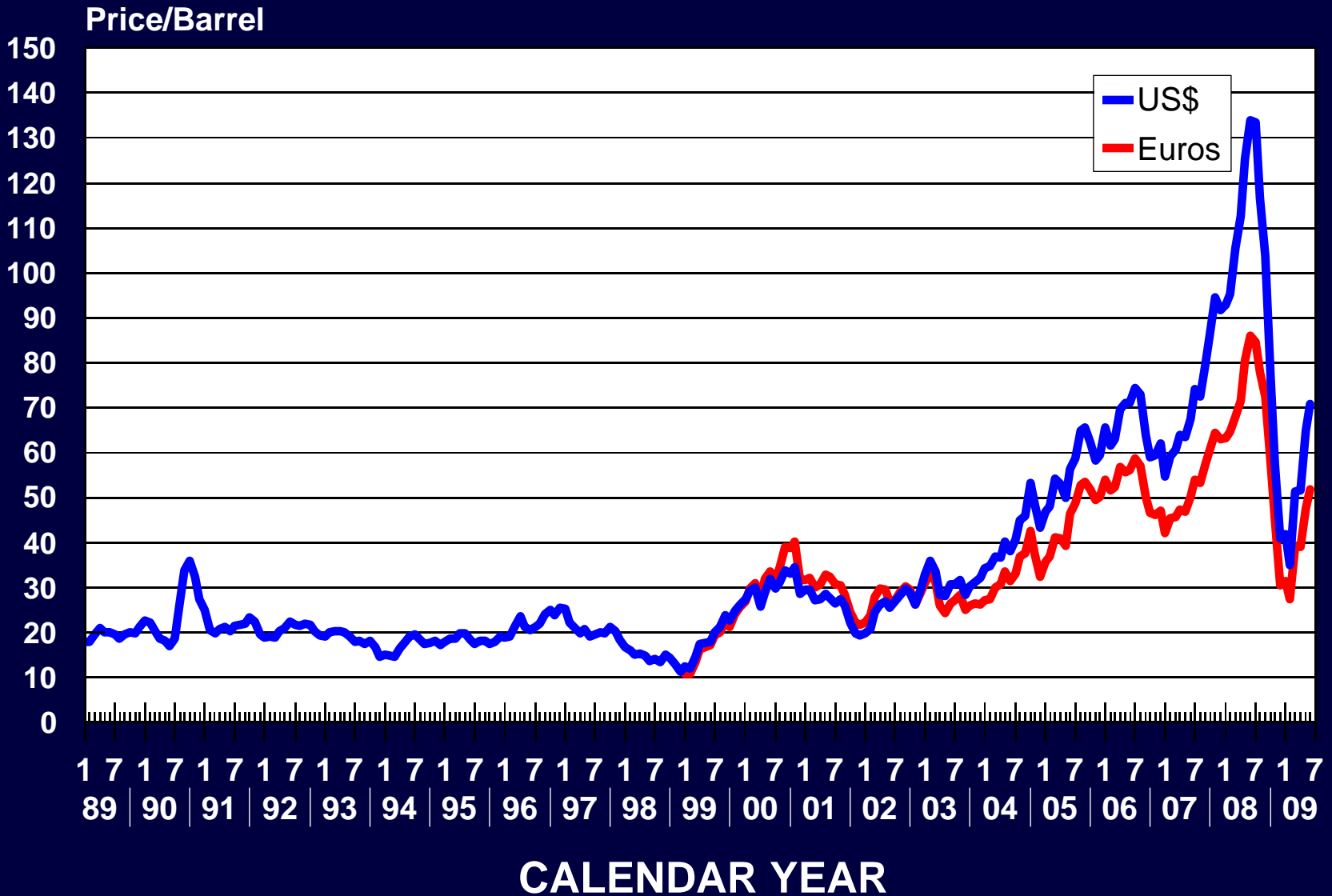


Note: IPC survey captures "market" not domestic production. About 15% of the above represents imported boards resold by N American PCB producers in survey.

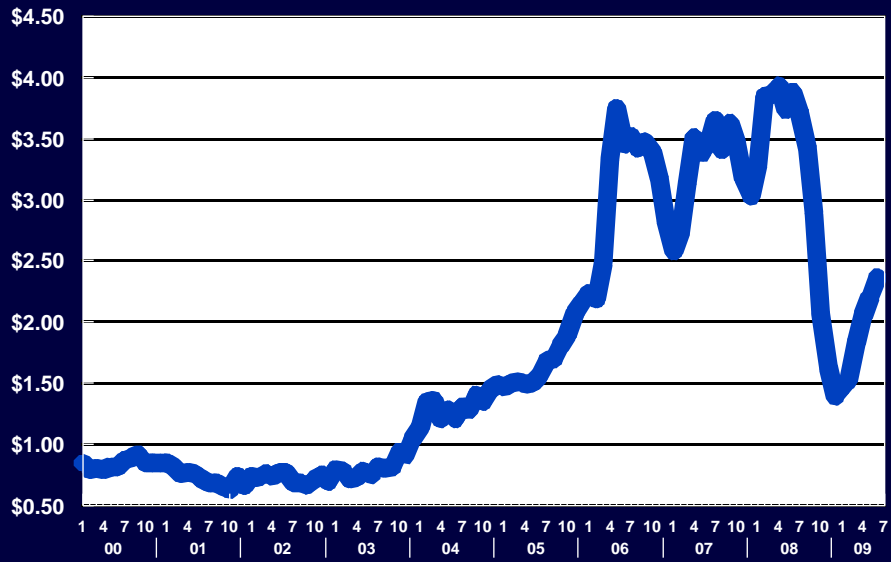
# **PCB Materials & Process Equipment**

# Spot Oil Prices - US\$ & Euros

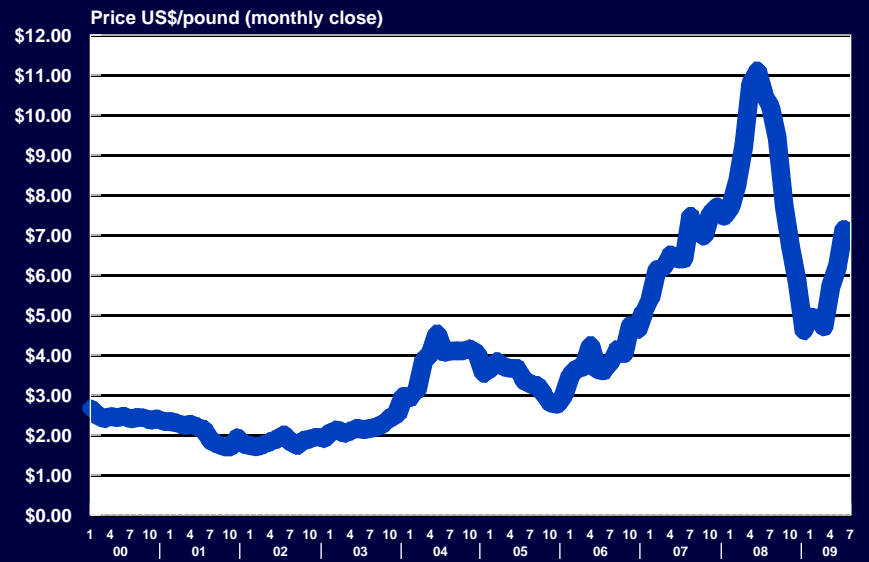
## W Texas Intermediate Crude



## Copper

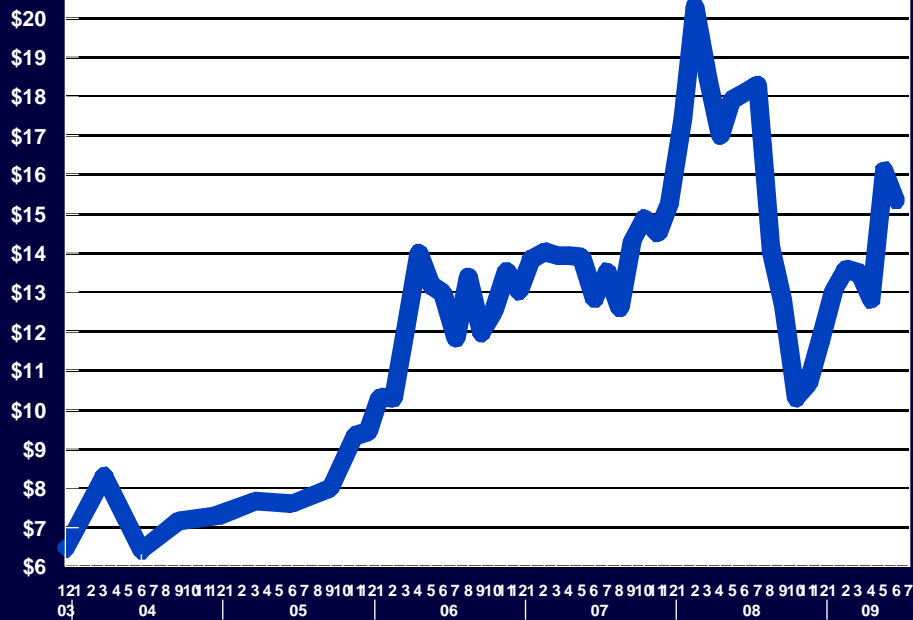


## Tin



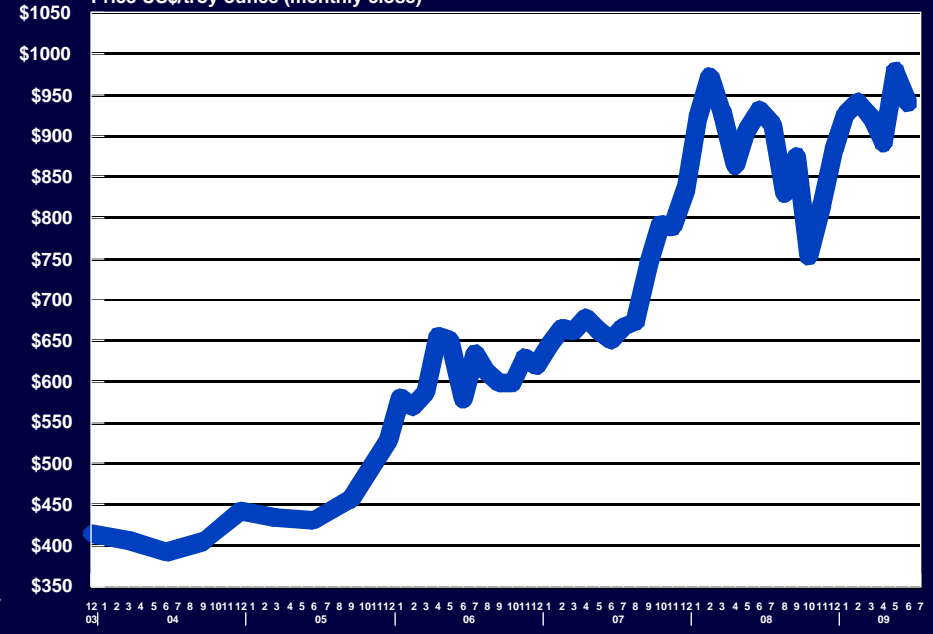
## Silver

Price US\$/troy ounce (monthly close)



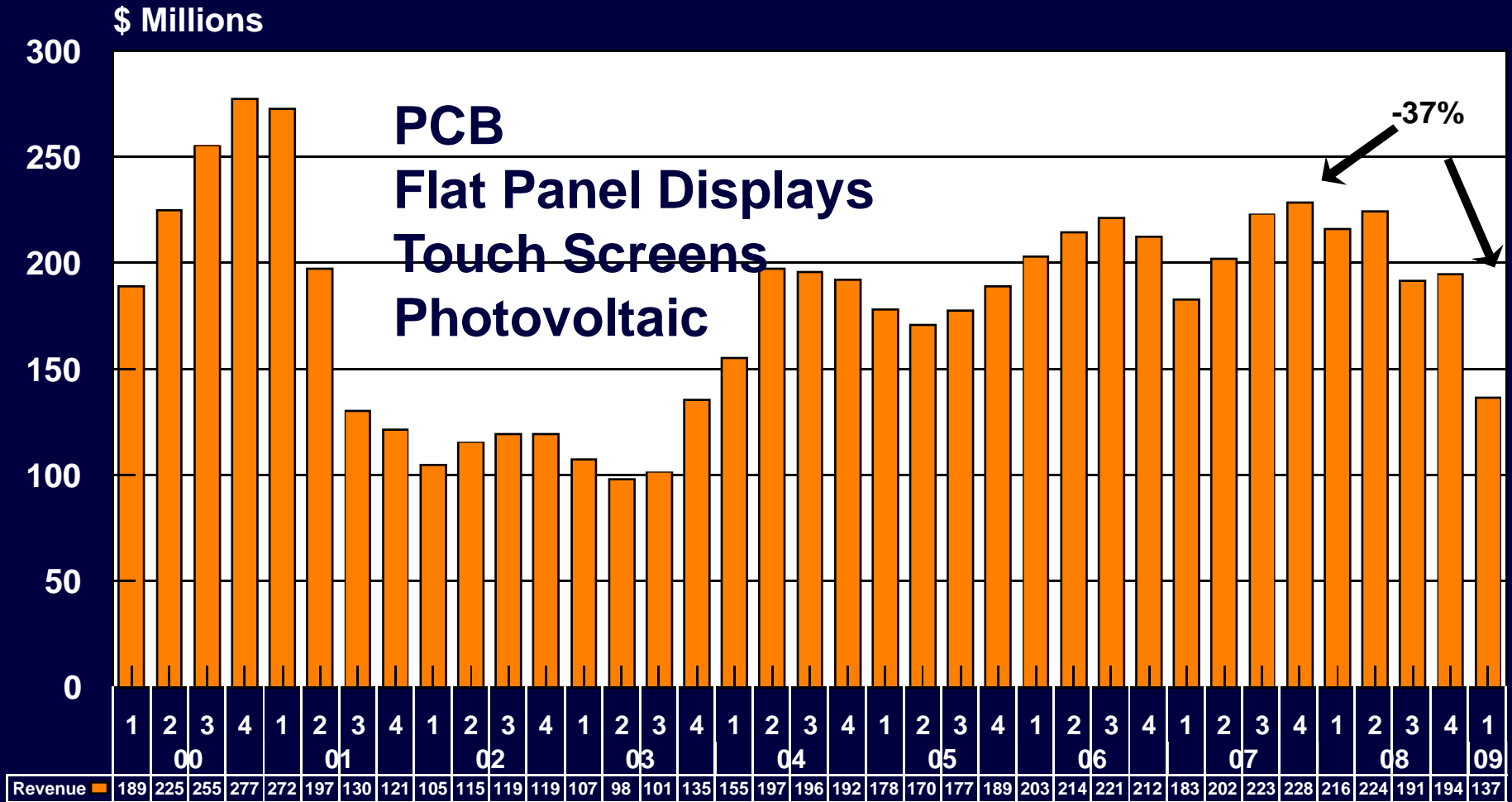
## Gold

Price US\$/troy ounce (monthly close)



# Process Equipment Related Suppliers

## Composite of 5 Companies

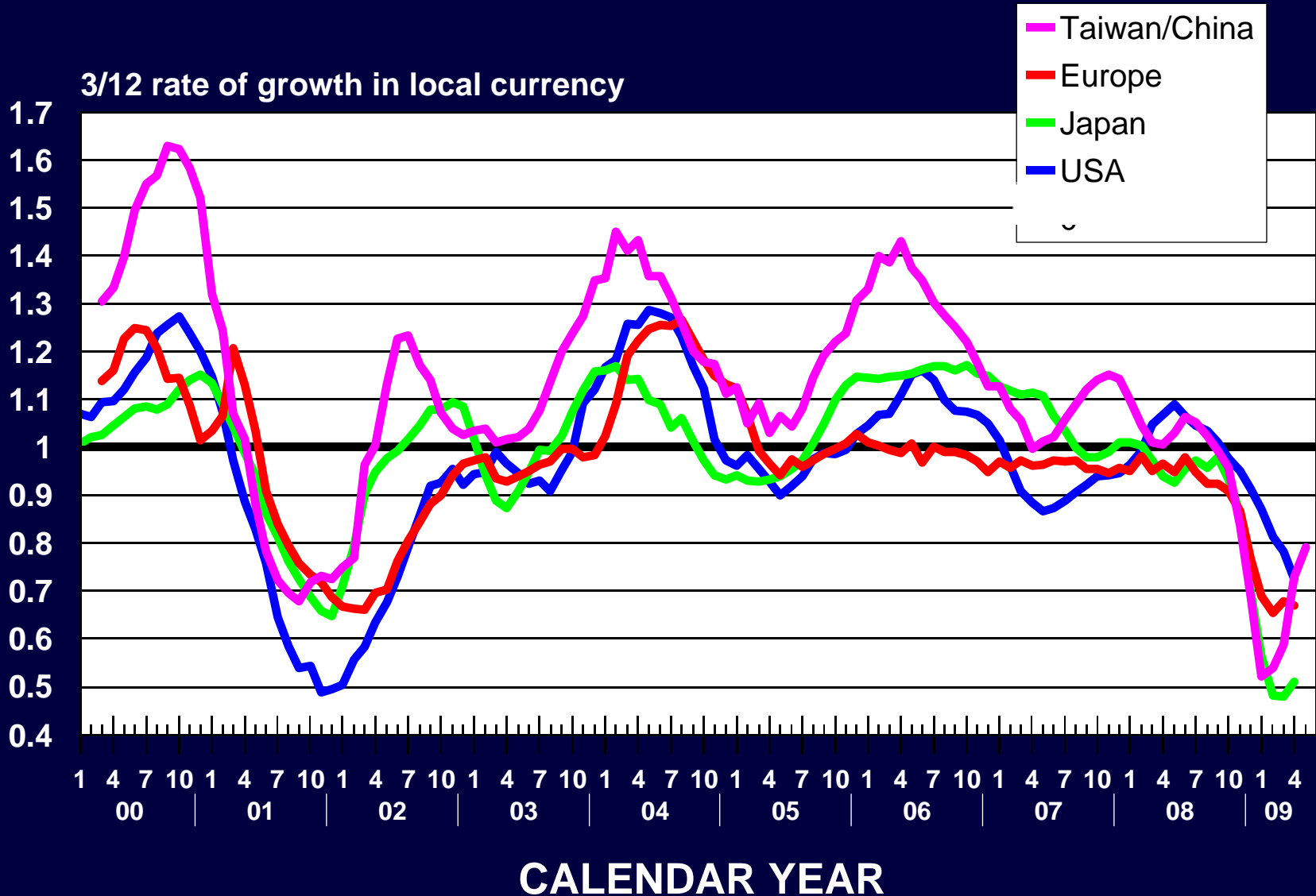


CY

C-Sun, Camtek, GSI Group, Orbotech, Valor  
NT\$ converted at fluctuating exchange

# World PCB Model

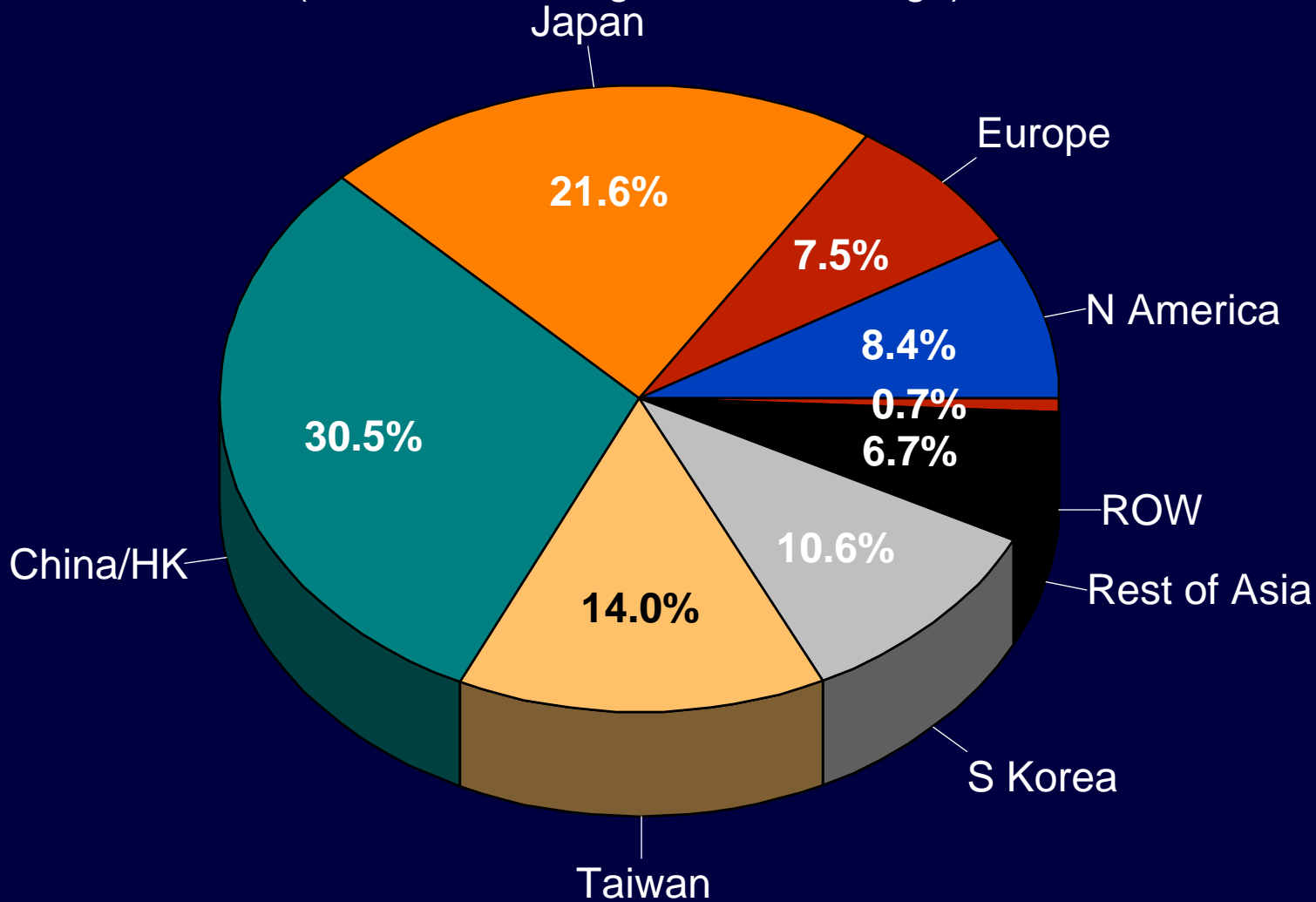
# Regional PCB Shipment Growth



Sources: IPC, JPCA, Taiwan/China composite; modified SIA chip shipments to approximate Europe

# 2008 World Rigid & Flex PCB Production by Geographical Area

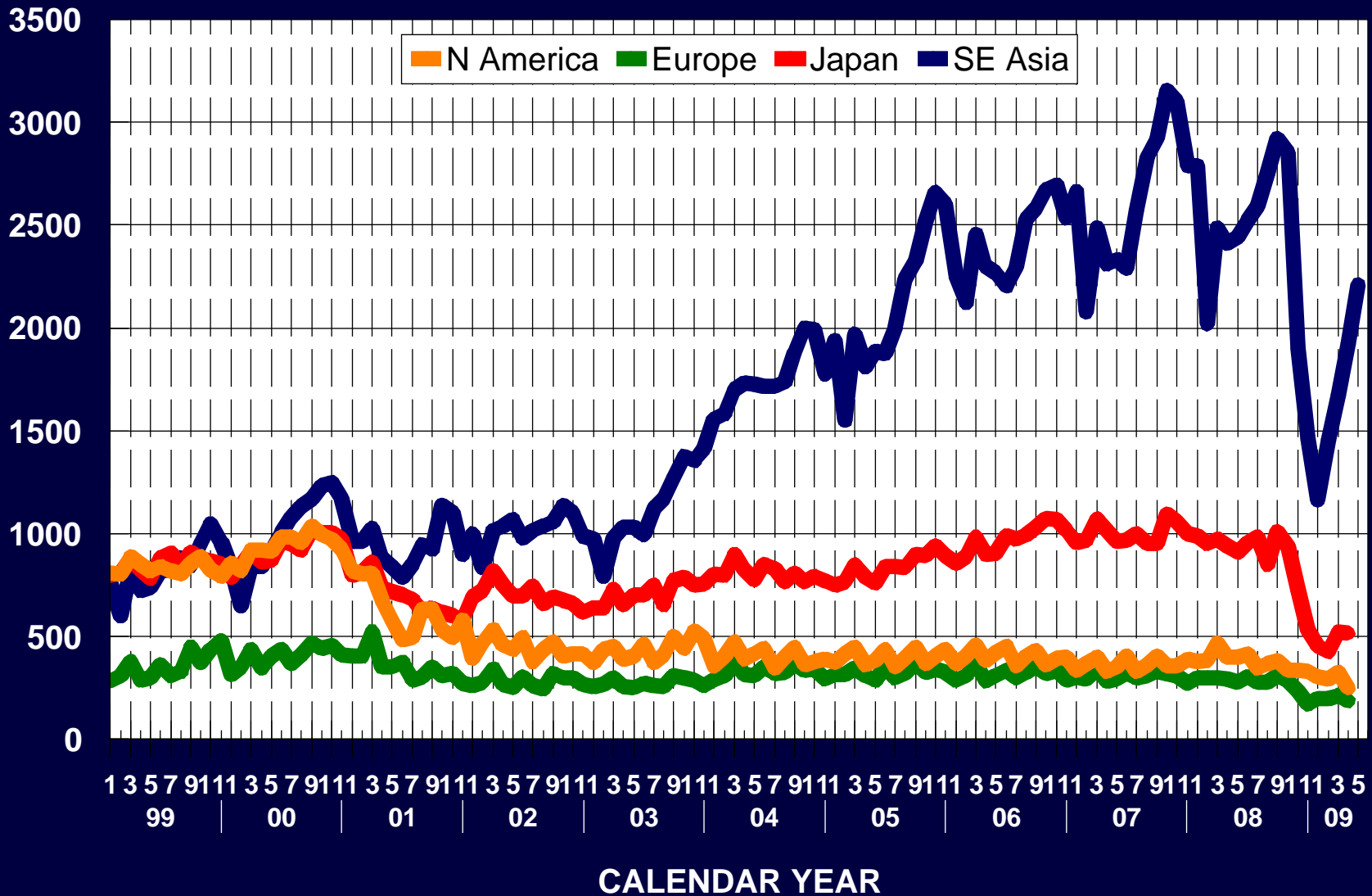
(US\$ M @ Average 2008 Exchange)



**Total: \$48.9 Billion**

# World PCB Monthly Shipments

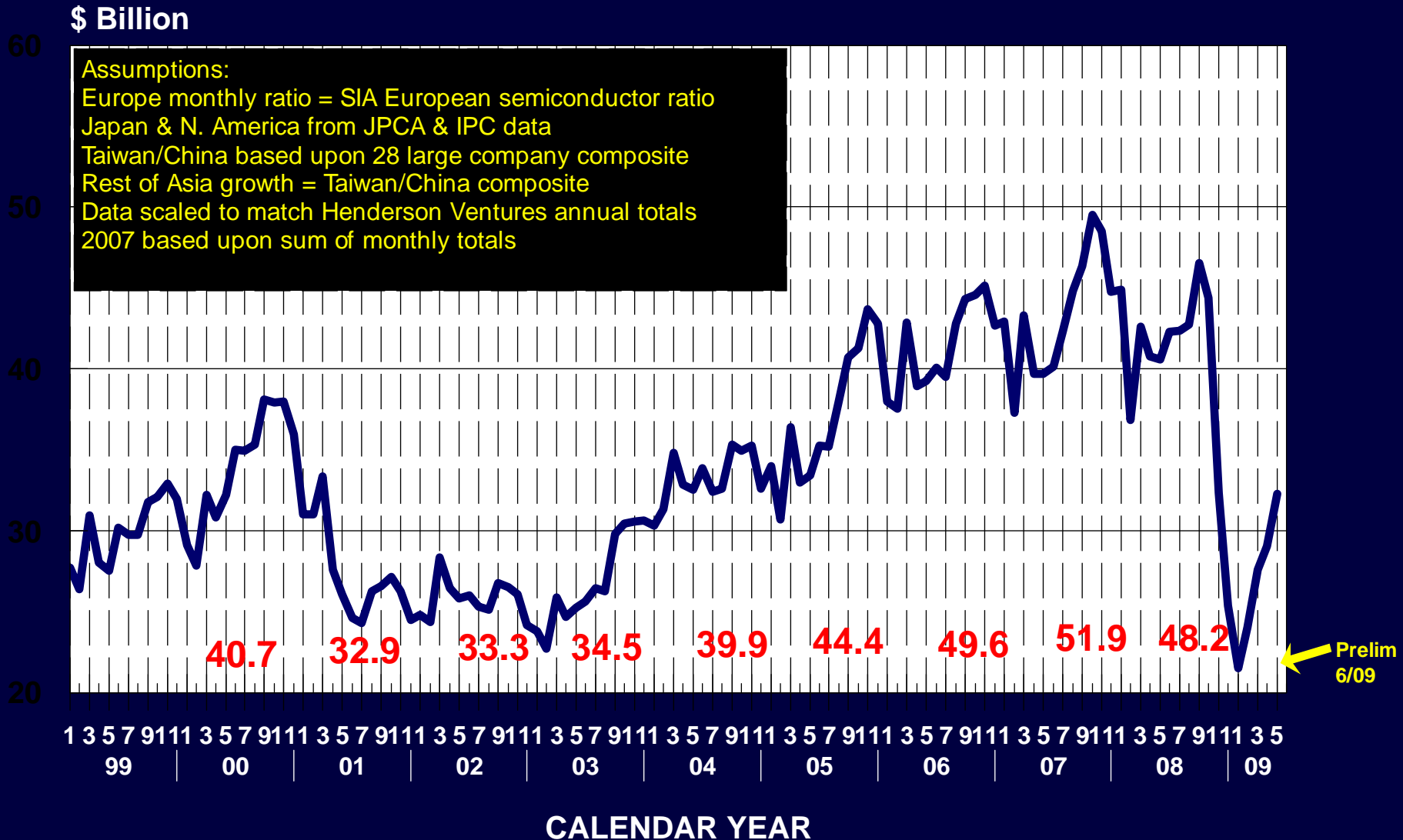
## Converted @ Constant 2007 Exchange Rates



Source: Custer Consulting Group

# World PCB Shipments

Converted @ Constant 2007 Exchange Rates

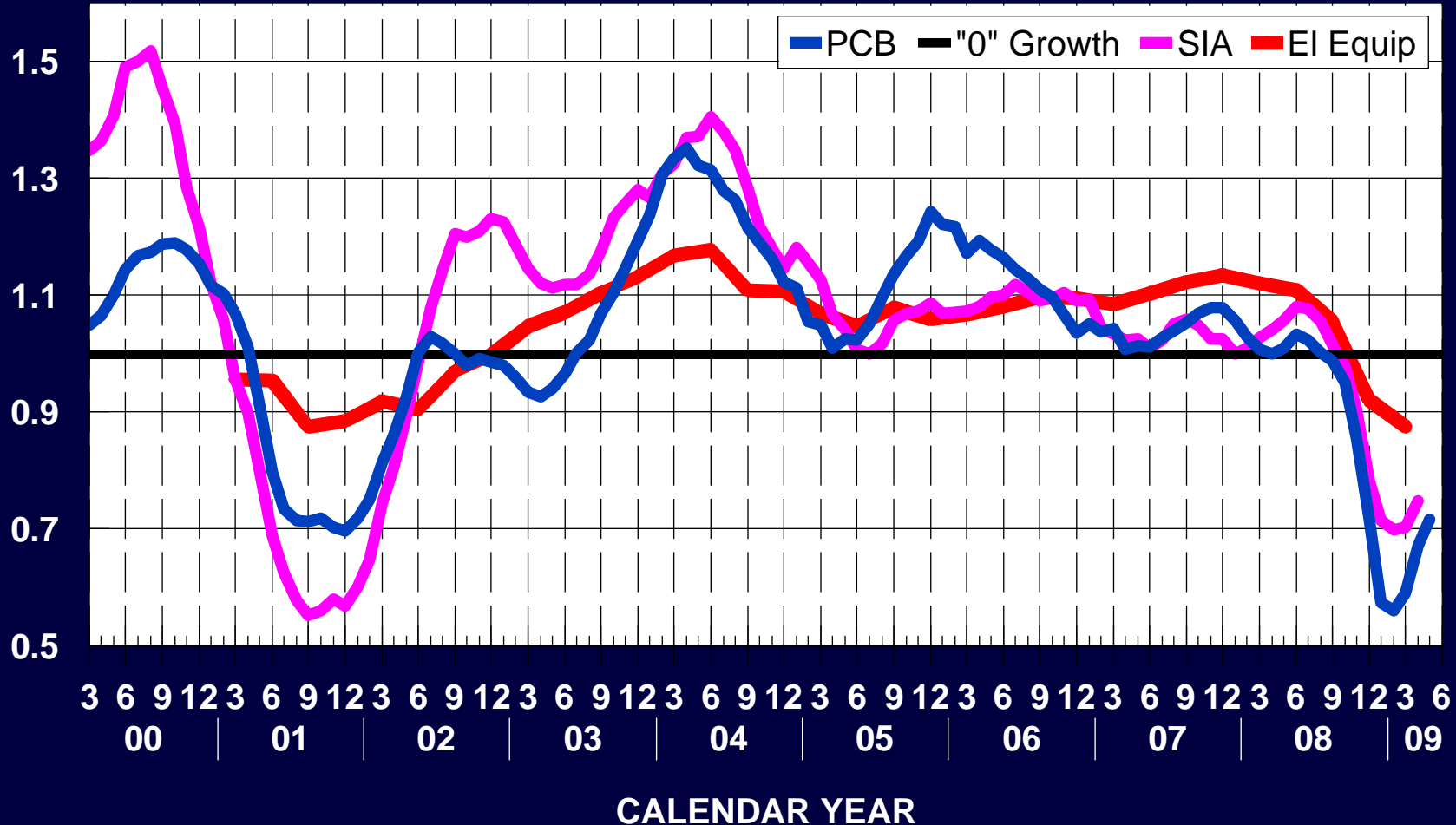


Source: Custer Consulting Group - synthesized from Henderson Ventures annual estimates and N. American, Japanese & Taiwan/China monthly PCB shipments and SIA European chip shipments

# World Electronic Equipment, PCB & Semiconductor Shipments

Converted @ Constant 2006 Exchange Rates

3/12 rate of change



# Forecasts

# GDP Growth

Constant \$ Growth Rates Converted @ Constant Exchange Rates

	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>
<b>World</b>	3.9	2.1	-2.3	1.9	3.7
<b>USA</b>	2.0	1.1	-3.0	1.6	3.7
<b>EU</b>	2.9	0.9	-3.8	0.0	1.7
<b>Japan</b>	2.4	-0.7	-6.5	0.6	2.5
<b>Four Tigers</b>	5.3	-0.5	-4.1	1.7	4.7
<b>China</b>	11.6	9.0	6.5	7.3	8.9

# Electronic Equipment Production Growth

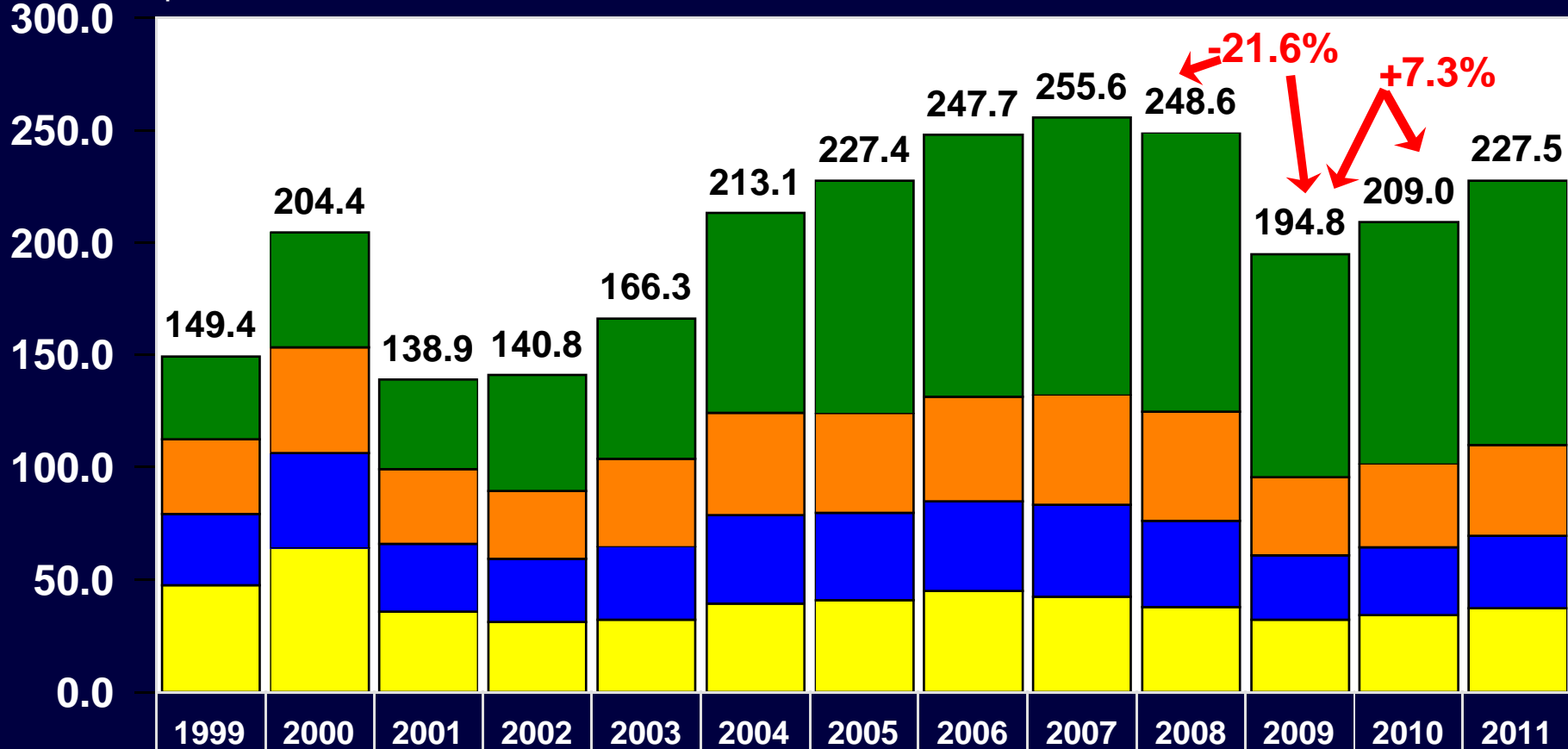
Current \$ Growth Rates Converted @ Constant 2007 Exchange Rates

	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>
World	8.1	0.3	-12.3	5.4	8.4
USA	0.9	0.3	-10.1	3.3	4.5
W Europe	-0.1	-1.1	-19.7	2.2	4.5
Japan	0.2	-9.7	-21.3	4.3	6.0
Four Tigers	7.6	1.3	-10.3	5.0	9.3
China	21.2	3.1	-6.6	8.8	13.2

# Worldwide Semiconductor Market by Geography

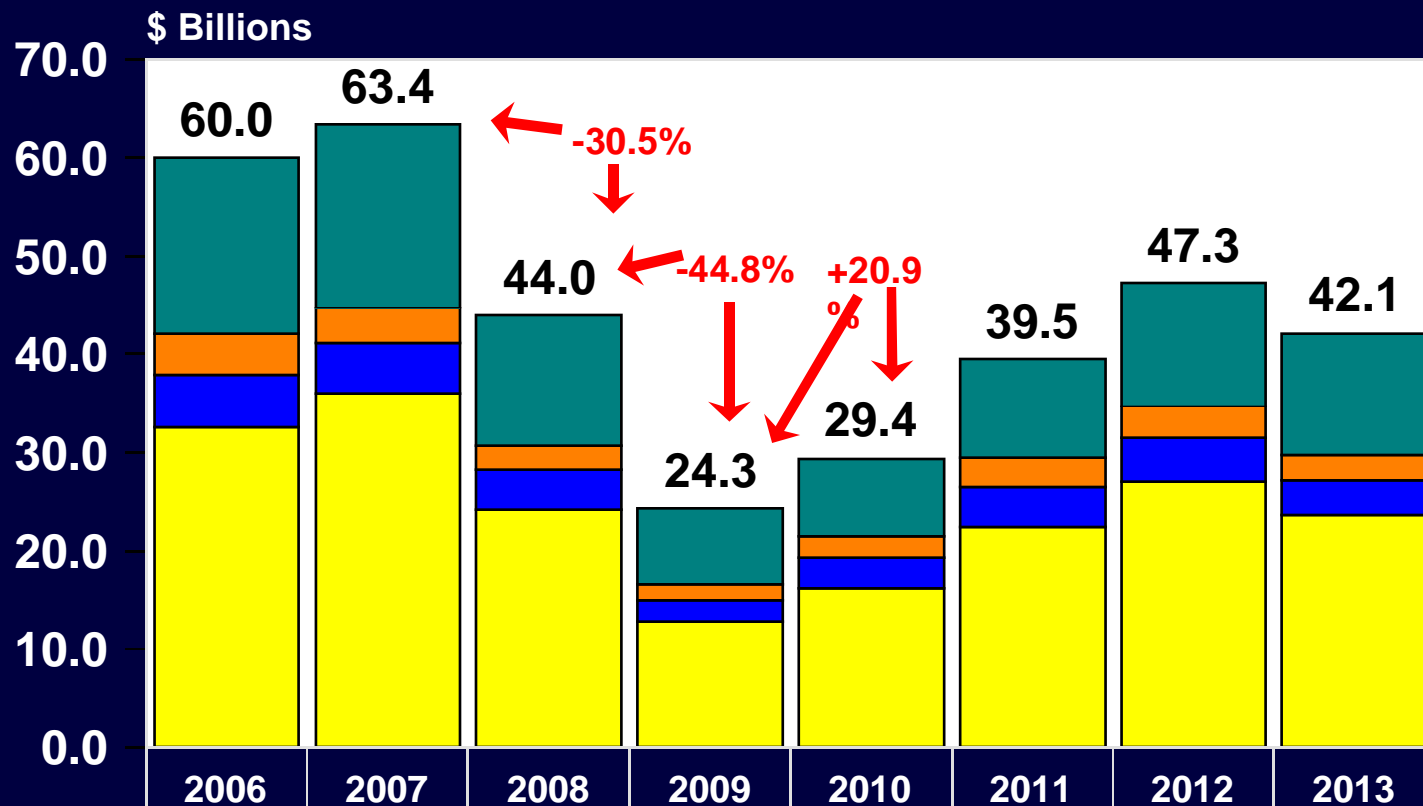
## WSTS Forecast

\$ Billions



	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Asia Pacific	37.2	51.3	39.8	51.2	62.8	88.8	103.5	116.5	123.5	124.0	99.5	107.6	117.8
Japan	32.8	46.7	33.1	30.5	38.9	45.8	44.1	46.4	48.8	48.5	34.7	37.0	40.0
Europe	31.9	42.3	30.2	27.8	32.3	39.4	39.1	39.9	41.0	38.2	28.3	30.1	32.6
N. America	47.5	64.1	35.8	31.3	32.3	39.1	40.7	44.9	42.3	37.9	32.3	34.2	37.1

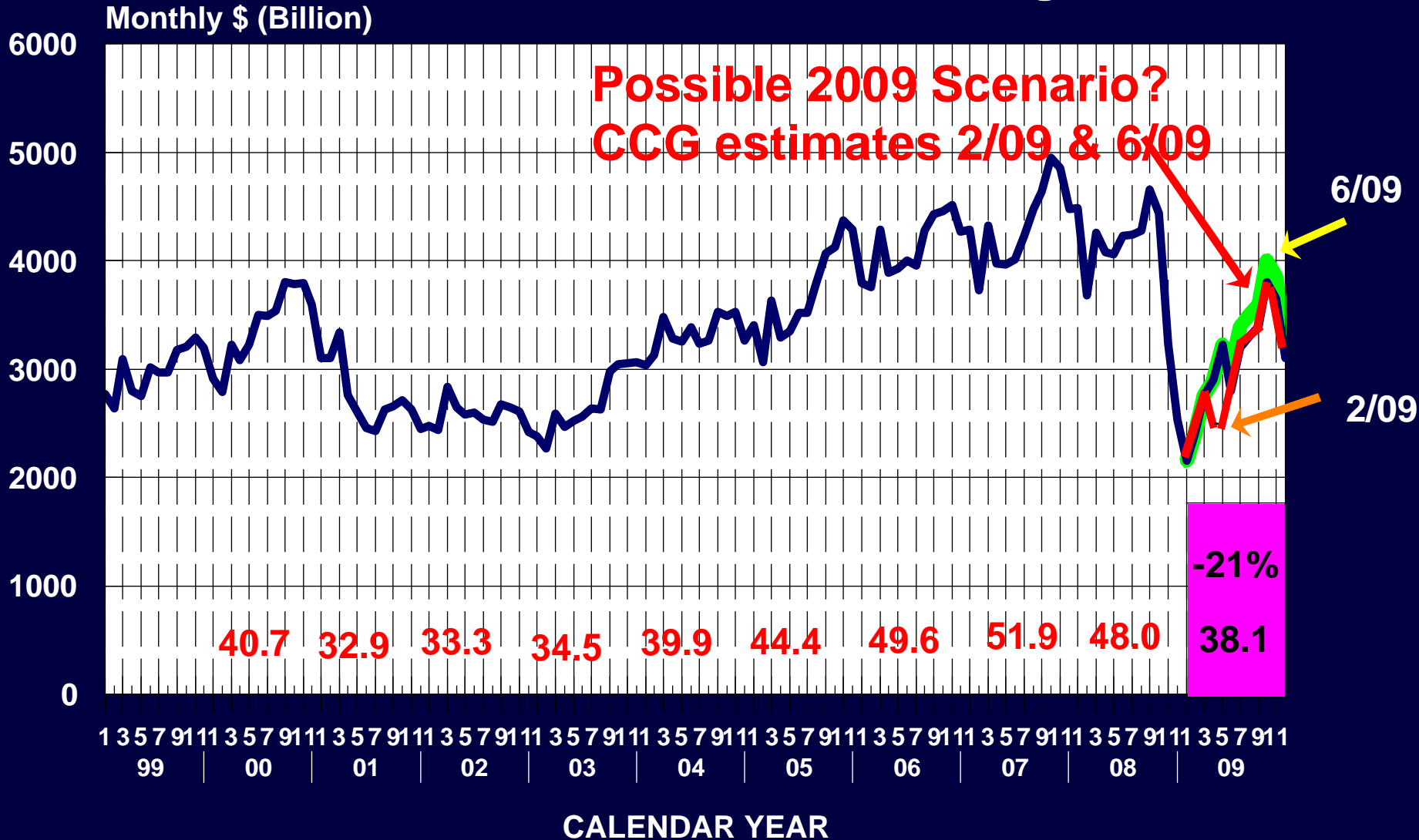
# Worldwide Semiconductor Capital Spending



Other Capital Spending	17.9	18.7	13.4	7.7	7.9	10.0	12.6	12.4
Automated Test Equip	4.1	3.6	2.4	1.7	2.2	3.0	3.2	2.6
Packaging & Assembly Equip	5.4	5.2	4.0	2.1	3.0	4.0	4.5	3.6
Wafer Fab Equip	32.5	36.0	24.2	12.8	16.2	22.4	27.0	23.6

# World PCB Shipments

Converted @ Constant 2007 Exchange Rates



Source: Custer Consulting Group - synthesized from Henderson Ventures annual estimates and N. American, Japanese & Taiwan/China monthly PCB shipments and SIA European chip shipments