

SEMICONDUCTOR MARKET INSIGHTS

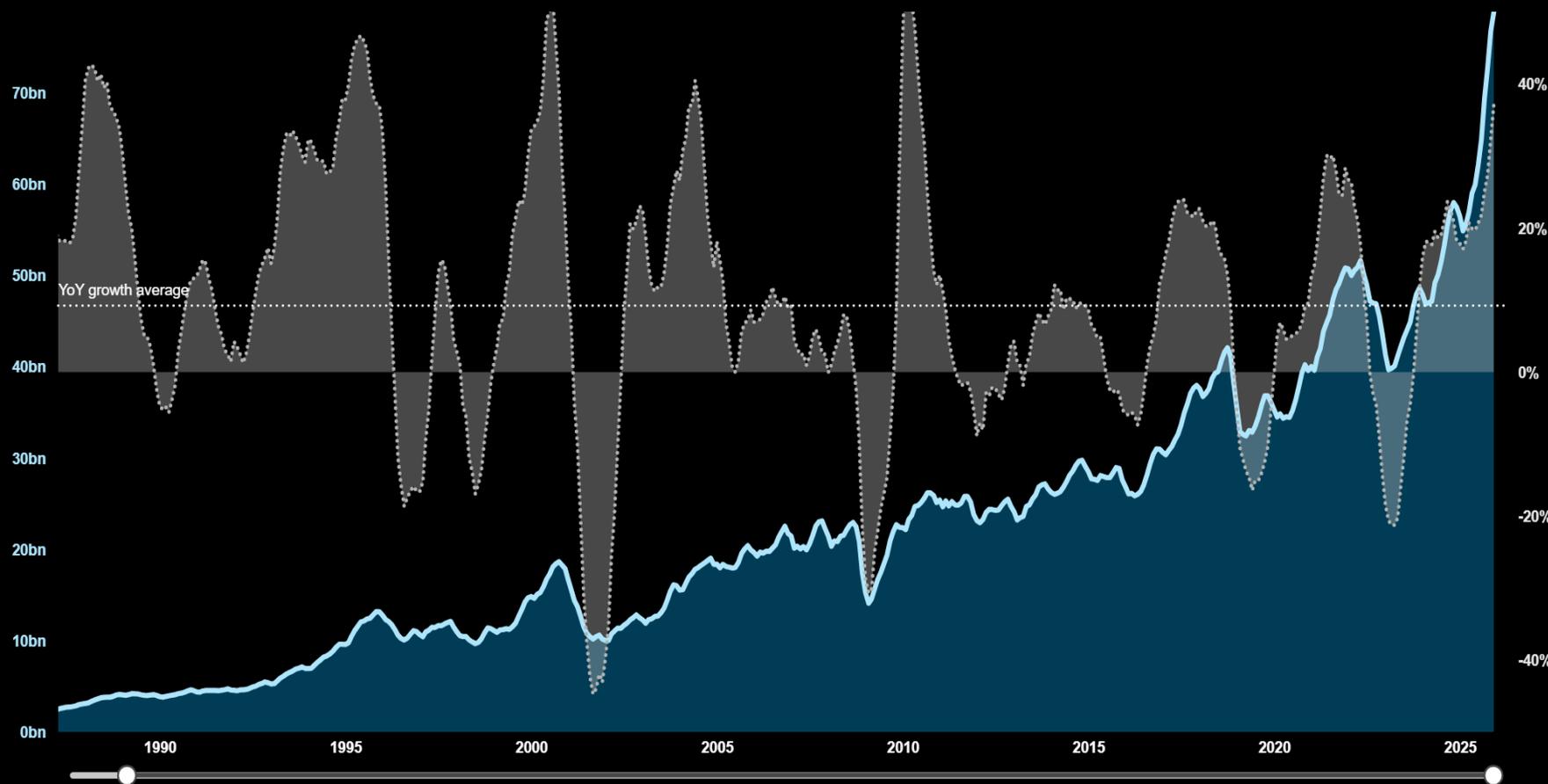


BENEFITS OF WSTS MEMBERSHIP

Monthly shipment figures by value and units

Historic billings monthly

● 3MMA in US\$ ● 3MMA YoY growth in percent



WSTS members have access to the only source of global **monthly shipment figures by value and units** collected directly from semiconductor companies.

The market data published by WSTS is current and is **published within four weeks of the closing of the month** to the members, giving the companies the most up-to-date information on the industry available.

With it WSTS members could efficiently track market trends and promptly respond to changes.

Complete market overview

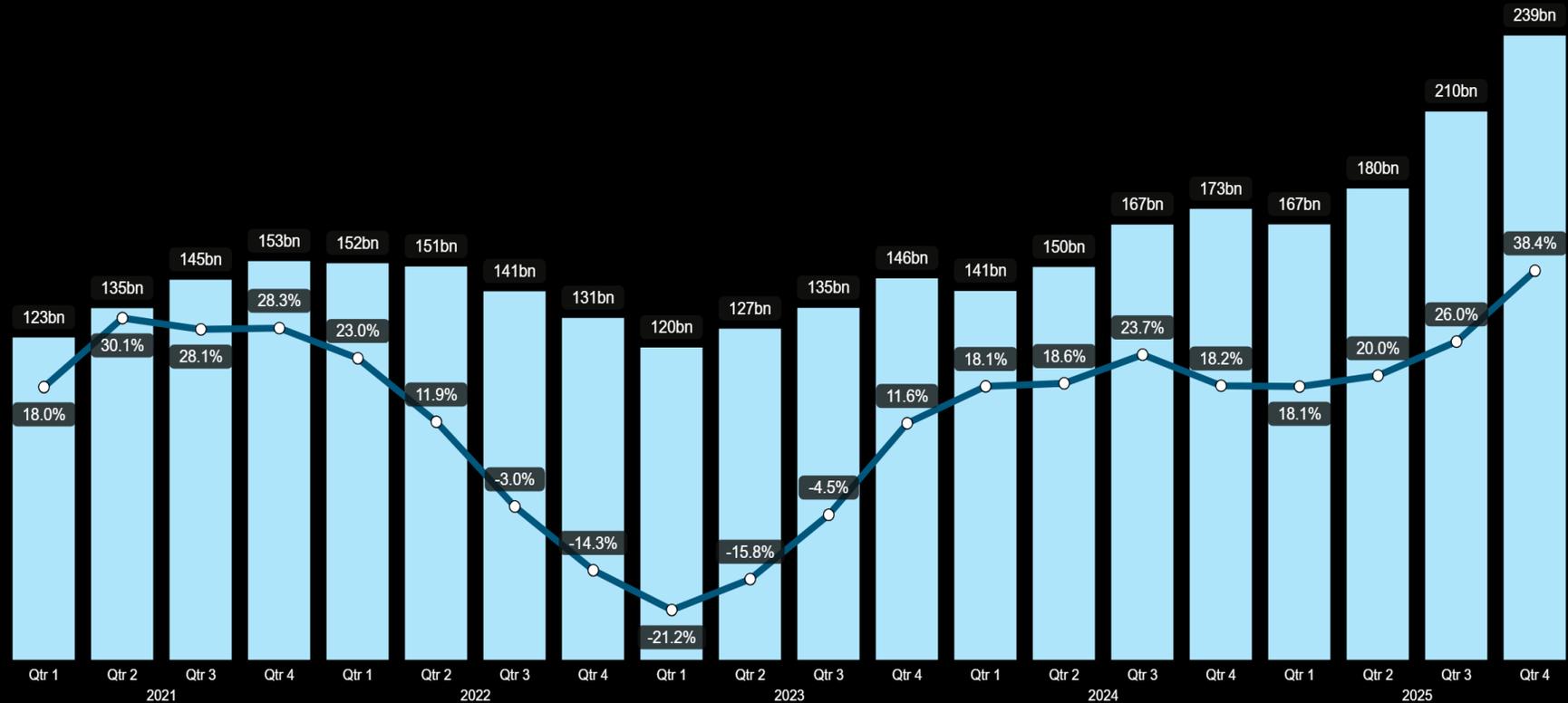
The WSTS data provide a complete market overview, showing global and regional sales on market segment and product-specific levels.

The WSTS market statistics represent all key world market segments in all important product areas. The organization provides detailed market information on many product segments that are not available anywhere else with such frequency.

Discretes	Analog	A99	CA	CC	E99	AMERICA	EUROPE	EUR
IC	Diodes	B99	CB	D99	F99	APAC / Other	JAPAN	USD
Opto & Sensors	Logic	G99	J0	LA	M1	CHINA	WORLD	YEN
	Memory	H99	JA	LS	M2			
	Micro	M6	M7B	P1	P4			

Historic billings quarterly

● Revenue in US\$ ● YoY growth in percent



Complete market overview

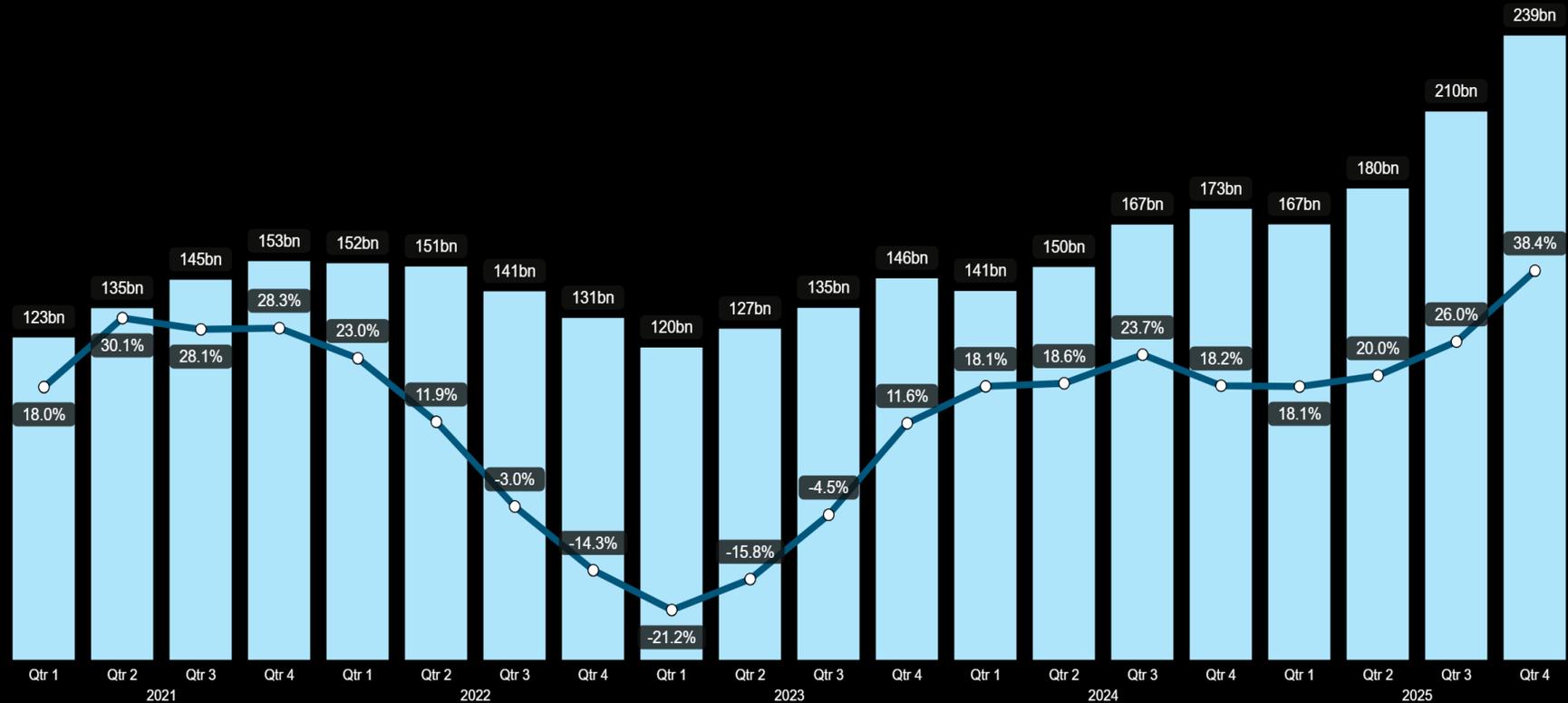
In addition, the organization offers up-to-date product classifications that keep pace with developing technologies as the members define it according to their needs.

For instance, WSTS introduced in 2023 new wide bandgap product categories (SiC / GaN) for power transistors & rectifiers.

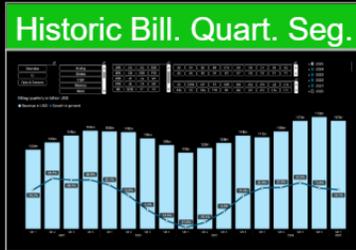
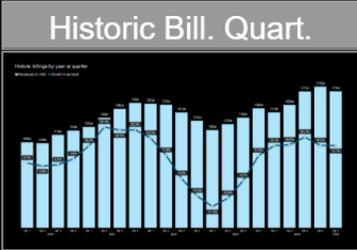
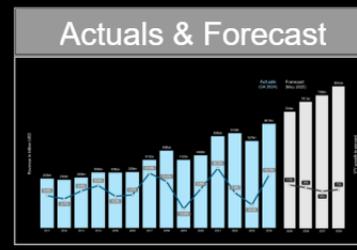
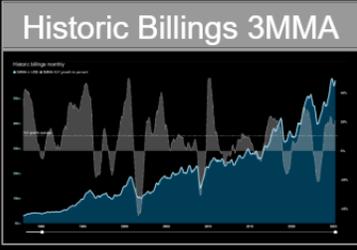
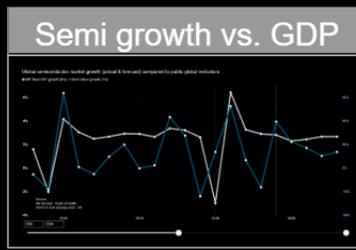
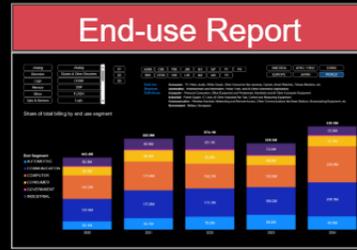
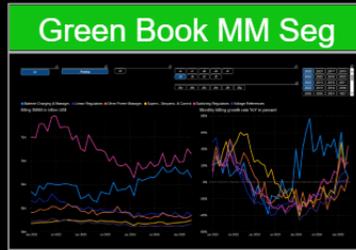
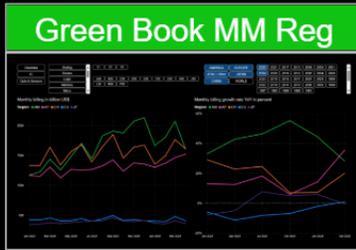
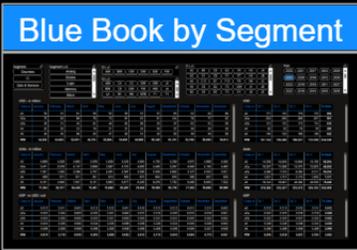
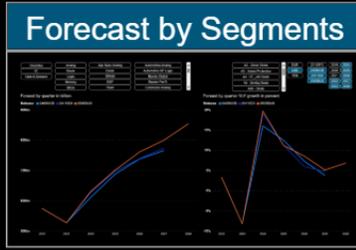
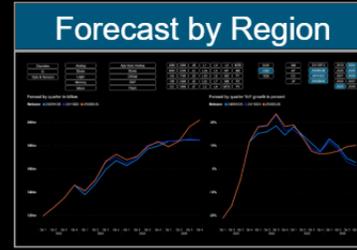
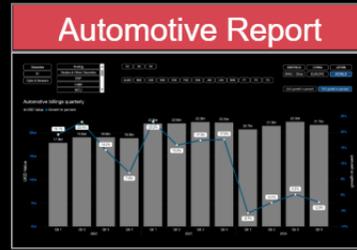
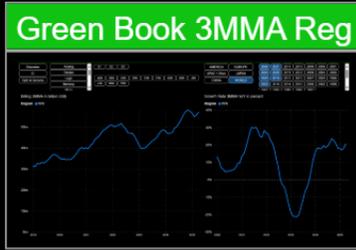
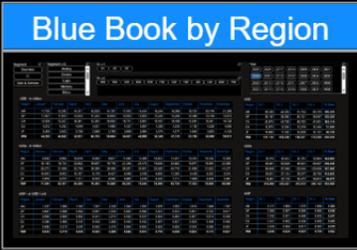
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Opto & Sensors	Logic	G99	J0	LA	M1	CHINA	WORLD	YEN
	Memory	H99	JA	LS	M2			
	Micro	M6	M7B	P1	P4			

Historic billings quarterly

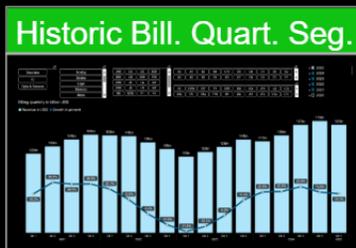
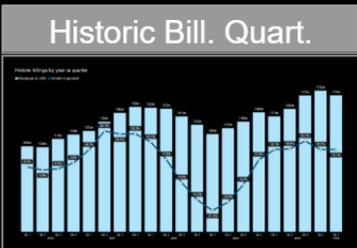
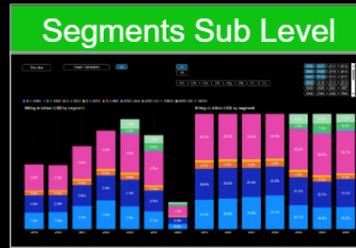
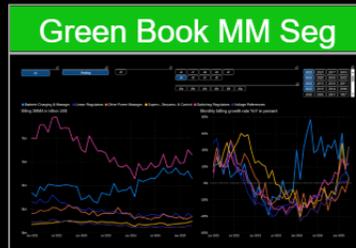
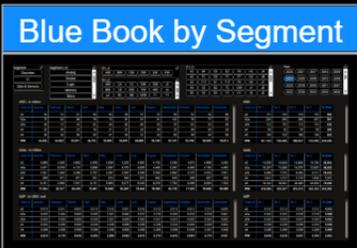
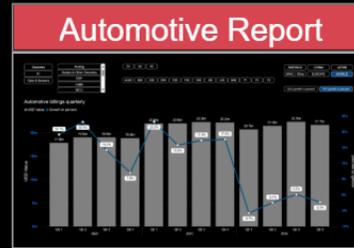
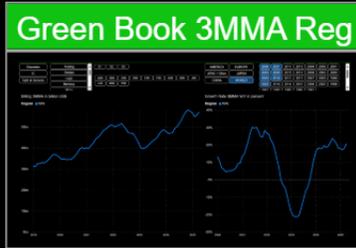
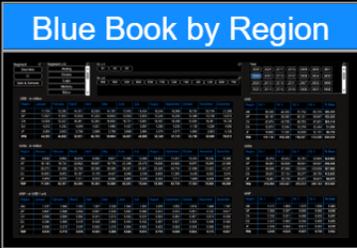
● Revenue in US\$ ● YoY growth in percent



Additional value-added reports



Additional value-added reports



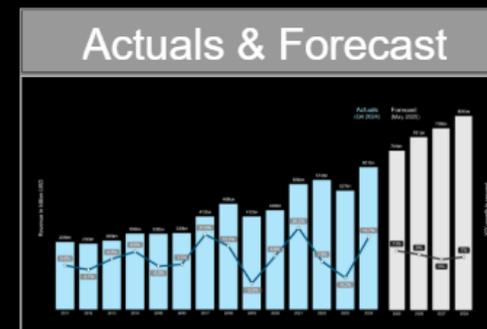
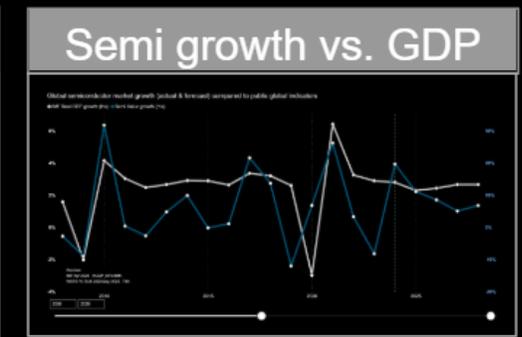
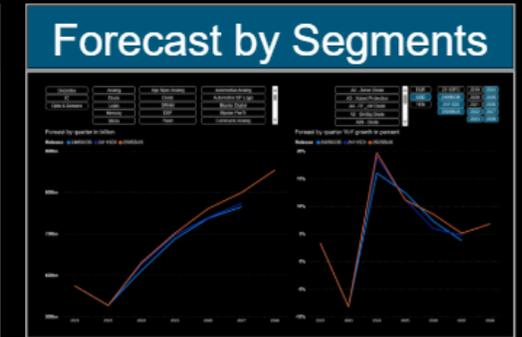
Because WSTS information is created by semiconductor companies for semiconductor companies, our market statistics are designed to be easily incorporated into the analyses and metrics your market-research team already uses.

Additional value-added reports allowing you to identify market trends, review historical data and see how semiconductor components are being incorporated into **end-use products**.

The WSTS consensus forecasts are considered the **most accurate and respected in the industry**.

The **biannual forecasts** of WSTS look at the future of the market over both the short (2 years quarterly) and mid-term (+2 years annually), ensuring that your company stays up to speed with a rapidly changing industry.

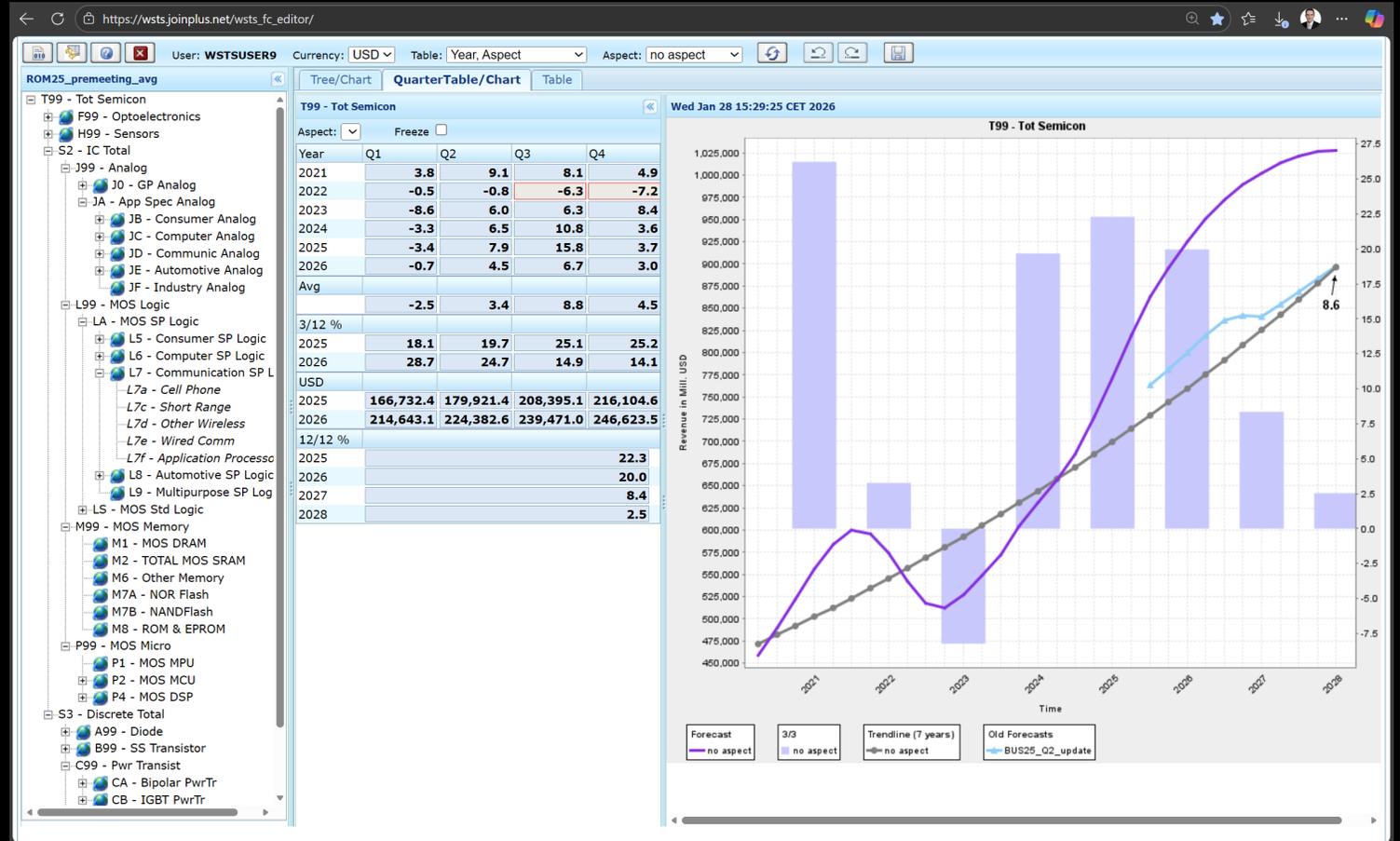
During the meetings where WSTS consensus forecasts are formulated, our members hear first-hand from other industry participants how they see the future market conditions for the industry. Members can **interact with industry experts** – those who really understand the data and handle market research for their companies.



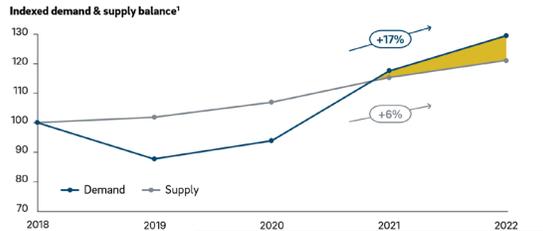
Forecast - WSTS tool unique to the industry

The **WSTS** forecast tool, which is **unique to the industry**, allows member companies to quickly evaluate their own market estimates and compare them to past forecasts, increasing the speed and accuracy of individual forecast creation and the generation of the **WSTS consensus forecast**.

In addition to the semi-annual consensus forecast, members receive a forecast generated by mathematical modeling twice a year. This means that each member receives a forecast on a quarterly basis.

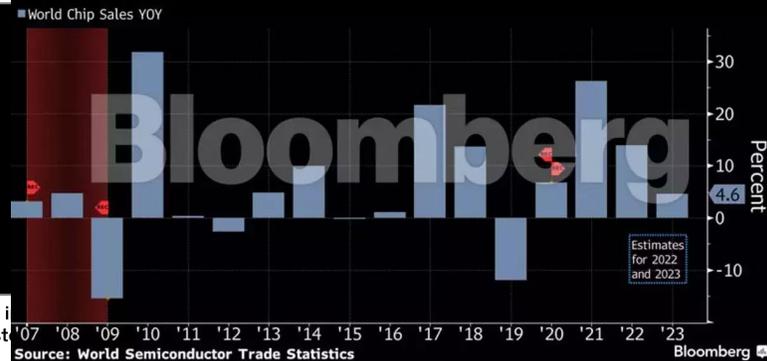


A growing gap: Semiconductor demand is likely to continue to outstrip supply in 2022

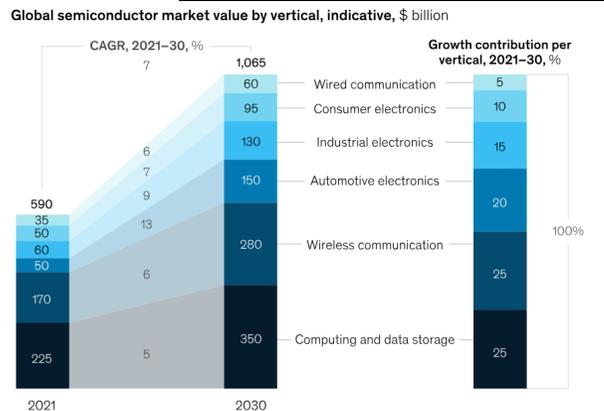


* Supply and demand indexed to 100 for 2018
Source: SEMI, WSTS, Gartner, Roland Berger

Weakening World chip sales forecasts slashed as economic concerns rise



The overall growth in automotive, data storage



Note: Figures are approximate.

WSTS Membership Fee

Revenue		Fee
From	To	
\$M	\$M	\$
0	25	450
26	50	770
51	100	1,200
101	200	2,200
201	400	4,800
401	600	7,000
601	800	9,500
801	1,000	10,800
1,001	1,250	12,000
1,251	1,600	12,500
1,601	2,000	13,500
2,001	2,500	14,500
2,501	3,150	15,500
3,151	4,000	17,000
4,001	5,000	18,000
5,001	6,000	18,500
6,001	7,000	20,000
7,001	8,000	21,500
8,001	9,000	23,000
9,001	10,000	24,500
10,001	and above	26,000

Participation in WSTS significantly impacts semiconductor market data beyond the information published by WSTS, as WSTS data serves as a crucial input for most esteemed semiconductor research firms and financial analyst.

WSTS membership costs a fraction of the price of market research or hiring internal or external analysts.

Membership fees are determined on a sliding scale based on semiconductor revenue.

Collaboration with leading SIA's

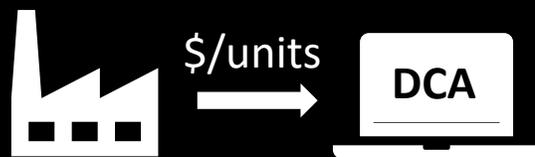
WSTS collaborates with leading semiconductor industry associations such as SIA in the US, ESIA in Europe, WSTS JC in Japan, KSIA in Korea, and TSIA in Taiwan, all of whom rely on WSTS data as their primary reference.

The same reports that are vital for WSTS member companies are also important for regional semiconductor associations, who advocate on behalf of the industry in their regions and for the industry as a whole.

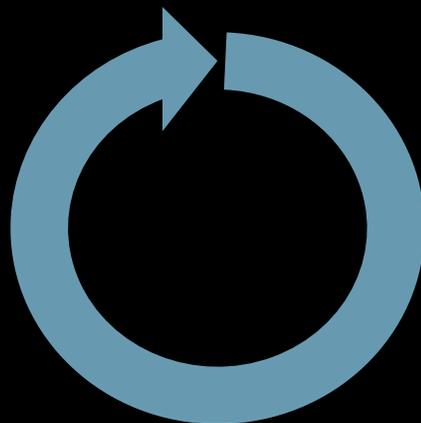
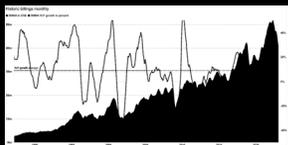
These organizations act as commercial distribution channels for WSTS reports and as client contacts for companies within the supply chain and third parties.



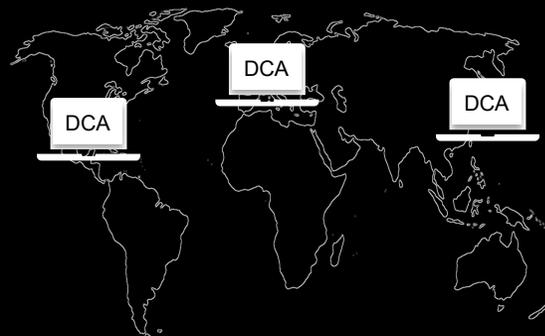
Monthly shipment revenue upload



Data access less one month after submitting



DCAs check data



DCAs anonymize it to market data



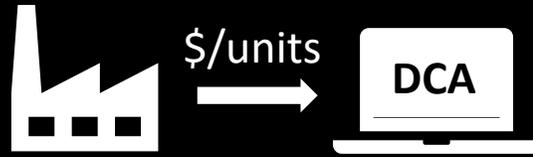
monthly publishing of reports

Individual **member companies** enter unit sales and revenue data into a simple online form on a monthly (in some cases quarterly) basis.

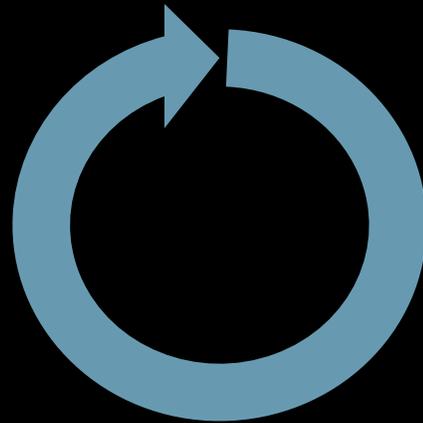
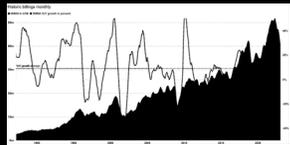
Data-collection agents (**DCA**) in the regions compile information from the companies. They check the data for completeness, consistency, and plausibility and resolve any apparent anomalies with the member companies. **The data getting anonymized.**

Our worldwide data-collection agent receives the regional data, further checks the information for consistency, aggregates totals, and prepares statistical report.

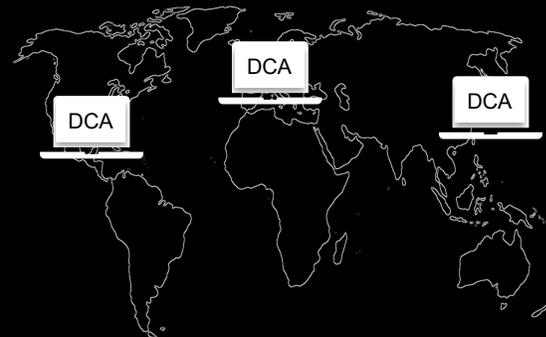
Monthly shipment revenue upload



Data access less one month after submitting



DCAs check data



DCAs anonymize it to market data



WSTS
monthly publishing
of reports

WSTS publishes the results at the **end of the month.**

Individual member companies can access WSTS' complete monthly unit sales and revenues statistics, along with historical and trend reports, **less than a month after submitting their company data.** A secure, password-protected WSTS Internet portal ensures safe access.

WSTS has developed a streamlined and secure method of collecting, compiling, verifying, and distributing its monthly statistics. A group of select **WSTS partners** – chosen for their outstanding work and the strong reputations they have in their respective fields – aid in the collection and verification of data and its presentation and release to our members.

Sensitive information is kept safe at the DCA. Strict guidelines govern the collection and presentation of data, ensuring that company information is protected, and market position is not revealed. Even WSTS does not have access to individual company data.

WSTS always follows strict guidelines to ensure members adhere to competitive best practices and comply with antitrust laws. Such guidelines make WSTS meetings a safe environment for networking and exchanging information.

Data Collection Agents (DCAs)



Legal Limitations

The attendees of this meeting must abide by the WSTS antitrust guidelines available on WSTS website under "Procedural Docs"

- **No** forward-looking discussions allowed about pricing, price trends and production capacity.
- **No** discussion about individual company business is allowed.
- It is **prohibited** to pass on the meeting presentations to anyone not present at this meeting.
- Before publishing of the forecast, you will have insider information > **Refrain** from securities trading!
- It is **allowed** to discuss **past** price trends.

Member work at WSTS

Mandatory:

- **Monthly** reporting of billings by value and units according to WSTS structure (Blue Book)
- **Quarterly** automotive end use (Auto Report)
- **Annual** reporting of regional billings by end use category (End Use Report)

Voluntary:

- **Quarterly** billings by country (Country Report), global distributor sales (Distributor Report)
- Participation in bi-annual consensus forecast and global forecast conference
- Participation in Meetings with full voting rights on all policy matters, including data format and product definitions.
- Act as Directors, Chairman or Vice-Chairman.

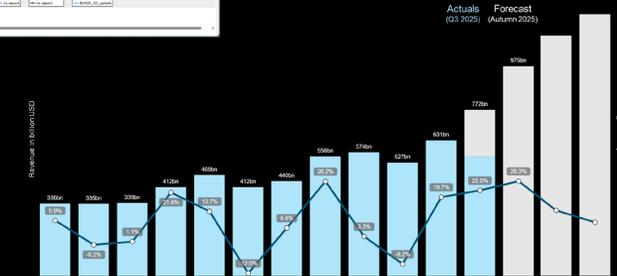
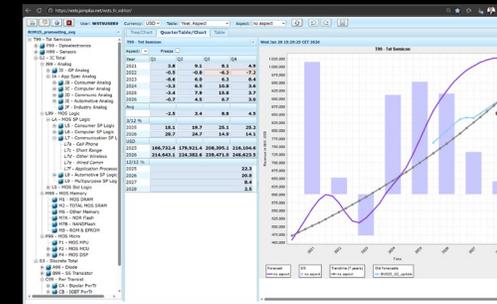
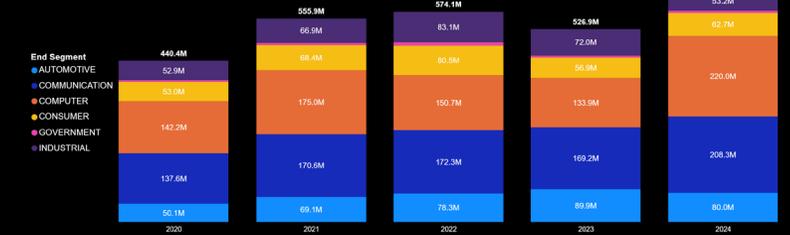
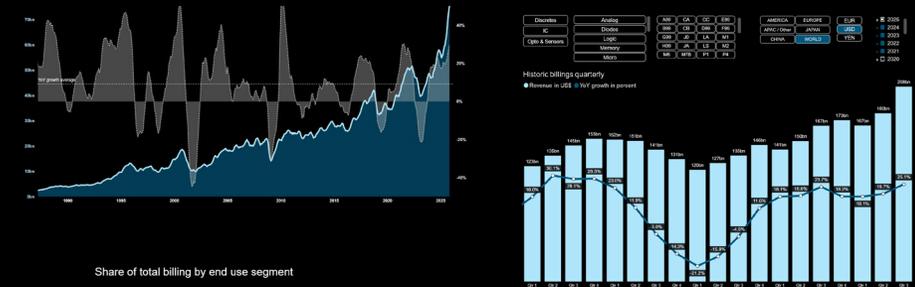
WSTS Deliverables

All members:

- Blue Book and History (since 1991)
- Automotive Report
- End Use Report
- Forecast

For participants:

- Country Report, Distributor Report
- Forecast Tool
- Bi-annual global forecast conference
- Quarterly forecast (consensus forecast 2x, statistical update 2x)



Discover the Benefits of WSTS Membership



- Access to the only source of global **monthly** semiconductor shipment figures by **value** and **units** directly from manufacturers.
- Comprehensive market overview showcasing worldwide and regional sales, updated product classifications, and additional value-added reports for trend analysis and forecasting.
- Current market data **published within four weeks** of month-end, offering the most timely industry insights.
- Represents all key world market segments in all relevant product areas, providing detailed and frequent market information not available elsewhere.
- Most accurate and **respected forecasts** in the industry, providing both short and mid-term market outlooks.
- Opportunity to interact with industry peers and influence product category classifications at WSTS meetings.

Conclusion: WSTS membership offers up-to-date market data, accurate forecasts, networking opportunities, and more, helping semiconductor companies stay ahead in a dynamic industry.



Who can get member?

All companies that directly design and market either discrete or integrated semiconductor products can become WSTS members. Membership is available to both fabbed and fabless manufacturers.

Attending a WSTS meeting:

Potential members are invited to participate in WSTS meetings. Details about the upcoming Meeting can be accessed on the WSTS website. To request an invitation, kindly reach out to the WSTS Team.

Becoming a WSTS Member:

To apply for membership, simply complete the straightforward [online application form](#) available on the WSTS website.

For assistance in starting your membership or if you have any queries about the application process, please do not hesitate to contact our administrator.

Contact WSTS administration

On the Internet: www.wsts.org

Via email, telephone, or mail:

The WSTS Team is available to answer specific questions about the association and WSTS membership:

Sherree Hellinger
Assistant to Administrator

✉ sh@wsts.org
☎ +1 (408) 825 3893

Tobias Pröttel
Administrator and CEO

✉ tp@wsts.org
☎ +49 (177) 388 1977

Company headquarters:
WSTS, Inc.
17698 Lancia Drive
Morgan Hill, CA 95037, USA