

# SEMICONDUCTORS DRIVE SMART

Co-located with



## Key Visiting Companies

- ABB Semiconductors
- Amkor
- Applied Materials
- ASM International
- ASML
- AT&S AG
- Atotech Group
- Audi AG
- BMW Group
- Bosch
- Broadcom/Avago
- CEA LETI
- Centrotherm
- Continental AG
- Corning
- Crocus Nanoelectronics
- Daimler AG
- DAS Environmental Expert
- Dialog Semiconductor
- DISCO Corporation
- Edwards
- ELMOS Semiconductor
- EPCOS OHG
- EV Group
- Fabmatics GmbH
- Fraunhofer EMFT
- Fraunhofer ENAS
- Fraunhofer IISB
- Fraunhofer IOF
- Fraunhofer IPMS
- Fraunhofer ISIT
- Fraunhofer IZM
- Fujifilm
- GLOBALFOUNDRIES
- HD Microsystems
- Hitachi Kokusai Electric
- Huawei
- imec
- Infineon Technologies AG
- Intel
- Kinetics
- Lam Research
- LFoundry
- Lumileds
- Max-Planck Institut
- Melexis
- Memscap AS
- Merck
- Micronit Microtechnologies B.V.
- Microsoft
- Murata Electronics
- Newport Wafer Fab
- NVIDIA
- NXP Semiconductors
- ON Semiconductor
- Orbotech
- OSRAM
- Oxford Instruments
- PALL Corporation
- Panasonic
- Pfeiffer
- Philips GmbH
- Philips Innovation Services
- Qualcomm
- RF360 Europe
- Robert Bosch GmbH
- Robert Bosch Semiconductor Manufacturing Dresden GmbH
- Samsung
- Screen SPE
- SEMIKRON Elektronik
- Sensirion AG
- Siemens AG
- Siltronic AG
- SOITEC
- Sony
- SPIL
- SPTS Technologies, Ltd.
- STMicroelectronics
- SÜSS MicroTec
- TDK Corporation
- Texas Instruments
- The DOW Chemical Company
- Tianjin Zhonghuan Advanced Materials & Technology Co.
- Tokyo Electron Limited
- Tower Jazz Semiconductors
- TSMC
- Umicore
- United Monolithic Semiconductors GmbH
- Unity Semiconductor
- UTAC
- VAT
- Veeco
- Vishay Semiconductor GmbH
- Vistec Electron Beam GmbH
- Volkswagen AG
- VTT Technical Research Centre
- Xcerra Corporation
- X-FAB MEMS Foundry GmbH
- X-FAB Semiconductor Foundries GmbH

## SEMICON® Europa 2018

13-16 November, 2018 Messe München, Munich Germany

## 2018 Highlights

- **First-time co-located with electronica**
- **Executive Keynote Speakers:**
  - Kurt Sievers, President, NXP Semiconductors N.V. and Chairman of electronica board
  - Luc Van den hove, President and CEO, imec
  - Thomas M. Müller, Executive Vice President, Audi AG
- **More than 250 Speakers.** Featured in 42 conferences, technical sessions, and workshops, including:
  - **Advanced Packaging Conference**
  - **SMART Automotive Forum**
  - **Fab Management Forum**
  - **2018 FLEX Europe/Be Flexible Conference**
  - **Strategic Materials Conference**
- **63 Media Partners**

## Attendance

<b>Total Attendance (SEMICON and electronica)</b>	<b>80,000</b>
<b>Verified SEMICON Europa Visitors</b>	9,220

## Exhibits

<b>Total Exhibiting Companies</b>	327
<b>Net Exhibit Area (sqm)</b>	5,500

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## Visitor Profile

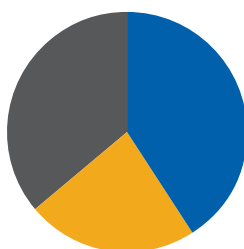
SEMICON Europa attracts a highly influential audience from every segment and sector of the European microelectronics industries including materials, front-end and final manufacturing, and advanced packaging. Product application markets include semiconductor, MEMS, sensors, power electronics, flexible electronics, IoT, automotive, medtech, and more.

## Influential Buyers

More than 75% of SEMICON Europa visitors are involved in purchasing decisions, influencing the selection and final purchase of microelectronics manufacturing equipment, materials, software, and services.

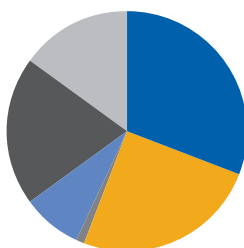


30% visitors represent engineering job functions.



### PURCHASING AUTHORITY

- 36% Final Decision Maker
- 41% Recommend/Evaluate/Consult
- 23% Other



### JOB LEVELS

- 20% Executive Management
- 15% Senior Management
- 31% Other Management
- 25% Staff/Professional
- 1% Student
- 8% Other

## Primary Job Functions

SEMICON Europa attracts multi-level buying teams, with broad representation across all levels, functions and industries.

<b>Design Engineering</b> (incl. R&D, Software, Systems, Hardware)	16%
<b>Fabrication and Process Engineering</b>	9%
<b>Assembly/Test/Packaging/QA Engineering</b>	3%
<b>Chemical Engineering</b>	2%
<b>Marketing, Sales, Business Development</b>	24%
<b>Recommend/Evaluate/Consult</b>	19%
<b>Product Operations Management</b>	8%
<b>Manufacturing and Production</b>	4%
<b>Purchasing/Procurement</b>	4%
<b>Financial/Industry Analyst</b>	1%
<b>Human Resources</b>	1%
<b>Research/Development/Design</b>	1%
<b>Training/Education</b>	1%
<b>Environment, Health and Safety</b>	<1%
<b>Government/Public Policy/Investor Relations</b>	<1%
<b>Sales</b>	<1%
<b>Other</b>	6%

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## Areas of Interest

SEMICON Europa visitors are interested in a broad range of industries, technologies, and products from across the supply chain, from design to final manufacturing.

### Segment/Application Interests

MEMS and Sensors/Nanoelectronics	39%
Automotive Electronics	26%
Power Electronics	23%
Internet of Things (IoT)	21%
LED/Solid State Lighting	21%
Smart Manufacturing	18%
Photovoltaics (PV)	17%
Electronics Applications	16%
Medical Electronics/MedTech	14%
Wearables/Consumer Electronics	12%
Displays	11%
Flexible Hybrid Electronics (FHE)/Printed Electronics	10%
Semiconductors	5%



### Product/Technology Areas of Interest

#### MANUFACTURING

Semiconductor Device Manufacturing ( <i>IDM, foundry</i> )	50%
Electronic Manufacturing Services (EMS)	26%
Packaging Assembly and Test Services	24%
LED Manufacturing	22%
Fabless Semiconductor Manufacturer	15%
Other Manufacturing	7%

#### EQUIPMENT

Wafer Processing/Front-end	51%
Inspection and Measurement/Metrology	30%
Test	24%
Assembly and Packaging	23%
Factory Automation/Robotics	20%
Printing, Coating, Roll-to-Roll Equipment	12%
Secondary	6%
Other Equipment	8%

#### MATERIALS

Wafer and Silicon Related Substrates	48%
Photolithography/Deposition Materials	26%
Gases, Liquids, Chemicals, Solids	24%
Assembly and Packaging Materials	20%
Consumables ( <i>test and process</i> )	19%
LED/MEMS/PV/Display Materials	18%
Inks, Pastes and Printing	9%
Other Materials	8%

#### SUB-SYSTEMS/COMPONENTS/OTHER

R&D/Technology Transfer	27%
Electronic Components and Instrumentation	26%
Manufacturing Services and Consulting ( <i>directly related to mfg.</i> )	19%
Sub-systems	19%
General Business Service/Consulting	9%

#### DESIGN

Software/EDA/Modeling	24%
Fabless	18%
Other Design/Software	7%

Percentages based on total verified SEMICON Europa visitors