

<b>Wafer Sales Turning Points Forecasts</b>	
<b>Service Number:</b>	<b>14c</b>
<b>Forecast Horizon:</b>	<b>5 months</b>
<b>Total Reports:</b>	<b>12</b>
<b>Refund Guarantee Period (months):</b>	<b>3</b>
<b>Price (annual):</b>	<b>\$16,800</b>

**Advanced Forecasting's** Wafer Sales Turning-Points Forecasting Service predicts the major changes in direction for wafer sales, and alerts the industry of an impending recession or recovery.

**Report Includes:**

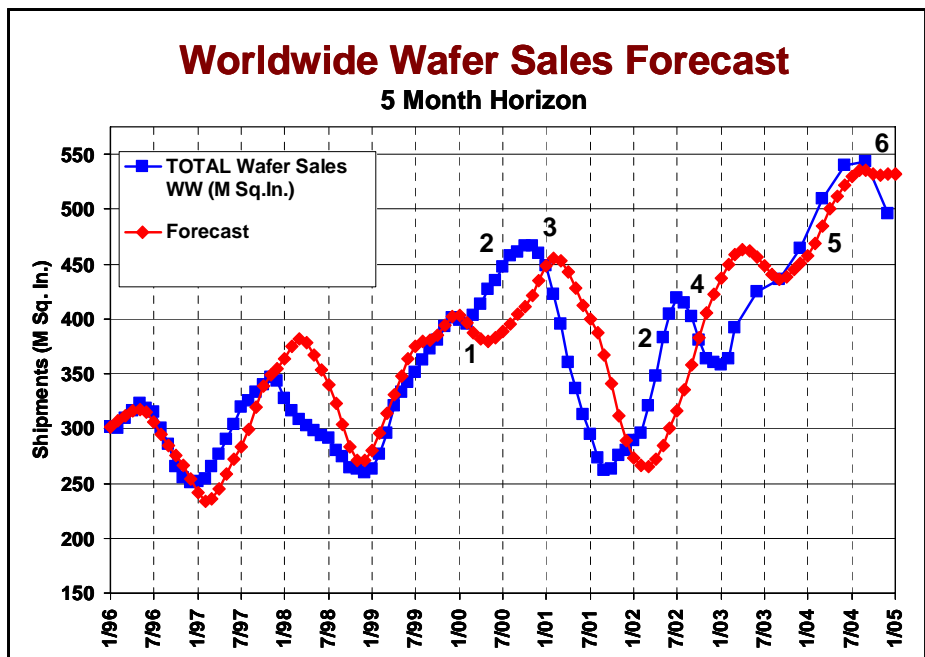
- Forecast of Total Wafer Sales (sq. in.) Worldwide
- Geographic forecasts of 8" Wafers: Worldwide, North America, Europe, Japan, and Asia-Pacific
- Complimentary Industry Statistics Reports - Semiconductor Equipment and/or ICs

**Your Competitive Advantage:**

- Optimize **manufacturing load** with fewer adjustments (forecasts aren't modified retroactively)
- **Manage inventory** to increase turns and eliminate write-offs
- **Plan capacity** more accurately
- Manage business **based on facts** (forecasts exclude opinions and extrapolations)
- Purely **Quantitative** Forecast Model (\*)
- Top-down forecast to **counterbalance other sources**

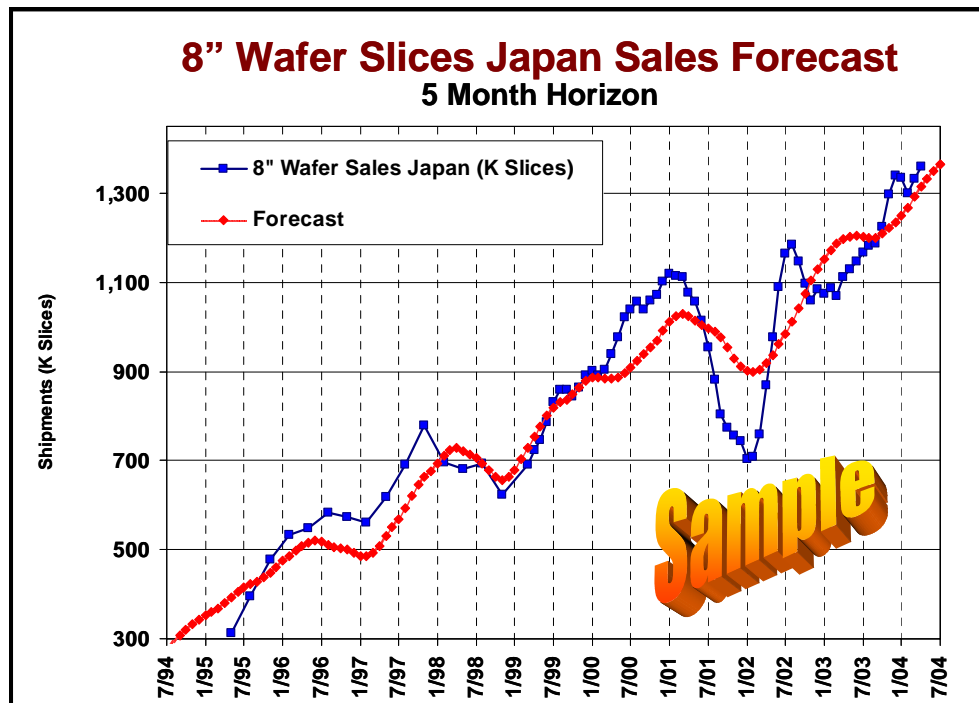
**Background:**

Our quantitative model generates a forecast of the theoretical Underlying Demand for **Worldwide Wafer Shipments**. Actual wafer shipments follow a direction so as to converge with the Underlying Demand. Even a slight negative change in the slope of Underlying Demand has the potential to start a major recession and vice versa.



**Legend**

- (1) Underlying Demand is forecasted to slow down.
- (2) Actuals overheat in comparison to Underlying Demand,
- (3) resulting in a build up of capacity and inventory, triggering an early and steep collapse.
- (4) A premature and stronger recovery in 2002 unsupported by Underlying Demand led to a slight downward correction in the second half.
- (5) From that point on, actuals increased and converged with the predicted demand.
- (6) The forecast accurately predicted that there would be a slowdown in the 2<sup>nd</sup> half of 2004.



**Consider also (highly recommended):**

To obtain a more complete view of the future of the IC industry, consider our base service, the [IC Revenues Cycle Forecast](#). It presents a rolling **19-month horizon** of the Underlying Demand for Worldwide IC consumption, forecasts for North America, Europe, Japan, and Asia-Pacific, and our exclusive IC Recovery Index. In addition you will benefit from our analysis and interpretation which appear only in this service.

**Free, No Obligation Correlation Analysis:**

**Advanced Forecasting** offers a free analysis to determine the correlation between our forecast and your specific product line sales. To apply the forecast to specific products, Advanced Forecasting analyzes product specific sales data and overlays them on its proprietary industry forecast. Data provided for analysis is not used as an input to the model.

**Unique Methodology:**

**Advanced Forecasting's** forecasts for the Semiconductor, Semiconductor Equipment, and Materials are based on monthly measurements of economic factors, and the interactions among them, influencing the consumption of ICs through the purchasing behavior of individuals and companies who buy end-equipment products (i.e., computers, communications equipment, automobiles, etc.). To avoid human opinion and extrapolation, we do not use industry consensus and surveys of industry managers as input to our models.

**For more information, please contact:**  
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