

International Statistics on Vacuum Technology
JVIA (Japan Vacuum Industry Association)
AVEM International (Association of Vacuum Equipment Manufacturers International)
EVTA (European Vacuum Technology Association)
in co-operation with
SEMI (Semiconductor Equipment and Materials International)

International Statistics on Vacuum Technology

Rules and Procedures

October 27th 2006

1. Participating Associations

1.1 Regional Associations

JVIA Japan Vacuum Industry Association

AVEM International Association of Vacuum Equipment Manufacturers International

EVTA European Vacuum Technology Association

1.2 Cooperating Associations

SEMI Semiconductor Equipment Manufacturers International

1.3 Working Group

The "Working Group" shall be responsible for these rules and procedures. The Working Group shall consist of up to four representatives from AVEM, JVIA and EVTA, plus their secretaries.

2. Goal:

It is the common goal of the participating vacuum industry associations and their members to gather global statistics on vacuum component sales (by product for each geographic region and market segment) on a regular and frequent basis using a standardized global format.

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3. Procedures

3.1 Survey Interval

The product and geographic data for the global vacuum statistics shall be collected on a quarterly basis starting with the First Quarter of 2002. Data on market segments in Condensed Report format shall be collected on a quarterly basis starting with data for calendar year 2005.

3.2 Breakdown by Region

Data for Europe, Japan, North America, CKT (defined as China, Korea, and Taiwan) and Rest of the World shall be reported. Data for Europe shall include sales to the United Kingdom, Ireland, and continental Europe including the following countries bordering Europe to the east – Russia, Ukraine, Romania, and Bulgaria, and the following countries bordering Europe to the southeast – Turkey, Cyprus, and Israel. Data for North America shall include sales to all countries on the American continent north of the Panama Canal.

3.3 Breakdown by Product Groups

Data shall be collected and reported quarterly by geographic region for products listed in the attached Nomenclature. [Note that the initial effort covers vacuum components only and excludes vacuum systems and tools.] The Nomenclature shall be subject to change annually by mutual agreement of the Working Group. Every attempt shall be made to limit changes so as not to degrade the value of the statistics. The scope of the statistics may be extended to include additional vacuum-related products by mutual agreement of the Working Group. No changes to the Nomenclature shall be made during a calendar year.

3.4 Breakdown by Market Segments

Market segments are defined per the attached Market Segmentation. Market segment data shall be collected and reported quarterly, starting with data for calendar year 2005, on a worldwide basis, for “Condensed Report” product categories. (See Section 3.6.6 for a definition of Condensed Report categories.)

3.5 Reporting Procedure

3.5.1 Unless the participating company “Headquarters” decides otherwise, all data for all applicable regions shall be submitted by the company “Headquarters” to the Regional Association that is responsible for the region in which the company’s “Headquarters” is located.

3.5.2 Each Regional Association shall be responsible for selecting a regional data collection party, hereafter called a “Regional Notary”, assuring a high level of security and a high degree of confidentiality regarding company-specific data that it receives as input for

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the International Statistics. Under no circumstances shall any member company representative or any secretary of any Regional Association ever have access to the data from an individual company.

An independent “third party” accounting firm, hereafter called an “International Notary”, shall compile the final global statistics report. The International Notary shall be selected by unanimous decision of the Working Group.

Each Regional Notary shall collect data from individual companies by code number using the standardized Excel worksheet designed and approved by the Working Group. Each Regional Notary shall provide its completed worksheet to the International Notary. The International Notary accumulates the regional submissions and prepares an overall report, after applying the Dominance Rule per section 4.4.

- 3.5.3 The Regional Notaries shall submit their worksheets to the International Notary within 45 days of the end of the quarter (for example, by May 15 for the first quarter). The final report from the International Notary shall be available within 60 days of the end of the quarter (for example, by June 1 for the first quarter).

3.6 **Distribution**

- 3.6.1 Confidentiality: The results of the survey are for internal use of the participating companies only. Any publication of data to non-participating companies and other industry associations must be authorised by the Working Group.
- 3.6.2 The final aggregate report generated by the International Notary shall include all non-company specific data, i.e, for all products, all geographic regions, and all market segments, if applicable. The Regional Association secretaries shall review the aggregate report to check that the data corresponds with logical expectations. Questions from Participating Companies regarding data in a particular category should be addressed to the Regional Association secretary. If the Regional Association secretaries are not able to address the concern, they may consult with Working Group member(s) who report in that category and thus would also normally see the data for that particular product category. After the Regional Association secretaries have reviewed the report, they shall distribute the report to the participating companies in accordance with 3.6.3. The Regional Association Notaries shall also distribute a subset of aggregate data to the Cooperating Association(s). This subset shall consist of a) the Condensed Report (see section 3.6.6), and b) relevant market segmentation data when available.
- 3.6.3 The Regional Associations shall distribute sections of the overall report directly and exclusively to the participating companies. Each company shall receive data on such product categories for which they have reported and the Condensed Report (see

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section 3.6.6.) No company shall receive product-specific data for categories in which they do not report.

3.6.4 If a company does not meet the requirements of participation (e.g. only data for one region are submitted although considerable sales to other regions are made), only consolidated data for the local region, for the relevant product categories and for the Condensed Report) shall be sent back to the company. Other participating Regional Associations shall not provide final reports back to companies affiliated with those companies that do not meet the requirements of participation.

3.6.5 Regional Associations with members who report statistics for vacuum-related products not included in the Nomenclature may provide these members with the Summary Report on vacuum components for the region in which the association is located. (See Section 3.6.7 for a definition of the Summary Report.) For example, AVEM gathers statistics on vacuum systems/tools, not currently included in the International Statistics program. AVEM may distribute to these vacuum systems/tool manufacturers the Summary Report for North America only.

3.6.6 The Condensed Report shall be made available to all participating members, subject to the condition noted in 3.6.4. The Condensed Report shall consist of subtotals for:

- I. Rough Vacuum Pumps
- II. Medium Vacuum Pumps
- III. High vacuum pumps
- IV. Vacuum Instrumentation
- V. Vacuum Hardware
- VI. Total Vacuum Component Market

3.6.7 The Summary Report shall be made available as described in Section 3.6.5. The Summary Report shall consist of subtotals for:

- I. Vacuum Pumps
- II. Vacuum Instrumentation
- III. Vacuum Hardware
- IV. Total Vacuum Component Market

4. Other Rules and Explanations

4.1 Data Specifics

4.1.1 Data shall be reported for sales (shipments).

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- 4.1.2 All data shall be reported to the International Notary in US Dollars at agreed exchange rates. Each Regional Association may set rules on the reporting currency that it will accept. However, all data shall be reported back to participants in US Dollars only.
- 4.1.3 The geographic data shall be based on the location of the third-party customer (i.e. non-affiliate) of the reporting Company. Similarly, the market segmentation data shall be based on the primary business of the third-party customer, not on his customers. (Example 1: Company A, based in Japan, sells a product to an affiliate in the U.S. who sells that product to a non-affiliated company based in South America. This is a "Rest of World" shipment because the first non-affiliated company is outside North America, Europe, and Japan. Example 2: Company B, based in Japan, sells a product to a distributor based in the U.S. This is a U.S. shipment. The market segment should reflect the primary market of the distributor. Example 3: Company C sells a product to an OEM who manufacturers instrumentation to be sold to semiconductor market. The proper market segment for the sale to the OEM is "Instrumentation Manufacturers.")
- 4.1.4 If a company does not make a product, the company must leave the category blank. If a company manufactures a product, but has no sales in a particular quarter for that product category, then zero (0) should be entered.

4.2 Participating Companies

- 4.2.1 All manufacturers of **Vacuum Pumps, Vacuum Hardware and Vacuum Instrumentation** are invited to participate in the survey. Each Regional Association may determine the conditions for membership in its association.
- 4.2.2 A new company may only participate in the survey if it participates in the First Quarter reporting process of a calendar year.
- 4.2.3 Each Regional Association shall develop and consistently apply its own averaging rules regarding data entry if a participating company fails to submit data in a given quarter. In any case, an estimate is to be entered into the regional submission to the International Notary. A company that fails to submit data shall not receive any reports for periods in which it does not participate.
- 4.3 **Elimination of Double-Counting**
Sales should be reported only for finished products either 1) sold under the manufacturers own name or 2) sold to and private-labelled by a company which is not a participant in the International Statistics. The following examples are provided in

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order to assist in eliminating double counting.

- a) If Company A manufactures a valve without flanges for Company B, and Company B puts flanges on it and sells it as a private-labelled product, then only Company B should report. NOTE: The valve is not a **finished product** without the flanges. This example assumes that both Company A and B are participating in the International Statistics.
- b) If Company A sells a flange to Company B to place on a feedthrough, then Company A should report the sale of the flange, and Company B should report the sale of the finished feedthrough. This example assumes that both Company A and B are participants in the International Statistics.
- c) If Company A sells a product to Company B which private labels it as a finished product for sale **and** if both companies are participants in the International Statistics, only company (B) should report. Company A should not report the sale of this product at all. (Note: If Company (B) is not participating, Company (A) should report. A reference list of reporting companies shall be made available through each Regional Association.).

4.4 Majority Market Share Rule

If one company represents more than 75 % of the sales of that product category into that region, the sales of this product category (for all regions) shall not be reported*. Rather, the International Notary shall indicate "CNR" (cannot report) and shall include the sales of this product in the category "Non-reported Categories". This rule is applied by the International Notary only.

4.5 Inference Rules

If there are fewer than three companies reporting in a specific data entry position (i.e. a specific product in a specific geographic region) the sales of this product category (for all regions) shall not be reported.

If any cell can be calculated by subtraction then neither that cell nor the total may not be reported.

In both these instances, the International Notary shall indicate "CNR" (cannot report) and shall include the sales of this product in the category "Non-reported Categories". This rule is applied by the International Notary only.

5. Cooperation with other Industry Associations and Non-participating Companies

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The participating Regional Associations are willing to share information with other industry associations if it is in the mutual interest of all parties.

JVIA, AVEM, EVTA
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