

A glowing blue microchip is centered on a circuit board. The chip has a grid of small squares on its surface and is surrounded by intricate circuitry. The entire scene is bathed in a blue light, giving it a futuristic and technological appearance.

# **TPC Semiconductor Market Survey**

**November 10, 2020**

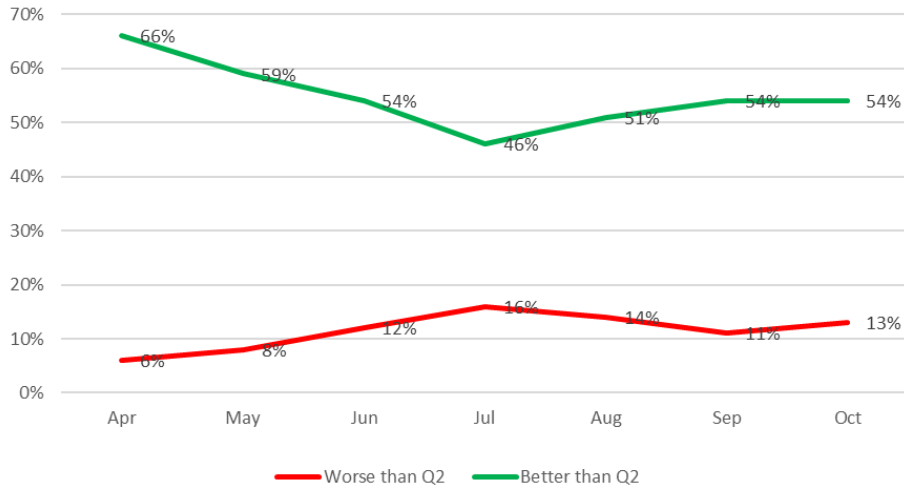
# TPC November 2020 Survey Summary

*Survey Date: 11/1-4 Respondents: ~7,800 Location: Worldwide (~80% Asia) Who: Active Electronics Industry Professionals  
Response Composition (multiple choices): Industrial 38%, Auto 23%, Comm 22%, Computing 20%, Mobile 35%, Data Ctr 21%, Other 18%*

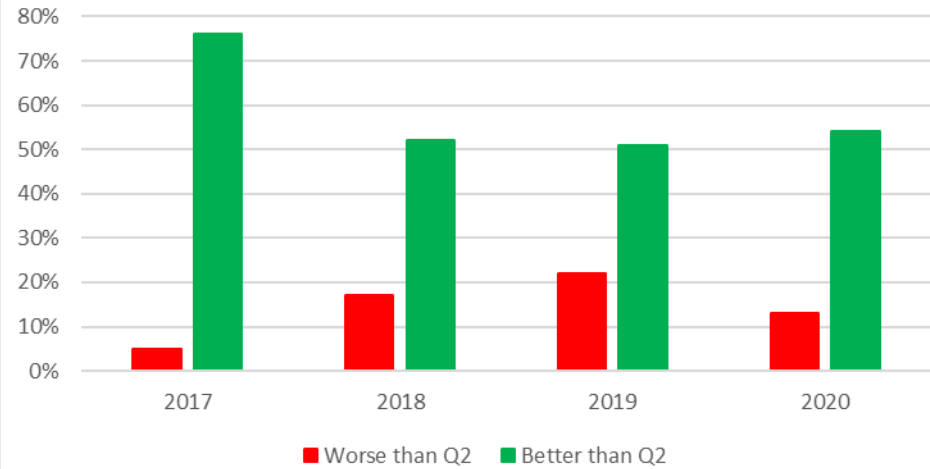
- We completed our monthly survey last week (~7,800 respondents) which saw virtually no change to either C3Q or C4Q growth expectations. However, the bookings and seasonality outlook for C4Q did improve albeit slightly. In addition, our initial C1Q21 outlook is significantly better than the previous 2 years.
- End customers have still been reluctant to reduce inventory levels and appear to be booking slightly more for delivery in both C4Q and C1Q.
- The survey showed a growth outlook for C3Q20 roughly the same as last month with 54% expecting q/q growth vs. 54% previously and 13% see it as weaker vs. 11% last month. The C4Q outlook also improved slightly with only 56% seeing things weaker vs. 62% last month.
- The survey showed improvement in bookings for C3Q20 with 33% expecting improving bookings vs. C2Q compared to 29% last month, and 20% now expect weaker bookings vs. 25% last month. C4Q20 bookings were also slightly improved with 7% seeing improving bookings vs. 4% last month.
- Backlog cancellation expectations (slide 6) did weaken slightly, but not significantly and remains more neutral over the last 4-5 months.
- Availability of critical parts continues to improve and in most cases are at or below normal levels. Slide 7, which shows a more granular view of inventory by key components, showed improvements across most products in inventory and availability.
- Our survey suggests pricing is remaining stable.

# Q/Q Demand Growth Outlook

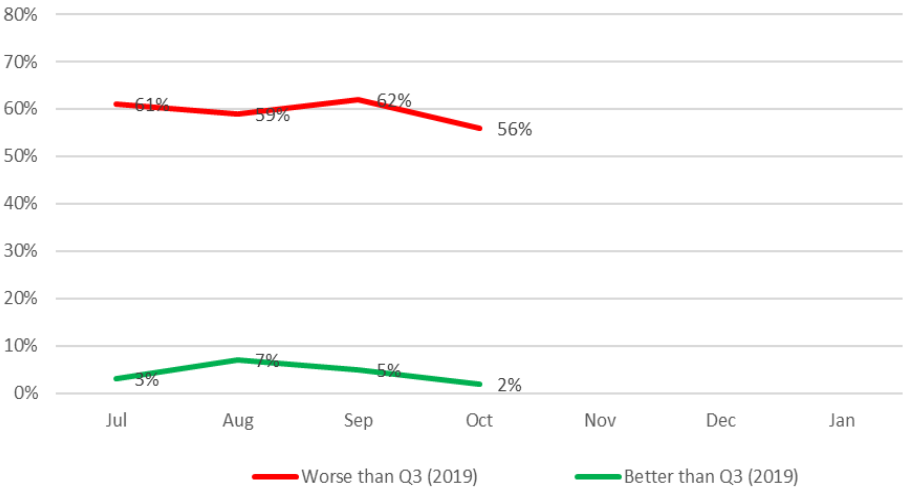
### 3Q Growth Expectations



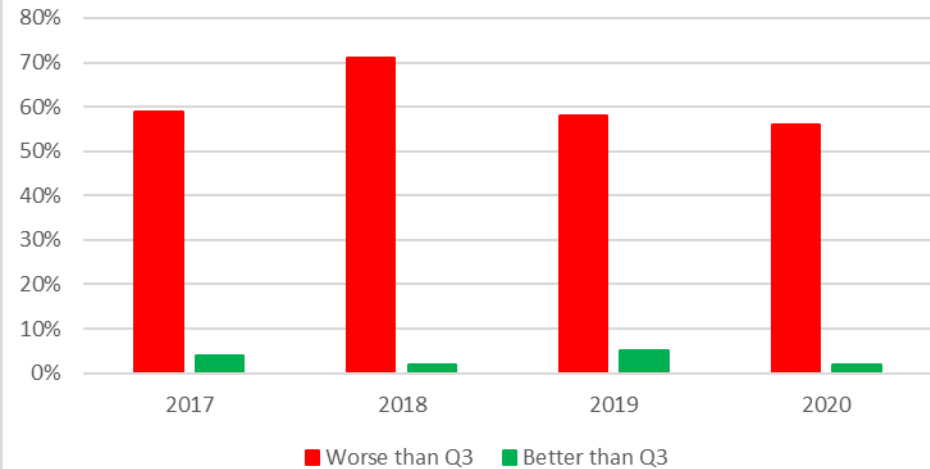
### C3Q Growth Expectations vs. C2Q



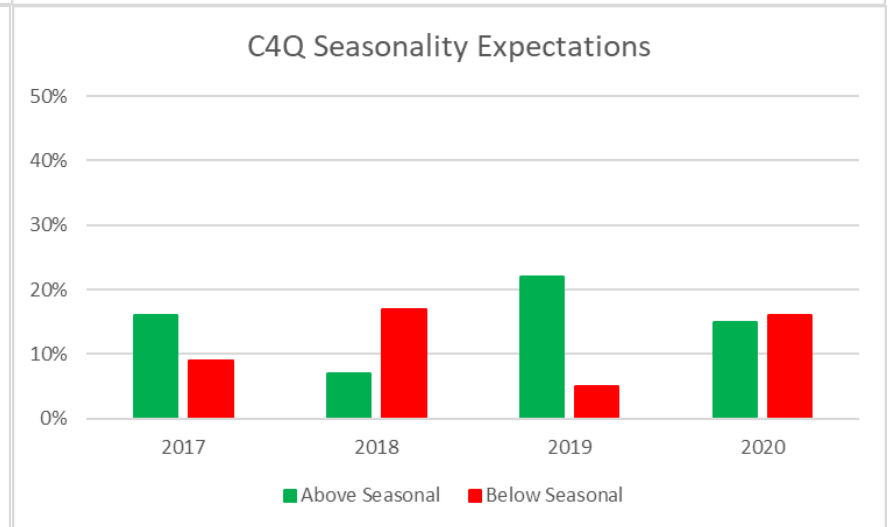
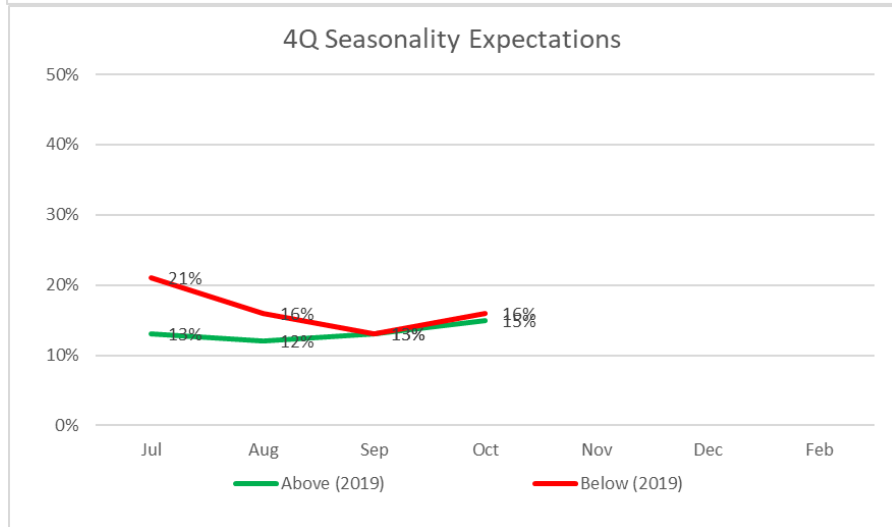
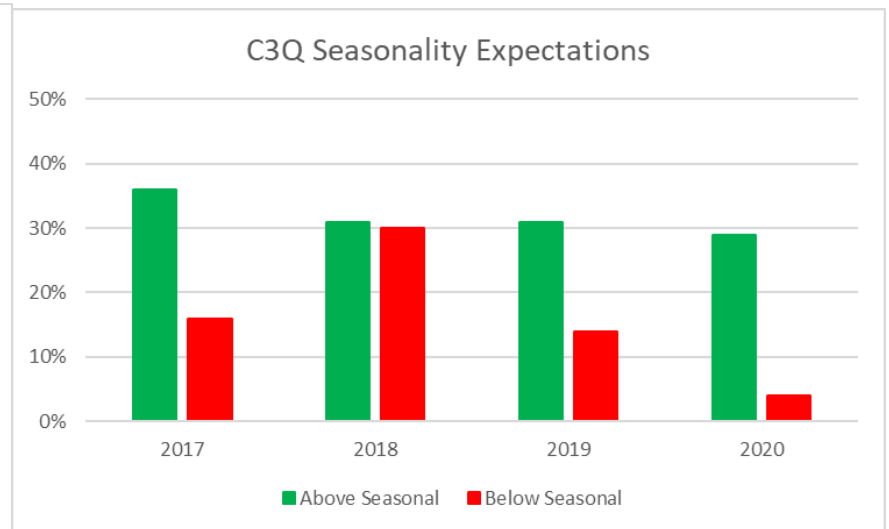
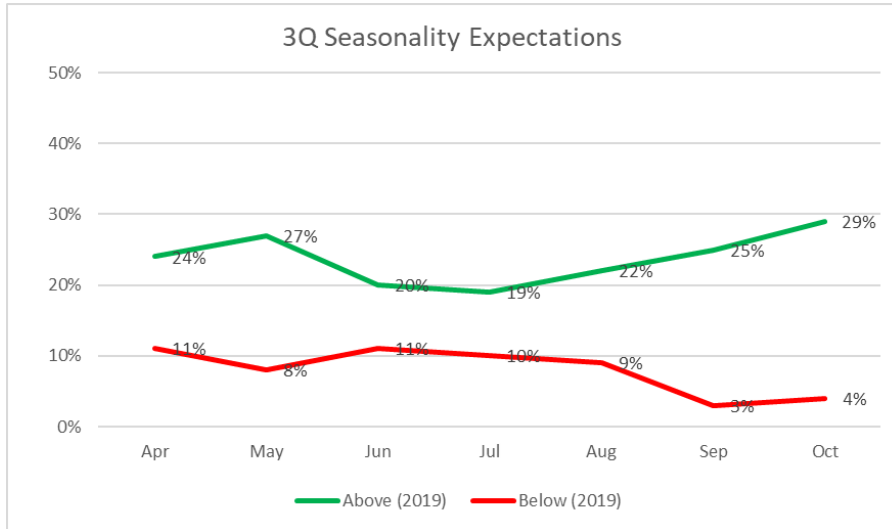
### 4Q Growth Expectations



### C4Q Growth Expectations vs. C3Q

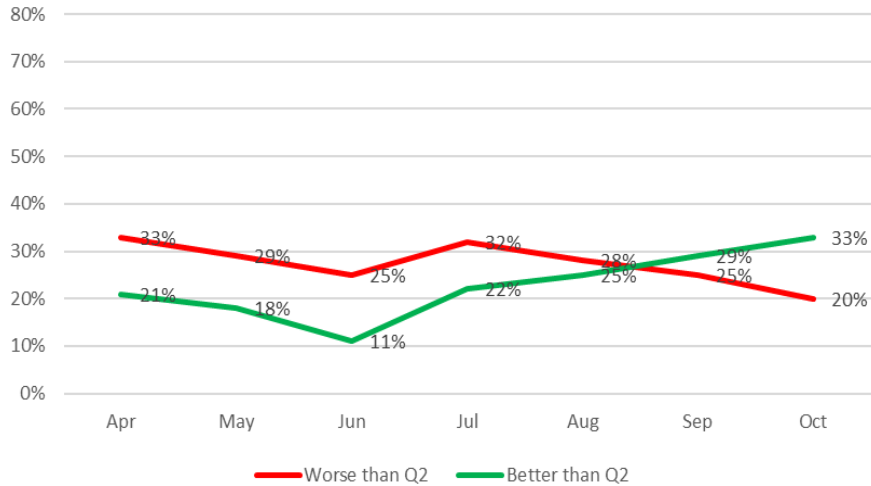


# Q/Q Seasonality Expectations

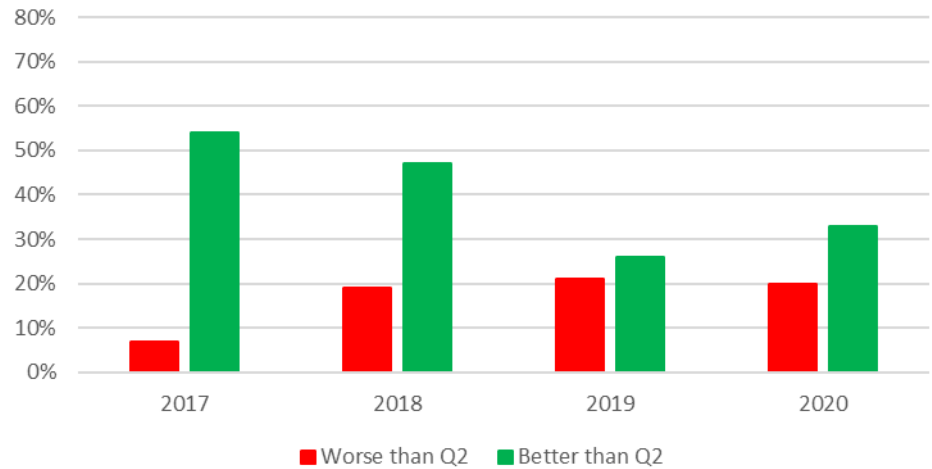


# Q/Q Bookings Growth Expectations

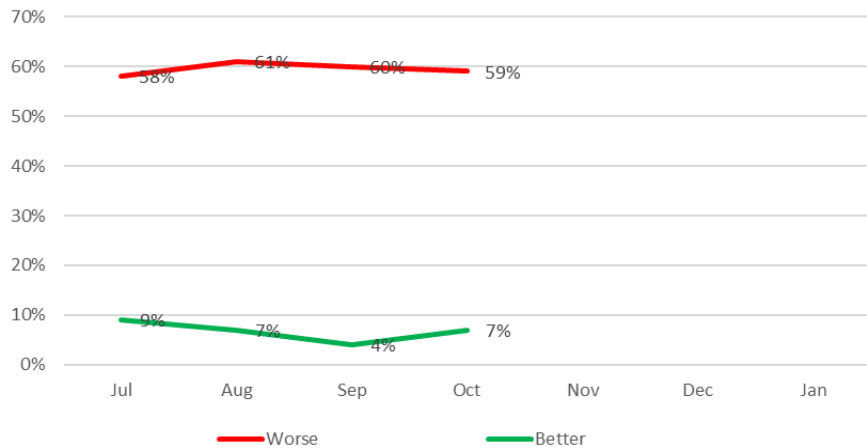
C3Q Bookings Expectations



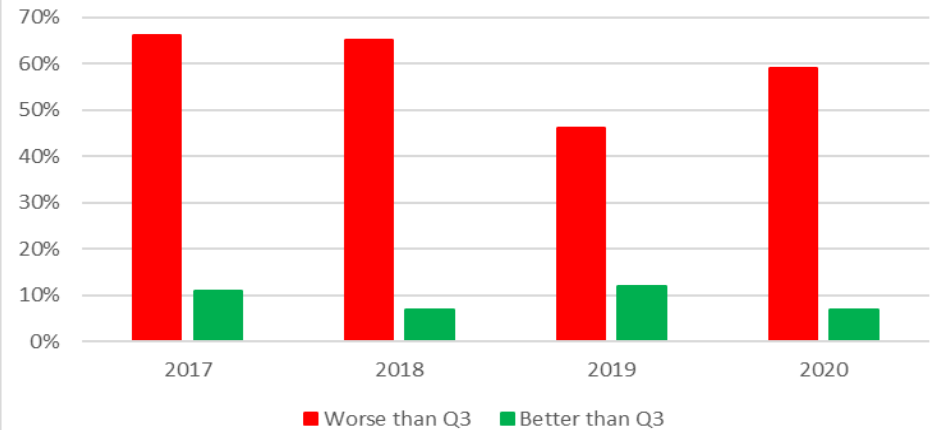
C3Q Bookings Expectations



4Q Bookings Expectations

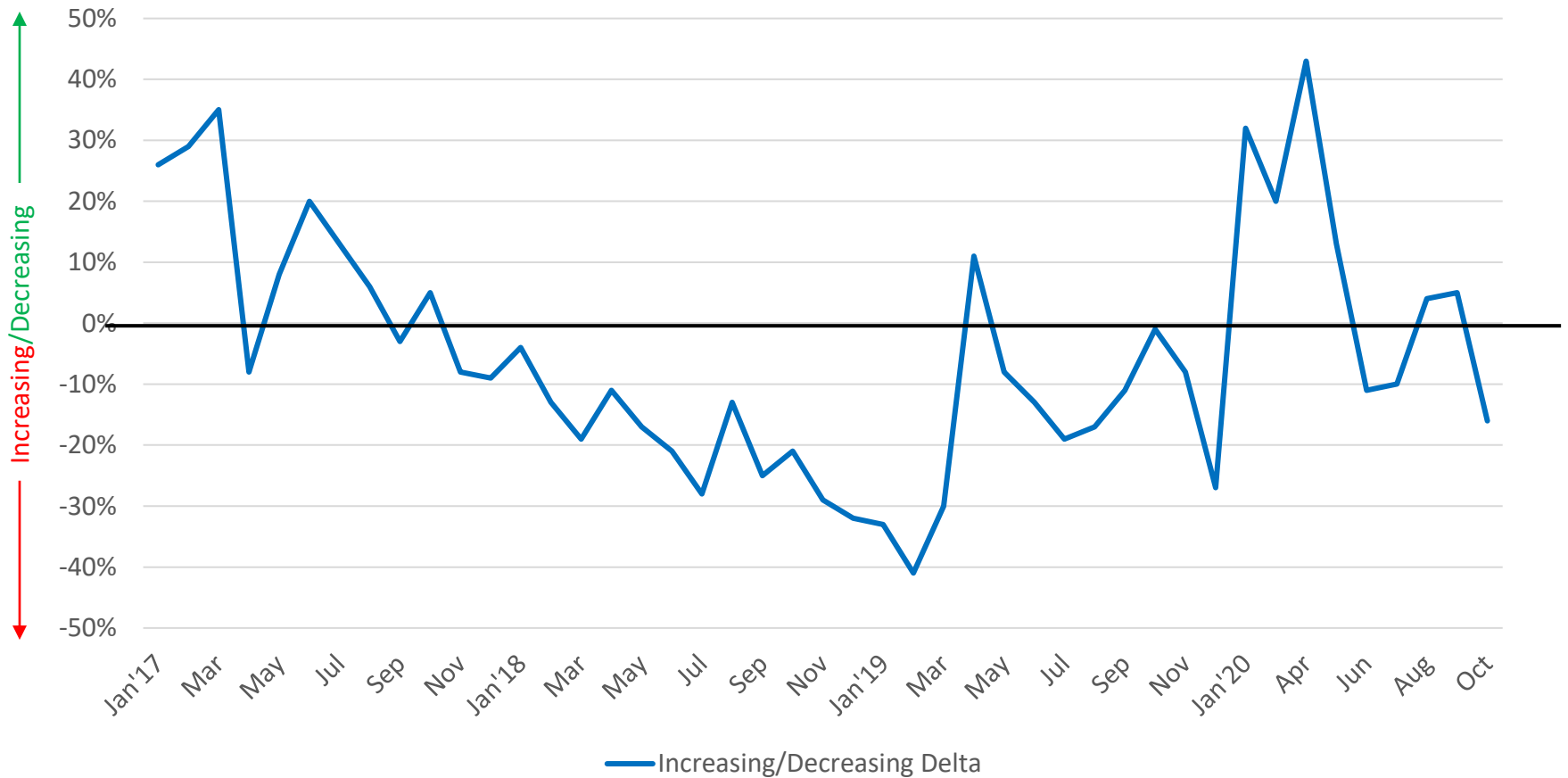


C4Q Bookings Expectations Seasonality



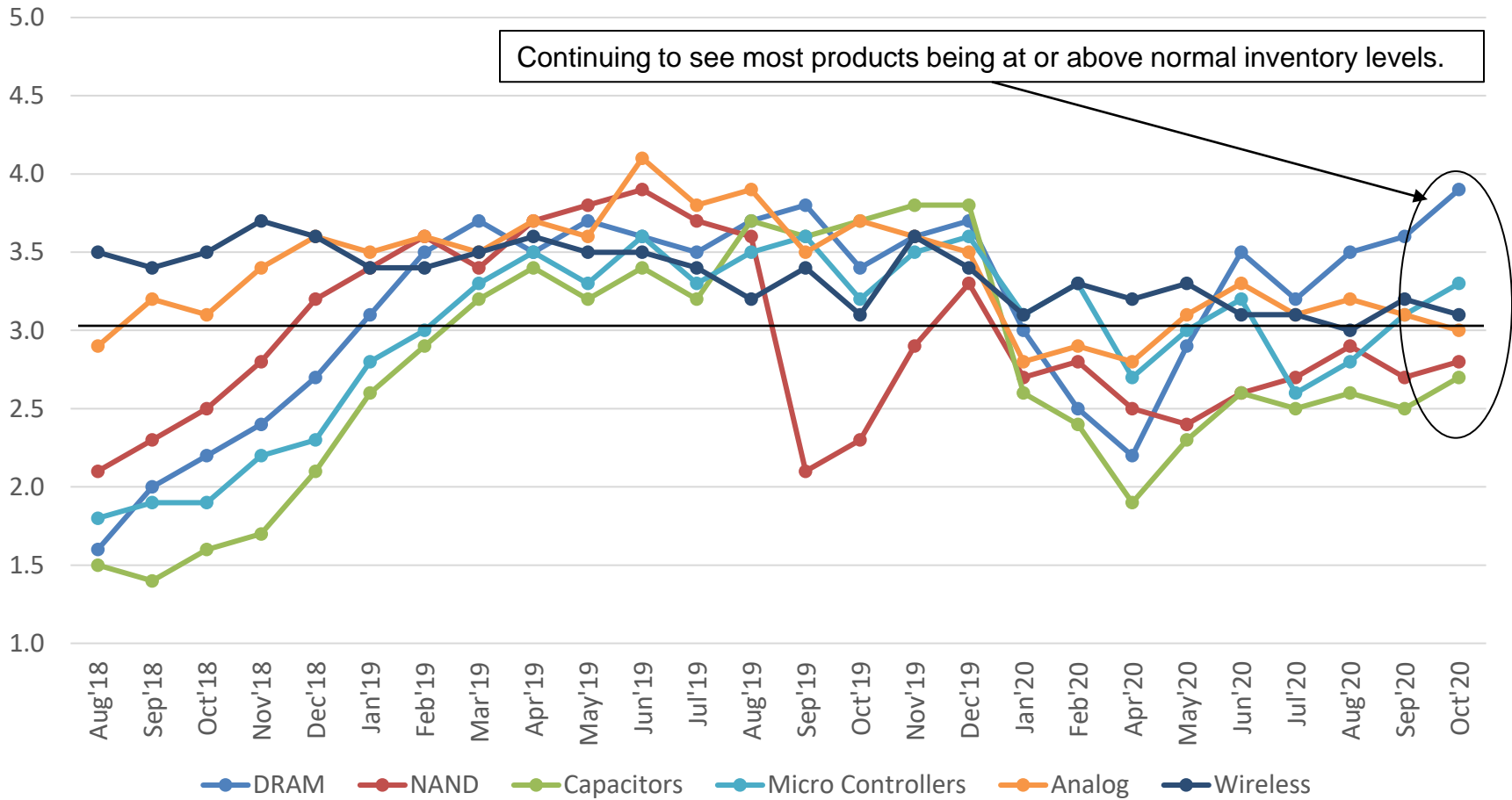
# Backlog Order Cancellations vs. 30 Days Ago

(Delta between increasing and decreasing cancellations – Higher % is more positive)

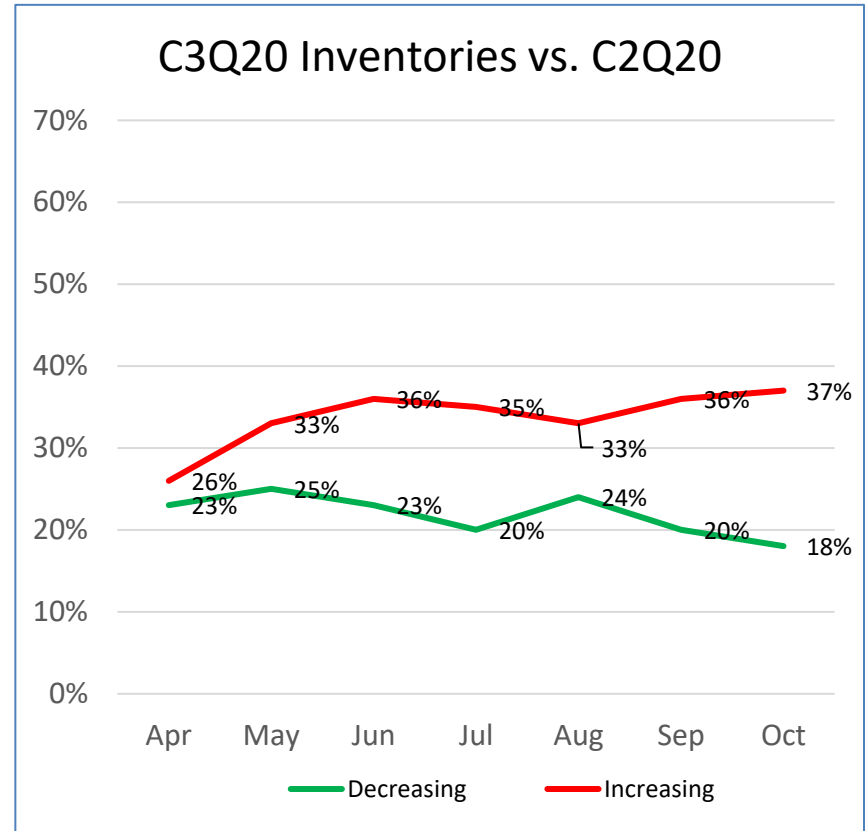
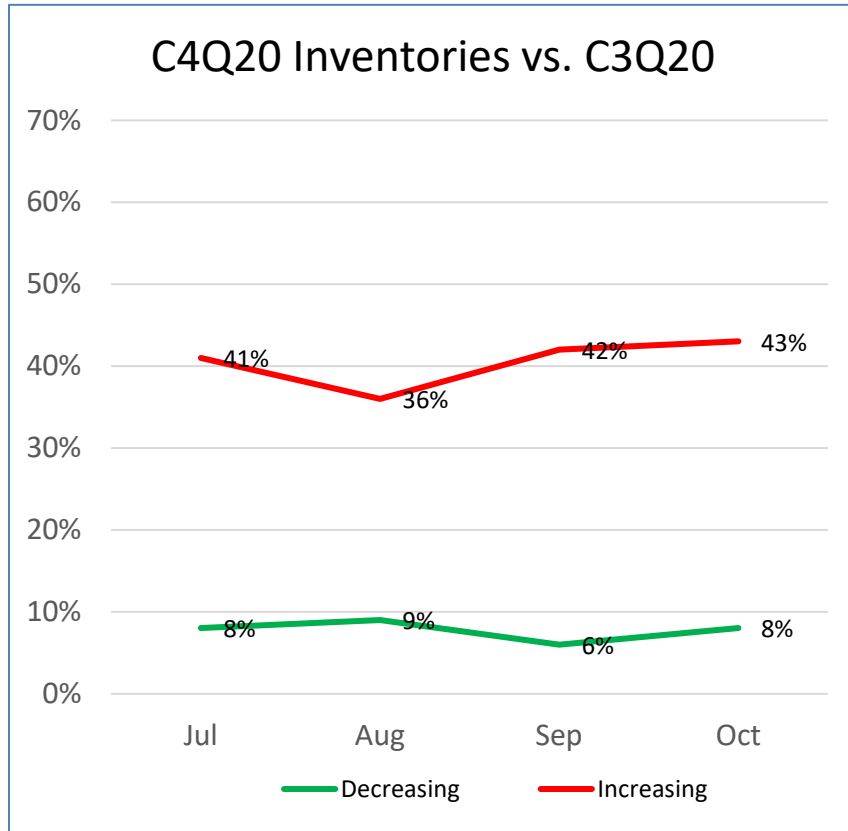


# Inventory Status

(Using a scale of 1 to 5 with 1 being extremely low inventory, 3 being the normal amount, and 5 being extremely high; how do you view inventory levels for the following products?)



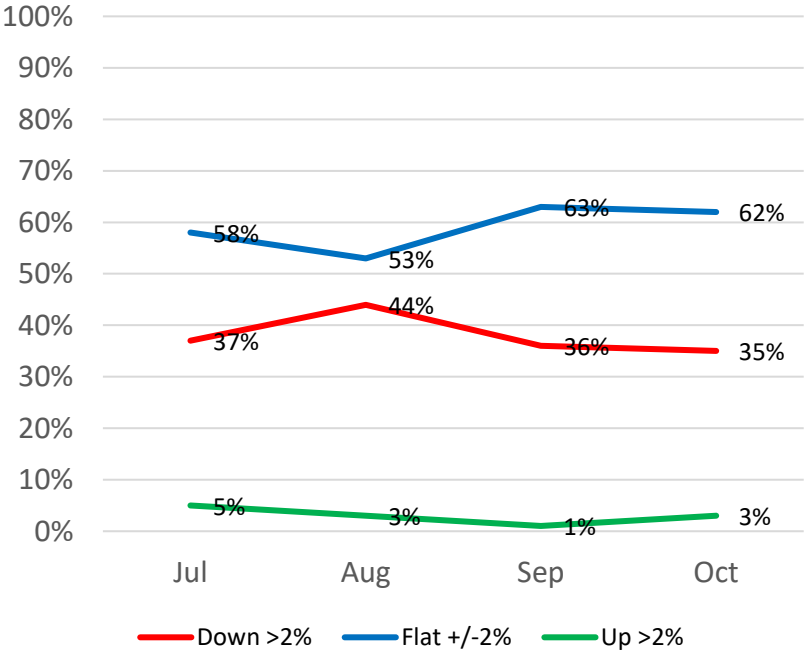
# Q/Q Inventory Growth



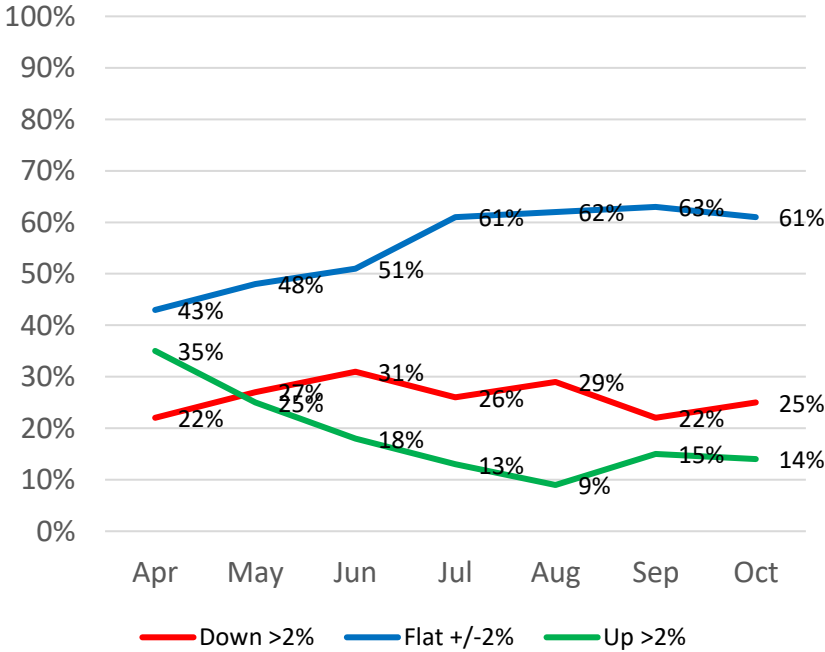


# Q/Q Pricing Trends

### C4Q20 Pricing vs. C3Q20



### C3Q20 Pricing vs. C2Q20



# Vertical Outlook

*The outlook for Communications continues to be above previous years while Auto continues to erode*

