



WHY THE SEMI INDUSTRY LEVERAGES AFTERMARKET COMPANIES INSTEAD OF OEMS FOR LEGACY EQUIPMENT

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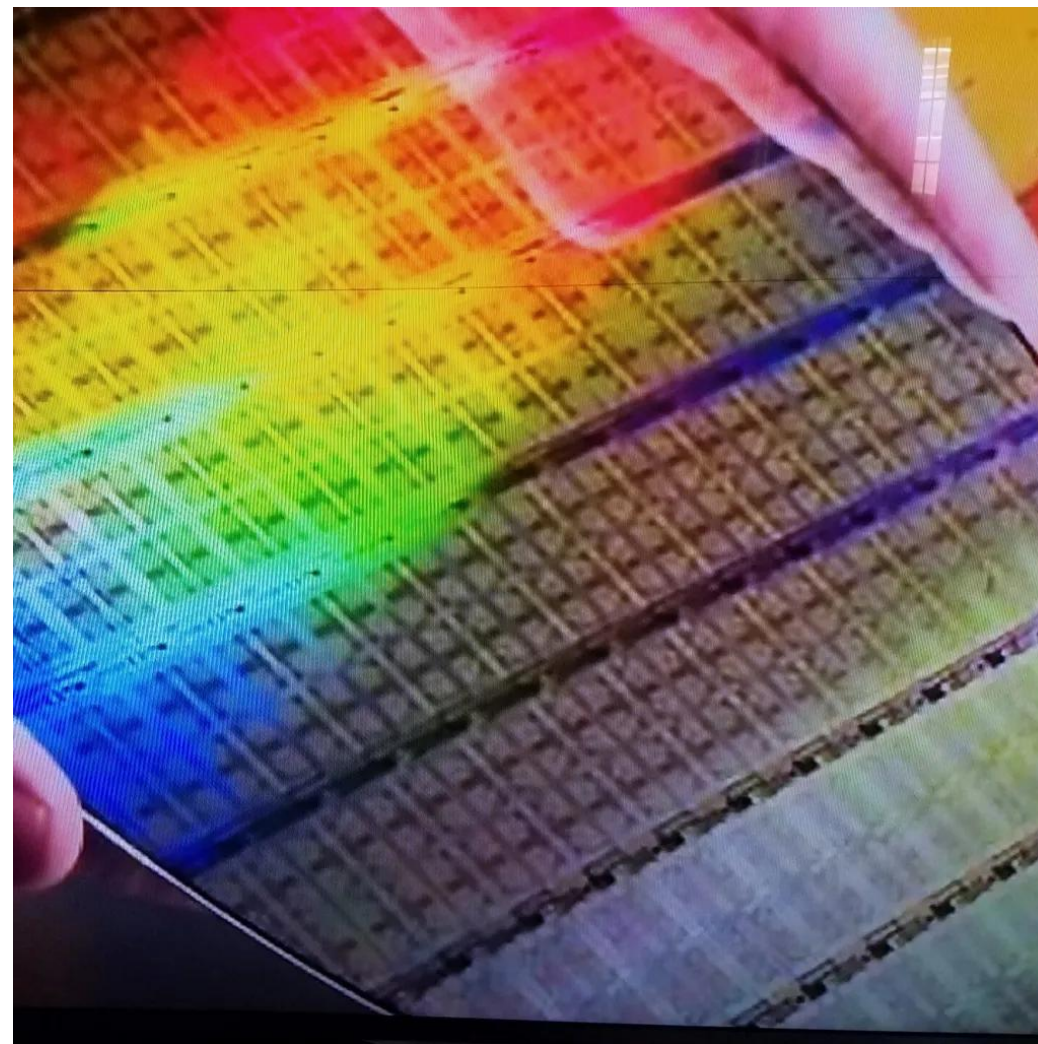
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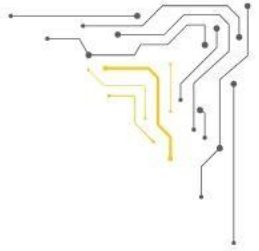
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Finding Highest Value

How do OEM objectives differ from aftermarket engineering, service and parts providers?





The Semi Industry Leveraging Independents

- How OEM Semiconductor Equipment Manufacturers Work
- What Is Legacy Equipment?
- Why Is Legacy Equipment So Important?
- Bridging The Gap: Increased Performance vs. Older Technology
- What Is The Importance In Manufacturability?
- Why Is Cost Always A Factor?
- Solutions
- Closing Thoughts...





How OEM Semiconductor Equipment Manufacturers Work

GOAL

Semiconductor equipment manufacturers aim to innovate and produce high-quality, efficient equipment to meet the growing demand for advanced chips and to support the semiconductor industry's growth, including AI, automotive, and industrial sectors.

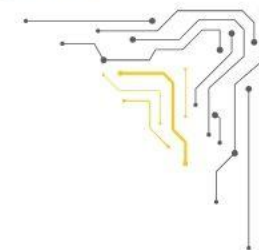
REALITY

Although the OEM charges significantly for IP, spares, and consumables, their main goal is to sell new equipment. There is always a compromise.

EXAMPLE

OEM's stopped supporting and producing 200mm equipment. Then they reversed it.





What Is Legacy Equipment?

- Legacy equipment is the existing tool(s) in global semiconductor producers fabs.
- Many are in / or toward an ROI mode / model.
- Capital funding verses Operating funding.
- Legacy' equipment sales are trending upward (*).





Why Is Legacy Equipment So Important?

Typically, as established markets continue to grow, (like IOT) manufacturers focus energy and intelligence toward efficiency which leads to higher margins.





Bridging The Gap: Increased Performance vs. Older Technology

LEARNING

The industry has learned a great deal over the years.

CROSS POLLINATION

Intelligent companies leverage learnings and innovation from multiple equipment sets.

AFTERMARKET SOLUTION PROVIDERS

Add stronger cause-and-effect thinking (critical thinking) to greatly extend useful and lucrative equipment life and function.



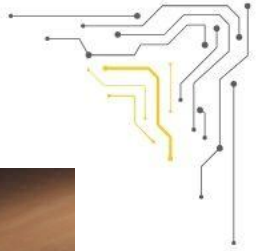


What Is The Importance In Manufacturability?

Fabs are manufacturing plants – repeat steps with quality, high performance and predictability.

Manufacturability plays into all of the categories that create a positive and predictable financial improvement.

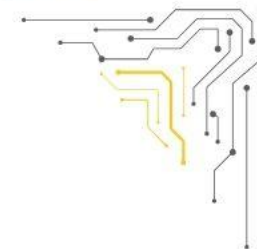




Why Is Cost Always A Factor?

- Cost is always a factor because resources are finite, and every decision involves trade-offs.
- Choosing one option may mean forgoing another, thus incurring an opportunity cost.
- Improved performance lowers cost





Solutions

Since OEM's are focused on new equipment sales, independent entities can focus on **non-compromising** solutions specifically designed to meet a **range** of end-users' specific needs. Solutions that improve performance, reduce maintenance time, extend consumable life – all cutting costs.





Closing Thoughts...

Independent entities have the desire and broad knowledge to focus on clearly defined problems to meet the customers specific requirements. They are less encumbered by group acceptance and shareholder pressures – therefore, producing excellent, cost-effective solutions.

