

Semiconductor WEEK:

Our analysts will be traveling for SEMICON West next week, weekly deliverables will resume the week after.

July 8, 2022

An overview of results and conclusions from recent reports at TechInsights

Chip Market Research Services

There's still plenty of light but it's cooling and clouds loom...

- Order activity for semiconductor equipment tumbled five points in the last week of June as chipmakers continued to grow increasingly cautious about their near-term prospects
- IC Inventory Levels

Semiconductor Analytics

Last Week in the Semiconductor Market:

Semiconductor sales growth pulled up 5% W/W and was back above 2021 levels, as the seasonal post-graduation dip ended. The IC weather chilled 7°F last week. Zooming in on Logic ICs this week, the 13-wk MA is fighting a return to normal levels with growth in the mid-teens. TechInsights forecasts Logic will reach \$296B in 2022, with Y/Y growth of 16%. IC Supply/Demand indices dipped last week from Balanced to Saturated, as conditions continued to shift to a buyer's market. More Moore Foundry went to Glut. More than Moore Foundry, NAND, OSAT, and Analog & Power dropped to Saturated. DRAM, IDM, and Auto IC were unchanged. Chip demand is being cooled by inflation and monetary tightening. Capacity expansion and Just-in-Case are driving inventory up. Electronics' Retail Prices are declining.

Customer Satisfaction Survey

White Paper: FormFactor Triple Crown & Top Focused Supplier

Chip History Center

People: Lithography Panel 2004: When immersion lithography was still in R&D and about to burst out into production. The four historic video interviews from Halloween 2004 cover what the leading lithography suppliers were thinking at the time and what results they were getting from early prototype tools coming to market.

The Chip Insider

Strategy and Tactics: EUV is changing Fab Economics. Forecast Visibility

Semiconductor Stocks

- *TechInsights' Semiconductor Stock Indices rose this week along with the market*
- *Semiconductor Stock Index was led up by SkyWater Technology*
 - *SkyWater Technology was this week's biggest winner*
- *Semiconductor Equipment Stock Index increased*
 - *Kulicke & Soffa came out on top*
- *EDA Stock Index jumped*
- *Electronics Materials Stock Index was led up by SOITEC*
- *Hottest Stocks: SkyWater Technology, GLOBALFOUNDRIES, ON Semiconductor, MaxLinear, Micron, and Qualcomm*

TechInsights



Triple Crown & Top Focused Supplier

TechInsights Customer Satisfaction Survey 2022






FormFactor takes 10 BEST Supplier Award



- FormFactor, a leading supplier of test and measurement technologies, earns RANKED 1st in the:
 - 10 BEST *Focused Suppliers of Chip Making Equipment*
 - up 44 basis points to their best-ever score of 9.53
 - THE BEST *Test Equipment Suppliers of 2022*
- Achieves highest score of all 10 BEST *Focused Suppliers of Chip Making Equipment* in 11 categories
- FormFactor continues to maintain industry-leading customer satisfaction by being a highly trusted test partner to its customers

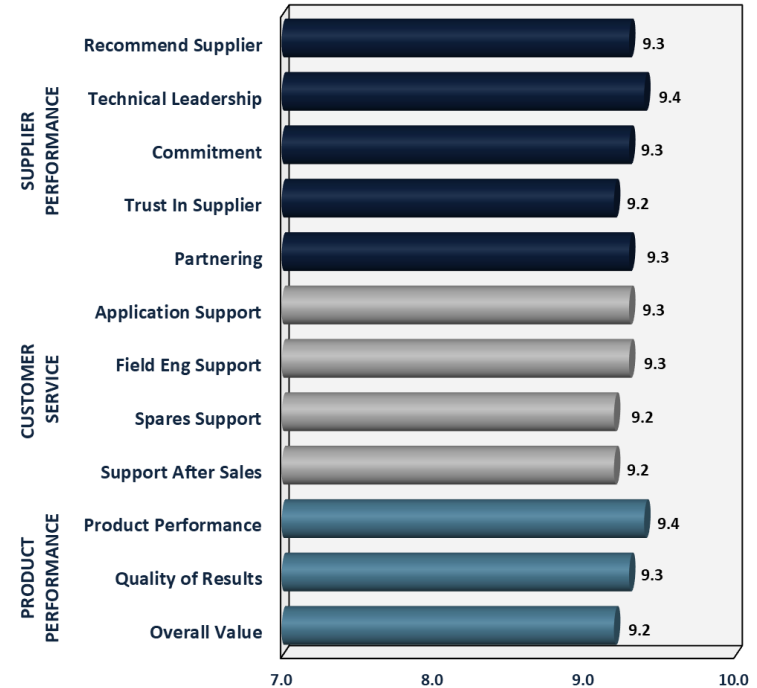
FOCUSED SUPPLIERS OF CHIP MAKING EQUIPMENT	Rating	TechInsights Stars
	9.53	★★★★★
Plasma-Therm	9.35	★★★★★
EV Group	9.03	★★★★★
Jiangsu ASIA Electronics	8.83	★★★★☆
HANMI	8.31	★★★★
HORIBA	7.38	★★★
VAT	7.25	★★★

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How Customers Perceive FormFactor's Probe Card Group

- FormFactor Probe Card group earns 5 Stars in THE BEST *Test Subsystems Suppliers* with an exceptional 9.29 rating
- Increases its ratings in 9 categories
 - *field engineering support* up 40 basis points
 - *spares support* up 30 basis points
 - *recommend supplier, commitment, and partnering* up 20 basis pints
 - *technical leadership, application support, quality of results, and overall value* up 10 basis points
- Highest scores*
 - *Technical Leadership*
 - *Product Performance*
 - *Recommend Supplier*
 - *Commitment*
 - *Partnering*
 - *Application Support*
 - *Field Engineering Support*
 - *Quality of Results*

*Listed in order of score, highest to lowest



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[Click for White Paper](#)

**Tech
Insights**

The Chip Insider[®]'s Graphics File



June 2022

There's still plenty of light but it's cooling and clouds loom...



- Order activity for semiconductor equipment tumbled five points in the last week of June as chipmakers continued to grow increasingly cautious about their near-term prospects
- As a result, much of the capex will be technology-upgrades related rather than capacity-expansion related
- TechInsights' Chip Price Performance Index continued to lose ground at a rapid rate

Forecast as of June 2022:	2021	2022
Semi Equipment (\$B):	\$ 126.6	\$ 149.8
Sequential Change	36.6%	18.3%
Capacity Utilization:	97.2%	96.9%
ICs (\$B):	\$ 492.3	\$ 570.0
Sequential Change	27.4%	15.8%
IC Units (BU):	394.2	434.3
Sequential Change	23.7%	10.2%
Electronics (\$B) :	\$ 2,574	\$ 2,758
Sequential Change	18.9%	7.1%

[Contact us to access more details](#)

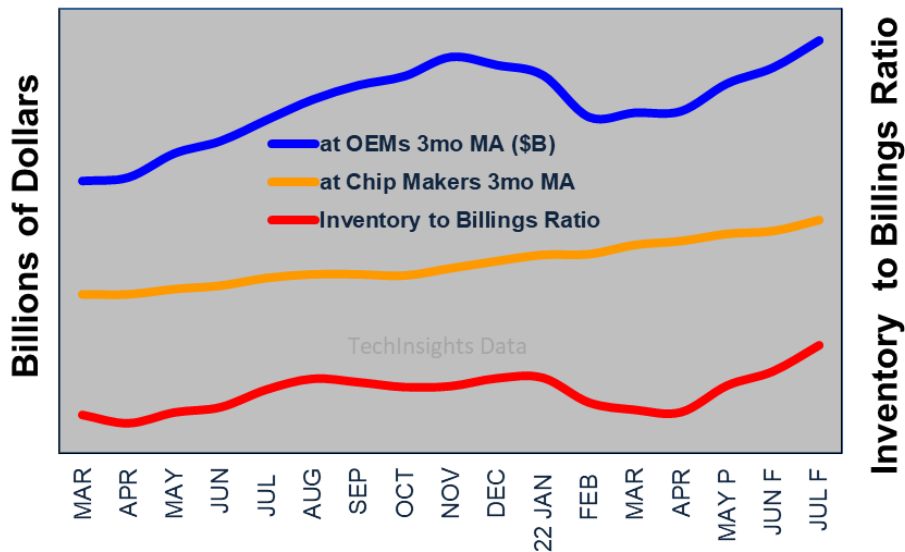
The Chip Insider[®] Graphics

IC Inventory Levels:

- Inventories are rising

IC Inventory Levels: chart gives rolling averages for semiconductor integrated circuit inventories held at OEMs, in Die Banks, and the total Inventory-to-Billing Ratio

Semiconductor Inventory



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Insights Interview:

Workforce Development Solutions...

with Ajit Manocha of SEMI



What the conversation is about:

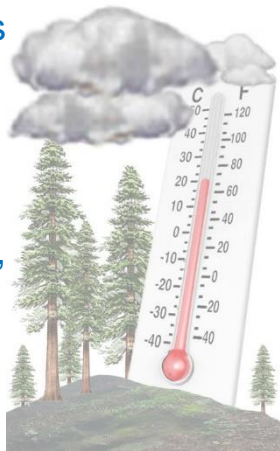
- Labor shortages have become the echo pandemic from the ravages COVID has had on the economy.
- This is no truer than in the semiconductor industry, where Workforce Development has long been on the To-Do lists of many.
- Most industry efforts appear to be more about lobbying others to do something about workforce development.
- It's really hard to do something substantive about it but SEMI is.

[Click here to watch online](#)

Semiconductor Analytics

Last Week in the Semiconductor Market:

Semiconductor sales growth pulled up 5% W/W and was back above 2021 levels, as the seasonal post-graduation dip ended. The IC weather chilled 7°F last week. Zooming in on Logic ICs this week, the 13-wk MA is fighting a return to normal levels with growth in the mid-teens. TechInsights forecasts Logic will reach \$296B in 2022, with Y/Y growth of 16%. IC Supply/Demand indices dipped last week from Balanced to Saturated, as conditions continued to shift to a buyer's market. More Moore Foundry went to Glut. More than Moore Foundry, NAND, OSAT, and Analog & Power dropped to Saturated. DRAM, IDM, and Auto IC were unchanged. Chip demand is being cooled by inflation and monetary tightening. Capacity expansion and Just-in-Case are driving inventory up. Electronics' Retail Prices are declining.



1: Measures Order Activity 2: Measures Pricing Power

W/W: Week-over-Week sequential growth W/Q: Week-over-Quarter W/Y: Week-over-Year

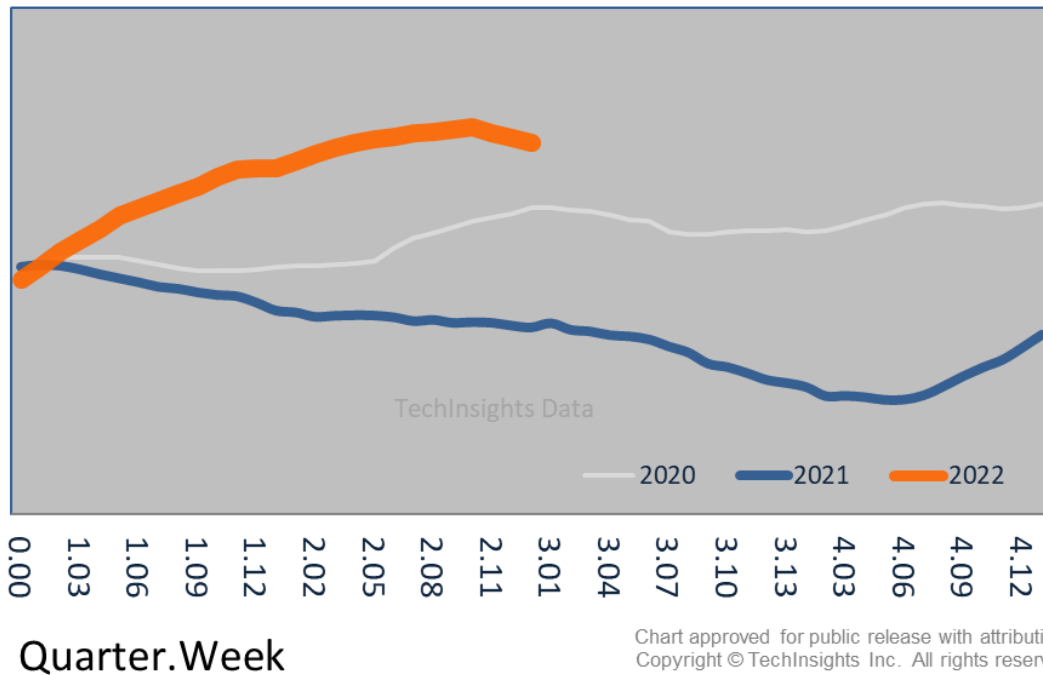
Electronics Retail Pricing Trends:

for PC notebooks Tablets Smartphones Cell phones Digital Cameras Appliances TVs

Electronics' Retail Prices are declining

Electronics Pricing Barometer

indexed 13 week moving average



Source: Semiconductor Analytics

Chart approved for public release with attribution.
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Insights Interview:

Innovation in Memory ...

with Scott DeBoer of Micron
Technology



What the conversation is about:

- Scott DeBoer of Micron Technology has a conversation with Dan Hutcheson about what it takes to innovate in Memory today. Scott leads Micron's global technology development and engineering efforts – from silicon design to high-value system solutions.

[Click here to watch online](#)



Strategy and Tactics: EUV is changing Fab Economics.
Forecast Visibility

Summaries:

EUV is changing Fab Economics: Last week I was at Frontiers of Characterization and Metrology for Nanoelectronics... to hear a battle of the presenters on EUV reticle inspection. KLA has dominated reticle inspection for the last 4 decades, which led to its dominance of the far more lucrative wafer inspection market. The emergence of EUV became a potential competitive entry point, because KLA made a conscious decision not to develop a reticle actinic inspection system chip makers wanted. LaserTec answered these customer wants with their ACTIS series of reticle inspection systems, which is now booked out into next year. KLA suggested that a Print-to-Wafer (P2W) scheme was a much more practical choice. Over the last 4 decades, reticle inspection systems have been bought by both mask shops and fabbed chip makers. The reason was this: with stepper/scanner a defect on a reticle will print on every field exposed. Early attempts to bring steppers into

production were met with zero yields because of this... With EUV, one had to ask ... WHAT was KLA thinking? ...

The Forecasting Problem: Currently, there is ZERO forward visibility for the industry. We have reported substantial declines in weather conditions. We have written for some time that it's slowing, which Micron demonstrated last night. Also, Intel put its Ohio fab on indefinite hold due to a delay in passing the CHIPS act, which also indicates the demand is not there to fund it alone. The question of how serious it is can't be answered due to an extreme lack of visibility into the braking power of multiple factors ...

"Forecasting is difficult... Especially when it's about the future"
– Yogi Berra

[Contact us to get the full report and more](#)



People: Lithography Panel 2004: When immersion lithography was still in R&D and about to burst out into production. The four historic video interviews from Halloween 2004 cover what the leading lithography suppliers were thinking at the time and what results they were getting from early prototype tools coming to market. We always held it near Halloween because lithography barriers were indeed the scariest for the industry.

[Bill Arnold of ASML](#)

[Gene Fuller of Nikon](#)

[Phil Ware of Canon](#)



[Audience Q&A](#)

Time Line: The KLA 2020 —
The tool that sparked the yield management revolution



Supporters:

ADVANTEST

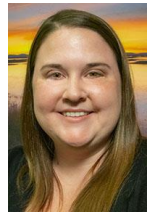


exyte



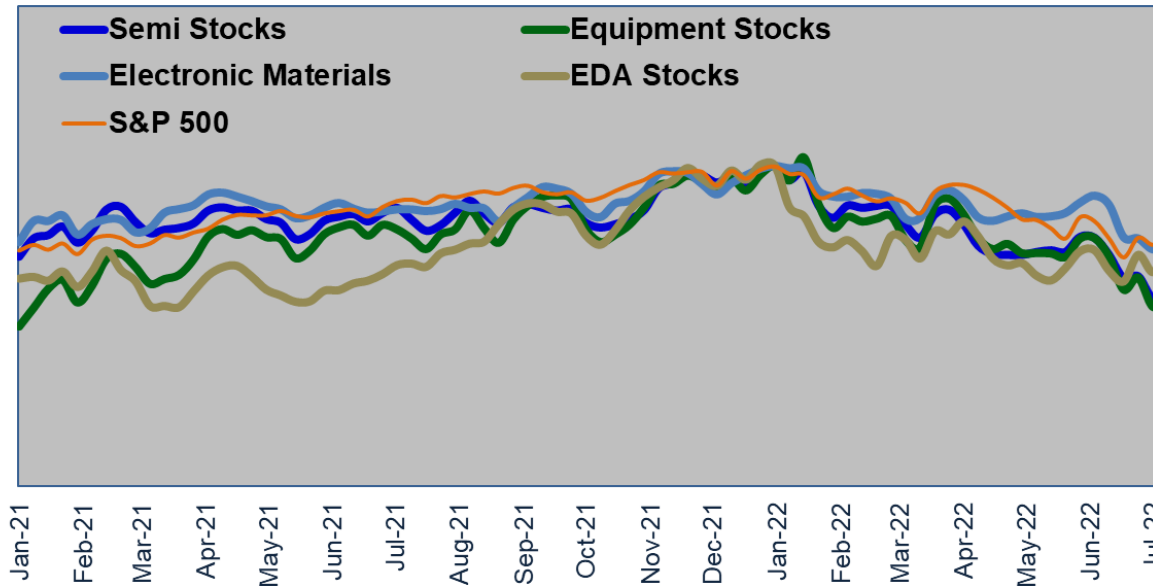
semiStockWEEK:

TechInsights' Semiconductor Stock Indices rose this week along with the market following the release of a strong June job report.



Semiconductor Industry Stock Performance Indices

(Stock Prices Indexed to 100 in last week of 2021)



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TechInsights' Stock Indices:

Semiconductors +5.2%
Equipment +2.7%
Electronic Materials +1.5%
EDA +5.5%

Semiconductor Stocks:

Weekly Growth and Forward P/E Ratios by Company

Weekly Gains			7/8/2022		
Semiconductor Stocks	Price Change	Forward P/E	Semiconductor Stocks	Price Change	Forward P/E
IDM			Fab-lite to Fabless		
Intel	4.5%	10	AMD	7.7%	15
Micron	10.2%	5	Analog Devices	4.9%	14
ON Semiconductor	14.2%	10	Broadcom	4.4%	12
Samsung Electronics	4.4%	-	IBM	-0.6%	14
SK hynix	8.3%		Infineon	0.4%	11
STMicroelectronics	2.7%	9	MagnaChip Semiconductor	8.1%	10
Western Digital	4.2%	5	MaxLinear	11.1%	7
Foundry & OSAT			MediaTek	6.4%	-
Amkor	7.7%	5	NVIDIA	9.1%	23
ASE	3.0%	5	Panasonic	3.1%	9
GLOBALFOUNDRIES	16.6%	16	Qualcomm	10.1%	9
JCET	-2.2%	14	Silicon Laboratories	0.3%	30
SkyWater Technology	20.5%	-	Skyworks	7.4%	7
SMIC	-3.7%	12	Texas Instruments	4.7%	17
TSMC	5.9%	12			
UMC	3.2%	7			

Above Avg

Top 4-6

Top 1-3

TechInsights' Semiconductor Stock Index was led up by SkyWater Technology, GLOBALFOUNDRIES, ON Semiconductor, MaxLinear, Micron, and Qualcomm; who all claimed the top six stock spots this week.

IDM +6.9%
 Foundry & OSAT +6.4%
 Fabless & Fablite +5.5%

AMD^{AMD} Analog Devices^{ADI} Amkor^{AMKR} ASE^{ASE}
 ASX^{ASX} Broadcom^{AVGO} GLOBALFOUNDRIES^{GFS}
 IBM^{IBM} Infineon^{IFNNY.PK} Intel^{INTC}
 JCET^{600584.SS} Micron Technology^{MU} On
 Semiconductor^{ON} Panasonic^{PC} MagnaChip
 Semiconductor^{MX} MaxLinear^{MXL}
 MediaTek^{2454.TW} NVIDIA^{NVDA} Qualcomm^{QCOM}
 Samsung Electronics^{005930.KS} Silicon
 Laboratories^{SLAB} SkyWater Technology^{SKYT}
 Skyworks^{SWKS} SMIC^{SMI} STMicroelectronics^{STM}
 Texas Instruments^{TXN} TSMC^{TSM} UMC^{UMC}
 Western Digital^{WDC}

Chip Equipment & Related Stocks:

Weekly Growth and Forward P/E Ratios by Company

TechInsights' Semiconductor Equipment Stock Index increased this week. Kulicke & Soffa came out on top with Teradyne, KLA, Applied Materials, and Lam Research also being top performers.

WFE +2.2%
 Test +4.6%
 Assembly +2.5%

Applied Materials ^{AMAT} Advantest ^{ATEYY}
 ASM International ^{ASMIY}
 ASM Lithography ^{ASML} ASM Pacific ^{0522.HK}
 BE Semiconductor ^{BESIJ.PK}
 FormFactor ^{FORM} KLA ^{KLAC}
 Kulicke & Soffa ^{KLIC} Lam Research ^{LRCX}
 Onto Innovation ^{ONTO} Nikon ⁷⁷³¹
 Teradyne ^{TER} Tokyo Electron Limited ⁸⁰³⁵
 Veeco ^{VECO}

Weekly Gains			7/8/2022		
Equipment Stocks	Price Change	Forward P/E	Equipment Stocks	Price Change	Forward P/E
Wafer Fab:			Test:		
Applied Materials	5.7%	10	Advantest	3.1%	-
ASM International	-1.1%	16	Teradyne	7.3%	13
ASML	0.7%	21	FormFactor	3.4%	17
KLA	6.9%	12			
Lam Research	5.1%	10	Assembly:		
Onto Innovation	3.3%	-	BESI	4.2%	-
Nikon	-4.8%	-	Kulicke & Soffa	7.6%	6
TEL	2.1%	-	ASM Pacific Technology	-4.2%	
Veeco Instruments	1.6%	9			

Above Avg
Top 4-6
Top 1-3

Electronic Materials Stocks:

Weekly Growth and Forward P/E Ratios by Company

Weekly Gains			7/8/2022		
EDA & Electronic Materials Stocks	Price Change	Forward P/E	EDA & Electronic Materials Stocks	Price Change	Forward P/E
EDA			DNP	-1.9%	–
Cadence	7.2%	34	DuPont de Nemours	1.0%	5
Synopsys	5.4%	31	JSR	1.3%	–
Ansys	3.9%	28	Shin-Etsu	3.7%	–
Electronic Materials			SOITEC	4.2%	–
BASF	0.0%	2	Tokyo Ohka	3.2%	–
CMC Materials	0.6%	22			

Above Avg
Top 4-6
Top 1-3

TechInsights' EDA Stock Index jumped.

TechInsights' Electronic Materials Stock Index was led up by SOITEC.

Ansys, Inc. ^{ANSS} BASF ^{BASFY}
 CMC Materials ^{CCMP} Cadence ^{CDNS}
 DNP ⁷⁹¹² DuPont ^{DD} JSR ⁴¹⁸⁵
 Shin-Etsu ⁴⁰⁶³ SOITEC ^{SOI.PA}
 Synopsys ^{SNPS} Tokyo Ohka ⁴¹⁸⁶

The Prior Week's Close	TechInsights' Indices of Chip Industry Stocks				Weekly Growth				Companies Up	Max Growth	Companies Down	Min Growth	Range of Growth	S&P 500	S&P 500 Growth
	Semi Stocks	Equipment Stocks	Materials Stocks	EDA Stocks	Semi Stocks	Equipment Stocks	Materials Stocks	EDA Stocks							
03-Dec-21	95.9	94.5	92.9	95.0	-1.9%	-1.6%	-2.7%	-1.9%	12	6.0%	-44	-11.1%	17.1%	95.2	-3.5%
10-Dec-21	97.5	96.9	95.7	98.8	1.6%	2.6%	3.0%	4.0%	40	13.2%	-15	-7.5%	20.7%	98.9	3.8%
17-Dec-21	94.7	93.8	97.7	96.5	-2.9%	-3.2%	2.1%	-2.3%	12	25.6%	-43	-15.6%	41.2%	96.9	-1.9%
24-Dec-21	98.6	97.7	99.3	100.2	4.1%	4.2%	1.7%	3.8%	50	13.8%	-6	-2.8%	16.6%	99.2	2.3%
31-Dec-21	100.0	100.0	100.0	100.0	1.5%	2.3%	0.7%	-0.2%	44	8.1%	-11	-2.7%	10.8%	100.0	0.9%
07-Jan-22	96.6	96.3	99.4	89.7	-3.4%	-3.7%	-0.6%	-10.3%	10	7.4%	-45	-17.5%	24.9%	98.1	-1.9%
14-Jan-22	98.5	102.0	99.3	87.4	2.0%	5.9%	-0.1%	-2.5%	36	23.7%	-20	-4.9%	28.6%	97.8	-0.3%
21-Jan-22	90.1	90.4	93.8	81.0	-8.5%	-11.4%	-5.6%	-7.3%	3	5.1%	-53	-20.3%	25.4%	92.3	-5.7%
28-Jan-22	87.1	84.5	92.4	79.7	-3.4%	-6.6%	-1.5%	-1.7%	11	5.0%	-45	-21.8%	26.8%	93.0	0.8%
04-Feb-22	90.2	87.3	92.3	81.5	3.5%	3.3%	-0.1%	2.3%	41	17.5%	-13	-4.3%	21.8%	94.4	1.6%
11-Feb-22	89.6	86.1	93.2	78.7	-0.7%	-1.4%	1.0%	-3.4%	20	10.6%	-33	-8.9%	19.5%	92.7	-1.8%
18-Feb-22	90.1	86.8	93.0	75.0	0.6%	0.8%	-0.2%	-4.7%	28	12.2%	-26	-7.0%	19.2%	91.2	-1.6%
25-Feb-22	90.1	87.5	91.9	82.5	0.0%	0.8%	-1.3%	9.9%	30	14.7%	-25	-9.5%	24.2%	92.0	0.8%
04-Mar-22	85.3	81.4	86.8	81.5	-5.3%	-6.9%	-5.5%	-1.2%	7	6.4%	-48	-18.6%	25.0%	90.8	-1.3%
11-Mar-22	82.1	79.7	87.1	76.9	-3.7%	-2.2%	0.3%	-5.7%	9	9.7%	-45	-11.1%	20.8%	88.2	-2.9%
18-Mar-22	87.9	90.3	92.7	83.7	7.1%	13.3%	6.5%	8.8%	53	31.3%	-2	-5.9%	37.2%	93.6	6.2%
25-Mar-22	89.1	91.8	94.0	82.9	1.3%	1.7%	1.3%	-0.9%	36	9.2%	-16	-5.5%	14.7%	95.3	1.8%
01-Apr-22	85.4	87.8	91.5	86.1	-4.2%	-4.3%	-2.6%	3.9%	5	5.0%	-50	-23.1%	28.1%	95.4	0.1%
08-Apr-22	80.1	81.9	87.1	82.3	-6.2%	-6.8%	-4.8%	-4.4%	2	5.5%	-53	-17.6%	23.1%	94.2	-1.3%
15-Apr-22	78.1	79.2	86.4	76.9	-2.5%	-3.3%	-0.9%	-6.6%	6	4.2%	-49	-10.9%	15.1%	92.2	-2.1%
22-Apr-22	77.8	80.5	87.4	75.2	-0.3%	1.6%	1.3%	-2.2%	30	9.3%	-25	-18.8%	28.1%	89.6	-2.8%
29-Apr-22	77.8	78.2	88.2	75.7	0.0%	-2.9%	0.9%	0.7%	22	21.1%	-32	-14.9%	36.0%	86.7	-3.3%
06-May-22	78.6	78.3	87.3	72.6	0.9%	0.1%	-1.0%	-4.1%	30	12.0%	-25	-11.7%	23.7%	86.5	-0.2%
13-May-22	79.0	78.1	87.5	71.4	0.5%	-0.1%	0.2%	-1.6%	28	8.2%	-25	-10.0%	18.2%	84.4	-2.4%
20-May-22	78.6	77.3	88.3	74.5	-0.5%	-1.1%	1.0%	4.3%	22	17.9%	-30	-7.7%	25.6%	81.9	-3.0%
27-May-22	82.3	81.9	90.9	78.7	4.8%	6.0%	2.9%	5.6%	48	30.3%	-7	-7.8%	38.1%	87.2	6.6%
03-Jun-22	82.1	82.0	92.6	78.9	-0.3%	0.1%	1.9%	0.3%	29	7.7%	-26	-4.6%	12.3%	86.2	-1.2%
10-Jun-22	77.8	77.3	90.3	73.8	-5.2%	-5.7%	-2.5%	-6.5%	6	9.7%	-49	-11.9%	21.6%	81.8	-5.1%
17-Jun-22	72.0	69.1	82.3	71.2	-7.5%	-10.6%	-8.9%	-3.6%	2	4.0%	-53	-17.3%	21.3%	77.1	-5.8%
24-Jun-22	72.5	72.1	82.0	77.8	0.8%	4.3%	-0.3%	9.3%	41	12.8%	-14	-19.4%	32.2%	82.1	6.4%
01-Jul-22	67.2	64.9	79.3	73.5	-7.3%	-10.1%	-3.3%	-5.6%	3	6.1%	-52	-20.1%	26.2%	80.3	-2.2%
08-Jul-22	70.7	66.6	80.5	77.5	5.2%	2.7%	1.5%	5.5%	47	20.5%	-7	-4.8%	25.3%	81.8	1.9%

Links to Conference Call Transcripts

July 8th

None this week.

July 1st and before

[Micron Technology, Inc. \(MU\) CEO Sanjay Mehrotra on Q3 2022 Results - Earnings Call Transcript](#)

[Honeywell International Inc.'s \(HON\) Management Presents at Leadership Webcast Series - Innovations in Sustainable Buildings \(Transcript\)](#)

[ASML Holding N.V. \(ASML\) Management presents at Goldman Sachs Global Semiconductor Virtual Conference \(Transcript\)](#)

[Cisco Systems, Inc.'s \(CSCO\) Management Presents at Nasdaq Investor Conference \(Transcript\)](#)

[NXP Semiconductors N.V. \(NXPI\) CEO Kurt Sievers Presents at Jefferies and Nasdaq Conference Presentation \(Transcript\)](#)

[ON Semiconductor Corporation's \(ON\) Management Presents at BofA Securities 2022 Global Technology Conference \(Transcript\)](#)

[Qualcomm, Inc. \(QCOM\) Presents at Bank of America 2022 Global Technology Conference](#)

[Western Digital Corp. \(WDC\) Presents at BofA Securities 2022 Global Technology Conference \(Transcript\)](#)

[DuPont de Nemours, Inc. \(DD\) CEO Ed Breen Presents at Deutsche Bank's 13th Annual Global Materials Conference \(Transcript\)](#)

[Intel Corporation's \(INTC\) Management Presents at Bank of America Securities Global Technology Brokers Conference \(Transcript\)](#)

[HP Inc's \(HPQ\) CEO Enrique Lores on Cowen 50th Annual Technology, Media & Telecom Conference \(Transcript\)](#)

[International Business Machines Corporation's \(IBM\) CEO Arvind Krishna Presents at Bernstein 38th Annual Strategic Decisions Conference \(Transcript\)](#)

[American Superconductor Corporation \(AMSC\) CEO Daniel McGahn on Q4 2021 Results - Earnings Call Transcript](#)

[Texas Instruments Incorporated's \(TXN\) CEO Rich Templeton Presents at Bernstein 38th Annual Strategic Decisions Conference \(Transcript\)](#)

[HP Inc.'s \(HPQ\) CEO Enrique Lores at Bernstein's 38th Annual Strategic Decisions Conference \(Transcript\)](#)

Links to Conference Call Transcripts

[QUALCOMM Incorporated's \(QCOM\) CEO Cristiano Amon Presents at Bernstein 38th Annual Strategic Decisions Brokers Conference \(Transcript\)](#)

[Lam Research Corporation \(LRCX\) CEO Tim Archer Presents at Bernstein 38th Annual Strategic Decisions Conference \(Transcript\)](#)

[Broadcom Inc. \(AVGO\) CEO Hock Tan on Q2 2022 Results and VMware Acquisition \(Transcript\)](#)

[HP Inc. \(HPQ\) CEO Enrique Lores on Q2 2022 Results - Earnings Call Transcript](#)

[NVIDIA Corporation \(NVDA\) CEO Jensen Huang On Q1 2023 Results - Earnings Call Transcript](#)

[Applied Materials, Inc. \(AMAT\) CEO Gary Dickerson on Q2 2022 Results - Earnings Call Transcript](#)

[Synopsys, Inc. \(SNPS\) CEO Aart de Geus on Q2 2022 Results - Earnings Call Transcript](#)

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