

UBS Global I/O

Autos/Industrial Semiconductors

Q2 should mark the trough, what pace of recovery?

Focus shifts to recovery - after -15% in '20E we see 26% growth in '21E

As investor focus shifts from short-term/balance sheet resilience towards the pace of recovery we might expect in 2021E, in this note we revisit our leading indicator analysis and revise our auto semis revenue model. We recognise risks to the pace of recovery and hurdles as Europe/US lockdowns ease but remain positive on the sector. We see a number of catalysts to support stocks including: 1) Semis y-o-y growth is likely already at trough in Q2/Q3 given the rapid slow-down with a sharp return to growth in view for 2021E; 2) Trends in auto production can't get much worse than Q2 and should improve into Q3; 3) Potential government stimulus plans in autos (as recently discussed in EU) that also might have some bias towards EV (positive for semis content).

Revising our autos semis revenue model

We revisit our autos semis revenue model reflecting our latest production estimates - we now forecast -15% auto semis revenues in 2020E (was -3%) before recovering +26% in 2021E (was +13%). We continue to see a very strong content opportunity in auto semis (+8% through cycle) driven by increasing share of EV deployments and rising penetration of ADAS safety systems (both undiminished by COVID-19). There is some potential that auto semis sales could be helped in 2020E by mix shifting towards premium cars (something being seen in China) and inventory build as Tier 1s / OEMs look to ensure more resilience but our focus is more on the reacceleration in 2021E.

State of play - sector leading indicators trending positively

Our leading indicator work points to: 1) y-o-y semis rev growth troughing in Q2'20 at -16% y-o-y then recovering in H2. We also note that on a 2-year CAGR basis (given '19 was a challenging year) this '19-20 downcycle is seeing a similar pace of slow-down for the industry as that seen in '08-09. 2) Inventory within semis remains elevated (6 days above normal); autos OEMs/Tier 1s are currently 8 days above normal (though in absolute in-line with normal levels) while industrial OEMs are in-line with normal trends. 3) We believe semis are over-shipping demand in Q2 but should normalise in Q3.

Valuation / preferred stocks

The sector is trading on 19x '21E P/E, not cheap compared to 1y forward average of 18x but we see potential for earnings momentum to accelerate as end demand stabilises/recovers. Our most preferred names are Infineon, Renesas, Rohm and STMicro. Least preferred are Melexis and TXN (though we recently upgraded to Neutral).

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Q2 MARKS TROUGH BUT HOW STRONG WILL 2021 BE?

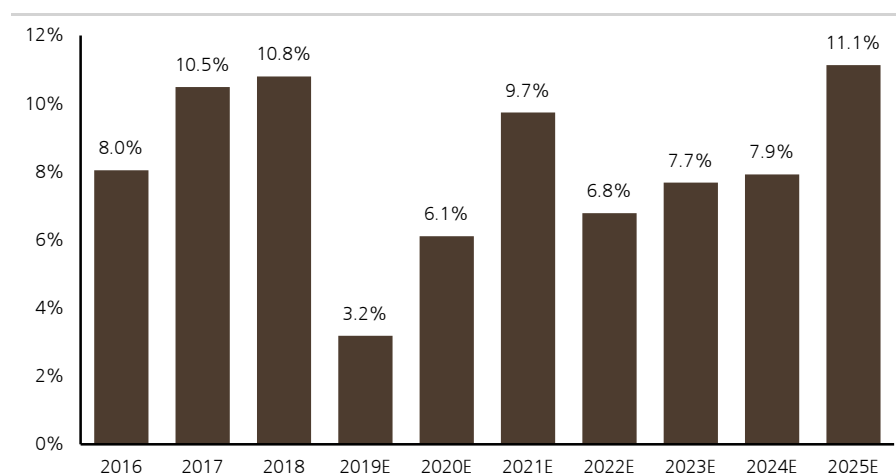
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Revising our auto semis revenue model

Our autos colleagues recently reduced our autos production forecasts to -19% y-o-y in 2020 before a +15% recovery in 2021E ([UBS Global Autos Sales Monthly](#)) and hence we revise our bottom-up autos semis revenue model. With the pace of correction being seen through supplies due to the COVID-19 outbreak we had already largely reflected the changes in our company forecasts through earnings season (or in some cases before). The key question for us in revising the model however has been to understand the potential pace of recovery in content growth that we might see as we progress into 2021E. We see four main drivers of our forecasts into 2021E that give us confidence growth will reaccelerate strongly:

- (1) **Autos production recovery:** Clearly the absolute autos units are one of the most important drivers. We currently assume a recovery of +15% y-o-y in 2021E to 82m units; this is still well below the last peak of 95m units and even 2019's 89m units.
- (2) **Change in inventory levels:** We saw through 2019 a major headwind to auto semis sales as inventory was worked down through the channel. We currently assume some moderate inventory reduction still in 2020 (though less than in 2019) and we believe it is quite possible 2021E could then benefit from some rebuild of inventory through the supply chain.
- (3) **Underlying content growth:** While the market has been highly disrupted through 2019/2020 the underlying dynamics of new model launches to drive rising EV penetration and greater adoption of ADAS features with new model launches are largely unchanged. This means that whilst the headline content growth that we show in our model in 2019/2020 has been below trend (we believe trend is c8%), this has largely been a consequence of the inventory changes rather than anything structural in the industry. If anything some of the commentary we see on current auto sales suggest that the sales recovery is biased towards high-end models which would be helpful for content.

Figure 1: UBS auto semis model - content growth assumptions



Source: UBS estimates

We include below our auto semis revenue model along with the key assumptions we are making regarding rising EV mix.

Figure 2: UBS Auto semis revenue model (US\$m)

	GARTNER HISTORICS					UBS ESTIMATES						
Semi sales (US\$bn)	2015	2016	2017	2018	2019E	2020E	2021E	2022E	2023E	2024E	2025E	% CAGR ('19-'24)
ADAS	1.7	3.0	4.1	5.1	5.9	5.6	8.3	9.6	11.4	13.8	18.0	19%
Aftermarket	2.2	2.2	2.3	2.5	2.5	1.9	2.3	2.5	2.5	2.6	2.7	1%
Body	4.6	5.5	6.6	7.4	6.9	5.6	6.6	7.2	7.7	8.2	8.7	4%
Chassis	4.6	4.5	5.1	5.4	5.1	4.1	4.9	5.4	5.7	5.8	5.9	3%
Infotainment	7.2	7.7	8.4	9.0	8.4	6.8	8.2	9.0	9.6	10.0	10.4	4%
Powertrain	5.4	6.8	7.4	8.0	8.2	7.6	9.8	11.3	12.8	14.7	17.0	12%
Safety	4.4	4.3	4.6	4.7	4.1	3.5	4.1	4.3	4.4	4.5	4.5	2%
Total	30.1	34.1	38.5	42.2	41.0	35.1	44.3	49.1	54.2	59.5	67.2	7.7%
% y-o-y		13.3%	13.1%	9.5%	-2.8%	-14.5%	26.3%	10.9%	10.4%	9.8%	12.8%	
Autos production(m)	88.8	93.1	95.3	94.2	88.7	71.5	82.2	85.4	87.6	89.1	90.5	
% y-o-y		4.9%	2.3%	-1.2%	-5.8%	-19.4%	15.1%	3.9%	2.5%	1.8%	1.5%	
\$ content / car	2015	2016	2017	2018	2019E	2020E	2021E	2022E	2023E	2024E	2025E	% CAGR ('19-'24)
ADAS	19	32	44	54	66	79	101	112	130	154	198	19%
Aftermarket	24	24	24	27	28	26	28	29	29	30	30	1%
Body	52	59	69	78	78	78	80	84	88	92	96	3%
Chassis	51	48	53	58	57	58	60	63	65	65	65	3%
Infotainment	81	83	88	96	95	95	100	105	110	112	115	3%
Powertrain	61	74	78	85	93	106	119	132	147	165	188	12%
Safety	50	46	48	50	46	49	50	50	50	50	50	2%
\$ Content per car	339	366	404	448	462	490	538	575	619	668	742	7.6%
% y-o-y		8.0%	10.5%	10.8%	3.2%	6.1%	9.7%	6.8%	7.7%	7.9%	11.1%	

Source: UBS estimates, Gartner historics

Figure 3: UBS auto semis revenue model - powertrain / EV estimates

Powertrain mix	2015	2016	2017	2018	2019E	2020E	2021E	2022E	2023E	2024E	2025E
Gasoline			83%	81%	78%	73%	70%	66%	62%	56%	49%
Diesel			12%	12%	11%	9%	8%	7%	6%	4%	3%
48V/mild hybrid (gas)			1%	3%	6%	9%	12%	15%	17%	20%	24%
HEV			2%	3%	3%	4%	4%	5%	6%	6%	7%
PHEV			1%	1%	1%	2%	2%	2%	1%	1%	2%
BEV			1%	1%	2%	3%	4%	6%	9%	12%	16%
FCV			0%	0%	0%	0%	0%	0%	0%	0%	0%
Content mix (\$/car)			2017	2018	2019	2020	2021	2022	2023	2024	2025
Gasoline			65	65	67	68	70	69	68	67	65
Diesel			75	79	75	80	80	80	80	80	80
48V/mild hybrid (gas)			100	100	100	100	100	100	100	100	100
HEV			225	225	225	225	225	225	225	225	225
PHEV			400	400	400	400	400	400	400	400	400
BEV			550	550	550	550	550	550	550	550	550
FCV			550	550	550	550	550	550	550	550	550
Semis market (\$m)			2017	2018	2019	2020	2021	2022	2023	2024	2025
Gasoline			5,386	5,335	5,172	4,279	5,075	5,143	5,090	4,994	4,769
Diesel			879	855	712	534	524	463	387	306	223
48V/mild hybrid (gas)			91	300	513	668	991	1,262	1,497	1,816	2,171
HEV			448	539	617	602	822	979	1,122	1,262	1,403
PHEV			195	314	288	431	659	591	395	408	557
BEV			402	680	810	1,032	1,742	2,785	4,306	5,857	7,765
FCV			2	3	5	7	16	30	48	71	105
Total powertrain			7,403	8,027	8,116	7,552	9,827	11,252	12,844	14,714	16,994

Source: UBS estimates

Coronavirus tracker

Most companies have announced (or already implemented) plans for when they intend to restart production. We have summarised the major announcements over the past several weeks (**newest on top**):

- **Audi** plant in Hungary resumed two-shift production on May 18
- **Tesla** received approval to resume production at Fremont plant on May 17
- **FCA** to return to almost full production at Melfi (Italy) plant from May 21
- **VW** indefinitely delaying restart of the US production that was previously set for May 03
- **PSA** plants in France to gradually re-start production from May 11 onwards
- **FCA**, Ford and GM are targeting to resume some US production on May 18
- **BMW** aims to resume production in Spartanburg and Goodwood on May 4; Dingolfing and San Luis Potosi on May 11; Munich, Regensburg, Oxford and Rosslyn on May 18
- **JLR** plans to resume production at its plants Solihull, England, and Nitra, Slovakia on May 10; UK Halewood plant to resume on June 8
- **Toyota** plants in the US are expected to resume work on May 11
- **Nissan** plans to restart production at its Barcelona factory on May 4
- **Daimler** plans to resume Tuscaloosa production on April 27
- **FCA** restarts production in Mexico (Van plant) on April 20 and in the US (Jeep Wrangler plant in Toledo) & Canada facilities on May 4 & 18
- **Bentley** said to extend production UK stoppage by 3 more weeks and plans to re-open on May 11
- **Hyundai** and Honda plan to restart production in Alabama on May 4
- **Subaru** resumes production in Indiana on May 11
- **Volkswagen** said to resume production at its factories in Zwickau (ID3 production plant), Bratislava and Slovakia on April 20 and in Germany (Wolfsburg, Emden and Hanover plants), Portugal, Spain and Russia on April 27
- **Dacia** will resume component and stamping operations in Romania on April 21, car production on May 4
- **Ford** plans to restart production at EU plants on May 4

Our view: Most plants have restarted across the globe. A restart will likely have to happen gradually because of potential supply chain bottlenecks, and it needs to be synchronised with a likely slow recovery in demand. In case of a bleak demand situation for several months, it is even more likely that governments step in with stimulus, i.e., a substantial recovery kicking in in the course of H2 would be a likely consequence in our view. However, we expect material double-digit decline rates in Europe and the US in the next few months.

EU said considering VAT exemption for EVs and other green stimulus

Bloomberg reported yesterday that the EU Commission is considering additional financial support for EVs in its green recovery plan. According to a draft seen by Bloomberg, the EU Commission is considering incentives for OEMs to produce and sell clean cars, investment in charging infrastructure, an EU-wide purchasing facility for EVs amounting to €20bn over the next 2 years, an automotive investment fund of €40-60bn to develop clean powertrains, and an exemption of EVs from VAT.

Our View: This sounds like a comprehensive plan that, in its entirety, could strongly accelerate the shift to EVs. Two caveats: (1) It is just a draft, and lawmaking in the EU is complex, as all proposals by the EU Commission need to be approved by EU Parliament and national governments; (2) the reported proposed measures, such as the VAT exemption, could interfere with national budgets and policies, and there is a risk of a pushback by several EU member states. Nonetheless, the proposed measures, as reported, suggest the EU is fully committed to making the COVID-19 recovery plan “green” across industries, including automotive. We continue to believe the EU car market is set to benefit the most from such stimulus measures, with Germany and France setting the pace. Germany is likely to be the first country to decide on potential (green) auto stimulus in early June, which will likely comprise financial incentives for the purchase of a new car, and be skewed towards lower-emission vehicles, but not exclusively for EVs and hybrids.

Q2 likely to mark the trough in y-o-y growth

The pace of deceleration that has been seen in the autos industry in reaction to the COVID-19 outbreak is unparalleled. The containment measures have led to most auto production in the US and Europe ceasing after some significant impact to production in Asia in Q1 that is still taking time to recover. Given the rapid pace of slow-down – we believe it is highly likely Q2 will mark the trough in terms of end demand for the analog semis industry and those with significant autos exposure as we should start seeing some production resumption during Q2 and back towards more normal levels in H2'20. Below we briefly assess some of the key leading indicators we look at and we feel are valuable leading indicators for the sector.

Figure 4: UBS leading indicators for Autos / Industrial semis

Indicator	Q1'19	Q2'19	Q3'19	Q4'19	Q1'20	Q2'20E	Q3'20E	Q4'20E	Commentary
1) Semis Revs gr. y/y %	-7%	-6%	-7%	-6%	-2%	-16%	-15%	-5%	Positive - Semis revs likely to get hurt by lockdowns but reorganisations of 2019 should ease
2) Semis vs OEM Revs gap	-2%	-4%	-9%	-4%	9%	22%	-3%	0%	Neutral - Semis are over-shipping in Q2'20 and slightly insulated from end demand but should normalise in Q3.
3) Inventory days - Semis	122	121	111	110	119				Negative - Inventory days are still high at semis and will likely mean it takes time before utilisation rates normalise.
4) Inventory days - OEMs	71	66	66	62	73				Neutral - Inventory days are elevated in autos but in-line with normal levels within industrial.
5) Autos production y-o-y	-5%	-8%	-3%	-4%	-25%				Positive - we now forecast -19% y-o-y autos production in 2020E (UBSe) from -10% y-o-y, previously

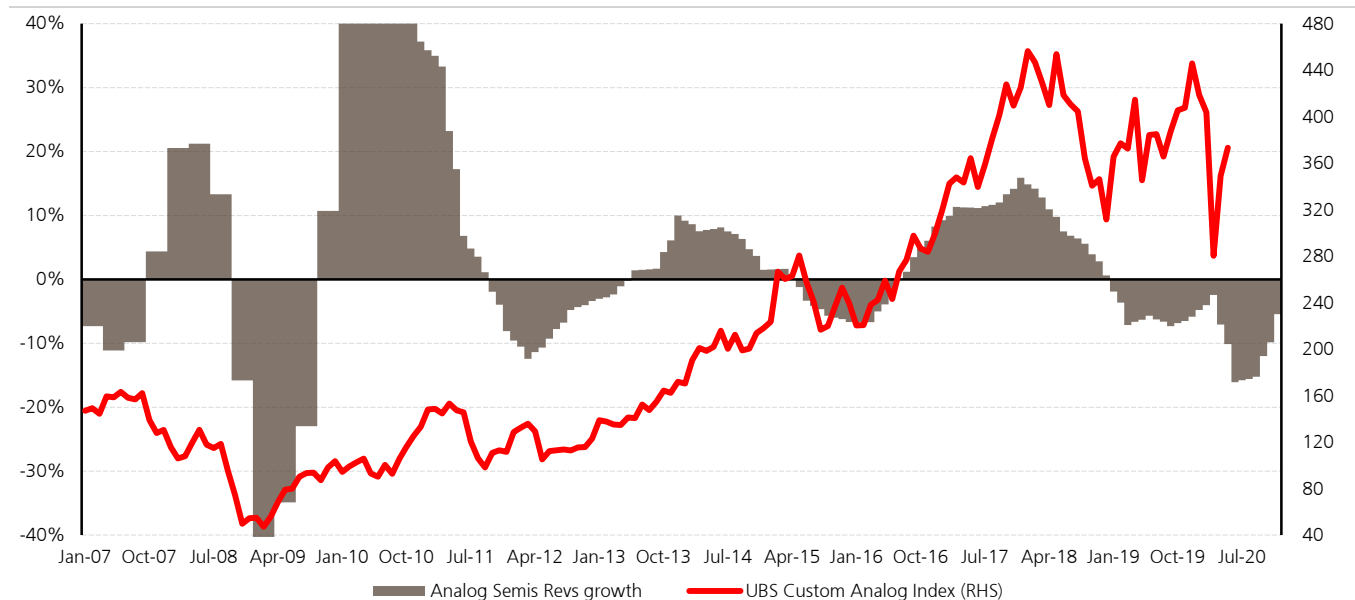
Source: UBS estimates

1) y-o-y growth likely to trough in Q2 and reaccelerate through 2021E

Possibly the most positive signal for the stocks is that we believe Q2 is highly likely to mark the trough in terms of y-o-y growth for the sector, before then starting to

recover in H2'20. There is clearly still significant debate around the H2 recovery and the stocks do appear to be pricing much of this in having rallied already >30% from the trough towards the end of March but the inflection is still very much a positive data point in our view.

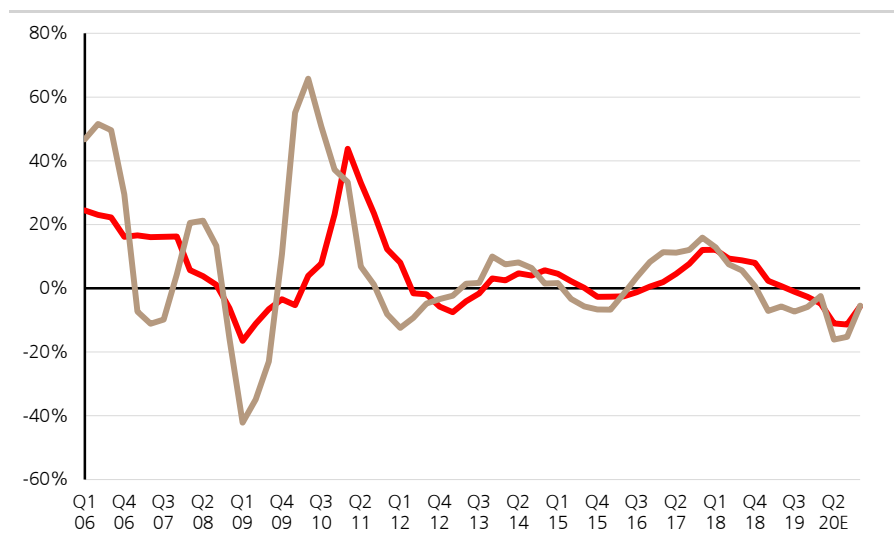
Figure 5: Analog semis revenue growth vs. stock performance



Source: UBS, Company data, Datastream

In many of our investor discussions we find many pointing back to the 08/09 Global Financial Crisis to show there is further downside risk to the sector given we reached >-40% y-o-y declines at that point in time while this crisis is only going to -15% on current estimates. That perception - whilst valid - we believe misses the point that the context between the two is very different and in particular how we have entered this COVID-19 crisis. Most importantly - the fact that 2007 and into early 2008 were actually quite good years for the industry and saw growth rates rise to >20%. As we entered this crisis - it is off the back of a year in which the industry saw already high-single digit revenue declines. If we look at 2-year rolling growth rates to try and adjust for this, we find that actually the impact is of a similar magnitude to 08/09 it is just that the inventory correction element of it already happened last year.

Figure 6: y-o-y growth in autos / industrial semis vs 2-year CAGR

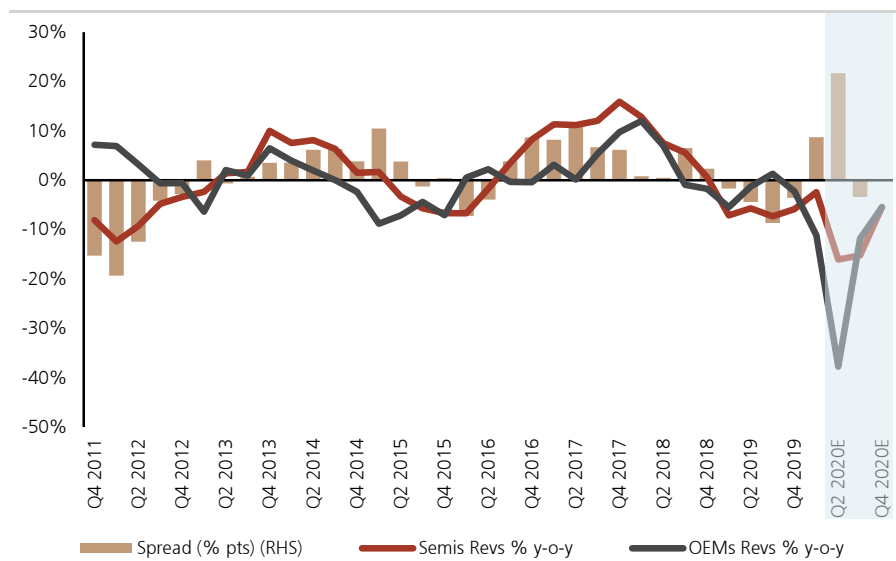


Source: UBS estimates, Company data

The question is already shifting towards how strong the recovery for the sector might be in 2021E - something that we will address more directly in the next section when we look at the bottom-up OEM forecasts for those that we track.

2) Semis vs. OEM gap analysis - some inventory build in Q1/Q2: Given the pace at which demand slowed down towards the end of Q1 for most OEMs both automotive and industrial and with the lockdown continuing into Q2 in most of Europe and the US - we are seeing some inventory build-up through the supply chain. This is not unexpected and is primarily a result of how the demand and supply shock to many OEM businesses and production sites has occurred. The positive in our view is that having spent most of 2019 destocking through the supply chain - there is scope for OEMs to accept (and potentially even desire) some level of inventory build of components during the lockdown in order to prepare for a potentially sharp recovery in demand. Positively - if we align our OEM and semis revenue forecasts we see semis under-shipping OEM consumption in Q3 and then tracking in-line with OEMs by Q4.

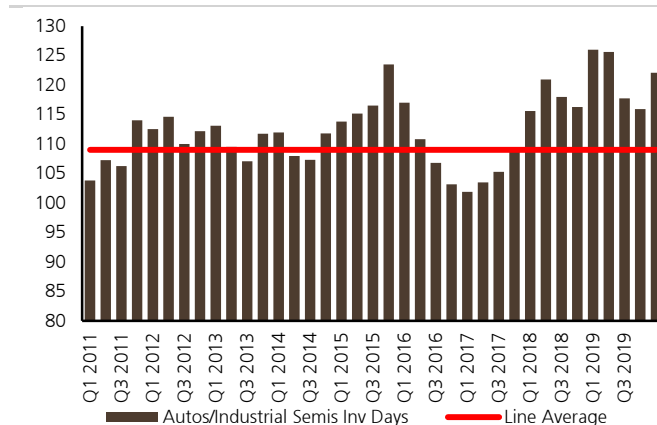
Figure 7: Semis revenue growth vs. OEM revenue growth



Source: UBS estimates, Company data

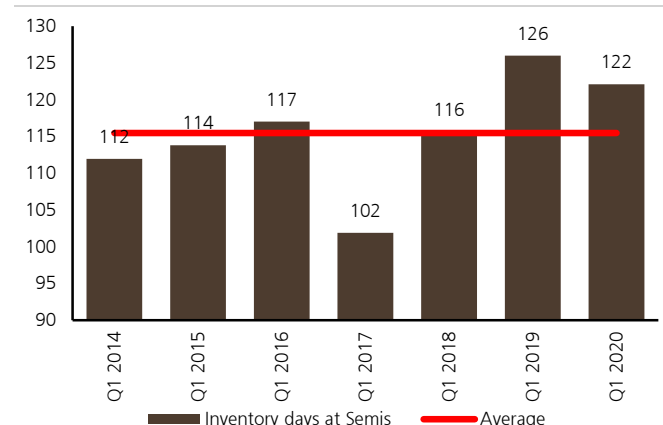
3) Semis inventory - normalisation will take longer: Through the end of 2018 and into 2019 we were in the midst of an inventory correction through the semis autos / industrial supply chain. Q1 did show some improvement on a y-o-y basis on inventory but it was still elevated compared to normal seasonal levels. This had been expected to have cleared through Q1/Q2 that we might start seeing some normalisation of utilisation rates into Q2. Clearly the correction due to COVID-19 is going to delay when we see a recovery (we now assume H1'21).

Figure 8: Autos / industrial semis inventory days



Source:

Figure 9: Q1 autos / industrial inventory days



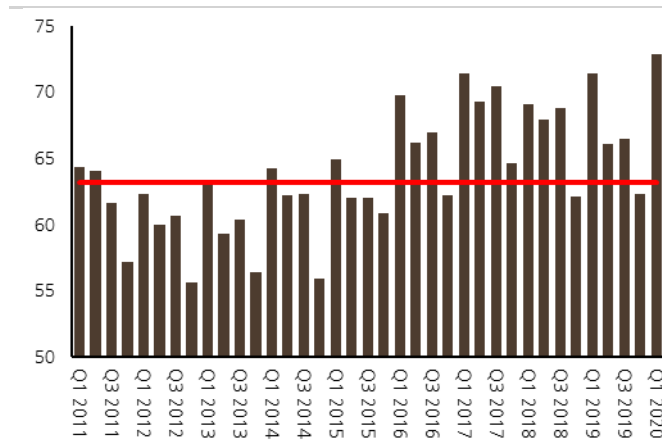
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4) OEM Inventory - autos build but industrial managed: The demand shock and cessation of sales have not surprisingly seen an optically sharp increase in inventory within the auto supply chain. Given many OEMs and Tier 1's would have seen limited sales in the last 2-3 weeks of Q1 along with a rapid halt to production while raw material deliveries likely continued - we are not surprised to see some optical increase in inventory days. Inventory is now keenly focused on (as seen by the following corporate commentary) as an area of cash management but from a semis perspective we do not see the inventory build as a major headwind. This is primarily as mentioned due to the fact that most of 2019 saw inventory destocking and in absolute terms - inventory levels aren't significantly above what we would

normally expect - if anything in industrial absolute inventory appears low - we try to illustrate the inventory situation in the charts below.

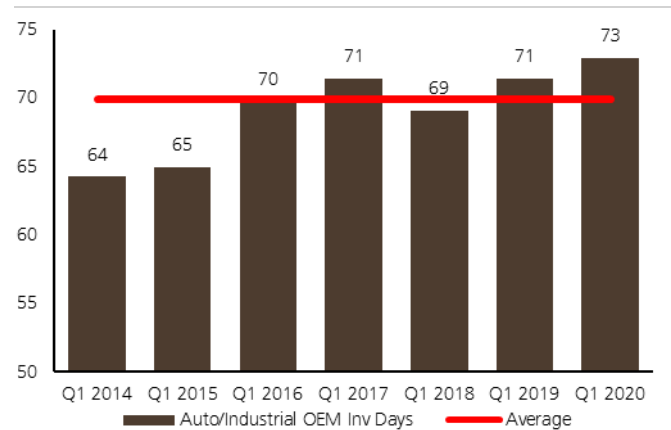
- **Overall autos / industrial inventory days:** On a combined basis - the inventory level appears slightly elevated but not overly so considering the magnitude of slow-down seen at the end of the quarter. We calculate inventory days of 73, up 1 day vs. Q1'19 although slightly above the normal 70 days level for Q1.

Figure 10: Autos / industrial inventory days



Source: UBS, Company data

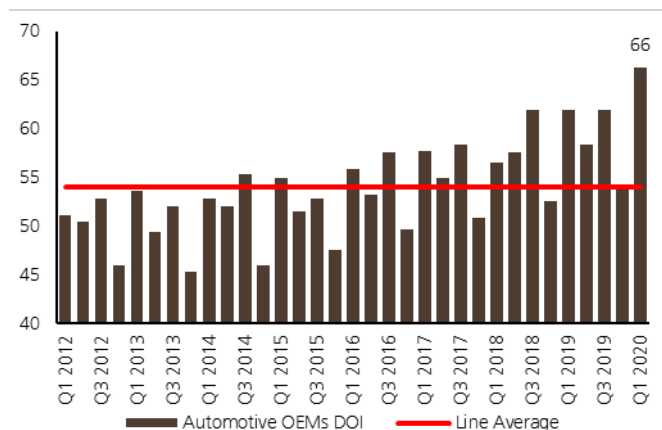
Figure 11: Q1 trend - autos / industrial inventory days



Source: UBS, Company data

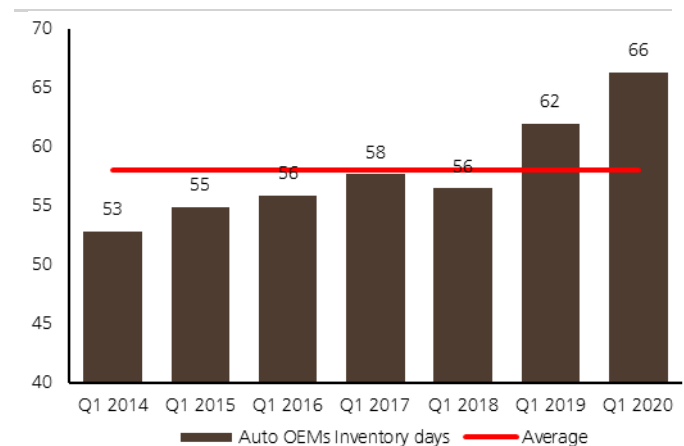
- **Automotive inventory days - step up not surprising:** As mentioned the slow-down in sales towards the end of the quarter (and hence impact on COGS) has led to a significant increase in inventory days in Q1 through the autos supply chain.

Figure 12: Auto Tier 1 / OEM inventory days



Source: UBS, Company data

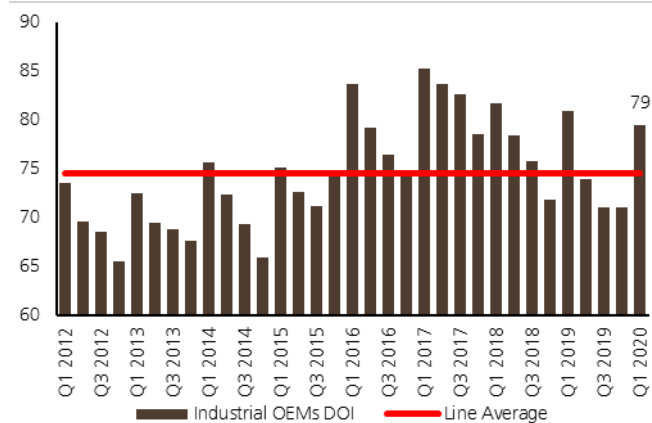
Figure 13: Q1 Auto Tier 1 / OEM inventory days



Source: UBS, Company data

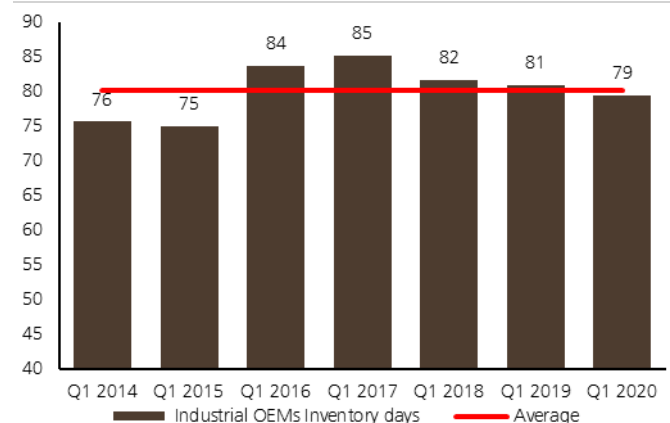
- **Industrial inventory days normal:** If we look at the inventory situation within industrial - even with some slow-down in demand towards the end of the quarter - the inventory situation is still in-line with levels normally expected in Q1. We believe the inventory situation in both Autos and Industrial will quickly worsen in Q2 as mentioned above we expect semis are over-shipping end demand, but that this will then again quickly correct when OEM demand starts to normalise in Q3.

Figure 14: Industrial OEM inventory days



Source: UBS, Company data

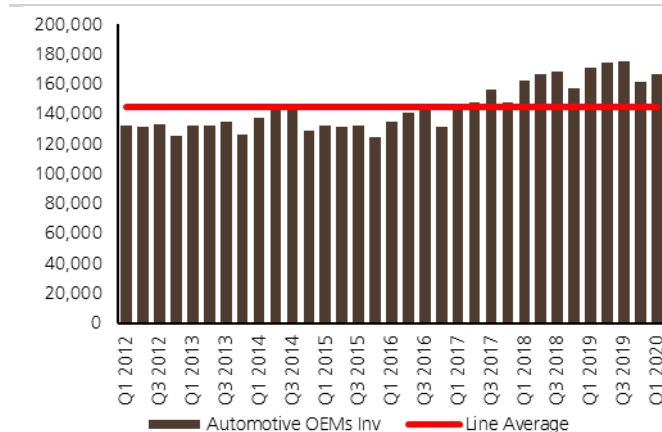
Figure 15: Q1 Industrial OEM inventories



Source: UBS, Company data

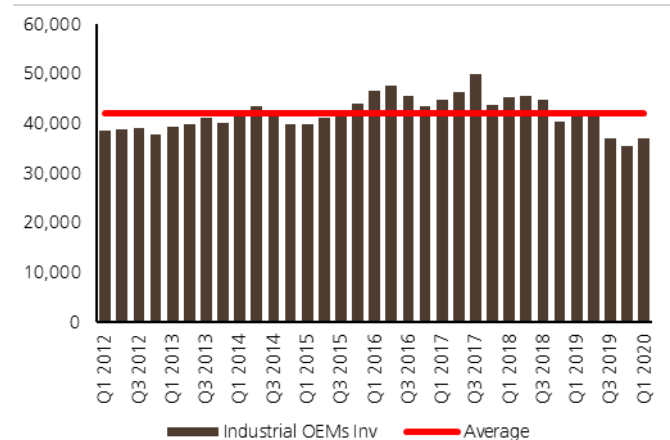
- **Absolute inventory levels leave less concern:** If we dig into the absolute inventory levels - to remove the impact of the sharp reduction in COGS towards the end of the quarter - this illustrates that COGS are tracking largely in-line with normal levels. Within automotive - we had seen inventory rise a lot in 2017/18 which was then starting to normalise. In industrial the inventory level has fallen in recent years although part of this is due to some disposals which are hard to adjust for.

Figure 16: Absolute automotive inventory level (US\$m)



Source: UBS, Company data

Figure 17: Absolute industrial inventory level (US\$m)



Source: UBS, Company data

We include below a summary of some of the inventory comments made by OEMs both in the automotive and industrial end markets post Q1. They highlight the emphasis being placed on managing inventory near-term to preserve cash and is why we expect Q2/Q3 will likely be challenging quarters for the industry.

Figure 18: Comments on inventory from Automotive OEMs/suppliers

Companies	Comments
BMW	1/ A key indicator for us in this will be monitoring our inventories .
	2/ The first quarter also saw a seasonal increase in inventories , which was amplified by the closure of retail outlets. While the plants are ramping up production, we will focus on systematically reducing our inventory levels as soon as sale channels reopen.
	3/ So why did inventory build up? Well, because we had a very, very good level of incoming orders in the first couple of weeks. So we were really running full steam on top. If you look at the value of our products, we had a very positive mix effect, X7 for the first time with a full year effect. So in Q1 2019, no X7, 8 series fully available. So this definitely didn't help. However, of course, clear focus is on reducing inventory level in order to reduce our working capital.
	4/ On the inventory management, almost any plant currently produces cars for China.
	5/ If we look as of 31st of March, where -- in which markets did we have inventory ? Number one, U.S.; number two, U.K.; number three, China.
	6/ And then in U.K. full stop and in the U.S., plus/minus 70% of the dealers closing, and this is why we had most of our inv in those 2 markets.
Continental	1/ In terms of inventories , elevated tire stocks from retail projects that started in March have been mitigated by production shutdowns, putting us in a position to have a lower year-on year inventory figures in Tires in Q2.
	2/ Some inventory buildup at the OEM level may have occurred as well in Q1.
	3/ There also was a slight raw material tailwind, but this was partially offset by inventory valuation effects.
	4/ To start with the inventory buildup, we have seen it on 2 dimensions. One was just an overall inventory buildup of finished cars, which we observed in the U.S. I think there was a 5% inventory increase from February to March, which is probably something where we had a level of effects, which might -- and this is your following question, which might impact then the ramp up phase because this buildup in inventories at the ramp-up phase will probably be used.
	5/ (...) we -- I mean we don't know one by one, but we suppose there was some inventory buildup specifically at electronic components.
	6/ But we want to make sure that at the end of each month and basically (inaudible) each month and for you important at the end of each quarter, we achieve on the sales last -- of the last month of this quarter and the sales of the next month following the quarter, which is obviously for the inventory is important, that there, we are on the same level and the same quarters, which we have had before.
Daimler	1/ In terms of production, it follows a similar pattern as we see it on the cars and vans side, that we manage a balance between the demand and the production to not run out the inventories .
GM	1/ We also had finished goods inventory in transit of \$2 billion, which we expect to liquidate during the same time period.
	2/ Our inventory levels remain lean and well positioned as we came out of the strike. We ended April with 550,000 units of inventory .
	3/ And John, as we think about coming back online here, we obviously have a close eye on dealer inventory by vehicle line. And all the geographies as well, not all of them are created equal, and we have different levels of inventory in different regions. So as we come back online, we will prioritize, to Mary's point, trucks as well as the specific terms and the mixes of the most profitable vehicles as well as geographies that are running right from an inventory standpoint.
	4/ From a dealer inventory and sales perspective, I would say that you cannot paint the entire country with the same brush. In the geographies that are not the coasts, Brian, we're continuing to see strength in trucks and therefore, lower levels of inventory .
	5/ I would say, Ryan, in addition to what I already said, the other data point I would give you is just coming out of the strike, as you pointed out, the dealers have done an exceptionally good job of selling from a low inventory base. They're selling pretty deep, and they learned to -- learned how to operate at a low inventory level.
	1/ After closing its production sites in China, the group was very reactive in closing all its European plants in order to control its inventories and protect its cash.
PSA	2/ As a result, the level of inventory at the end of March was slightly below the level of last year in spite of the very low sales in March.
	3/ But the question is what is the speed in which we ramp up because we definitely want to avoid building more inventories that's what we have. We will be helped by the fact that we entered the crisis with a huge order book.
	4/ So it's difficult to say what will be the final working capital effect. And clearly, the payable -- among the 3 factors, payable inventories and receivable are the most volatile one in the coming 3 months.
	5/ The top priority in the coming days and weeks is the restart of the production and to manage correctly the cash flow to avoid generating too many inventories .
	6/ But on the short term, I think what is logical is to have a decrease in total inventories . So the level of production compared to the level of sales should be lower, which should not be a huge issue in the coming weeks and months.
	1/ (...) global inventories stood at 660,000 units versus 656,000 units a year ago.
Renault	2/ Well, on the inventory , I think it looks maybe high, but versus other references, and, Denis, correct me if I'm wrong, we have a lot of orders, very strict orders, strong orders, which were supposed to be delivered in this 660,000 -- that could not be delivered at the end of the minute. So it looks high but a big portion of that is really orders which were about to be delivered and could not be delivered. So that's the first point I would say on the inventory .
	1/ In relation to inventory , we ended Q1 with a certain amount of overstock when comparing the balance sheet level of inventory at the end of Q1 versus the amount at the end of 2019.
Volkswagen	2/ However, we need to be very carefully -- we need to very carefully balance ramping up production with inventory management.
	3/ Certainly, one of the areas where we need to do probably even a little better than in the past is certainly on inventory management, but we have a clear focus, and I think in my elaborations earlier this afternoon, I made it very clear that we will continue to balance very carefully, deliveries and production.
	4/ So from today's perspective, I don't think that the school book on proper inventory management needs to be rewritten.
	5/ And in terms of money tied up, I would need to dig into the numbers a bit deeper. I think generally speaking, yes, we had a quite relevant build-up of inventories .
	6/ But we will watch like hawks, the balance between production, inventory and sales and deliveries.

Source: Company conference call transcripts and Q1 20 press releases, UBS

Figure 18 (con't): Comments on inventory from industrial OEMs / Distributors

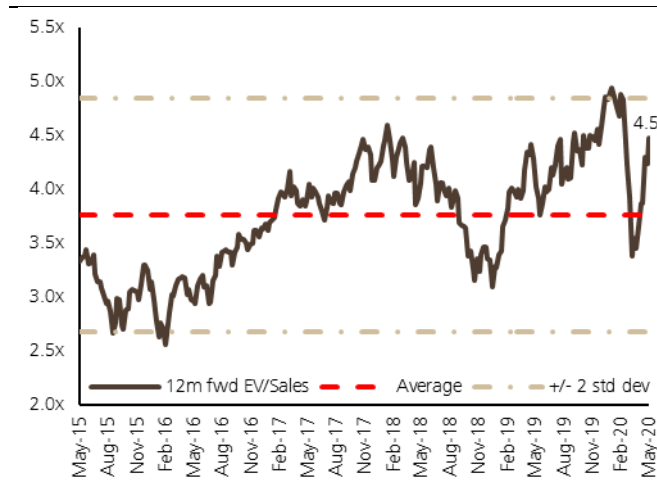
Companies	Comments
ABB	1/ On the stocking side, yes, I think we mentioned on the stocking side a little bit on the discrete automation side that we thought there were some increases on the inventory . That probably might be some of our partners that also wanted to secure their businesses. It's difficult to know exactly in the details what that has coming. We have also seen a small buildup in inventory within the group, but that is more related to these difficult trading conditions and the logistic issues that you are getting to move goods and people all around the world as we have said. But I don't think we see the inventory buildup among all our partners as the biggest issue. I think it's more the demand on the other side, which -- the end customer demand that is going to be challenged during the second quarter.
Aptiv	1/ As China's economic activity continues to improve, the recovery in vehicle production has been relatively slow as dealer inventories remain high and retail demand is slowly improving.
Arrow Electronics	1/ Through January, operations were relatively normal and undisturbed by COVID-19, although broader electronic component and IT demand were softening exiting the 2019 inventory correction and tariff-driven market slowdown. 2/ The portion of customers saying they had appropriate levels of inventory increased compared to last year. The portion of customers saying they had too much inventory remained higher than normal but decreased compared to last year. To-date, we have not faced significant challenges securing the parts our customers need when they need them. Nor do we see signs of hoarding or excess inventory accumulation. 3/ And you have to kind of remember that we've been in a 5-quarter decline already with what was the market slowdown prior to COVID hitting. And so customers were reducing their inventory . Now albeit, are they still reducing their inventory ? Possibly. 4/ So when you have a drop like that of year-over-year sales, just be cautious, that book-to-bill is less meaningful because customers are positioning their inventories to match what their MRP requirements are.
Atlas Copco	1/ I would also say that we also maintain 50% of the capacity in our distribution centers. So everything that was available from inventory , we could shift to customers as well.
Avnet	1/ The same goes with inventory . Our global teams focus daily on managing inventory , and we have various contractual arrangements with suppliers should our inventories become aged, obsolete or affected by changes in market prices. 2/ Going forward, we want to remind you that we have a countercyclical balance sheet, meaning that when revenues decline, we collect receivables and reduce inventory purchases, both of which contribute to positive cash flow. 3/ We're also very cautious to be sure that all the inventory coming in is going to go back out. 4/ Well, we think Asia will improve inventory velocity. I think the bottom line, what we want to be able to achieve in June, is positive cash flow.
Emerson Electric	1/ Trade working capital ended higher as a percentage of sales as ending inventory increased due to the sharp drop in demand in March. 2/ But as we liquidate the balance sheet in the second half of the year, the toughest of it will be inventory because inventory -- the volume has dropped dramatically right now.
GE	1/ And this is where lean is particularly relevant from daily management through traditional Kanban systems, which help reset inventory levels; to new problem-solving tools we're rolling out across GE. 2/ Moreover, I see in our response to COVID-19 signs of how we're moving faster to change GE for the good: more lean work to help reduce inventories in the face of demand challenges in Aviation, travel restrictions spurring on the use of remote digital technology to complete fieldwork in Renewables and more capital discipline across the board. 3/ Third, we increased inventory to support an expected second and third quarter volume ramp in Onshore Wind and shop output decline in Aviation. 4/ With respect to working capital, I think our primary challenge is really inventory at Aviation, right? We came this year knowing we were going to have to adjust to a different schedule with the MAX, chasing the step-up at Airbus with the 320 NEO while dealing with a good bit of past due on the commercial side, both OE and aftermarket, while having pretty good Military demand to contend with. That all gets reset here. And 1 of the real pressures we saw from a cash flow perspective was in inventory at Aviation in the quarter. (...) But the team, as you can imagine, is keenly focused on using some of the lean tools, working with our supply base, to make sure that we not only take the cost out of the business, but bring those inventory levels down in light of current demand.
Honeywell Intl	1/ Therefore, we condensed our sales, inventory and operations planning process from a traditional monthly cycle to a weekly cycle. Combining this with sales leading indicators, we are sensing demand changes and realigning our inventory and production schedules faster than ever. 2/ And we absolutely are going to do all the things Darius described on working capital, including readjusting our supply plans to these new realities from the standpoint of our inventory plan, and that's going on as we speak. 3/ I mean the 2 biggest areas we're focusing on, as you can imagine, is inventory and receivables.
Legrand	1/ William, so to answer your first question, we have seen, in a number of geographies, some destocking, even though you know that it's always difficult for us to precisely assess because we don't always and everywhere have the exact size of inventory of our distributors. 2/ Our inventory buildup and the Q1 performance was a bit negatively impacted by some destocking, which again is not a surprise for us in the context of declining sales and of a tough environment. 3/ This being said, beyond inventory changes at our distributor level, what I have to also indicate is that our distributors are acting and reacting very professionally in this crisis.
Philips	1/ We have a strong grip on performance management and are taking actions to manage inventory and manufacturing capacity accordingly. 2/ We -- on top of that, we also curbed our production because if on top of this we built a lot of inventory , then from a cash position, we would be in strike. So we basically cut back production so that we could keep our inventories in check and that, of course, doesn't help the P&L at that time.
Schneider Electric	1/ Very difficult to value what it can be but, as we were seeing news coming from Europe, some people building inventory in case there will be some disruption on the supply chain. 2/ And I do expect that, if the top line is going down significantly, there will be a reduction of inventory ultimately, and there will be also reduction in the receivables. 3/ So the first consequence of that can be that the inventory reduction can take more time. 4/ So we have to ensure that we have the inventory and the availability to do that. So I would say, maybe in the next phase, we'll have some impacts due to the specificity of the crisis that will not fully align, I will say, the evolution of inventory with the top line, but ultimately once we have absorbed that, we are in the same position as in 2009, and reduced sales will mean a positive contribution coming from the working capital.

Source: Company conference call transcripts and Q1 20 press releases, UBS

VALUATION

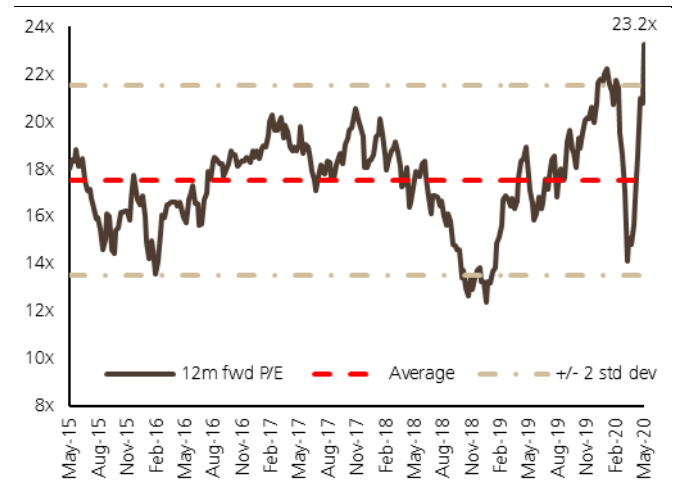
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Figure 19: Autos/Industrial semis Forward EV/Sales



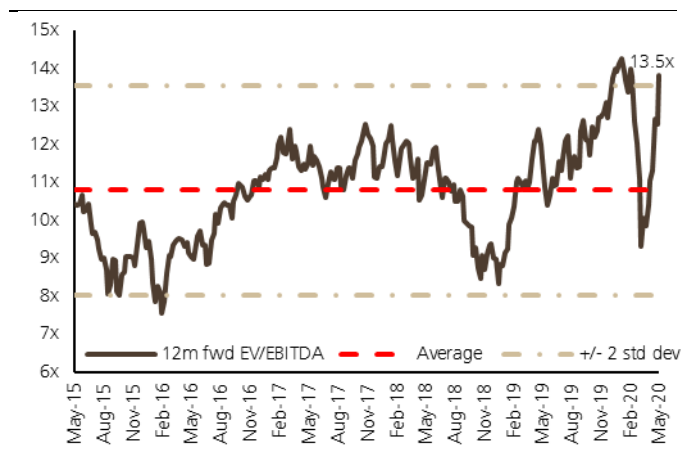
Source: UBS, DataStream

Figure 20: Autos/Industrial semis Forward P/E



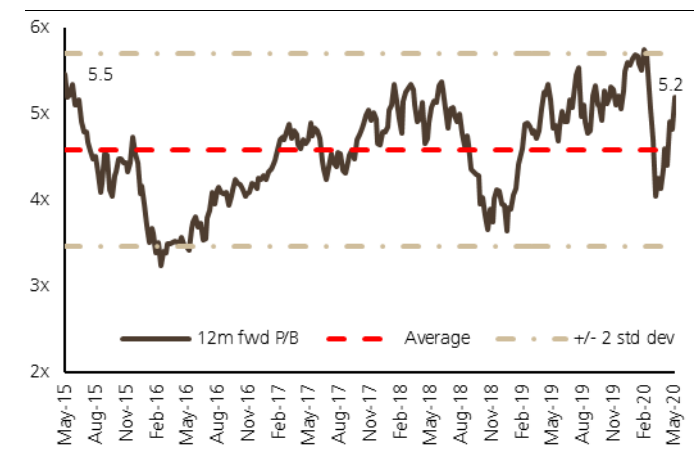
Source: UBS, DataStream

Figure 21: Autos/Industrial semis Forward EV/EBITDA



Source: UBS, DataStream

Figure 22: Autos/Industrial semis Forward P/BV



Source: UBS, DataStream

Figure 23: Analog Semis Global Valuation Multiples (Priced on 20 May 2020)

Company	Rating	Price (lc)	Price Target (lc)	Market Cap (\$m)	EV/Sales		EV/EBIT		Price/Earnings		FCF Yield	
					2020E	2021E	2020E	2021E	2020E	2021E	2020E	2021E
Analog Devices	Not Covered	114.57	-	42,210	8.8	8.1	23.3	20.1	26.4	22.7	4.0%	3.9%
Infineon	Buy	19.37	23.50	26,498	3.2	2.8	24.0	15.3	28.5	16.3	0.8%	3.6%
Maxim Integrated	Not Covered	56.98	-	15,192	6.8	6.6	21.2	20.1	26.2	24.2	4.7%	5.0%
Microchip Technology	Not Covered	91.30	-	21,870	6.0	5.3	16.6	14.4	16.5	14.5	6.3%	6.9%
Melexis	Neutral	55.60	54.70	2,469	4.8	4.0	39.7	20.5	47.5	24.7	2.1%	5.9%
NXP	Not Covered	103.60	-	28,908	4.5	4.0	20.0	14.3	22.4	15.2	4.2%	5.7%
ON Semi	Not Covered	16.27	-	6,671	1.9	1.7	24.3	12.6	32.3	12.8	6.0%	8.9%
Renesas Electronics	Buy	572	800	9,094	2.4	2.1	nm	31.0	66.4	24.6	11.8%	13.8%
Rohm	Buy	7,250	8,600	6,702	1.1	1.0	16.4	10.1	35.2	22.8	5.5%	4.4%
STMicroelectronics	Buy	22.48	23.00	21,935	2.4	2.0	29.2	13.8	37.7	18.5	2.0%	3.6%
TE Connectivity	Not Covered	78.35	-	25,844	2.4	2.3	17.4	13.9	19.5	15.8	5.5%	6.3%
Texas Instruments	Neutral	117.48	111.00	109,926	8.9	6.2	25.9	14.0	31.3	16.9	3.3%	5.8%
Analog Semis					4.4	3.8	23.5	16.7	32.5	19.1	4.7%	6.1%
					3.9	3.4	23.3	14.4	29.9	17.7	4.4%	5.8%

Source: UBS estimates, IBES consensus used for non-covered stocks

Figure 24: Recent commentary from major Analog Semis

Company	Date	Current Qtr	Next Qtr guide	Comments				
				Inventories	Autos trend H2/FY	Industrials trend H2/FY	Orders book-to-bill	General comments
Texas Instruments	21-Apr	-1% q/q, -7% y/y	-2% q/q and -11% y/y/ (mid-point)	Inventory days were up c1 day y/y to c145 and up c1.5 days q/q, sequentially, while distribution inventory	(...) even though in the near term, people will see SAR no. come down, this sec. trend on semis gr. inside of auto is going to make it a great market to be in for the I-t.	But I just think I-t, you look at ind. products, ind. equipment (...) this sec. trend on semis gr. inside of auto is going to make it a great market to be in for the long term.	NA	For the 2nd quarter we expect TI Revenues in the range of \$2.61bn-\$3.19bn and EPS to be in the range of \$0.64-\$1.04.
STMicro	22-Apr	-19% q/q, +7.5% y/y	-10% q/q and -8% y/y/	Inventory days up to c115 days (up c24 days q/q) but down c11 days y/y.	(...) the auto to be down between 25% to 15% in terms of car production, which means a range between 67m and 77m units light vehicles.	The dynamics in the qtr were mixed, with some application already showing signs of demand slowdown, appliance, lighting; while orders, such as health care, as could be exp. (...)	NA	On Q2'20, at the midpoint of our guidance, we expect net Revenues in the 2nd quarter to be ab. \$2bn, leading to a GM of about 34.6%, that incl. ab. 400bps of unsaturated charges.
NXP	27-Apr	-12% q/q, -3.5% y/y	-11% q/q and -19% y/y	DOI was 113 days, an incr. of 11 days seq. as Rev levels decl. We cont. to closely manage our distr. channel with inventory in the channel at 2.4 months, definitely within our I-t targets.	(...) automotive is expected to be down about 30% versus quarter 2 2019 and down in the high 20% range versus quarter 1 2020.	(...) industrial and IoT is expected to be up low single digits versus quarter 2 '19 and up mid-single digits versus quarter 1 2020.	NA	(...) our short-term outlook more uncertain, we do continue to execute consistently to our long-term strategy, deeply engaged with a sharp focus on enabling our customers' success, albeit from a virtual distance.
Maxim	28-Apr	+2% q/q, +4% y/y	-9% up q/q and -8% y/y	Q3 inventory days ended at 106 down 3 days from Q2 and inventory dollars were down 1% from the prior quarter. Days of inventory in the channel remained similar to the prior quarter and were well below our target of 60 days.	So we are getting a fairly sign. benefit in the June qtr assoc. with mix with lower auto and lower cons. from a mix perspective. That's providing tailwinds on the GM.	In the June qtr, we exp. Ind. to be up seq., prim. driven by expedited med products to help our cust. meet a surge in demand. Ind. is exp. to be up from the same qtr last yr.	NA	We forecast fiscal Q4 Revs to be b. \$480m and \$540m, down 9% from the prior qtr and down 8% y-o-y at the midpoint. Our bgn fiscal Q4 backlog was \$509m, almost eq. to the midpoint of our Rev guid. range.
Infineon	5-May	+4% q/q, 0% y/y	-4% q/q and -7% y/y	DOI stood at 120 days (i.e., down 8 days sequentially and down 4 days y/y).	In general, content growth continues to be a stronger driver of automotive semiconductor than car units.	For ind. drives, we exp. the impact to be less severe, starting from an already red. level.	Our book-to-bill ratio stood at 0.9 for the March quarter.	For our hitherto exist. scope business, it is incl. Cypress and based on an assumed dollar ex rate of \$1.1 to the EUR, we now exp. to gen. total Revs of ar. EUR 70.6bn in the 2020 FY.
Microchip	7-May	+3% q/q, 0% y/y	-6% q/q and -6% y/y	We had 122 days of inv at the end of the March qtr, down 7 days from the prior quarter's level. Inv of our dist. in the Mar qtr were at 29 days comp. to 28 days at the end of Dec.	And on the demand side of it, our customers' factories shut down, the worst being in the automotive business where, I think, you guys keep track of star data.	We believe we have the new prod. mom. and cust. engagement to cont. to gain even more sh. in '20 as we further build the best perf. microcontroller franchise in the ind.	NA	We exp. non-GAAP operating profit to be between 35.2% and 36.8% of sales, and we expect our non-GAAP EPS to be between \$1.25 per share to \$1.45 per share.
On Semi	11-May	-9% q/q, -8% y/y	-8% q/q and -12% y/y	At the end of the 1st qtr, DOI were 131 days, up by 8 days as comp. to 123 in the 4th qtr of 2019. The incr. in DOI was driven primarily by a lower exp. Revs. Distribution inv incr. slightly in terms of weeks of inv due to lower resales. In terms of dollars, distribution inv decl. q-o-q.	In automotive, we expect the key secular trends such as ADAS, vehicle electrification and fuel efficiency will continue along a steep upward trajectory.	In Industrial, we expect to see acceleration in factory and warehouse automation, robotics, energy efficiency and personal medical devices.	NA	As is the case with most of our peers, our results for the 1st qtr of 2020, and outlook for the 2nd qtr have been meaningfully impacted by COVID-19. Although our near-term results have been impacted by the pandemic, we believe that I-t drivers of our business remain intact.

Source: Company results, call transcripts; Note: Implied from the midpoint guidance.

Valuation Method and Risk Statement

The upside risks to the semiconductor sector include stronger end demand from OEMs and tightness of supply due to the financial distress of competitors. Downside risks include macro-economic factors, over-capacity in times of peaking demand and poor yields. The semiconductor sector is high cyclical and vulnerable to sudden shifts in customer sentiment while many companies also have high cost bases meaning they can go loss-making in the downturn.

Infineon is a top 10 global semiconductor company with exposure to auto, industrial and chipcard semiconductors and hence, in spite of its broad portfolio, the company is exposed to fluctuations of the semiconductor cycle. The company is also exposed to overall autos production volumes and the mix towards hybrid and electric vehicles (which have higher semiconductor content). There are also risks of disruptions with new forthcoming technologies such as silicon carbide. Infineon also has ongoing litigation related to the Qimonda bankruptcy that could be a negative. The company is also exposed to fluctuations in the USD:EUR exchange rate with a strong USD positive for the business. We value Infineon using a DCF methodology with a WACC of 9% and a terminal growth rate of 2%.

Melexis: There are a number of company specific risks facing Melexis including 1) Customer concentration with its largest customer being 16% of sales, 2) Significant dependence on a single product family with magnetic sensor accounting for 56% of Group revenues, 3) Risk of disruption if OEMs were to change to a different magnetic sensor technology. More generally the business is exposed to fluctuations in both the semiconductor inventory cycle and underlying demand for automotive vehicles in particular. The company is also exposed to the pricing and competitive risk in key markets given it operates in attractive growth markets. We value Melexis using a DCF based on a WACC of 9% and g of 2%.

Texas Instruments: Our valuation is based on an EV/FCF multiple methodology. Texas Instruments faces a variety of risks, including rapidly changing technology, intense competition, high required capital investments, pricing pressure, and cyclical end-market demand. Other risks include company's ability to grow revenue to increase utilization of its newly acquired capacity and ability to successfully integrate National Semiconductor operations.

STMicro: Risk factors include GDP growth rates, continuing weakening of US\$/EURO exchange rate, technology product life cycles, capacity growth, demand and supply and utilisation rates which contribute to general semiconductor growth. STMicro's biggest medium term risk is centred on being able to deliver new image sensing products into smartphones. Our valuation for STMicro is based on a DCF methodology with a WACC of 9% and a terminal growth rate of 2%.

Renesas: Our price target is based on EV/EBITDA. Potential risks include: 1) a rapid slowdown in the US economy; 2) intensification of competition in the MCU market due to continued new entrants; and 3) a need for further restructuring in the absence of prospects for growth in system LSI sales.

Rohm: Our PT is based on PER. Risk factors include a sales slowdown due to weakness in semiconductor demand alongside a slowdown in the macro economy, a loss of share or price declines as a result of stiffer competition, profit erosion from the strong yen, and deterioration in competitiveness. Also production declines for autos, smartphones, game equipment and PCs.

Required Disclosures

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12-Month Rating	Definition	Coverage ¹	IB Services ²
Buy	FSR is > 6% above the MRA.	48%	32%
Neutral	FSR is between -6% and 6% of the MRA.	40%	28%
Sell	FSR is > 6% below the MRA.	13%	20%
Short-Term Rating	Definition	Coverage ³	IB Services ⁴
Buy	Stock price expected to rise within three months from the time the rating was assigned because of a specific catalyst or event.	<1%	<1%
Sell	Stock price expected to fall within three months from the time the rating was assigned because of a specific catalyst or event.	<1%	<1%

Source: UBS. Rating allocations are as of 31 March 2020.

1: Percentage of companies under coverage globally within the 12-month rating category.

2: Percentage of companies within the 12-month rating category for which investment banking (IB) services were provided within the past 12 months.

3: Percentage of companies under coverage globally within the Short-Term rating category.

4: Percentage of companies within the Short-Term rating category for which investment banking (IB) services were provided within the past 12 months.

KEY DEFINITIONS: **Forecast Stock Return (FSR)** is defined as expected percentage price appreciation plus gross dividend yield over the next 12 months. In some cases, this yield may be based on accrued dividends. **Market Return Assumption (MRA)** is defined as the one-year local market interest rate plus 5% (a proxy for, and not a forecast of, the equity risk premium). **Under Review (UR)** Stocks may be flagged as UR by the analyst, indicating that the stock's price target and/or rating are subject to possible change in the near term, usually in response to an event that may affect the investment case or valuation. **Short-Term Ratings** reflect the expected near-term (up to three months) performance of the stock and do not reflect any change in the fundamental view or investment case. **Equity Price Targets** have an investment horizon of 12 months.

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Company Disclosures

Company Name	Reuters	12-month rating	Short-term rating	Price	Price date
Infineon Technologies AG ¹⁸	IFXGn.DE	Buy	N/A	€19.37	20 May 2020
Melexis NV	MLXS.BR	Neutral	N/A	€55.60	20 May 2020
Renesas Electronics	6723.T	Buy	N/A	¥574	21 May 2020
Rohm	6963.T	Buy	N/A	¥7,300	21 May 2020
STMicroelectronics ^{5, 16, 18}	STM.PA	Buy	N/A	€22.48	20 May 2020
Texas Instruments Inc ¹⁶	TXN.O	Neutral	N/A	US\$117.48	20 May 2020

Source: UBS. All prices as of local market close.

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