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## MKS Instruments Inc. Q1 2009 Earnings Call Transcript

### Question-and-Answer Session

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#### Operator

(Operator Instructions). Our first question comes from the line of Jim Covello - Goldman Sachs.

#### Jim Covello - Goldman Sachs

You had commented about the short lead times kind of impacting the visibility. In a scenario where your semi-equipment customers specifically started to see orders increase in the June quarter, presumably for shipments in the September quarter. How long do you think it would be before MKS saw that in the semi-equipment segment on the revenue line?

#### Ron Weigner

I don't know, I guess, I would expect may be no more than a couple of months offset from their shipments there. Cycle times and lead times have being pretty short and then I guess, you'd have to net out what the inventory position is at those customers.

So they are going to factor that in, If they are out of point that whatever they get for orders they have to buy, they are not reconfiguring or they are not having any material already available, then it would probably affect us, I would think a couple of months before shipment. Yes, it maybe be a good estimate.

#### Jim Covello - Goldman Sachs

Okay, and then you talked about some of the services activity or spare parts activity and what other signs would you be looking for to get a little more incremental confidence that this order from the semi-equipment OEMs would come through?

#### Ron Weigner

I guess their announcement, they say their business increase will be one I think seeing consistency in the service business. I think overall, we're all looking for any glimmer of opportunity or any good news and so when you see a month or a five or six weeks of something, you don't know whether it's repetitive trend or what's going to happen, I guess. So seeing that continue I think would be a good sign.

If utilization is being down and spare parts and service have been down, if that continues the trend being back to normal levels, I would say that's a very positive sign. Usually after that, typically productivity enhancements and things like that are next and then may be capital after that.

**Operator**

Our next question comes from the line of Krish Shankar - Bank of America.

**Brett Hodess - Bank of America**

Hi, it's actually Brett Hodess. On some of the non-semi businesses, which are also down in the quarter but dominant part of the business in the near term. Can you talk about what the visibility and lead times are in that business versus the semi business, are they as low and short?

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