

Tres-ArkTM

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Who Is Tres Ark?



- “The technology leader in precisely controlled mixing and blending semiconductor wafer fabrication applications”
- Tres-Ark history
 - 26 years in semiconductor industry
 - Global industry process engineering contacts
 - Analytical experts for wet chemistry applications
- Tres-Ark is *the* only company to have a standard product with a total solution for analyzing, controlling, and delivering precisely blended chemistry

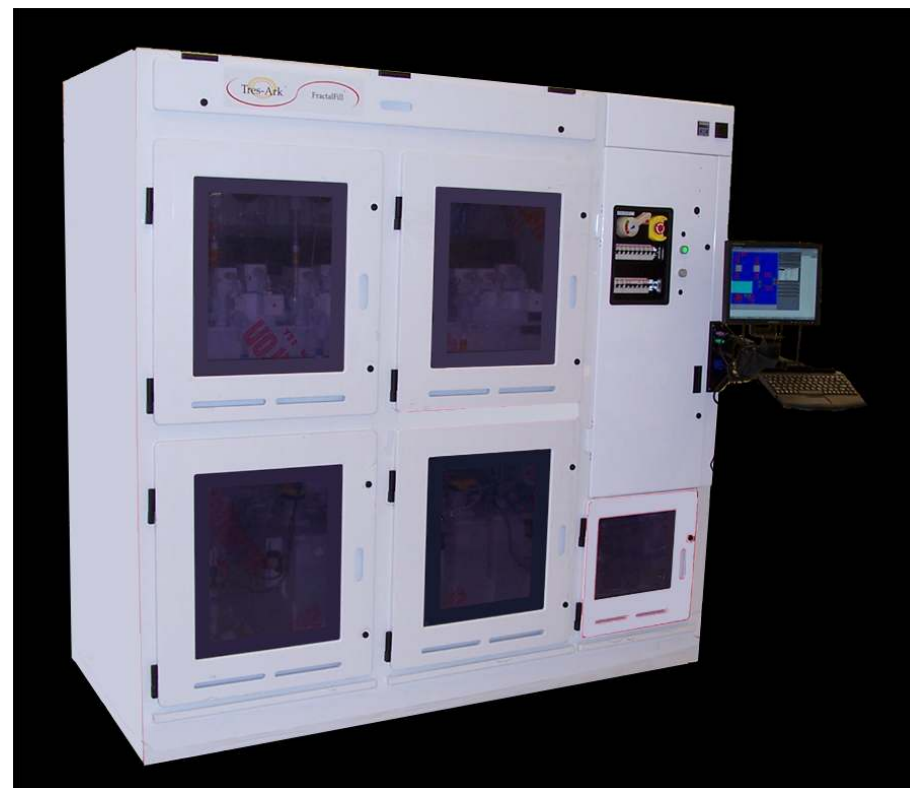
Two Product Models

Single Module



**FractalFill™
Tres-Ark Liquid
Dispense Module**

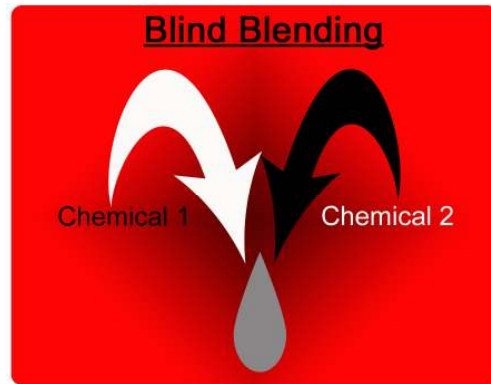
Multi-Module



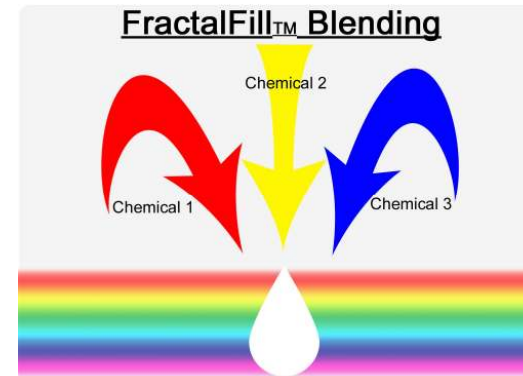
**FractalFill™
Tres-Ark Remote Chemical
Management System**

Industry Inflection Point

Problem

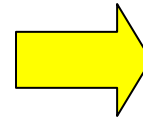
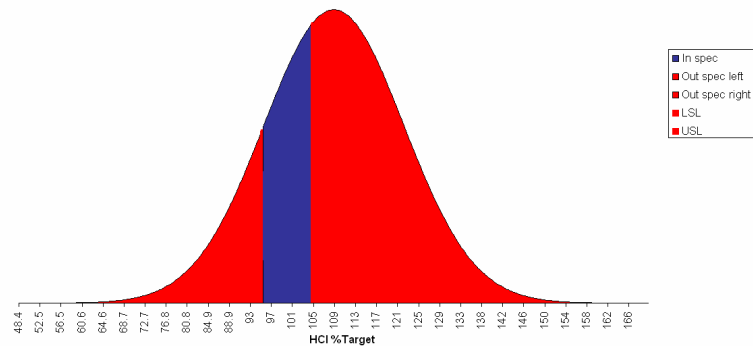


Solution



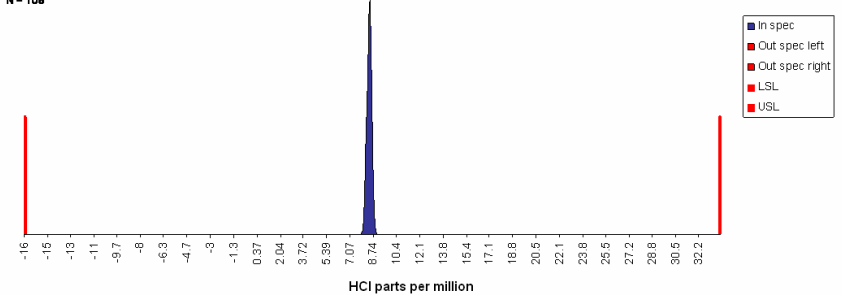
Mean = 109.072
 StdDev = 13.479
 USL = 105
 LSL = 95
 Sigma Level = -.3021
 Sigma Capability = .7711
 Cpk = -.1007
 Cp = .1236
 DPM = 766,960
 N = 442

Blind Blending Cpk Analysis(normalized)



Mean = 8.4721
 StdDev = 0.165
 USL = 33.7
 LSL = -16.3
 Sigma Level = 150.1334
 Sigma Capability is Greater Than 7
 Cpk = 50.0445
 Cp = 50.5050
 DPM = .00000000
 N = 108

Cpk Analysis



Challenges Shifting to Product Business

- How to create and manage new vendor and existing vendor relationships?
- How to reposition the company with customers?
- How to raise money from external investors?

How to manage vendor relationships?

- Existing vendors concerned about new focus
 - Share of mind
 - Potential conflicts with OEM customers
- New vendors concerned about business viability
 - Unproven market demand and product acceptance
 - Financial stability
 - Product warranty and long-term maintenance
- Establishing a new brand in the semiconductor equipment space

How to reposition the company?

- Customers looking for new solutions
 - Highly dilute chemistries
 - Single wafer spray-on process replacing batch immersion processes
 - Difficult to detect chemistry drift until much later
- Previous analytical services model very valuable to customers for problem solving
- Tres-Ark name is recognized in many fabs for excellence in analyzing and correcting wet chemistry problems

How to raise investor money?

- Company self-funded by founder for 18 years
- Operating as virtual company with large network of analytical experts and channel partners
- New business plan exposes cash flow short-falls
 - Significant increase in staffing
 - Work-in-process and field service inventory
 - Accounts receivable aging
- Viable path to liquidity for investors
 - IPO possible but M&A more likely

Results so far are promising

- Employees excited about new focus and promise of added resources
- Creating an off-shore alliance for manufacturing
- Investors attracted to business
 - Proven operating profitability record
 - Products ready for mass production
 - Customer evaluations at multiple site
 - Attractive gross margins and low overhead model
- The journey is just beginning ...