

How the Crisis has Shaped the European Micro and Nano Landscape – and what will Help to get on Track again

Dr. Uwe Kleinkes, IVAM Microtechnology Network

19.04.2010



Worldwide





European Association for Micro/Nanotechnology and Advanced Materials



Communicative bridge between users and suppliers of MST/MEMS

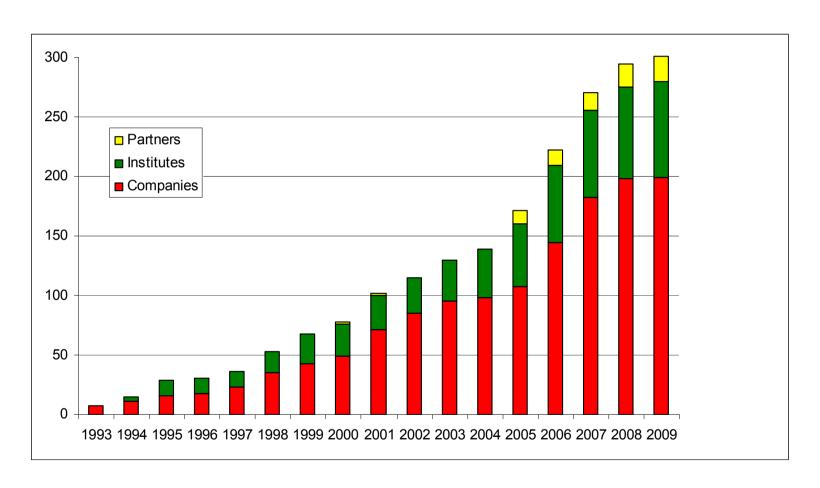
- IVAM is the Microsystems, Nanotechnology and Advanced Materials Network
- Over 280 companies and institutes go for the markets
- Mission of IVAM:

Connection between users and suppliers of MST/MEMS/Nano

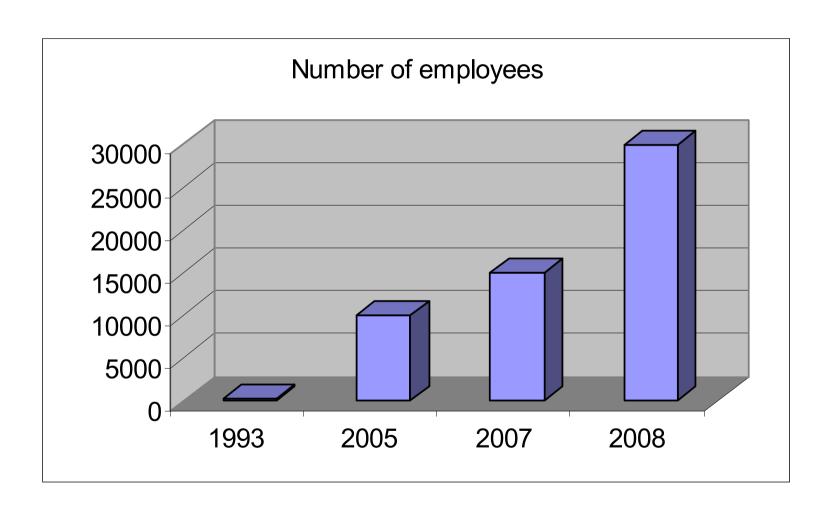
- Focus of activities:
 - Technology marketing
 - International networking
 - Lobbying for high-tech SME
 - Education and training

IVAM is a growing European network

IVAM



We have added new members in 2009 – though there was a crisis i economy



Board of IVAM: entrepreneurs



The Board

IVAM is represented by the board of directors.



Chairman of the Board:

Dr. Frank Bartels

www.bartels-mikrotechnik.de



Member of the Board:

Dr. Lutz Aschke

www.limo.de



Member of the Board:

Dr. Olaf Kiesewetter

www.umweltsensortechnik.de



Deputy Chairman of the Board:

Dr. Thomas W. Kritzler



Member of the Board:

Dr. Hans van den Vlekkert

www.lionixbv.nl

Advisary Council of IVAM





Prof. Dr. Roland Zengerle
IMTEK Institut für Mikrosystemtechnik
Albert-Ludwigs-Universität Freiburg as well as HSG-IMIT
www.imtek.de/anwendungen/ resp.
www.hsg-imit.de



Dr. Thomas FriesFRT
Fries Research & Technology GmbH
www.frt-gmbh.com



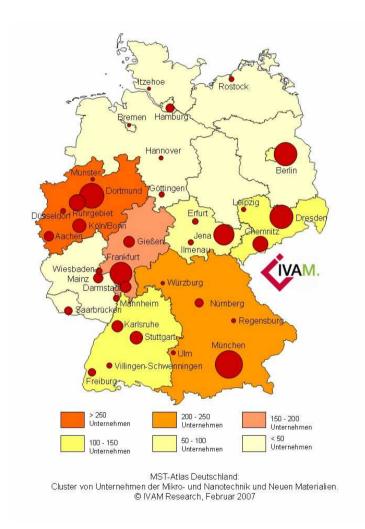
Prof. Dr. Thomas Geßner
Fraunhofer-Institut für Zuverlässigkeit und Mikrointegration IZM,
Abteilung Micro Devices and Equipment Chemnitz as well as
Technische Universität Chemnitz, Zentrum für Mikrotechnologien (ZfM)
www.pb.izm.fraunhofer.de/mdae resp.
www.zfm.tu-chemnitz.de



Prof. Dr. Dieter Jäger Universität Duisburg-Essen FB9/Optoelektronik, ZHO/LT 115 www.oe.uni-duisburg.de



Prof. Dr. Klaus Meerholz Universität Köln Institut für Physikalische Chemie www.meerholz.uni-koeln.de



IVAM is the German competence network for Micro-und Nanotechnology

(s. www.kompetenznetze.de)





Microsystems Industry Today

IVAM

European Data survey

IVAM

- Time of survey: December 2009
- Target group:
 - European SME and R&D institutes dealing with microtechnology, nanotechnology and/or advanced materials throughout Europe
- Number of addressees: 2,642
- Number of responses: 251 (192 complete, 61 incomplete)
- Response rate:
 9.5 % (2008/2009: 12.6 %)
- Low response rate may be due to
 - the time of the survey (end of 2009 instead of early 2010; year-end accounting)
 - a generally lower mood, no inclination to "face" the present economic state

Emploment numbers and turnover in 2009 IVAM

- The European micro, nano and materials companies employed an average of 119 people
- Total employment number of the industries: 309.400

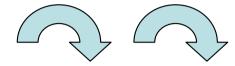
- The companies achieved an average turnover of 16.9 million Euros
- Total turnover of the industries: 44 billion Euros
- 1st investigation of its kind!

Summary of the most striking results IVAM

Turnover



Germany

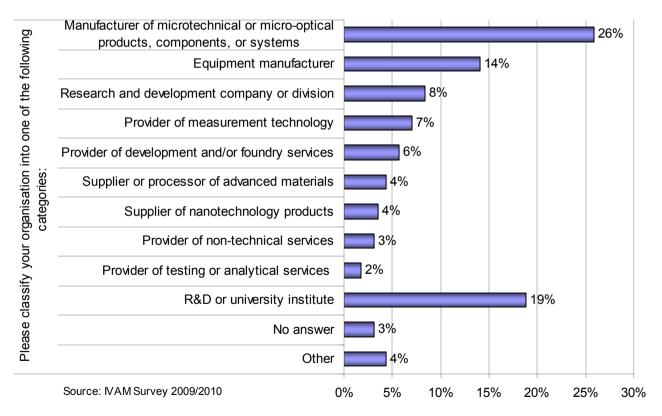


- In Germany, the automotive industry has replaced the medical industry as the major target market during 2009 > effect of "Abwrackprämie"?
- German companies have more often been able to keep their staff numbers steady > possible effect of "Kurzarbeit"
- In Germany, the crisis has most significantly affected the export rates; even stronger decreases are expected for 2010
 - > German companies are no longer export champions

Categories of respondents



Almost 80 % of the respondents are industry enterprises; 19 % are R&D or university institutes



A large proportion of the responding enterprises manufacture micro/nano components or systems.

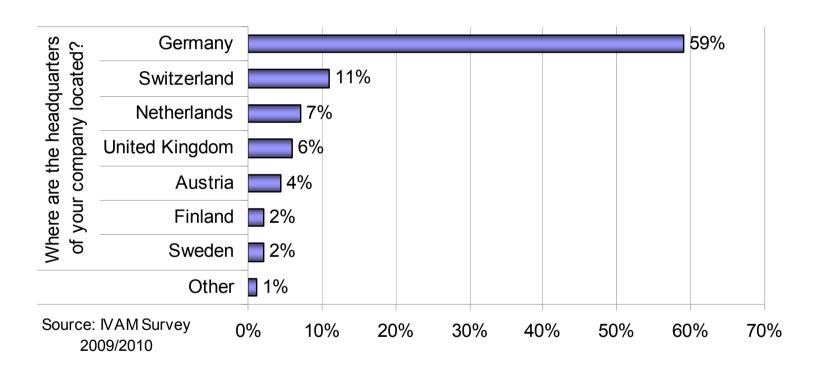
Others: microelctronics, software, cleanroom products

R&D institutions are not included in the evaluation of the economic data!

Nationality of the respondents



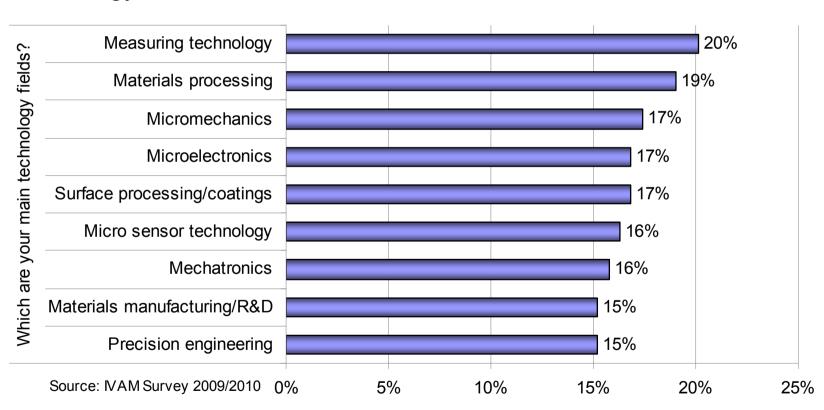
Almost 60 % of the respondents are based in Germany



Applied technologies



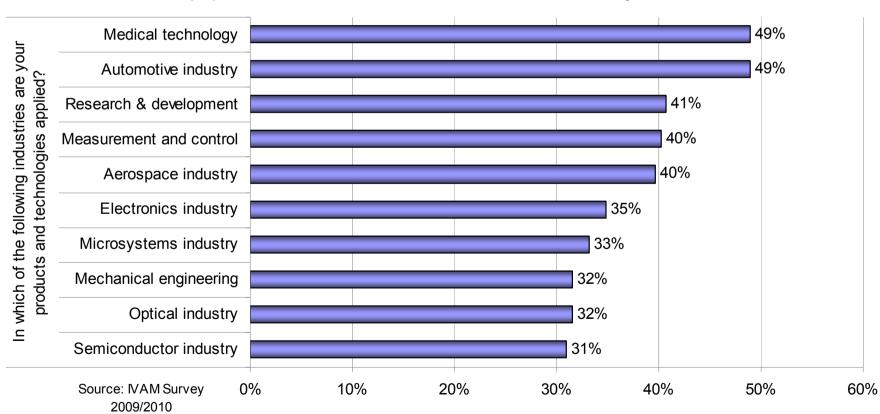
A fifth of the European companies are offering measurement technology



Target markets



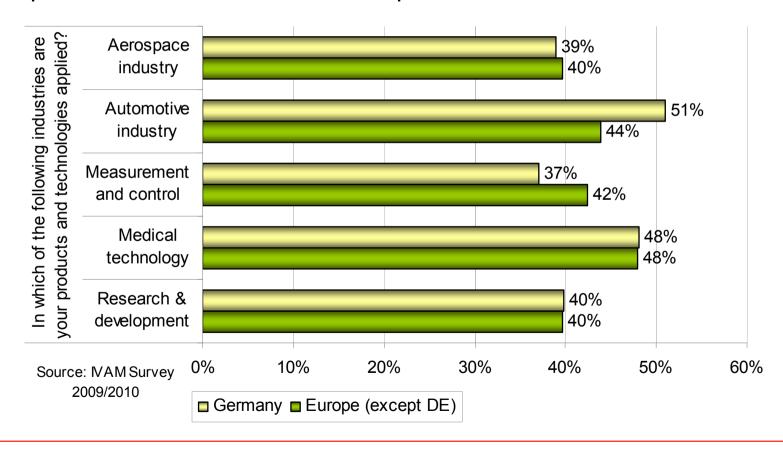
The medical technology market has lost shares as compared to 2008/2009 (57 %). Medical technology shares its top position with the automotive industry



Target markets Germany vs Europe

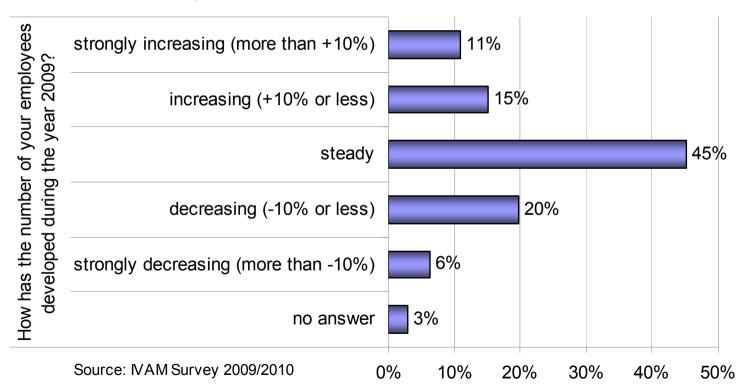
In 2009, the automotive industry has replaced medical technology as the top market in Germany

-> positive effects of the "Abwrackprämie"?



Staff development in 2009

Staff numbers have been steady in almost half, but decreasing in more than a quarter (26 %) of the companies/institutes in 2009. In 2009, the decrease has been stronger than it was in 2008.

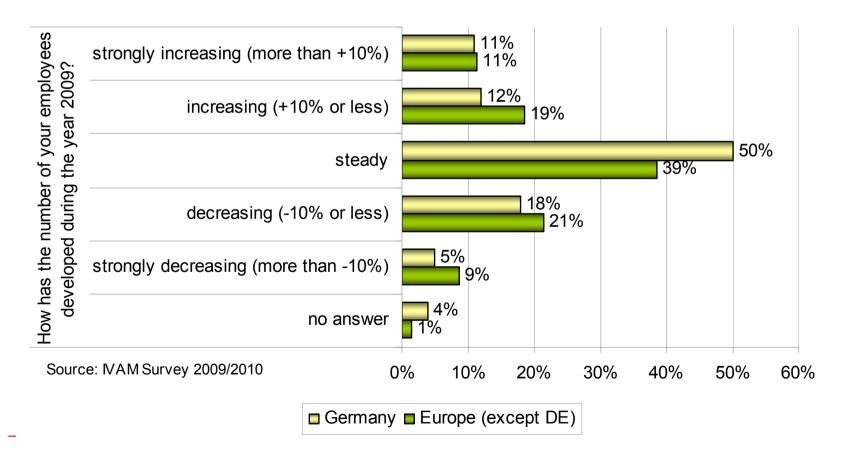


Staff development in 2009 Germany vs Europe



In Germany, more companies than in the rest of Europe have been able to keep staff numbers steady in 2009

-> effects of "Kurzarbeit"?



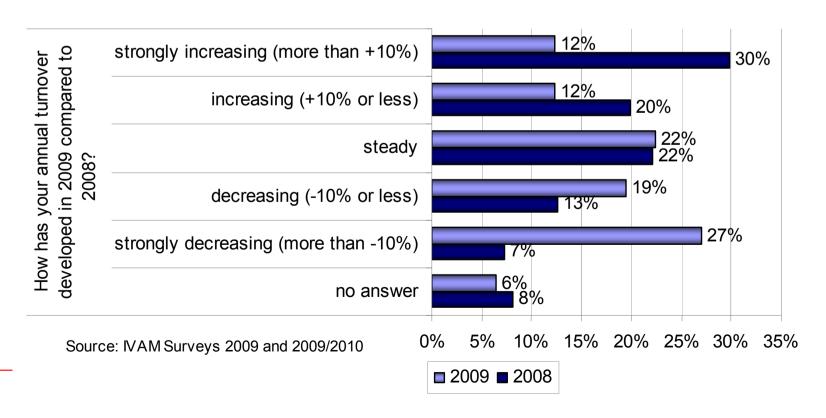
Turnover development in 2009 (and 2008)



46 % of the respondents have experienced a decrease or strong decrease in their turnover in 2009

In 2009, the decrease has been stronger than during 2008

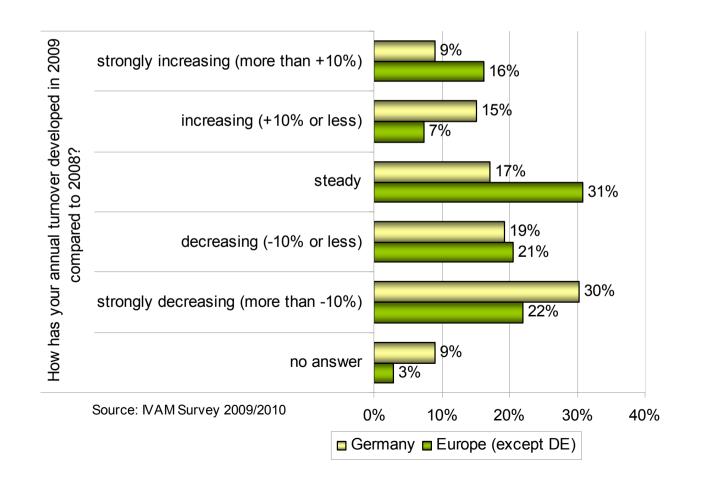
Development of annual turnover



Turnover development in 2009 Germany vs Europe



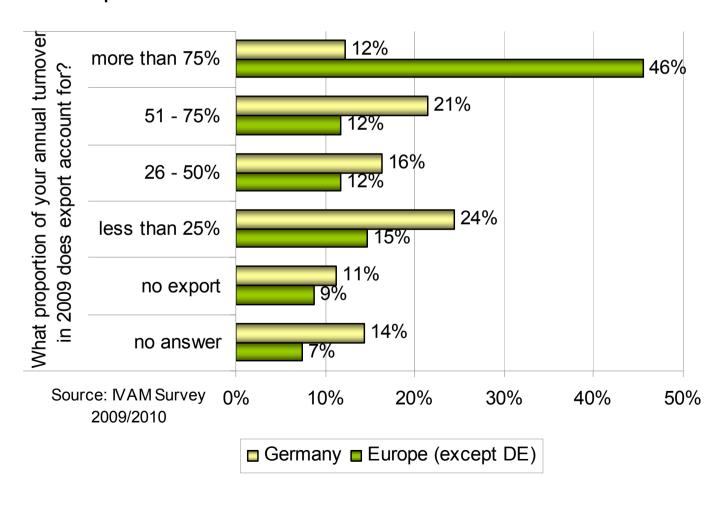
In spite of experiencing a more steady staff development than the rest of Europe, the German enterprises had to face a stronger decrease in their turnover in 2009



Export share Germany vs Europe

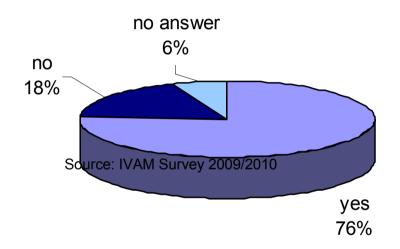
IVAM

German enterprises are no longer export champions in Europe





Has the financial and economic crisis affected your business in 2009?

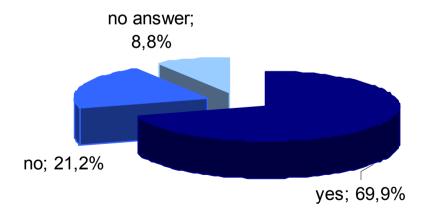


In the beginning of 2009, fewer companies expected to be affected by the crises in the course of the year

More than three quarters of the respondents were affected by the economic crisis in 2009

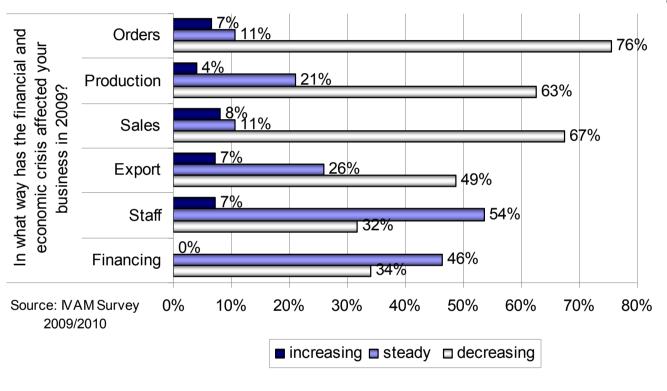
Do you expect the financial and economic crisis to affect your business in 2009?

Companies only



Source: IVAM Survey January 2009





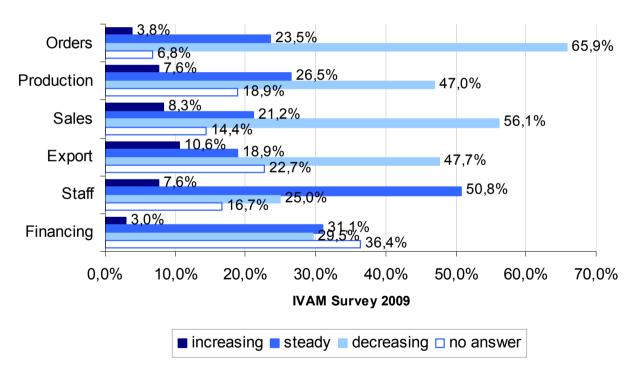
The effects of the economic crisis in 2009 have been worse than the companies predicted in the beginning of 2009.

There is still uncertainty.

Source: IVAM Survey January 2009



In what way do you expect the financial and economic crisis to affect your business in 2009?

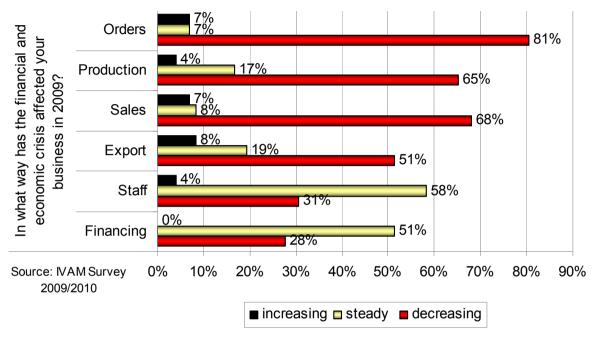


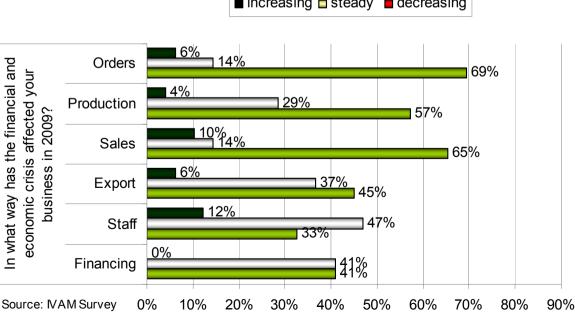
A larger proportion of the companies have suffered decreases in each business area – from orders to financing

Source: IVAM Survey

January 2009

IVAM





■ increasing □ steady □ decreasing

2009/2010

e

In Germany, a larger proportion of the companies suffered a decrease in orders, production, sales, and export,

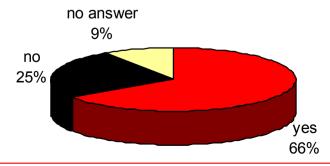
but German companies
have more often been
able to keep staff numbers
and financing steady than
companies in the rest of
Europe



The respondents expect the effects of the crisis to abate in 2010

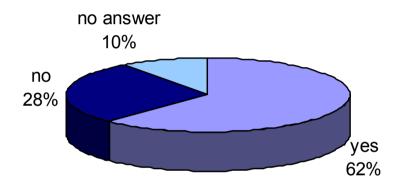
At first sight, German companies seem to be less optimistic than those in other European countries ...

Do you expect the financial and economic crisis to affect your business in 2010?



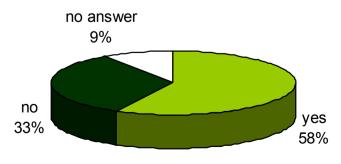
Germany

Do you expect the financial and economic crisis to affect your business in 2010?



all European companies

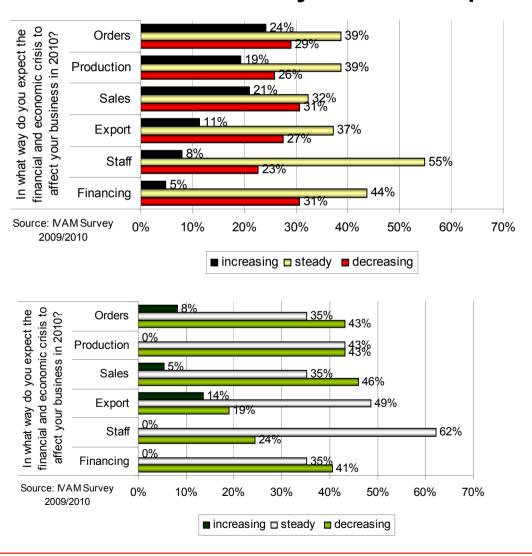
Do you expect the financial and economic crisis to affect your business in 2010?



Europe (except DE)

IVAM

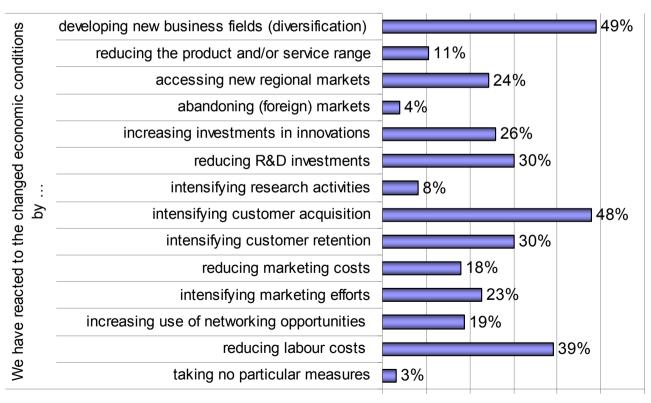
Germany vs Europe



... but in fact, a smaller proportion of the German companies is expecting decreases in most business areas – except export

measures

A majority of the respondents have reacted to the crisis in a "positive" way – e.g. by diversification or by intensifying acquisition efforts.



Source: NAM Survey 2009/2010 0% 10% 20% 30% 40% 50% 60%

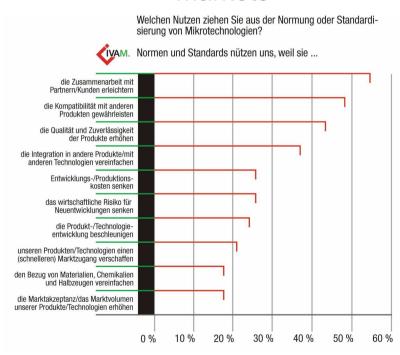
Standards in MST:



Germany is too complicated, too slow

Project NOSTA: One product, one process, one package,

Standards are a problem esp. for SME -> no mass markets







• IVAM Research: Iris Lehmann





"There is more turn over with catering at Micro and Nano events than with products from Mikro- und Nanotechnologie."

Kurt Demmer, Chefvolkswirt der IKB-Bank,

Dortmund, Technologie- und Branchentag 2001





 Bosch Fab (550 Million €)

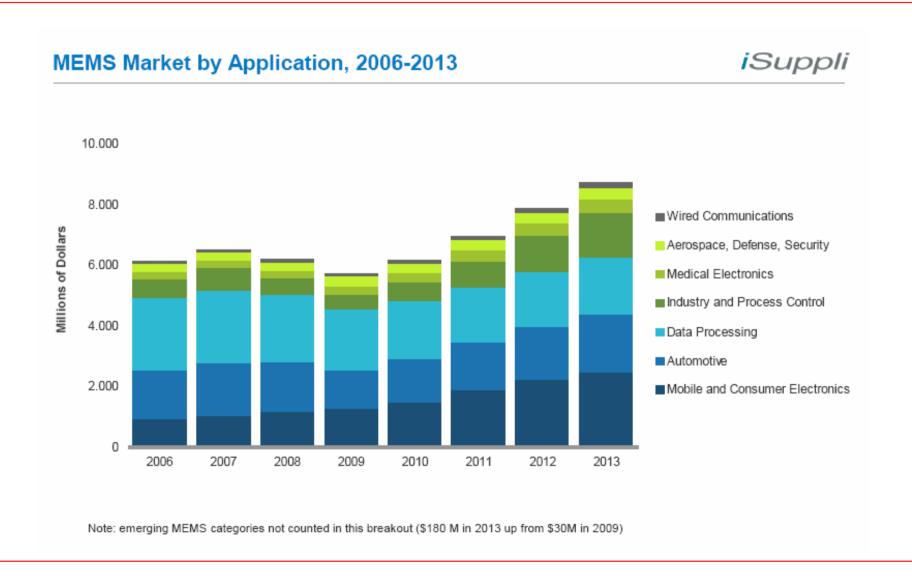


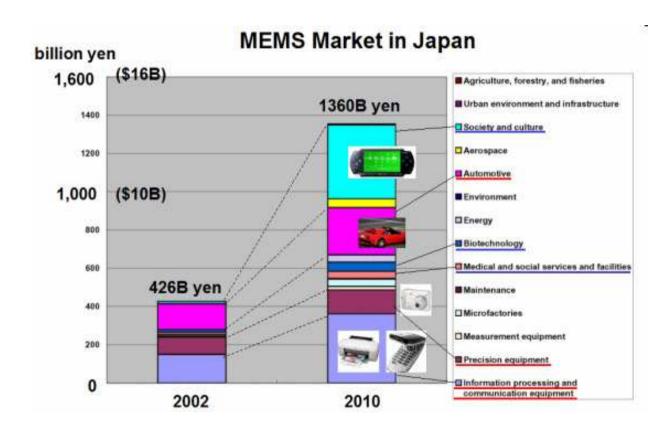
microParts (70 Million €)



Markets for Microsystems







11 Billion €

15 Billion US \$

as of March 10th 2010

Trends

- Miniaturisation
- Wireless / Mobile Application
- Energy Efficiency/ Green MST
- Complex, integrated microsystems
- New production technologies
- Printed Electronics/ Lighting, Display Technologies
- Smart living / Ambient Assisted Living
- Automotive (?)

Trends

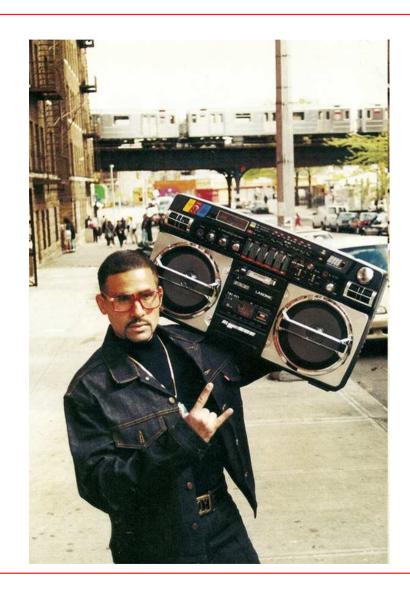
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First cell phone and its inventor Martin Cooper (1973)

picture: Wikipedia

Miniaturization







MEMS Microphones for Smartphones



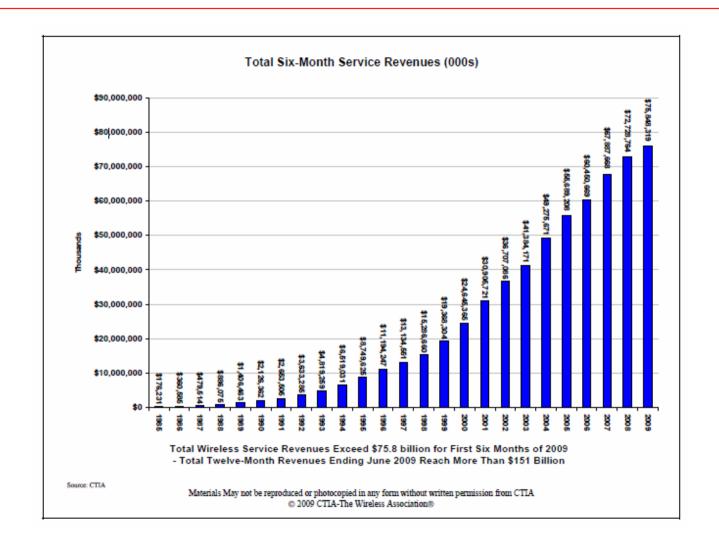
- Long way from automotive into consumer electronics, for some years predicted from the people with the glass ball, now the race is on
- Bosch -> Bosch Sensortec
- Mems MicroPhones (Economist)
- Smartphones, consumer electronics ST Microelectronics
- -> no added value in Europe (except Nokia)

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Wireless/ Mobile (Energy Harvesting)









Energy Saving/ CO₂ reduction

> Self-powered Radio Systems in Practice

Case Study: Torre Espacio - Madrid





- 4200 Wireless & Battery-less Light Switches
- Occupancy Sensors
- Daylight Sensors
- Savings
 - ■■40% Lighting Energy Costs
 - ■■20 miles Cable
 - 42.000 Batteries (over 25 years)
 - ■■80% cost of retrofitting



■ ENERGY-EFFICIENCY & FLEXIBILITY "ENABLED BY ENOCEAN"





Thermoelectric effect



Nokia files patent for piezoelectric powered cell phone battery

While other big phone manufacturers (like <u>Samsung</u>) are using solar energy as an alternative to charge their phones' batteries, <u>Nokia</u> intends to use <u>piezoelectricity</u> and <u>kinetic energy</u>.

The Finnish giant has filed a patent for a "Piezoelectric Kinetic Energy Harvester" – which is actually a cell phone battery that's "contained within a first frame that is coupled to a second frame by one or more piezoelectric elements."

Said battery should be included into a phone with the rwould gather electrical energy resulted from the phone's

- A. - A.

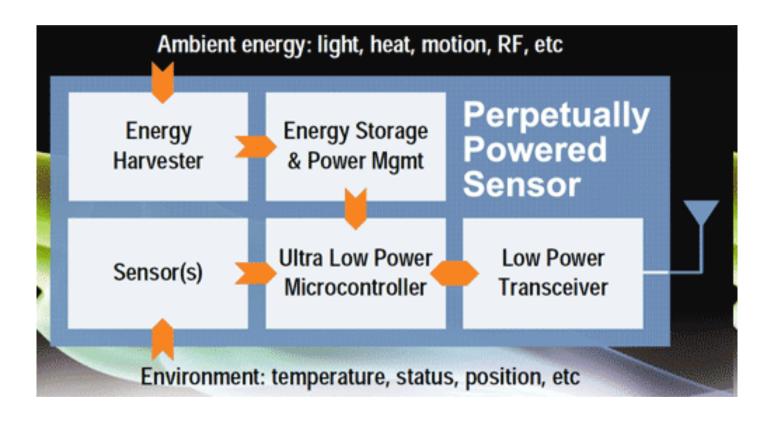


Energy Harvesting Basics

Energy harvesting is the process by which energy readily available from the environment is captured and converted into usable electrical energy. This term frequently refers to small autonomous devices, or micro energy harvesting Ideal for substituting for batteries that are impractical, costly, or dangerous to replace

Industry Applications

- Remote patient monitoring
- Efficient office energy control
- Surveillance and security
- Agricultural management
- Home automation
- Long range asset tracking
- Implantable sensors
- Structural monitoring
- Machinery/equipment monitoring





Advantages Microsystems

- Small by design
- Complex functions
- Low power consumption
- Wikipedia mentions MEMS in connection with energy harvesting

www.twitter.com/ivam mikrotech

Einreichung von Projektvorschlägen im 7. Forschungsrahmenprogramms

planon Dio Cooprado aind accident Tollachmorn Tu holfon, des aldualision



Donnerstag/Thursday, 22.04.2010 Session: Energy Harvesting & Wireless Sensor Networks		15:00-15:20	"Sensors Unplugged" Miniaturised Components
			for the Automation Industry Bernd Kärcher, Festo AG, Esslingen, (DE)
		15:20-15:40	Wireless Soil Moisture Sensor Networks for Envi- ronmental Monitoring and Agricultural Irrigation
Moderation:	Bernd Folkmer, HSG-IMIT, Villingen-Schwenningen, (DE) Keynote: Micro Energy Harvesting – Power Supply for Distributed and Embedded Systems Prof. Dr. Peter Woias, IMTEK, Graduiertenkolleg Energy-Harvesting, Freiburg, (DE)		Prof. Dr. Ch. Hübner, Hochschule Mannheim, Mannheim, (DE)
10:00-10:30		15:40–16:00	Wireless Autonomous Transducer Solutions Nicolas Lallemant, Holst Centre/ IMEC-NL, Eindhoven, (NL)
		16:00-16:20	Integrated Radio Systems for Energy Harvesting Robert Saurug, SensorDynamics AG, Lebring, (AT)
10:30–10:50	Self-powered Radio Systems in Practice: Concepts, Products & Prospects Frank Schmidt, EnOcean GmbH, Oberhaching, (DE)	16:20-16:30	Break
10:50-11:10	Practical Energy Harvesting Roy Freeland, Perpetuum Ltd, Southhampton, (GB)	Japan Session	
11:10–11:30	Power-Energy-Harvesting in Harsh Environments! Andreas Wörtz, RAMPF FORMEN GmbH, (DE) Heinrich Walk, CADWalk, Allmendigen, (DE)	Japan Ses	ssion
		Moderation:	Bernhard Wybranski, VDI/VDE Innovation +Technik GmbH, Berlin, (DE)
11:30–11:50	Process-oriented Application of Energy Harvesting Technology: Energy Autonomous Wireless Temperature Transmitter Dr. Marco Ulrich, ABB AG Corporate Research Center Germany, Ladenburg, (DE)	16:30-16:50	Research on Energy Harvesting in BEANS Project Junji Adachi, BEANS Laboratory, Tokyo, (JP)
		16:50–17:10	Efficient and Reliable Organic Solar Cell Kenji Kawano, Panasonic Electric Works, Ltd., Fukuoka, (JP)
11:50-12:10	Piezo Energy Harvesting by Arveni, an Emerging Standard Product for Batteryless Wireless Applications Jean-Frederic Martin, Arveni, Cremieu, (FR)	17:10–17:30	Highly Efficient Capacitor Utilizing Super Critical Fluid Deposition Hideo Yamada, BEANS Laboratory, Tokyo, (JP)
12:10-12:30	Energy Harvesting Aided Bridge Monitoring Prof. Dr. Thomas Schmidt, Hochschule Magdeburg, Magdeburg, (DE)	ICT Call Information Session Halle/hall 6, Stand/booth H32	
12:30-12:50	Optimum Design Strategies for Electromagnetic VibrationTransducers Dirk Spreemann, HSG-IMIT, Villingen-Schwenningen, (DE)	Freitag/Friday, 23.04.2010 12:30–15:00 Uhr/hrs Im Rahmen des Forums "Innovationen für die Industrie" auf der HANNOVER MESSE 2010 organisiert die Nationale Kontaktstelle Mikrosystemtechnik am 23. April 2010 Beratungsgespräche, die speziell auf luK-Themen im 7. Forschungsrahmenprogramm und Ergebnisse des 5. Anrufs im Programm zugeschnitten sind. Das betrifft vor allem elektronische Komponenten und Systeme, Mikrosysteme und miniaturisierte Smart Systems.	
12:50-13:10	Thermal Energy Harvesting – Energy Budgets and their Practical Exploration Burkhard Habbe, Micropelt GmbH, Freiburg, (DE)		
13:10-13:40	Break		
13:40-14:00	Energy Harvesting: Quo Vadis?	Diese Beratungen sollen besonders die Antragssteller ansprechen, die die	

Dr. Andreas Rampe, Endress+Hauser Process Solutions

Ticket from IVAM for free:

Alternative:

Energy Harvesting conference in Munich for (3000 € for admision)

Energy efficiency/ saving (Green MST NAM)



www.ivam-research.com

Beispielrechnung

Die mikrofluidischen Displays bringen bis zu 90% Leistungsvorteile im Vergleich zu herkömmlichen LED-Anzeigen. Bei dem Einsatz von einer 7-Segment Anzeige mit einer Spannungsversorgung von 20V und einem Stromverbrauch von bis zu 300 µA ist der Leistungsverbrauch von 6mW um Faktor 6 kleiner als bei herkömmlichen LEDAnzeigen (Spannungsversorgung 2V, Stromaufnahme 20mA). Wird die Information dauerhaft angezeigt, geht die Leistungsaufnahme der Anzeigen auf Null zurück, während die herkömmliche LEDAnzeige eine permanente Leistungsaufnahme aufweisen.

Energy efficiency/ saving with MEMS/MST



- Green MST with IVAM
- March 25th 2010, working Group
- Hannover Fair, Aprl 19th-23rd 2010
- Regionalkonferenz Mikrotechnik in Dortmund June 30th 2010)

.



- Standards for building automation 50 Bus-Systems in Lab of Prof. Aschendorf
- In fact: standards are missing Americans are again faster!
- Continua Health Alliance (http://www.continuaalliance.org)
- Nokia, Roche, IBM, Panasonic, Philips

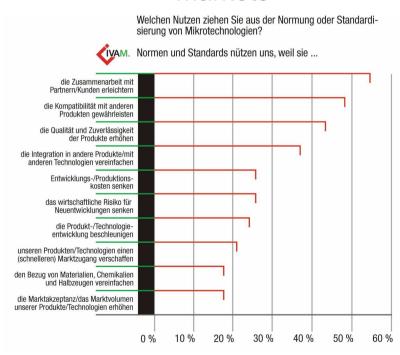
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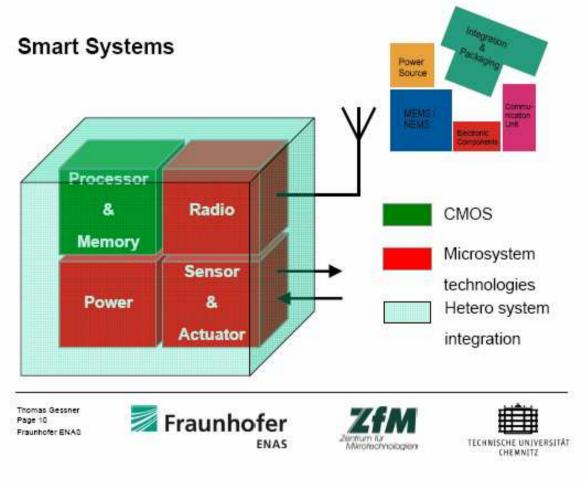




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- Smart living / Ambient Assisted Living
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Prof. Dr. Thomas Geßner
Fraunhofer ENAS



Smart System Integration

Tokio, February, 17th, 2010

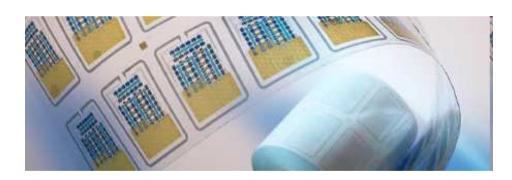
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Printed Electronics

 Only Niche Applications in Printed /Display for Europe?





Source: www.oe-a.org

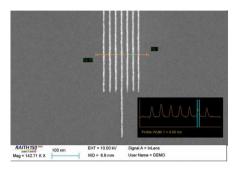
- German Printing Industry is world leader
- Heidelberg, Dresden, Cologne

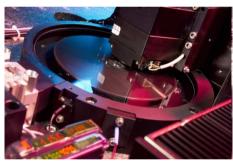
Mastering/ Litho

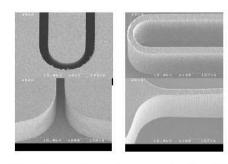


Nanoimprint Hot Embossing









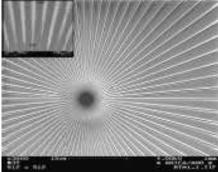
50 micron channels, aspect ratio~10 Dr. Jost Goettert - Louisiana State University - CAMD

Nanoimprint









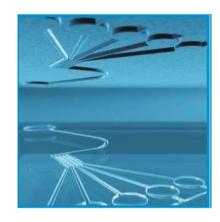
Electroforming

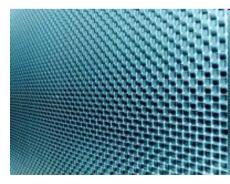








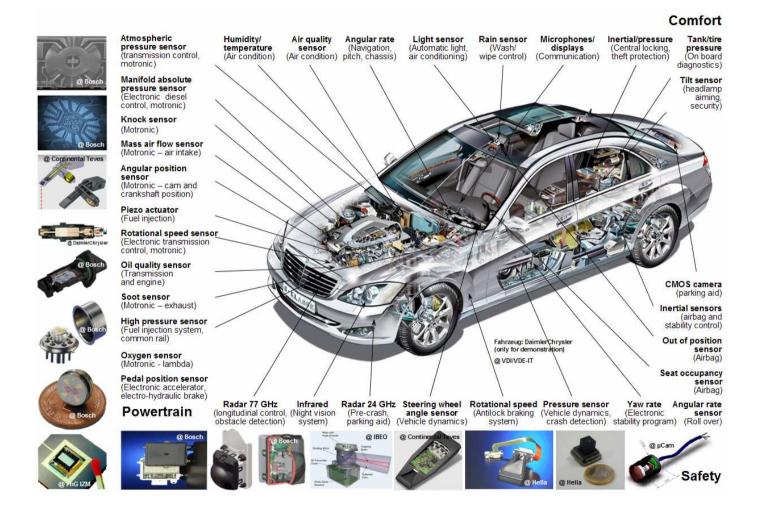




Trends

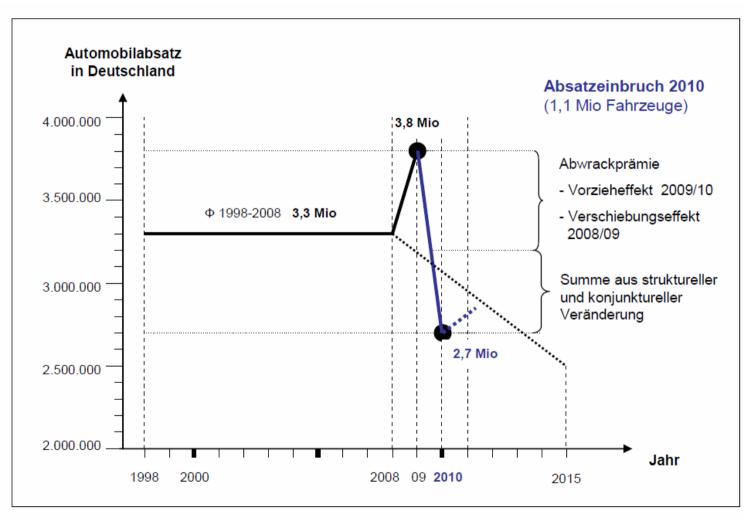
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Automotive is the mother of microsystems in Germany



Prof. Dudenhöfer says







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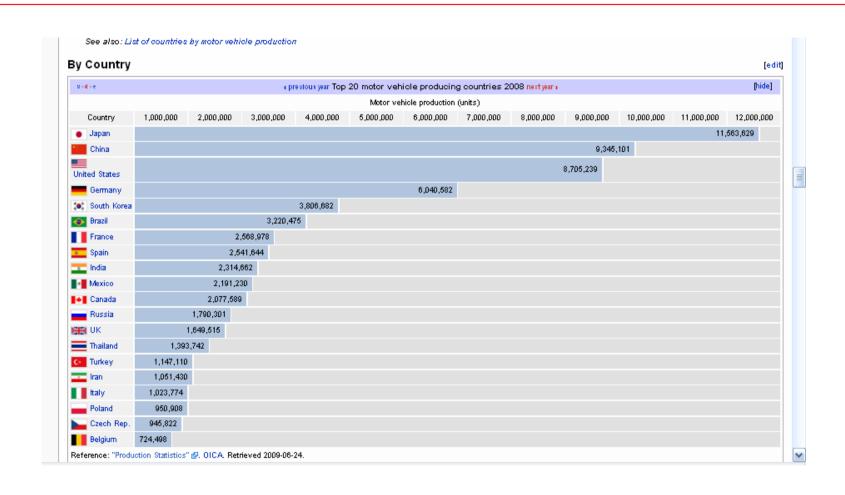
Automotive

 Shrinking markets in Europe (saturated markets, overcapacities, demographic change)

- Rising markets in Asia (Korea is catching up very fast)
- Electromobility

Automotive world will change – supply chains, too!





Still advantages with MEMS





VDI Nachrichten, 12.3.2010

New Bosch-Sensor-Cluster for Automotive

New mobility trends in Europe, Asia -electromobility, aging society



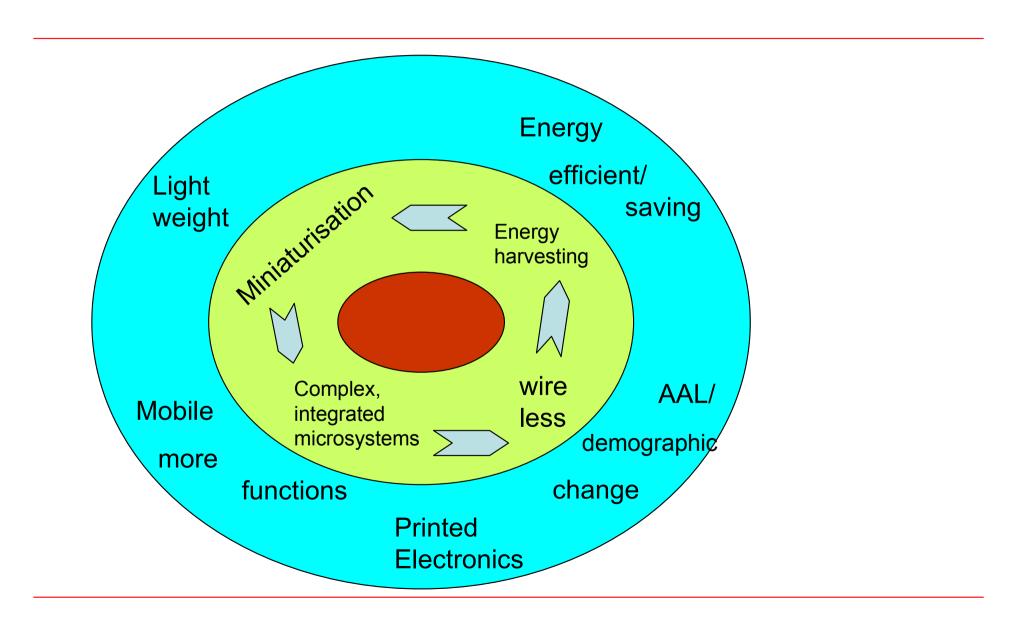




Lunar Module, Tesla Roadster -> No mass production

Byd: Made in China

Drivers: Technology core and market shell IVAM



- AAL/demographic change/ Aging society in Europe, Asia !!
- mobile/wireless services (health, comfort)
- Changing automotive market in Europe
 Car with blood pressure sensing device? Can
 Apple make a car and how would it look like?)
- Energy
- saving/monitoring -> new processes, wireless, energy harvesting

Technology

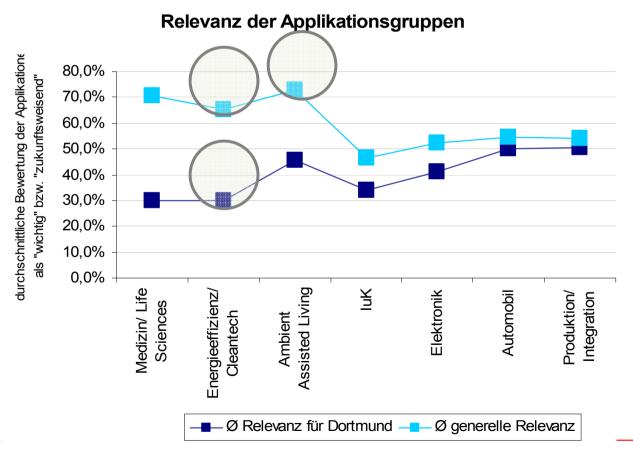
- Miniaturisation is still hot
- Printed electronics is something to look on

New markets hard to reach



even for High-tech companies

65 % of the micro- and nanotechnology companies and institutes in Dortmund consider energy/efficiency/cleantech applications to be sustainable – only 30 % actually develop applications



energy/efficiency/
cleantech and AAL
applications are
considered to be
important in the future,
but only a few
companies/institutes
are already working in
these fields

Source: IVAM Survey, June 2008

Thank you!

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