Q1 2019 North American EMS Business Performance Survey

INSTRUCTIONS

1. If you need a copy of the survey questions, the blank questionnaire in PDF is available here.

2. Please enter the **actual number** (not in thousands or millions) and do not enter any non-numeric character. Enter the full amount. You may use commas in numbers greater than 999, but they are not necessary.

3. For public companies, preliminary (unaudited) financial information is acceptable.

4. The EMS business covered in IPC's surveys is not limited to PCB assembly. It includes all contract electronic manufacturing services, such as system build and design.

5. If you need to leave an incomplete survey and return to complete it later, you may do so. Be sure to complete the current page and click the forward icon (>>>) to send that data. When you wish to resume the survey, use the same computer and browser, then click your original survey link to return to your survey.

6. Once you have submitted your completed survey, you will not be able to re-enter the survey form to make changes. If you need to make changes to a submitted survey, please contact Piyamart Holmgren at piyamartholmgren@ipc.org or +1-847-597-2868.

7. On the thank-you page, scroll down to see your completed survey. It is suggested that you right-click on the page and then save or print it for future reference.

PARTICIPANT INFORMATION
Please enter your IPC Company Code and Email Address. It is important that you enter this information correctly in order to ensure that your response will be processed. If you don't know your company code, contact Piyamart Holmgren at piyamartholmgren@ipc.org or +1-847-597-2868.

IPC Company Code

Email Address

BUSINESS PERFORMANCE MEASUREMENTS

For definitions of terms and spreadsheets for calculations, please click on the underlined links.

1. Cost of goods sold (COGS) for the quarter as a percentage of sales for the quarter.

2. Sales, general and administrative (SG&A) expenses as a percentage of sales for the quarter.

3. All other expenses as a percentage of sales for the quarter.

4. Pre-tax earnings as a percentage of revenue for the quarter.

Total

5. What percentage of the past quarter’s sales was spent on direct materials (PCBs, components, etc.) and direct labor required to complete these shipments? (Do not include factory overhead.).

Direct Materials

Direct Labor

6. EBITDA for the quarter as a percentage of sales for the quarter.

7. What was your company’s days of supply in inventory for the quarter?

8. What was your company’s cash-to-cash cycle time (in days) for the quarter?
9. What was your company’s percentage return on value added for the quarter? %

10. What were your days sales outstanding (DSO) for the quarter? days

11. What was the past quarter’s percentage of capacity utilization in your assembly operations? Total capacity should be based on current facilities and equipment. A good estimate is acceptable if data are not available. %

12. Are there any conditions or trends that are significantly increasing your costs?
   Yes
   No

If yes, please specify what costs are increasing beyond normal inflation and what is driving the increase.

REPORT DISTRIBUTION

If you have colleagues at your company who would benefit from receiving this report please provide us with their e-mail addresses. We will add them to the distribution list.

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COMMENTS

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