

Pulse of the Electronics Industry - 2019 Q4

Please answer these questions to the best of your knowledge. Qualified respondents who complete the survey by the deadline will receive the report on the results. The survey deadline is **Friday, October 18**. Thank you for participating.

1. Please enter your IPC company ID number. It is in the email you received with the survey link. If you don't have the number, please contact Ms. Piyamart Holmgren at piyamartholmgren@ipc.org or +1 847 597 2868.

2. Your company's primary industry segment:

OEM

Contract electronics manufacturing services (EMS)

Wire harness and cable assembly manufacturer

PCB fabricator/supplier

Supplier of materials (e.g., laminate, chemicals, finishes, solder, etc.)

Supplier of components

Supplier of equipment for board fabrication, assembly, test, etc.

Other

Please Specify

3. Please select the primary region on which you are reporting for your company. (Select "Global" if your response covers operations worldwide or in several regions with none being the primary one.)

Global

Asia/Pacific

Europe

Middle East & Africa

North America

Other Americas

4. Company size based on annual sales (in US dollars):

>\$1 billion

\$100 million - \$999 million

\$50 million - \$99 million

\$10 million - \$49 million

<\$10 million

5. Your position in the company:

CEO, president or owner

Vice president, general manager, CFO, other C-suite

Director

Manager

Other

Please Specify

Sales growth

6. Your company's sales growth last quarter (quarter-over-quarter growth rate):

 %

7. What is your sales growth forecast for this quarter?

-20% or more

- 10% to -19%
- 5% to -9%
- 1% to -4%
- 0%
- 1% to 4%
- 5% to 9%
- 10% to 19%
- 20% or more

Comments

Business Conditions and Outlook

8. **Current direction of key business indicators**, based on last quarter's data. (Please indicate the direction they are moving, regardless of whether it is a good development or not. For example, "up" is a negative development for material and labor costs, but select "up" if costs are going up.)

	 Up	 Down	 Flat
a. Sales	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
b. Orders	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
c. Profit margins	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
e. Backlogs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
i. Ease of recruiting	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
d. Inventories	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
f. Material costs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
g. Labor costs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Comments

9. **Expected direction of key indicators for the next 6 months:**

	 Up	 Down	 Flat
a. Sales	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
b. Production	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
c. Markets	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
d. Prices for your products	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
e. Exports	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
f. Capital investment	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
g. Number of full-time employees	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Comments

10. How would you describe the current **business outlook for your company over the next 12 months?**

Very positive

Somewhat positive

Somewhat negative

Very negative

Comments

11. What opportunities do you consider the most important drivers of your company's future growth? Please drag and drop to rank them in order of importance, with 1 representing your greatest opportunity.

5G and high-speed communications

Internet of Things / smart systems

Printed electronics and 3D printing

Artificial intelligence

E-textiles

Flexible electronics

Growing markets

Please describe these or other opportunities.

12. Thinking of the business environment and how it might affect your company, what are your biggest concerns? Please drag and drop to rank them in order of importance, with 1 representing your greatest concern.

Economic uncertainty

Geopolitical conflicts, including tariffs and trade barriers

Supply chain disruption, availability of parts or materials

Workforce and recruiting challenges

Regulatory issues, including environmental compliance

Keeping up with new technologies

Technical and process challenges

Please describe any specific concerns.

13. Are there any conditions or trends that are significantly **increasing your costs**? If so, please describe them, including what may be driving them, if possible.

COMMENTS

Please share any comments, questions or suggestions you have to improve this survey: