INSTRUCTIONS

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

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

3. Please report value data in U.S. dollars. Links to exchange rate tables are in the survey.

4. Report only the dollar value of printed circuit board sales and bookings in North America. Do not include items such as freight, tooling, services, recycling income, etc.

5. North American shipments and bookings are intended to reflect sales in North America, which may include sales of boards produced abroad and imported for resale. Participants in this program who do not have easy access to total sales data and whose North American production is primarily for the North American market may, instead, report the value of their North American production.

6. Backlog information should include only orders with delivery dates, not long term contract orders without dates. When the customer provides a delivery date, the order value should be moved into backlog as appropriate.

7. Backlog information should include only PCB value and not additional items, such as freight, tooling, services, recycling income, etc.

8. Data provided for 2018 and 2019 should reflect same-facility information and/or same
**scope of business.** If you have purchased or sold a business unit, please revise your prior-year data to make it comparable to the business scope of your current-year data, or contact us.

9. Please enter the **actual dollar value** (not in thousands or millions) and do not enter any non-numeric character such as "$" or "k". Enter the full amount (e.g. do not enter $500K or $0.5M, but please enter it as 500,000). You may use commas in numbers greater than 999, but they are not necessary.

10. 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.

11. 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.

12. When you submit your survey, you will see a confirmation 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.

**SALES IN NORTH AMERICA - January 2019**

*(Click here for exchange rates.)*

1. Total net sales/shipments of rigid PCBs in North America last month (in $US, net of returns).

   $ __________

**SALES IN NORTH AMERICA - January 2018 (same month last year)**

2. Total net sales/shipments of rigid PCBs in North America in the same month last year (in $US, net of returns).
BOOKINGS IN NORTH AMERICA - January 2019

(Click here for exchange rates.)

3. Total net bookings/orders for rigid PCBs in North America last month (in $US, net of cancellations). Please report only bookings that have scheduled delivery dates.

$ 

BOOKINGS IN NORTH AMERICA - January 2018 (same month last year)

4. Total net bookings/orders for rigid PCBs in North America in the same month last year (in $US, net of cancellations). Please report only bookings that have scheduled delivery dates.

$ 

5. Below are your year-on-year growth rates for last month's sales and orders, based on the data you provided above.

<table>
<thead>
<tr>
<th>Shipments</th>
<th>Bookings</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Rigid PCBs</td>
<td>%</td>
</tr>
</tbody>
</table>

If either of your year-on-year change percentages in sales or bookings above are unusually large (either positive or negative), please provide a general indication of the cause. This information will be kept confidential. It is for IPC's internal use to confirm the validity of the data.
6. Value of rigid PCB order backlog (count only orders with scheduled delivery dates) at the end of the month (January 2019).

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REPORT DISTRIBUTION

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

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COMMENTS

Please share any comments, questions or suggestions you have concerning this survey.