

PCBs

Essential sourcing intelligence

December 2011

US\$495

China supplier profiles

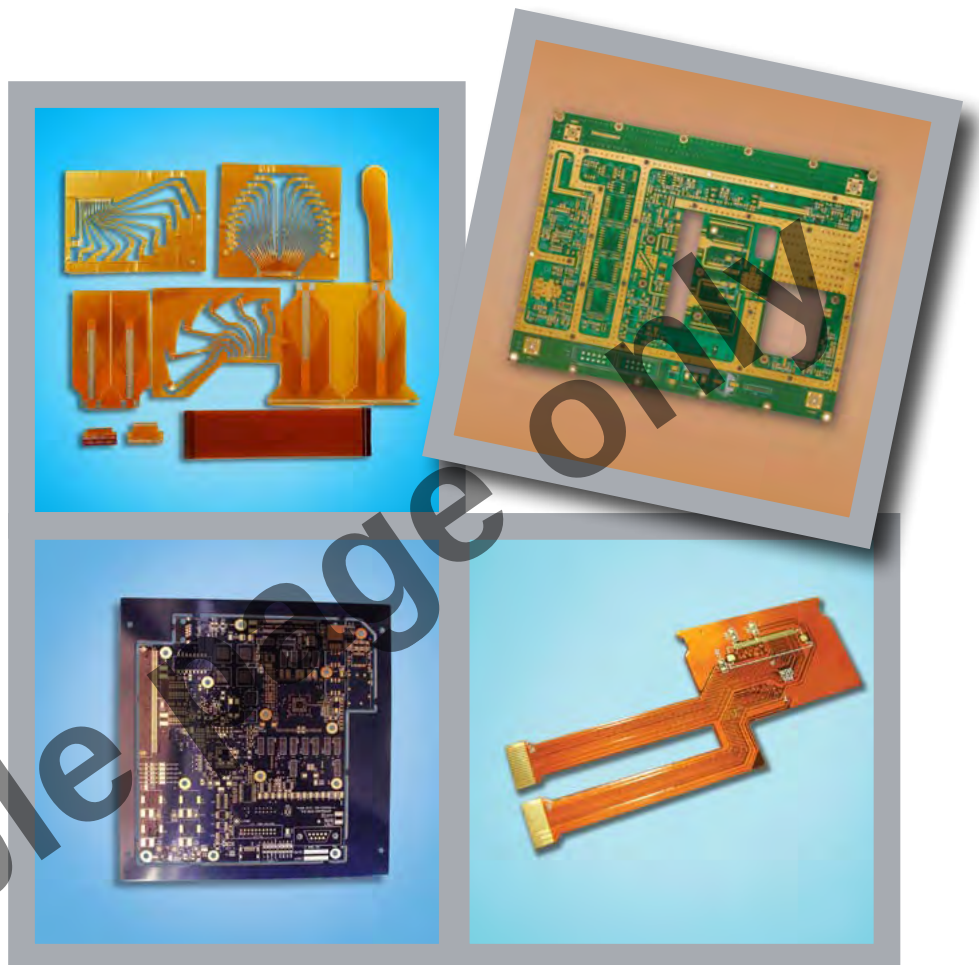
Detailed profiles of 23 companies with verified manufacturing and export credentials

Product gallery

Specifications and full-color images of 63 top-selling products

Industry trends

Coverage of current issues, plus insight into products, pricing, R&D and supply centers



Supplier capability in China

PCBs

China remains the largest manufacturing base for PCBs, representing more than one-third of global sales. The local industry is forecast to keep the lead based on the estimated CAGR of 9 percent until 2014, even surpassing the worldwide 5 percent level.

The strong application markets continue to fuel growth. These include the computer and peripherals, and communications and consumer electronics sectors, which collectively make up about 70 percent of requirement.

To match the miniaturization trend in these fields, PCB makers are boosting the multilayer category, while some large operations venture to more upscale high-density, special-structure and heavy-copper types.

Complementing efforts to advance the industry is the promotion of "green" practices covering manufacturing and waste management.

Key findings

1. The majority of interviewed suppliers plan to increase export prices in the months ahead to keep up with climbing material and labor costs and yuan value. For many, the adjustment will be at least 5 percent.
2. Despite challenges, most companies anticipate higher overseas sales, thanks to robust demand from application markets. More than one-third are looking at a 10 to 20 percent boost and an equal number expect to breach 20 percent.
3. Multilayer PCBs lead with a nearly 50 percent share of total revenue for the line. Further increases are predicted at over 10 percent in coming years.
4. In terms of R&D, makers continue to target higher circuit density to enhance selections. They are adding more layers while reducing the line width and spacing, and hole diameter.
5. Single- and double-sided versions face dimming growth prospects due to the trend for slimmer and lighter weight electronic devices. Their combined share of China's aggregate yield has shrunk to 7 percent and will keep sliding as makers shift focus to other types. Remaining companies capitalize on use in medium-technology devices.
6. As sales-boosting measures, manufacturers accept small-volume and mixed orders, or offer a shorter turnaround time. A few extend services to PCB assembly.
7. Suppliers are exploring emerging markets, including Asia, and Central and South America.

Scope & methodology

This report covers the major products of China's PCB industry, namely aluminum-base, double-sided and multilayer variants. For each category, details about the different types offered, their common features and price determinants are provided.

The Industry Overview elaborates on issues affecting production and exports. It also identifies the common strategies manufacturers are employing to boost sales and enhance overall competitiveness.

To reflect the industry structure, the majority of the suppliers featured in this report are local, privately owned enterprises. Taiwan- and Hong Kong-invested businesses are also covered.

The province of Guangdong is the main production center. Reflecting this structure, 83 percent of featured companies are based there.

To produce this report, Global Sources

interviewed a wide range of suppliers. Rather than focus simply on high-profile makers, we compiled a representative sample of large, midsize and emerging manufacturers. All profiled companies are export-oriented professional suppliers that are verified by Global Sources.

Each supplier is confirmed to be authentic with a legally registered business. All companies are visited three or more times by Global Sources to ensure they are export-ready and have real offices and products.

The listed contact person has been verified to represent the registered company. In each case, companies were required to answer specific questions designed to verify their manufacturing and export credentials.

All profiled suppliers participated in a survey designed to provide insight into price trends, sales outlook and target

markets in the next six to 12 months. All survey questions are single choice. Results were calculated based on the actual number of valid responses to each question.

Global Sources supplier rankings

★★★★★

Suppliers are ranked using a 6-star ranking system. Companies with a higher star ranking provide more business information and verification reports on their Global Sources online homepages.

Suppliers rated 5 or 6 stars have a Credit Check report from First Advantage or Sino-Trust and a Supplier Capability Assessment report provided by Bureau Veritas online.

The rankings are correct at the time of publication and may be subject to change.

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ABP Electronics Ltd



ABP's selection of PCBs consists of single-, double-sided, aluminum-base and multilayer types. The line accounted for 80 percent of the company's total \$19.5 million sales last year.

The supplier produces 1,000sqm of PCBs per month, utilizing 10 percent of its total monthly capacity for the category. The average monthly export volume is 600sqm, which are shipped

to North America, Europe, the Asia-Pacific region and the Middle East.

Overseas revenue is expected to increase by less than 10 percent in the next 12 months as the supplier boosts presence in the EU. The area absorbs 50 percent of outbound deliveries at present.

The manufacturer plans to augment capital expenditure by as much as 50 percent.

Company facts

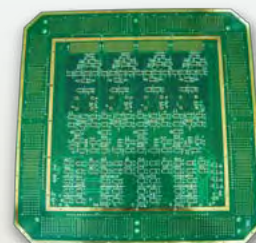
Year established	2004
Business type	Manufacturer
Company ownership	Mainland China-owned
Head office location	Shenzhen (Guangdong)
Factory location(s)	Huizhou, Meizhou (Guangdong)
No. of full-time employees	500
Annual sales (all products)	\$19.5mn
Annual R&D spending	\$1.4mn

Sales & output: PCBs

Annual sales	\$15.6mn
Share of total sales	80%
Annual export sales	\$12.4mn
Total monthly capacity	10,000sqm
Average monthly output	1,000sqm
Capacity utilized	10%
Average monthly exports	600sqm
Export ratio	60%

Contact details

Business contact	HU Winnie
Phone	(86-755) 2605-4178
Fax	(86-755) 2643-5488
E-mail	order@abp.net.cn abp@globalsources.com
URL	www.abp.net.cn www.globalsources.com/abp.co
Address	6F, 4th Block, Zhuguang Chuangxin Science & Technology Park, Zhuguang Road, Xili, Nanshan, Shenzhen, Guangdong, China

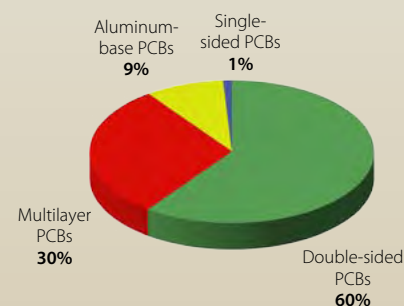


Model: ABP-ML-12

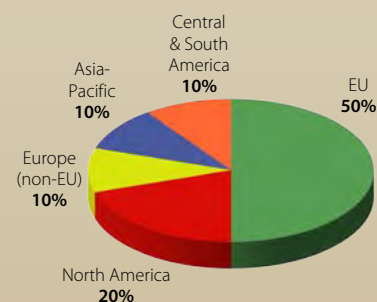
Description: Multilayer; 12 layers; FR-4 base material, 2oz per layer; 30µin hard gold surface finish; 4mil line width/spacing; 4.8mm board thickness; for industry control products

See more popular export models in the [Product Gallery](#).

Exports by product

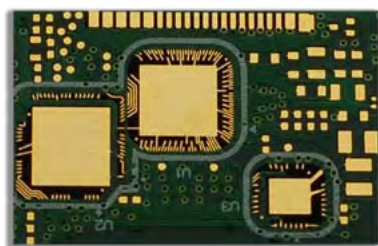


Exports by market



PRODUCT GALLERY

Single- & double-sided PCBs



Dongguan Hong Yuen

(profile page 21)

Model: HY071

MOQ: 10sqm

Description: Double-sided; two layers; FR-4 base material; flash gold surface finish; green solder mask; 2.6mil line width/spacing; 0.2mm minimum hole diameter; 0.2mm board thickness; aluminum wire bonding; for COBs



Elecsound

(profile page 22)

Model: Double-sided PCB

MOQ: 1sqm

Description: Double-sided; two layers; rigid; FR-4 base material; lead-free HASL surface finish; green solder mask; 3.9mil line width/spacing; 0.3mm hole diameter; 1.6mm board thickness; 230 to 260 C soldering temperature; for RF products; UL, RoHS



Elecsound

(profile page 22)

Model: Single-sided PCB

MOQ: 1sqm

Description: Single-sided; one layer; rigid; FR-4 base material; lead-free immersion gold surface finish; green solder mask; 3.9mil line width/spacing; 0.3mm hole diameter; 1.6mm board thickness; 230 to 260 C soldering temperature; for RF products; UL, RoHS



Moko

(profile page 26)

Model: MK-PCB-101802

MOQ: 1sqm

Description: Double-sided; two layers; FR-4 base material; immersion gold surface finish; green solder mask; 8.1mil line width, 6.2mil spacing; 0.3mm minimum hole diameter; 85x76mm board size, 1.6mm thickness; dust-, fire-, water-resistant



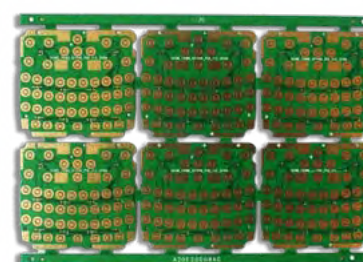
Shenzhen Grande

(profile page 30)

Model: 5-PCB-TY-026

MOQ: 0.5sqm

Description: Double-sided; two layers; FR-4 base material; lead-free HASL surface finish; green solder mask; 2mm board, 3oz copper thickness; UL, RoHS



Shenzhen Pinshun

(profile page 31)

Model: PS-03

MOQ: 30sqm

Description: Double-sided; two layers; FR-4 base material; electroless plating gold surface finish; green solder mask; 7.9mil line width/spacing; 0.2mm minimum hole diameter; 114.8x148mm board size, 0.5mm thickness; half via board; for mobile phones; UL, RoHS

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