



QUARTERLY TREND STATISTICS

Q2-2019

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International
Distribution of
Electronics
Association



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| 10 | • Quarterly Total Electronic Component Bookings/Billings | UK & Eire | £ |
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| 12 | • Quarterly Total Electronic Component Bookings/Billings | Italy | € |
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| 15 | • Quarterly Passive Component Bookings/Billings | Germany | € |
| 16 | • Quarterly Electromechanical & Other Component Bookings/Billings | Germany | € |
| 16 | • Quarterly Total Electronic Component Bookings/Billings | Germany | € |
| 17 | • Quarterly Semiconductor Bookings/Billings | Switzerland | € |
| 17 | • Quarterly Passive Component Bookings/Billings | Switzerland | € |
| 18 | • Quarterly Electromechanical & Other Component Bookings/Billings | Switzerland | € |
| 18 | • Quarterly Total Electronic Component Bookings/Billings | Switzerland | € |
| 19 | • Quarterly Semiconductor Bookings/Billings | Austria | |
| 19 | • Quarterly Passive Component Bookings/Billings | Austria | |

| | | | |
|----|---|--|------|
| 20 | • Quarterly Electromechanical & Other Component Bookings/Billings | Austria | |
| 20 | • Quarterly Total Electronic Component Bookings/Billings | Austria | |
| 21 | • Quarterly Semiconductor Bookings/Billings | France, UK & Eire, Italy, Nordic, Germany, Switzerland and Austria | € |
| 21 | • Quarterly Passive Component Bookings/Billings | France, UK & Eire, Italy, Nordic, Germany, Switzerland and Austria | € |
| 22 | • Quarterly Electromechanical & Other Component Bookings/Billings | France, UK & Eire, Italy, Nordic, Germany, Switzerland and Austria | € |
| 22 | • Quarterly Total Electronic Component Bookings/Billings | France, UK & Eire, Italy, Nordic, Germany, Switzerland and Austria | € |
| 23 | • Quarterly Semiconductor Bookings/Billings | France, UK & Eire, Italy, Nordic, Germany, Switzerland and Austria | US\$ |
| 23 | • Quarterly Passive Component Bookings/Billings | France, UK & Eire, Italy, Nordic, Germany, Switzerland and Austria | US\$ |
| 24 | • Quarterly Electromechanical & Other Component Bookings/Billings | France, UK & Eire, Italy, Nordic, Germany, Switzerland and Austria | US\$ |
| 24 | • Quarterly Total Electronic Component Bookings/Billings | France, UK & Eire, Italy, Nordic, Germany, Switzerland and Austria | US\$ |



CONSOLIDATED QUARTERLY TREND STATISTICS 2015-2017 UK, FRANCE, ITALY, NORDIC and GERMANY

PERIOD: Q2 – 2019 ISSUED: 1st August 2019

Introduction

The International Distribution of Electronics Association is committed to improving communication between member countries and the attached package of statistical data covering Italy, France, UK, Nordic, Germany, Switzerland and Austria. Switzerland and Austrian data has been included from Q3 2015 and has been historically back dated to Q1 2012. This comprises regular quarterly trend information in the same format.

The consolidation has been carried out by *ecsn* (afdec) in the UK and any queries should be addressed to:-

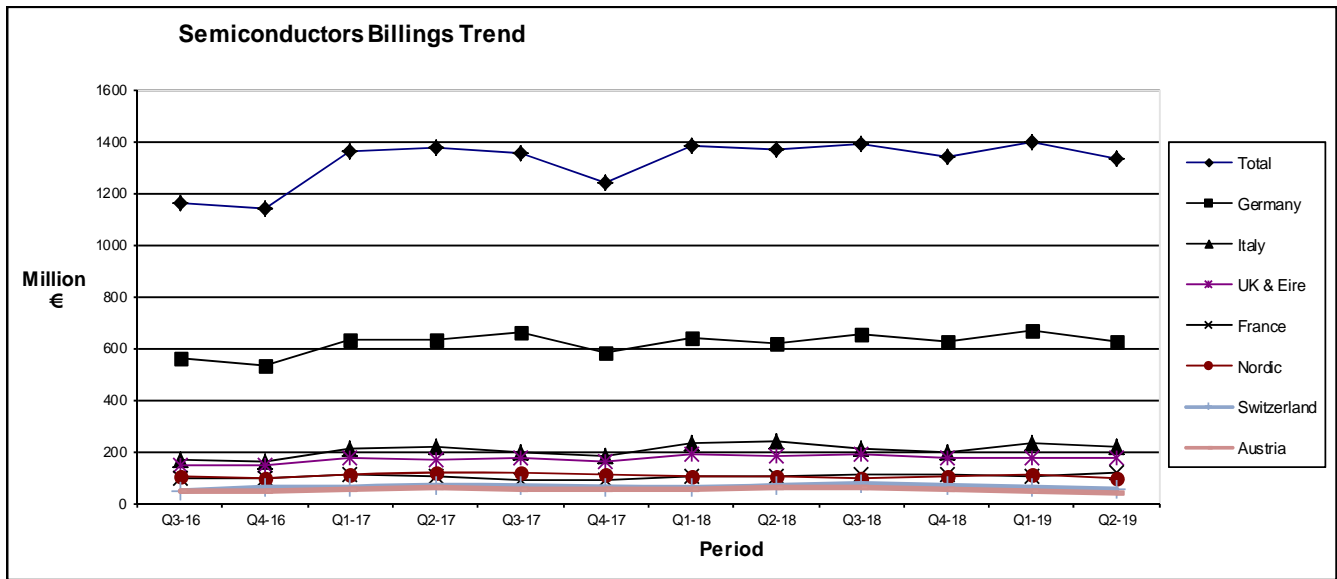
Graham Waite
Telephone: 44 (0) 1763 274748
Email: enquiries@ecsn-uk.org

The trend statistics include data compiled by SPDEI (France), ASSODEL (Italy), *ecsn* (UK/Eire & NORDIC) and FBDI (Germany). The numbers shown represent the **actual** sales by member companies so reflect an accurate trend. It should be noted that revisions have been made to the UK, Nordic and Italian data to reflect changes to contributors inputs.

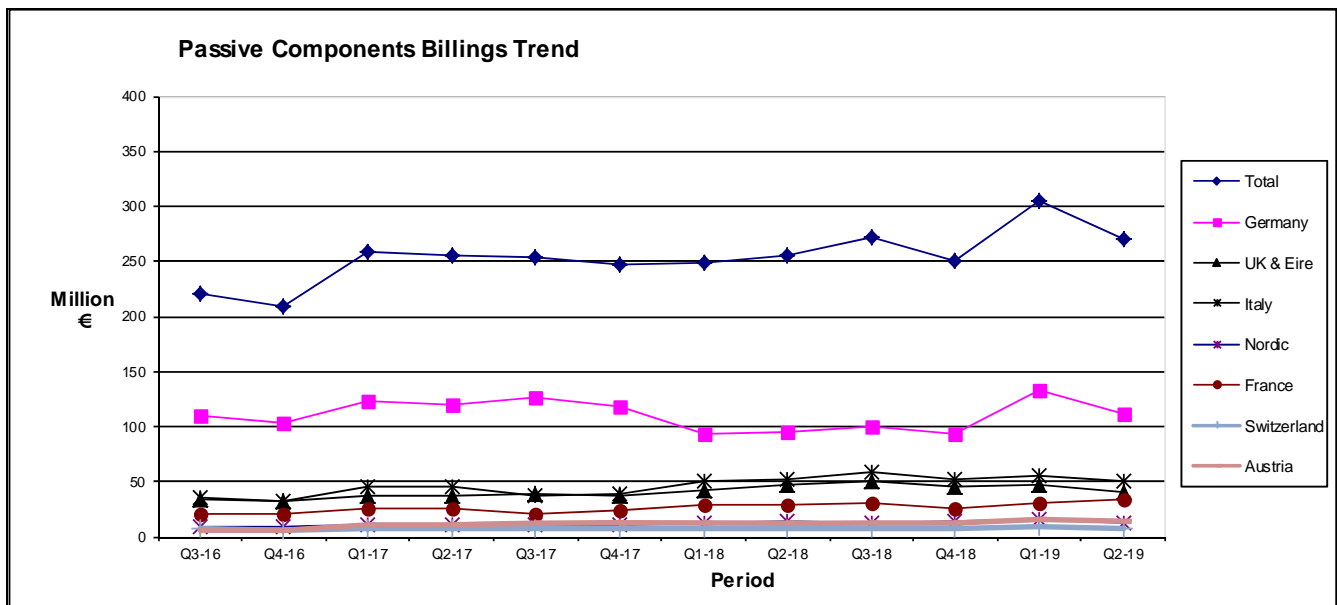
| COUNTRY | Association | Approx. DTAM 2017 (Distribution Total Available Market) | Summation of Association Members Returns 2017 | Approx. Share of DTAM (Distribution Total Available Market) represented by Association's Members 2017 |
|-------------|--------------------|---|---|---|
| France | SPDEI | €197 Mill | €74 Mill | 73% |
| UK & Eire | <i>ecsn</i> /afdec | €1570 Mill | €319 Mill | 84% |
| Italy | ASSODEL | €1549 Mill | €162 Mill | 75% |
| Nordic | <i>ecsn</i> /afdec | €1526 Mill | €641 Mill | 42% |
| Germany | FBDI | €143 Mill | €600 Mill | 70% |
| Switzerland | FBDI | €57 Mill | €301 Mill | 54% |
| Austria | FBDI | €44 Mill | €262 Mill | 59% |

Please note. This table will be updated for the Q3 2019 report

IMPORTANT NOTE: To ensure that exchange rate variations do not confuse the trend, the exchange rates shown are the average 2018 Local currency/€conversion rates. The 2018 average rates are: UK Pound/€0.8850, Danish Krona/€7.4550, Norwegian Krona/€9.6070, Swedish Krona/€10.2630. US \$ to €conversions are made at the average 2018 rate of 1.1810 (0.8467).

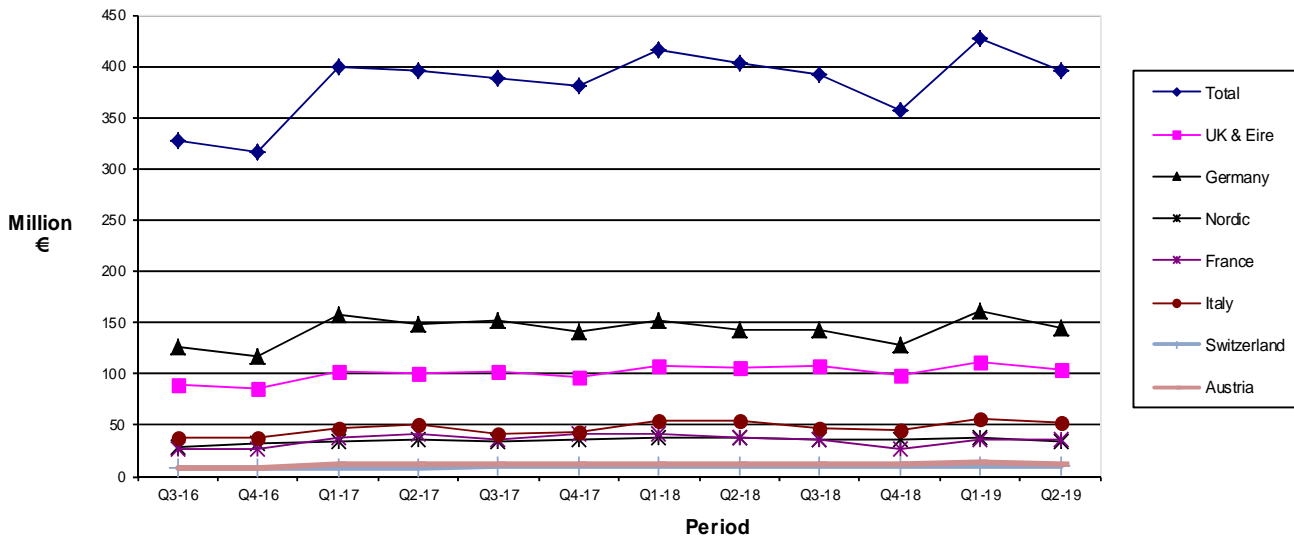


| | Q3-16 | Q4-16 | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 |
|----------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Total | 1164 | 1138 | 1358 | 1375 | 1351 | 1241 | 1380 | 1371 | 1387 | 1337 | 1397 | 1330 |
| Germany | 561 | 532 | 635 | 636 | 659 | 585 | 642 | 620 | 652 | 623 | 668 | 623 |
| Italy | 167 | 161 | 213 | 221 | 195 | 184 | 229 | 239 | 208 | 198 | 233 | 220 |
| UK & Eire | 145 | 148 | 172 | 168 | 173 | 157 | 190 | 180 | 189 | 177 | 176 | 178 |
| France | 98 | 97 | 113 | 102 | 92 | 91 | 104 | 104 | 109 | 114 | 104 | 117 |
| Nordic | 101 | 98 | 109 | 120 | 116 | 111 | 101 | 104 | 98 | 106 | 109 | 99 |
| Switzerland | 48 | 58 | 63 | 69 | 64 | 62 | 58 | 65 | 72 | 66 | 61 | 52 |
| Austria | 44 | 43 | 54 | 60 | 52 | 52 | 56 | 58 | 59 | 53 | 45 | 41 |



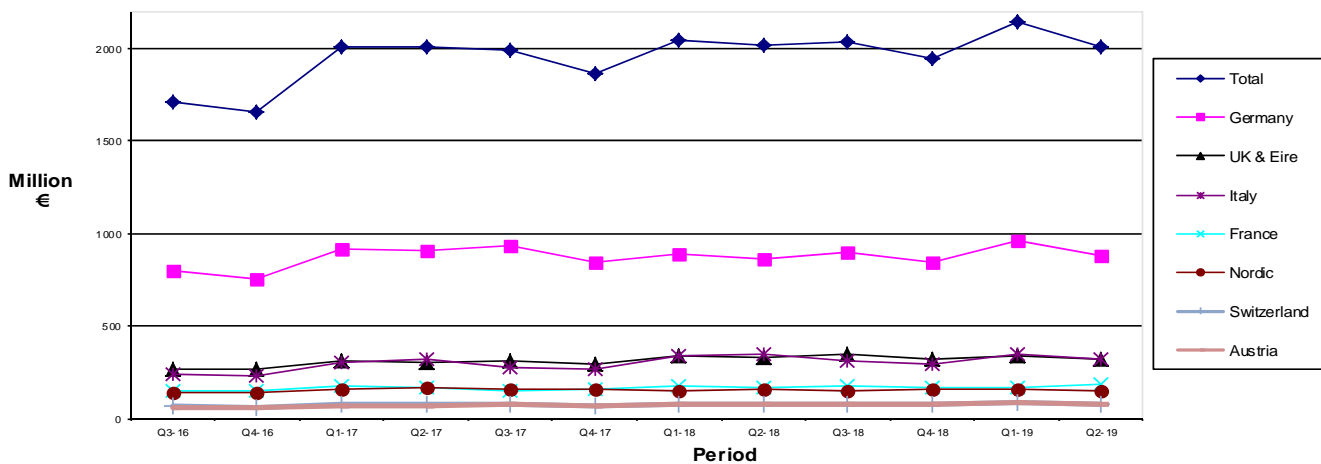
| | Q3-16 | Q4-16 | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 |
|----------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Total | 221 | 208 | 259 | 256 | 254 | 247 | 248 | 256 | 271 | 251 | 306 | 270 |
| Germany | 110 | 103 | 123 | 120 | 126 | 119 | 94 | 95 | 100 | 93 | 132 | 112 |
| UK & Eire | 33 | 32 | 37 | 37 | 39 | 36 | 42 | 47 | 50 | 45 | 48 | 41 |
| Italy | 35 | 32 | 45 | 45 | 38 | 38 | 51 | 52 | 58 | 52 | 56 | 50 |
| Nordic | 9 | 9 | 10 | 11 | 11 | 12 | 13 | 14 | 13 | 14 | 15 | 13 |
| France | 21 | 20 | 26 | 25 | 21 | 23 | 29 | 29 | 30 | 26 | 30 | 33 |
| Switzerland | 7 | 6 | 7 | 7 | 7 | 7 | 7 | 7 | 7 | 8 | 9 | 7 |
| Austria | 6 | 6 | 11 | 11 | 12 | 12 | 13 | 13 | 13 | 13 | 16 | 14 |

Electromechanical & Other Components Billings Trend



| | Q3-16 | Q4-16 | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 |
|----------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Total | 327 | 317 | 400 | 396 | 388 | 381 | 416 | 403 | 392 | 357 | 426 | 395 |
| UK & Eire | 89 | 87 | 102 | 100 | 102 | 97 | 107 | 105 | 108 | 99 | 111 | 105 |
| Germany | 126 | 117 | 157 | 148 | 152 | 141 | 152 | 144 | 143 | 127 | 162 | 144 |
| Nordic | 29 | 33 | 35 | 36 | 35 | 36 | 37 | 38 | 36 | 36 | 37 | 35 |
| France | 27 | 28 | 38 | 41 | 37 | 41 | 41 | 38 | 36 | 27 | 35 | 36 |
| Italy | 38 | 37 | 48 | 51 | 42 | 44 | 55 | 55 | 47 | 45 | 57 | 53 |
| Switzerland | 9 | 8 | 9 | 9 | 9 | 9 | 10 | 10 | 9 | 9 | 10 | 10 |
| Austria | 9 | 8 | 12 | 12 | 11 | 12 | 13 | 13 | 13 | 13 | 14 | 12 |

Total Electronic Components Billings Trend



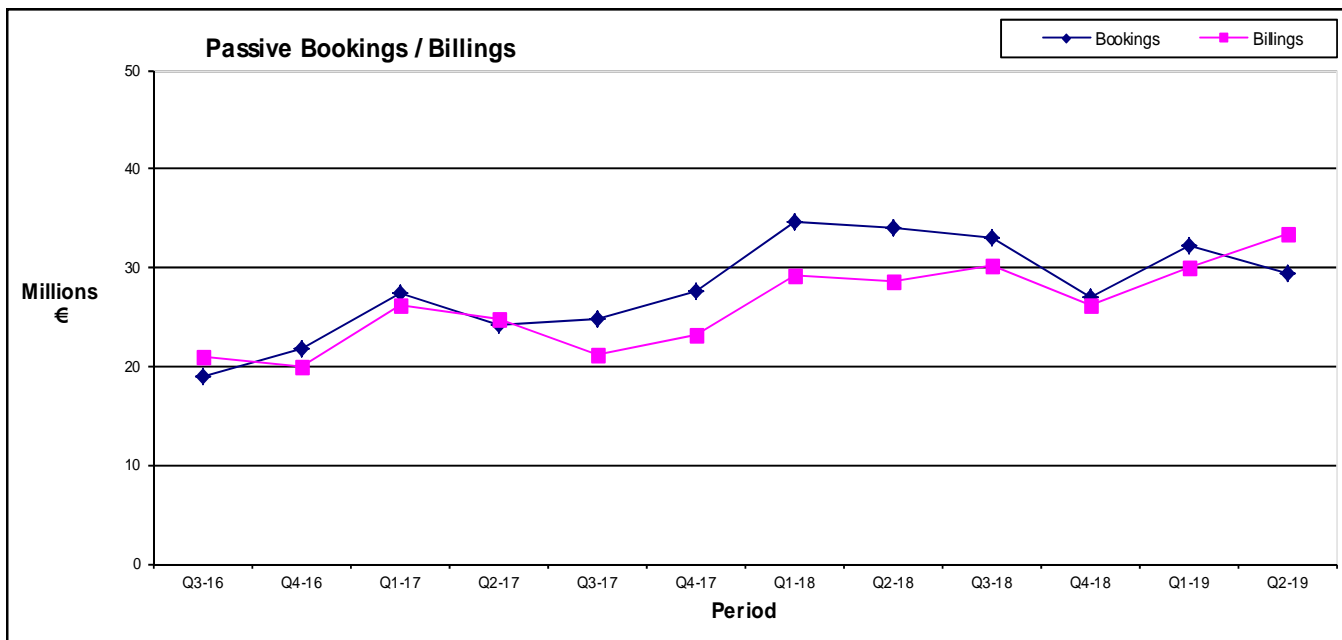
| | Q3-16 | Q4-16 | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 |
|----------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Total | 1712 | 1656 | 2004 | 2005 | 1991 | 1859 | 2042 | 2015 | 2034 | 1941 | 2145 | 2009 |
| Germany | 797 | 752 | 914 | 904 | 937 | 845 | 889 | 858 | 895 | 844 | 962 | 879 |
| UK & Eire | 268 | 267 | 311 | 305 | 314 | 291 | 339 | 332 | 347 | 321 | 335 | 323 |
| Italy | 240 | 231 | 306 | 316 | 274 | 266 | 334 | 346 | 313 | 294 | 345 | 323 |
| France | 146 | 145 | 177 | 168 | 150 | 155 | 175 | 171 | 176 | 168 | 170 | 187 |
| Nordic | 138 | 140 | 154 | 167 | 161 | 159 | 151 | 156 | 147 | 156 | 161 | 147 |
| Switzerland | 69 | 62 | 73 | 76 | 80 | 72 | 76 | 75 | 80 | 80 | 88 | 77 |
| Austria | 55 | 59 | 70 | 70 | 75 | 71 | 79 | 77 | 77 | 78 | 84 | 74 |



FRANCE

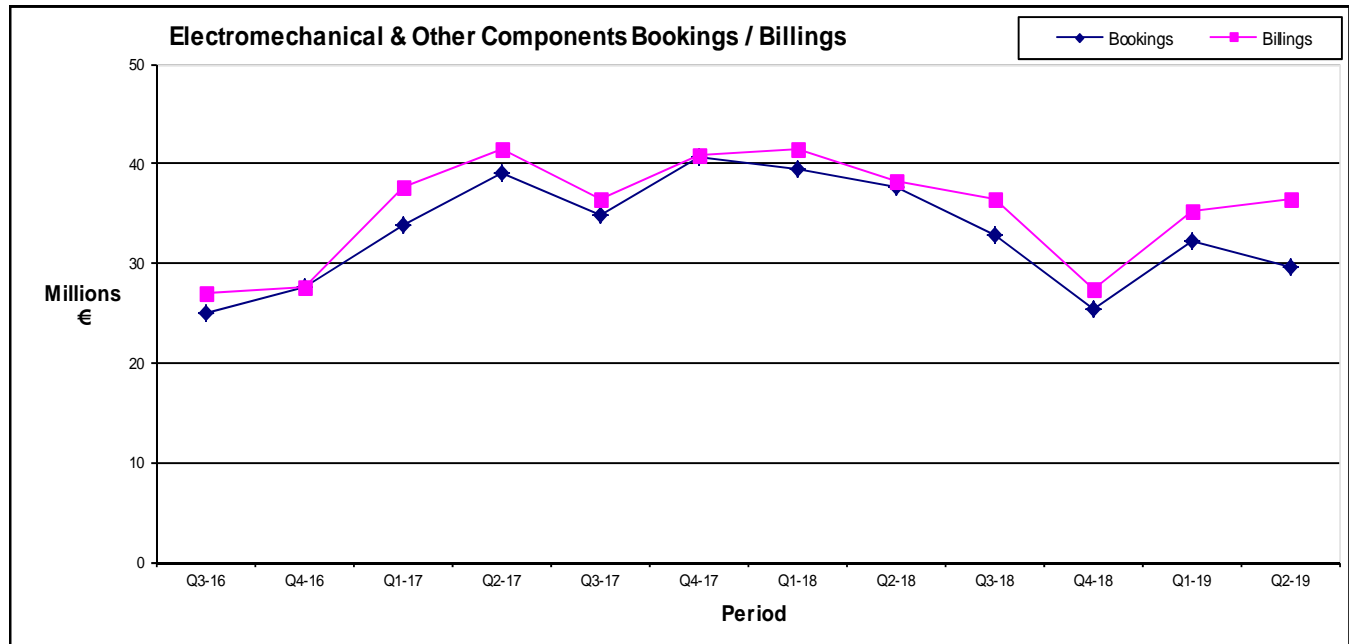


| | Q3-16 | Q4-16 | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 |
|-----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Bookings | 95 | 106 | 120 | 108 | 98 | 105 | 119 | 109 | 99 | 107 | 102 | 110 |
| Billings | 98 | 97 | 113 | 102 | 92 | 91 | 104 | 104 | 109 | 114 | 104 | 117 |

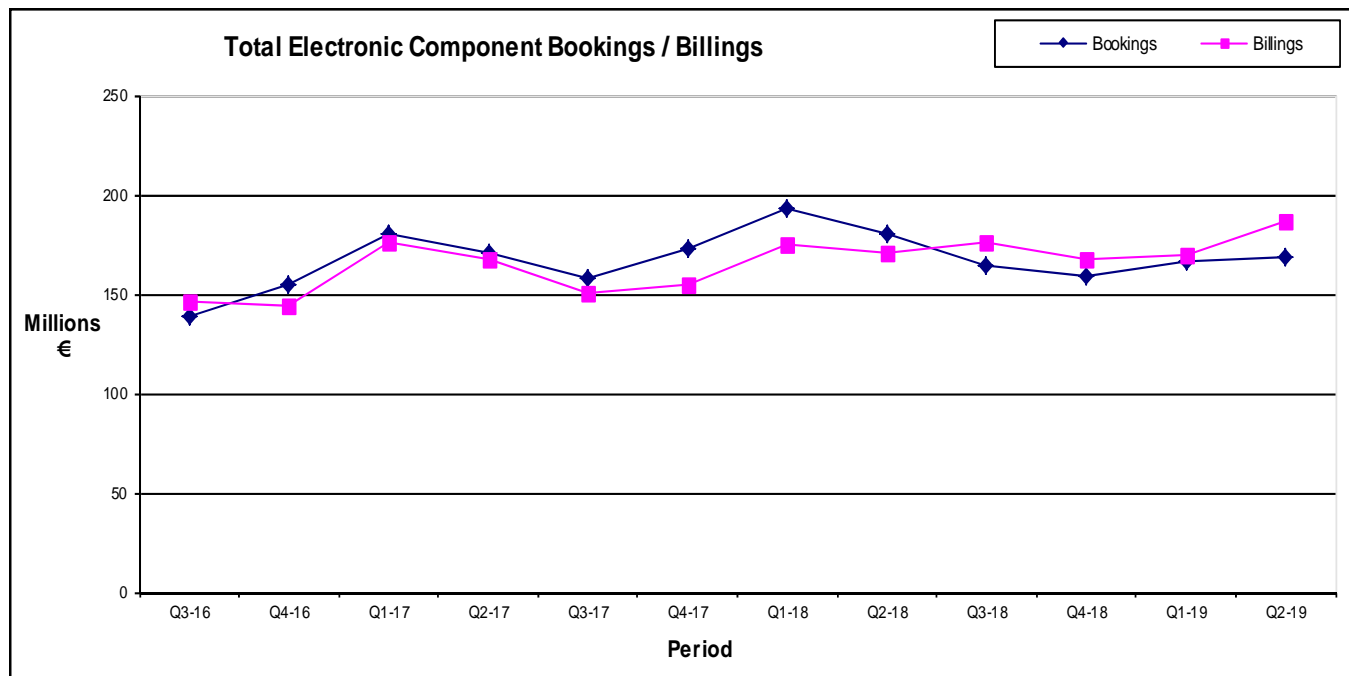


| | Q3-16 | Q4-16 | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 |
|-----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Bookings | 19 | 22 | 27 | 24 | 25 | 28 | 35 | 34 | 33 | 27 | 32 | 29 |
| Billings | 21 | 20 | 26 | 25 | 21 | 23 | 29 | 29 | 30 | 26 | 30 | 33 |

FRANCE

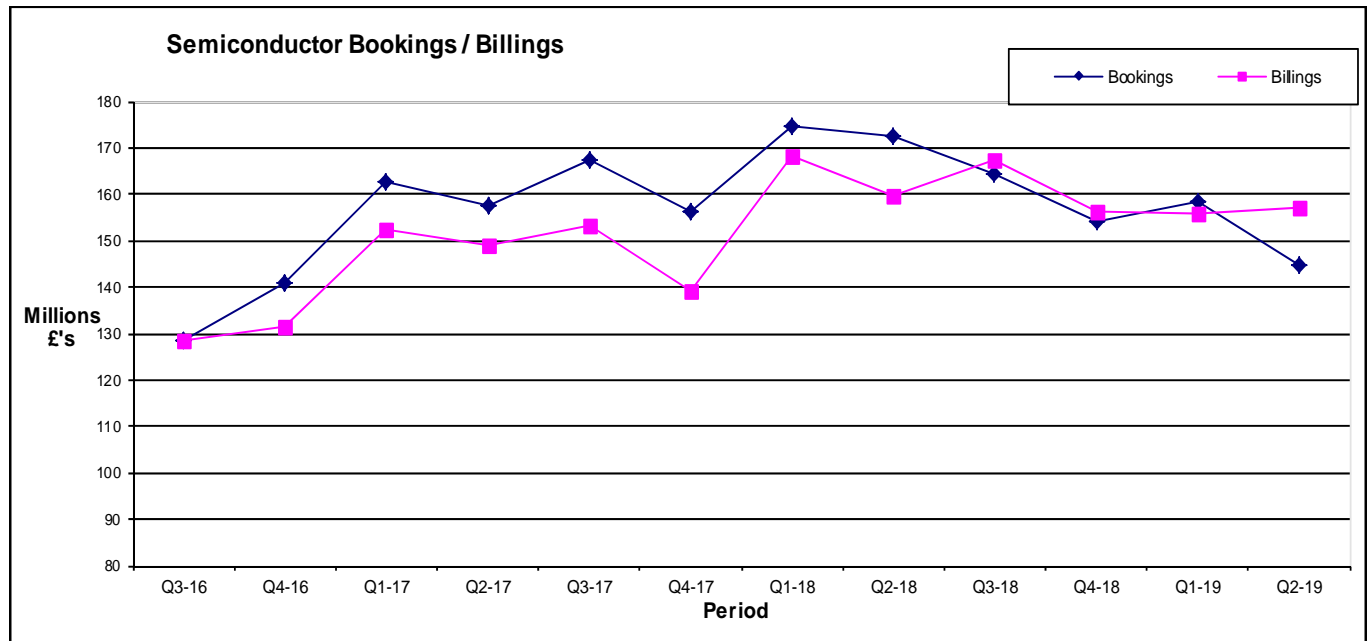


| | Q3-16 | Q4-16 | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 |
|-----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Bookings | 25 | 28 | 34 | 39 | 35 | 41 | 39 | 38 | 33 | 25 | 32 | 30 |
| Billings | 27 | 28 | 38 | 41 | 37 | 41 | 41 | 38 | 36 | 27 | 35 | 36 |

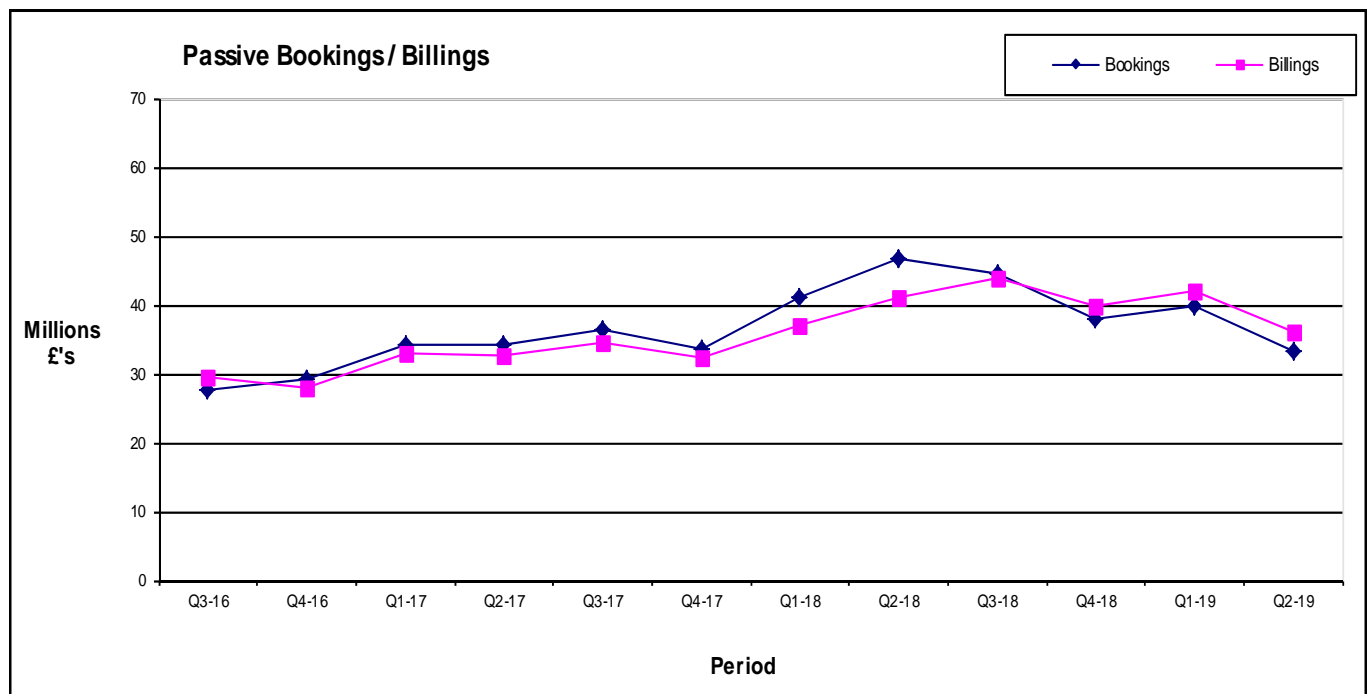


| | Q3-16 | Q4-16 | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 |
|-----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Bookings | 139 | 155 | 181 | 171 | 158 | 173 | 193 | 181 | 165 | 159 | 167 | 169 |
| Billings | 146 | 145 | 177 | 168 | 150 | 155 | 175 | 171 | 176 | 168 | 170 | 187 |

UK & Eire

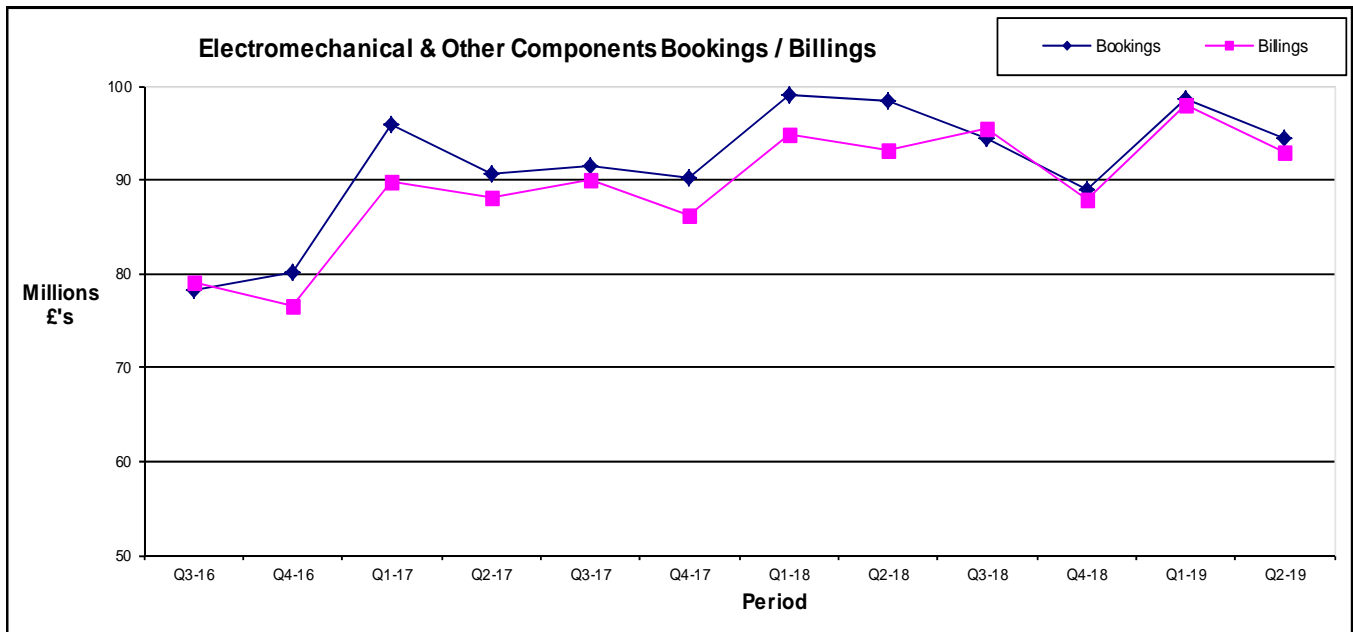


| | Q3-16 | Q4-16 | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 |
|-----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Bookings | 128 | 141 | 163 | 158 | 167 | 156 | 175 | 172 | 164 | 154 | 159 | 145 |
| Billings | 128 | 131 | 152 | 149 | 153 | 139 | 168 | 160 | 168 | 156 | 156 | 157 |

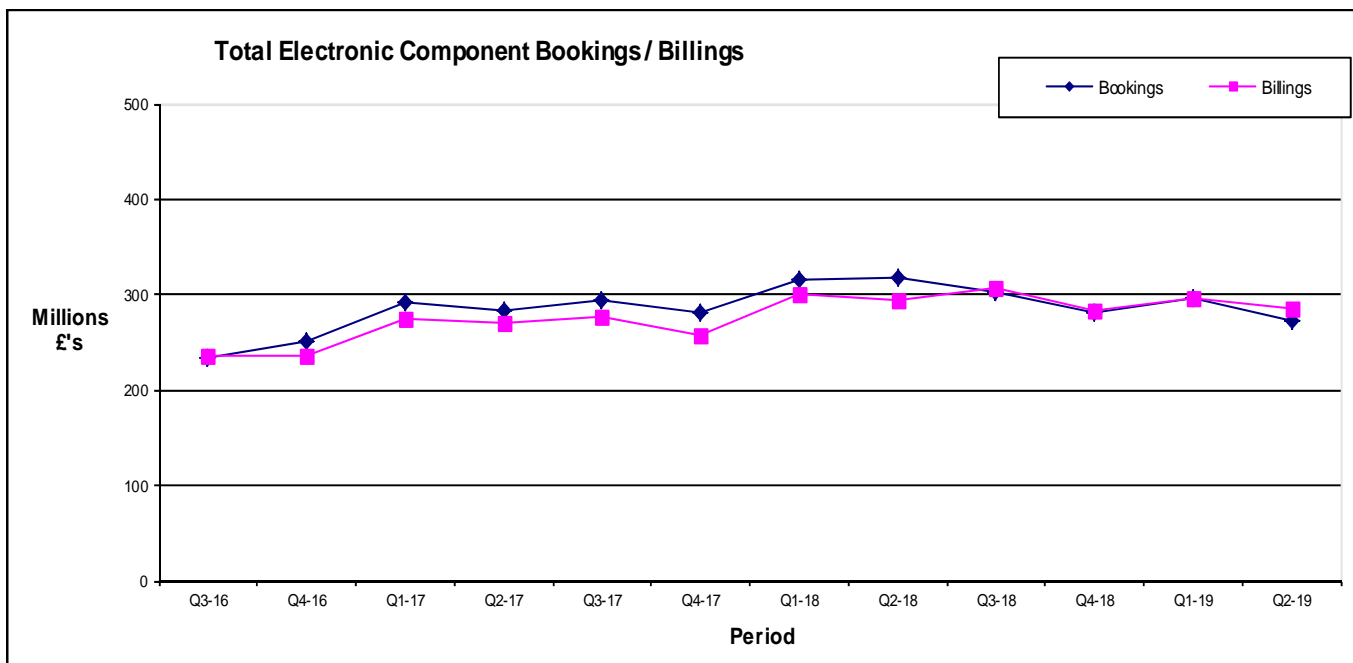


| | Q3-16 | Q4-16 | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 |
|-----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Bookings | 28 | 29 | 34 | 34 | 36 | 34 | 41 | 47 | 45 | 38 | 40 | 33 |
| Billings | 29 | 28 | 33 | 33 | 35 | 32 | 37 | 41 | 44 | 40 | 42 | 36 |

UK & Eire

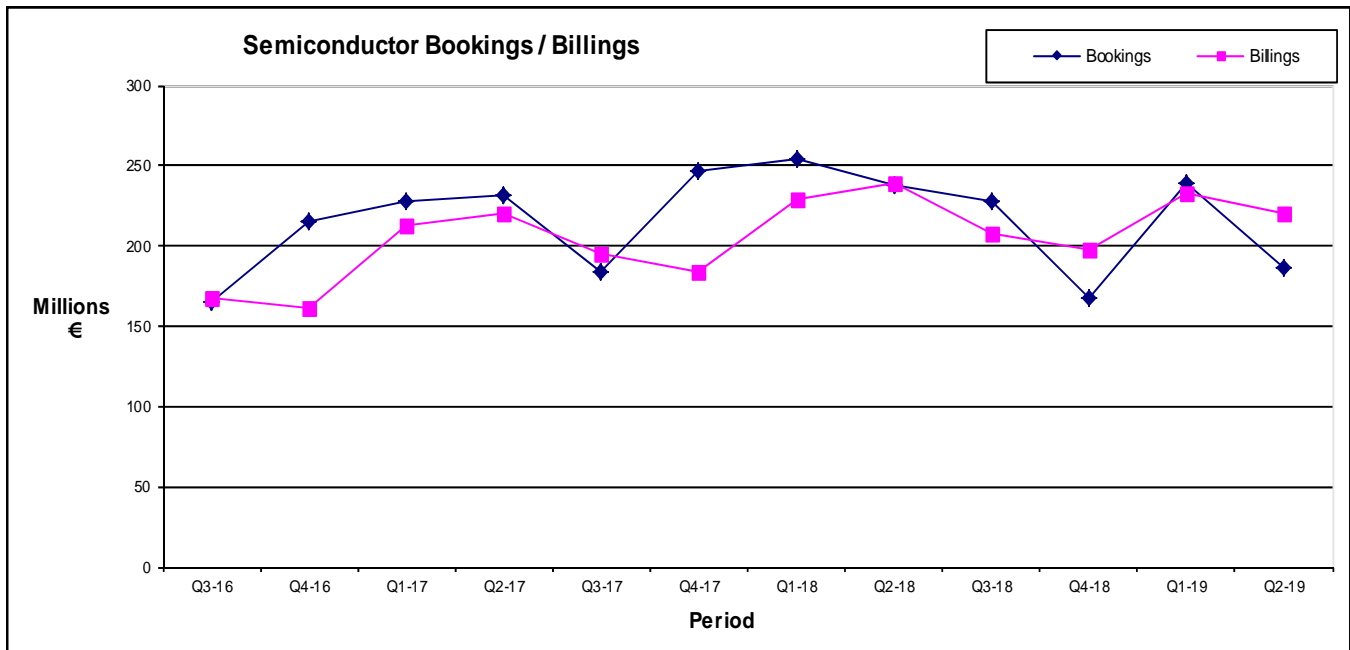


| | Q3-16 | Q4-16 | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 |
|-----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Bookings | 78 | 80 | 96 | 91 | 91 | 90 | 99 | 98 | 94 | 89 | 99 | 94 |
| Billings | 79 | 77 | 90 | 88 | 90 | 86 | 95 | 93 | 96 | 88 | 98 | 93 |

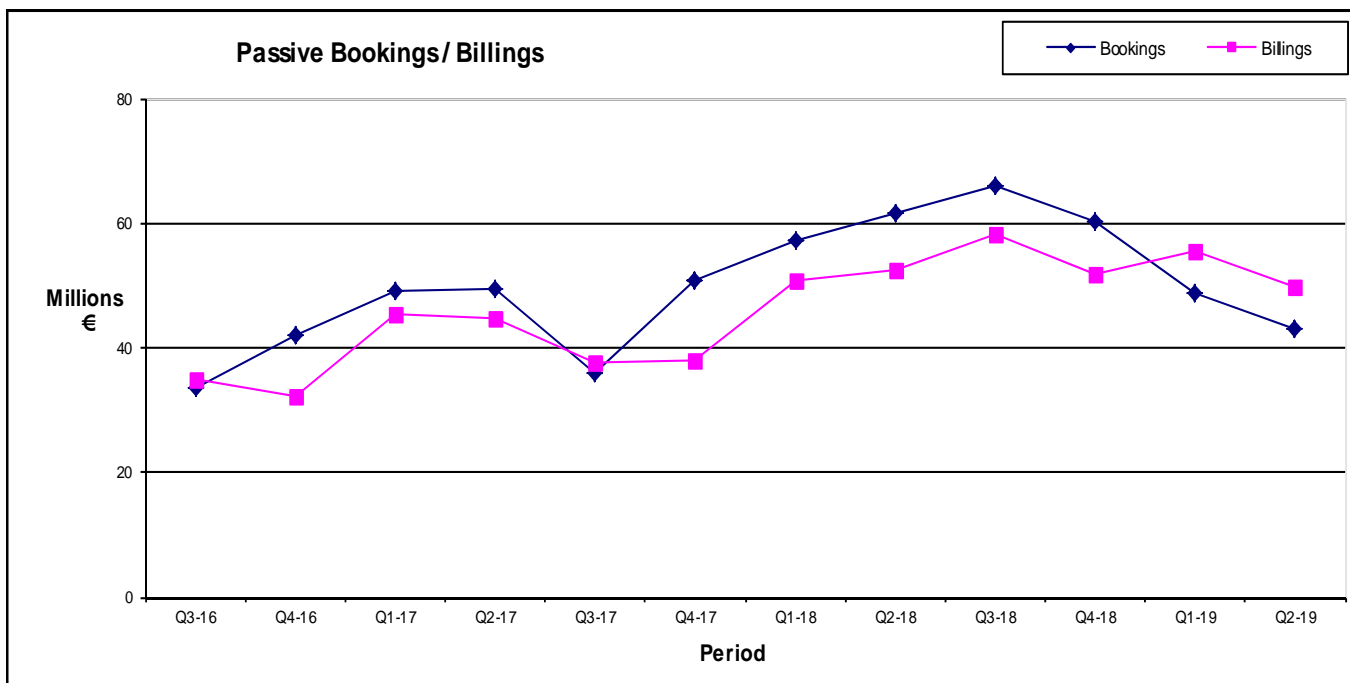


| | Q3-16 | Q4-16 | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 |
|-----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Bookings | 234 | 250 | 293 | 283 | 295 | 280 | 315 | 318 | 304 | 281 | 297 | 272 |
| Billings | 237 | 236 | 275 | 270 | 278 | 257 | 300 | 294 | 307 | 284 | 296 | 286 |

ITALY

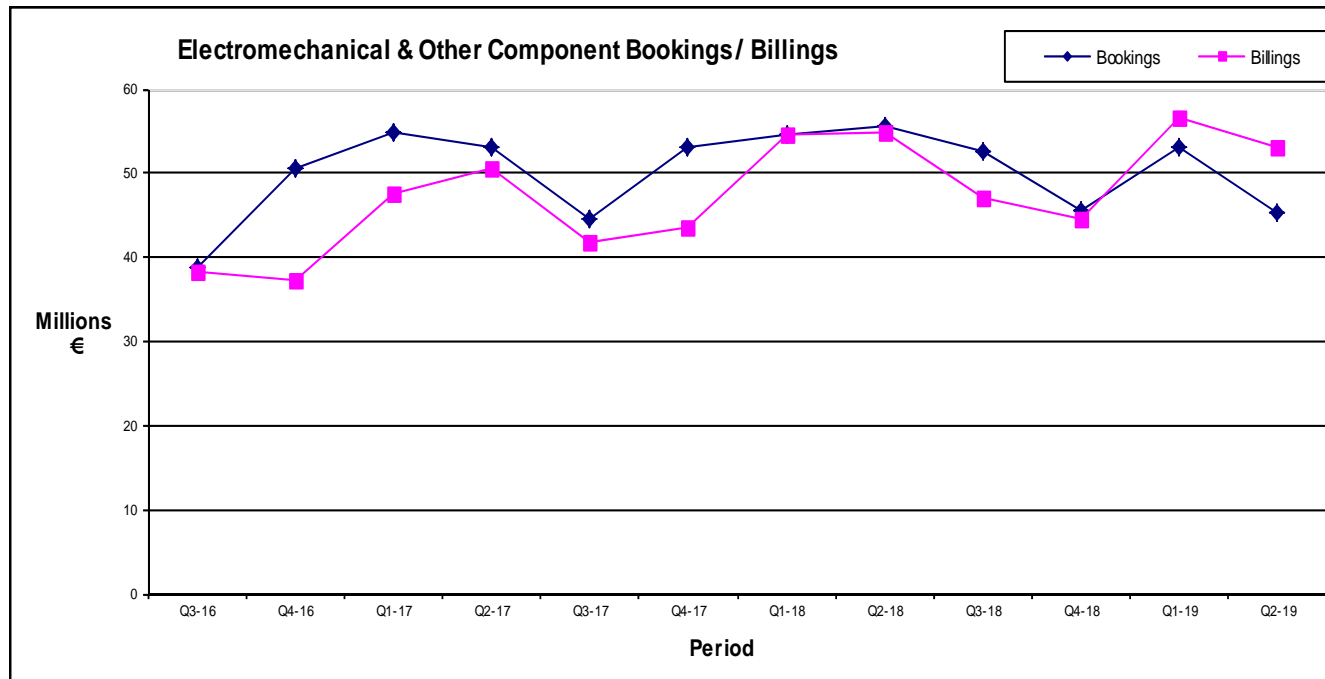


| | Q3-16 | Q4-16 | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 |
|-----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Bookings | 165 | 215 | 227 | 232 | 184 | 247 | 255 | 237 | 227 | 167 | 239 | 186 |
| Billings | 167 | 161 | 213 | 221 | 195 | 184 | 229 | 239 | 208 | 198 | 233 | 220 |

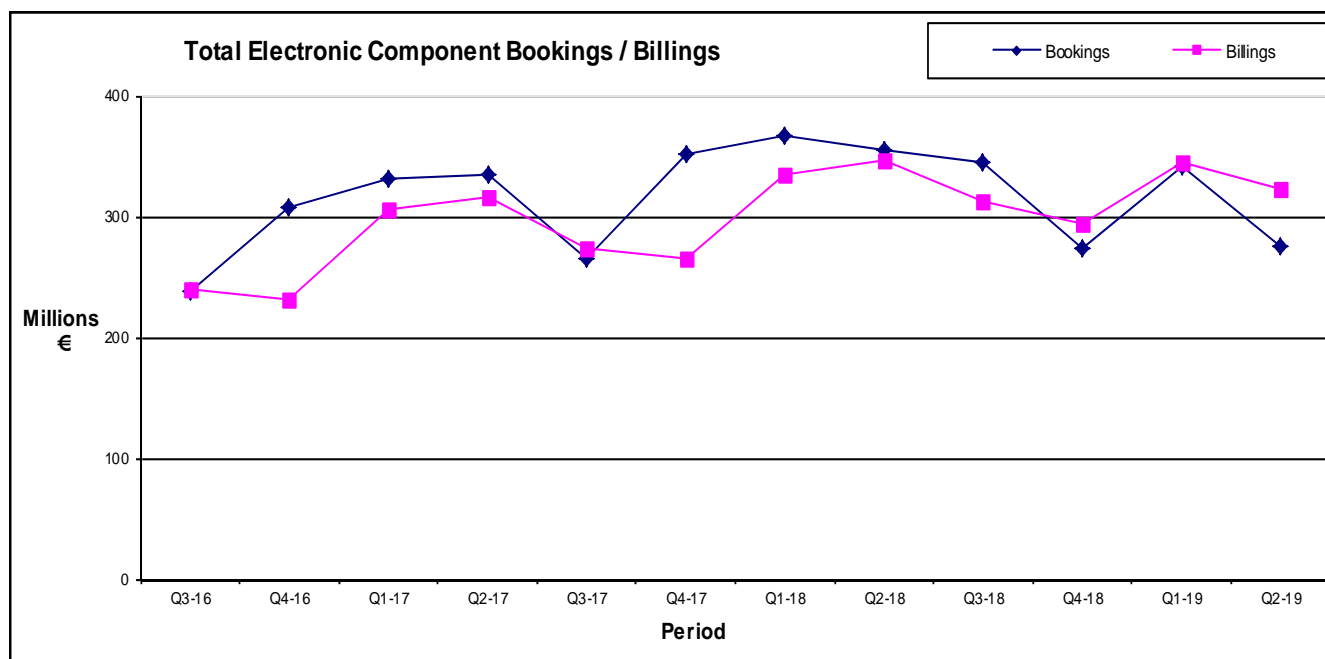


| | Q3-16 | Q4-16 | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 |
|-----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Bookings | 34 | 42 | 49 | 50 | 36 | 51 | 57 | 62 | 66 | 60 | 49 | 43 |
| Billings | 35 | 32 | 45 | 45 | 38 | 38 | 51 | 52 | 58 | 52 | 56 | 50 |

ITALY

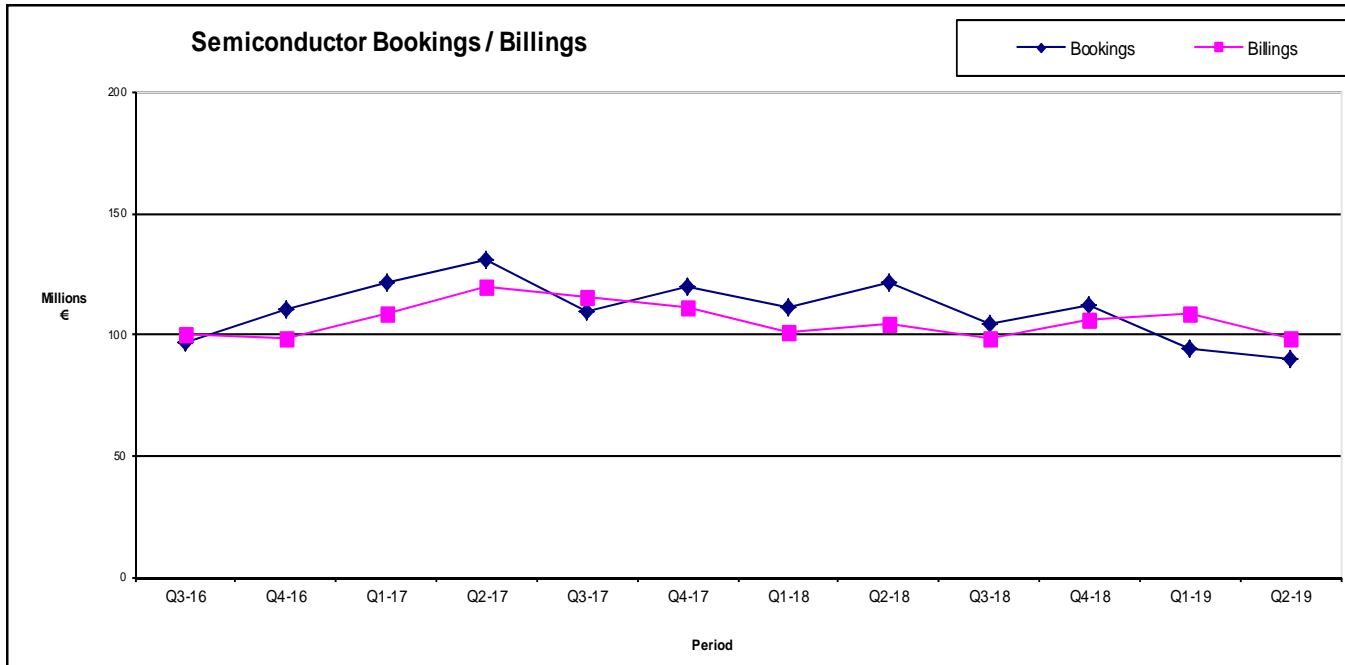


| | Q3-16 | Q4-16 | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 |
|-----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Bookings | 39 | 51 | 55 | 53 | 44 | 53 | 55 | 56 | 52 | 46 | 53 | 45 |
| Billings | 38 | 37 | 48 | 51 | 42 | 44 | 55 | 55 | 47 | 45 | 57 | 53 |

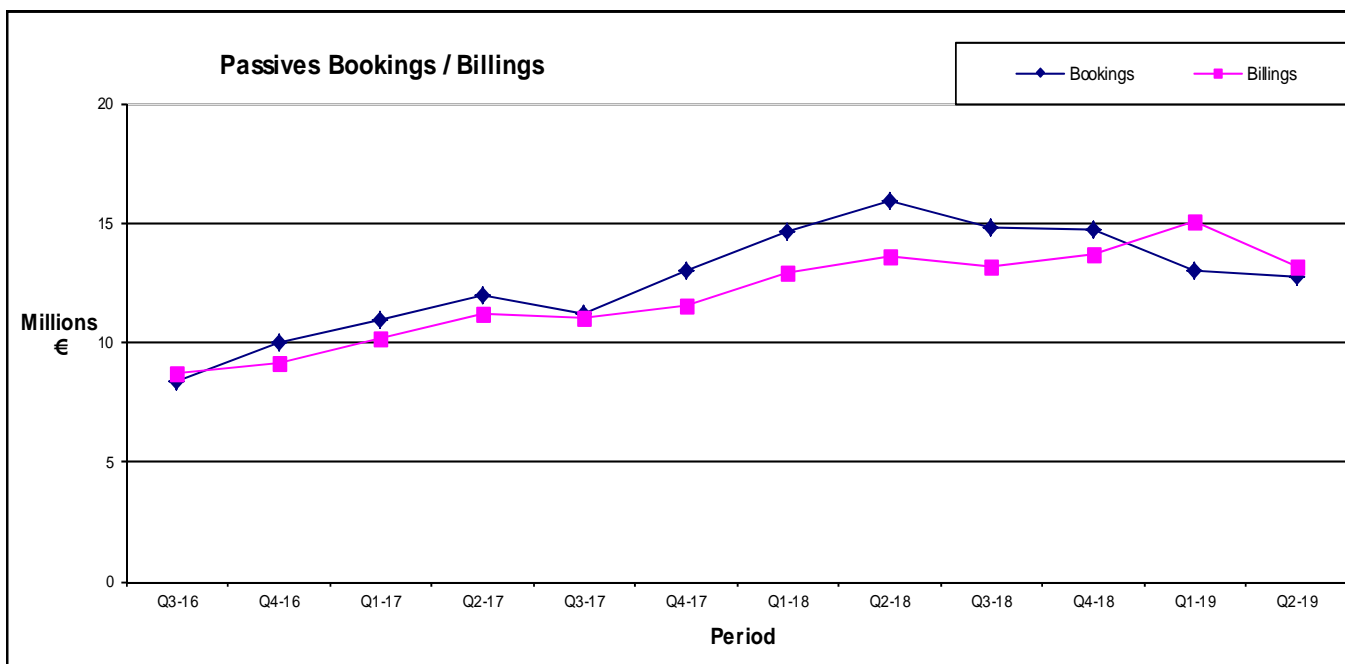


| | Q3-16 | Q4-16 | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 |
|-----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Bookings | 237 | 308 | 331 | 335 | 265 | 351 | 367 | 355 | 346 | 273 | 341 | 275 |
| Billings | 240 | 231 | 306 | 316 | 274 | 266 | 334 | 346 | 313 | 294 | 345 | 323 |

NORDIC

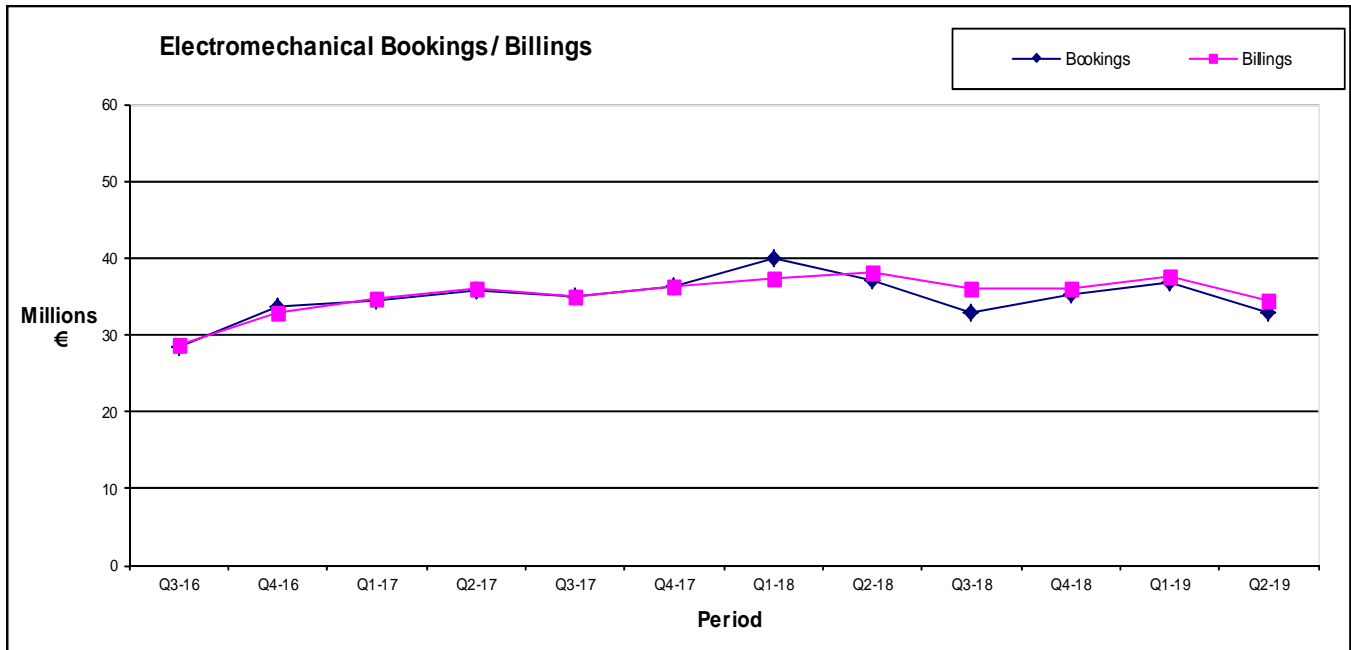


| | Q3-16 | Q4-16 | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 |
|-----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Bookings | 97 | 110 | 122 | 131 | 110 | 120 | 111 | 122 | 105 | 113 | 95 | 90 |
| Billings | 101 | 98 | 109 | 120 | 116 | 111 | 101 | 104 | 98 | 106 | 109 | 99 |

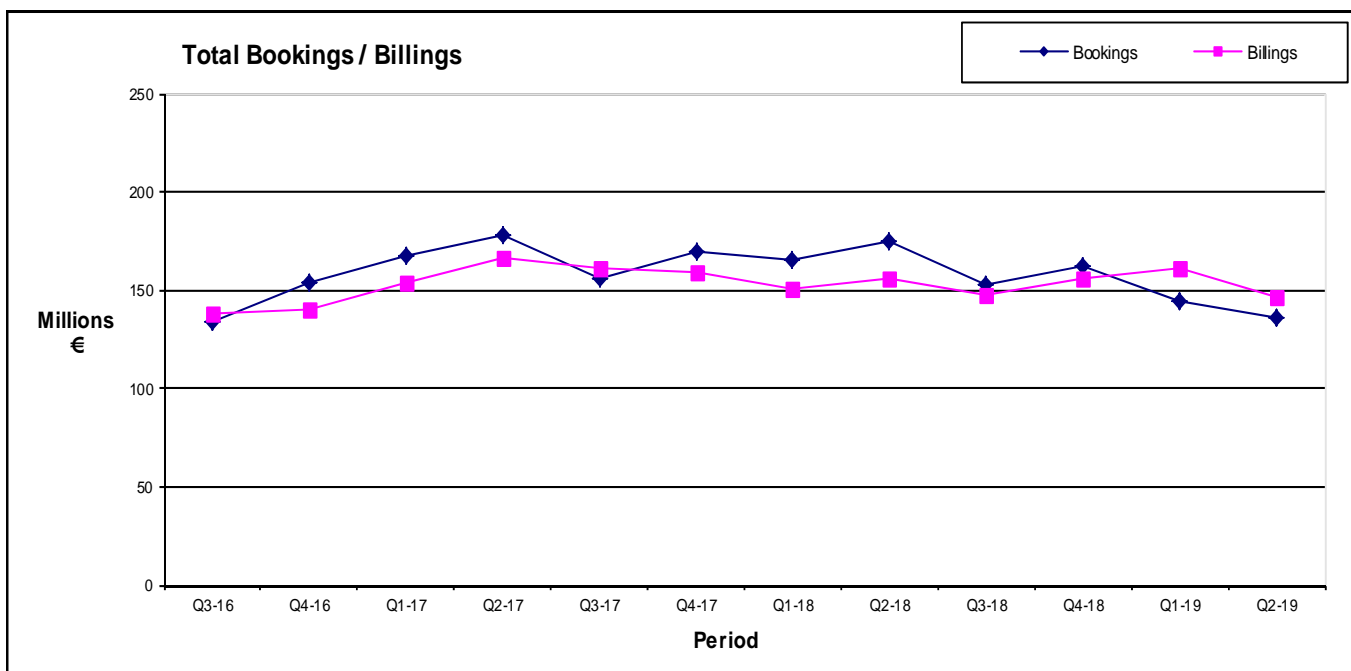


| | Q3-16 | Q4-16 | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 |
|-----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Bookings | 8 | 10 | 11 | 12 | 11 | 13 | 15 | 16 | 15 | 15 | 13 | 13 |
| Billings | 9 | 9 | 10 | 11 | 11 | 12 | 13 | 14 | 13 | 14 | 15 | 13 |

NORDIC

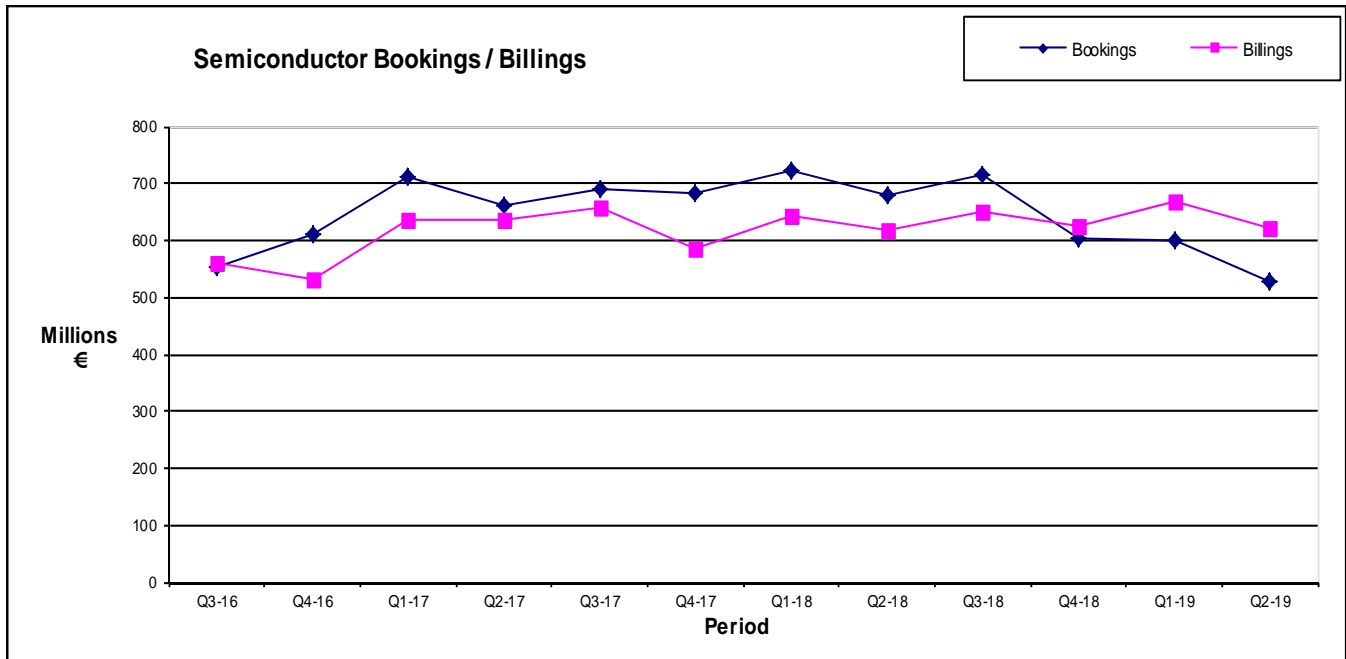


| | Q3-16 | Q4-16 | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 |
|-----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Bookings | 28 | 34 | 35 | 36 | 35 | 36 | 40 | 37 | 33 | 35 | 37 | 33 |
| Billings | 29 | 33 | 35 | 36 | 35 | 36 | 37 | 38 | 36 | 36 | 37 | 35 |



| | Q3-16 | Q4-16 | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 |
|-----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Bookings | 134 | 154 | 167 | 179 | 156 | 169 | 166 | 175 | 152 | 162 | 144 | 136 |
| Billings | 138 | 140 | 154 | 167 | 161 | 159 | 151 | 156 | 147 | 156 | 161 | 147 |

GERMANY

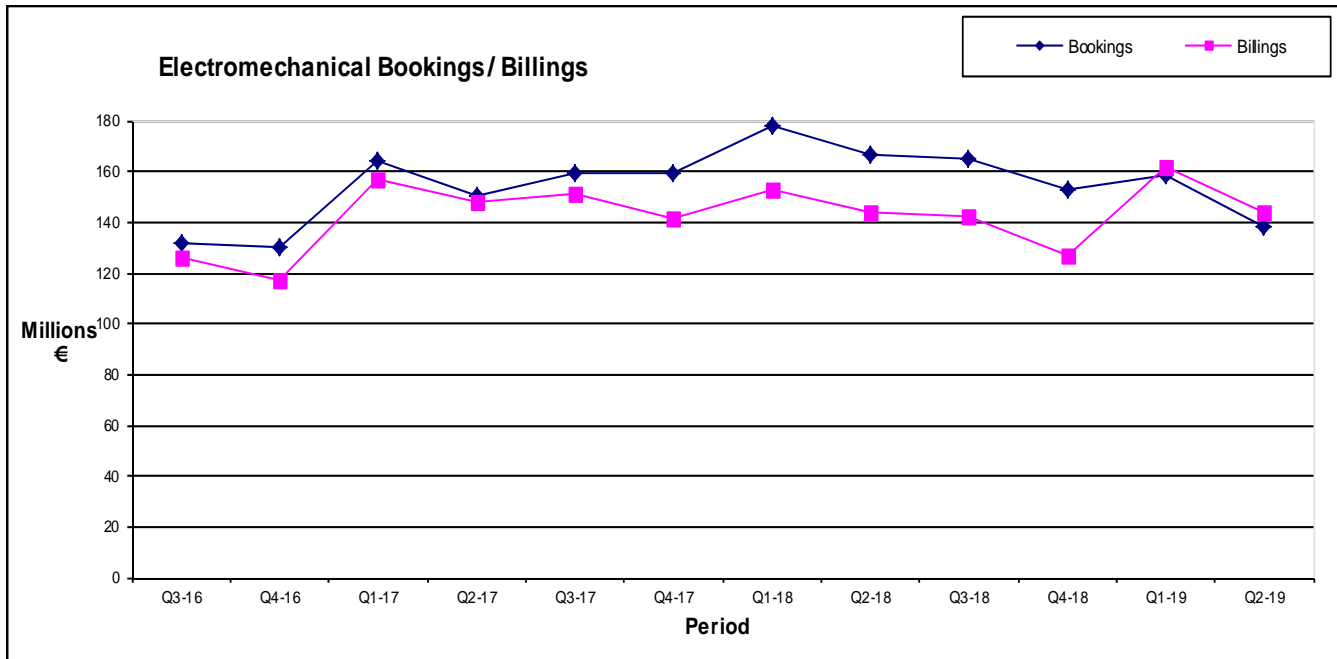


| | Q3-16 | Q4-16 | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 |
|-----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Bookings | 552 | 610 | 710 | 662 | 691 | 684 | 724 | 679 | 714 | 605 | 599 | 527 |
| Billings | 561 | 532 | 635 | 636 | 659 | 585 | 642 | 620 | 652 | 623 | 668 | 623 |

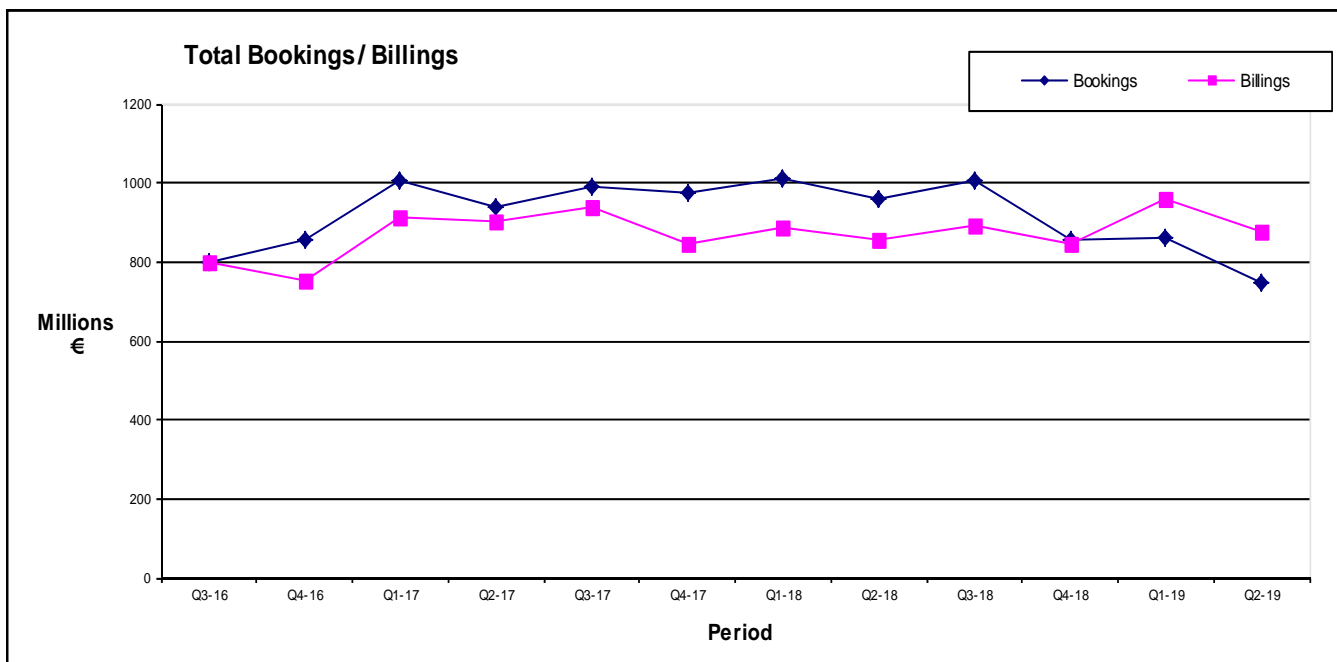


| | Q3-16 | Q4-16 | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 |
|-----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Bookings | 114 | 114 | 131 | 126 | 139 | 134 | 111 | 115 | 128 | 99 | 103 | 83 |
| Billings | 110 | 103 | 123 | 120 | 126 | 119 | 94 | 95 | 100 | 93 | 132 | 112 |

GERMANY

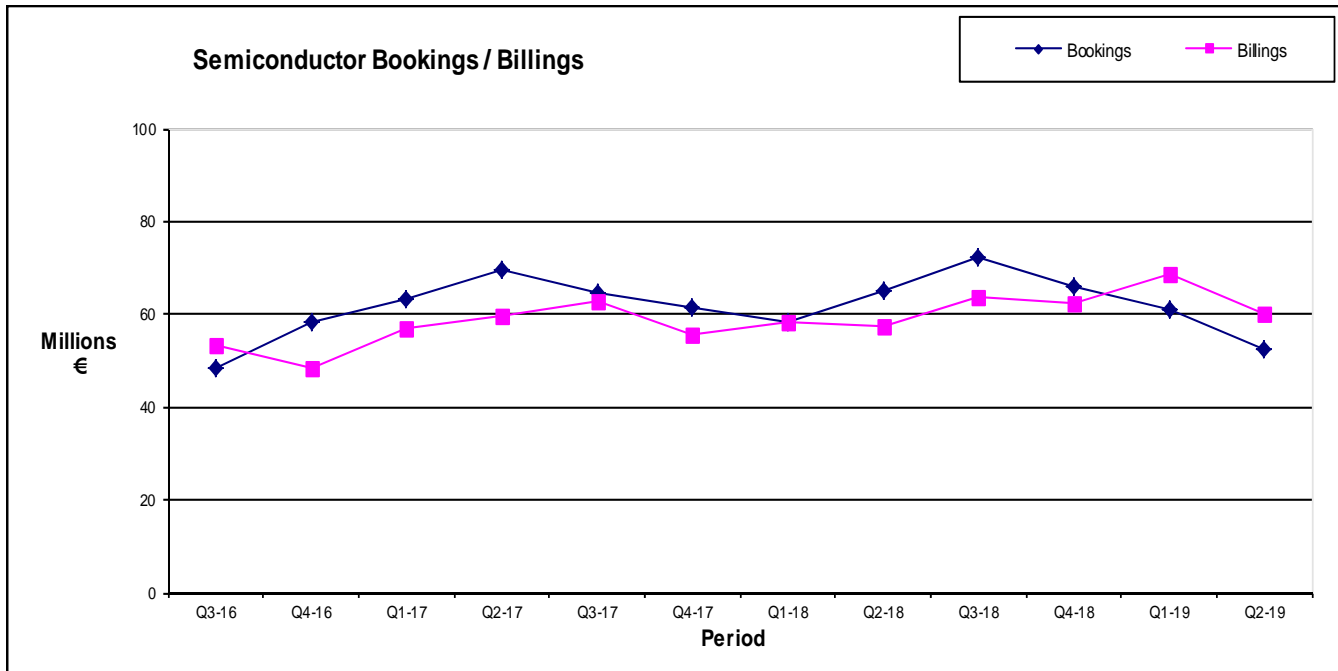


| | Q3-16 | Q4-16 | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 |
|-----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Bookings | 132 | 130 | 164 | 150 | 159 | 159 | 178 | 167 | 165 | 153 | 159 | 138 |
| Billings | 126 | 117 | 157 | 148 | 152 | 141 | 152 | 144 | 143 | 127 | 162 | 144 |

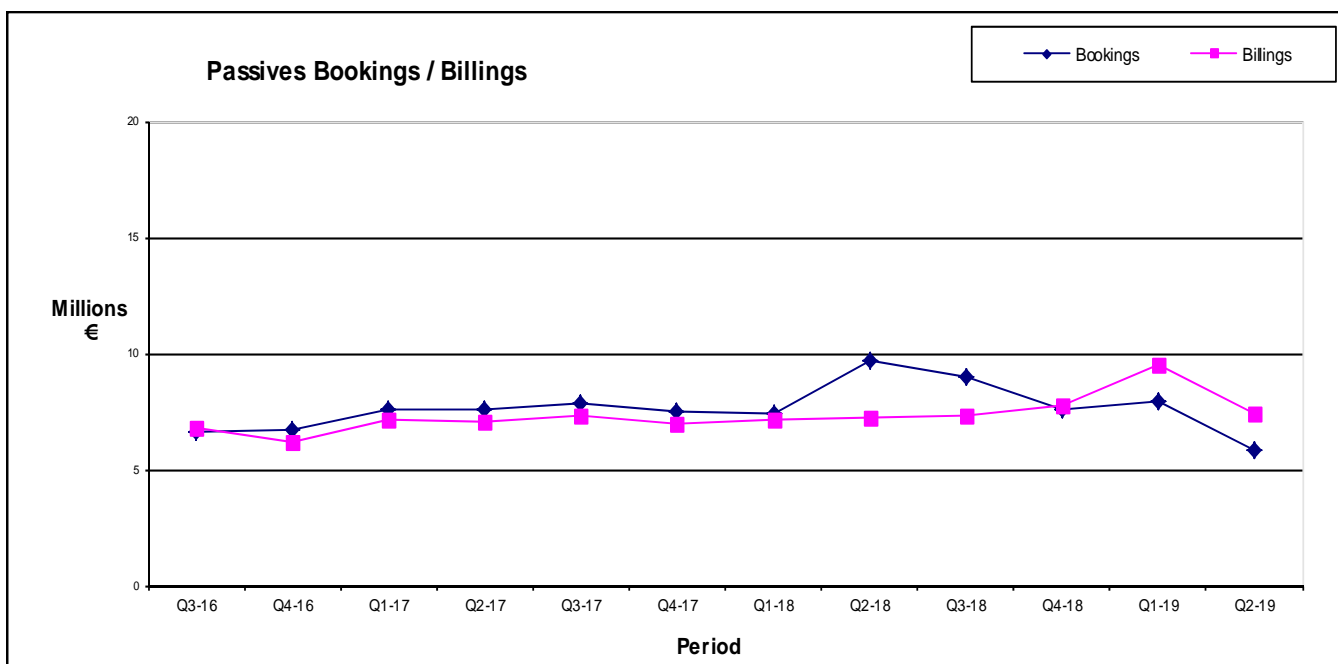


| | Q3-16 | Q4-16 | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 |
|-----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Bookings | 798 | 854 | 1005 | 938 | 989 | 976 | 1012 | 961 | 1006 | 857 | 861 | 748 |
| Billings | 797 | 752 | 914 | 904 | 937 | 845 | 889 | 858 | 895 | 844 | 962 | 879 |

SWITZERLAND

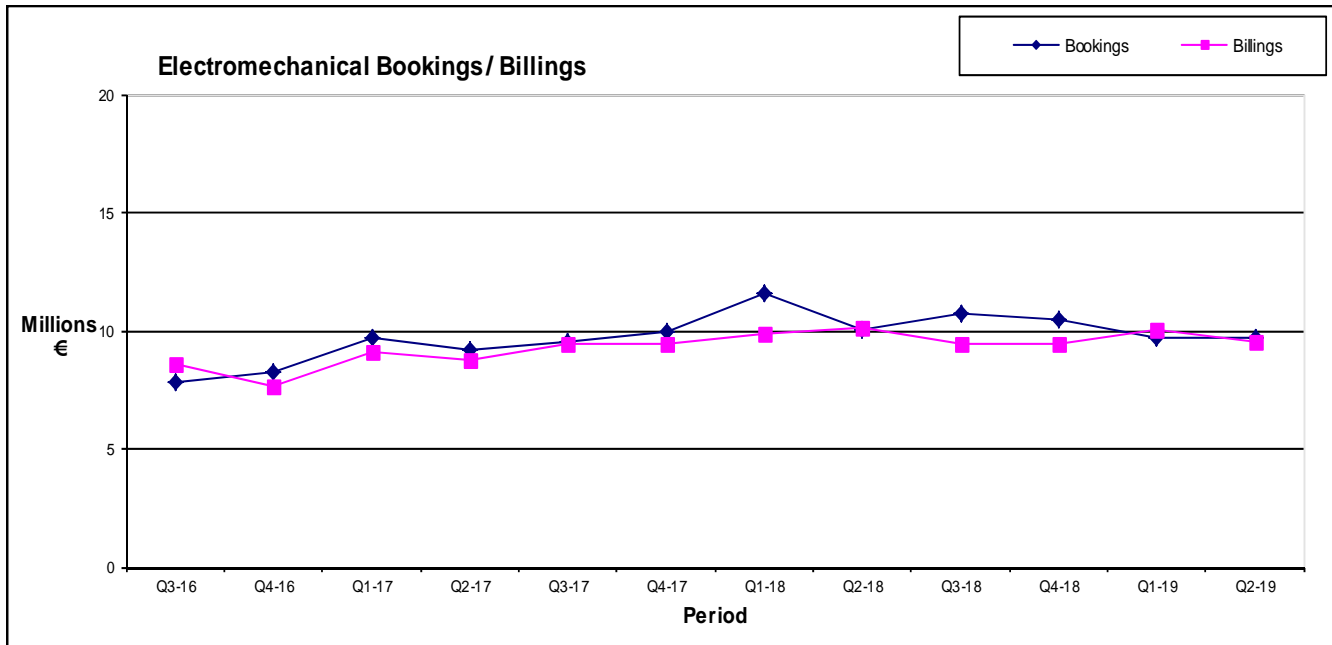


| | Q3-16 | Q4-16 | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 |
|-----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Bookings | 48 | 58 | 63 | 69 | 64 | 62 | 58 | 65 | 72 | 66 | 61 | 52 |
| Billings | 53 | 49 | 57 | 60 | 63 | 56 | 59 | 57 | 64 | 62 | 69 | 60 |

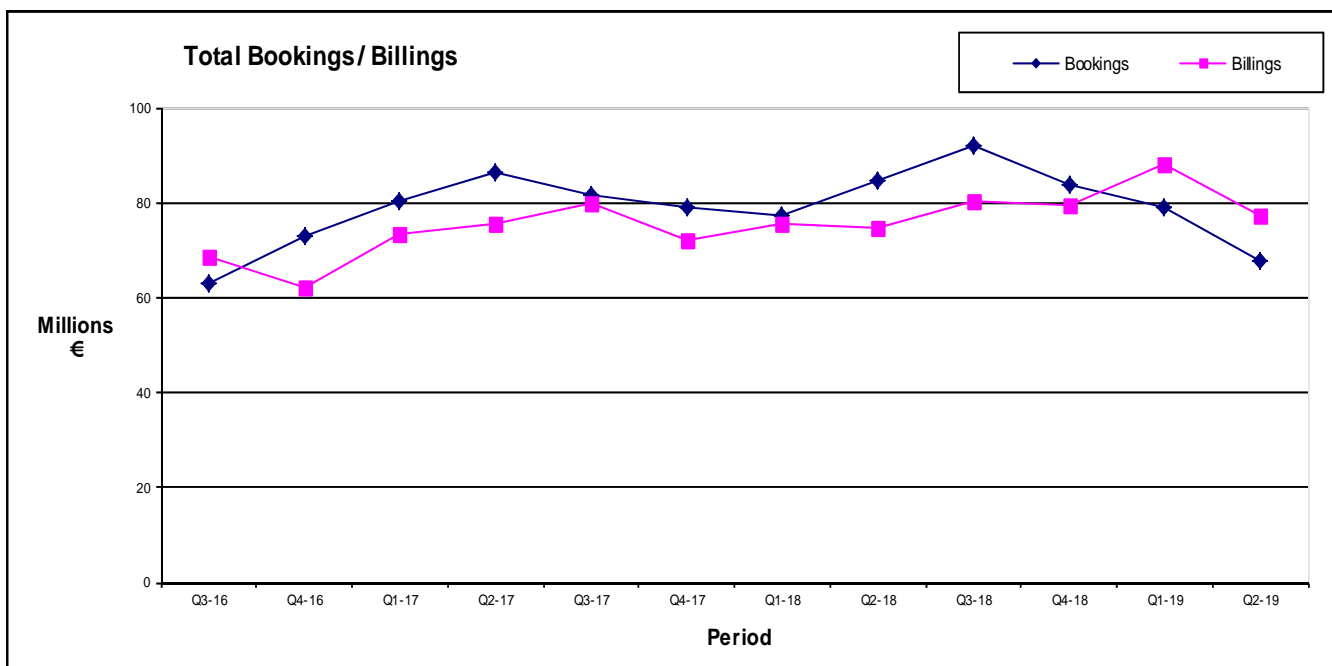


| | Q3-16 | Q4-16 | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 |
|-----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Bookings | 7 | 7 | 8 | 8 | 8 | 7 | 7 | 10 | 9 | 8 | 8 | 6 |
| Billings | 7 | 6 | 7 | 7 | 7 | 7 | 7 | 7 | 7 | 8 | 9 | 7 |

SWITZERLAND

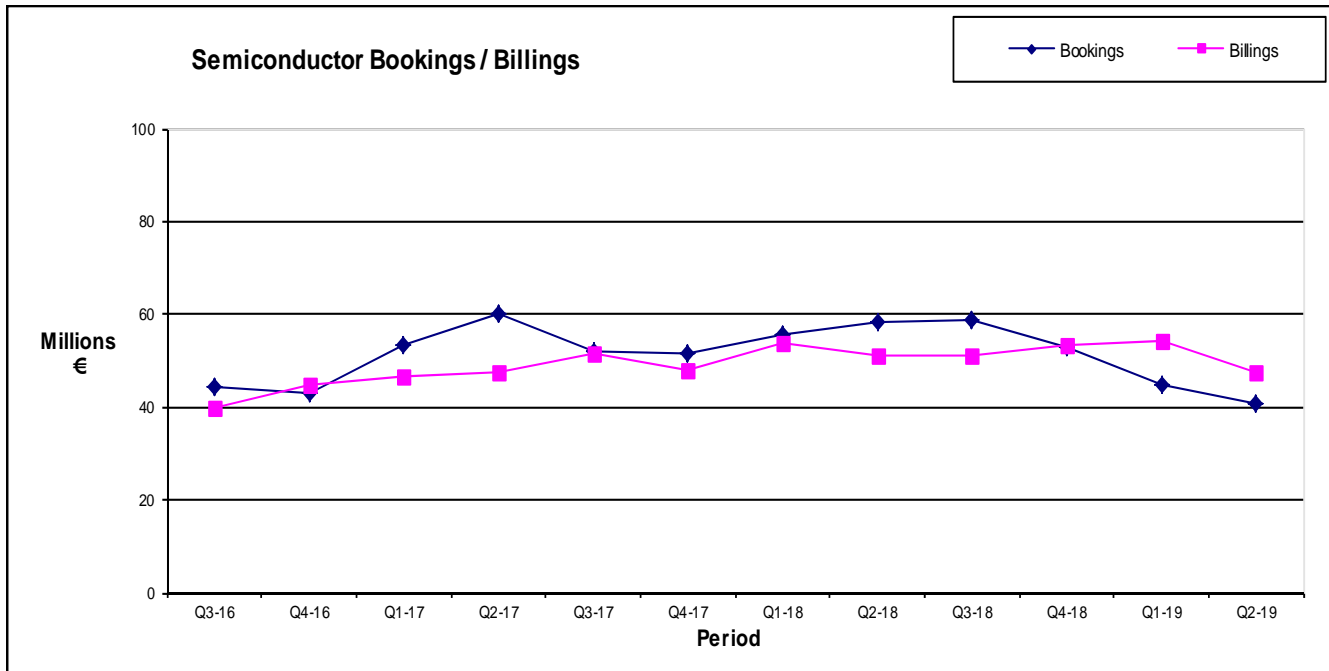


| | Q3-16 | Q4-16 | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 |
|-----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Bookings | 8 | 8 | 10 | 9 | 10 | 10 | 12 | 10 | 11 | 10 | 10 | 10 |
| Billings | 9 | 8 | 9 | 9 | 9 | 9 | 10 | 10 | 9 | 9 | 10 | 10 |

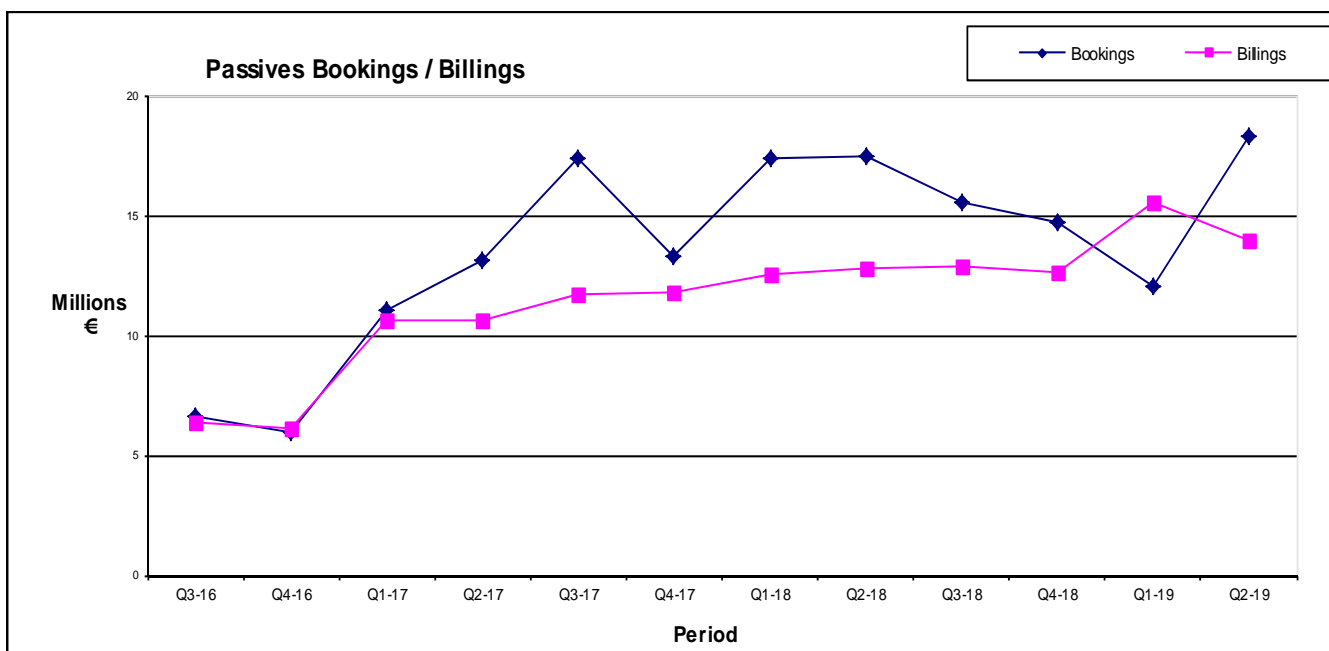


| | Q3-16 | Q4-16 | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 |
|-----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Bookings | 63 | 73 | 81 | 86 | 82 | 79 | 77 | 85 | 92 | 84 | 79 | 68 |
| Billings | 69 | 62 | 73 | 76 | 80 | 72 | 76 | 75 | 80 | 80 | 88 | 77 |

AUSTRIA

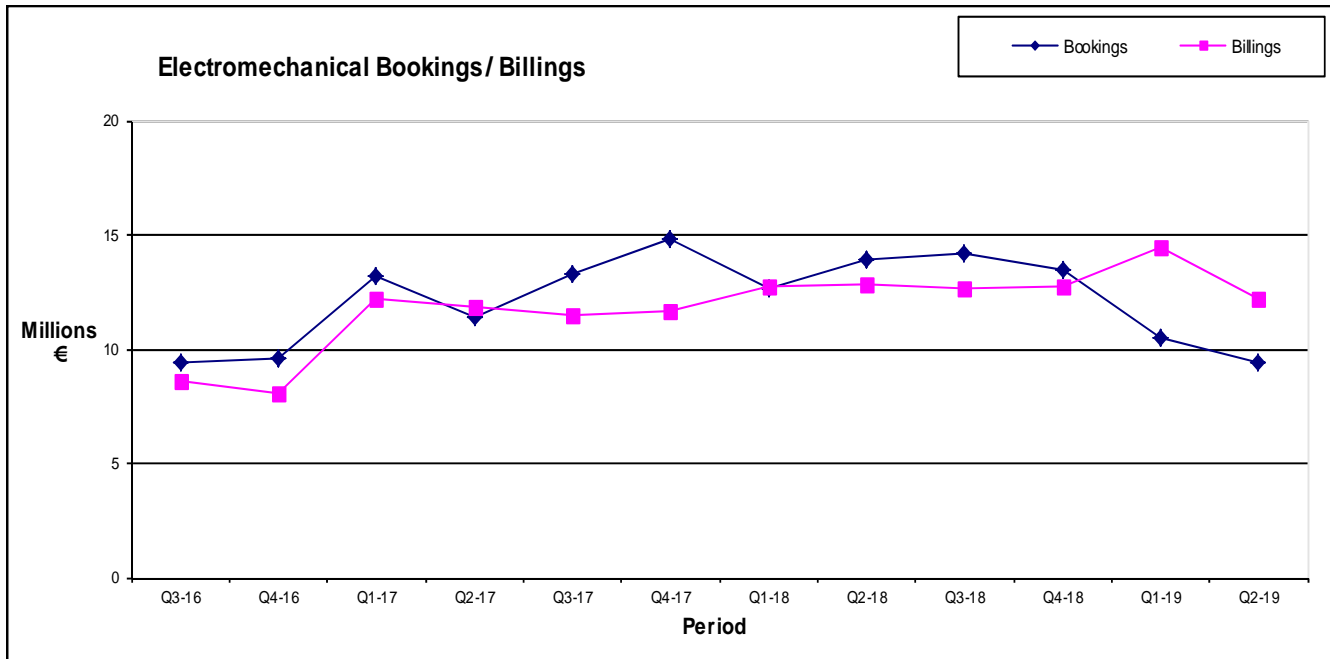


| | Q3-16 | Q4-16 | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 |
|-----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Bookings | 44 | 43 | 54 | 60 | 52 | 52 | 56 | 58 | 59 | 53 | 45 | 41 |
| Billings | 40 | 45 | 47 | 47 | 52 | 48 | 54 | 51 | 51 | 53 | 54 | 48 |

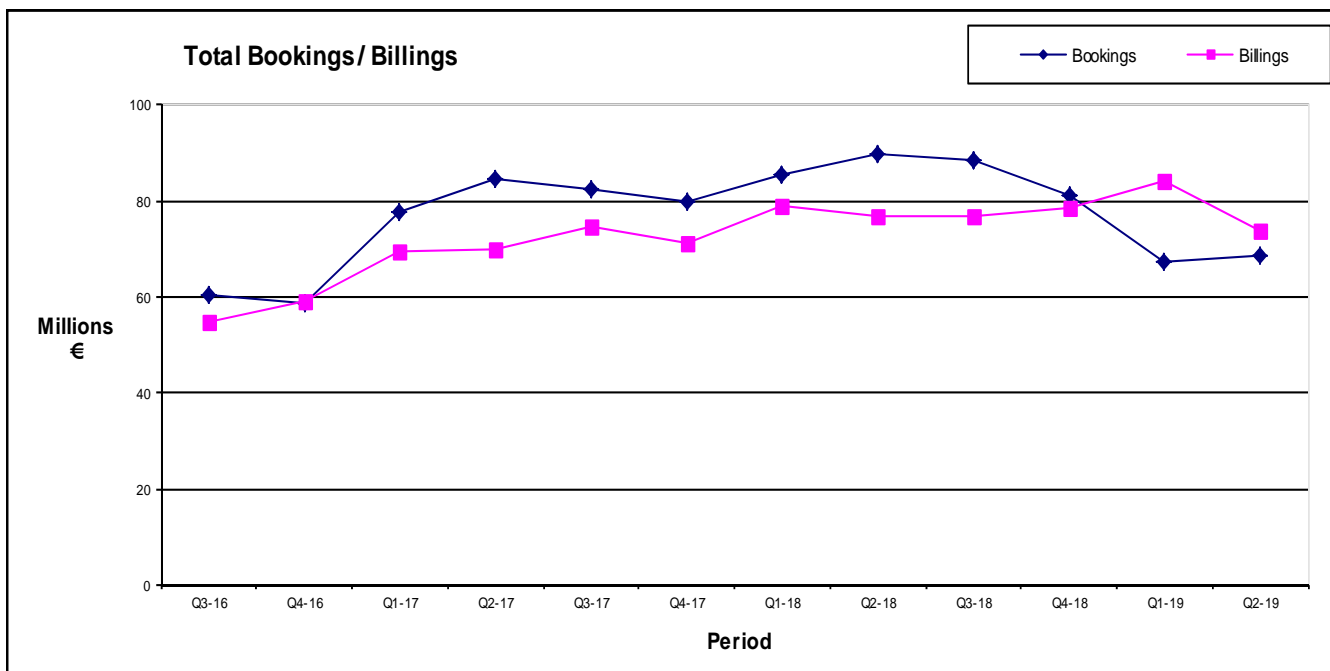


| | Q3-16 | Q4-16 | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 |
|-----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Bookings | 7 | 6 | 11 | 13 | 17 | 13 | 17 | 18 | 16 | 15 | 12 | 18 |
| Billings | 6 | 6 | 11 | 11 | 12 | 12 | 13 | 13 | 13 | 13 | 16 | 14 |

AUSTRIA

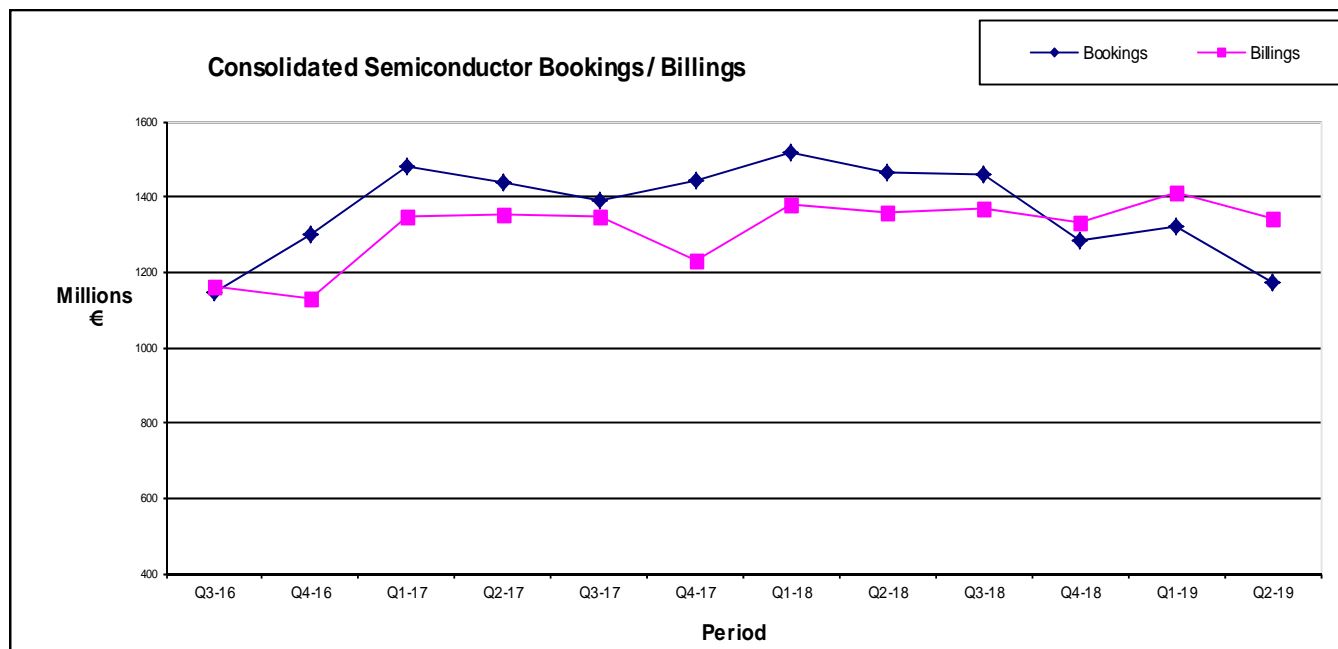


| | Q3-16 | Q4-16 | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 |
|-----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Bookings | 9 | 10 | 13 | 11 | 13 | 15 | 13 | 14 | 14 | 13 | 10 | 9 |
| Billings | 9 | 8 | 12 | 12 | 11 | 12 | 13 | 13 | 13 | 13 | 14 | 12 |

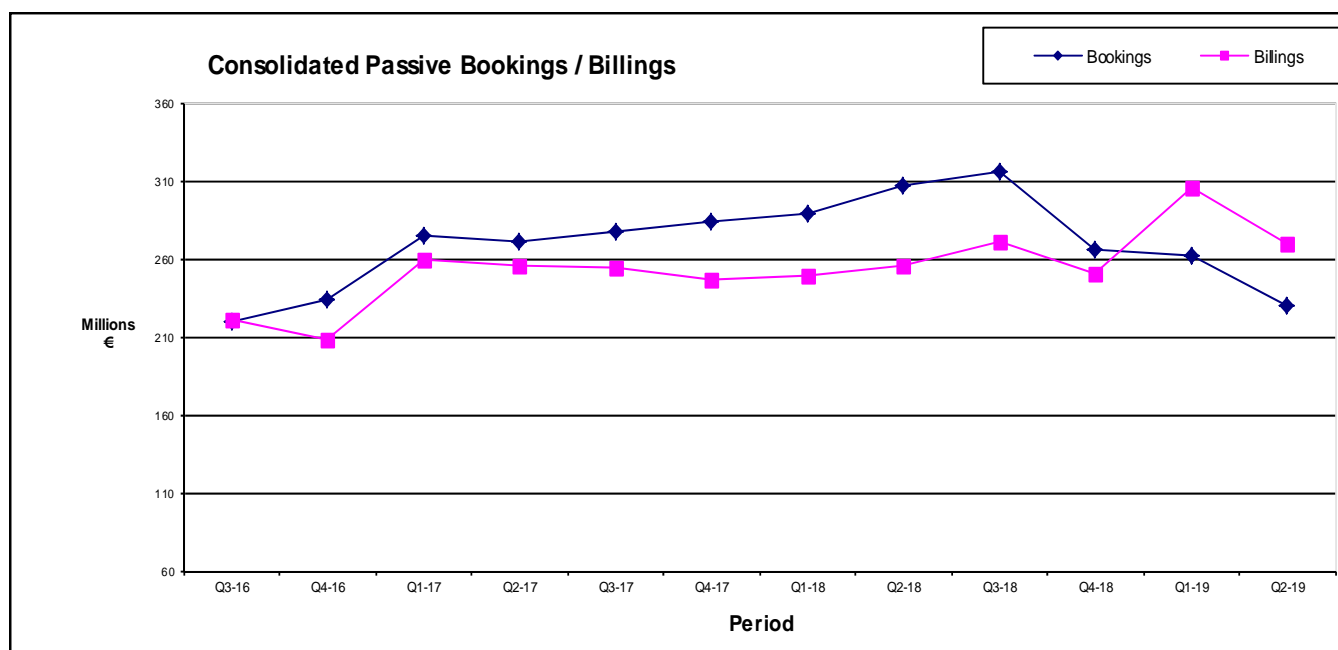


| | Q3-16 | Q4-16 | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 |
|-----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Bookings | 60 | 59 | 78 | 85 | 83 | 80 | 86 | 90 | 88 | 81 | 67 | 68 |
| Billings | 55 | 59 | 70 | 70 | 75 | 71 | 79 | 77 | 77 | 78 | 84 | 74 |

CONSOLIDATED (FRANCE, UK & EIRE, ITALY, NORDIC, GERMANY, SWITZERLAND and AUSTRIA) €s

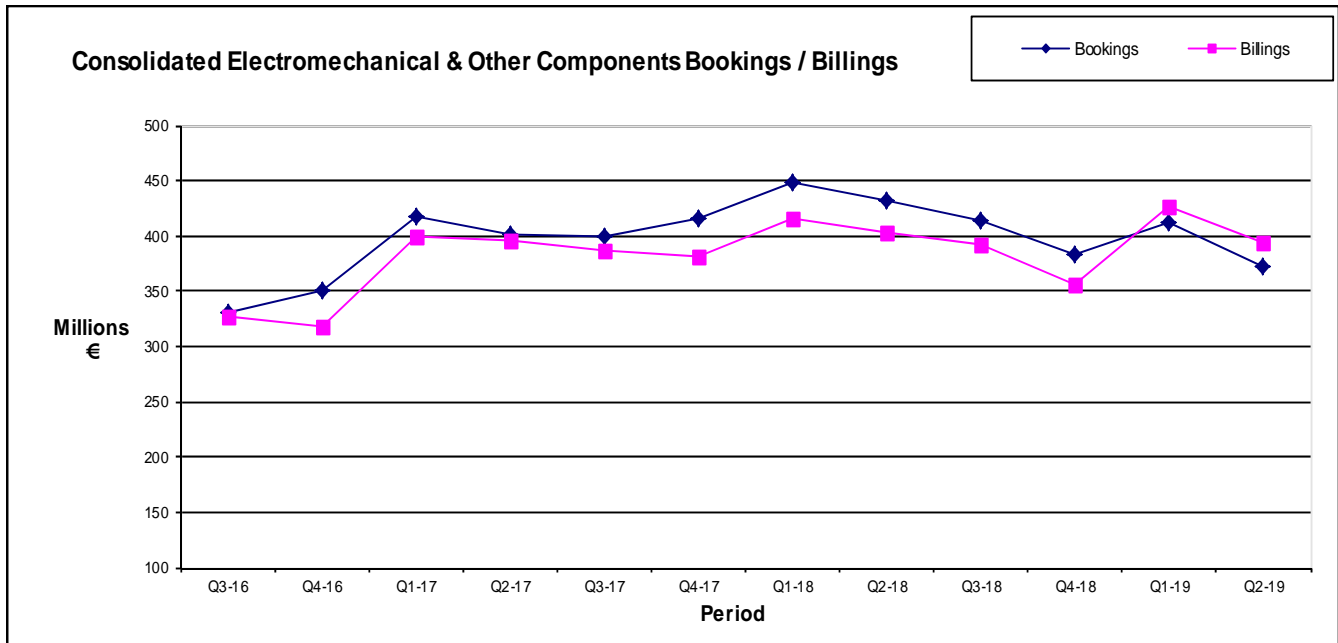


| | Q3-16 | Q4-16 | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 |
|-----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Bookings | 1147 | 1301 | 1479 | 1440 | 1388 | 1445 | 1520 | 1466 | 1462 | 1284 | 1320 | 1170 |
| Billings | 1164 | 1130 | 1345 | 1353 | 1349 | 1231 | 1378 | 1356 | 1371 | 1334 | 1414 | 1345 |

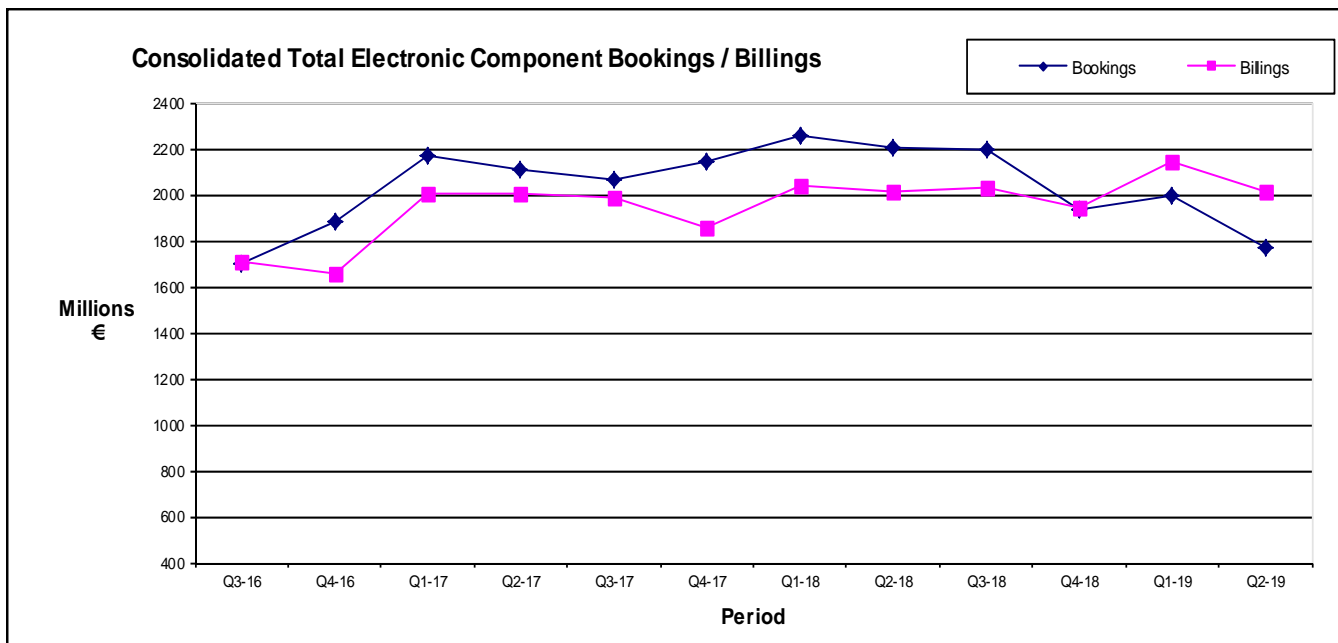


| | Q3-16 | Q4-16 | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 |
|-----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Bookings | 219 | 233 | 275 | 271 | 277 | 284 | 289 | 307 | 316 | 266 | 262 | 230 |
| Billings | 221 | 208 | 259 | 256 | 254 | 247 | 248 | 256 | 271 | 251 | 306 | 270 |

CONSOLIDATED (FRANCE, UK & EIRE, ITALY, NORDIC, GERMANY, SWITZERLAND and AUSTRIA) €s

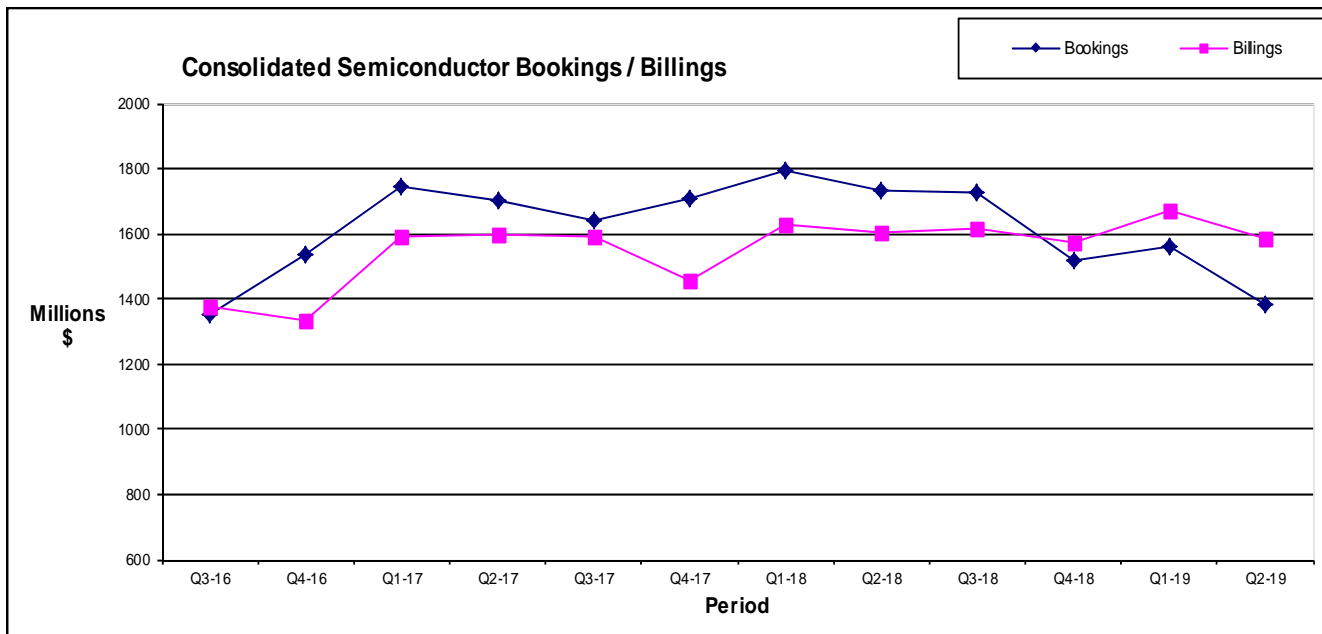


| | Q3-16 | Q4-16 | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 |
|-----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Bookings | 330 | 351 | 418 | 401 | 400 | 416 | 448 | 432 | 415 | 384 | 413 | 372 |
| Billings | 327 | 317 | 400 | 396 | 388 | 381 | 416 | 403 | 392 | 357 | 426 | 395 |

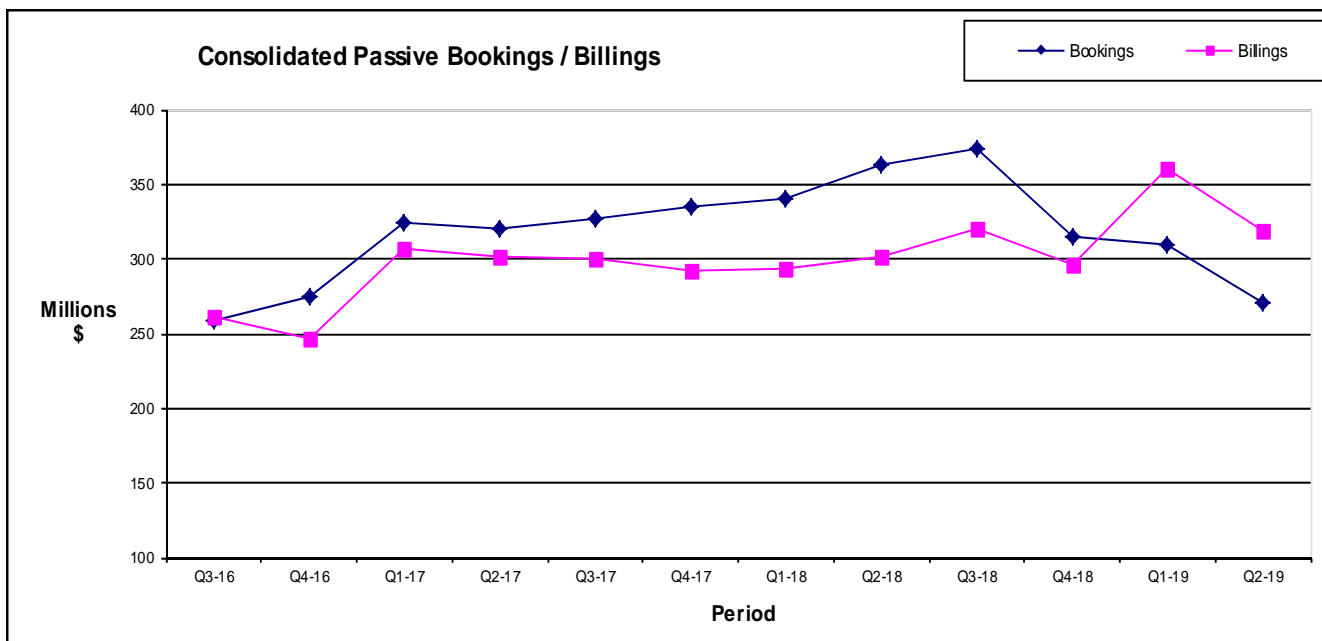


| | Q3-16 | Q4-16 | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 |
|-----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Bookings | 1696 | 1885 | 2173 | 2112 | 2065 | 2145 | 2256 | 2205 | 2193 | 1934 | 1995 | 1772 |
| Billings | 1712 | 1656 | 2004 | 2005 | 1991 | 1859 | 2042 | 2015 | 2034 | 1941 | 2145 | 2009 |

CONSOLIDATED (FRANCE, UK & EIRE, ITALY, NORDIC, GERMANY, SWITZERLAND and AUSTRIA) \$'s

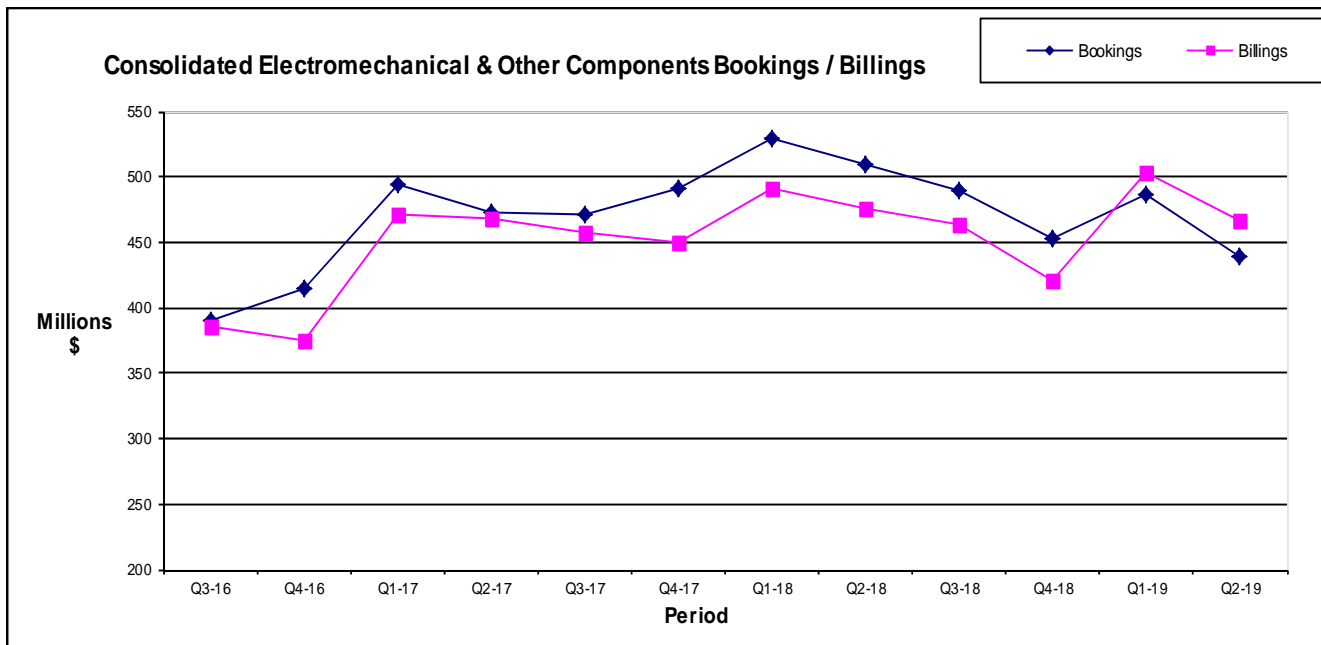


| | Q3-16 | Q4-16 | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 |
|-----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Bookings | 1354 | 1537 | 1747 | 1701 | 1639 | 1707 | 1795 | 1731 | 1726 | 1516 | 1559 | 1382 |
| Billings | 1375 | 1334 | 1589 | 1598 | 1593 | 1454 | 1628 | 1601 | 1619 | 1575 | 1669 | 1588 |

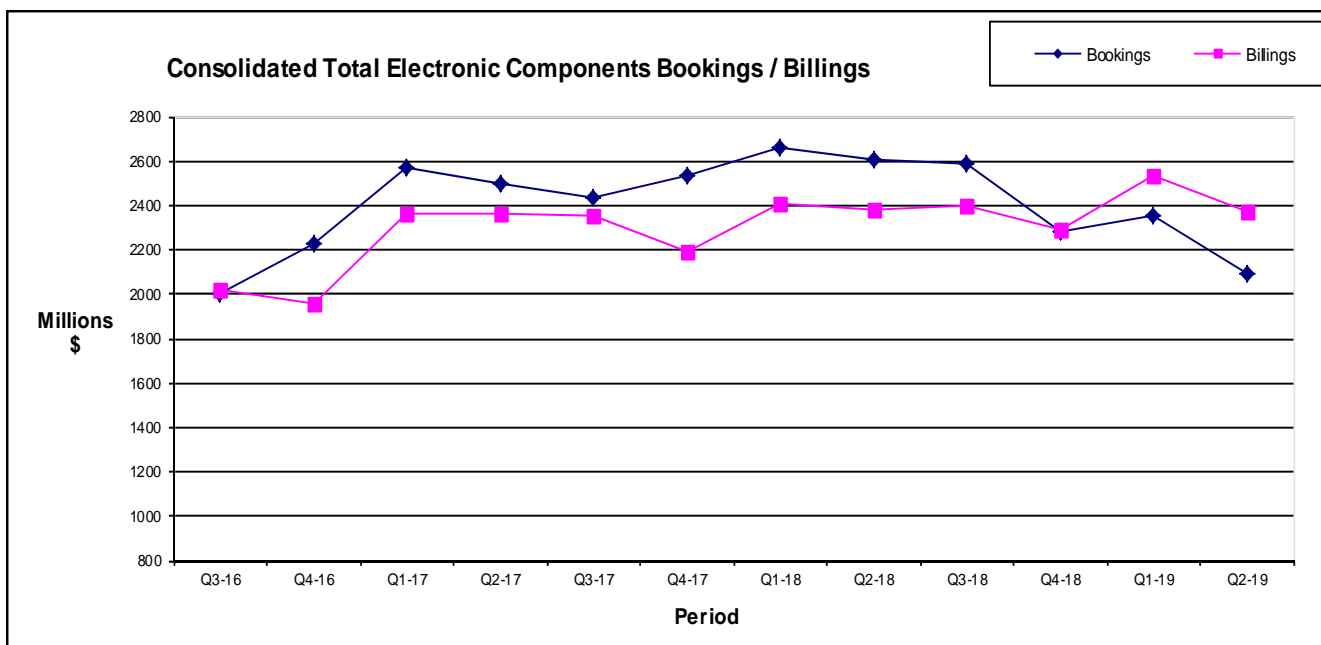


| | Q3-16 | Q4-16 | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 |
|-----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Bookings | 259 | 275 | 325 | 320 | 327 | 336 | 341 | 363 | 373 | 314 | 310 | 271 |
| Billings | 262 | 246 | 306 | 302 | 300 | 292 | 293 | 302 | 320 | 296 | 361 | 319 |

CONSOLIDATED (FRANCE, UK & EIRE, ITALY, NORDIC, GERMANY, SWITZERLAND and AUSTRIA) \$'s



| | Q3-16 | Q4-16 | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 |
|-----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Bookings | 390 | 414 | 494 | 473 | 472 | 491 | 529 | 510 | 490 | 453 | 487 | 439 |
| Billings | 386 | 375 | 472 | 467 | 458 | 450 | 491 | 476 | 463 | 421 | 503 | 466 |



Sales of Electronic Components via Distribution

A statistical service from IDEA

25



| | Q3-16 | Q4-16 | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 |
|----------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Bookings | 2003 | 2226 | 2566 | 2495 | 2438 | 2533 | 2664 | 2603 | 2589 | 2284 | 2356 | 2092 |
| Billings | 2022 | 1955 | 2367 | 2367 | 2351 | 2195 | 2412 | 2380 | 2402 | 2292 | 2533 | 2373 |

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