



QUARTERLY TREND STATISTICS

Q3-2016

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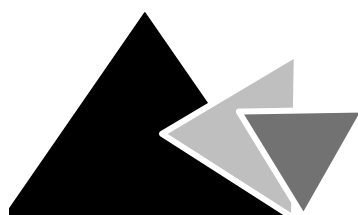


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22	• Quarterly Electromechanical & Other Component Bookings/Billings	France, UK & Eire, Italy, Nordic, Germany, Switzerland and Austria	€
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23	• Quarterly Passive Component Bookings/Billings	France, 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\$



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CONSOLIDATED QUARTERLY TREND STATISTICS 2012-2015 UK, FRANCE, ITALY, NORDIC and GERMANY

PERIOD: Q3 – 2016 ISSUED: 4th November 2016

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.

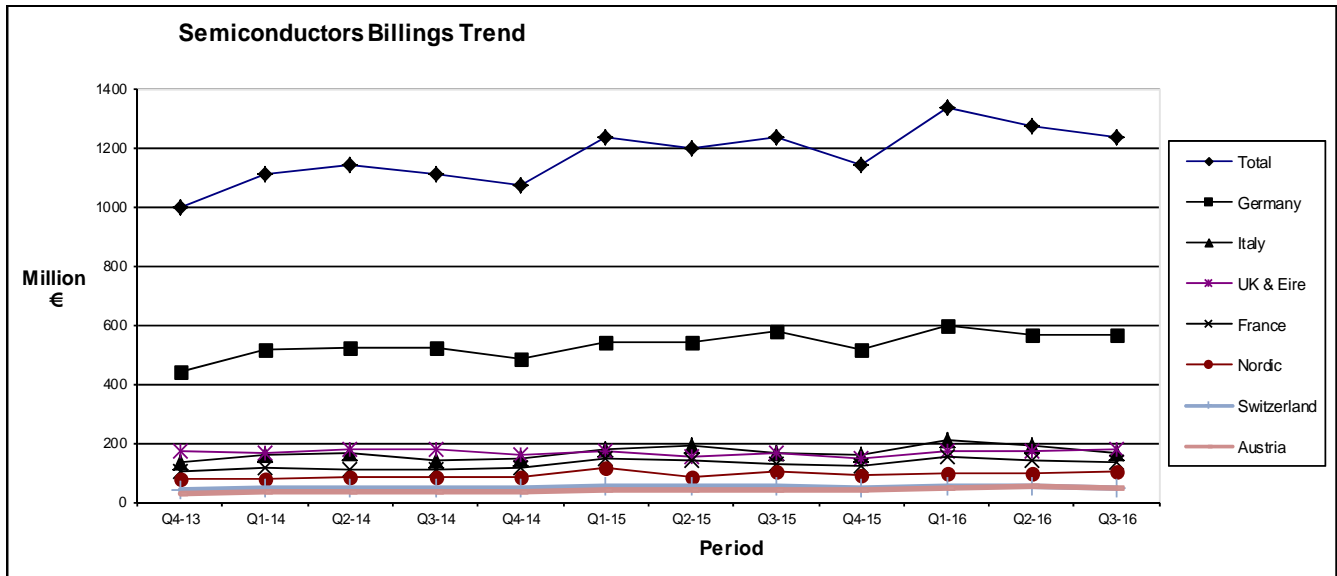
The consolidation has been carried out by *ecsn* (afdec) in the UK and any queries should be addressed to:-

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

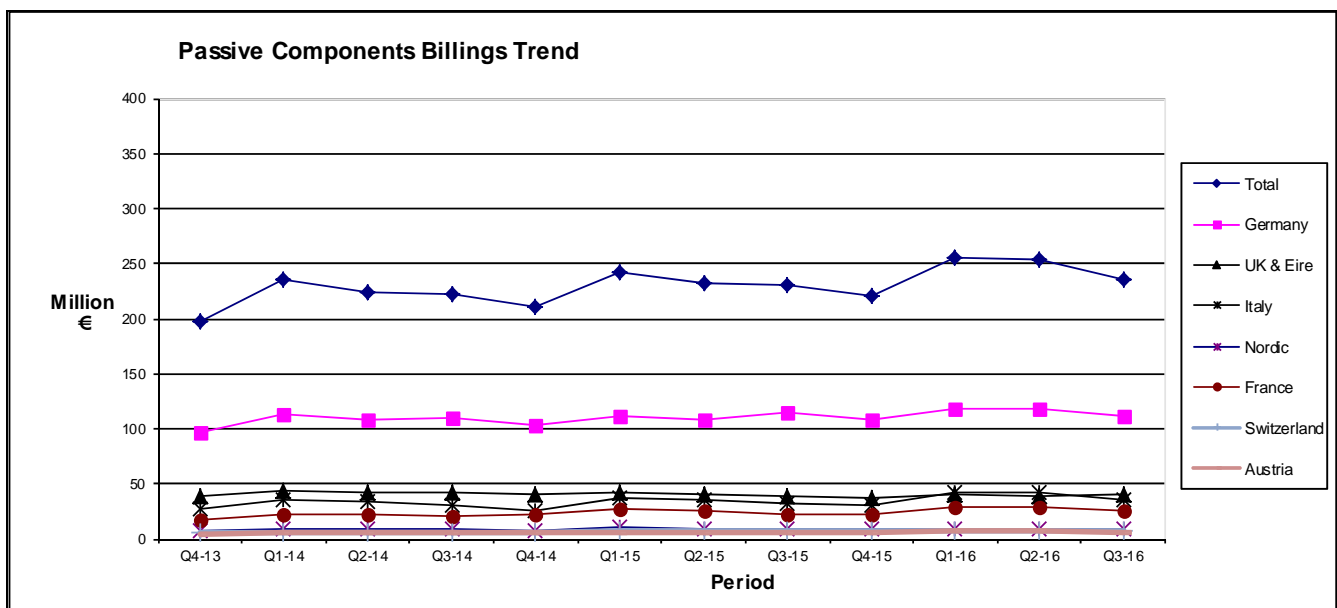
The trend statistics include data compiled by SPDEI (France), ASSODEL (Italy), *ecsn* (UK/Eire & NORDIC) and FBFI (Germany). The numbers shown represent the **actual** sales by member companies so reflect an accurate trend. It should be noted that revisions have been made to the UK, Nordic and Italian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

COUNTRY	Association	Approx. DTAM 2015 (Distribution Total Available Market)	Summation of Association Members Returns 2015	Approx. Share of DTAM (Distribution Total Available Market) represented by Association's Members 2015
France	SPDEI	€125 Mill	€15 Mill	75%
UK & Eire	<i>ecsn</i> /afdec	€461 Mill	€227 Mill	84%
Italy	ASSODEL	€199 Mill	€1010 Mill	84%
Nordic	<i>ecsn</i> /afdec	€397 Mill	€31Mill	38%
Germany	FBFI	€420 Mill	€140 Mill	72%
Switzerland	FBFI	€75 Mill	€66 Mill	56%
Austria	FBFI	€40 Mill	€99 Mill	56%

IMPORTANT NOTE: To ensure that exchange rate variations do not confuse the trend, the exchange rates shown are the average 2015 Local currency/€conversion rates. The 2015 average rates are: UK Pound/€0.7264, Danish Krona/€7.4587, Norwegian Krona/€8.9456, Swedish Krona/€9.3591. US \$ to €conversions are made at the average 2015 rate of 1.1103 (0.9007).

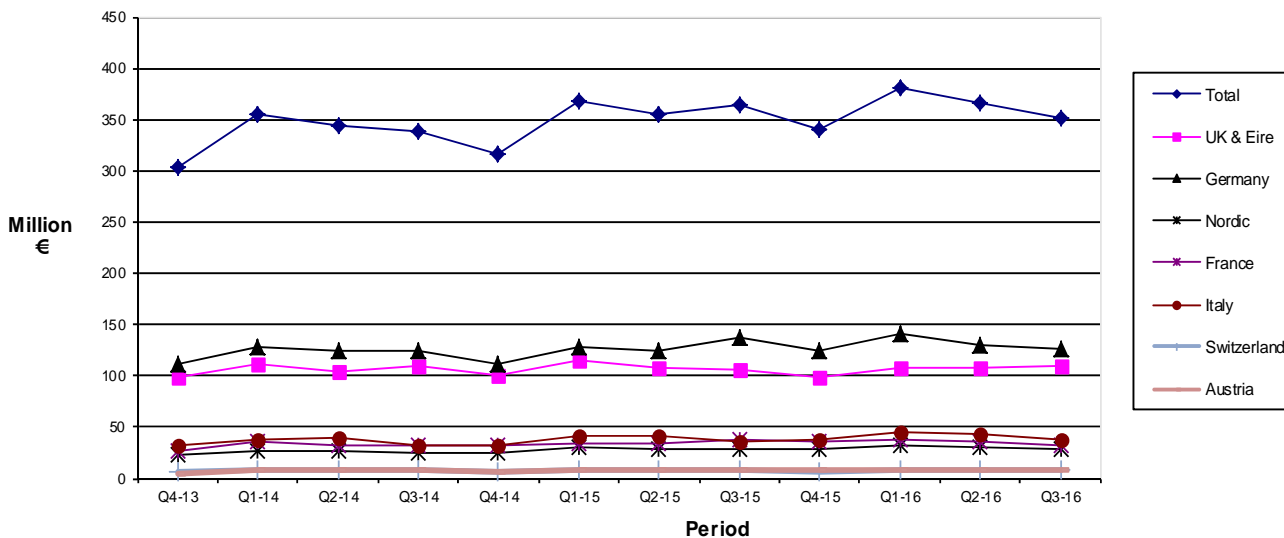


	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Total	999	1110	1138	1112	1072	1237	1200	1232	1139	1332	1274	1235
Germany	443	513	521	519	483	542	539	580	519	599	567	565
Italy	134	158	163	139	146	176	188	163	162	207	191	167
UK & Eire	171	167	178	178	158	169	155	166	149	174	173	177
France	105	113	111	109	117	145	141	129	125	153	141	132
Nordic	78	79	82	85	87	114	82	101	91	98	97	101
Switzerland	40	45	46	46	45	51	52	51	50	56	53	48
Austria	29	36	37	36	35	39	42	43	44	45	51	44



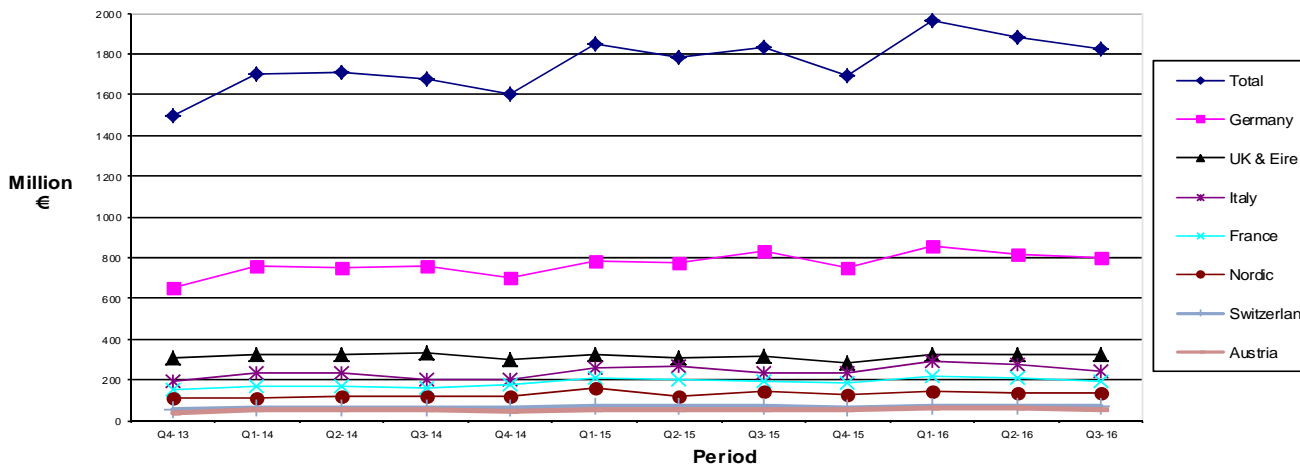
	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Total	197	236	224	223	211	242	233	231	221	255	254	235
Germany	96	114	108	111	103	111	109	114	109	119	119	111
UK & Eire	39	43	41	42	41	43	41	39	36	40	40	41
Italy	27	36	34	30	26	38	36	32	31	42	41	35
Nordic	8	8	8	9	8	11	9	9	9	10	9	9
France	17	23	22	21	22	27	25	23	22	29	29	26
Switzerland	5	6	6	6	5	7	7	7	7	7	8	7
Austria	5	5	5	5	5	6	6	6	6	7	8	6

Electromechanical & Other Components Billings Trend



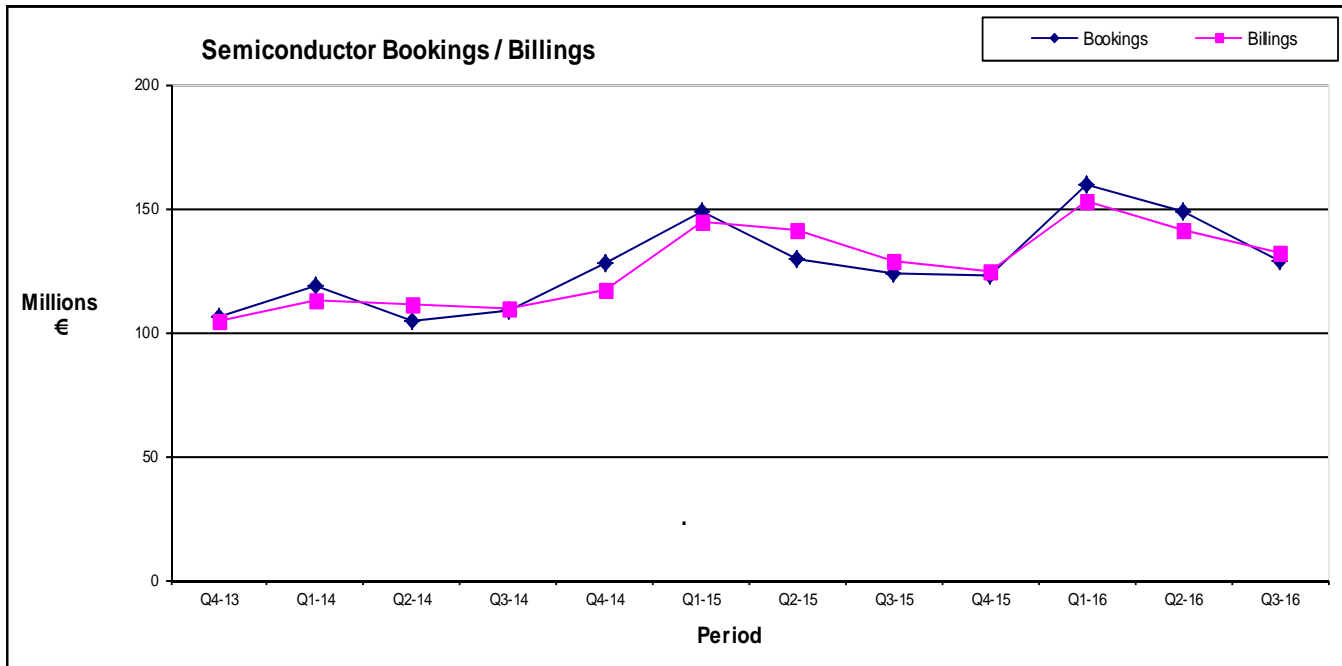
	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Total	303	355	344	339	316	368	354	364	340	382	366	352
UK & Eire	98	111	105	109	101	115	108	107	98	108	107	109
Germany	112	128	124	125	112	129	125	138	125	141	129	126
Nordic	23	27	26	24	24	31	29	29	28	33	31	29
France	26	36	33	32	33	34	35	37	36	39	37	33
Italy	32	37	39	32	32	41	41	37	38	45	44	38
Switzerland	7	8	8	8	7	9	8	8	7	8	8	9
Austria	5	9	8	9	7	9	8	8	8	8	9	9

Total Electronic Components Billings Trend

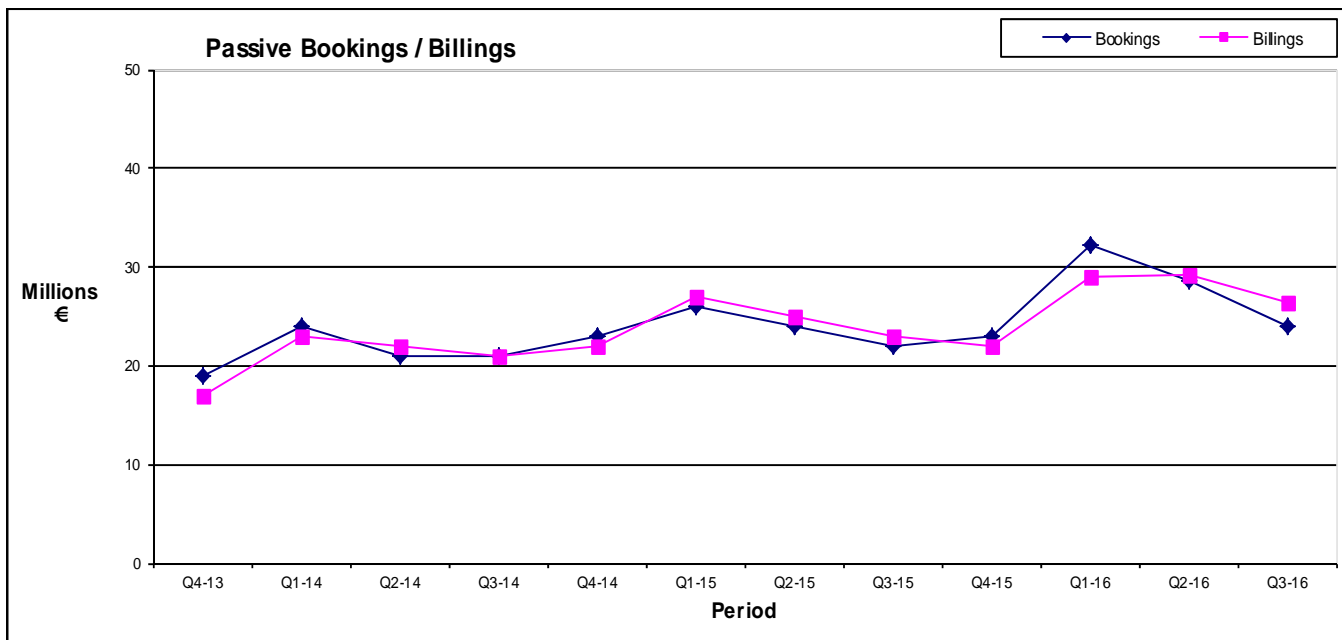


	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Total	1499	1701	1706	1674	1599	1847	1787	1831	1694	1965	1884	1822
Germany	651	755	753	754	697	783	773	832	753	859	816	802
UK & Eire	308	320	324	329	300	327	304	312	284	323	320	326
Italy	193	231	236	201	204	255	265	231	231	294	277	240
France	148	172	166	162	172	206	201	189	183	220	207	191
Nordic	108	114	117	118	120	156	121	140	128	141	138	139
Switzerland	52	59	59	59	57	68	68	71	61	69	66	69
Austria	39	50	51	51	47	53	56	57	54	59	61	55

FRANCE

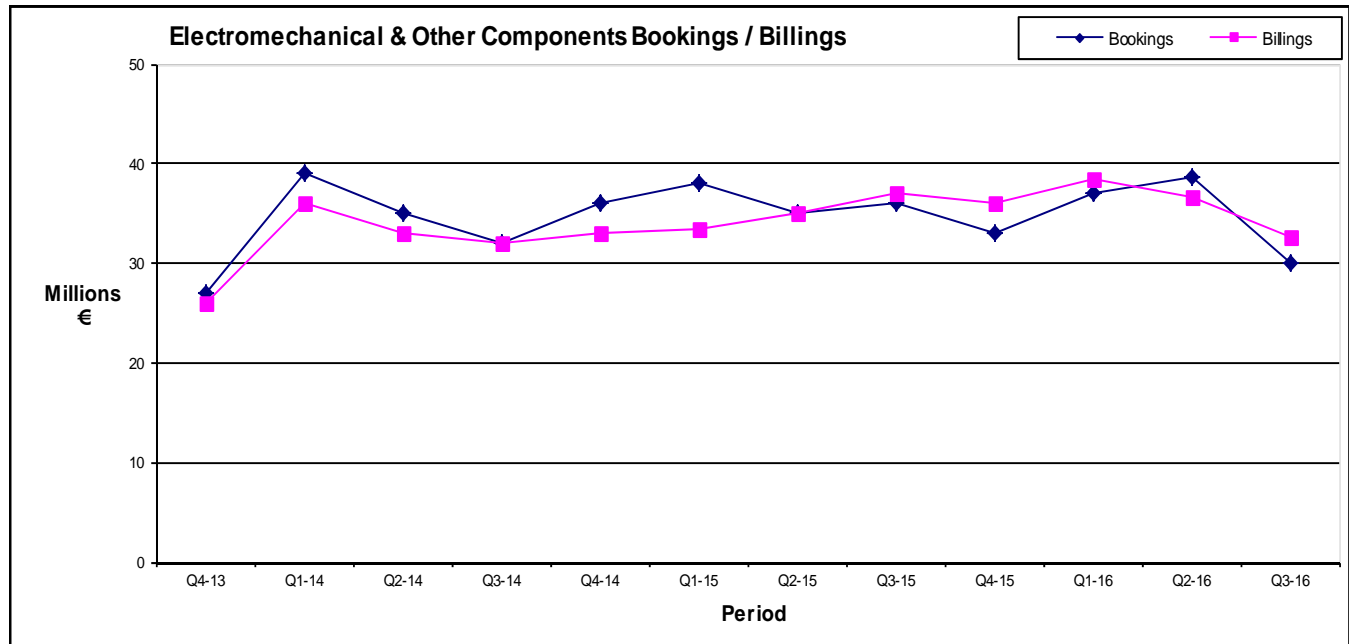


	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Bookings	106	119	105	109	128	149	130	124	123	160	149	129
Billings	105	113	111	110	117	145	141	129	125	153	141	132

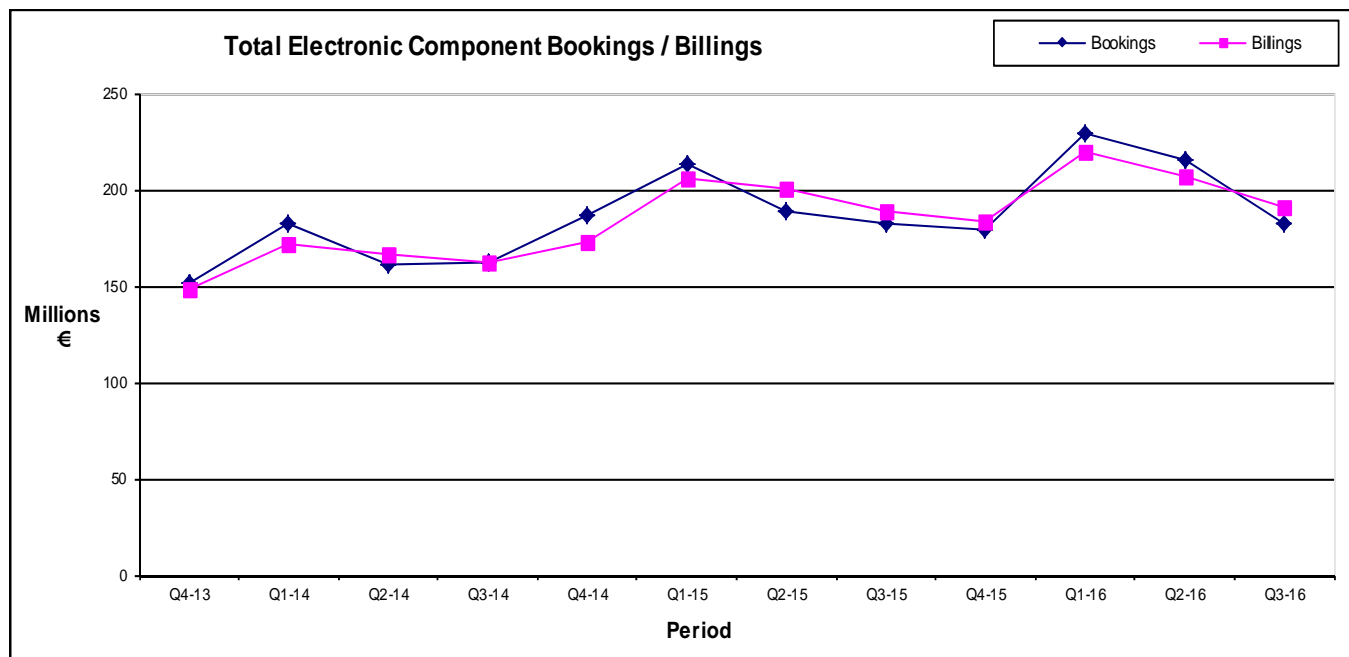


	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Bookings	19	24	21	21	23	26	24	22	23	32	29	24
Billings	17	23	22	21	22	27	25	23	22	29	29	26

FRANCE

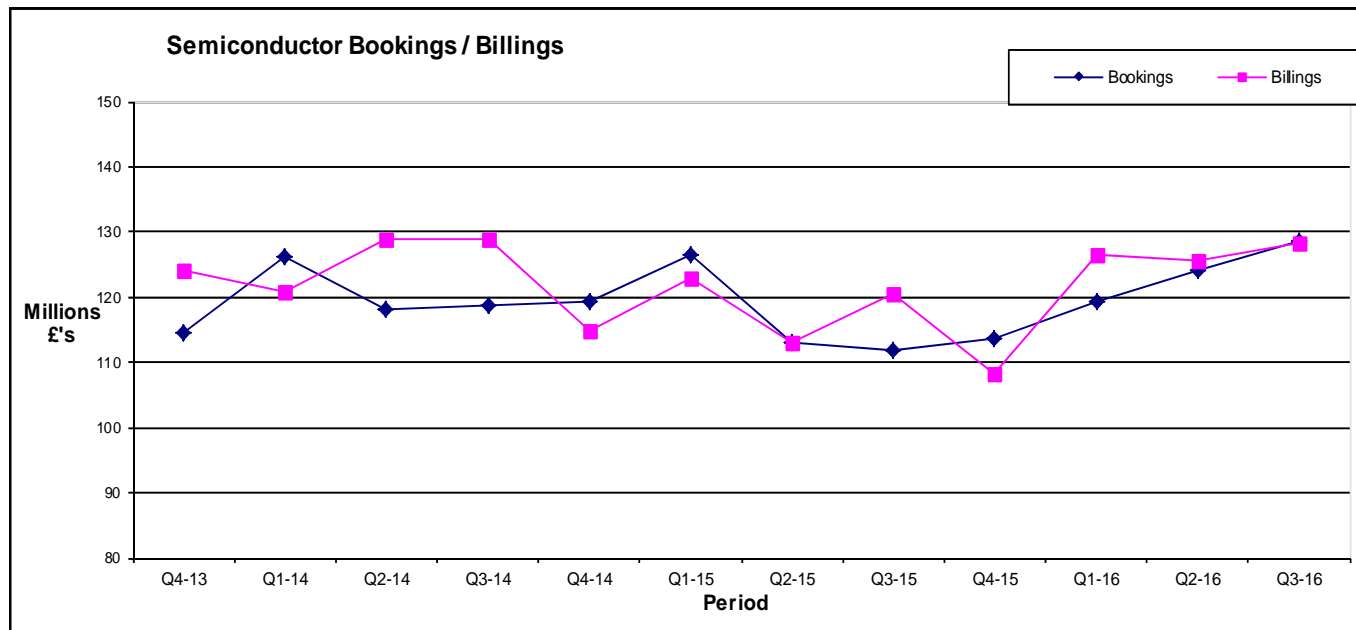


	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Bookings	27	39	35	32	36	38	35	36	33	37	39	30
Billings	26	36	33	32	33	34	35	37	36	39	37	33

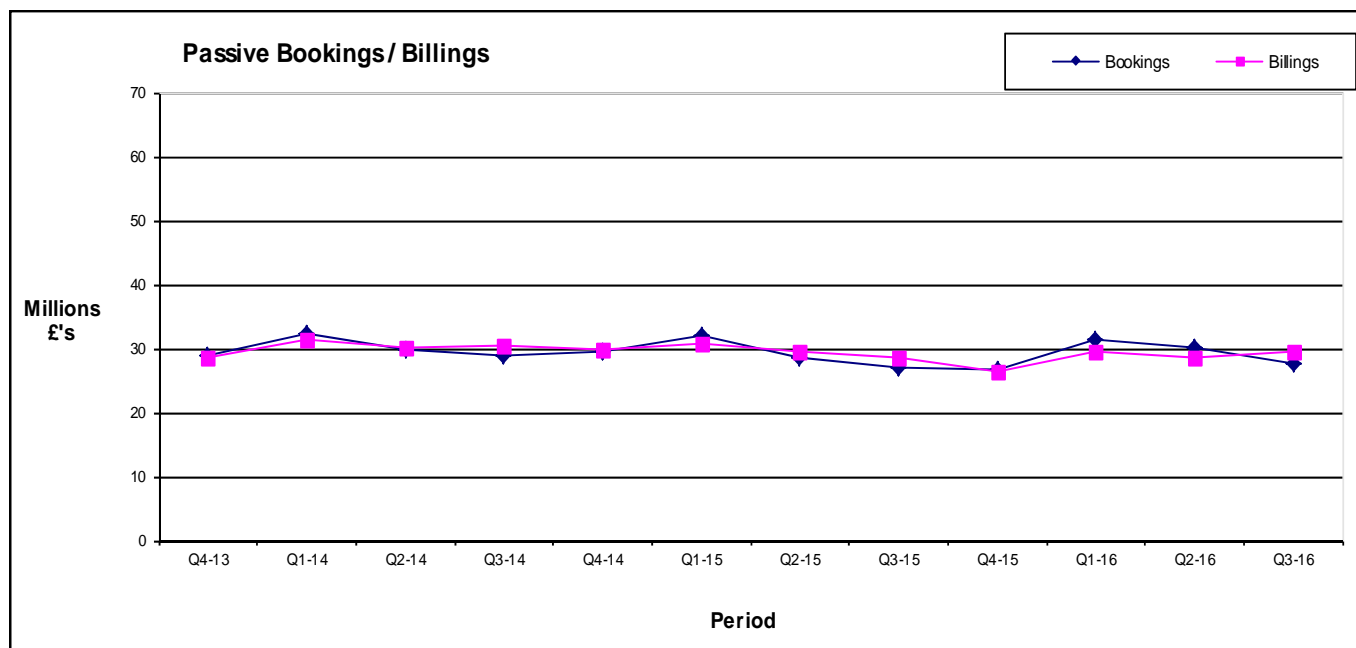


	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Bookings	152	182	161	162	187	213	189	182	179	229	216	183
Billings	148	172	166	162	172	206	201	189	183	220	207	191

UK & Eire

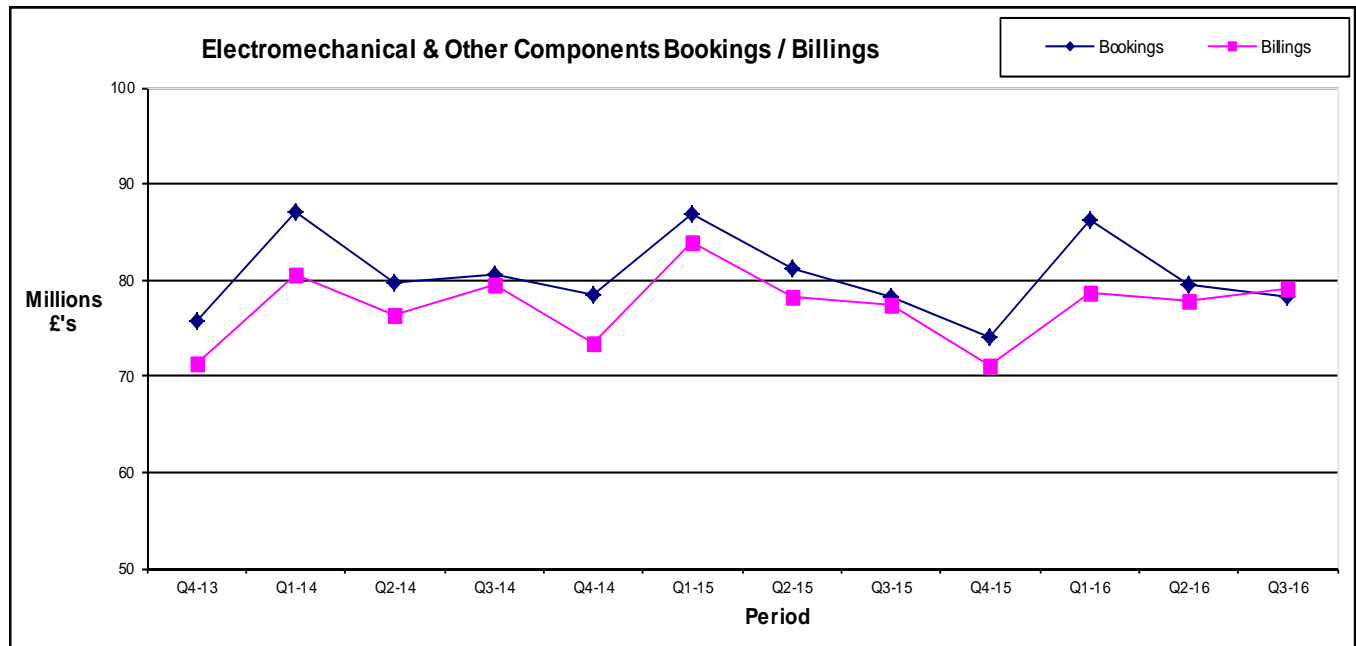


	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Bookings	114	126	118	119	119	126	113	112	114	119	124	128
Billings	124	121	129	129	115	123	113	121	108	126	126	128

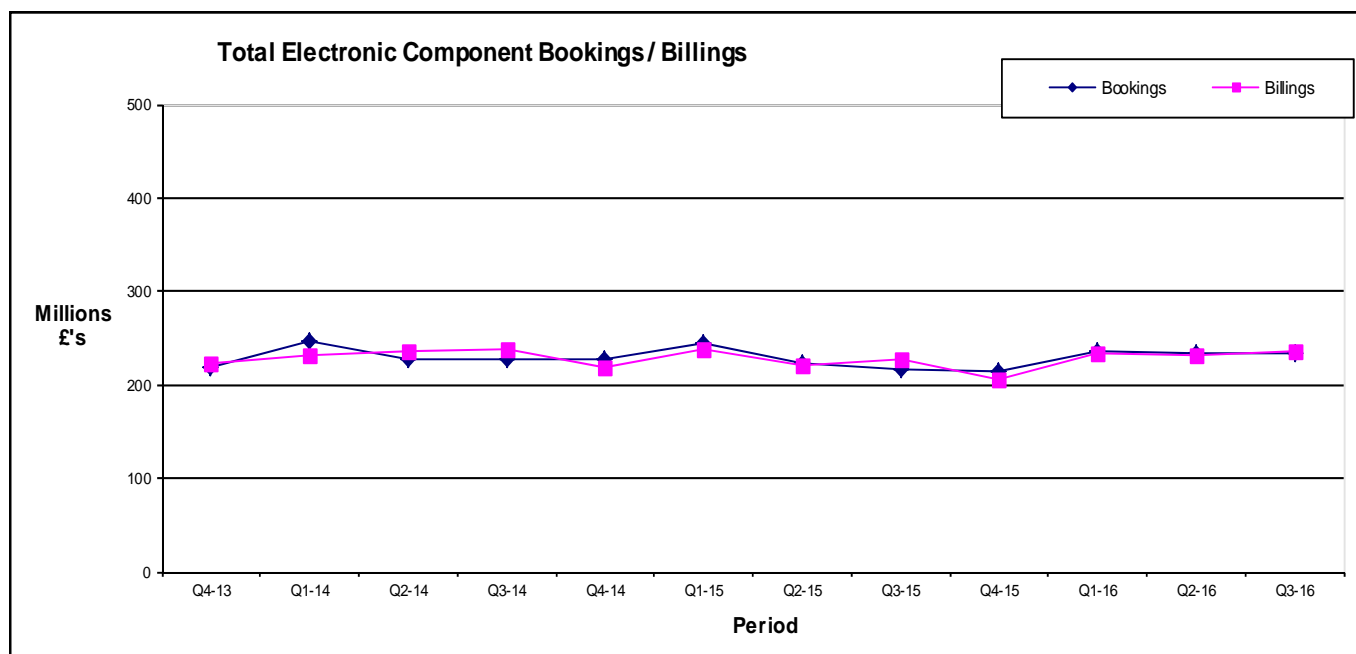


	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Bookings	29	32	30	29	29	32	29	27	27	31	30	28
Billings	28	31	30	30	30	31	29	29	26	29	29	29

UK & Eire

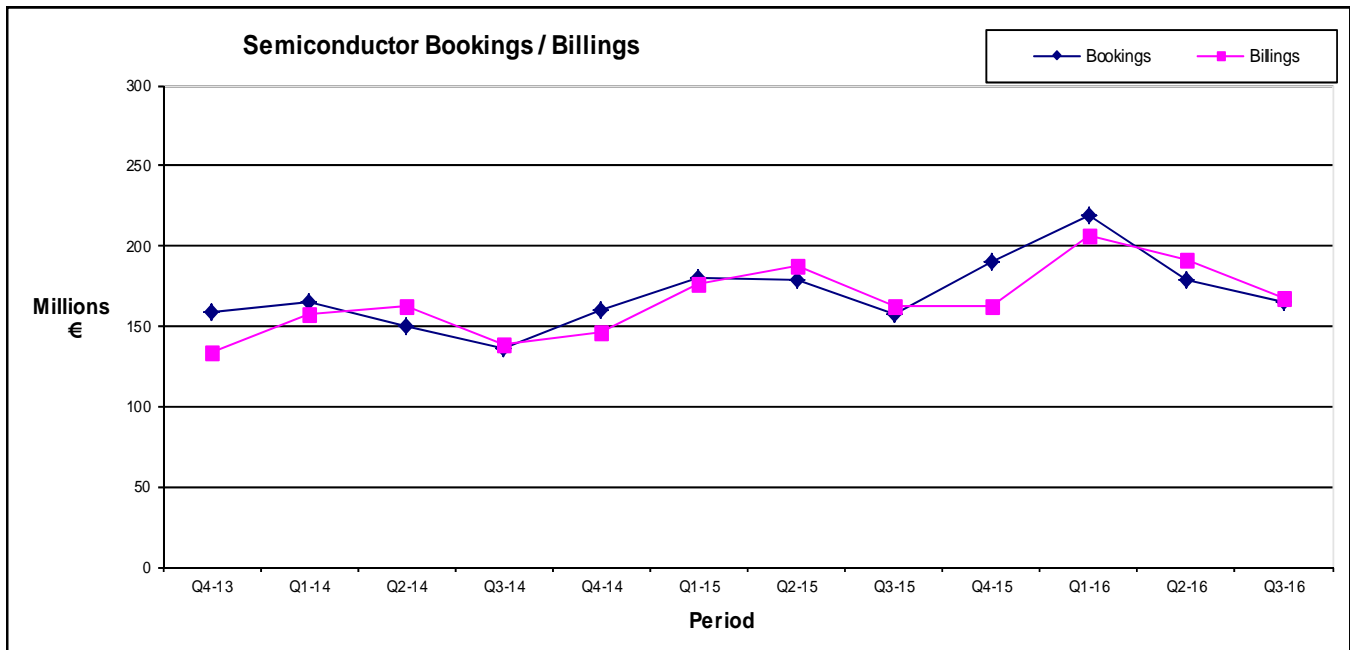


	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Bookings	76	87	80	81	78	87	81	78	74	86	79	78
Billings	71	81	76	79	73	84	78	77	71	79	78	79

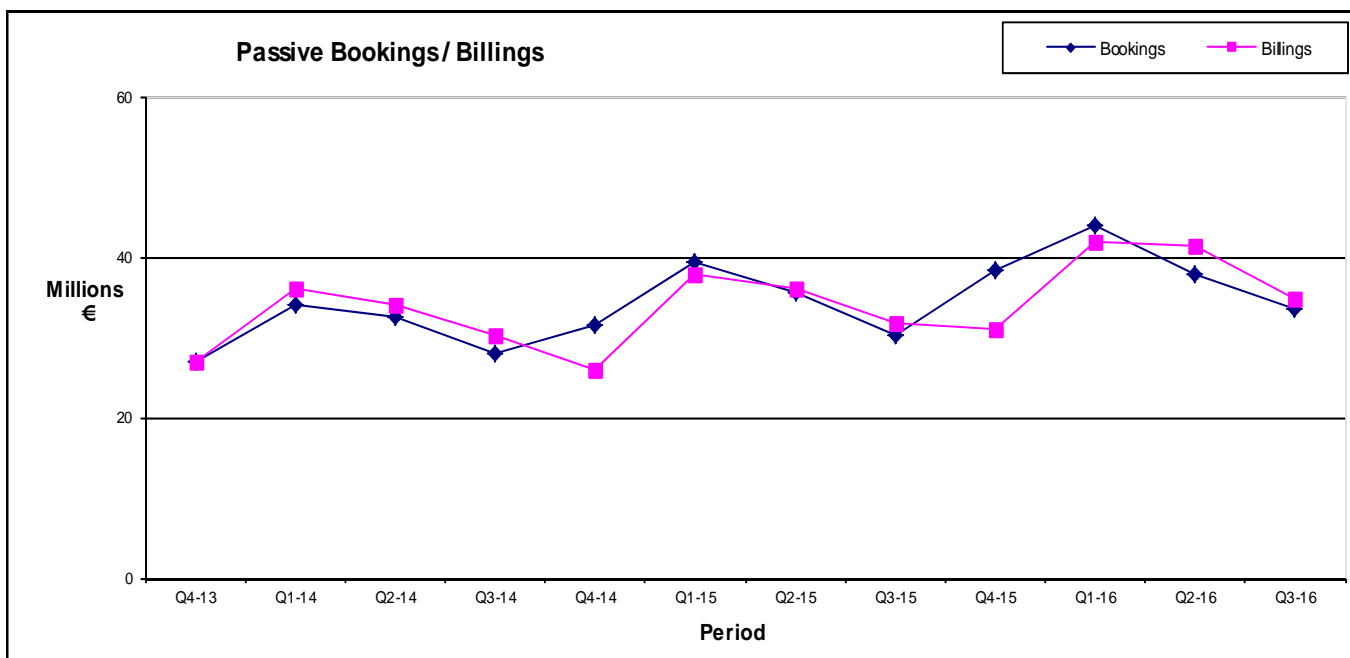


	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Bookings	219	246	227	228	227	245	223	217	214	237	234	234
Billings	224	233	235	239	218	238	221	227	206	235	232	237

ITALY

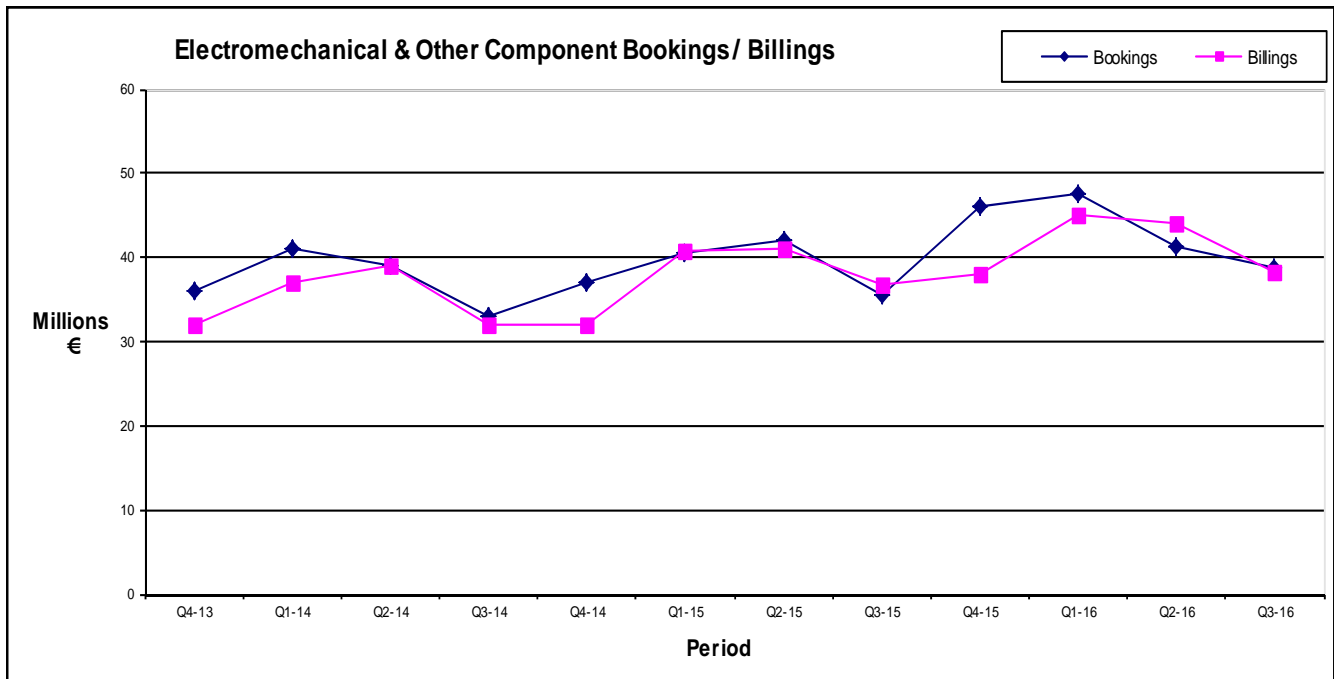


	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Bookings	159	165	150	136	159	180	179	157	190	219	179	165
Billings	134	158	163	139	146	176	188	163	162	207	191	167

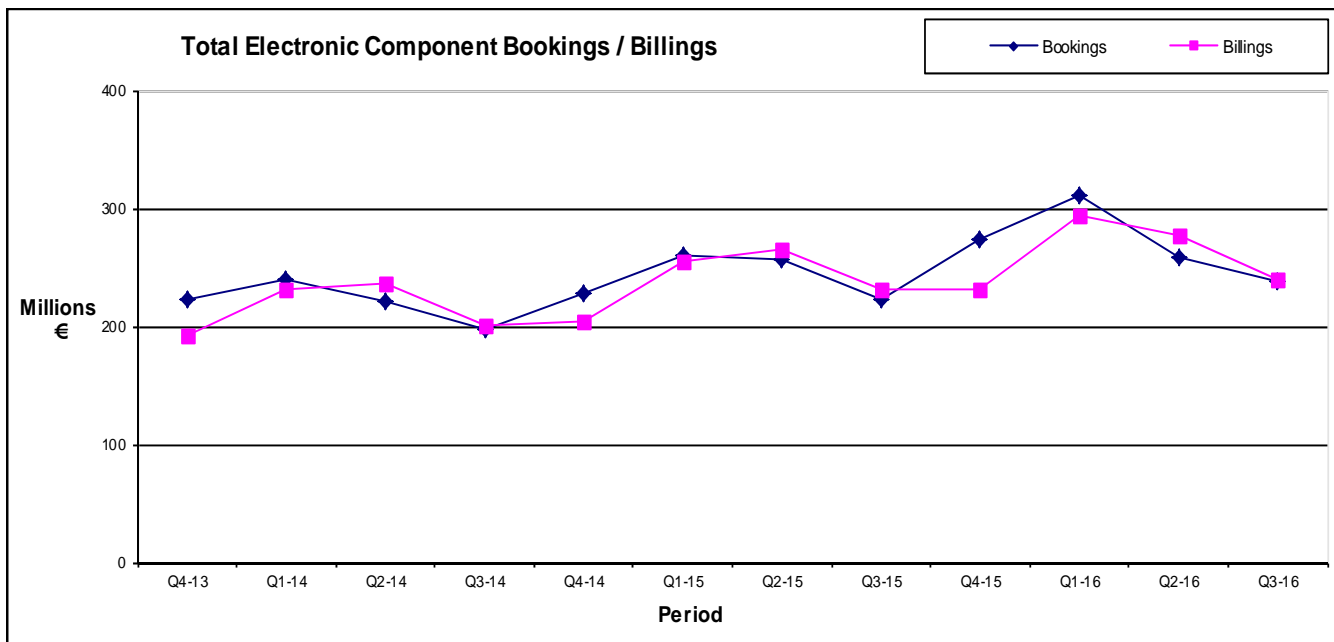


	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Bookings	27	34	33	28	32	39	36	30	38	44	38	34
Billings	27	36	34	30	26	38	36	32	31	42	41	35

ITALY



	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Bookings	36	41	39	33	37	41	42	36	46	48	41	39
Billings	32	37	39	32	32	41	41	37	38	45	44	38



	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Bookings	222	240	222	197	228	260	256	223	274	311	258	237
Billings	193	231	236	201	204	255	265	231	231	294	277	240

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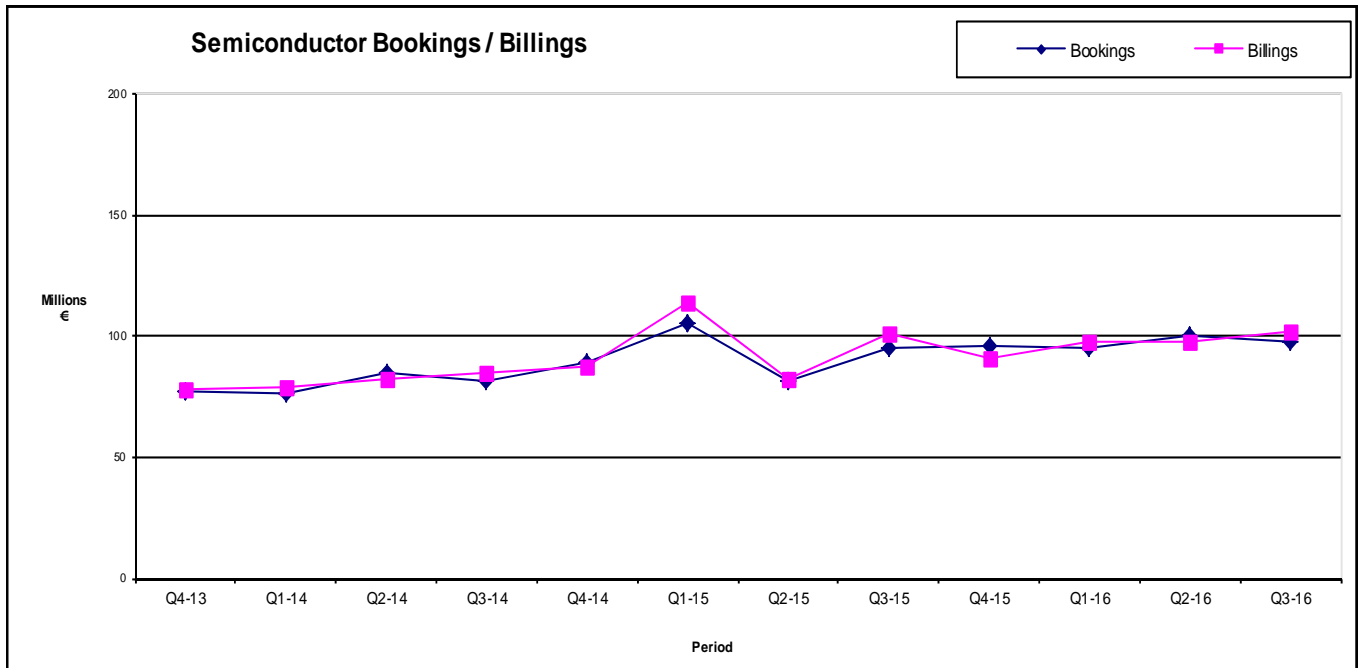


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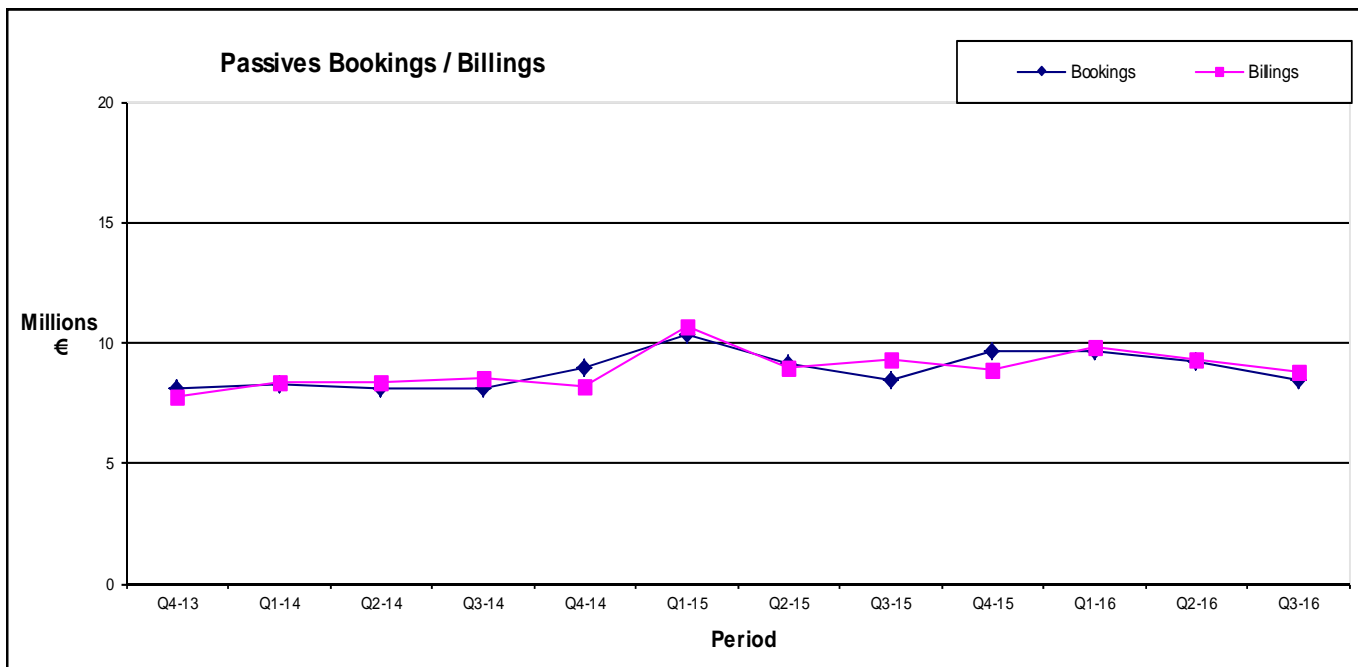
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NORDIC

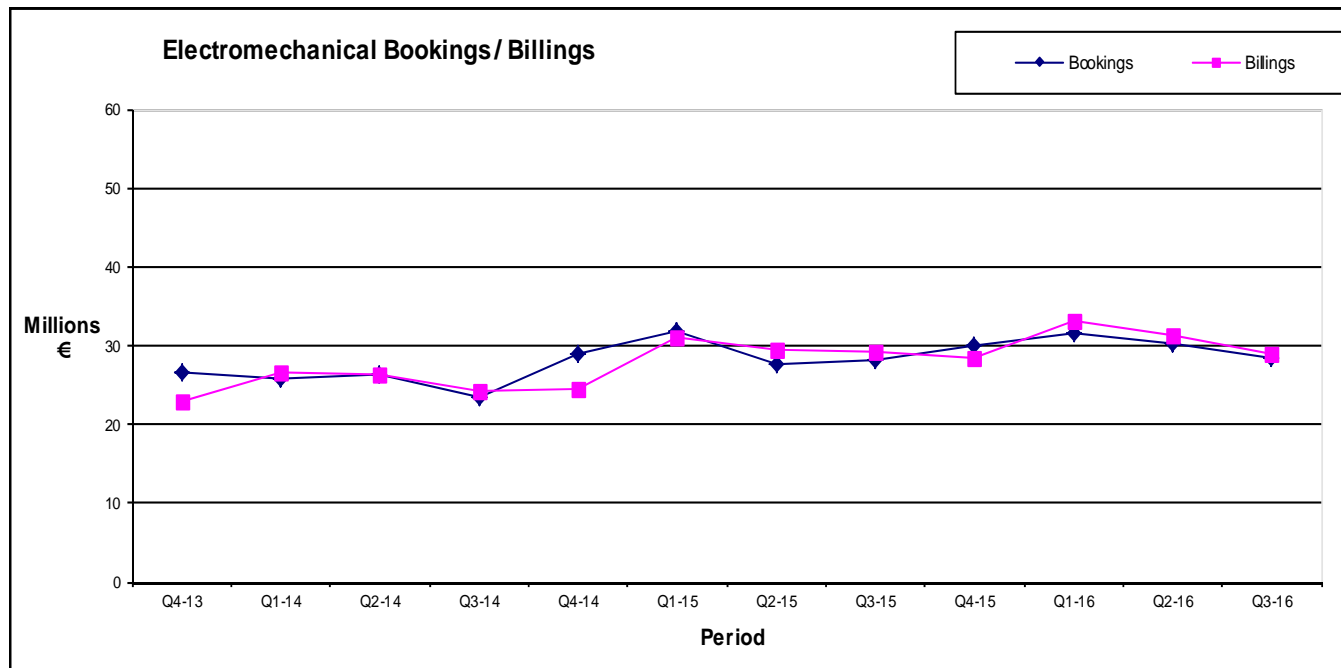


	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Bookings	77	76	85	81	89	105	82	95	96	95	100	98
Billings	78	79	82	85	87	114	82	101	91	98	97	101

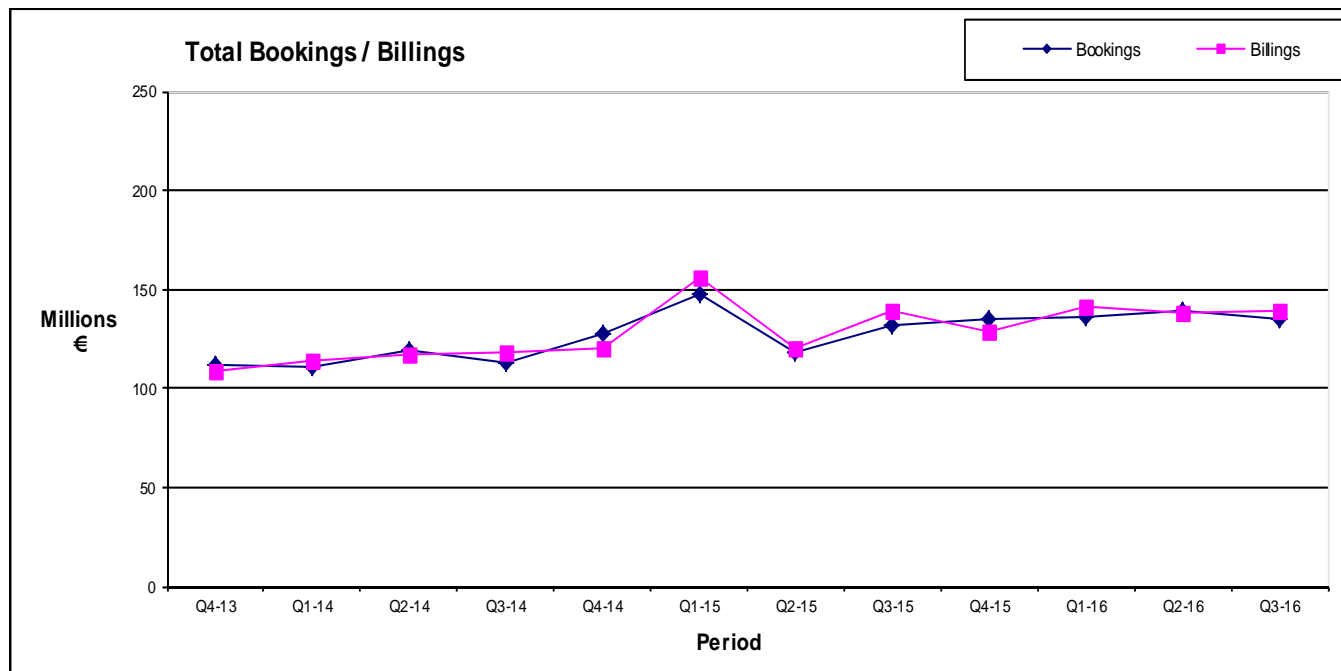


	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Bookings	8	8	8	8	9	10	9	8	10	10	9	8
Billings	8	8	8	9	8	11	9	9	9	10	9	9

NORDIC

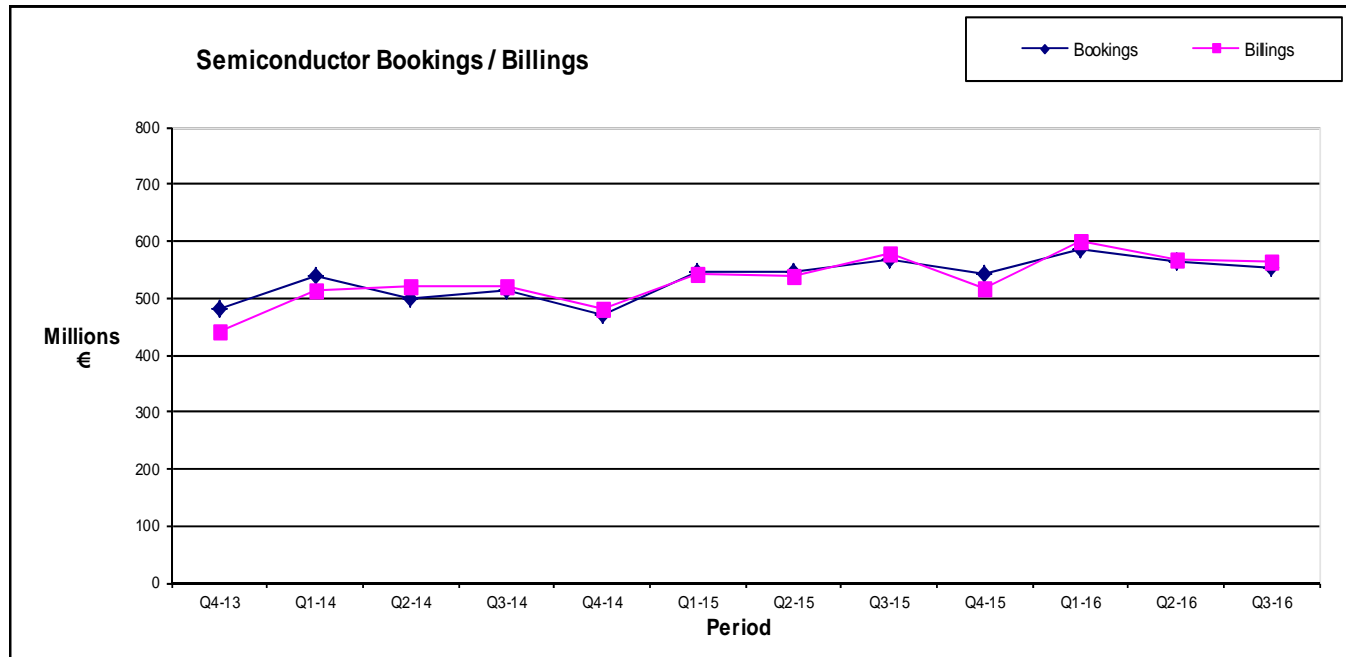


	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Bookings	27	26	26	23	29	32	28	28	30	32	30	28
Billings	23	27	26	24	24	31	29	29	28	33	31	29

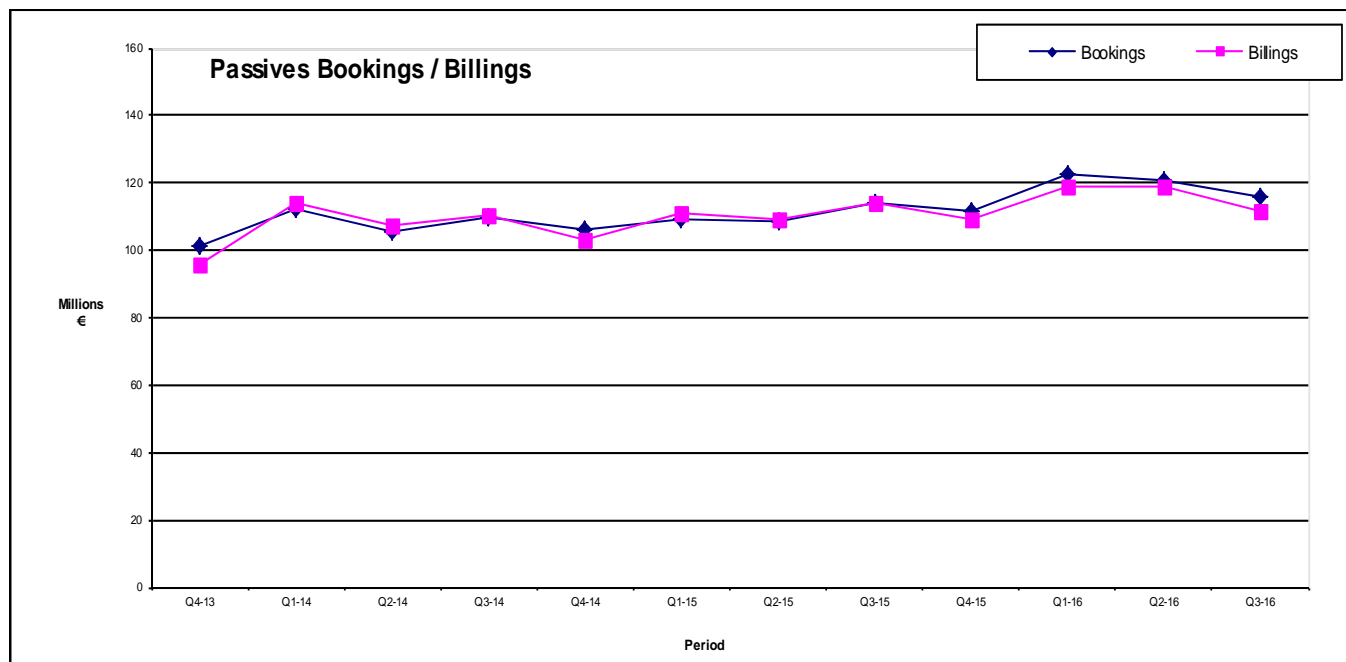


	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Bookings	112	110	120	113	127	148	118	131	135	136	139	135
Billings	108	114	117	118	120	156	121	140	128	141	138	139

GERMANY

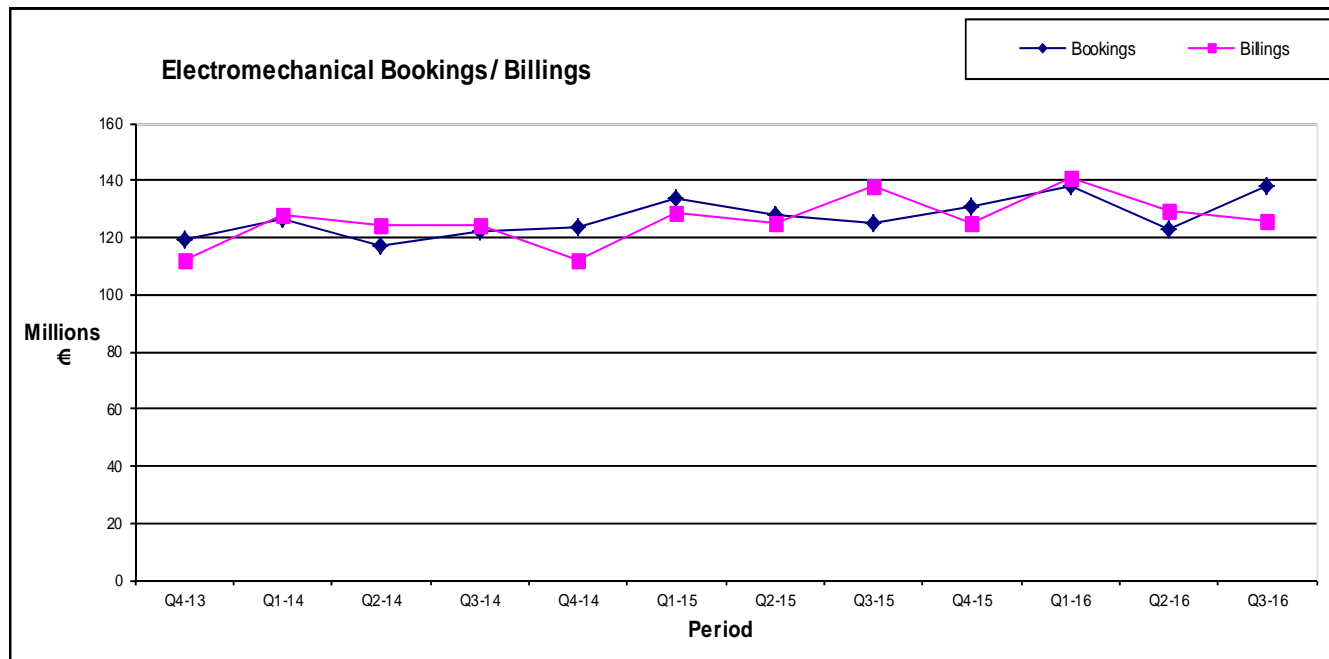


	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Bookings	482	538	500	513	470	545	547	566	541	586	565	554
Billings	443	513	521	519	483	542	539	580	519	599	567	565

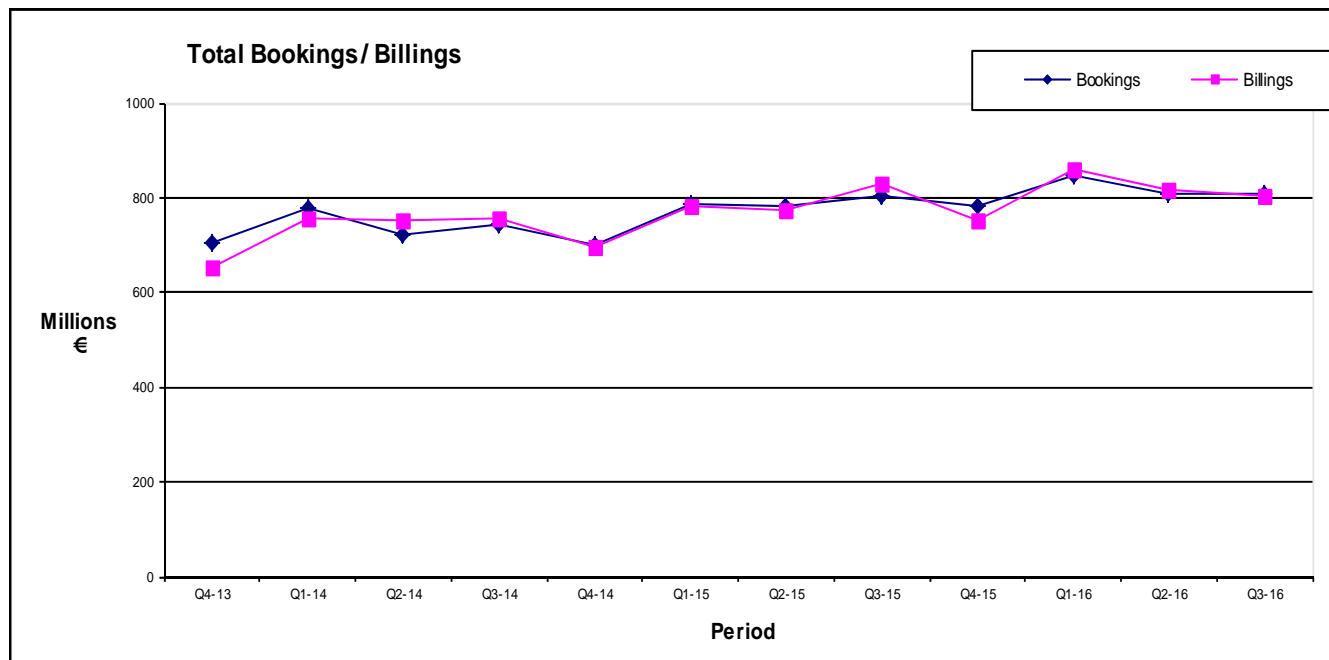


	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Bookings	101	112	106	110	106	109	109	114	112	122	121	116
Billings	96	114	108	111	103	111	109	114	109	119	119	111

GERMANY

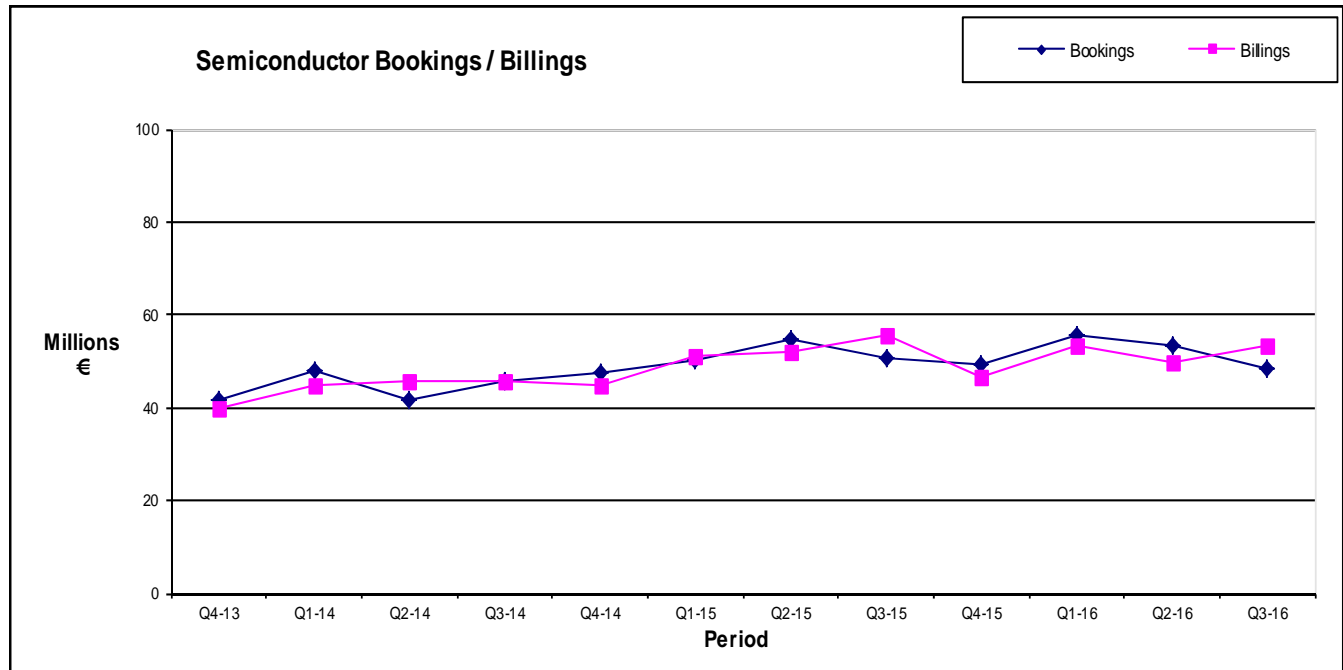


	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Bookings	119	127	117	122	124	134	128	125	131	138	123	138
Billings	112	128	124	125	112	129	125	138	125	141	129	126

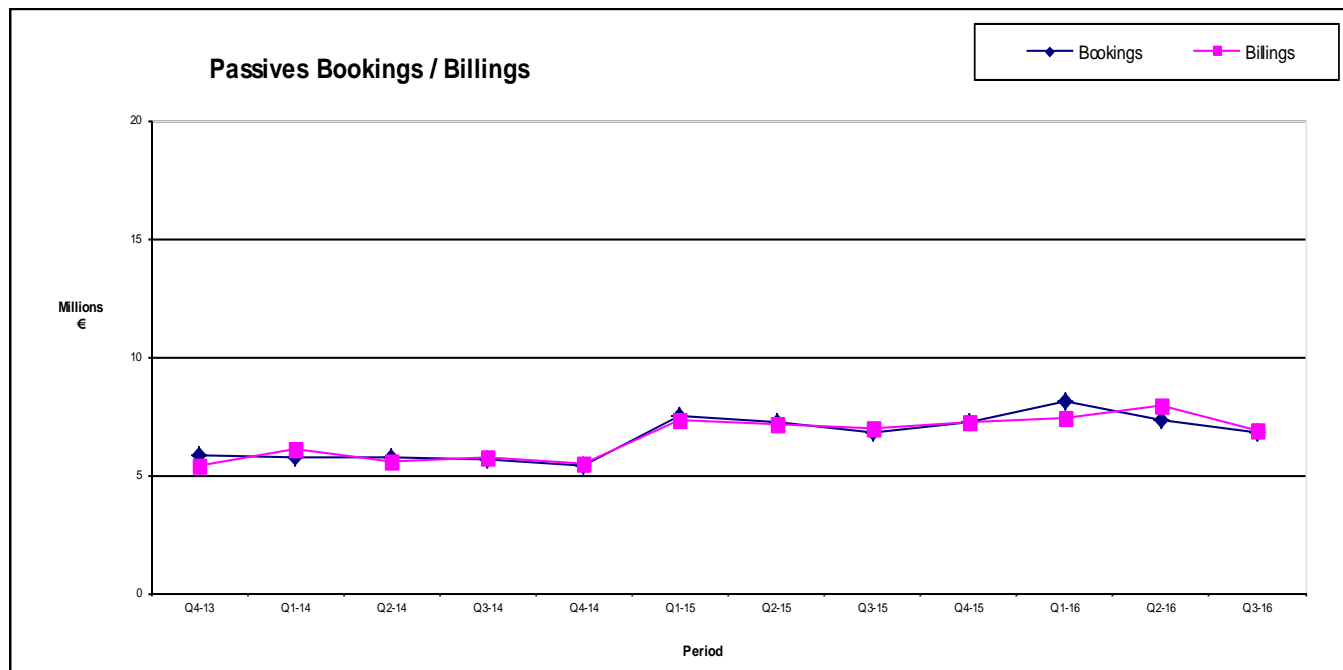


	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Bookings	703	777	722	745	700	788	783	805	784	847	809	808
Billings	651	755	753	754	697	783	773	832	753	859	816	802

SWITZERLAND

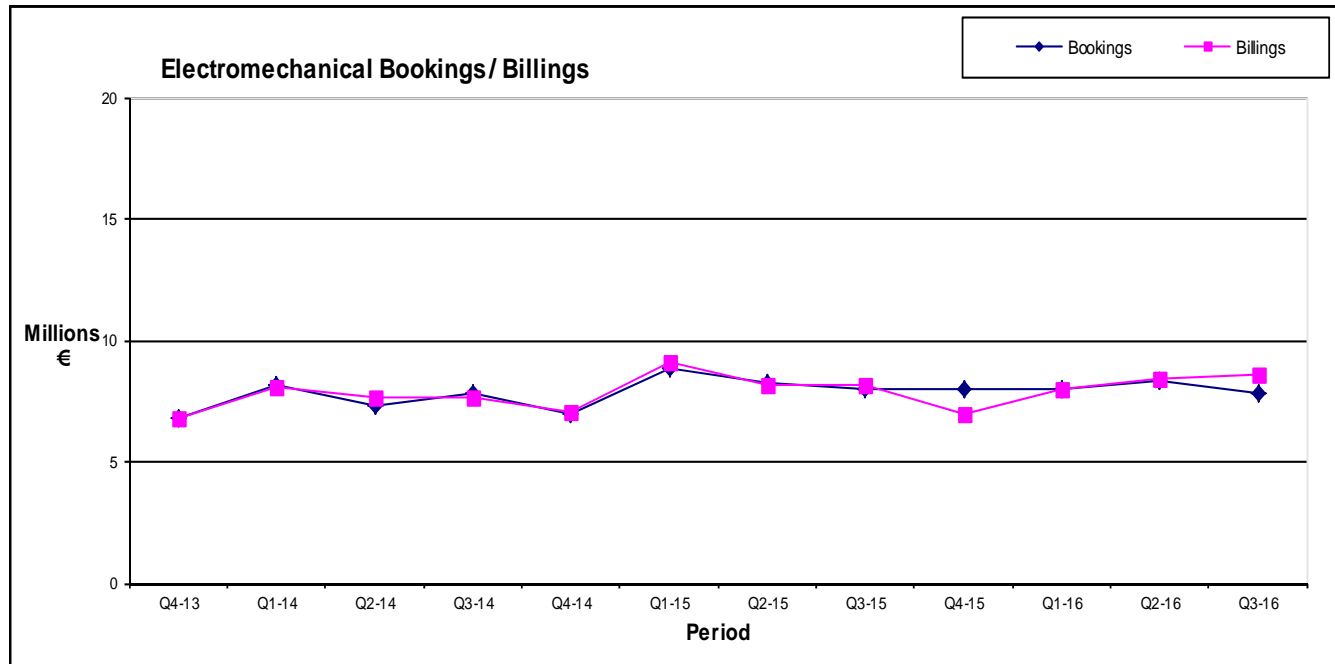


	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Bookings	41	48	42	46	48	50	55	51	50	56	53	48
Billings	40	45	46	46	45	51	52	55	47	53	50	53

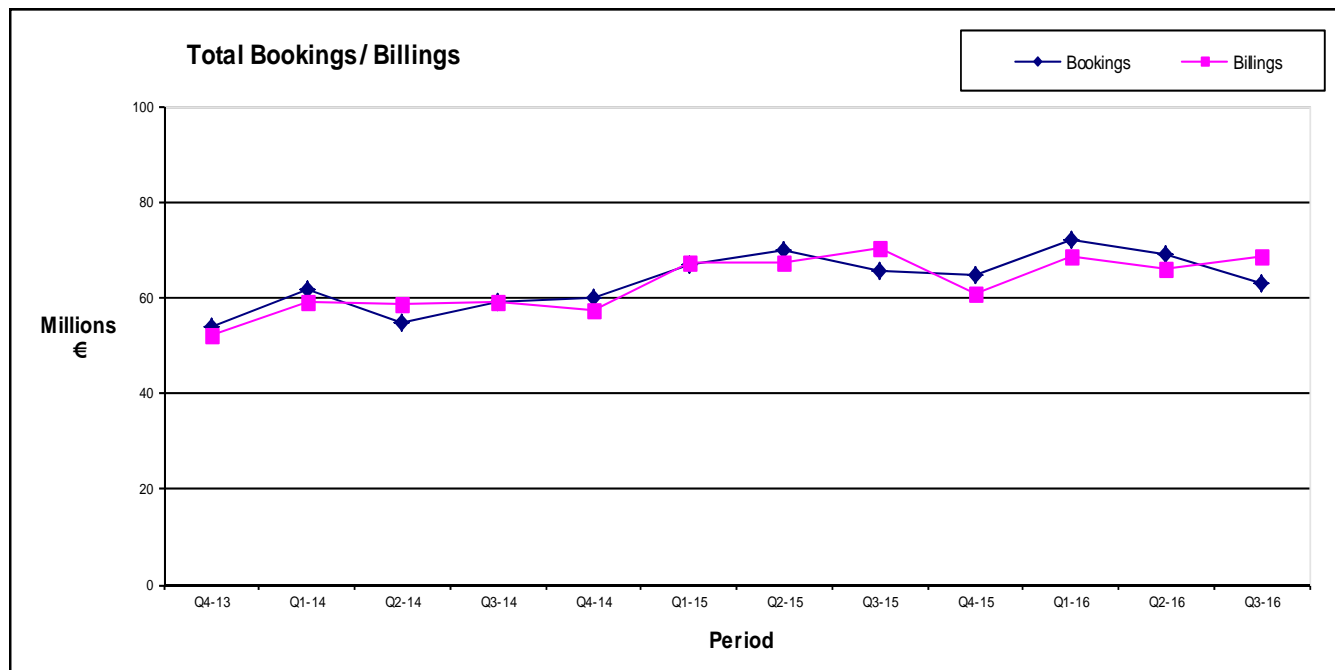


	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Bookings	6	6	6	6	5	7	7	7	7	8	7	7
Billings	5	6	6	6	5	7	7	7	7	7	8	7

SWITZERLAND

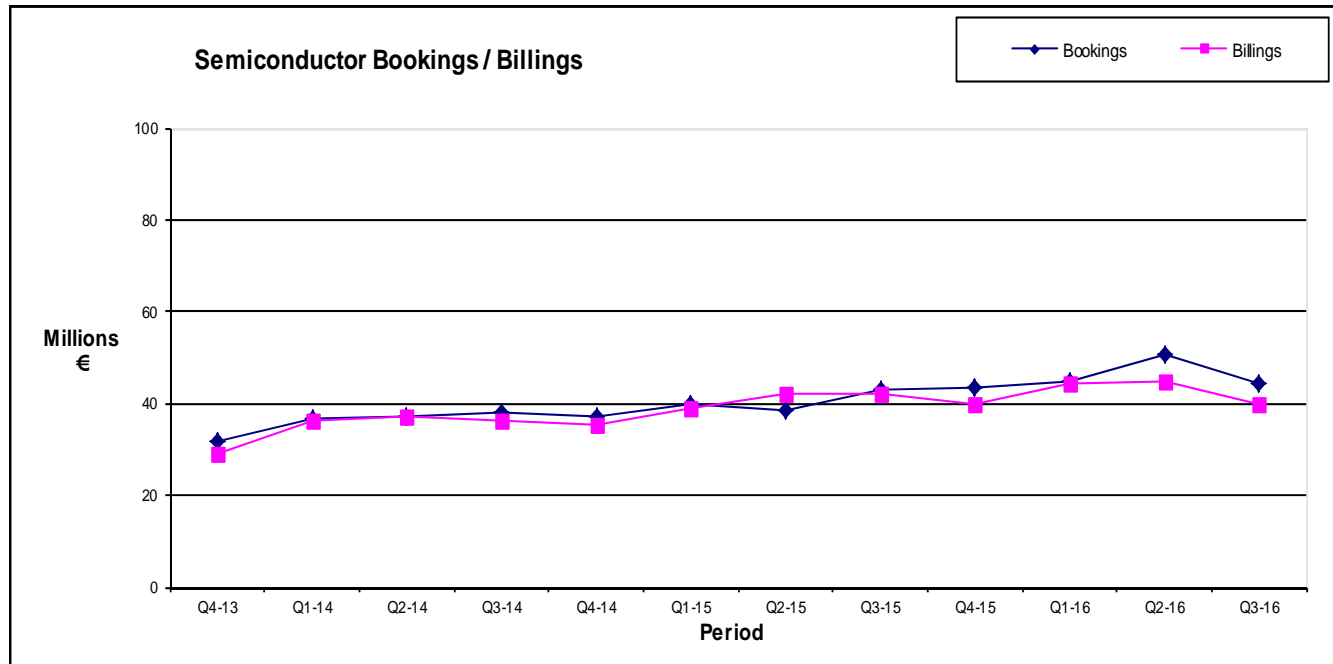


	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Bookings	7	8	7	8	7	9	8	8	8	8	8	8
Billings	7	8	8	8	7	9	8	8	7	8	8	9

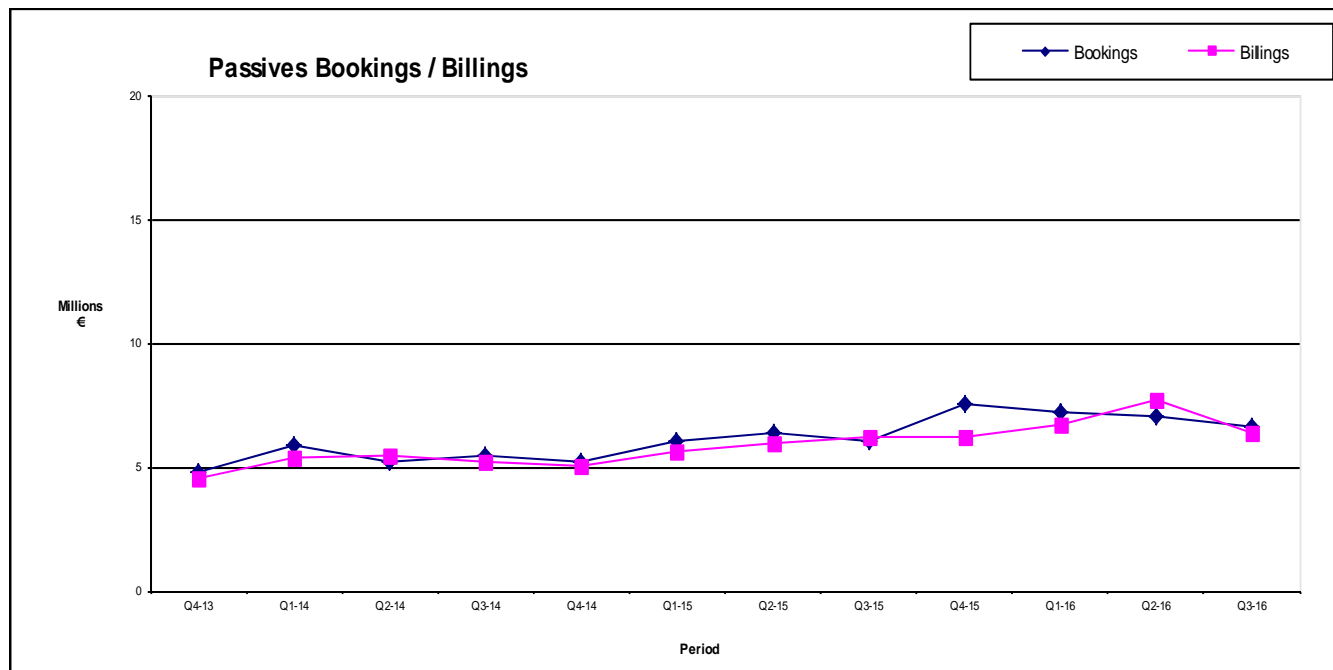


	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Bookings	54	62	55	59	60	67	70	66	65	72	69	63
Billings	52	59	59	59	57	68	68	71	61	69	66	69

AUSTRIA

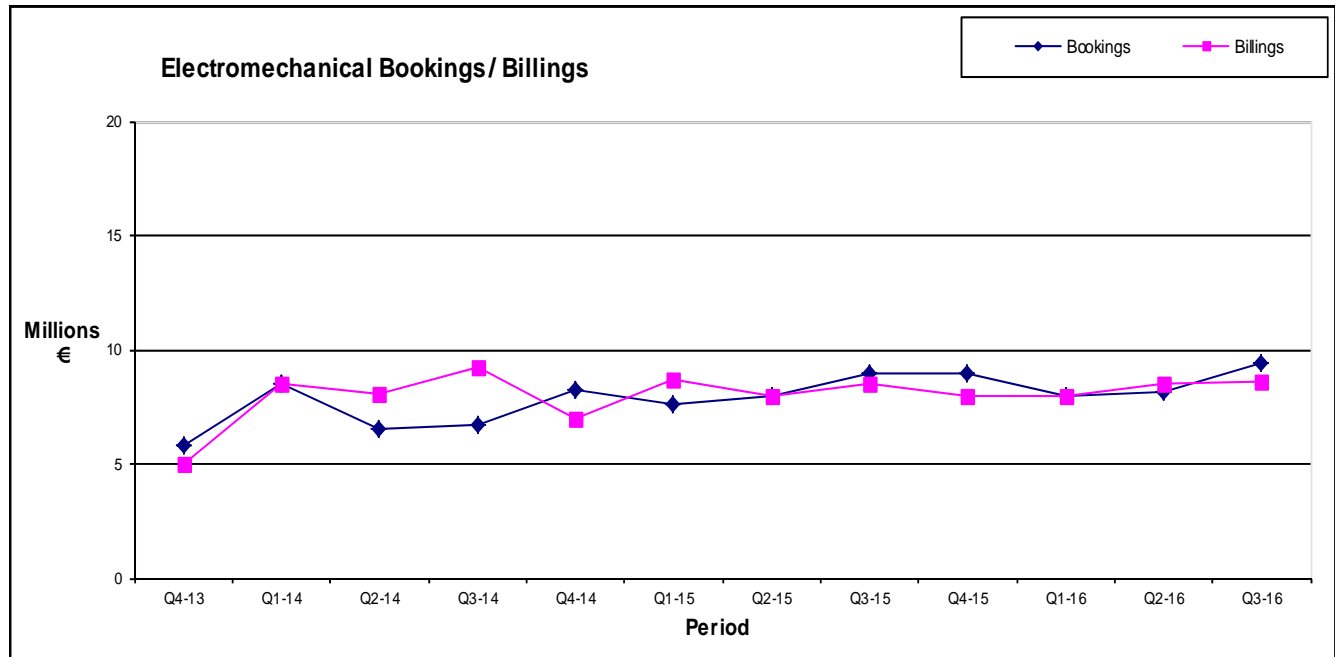


	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Bookings	32	37	37	38	37	40	39	43	44	45	51	44
Billings	29	36	37	36	35	39	42	42	40	44	45	40

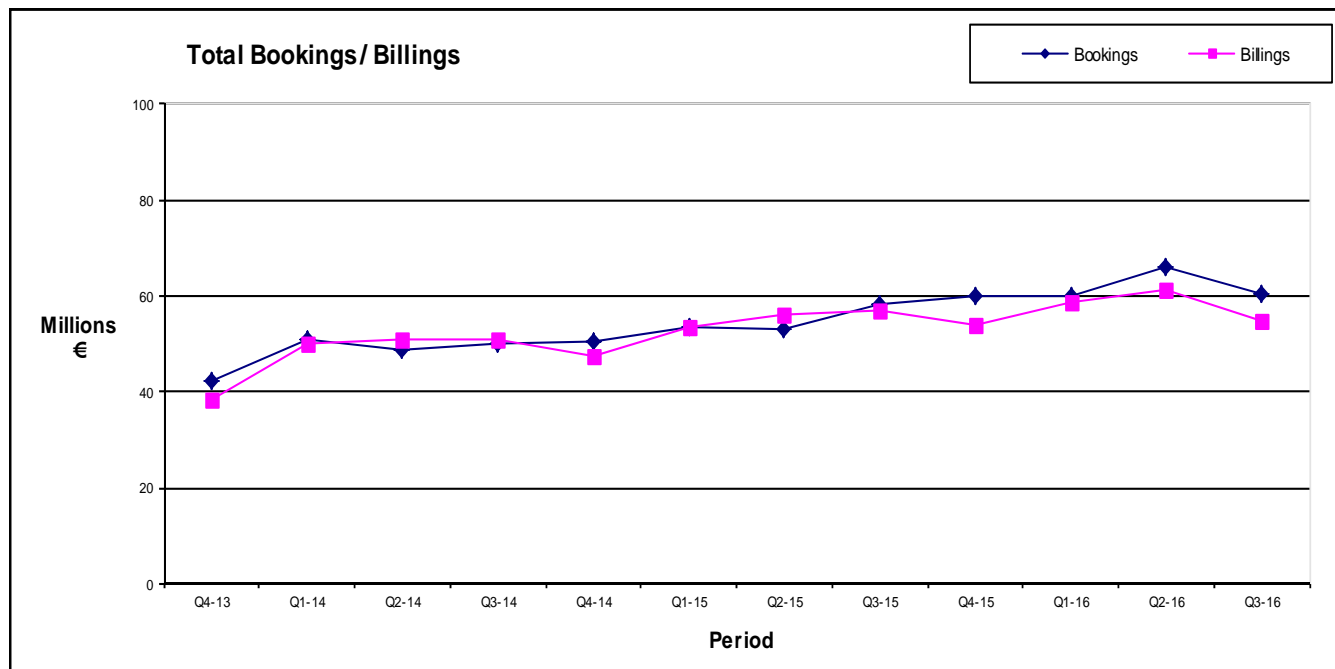


	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Bookings	5	6	5	5	5	6	6	6	8	7	7	7
Billings	5	5	5	5	5	6	6	6	6	7	8	6

AUSTRIA

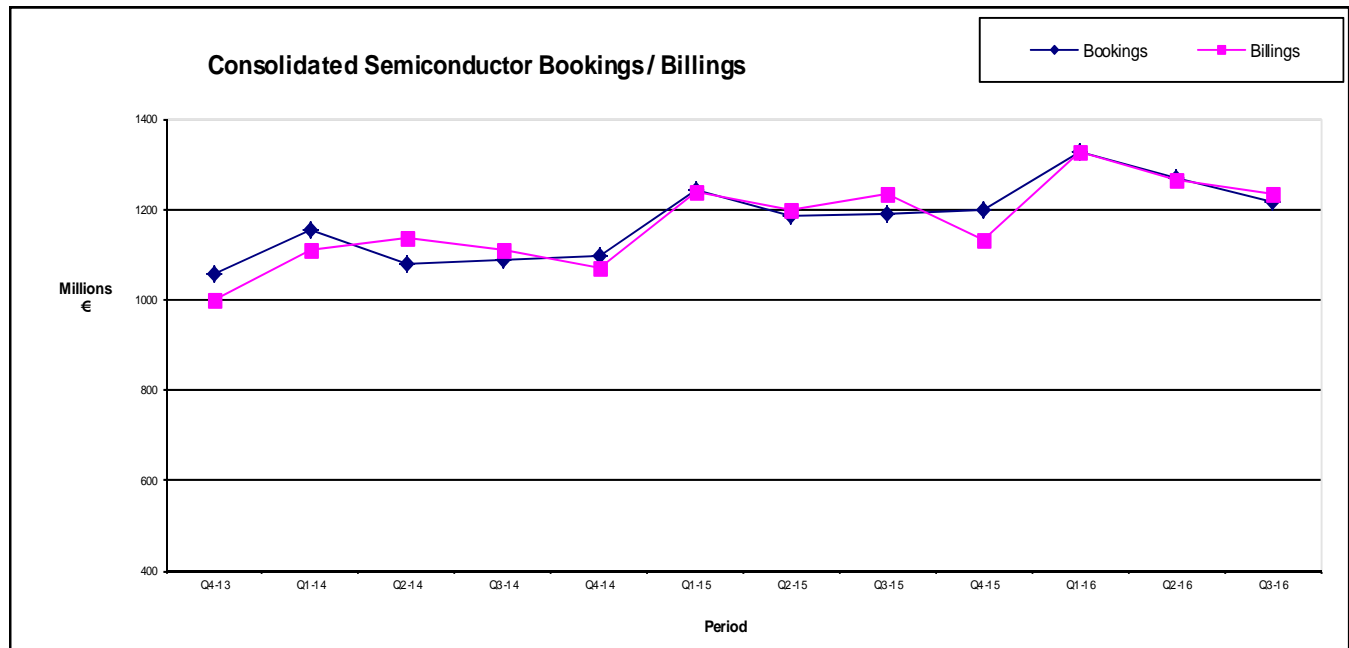


	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Bookings	6	9	7	7	8	8	8	9	9	8	8	9
Billings	5	9	8	9	7	9	8	8	8	8	9	9

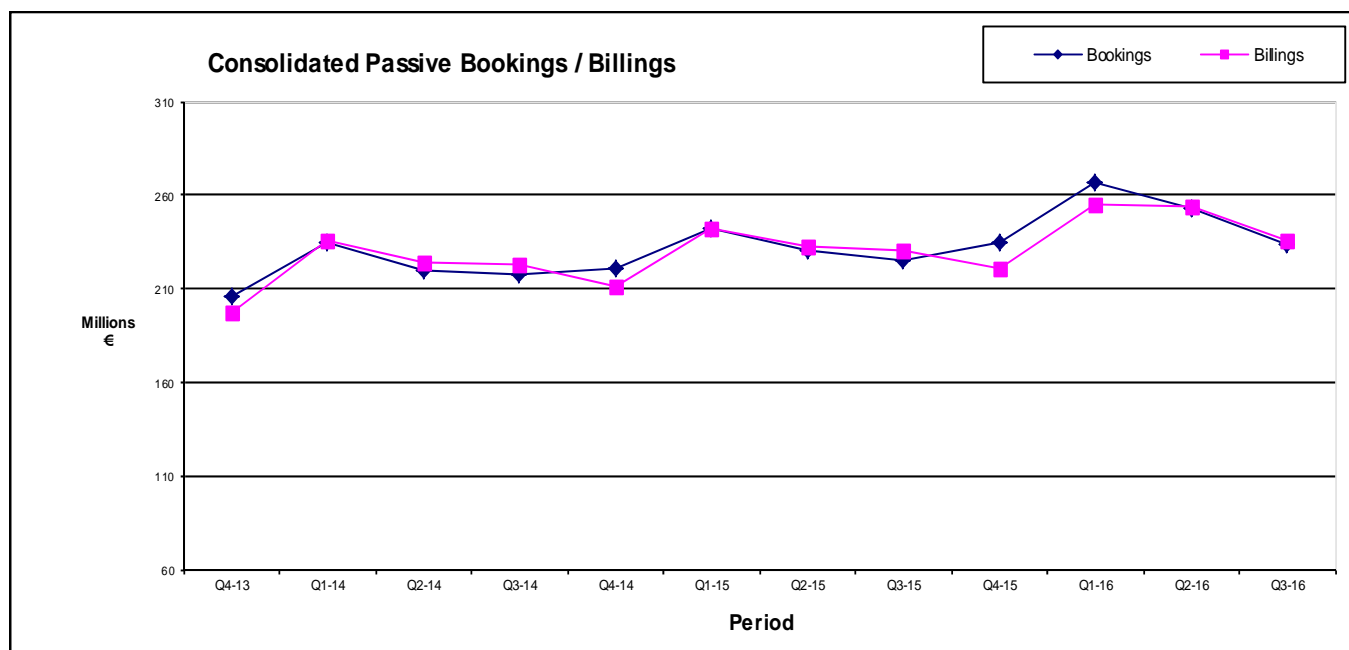


	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Bookings	42	51	49	50	50	53	53	58	60	60	66	60
Billings	39	50	51	51	47	53	56	57	54	59	61	55

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

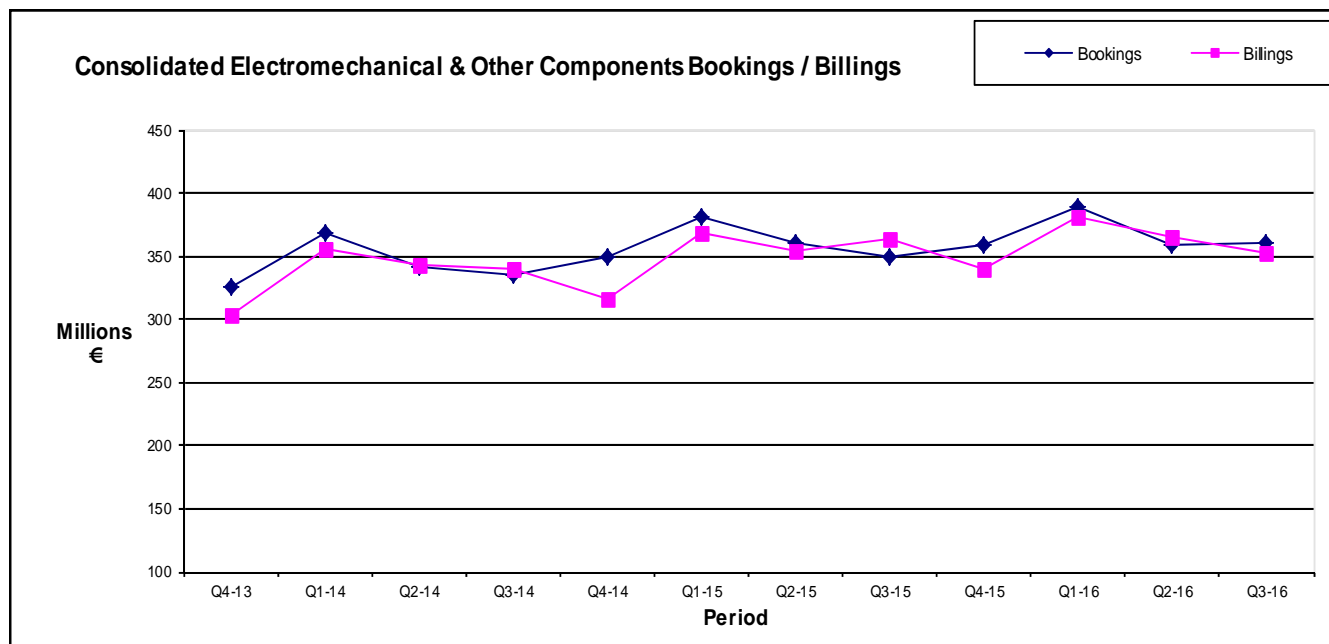


	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Bookings	1055	1157	1081	1086	1096	1243	1186	1190	1199	1325	1268	1215
Billings	999	1110	1138	1112	1072	1237	1200	1236	1133	1328	1264	1235

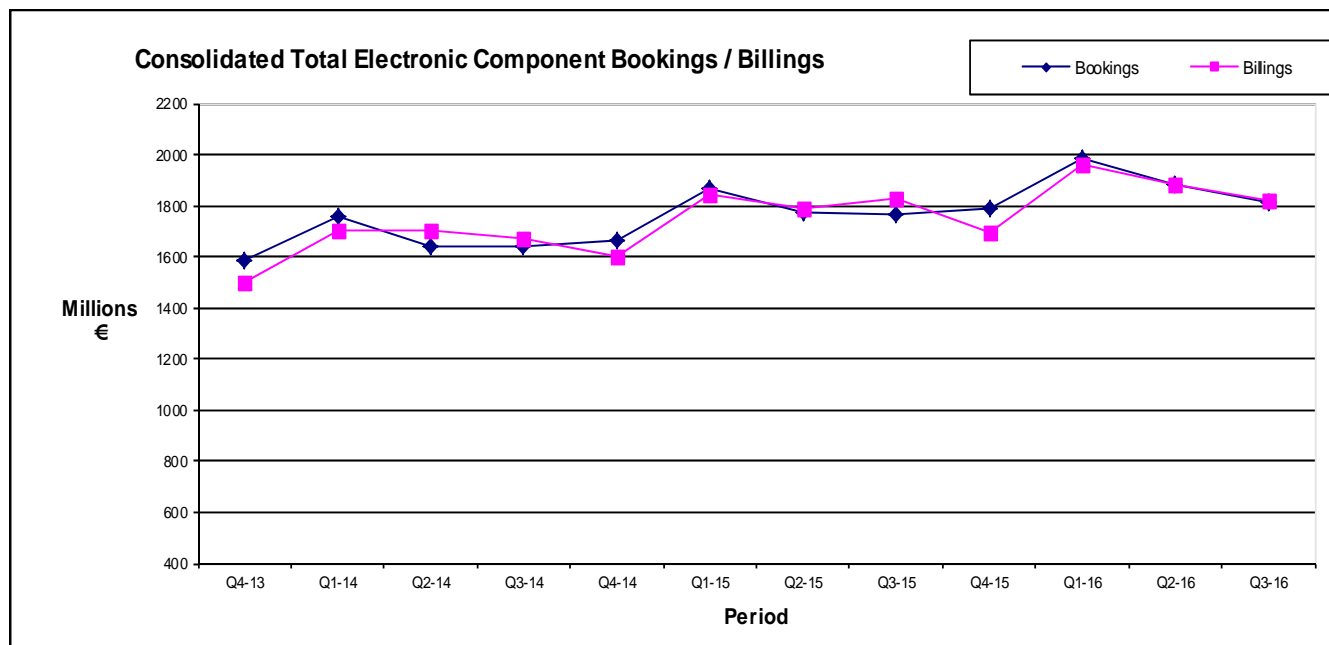


	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Bookings	206	235	219	218	221	243	230	225	234	267	252	233
Billings	197	236	224	223	211	242	233	231	221	255	254	235

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

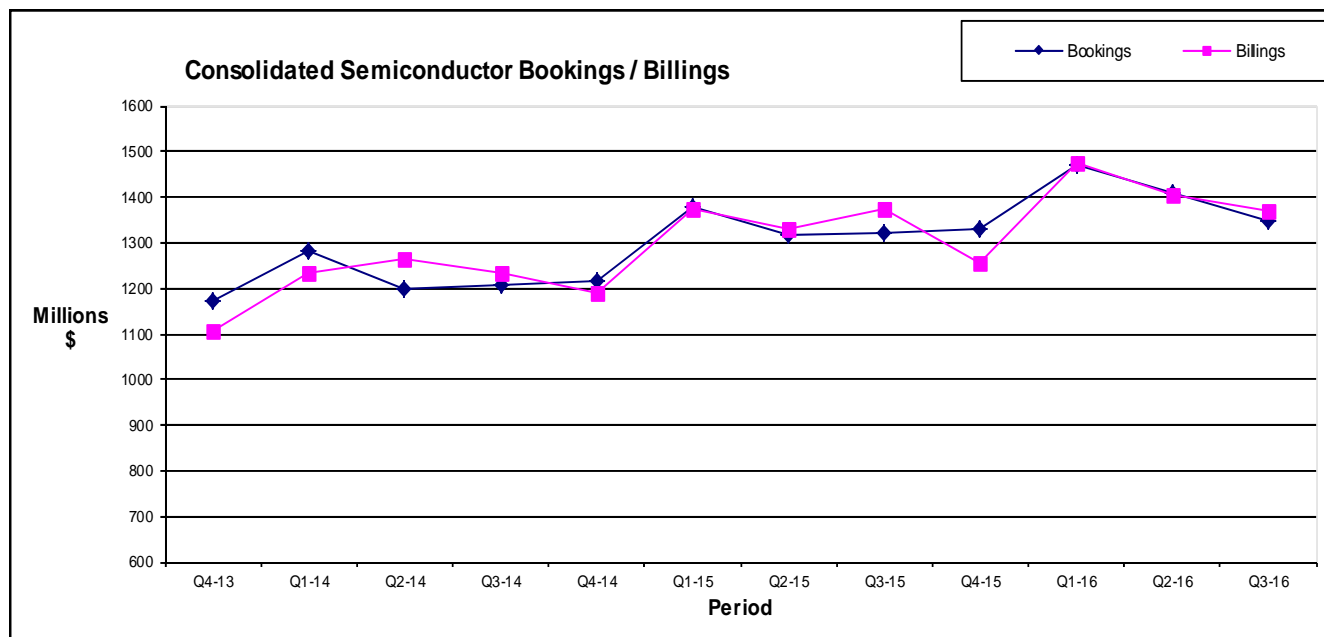


	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Bookings	326	369	341	336	349	381	361	350	359	389	359	361
Billings	303	355	344	339	316	368	354	364	340	382	366	352

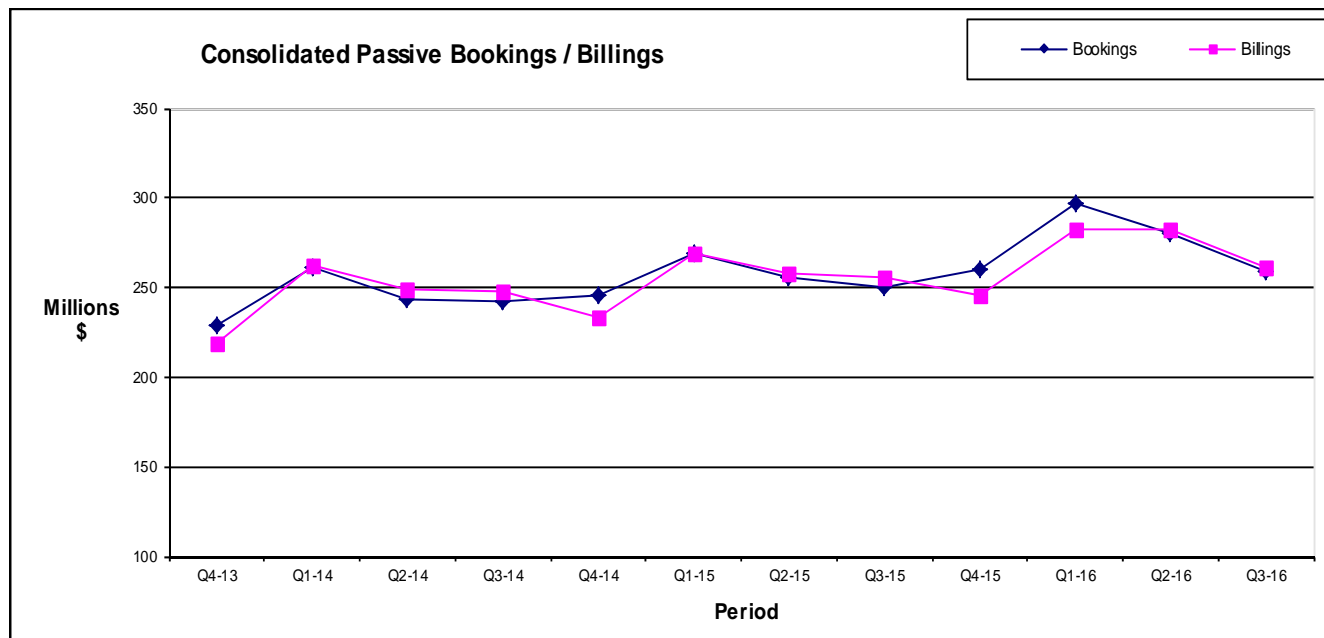


	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Bookings	1587	1761	1641	1640	1666	1866	1777	1764	1793	1981	1879	1809
Billings	1499	1701	1706	1674	1599	1847	1787	1831	1694	1965	1884	1822

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

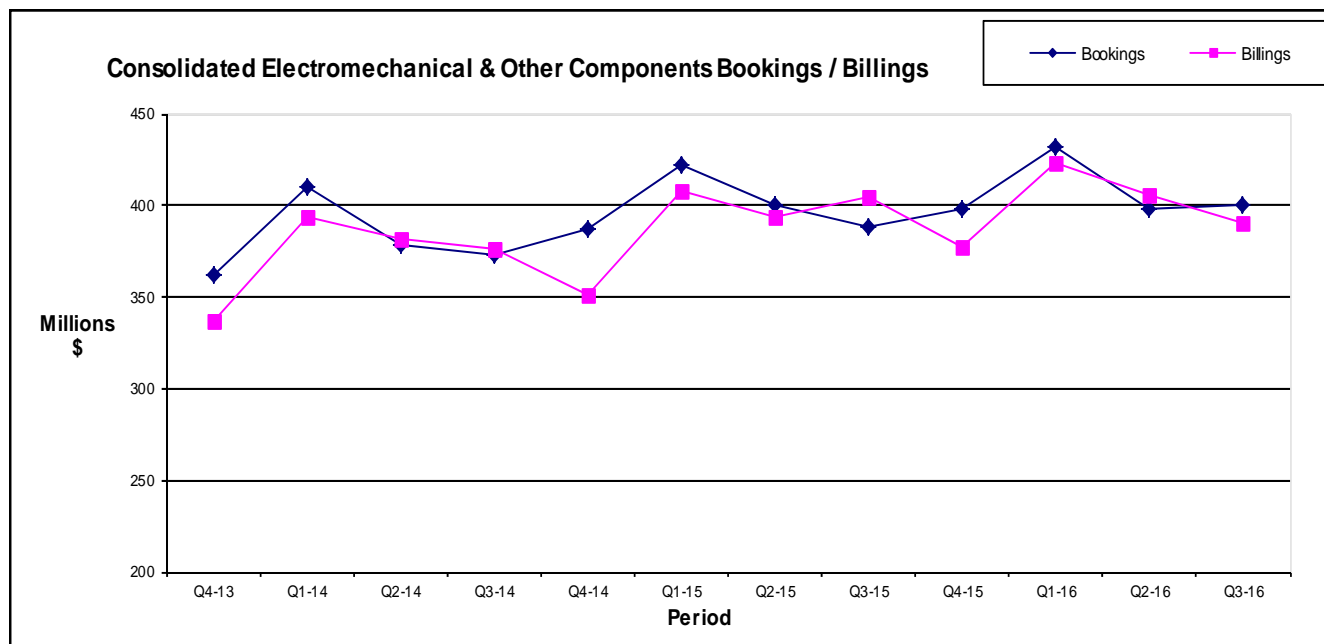


	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Bookings	1172	1284	1200	1206	1217	1380	1316	1321	1331	1471	1408	1349
Billings	1109	1233	1264	1235	1190	1373	1332	1372	1258	1475	1404	1371

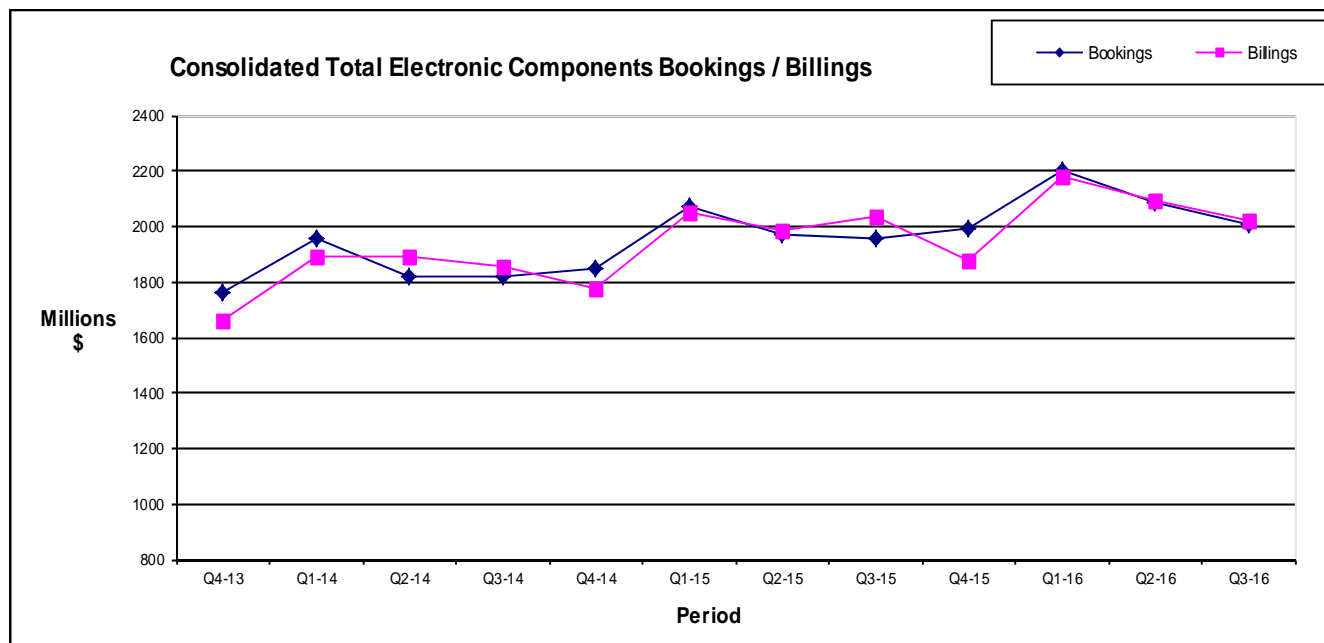


	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Bookings	229	261	243	242	246	269	256	250	260	296	280	259
Billings	219	262	249	248	234	269	258	256	245	283	282	261

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



	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Bookings	362	410	378	373	387	423	400	388	399	432	399	401
Billings	337	394	382	377	351	408	393	405	378	424	406	391



	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Bookings	1762	1955	1822	1821	1850	2072	1973	1959	1990	2200	2086	2009
Billings	1664	1889	1894	1859	1775	2051	1984	2033	1881	2181	2092	2023