



QUARTERLY TREND STATISTICS

Q3-2018

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in
association
with

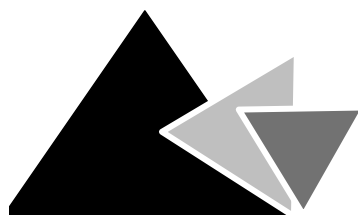
International
Distribution of
Electronics
Association



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22	• Quarterly Total Electronic Component Bookings/Billings	France, UK & Eire, Italy, Nordic, Germany, Switzerland and Austria	€
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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\$



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

PERIOD: Q3 – 2018 ISSUED: 1st November 2018

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.

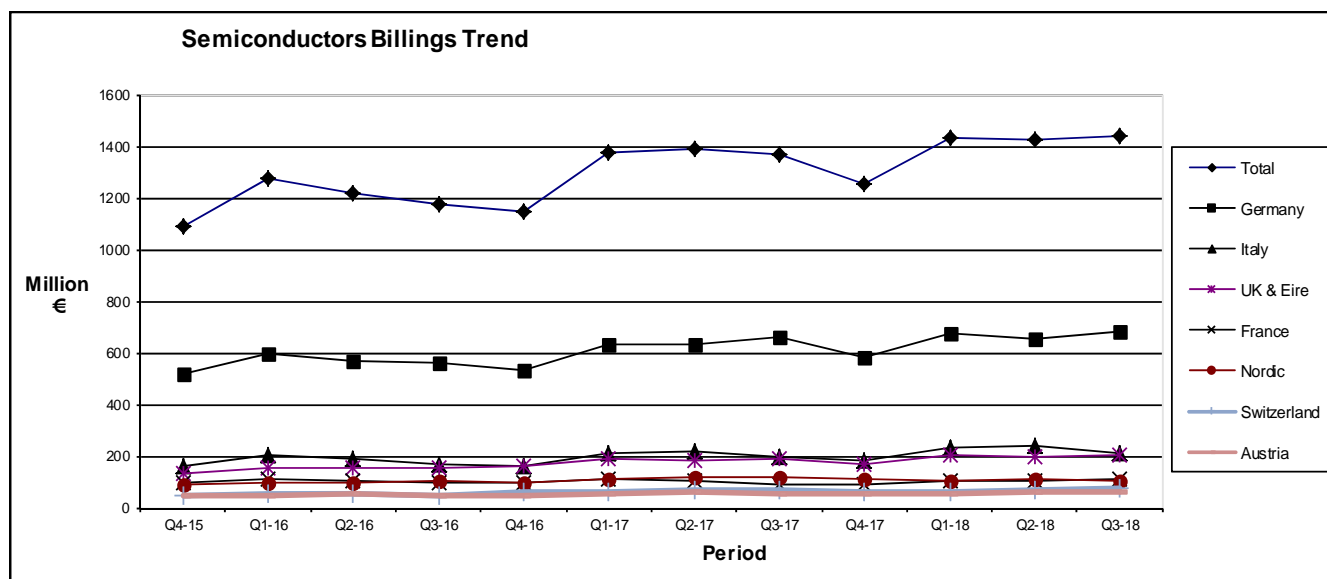
The consolidation has been carried out by *ecsn* (afdec) in the UK and any queries should be addressed to:-

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

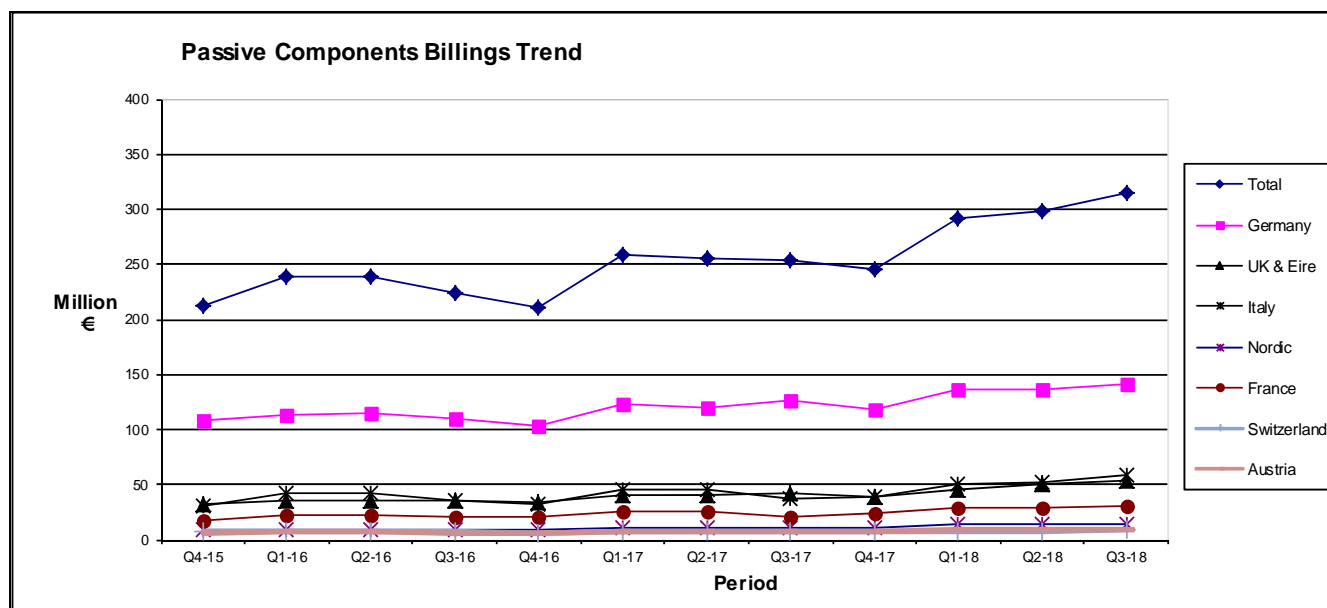
The trend statistics include data compiled by SPDEI (France), ASSODEL (Italy), *ecsn* (UK/Eire & NORDIC) and FBDI (Germany). The numbers shown represent the **actual** sales by member companies so reflect an accurate trend. It should be noted that revisions have been made to the UK, Nordic and Italian 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/afdec</i>	€1570 Mill	€319 Mill	84%
Italy	ASSODEL	€1549 Mill	€162 Mill	75%
Nordic	<i>ecsn/afdec</i>	€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%

IMPORTANT NOTE: To ensure that exchange rate variations do not confuse the trend, the exchange rates shown are the average 2017 Local currency/€conversion rates. The 2017 average rates are: UK Pound/€0.8765, Danish Krona/€7.4387, Norwegian Krona/€9.3315, Swedish Krona/€9.6636. US \$ to €conversions are made at the average 2017 rate of 1.1296 (0.8852).

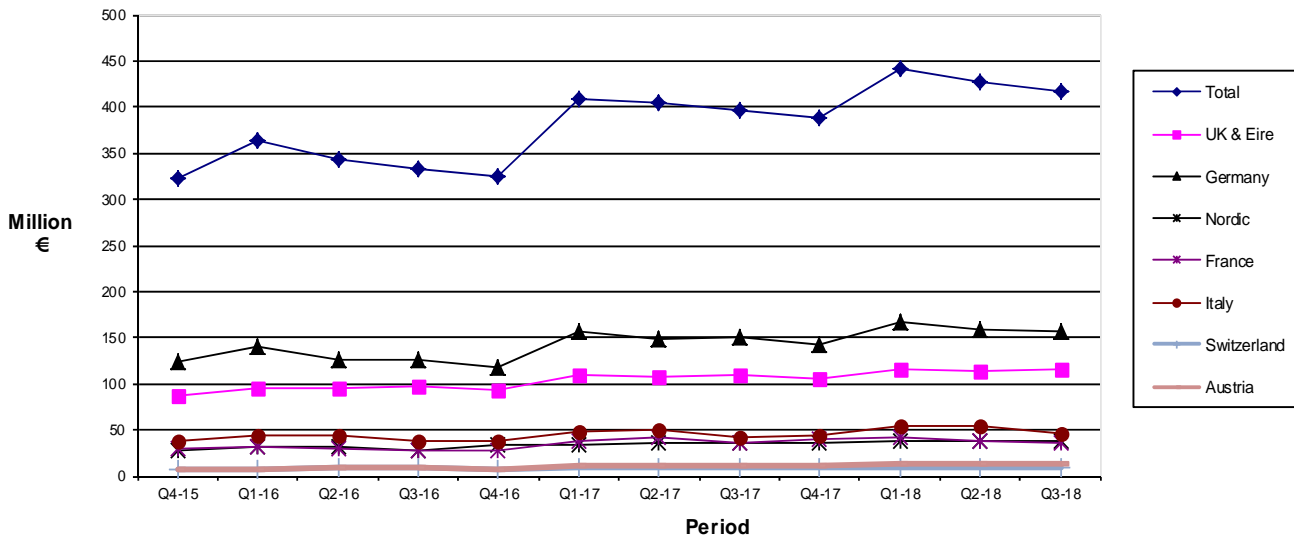


	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Total	1089	1273	1215	1176	1150	1372	1389	1365	1253	1435	1424	1437
Germany	519	599	565	561	532	635	636	659	585	676	653	682
Italy	162	207	191	167	161	213	221	195	184	229	239	208
UK & Eire	132	154	153	157	160	186	182	187	170	206	195	205
France	93	113	105	98	97	113	102	92	91	104	104	109
Nordic	90	98	96	101	98	109	120	116	111	104	108	100
Switzerland	50	56	53	48	58	63	69	64	62	62	67	75
Austria	44	45	51	44	43	54	60	52	52	55	58	59



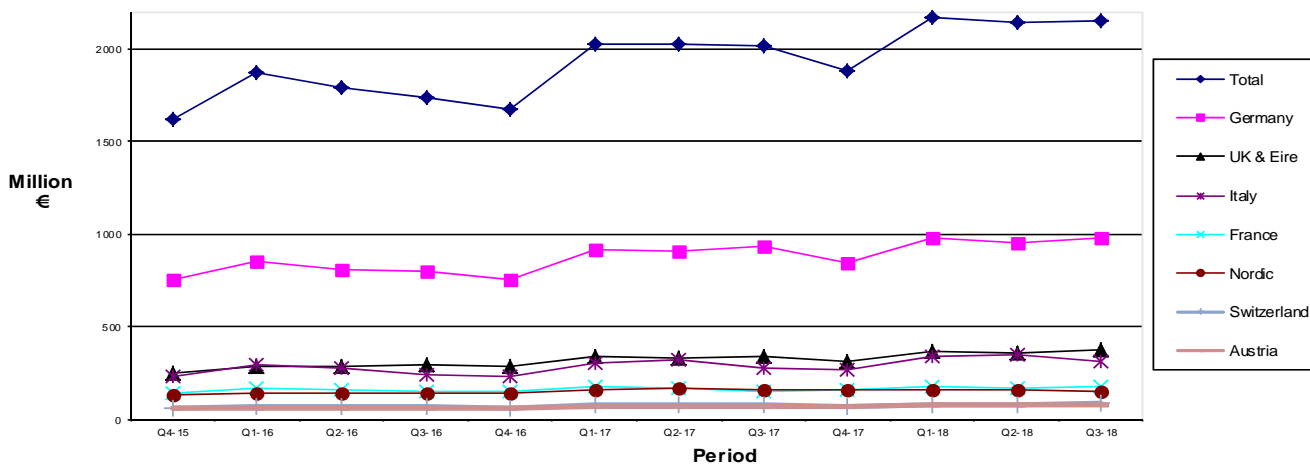
	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Total	212	238	239	224	211	259	255	253	246	291	299	314
Germany	109	114	115	110	103	123	120	126	119	136	136	141
UK & Eire	32	36	35	36	34	40	40	42	39	45	50	54
Italy	31	42	41	35	32	45	45	38	38	51	52	58
Nordic	9	10	9	9	9	10	11	11	12	13	14	13
France	17	23	23	21	20	26	25	21	23	29	29	30
Switzerland	7	7	8	7	6	7	7	7	7	8	8	8
Austria	6	7	8	6	6	7	7	8	8	9	9	9

Electromechanical & Other Components Billings Trend



	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Total	323	363	343	334	324	408	404	396	389	441	428	417
UK & Eire	87	96	95	97	94	110	108	110	105	116	114	117
Germany	125	141	126	126	117	157	148	152	141	167	158	157
Nordic	28	33	31	29	33	35	36	35	36	38	39	37
France	30	32	30	27	28	38	41	37	41	41	38	36
Italy	38	45	44	38	37	48	51	42	44	55	55	47
Switzerland	7	8	8	9	8	9	9	9	9	10	10	10
Austria	8	8	9	9	8	12	12	11	12	14	14	13

Total Electronic Components Billings Trend

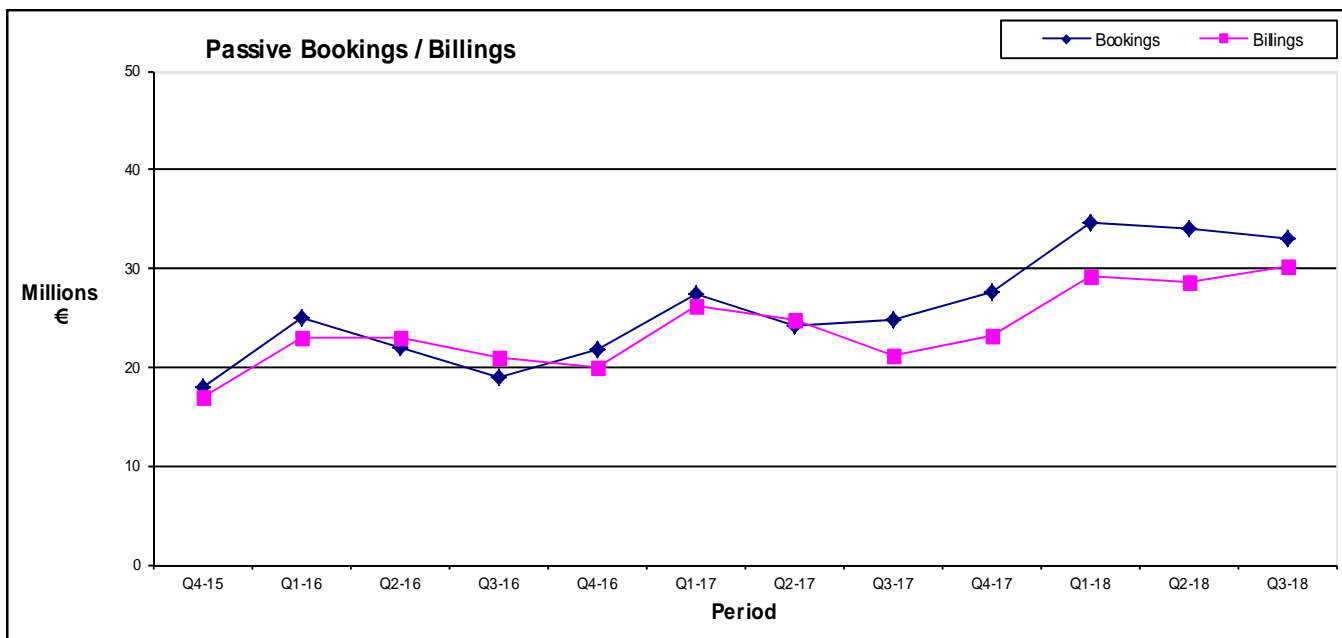


	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Total	1618	1870	1787	1734	1677	2026	2026	2012	1879	2166	2137	2152
Germany	753	854	805	797	752	914	904	937	845	978	947	980
UK & Eire	252	286	284	289	288	336	329	339	314	367	359	375
Italy	231	294	277	240	231	306	316	274	266	334	346	313
France	140	168	158	146	145	177	168	150	155	175	171	176
Nordic	127	140	137	138	140	154	167	161	159	156	161	150
Switzerland	61	68	66	69	62	73	76	80	72	80	79	84
Austria	54	59	61	55	59	66	66	71	68	76	74	74

FRANCE

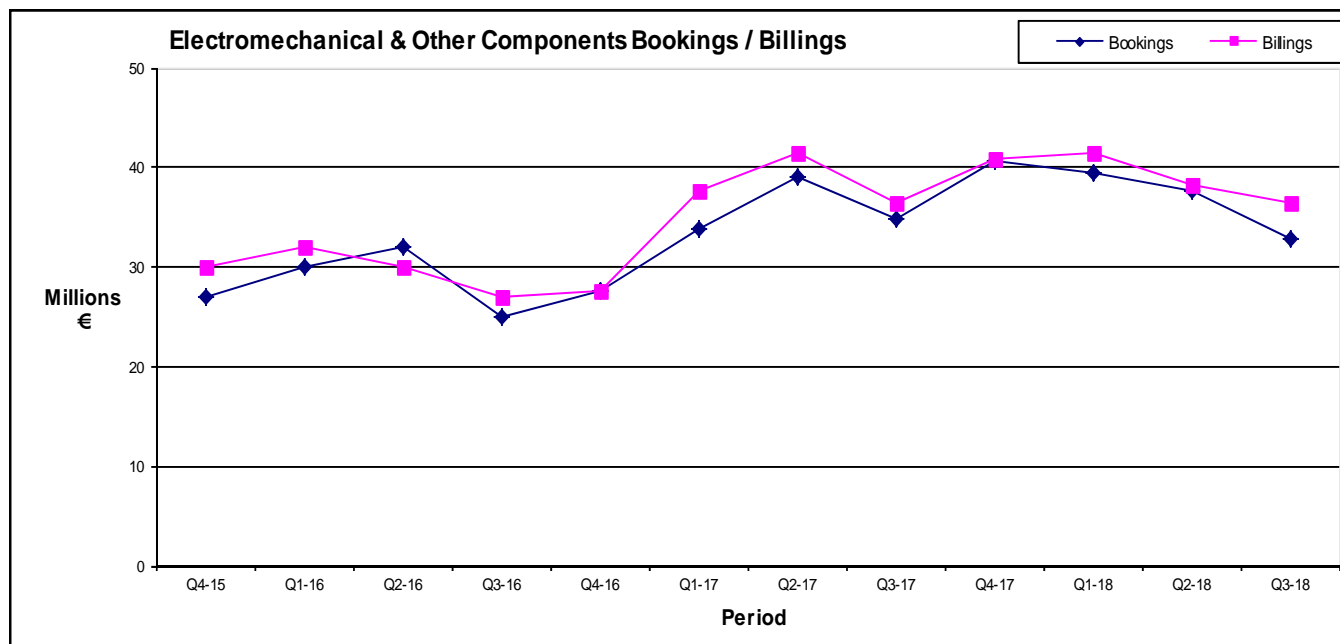


	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Bookings	91	118	110	95	106	120	108	98	105	119	109	99
Billings	93	113	105	98	97	113	102	92	91	104	104	109

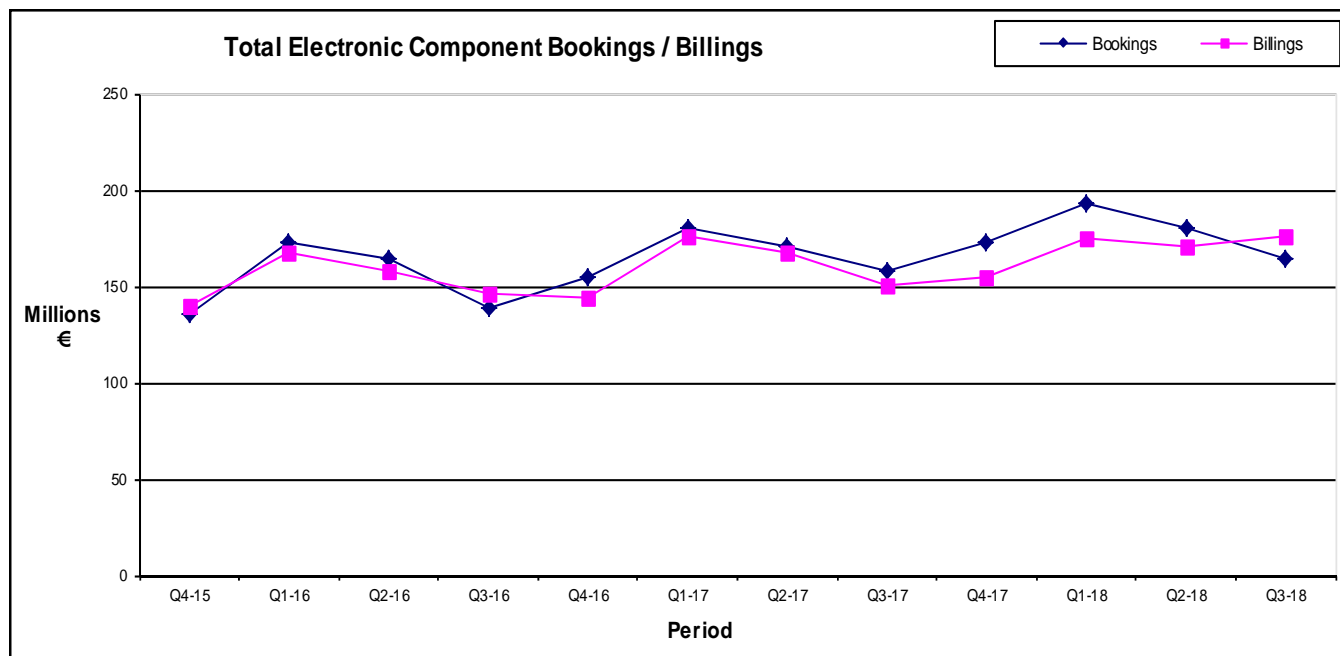


	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Bookings	18	25	22	19	22	27	24	25	28	35	34	33
Billings	17	23	23	21	20	26	25	21	23	29	29	30

FRANCE

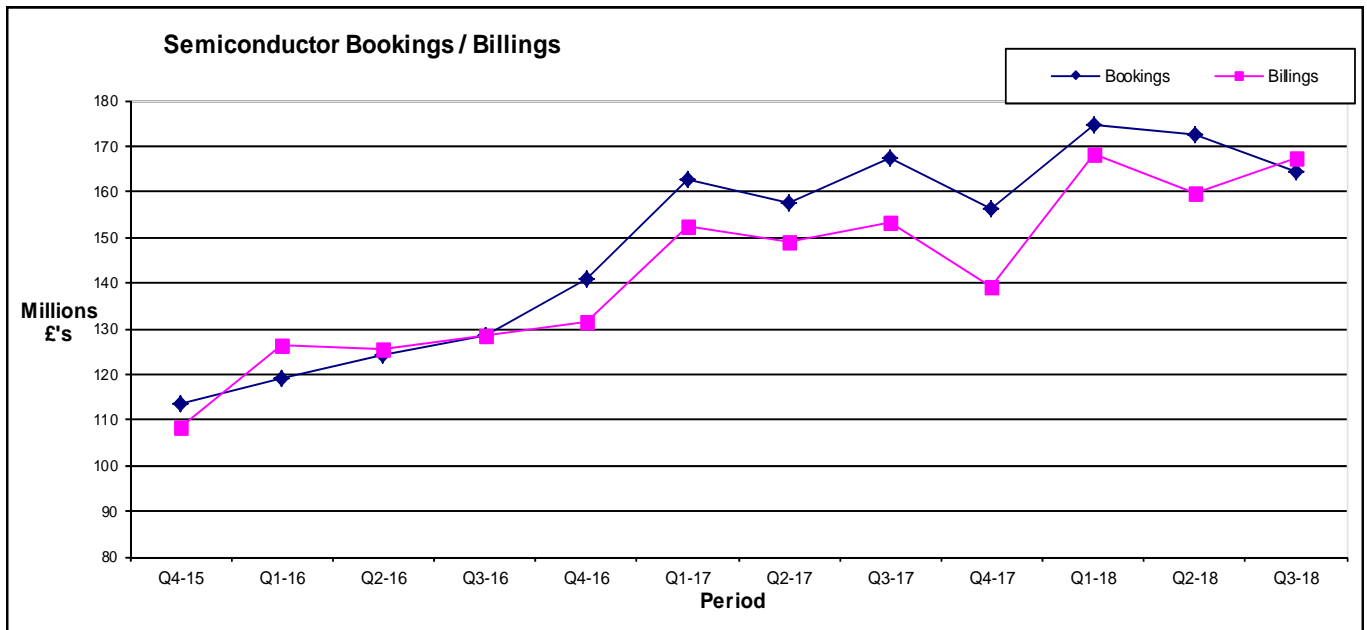


	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Bookings	27	30	32	25	28	34	39	35	41	39	38	33
Billings	30	32	30	27	28	38	41	37	41	41	38	36

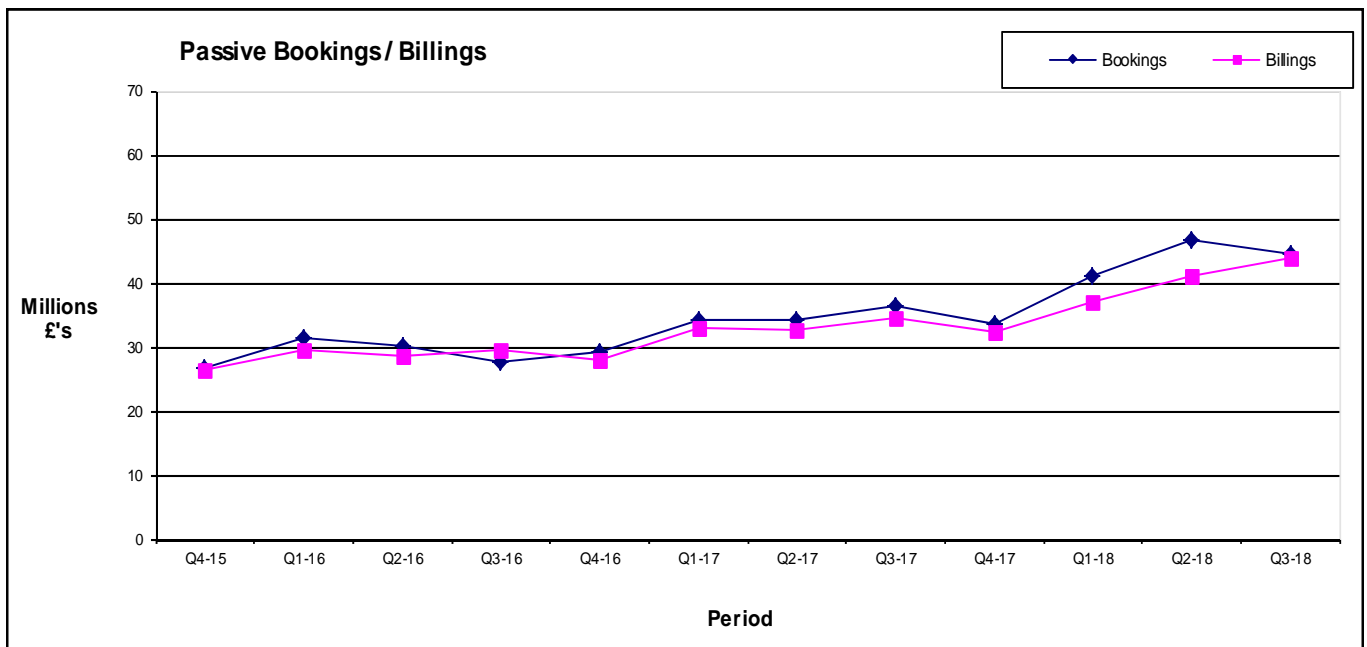


	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Bookings	136	173	164	139	155	181	171	158	173	193	181	165
Billings	140	168	158	146	145	177	168	150	155	175	171	176

UK & Eire

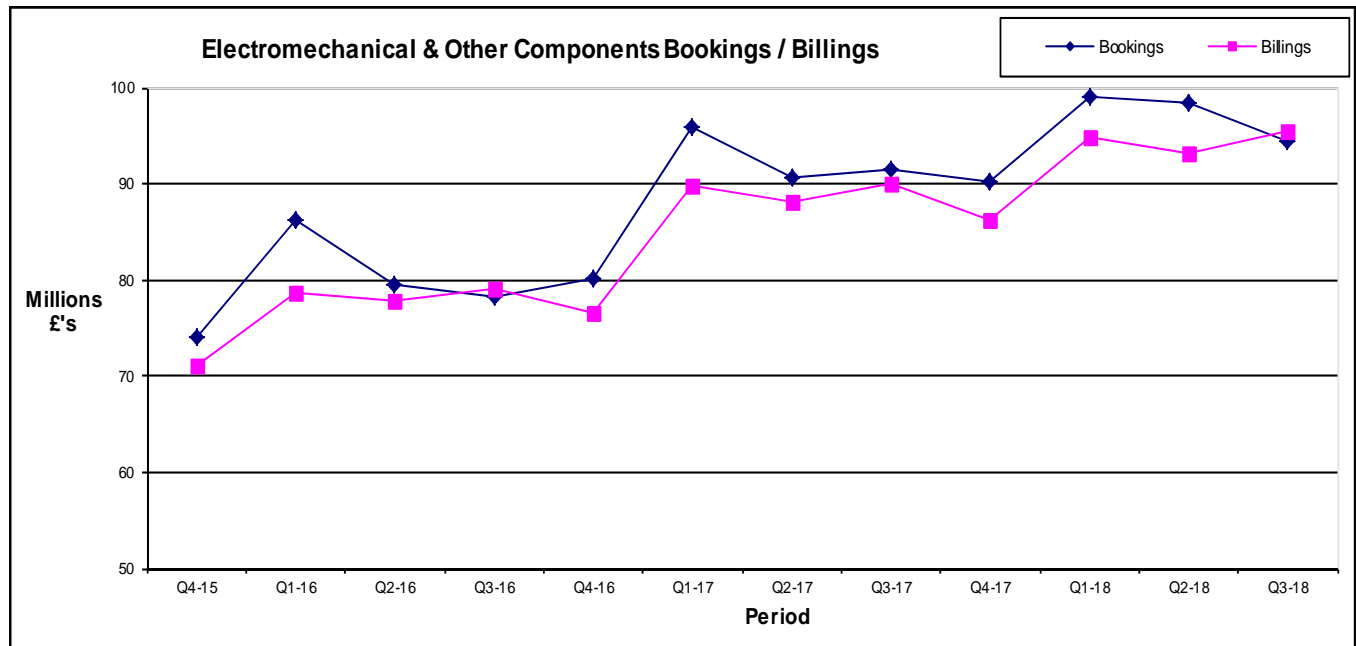


	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Bookings	114	119	124	128	141	163	158	167	156	175	172	164
Billings	108	126	126	128	131	152	149	153	139	168	160	168

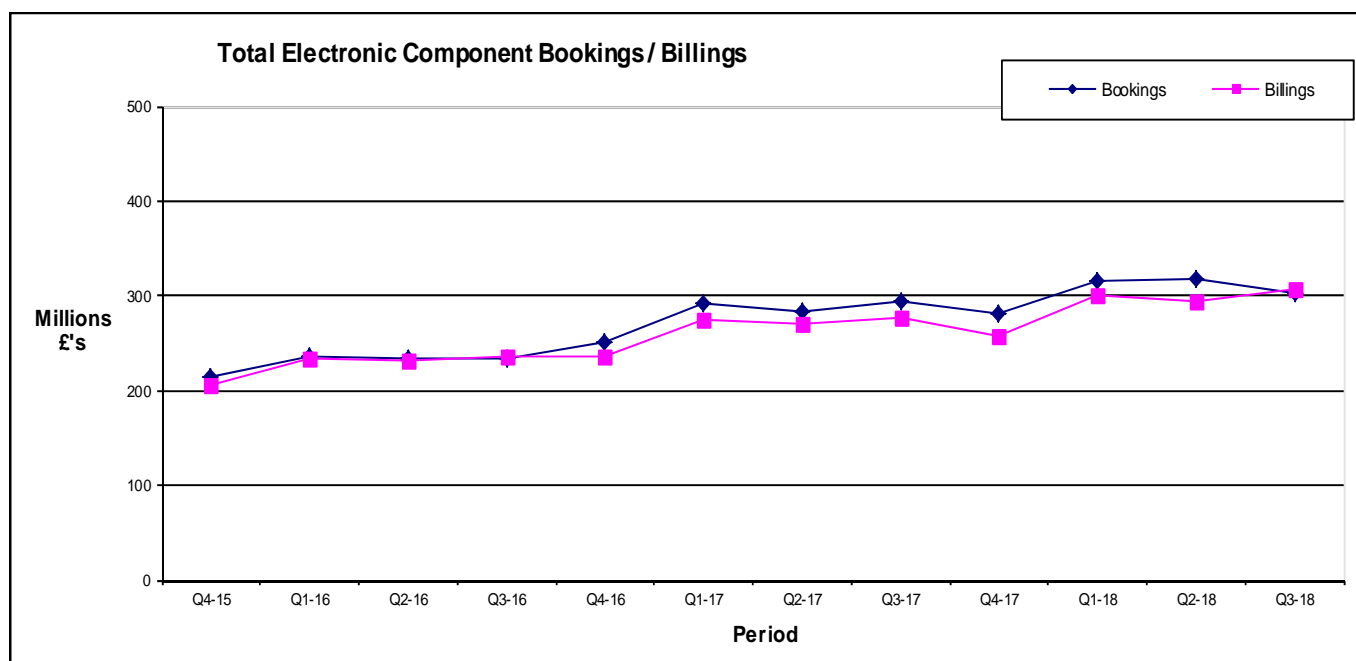


	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Bookings	27	31	30	28	29	34	34	36	34	41	47	45
Billings	26	29	29	29	28	33	33	35	32	37	41	44

UK & Eire

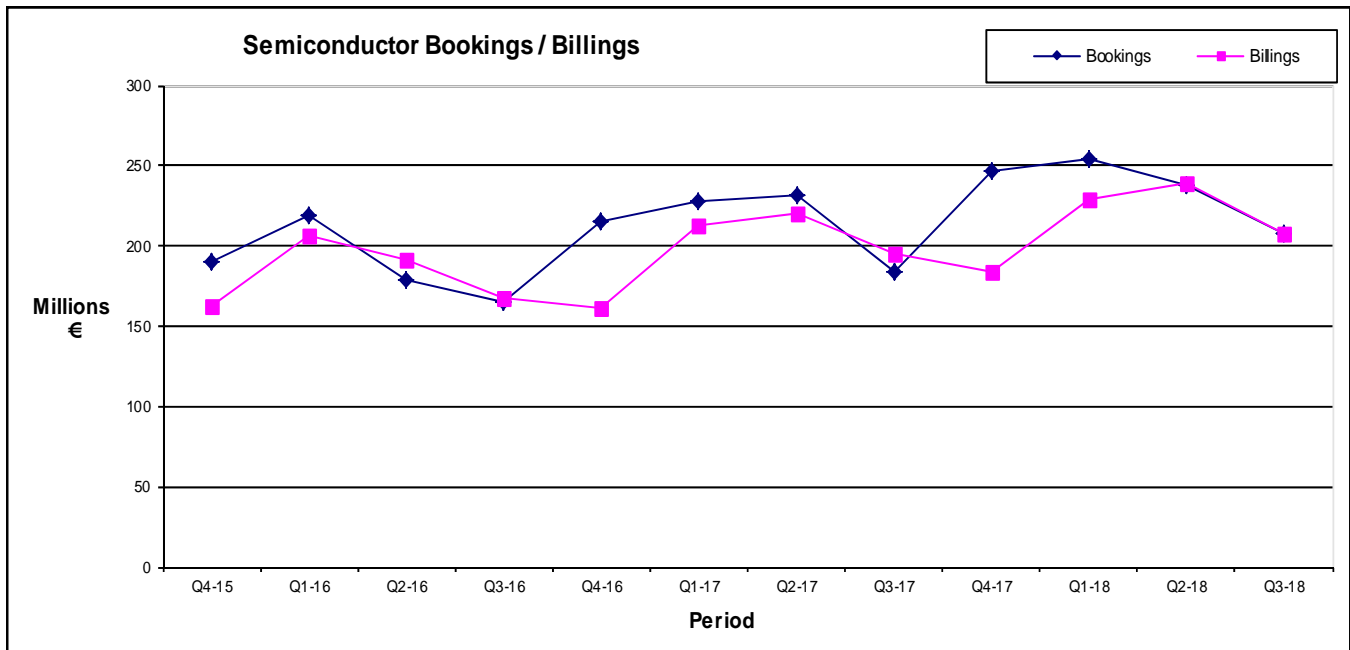


	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Bookings	74	86	79	78	80	96	91	91	90	99	98	94
Billings	71	79	78	79	77	90	88	90	86	95	93	96

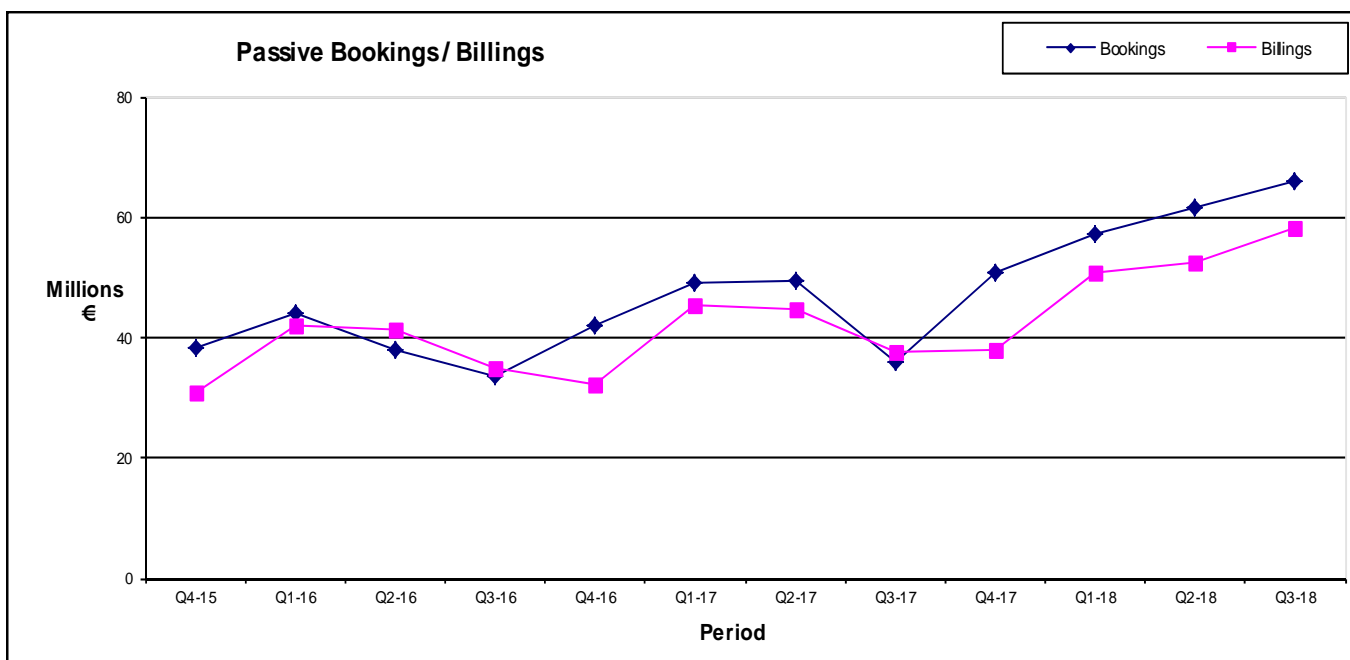


	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Bookings	214	237	234	234	250	293	283	295	280	315	318	304
Billings	206	235	232	237	236	275	270	278	257	300	294	307

ITALY

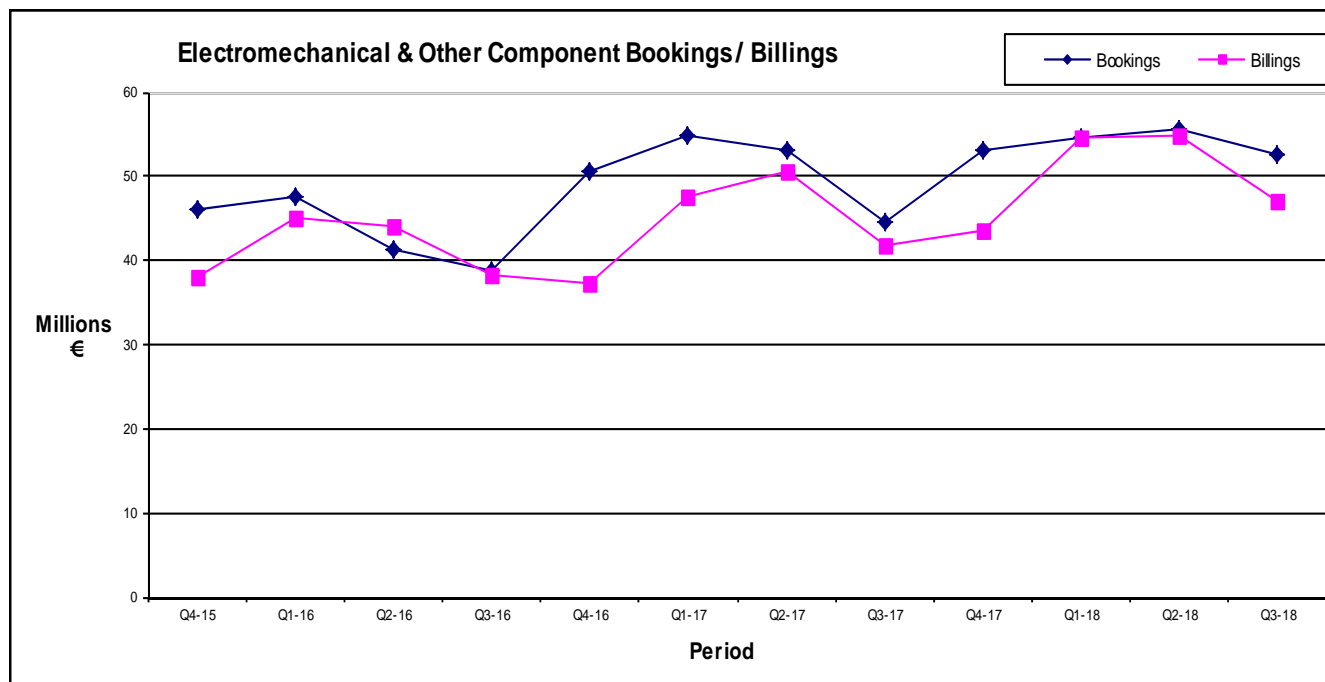


	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Bookings	190	219	179	165	215	227	232	184	247	255	237	208
Billings	162	207	191	167	161	213	221	195	184	229	239	208

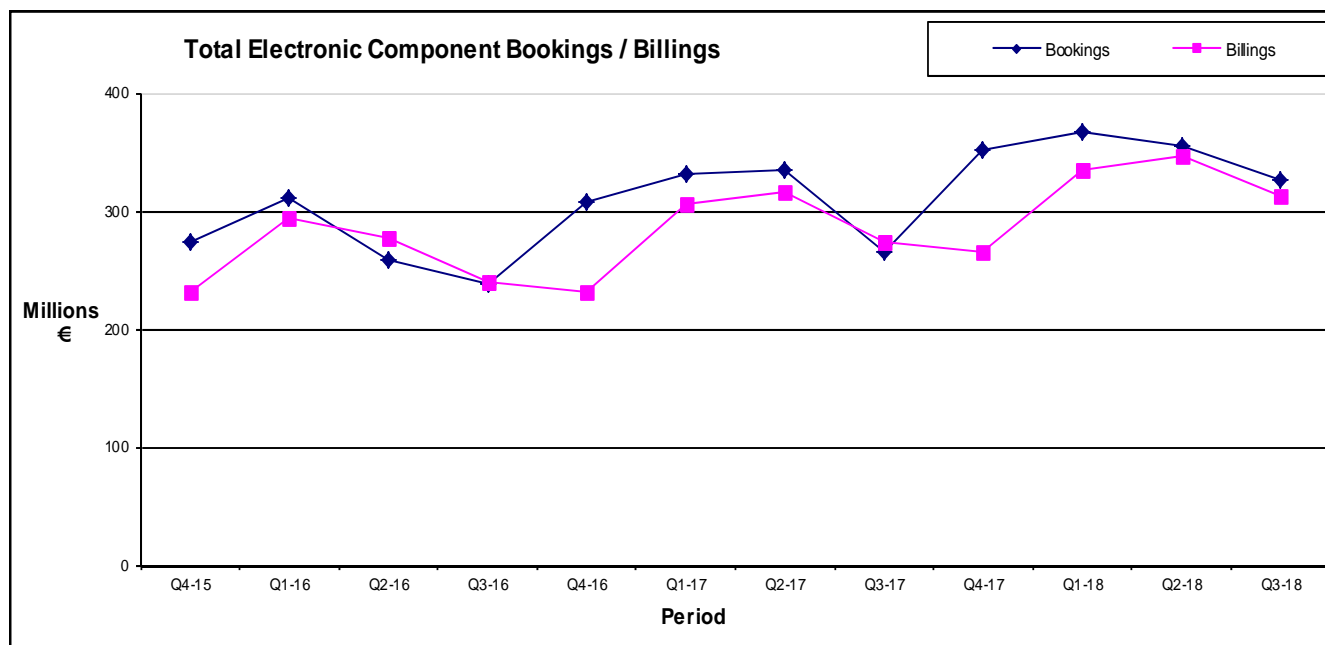


	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Bookings	38	44	38	34	42	49	50	36	51	57	62	66
Billings	31	42	41	35	32	45	45	38	38	51	52	58

ITALY



	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Bookings	46	48	41	39	51	55	53	44	53	55	56	52
Billings	38	45	44	38	37	48	51	42	44	55	55	47



	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Bookings	274	311	258	237	308	331	335	265	351	367	355	326
Billings	231	294	277	240	231	306	316	274	266	334	346	313

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FBdi Fachverband
Bauelemente Distribution e.V.



SPDEI



assodel

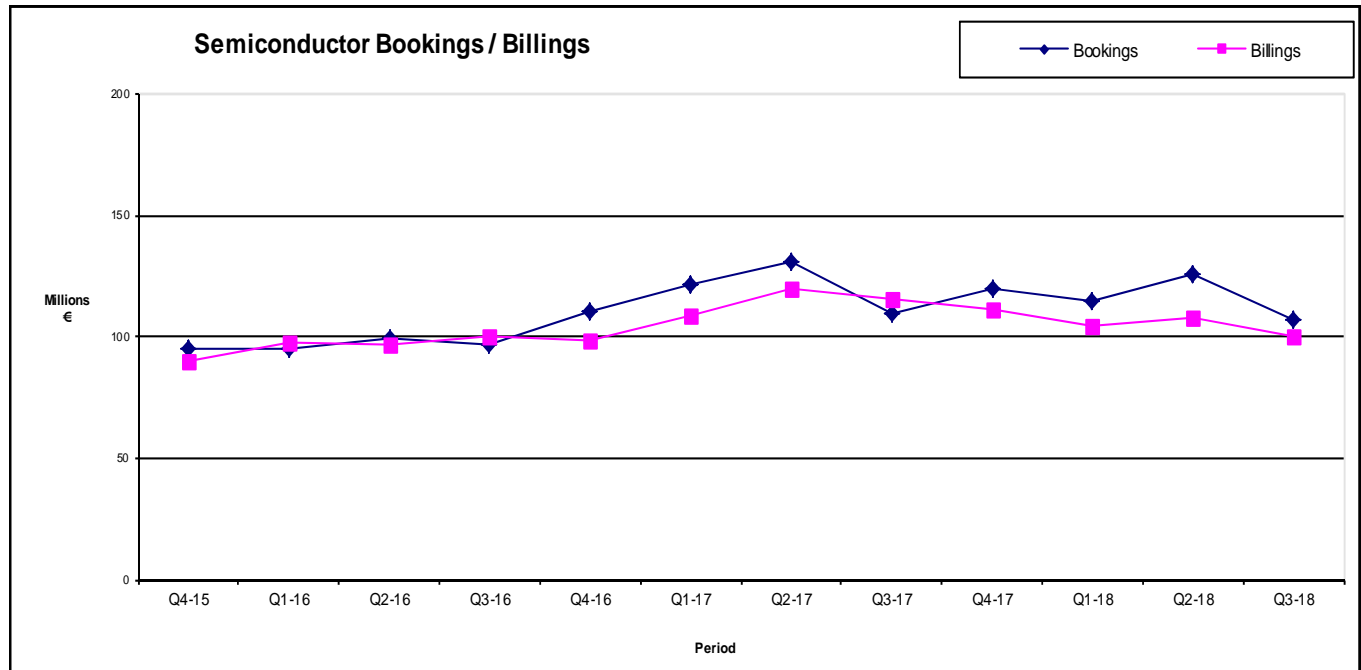


afdec

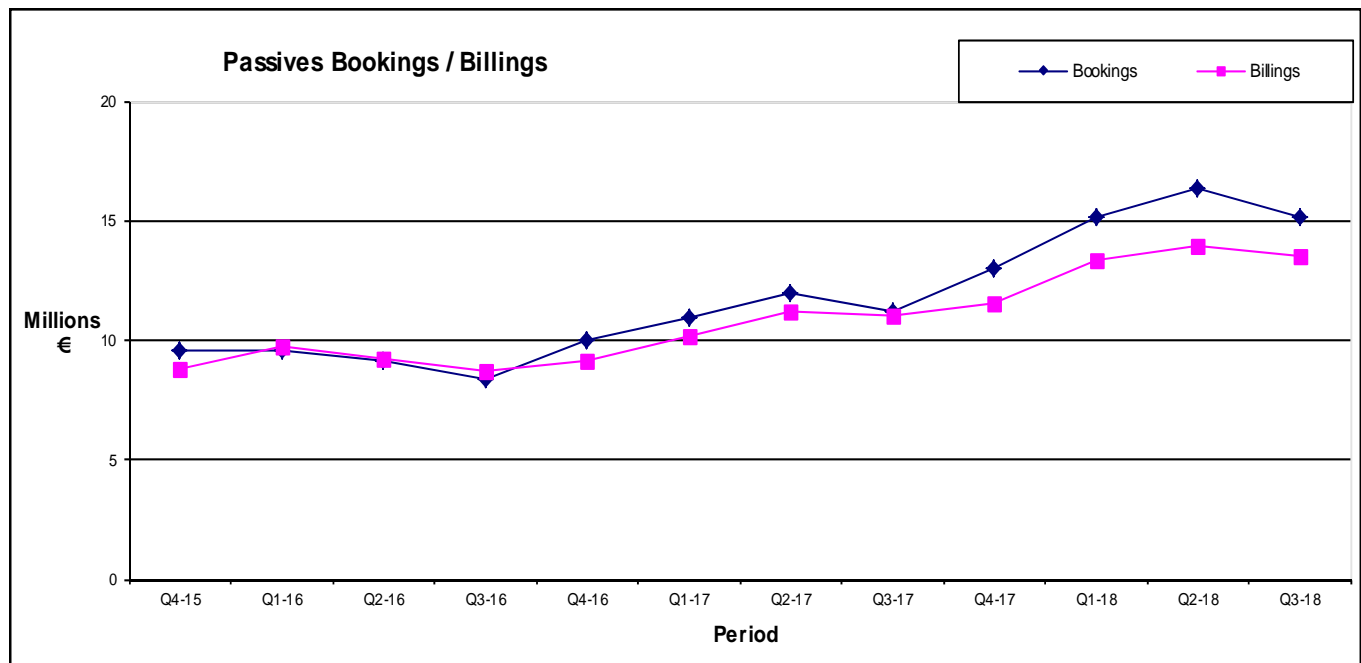


ecsn
Electronic Components Supply Network

NORDIC

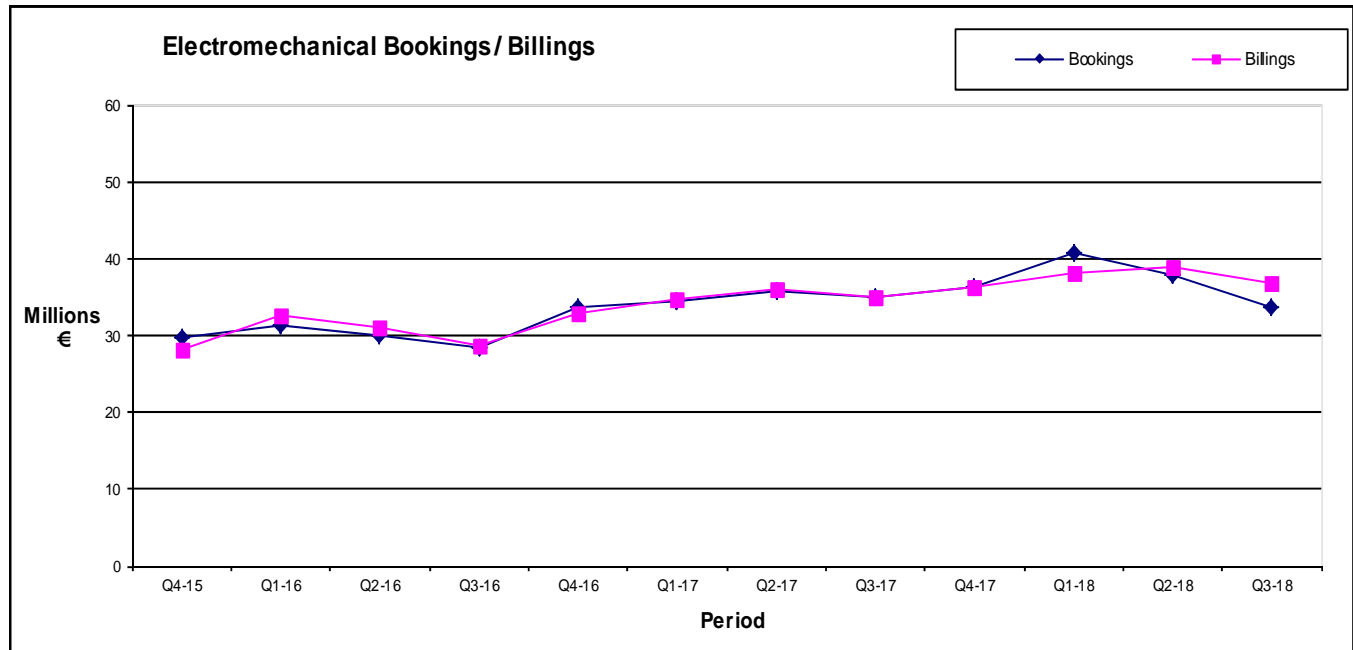


	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Bookings	95	95	99	97	110	122	131	110	120	115	126	107
Billings	90	98	96	101	98	109	120	116	111	104	108	100

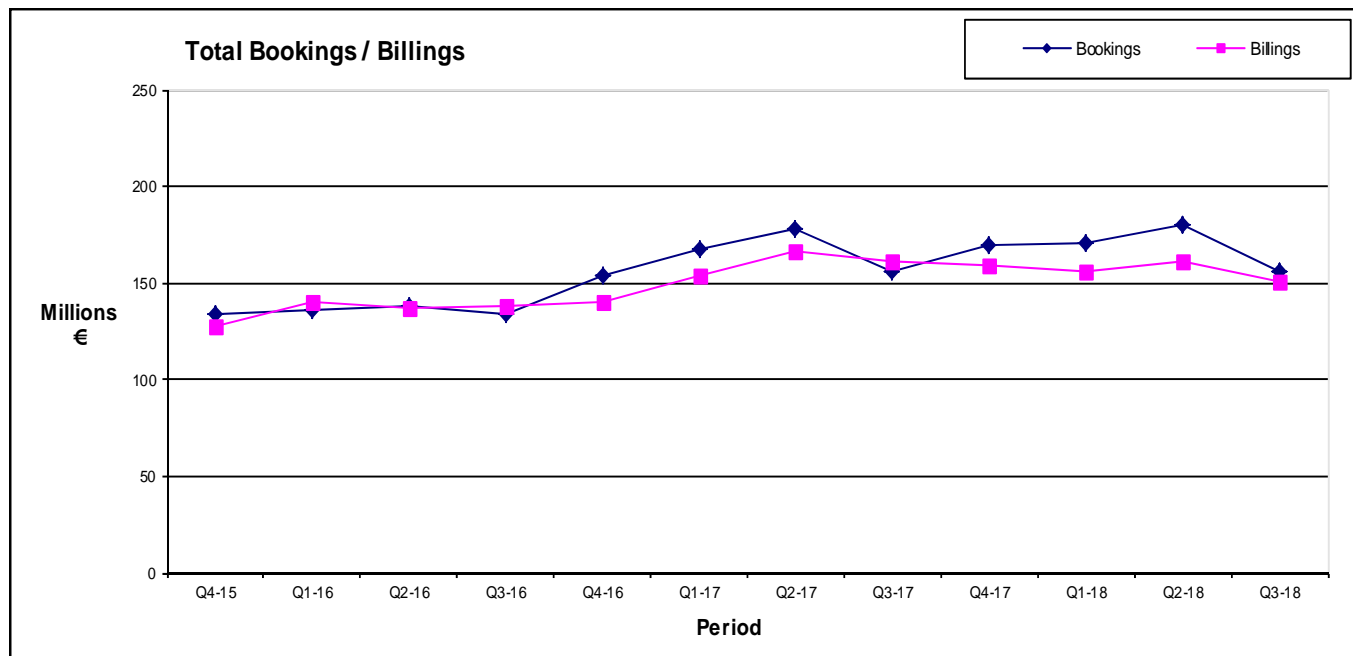


	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Bookings	10	10	9	8	10	11	12	11	13	15	16	15
Billings	9	10	9	9	9	10	11	11	12	13	14	13

NORDIC

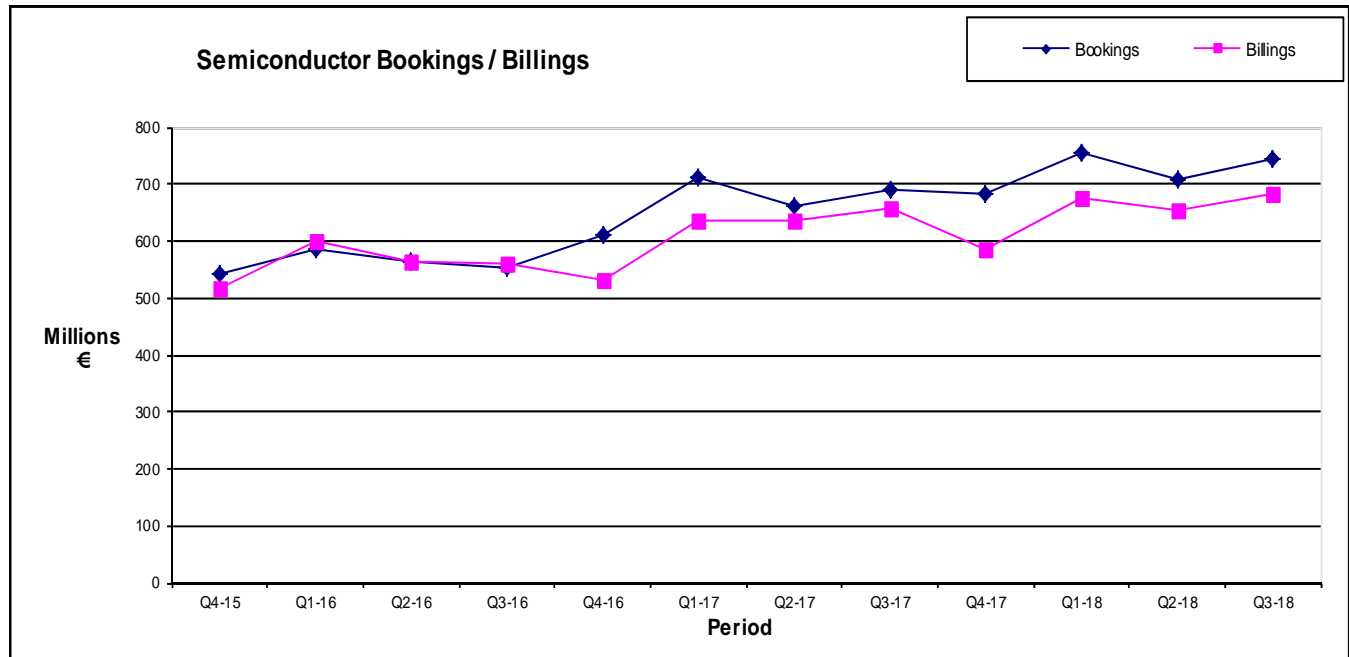


	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Bookings	30	31	30	28	34	35	36	35	36	41	38	34
Billings	28	33	31	29	33	35	36	35	36	38	39	37



	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Bookings	134	136	138	134	154	167	179	156	169	171	180	156
Billings	127	140	137	138	140	154	167	161	159	156	161	150

GERMANY

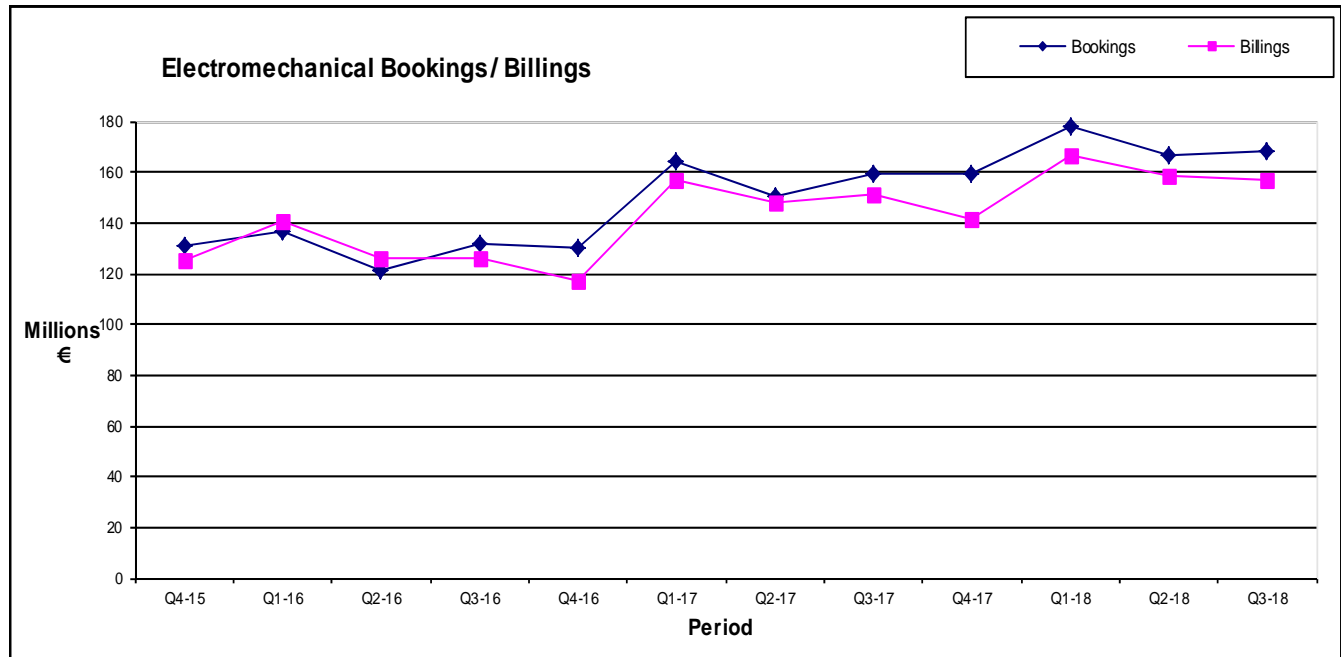


	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Bookings	134	136	138	134	154	167	179	156	169	171	180	156
Billings	127	140	137	138	140	154	167	161	159	156	161	150



	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Bookings	112	117	118	114	114	131	126	139	134	153	158	170
Billings	109	114	115	110	103	123	120	126	119	136	136	141

GERMANY

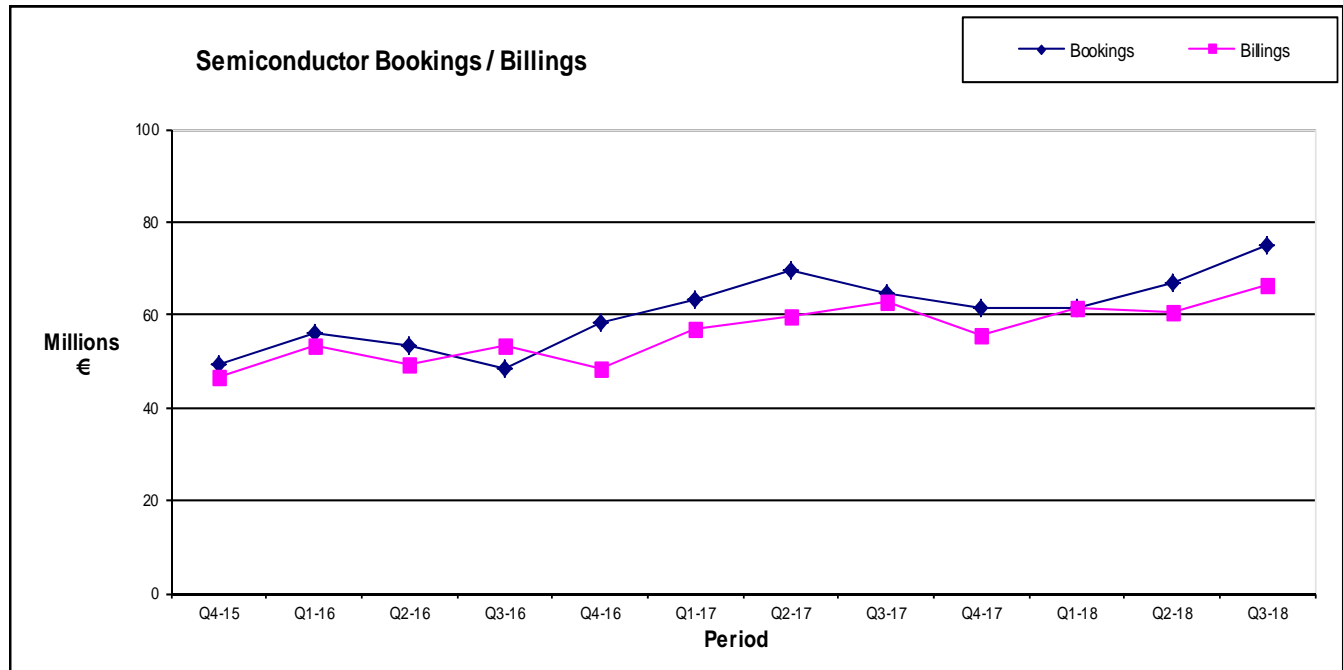


	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Bookings	131	137	121	132	130	164	150	159	159	178	167	168
Billings	125	141	126	126	117	157	148	152	141	167	158	157

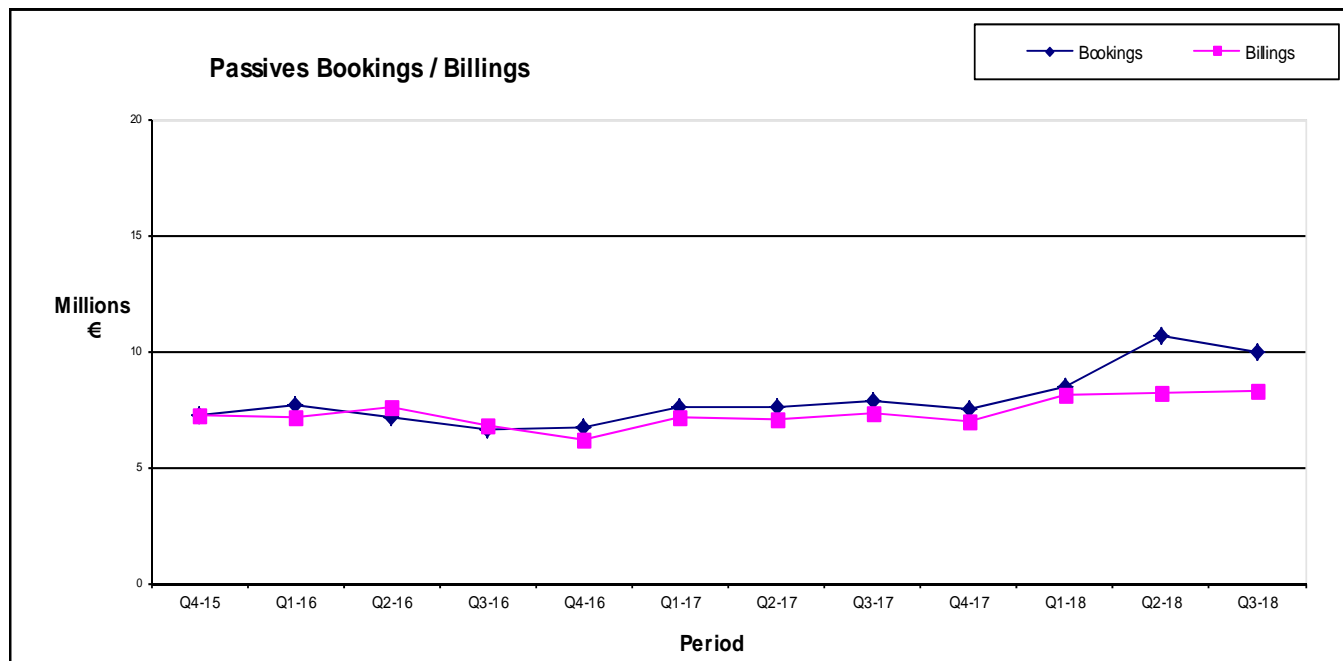


	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Bookings	784	840	804	798	854	1005	938	989	976	1084	1033	1083
Billings	753	854	805	797	752	914	904	937	845	978	947	980

SWITZERLAND

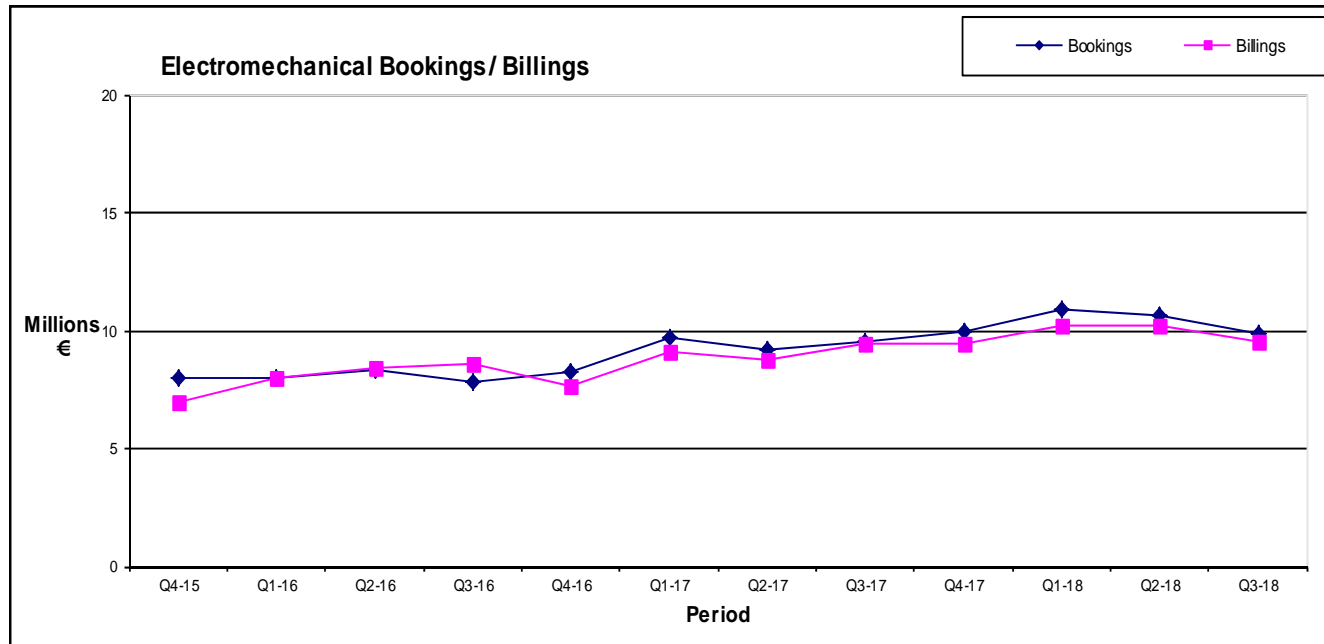


	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Bookings	50	56	53	48	58	63	69	64	62	62	67	75
Billings	47	53	49	53	49	57	60	63	56	61	61	67

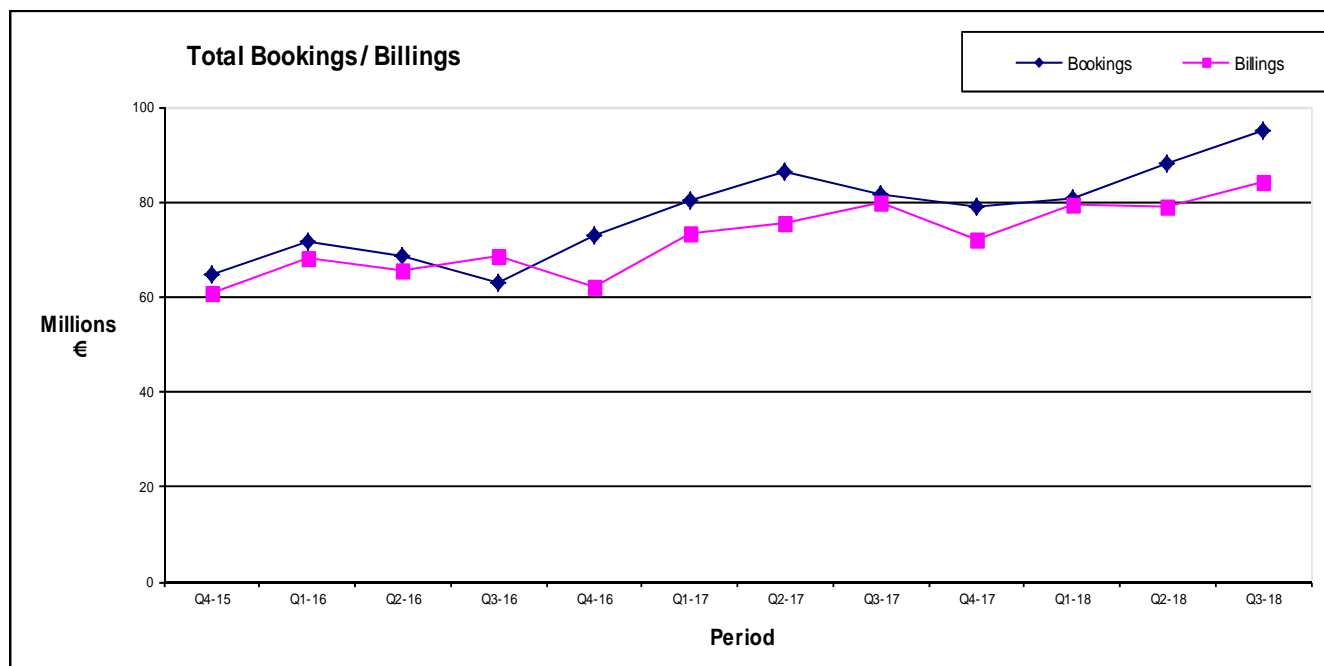


	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Bookings	7	8	7	7	7	8	8	8	7	8	11	10
Billings	7	7	8	7	6	7	7	7	7	8	8	8

SWITZERLAND

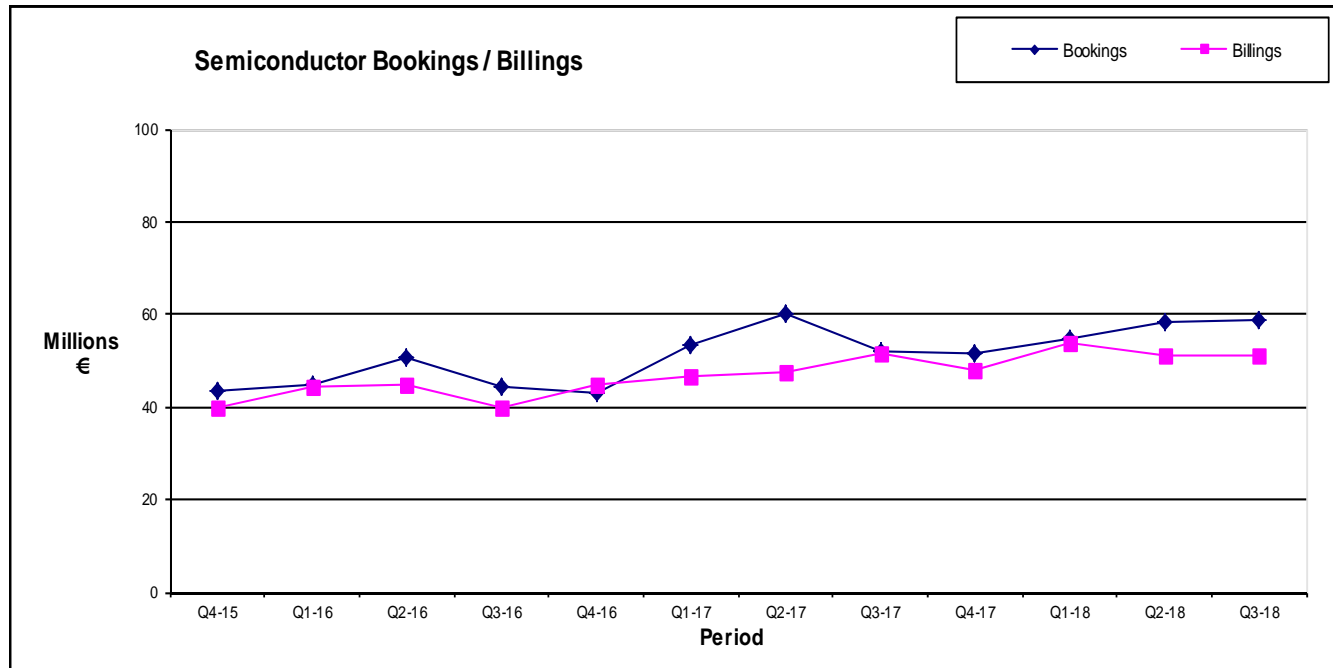


	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Bookings	8	8	8	8	8	10	9	10	10	11	11	10
Billings	7	8	8	9	8	9	9	9	9	10	10	10

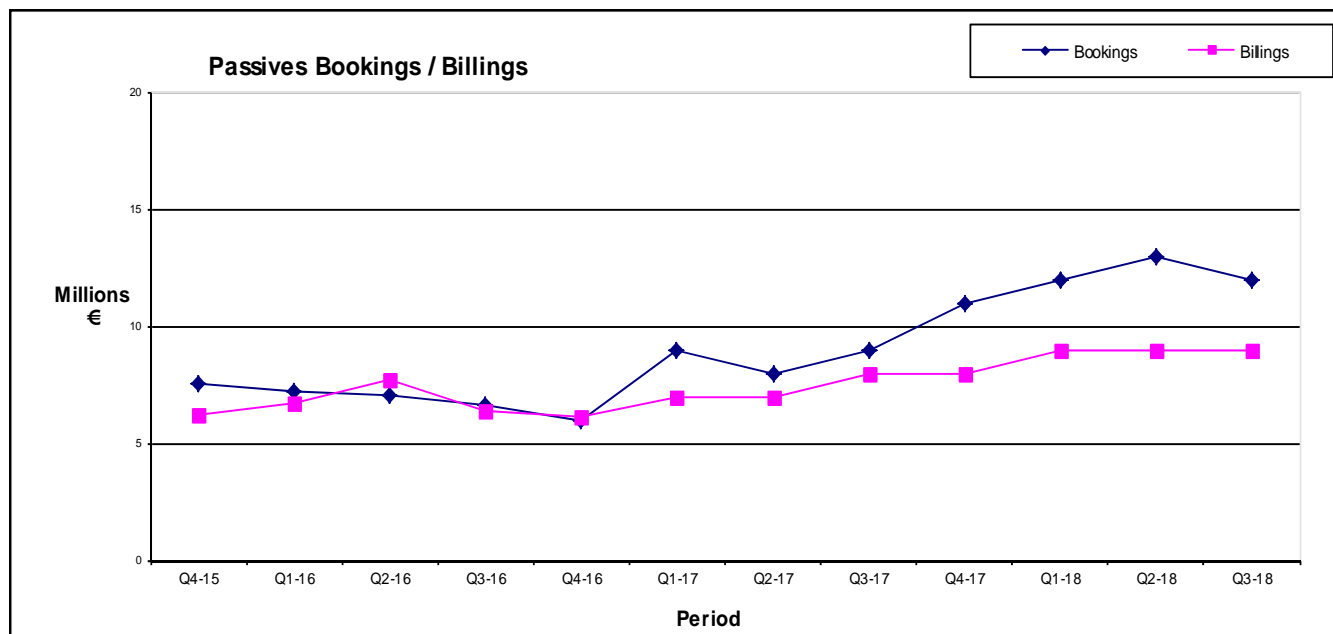


	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Bookings	65	72	69	63	73	81	86	82	79	81	88	95
Billings	61	68	66	69	62	73	76	80	72	80	79	84

AUSTRIA

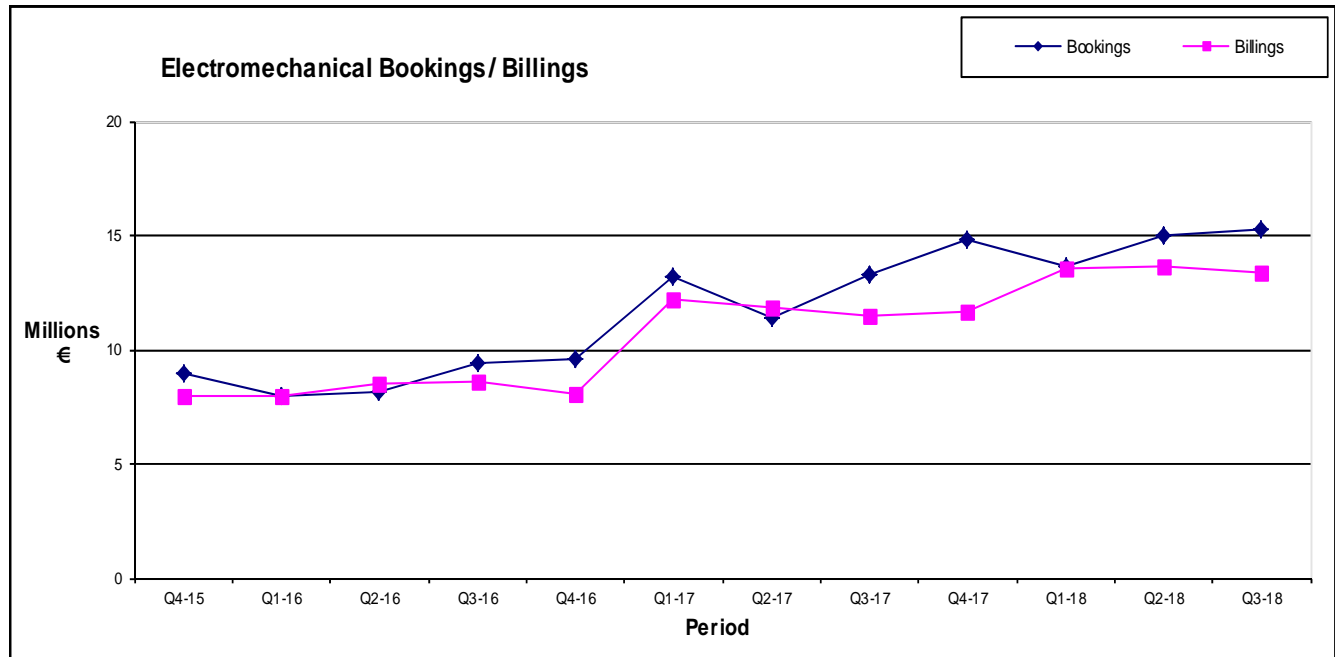


	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Bookings	44	45	51	44	43	54	60	52	52	55	58	59
Billings	40	44	45	40	45	47	47	52	48	54	51	51

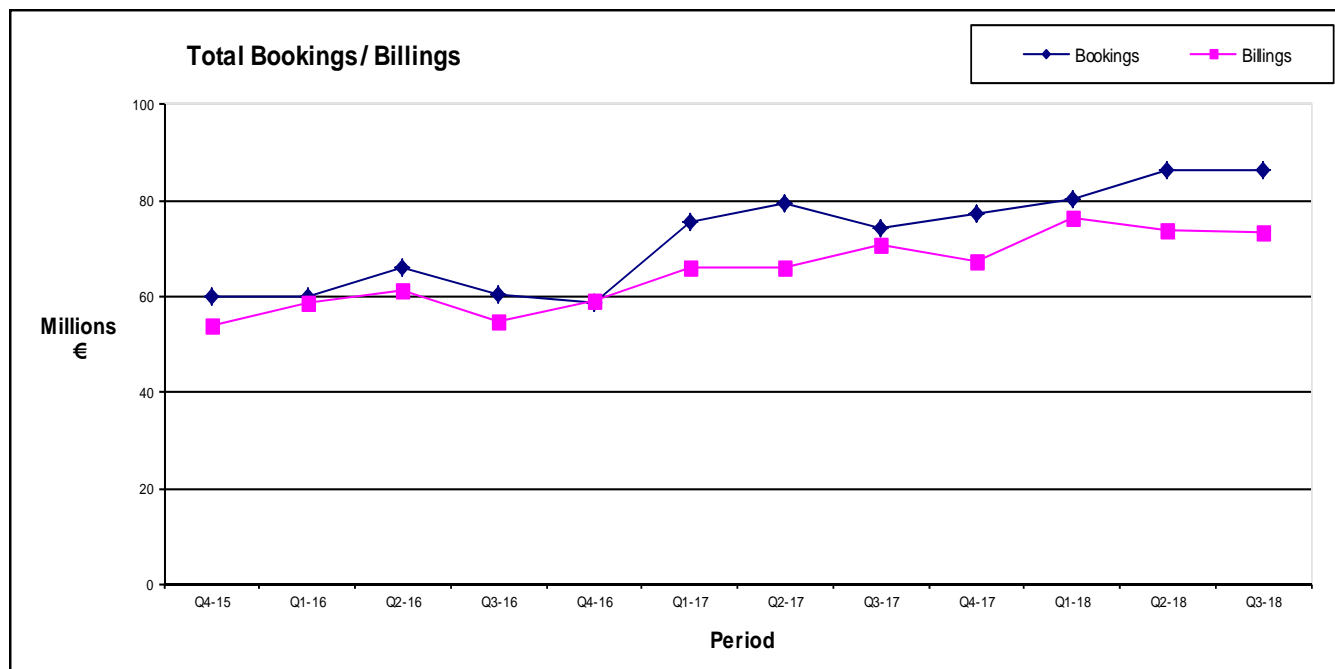


	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Bookings	8	7	7	7	6	9	8	9	11	12	13	12
Billings	6	7	8	6	6	7	7	8	8	9	9	9

AUSTRIA

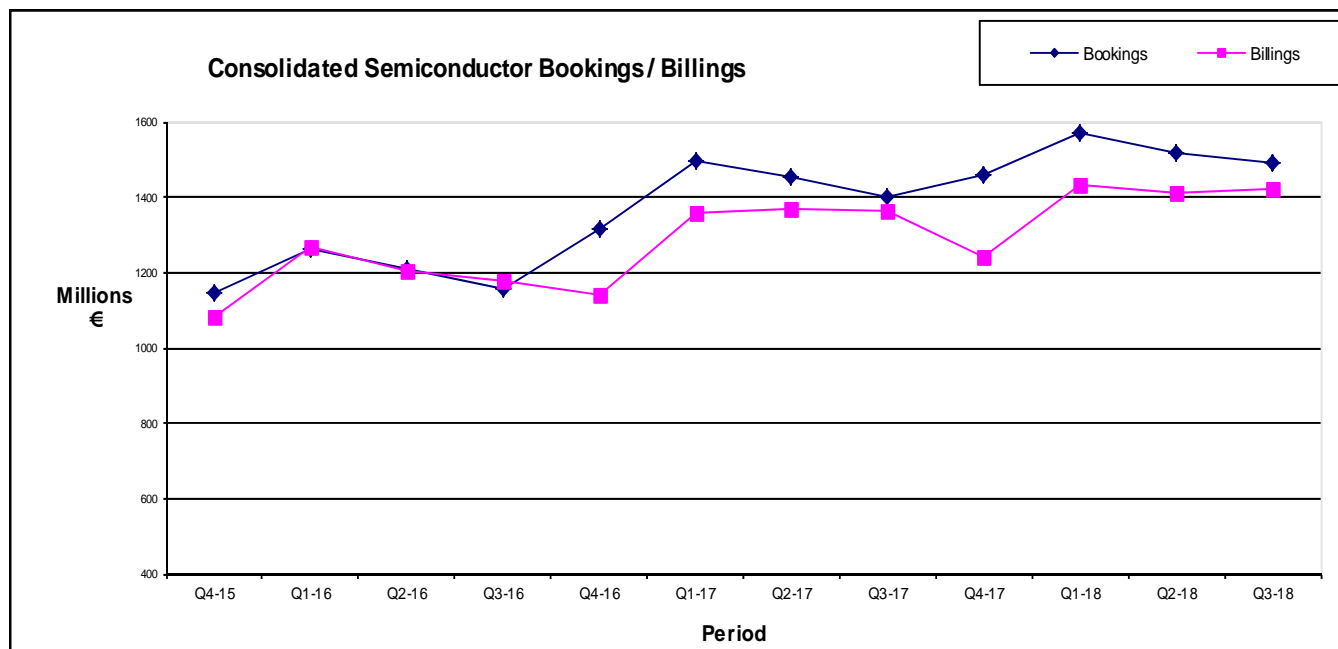


	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Bookings	9	8	8	9	10	13	11	13	15	14	15	15
Billings	8	8	9	9	8	12	12	11	12	14	14	13

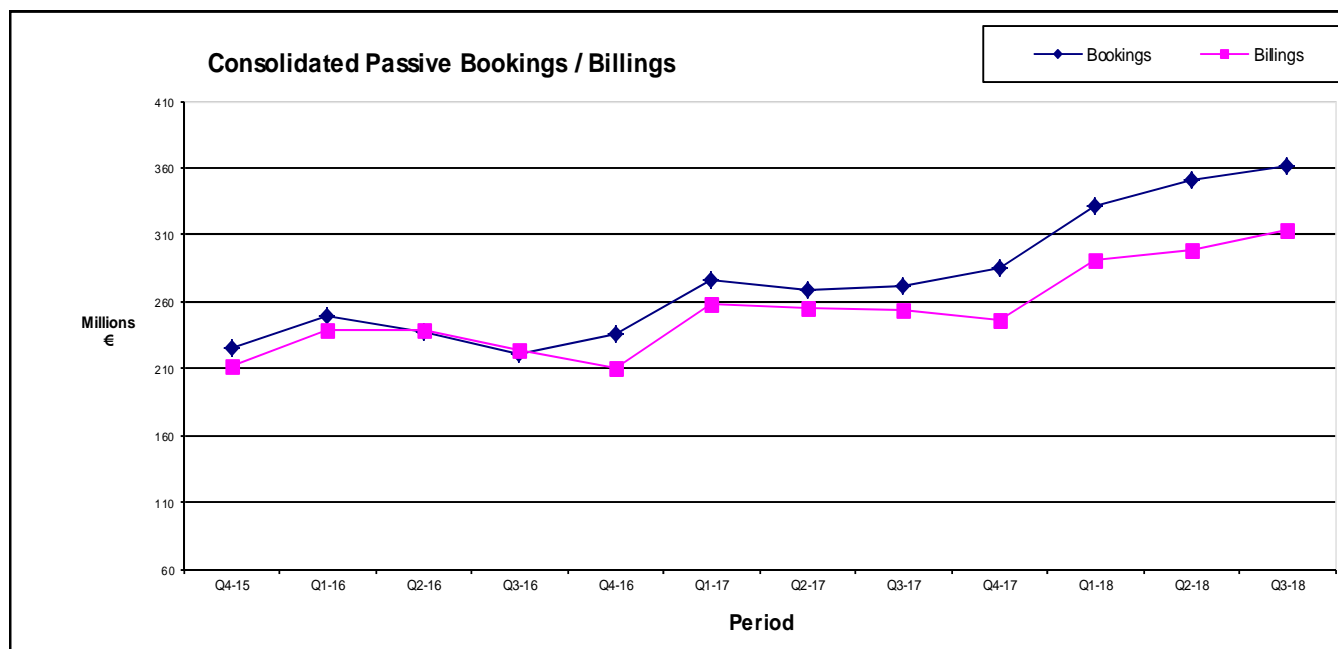


	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Bookings	60	60	66	60	59	76	79	74	77	80	86	86
Billings	54	59	61	55	59	66	66	71	68	76	74	74

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

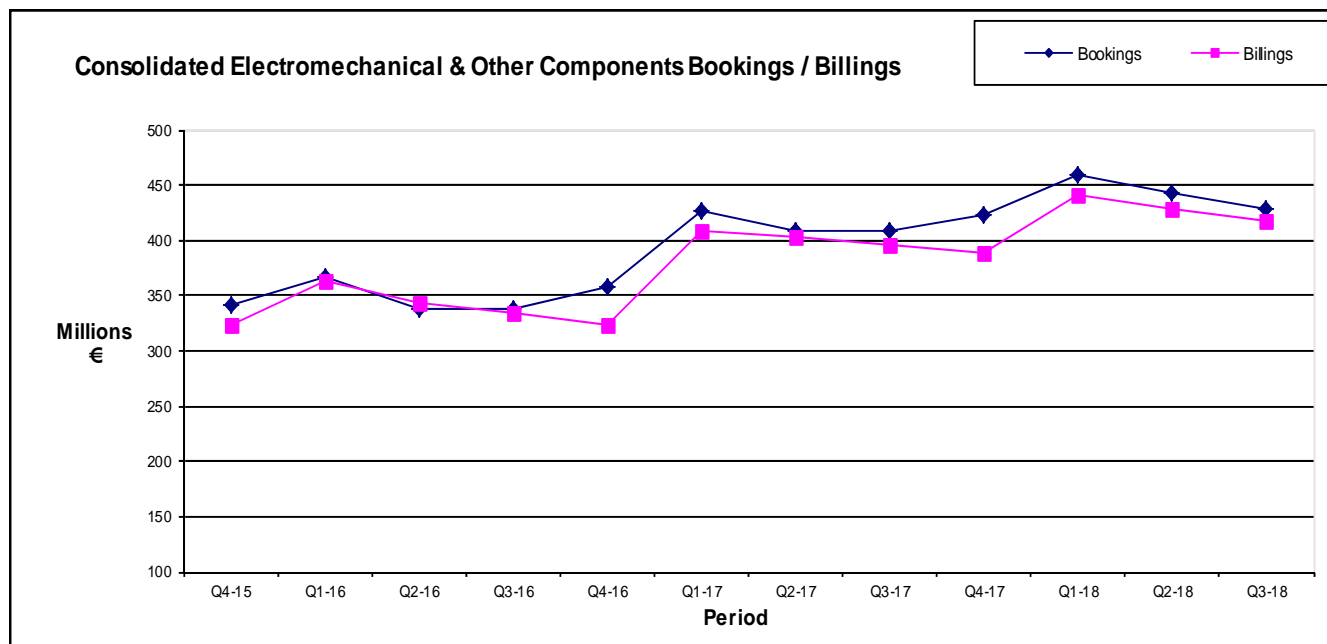


	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Bookings	1149	1265	1209	1159	1314	1494	1455	1404	1460	1572	1516	1492
Billings	1083	1269	1205	1176	1142	1359	1367	1363	1244	1434	1411	1421

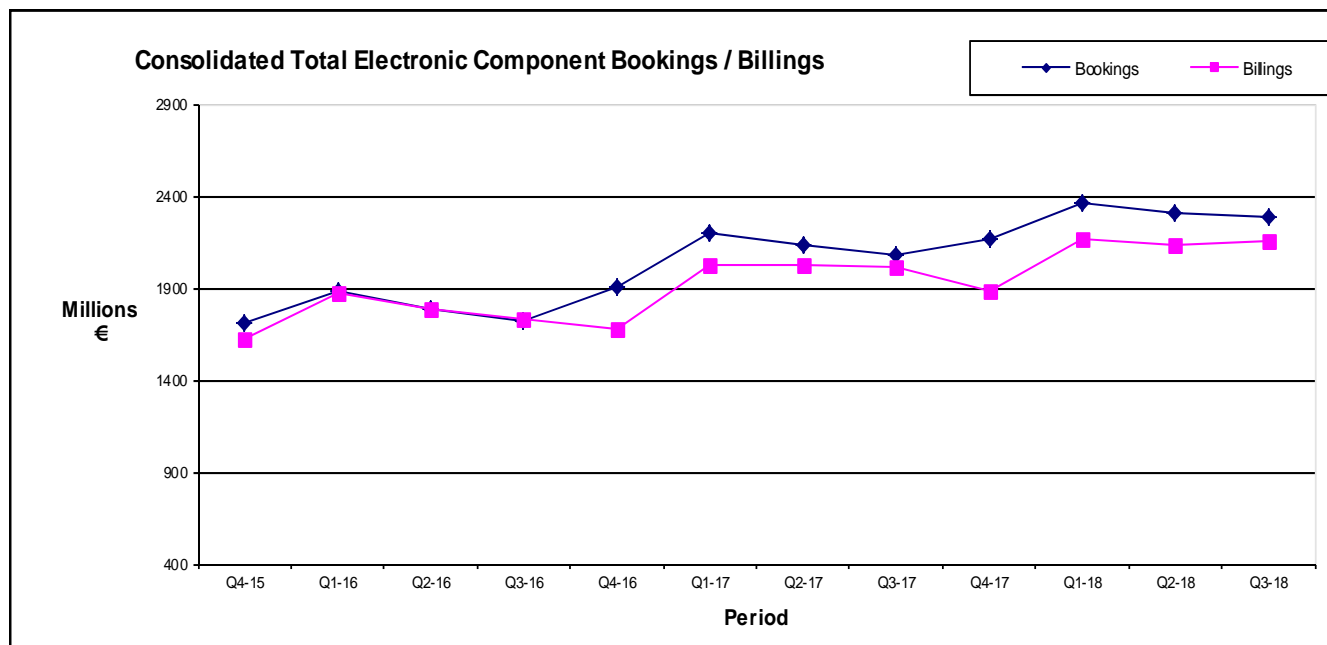


	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Bookings	225	248	238	222	236	276	269	272	285	331	351	361
Billings	212	238	239	224	211	259	255	253	246	291	299	314

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

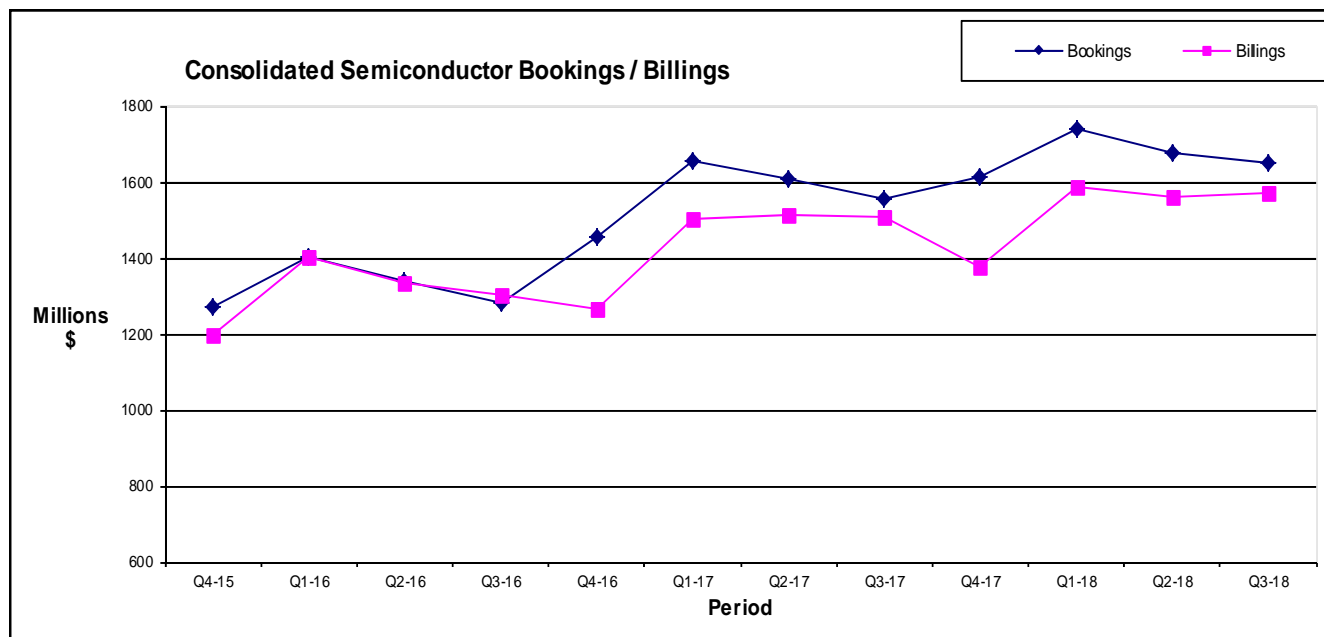


	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Bookings	341	367	338	337	358	427	409	408	424	458	444	428
Billings	323	363	343	334	324	408	404	396	389	441	428	417

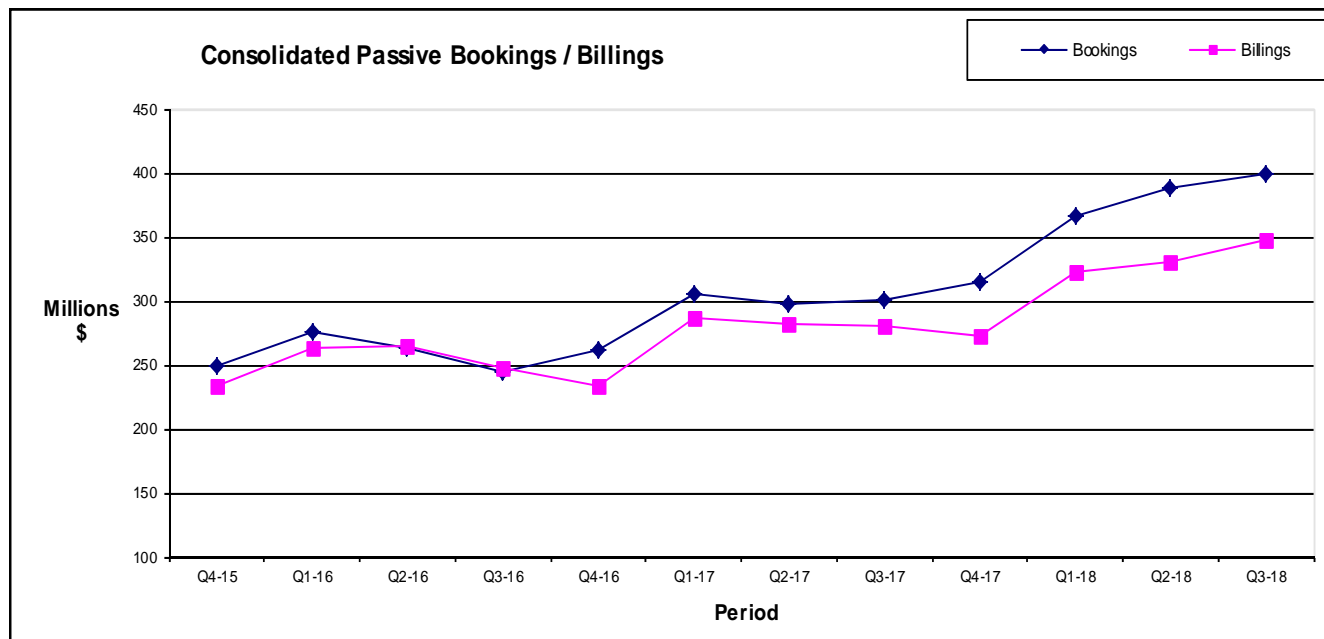


	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Bookings	1715	1881	1784	1718	1908	2198	2133	2084	2169	2361	2310	2281
Billings	1618	1870	1787	1734	1677	2026	2026	2012	1879	2166	2137	2152

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

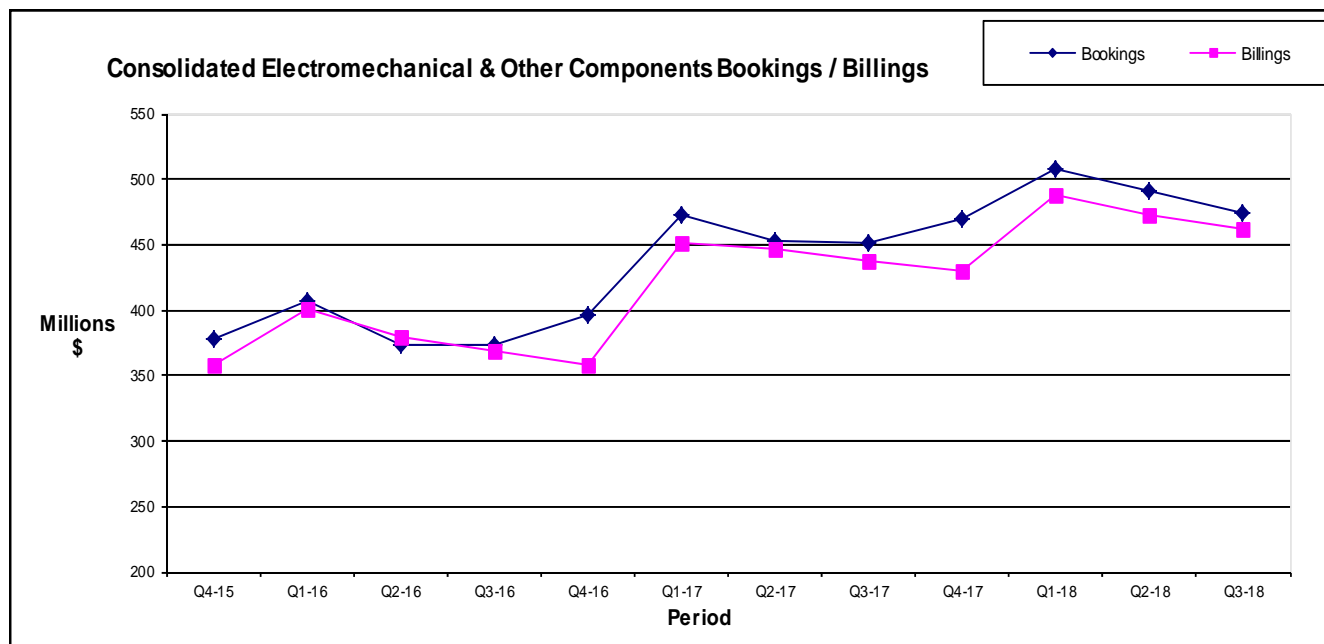


	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Bookings	1271	1400	1338	1282	1455	1654	1610	1553	1616	1740	1678	1652
Billings	1199	1404	1334	1302	1264	1504	1513	1509	1377	1587	1561	1573

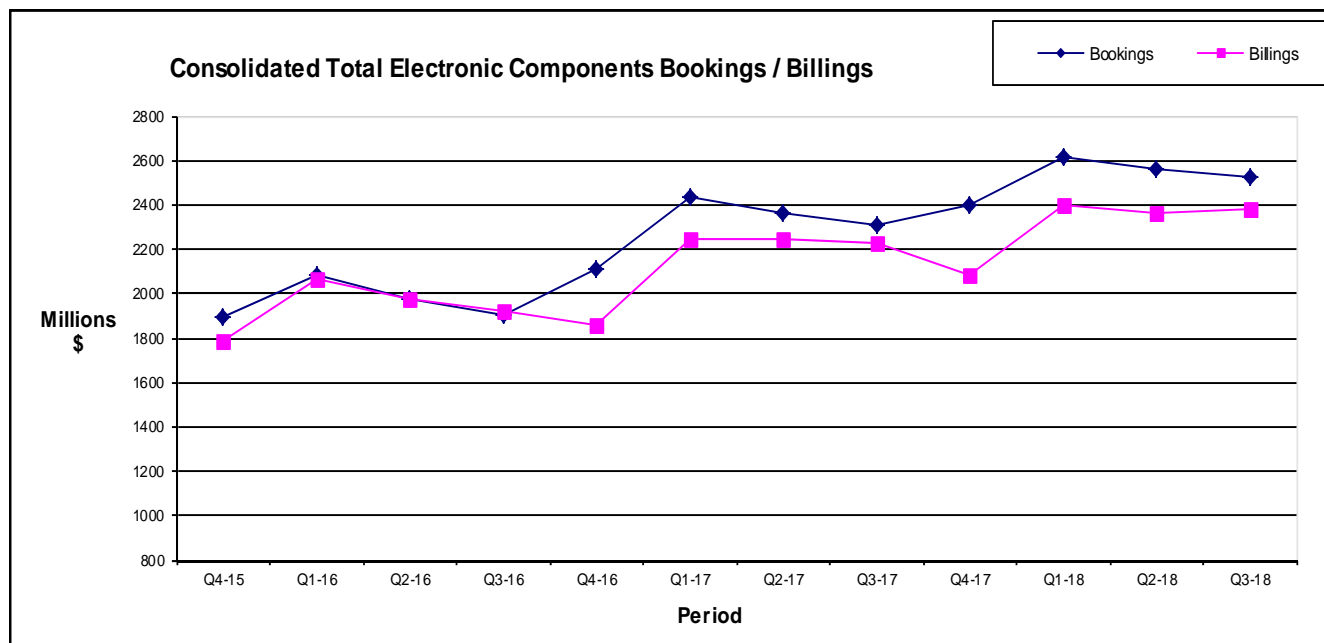


	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Bookings	249	275	263	245	261	306	298	301	315	366	388	399
Billings	234	264	264	248	234	286	282	280	272	322	331	348

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



	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Bookings	378	407	374	373	396	473	453	451	469	507	491	474
Billings	358	402	380	369	359	451	447	438	430	488	473	461



	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Bookings	1898	2082	1975	1901	2112	2433	2361	2306	2400	2613	2557	2525
Billings	1790	2070	1978	1919	1856	2242	2242	2227	2079	2397	2365	2382