



# QUARTERLY TREND STATISTICS

## Q3-2019

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in  
association  
with

International  
Distribution of  
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Association



## TABLE OF CONTENTS

Page		Country	Currency
4	• Introduction		
5	• Quarterly Semiconductor Billings Trend	France, UK & Eire, Italy, Nordic, Germany, Switzerland and Austria	€
5	• Quarterly Passive Components Billings Trend	France, UK & Eire, Italy, Nordic, Germany, Switzerland and Austria	€
6	• Quarterly Electromechanical & Other Component Billings Trend	France, UK & Eire, Italy, Nordic, Germany, Switzerland and Austria	€
6	• Quarterly Total Electronic Components Billings Trend	France, UK & Eire, Italy, Nordic, Germany, Switzerland and Austria	€
7	• Quarterly Semiconductor Bookings/Billings	France	€
7	• Quarterly Passive Component Bookings/Billings	France	€
8	• Quarterly Electromechanical & Other Component Bookings/Billings	France	€
8	• Quarterly Total Electronic Component Bookings/Billings	France	€
9	• Quarterly Semiconductor Bookings/Billings (with PC market identified)	UK & Eire	£
9	• Quarterly Passive Component Bookings/Billings	UK & Eire	£
10	• Quarterly Electromechanical & Other Component Bookings/Billings	UK & Eire	£
10	• Quarterly Total Electronic Component Bookings/Billings	UK & Eire	£
11	• Quarterly Semiconductor Bookings/Billings	Italy	€
11	• Quarterly Passive Component Bookings/Billings	Italy	€
12	• Quarterly Electromechanical & Other Component Bookings/Billings	Italy	€
12	• Quarterly Total Electronic Component Bookings/Billings	Italy	€
13	• Quarterly Semiconductor Bookings/Billings	Nordic	€
13	• Quarterly Passive Component Bookings/Billings	Nordic	€
14	• Quarterly Electromechanical & Other Component Bookings/Billings	Nordic	€
14	• Quarterly Total Electronic Component Bookings/Billings	Nordic	€
15	• Quarterly Semiconductor Bookings/Billings	Germany	€
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: Q3 – 2019 ISSUED: 12th November 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:-

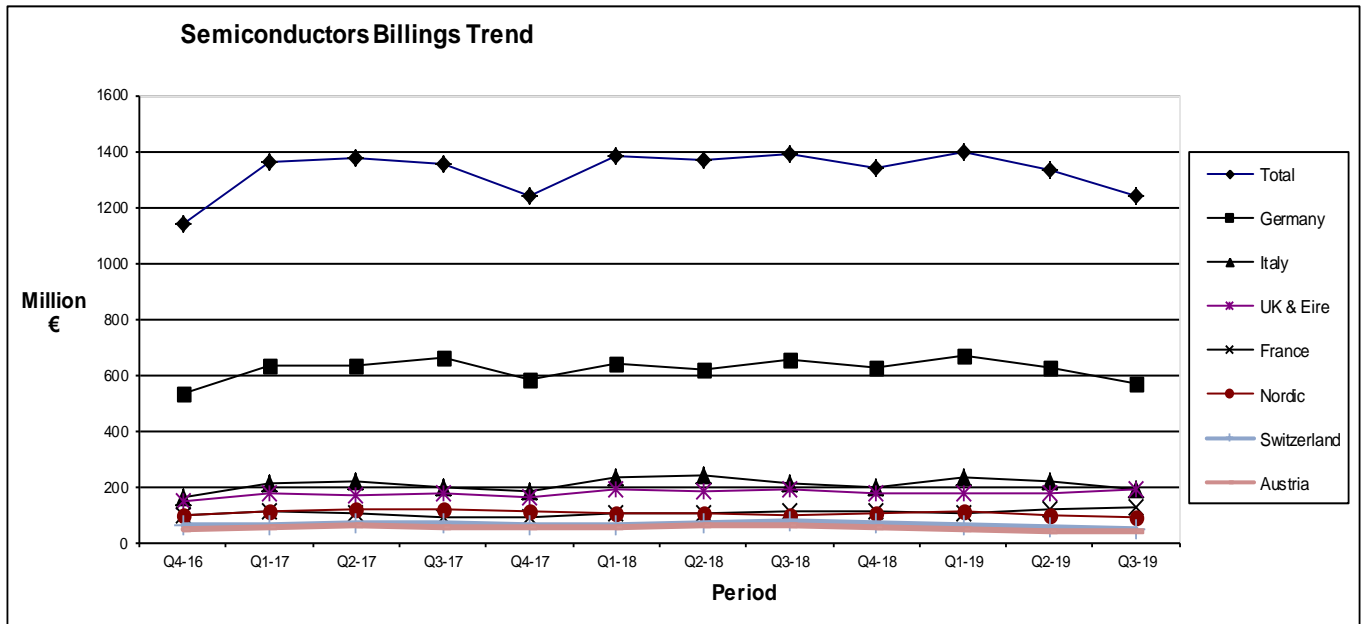
Graham Waite  
Telephone: 44 (0) 1763 274748  
Email: enquiries@ecsn-uk.org

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.

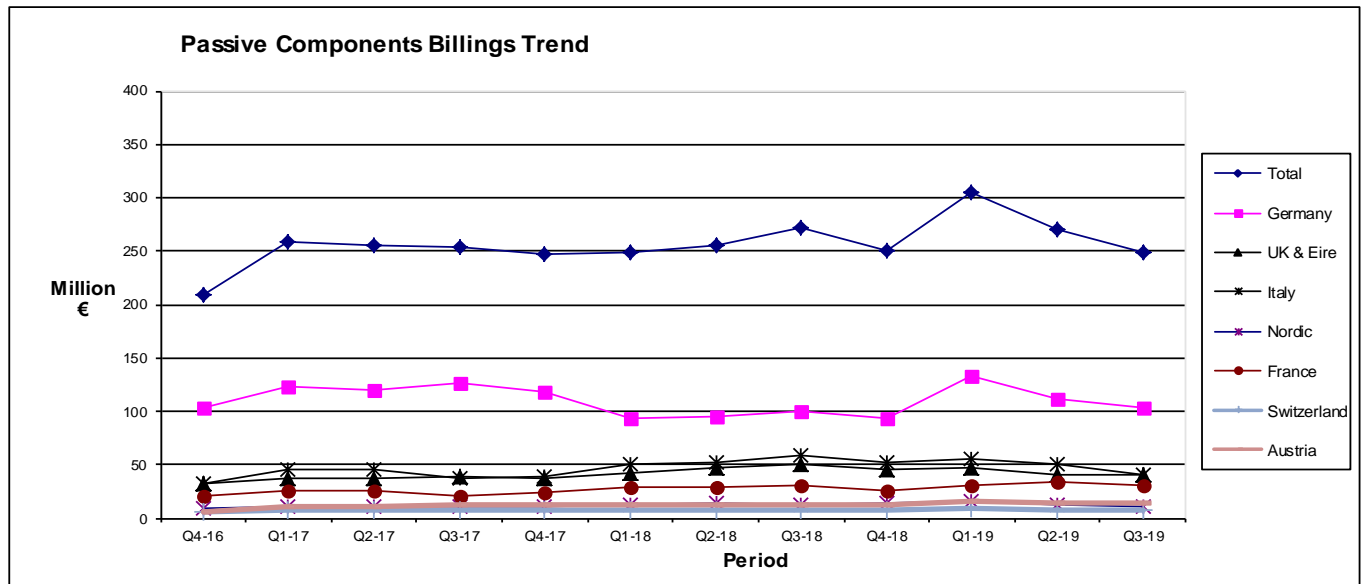
COUNTRY	Association	Approx. DTAM 2018 (Distribution Total Available Market)	Summation of Association Members Returns 2017	Approx. Share of DTAM (Distribution Total Available Market) represented by Association's Members 2017
France	SPDEI	€1197 Mill	€874 Mill	73%
UK & Eire	<i>ecsn</i> /afdec	€1570 Mill	€1319 Mill	84%
Italy	ASSODEL	€1549 Mill	€1162 Mill	75%
Nordic	<i>ecsn</i> /afdec	€1526 Mill	€641 Mill	42%
Germany	FBDI	€5143 Mill	€3600 Mill	70%
Switzerland	FBDI	€557 Mill	€301 Mill	54%
Austria	FBDI	€444 Mill	€262 Mill	59%

Please note. This table will be updated for the Q4 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).

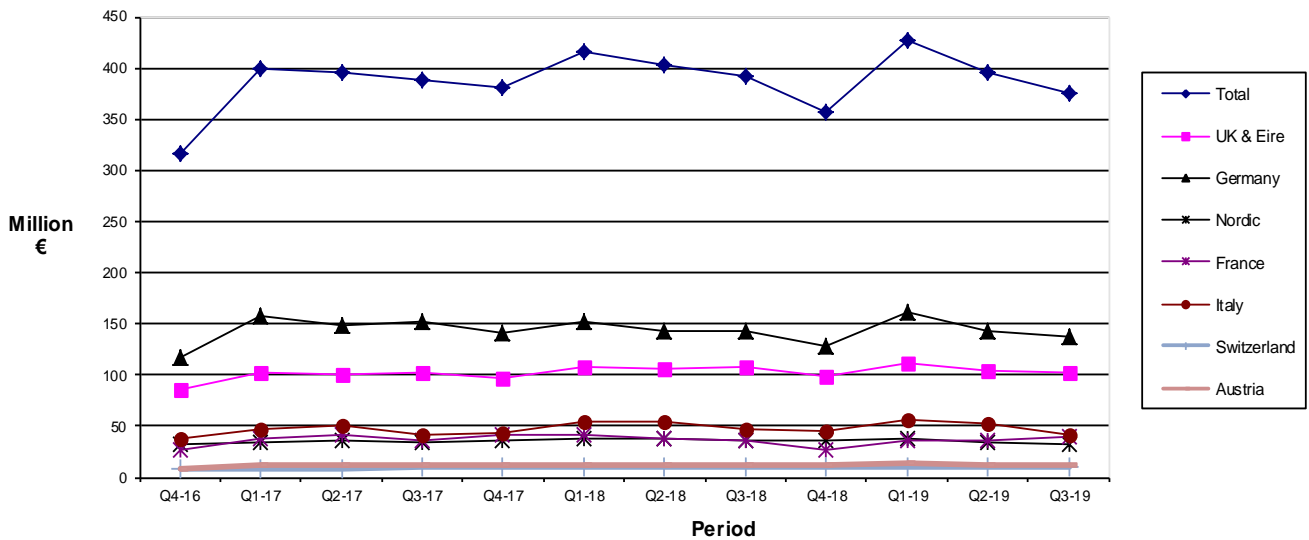


	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
<b>Total</b>	1138	1358	1375	1351	1241	1380	1371	1387	1337	1397	1330	1243
<b>Germany</b>	532	635	636	659	585	642	620	652	623	668	623	566
<b>Italy</b>	161	213	221	195	184	229	239	208	198	233	220	189
<b>UK &amp; Eire</b>	148	172	168	173	157	190	180	189	177	176	178	186
<b>France</b>	97	113	102	92	91	104	104	109	114	104	117	125
<b>Nordic</b>	98	109	120	116	111	101	104	98	106	109	99	93
<b>Switzerland</b>	58	63	69	64	62	58	65	72	66	61	52	44
<b>Austria</b>	43	54	60	52	52	56	58	59	53	45	41	40



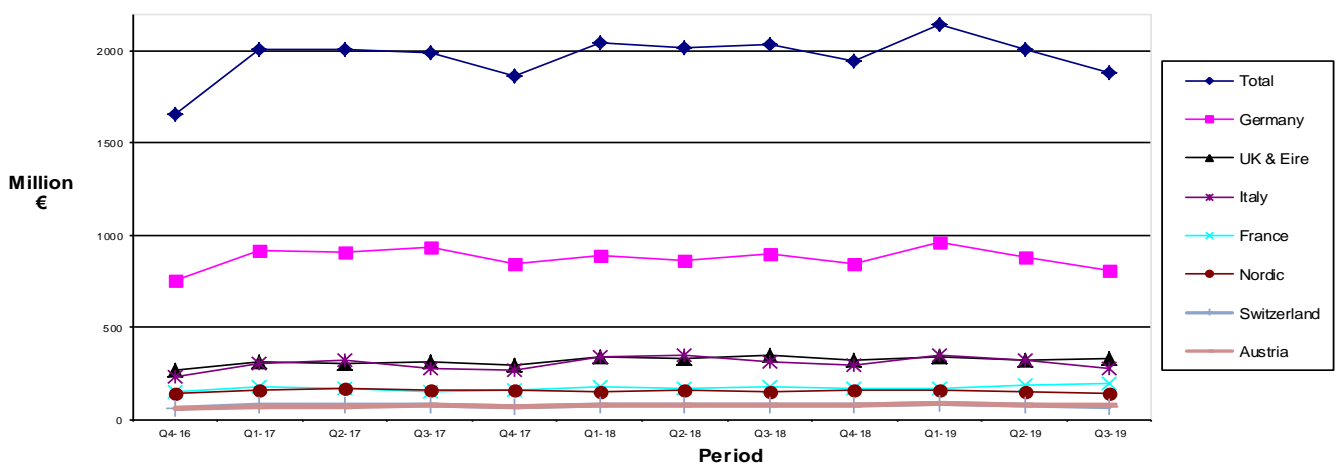
	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
<b>Total</b>	208	259	256	254	247	248	256	271	251	306	270	248
<b>Germany</b>	103	123	120	126	119	94	95	100	93	132	112	103
<b>UK &amp; Eire</b>	32	37	37	39	36	42	47	50	45	48	41	40
<b>Italy</b>	32	45	45	38	38	51	52	58	52	56	50	41
<b>Nordic</b>	9	10	11	11	12	13	14	13	14	15	13	12
<b>France</b>	20	26	25	21	23	29	29	30	26	30	33	30
<b>Switzerland</b>	6	7	7	7	7	7	7	7	8	9	7	7
<b>Austria</b>	6	11	11	12	12	13	13	13	13	16	14	14

**Electromechanical & Other Components Billings Trend**



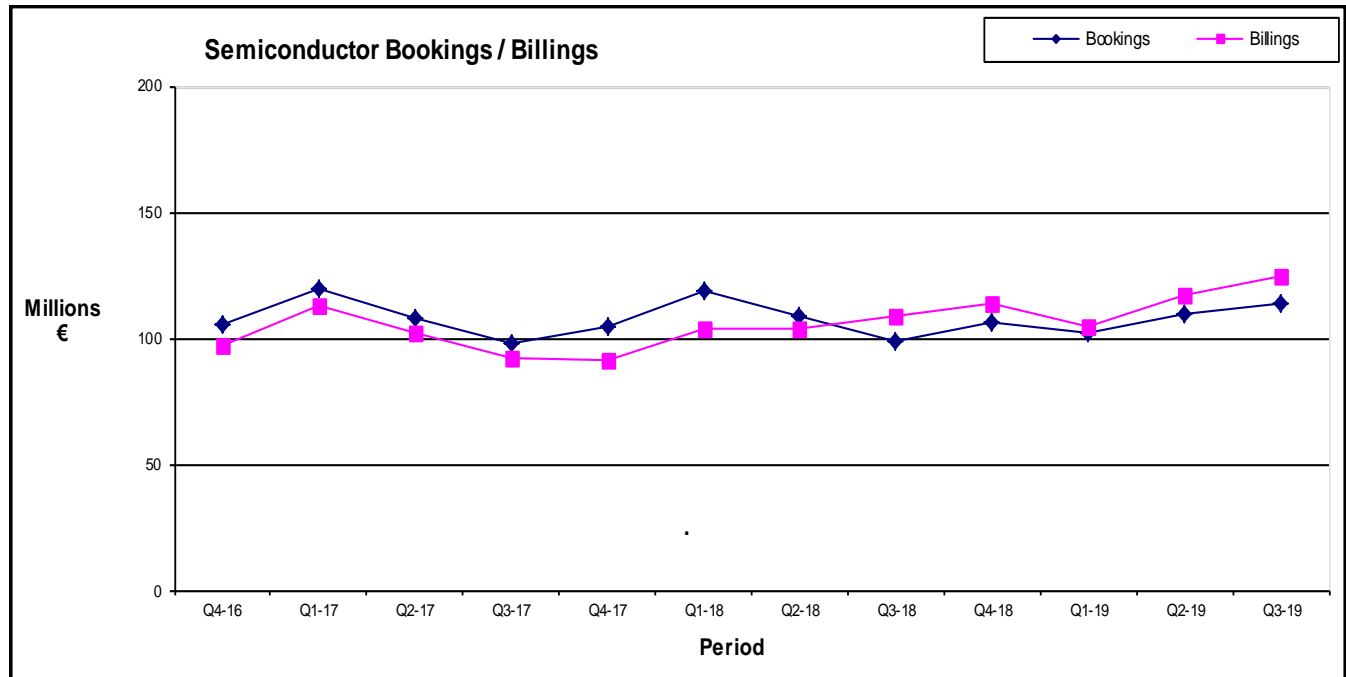
	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
<b>Total</b>	317	400	396	388	381	416	403	392	357	426	395	375
<b>UK &amp; Eire</b>	87	102	100	102	97	107	105	108	99	111	105	102
<b>Germany</b>	117	157	148	152	141	152	144	143	127	161	144	138
<b>Nordic</b>	33	35	36	35	36	37	38	36	36	37	35	33
<b>France</b>	28	38	41	37	41	41	38	36	27	35	36	39
<b>Italy</b>	37	48	51	42	44	55	55	47	45	57	53	41
<b>Switzerland</b>	8	9	9	9	9	10	10	9	9	10	10	9
<b>Austria</b>	8	12	12	11	12	13	13	13	13	14	12	12

**Total Electronic Components Billings Trend**

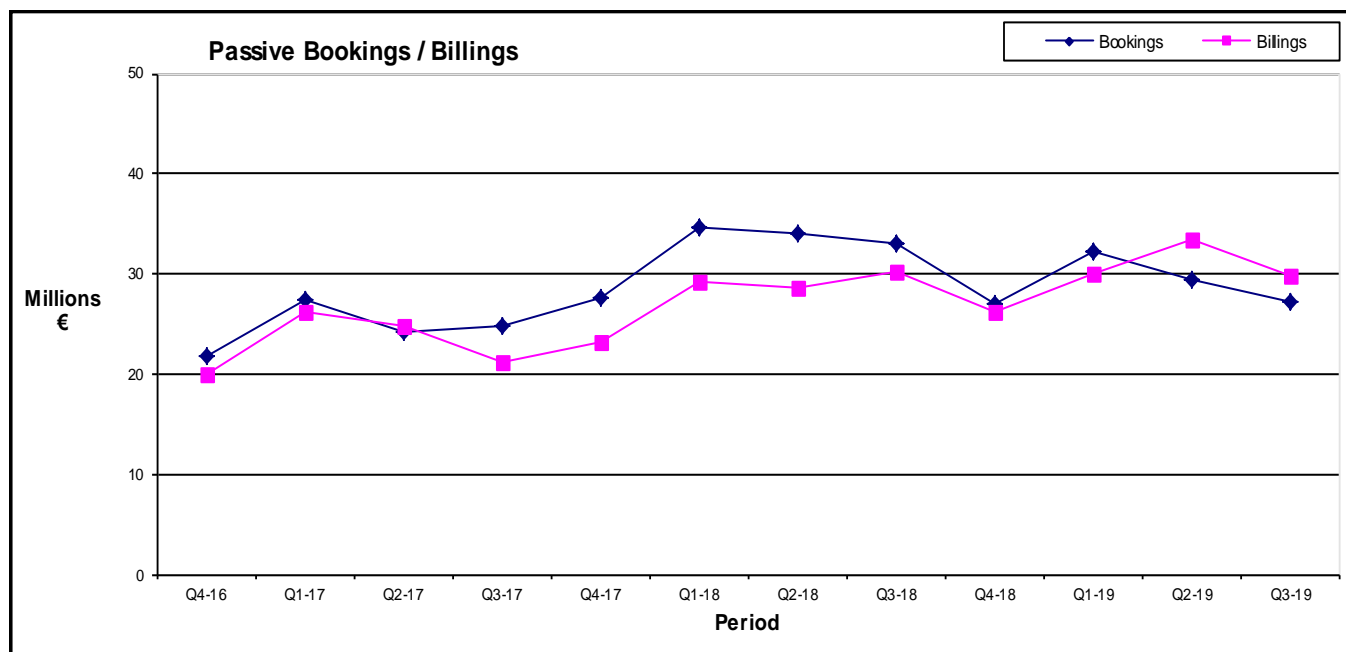


	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
<b>Total</b>	1656	2004	2005	1991	1859	2042	2015	2034	1941	2146	2010	1882
<b>Germany</b>	752	914	904	937	845	889	858	895	844	962	879	808
<b>UK &amp; Eire</b>	267	311	305	314	291	339	332	347	321	335	323	329
<b>Italy</b>	231	306	316	274	266	334	346	313	294	345	323	271
<b>France</b>	145	177	168	150	155	175	171	176	168	170	187	194
<b>Nordic</b>	140	154	167	161	159	151	156	147	156	161	147	137
<b>Switzerland</b>	62	73	76	80	72	76	75	80	80	89	78	71
<b>Austria</b>	59	70	70	75	71	79	77	77	78	84	74	73

**FRANCE**

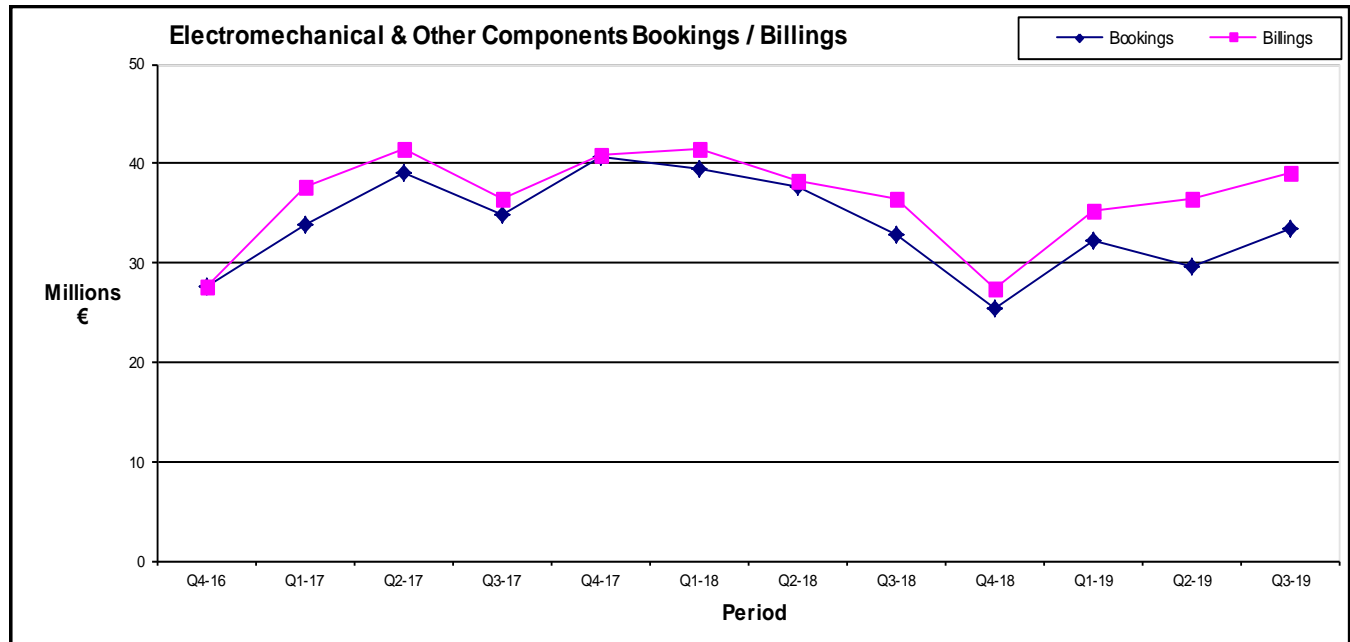


	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
<b>Bookings</b>	106	120	108	98	105	119	109	99	107	102	110	114
<b>Billings</b>	97	113	102	92	91	104	104	109	114	104	117	125

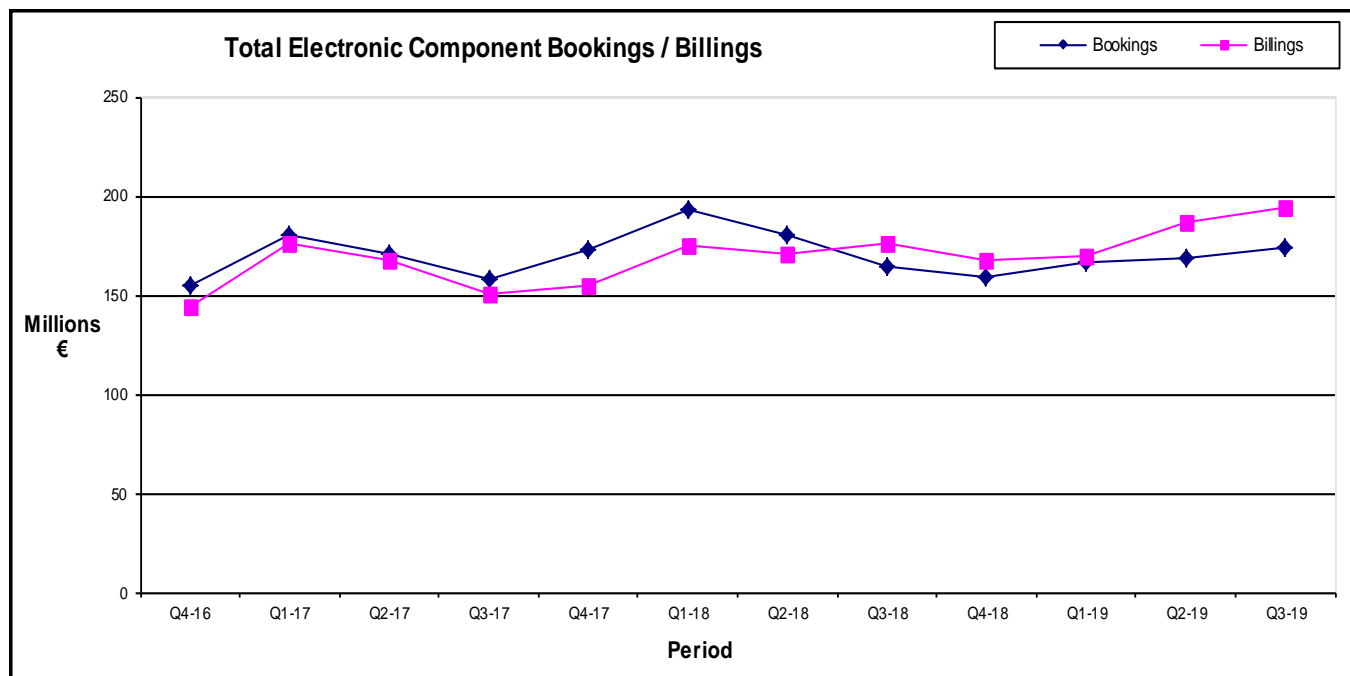


	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
<b>Bookings</b>	22	27	24	25	28	35	34	33	27	32	29	27
<b>Billings</b>	20	26	25	21	23	29	29	30	26	30	33	30

**FRANCE**



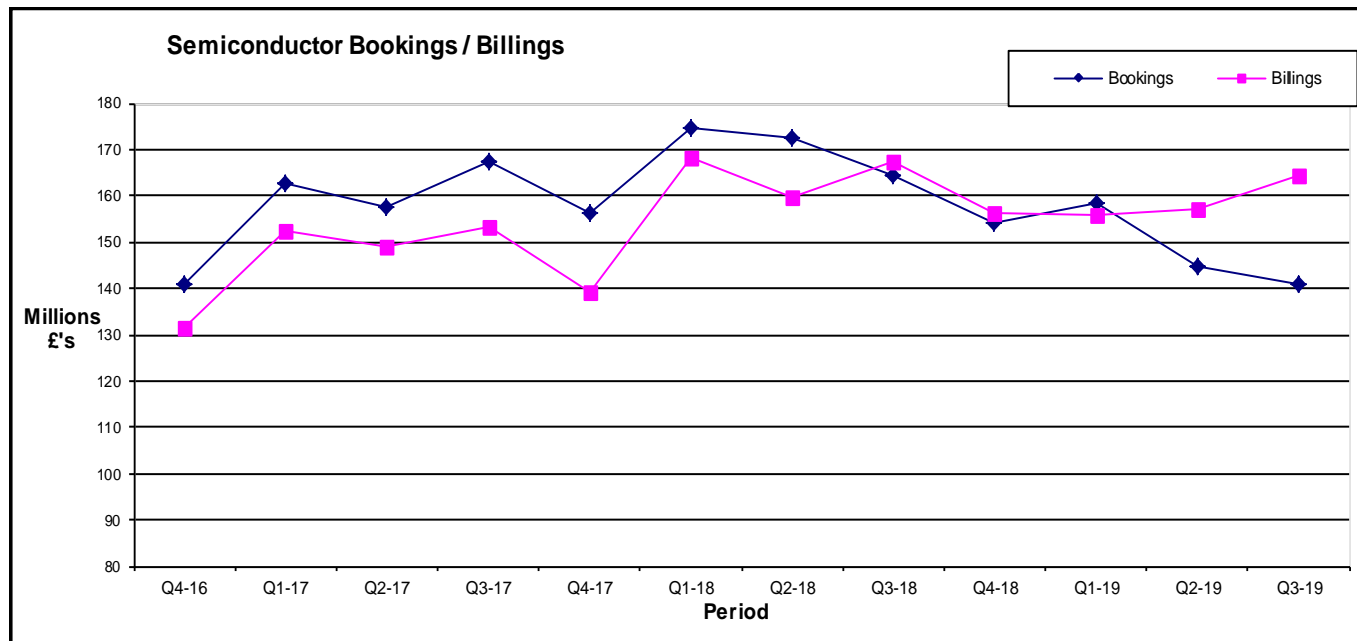
	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
<b>Bookings</b>	28	34	39	35	41	39	38	33	25	32	30	33
<b>Billings</b>	28	38	41	37	41	41	38	36	27	35	36	39



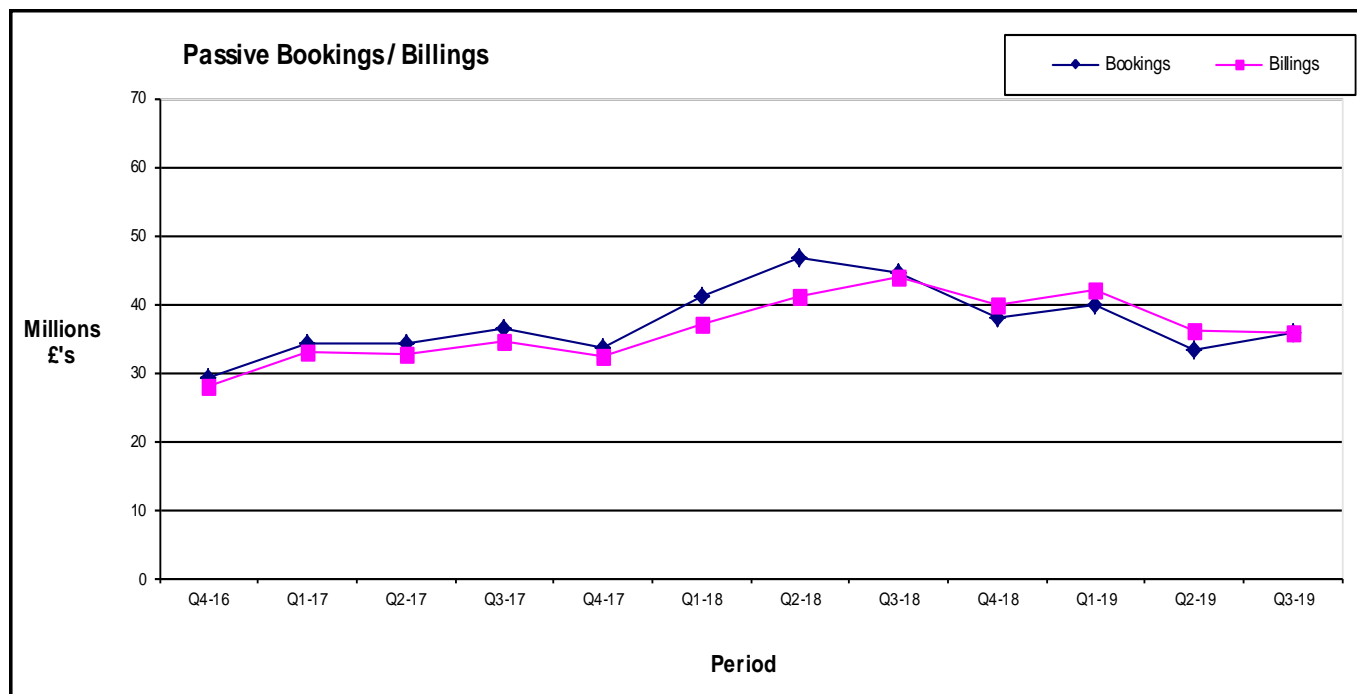
	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
<b>Bookings</b>	155	181	171	158	173	193	181	165	159	167	169	174
<b>Billings</b>	145	177	168	150	155	175	171	176	168	170	187	194



UK & Eire

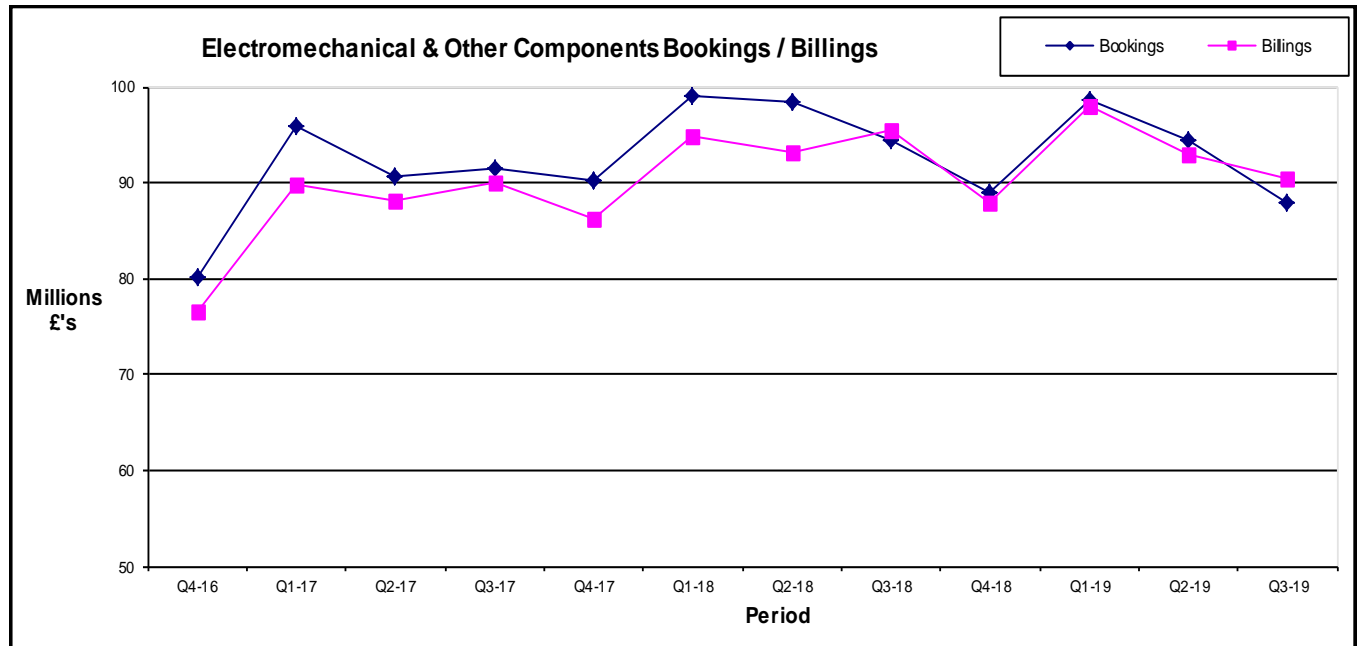


	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
<b>Bookings</b>	141	163	158	167	156	175	172	164	154	159	145	141
<b>Billings</b>	131	152	149	153	139	168	160	168	156	156	157	164

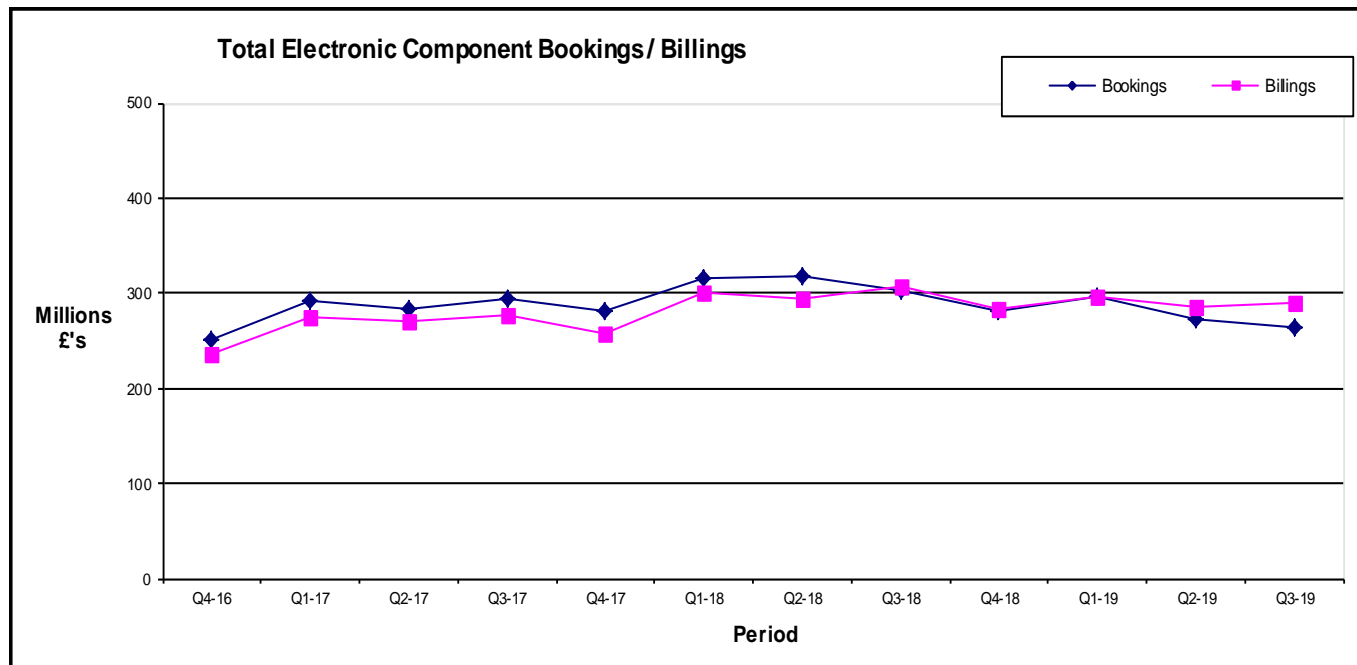


	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
<b>Bookings</b>	29	34	34	36	34	41	47	45	38	40	33	36
<b>Billings</b>	28	33	33	35	32	37	41	44	40	42	36	36

**UK & Eire**

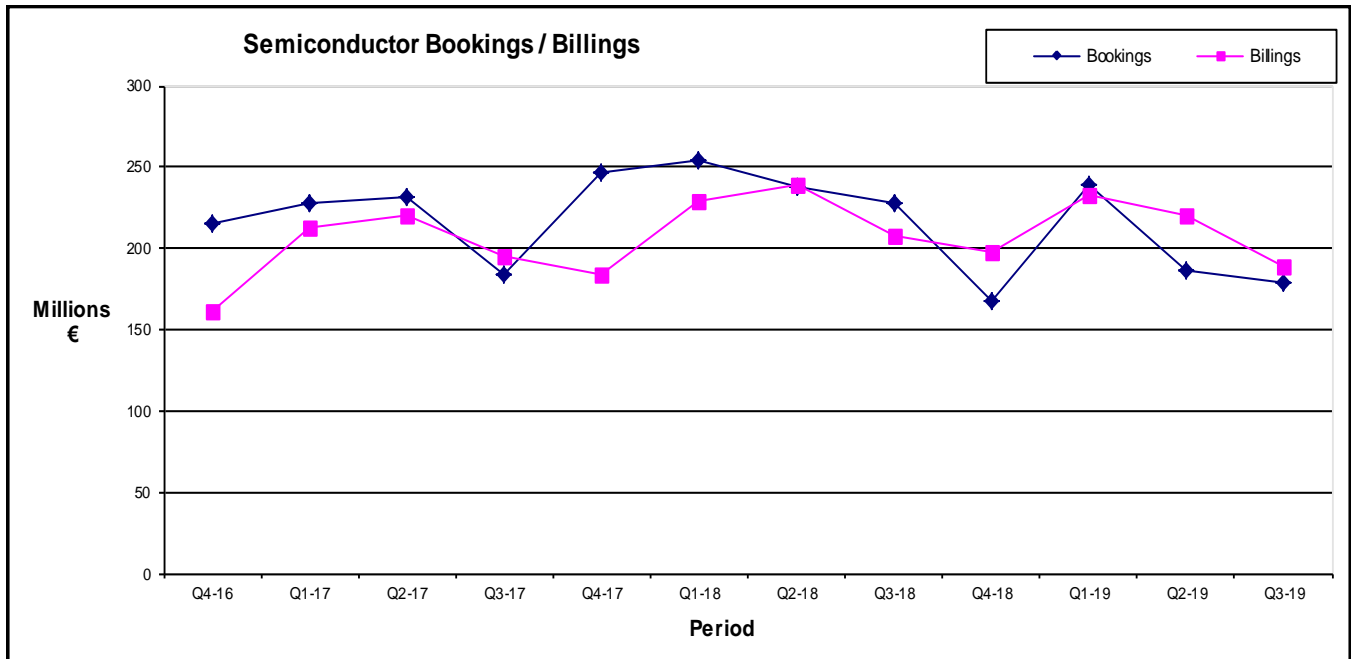


	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
<b>Bookings</b>	80	96	91	91	90	99	98	94	89	99	94	88
<b>Billings</b>	77	90	88	90	86	95	93	96	88	98	93	90

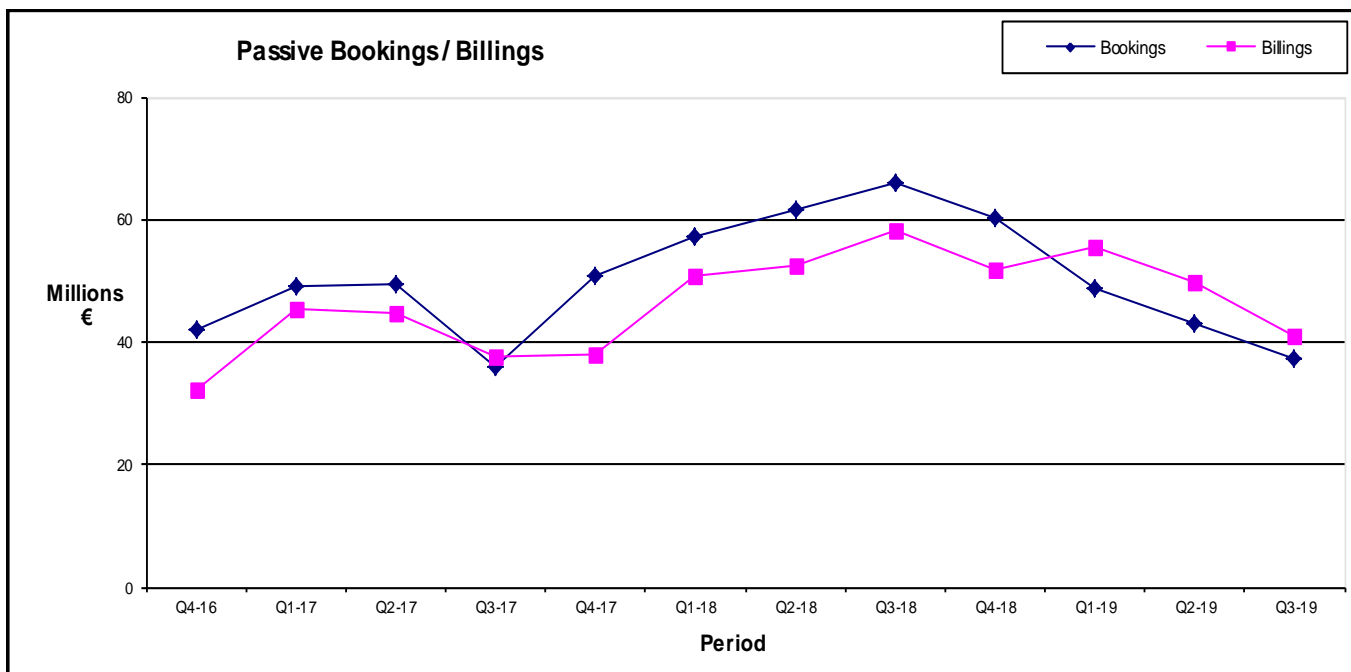


	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
<b>Bookings</b>	250	293	283	295	280	315	318	304	281	297	272	264
<b>Billings</b>	236	275	270	278	257	300	294	307	284	296	286	291

ITALY

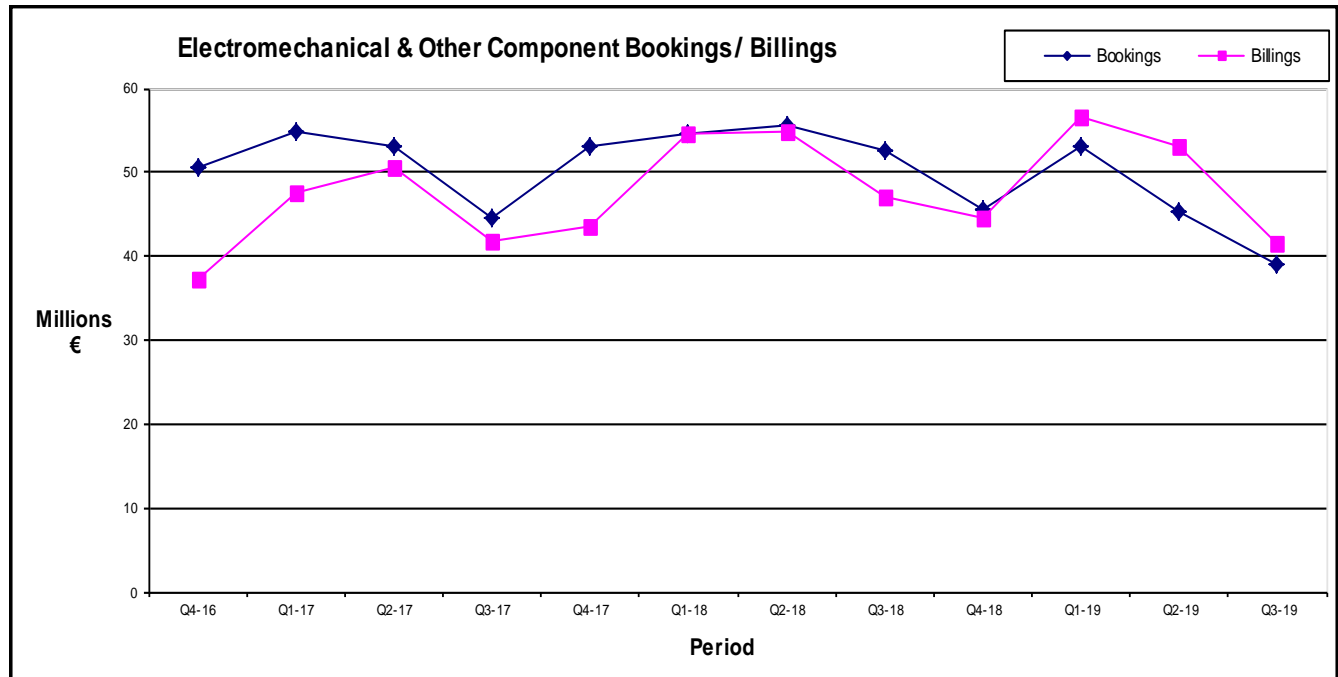


	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
<b>Bookings</b>	215	227	232	184	247	255	237	227	167	239	186	179
<b>Billings</b>	161	213	221	195	184	229	239	208	198	233	220	189

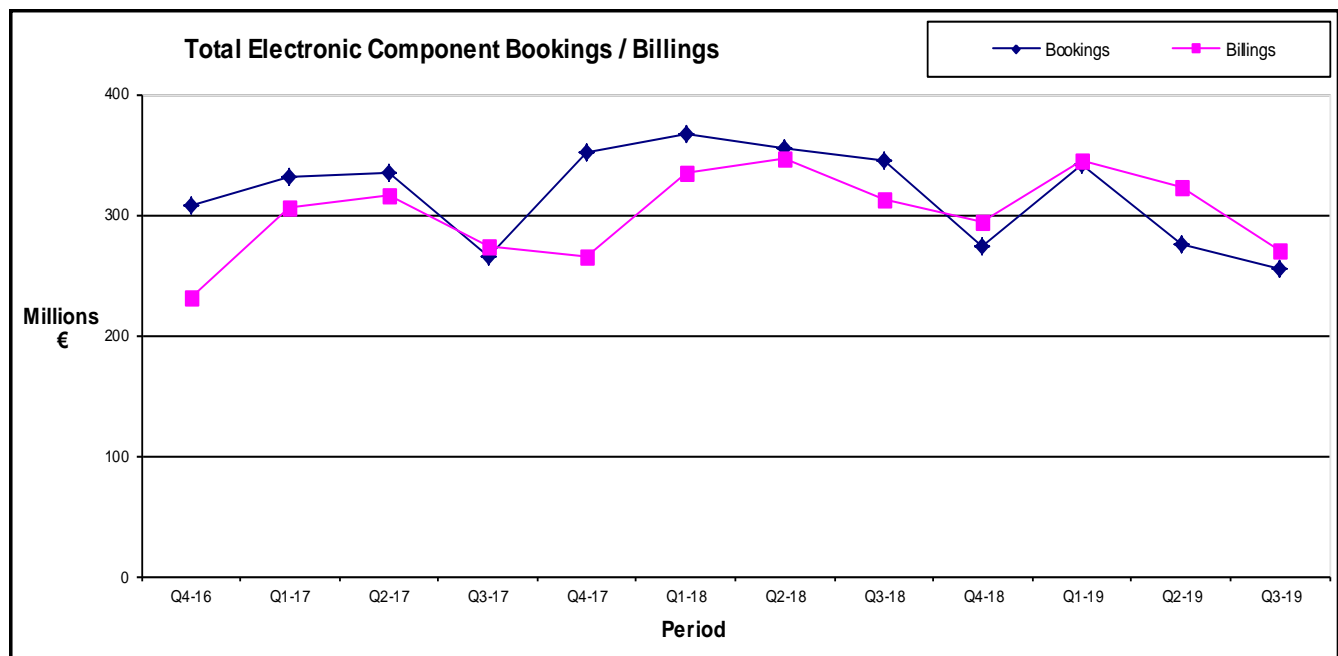


	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
<b>Bookings</b>	42	49	50	36	51	57	62	66	60	49	43	37
<b>Billings</b>	32	45	45	38	38	51	52	58	52	56	50	41

ITALY



	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
<b>Bookings</b>	51	55	53	44	53	55	56	52	46	53	45	39
<b>Billings</b>	37	48	51	42	44	55	55	47	45	57	53	41

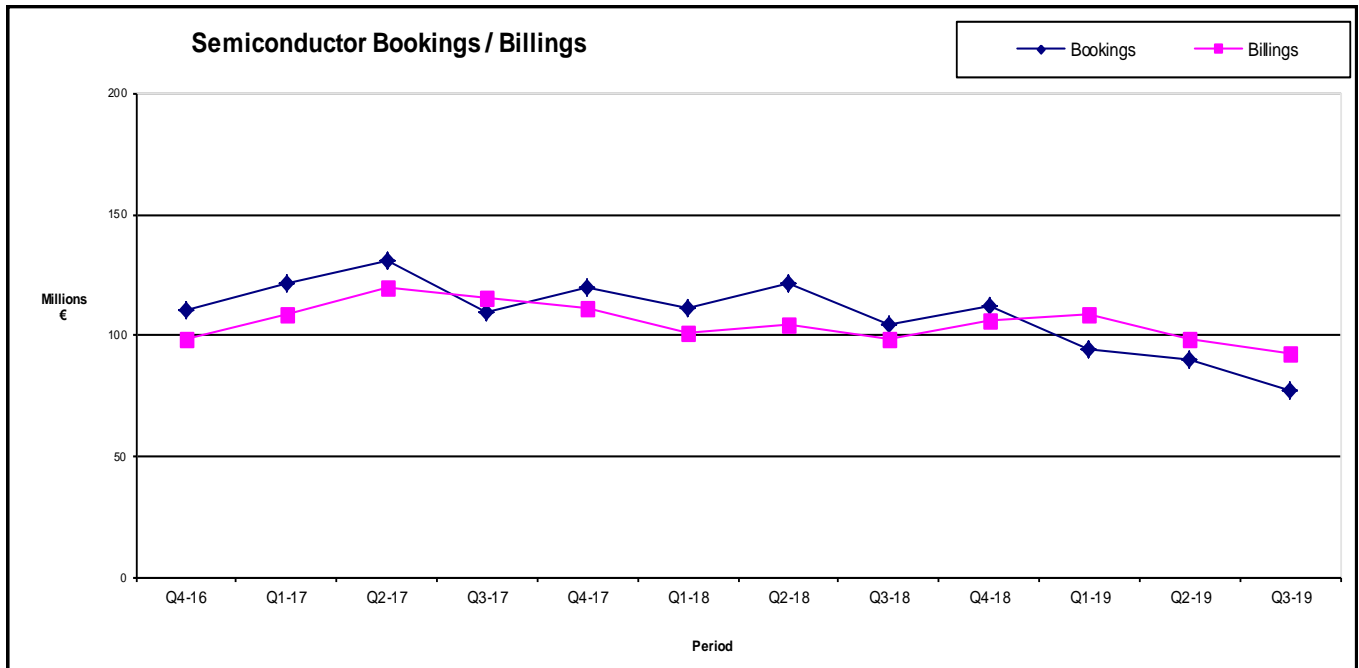


	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
<b>Bookings</b>	308	331	335	265	351	367	355	346	273	341	275	255
<b>Billings</b>	231	306	316	274	266	334	346	313	294	345	323	271

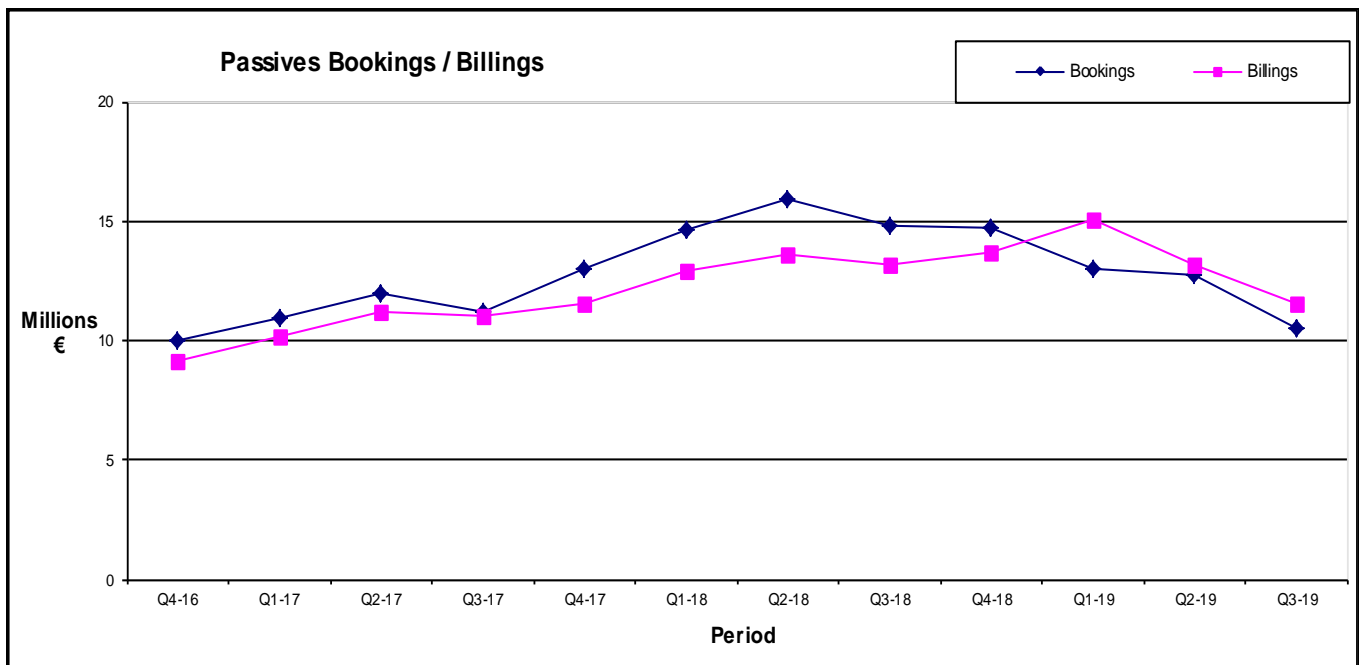
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**NORDIC**

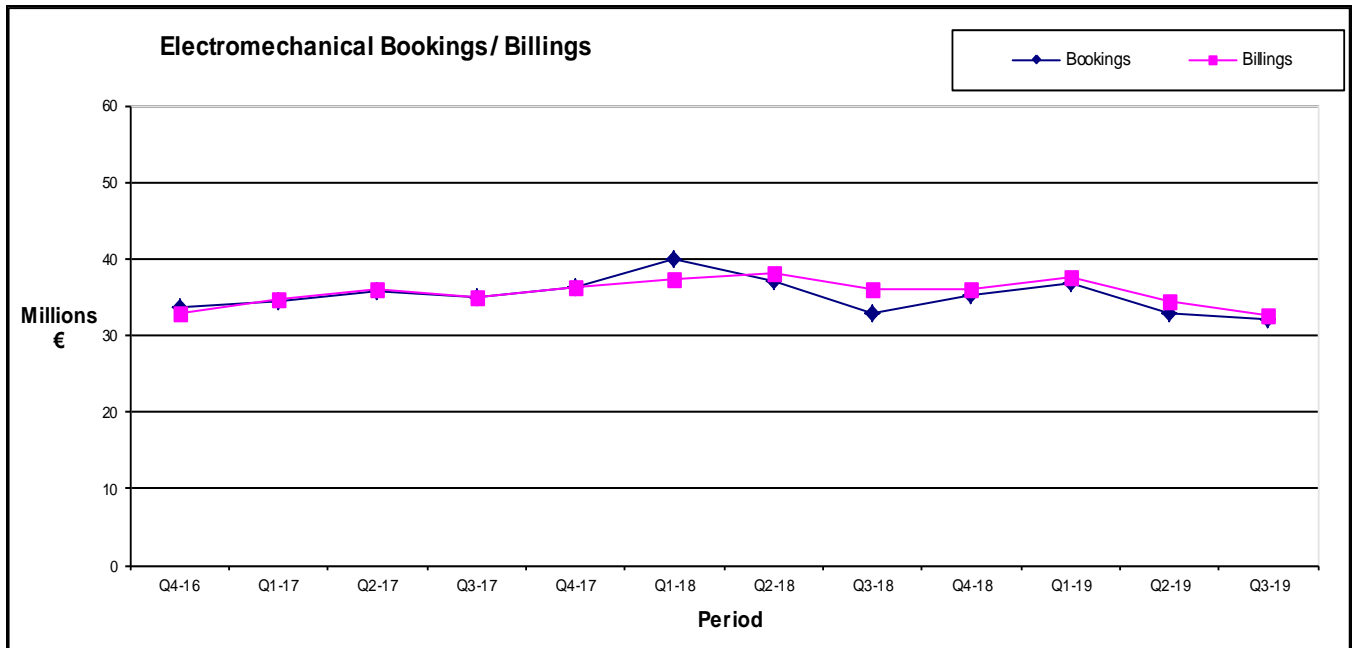


	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
<b>Bookings</b>	110	122	131	110	120	111	122	105	113	95	90	77
<b>Billings</b>	98	109	120	116	111	101	104	98	106	109	99	93

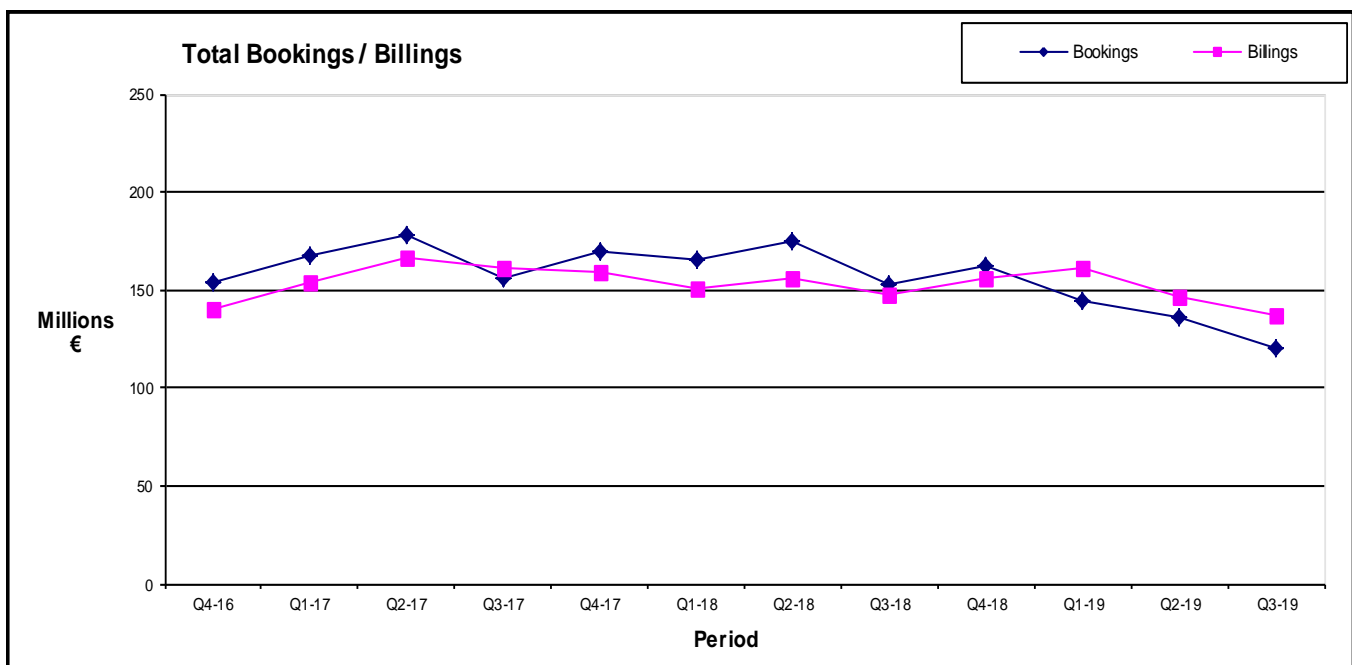


	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
<b>Bookings</b>	10	11	12	11	13	15	16	15	15	13	13	11
<b>Billings</b>	9	10	11	11	12	13	14	13	14	15	13	12

NORDIC

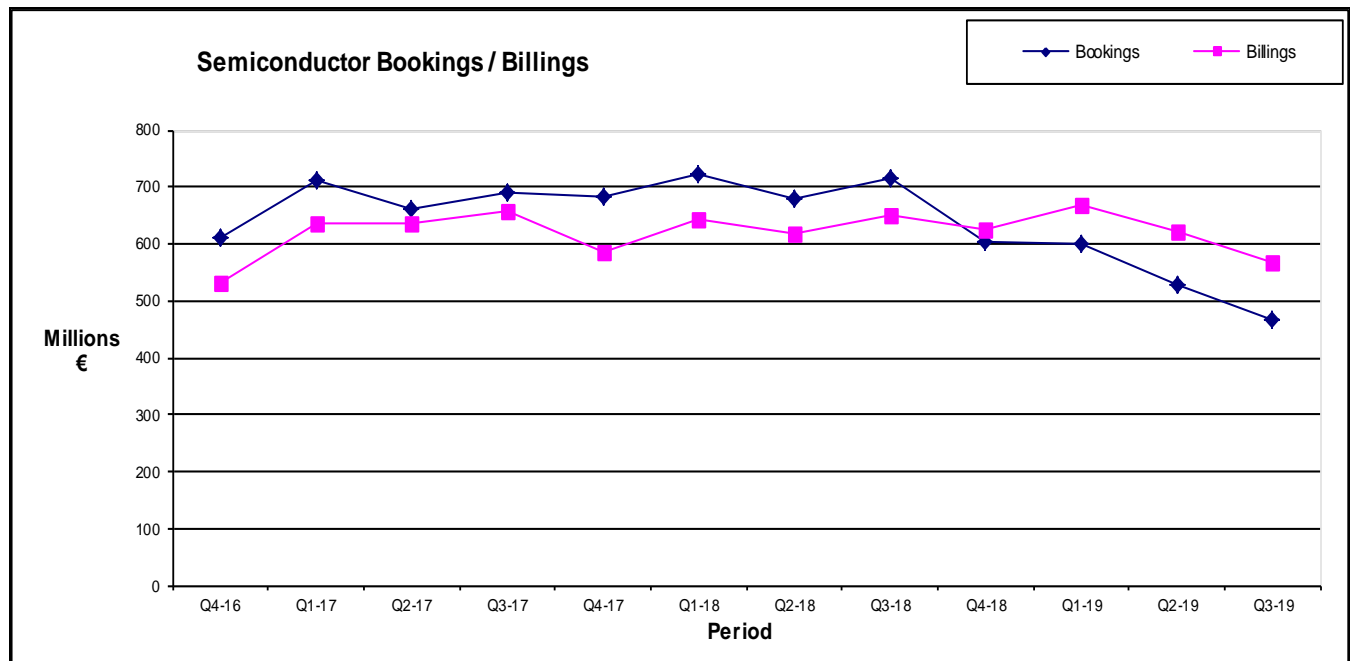


	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
<b>Bookings</b>	34	35	36	35	36	40	37	33	35	37	33	32
<b>Billings</b>	33	35	36	35	36	37	38	36	36	37	35	33

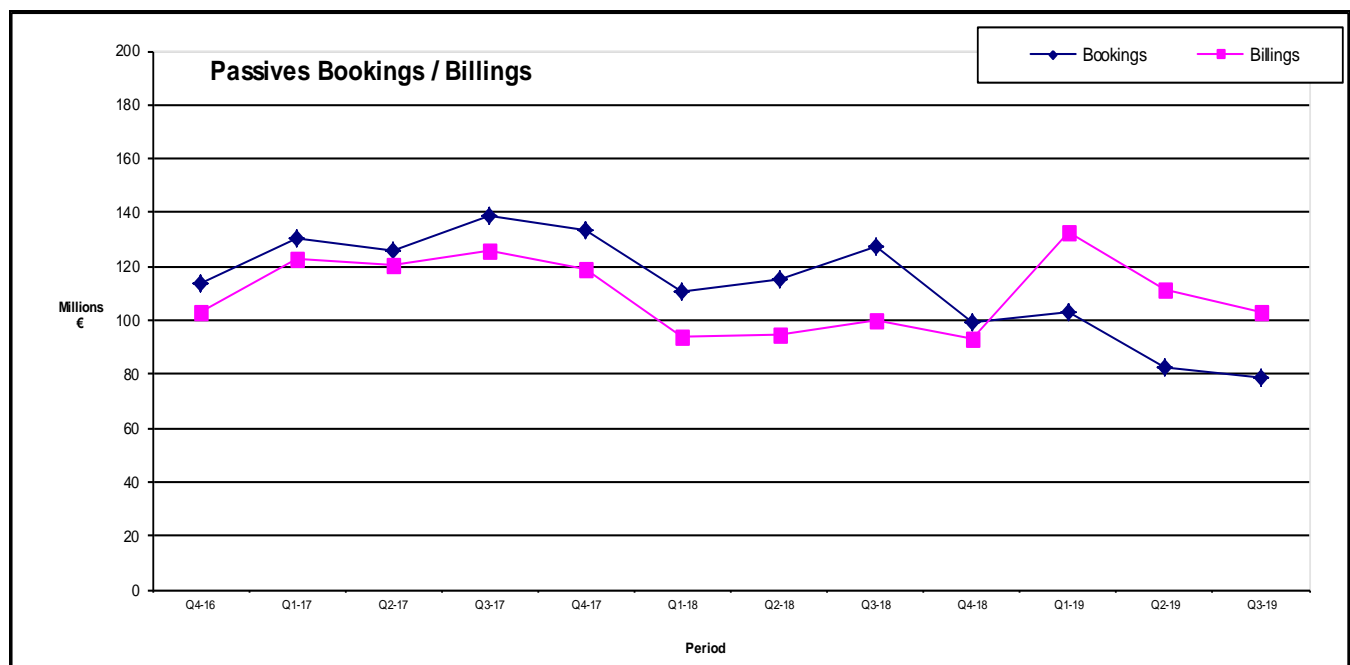


	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
<b>Bookings</b>	154	167	179	156	169	166	175	152	162	144	136	120
<b>Billings</b>	140	154	167	161	159	151	156	147	156	161	147	137

GERMANY

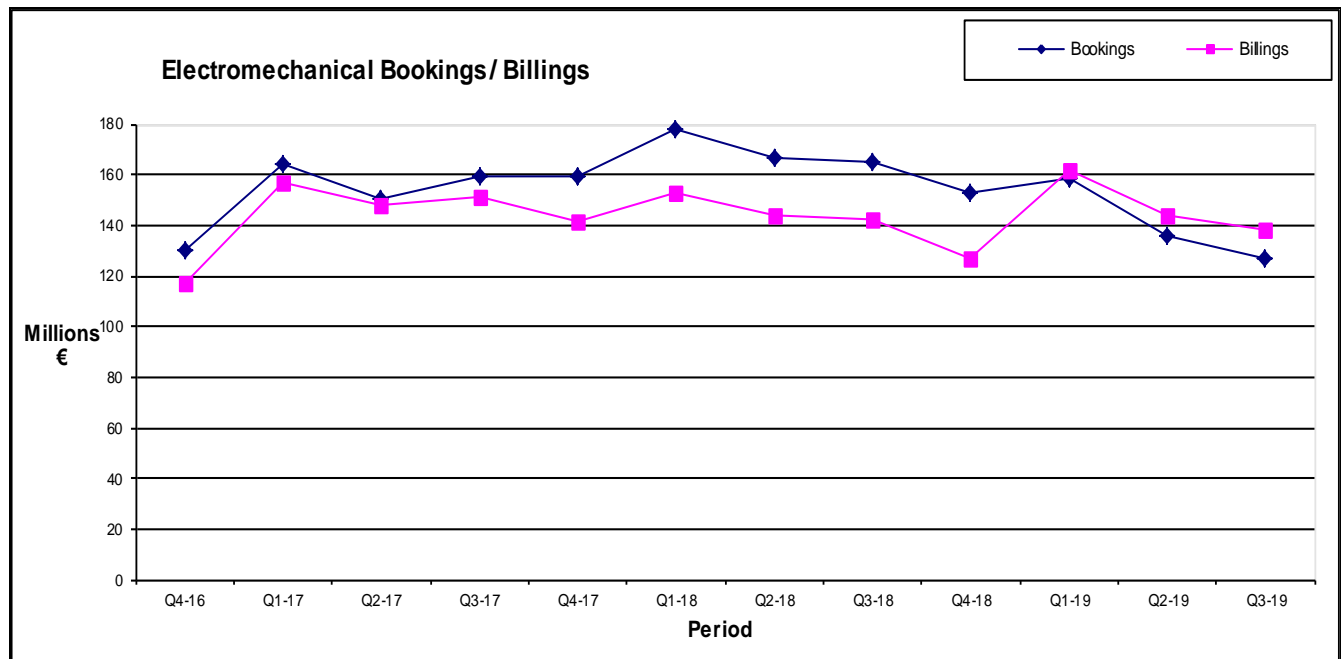


	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
<b>Bookings</b>	610	710	662	691	684	724	679	714	605	599	528	468
<b>Billings</b>	532	635	636	659	585	642	620	652	623	668	623	566



	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
<b>Bookings</b>	114	131	126	139	134	111	115	128	99	103	83	79
<b>Billings</b>	103	123	120	126	119	94	95	100	93	132	112	103

**GERMANY**



	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
<b>Bookings</b>	130	164	150	159	159	178	167	165	153	159	136	127
<b>Billings</b>	117	157	148	152	141	152	144	143	127	161	144	138



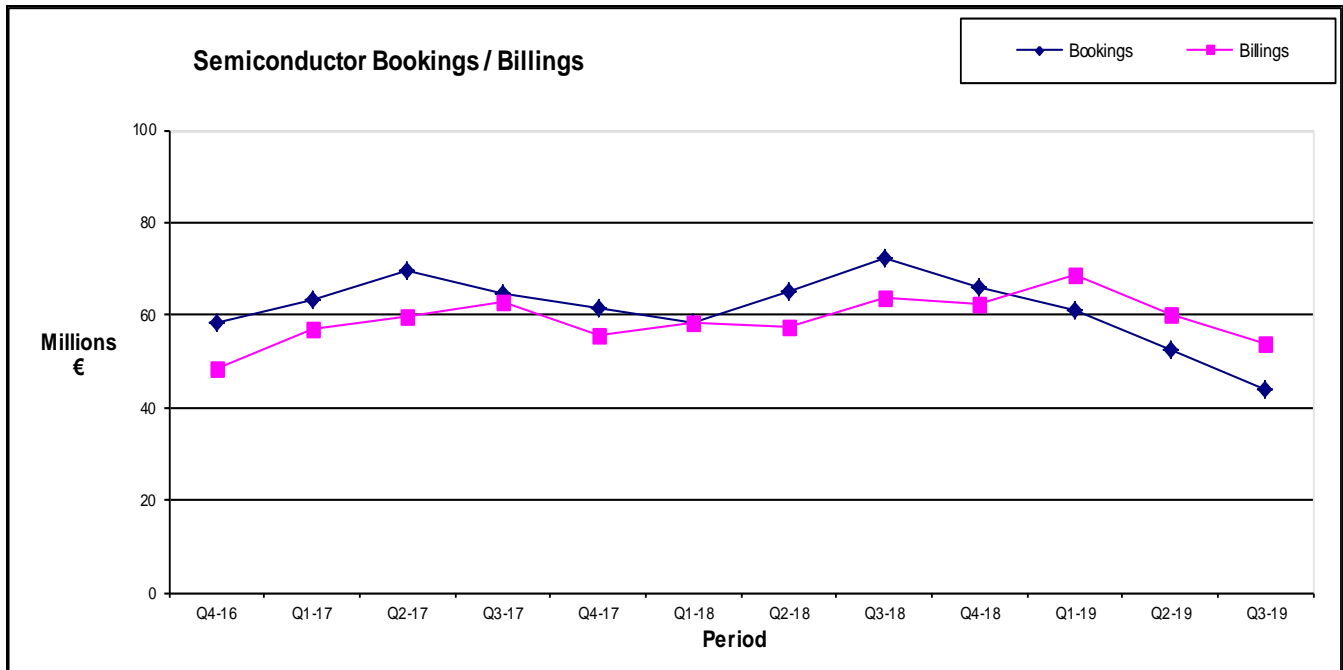
	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
<b>Bookings</b>	854	1005	938	989	976	1012	961	1006	857	861	747	674
<b>Billings</b>	752	914	904	937	845	889	858	895	844	962	879	808

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[segreteria@ideaelectronics.com](mailto:segreteria@ideaelectronics.com)  
<http://www.ideaelectronics.com/>

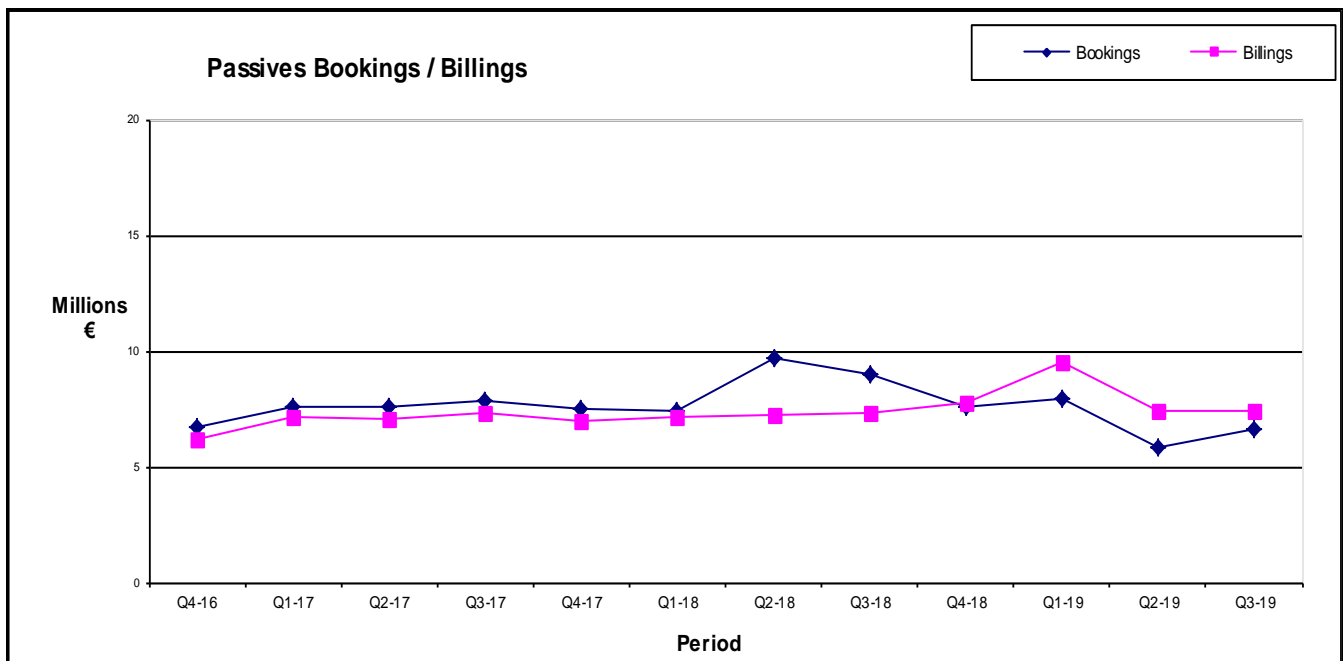




SWITZERLAND

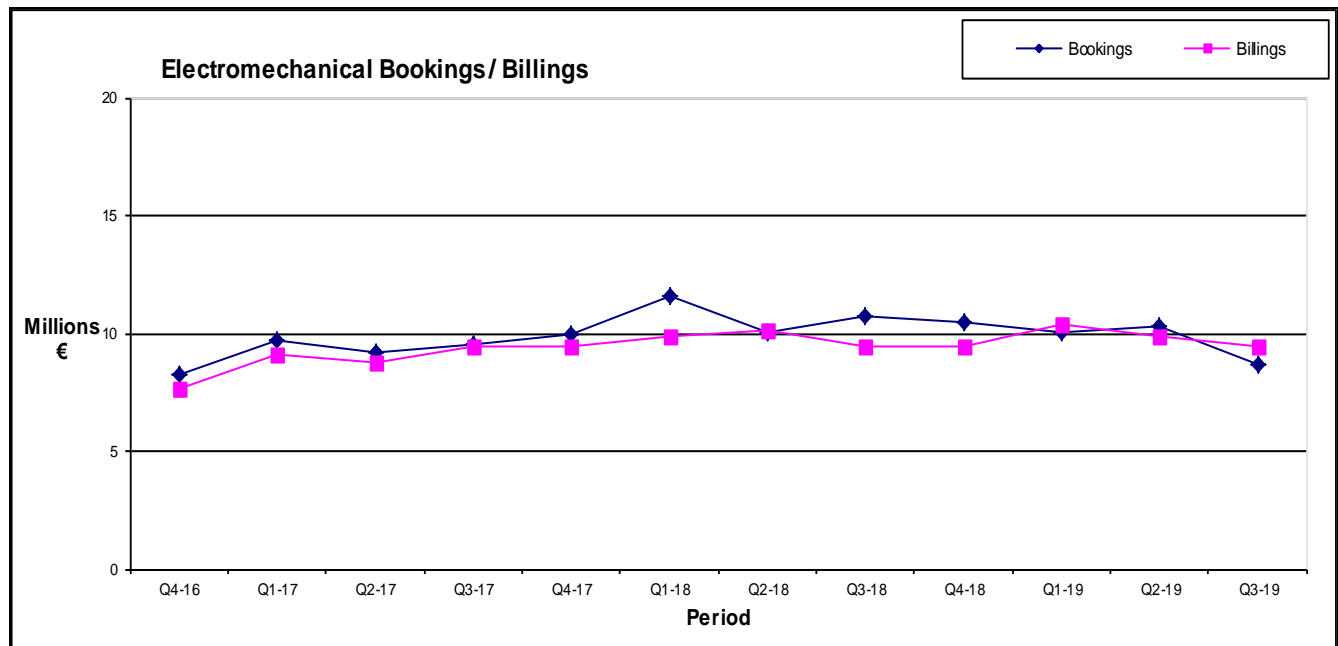


	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
<b>Bookings</b>	58	63	69	64	62	58	65	72	66	61	52	44
<b>Billings</b>	49	57	60	63	56	59	57	64	62	69	60	54

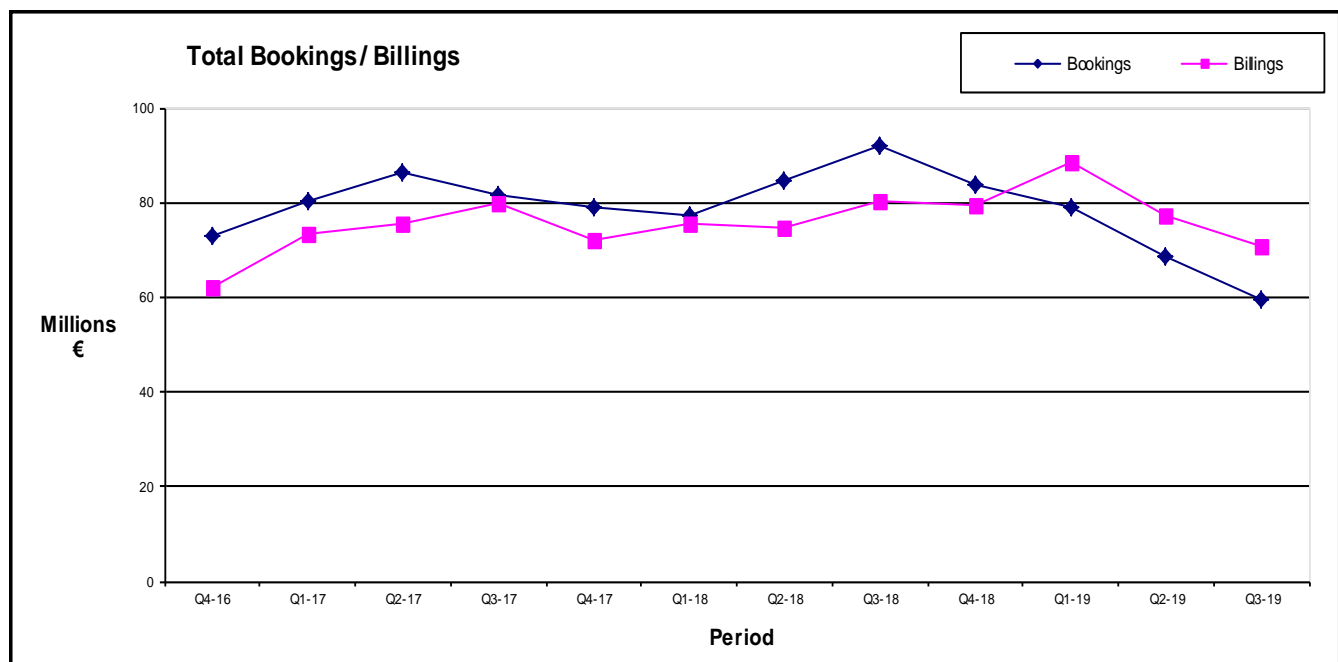


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<b>Bookings</b>	7	8	8	8	7	7	10	9	8	8	6	7
<b>Billings</b>	6	7	7	7	7	7	7	7	8	9	7	7

SWITZERLAND

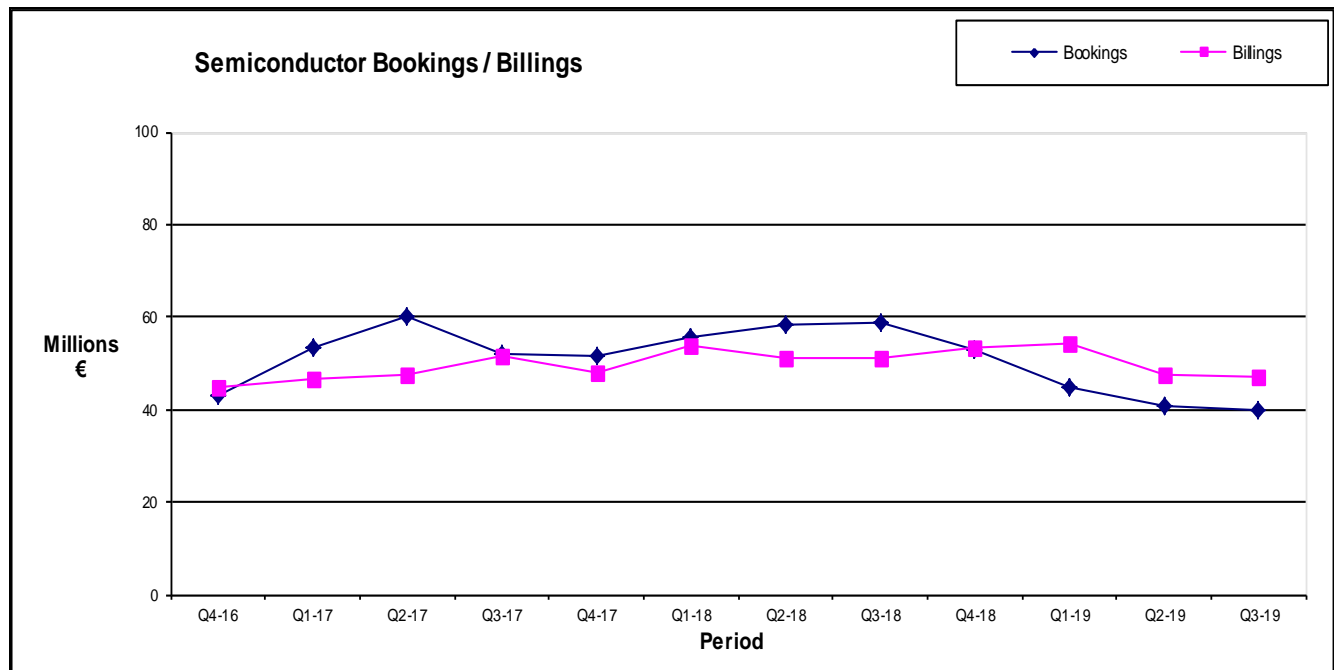


	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
<b>Bookings</b>	8	10	9	10	10	12	10	11	10	10	10	9
<b>Billings</b>	8	9	9	9	9	10	10	9	9	10	10	9

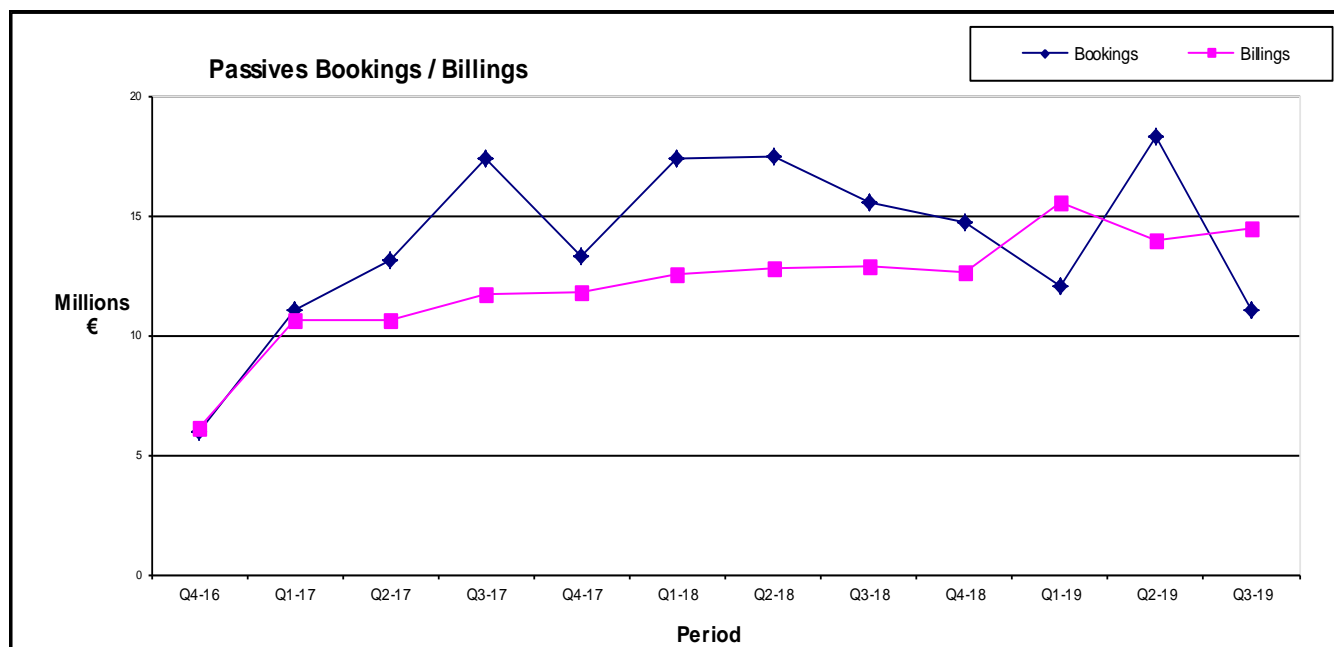


	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
<b>Bookings</b>	73	81	86	82	79	77	85	92	84	79	69	59
<b>Billings</b>	62	73	76	80	72	76	75	80	80	89	78	71

**AUSTRIA**

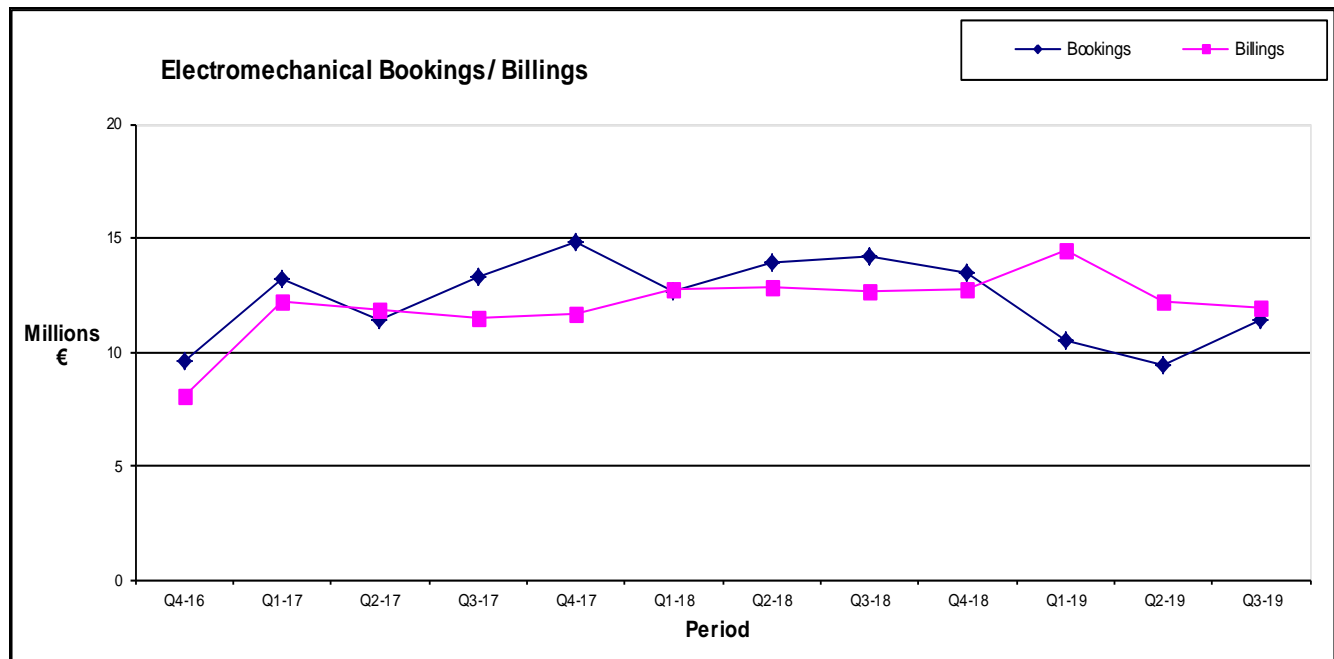


	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
<b>Bookings</b>	43	54	60	52	52	56	58	59	53	45	41	40
<b>Billings</b>	45	47	47	52	48	54	51	51	53	54	48	47

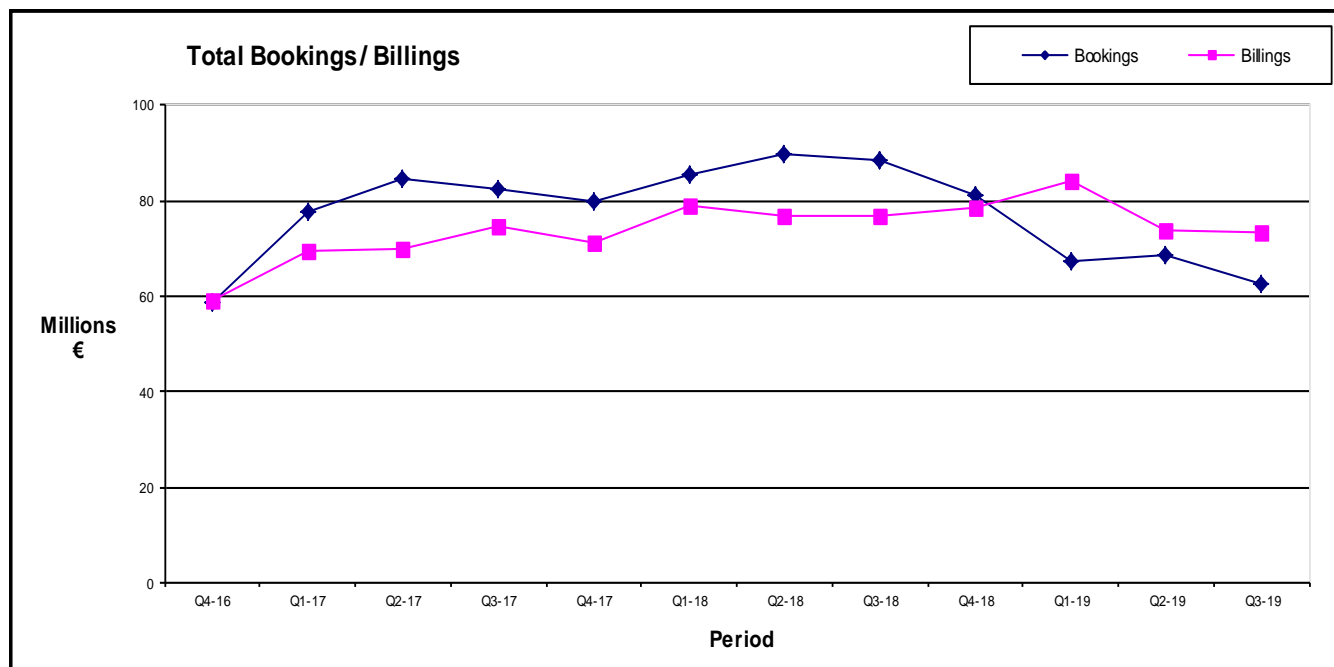


	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
<b>Bookings</b>	6	11	13	17	13	17	18	16	15	12	18	11
<b>Billings</b>	6	11	11	12	12	13	13	13	13	16	14	14

**AUSTRIA**

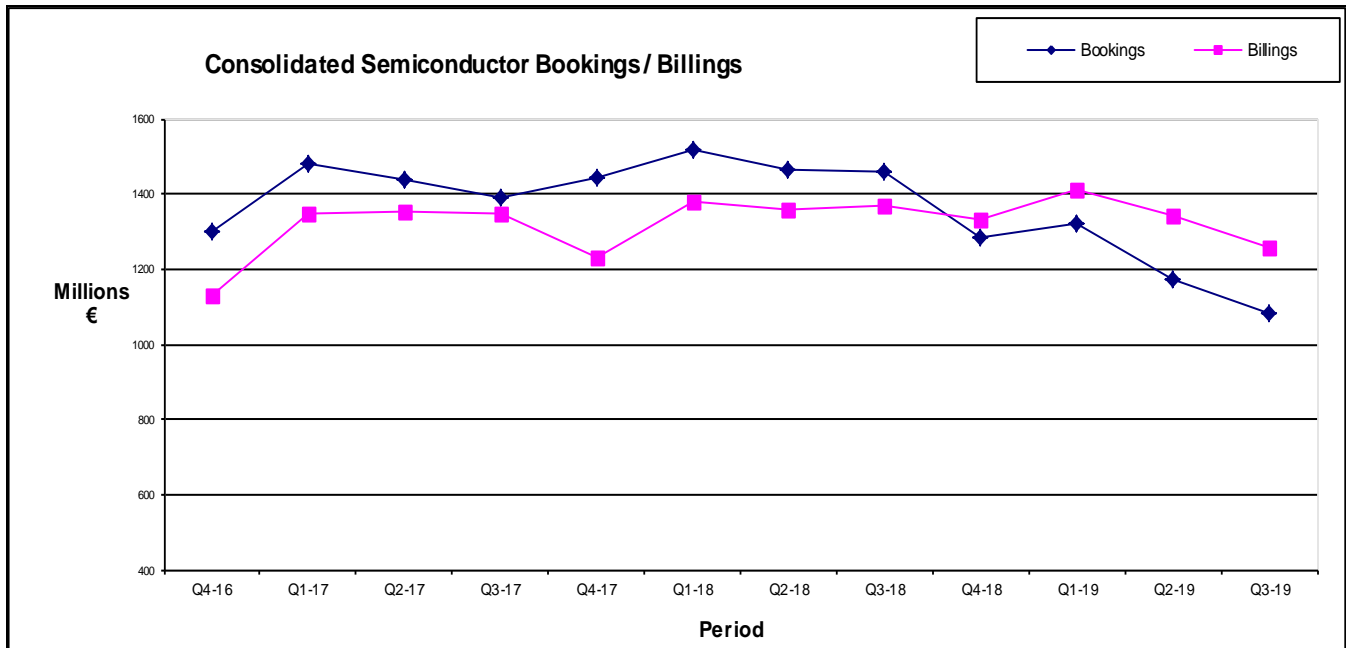


	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
<b>Bookings</b>	10	13	11	13	15	13	14	14	13	10	9	11
<b>Billings</b>	8	12	12	11	12	13	13	13	13	14	12	12

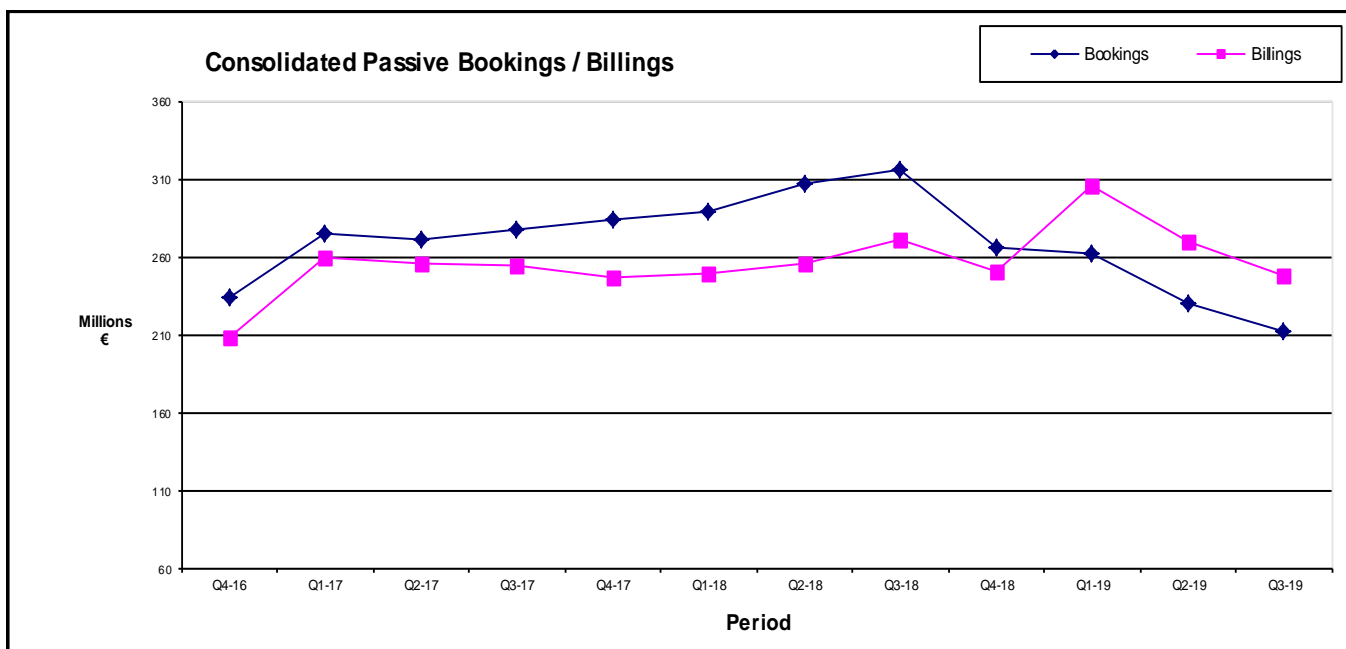


	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
<b>Bookings</b>	59	78	85	83	80	86	90	88	81	67	69	63
<b>Billings</b>	59	70	70	75	71	79	77	77	78	84	74	73

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

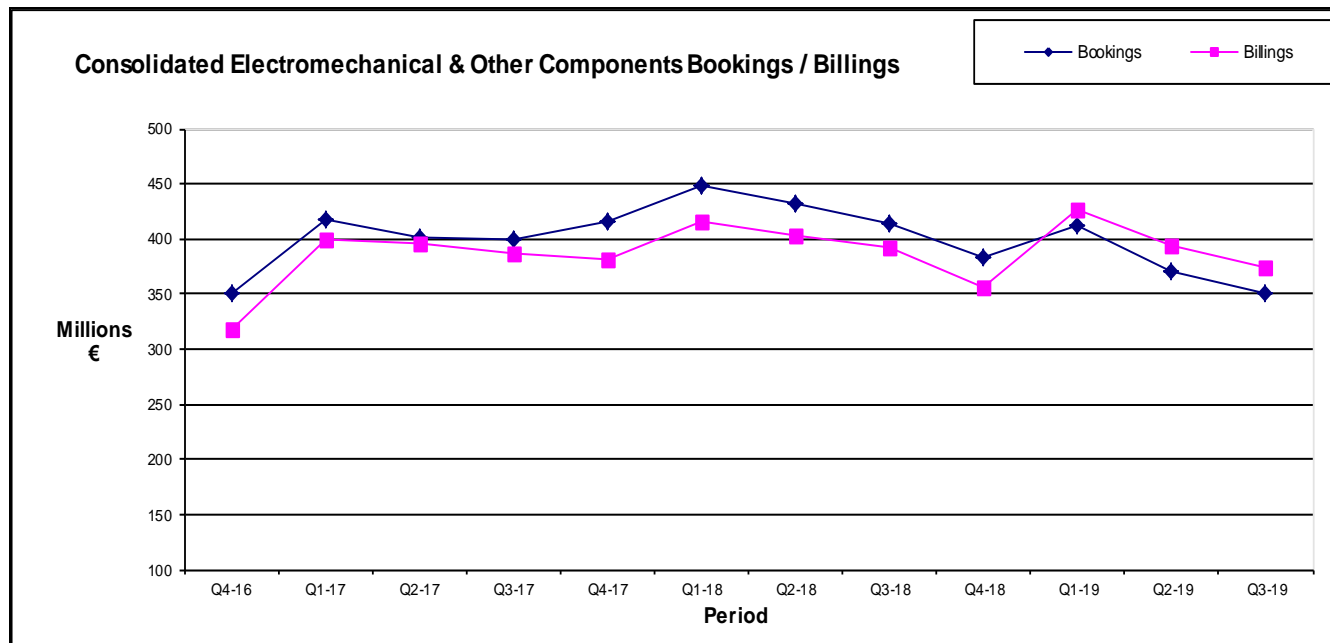


	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
<b>Bookings</b>	1301	1479	1440	1388	1445	1520	1466	1462	1284	1321	1171	1081
<b>Billings</b>	1130	1345	1353	1349	1231	1378	1356	1371	1334	1414	1345	1259

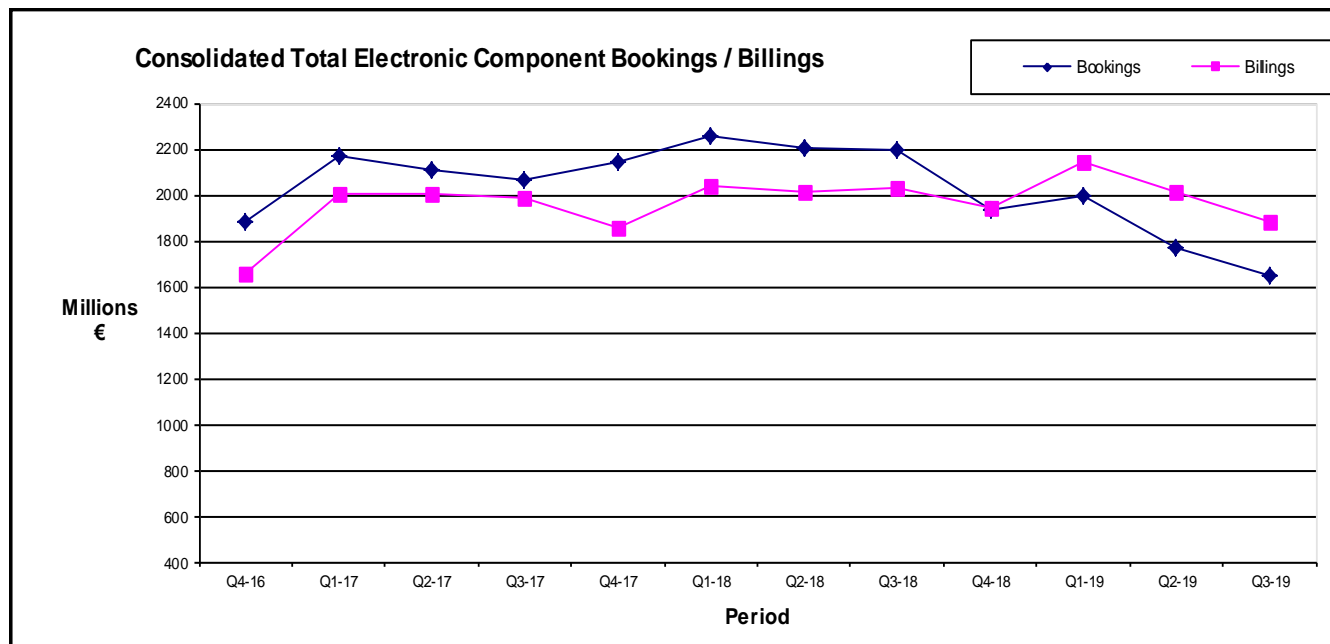


	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
<b>Bookings</b>	233	275	271	277	284	289	307	316	266	262	230	212
<b>Billings</b>	208	259	256	254	247	248	256	271	251	306	270	248

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

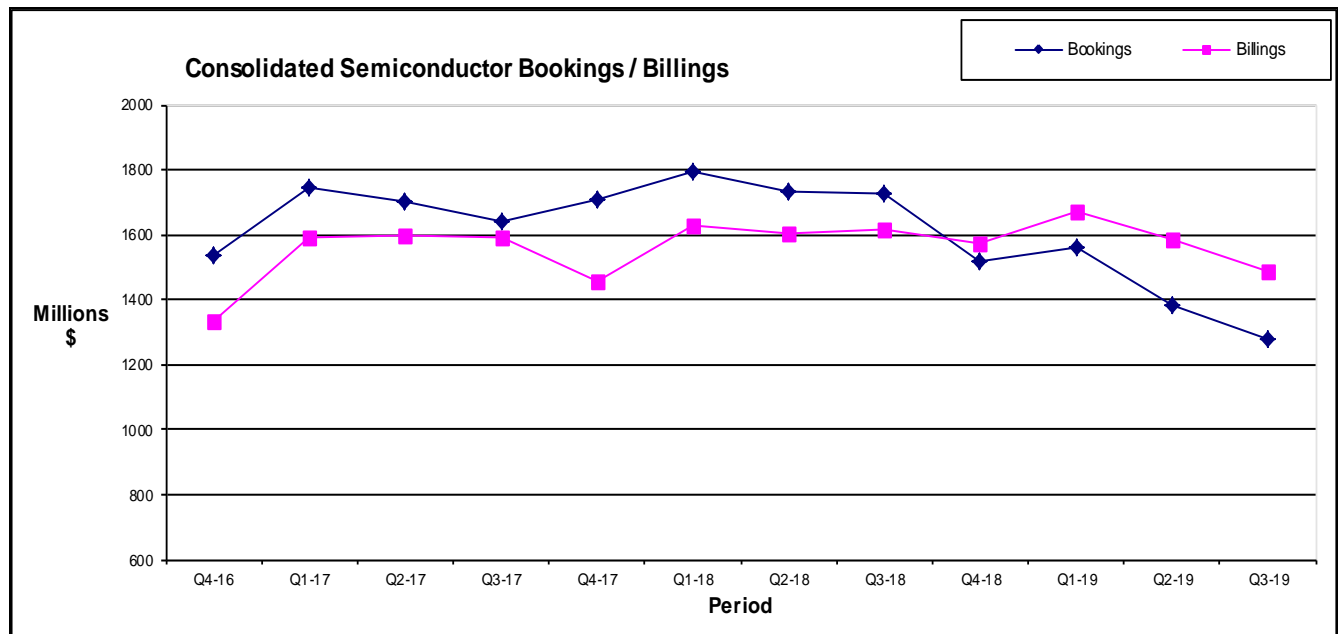


	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
<b>Bookings</b>	351	418	401	400	416	448	432	415	384	413	370	351
<b>Billings</b>	317	400	396	388	381	416	403	392	357	426	395	375

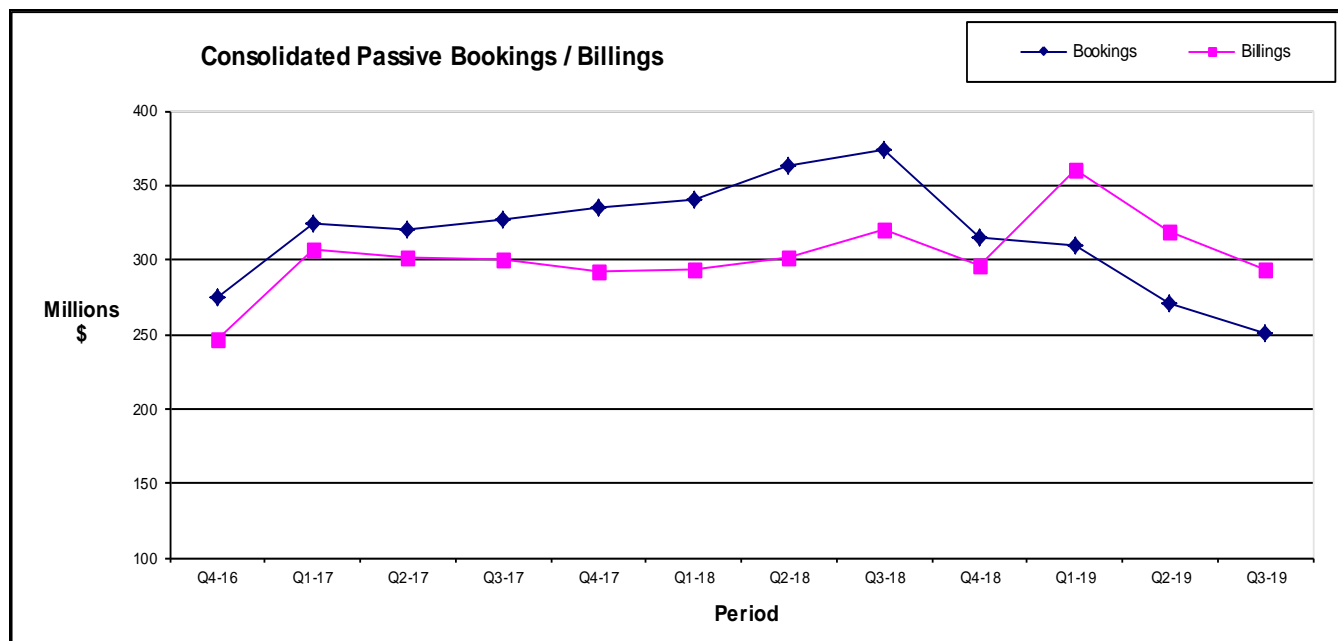


	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
<b>Bookings</b>	1885	2173	2112	2065	2145	2256	2205	2193	1934	1996	1771	1644
<b>Billings</b>	1656	2004	2005	1991	1859	2042	2015	2034	1941	2146	2010	1882

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

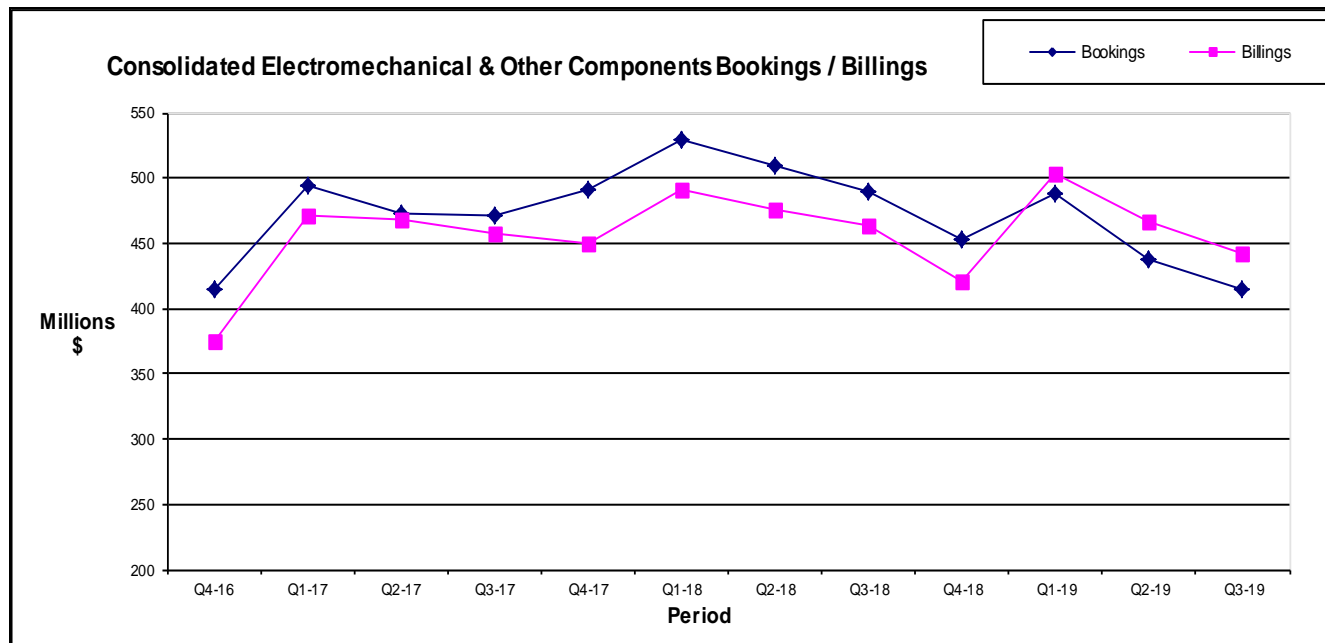


	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
<b>Bookings</b>	1537	1747	1701	1639	1707	1795	1731	1726	1516	1559	1383	1276
<b>Billings</b>	1334	1589	1598	1593	1454	1628	1601	1619	1575	1669	1588	1487

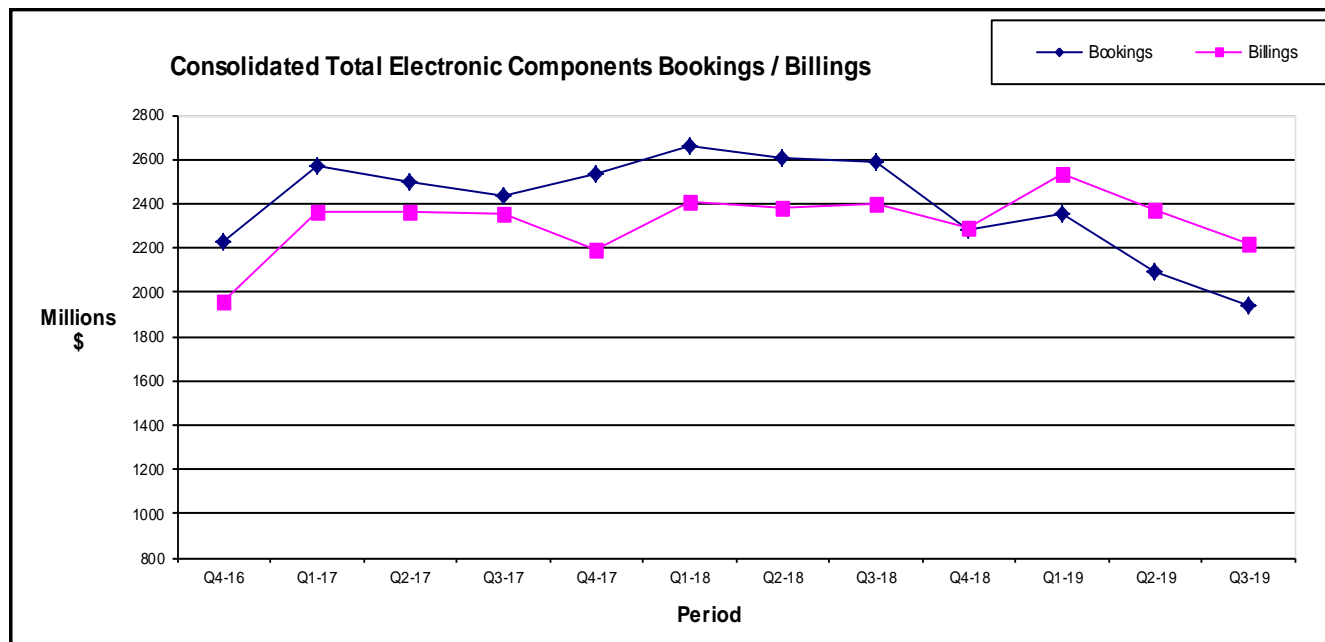


	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
<b>Bookings</b>	275	325	320	327	336	341	363	373	314	310	271	250
<b>Billings</b>	246	306	302	300	292	293	302	320	296	361	319	293

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



	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
<b>Bookings</b>	414	494	473	472	491	529	510	490	453	487	437	414
<b>Billings</b>	375	472	467	458	450	491	476	463	421	503	466	443



	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
<b>Bookings</b>	2226	2566	2495	2438	2533	2664	2603	2589	2284	2356	2091	1941
<b>Billings</b>	1955	2367	2367	2351	2195	2412	2380	2402	2292	2534	2373	2223