



# QUARTERLY TREND STATISTICS

## Q3-2020

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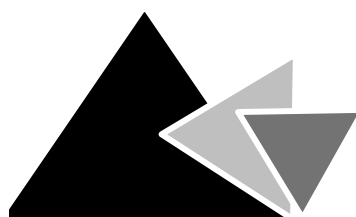
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24	• Quarterly Total Electronic Component Bookings/Billings	France, UK & Eire, Italy, Nordic, Germany, Switzerland and Austria	US\$



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## CONSOLIDATED QUARTERLY TREND STATISTICS 2017-2019 UK, FRANCE, ITALY, NORDIC and GERMANY

PERIOD: Q3 – 2020 ISSUED: 30th October 2020

### 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:-

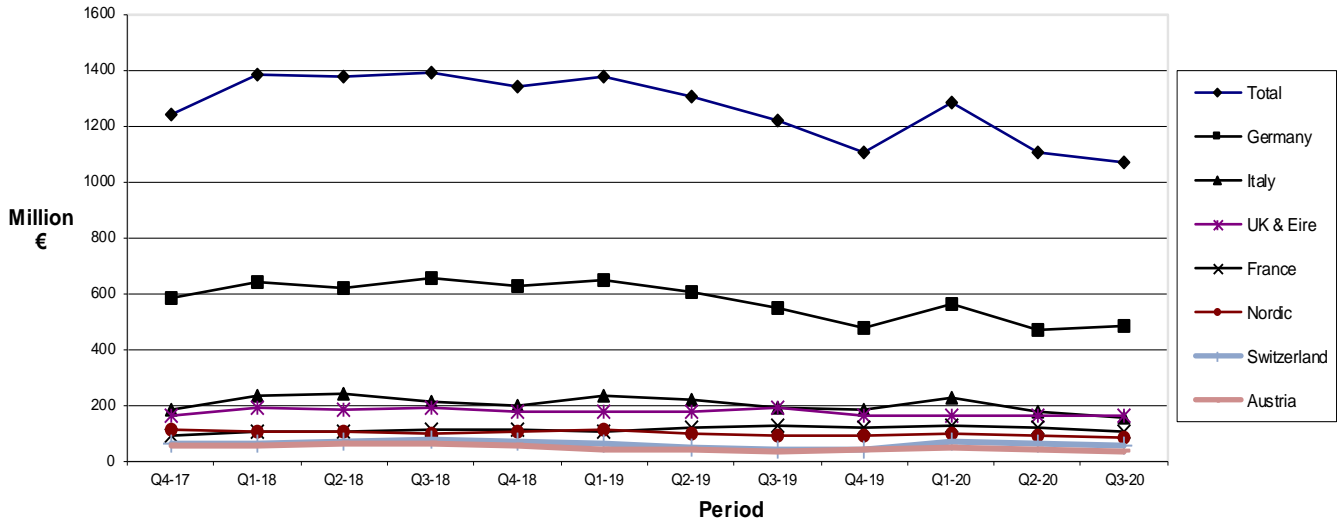
Graham Waite  
Telephone: 44 (0) 1763 274748  
Email: enquiries@ecsn-uk.org

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 2019 (Distribution Total Available Market)	Summation of Association Members Returns 2019	Approx. Share of DTAM (Distribution Total Available Market) represented by Association's Members 2019
France	SPDEI	€958 Mill	€728 Mill	76%
UK & Eire	<i>ecsn/afdec</i>	€1561 Mill	€1280 Mill	82%
Italy	ASSODEL	€1560 Mill	€1201 Mill	77%
Nordic	<i>ecsn/afdec</i>	€996 Mill	€578 Mill	48%
Germany	FBDI	€4287 Mill	€3344 Mill	78%
Switzerland	FBDI	€536 Mill	€300 Mill	56%
Austria	FBDI	€493 Mill	€301 Mill	61%

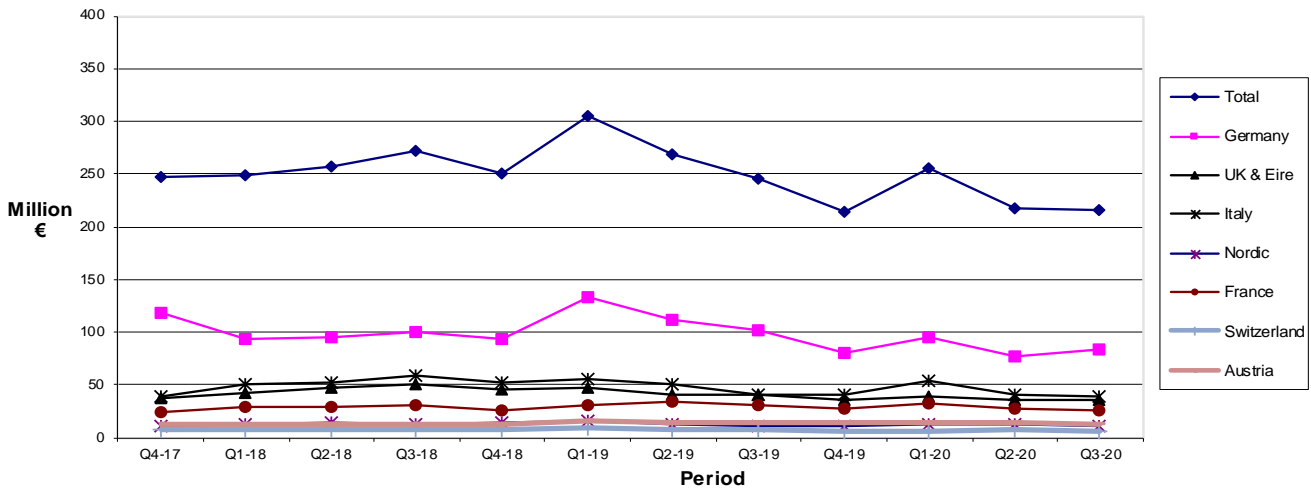
**IMPORTANT NOTE:** To ensure that exchange rate variations do not confuse the trend, the exchange rates shown are the average 2019 Local currency/€ conversion rates. The 2019 average rates are: UK Pound/€ 0.8779, Danish Krona/€ 7.4690, Norwegian Krona/€ 9.8515, Swedish Krona/€10.5891. US \$ to € conversions are made at the average 2019 rate of 1.11132(0.8983).

**Semiconductors Billings Trend**



	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19	Q1-20	Q2-20	Q3-20
<b>Total</b>	1242	1382	1372	1389	1339	1373	1304	1216	1102	1281	1107	1069
<b>Germany</b>	585	642	620	652	623	650	604	547	476	563	468	482
<b>Italy</b>	184	229	239	208	198	233	220	189	182	224	177	157
<b>UK &amp; Eire</b>	158	192	182	191	178	178	178	186	162	159	158	158
<b>France</b>	91	104	104	109	114	104	117	125	118	125	117	103
<b>Nordic</b>	111	101	104	98	106	109	99	93	89	95	87	81
<b>Switzerland</b>	62	58	65	72	66	59	50	41	40	70	61	53
<b>Austria</b>	52	56	58	59	53	41	36	36	36	46	39	35

**Passive Components Billings Trend**



	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19	Q1-20	Q2-20	Q3-20
<b>Total</b>	247	249	256	272	251	305	269	246	215	256	217	216
<b>Germany</b>	119	94	95	100	93	132	111	102	80	95	77	84
<b>UK &amp; Eire</b>	37	42	47	50	46	48	41	40	36	39	36	36
<b>Italy</b>	38	51	52	58	52	56	50	41	40	54	41	39
<b>Nordic</b>	12	13	14	13	14	15	13	12	11	13	13	11
<b>France</b>	23	29	29	30	26	30	33	30	27	33	28	26
<b>Switzerland</b>	7	7	7	7	8	9	7	7	6	7	7	6
<b>Austria</b>	12	13	13	13	13	15	14	14	14	15	14	13

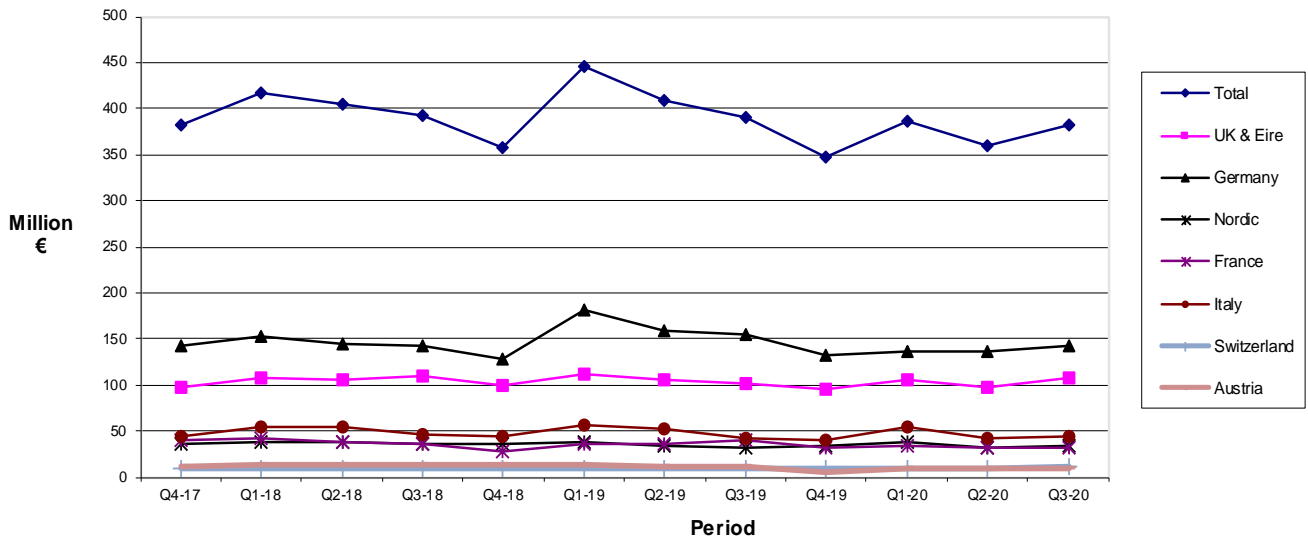
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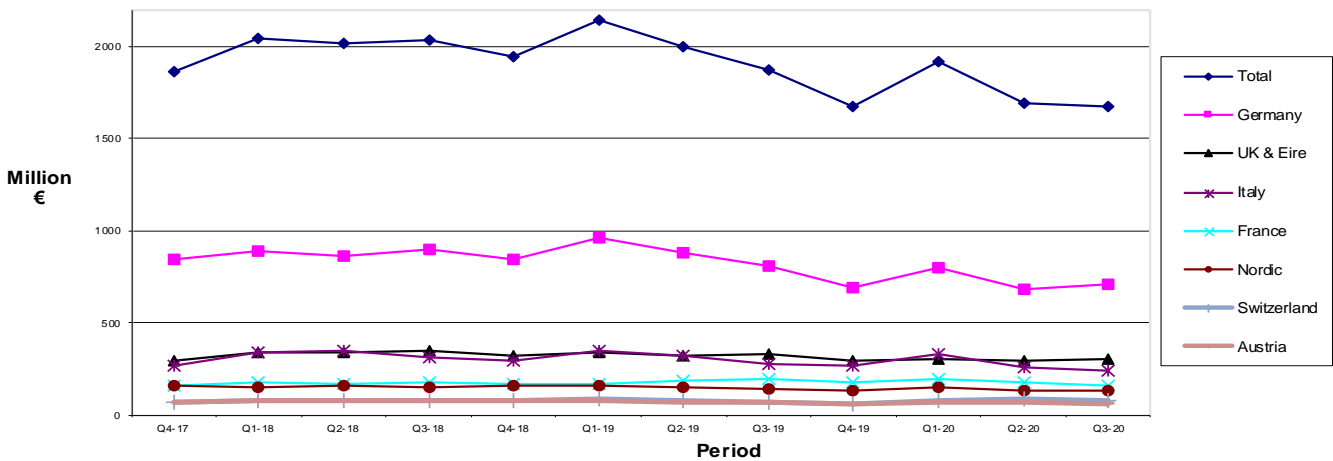


**Electromechanical & Other Components Billings Trend**



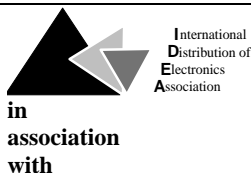
	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19	Q1-20	Q2-20	Q3-20
<b>Total</b>	382	417	404	393	358	446	409	390	347	386	359	382
<b>UK &amp; Eire</b>	98	108	106	109	100	112	105	102	95	105	97	108
<b>Germany</b>	141	152	144	143	127	182	160	155	131	136	136	143
<b>Nordic</b>	36	37	38	36	36	37	35	33	33	38	33	34
<b>France</b>	41	41	38	36	27	35	36	39	32	34	32	33
<b>Italy</b>	44	55	55	47	45	57	53	41	40	55	43	44
<b>Switzerland</b>	9	10	10	9	9	10	10	9	9	9	10	12
<b>Austria</b>	12	13	13	13	13	13	11	10	6	10	8	9

**Total Electronic Components Billings Trend**

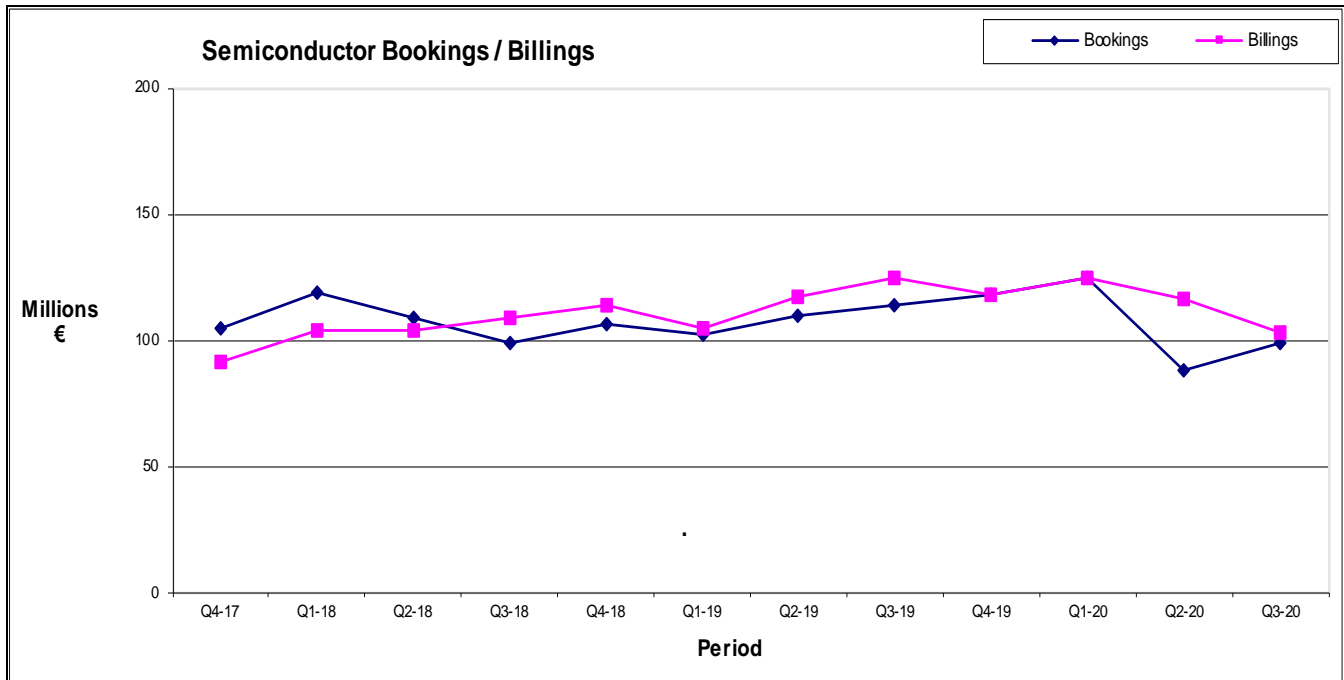


	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19	Q1-20	Q2-20	Q3-20
<b>Total</b>	1861	2045	2018	2037	1944	2142	1997	1868	1673	1914	1689	1676
<b>Germany</b>	845	889	858	895	844	964	875	803	687	794	681	708
<b>UK &amp; Eire</b>	293	342	335	350	324	337	323	329	293	303	292	302
<b>Italy</b>	266	334	346	313	294	345	323	271	262	333	261	240
<b>France</b>	155	175	171	176	168	170	187	194	177	192	177	162
<b>Nordic</b>	159	151	156	147	156	161	147	137	134	146	132	127
<b>Switzerland</b>	72	76	75	80	80	86	74	67	60	75	82	76
<b>Austria</b>	71	79	77	77	78	78	68	67	60	71	64	61

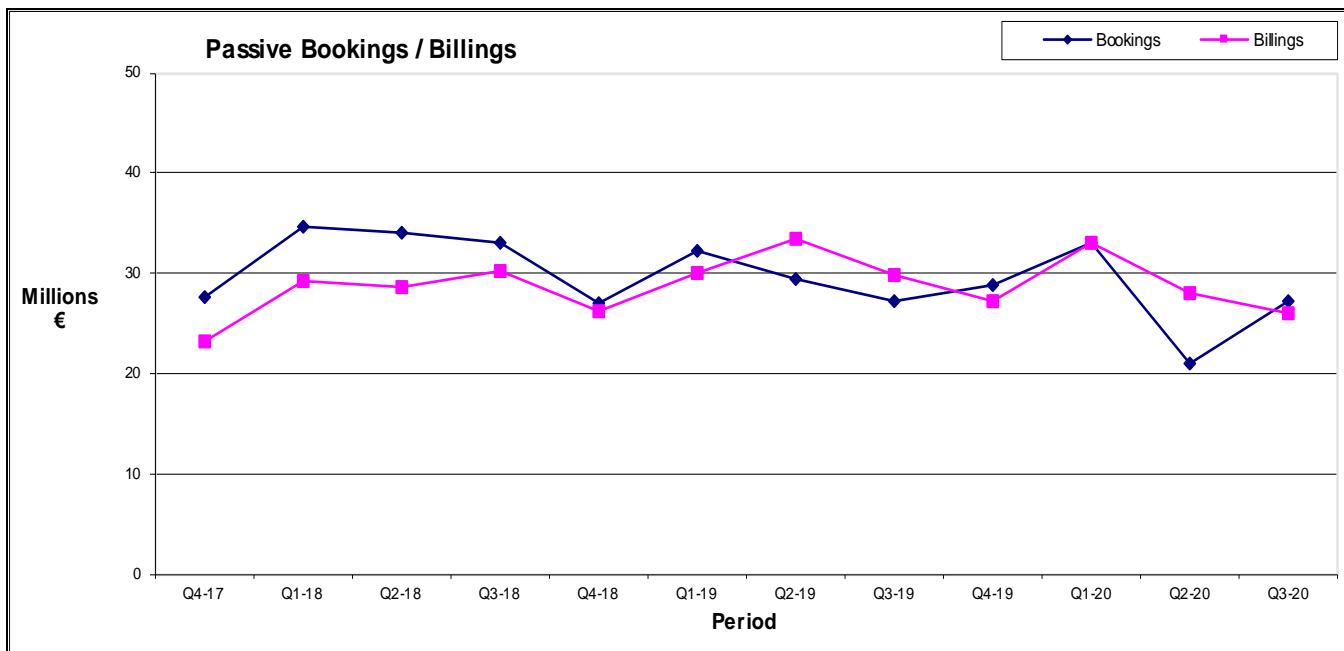
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**FRANCE**

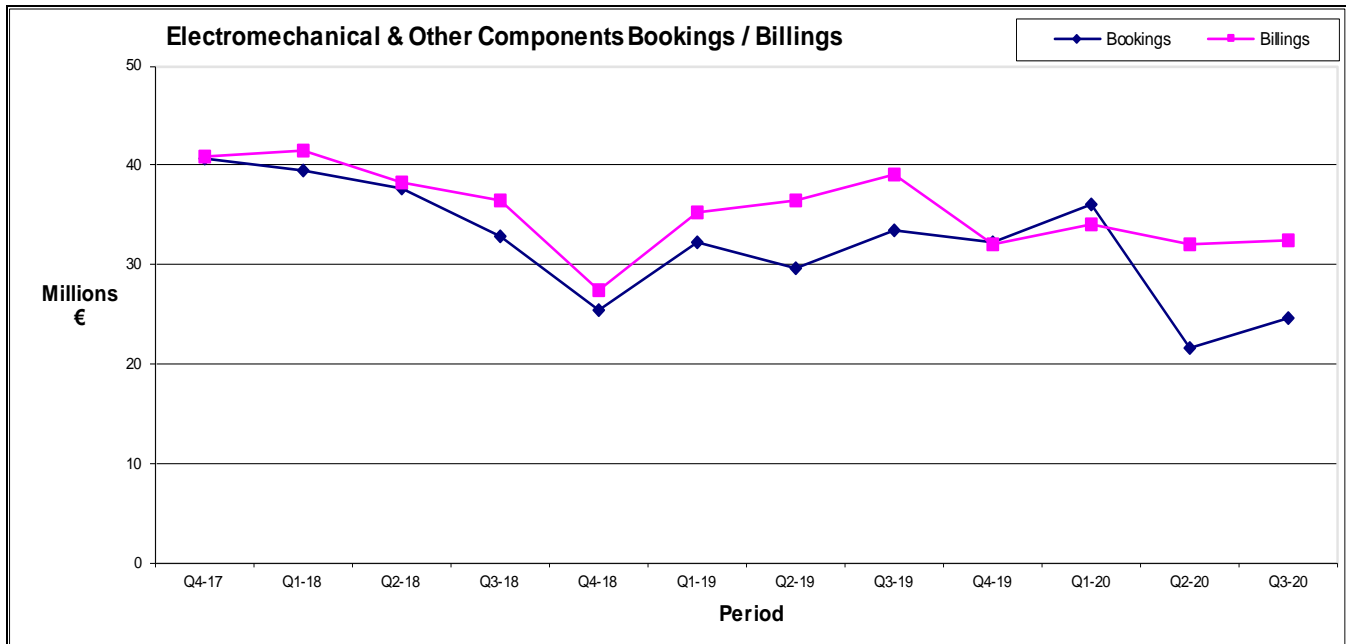


	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19	Q1-20	Q2-20	Q3-20
<b>Bookings</b>	105	119	109	99	107	102	110	114	118	125	88	99
<b>Billings</b>	91	104	104	109	114	104	117	125	118	125	117	103

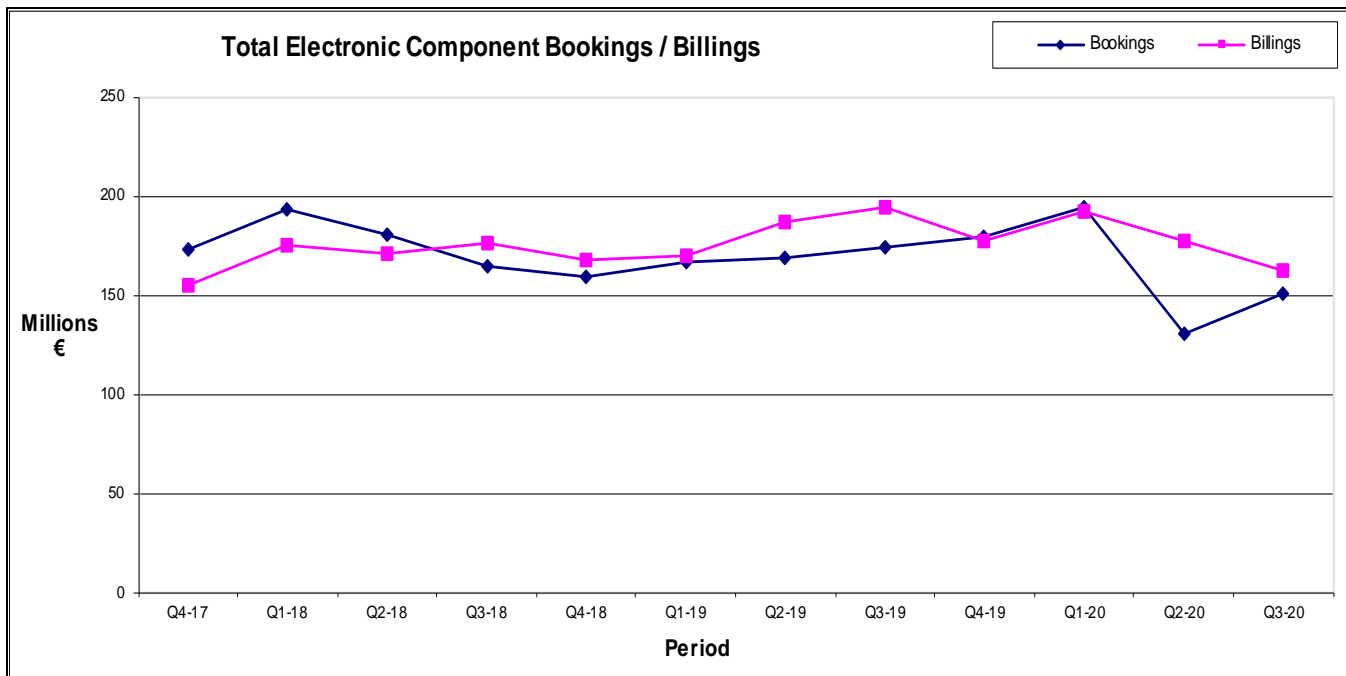


	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19	Q1-20	Q2-20	Q3-20
<b>Bookings</b>	28	35	34	33	27	32	29	27	29	33	21	27
<b>Billings</b>	23	29	29	30	26	30	33	30	27	33	28	26

**FRANCE**



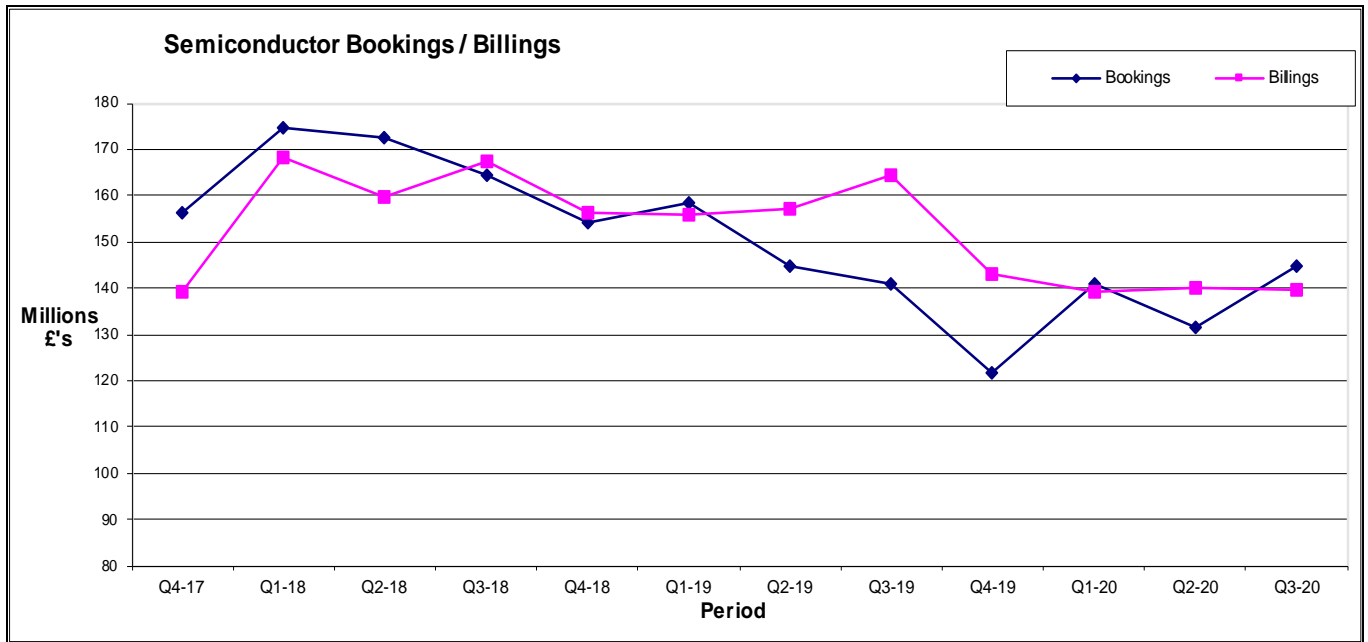
	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19	Q1-20	Q2-20	Q3-20
<b>Bookings</b>	41	39	38	33	25	32	30	33	32	36	22	25
<b>Billings</b>	41	41	38	36	27	35	36	39	32	34	32	33



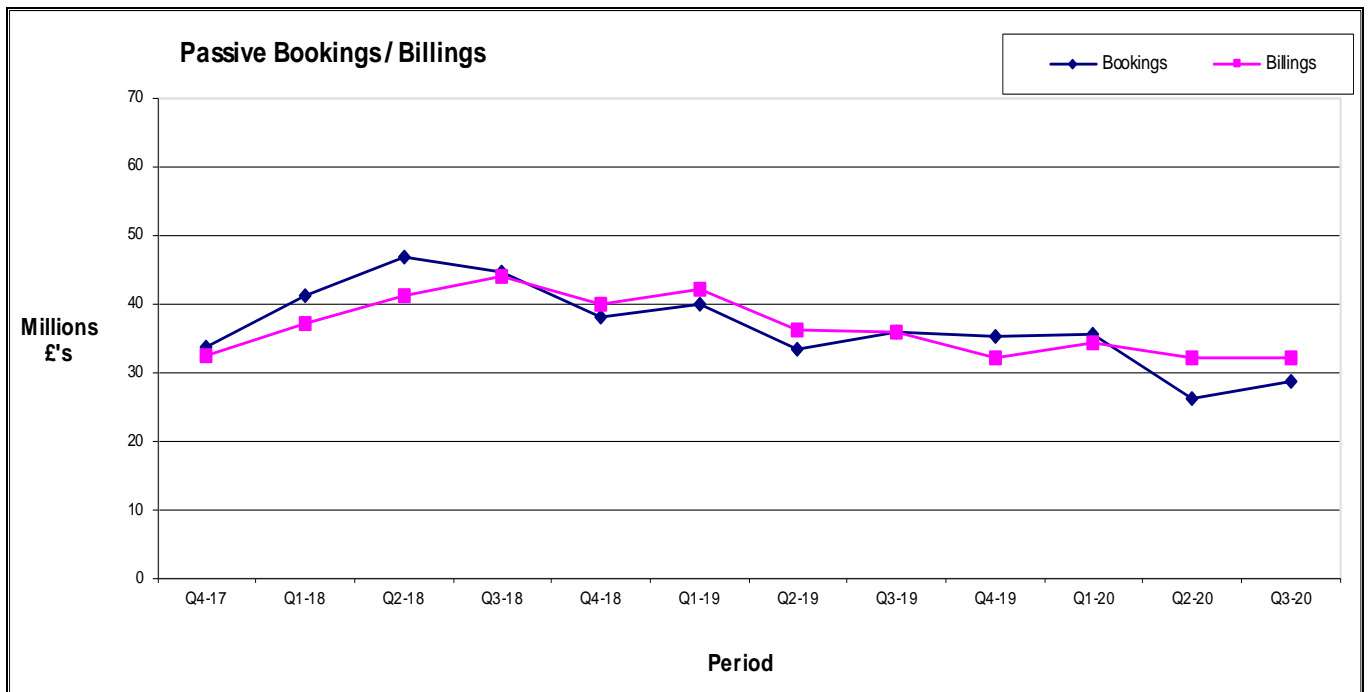
	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19	Q1-20	Q2-20	Q3-20
<b>Bookings</b>	173	193	181	165	159	167	169	174	179	194	130	150
<b>Billings</b>	155	175	171	176	168	170	187	194	177	192	177	162



**UK & Eire**



	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19	Q1-20	Q2-20	Q3-20
<b>Bookings</b>	156	175	172	164	154	159	145	141	122	141	131	145
<b>Billings</b>	139	168	160	168	156	156	157	164	143	139	140	140

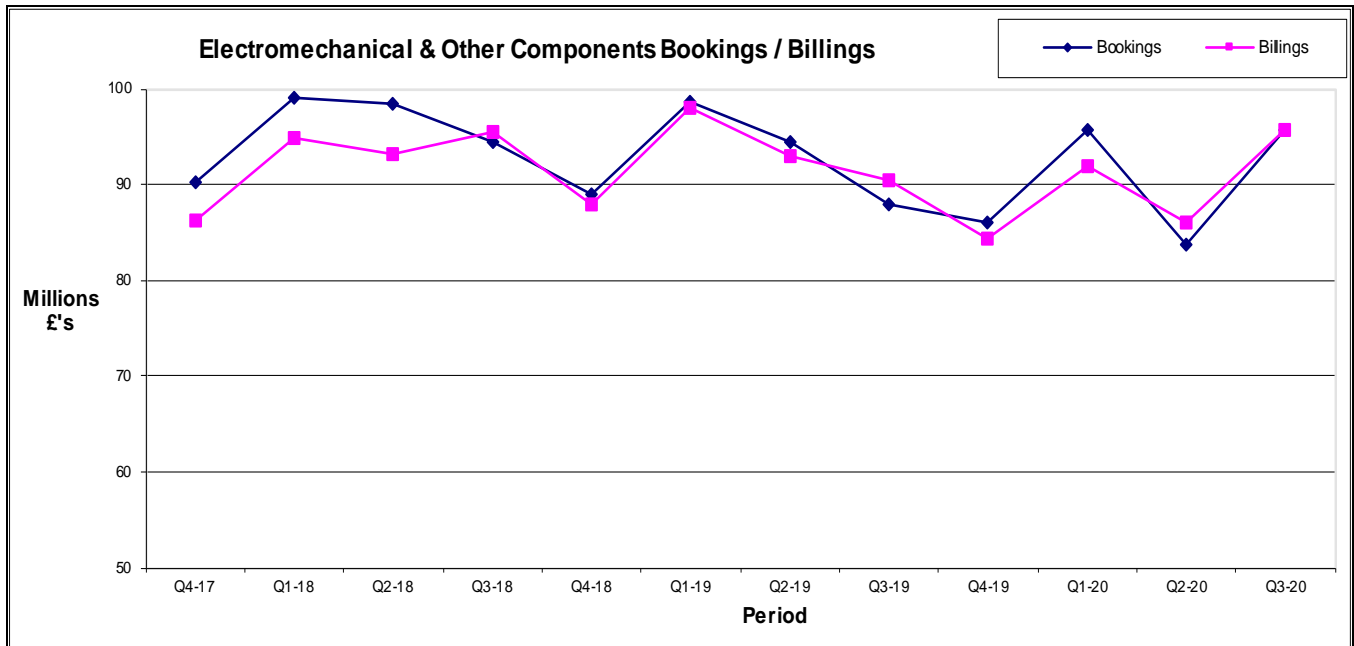


	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19	Q1-20	Q2-20	Q3-20
<b>Bookings</b>	34	41	47	45	38	40	33	36	35	36	26	28
<b>Billings</b>	32	37	41	44	40	42	36	36	32	34	32	32

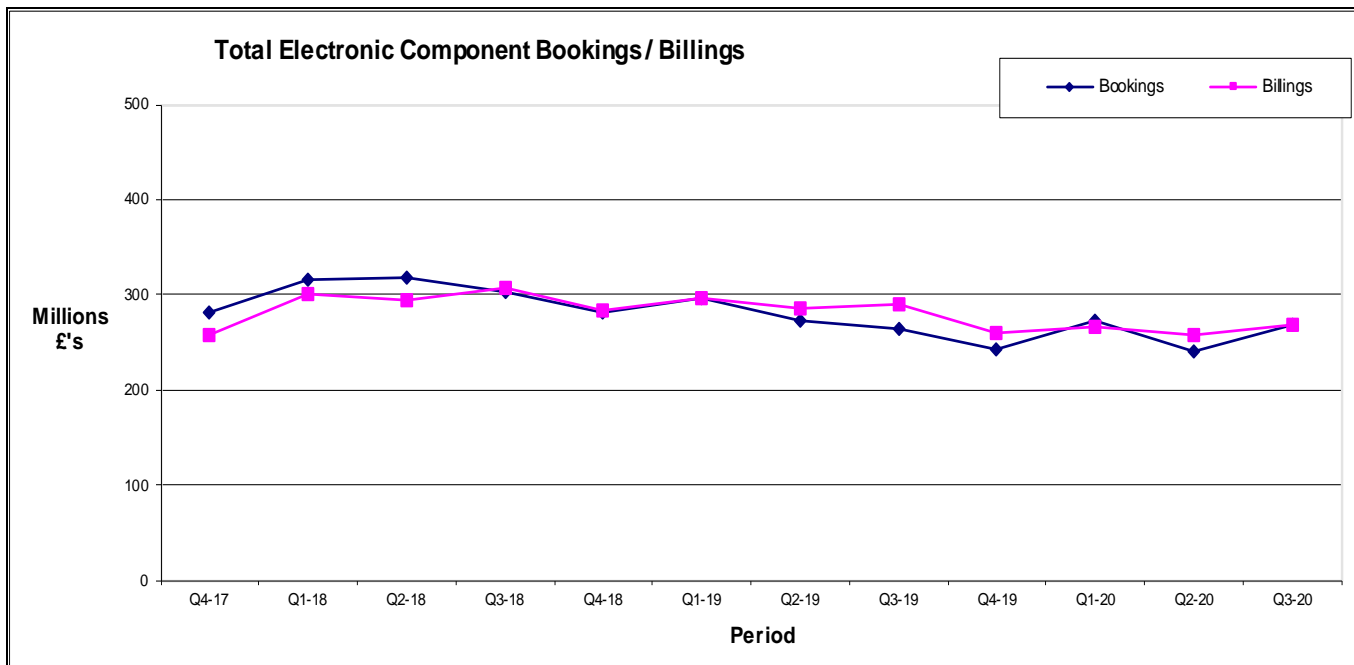
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**UK & Eire**

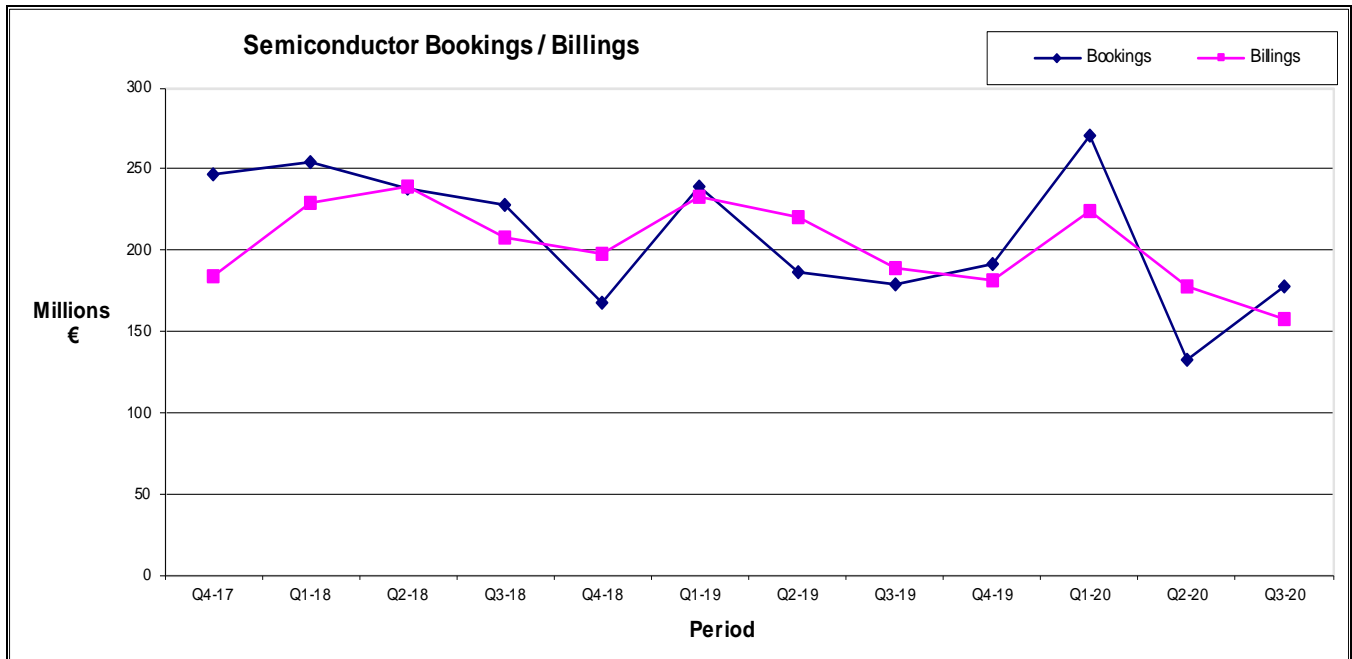


	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19	Q1-20	Q2-20	Q3-20
<b>Bookings</b>	90	99	98	94	89	99	94	88	86	96	84	96
<b>Billings</b>	86	95	93	96	88	98	93	90	84	92	86	96

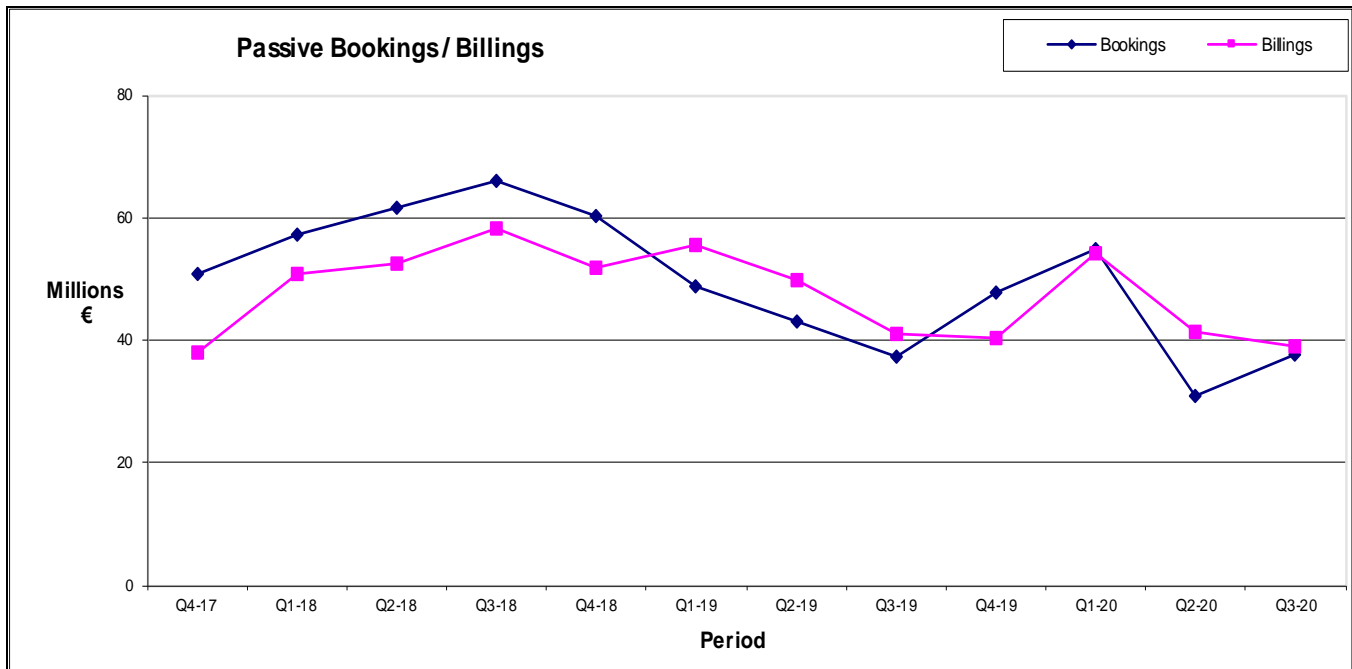


	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19	Q1-20	Q2-20	Q3-20
<b>Bookings</b>	280	315	318	304	281	297	272	264	243	272	241	269
<b>Billings</b>	257	300	294	307	284	296	286	291	259	266	258	268

**ITALY**

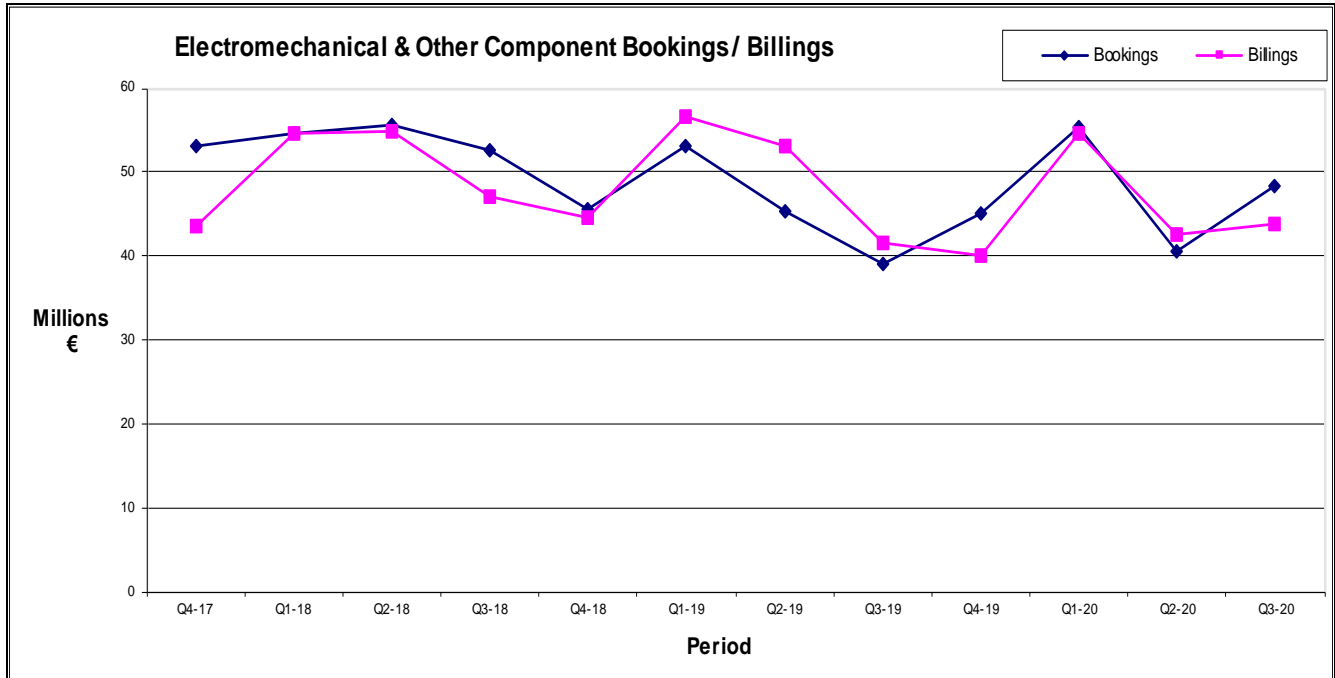


	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19	Q1-20	Q2-20	Q3-20
<b>Bookings</b>	247	255	237	227	167	239	186	179	191	270	132	178
<b>Billings</b>	184	229	239	208	198	233	220	189	182	224	177	157

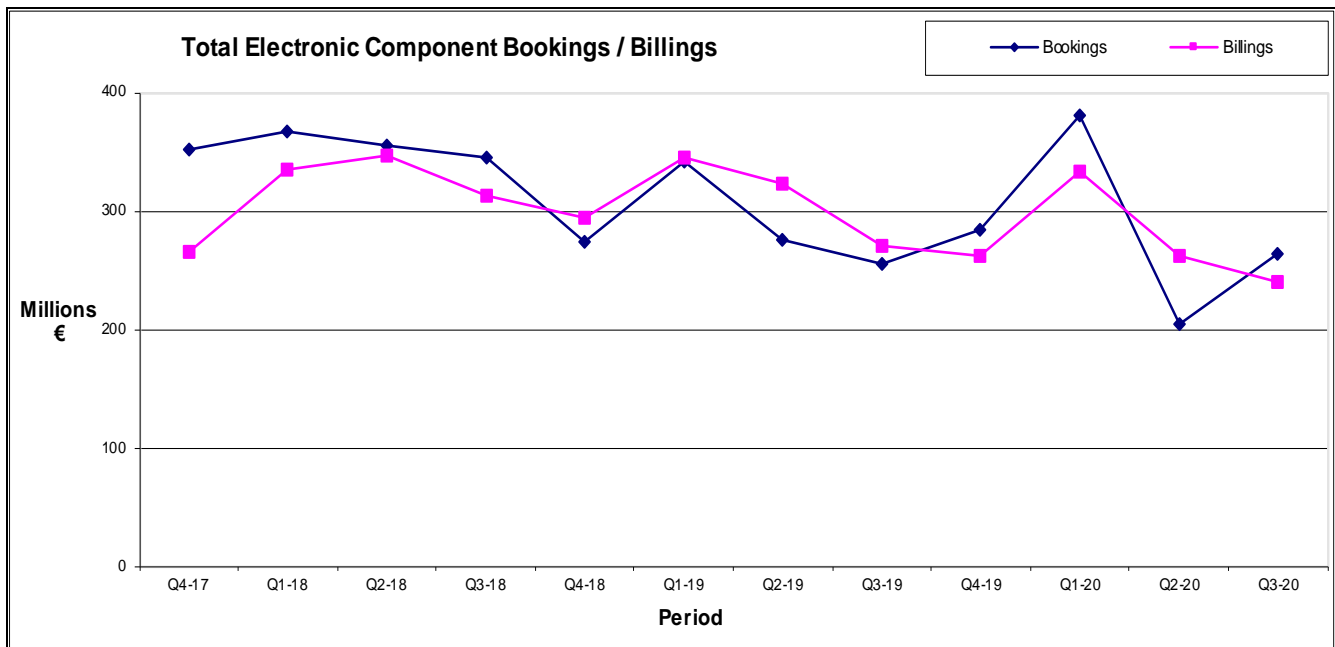


	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19	Q1-20	Q2-20	Q3-20
<b>Bookings</b>	51	57	62	66	60	49	43	37	48	55	31	38
<b>Billings</b>	38	51	52	58	52	56	50	41	40	54	41	39

**ITALY**



	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19	Q1-20	Q2-20	Q3-20
<b>Bookings</b>	53	55	56	52	46	53	45	39	45	55	41	48
<b>Billings</b>	44	55	55	47	45	57	53	41	40	55	43	44

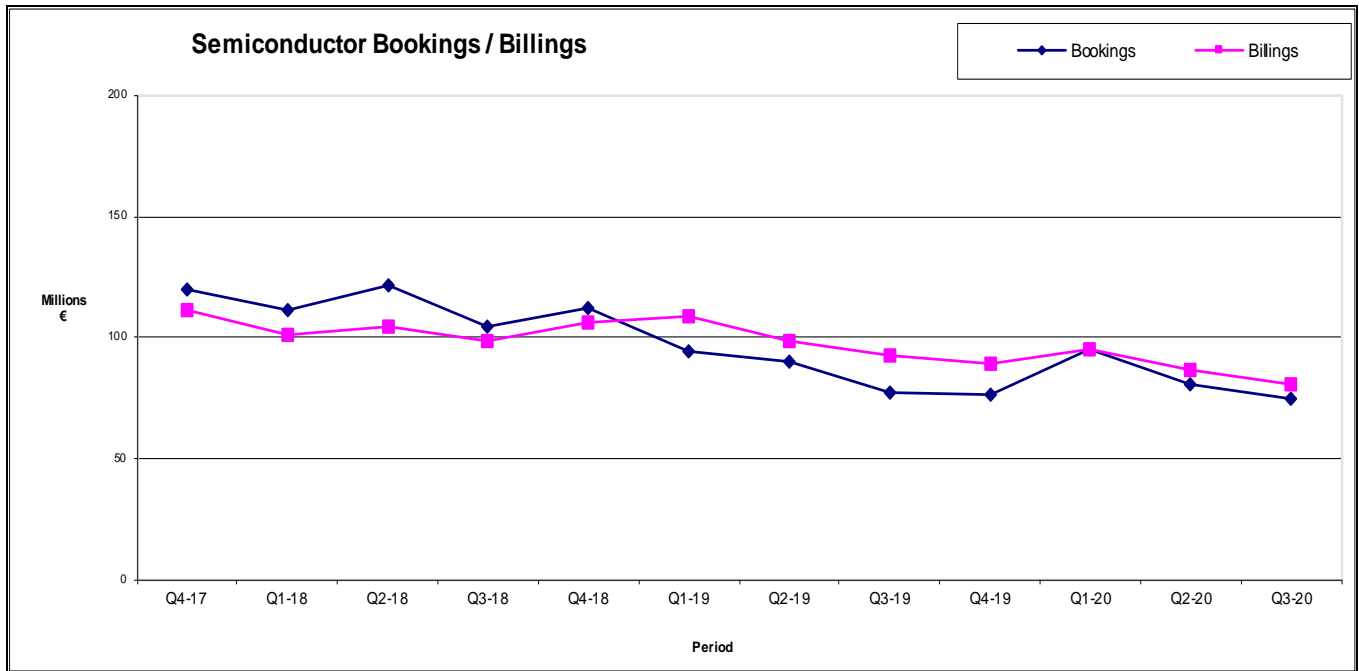


	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19	Q1-20	Q2-20	Q3-20
<b>Bookings</b>	351	367	355	346	273	341	275	255	284	381	204	264
<b>Billings</b>	266	334	346	313	294	345	323	271	262	333	261	240

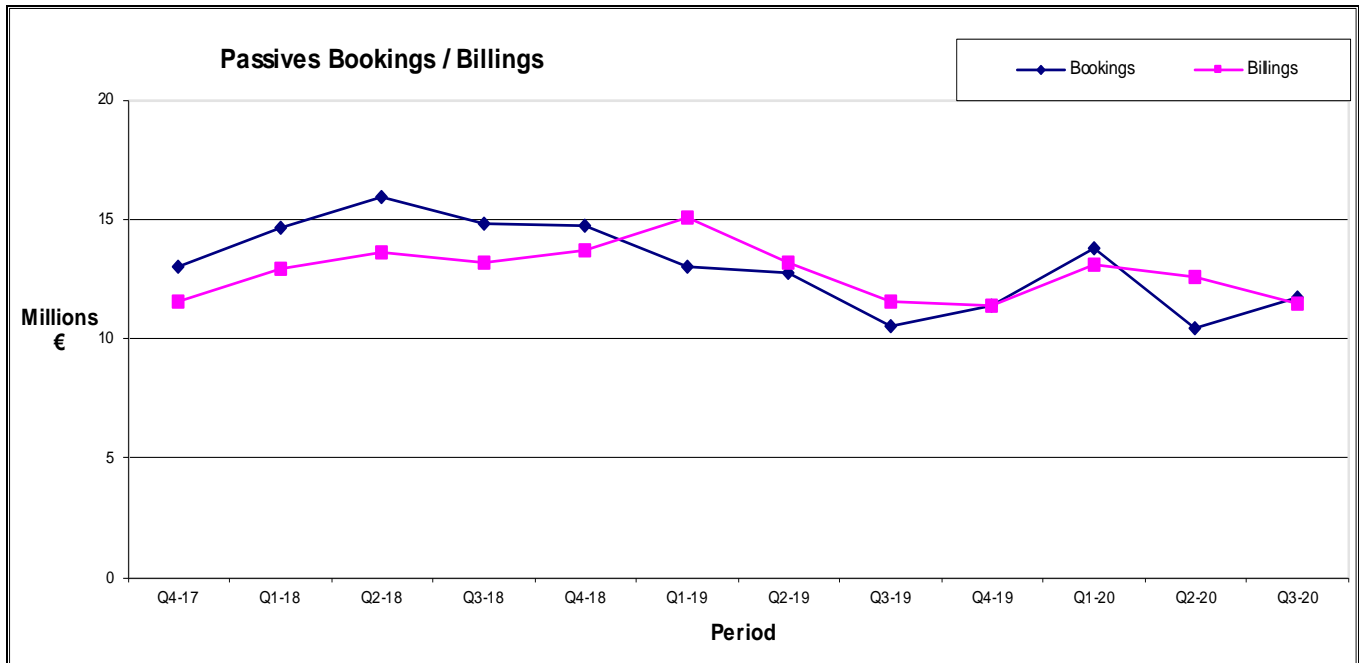
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**NORDIC**

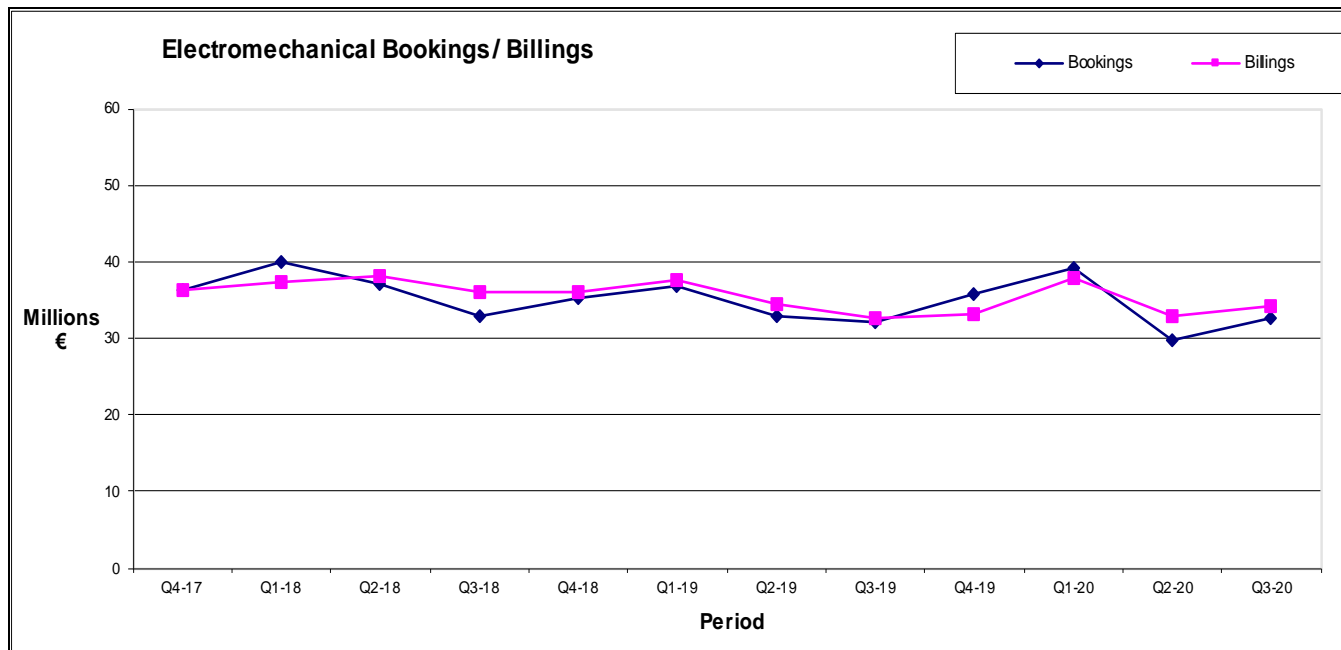


	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19	Q1-20	Q2-20	Q3-20
<b>Bookings</b>	120	111	122	105	113	95	90	77	76	95	81	75
<b>Billings</b>	111	101	104	98	106	109	99	93	89	95	87	81

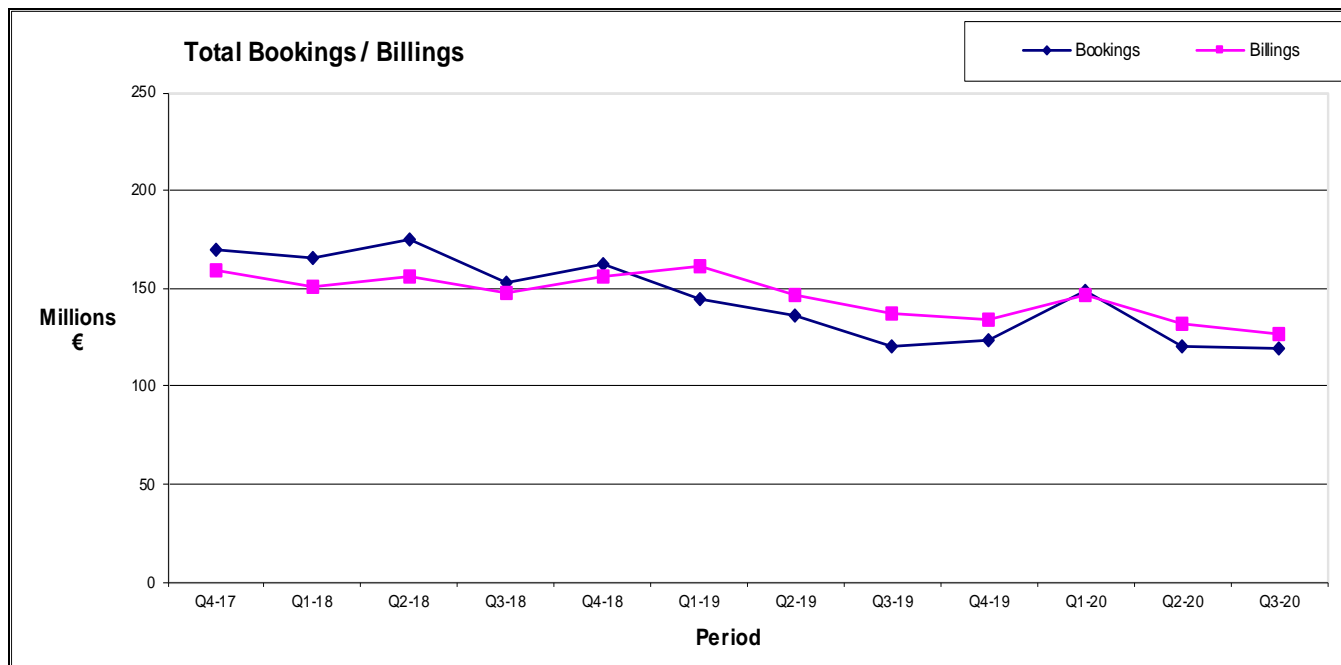


	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19	Q1-20	Q2-20	Q3-20
<b>Bookings</b>	13	15	16	15	15	13	13	11	11	14	10	12
<b>Billings</b>	12	13	14	13	14	15	13	12	11	13	13	11

**NORDIC**

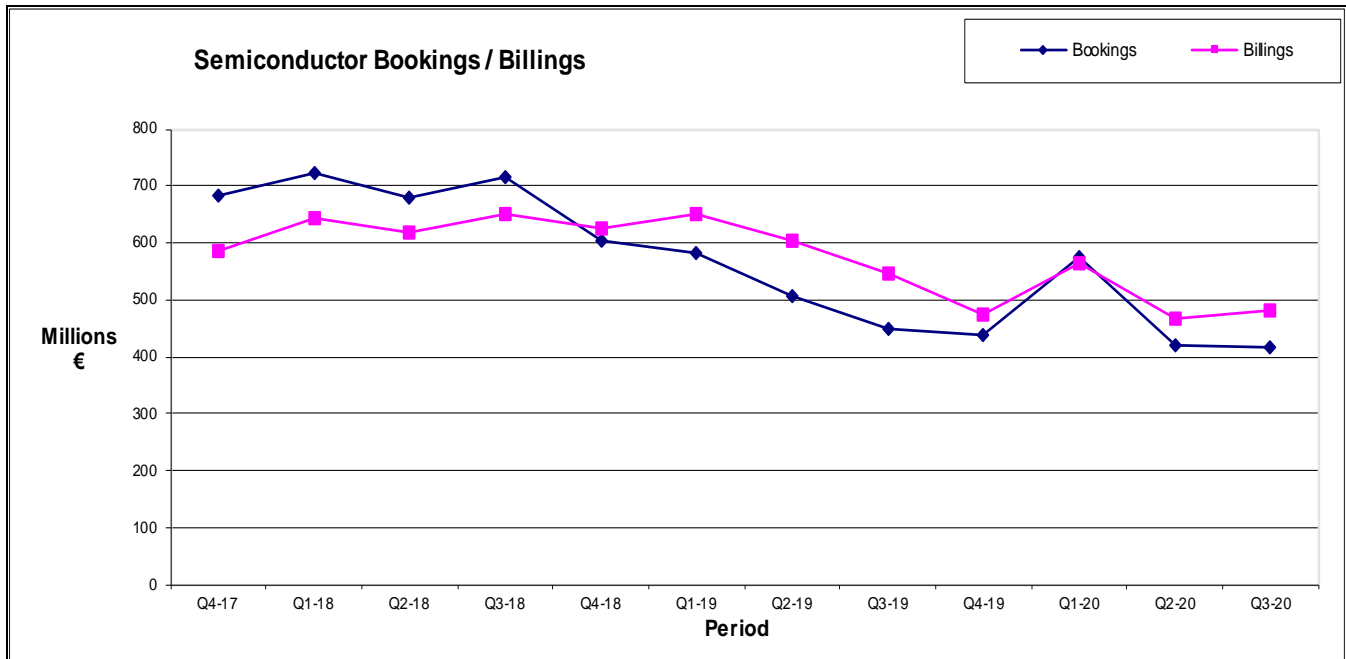


	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19	Q1-20	Q2-20	Q3-20
<b>Bookings</b>	36	40	37	33	35	37	33	32	36	39	30	33
<b>Billings</b>	36	37	38	36	36	37	35	33	33	38	33	34

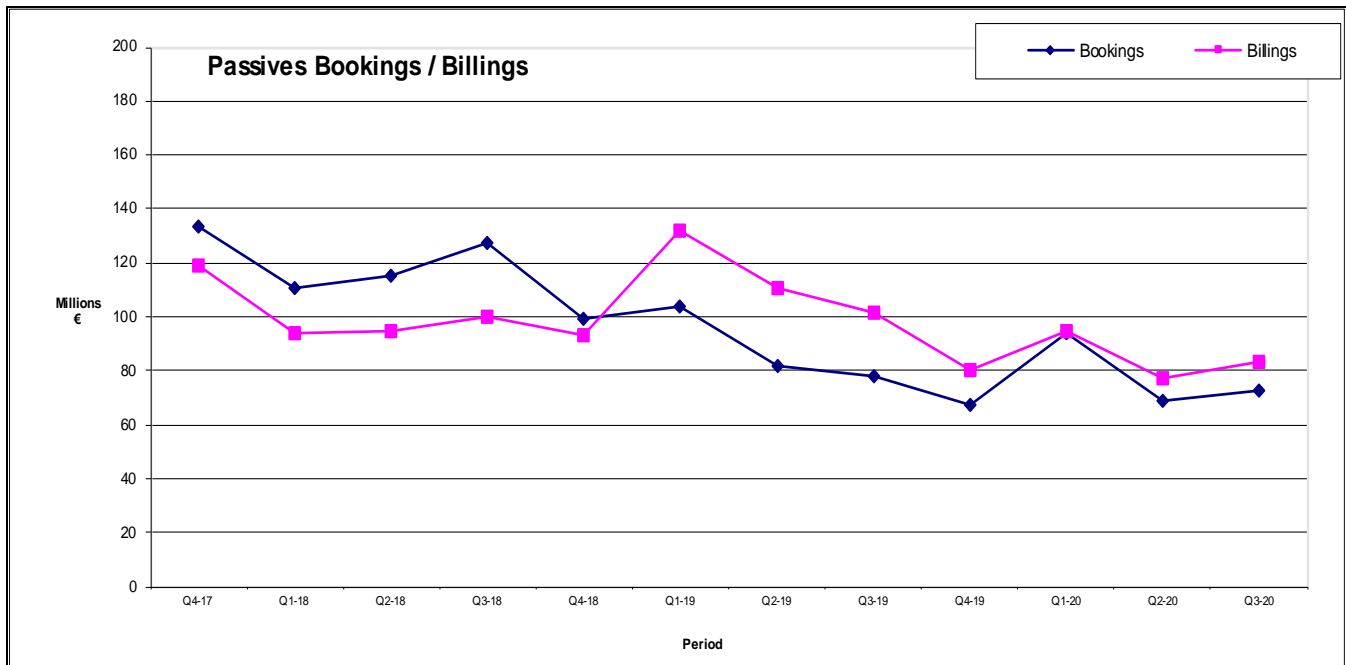


	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19	Q1-20	Q2-20	Q3-20
<b>Bookings</b>	169	166	175	152	162	144	136	120	123	148	121	119
<b>Billings</b>	159	151	156	147	156	161	147	137	134	146	132	127

**GERMANY**

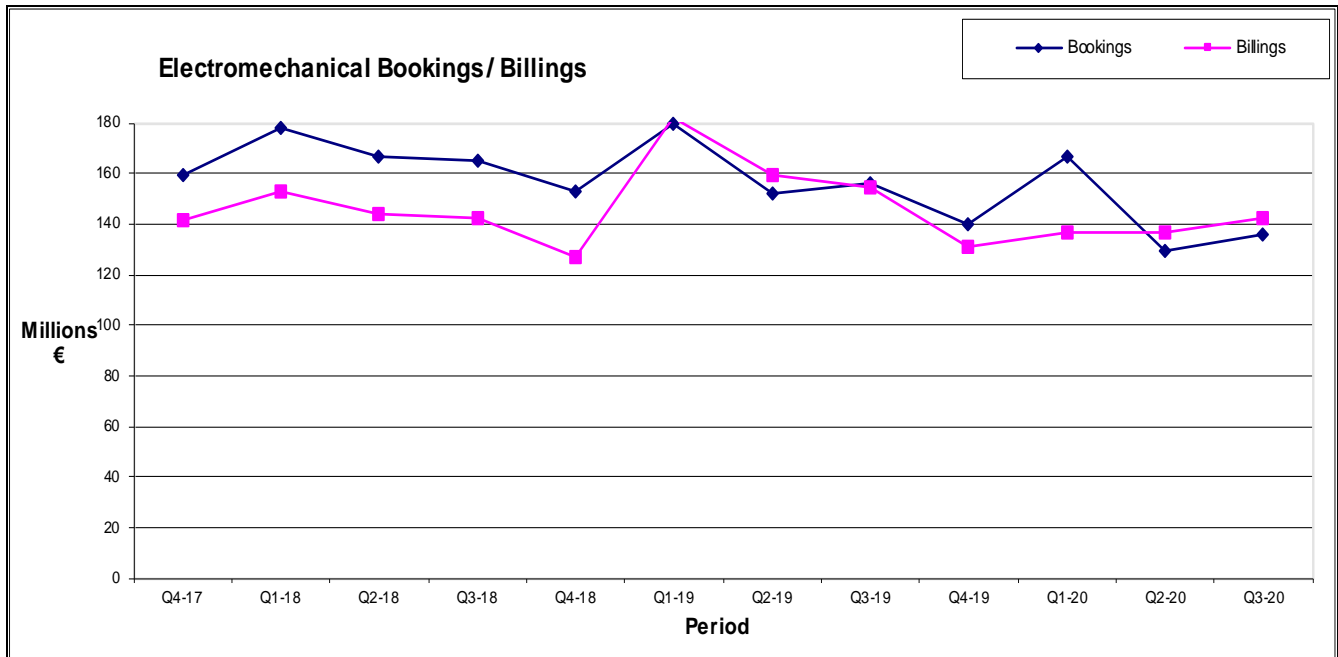


	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19	Q1-20	Q2-20	Q3-20
<b>Bookings</b>	684	724	679	714	605	580	508	447	436	574	419	417
<b>Billings</b>	585	642	620	652	623	650	604	547	476	563	468	482

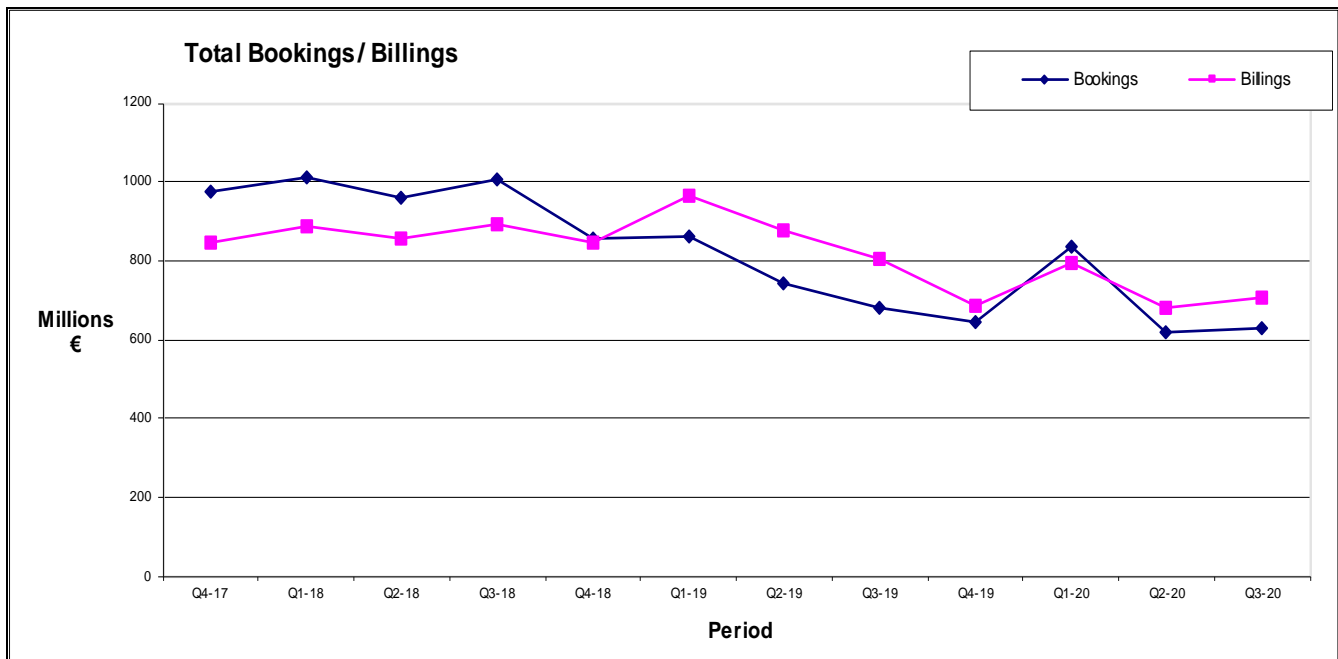


	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19	Q1-20	Q2-20	Q3-20
<b>Bookings</b>	134	111	115	128	99	103	82	78	67	94	69	73
<b>Billings</b>	119	94	95	100	93	132	111	102	80	95	77	84

**GERMANY**



	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19	Q1-20	Q2-20	Q3-20
<b>Bookings</b>	159	178	167	165	153	180	152	156	140	167	129	136
<b>Billings</b>	141	152	144	143	127	182	160	155	131	136	136	143



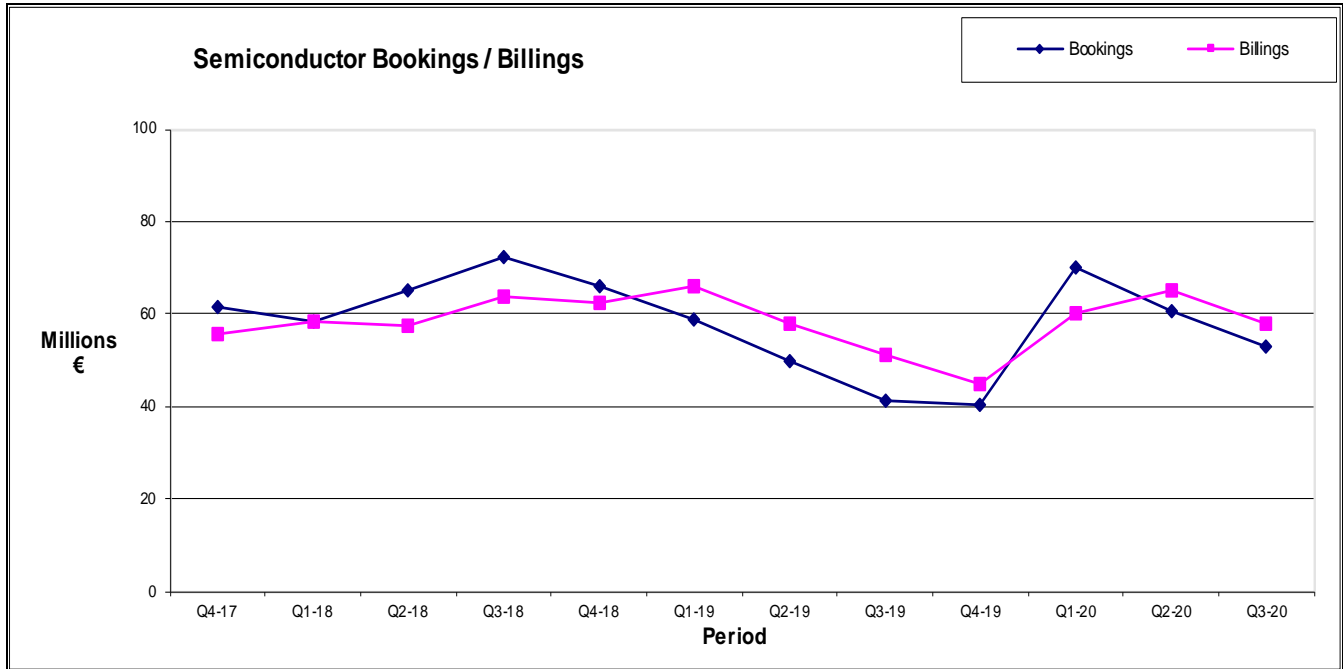
	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19	Q1-20	Q2-20	Q3-20
<b>Bookings</b>	976	1012	961	1006	857	863	742	681	643	834	617	626
<b>Billings</b>	845	889	858	895	844	964	875	803	687	794	681	708

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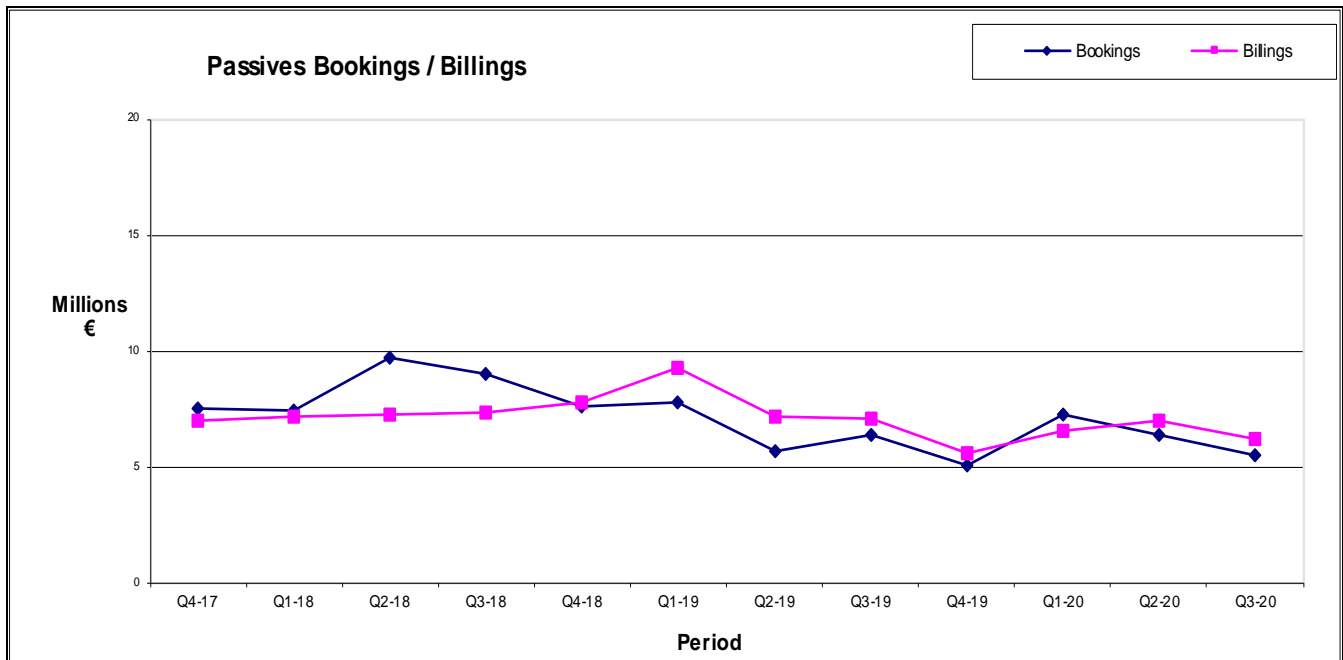




**SWITZERLAND**

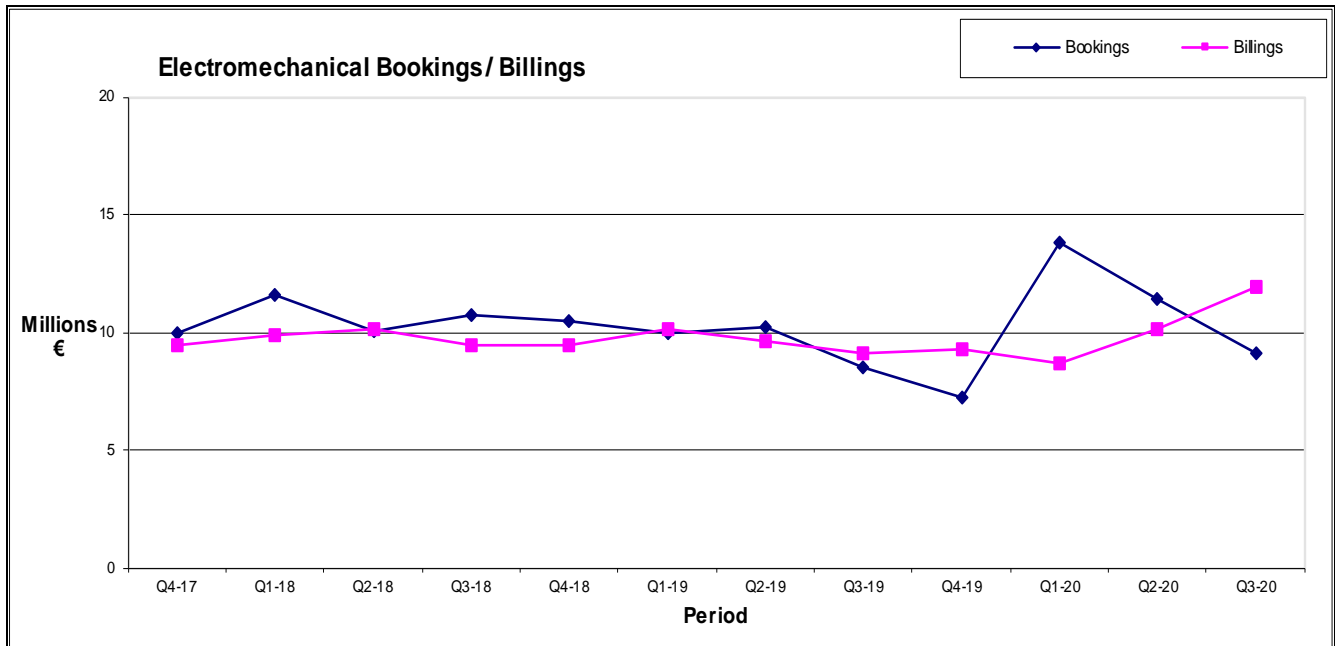


	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19	Q1-20	Q2-20	Q3-20
<b>Bookings</b>	62	58	65	72	66	59	50	41	40	70	61	53
<b>Billings</b>	56	59	57	64	62	66	58	51	45	60	65	58

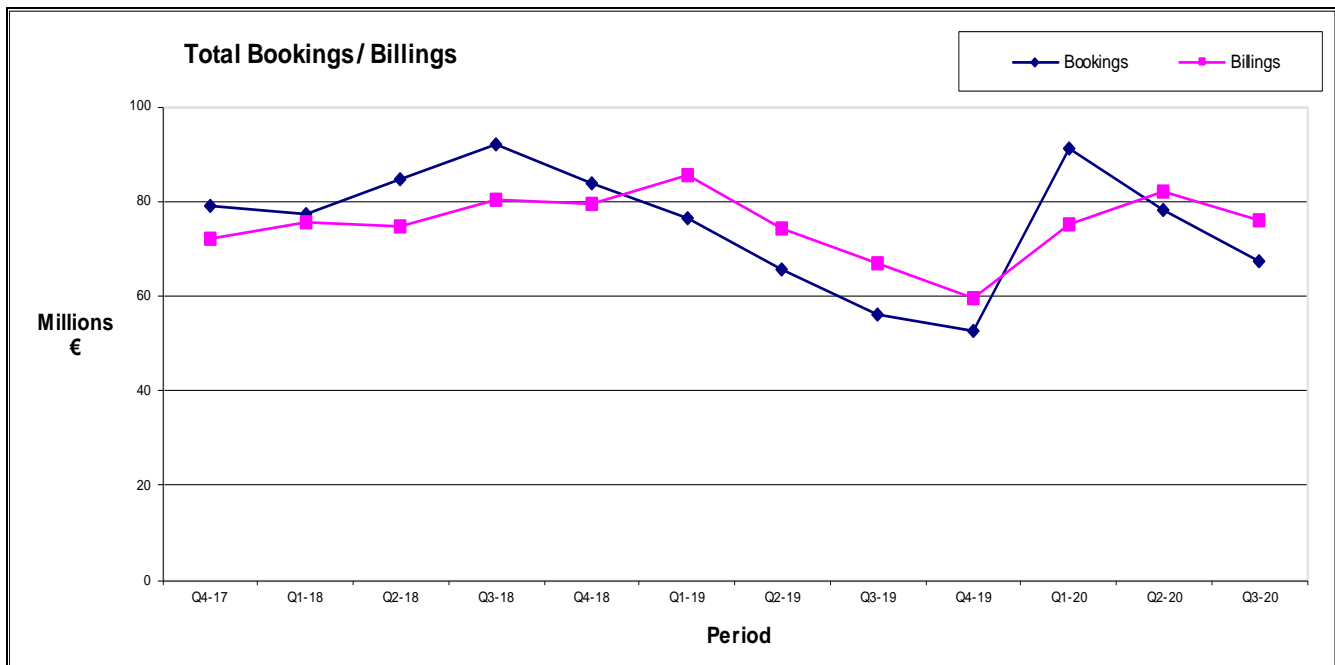


	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19	Q1-20	Q2-20	Q3-20
<b>Bookings</b>	7	7	10	9	8	8	6	6	5	7	6	5
<b>Billings</b>	7	7	7	7	8	9	7	7	6	7	7	6

**SWITZERLAND**

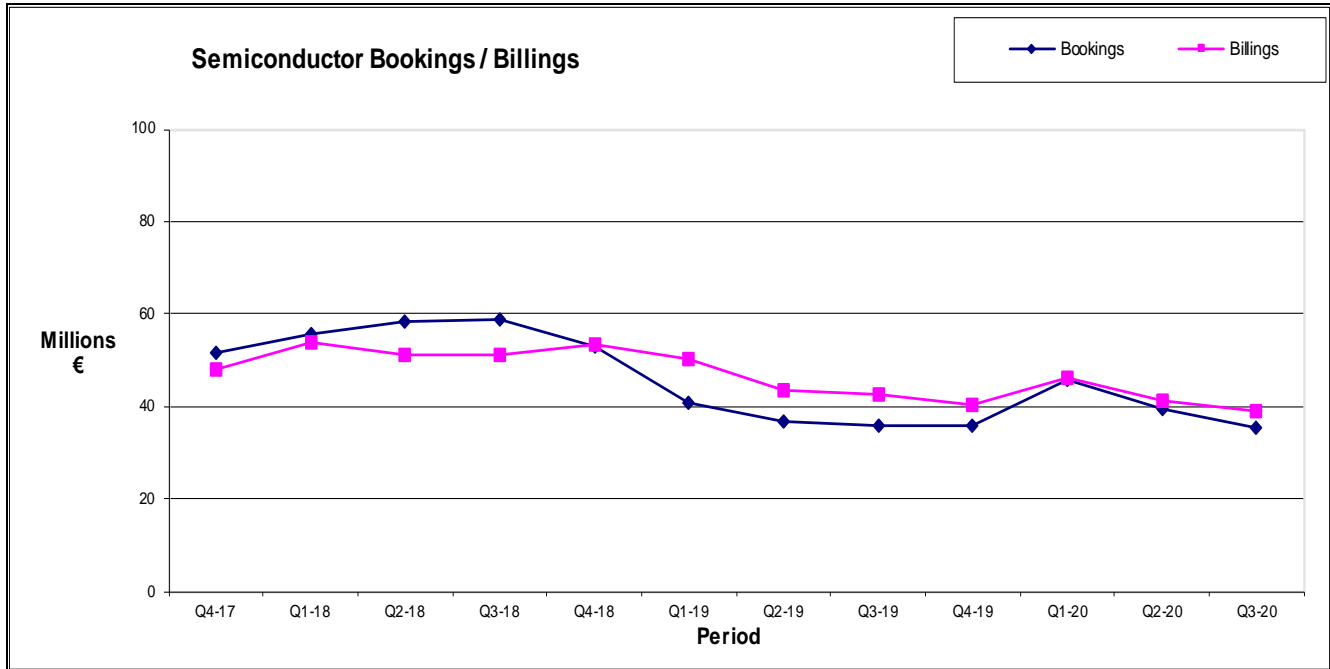


	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19	Q1-20	Q2-20	Q3-20
<b>Bookings</b>	10	12	10	11	10	10	10	8	7	14	11	9
<b>Billings</b>	9	10	10	9	9	10	10	9	9	9	10	12

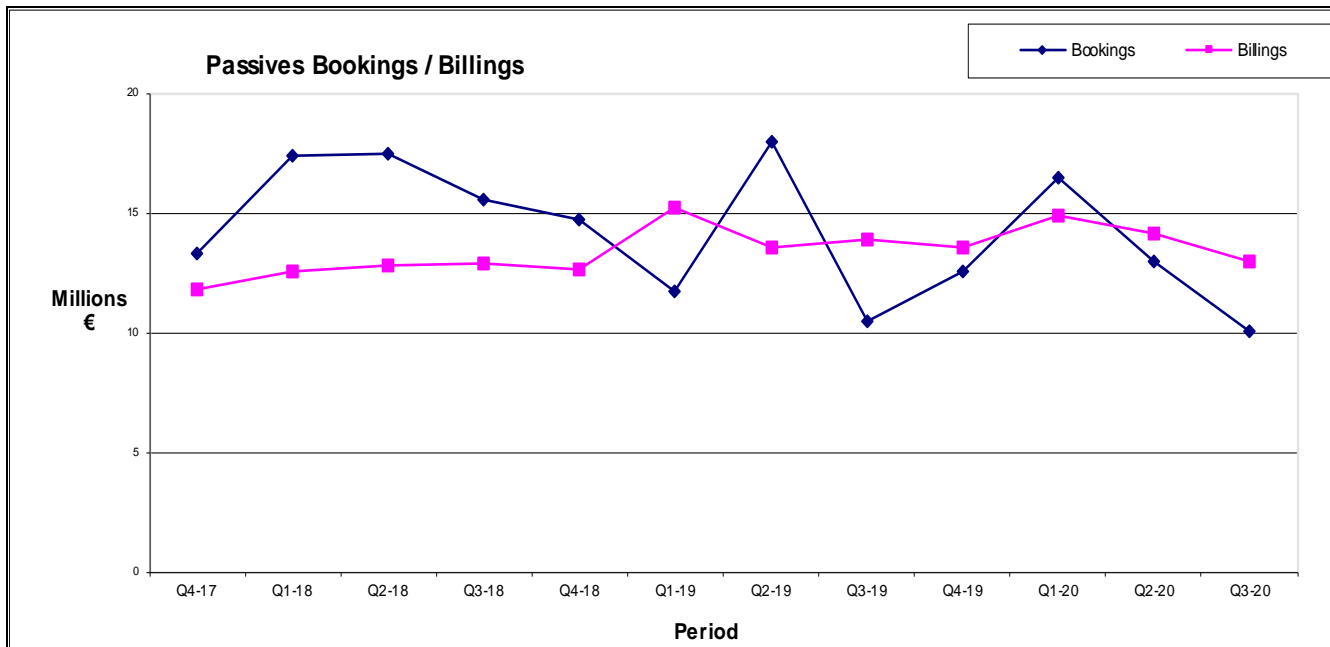


	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19	Q1-20	Q2-20	Q3-20
<b>Bookings</b>	79	77	85	92	84	76	66	56	53	91	78	67
<b>Billings</b>	72	76	75	80	80	86	74	67	60	75	82	76

**AUSTRIA**

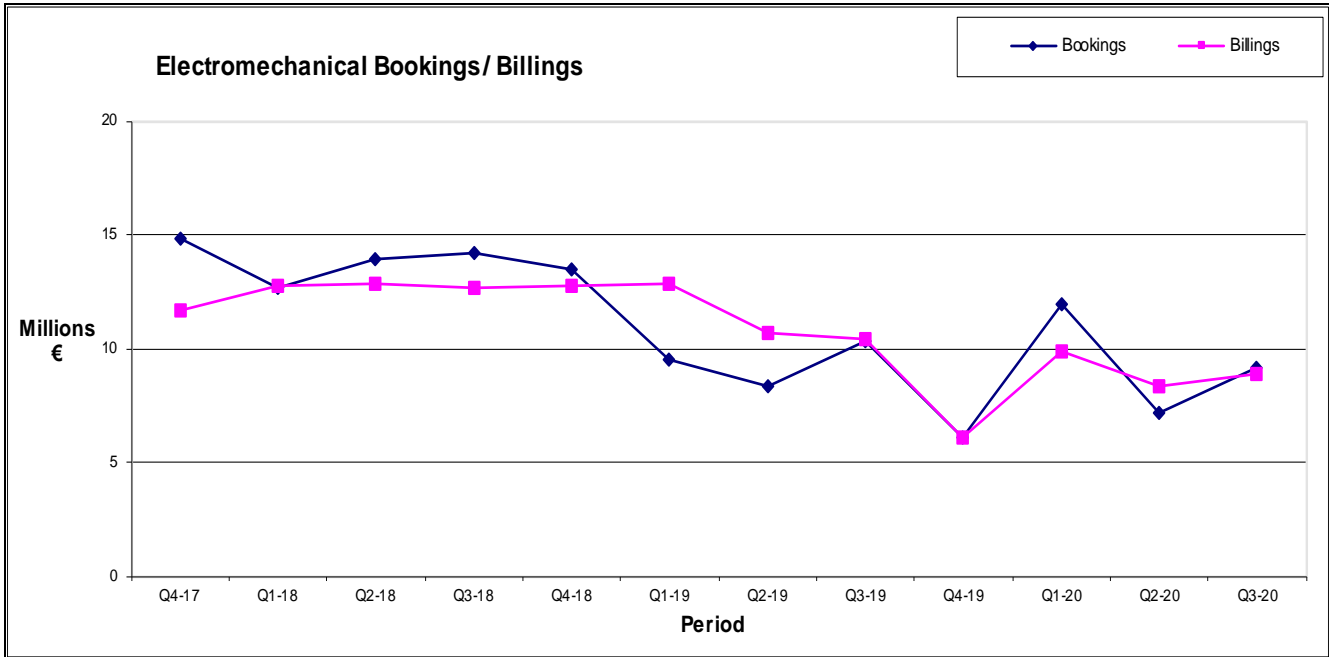


	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19	Q1-20	Q2-20	Q3-20
<b>Bookings</b>	52	56	58	59	53	41	36	36	36	46	39	35
<b>Billings</b>	48	54	51	51	53	50	43	43	40	46	41	39

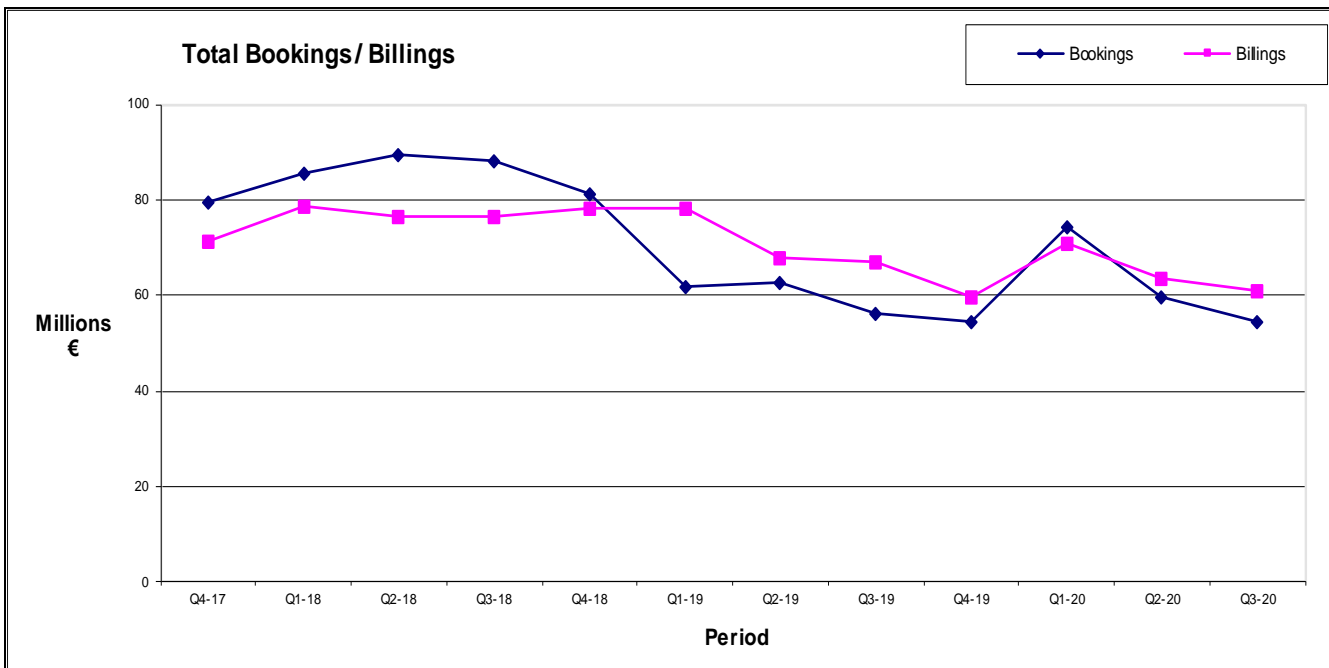


	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19	Q1-20	Q2-20	Q3-20
<b>Bookings</b>	13	17	18	16	15	12	18	10	13	16	13	10
<b>Billings</b>	12	13	13	13	13	15	14	14	14	15	14	13

**AUSTRIA**

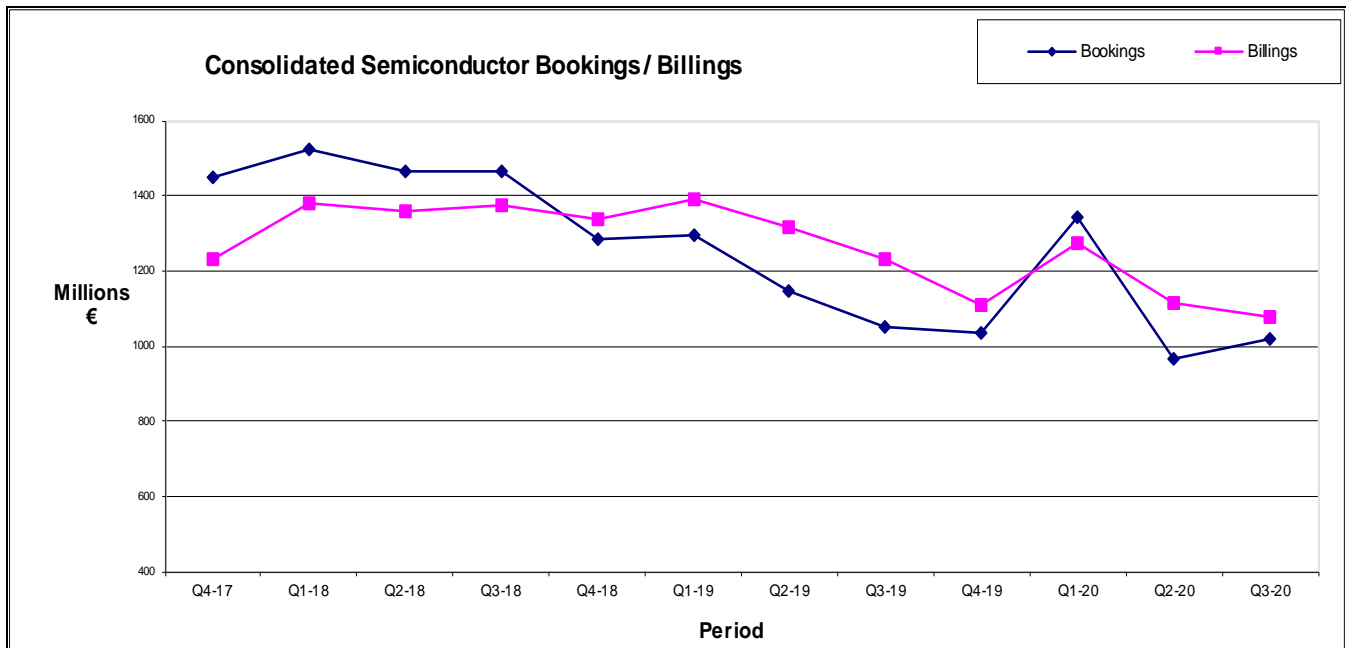


	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19	Q1-20	Q2-20	Q3-20
<b>Bookings</b>	15	13	14	14	13	10	8	10	6	12	7	9
<b>Billings</b>	12	13	13	13	13	13	11	10	6	10	8	9

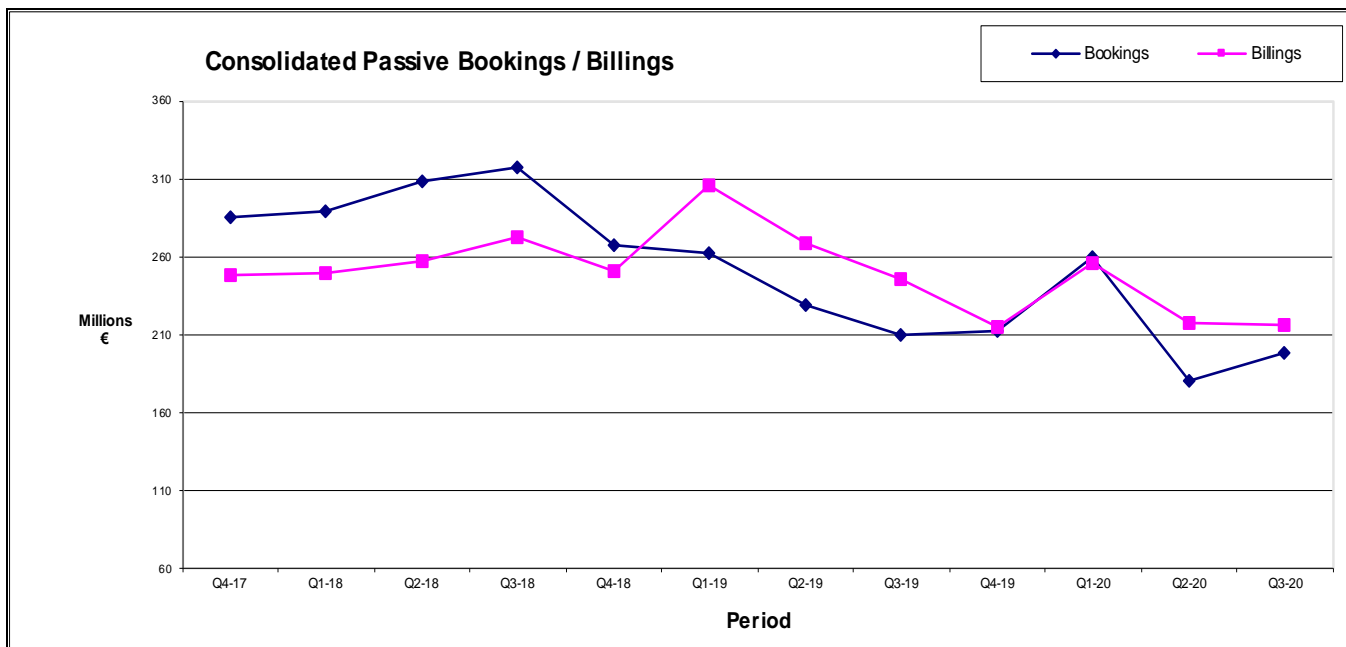


	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19	Q1-20	Q2-20	Q3-20
<b>Bookings</b>	80	86	90	88	81	62	63	56	55	74	59	55
<b>Billings</b>	71	79	77	77	78	78	68	67	60	71	64	61

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

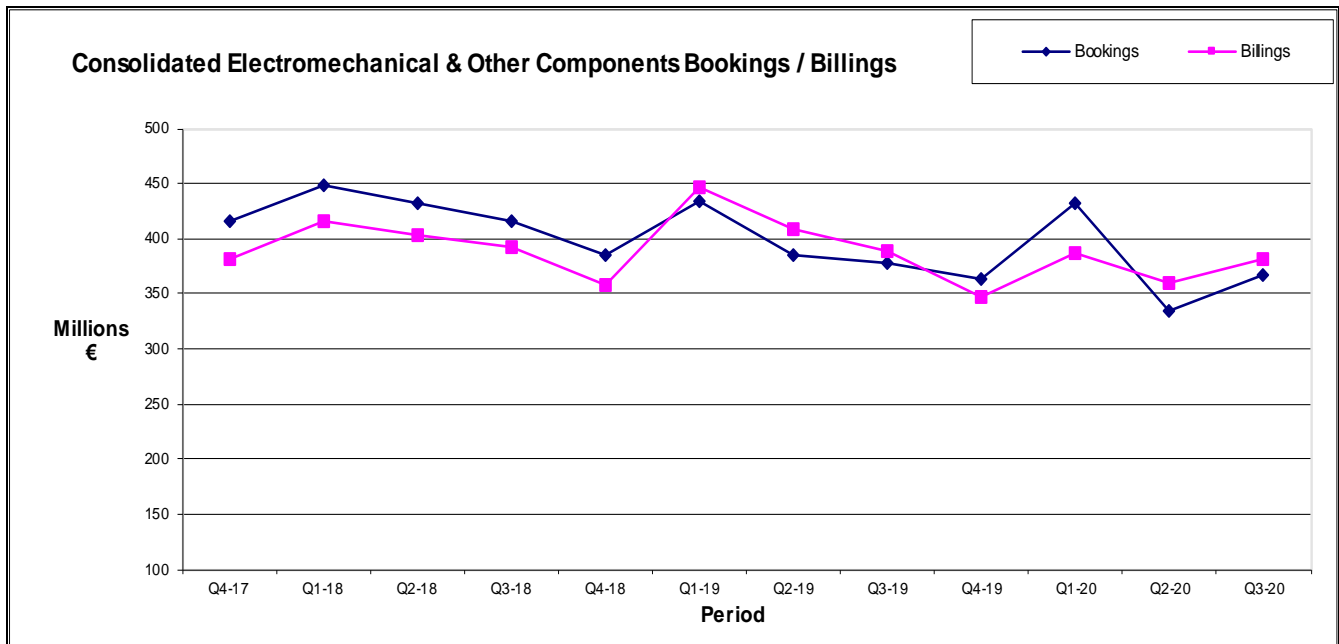


	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19	Q1-20	Q2-20	Q3-20
<b>Bookings</b>	1447	1521	1467	1463	1285	1296	1144	1053	1035	1341	968	1020
<b>Billings</b>	1232	1380	1358	1373	1335	1390	1319	1233	1111	1271	1113	1078

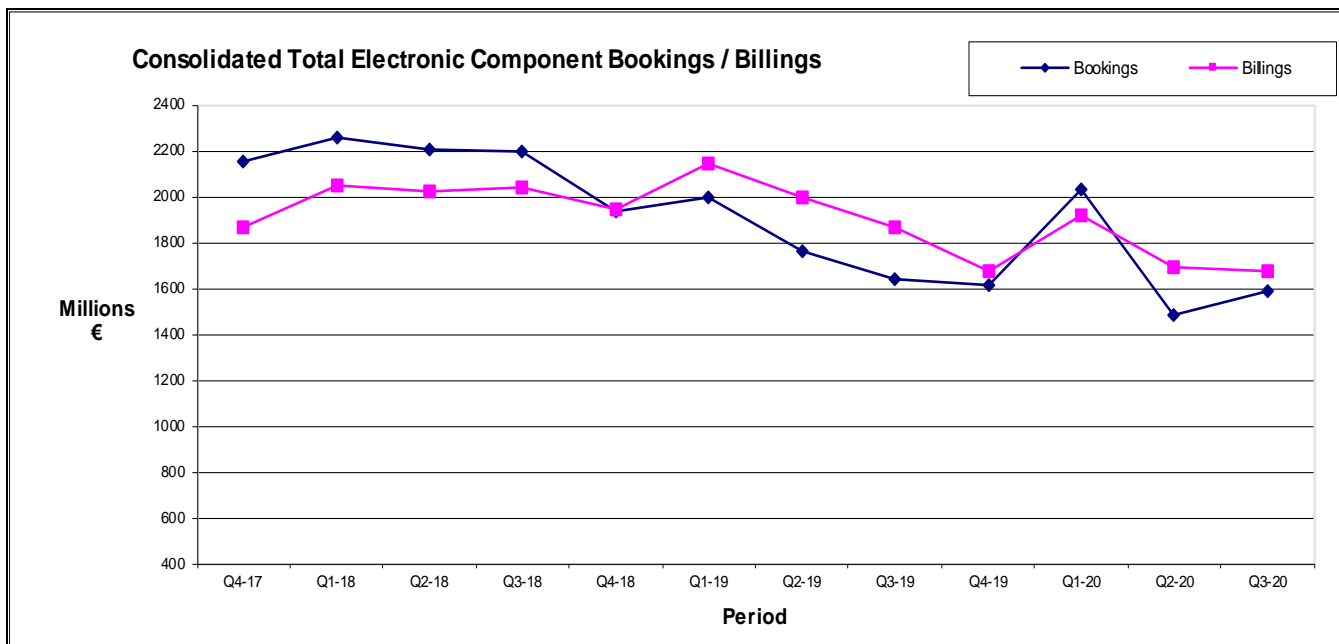


	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19	Q1-20	Q2-20	Q3-20
<b>Bookings</b>	284	289	308	317	267	262	228	210	212	259	180	197
<b>Billings</b>	247	249	256	272	251	305	269	246	215	256	217	216

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

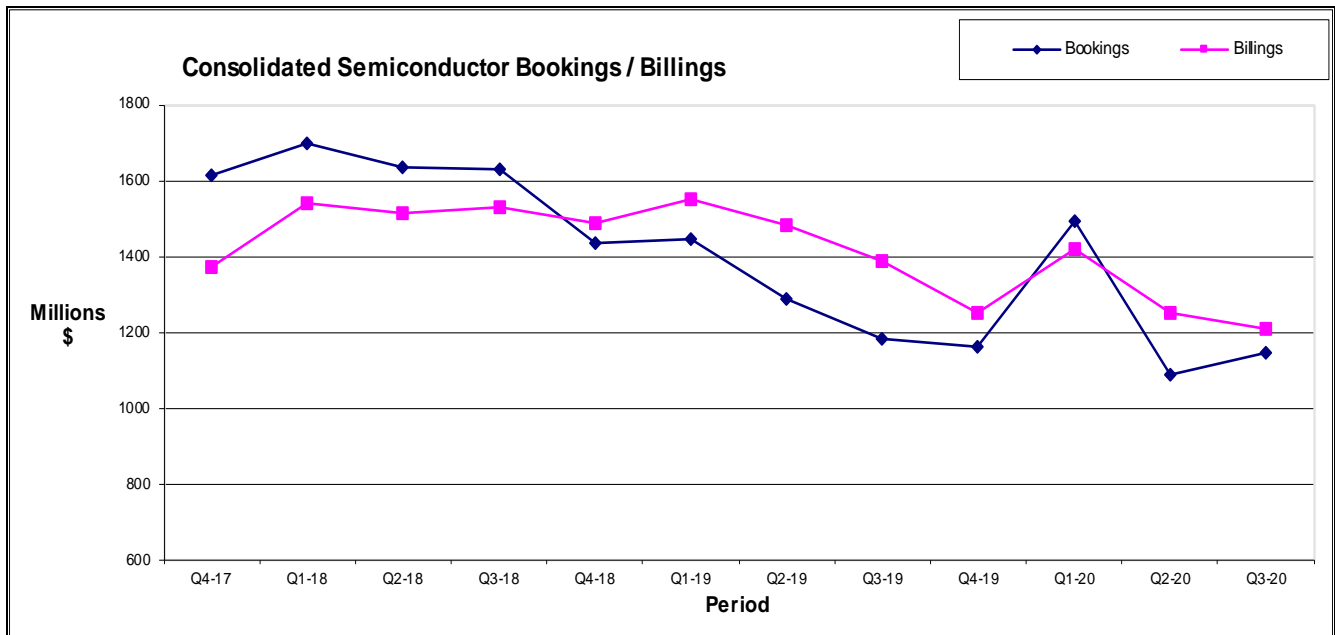


	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19	Q1-20	Q2-20	Q3-20
<b>Bookings</b>	417	449	433	416	384	433	385	379	363	432	334	368
<b>Billings</b>	382	417	404	393	358	446	409	390	347	386	359	382

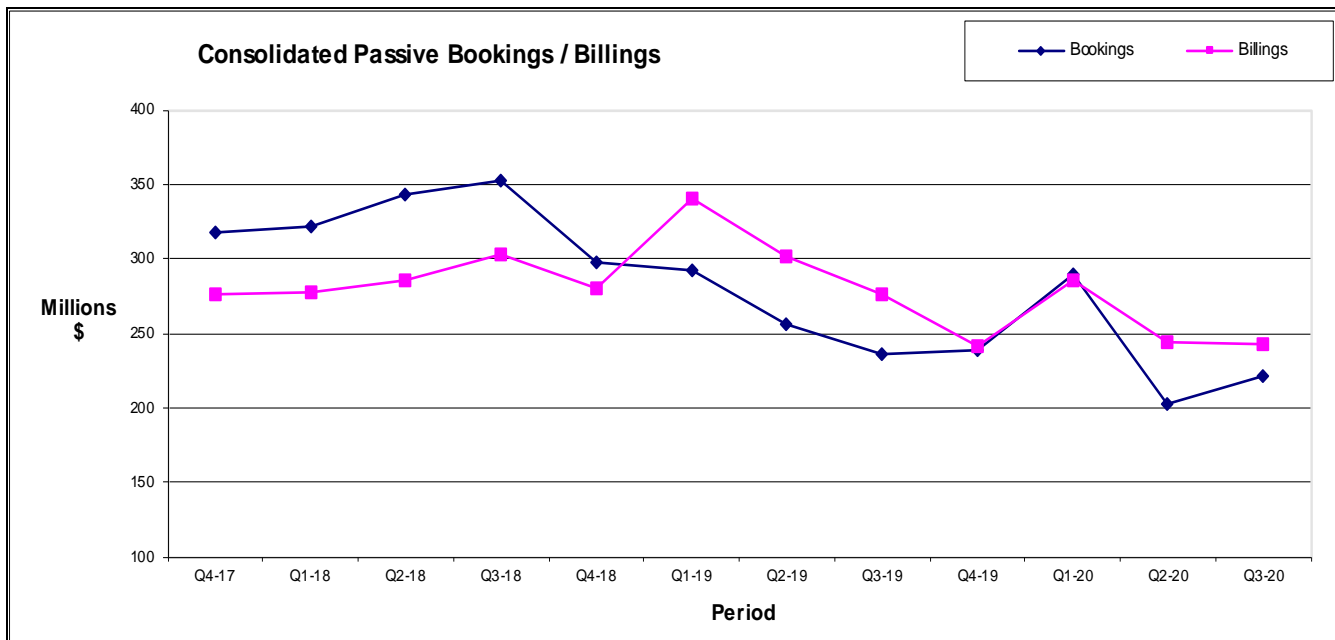


	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19	Q1-20	Q2-20	Q3-20
<b>Bookings</b>	2148	2259	2207	2195	1936	1992	1758	1641	1611	2033	1482	1585
<b>Billings</b>	1861	2045	2018	2037	1944	2142	1997	1868	1673	1914	1689	1676

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

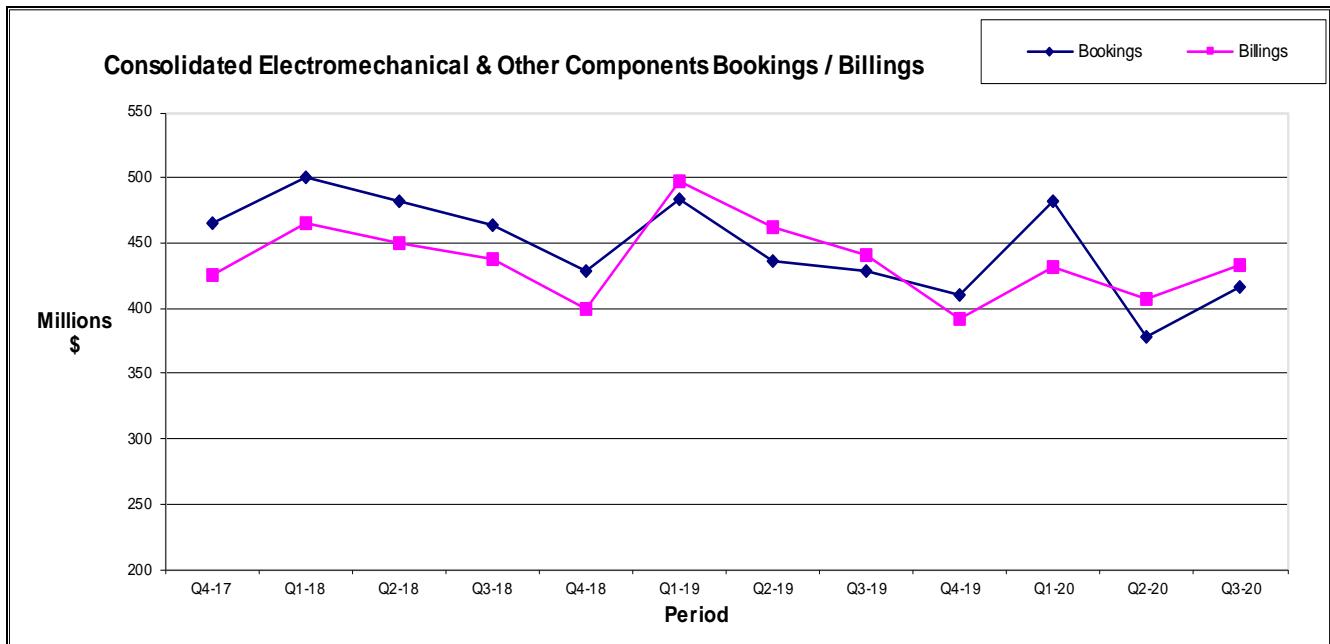


	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19	Q1-20	Q2-20	Q3-20
<b>Bookings</b>	1612	1695	1635	1630	1432	1444	1285	1183	1162	1494	1087	1147
<b>Billings</b>	1373	1537	1513	1529	1488	1549	1480	1384	1248	1416	1250	1210

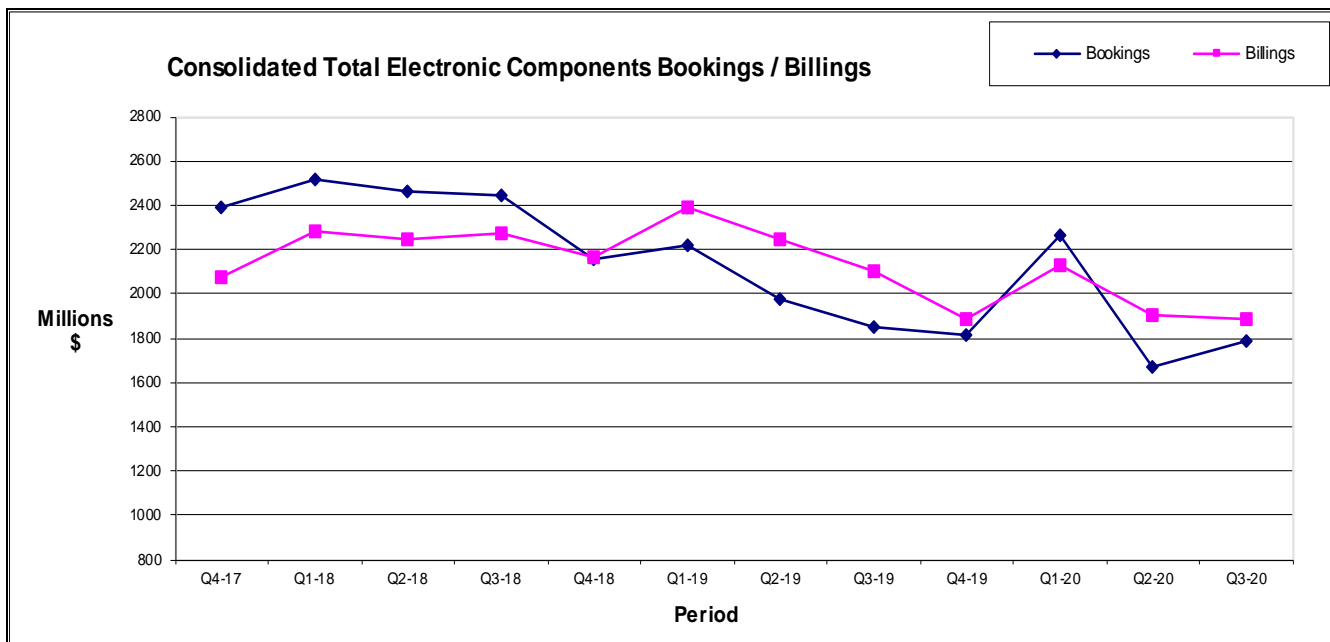


	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19	Q1-20	Q2-20	Q3-20
<b>Bookings</b>	317	322	343	353	297	292	256	236	239	289	202	222
<b>Billings</b>	276	277	286	303	280	340	302	276	242	285	243	243

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



	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19	Q1-20	Q2-20	Q3-20
<b>Bookings</b>	464	500	483	464	429	483	436	428	411	482	379	417
<b>Billings</b>	426	464	451	438	399	497	462	440	393	431	406	433



	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19	Q1-20	Q2-20	Q3-20
<b>Bookings</b>	2393	2517	2460	2446	2158	2220	1977	1847	1812	2265	1668	1785
<b>Billings</b>	2074	2279	2249	2270	2166	2386	2244	2101	1882	2132	1900	1886