



# QUARTERLY TREND STATISTICS

## Q4-2017

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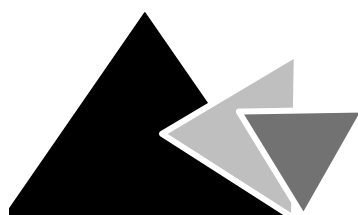
International  
Distribution of  
Electronics  
Association



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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\$



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

PERIOD: Q4 – 2017 ISSUED: 16<sup>th</sup> February 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.

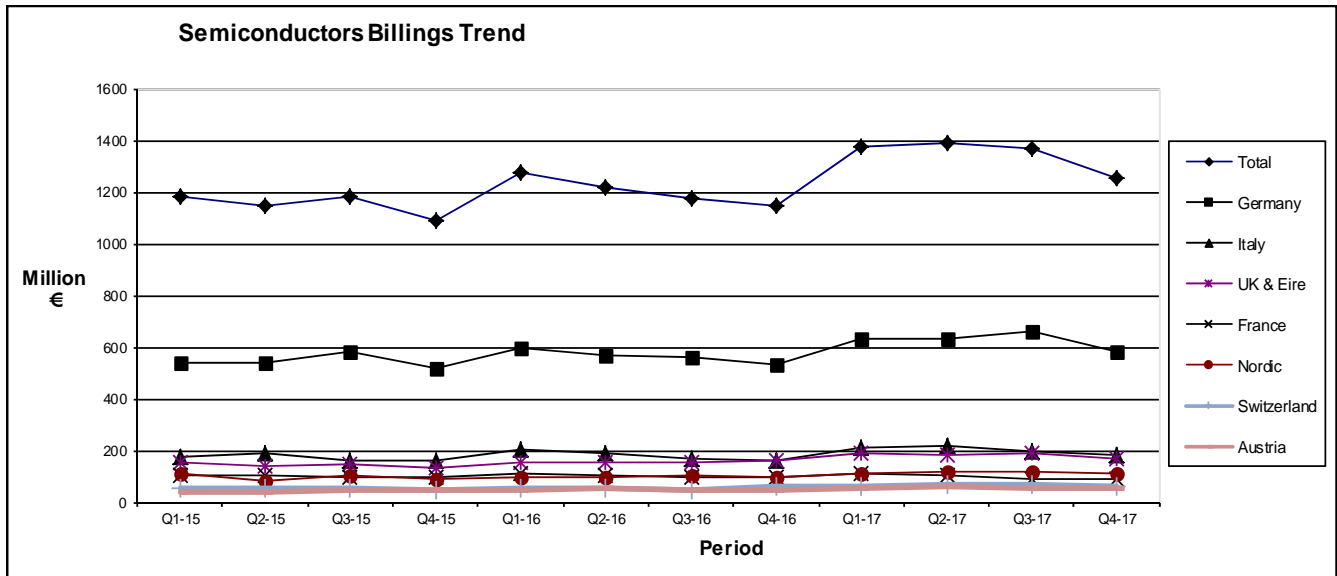
The consolidation has been carried out by *ecsn* (afdec) in the UK and any queries should be addressed to:-

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

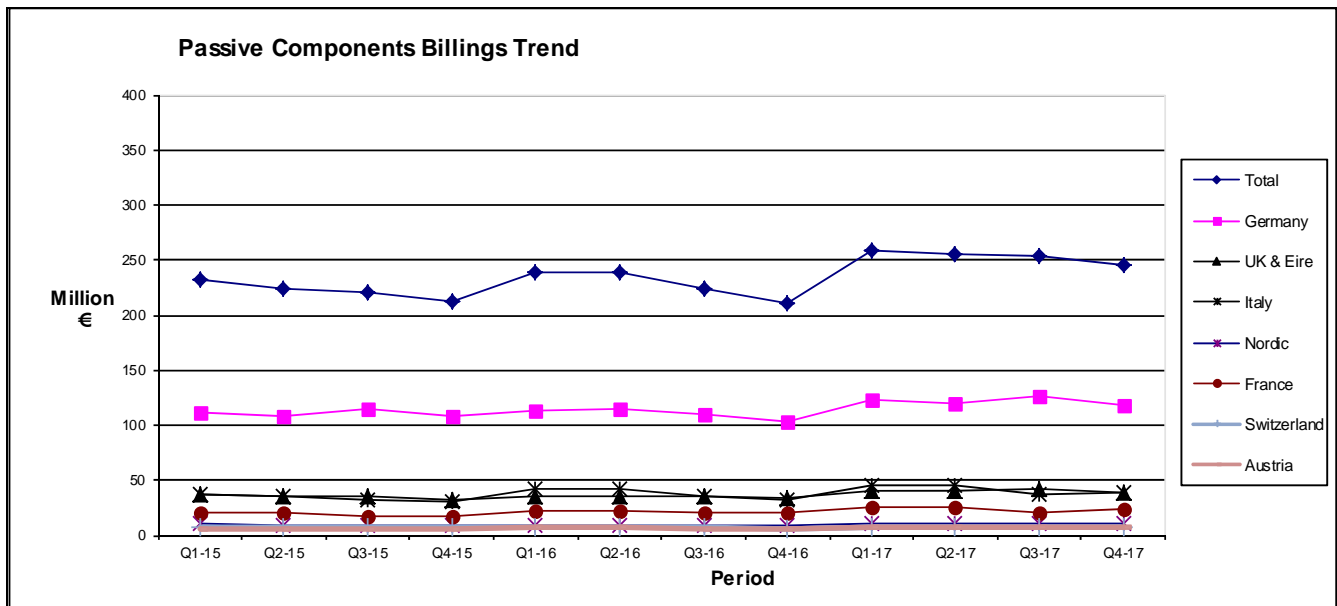
The trend statistics include data compiled by SPDEI (France), ASSODEL (Italy), *ecsn* (UK/Eire & NORDIC) and FBFI (Germany). The numbers shown represent the **actual** sales by member companies so reflect an accurate trend. It should be noted that revisions have been made to the UK, Nordic and Italian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

COUNTRY	Association	Approx. DTAM 2016 (Distribution Total Available Market)	Summation of Association Members Returns 2016	Approx. Share of DTAM (Distribution Total Available Market) represented by Association's Members 2016
France	SPDEI	€1 166 Mill	€74 Mill	75%
UK & Eire	<i>ecsn</i> /afdec	€1 367 Mill	€1 148 Mill	84%
Italy	ASSODEL	€1 388 Mill	€1 041 Mill	75%
Nordic	<i>ecsn</i> /afdec	€1 679 Mill	€38 Mill	38%
Germany	FBFI	€460 Mill	€209 Mill	72%
Switzerland	FBFI	€73 Mill	€65 Mill	56%
Austria	FBFI	€94 Mill	€34 Mill	59%

**IMPORTANT NOTE:** To ensure that exchange rate variations do not confuse the trend, the exchange rates shown are the average 2016 Local currency/€conversion rates. The 2016 average rates are: UK Pound/€0.8189, Danish Krona/€7.4455, Norwegian Krona/€9.2961, Swedish Krona/€9.4678. US \$ to €conversions are made at the average 2016 rate of 1.1069 (0.9034).

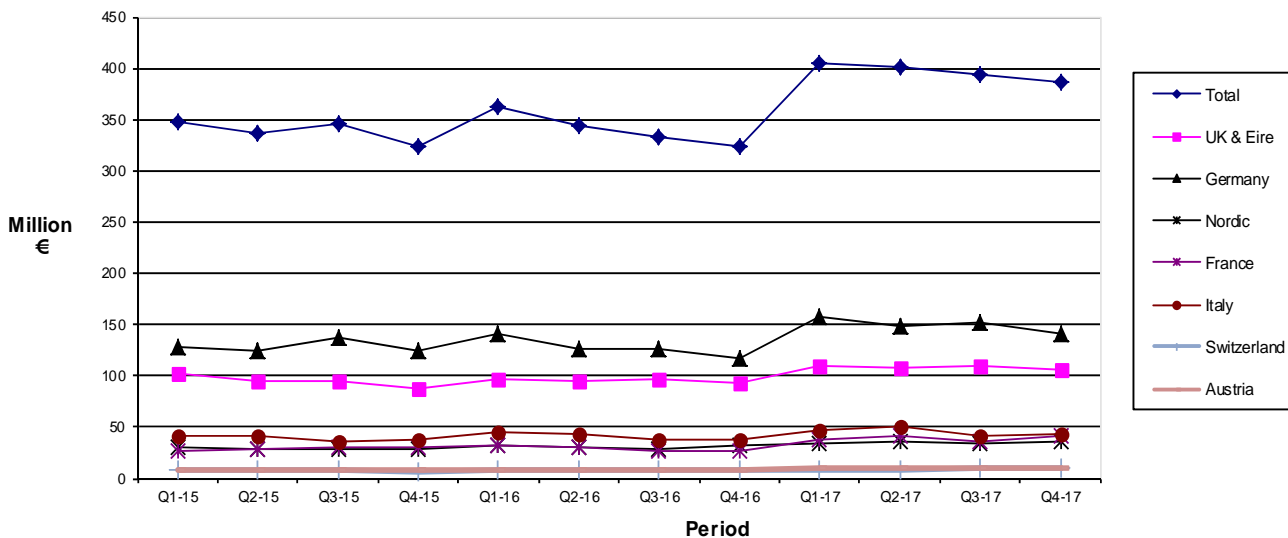


	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17
<b>Total</b>	1180	1145	1179	1089	1273	1215	1176	1150	1372	1389	1365	1254
<b>Germany</b>	542	539	580	519	599	565	561	532	635	636	659	585
<b>Italy</b>	176	188	163	162	207	191	167	161	213	221	195	184
<b>UK &amp; Eire</b>	150	138	147	132	154	153	157	160	186	182	187	171
<b>France</b>	107	104	95	93	113	105	98	97	113	102	92	91
<b>Nordic</b>	114	82	100	90	98	96	101	98	109	120	116	111
<b>Switzerland</b>	51	52	51	50	56	53	48	58	63	69	64	62
<b>Austria</b>	39	42	43	44	45	51	44	43	54	60	52	52



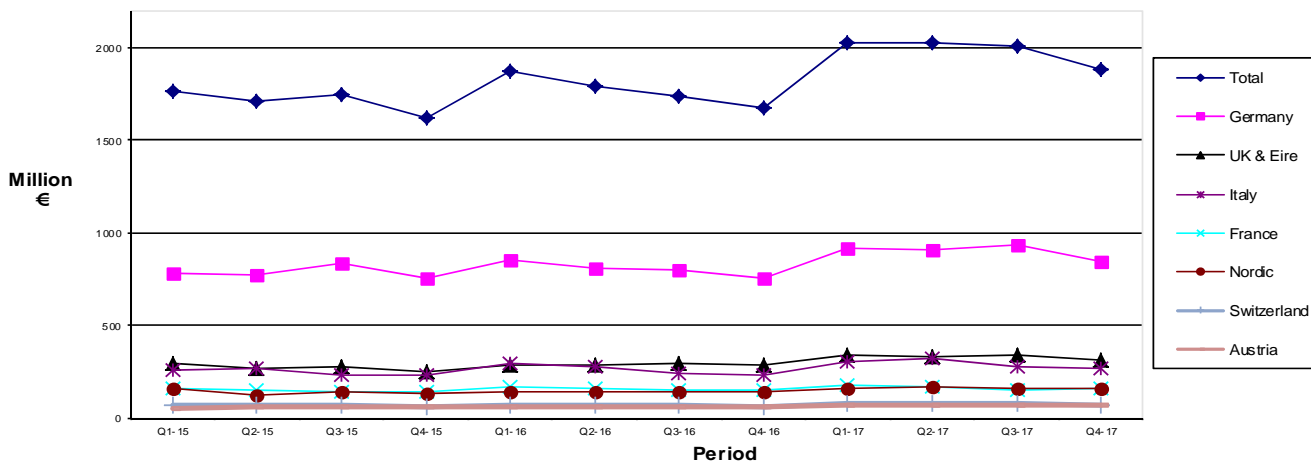
	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17
<b>Total</b>	232	223	221	212	238	239	224	211	259	255	253	246
<b>Germany</b>	111	109	114	109	114	115	110	103	123	120	126	119
<b>UK &amp; Eire</b>	38	36	35	32	36	35	36	34	40	40	42	39
<b>Italy</b>	38	36	32	31	42	41	35	32	45	45	38	38
<b>Nordic</b>	11	9	9	9	10	9	9	9	10	11	11	12
<b>France</b>	21	20	18	17	23	23	21	20	26	25	21	23
<b>Switzerland</b>	7	7	7	7	7	8	7	6	7	7	7	7
<b>Austria</b>	6	6	6	6	7	8	6	6	7	7	8	8

**Electromechanical & Other Components Billings Trend**



	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17
<b>Total</b>	348	336	345	323	363	343	334	324	405	402	394	387
<b>UK &amp; Eire</b>	102	96	94	87	96	95	97	94	110	108	110	105
<b>Germany</b>	129	125	138	125	141	126	126	117	157	148	152	141
<b>Nordic</b>	31	29	29	28	33	31	29	33	35	36	35	36
<b>France</b>	27	29	30	30	32	30	27	28	38	41	37	41
<b>Italy</b>	41	41	37	38	45	44	38	37	48	51	42	44
<b>Switzerland</b>	9	8	8	7	8	8	9	8	9	9	9	9
<b>Austria</b>	9	8	8	8	8	9	9	8	10	10	9	9

**Total Electronic Components Billings Trend**

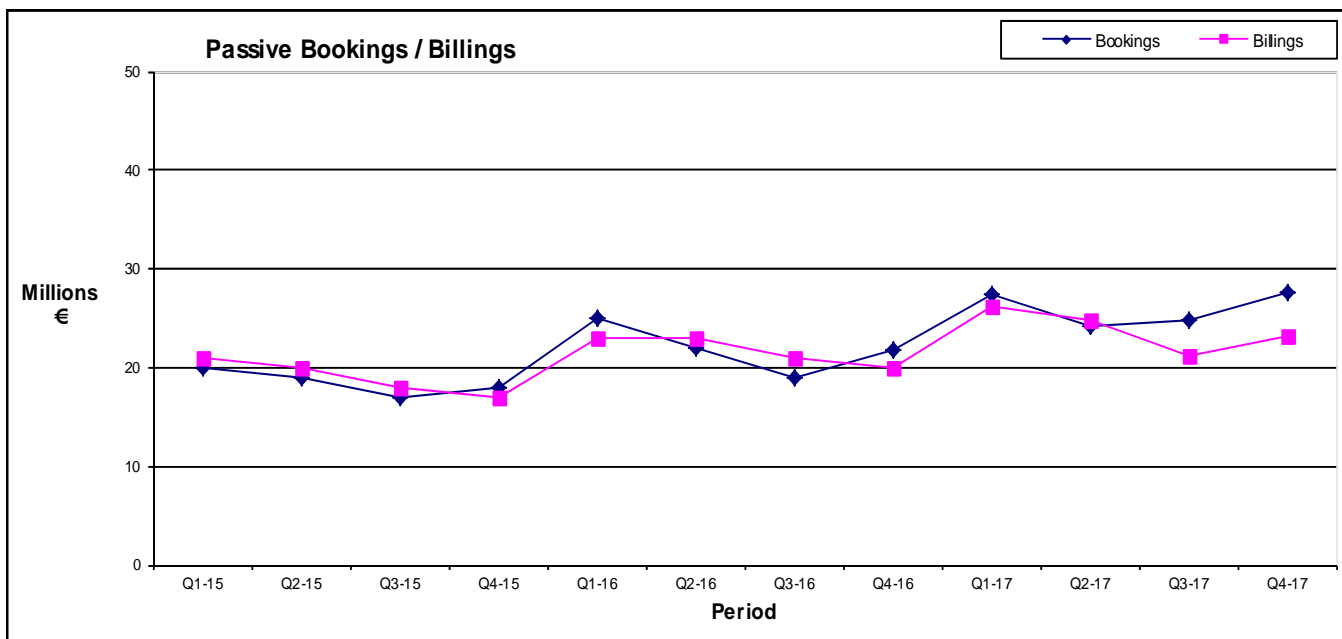


	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17
<b>Total</b>	1759	1705	1749	1618	1870	1787	1734	1677	2023	2024	2010	1878
<b>Germany</b>	783	773	832	753	854	805	797	752	914	904	937	845
<b>UK &amp; Eire</b>	290	269	277	252	286	284	289	288	336	329	339	315
<b>Italy</b>	255	265	231	231	294	277	240	231	306	316	274	266
<b>France</b>	155	153	143	140	168	158	146	145	177	168	150	155
<b>Nordic</b>	156	121	138	127	140	137	138	140	154	167	161	159
<b>Switzerland</b>	68	68	71	61	68	66	69	62	73	76	80	72
<b>Austria</b>	53	56	57	54	59	61	55	59	63	64	69	65

**FRANCE**

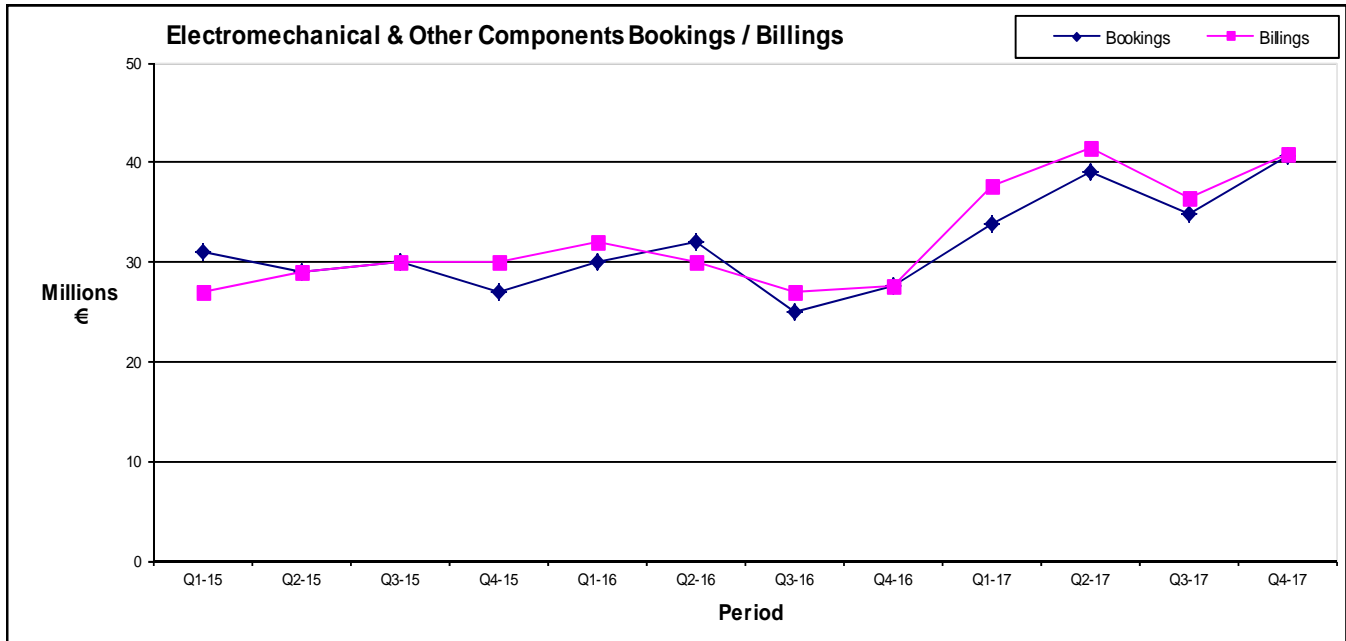


	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17
<b>Bookings</b>	110	96	92	91	118	110	95	106	120	108	98	105
<b>Billings</b>	107	104	95	93	113	105	98	97	113	102	92	91

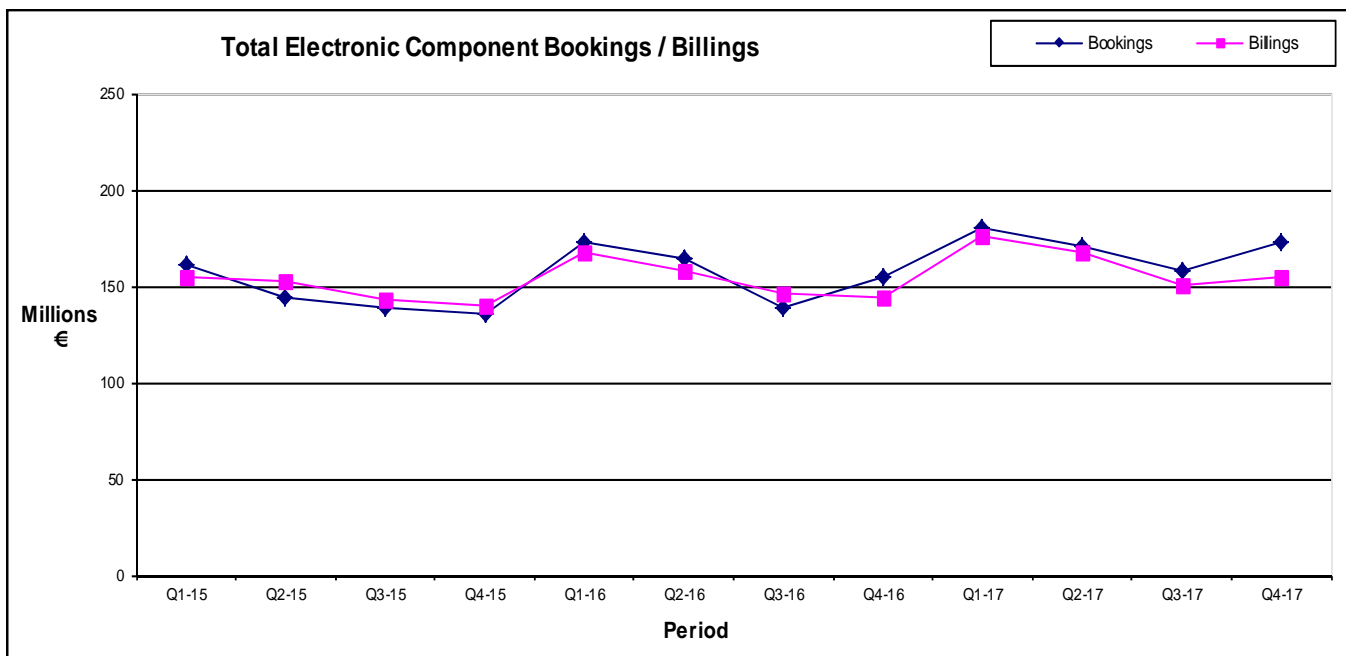


	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17
<b>Bookings</b>	20	19	17	18	25	22	19	22	27	24	25	28
<b>Billings</b>	21	20	18	17	23	23	21	20	26	25	21	23

**FRANCE**



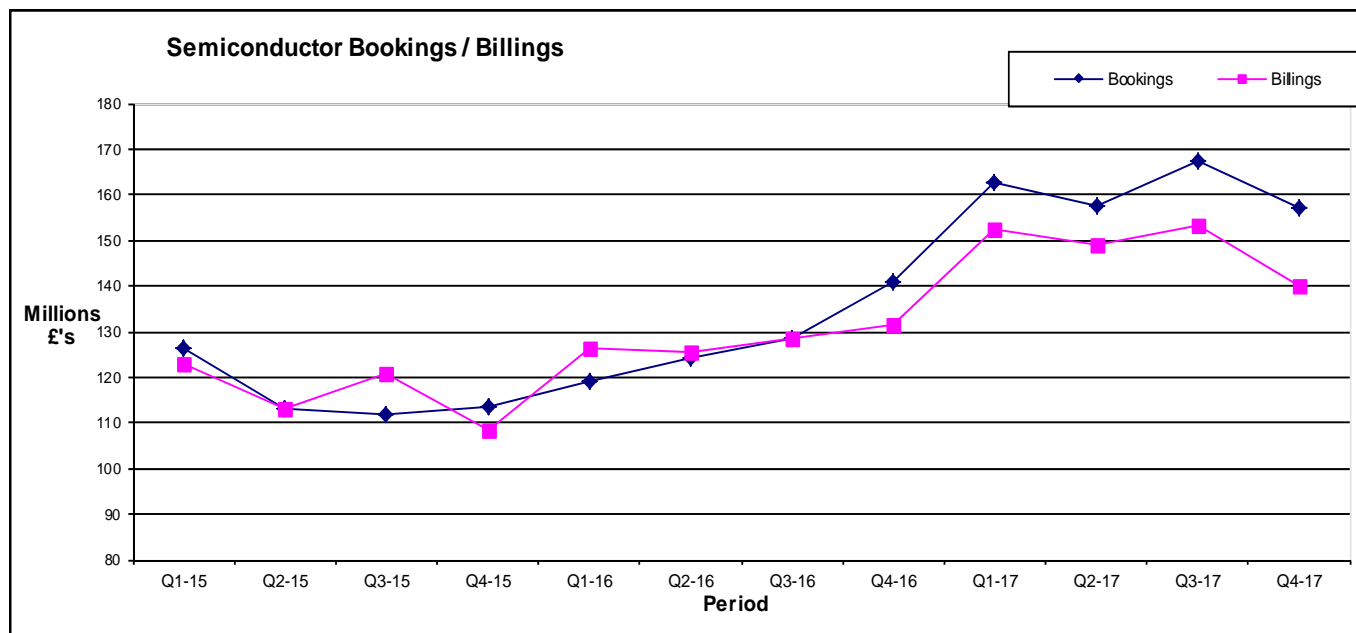
	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17
<b>Bookings</b>	31	29	30	27	30	32	25	28	34	39	35	41
<b>Billings</b>	27	29	30	30	32	30	27	28	38	41	37	41



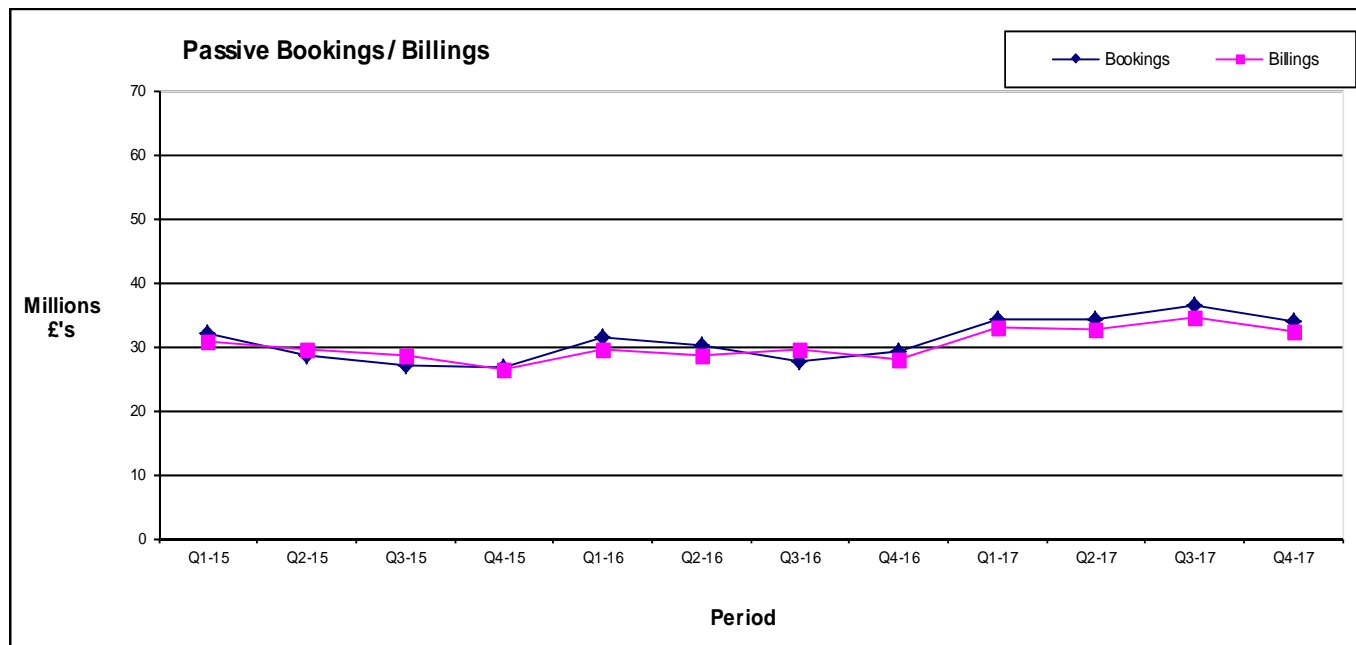
	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17
<b>Bookings</b>	161	144	139	136	173	164	139	155	181	171	158	173
<b>Billings</b>	155	153	143	140	168	158	146	145	177	168	150	155



**UK & Eire**

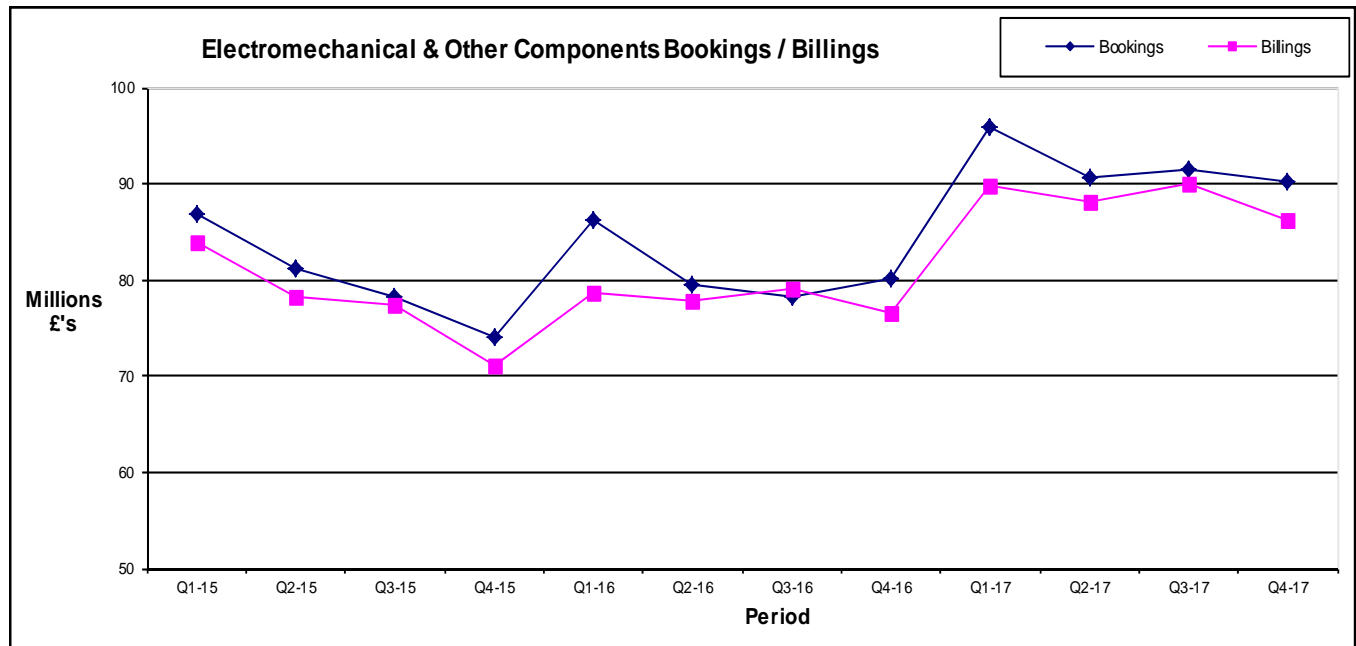


	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17
<b>Bookings</b>	126	113	112	114	119	124	128	141	163	158	167	157
<b>Billings</b>	123	113	121	108	126	126	128	131	152	149	153	140

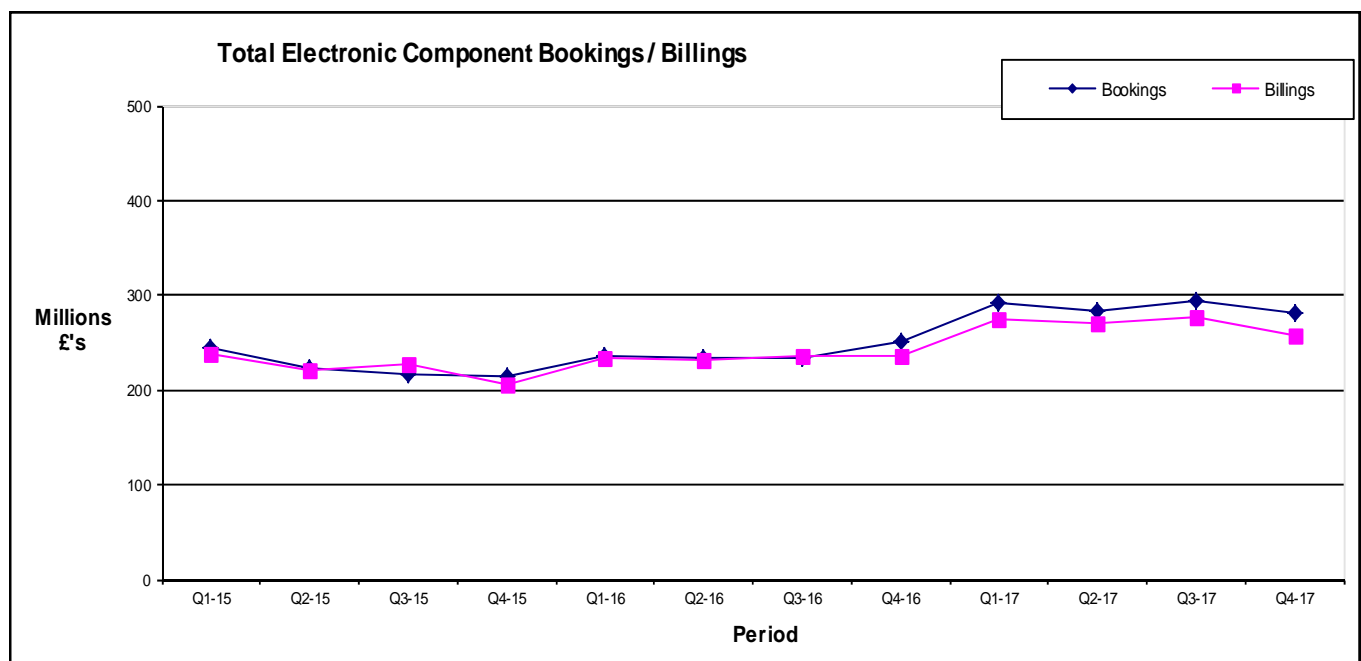


	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17
<b>Bookings</b>	32	29	27	27	31	30	28	29	34	34	36	34
<b>Billings</b>	31	29	29	26	29	29	29	28	33	33	35	32

**UK & Eire**

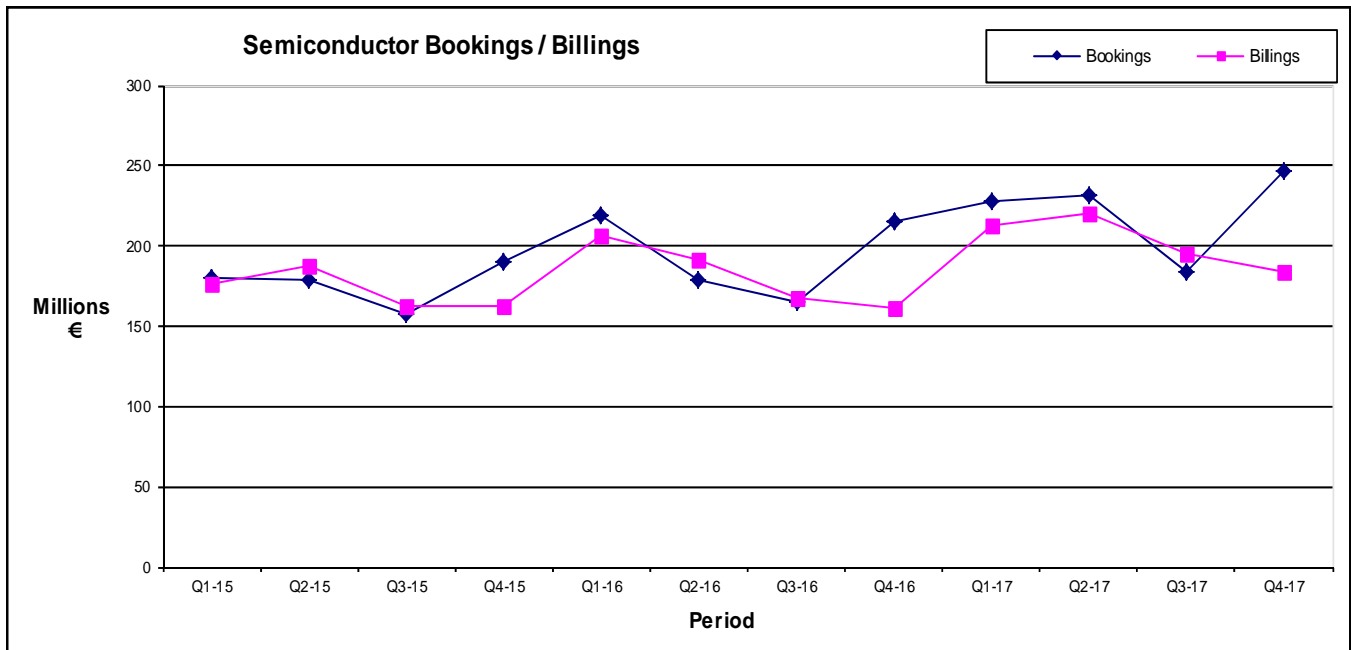


	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17
<b>Bookings</b>	87	81	78	74	86	79	78	80	96	91	91	90
<b>Billings</b>	84	78	77	71	79	78	79	77	90	88	90	86

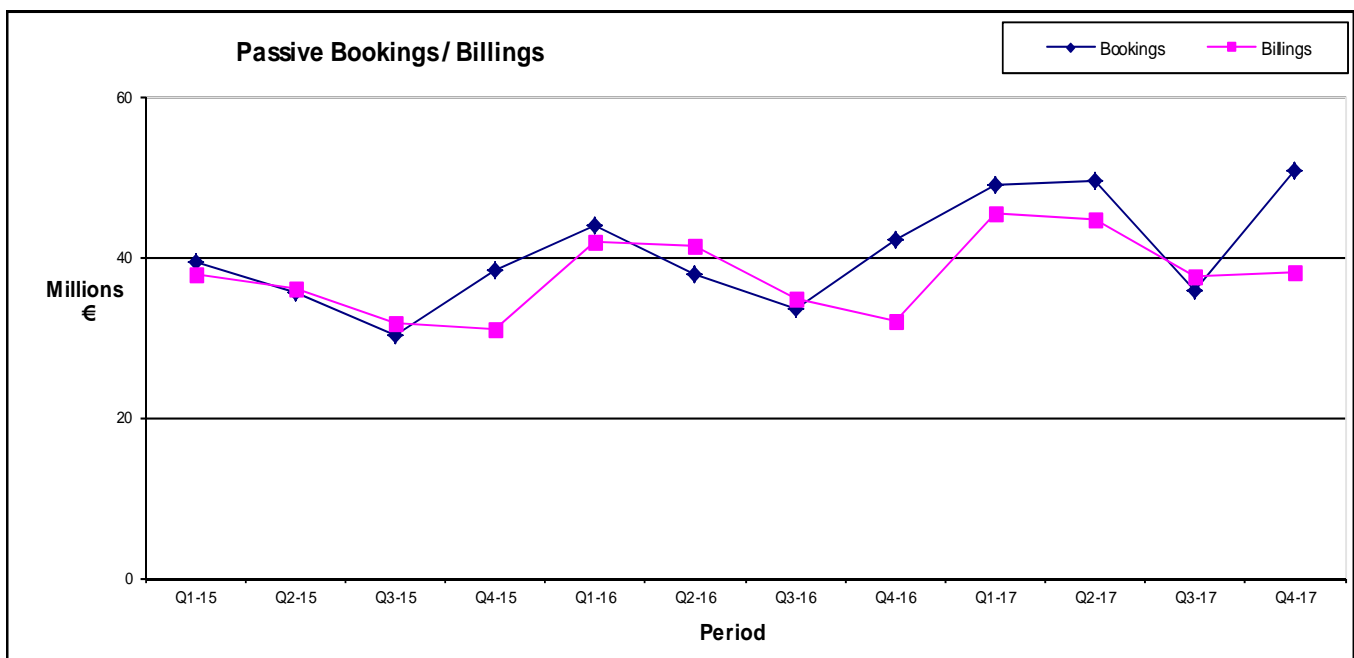


	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17
<b>Bookings</b>	245	223	217	214	237	234	234	250	293	283	295	281
<b>Billings</b>	238	221	227	206	235	232	237	236	275	270	278	258

**ITALY**

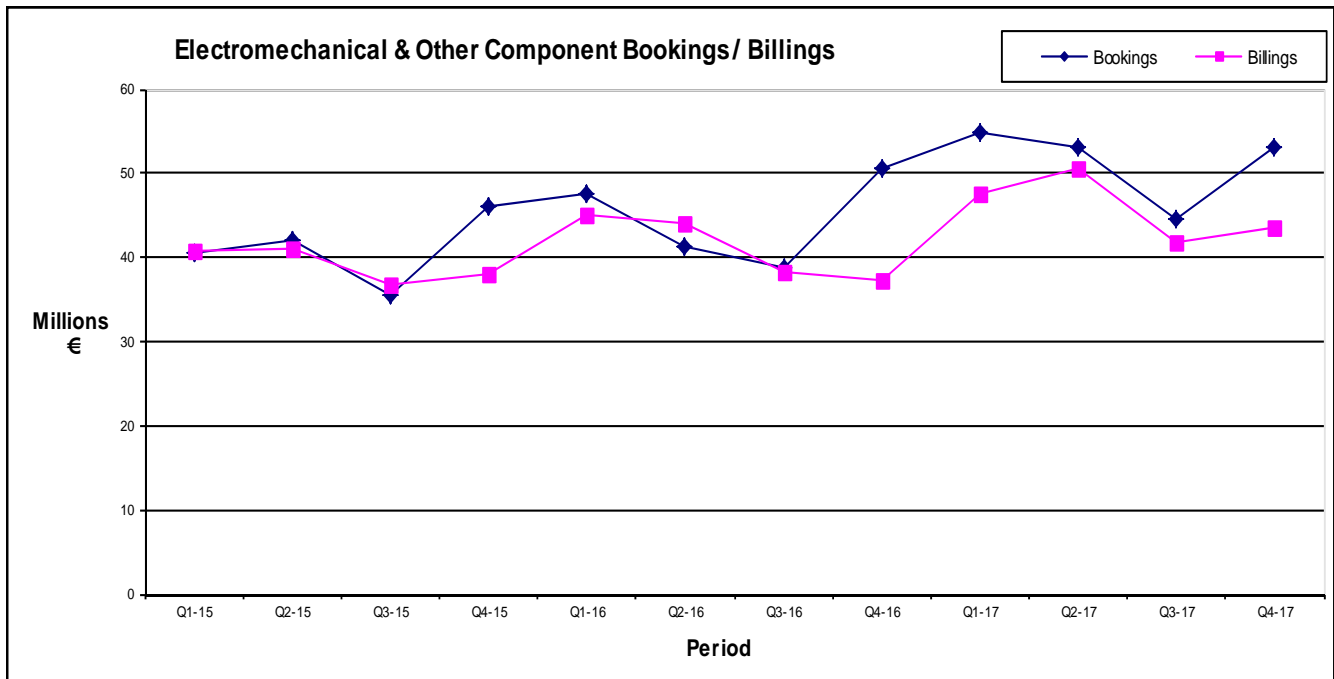


	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17
<b>Bookings</b>	180	179	157	190	219	179	165	215	227	232	184	247
<b>Billings</b>	176	188	163	162	207	191	167	161	213	221	195	184

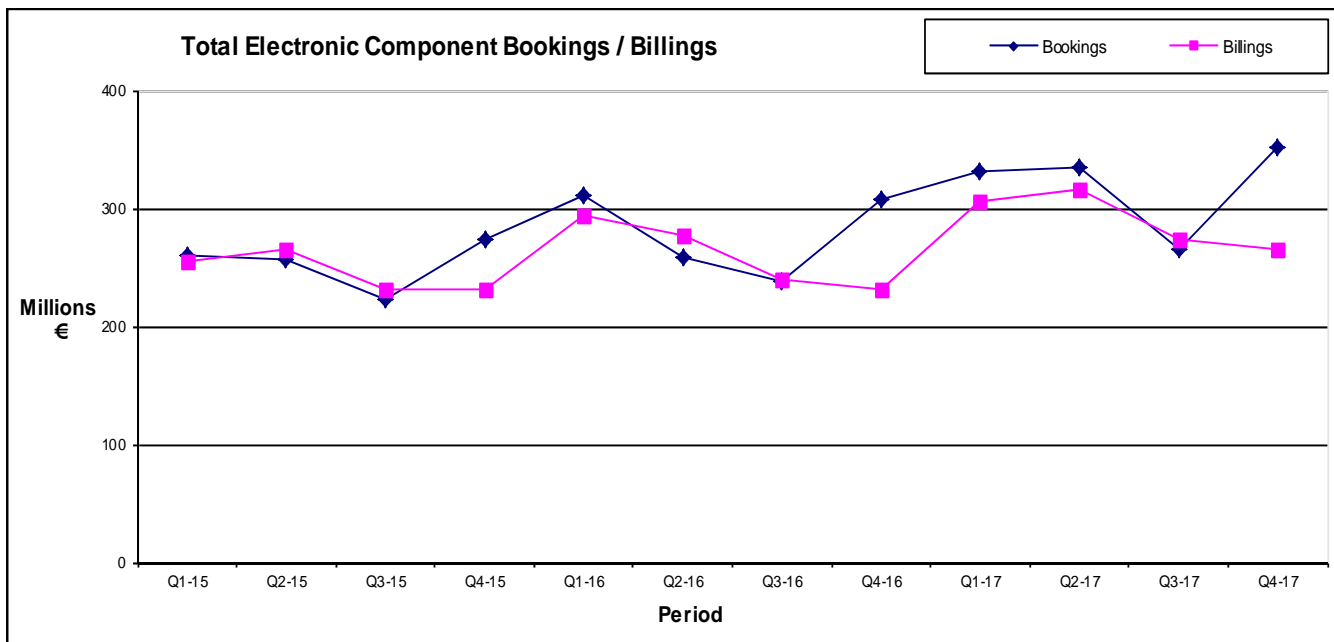


	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17
<b>Bookings</b>	39	36	30	38	44	38	34	42	49	50	36	51
<b>Billings</b>	38	36	32	31	42	41	35	32	45	45	38	38

**ITALY**

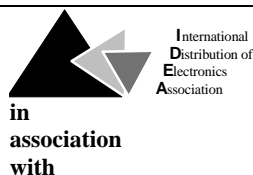


	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17
<b>Bookings</b>	41	42	36	46	48	41	39	51	55	53	44	53
<b>Billings</b>	41	41	37	38	45	44	38	37	48	51	42	44

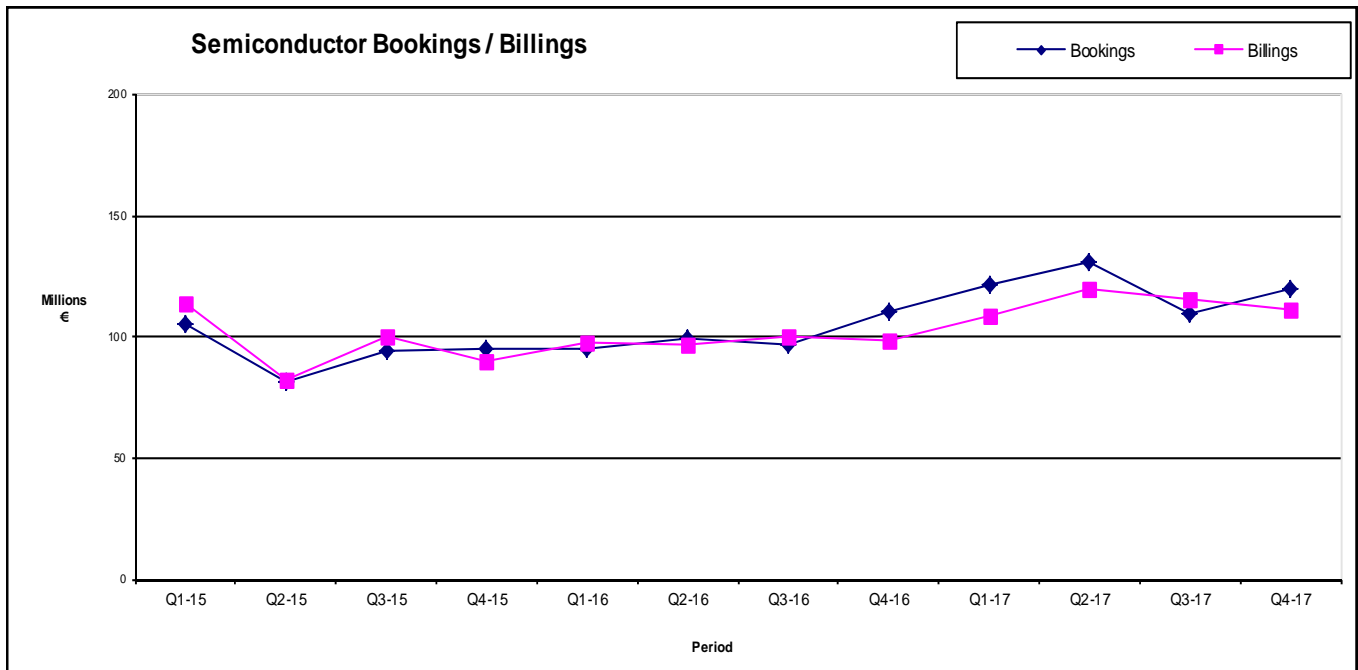


	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17
<b>Bookings</b>	260	256	223	274	311	258	237	308	331	335	265	351
<b>Billings</b>	255	265	231	231	294	277	240	231	306	316	274	266

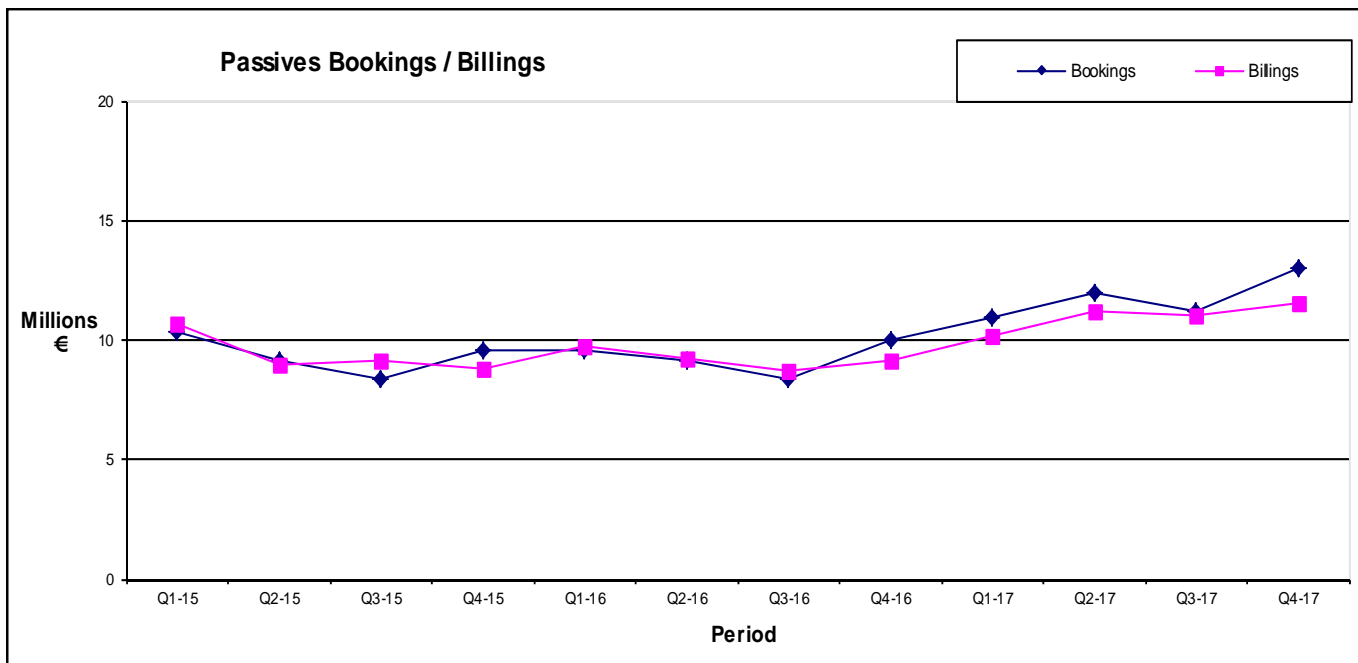
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NORDIC

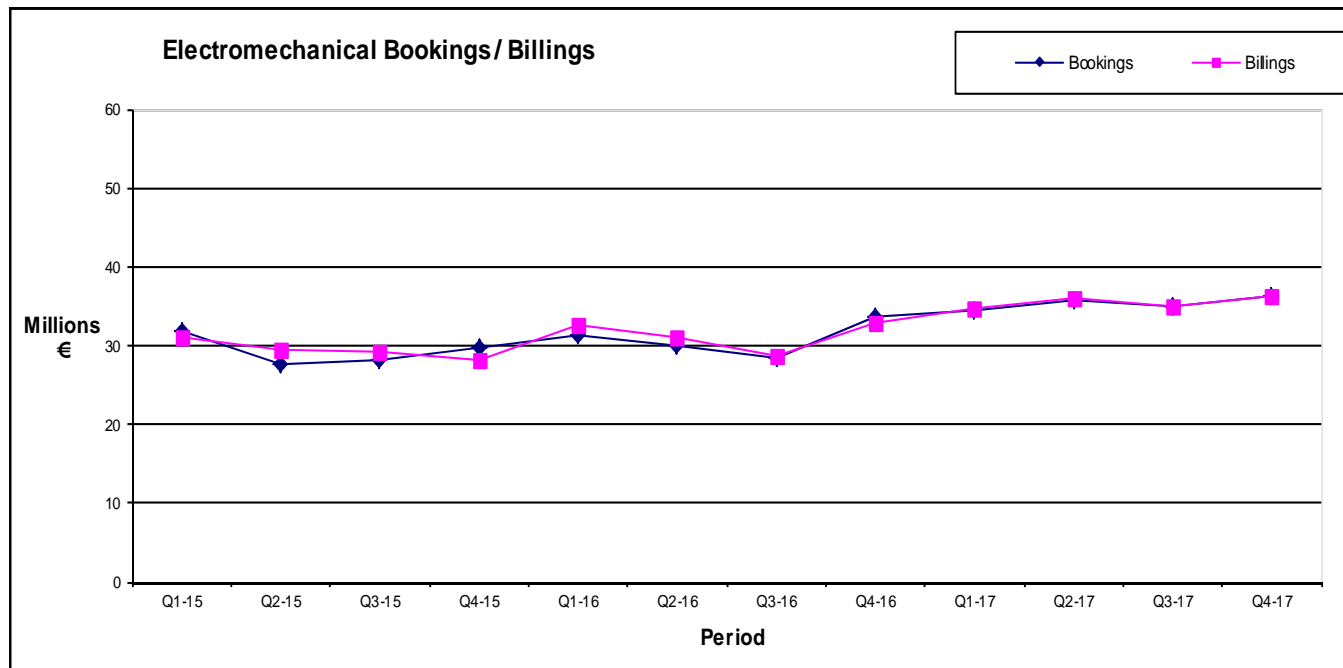


	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17
<b>Bookings</b>	105	82	94	95	95	99	97	110	122	131	110	120
<b>Billings</b>	114	82	100	90	98	96	101	98	109	120	116	111

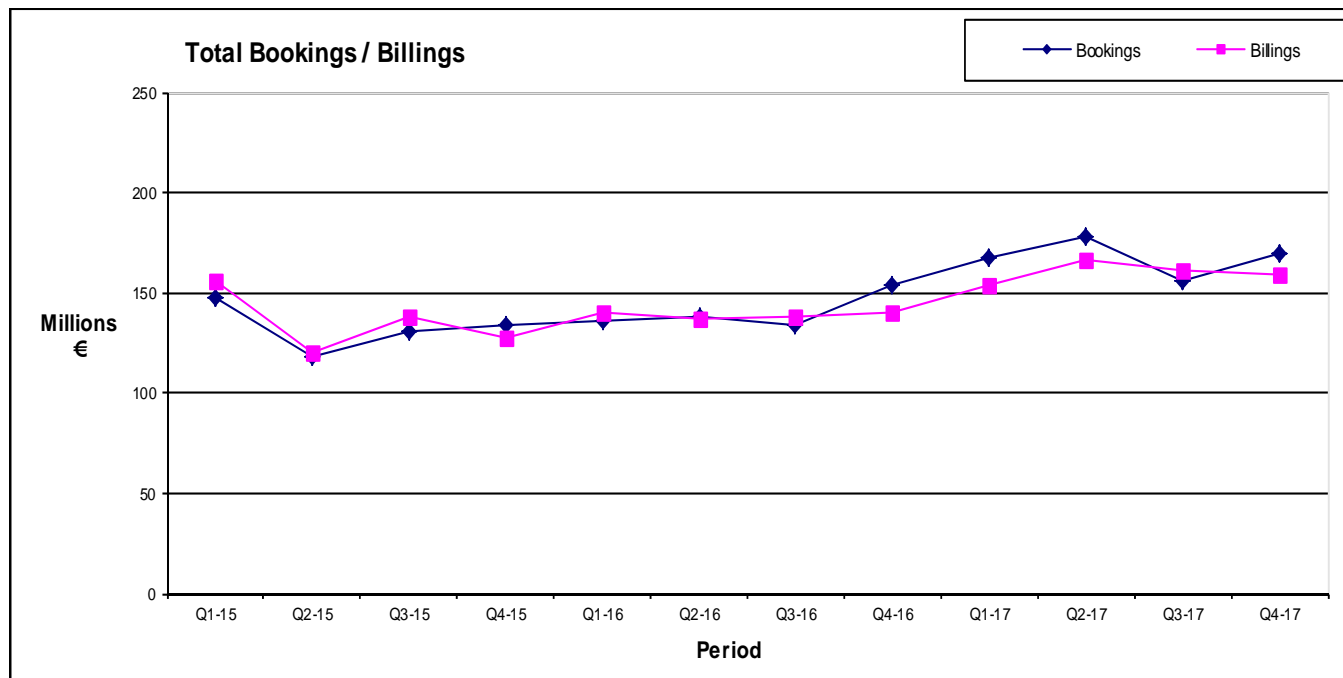


	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17
<b>Bookings</b>	10	9	8	10	10	9	8	10	11	12	11	13
<b>Billings</b>	11	9	9	9	10	9	9	9	10	11	11	12

**NORDIC**



	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17
<b>Bookings</b>	32	28	28	30	31	30	28	34	35	36	35	36
<b>Billings</b>	31	29	29	28	33	31	29	33	35	36	35	36

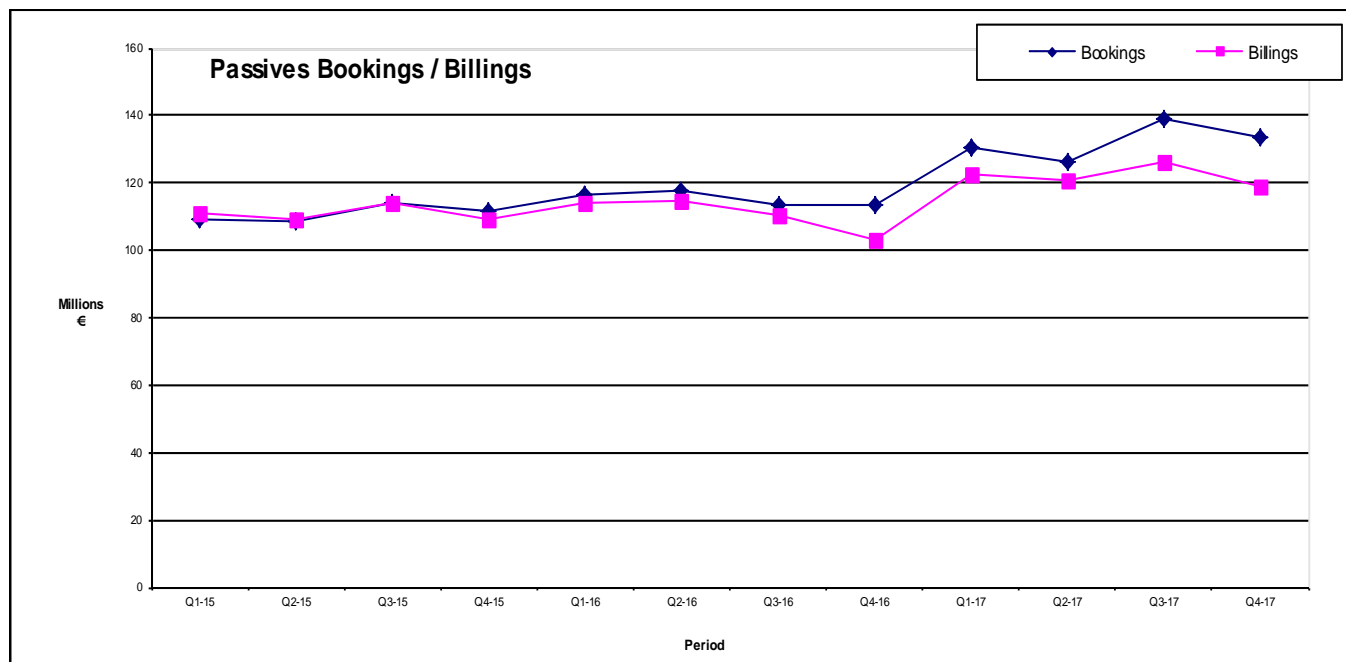


	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17
<b>Bookings</b>	148	118	130	134	136	138	134	154	167	179	156	169
<b>Billings</b>	156	121	138	127	140	137	138	140	154	167	161	159

**GERMANY**

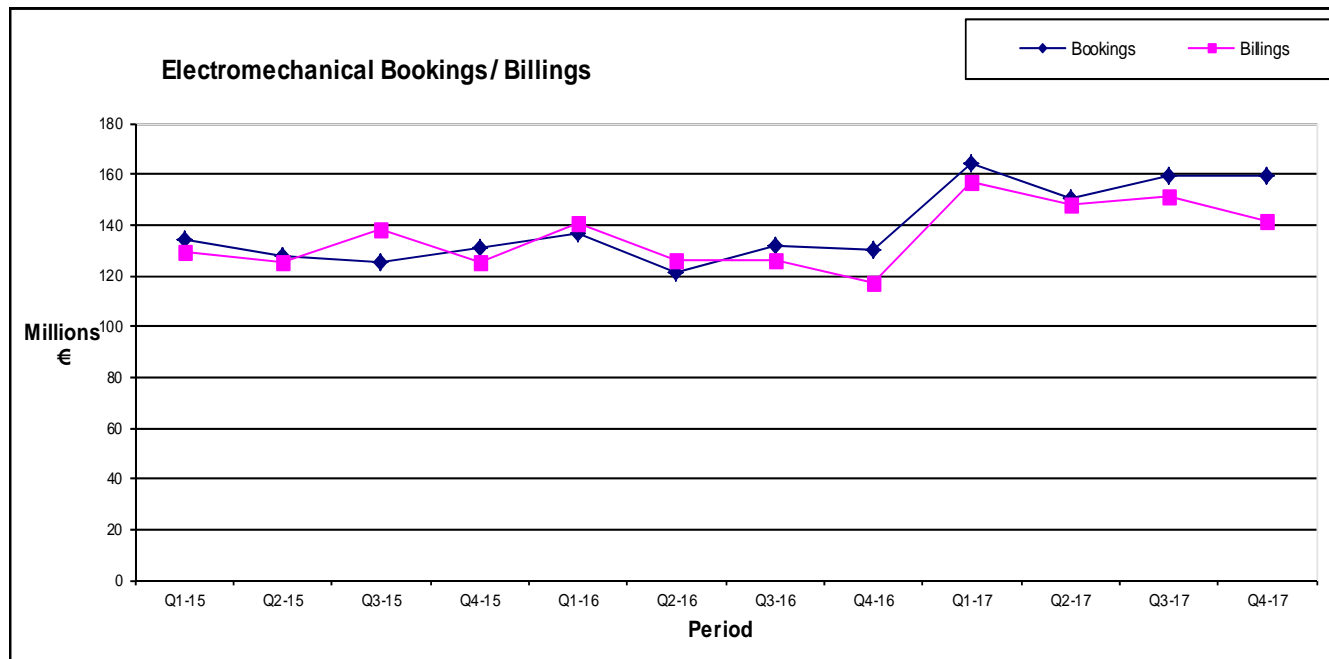


	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17
<b>Bookings</b>	545	547	566	541	586	565	552	610	710	662	691	684
<b>Billings</b>	542	539	580	519	599	565	561	532	635	636	659	585

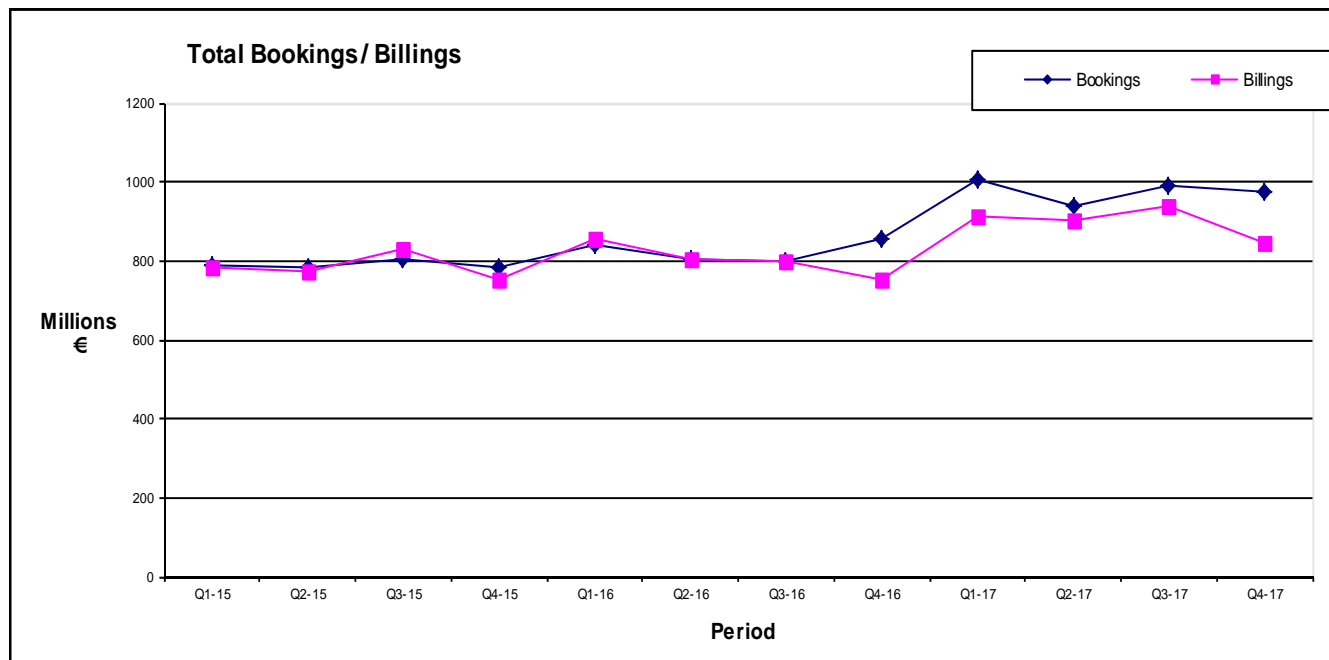


	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17
<b>Bookings</b>	109	109	114	112	117	118	114	114	131	126	139	134
<b>Billings</b>	111	109	114	109	114	115	110	103	123	120	126	119

**GERMANY**



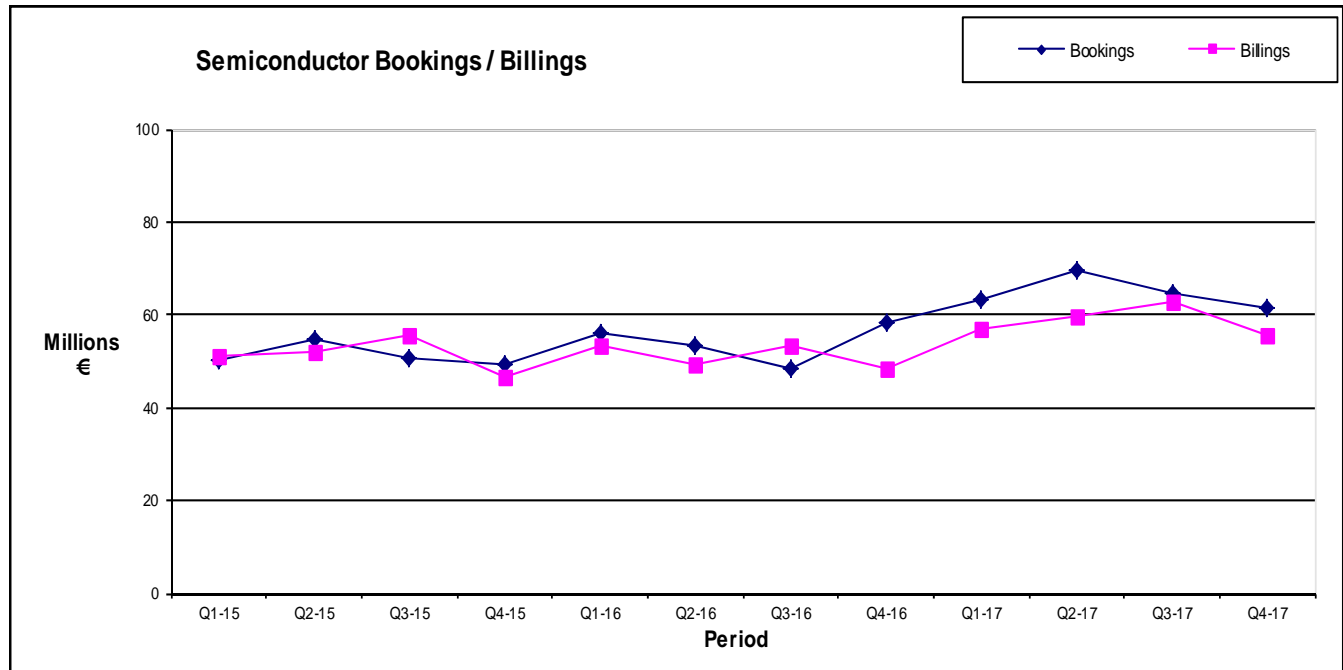
	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17
<b>Bookings</b>	134	128	125	131	137	121	132	130	164	150	159	159
<b>Billings</b>	129	125	138	125	141	126	126	117	157	148	152	141



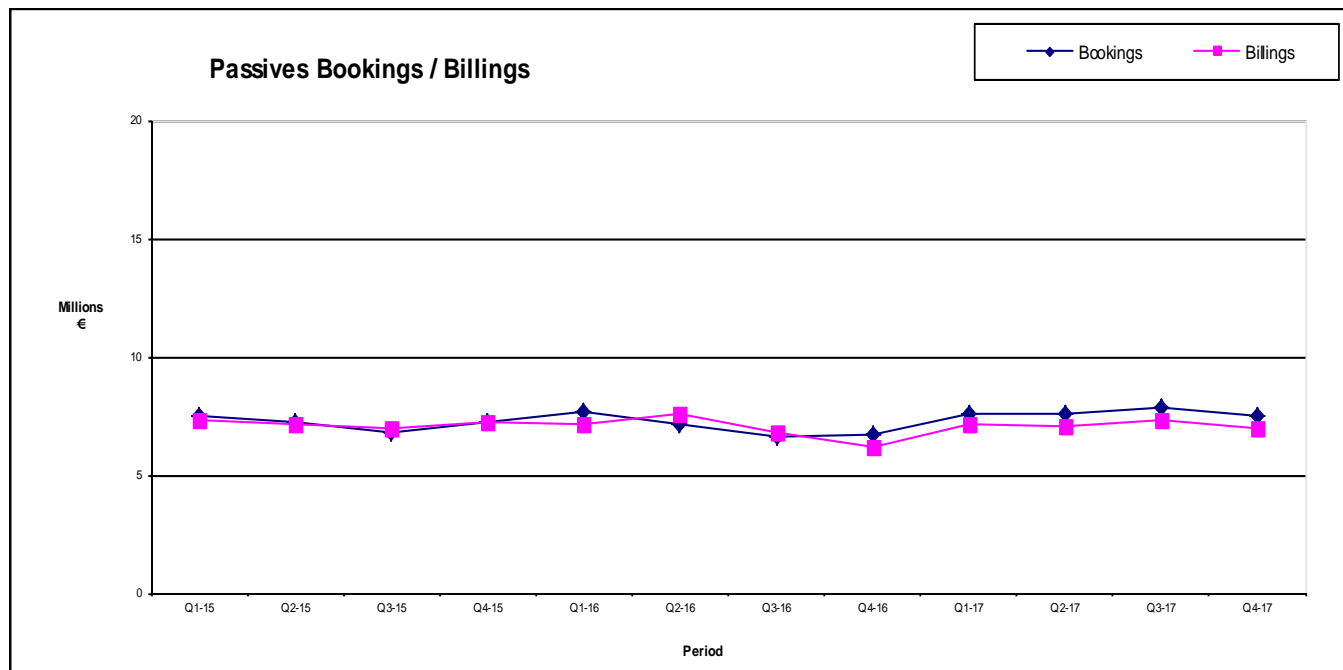
	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17
<b>Bookings</b>	788	783	805	784	840	804	798	854	1005	938	989	976
<b>Billings</b>	783	773	832	753	854	805	797	752	914	904	937	845



SWITZERLAND

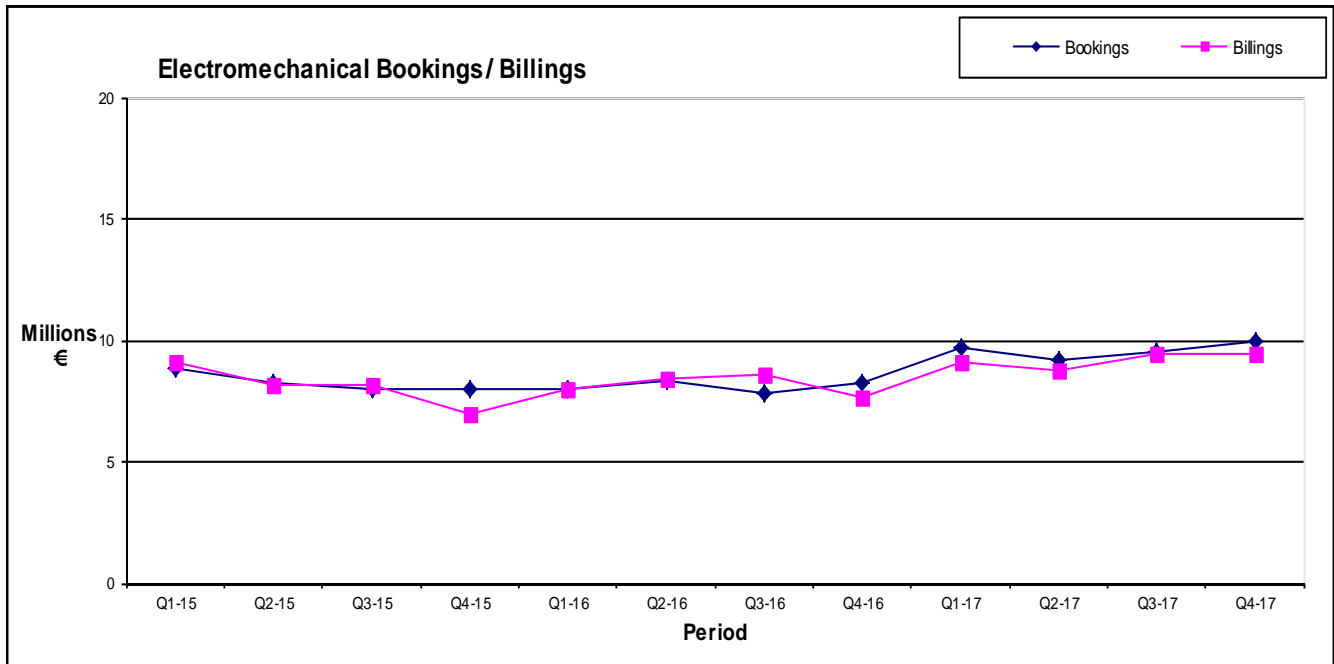


	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17
Bookings	50	55	51	50	56	53	48	58	63	69	64	62
Billings	51	52	55	47	53	49	53	49	57	60	63	56

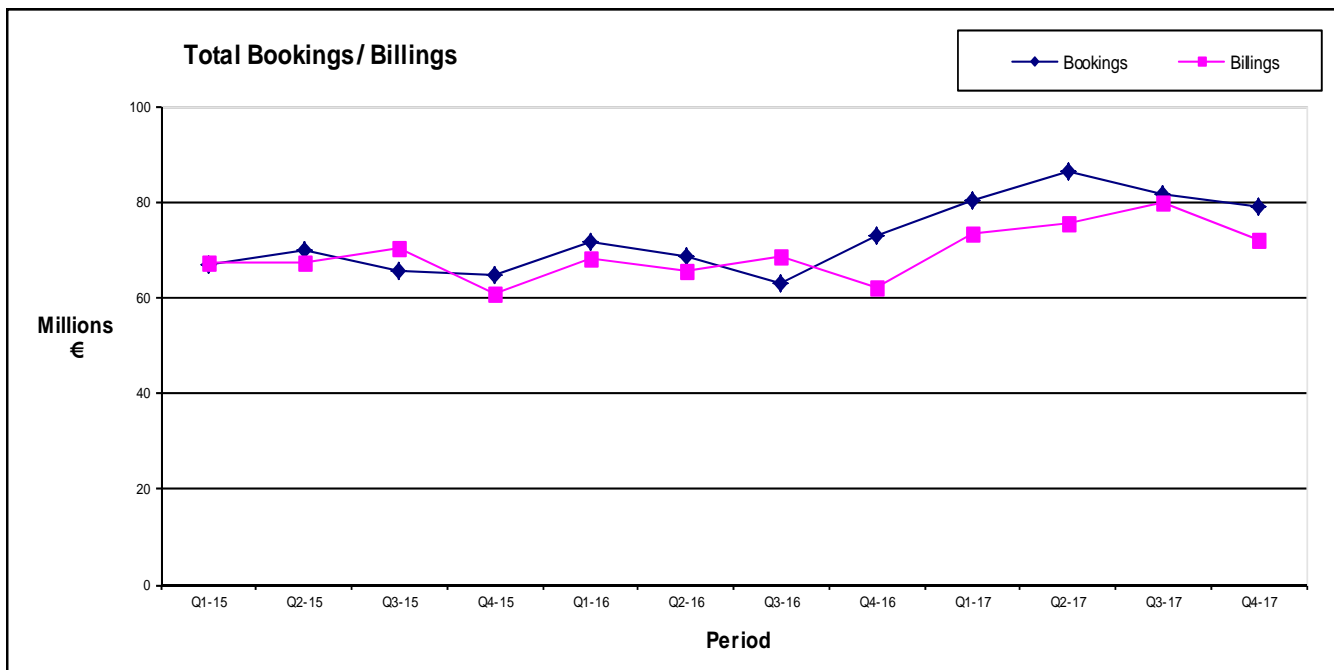


	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17
Bookings	7	7	7	7	8	7	7	7	8	8	8	7
Billings	7	7	7	7	7	8	7	6	7	7	7	7

**SWITZERLAND**

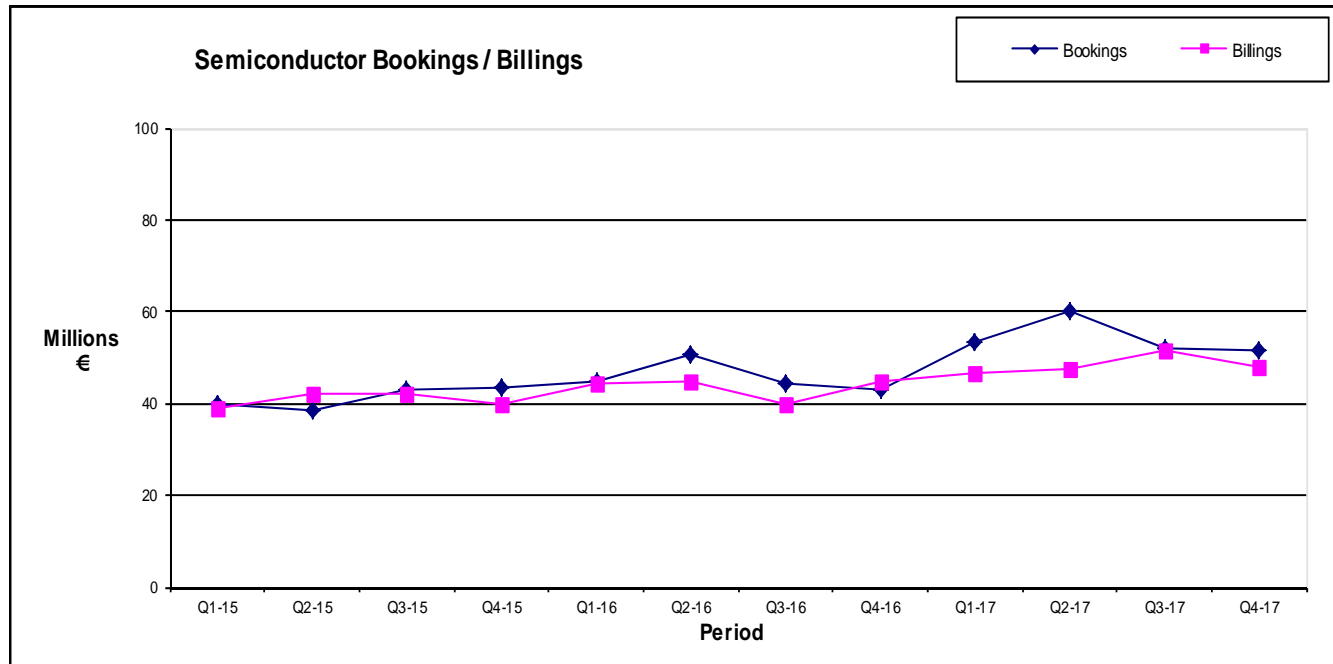


	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17
<b>Bookings</b>	9	8	8	8	8	8	8	8	10	9	10	10
<b>Billings</b>	9	8	8	7	8	8	9	8	9	9	9	9

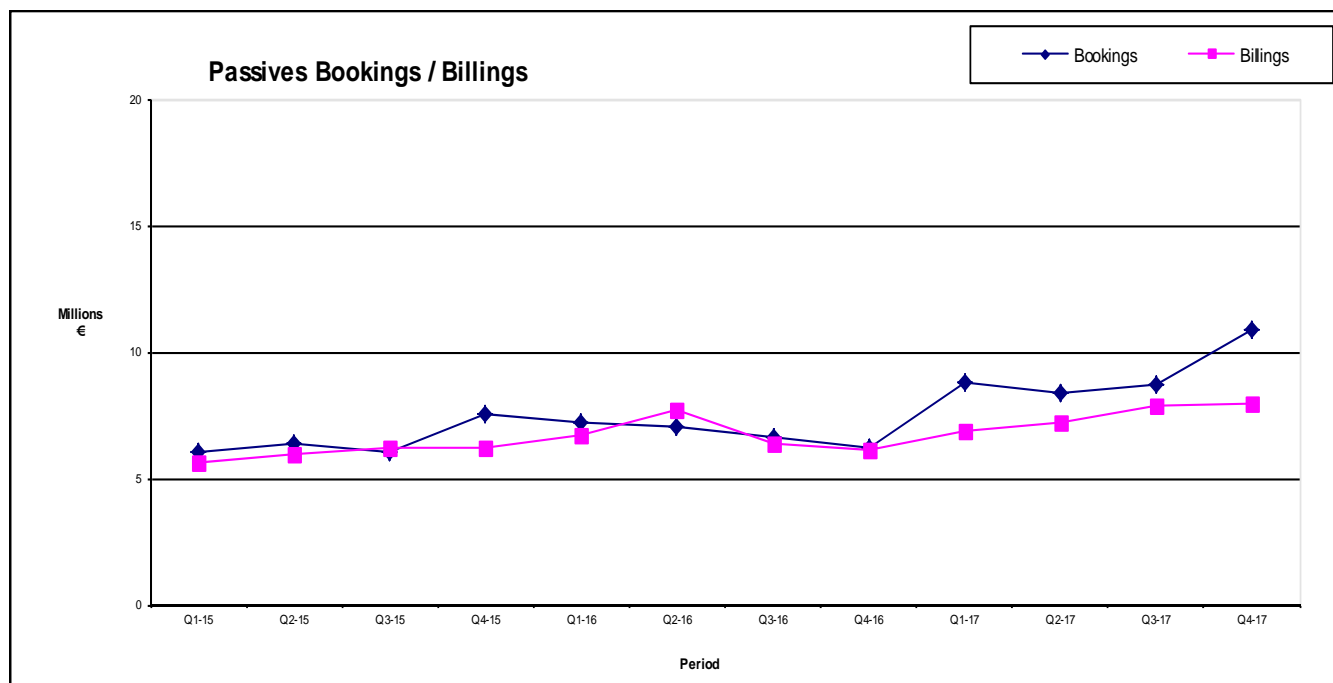


	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17
<b>Bookings</b>	67	70	66	65	72	69	63	73	81	86	82	79
<b>Billings</b>	68	68	71	61	68	66	69	62	73	76	80	72

AUSTRIA

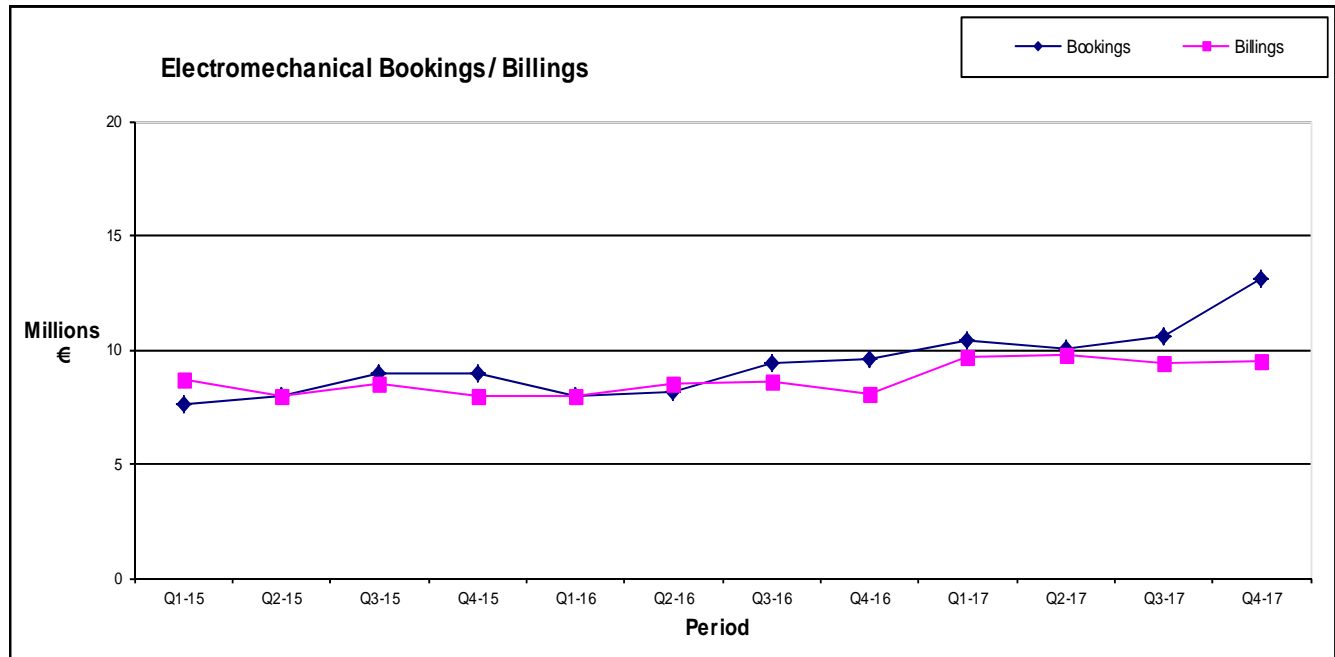


	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17
<b>Bookings</b>	40	39	43	44	45	51	44	43	54	60	52	52
<b>Billings</b>	39	42	42	40	44	45	40	45	47	47	52	48

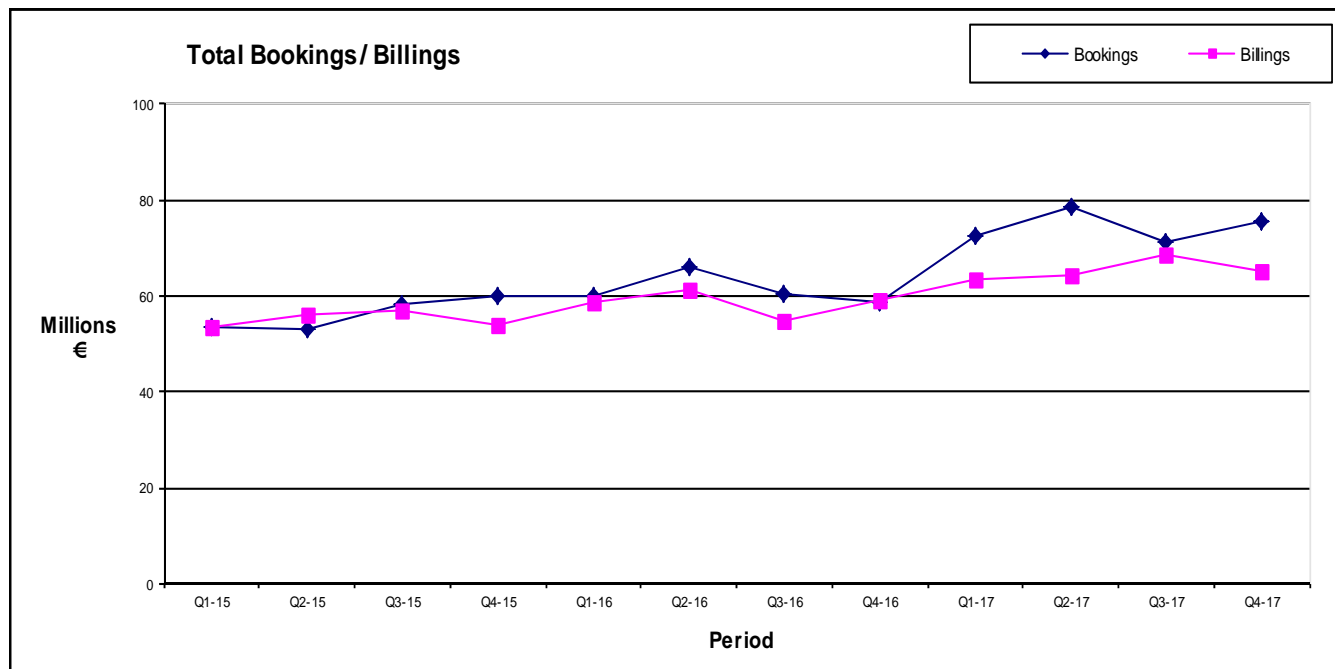


	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17
<b>Bookings</b>	6	6	6	8	7	7	7	6	9	8	9	11
<b>Billings</b>	6	6	6	6	7	8	6	6	7	7	8	8

**AUSTRIA**

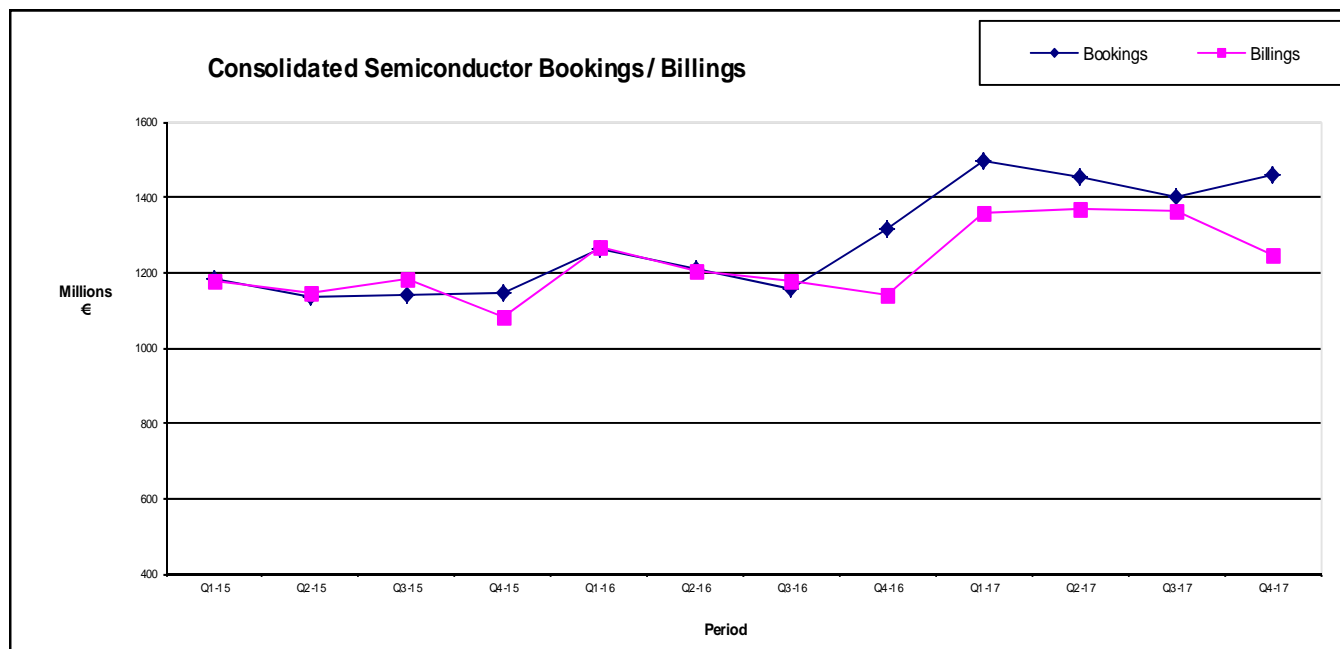


	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17
<b>Bookings</b>	8	8	9	9	8	8	9	10	10	10	11	13
<b>Billings</b>	9	8	8	8	8	9	9	8	10	10	9	9

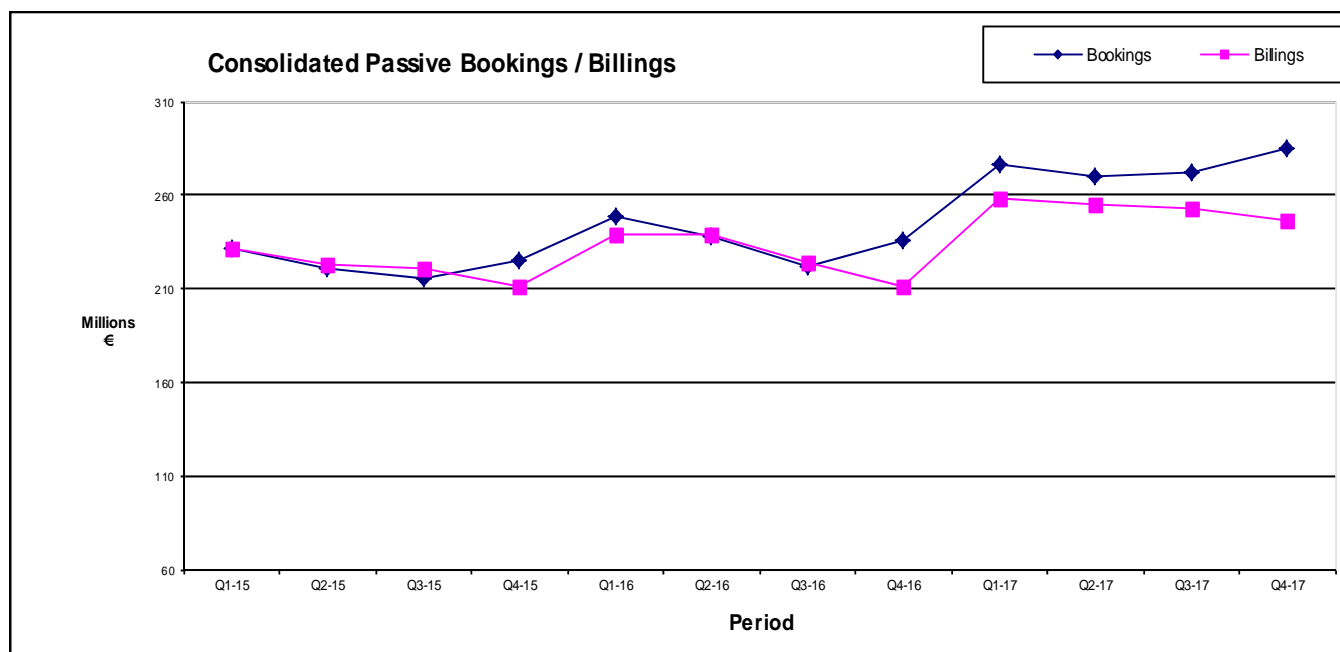


	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17
<b>Bookings</b>	53	53	58	60	60	66	60	59	73	78	71	76
<b>Billings</b>	53	56	57	54	59	61	55	59	63	64	69	65

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

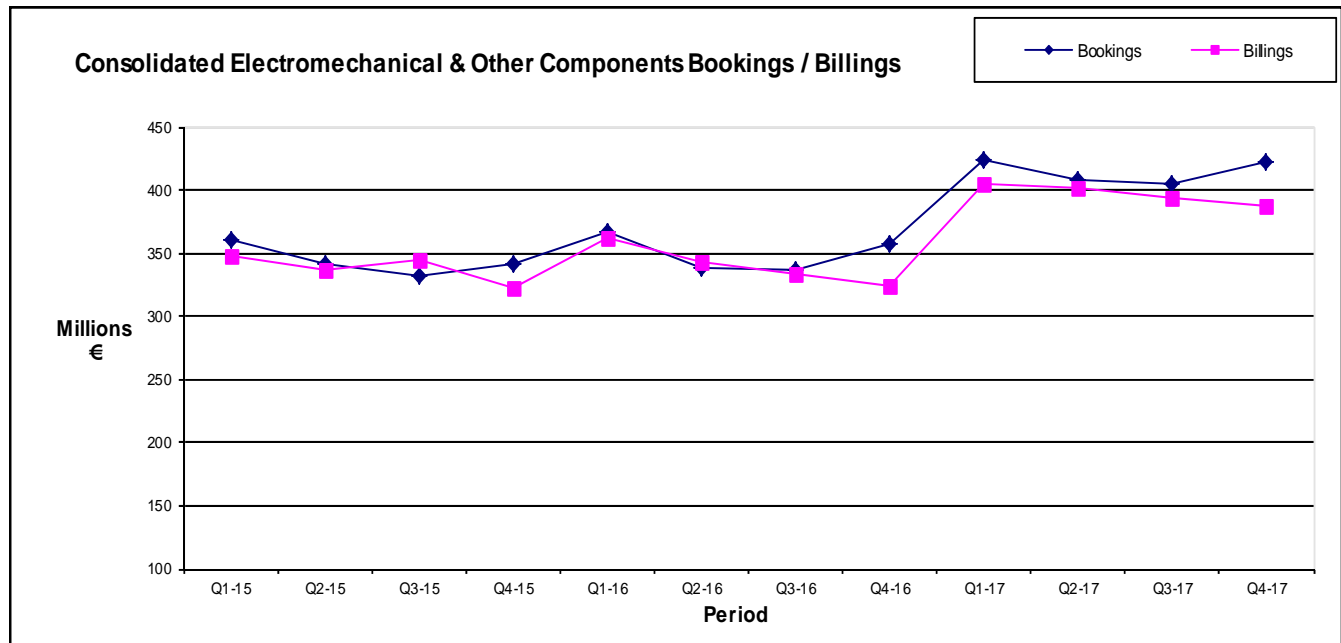


	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17
<b>Bookings</b>	1185	1134	1140	1149	1265	1209	1159	1314	1494	1455	1404	1461
<b>Billings</b>	1180	1145	1182	1083	1269	1205	1176	1142	1359	1367	1363	1245

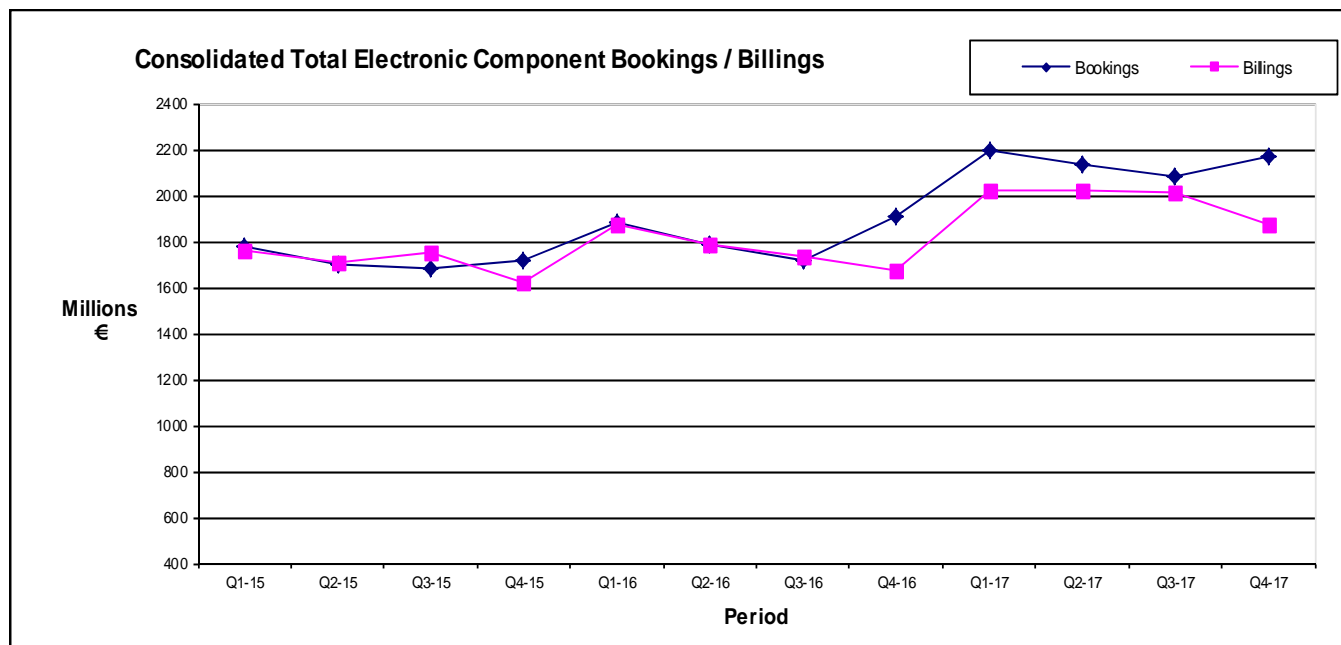


	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17
<b>Bookings</b>	232	221	216	225	248	238	222	236	276	270	272	285
<b>Billings</b>	232	223	221	212	238	239	224	211	259	255	253	246

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

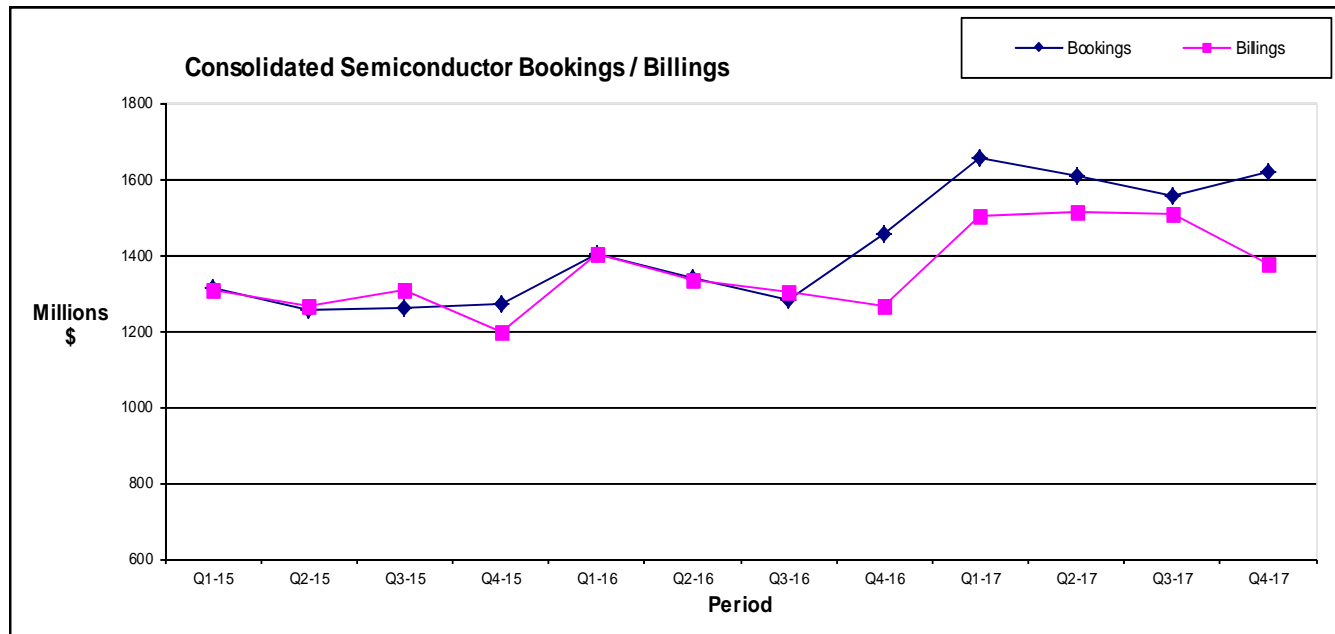


	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17
<b>Bookings</b>	360	342	331	341	367	338	337	358	424	408	405	422
<b>Billings</b>	348	336	345	323	363	343	334	324	405	402	394	387

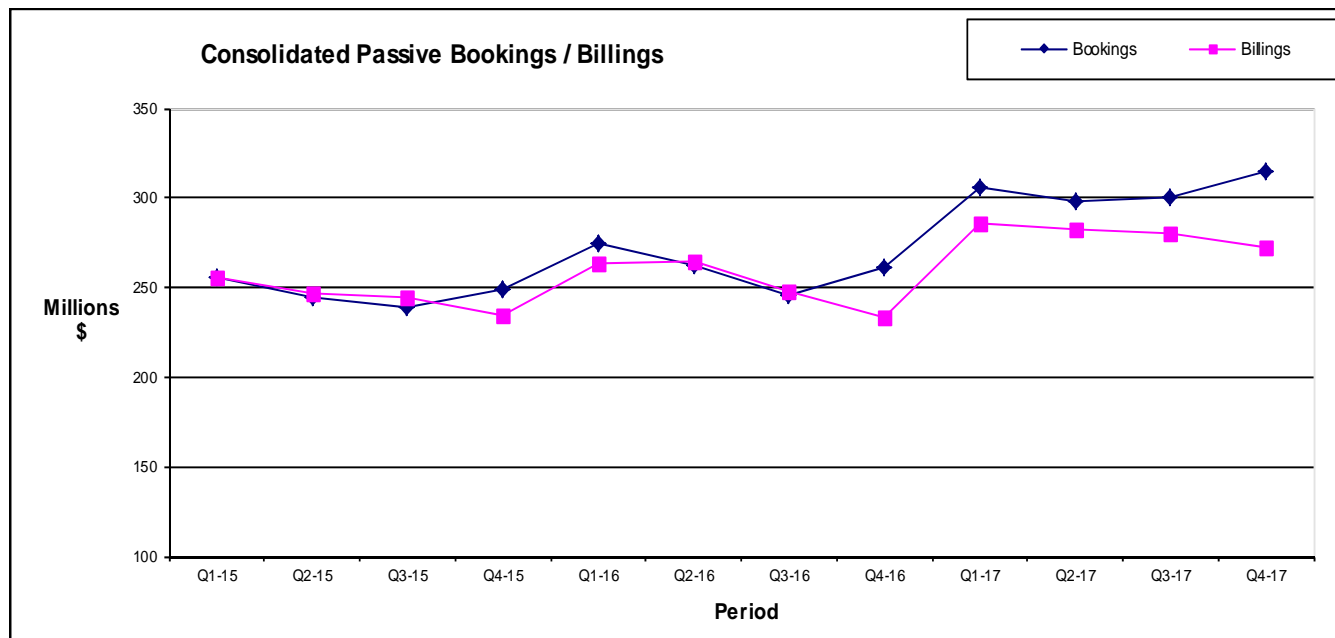


	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17
<b>Bookings</b>	1776	1697	1686	1715	1881	1784	1718	1908	2195	2132	2081	2168
<b>Billings</b>	1759	1705	1749	1618	1870	1787	1734	1677	2023	2024	2010	1878

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



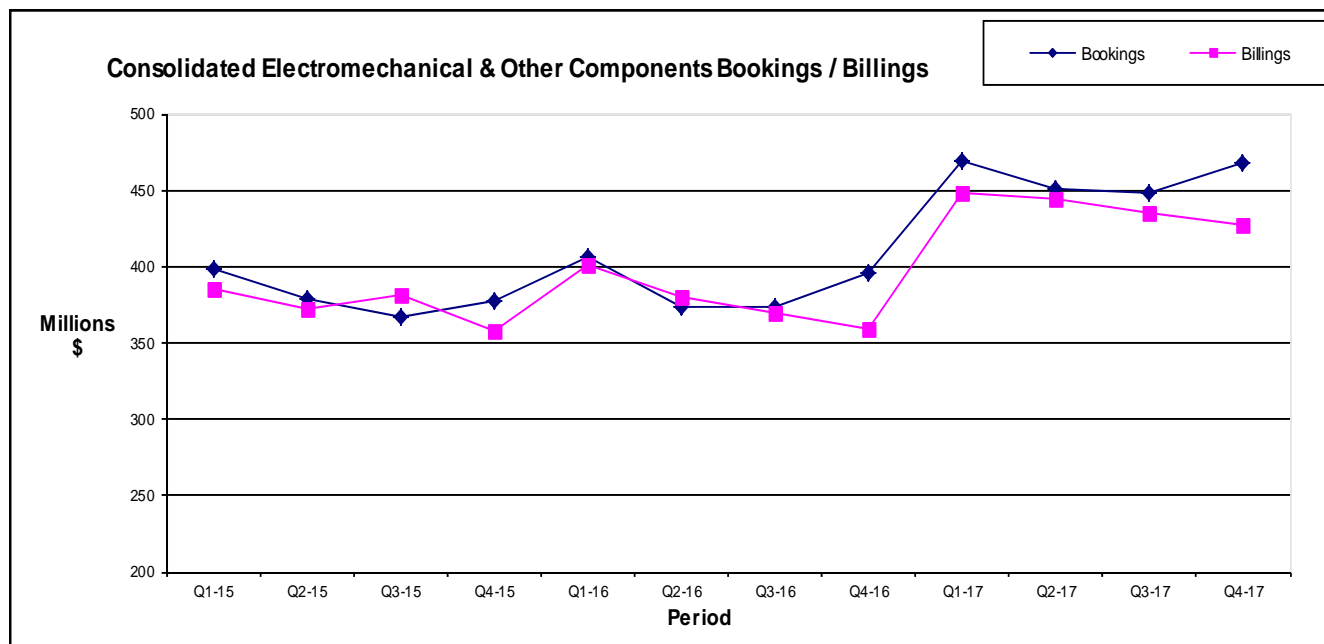
	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17
<b>Bookings</b>	1311	1255	1261	1271	1400	1338	1282	1455	1654	1610	1553	1617
<b>Billings</b>	1306	1268	1309	1199	1404	1334	1302	1264	1504	1513	1509	1378



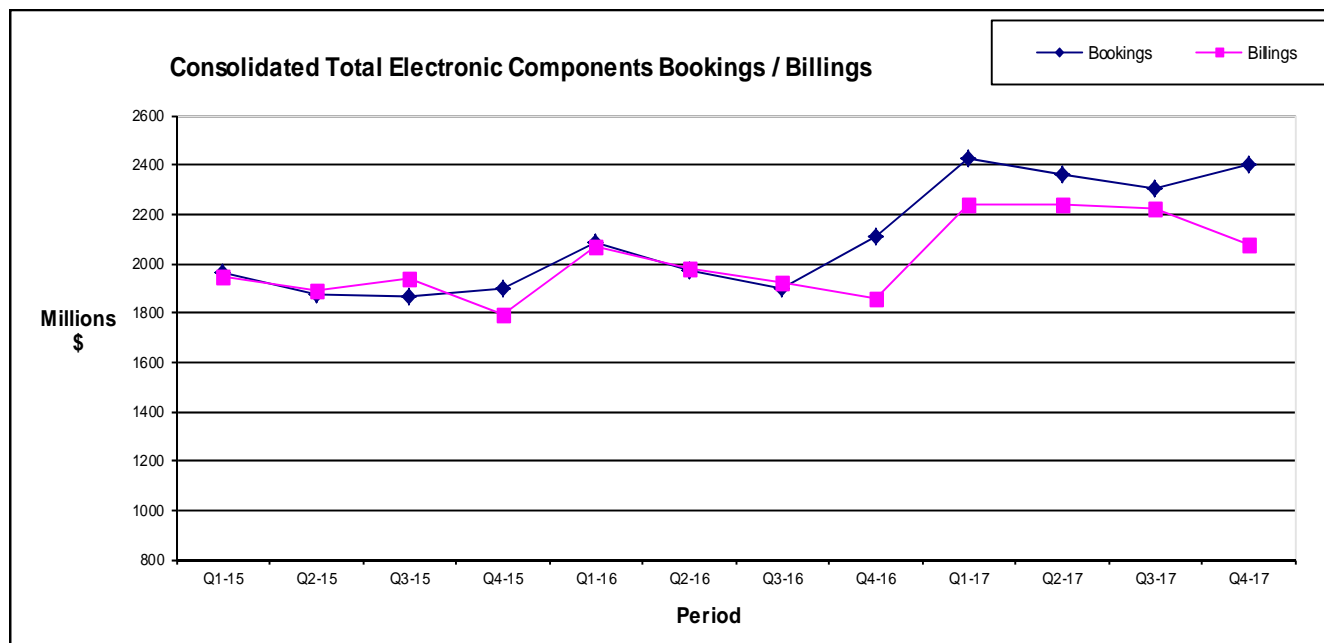
	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17
<b>Bookings</b>	256	244	239	249	275	263	245	261	306	298	301	315
<b>Billings</b>	256	247	245	234	264	264	248	234	286	283	280	272



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



	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17
<b>Bookings</b>	399	379	367	378	407	374	373	396	470	451	448	467
<b>Billings</b>	385	372	382	358	402	380	369	359	449	445	436	428



	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17
<b>Bookings</b>	1966	1878	1867	1898	2082	1975	1901	2112	2429	2360	2303	2399
<b>Billings</b>	1947	1887	1935	1790	2070	1978	1919	1856	2239	2240	2225	2078