



QUARTERLY TREND STATISTICS

Q4-2018

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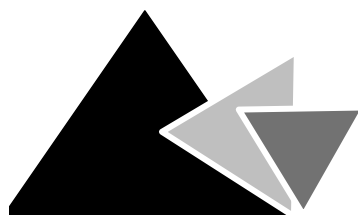
International
Distribution of
Electronics
Association



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



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

PERIOD: Q4 – 2018 ISSUED: 11th February 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.

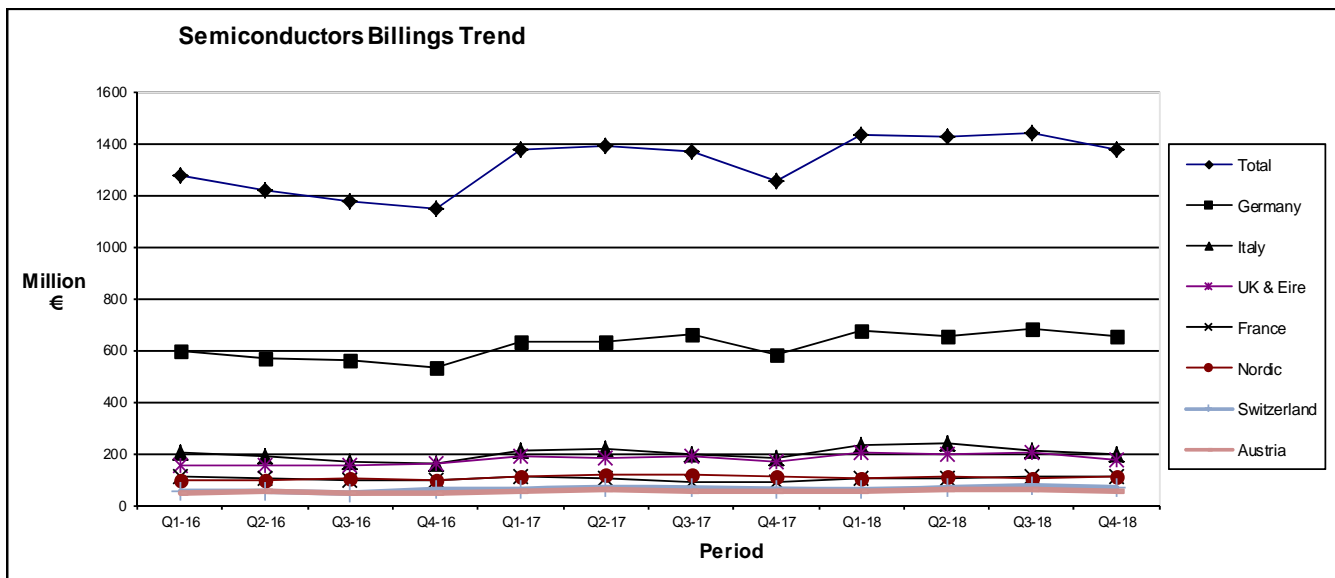
The consolidation has been carried out by *ecsn* (afdec) in the UK and any queries should be addressed to:-

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

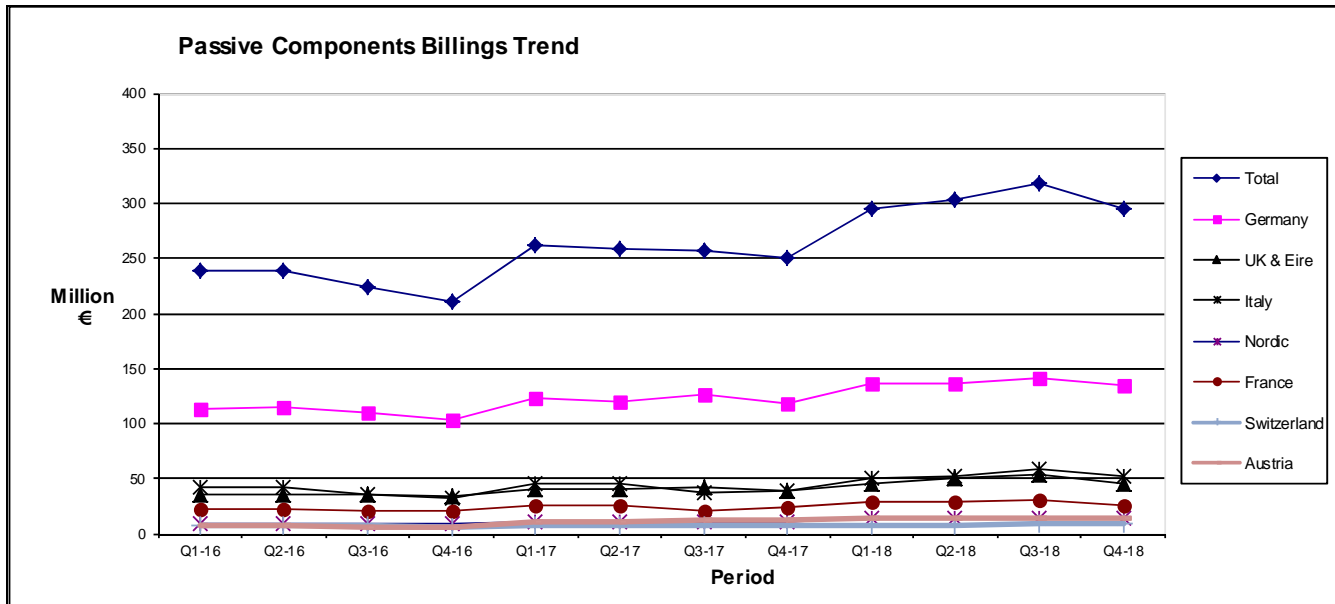
The trend statistics include data compiled by SPDEI (France), ASSODEL (Italy), *ecsn* (UK/Eire & NORDIC) and FBDI (Germany). The numbers shown represent the **actual** sales by member companies so reflect an accurate trend. It should be noted that revisions have been made to the UK, Nordic and Italian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

COUNTRY	Association	Approx. DTAM 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	€62 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).

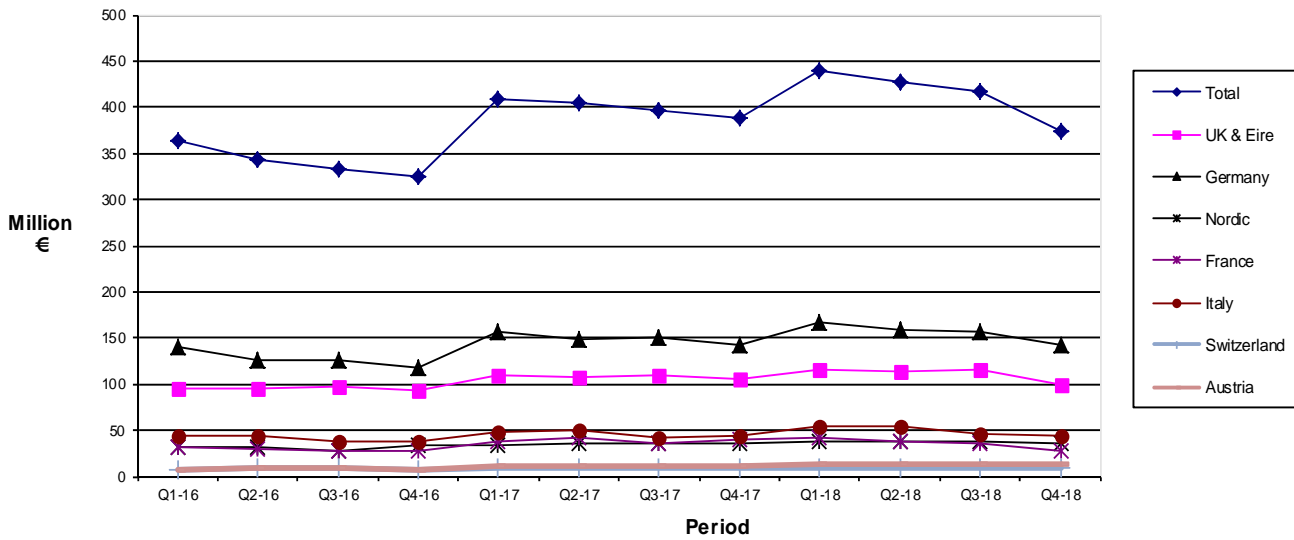


Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18
1089	1273	1215	1176	1150	1372	1389	1365	1253	1435	1424	1439	1374
519	599	565	561	532	635	636	659	585	676	653	682	652
162	207	191	167	161	213	221	195	184	229	239	208	198
132	154	153	157	160	186	182	187	170	206	195	205	178
93	113	105	98	97	113	102	92	91	104	104	109	114
90	98	96	101	98	109	120	116	111	104	108	101	110
50	56	53	48	58	63	69	64	62	62	67	75	68
44	45	51	44	43	54	60	52	52	55	58	59	54



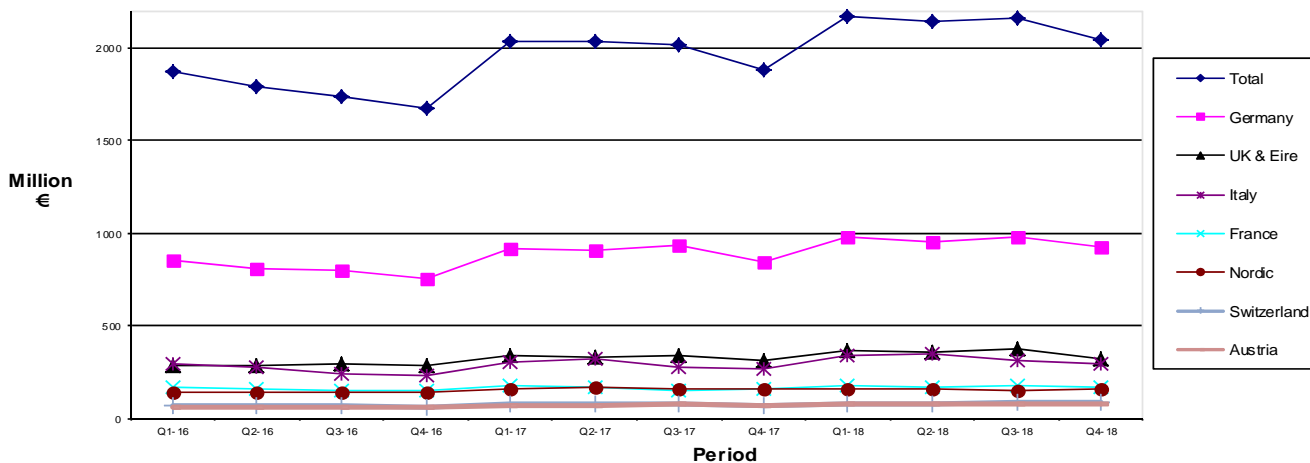
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212	238	239	224	211	262	259	257	250	296	304	319	295
109	114	115	110	103	123	120	126	119	136	136	141	135
32	36	35	36	34	40	40	42	39	45	50	54	46
31	42	41	35	32	45	45	38	38	51	52	58	52
9	10	9	9	9	10	11	11	12	13	14	13	14
17	23	23	21	20	26	25	21	23	29	29	30	26
7	7	8	7	6	7	7	7	7	8	8	8	9
6	7	8	6	6	11	11	12	12	13	14	14	14

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	Q4-18
323	363	343	334	324	408	404	396	389	441	428	417	374
87	96	95	97	94	110	108	110	105	116	114	117	100
125	141	126	126	117	157	148	152	141	167	158	157	142
28	33	31	29	33	35	36	35	36	38	39	37	37
30	32	30	27	28	38	41	37	41	41	38	36	27
38	45	44	38	37	48	51	42	44	55	55	47	45
7	8	8	9	8	9	9	9	9	10	10	10	10
8	8	9	9	8	12	12	11	12	14	14	13	13

Total Electronic Components Billings Trend

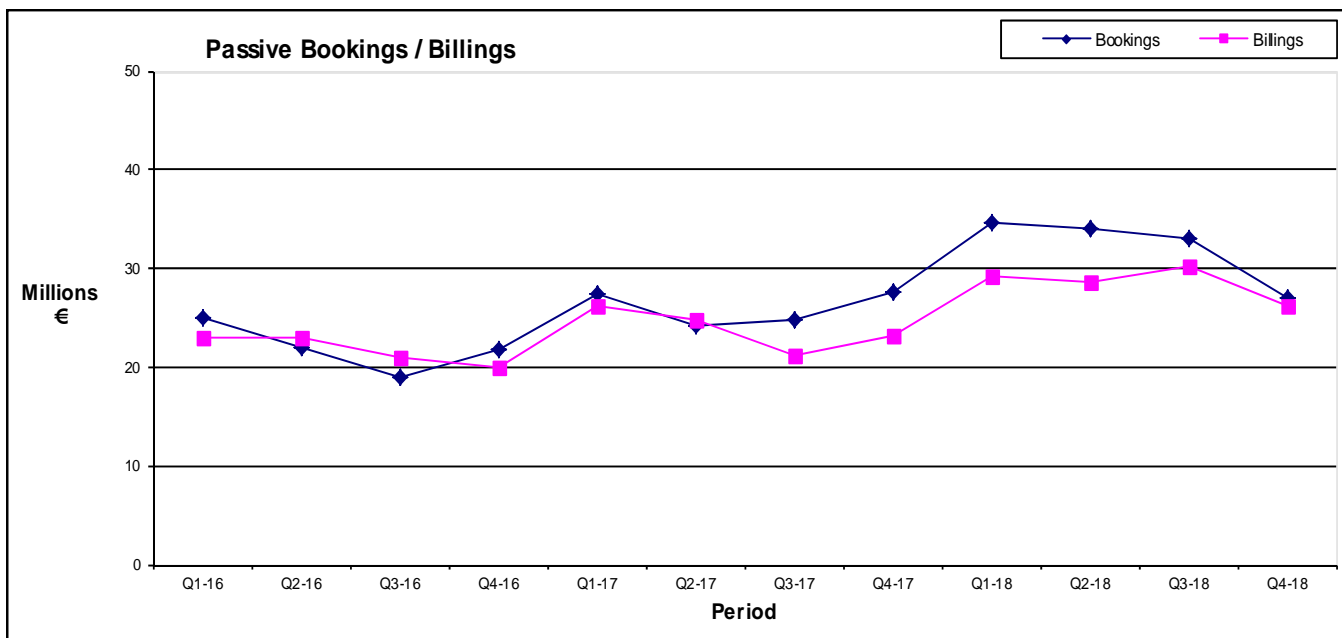


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1618	1870	1787	1734	1677	2030	2030	2016	1883	2170	2142	2158	2039
753	854	805	797	752	914	904	937	845	978	947	980	928
252	286	284	289	288	336	329	339	314	367	359	375	324
231	294	277	240	231	306	316	274	266	334	346	313	294
140	168	158	146	145	177	168	150	155	175	171	176	168
127	140	137	138	140	154	167	161	159	156	161	152	161
61	68	66	69	62	73	76	80	72	80	79	84	84
54	59	61	55	59	70	70	75	71	81	78	78	81

FRANCE

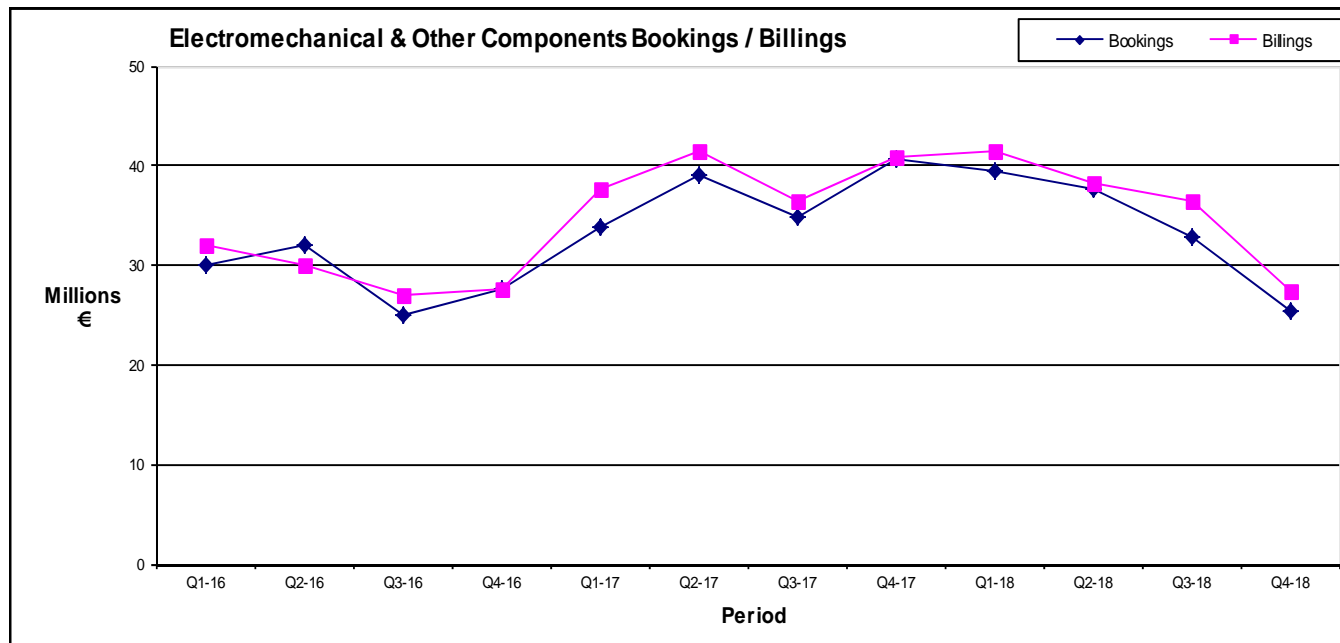


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91	118	110	95	106	120	108	98	105	119	109	99	107
93	113	105	98	97	113	102	92	91	104	104	109	114

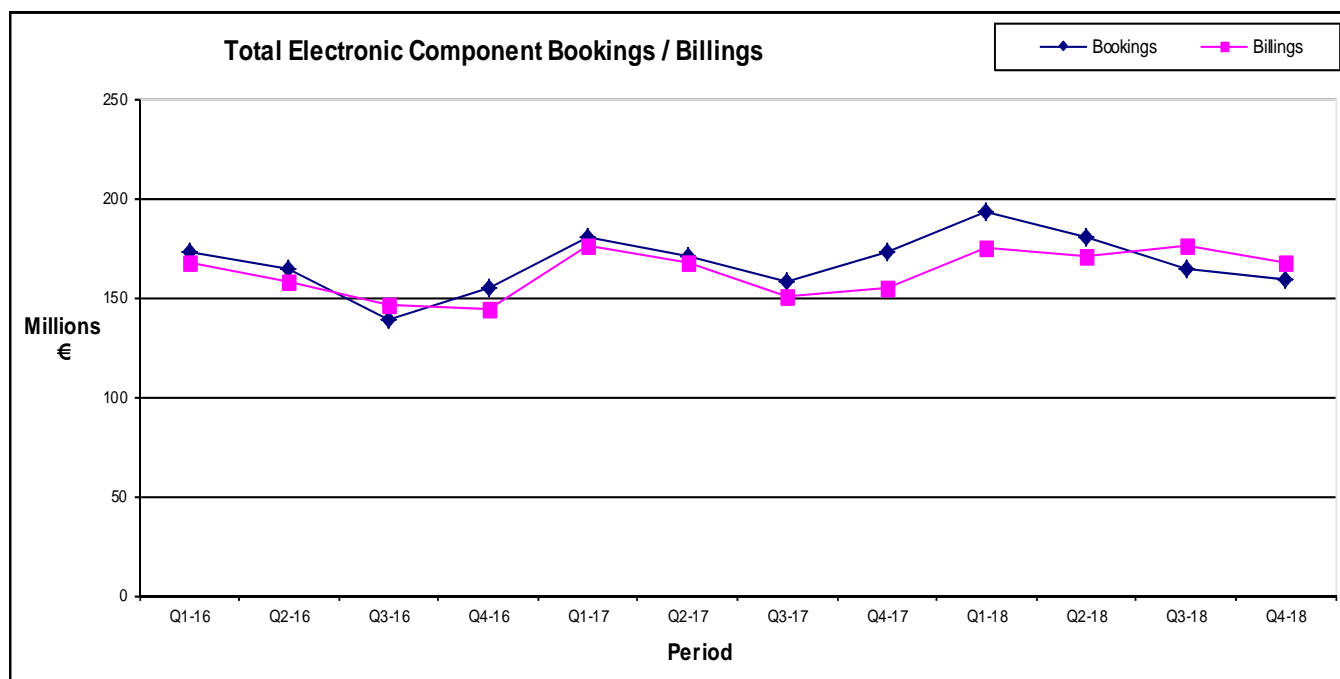


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18	25	22	19	22	27	24	25	28	35	34	33	27
17	23	23	21	20	26	25	21	23	29	29	30	26

FRANCE

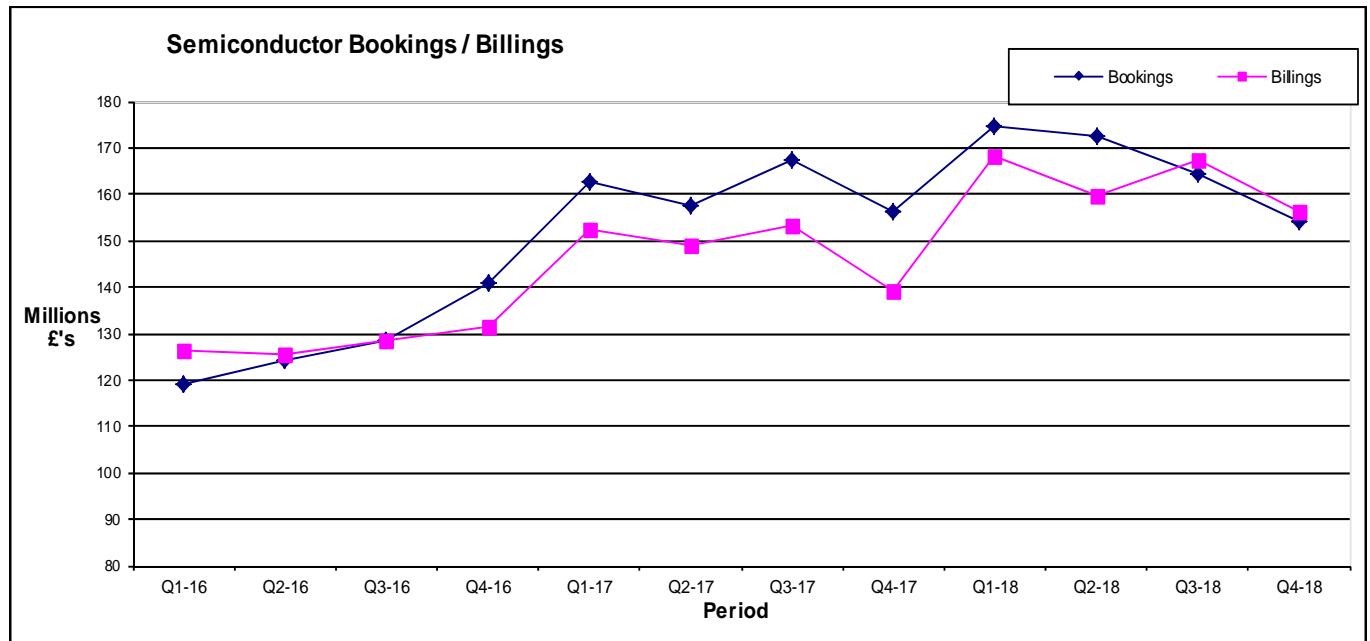


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27	30	32	25	28	34	39	35	41	39	38	33	25
30	32	30	27	28	38	41	37	41	41	38	36	27

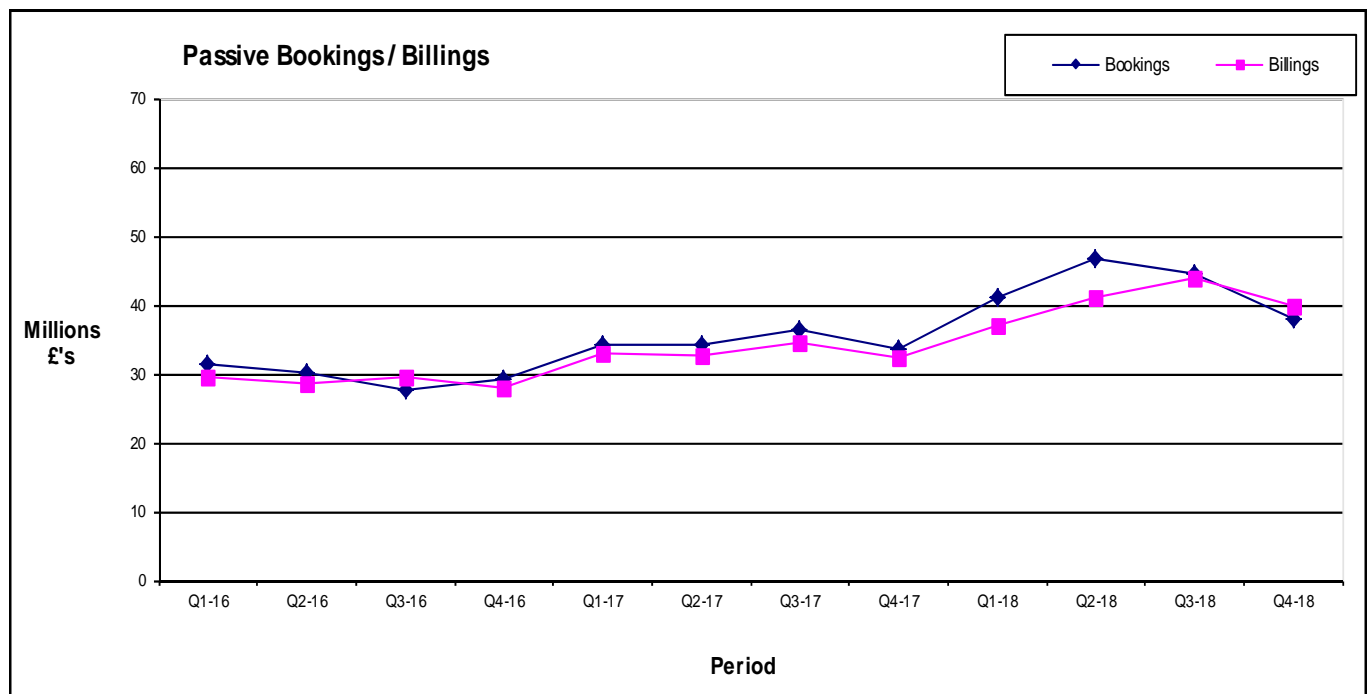


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136	173	164	139	155	181	171	158	173	193	181	165	159
140	168	158	146	145	177	168	150	155	175	171	176	168

UK & Eire

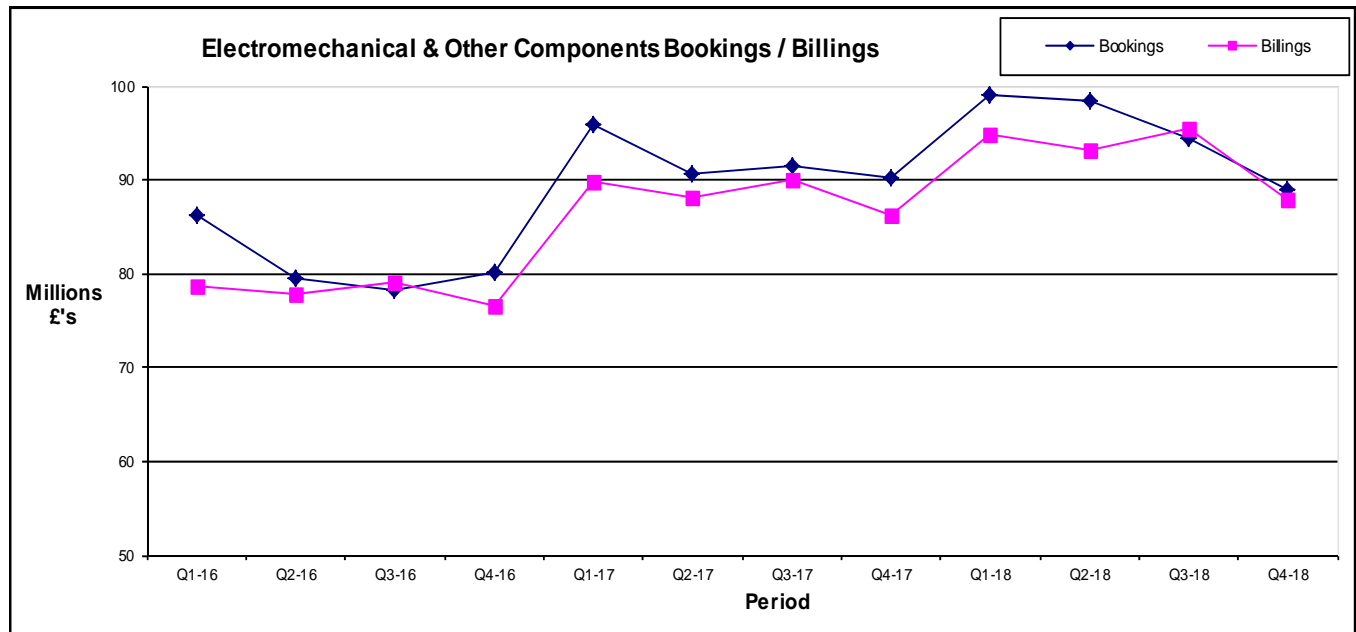


Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18
114	119	124	128	141	163	158	167	156	175	172	164	154
108	126	126	128	131	152	149	153	139	168	160	168	156

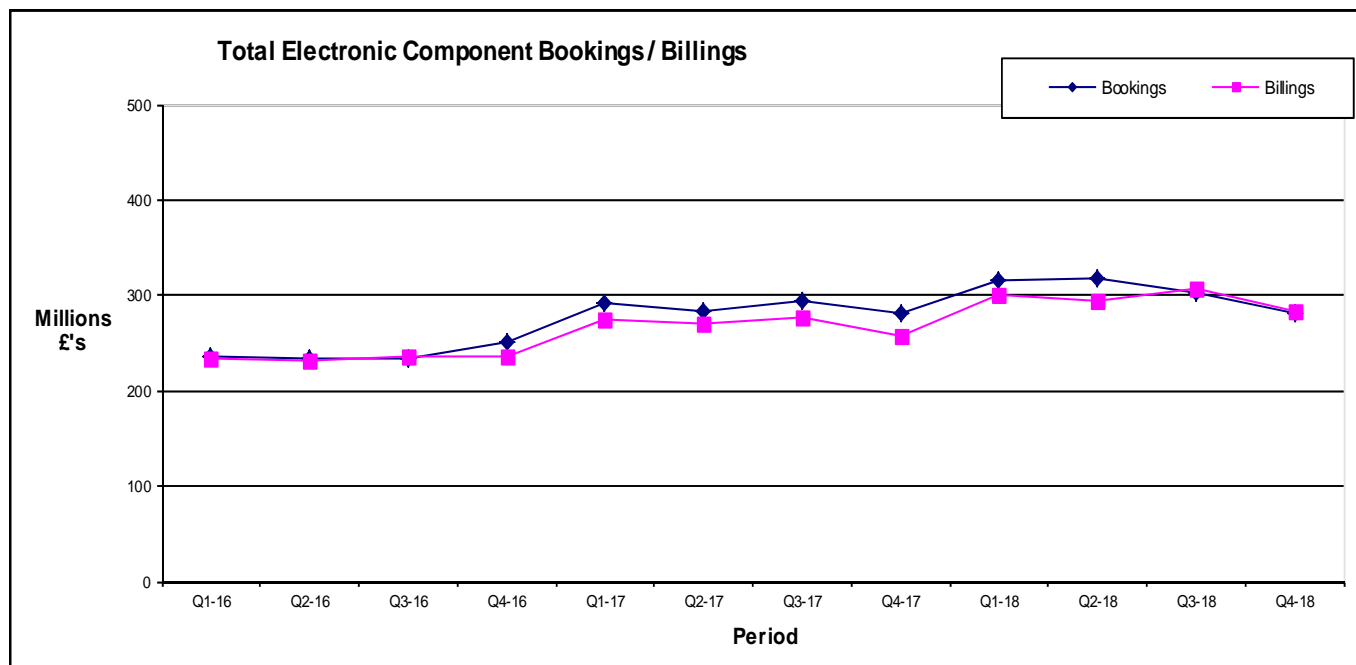


Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18
27	31	30	28	29	34	34	36	34	41	47	45	38
26	29	29	29	28	33	33	35	32	37	41	44	40

UK & Eire

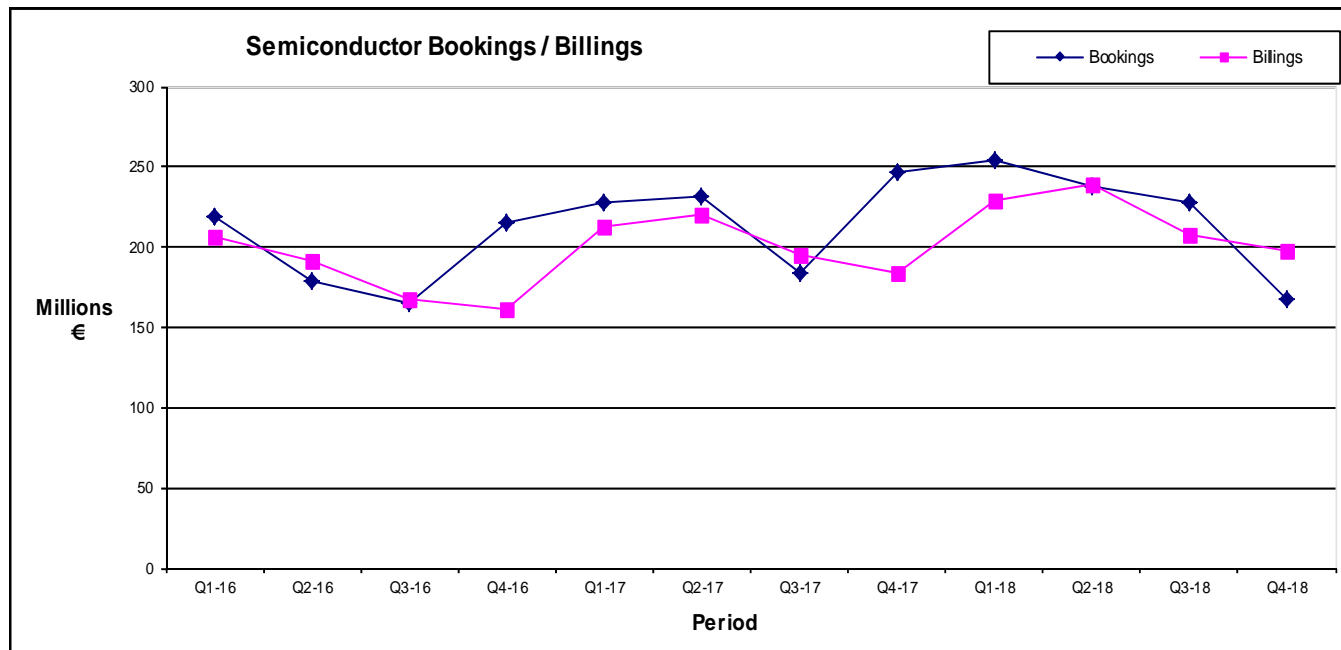


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74	86	79	78	80	96	91	91	90	99	98	94	89
71	79	78	79	77	90	88	90	86	95	93	96	88



Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18
214	237	234	234	250	293	283	295	280	315	318	304	281
206	235	232	237	236	275	270	278	257	300	294	307	284

ITALY

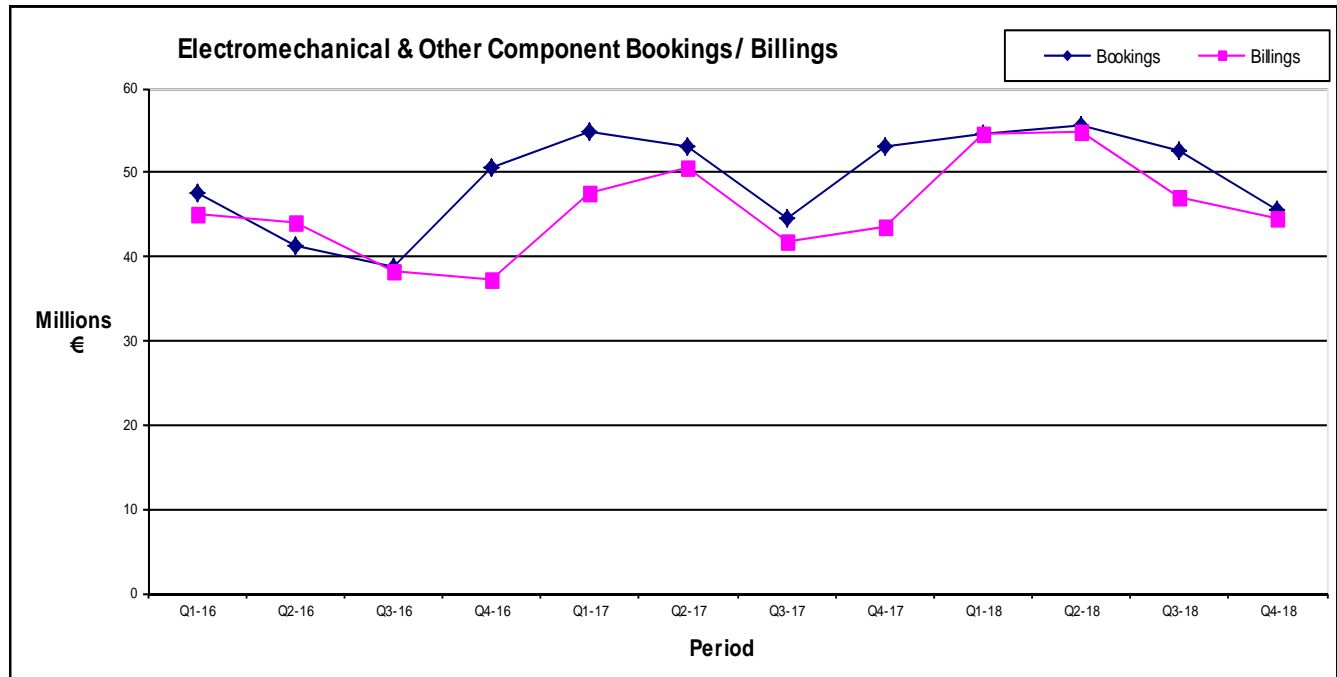


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190	219	179	165	215	227	232	184	247	255	237	227	167
162	207	191	167	161	213	221	195	184	229	239	208	198

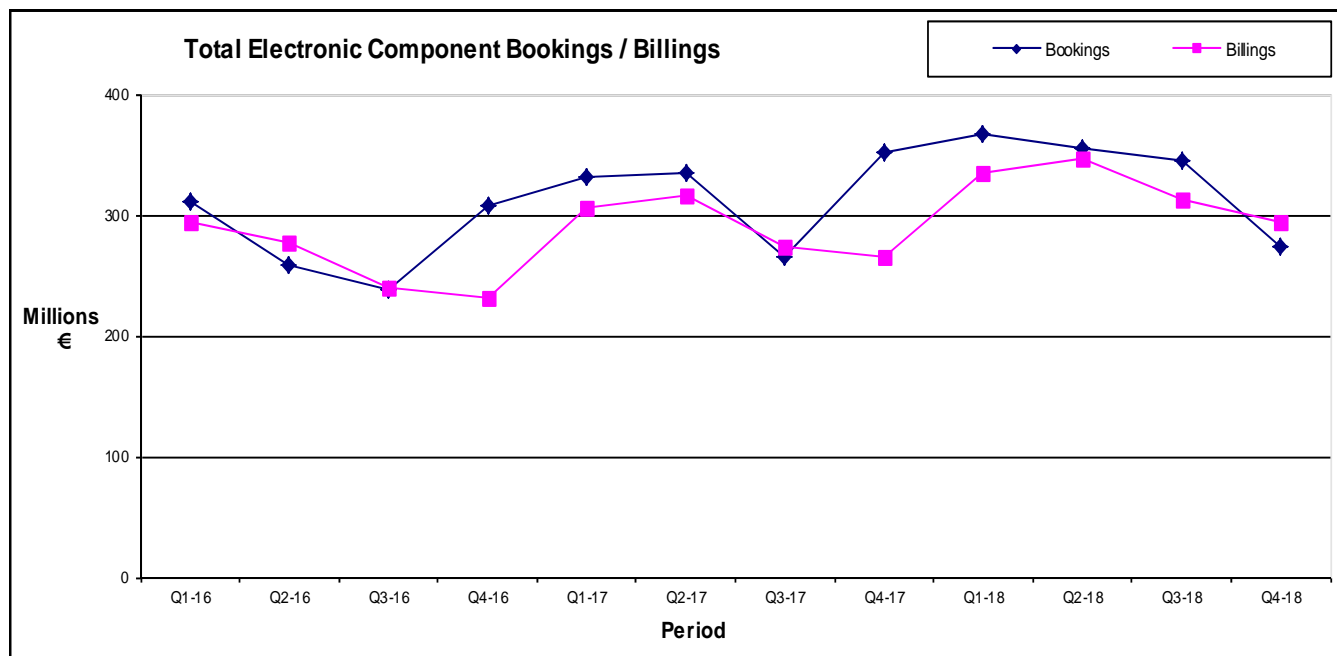


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38	44	38	34	42	49	50	36	51	57	62	66	60
31	42	41	35	32	45	45	38	38	51	52	58	52

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	Q4-18
46	48	41	39	51	55	53	44	53	55	56	52	46
38	45	44	38	37	48	51	42	44	55	55	47	45



Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18
274	311	258	237	308	331	335	265	351	367	355	346	273
231	294	277	240	231	306	316	274	266	334	346	313	294

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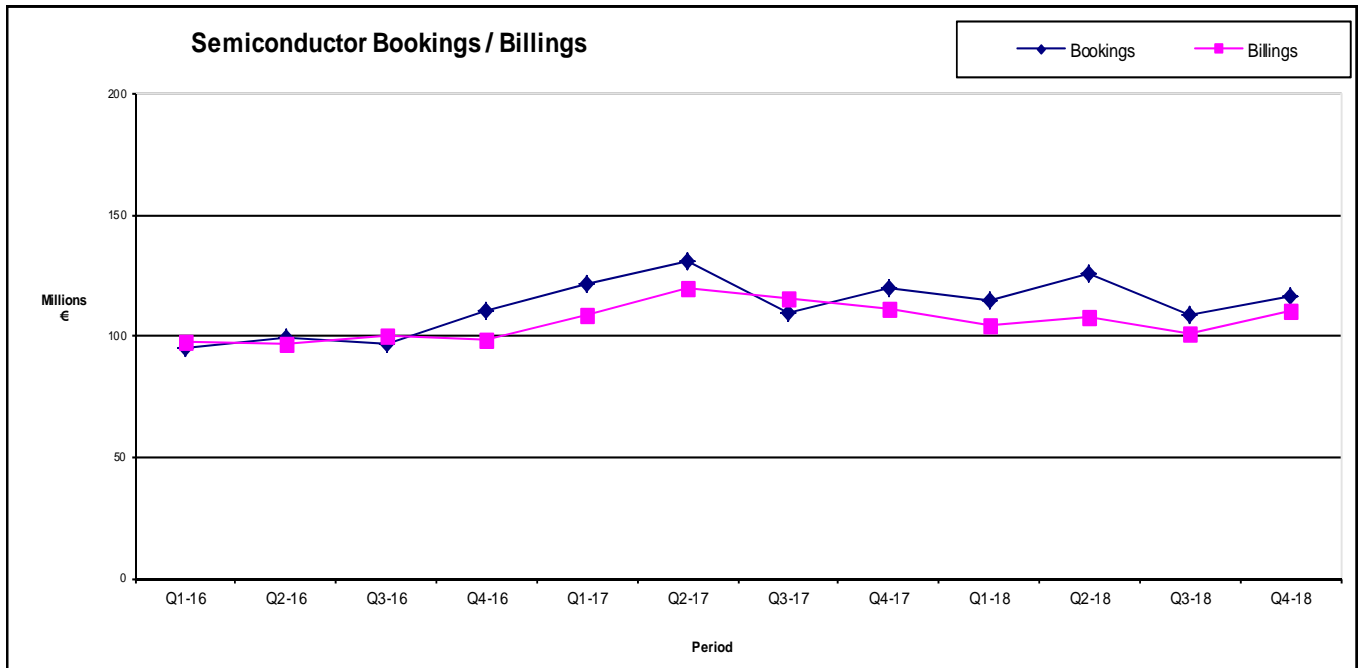


in
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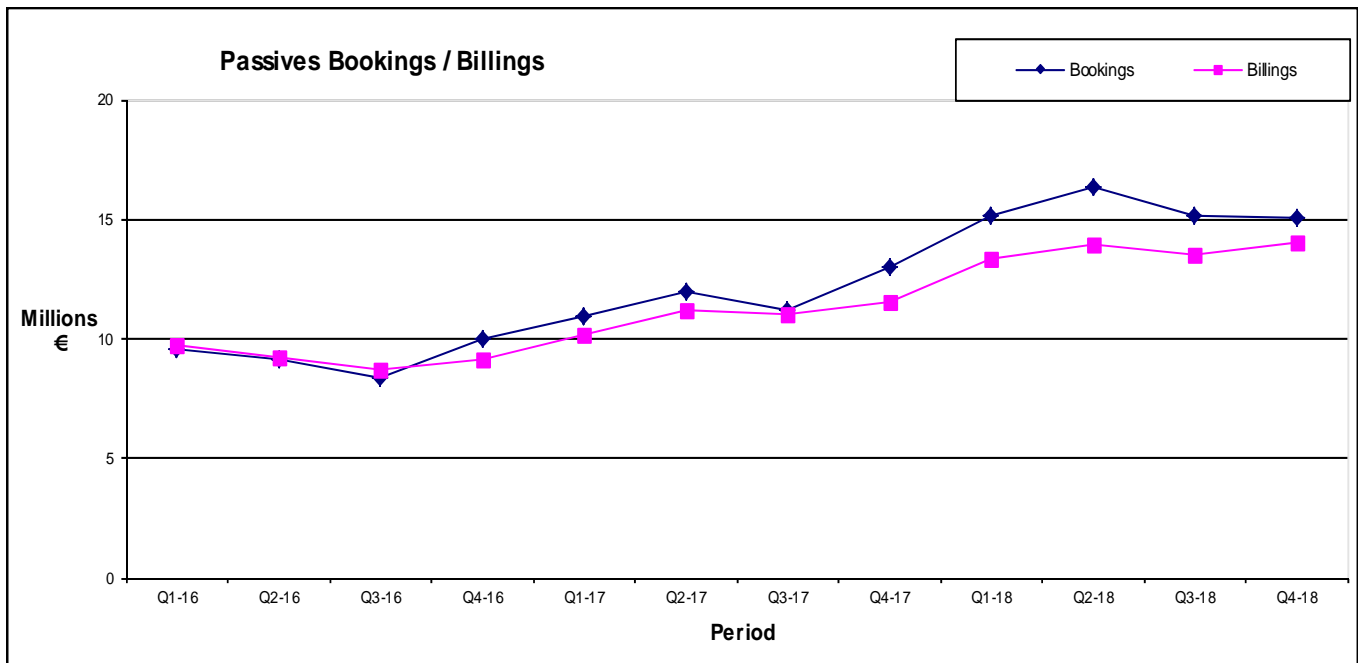
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NORDIC

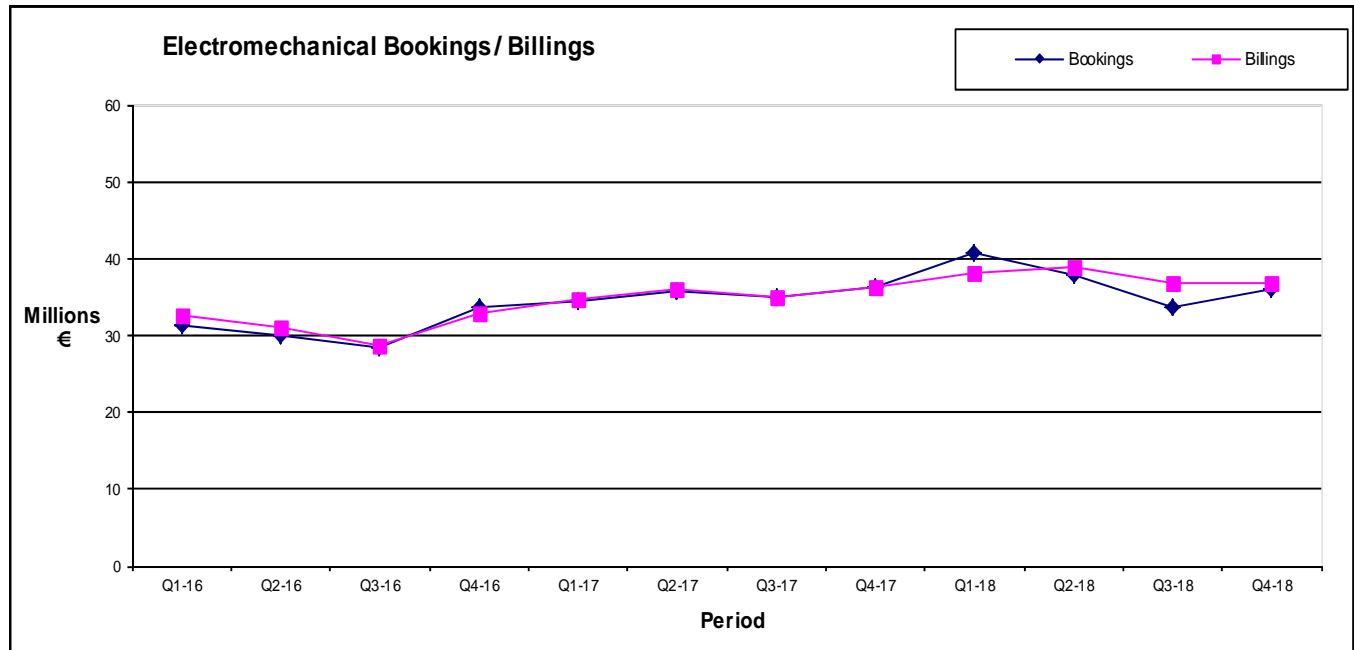


Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18
95	95	99	97	110	122	131	110	120	115	126	108	116
90	98	96	101	98	109	120	116	111	104	108	101	110

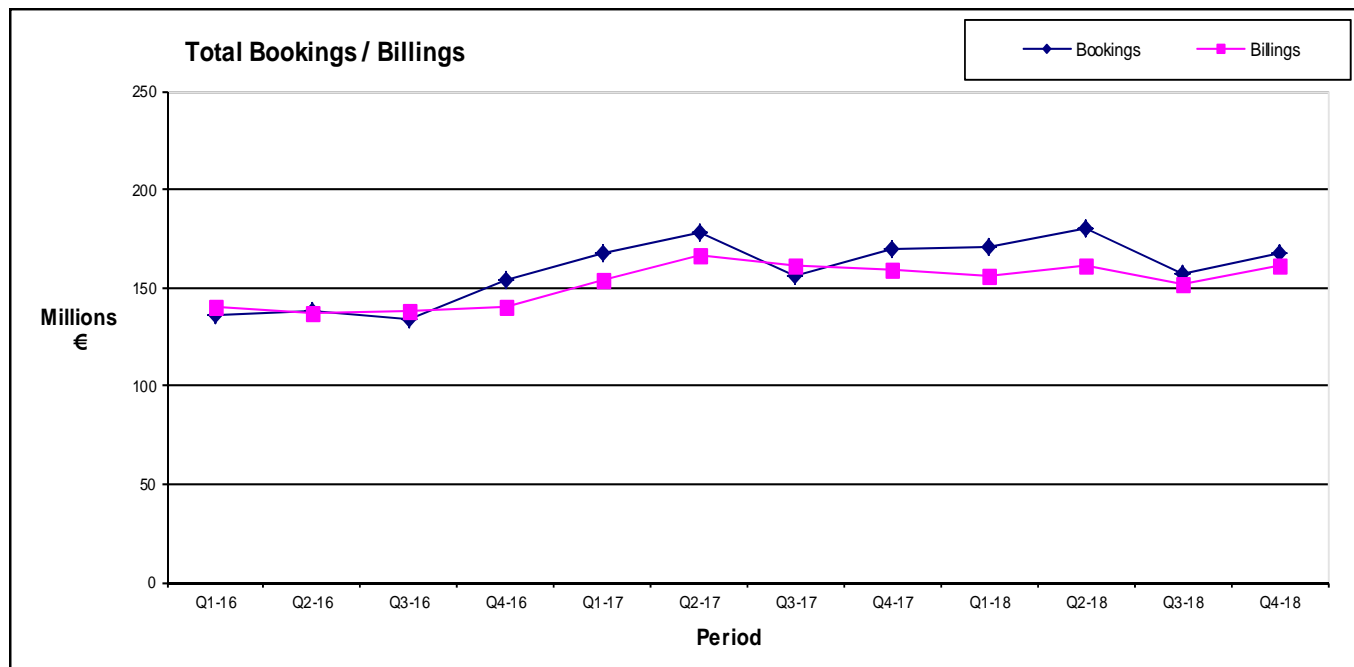


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10	10	9	8	10	11	12	11	13	15	16	15	15
9	10	9	9	9	10	11	11	12	13	14	13	14

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	Q4-18
30	31	30	28	34	35	36	35	36	41	38	34	36
28	33	31	29	33	35	36	35	36	38	39	37	37

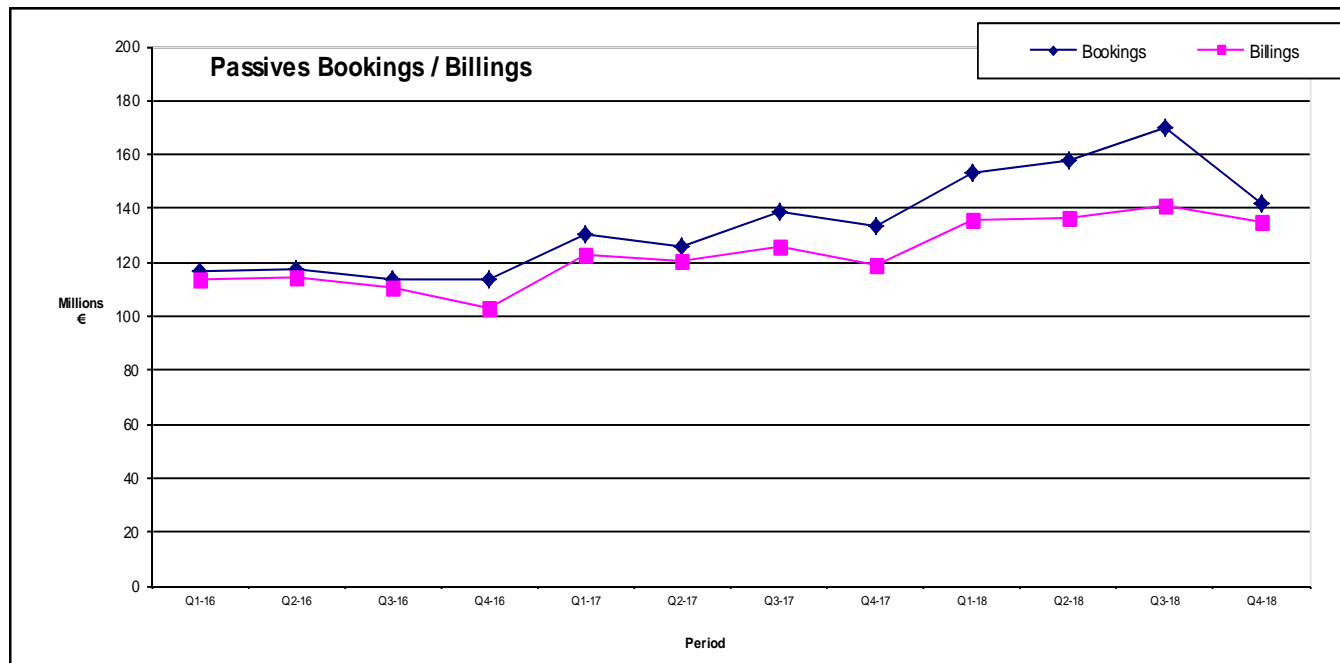


Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18
134	136	138	134	154	167	179	156	169	171	180	157	167
127	140	137	138	140	154	167	161	159	156	161	152	161

GERMANY

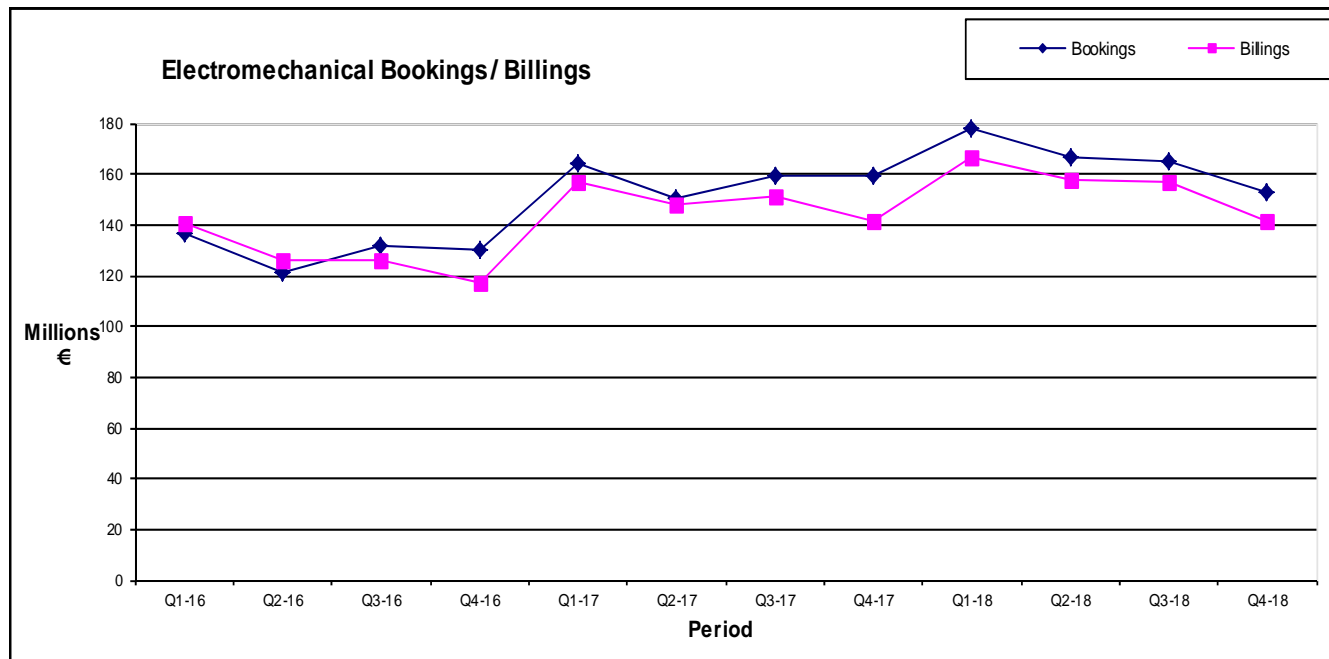


Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18
541	586	565	552	610	710	662	691	684	754	709	745	639
519	599	565	561	532	635	636	659	585	676	653	682	652

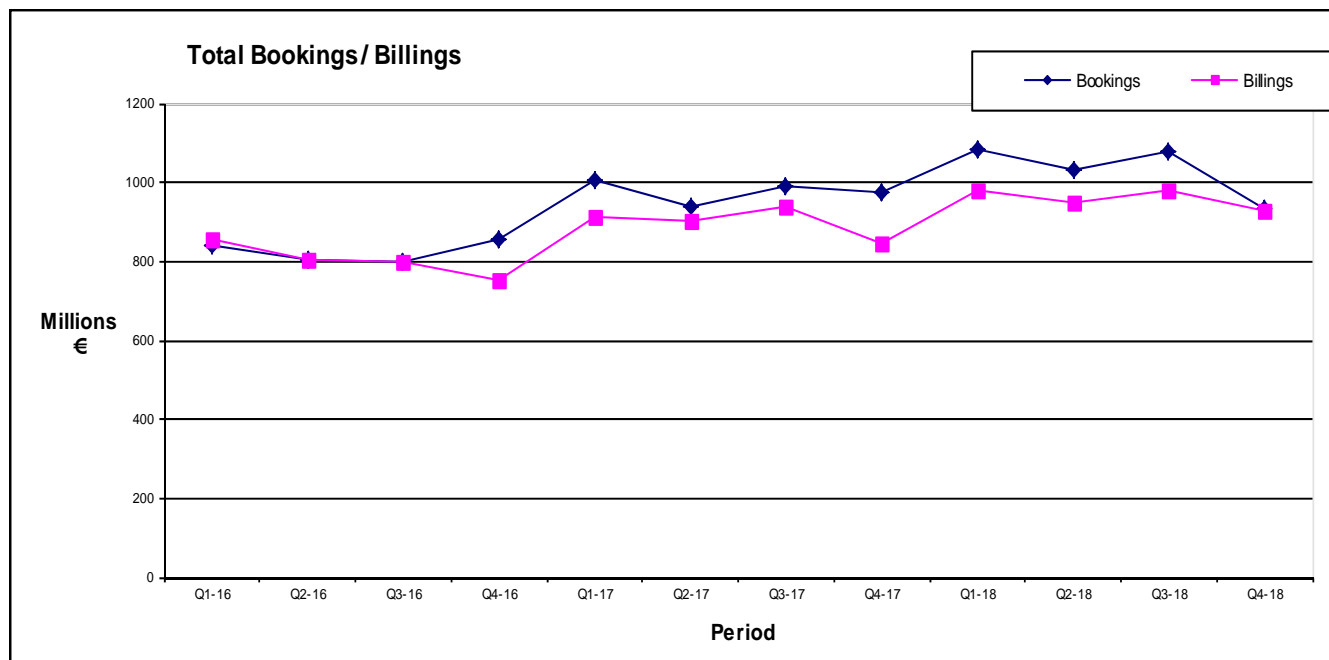


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112	117	118	114	114	131	126	139	134	153	158	170	141
109	114	115	110	103	123	120	126	119	136	136	141	135

GERMANY

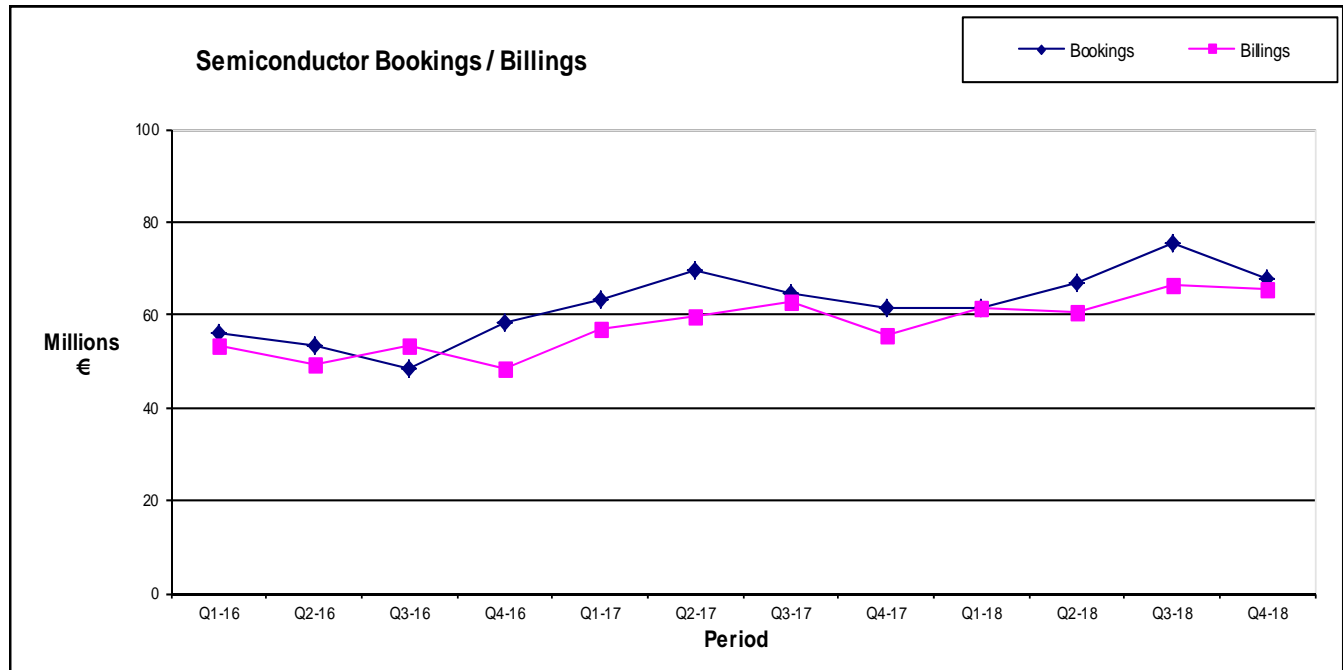


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131	137	121	132	130	164	150	159	159	178	167	165	153
125	141	126	126	117	157	148	152	141	167	158	157	142

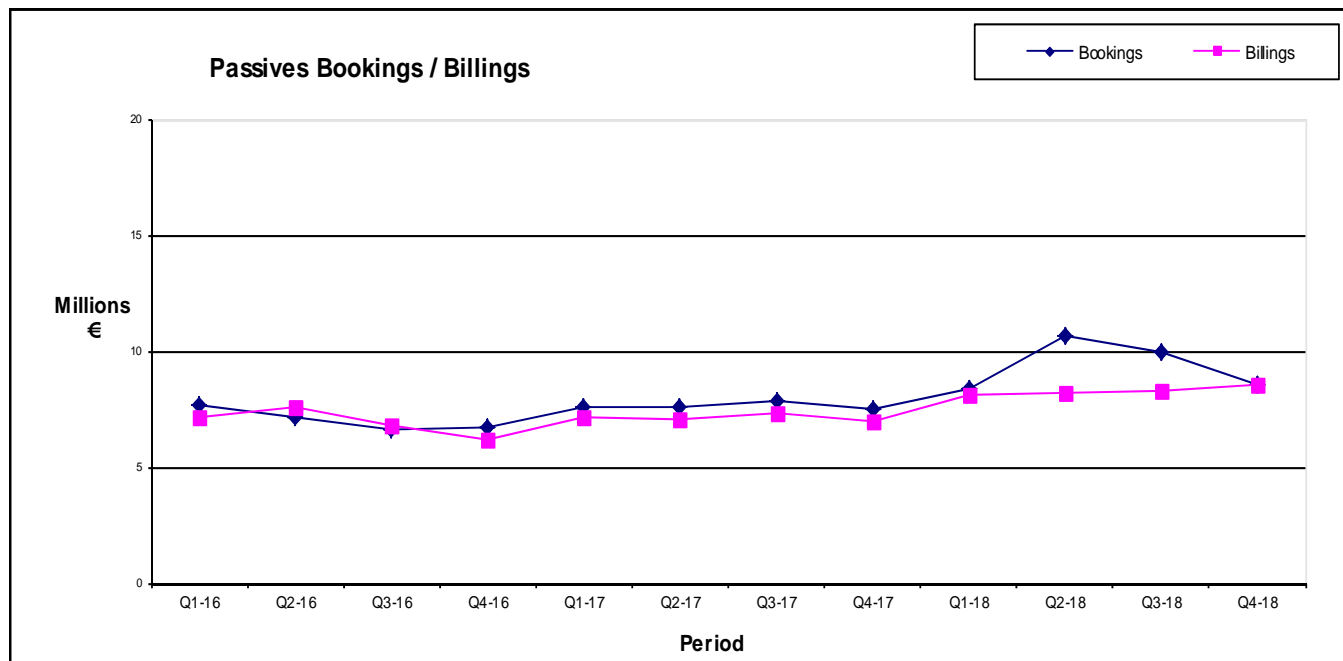


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784	840	804	798	854	1005	938	989	976	1085	1034	1080	933
753	854	805	797	752	914	904	937	845	978	947	980	928

SWITZERLAND

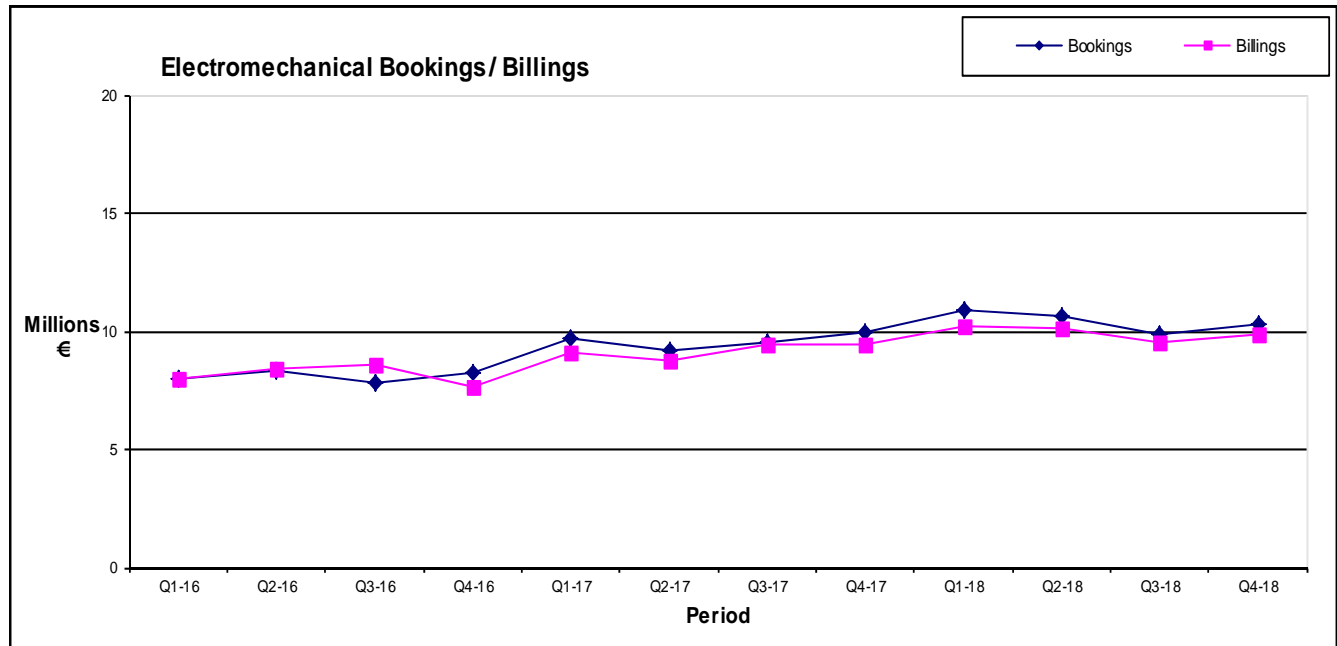


Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18
50	56	53	48	58	63	69	64	62	62	67	75	68
47	53	49	53	49	57	60	63	56	61	61	67	65

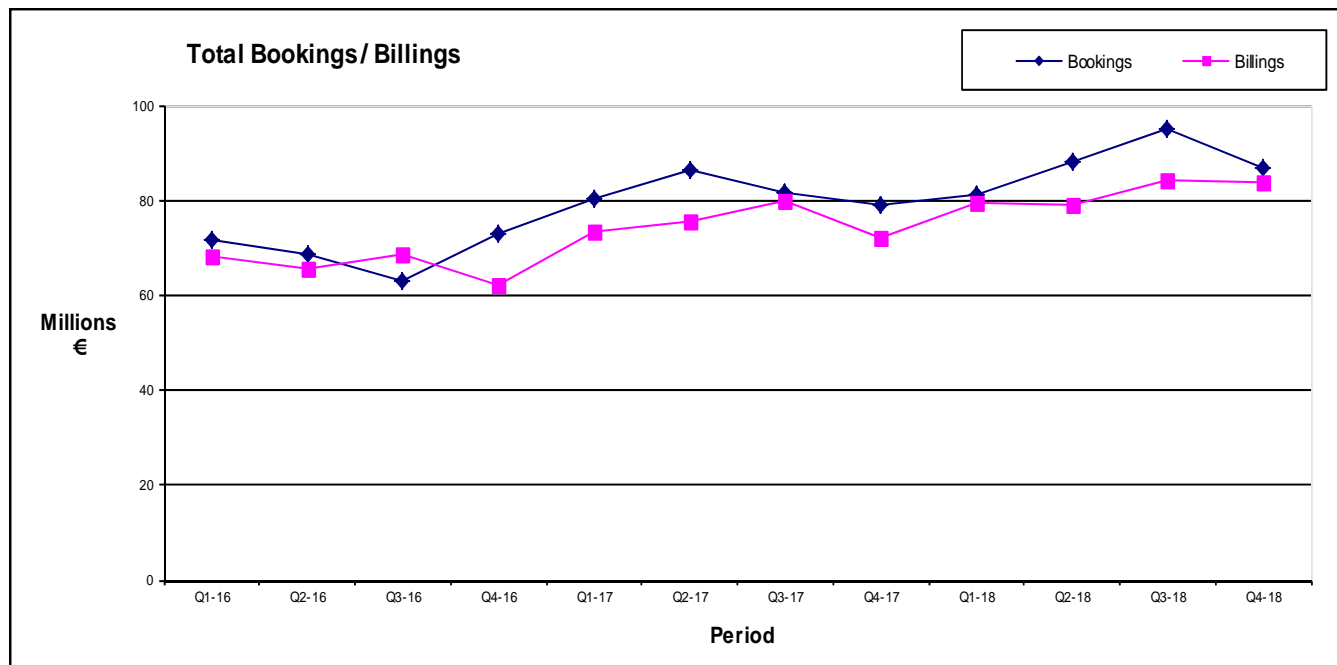


Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18
7	8	7	7	7	8	8	8	7	8	11	10	9
7	7	8	7	6	7	7	7	7	8	8	8	9

SWITZERLAND

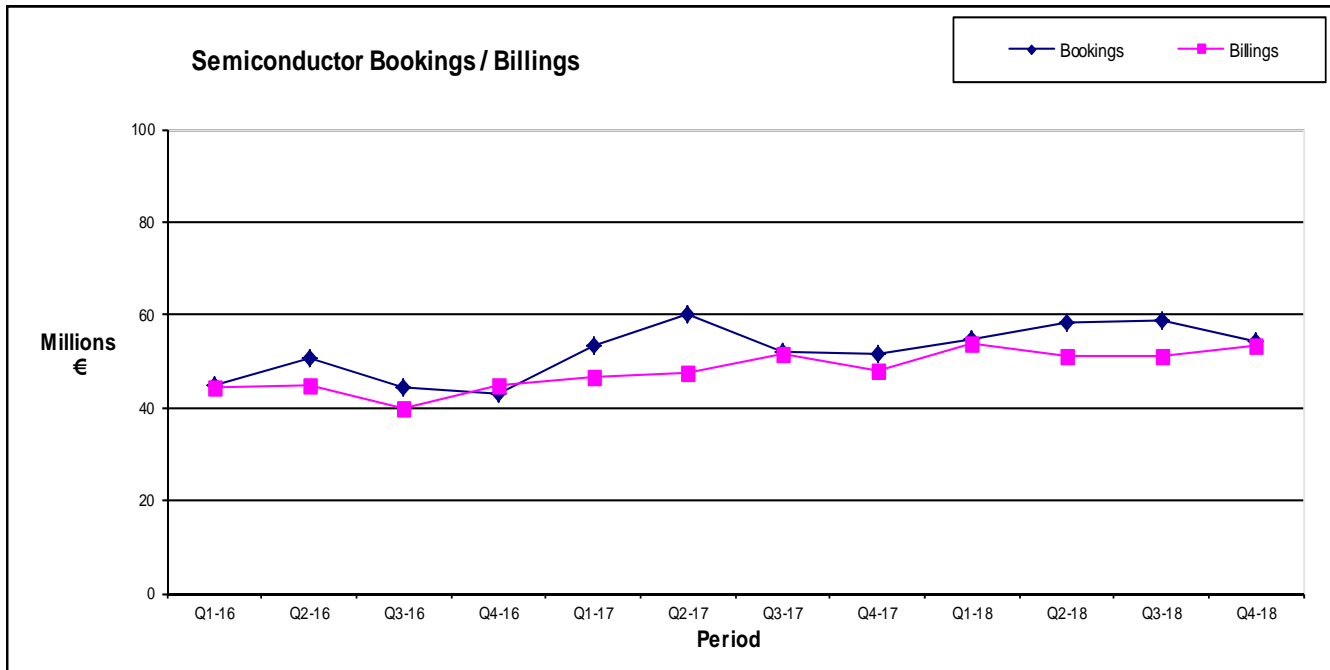


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8	8	8	8	8	10	9	10	10	11	11	10	10
7	8	8	9	8	9	9	9	9	10	10	10	10

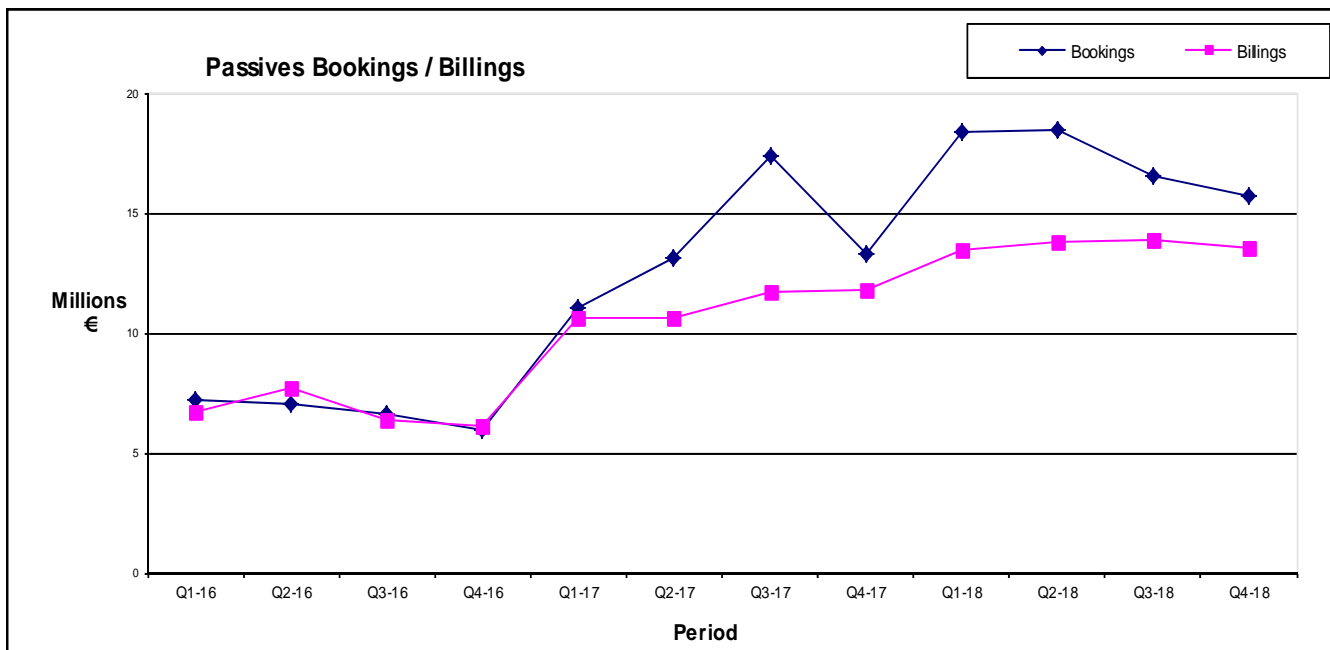


Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18
65	72	69	63	73	81	86	82	79	81	88	95	87
61	68	66	69	62	73	76	80	72	80	79	84	84

AUSTRIA

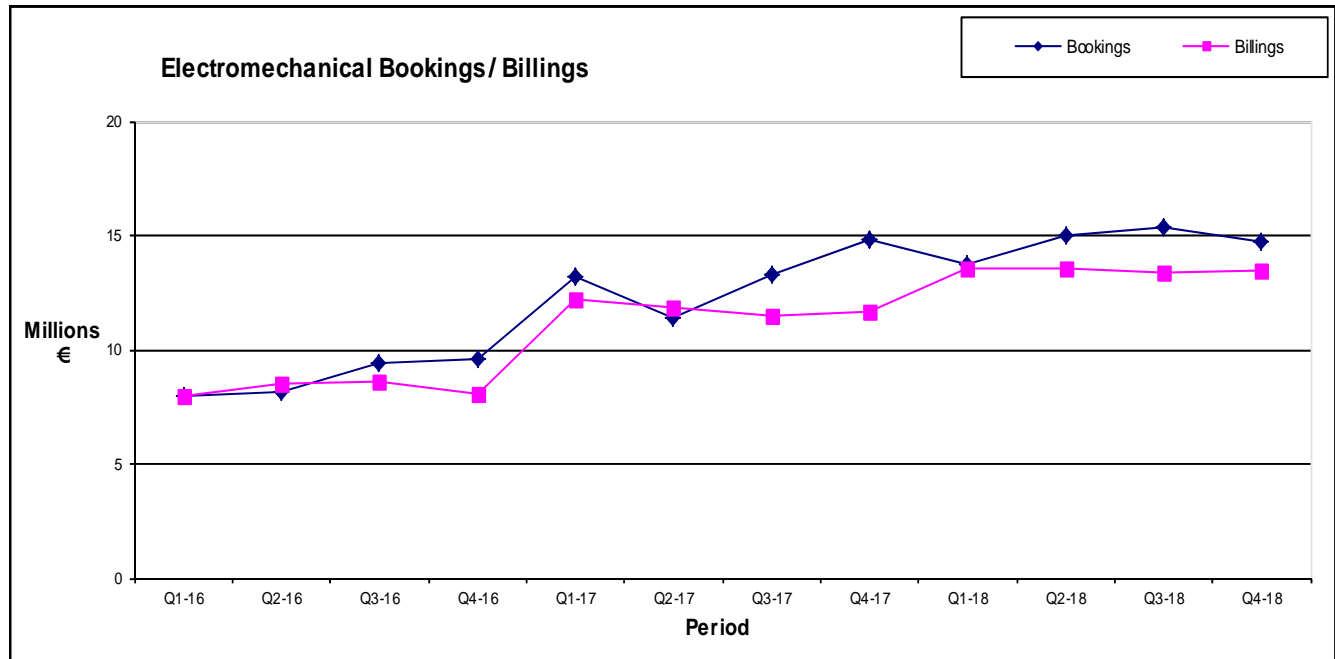


Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18
44	45	51	44	43	54	60	52	52	55	58	59	54
40	44	45	40	45	47	47	52	48	54	51	51	54

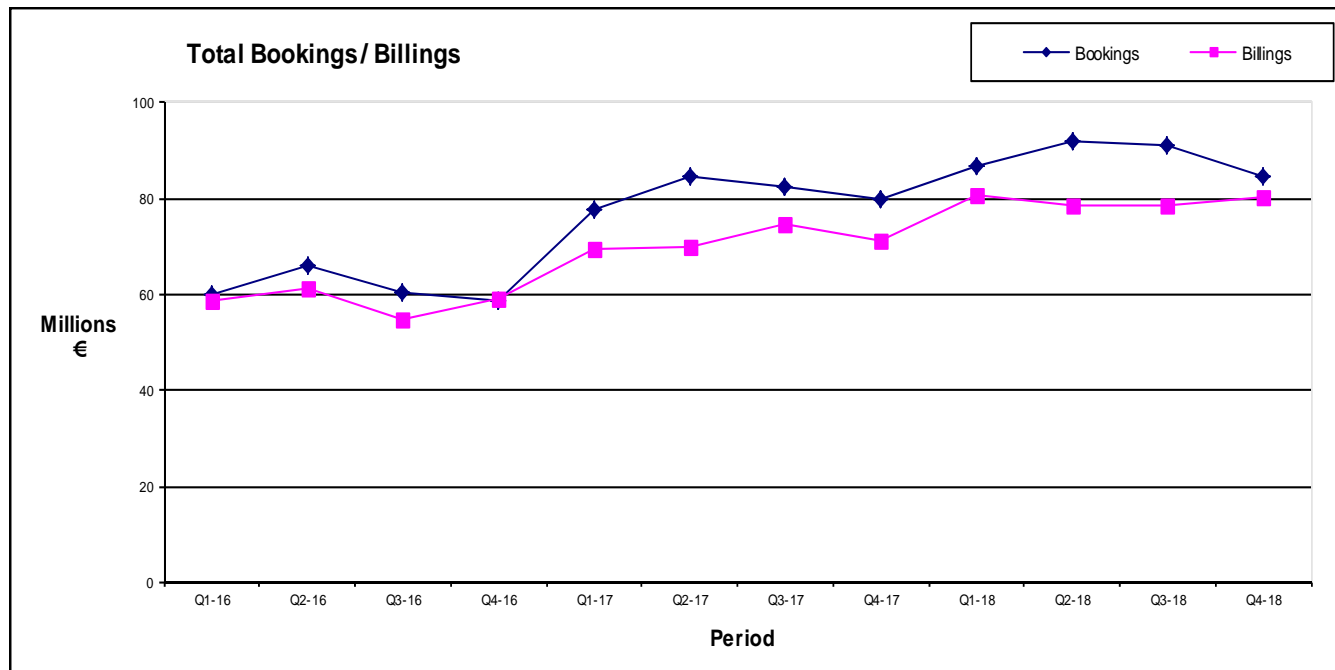


Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18
8	7	7	7	6	11	13	17	13	18	19	17	16
6	7	8	6	6	11	11	12	12	13	14	14	14

AUSTRIA

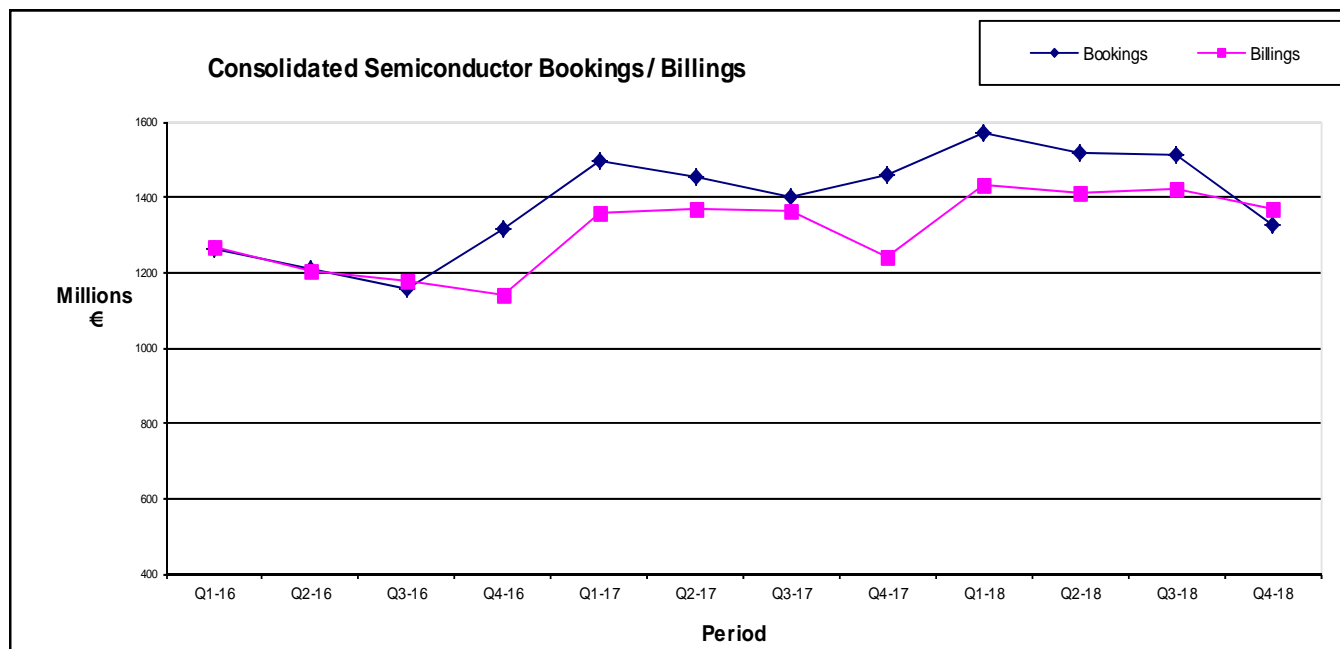


Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18
9	8	8	9	10	13	11	13	15	14	15	15	15
8	8	9	9	8	12	12	11	12	14	14	13	13

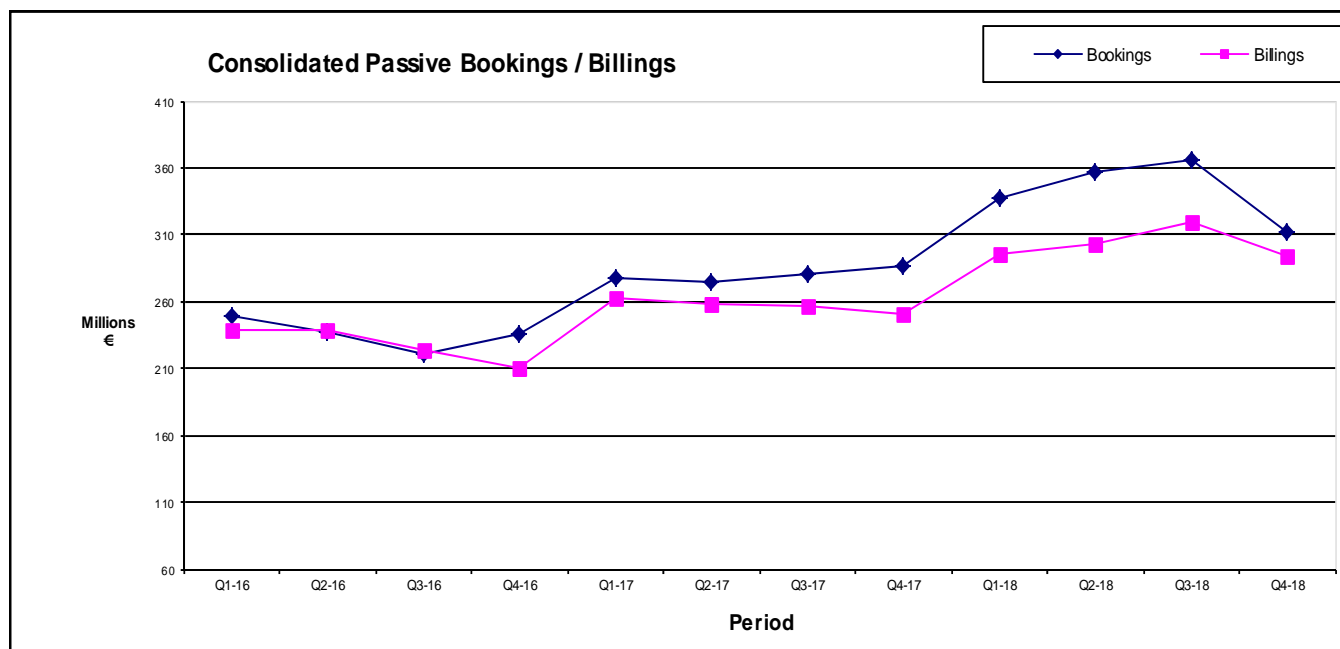


Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18
60	60	66	60	59	78	85	83	80	87	92	91	85
54	59	61	55	59	70	70	75	71	81	78	78	81

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

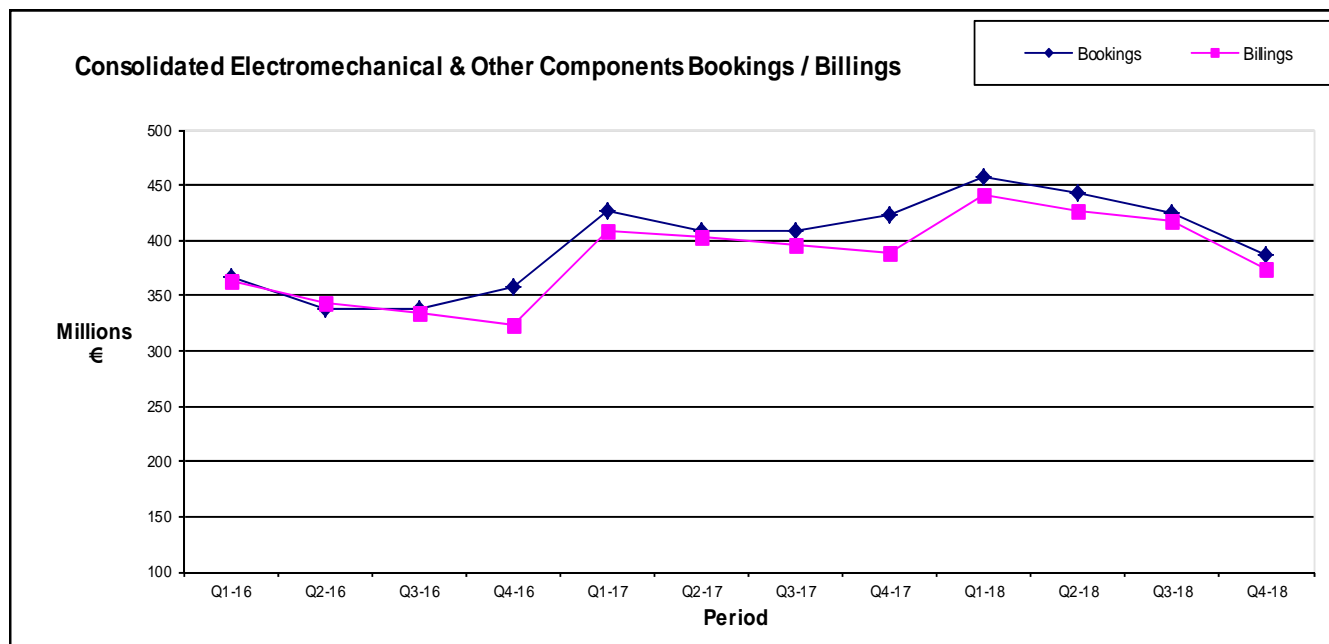


Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18
1149	1265	1209	1159	1314	1494	1455	1404	1460	1572	1517	1514	1326
1083	1269	1205	1176	1142	1359	1367	1363	1244	1434	1411	1422	1371

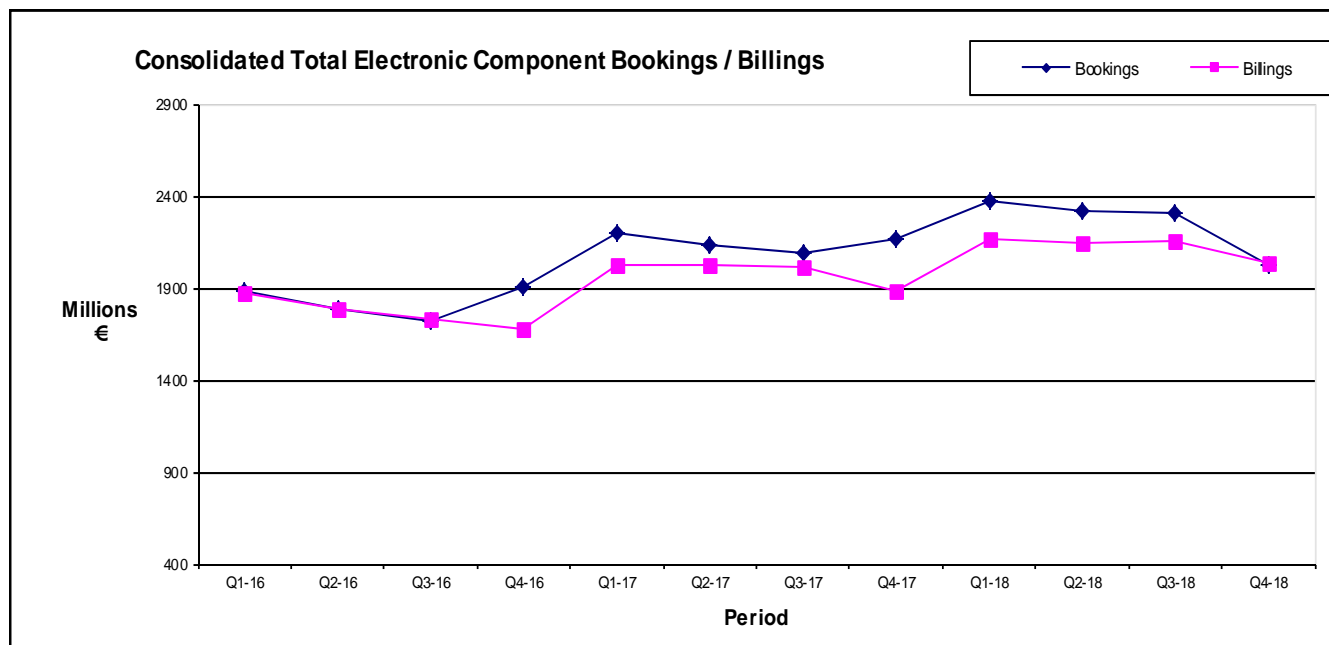


Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18
225	248	238	222	236	278	274	280	287	337	356	365	312
212	238	239	224	211	262	259	257	250	296	304	319	295

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

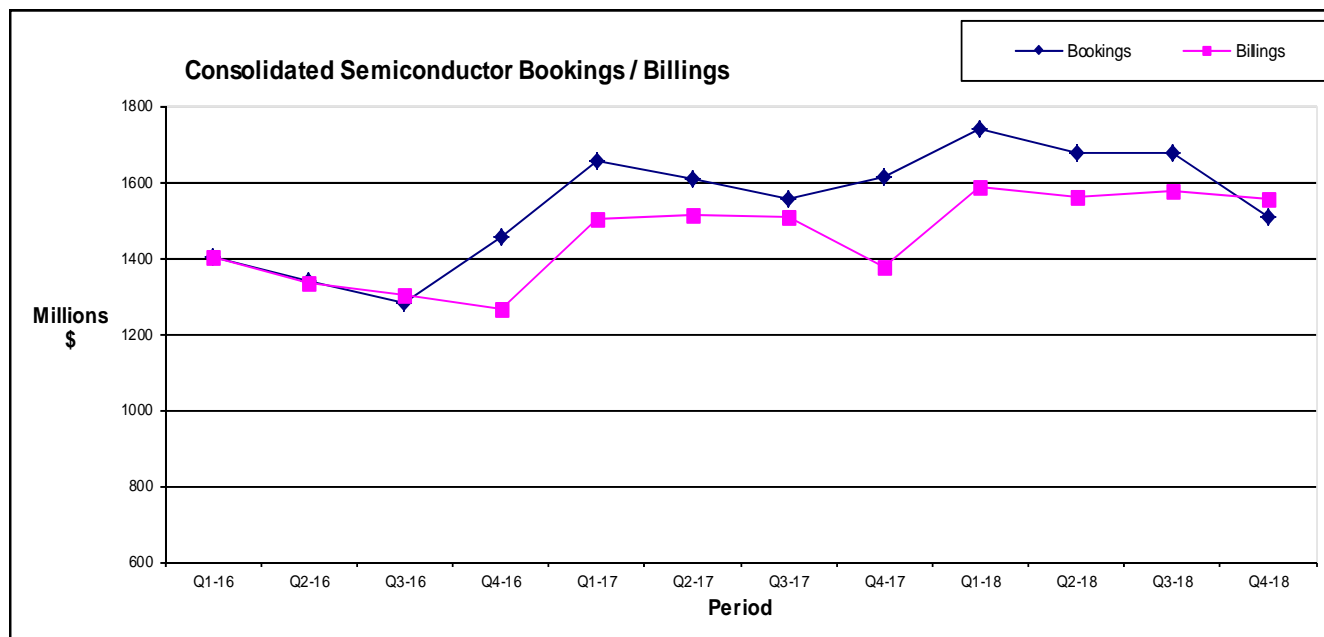


Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18
341	367	338	337	358	427	409	408	424	458	443	425	387
323	363	343	334	324	408	404	396	389	441	428	417	374

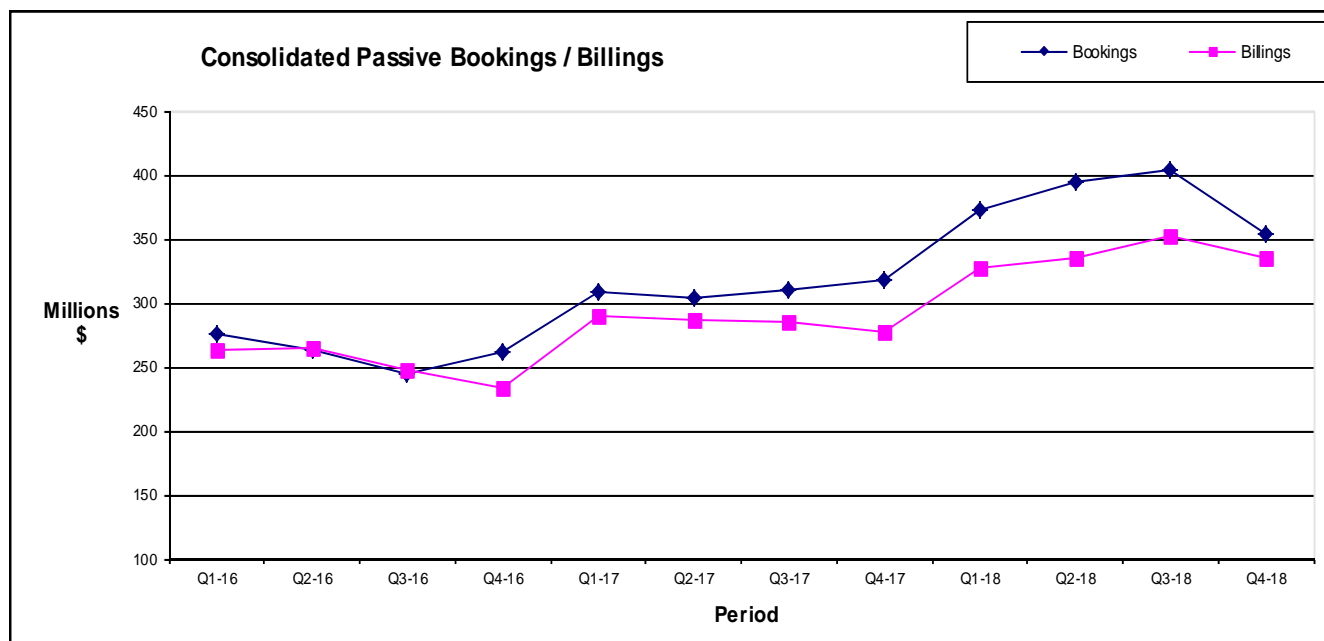


Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18
1715	1881	1784	1718	1908	2200	2138	2092	2171	2368	2317	2304	2024
1618	1870	1787	1734	1677	2030	2030	2016	1883	2170	2142	2158	2039

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

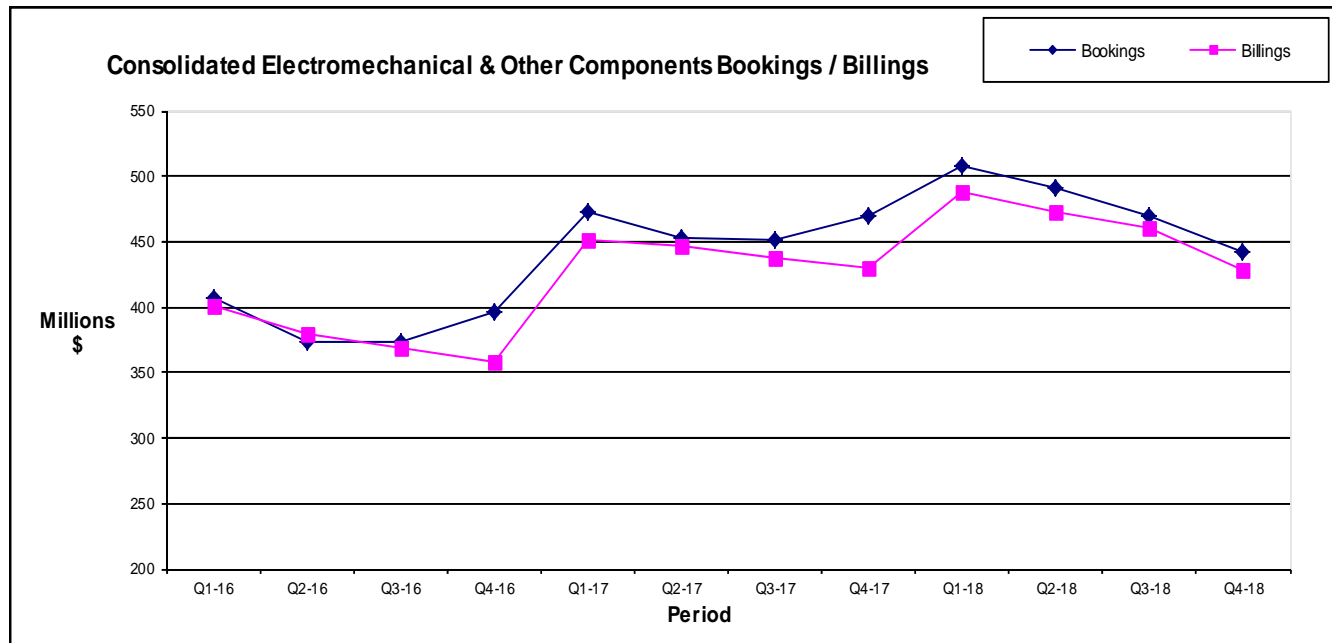


Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18
1271	1400	1338	1282	1455	1654	1610	1553	1616	1740	1679	1676	1508
1199	1404	1334	1302	1264	1504	1513	1509	1377	1587	1561	1574	1558

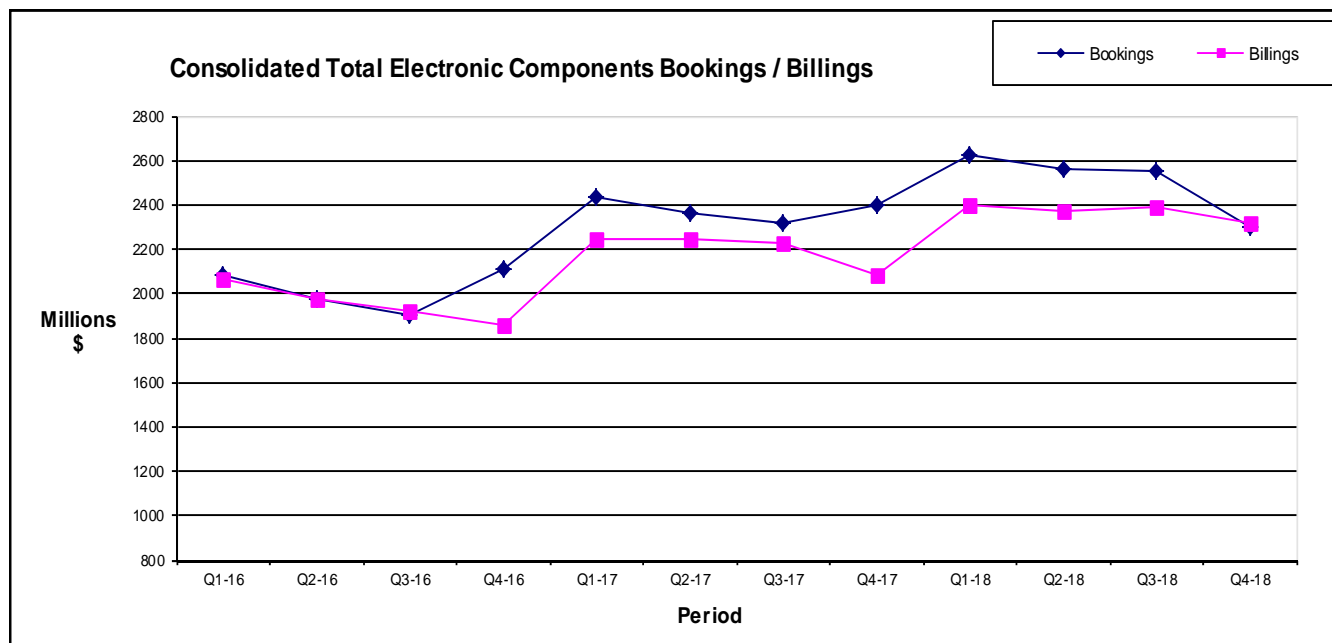


Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18
249	275	263	245	261	308	304	310	318	373	394	404	354
234	264	264	248	234	290	286	285	277	327	336	353	335

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	Q4-18
378	407	374	373	396	473	453	451	469	507	491	470	442
358	402	380	369	359	451	447	438	430	488	473	461	428



Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18
1898	2082	1975	1901	2112	2435	2367	2315	2403	2621	2564	2550	2304
1790	2070	1978	1919	1856	2246	2246	2231	2084	2402	2370	2389	2321