

Q1-2017

IDEA European Electronic Component Quarterly graphics package

in association with the local trade associations:



This package of 24 different quarterly graphics is derived from IDEA statistics produced quarterly using inputs from distribution member companies in the UK, Germany, France, Italy, Sweden, Norway, Denmark, Finland, Switzerland and Austria. The numbers shown represent the actual sales by IDEA affiliated Trade Association member companies which in turn comprise 66% of the available markets so reflect an accurate market trend.

COUNTRY	Association	Approx. DTAM (Distribution Total Available Market) 2016	Summation of Association Members Returns 2016	Approx. Share of DTAM (Distribution Total Available Market) represented by Association's Members 2016
France	SPDEI	€1166 Mill	€874 Mill	75%
UK	ecsn/afdec	€1367 Mill	€1148 Mill	84%
Italy	ASSODEL	€1388 Mill	€1041 Mill	75%
Nordic	Via ecsn/afdec	€1679 Mill	€638 Mill	38%
Germany	FBDI	€4460 Mill	€3209 Mill	72%
Switzerland	FBDI	€473 Mill	€265 Mill	56%
Austria	FBDI	€394 Mill	€234 Mill	59%

IMPORTANT NOTE: To ensure that exchange rate variations do not confuse the trend, the exchange rates shown are the 2015 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.

The graphics are designed for use by member companies of Trade Associations affiliated to IDEA and by the Press. They are published in .pdf & word formats to enable users to easily copy individual graphics into their own documents or be published electronically on the web and local networks. This document will be updated every quarter immediately the IDEA Quarterly stats have been published.

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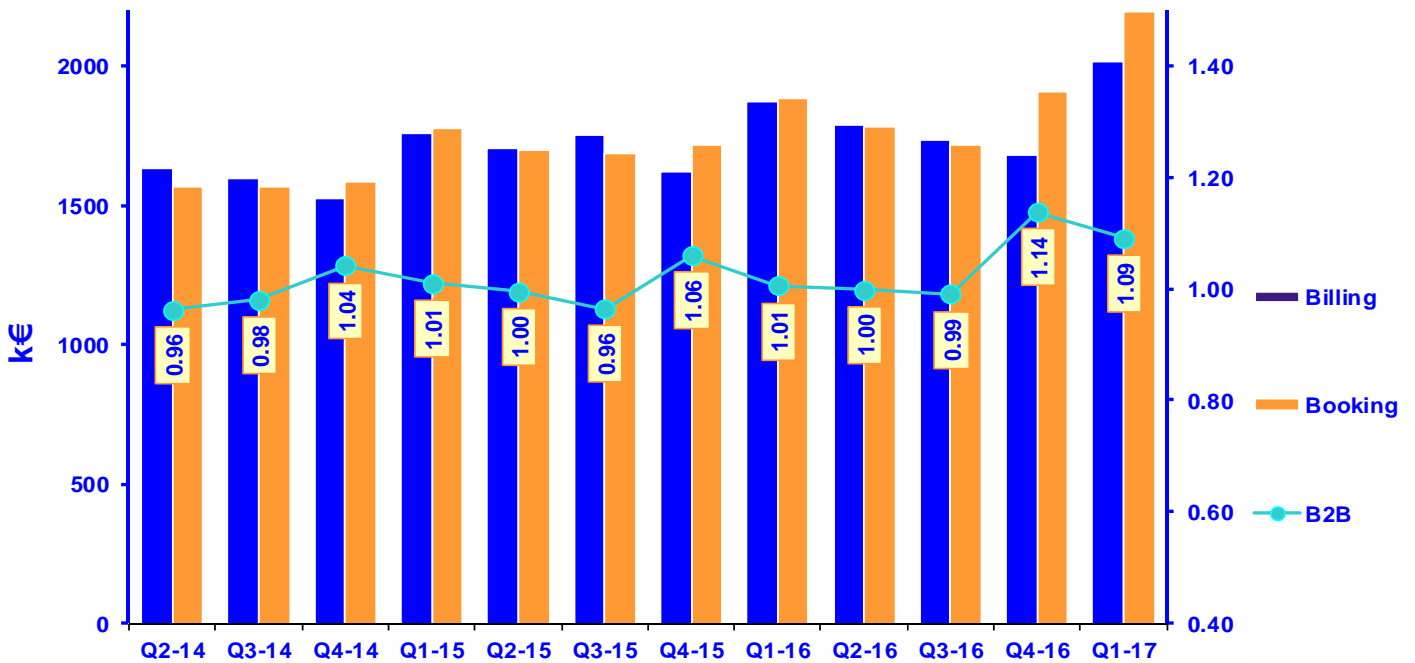
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<http://www.ideaelectronics.com/>

1ST QTR. 2017 **TOTAL COMPONENTS Booking, Billing & Book : Bill ratio**

Graphic T1

Total distribution electronic components booking, billing and Book:bill ratio for Germany, France, Italy, UK, Sweden, Norway, Denmark, Finland, Switzerland and Austria



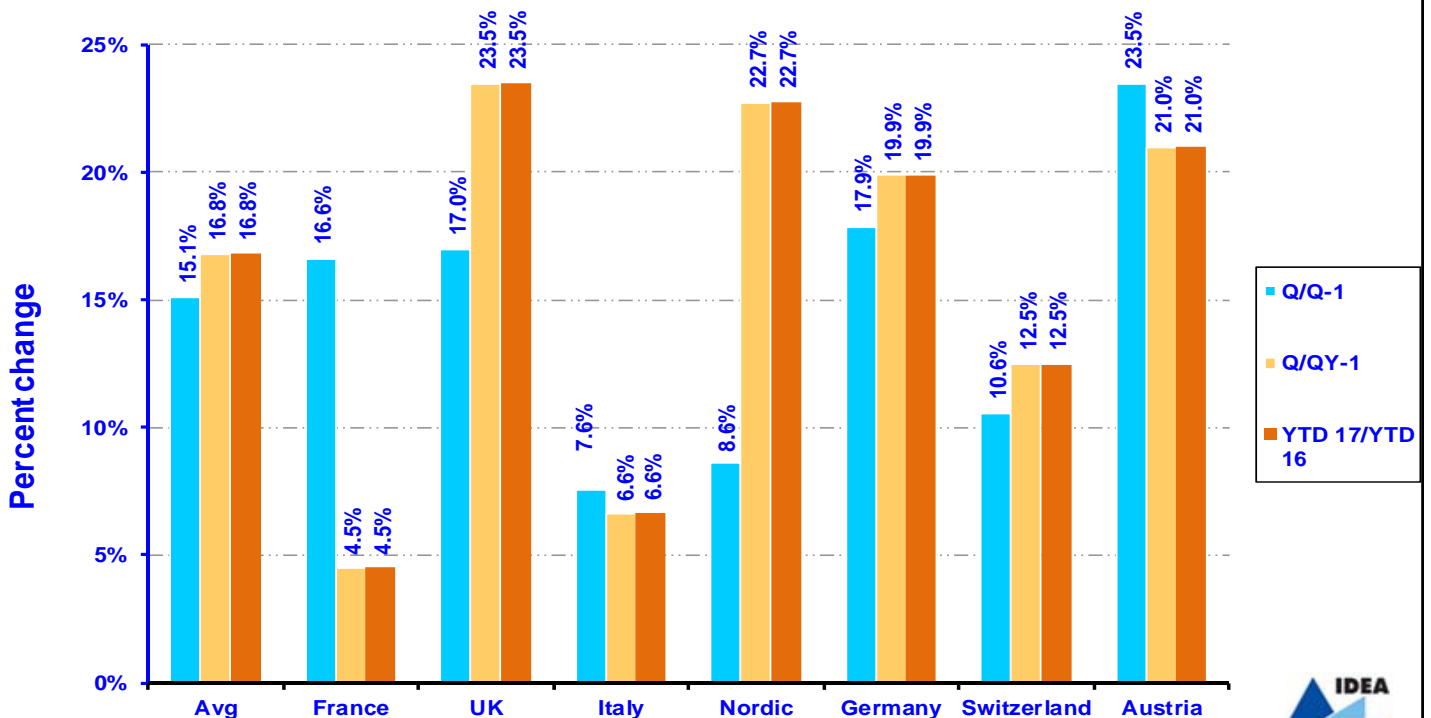
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1ST QTR. 2017 **TOTAL COMPONENTS Booking Trend**

Graphic T2

Distribution orders for Electronic components by country comparing current qtr with prior quarter (Q/Q1) and same quarter prior year (Q/QY-4) and YTD 17/16



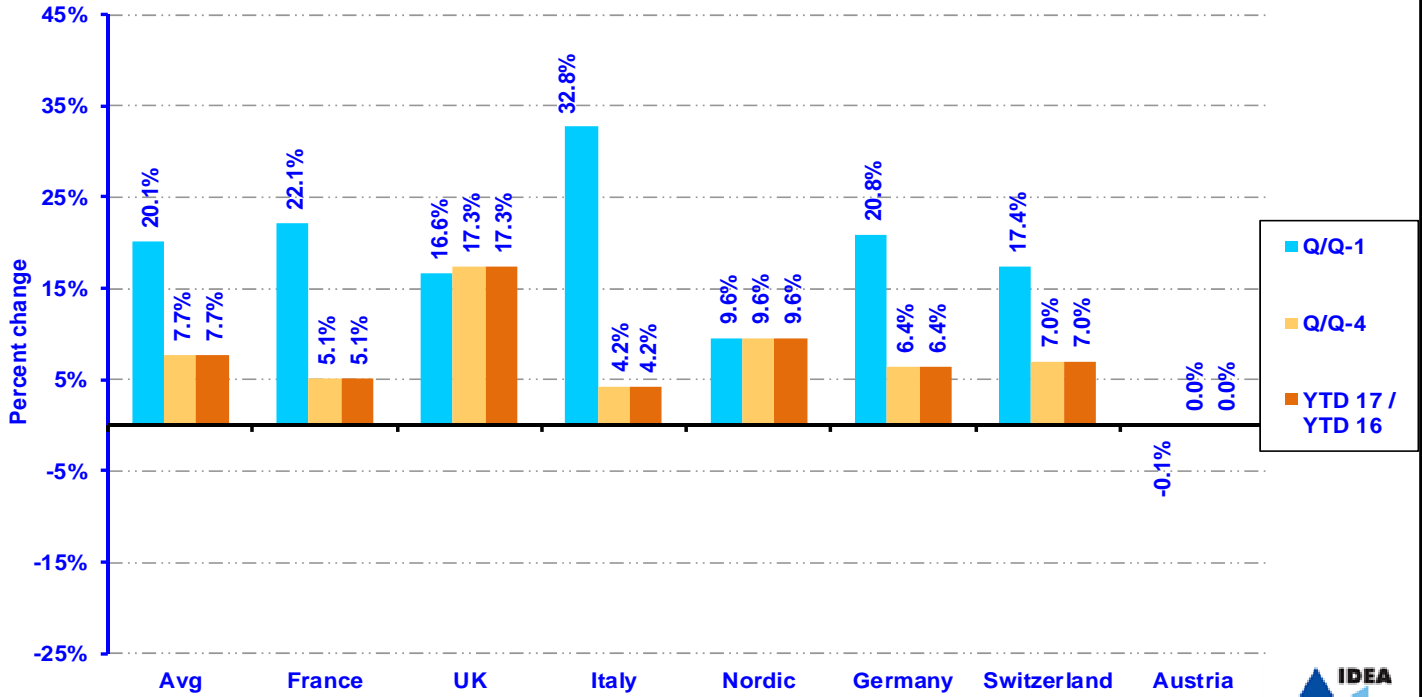
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1st QTR. 2017 **TOTAL COMPONENTS Billing Trend**

Graphic T3

Distribution sales for Electronic components by country comparing current qtr with prior quarter (Q/Q1) and same quarter prior year (Q/QY-4) and YTD 17 / YTD 16



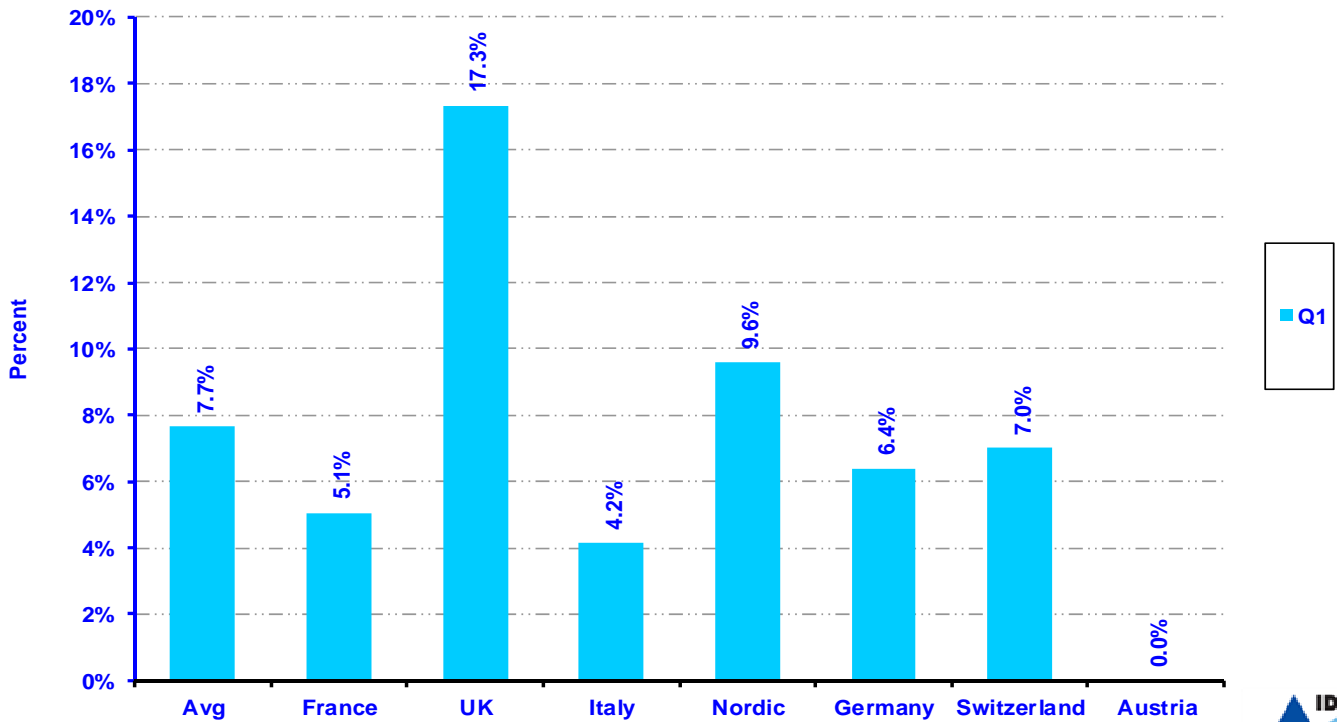
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1st QTR. 2017 **TOTAL COMPONENTS YTD Billings Trend**

Graphic T4

Cumulative sales of Electronic components via distribution by country for current year to date compared with same period prior year



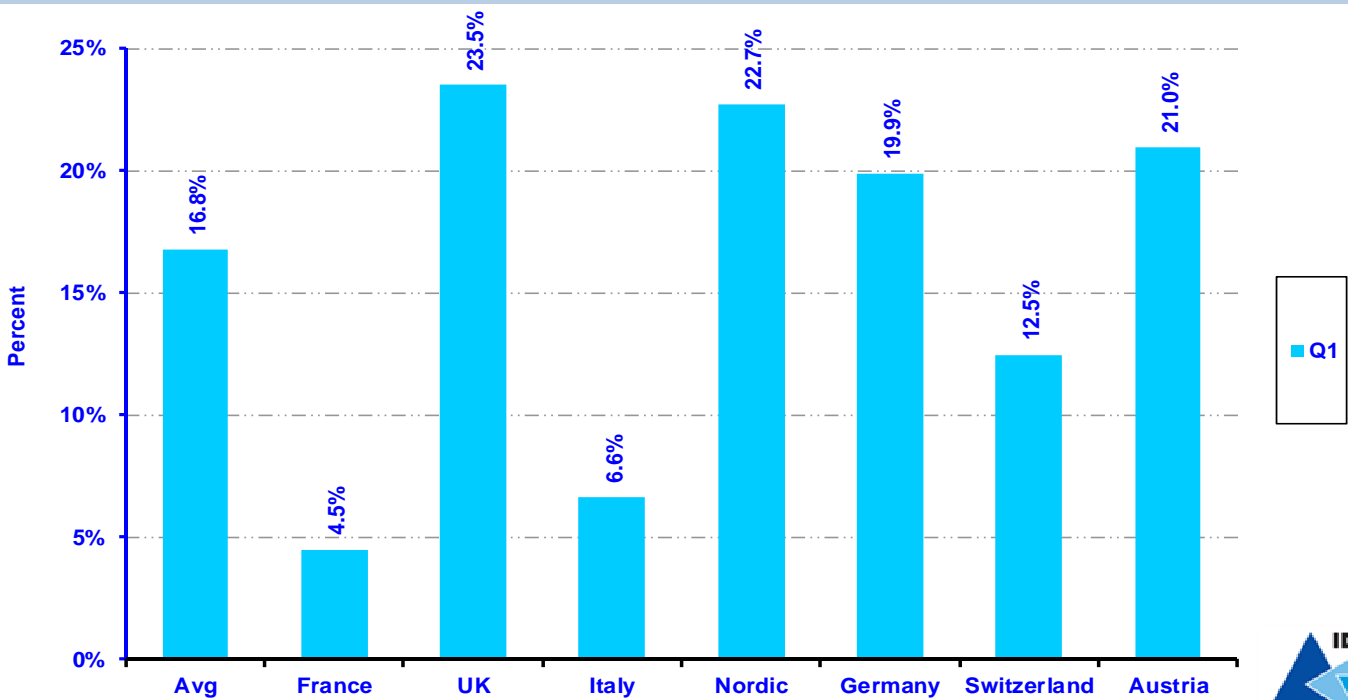
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1st QTR. 2017 **TOTAL COMPONENTS YTD Bookings Trend**

Graphic T5

Cumulative orders for Electronic components via distribution by country for current year to date compared with same period prior year

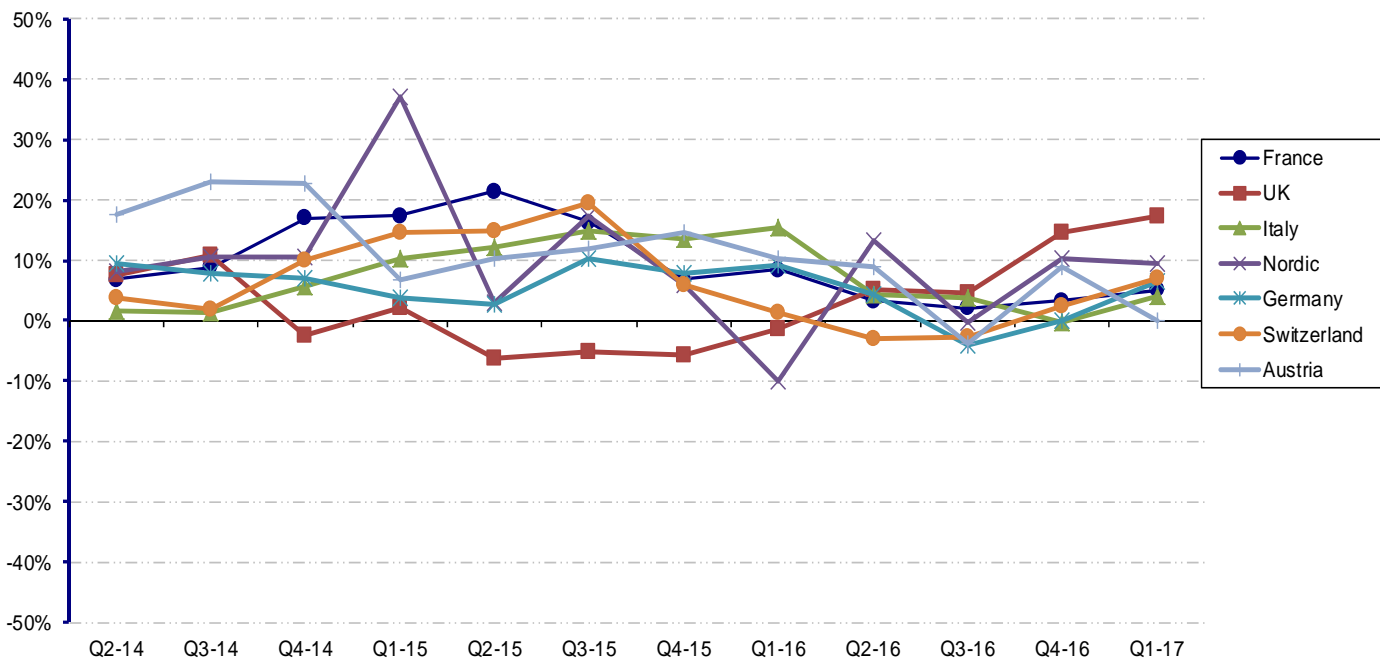


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1st QTR. 2017 **TOTAL COMPONENTS TENDENTIAL INDEX BY COUNTRY(Q,QY-1)** Graphic T6

Trend showing growth/decline % in quarterly sales of all components through distribution split by country compared with same quarter prior year

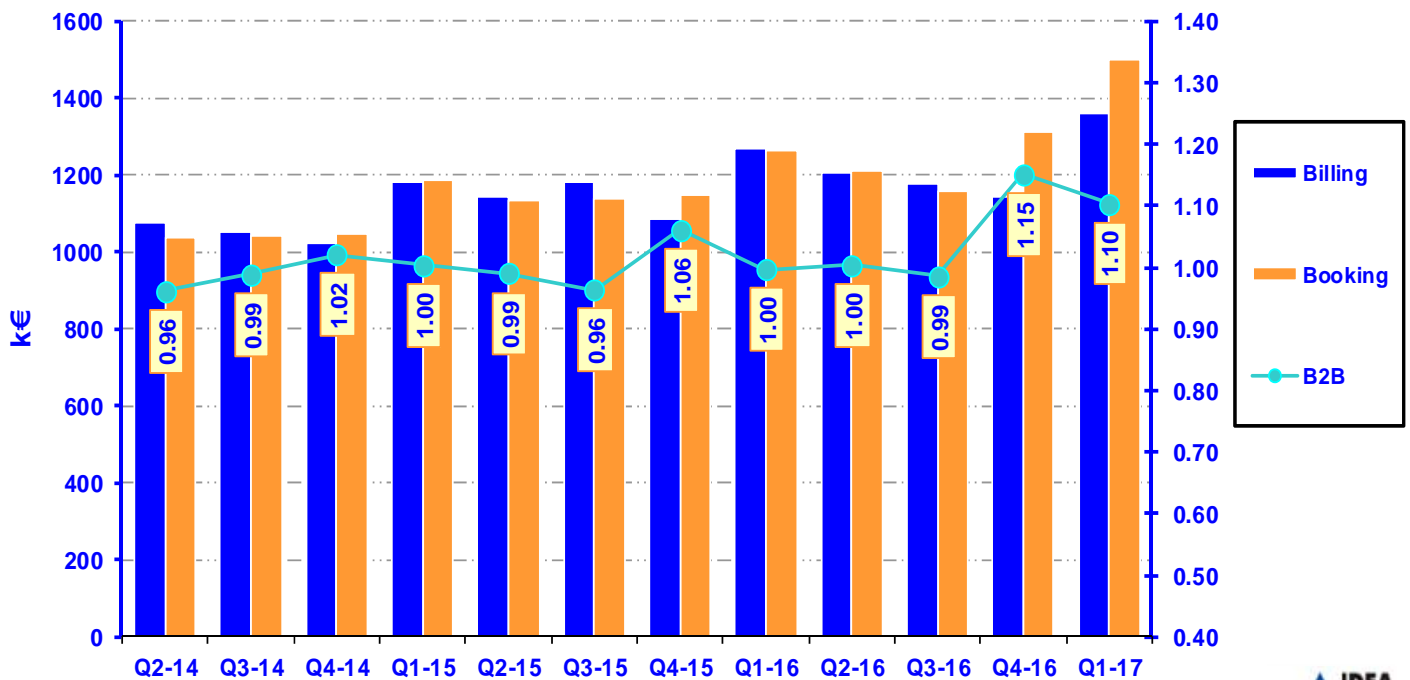


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1ST QTR. 2017 SEMICONDUCTOR bookings, billings & book:bill ratio Graphic S1

Semiconductor components bookings, billings & book:bill ratio for Germany, France, Italy, UK, Sweden, Norway, Denmark, Finland, Switzerland and Austria

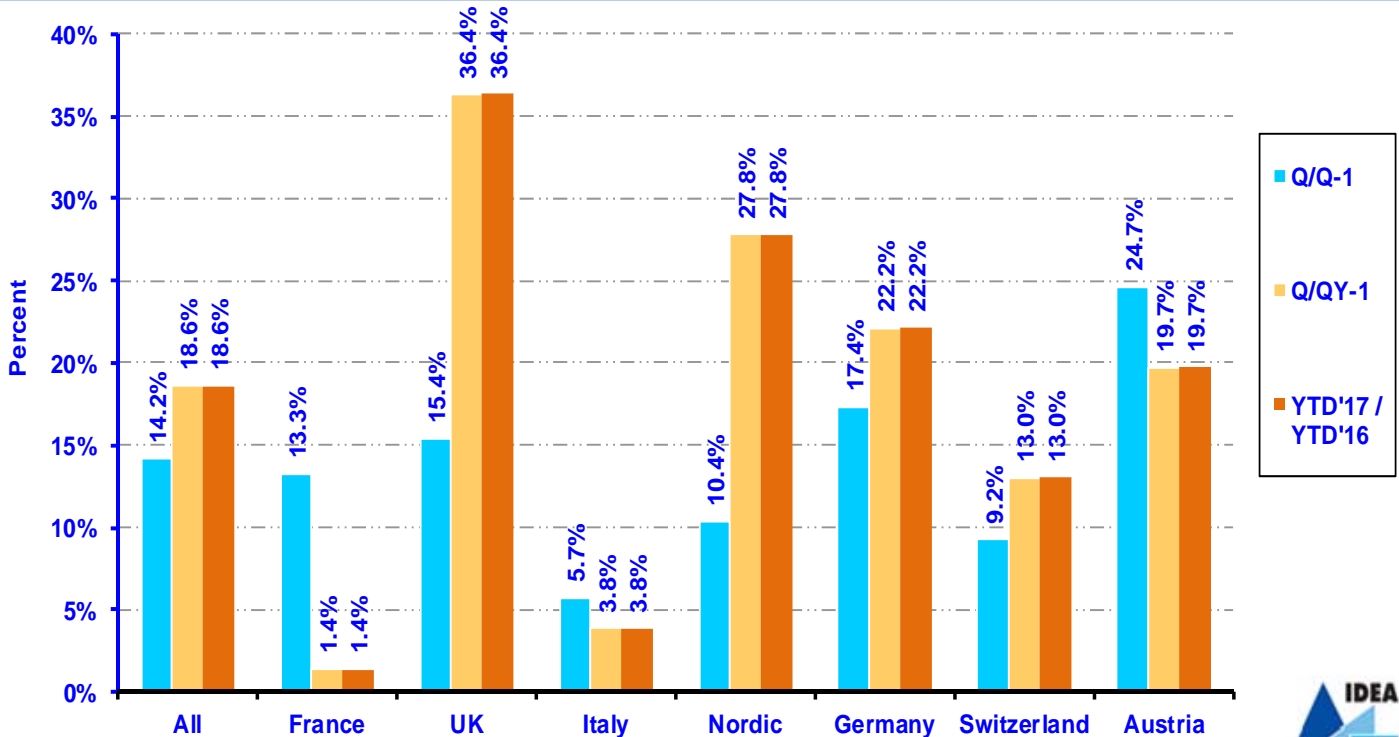


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1ST QTR 2017 SEMICONDUCTOR Booking Trend Graphic S2

Distribution orders for semiconductors by country compared with the prior quarter (Q/Q1) and the same quarter prior year (Q/QY-1) and YTD 17 / YTD'16



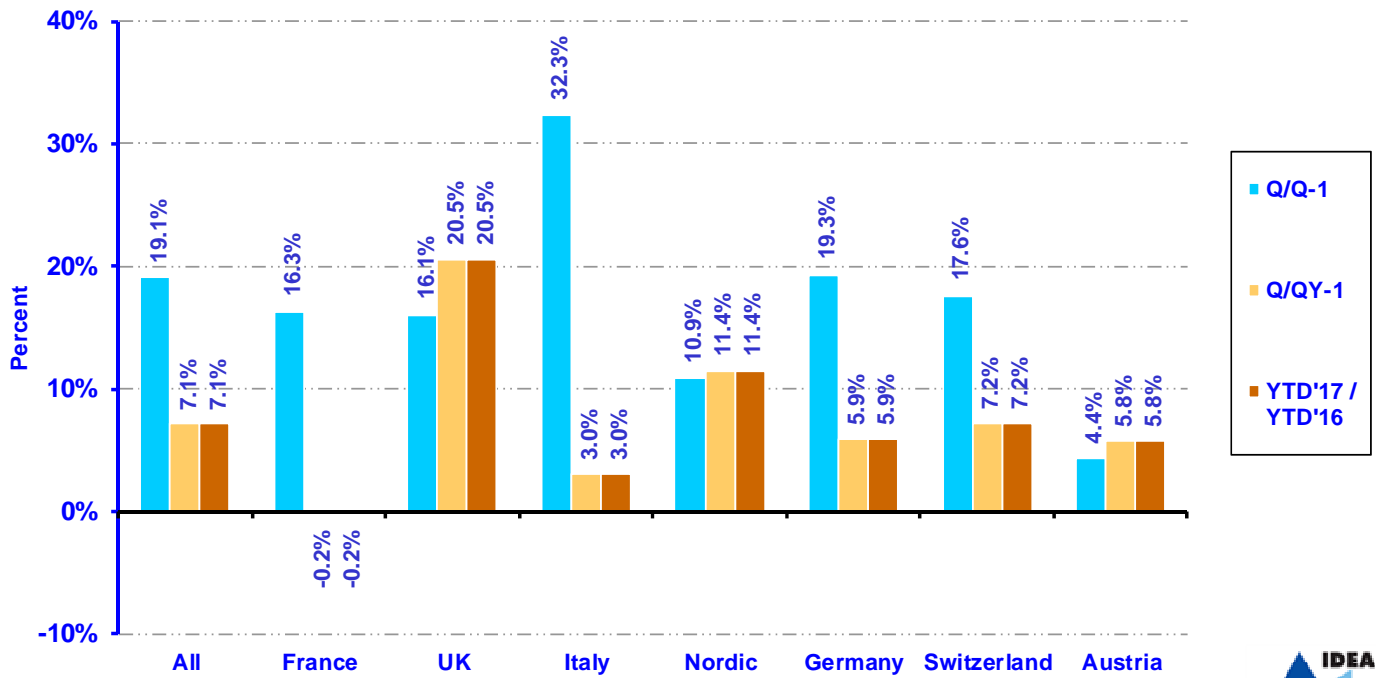
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1ST QTR 2017 SEMICONDUCTOR Billing Trend

Graphic S3

Distribution sales for semiconductors by country compared with the prior quarter (Q/Q1) and the same quarter prior year (Q/QY-1) and YTD 17 / 16



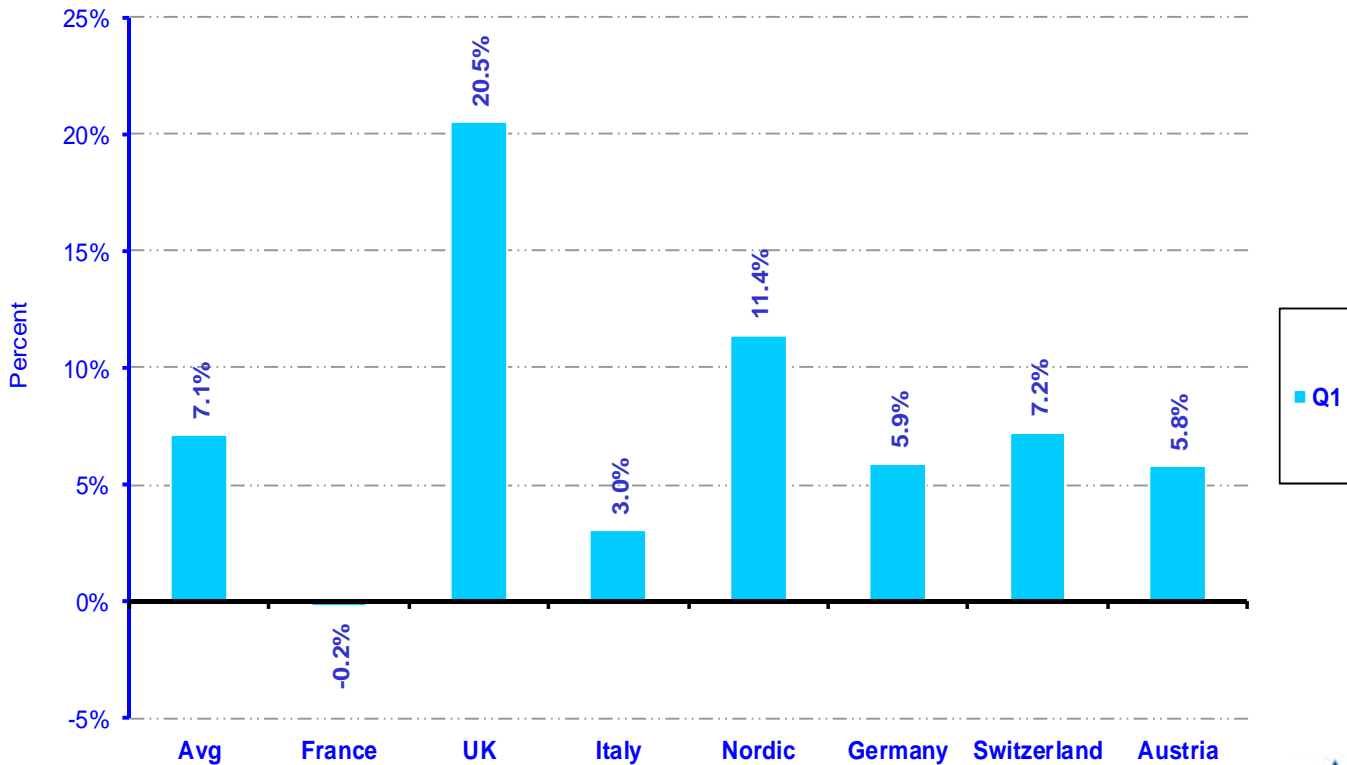
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1ST QTR. 2017 SEMICONDUCTOR YTD BILLING TREND

Graphic S4

Cumulative sales of Semiconductor Components through distribution split by country and showing the growth/decline % compared with the same period prior year



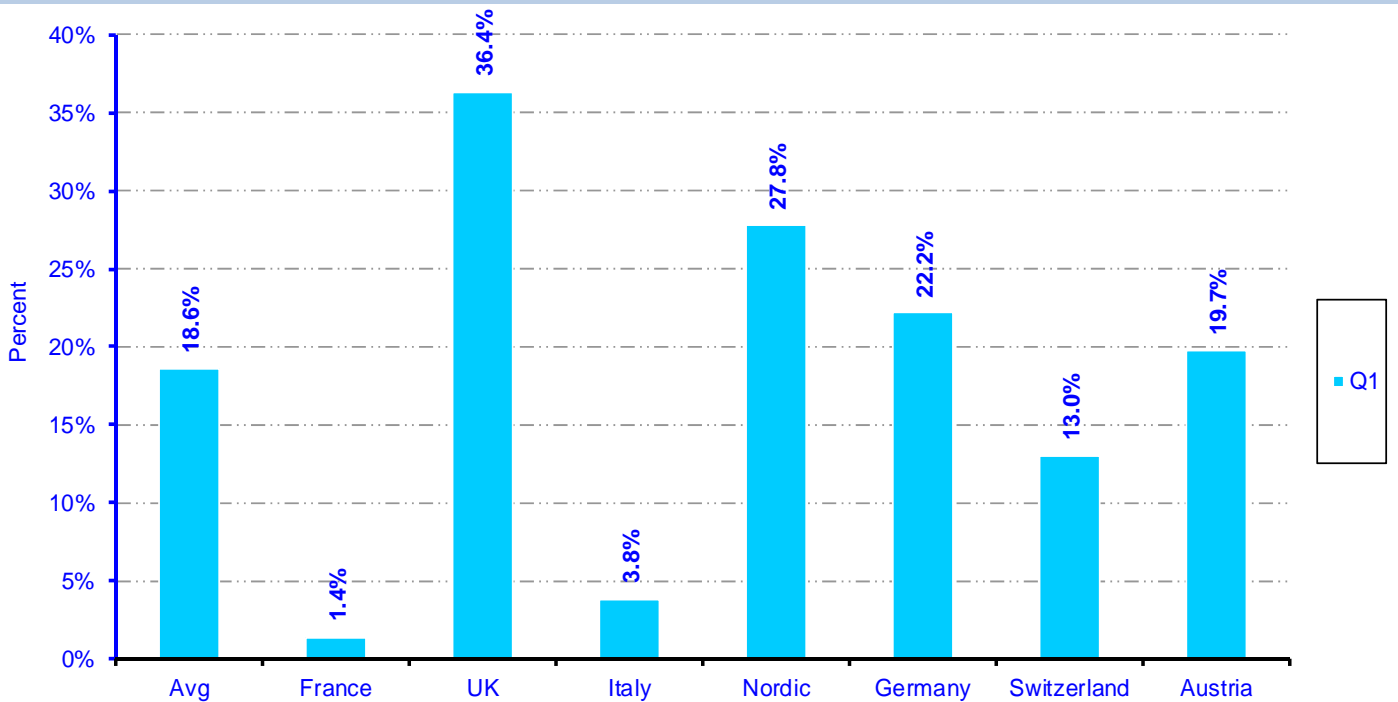
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1ST QTR. 2017 SEMICONDUCTOR YTD BOOKING TREND

Graphic S5

Cumulative orders of Semiconductors through distribution split by country and showing the growth/decline % compared with the same period prior year



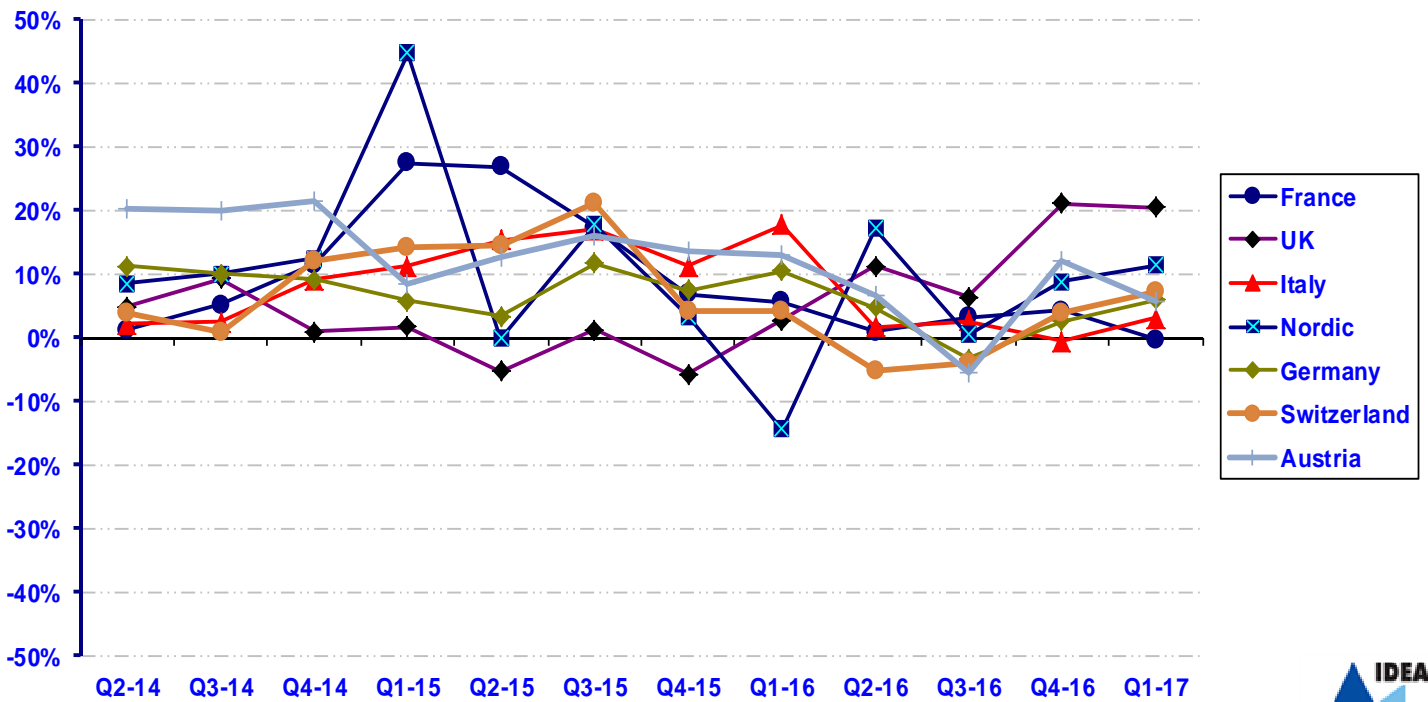
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1ST QTR. 2017 SEMICONDUCTOR TENDENTIAL INDEX (Q/Qy-1)

Graphic S6

Trend showing growth/decline % in quarterly sales of semiconductors through distribution by country compared with the same quarter prior year.



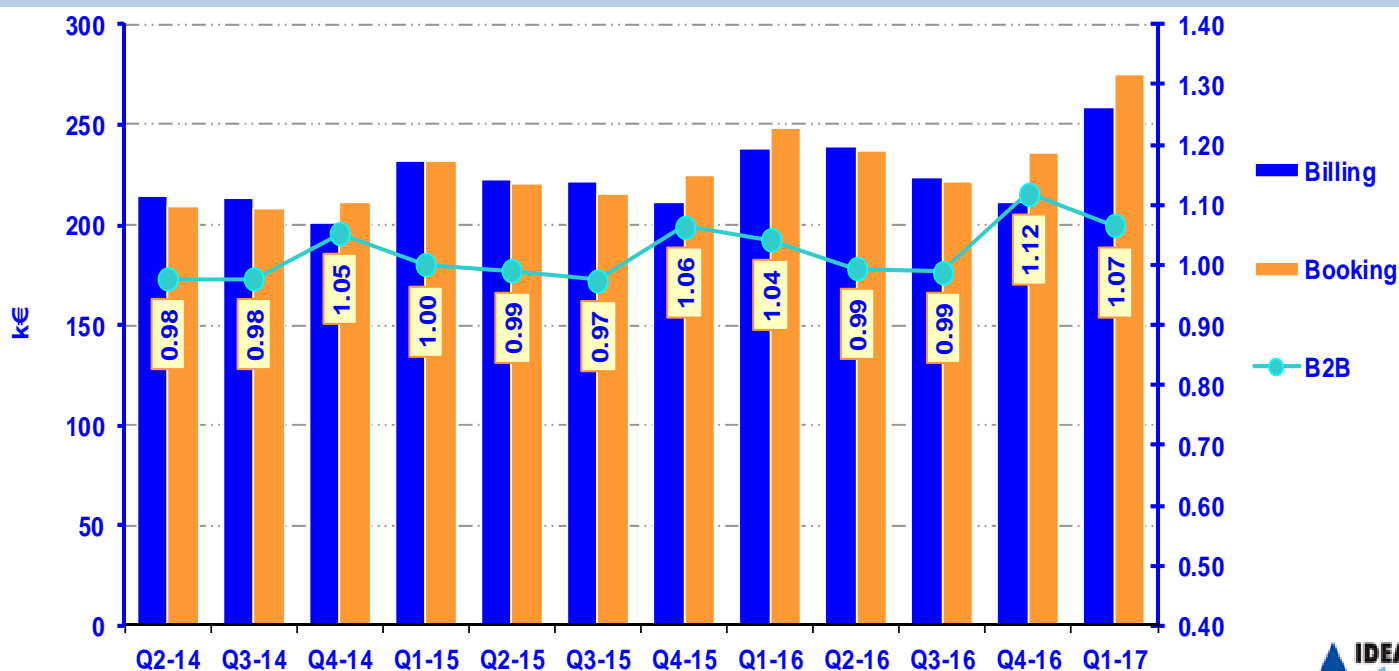
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1ST QTR. 2017 **PASSIVES** booking, billing & book:bill ratio

Graphic P1

Passive components Bookings, billings & book:bill ratio for Germany, France, Italy, UK, Sweden, Norway, Denmark, Finland, Switzerland and Austria



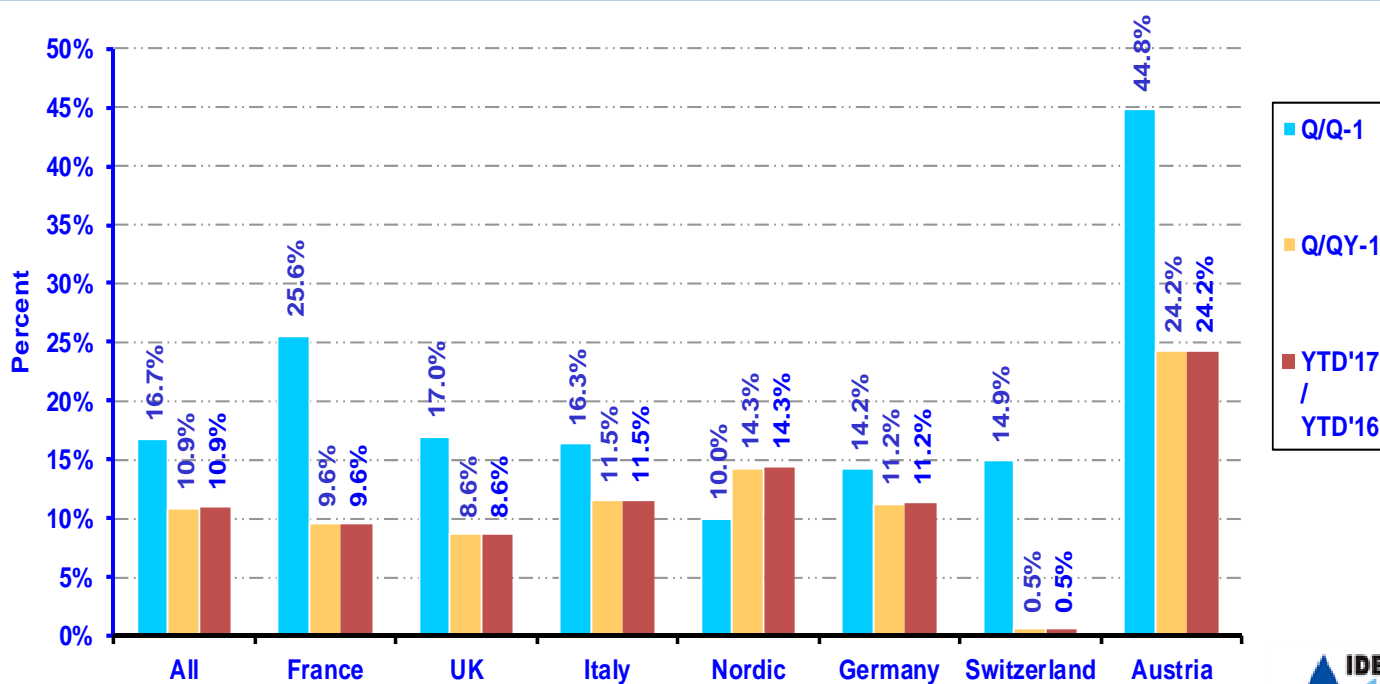
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1ST QTR. 2017 **PASSIVE COMPONENTS** Booking Trend

Graphic P2

Distribution orders for passive components by country comparing Q1 2017 with the prior quarter (Q/Q-1) and the same quarter prior year (Q/QY-1)



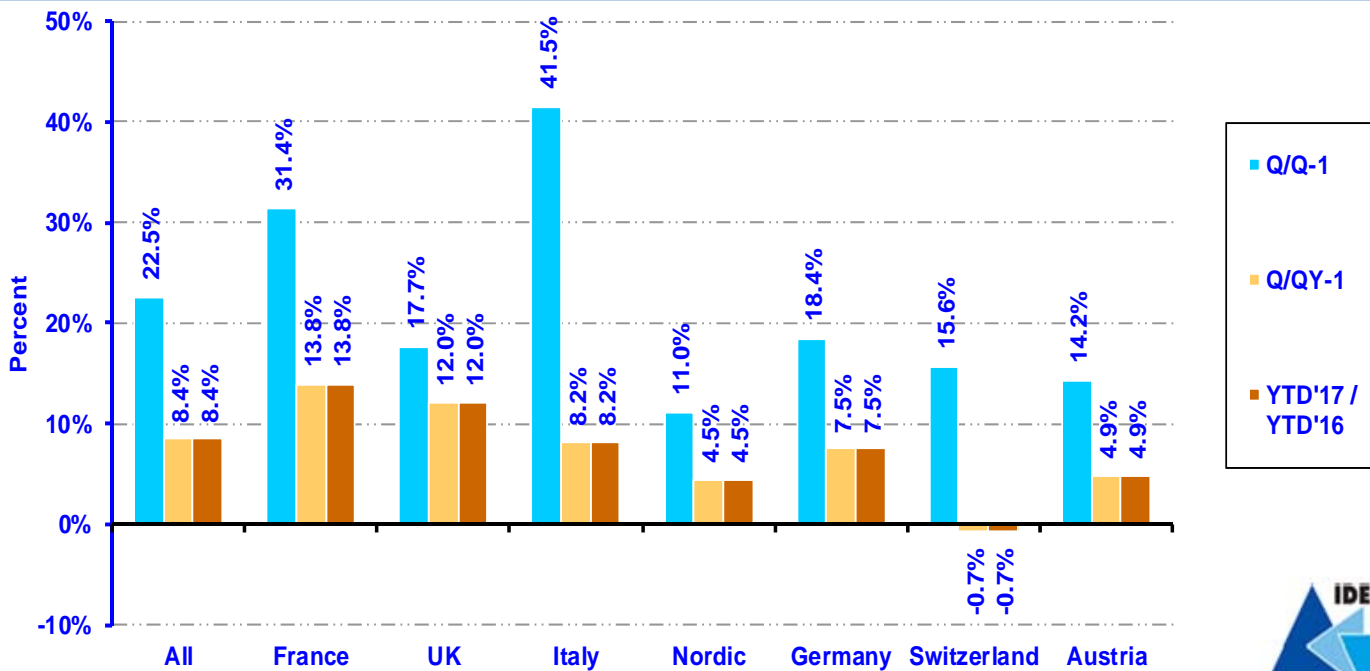
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1ST QTR. 2017 **PASSIVE COMPONENTS Billings Trend**

Graphic P3

Distribution sales for passive components by country comparing Q1 2017 with the prior quarter (Q/Q-1) and the same quarter prior year (Q/QY-1)



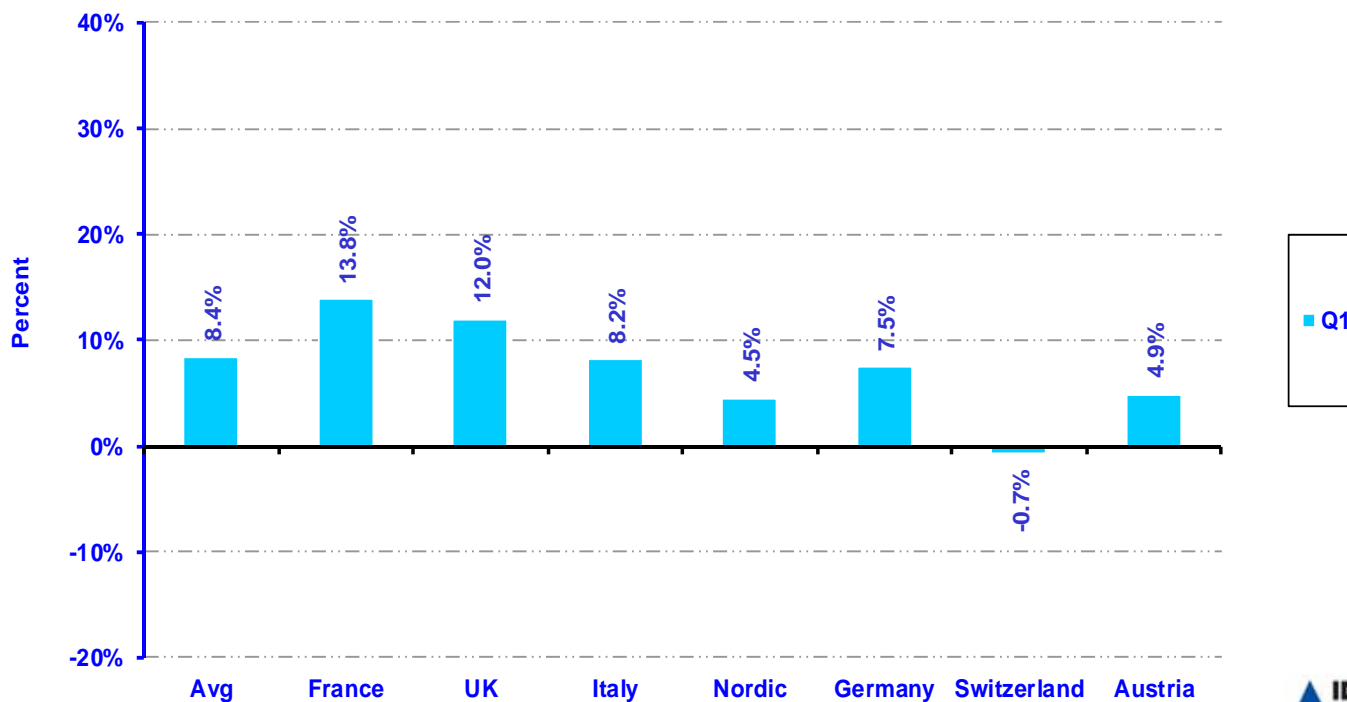
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1ST QTR. 2017 **PASSIVES YTD Billings Trend**

Graphic P4

Cumulative sales of Passive components through distribution by country for the current year showing the growth/decline % compared with the same period prior year



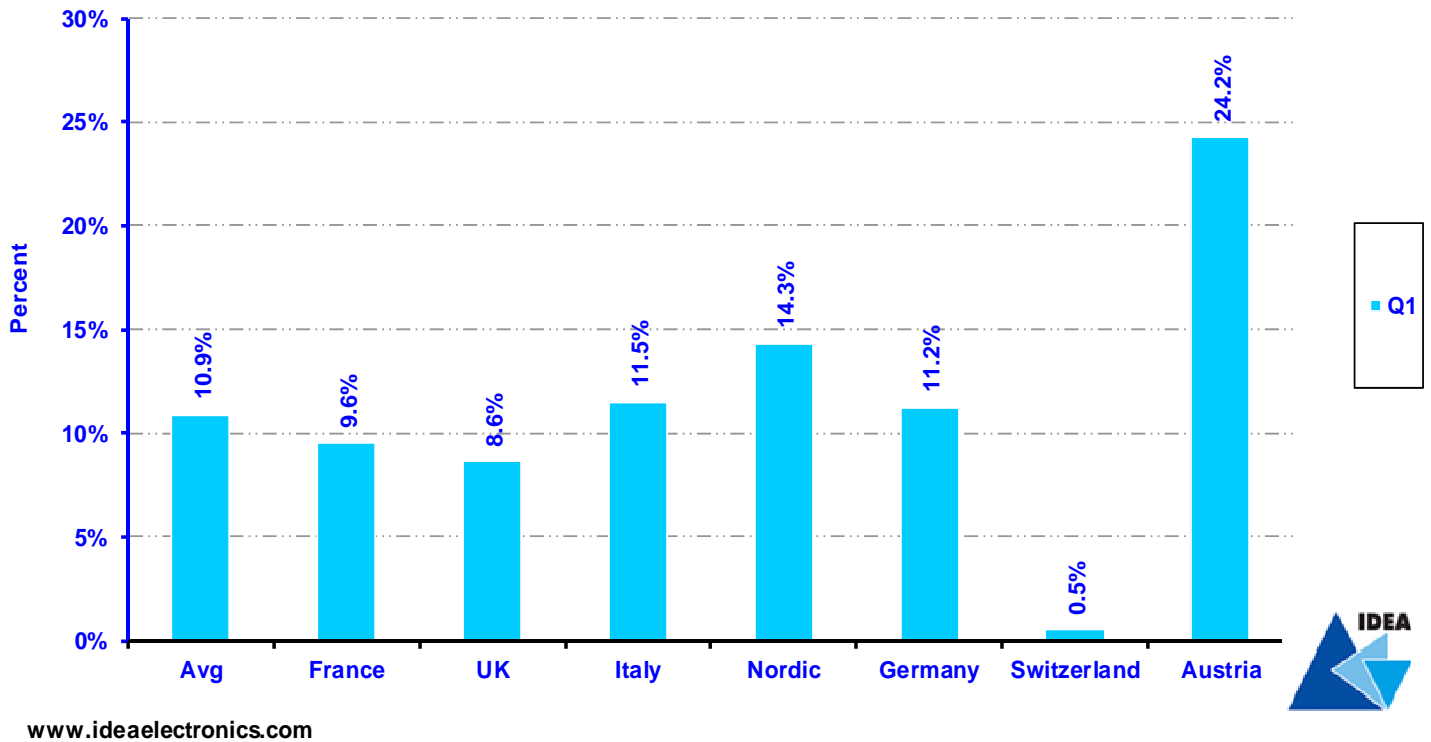
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1ST QTR. 2017 **PASSIVES YTD Bookings Trend**

Graphic P5

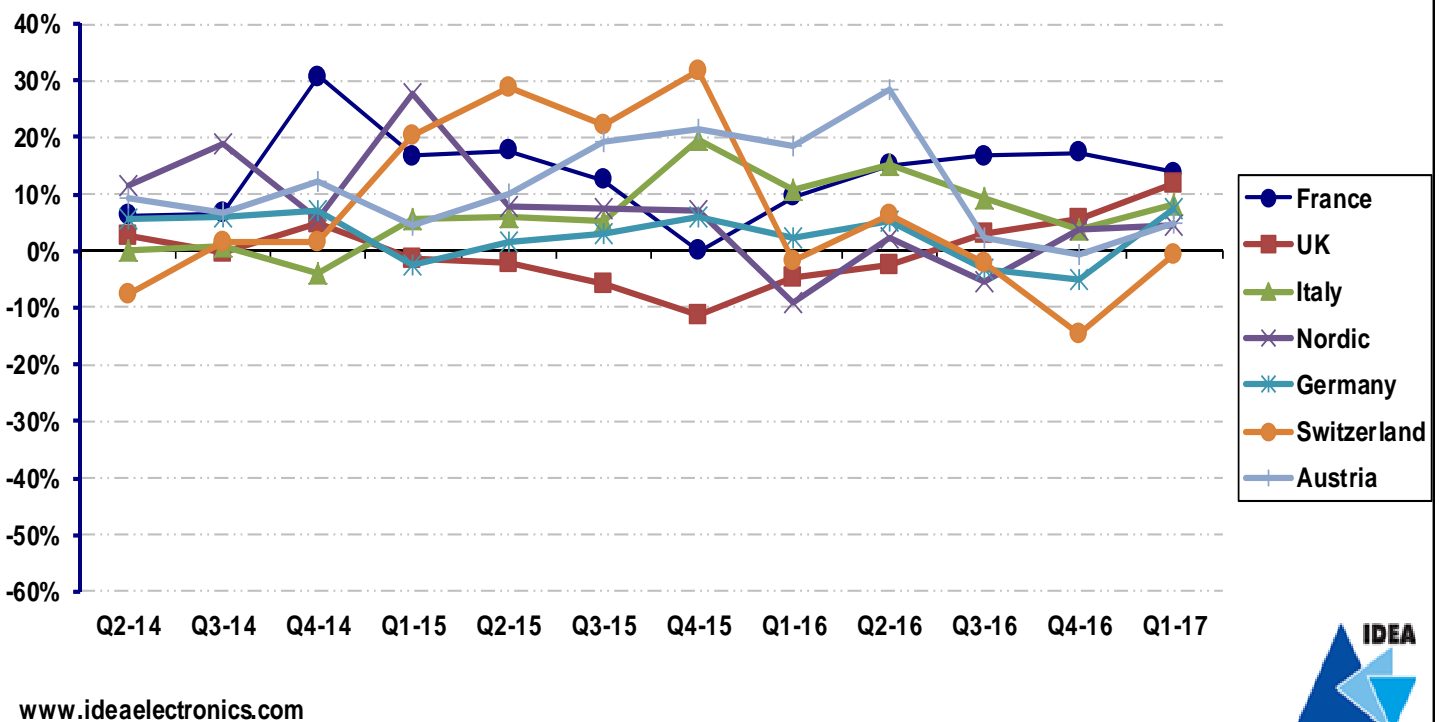
Cumulative orders for Passive components through distribution by country for the current year showing the growth/decline % compared with the same period prior year



1ST QTR. 2017 **PASSIVES TENDENTIAL INDEX BY COUNTRY (Q/Qy-1)**

Graphic P6

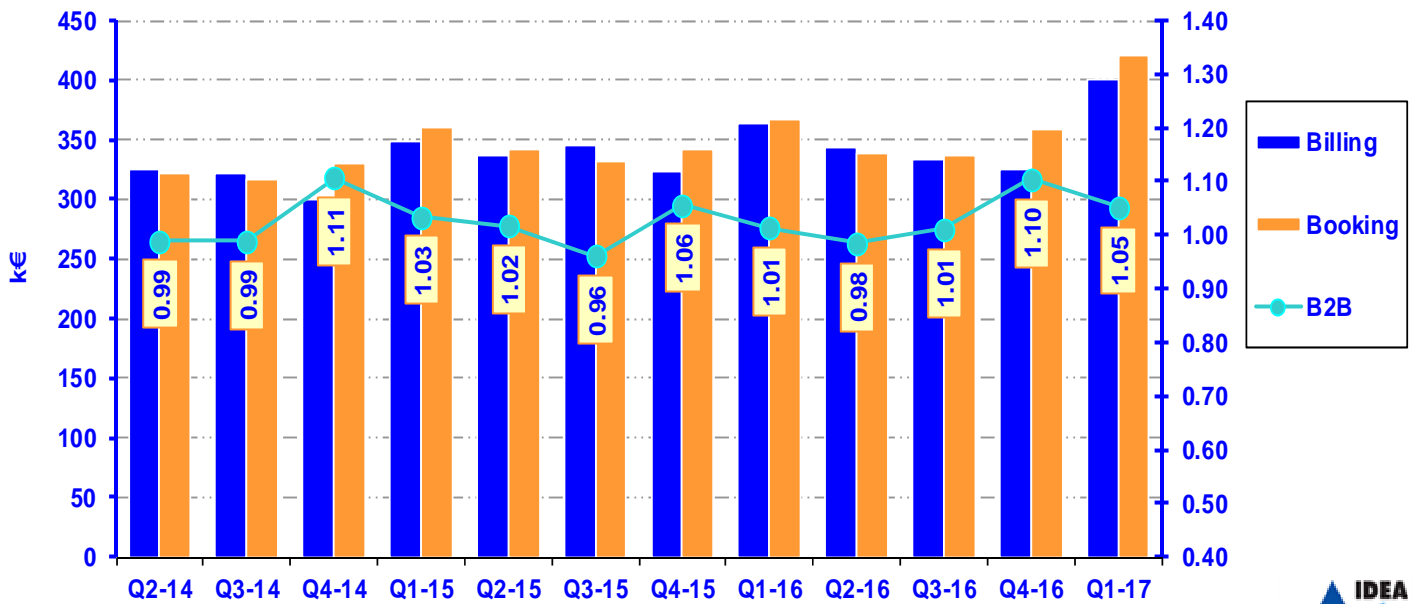
Trend showing growth/decline % in quarterly sales of passives through distribution by country compared with the same quarter prior year.



1ST QTR. 2017 EMECH COMPONENTS booking, billing & book:bill ratio

Graphic E1

EMECH components Bookings, billings & book:bill ratio for Germany, France, Italy, UK, Sweden, Norway, Denmark, Finland, Switzerland and Austria



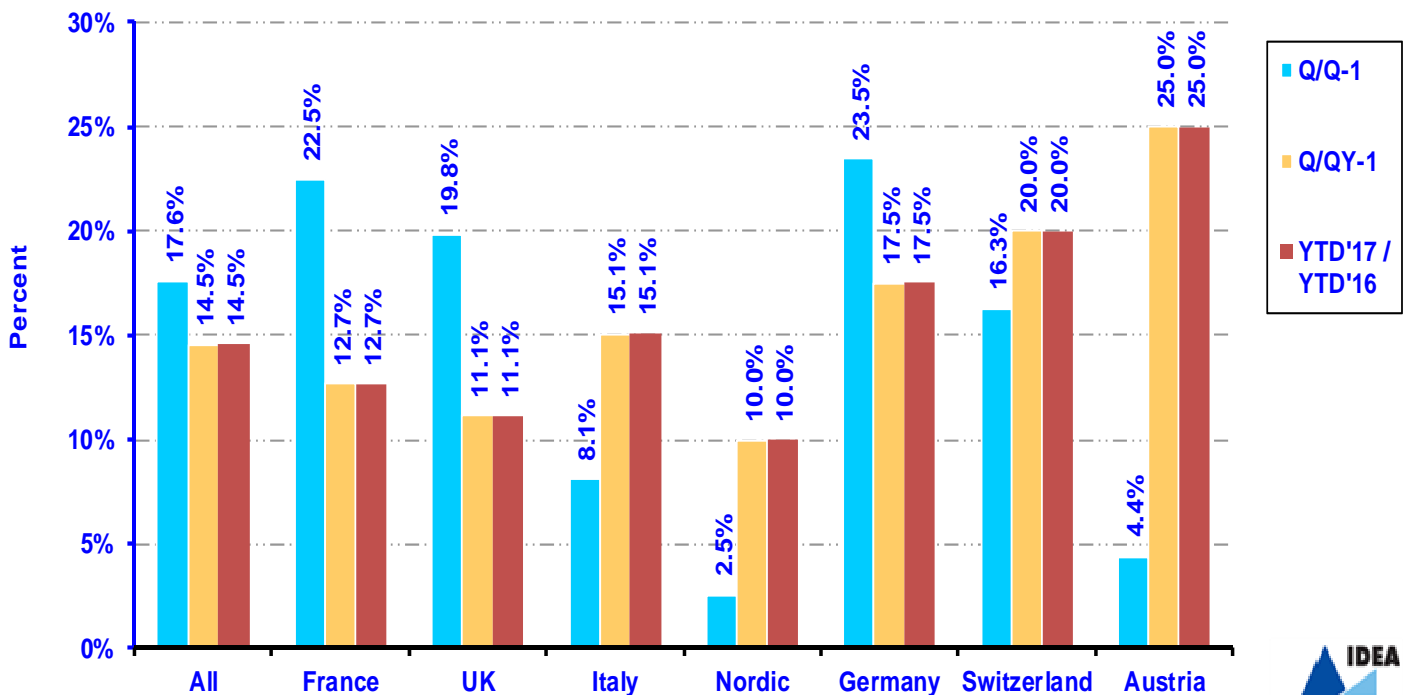
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1ST QTR. 2017 EMECH COMPONENTS Booking Trend

Graphic E2

Distribution orders for passive components by country comparing Q1 2017 with the prior quarter (Q/Q-1) and the same quarter prior year (Q/QY-1)



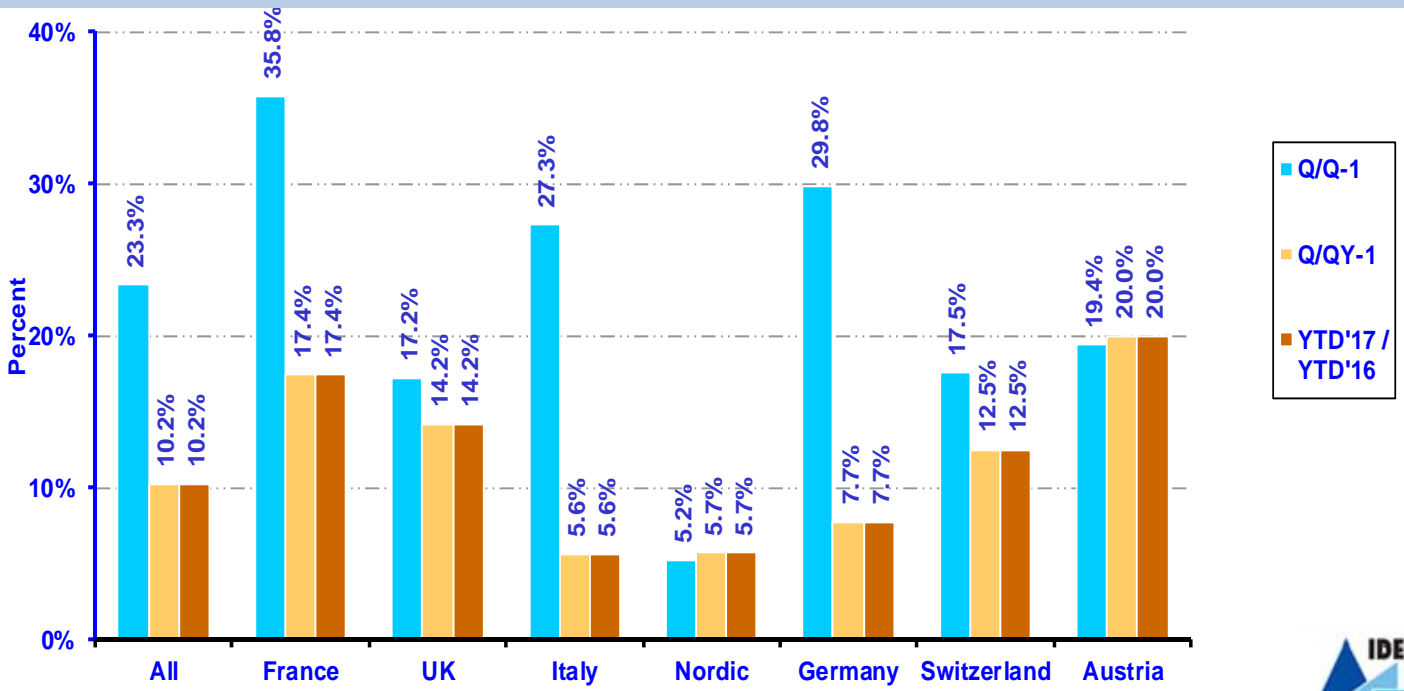
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1ST QTR. 2017 EMECH COMPONENTS Billings Trend

Graphic E3

Distribution sales of emech components comparing current qtr with prior qtr (Q/Q-1) and same qtr prior year (Q/QY-1) plus YTD trend



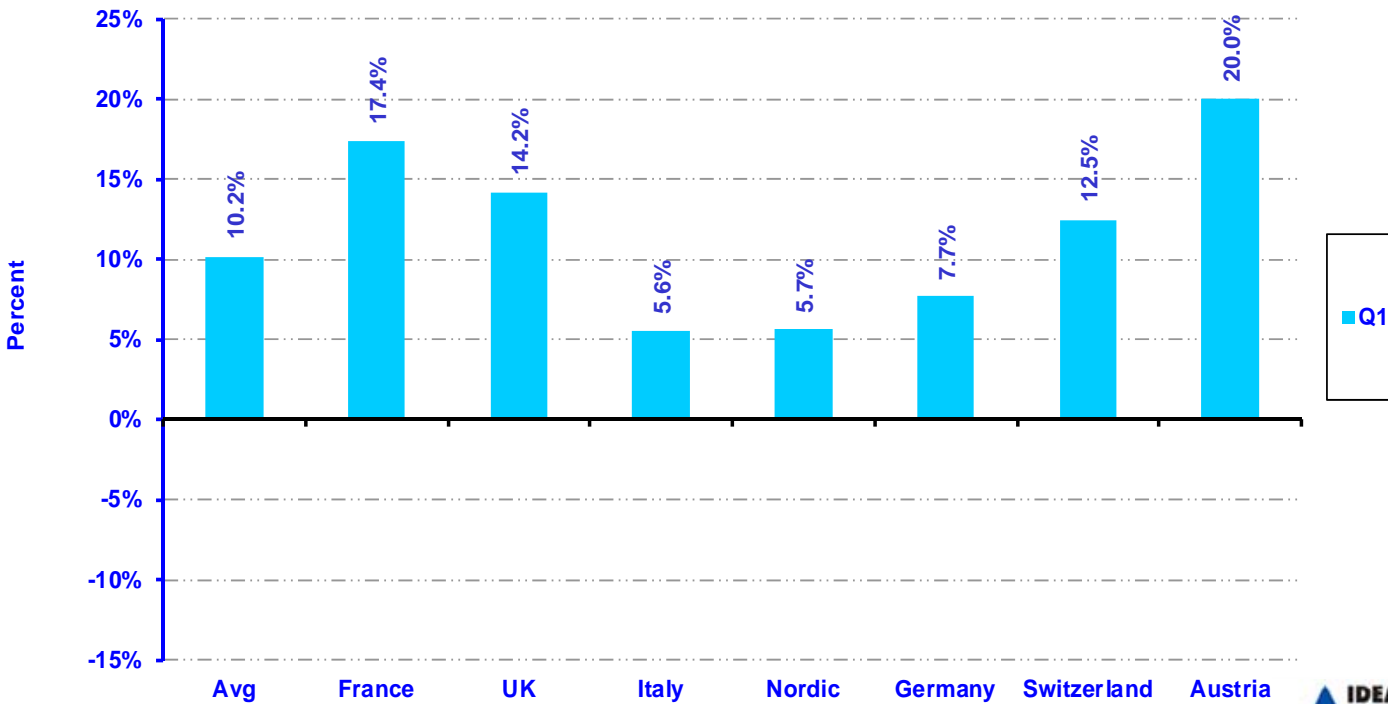
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1ST QTR. 2017 EMECH COMPONENTS YTD Billings Trend

Graphic E4

Cumulative sales of Passive components through distribution by country for the current year showing the growth/decline % compared with the same period prior year



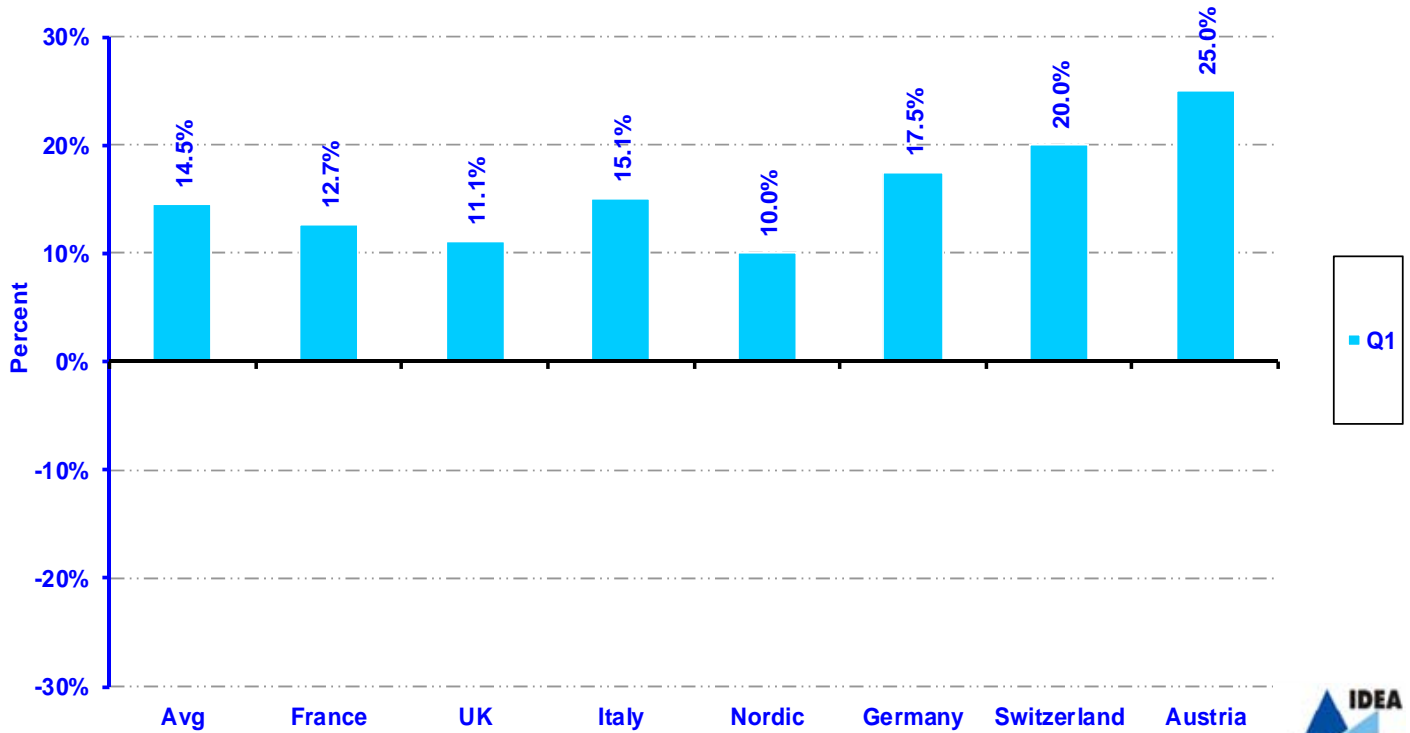
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1ST QTR. 2017 EMECH COMPONENTS YTD Bookings Trend

Graphic E5

Cumulative orders for Passive components through distribution by country for the current year showing the growth/decline % compared with the same period prior year



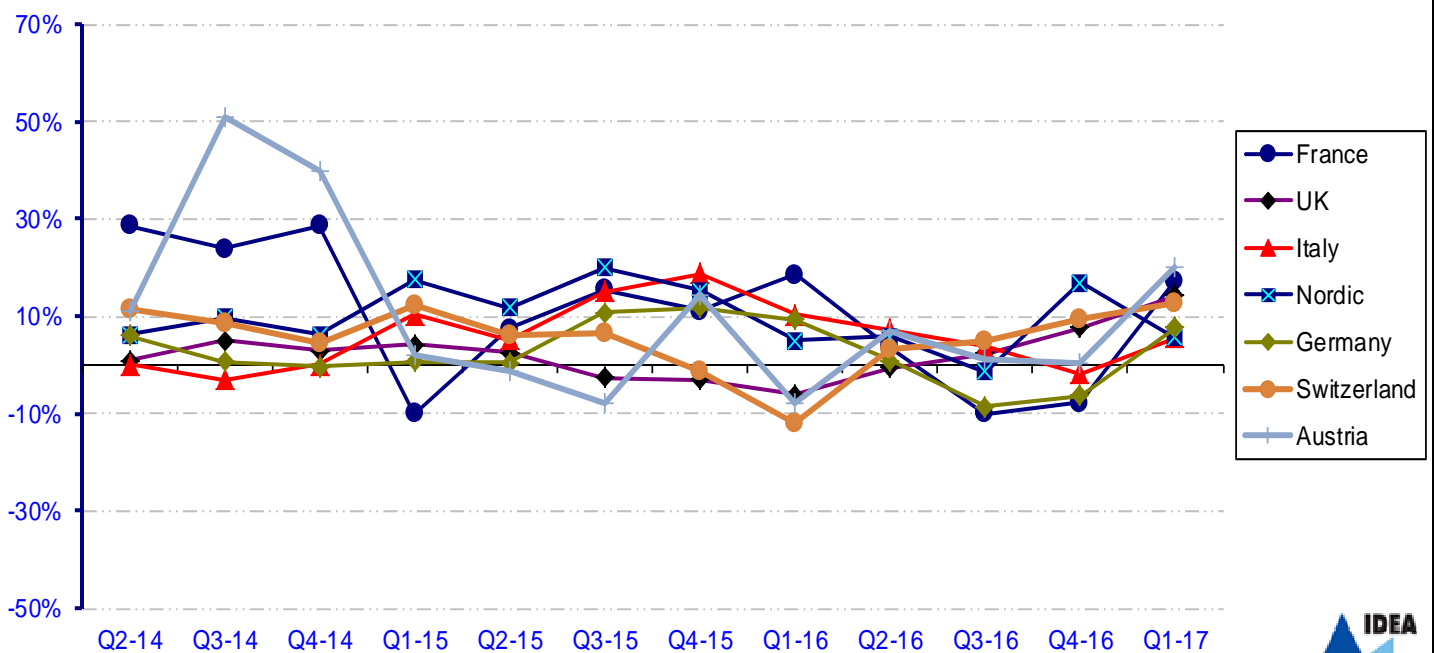
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1ST QTR. 2017 EMECH TENDENTIAL INDEX BY COUNTRY(Q/Qy-1)

Graphic E6

Trend showing growth/decline % in quarterly sales of semiconductors through distribution by country compared with the same quarter prior year.



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Data input by Country and Component

Country	Category	Activity	1,134	1,140	1,149	1,265	1,209	1,159	1,314	1,500	
All	Semis	Bookings	1,145	1,182	1,083	1,269	1,205	1,176	1,142	1,359	
		Billings	221	216	225	248	238	222	236	276	
	Passives	Bookings	223	221	212	238	239	224	211	259	
		Billings	342	331	341	367	338	337	358	421	
	Emech/Other	Bookings	336	345	323	363	343	334	324	400	
		Billings	1,697	1,686	1,715	1,881	1,784	1,718	1,908	2,197	
	Totals	Bookings	1,705	1,749	1,618	1,870	1,787	1,734	1,677	2,018	
		Billings									
	Country	Category	Activity	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17
	France	Semis	Bookings	96	92	91	118	110	95	106	120
Billings			104	95	93	113	105	98	97	113	
Passives		Bookings	19	17	18	25	22	19	22	27	
		Billings	20	18	17	23	23	21	20	26	
Emech/Other		Bookings	29	30	27	30	32	25	28	34	
		Billings	29	30	30	32	30	27	28	38	
Totals		Bookings	144	139	136	173	164	139	155	181	
		Billings	153	143	140	168	158	146	145	177	
Country		Category	Activity	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17
UK		Semis	Bookings	138	137	139	146	152	157	172	198
	Billings		138	147	132	154	153	157	160	186	
	Passives	Bookings	35	33	33	38	37	34	36	42	
		Billings	36	35	32	36	35	36	34	40	
	Emech/Other	Bookings	99	96	91	105	97	96	98	117	
		Billings	96	94	87	96	95	97	94	110	
	Totals	Bookings	272	265	262	289	285	286	305	357	
		Billings	269	277	252	286	284	289	288	336	
	Country	Category	Activity	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17
	Italy	Semis	Bookings	179	157	190	219	179	165	215	227
Billings			188	163	162	207	191	167	161	213	
Passives		Bookings	36	30	38	44	38	34	42	49	
		Billings	36	32	31	42	41	35	32	45	
Emech/Other		Bookings	42	36	46	48	41	39	51	55	
		Billings	41	37	38	45	44	38	37	48	
Totals		Bookings	256	223	274	311	258	237	308	331	
		Billings	265	231	231	294	277	240	231	306	
Country		Category	Activity	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17
Nordic		Semis	Bookings	82	94	95	95	99	97	110	122
	Billings		82	100	90	98	96	101	98	109	
	Passives	Bookings	9	8	10	10	9	8	10	11	
		Billings	9	9	9	10	9	9	9	10	
	Emech/Other	Bookings	28	28	30	31	30	28	34	35	
		Billings	29	29	28	33	31	29	33	35	
	Totals	Bookings	118	130	134	136	138	134	154	167	
		Billings	121	138	127	140	137	138	140	154	
	Country	Category	Activity	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17
	Germany	Semis	Bookings	547	566	541	586	565	552	610	716
Billings			539	580	519	599	565	561	532	635	
Passives		Bookings	109	114	112	117	118	114	114	130	
		Billings	109	114	109	114	115	110	103	122	
Emech/Other		Bookings	128	125	131	137	121	132	130	161	
		Billings	125	138	125	141	126	126	117	152	
Totals		Bookings	783	805	784	840	804	798	854	1007	
		Billings	773	832	753	854	805	797	752	909	
Country		Category	Activity	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17
Switzerland		Semis	Bookings	55	51	50	56	53	48	58	63
	Billings		52	55	47	53	49	53	49	57	
	Passives	Bookings	7	7	7	8	7	7	7	8	
		Billings	7	7	7	7	8	7	6	7	
	Emech/Other	Bookings	8	8	8	8	8	8	8	10	
		Billings	8	8	7	8	8	9	8	9	
	Totals	Bookings	70	66	65	72	69	63	73	81	
		Billings	68	71	61	68	66	69	62	73	
	Country	Category	Activity	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17
	Austria	Semis	Bookings	39	43	44	45	51	44	43	54
Billings			42	42	40	44	45	40	45	47	
Passives		Bookings	6	6	8	7	7	7	6	9	
		Billings	6	6	6	7	8	6	6	7	
Emech/Other		Bookings	8	9	9	8	8	9	10	10	
		Billings	8	8	8	8	9	9	8	10	
Totals		Bookings	53	58	60	60	66	60	59	73	
		Billings	56	57	54	59	61	55	59	59	