



Q3-2016 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) 2015	Summation of Association Members Returns 2015	Approx. Share of DTAM (Distribution Total Available Market) represented by Association's Members 2015
France	SPDEI	€1125 Mill	€815 Mill	75%
UK	ecsn/afdec	€1461 Mill	€1227 Mill	84%
Italy	ASSODEL	€1163 Mill	€872 Mill	75%
Nordic	Via ecsn/afdec	€1397 Mill	€531 Mill	38%
Germany	FBDI	€4420 Mill	€3140 Mill	72%
Switzerland	FBDI	€475 Mill	€266 Mill	56%
Austria	FBDI	€340 Mill	€199 Mill	56%

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 2015 average rates are: UK Pound/€0.7264, Danish Krona/€7.4587, Norwegian Krona/€8.9456, Swedish Krona/€9.3591.

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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16		Data input by Country and Component The Data supplied by contributing Associations used to produce this Graphics Package.

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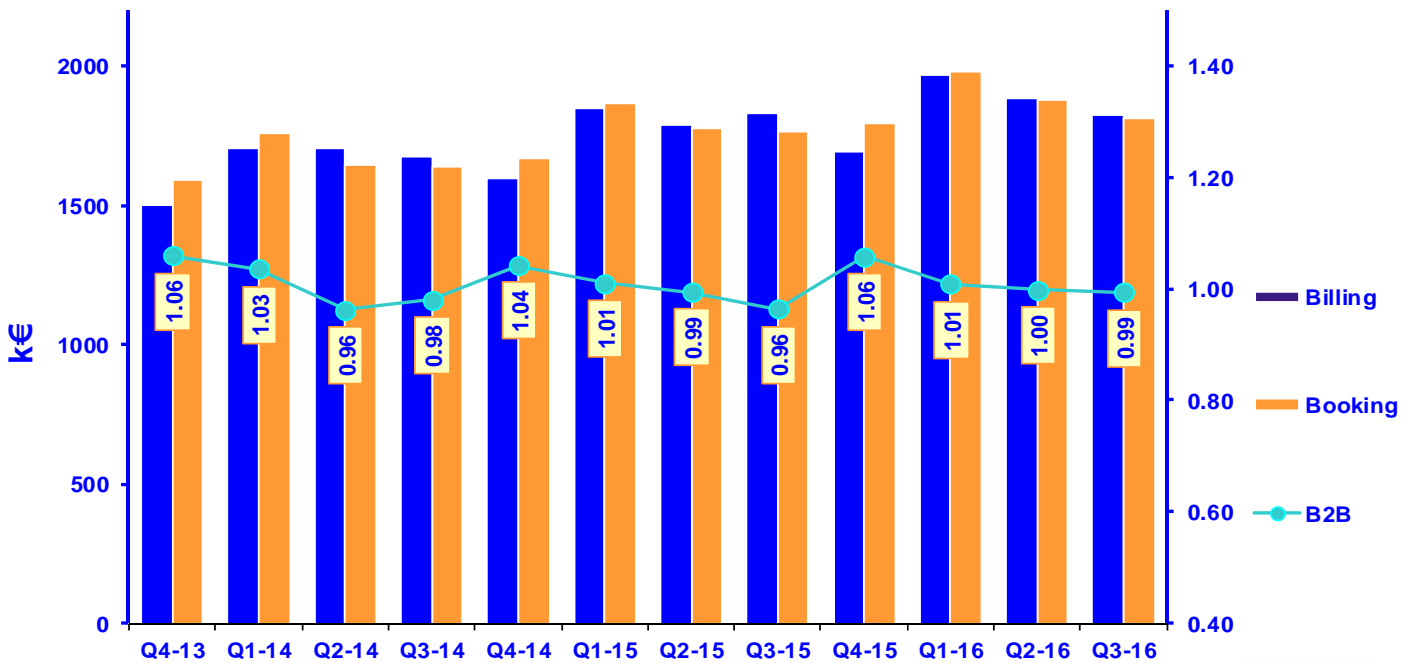
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<http://www.ideaelectronics.com/>

3RD QTR. 2016 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



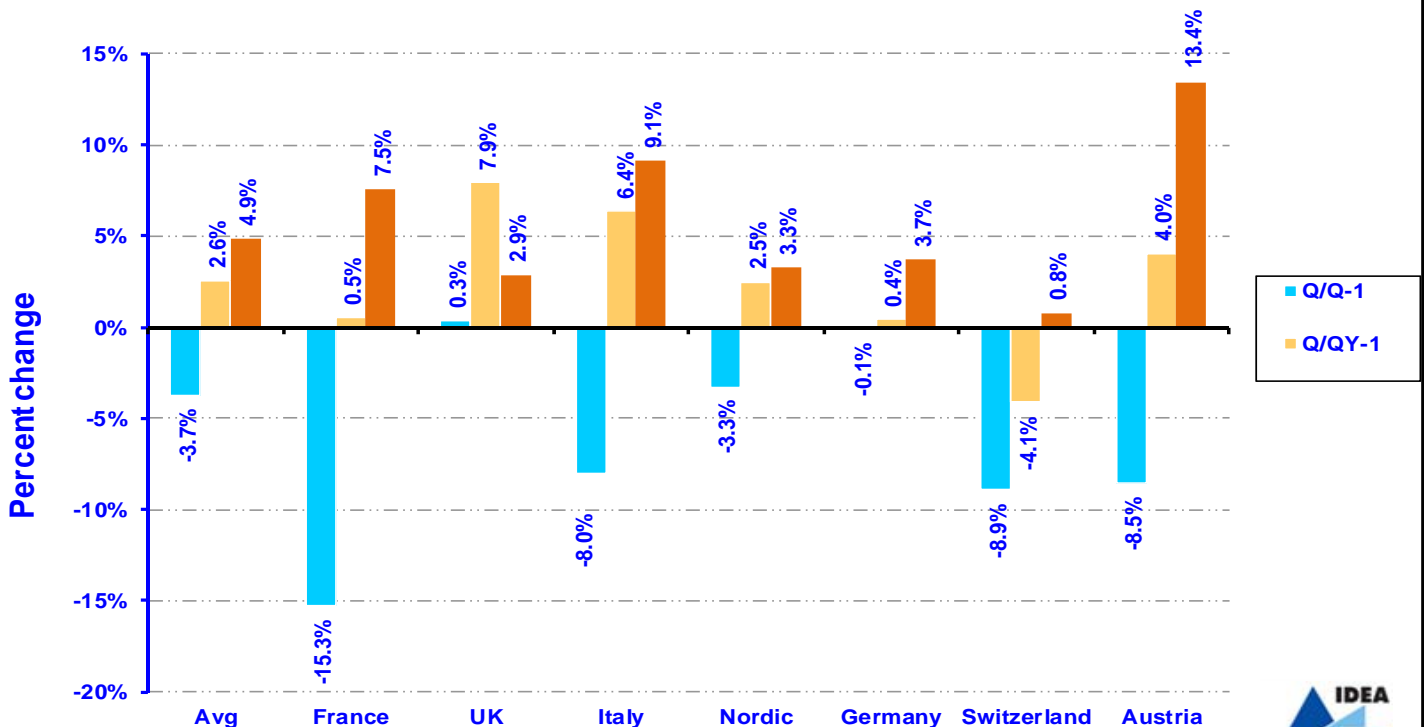
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3RD QTR. 2016 TOTAL COMPONENTS Booking Trend

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 16 / 15



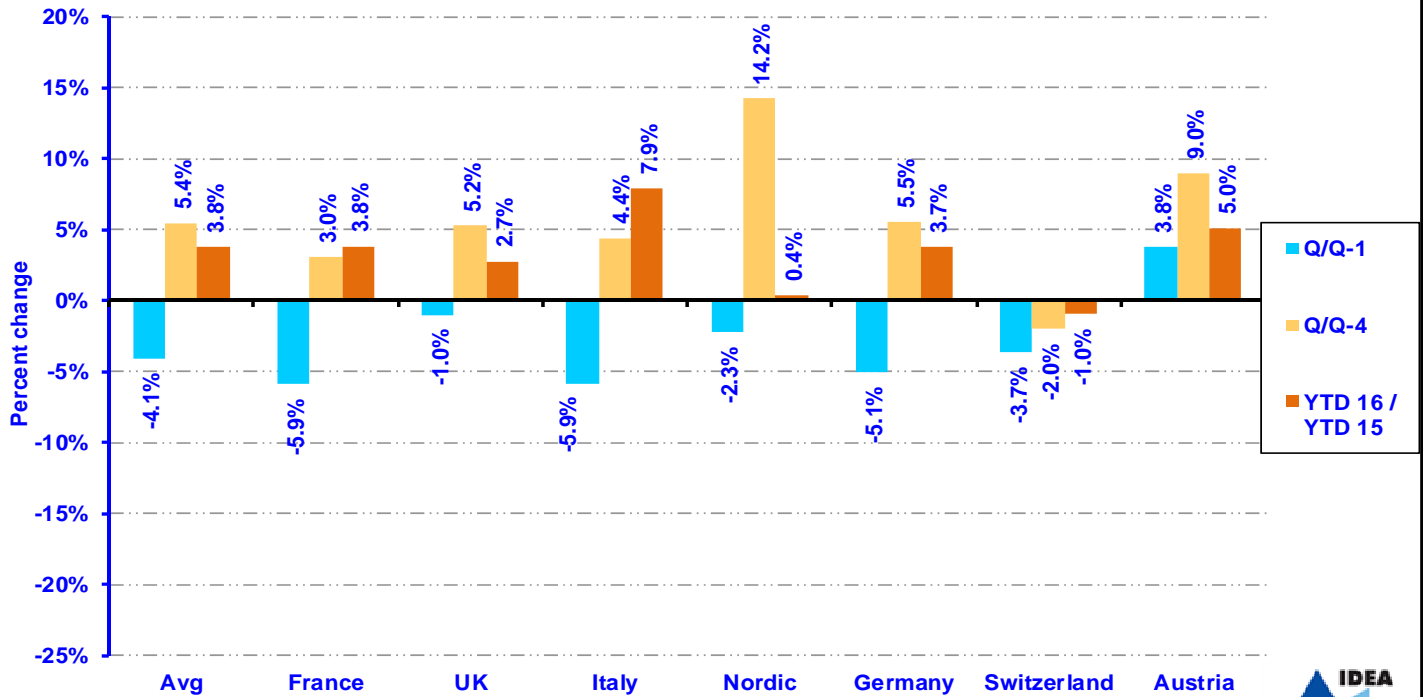
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3RD QTR. 2016 TOTAL COMPONENTS Billing Trend

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 16 / YTD 15



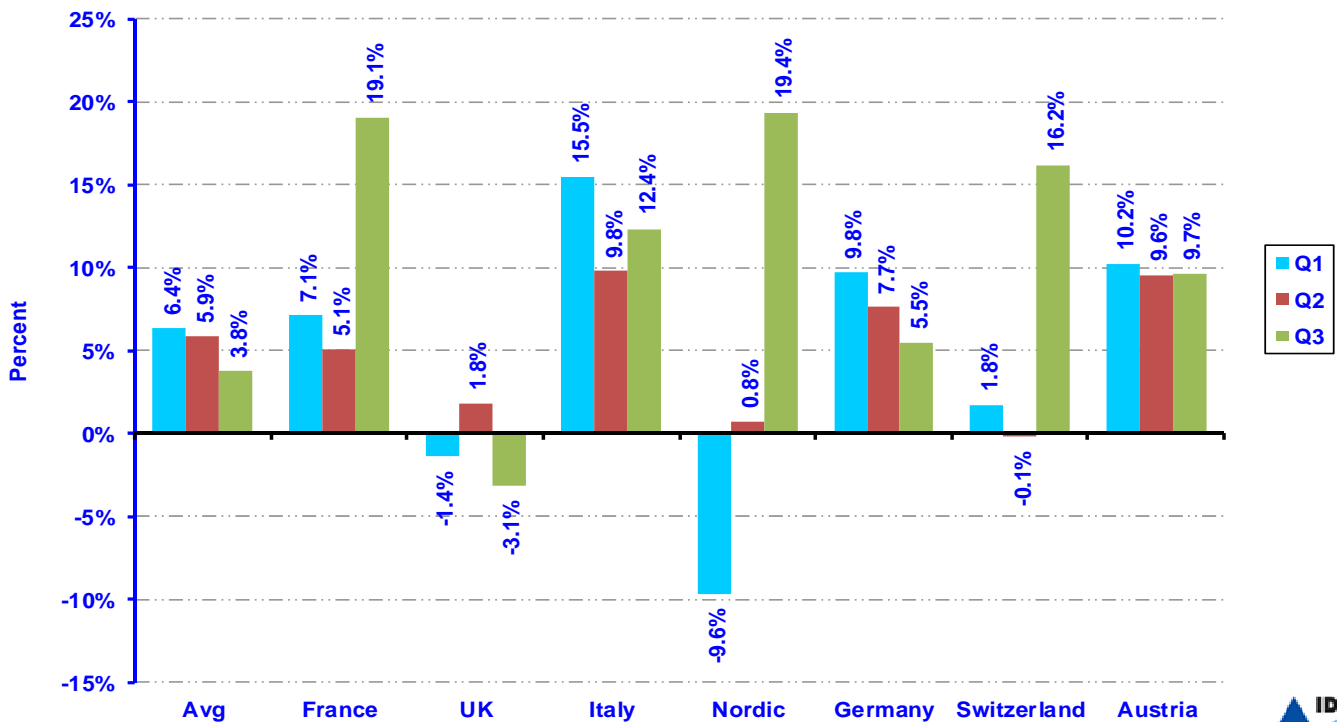
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3RD QTR. 2016 TOTAL COMPONENTS YTD Billings Trend

Graphic T4

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



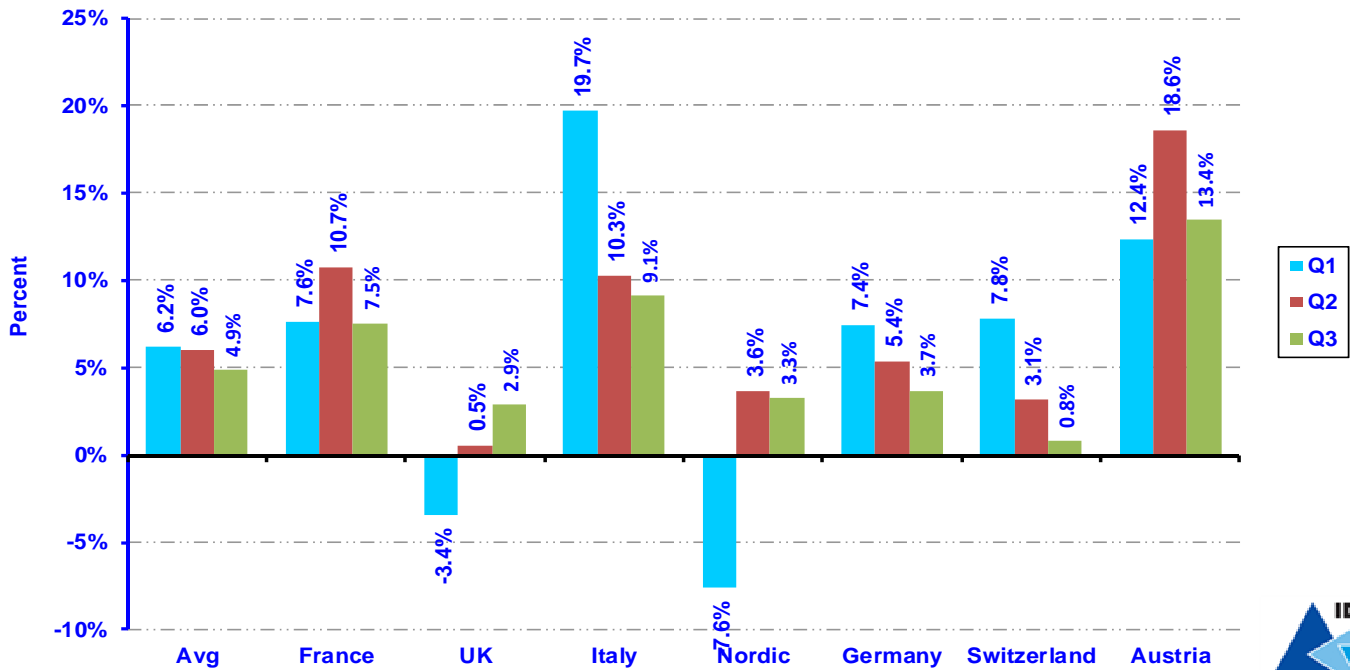
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3RD QTR. 2016 TOTAL COMPONENTS YTD Bookings Trend

Graphic T5

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



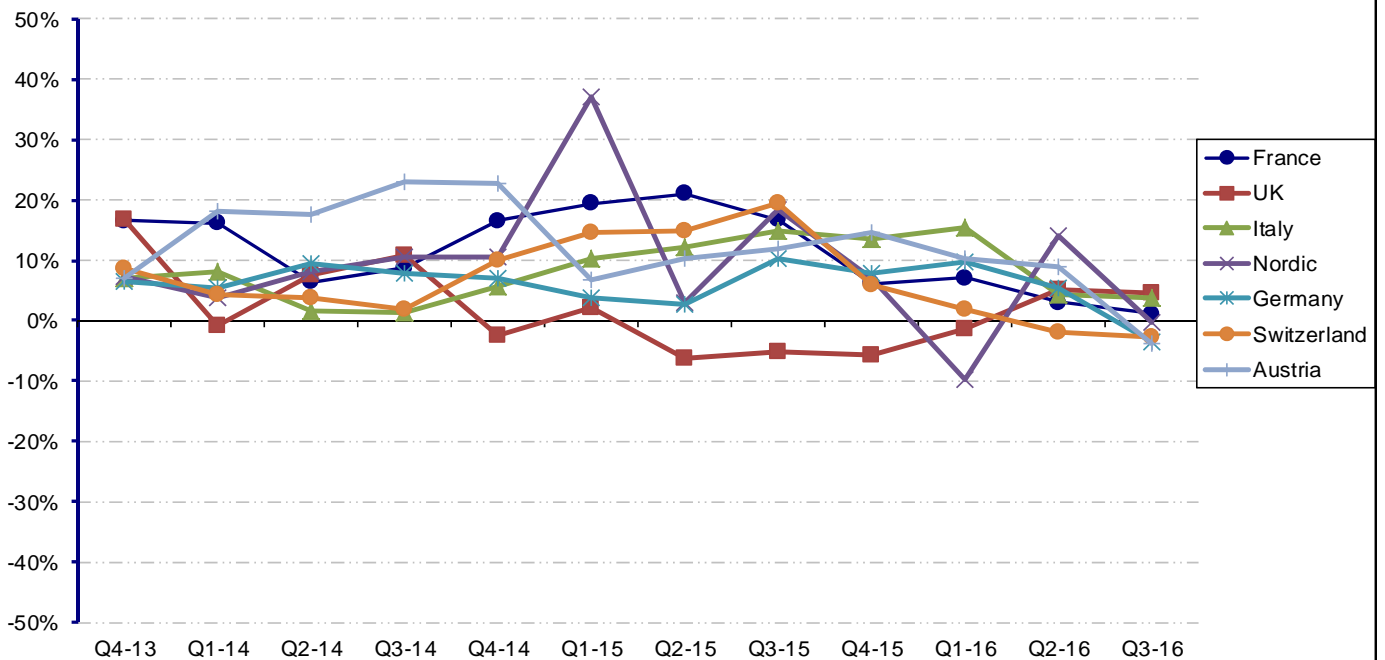
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3RD QTR. 2016 TOTAL COMPONENTS TENDENTIAL INDEX BY COUNTRY(Q.QY-1)

Graphic T6

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

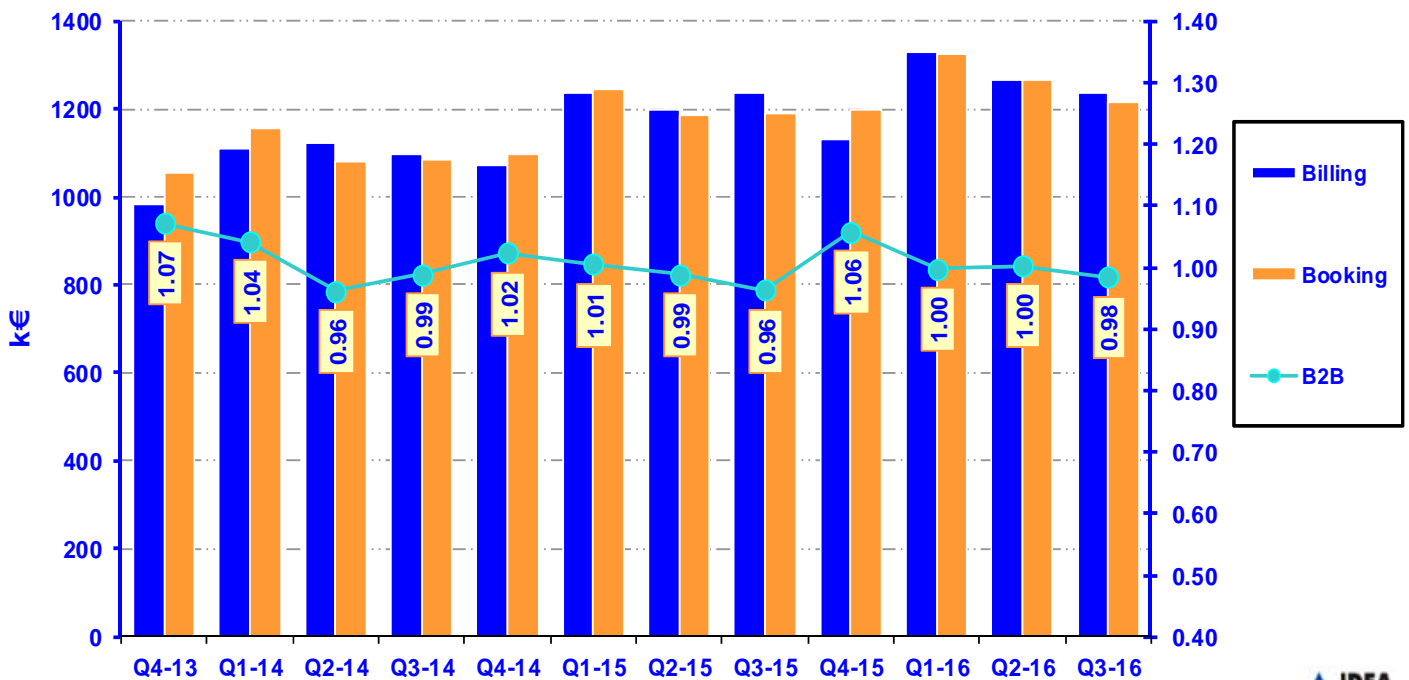


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3RD QTR. 2016 SEMICONDUCTOR bookings, billings & book:bill ratio Graphic S1

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

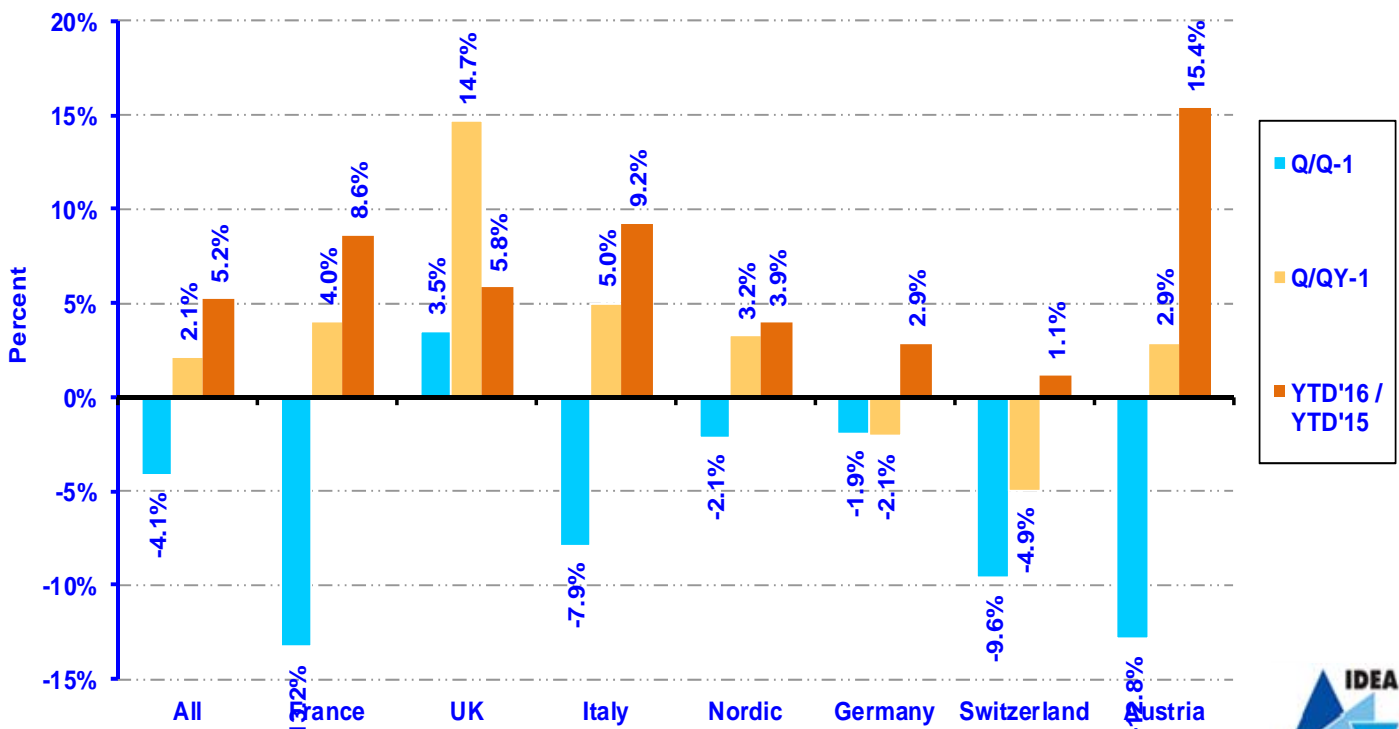


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3RD QTR 2016 SEMICONDUCTOR Booking Trend Graphic S2

Distribution orders for semiconductors by country compared with the prior quarter (Q/Q1) and the same quarter prior year (Q/QY-1) and YTD 16 / YTD 15



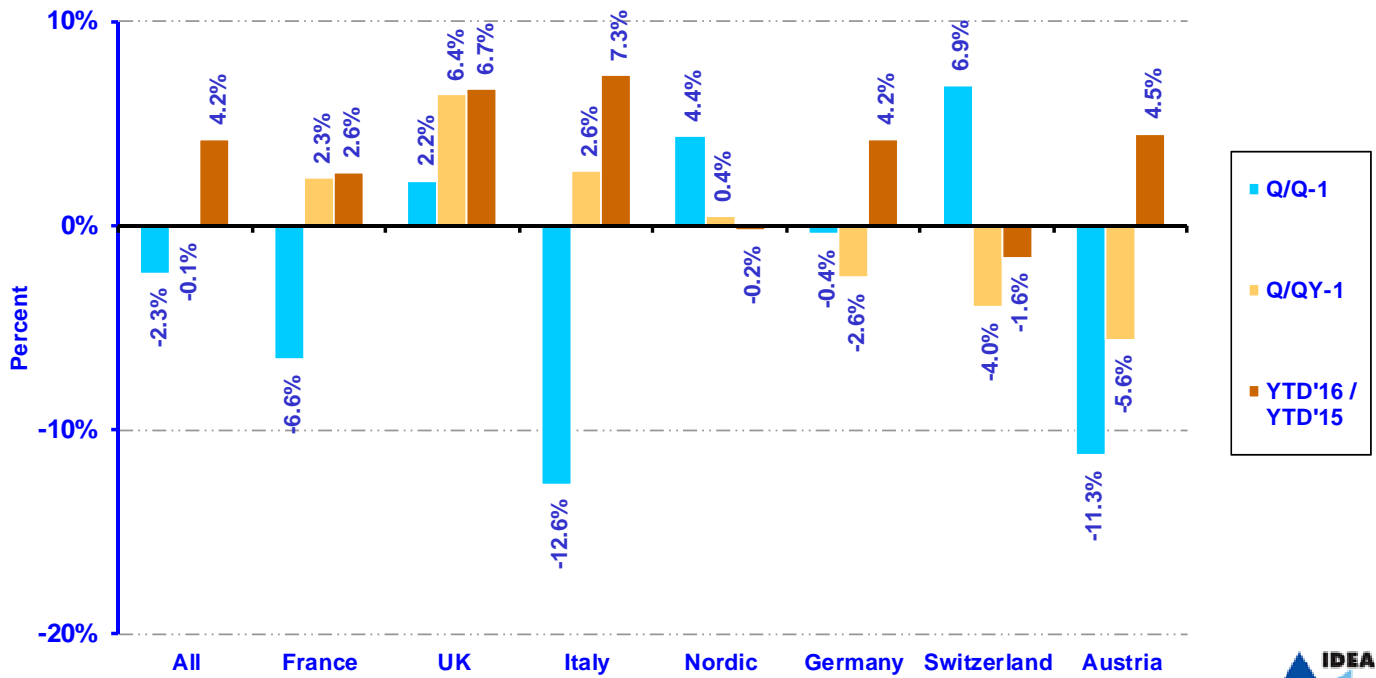
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3RD QTR 2016 SEMICONDUCTOR Billing Trend

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 15 / 14



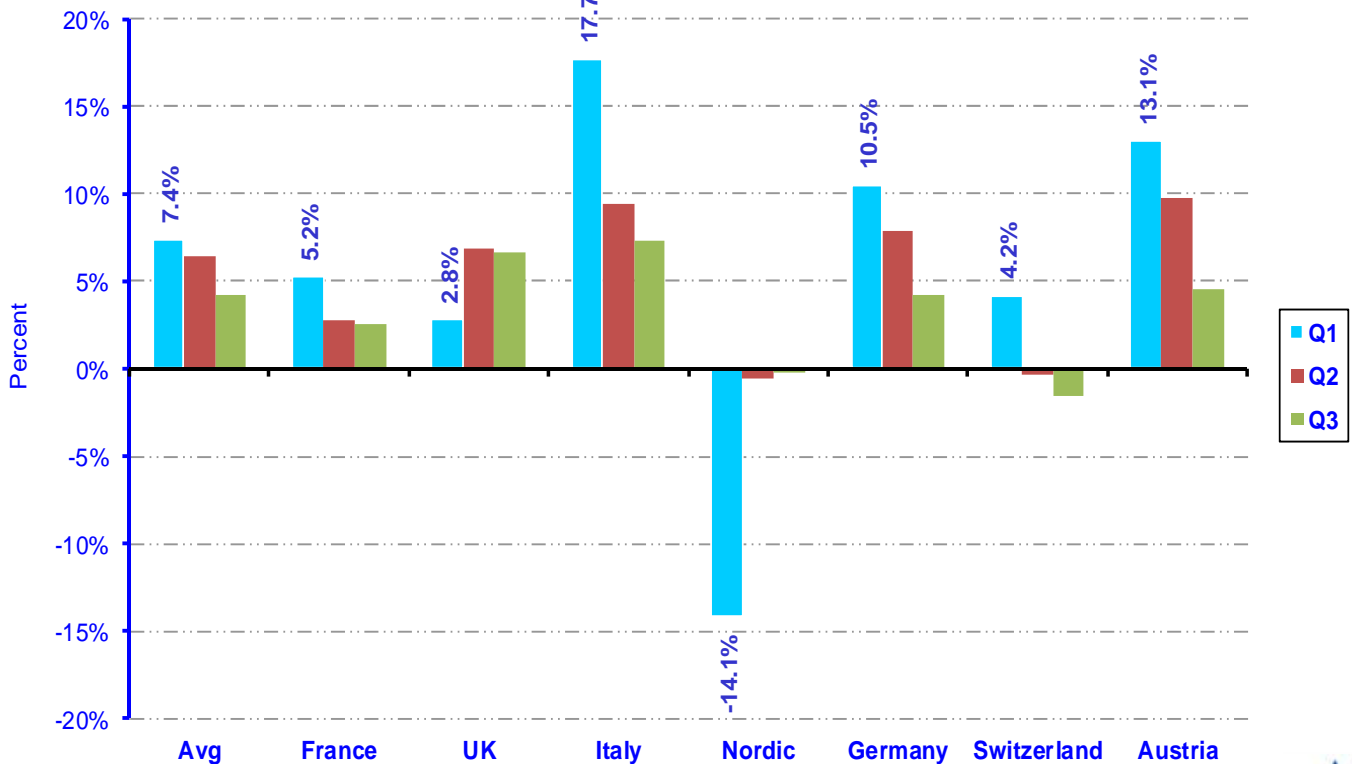
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3RD QTR. 2016 SEMICONDUCTOR YTD BILLING TREND

Graphic S4

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



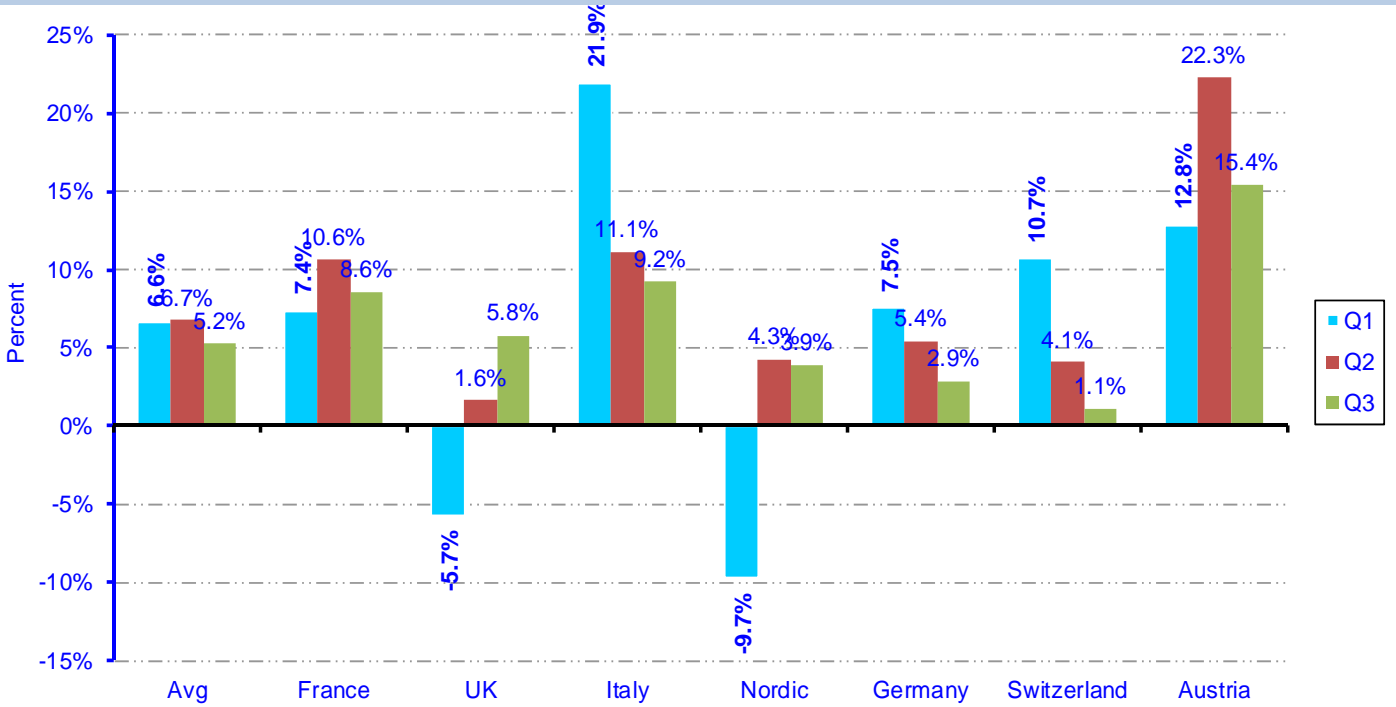
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3RD QTR. 2016 SEMICONDUCTOR YTD BOOKING TREND

Graphic S5

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



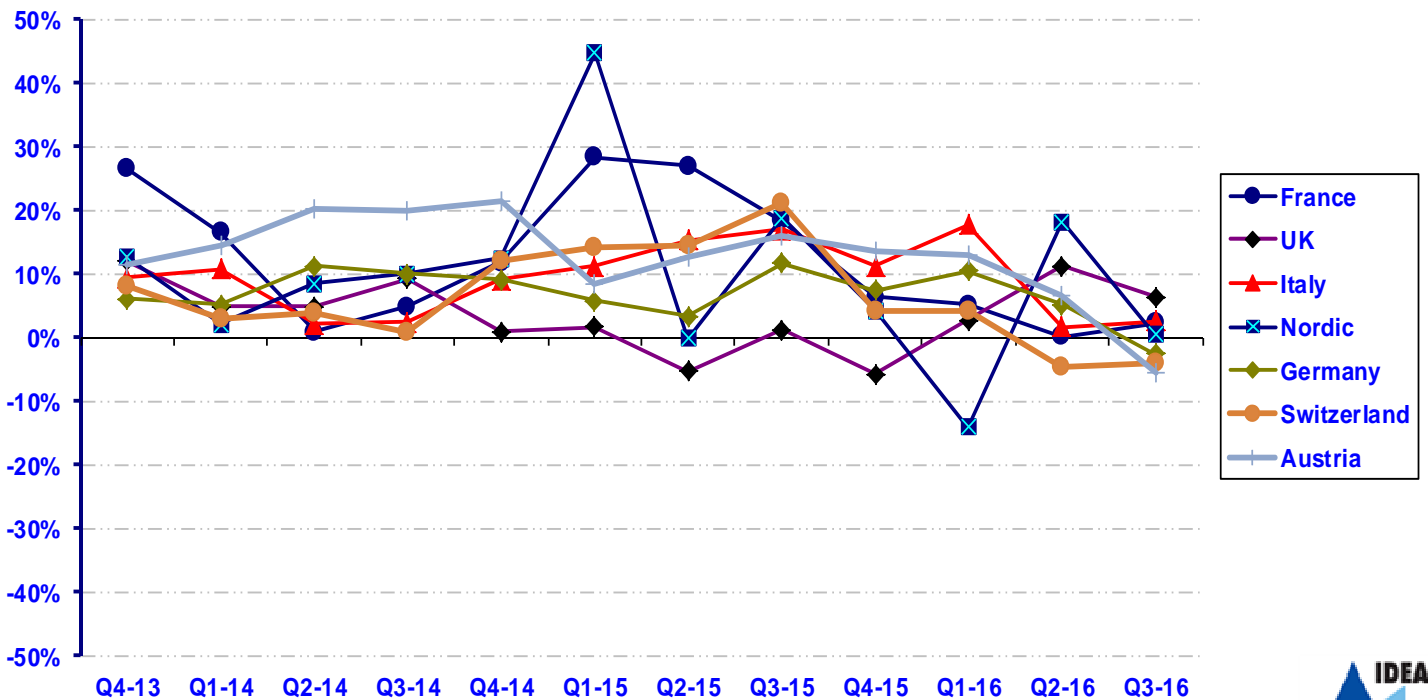
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3RD QTR. 2016 SEMICONDUCTOR TENDENTIAL INDEX (Q/Qy-1)

Graphic S6

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



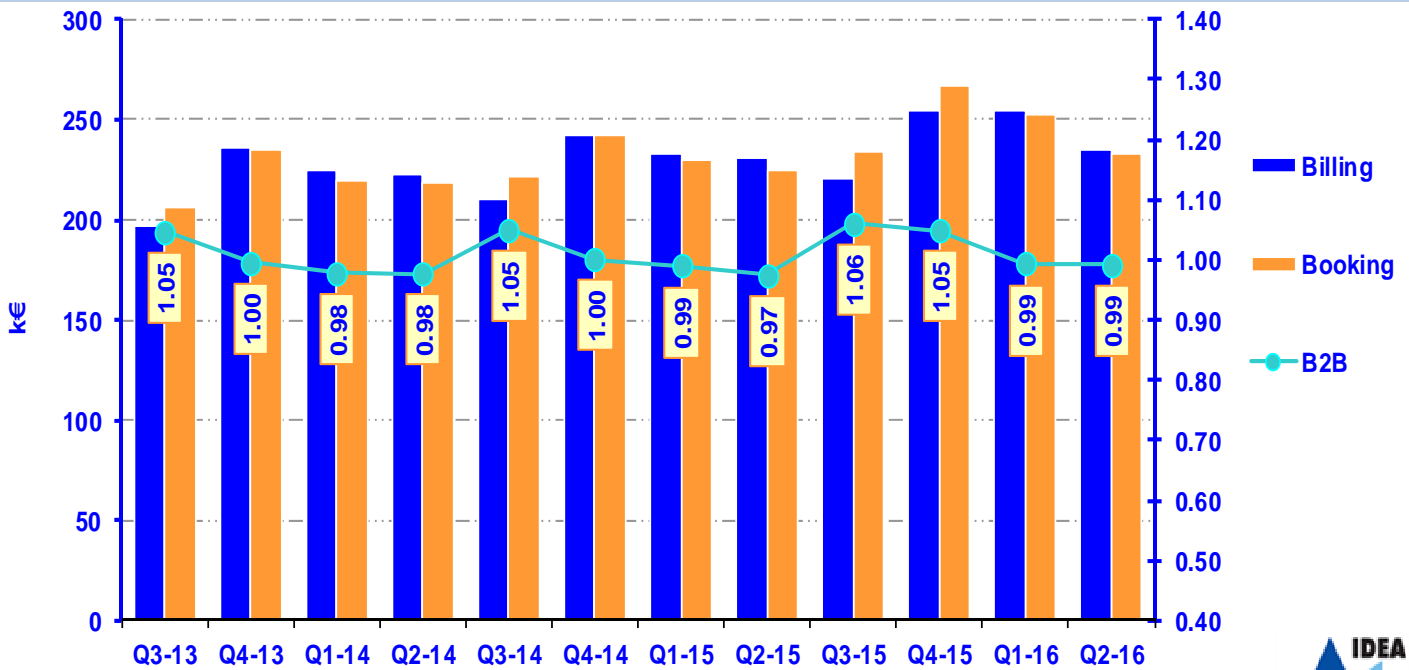
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3RD QTR. 2016 **PASSIVES** booking, billing & book:bill ratio

Graphic P1

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



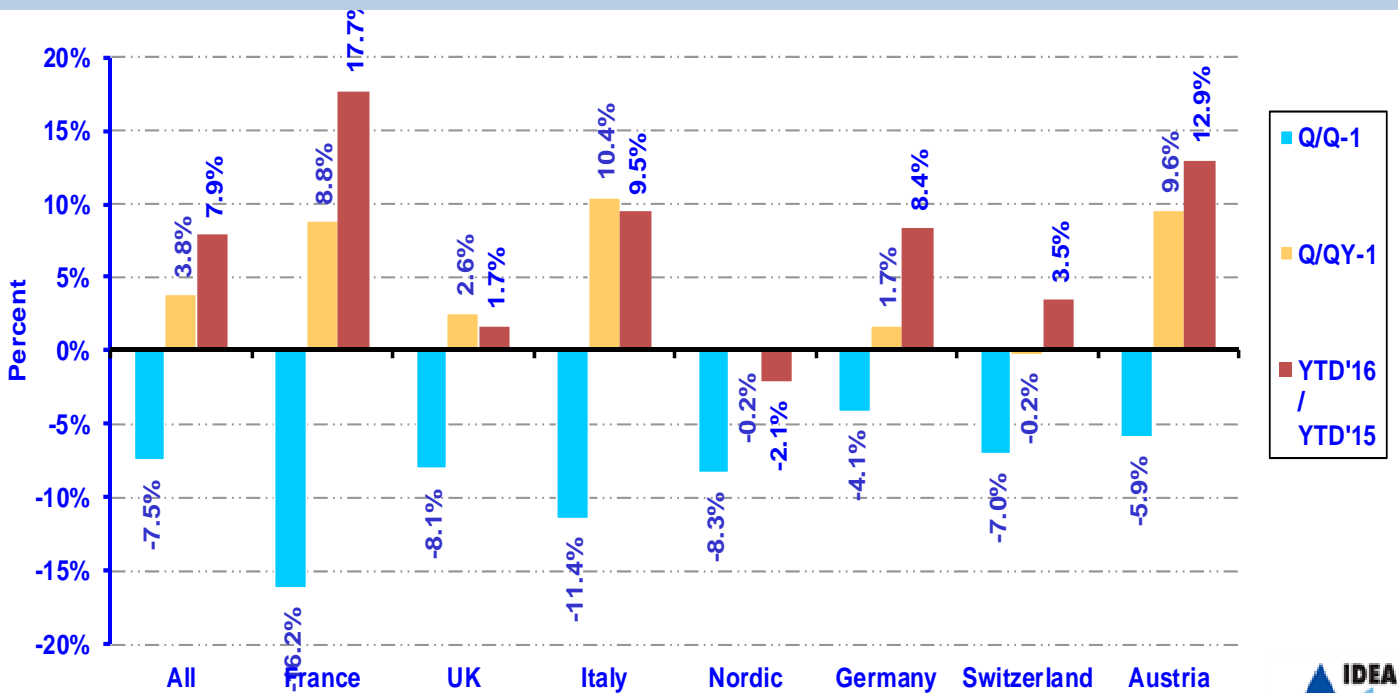
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3RD QTR. 2016 **PASSIVE COMPONENTS** Booking Trend

Graphic P2

Distribution orders for passive components by country comparing Q1 2016 with the prior quarter (Q/Q-1) and the same quarter prior year (Q/QY-1)



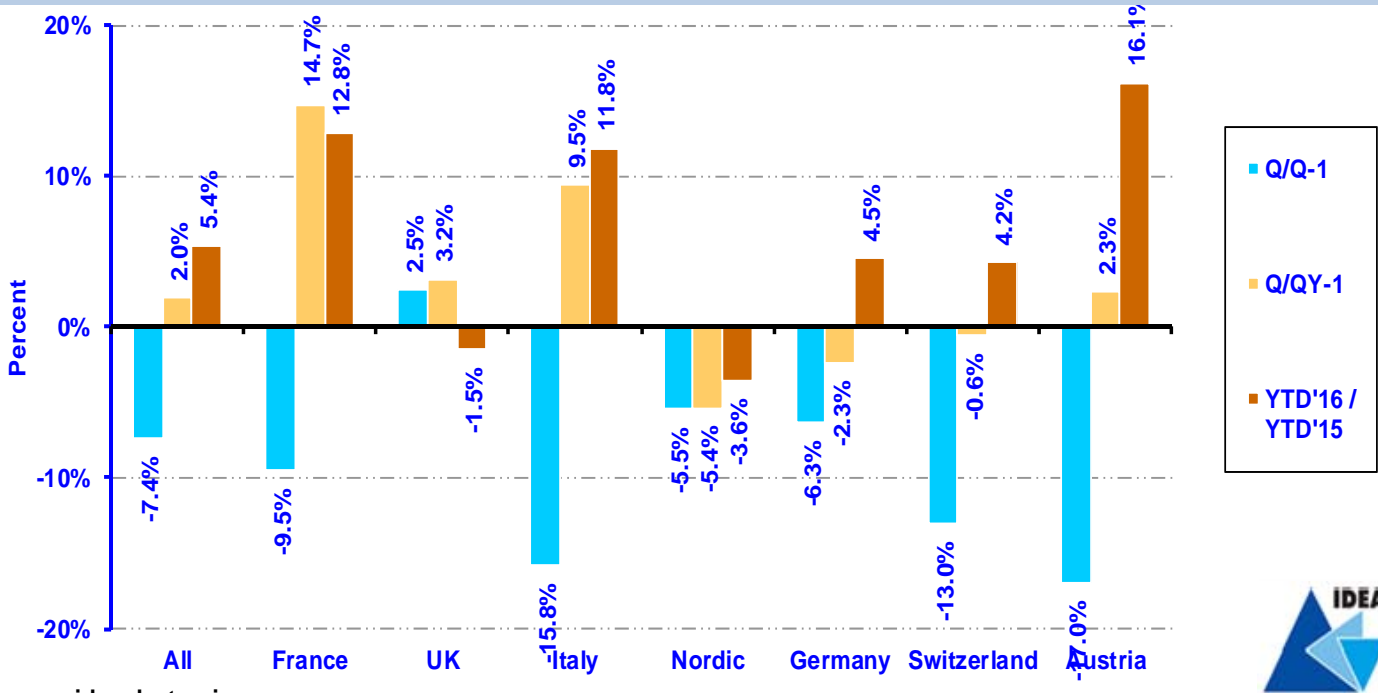
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3RD QTR. 2016 PASSIVE COMPONENTS Billings Trend

Graphic P3

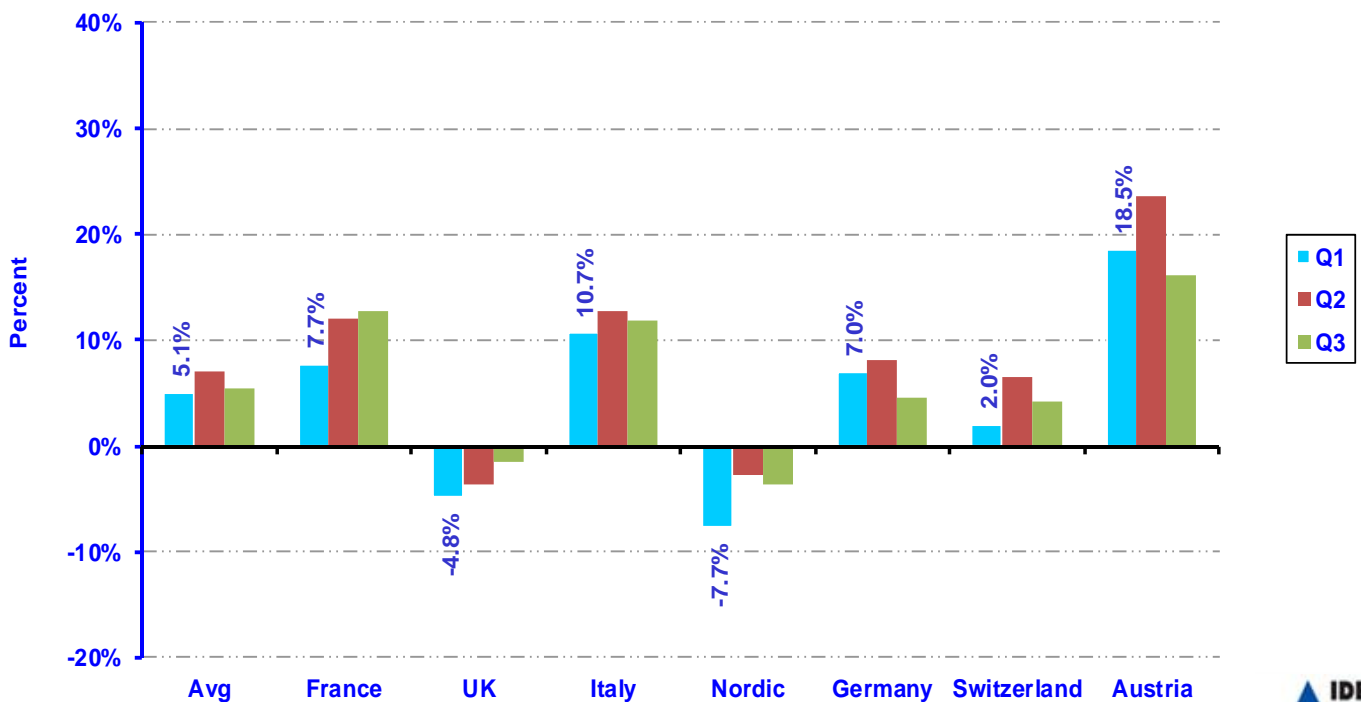
Distribution sales for passive components by country comparing Q1 2015 with the prior quarter (Q/Q-1) and the same quarter prior year (Q/QY-1)



3RD QTR. 2016 PASSIVES YTD Billings Trend

Graphic P4

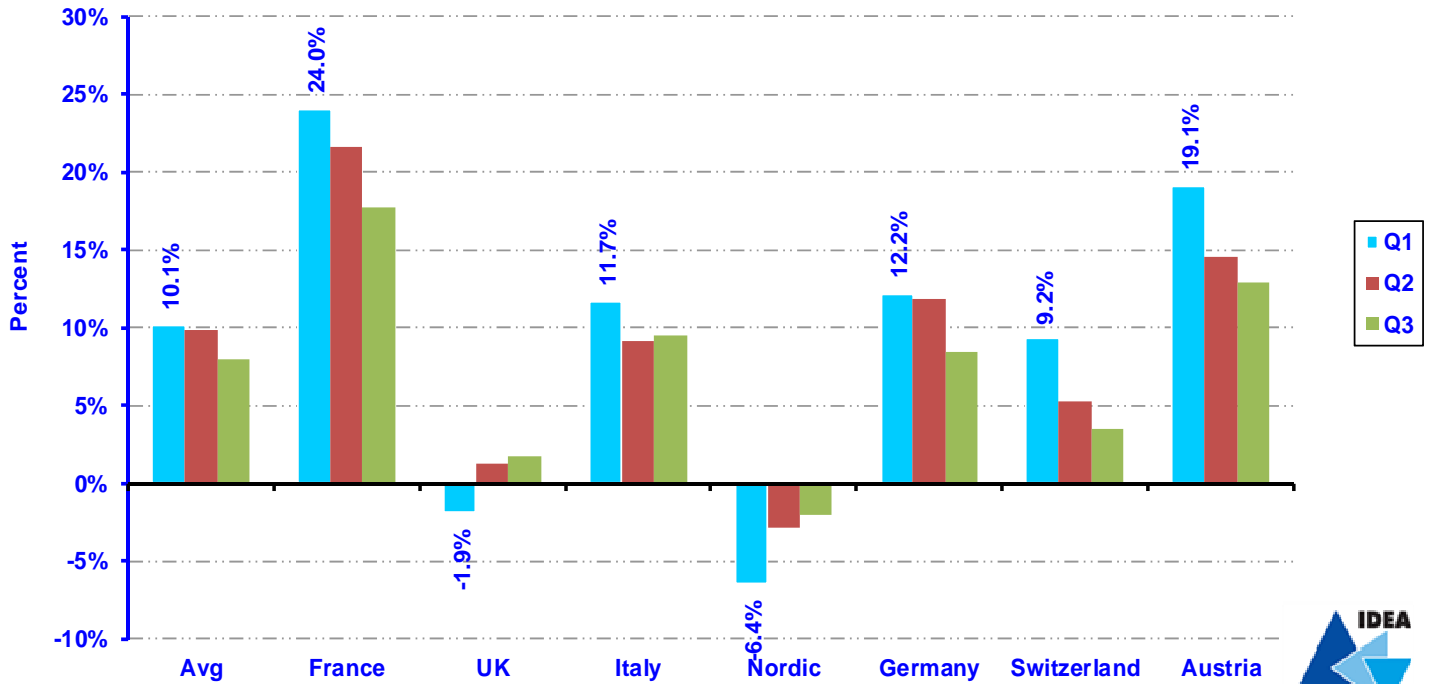
Cumulative sales of Passive components through distribution by country for the current year showing the growth/decline % compared with the same period prior year



3RD QTR. 2016 **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



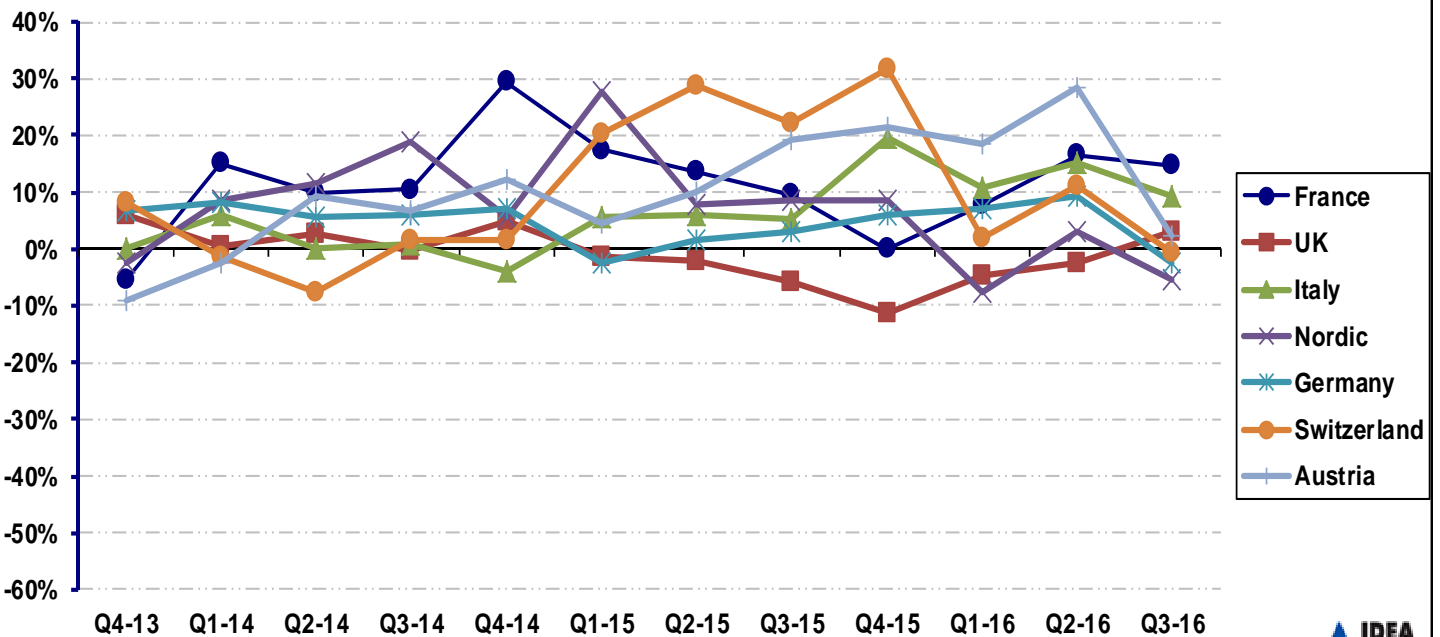
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3RD QTR. 2016 **PASSIVES TENDENTIAL INDEX BY COUNTRY (Q/Qy-1)**

Graphic P6

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



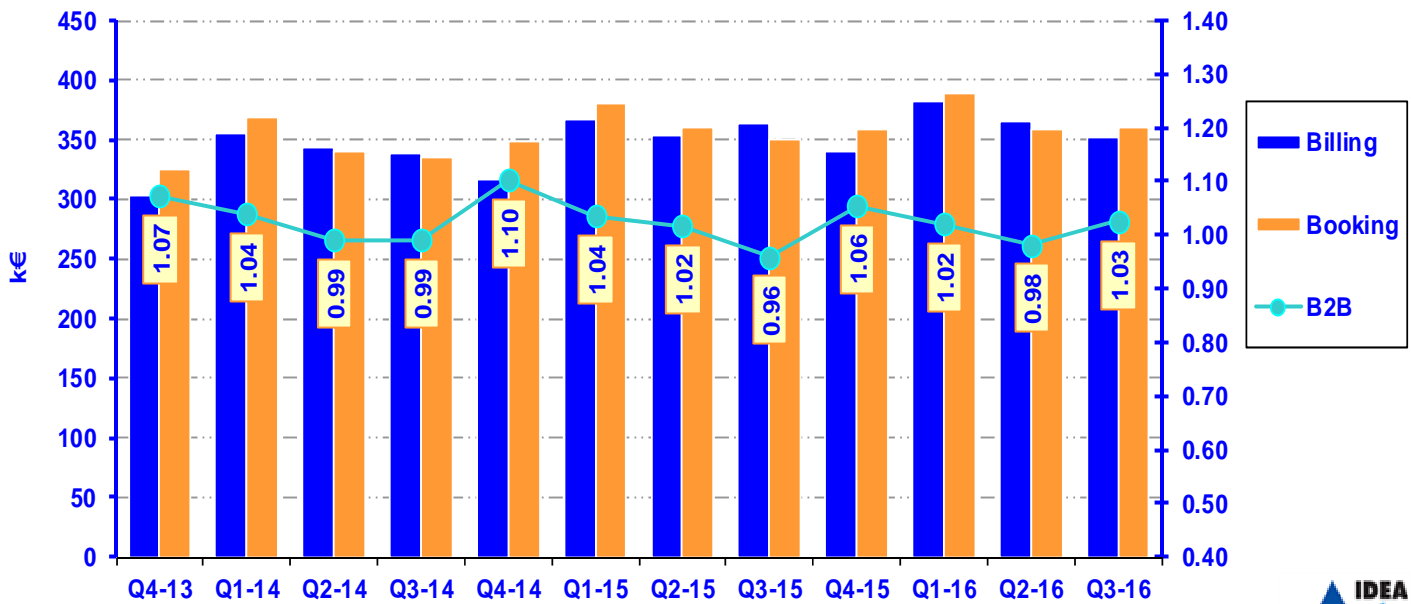
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3RD QTR. 2016 EMECH COMPONENTS booking, billing & book:bill ratio

Graphic E1

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



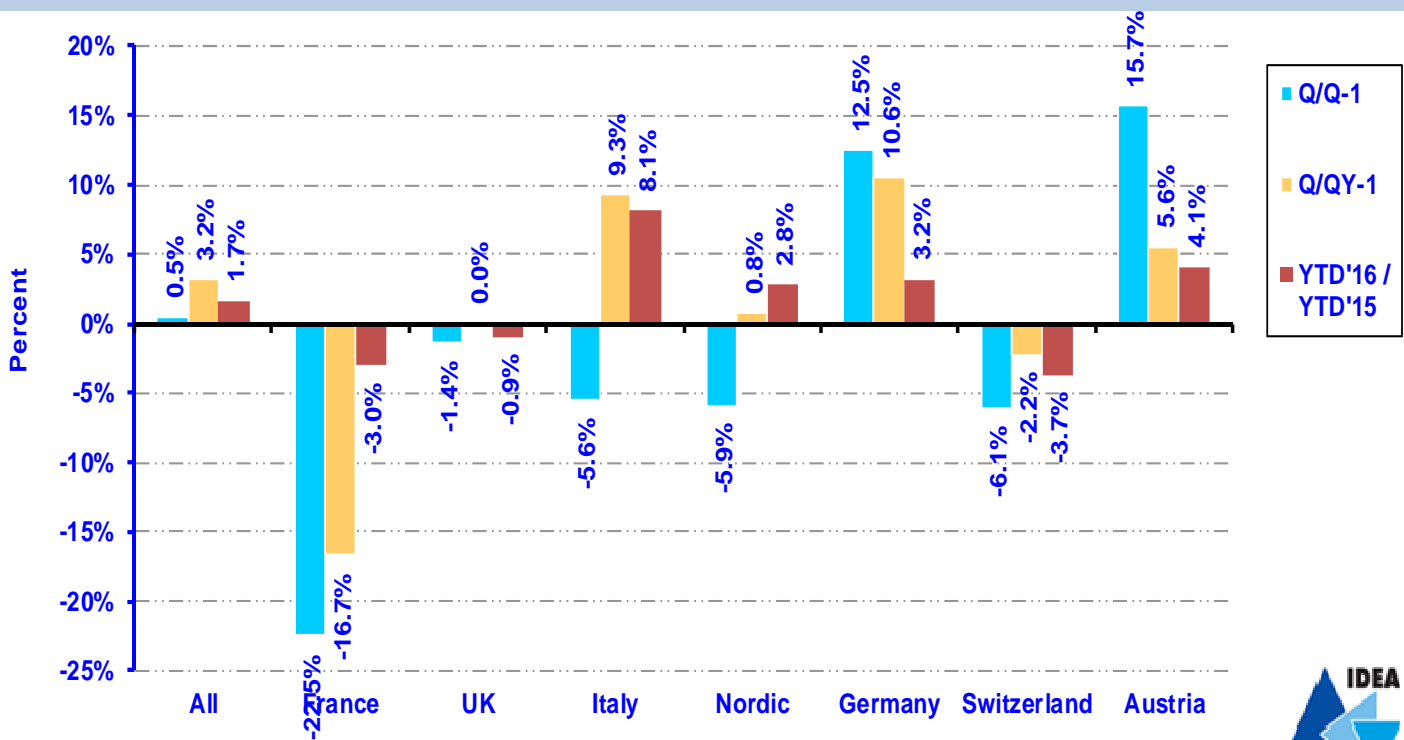
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3RD QTR. 2016 EMECH COMPONENTS Booking Trend

Graphic E2

Distribution orders for passive components by country comparing Q1 2016 with the prior quarter (Q/Q-1) and the same quarter prior year (Q/QY-1)



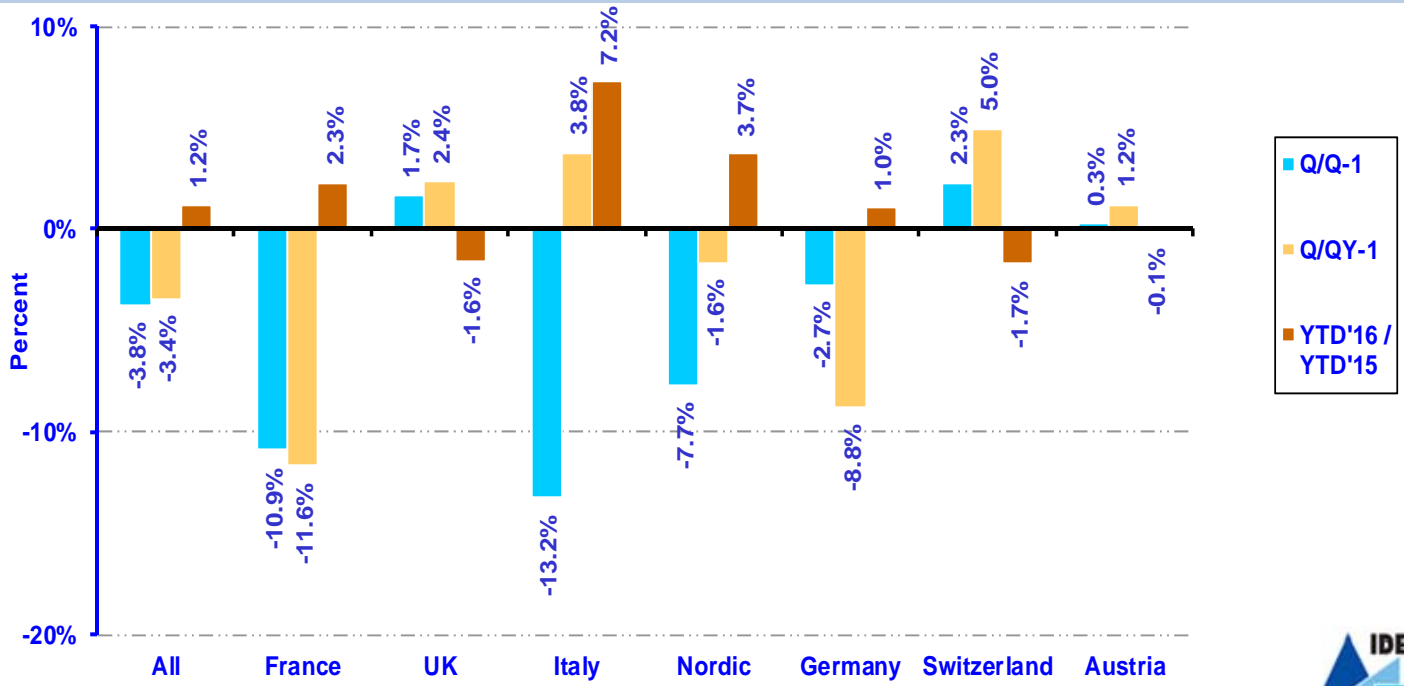
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3RD QTR. 2016 EMECH COMPONENTS Billings Trend

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



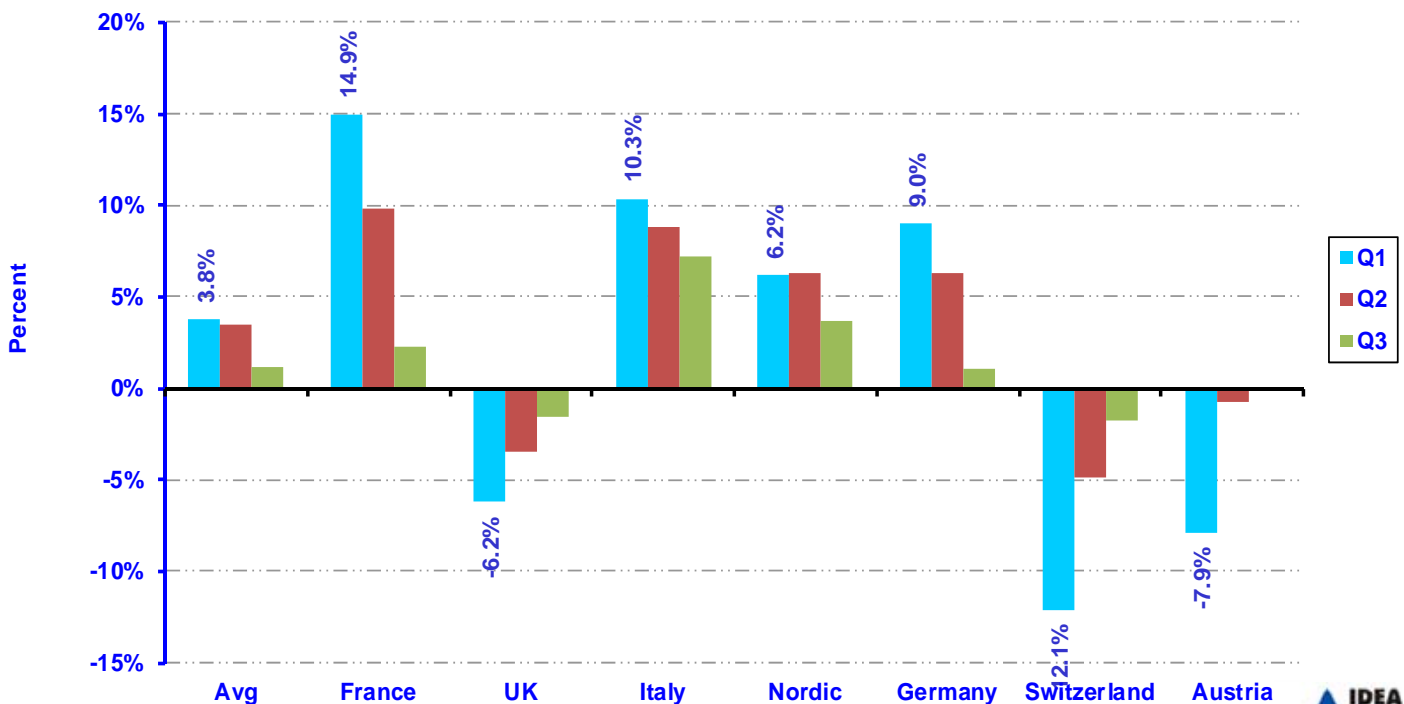
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3RD QTR. 2016 EMECH COMPONENTS YTD Billings Trend

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



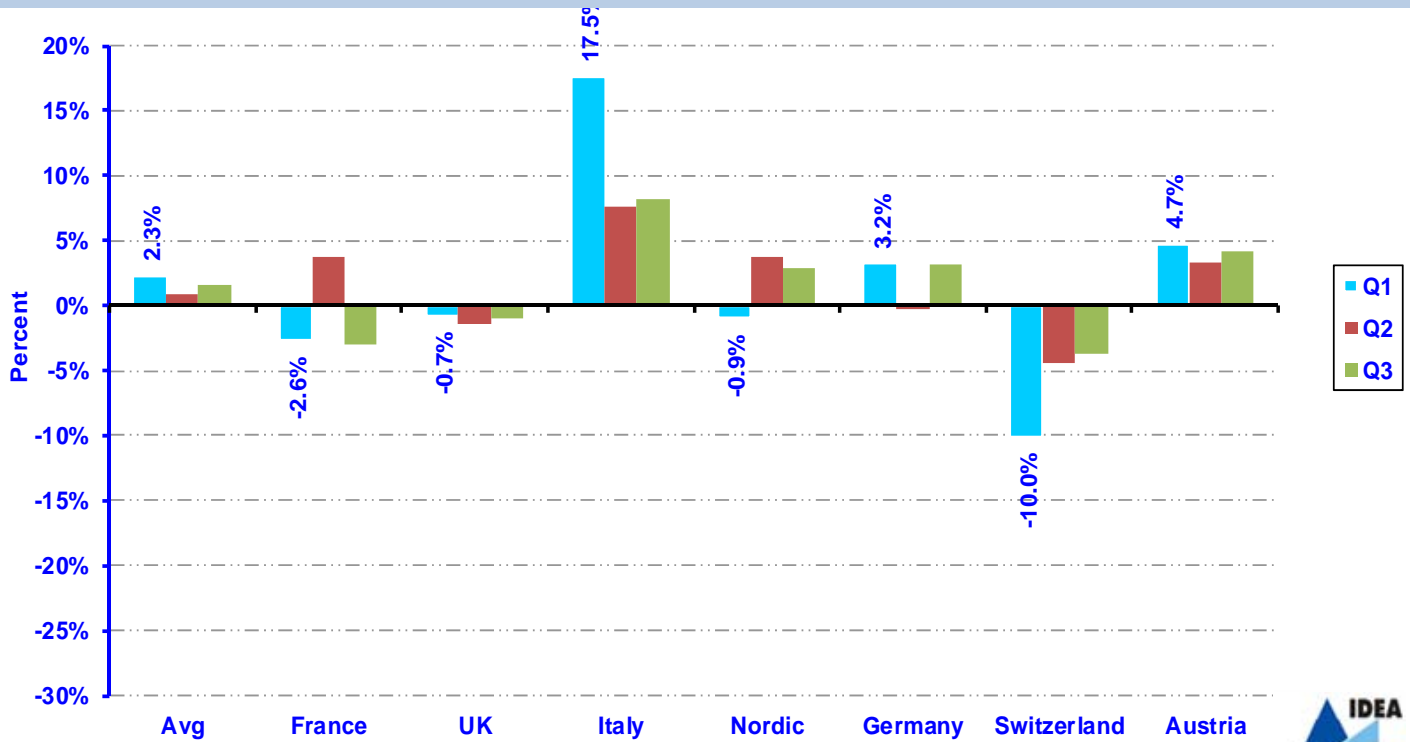
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3RD QTR. 2016 EMECH COMPONENTS YTD Bookings Trend

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



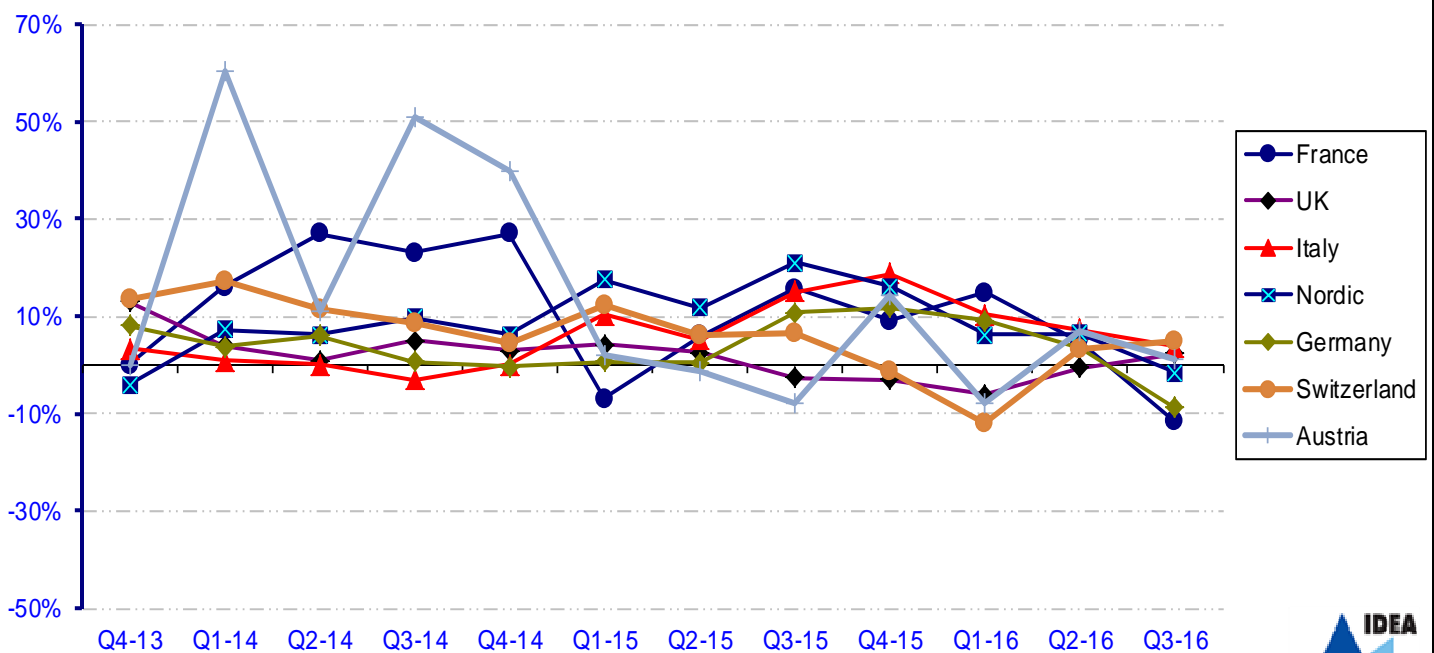
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3RD QTR. 2016 EMECH TENDENTIAL INDEX BY COUNTRY(Q/Qy-1)

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	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	
All	Semis	Bookings	1,096	1,243	1,186	1,190	1,199	1,325	1,268	1,215	
		Billings	1,072	1,237	1,200	1,236	1,133	1,328	1,264	1,235	
	Passives	Bookings	221	243	230	225	234	267	252	233	
		Billings	211	242	233	231	221	255	254	235	
	Emech/Other	Bookings	349	381	361	350	359	389	359	361	
		Billings	316	368	354	364	340	382	366	352	
	Totals	Bookings	1,666	1,866	1,777	1,764	1,793	1,981	1,879	1,809	
		Billings	1,599	1,847	1,787	1,831	1,694	1,965	1,884	1,822	
	Country	Category	Activity	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
	France	Semis	Bookings	128	149	130	124	123	160	149	129
Billings			117	145	141	129	125	153	141	132	
Passives		Bookings	23	26	24	22	23	32	29	24	
		Billings	22	27	25	23	22	29	29	26	
Emech/Other		Bookings	36	38	35	36	33	37	39	30	
		Billings	33	34	35	37	36	39	37	33	
Totals		Bookings	187	213	189	182	179	229	216	183	
		Billings	172	206	201	189	183	220	207	191	
Country		Category	Activity	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
UK		Semis	Bookings	164	174	156	154	156	164	171	177
	Billings		158	169	155	166	149	174	173	177	
	Passives	Bookings	41	44	39	37	37	43	41	38	
		Billings	41	43	41	39	36	40	40	41	
	Emech/Other	Bookings	108	120	112	108	102	119	109	108	
		Billings	101	115	108	107	98	108	107	109	
	Totals	Bookings	313	338	307	299	295	326	322	323	
		Billings	300	327	304	312	284	323	320	326	
	Country	Category	Activity	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
	Italy	Semis	Bookings	159	180	179	157	190	219	179	165
Billings			146	176	188	163	162	207	191	167	
Passives		Bookings	32	39	36	30	38	44	38	34	
		Billings	26	38	36	32	31	42	41	35	
Emech/Other		Bookings	37	41	42	36	46	48	41	39	
		Billings	32	41	41	37	38	45	44	38	
Totals		Bookings	228	260	256	223	274	311	258	237	
		Billings	204	255	265	231	231	294	277	240	
Country		Category	Activity	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Nordic		Semis	Bookings	89	105	82	95	96	95	100	98
	Billings		87	114	82	101	91	98	97	101	
	Passives	Bookings	9	10	9	8	10	10	9	8	
		Billings	8	11	9	9	9	10	9	9	
	Emech/Other	Bookings	29	32	28	28	30	32	30	28	
		Billings	24	31	29	29	28	33	31	29	
	Totals	Bookings	127	148	118	131	135	136	139	135	
		Billings	120	156	121	140	128	141	138	139	
	Country	Category	Activity	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
	Germany	Semis	Bookings	470	545	547	566	541	586	565	554
Billings			483	542	539	580	519	599	567	565	
Passives		Bookings	106	109	109	114	112	122	121	116	
		Billings	103	111	109	114	109	119	119	111	
Emech/Other		Bookings	124	134	128	125	131	138	123	138	
		Billings	112	129	125	138	125	141	129	126	
Totals		Bookings	700	788	783	805	784	847	809	808	
		Billings	697	783	773	832	753	859	816	802	
Country		Category	Activity	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
Switzerland		Semis	Bookings	48	50	55	51	50	56	53	48
	Billings		45	51	52	55	47	53	50	53	
	Passives	Bookings	5	7	7	7	7	8	7	7	
		Billings	5	7	7	7	7	7	8	7	
	Emech/Other	Bookings	7	9	8	8	8	8	8	8	
		Billings	7	9	8	8	7	8	8	9	
	Totals	Bookings	60	67	70	66	65	72	69	63	
		Billings	57	68	68	71	61	69	66	69	
	Country	Category	Activity	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16
	Austria	Semis	Bookings	37	40	39	43	44	45	51	44
Billings			35	39	42	42	40	44	45	40	
Passives		Bookings	5	6	6	6	8	7	7	7	
		Billings	5	6	6	6	6	7	8	6	
Emech/Other		Bookings	8	8	8	9	9	8	8	9	
		Billings	7	9	8	8	8	8	9	9	
Totals		Bookings	50	53	53	58	60	60	66	60	
		Billings	47	53	56	57	54	59	61	55	