



Q3-2018 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) 2017	Summation of Association Members Returns 2017	Approx. Share of DTAM (Distribution Total Available Market) represented by Association's Members 2017
France	SPDEI	€1197 Mill	€874 Mill	73%
UK	ecsn/afdec	€1570 Mill	€1319 Mill	84%
Italy	ASSODEL	€1549 Mill	€1162 Mill	75%
Nordic	Via ecsn/afdec	€1526 Mill	€641 Mill	42%
Germany	FBDI	€5143 Mill	€3600 Mill	70%
Switzerland	FBDI	€557 Mill	€301 Mill	54%
Austria	FBDI	€444 Mill	€262 Mill	59%

IMPORTANT NOTE: To ensure that exchange rate variations do not confuse the trend, the exchange rates shown are the 2017 Local currency/€ conversion rates. The 2017 average rates are: UK Pound/€0.8765, Danish Krona/€7.4387, Norwegian Krona/€9.3315, Swedish Krona/€9.6366.

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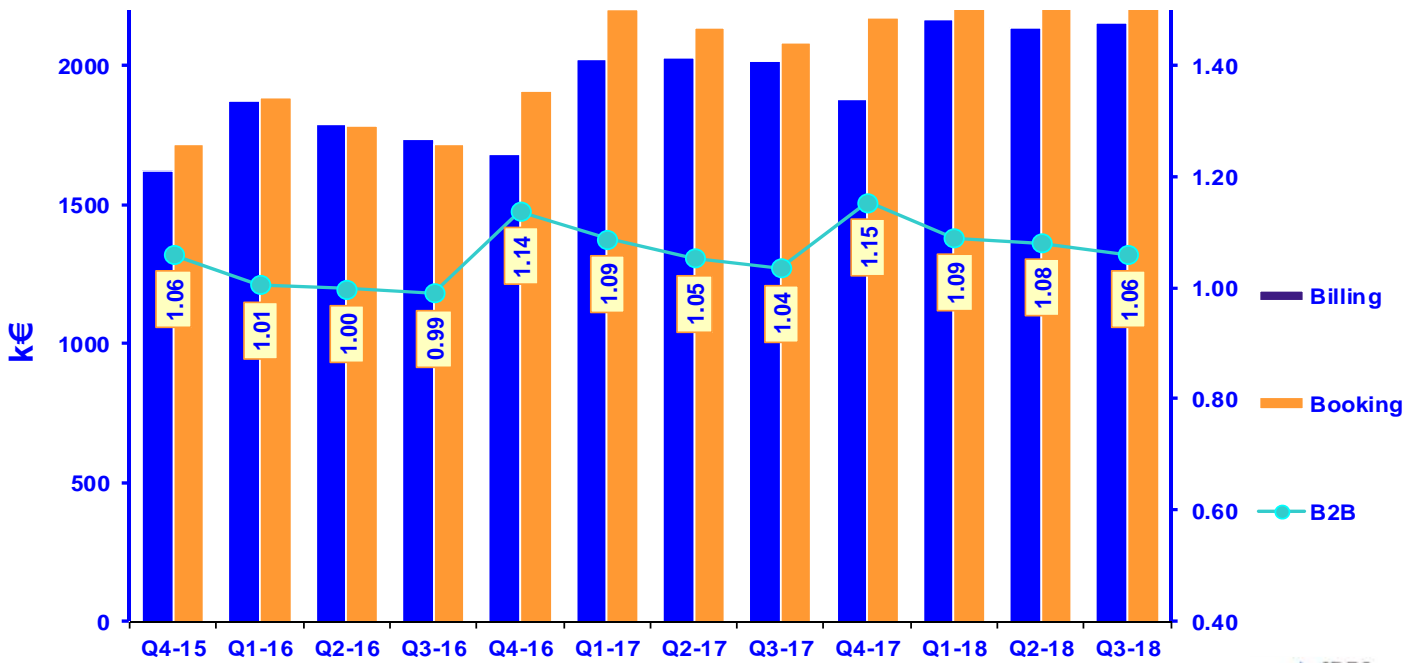
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<http://www.ideaelectronics.com/>

3RD QTR. 2018 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



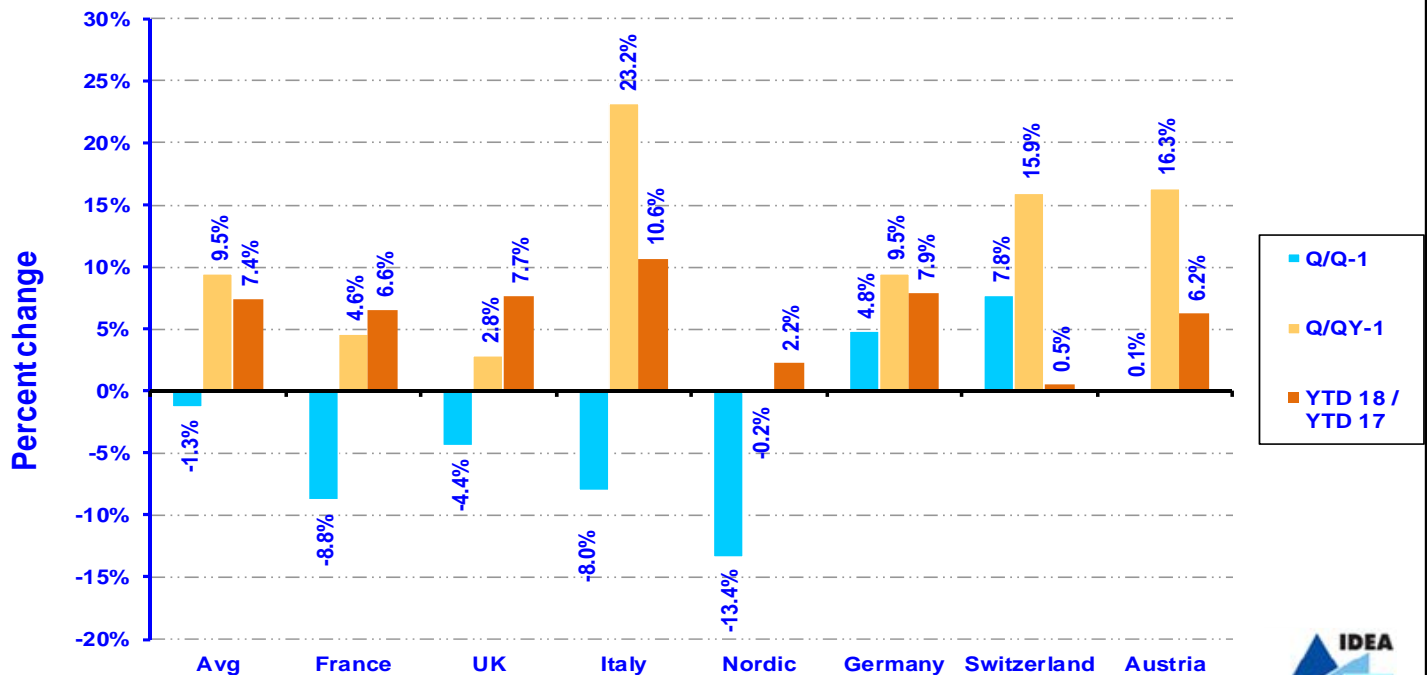
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3RD QTR. 2018 TOTAL COMPONENTS Booking Trend

Graphic T2

Distribution orders for Electronic components by country comparing current qtr with prior quarter (Q/Q1) and same quarter prior year (Q/QY-1) and YTD 18/17



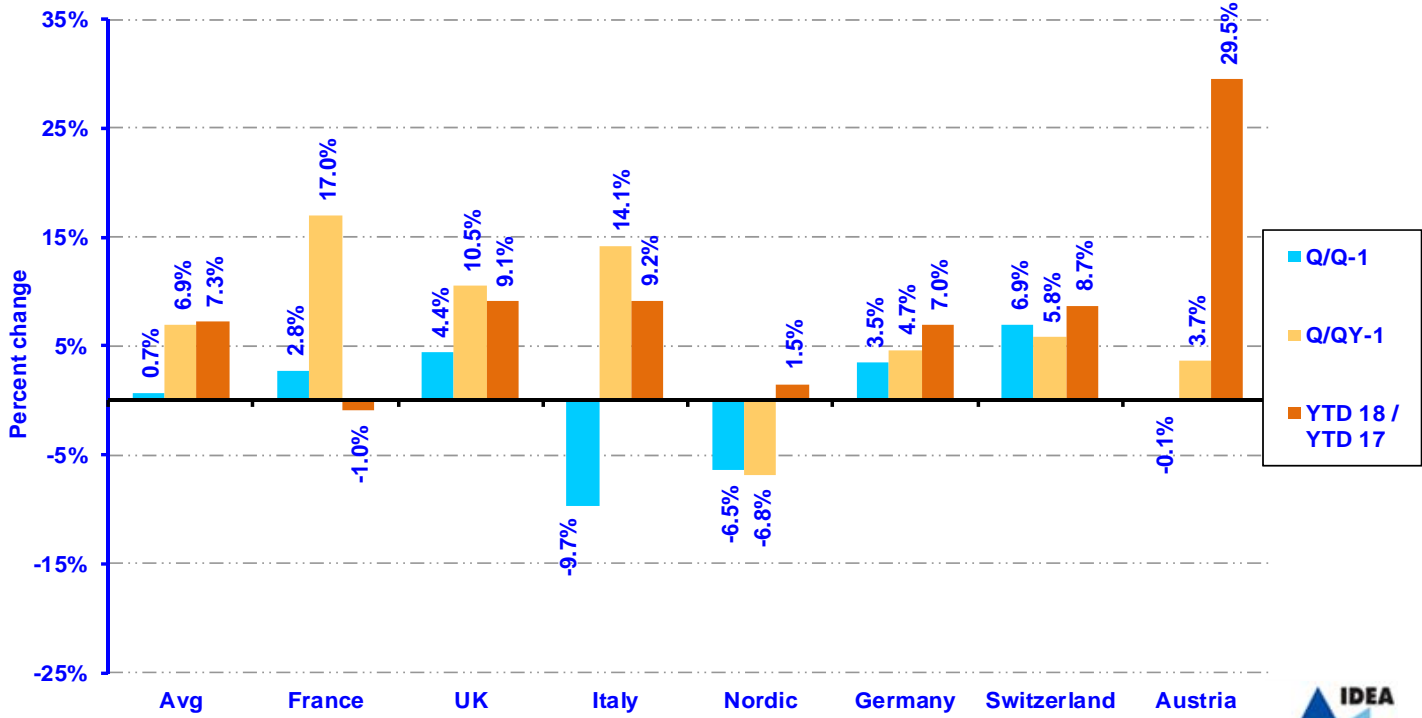
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3RD QTR. 2018 TOTAL COMPONENTS Billing Trend

Graphic T3

Distribution sales for Electronic components by country comparing current qtr with prior quarter (Q/Q1) and same quarter prior year (Q/QY-1) and YTD 18/17



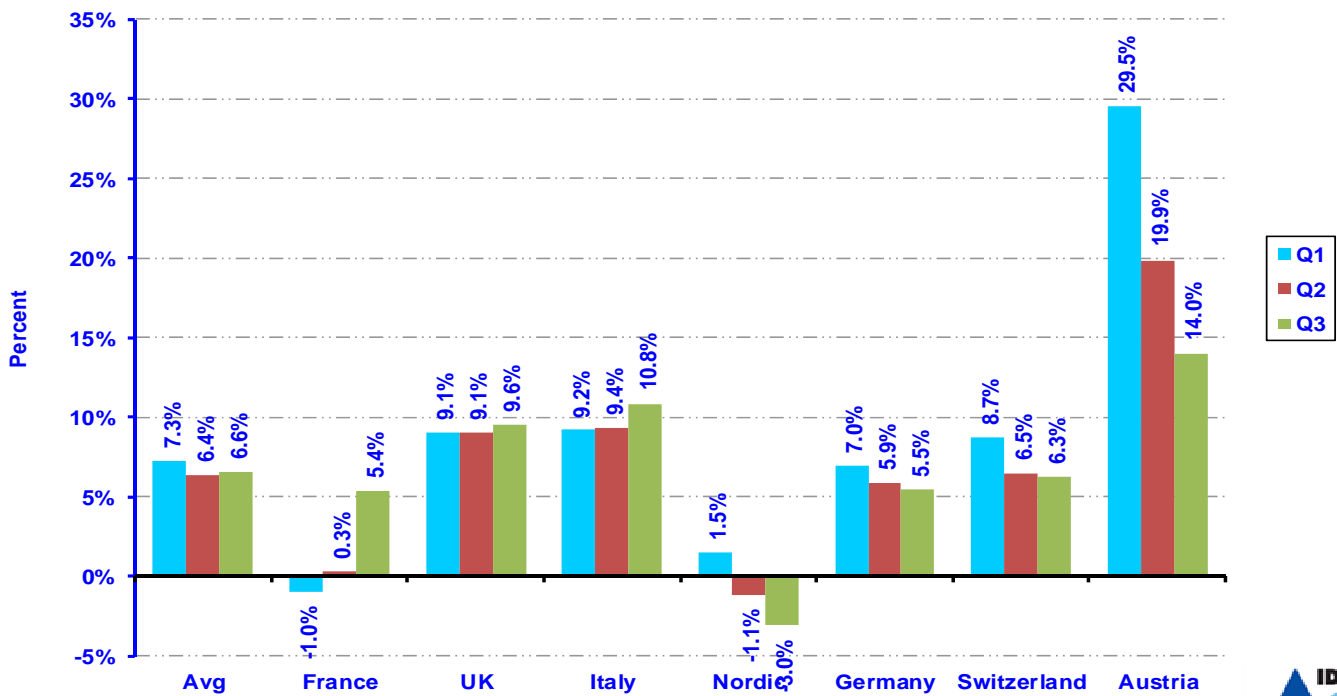
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3RD QTR. 2018 TOTAL COMPONENTS YTD Billings Trend

Graphic T4

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



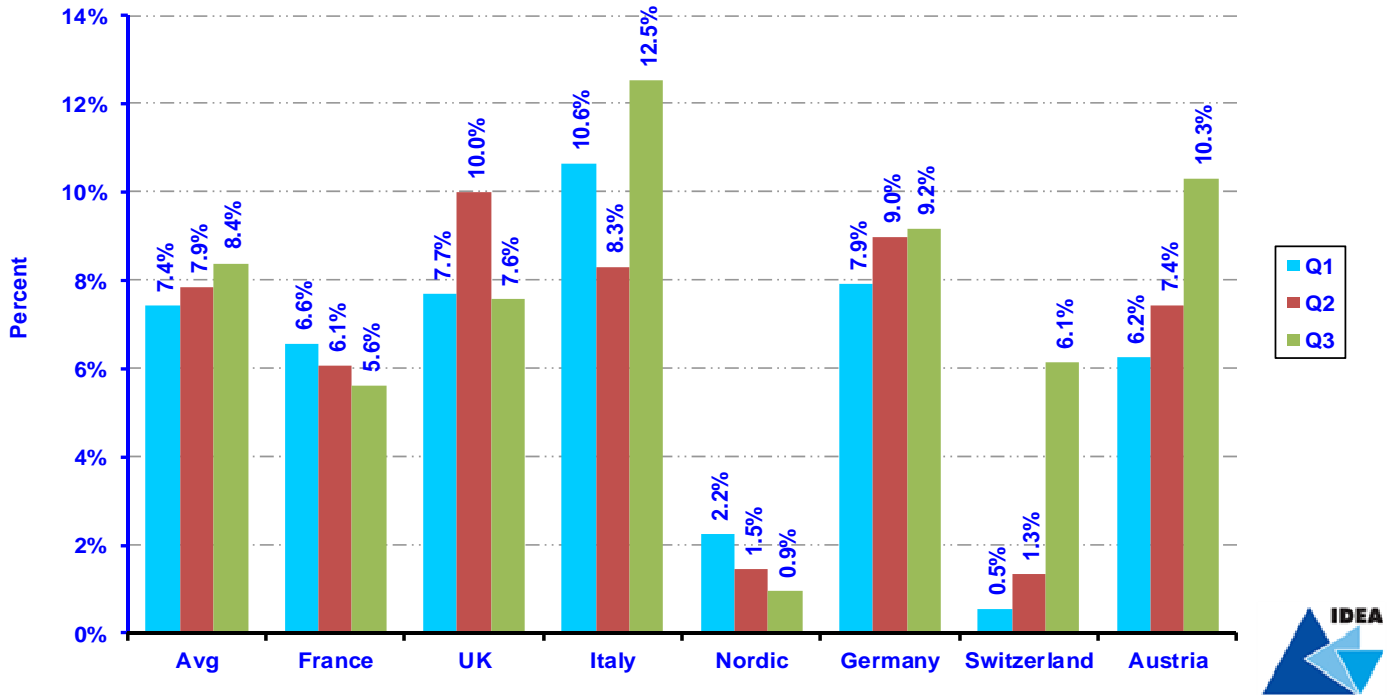
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3RD QTR. 2018 **TOTAL COMPONENTS YTD Bookings Trend**

Graphic T5

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

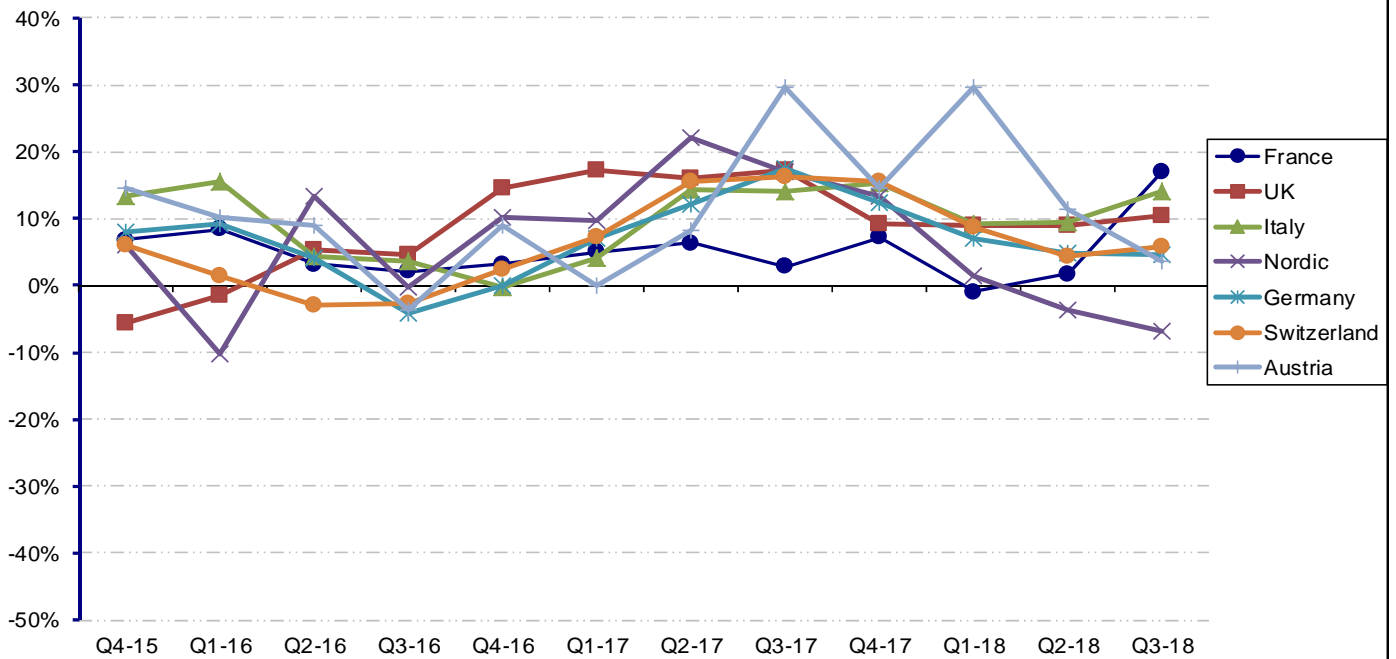


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3RD QTR. 2018 **TOTAL COMPONENTS TENDENTIAL INDEX BY COUNTRY(Q.QY-1)** GraphicT6

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

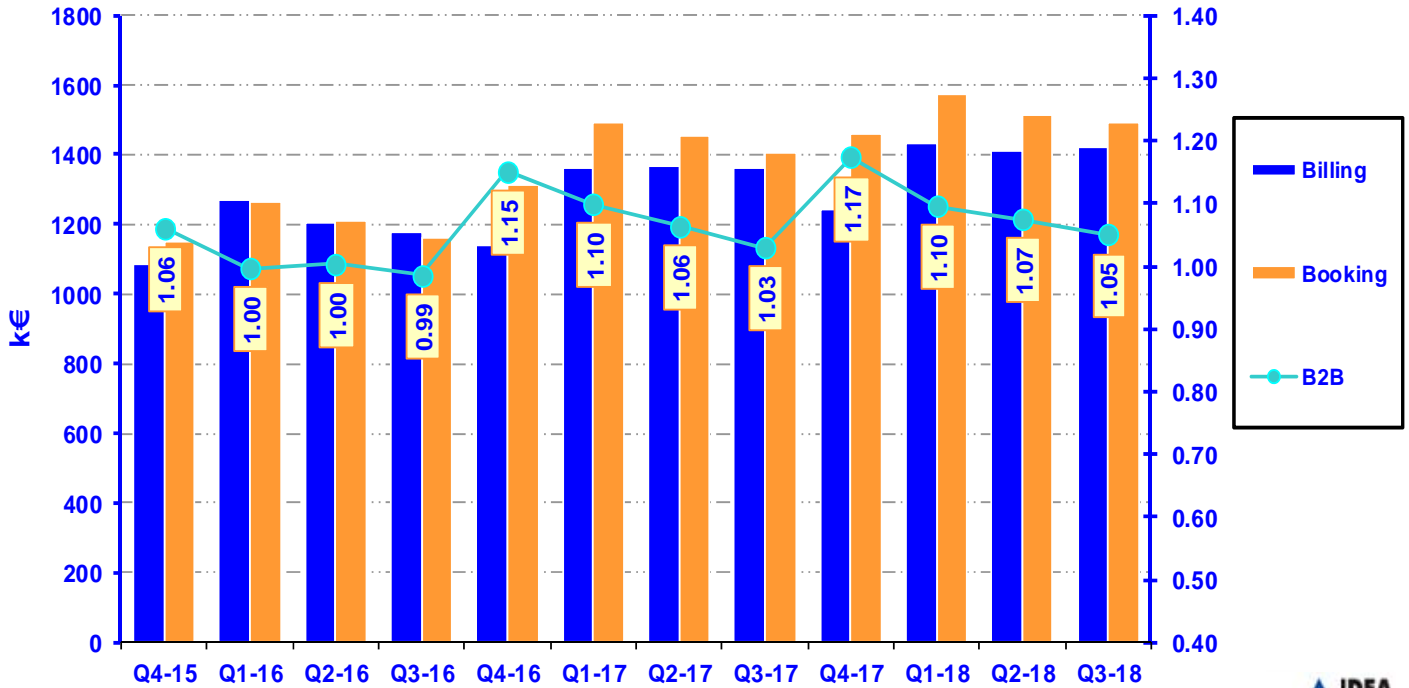


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3RD QTR. 2018 SEMICONDUCTOR bookings, billings & book:bill ratio Graphic S1

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

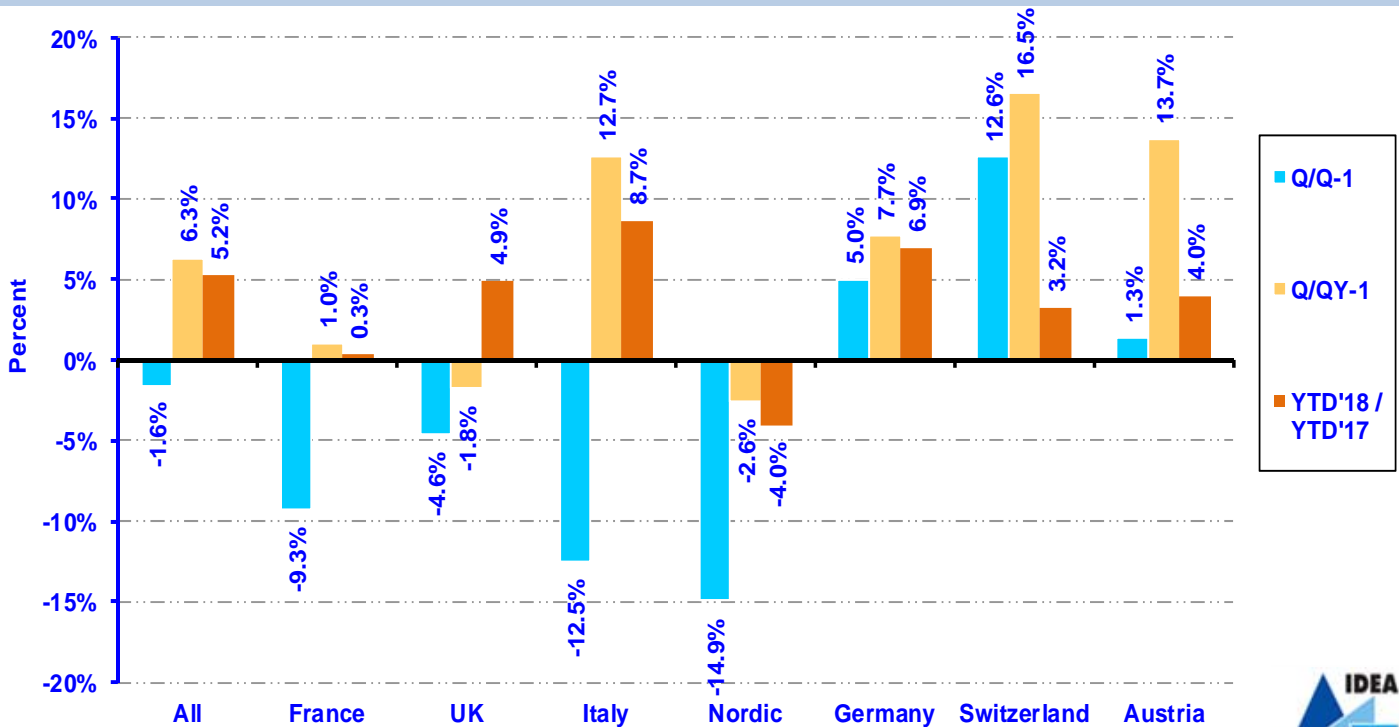


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3RD QTR 2018 SEMICONDUCTOR Booking Trend Graphic S2

Distribution orders for semiconductors by country compared with the prior quarter (Q/Q1) and the same quarter prior year (Q/QY-1) and YTD 18/17



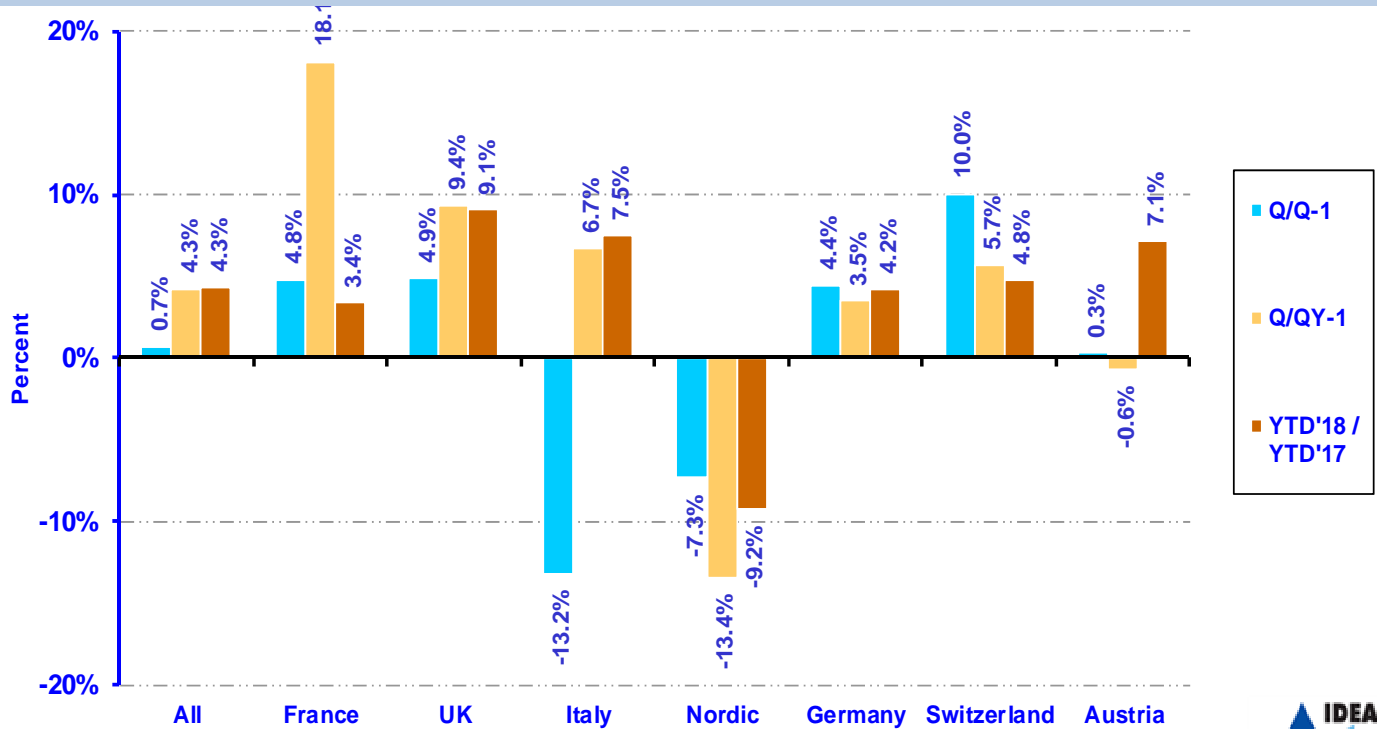
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3RD QTR 2018 SEMICONDUCTOR Billing Trend

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 18/17



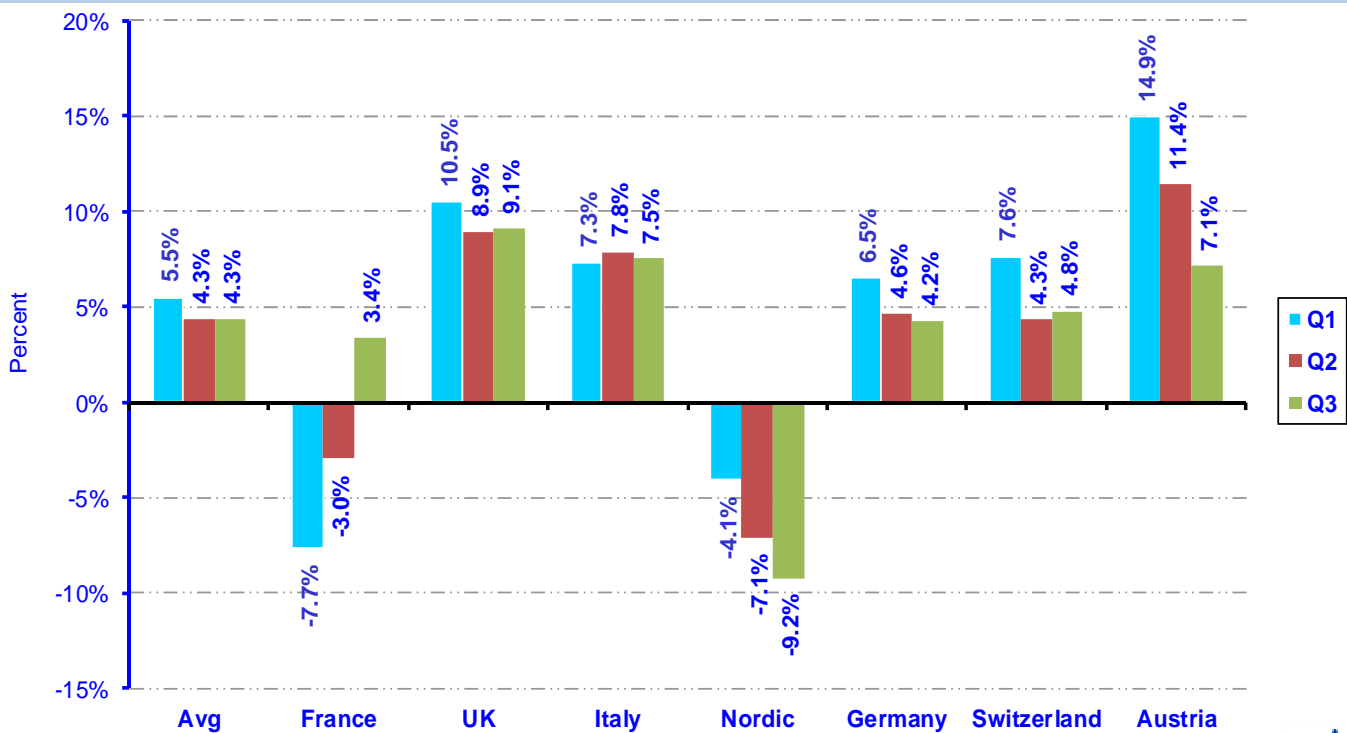
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3RD QTR. 2018 SEMICONDUCTOR YTD BILLING TREND

Graphic S4

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



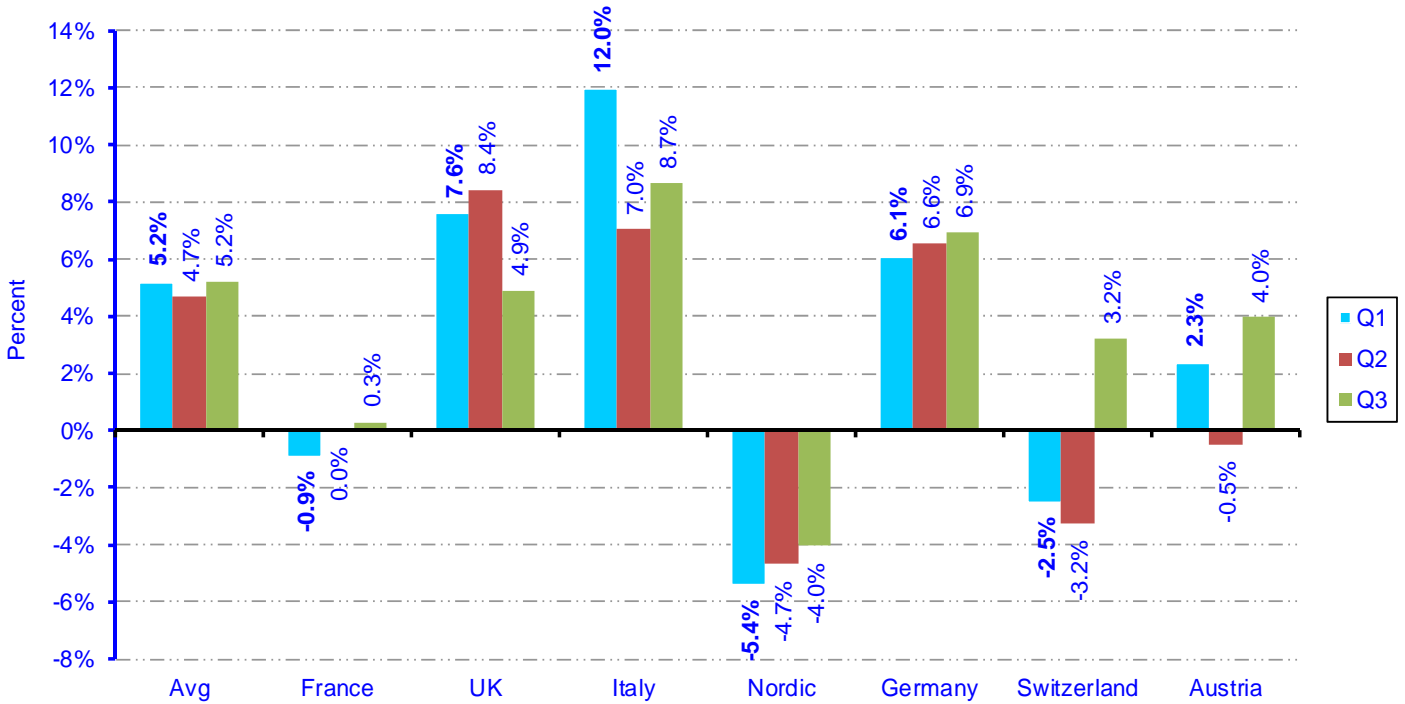
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3RD QTR. 2018 SEMICONDUCTOR YTD BOOKING TREND

Graphic S5

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



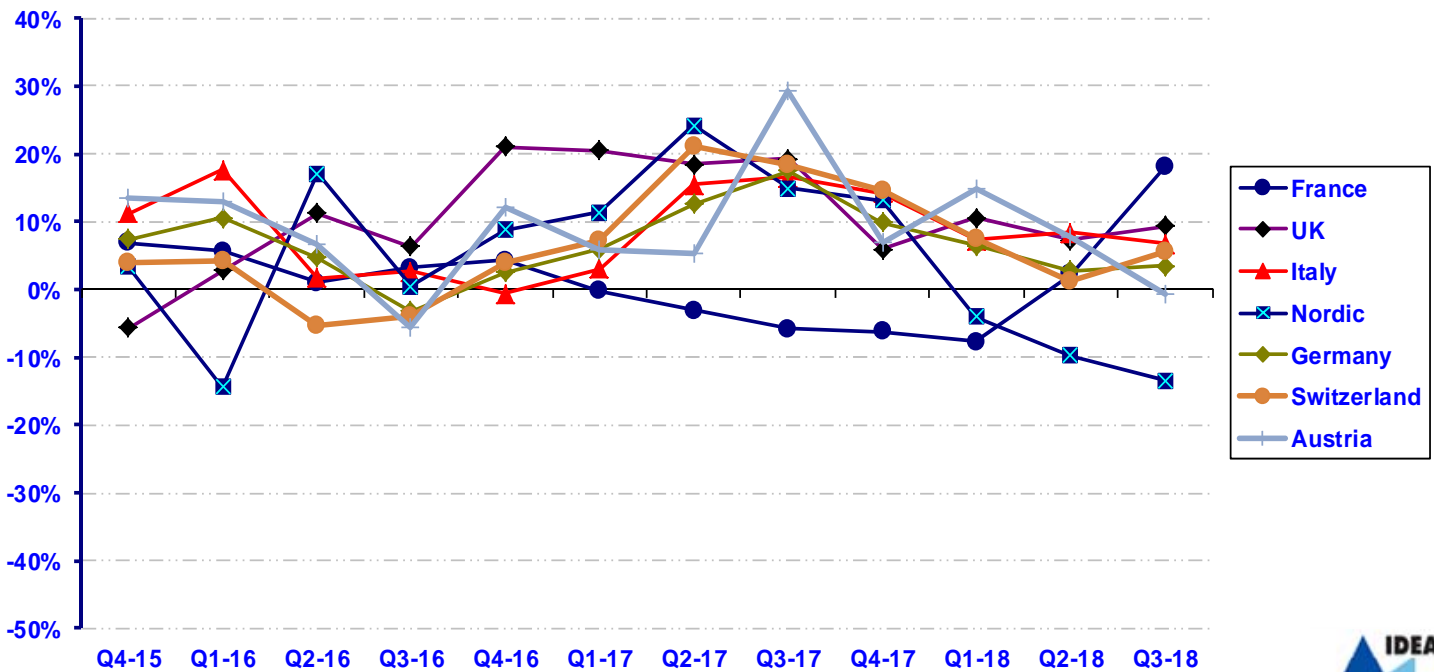
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3RD QTR. 2018 SEMICONDUCTOR TENDENTIAL INDEX (Q/Qy-1)

Graphic S6

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



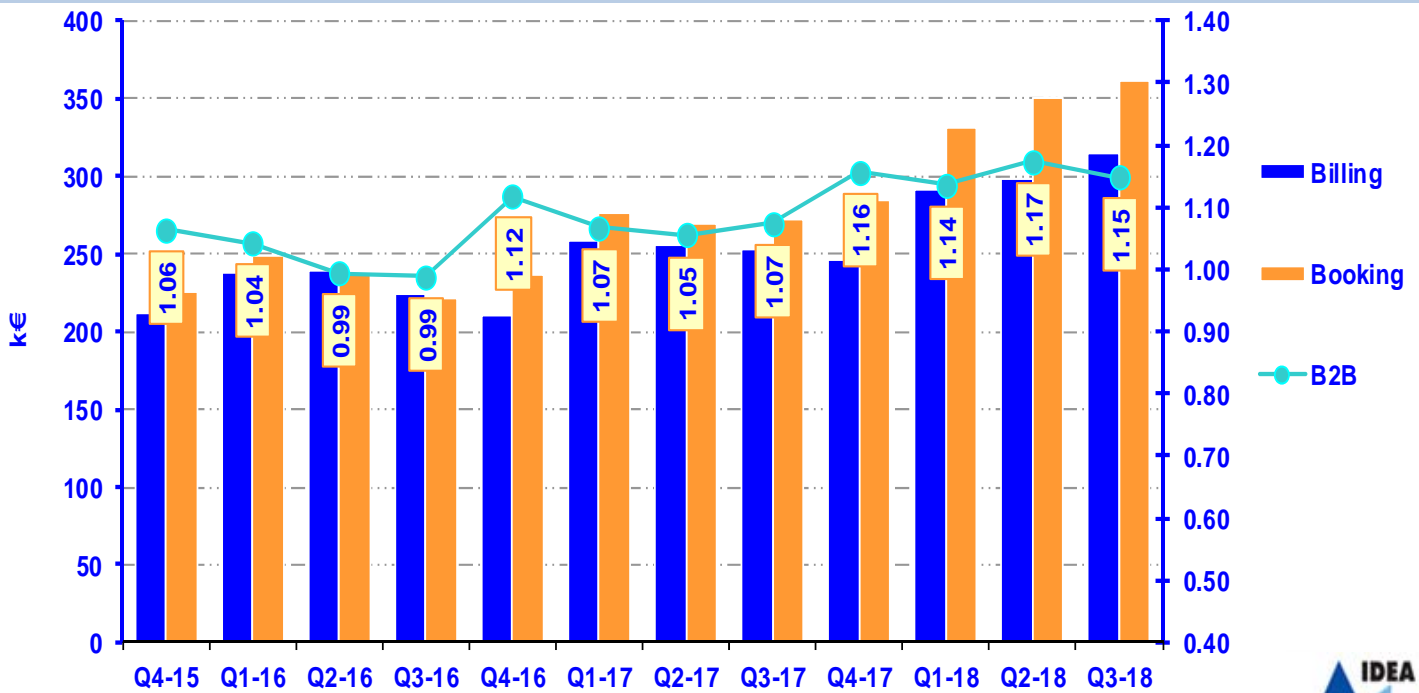
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3RD QTR. 2018 **PASSIVES booking, billing & book:bill ratio**

Graphic P1

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



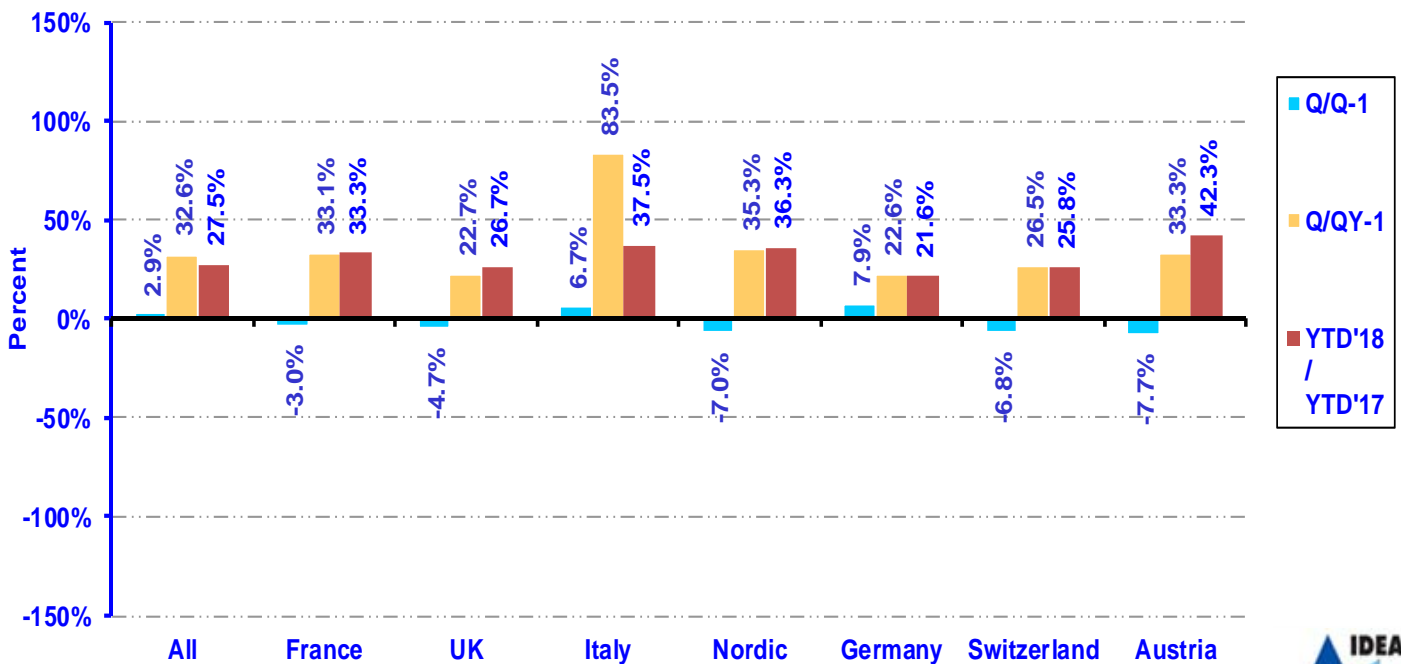
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3RD QTR. 2018 **PASSIVE COMPONENTS Booking Trend**

Graphic P2

Distribution orders for passive components by country comparing Q2 2017 with the prior quarter (Q/Q-1) and the same quarter prior year (Q/QY-1)



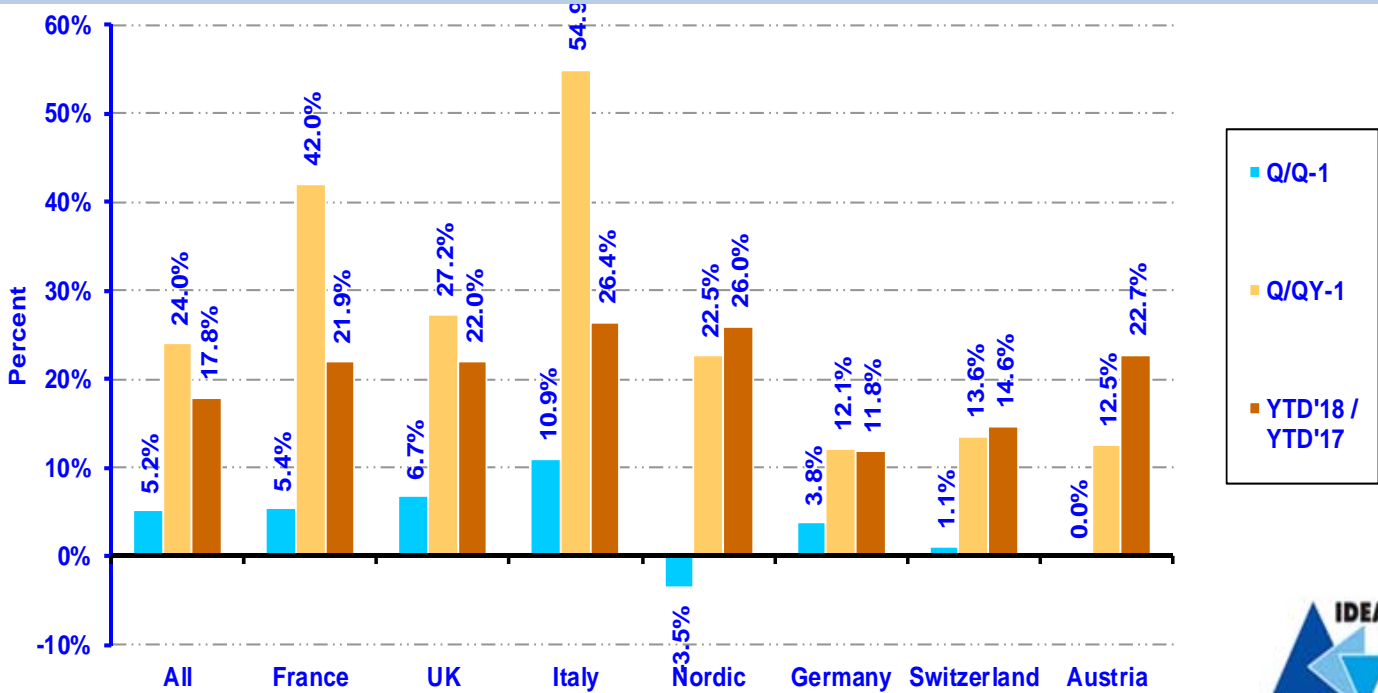
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3RD QTR. 2018 PASSIVE COMPONENTS Billings Trend

Graphic P3

Distribution sales for passive components by country comparing Q2 2017 with the prior quarter (Q/Q-1) and the same quarter prior year (Q/QY-1)



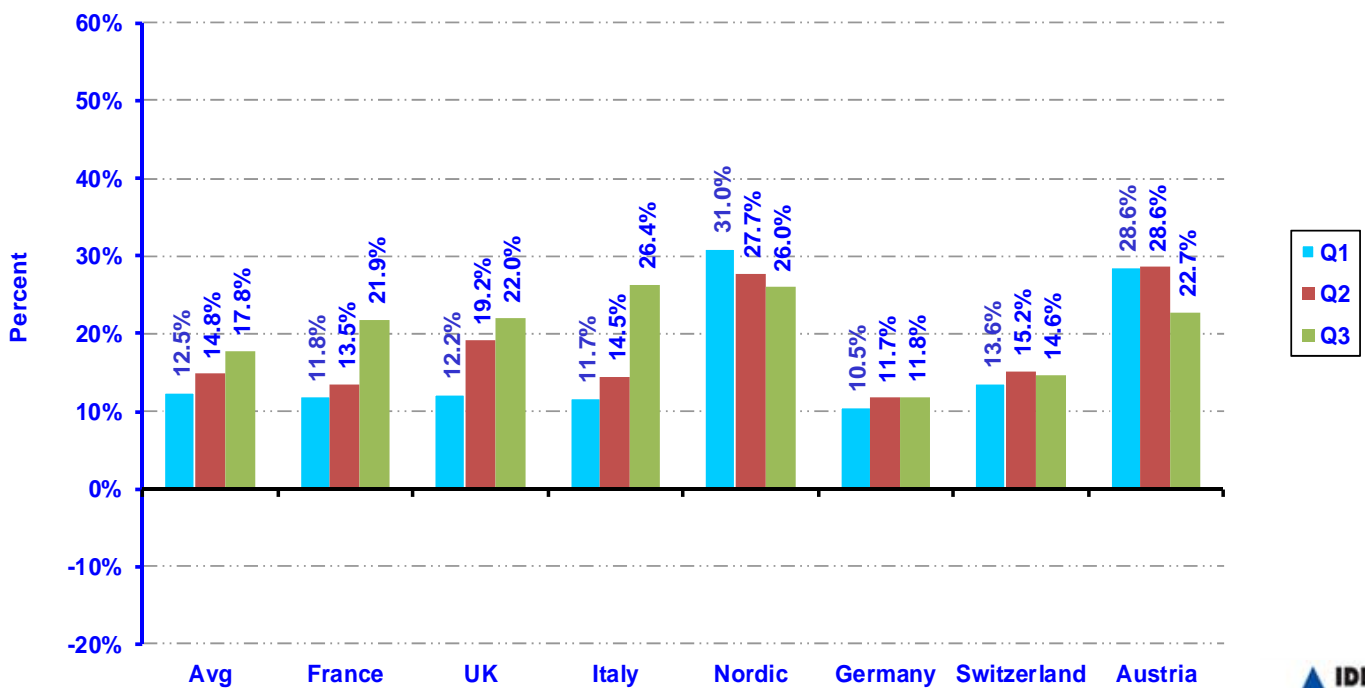
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3RD QTR. 2018 PASSIVES YTD Billings Trend

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



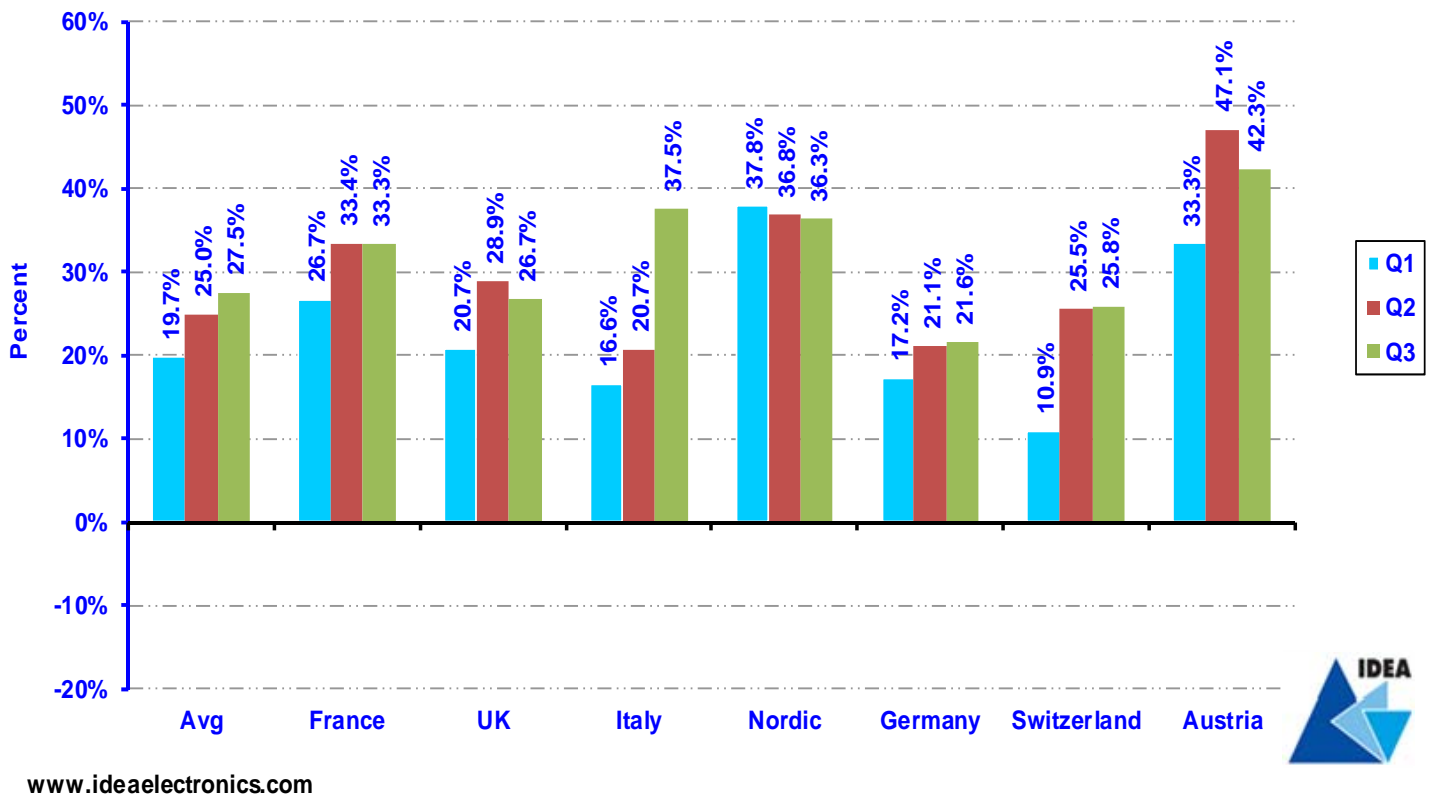
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3RD QTR. 2018 **PASSIVES YTD Bookings Trend**

Graphic P5

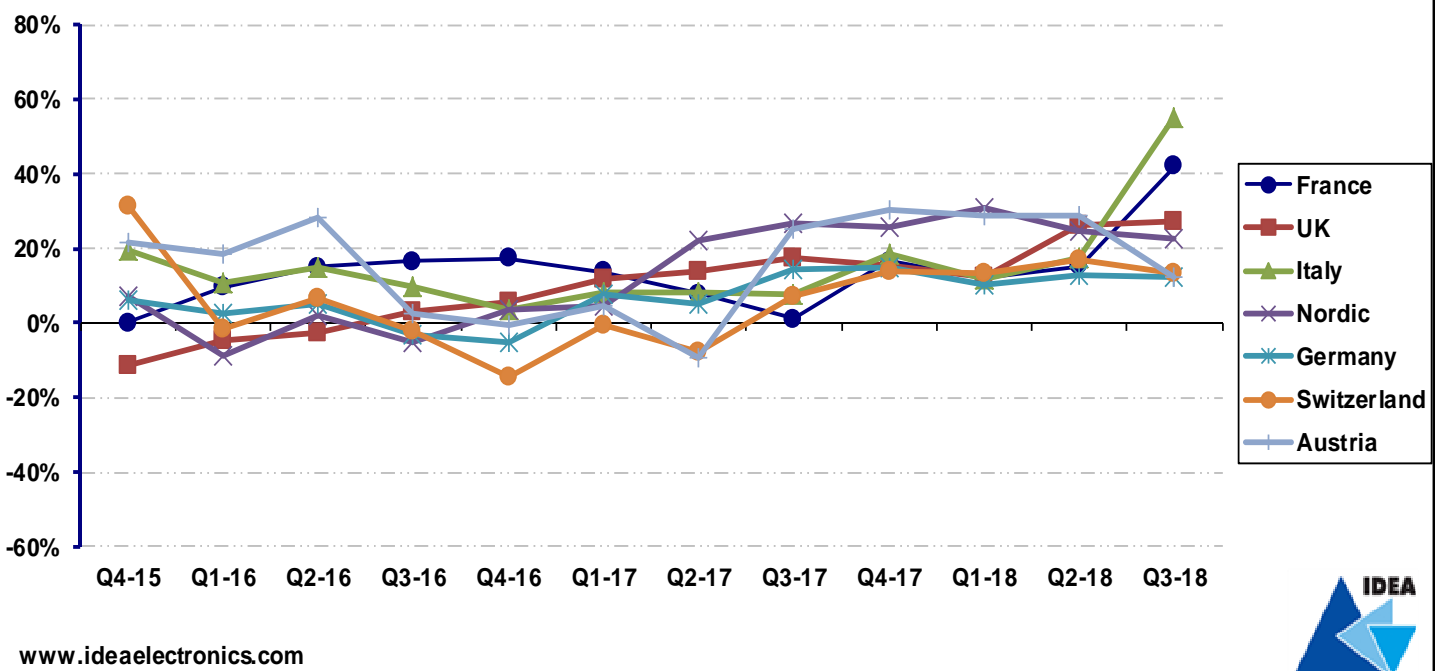
Cumulative orders for Passive components through distribution by country for the current year showing the growth/decline % compared with the same period prior year



3RD QTR. 2018 **PASSIVES TENDENTIAL INDEX BY COUNTRY(Q/Qy-1)**

Graphic P6

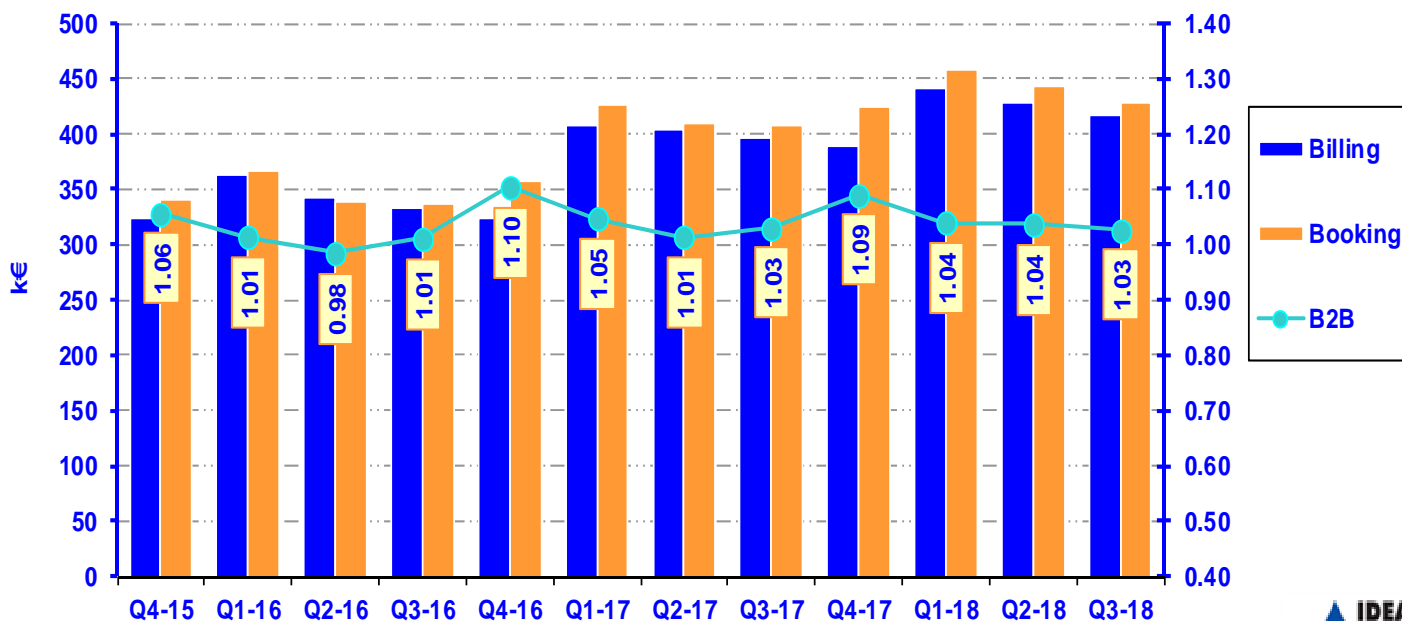
Trend showing growth/decline % in quarterly sales of passives through distribution by country compared with the same quarter prior year.



3RD QTR. 2018 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



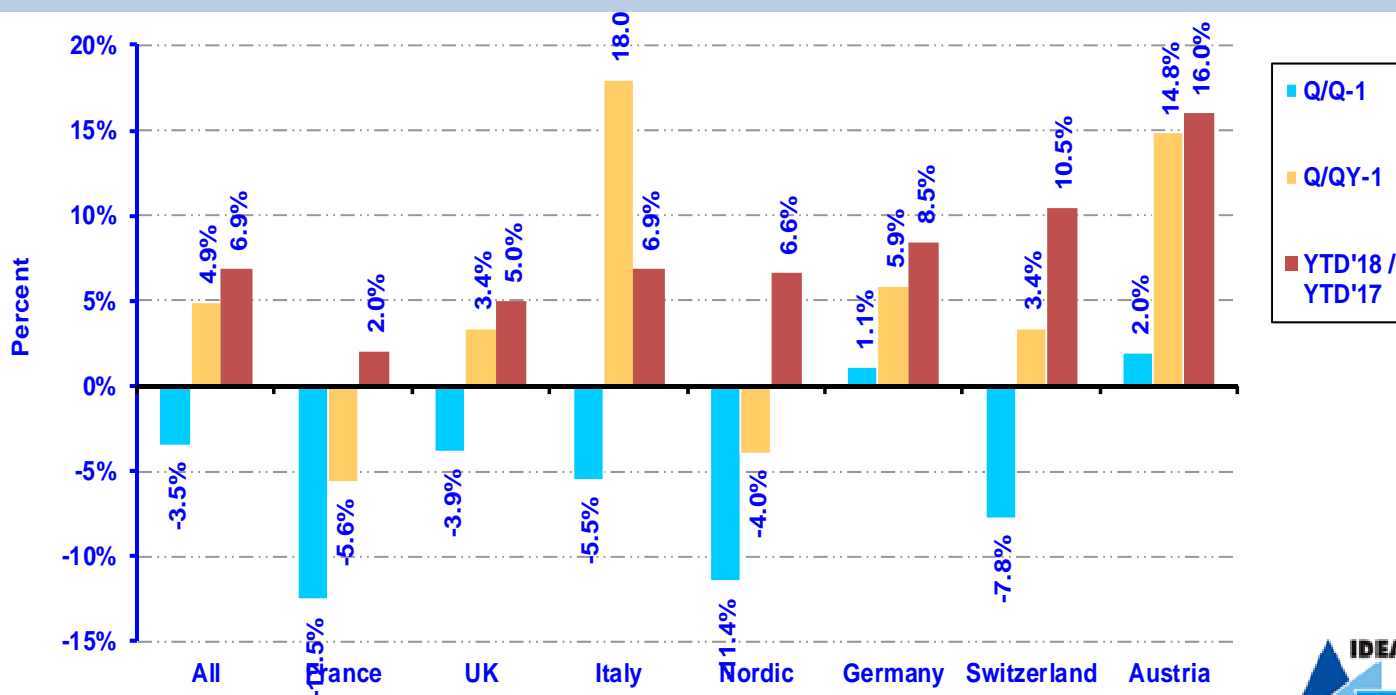
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3RD QTR. 2018 EMECH COMPONENTS Booking Trend

Graphic E2

Distribution orders for passive components by country comparing Q2 2017 with the prior quarter (Q/Q-1) and the same quarter prior year (Q/QY-1)



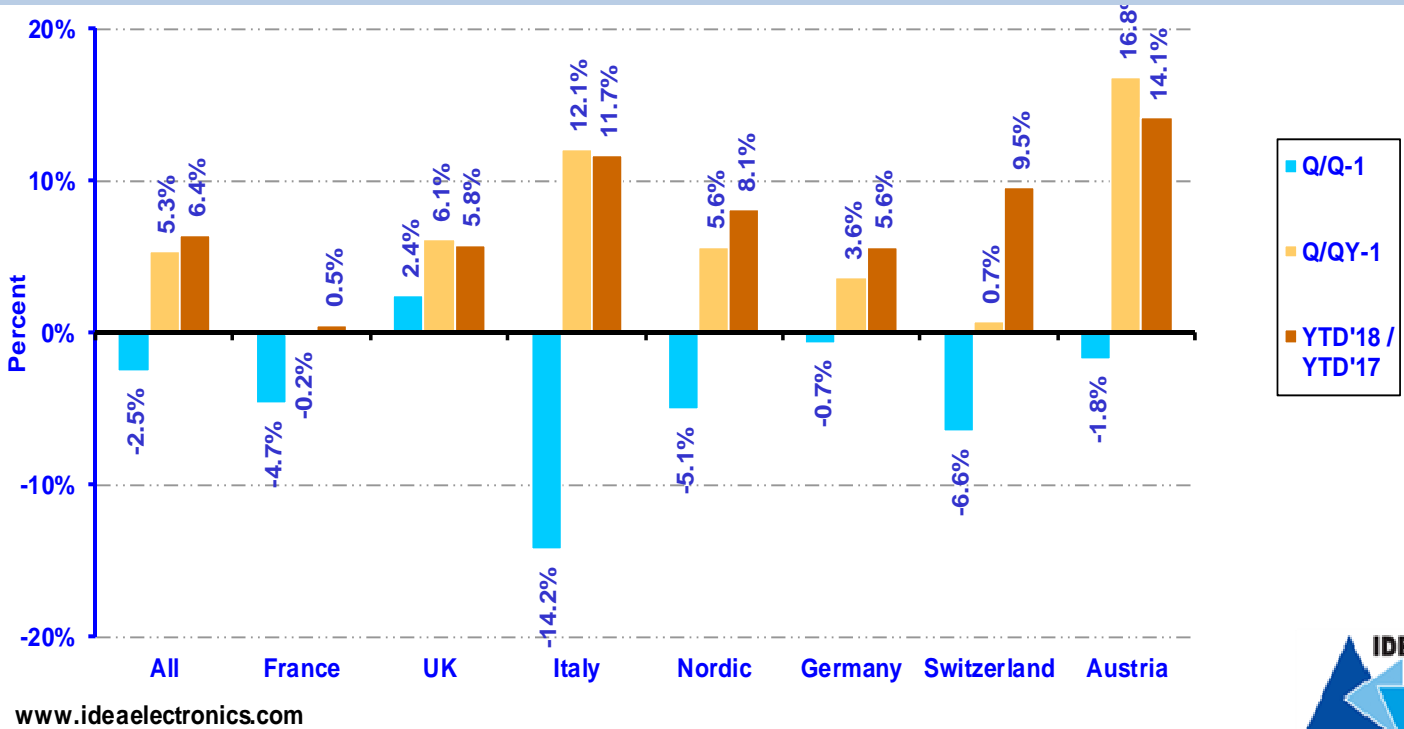
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3RD QTR. 2018 **EMECH COMPONENTS** Billings Trend

Graphic E3

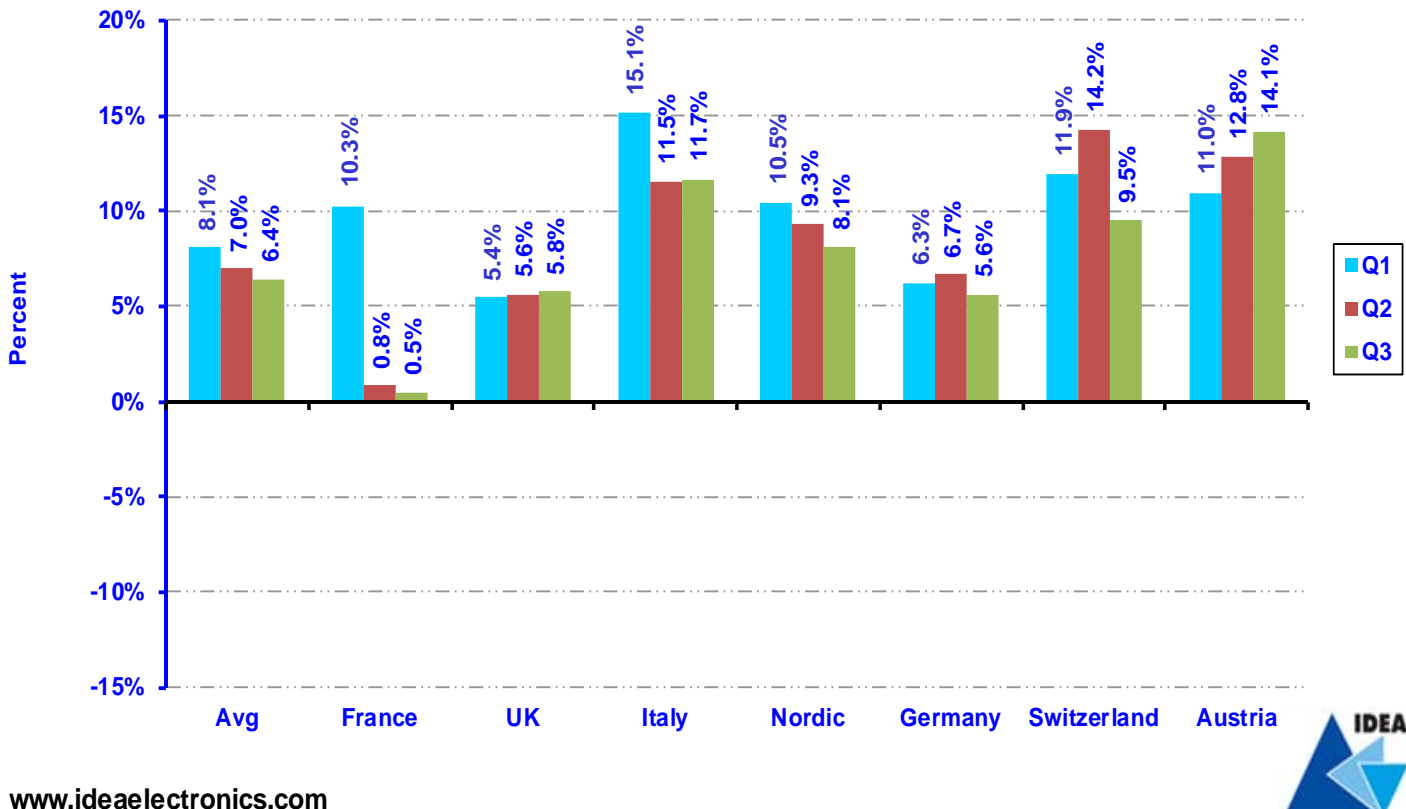
Distribution sales of emech components comparing current qtr with prior qtr (Q/Q-1) and same qtr prior year (Q/QY-1) plus YTD trend



3RD QTR. 2018 **EMECH COMPONENTS** YTD Billings Trend

Graphic E4

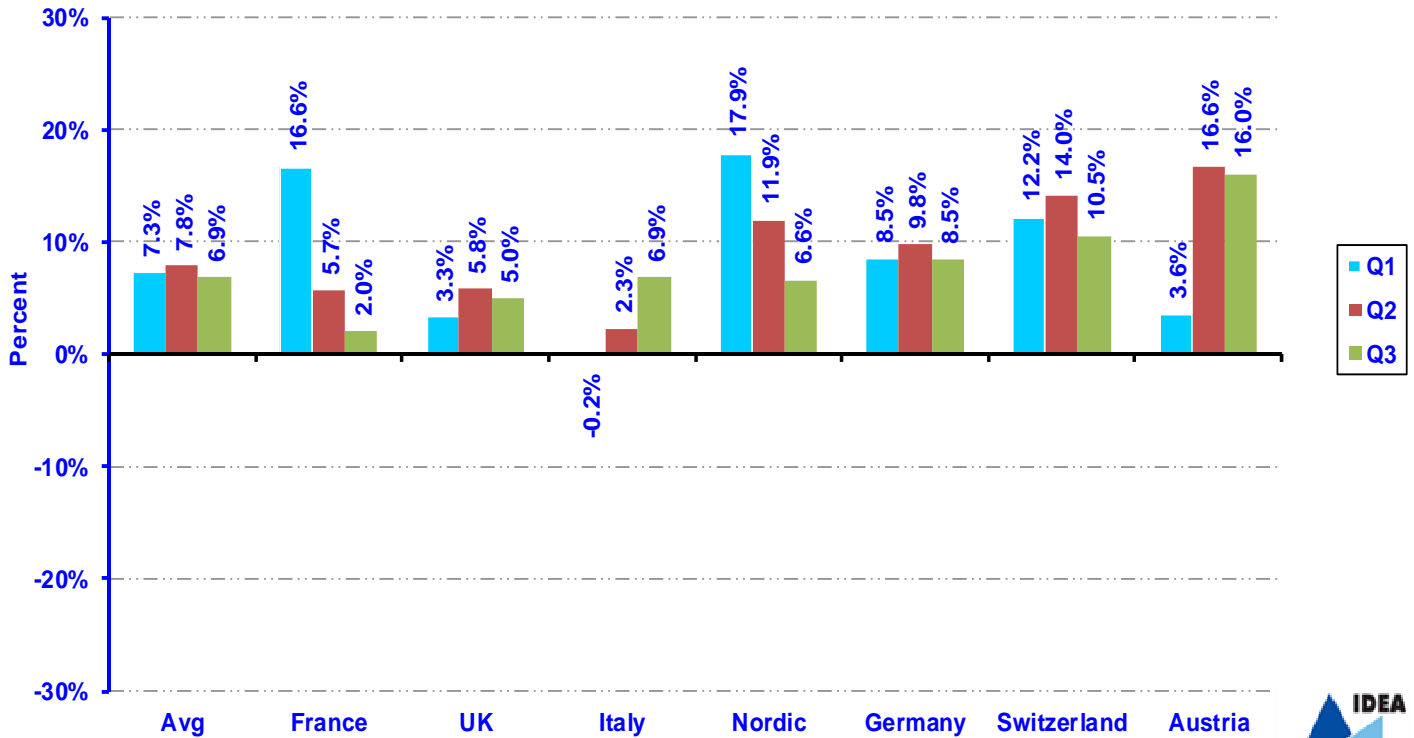
Cumulative sales of EMech components through distribution by country for the current year showing the growth/decline % compared with the same period prior year



3RD QTR. 2018 EMECH COMPONENTS YTD Bookings Trend

Graphic E5

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



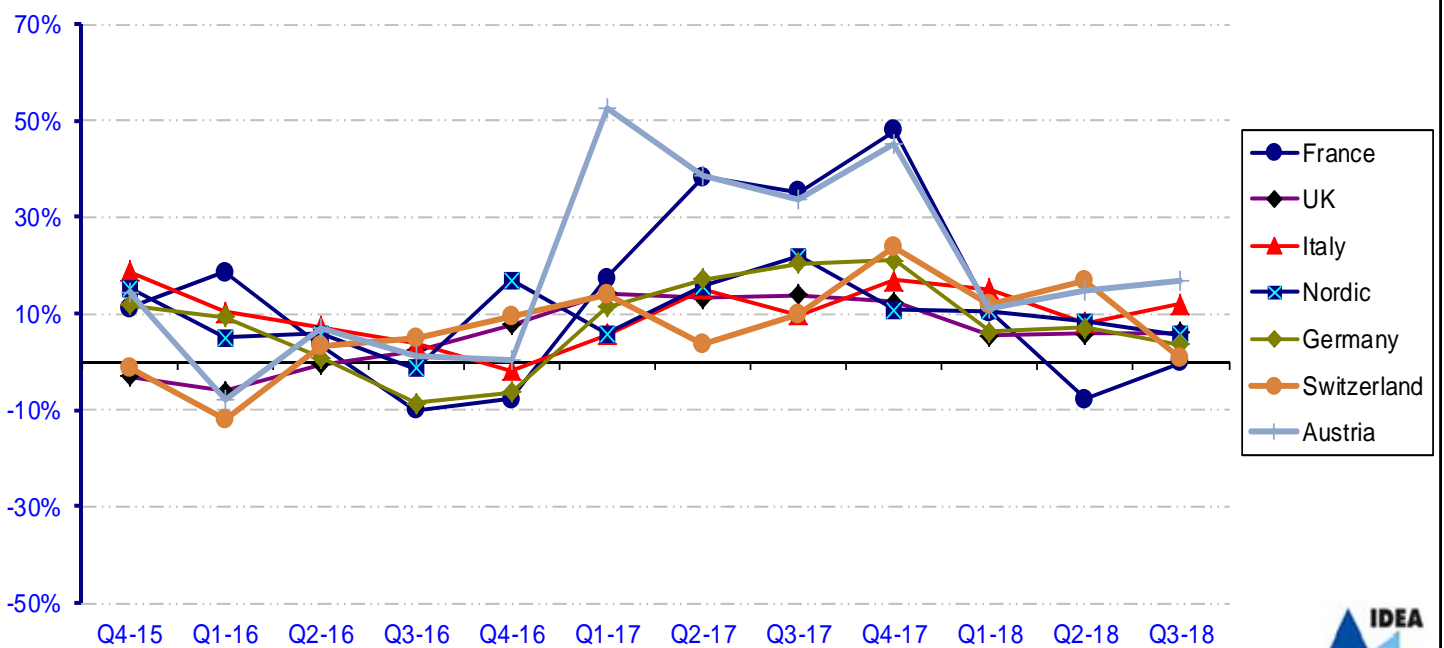
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3RD QTR. 2018 EMECH TENDENTIAL INDEX BY COUNTRY(Q/Qy-1)

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	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
All	Semis	Bookings	1,314	1,494	1,455	1,404	1,460	1,572	1,516	1,492
		Billings	1,142	1,359	1,367	1,363	1,244	1,434	1,411	1,421
	Passives	Bookings	236	276	269	272	285	331	351	361
		Billings	211	259	255	253	246	291	299	314
	Emech/Other	Bookings	358	427	409	408	424	458	444	428
		Billings	324	408	404	396	389	441	428	417
	Totals	Bookings	1,908	2,198	2,133	2,084	2,169	2,361	2,310	2,281
		Billings	1,677	2,026	2,026	2,012	1,879	2,166	2,137	2,152
Country	Category	Activity	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
France	Semis	Bookings	106	120	108	98	105	119	109	99
		Billings	97	113	102	92	91	104	104	109
	Passives	Bookings	22	27	24	25	28	35	34	33
		Billings	20	26	25	21	23	29	29	30
	Emech/Other	Bookings	28	34	39	35	41	39	38	33
		Billings	28	38	41	37	41	41	38	36
	Totals	Bookings	155	181	171	158	173	193	181	165
		Billings	145	177	168	150	155	175	171	176
Country	Category	Activity	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
UK	Semis	Bookings	172	198	193	204	191	214	211	201
		Billings	160	186	182	187	170	206	195	205
	Passives	Bookings	36	42	42	44	41	50	57	54
		Billings	34	40	40	42	39	45	50	54
	Emech/Other	Bookings	98	117	111	112	110	121	120	115
		Billings	94	110	108	110	105	116	114	117
	Totals	Bookings	305	357	345	361	342	385	388	371
		Billings	288	336	329	339	314	367	359	375
Country	Category	Activity	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Italy	Semis	Bookings	215	227	232	184	247	255	237	208
		Billings	161	213	221	195	184	229	239	208
	Passives	Bookings	42	49	50	36	51	57	62	66
		Billings	32	45	45	38	38	51	52	58
	Emech/Other	Bookings	51	55	53	44	53	55	56	52
		Billings	37	48	51	42	44	55	55	47
	Totals	Bookings	308	331	335	265	351	367	355	326
		Billings	231	306	316	274	266	334	346	313
Country	Category	Activity	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Nordic	Semis	Bookings	110	122	131	110	120	115	126	107
		Billings	98	109	120	116	111	104	108	100
	Passives	Bookings	10	11	12	11	13	15	16	15
		Billings	9	10	11	11	12	13	14	13
	Emech/Other	Bookings	34	35	36	35	36	41	38	34
		Billings	33	35	36	35	36	38	39	37
	Totals	Bookings	154	167	179	156	169	171	180	156
		Billings	140	154	167	161	159	156	161	150
Country	Category	Activity	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Germany	Semis	Bookings	610	710	662	691	684	753	709	744
		Billings	532	635	636	659	585	676	653	682
	Passives	Bookings	114	131	126	139	134	153	158	170
		Billings	103	123	120	126	119	136	136	141
	Emech/Other	Bookings	130	164	150	159	159	178	167	168
		Billings	117	157	148	152	141	167	158	157
	Totals	Bookings	854	1005	938	989	976	1084	1033	1083
		Billings	752	914	904	937	845	978	947	980
Country	Category	Activity	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Switzerland	Semis	Bookings	58	63	69	64	62	62	67	75
		Billings	49	57	60	63	56	61	61	67
	Passives	Bookings	7	8	8	8	7	8	11	10
		Billings	6	7	7	7	7	8	8	8
	Emech/Other	Bookings	8	10	9	10	10	11	11	10
		Billings	8	9	9	9	9	10	10	10
	Totals	Bookings	73	81	86	82	79	81	88	95
		Billings	62	73	76	80	72	80	79	84
Country	Category	Activity	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Austria	Semis	Bookings	43	54	60	52	52	55	58	59
		Billings	45	47	47	52	48	54	51	51
	Passives	Bookings	6	9	8	9	11	12	13	12
		Billings	6	7	7	8	8	9	9	9
	Emech/Other	Bookings	10	13	11	13	15	14	15	15
		Billings	8	12	12	11	12	14	14	13
	Totals	Bookings	59	76	79	74	77	80	86	86
		Billings	59	59	66	71	68	76	74	74