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Q3-2019 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%

Note The data in the above table will be updated in the Q4 -2019 report.

IMPORTANT NOTE: To ensure that exchange rate variations do not confuse the trend, the exchange rates shown are the 2018 Local currency/€ conversion rates. The 2018 average rates are: UK Pound/€ 0.8850, Danish Krona/€ 7.4550, Norwegian Krona/€ 9.6070, Swedish Krona/€ 10.2630.

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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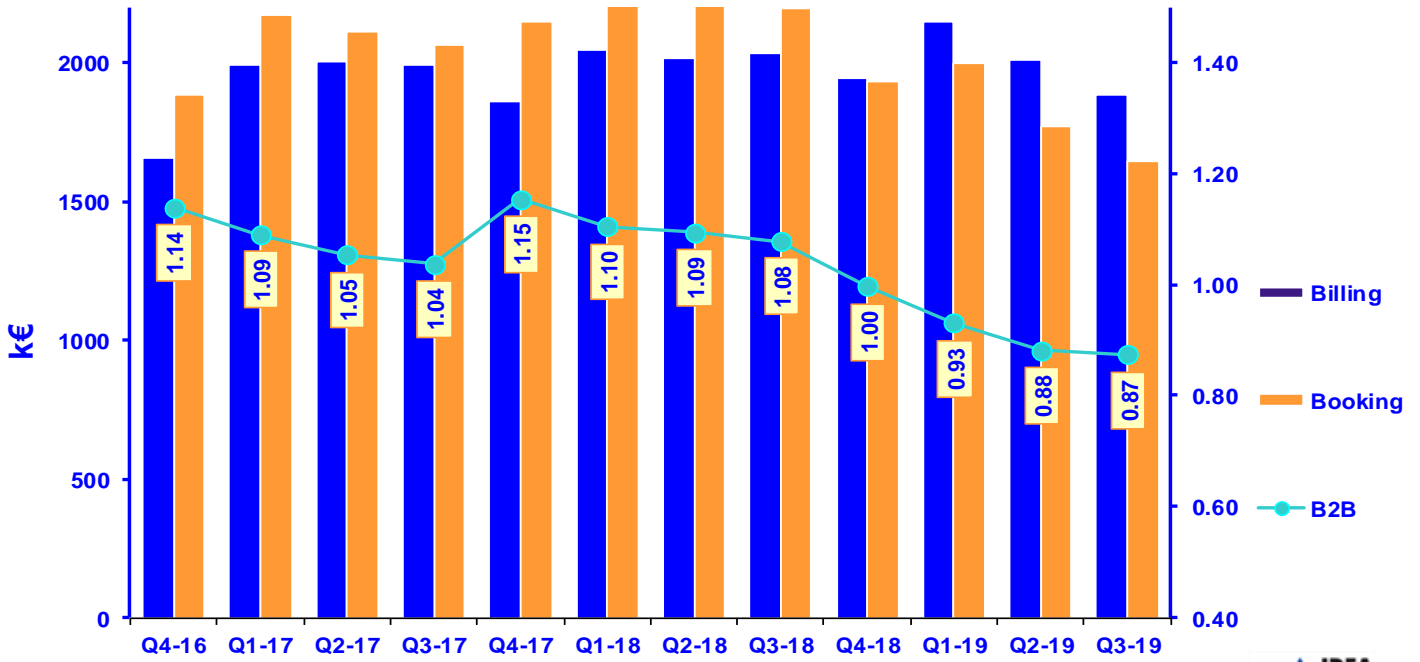
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3RD QTR. 2019 TOTAL COMPONENTS Booking, Billing & Book : Bill ratio

Graphic T1

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



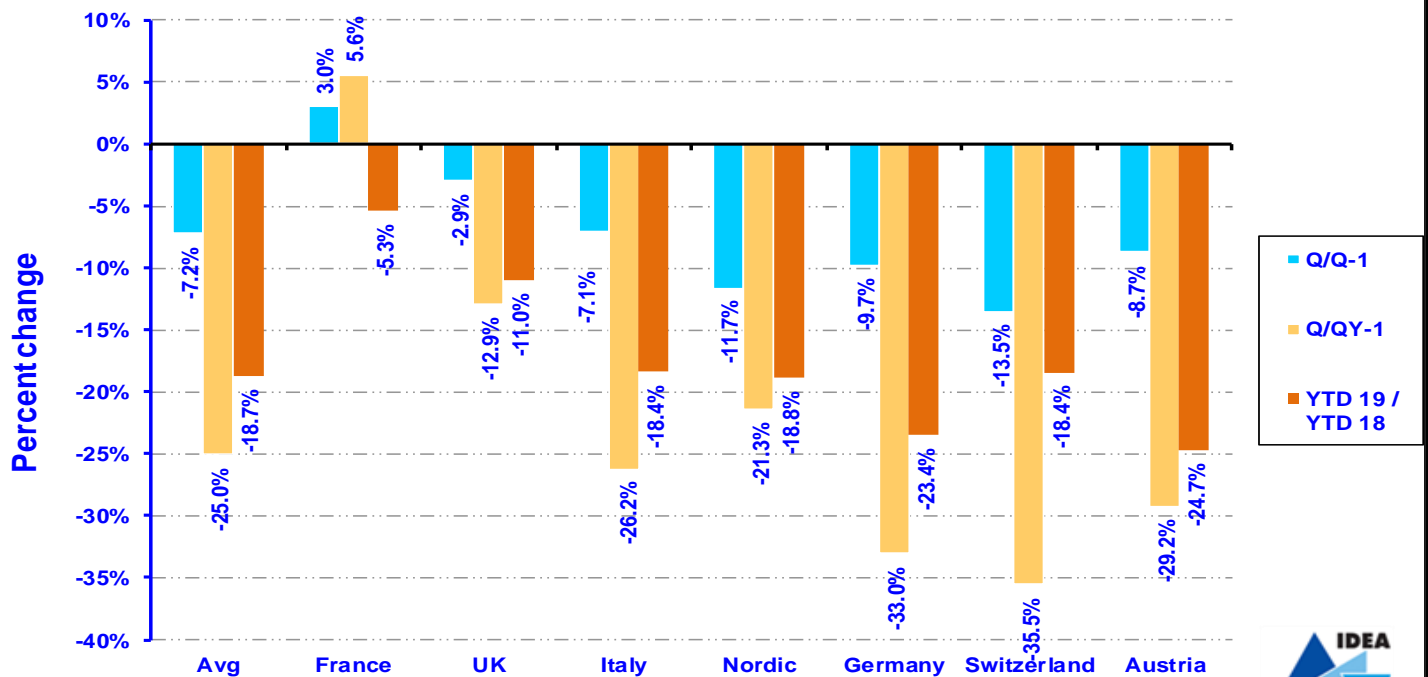
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3RD QTR. 2019 TOTAL COMPONENTS Booking Trend

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



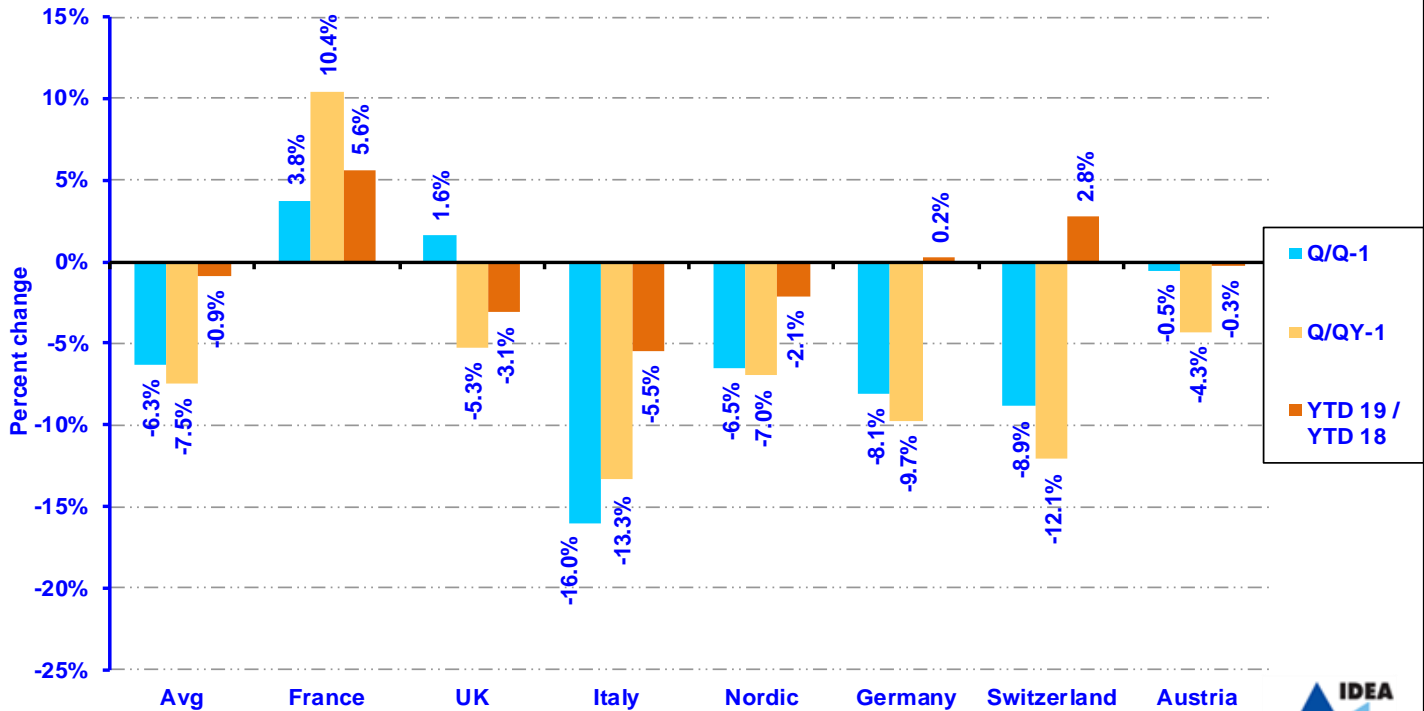
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3RD QTR. 2019 TOTAL COMPONENTS Billing Trend

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 19/18



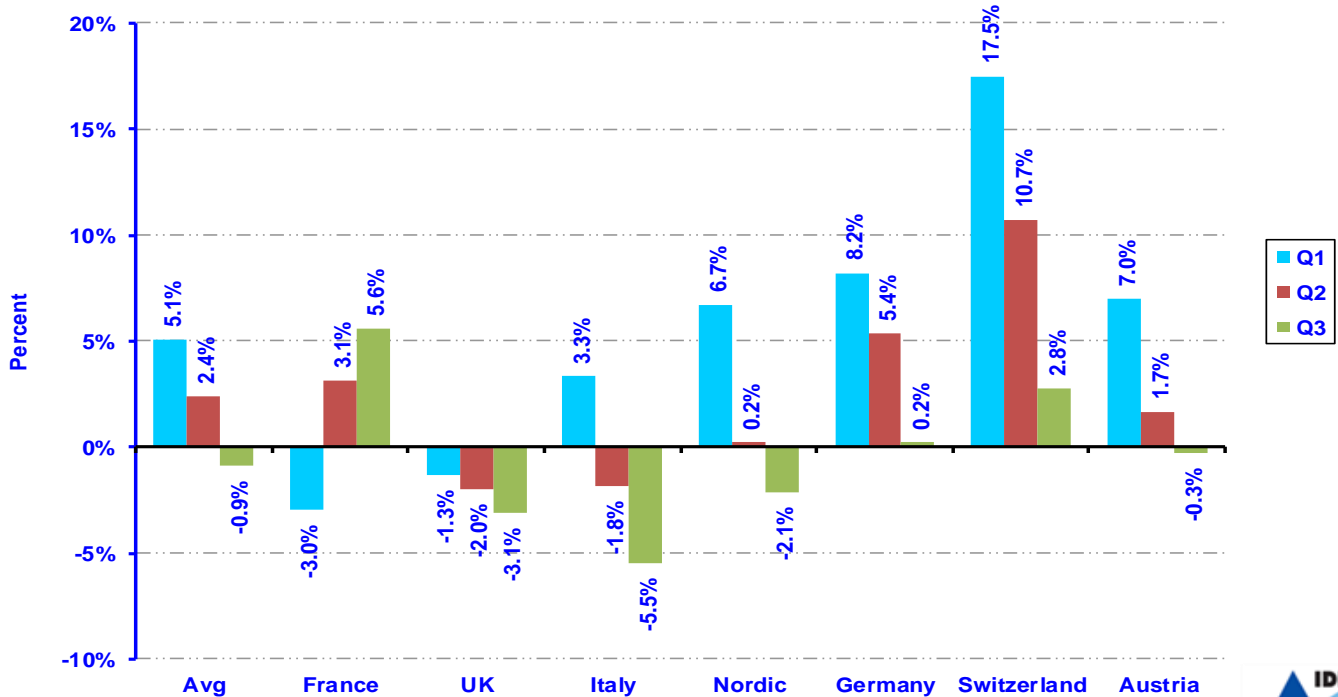
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3RD QTR. 2019 TOTAL COMPONENTS YTD Billings Trend

Graphic T4

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



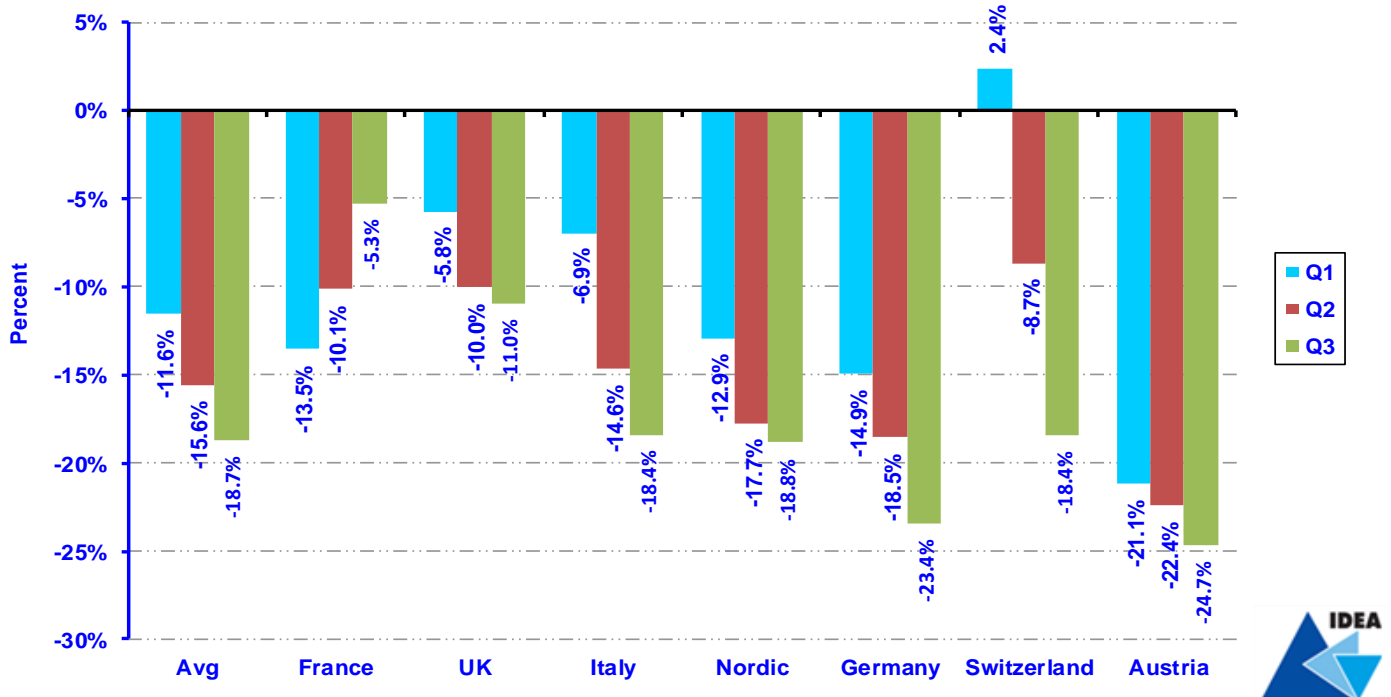
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3RD QTR. 2019 TOTAL COMPONENTS YTD Bookings Trend

Graphic T5

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

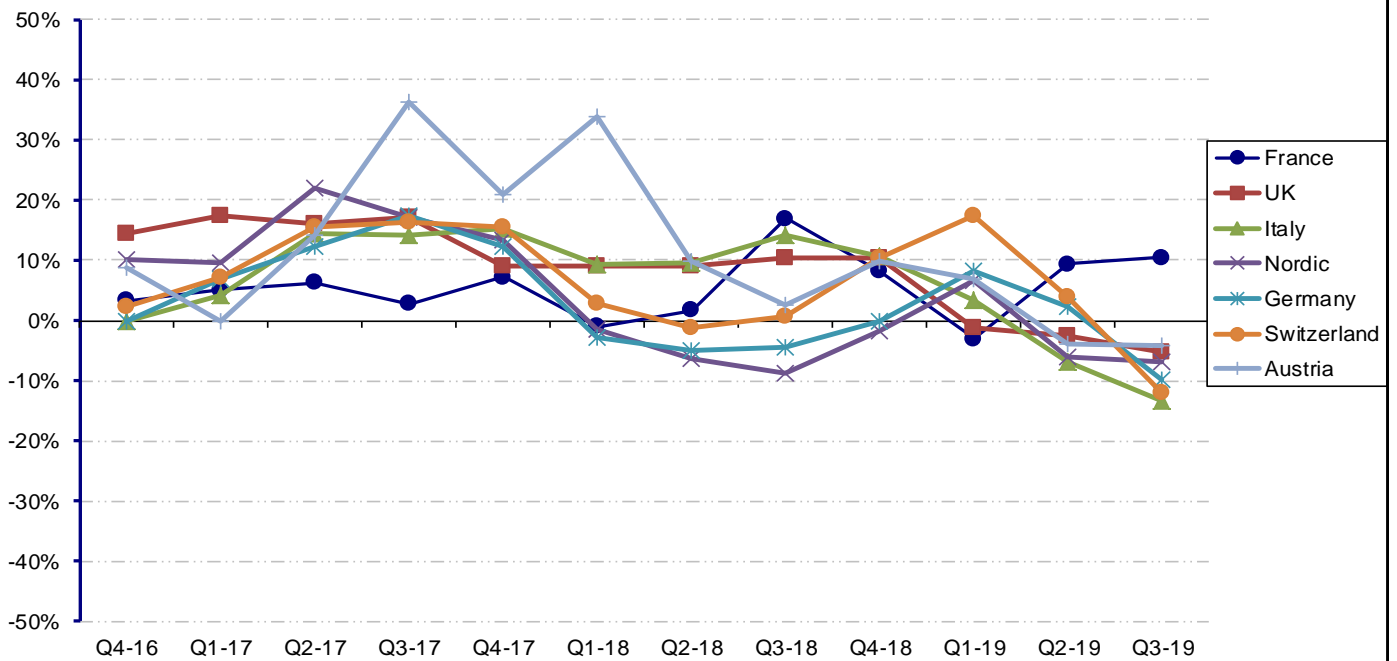


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3RD QTR. 2019 TOTAL COMPONENTS TENDENTIAL INDEX BY COUNTRY(Q.QY-1) Graphic T6

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

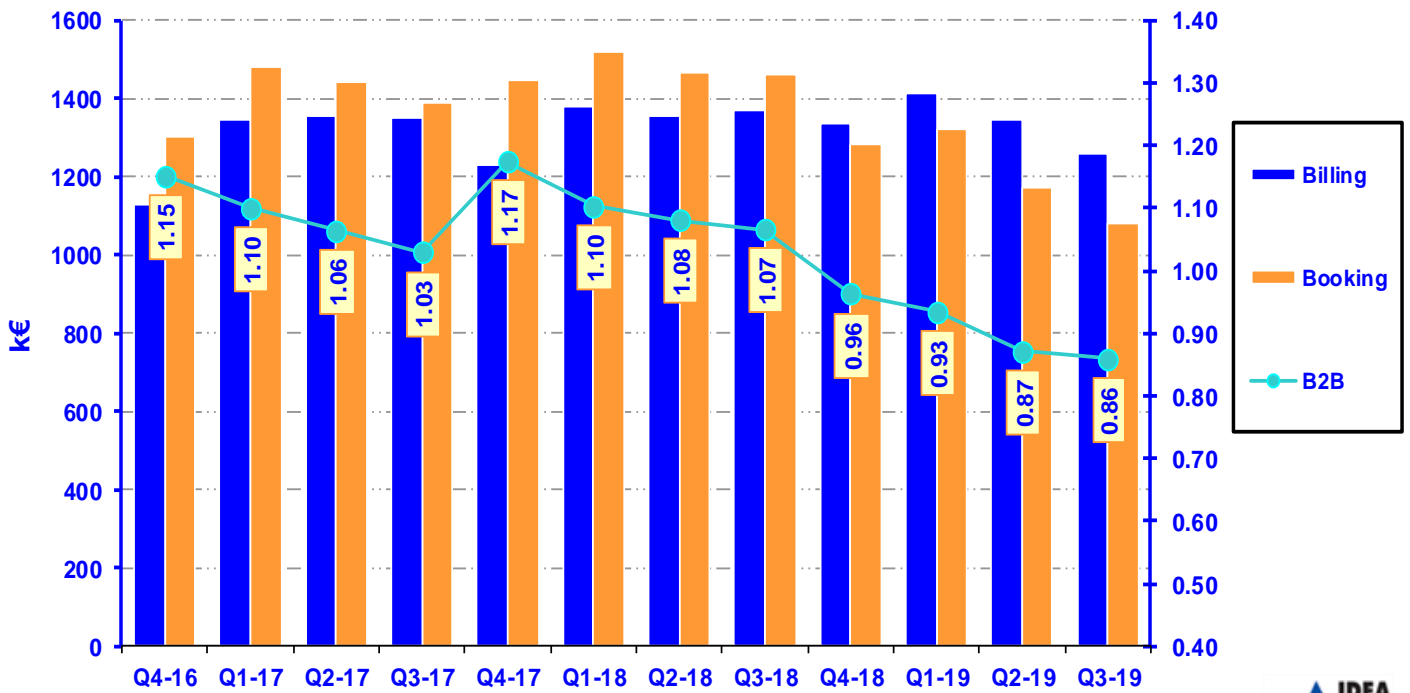


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3RD QTR. 2019 SEMICONDUCTOR bookings, billings & book:bill ratio Graphic S1

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

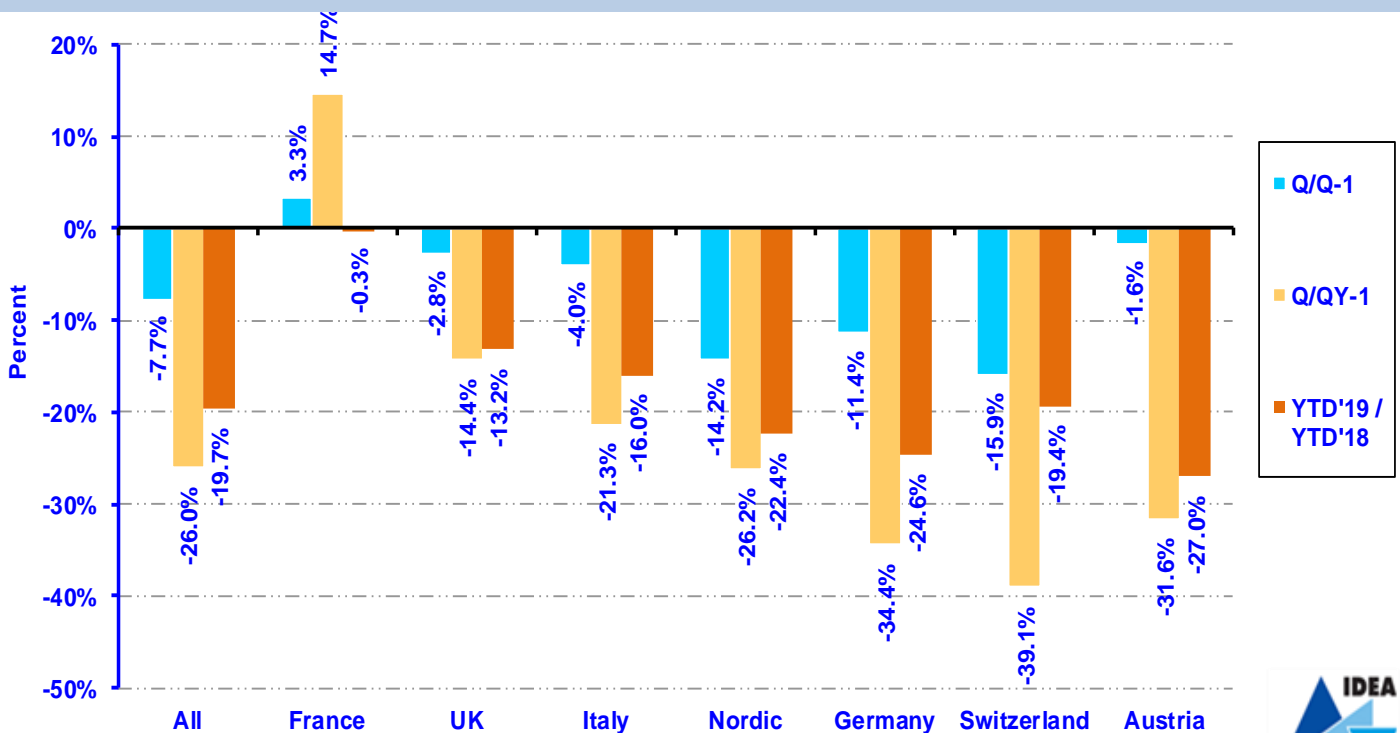


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3RD QTR 2019 SEMICONDUCTOR Booking Trend Graphic S2

Distribution orders for semiconductors by country compared with the prior quarter (Q/Q1) and the same quarter prior year (Q/QY-1) and YTD 19/18



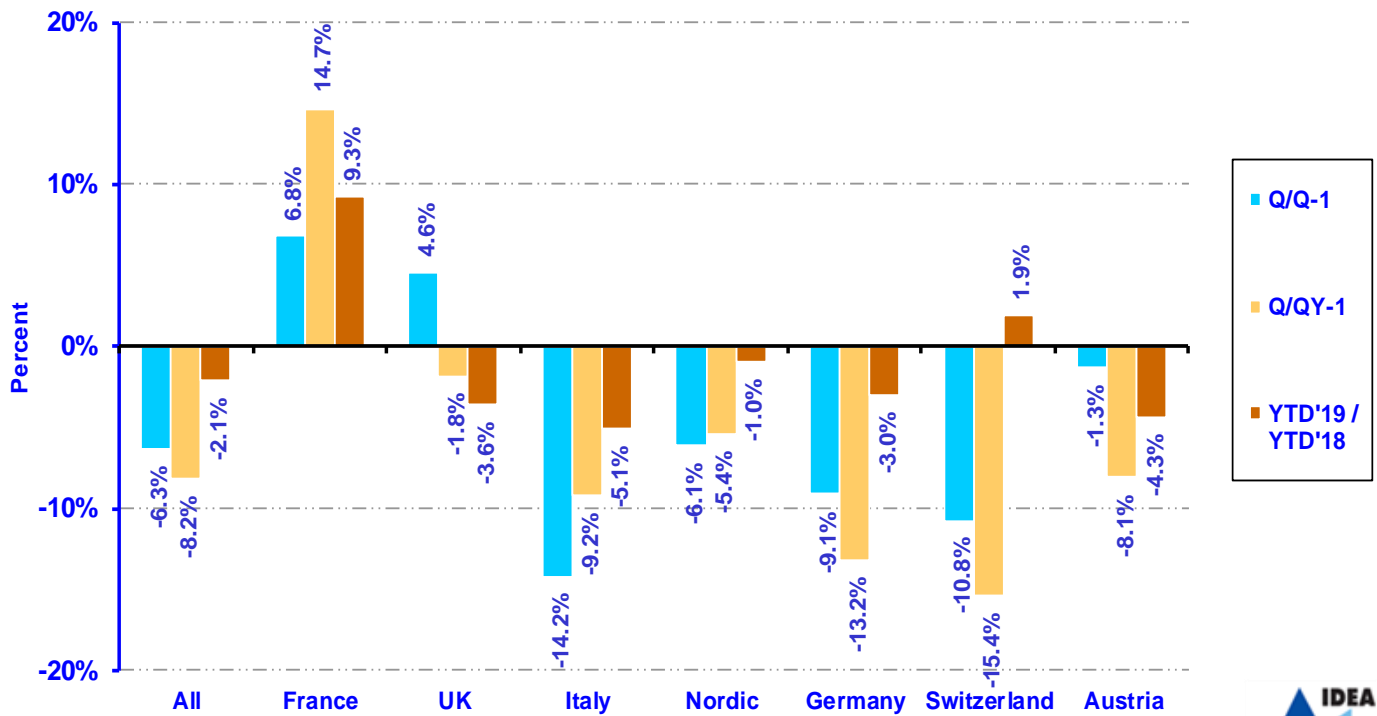
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3RD QTR 2019 SEMICONDUCTOR Billing Trend

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



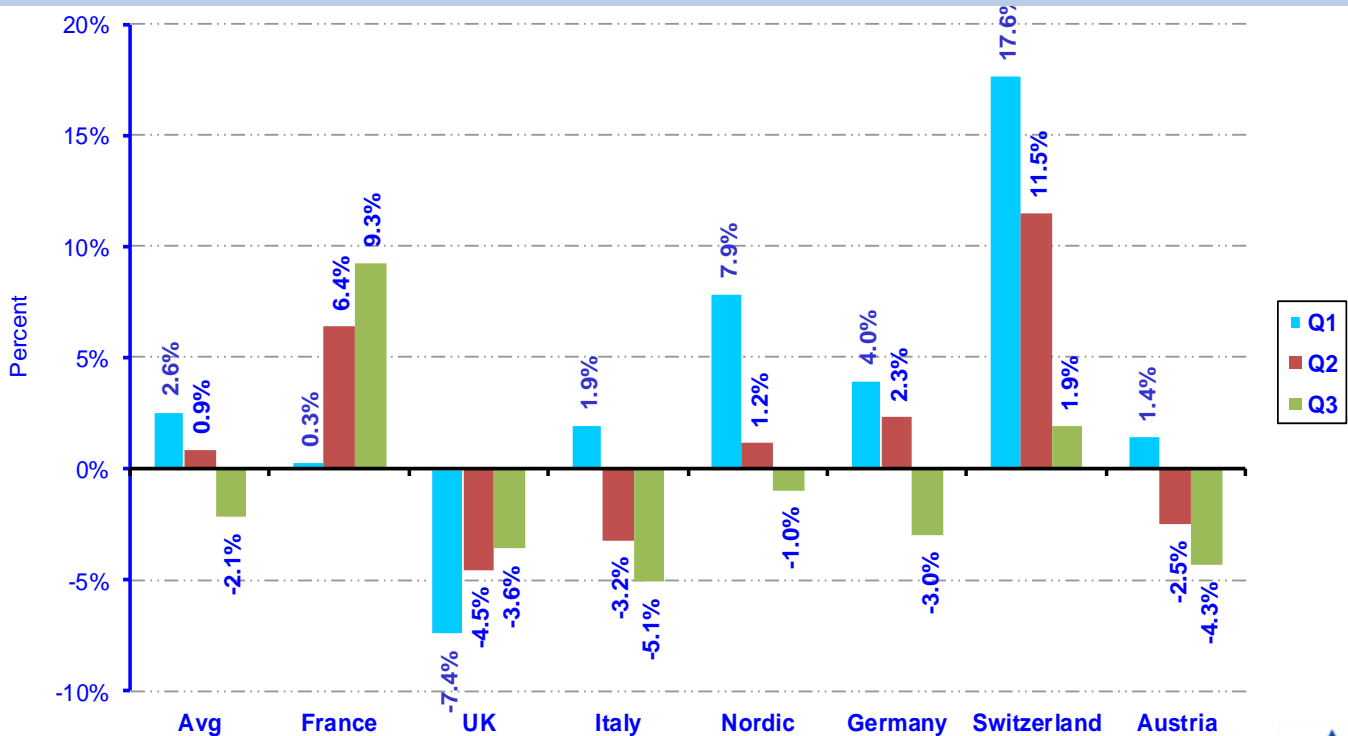
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3RD QTR. 2019 SEMICONDUCTOR YTD BILLING TREND

Graphic S4

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



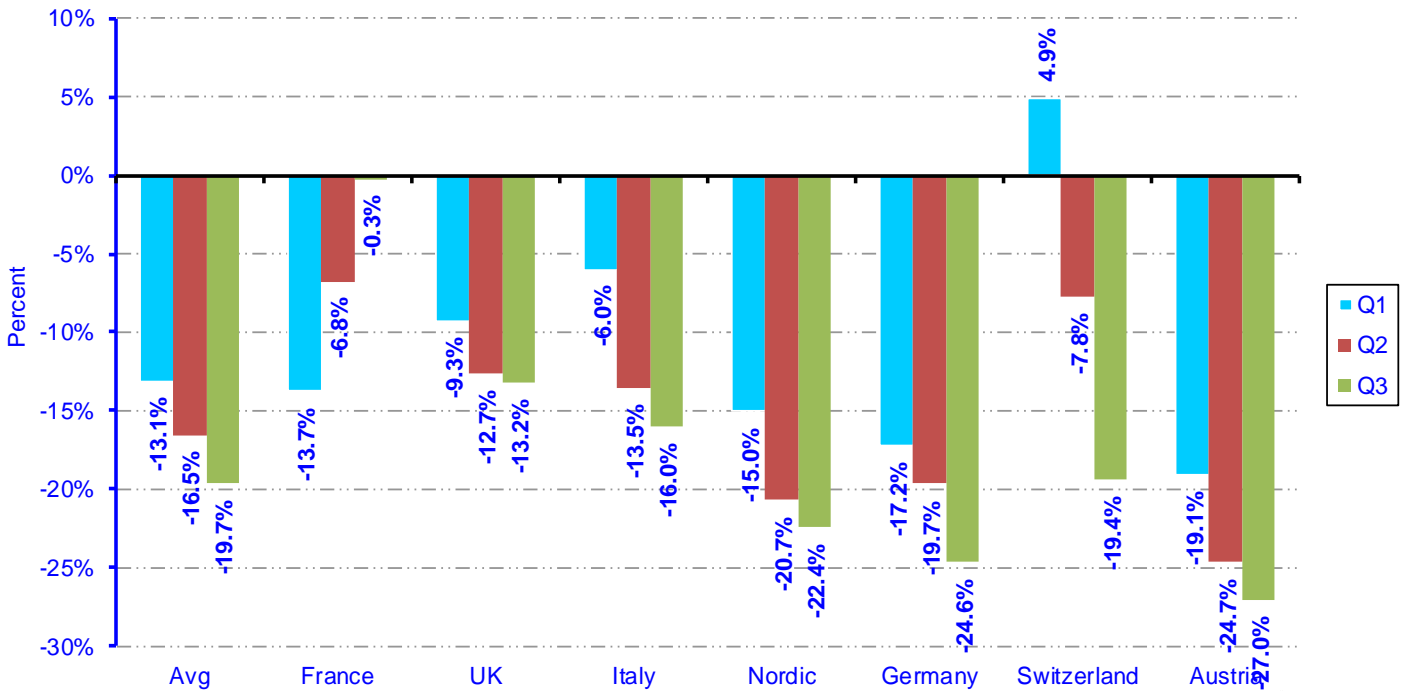
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3RD QTR. 2019 SEMICONDUCTOR YTD BOOKING TREND

Graphic S5

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



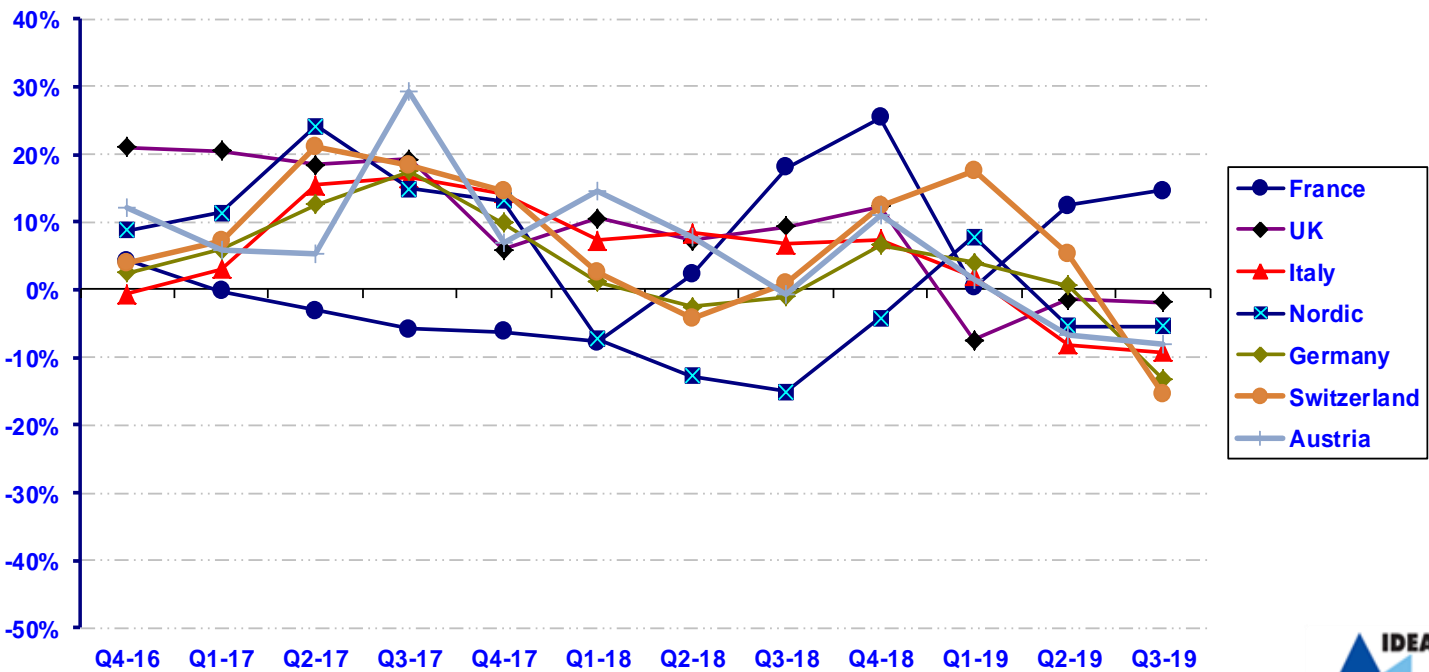
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3RD QTR. 2019 SEMICONDUCTOR TENDENTIAL INDEX (Q/Qy-1)

Graphic S6

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



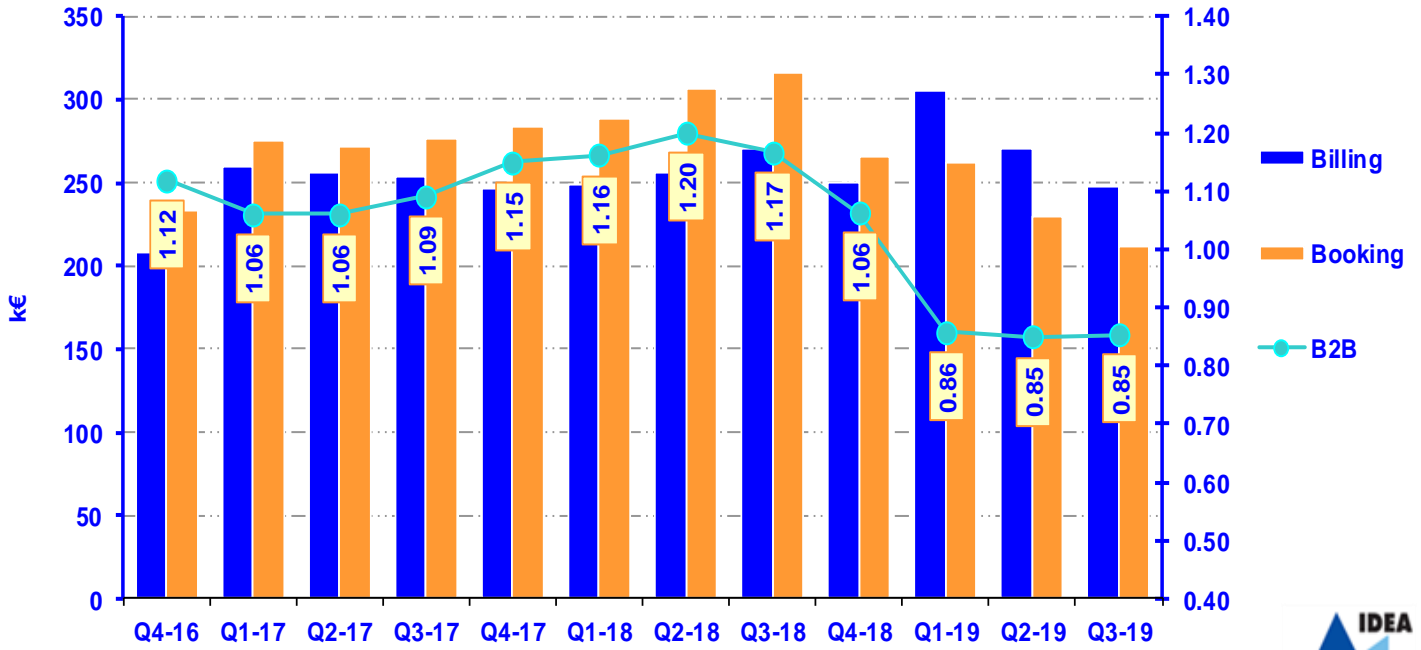
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3RD QTR. 2019 **PASSIVES** booking, billing & book:bill ratio

Graphic P1

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



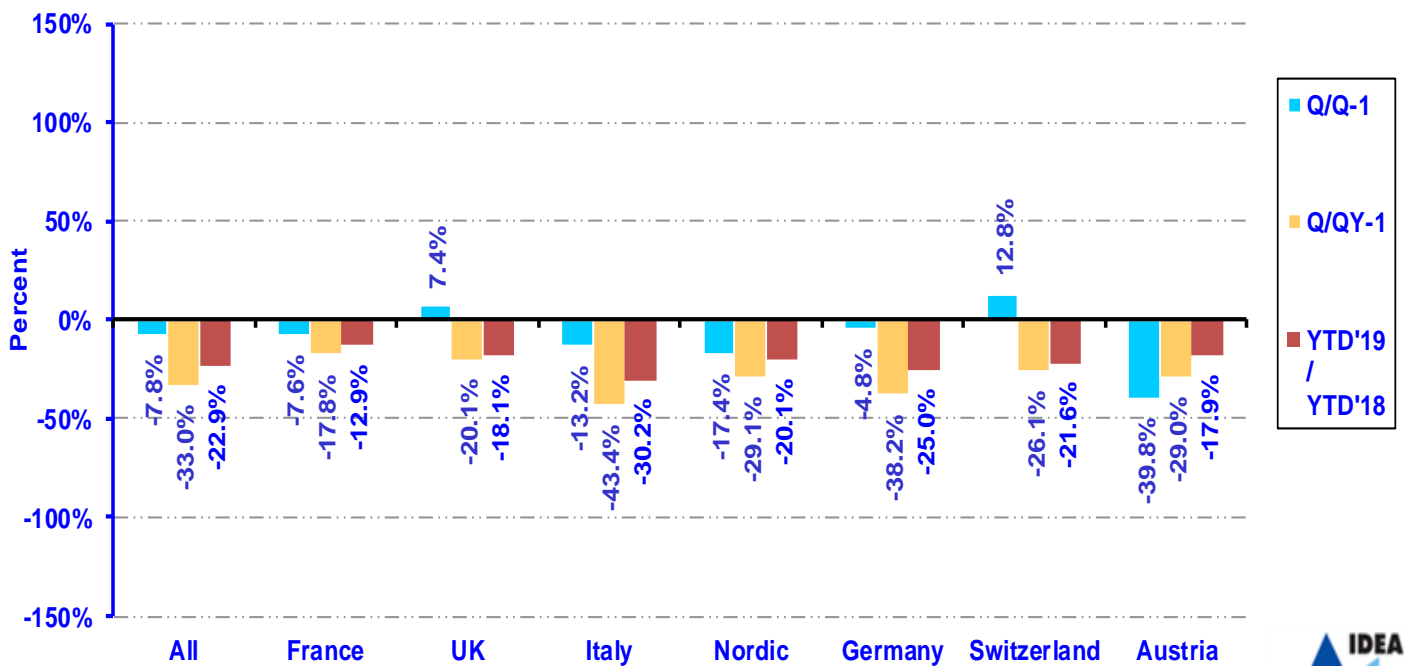
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3RD QTR. 2019 **PASSIVE COMPONENTS** Booking Trend

Graphic P2

Distribution orders for passive components by country comparing Q3 2019 with the prior quarter (Q/Q-1) and the same quarter prior year (Q/QY-1)



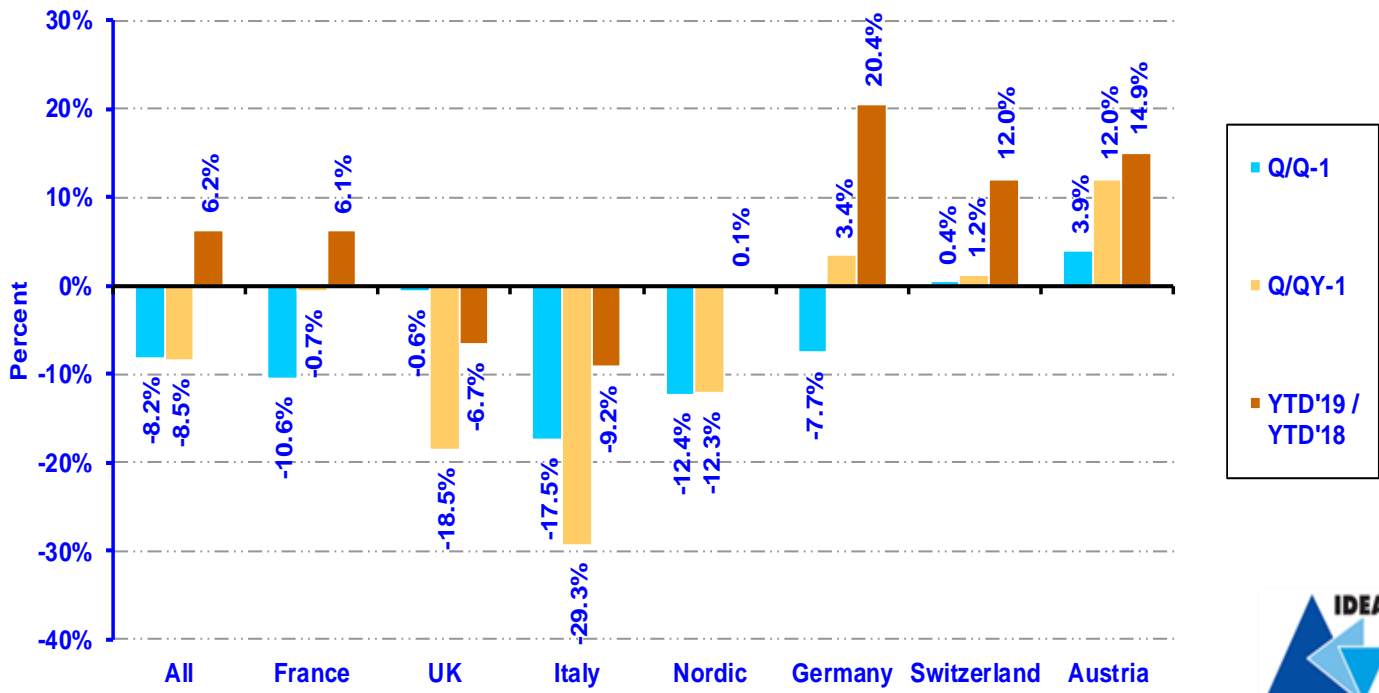
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3RD QTR. 2019 **PASSIVE COMPONENTS** Billings Trend

Graphic P3

Distribution sales for passive components by country comparing Q3 2019 with the prior quarter (Q/Q-1) and the same quarter prior year (Q/QY-1)



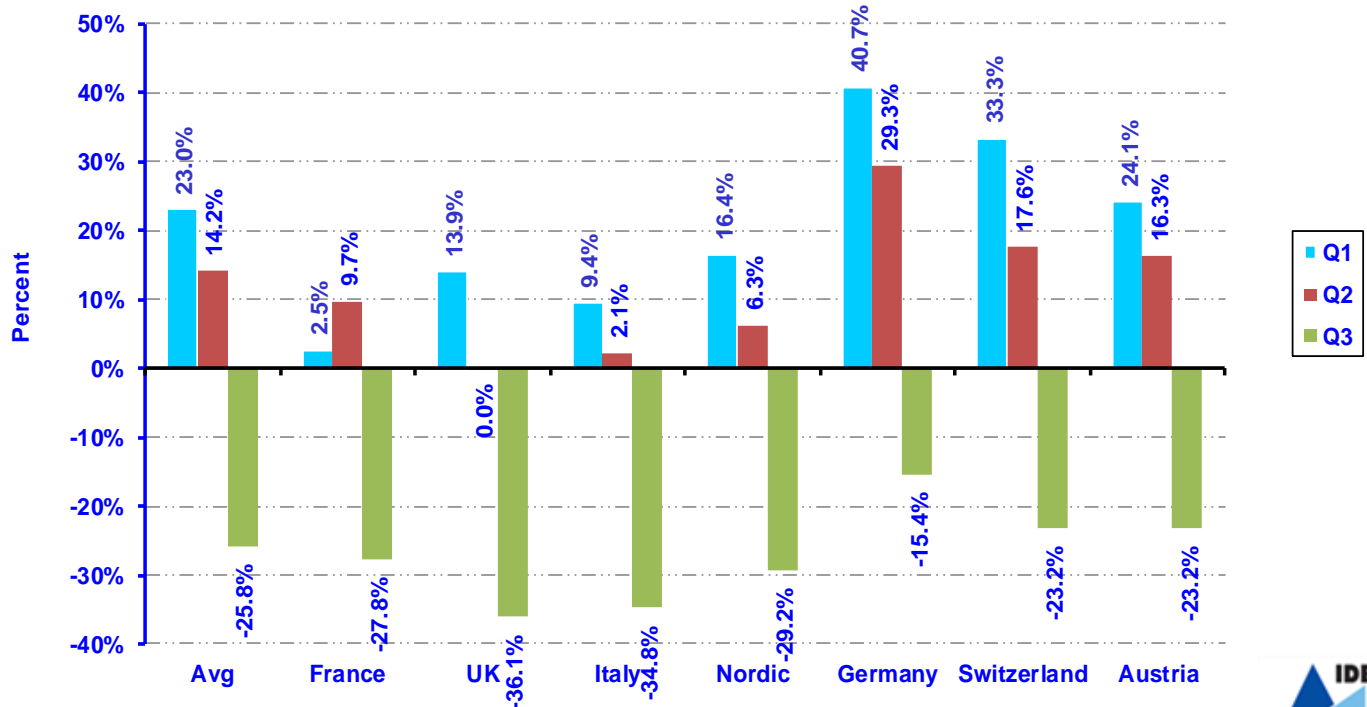
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3RD QTR. 2019 **PASSIVES** YTD Billings Trend

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



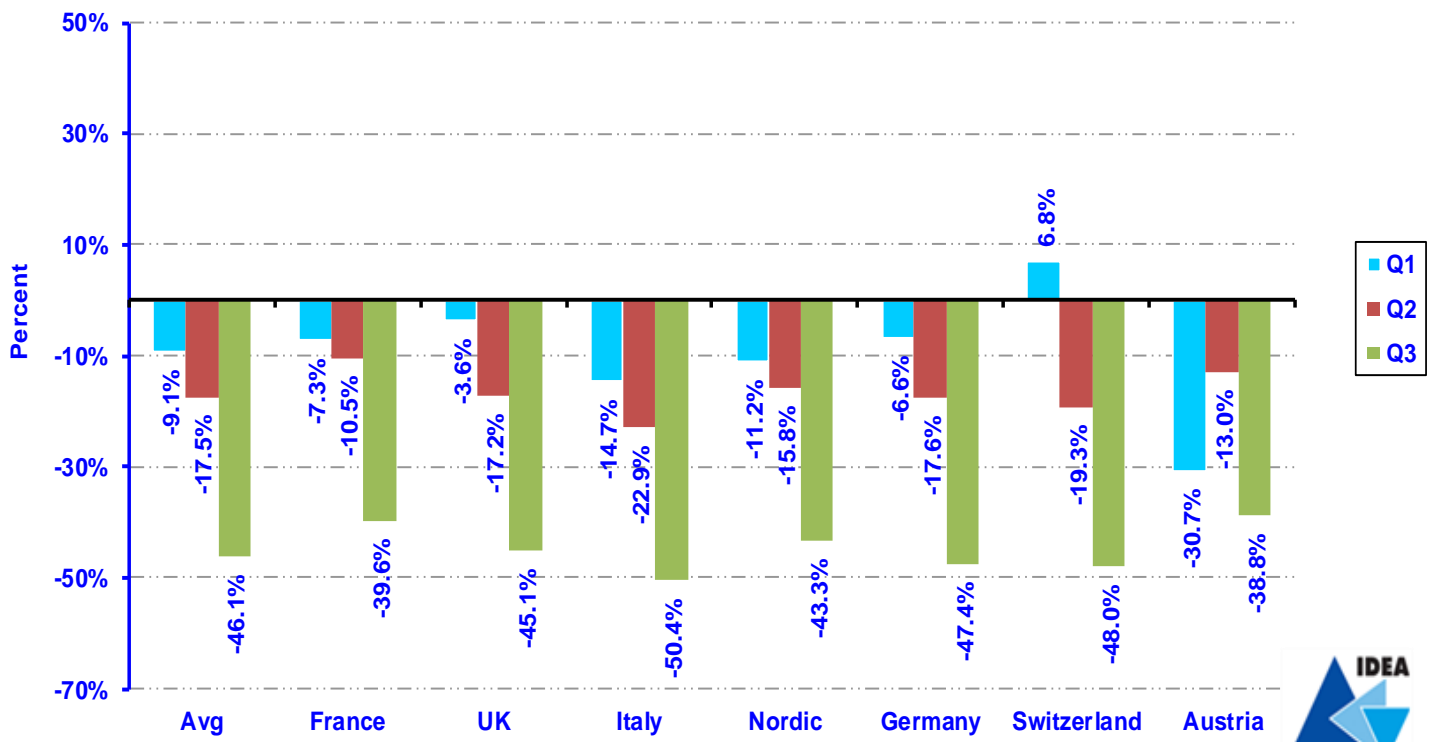
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3RD QTR. 2019 **PASSIVES YTD Bookings Trend**

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



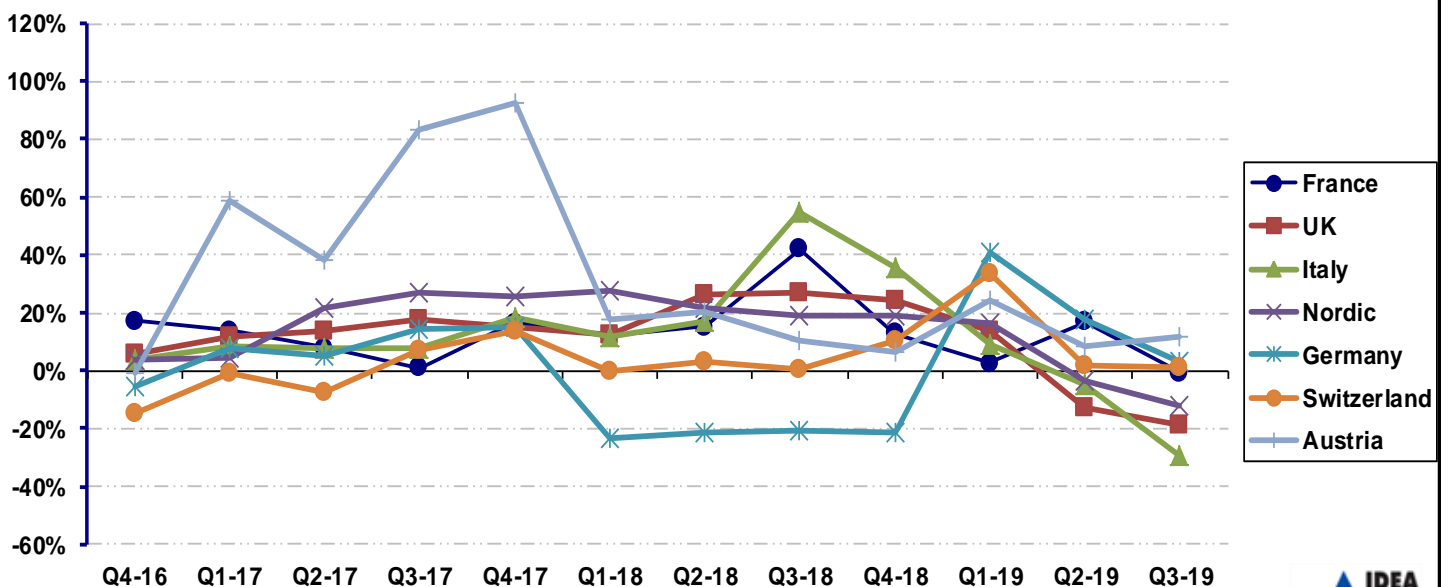
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3RD QTR. 2019 **PASSIVES TENDENTIAL INDEX BY COUNTRY (Q/Qy-1)**

Graphic P6

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



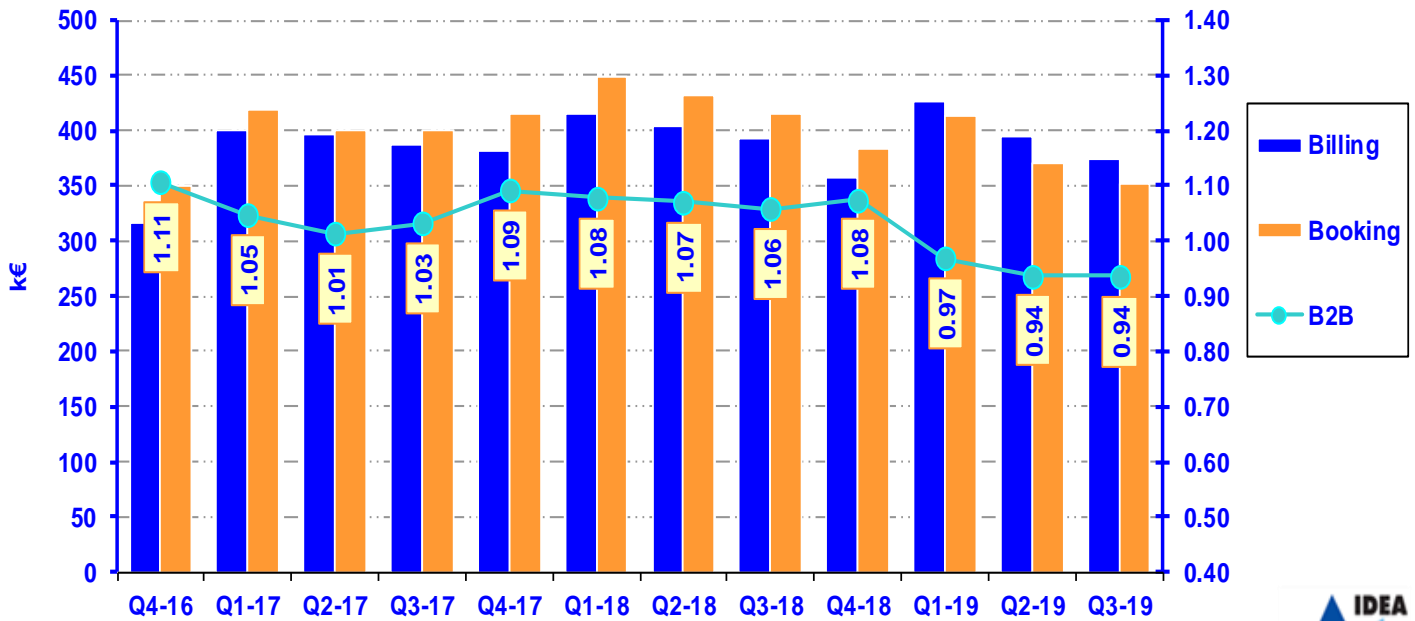
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3RD QTR. 2019 EMECH COMPONENTS booking, billing & book:bill ratio

Graphic E1

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



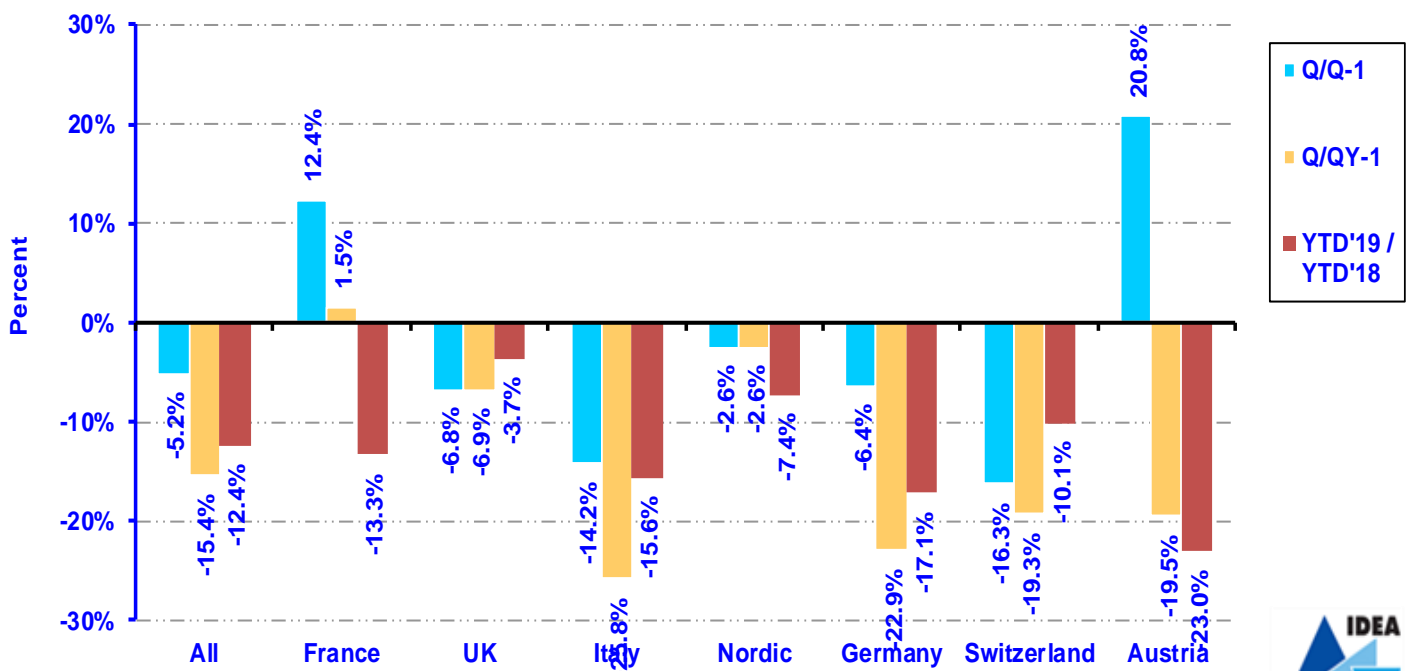
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3RD QTR. 2019 EMECH COMPONENTS Booking Trend

Graphic E2

Distribution orders for passive components by country comparing Q3 2019 with the prior quarter (Q/Q-1) and the same quarter prior year (Q/QY-1)



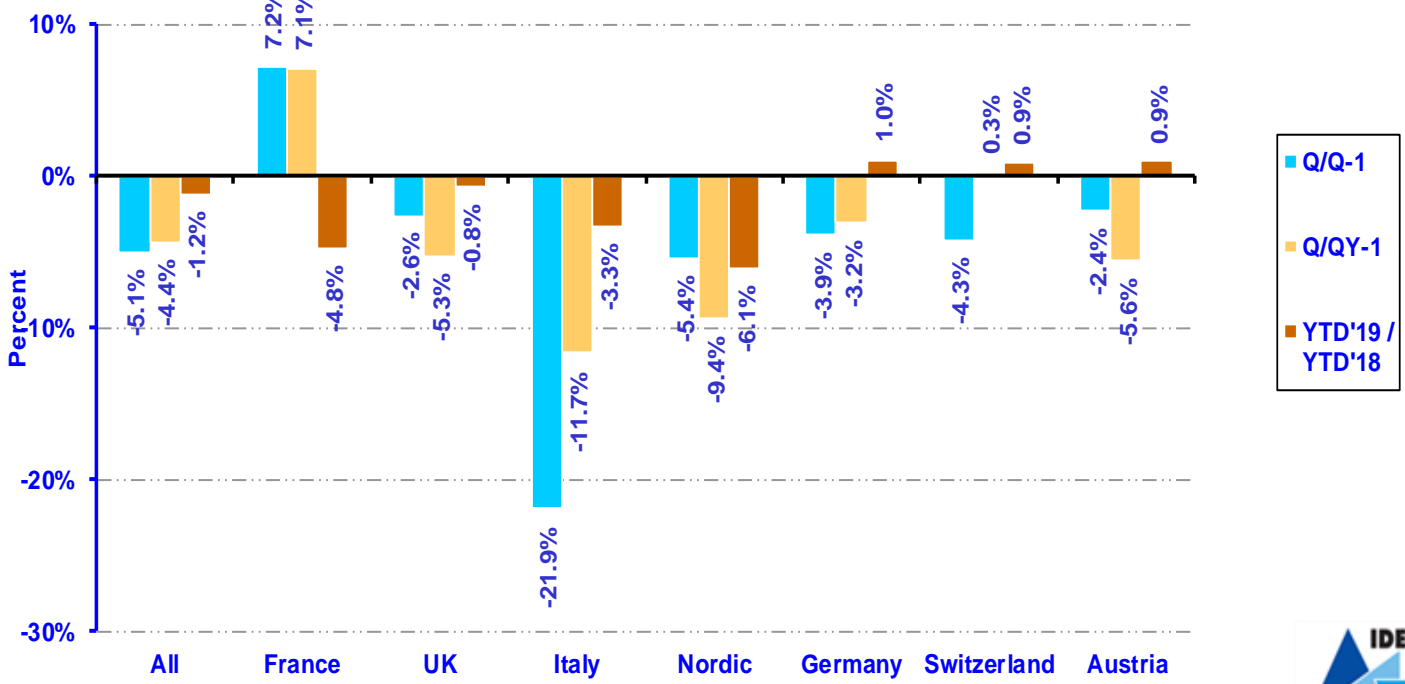
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3RD QTR. 2019 EMECH COMPONENTS Billings Trend

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



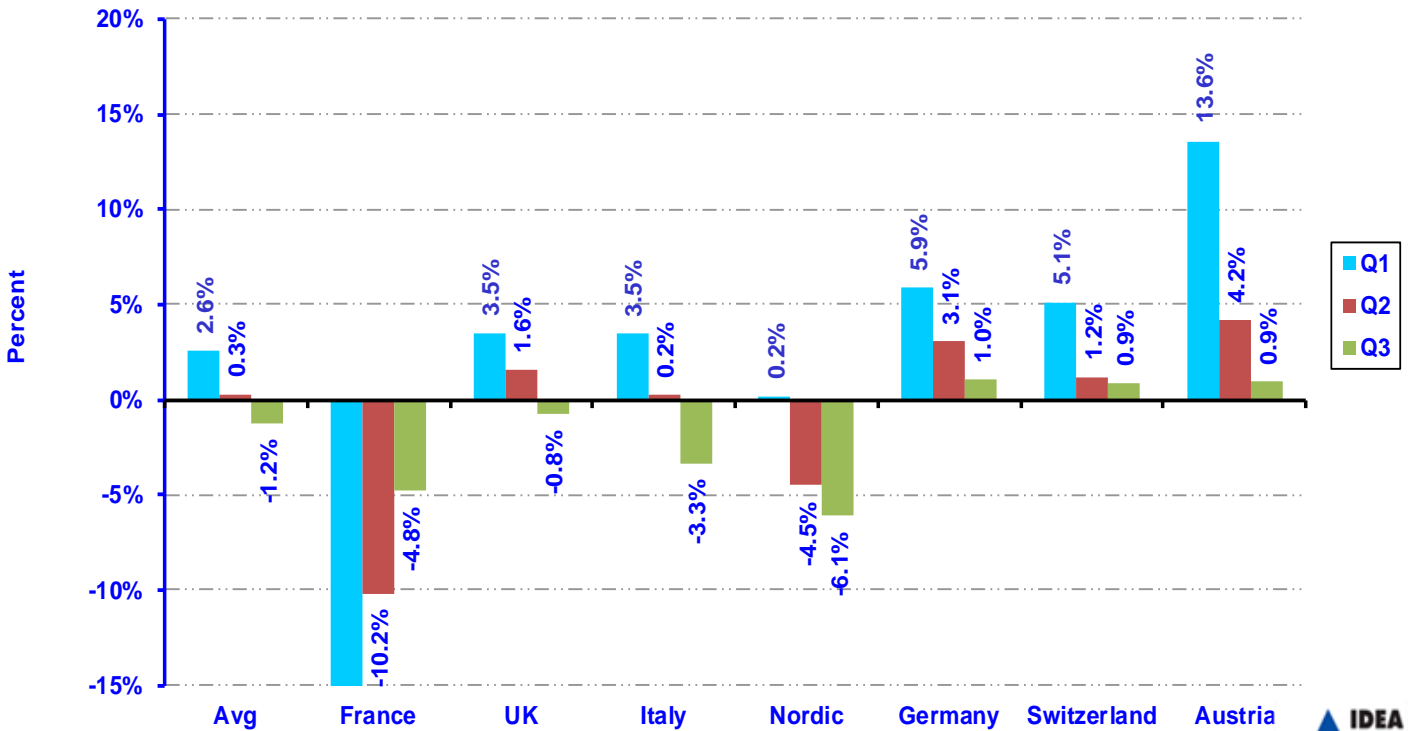
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3RD QTR. 2019 EMECH COMPONENTS YTD Billings Trend

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



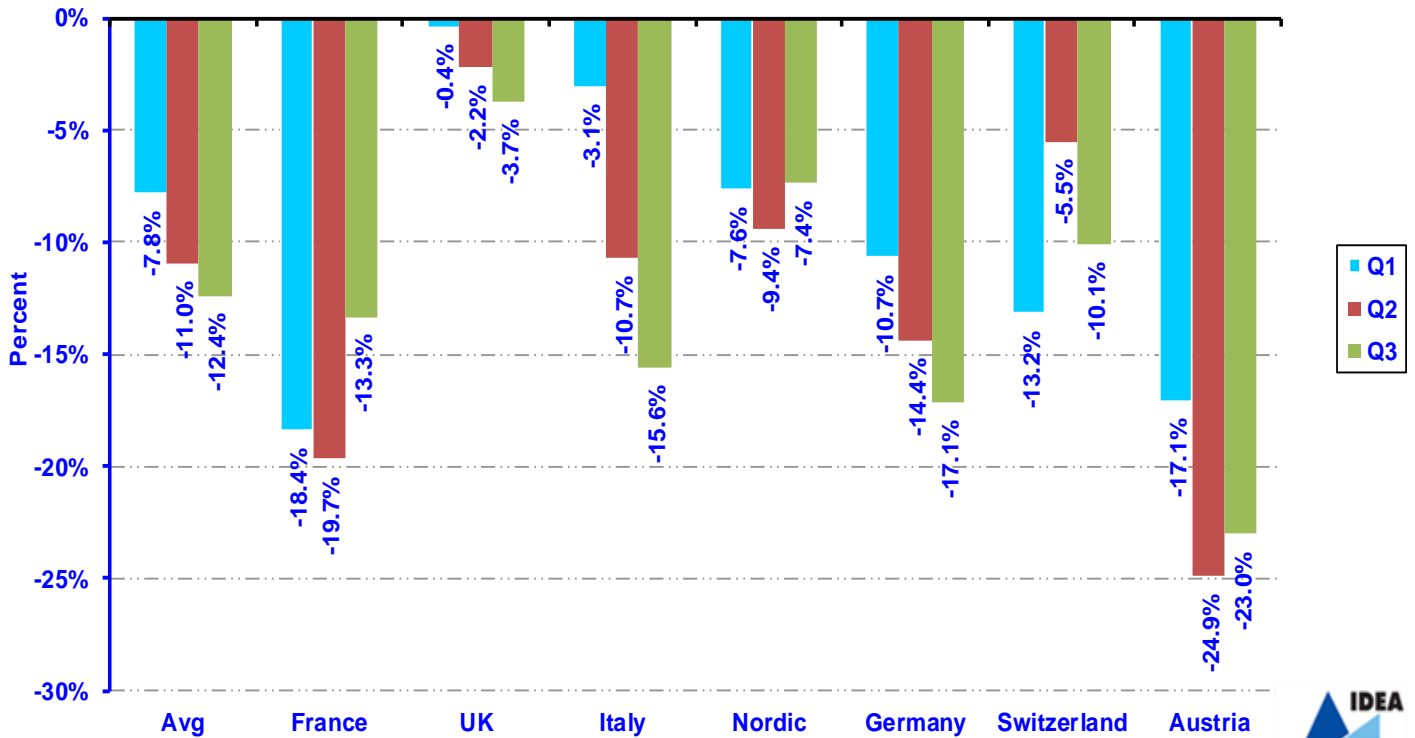
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3RD QTR. 2019 EMECH COMPONENTS YTD Bookings Trend

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



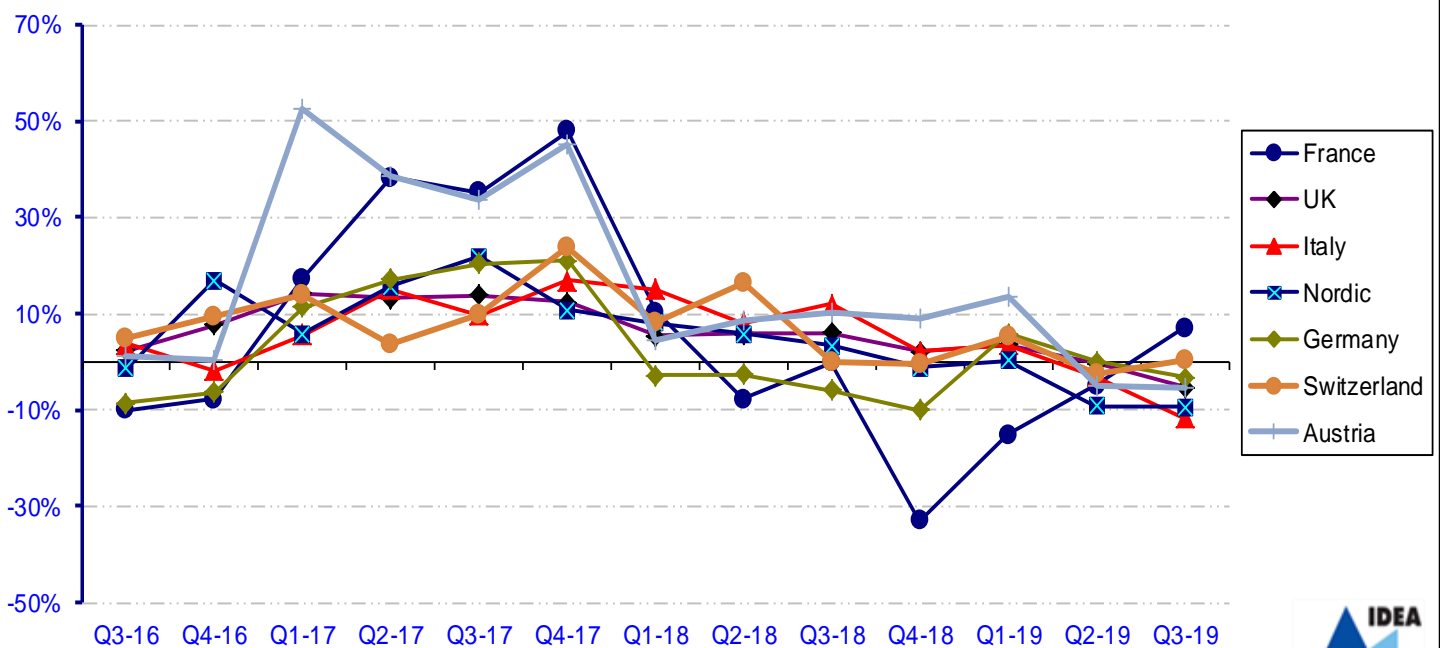
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3RD QTR. 2019 EMECH TENDENTIAL INDEX BY COUNTRY(Q/Qy-1)

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	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	
All	Semis	Bookings	1,445	1,520	1,466	1,462	1,284	1,321	1,171	1,081	
		Billings	1,231	1,378	1,356	1,371	1,334	1,414	1,345	1,259	
	Passives	Bookings	284	289	307	316	266	262	230	212	
		Billings	247	248	256	271	251	306	270	248	
	Emech/Other	Bookings	416	448	432	415	384	413	370	351	
		Billings	381	416	403	392	357	426	395	375	
	Totals	Bookings	2,145	2,256	2,205	2,193	1,934	1,996	1,771	1,644	
		Billings	1,859	2,042	2,015	2,034	1,941	2,146	2,010	1,882	
	Country	Category	Activity	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
	France	Semis	Bookings	105	119	109	99	107	102	110	114
Billings			91	104	104	109	114	104	117	125	
Passives		Bookings	28	35	34	33	27	32	29	27	
		Billings	23	29	29	30	26	30	33	30	
Emech/Other		Bookings	41	39	38	33	25	32	30	33	
		Billings	41	41	38	36	27	35	36	39	
Totals		Bookings	173	193	181	165	159	167	169	174	
		Billings	155	175	171	176	168	170	187	194	
Country		Category	Activity	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
UK		Semis	Bookings	177	198	195	186	174	179	164	159
	Billings		157	190	180	189	177	176	178	186	
	Passives	Bookings	38	47	53	50	43	45	38	40	
		Billings	36	42	47	50	45	48	41	40	
	Emech/Other	Bookings	102	112	111	107	101	112	107	99	
		Billings	97	107	105	108	99	111	105	102	
	Totals	Bookings	317	356	359	343	318	336	308	299	
		Billings	291	339	332	347	321	335	323	329	
	Country	Category	Activity	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
	Italy	Semis	Bookings	247	255	237	227	167	239	186	179
Billings			184	229	239	208	198	233	220	189	
Passives		Bookings	51	57	62	66	60	49	43	37	
		Billings	38	51	52	58	52	56	50	41	
Emech/Other		Bookings	53	55	56	52	46	53	45	39	
		Billings	44	55	55	47	45	57	53	41	
Totals		Bookings	351	367	355	346	273	341	275	255	
		Billings	266	334	346	313	294	345	323	271	
Country		Category	Activity	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
Nordic		Semis	Bookings	120	111	122	105	113	95	90	77
	Billings		111	101	104	98	106	109	99	93	
	Passives	Bookings	13	15	16	15	15	13	13	11	
		Billings	12	13	14	13	14	15	13	12	
	Emech/Other	Bookings	36	40	37	33	35	37	33	32	
		Billings	36	37	38	36	36	37	35	33	
	Totals	Bookings	169	166	175	152	162	144	136	120	
		Billings	159	151	156	147	156	161	147	137	
	Country	Category	Activity	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
	Germany	Semis	Bookings	684	724	679	714	605	599	528	468
Billings			585	642	620	652	623	668	623	566	
Passives		Bookings	134	111	115	128	99	103	83	79	
		Billings	119	94	95	100	93	132	112	103	
Emech/Other		Bookings	159	178	167	165	153	159	136	127	
		Billings	141	152	144	143	127	161	144	138	
Totals		Bookings	976	1012	961	1006	857	861	747	674	
		Billings	845	889	858	895	844	962	879	808	
Country		Category	Activity	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
Switzerland		Semis	Bookings	62	58	65	72	66	61	52	44
	Billings		56	59	57	64	62	69	60	54	
	Passives	Bookings	7	7	10	9	8	8	6	7	
		Billings	7	7	7	7	8	9	7	7	
	Emech/Other	Bookings	10	12	10	11	10	10	10	9	
		Billings	9	10	10	9	9	10	10	9	
	Totals	Bookings	79	77	85	92	84	79	69	59	
		Billings	72	76	75	80	80	89	78	71	
	Country	Category	Activity	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19
	Austria	Semis	Bookings	52	56	58	59	53	45	41	40
Billings			48	54	51	51	53	54	48	47	
Passives		Bookings	13	17	18	16	15	12	18	11	
		Billings	12	13	13	13	13	16	14	14	
Emech/Other		Bookings	15	13	14	14	13	10	9	11	
		Billings	12	13	13	13	13	14	12	12	
Totals		Bookings	80	86	90	88	81	67	69	63	
		Billings	71	79	77	77	78	84	74	73	