

# Q4-2017

## 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.

## Contents

Page	Graphic no.	Content
4	T1	<b>Total electronic component Booking, billing &amp; Book:bill ratio</b> ( Total distribution electronic component booking, billing and book:bill ratio for Germany, France, Italy, UK, Sweden, Denmark, Finland, Switzerland and Austria)
4	T2	<b>Total electronic component bookings trend</b> ( Distribution orders for electronic components by country comparing current quarter with both prior quarter and same quarter prior year and YTD)
5	T3	<b>Total electronic component billings trend</b> ( Distribution sales of electronic components by country comparing current quarter with both prior quarter and same quarter prior year and YTD)
5	T4	<b>Total electronic component year-to-date billings trend</b> (Cumulative sales of electronic components via distribution by country for current year-to-date compared with the same period prior year)
6	T5	<b>Total electronic component year-to-date booking trend</b> (Cumulative orders for electronic components via distribution by country for current year-to-date compared with the same period prior year)
6	T6	<b>Total electronic component tendential index by country</b> ( Trend showing growth/decline % in quarterly sales of all electronic components by country compared with the same quarter prior year)
7	S1	<b>Semiconductor Booking, billing &amp; Book:bill ratio</b> ( Semiconductor booking, billing and book:bill ratio for Germany, France, Italy, UK, Sweden, Denmark, Finland, Switzerland and Austria)
7	S2	<b>Semiconductor bookings trend</b> ( Distribution orders for semiconductors by country comparing current quarter with both prior quarter and same quarter prior year and YTD)
8	S3	<b>Semiconductor billings trend</b> ( Distribution sales of semiconductors by country comparing current quarter with both prior quarter and same quarter prior year and YTD)
8	S4	<b>Semiconductor year-to-date billings trend</b> (Cumulative sales of semiconductors via distribution by country for current year-to-date compared with the same period prior year)
9	S5	<b>Semiconductor year-to-date booking trend</b> (Cumulative orders for semiconductors via distribution by country for current year-to-date compared with the same period prior year)
9	S6	<b>Semiconductor tendential index by country</b> ( Trend showing growth/decline % in quarterly sales of semiconductors by country compared with the same quarter prior year)
10	P1	<b>Passive component Booking, billing &amp; Book:bill ratio</b> ( Passives component booking, billing and book:bill ratio for Germany, France, Italy, UK, Sweden, Denmark, Finland, Switzerland and Austria)
10	P2	<b>Passive component bookings trend</b> ( Distribution orders for passive components by country comparing current quarter with both prior quarter and same quarter prior year and YTD)

11	P3	<b>Passive component billings trend</b> ( Distribution sales of passive components by country comparing current quarter with both prior quarter and same quarter prior year and YTD)
11	P4	<b>Passive component year-to-date billings trend</b> (Cumulative sales of passive components via distribution by country for current year-to-date compared with the same period prior year)
12	P5	<b>Passive component year-to-date booking trend</b> (Cumulative orders for passive components via distribution by country for current year-to-date compared with the same period prior year)
12	P6	<b>Passive component tendential index by country</b> ( Trend showing growth/decline % in quarterly sales of passive components by country compared with the same quarter prior year)
13	E1	<b>Electromechanical component Booking, billing &amp; Book:bill ratio</b> ( Electromechanical component booking, billing and book:bill ratio for Germany, France, Italy, UK, Sweden, Denmark, Finland, Switzerland and Austria)
13	E2	<b>Electromechanical component bookings trend</b> ( Distribution orders for electromechanical components by country comparing current quarter with both prior quarter and same quarter prior year and YTD)
14	E3	<b>Electromechanical component billings trend</b> ( Distribution sales of electromechanical components by country comparing current quarter with both prior quarter and same quarter prior year and YTD)
14	E4	<b>Electromechanical component year-to-date billings trend</b> (Cumulative sales of electromechanical components via distribution by country for current year-to-date compared with the same period prior year)
15	E5	<b>Electromechanical component year-to-date booking trend</b> (Cumulative orders for electromechanical components via distribution by country for current year-to-date compared with the same period prior year)
15	E6	<b>Electromechanical component tendential index by country</b> (Trend showing growth/decline % in quarterly sales of electromechanical components by country compared with the same quarter prior year)
16		<b>Data input by Country and Component</b> The Data supplied by contributing Associations used to produce this Graphics Package.

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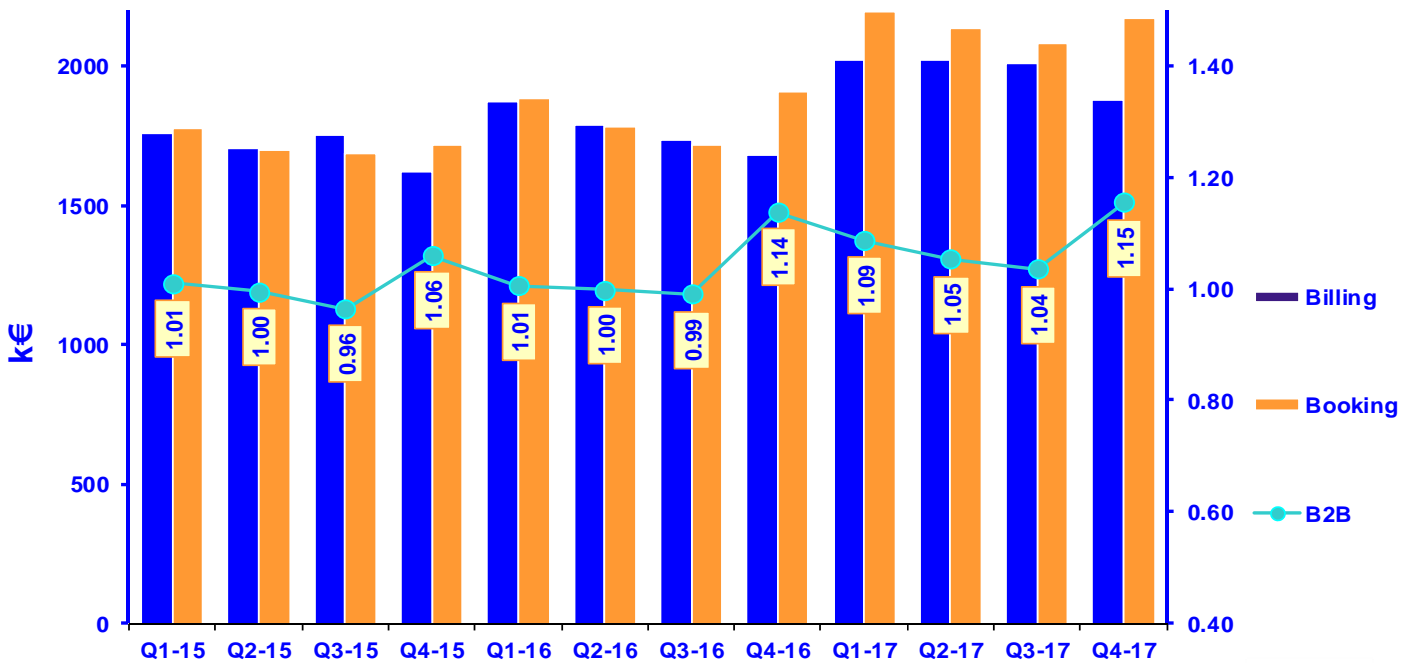
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<http://www.ideaelectronics.com/>

4TH 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



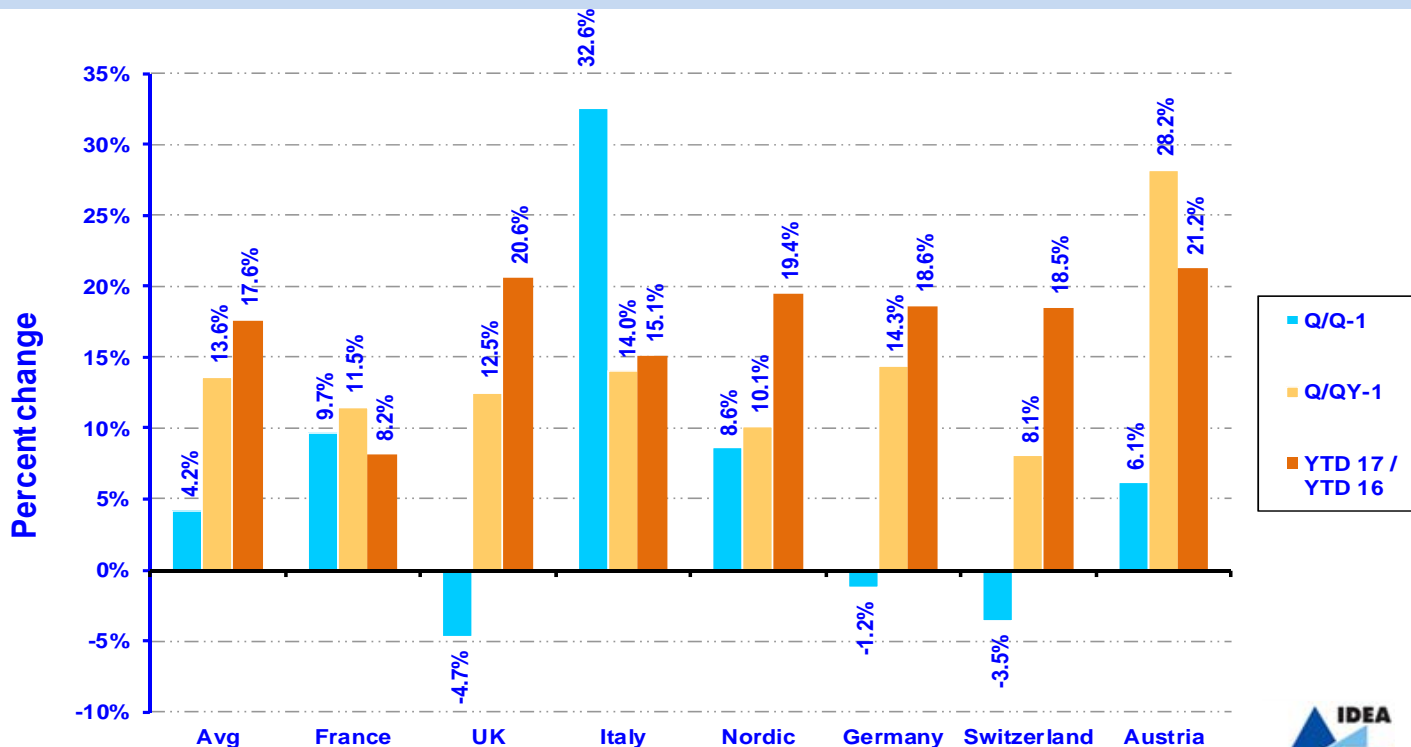
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4TH QTR. 2017 **TOTAL COMPONENTS Booking Trend**

Graphic T2

Distribution orders for Electronic components by country comparing current qtr with prior quarter (Q/Q1) and same quarter prior year (Q/QY-1) and YTD 17/16



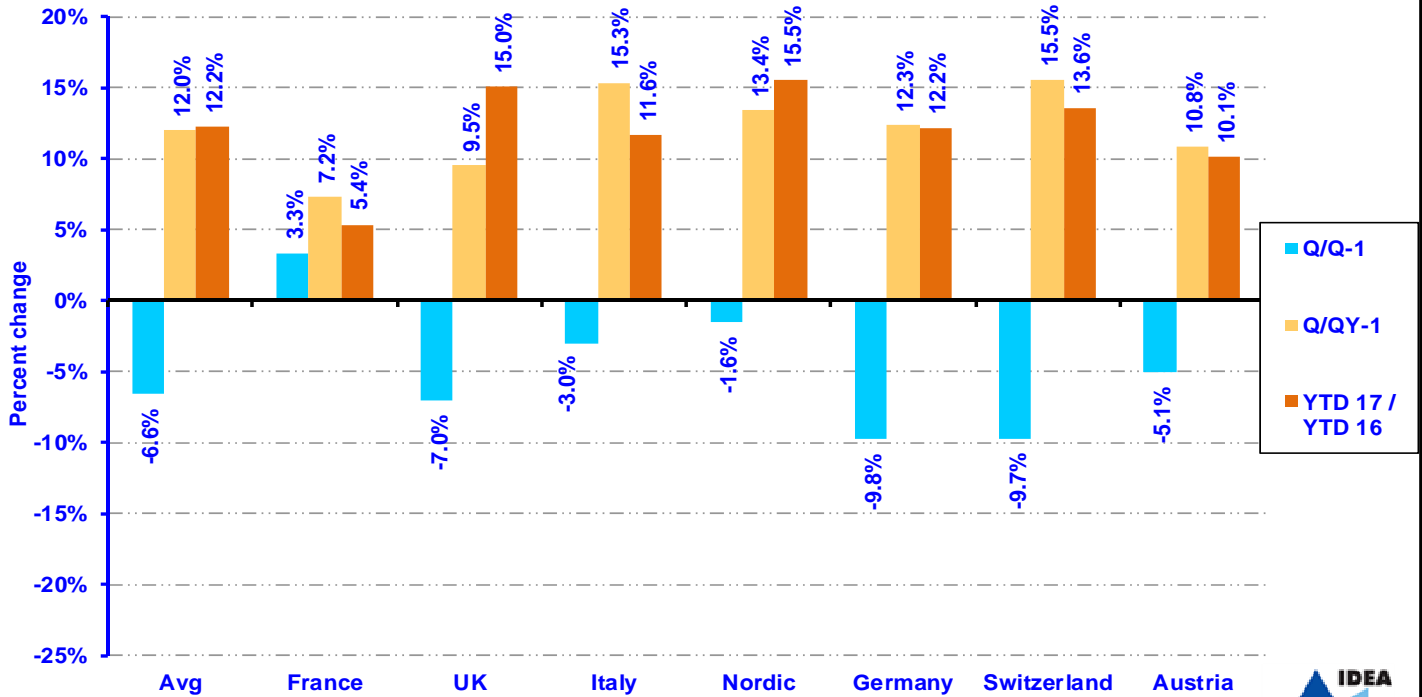
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### 4TH QTR. 2017 TOTAL COMPONENTS Billing Trend

Graphic T3

Distribution sales for Electronic components by country comparing current qtr with prior quarter (Q/Q1) and same quarter prior year (Q/QY-1) and YTD 17/16



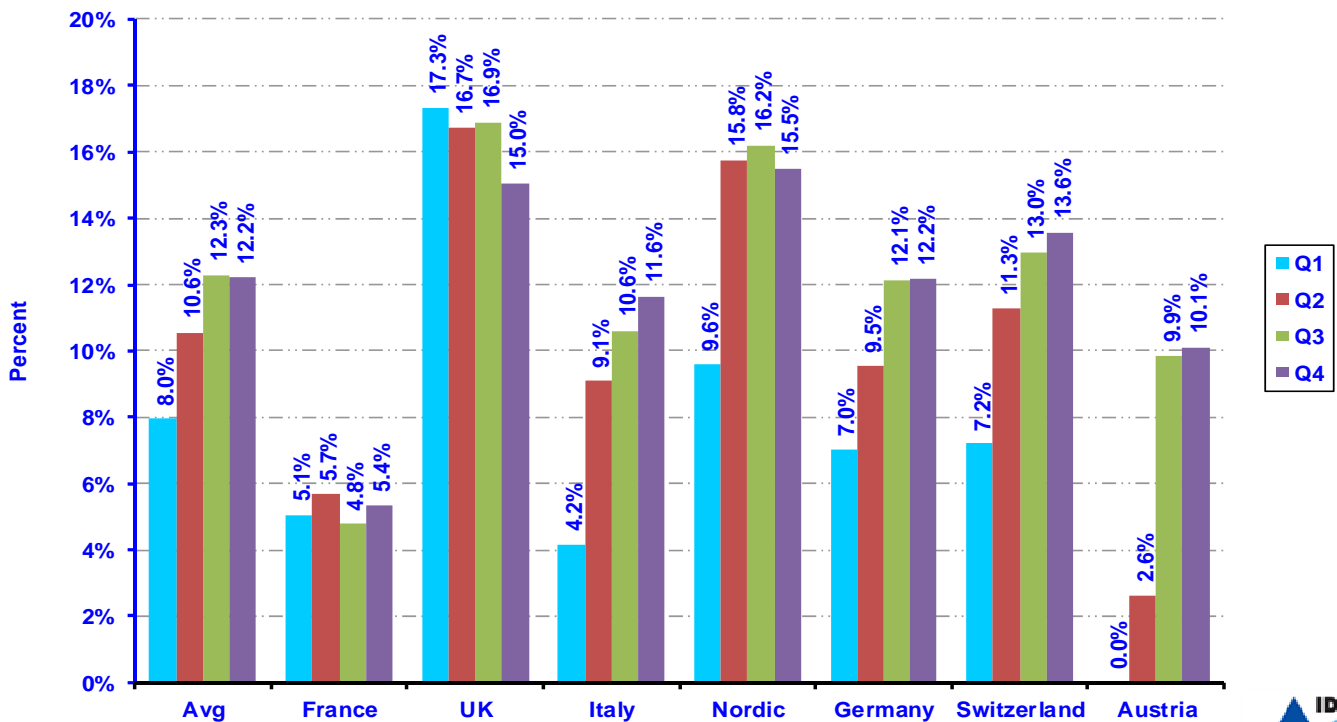
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### 4TH QTR. 2017 TOTAL COMPONENTS YTD Billings Trend

Graphic T4

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



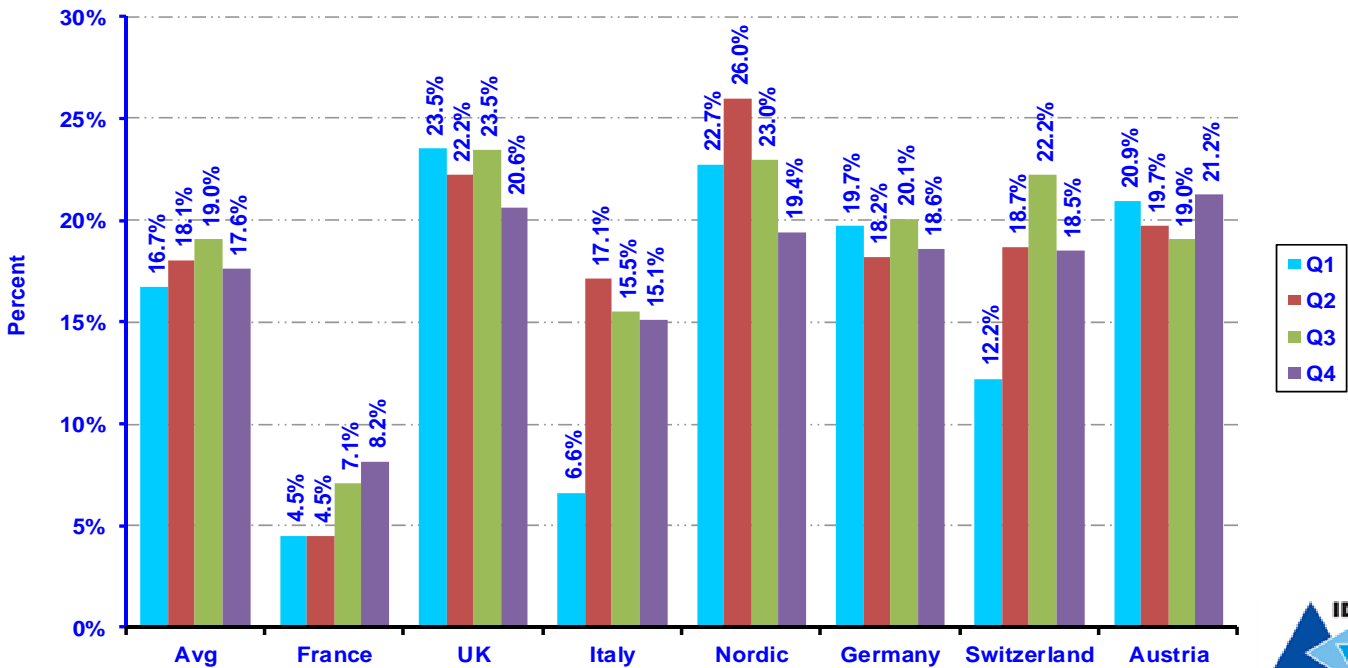
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4TH QTR. 2017 **TOTAL COMPONENTS YTD Bookings Trend**

Graphic T5

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

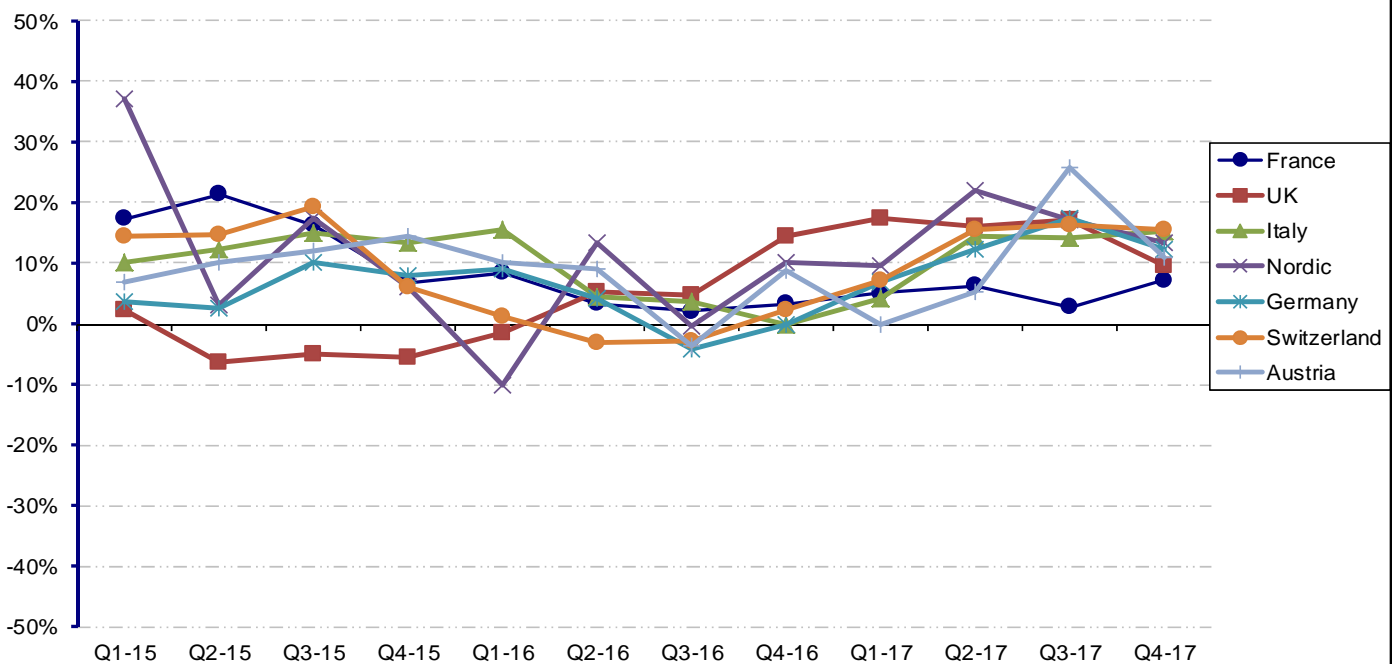


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4TH QTR. 2017 **TOTAL COMPONENTS TENDENTIAL INDEX BY COUNTRY(Q,QY-1)** Graphic T6

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

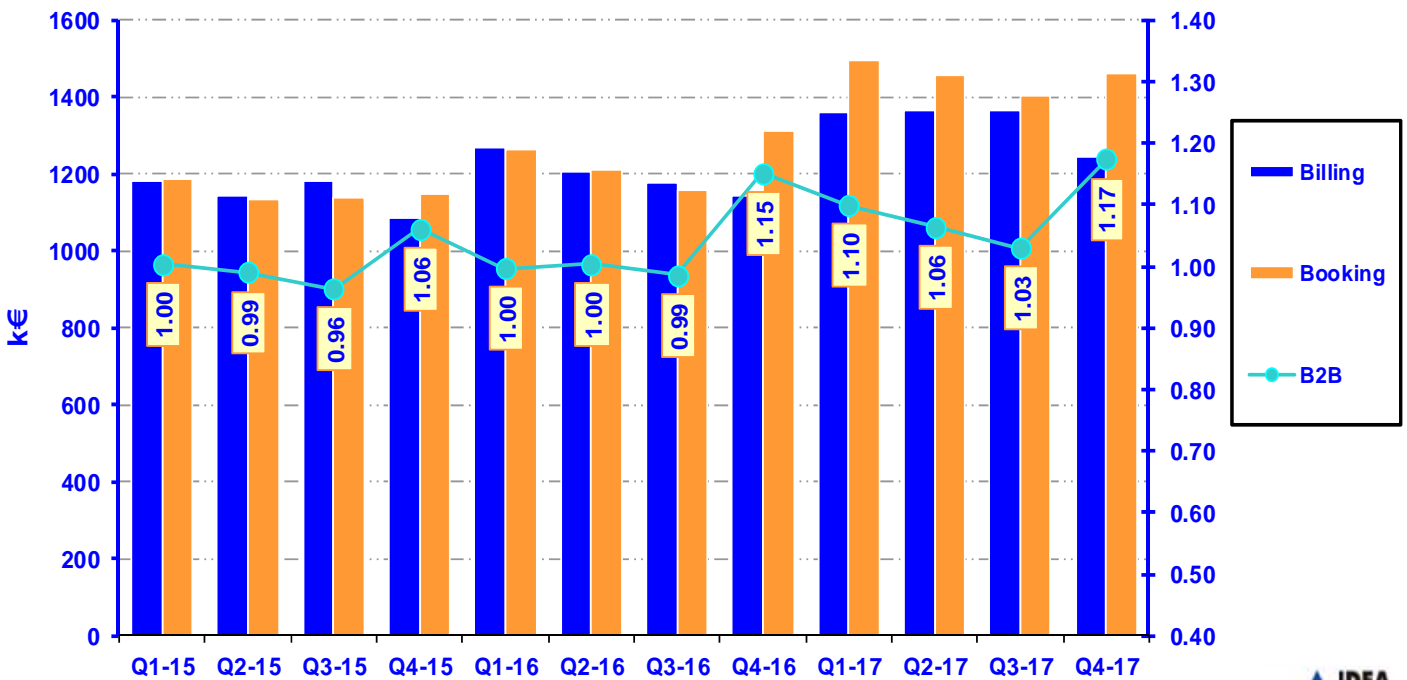


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## 4TH QTR. 2017 SEMICONDUCTOR bookings, billings & book:bill ratio Graphic S1

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

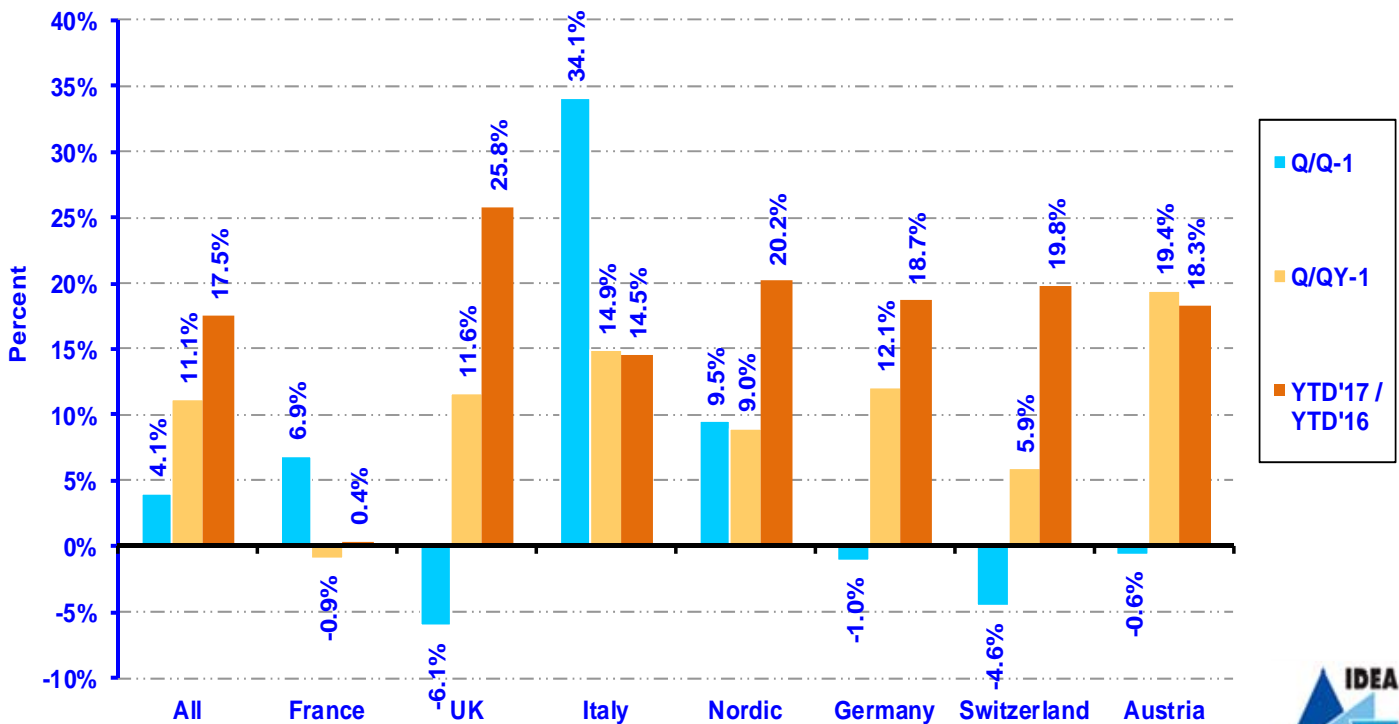


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## 4TH QTR 2017 SEMICONDUCTOR Booking Trend Graphic S2

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



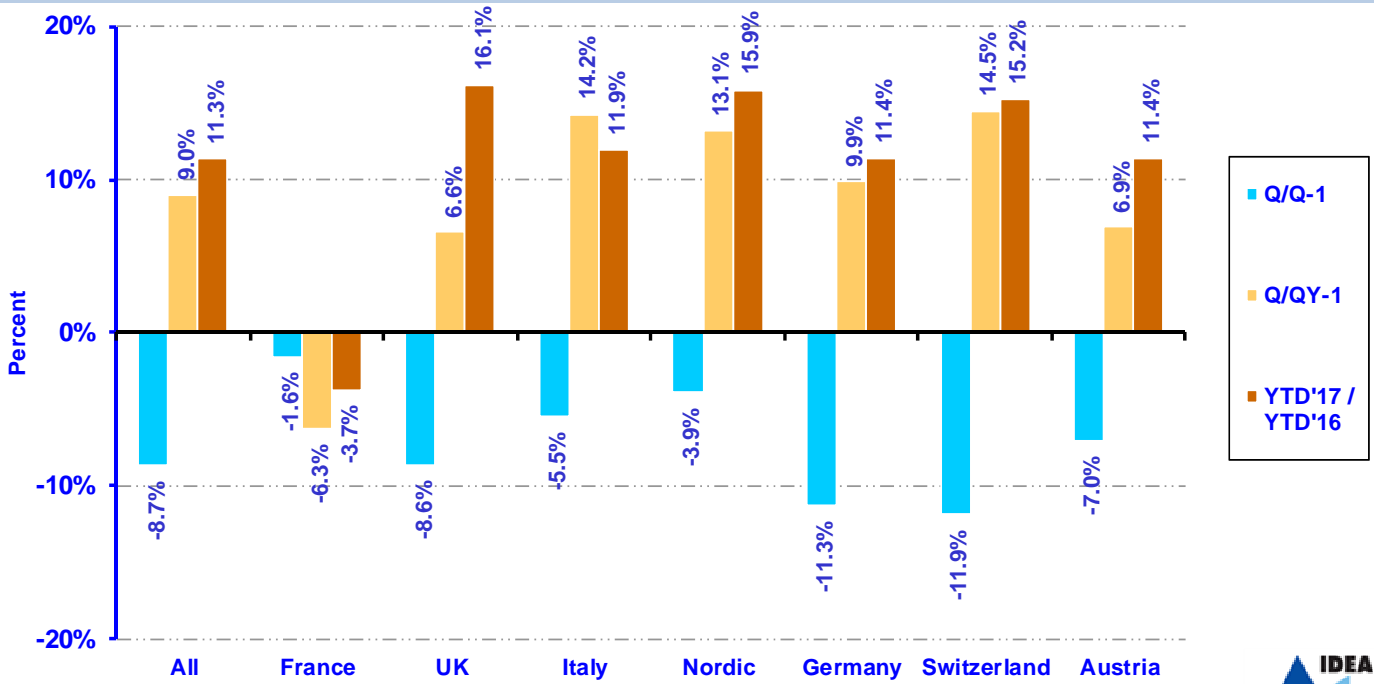
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4TH QTR 2017 SEMICONDUCTOR Billing Trend

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 / YTD'16



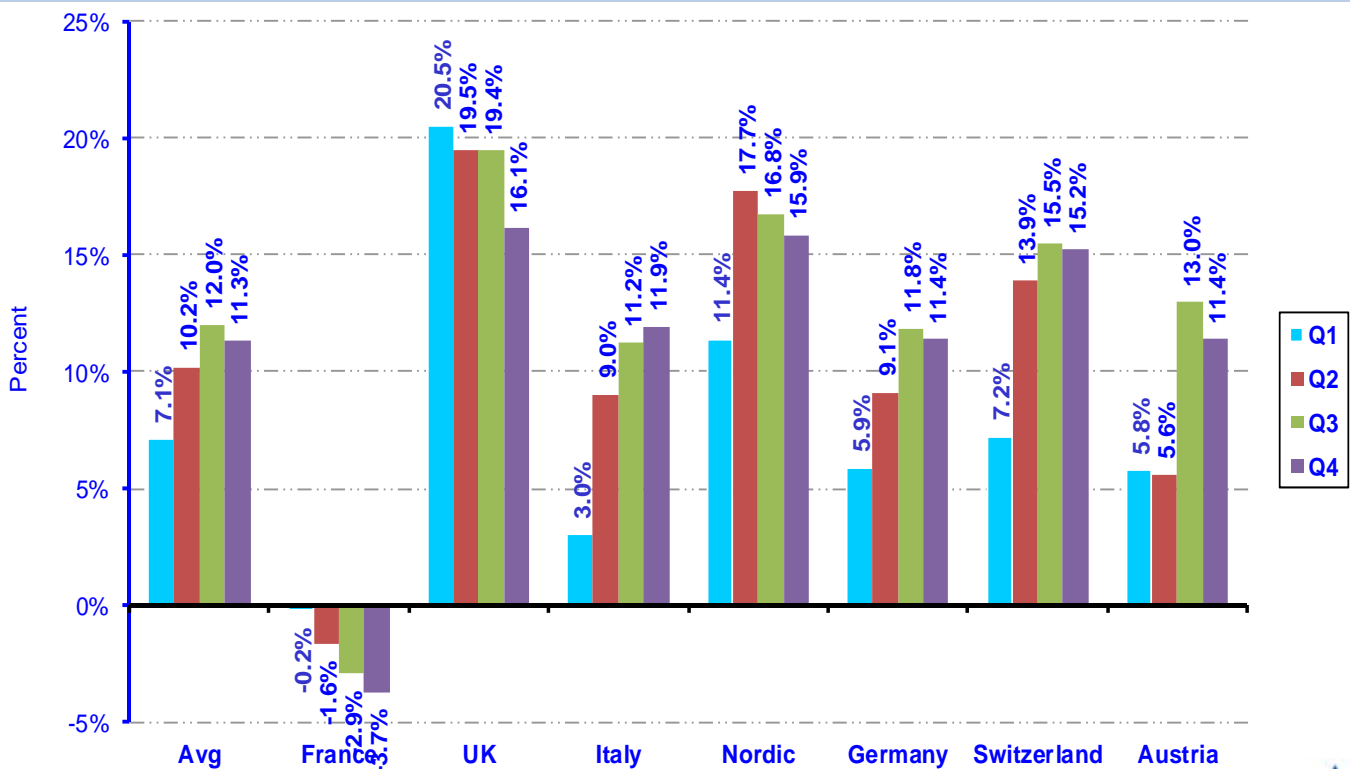
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4TH QTR. 2017 SEMICONDUCTOR YTD BILLING TREND

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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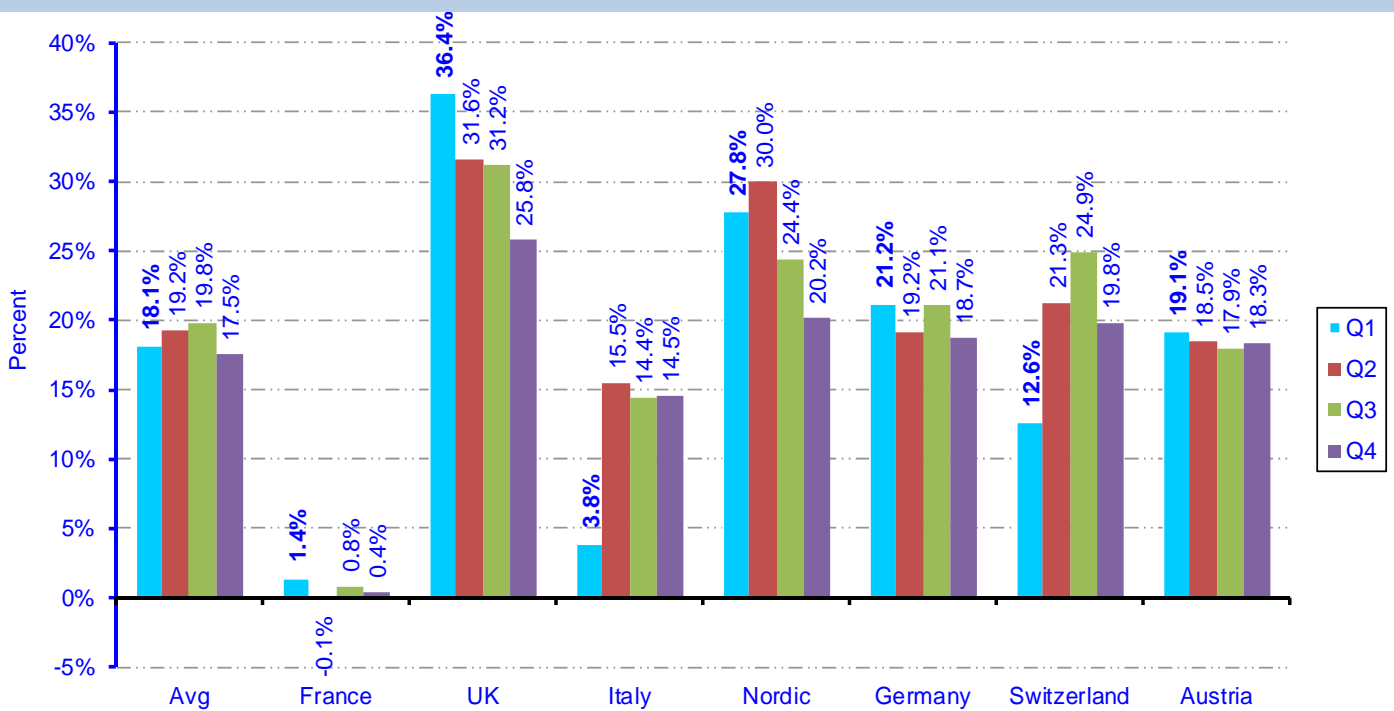




### 4TH QTR. 2017 SEMICONDUCTOR YTD BOOKING TREND

Graphic S5

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



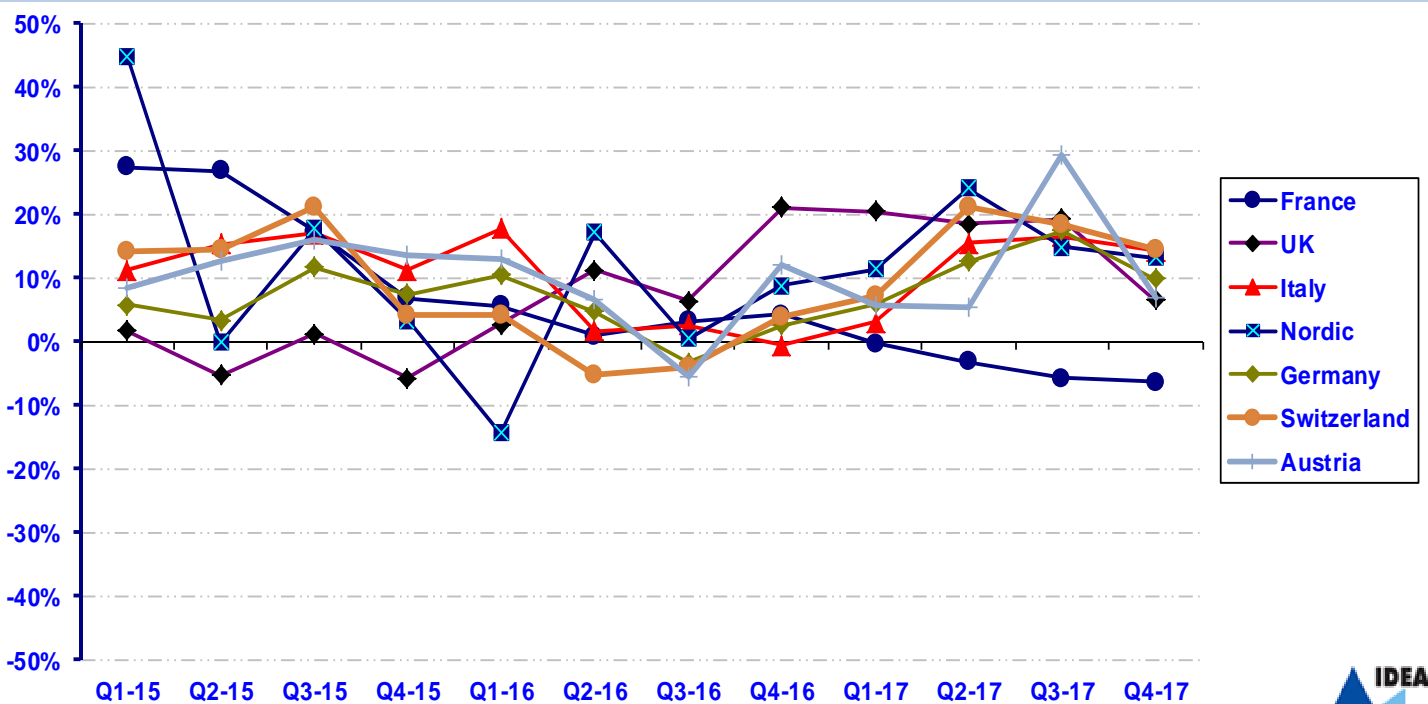
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### 4TH QTR. 2017 SEMICONDUCTOR TENDENTIAL INDEX ( Q/Qy-1)

Graphic S6

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



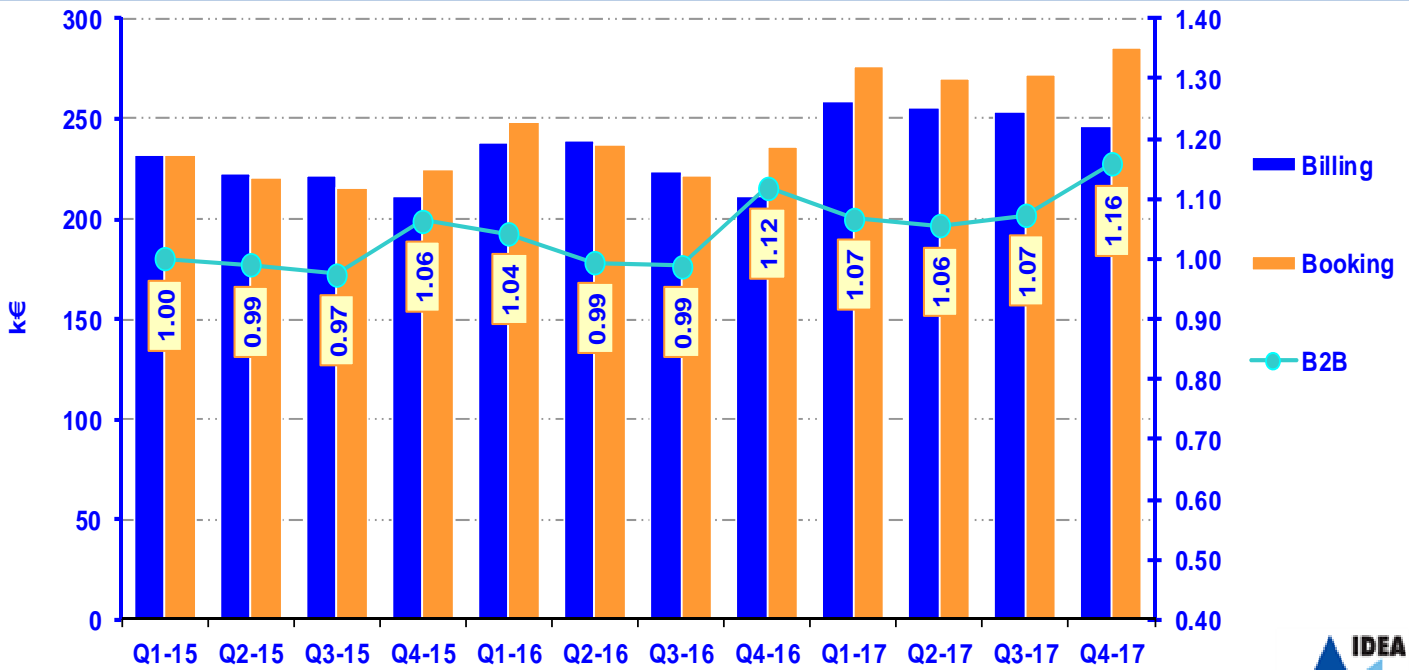
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### 4TH QTR. 2017 **PASSIVES** booking, billing & book:bill ratio

Graphic P1

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



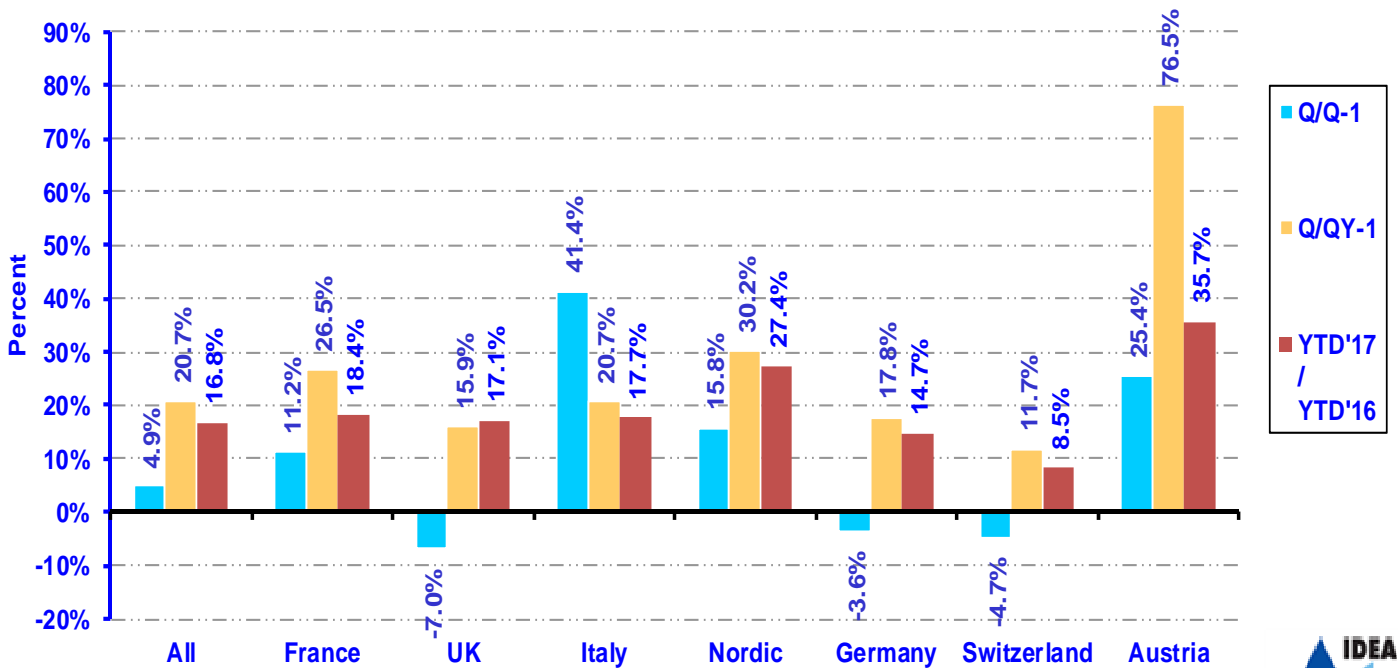
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### 4TH QTR. 2017 **PASSIVE COMPONENTS** Booking Trend

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)



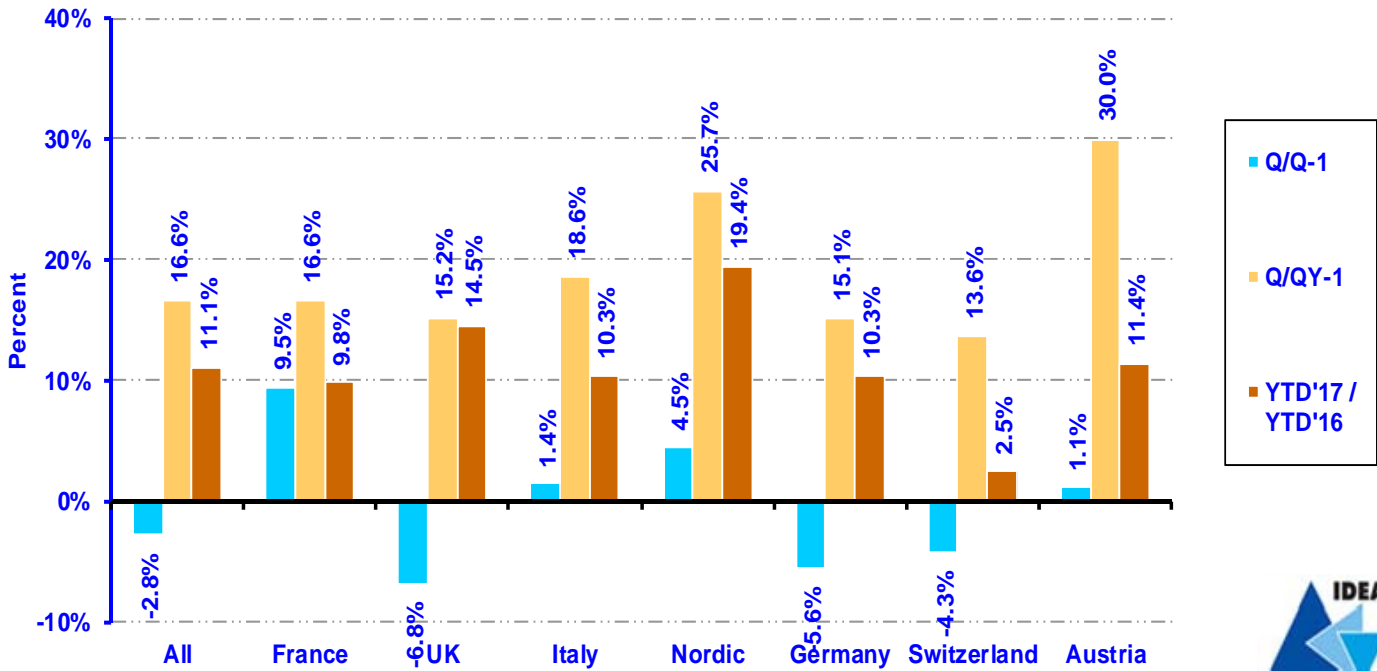
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4TH QTR. 2017 **PASSIVE COMPONENTS** Billings Trend

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)



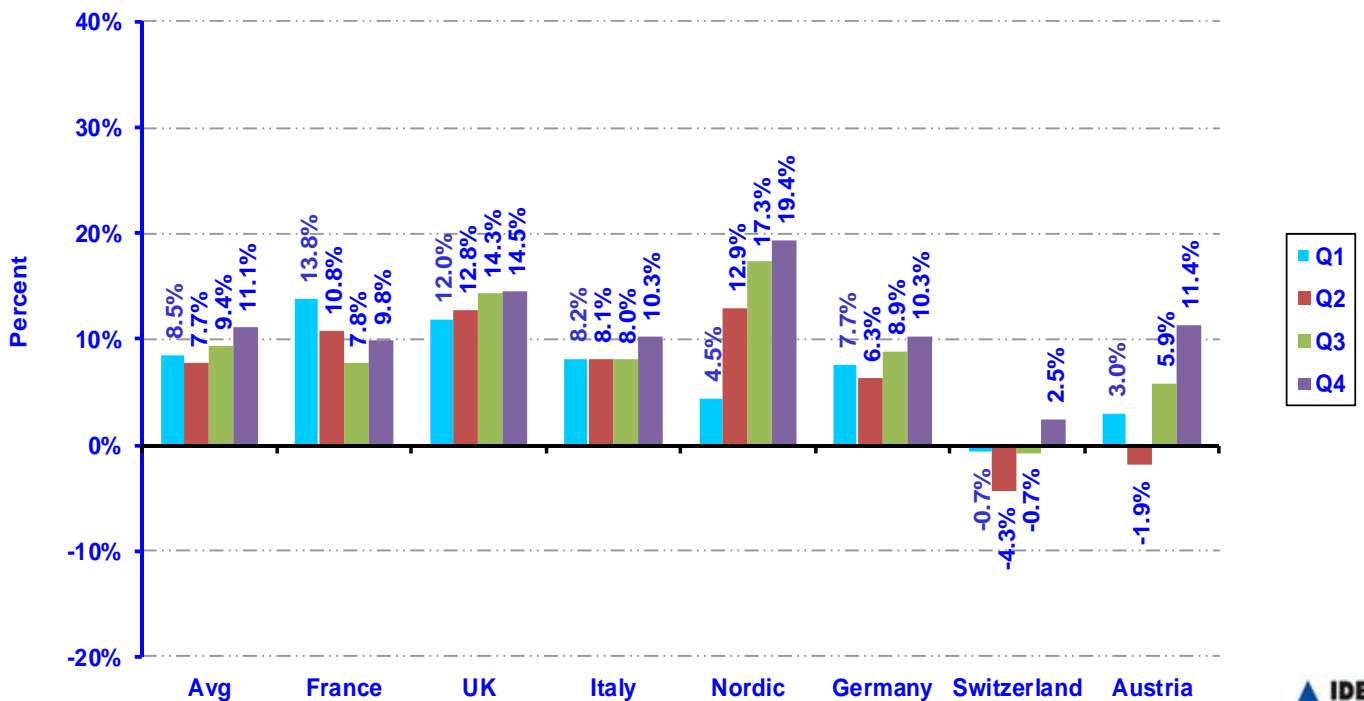
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4TH QTR. 2017 **PASSIVES YTD Billings Trend**

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



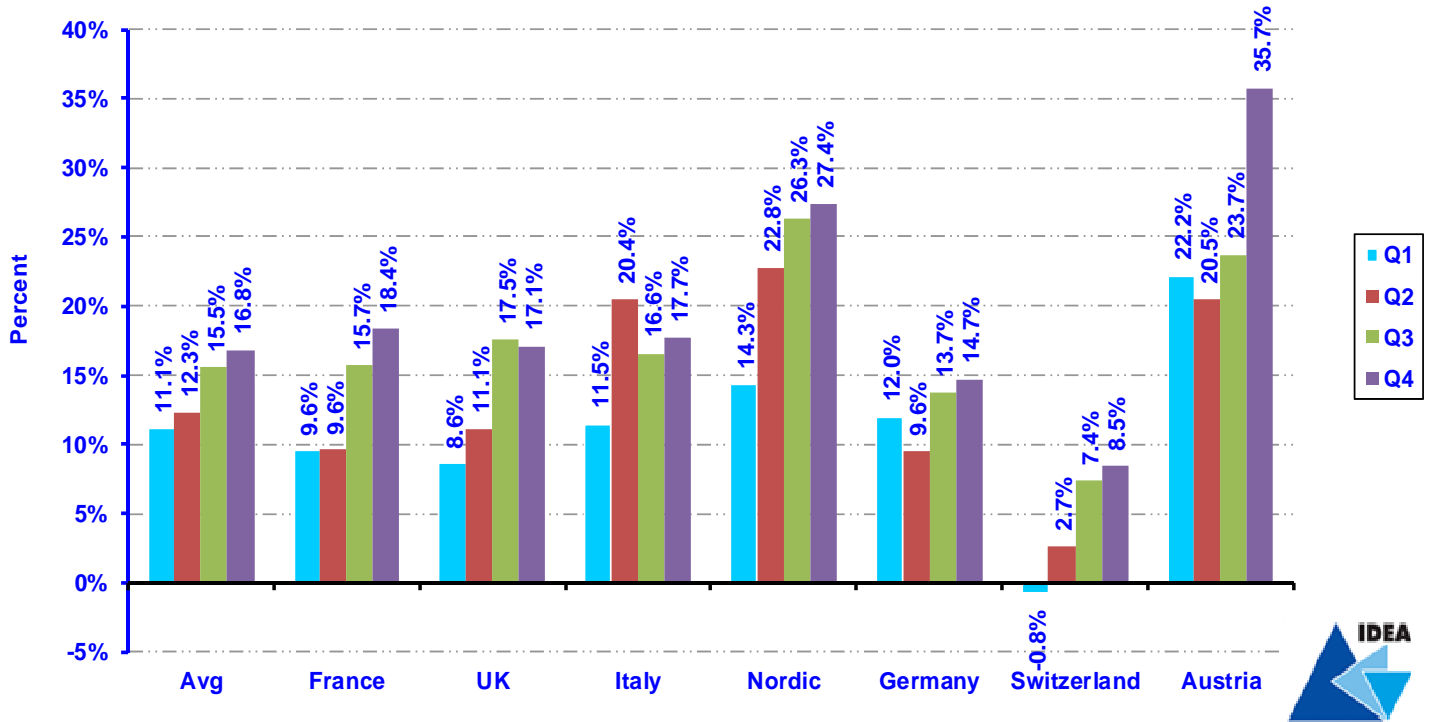
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### 4TH QTR. 2017 **PASSIVES YTD Bookings Trend**

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



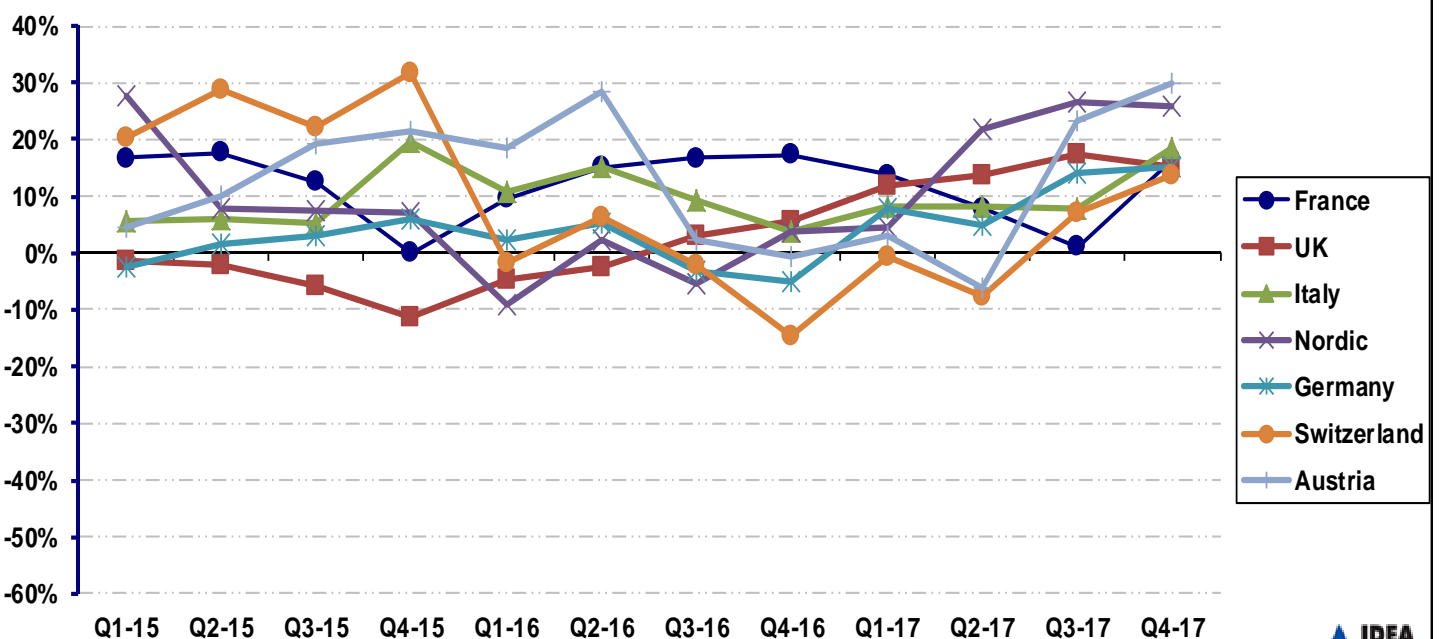
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### 4TH QTR. 2017 **PASSIVES TENDENTIAL INDEX BY COUNTRY (Q/Qy-1)**

Graphic P6

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



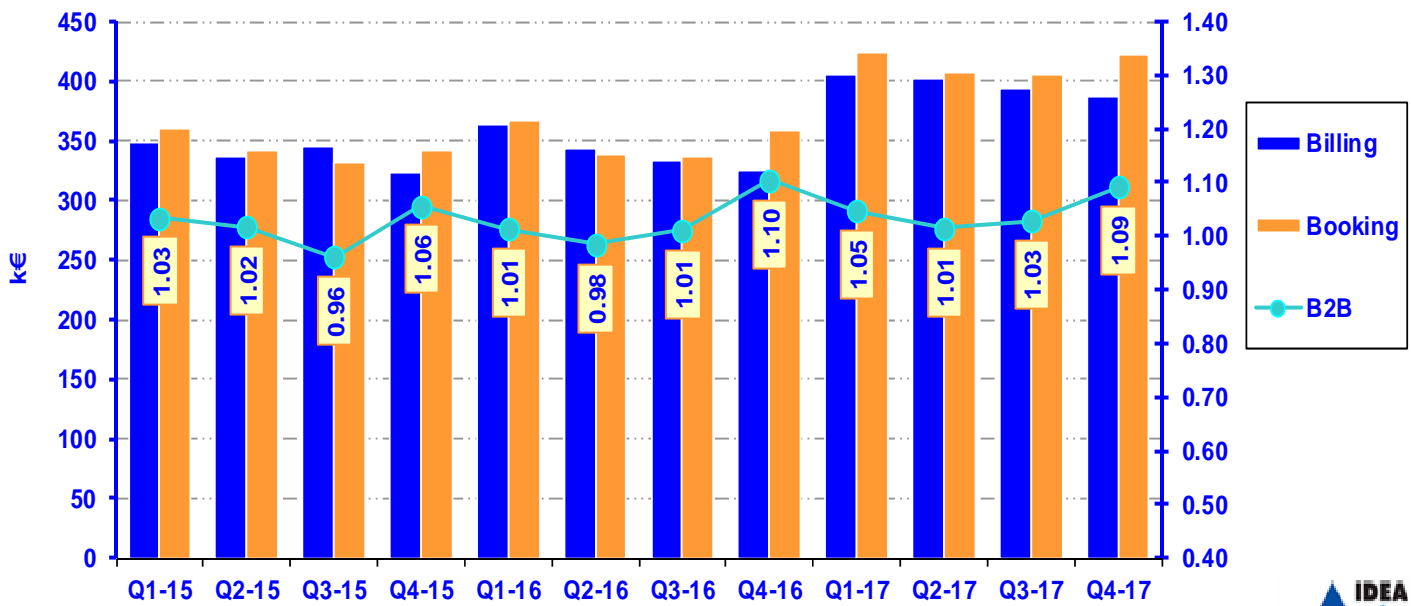
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### 4TH QTR. 2017 EMECH COMPONENTS booking, billing & book:bill ratio

Graphic E1

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



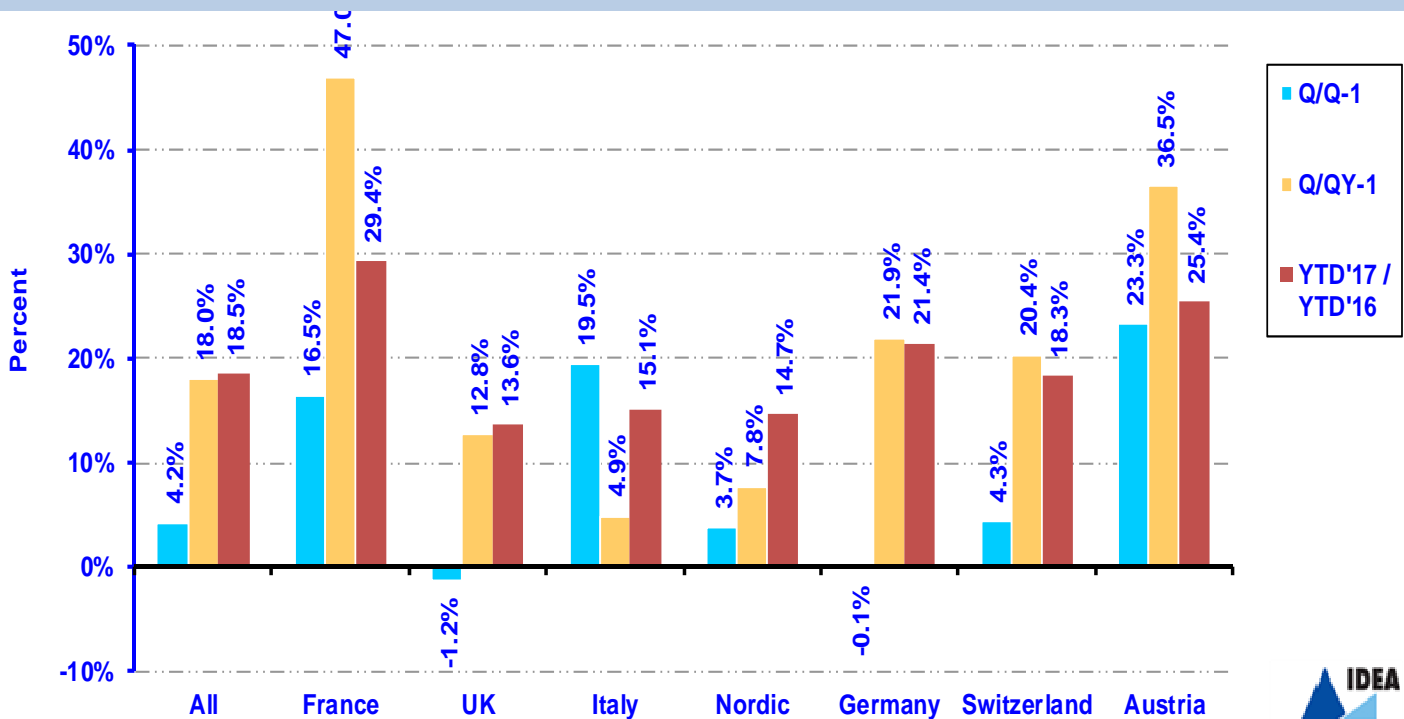
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### 4TH QTR. 2017 EMECH COMPONENTS Booking Trend

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)



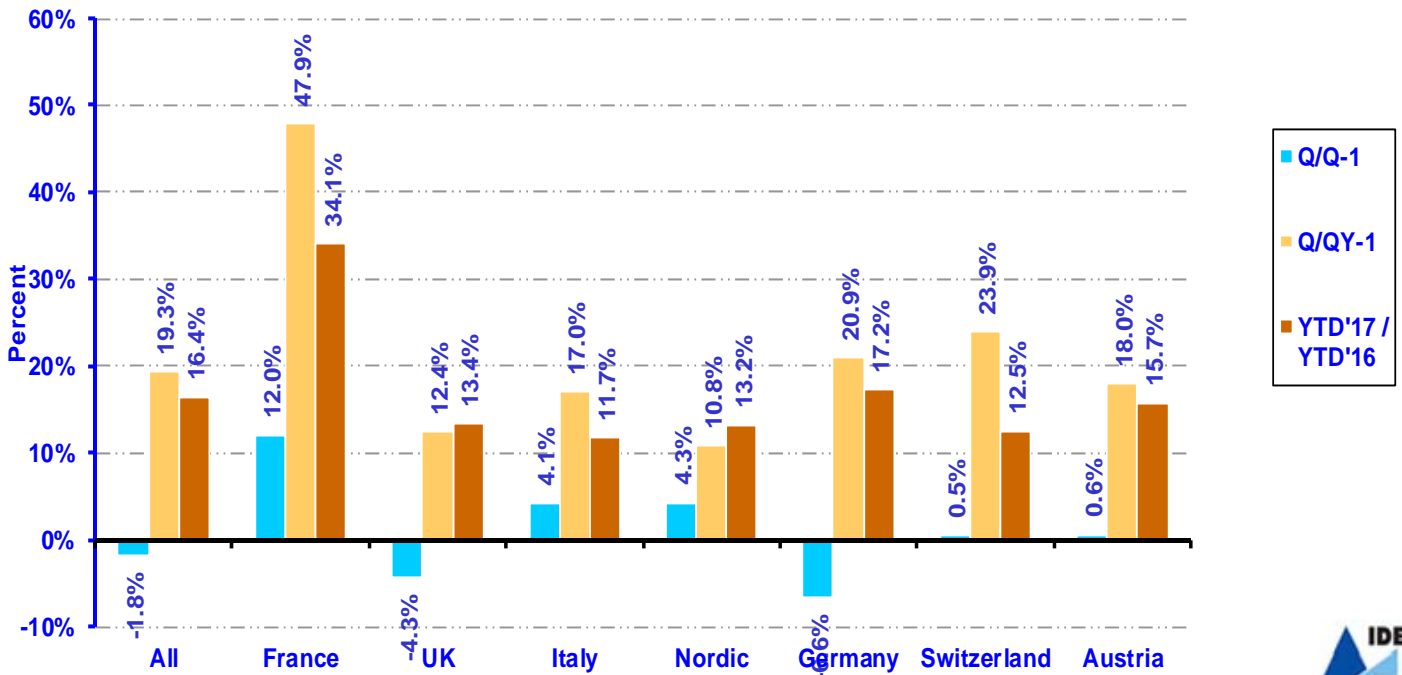
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4TH QTR. 2017 EMECH COMPONENTS Billings Trend

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



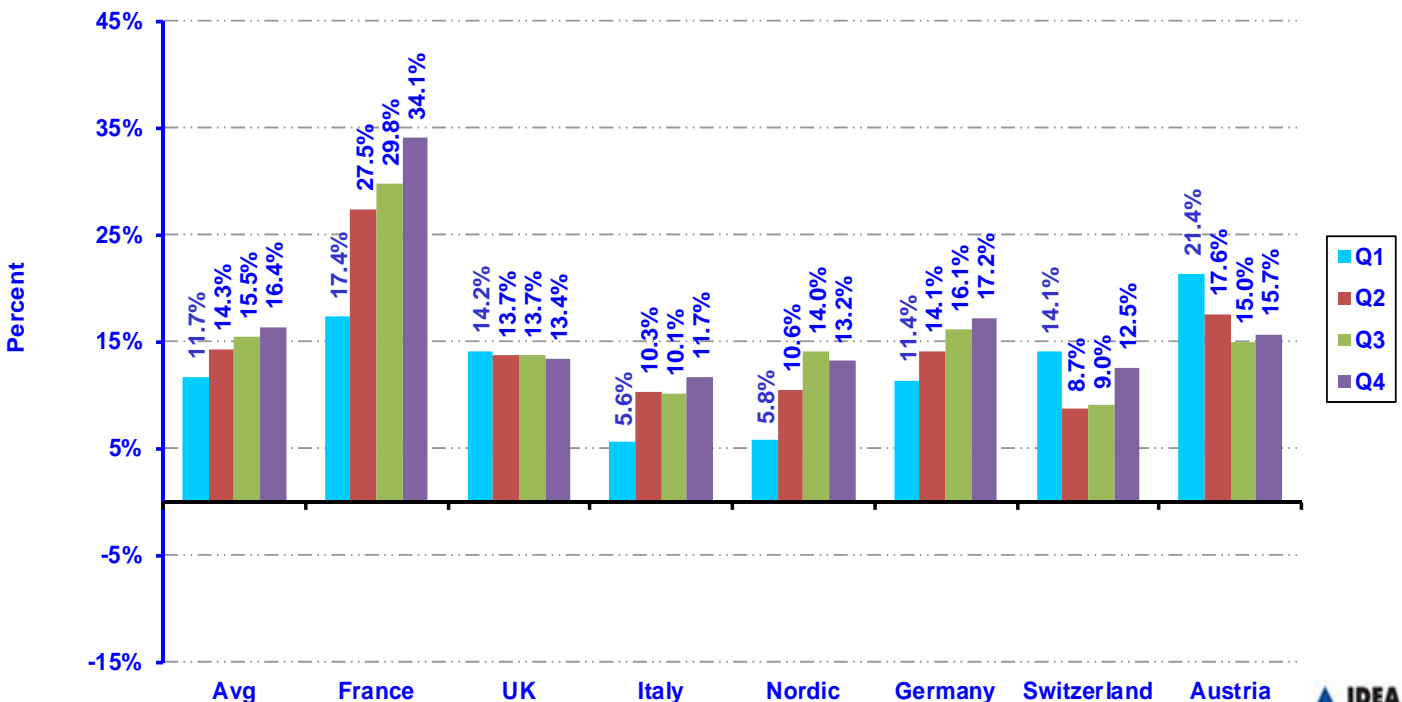
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4TH QTR. 2017 EMECH COMPONENTS YTD Billings Trend

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



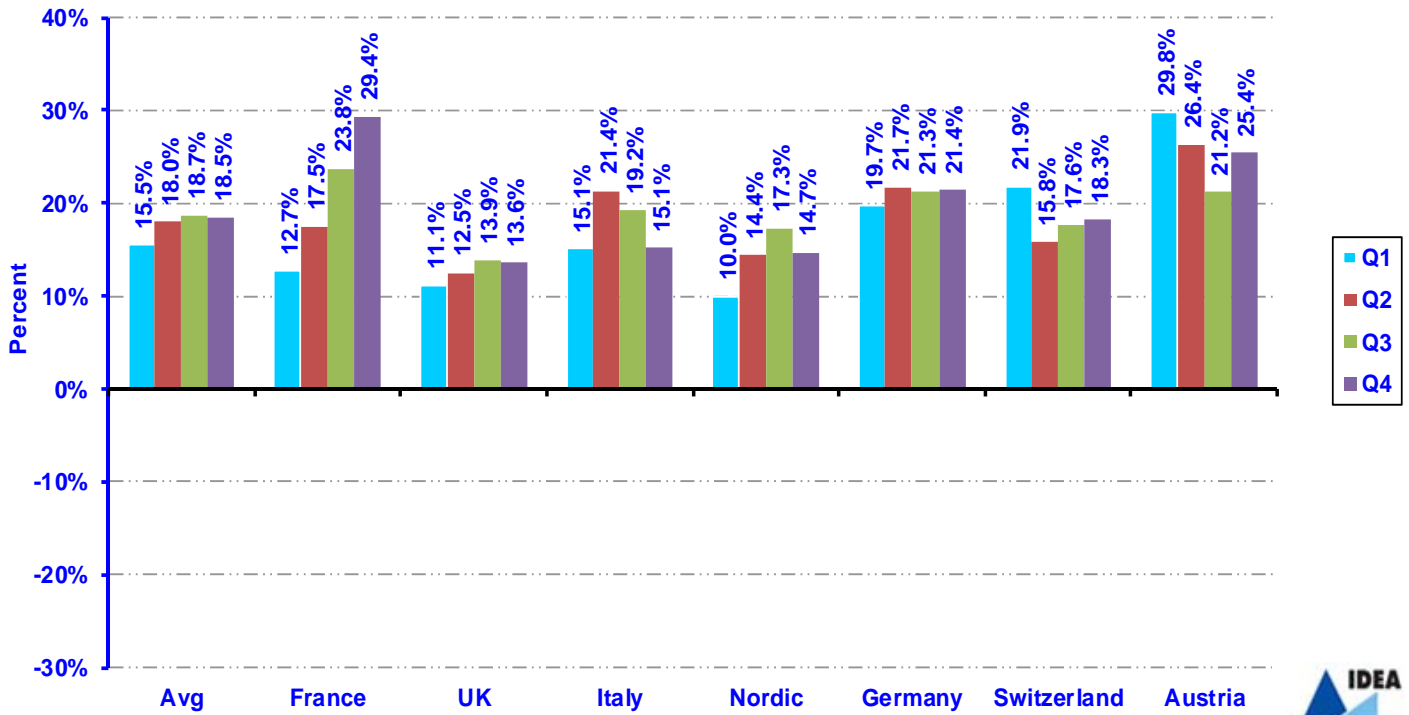
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4TH QTR. 2017 EMECH COMPONENTS YTD Bookings Trend

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



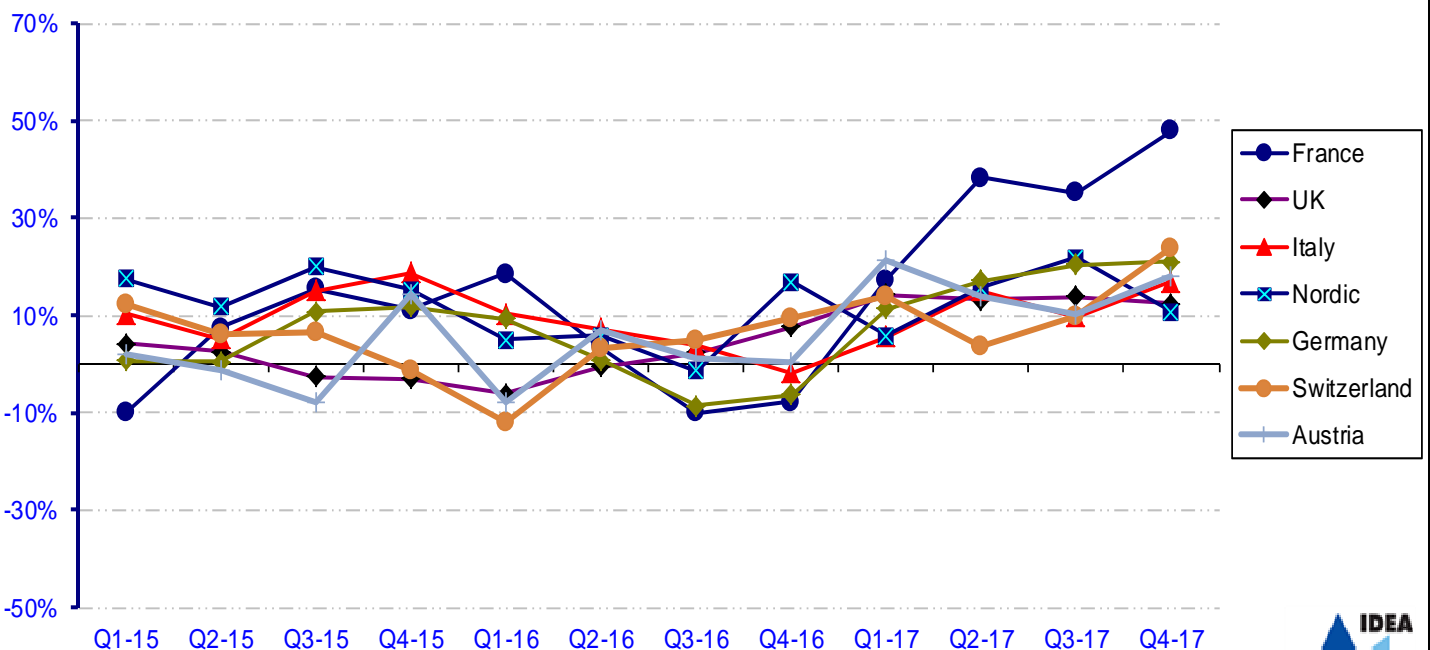
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4TH QTR. 2017 EMECH TENDENTIAL INDEX BY COUNTRY (Q/Qy-1)

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	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	
All	Semis	Bookings	1,265	1,209	1,159	1,314	1,494	1,455	1,404	1,461	
		Billings	1,269	1,205	1,176	1,142	1,359	1,367	1,363	1,245	
	Passives	Bookings	248	238	222	236	276	270	272	285	
		Billings	238	239	224	211	259	255	253	246	
	Emech/Other	Bookings	367	338	337	358	424	408	405	422	
		Billings	363	343	334	324	405	402	394	387	
	Totals	Bookings	1,881	1,784	1,718	1,908	2,195	2,132	2,081	2,168	
		Billings	1,870	1,787	1,734	1,677	2,023	2,024	2,010	1,878	
	<b>Country</b>	<b>Category</b>	<b>Activity</b>	<b>Q1-16</b>	<b>Q2-16</b>	<b>Q3-16</b>	<b>Q4-16</b>	<b>Q1-17</b>	<b>Q2-17</b>	<b>Q3-17</b>	<b>Q4-17</b>
	France	Semis	Bookings	118	110	95	106	120	108	98	105
Billings			113	105	98	97	113	102	92	91	
Passives		Bookings	25	22	19	22	27	24	25	28	
		Billings	23	23	21	20	26	25	21	23	
Emech/Other		Bookings	30	32	25	28	34	39	35	41	
		Billings	32	30	27	28	38	41	37	41	
Totals		Bookings	173	164	139	155	181	171	158	173	
		Billings	168	158	146	145	177	168	150	155	
<b>Country</b>		<b>Category</b>	<b>Activity</b>	<b>Q1-16</b>	<b>Q2-16</b>	<b>Q3-16</b>	<b>Q4-16</b>	<b>Q1-17</b>	<b>Q2-17</b>	<b>Q3-17</b>	<b>Q4-17</b>
UK		Semis	Bookings	146	152	157	172	198	193	204	192
	Billings		154	153	157	160	186	182	187	171	
	Passives	Bookings	38	37	34	36	42	42	44	41	
		Billings	36	35	36	34	40	40	42	39	
	Emech/Other	Bookings	105	97	96	98	117	111	112	110	
		Billings	96	95	97	94	110	108	110	105	
	Totals	Bookings	289	285	286	305	357	345	361	344	
		Billings	286	284	289	288	336	329	339	315	
	<b>Country</b>	<b>Category</b>	<b>Activity</b>	<b>Q1-16</b>	<b>Q2-16</b>	<b>Q3-16</b>	<b>Q4-16</b>	<b>Q1-17</b>	<b>Q2-17</b>	<b>Q3-17</b>	<b>Q4-17</b>
	Italy	Semis	Bookings	219	179	165	215	227	232	184	247
Billings			207	191	167	161	213	221	195	184	
Passives		Bookings	44	38	34	42	49	50	36	51	
		Billings	42	41	35	32	45	45	38	38	
Emech/Other		Bookings	48	41	39	51	55	53	44	53	
		Billings	45	44	38	37	48	51	42	44	
Totals		Bookings	311	258	237	308	331	335	265	351	
		Billings	294	277	240	231	306	316	274	266	
<b>Country</b>		<b>Category</b>	<b>Activity</b>	<b>Q1-16</b>	<b>Q2-16</b>	<b>Q3-16</b>	<b>Q4-16</b>	<b>Q1-17</b>	<b>Q2-17</b>	<b>Q3-17</b>	<b>Q4-17</b>
Nordic		Semis	Bookings	95	99	97	110	122	131	110	120
	Billings		98	96	101	98	109	120	116	111	
	Passives	Bookings	10	9	8	10	11	12	11	13	
		Billings	10	9	9	9	10	11	11	12	
	Emech/Other	Bookings	31	30	28	34	35	36	35	36	
		Billings	33	31	29	33	35	36	35	36	
	Totals	Bookings	136	138	134	154	167	179	156	169	
		Billings	140	137	138	140	154	167	161	159	
	<b>Country</b>	<b>Category</b>	<b>Activity</b>	<b>Q1-16</b>	<b>Q2-16</b>	<b>Q3-16</b>	<b>Q4-16</b>	<b>Q1-17</b>	<b>Q2-17</b>	<b>Q3-17</b>	<b>Q4-17</b>
	Germany	Semis	Bookings	586	565	552	610	710	662	691	684
Billings			599	565	561	532	635	636	659	585	
Passives		Bookings	117	118	114	114	131	126	139	134	
		Billings	114	115	110	103	123	120	126	119	
Emech/Other		Bookings	137	121	132	130	164	150	159	159	
		Billings	141	126	126	117	157	148	152	141	
Totals		Bookings	840	804	798	854	1005	938	989	976	
		Billings	854	805	797	752	914	904	937	845	
<b>Country</b>		<b>Category</b>	<b>Activity</b>	<b>Q1-16</b>	<b>Q2-16</b>	<b>Q3-16</b>	<b>Q4-16</b>	<b>Q1-17</b>	<b>Q2-17</b>	<b>Q3-17</b>	<b>Q4-17</b>
Switzerland		Semis	Bookings	56	53	48	58	63	69	64	62
	Billings		53	49	53	49	57	60	63	56	
	Passives	Bookings	8	7	7	7	8	8	8	7	
		Billings	7	8	7	6	7	7	7	7	
	Emech/Other	Bookings	8	8	8	8	10	9	10	10	
		Billings	8	8	9	8	9	9	9	9	
	Totals	Bookings	72	69	63	73	81	86	82	79	
		Billings	68	66	69	62	73	76	80	72	
	<b>Country</b>	<b>Category</b>	<b>Activity</b>	<b>Q1-16</b>	<b>Q2-16</b>	<b>Q3-16</b>	<b>Q4-16</b>	<b>Q1-17</b>	<b>Q2-17</b>	<b>Q3-17</b>	<b>Q4-17</b>
	Austria	Semis	Bookings	45	51	44	43	54	60	52	52
Billings			44	45	40	45	47	47	52	48	
Passives		Bookings	7	7	7	6	9	8	9	11	
		Billings	7	8	6	6	7	7	8	8	
Emech/Other		Bookings	8	8	9	10	10	10	11	13	
		Billings	8	9	9	8	10	10	9	9	
Totals		Bookings	60	66	60	59	73	78	71	76	
		Billings	59	61	55	59	59	64	69	65	