



# Q4-2018 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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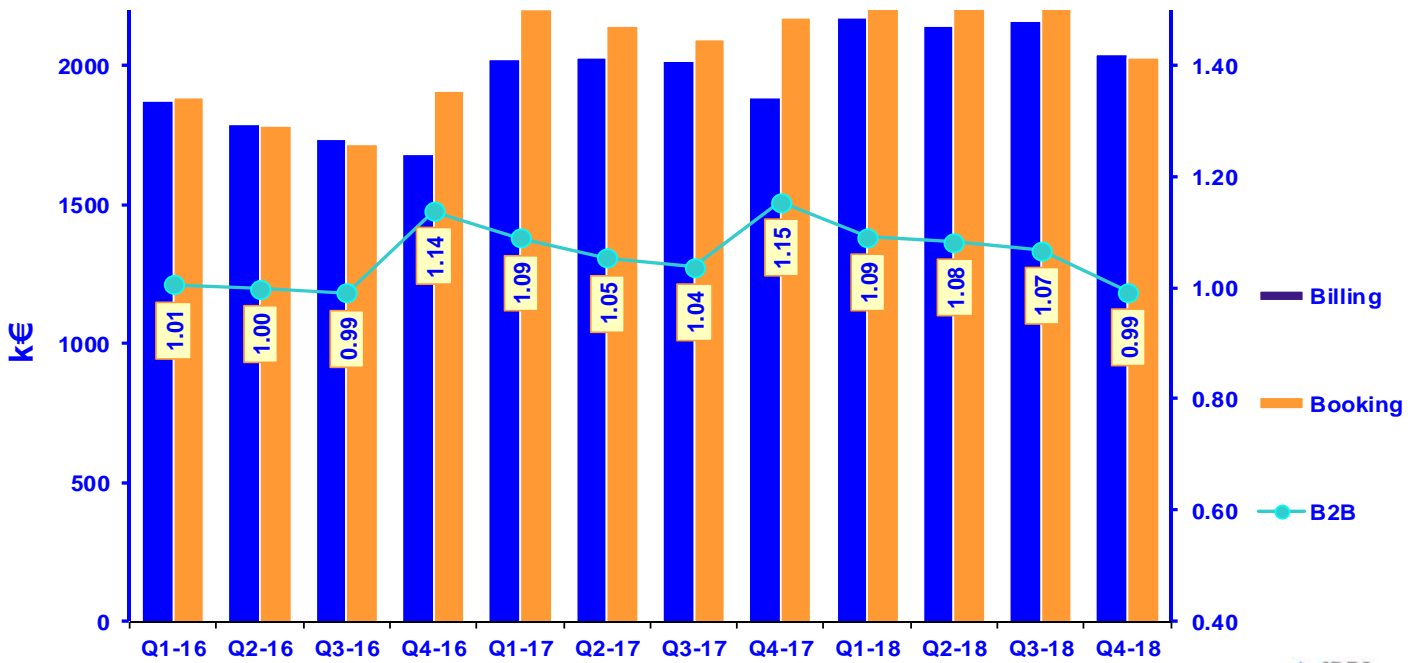
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<http://www.ideaelectronics.com/>

4TH 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



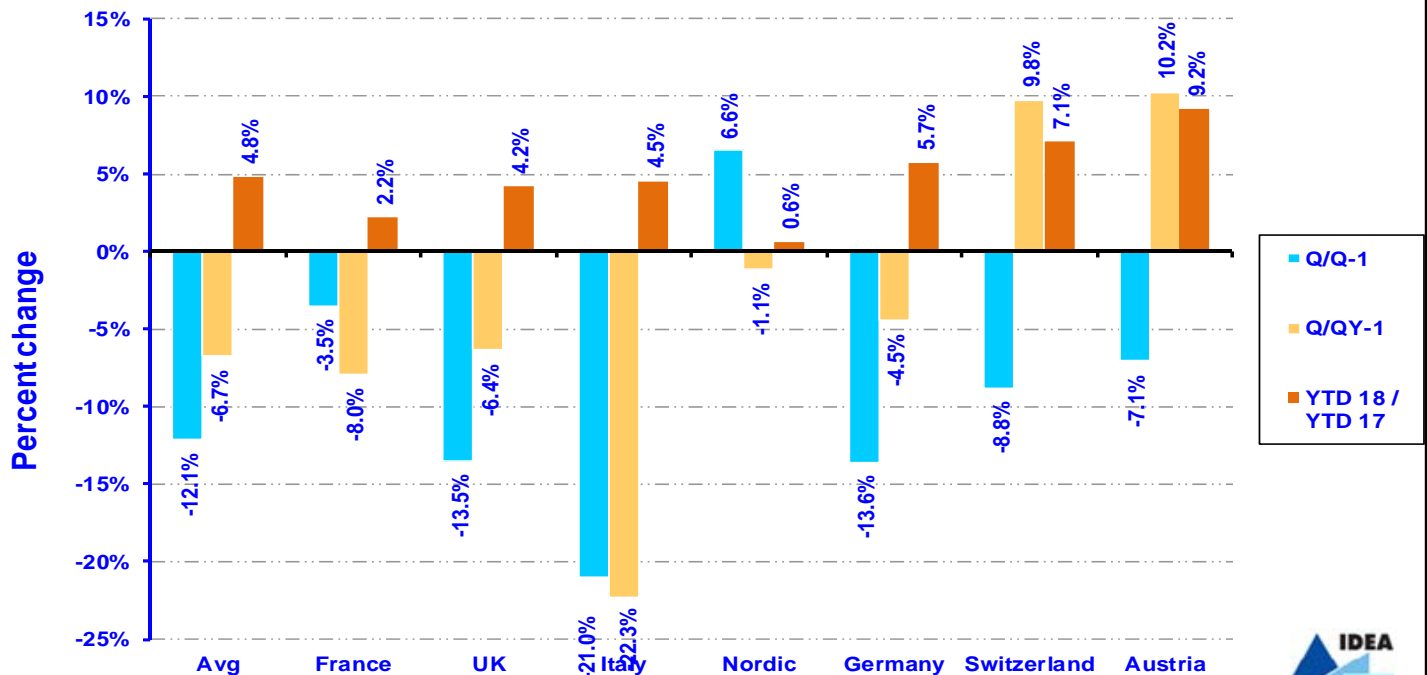
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4TH QTR. 2018 **TOTAL COMPONENTS Booking Trend**

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



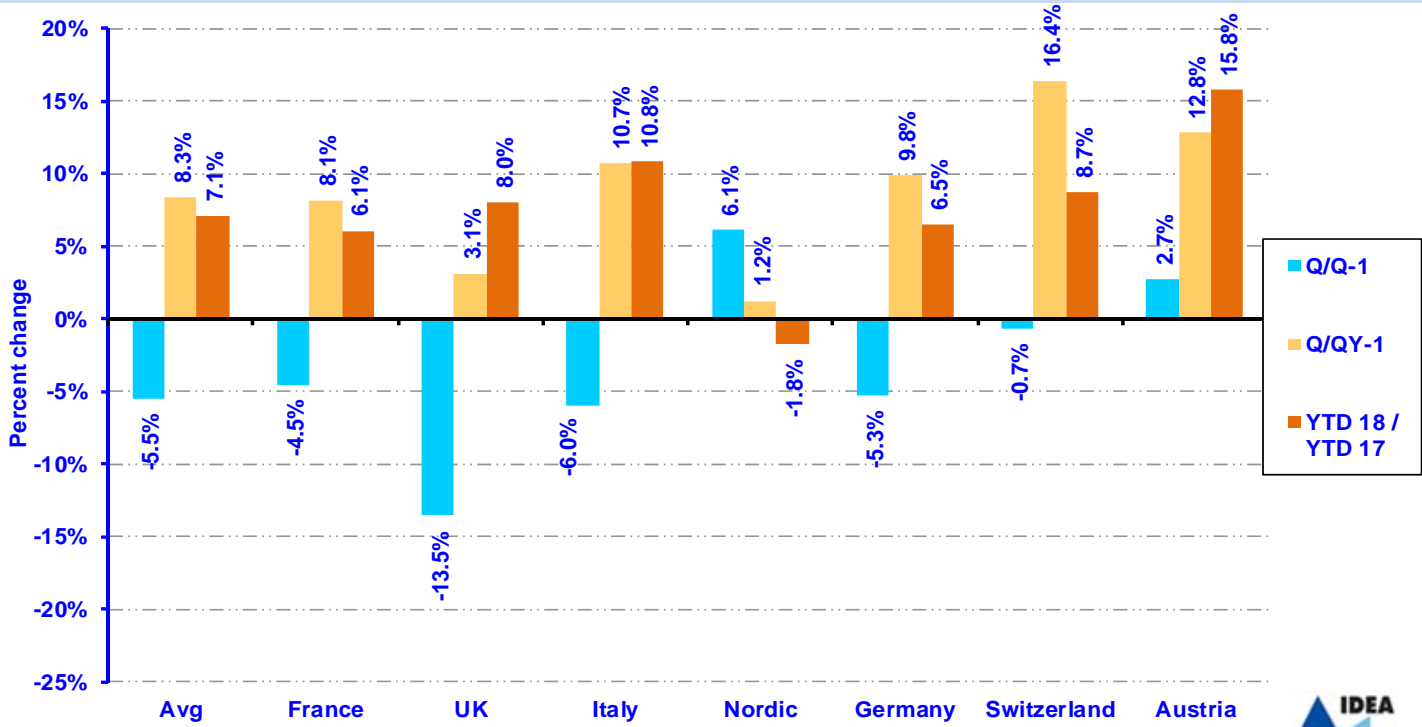
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### 4TH QTR. 2018 TOTAL COMPONENTS Billing Trend

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



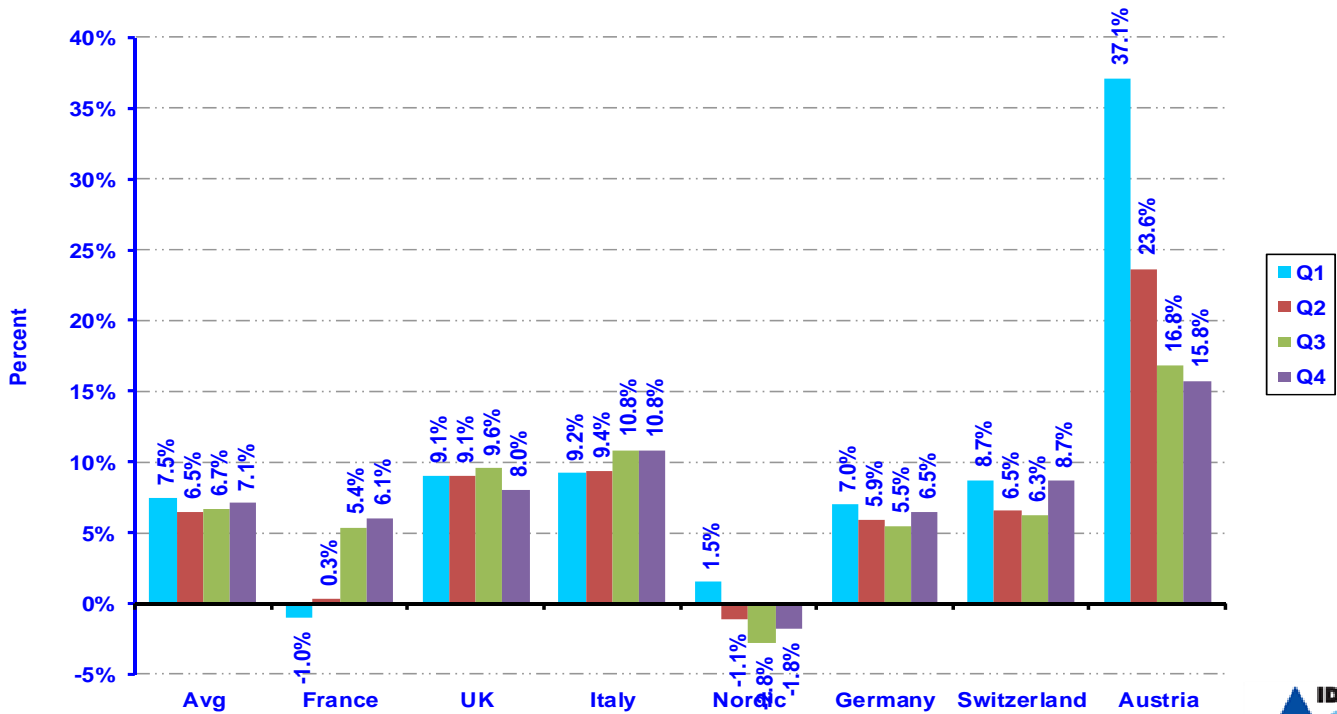
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### 4TH QTR. 2018 TOTAL COMPONENTS YTD Billings Trend

Graphic T4

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



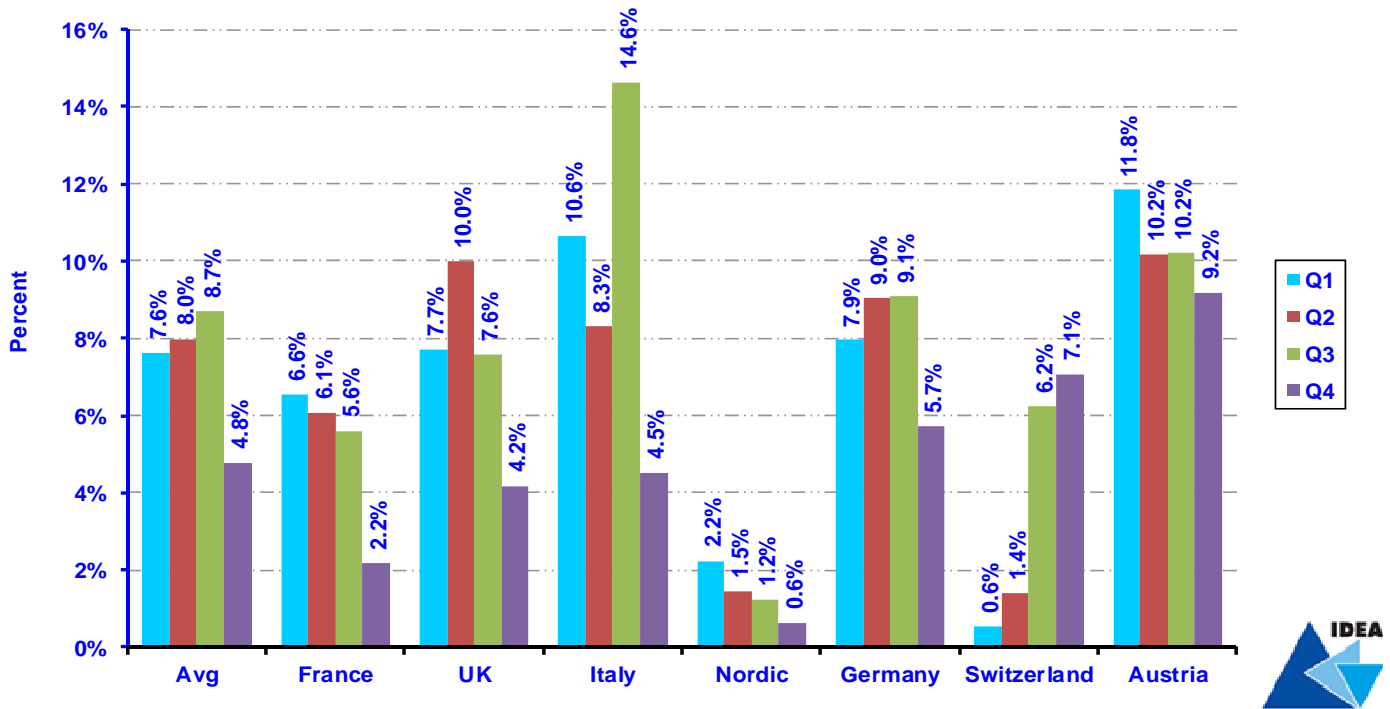
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4TH QTR. 2018 **TOTAL COMPONENTS YTD Bookings Trend**

Graphic T5

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

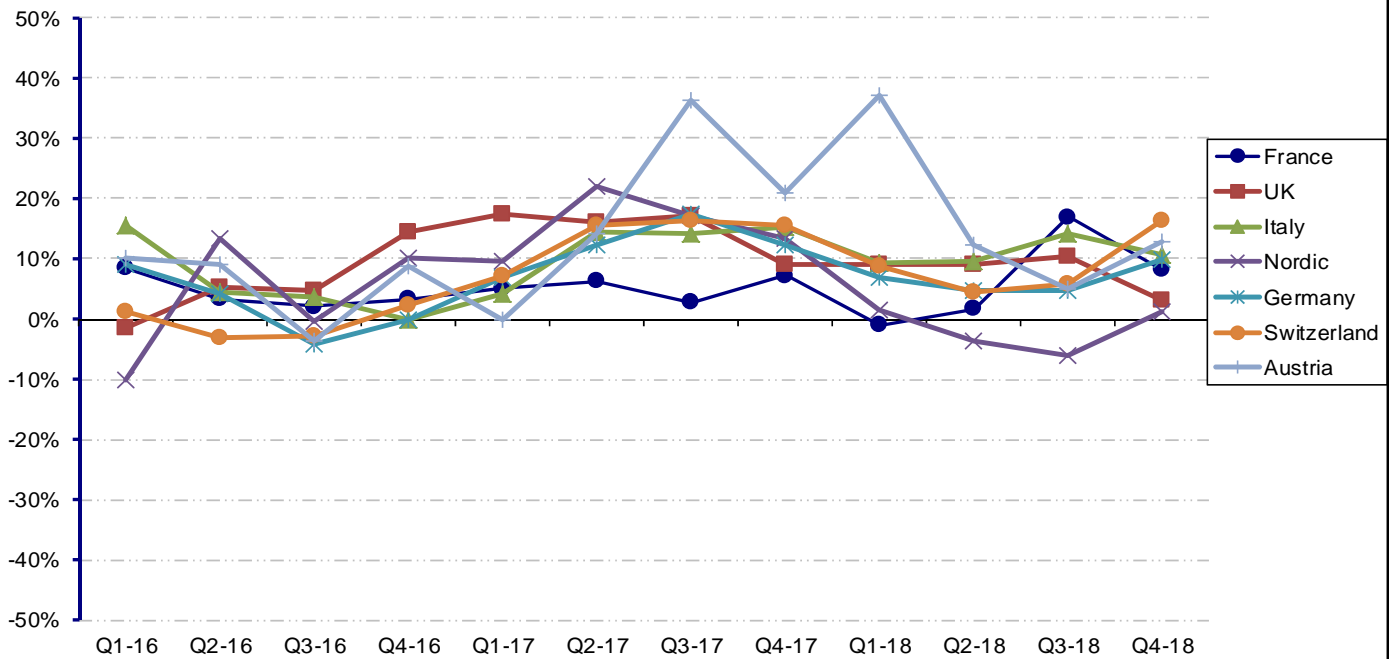


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4TH QTR. 2018 **TOTAL COMPONENTS TENDENTIAL INDEX BY COUNTRY(Q.QY-1)** GraphicT6

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

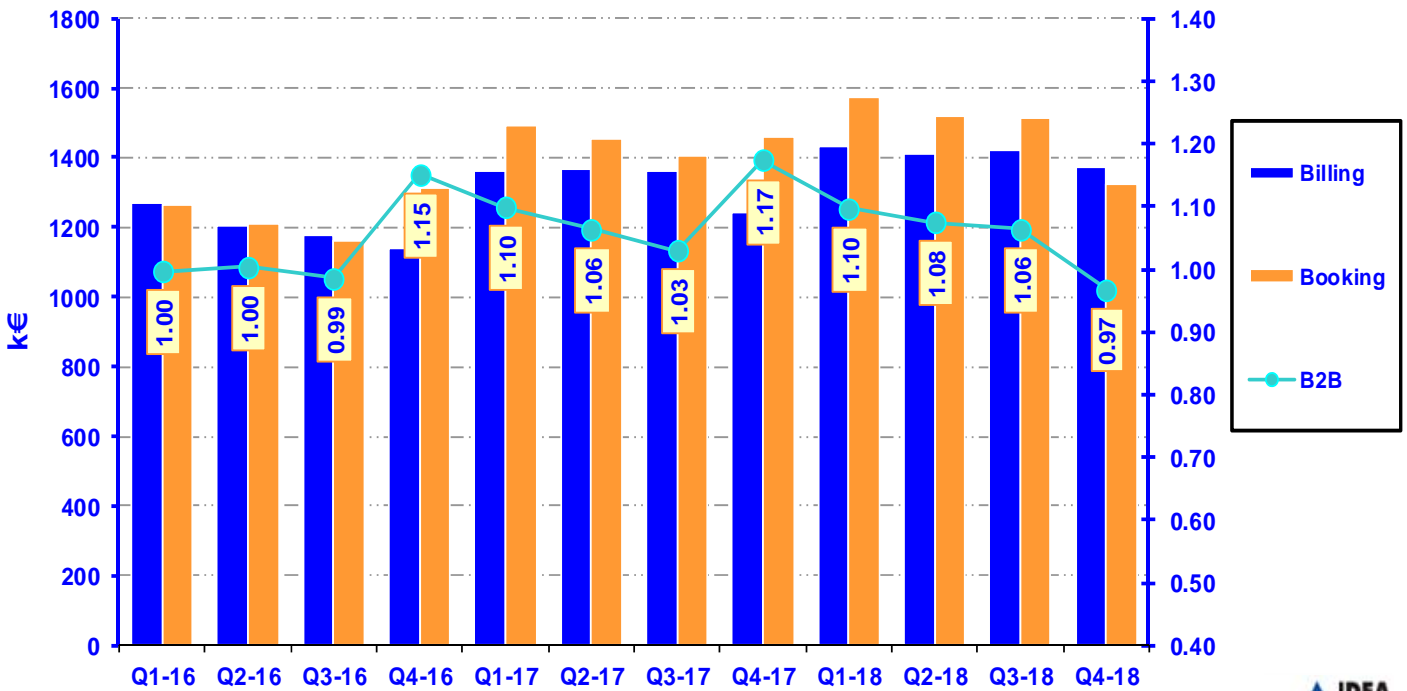


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4TH QTR. 2018 **SEMICONDUCTOR bookings, billings & book:bill ratio** *Graphic S1*

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

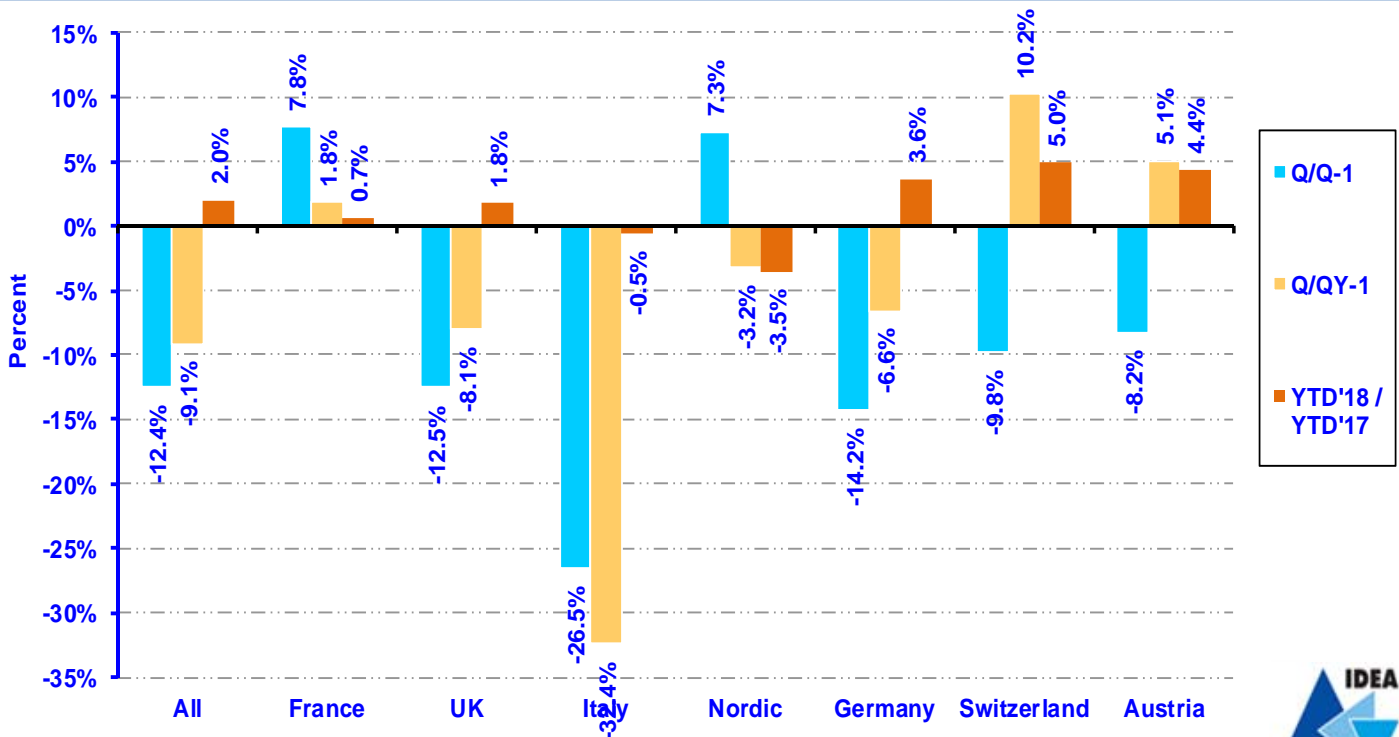


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4TH QTR 2018 **SEMICONDUCTOR Booking Trend** *Graphic S2*

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



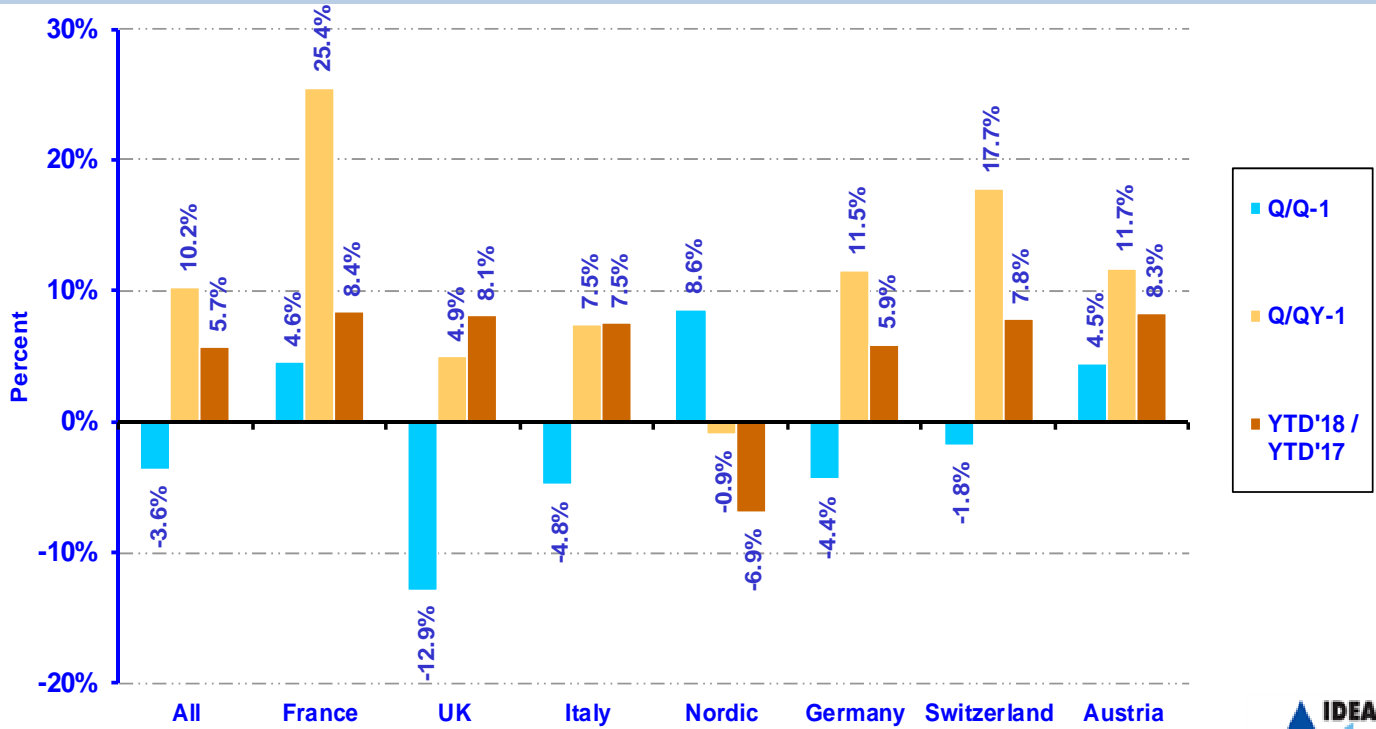
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### 4TH QTR 2018 SEMICONDUCTOR Billing Trend

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



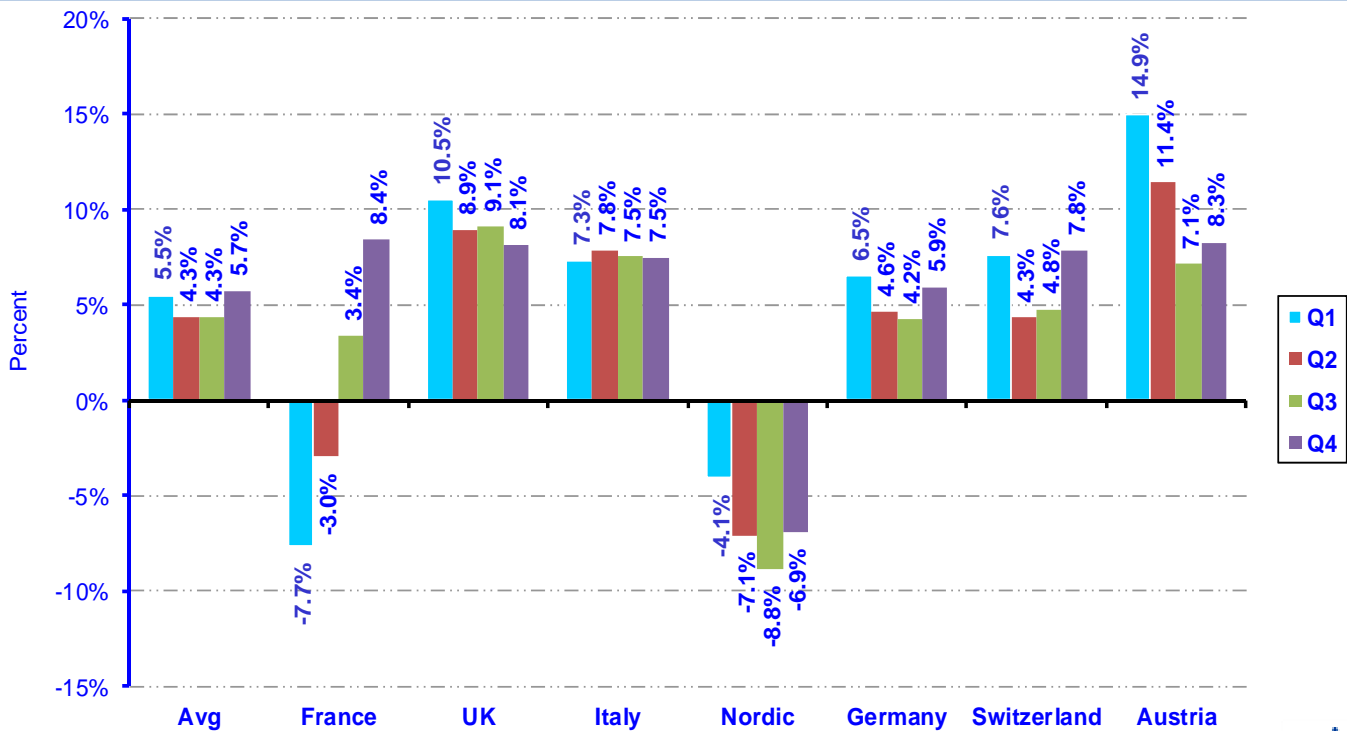
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### 4TH QTR. 2018 SEMICONDUCTOR YTD BILLING TREND

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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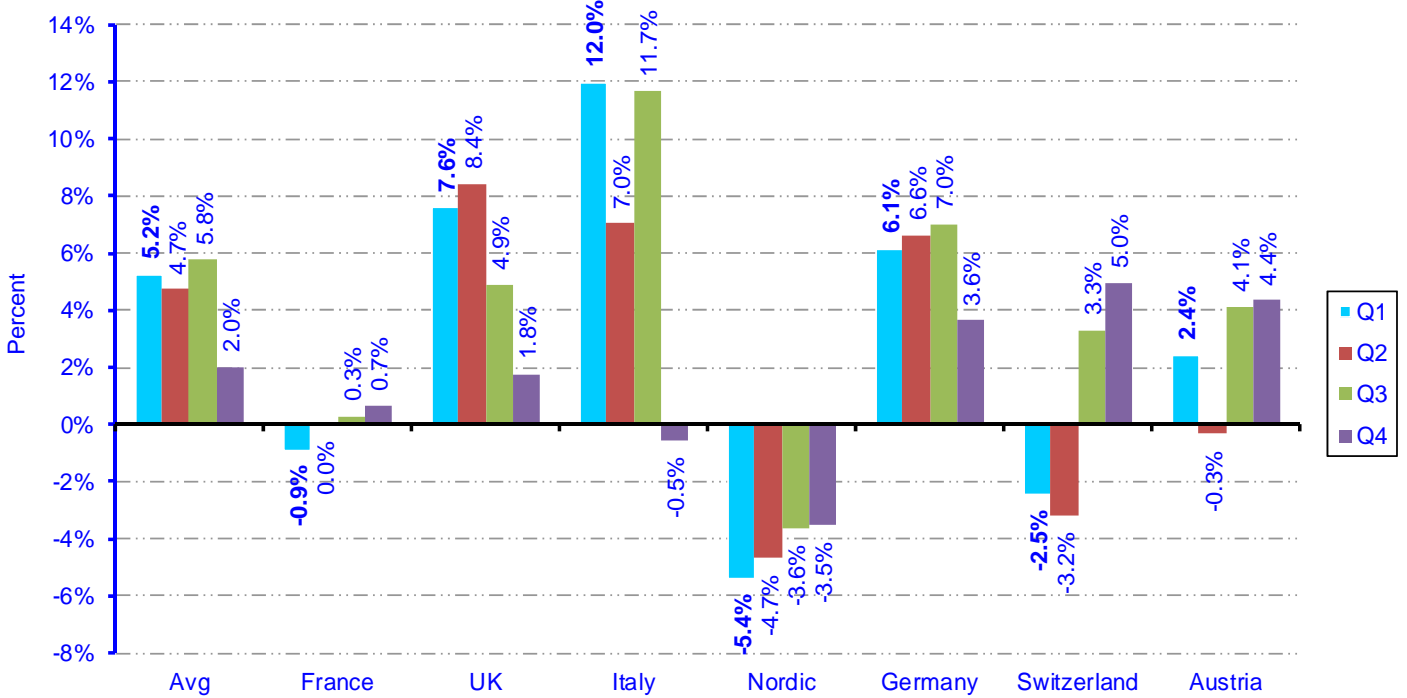




### 4TH QTR. 2018 SEMICONDUCTOR YTD BOOKING TREND

Graphic S5

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



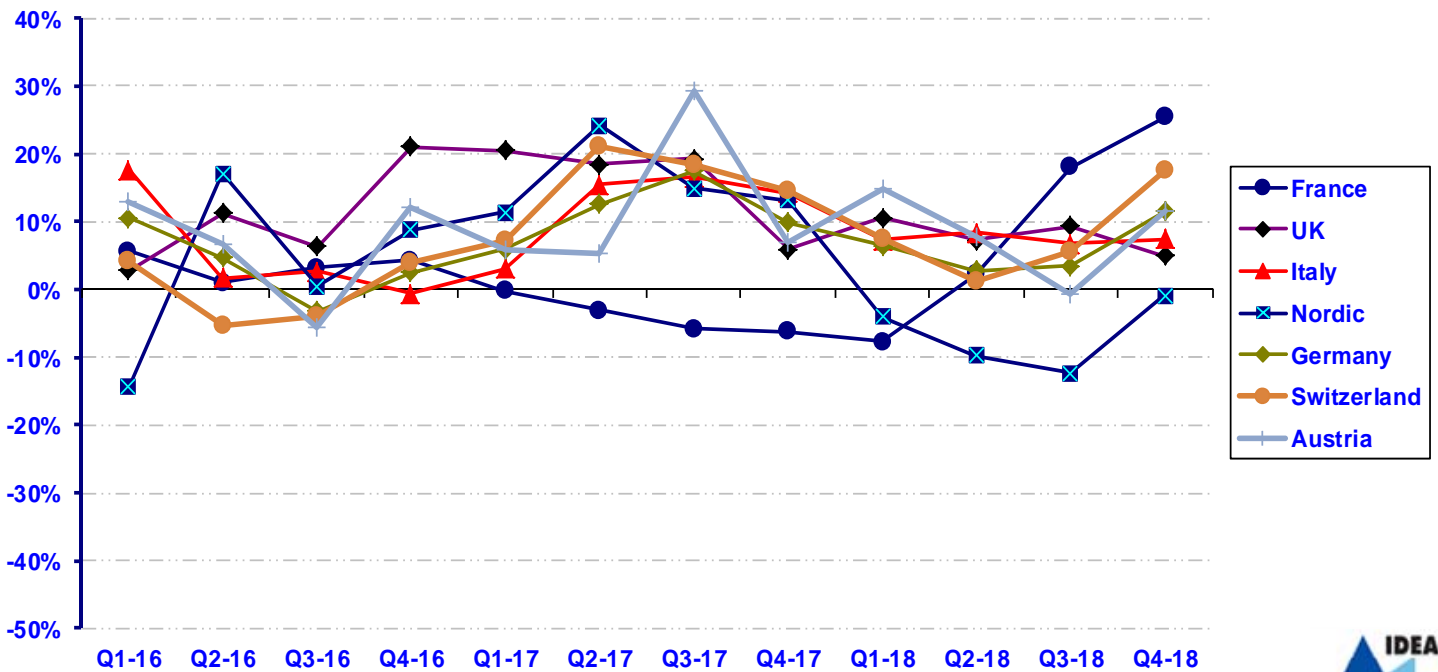
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### 4TH QTR. 2018 SEMICONDUCTOR TENDENTIAL INDEX ( Q/Qy-1)

Graphic S6

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



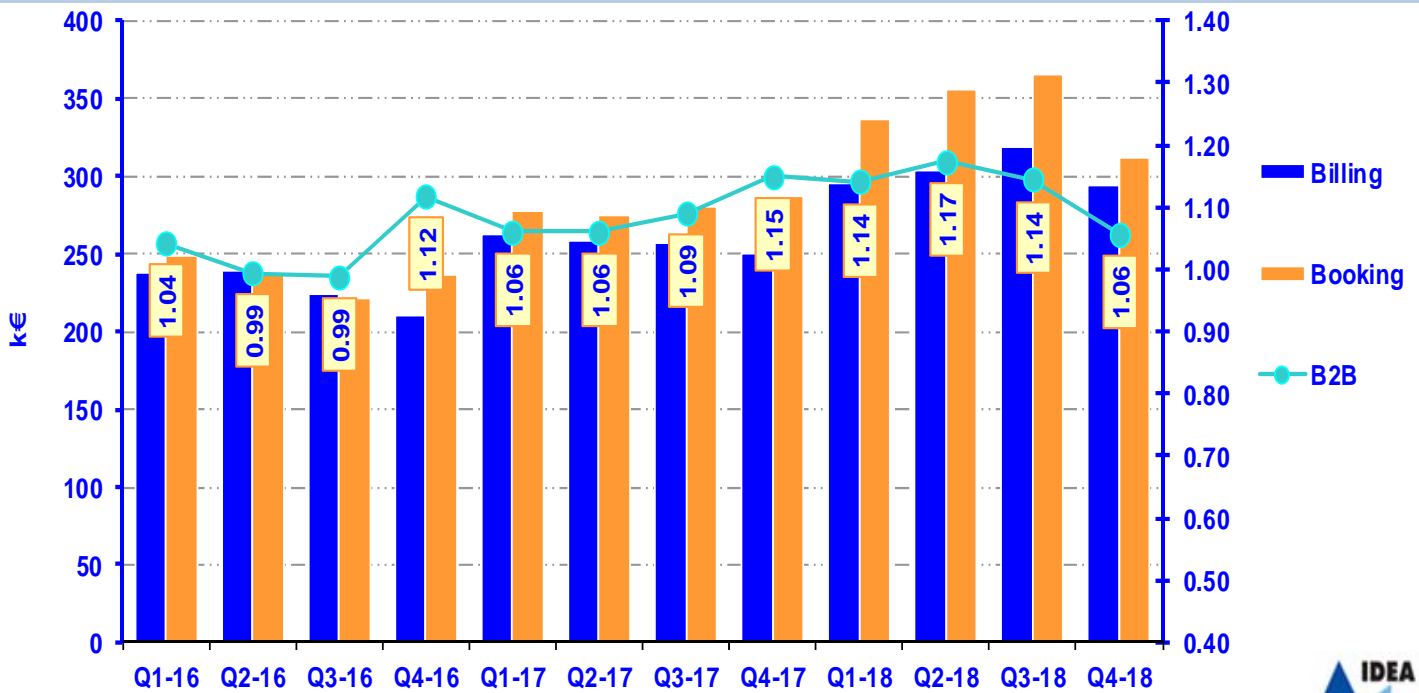
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### 4TH QTR. 2018 **PASSIVES** booking, billing & book:bill ratio

Graphic P1

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



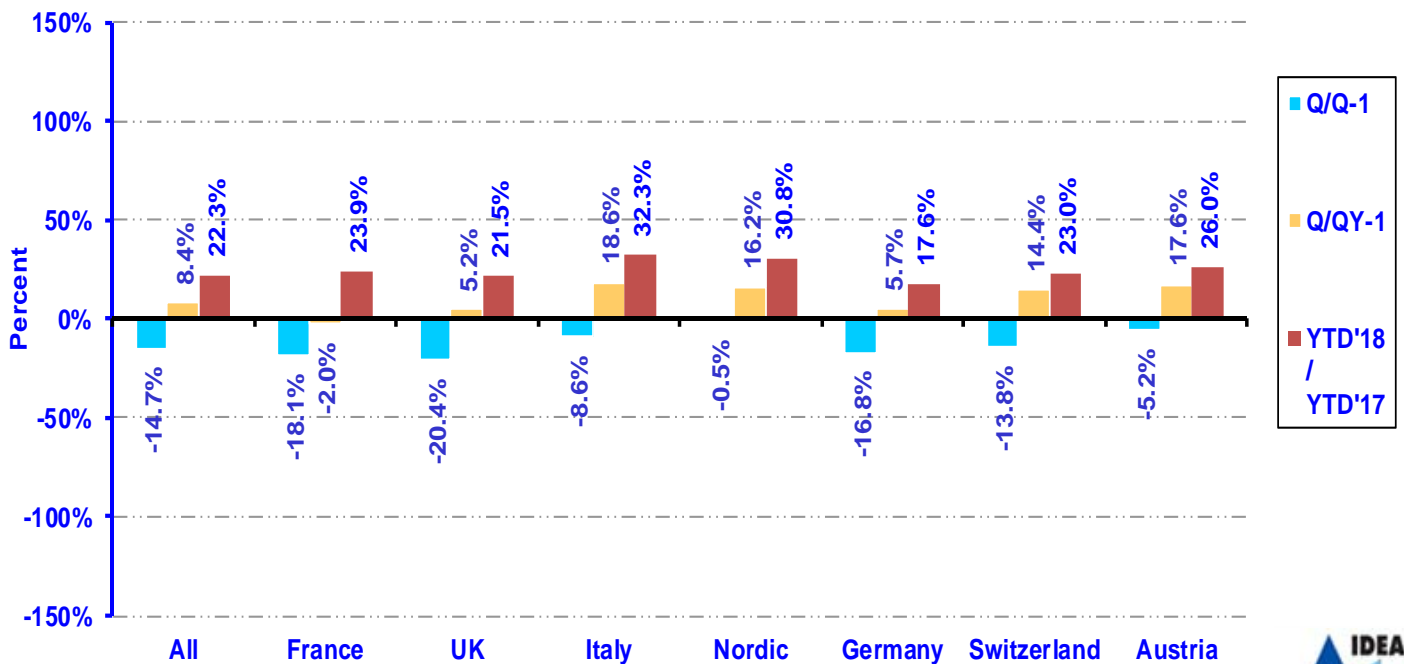
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### 4TH QTR. 2018 **PASSIVE COMPONENTS** Booking Trend

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)



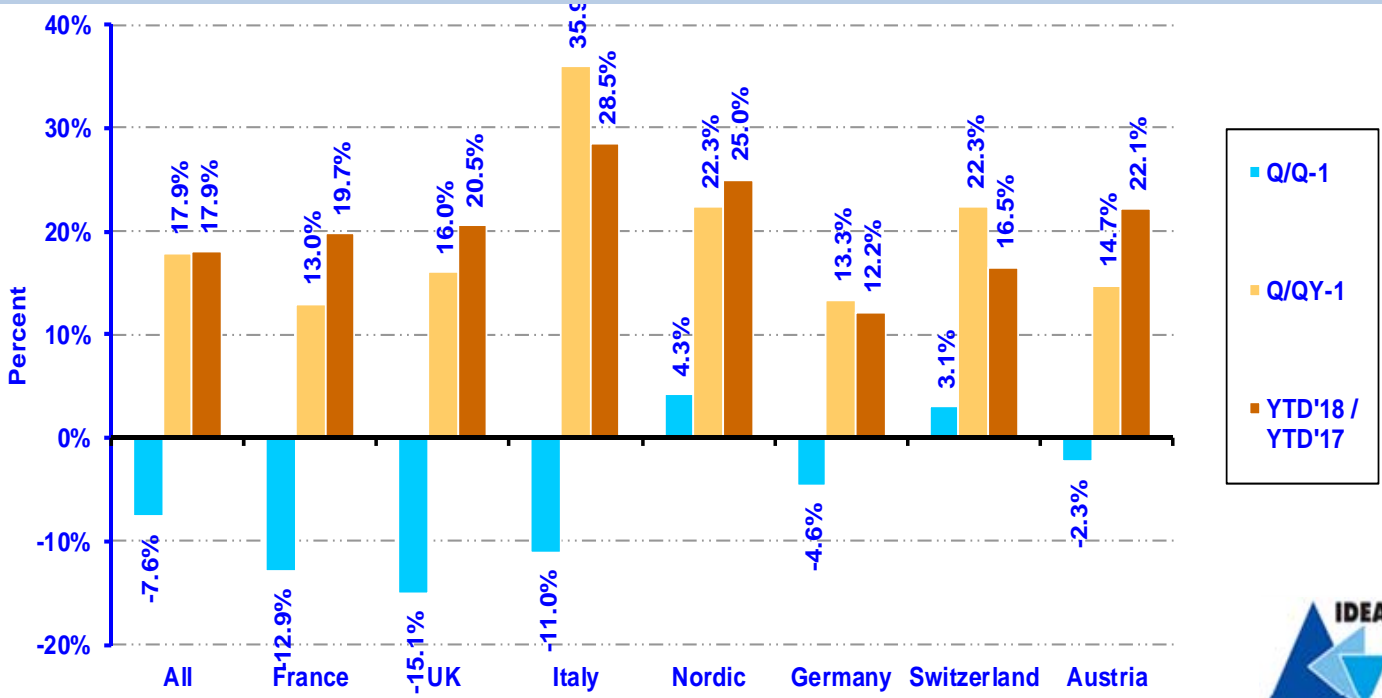
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4TH QTR. 2018 **PASSIVE COMPONENTS Billings Trend**

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)



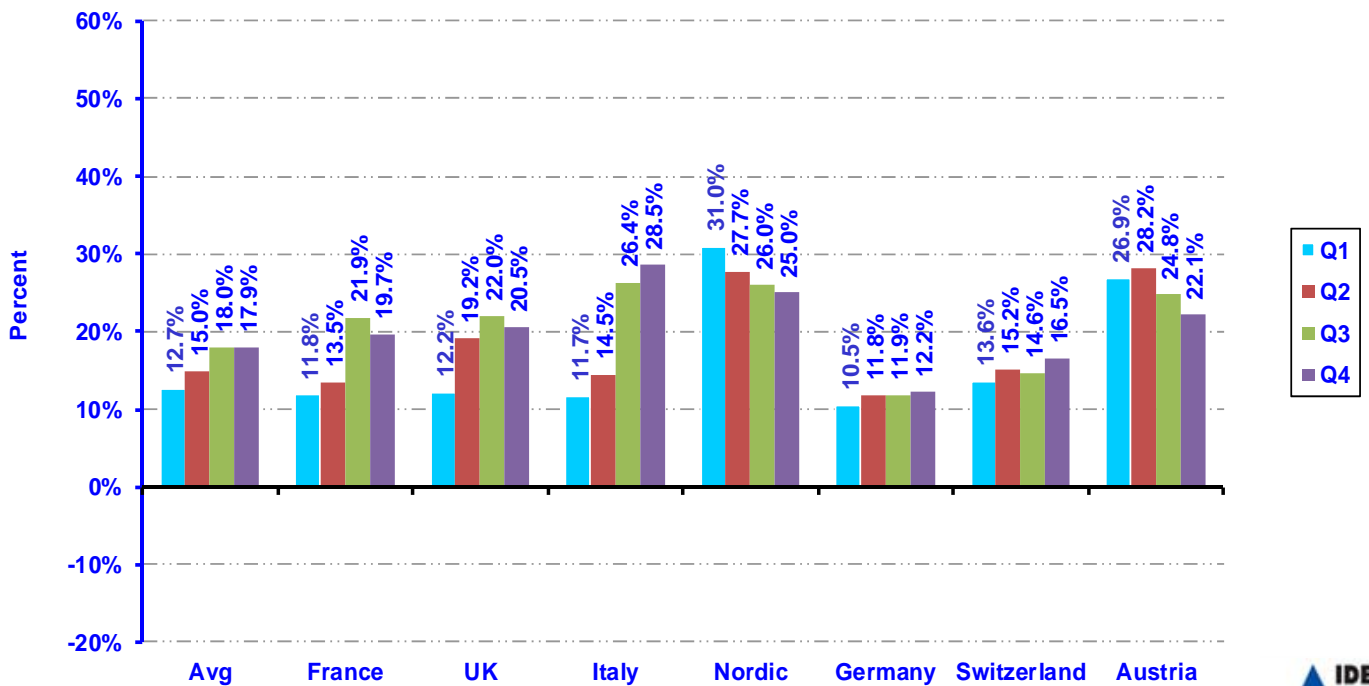
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4TH QTR. 2018 **PASSIVES YTD Billings Trend**

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



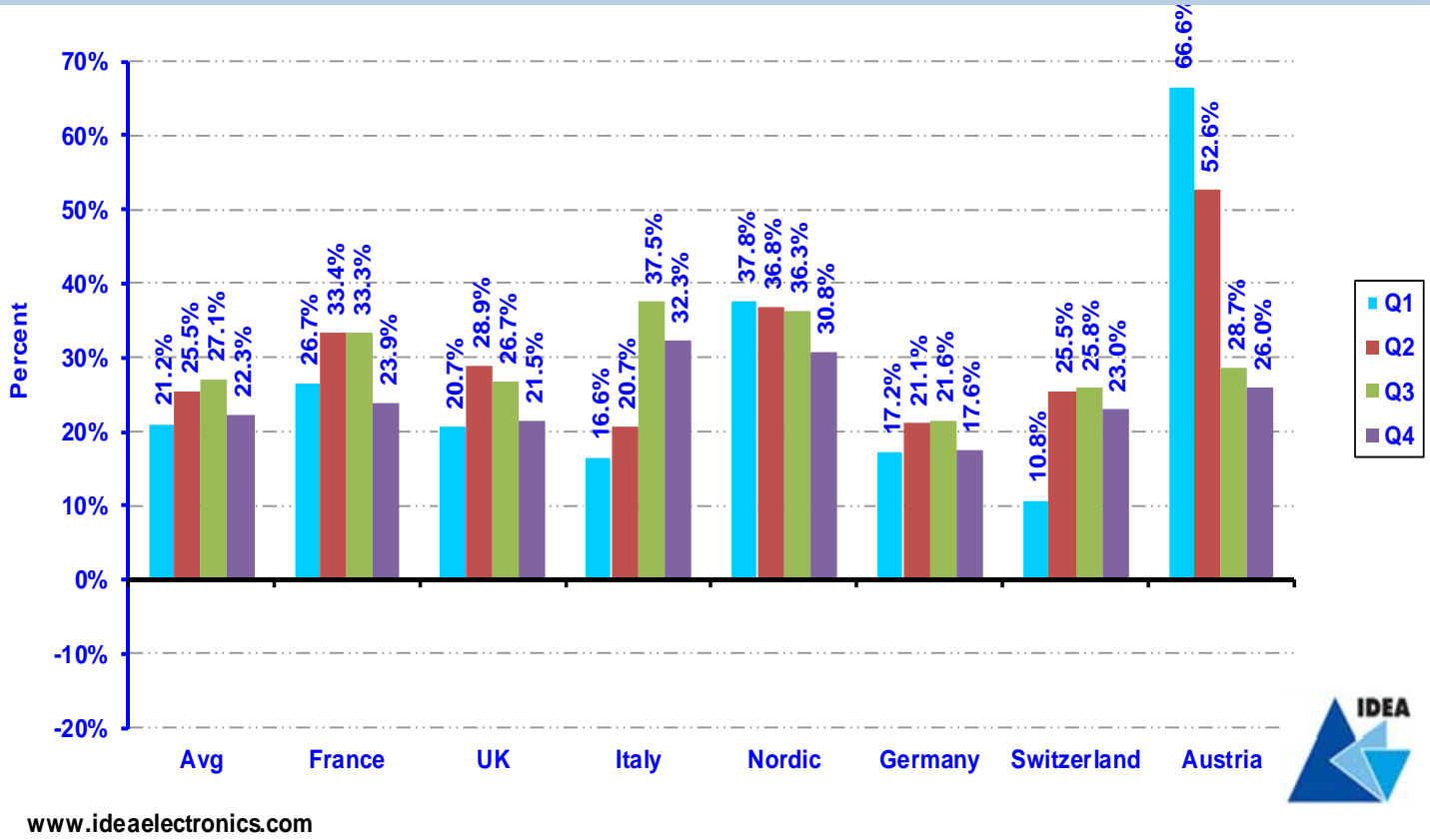
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4TH QTR. 2018 **PASSIVES YTD Bookings Trend**

Graphic P5

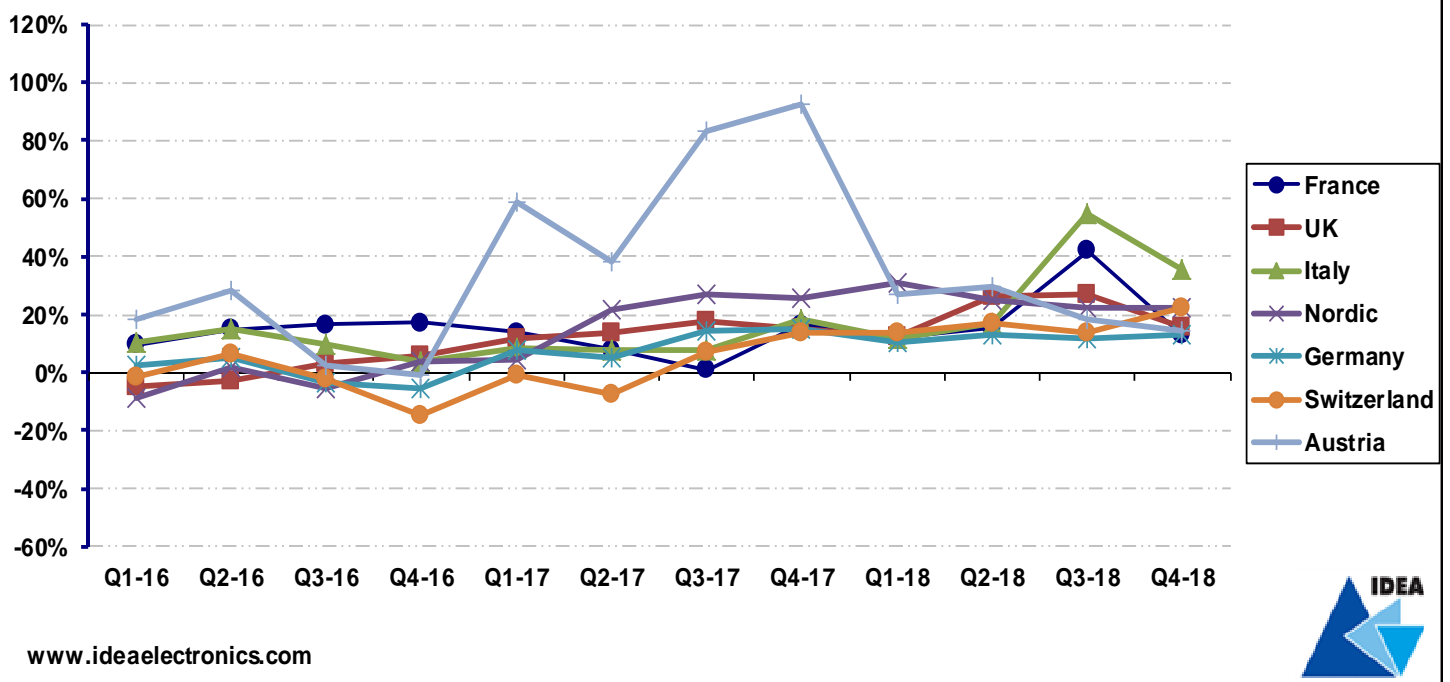
Cumulative orders for Passive components through distribution by country for the current year showing the growth/decline % compared with the same period prior year



4TH QTR. 2018 **PASSIVES TENDENTIAL INDEX BY COUNTRY( Q/Qy-1)**

Graphic P6

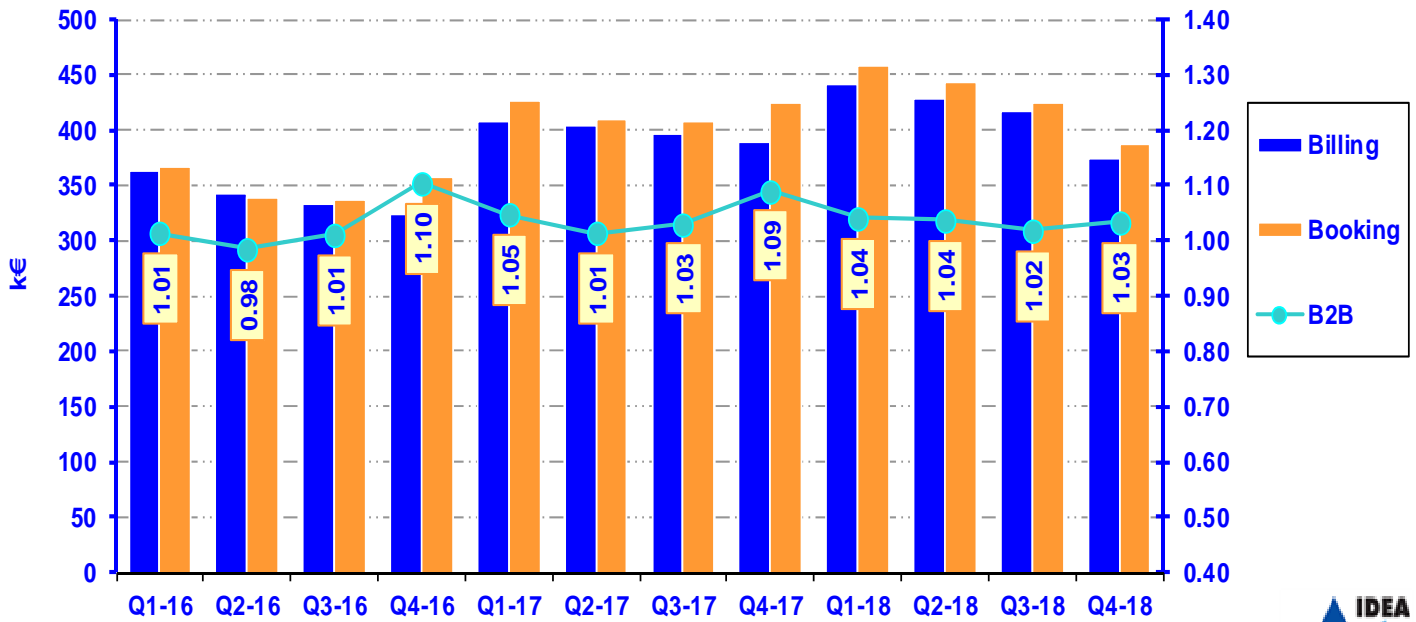
Trend showing growth/decline % in quarterly sales of passives through distribution by country compared with the same quarter prior year.



### 4TH 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



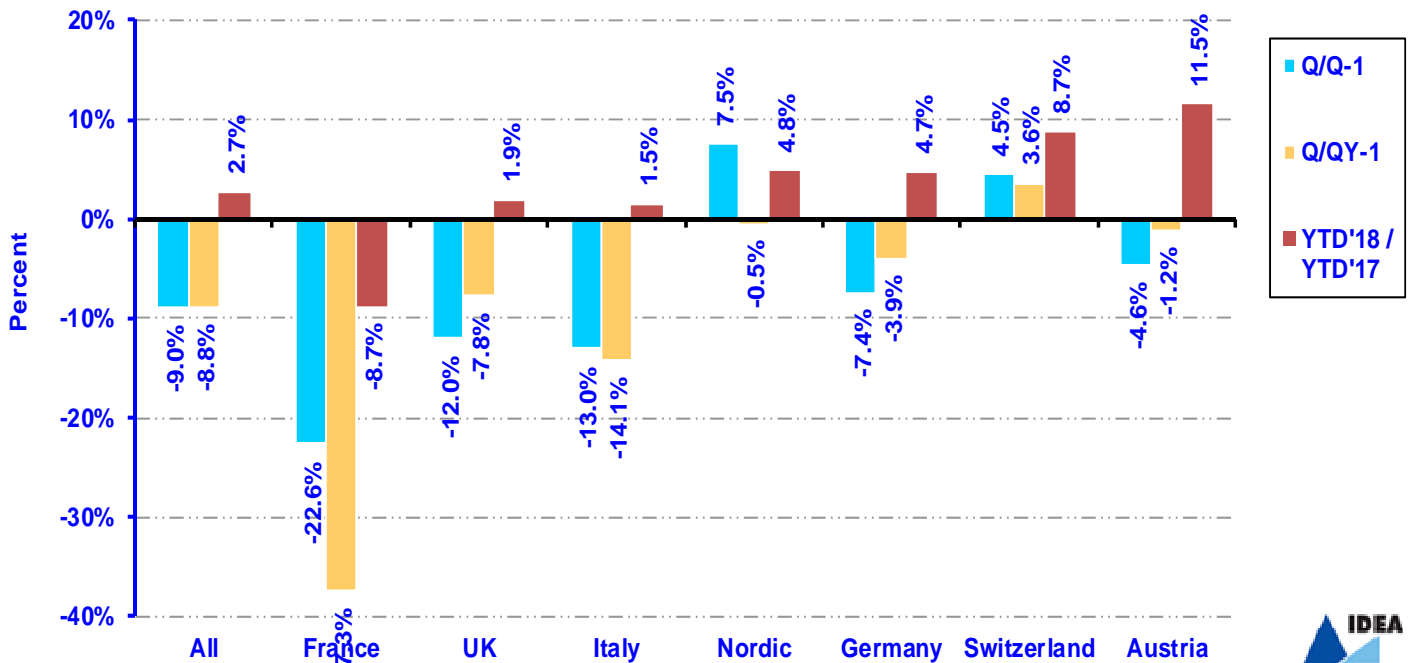
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### 4TH QTR. 2018 EMECH COMPONENTS Booking Trend

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)



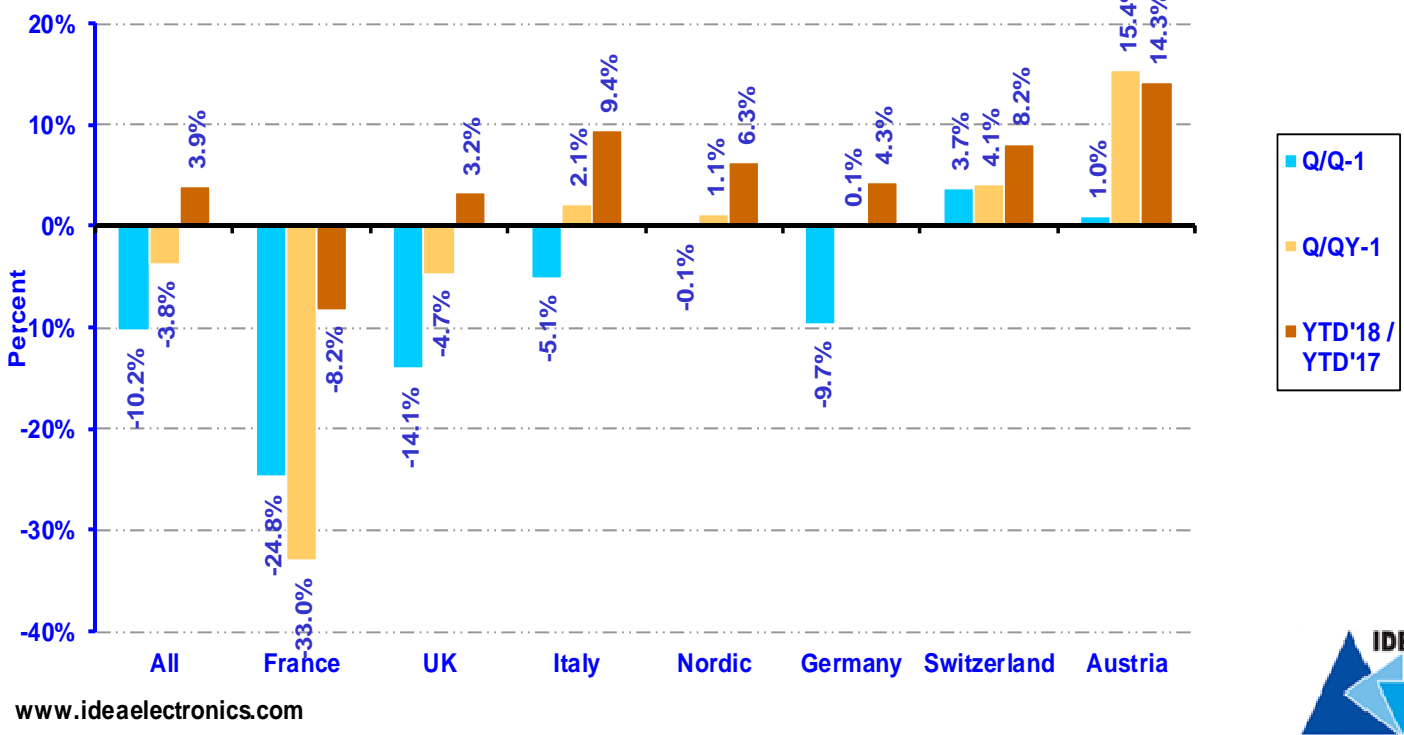
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4TH QTR. 2018 **EMECH COMPONENTS** Billings Trend

Graphic E3

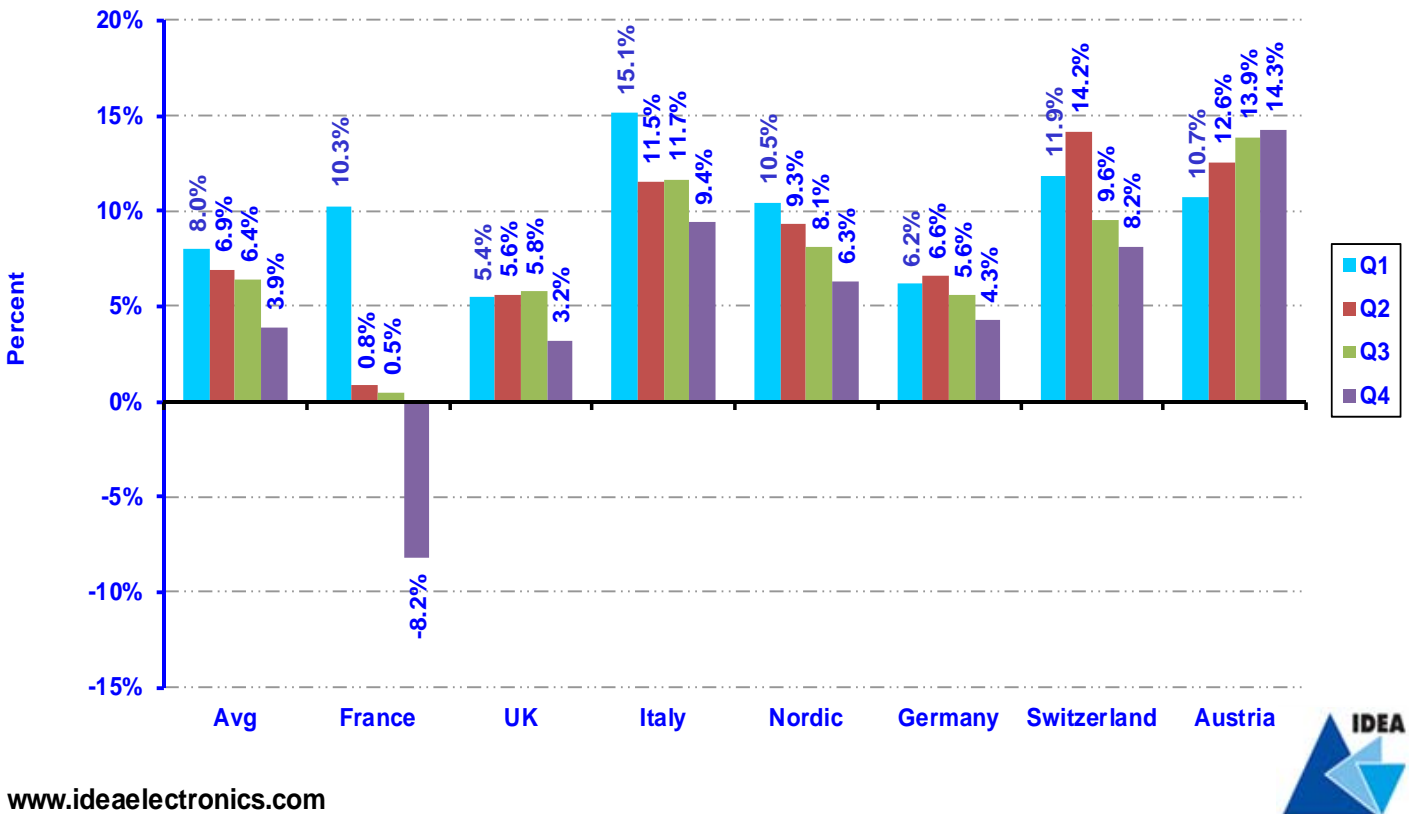
Distribution sales of emech components comparing current qtr with prior qtr ( Q/Q-1) and same qtr prior year ( Q/QY-1) plus YTD trend



4TH QTR. 2018 **EMECH COMPONENTS** YTD Billings Trend

Graphic E4

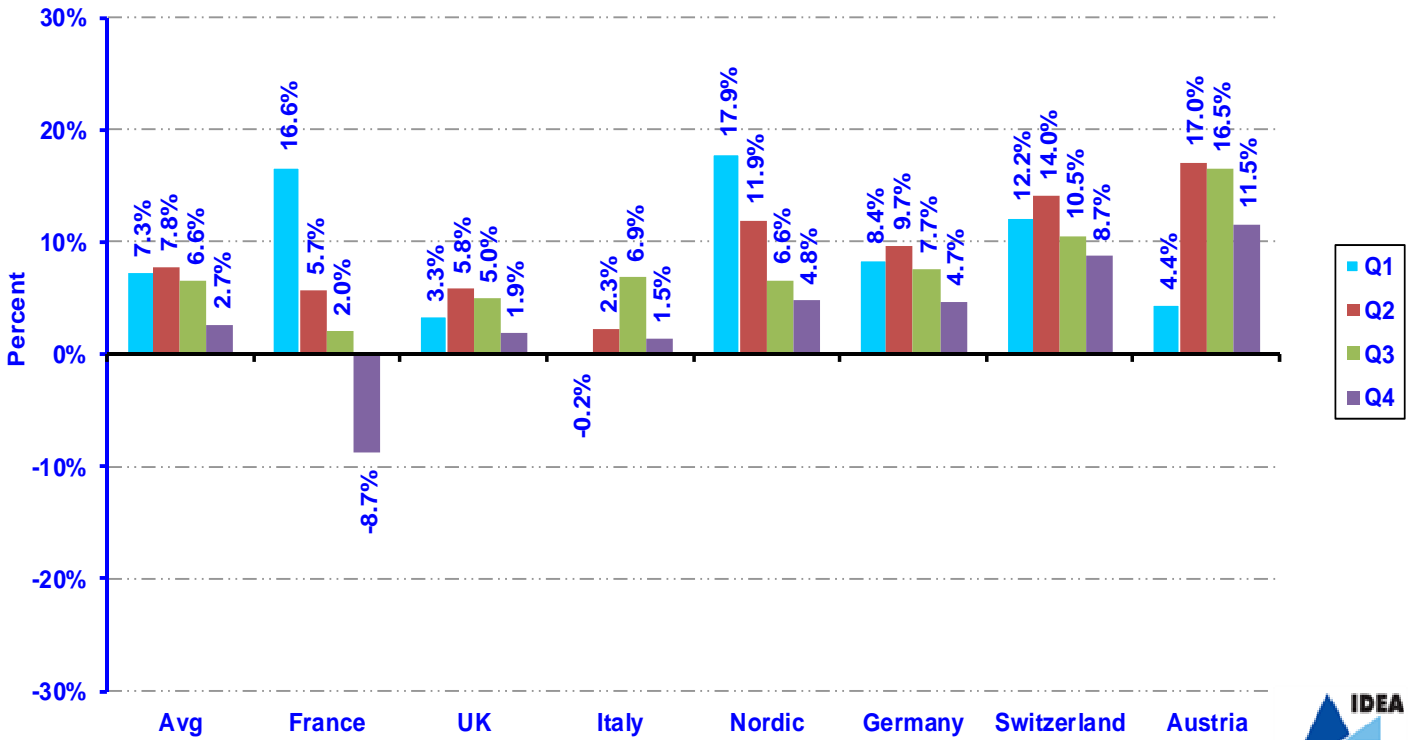
Cumulative sales of EMech components through distribution by country for the current year showing the growth/decline % compared with the same period prior year



4TH 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



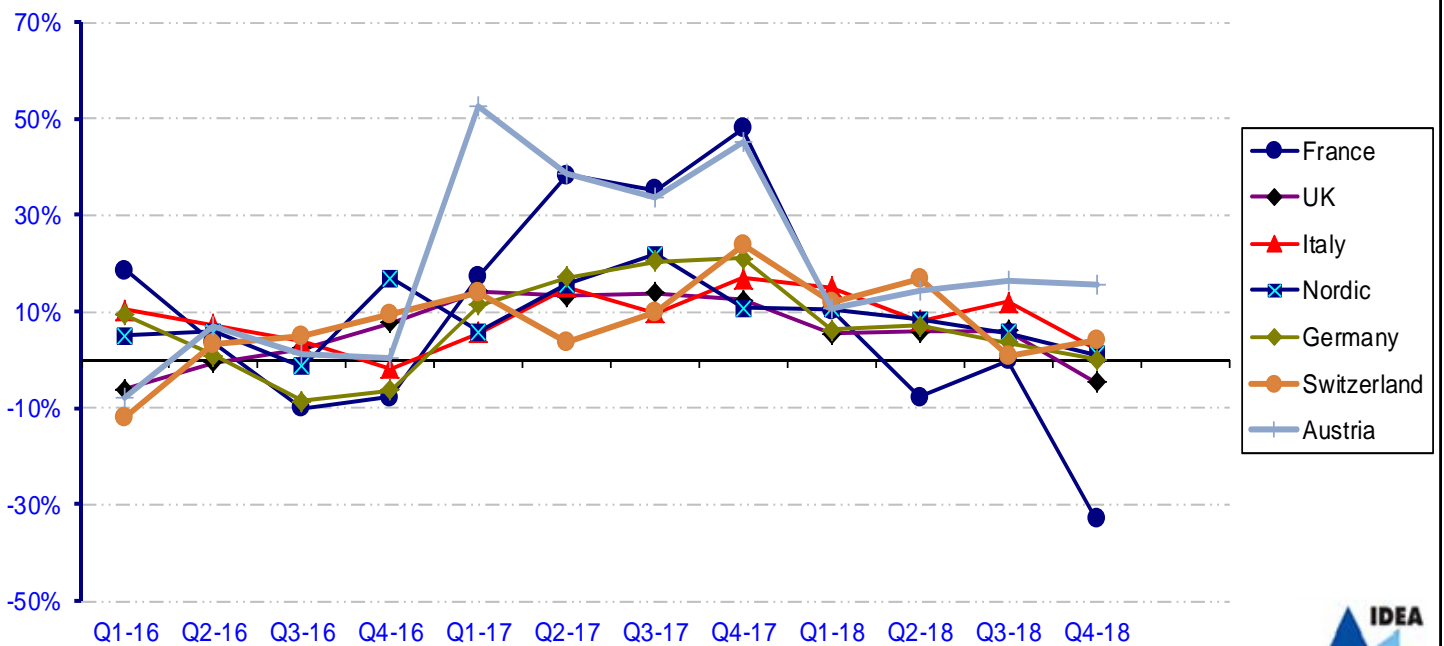
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4TH QTR. 2018 **EMECH TENDENTIAL INDEX BY COUNTRY( Q/Qy-1)**

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 | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 |
|-------------|-------------|----------|-------|-------|-------|-------|-------|-------|-------|-------|
| All         | Semis       | Bookings | 1,494 | 1,455 | 1,404 | 1,460 | 1,572 | 1,517 | 1,514 | 1,326 |
|             |             | Billings | 1,359 | 1,367 | 1,363 | 1,244 | 1,434 | 1,411 | 1,422 | 1,371 |
|             | Passives    | Bookings | 278   | 274   | 280   | 287   | 337   | 356   | 365   | 312   |
|             |             | Billings | 262   | 259   | 257   | 250   | 296   | 304   | 319   | 295   |
|             | Emech/Other | Bookings | 427   | 409   | 408   | 424   | 458   | 443   | 425   | 387   |
|             |             | Billings | 408   | 404   | 396   | 389   | 441   | 428   | 417   | 374   |
|             | Totals      | Bookings | 2,200 | 2,138 | 2,092 | 2,171 | 2,368 | 2,317 | 2,304 | 2,024 |
|             |             | Billings | 2,030 | 2,030 | 2,016 | 1,883 | 2,170 | 2,142 | 2,158 | 2,039 |
| Country     | Category    | Activity | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 |
| France      | Semis       | Bookings | 120   | 108   | 98    | 105   | 119   | 109   | 99    | 107   |
|             |             | Billings | 113   | 102   | 92    | 91    | 104   | 104   | 109   | 114   |
|             | Passives    | Bookings | 27    | 24    | 25    | 28    | 35    | 34    | 33    | 27    |
|             |             | Billings | 26    | 25    | 21    | 23    | 29    | 29    | 30    | 26    |
|             | Emech/Other | Bookings | 34    | 39    | 35    | 41    | 39    | 38    | 33    | 25    |
|             |             | Billings | 38    | 41    | 37    | 41    | 41    | 38    | 36    | 27    |
|             | Totals      | Bookings | 181   | 171   | 158   | 173   | 193   | 181   | 165   | 159   |
|             |             | Billings | 177   | 168   | 150   | 155   | 175   | 171   | 176   | 168   |
| Country     | Category    | Activity | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 |
| UK          | Semis       | Bookings | 198   | 193   | 204   | 191   | 214   | 211   | 201   | 176   |
|             |             | Billings | 186   | 182   | 187   | 170   | 206   | 195   | 205   | 178   |
|             | Passives    | Bookings | 42    | 42    | 44    | 41    | 50    | 57    | 54    | 43    |
|             |             | Billings | 40    | 40    | 42    | 39    | 45    | 50    | 54    | 46    |
|             | Emech/Other | Bookings | 117   | 111   | 112   | 110   | 121   | 120   | 115   | 102   |
|             |             | Billings | 110   | 108   | 110   | 105   | 116   | 114   | 117   | 100   |
|             | Totals      | Bookings | 357   | 345   | 361   | 342   | 385   | 388   | 371   | 321   |
|             |             | Billings | 336   | 329   | 339   | 314   | 367   | 359   | 375   | 324   |
| Country     | Category    | Activity | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 |
| Italy       | Semis       | Bookings | 227   | 232   | 184   | 247   | 255   | 237   | 227   | 167   |
|             |             | Billings | 213   | 221   | 195   | 184   | 229   | 239   | 208   | 198   |
|             | Passives    | Bookings | 49    | 50    | 36    | 51    | 57    | 62    | 66    | 60    |
|             |             | Billings | 45    | 45    | 38    | 38    | 51    | 52    | 58    | 52    |
|             | Emech/Other | Bookings | 55    | 53    | 44    | 53    | 55    | 56    | 52    | 46    |
|             |             | Billings | 48    | 51    | 42    | 44    | 55    | 55    | 47    | 45    |
|             | Totals      | Bookings | 331   | 335   | 265   | 351   | 367   | 355   | 346   | 273   |
|             |             | Billings | 306   | 316   | 274   | 266   | 334   | 346   | 313   | 294   |
| Country     | Category    | Activity | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 |
| Nordic      | Semis       | Bookings | 122   | 131   | 110   | 120   | 115   | 126   | 108   | 116   |
|             |             | Billings | 109   | 120   | 116   | 111   | 104   | 108   | 101   | 110   |
|             | Passives    | Bookings | 11    | 12    | 11    | 13    | 15    | 16    | 15    | 15    |
|             |             | Billings | 10    | 11    | 11    | 12    | 13    | 14    | 13    | 14    |
|             | Emech/Other | Bookings | 35    | 36    | 35    | 36    | 41    | 38    | 34    | 36    |
|             |             | Billings | 35    | 36    | 35    | 36    | 38    | 39    | 37    | 37    |
|             | Totals      | Bookings | 167   | 179   | 156   | 169   | 171   | 180   | 157   | 167   |
|             |             | Billings | 154   | 167   | 161   | 159   | 156   | 161   | 152   | 161   |
| Country     | Category    | Activity | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 |
| Germany     | Semis       | Bookings | 710   | 662   | 691   | 684   | 754   | 709   | 745   | 639   |
|             |             | Billings | 635   | 636   | 659   | 585   | 676   | 653   | 682   | 652   |
|             | Passives    | Bookings | 131   | 126   | 139   | 134   | 153   | 158   | 170   | 141   |
|             |             | Billings | 123   | 120   | 126   | 119   | 136   | 136   | 141   | 135   |
|             | Emech/Other | Bookings | 164   | 150   | 159   | 159   | 178   | 167   | 165   | 153   |
|             |             | Billings | 157   | 148   | 152   | 141   | 167   | 158   | 157   | 142   |
|             | Totals      | Bookings | 1005  | 938   | 989   | 976   | 1085  | 1034  | 1080  | 933   |
|             |             | Billings | 914   | 904   | 937   | 845   | 978   | 947   | 980   | 928   |
| Country     | Category    | Activity | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 |
| Switzerland | Semis       | Bookings | 63    | 69    | 64    | 62    | 62    | 67    | 75    | 68    |
|             |             | Billings | 57    | 60    | 63    | 56    | 61    | 61    | 67    | 65    |
|             | Passives    | Bookings | 8     | 8     | 8     | 7     | 8     | 11    | 10    | 9     |
|             |             | Billings | 7     | 7     | 7     | 7     | 8     | 8     | 8     | 9     |
|             | Emech/Other | Bookings | 10    | 9     | 10    | 10    | 11    | 11    | 10    | 10    |
|             |             | Billings | 9     | 9     | 9     | 9     | 10    | 10    | 10    | 10    |
|             | Totals      | Bookings | 81    | 86    | 82    | 79    | 81    | 88    | 95    | 87    |
|             |             | Billings | 73    | 76    | 80    | 72    | 80    | 79    | 84    | 84    |
| Country     | Category    | Activity | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 |
| Austria     | Semis       | Bookings | 54    | 60    | 52    | 52    | 55    | 58    | 59    | 54    |
|             |             | Billings | 47    | 47    | 52    | 48    | 54    | 51    | 51    | 54    |
|             | Passives    | Bookings | 11    | 13    | 17    | 13    | 18    | 19    | 17    | 16    |
|             |             | Billings | 11    | 11    | 12    | 12    | 13    | 14    | 14    | 14    |
|             | Emech/Other | Bookings | 13    | 11    | 13    | 15    | 14    | 15    | 15    | 15    |
|             |             | Billings | 12    | 12    | 11    | 12    | 14    | 14    | 13    | 13    |
|             | Totals      | Bookings | 78    | 85    | 83    | 80    | 87    | 92    | 91    | 85    |
|             |             | Billings | 59    | 70    | 75    | 71    | 81    | 78    | 78    | 81    |