



Q4-2019 IDEA European Electronic Component Quarterly graphics package

in association with the local trade associations:



South Africa



Russia



Italy



UK



Australasia



Turkey



India



Germany



USA



Sweden



France

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 74% of the available markets so reflect an accurate market trend.

COUNTRY	Association	Approx. DTAM (Distribution Total Available Market) 2019	Summation of Association Members Returns 2019	Approx. Share of DTAM (Distribution Total Available Market) represented by Association's Members 2019
France	SPDEI	€958 Mill	€728 Mill	76%
UK	ecsn/afdec	€1561 Mill	€1280 Mill	82%
Italy	ASSODEL	€1560 Mill	€1201 Mill	77%
Nordic	Via ecsn/afdec	€996 Mill	€578 Mill	48%
Germany	FBDI	€4287 Mill	€3344 Mill	78%
Switzerland	FBDI	€536 Mill	€300 Mill	56%
Austria	FBDI	€493 Mill	€301 Mill	61%

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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These graphics have been prepared by *ecsn* (*afdec*) in the UK and any queries should be addressed to:-

Graham Waite, Telephone: 44 (0) 1763 274748 or by Email: enquiries@ecsn-uk.org

IDEA Secretariat: Laura Baronchelli

Via Console Flaminio, 19

I-20134 Milan

Italy

Phone +39 02 210 111 251

Fax +39 02 210 111 222

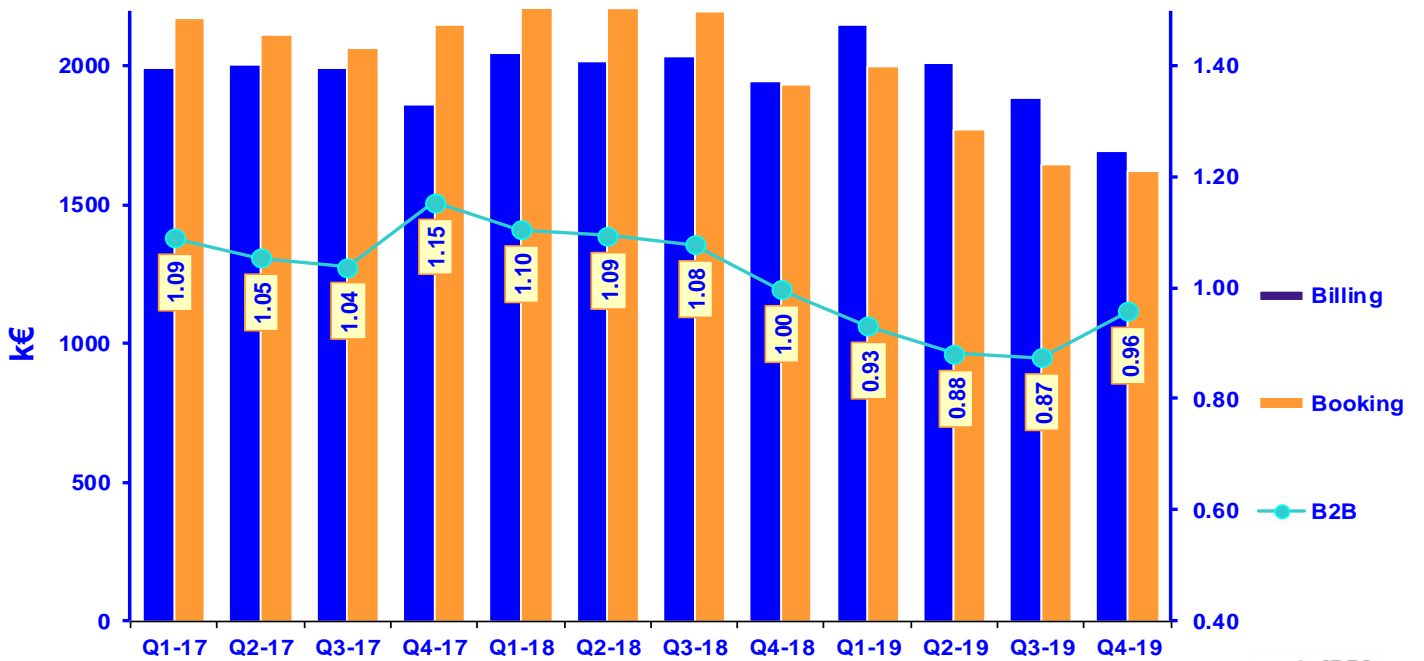
segreteria@ideaelectronics.com

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

4TH 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



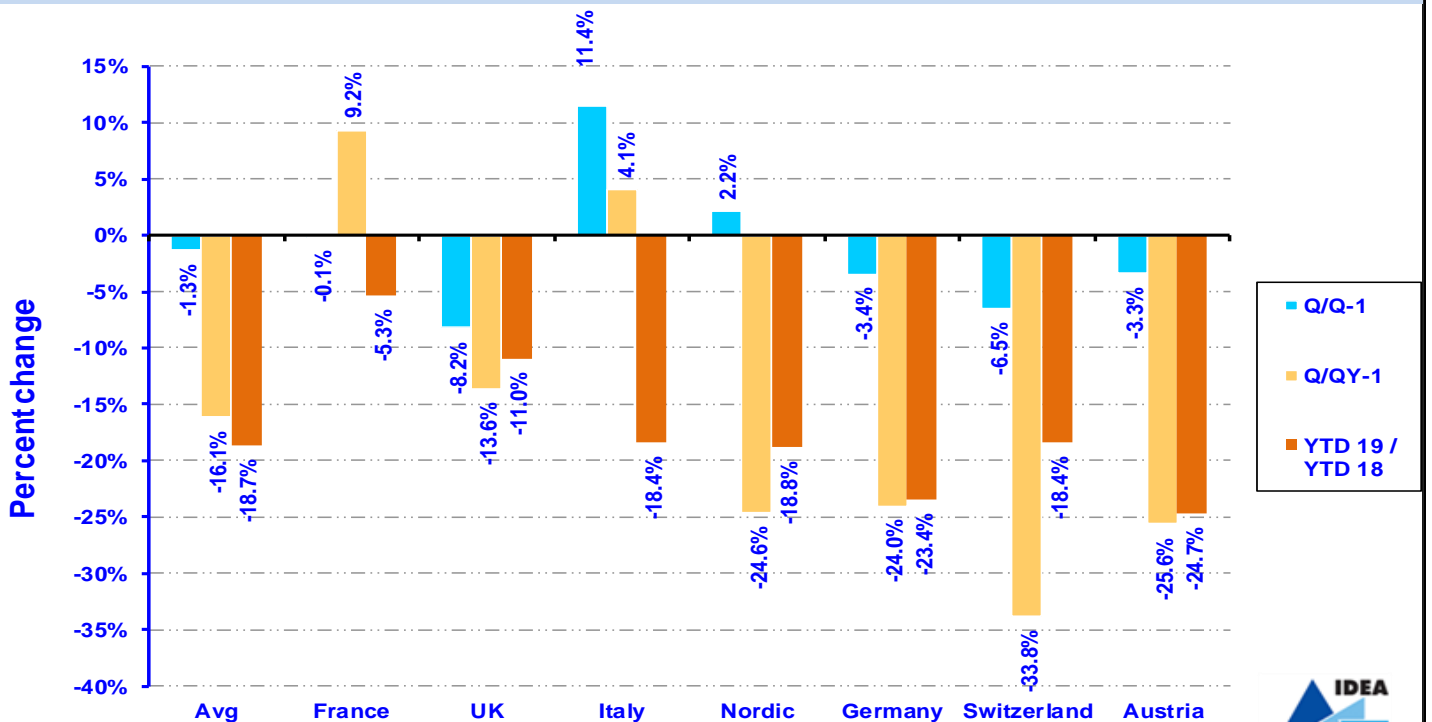
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4TH QTR. 2019 TOTAL COMPONENTS Booking Trend

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 19/18



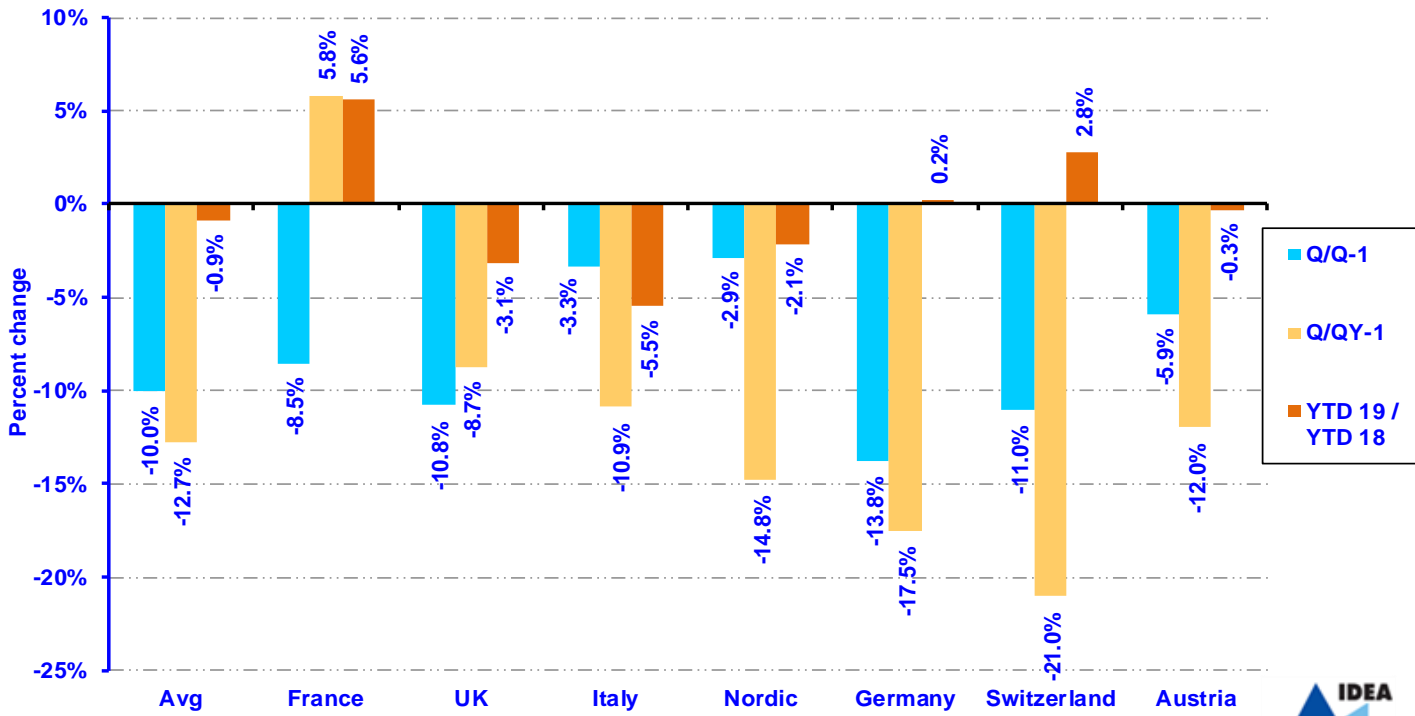
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4TH QTR. 2019 **TOTAL COMPONENTS Billing Trend**

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



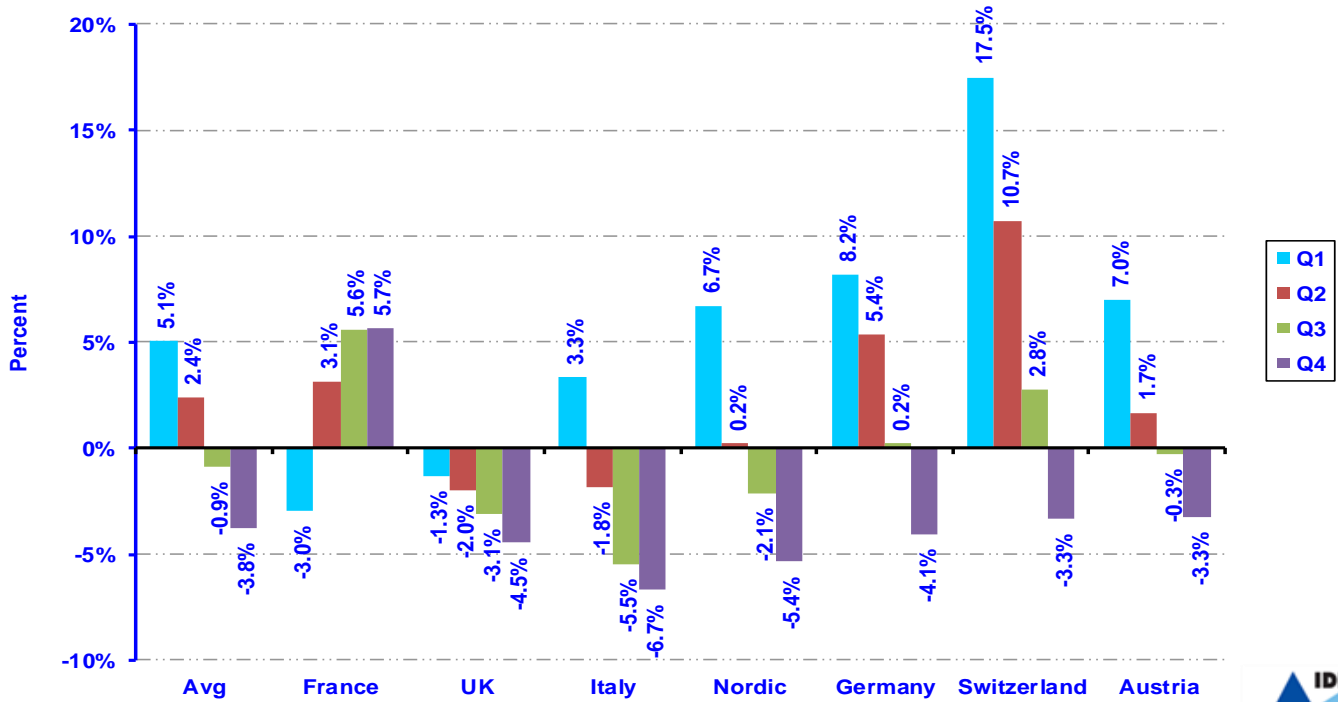
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4TH QTR. 2019 **TOTAL COMPONENTS YTD Billings Trend**

Graphic T4

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



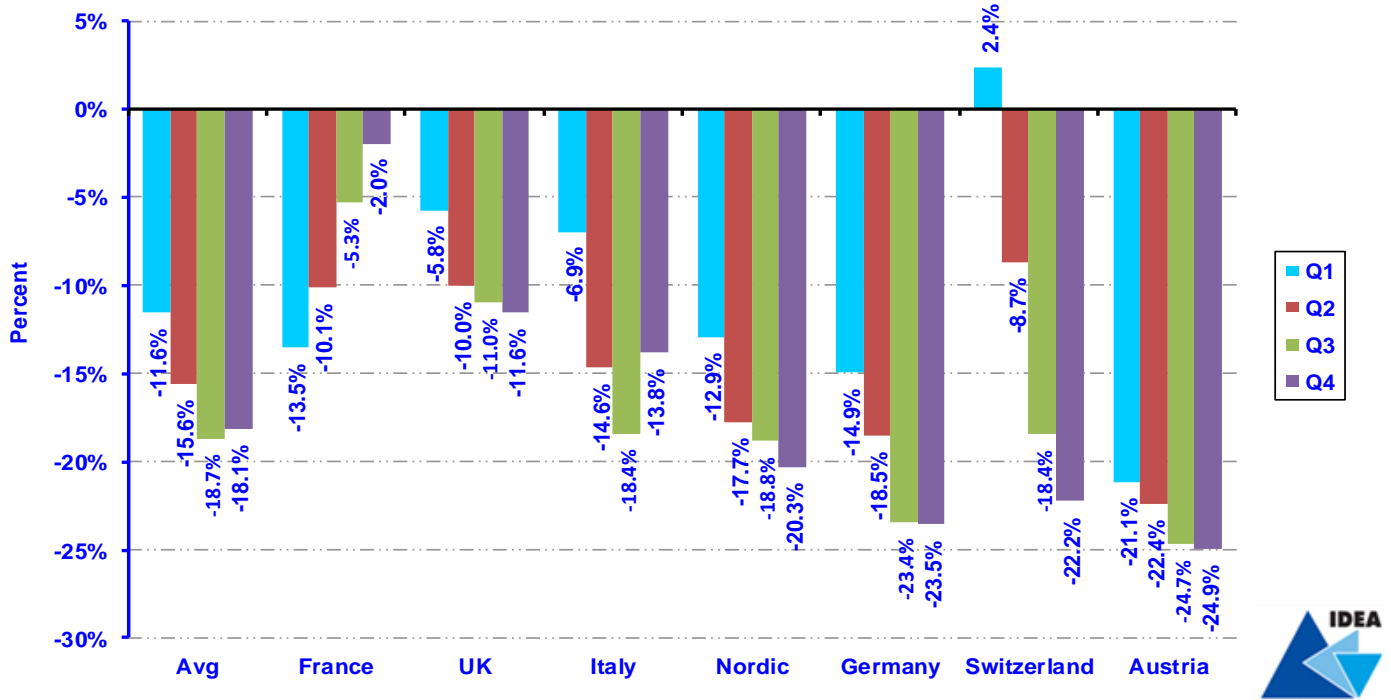
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4TH QTR. 2019 TOTAL COMPONENTS YTD Bookings Trend

Graphic T5

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

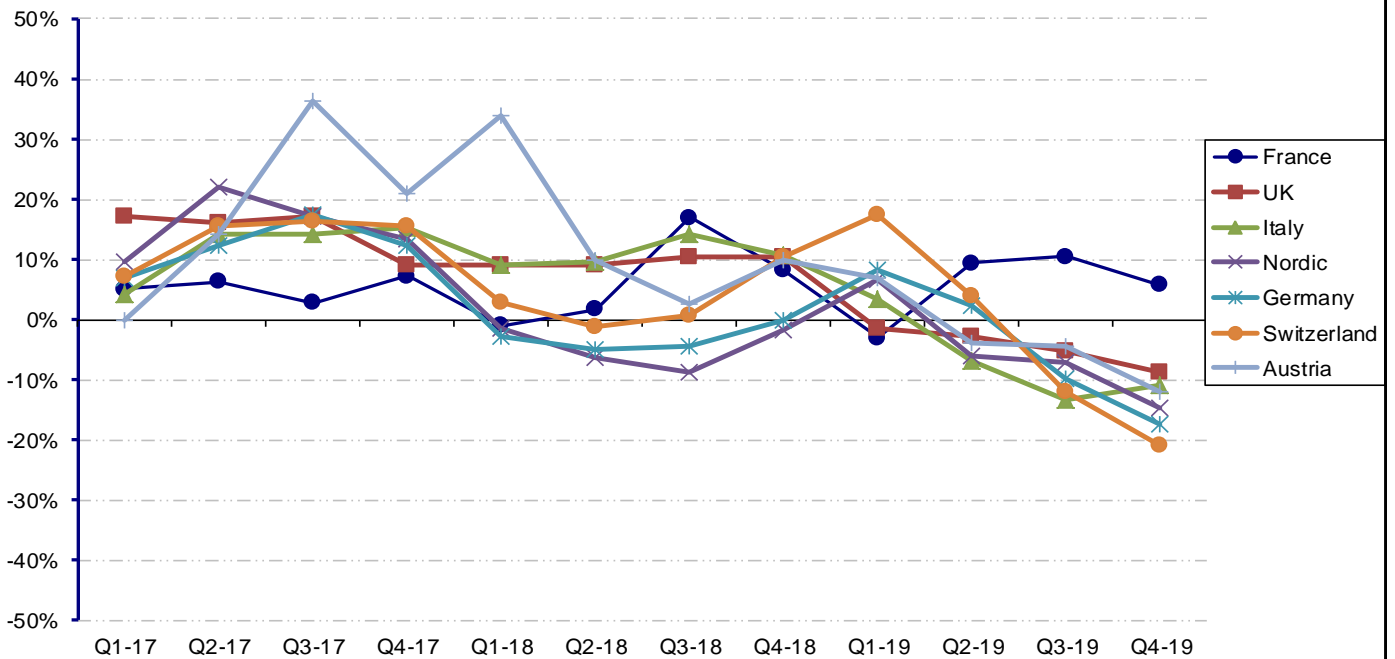


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4TH QTR. 2019 TOTAL COMPONENTS TENDENTIAL INDEX BY COUNTRY(Q.QY-1) GraphicT6

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

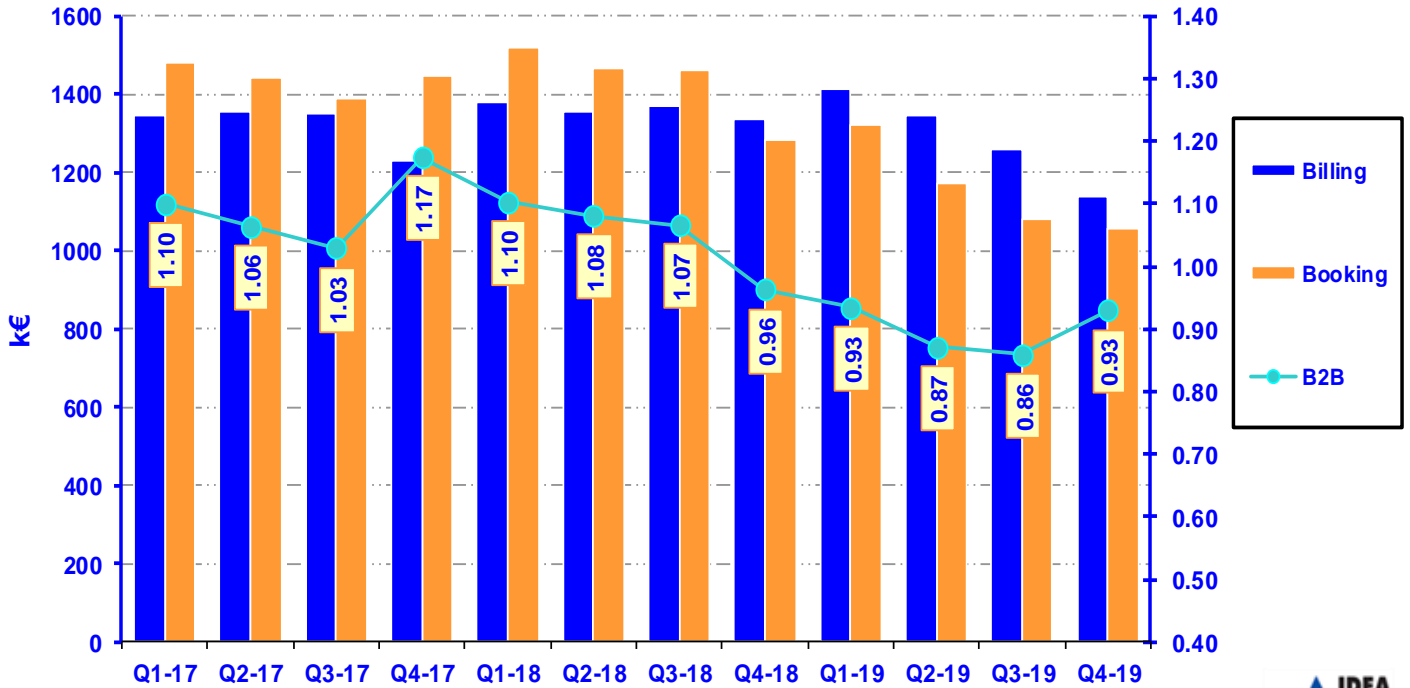


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4TH QTR. 2019 SEMICONDUCTOR bookings, billings & book:bill ratio *Graphic S1*

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

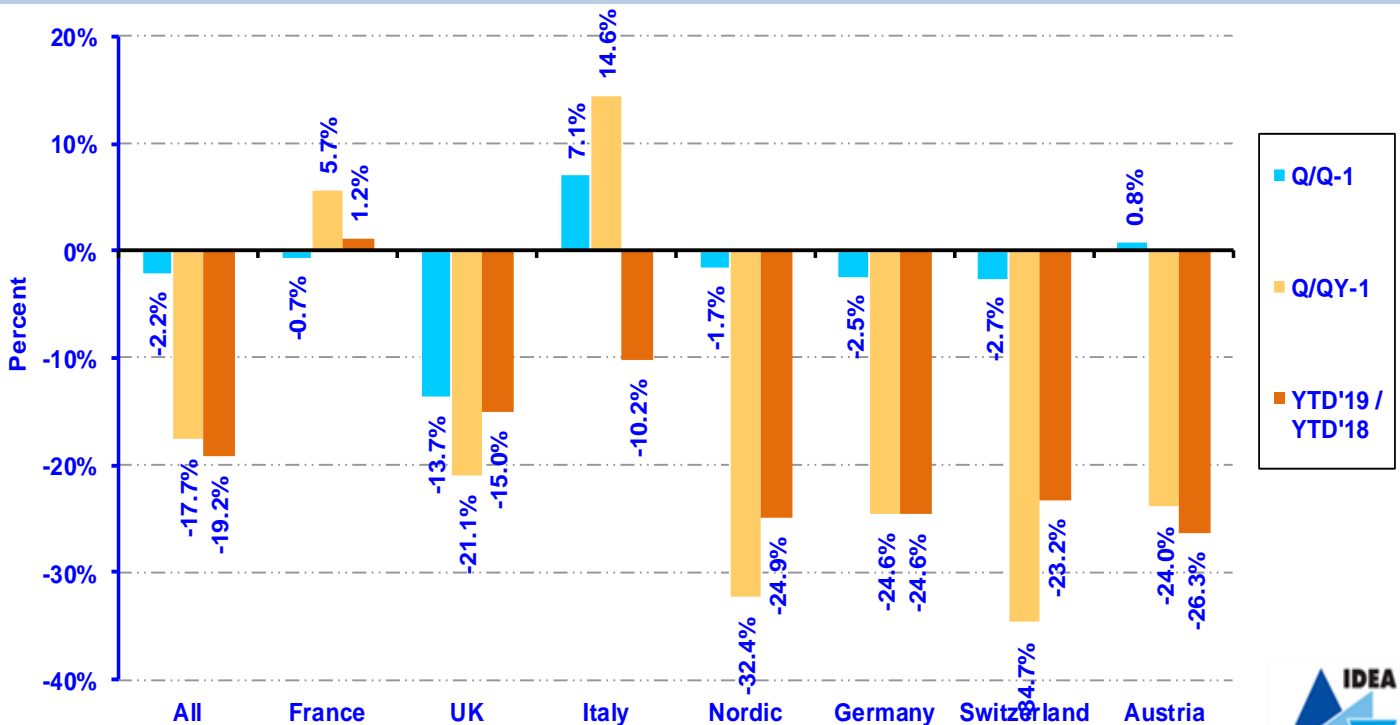


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4TH QTR 2019 SEMICONDUCTOR Booking Trend *Graphic S2*

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



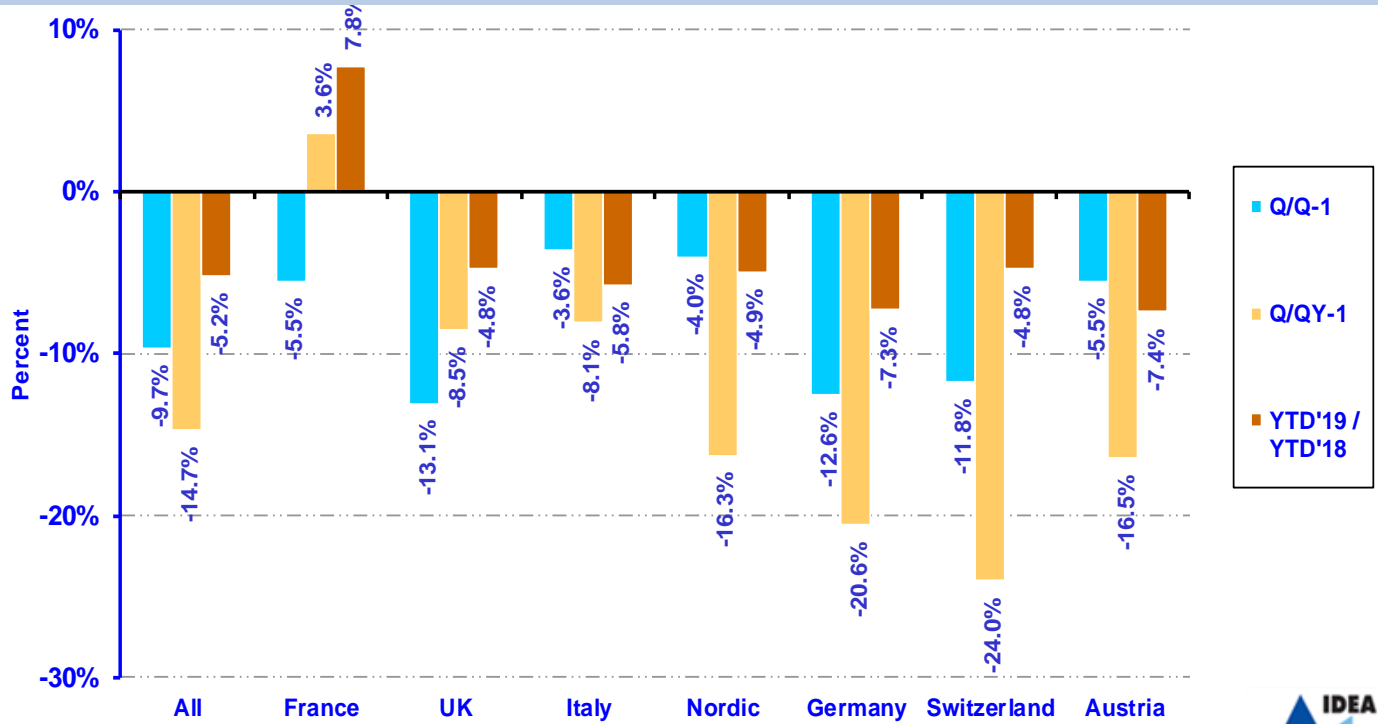
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4TH QTR 2019 SEMICONDUCTOR Billing Trend

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



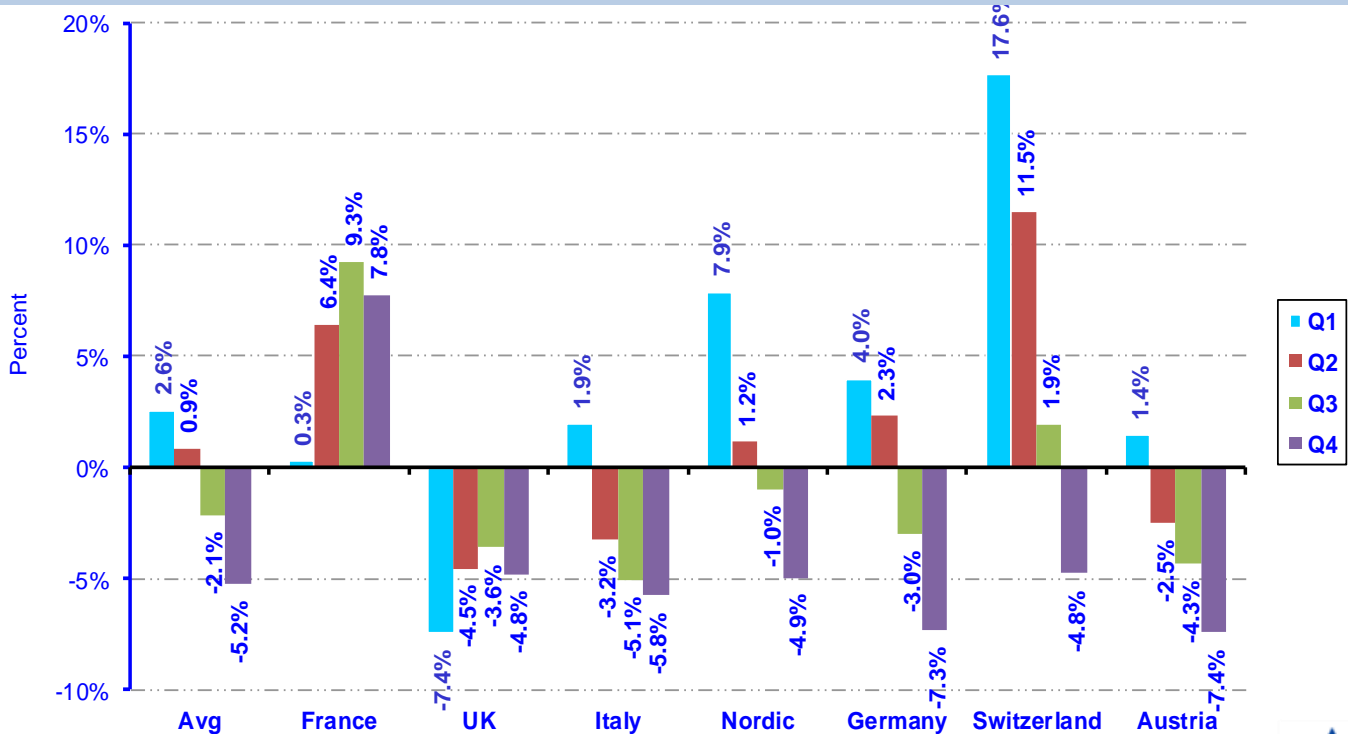
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4TH QTR. 2019 SEMICONDUCTOR YTD BILLING TREND

Graphic S4

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



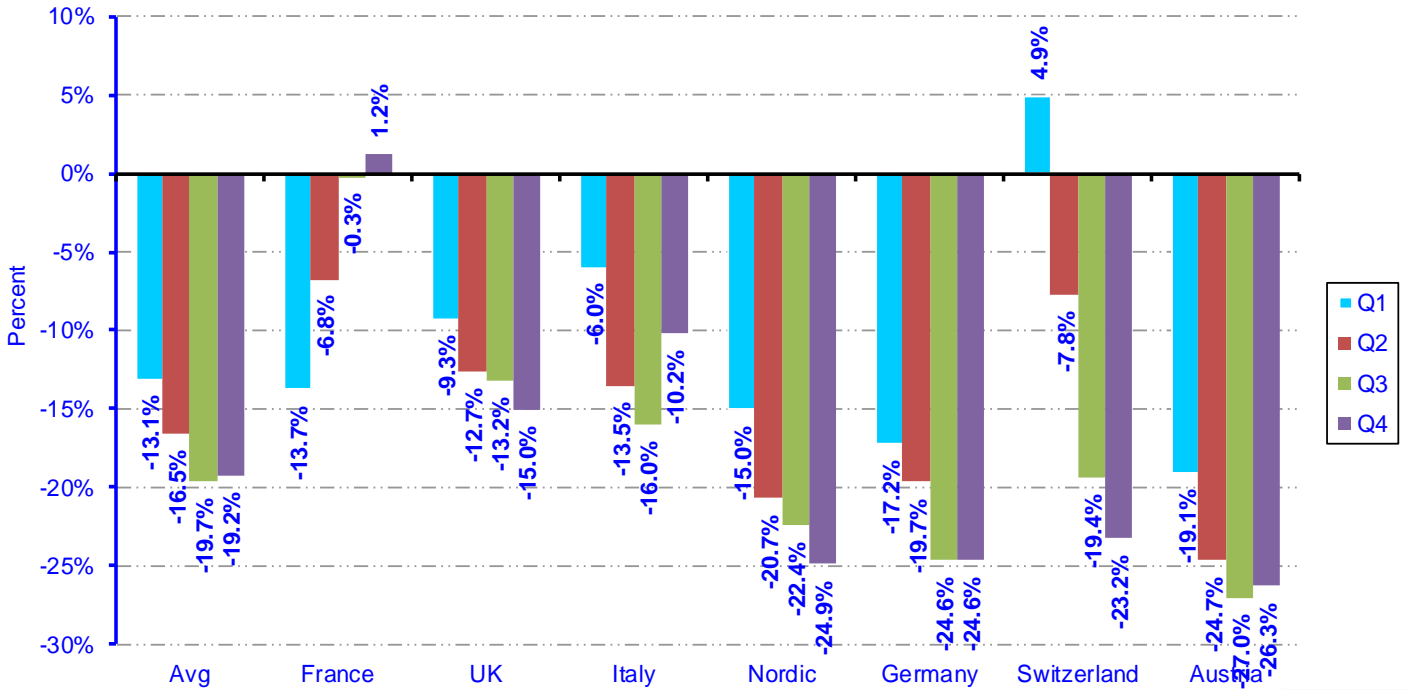
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4TH QTR. 2019 SEMICONDUCTOR YTD BOOKING TREND

Graphic S5

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



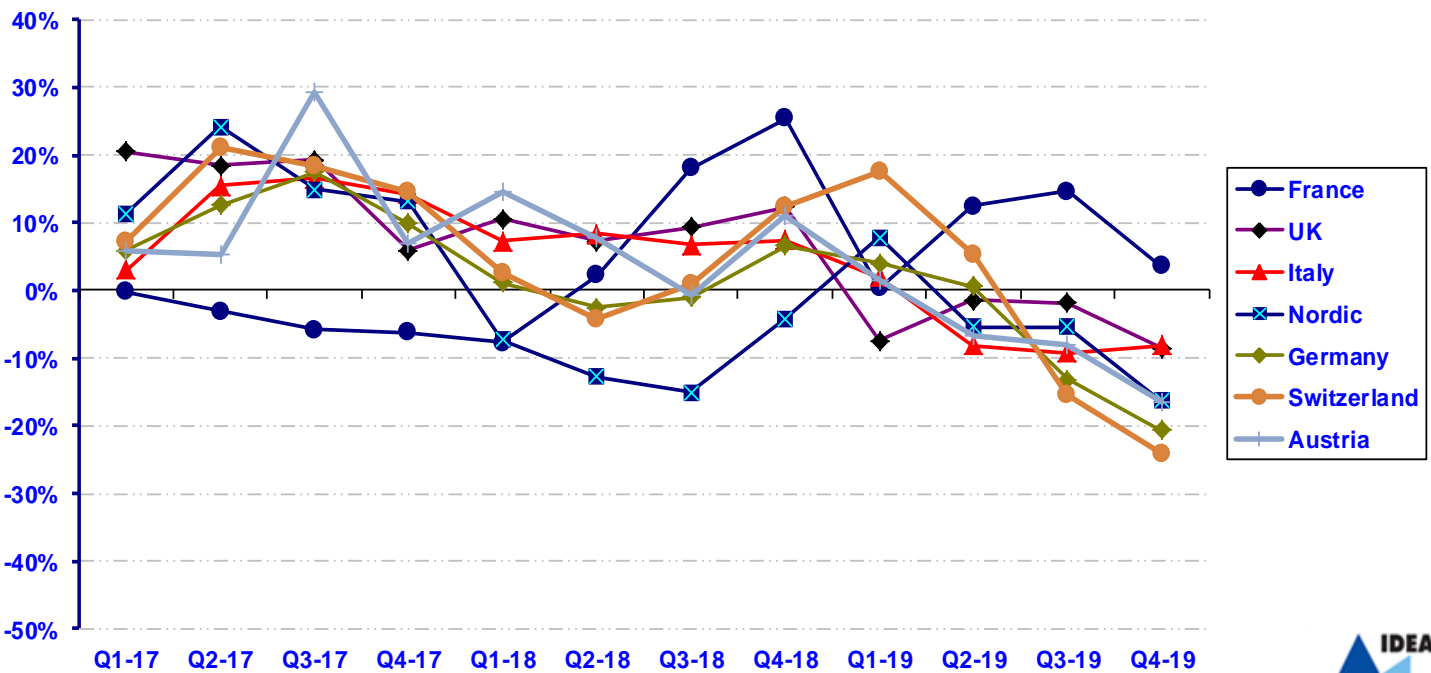
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4TH QTR. 2019 SEMICONDUCTOR TENDENTIAL INDEX (Q/Qy-1)

Graphic S6

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



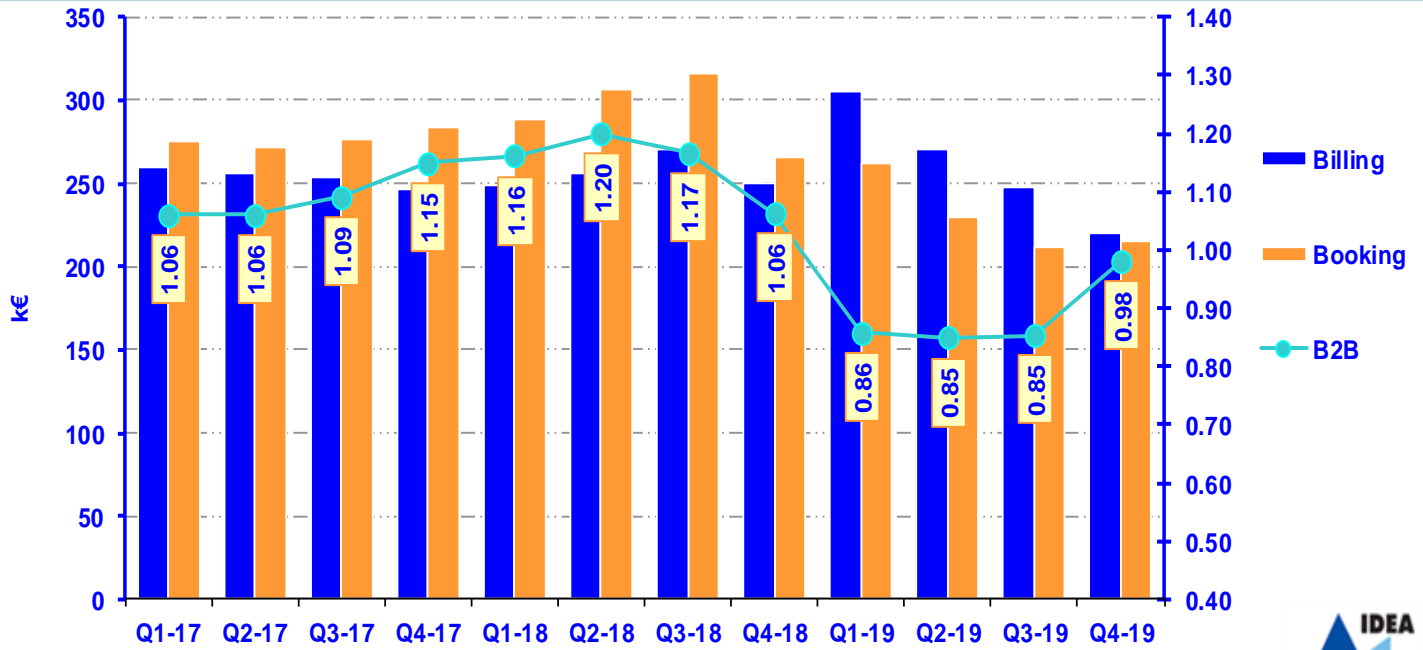
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4TH QTR. 2019 **PASSIVES** booking, billing & book:bill ratio

Graphic P1

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



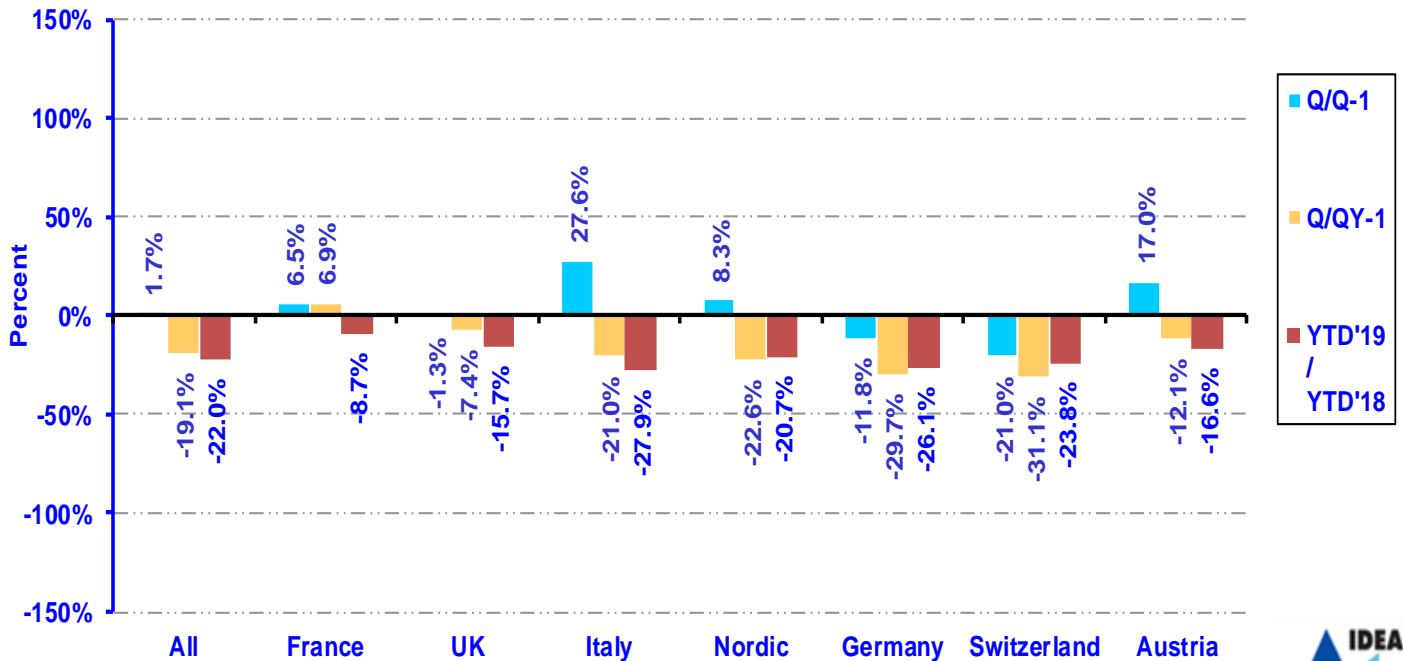
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4TH QTR. 2019 **PASSIVE COMPONENTS** Booking Trend

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)



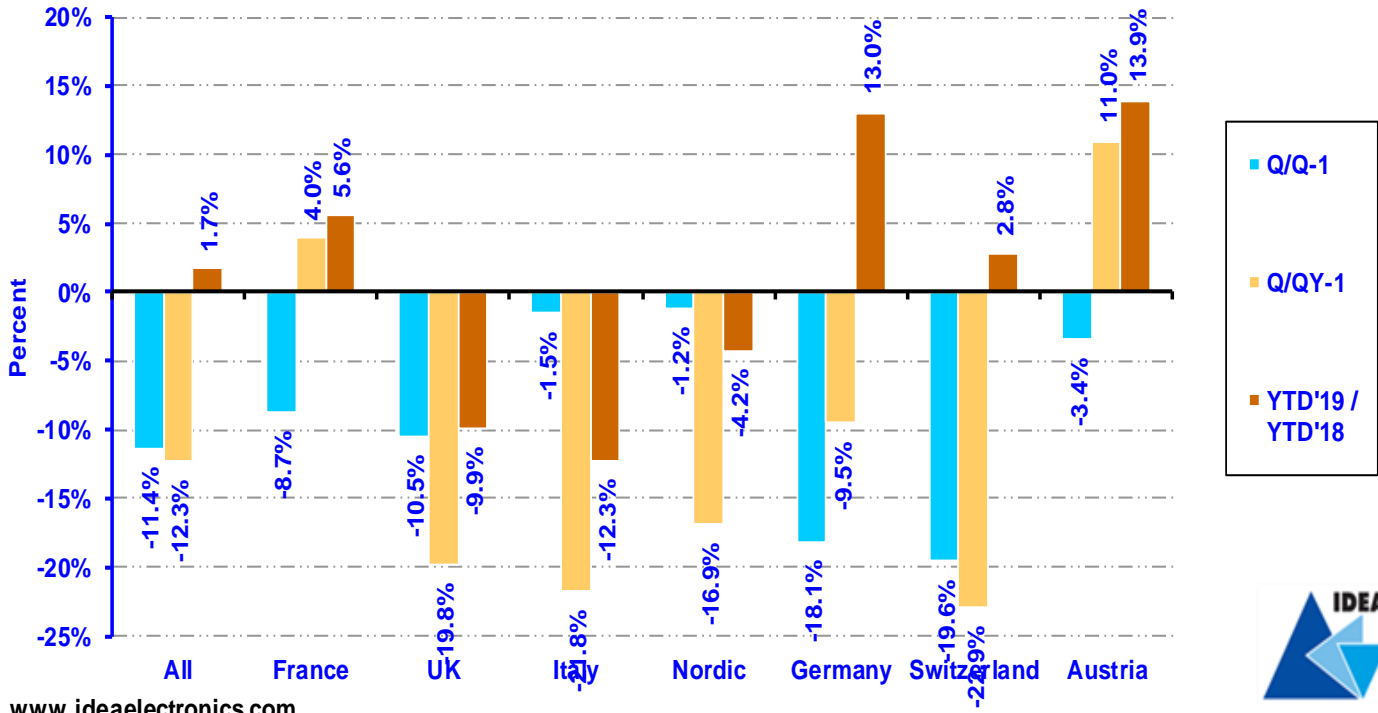
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4TH QTR. 2019 **PASSIVE COMPONENTS** Billings Trend

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)



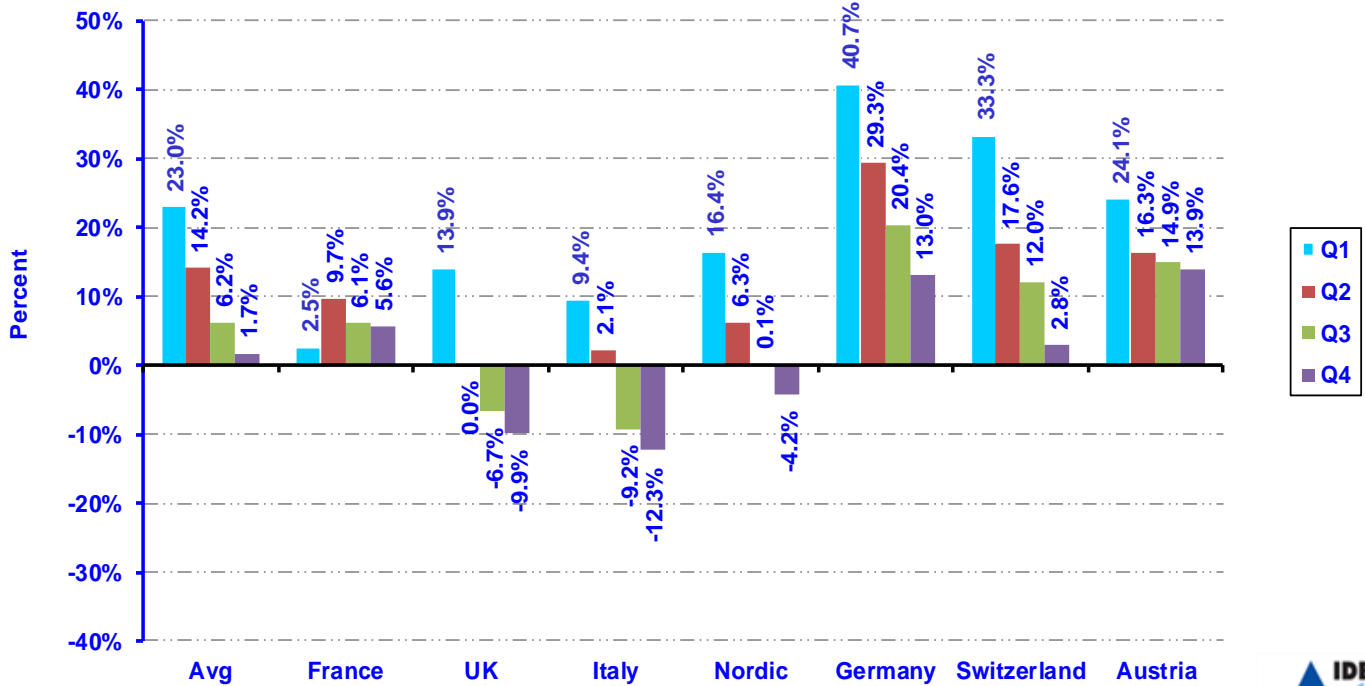
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4TH QTR. 2019 **PASSIVES** YTD Billings Trend

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



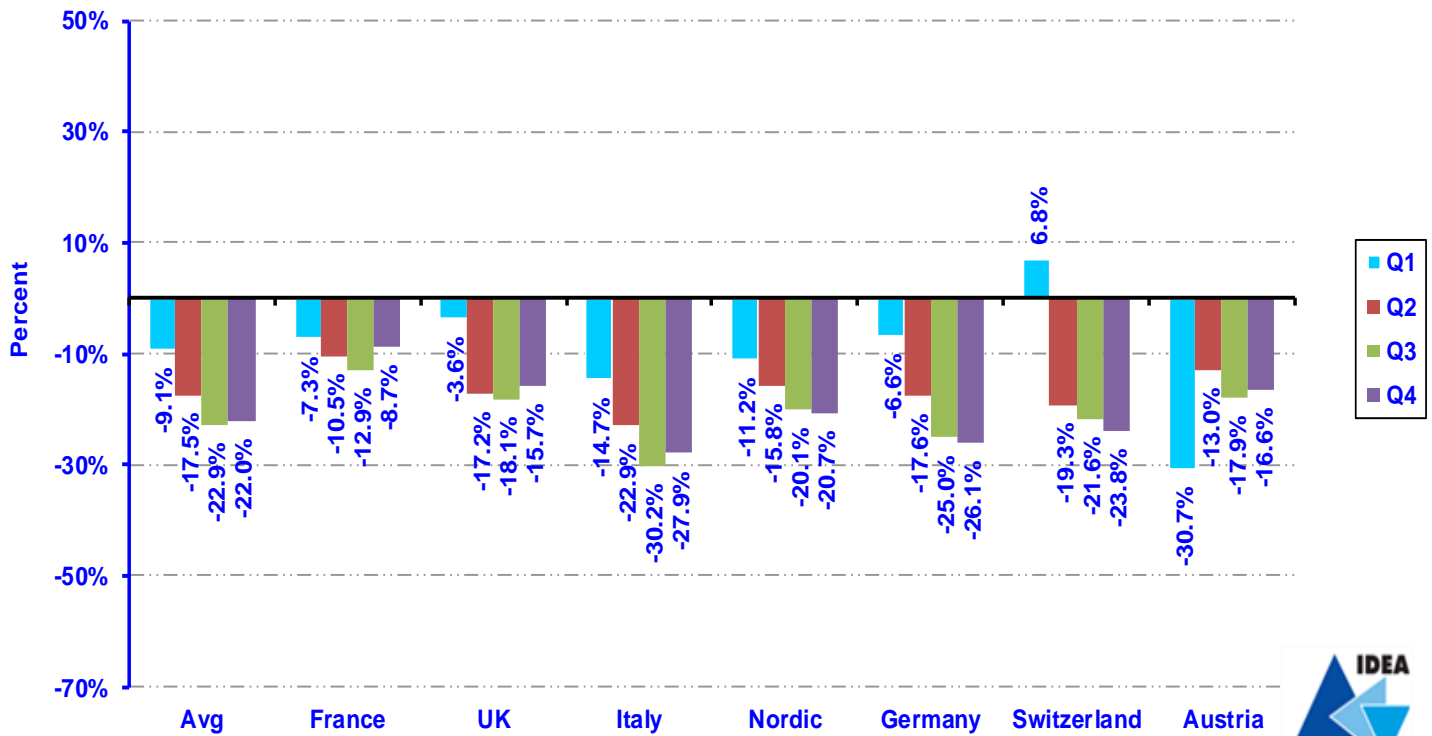
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4TH QTR. 2019 **PASSIVES YTD Bookings Trend**

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



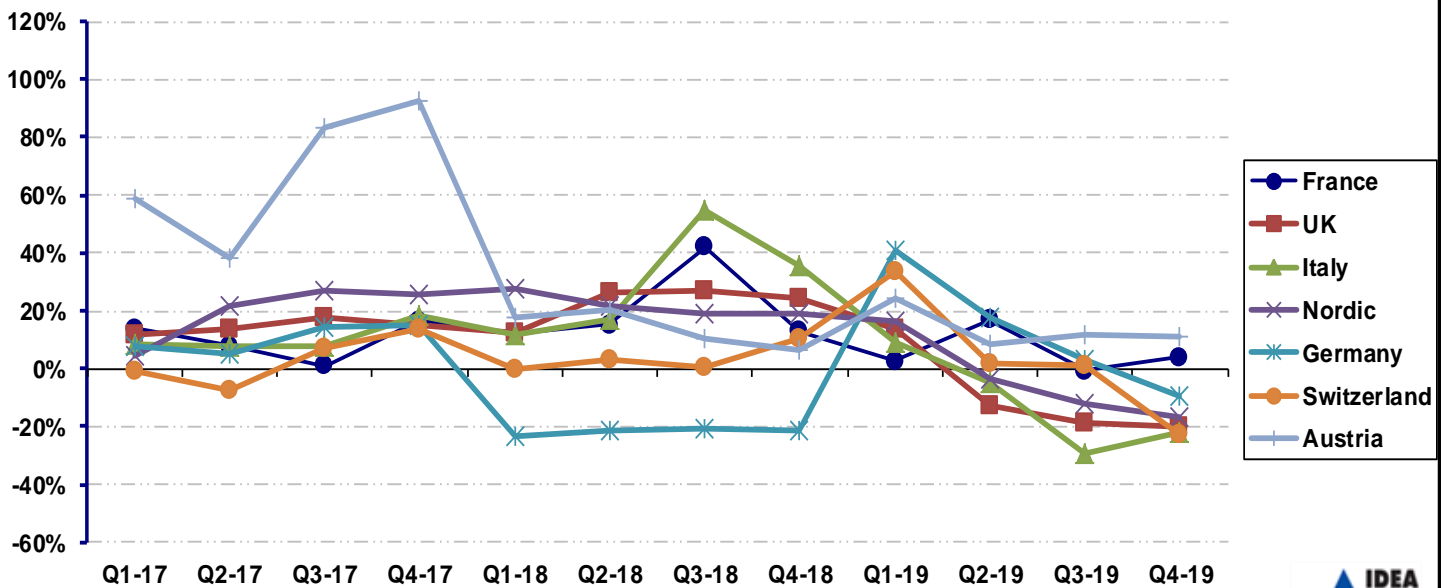
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4TH QTR. 2019 **PASSIVES TENDENTIAL INDEX BY COUNTRY (Q/Qy-1)**

Graphic P6

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



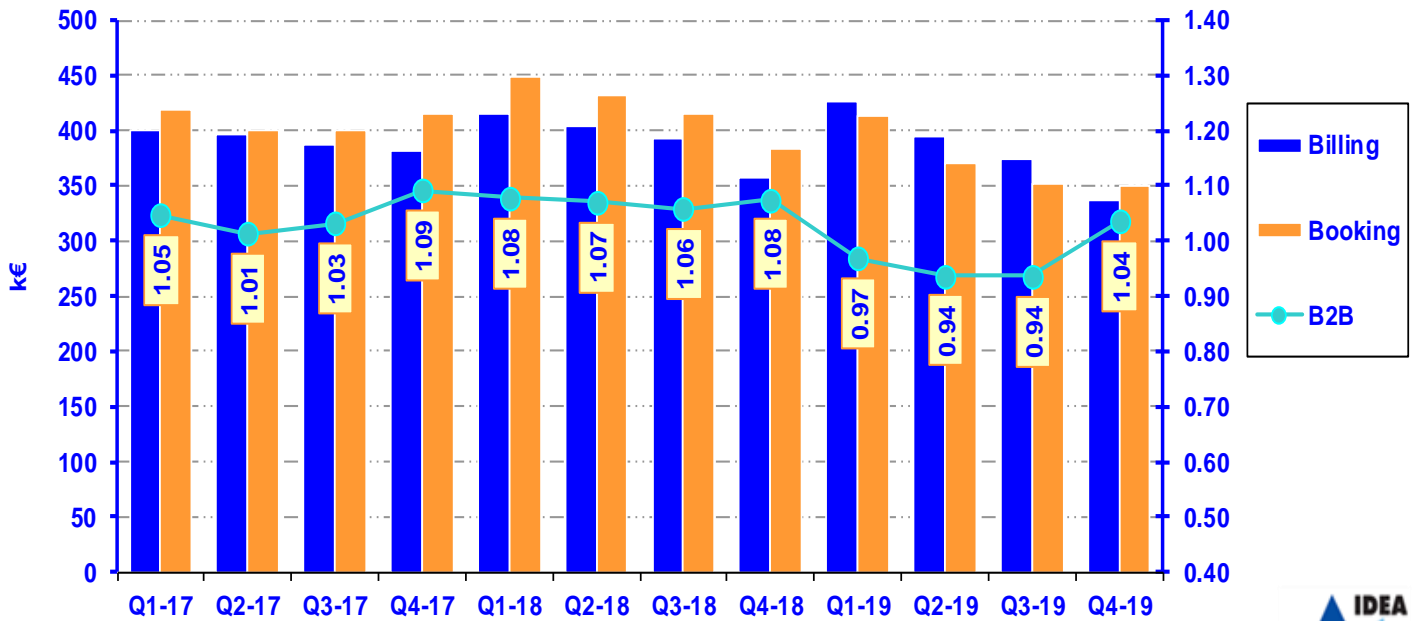
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4TH QTR. 2019 EMECH COMPONENTS booking, billing & book:bill ratio

Graphic E1

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



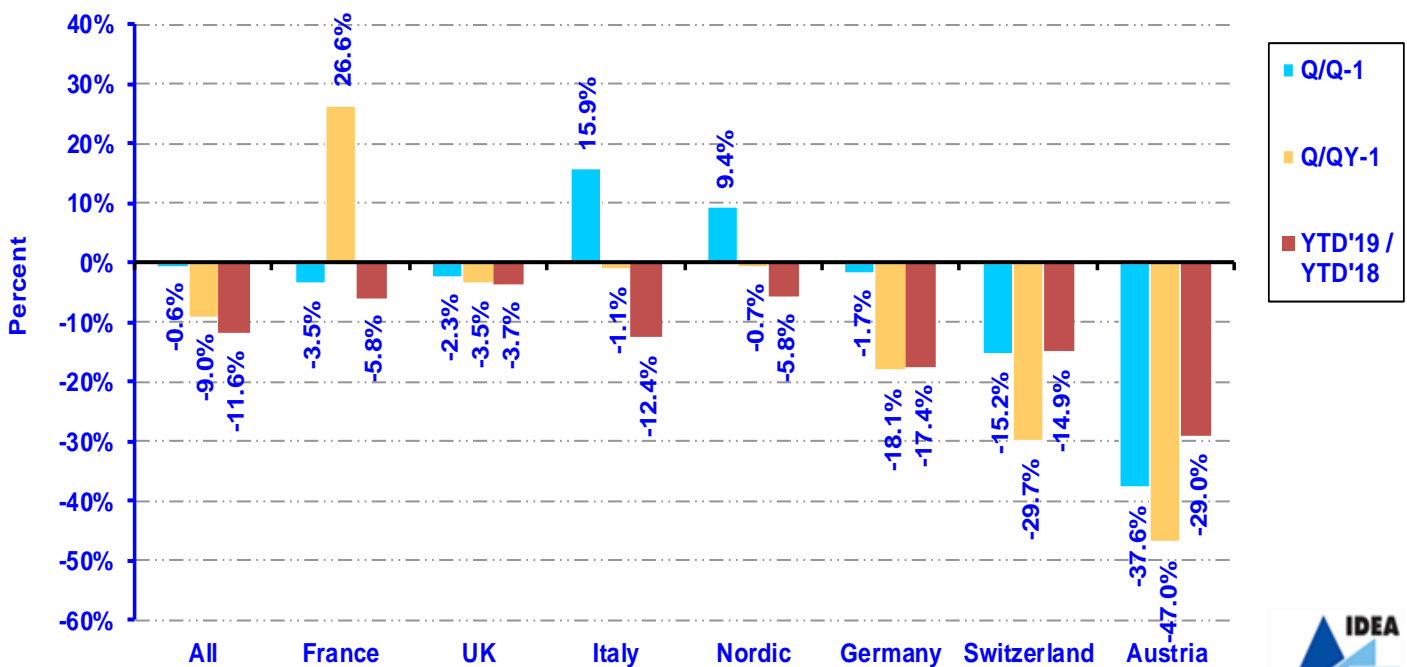
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4TH QTR. 2019 EMECH COMPONENTS Booking Trend

Graphic E2

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



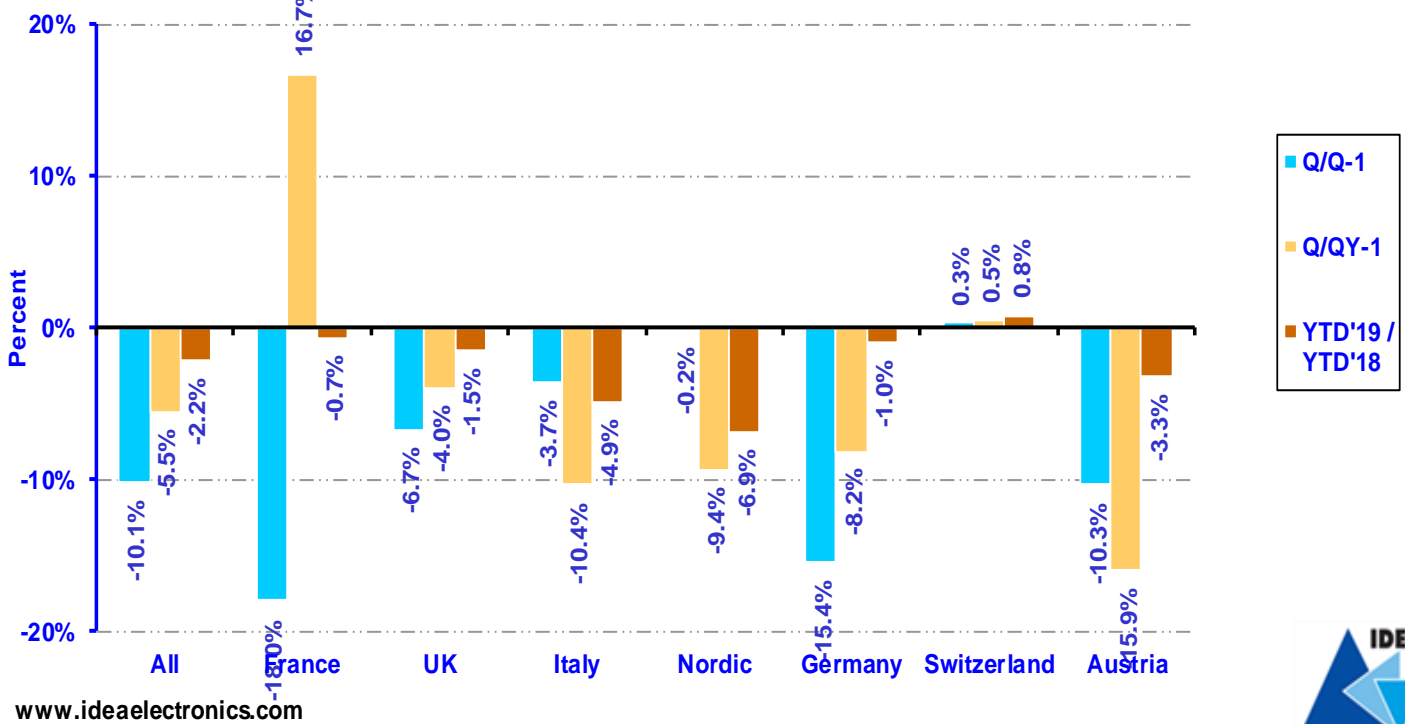
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4TH QTR. 2019 EMECH COMPONENTS Billings Trend

Graphic E3

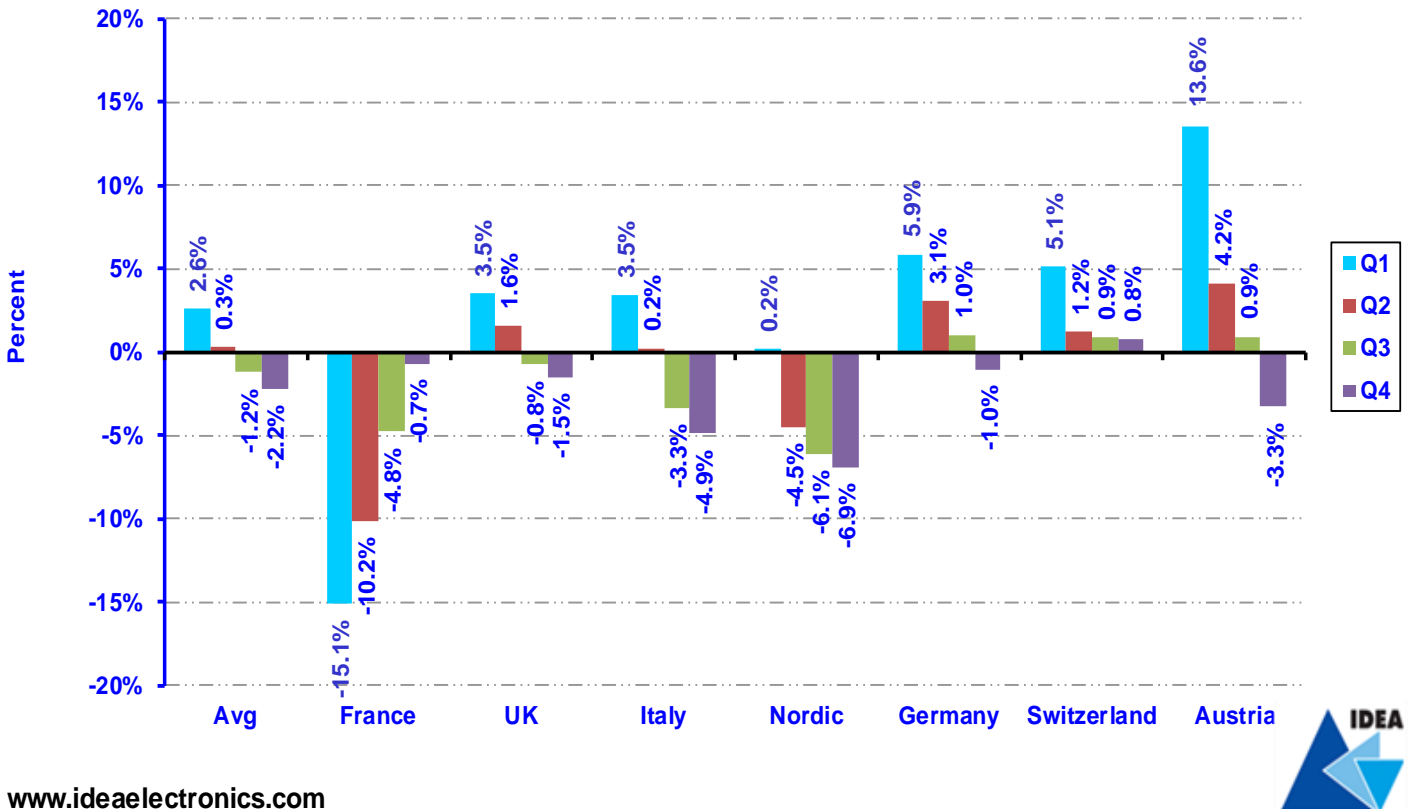
Distribution sales of emech components comparing current qtr with prior qtr (Q/Q-1) and same qtr prior year (Q/QY-1) plus YTD trend



4TH QTR. 2019 EMECH COMPONENTS YTD Billings Trend

Graphic E4

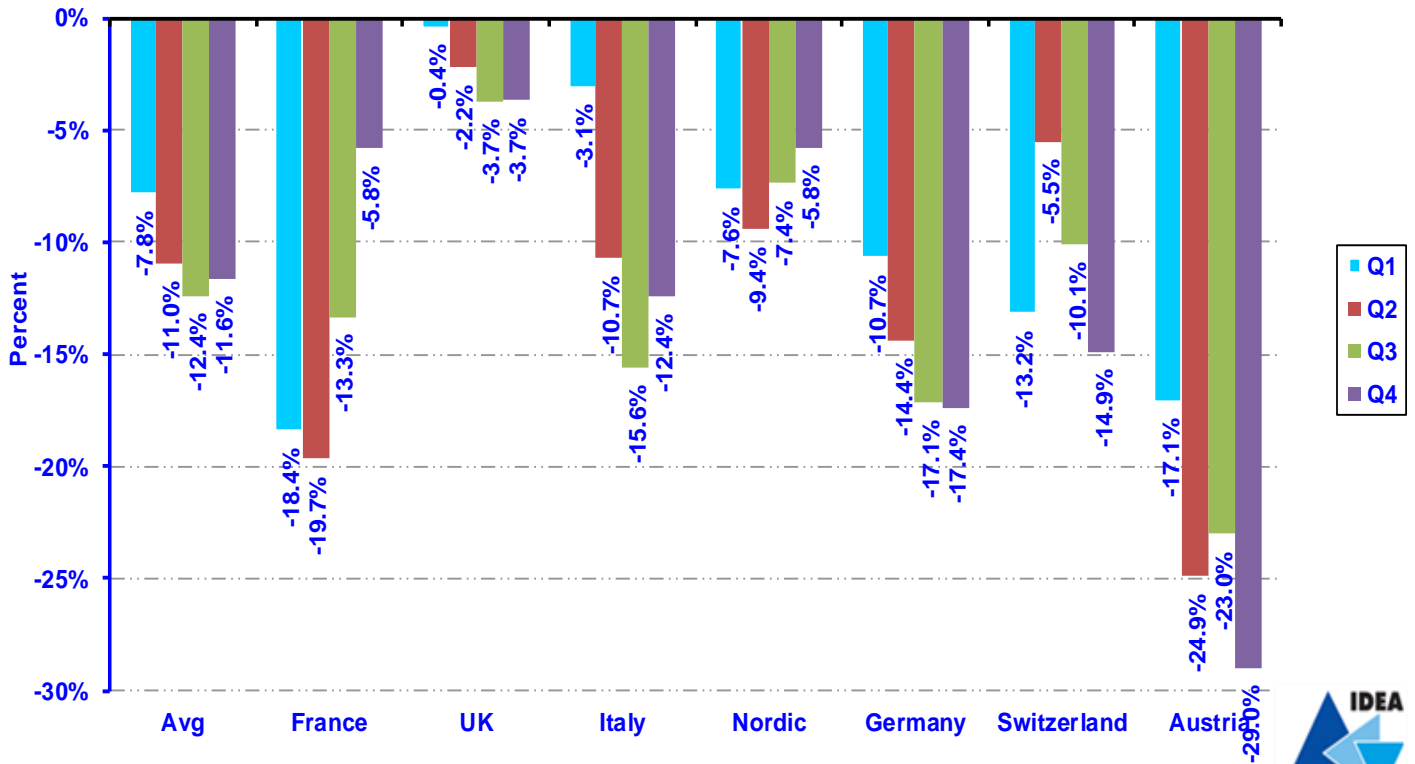
Cumulative sales of EMEch components through distribution by country for the current year showing the growth/decline % compared with the same period prior year



4TH 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



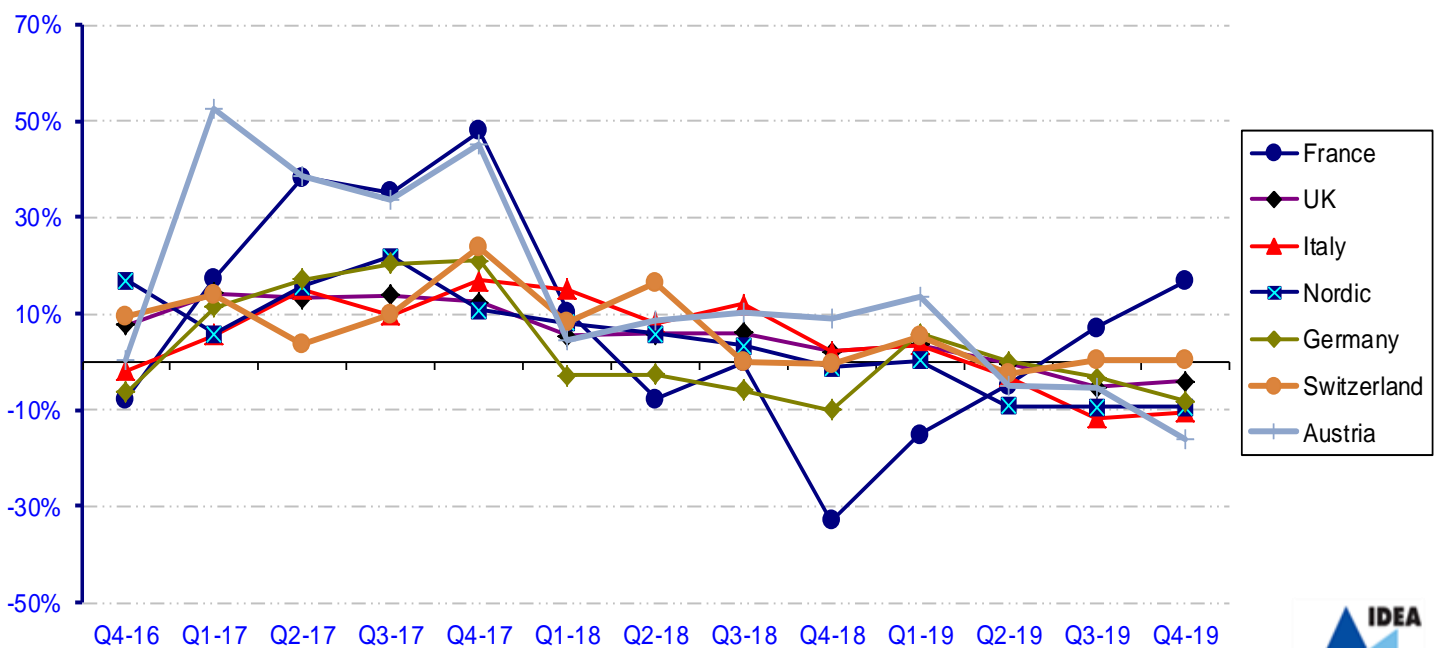
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4TH QTR. 2019 EMECH TENDENTIAL INDEX BY COUNTRY(Q/Qy-1)

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	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19	
All	Semis	Bookings	1,520	1,466	1,462	1,284	1,321	1,171	1,081	1,057	
		Billings	1,378	1,356	1,371	1,334	1,414	1,345	1,259	1,137	
	Passives	Bookings	289	307	316	266	262	230	212	215	
		Billings	248	256	271	251	306	270	248	220	
	Emech/Other	Bookings	448	432	415	384	413	370	351	349	
		Billings	416	403	392	357	426	395	375	337	
	Totals	Bookings	2,256	2,205	2,193	1,934	1,996	1,771	1,644	1,622	
		Billings	2,042	2,015	2,034	1,941	2,146	2,010	1,882	1,694	
	Country	Category	Activity	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19
	France	Semis	Bookings	119	109	99	107	102	110	114	113
Billings			104	104	109	114	104	117	125	118	
Passives		Bookings	35	34	33	27	32	29	27	29	
		Billings	29	29	30	26	30	33	30	27	
Emech/Other		Bookings	39	38	33	25	32	30	33	32	
		Billings	41	38	36	27	35	36	39	32	
Totals		Bookings	193	181	165	159	167	169	174	174	
		Billings	175	171	176	168	170	187	194	177	
Country		Category	Activity	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19
UK		Semis	Bookings	198	195	186	174	179	164	159	137
	Billings		190	180	189	177	176	178	186	162	
	Passives	Bookings	47	53	50	43	45	38	40	40	
		Billings	42	47	50	45	48	41	40	36	
	Emech/Other	Bookings	112	111	107	101	112	107	99	97	
		Billings	107	105	108	99	111	105	102	95	
	Totals	Bookings	356	359	343	318	336	308	299	274	
		Billings	339	332	347	321	335	323	329	293	
	Country	Category	Activity	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19
	Italy	Semis	Bookings	255	237	227	167	239	186	179	191
Billings			229	239	208	198	233	220	189	182	
Passives		Bookings	57	62	66	60	49	43	37	48	
		Billings	51	52	58	52	56	50	41	40	
Emech/Other		Bookings	55	56	52	46	53	45	39	45	
		Billings	55	55	47	45	57	53	41	40	
Totals		Bookings	367	355	346	273	341	275	255	284	
		Billings	334	346	313	294	345	323	271	262	
Country		Category	Activity	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19
Nordic		Semis	Bookings	111	122	105	113	95	90	77	76
	Billings		101	104	98	106	109	99	93	89	
	Passives	Bookings	15	16	15	15	13	13	11	11	
		Billings	13	14	13	14	15	13	12	11	
	Emech/Other	Bookings	40	37	33	35	37	33	32	35	
		Billings	37	38	36	36	37	35	33	33	
	Totals	Bookings	166	175	152	162	144	136	120	122	
		Billings	151	156	147	156	161	147	137	133	
	Country	Category	Activity	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19
	Germany	Semis	Bookings	724	679	714	605	599	528	468	456
Billings			642	620	652	623	668	623	566	495	
Passives		Bookings	111	115	128	99	103	83	79	70	
		Billings	94	95	100	93	132	112	103	84	
Emech/Other		Bookings	178	167	165	153	159	136	127	125	
		Billings	152	144	143	127	161	144	138	117	
Totals		Bookings	1012	961	1006	857	861	747	674	651	
		Billings	889	858	895	844	962	879	808	696	
Country		Category	Activity	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19
Switzerland		Semis	Bookings	58	65	72	66	61	52	44	43
	Billings		59	57	64	62	69	60	54	47	
	Passives	Bookings	7	10	9	8	8	6	7	5	
		Billings	7	7	7	8	9	7	7	6	
	Emech/Other	Bookings	12	10	11	10	10	10	9	7	
		Billings	10	10	9	9	10	10	9	9	
	Totals	Bookings	77	85	92	84	79	69	59	56	
		Billings	76	75	80	80	89	78	71	63	
	Country	Category	Activity	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19
	Austria	Semis	Bookings	56	58	59	53	45	41	40	40
Billings			54	51	51	53	54	48	47	44	
Passives		Bookings	17	18	16	15	12	18	11	13	
		Billings	13	13	13	13	16	14	14	14	
Emech/Other		Bookings	13	14	14	13	10	9	11	7	
		Billings	13	13	13	13	14	12	12	11	
Totals		Bookings	86	90	88	81	67	69	63	60	
		Billings	79	77	77	78	84	74	73	69	