

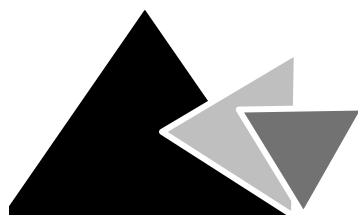
QUARTERLY TREND STATISTICS

Q1-2019

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22	• Quarterly Total Electronic Component Bookings/Billings	France, UK & Eire, Italy, Nordic, Germany, Switzerland and Austria	€
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23	• Quarterly Passive Component Bookings/Billings	France, UK & Eire, Italy, Nordic, Germany, Switzerland and Austria	US\$
24	• Quarterly Electromechanical & Other Component Bookings/Billings	France, UK & Eire, Italy, Nordic, Germany, Switzerland and Austria	US\$
24	• Quarterly Total Electronic Component Bookings/Billings	France, UK & Eire, Italy, Nordic, Germany, Switzerland and Austria	US\$



International
Distribution of
Electronics
Association

CONSOLIDATED QUARTERLY TREND STATISTICS 2015-2017 UK, FRANCE, ITALY, NORDIC and GERMANY

PERIOD: Q1 – 2019 ISSUED: 20th May 2019

Introduction

The International Distribution of Electronics Association is committed to improving communication between member countries and the attached package of statistical data covering Italy, France, UK, Nordic, Germany, Switzerland and Austria. Switzerland and Austrian data has been included from Q3 2015 and has been historically back dated to Q1 2012. This comprises regular quarterly trend information in the same format.

The consolidation has been carried out by **ecsn** (afdec) in the UK and any queries should be addressed to:-

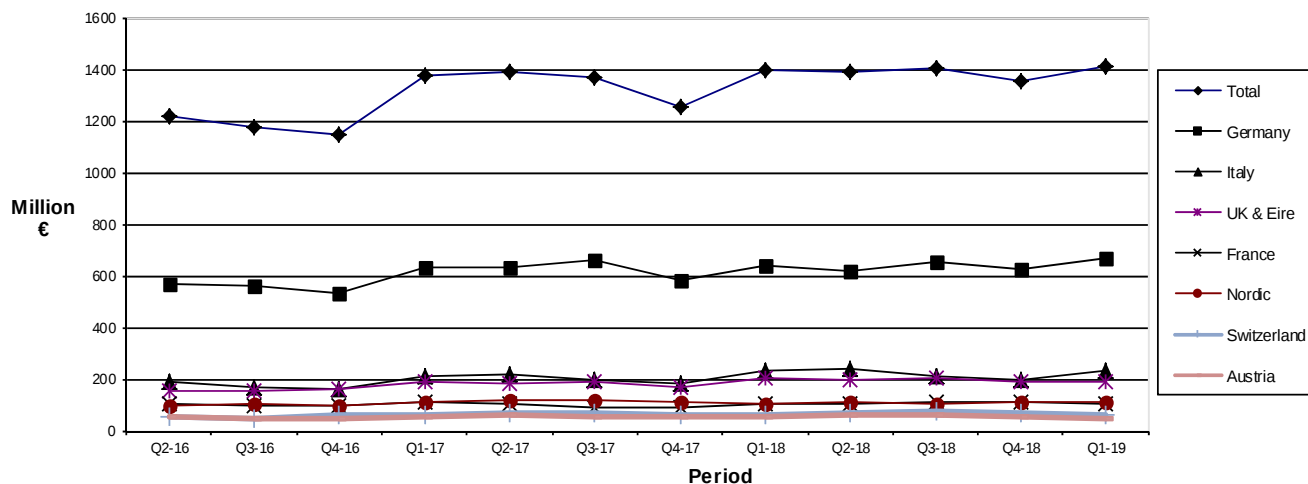
Graham Waite
Telephone: 44 (0) 1763 274748
Email: enquiries@ecsn-uk.org

The trend statistics include data compiled by SPDEI (France), ASSODEL (Italy), **ecsn** (UK/Eire & NORDIC) and FBDI (Germany). The numbers shown represent the **actual** sales by member companies so reflect an accurate trend. It should be noted that revisions have been made to the UK, Nordic and Italian data to reflect changes to contributors inputs.

COUNTRY	Association	Approx. DTAM 2017 (Distribution Total Available Market)	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 & Eire	ecsn/afdec	€1570 Mill	€1319 Mill	84%
Italy	ASSODEL	€1549 Mill	€1162 Mill	75%
Nordic	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%

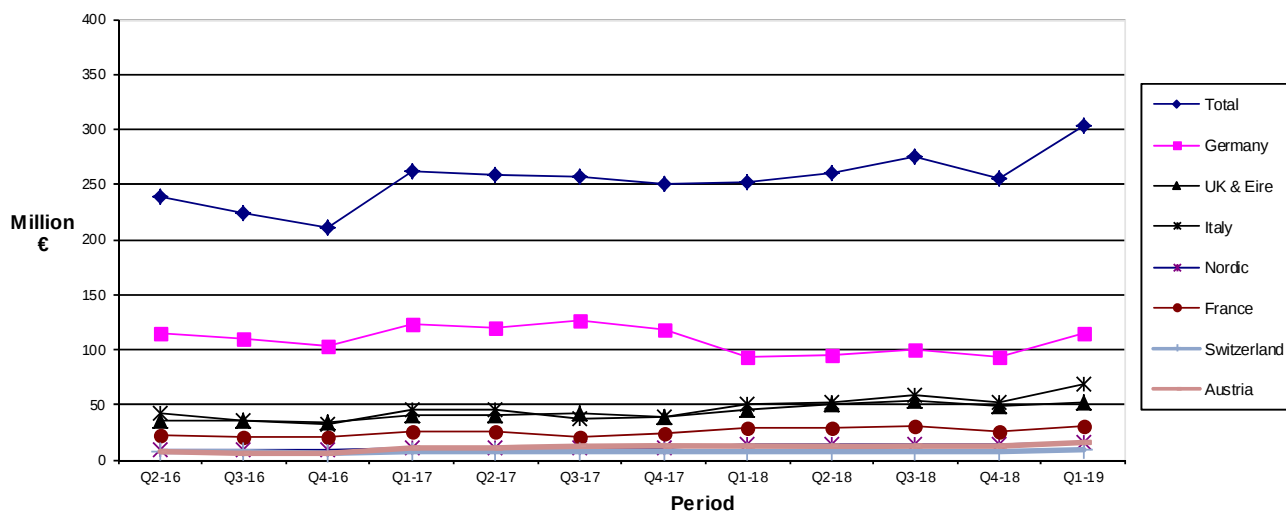
IMPORTANT NOTE: To ensure that exchange rate variations do not confuse the trend, the exchange rates shown are the average 2017 Local currency/€ conversion rates. The 2017 average rates are: UK Pound/€ 0.8765, Danish Krona/€ 7.4387, Norwegian Krona/€ 9.3315, Swedish Krona/€ 9.6636. US \$ to € conversions are made at the average 2017 rate of 1.1296 (0.8852).

Semiconductors Billings Trend



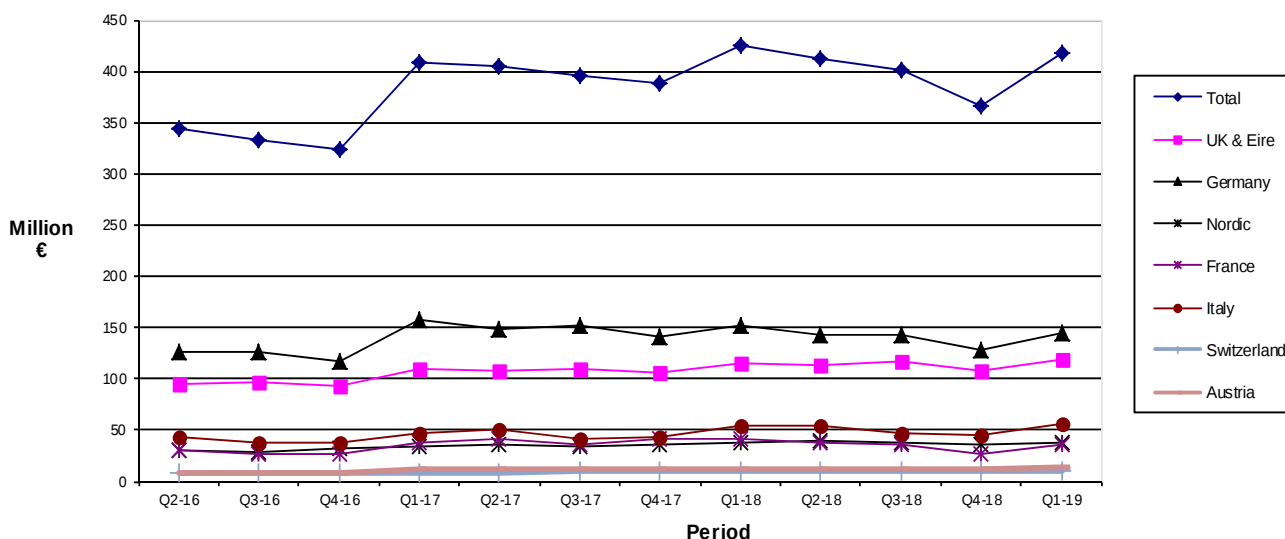
	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
Total	1215	1176	1150	1372	1389	1365	1253	1399	1389	1406	1355	1411
Germany	565	561	532	635	636	659	585	642	620	652	623	664
Italy	191	167	161	213	221	195	184	229	239	208	198	233
UK & Eire	153	157	160	186	182	187	170	206	195	205	191	190
France	105	98	97	113	102	92	91	104	104	109	114	104
Nordic	96	101	98	109	120	116	111	104	108	101	110	112
Switzerland	53	48	58	63	69	64	62	58	65	72	66	61
Austria	51	44	43	54	60	52	52	56	58	59	53	45

Passive Components Billings Trend



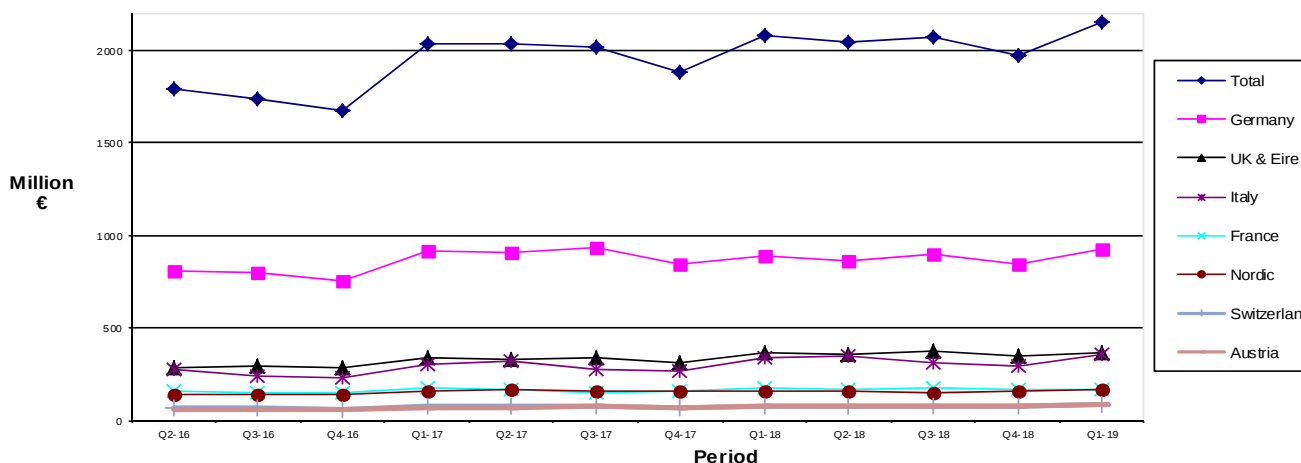
	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
Total	239	224	211	262	259	257	250	252	260	276	255	303
Germany	115	110	103	123	120	126	119	94	95	100	93	114
UK & Eire	35	36	34	40	40	42	39	45	50	54	49	51
Italy	41	35	32	45	45	38	38	51	52	58	52	68
Nordic	9	9	9	10	11	11	12	13	14	13	14	15
France	23	21	20	26	25	21	23	29	29	30	26	30
Switzerland	8	7	6	7	7	7	7	7	7	7	8	9
Austria	8	6	6	11	11	12	12	13	13	13	13	15

Electromechanical & Other Components Billings Trend



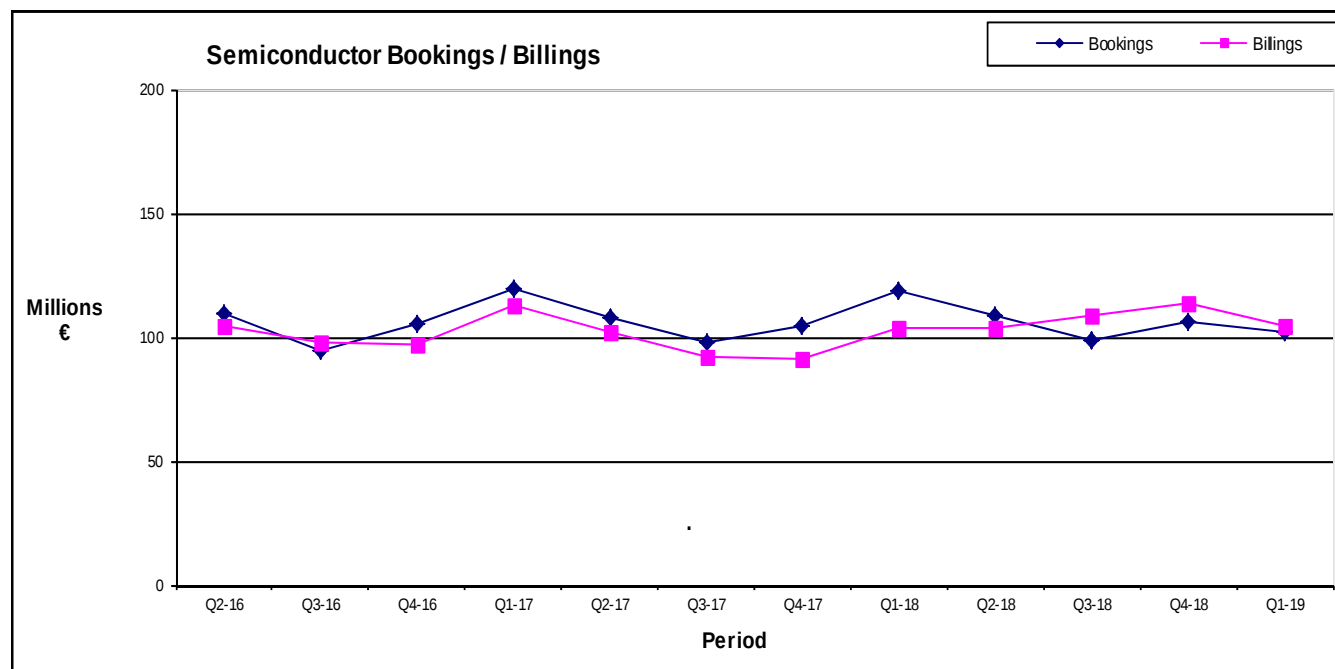
	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
Total	343	334	324	408	404	396	389	425	413	402	366	418
UK & Eire	95	97	94	110	108	110	105	116	114	117	107	120
Germany	126	126	117	157	148	152	141	152	144	143	127	144
Nordic	31	29	33	35	36	35	36	38	39	37	37	38
France	30	27	28	38	41	37	41	41	38	36	27	35
Italy	44	38	37	48	51	42	44	55	55	47	45	56
Switzerland	8	9	8	9	9	9	9	10	10	9	9	10
Austria	9	9	8	12	12	11	12	13	13	13	13	14

Total Electronic Components Billings Trend

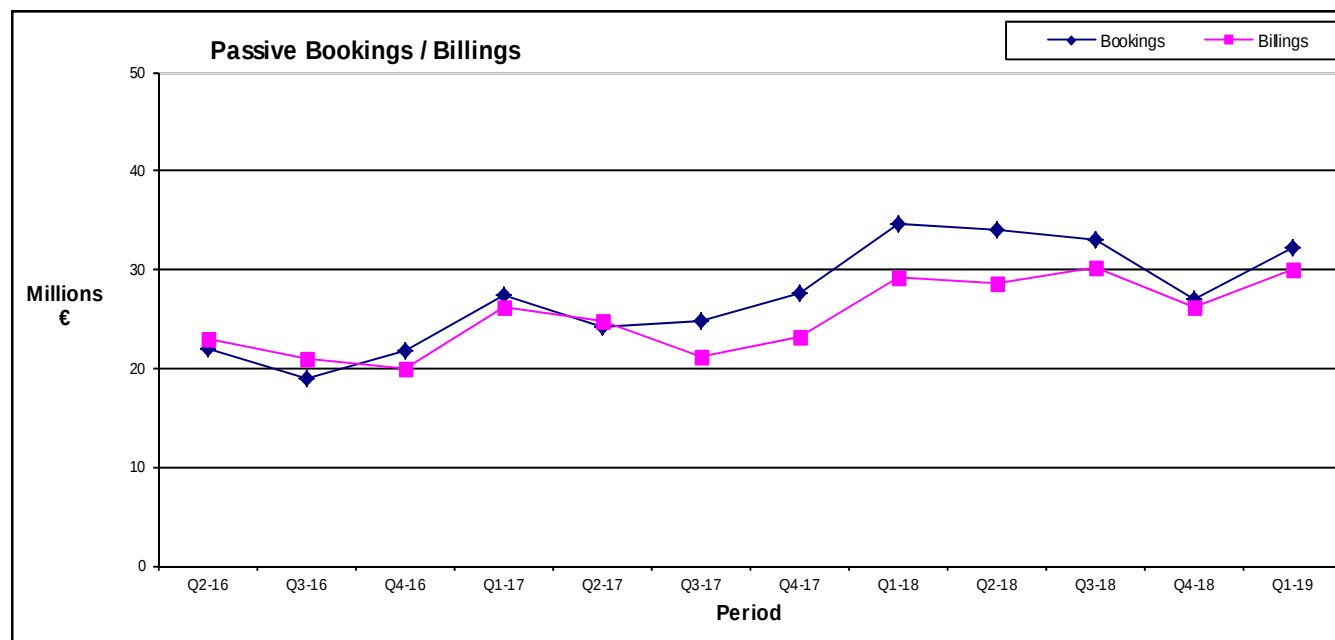


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
Total	1787	1734	1677	2030	2030	2016	1883	2075	2047	2067	1972	2148
Germany	805	797	752	914	904	937	845	889	858	895	844	923
UK & Eire	284	289	288	336	329	339	314	367	359	375	347	362
Italy	277	240	231	306	316	274	266	334	346	313	294	358
France	158	146	145	177	168	150	155	175	171	176	168	170
Nordic	137	138	140	154	167	161	159	156	161	152	161	166
Switzerland	66	69	62	73	76	80	72	76	75	80	80	87
Austria	61	55	59	70	70	75	71	79	77	77	78	83

FRANCE

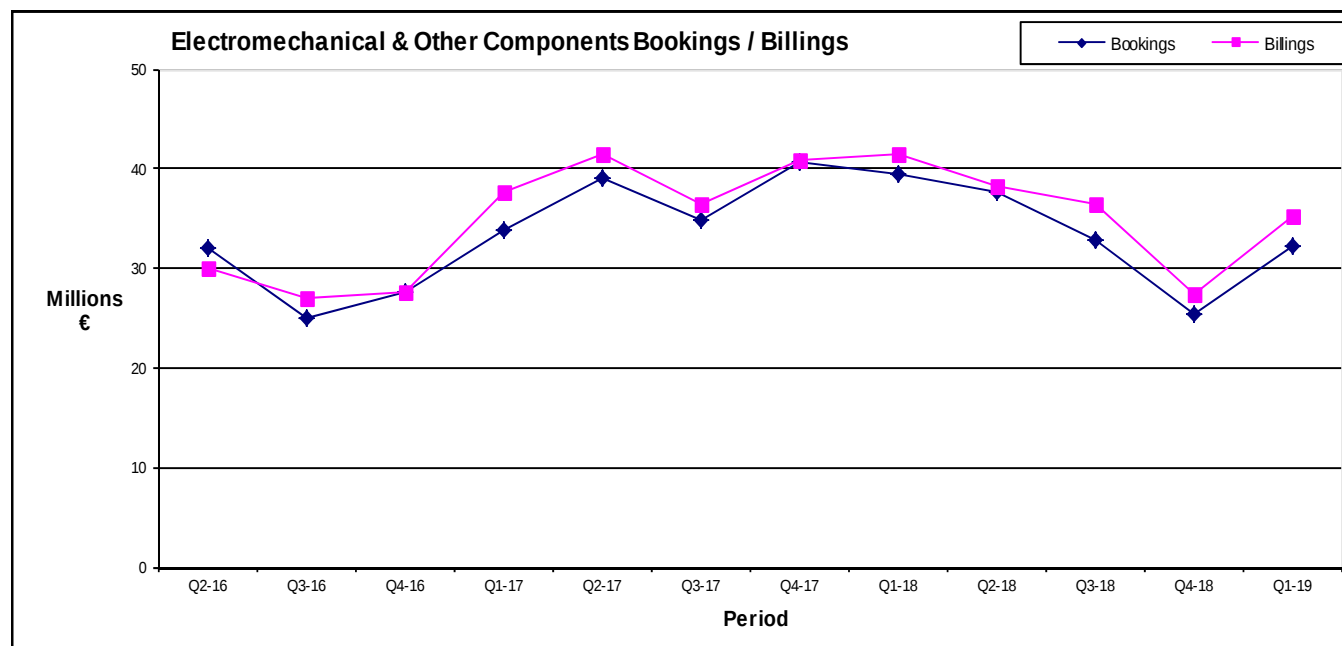


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
Bookings	110	95	106	120	108	98	105	119	109	99	107	102
Billings	105	98	97	113	102	92	91	104	104	109	114	104

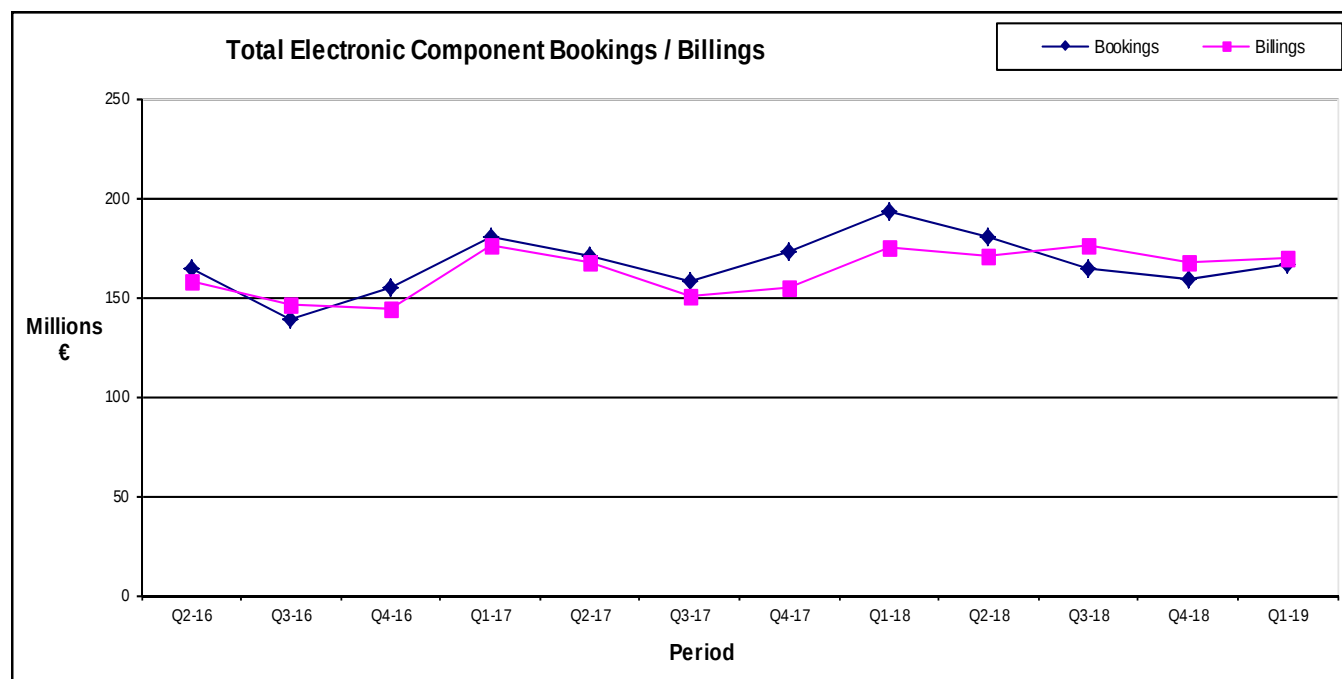


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
Bookings	22	19	22	27	24	25	28	35	34	33	27	32
Billings	23	21	20	26	25	21	23	29	29	30	26	30

FRANCE

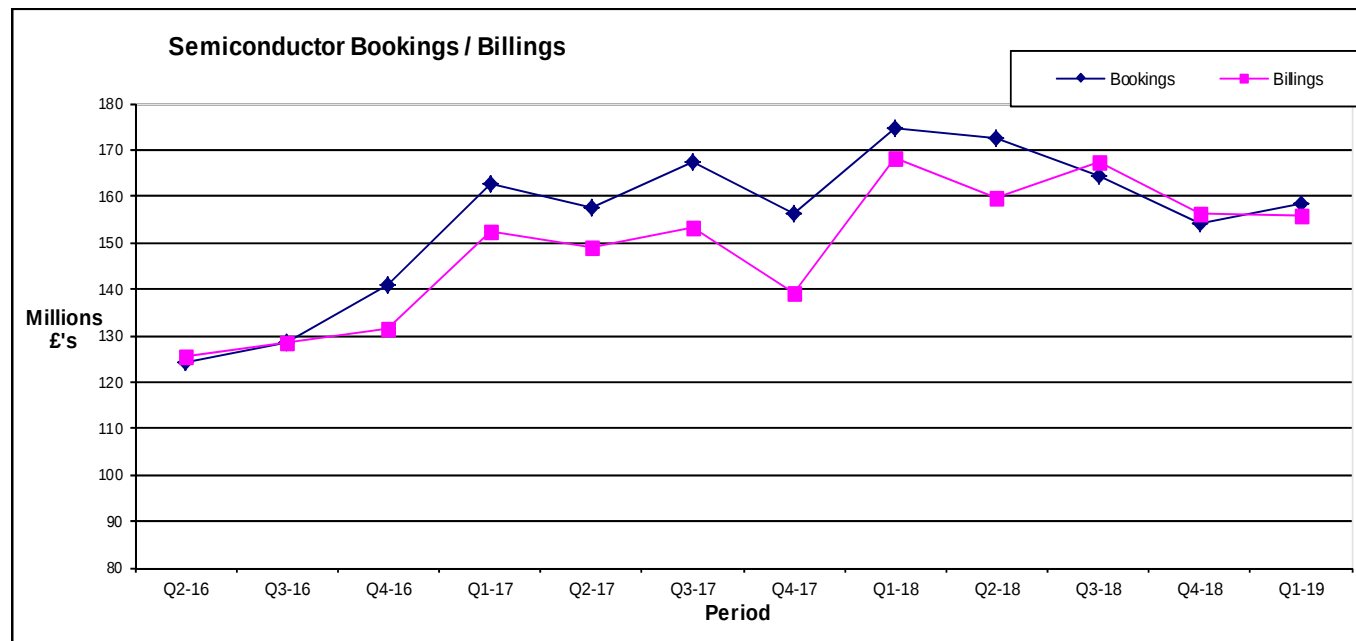


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
Bookings	32	25	28	34	39	35	41	39	38	33	25	32
Billings	30	27	28	38	41	37	41	41	38	36	27	35

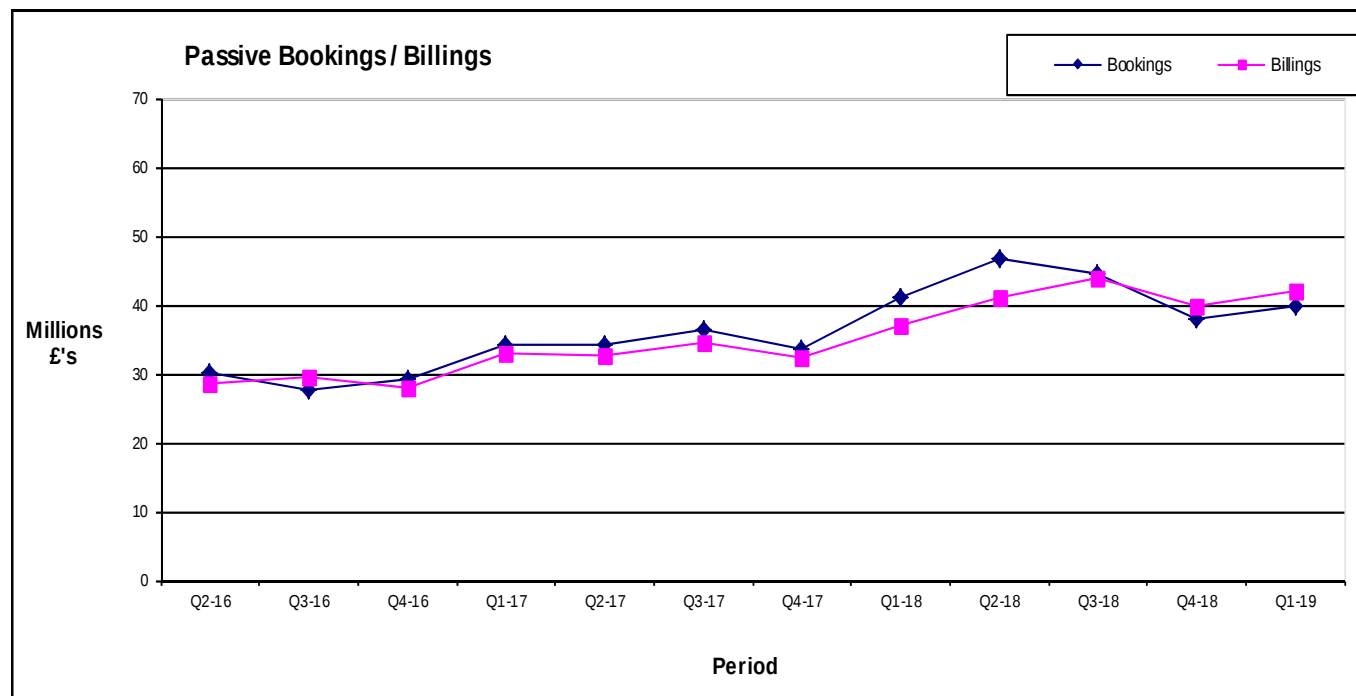


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
Bookings	164	139	155	181	171	158	173	193	181	165	159	167
Billings	158	146	145	177	168	150	155	175	171	176	168	170

UK & Eire

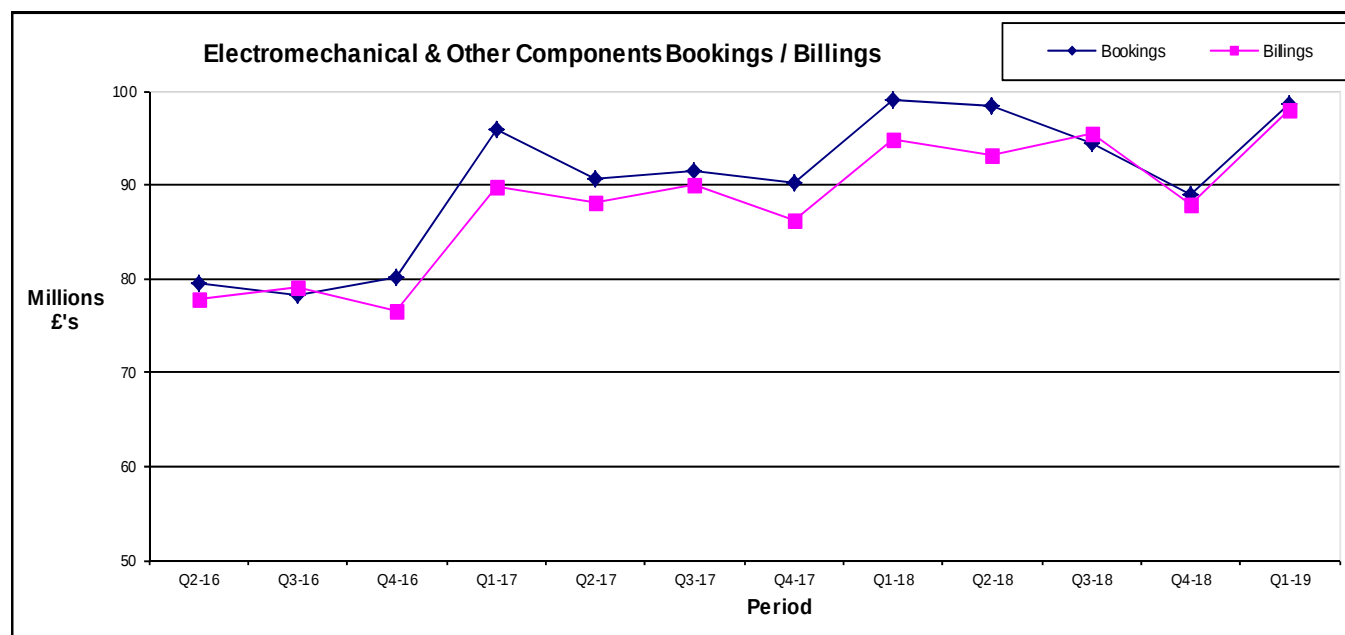


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
Bookings	124	128	141	163	158	167	156	175	172	164	154	159
Billings	126	128	131	152	149	153	139	168	160	168	156	156

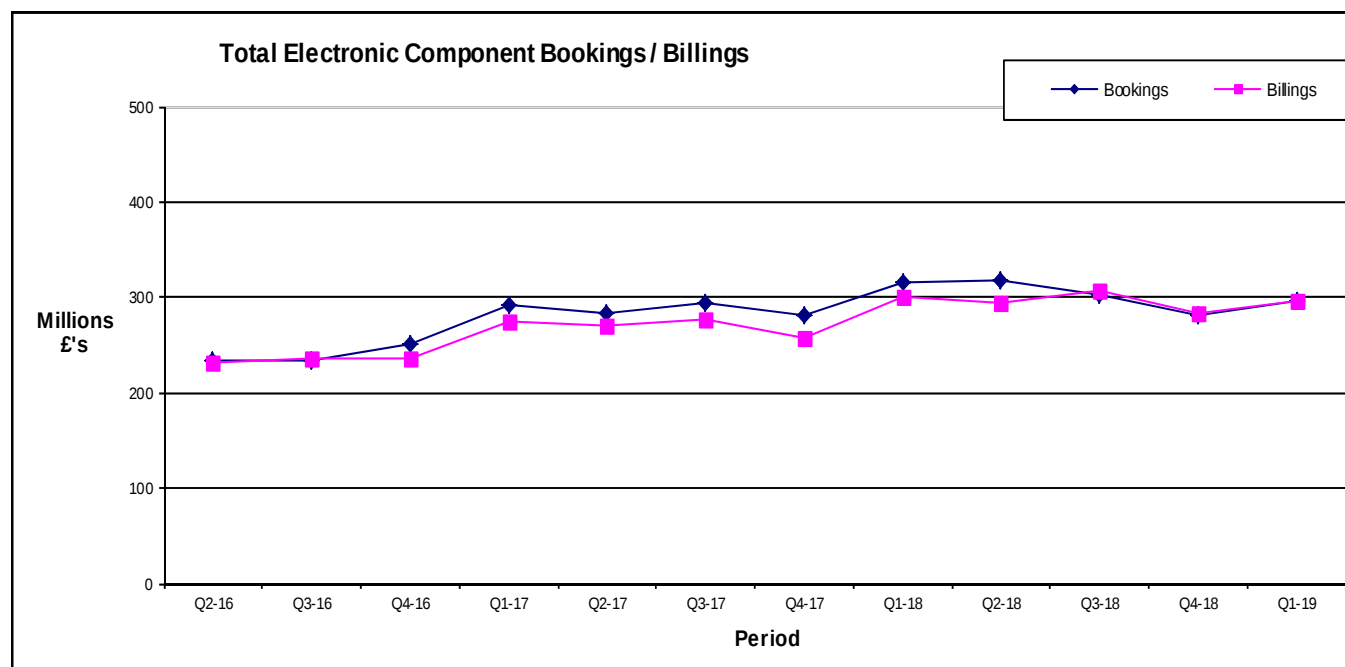


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
Bookings	30	28	29	34	34	36	34	41	47	45	38	40
Billings	29	29	28	33	33	35	32	37	41	44	40	42

UK & Eire

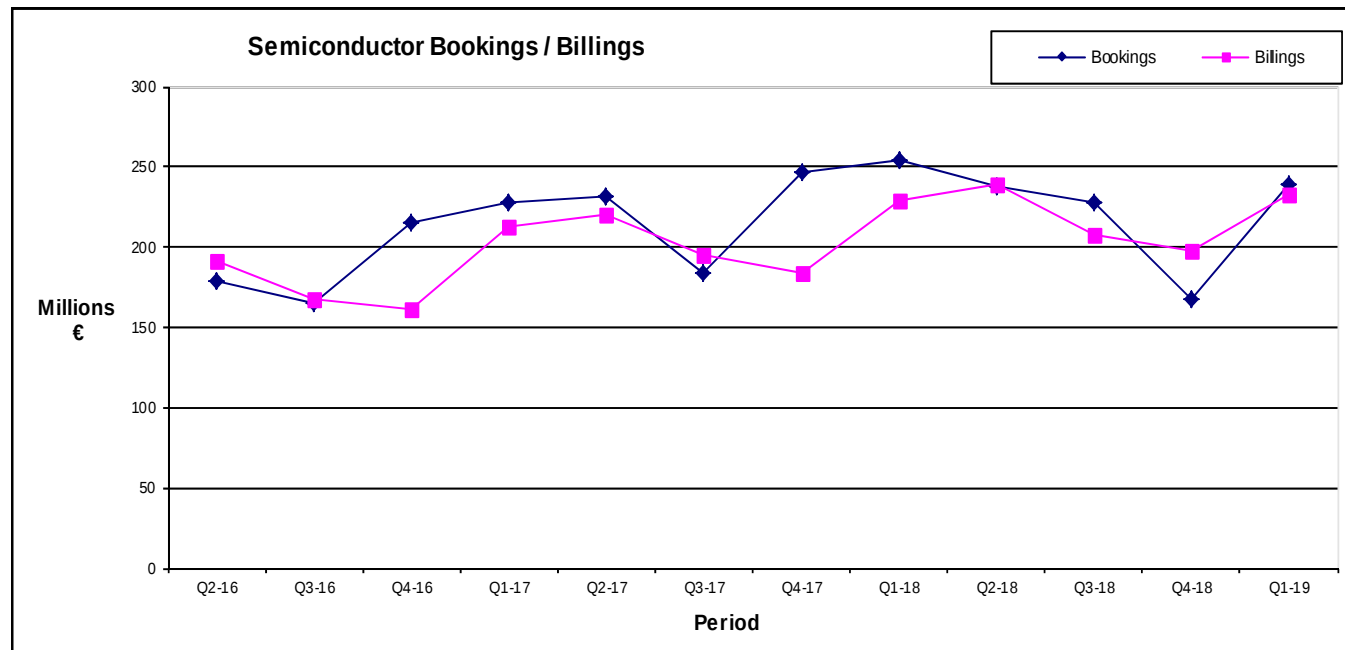


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
Bookings	79	78	80	96	91	91	90	99	98	94	89	99
Billings	78	79	77	90	88	90	86	95	93	96	88	98



	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
Bookings	234	234	250	293	283	295	280	315	318	304	281	297
Billings	232	237	236	275	270	278	257	300	294	307	284	296

ITALY

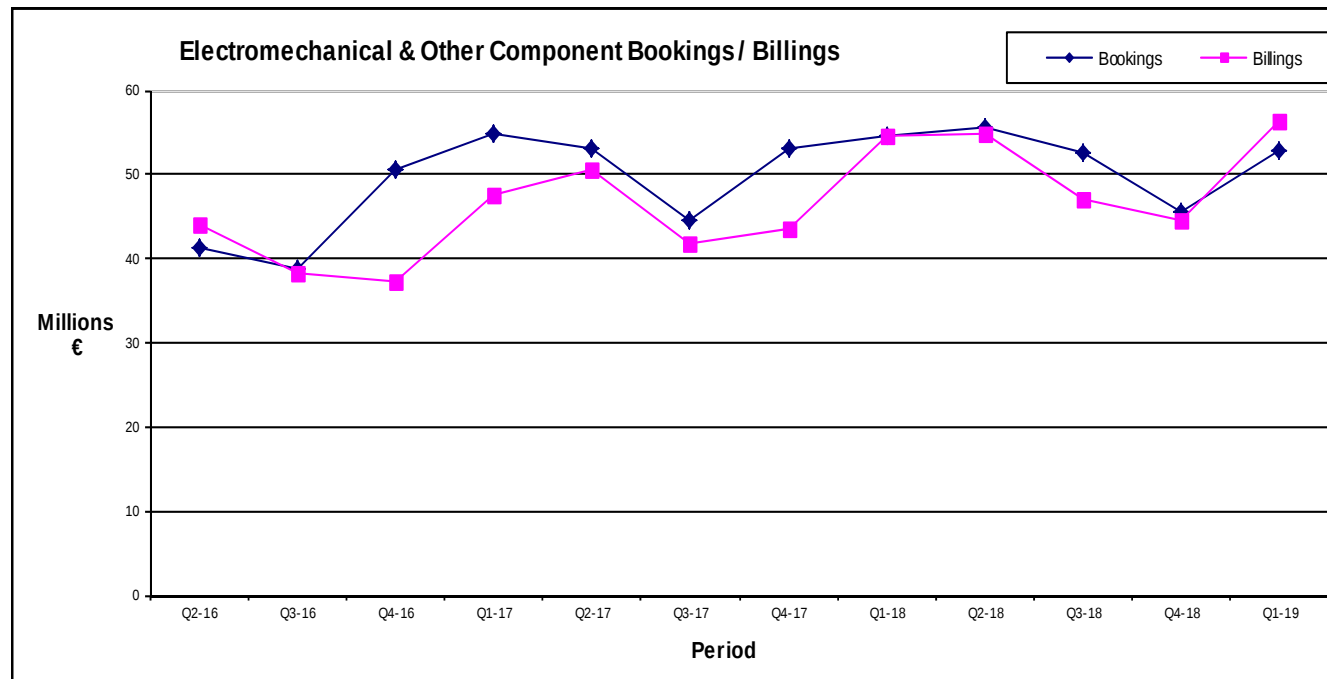


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
Bookings	179	165	215	227	232	184	247	255	237	227	167	239
Billings	191	167	161	213	221	195	184	229	239	208	198	233

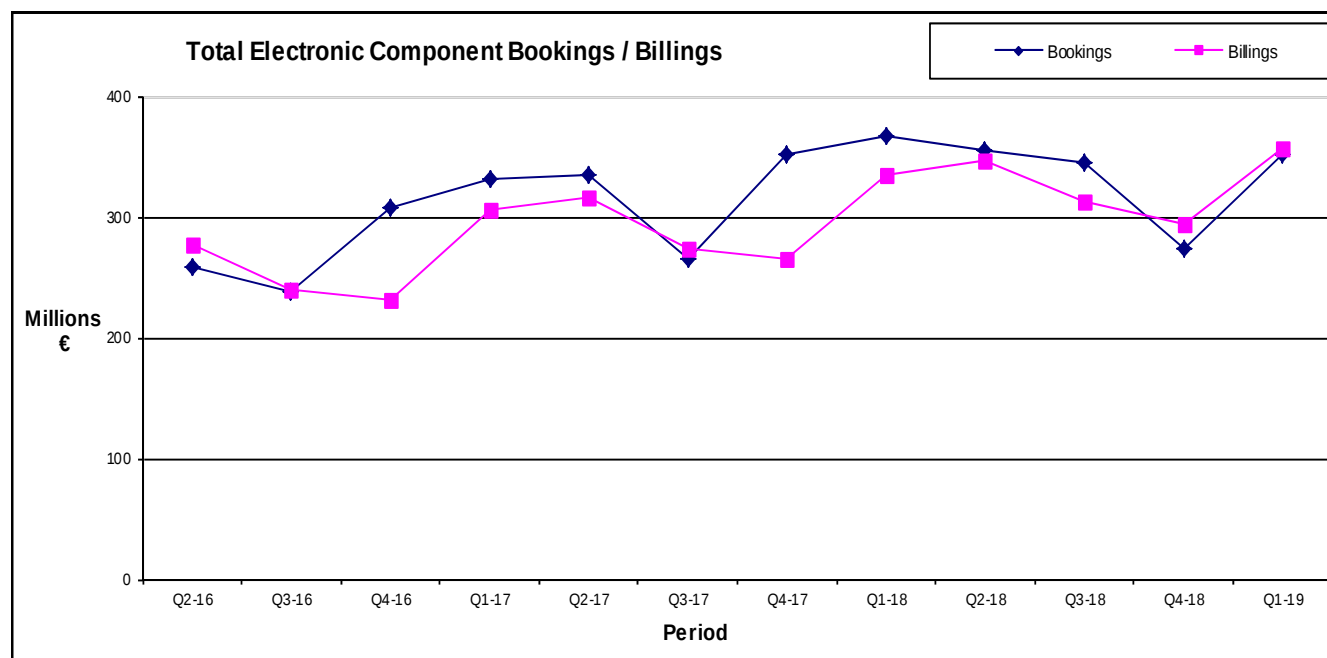


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
Bookings	38	34	42	49	50	36	51	57	62	66	60	60
Billings	41	35	32	45	45	38	38	51	52	58	52	68

ITALY

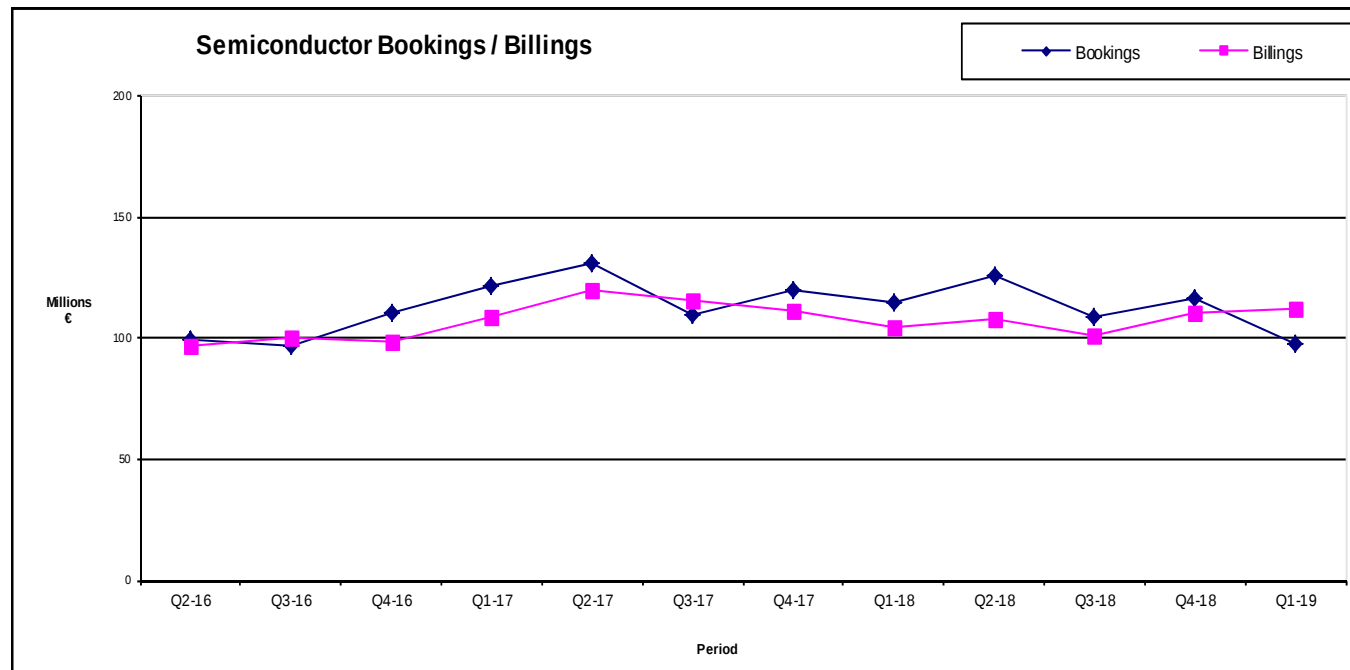


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
Bookings	41	39	51	55	53	44	53	55	56	52	46	53
Billings	44	38	37	48	51	42	44	55	55	47	45	56

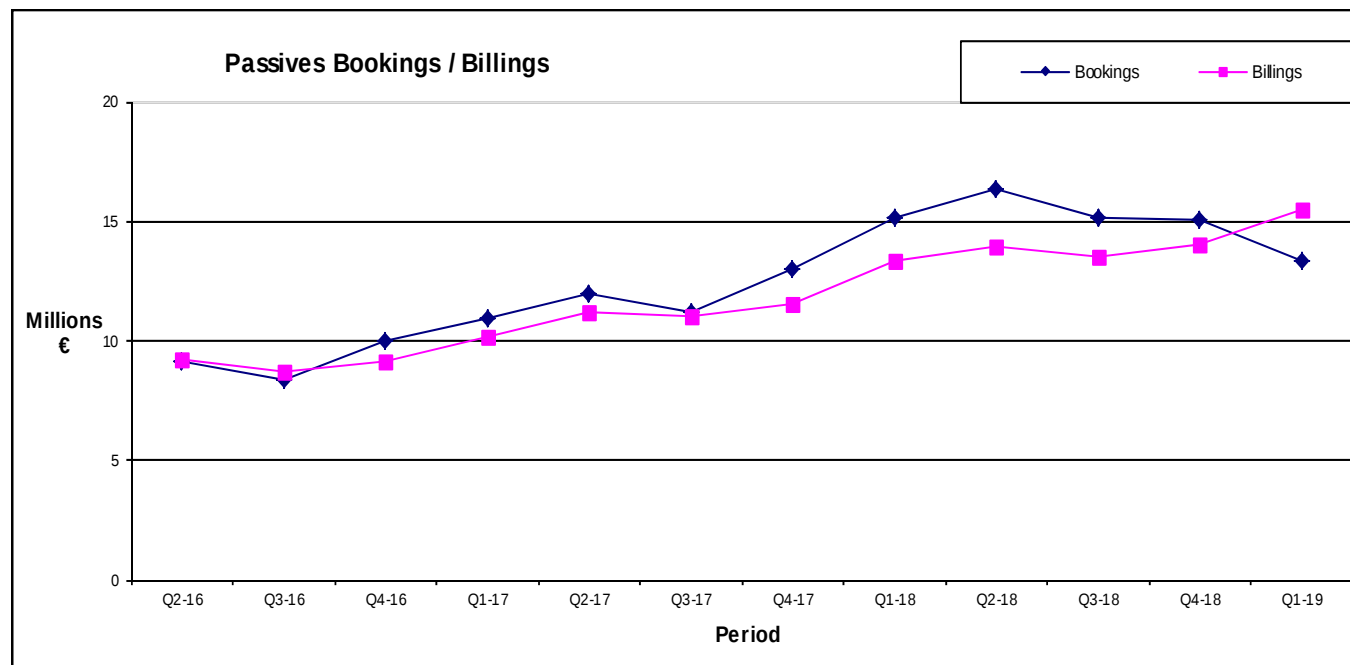


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
Bookings	258	237	308	331	335	265	351	367	355	346	273	352
Billings	277	240	231	306	316	274	266	334	346	313	294	358

NORDIC

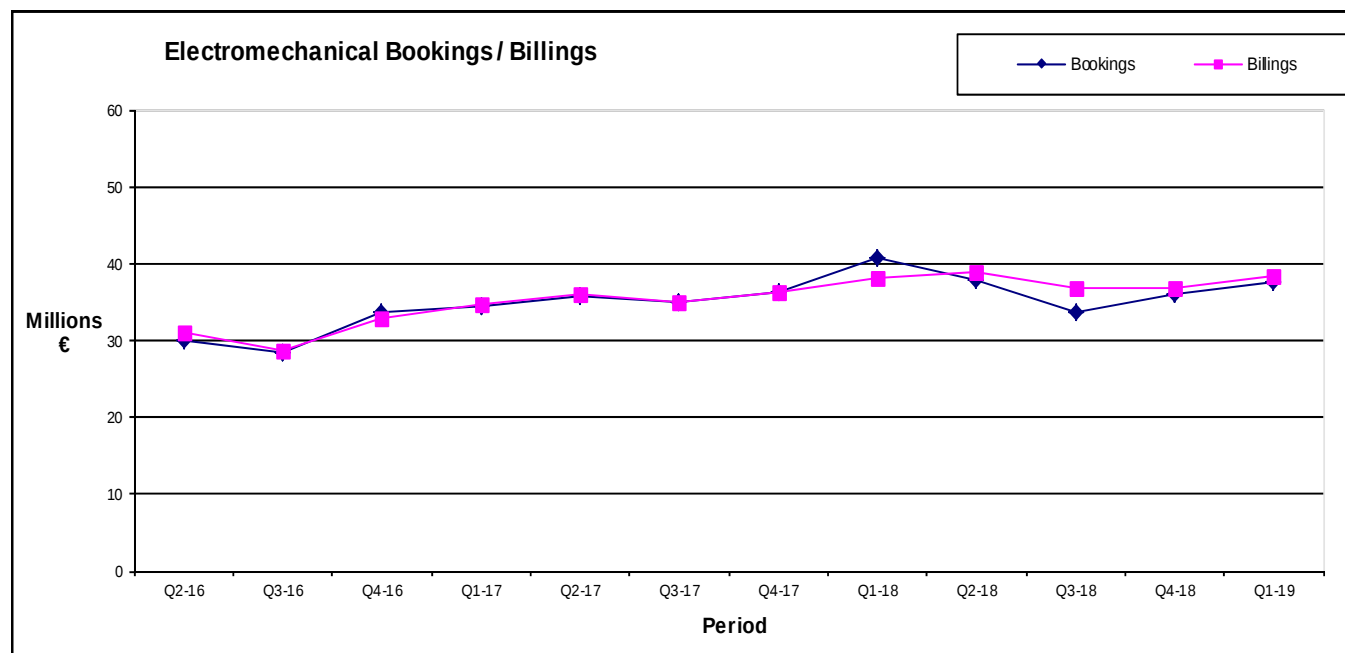


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
Bookings	99	97	110	122	131	110	120	115	126	108	116	98
Billings	96	101	98	109	120	116	111	104	108	101	110	112

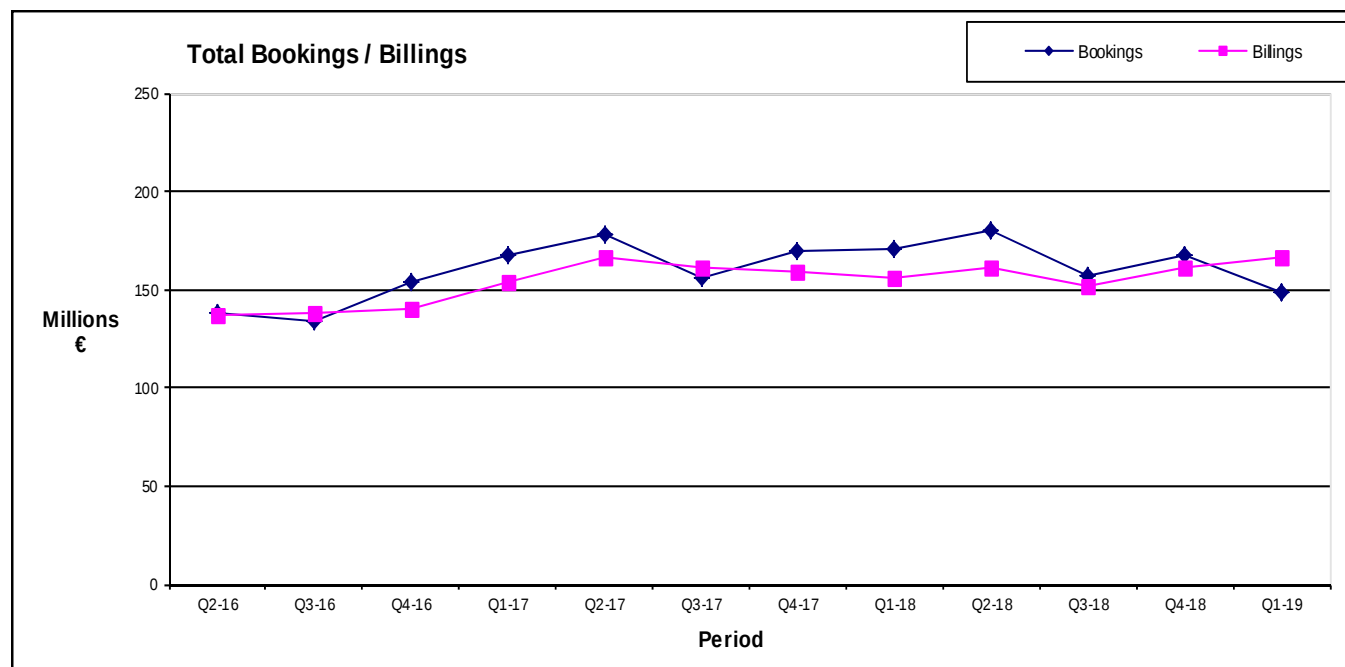


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
Bookings	9	8	10	11	12	11	13	15	16	15	15	13
Billings	9	9	9	10	11	11	12	13	14	13	14	15

NORDIC

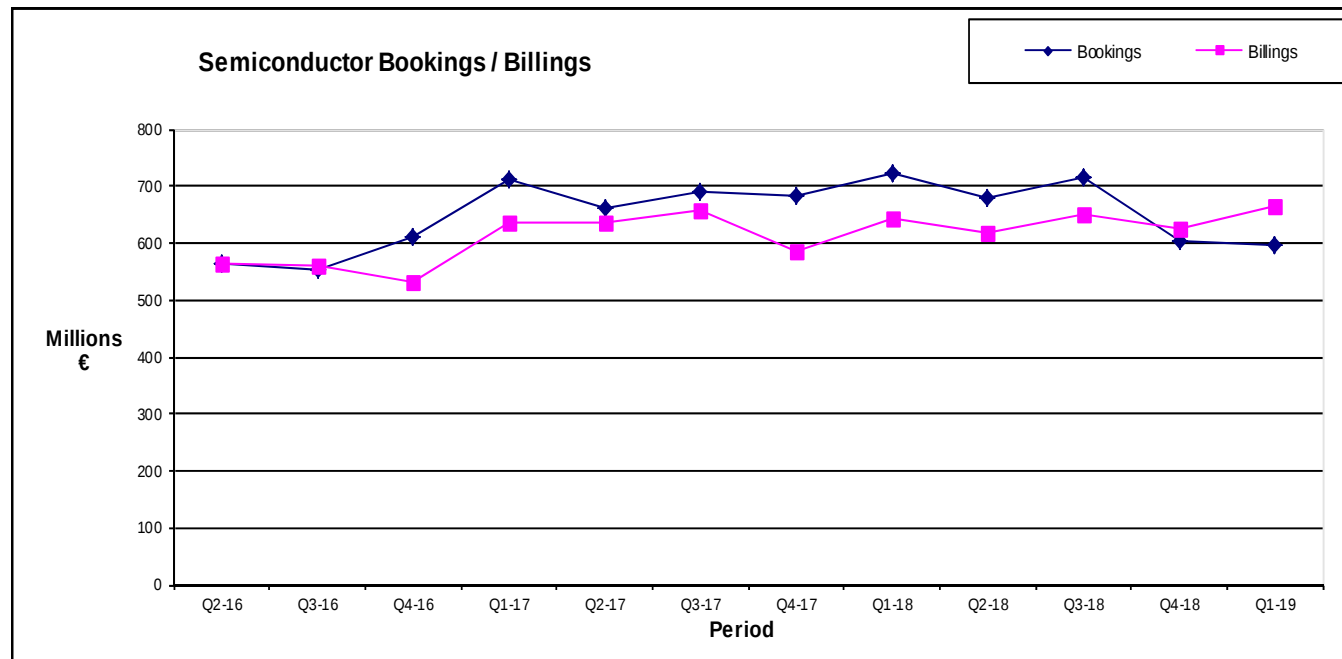


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
Bookings	30	28	34	35	36	35	36	41	38	34	36	38
Billings	31	29	33	35	36	35	36	38	39	37	37	38



	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
Bookings	138	134	154	167	179	156	169	171	180	157	167	149
Billings	137	138	140	154	167	161	159	156	161	152	161	166

GERMANY

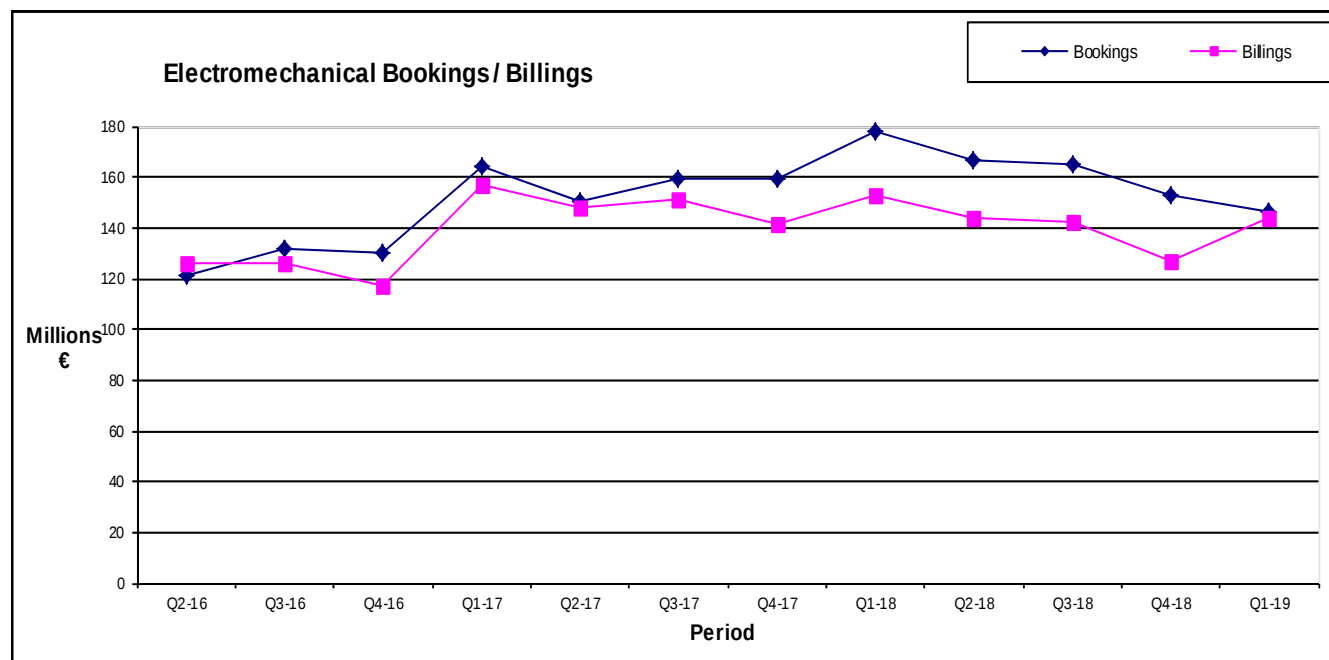


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
Bookings	565	552	610	710	662	691	684	724	679	714	605	597
Billings	565	561	532	635	636	659	585	642	620	652	623	664

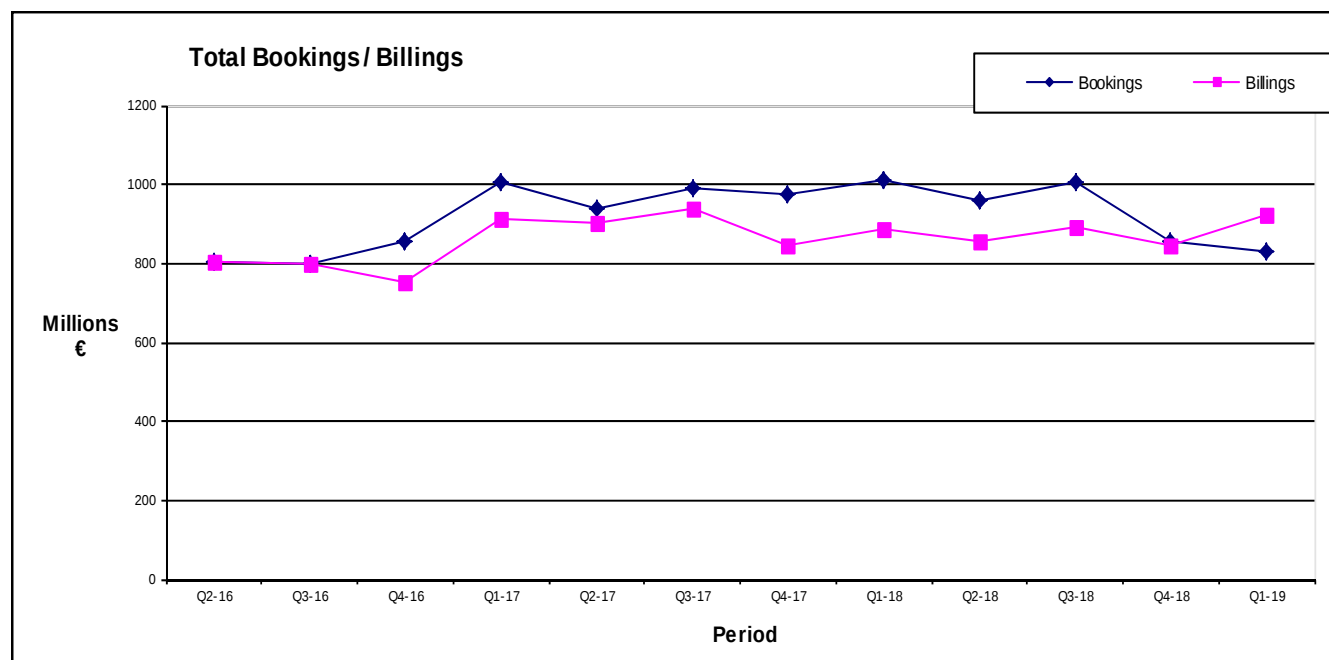


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
Bookings	118	114	114	131	126	139	134	111	115	128	99	90
Billings	115	110	103	123	120	126	119	94	95	100	93	114

GERMANY

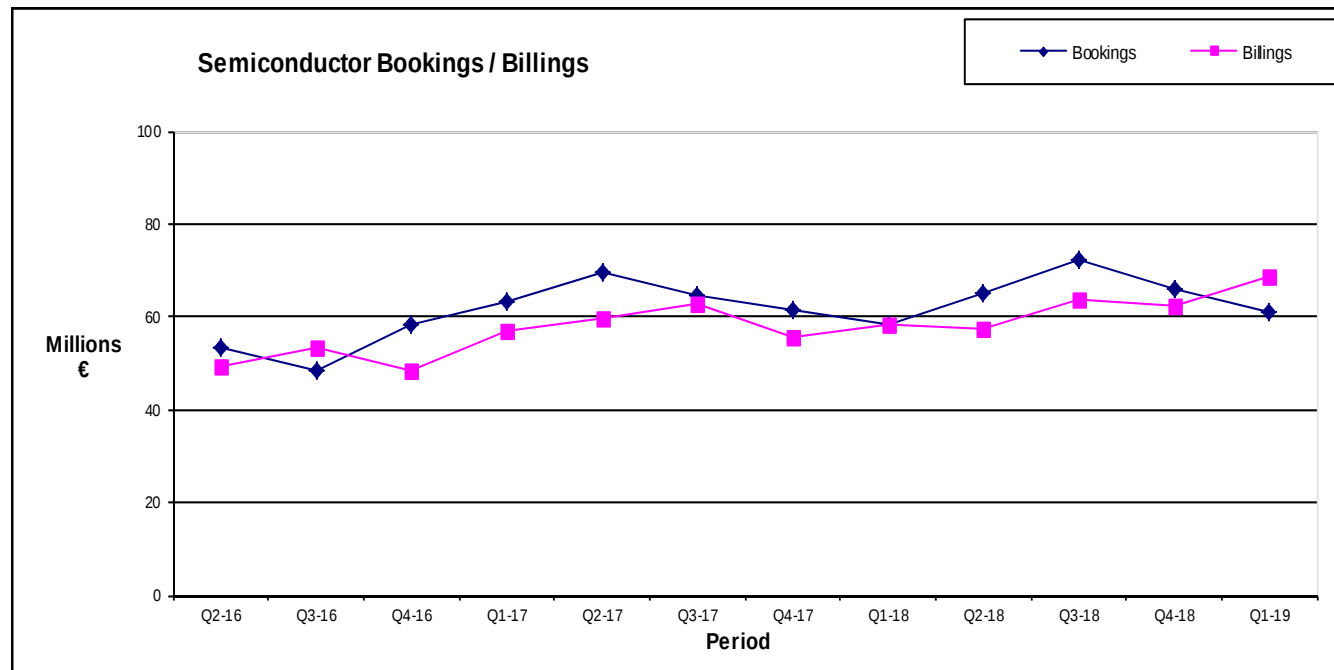


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
Bookings	121	132	130	164	150	159	159	178	167	165	153	146
Billings	126	126	117	157	148	152	141	152	144	143	127	144

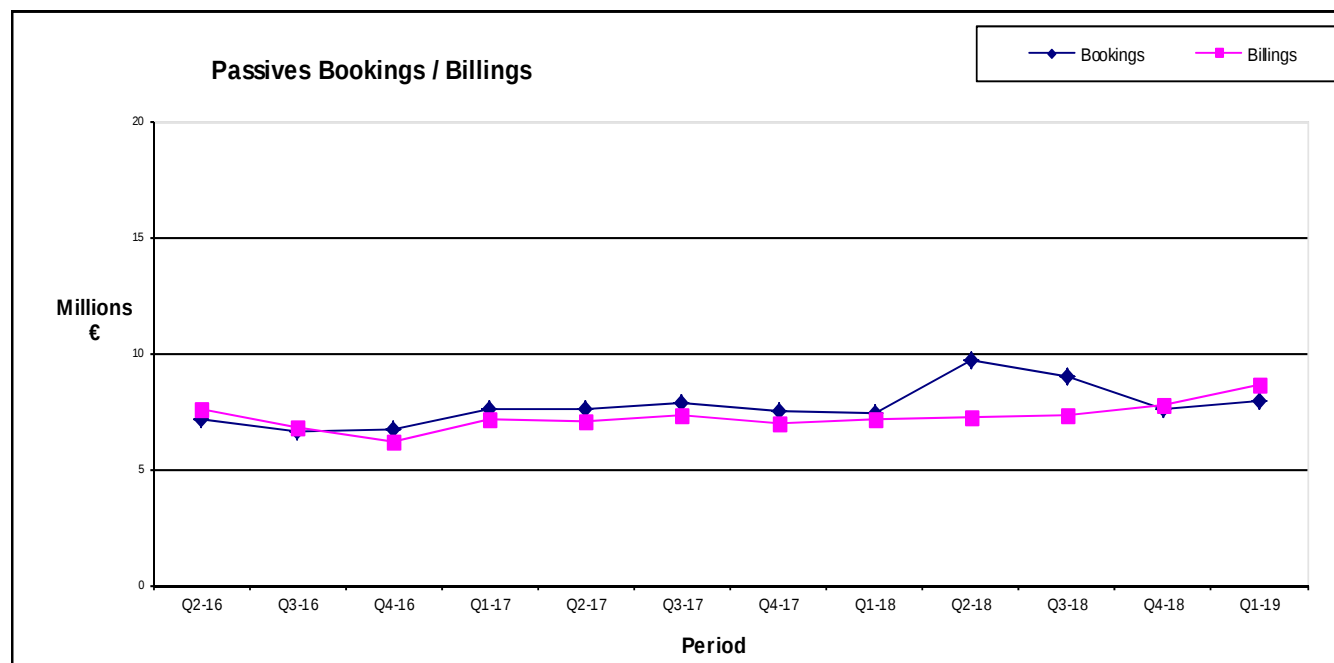


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
Bookings	804	798	854	1005	938	989	976	1012	961	1006	857	832
Billings	805	797	752	914	904	937	845	889	858	895	844	923

SWITZERLAND

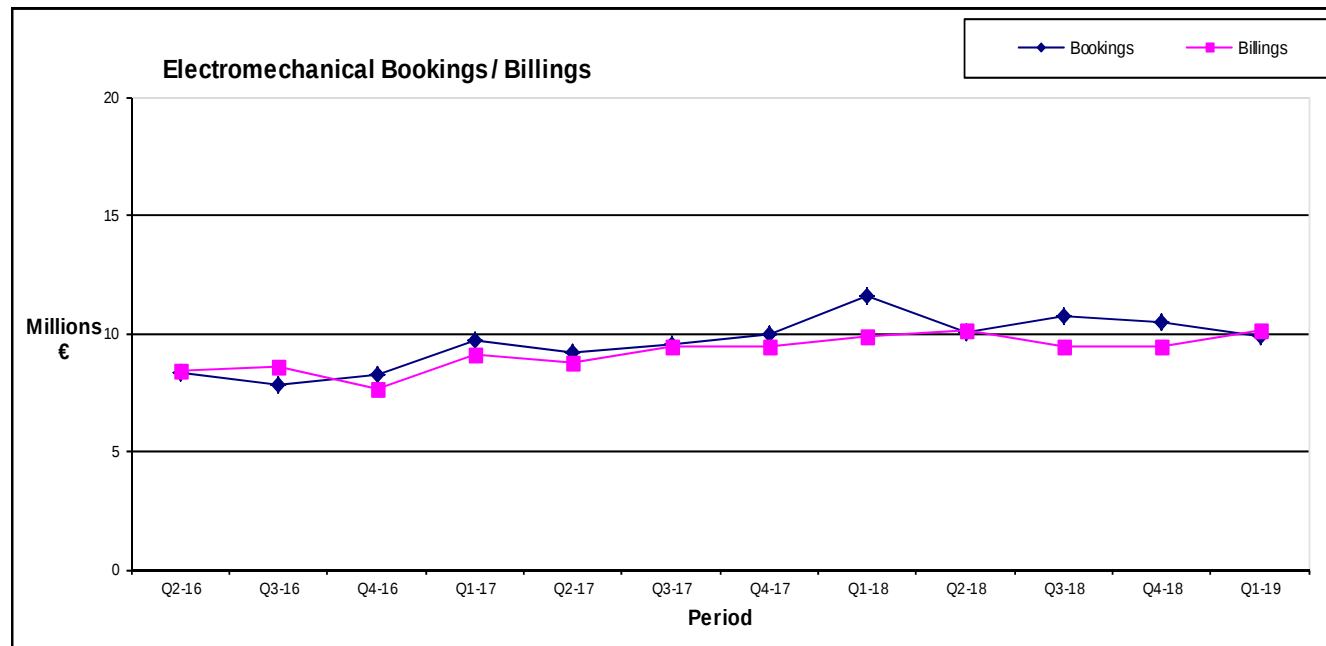


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
Bookings	53	48	58	63	69	64	62	58	65	72	66	61
Billings	49	53	49	57	60	63	56	59	57	64	62	69

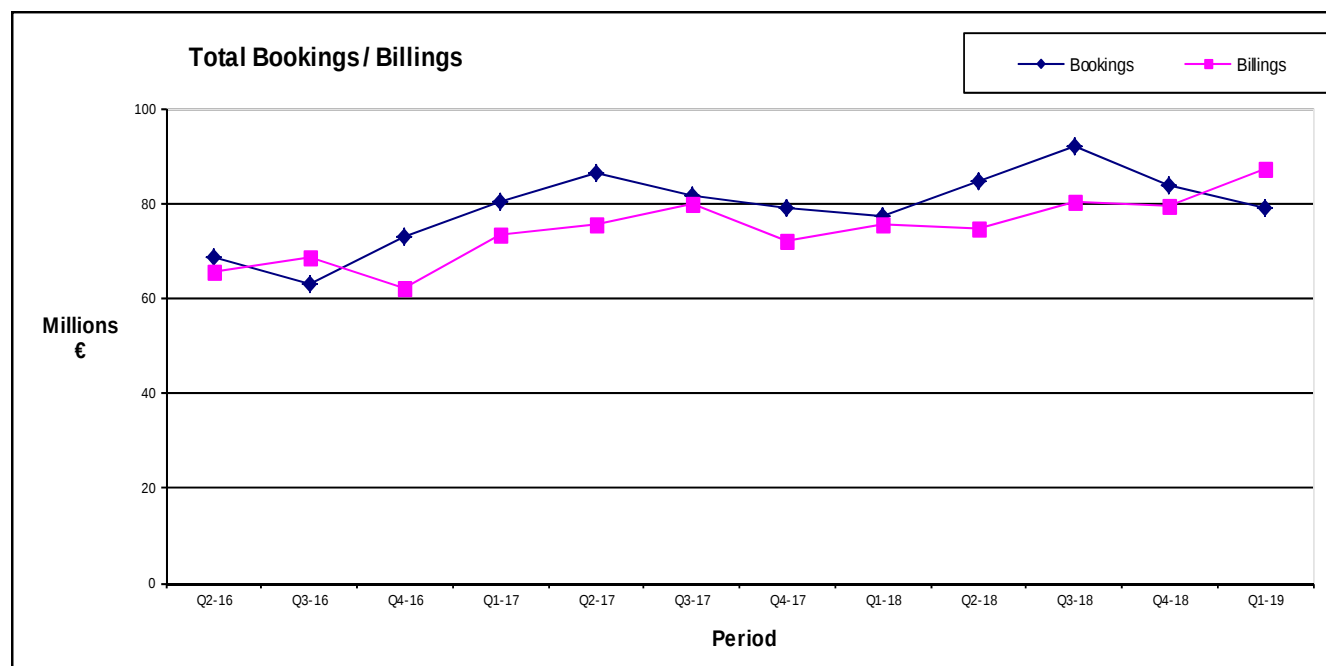


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
Bookings	7	7	7	8	8	8	7	7	10	9	8	8
Billings	8	7	6	7	7	7	7	7	7	7	8	9

SWITZERLAND



	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
Bookings	8	8	8	10	9	10	10	12	10	11	10	10
Billings	8	9	8	9	9	9	9	10	10	9	9	10

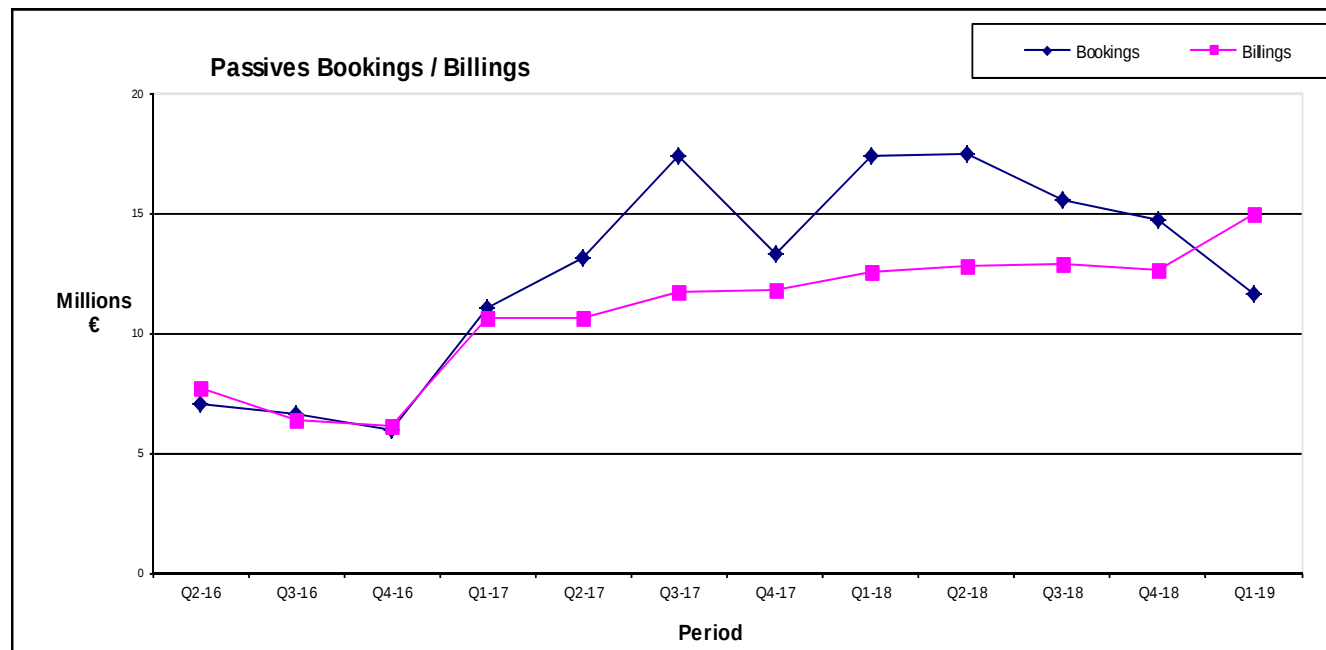


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
Bookings	69	63	73	81	86	82	79	77	85	92	84	79
Billings	66	69	62	73	76	80	72	76	75	80	80	87

AUSTRIA

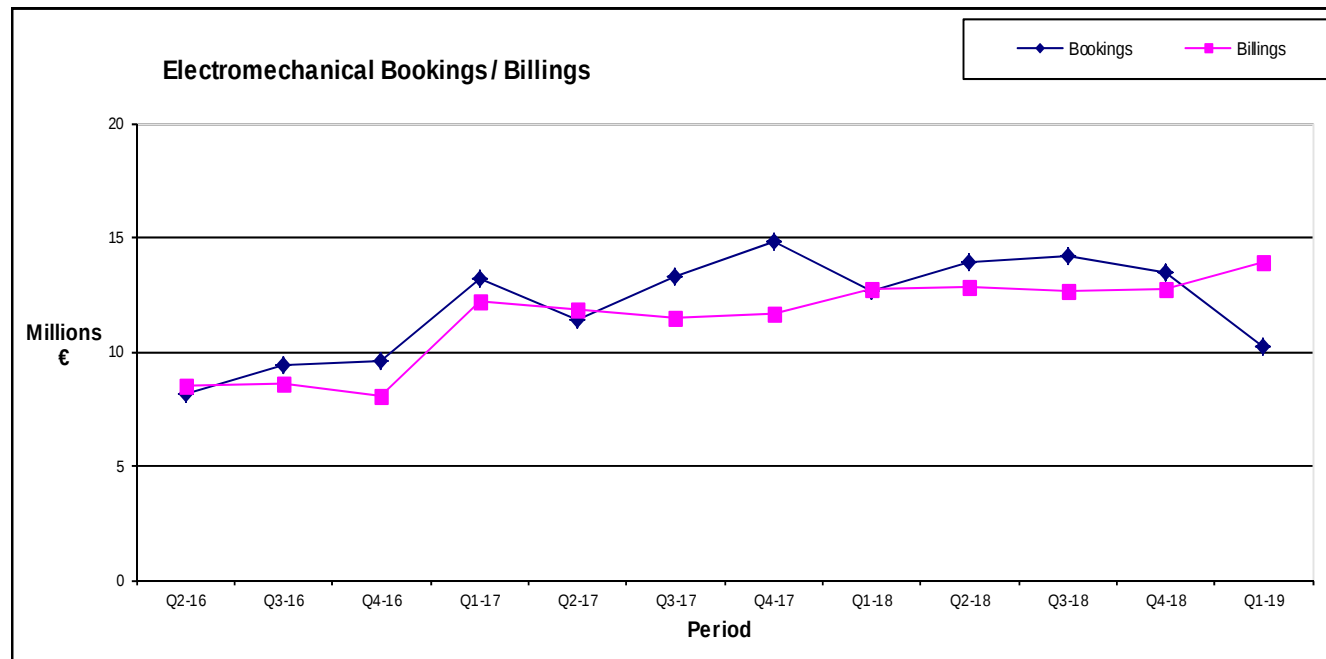


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
Bookings	51	44	43	54	60	52	52	56	58	59	53	45
Billings	45	40	45	47	47	52	48	54	51	51	53	54

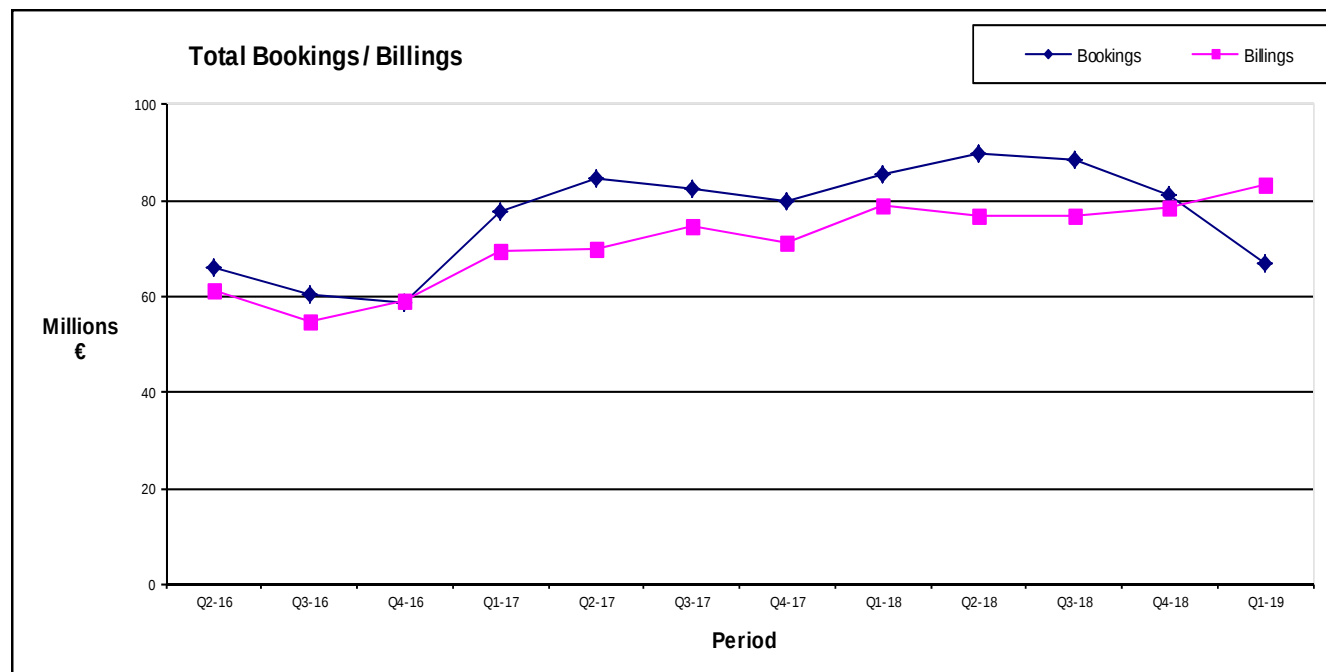


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
Bookings	7	7	6	11	13	17	13	17	18	16	15	12
Billings	8	6	6	11	11	12	12	13	13	13	13	15

AUSTRIA

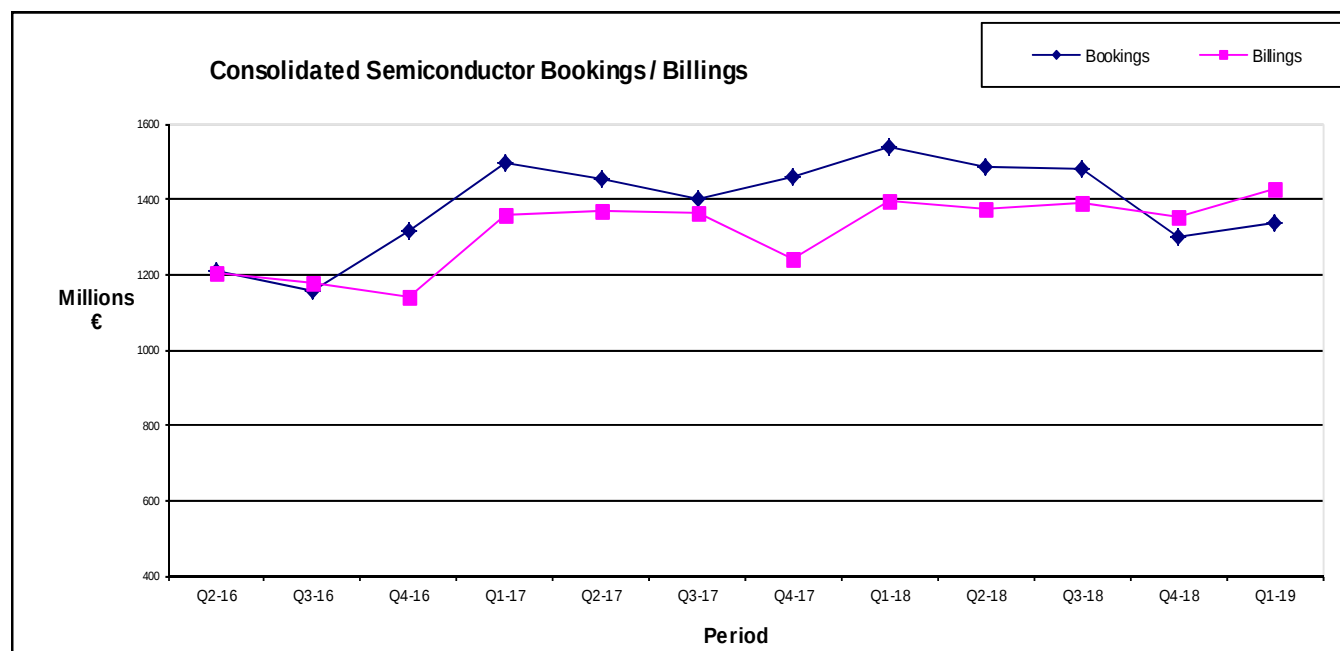


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
Bookings	8	9	10	13	11	13	15	13	14	14	13	10
Billings	9	9	8	12	12	11	12	13	13	13	13	14

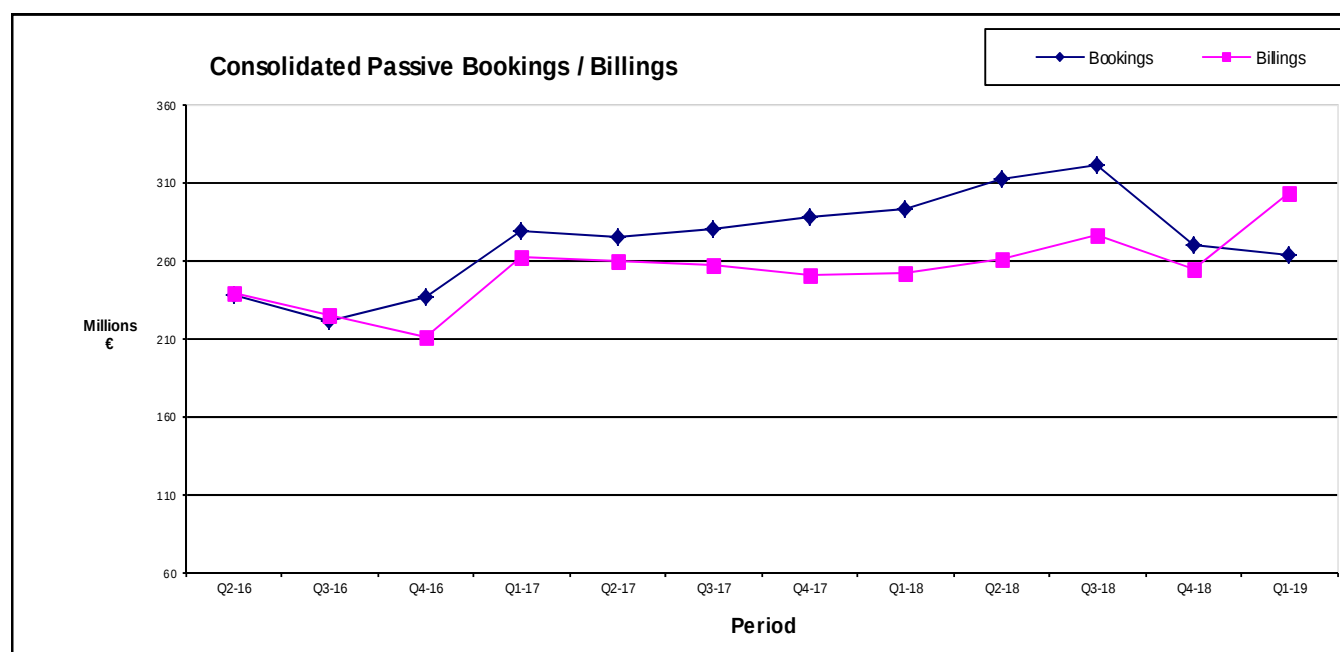


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
Bookings	66	60	59	78	85	83	80	86	90	88	81	67
Billings	61	55	59	70	70	75	71	79	77	77	78	83

CONSOLIDATED (FRANCE, UK & EIRE, ITALY, NORDIC, GERMANY, SWITZERLAND and AUSTRIA) €'s

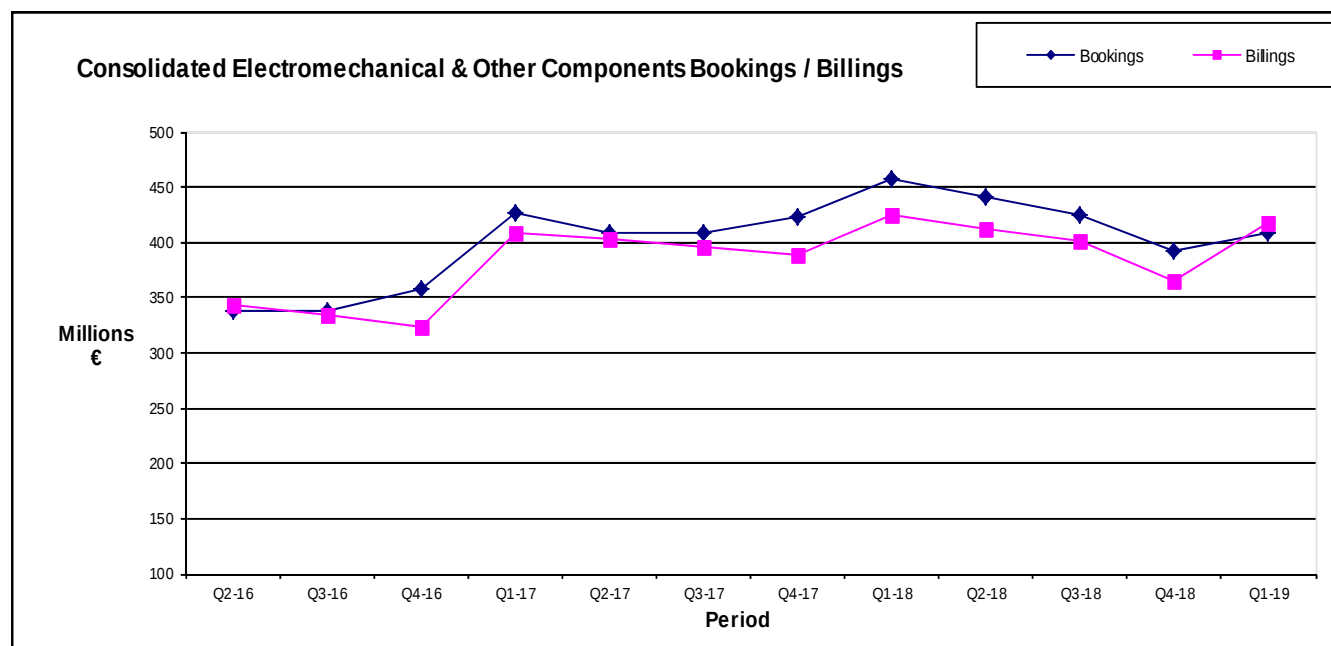


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
Bookings	1209	1159	1314	1494	1455	1404	1460	1539	1485	1480	1302	1335
Billings	1205	1176	1142	1359	1367	1363	1244	1397	1374	1390	1352	1428

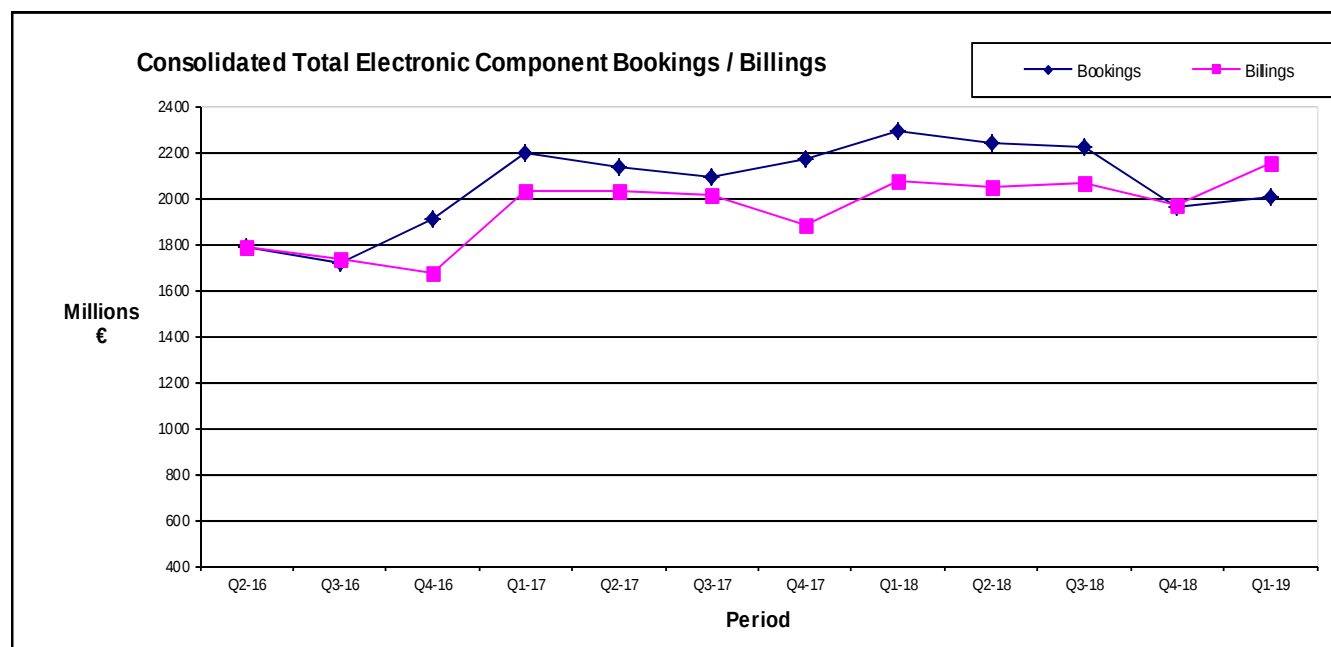


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
Bookings	238	222	236	278	274	280	287	293	312	321	270	263
Billings	239	224	211	262	259	257	250	252	260	276	255	303

CONSOLIDATED (FRANCE, UK & EIRE, ITALY, NORDIC, GERMANY, SWITZERLAND and AUSTRIA) €'s

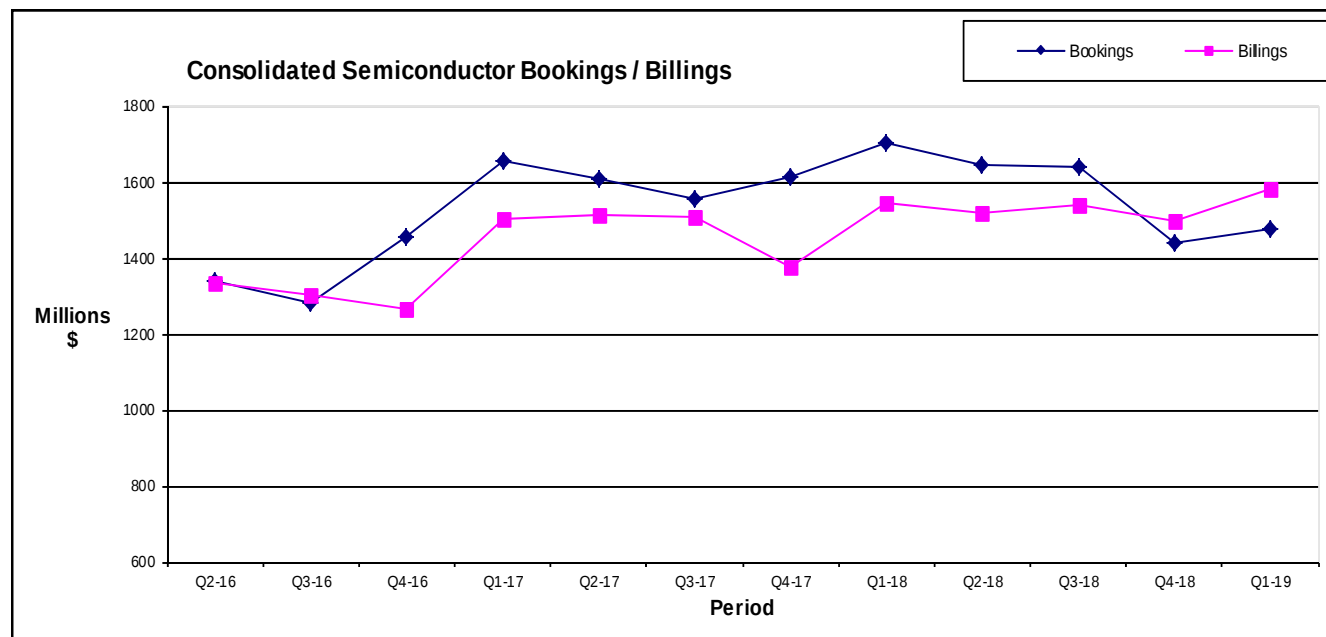


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
Bookings	338	337	358	427	409	408	424	458	442	424	393	409
Billings	343	334	324	408	404	396	389	425	413	402	366	418

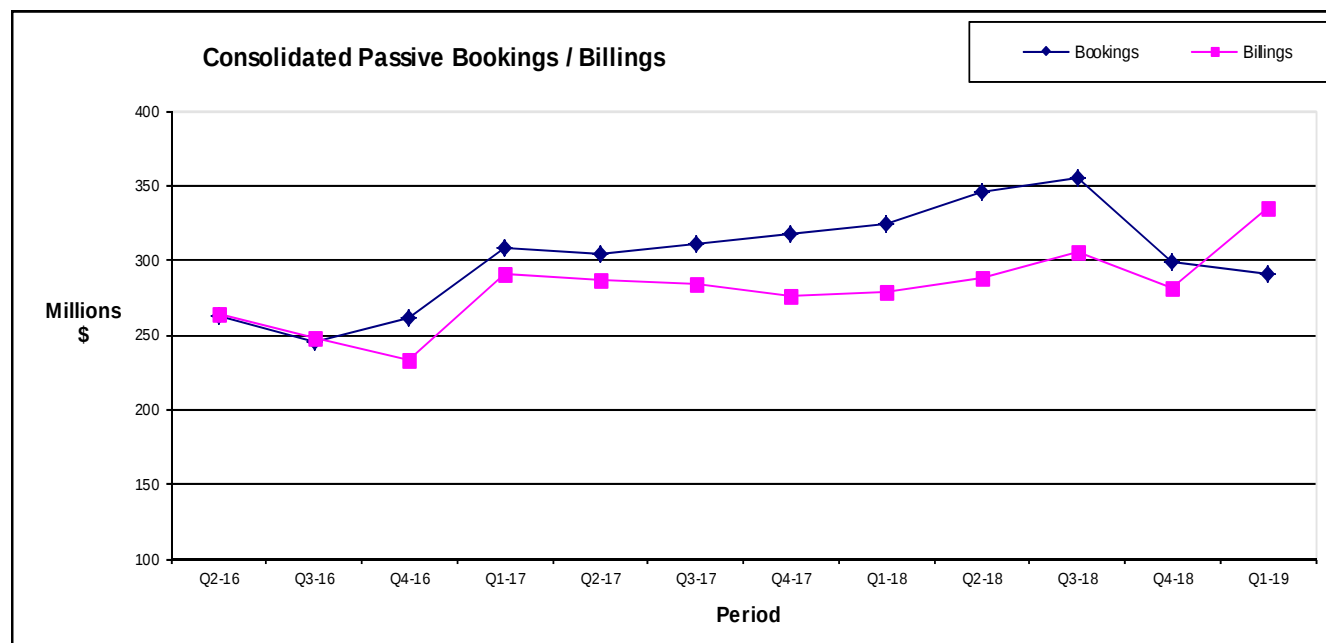


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
Bookings	1784	1718	1908	2200	2138	2092	2171	2290	2239	2225	1965	2007
Billings	1787	1734	1677	2030	2030	2016	1883	2075	2047	2067	1972	2148

CONSOLIDATED (FRANCE, UK & EIRE, ITALY, NORDIC, GERMANY, SWITZERLAND and AUSTRIA) \$'s

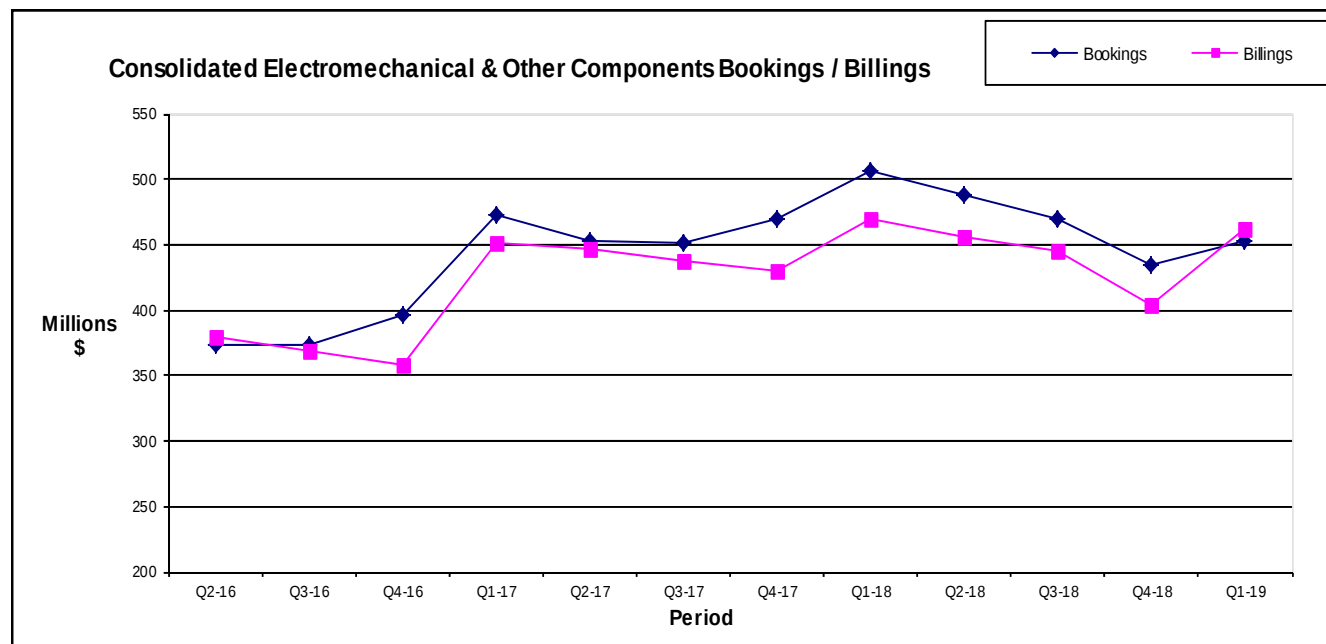


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
Bookings	1338	1282	1455	1654	1610	1553	1616	1704	1644	1638	1441	1478
Billings	1334	1302	1264	1504	1513	1509	1377	1546	1521	1538	1496	1580

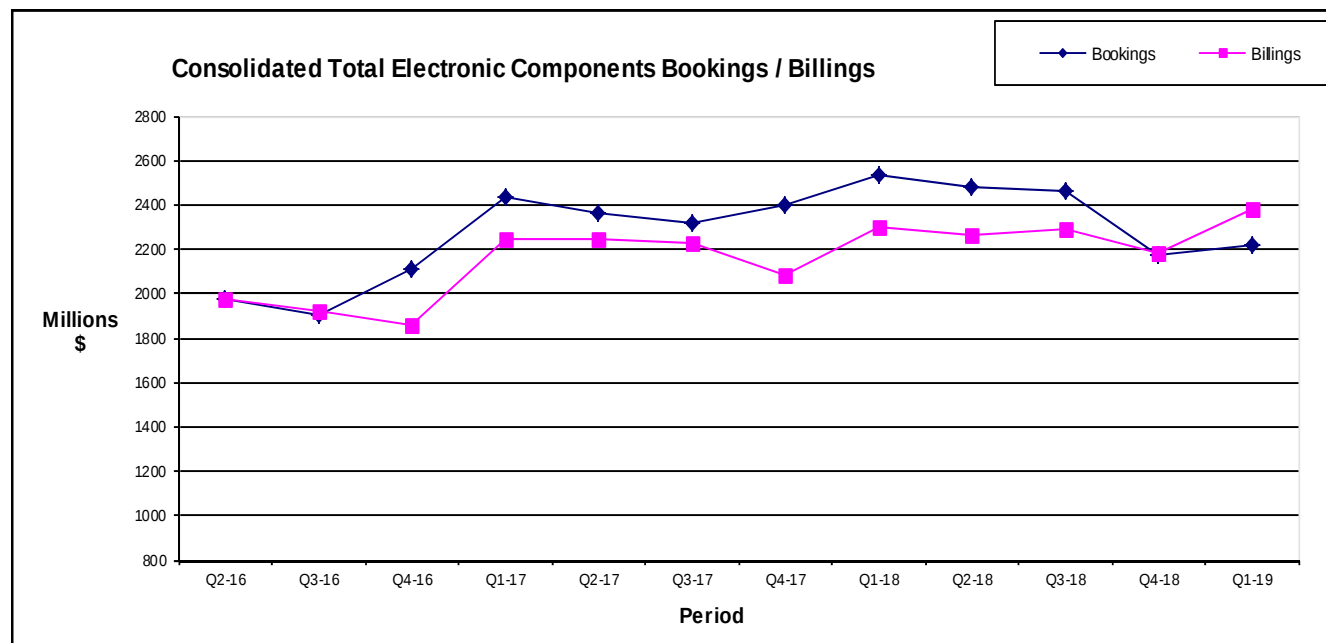


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
Bookings	263	245	261	308	304	310	318	324	345	355	299	291
Billings	264	248	234	290	286	285	277	279	288	305	282	335

CONSOLIDATED (FRANCE, UK & EIRE, ITALY, NORDIC, GERMANY, SWITZERLAND and AUSTRIA) \$'s



	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
Bookings	374	373	396	473	453	451	469	507	489	470	435	453
Billings	380	369	359	451	447	438	430	471	457	445	405	462



	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
Bookings	1975	1901	2112	2435	2367	2315	2403	2535	2478	2463	2174	2222
Billings	1978	1919	1856	2246	2246	2231	2084	2296	2265	2287	2182	2378