International
Distribution of
Electronics
Association

# QUARTERLY TREND STATISTICS

# Q1-2020

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/**

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SPDEI Syndicat Professionnel de la Distribution en Electronique Industrielle

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| 15 | • | Quarterly Passive Component Bookings/Billings | Germany | € |
| 16 | • | Quarterly Electromechanical & Other Component Bookings/Billings | Germany | € |
| 16 | • | Quarterly Total Electronic Component Bookings/Billings | Germany | € |
| 17 | • | Quarterly Semiconductor Bookings/Billings | Switzerland | € |
| 17 | • | Quarterly Passive Component Bookings/Billings | Switzerland | € |
| 18 | • | Quarterly Electromechanical & Other Component Bookings/Billings | Switzerland | € |
| 18 | • | Quarterly Total Electronic Component Bookings/Billings | Switzerland | € |
| 19 | • | Quarterly Semiconductor Bookings/Billings | Austria | |
| 19 | • | Quarterly Passive Component Bookings/Billings | Austria | |


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**I-20134 Milan**
**Italy**
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|---|---|---|---|---|
| 20 | • | Quarterly Electromechanical & Other Component Bookings/Billings | Austria | |
| 20 | • | Quarterly Total Electronic Component Bookings/Billings | Austria | |
| 21 | • | Quarterly Semiconductor Bookings/Billings | France, UK & Eire, Italy, Nordic, Germany, Switzerland and Austria | € |
| 21 | • | Quarterly Passive Component Bookings/Billings | France, UK & Eire, Italy, Nordic, Germany, Switzerland and Austria | € |
| 22 | • | Quarterly Electromechanical & Other Component Bookings/Billings | France, UK & Eire, Italy, Nordic, Germany, Switzerland and Austria | € |
| 22 | • | Quarterly Total Electronic Component Bookings/Billings | France, UK & Eire, Italy, Nordic, Germany, Switzerland and Austria | € |
| 23 | • | Quarterly Semiconductor Bookings/Billings | France, UK & Eire, Italy, Nordic, Germany, Switzerland and Austria | US$ |
| 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$ |

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**http://www.ideaelectronics.com/**

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# CONSOLIDATED QUARTERLY TREND STATISTICS 2017-2019 UK, FRANCE, ITALY, NORDIC and GERMANY

## PERIOD: Q1 – 2020 ISSUED: 11th May 2020

## 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.

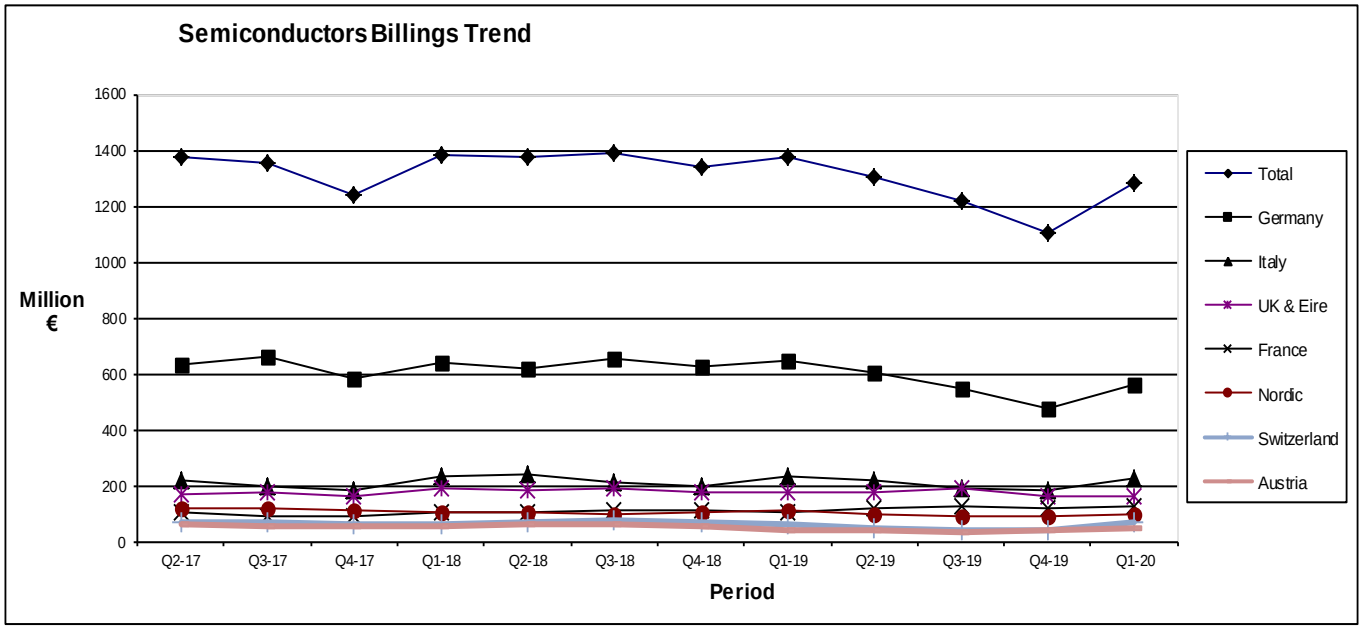
The consolidation has been carried out by ***ecsn*** (afdec) in the UK and any queries should be addressed to:-

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

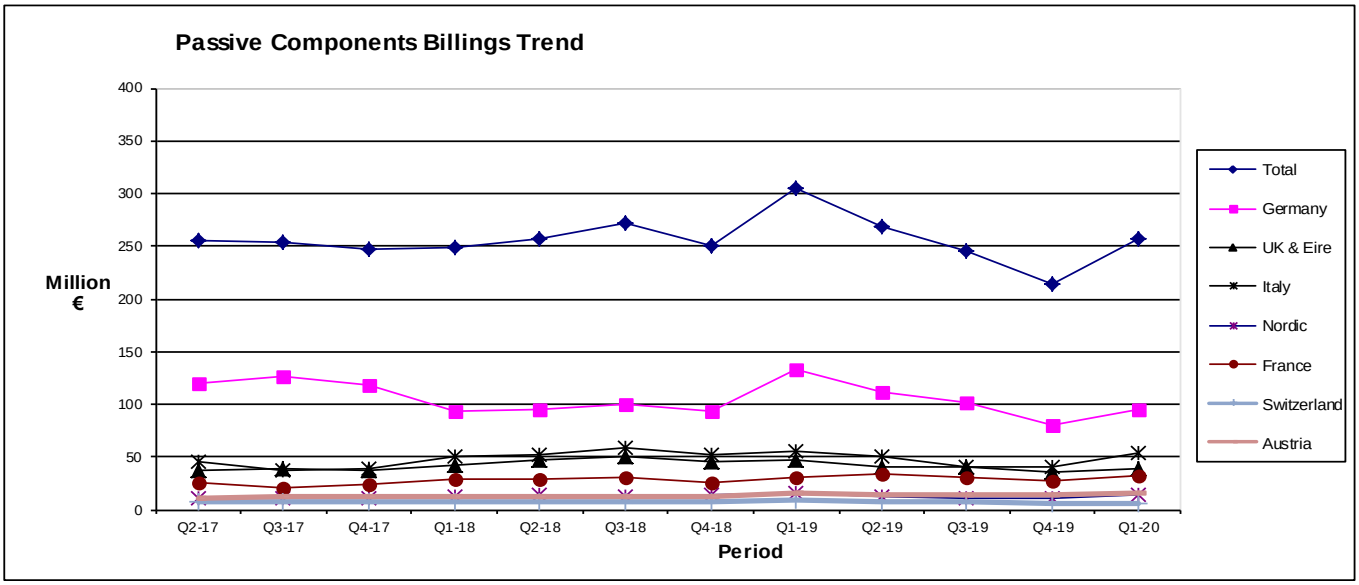
The trend statistics include data compiled by SPDEI (France), ASSODEL (Italy), ***ecsn*** (UK/Eire & NORDIC) and FBDI (Germany). The numbers shown represent the **actual** sales by member companies so reflect an accurate trend. It should be noted that revisions have been made to the UK, Nordic and Italian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

| COUNTRY | Association | Approx. DTAM 2019 (Distribution Total Available Market) | 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 & Eire** | *ecsn*/afdec | €1561 Mill | €1280 Mill | 82% |
| **Italy** | ASSODEL | €1560 Mill | €1201 Mill | 77% |
| **Nordic** | *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 average 2019 Local currency/€ conversion rates. The 2019 average rates are: UK Pound/€ 0.8779, Danish Krona/€ 7.4690, Norwegian Krona/€ 9.8515, Swedish Krona/€10.5891.
US $ to € conversions are made at the average 2019 rate of 1.11132(0.8983).




| | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 | Q3-19 | Q4-19 | Q1-20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Total | 1377 | 1352 | 1242 | 1382 | 1372 | 1389 | 1339 | 1373 | 1304 | 1216 | 1102 | 1283 |
| Germany | 636 | 659 | 585 | 642 | 620 | 652 | 623 | 650 | 604 | 547 | 476 | 562 |
| Italy | 221 | 195 | 184 | 229 | 239 | 208 | 198 | 233 | 220 | 189 | 182 | 224 |
| UK & Eire | 170 | 174 | 158 | 192 | 182 | 191 | 178 | 178 | 178 | 186 | 162 | 159 |
| France | 102 | 92 | 91 | 104 | 104 | 109 | 114 | 104 | 117 | 125 | 118 | 125 |
| Nordic | 120 | 116 | 111 | 101 | 104 | 98 | 106 | 109 | 99 | 93 | 89 | 97 |
| Switzerland | 69 | 64 | 62 | 58 | 65 | 72 | 66 | 59 | 50 | 41 | 40 | 71 |
| Austria | 60 | 52 | 52 | 56 | 58 | 59 | 53 | 41 | 36 | 36 | 36 | 46 |




| | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 | Q3-19 | Q4-19 | Q1-20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Total | 256 | 254 | 247 | 249 | 256 | 272 | 251 | 305 | 269 | 246 | 215 | 256 |
| Germany | 120 | 126 | 119 | 94 | 95 | 100 | 93 | 132 | 111 | 102 | 80 | 95 |
| UK & Eire | 37 | 39 | 37 | 42 | 47 | 50 | 46 | 48 | 41 | 40 | 36 | 39 |
| Italy | 45 | 38 | 38 | 51 | 52 | 58 | 52 | 56 | 50 | 41 | 40 | 54 |
| Nordic | 11 | 11 | 12 | 13 | 14 | 13 | 14 | 15 | 13 | 12 | 11 | 13 |
| France | 25 | 21 | 23 | 29 | 29 | 30 | 26 | 30 | 33 | 30 | 27 | 33 |
| Switzerland | 7 | 7 | 7 | 7 | 7 | 7 | 8 | 9 | 7 | 7 | 6 | 7 |
| Austria | 11 | 12 | 12 | 13 | 13 | 13 | 13 | 15 | 14 | 14 | 14 | 15 |

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/

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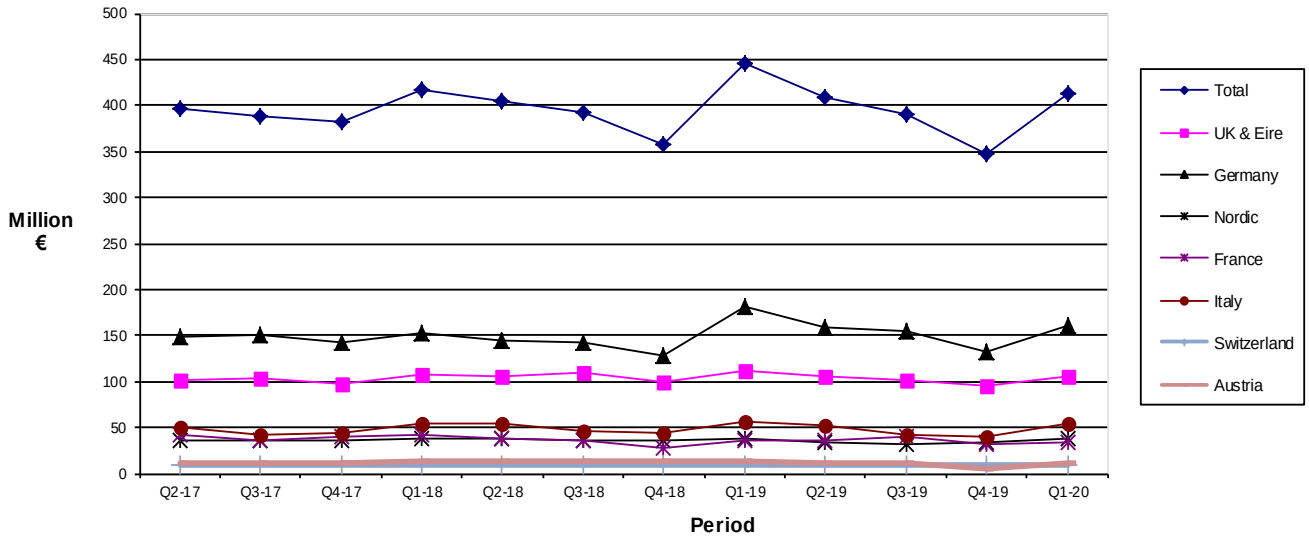
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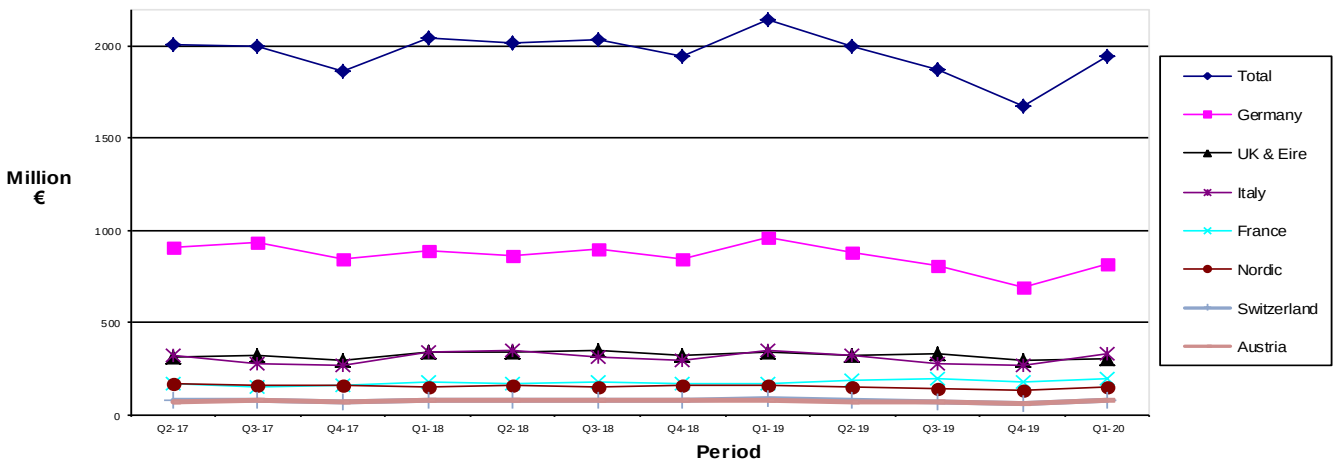
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## Electromechanical & Other Components Billings Trend




| | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 | Q3-19 | Q4-19 | Q1-20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Total | 397 | 388 | 382 | 417 | 404 | 393 | 358 | 446 | 409 | 390 | 347 | 413 |
| UK & Eire | 100 | 103 | 98 | 108 | 106 | 109 | 100 | 112 | 105 | 102 | 95 | 105 |
| Germany | 148 | 152 | 141 | 152 | 144 | 143 | 127 | 182 | 160 | 155 | 131 | 160 |
| Nordic | 36 | 35 | 36 | 37 | 38 | 36 | 36 | 37 | 35 | 33 | 33 | 38 |
| France | 41 | 37 | 41 | 41 | 38 | 36 | 27 | 35 | 36 | 39 | 32 | 34 |
| Italy | 51 | 42 | 44 | 55 | 55 | 47 | 45 | 57 | 53 | 41 | 40 | 55 |
| Switzerland | 9 | 9 | 9 | 10 | 10 | 9 | 9 | 10 | 10 | 9 | 9 | 9 |
| Austria | 12 | 11 | 12 | 13 | 13 | 13 | 13 | 13 | 11 | 10 | 6 | 12 |

## Total Electronic Components Billings Trend




| | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 | Q3-19 | Q4-19 | Q1-20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Total | 2007 | 1993 | 1861 | 2045 | 2018 | 2037 | 1944 | 2142 | 1997 | 1868 | 1673 | 1941 |
| Germany | 904 | 937 | 845 | 889 | 858 | 895 | 844 | 964 | 875 | 803 | 687 | 818 |
| UK & Eire | 307 | 316 | 293 | 342 | 335 | 350 | 324 | 337 | 323 | 329 | 293 | 303 |
| Italy | 316 | 274 | 266 | 334 | 346 | 313 | 294 | 345 | 323 | 271 | 262 | 333 |
| France | 168 | 150 | 155 | 175 | 171 | 176 | 168 | 170 | 187 | 194 | 177 | 192 |
| Nordic | 167 | 161 | 159 | 151 | 156 | 147 | 156 | 161 | 147 | 137 | 134 | 148 |
| Switzerland | 76 | 80 | 72 | 76 | 75 | 80 | 80 | 86 | 74 | 67 | 60 | 75 |
| Austria | 70 | 75 | 71 | 79 | 77 | 77 | 78 | 78 | 68 | 67 | 60 | 73 |

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
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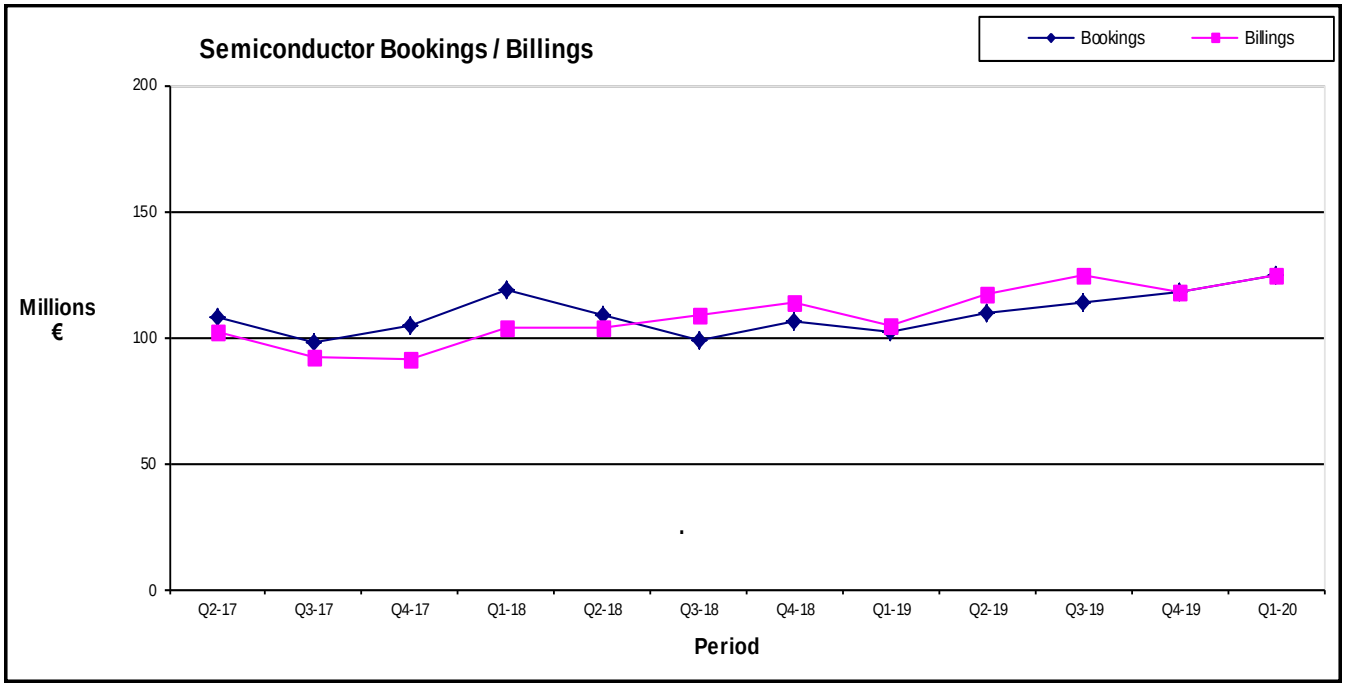
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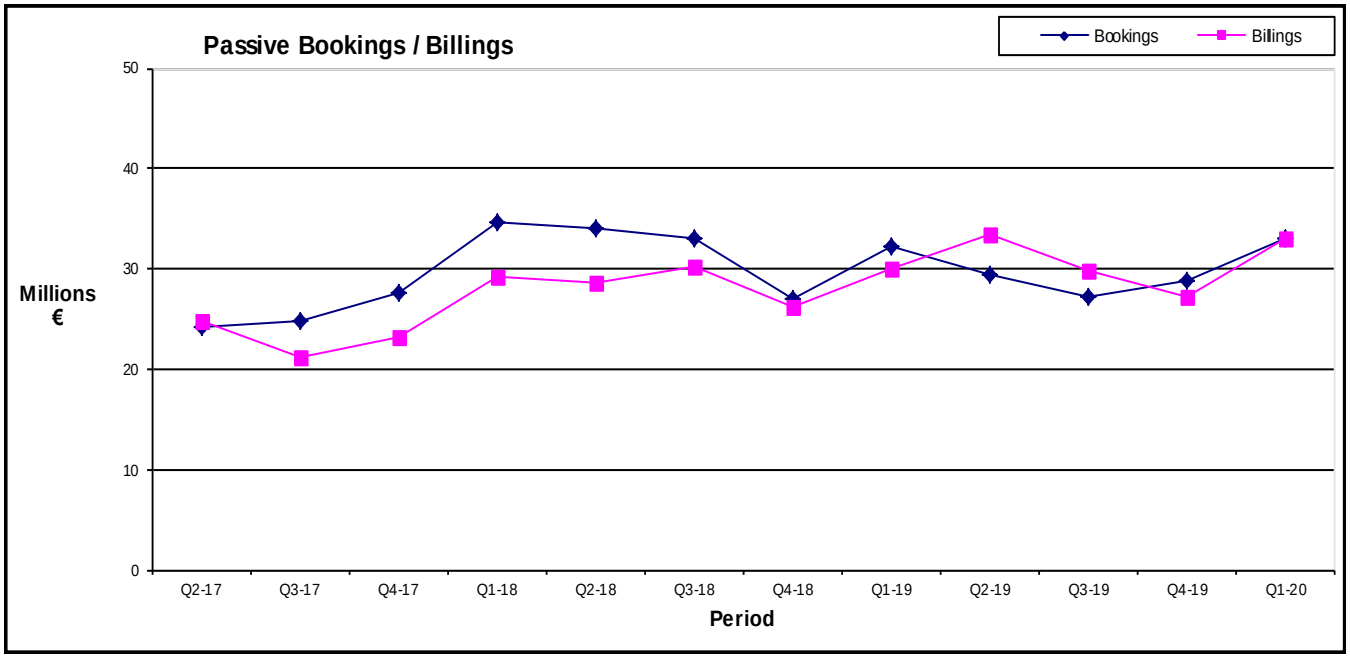
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# FRANCE




| | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 | Q3-19 | Q4-19 | Q1-20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Bookings | 108 | 98 | 105 | 119 | 109 | 99 | 107 | 102 | 110 | 114 | 118 | 125 |
| Billings | 102 | 92 | 91 | 104 | 104 | 109 | 114 | 104 | 117 | 125 | 118 | 125 |




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

IDEA Secretariat: Laura Baronchelli
Via Console Flaminio, 19
I-20134 Milan
Italy
Phone +39 02 210 111 251
Fax +39 02 210 111 222
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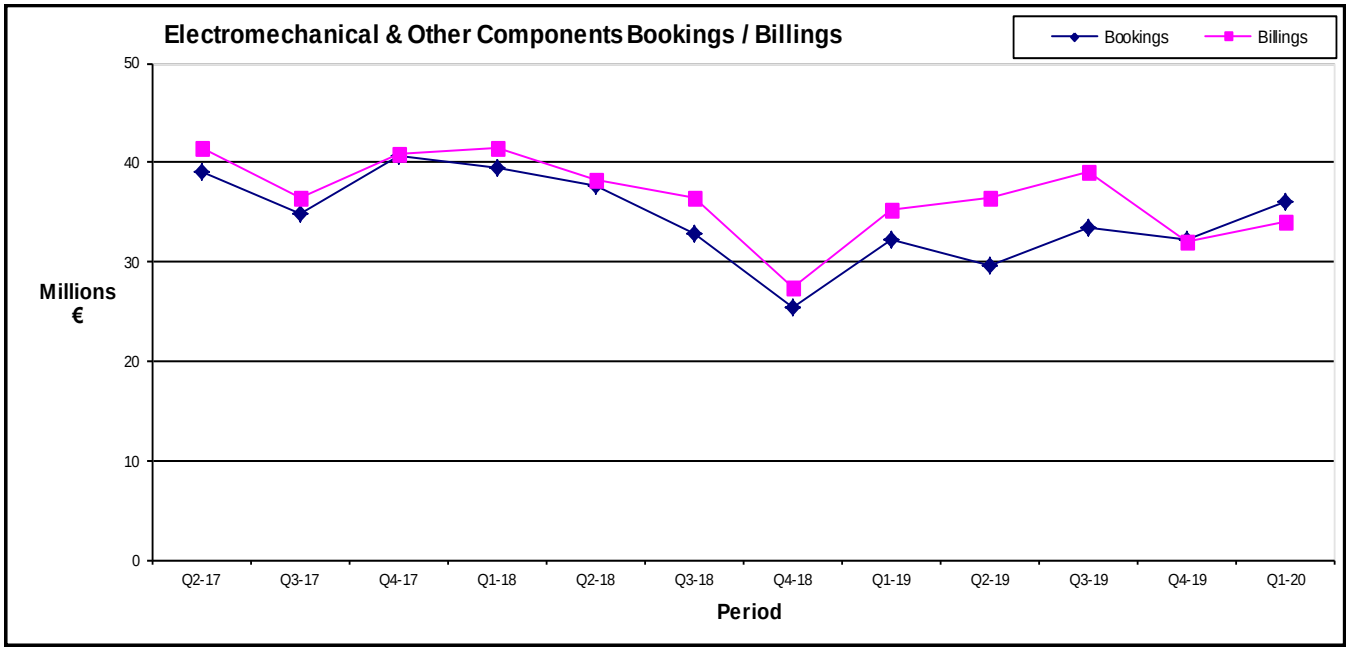
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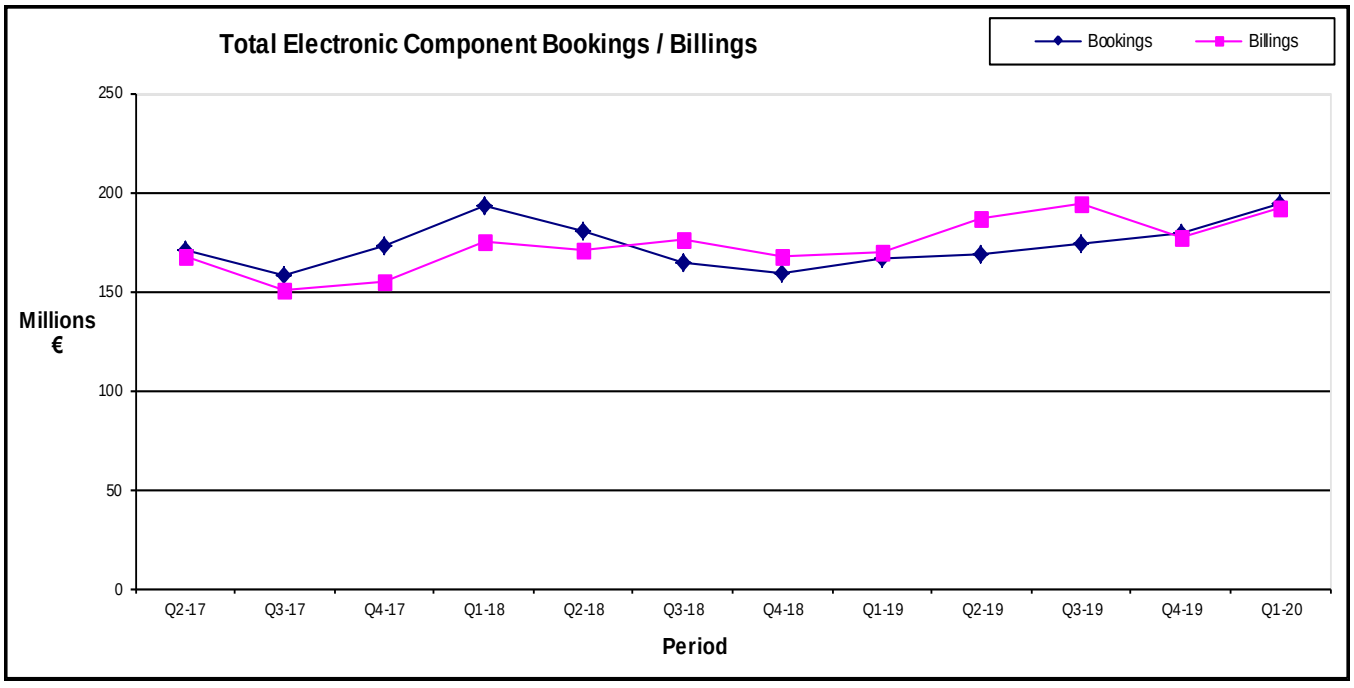
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# FRANCE



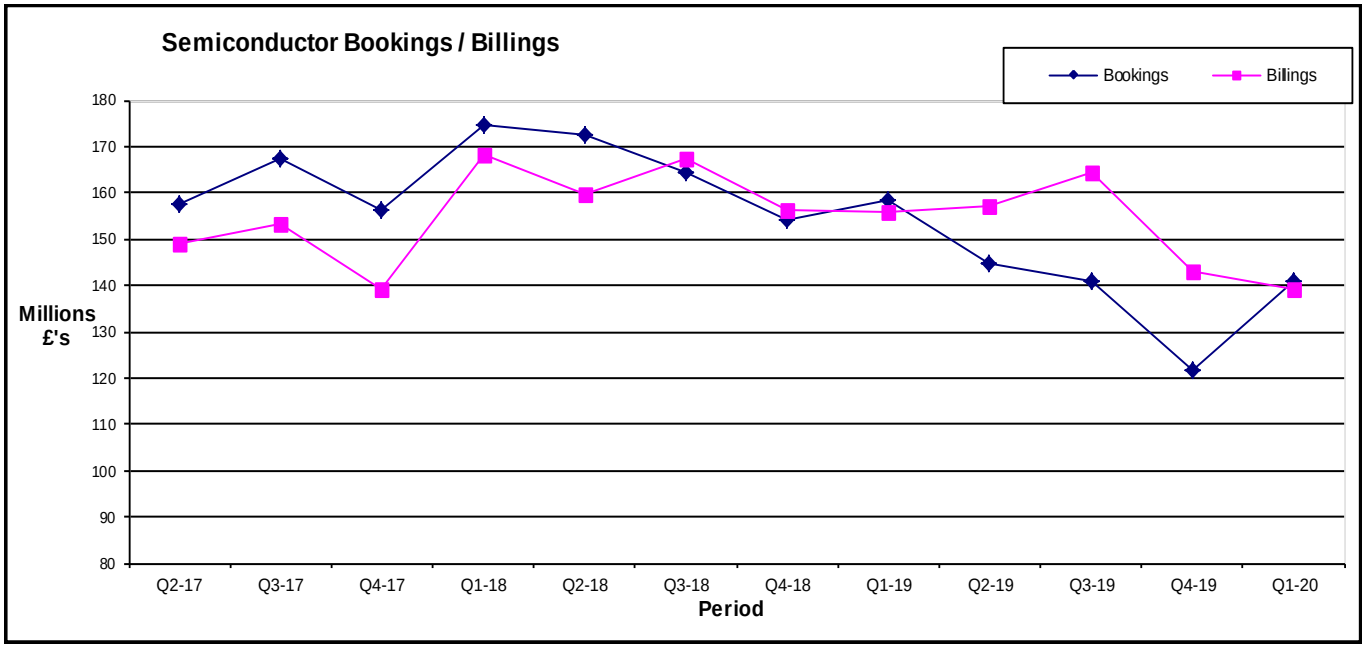

| | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 | Q3-19 | Q4-19 | Q1-20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Bookings | 39 | 35 | 41 | 39 | 38 | 33 | 25 | 32 | 30 | 33 | 32 | 36 |
| Billings | 41 | 37 | 41 | 41 | 38 | 36 | 27 | 35 | 36 | 39 | 32 | 34 |



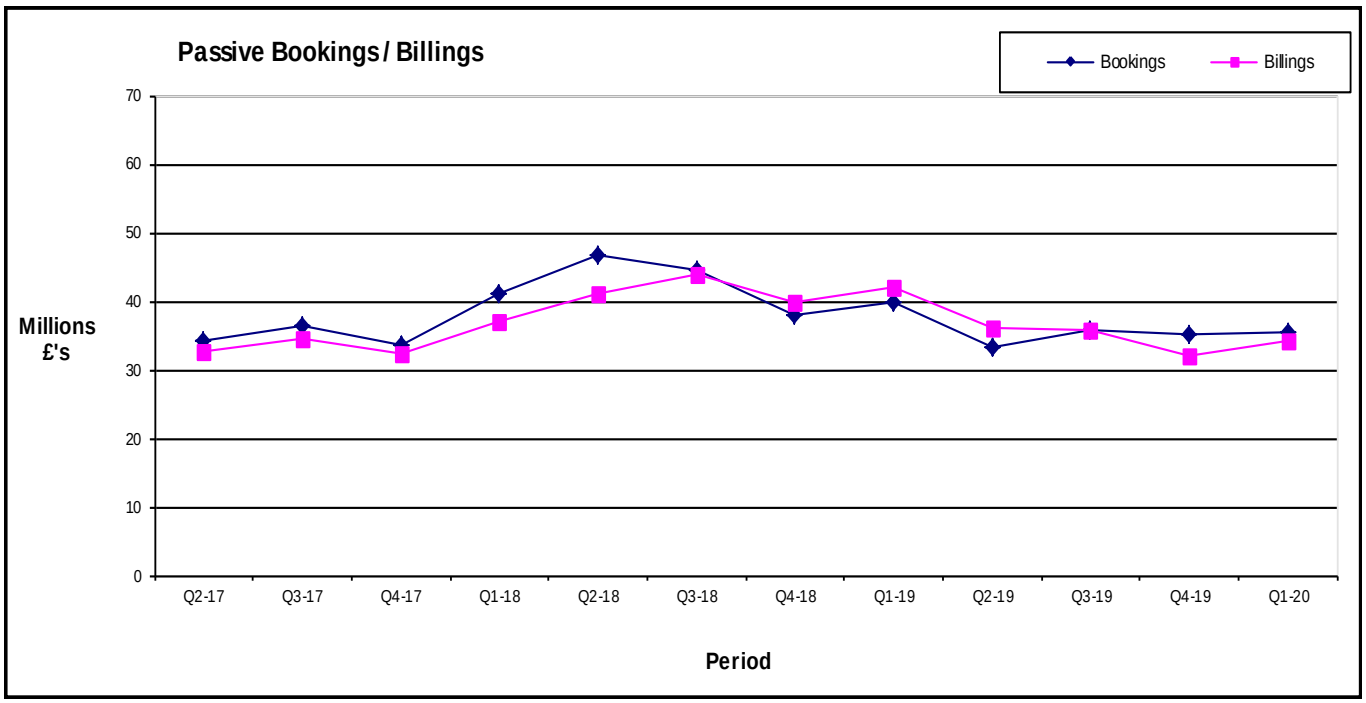

| | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 | Q3-19 | Q4-19 | Q1-20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Bookings | 171 | 158 | 173 | 193 | 181 | 165 | 159 | 167 | 169 | 174 | 179 | 194 |
| Billings | 168 | 150 | 155 | 175 | 171 | 176 | 168 | 170 | 187 | 194 | 177 | 192 |

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
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## UK & Eire




| | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 | Q3-19 | Q4-19 | Q1-20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Bookings | 158 | 167 | 156 | 175 | 172 | 164 | 154 | 159 | 145 | 141 | 122 | 141 |
| Billings | 149 | 153 | 139 | 168 | 160 | 168 | 156 | 156 | 157 | 164 | 143 | 139 |




| | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 | Q3-19 | Q4-19 | Q1-20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Bookings | 34 | 36 | 34 | 41 | 47 | 45 | 38 | 40 | 33 | 36 | 35 | 36 |
| Billings | 33 | 35 | 32 | 37 | 41 | 44 | 40 | 42 | 36 | 36 | 32 | 34 |

IDEA Secretariat: Laura Baronchelli
Via Console Flaminio, 19
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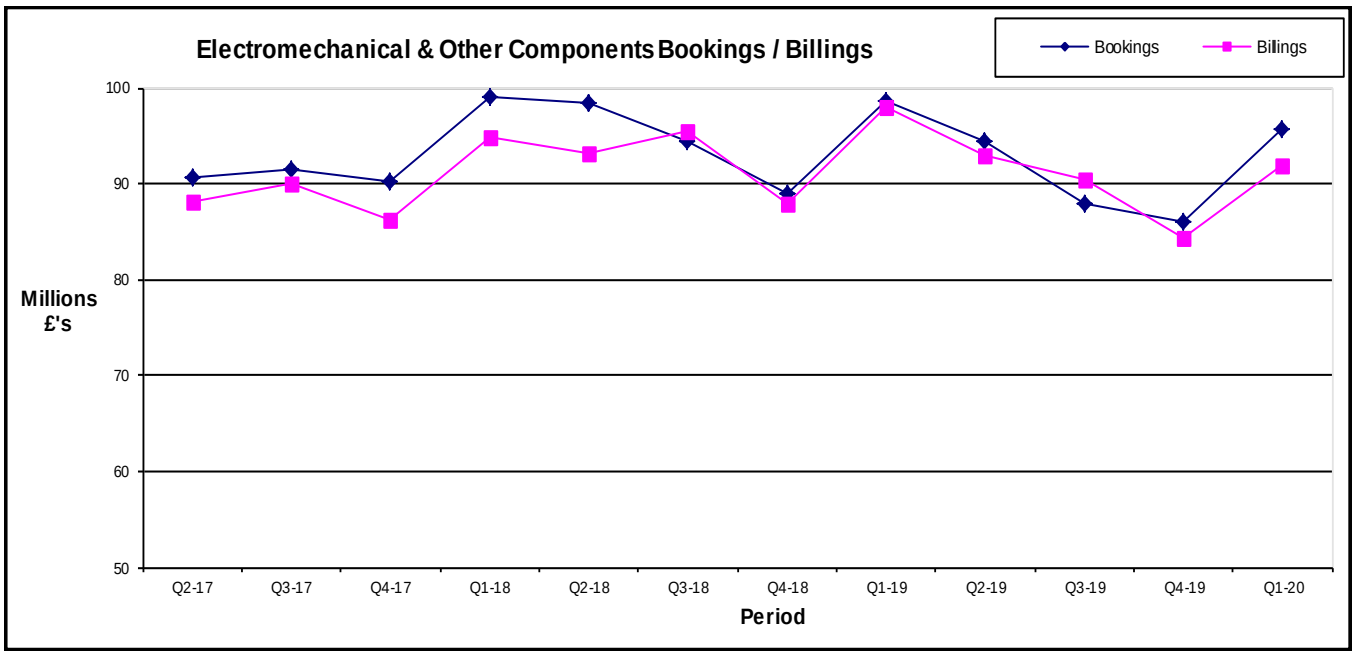
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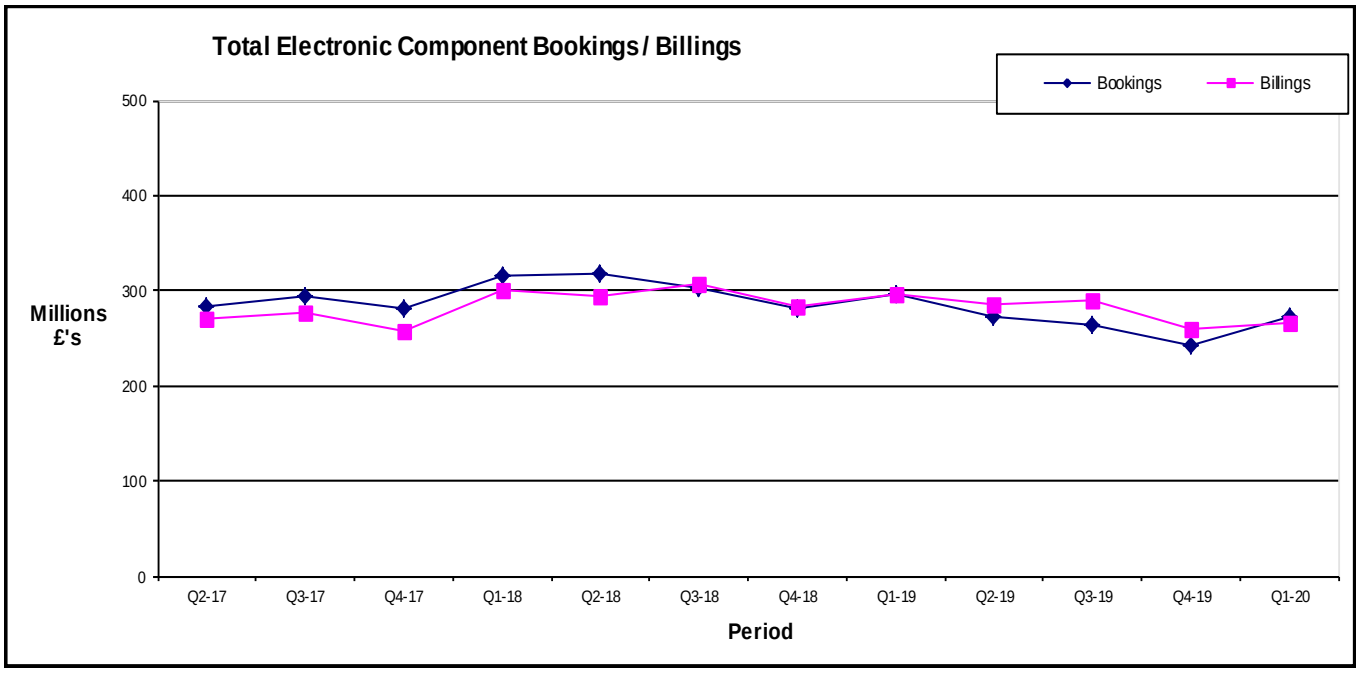
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## UK & Eire




| | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 | Q3-19 | Q4-19 | Q1-20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Bookings | 91 | 91 | 90 | 99 | 98 | 94 | 89 | 99 | 94 | 88 | 86 | 96 |
| Billings | 88 | 90 | 86 | 95 | 93 | 96 | 88 | 98 | 93 | 90 | 84 | 92 |




| | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 | Q3-19 | Q4-19 | Q1-20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Bookings | 283 | 295 | 280 | 315 | 318 | 304 | 281 | 297 | 272 | 264 | 243 | 272 |
| Billings | 270 | 278 | 257 | 300 | 294 | 307 | 284 | 296 | 286 | 291 | 259 | 266 |

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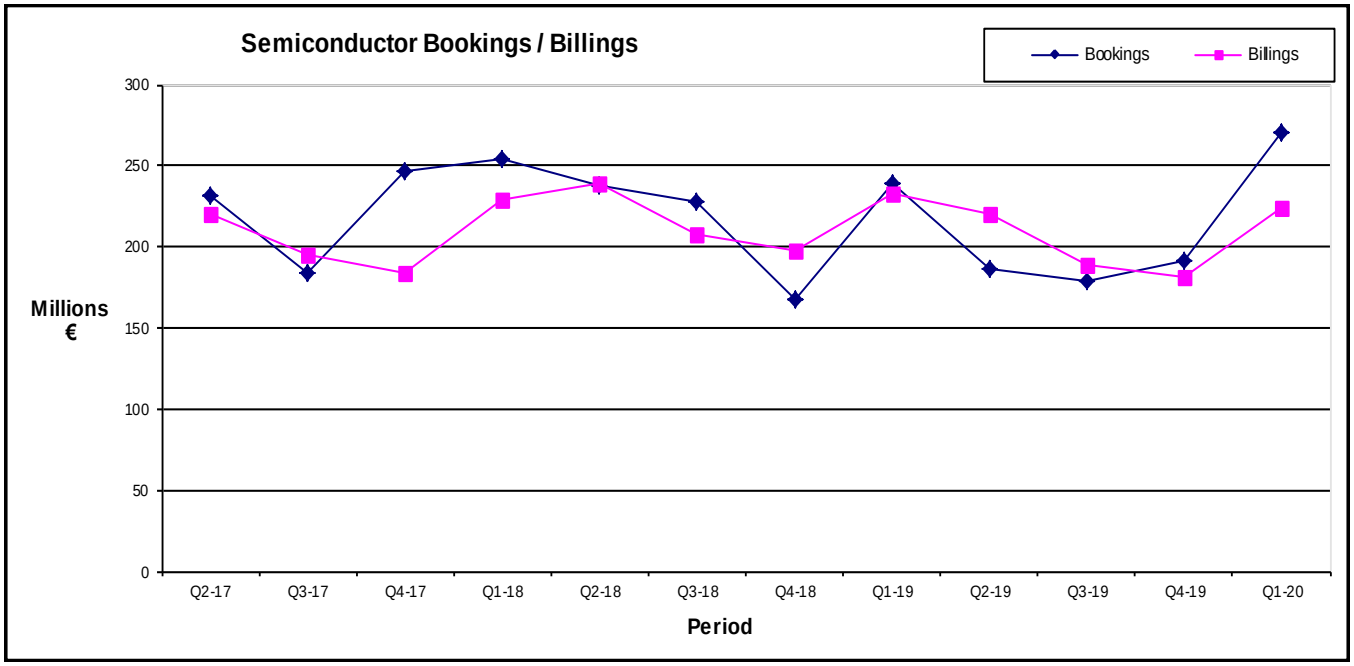
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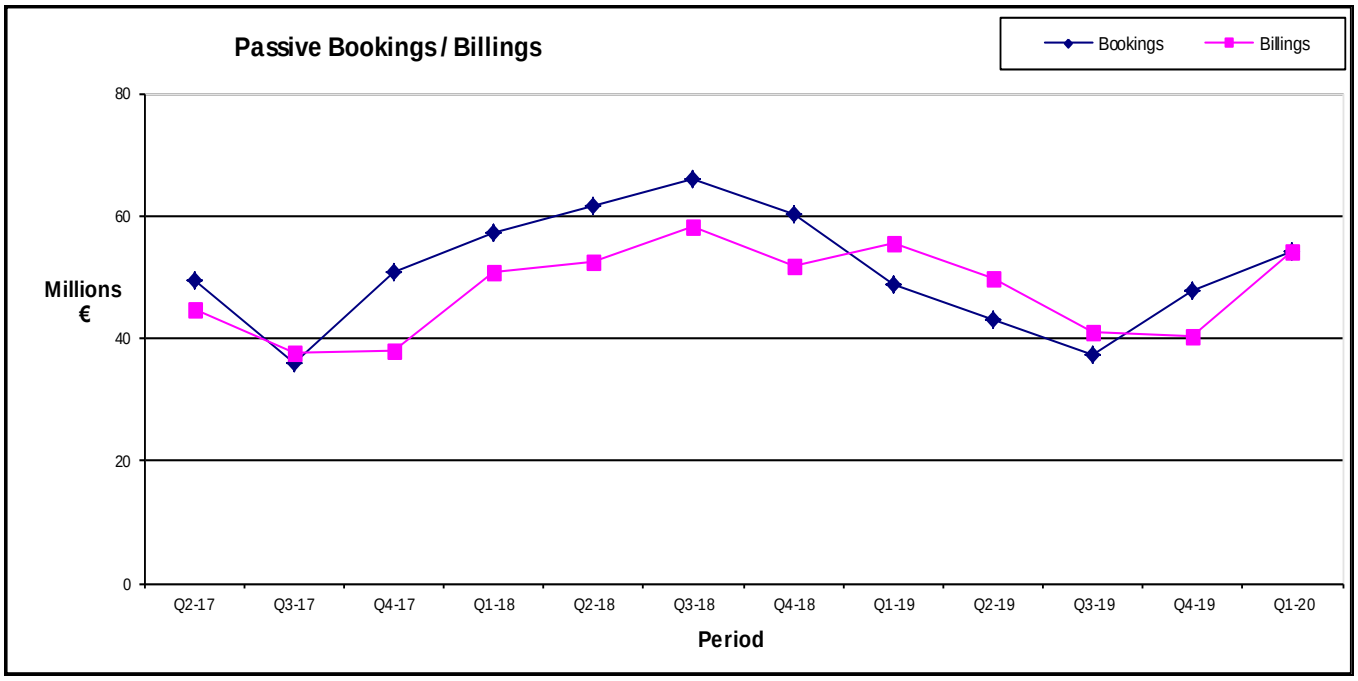
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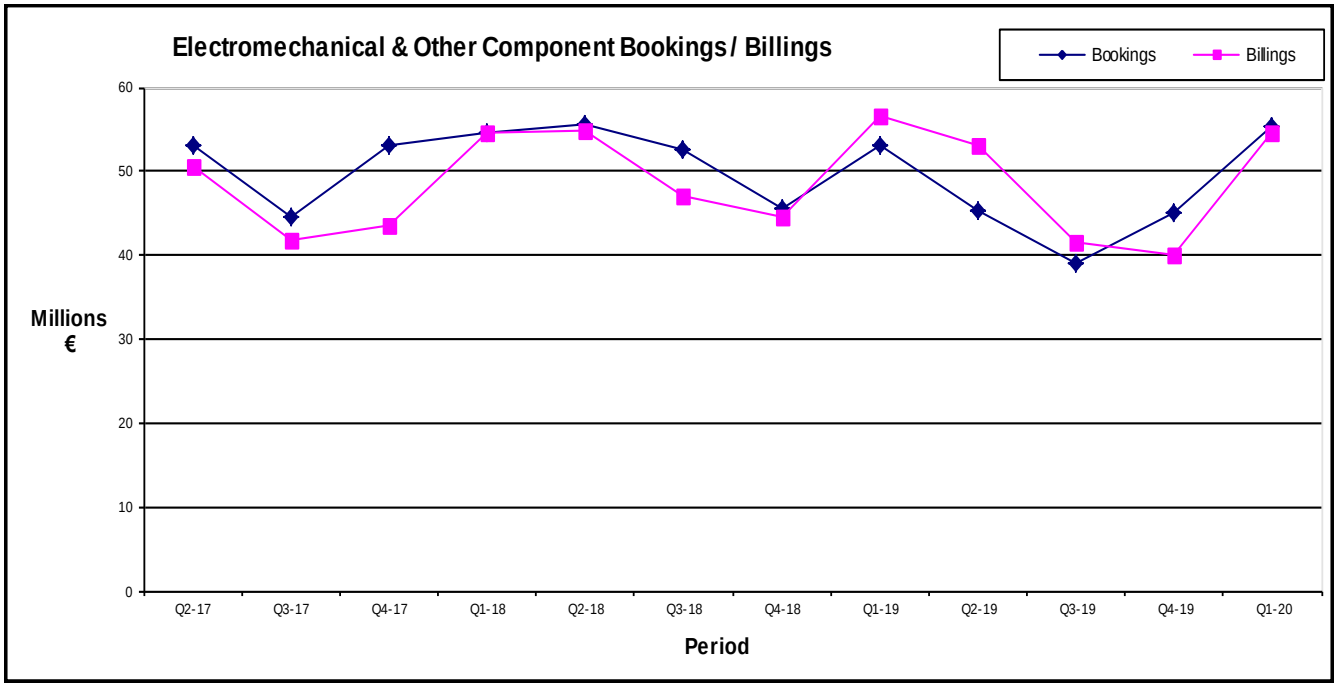

| | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 | Q3-19 | Q4-19 | Q1-20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Bookings | 232 | 184 | 247 | 255 | 237 | 227 | 167 | 239 | 186 | 179 | 191 | 270 |
| Billings | 221 | 195 | 184 | 229 | 239 | 208 | 198 | 233 | 220 | 189 | 182 | 224 |



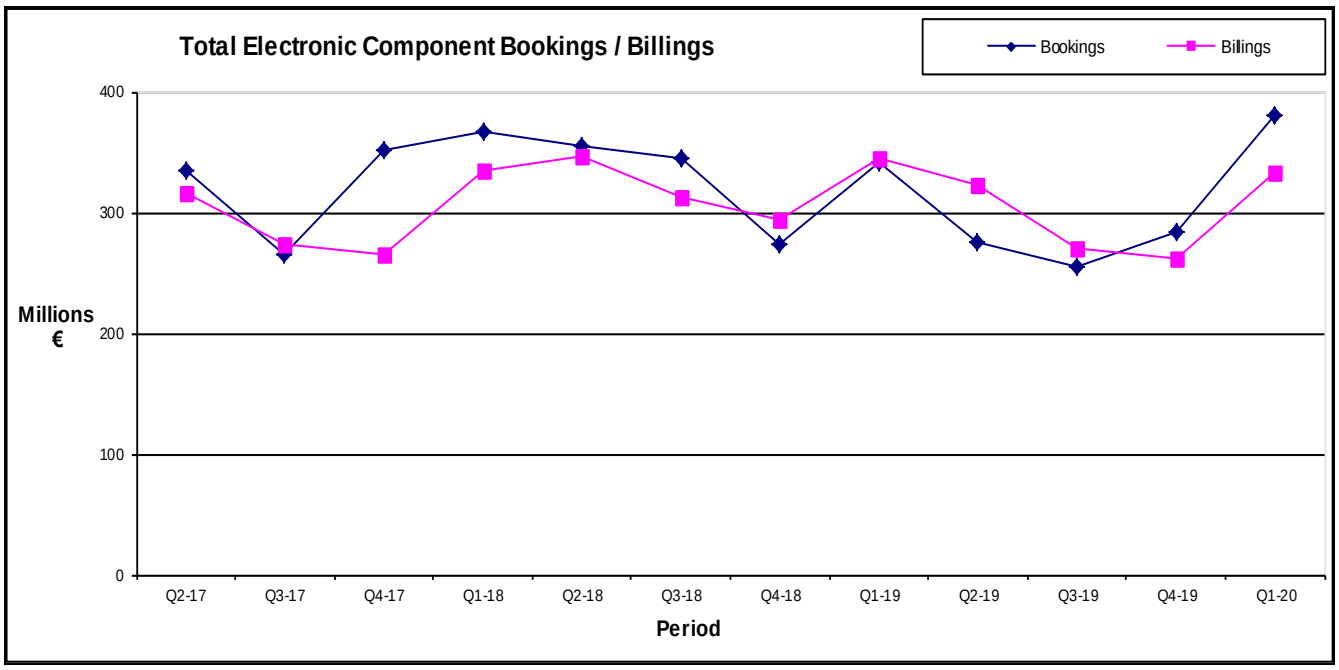

| | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 | Q3-19 | Q4-19 | Q1-20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Bookings | 50 | 36 | 51 | 57 | 62 | 66 | 60 | 49 | 43 | 37 | 48 | 54 |
| Billings | 45 | 38 | 38 | 51 | 52 | 58 | 52 | 56 | 50 | 41 | 40 | 54 |

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/

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| | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 | Q3-19 | Q4-19 | Q1-20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Bookings | 53 | 44 | 53 | 55 | 56 | 52 | 46 | 53 | 45 | 39 | 45 | 55 |
| Billings | 51 | 42 | 44 | 55 | 55 | 47 | 45 | 57 | 53 | 41 | 40 | 55 |




| | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 | Q3-19 | Q4-19 | Q1-20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Bookings | 335 | 265 | 351 | 367 | 355 | 346 | 273 | 341 | 275 | 255 | 284 | 380 |
| Billings | 316 | 274 | 266 | 334 | 346 | 313 | 294 | 345 | 323 | 271 | 262 | 333 |

IDEA Secretariat: Laura Baronchelli
Via Console Flaminio, 19
I-20134 Milan
Italy
Phone +39 02 210 111 251
Fax +39 02 210 111 222
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http://www.ideaelectronics.com/

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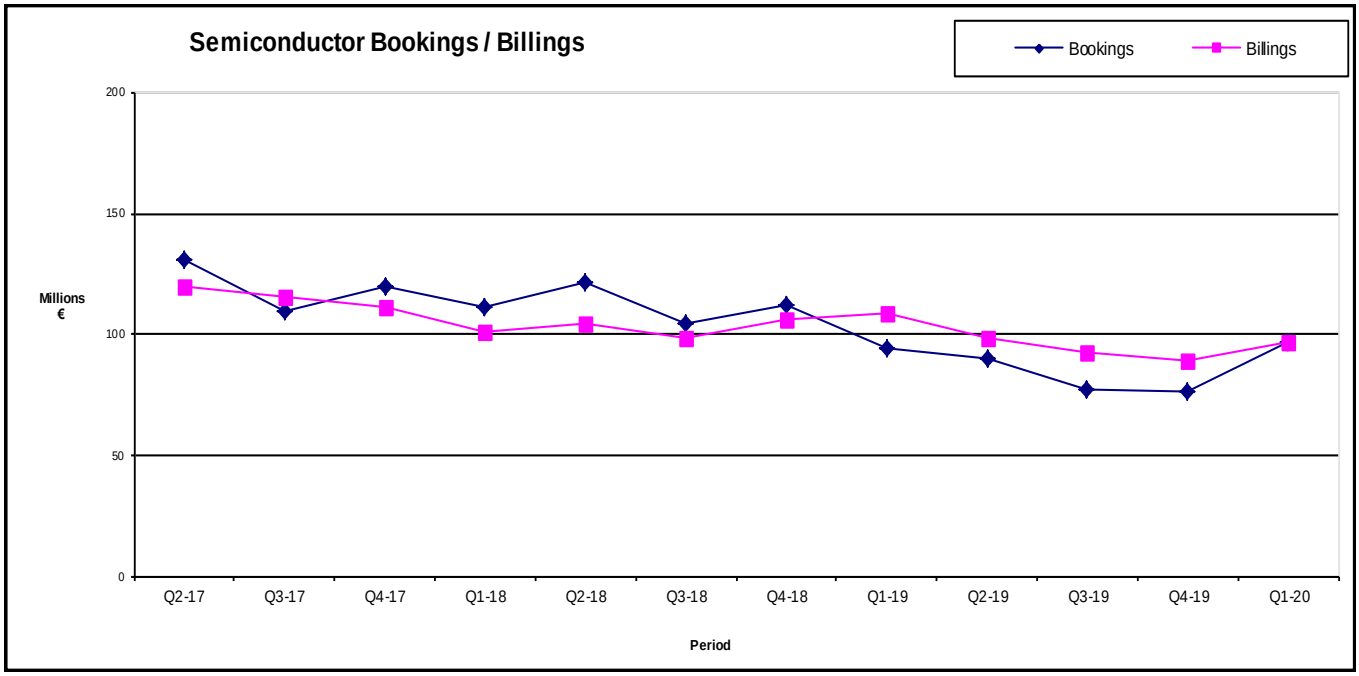
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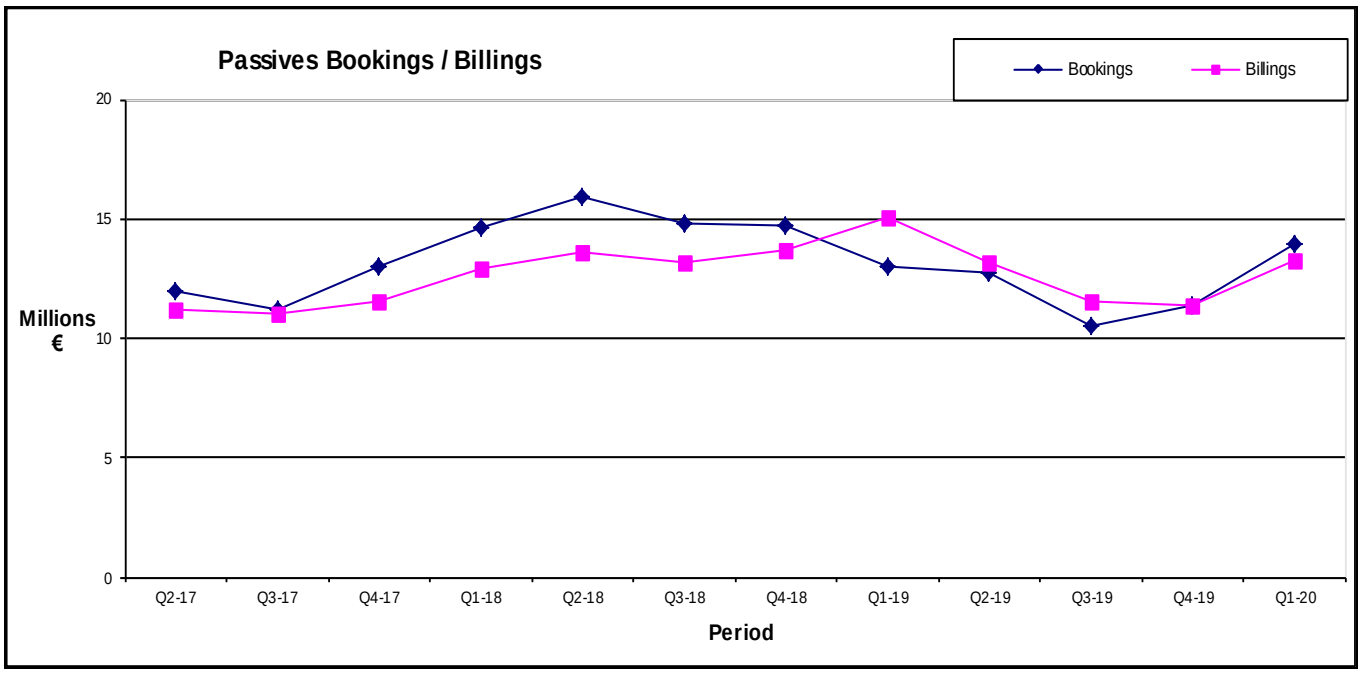
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## NORDIC



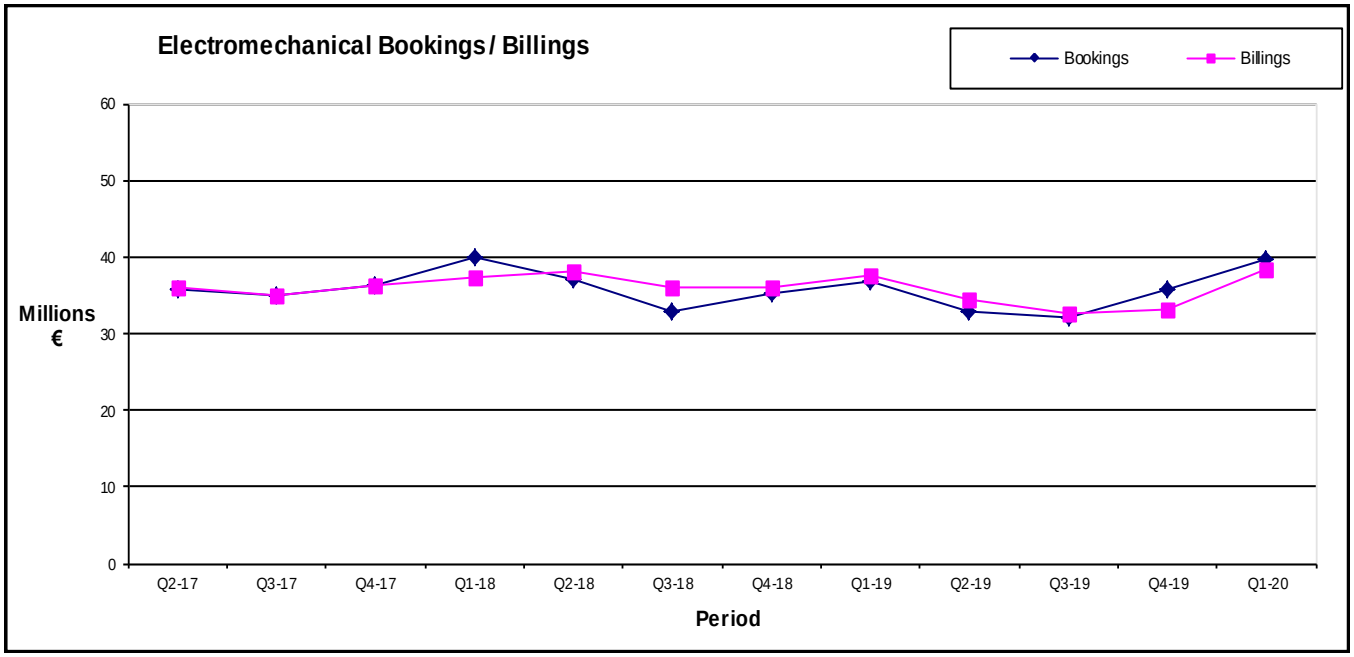

| | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 | Q3-19 | Q4-19 | Q1-20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Bookings** | 131 | 110 | 120 | 111 | 122 | 105 | 113 | 95 | 90 | 77 | 76 | 97 |
| **Billings** | 120 | 116 | 111 | 101 | 104 | 98 | 106 | 109 | 99 | 93 | 89 | 97 |




| | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 | Q3-19 | Q4-19 | Q1-20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Bookings** | 12 | 11 | 13 | 15 | 16 | 15 | 15 | 13 | 13 | 11 | 11 | 14 |
| **Billings** | 11 | 11 | 12 | 13 | 14 | 13 | 14 | 15 | 13 | 12 | 11 | 13 |

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**
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## NORDIC




| | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 | Q3-19 | Q4-19 | Q1-20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Bookings | 36 | 35 | 36 | 40 | 37 | 33 | 35 | 37 | 33 | 32 | 36 | 40 |
| Billings | 36 | 35 | 36 | 37 | 38 | 36 | 36 | 37 | 35 | 33 | 33 | 38 |




| | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 | Q3-19 | Q4-19 | Q1-20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Bookings | 179 | 156 | 169 | 166 | 175 | 152 | 162 | 144 | 136 | 120 | 123 | 151 |
| Billings | 167 | 161 | 159 | 151 | 156 | 147 | 156 | 161 | 147 | 137 | 134 | 148 |

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/

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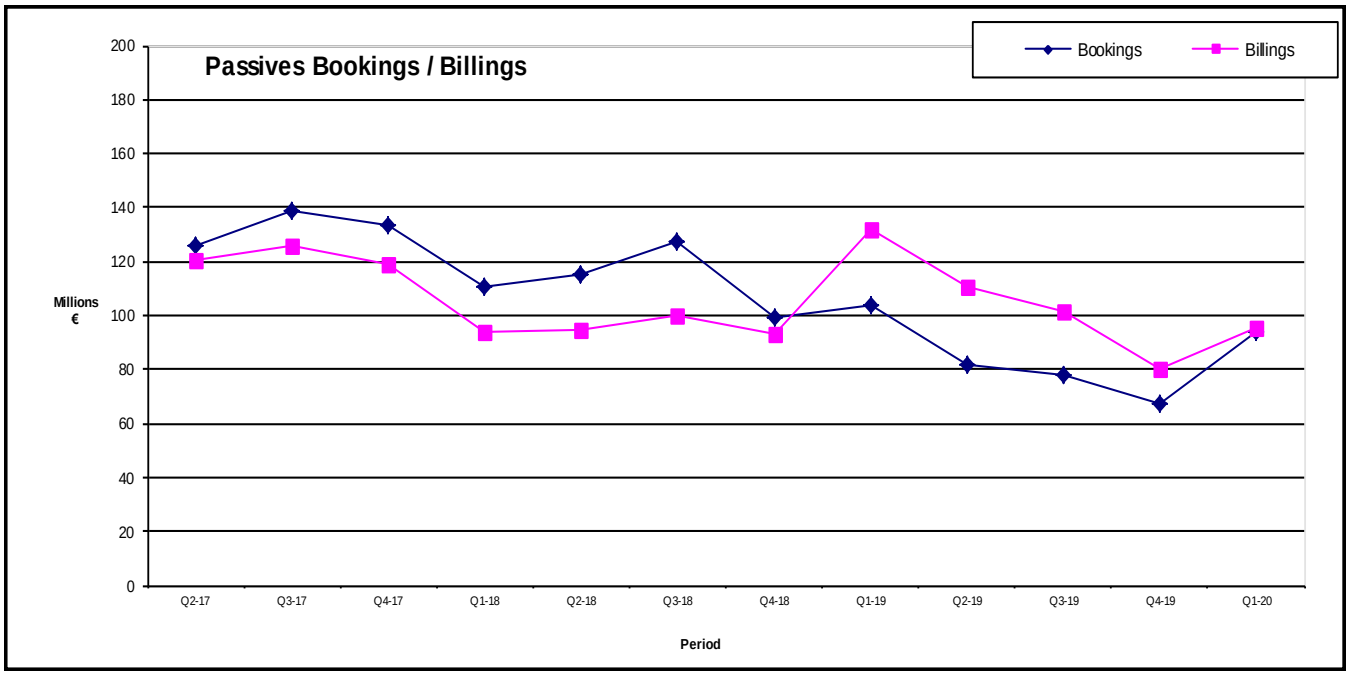
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# GERMANY



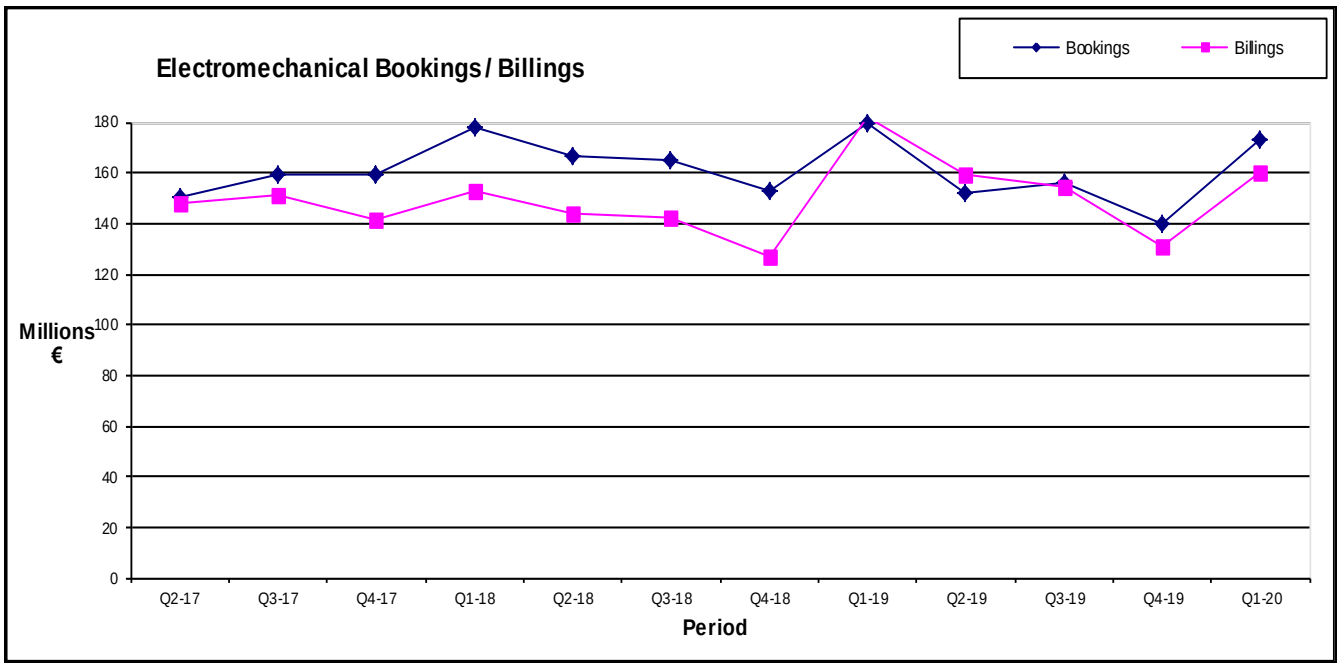

| | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 | Q3-19 | Q4-19 | Q1-20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Bookings | 662 | 691 | 684 | 724 | 679 | 714 | 605 | 580 | 508 | 447 | 436 | 574 |
| Billings | 636 | 659 | 585 | 642 | 620 | 652 | 623 | 650 | 604 | 547 | 476 | 562 |



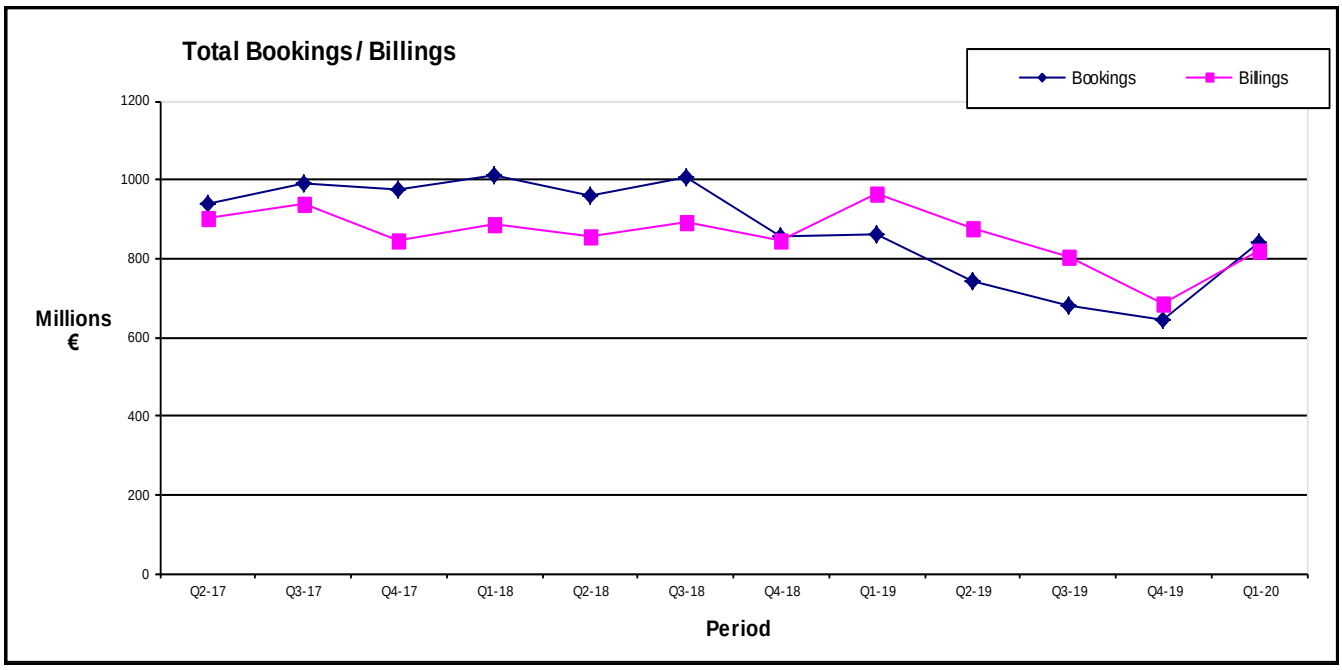

| | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 | Q3-19 | Q4-19 | Q1-20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Bookings | 126 | 139 | 134 | 111 | 115 | 128 | 99 | 103 | 82 | 78 | 67 | 94 |
| Billings | 120 | 126 | 119 | 94 | 95 | 100 | 93 | 132 | 111 | 102 | 80 | 95 |

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
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# GERMANY




| | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 | Q3-19 | Q4-19 | Q1-20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Bookings | 150 | 159 | 159 | 178 | 167 | 165 | 153 | 180 | 152 | 156 | 140 | 173 |
| Billings | 148 | 152 | 141 | 152 | 144 | 143 | 127 | 182 | 160 | 155 | 131 | 160 |



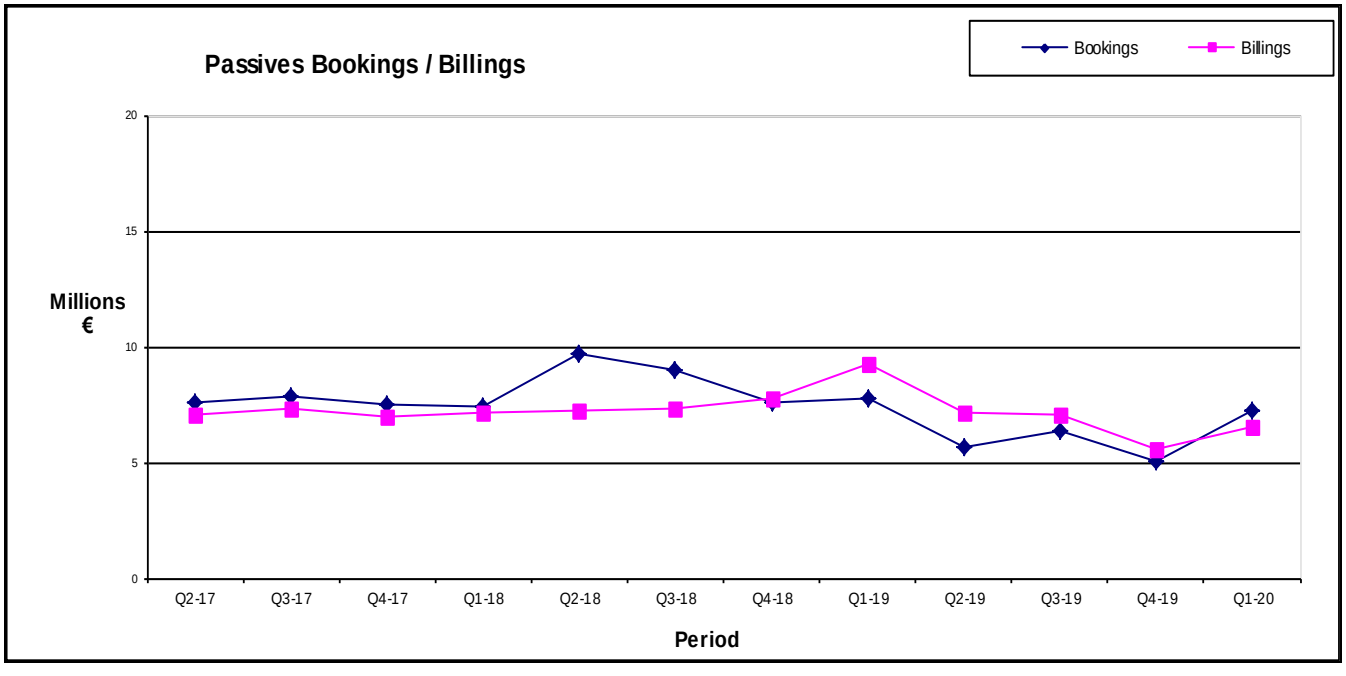

| | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 | Q3-19 | Q4-19 | Q1-20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Bookings | 938 | 989 | 976 | 1012 | 961 | 1006 | 857 | 863 | 742 | 681 | 643 | 842 |
| Billings | 904 | 937 | 845 | 889 | 858 | 895 | 844 | 964 | 875 | 803 | 687 | 818 |

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
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## SWITZERLAND




| | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 | Q3-19 | Q4-19 | Q1-20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Bookings | 69 | 64 | 62 | 58 | 65 | 72 | 66 | 59 | 50 | 41 | 40 | 71 |
| Billings | 60 | 63 | 56 | 59 | 57 | 64 | 62 | 66 | 58 | 51 | 45 | 60 |

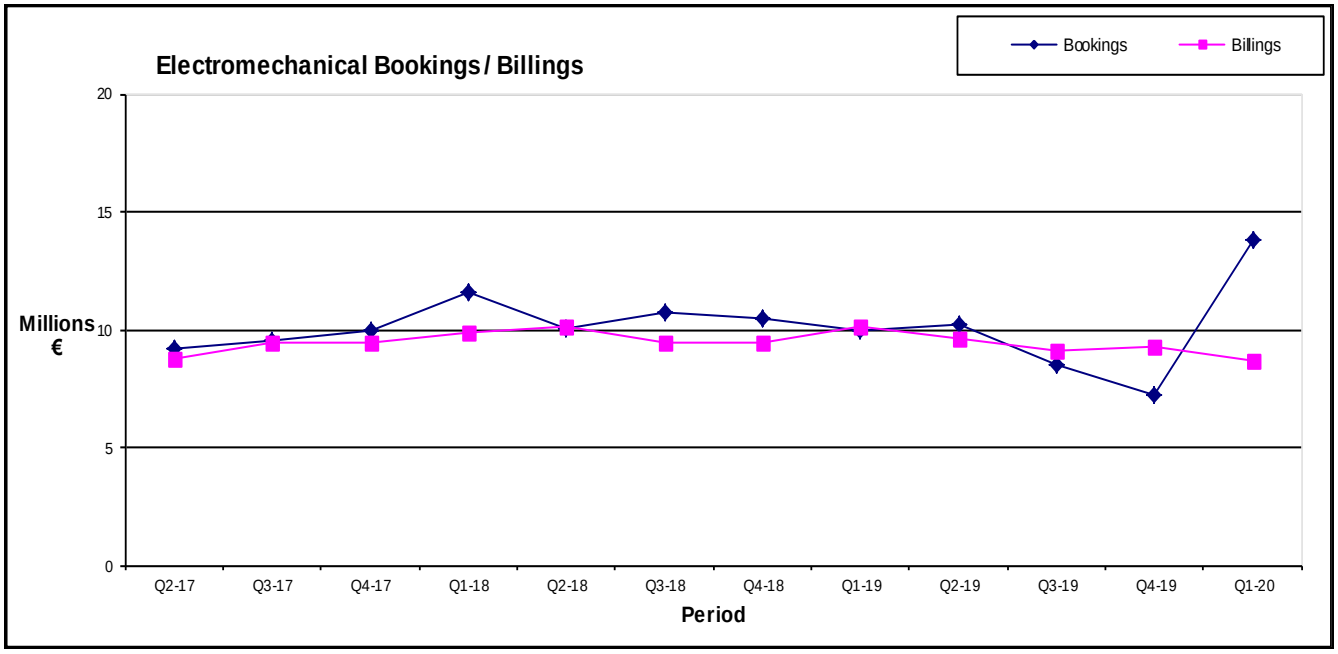



| | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 | Q3-19 | Q4-19 | Q1-20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Bookings | 8 | 8 | 7 | 7 | 10 | 9 | 8 | 8 | 6 | 6 | 5 | 7 |
| Billings | 7 | 7 | 7 | 7 | 7 | 7 | 8 | 9 | 7 | 7 | 6 | 7 |

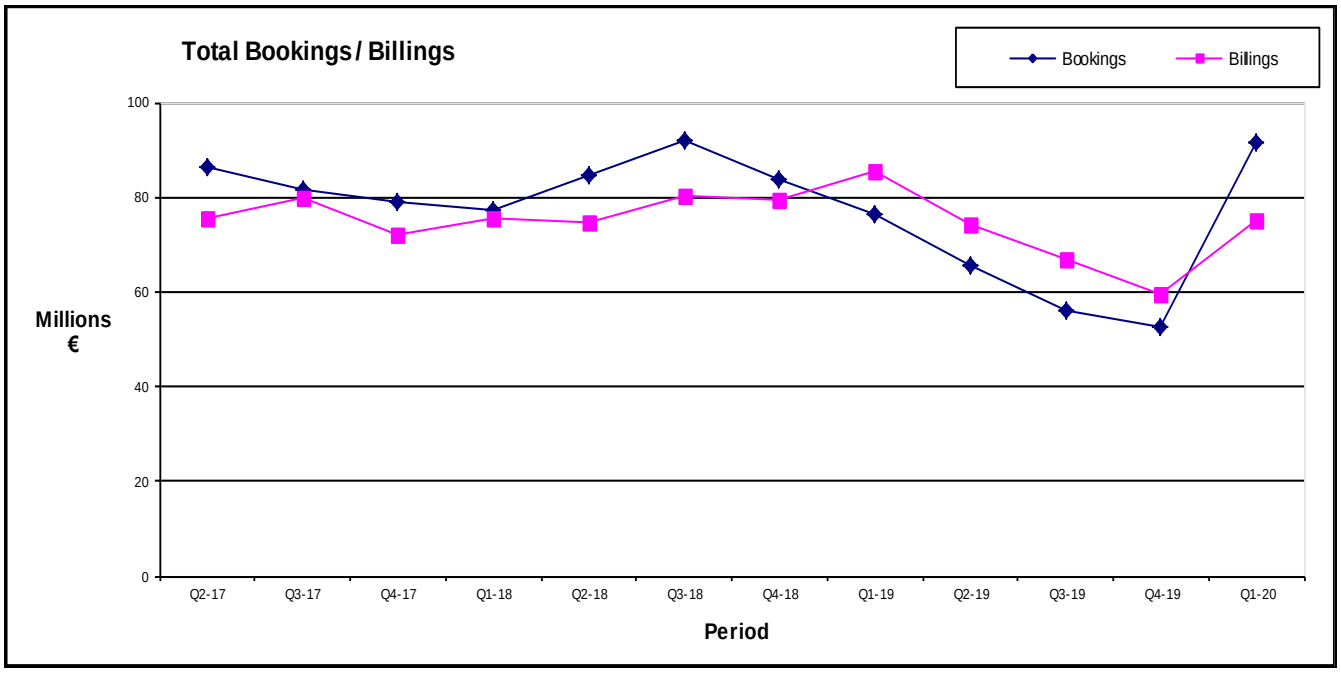
IDEA Secretariat: Laura Baronchelli
Via Console Flaminio, 19
I-20134 Milan
Italy
Phone +39 02 210 111 251
Fax +39 02 210 111 222
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## SWITZERLAND




| | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 | Q3-19 | Q4-19 | Q1-20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Bookings | 9 | 10 | 10 | 12 | 10 | 11 | 10 | 10 | 10 | 8 | 7 | 14 |
| Billings | 9 | 9 | 9 | 10 | 10 | 9 | 9 | 10 | 10 | 9 | 9 | 9 |




| | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 | Q3-19 | Q4-19 | Q1-20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Bookings | 86 | 82 | 79 | 77 | 85 | 92 | 84 | 76 | 66 | 56 | 53 | 92 |
| Billings | 76 | 80 | 72 | 76 | 75 | 80 | 80 | 86 | 74 | 67 | 60 | 75 |

IDEA Secretariat: Laura Baronchelli
Via Console Flaminio, 19
I-20134 Milan
Italy
Phone +39 02 210 111 251
Fax +39 02 210 111 222
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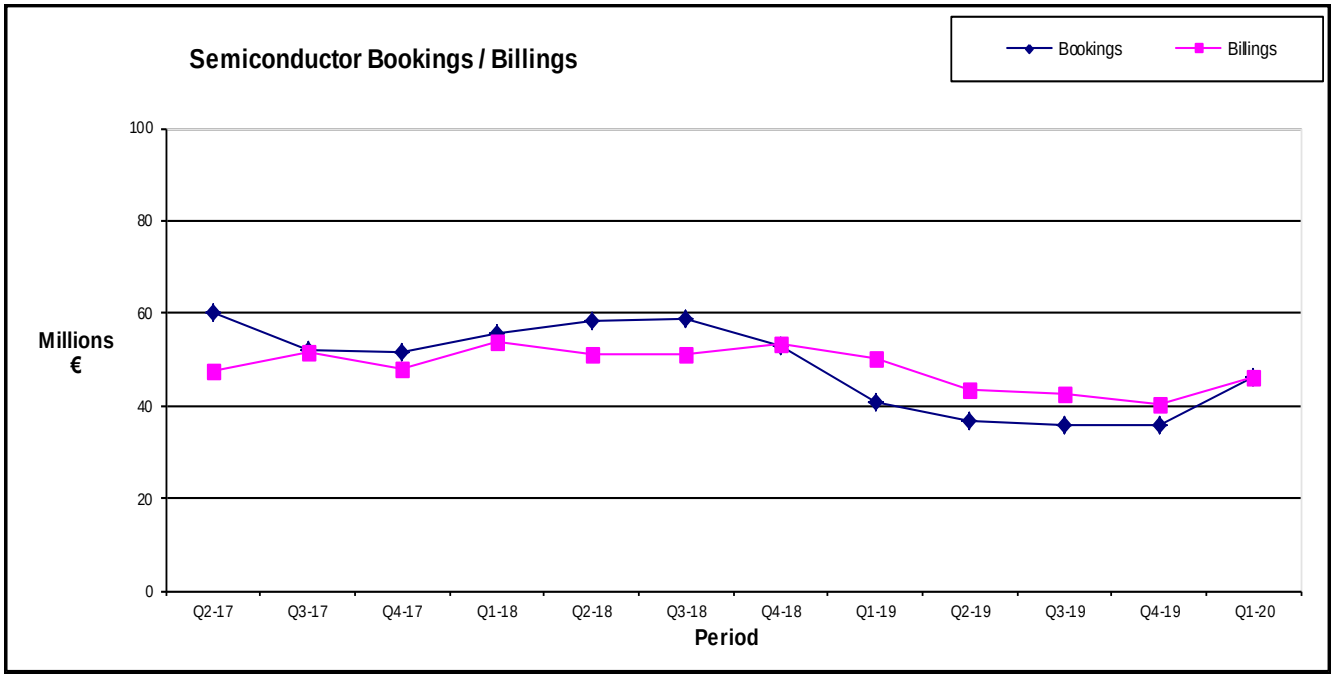
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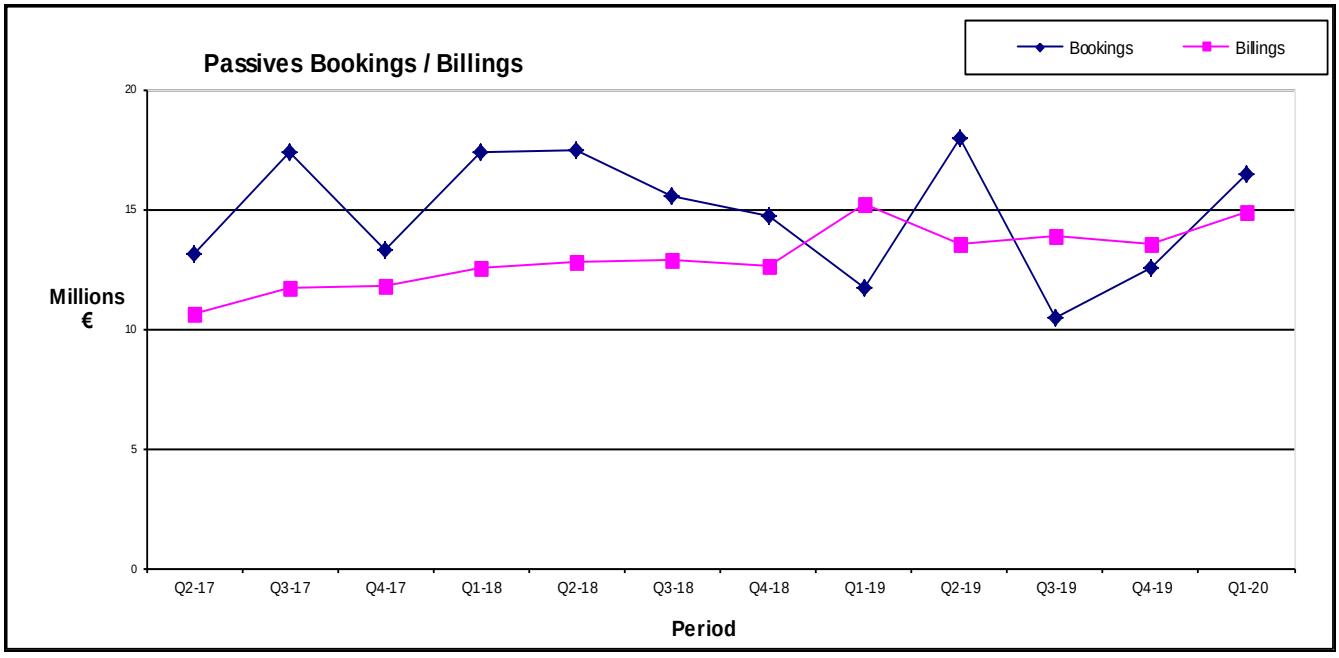
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# AUSTRIA




| | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 | Q3-19 | Q4-19 | Q1-20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Bookings** | 60 | 52 | 52 | 56 | 58 | 59 | 53 | 41 | 36 | 36 | 36 | 46 |
| **Billings** | 47 | 52 | 48 | 54 | 51 | 51 | 53 | 50 | 43 | 43 | 40 | 46 |




| | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 | Q3-19 | Q4-19 | Q1-20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Bookings** | 13 | 17 | 13 | 17 | 18 | 16 | 15 | 12 | 18 | 10 | 13 | 16 |
| **Billings** | 11 | 12 | 12 | 13 | 13 | 13 | 13 | 15 | 14 | 14 | 14 | 15 |

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
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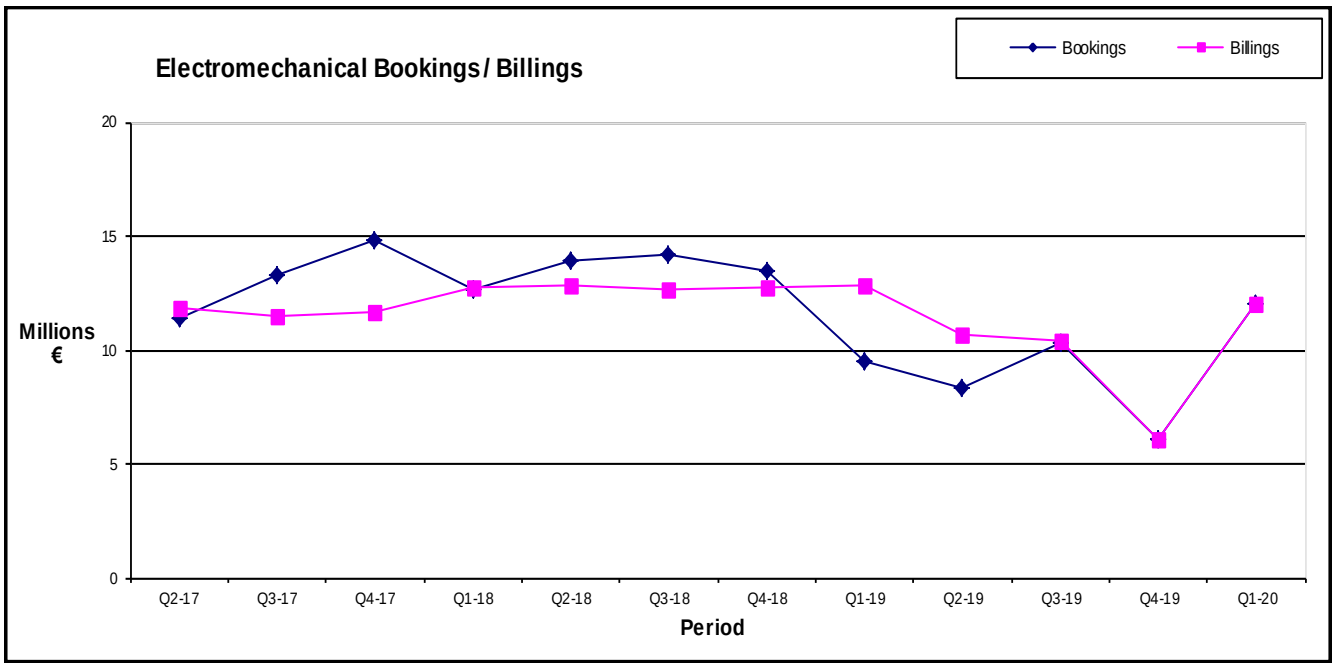
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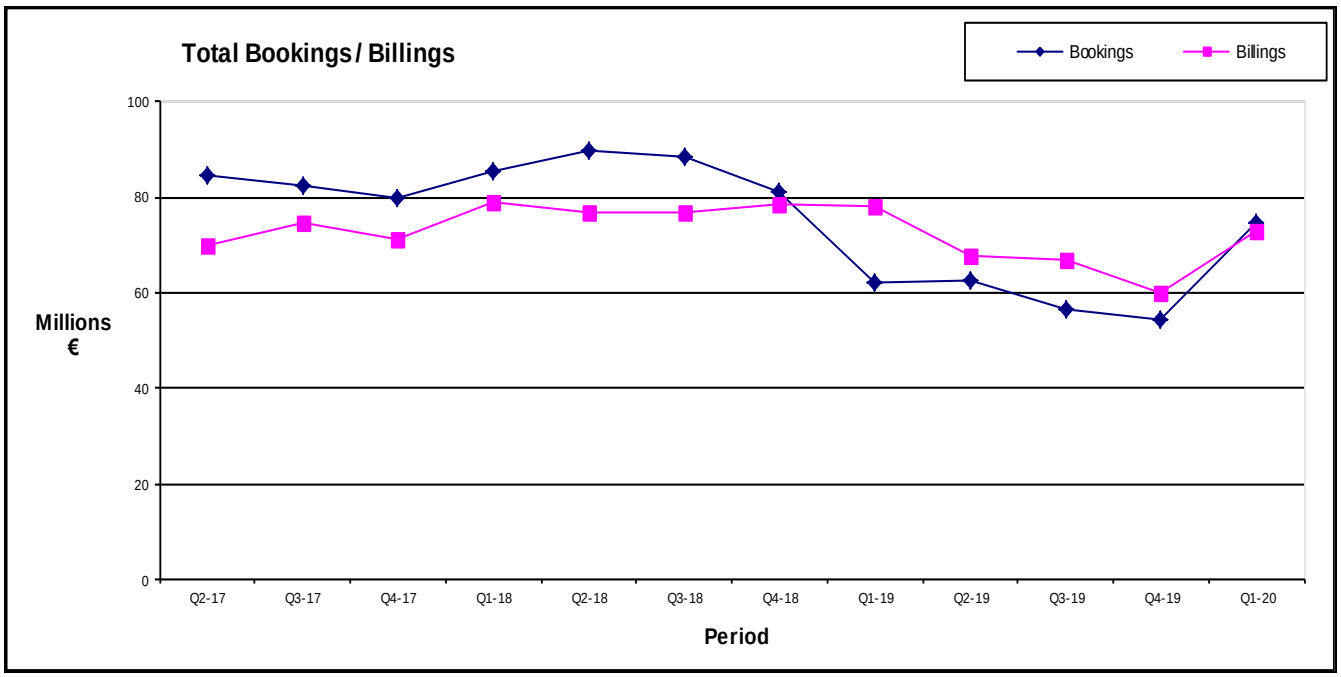
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# AUSTRIA




| | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 | Q3-19 | Q4-19 | Q1-20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Bookings | 11 | 13 | 15 | 13 | 14 | 14 | 13 | 10 | 8 | 10 | 6 | 12 |
| Billings | 12 | 11 | 12 | 13 | 13 | 13 | 13 | 13 | 11 | 10 | 6 | 12 |




| | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 | Q3-19 | Q4-19 | Q1-20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Bookings | 85 | 83 | 80 | 86 | 90 | 88 | 81 | 62 | 63 | 56 | 55 | 75 |
| Billings | 70 | 75 | 71 | 79 | 77 | 77 | 78 | 78 | 68 | 67 | 60 | 73 |

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/

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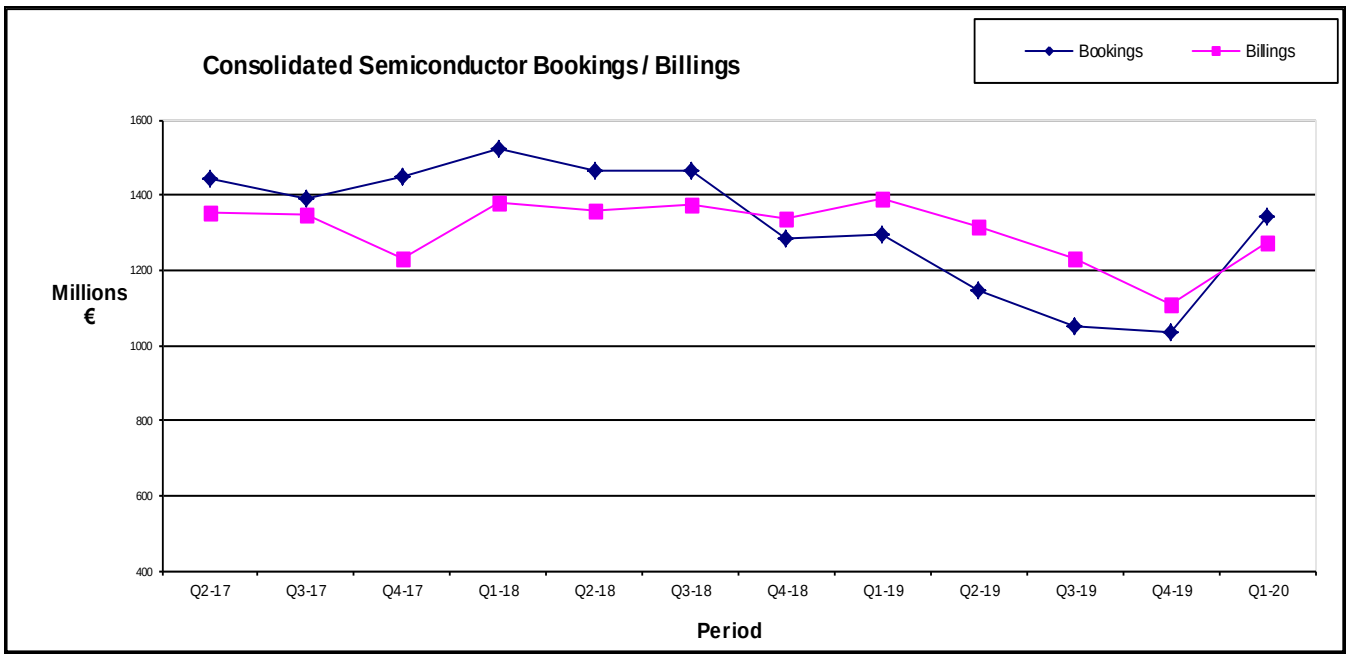
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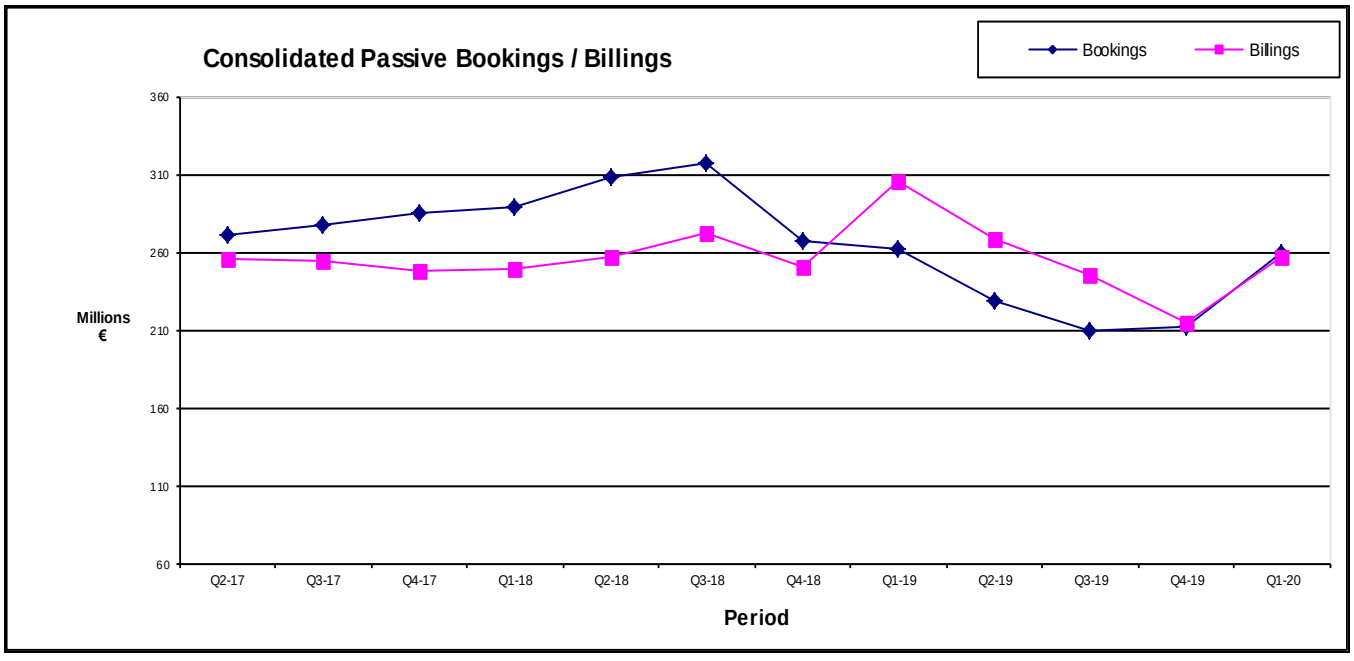
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| | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 | Q3-19 | Q4-19 | Q1-20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Bookings | 1442 | 1390 | 1447 | 1521 | 1467 | 1463 | 1285 | 1296 | 1144 | 1053 | 1035 | 1344 |
| Billings | 1355 | 1351 | 1232 | 1380 | 1358 | 1373 | 1335 | 1390 | 1319 | 1233 | 1111 | 1272 |




| | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 | Q3-19 | Q4-19 | Q1-20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Bookings | 271 | 277 | 284 | 289 | 308 | 317 | 267 | 262 | 228 | 210 | 212 | 259 |
| Billings | 256 | 254 | 247 | 249 | 256 | 272 | 251 | 305 | 269 | 246 | 215 | 256 |

IDEA Secretariat: Laura Baronchelli
Via Console Flaminio, 19
I-20134 Milan
Italy
Phone +39 02 210 111 251
Fax +39 02 210 111 222
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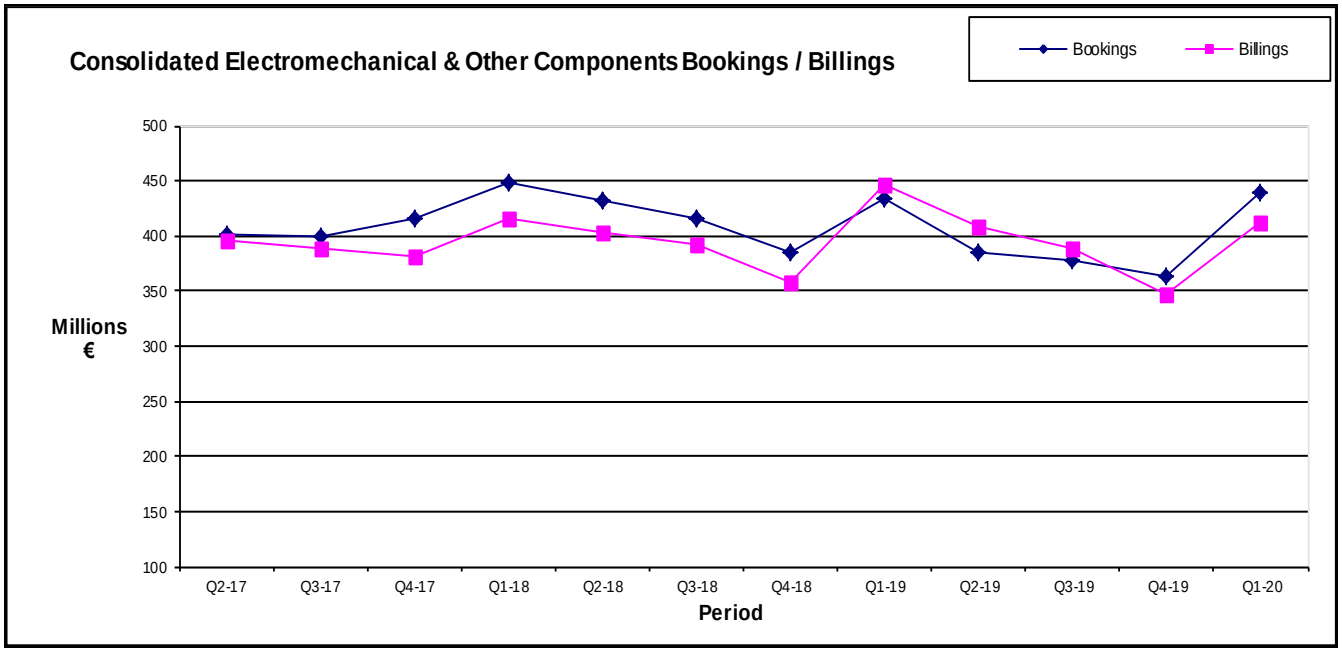
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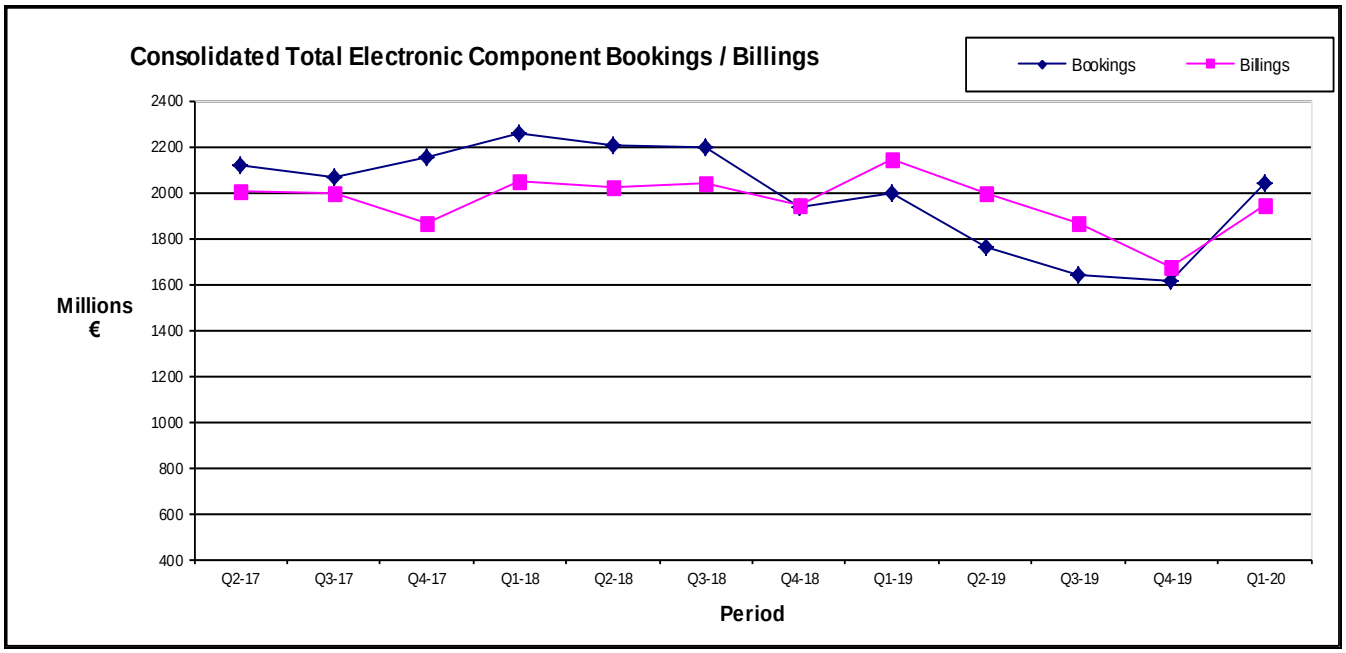
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| | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 | Q3-19 | Q4-19 | Q1-20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Bookings | 402 | 400 | 417 | 449 | 433 | 416 | 384 | 433 | 385 | 379 | 363 | 439 |
| Billings | 397 | 388 | 382 | 417 | 404 | 393 | 358 | 446 | 409 | 390 | 347 | 413 |




| | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 | Q3-19 | Q4-19 | Q1-20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Bookings | 2115 | 2068 | 2148 | 2259 | 2207 | 2195 | 1936 | 1992 | 1758 | 1641 | 1611 | 2042 |
| Billings | 2007 | 1993 | 1861 | 2045 | 2018 | 2037 | 1944 | 2142 | 1997 | 1868 | 1673 | 1941 |

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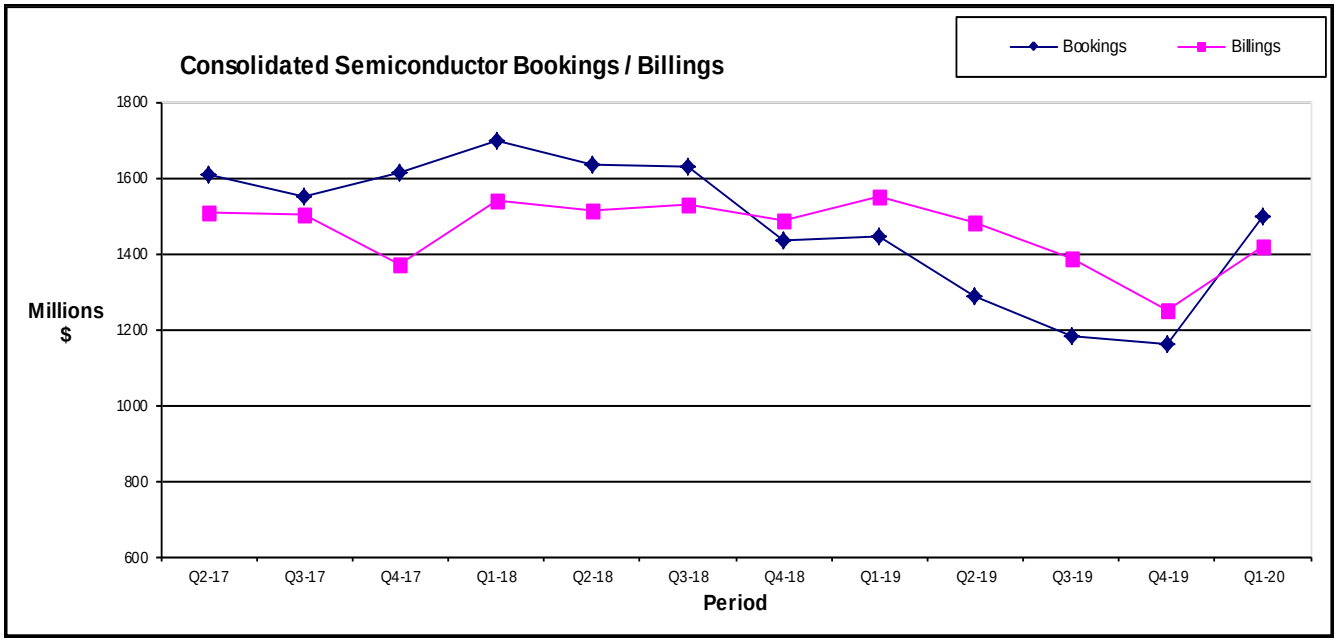
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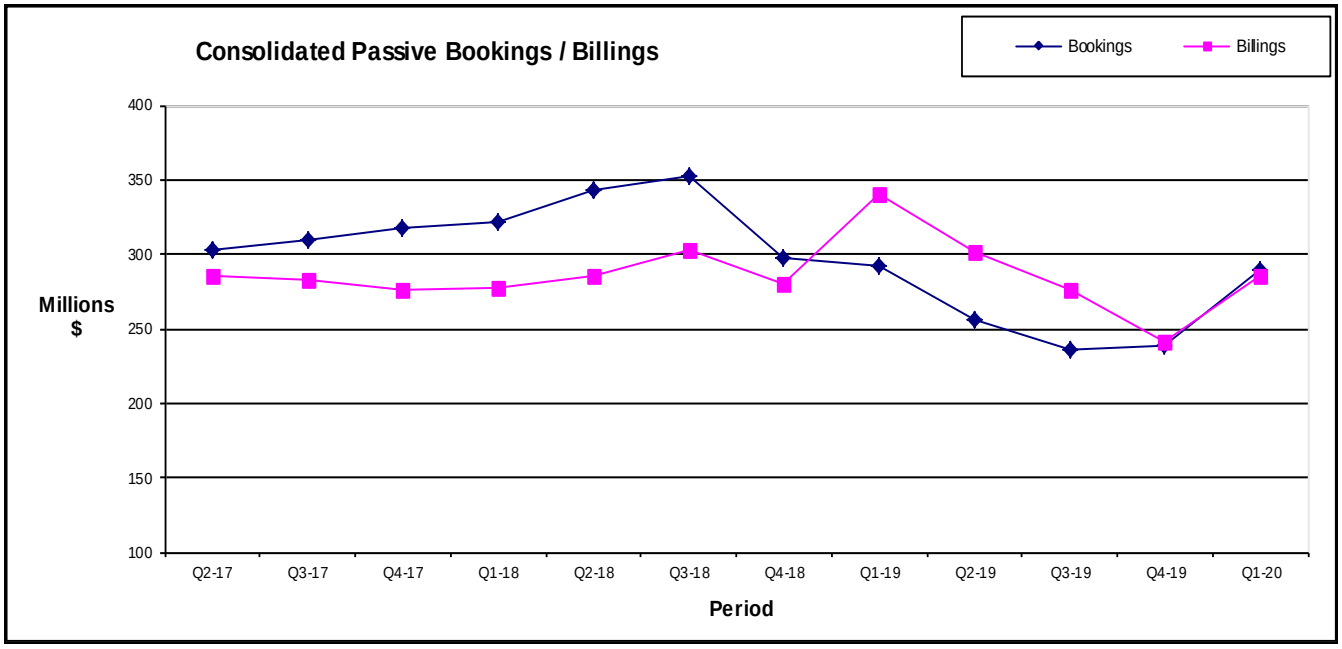
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## CONSOLIDATED (FRANCE, UK & EIRE, ITALY, NORDIC, GERMANY, SWITZERLAND and AUSTRIA) $'s




| | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 | Q3-19 | Q4-19 | Q1-20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Bookings | 1606 | 1548 | 1612 | 1695 | 1635 | 1630 | 1432 | 1444 | 1285 | 1183 | 1162 | 1497 |
| Billings | 1509 | 1505 | 1373 | 1537 | 1513 | 1529 | 1488 | 1549 | 1480 | 1384 | 1248 | 1417 |




| | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 | Q3-19 | Q4-19 | Q1-20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Bookings | 302 | 309 | 317 | 322 | 343 | 353 | 297 | 292 | 256 | 236 | 239 | 289 |
| Billings | 285 | 283 | 276 | 277 | 286 | 303 | 280 | 340 | 302 | 276 | 242 | 285 |

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/

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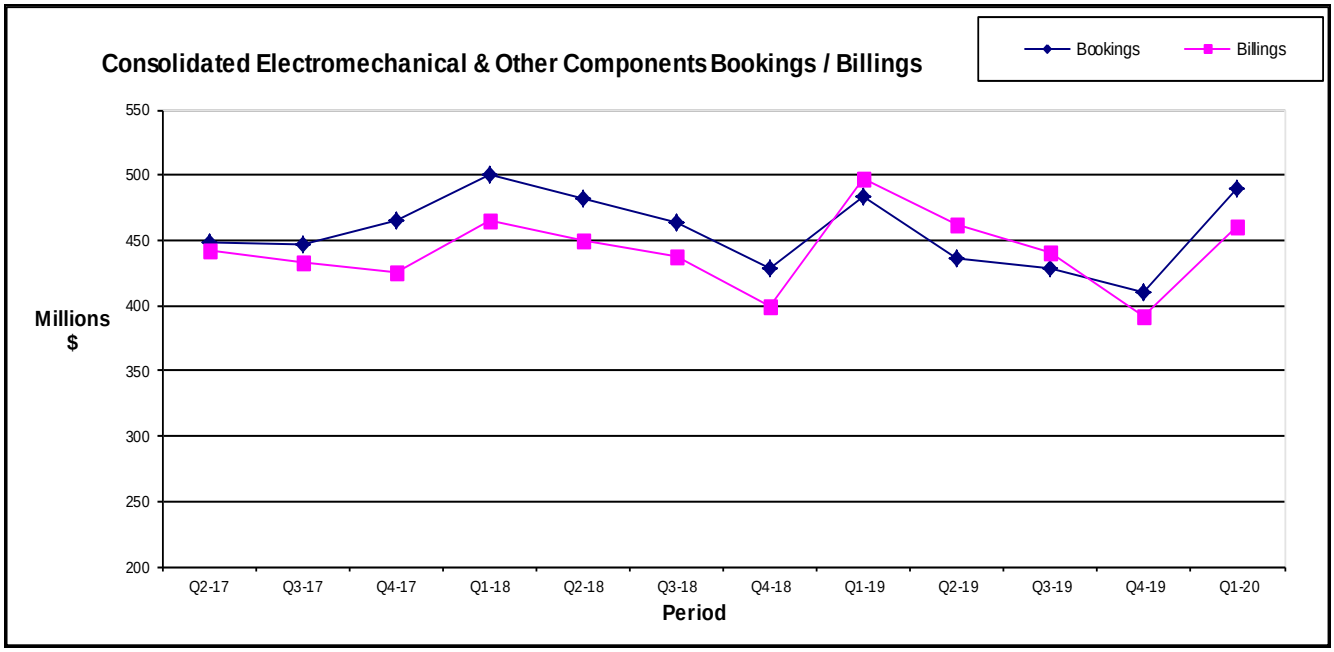
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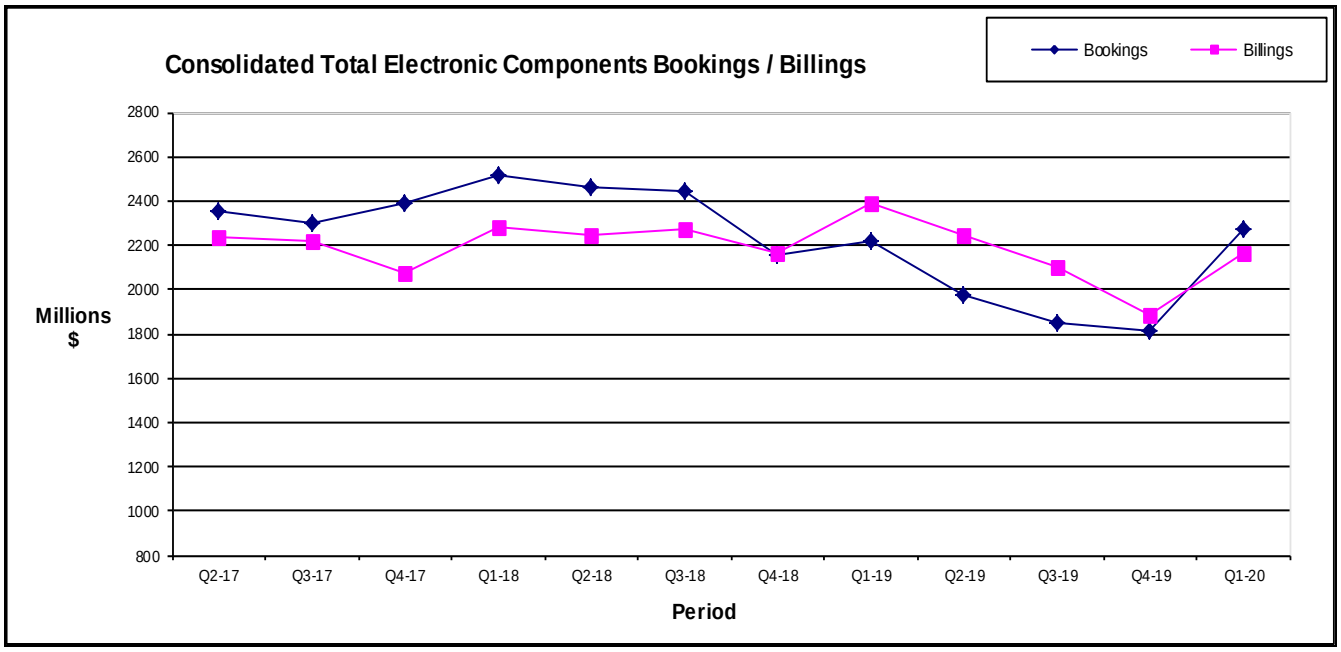
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| | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 | Q3-19 | Q4-19 | Q1-20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Bookings | 448 | 446 | 464 | 500 | 483 | 464 | 429 | 483 | 436 | 428 | 411 | 490 |
| Billings | 442 | 433 | 426 | 464 | 451 | 438 | 399 | 497 | 462 | 440 | 393 | 460 |




| | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 | Q3-18 | Q4-18 | Q1-19 | Q2-19 | Q3-19 | Q4-19 | Q1-20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Bookings | 2357 | 2304 | 2393 | 2517 | 2460 | 2446 | 2158 | 2220 | 1977 | 1847 | 1812 | 2276 |
| Billings | 2237 | 2221 | 2074 | 2279 | 2249 | 2270 | 2166 | 2386 | 2244 | 2101 | 1882 | 2163 |

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/

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