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Q1-2016

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 66% of the available markets so reflect an accurate market trend.

COUNTRY	Association	Approx. DTAM (Distribution Total Available Market) 2015	Summation of Association Members Returns 2015	Approx. Share of DTAM (Distribution Total Available Market) represented by Association's Members 2015
France	SPDEI	€1125 Mill	€815 Mill	75%
UK	ecsn/afdec	€1461 Mill	€1227 Mill	84%
Italy	ASSODEL	€1163 Mill	€872 Mill	75%
Nordic	Via ecsn/afdec	€1397 Mill	€531 Mill	38%
Germany	FBDI	€4420 Mill	€3140 Mill	72%
Switzerland	FBDI	€475 Mill	€266 Mill	56%
Austria	FBDI	€340 Mill	€199 Mill	56%

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 2015 average rates are: UK Pound/€ 0.7264, Danish Krona/€ 7.4587, Norwegian Krona/€ 8.9456, Swedish Krona/€ 9.3591.

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:-

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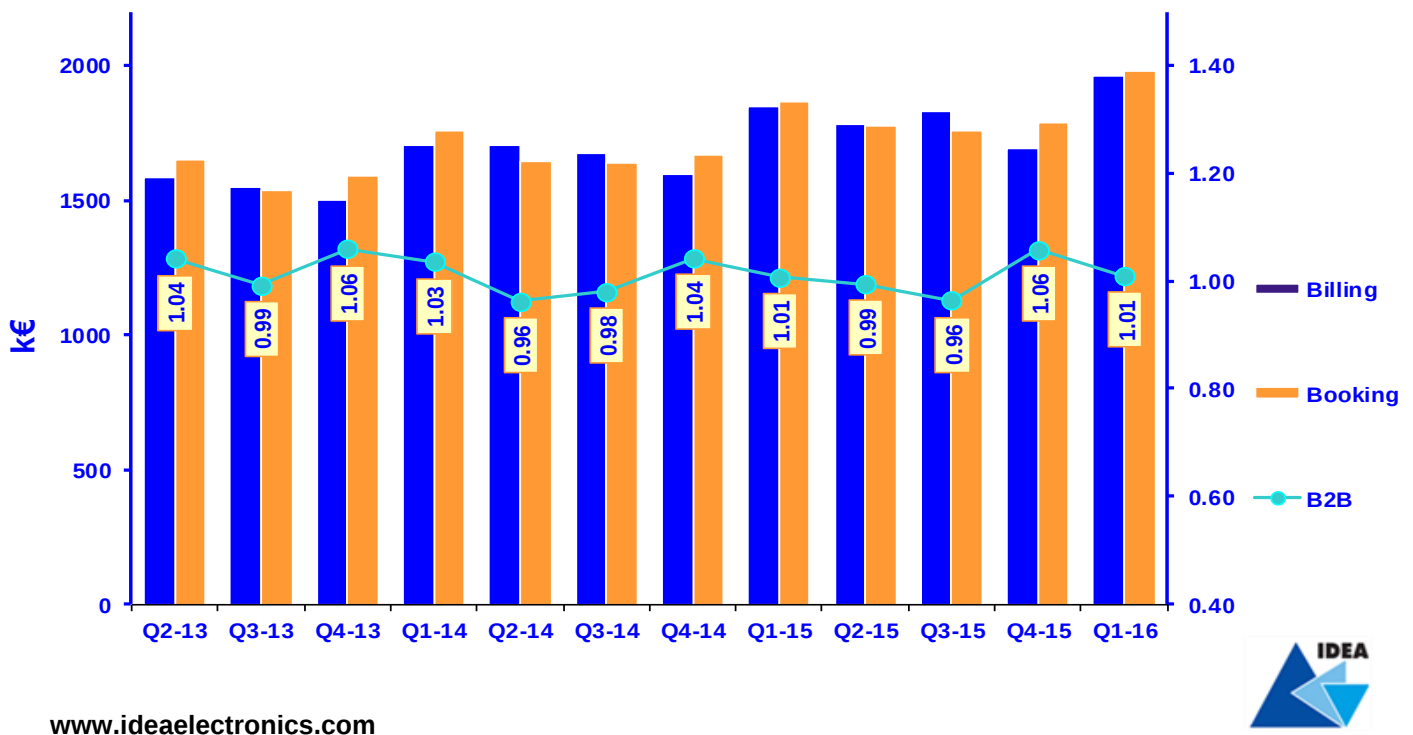
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1ST QTR. 2016 TOTAL COMPONENTS Booking, Billing & Book : Bill ratio

Graphic T1

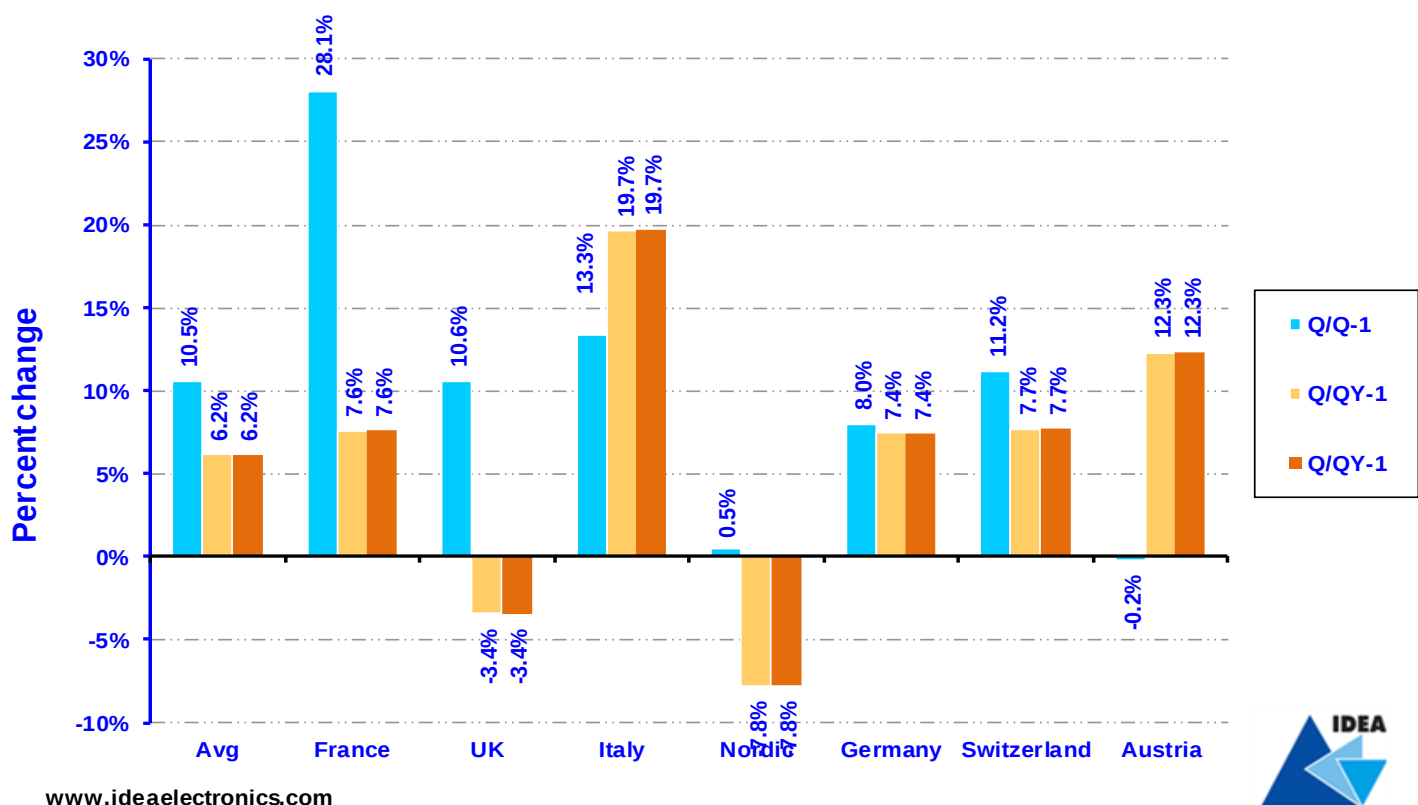
Total distribution electronic components booking, billing and Book:bill ratio for Germany, France, Italy, UK, Sweden, Norway, Denmark, Finland, Switzerland and Austria



1ST QTR. 2016 TOTAL COMPONENTS Booking Trend

Graphic T2

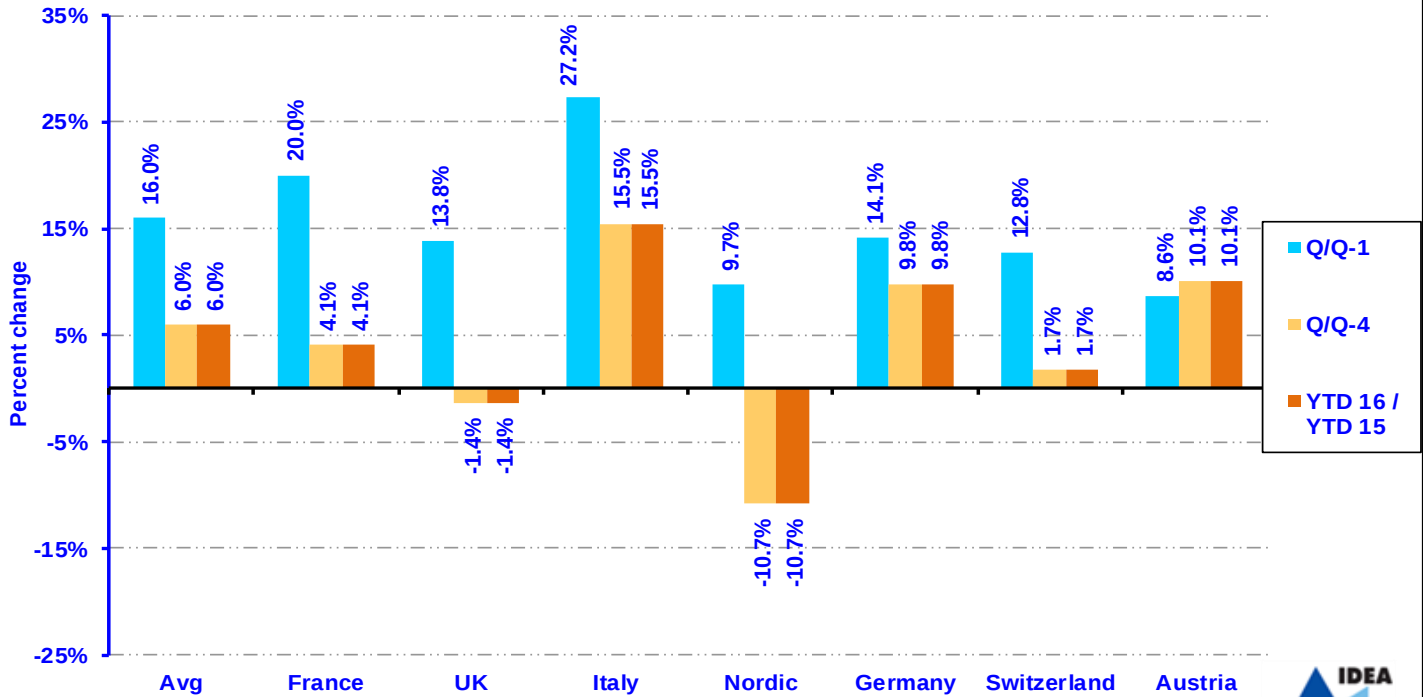
Distribution orders for Electronic components by country comparing current qtr with prior quarter (Q/Q1) and same quarter prior year (Q/QY-4) and YTD 16 / 15



1ST QTR. 2016 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-4) and YTD 16 / 15



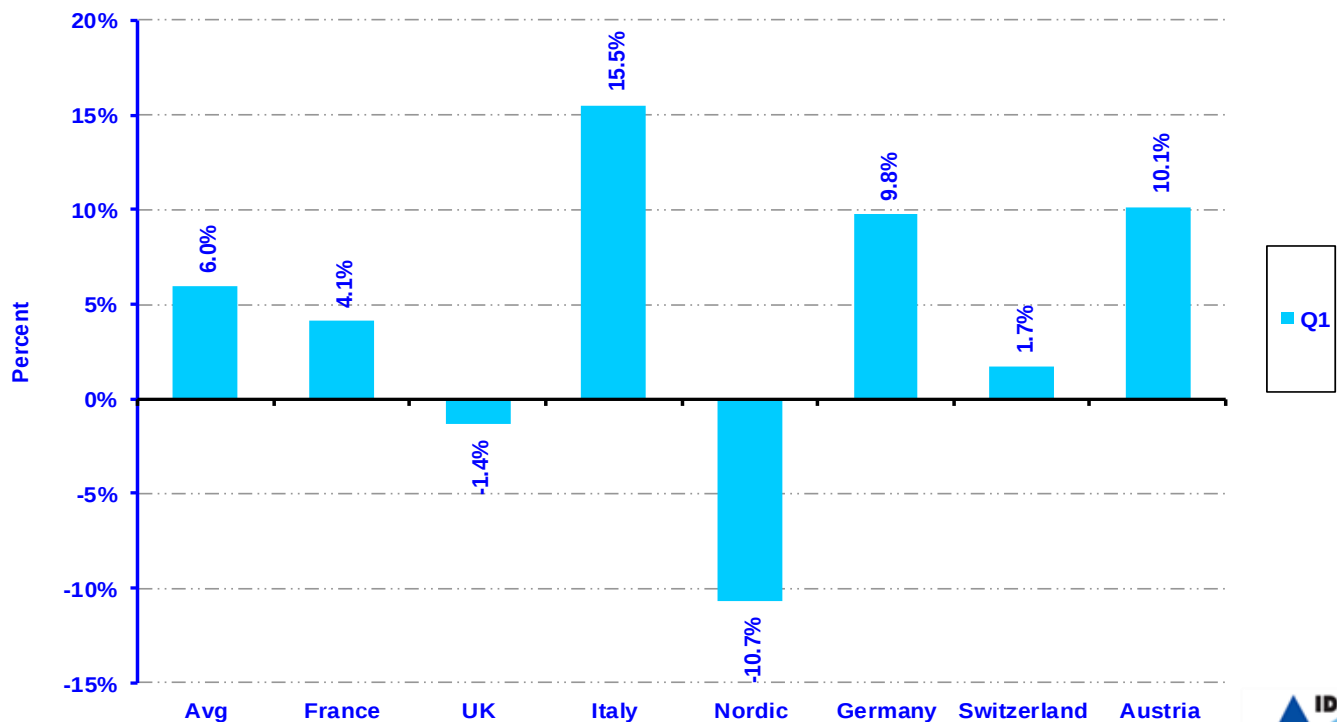
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1ST QTR. 2016 TOTAL COMPONENTS YTD Billings Trend

Graphic T4

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



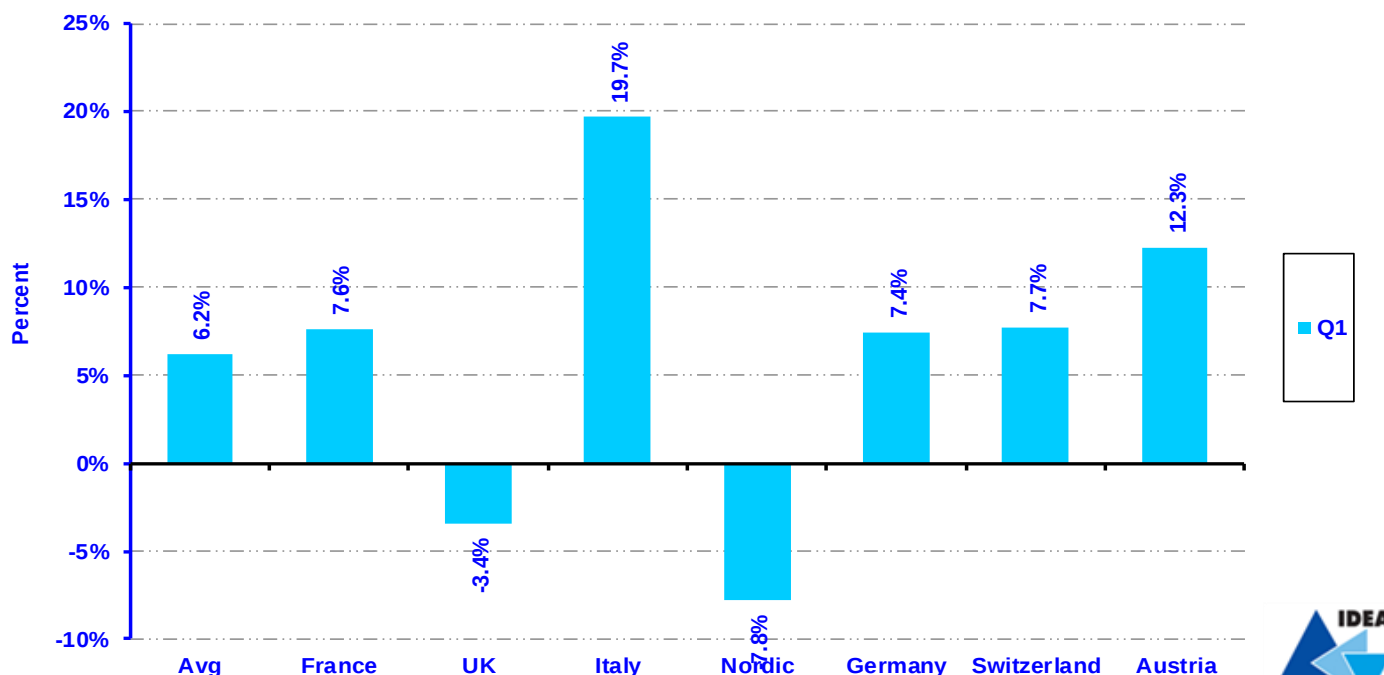
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1ST QTR. 2016 TOTAL COMPONENTS YTD Bookings Trend

Graphic T5

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



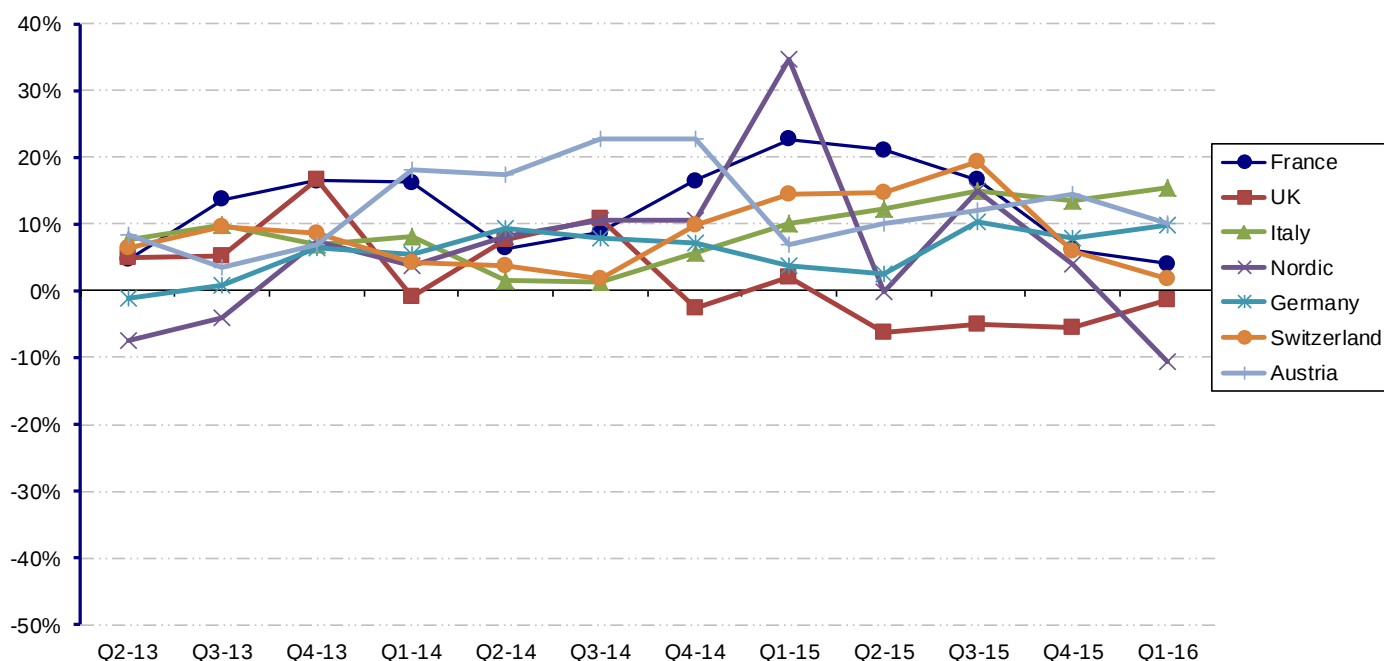
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1ST QTR. 2016 TOTAL COMPONENTS TENDENTIAL INDEX BY COUNTRY(Q.QY-1)

GraphicT6

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

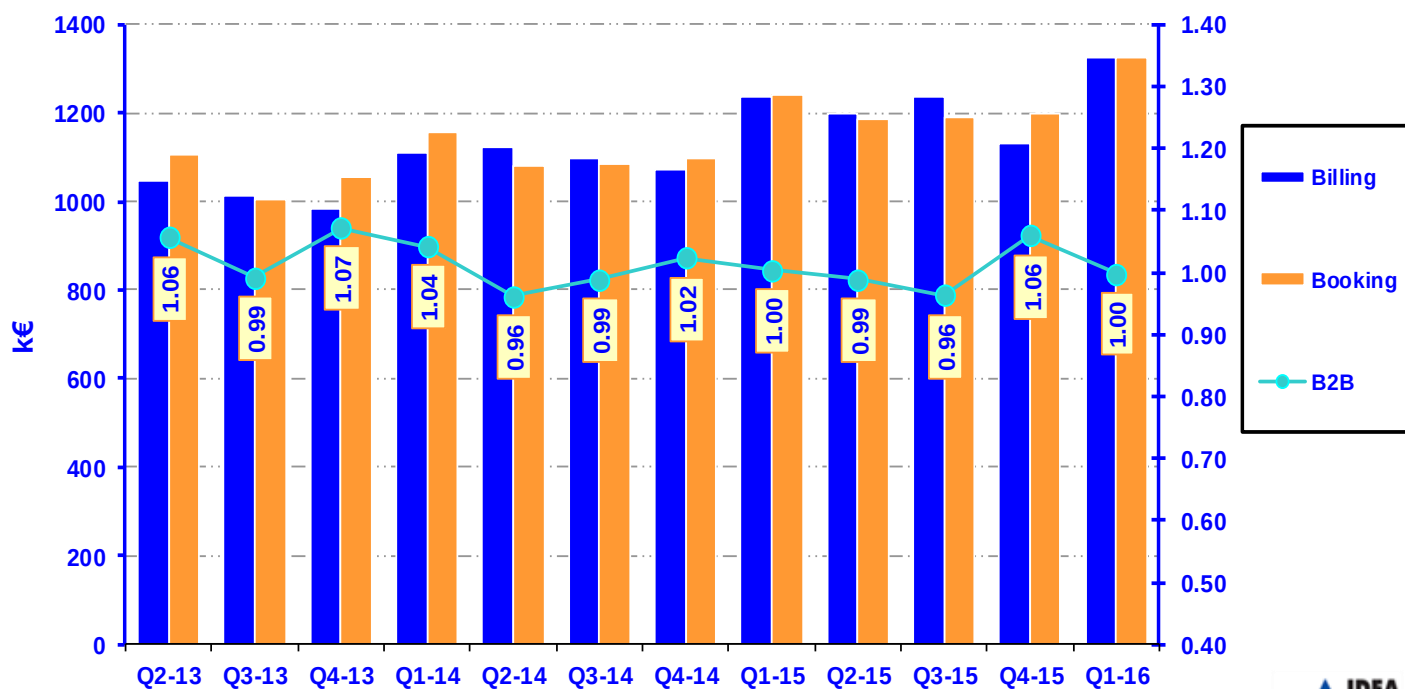


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1ST QTR. 2016 SEMICONDUCTOR bookings, billings & book:bill ratio Graphic S1

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

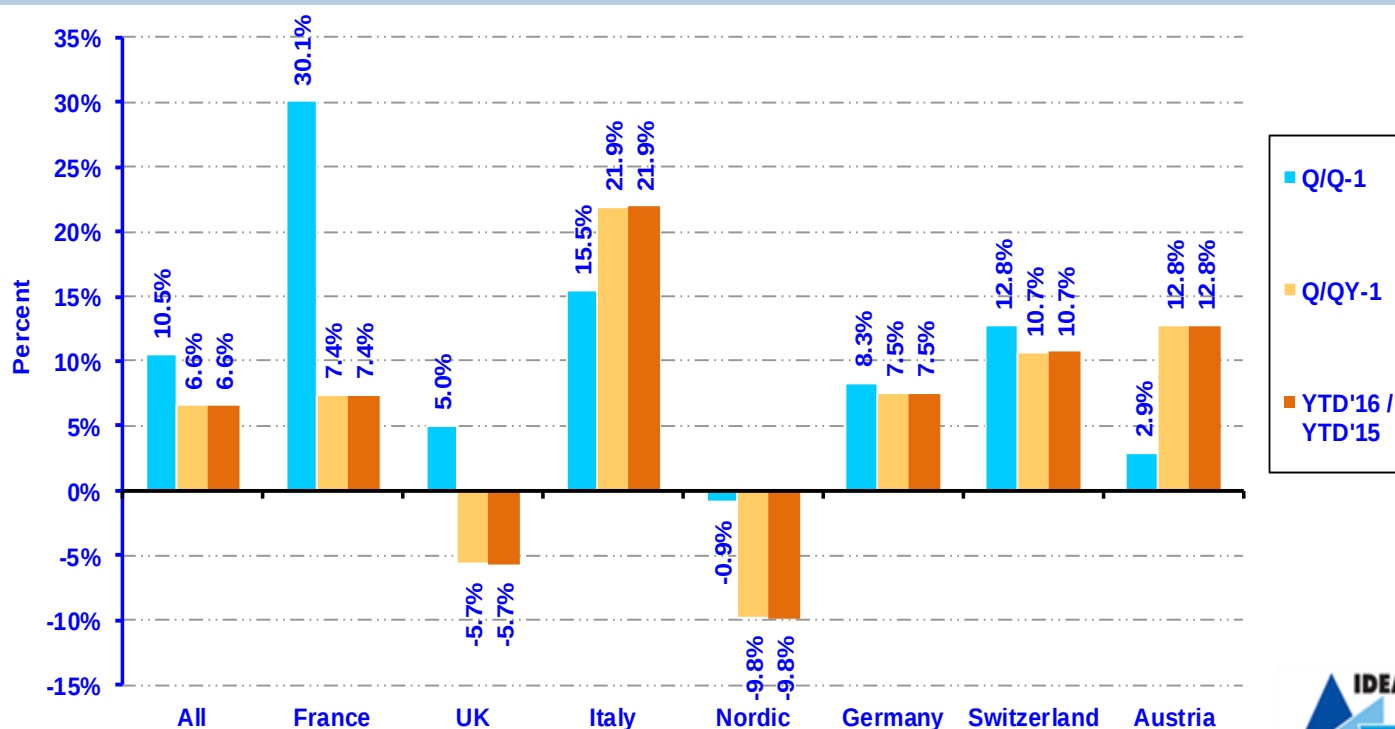


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1ST QTR 2016 SEMICONDUCTOR Booking Trend Graphic S2

Distribution orders for semiconductors by country compared with the prior quarter (Q/Q1) and the same quarter prior year (Q/QY-1) and YTD 16 / YTD 15



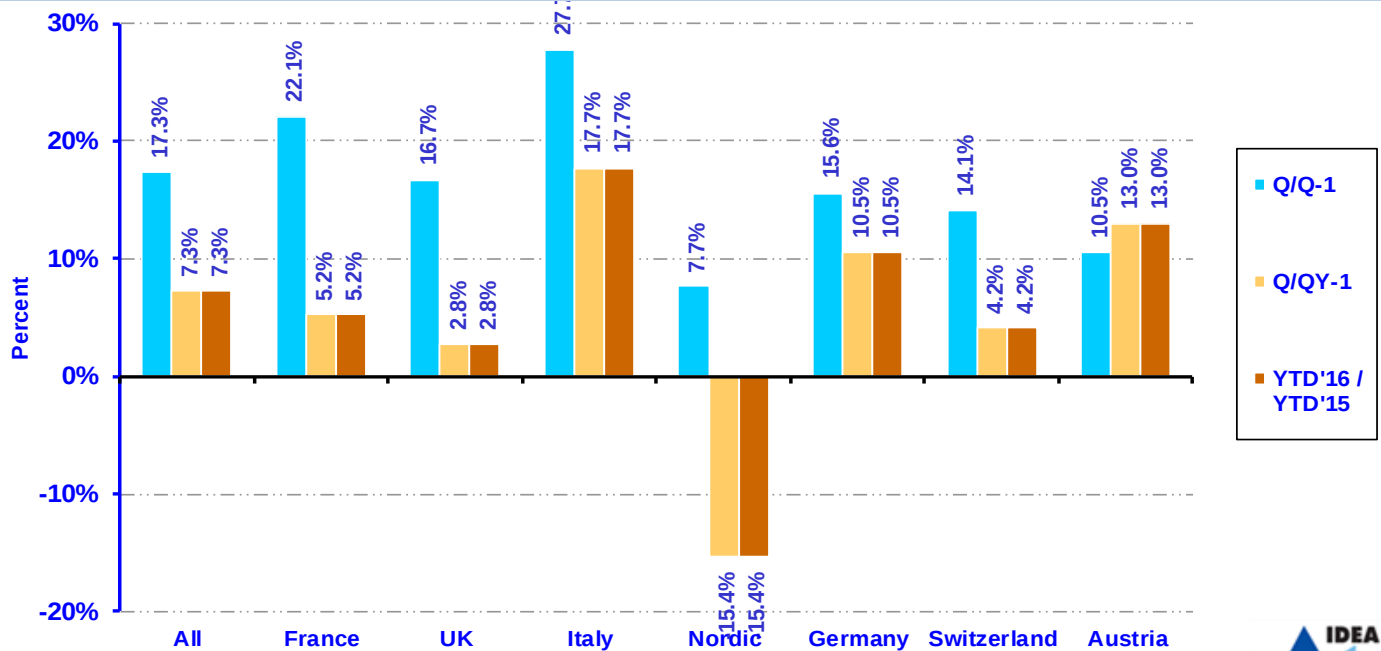
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1ST QTR 2016 SEMICONDUCTOR Billing Trend

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 15 / 14



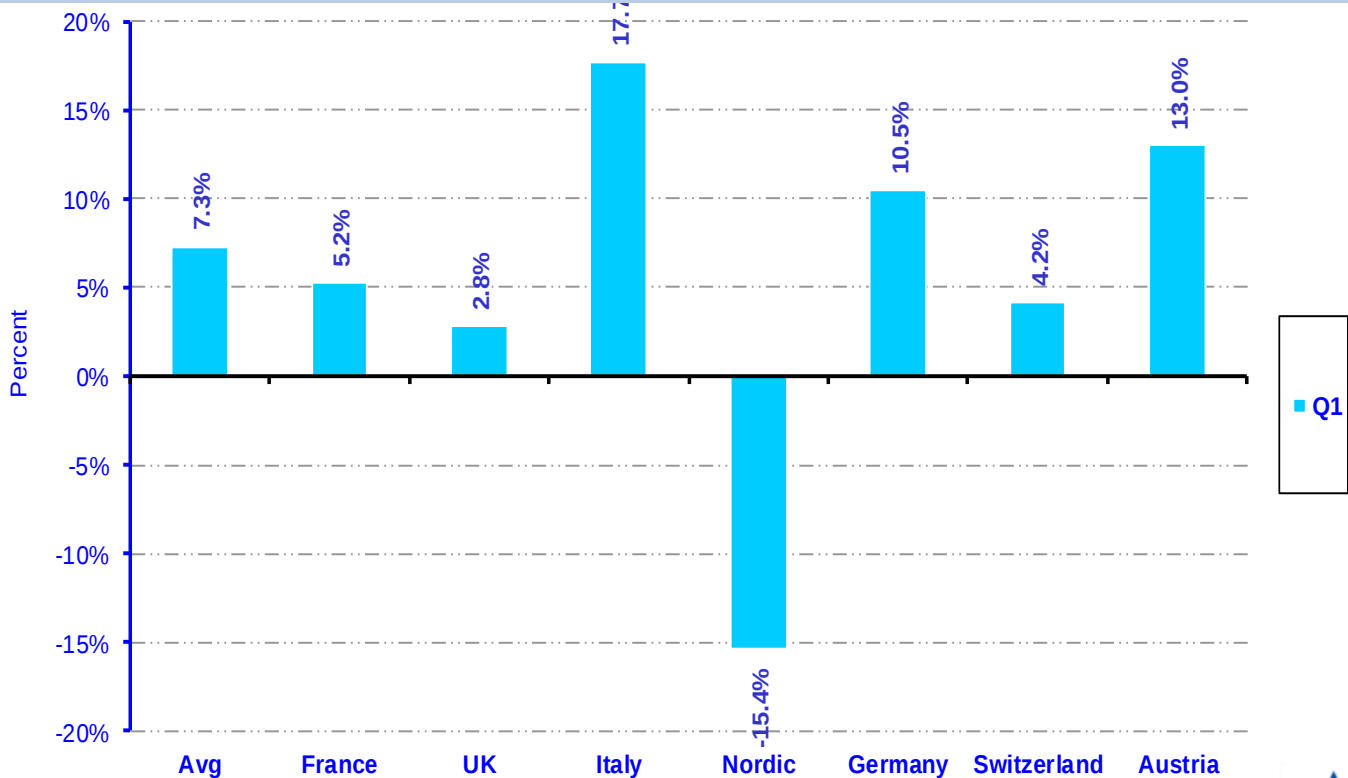
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1ST QTR. 2016 SEMICONDUCTOR YTD BILLING TREND

Graphic S4

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



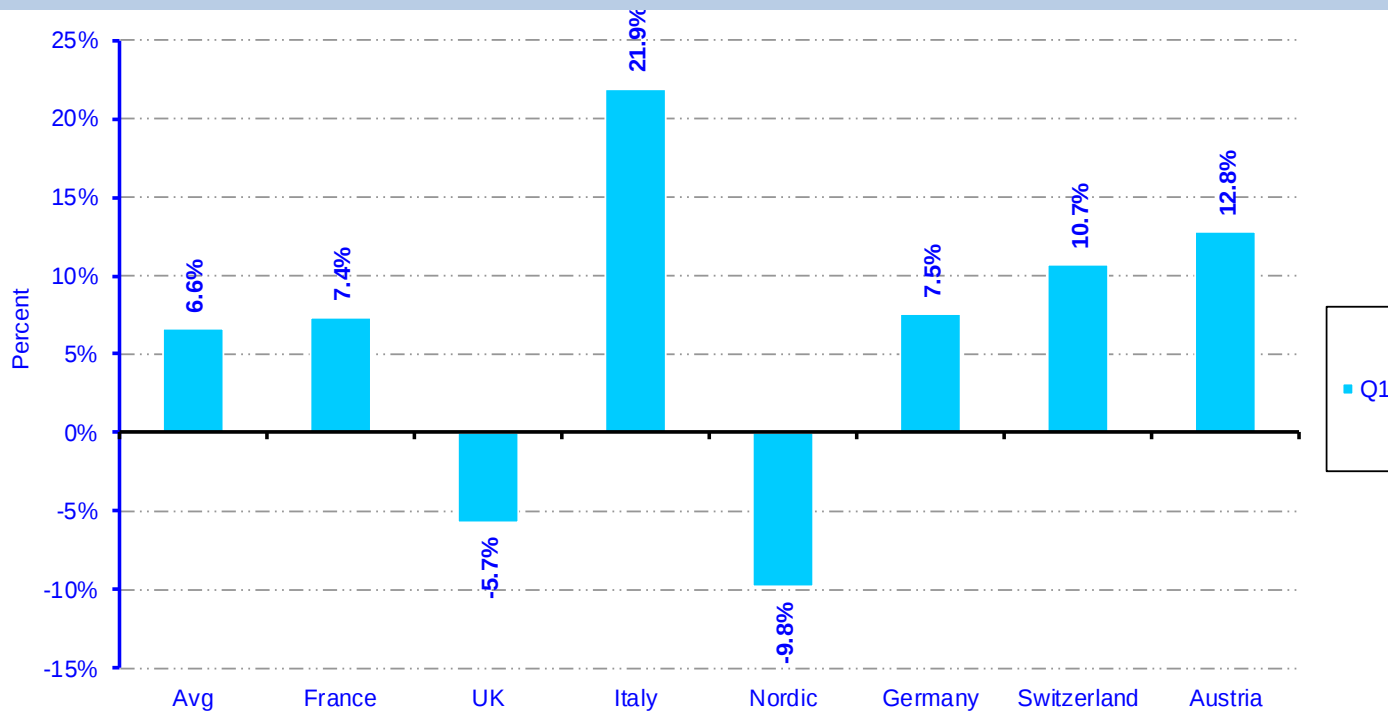
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1ST QTR. 2016 SEMICONDUCTOR YTD BOOKING TREND

Graphic S5

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



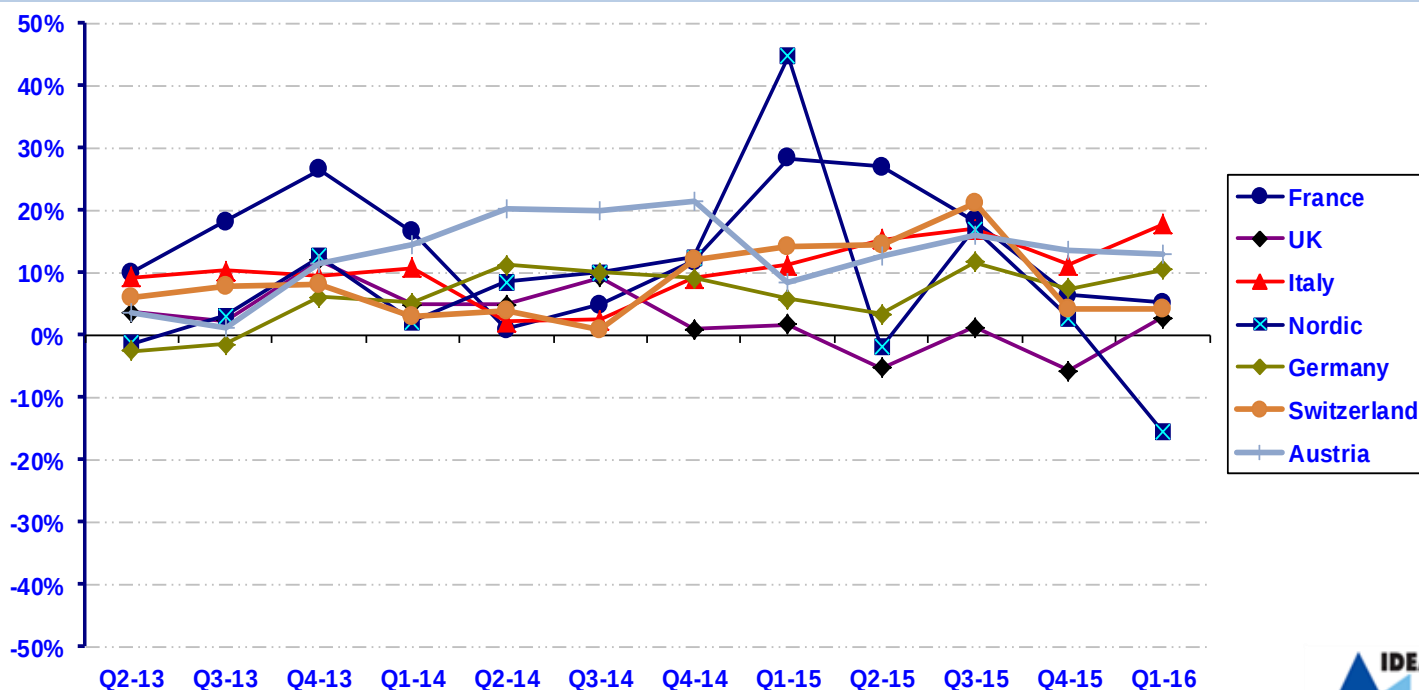
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1ST QTR. 2016 SEMICONDUCTOR TENDENTIAL INDEX (Q/Qy-1)

Graphic S6

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



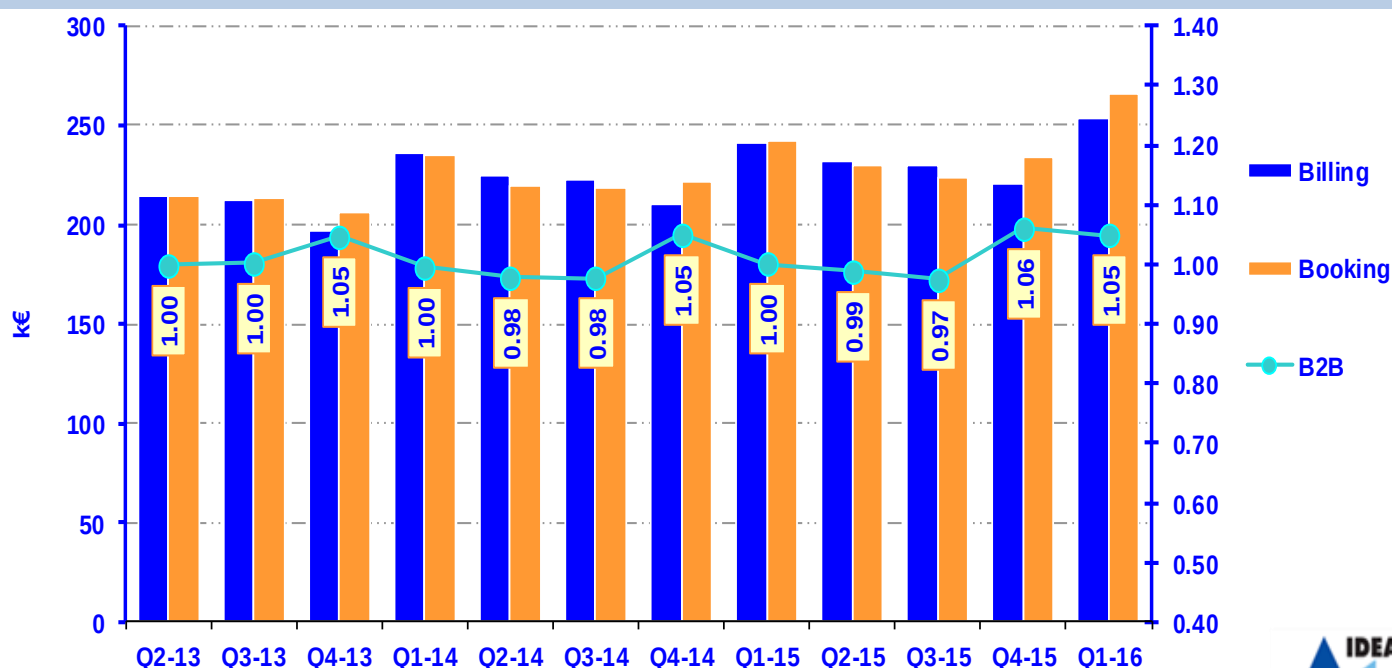
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1ST QTR. 2016 **PASSIVES** booking, billing & book:bill ratio

Graphic P1

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



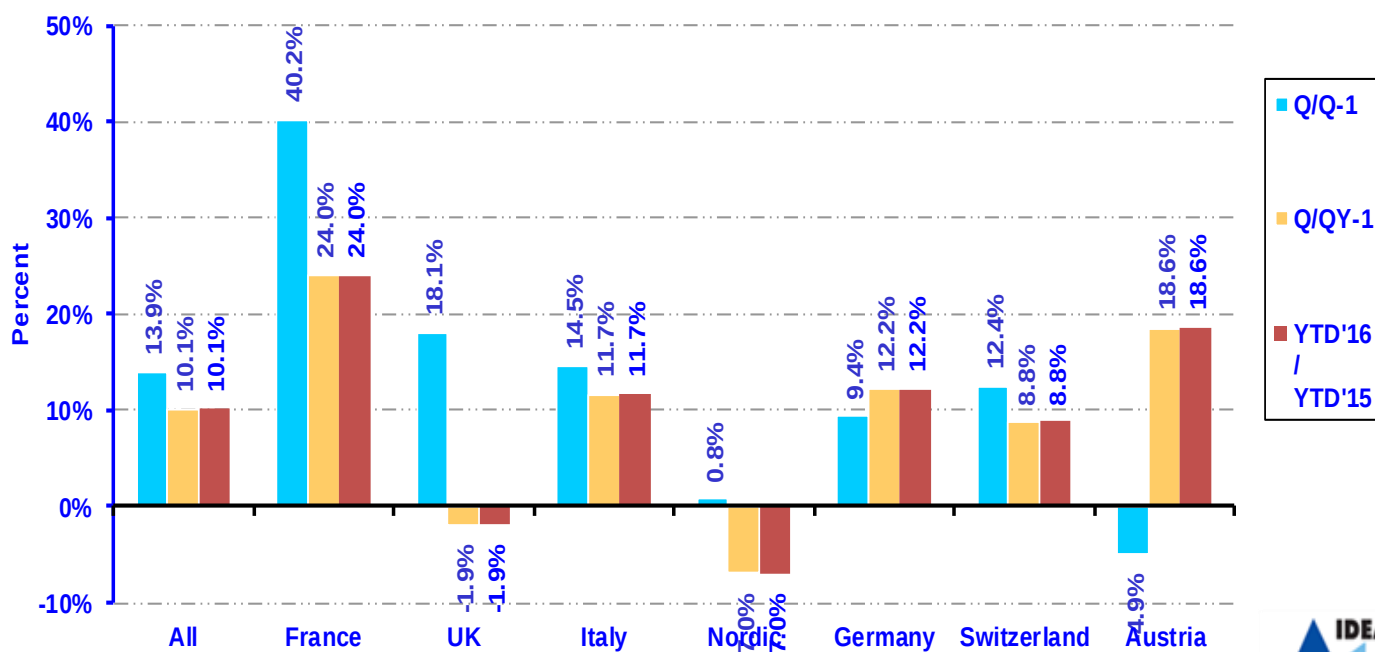
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1ST QTR. 2016 **PASSIVE COMPONENTS** Booking Trend

Graphic P2

Distribution orders for passive components by country comparing Q1 2016 with the prior quarter (Q/Q-1) and the same quarter prior year (Q/QY-1)



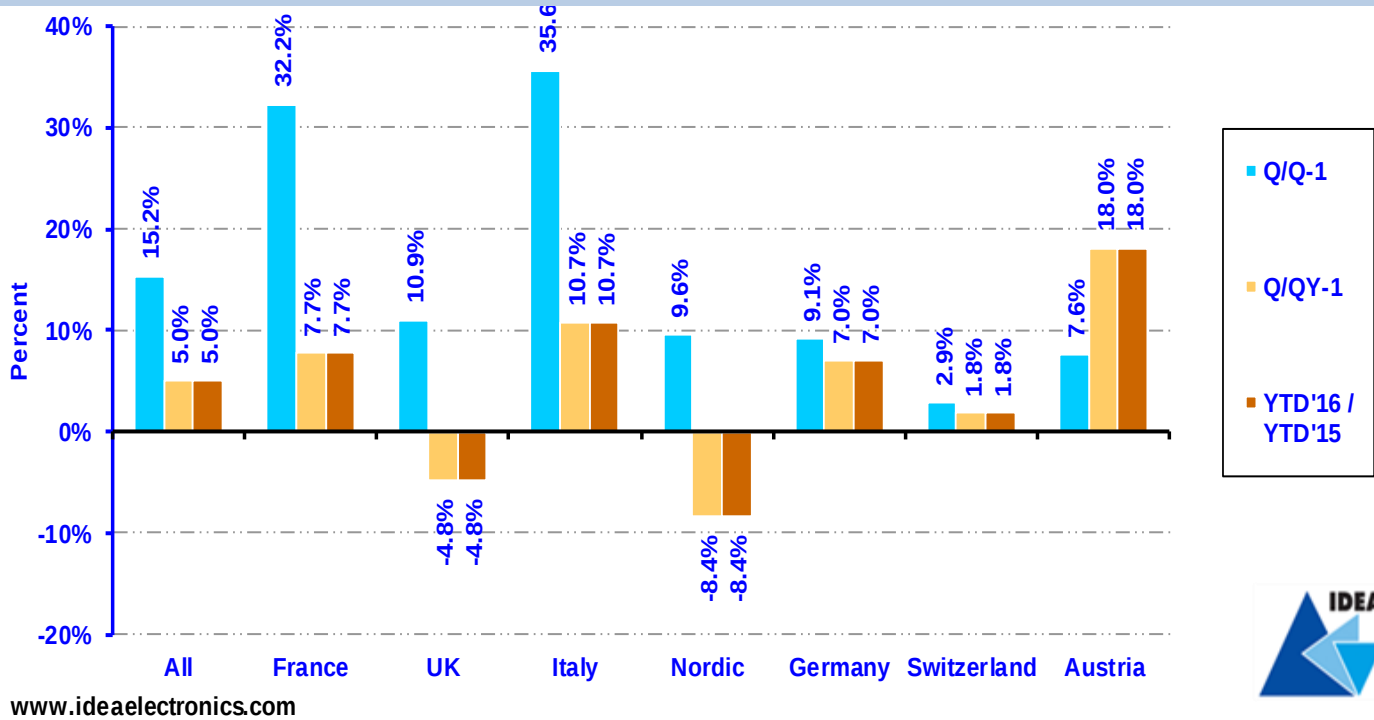
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1ST QTR. 2016 PASSIVE COMPONENTS Billings Trend

Graphic P3

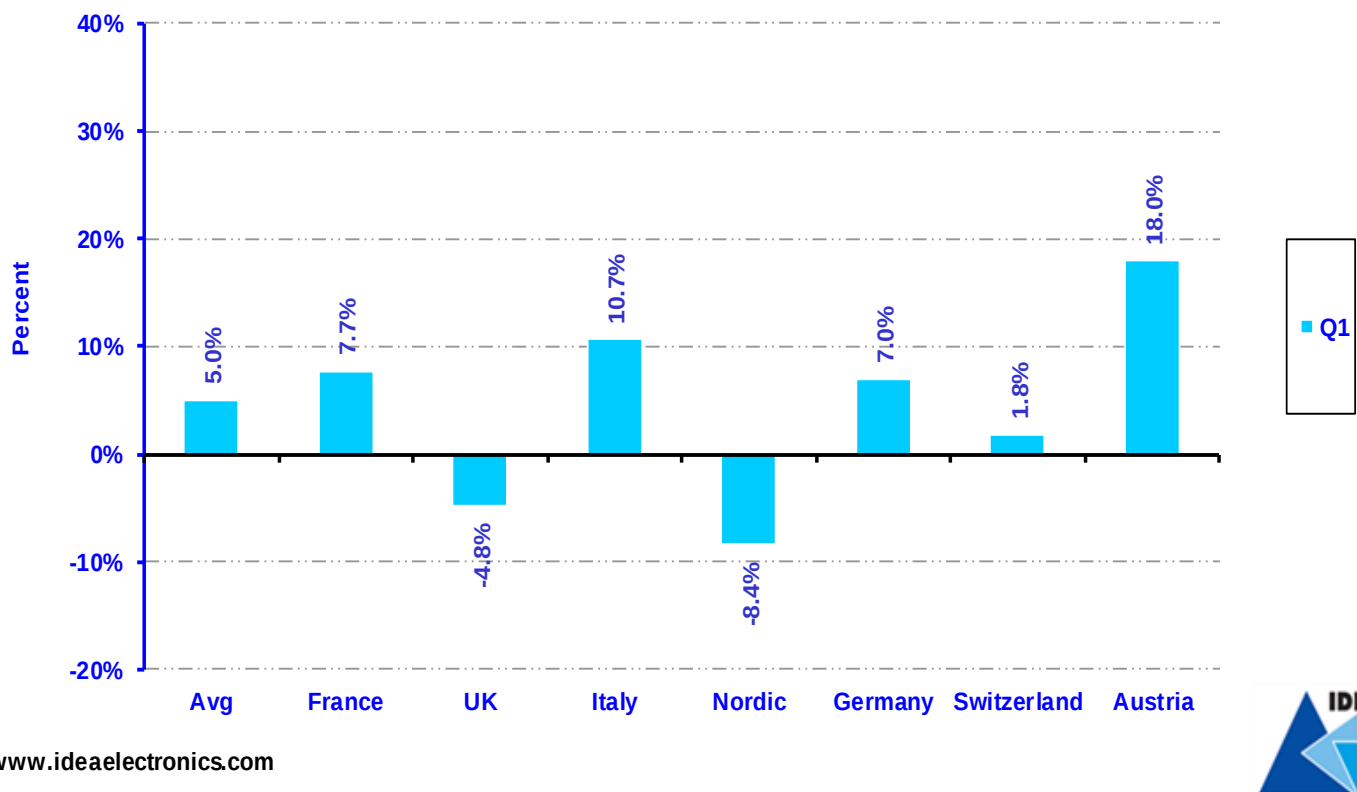
Distribution sales for passive components by country comparing Q1 2015 with the prior quarter (Q/Q-1) and the same quarter prior year (Q/QY-1)



1ST QTR. 2016 PASSIVES YTD Billings Trend

Graphic P4

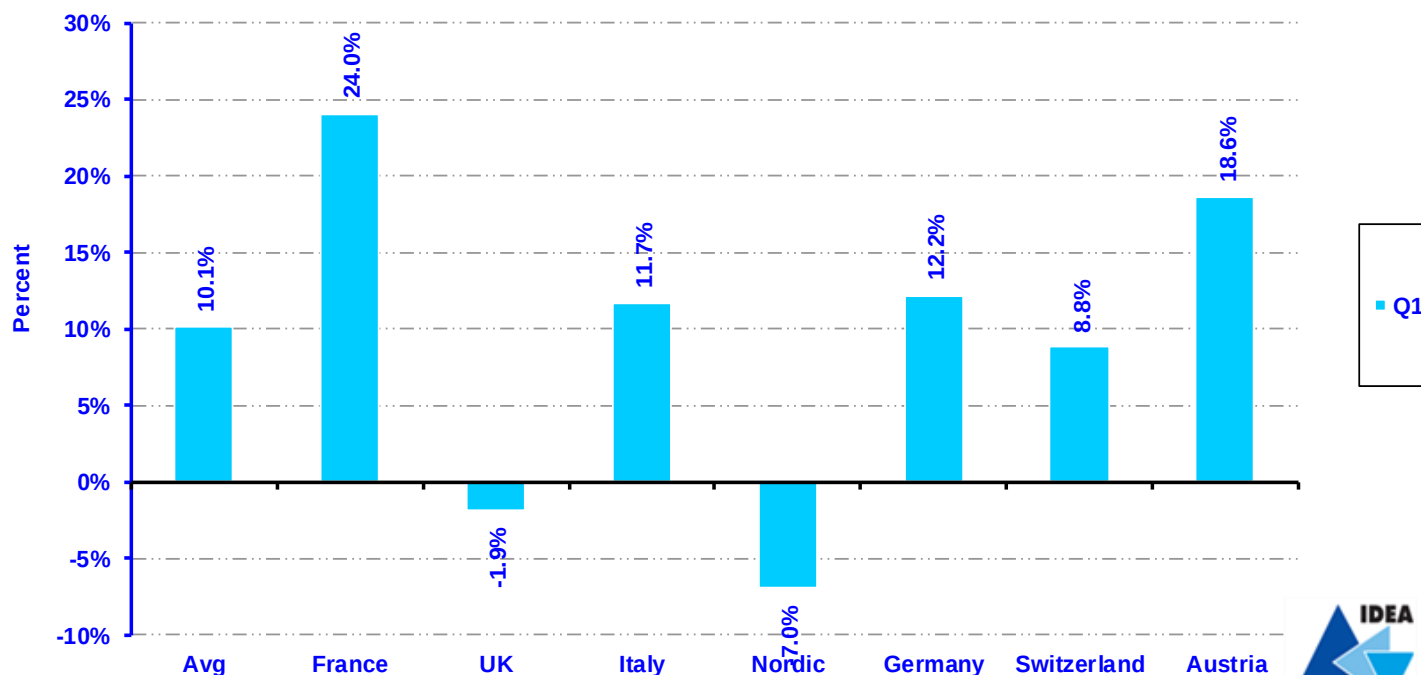
Cumulative sales of Passive components through distribution by country for the current year showing the growth/decline % compared with the same period prior year



1ST QTR. 2016 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



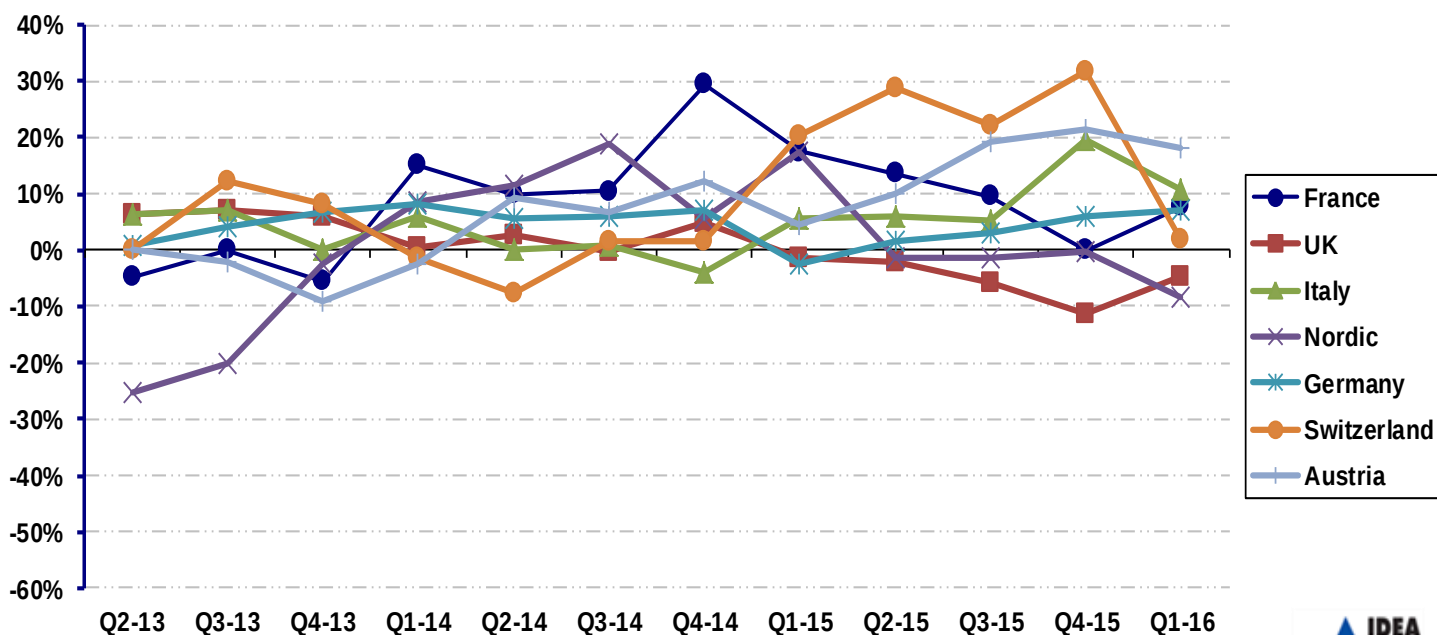
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1ST QTR. 2016 PASSIVES TENDENTIAL INDEX BY COUNTRY(Q/Qy-1)

Graphic P6

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



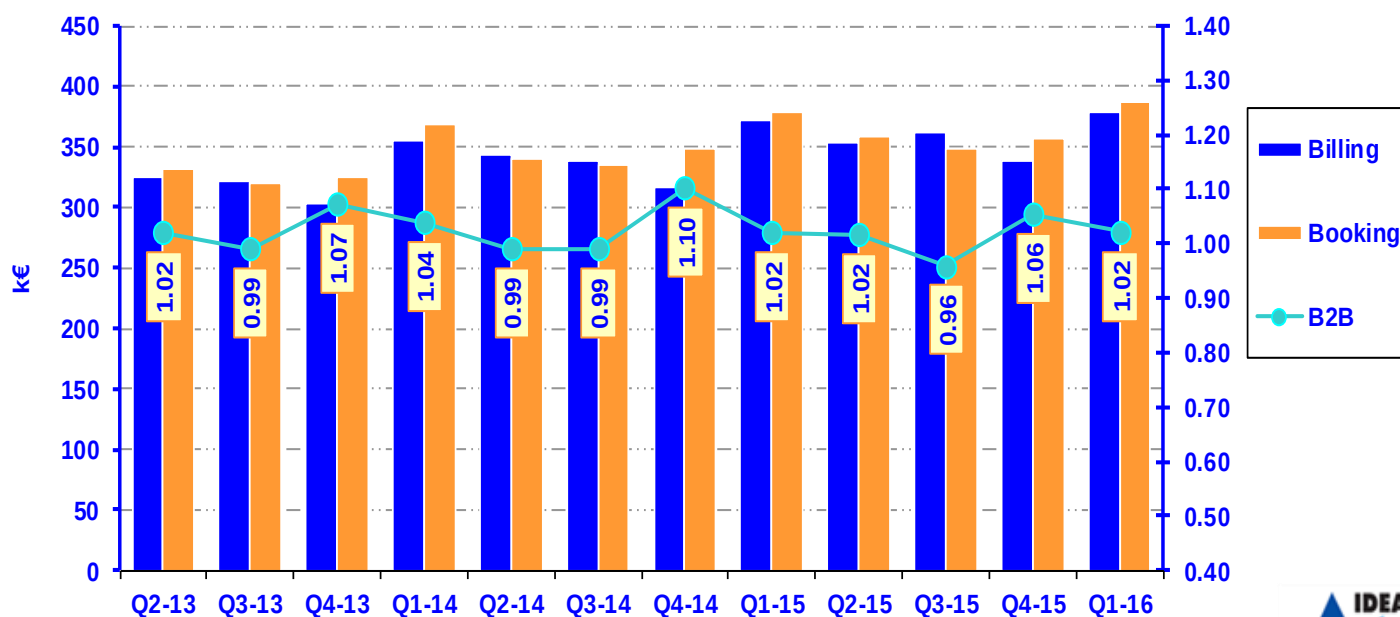
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1ST QTR. 2016 EMECH COMPONENTS booking, billing & book:bill ratio

Graphic E1

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



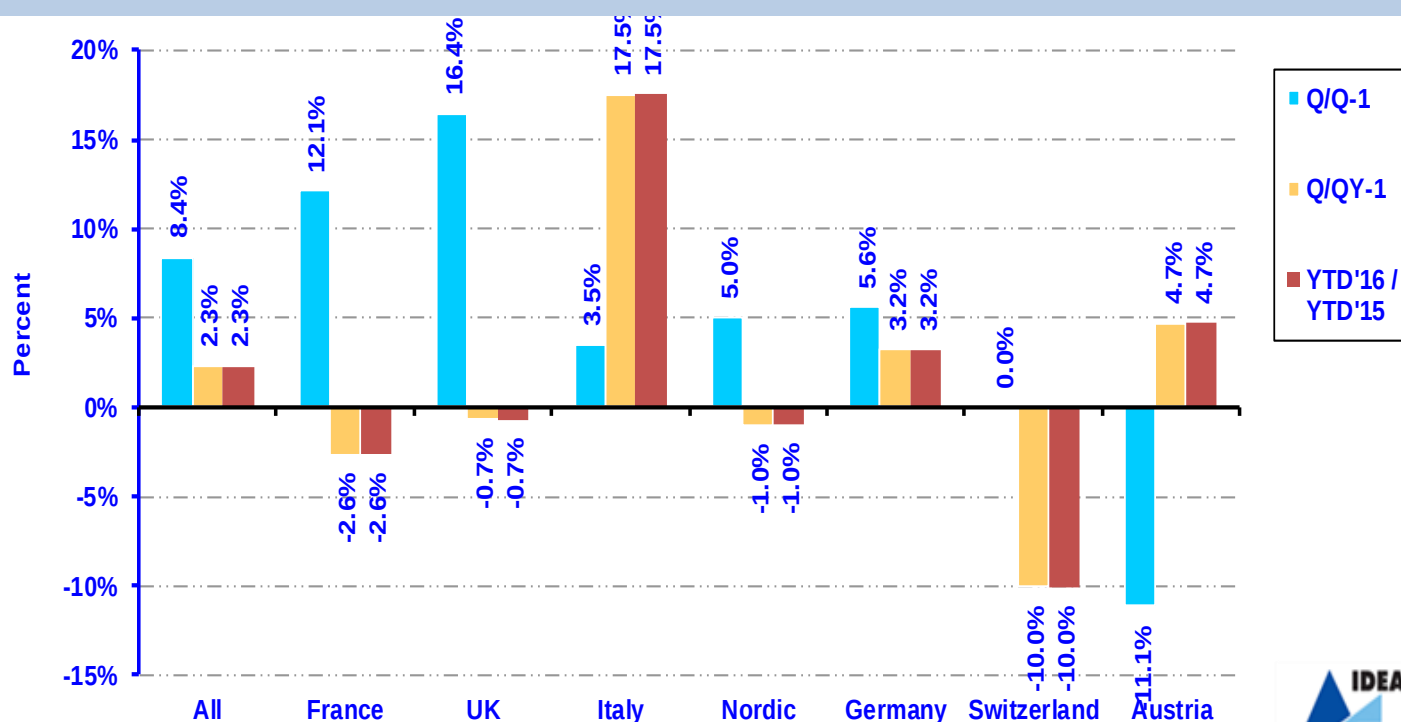
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1ST QTR. 2016 EMECH COMPONENTS Booking Trend

Graphic E2

Distribution orders for passive components by country comparing Q1 2016 with the prior quarter (Q/Q-1) and the same quarter prior year (Q/QY-1)



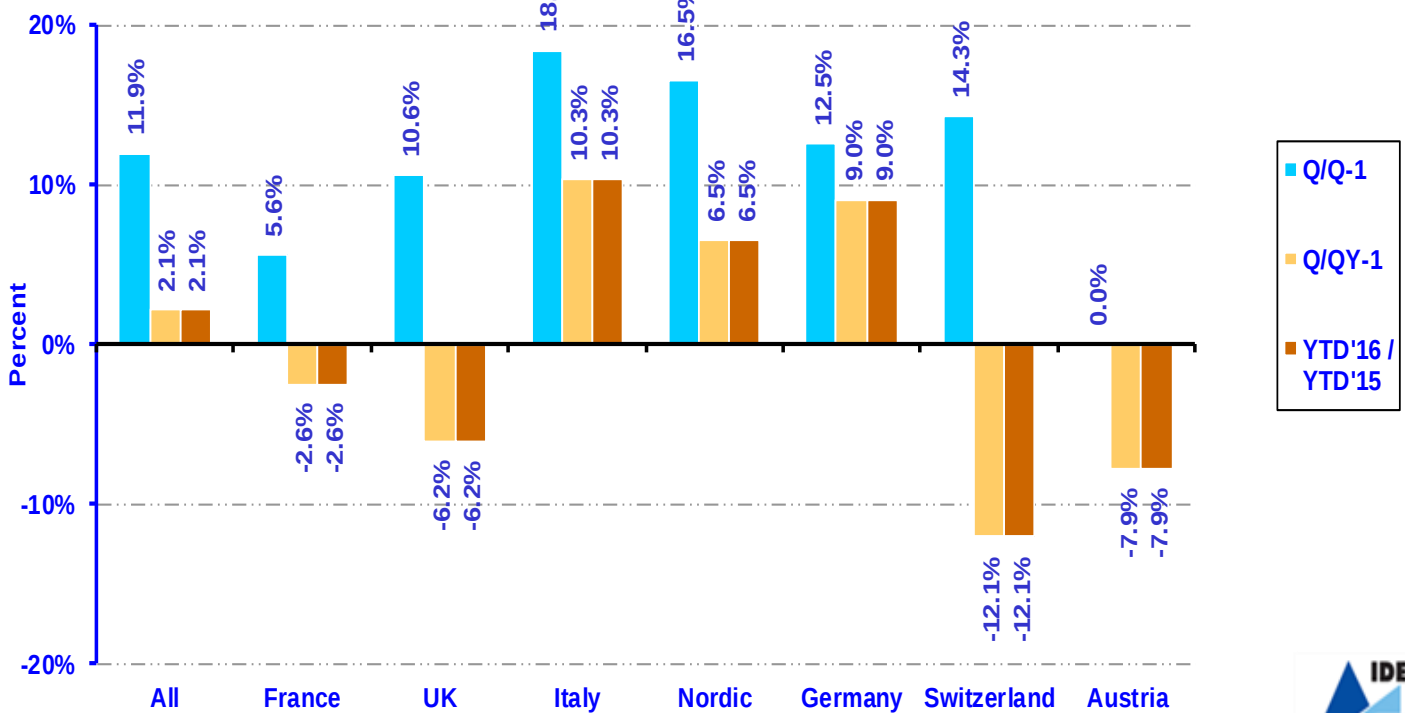
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1ST QTR. 2016 EMECH COMPONENTS Billings Trend

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



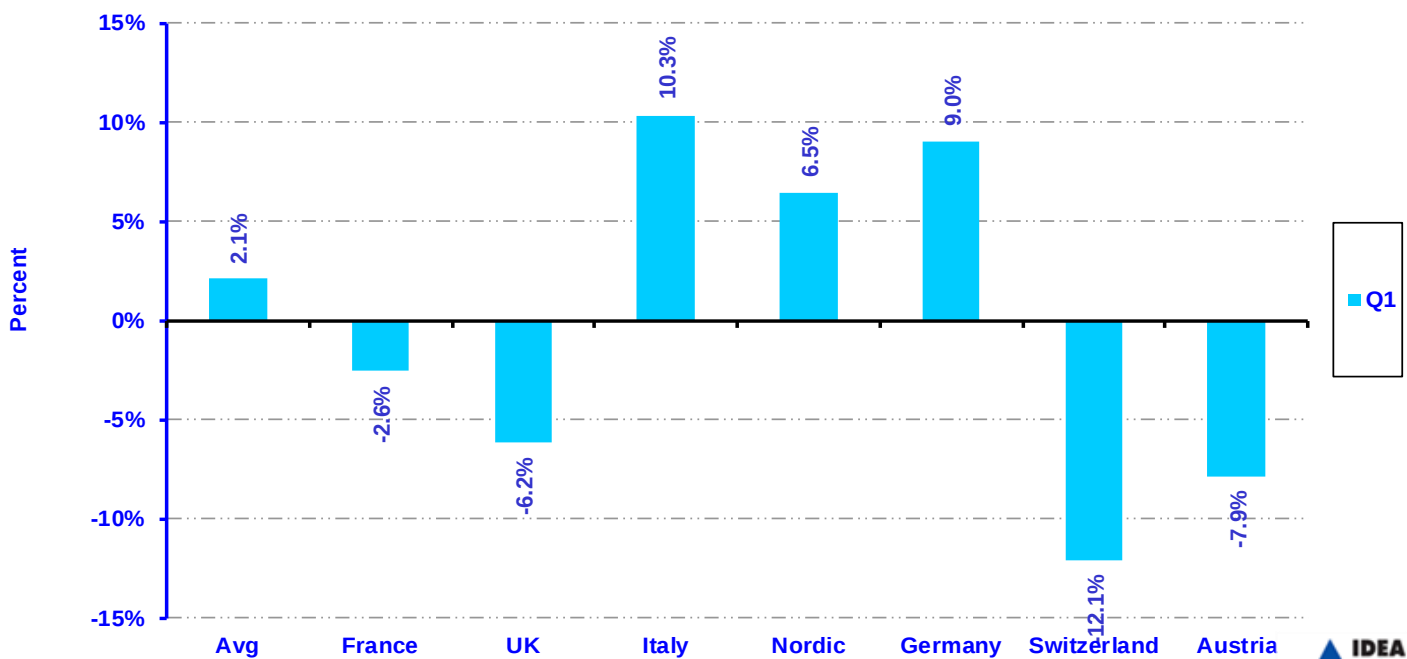
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1ST QTR. 2016 EMECH COMPONENTS YTD Billings Trend

Graphic E4

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



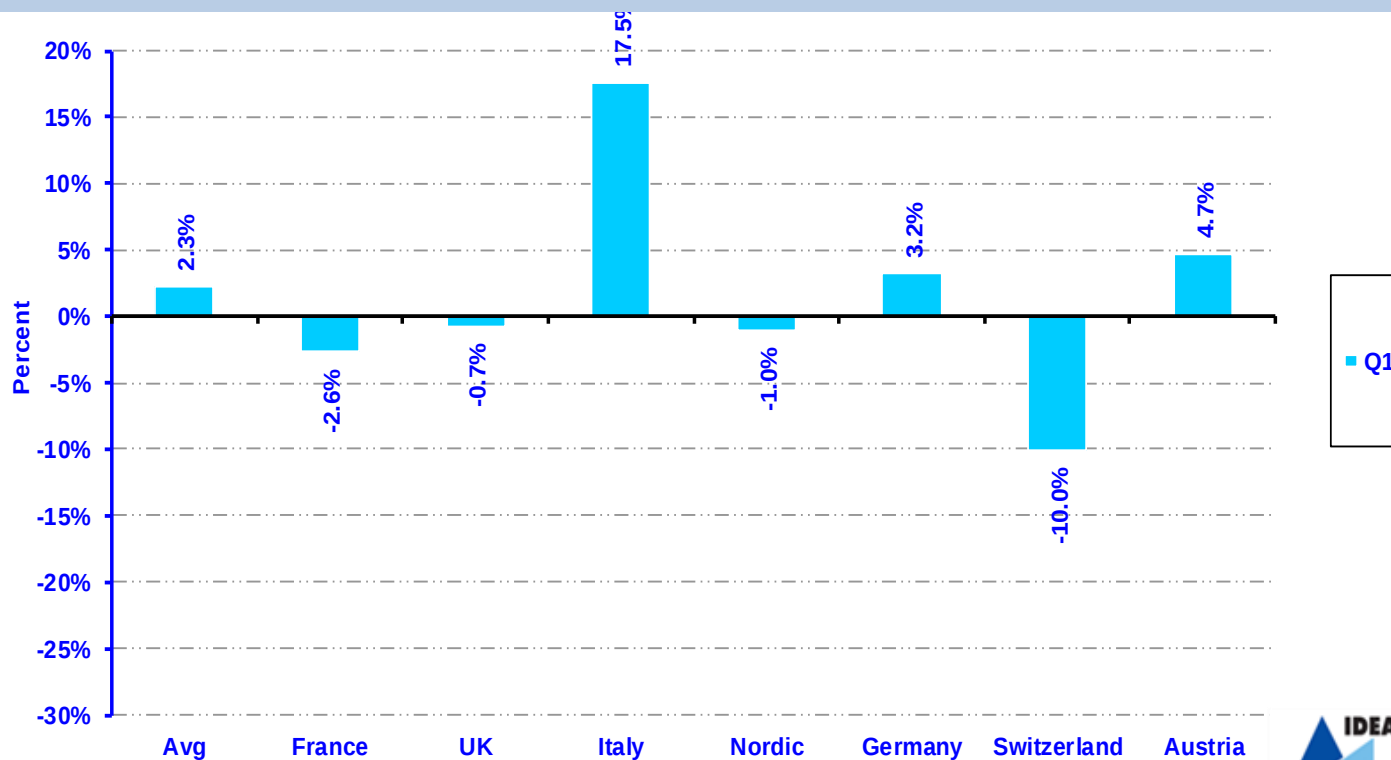
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1ST QTR. 2016 EMECH COMPONENTS YTD Bookings Trend

Graphic E5

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



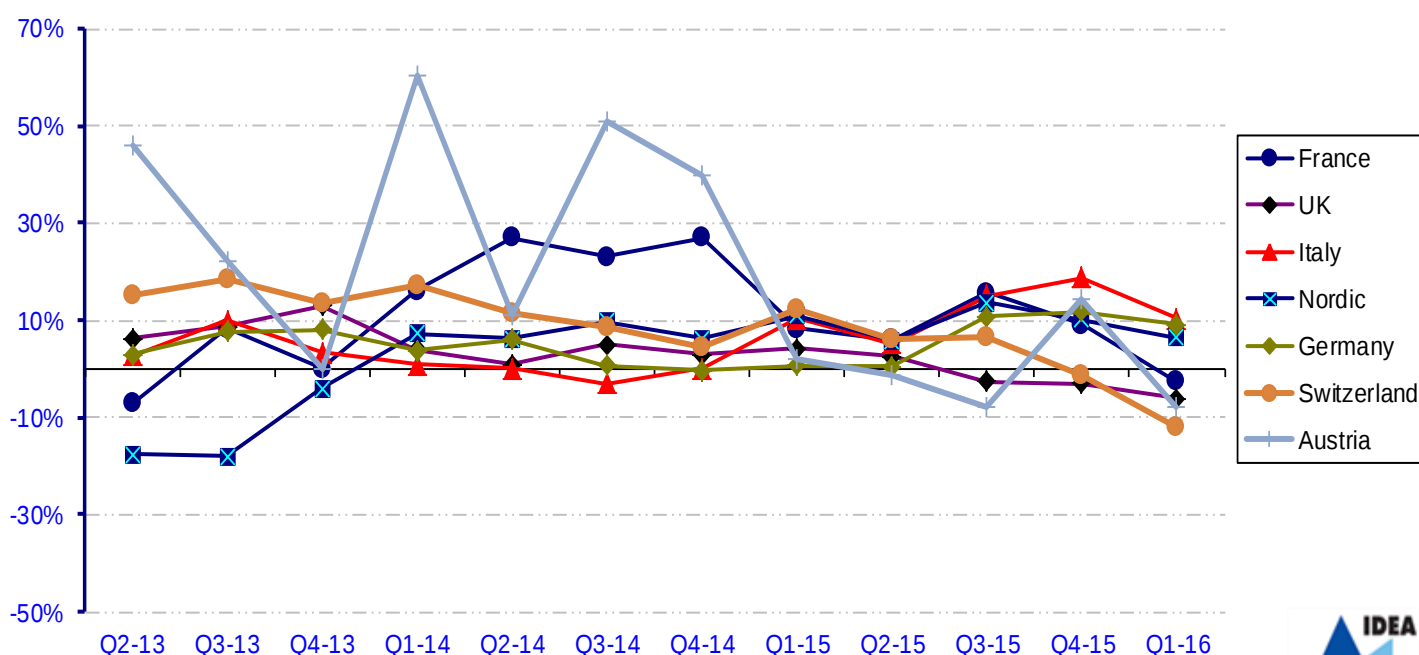
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1ST QTR. 2016 EMECH TENDENTIAL INDEX BY COUNTRY(Q/Qy-1)

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	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
All	Semis	Bookings	1,081	1,086	1,096	1,242	1,184	1,188	1,198	1,324
		Billings	1,125	1,098	1,072	1,237	1,199	1,235	1,131	1,327
	Passives	Bookings	219	218	221	242	229	224	234	266
		Billings	224	223	211	241	232	230	220	254
	Emech/Other	Bookings	341	336	349	379	359	348	358	388
		Billings	344	339	316	371	353	363	339	379
	Totals	Bookings	1,641	1,640	1,666	1,863	1,773	1,760	1,789	1,977
		Billings	1,692	1,661	1,599	1,850	1,783	1,827	1,690	1,960
Country	Category	Activity	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
France	Semis	Bookings	105	109	128	149	130	124	123	160
		Billings	111	109	117	145	141	129	125	153
	Passives	Bookings	21	21	23	26	24	22	23	32
		Billings	22	21	22	27	25	23	22	29
	Emech/Other	Bookings	35	32	36	38	35	36	33	37
		Billings	33	32	33	39	35	37	36	38
	Totals	Bookings	161	162	187	213	189	182	179	229
		Billings	166	162	172	211	201	189	183	220
Country	Category	Activity	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
UK	Semis	Bookings	162	163	164	174	156	154	156	164
		Billings	164	164	158	169	155	166	149	174
	Passives	Bookings	41	40	41	44	39	37	37	43
		Billings	41	42	41	43	41	39	36	40
	Emech/Other	Bookings	110	111	108	120	112	108	102	119
		Billings	105	109	101	115	108	107	98	108
	Totals	Bookings	313	314	313	338	307	299	295	326
		Billings	324	329	300	327	304	312	284	323
Country	Category	Activity	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Italy	Semis	Bookings	150	136	159	180	179	157	190	219
		Billings	163	139	146	176	188	163	162	207
	Passives	Bookings	33	28	32	39	36	30	38	44
		Billings	34	30	26	38	36	32	31	42
	Emech/Other	Bookings	39	33	37	41	42	36	46	48
		Billings	39	32	32	41	41	37	38	45
	Totals	Bookings	222	197	228	260	256	223	274	311
		Billings	236	201	204	255	265	231	231	294
Country	Category	Activity	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Nordic	Semis	Bookings	85	81	89	104	80	93	94	94
		Billings	82	85	87	114	81	100	90	97
	Passives	Bookings	8	8	9	10	8	8	9	9
		Billings	8	9	8	10	8	8	8	9
	Emech/Other	Bookings	26	23	29	30	26	26	29	30
		Billings	26	24	24	29	28	28	27	31
	Totals	Bookings	120	113	127	144	114	127	132	132
		Billings	117	118	120	153	117	135	125	137
Country	Category	Activity	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Germany	Semis	Bookings	500	513	470	545	547	566	541	586
		Billings	521	519	483	542	539	580	519	599
	Passives	Bookings	106	110	106	109	109	114	112	122
		Billings	108	111	103	111	109	114	109	119
	Emech/Other	Bookings	117	122	124	134	128	125	131	138
		Billings	124	125	112	129	125	138	125	141
	Totals	Bookings	722	745	700	788	783	805	784	847
		Billings	753	754	697	783	773	832	753	859
Country	Category	Activity	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Switzerland	Semis	Bookings	42	46	48	50	55	51	50	56
		Billings	46	46	45	51	52	55	47	53
	Passives	Bookings	6	6	5	7	7	7	7	8
		Billings	6	6	5	7	7	7	7	7
	Emech/Other	Bookings	7	8	7	9	8	8	8	8
		Billings	8	8	7	9	8	8	7	8
	Totals	Bookings	55	59	60	67	70	66	65	72
		Billings	59	59	57	68	68	71	61	69
Country	Category	Activity	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Austria	Semis	Bookings	37	38	37	40	39	43	44	45
		Billings	37	36	35	39	42	42	40	44
	Passives	Bookings	5	5	5	6	6	6	8	7
		Billings	5	5	5	6	6	6	6	7
	Emech/Other	Bookings	7	7	8	8	8	9	9	8
		Billings	8	9	7	9	8	8	8	8
	Totals	Bookings	49	50	50	53	53	58	60	60
		Billings	51	51	47	53	56	57	54	59

QUARTERLY TREND STATISTICS

Q1-2016

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6	• Quarterly Electromechanical & Other Component Billings Trend	France, UK & Eire, Italy, Nordic, Germany, Switzerland and Austria	€
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9	• Quarterly Semiconductor Bookings/Billings (with PC market identified)	UK & Eire	£
9	• Quarterly Passive Component Bookings/Billings	UK & Eire	£
10	• Quarterly Electromechanical & Other Component Bookings/Billings	UK & Eire	£
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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\$



CONSOLIDATED QUARTERLY TREND STATISTICS 2012-2015 UK, FRANCE, ITALY, NORDIC and GERMANY

PERIOD: Q1 – 2016 ISSUED: 22nd May 2016

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:-

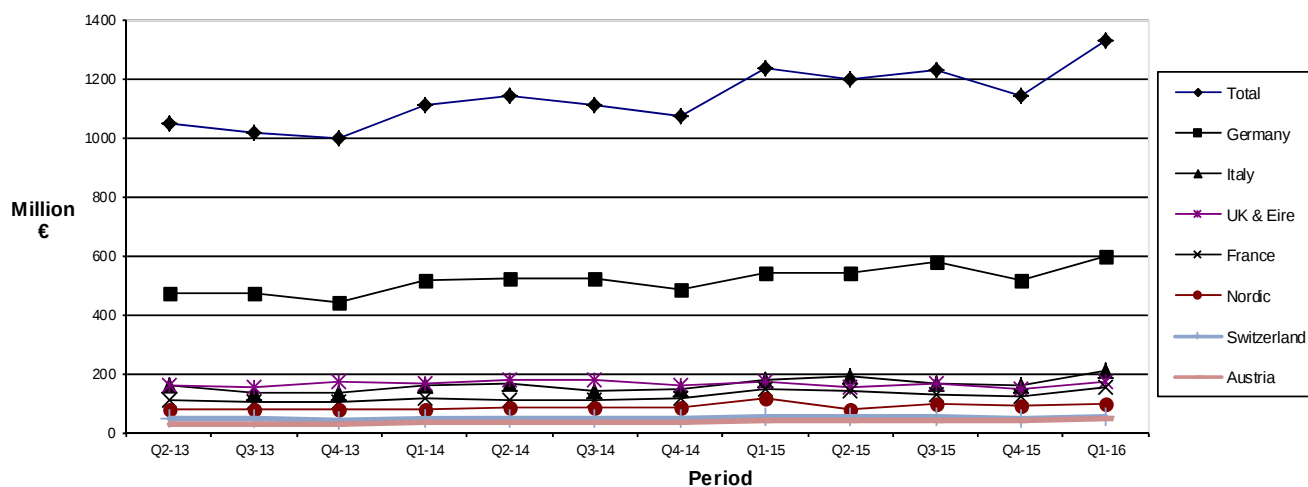
Graham Waite
Telephone: 44 (0) 1763 274748
Facsimile: 44 (0) 1763 273255
Email: enquiries@ecsn-uk.org

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 2015 (Distribution Total Available Market)	Summation of Association Members Returns 2015	Approx. Share of DTAM (Distribution Total Available Market) represented by Association's Members 2015
France	SPDEI	€1125 Mill	€815 Mill	75%
UK & Eire	ecsn/afdec	€1461 Mill	€1227 Mill	84%
Italy	ASSODEL	€1199 Mill	€1010 Mill	84%
Nordic	ecsn/afdec	€1397 Mill	€531 Mill	38%
Germany	FBDI	€4420 Mill	€3140 Mill	72%
Switzerland	FBDI	€475 Mill	€266 Mill	56%
Austria	FBDI	€340 Mill	€199 Mill	56%

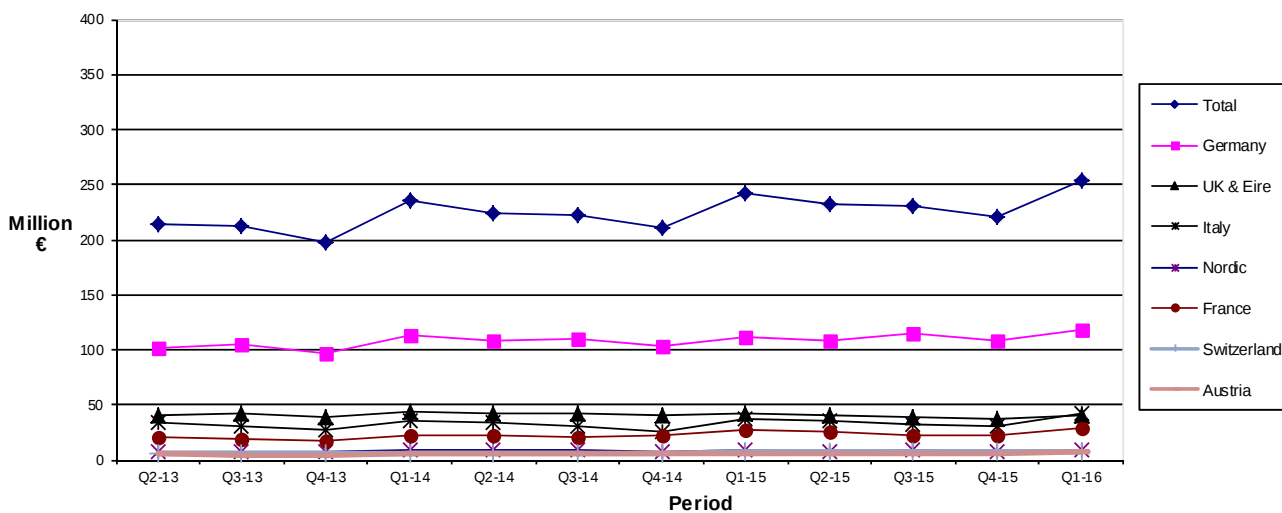
IMPORTANT NOTE: To ensure that exchange rate variations do not confuse the trend, the exchange rates shown are the average 2015 Local currency/€ conversion rates. The 2015 average rates are: UK Pound/€ 0.7264, Danish Krona/€ 7.4587, Norwegian Krona/€ 8.9456, Swedish Krona/€ 9.3591. US \$ to € conversions are made at the average 2015 rate of 1.1103 (0.9007).

Semiconductors Billings Trend



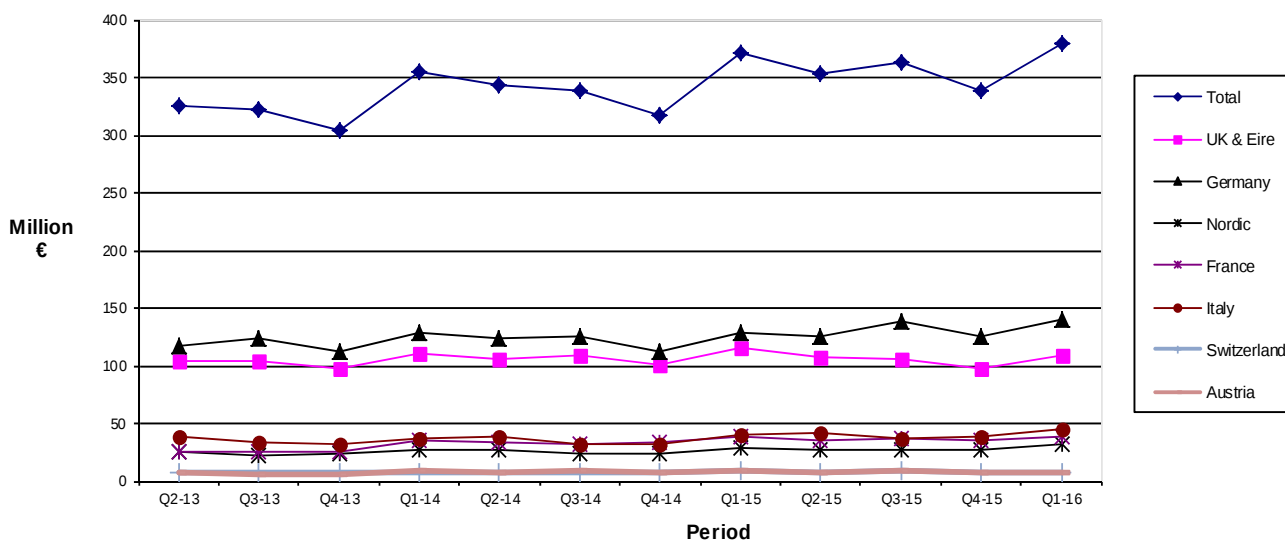
	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Total	1046	1015	999	1110	1138	1112	1072	1237	1199	1231	1138	1330
Germany	469	472	443	513	521	519	483	542	539	580	519	599
Italy	159	136	134	158	163	139	146	176	188	163	162	207
UK & Eire	156	150	171	167	178	178	158	169	155	166	149	174
France	110	104	105	113	111	109	117	145	141	129	125	153
Nordic	76	77	78	79	82	85	87	114	81	100	90	97
Switzerland	44	45	40	45	46	46	45	51	52	51	50	56
Austria	31	30	29	36	37	36	35	39	42	43	44	45

Passive Components Billings Trend



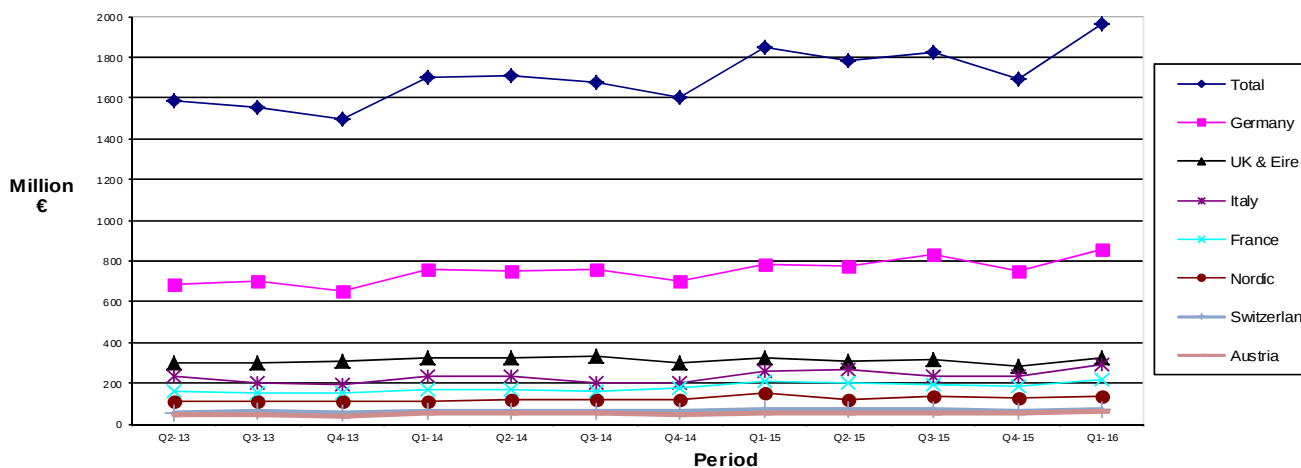
	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Total	215	213	197	236	224	223	211	241	232	230	220	254
Germany	102	104	96	114	108	111	103	111	109	114	109	119
UK & Eire	40	42	39	43	41	42	41	43	41	39	36	40
Italy	34	30	27	36	34	30	26	38	36	32	31	42
Nordic	7	7	8	8	8	9	8	10	8	8	8	9
France	20	19	17	23	22	21	22	27	25	23	22	29
Switzerland	6	6	5	6	6	6	5	7	7	7	7	7
Austria	5	5	5	5	5	5	5	6	6	6	6	7

Electromechanical & Other Components Billings Trend



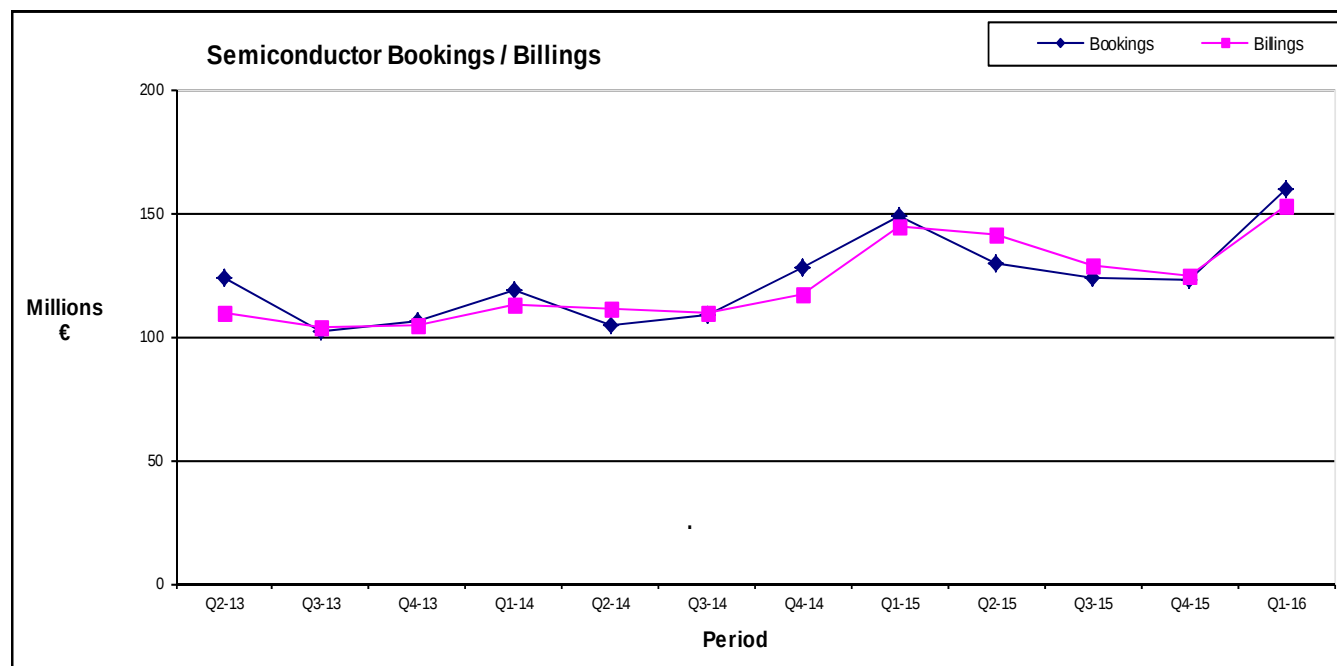
	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Total	325	322	303	355	344	339	316	371	353	363	339	379
UK & Eire	104	104	98	111	105	109	101	115	108	107	98	108
Germany	117	124	112	128	124	125	112	129	125	138	125	141
Nordic	25	22	23	27	26	24	24	29	28	28	27	31
France	26	26	26	36	33	32	33	39	35	37	36	38
Italy	39	33	32	37	39	32	32	41	41	37	38	45
Switzerland	7	7	7	8	8	8	7	9	8	8	7	8
Austria	7	6	5	9	8	9	7	9	8	8	8	8

Total Electronic Components Billings Trend

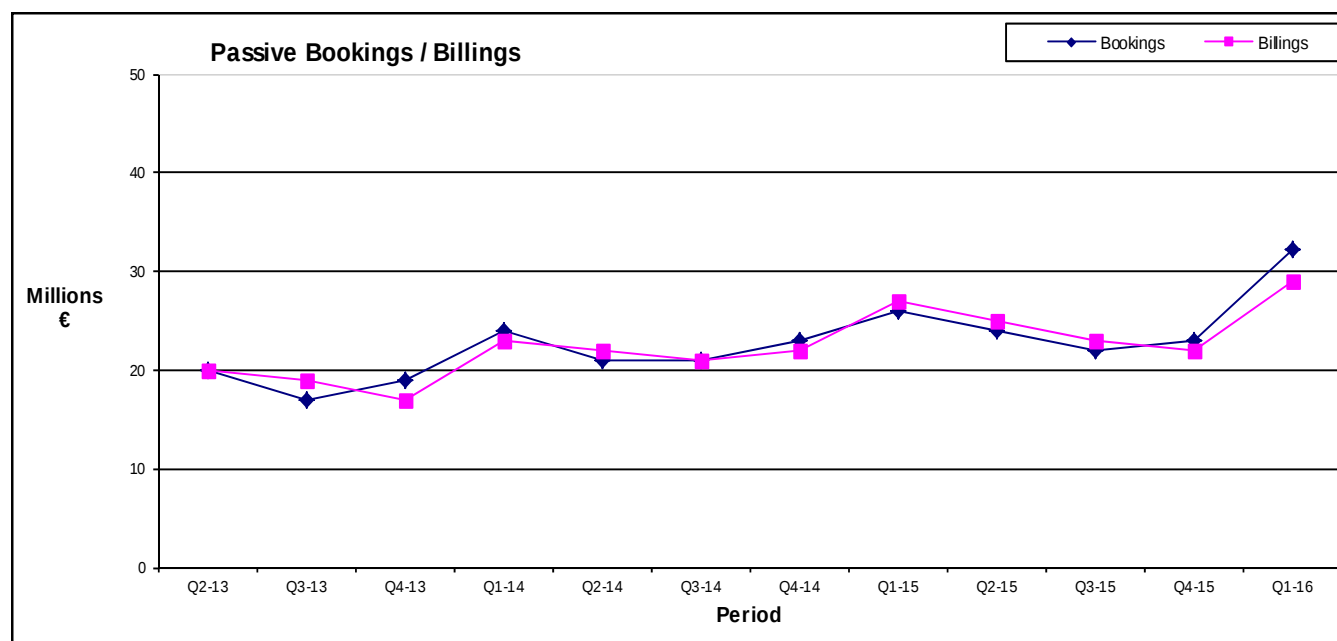


	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Total	1586	1550	1499	1701	1706	1674	1599	1850	1783	1827	1690	1960
Germany	688	700	651	755	753	754	697	783	773	832	753	859
UK & Eire	301	296	308	320	324	329	300	327	304	312	284	323
Italy	232	199	193	231	236	201	204	255	265	231	231	294
France	156	149	148	172	166	162	172	211	201	189	183	220
Nordic	108	107	108	114	117	118	120	153	117	135	125	137
Switzerland	57	58	52	59	59	59	57	68	68	71	61	69
Austria	43	41	39	50	51	51	47	53	56	57	54	59

FRANCE

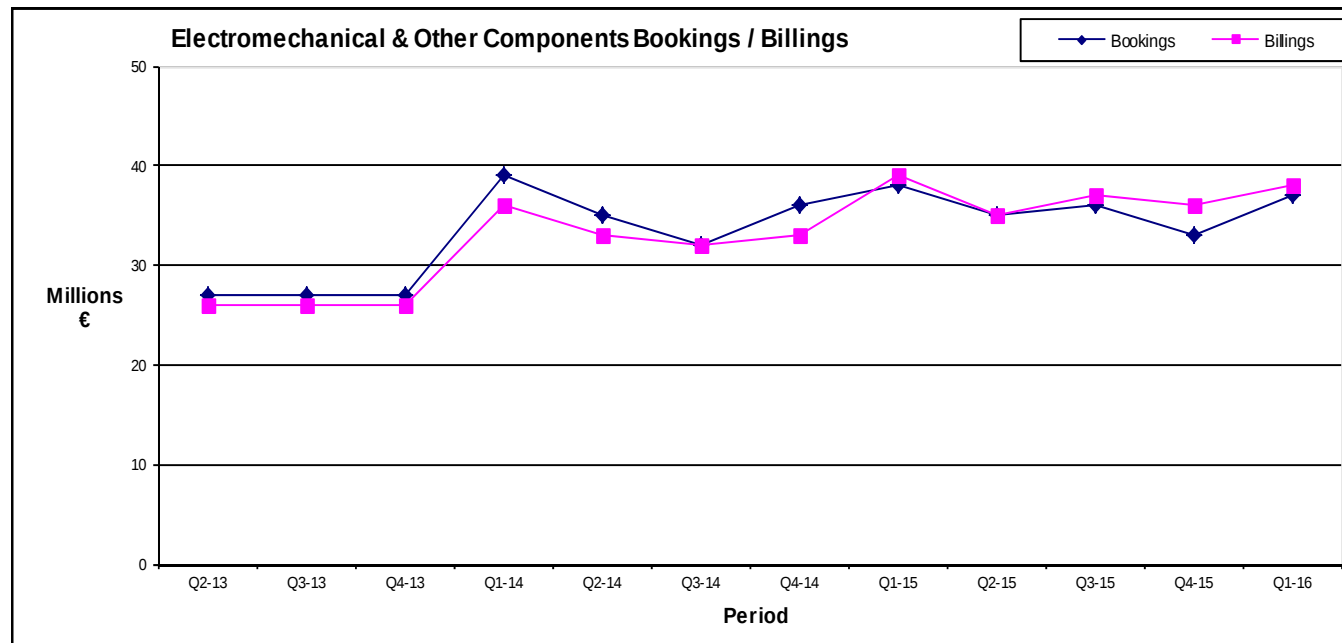


	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Bookings	124	102	106	119	105	109	128	149	130	124	123	160
Billings	110	104	105	113	111	110	117	145	141	129	125	153

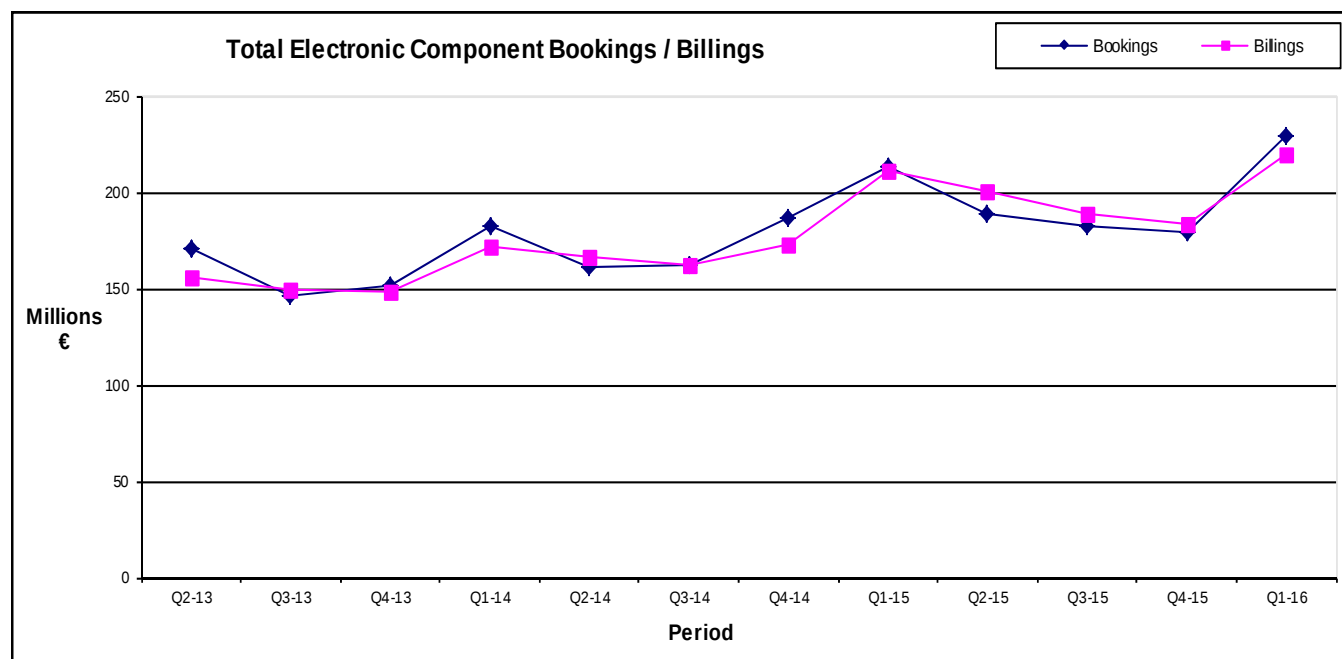


	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Bookings	20	17	19	24	21	21	23	26	24	22	23	32
Billings	20	19	17	23	22	21	22	27	25	23	22	29

FRANCE

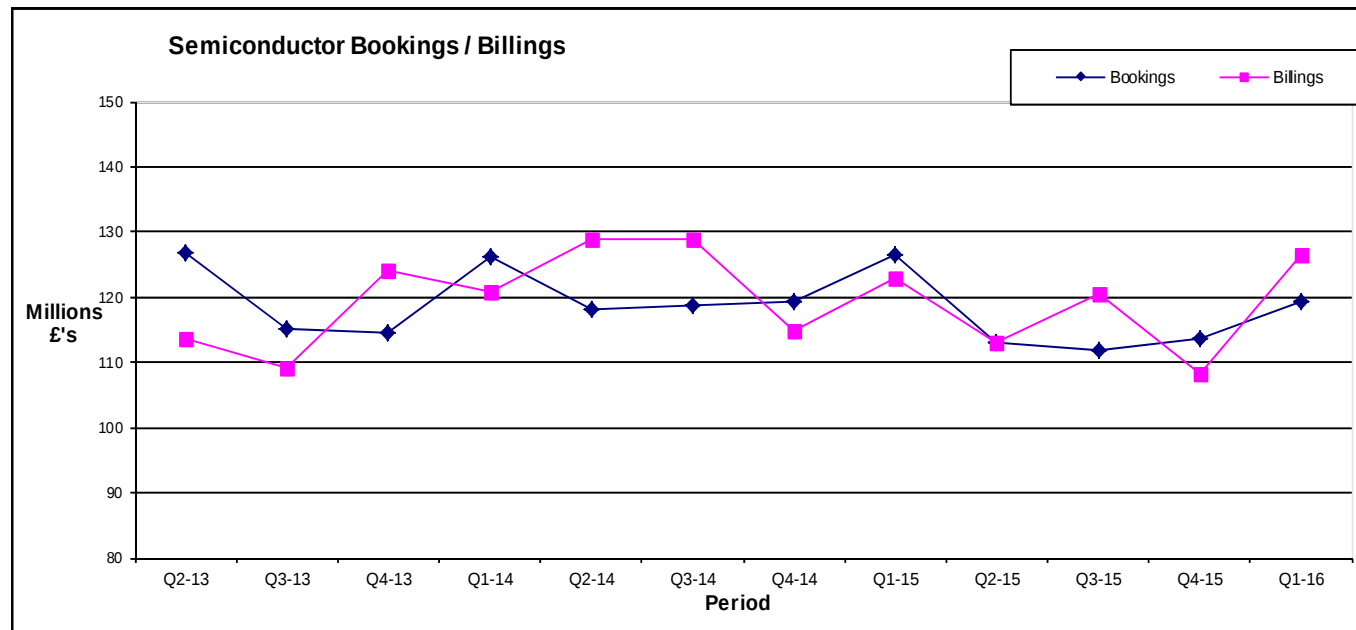


	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Bookings	27	27	27	39	35	32	36	38	35	36	33	37
Billings	26	26	26	36	33	32	33	39	35	37	36	38

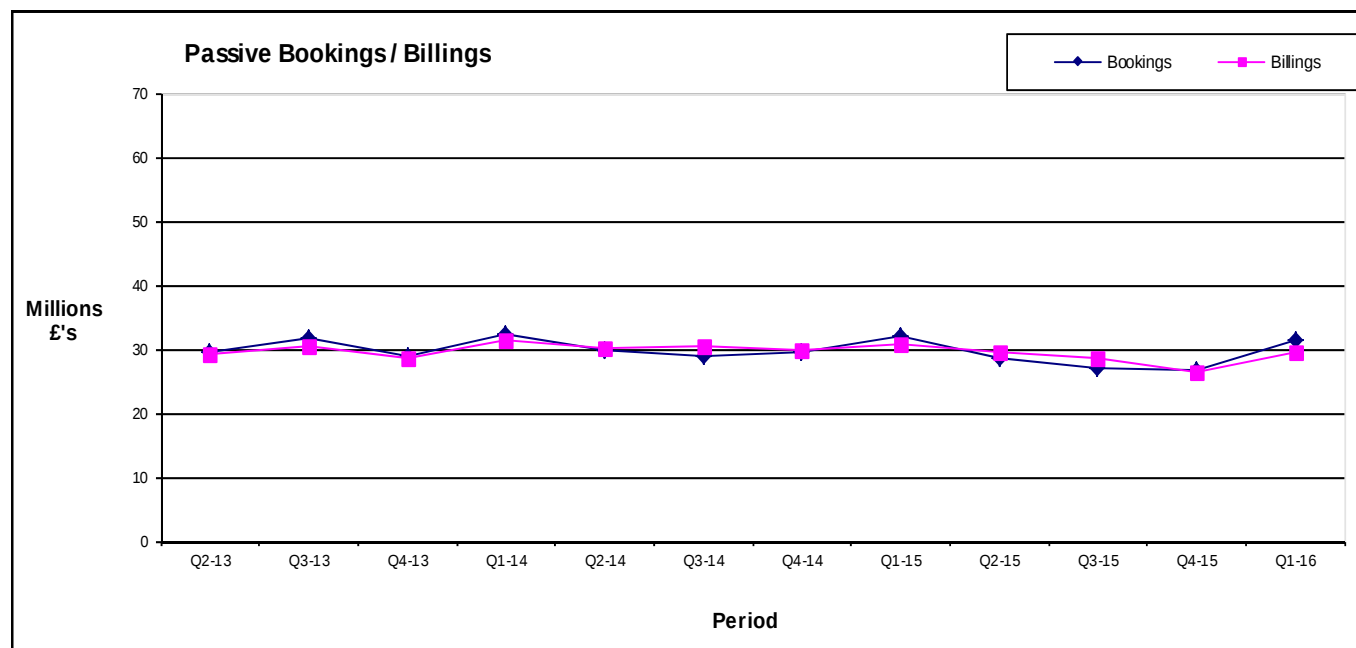


	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Bookings	171	146	152	182	161	162	187	213	189	182	179	229
Billings	156	149	148	172	166	162	172	211	201	189	183	220

UK & Eire

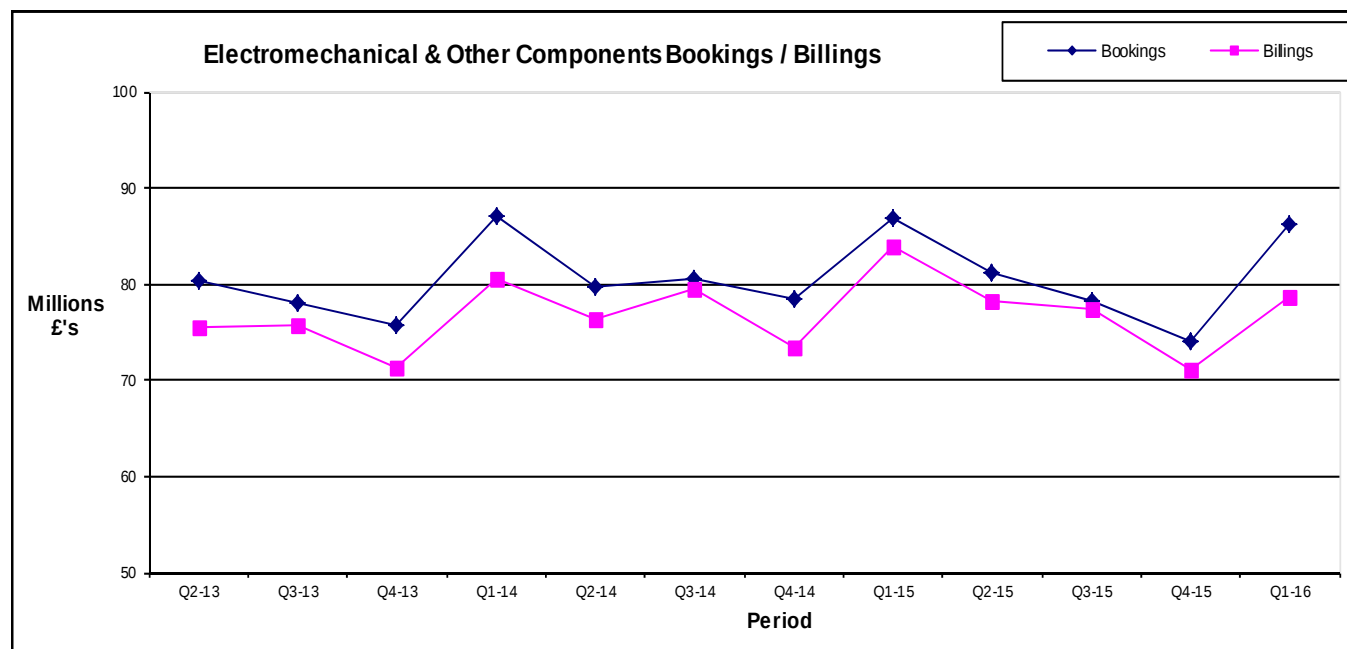


	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Bookings	127	115	114	126	118	119	119	126	113	112	114	119
Billings	114	109	124	121	129	129	115	123	113	121	108	126

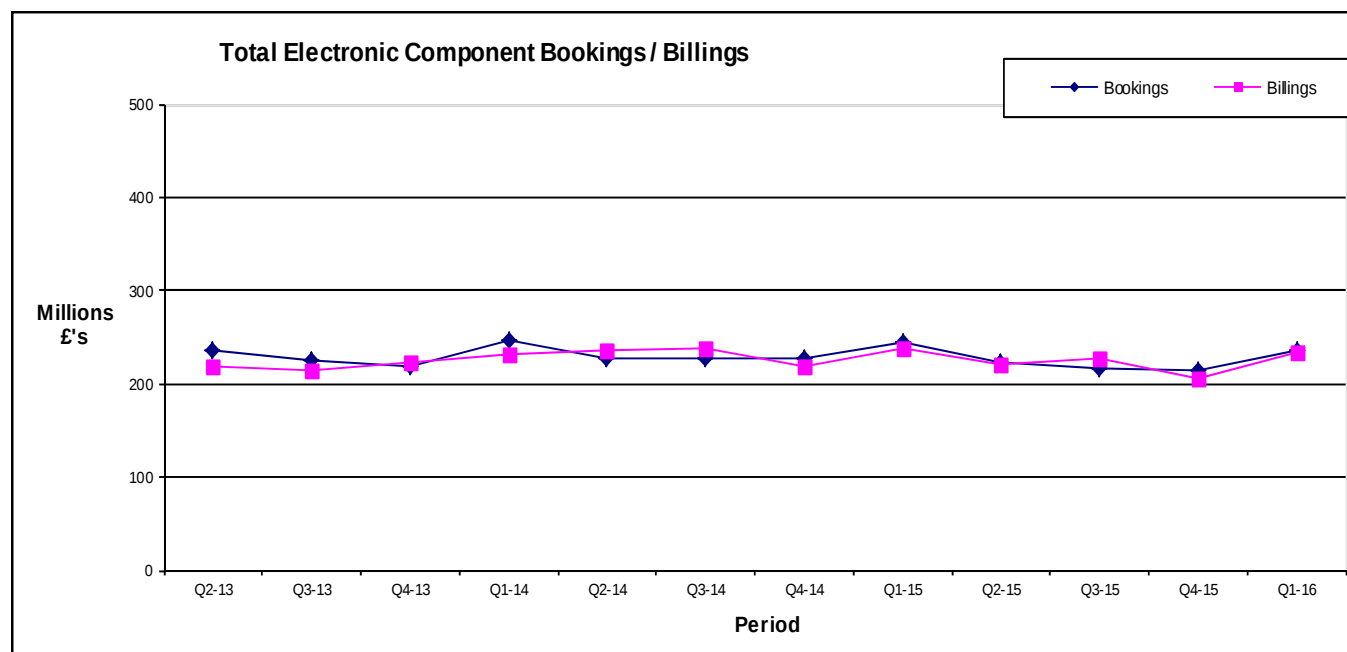


	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Bookings	29	32	29	32	30	29	29	32	29	27	27	31
Billings	29	30	28	31	30	30	30	31	29	29	26	29

UK & Eire

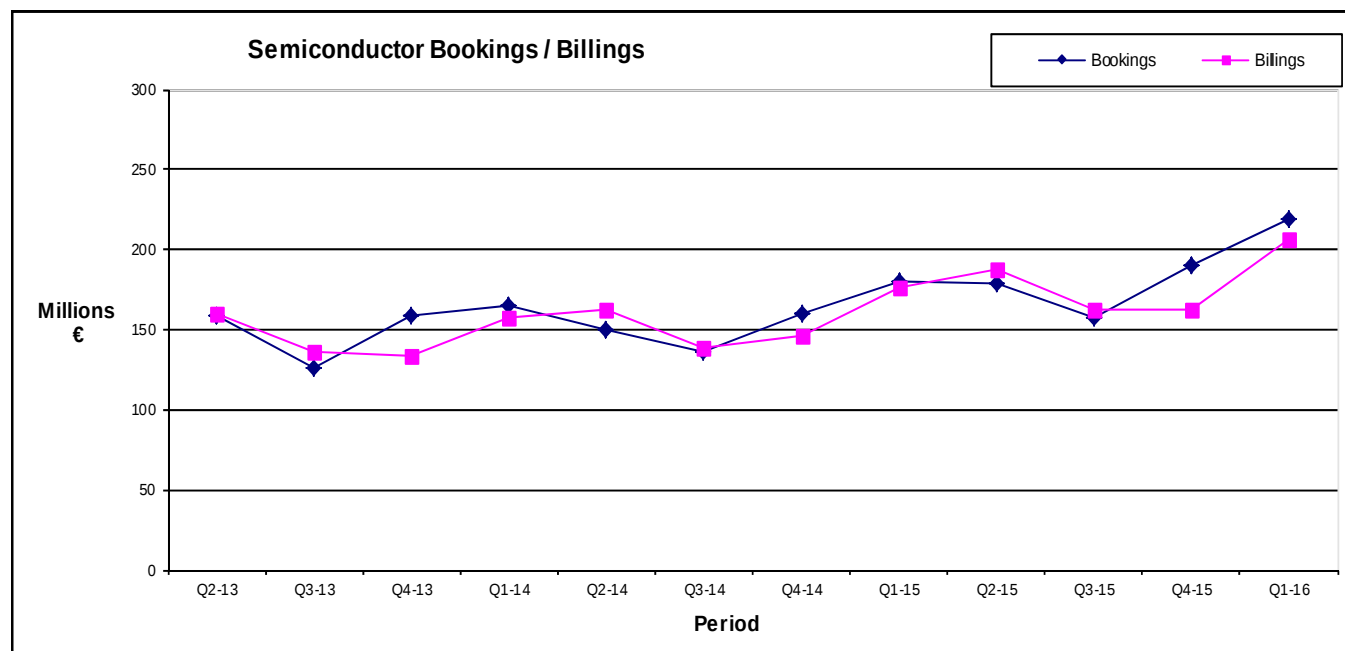


	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Bookings	80	78	76	87	80	81	78	87	81	78	74	86
Billings	76	76	71	81	76	79	73	84	78	77	71	79

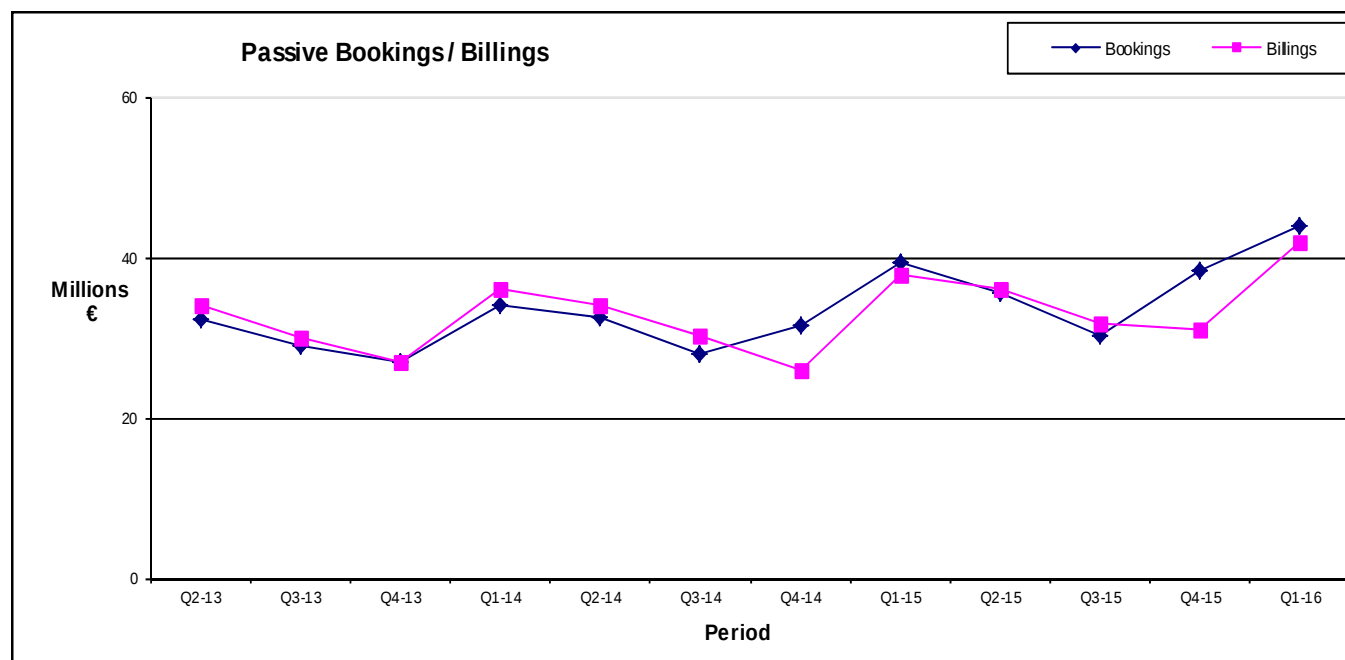


	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Bookings	236	225	219	246	227	228	227	245	223	217	214	237
Billings	219	215	224	233	235	239	218	238	221	227	206	235

ITALY

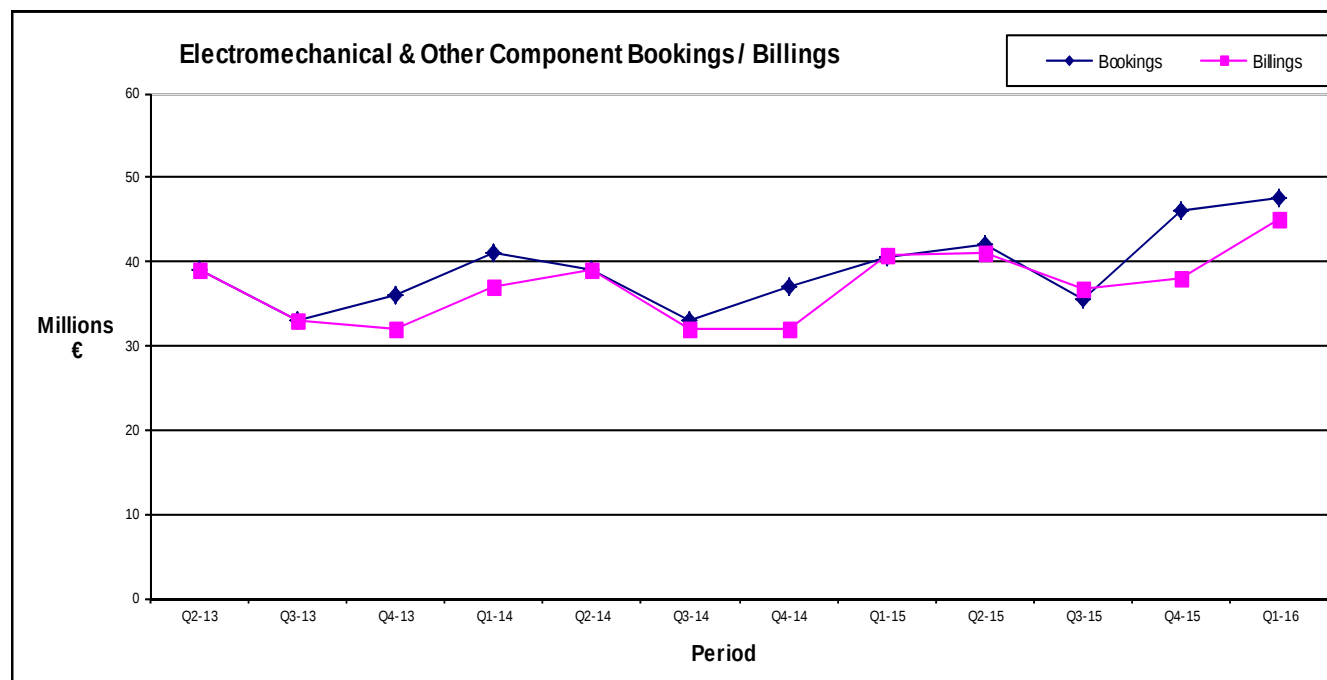


	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Bookings	159	126	159	165	150	136	159	180	179	157	190	219
Billings	159	136	134	158	163	139	146	176	188	163	162	207

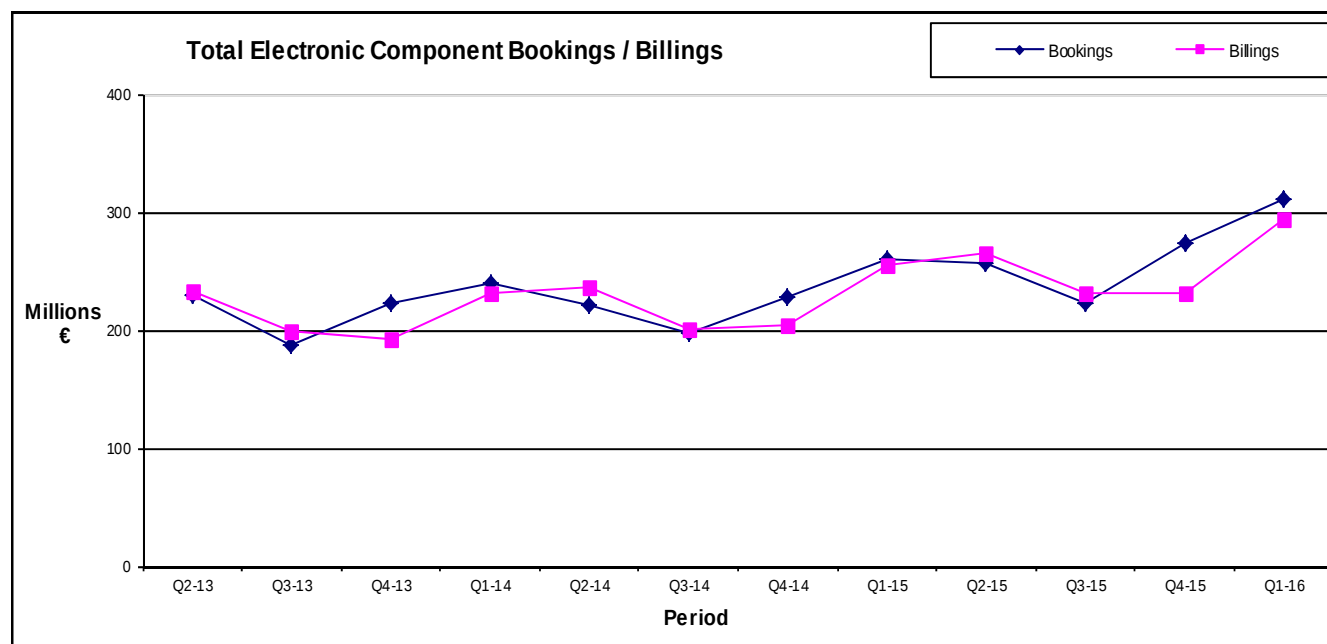


	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Bookings	32	29	27	34	33	28	32	39	36	30	38	44
Billings	34	30	27	36	34	30	26	38	36	32	31	42

ITALY

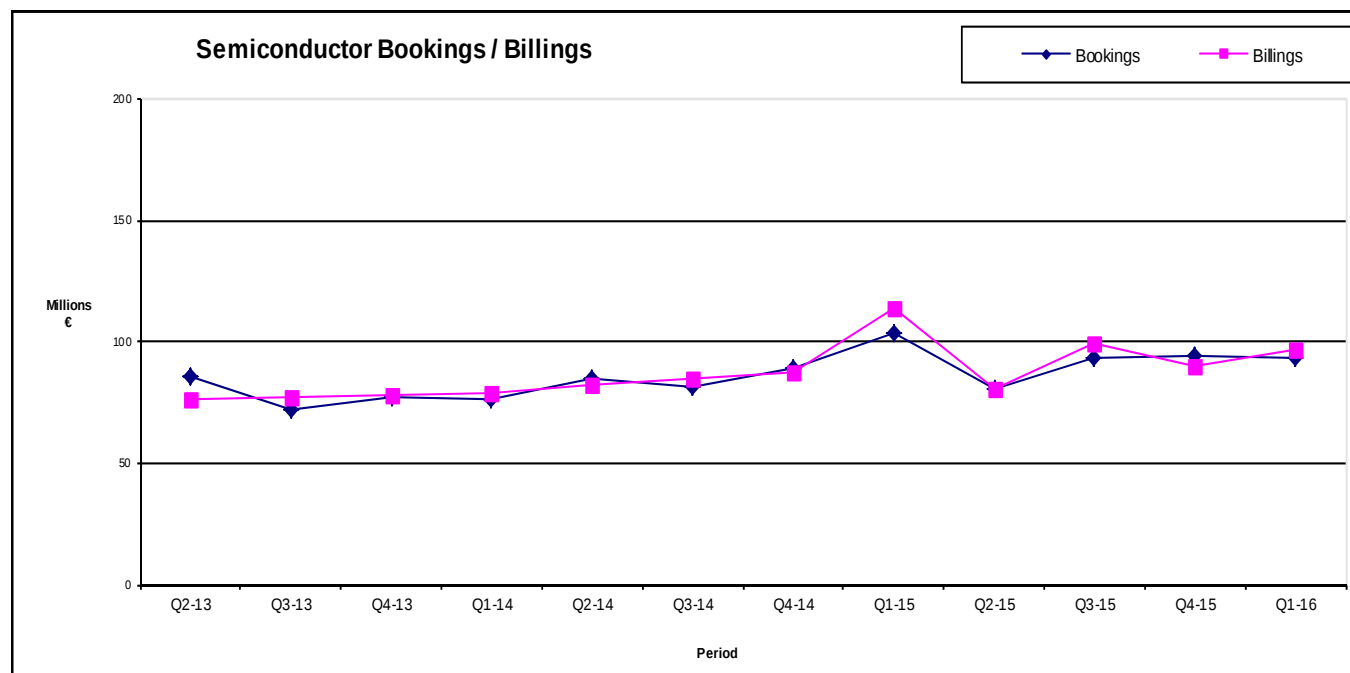


	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Bookings	39	33	36	41	39	33	37	41	42	36	46	48
Billings	39	33	32	37	39	32	32	41	41	37	38	45

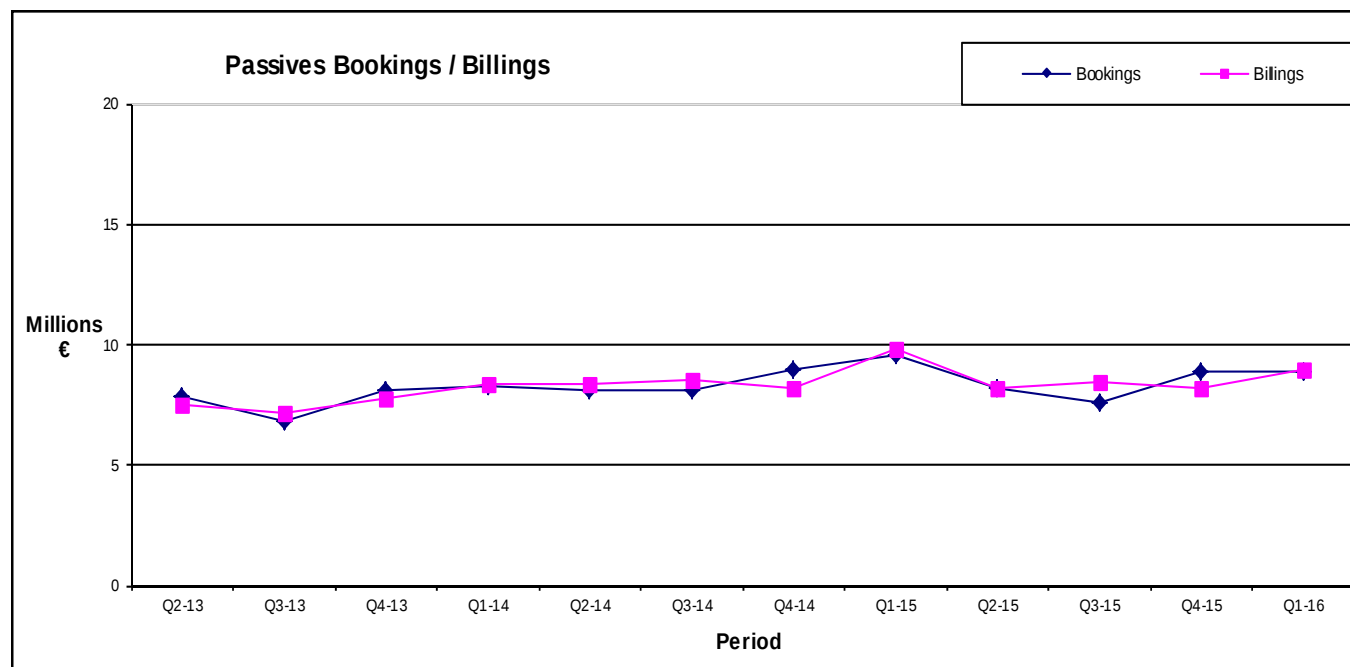


	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Bookings	230	188	222	240	222	197	228	260	256	223	274	311
Billings	232	199	193	231	236	201	204	255	265	231	231	294

NORDIC

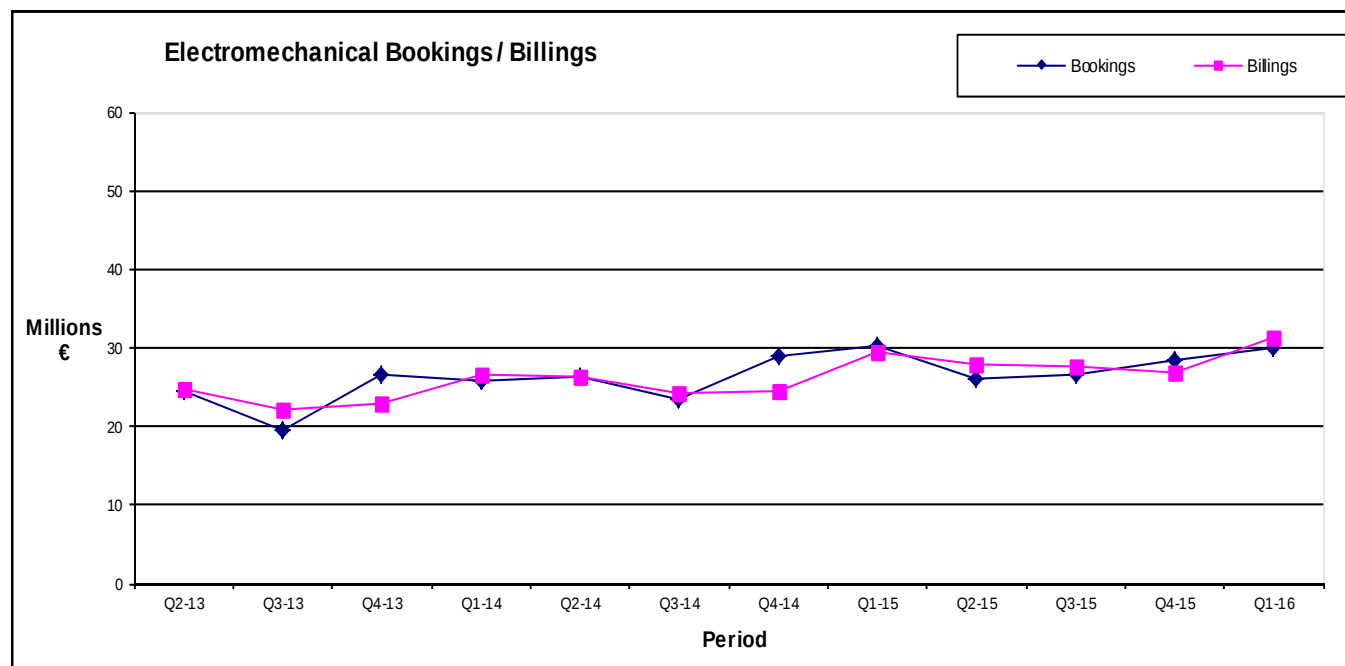


	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Bookings	86	72	77	76	85	81	89	104	80	93	94	94
Billings	76	77	78	79	82	85	87	114	81	100	90	97

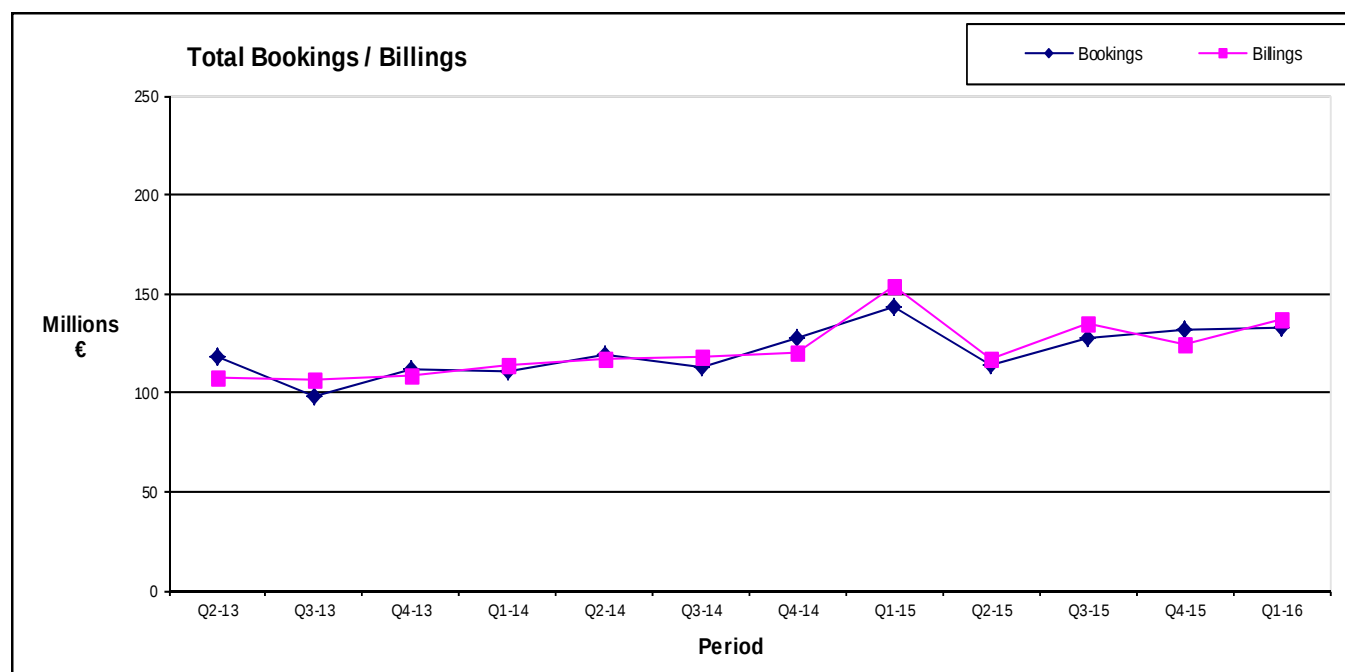


	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Bookings	8	7	8	8	8	8	9	10	8	8	9	9
Billings	7	7	8	8	8	9	8	10	8	8	8	9

NORDIC

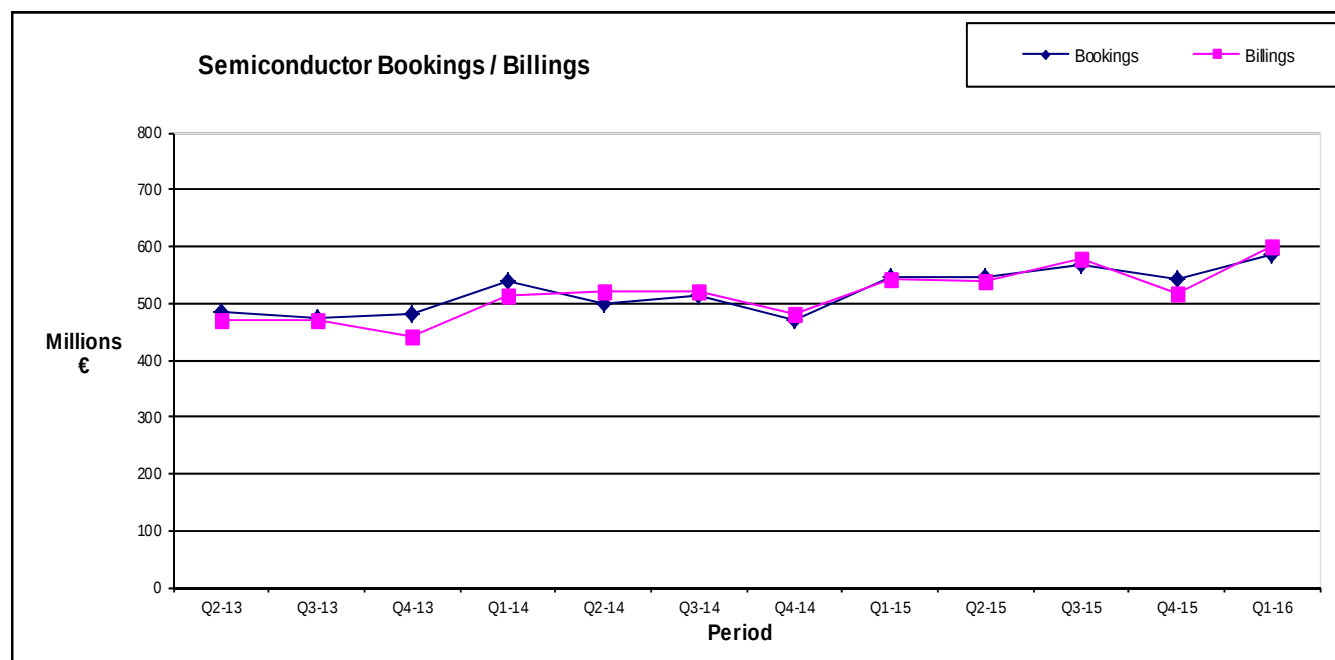


	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Bookings	25	20	27	26	26	23	29	30	26	26	29	30
Billings	25	22	23	27	26	24	24	29	28	28	27	31

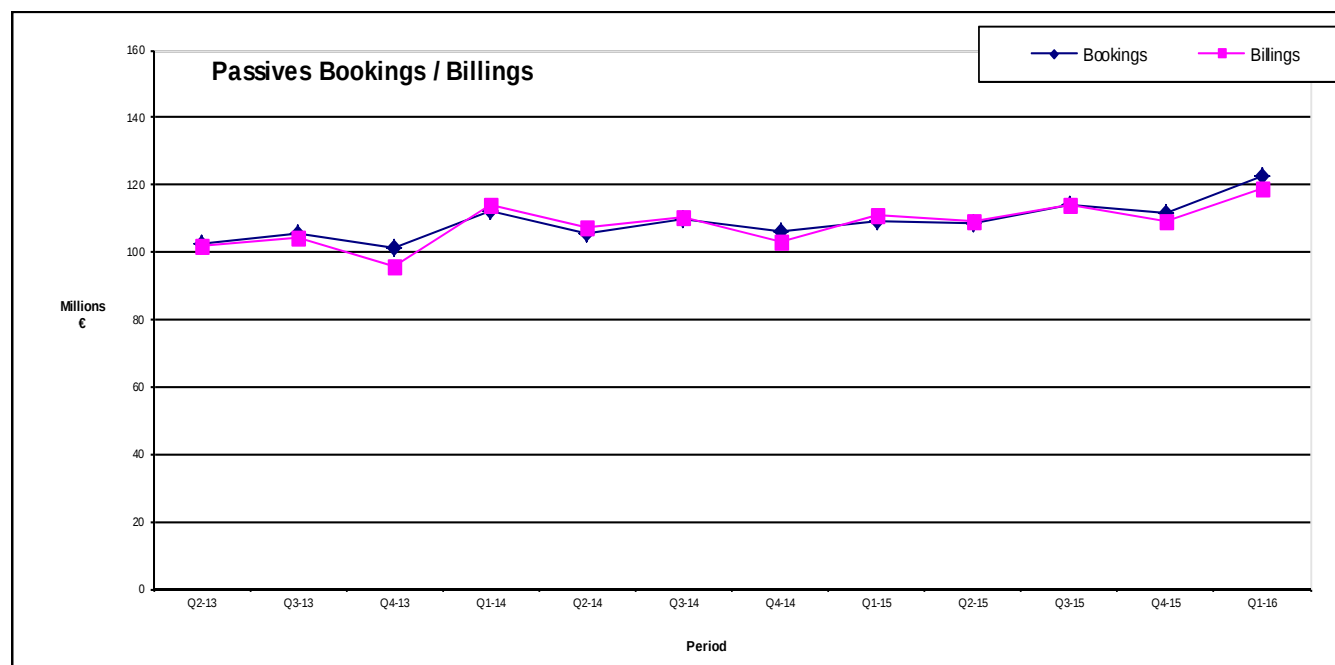


	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Bookings	118	98	112	110	120	113	127	144	114	127	132	132
Billings	108	107	108	114	117	118	120	153	117	135	125	137

GERMANY

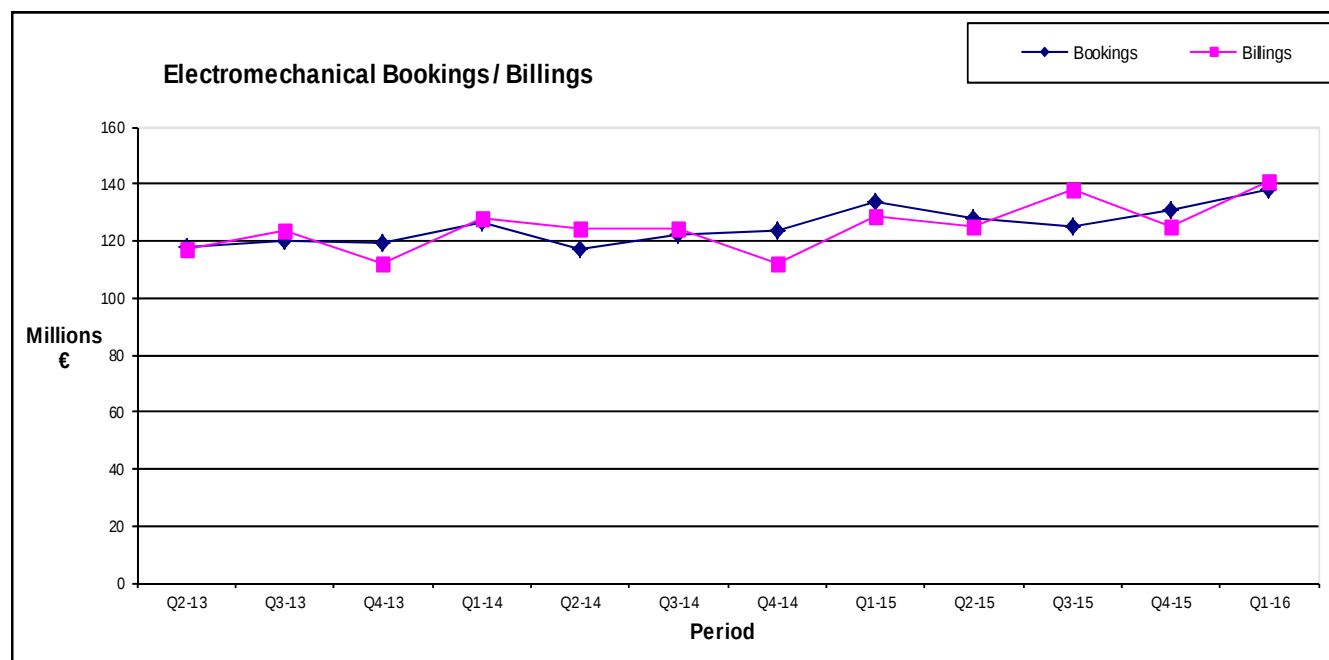


	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Bookings	483	473	482	538	500	513	470	545	547	566	541	586
Billings	469	472	443	513	521	519	483	542	539	580	519	599

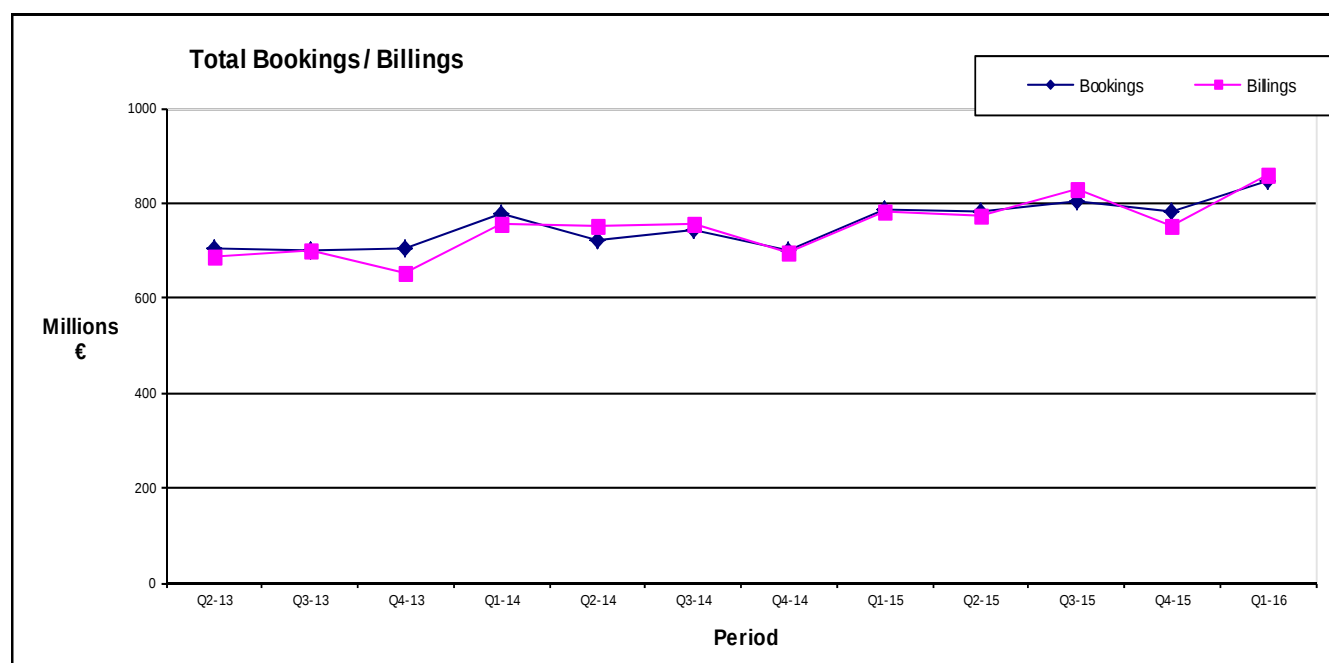


	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Bookings	102	106	101	112	106	110	106	109	109	114	112	122
Billings	102	104	96	114	108	111	103	111	109	114	109	119

GERMANY

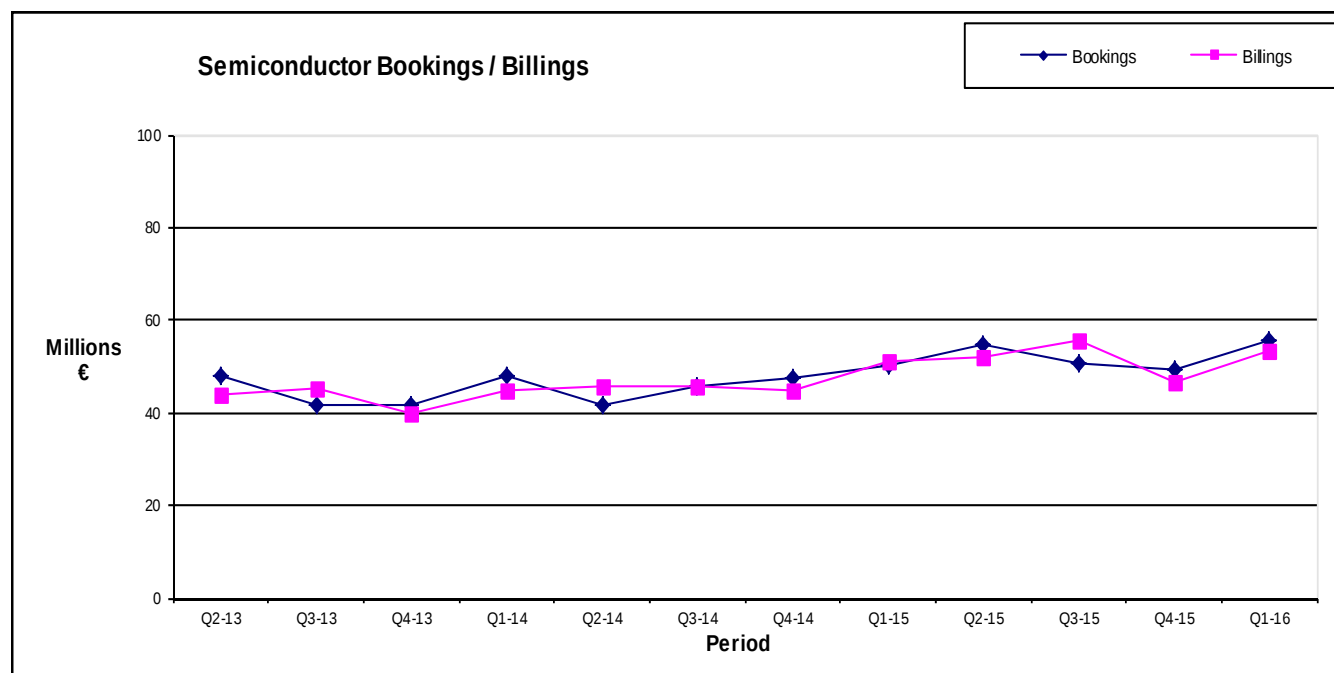


	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Bookings	118	120	119	127	117	122	124	134	128	125	131	138
Billings	117	124	112	128	124	125	112	129	125	138	125	141

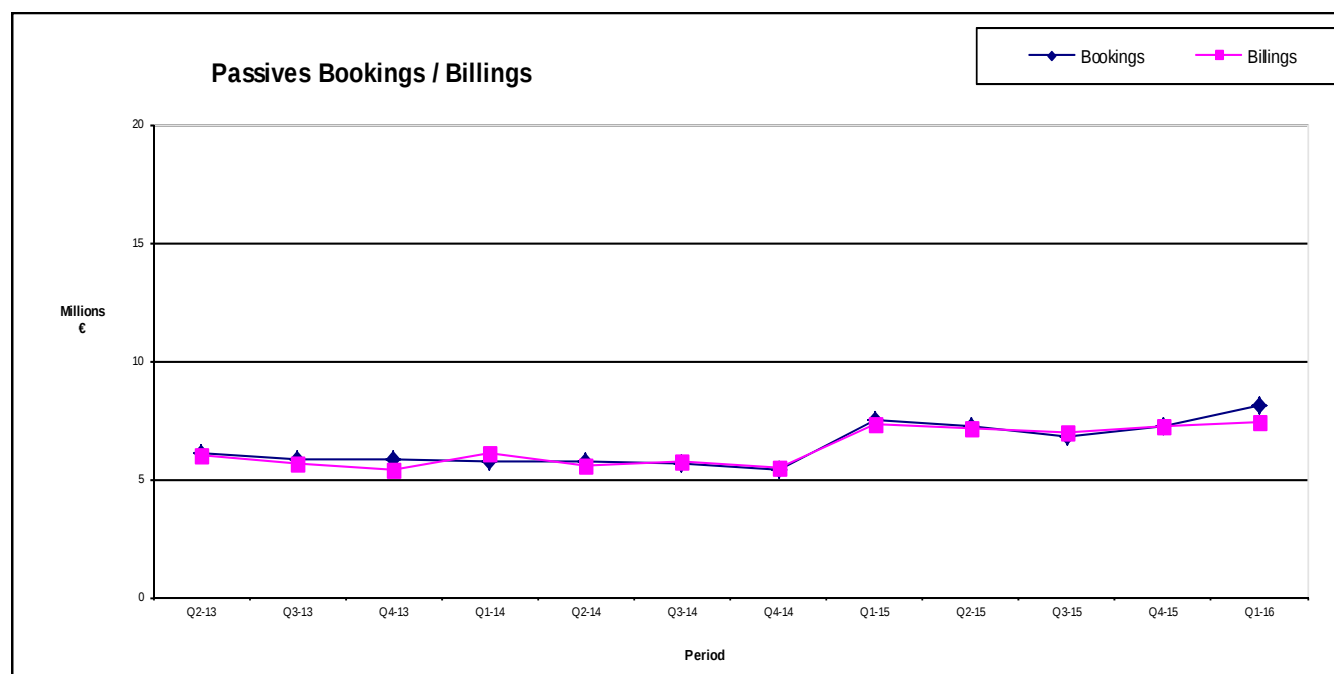


	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Bookings	704	699	703	777	722	745	700	788	783	805	784	847
Billings	688	700	651	755	753	754	697	783	773	832	753	859

SWITZERLAND

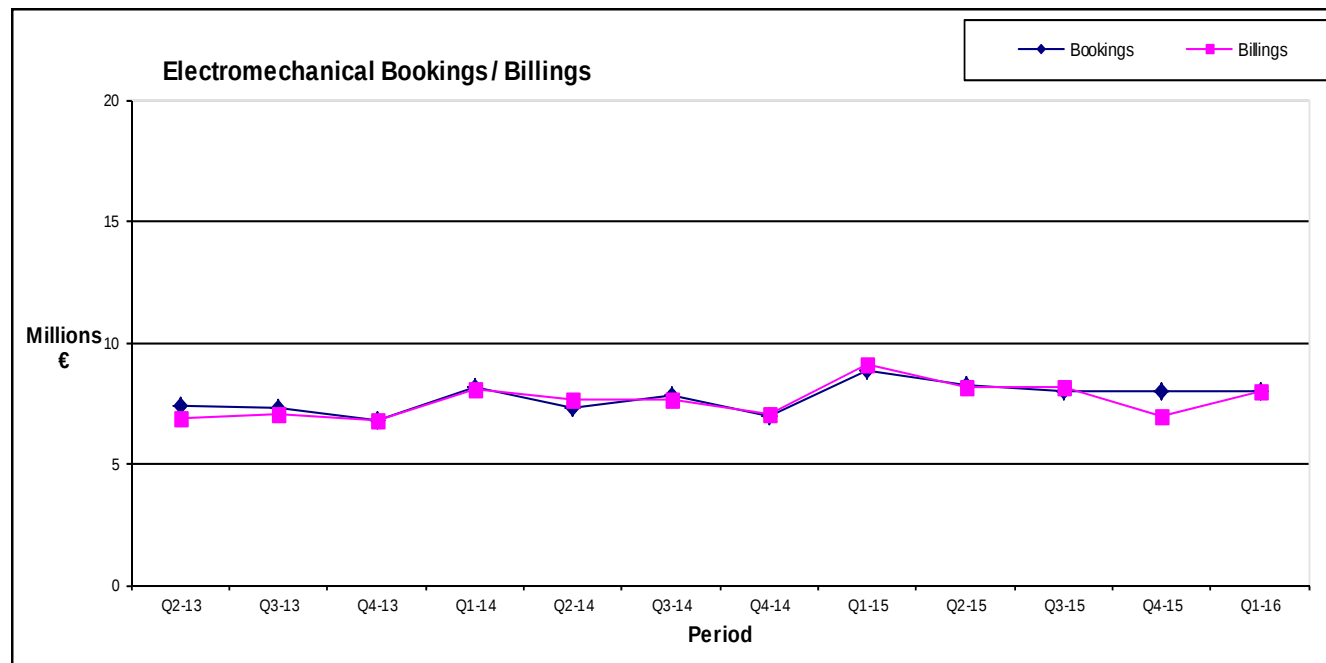


	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Bookings	48	42	41	48	42	46	48	50	55	51	50	56
Billings	44	45	40	45	46	46	45	51	52	55	47	53

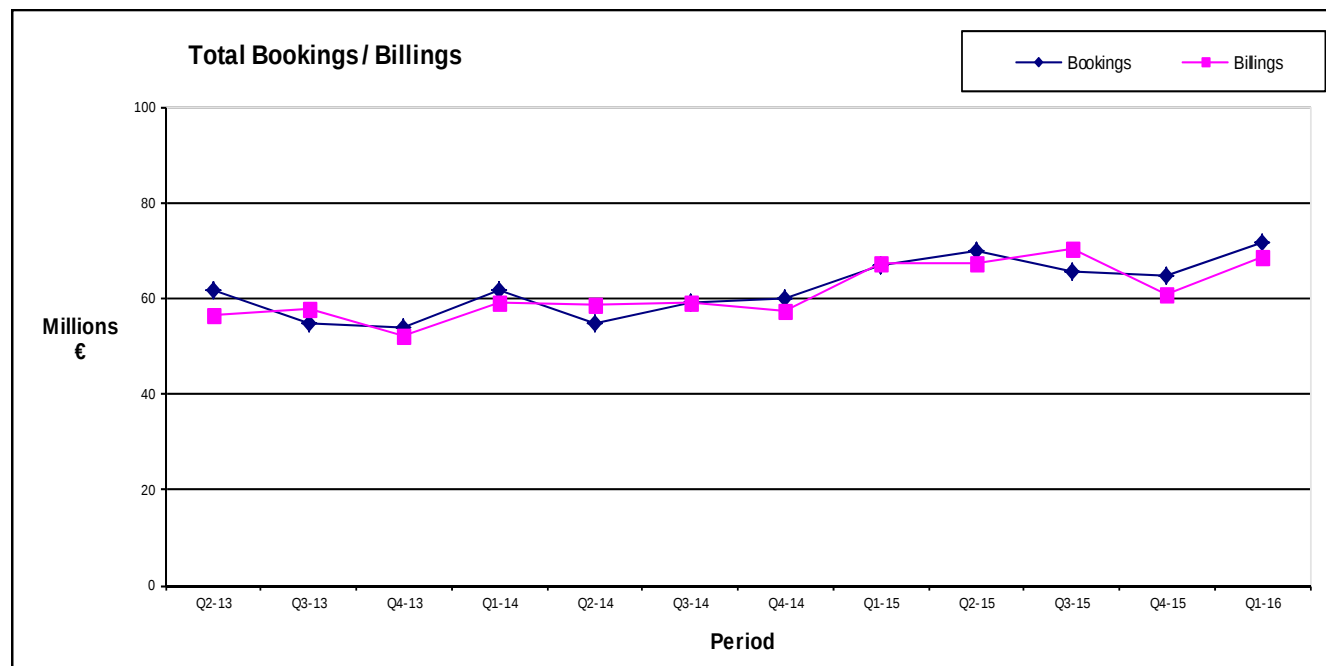


	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Bookings	6	6	6	6	6	6	5	7	7	7	7	8
Billings	6	6	5	6	6	6	5	7	7	7	7	7

SWITZERLAND

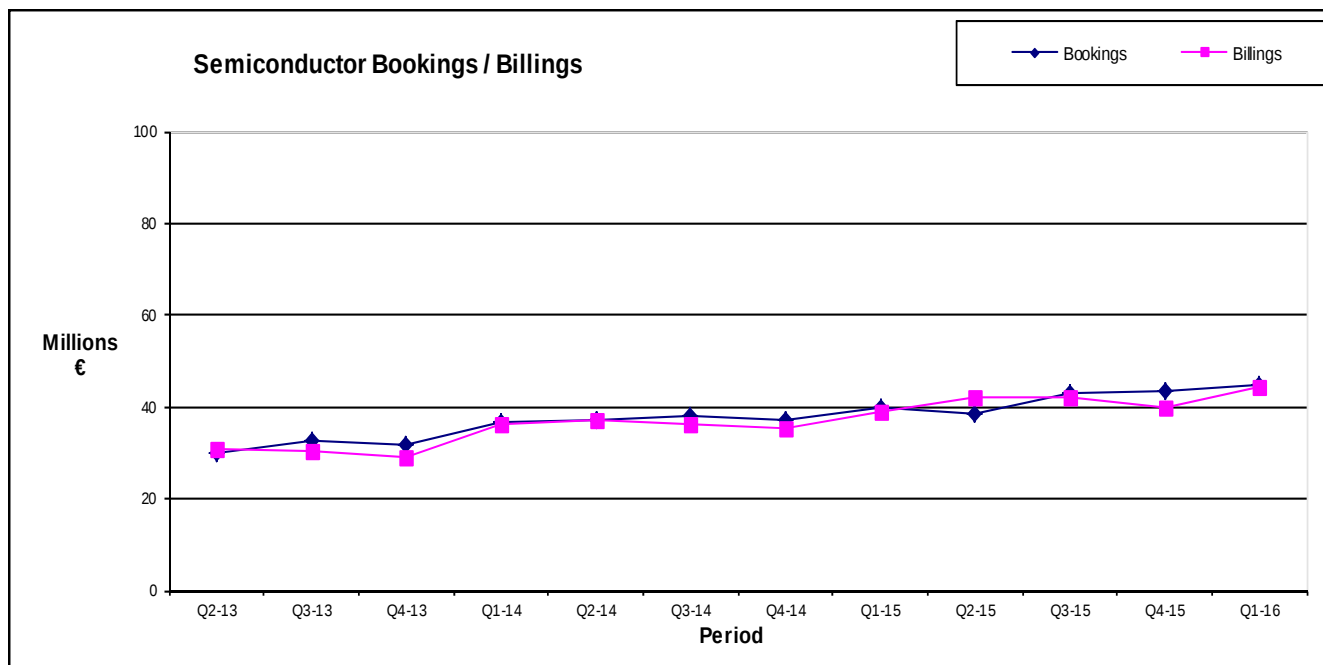


	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Bookings	7	7	7	8	7	8	7	9	8	8	8	8
Billings	7	7	7	8	8	8	7	9	8	8	7	8

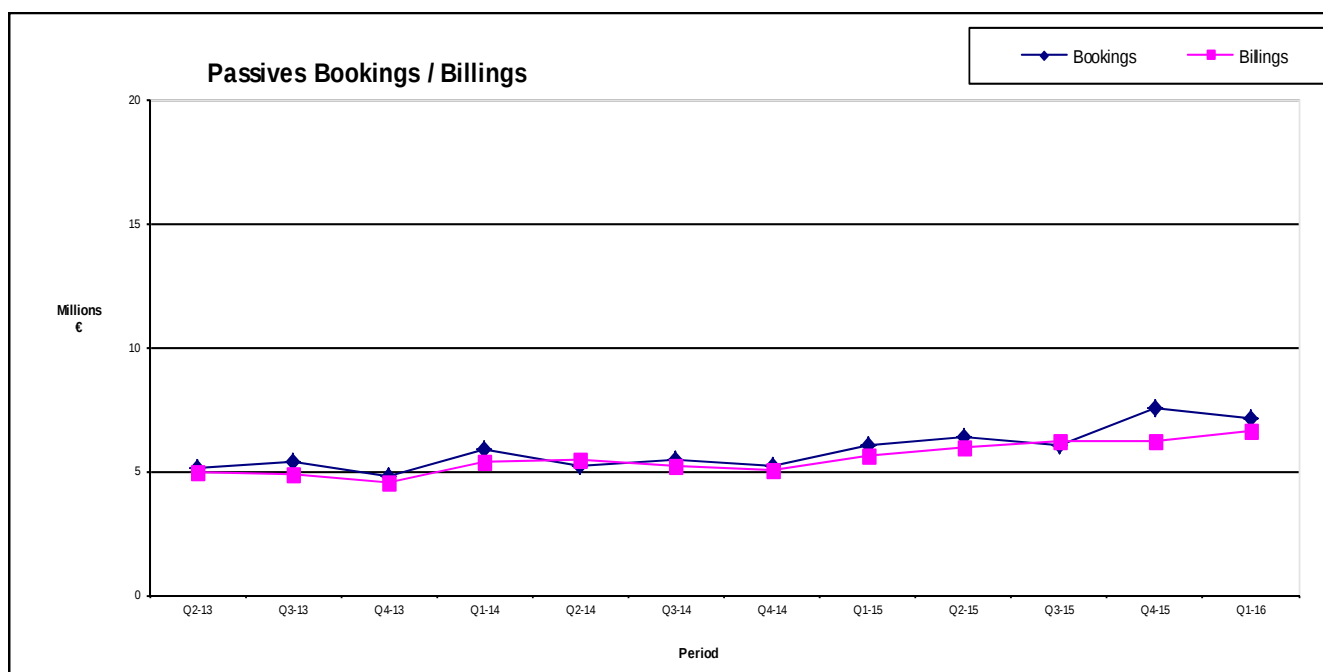


	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Bookings	62	55	54	62	55	59	60	67	70	66	65	72
Billings	57	58	52	59	59	59	57	68	68	71	61	69

AUSTRIA

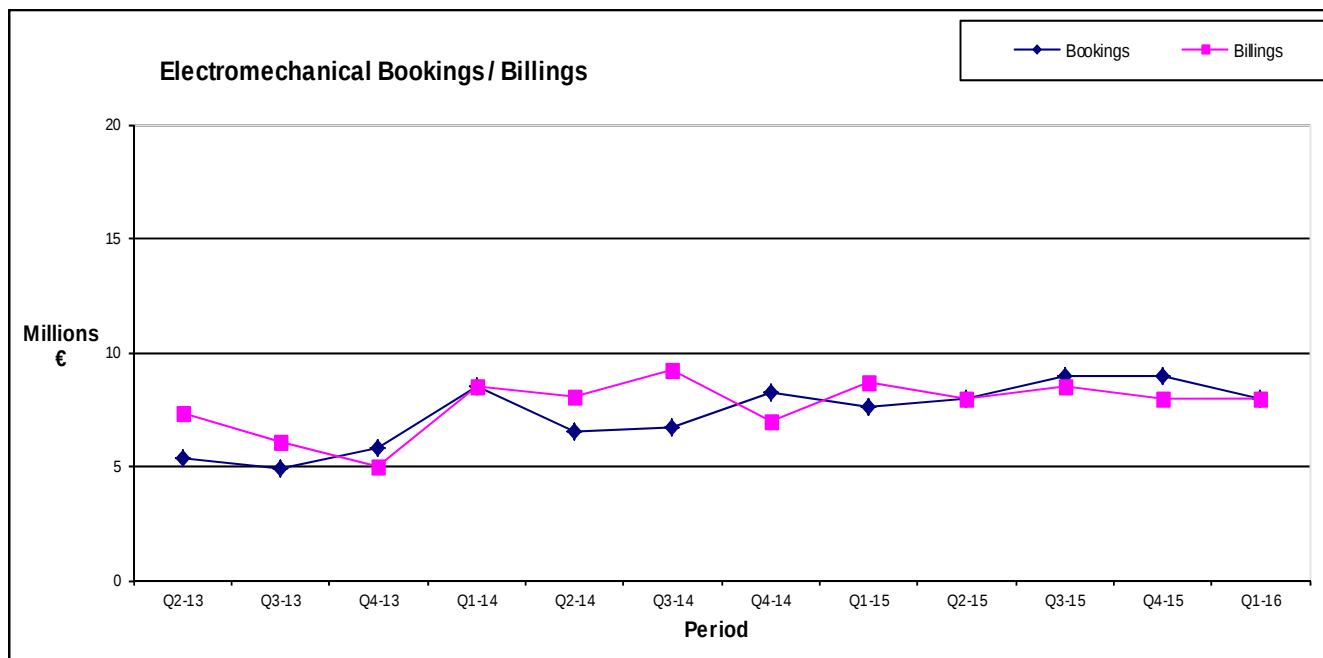


	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Bookings	30	33	32	37	37	38	37	40	39	43	44	45
Billings	31	30	29	36	37	36	35	39	42	42	40	44



	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Bookings	5	5	5	6	5	5	5	6	6	6	8	7
Billings	5	5	5	5	5	5	5	6	6	6	6	7

AUSTRIA

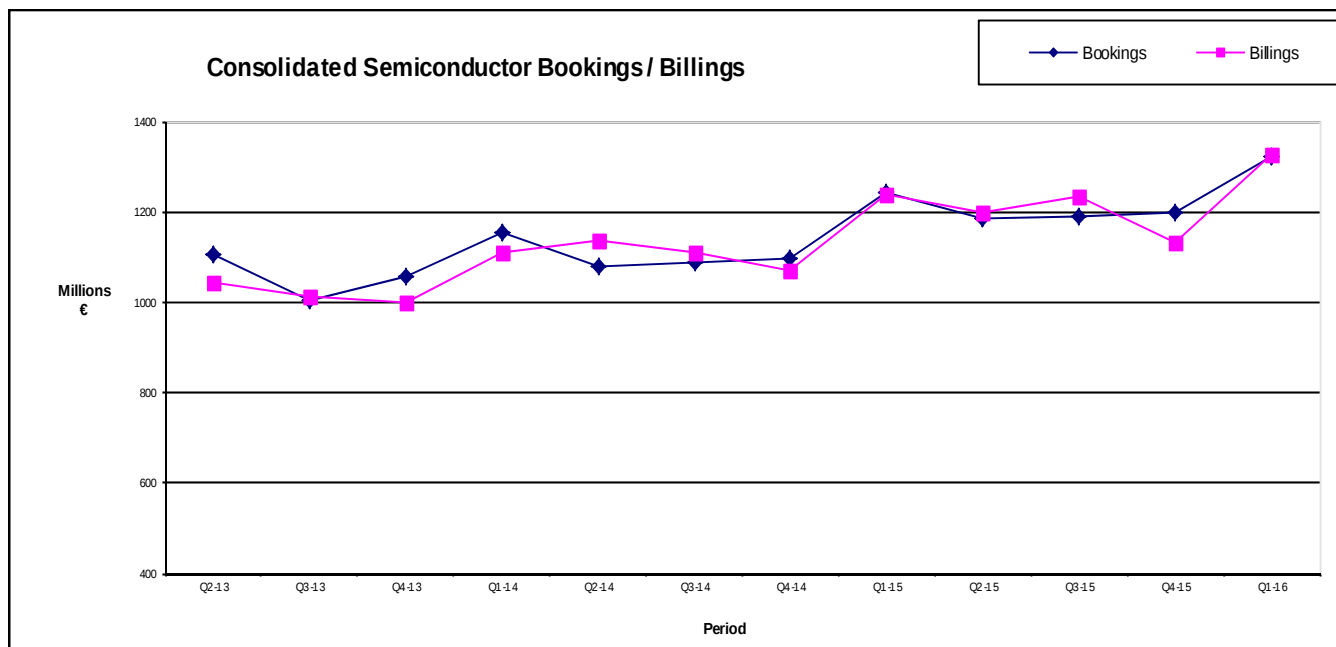


	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Bookings	5	5	6	9	7	7	8	8	8	9	9	8
Billings	7	6	5	9	8	9	7	9	8	8	8	8

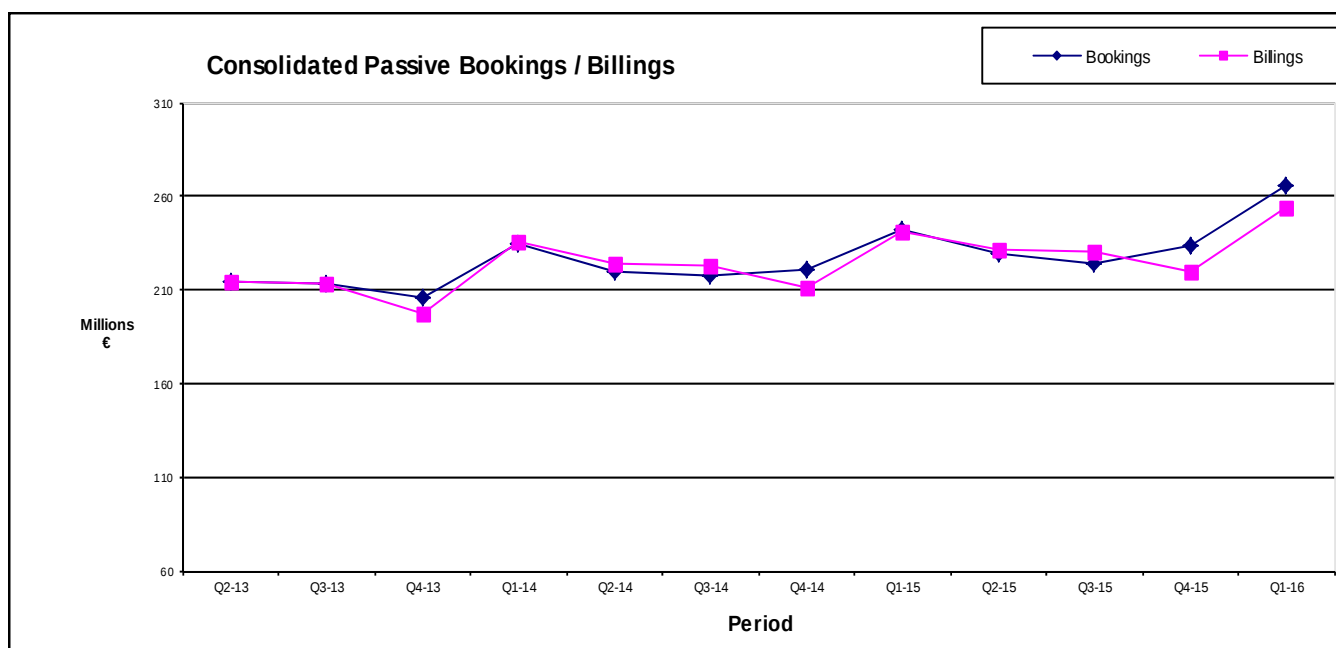


	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Bookings	41	43	42	51	49	50	50	53	53	58	60	60
Billings	43	41	39	50	51	51	47	53	56	57	54	59

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

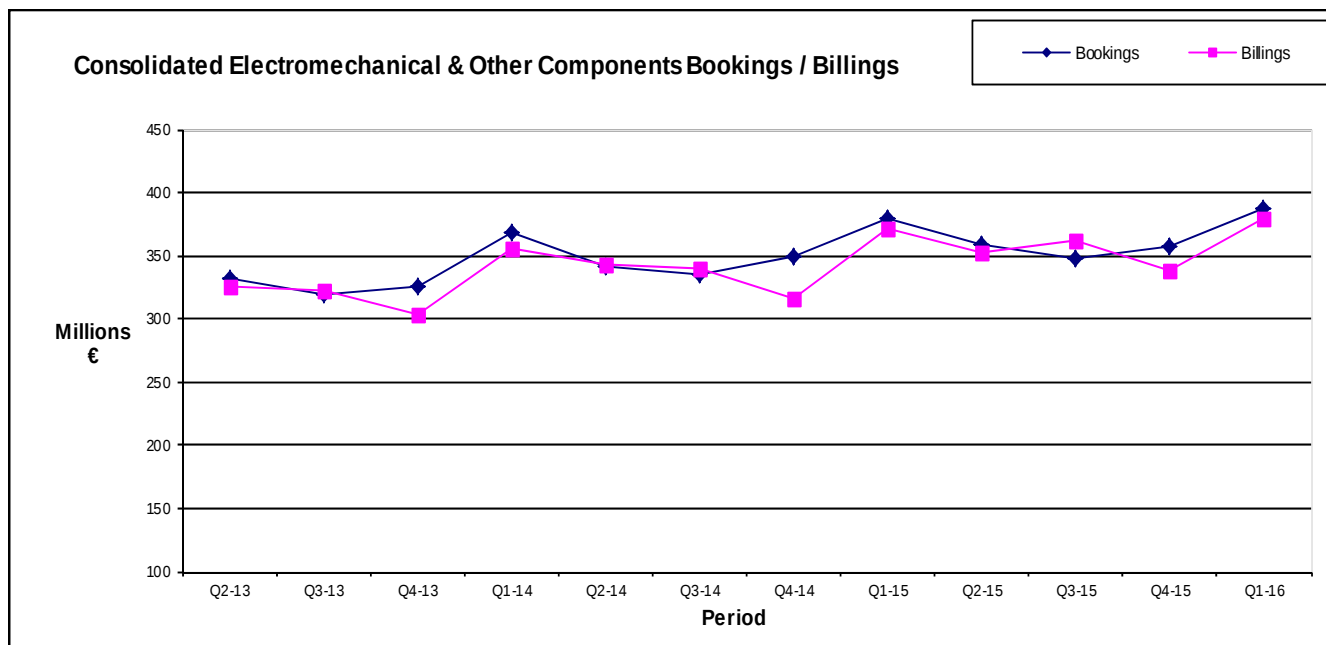


	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Bookings	1104	1006	1055	1157	1081	1086	1096	1242	1184	1188	1198	1324
Billings	1046	1015	999	1110	1138	1112	1072	1237	1199	1235	1131	1327

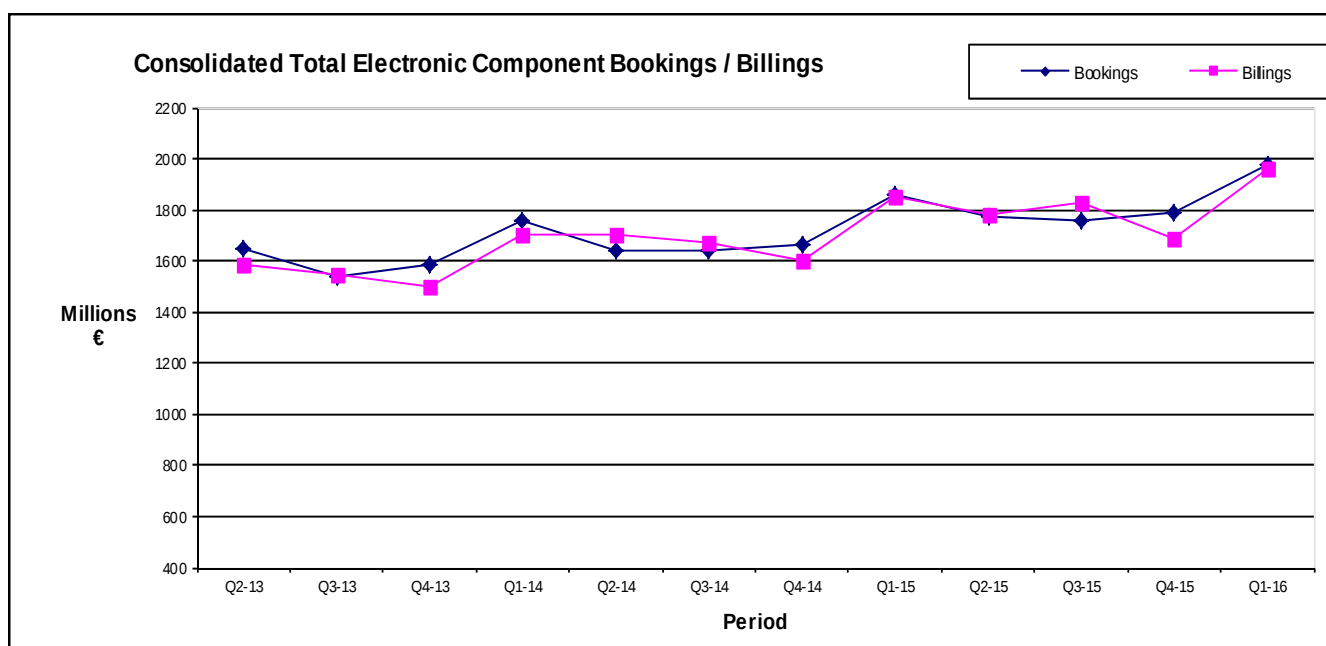


	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Bookings	214	213	206	235	219	218	221	242	229	224	234	266
Billings	215	213	197	236	224	223	211	241	232	230	220	254

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

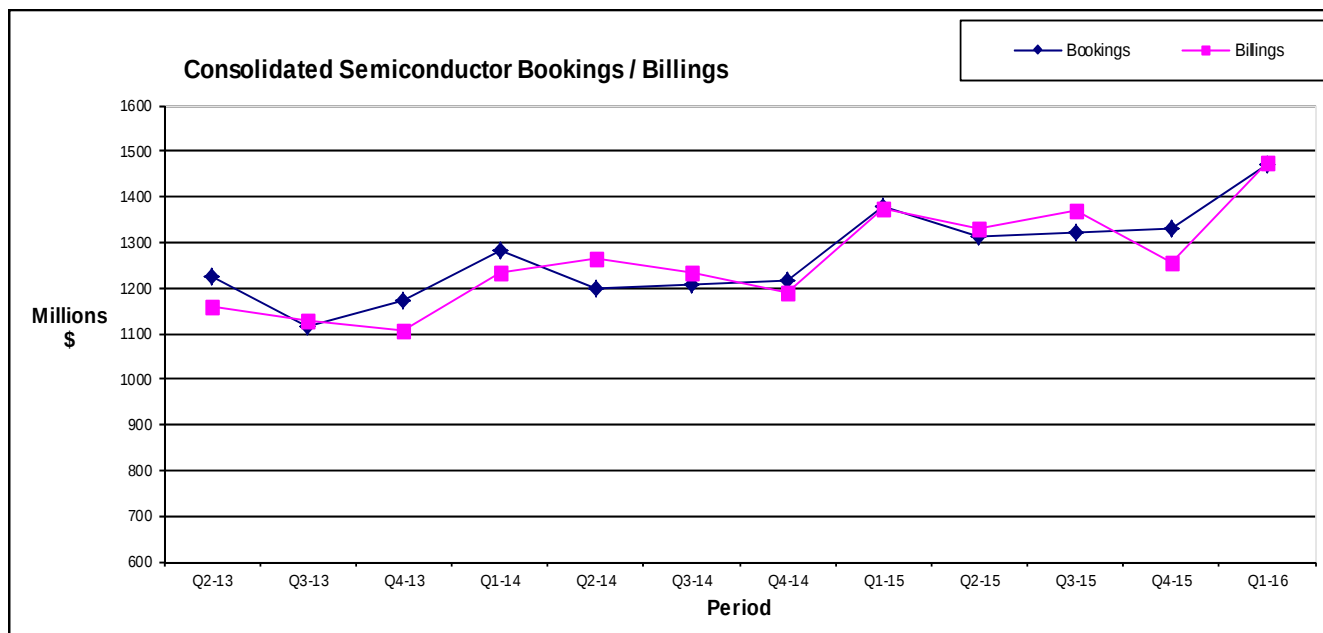


	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Bookings	332	319	326	369	341	336	349	379	359	348	358	388
Billings	325	322	303	355	344	339	316	371	353	363	339	379

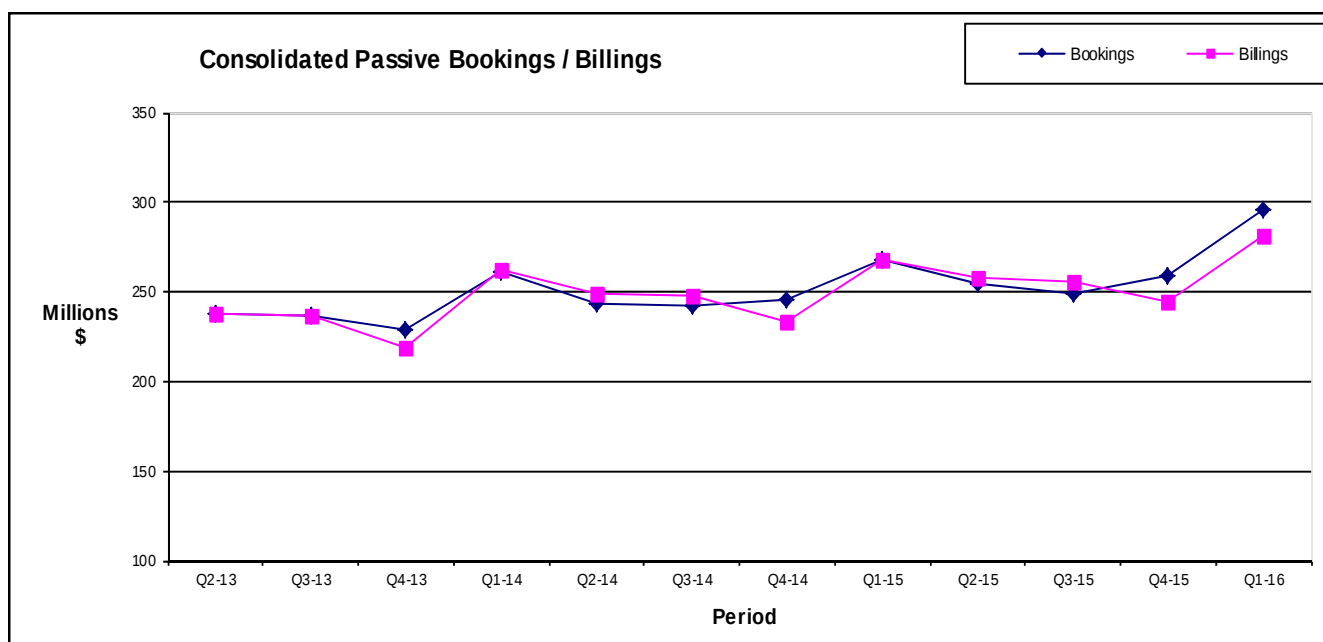


	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Bookings	1651	1538	1587	1761	1641	1640	1666	1863	1773	1760	1789	1977
Billings	1586	1550	1499	1701	1706	1674	1599	1850	1783	1827	1690	1960

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

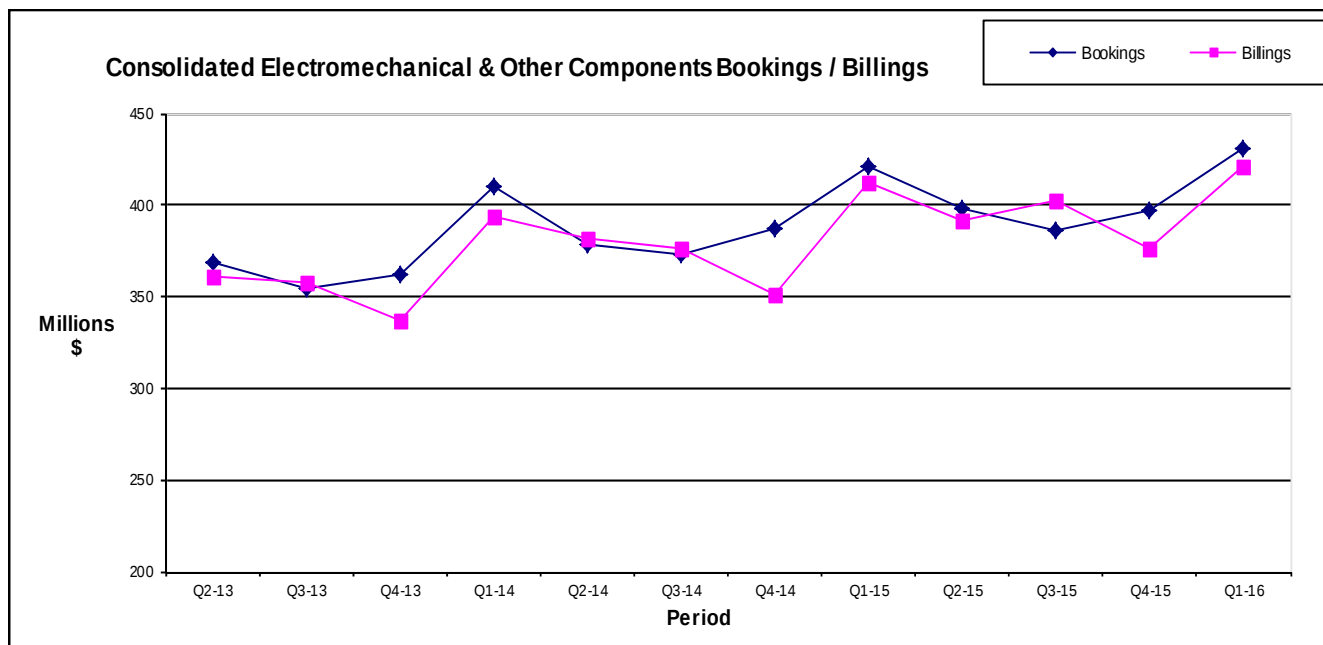


	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Bookings	1226	1117	1172	1284	1200	1206	1217	1379	1315	1319	1330	1470
Billings	1161	1126	1109	1233	1264	1235	1190	1373	1331	1371	1256	1473

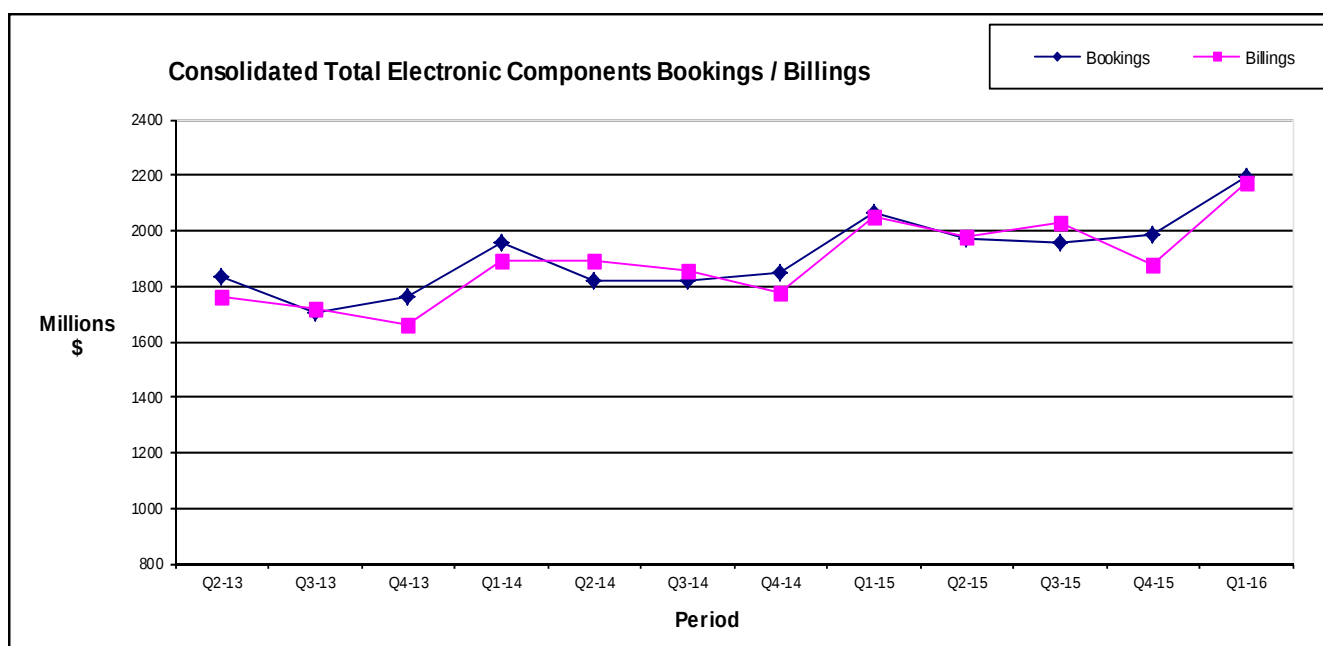


	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Bookings	238	237	229	261	243	242	246	268	255	249	259	295
Billings	238	236	219	262	249	248	234	268	258	255	244	282

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



	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Bookings	369	355	362	410	378	373	387	421	399	386	397	430
Billings	361	358	337	394	382	377	351	412	392	403	376	421



	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16
Bookings	1833	1708	1762	1955	1822	1821	1850	2068	1968	1954	1986	2196
Billings	1761	1721	1664	1889	1894	1859	1775	2054	1980	2029	1877	2176