International
Distribution of
Electronics
Association

QUARTERLY TREND STATISTICS

Q2-2015

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19	• Quarterly Electromechanical & Other Component Bookings/Billings	France, UK & Eire, Italy, Nordic & Germany	US$
19	• Quarterly Total Electronic Component Bookings/Billings	France, UK & Eire, Italy, Nordic & Germany	US$

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

PERIOD: Q2 – 2015 ISSUED: 10th August 2015

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 and Germany. This comprises regular quarterly trend information in the same format.

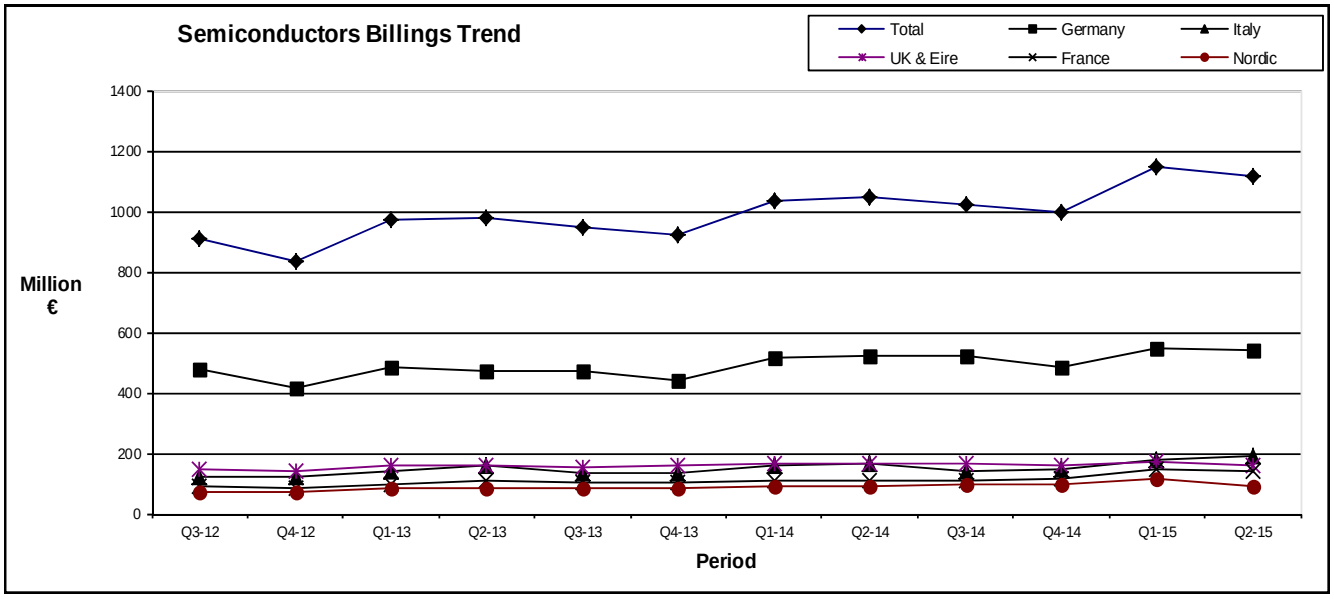
The consolidation has been carried out by ***ecsn*** (afdec) in the UK and any queries should be addressed to:-

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

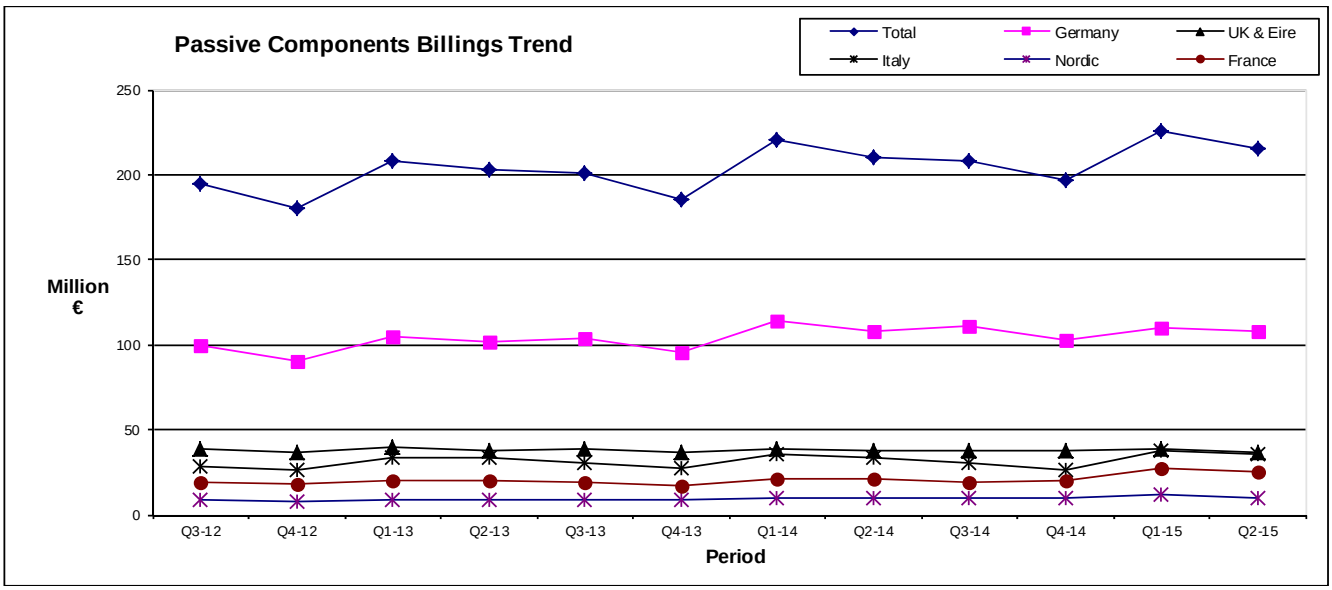
The trend statistics include data compiled by SPDEI (France), ASSODEL (Italy), ***ecsn*** (UK/Eire & NORDIC) and FBDI (Germany). The numbers shown represent the **actual** sales by member companies so reflect an accurate trend. It should be noted that revisions have been made to the UK, Nordic and Italian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

COUNTRY	Association	Approx. DTAM 2014 (Distribution Total Available Market)	Summation of Association Members Returns 2014	Approx. Share of DTAM (Distribution Total Available Market) represented by Association's Members 2014
France	SPDEI	€1019 Mill	€651 Mill	64%
UK & Eire	*ecsn*/afdec	€1268 Mill	€1114 Mill	88%
Italy	ASSODEL	€1163 Mill	€872 Mill	75%
Nordic	*ecsn*/afdec	€1436 Mill	€541Mill	38%
Germany	FBDI	€4082 Mill	€2959 Mill	72%

IMPORTANT NOTE: To ensure that exchange rate variations do not confuse the trend, the exchange rates shown are the average 2014 Local currency/€ conversion rates. The 2014 average rates are: UK Pound/€ 0.7923, Danish Krona/€ 7.4508, Norwegian Krona/€ 8.4340, Swedish Krona/€ 9.2257.
US $ to € conversions are made at the average 2014 rate of 1.2895 (0.7791).



	Q3-12	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15
Total	910	832	973	981	949	925	1037	1050	1024	1000	1149	1117
Germany	479	417	487	469	472	443	513	521	519	483	544	540
Italy	122	123	143	159	136	134	158	163	139	146	176	188
UK & Eire	147	140	159	157	151	157	165	163	163	158	170	157
France	88	83	97	110	104	105	111	111	110	117	145	141
Nordic	75	69	87	86	87	87	90	92	94	96	114	91

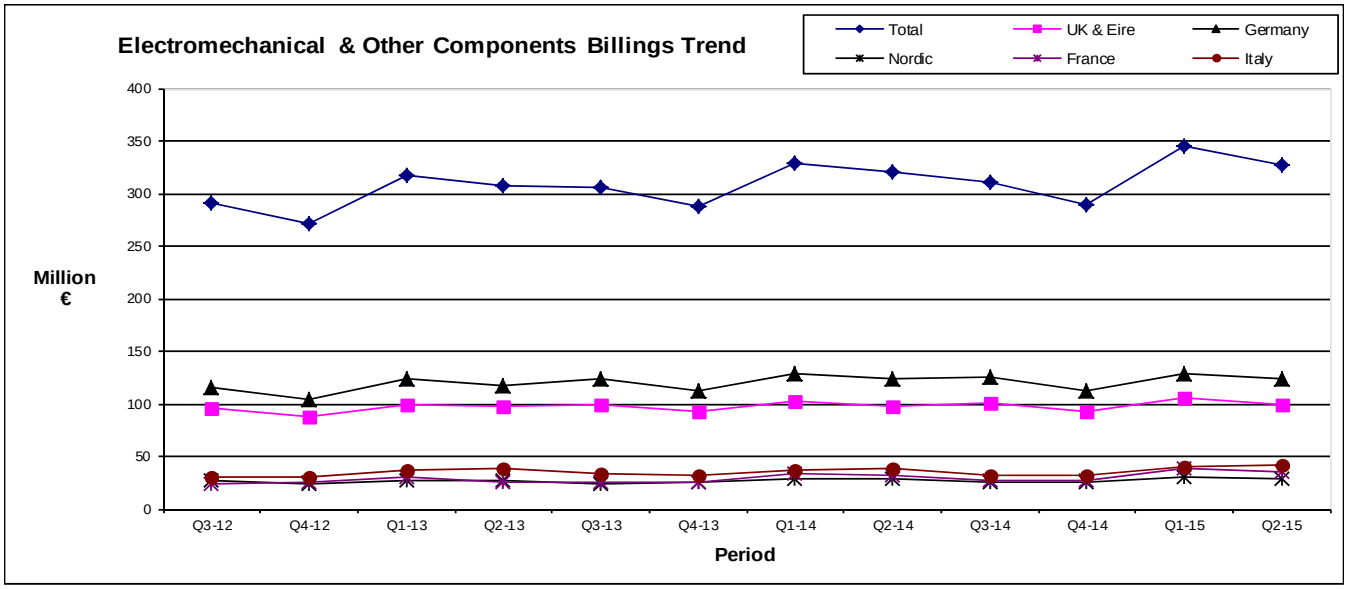


	Q3-12	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15
Total	195	180	208	203	201	186	220	210	208	197	226	215
Germany	100	90	105	102	104	96	114	108	111	103	110	108
UK & Eire	39	37	40	38	39	37	39	38	38	38	39	37
Italy	28	27	34	34	30	27	36	34	30	26	38	36
Nordic	9	8	9	9	9	9	10	10	10	10	12	10
France	19	18	20	20	19	17	21	21	20	20	27	25

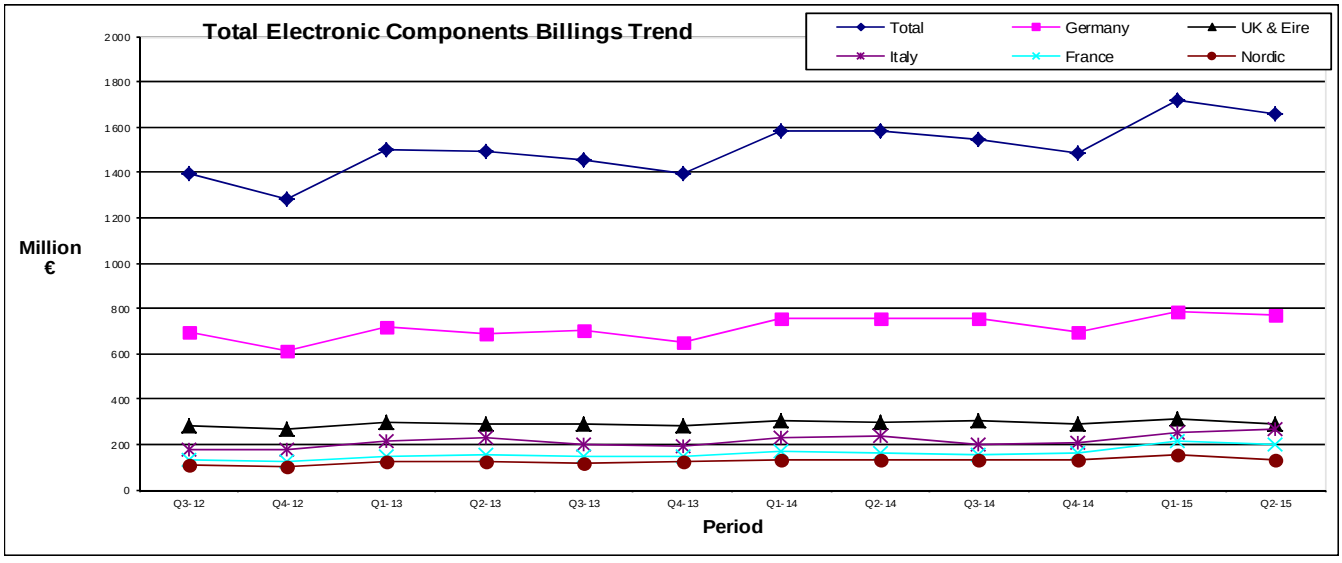
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	Q3-12	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15
Total	291	272	318	307	305	287	329	321	311	290	345	328
UK & Eire	96	87	100	97	98	92	102	97	101	93	106	98
Germany	115	104	124	117	124	112	128	124	125	112	128	124
Nordic	27	24	27	27	24	25	28	28	26	26	31	29
France	24	26	31	26	26	26	33	32	28	27	39	35
Italy	30	31	37	39	33	32	37	39	32	32	41	41



	Q3-12	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15
Total	1397	1283	1499	1490	1456	1398	1586	1581	1544	1486	1720	1659
Germany	694	611	716	688	700	651	755	753	754	697	782	772
UK & Eire	281	264	299	292	289	285	307	298	302	288	315	292
Italy	180	180	213	232	199	193	231	236	201	204	255	265
France	131	127	148	156	149	148	165	164	157	165	211	201
Nordic	111	101	123	122	120	121	128	130	130	132	157	130

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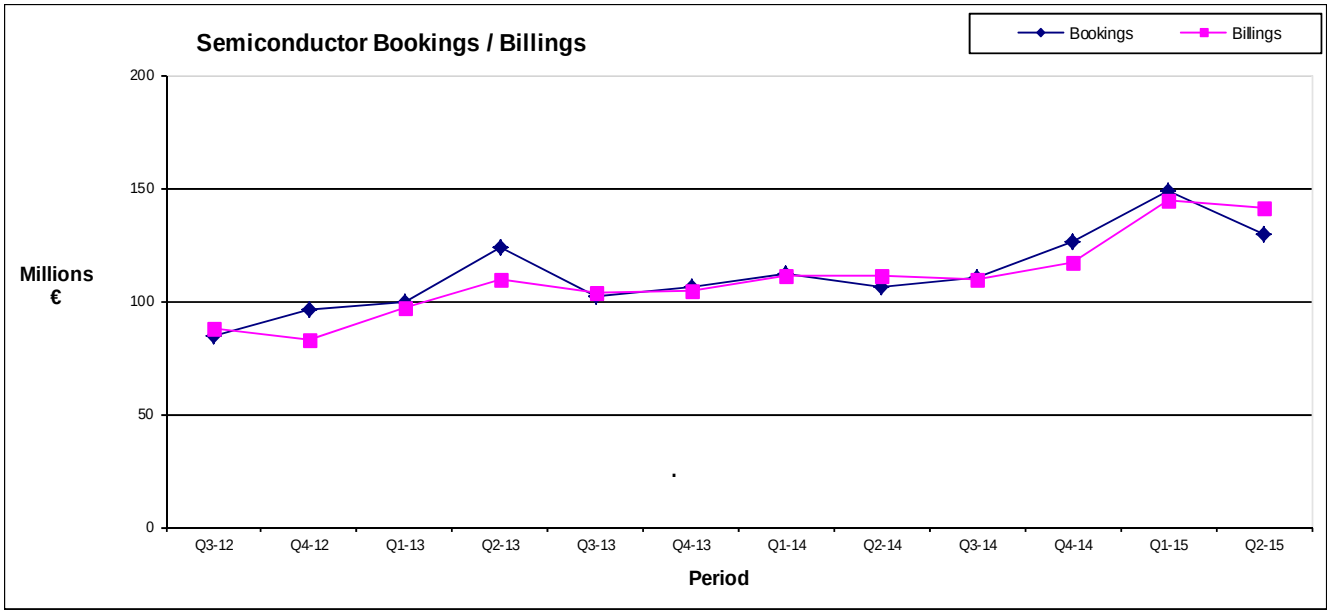
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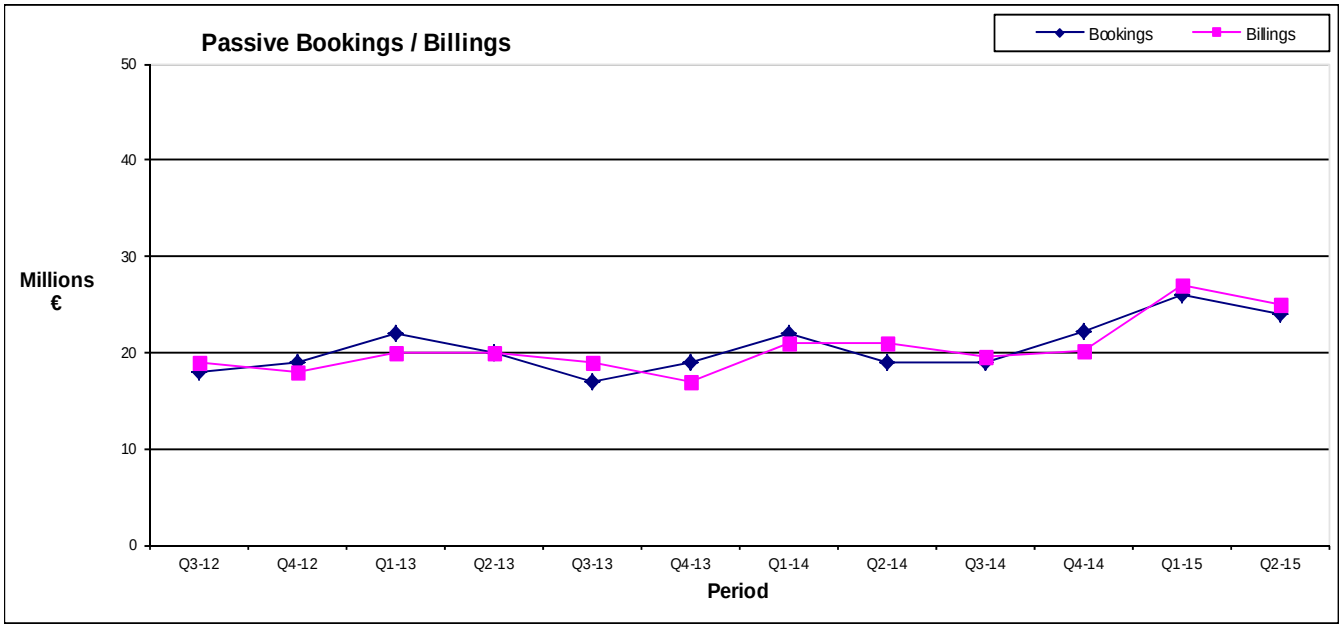
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	Q3-12	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15
Bookings	85	96	100	124	102	106	112	106	110	126	149	130
Billings	88	83	97	110	104	105	111	111	110	117	145	141



	Q3-12	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15
Bookings	18	19	22	20	17	19	22	19	19	22	26	24
Billings	19	18	20	20	19	17	21	21	20	20	27	25

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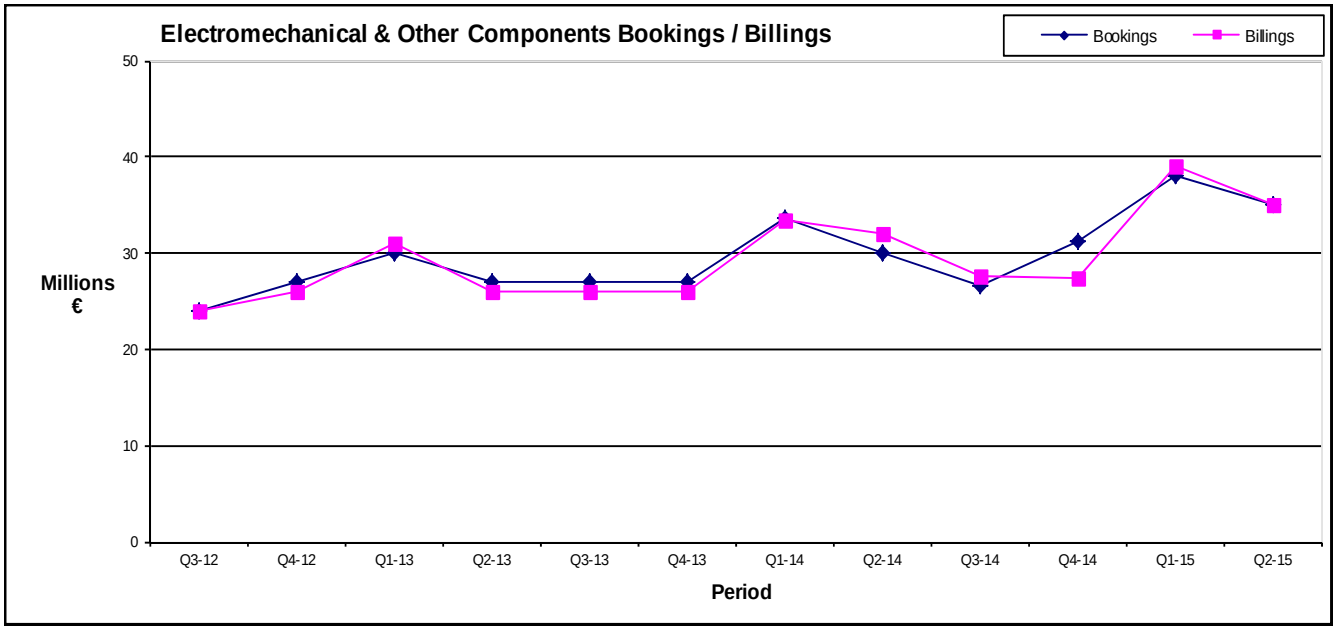
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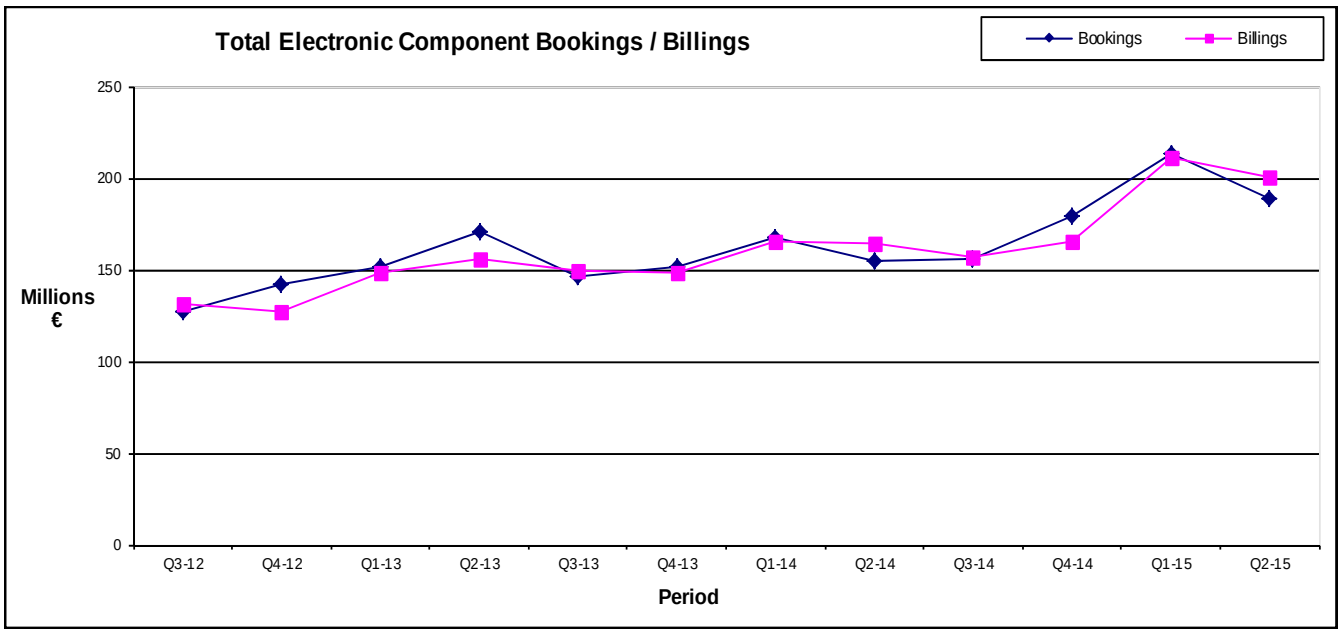
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	Q3-12	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15
Bookings	24	27	30	27	27	27	34	30	27	31	38	35
Billings	24	26	31	26	26	26	33	32	28	27	39	35



	Q3-12	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15
Bookings	127	142	152	171	146	152	168	155	156	180	213	189
Billings	131	127	148	156	149	148	165	164	157	165	211	201

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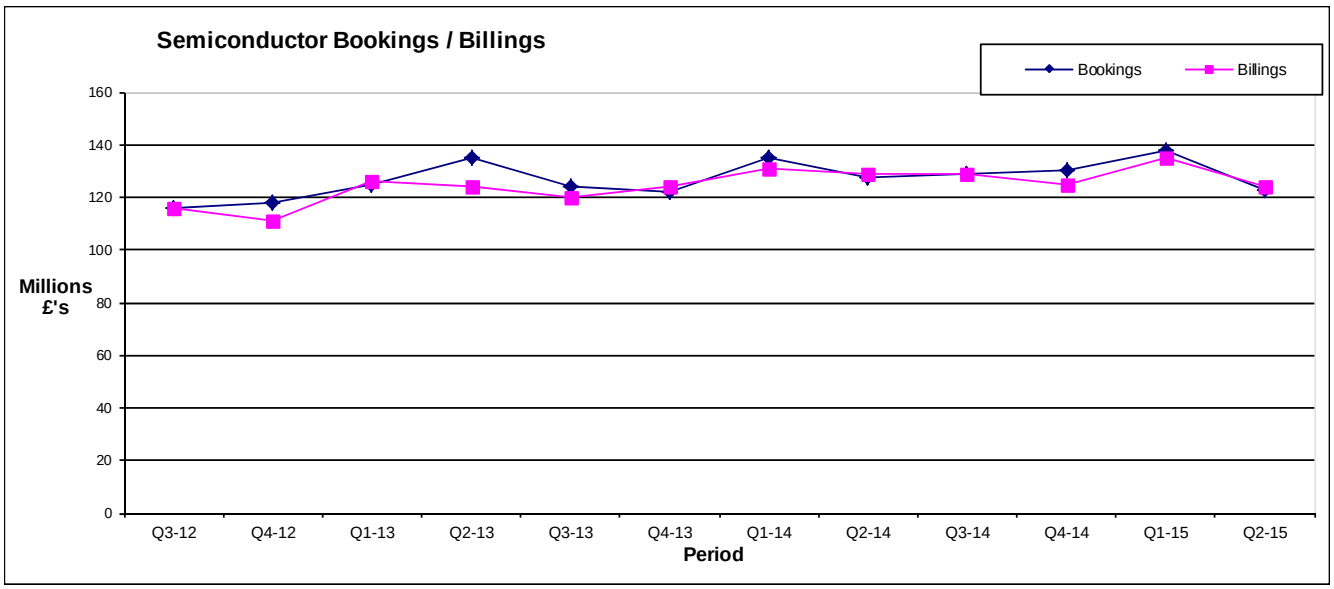
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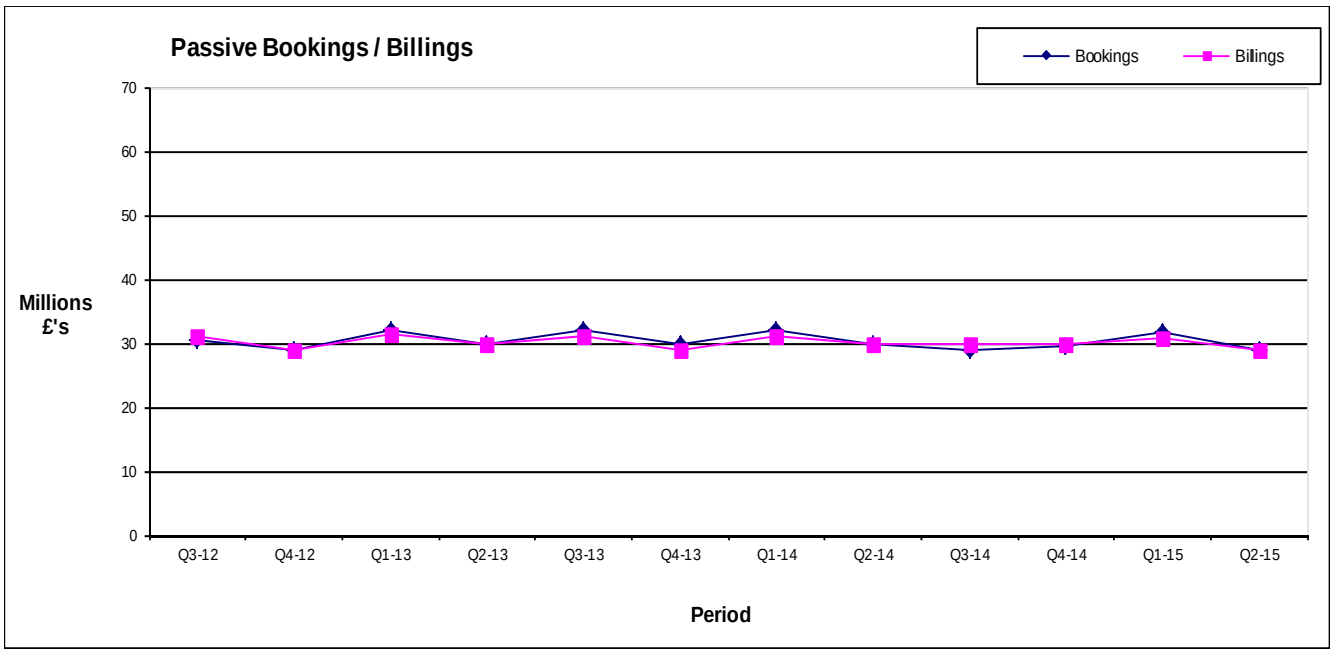
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	Q3-12	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15
Bookings	116	118	125	135	124	122	135	127	129	130	138	123
Billings	116	111	126	124	120	124	131	129	129	125	135	124



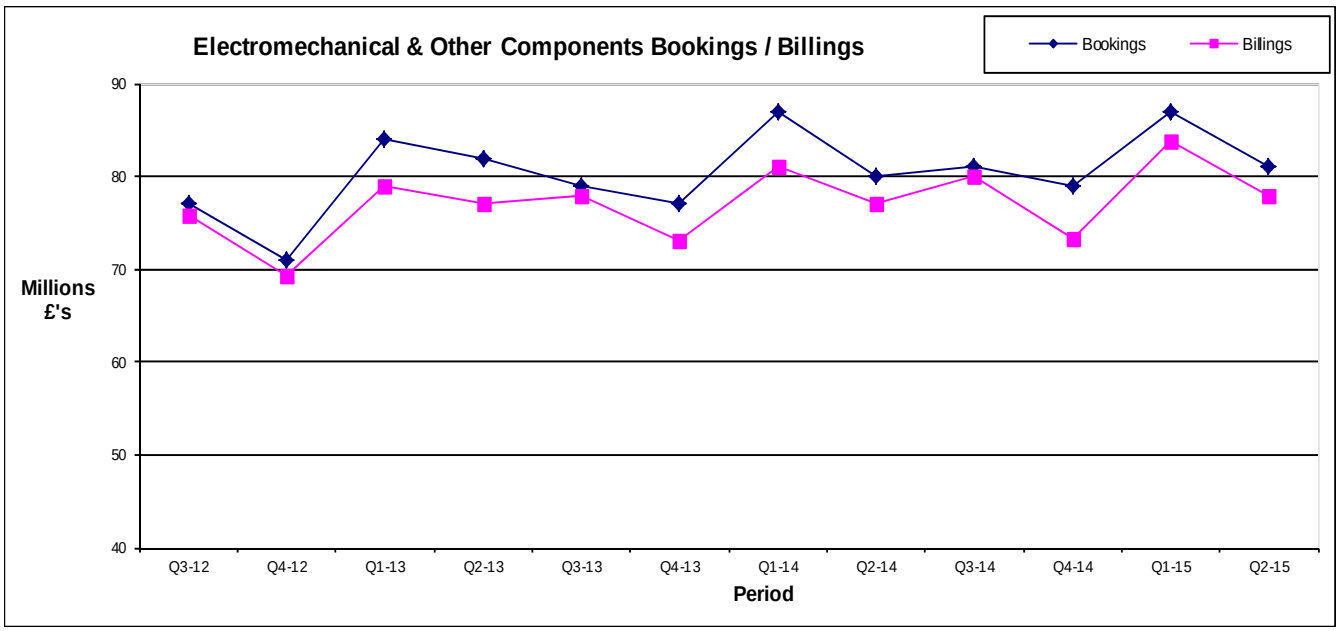
	Q3-12	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15
Bookings	30	29	32	30	32	30	32	30	29	29	32	29
Billings	31	29	32	30	31	29	31	30	30	30	31	29

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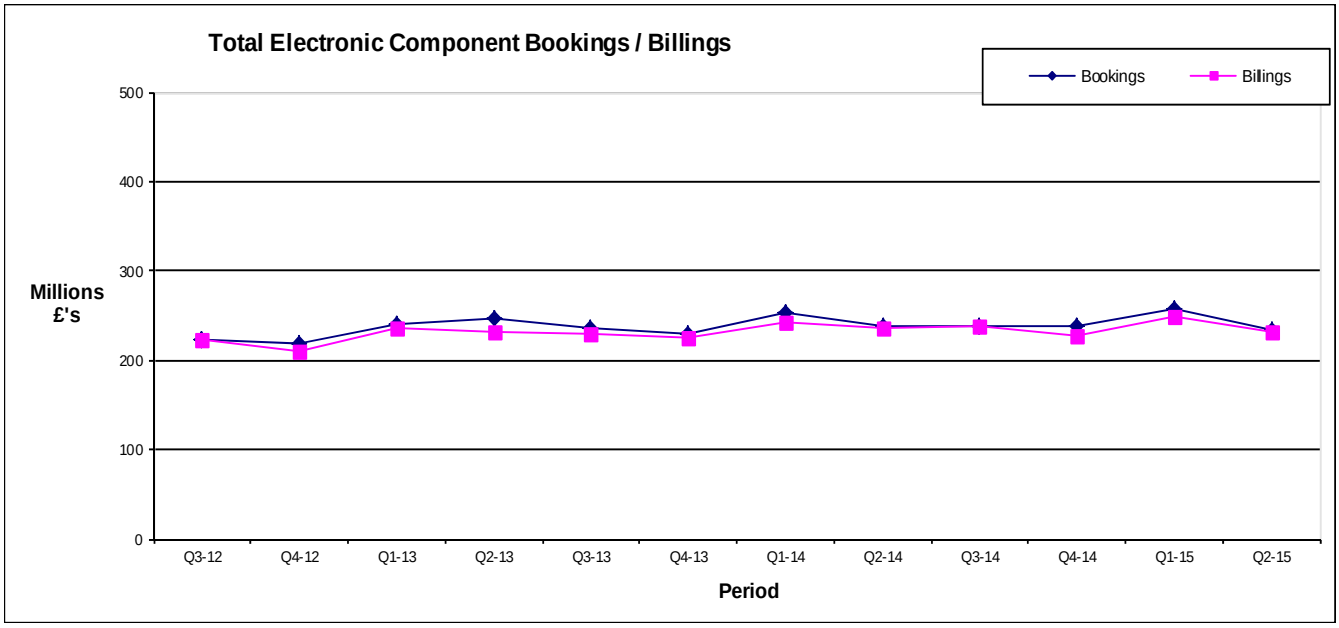
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UK & Eire



	Q3-12	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15
Bookings	77	71	84	82	79	77	87	80	81	79	87	81
Billings	76	69	79	77	78	73	81	77	80	73	84	78



	Q3-12	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15
Bookings	224	218	241	247	235	229	254	237	239	239	257	233
Billings	223	209	237	231	229	226	243	236	239	228	250	231

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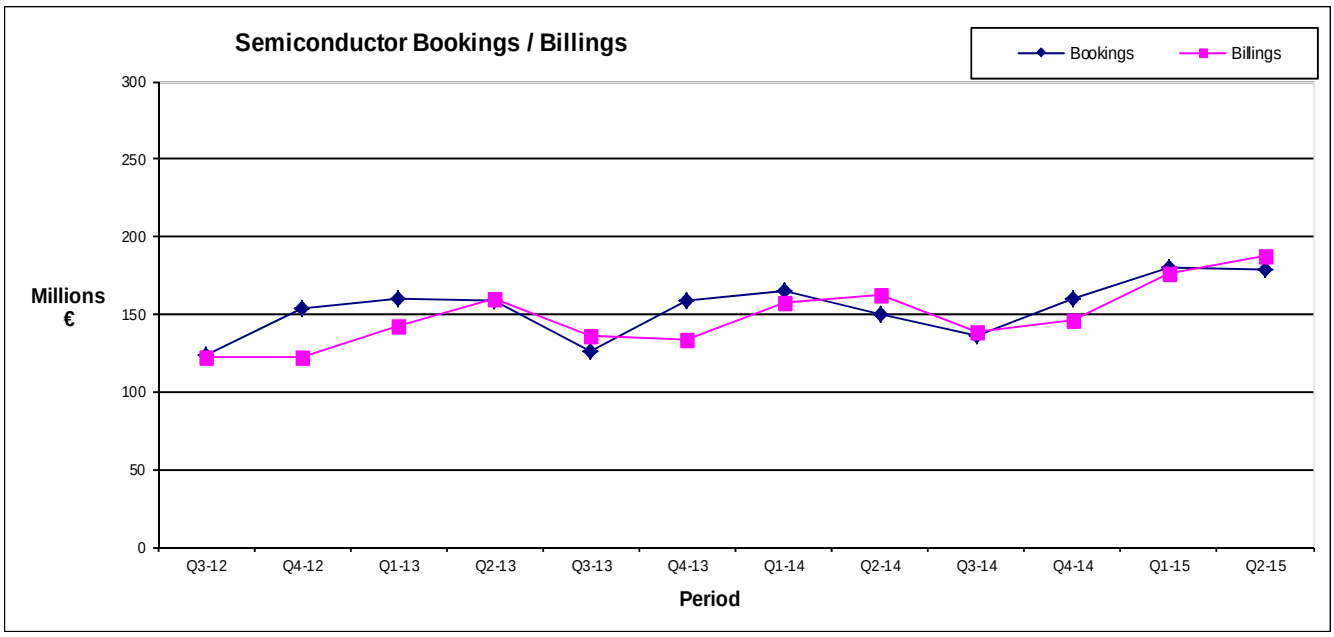
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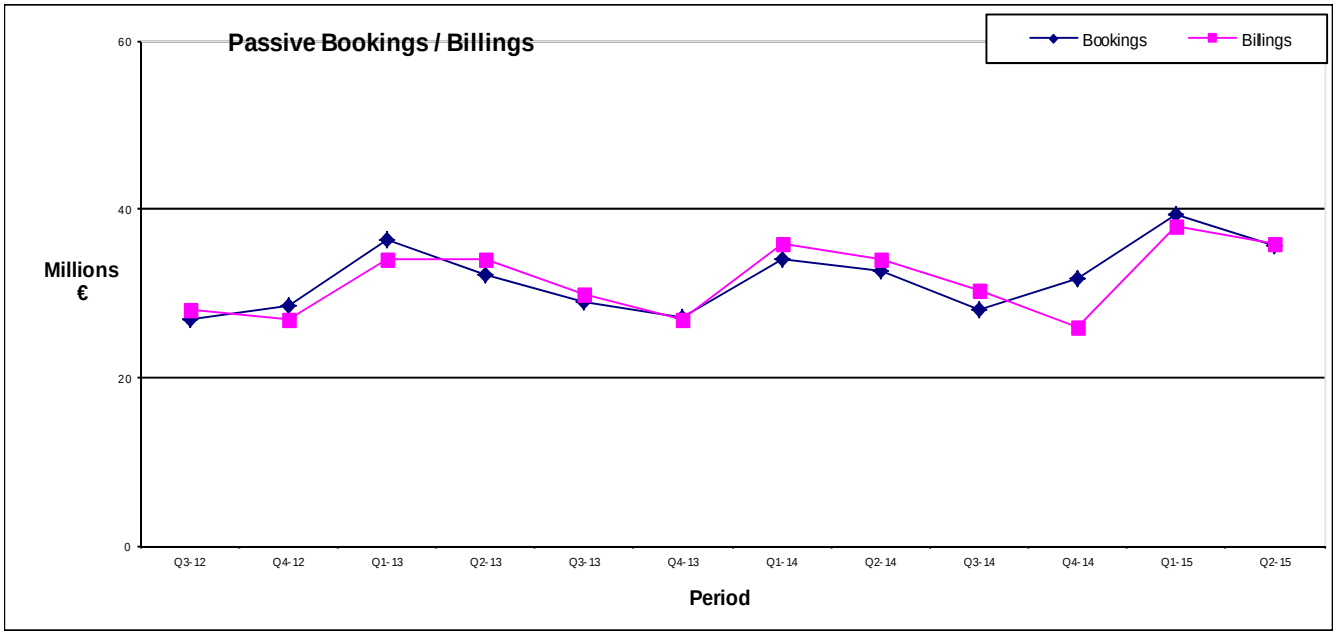
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	Q3-12	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15
Bookings	124	154	160	159	126	159	165	150	136	159	180	179
Billings	122	123	143	159	136	134	158	163	139	146	176	188



	Q3-12	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15
Bookings	27	29	36	32	29	27	34	33	28	32	39	36
Billings	28	27	34	34	30	27	36	34	30	26	38	36

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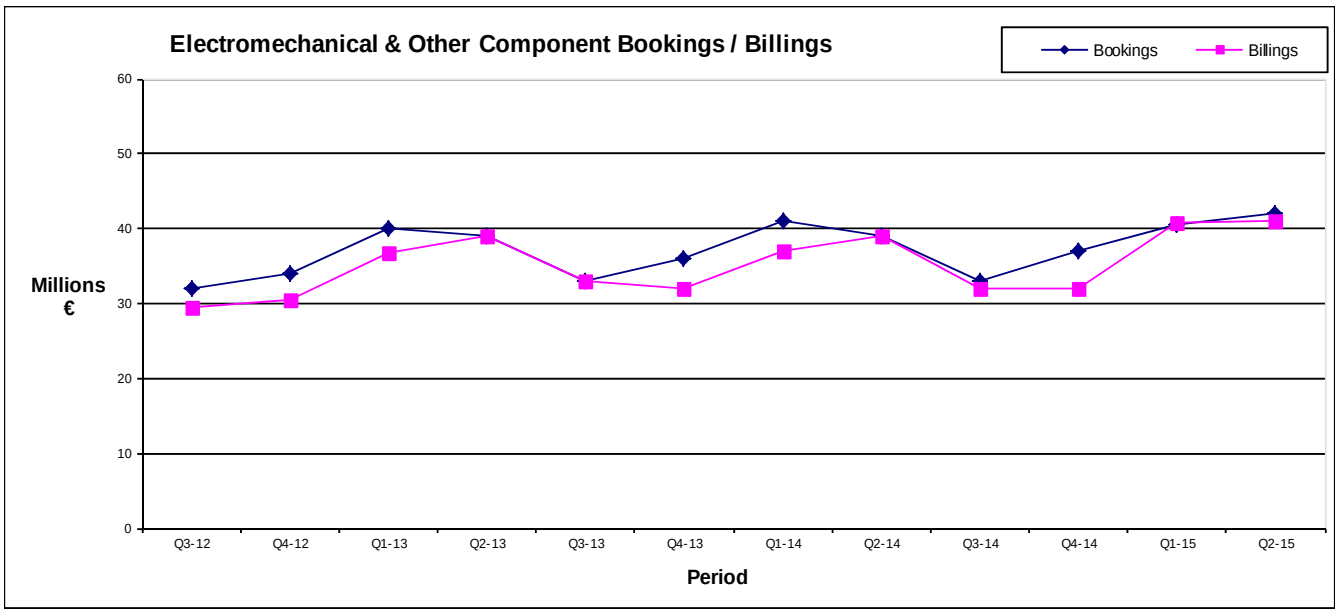
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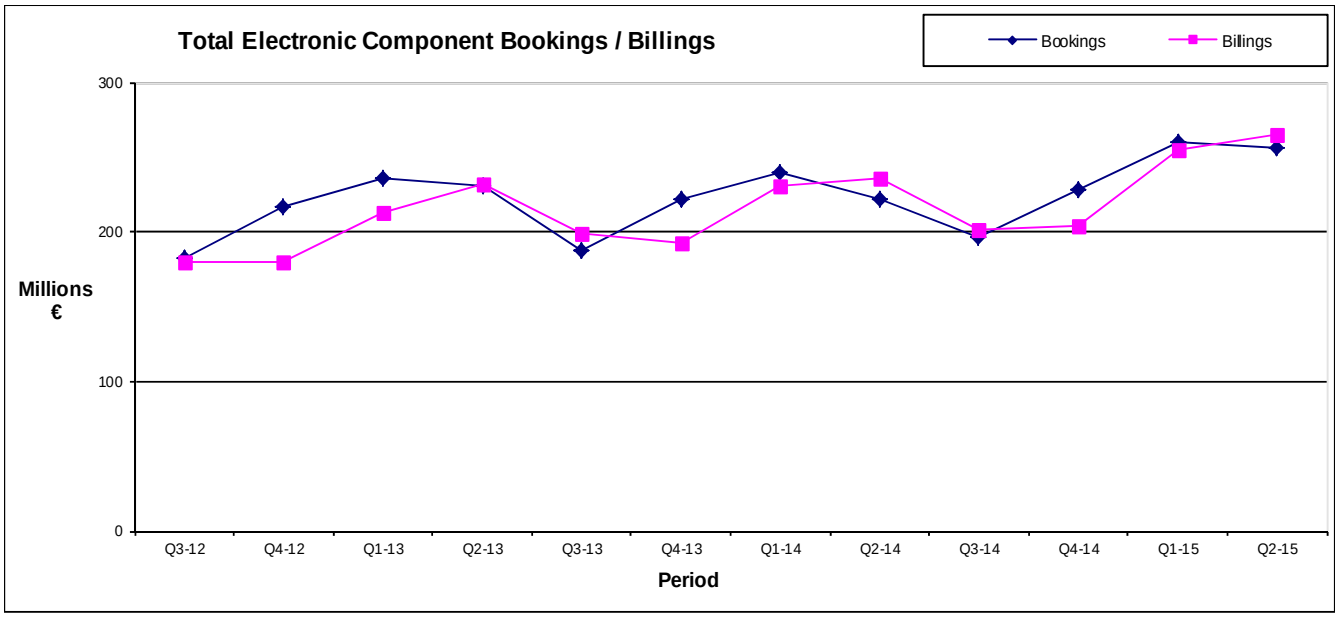
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ITALY



	Q3-12	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15
Bookings	32	34	40	39	33	36	41	39	33	37	41	42
Billings	30	31	37	39	33	32	37	39	32	32	41	41



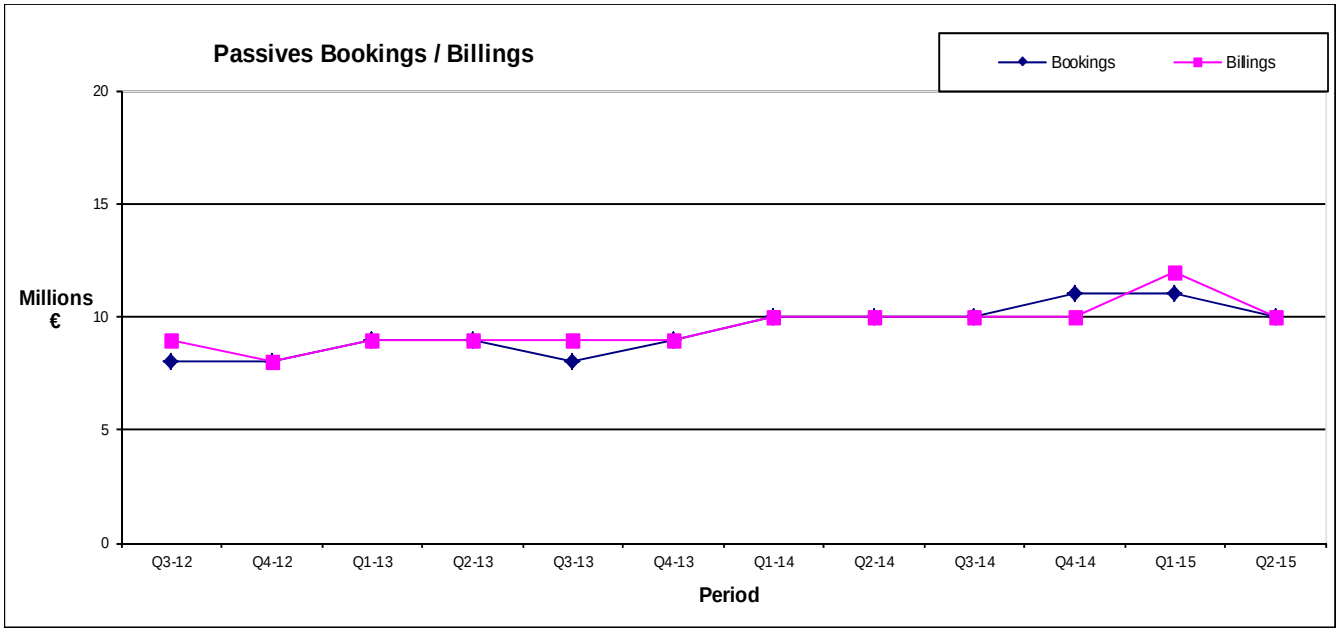
	Q3-12	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15
Bookings	183	216	236	230	188	222	240	222	197	228	260	256
Billings	180	180	213	232	199	193	231	236	201	204	255	265

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	Q3-12	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15
Bookings	67	75	89	95	79	84	87	95	89	99	114	90
Billings	75	69	87	86	87	87	90	92	94	96	114	91



	Q3-12	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15
Bookings	8	8	9	9	8	9	10	10	10	11	11	10
Billings	9	8	9	9	9	9	10	10	10	10	12	10

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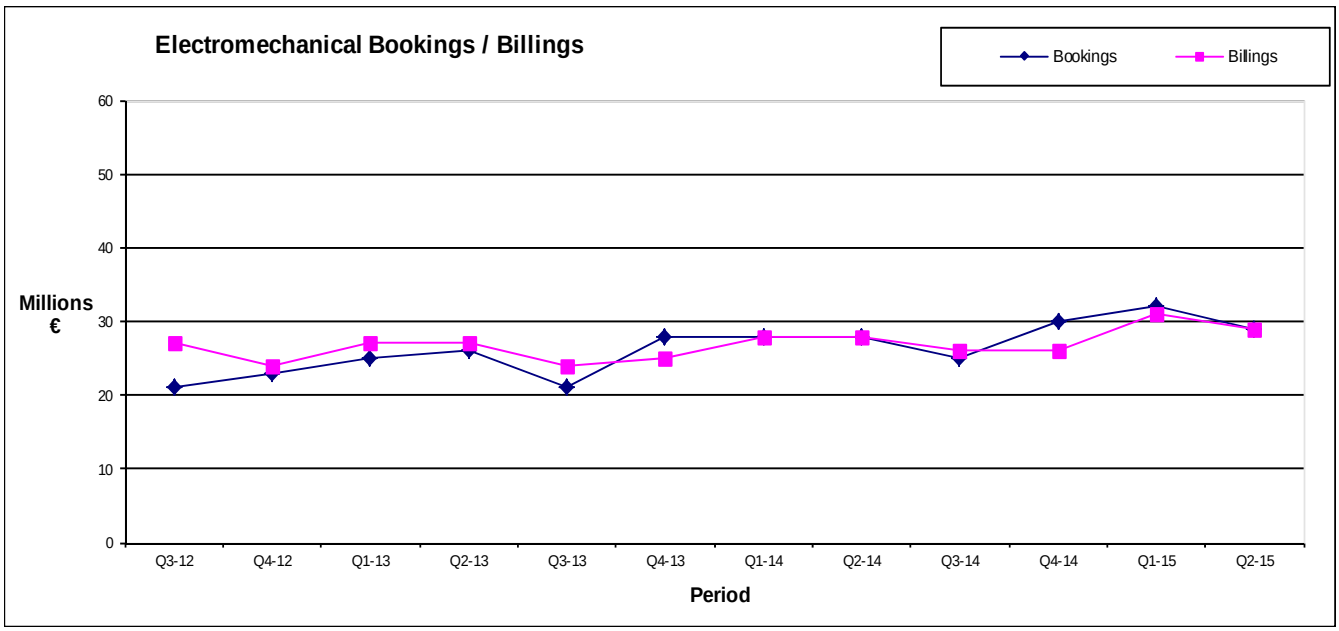
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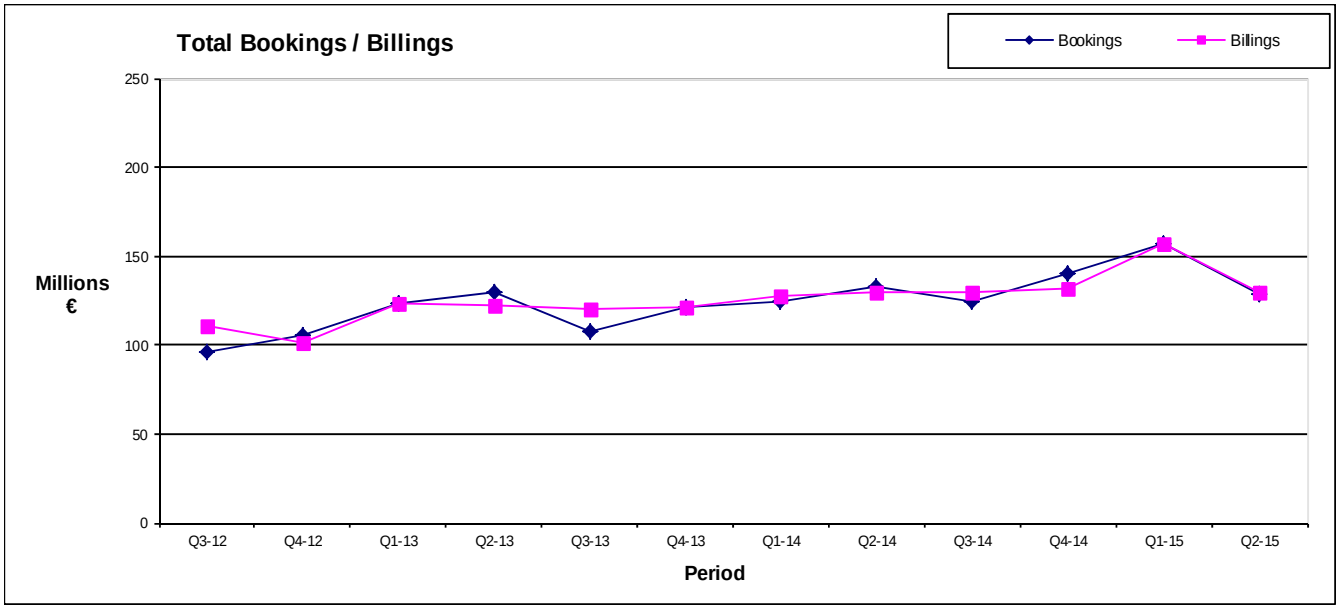
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	Q3-12	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15
Bookings	21	23	25	26	21	28	28	28	25	30	32	29
Billings	27	24	27	27	24	25	28	28	26	26	31	29



	Q3-12	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15
Bookings	96	106	123	130	108	121	125	133	124	140	157	129
Billings	111	101	123	122	120	121	128	130	130	132	157	130

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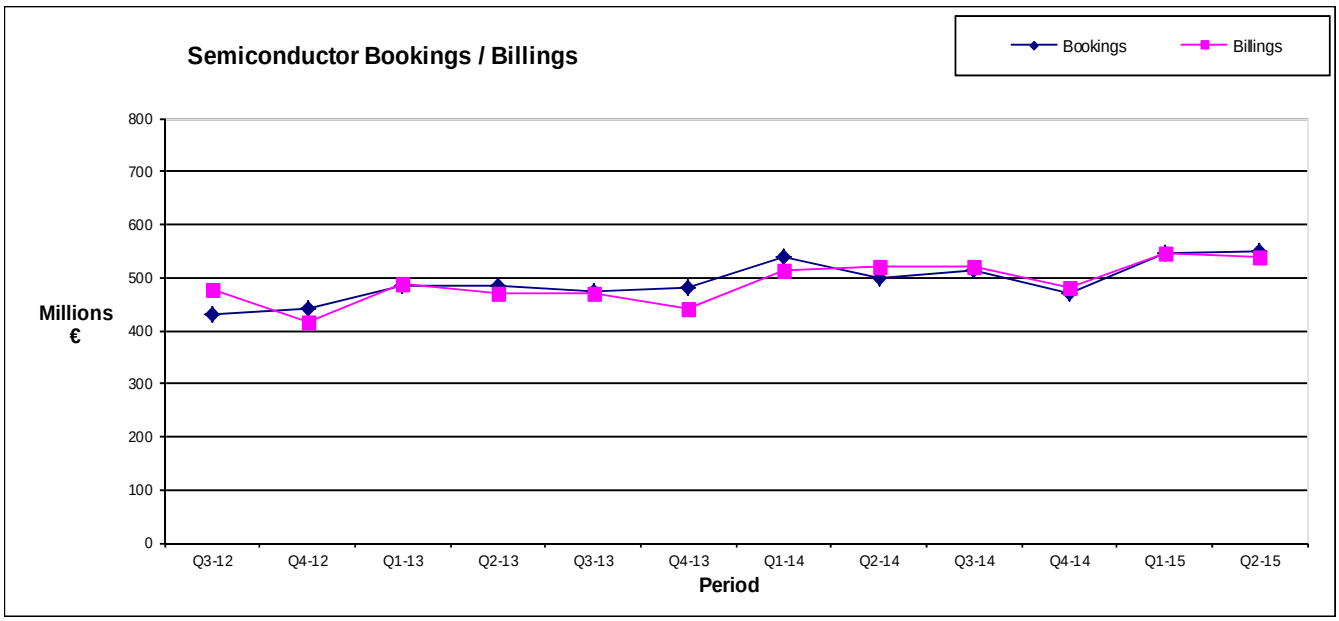
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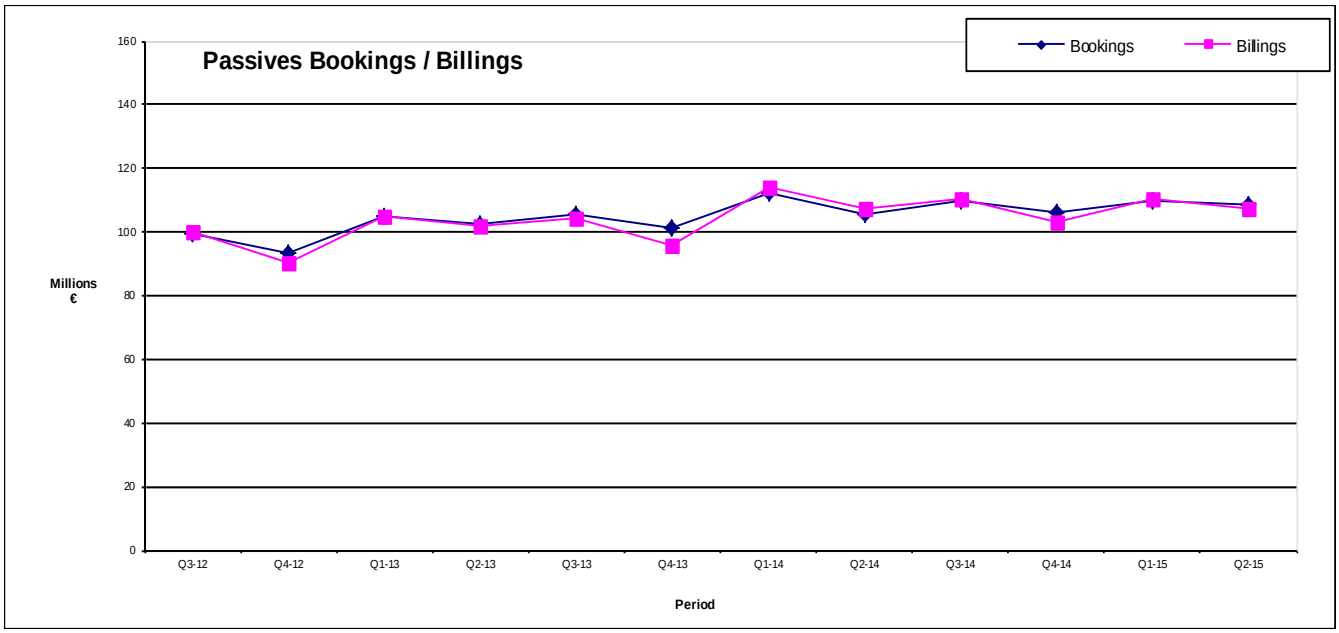
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GERMANY



	Q3-12	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15
Bookings	431	442	484	483	473	482	538	500	513	470	547	548
Billings	479	417	487	469	472	443	513	521	519	483	544	540



	Q3-12	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15
Bookings	100	93	105	102	106	101	112	106	110	106	110	109
Billings	100	90	105	102	104	96	114	108	111	103	110	108

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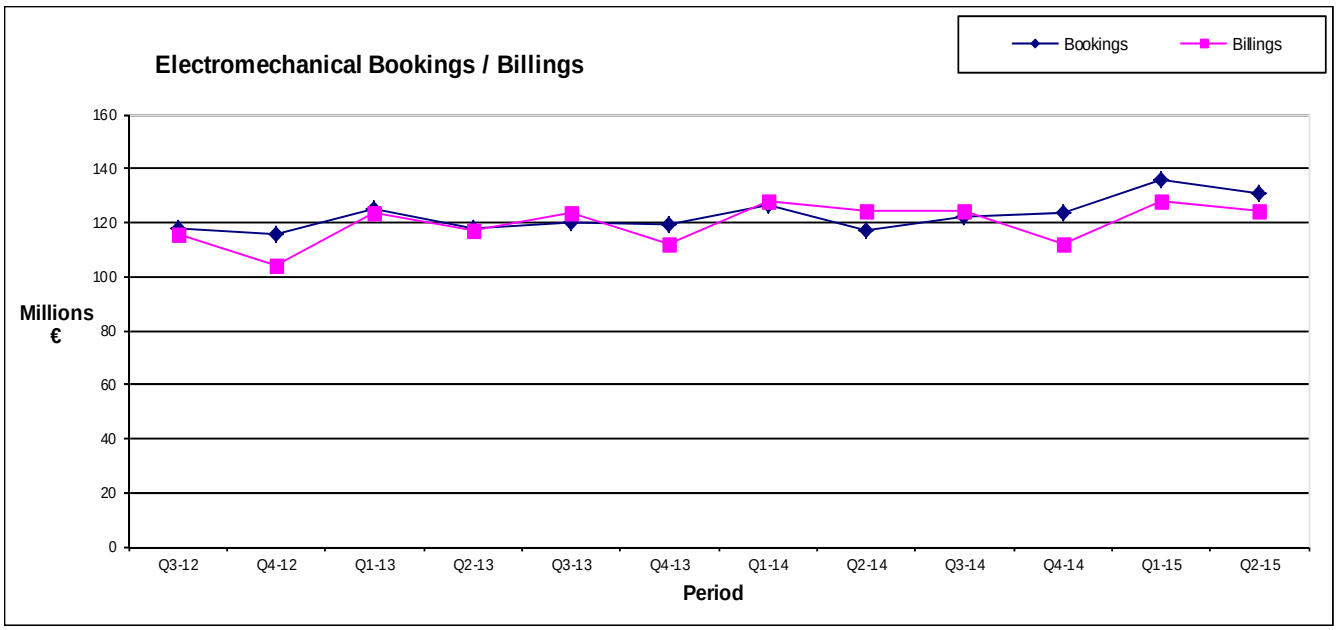
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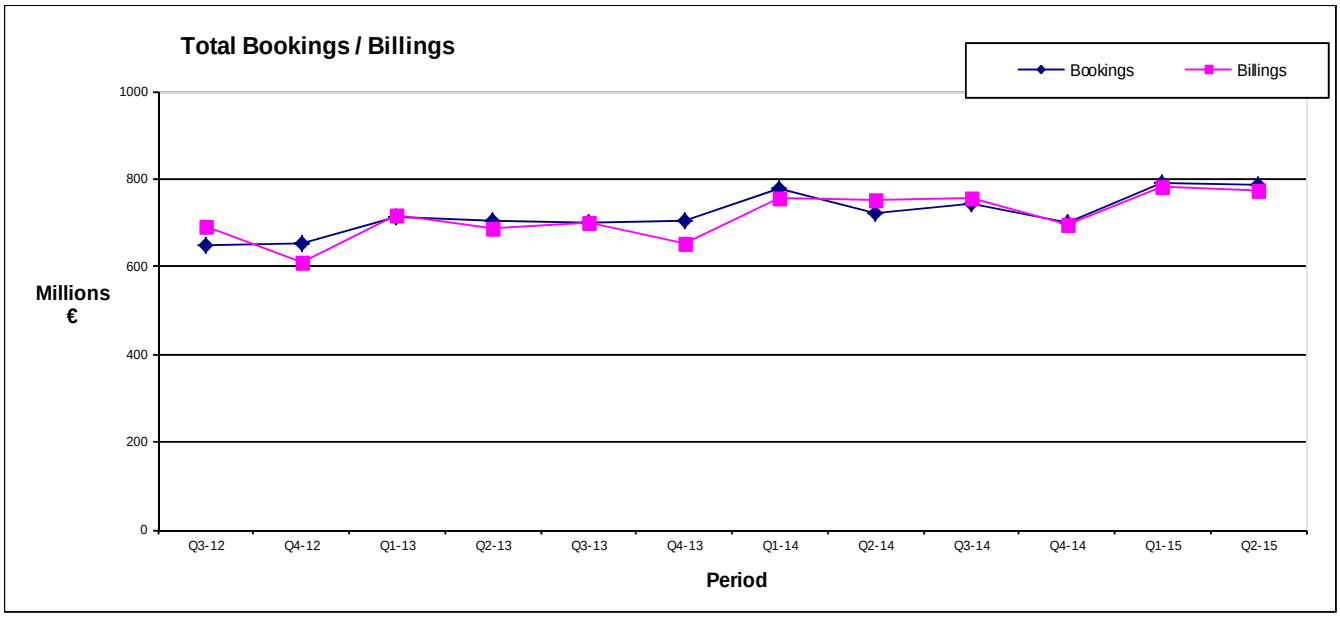
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ecsn Electronic Components Supply Network

GERMANY



	Q3-12	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15
Bookings	118	116	125	118	120	119	127	117	122	124	136	131
Billings	115	104	124	117	124	112	128	124	125	112	128	124



	Q3-12	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15
Bookings	649	651	714	704	699	703	777	722	745	700	792	788
Billings	694	611	716	688	700	651	755	753	754	697	782	772

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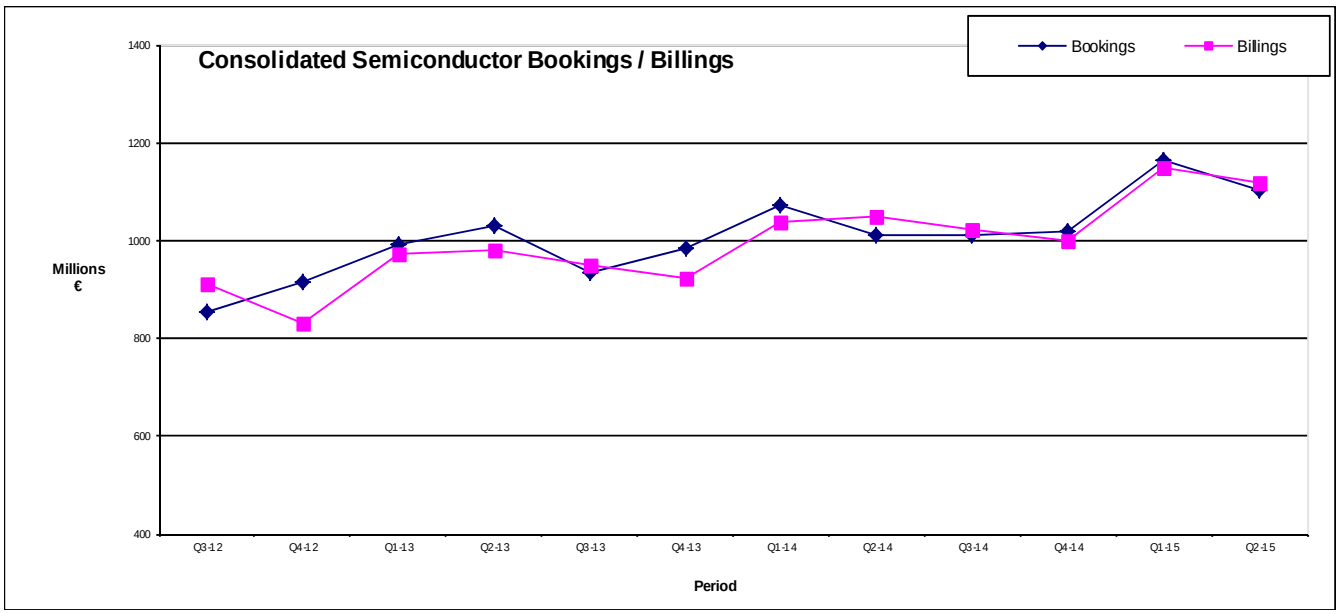
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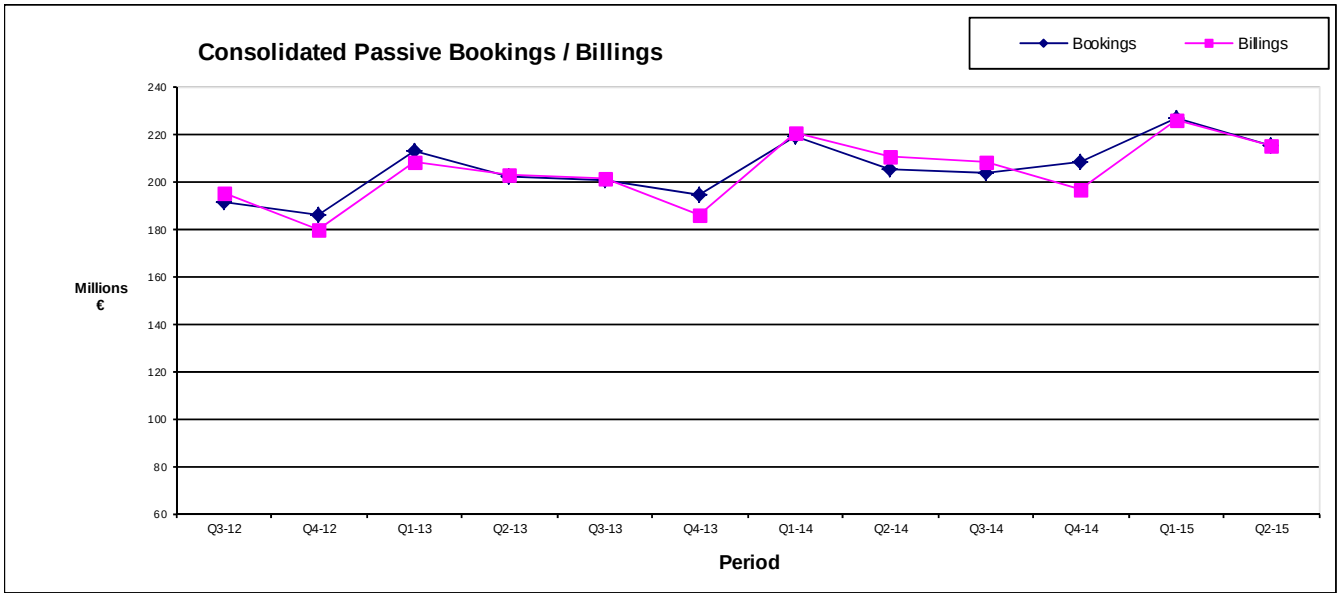
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	Q3-12	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15
Bookings	854	916	990	1032	936	985	1072	1011	1010	1019	1163	1102
Billings	910	832	973	981	949	925	1037	1050	1024	1000	1149	1117



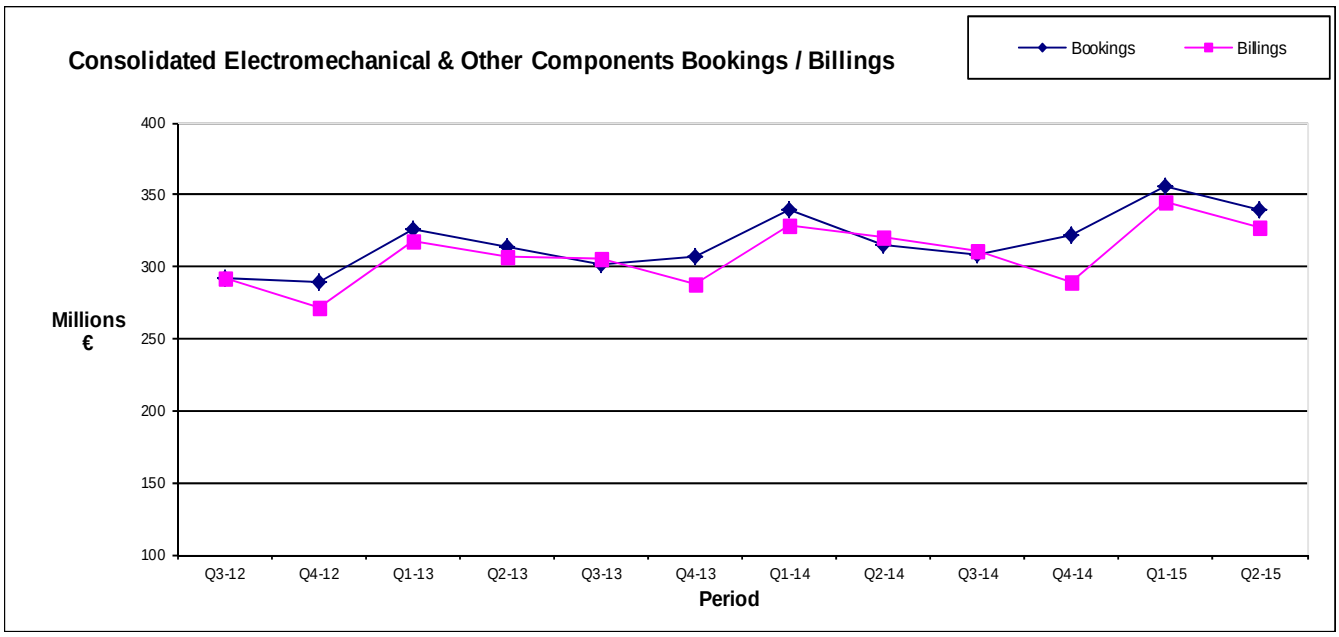
	Q3-12	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15
Bookings	191	185	213	202	200	194	219	205	203	208	226	215
Billings	195	180	208	203	201	186	220	210	208	197	226	215

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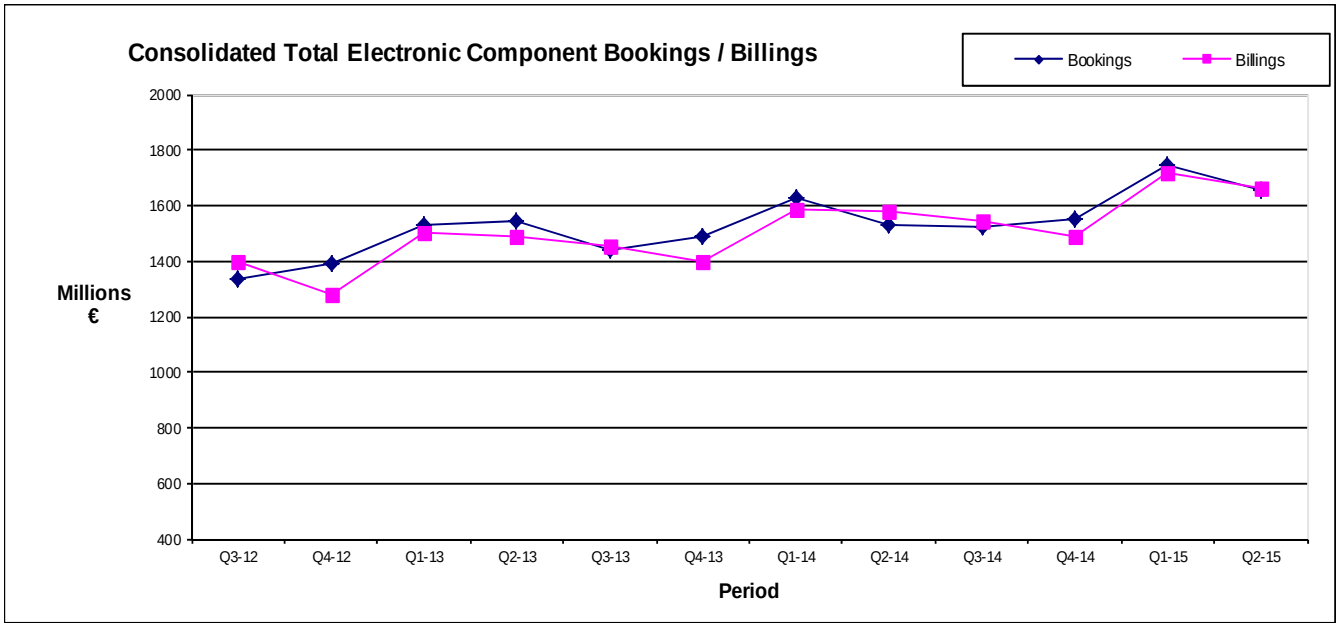
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	Q3-12	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15
Bookings	292	289	326	314	301	308	339	315	309	322	356	339
Billings	291	272	318	307	305	287	329	321	311	290	345	328



	Q3-12	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15
Bookings	1337	1391	1529	1547	1437	1487	1630	1531	1523	1549	1746	1656
Billings	1397	1283	1499	1490	1456	1398	1586	1581	1544	1486	1720	1659

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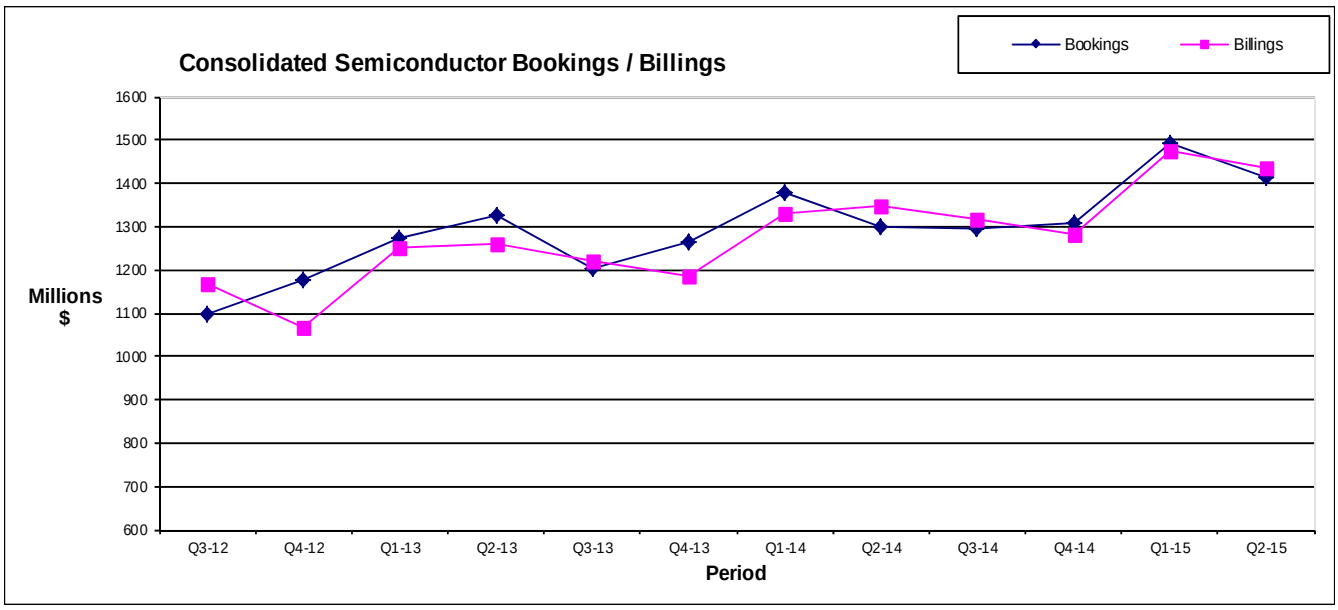
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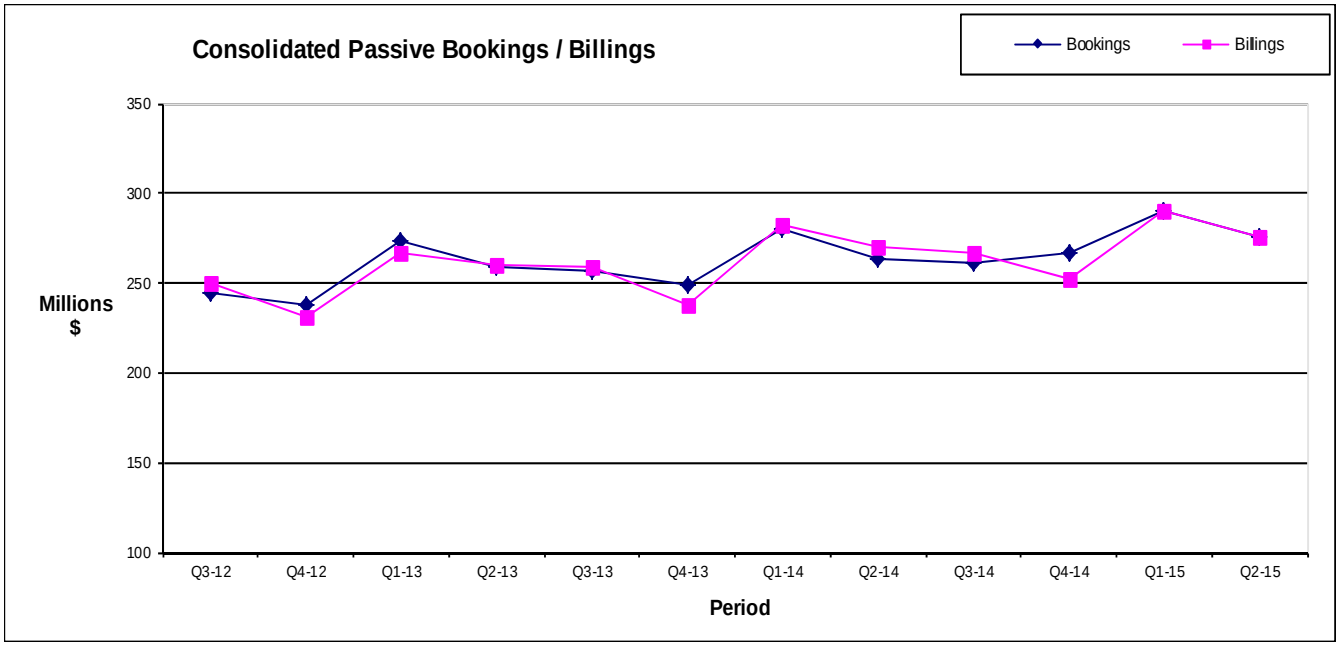
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	Q3-12	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15
Bookings	1096	1176	1271	1325	1202	1264	1377	1298	1297	1308	1494	1415
Billings	1169	1068	1249	1259	1219	1187	1332	1348	1315	1283	1475	1434



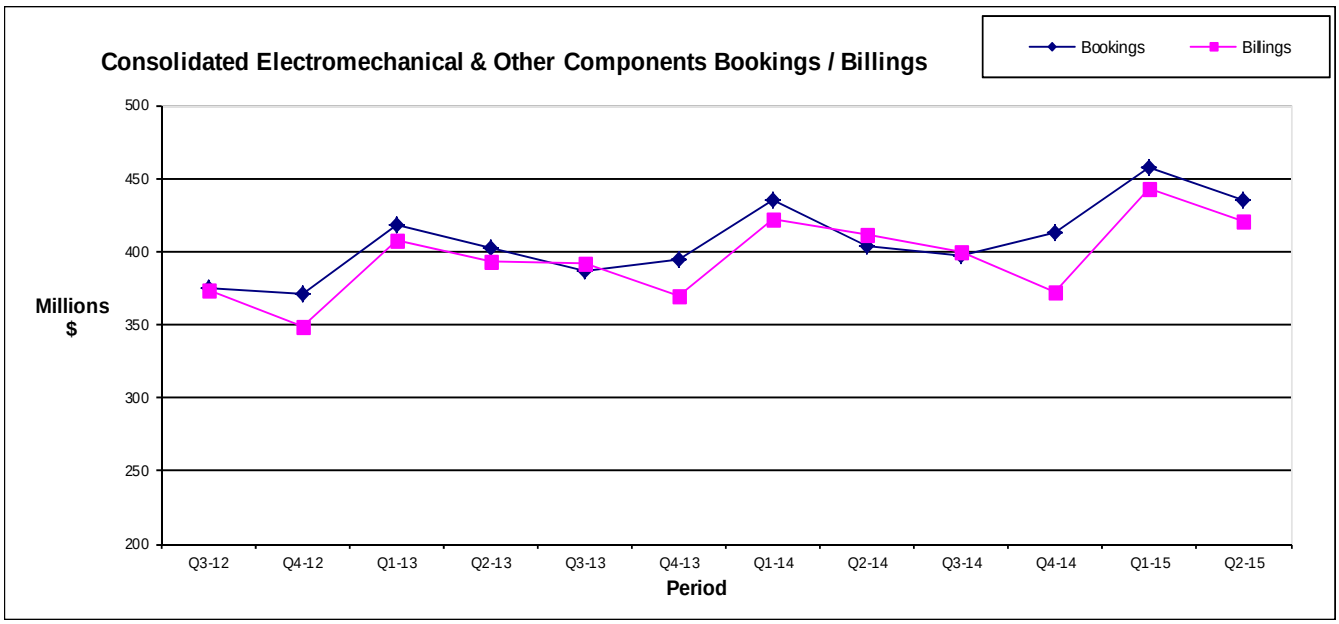
	Q3-12	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15
Bookings	245	238	273	259	257	249	281	263	261	267	291	276
Billings	250	231	267	260	259	238	283	270	267	253	290	276

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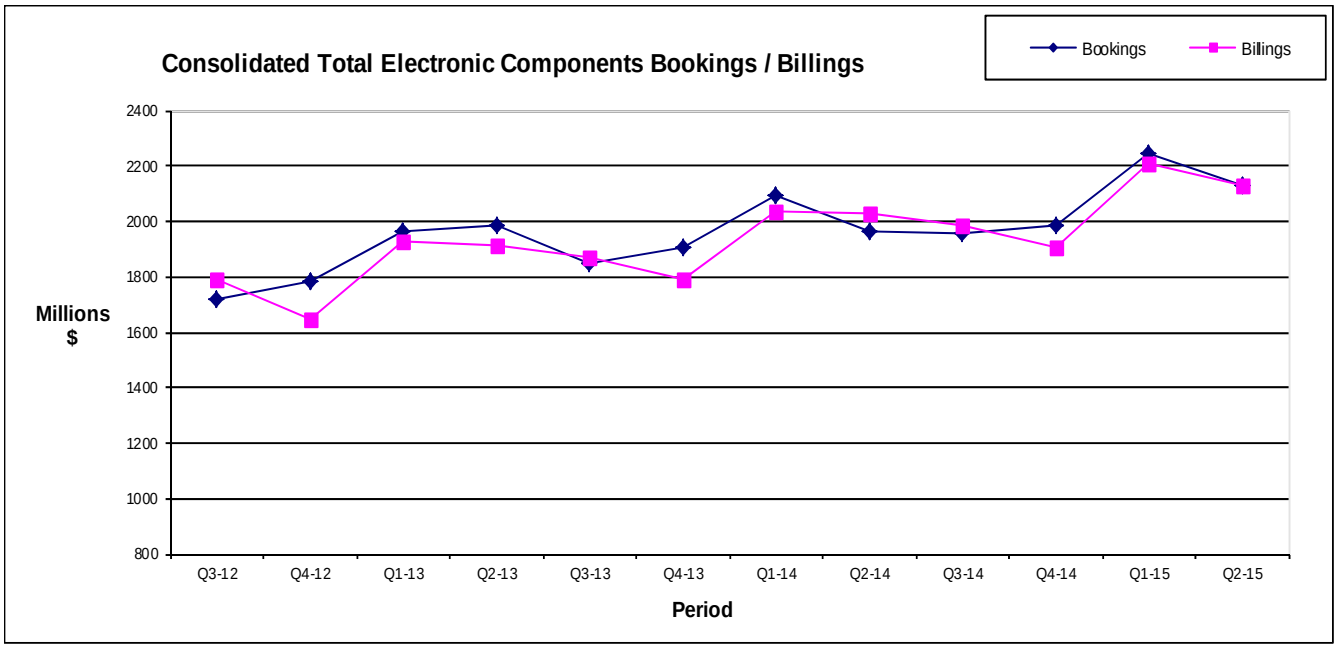
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	Q3-12	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15
Bookings	375	372	418	403	386	395	435	404	397	413	457	435
Billings	374	349	408	394	392	369	422	412	400	372	443	421



	Q3-12	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15
Bookings	1716	1785	1963	1986	1845	1909	2093	1966	1955	1989	2242	2126
Billings	1793	1647	1925	1913	1869	1795	2036	2030	1982	1908	2208	2130

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Q2-2015
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. 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) 2014	Summation of Association Members Returns 2014	Approx. Share of DTAM (Distribution Total Available Market) represented by Association's Members 2014
France	SPDEI	€1019 Mill	€651 Mill	64%
UK	*ecsn*/afdec	€1268 Mill	€1114 Mill	88%
Italy	ASSODEL	€1163 Mill	€872 Mill	75%
Nordic	*Via ecsn*/afdec	€1436 Mill	€541 Mill	38%
Germany	FBDI	€4082 Mill	€2959 Mill	72%

IMPORTANT NOTE: To ensure that exchange rate variations do not confuse the trend, the exchange rates shown are the 2014 Local currency/€ conversion rates. The 2014 average rates are: UK Pound/€ 0.7923, Danish Krona/€ 7.4508, Norwegian Krona/€ 8.4340, Swedish Krona/€ 9.2257.

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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5	**T3**	**Total electronic component billings trend** (Distribution sales of electronic components by country comparing current quarter with both prior quarter and same quarter prior year and YTD)
5	T4	**Total electronic component year-to-date billings trend** **(**Cumulative sales of electronic components via distribution by country for current year-to-date compared with the same period prior year)
6	**T5**	**Total electronic component year-to-date booking trend** (Cumulative orders for electronic components via distribution by country for current year-to-date compared with the same period prior year)
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		(Cumulative sales of passive components via distribution by country for current year-to-date compared with the same period prior year)
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13	**E1**	**Electromechanical component Booking, billing & Book:bill ratio** (Electromechanical component booking, billing and book:bill ratio for Germany, France, Italy, UK, Sweden, Denmark & Finland)
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15	**E6**	**Electromechanical component tendential index by country** (Trend showing growth/decline % in quarterly sales of electromechanical components by country compared with the same quarter prior year)

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

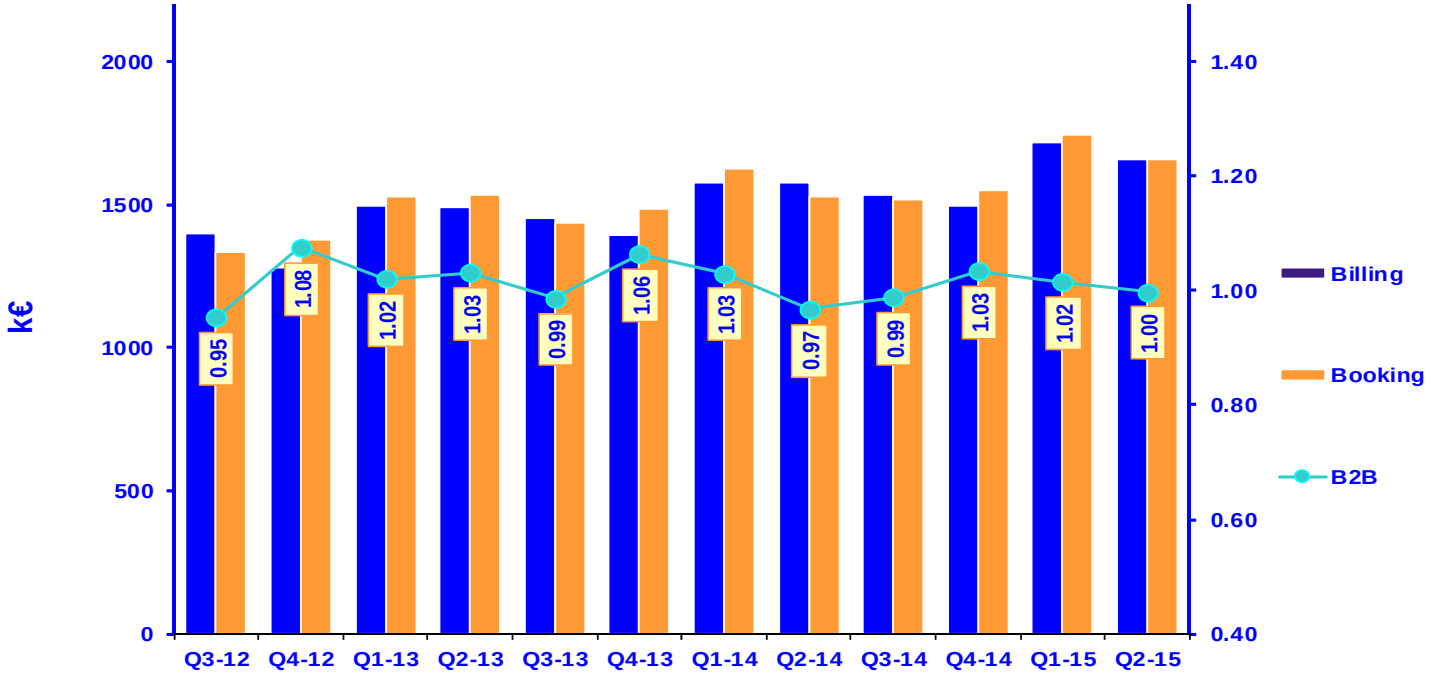
Graham Waite, Telephone: 44 (0) 1763 274748 Facsimile: 44 (0) 1763 273255 Email: enquiries@ecsn-uk.org

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2ND QTR. 2015 TOTAL COMPONENTS Booking, Billing & Book : Bill ratio

Graphic T1

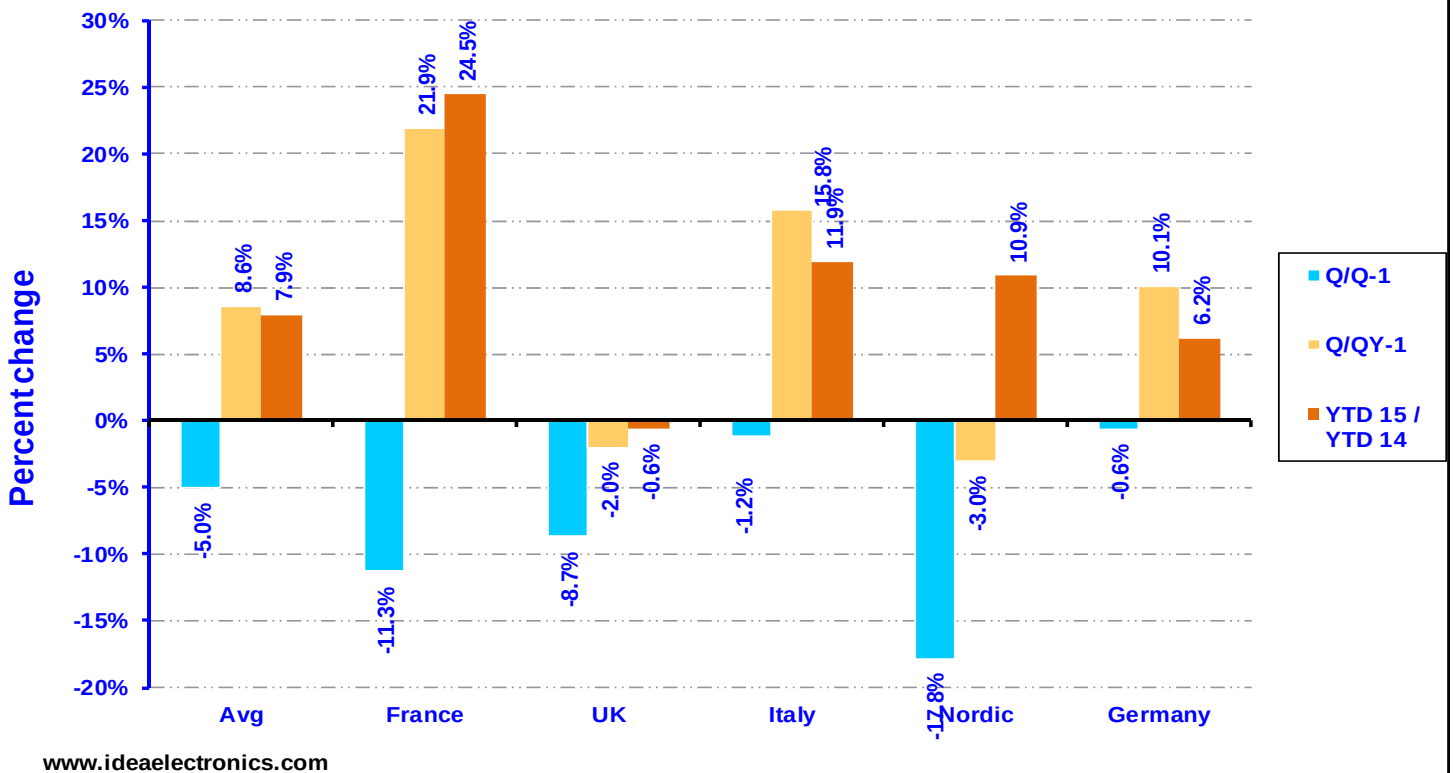
Total distribution electronic components booking, billing and Book:bill ratio for Germany, France, Italy, UK, Sweden, Norway, Denmark & Finland



2ND QTR. 2015 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 15 / 14

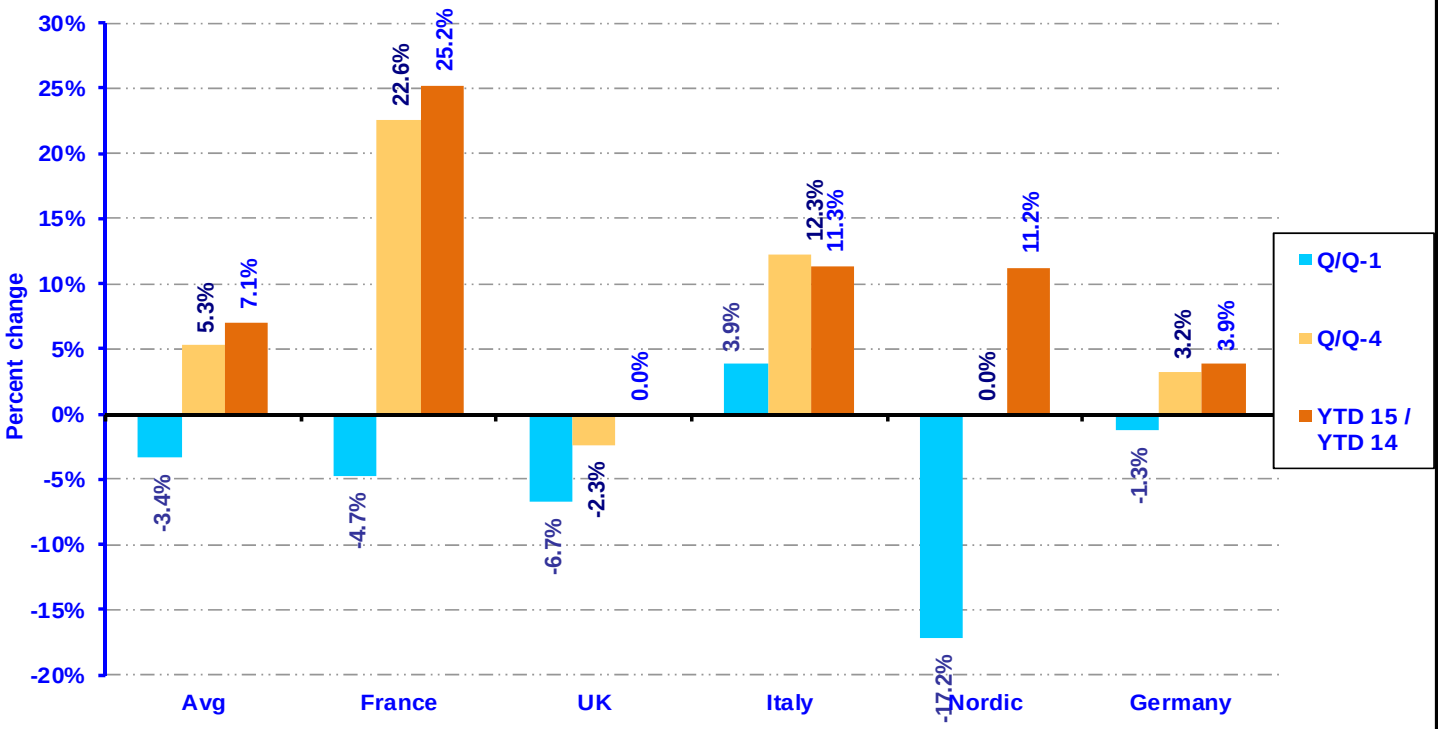


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2ND QTR. 2015 TOTAL COMPONENTS Billing Trend

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 15 / 14

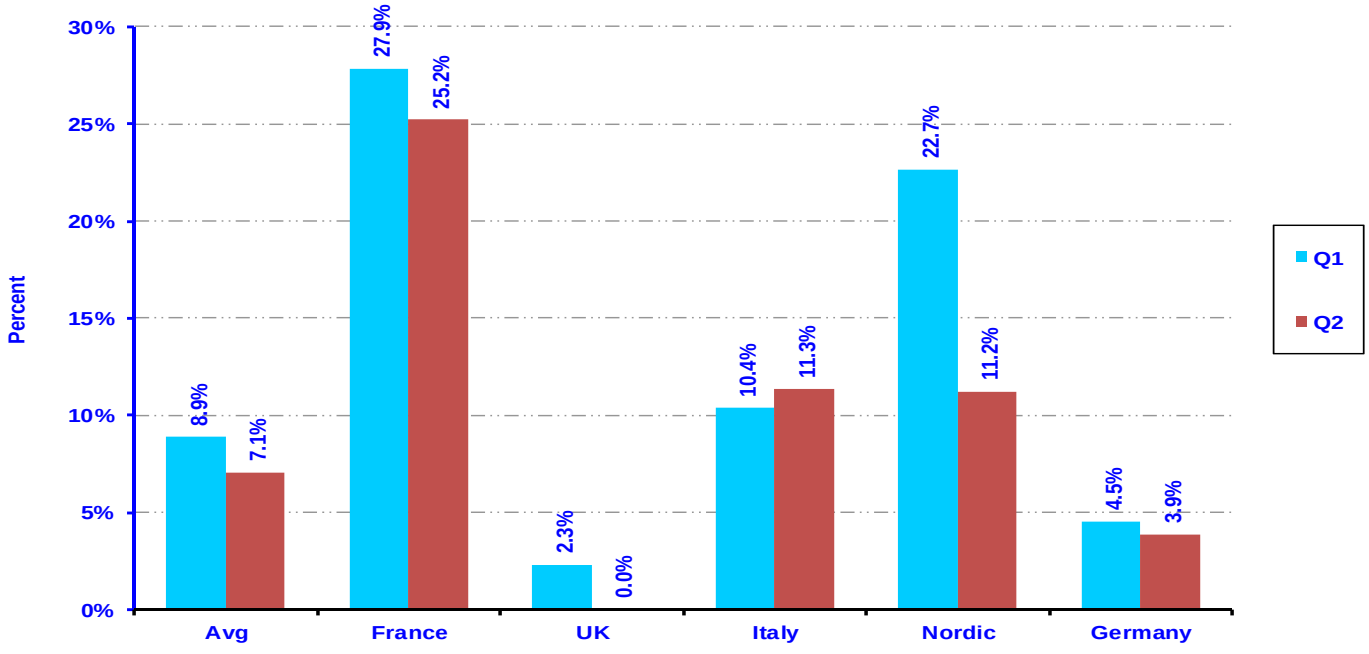


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2ND QTR. 2015 TOTAL COMPONENTS YTD Billings Trend

Graphic T4

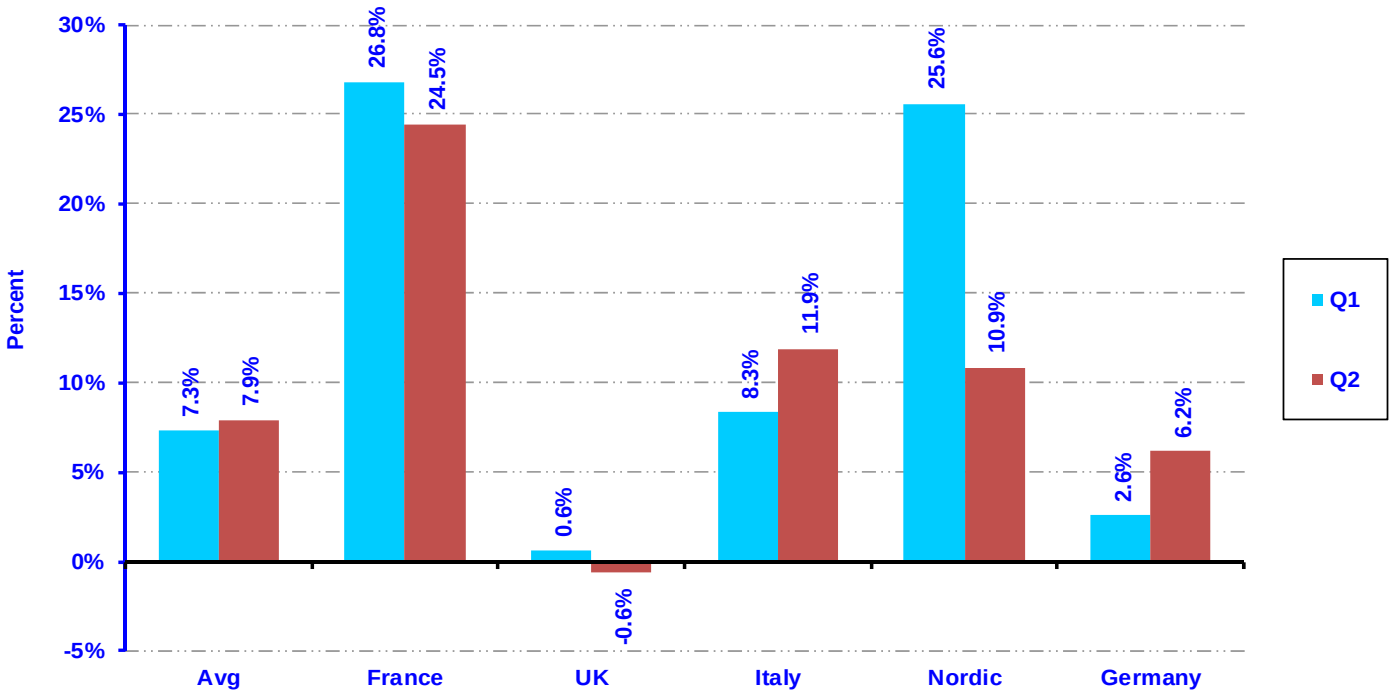
Cumulative sales of Electronic components via distribution by country for current year to date compared with same period prior year



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2ND QTR. 2015 TOTAL COMPONENTS YTD Bookings Trend *Graphic T5*

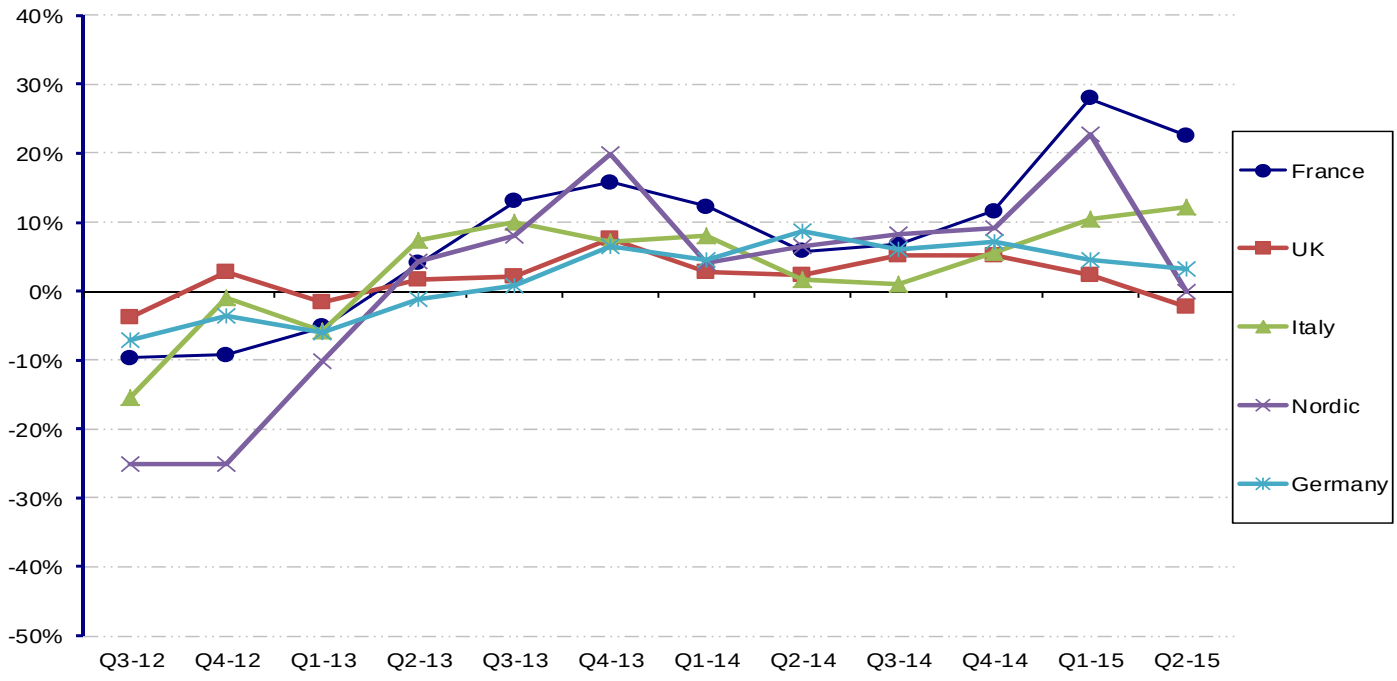
Cumulative orders for Electronic components via distribution by country for current year to date compared with same period prior year



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2ND QTR. 2015 TOTAL COMPONENTS TENDENTIAL INDEX BY COUNTRY(Q.QY-1) *GraphicT6*

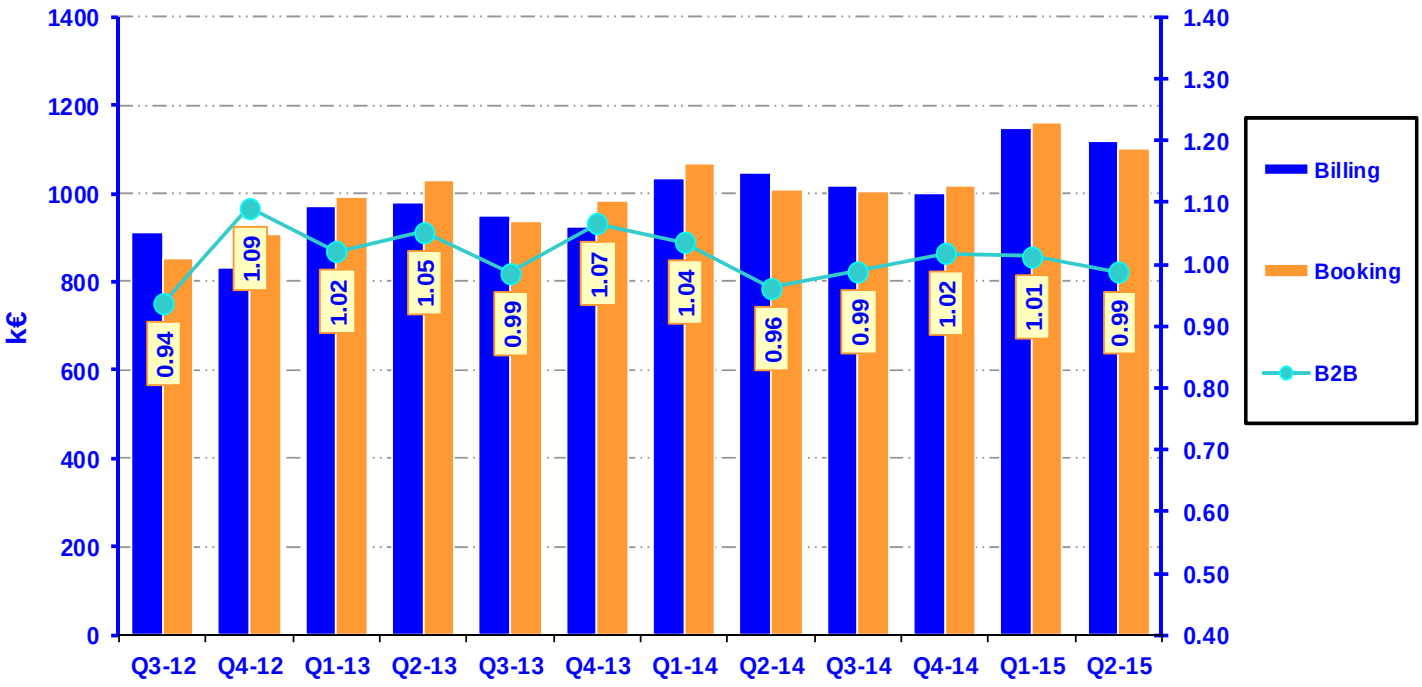
Trend showing growth/decline % in quarterly sales of all components through distribution split by country compared with same quarter prior year



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2ND QTR. 2015 SEMICONDUCTOR bookings, billings & book:bill ratio *Graphic S1*

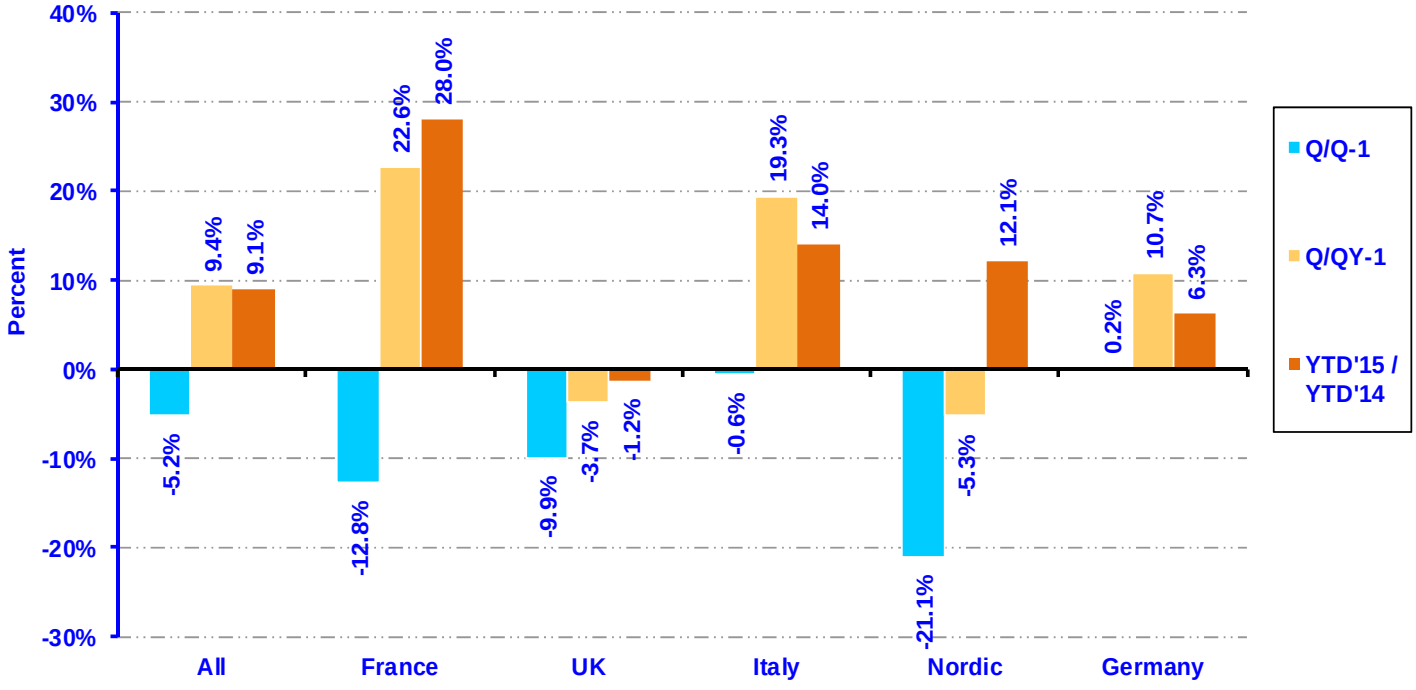
Semiconductor components bookings, billings & book:bill ratio for Germany, France, Italy, UK, Sweden, Norway, Denmark & Finland



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2ND QTR 2015 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 15 / 14

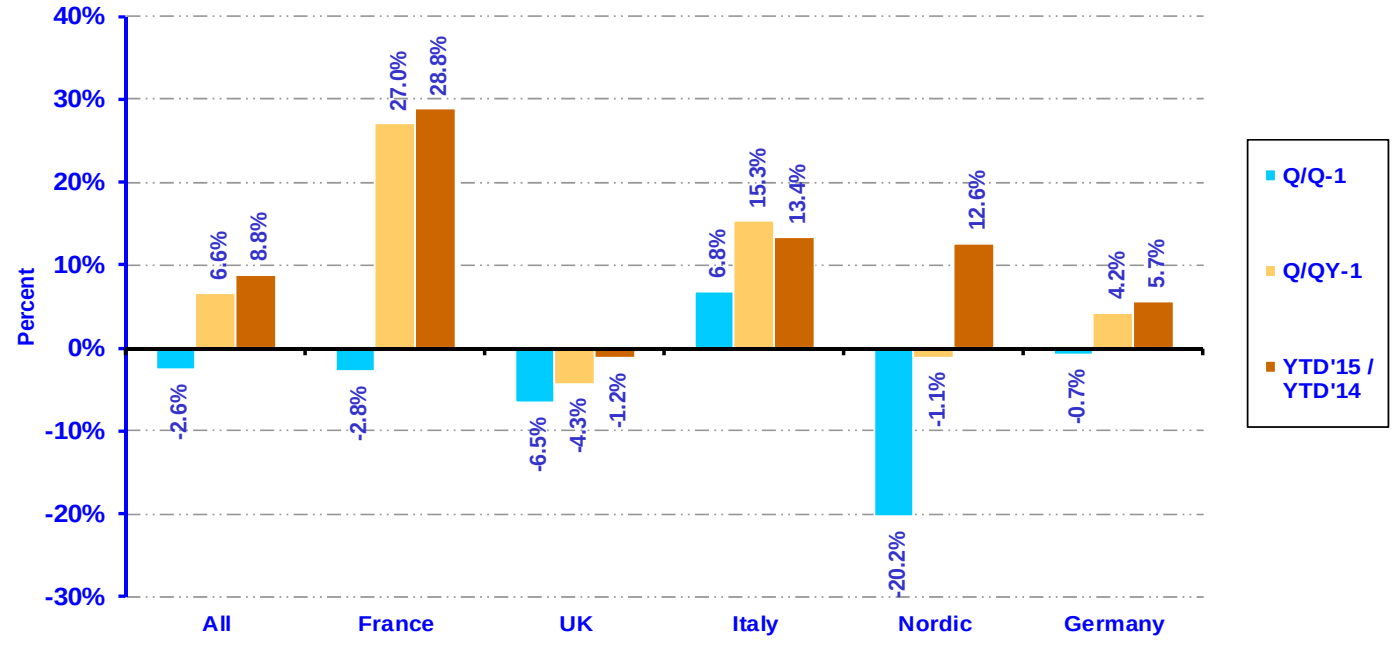


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2ND QTR 2015 SEMICONDUCTOR Billing Trend

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

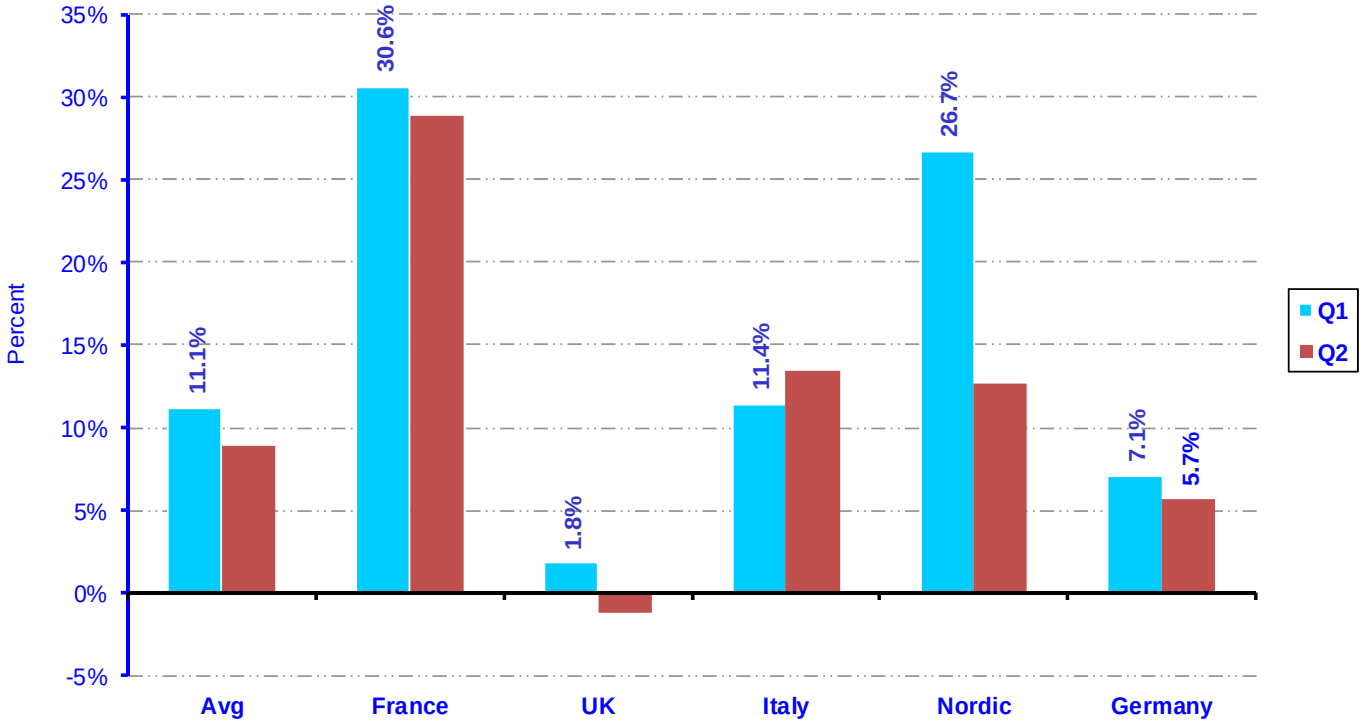


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2ND QTR. 2015 SEMICONDUCTOR YTD BILLING TREND

Graphic S4

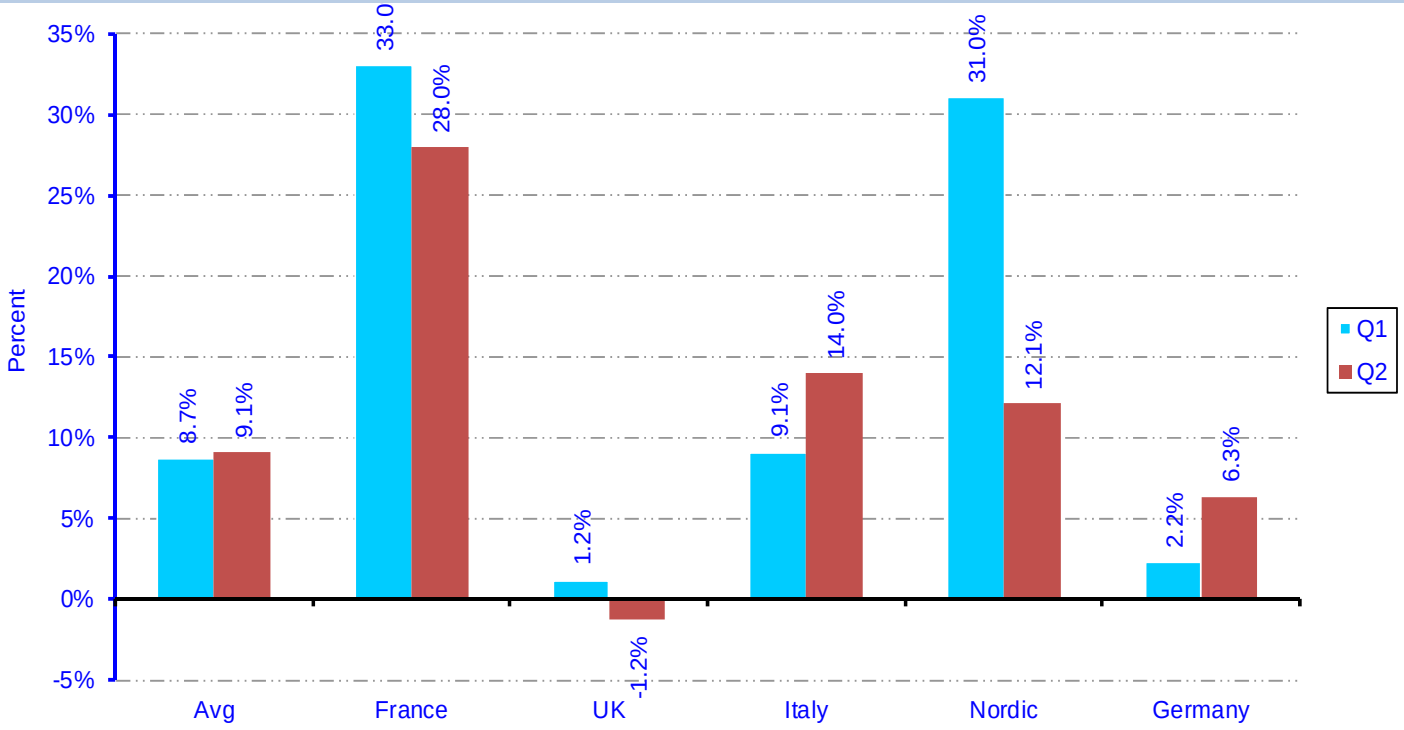
Cumulative sales of Semiconductor Components through distribution split by country and showing the growth/decline % compared with the same period prior year



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2ND QTR. 2015 SEMICONDUCTOR YTD BOOKING TREND *Graphic S5*

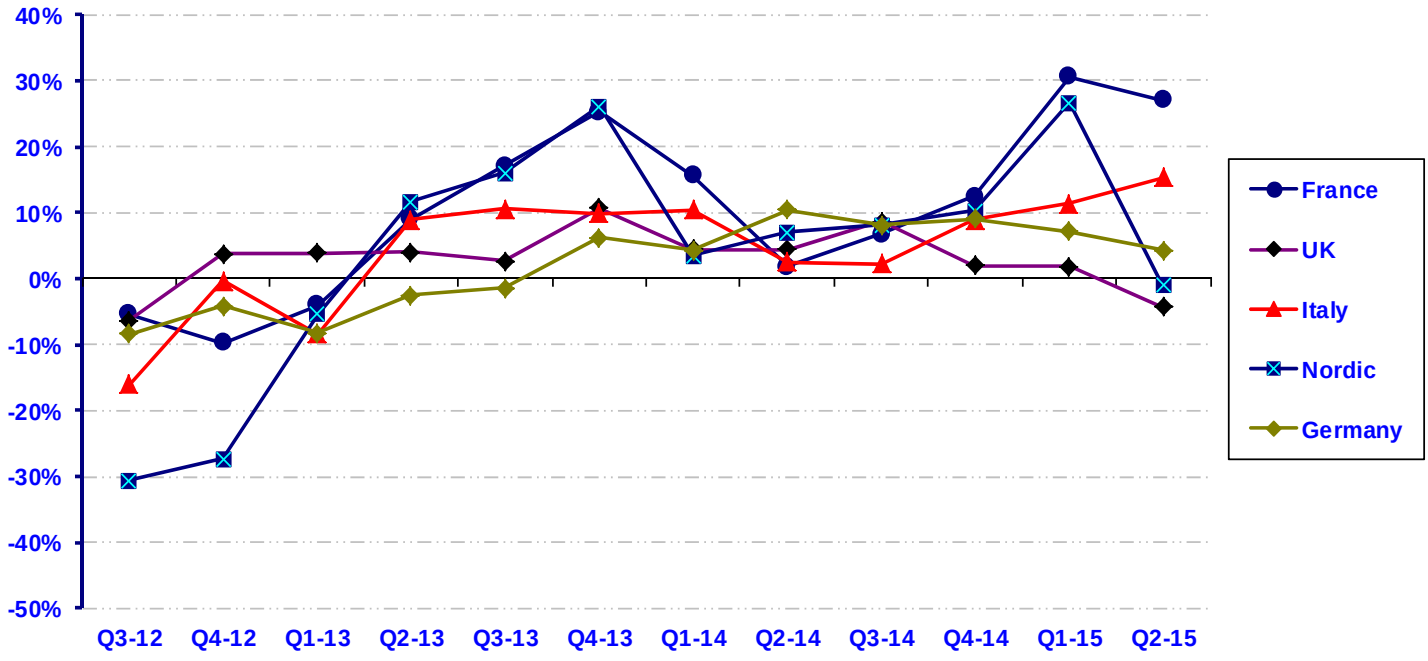
Cumulative orders of Semiconductors through distribution split by country and showing the growth/decline % compared with the same period prior year



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2ND QTR. 2015 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.

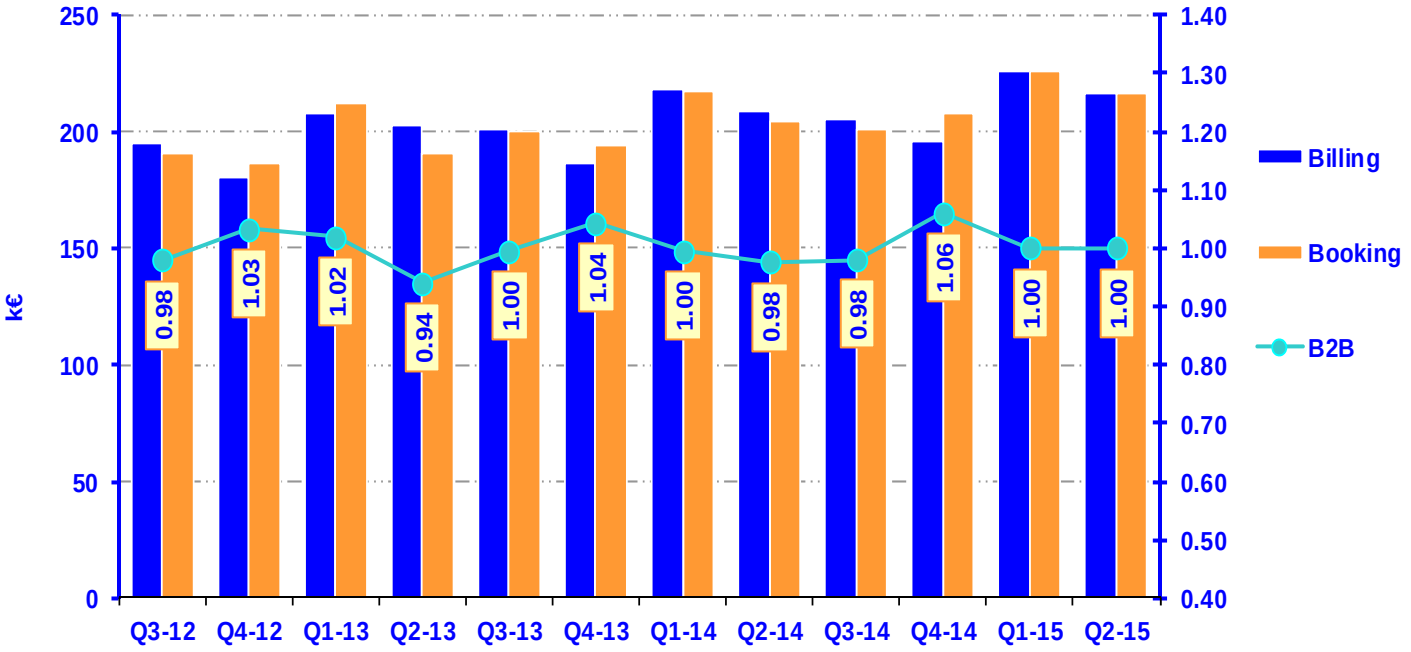


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2ND QTR. 2015 PASSIVES booking, billing & book:bill ratio

Graphic P1

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

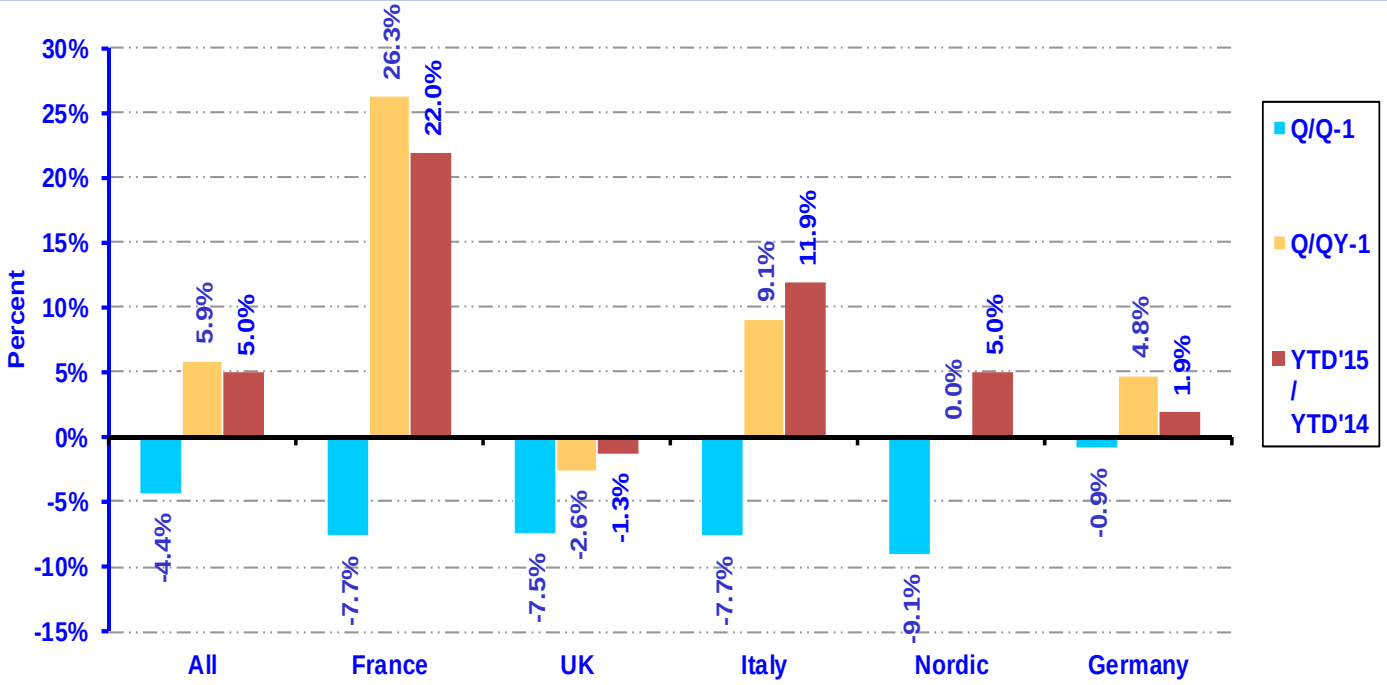


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2ND QTR. 2015 PASSIVE COMPONENT S Booking Trend

Graphic P2

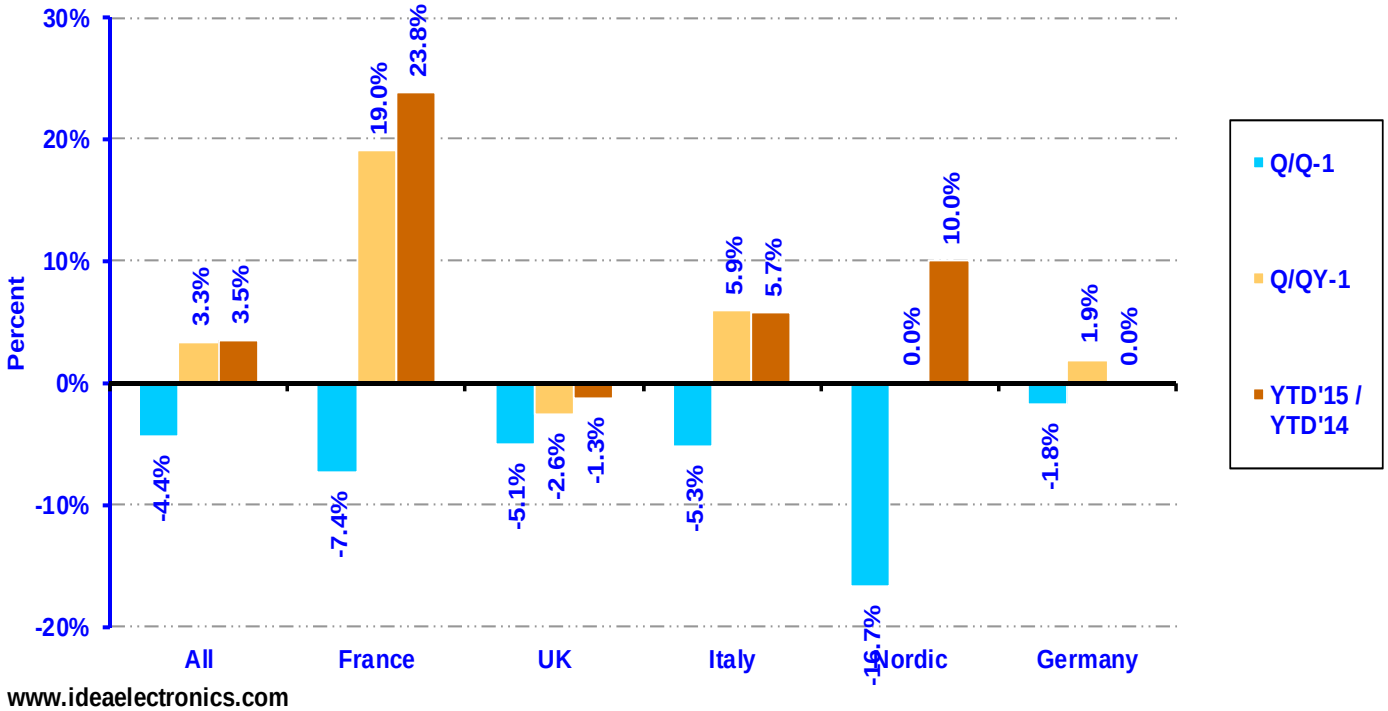
Distribution orders for passive components by country comparing Q1 2015 with the prior quarter (Q/Q-1) and the same quarter prior year (Q/QY-1)



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2ND QTR. 2015 PASSIVE COMPONENTS Billings Trend *Graphic P3*

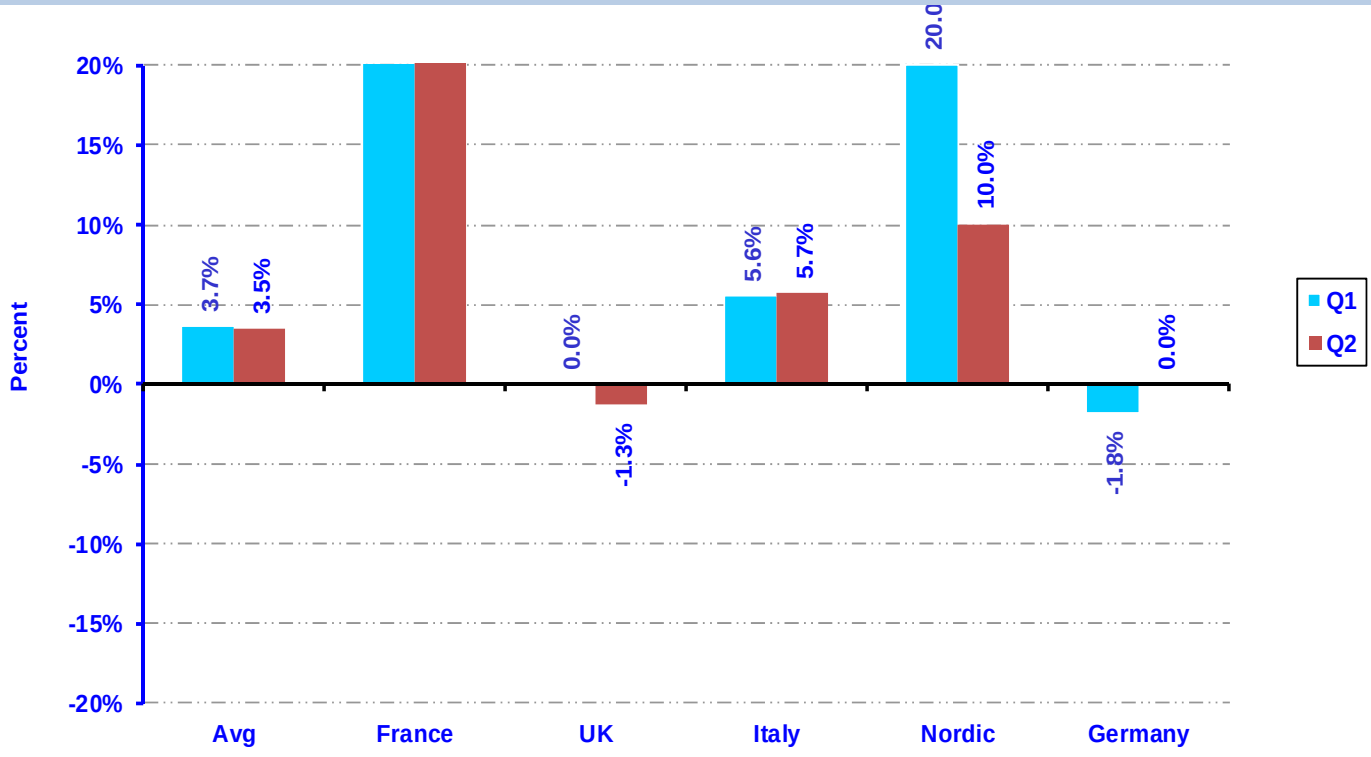
Distribution sales for passive components by country comparing Q1 2015 with the prior quarter (Q/Q-1) and the same quarter prior year (Q/QY-1)



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2ND QTR. 2015 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

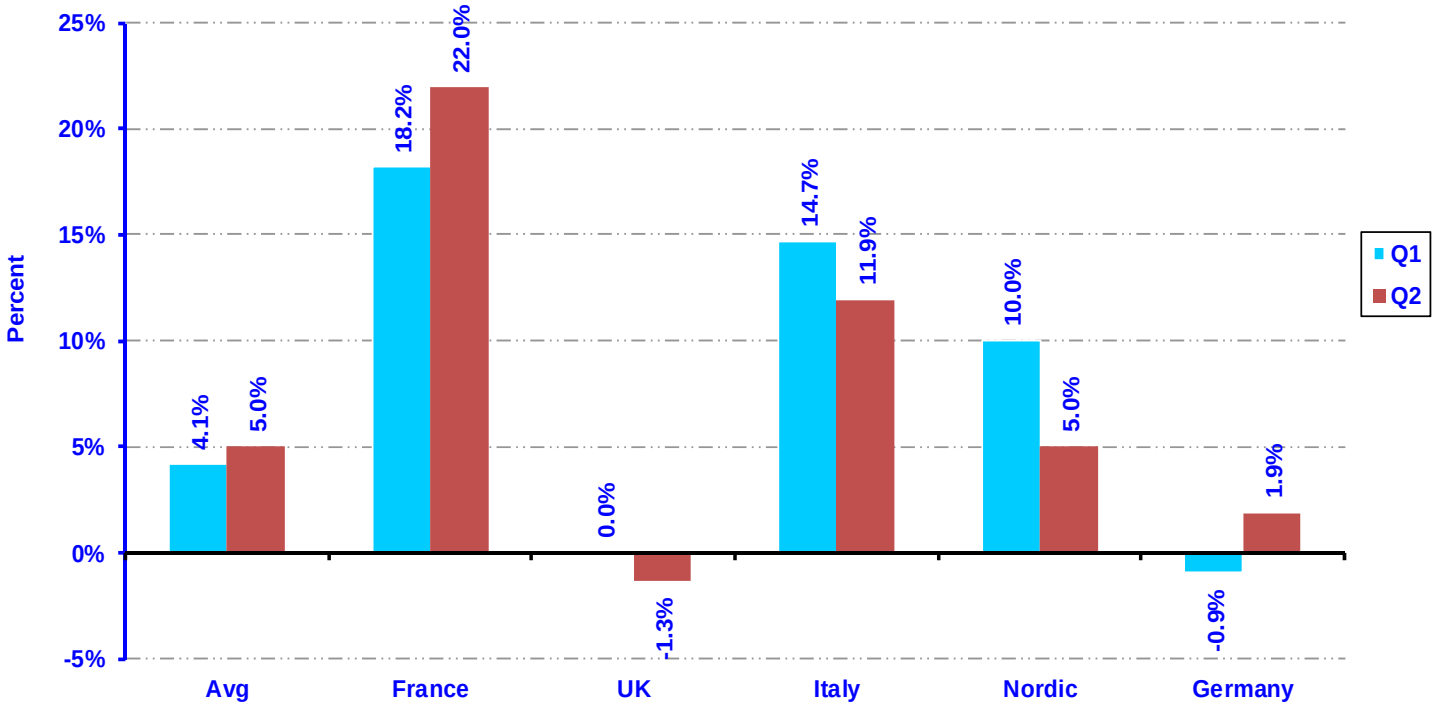


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2ND QTR. 2015 PASSIVES YTD Bookings Trend

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

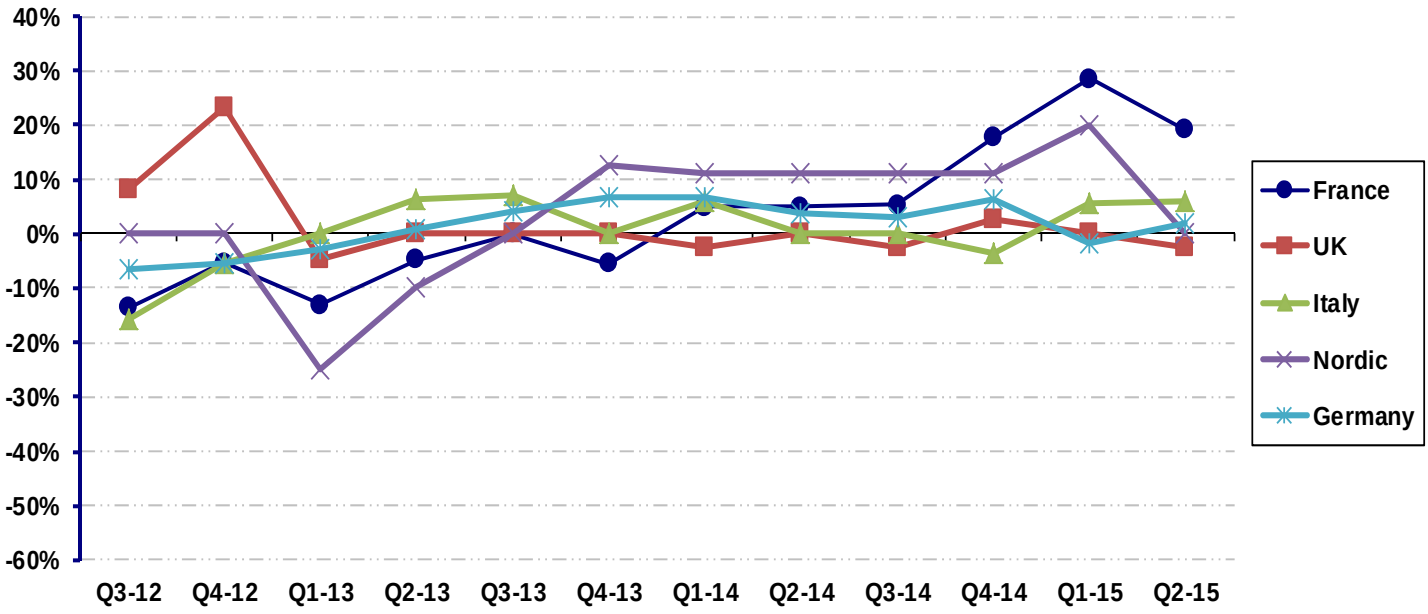


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2ND QTR. 2015 PASSIVES TENDENTIAL INDEX BY COUNTRY(Q/Qy-1)

Graphic P6

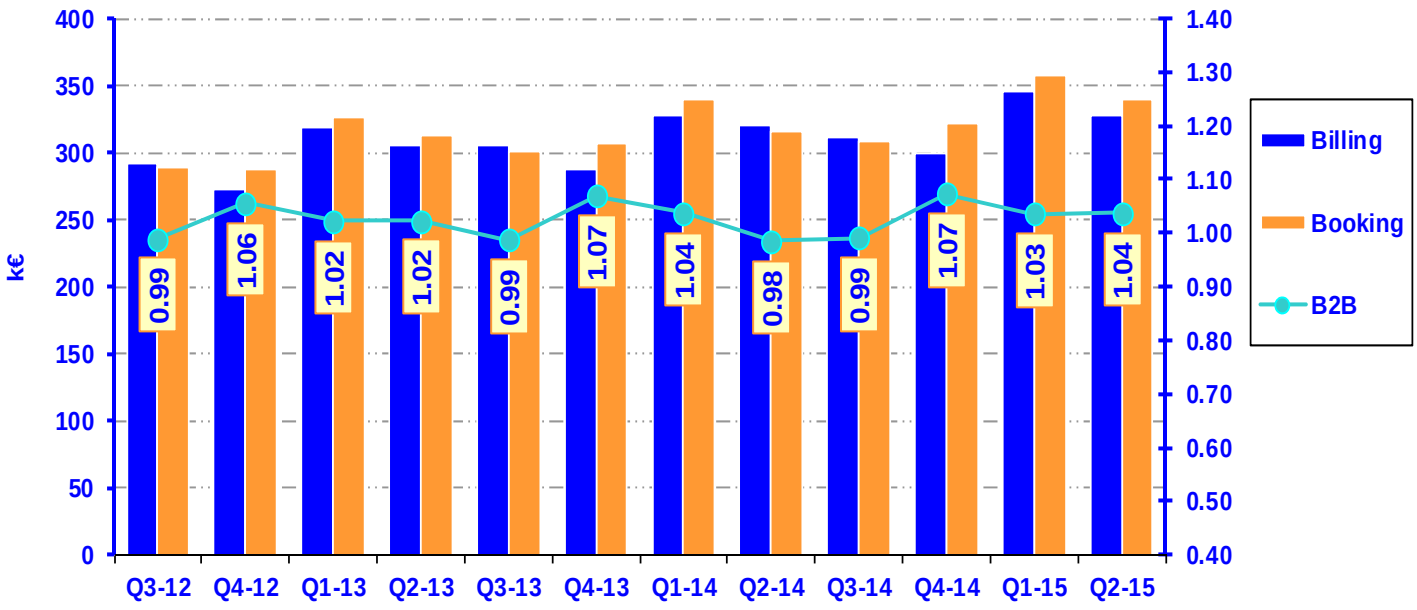
Trend showing growth/decline % in quarterly sales of passives through distribution by country compared with the same quarter prior year.



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2ND QTR. 2015 EMECH COMPONENTS booking, billing & book:bill ratio *Graphic E1*

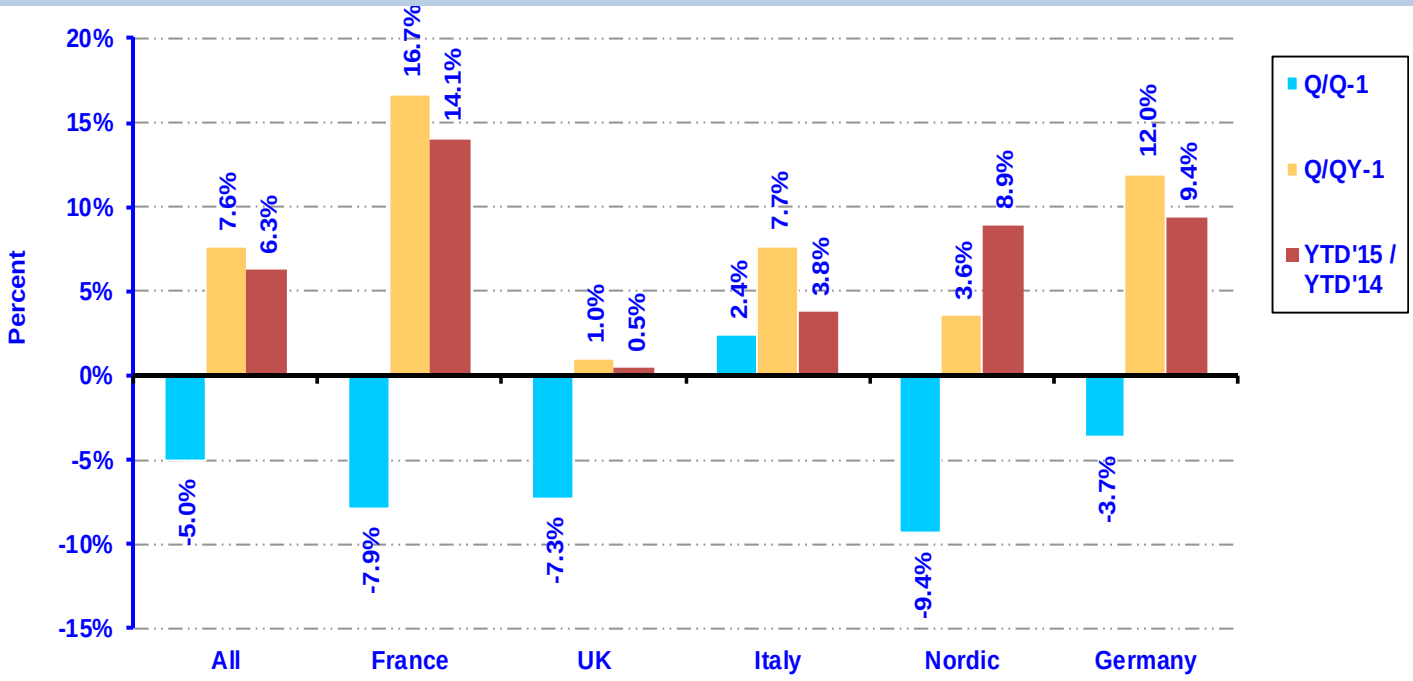
EMECH components Bookings, billings & book:bill ratio for Germany, France, Italy, UK, Sweden, Norway, Denmark & Finland



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2ND QTR. 2015 EMECH COMPONENTS Booking Trend *Graphic E2*

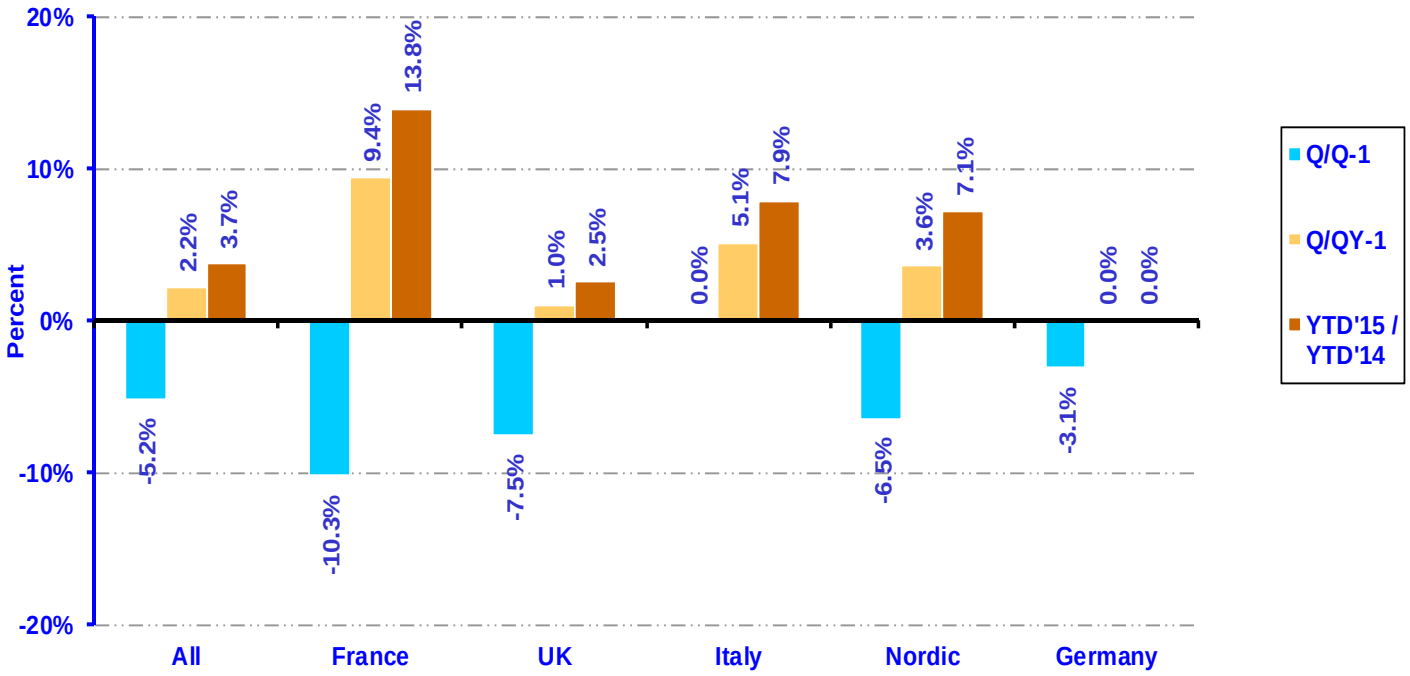
Distribution orders for passive components by country comparing Q1 2015 with the prior quarter (Q/Q-1) and the same quarter prior year (Q/QY-1)



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2ND QTR. 2015 EMECH COMPONENTS Billings Trend *Graphic E3*

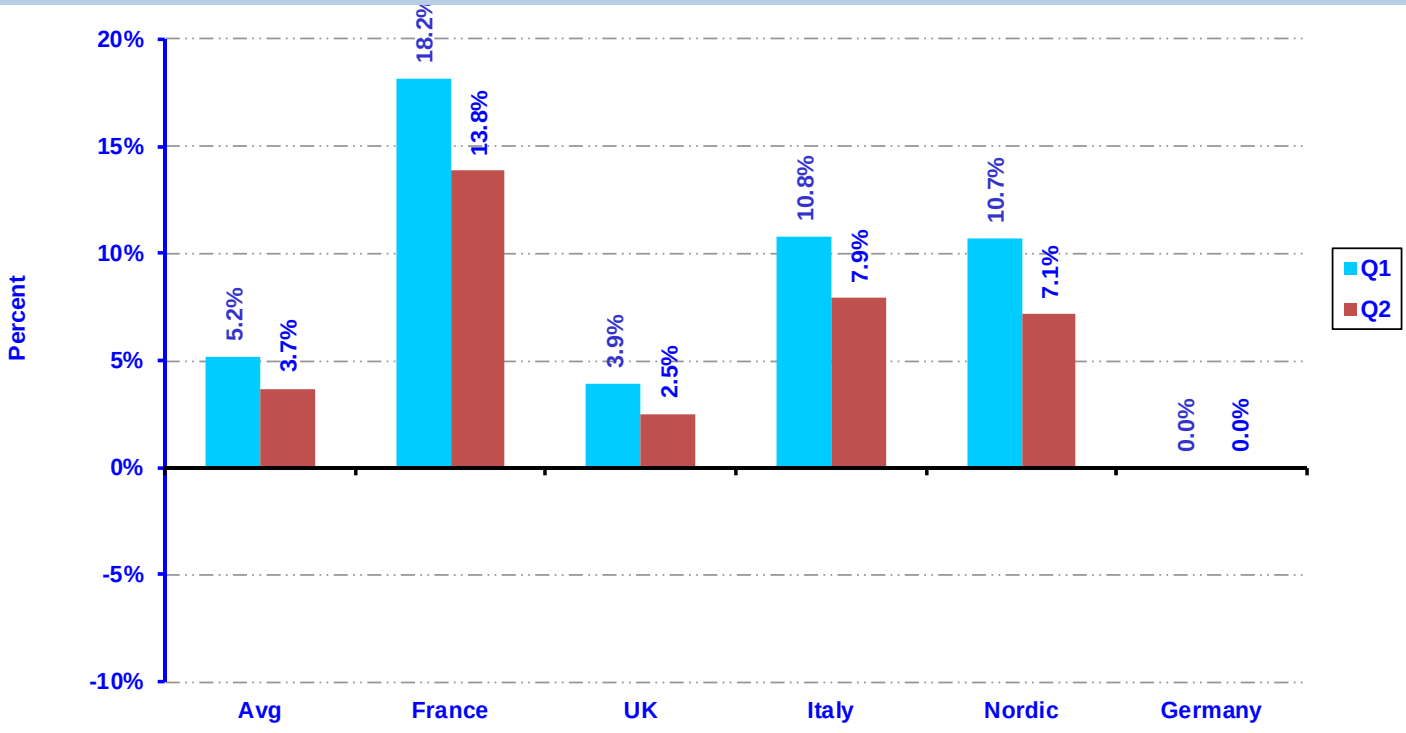
Distribution sales of emech components comparing current qtr with prior qtr (Q/Q-1) and same qtr prior year (Q/QY-1) plus YTD trend



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1ST QTR. 2015 EMECH COMPONENTS YTD Billings Trend *Graphic E4*

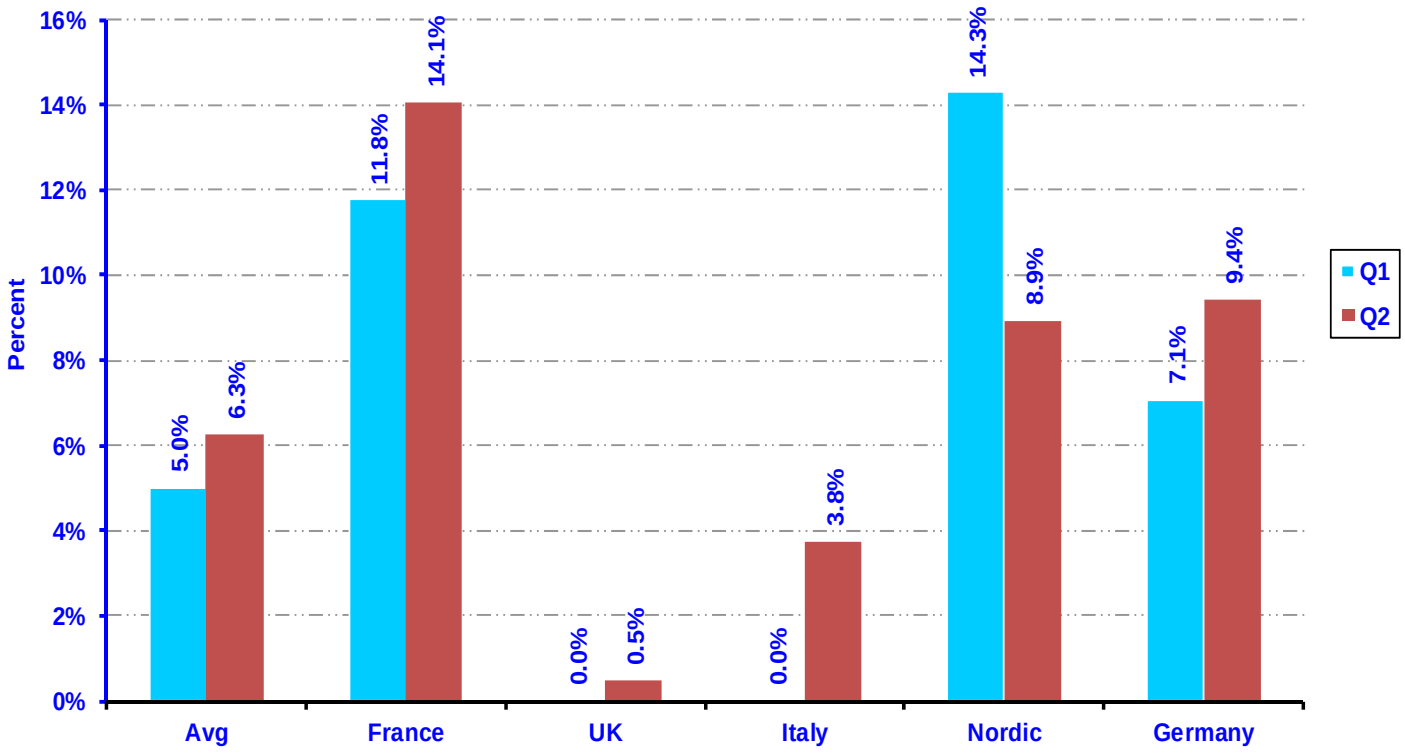
Cumulative sales of Passive components through distribution by country for the current year showing the growth/decline % compared with the same period prior year



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2ND QTR. 2015 EMECH COMPONEBTS YTD Bookings Trend *Graphic E5*

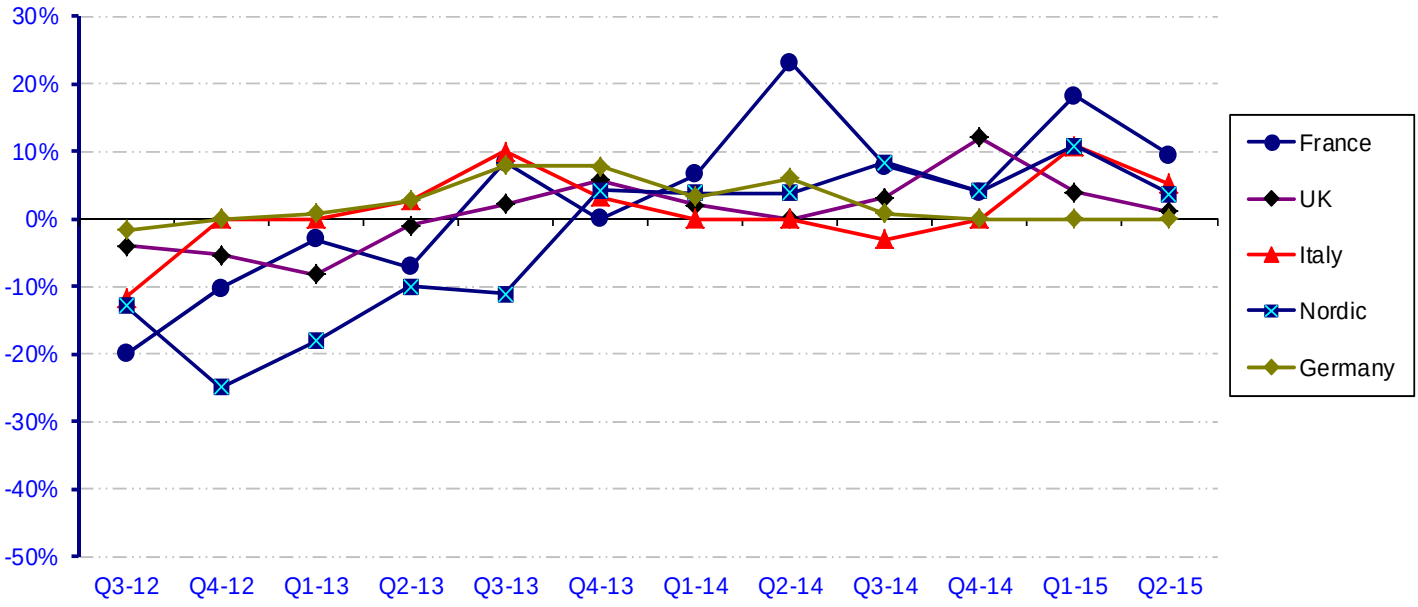
Cumulative orders for Passive components through distribution by country for the current year showing the growth/decline % compared with the same period prior year



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2ND QTR. 2015 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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