

QUARTERLY TREND STATISTICS

Q4-2019



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

PERIOD: Q4 – 2019 ISSUED: 14th February 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.

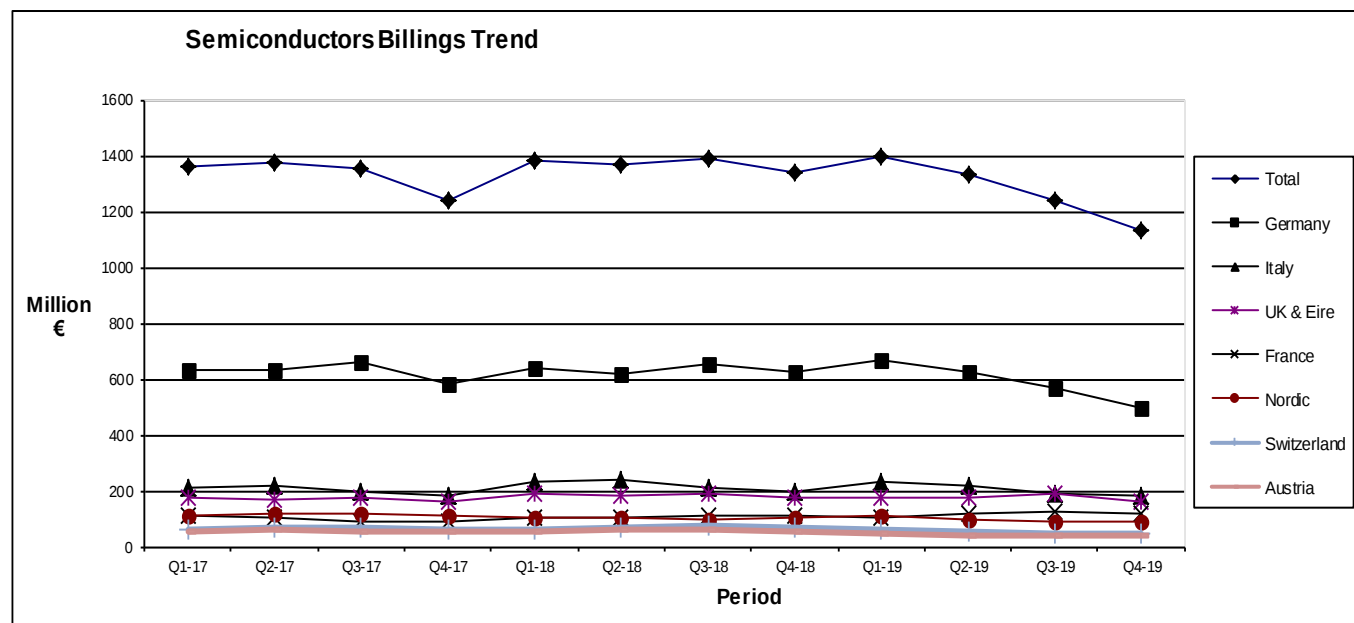
The consolidation has been carried out by **ecsn** (afdec) in the UK and any queries should be addressed to:-

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Email: enquiries@ecsn-uk.org

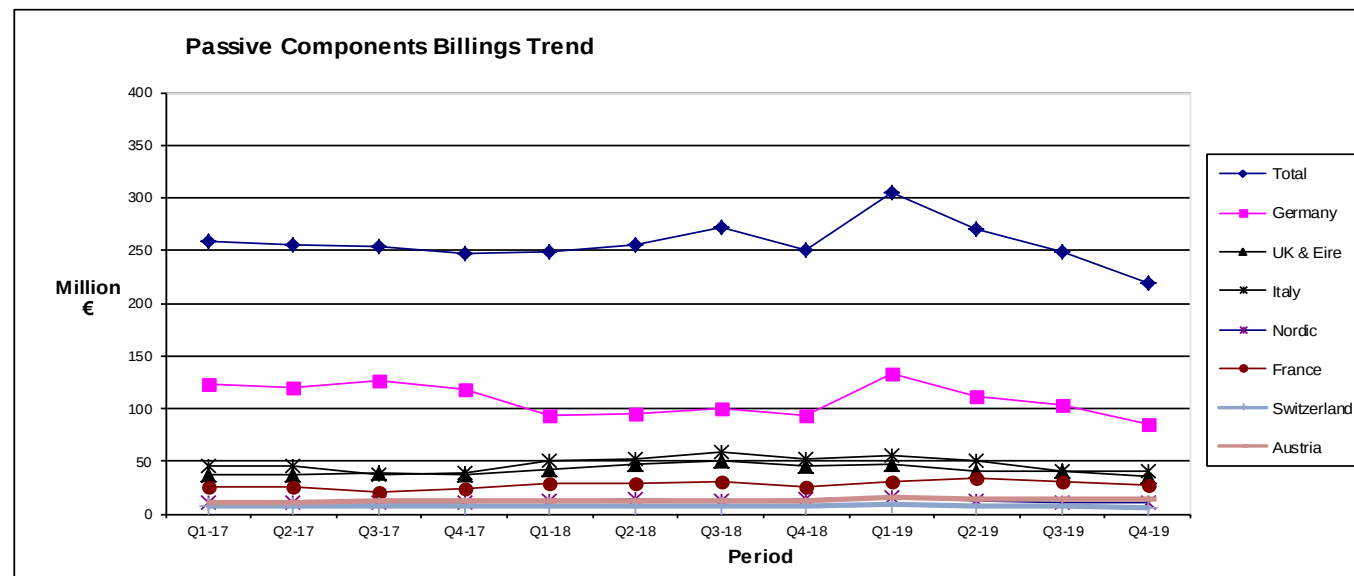
The trend statistics include data compiled by SPDEI (France), ASSODEL (Italy), **ecsn** (UK/Eire & NORDIC) and FBDI (Germany). The numbers shown represent the **actual** sales by member companies so reflect an accurate trend. It should be noted that revisions have been made to the UK, Nordic and Italian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

COUNTRY	Association	Approx. DTAM 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 2018 Local currency/€ conversion rates. The 2018 average rates are: UK Pound/€ 0.8850, Danish Krona/€ 7.4550, Norwegian Krona/€ 9.6070, Swedish Krona/€10.2630. US \$ to € conversions are made at the average 2018 rate of 1.1810 (0.8467).

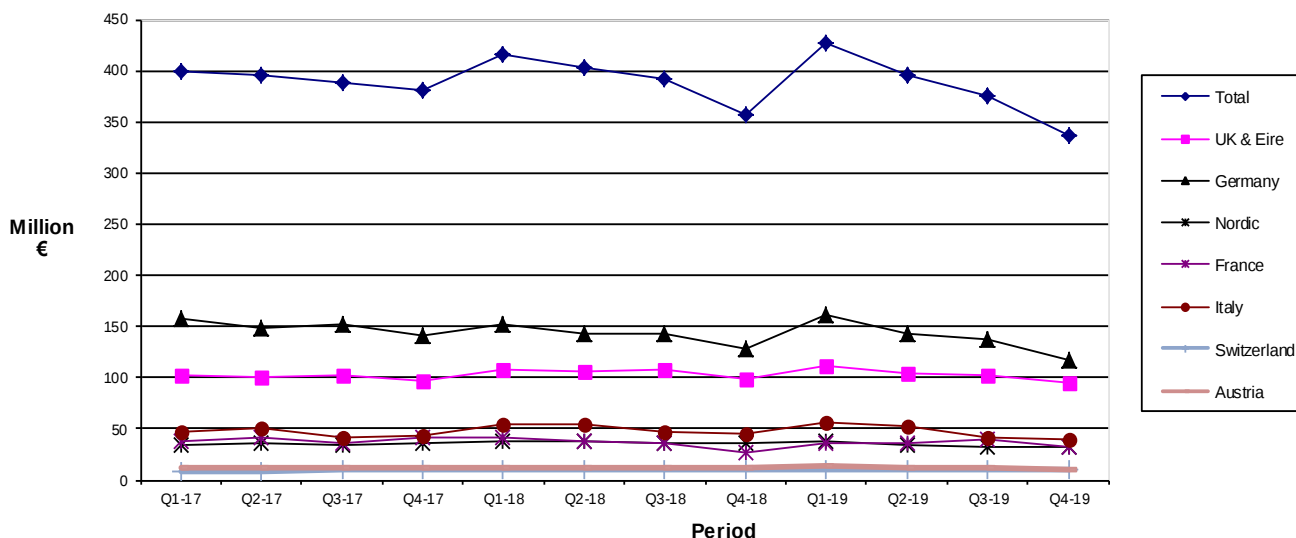


	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19
Total	1358	1375	1351	1241	1380	1371	1387	1337	1397	1330	1243	1129
Germany	635	636	659	585	642	620	652	623	668	623	566	495
Italy	213	221	195	184	229	239	208	198	233	220	189	182
UK & Eire	172	168	173	157	190	180	189	177	176	178	186	162
France	113	102	92	91	104	104	109	114	104	117	125	118
Nordic	109	120	116	111	101	104	98	106	109	99	93	89
Switzerland	63	69	64	62	58	65	72	66	61	52	44	43
Austria	54	60	52	52	56	58	59	53	45	41	40	40



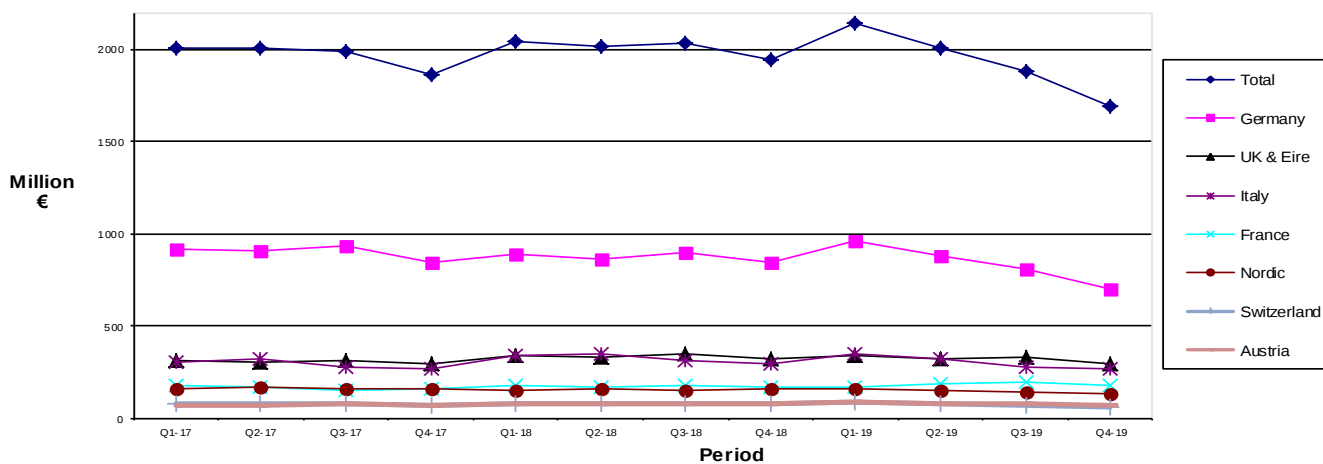
	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19
Total	259	256	254	247	248	256	271	251	306	270	248	220
Germany	123	120	126	119	94	95	100	93	132	112	103	84
UK & Eire	37	37	39	36	42	47	50	45	48	41	40	36
Italy	45	45	38	38	51	52	58	52	56	50	41	40
Nordic	10	11	11	12	13	14	13	14	15	13	12	11
France	26	25	21	23	29	29	30	26	30	33	30	27
Switzerland	7	7	7	7	7	7	7	8	9	7	7	6
Austria	11	11	12	12	13	13	13	13	16	14	14	14

Electromechanical & Other Components Billings Trend



	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19
Total	400	396	388	381	416	403	392	357	426	395	375	337
UK & Eire	102	100	102	97	107	105	108	99	111	105	102	95
Germany	157	148	152	141	152	144	143	127	161	144	138	117
Nordic	35	36	35	36	37	38	36	36	37	35	33	33
France	38	41	37	41	41	38	36	27	35	36	39	32
Italy	48	51	42	44	55	55	47	45	57	53	41	40
Switzerland	9	9	9	9	10	10	9	9	10	10	9	9
Austria	12	12	11	12	13	13	13	13	14	12	12	11

Total Electronic Components Billings Trend



	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19
Total	2004	2005	1991	1859	2042	2015	2034	1941	2146	2010	1882	1694
Germany	914	904	937	845	889	858	895	844	962	879	808	696
UK & Eire	311	305	314	291	339	332	347	321	335	323	329	293
Italy	306	316	274	266	334	346	313	294	345	323	271	262
France	177	168	150	155	175	171	176	168	170	187	194	177
Nordic	154	167	161	159	151	156	147	156	161	147	137	133
Switzerland	73	76	80	72	76	75	80	80	89	78	71	63
Austria	70	70	75	71	79	77	77	78	84	74	73	69

FRANCE

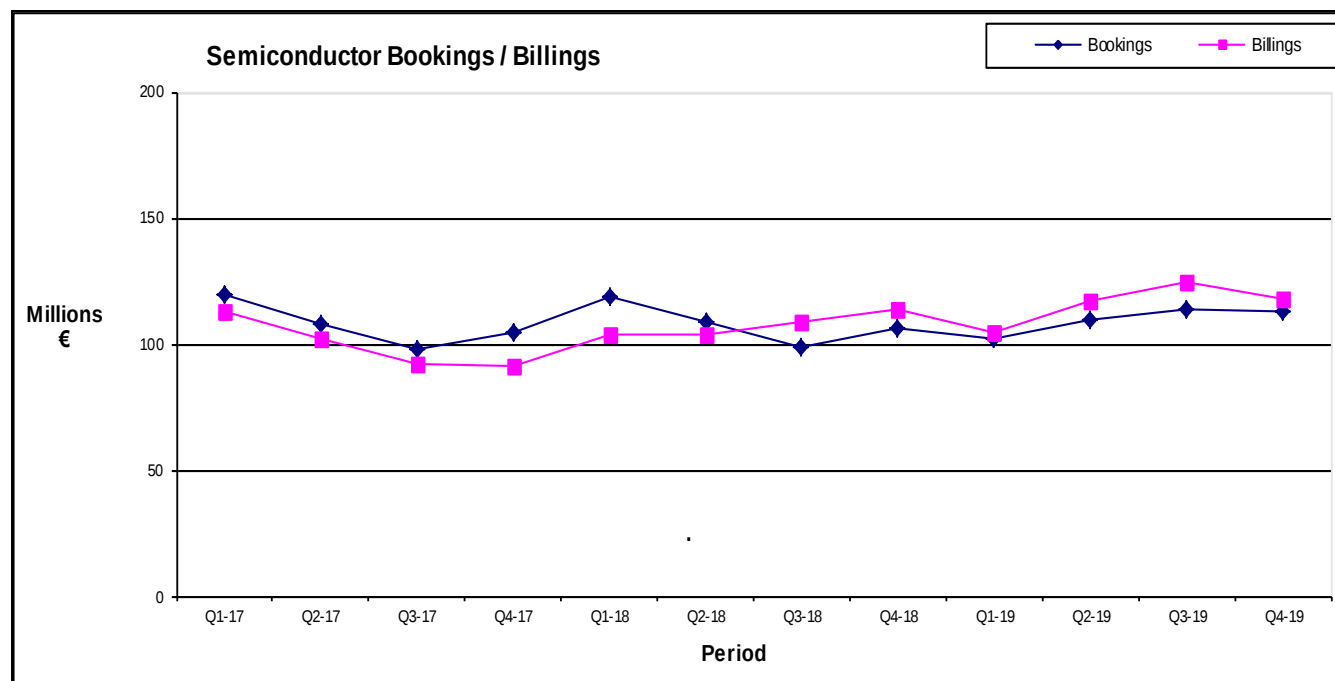
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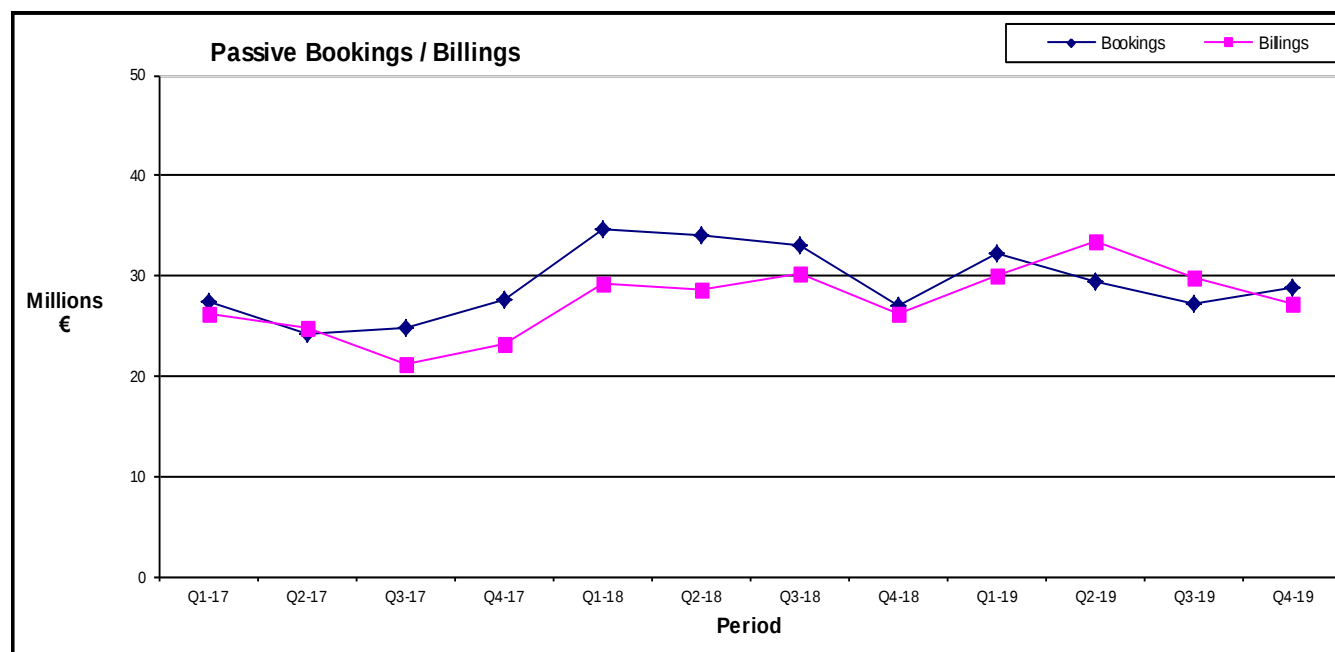
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	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19
Bookings	120	108	98	105	119	109	99	107	102	110	114	113
Billings	113	102	92	91	104	104	109	114	104	117	125	118



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

FRANCE

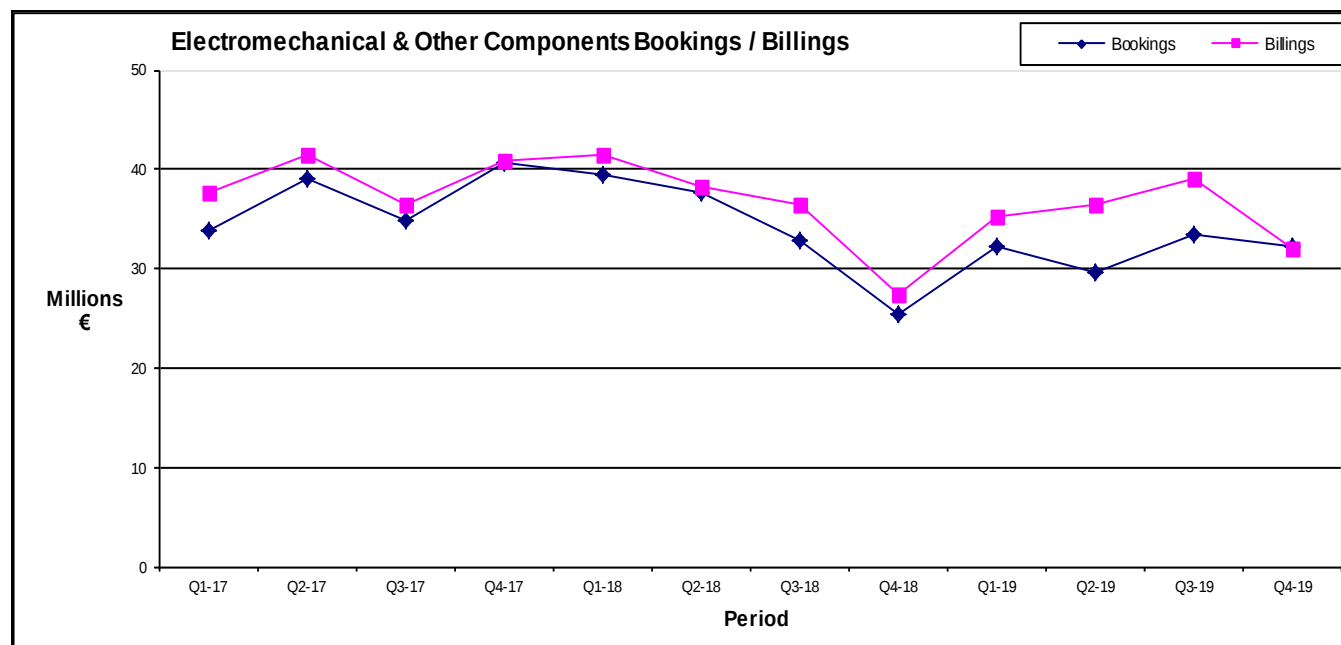
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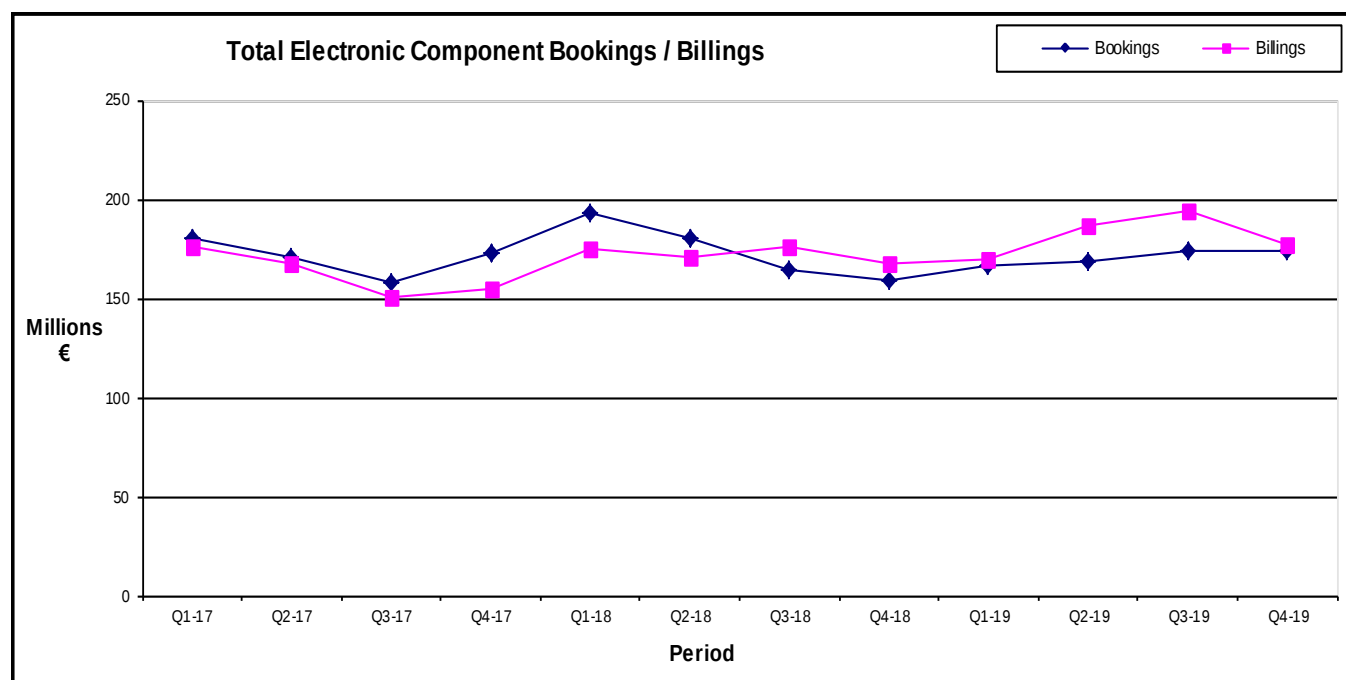
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	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19
Bookings	34	39	35	41	39	38	33	25	32	30	33	32
Billings	38	41	37	41	41	38	36	27	35	36	39	32



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

UK & Eire

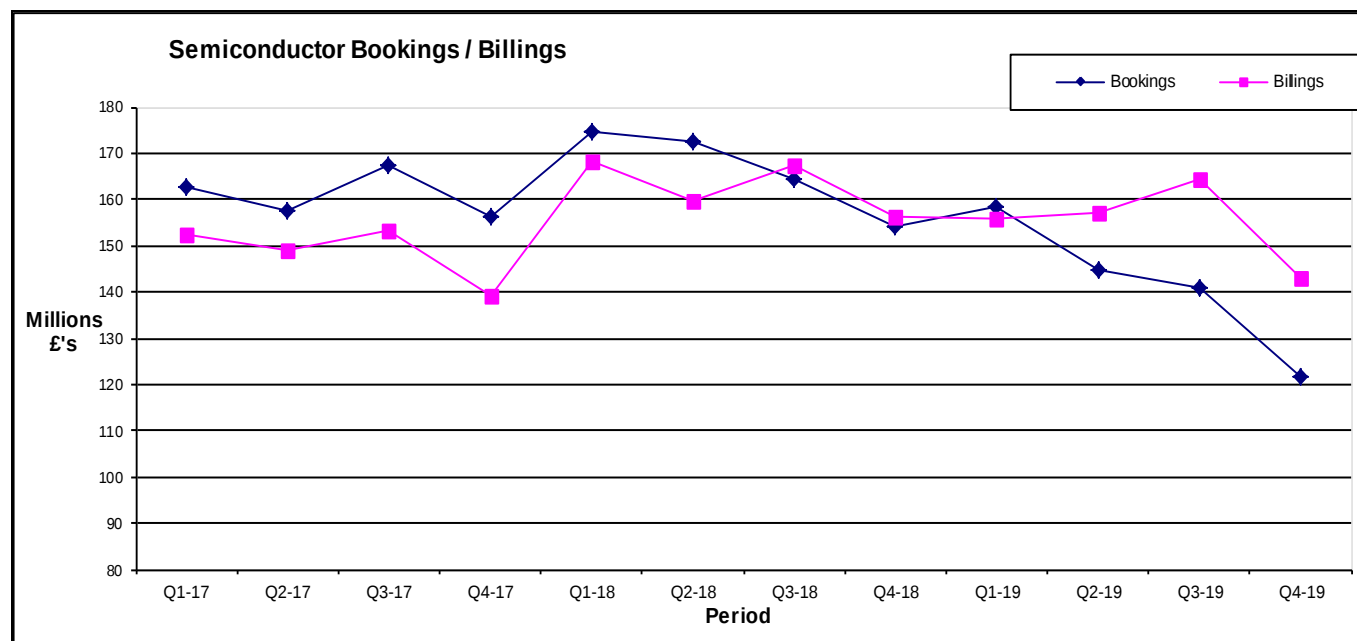
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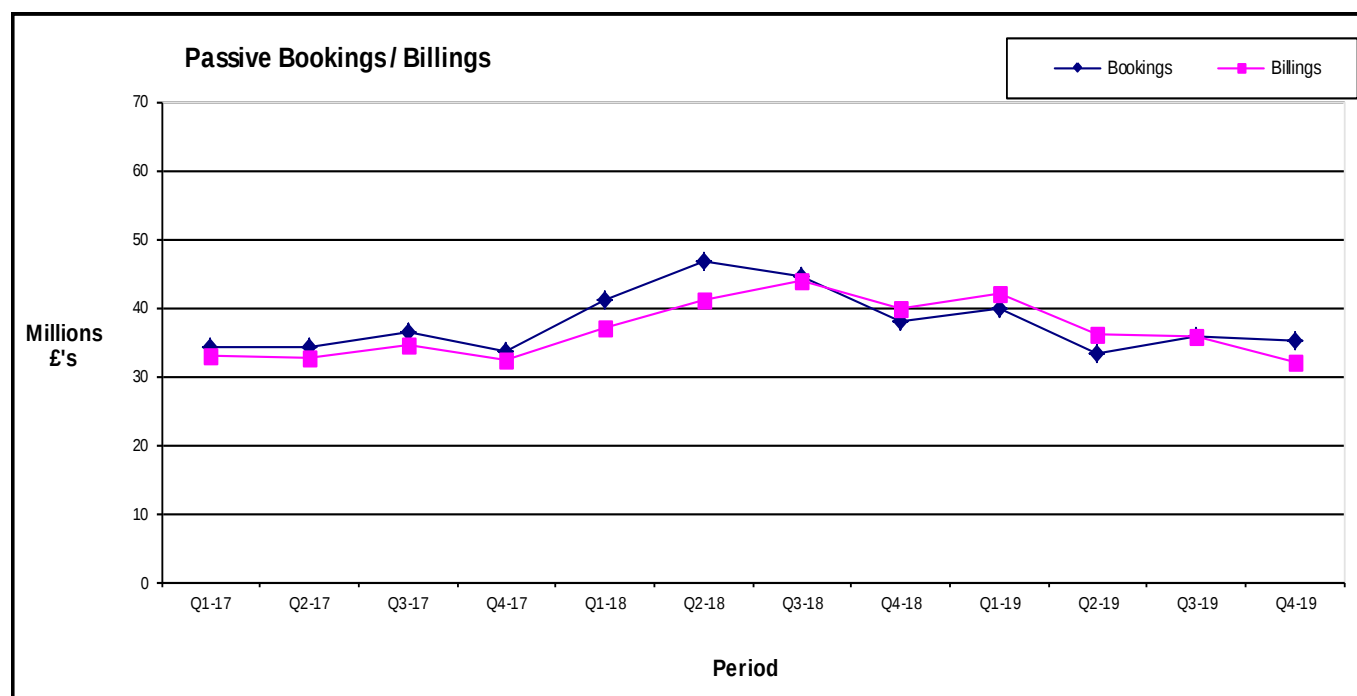
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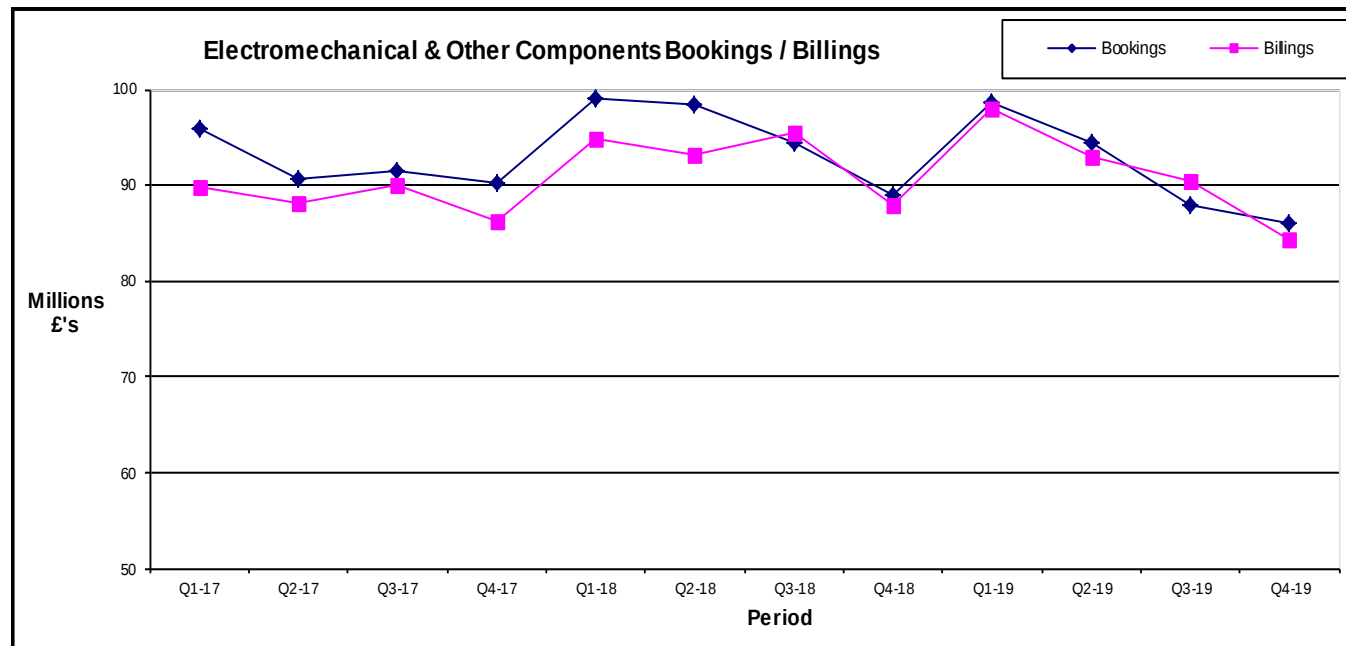


	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19
Bookings	163	158	167	156	175	172	164	154	159	145	141	122
Billings	152	149	153	139	168	160	168	156	156	157	164	143

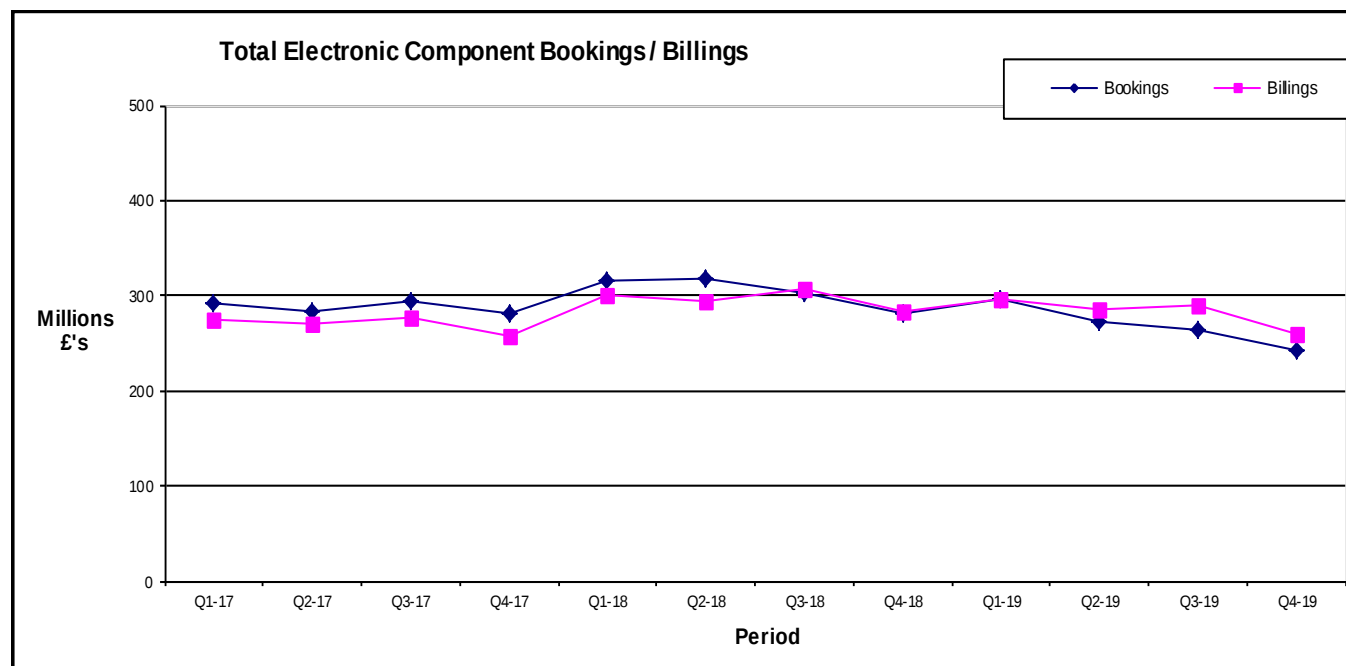


	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19
Bookings	34	34	36	34	41	47	45	38	40	33	36	35
Billings	33	33	35	32	37	41	44	40	42	36	36	32

UK & Eire

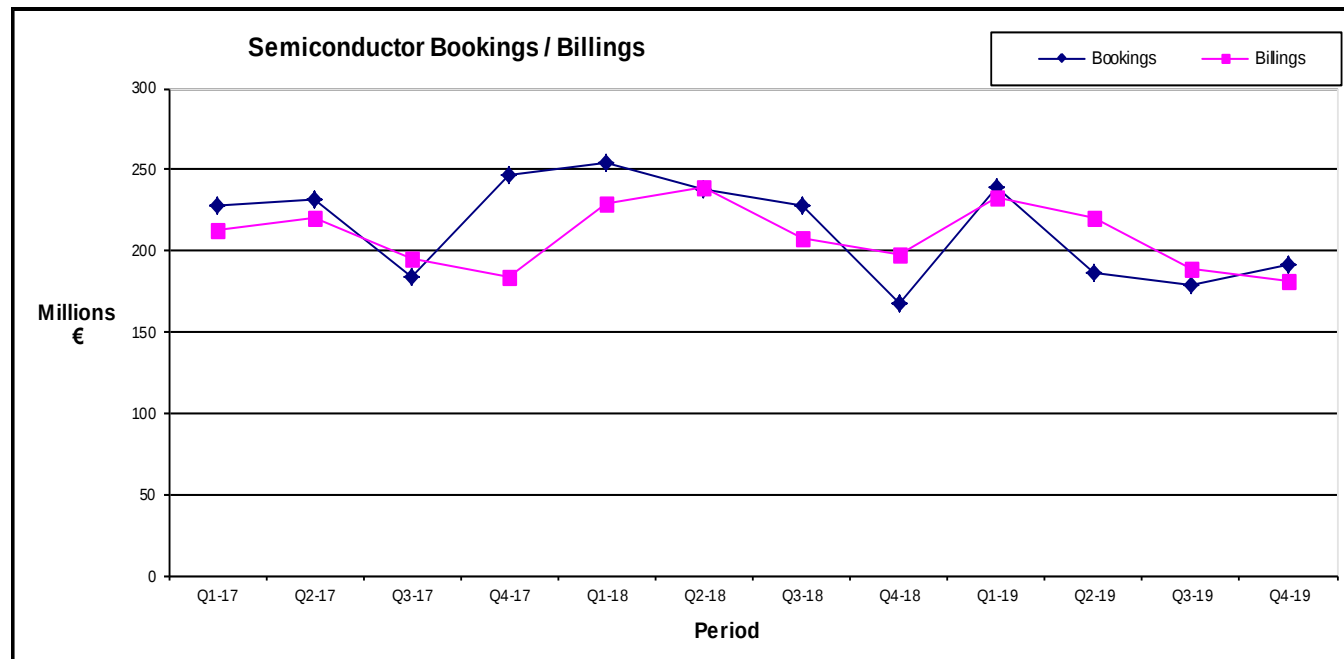


	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19
Bookings	96	91	91	90	99	98	94	89	99	94	88	86
Billings	90	88	90	86	95	93	96	88	98	93	90	84

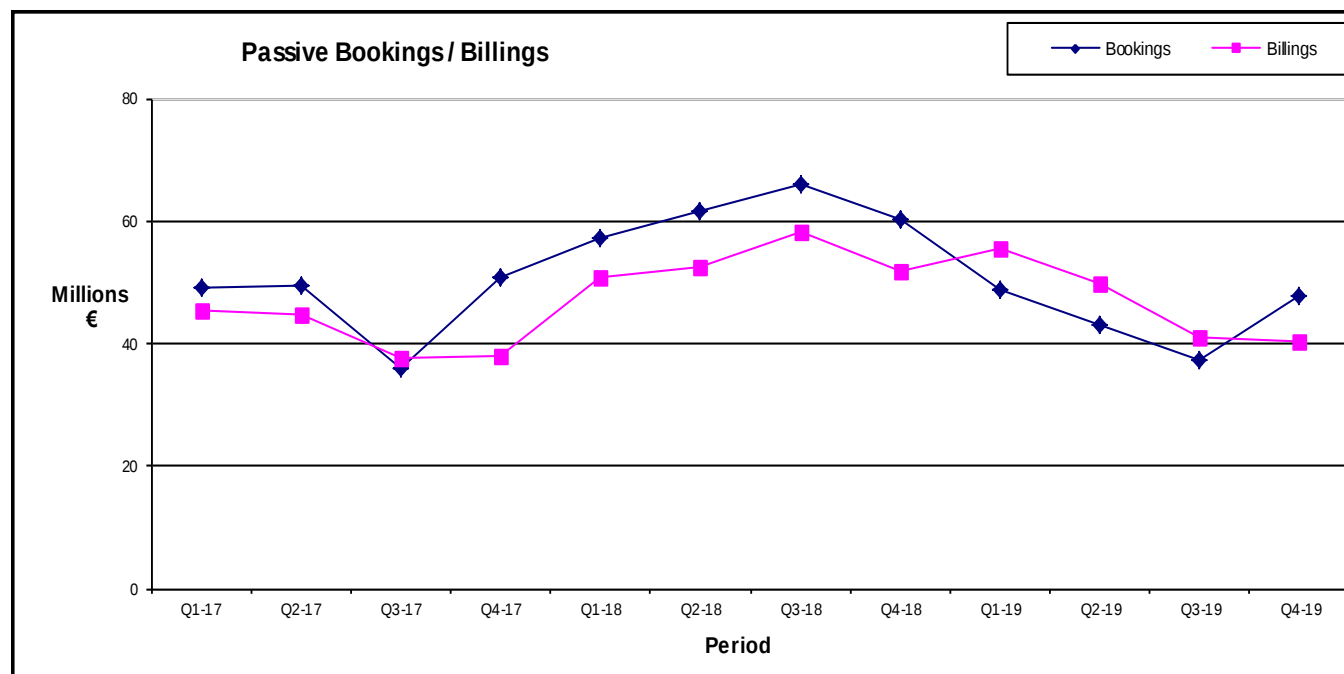


	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19
Bookings	293	283	295	280	315	318	304	281	297	272	264	243
Billings	275	270	278	257	300	294	307	284	296	286	291	259

ITALY



	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19
Bookings	227	232	184	247	255	237	227	167	239	186	179	191
Billings	213	221	195	184	229	239	208	198	233	220	189	182



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

ITALY

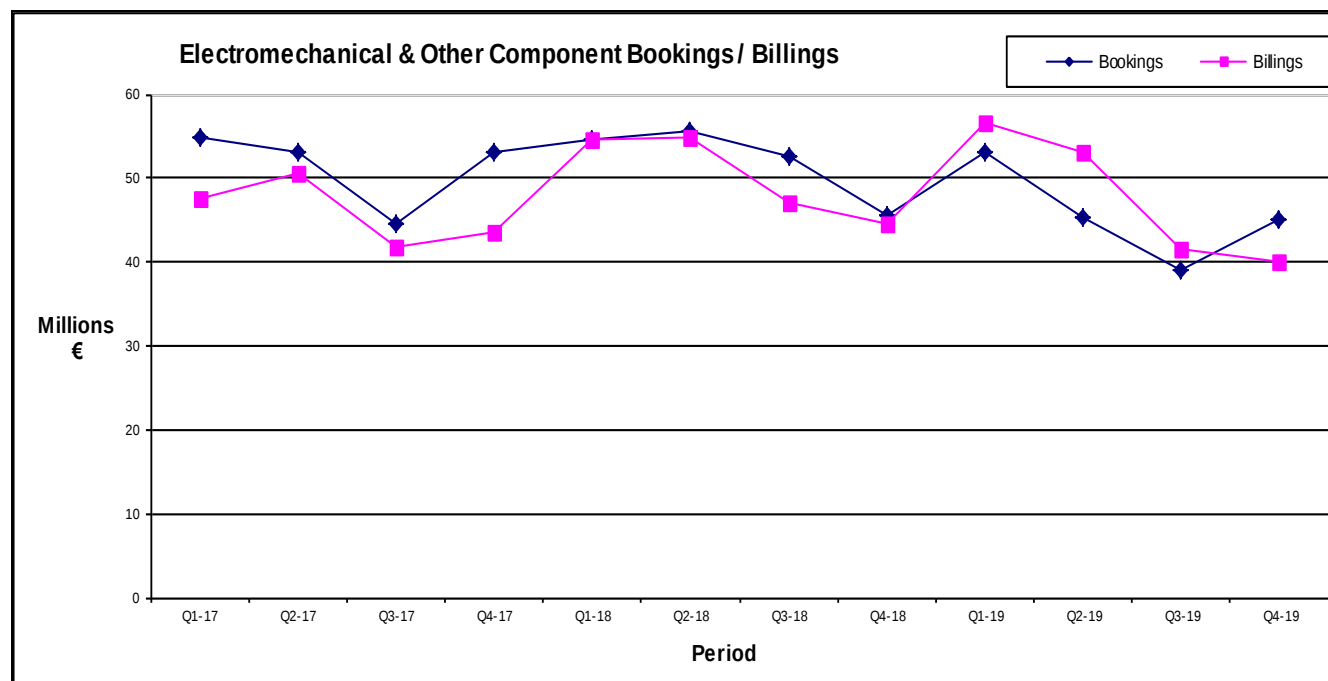
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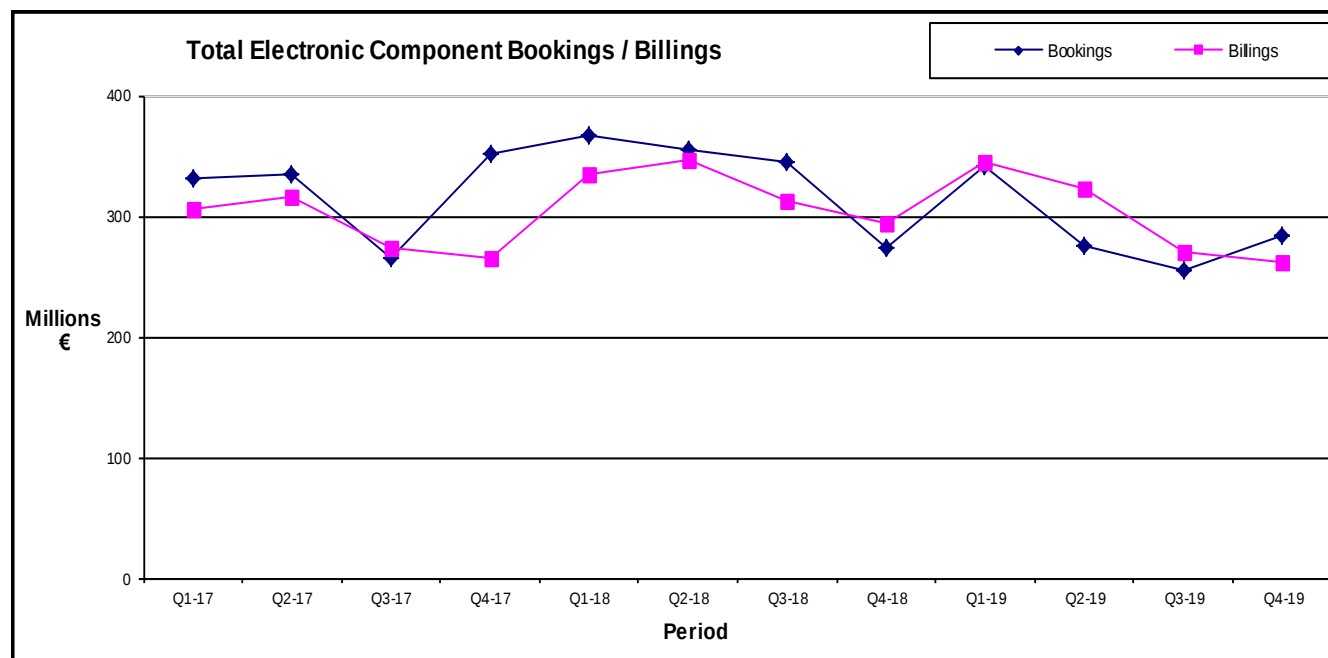
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	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19
Bookings	55	53	44	53	55	56	52	46	53	45	39	45
Billings	48	51	42	44	55	55	47	45	57	53	41	40



	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19
Bookings	331	335	265	351	367	355	346	273	341	275	255	284
Billings	306	316	274	266	334	346	313	294	345	323	271	262

NORDIC

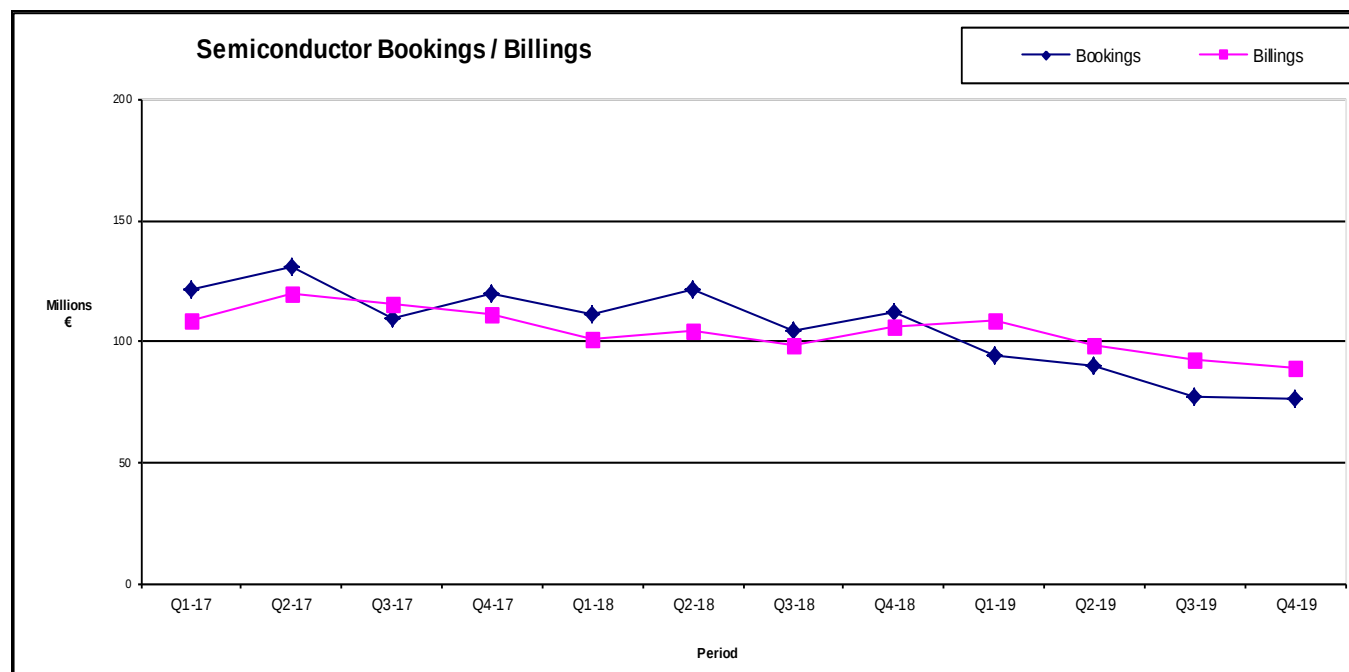
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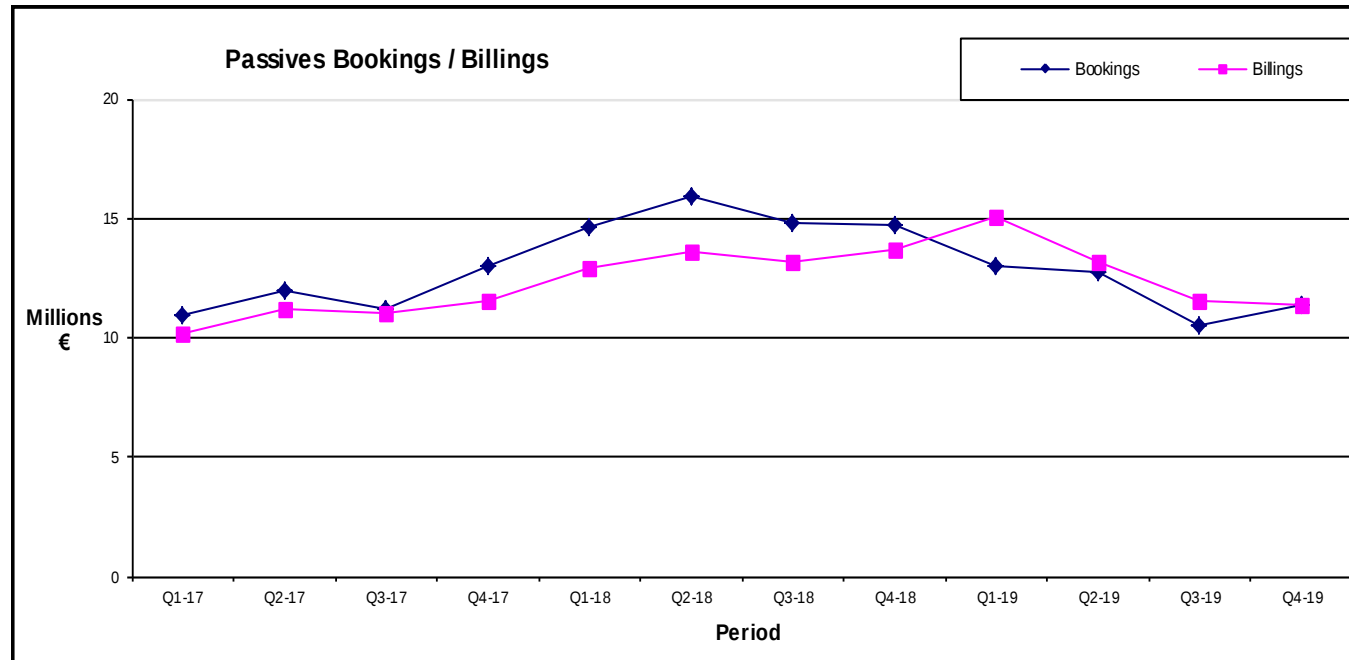
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	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19
Bookings	122	131	110	120	111	122	105	113	95	90	77	76
Billings	109	120	116	111	101	104	98	106	109	99	93	89



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

NORDIC

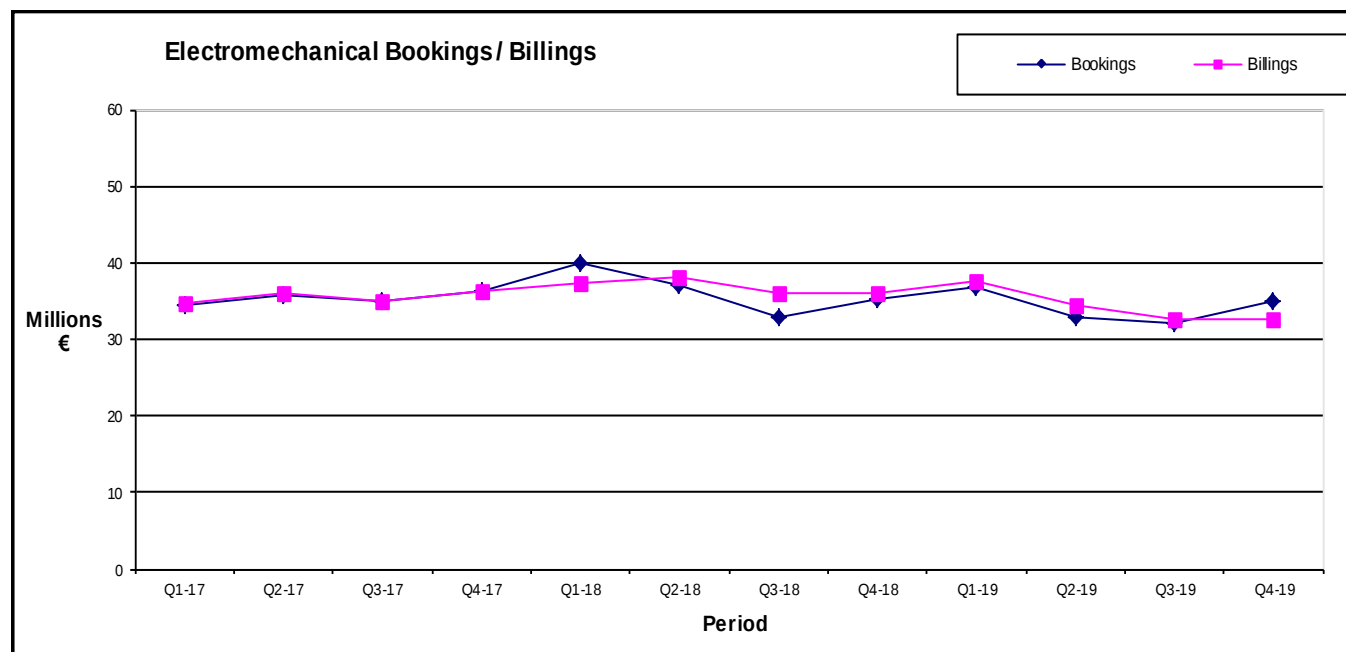
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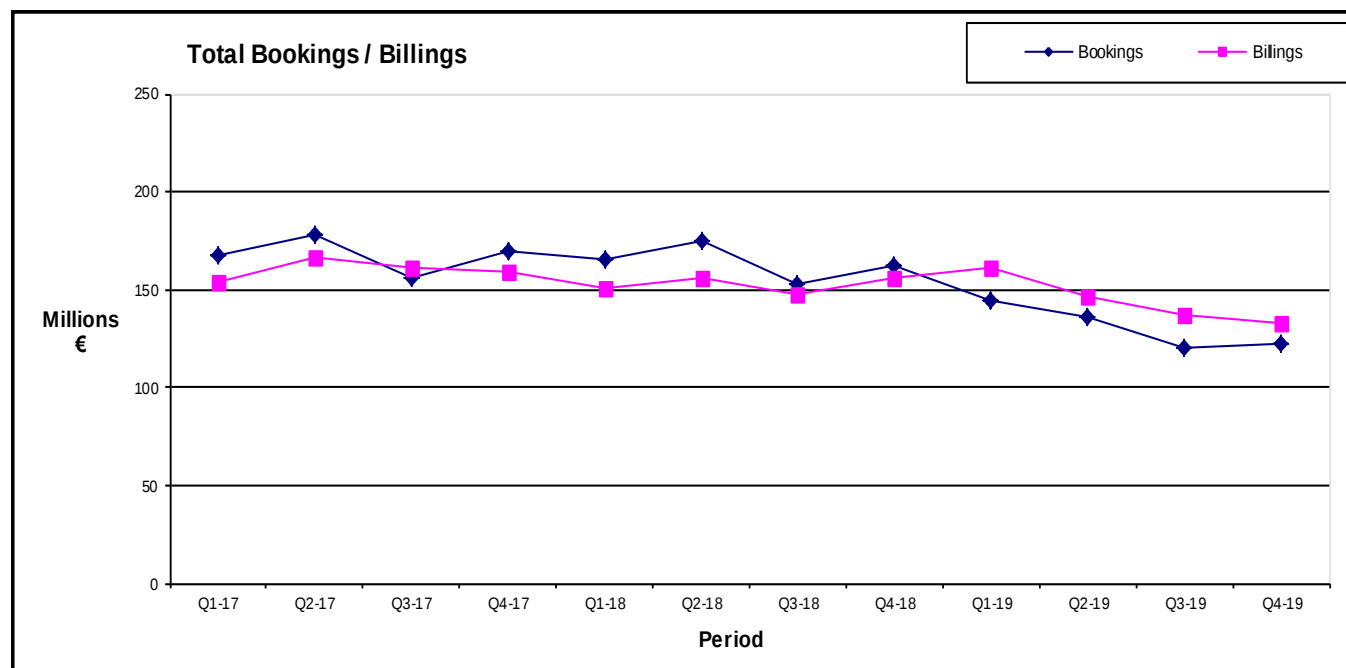
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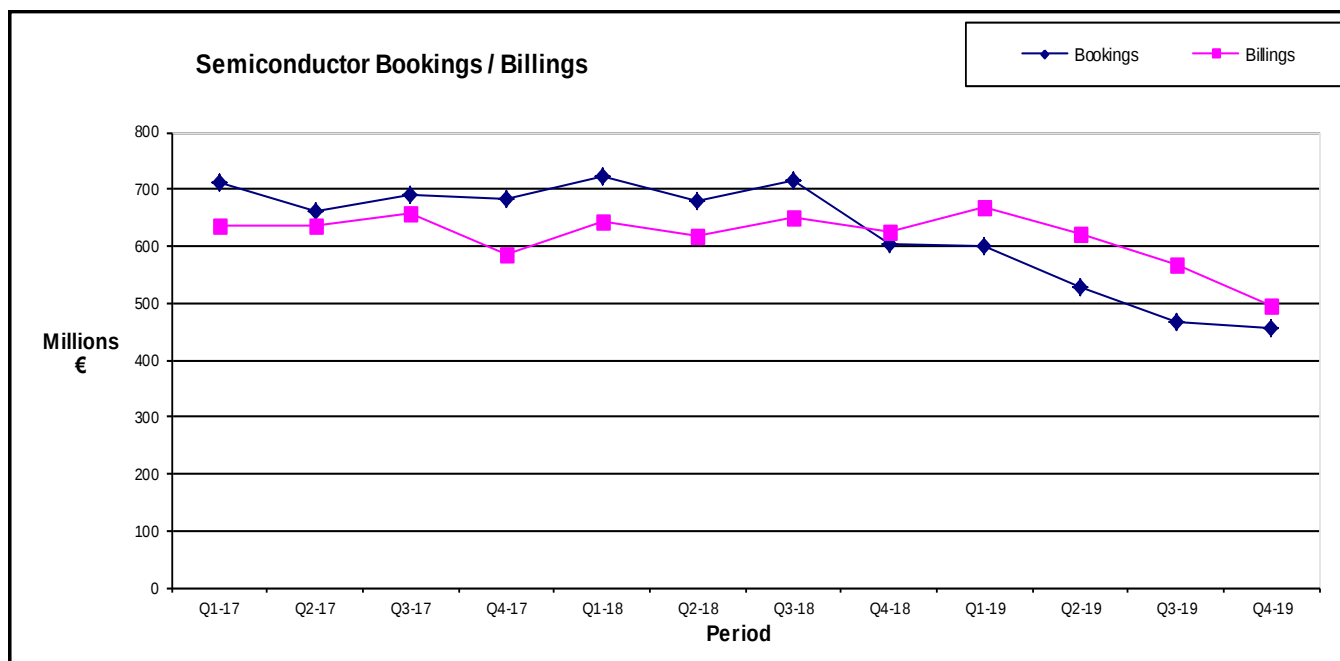


	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19
Bookings	35	36	35	36	40	37	33	35	37	33	32	35
Billings	35	36	35	36	37	38	36	36	37	35	33	33



	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19
Bookings	167	179	156	169	166	175	152	162	144	136	120	122
Billings	154	167	161	159	151	156	147	156	161	147	137	133

GERMANY



	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19
Bookings	710	662	691	684	724	679	714	605	599	528	468	456
Billings	635	636	659	585	642	620	652	623	668	623	566	495



	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19
Bookings	131	126	139	134	111	115	128	99	103	83	79	70
Billings	123	120	126	119	94	95	100	93	132	112	103	84

GERMANY

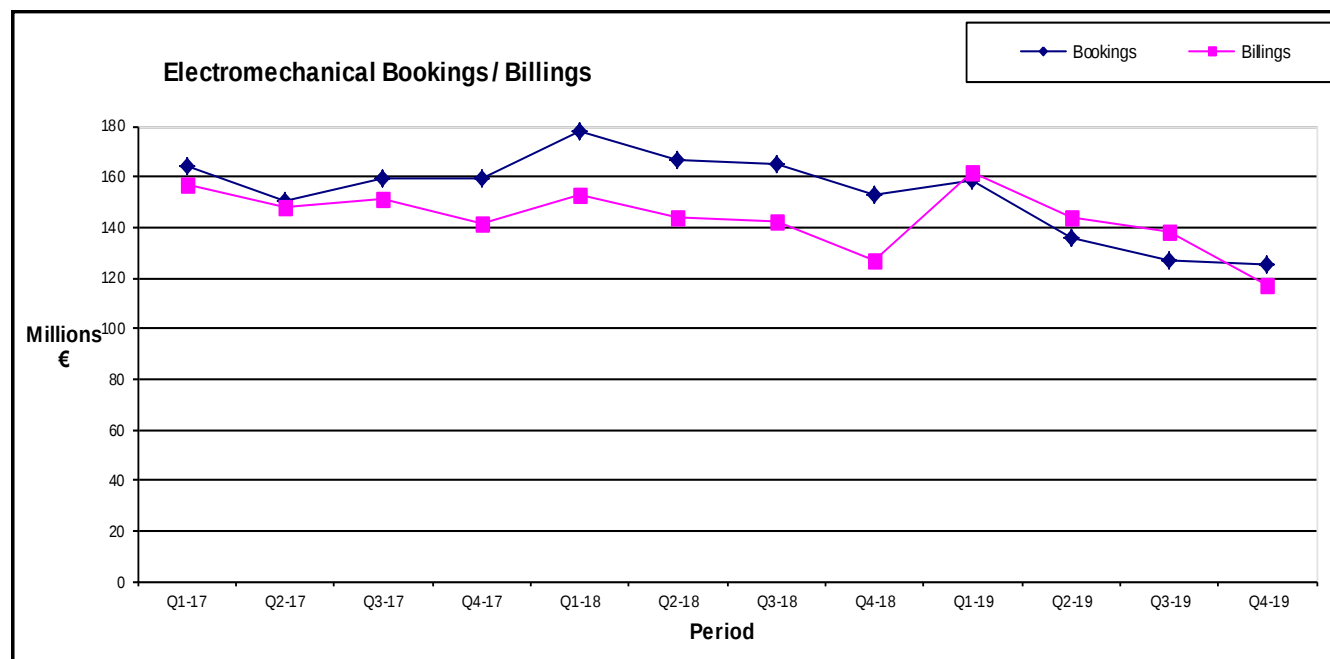
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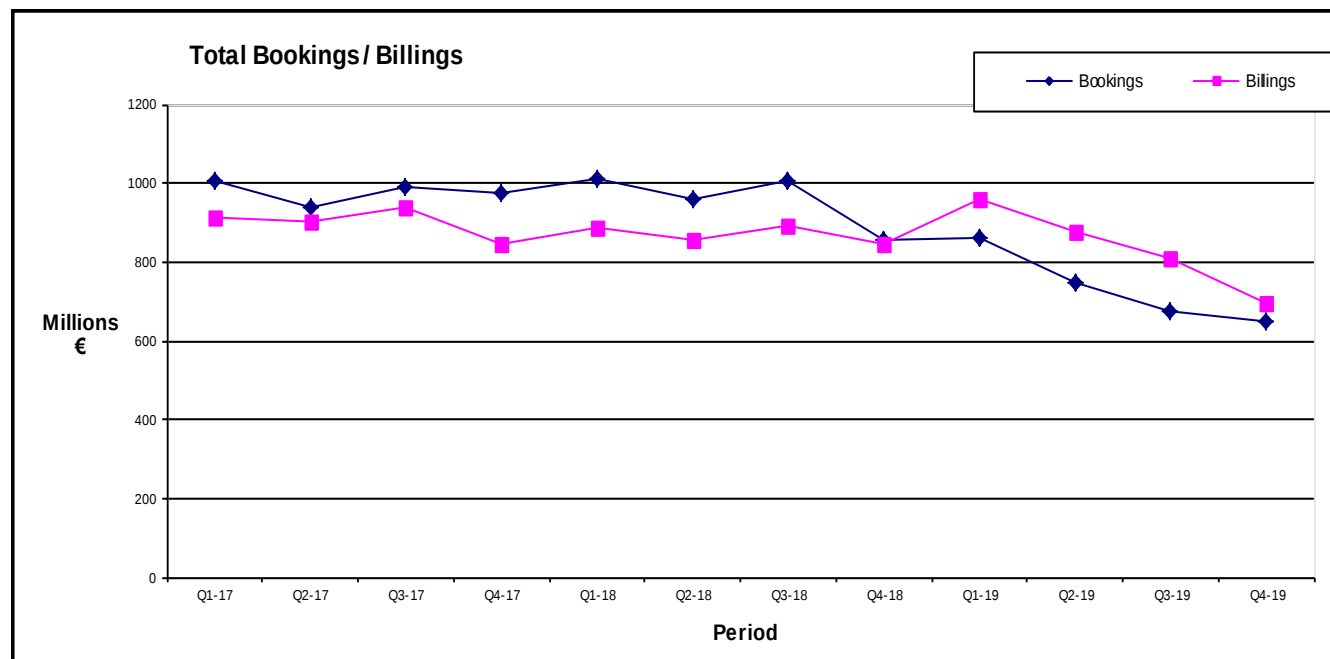
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	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19
Bookings	164	150	159	159	178	167	165	153	159	136	127	125
Billings	157	148	152	141	152	144	143	127	161	144	138	117



	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19
Bookings	1005	938	989	976	1012	961	1006	857	861	747	674	651
Billings	914	904	937	845	889	858	895	844	962	879	808	696

SWITZERLAND

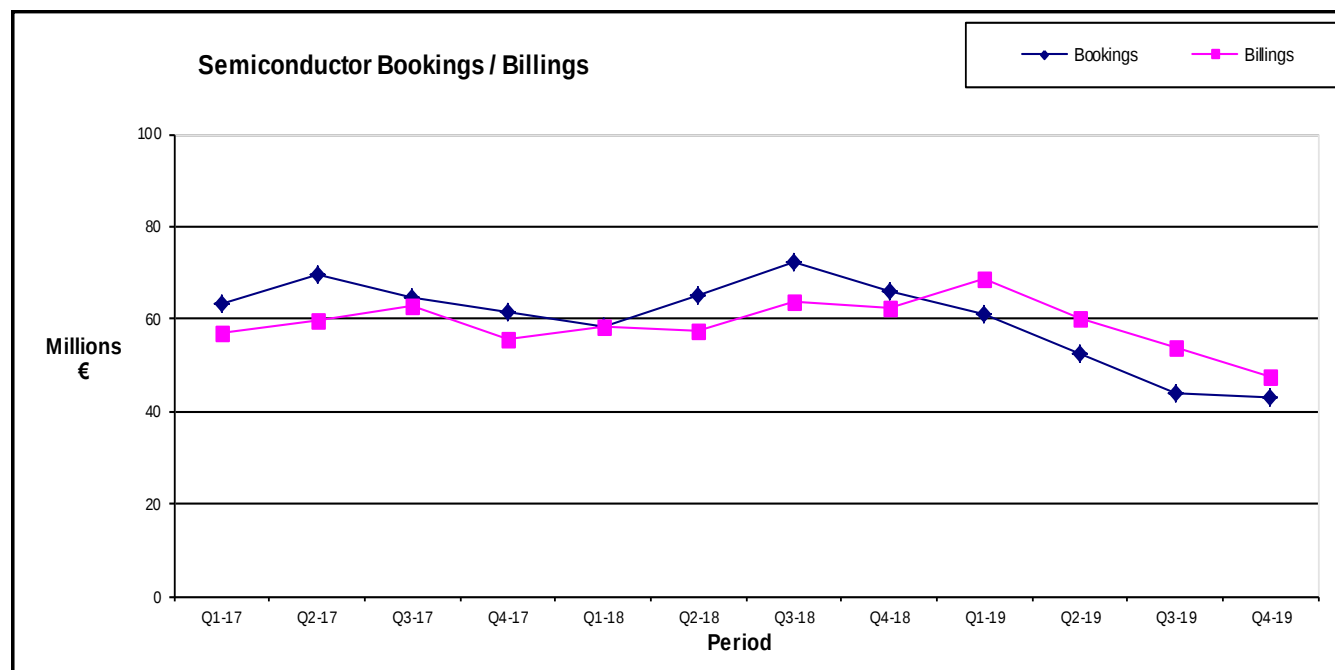
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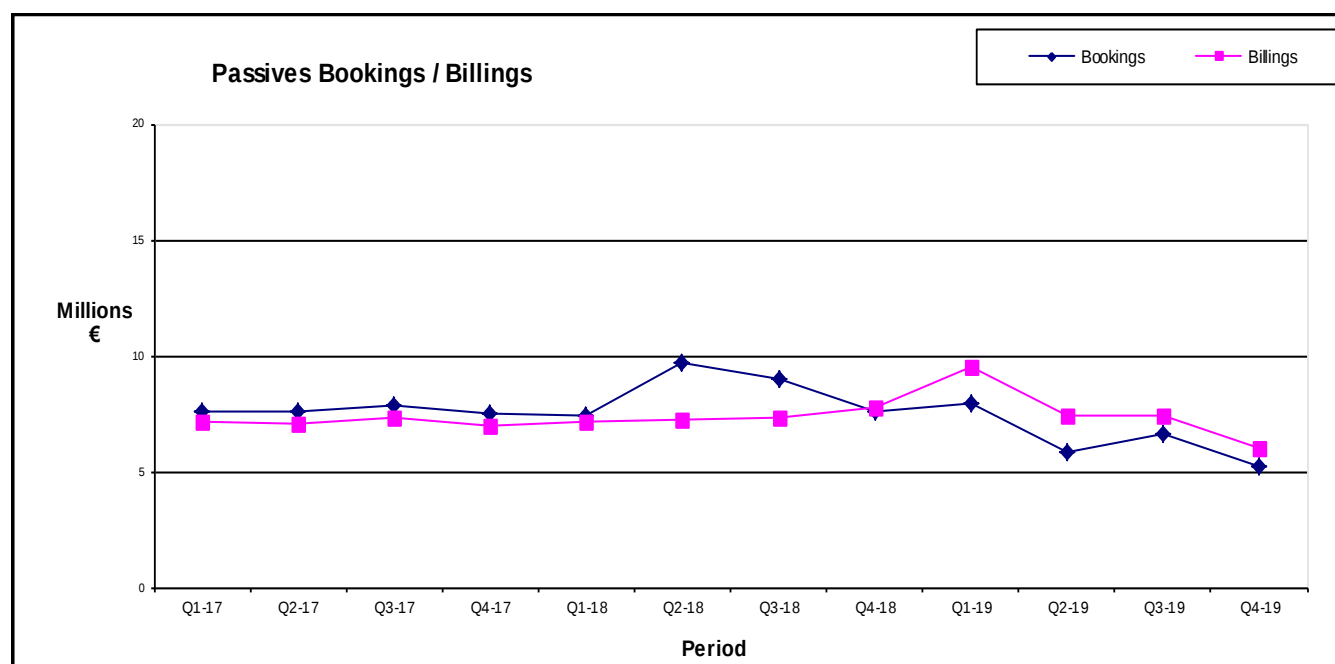
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International
Distribution of
Electronics
Association



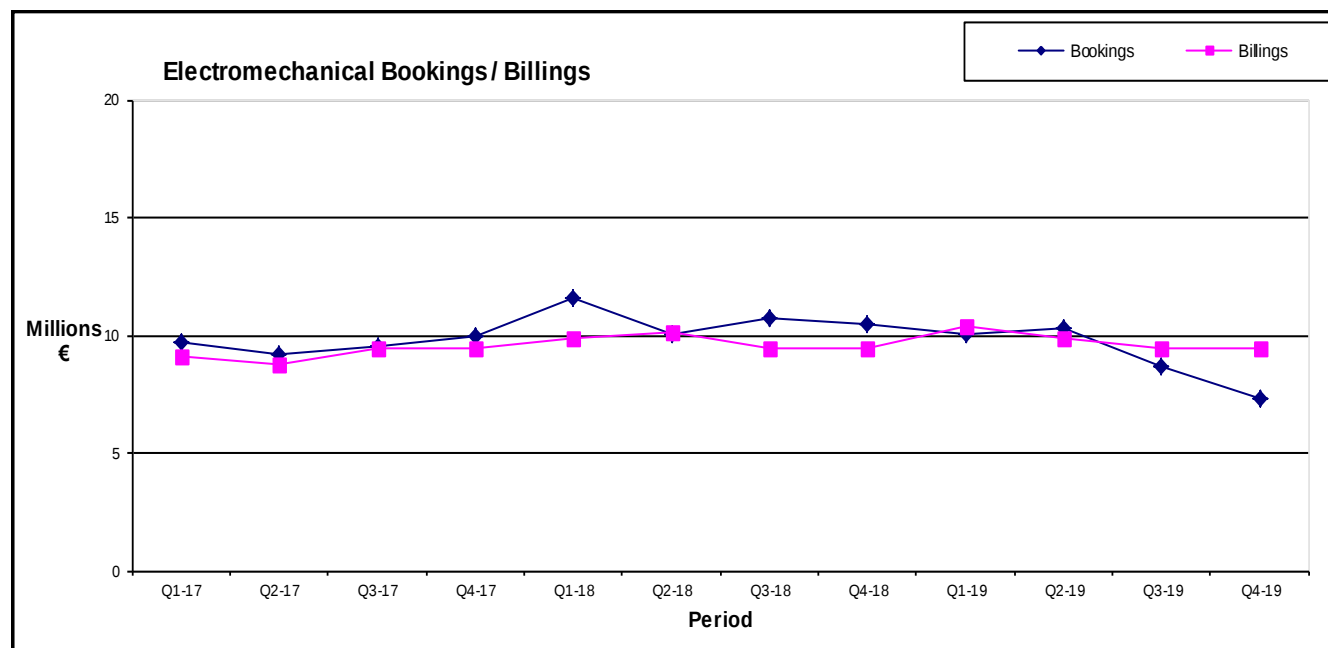


	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19
Bookings	63	69	64	62	58	65	72	66	61	52	44	43
Billings	57	60	63	56	59	57	64	62	69	60	54	47

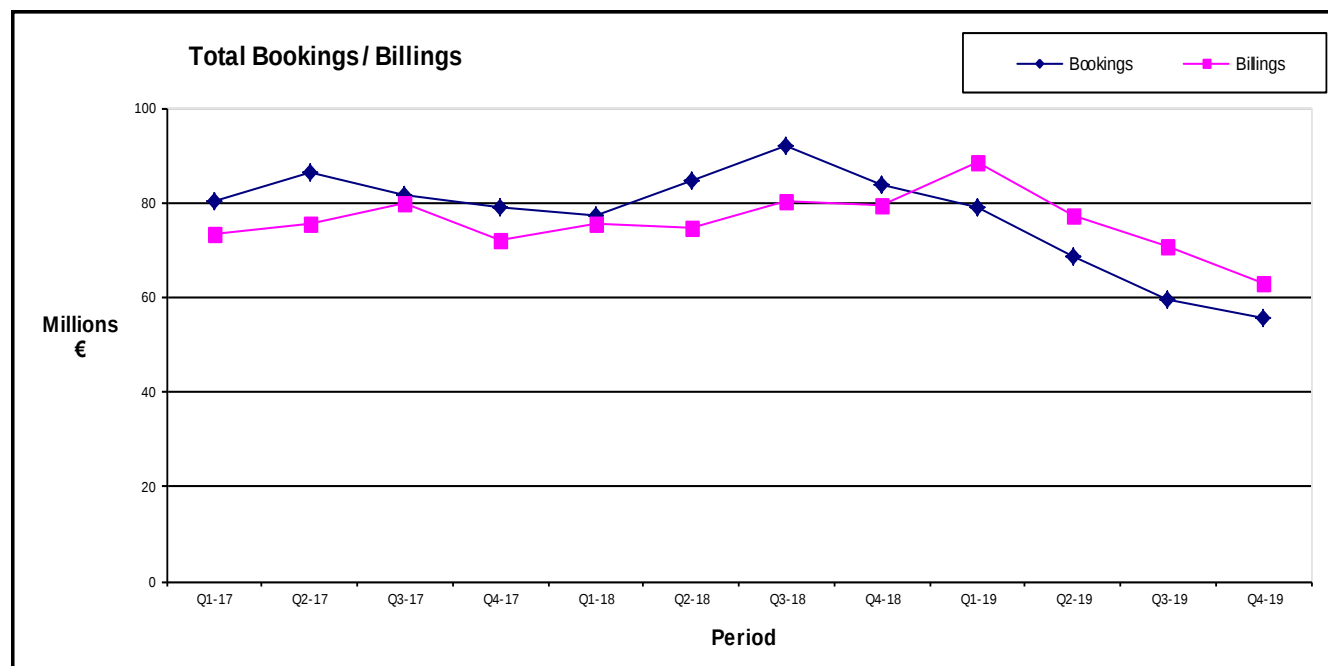


	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19
Bookings	8	8	8	7	7	10	9	8	8	6	7	5
Billings	7	7	7	7	7	7	7	8	9	7	7	6

SWITZERLAND

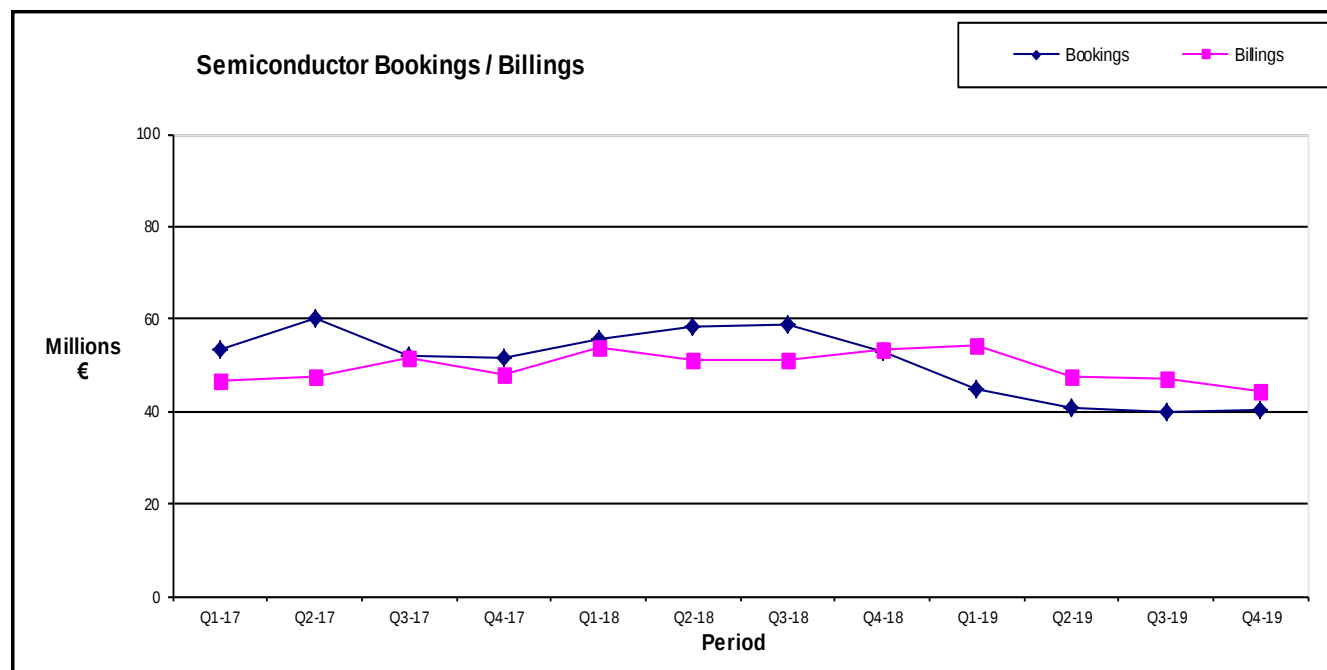


	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19
Bookings	10	9	10	10	12	10	11	10	10	10	9	7
Billings	9	9	9	9	10	10	9	9	10	10	9	9

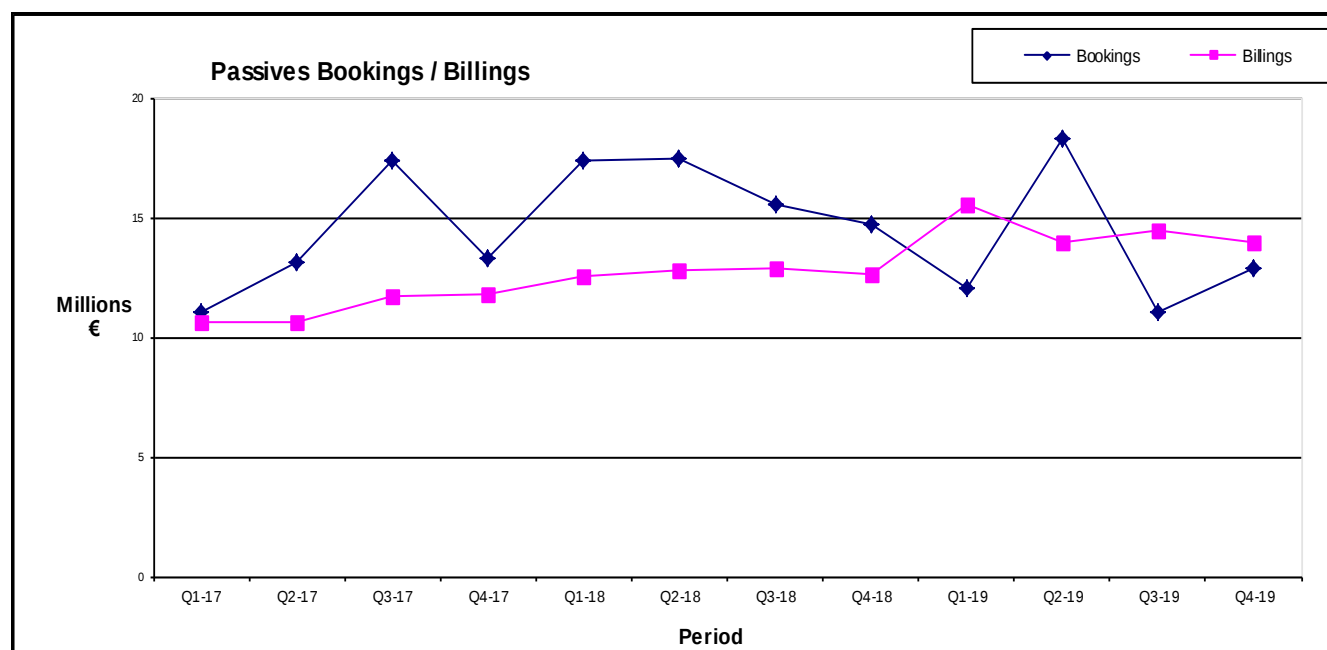


	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19
Bookings	81	86	82	79	77	85	92	84	79	69	59	56
Billings	73	76	80	72	76	75	80	80	89	78	71	63

AUSTRIA

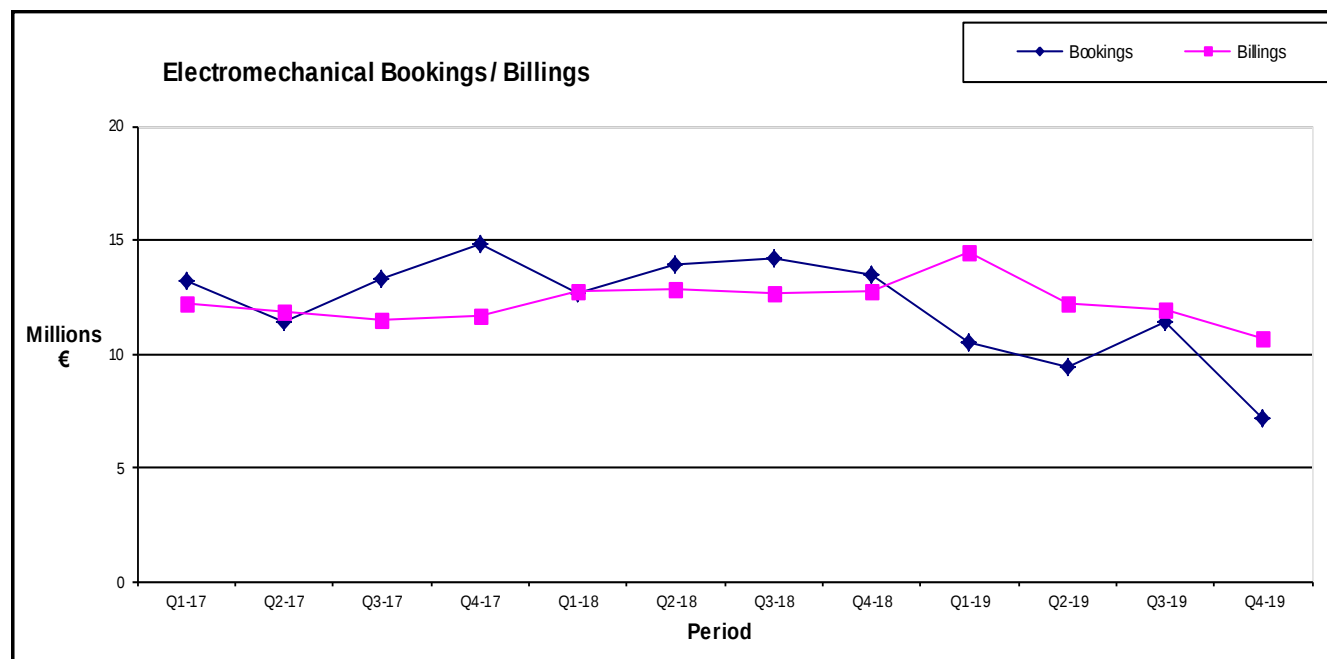


	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19
Bookings	54	60	52	52	56	58	59	53	45	41	40	40
Billings	47	47	52	48	54	51	51	53	54	48	47	44

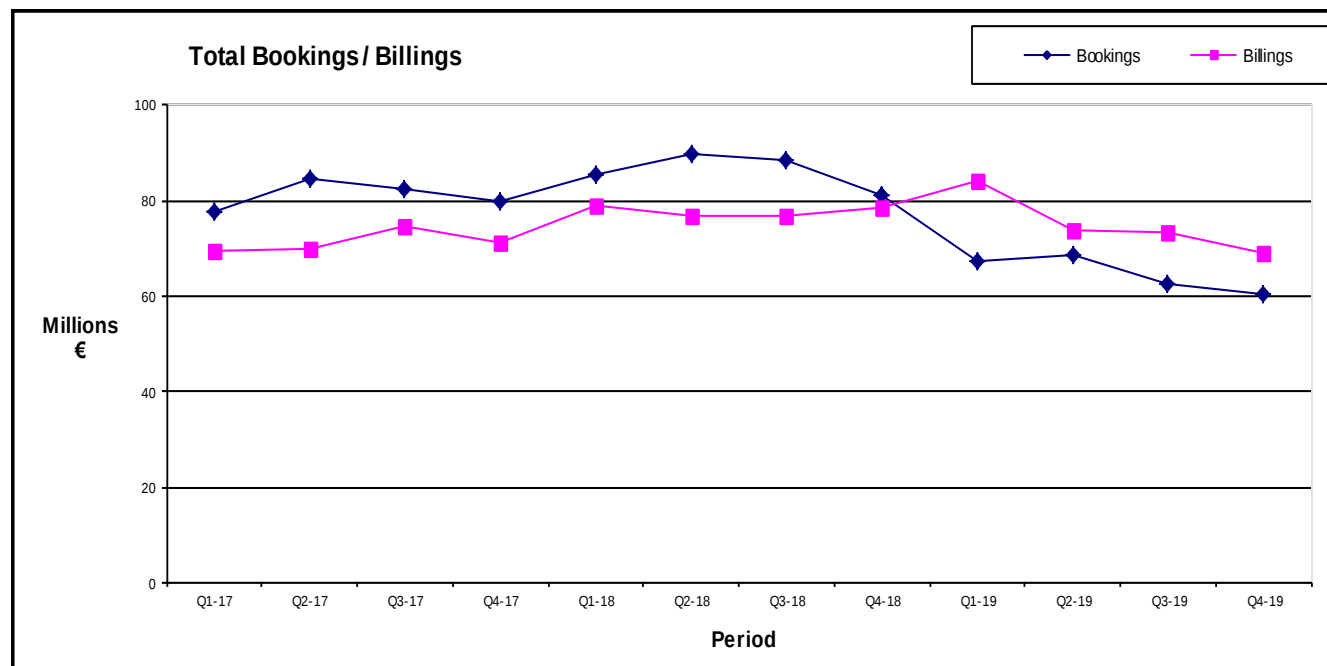


	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19
Bookings	11	13	17	13	17	18	16	15	12	18	11	13
Billings	11	11	12	12	13	13	13	13	16	14	14	14

AUSTRIA

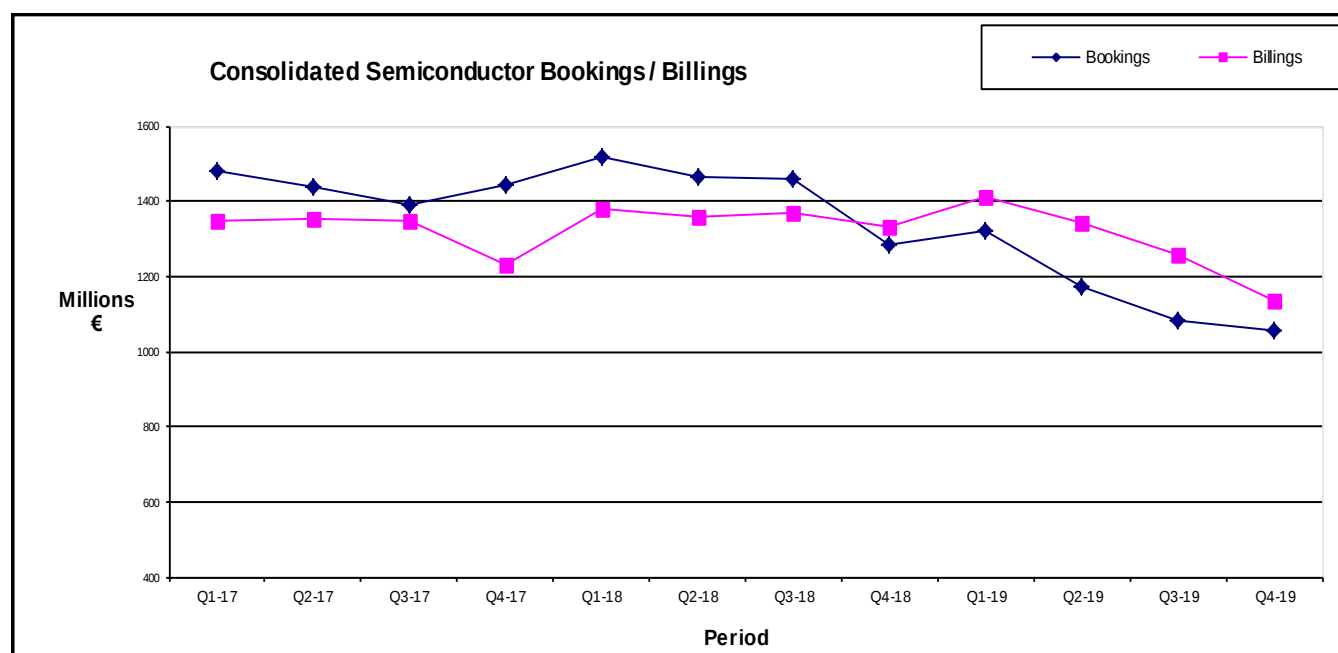


	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19
Bookings	13	11	13	15	13	14	14	13	10	9	11	7
Billings	12	12	11	12	13	13	13	13	14	12	12	11

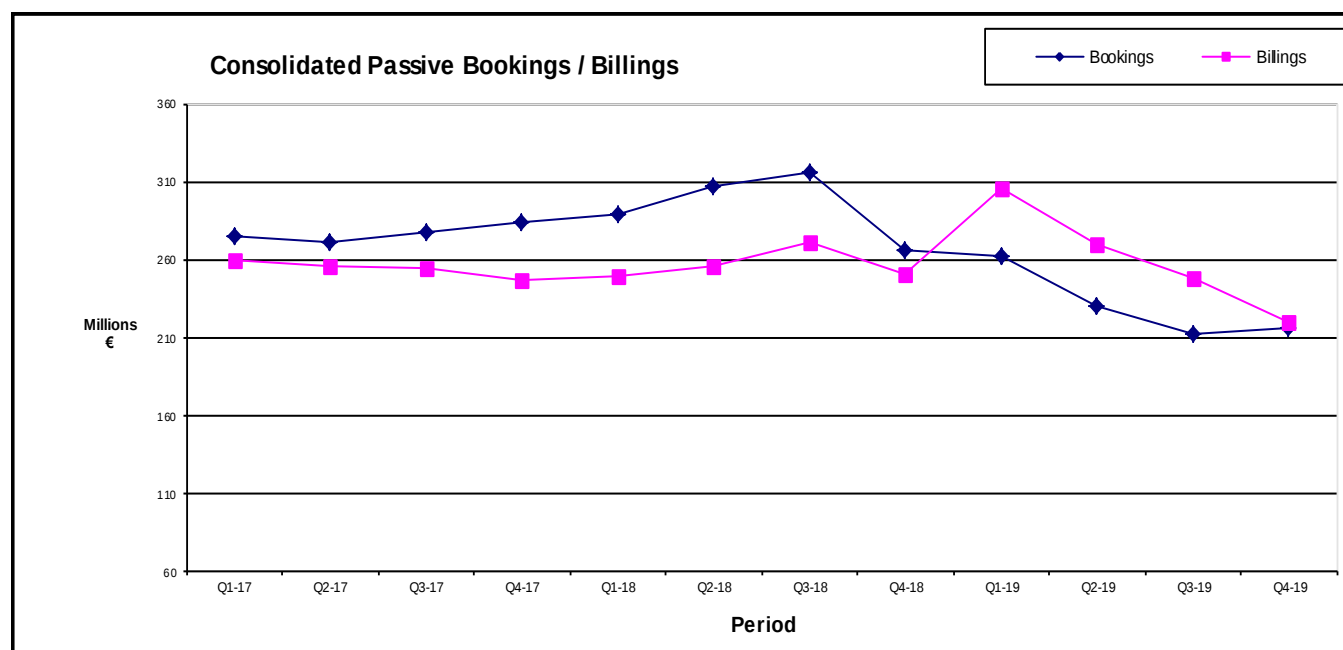


	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19
Bookings	78	85	83	80	86	90	88	81	67	69	63	60
Billings	70	70	75	71	79	77	77	78	84	74	73	69

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

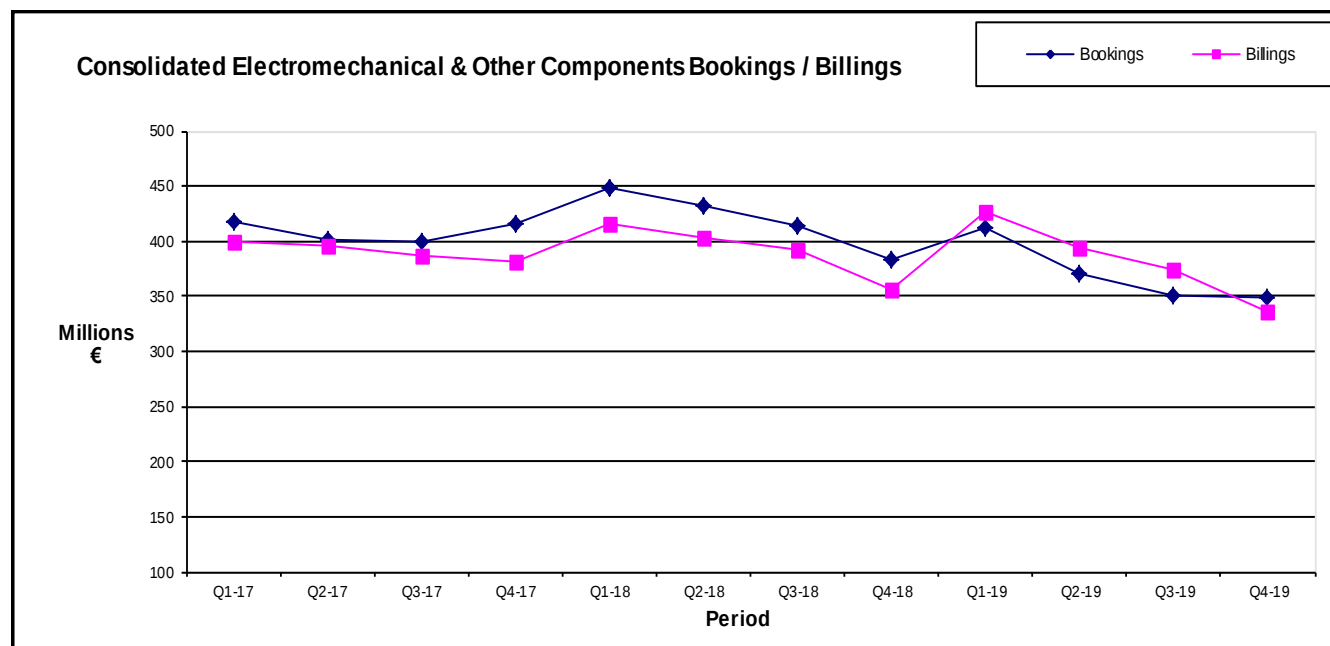


	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19
Bookings	1479	1440	1388	1445	1520	1466	1462	1284	1321	1171	1081	1057
Billings	1345	1353	1349	1231	1378	1356	1371	1334	1414	1345	1259	1137

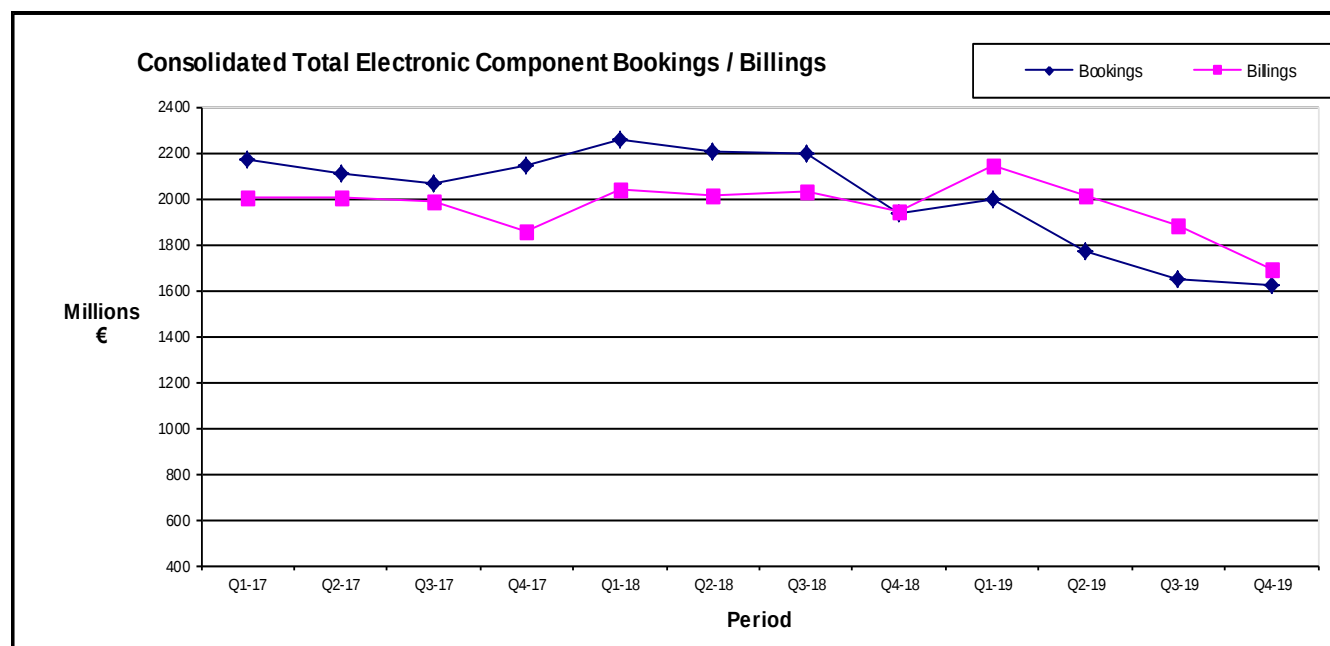


	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19
Bookings	275	271	277	284	289	307	316	266	262	230	212	215
Billings	259	256	254	247	248	256	271	251	306	270	248	220

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

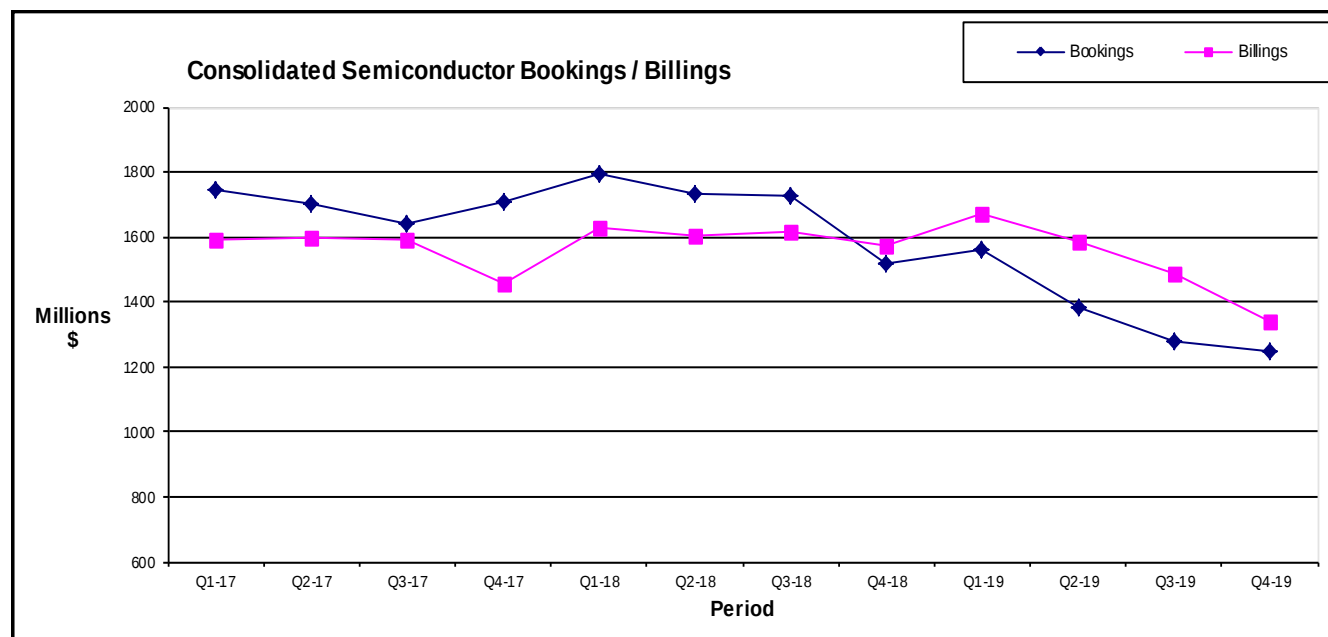


	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19
Bookings	418	401	400	416	448	432	415	384	413	370	351	349
Billings	400	396	388	381	416	403	392	357	426	395	375	337

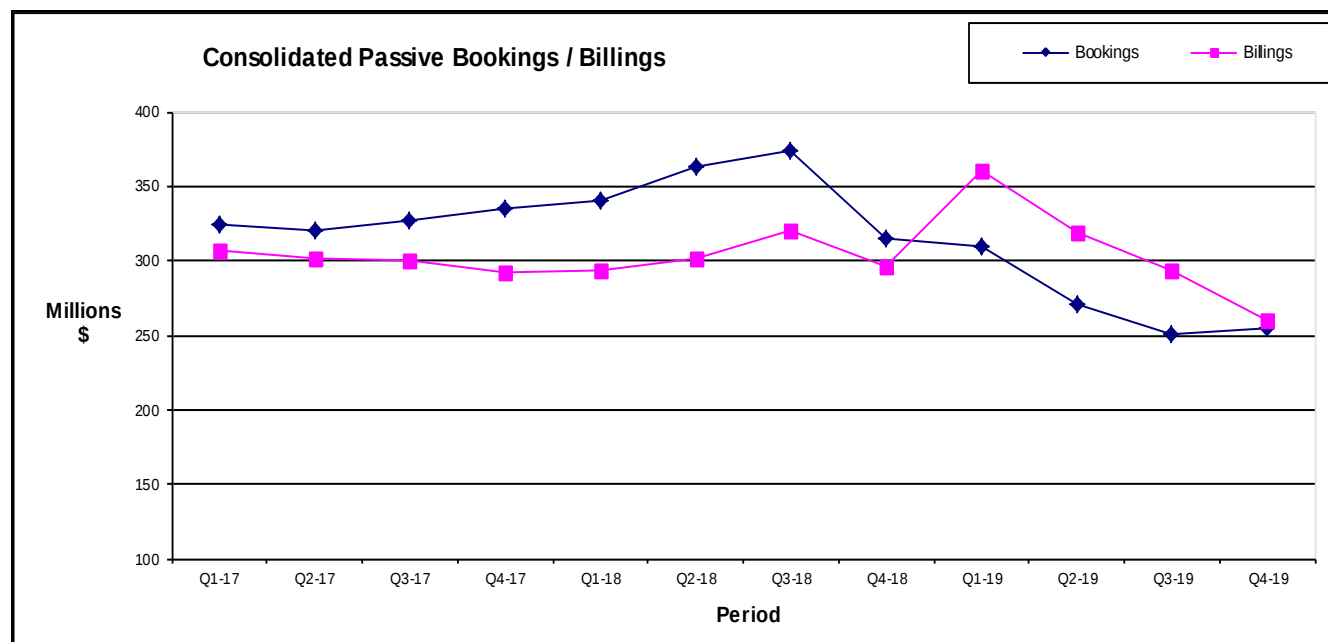


	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19
Bookings	2173	2112	2065	2145	2256	2205	2193	1934	1996	1771	1644	1622
Billings	2004	2005	1991	1859	2042	2015	2034	1941	2146	2010	1882	1694

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

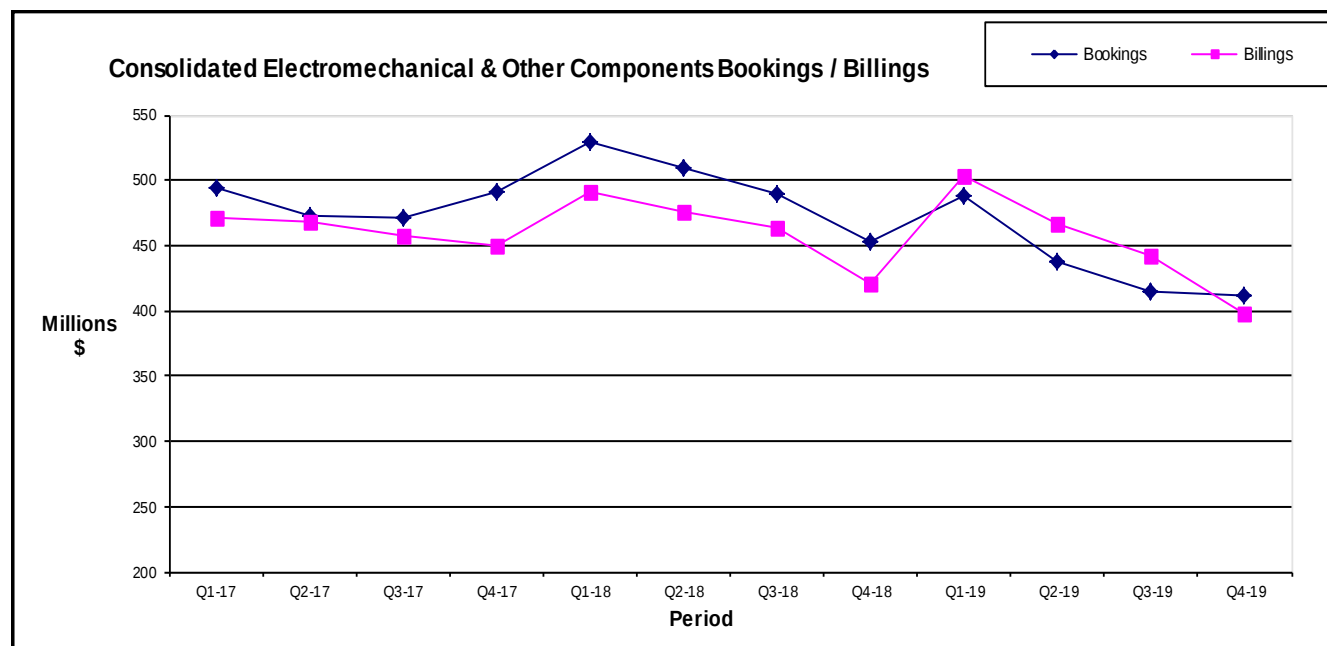


	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19
Bookings	1747	1701	1639	1707	1795	1731	1726	1516	1559	1383	1276	1248
Billings	1589	1598	1593	1454	1628	1601	1619	1575	1669	1588	1487	1343

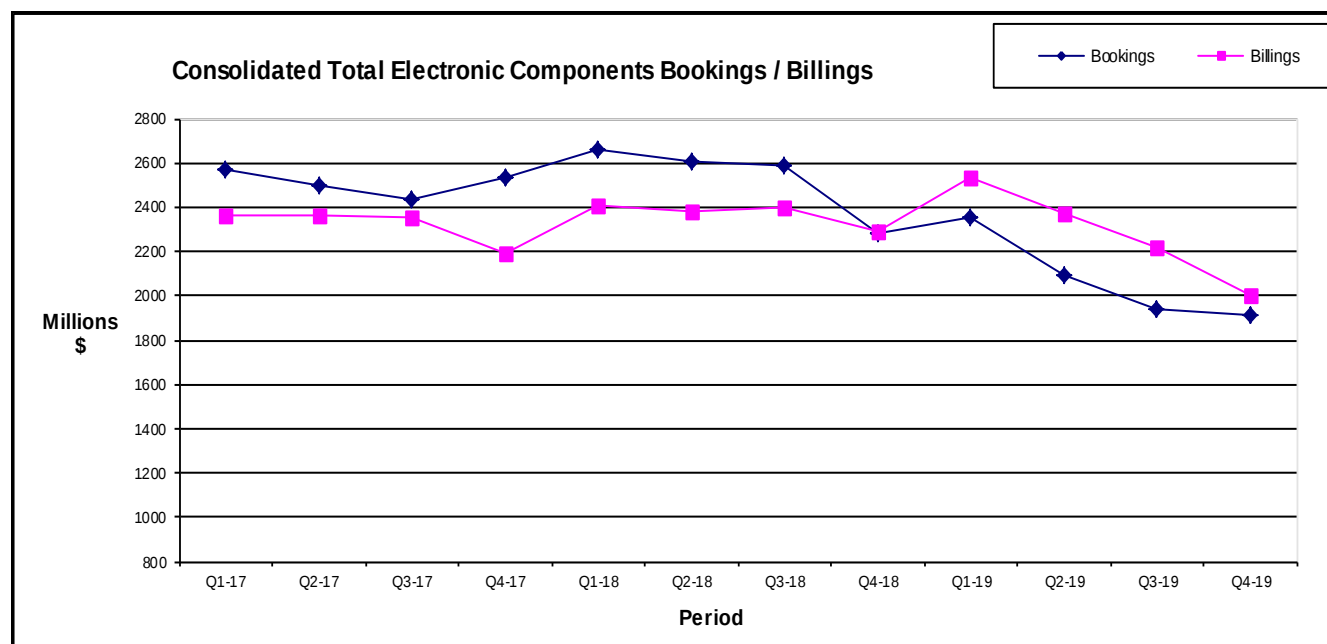


	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19
Bookings	325	320	327	336	341	363	373	314	310	271	250	254
Billings	306	302	300	292	293	302	320	296	361	319	293	259

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



	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19
Bookings	494	473	472	491	529	510	490	453	487	437	414	412
Billings	472	467	458	450	491	476	463	421	503	466	443	398



	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19	Q2-19	Q3-19	Q4-19
Bookings	2566	2495	2438	2533	2664	2603	2589	2284	2356	2091	1941	1915
Billings	2367	2367	2351	2195	2412	2380	2402	2292	2534	2373	2223	2000