

QUARTERLY TREND STATISTICS

Q4-2015

TABLE OF CONTENTS

Page		Country	Currency
4	• Introduction		
6	• Quarterly Semiconductor Billings Trend	France, UK & Eire, Italy, Nordic, Germany, Switzerland and Austria	€
6	• Quarterly Passive Components Billings Trend	France, UK & Eire, Italy, Nordic, Germany, Switzerland and Austria	€
7	• Quarterly Electromechanical & Other Component Billings Trend	France, UK & Eire, Italy, Nordic, Germany, Switzerland and Austria	€
7	• Quarterly Total Electronic Components Billings Trend	France, UK & Eire, Italy, Nordic, Germany, Switzerland and Austria	€
8	• Quarterly Semiconductor Bookings/Billings	France	€
8	• Quarterly Passive Component Bookings/Billings	France	€
9	• Quarterly Electromechanical & Other Component Bookings/Billings	France	€
9	• Quarterly Total Electronic Component Bookings/Billings	France	€
10	• Quarterly Semiconductor Bookings/Billings (with PC market identified)	UK & Eire	£
10	• Quarterly Passive Component Bookings/Billings	UK & Eire	£
11	• Quarterly Electromechanical & Other Component Bookings/Billings	UK & Eire	£
11	• Quarterly Total Electronic Component Bookings/Billings	UK & Eire	£
12	• Quarterly Semiconductor Bookings/Billings	Italy	€
12	• Quarterly Passive Component Bookings/Billings	Italy	€
13	• Quarterly Electromechanical & Other Component Bookings/Billings	Italy	€
13	• Quarterly Total Electronic Component Bookings/Billings	Italy	€
14	• Quarterly Semiconductor Bookings/Billings	Nordic	€
14	• Quarterly Passive Component Bookings/Billings	Nordic	€
15	• Quarterly Electromechanical & Other Component Bookings/Billings	Nordic	€
15	• Quarterly Total Electronic Component Bookings/Billings	Nordic	€
16	• Quarterly Semiconductor Bookings/Billings	Germany	€
16	• Quarterly Passive Component Bookings/Billings	Germany	€
17	• Quarterly Electromechanical & Other Component Bookings/Billings	Germany	€
17	• Quarterly Total Electronic Component Bookings/Billings	Germany	€
18	• Quarterly Semiconductor Bookings/Billings	Switzerland	€
18	• Quarterly Passive Component Bookings/Billings	Switzerland	€
19	• Quarterly Electromechanical & Other Component Bookings/Billings	Switzerland	€
19	• Quarterly Total Electronic Component Bookings/Billings	Switzerland	€

20	• Quarterly Semiconductor Bookings/Billings	Austria	
20	• Quarterly Passive Component Bookings/Billings	Austria	
21	• Quarterly Electromechanical & Other Component Bookings/Billings	Austria	
21	• Quarterly Total Electronic Component Bookings/Billings	Austria	
22	• Quarterly Semiconductor Bookings/Billings	France, UK & Eire, Italy, Nordic, Germany, Switzerland and Austria	€
22	• Quarterly Passive Component Bookings/Billings	France, UK & Eire, Italy, Nordic, Germany, Switzerland and Austria	€
23	• Quarterly Electromechanical & Other Component Bookings/Billings	France, UK & Eire, Italy, Nordic, Germany, Switzerland and Austria	€
23	• Quarterly Total Electronic Component Bookings/Billings	France, UK & Eire, Italy, Nordic, Germany, Switzerland and Austria	€
24	• Quarterly Semiconductor Bookings/Billings	France, UK & Eire, Italy, Nordic, Germany, Switzerland and Austria	US\$
24	• Quarterly Passive Component Bookings/Billings	France, UK & Eire, Italy, Nordic, Germany, Switzerland and Austria	US\$
25	• Quarterly Electromechanical & Other Component Bookings/Billings	France, UK & Eire, Italy, Nordic, Germany, Switzerland and Austria	US\$
25	• 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: Q4 – 2015 ISSUED: 12th February 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 for Q3 2015 and has been historically back dated to Q1 2012. This comprises regular quarterly trend information in the same format.

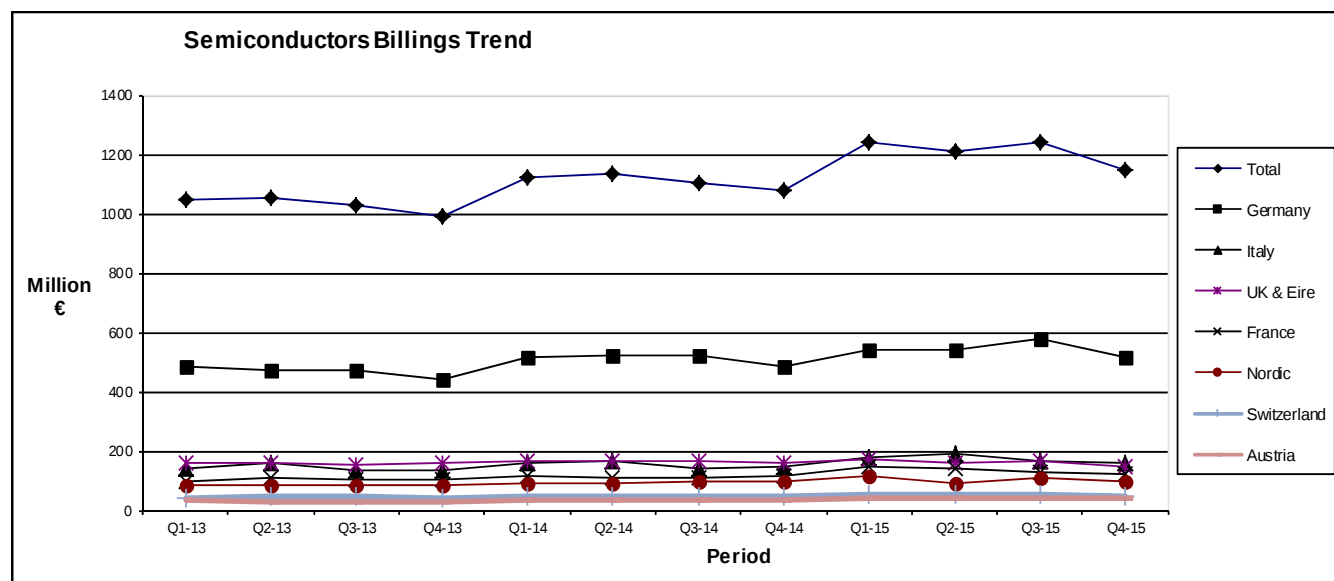
The consolidation has been carried out by **ecsn** (afdec) in the UK and any queries should be addressed to:-

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

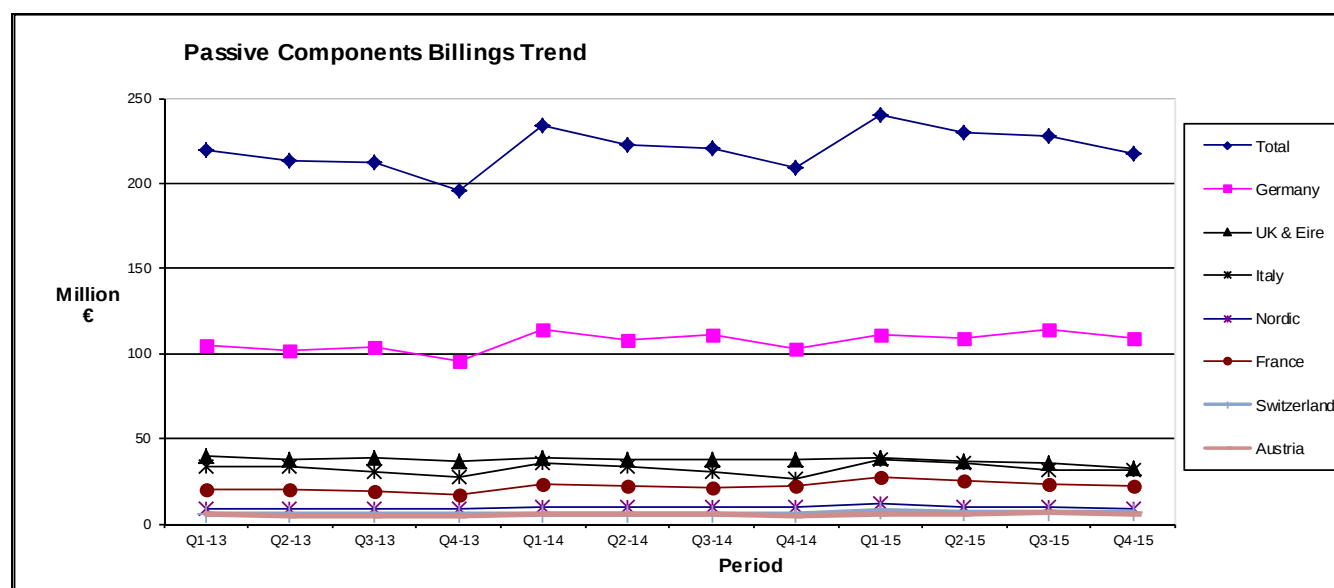
The trend statistics include data compiled by SPDEI (France), ASSODEL (Italy), **ecsn** (UK/Eire & NORDIC) and FB DI (Germany). The numbers shown represent the **actual** sales by member companies so reflect an accurate trend. It should be noted that revisions have been made to the UK, Nordic and Italian 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	€896 Mill	€672 Mill	75%
UK & Eire	ecsn/afdec	€1268 Mill	€1114 Mill	88%
Italy	ASSODEL	€1163 Mill	€872 Mill	75%
Nordic	ecsn/afdec	€1436 Mill	€541 Mill	38%
Germany	FB DI	€4082 Mill	€2959 Mill	72%
Switzerland	FB DI	€426 Mill	€234 Mill	55%
Austria	FB DI	€326 Mill	€199 Mill	61%

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).

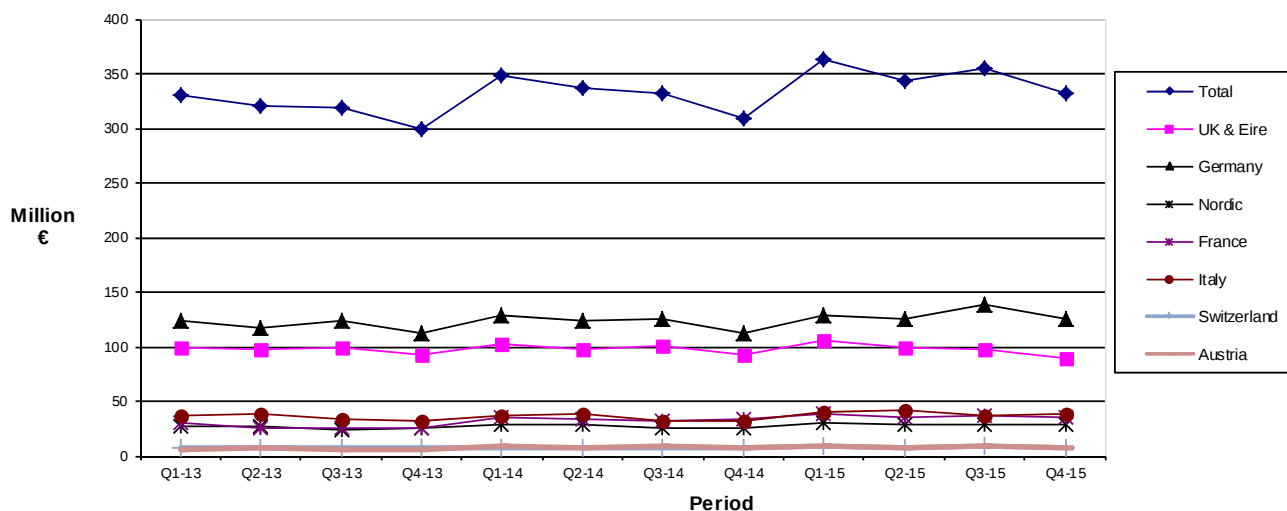


	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15
Total	1048	1056	1025	994	1120	1133	1106	1080	1238	1209	1239	1145
Germany	487	469	472	443	513	521	519	483	542	539	580	519
Italy	143	159	136	134	158	163	139	146	176	188	163	162
UK & Eire	159	157	151	157	165	163	163	158	170	157	165	148
France	97	110	104	105	113	111	109	117	145	141	129	125
Nordic	87	86	87	87	90	92	94	96	114	91	109	99
Switzerland	43	44	45	40	45	46	46	45	51	52	51	50
Austria	32	31	30	29	36	37	36	35	39	42	43	44



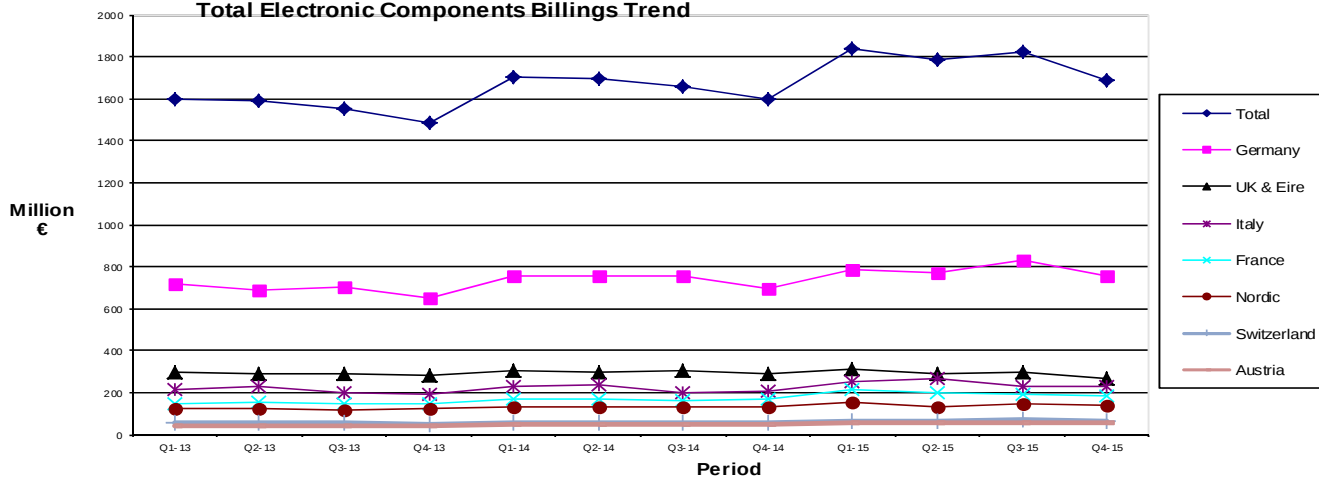
	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15
Total	220	214	212	196	234	222	221	209	240	230	228	217
Germany	105	102	104	96	114	108	111	103	111	109	114	109
UK & Eire	40	38	39	37	39	38	38	38	39	37	36	33
Italy	34	34	30	27	36	34	30	26	38	36	32	31
Nordic	9	9	9	9	10	10	10	10	12	10	10	9
France	20	20	19	17	23	22	21	22	27	25	23	22
Switzerland	6	6	6	5	6	6	6	5	7	7	7	7
Austria	6	5	5	5	5	5	5	5	6	6	6	6

Electromechanical & Other Components Billings Trend



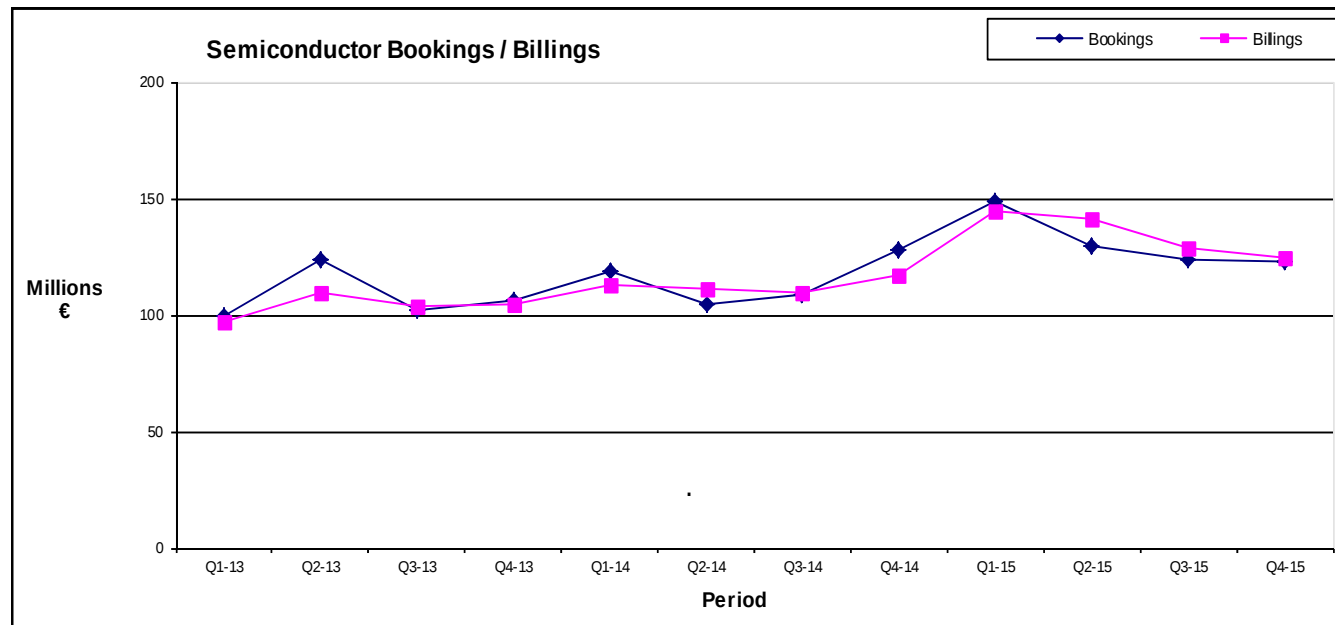
	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15
Total	330	321	318	299	348	337	333	310	363	344	354	332
UK & Eire	100	97	98	92	102	97	101	93	106	98	97	90
Germany	124	117	124	112	128	124	125	112	129	125	138	125
Nordic	27	27	24	25	28	28	26	26	31	29	29	28
France	31	26	26	26	36	33	32	33	39	35	37	36
Italy	37	39	33	32	37	39	32	32	41	41	37	38
Switzerland	7	7	7	7	8	8	8	7	9	8	8	7
Austria	5	7	6	5	9	8	9	7	9	7	8	8

Total Electronic Components Billings Trend

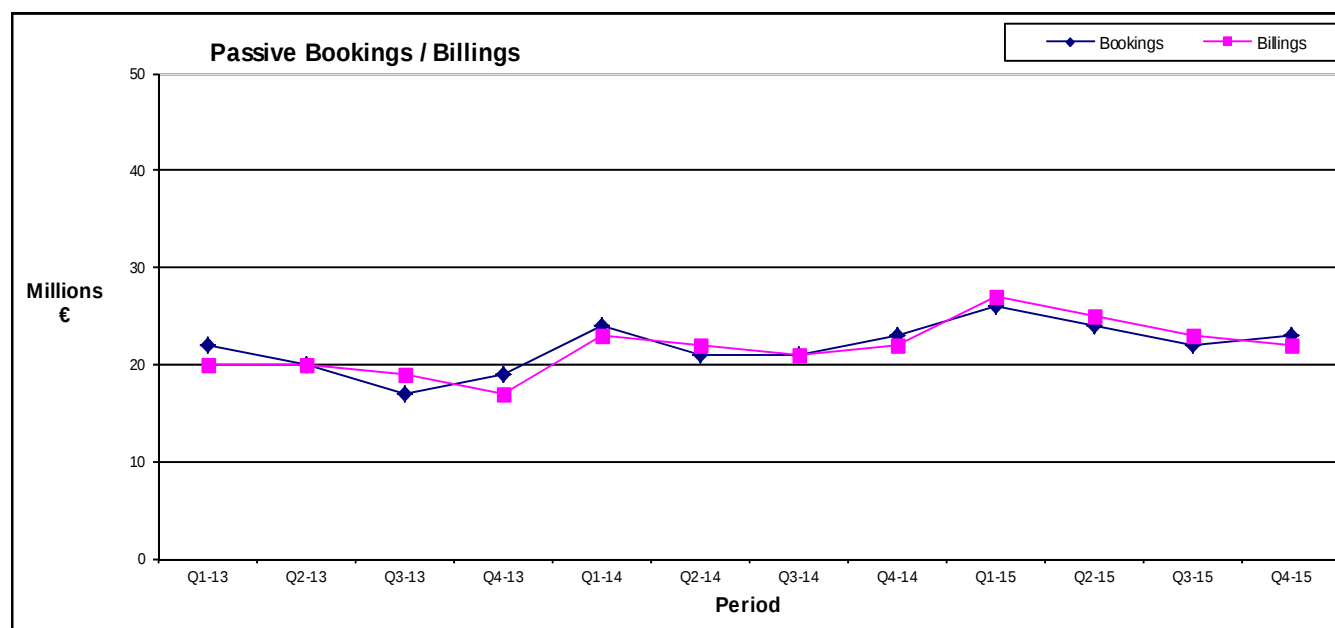


	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15
Total	1598	1590	1555	1489	1702	1693	1659	1598	1841	1783	1825	1688
Germany	716	688	700	651	755	753	754	697	783	773	832	753
UK & Eire	299	292	289	285	307	298	302	288	315	292	298	270
Italy	213	232	199	193	231	236	201	204	255	265	231	231
France	148	156	149	148	172	166	162	172	211	201	189	183
Nordic	123	122	120	121	128	130	130	132	157	130	148	136
Switzerland	57	57	58	52	59	59	59	57	68	68	71	61
Austria	42	43	41	39	50	51	51	47	54	55	57	54

FRANCE

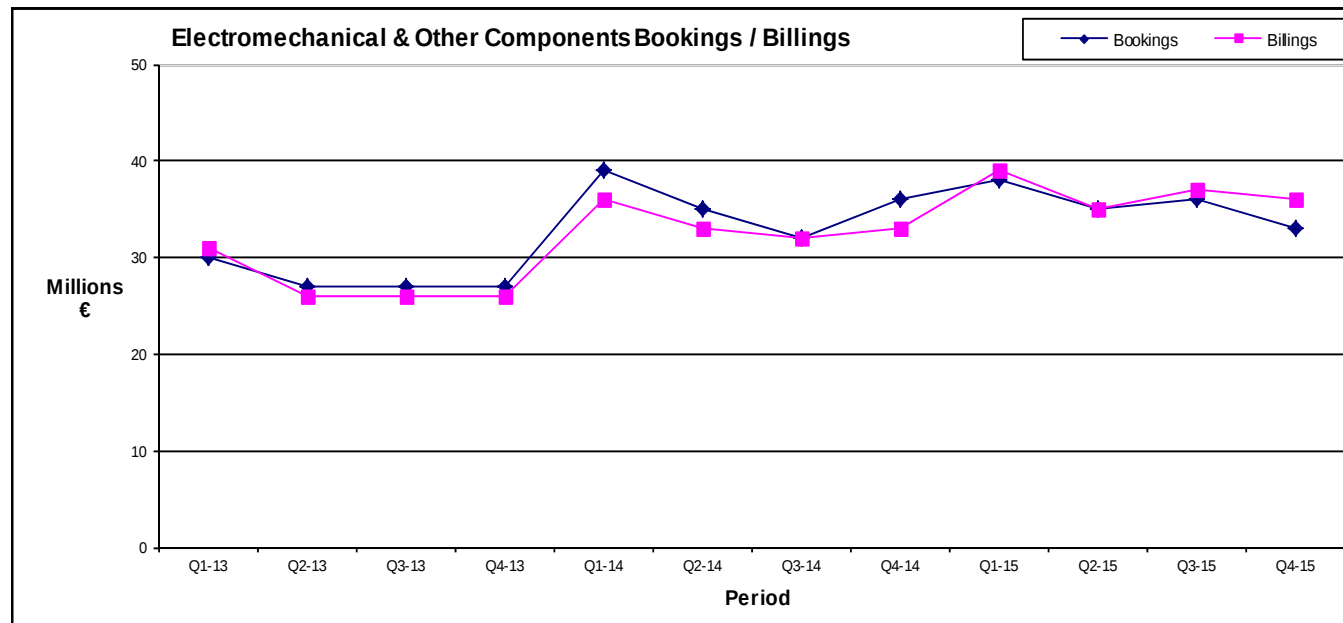


	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15
Bookings	100	124	102	106	119	105	109	128	149	130	124	123
Billings	97	110	104	105	113	111	110	117	145	141	129	125

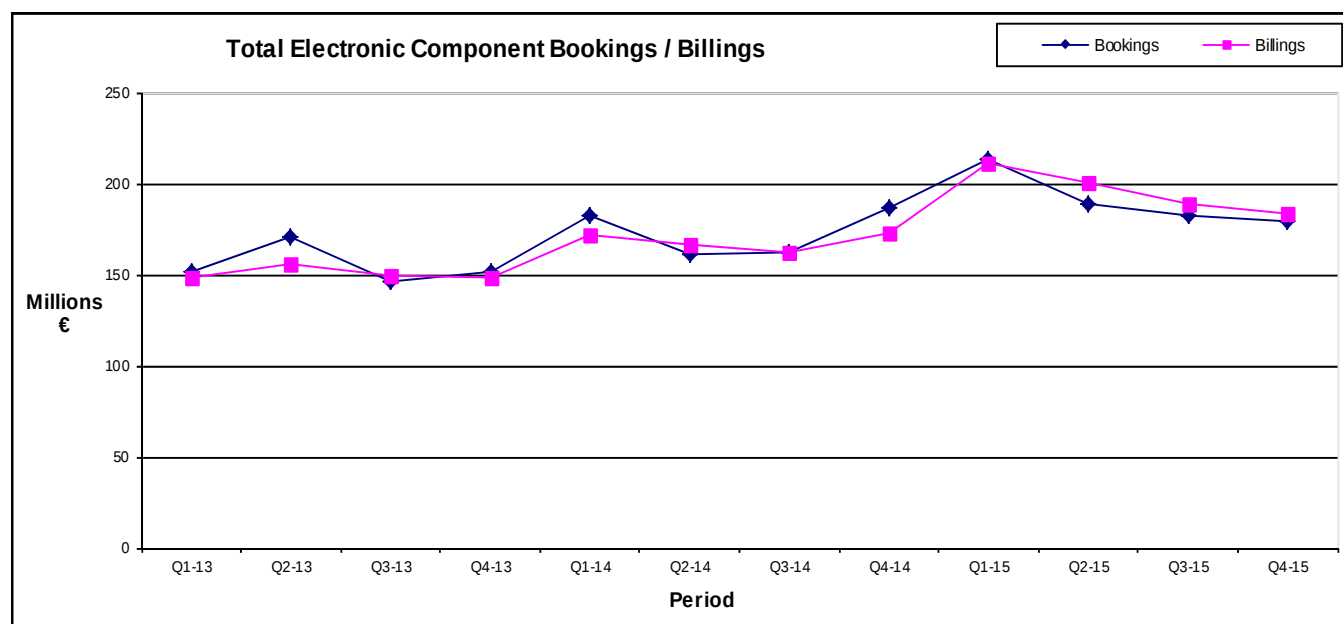


	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15
Bookings	22	20	17	19	24	21	21	23	26	24	22	23
Billings	20	20	19	17	23	22	21	22	27	25	23	22

FRANCE

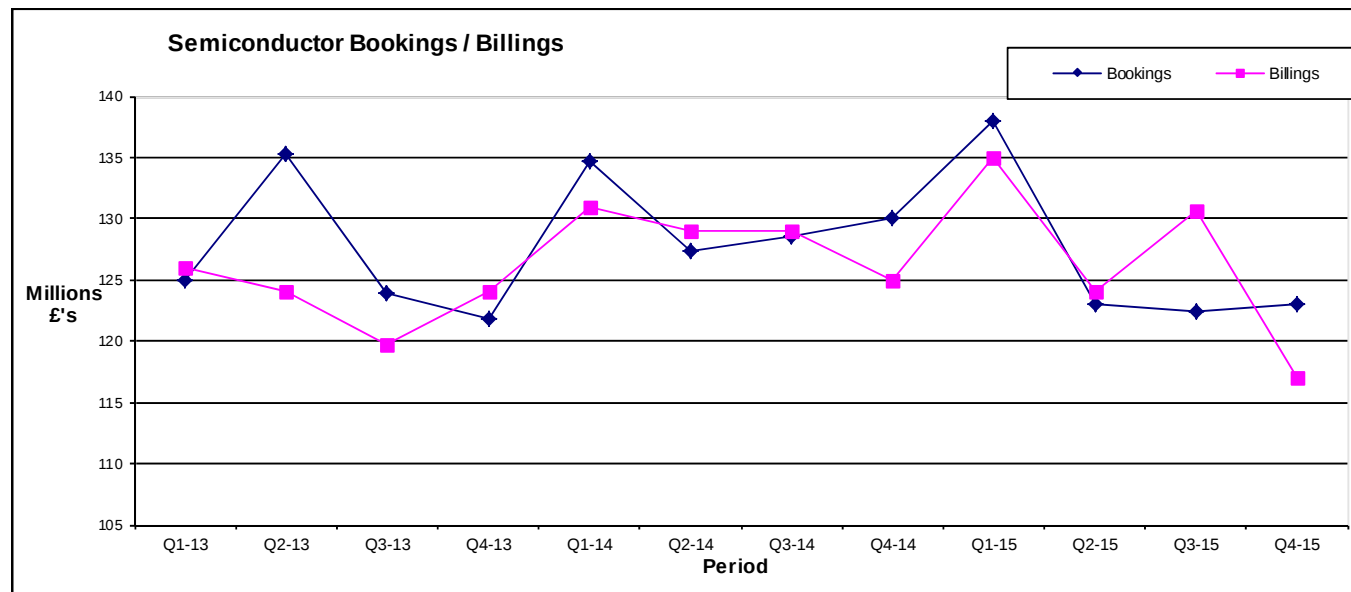


	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15
Bookings	30	27	27	27	39	35	32	36	38	35	36	33
Billings	31	26	26	26	36	33	32	33	39	35	37	36

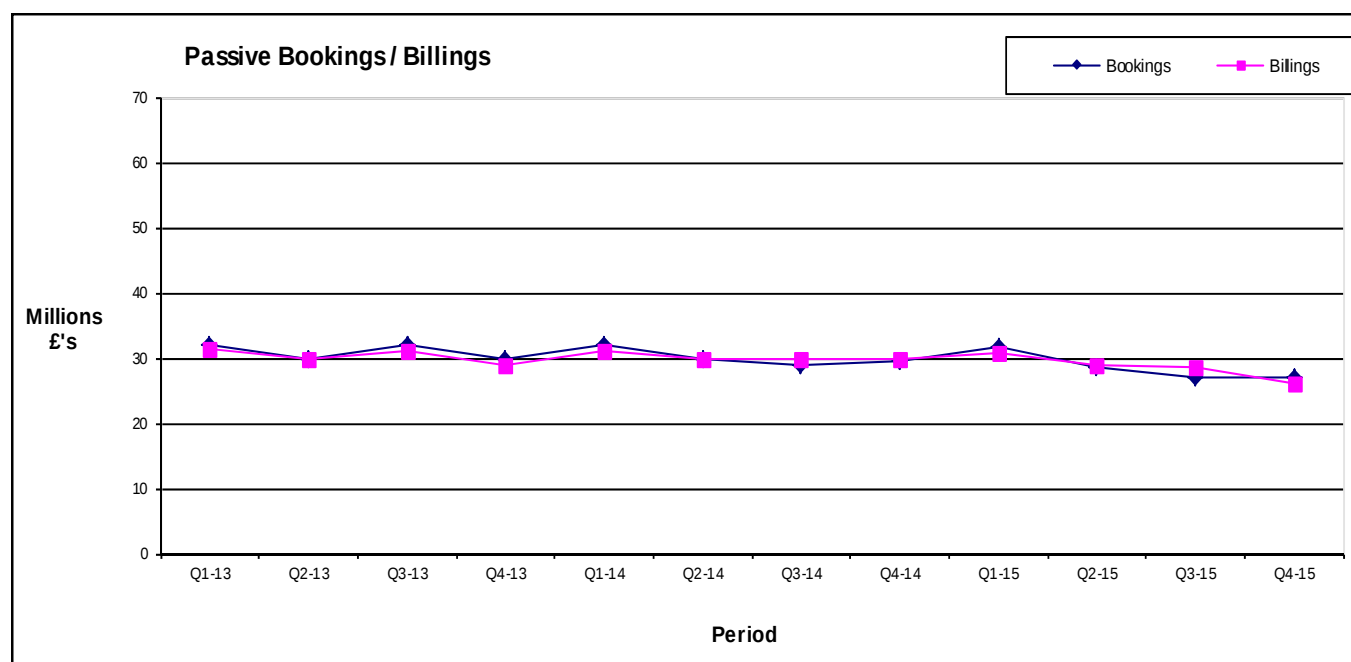


	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15
Bookings	152	171	146	152	182	161	162	187	213	189	182	179
Billings	148	156	149	148	172	166	162	172	211	201	189	183

UK & Eire

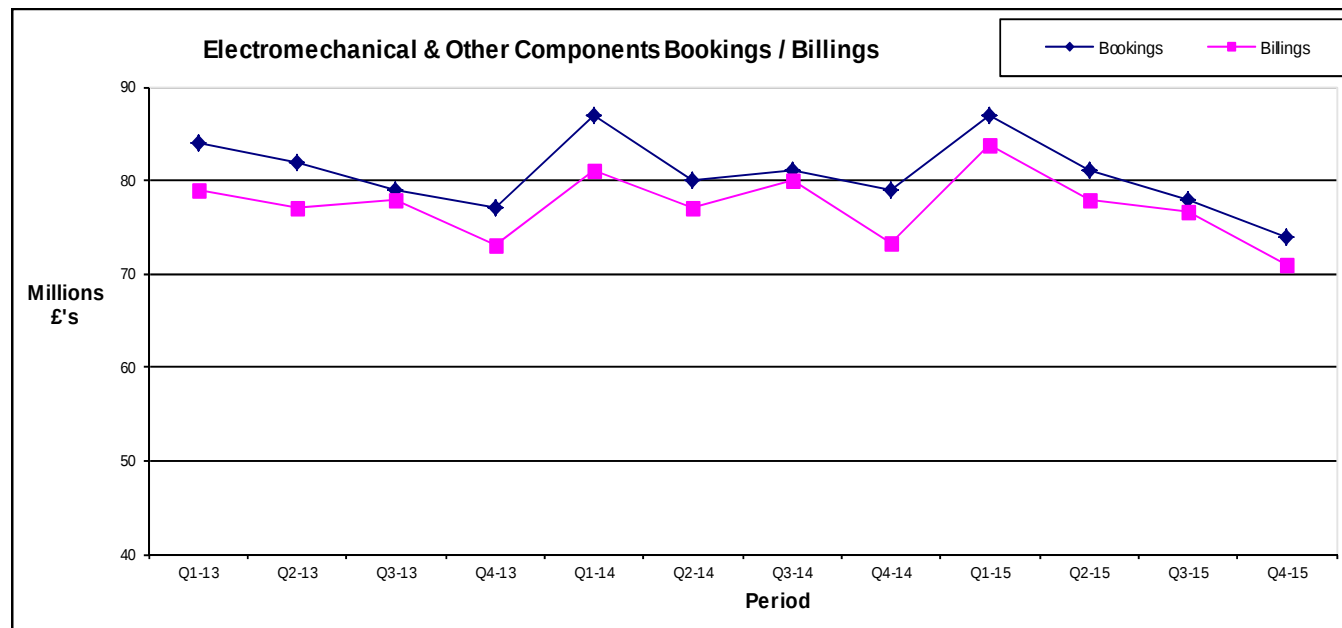


	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15
Bookings	125	135	124	122	135	127	129	130	138	123	122	123
Billings	126	124	120	124	131	129	129	125	135	124	131	117

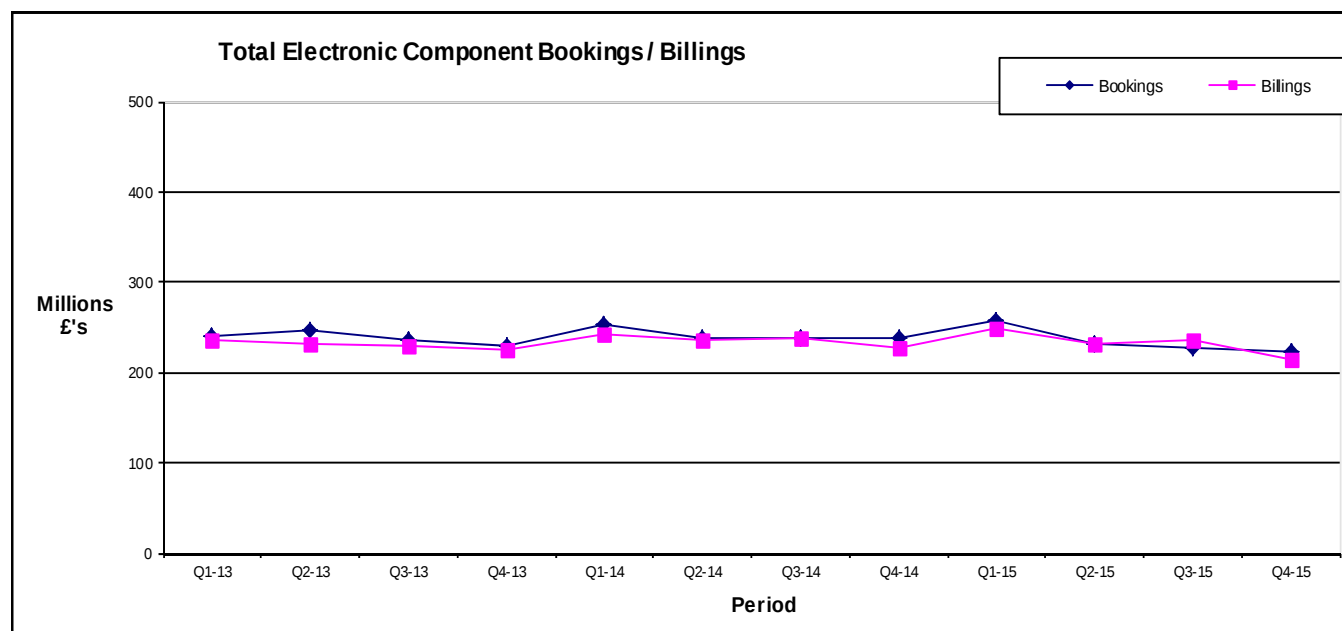


	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15
Bookings	32	30	32	30	32	30	29	29	32	28	27	27
Billings	32	30	31	29	31	30	30	30	31	29	28	26

UK & Eire

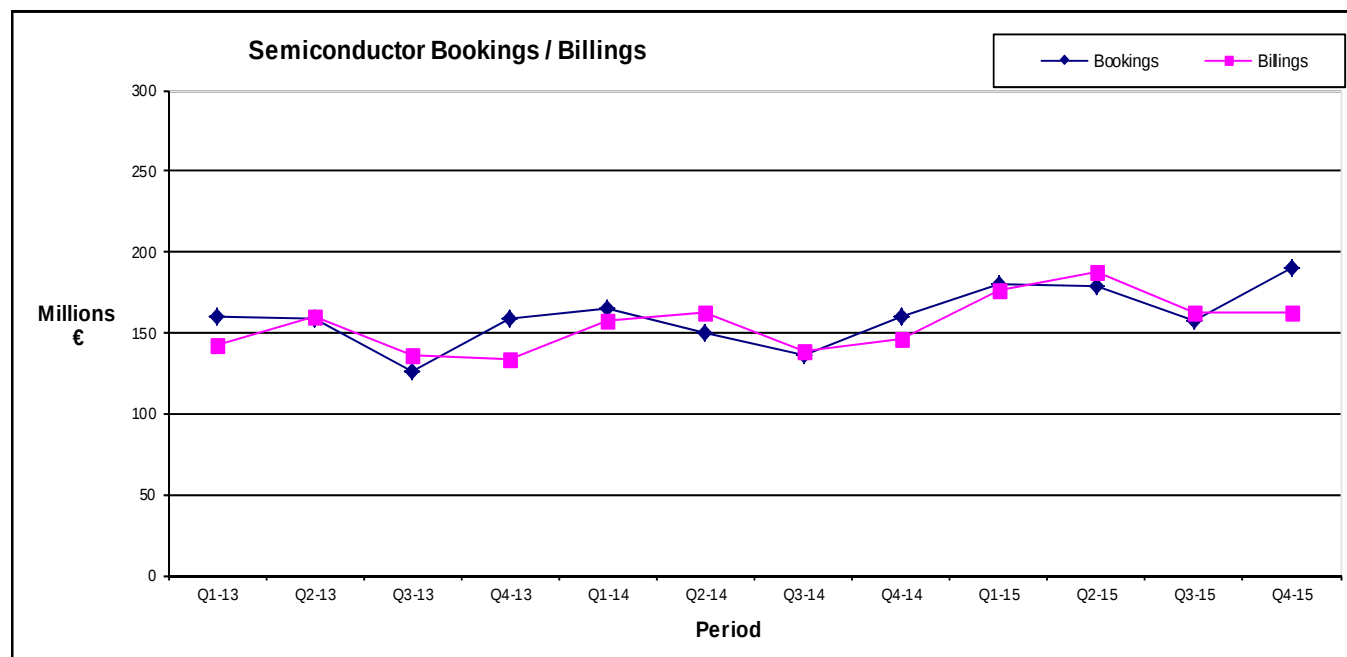


	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15
Bookings	84	82	79	77	87	80	81	79	87	81	78	74
Billings	79	77	78	73	81	77	80	73	84	78	77	71

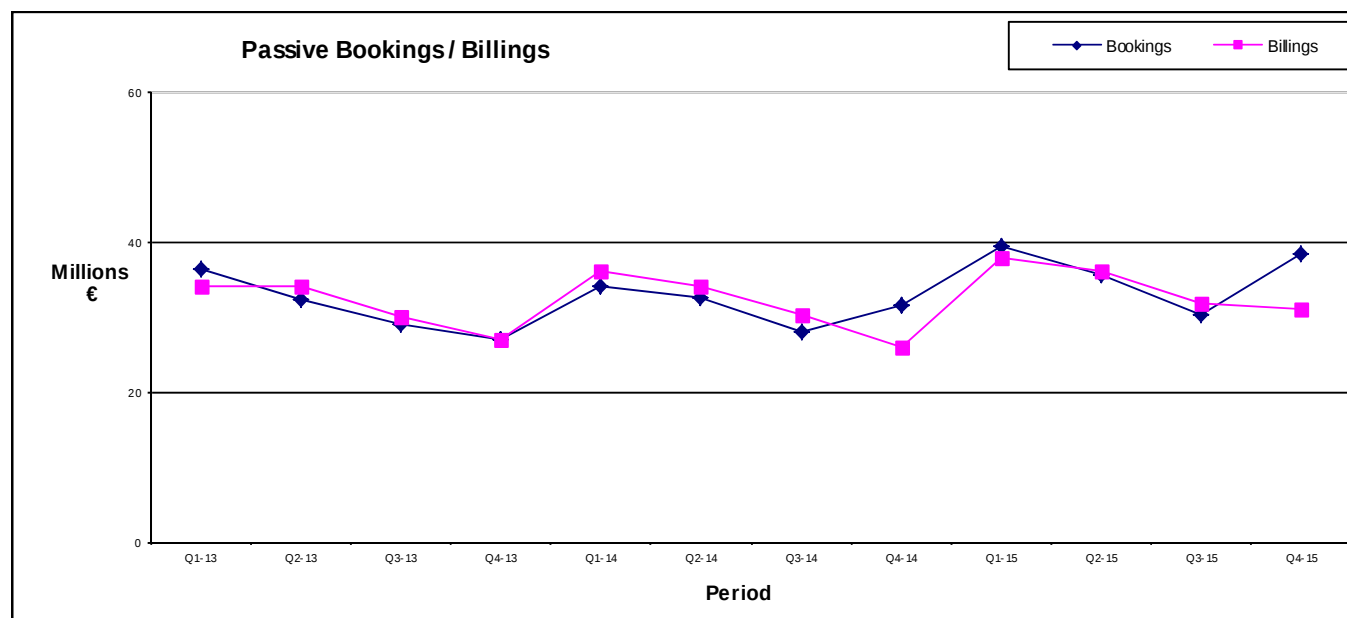


	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15
Bookings	241	247	235	229	254	237	239	239	257	232	227	224
Billings	237	231	229	226	243	236	239	228	250	231	236	214

ITALY

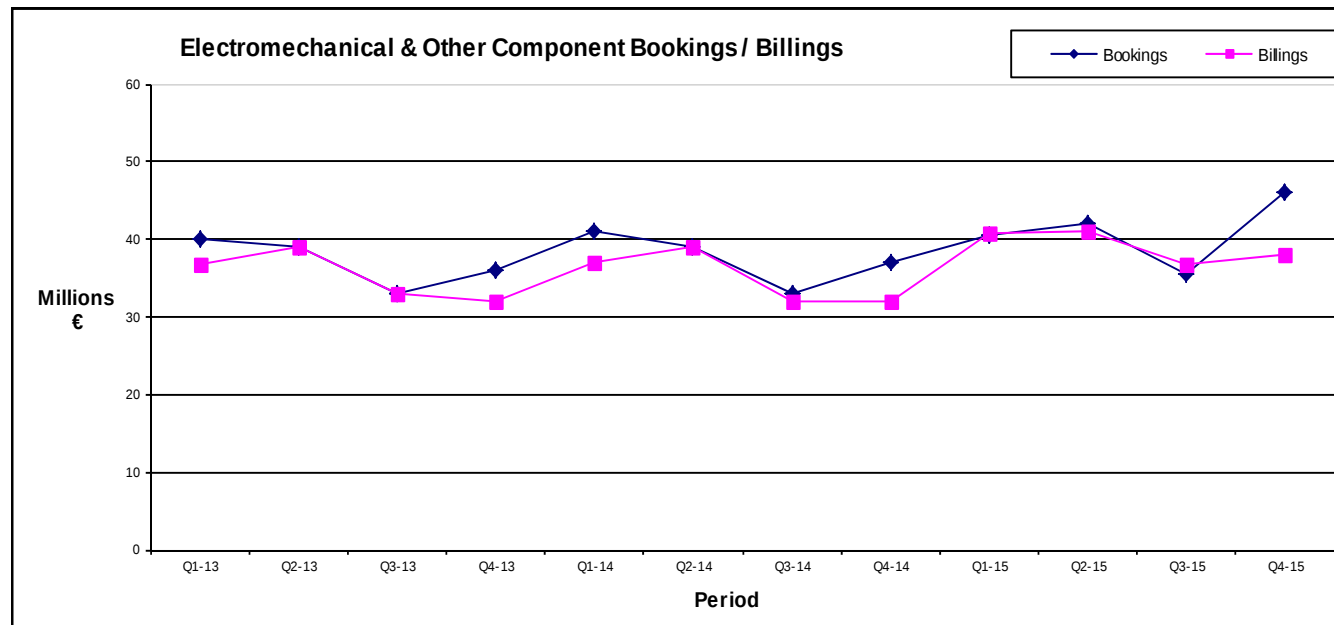


	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15
Bookings	160	159	126	159	165	150	136	159	180	179	157	190
Billings	143	159	136	134	158	163	139	146	176	188	163	162

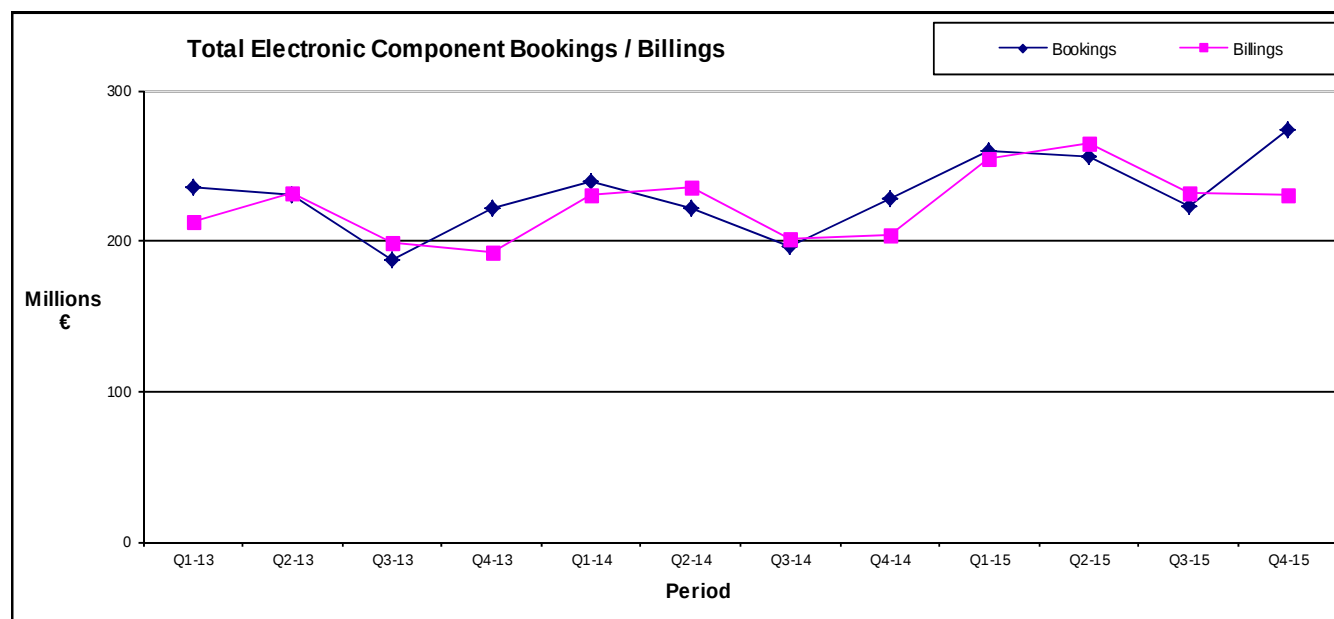


	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15
Bookings	36	32	29	27	34	33	28	32	39	36	30	38
Billings	34	34	30	27	36	34	30	26	38	36	32	31

ITALY

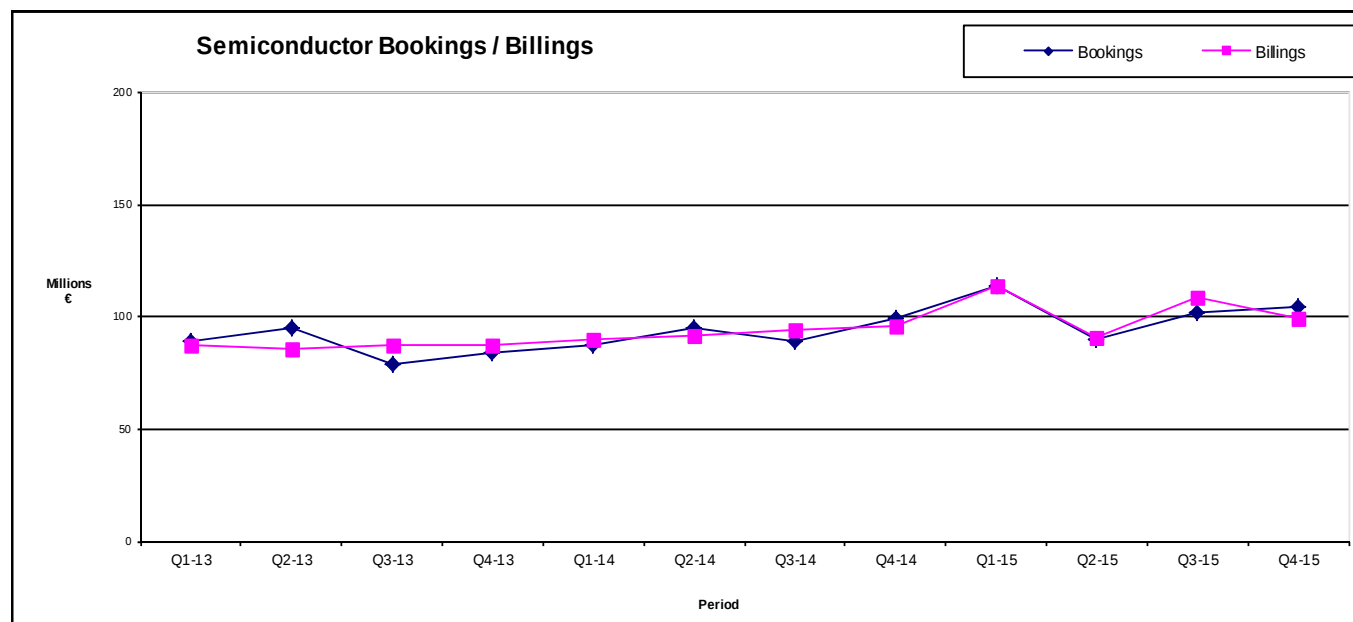


	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15
Bookings	40	39	33	36	41	39	33	37	41	42	36	46
Billings	37	39	33	32	37	39	32	32	41	41	37	38

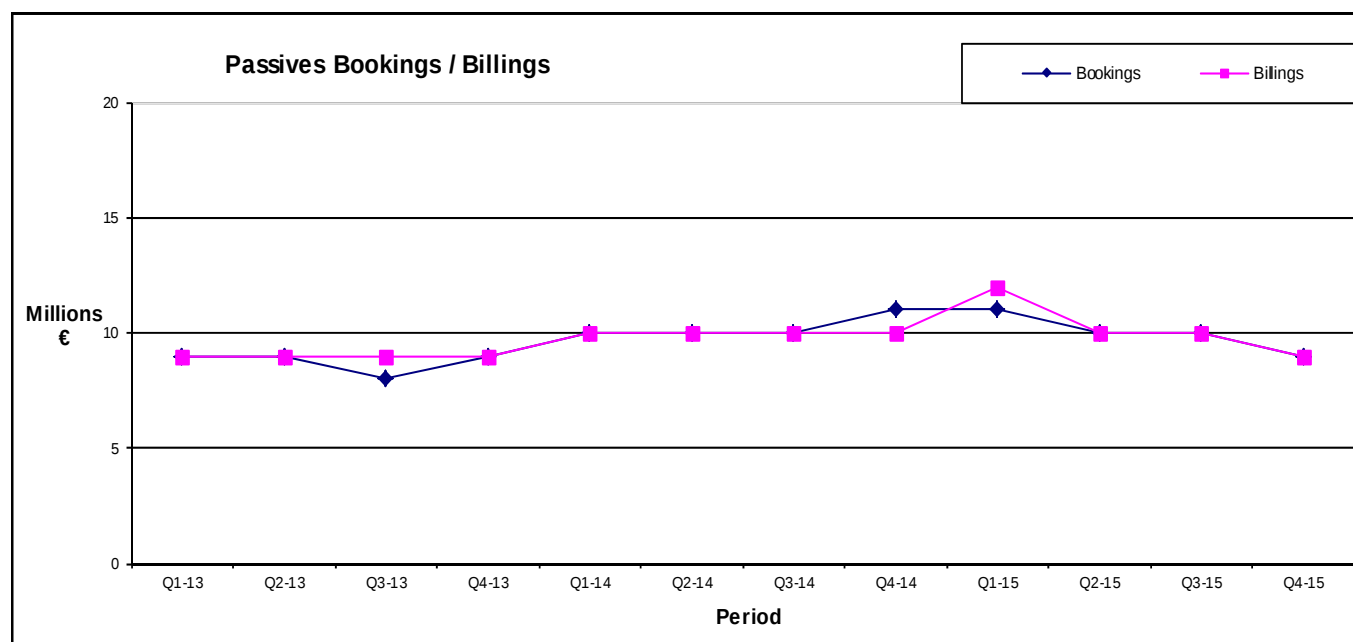


	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15
Bookings	236	230	188	222	240	222	197	228	260	256	223	274
Billings	213	232	199	193	231	236	201	204	255	265	231	231

NORDIC

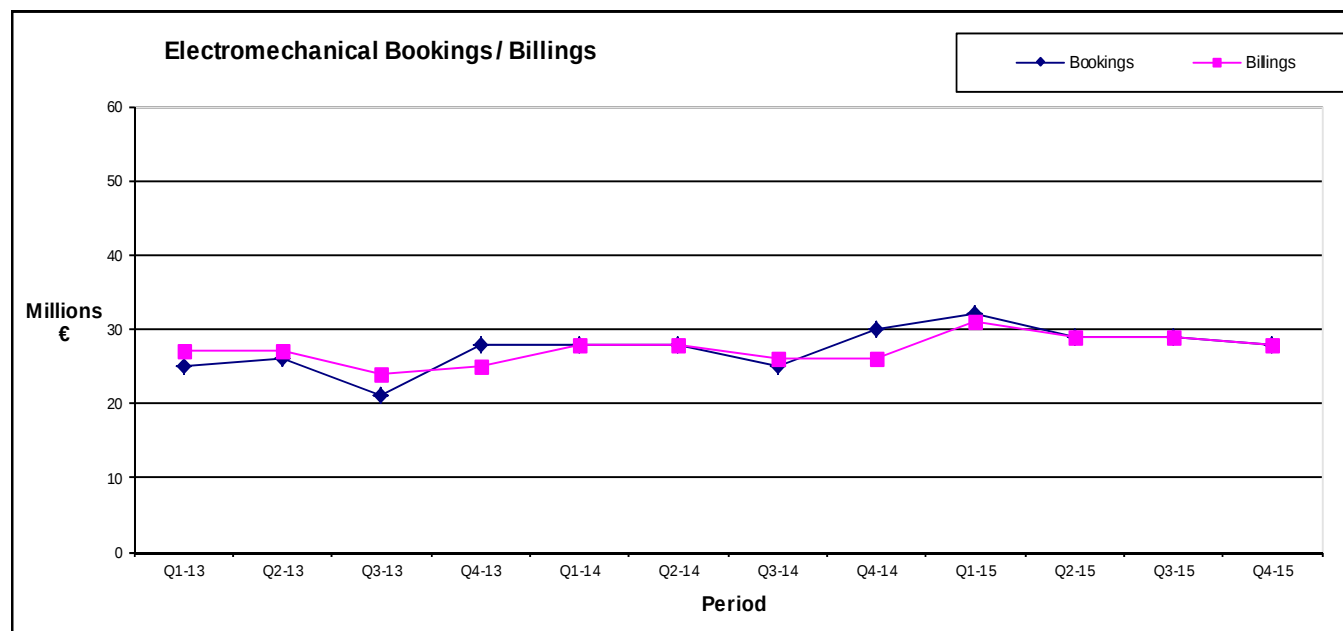


	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15
Bookings	89	95	79	84	87	95	89	99	114	90	102	104
Billings	87	86	87	87	90	92	94	96	114	91	109	99

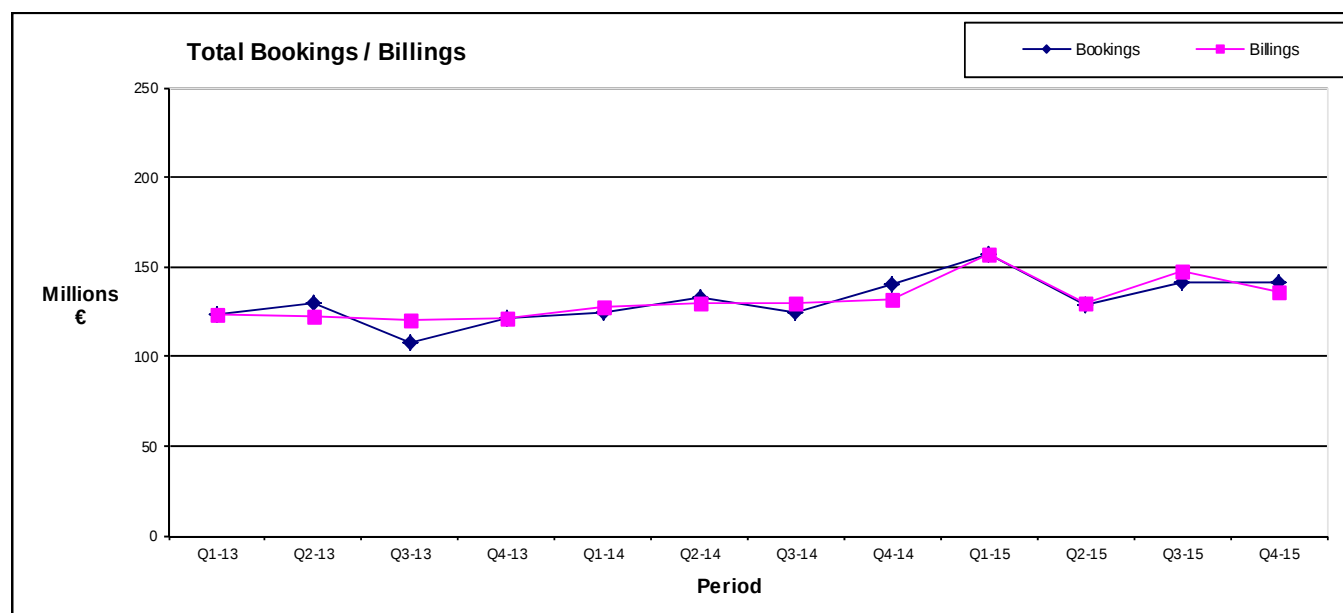


	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15
Bookings	9	9	8	9	10	10	10	11	11	10	10	9
Billings	9	9	9	9	10	10	10	10	12	10	10	9

NORDIC

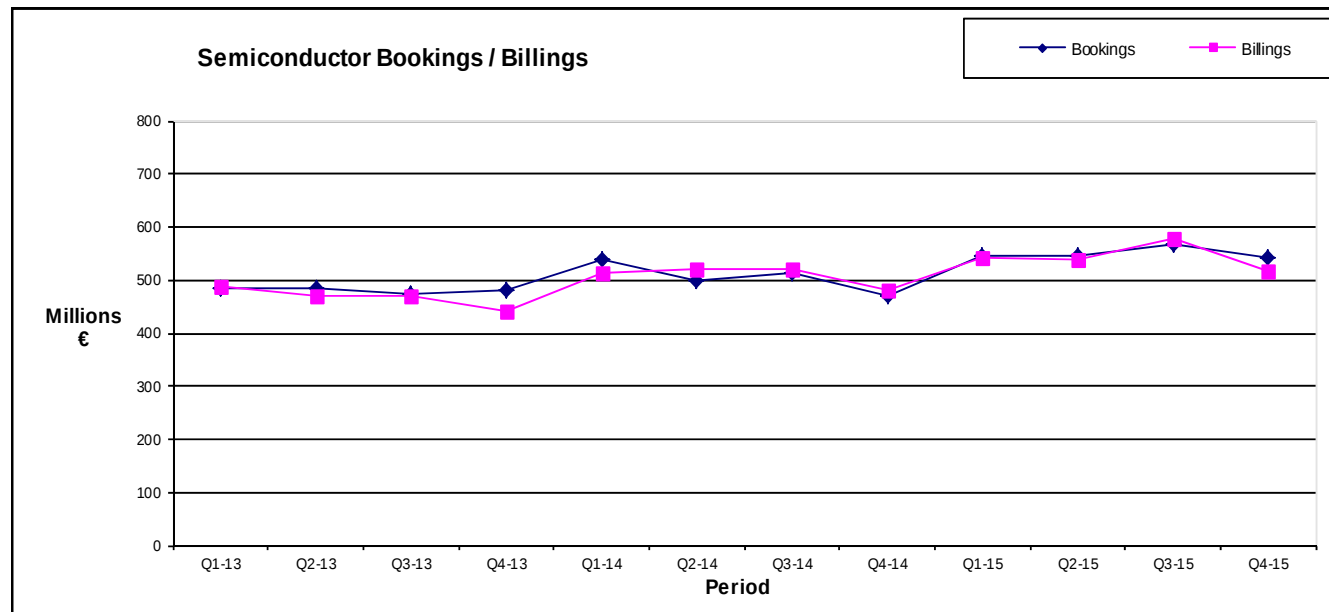


	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15
Bookings	25	26	21	28	28	28	25	30	32	29	29	28
Billings	27	27	24	25	28	28	26	26	31	29	29	28



	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15
Bookings	123	130	108	121	125	133	124	140	157	129	141	141
Billings	123	122	120	121	128	130	130	132	157	130	148	136

GERMANY

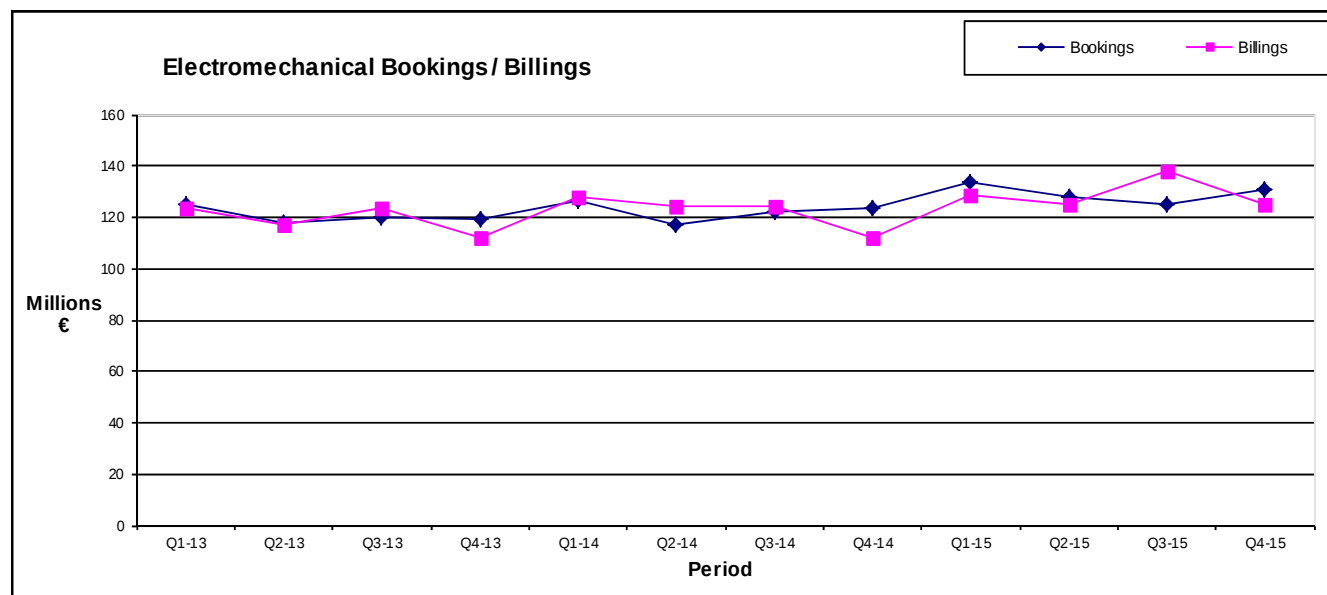


	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15
Bookings	484	483	473	482	538	500	513	470	545	547	566	541
Billings	487	469	472	443	513	521	519	483	542	539	580	519

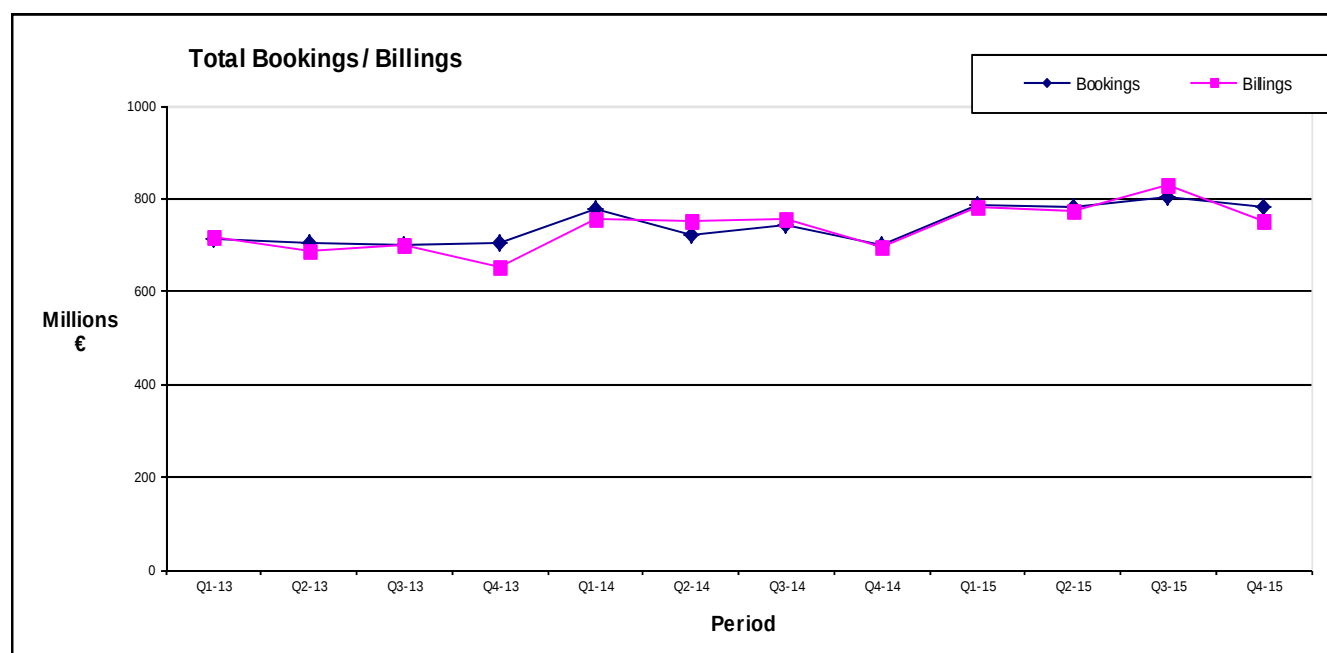


	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15
Bookings	105	102	106	101	112	106	110	106	109	109	114	112
Billings	105	102	104	96	114	108	111	103	111	109	114	109

GERMANY

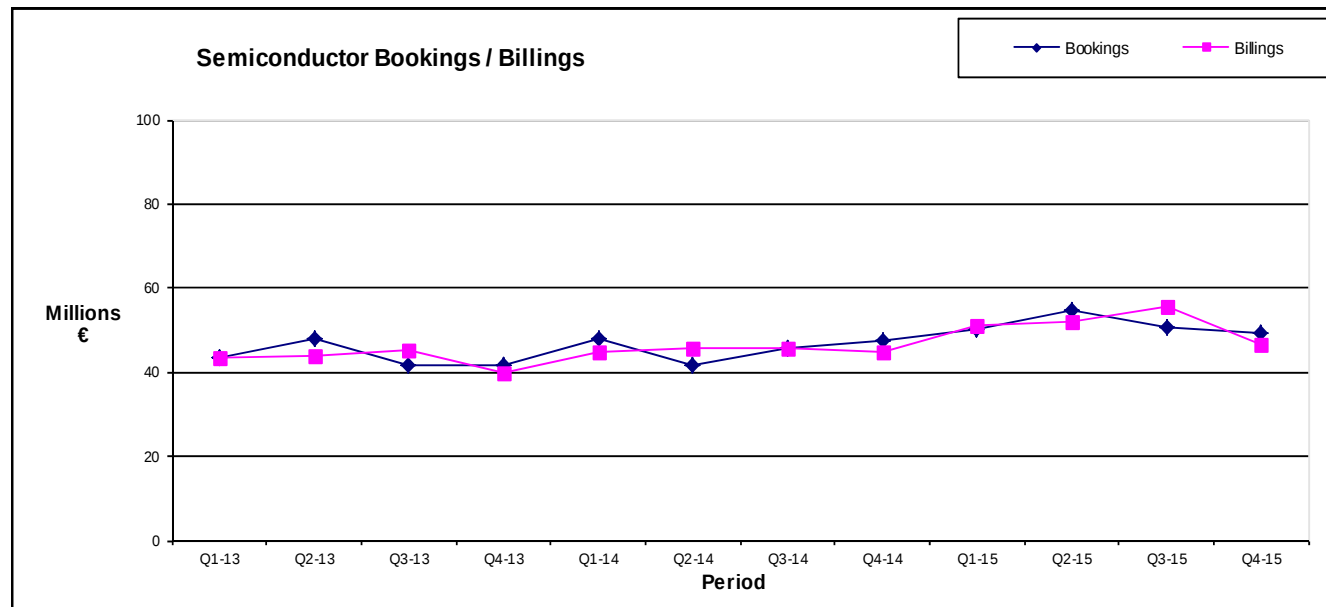


	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15
Bookings	125	118	120	119	127	117	122	124	134	128	125	131
Billings	124	117	124	112	128	124	125	112	129	125	138	125

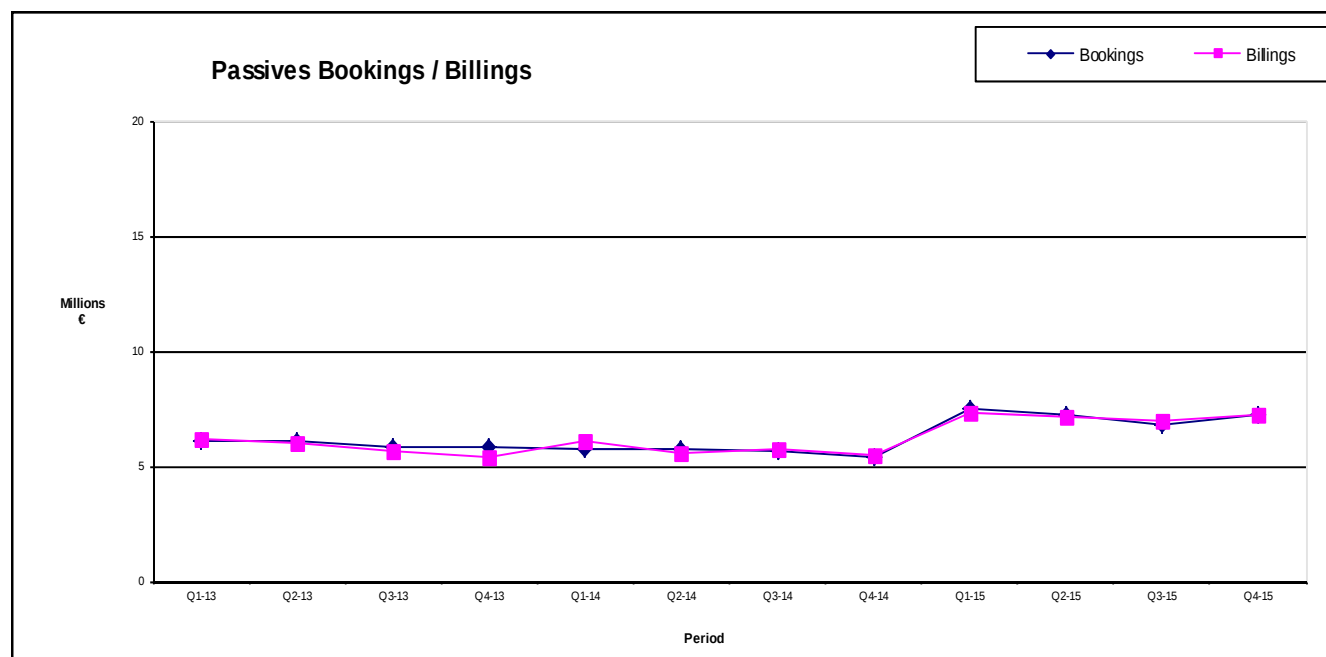


	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15
Bookings	714	704	699	703	777	722	745	700	788	783	805	784
Billings	716	688	700	651	755	753	754	697	783	773	832	753

SWITZERLAND

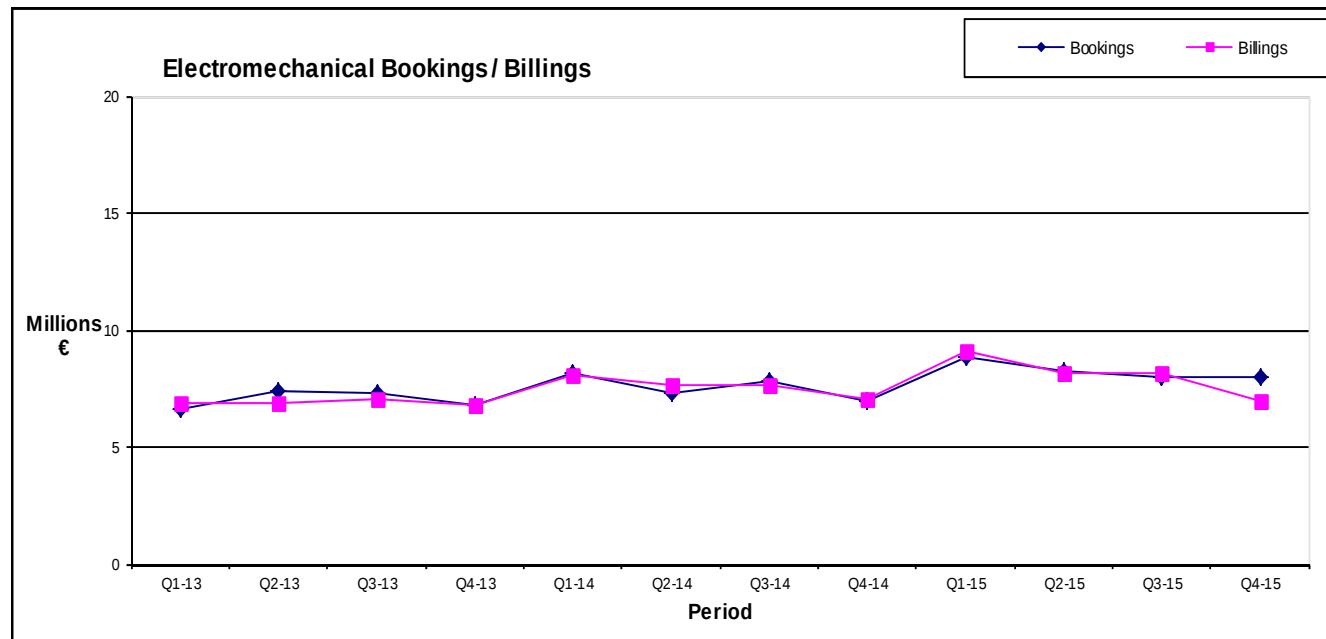


	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15
Bookings	43	48	42	41	48	42	46	48	50	55	51	50
Billings	43	44	45	40	45	46	46	45	51	52	55	47

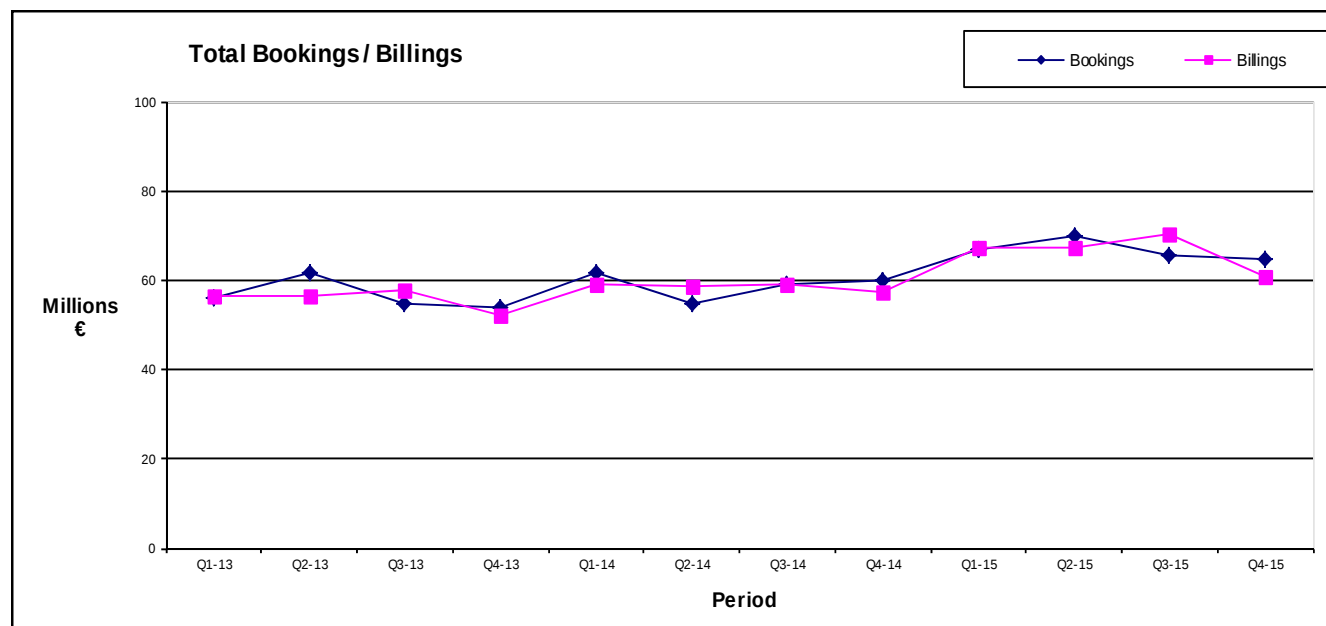


	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15
Bookings	6	6	6	6	6	6	6	5	7	7	7	7
Billings	6	6	6	5	6	6	6	5	7	7	7	7

SWITZERLAND

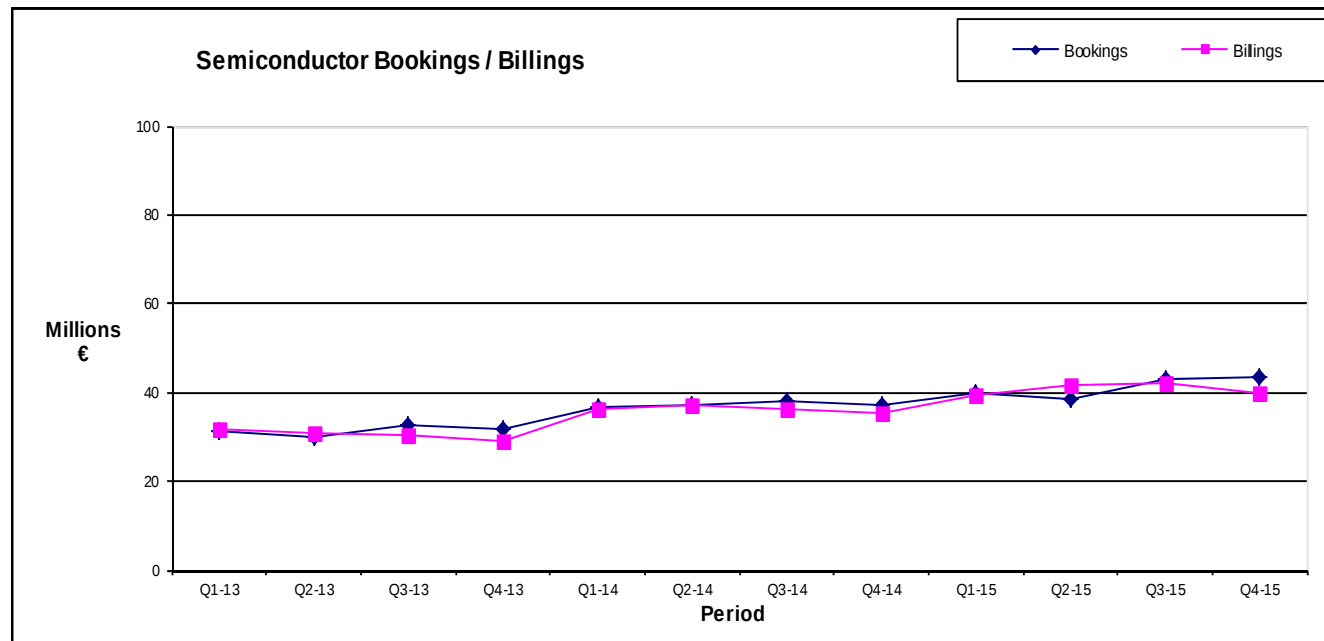


	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15
Bookings	7	7	7	7	8	7	8	7	9	8	8	8
Billings	7	7	7	7	8	8	8	7	9	8	8	7

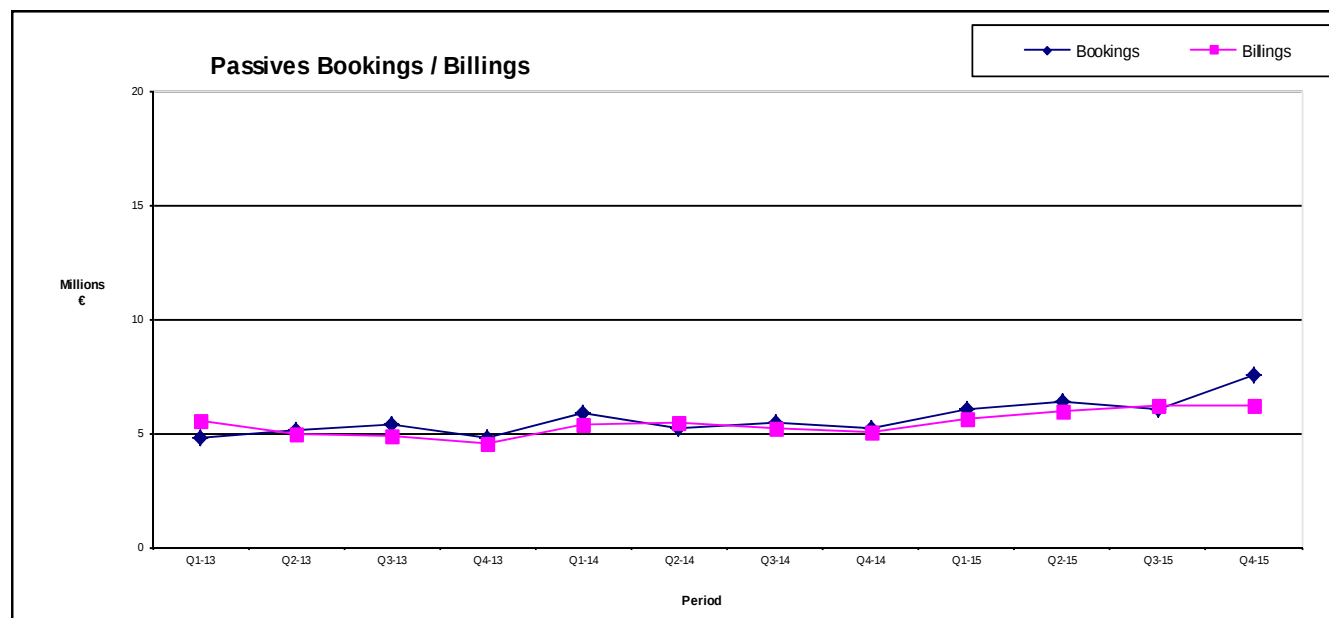


	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15
Bookings	56	62	55	54	62	55	59	60	67	70	66	65
Billings	57	57	58	52	59	59	59	57	68	68	71	61

AUSTRIA

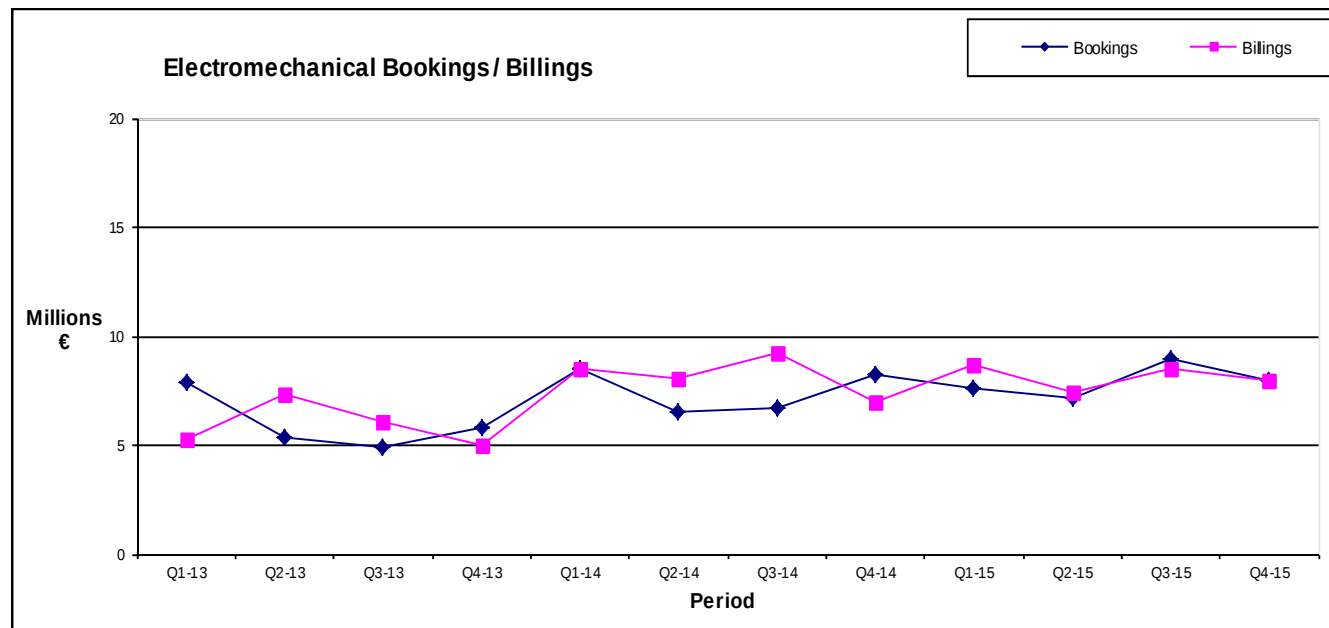


	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15
Bookings	32	30	33	32	37	37	38	37	40	38	43	44
Billings	32	31	30	29	36	37	36	35	39	42	42	40

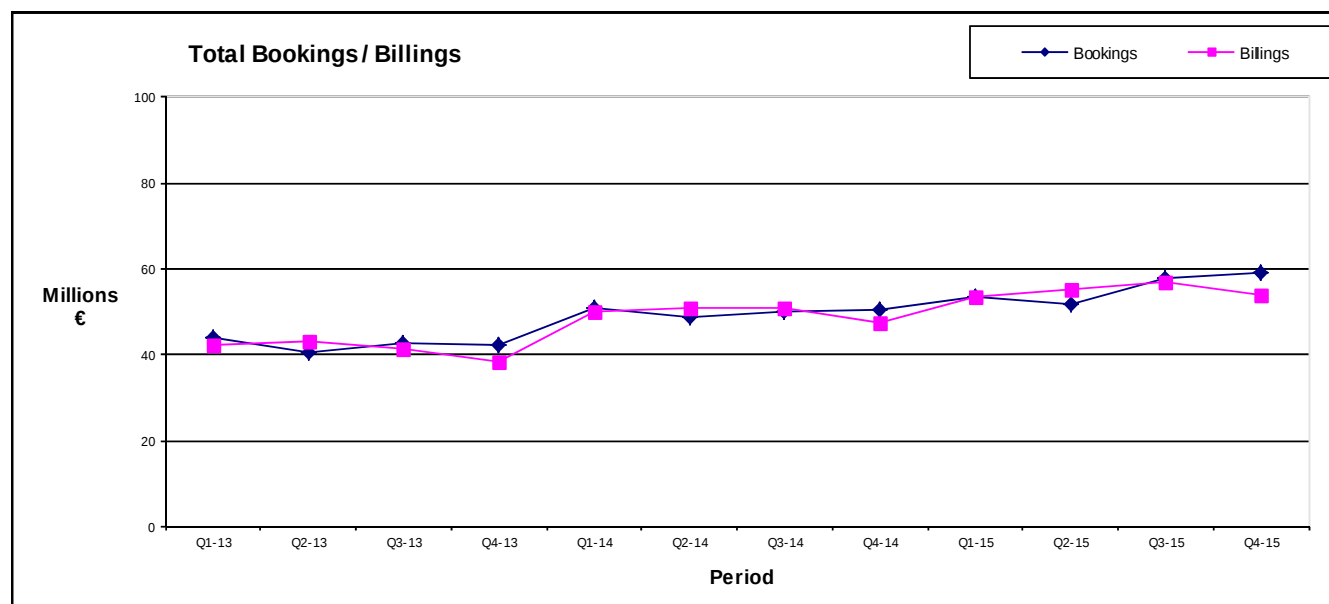


	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15
Bookings	5	5	5	5	6	5	5	5	6	6	6	8
Billings	6	5	5	5	5	5	5	5	6	6	6	6

AUSTRIA

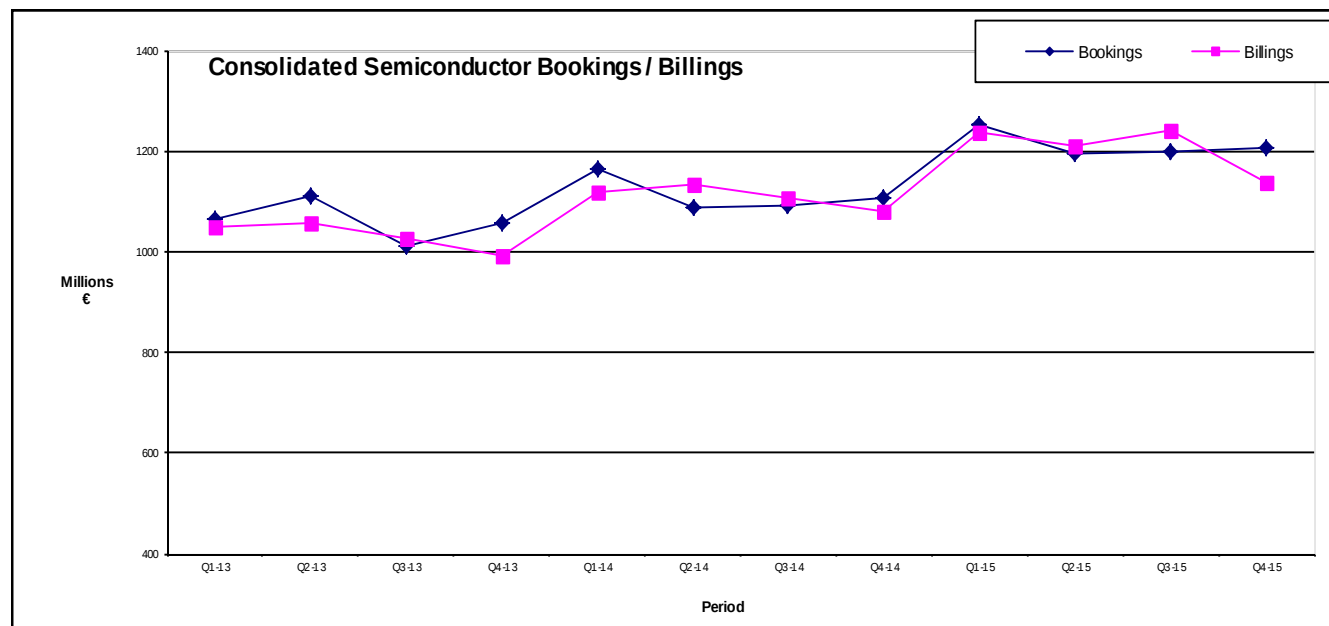


	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15
Bookings	8	5	5	6	9	7	7	8	8	7	9	8
Billings	5	7	6	5	9	8	9	7	9	7	8	8

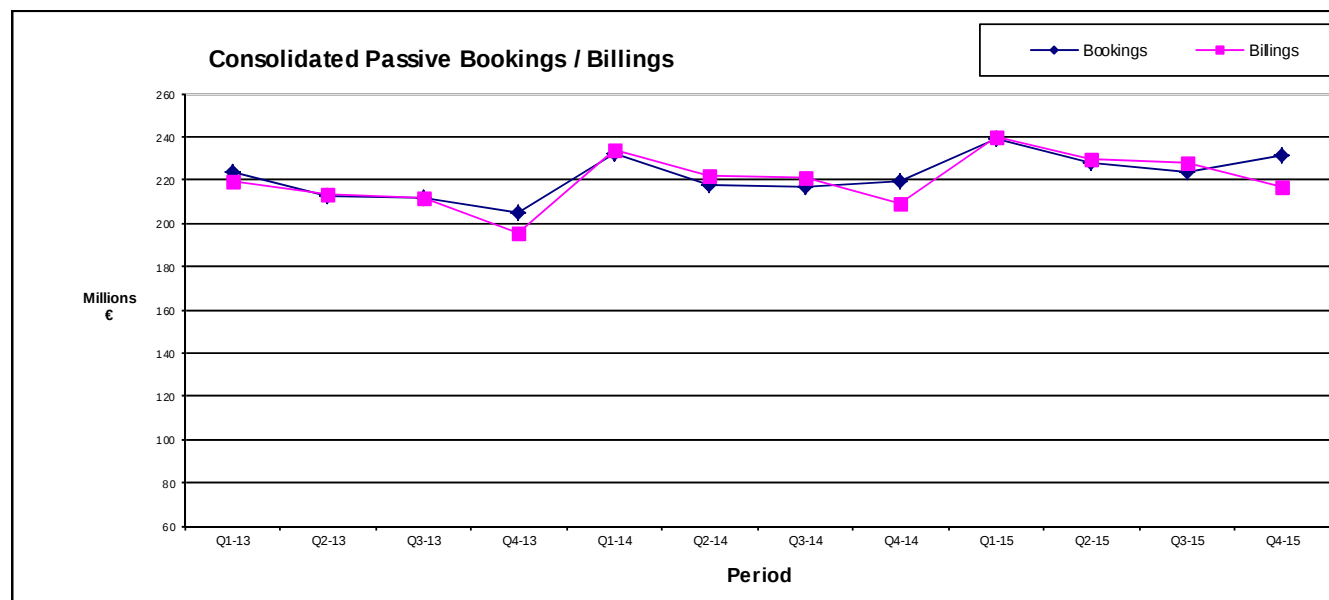


	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15
Bookings	44	41	43	42	51	49	50	50	54	52	58	59
Billings	42	43	41	39	50	51	51	47	54	55	57	54

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

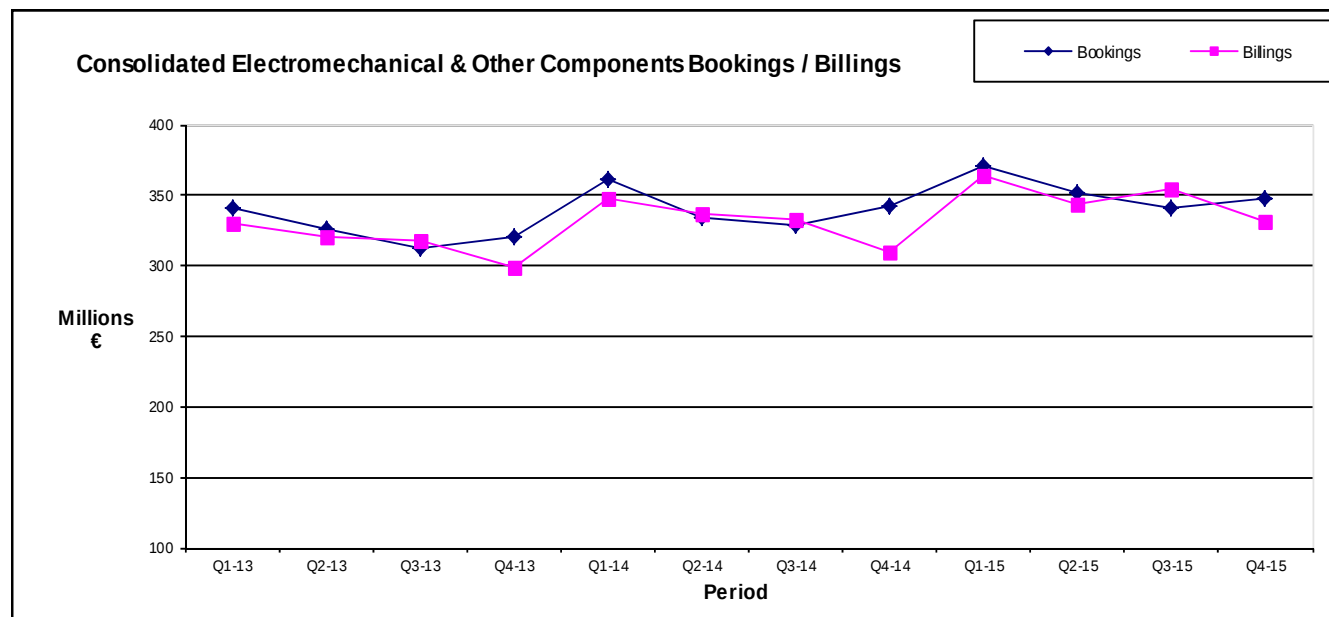


	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15
Bookings	1065	1110	1011	1058	1164	1089	1093	1106	1252	1194	1197	1206
Billings	1048	1056	1025	994	1120	1133	1106	1080	1238	1209	1243	1139

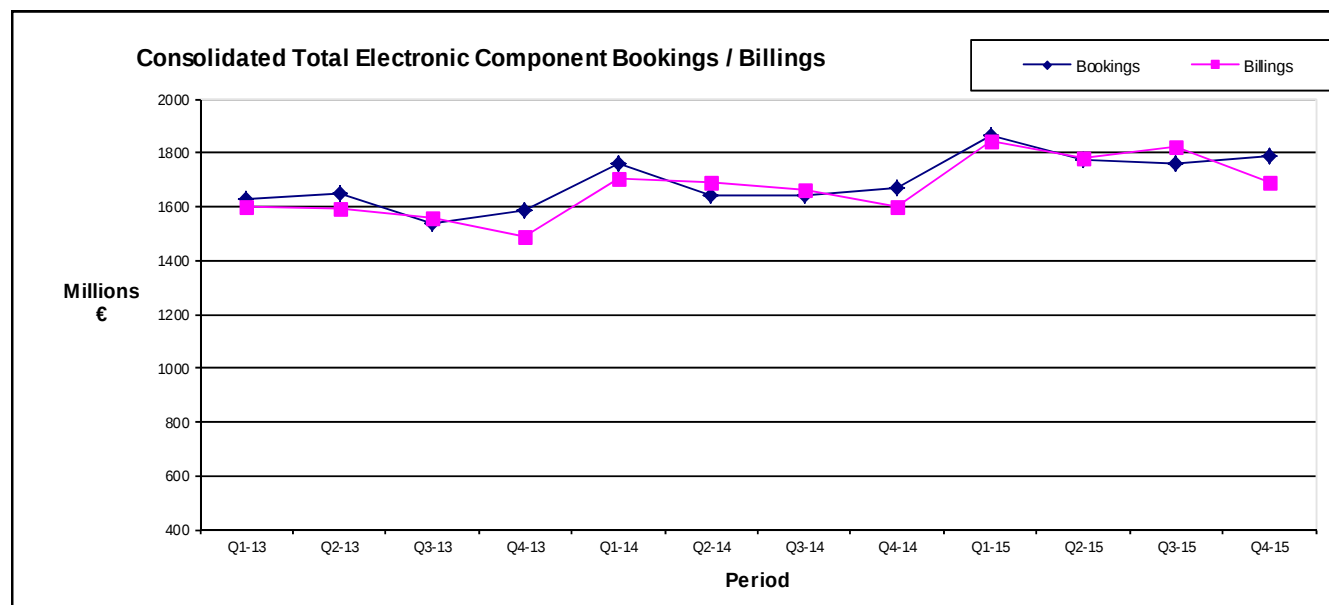


	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15
Bookings	224	213	211	205	232	218	217	220	239	228	223	231
Billings	220	214	212	196	234	222	221	209	240	230	228	217

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

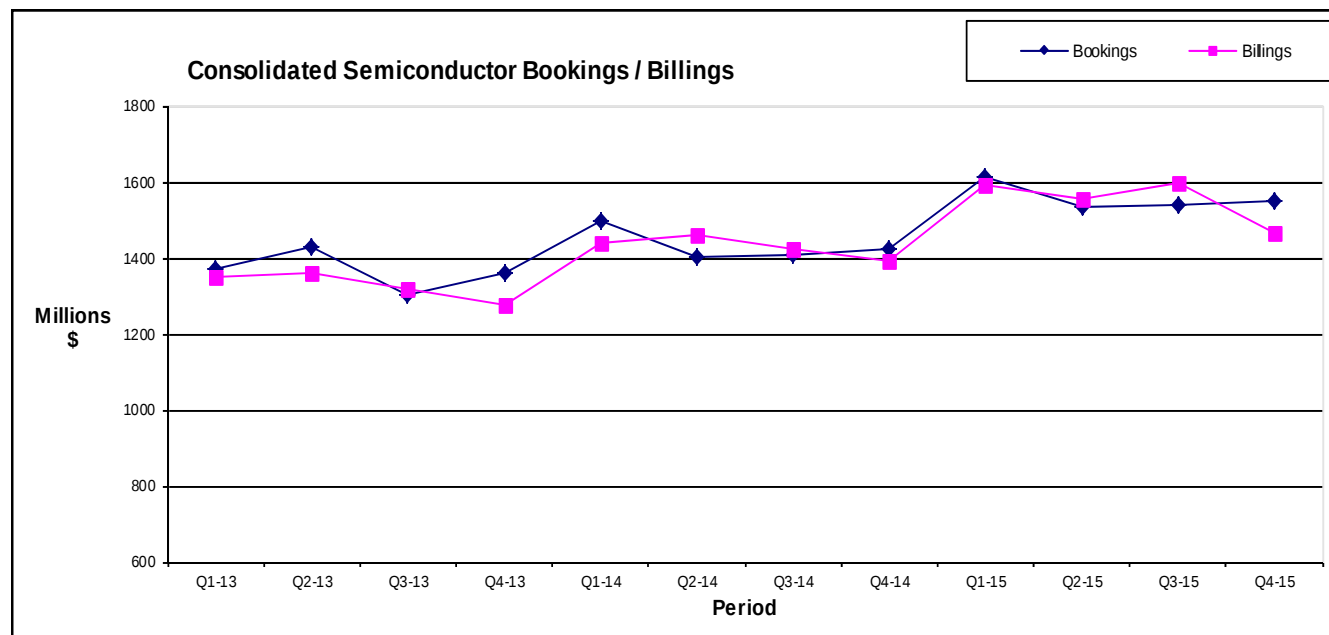


	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15
Bookings	340	326	313	320	361	334	329	342	371	352	341	347
Billings	330	321	318	299	348	337	333	310	363	344	354	332

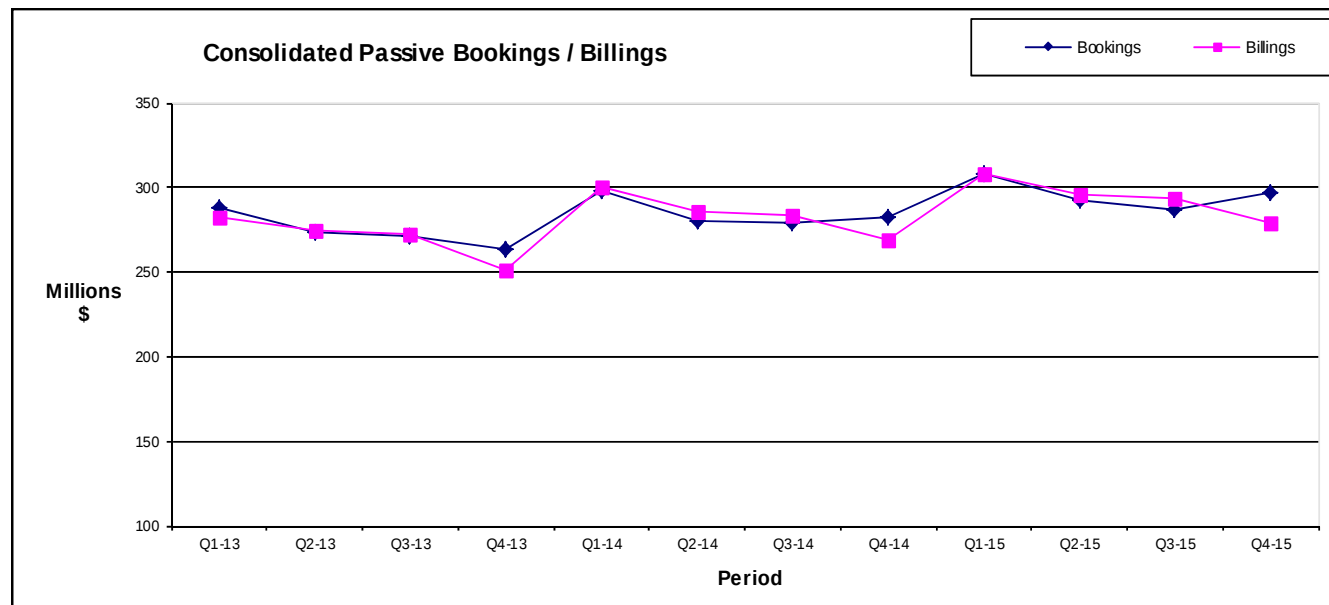


	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15
Bookings	1629	1649	1535	1583	1757	1641	1638	1667	1862	1773	1762	1785
Billings	1598	1590	1555	1489	1702	1693	1659	1598	1841	1783	1825	1688

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

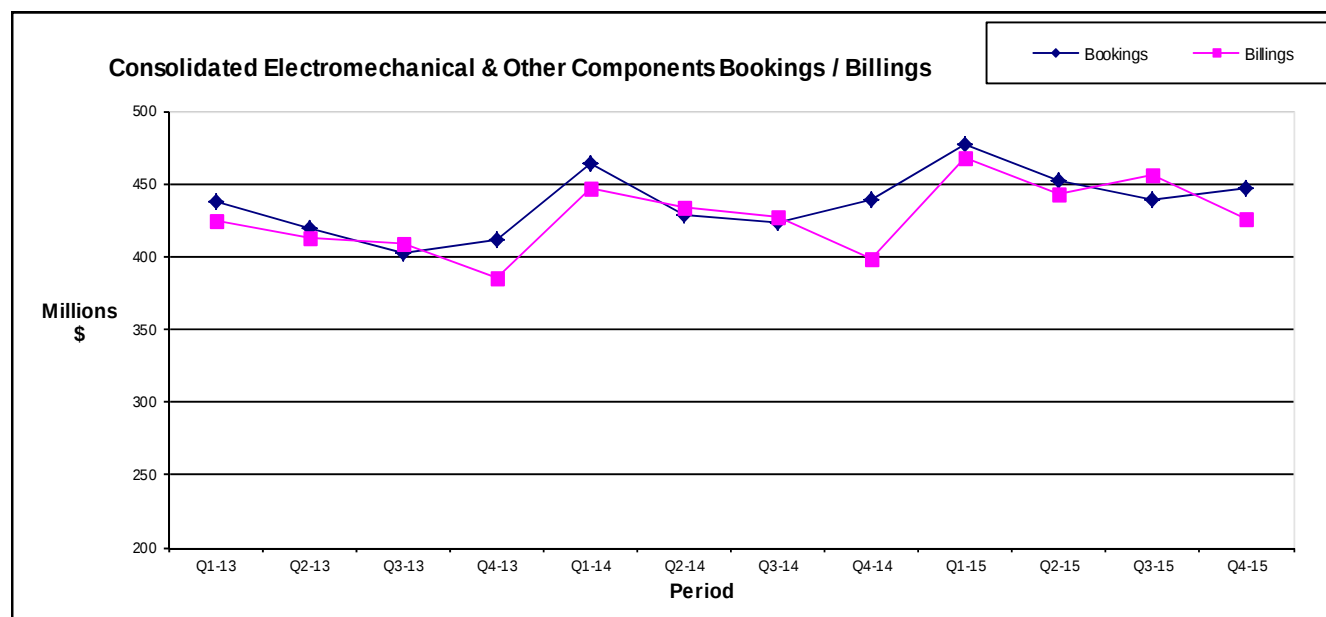


	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15
Bookings	1370	1428	1301	1362	1498	1402	1407	1423	1612	1536	1541	1553
Billings	1349	1359	1319	1279	1442	1458	1424	1390	1593	1557	1600	1466

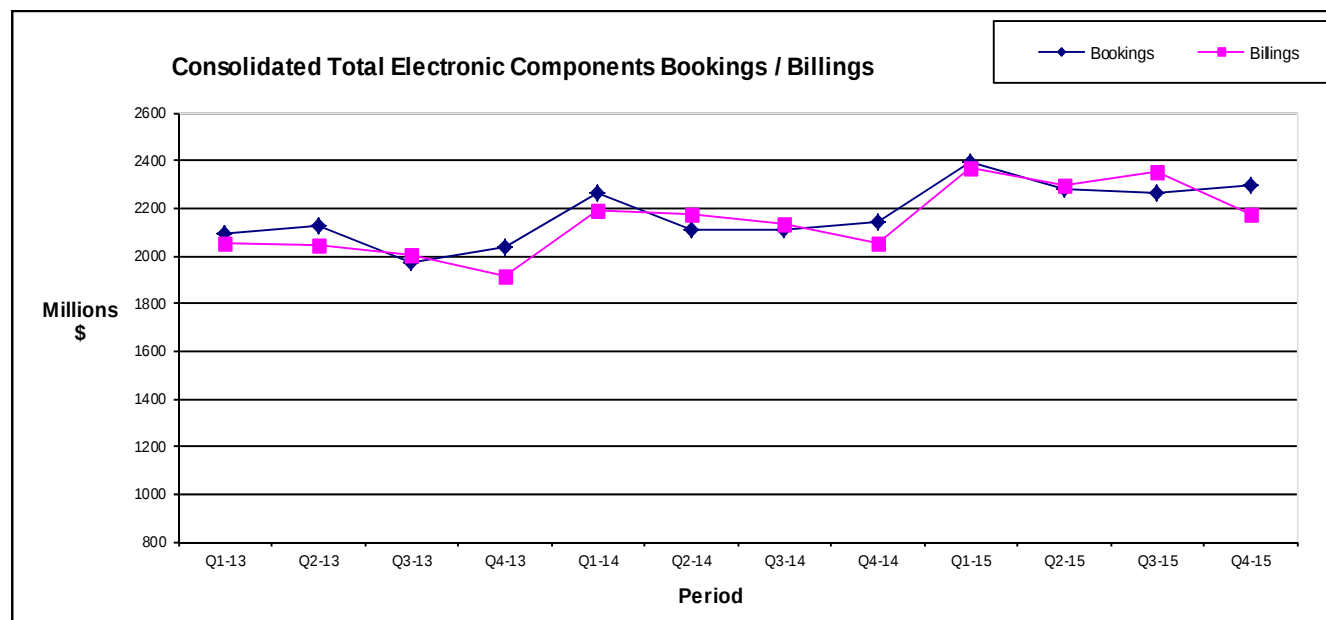


	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15
Bookings	288	274	272	264	299	280	279	283	308	293	287	297
Billings	283	275	273	252	300	286	284	269	309	296	293	279

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



	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15
Bookings	438	420	403	412	464	429	423	439	477	452	439	447
Billings	424	413	409	385	447	434	428	398	467	442	456	426



	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15
Bookings	2096	2122	1975	2037	2261	2112	2108	2145	2396	2281	2267	2297
Billings	2056	2046	2001	1915	2189	2178	2135	2057	2369	2295	2349	2172



www.ideaelectronics.com

Q4-2015

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, 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) 2014	Summation of Association Members Returns 2014	Approx. Share of DTAM (Distribution Total Available Market) represented by Association's Members 2014
France	SPDEI	€896 Mill	€672 Mill	75%
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%
Switzerland	FBDI	€426 Mill	€234 Mill	55%
Austria	FBDI	€326 Mill	€199 Mill	61%

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.

Contents

Page	Graphic no.	Content
4	T1	Total electronic component Booking, billing & Book:bill ratio (Total distribution electronic component booking, billing and book:bill ratio for Germany, France, Italy, UK, Sweden, Denmark, Finland, Switzerland and Austria)
4	T2	Total electronic component bookings trend (Distribution orders for electronic components by country comparing current quarter with both prior quarter and same quarter prior year and YTD)
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)
6	T6	Total electronic component tendential index by country (Trend showing growth/decline % in quarterly sales of all electronic components by country compared with the same quarter prior year)
7	S1	Semiconductor Booking, billing & Book:bill ratio (Semiconductor booking, billing and book:bill ratio for Germany, France, Italy, UK, Sweden, Denmark, Finland, Switzerland and Austria)
7	S2	Semiconductor bookings trend (Distribution orders for semiconductors by country comparing current quarter with both prior quarter and same quarter prior year and YTD)
8	S3	Semiconductor billings trend (Distribution sales of semiconductors by country comparing current quarter with both prior quarter and same quarter prior year and YTD)
8	S4	Semiconductor year-to-date billings trend (Cumulative sales of semiconductors via distribution by country for current year-to-date compared with the same period prior year)
9	S5	Semiconductor year-to-date booking trend (Cumulative orders for semiconductors via distribution by country for current year-to-date compared with the same period prior year)
9	S6	Semiconductor tendential index by country (Trend showing growth/decline % in quarterly sales of semiconductors by country compared with the same quarter prior year)
10	P1	Passive component Booking, billing & Book:bill ratio (Passives component booking, billing and book:bill ratio for Germany, France, Italy, UK, Sweden, Denmark, Finland, Switzerland and Austria)
10	P2	Passive component bookings trend (Distribution orders for passive components by country comparing current quarter with both prior quarter and same quarter prior year and YTD)

11	P3	Passive component billings trend (Distribution sales of passive components by country comparing current quarter with both prior quarter and same quarter prior year and YTD)
11	P4	Passive component year-to-date billings trend (Cumulative sales of passive components via distribution by country for current year-to-date compared with the same period prior year)
12	P5	Passive component year-to-date booking trend (Cumulative orders for passive components via distribution by country for current year-to-date compared with the same period prior year)
12	P6	Passive component tendential index by country (Trend showing growth/decline % in quarterly sales of passive components by country compared with the same quarter prior year)
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, Switzerland and Austria)
13	E2	Electromechanical component bookings trend (Distribution orders for electromechanical components by country comparing current quarter with both prior quarter and same quarter prior year and YTD)
14	E3	Electromechanical component billings trend (Distribution sales of electromechanical components by country comparing current quarter with both prior quarter and same quarter prior year and YTD)
14	E4	Electromechanical component year-to-date billings trend (Cumulative sales of electromechanical components via distribution by country for current year-to-date compared with the same period prior year)
15	E5	Electromechanical component year-to-date booking trend (Cumulative orders for electromechanical components via distribution by country for current year-to-date compared with the same period prior year)
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

IDEA Secretariat: Laura Baronchelli

Via Console Flaminio, 19

I-20134 Milan

Italy

Phone +39 02 210 111 251

Fax +39 02 210 111 222

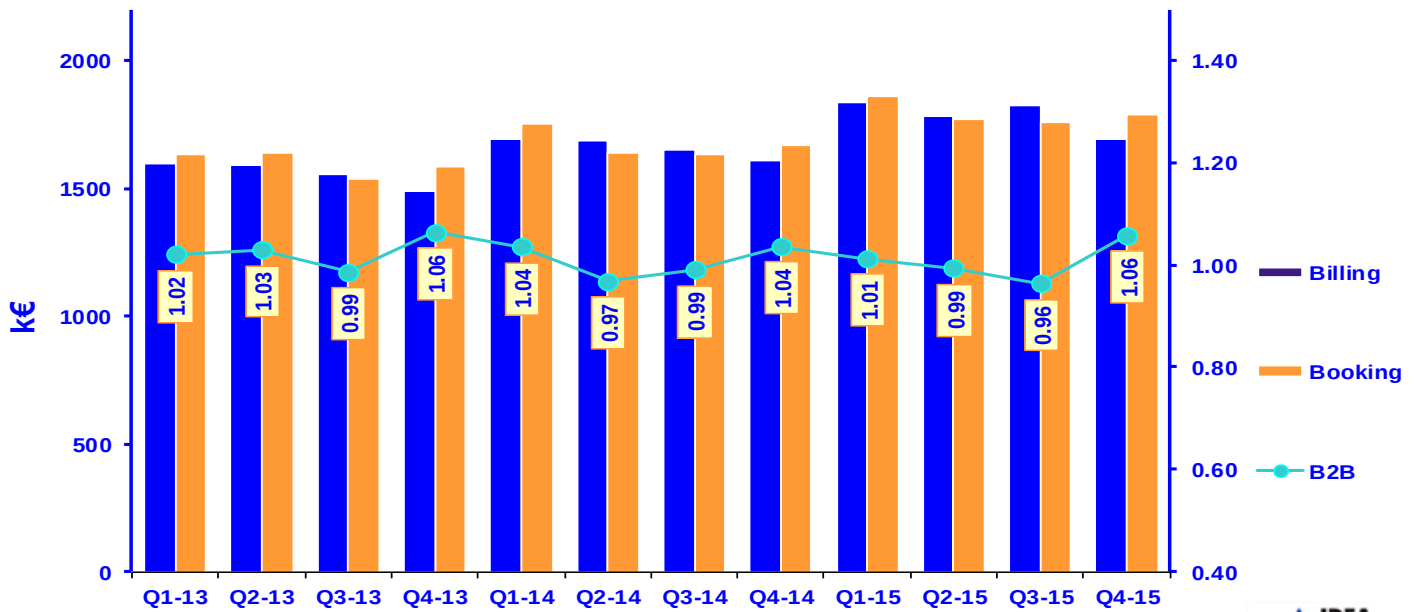
segreteria@ideaelectronics.com

<http://www.ideaelectronics.com/>

4TH 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, Switzerland and Austria



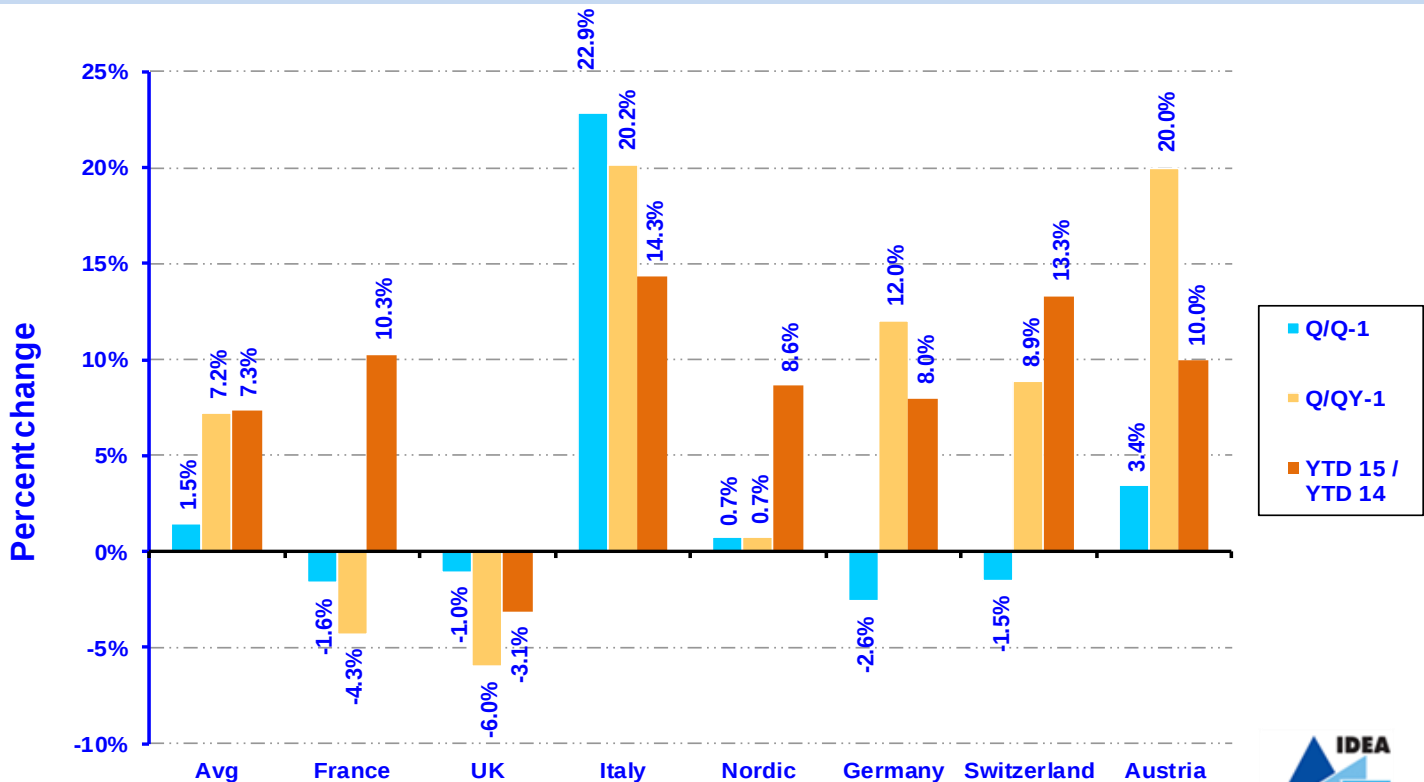
www.ideaelectronics.com



4TH 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



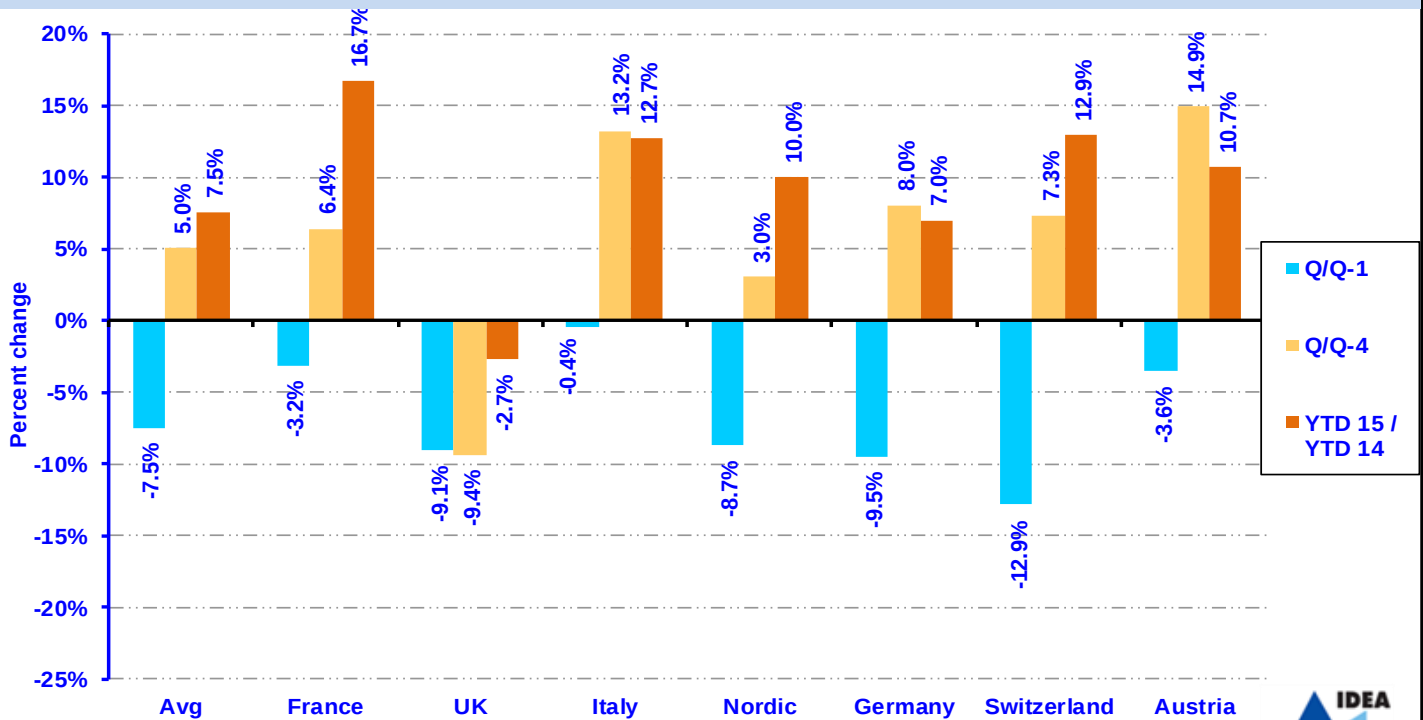
www.ideaelectronics.com



4TH 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



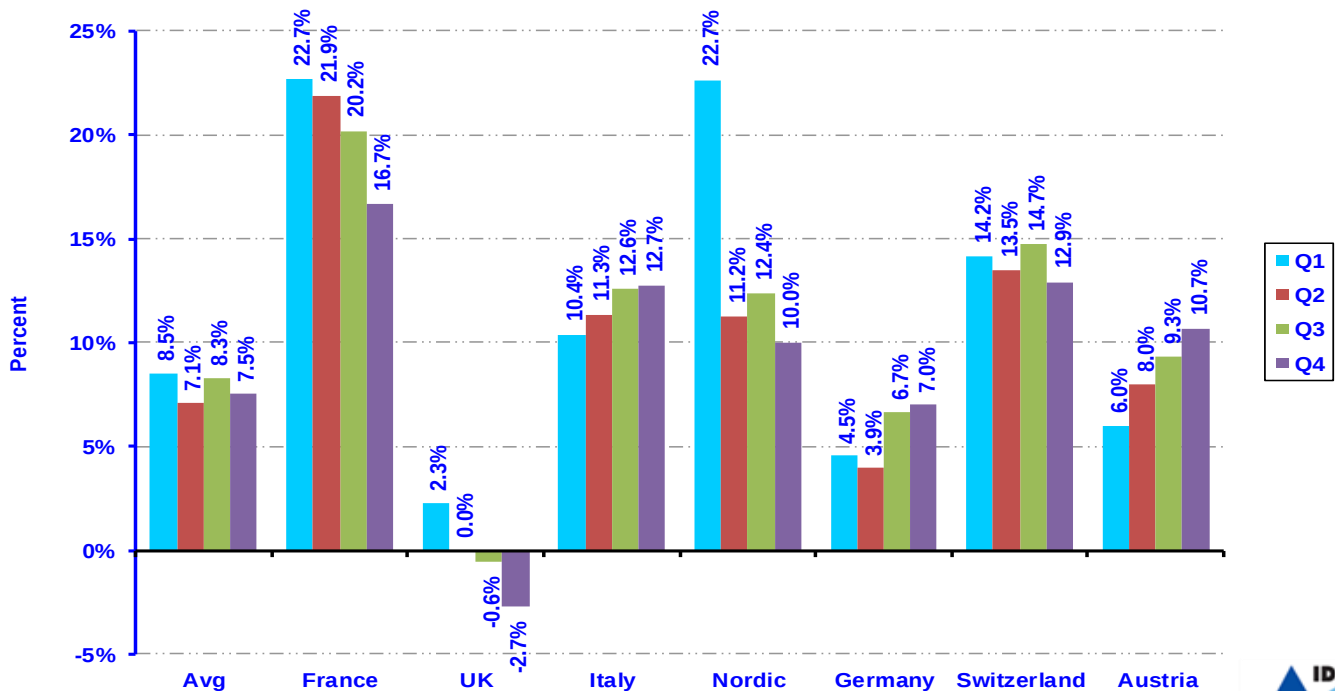
www.ideaelectronics.com



4TH 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



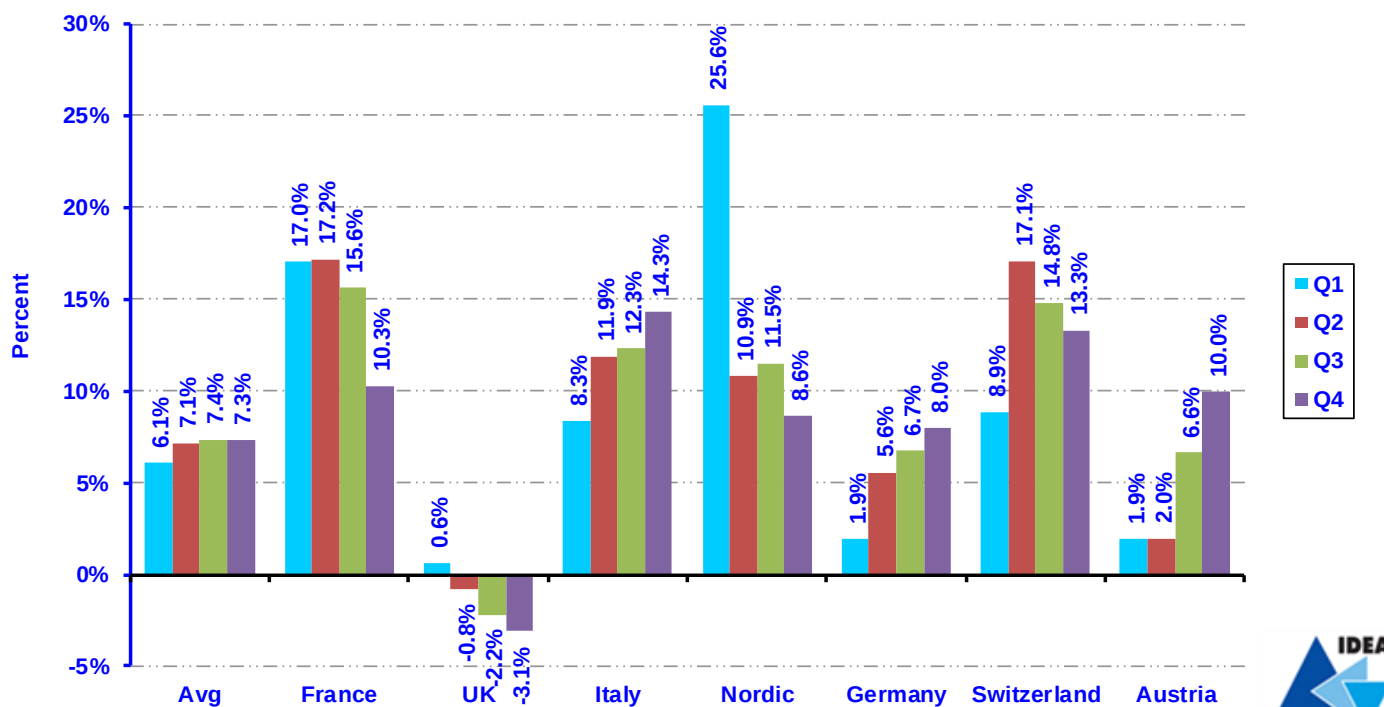
www.ideaelectronics.com



4TH 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



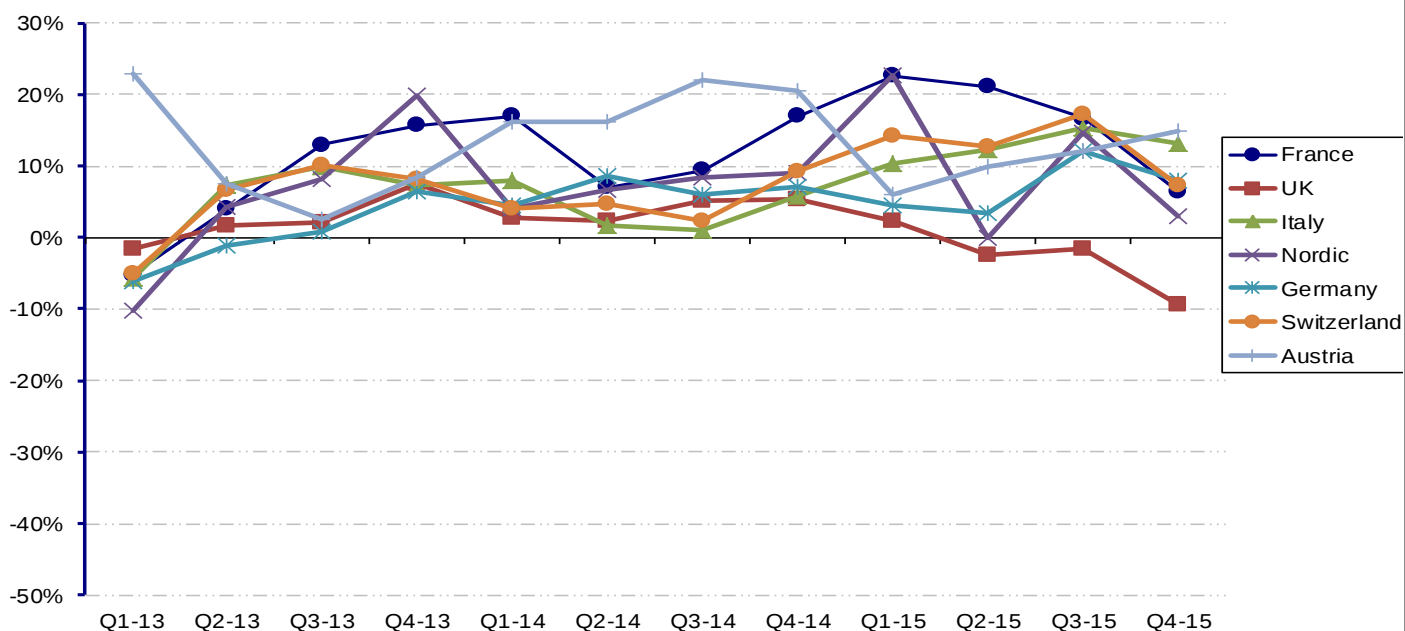
www.ideaelectronics.com



4TH QTR. 2015 TOTAL COMPONENTS TENDENTIAL INDEX BY COUNTRY(Q.QY-1)

Graphic T6

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



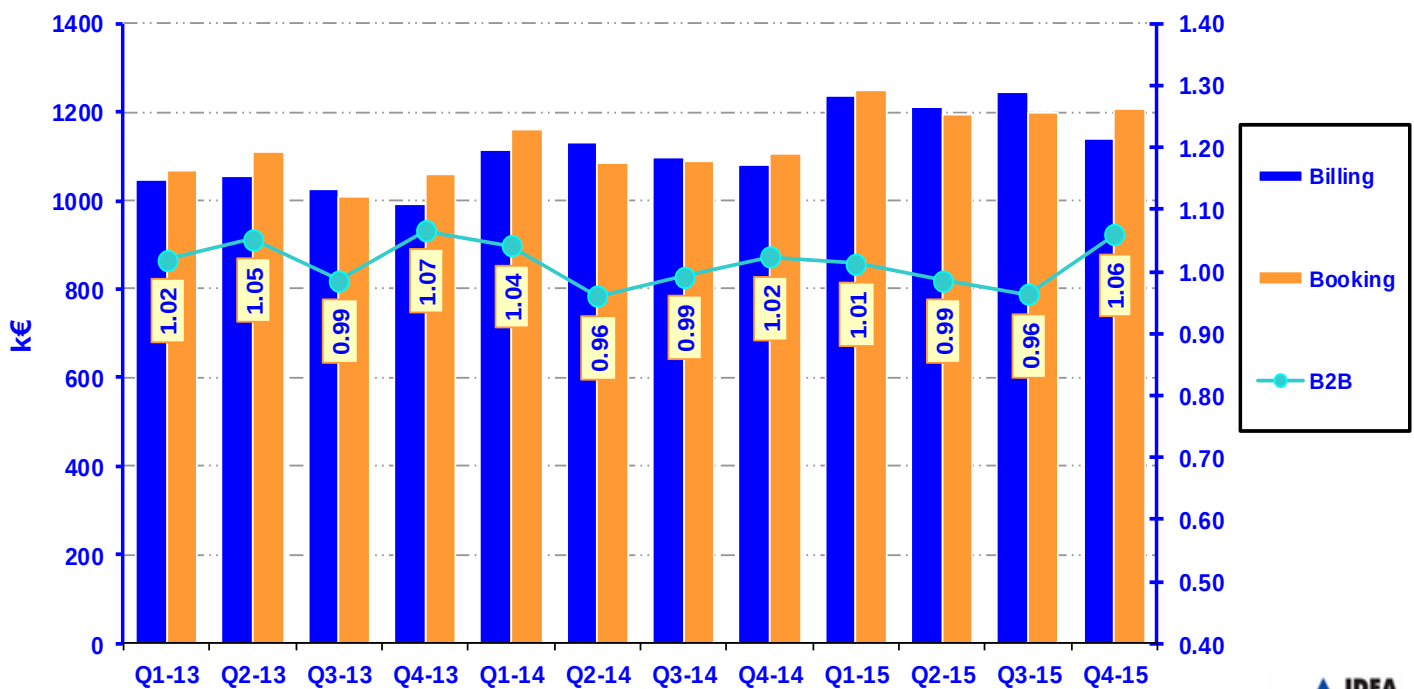
www.ideaelectronics.com



4TH 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, Switzerland and Austria



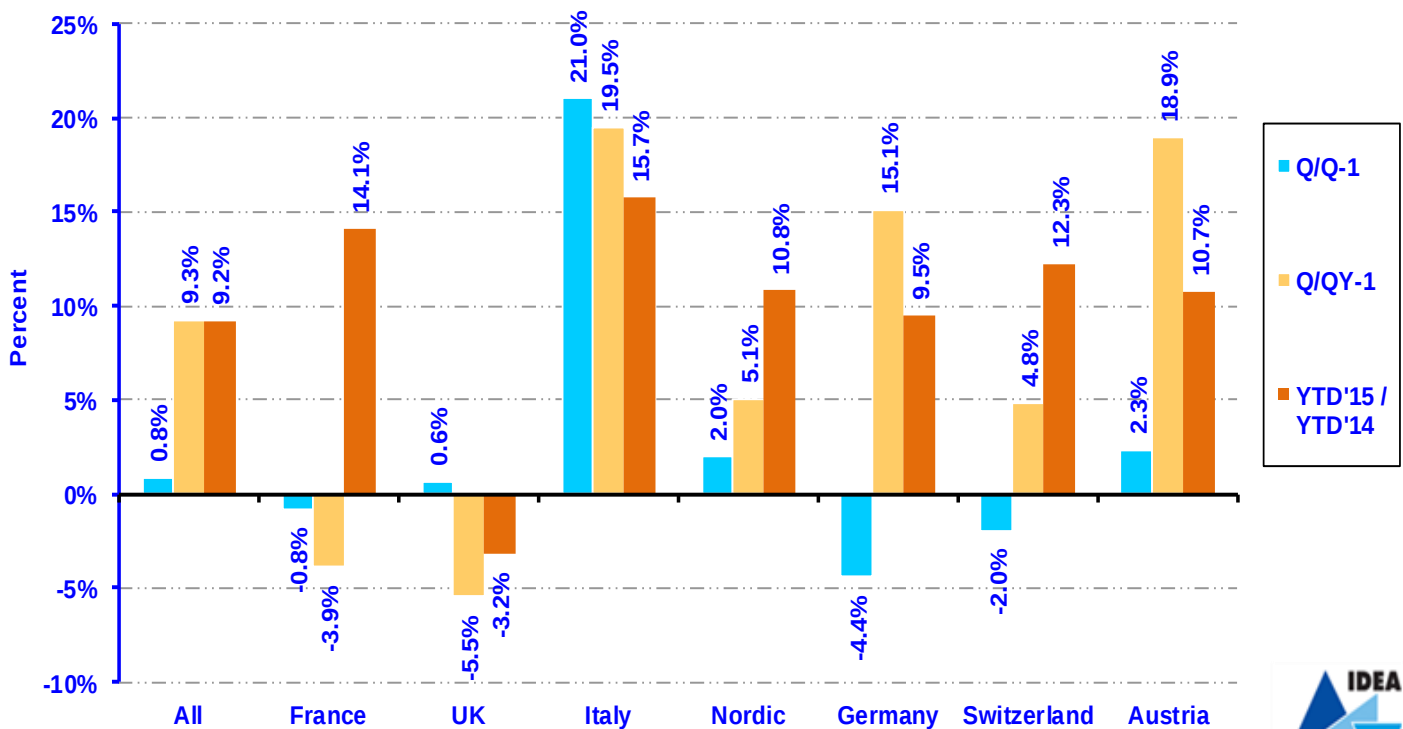
www.ideaelectronics.com



4TH 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



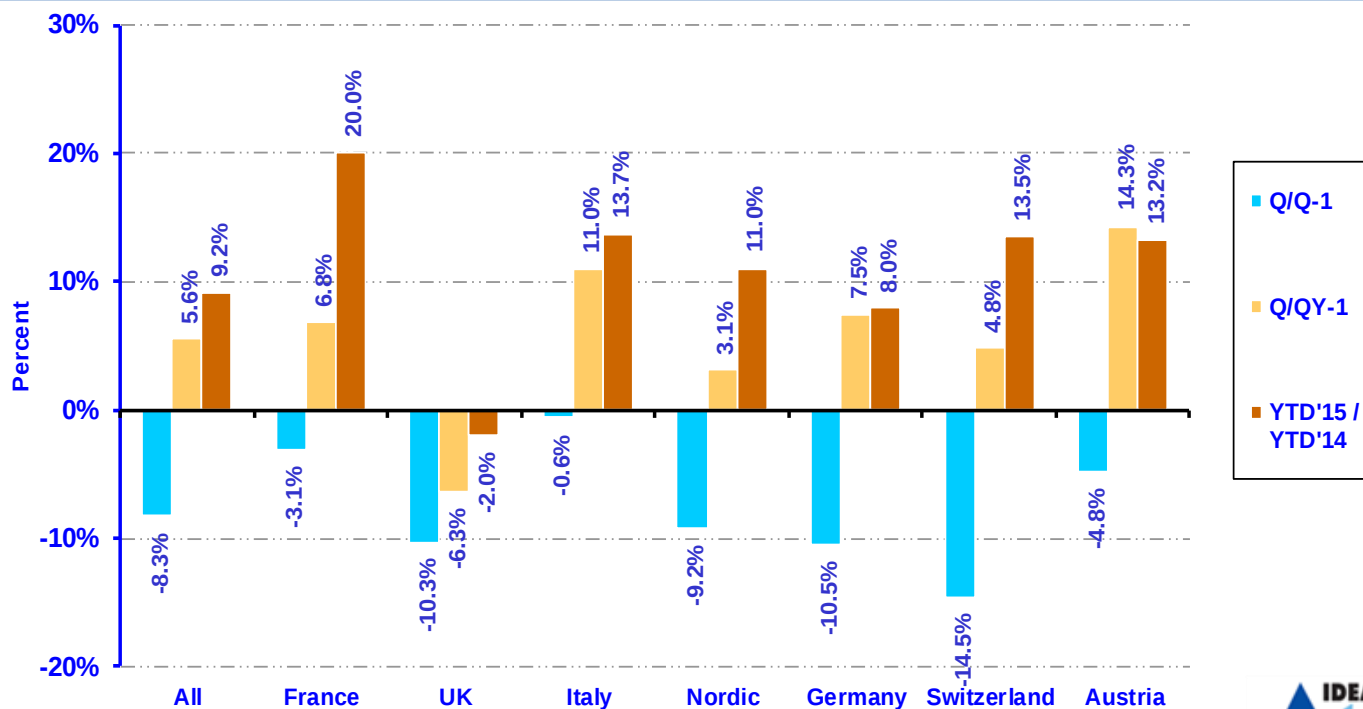
www.ideaelectronics.com



4TH 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



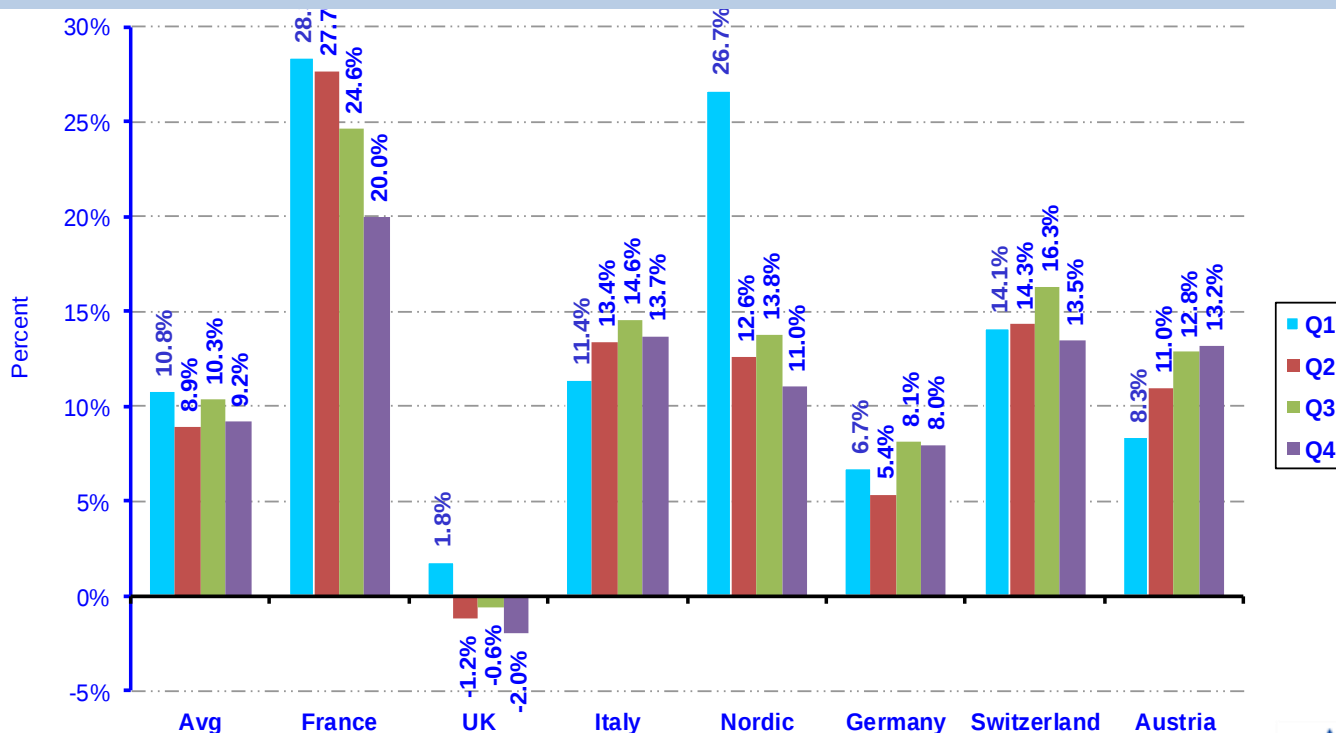
www.ideaelectronics.com



4TH 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



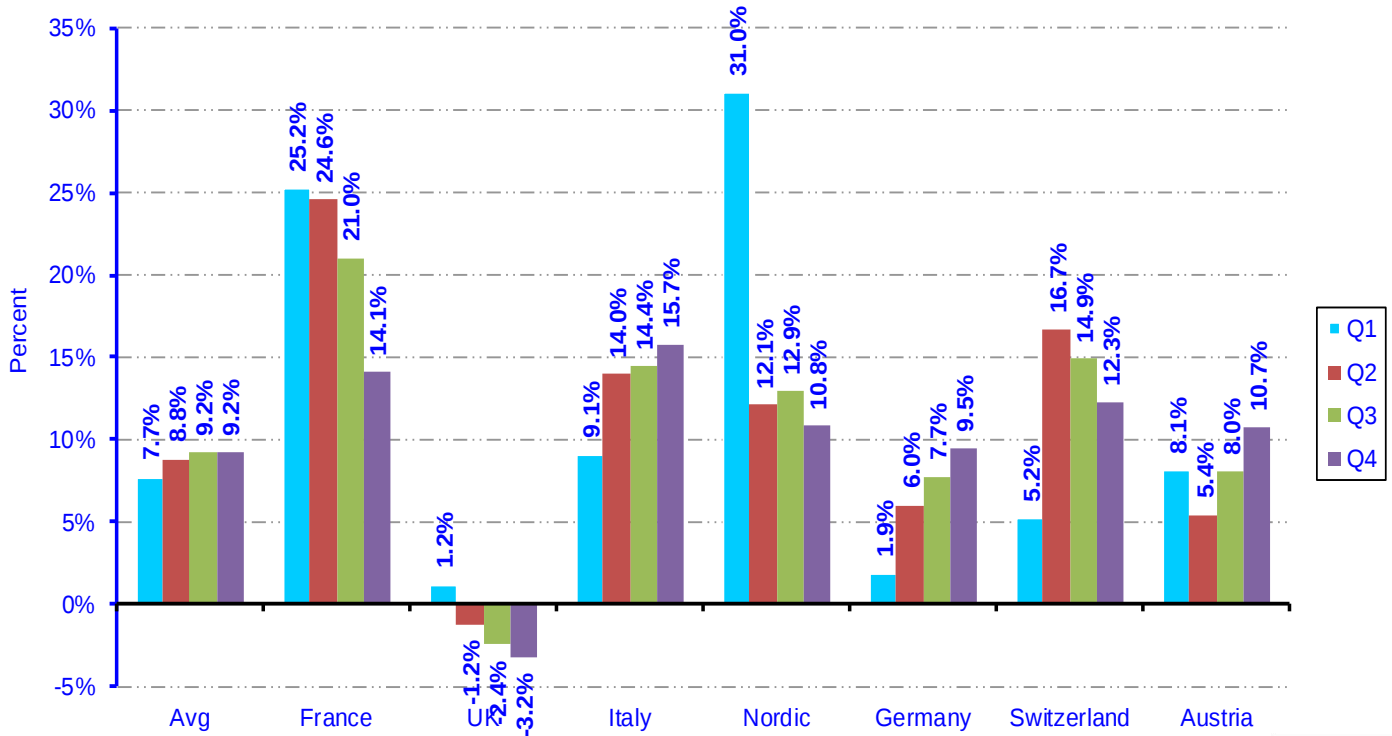
www.ideaelectronics.com



4TH 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



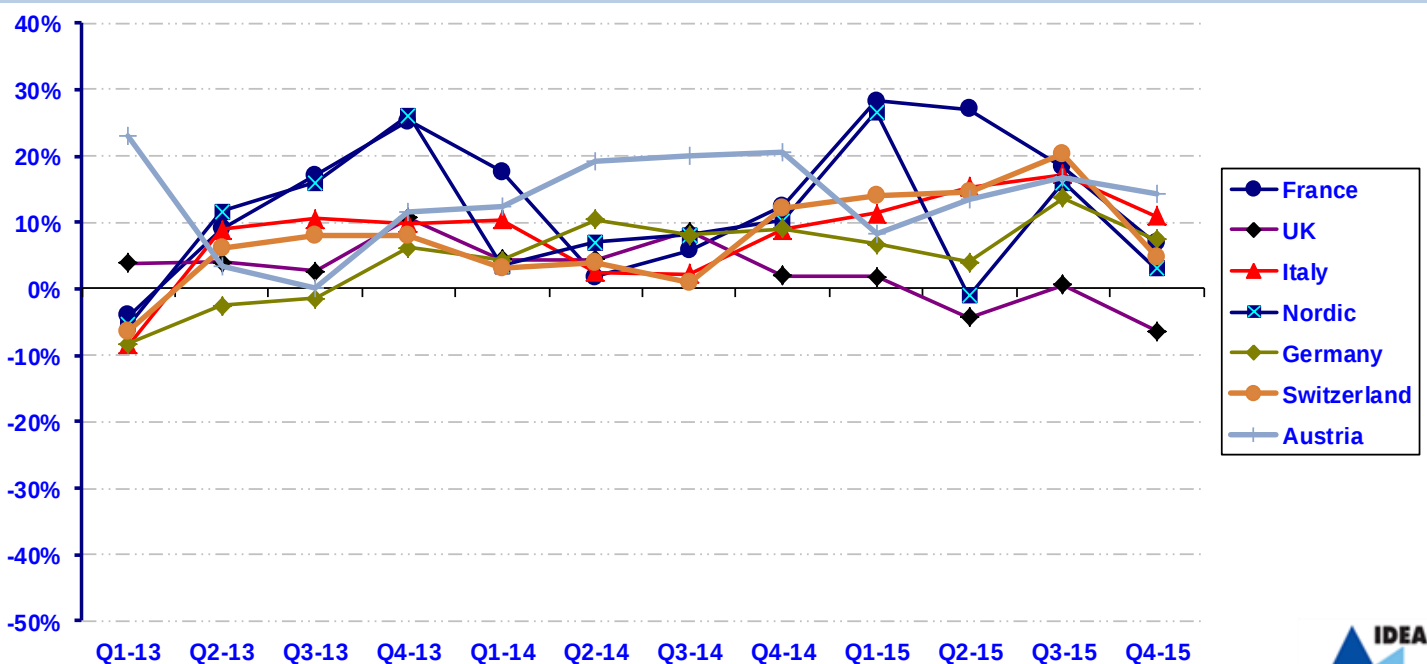
www.ideaelectronics.com



4TH 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.



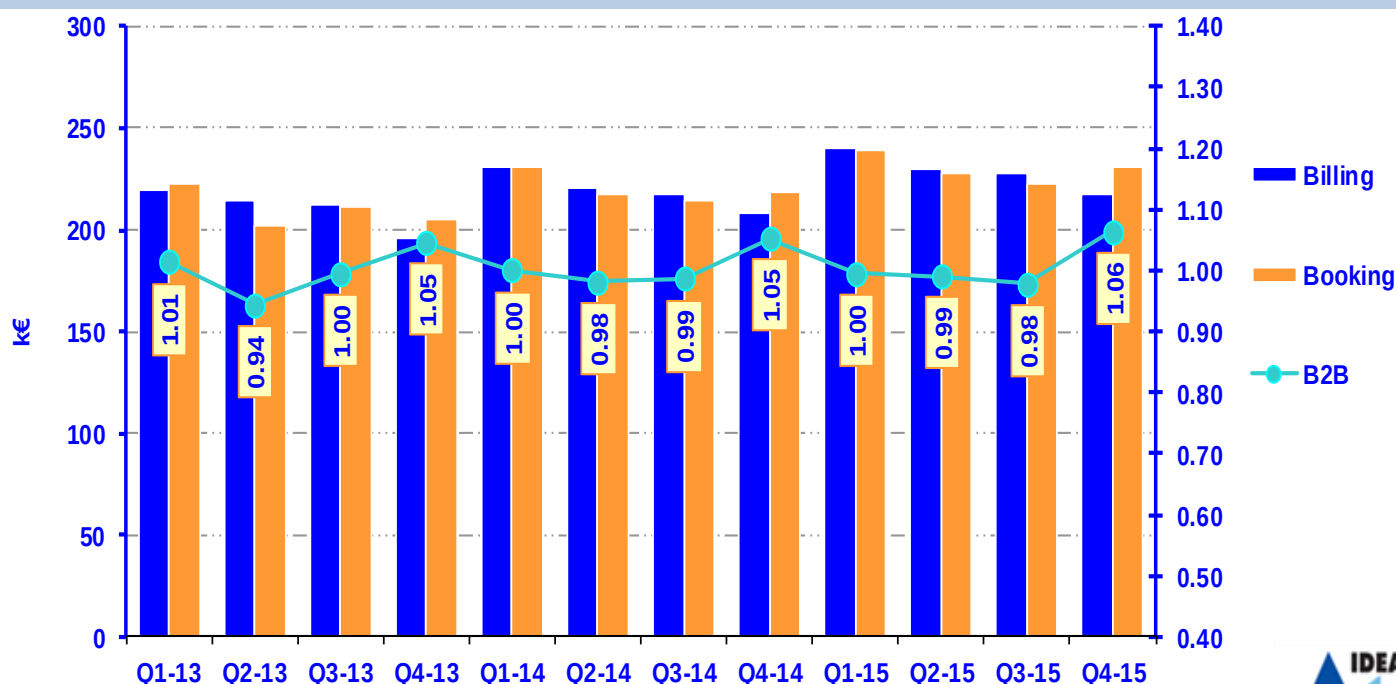
www.ideaelectronics.com



4TH 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, Switzerland and Austria



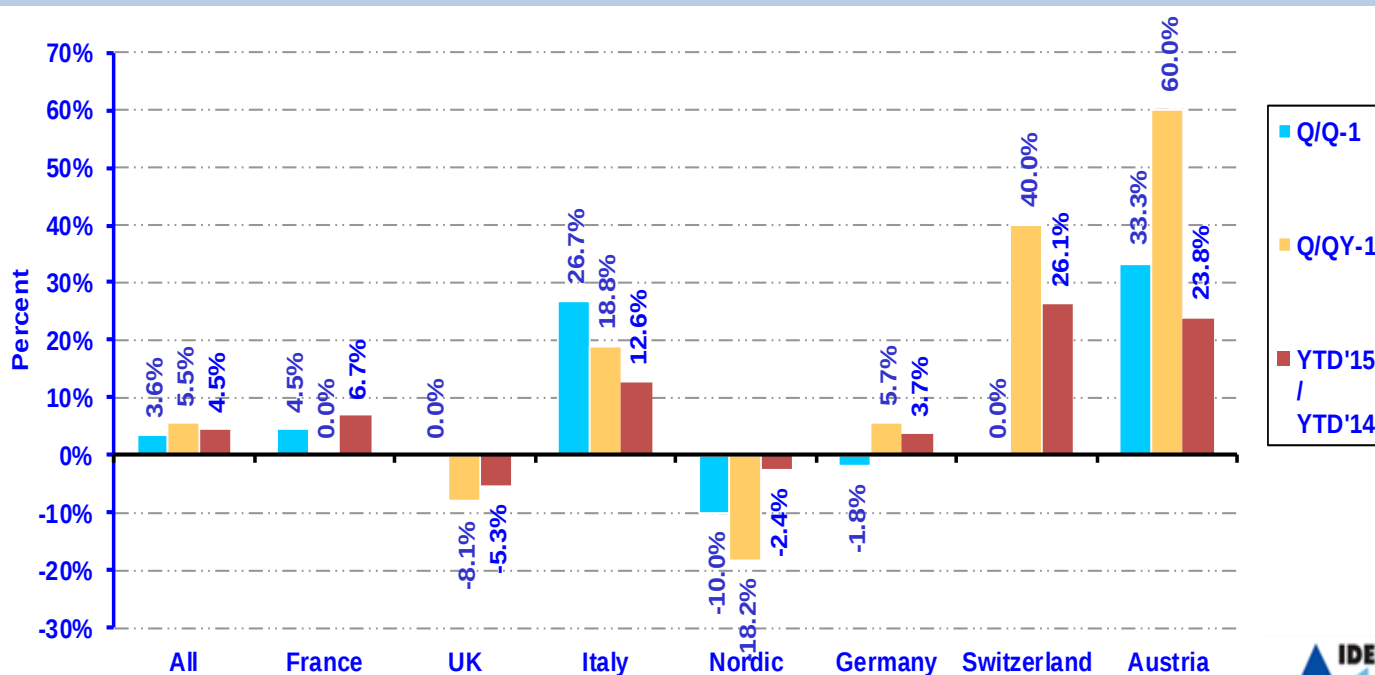
www.ideaelectronics.com



4TH QTR. 2015 **PASSIVE COMPONENTS** 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)



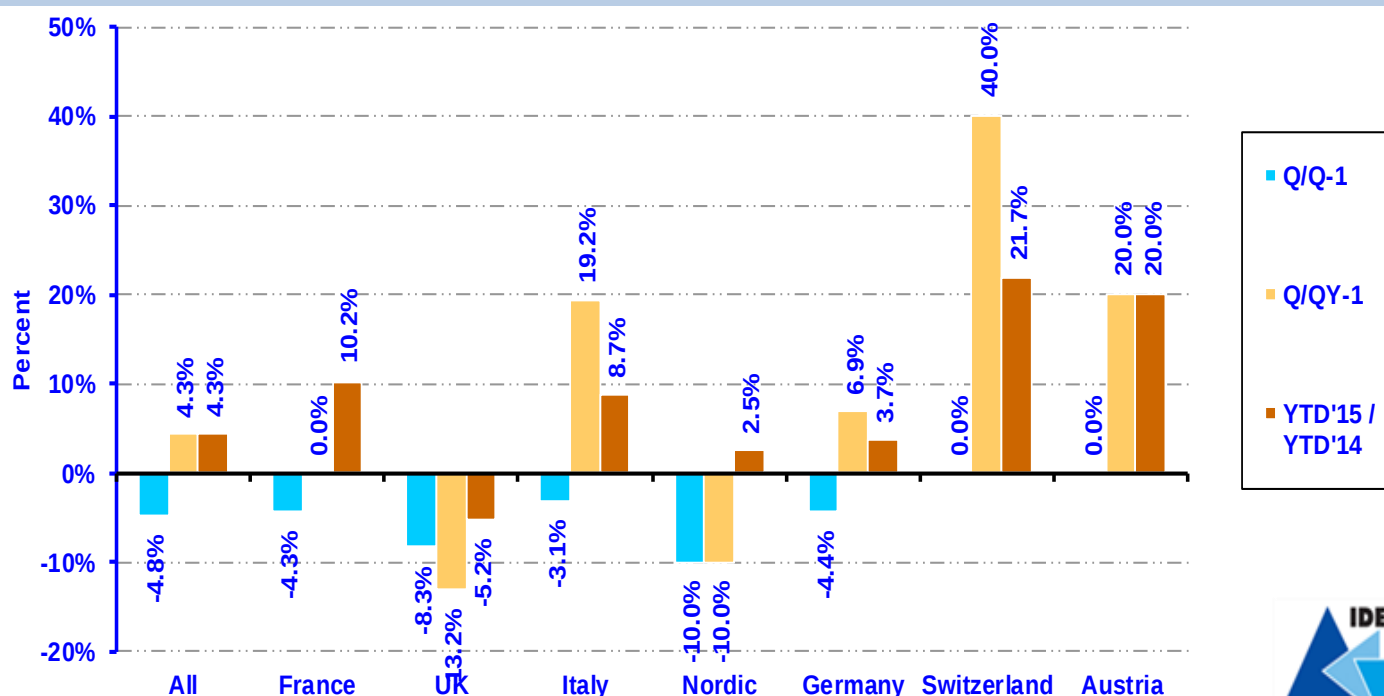
www.ideaelectronics.com



4TH 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)



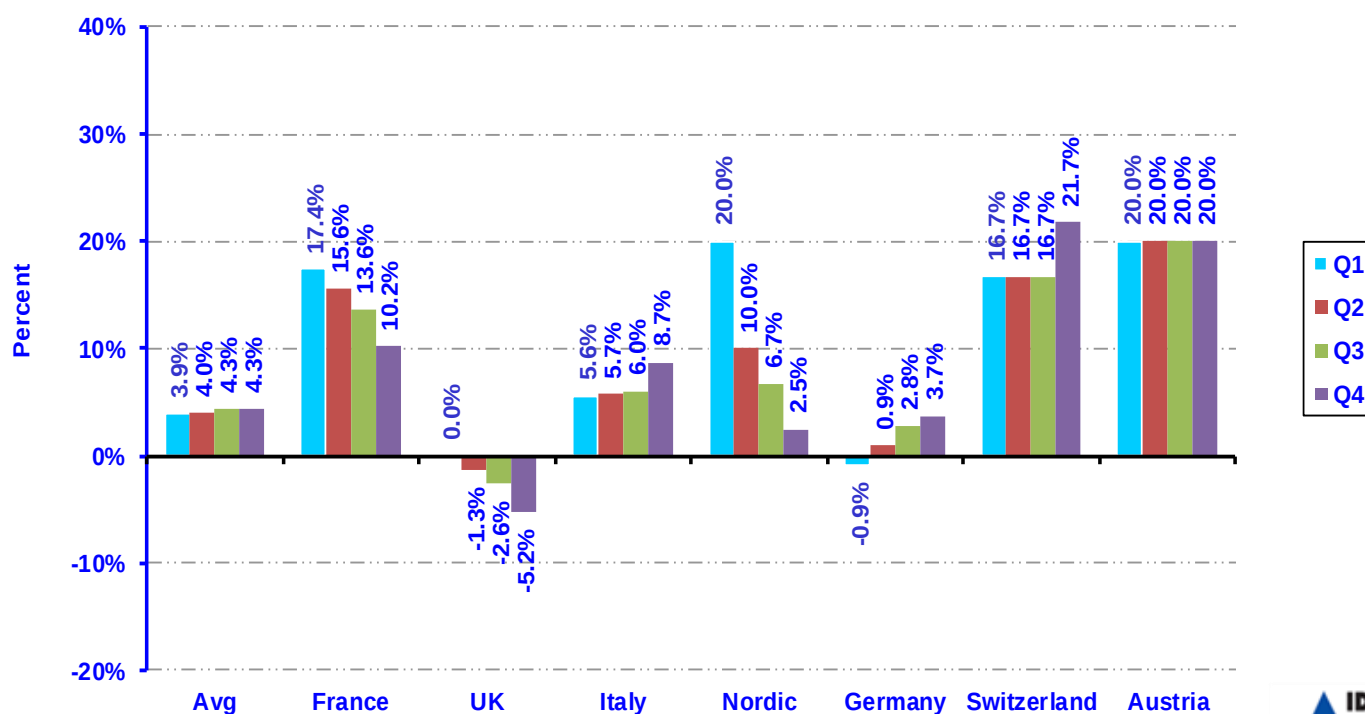
www.ideaelectronics.com



4TH 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



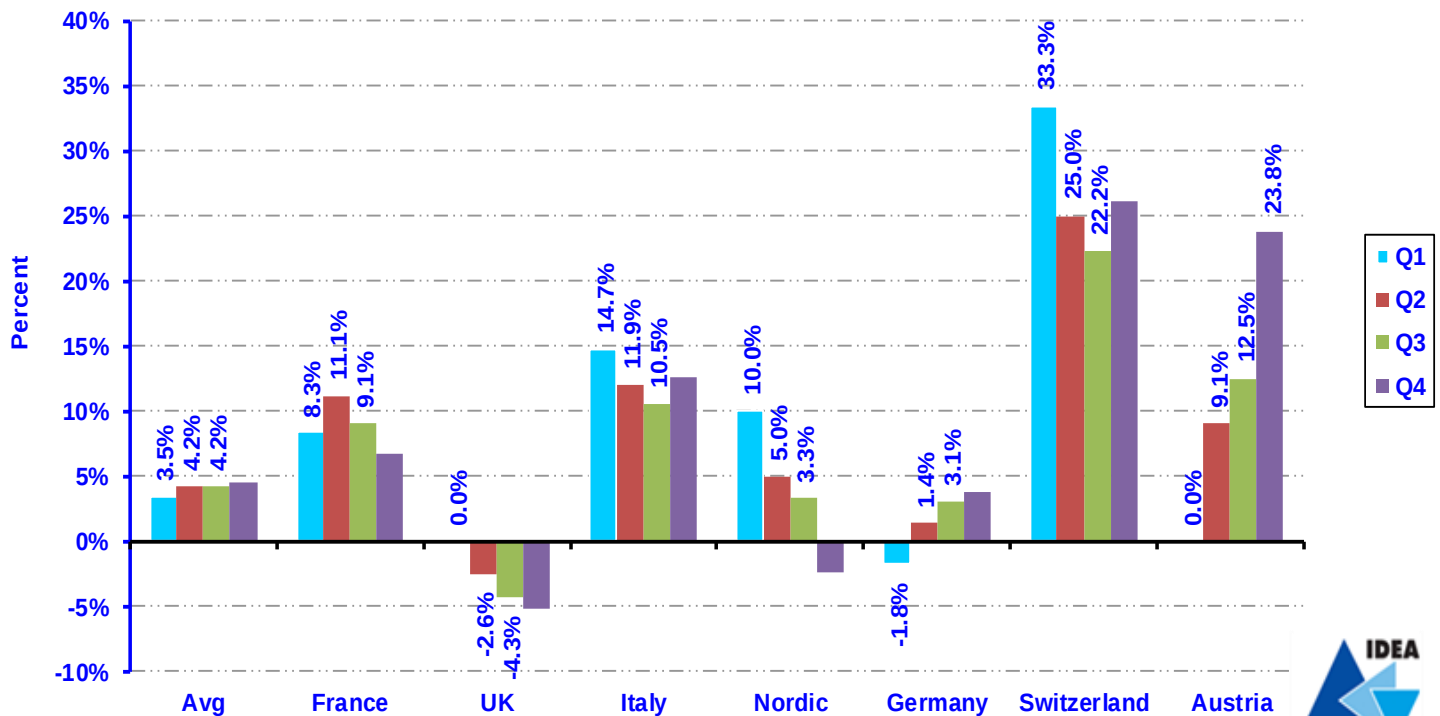
www.ideaelectronics.com



4TH 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



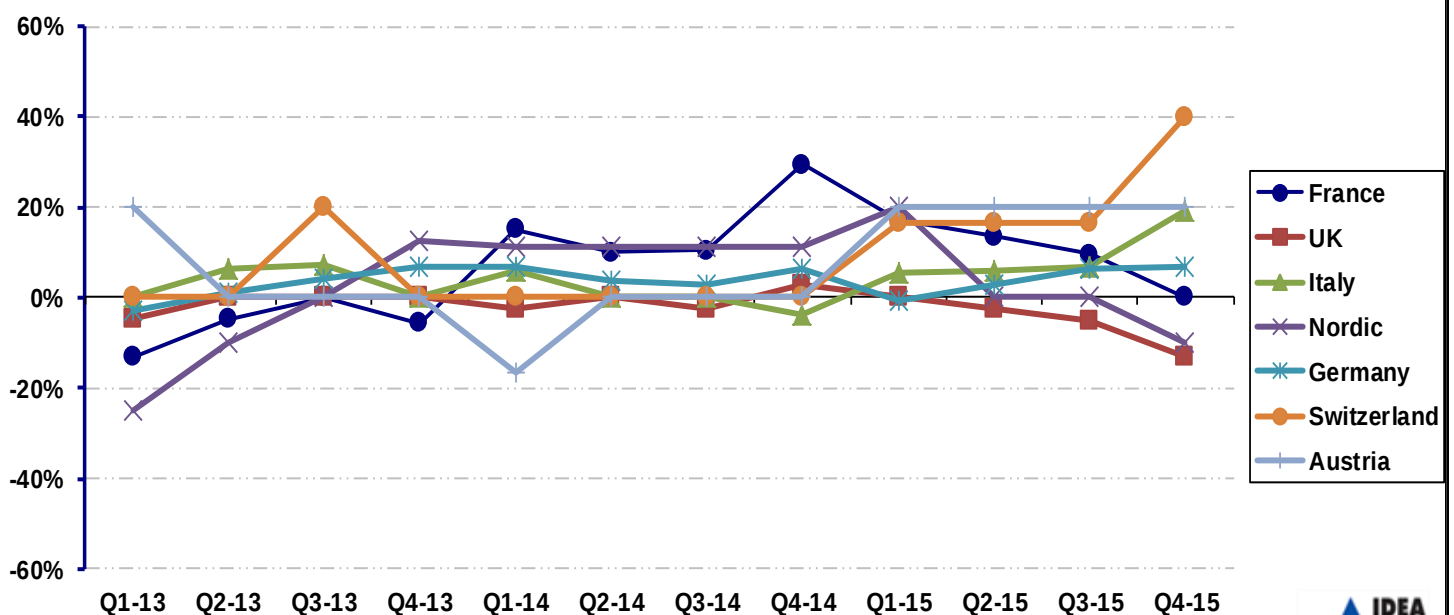
www.ideaelectronics.com



4TH 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.



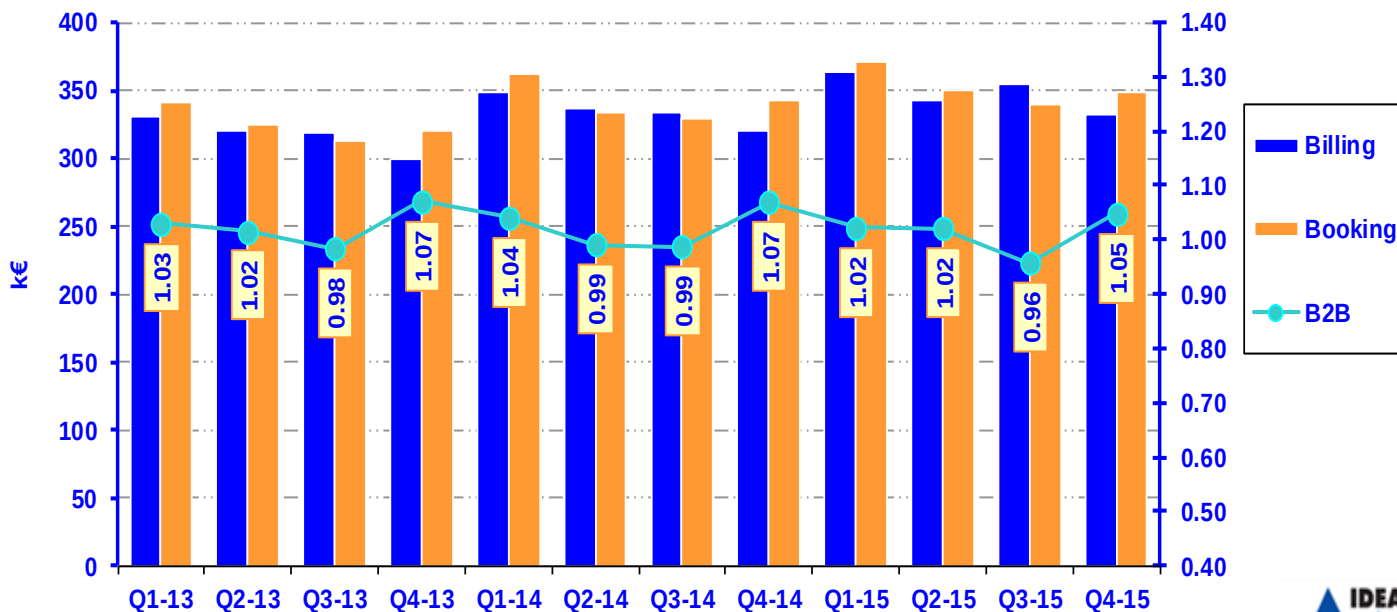
www.ideaelectronics.com



4TH 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, Switzerland and Austria



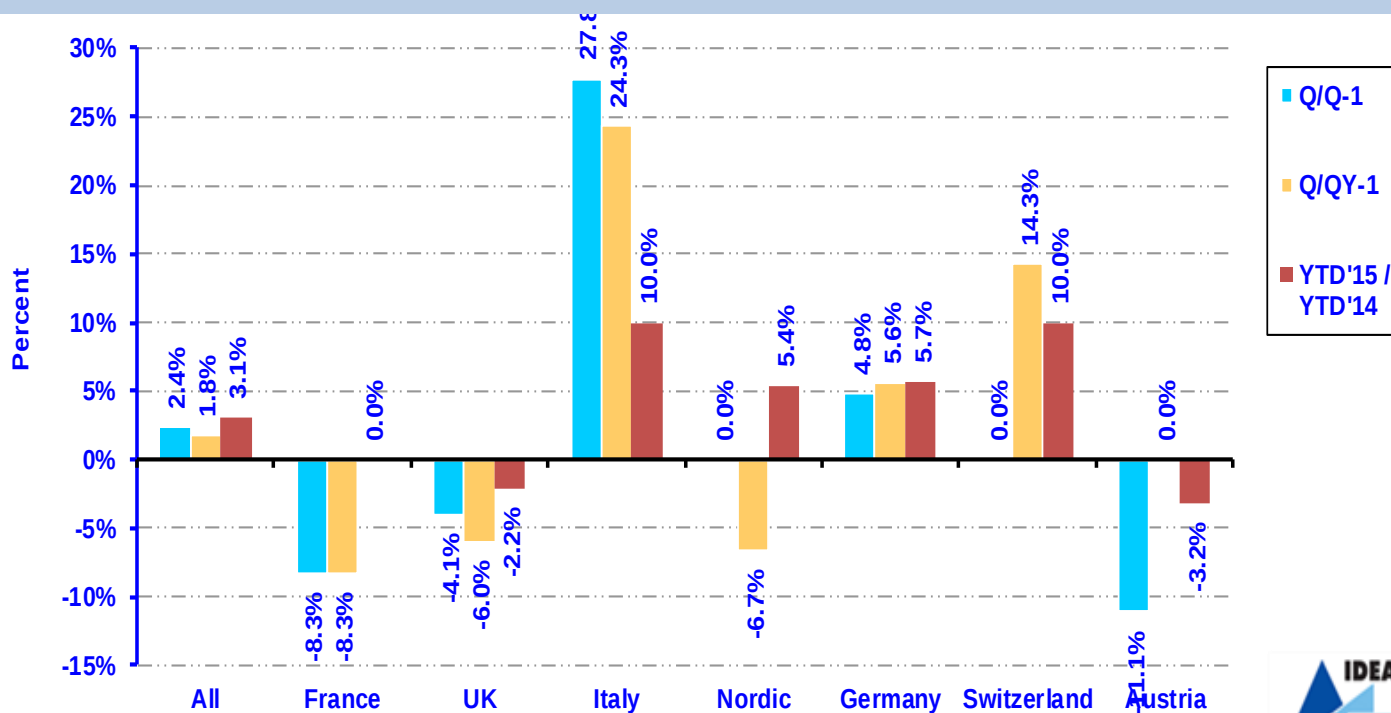
www.ideaelectronics.com



4TH 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)



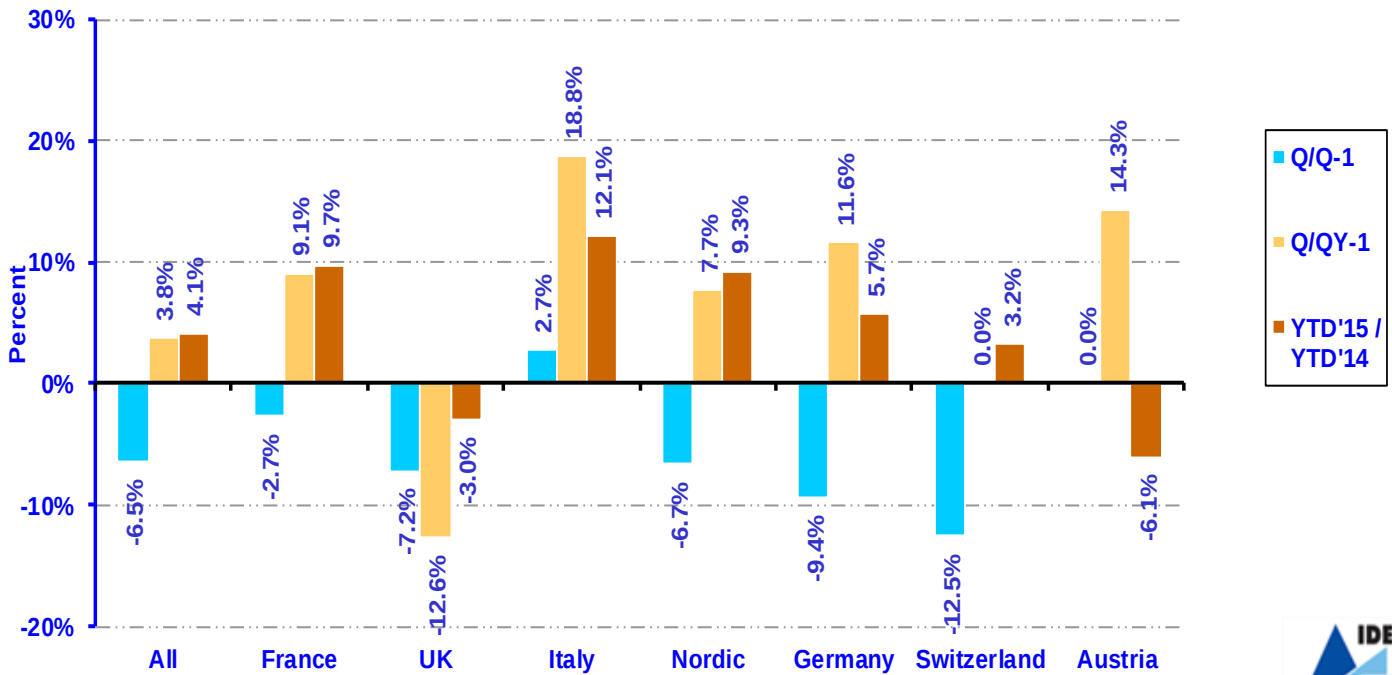
www.ideaelectronics.com



4TH 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



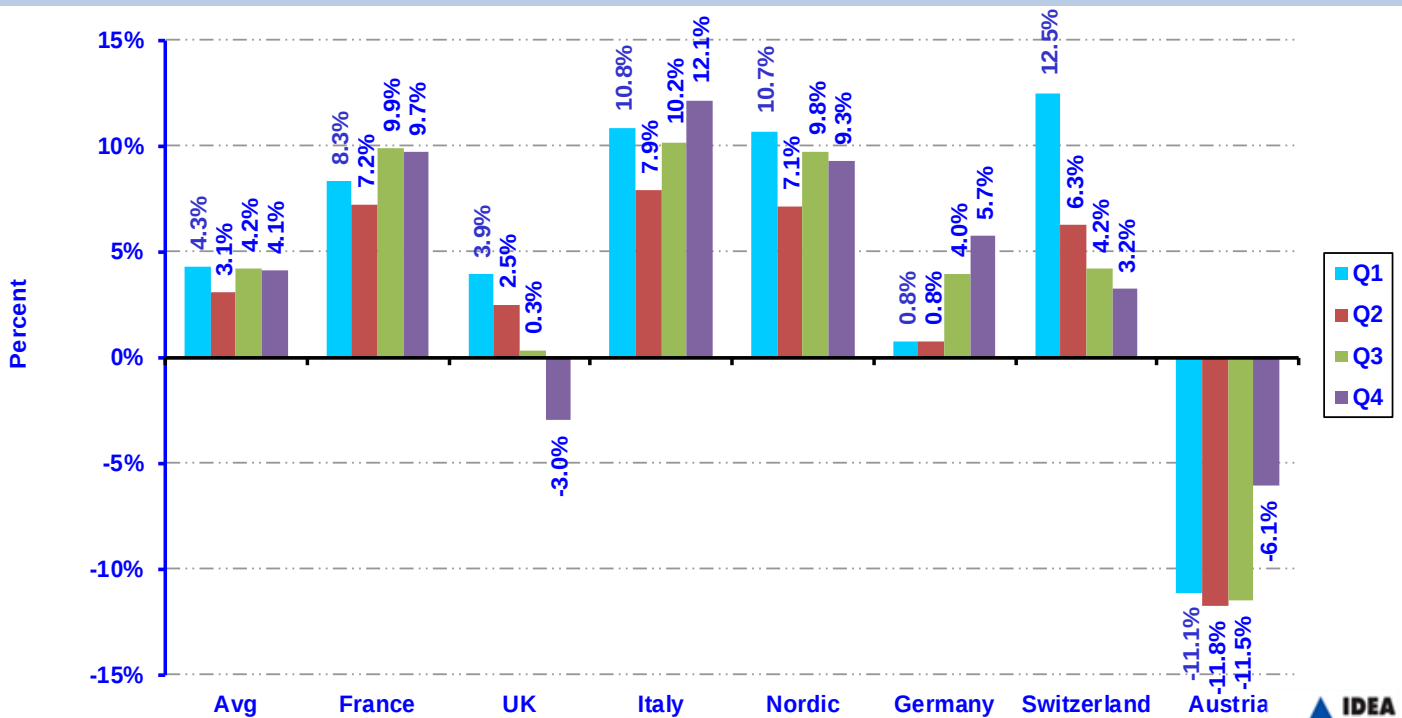
www.ideaelectronics.com



4TH 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



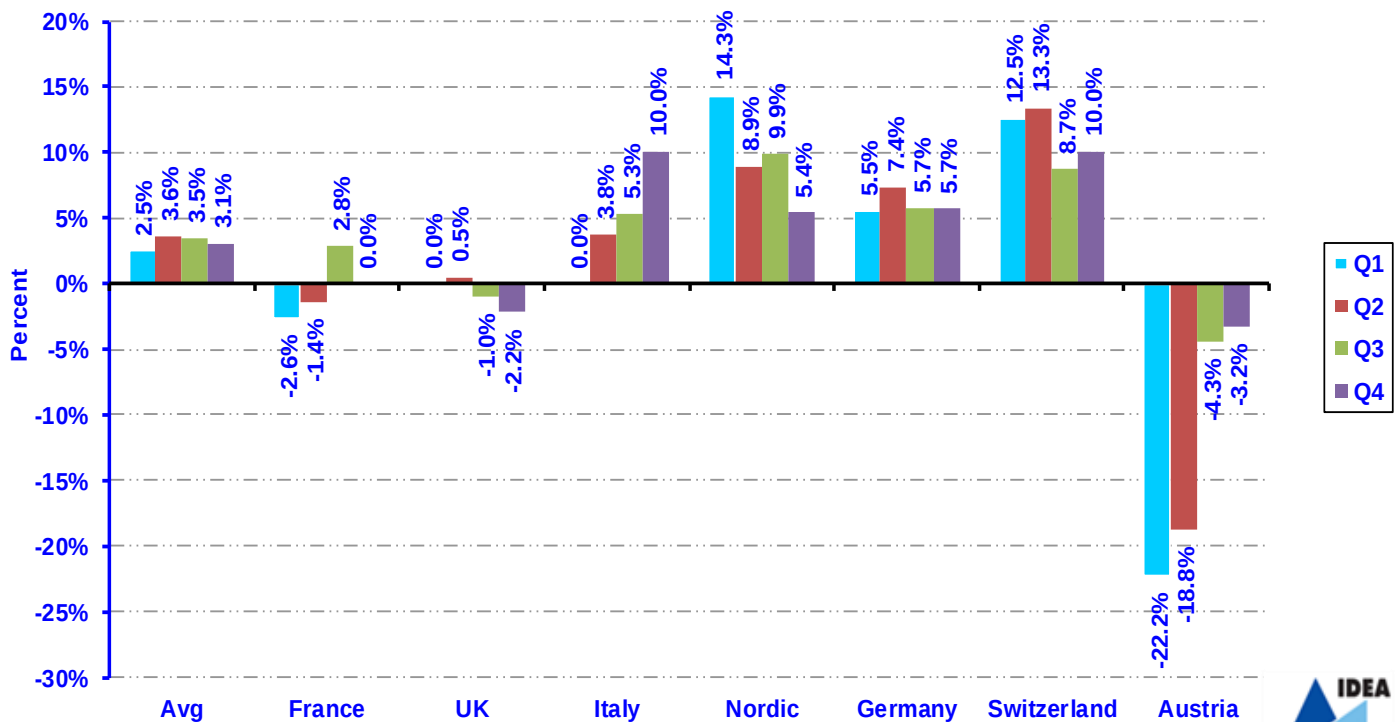
www.ideaelectronics.com



4TH QTR. 2015 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



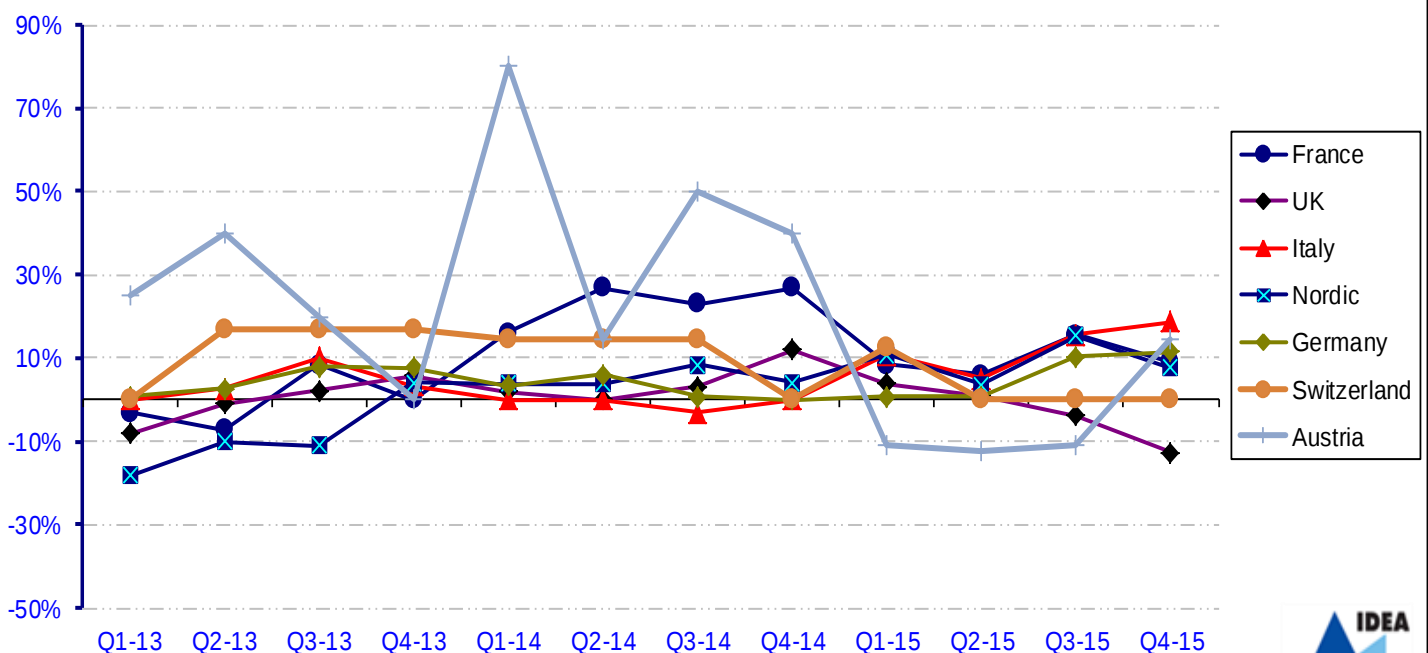
www.ideaelectronics.com



4TH 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.



www.ideaelectronics.com

