

QUARTERLY TREND STATISTICS

Q3-2015



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23	• Quarterly Total Electronic Component Bookings/Billings	France, UK & Eire, Italy, Nordic, Germany, Switzerland and Austria	€
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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: Q3 – 2015 ISSUED: 12th November 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, 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.

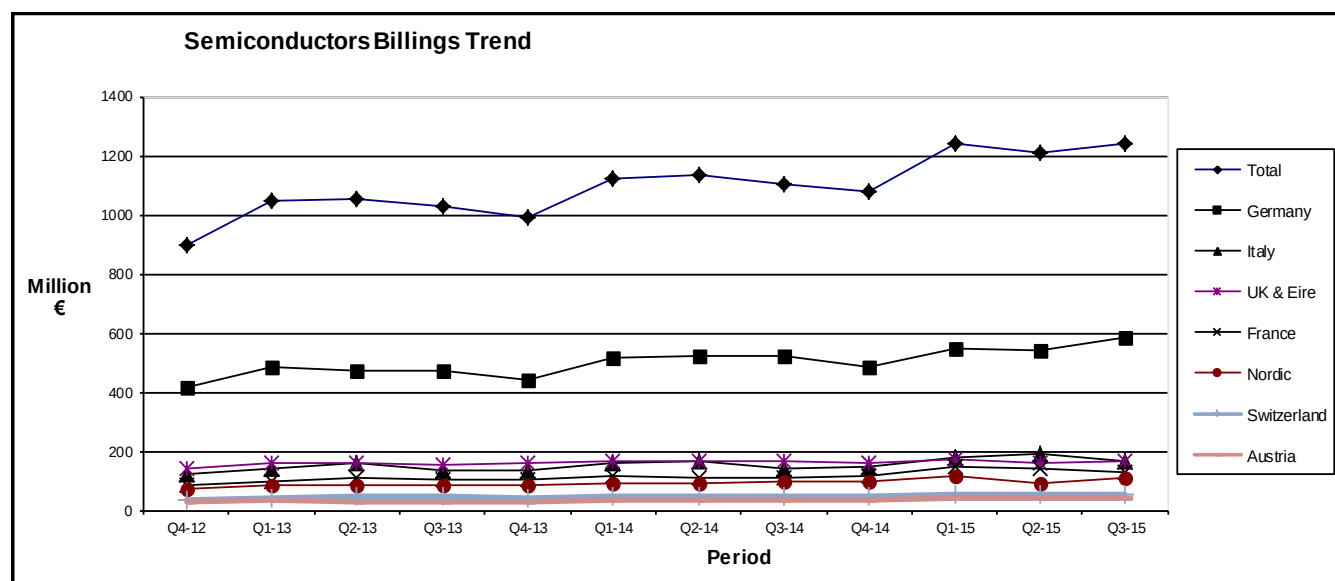
The consolidation has been carried out by **ecsn** (afdec) in the UK and any queries should be addressed to:-

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

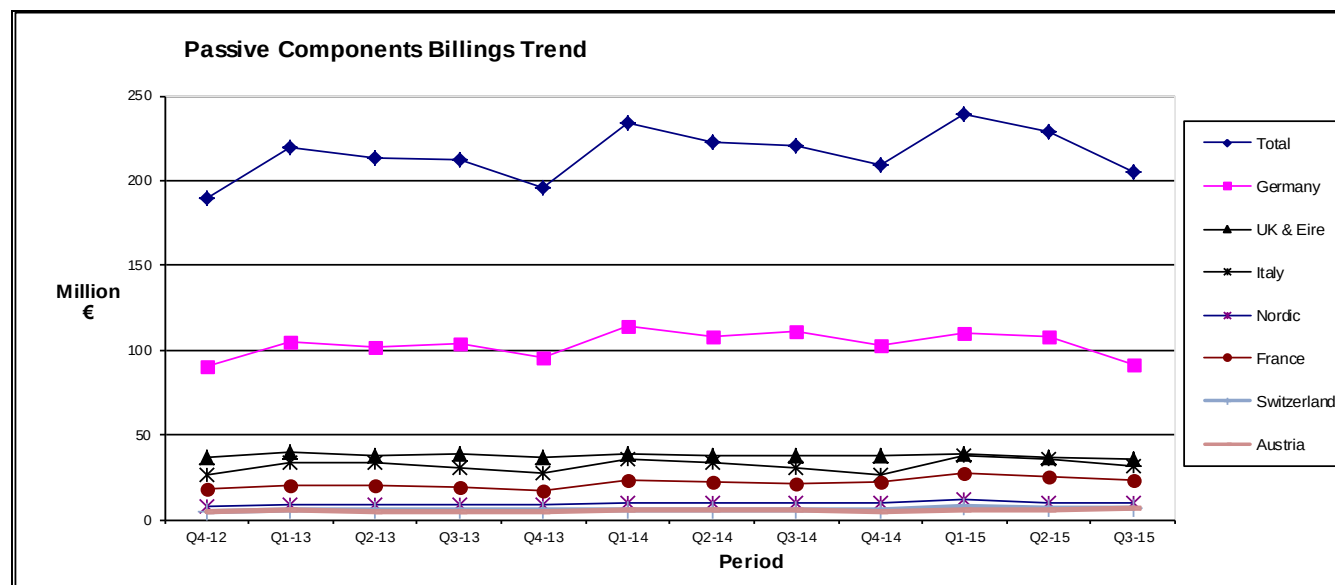
The trend statistics include data compiled by SPDEI (France), ASSODEL (Italy), **ecsn** (UK/Eire & NORDIC) and FB DI (Germany). The numbers shown represent the **actual** sales by member companies so reflect an accurate trend. It should be noted that revisions have been made to the UK, Nordic and Italian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

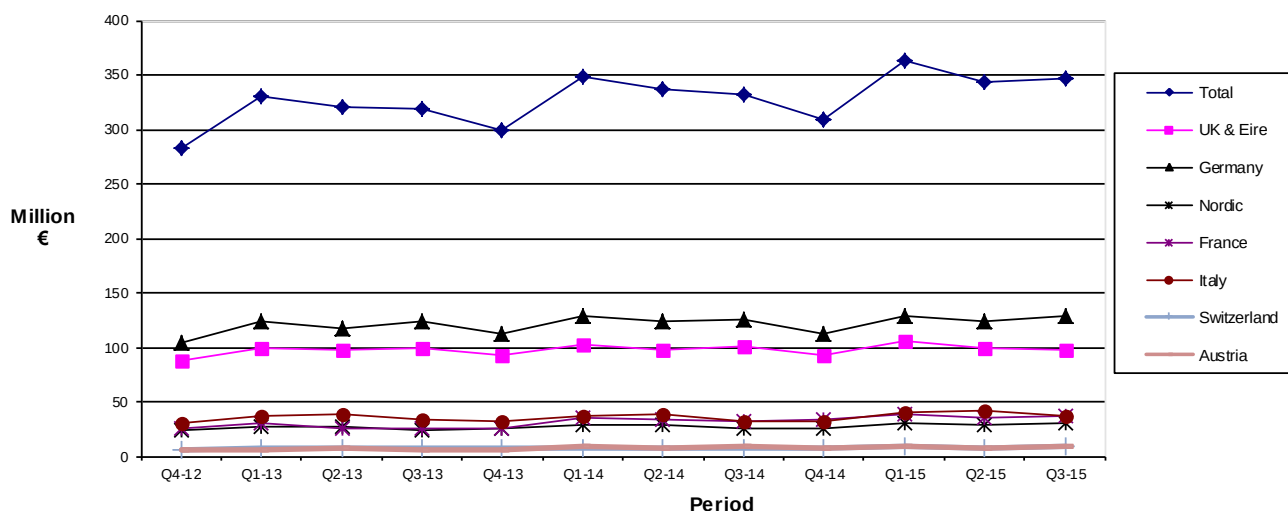


	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Total	894	1048	1056	1025	994	1120	1133	1106	1080	1240	1211	1241
Germany	417	487	469	472	443	513	521	519	483	544	540	581
Italy	123	143	159	136	134	158	163	139	146	176	188	163
UK & Eire	140	159	157	151	157	165	163	163	158	170	157	165
France	83	97	110	104	105	113	111	109	117	145	141	129
Nordic	69	87	86	87	87	90	92	94	96	114	91	109
Switzerland	37	43	44	45	40	45	46	46	45	51	52	51
Austria	26	32	31	30	29	36	37	36	35	39	42	43



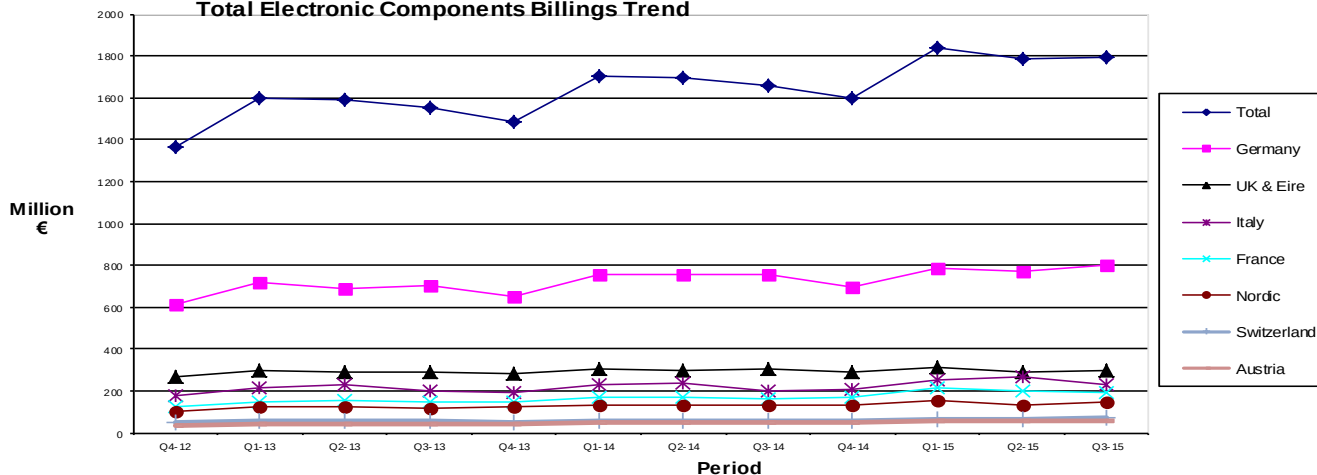
	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Total	189	220	214	212	196	234	222	221	209	239	228	206
Germany	90	105	102	104	96	114	108	111	103	110	108	92
UK & Eire	37	40	38	39	37	39	38	38	38	39	37	36
Italy	27	34	34	30	27	36	34	30	26	38	36	32
Nordic	8	9	9	9	9	10	10	10	10	12	10	10
France	18	20	20	19	17	23	22	21	22	27	25	23
Switzerland	5	6	6	6	5	6	6	6	5	7	7	7
Austria	5	6	5	5	5	5	5	5	5	6	6	6

Electromechanical & Other Components Billings Trend



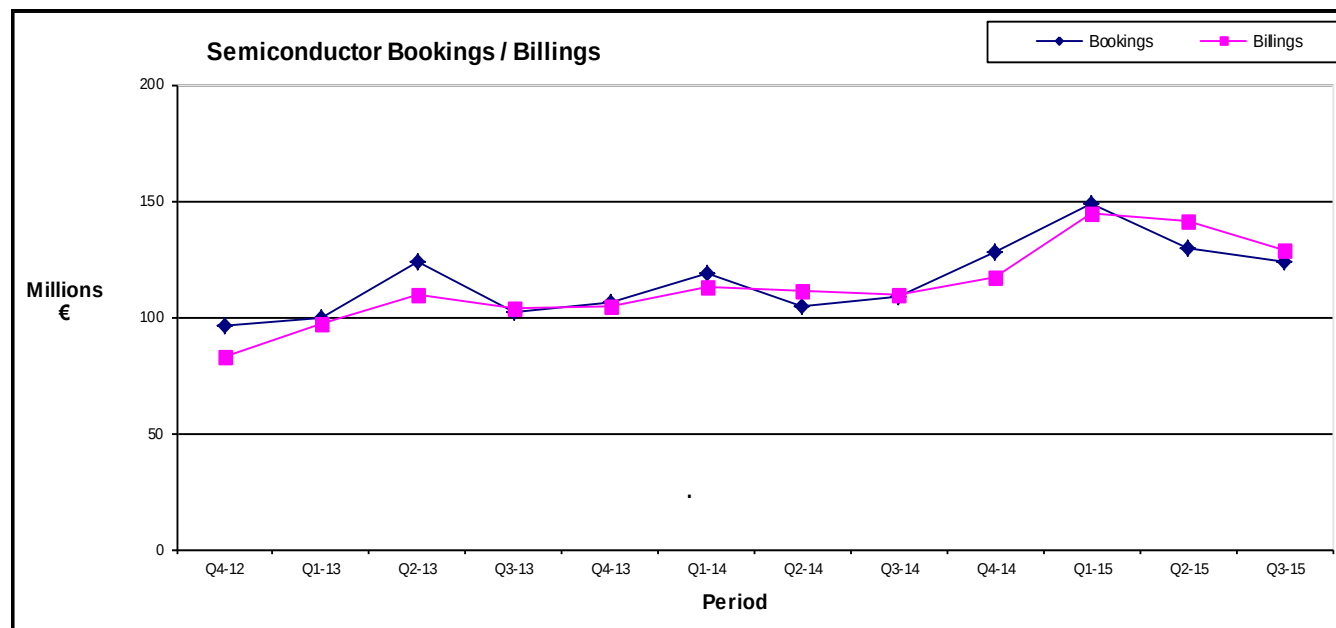
	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Total	283	330	321	318	299	348	337	333	310	362	343	346
UK & Eire	87	100	97	98	92	102	97	101	93	106	98	97
Germany	104	124	117	124	112	128	124	125	112	128	124	129
Nordic	24	27	27	24	25	28	28	26	26	31	29	30
France	26	31	26	26	26	36	33	32	33	39	35	37
Italy	31	37	39	33	32	37	39	32	32	41	41	37
Switzerland	6	7	7	7	7	8	8	8	7	9	8	8
Austria	5	5	7	6	5	9	8	9	7	9	7	8

Total Electronic Components Billings Trend

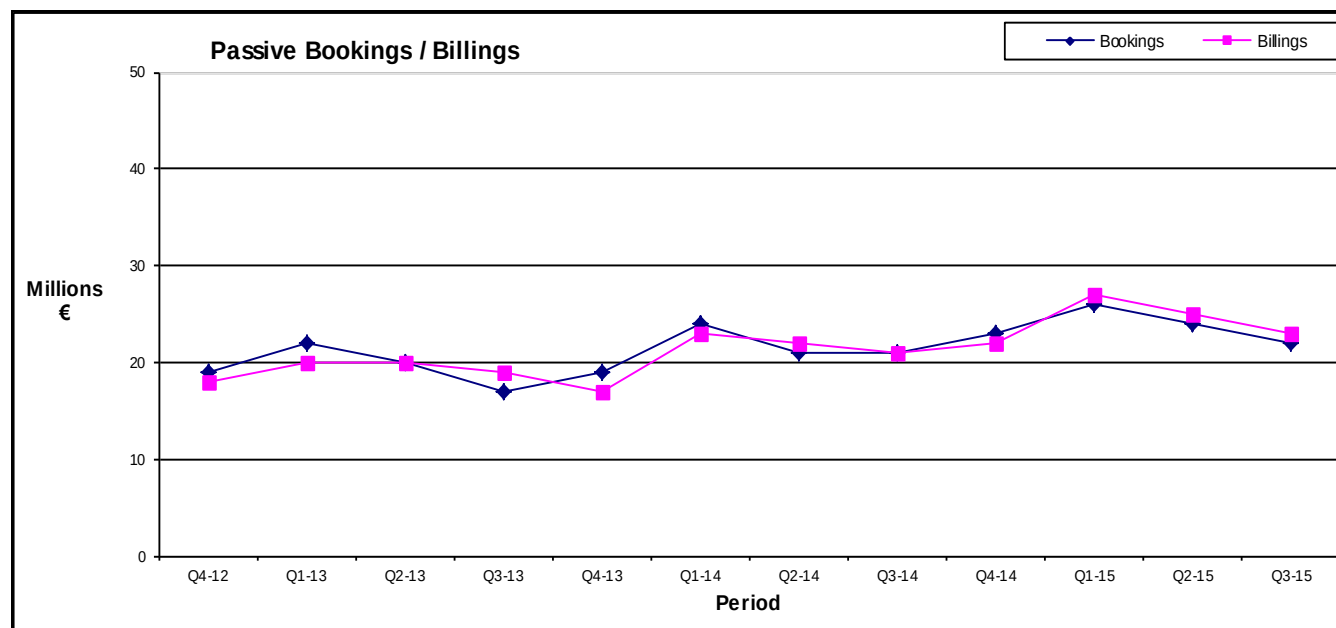


	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Total	1367	1598	1590	1555	1489	1702	1693	1659	1598	1841	1782	1796
Germany	611	716	688	700	651	755	753	754	697	782	772	802
UK & Eire	264	299	292	289	285	307	298	302	288	315	292	298
Italy	180	213	232	199	193	231	236	201	204	255	265	231
France	127	148	156	149	148	172	166	162	172	211	201	189
Nordic	101	123	122	120	121	128	130	130	132	157	130	149
Switzerland	48	57	57	58	52	59	59	59	57	68	68	71
Austria	36	42	43	41	39	50	51	51	47	54	55	57

FRANCE

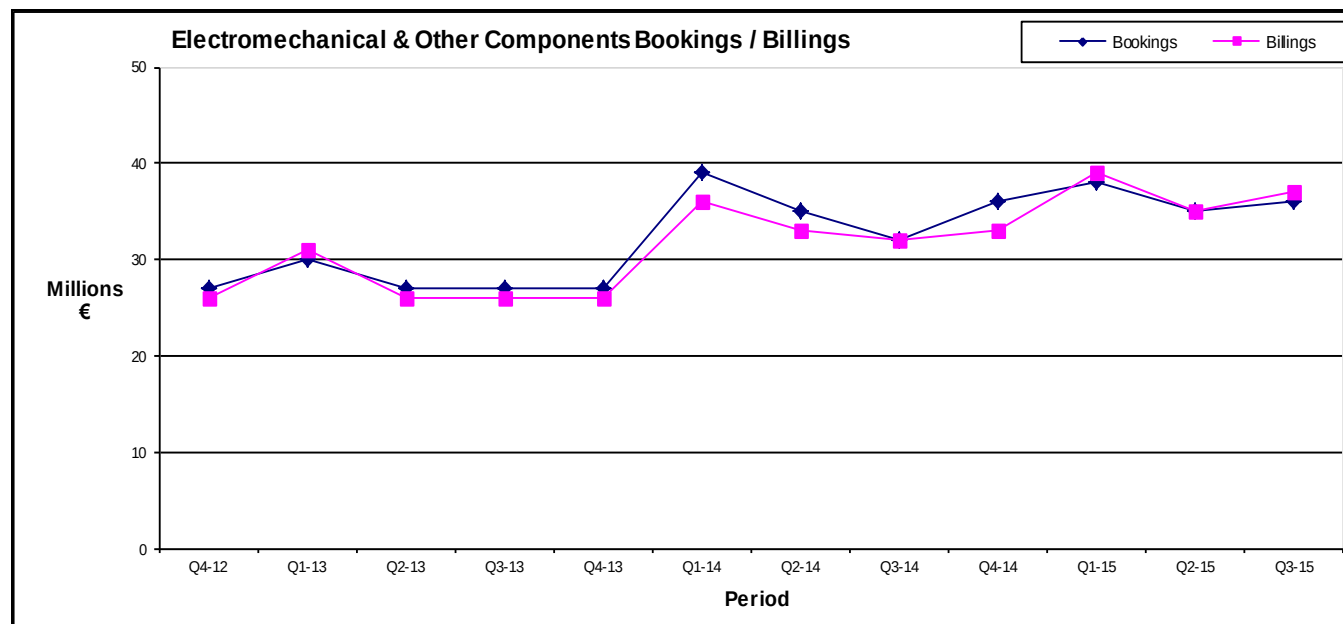


	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Bookings	96	100	124	102	106	119	105	109	128	149	130	124
Billings	83	97	110	104	105	113	111	110	117	145	141	129

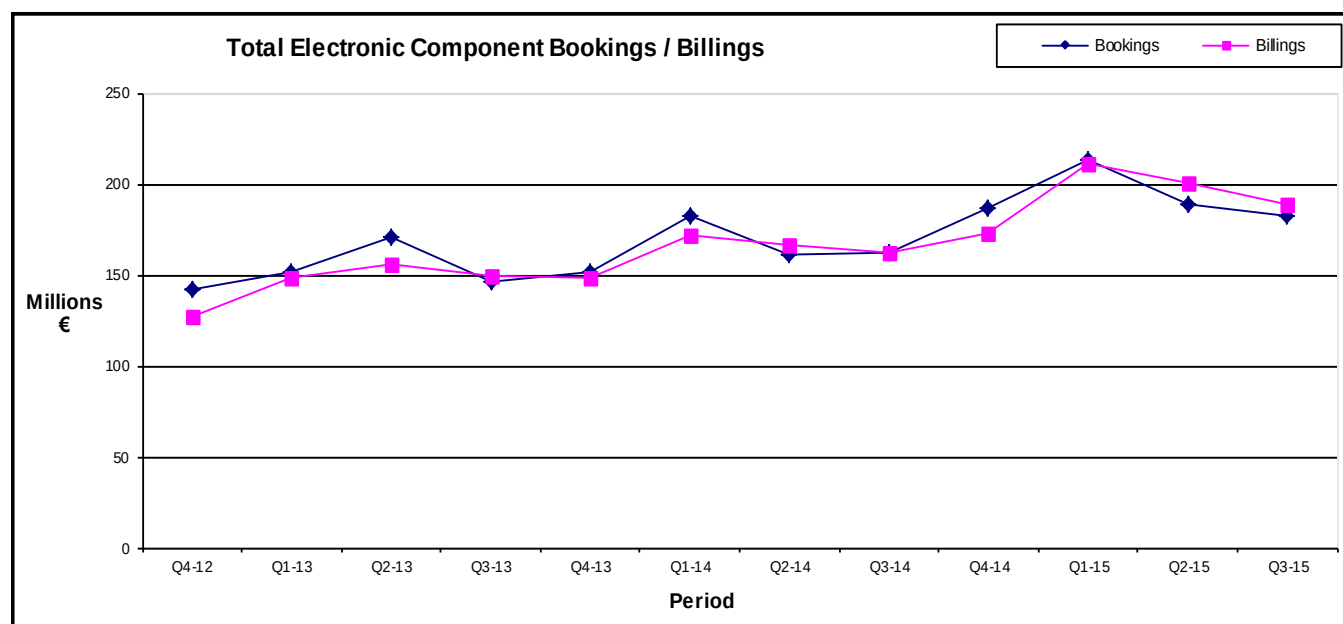


	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Bookings	19	22	20	17	19	24	21	21	23	26	24	22
Billings	18	20	20	19	17	23	22	21	22	27	25	23

FRANCE

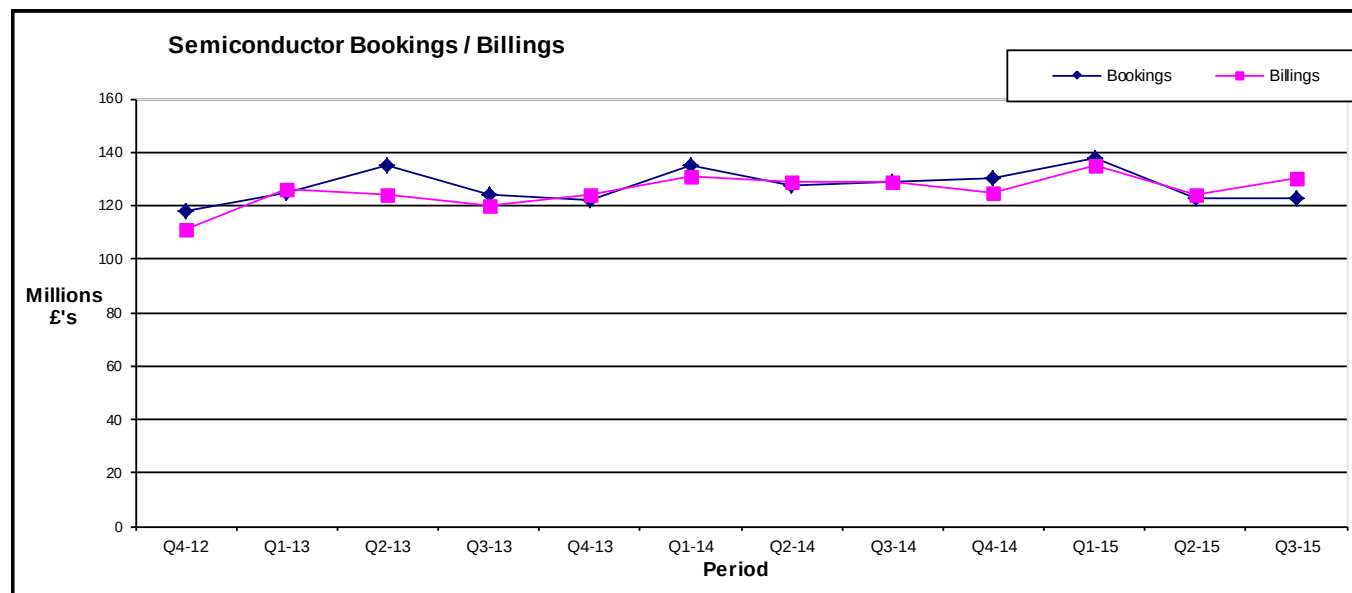


	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Bookings	27	30	27	27	27	39	35	32	36	38	35	36
Billings	26	31	26	26	26	36	33	32	33	39	35	37

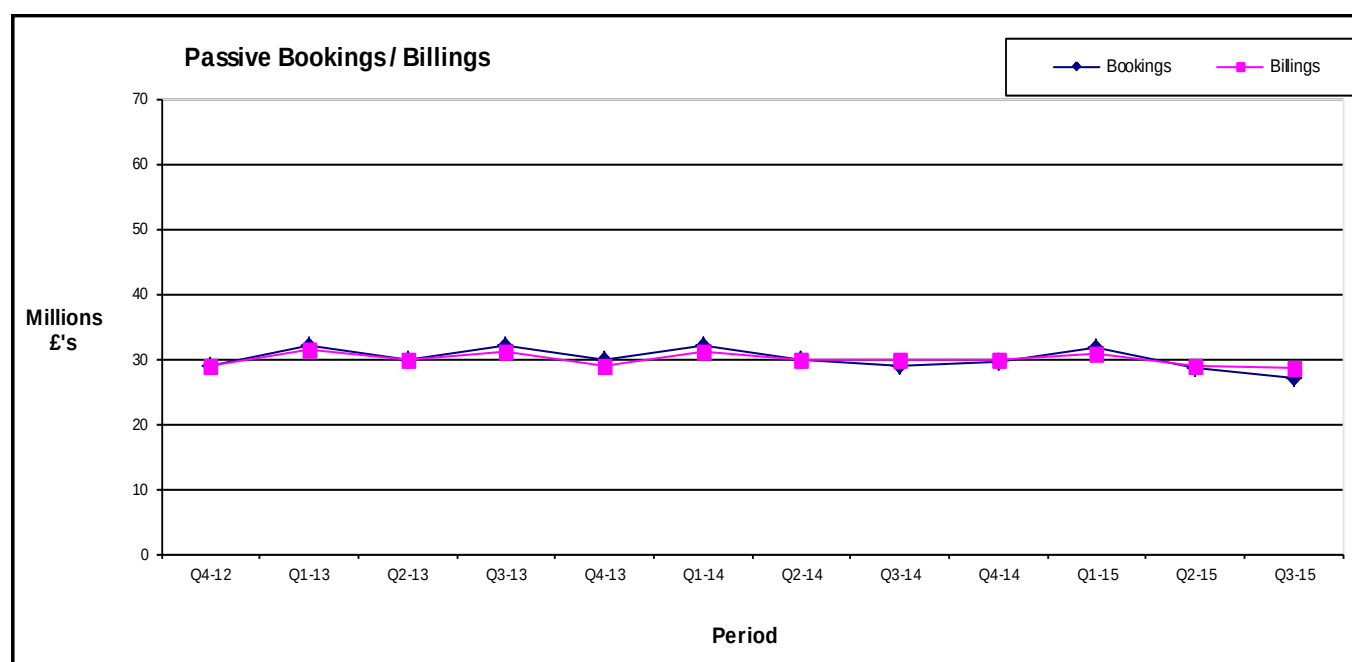


	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Bookings	142	152	171	146	152	182	161	162	187	213	189	182
Billings	127	148	156	149	148	172	166	162	172	211	201	189

UK & Eire

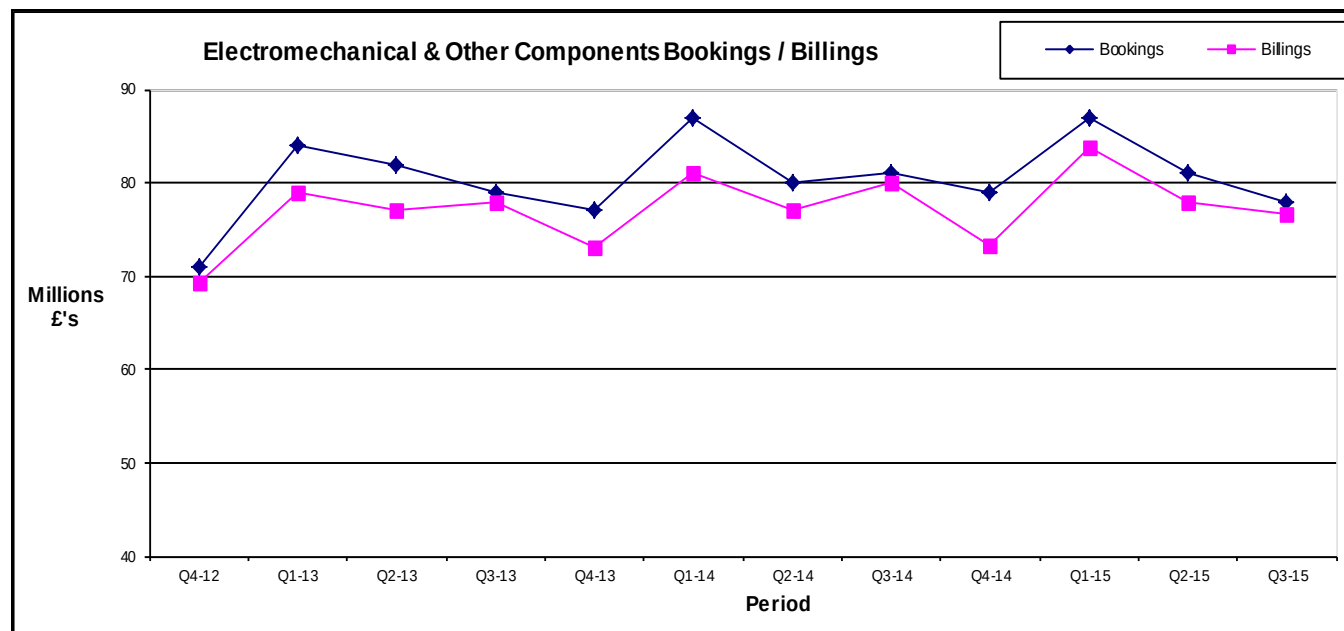


	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Bookings	118	125	135	124	122	135	127	129	130	138	123	122
Billings	111	126	124	120	124	131	129	129	125	135	124	131

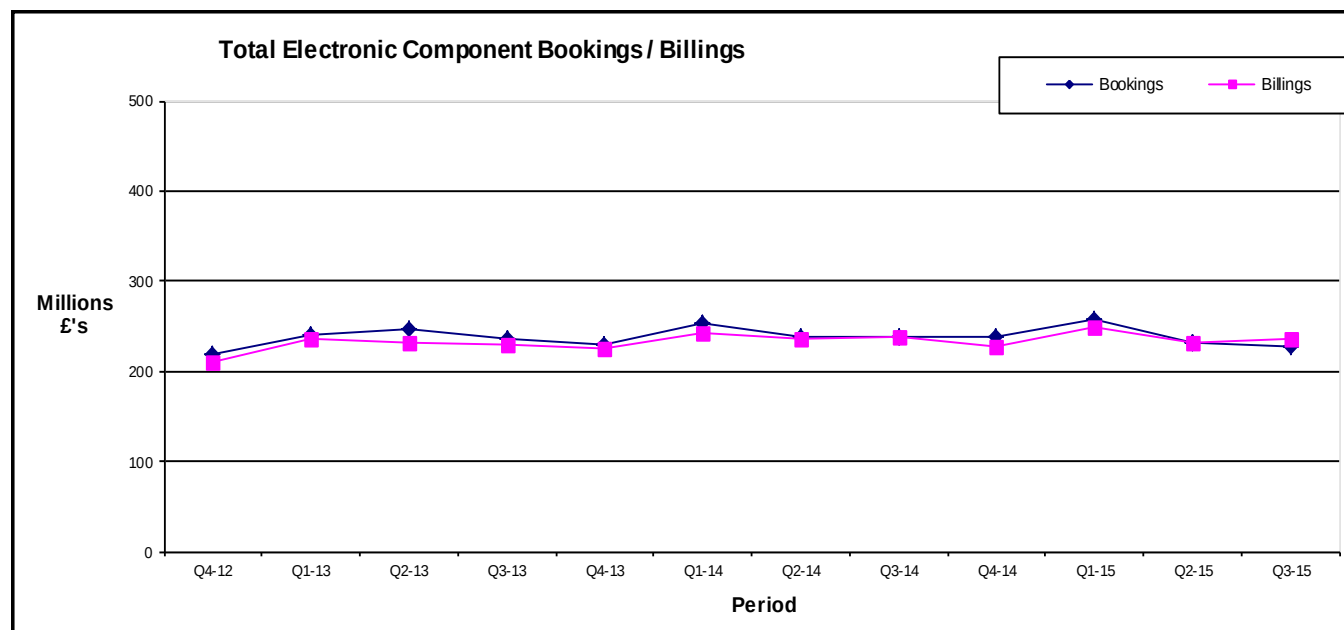


	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Bookings	29	32	30	32	30	32	30	29	29	32	28	27
Billings	29	32	30	31	29	31	30	30	30	31	29	28

UK & Eire

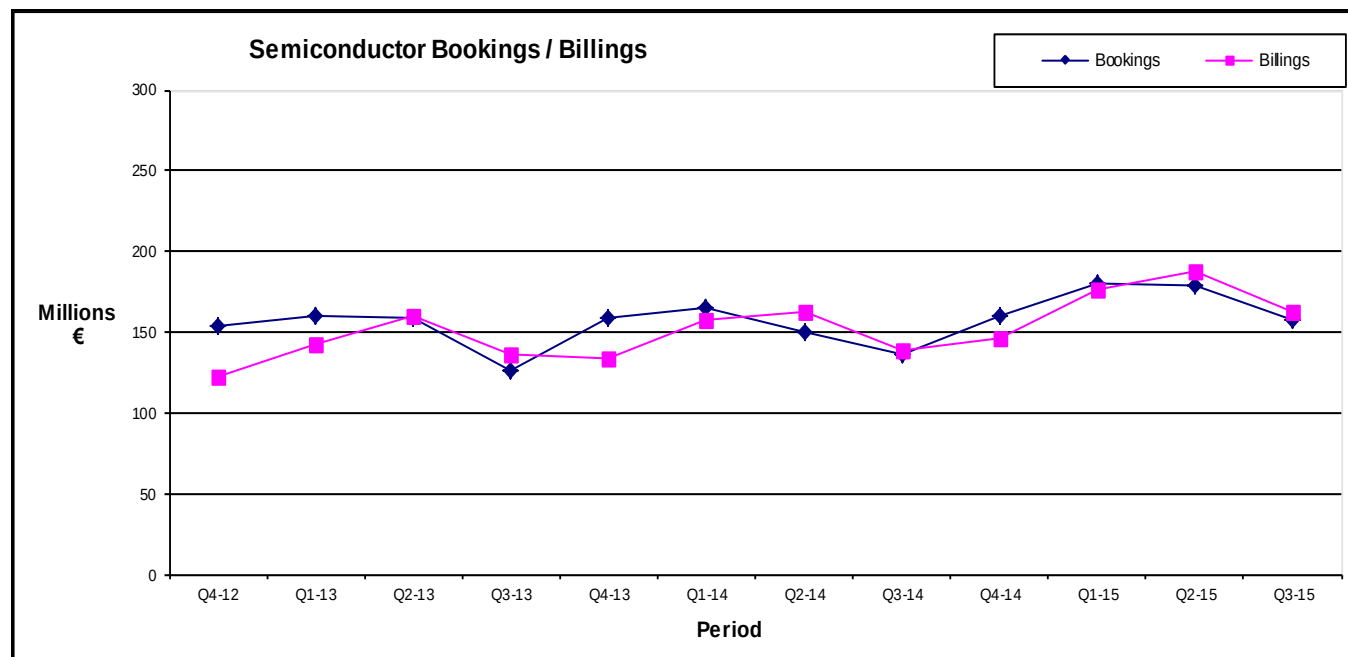


	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Bookings	71	84	82	79	77	87	80	81	79	87	81	78
Billings	69	79	77	78	73	81	77	80	73	84	78	77

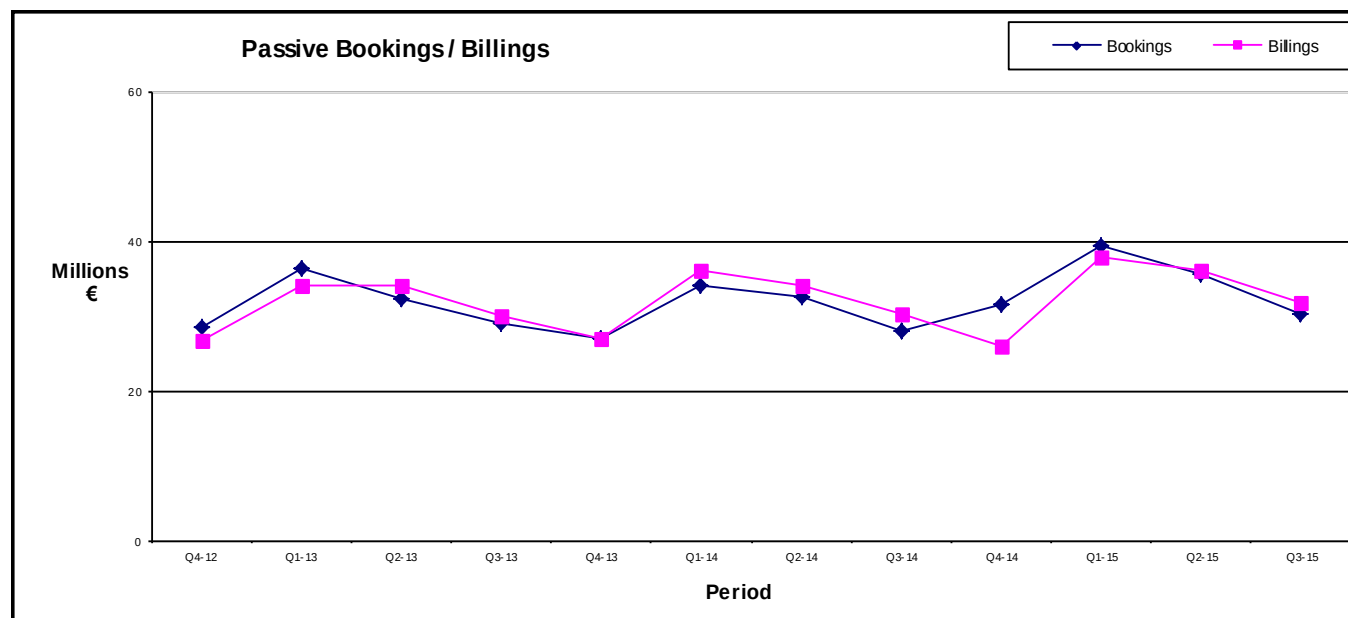


	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Bookings	218	241	247	235	229	254	237	239	239	257	232	227
Billings	209	237	231	229	226	243	236	239	228	250	231	236

ITALY

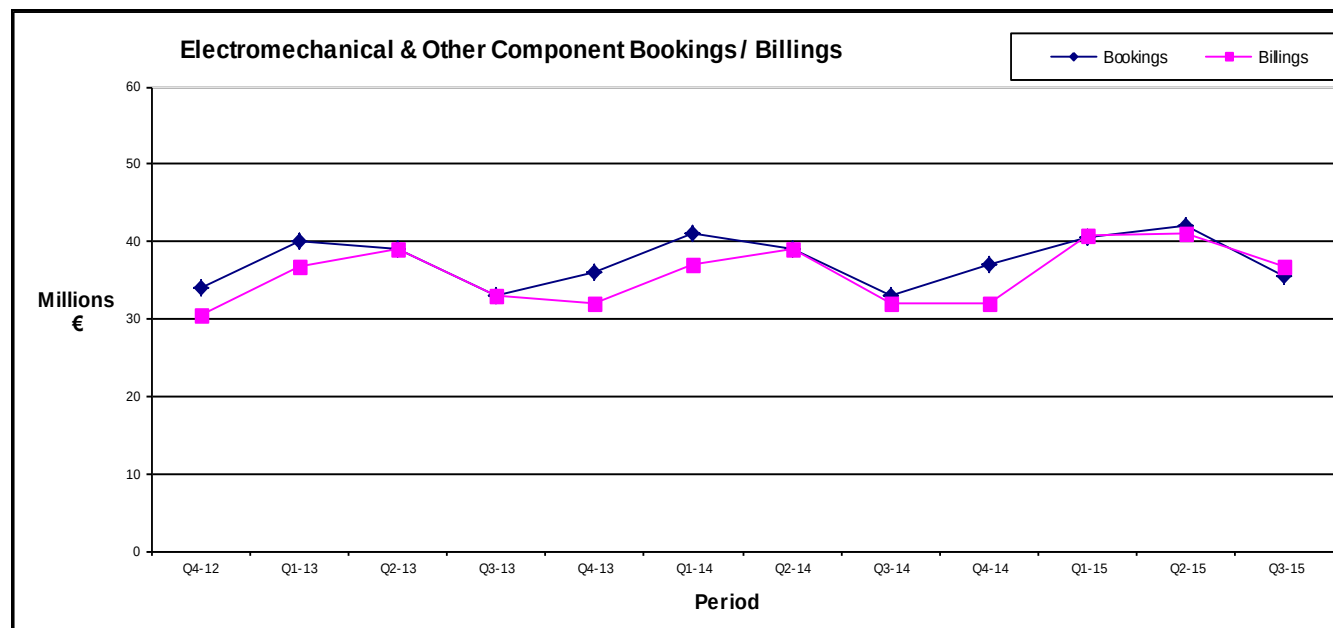


	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Bookings	154	160	159	126	159	165	150	136	159	180	179	157
Billings	123	143	159	136	134	158	163	139	146	176	188	163

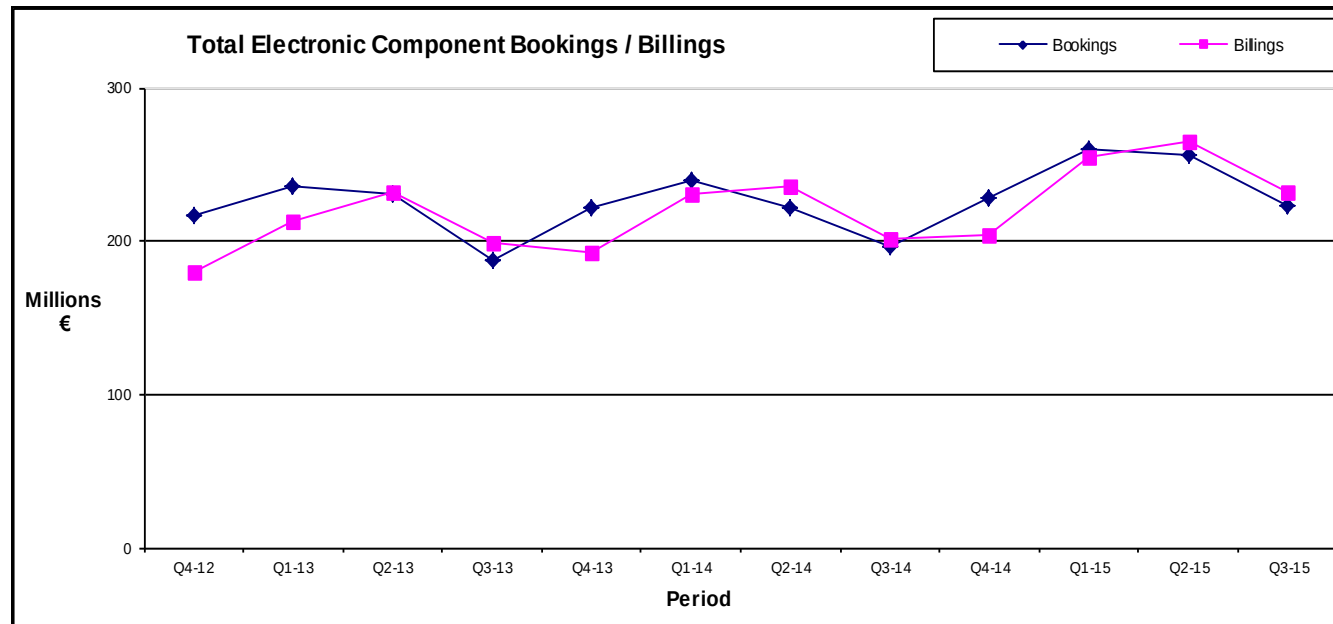


	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Bookings	29	36	32	29	27	34	33	28	32	39	36	30
Billings	27	34	34	30	27	36	34	30	26	38	36	32

ITALY

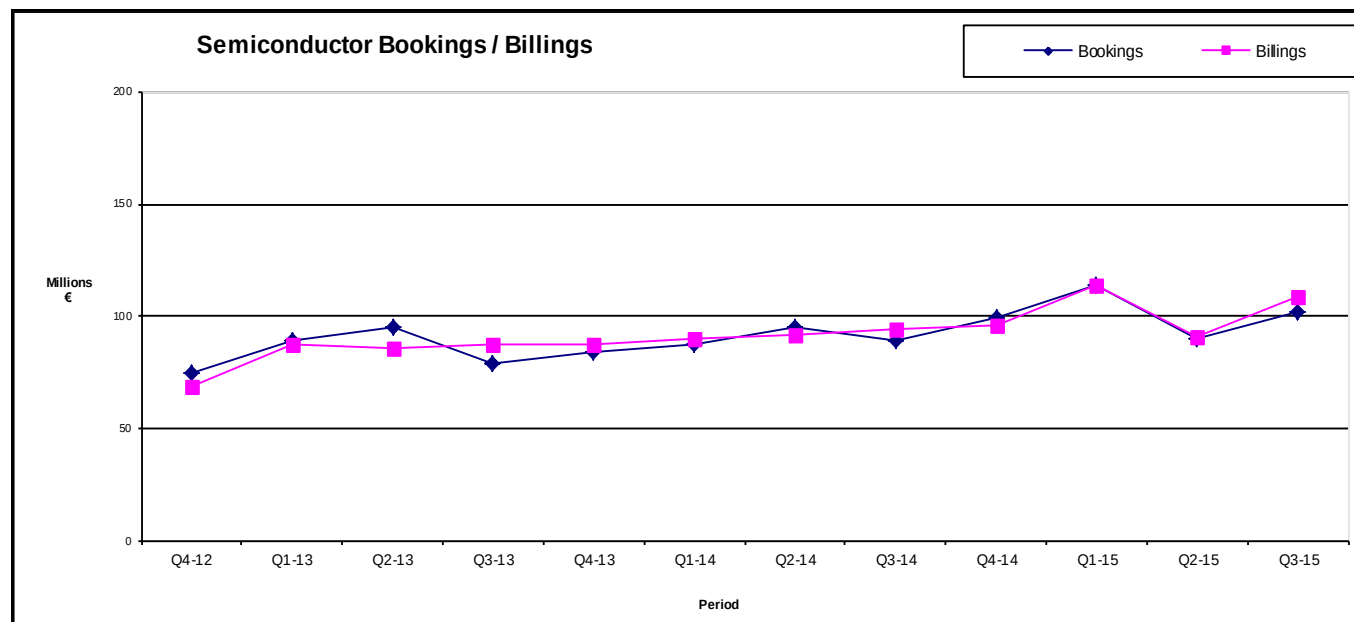


	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Bookings	34	40	39	33	36	41	39	33	37	41	42	36
Billings	31	37	39	33	32	37	39	32	32	41	41	37

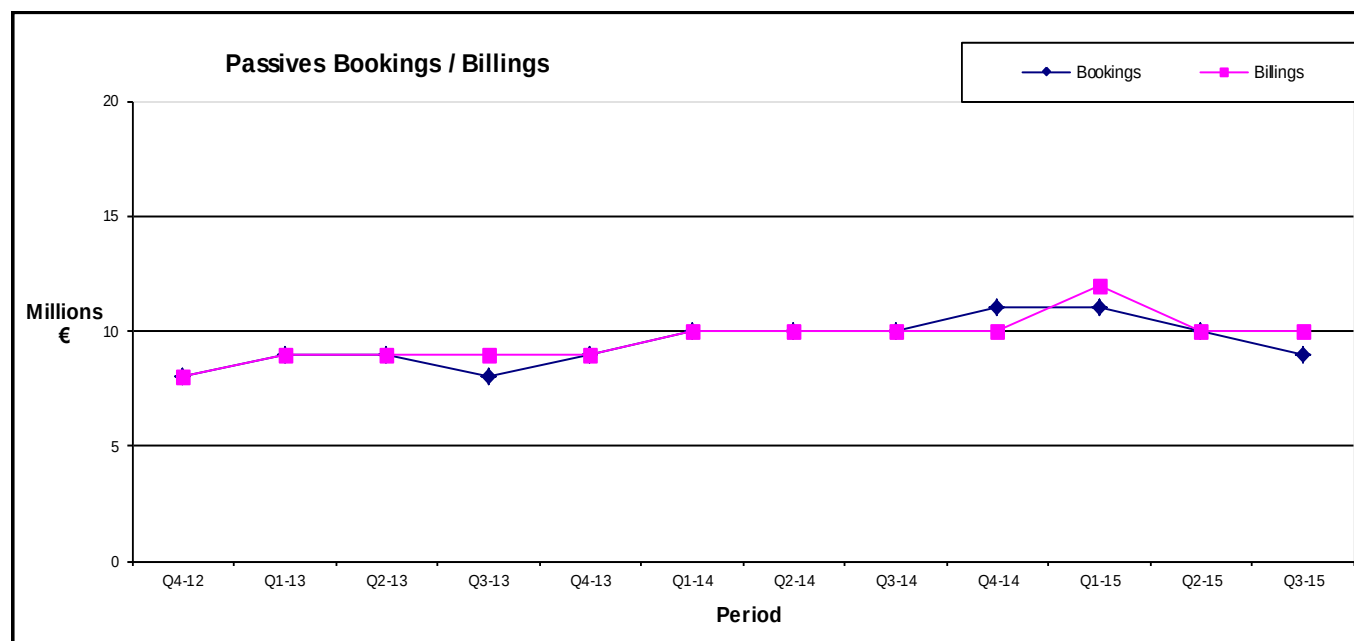


	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Bookings	216	236	230	188	222	240	222	197	228	260	256	223
Billings	180	213	232	199	193	231	236	201	204	255	265	231

NORDIC

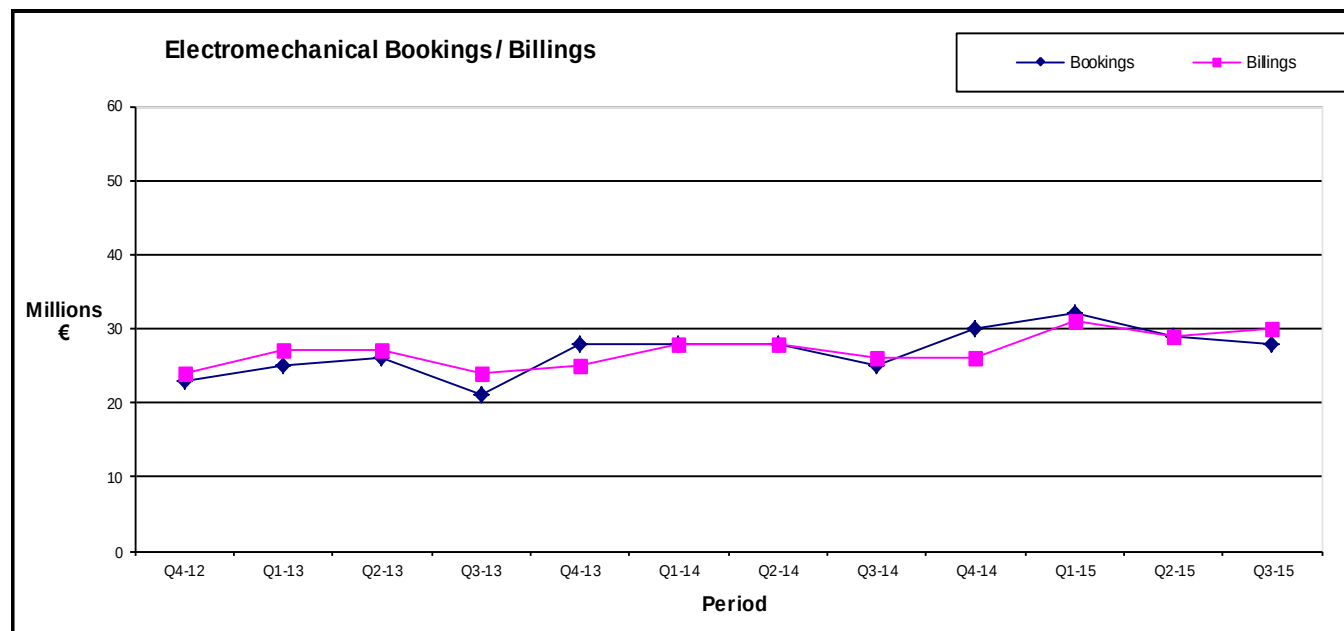


	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Bookings	75	89	95	79	84	87	95	89	99	114	90	102
Billings	69	87	86	87	87	90	92	94	96	114	91	109

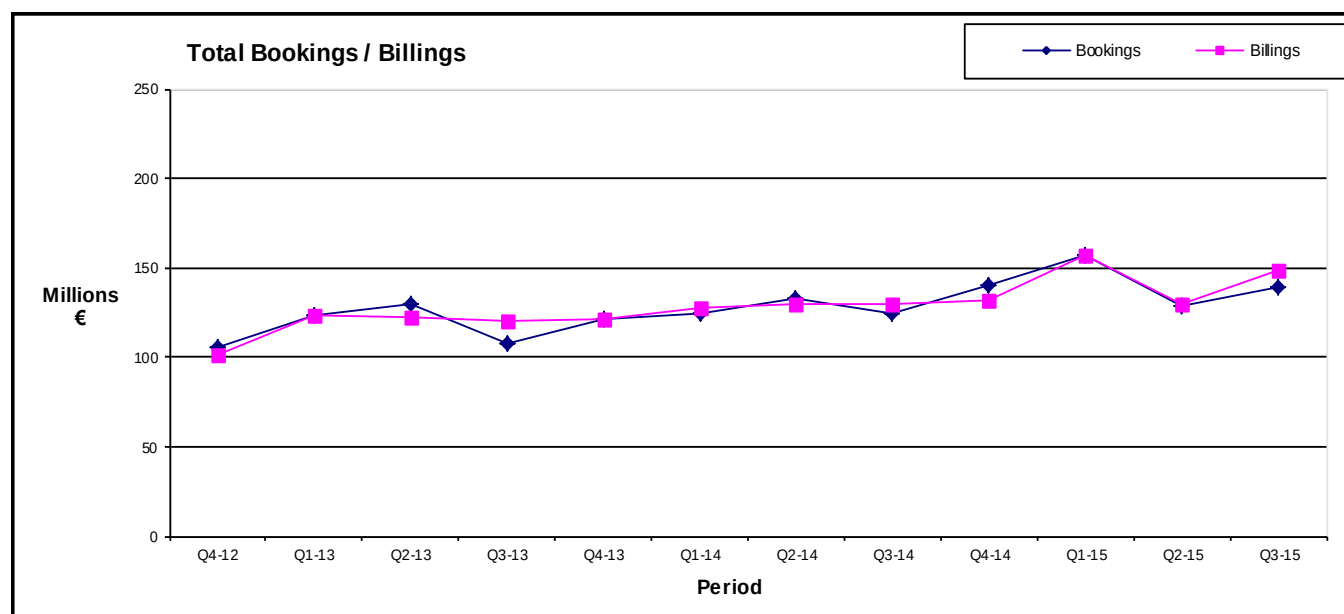


	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Bookings	8	9	9	8	9	10	10	10	11	11	10	9
Billings	8	9	9	9	9	10	10	10	10	12	10	10

NORDIC

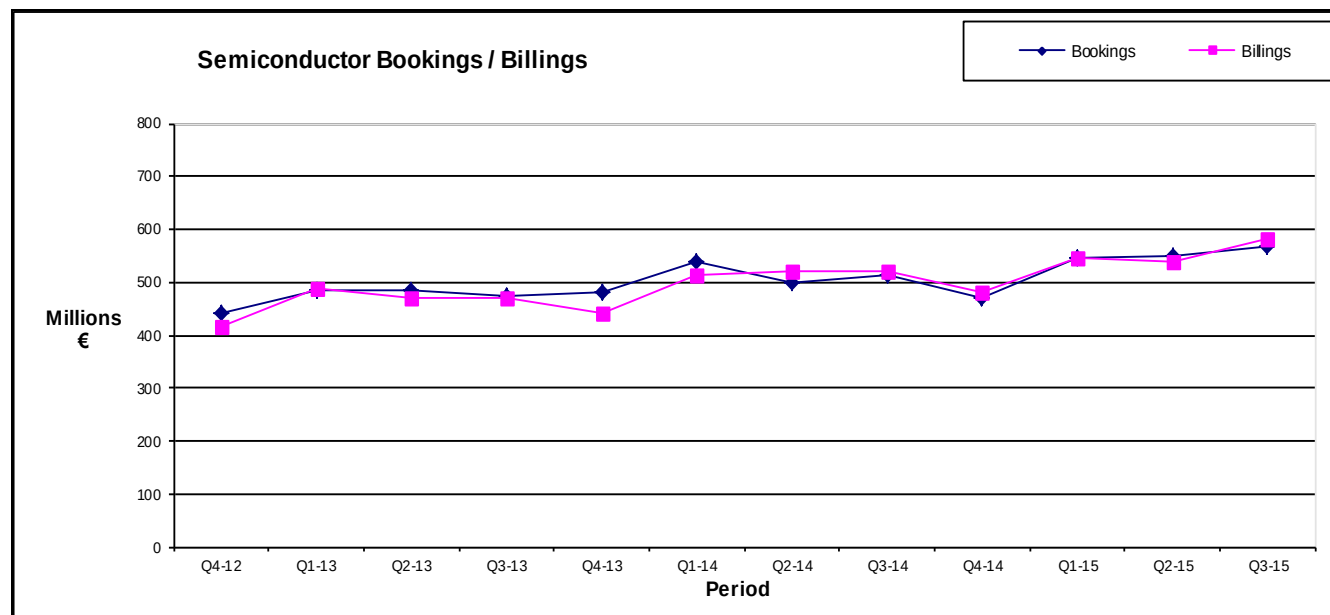


	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Bookings	23	25	26	21	28	28	28	25	30	32	29	28
Billings	24	27	27	24	25	28	28	26	26	31	29	30

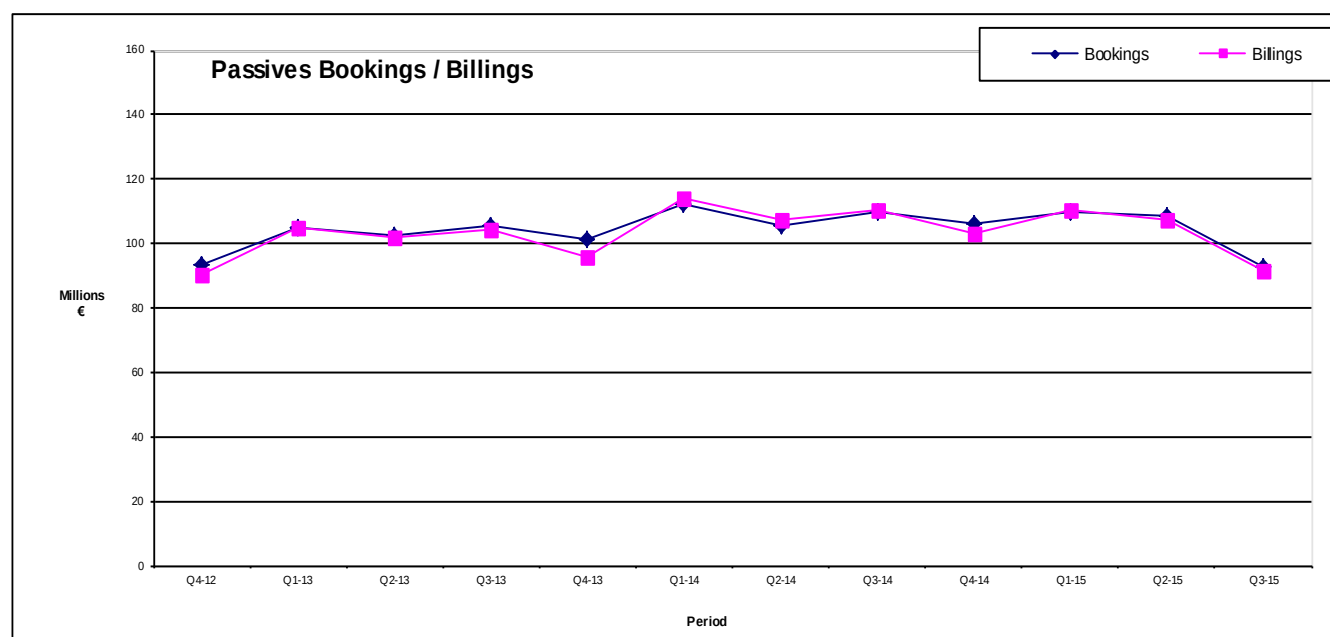


	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Bookings	106	123	130	108	121	125	133	124	140	157	129	139
Billings	101	123	122	120	121	128	130	130	132	157	130	149

GERMANY

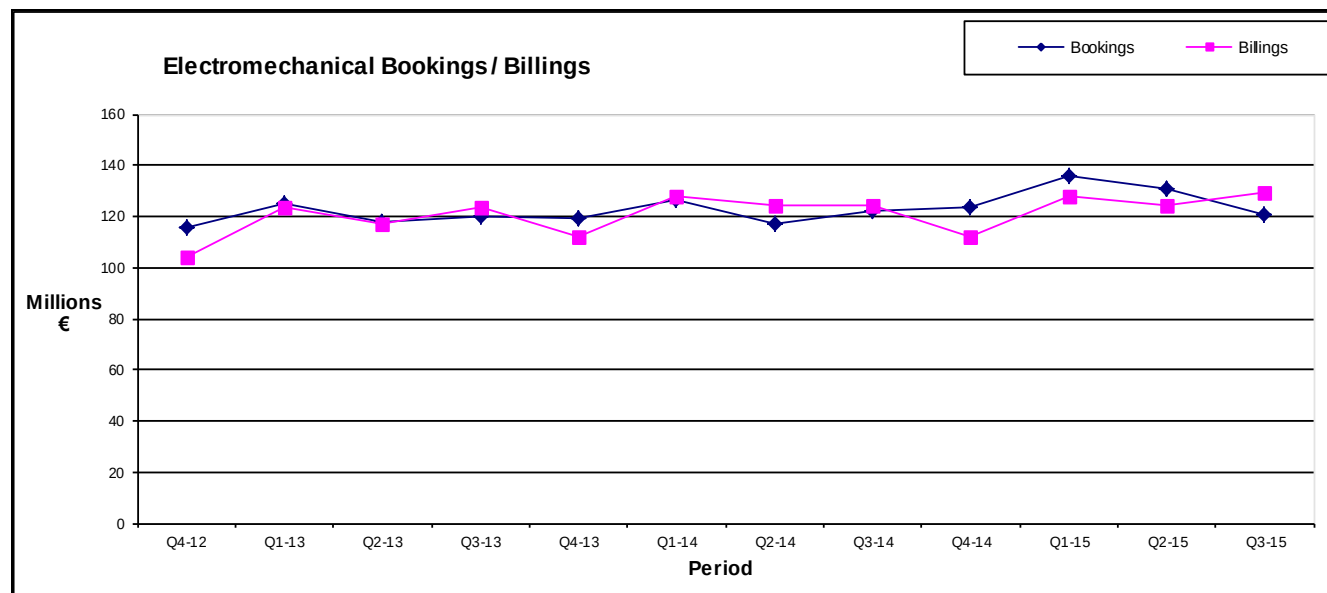


	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Bookings	442	484	483	473	482	538	500	513	470	547	548	568
Billings	417	487	469	472	443	513	521	519	483	544	540	581

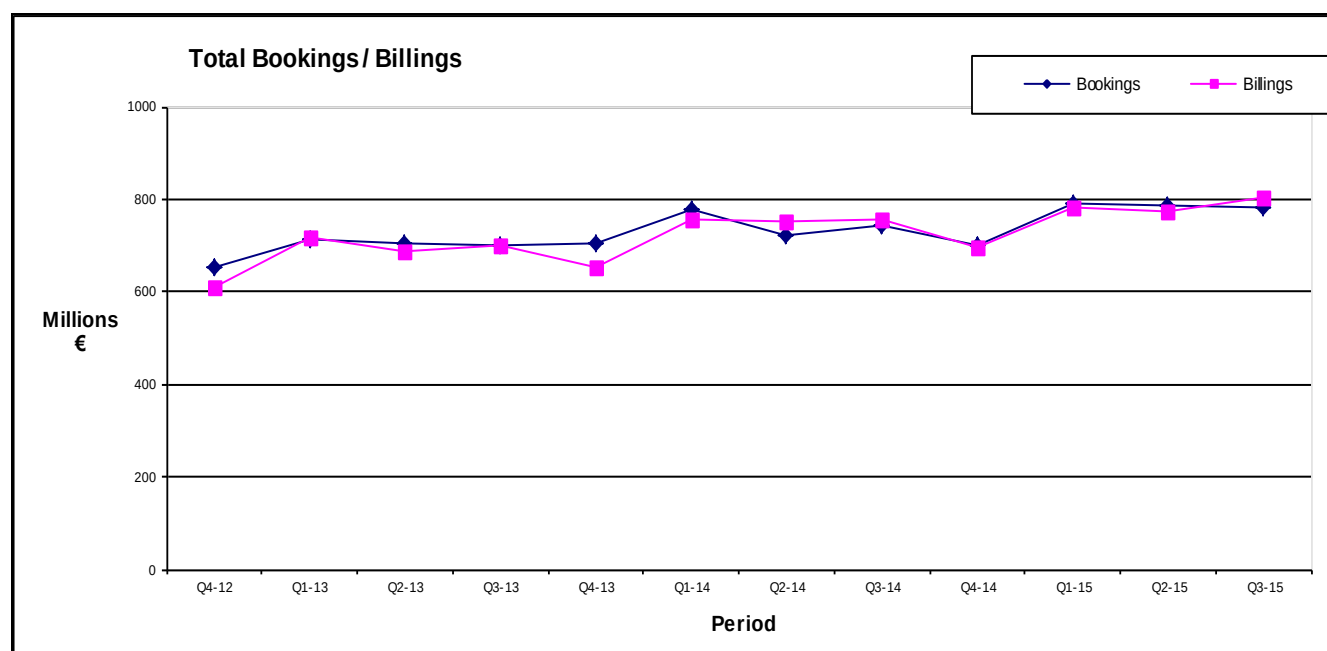


	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Bookings	93	105	102	106	101	112	106	110	106	110	109	93
Billings	90	105	102	104	96	114	108	111	103	110	108	92

GERMANY

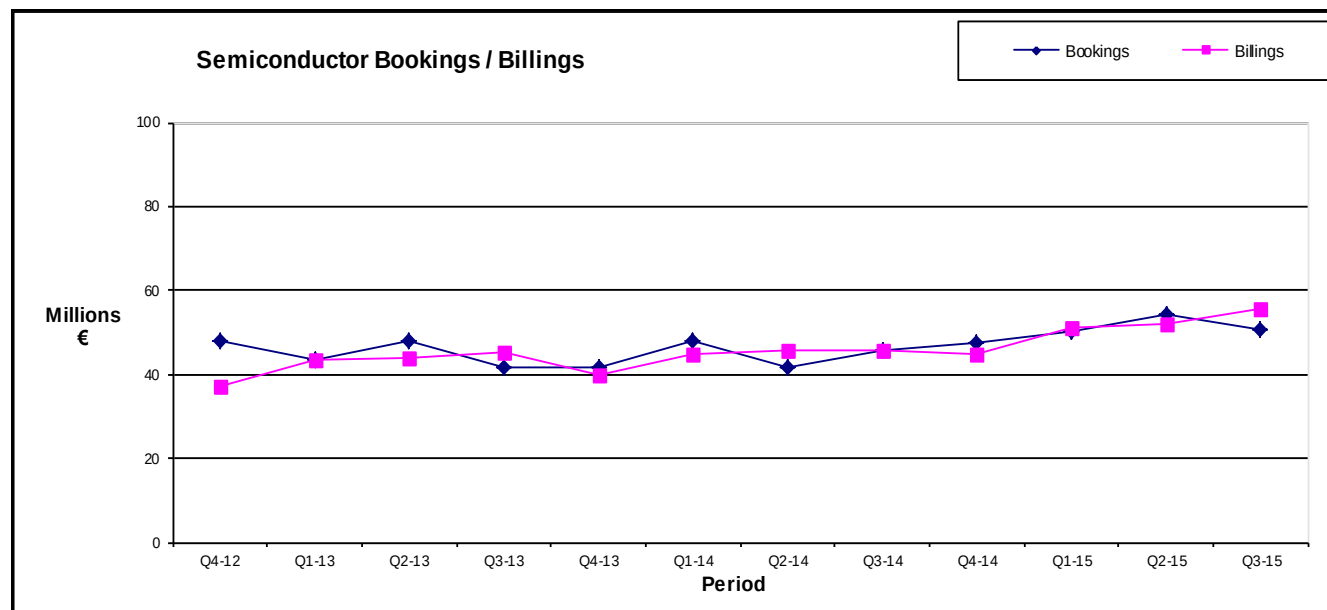


	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Bookings	116	125	118	120	119	127	117	122	124	136	131	120
Billings	104	124	117	124	112	128	124	125	112	128	124	129

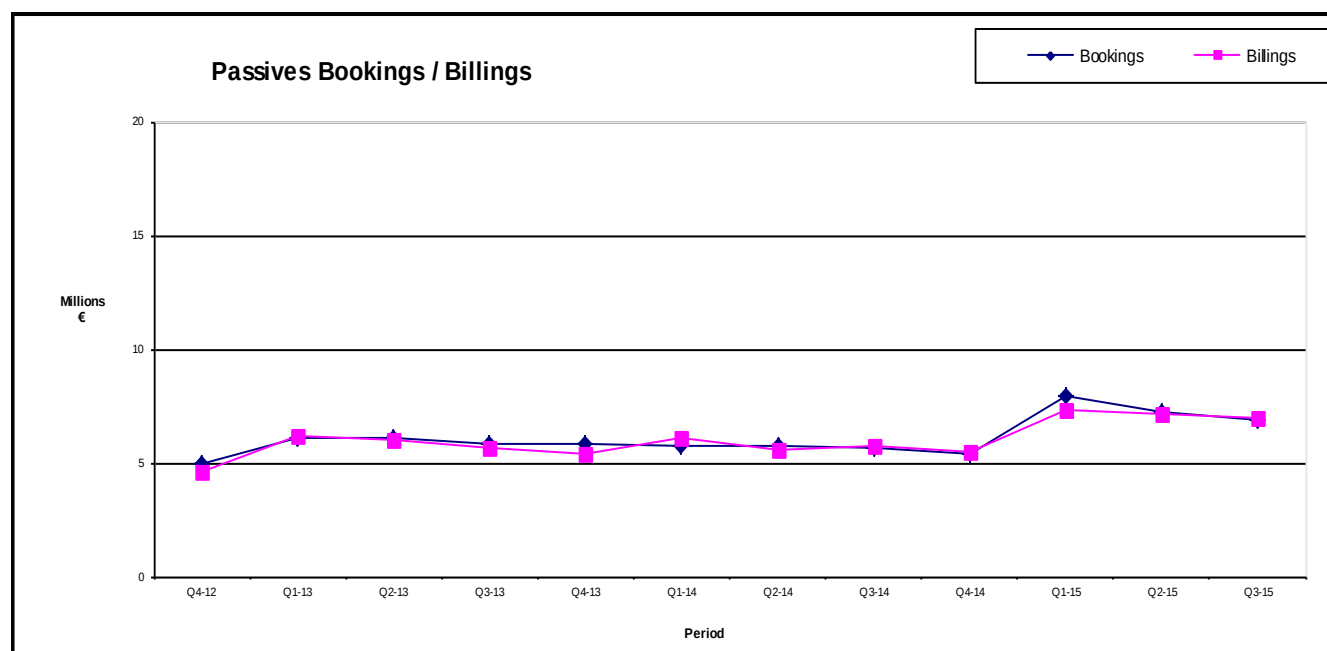


	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Bookings	651	714	704	699	703	777	722	745	700	792	788	781
Billings	611	716	688	700	651	755	753	754	697	782	772	802

SWITZERLAND

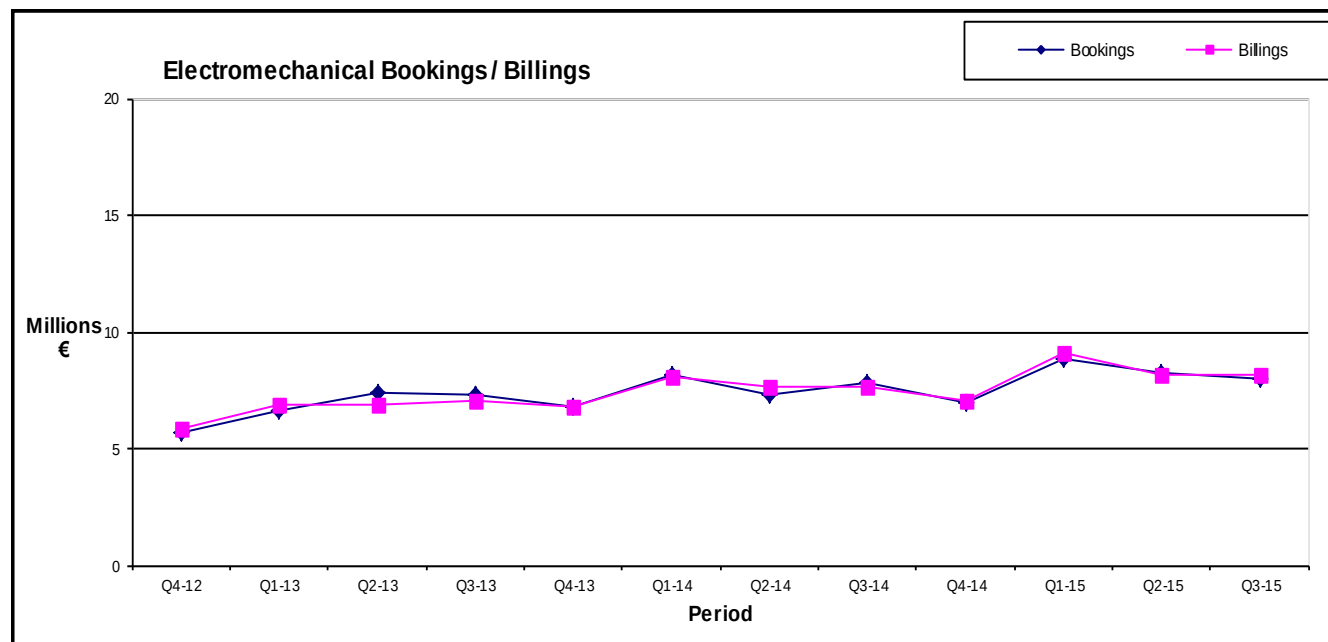


	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Bookings	48	43	48	42	41	48	42	46	48	50	54	51
Billings	37	43	44	45	40	45	46	46	45	51	52	55

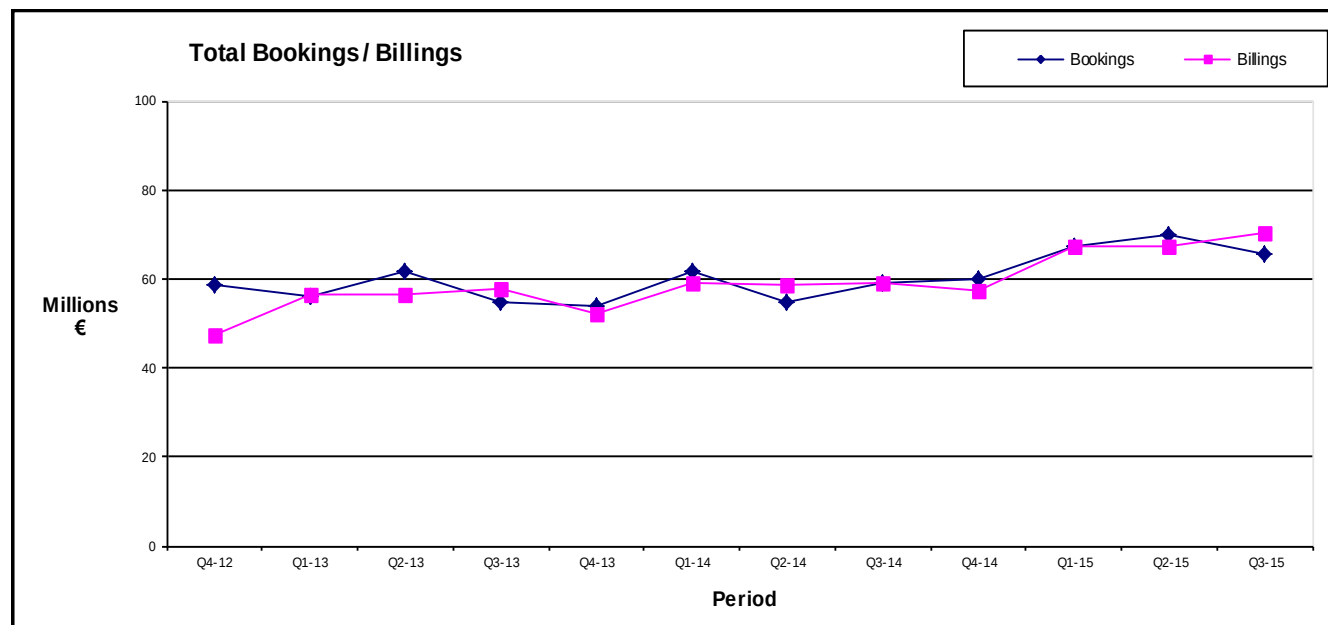


	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Bookings	5	6	6	6	6	6	6	6	5	8	7	7
Billings	5	6	6	6	5	6	6	6	5	7	7	7

SWITZERLAND

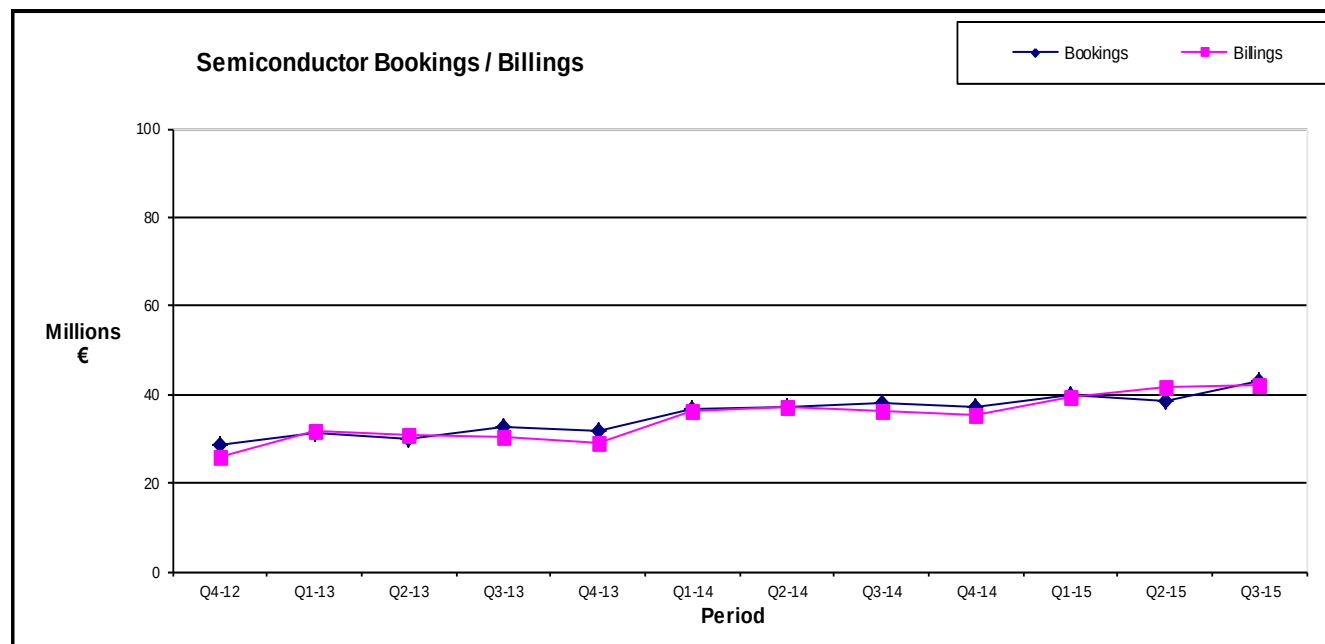


	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Bookings	6	7	7	7	7	8	7	8	7	9	8	8
Billings	6	7	7	7	7	8	8	8	7	9	8	8

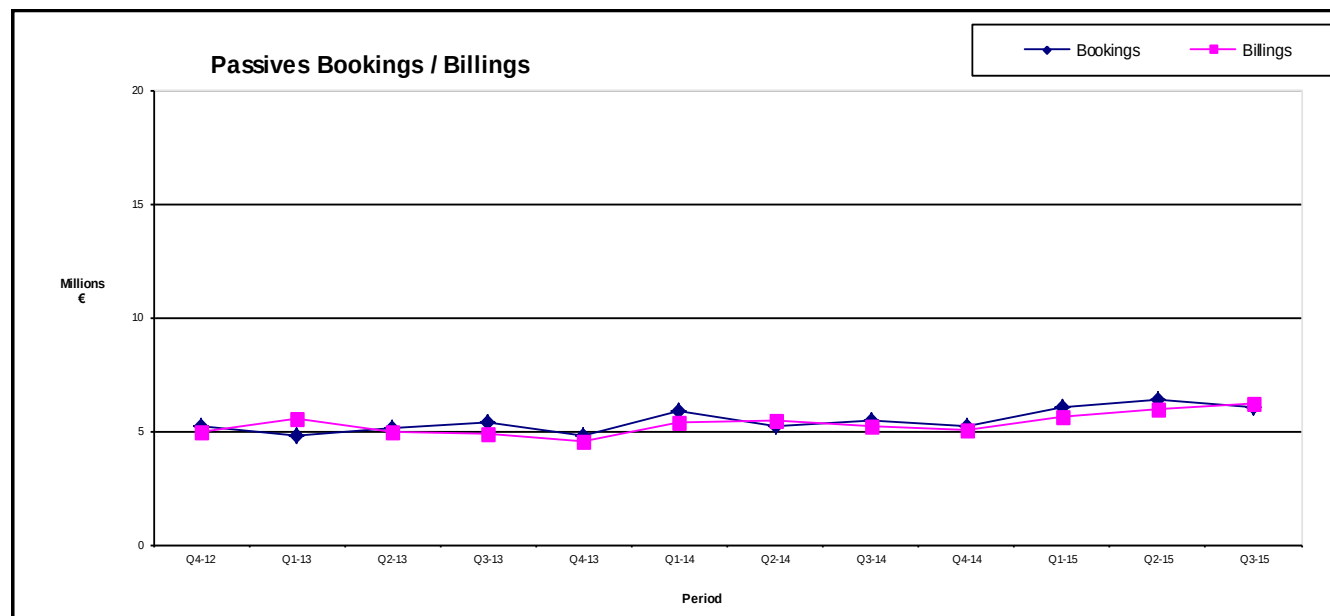


	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Bookings	59	56	62	55	54	62	55	59	60	67	70	66
Billings	48	57	57	58	52	59	59	59	57	68	68	71

AUSTRIA

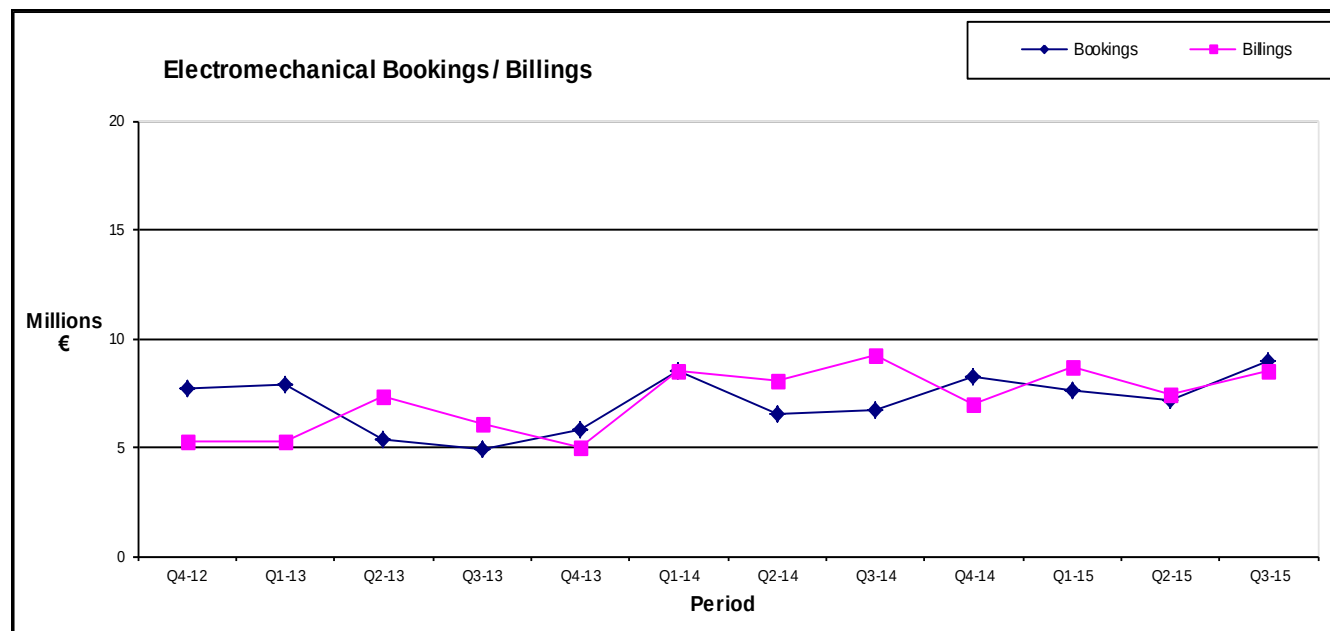


	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Bookings	28	32	30	33	32	37	37	38	37	40	38	43
Billings	26	32	31	30	29	36	37	36	35	39	42	42

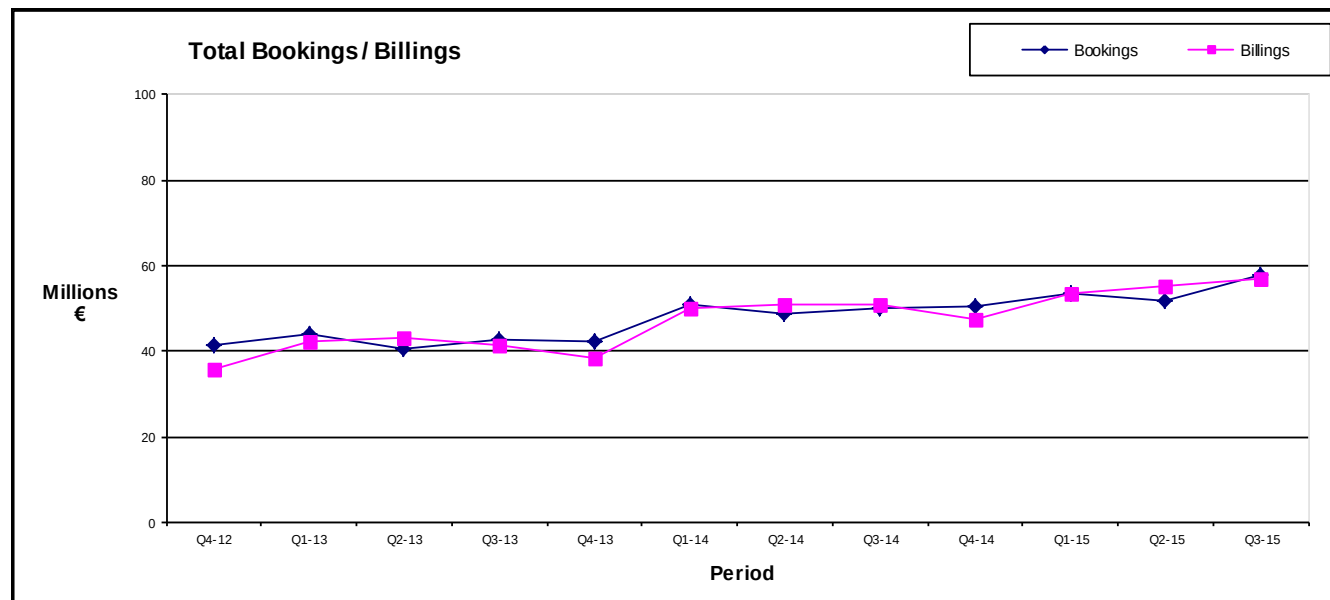


	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Bookings	5	5	5	5	5	6	5	5	5	6	6	6
Billings	5	6	5	5	5	5	5	5	5	6	6	6

AUSTRIA

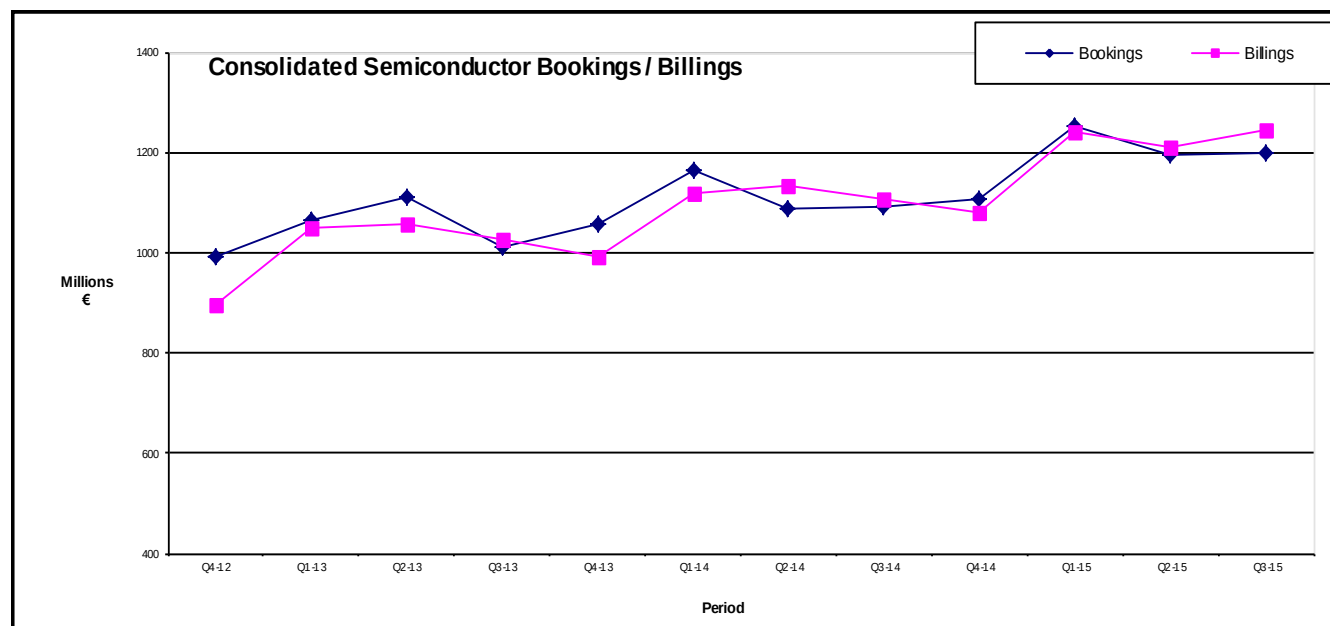


	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Bookings	8	8	5	5	6	9	7	7	8	8	7	9
Billings	5	5	7	6	5	9	8	9	7	9	7	8

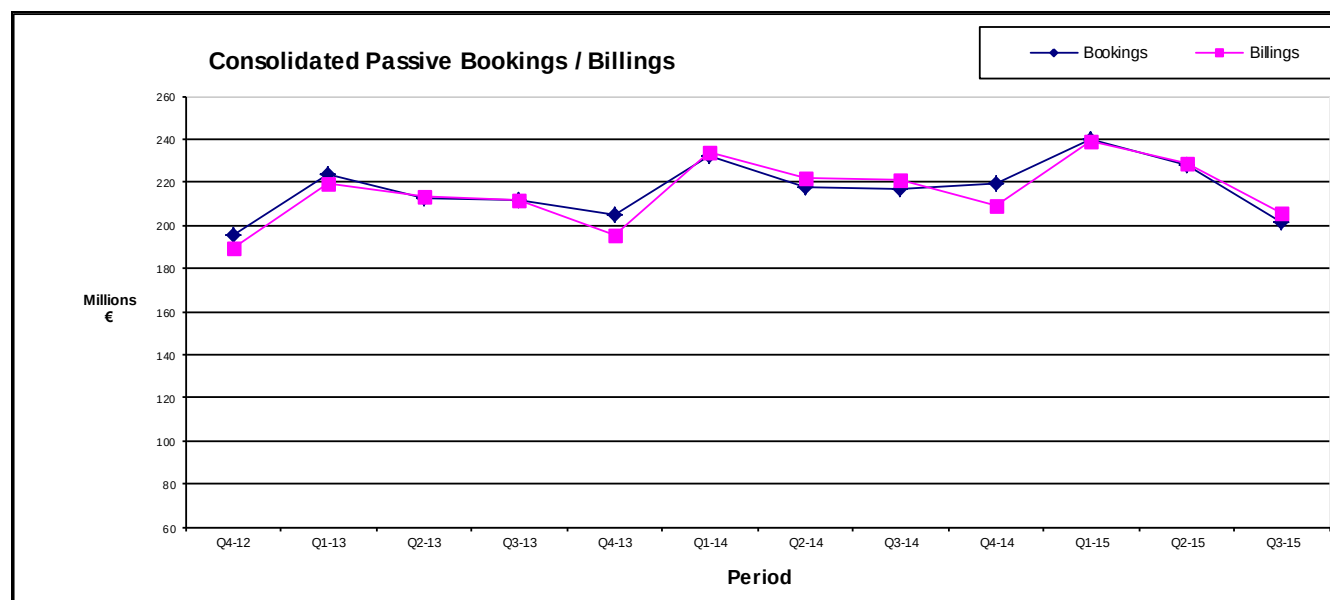


	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Bookings	41	44	41	43	42	51	49	50	50	54	52	58
Billings	36	42	43	41	39	50	51	51	47	54	55	57

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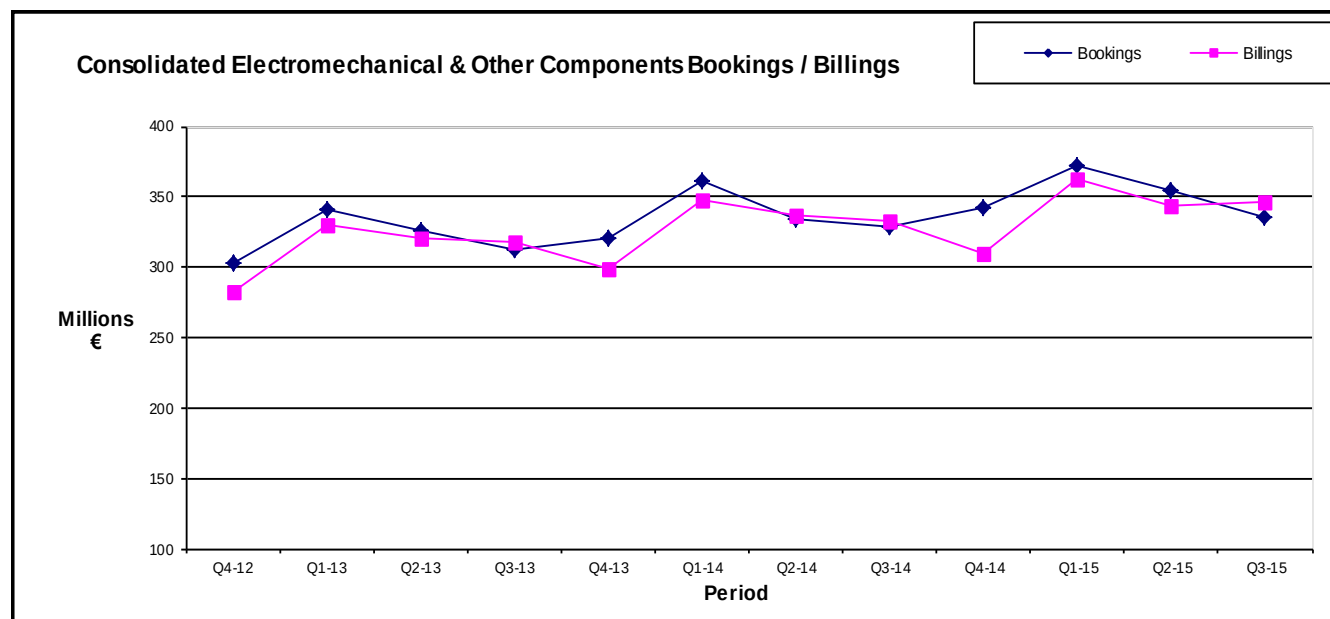


	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Bookings	992	1065	1110	1011	1058	1164	1089	1093	1106	1254	1195	1199
Billings	894	1048	1056	1025	994	1120	1133	1106	1080	1240	1211	1244

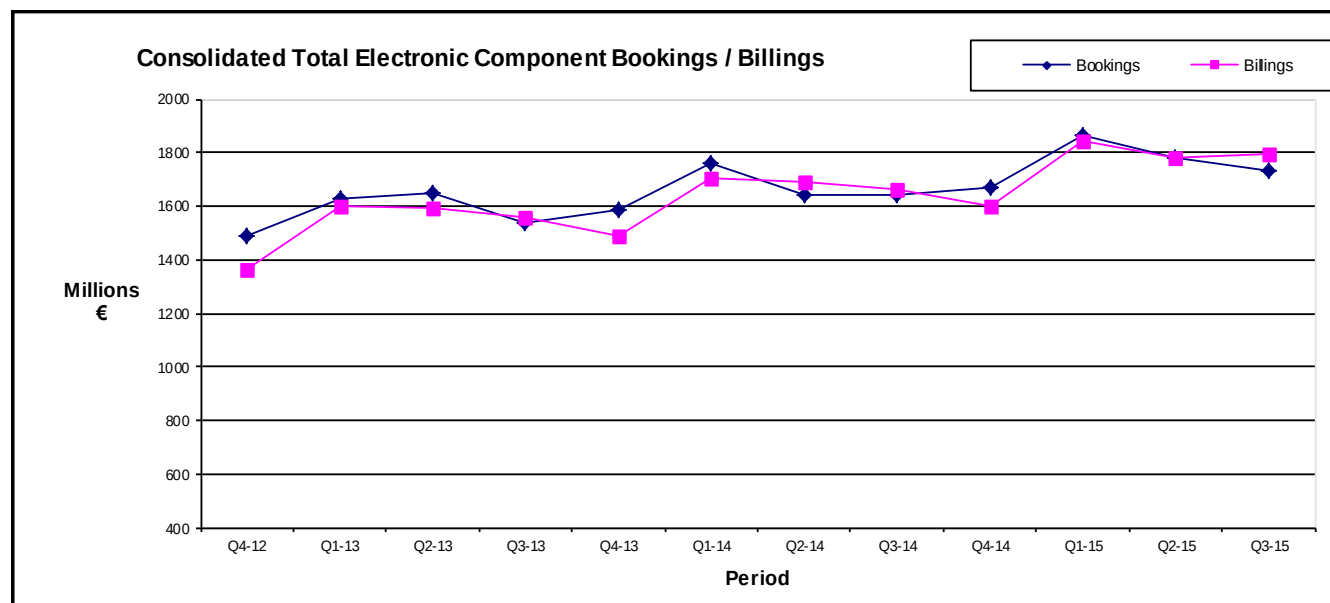


	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Bookings	196	224	213	211	205	232	218	217	220	240	228	201
Billings	189	220	214	212	196	234	222	221	209	239	228	206

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

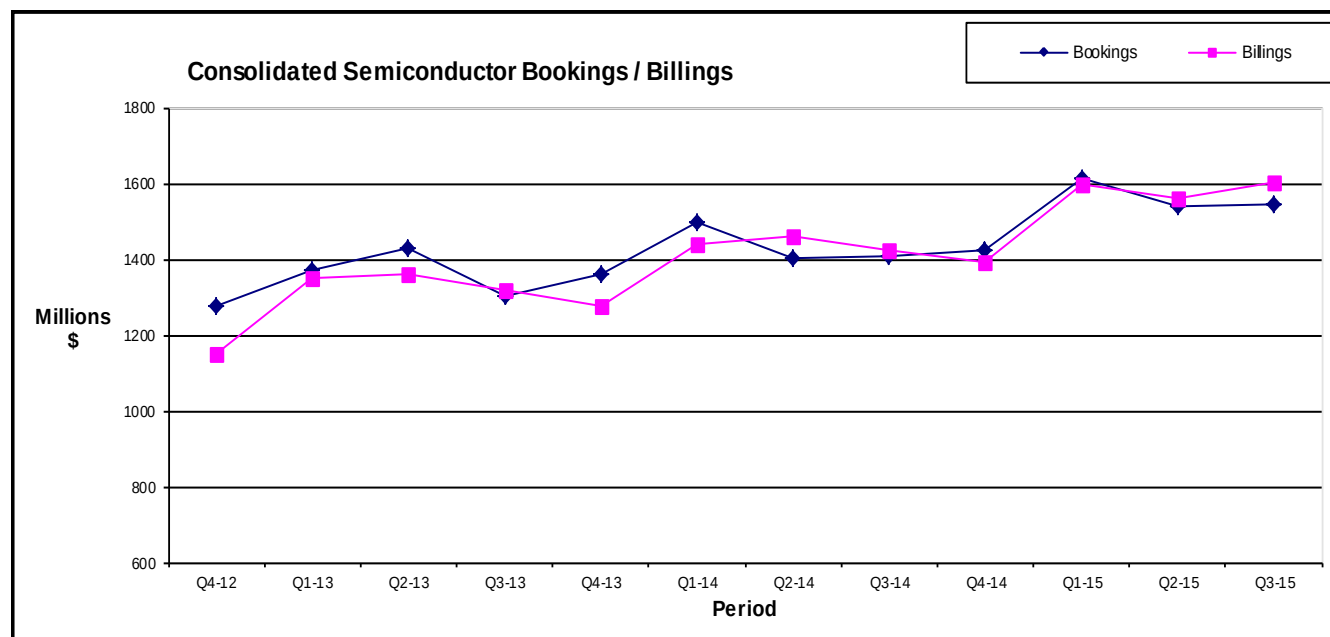


	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Bookings	303	340	326	313	320	361	334	329	342	373	354	335
Billings	283	330	321	318	299	348	337	333	310	362	343	346

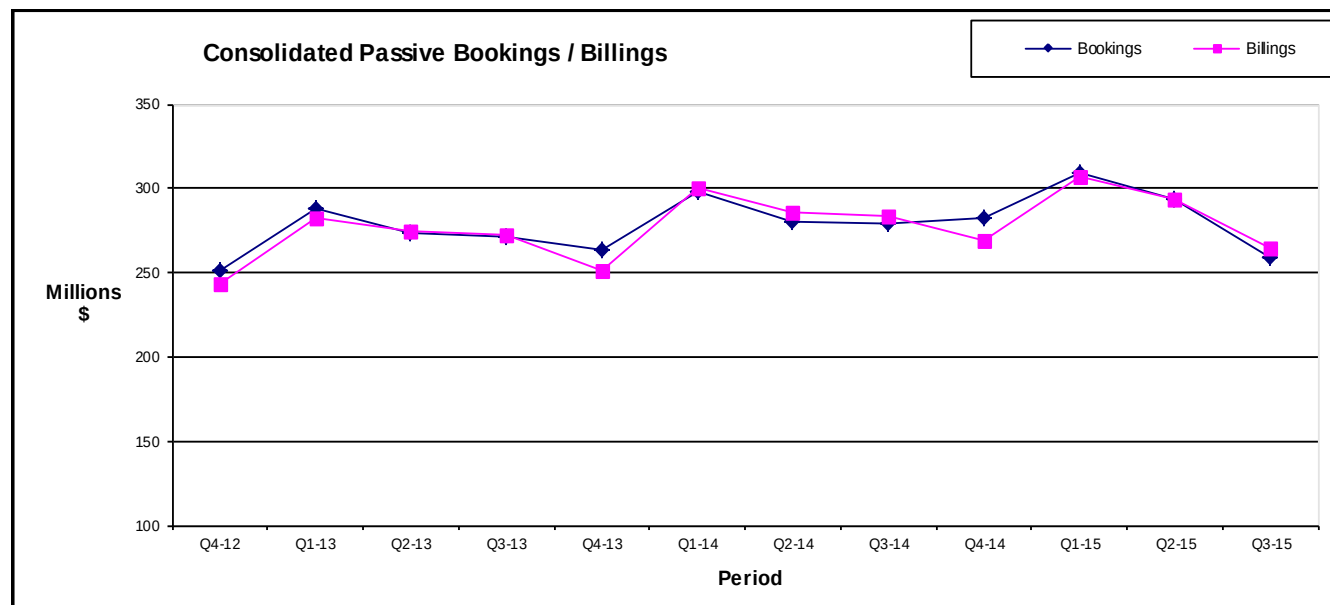


	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Bookings	1491	1629	1649	1535	1583	1757	1641	1638	1667	1867	1777	1736
Billings	1367	1598	1590	1555	1489	1702	1693	1659	1598	1841	1782	1796

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

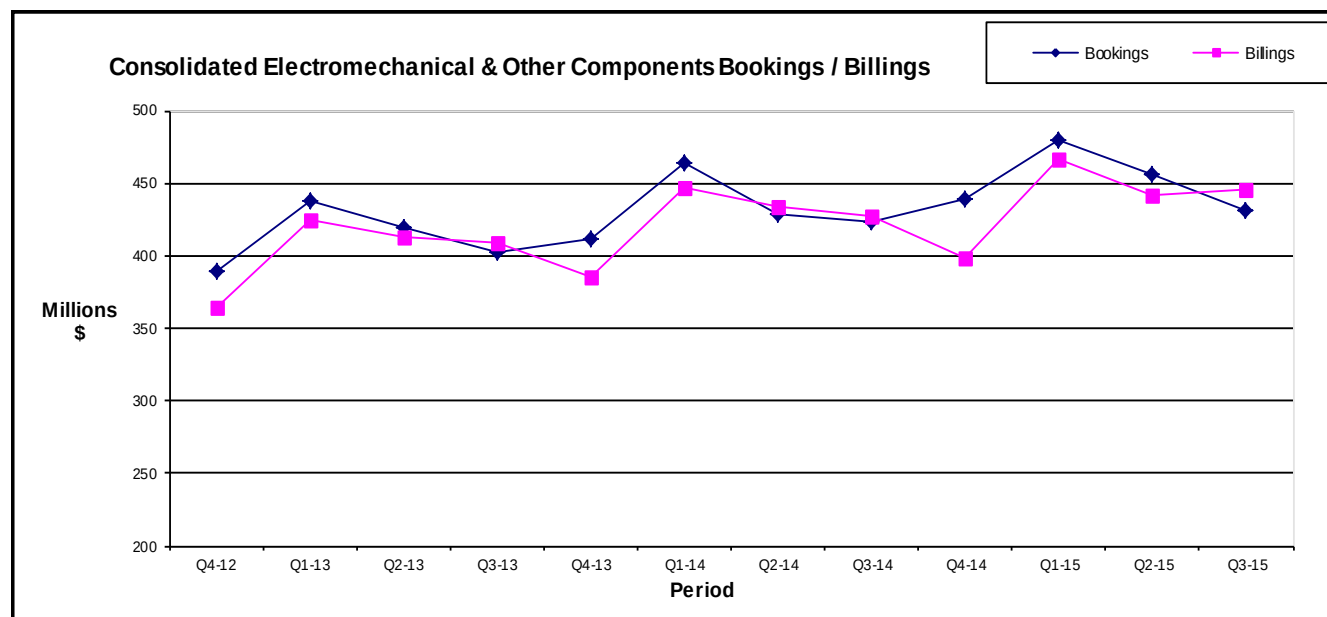


	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Bookings	1277	1370	1428	1301	1362	1498	1402	1407	1423	1613	1538	1543
Billings	1151	1349	1359	1319	1279	1442	1458	1424	1390	1595	1558	1602

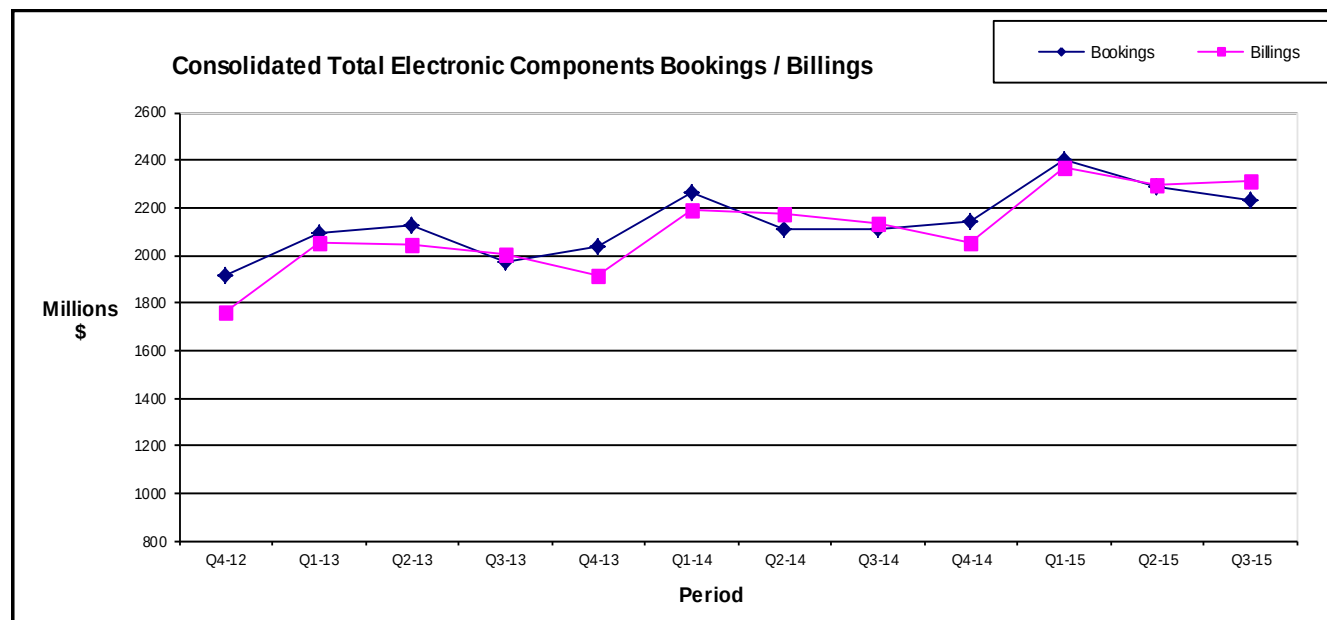


	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Bookings	252	288	274	272	264	299	280	279	283	309	293	259
Billings	243	283	275	273	252	300	286	284	269	307	294	264

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



	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Bookings	389	438	420	403	412	464	429	423	439	479	456	431
Billings	364	424	413	409	385	447	434	428	398	466	441	445



	Q4-12	Q1-13	Q2-13	Q3-13	Q4-13	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15
Bookings	1918	2096	2122	1975	2037	2261	2112	2108	2145	2402	2287	2233
Billings	1758	2056	2046	2001	1915	2189	2178	2135	2057	2369	2293	2312



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Q3-2015

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.

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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

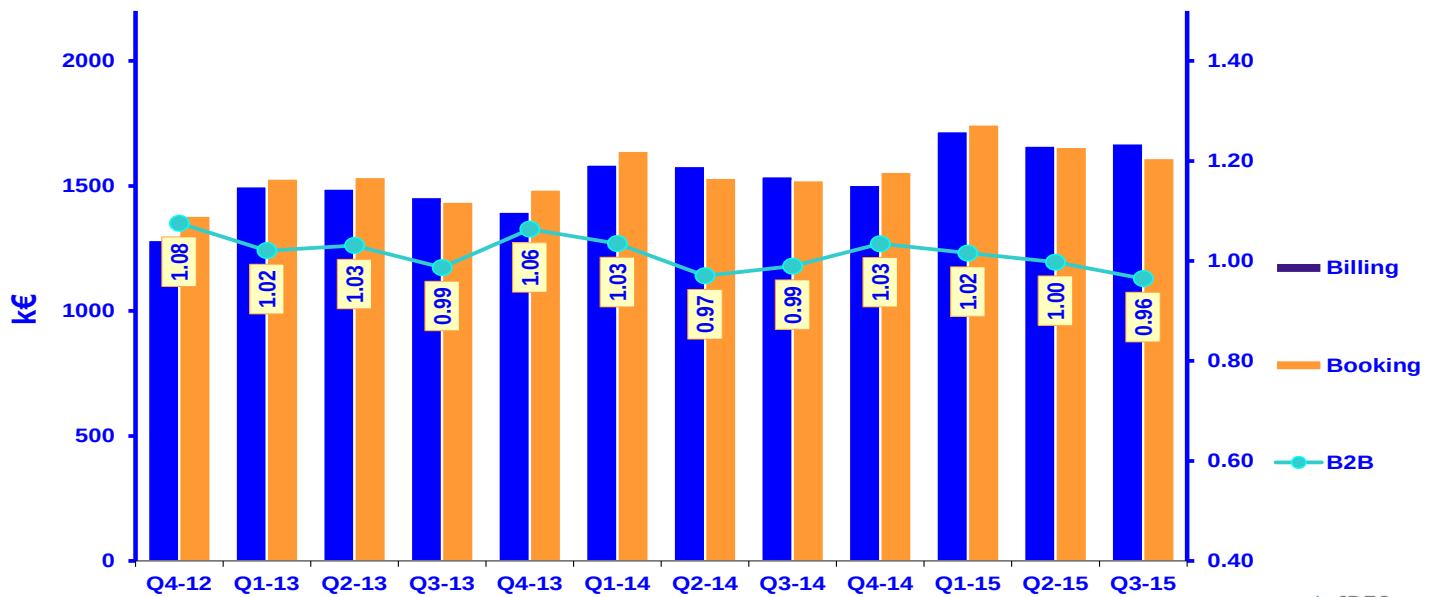
segreteria@ideaelectronics.com

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

3RD 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



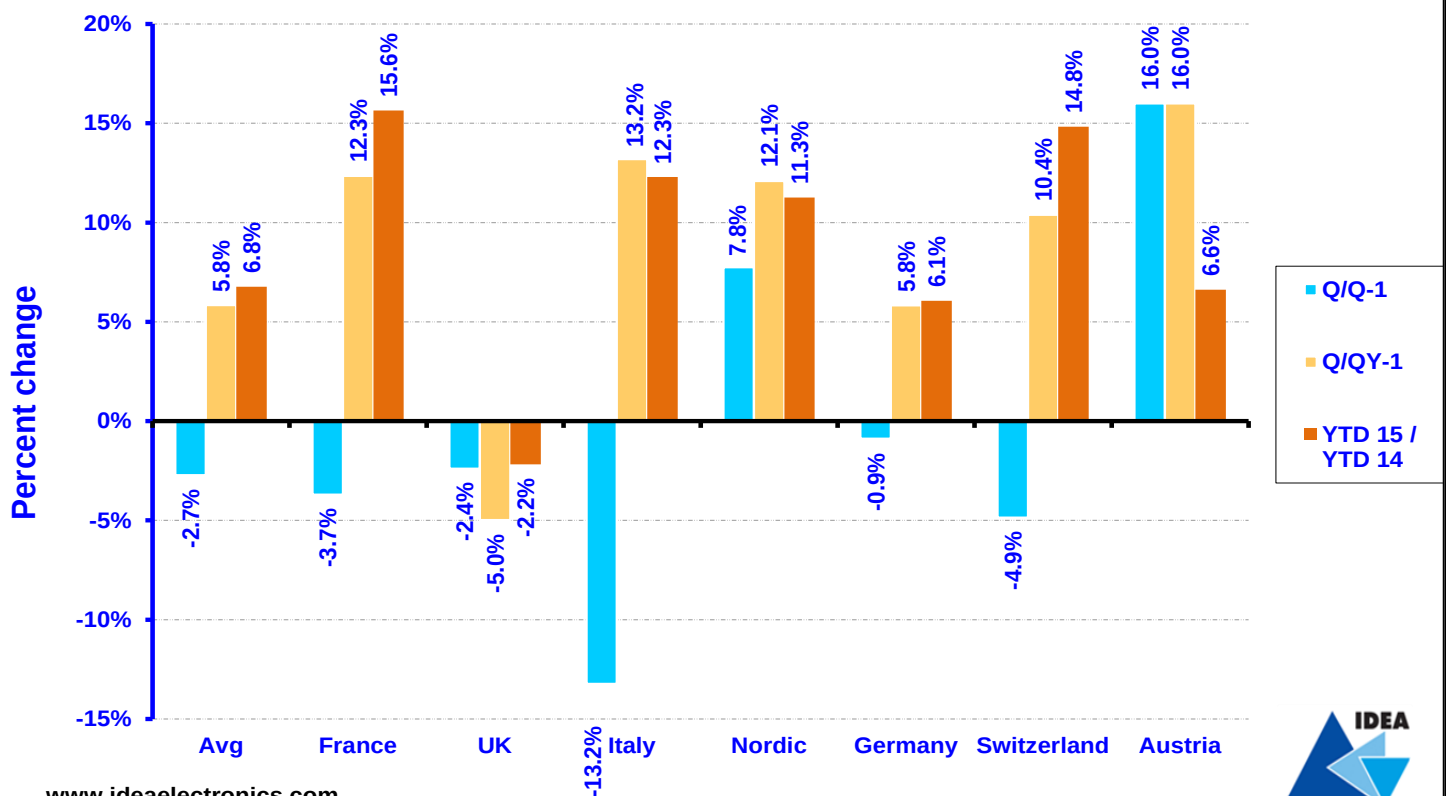
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3RD QTR. 2015 TOTAL COMPONENTS Booking Trend

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



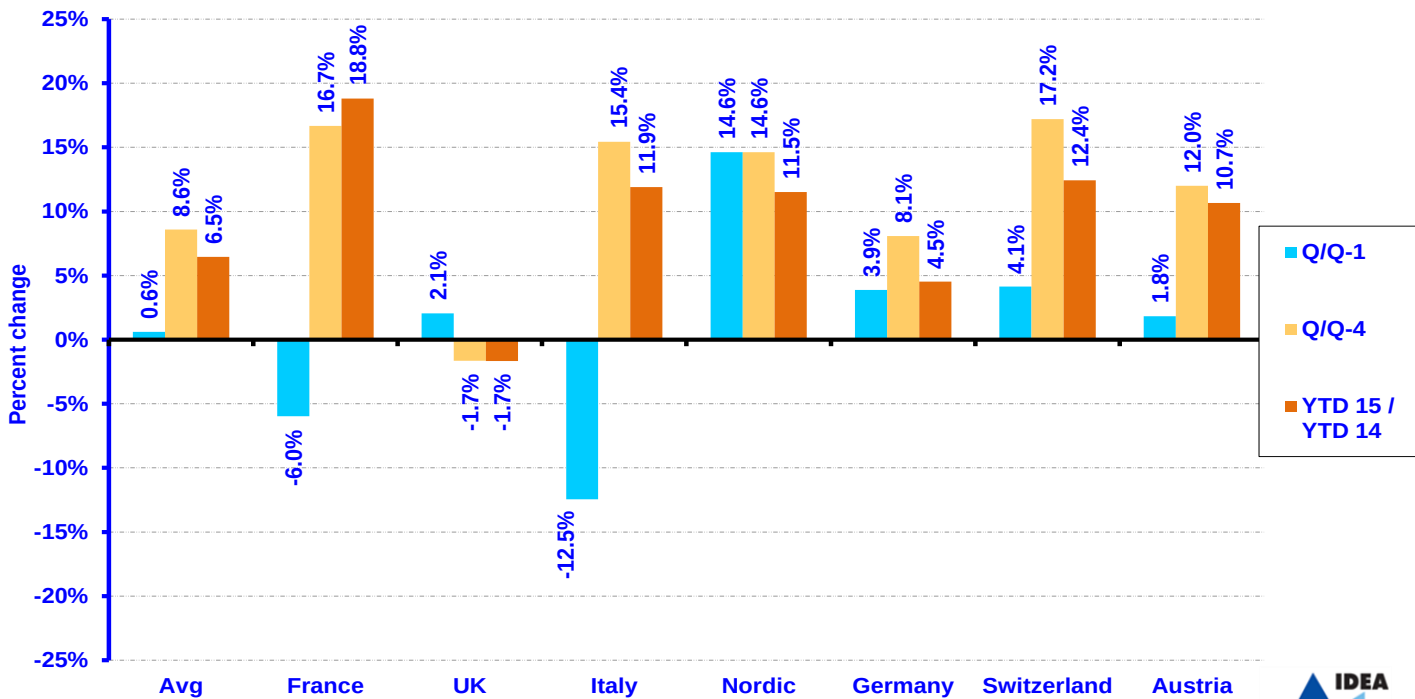
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3RD QTR. 2015 TOTAL COMPONENTS Billing Trend

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



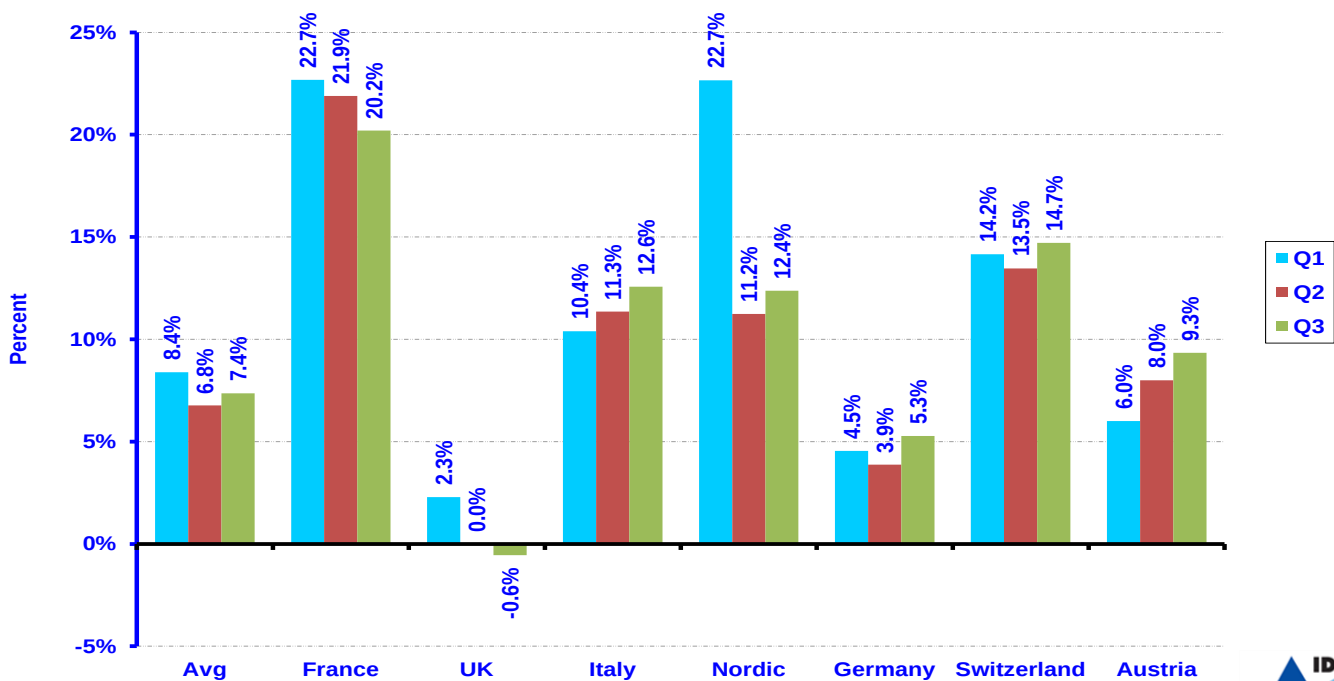
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3RD QTR. 2015 TOTAL COMPONENTS YTD Billings Trend

Graphic T4

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



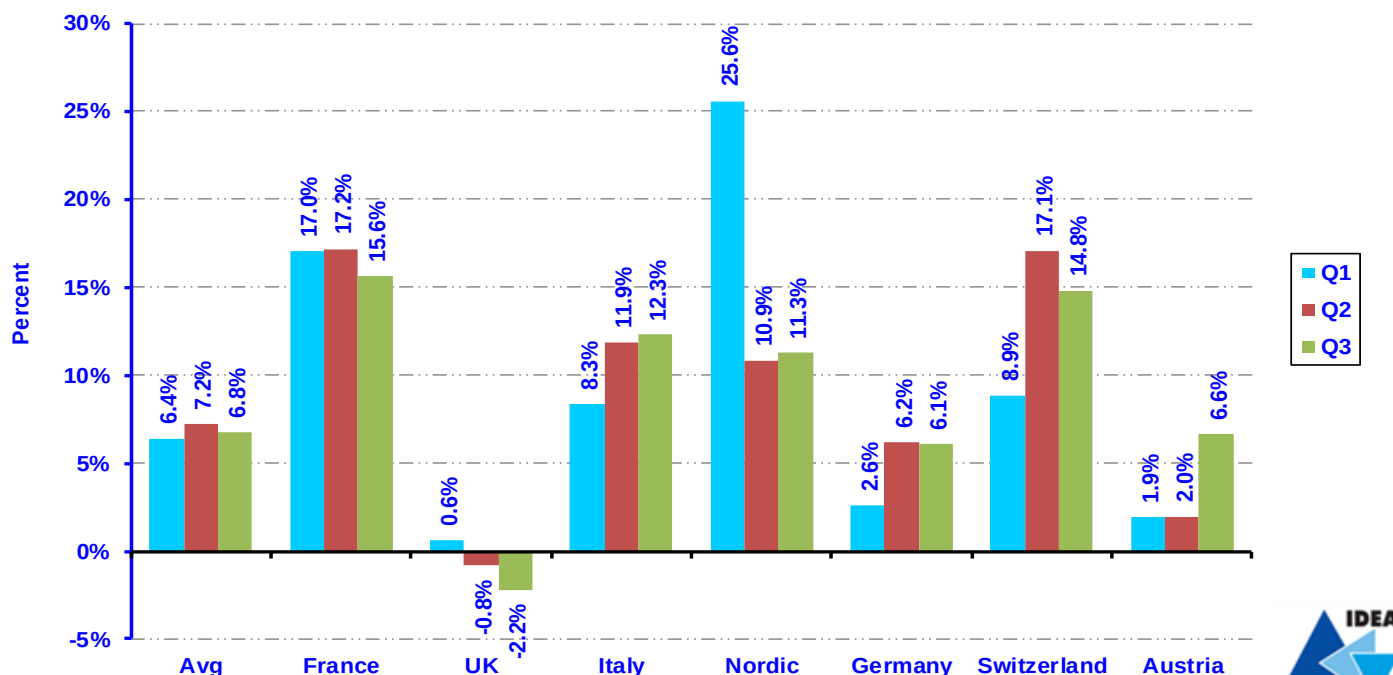
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3RD QTR. 2015 TOTAL COMPONENTS YTD Bookings Trend

Graphic T5

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

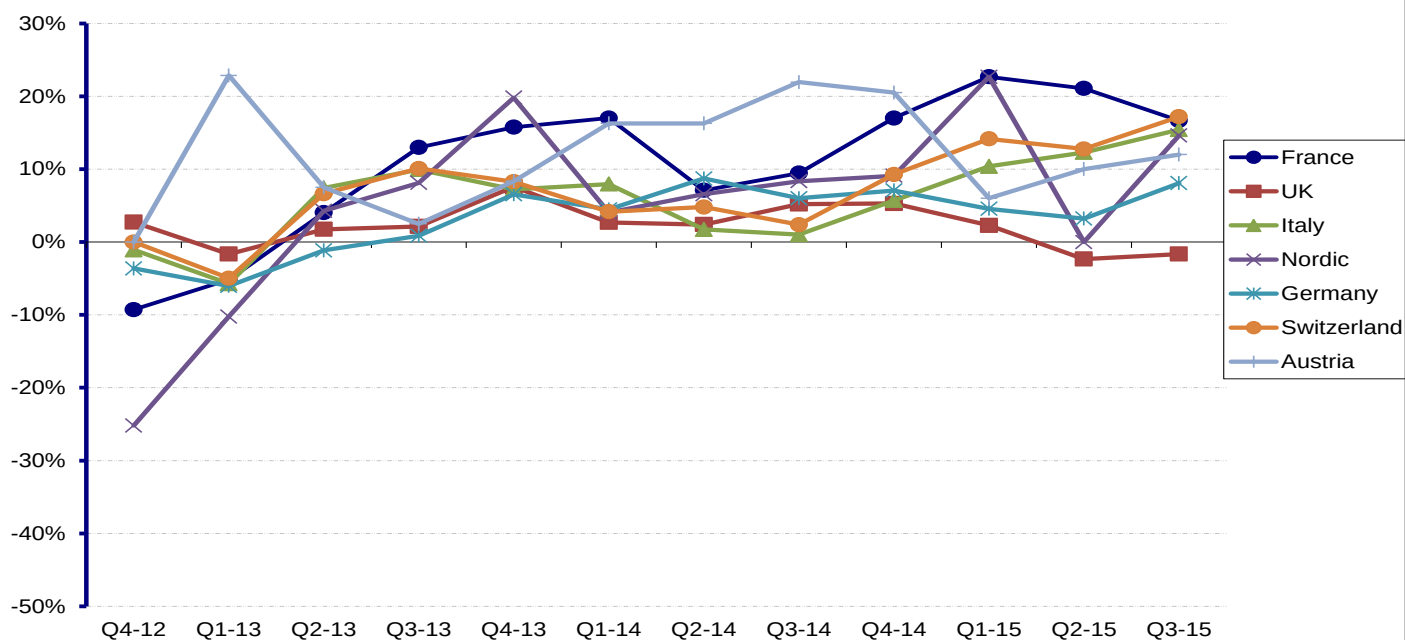


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3RD QTR. 2015 TOTAL COMPONENTS TENDENTIAL INDEX BY COUNTRY(Q.QY-1) GraphicT6

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



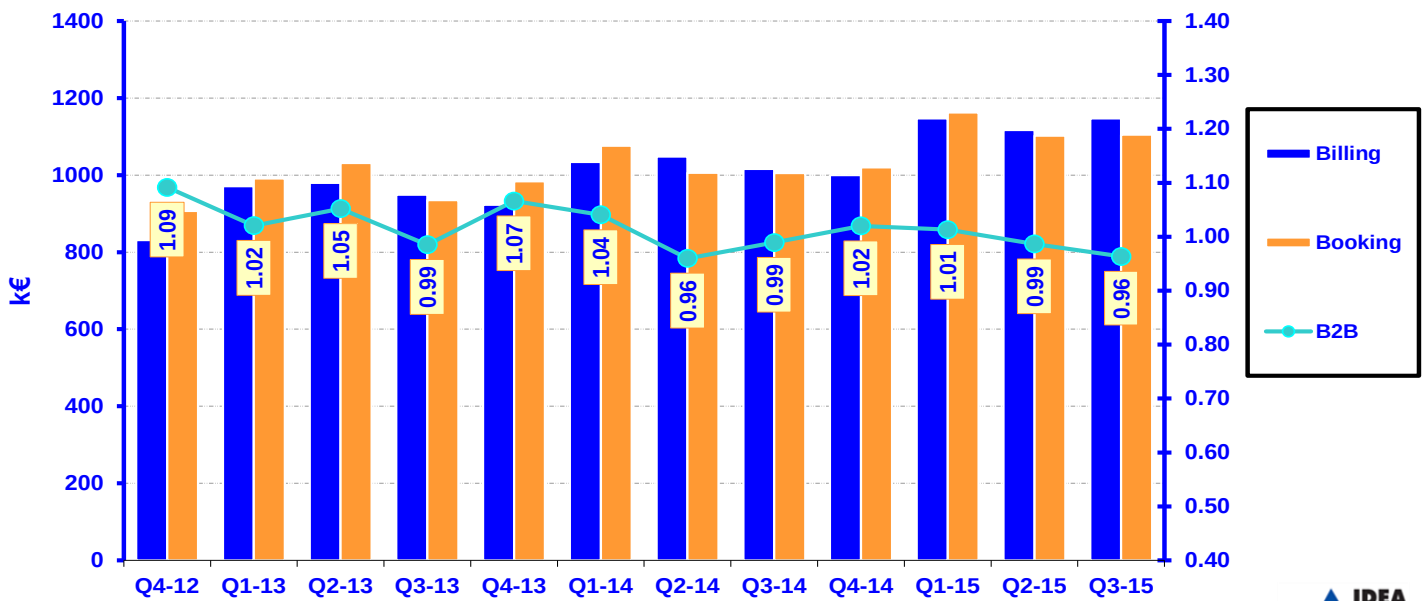
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3RD QTR. 2015 SEMICONDUCTOR bookings, billings & book:bill ratio

Graphic S1

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



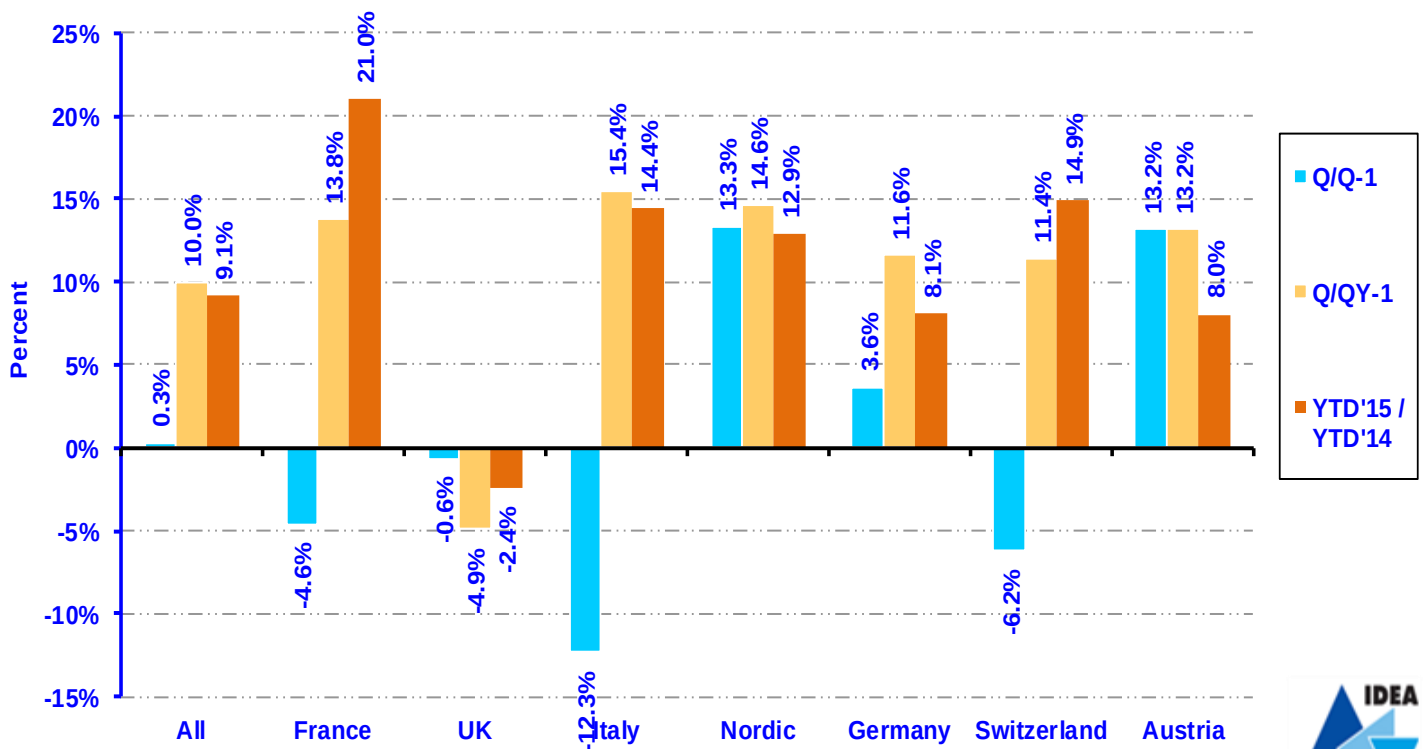
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3RD QTR 2015 SEMICONDUCTOR Booking Trend

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



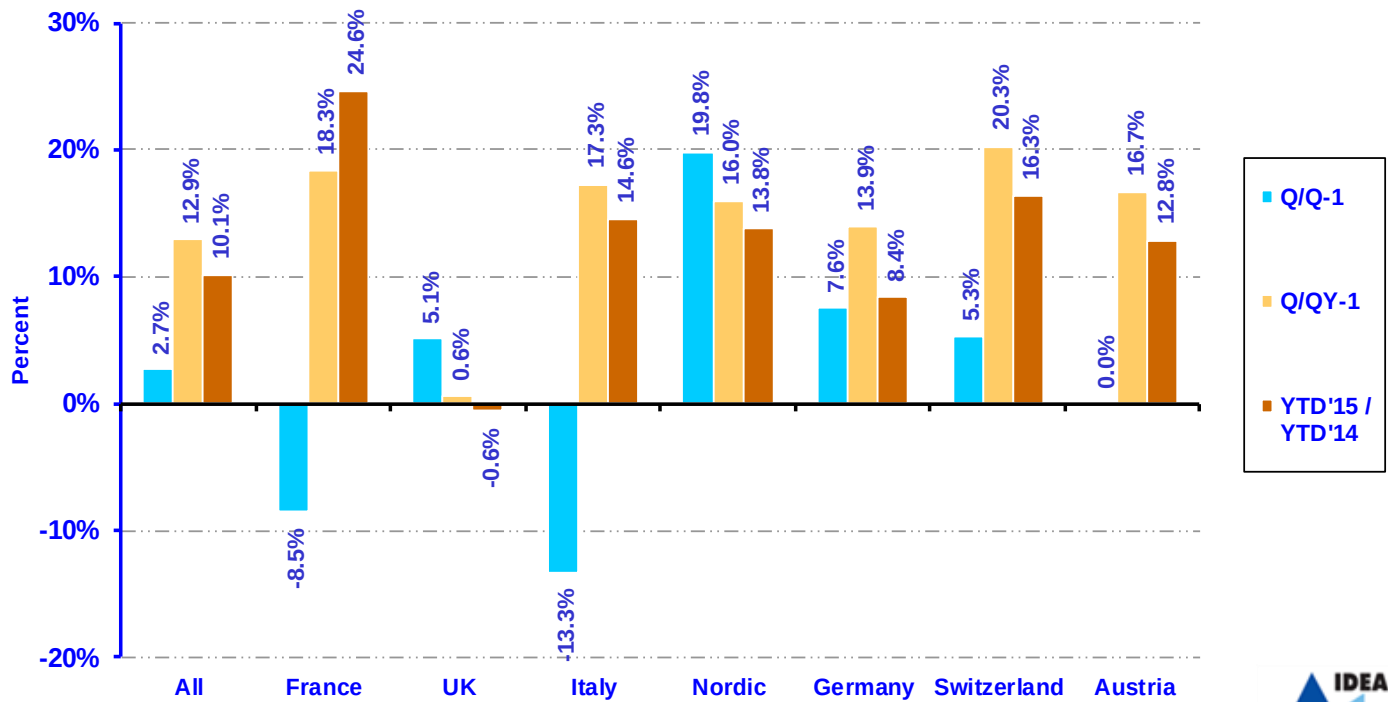
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3RD QTR 2015 SEMICONDUCTOR Billing Trend

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



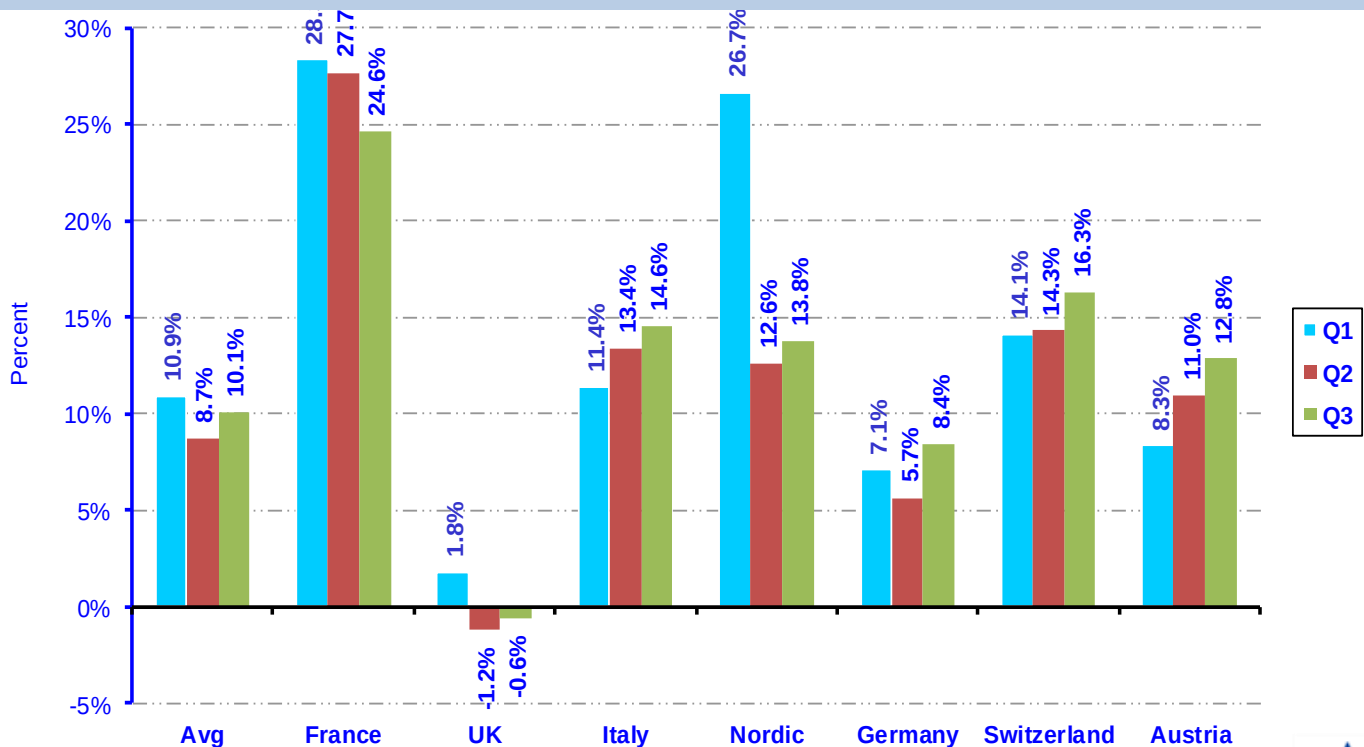
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3RD QTR. 2015 SEMICONDUCTOR YTD BILLING TREND

Graphic S4

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



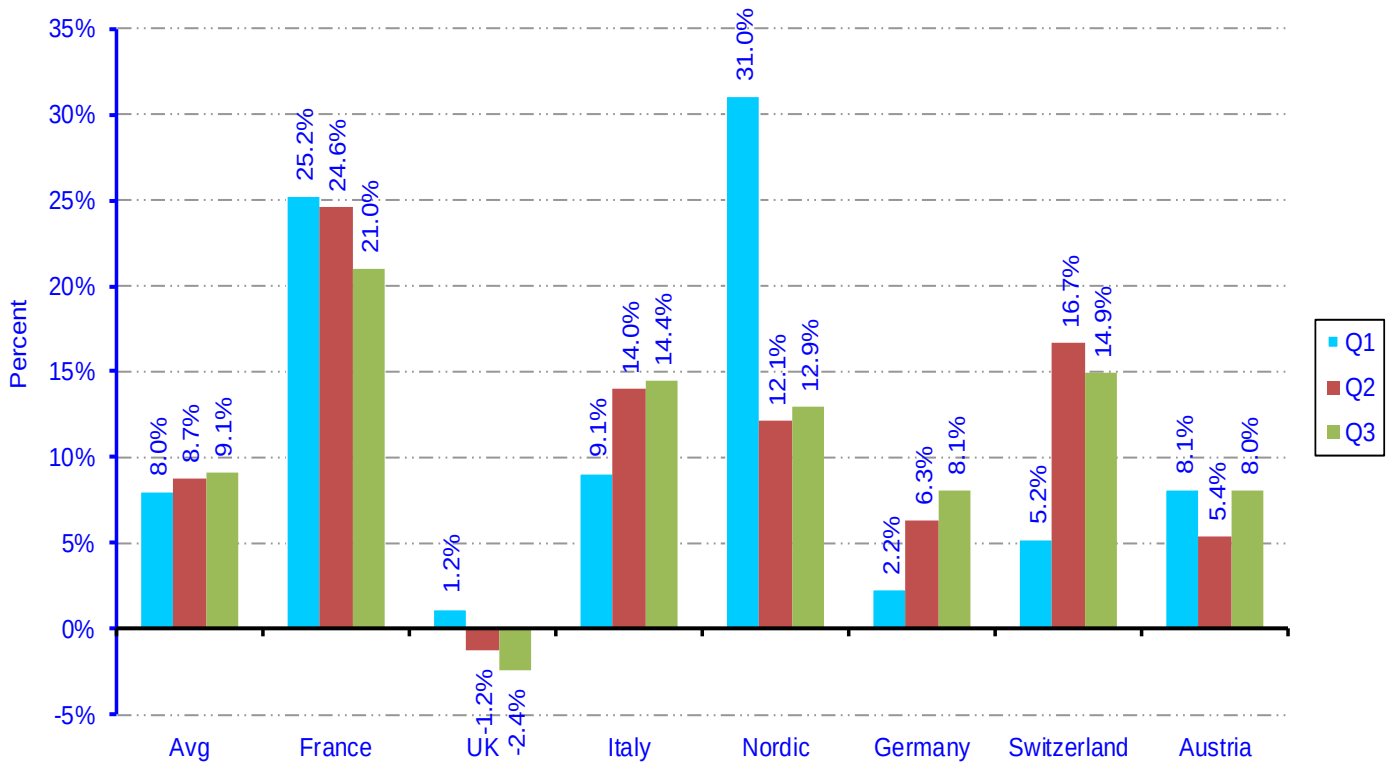
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3RD QTR. 2015 SEMICONDUCTOR YTD BOOKING TREND

Graphic S5

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



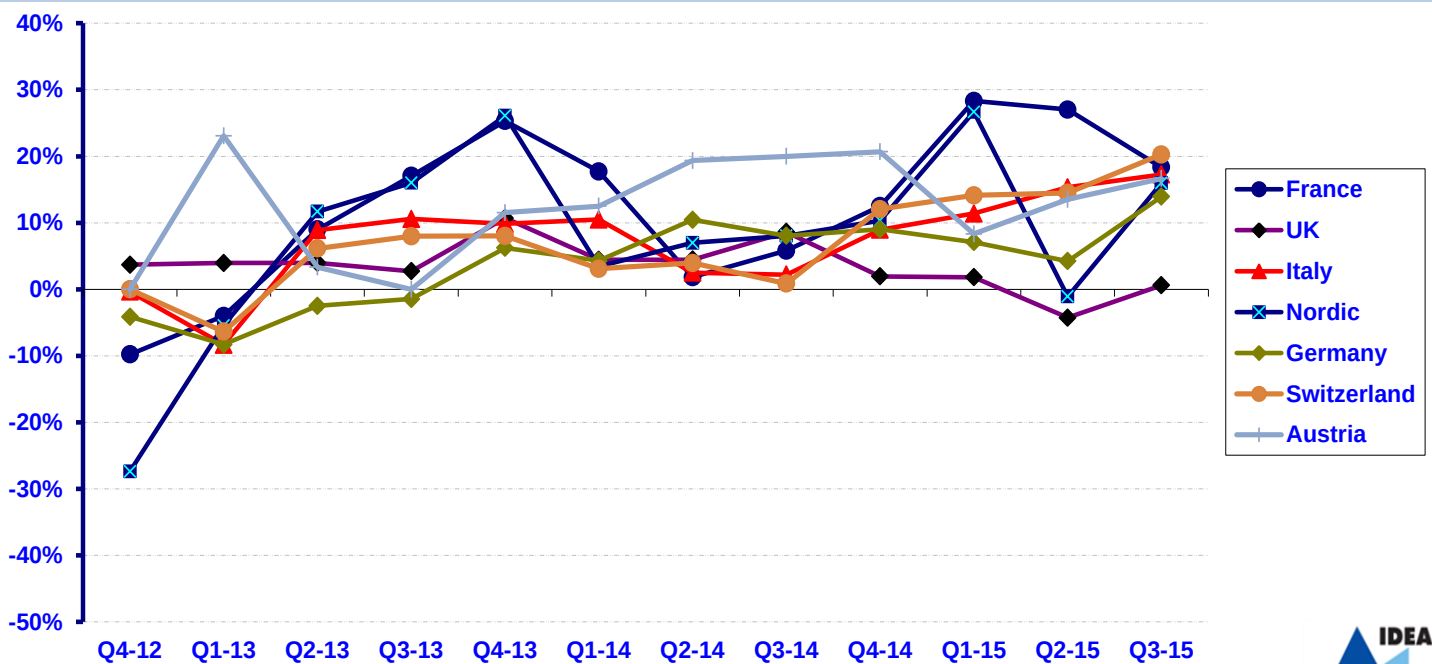
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3RD QTR. 2015 SEMICONDUCTOR TENDENTIAL INDEX (Q/Qy-1)

Graphic S6

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



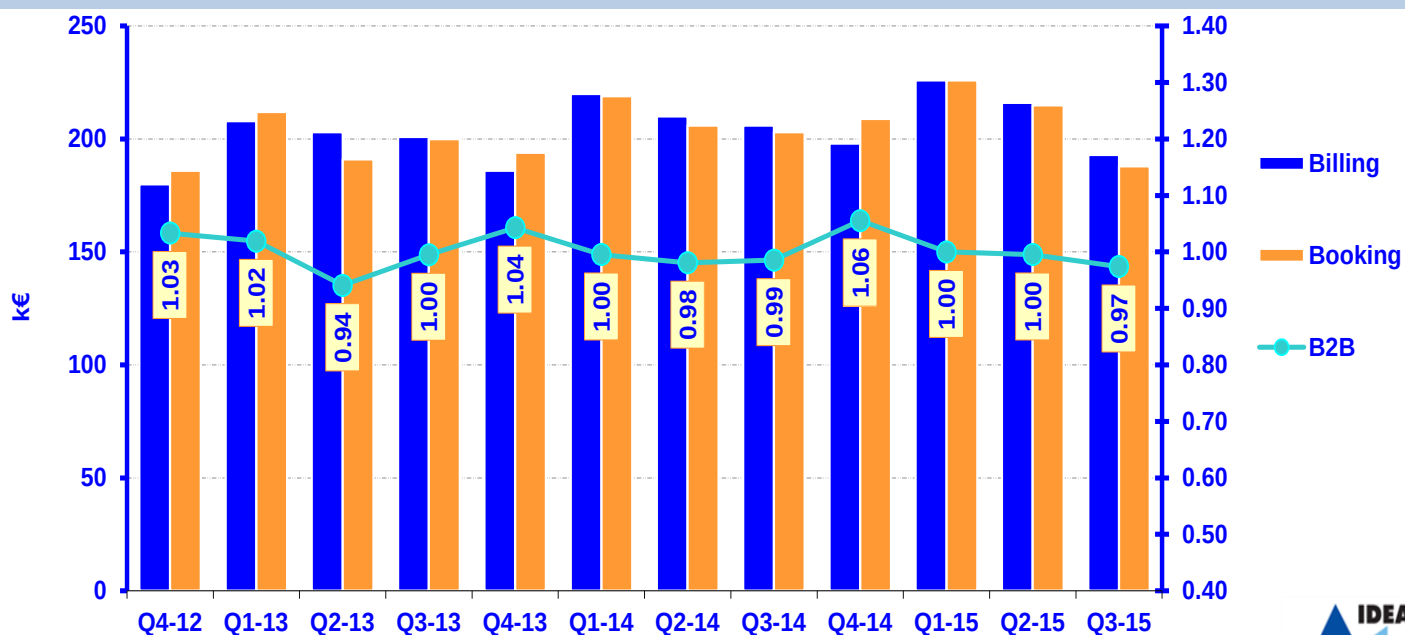
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3RD QTR. 2015 **PASSIVES** booking, billing & book:bill ratio

Graphic P1

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



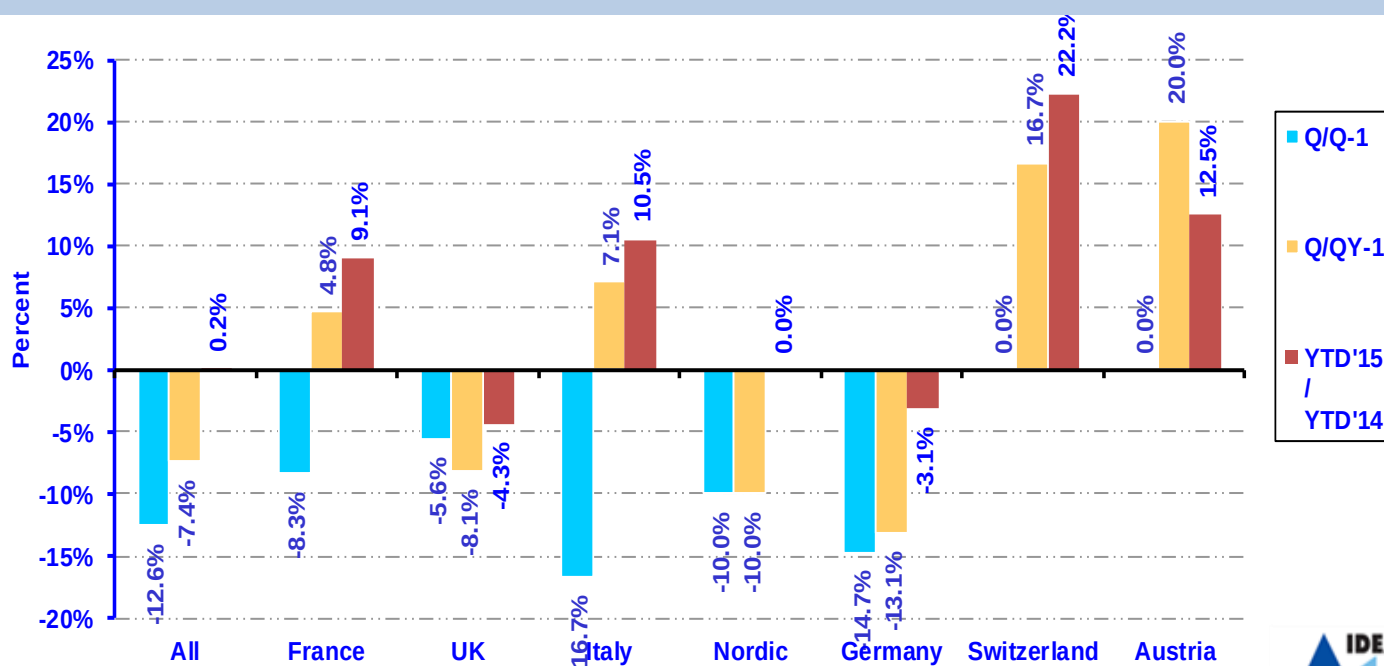
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3RD QTR. 2015 **PASSIVE COMPONENTS** Booking Trend

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)



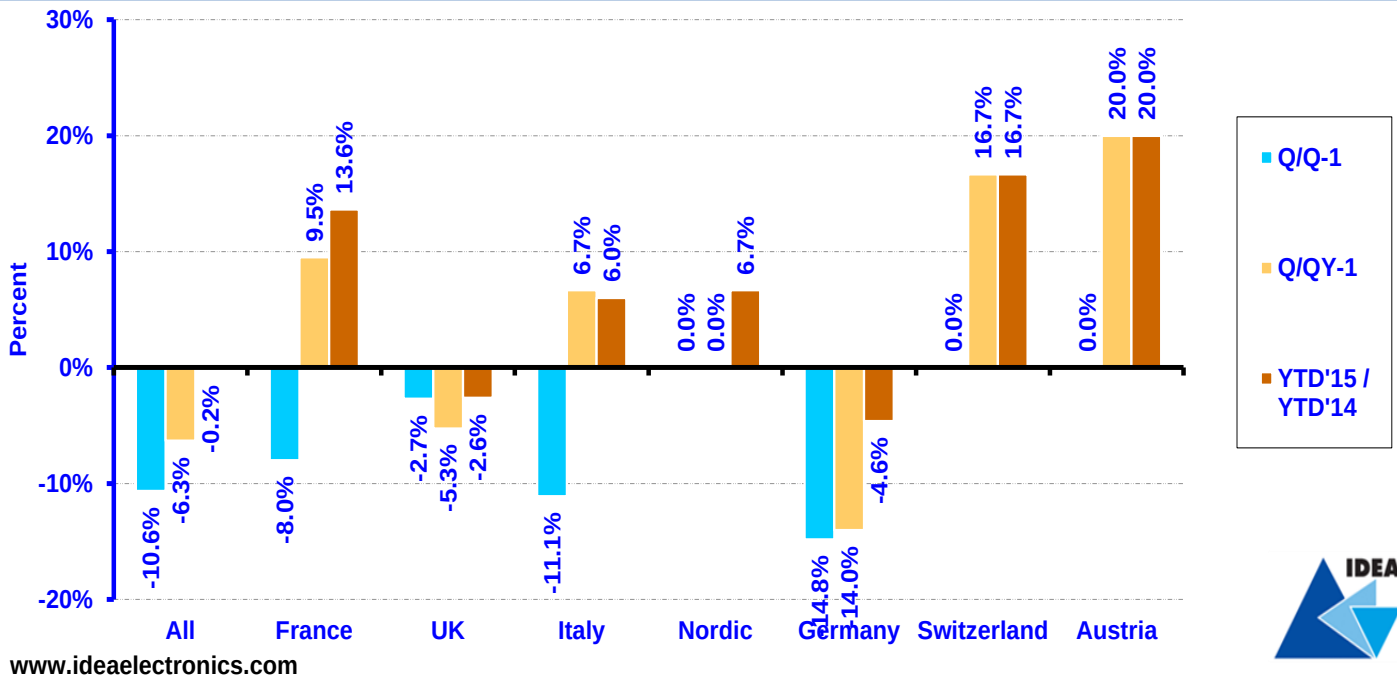
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3RD QTR. 2015 **PASSIVE COMPONENTS** Billings Trend

Graphic P3

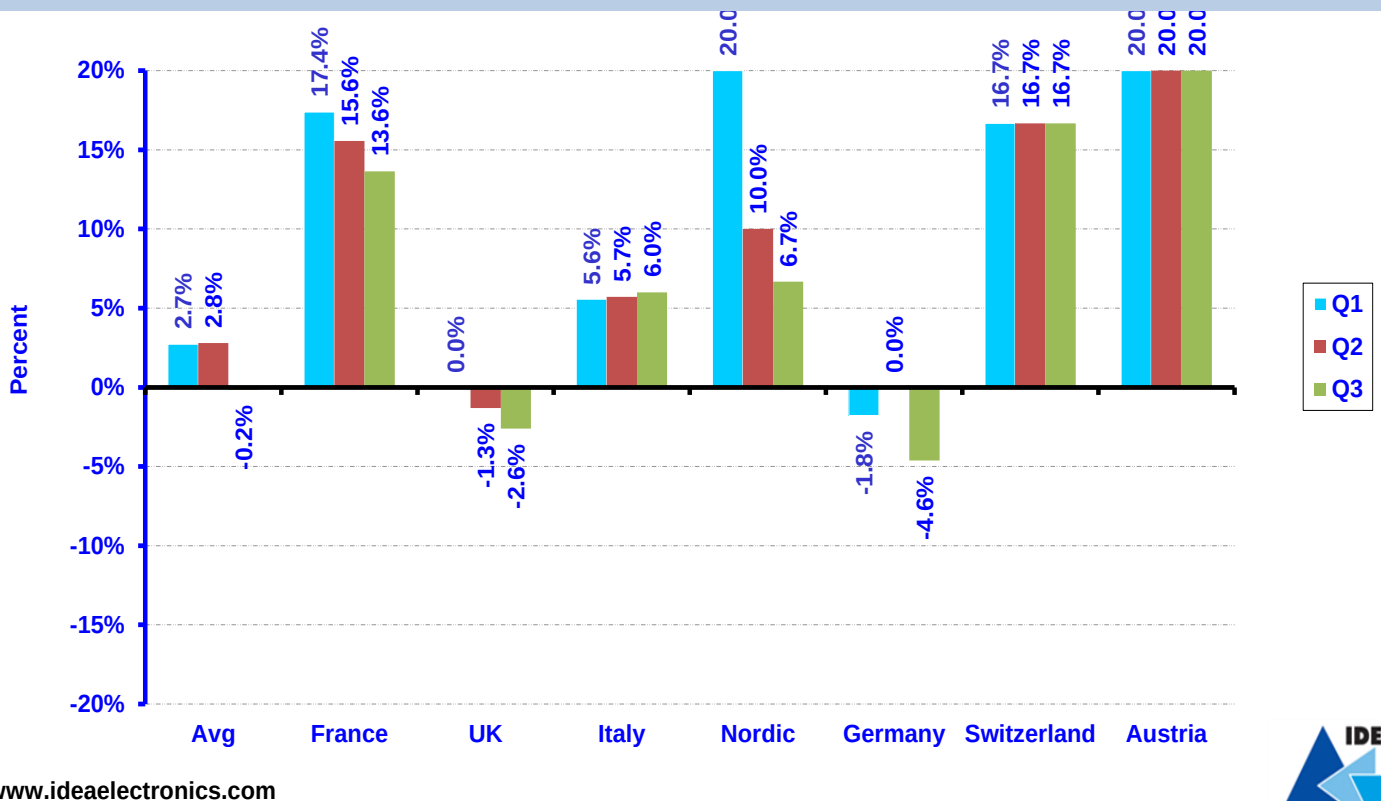
Distribution sales for passive components by country comparing Q1 2015 with the prior quarter (Q/Q-1) and the same quarter prior year (Q/QY-1)



3RD QTR. 2015 **PASSIVES YTD Billings Trend**

Graphic P4

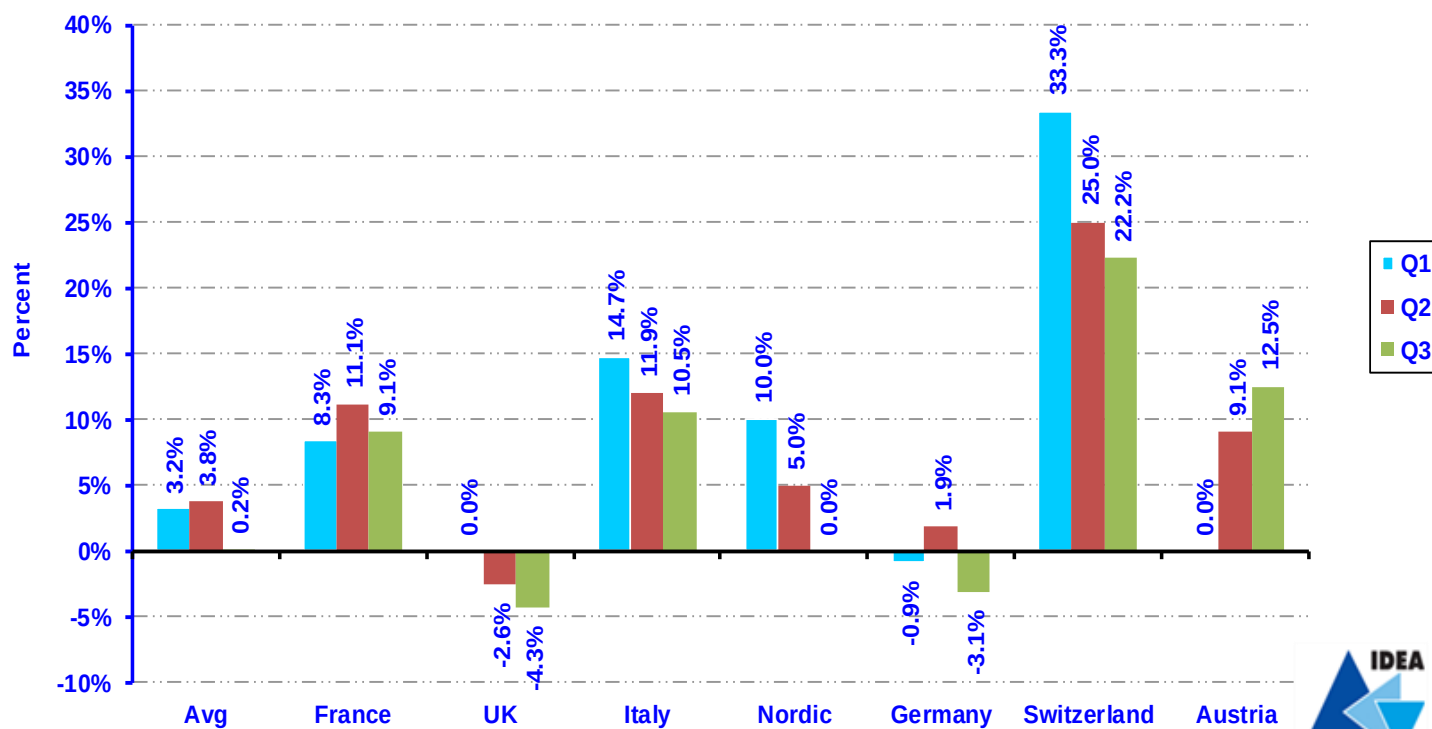
Cumulative sales of Passive components through distribution by country for the current year showing the growth/decline % compared with the same period prior year



3RD 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



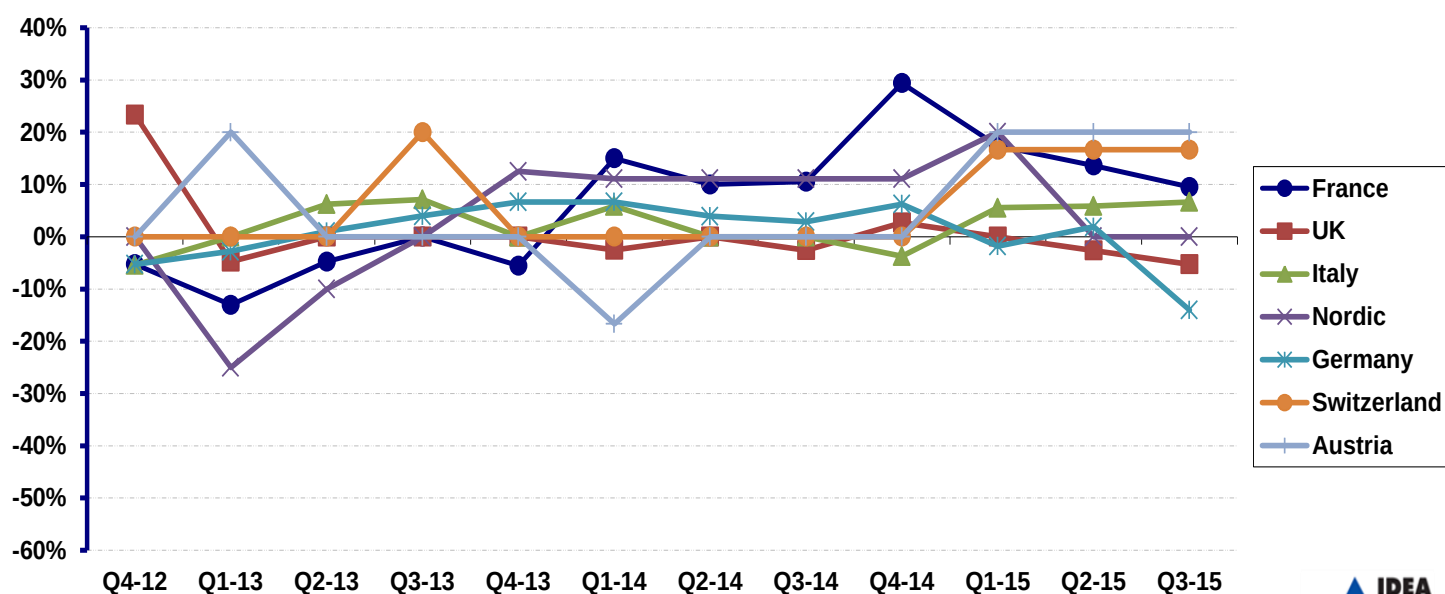
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3RD QTR. 2015 **PASSIVES TENDENTIAL INDEX BY COUNTRY(Q/Qy-1)**

Graphic P6

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



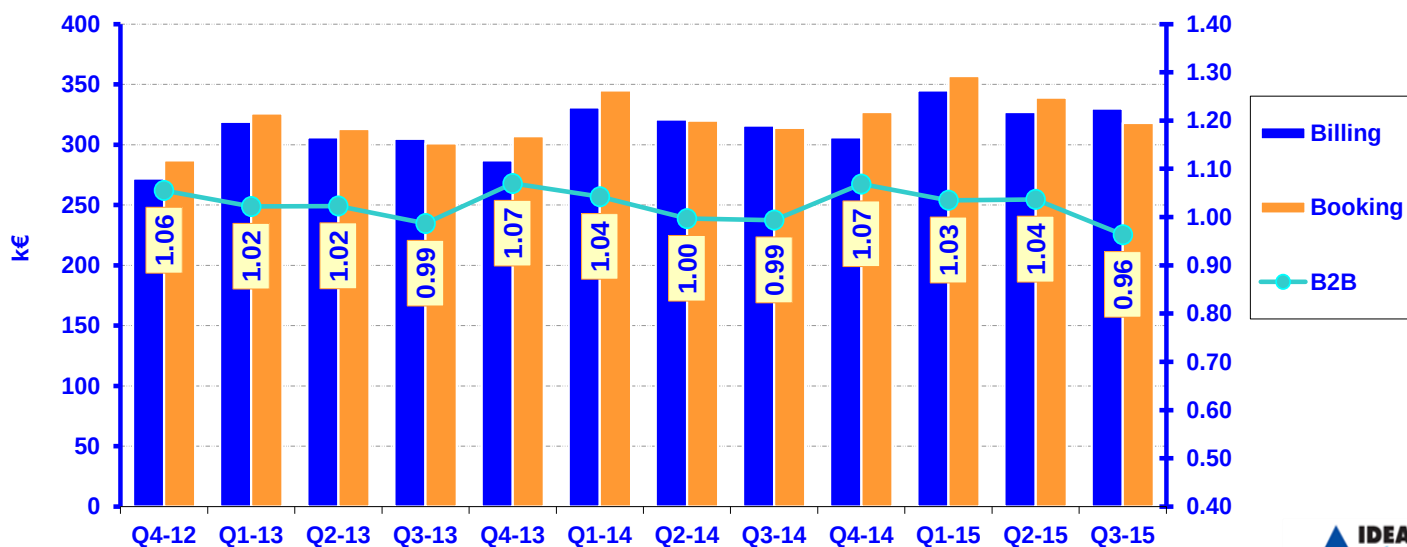
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3RD QTR. 2015 EMECH COMPONENTS booking, billing & book:bill ratio

Graphic E1

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



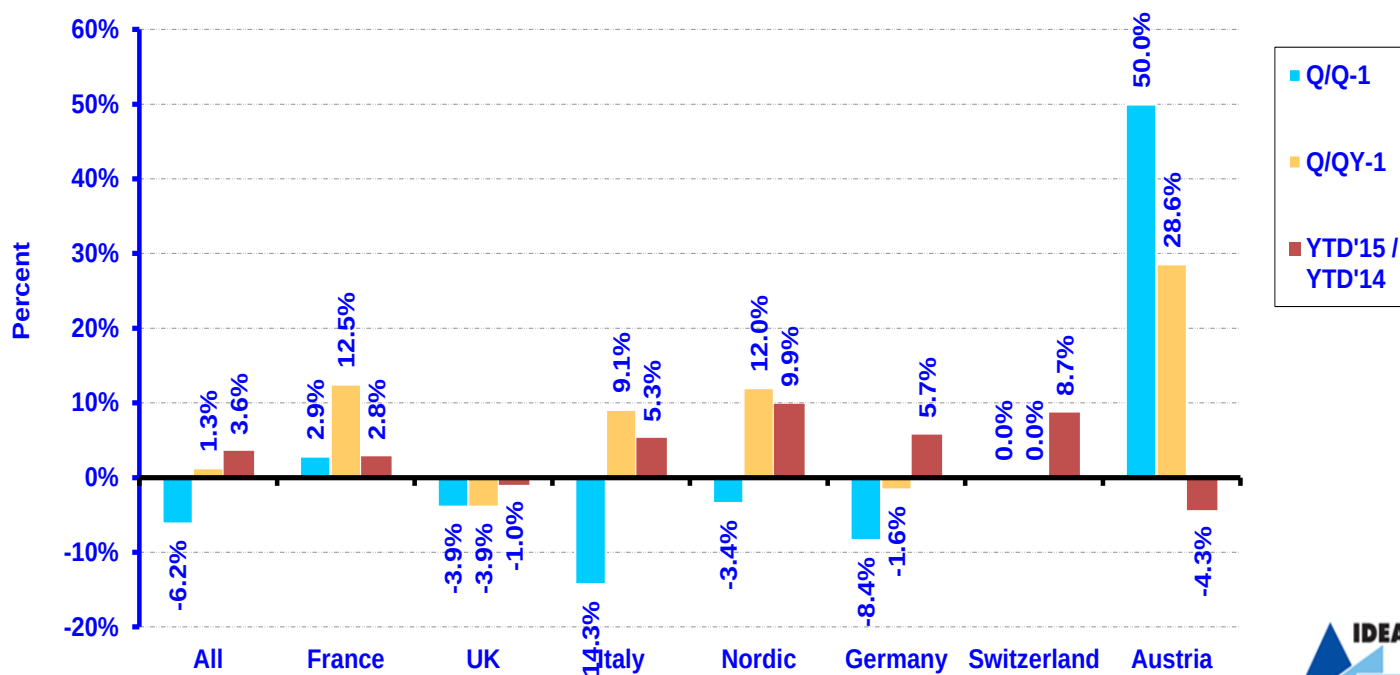
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3RD QTR. 2015 EMECH COMPONENTS Booking Trend

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)



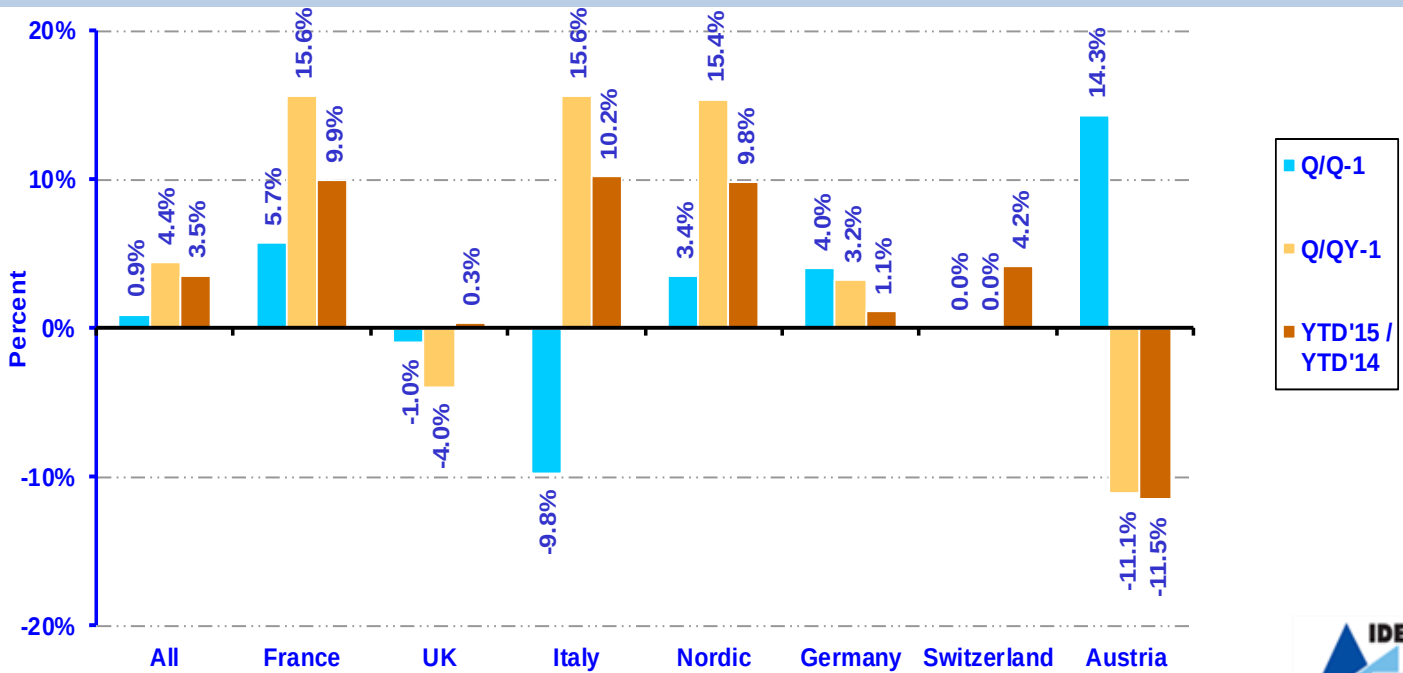
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3RD QTR. 2015 EMECH COMPONENTS Billings Trend

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



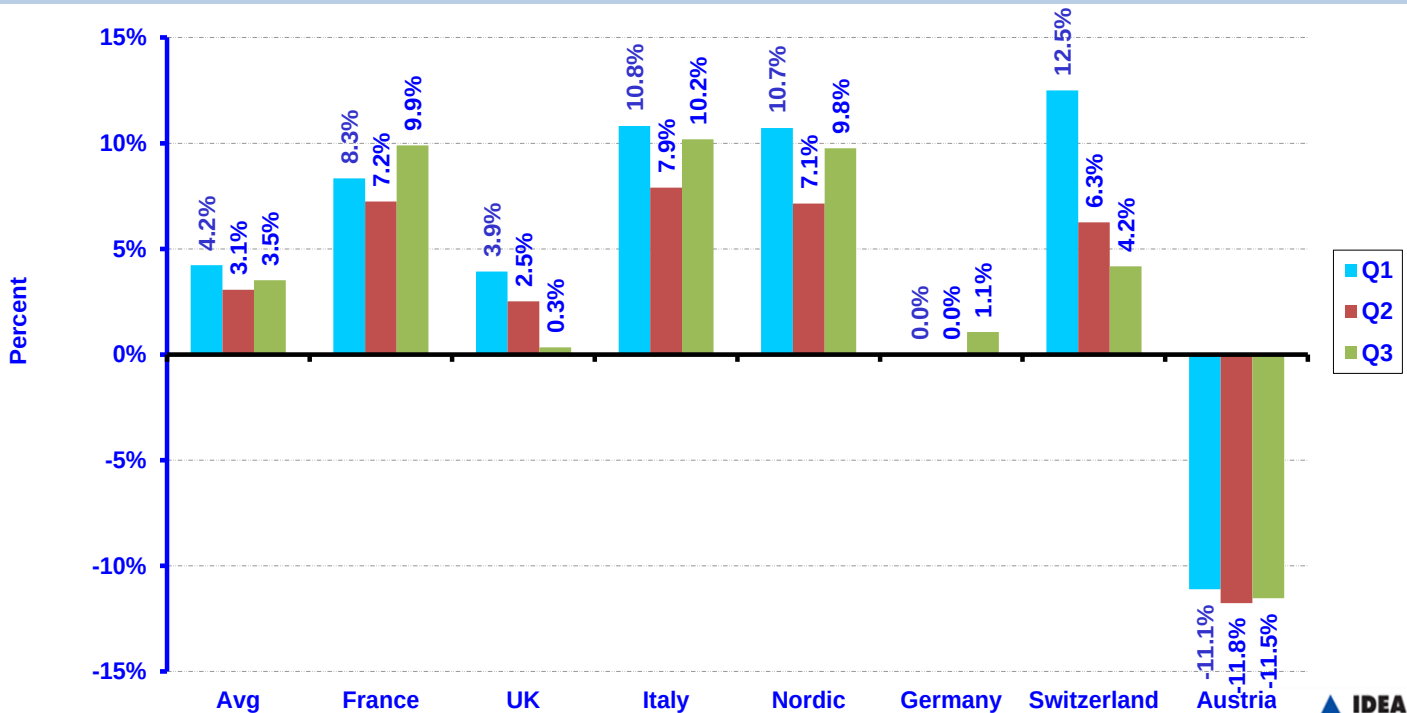
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3RD QTR. 2015 EMECH COMPONENTS YTD Billings Trend

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



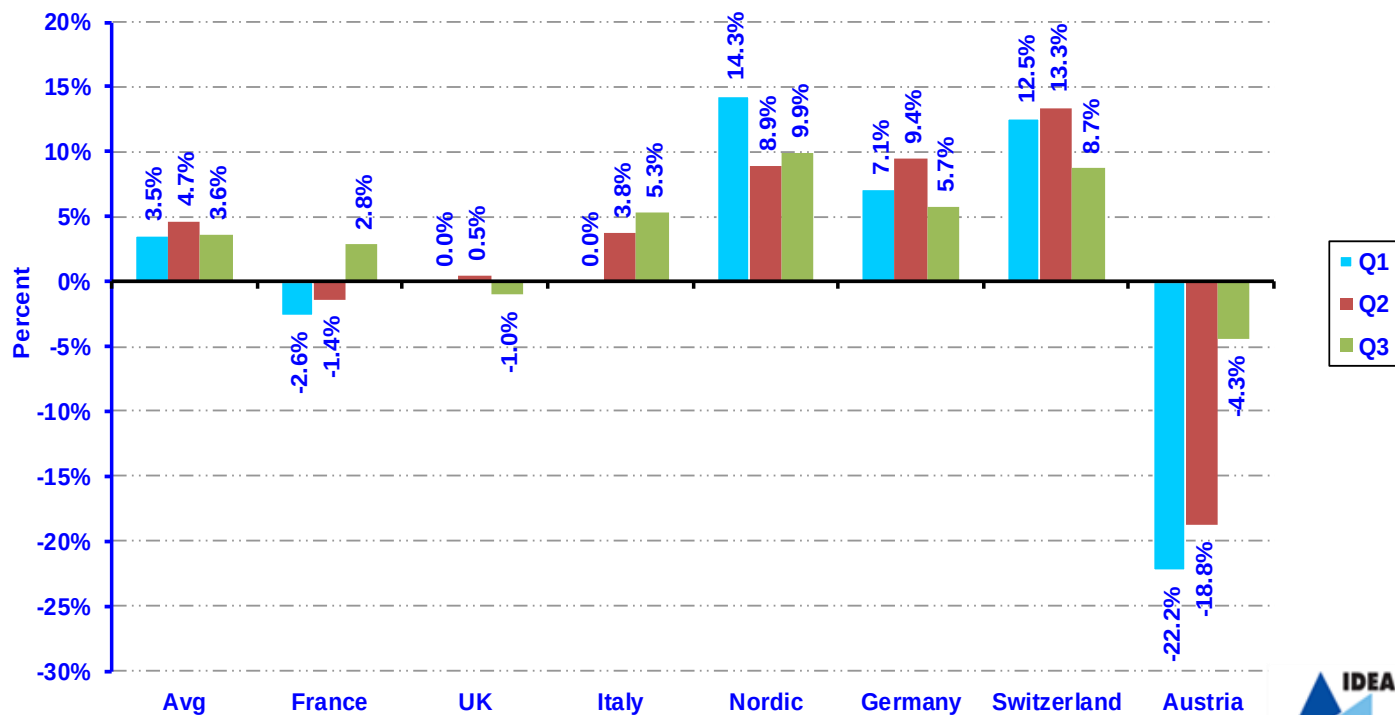
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3RD QTR. 2015 EMECH COMPONEBTS YTD Bookings Trend

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



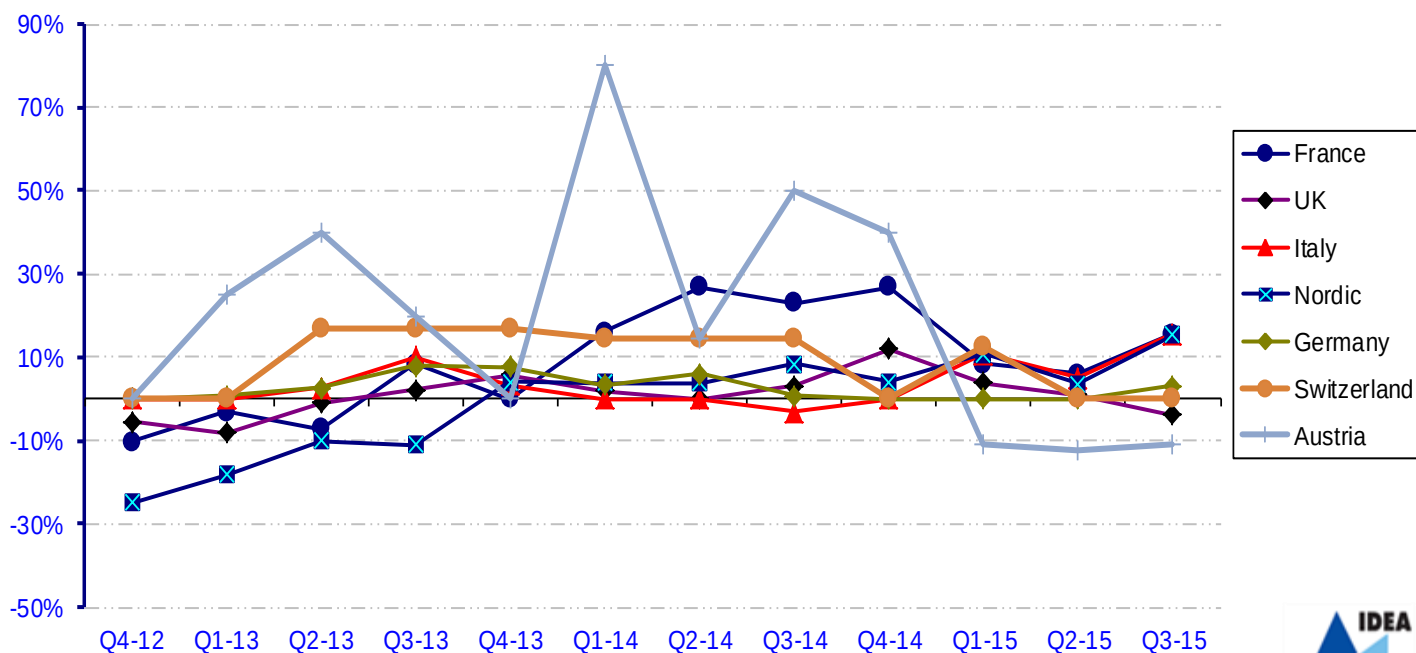
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3RD QTR. 2015 EMECH TENDENTIAL INDEX BY COUNTRY(Q/Qy-1)

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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