



QUARTERLY TREND STATISTICS

Q1-2018

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with

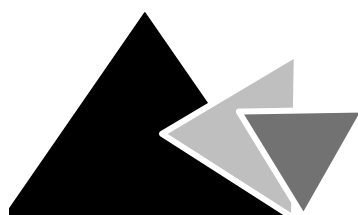
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Association



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22	• Quarterly Total Electronic Component Bookings/Billings	France, UK & Eire, Italy, Nordic, Germany, Switzerland and Austria	€
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23	• Quarterly Passive Component Bookings/Billings	France, UK & Eire, Italy, Nordic, Germany, Switzerland and Austria	US\$
24	• Quarterly Electromechanical & Other Component Bookings/Billings	France, UK & Eire, Italy, Nordic, Germany, Switzerland and Austria	US\$
24	• Quarterly Total Electronic Component Bookings/Billings	France, UK & Eire, Italy, Nordic, Germany, Switzerland and Austria	US\$



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CONSOLIDATED QUARTERLY TREND STATISTICS 2015-2017 UK, FRANCE, ITALY, NORDIC and GERMANY

PERIOD: Q1 – 2018 ISSUED: 22th May 2018

Introduction

The International Distribution of Electronics Association is committed to improving communication between member countries and the attached package of statistical data covering Italy, France, UK, Nordic, Germany, Switzerland and Austria. Switzerland and Austrian data has been included from Q3 2015 and has been historically back dated to Q1 2012. This comprises regular quarterly trend information in the same format.

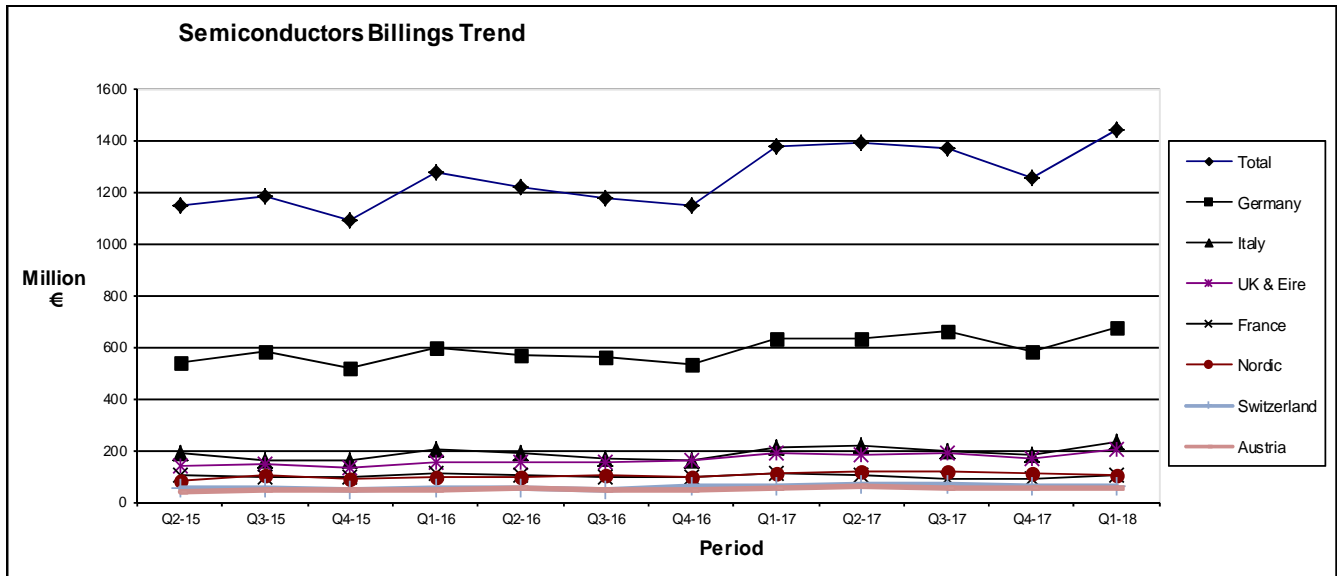
The consolidation has been carried out by *ecsn* (afdec) in the UK and any queries should be addressed to:-

Graham Waite
Telephone: 44 (0) 1763 274748
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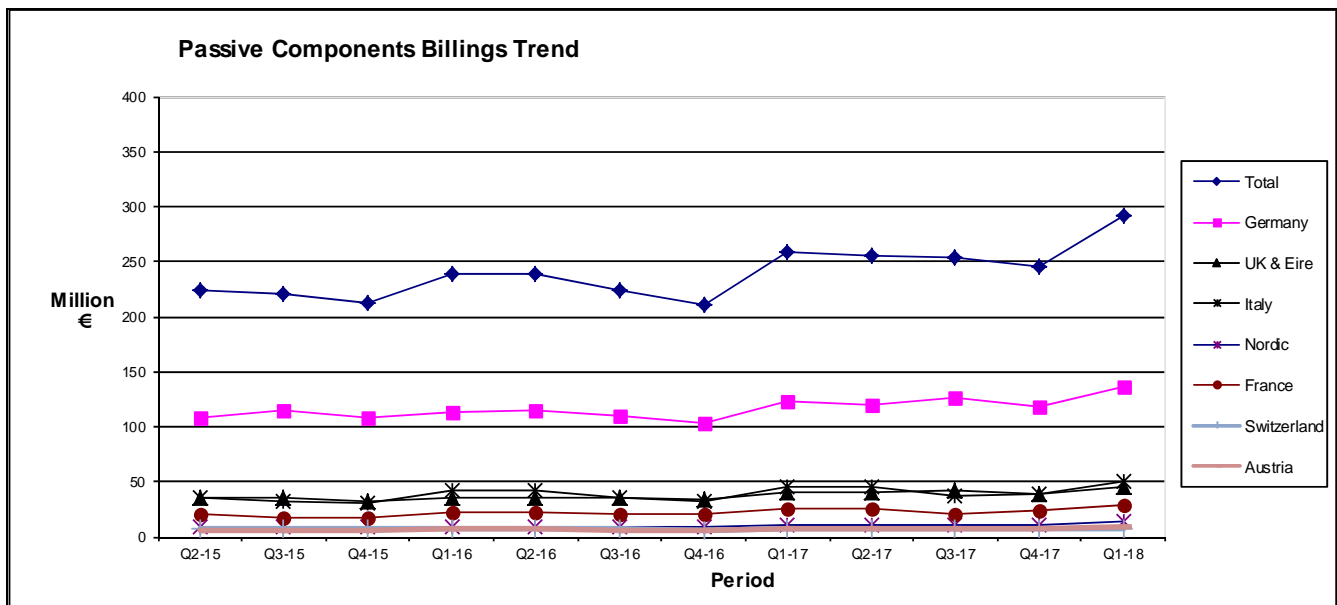
The trend statistics include data compiled by SPDEI (France), ASSODEL (Italy), *ecsn* (UK/Eire & NORDIC) and FBDI (Germany). The numbers shown represent the **actual** sales by member companies so reflect an accurate trend. It should be noted that revisions have been made to the UK, Nordic and Italian data to reflect changes to contributors inputs.

COUNTRY	Association	Approx. DTAM 2017 (Distribution Total Available Market)	Summation of Association Members Returns 2017	Approx. Share of DTAM (Distribution Total Available Market) represented by Association's Members 2017
France	SPDEI	€197 Mill	€74 Mill	73%
UK & Eire	<i>ecsn</i> /afdec	€1570 Mill	€1319 Mill	84%
Italy	ASSODEL	€1549 Mill	€162 Mill	75%
Nordic	<i>ecsn</i> /afdec	€1526 Mill	€41 Mill	42%
Germany	FBDI	€143 Mill	€600 Mill	70%
Switzerland	FBDI	€57 Mill	€301 Mill	54%
Austria	FBDI	€44 Mill	€62 Mill	59%

IMPORTANT NOTE: To ensure that exchange rate variations do not confuse the trend, the exchange rates shown are the average 2017 Local currency/€conversion rates. The 2017 average rates are: UK Pound/€0.8765, Danish Krona/€7.4387, Norwegian Krona/€9.3315, Swedish Krona/€9.6636. US \$ to €conversions are made at the average 2017 rate of 1.1296 (0.8852).

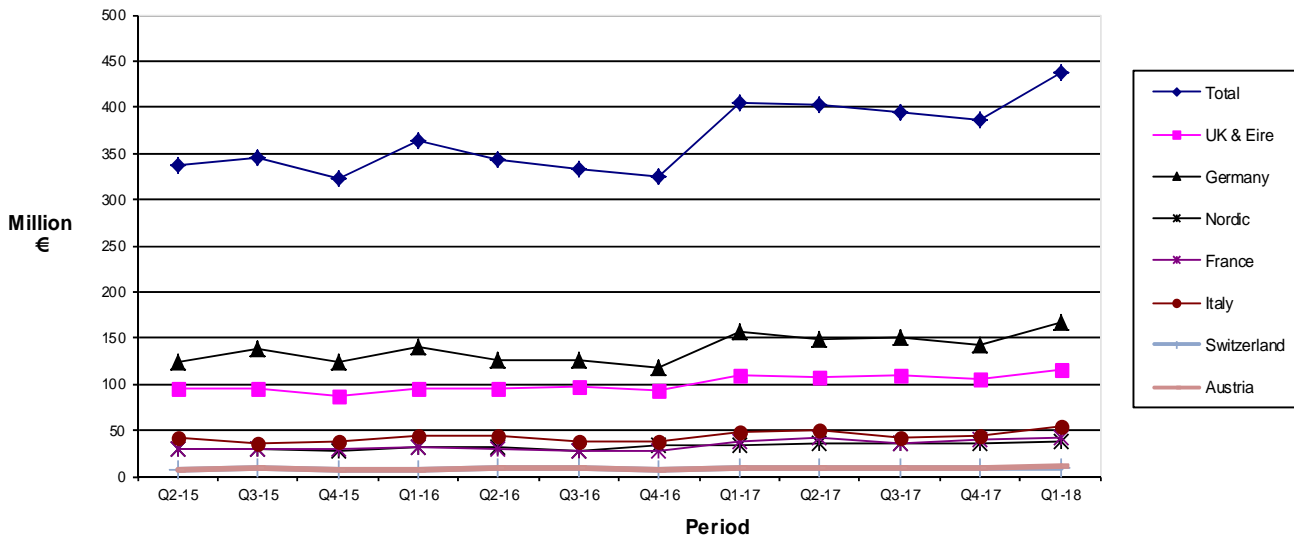


	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
Total	1145	1179	1089	1273	1215	1176	1150	1372	1389	1365	1253	1440
Germany	539	580	519	599	565	561	532	635	636	659	585	676
Italy	188	163	162	207	191	167	161	213	221	195	184	235
UK & Eire	138	147	132	154	153	157	160	186	182	187	170	206
France	104	95	93	113	105	98	97	113	102	92	91	104
Nordic	82	100	90	98	96	101	98	109	120	116	111	105
Switzerland	52	51	50	56	53	48	58	63	69	64	62	61
Austria	42	43	44	45	51	44	43	54	60	52	52	54



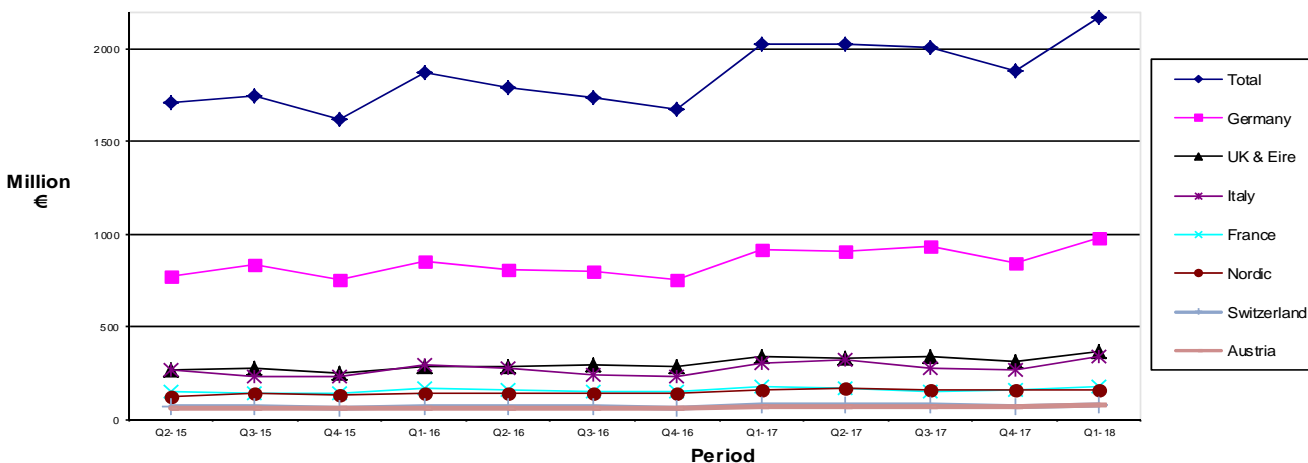
	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
Total	223	221	212	238	239	224	211	259	255	253	246	291
Germany	109	114	109	114	115	110	103	123	120	126	119	136
UK & Eire	36	35	32	36	35	36	34	40	40	42	39	45
Italy	36	32	31	42	41	35	32	45	45	38	38	51
Nordic	9	9	9	10	9	9	9	10	11	11	12	13
France	20	18	17	23	23	21	20	26	25	21	23	29
Switzerland	7	7	7	7	8	7	6	7	7	7	7	8
Austria	6	6	6	7	8	6	6	7	7	8	8	9

Electromechanical & Other Components Billings Trend



	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
Total	336	345	323	363	343	334	324	405	402	394	387	438
UK & Eire	96	94	87	96	95	97	94	110	108	110	105	116
Germany	125	138	125	141	126	126	117	157	148	152	141	167
Nordic	29	29	28	33	31	29	33	35	36	35	36	38
France	29	30	30	32	30	27	28	38	41	37	41	41
Italy	41	37	38	45	44	38	37	48	51	42	44	55
Switzerland	8	8	7	8	8	9	8	9	9	9	9	10
Austria	8	8	8	8	9	9	8	10	10	9	9	11

Total Electronic Components Billings Trend

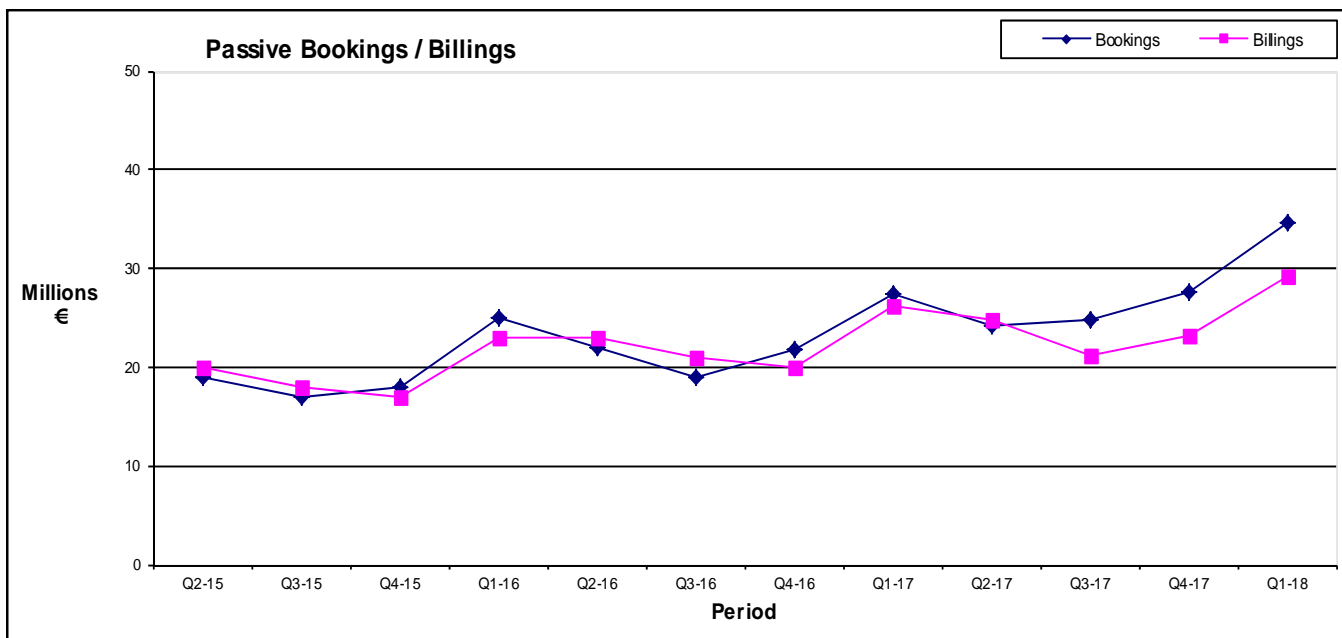


	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
Total	1705	1749	1618	1870	1787	1734	1677	2023	2024	2010	1877	2169
Germany	773	832	753	854	805	797	752	914	904	937	845	978
UK & Eire	269	277	252	286	284	289	288	336	329	339	314	367
Italy	265	231	231	294	277	240	231	306	316	274	266	340
France	153	143	140	168	158	146	145	177	168	150	155	175
Nordic	121	138	127	140	137	138	140	154	167	161	159	157
Switzerland	68	71	61	68	66	69	62	73	76	80	72	79
Austria	56	57	54	59	61	55	59	63	64	69	65	73

FRANCE

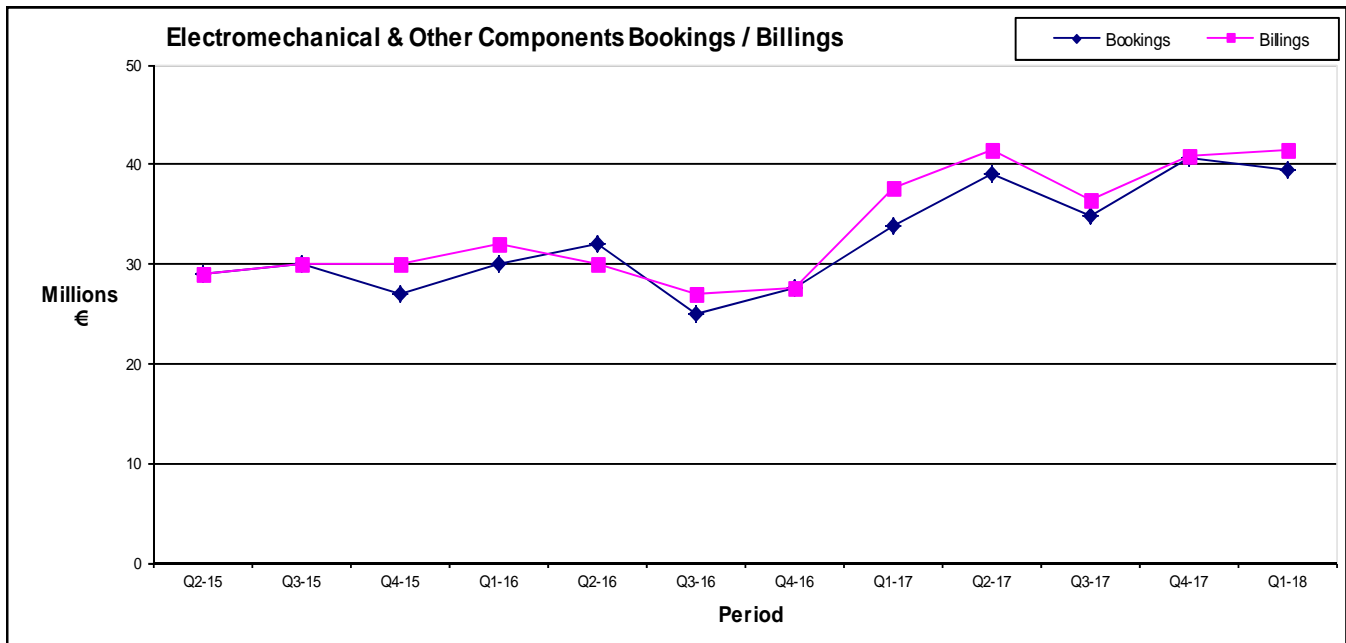


	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
Bookings	96	92	91	118	110	95	106	120	108	98	105	119
Billings	104	95	93	113	105	98	97	113	102	92	91	104

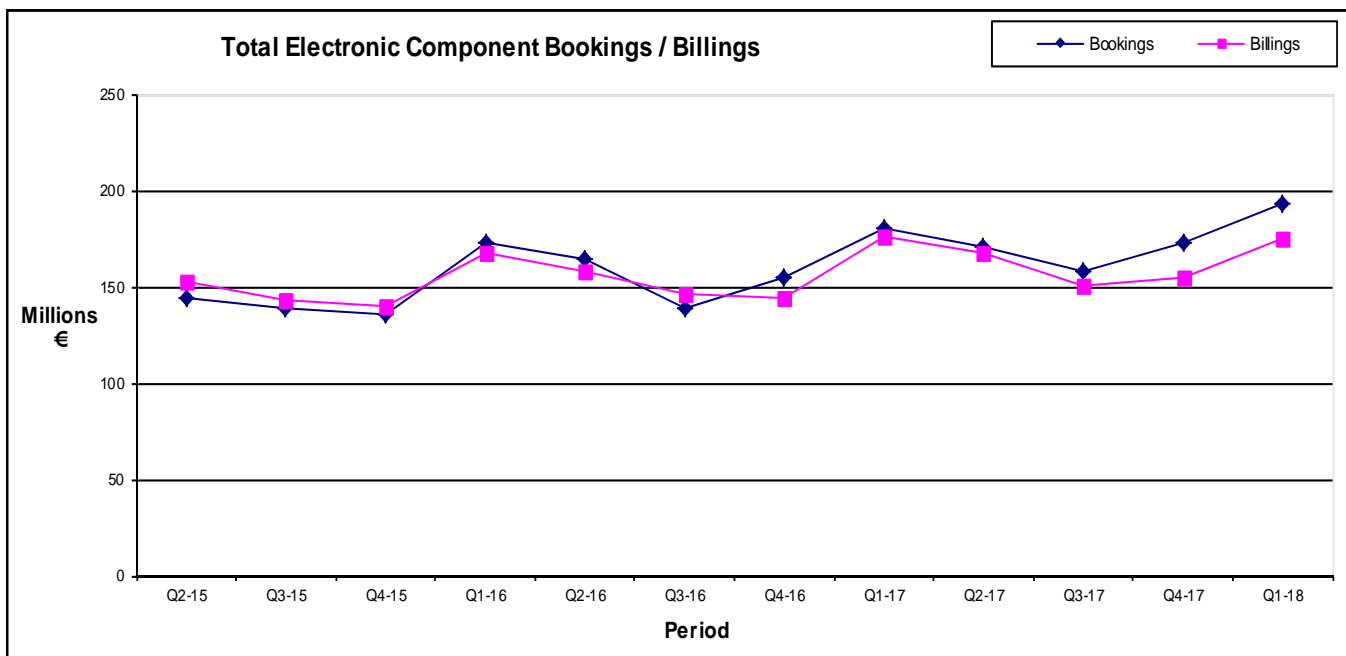


	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
Bookings	19	17	18	25	22	19	22	27	24	25	28	35
Billings	20	18	17	23	23	21	20	26	25	21	23	29

FRANCE

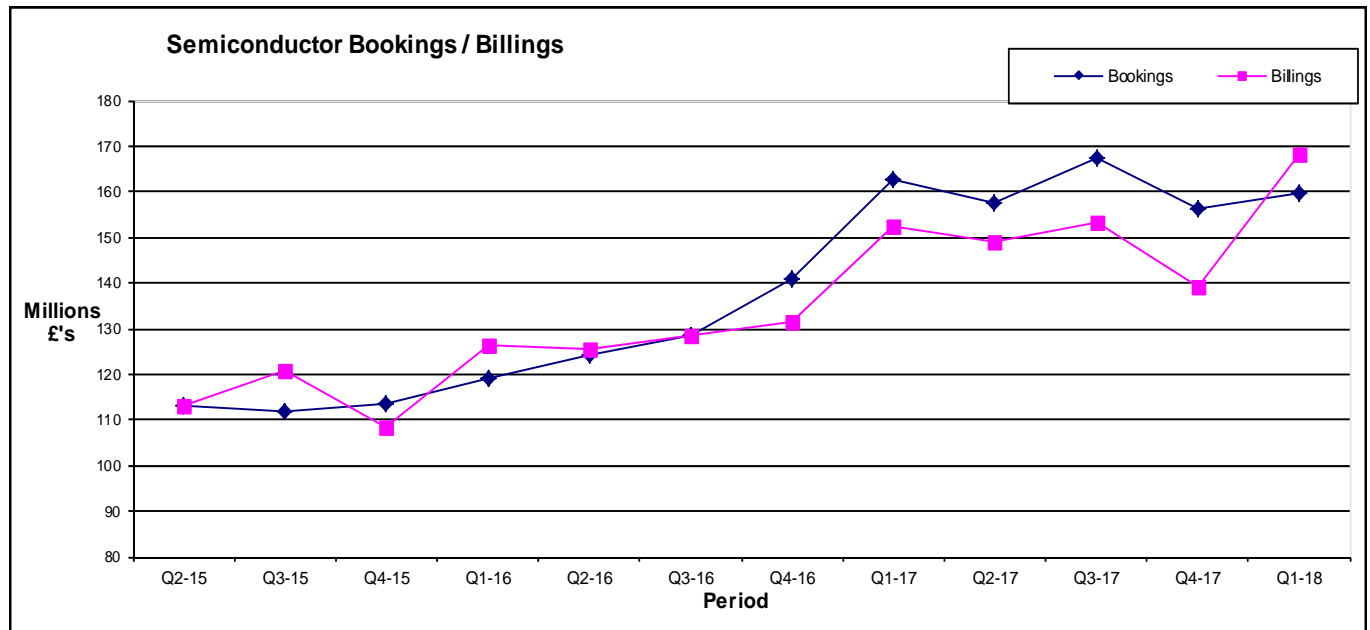


	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
Bookings	29	30	27	30	32	25	28	34	39	35	41	39
Billings	29	30	30	32	30	27	28	38	41	37	41	41

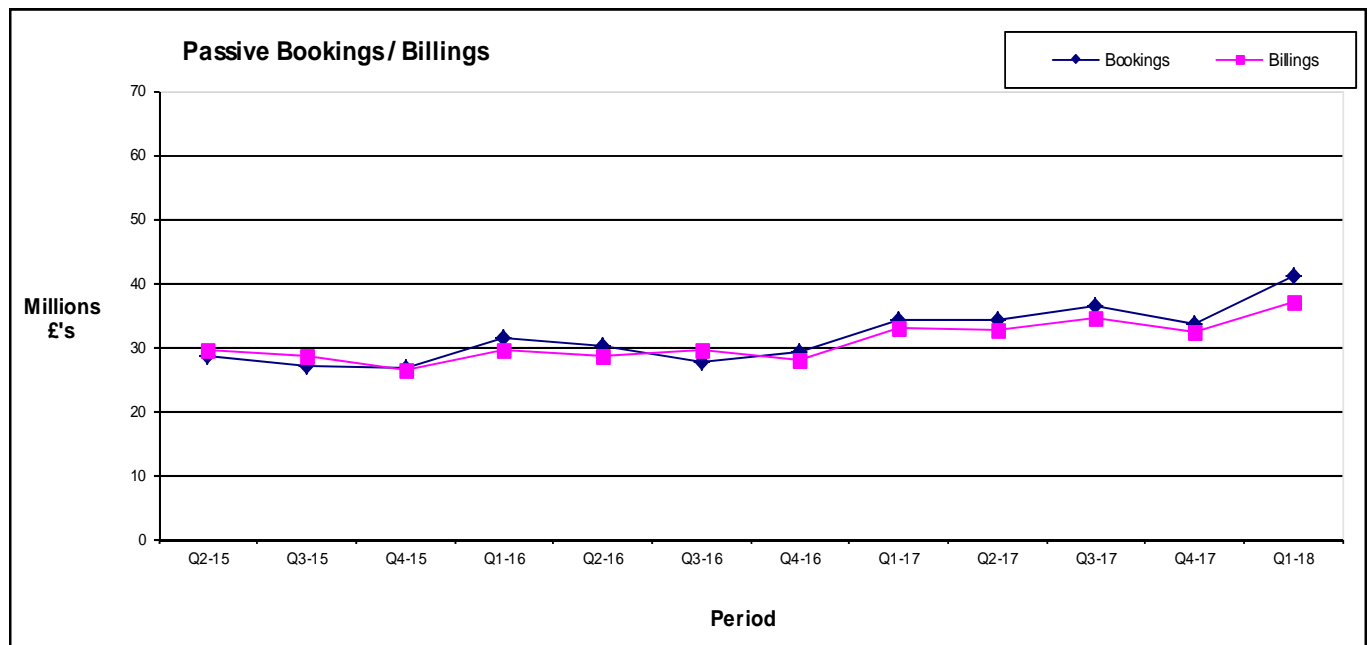


	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
Bookings	144	139	136	173	164	139	155	181	171	158	173	193
Billings	153	143	140	168	158	146	145	177	168	150	155	175

UK & Eire

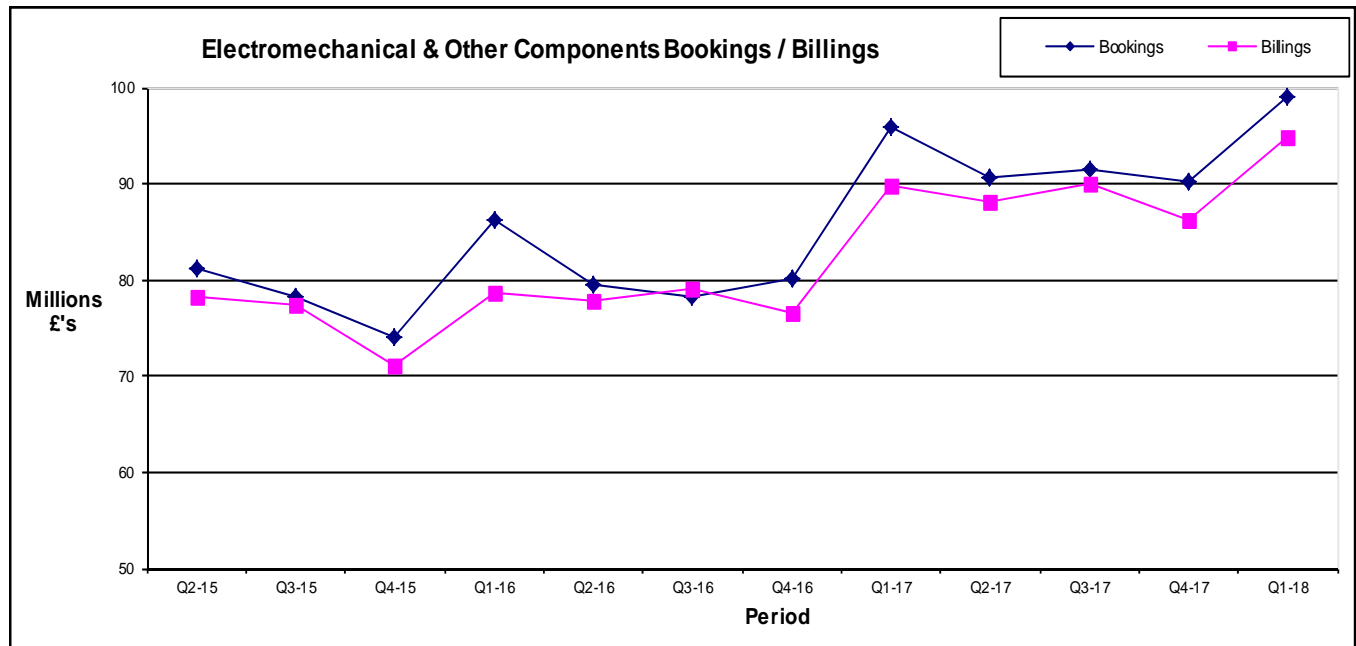


	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
Bookings	113	112	114	119	124	128	141	163	158	167	156	160
Billings	113	121	108	126	126	128	131	152	149	153	139	168

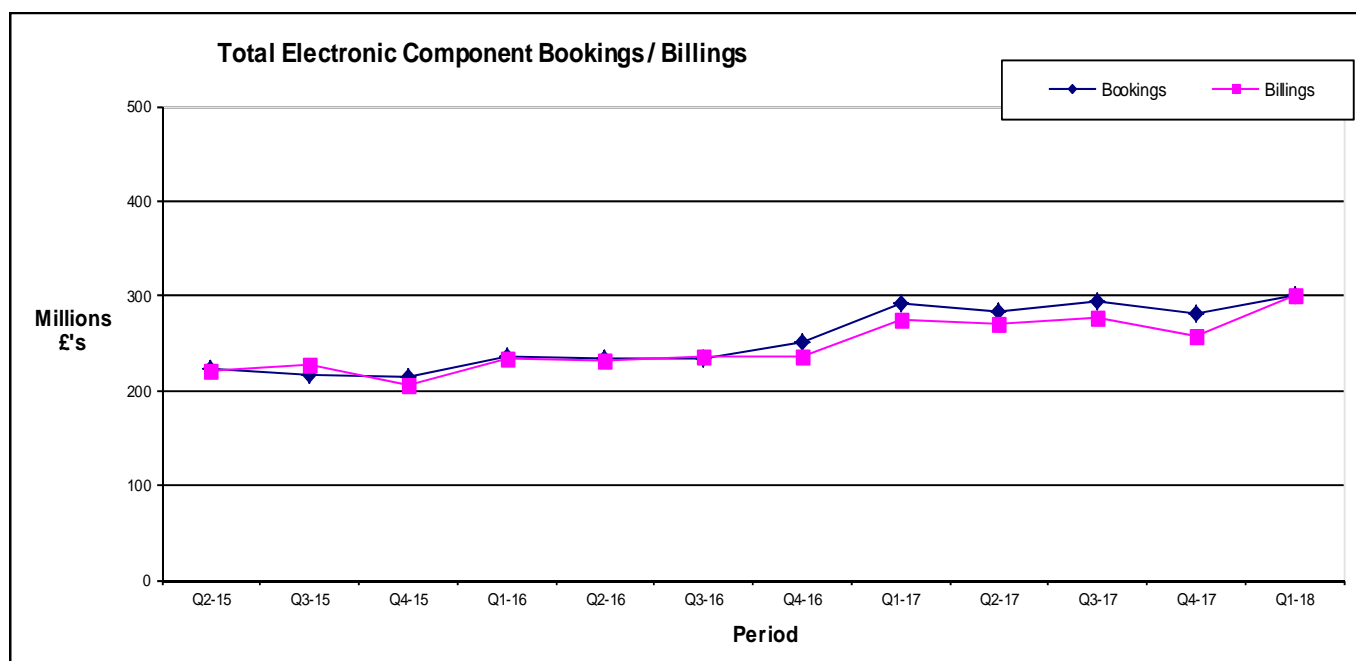


	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
Bookings	29	27	27	31	30	28	29	34	34	36	34	41
Billings	29	29	26	29	29	29	28	33	33	35	32	37

UK & Eire

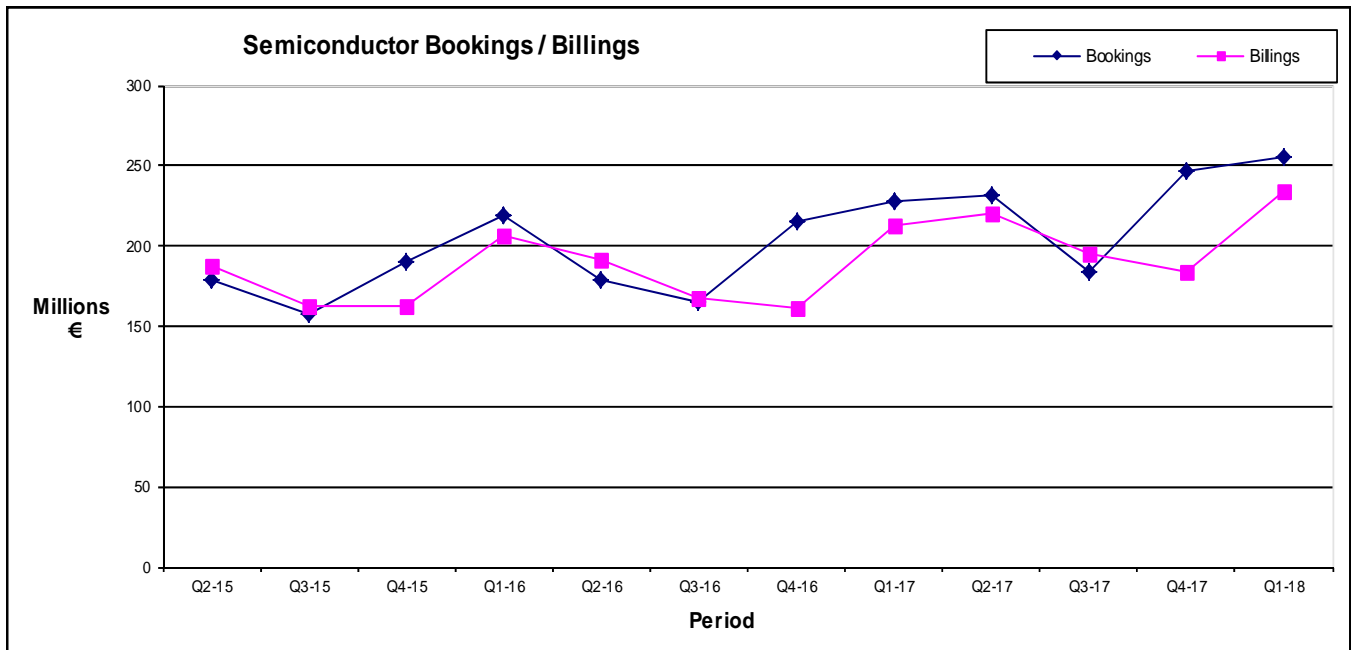


	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
Bookings	81	78	74	86	79	78	80	96	91	91	90	99
Billings	78	77	71	79	78	79	77	90	88	90	86	95

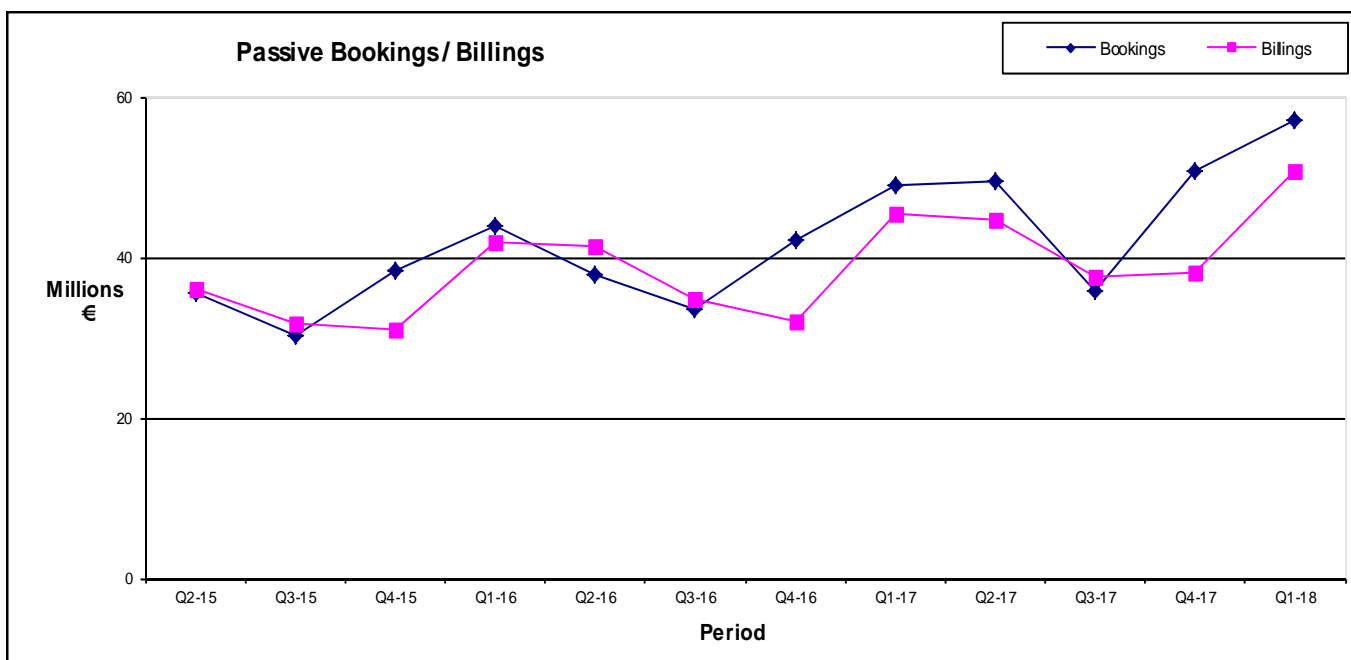


	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
Bookings	223	217	214	237	234	234	250	293	283	295	280	300
Billings	221	227	206	235	232	237	236	275	270	278	257	300

ITALY

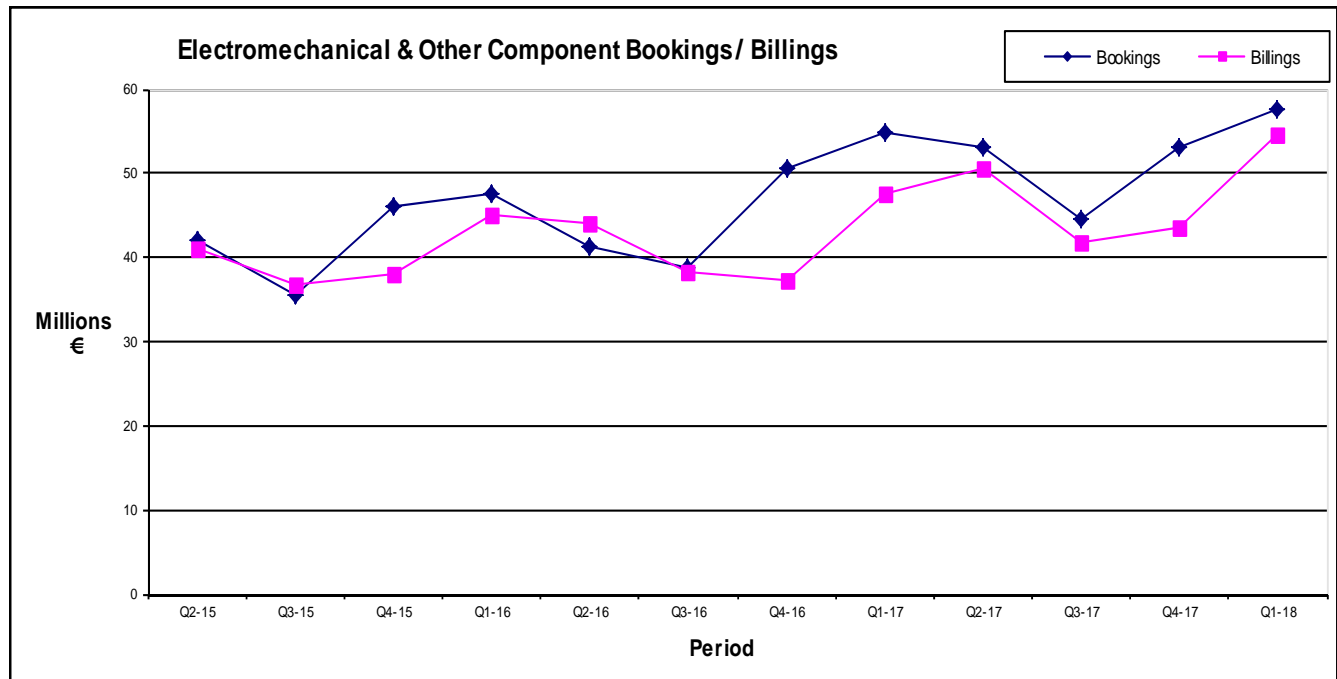


	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
Bookings	179	157	190	219	179	165	215	227	232	184	247	255
Billings	188	163	162	207	191	167	161	213	221	195	184	235

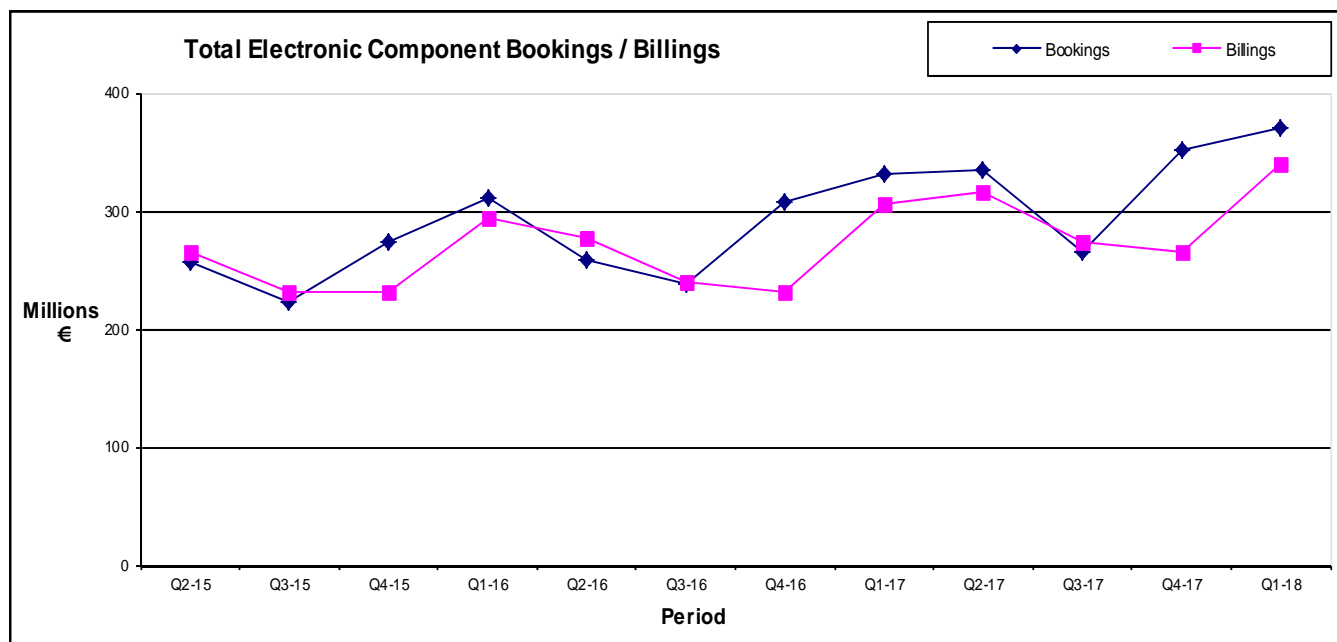


	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
Bookings	36	30	38	44	38	34	42	49	50	36	51	57
Billings	36	32	31	42	41	35	32	45	45	38	38	51

ITALY



	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
Bookings	42	36	46	48	41	39	51	55	53	44	53	58
Billings	41	37	38	45	44	38	37	48	51	42	44	55



	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
Bookings	256	223	274	311	258	237	308	331	335	265	351	370
Billings	265	231	231	294	277	240	231	306	316	274	266	340

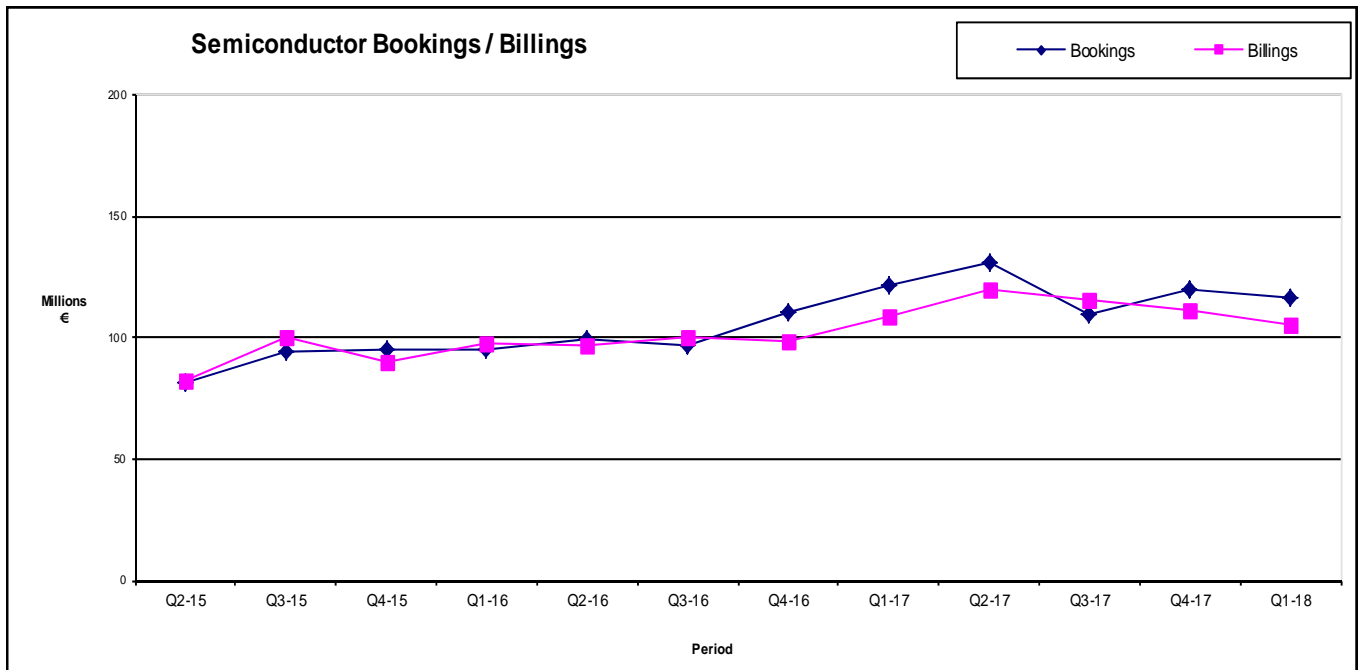
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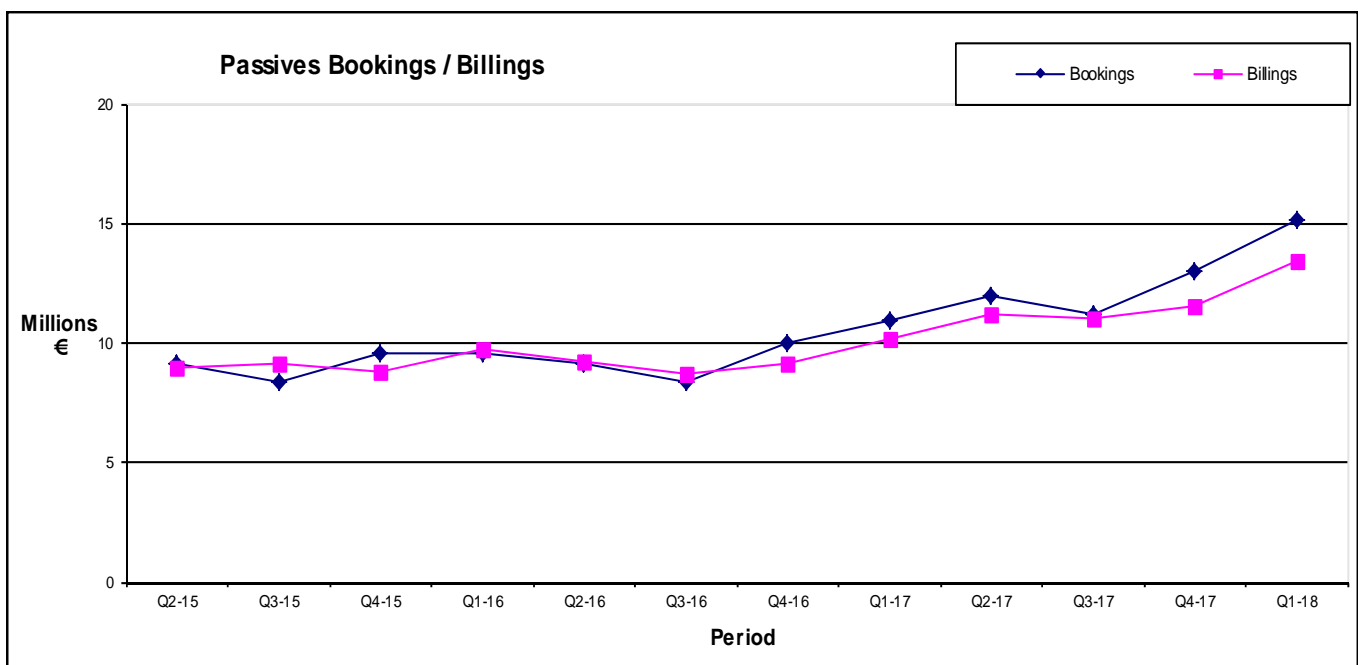
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NORDIC

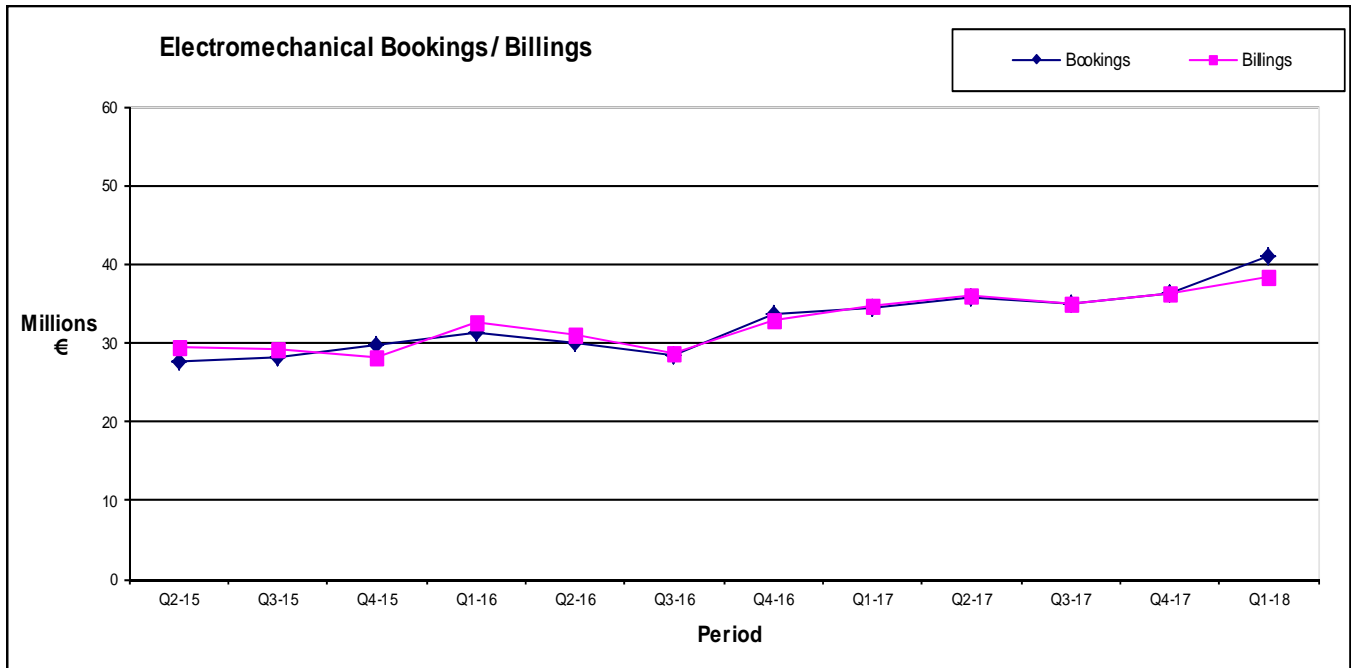


	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
Bookings	82	94	95	95	99	97	110	122	131	110	120	116
Billings	82	100	90	98	96	101	98	109	120	116	111	105

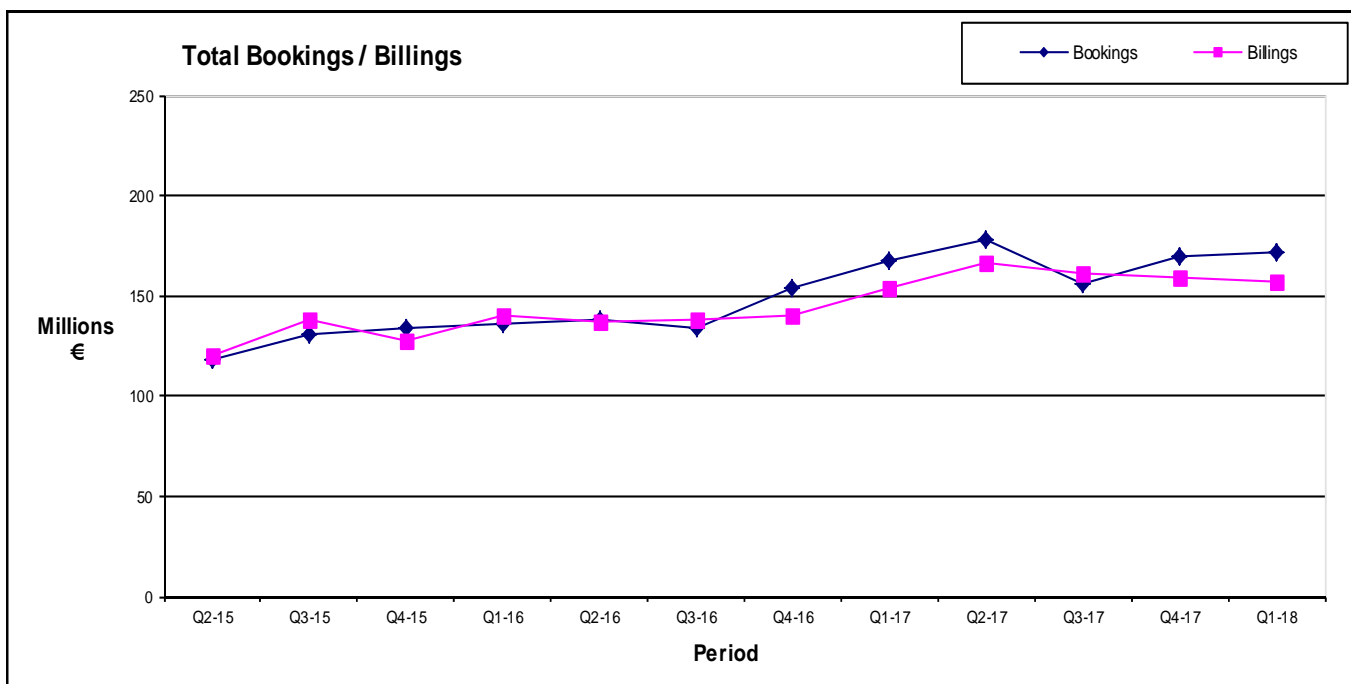


	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
Bookings	9	8	10	10	9	8	10	11	12	11	13	15
Billings	9	9	9	10	9	9	9	10	11	11	12	13

NORDIC

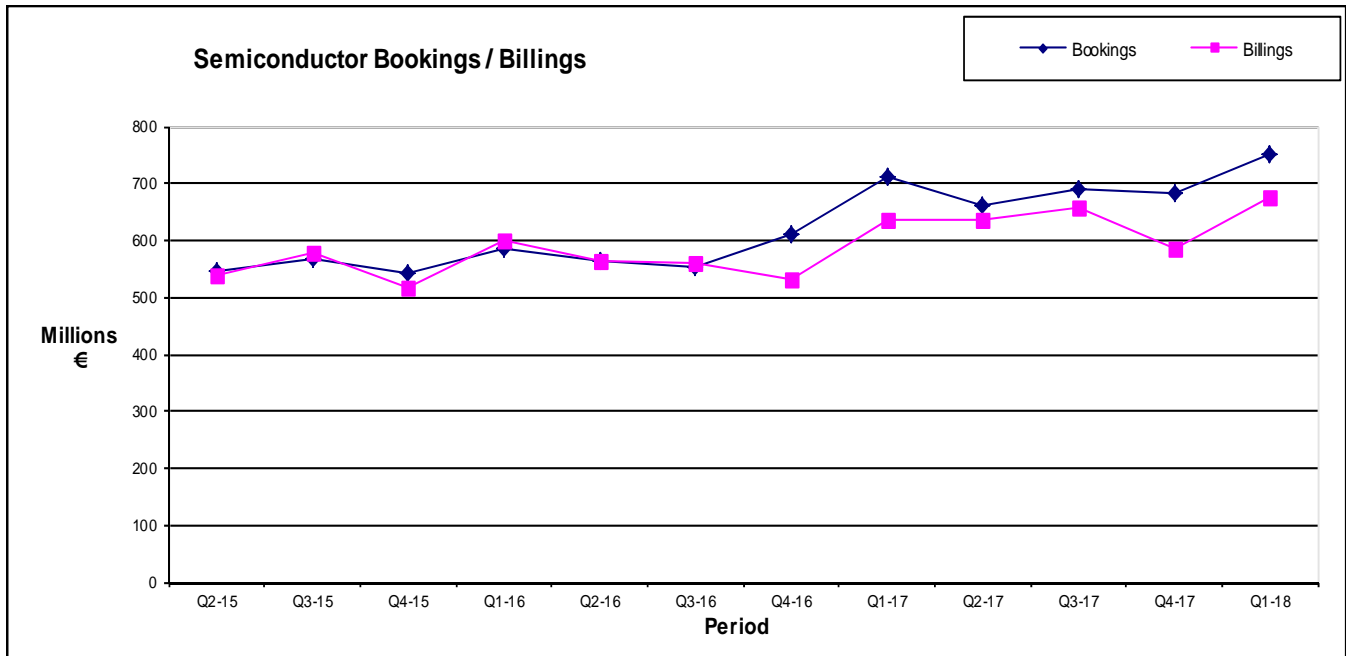


	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
Bookings	28	28	30	31	30	28	34	35	36	35	36	41
Billings	29	29	28	33	31	29	33	35	36	35	36	38

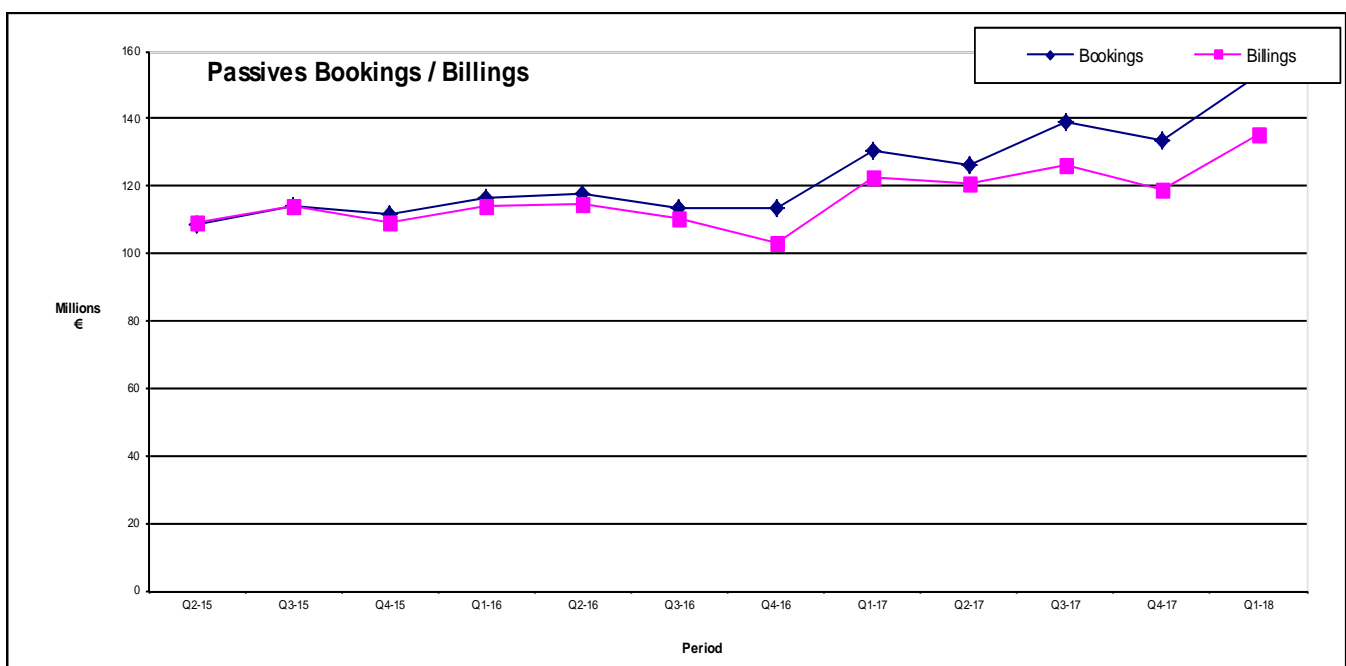


	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
Bookings	118	130	134	136	138	134	154	167	179	156	169	172
Billings	121	138	127	140	137	138	140	154	167	161	159	157

GERMANY

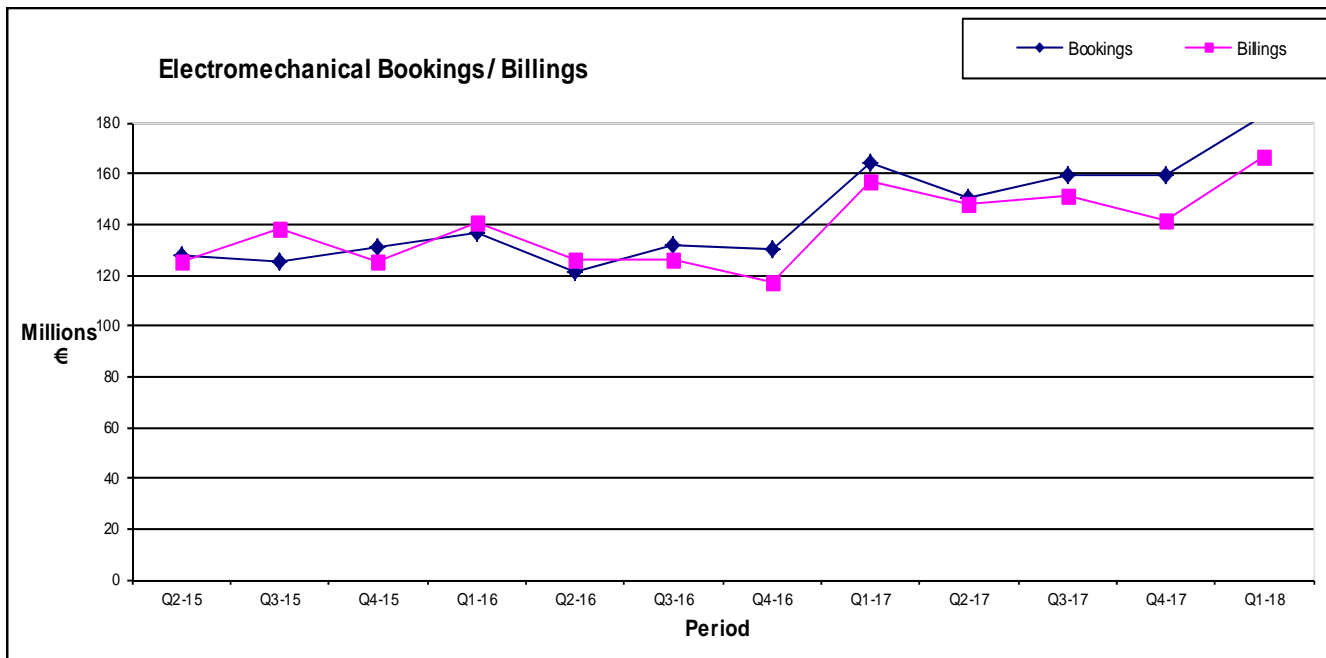


	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
Bookings	547	566	541	586	565	552	610	710	662	691	684	751
Billings	539	580	519	599	565	561	532	635	636	659	585	676

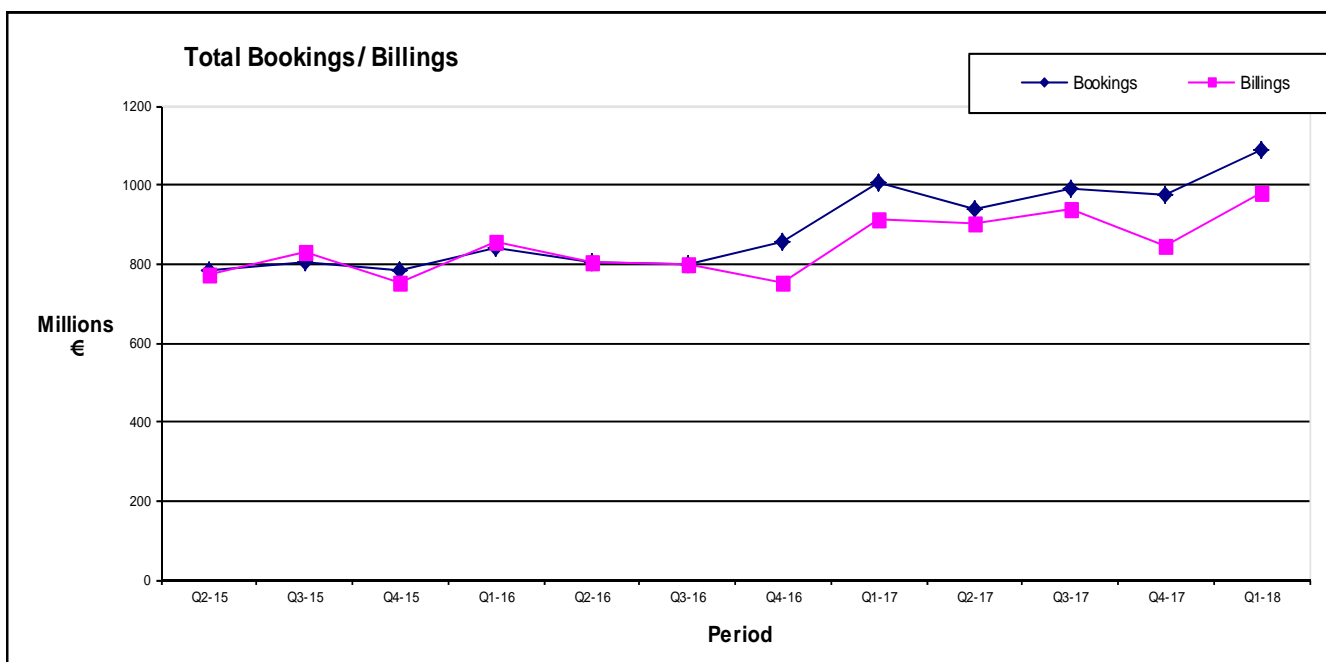


	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
Bookings	109	114	112	117	118	114	114	131	126	139	134	153
Billings	109	114	109	114	115	110	103	123	120	126	119	136

GERMANY

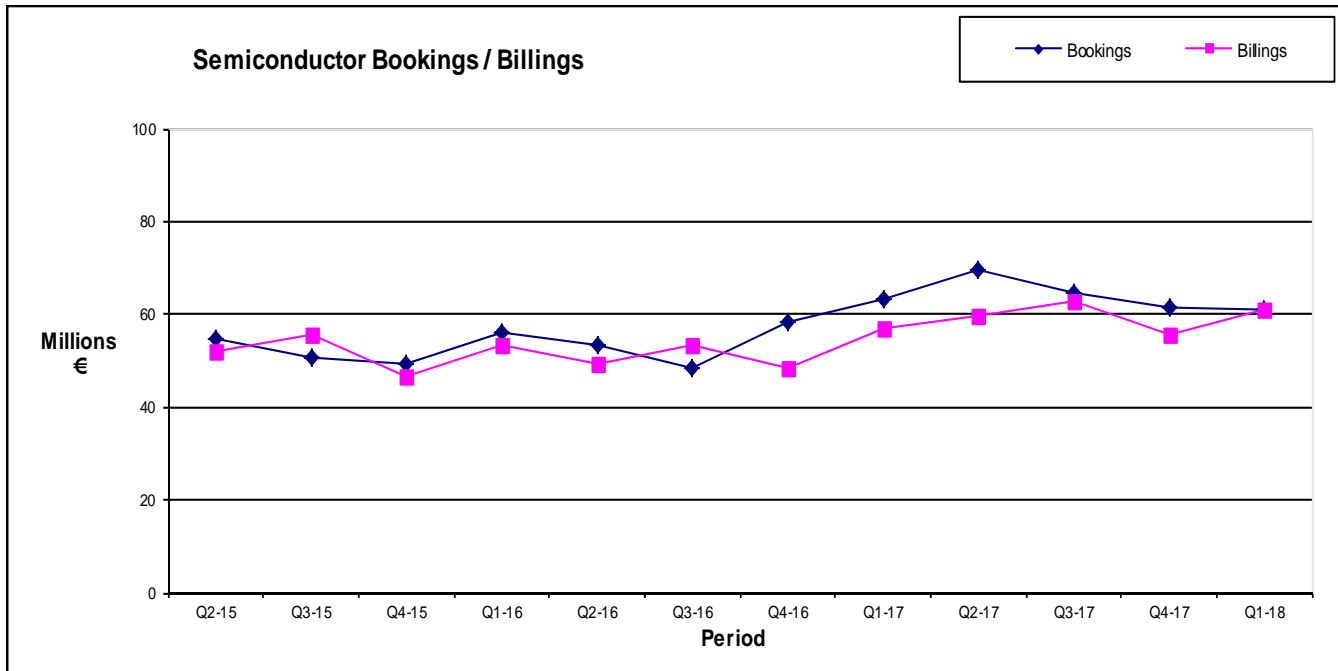


	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
Bookings	128	125	131	137	121	132	130	164	150	159	159	183
Billings	125	138	125	141	126	126	117	157	148	152	141	167

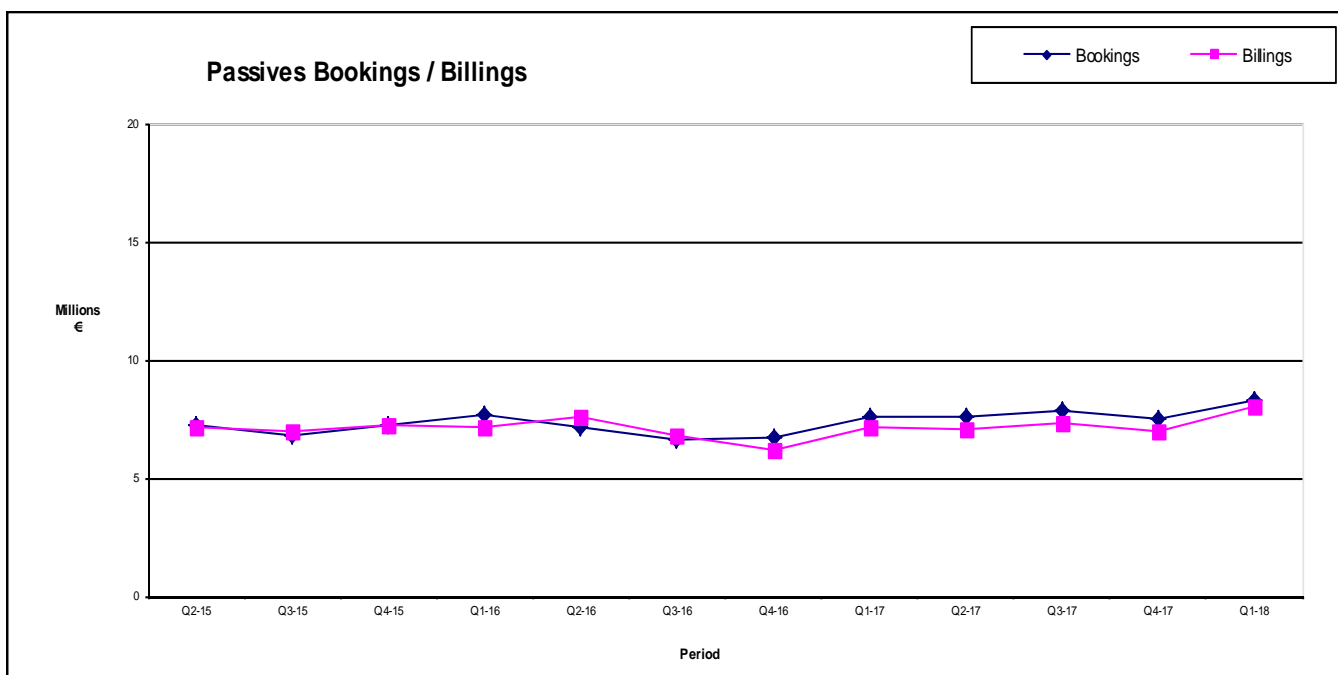


	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
Bookings	783	805	784	840	804	798	854	1005	938	989	976	1086
Billings	773	832	753	854	805	797	752	914	904	937	845	978

SWITZERLAND

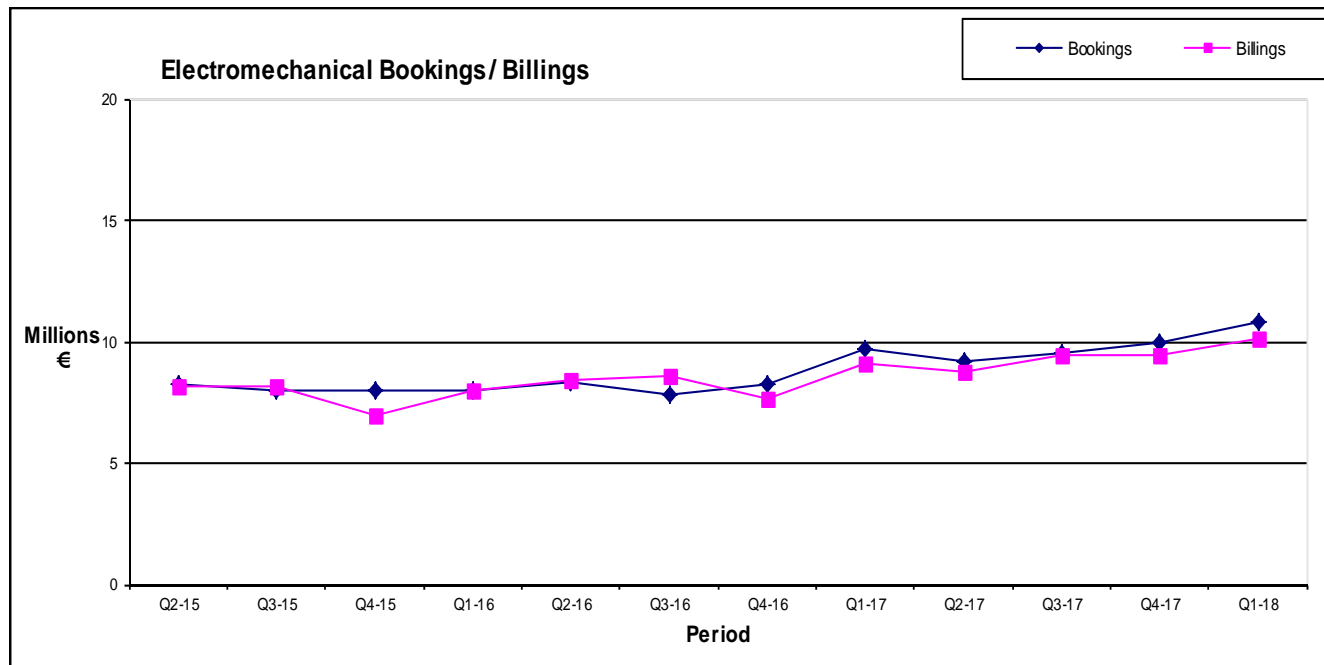


	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
Bookings	55	51	50	56	53	48	58	63	69	64	62	61
Billings	52	55	47	53	49	53	49	57	60	63	56	61

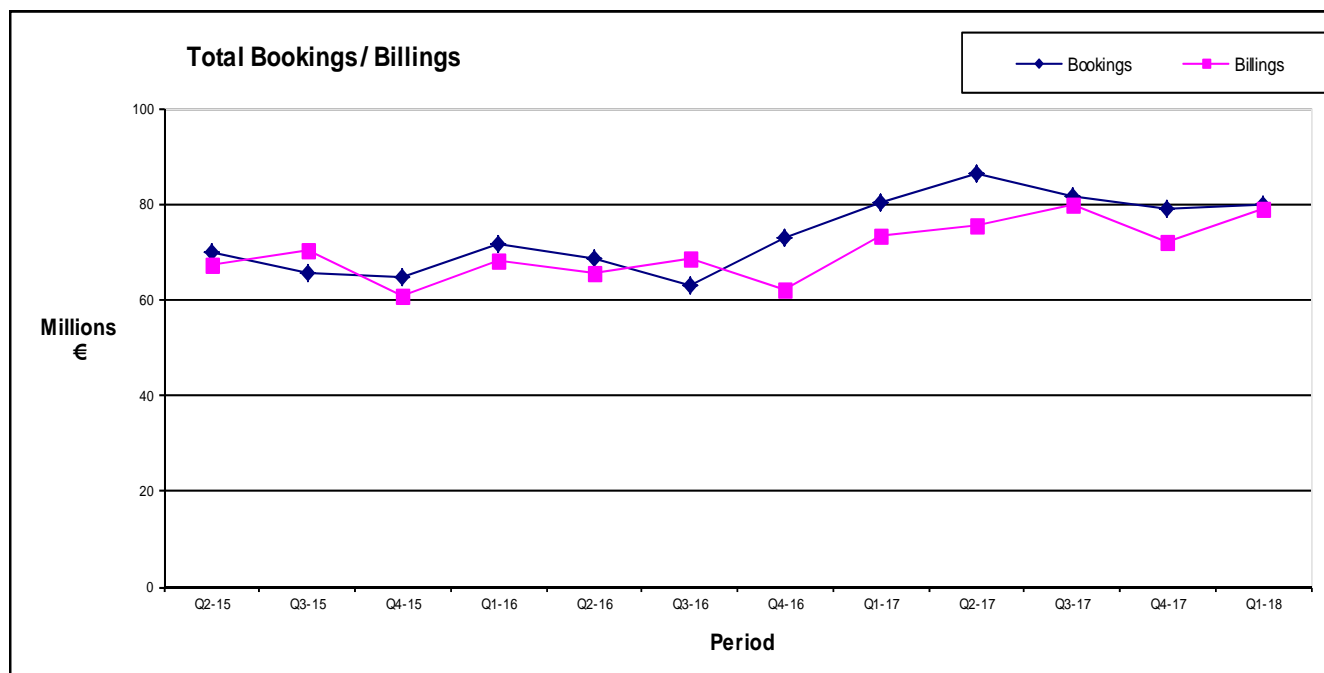


	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
Bookings	7	7	7	8	7	7	7	8	8	8	7	8
Billings	7	7	7	7	8	7	6	7	7	7	7	8

SWITZERLAND

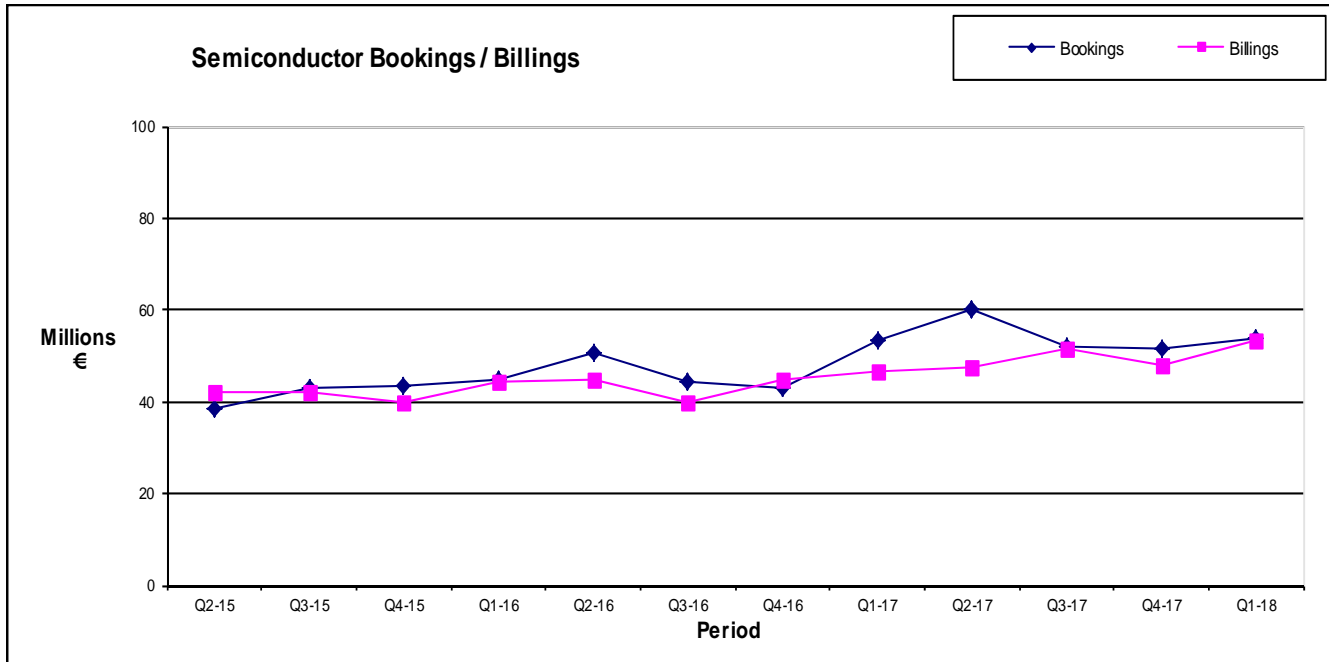


	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
Bookings	8	8	8	8	8	8	8	10	9	10	10	11
Billings	8	8	7	8	8	9	8	9	9	9	9	10

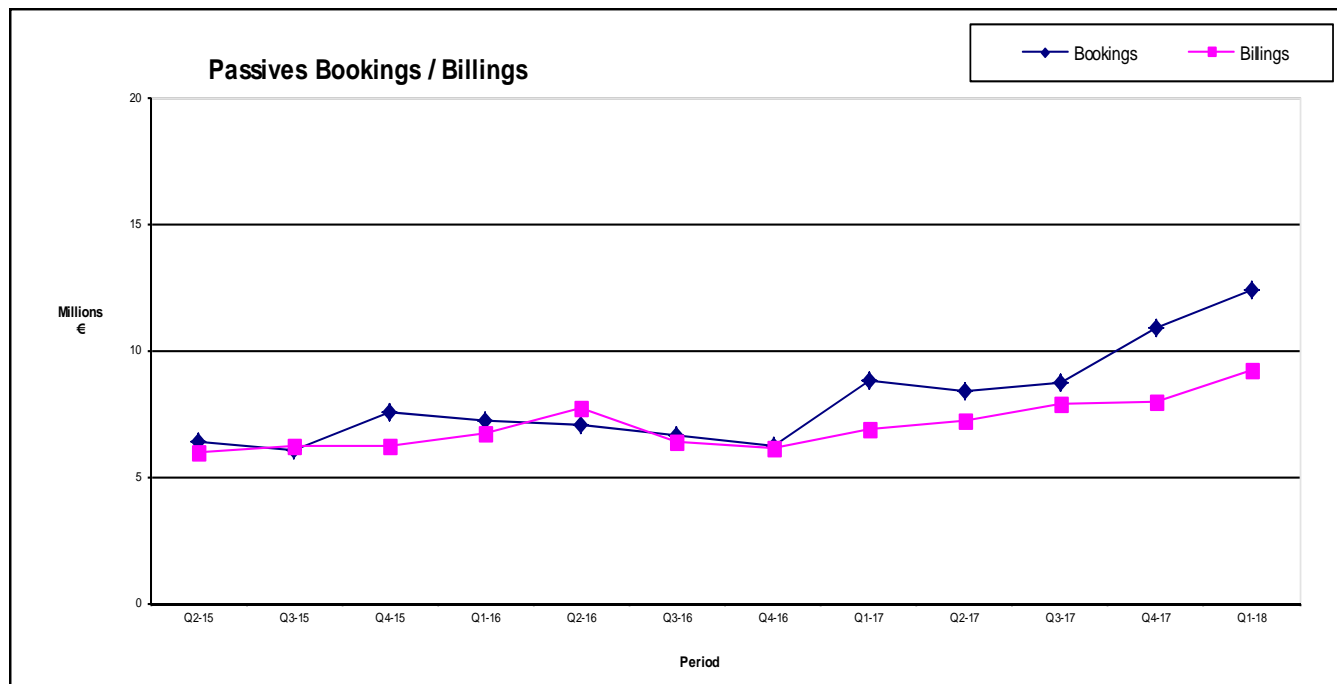


	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
Bookings	70	66	65	72	69	63	73	81	86	82	79	80
Billings	68	71	61	68	66	69	62	73	76	80	72	79

AUSTRIA

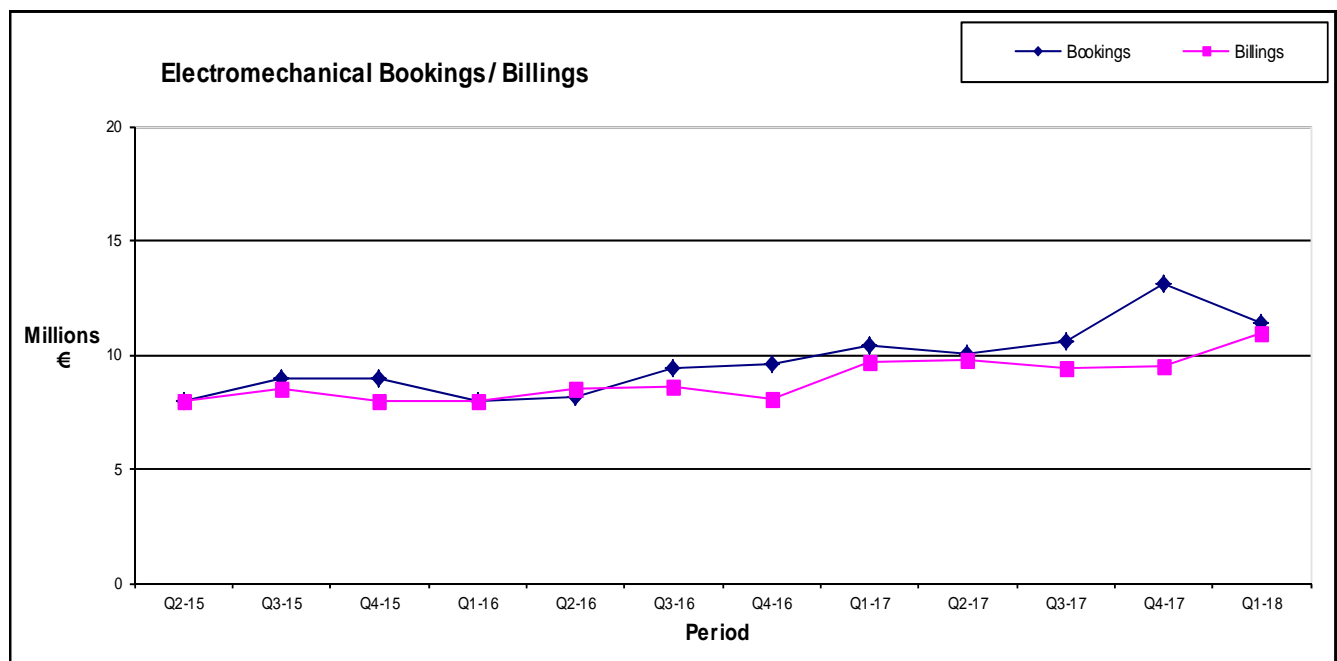


	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
Bookings	39	43	44	45	51	44	43	54	60	52	52	54
Billings	42	42	40	44	45	40	45	47	47	52	48	53

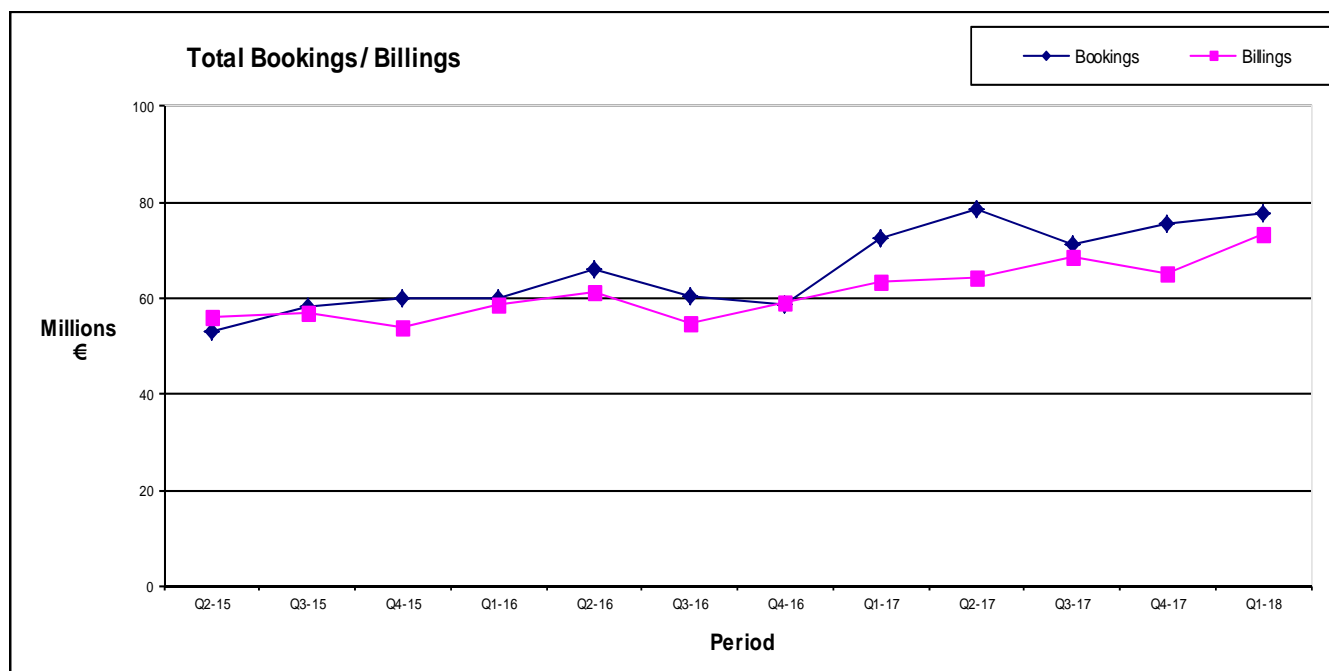


	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
Bookings	6	6	8	7	7	7	6	9	8	9	11	12
Billings	6	6	6	7	8	6	6	7	7	8	8	9

AUSTRIA

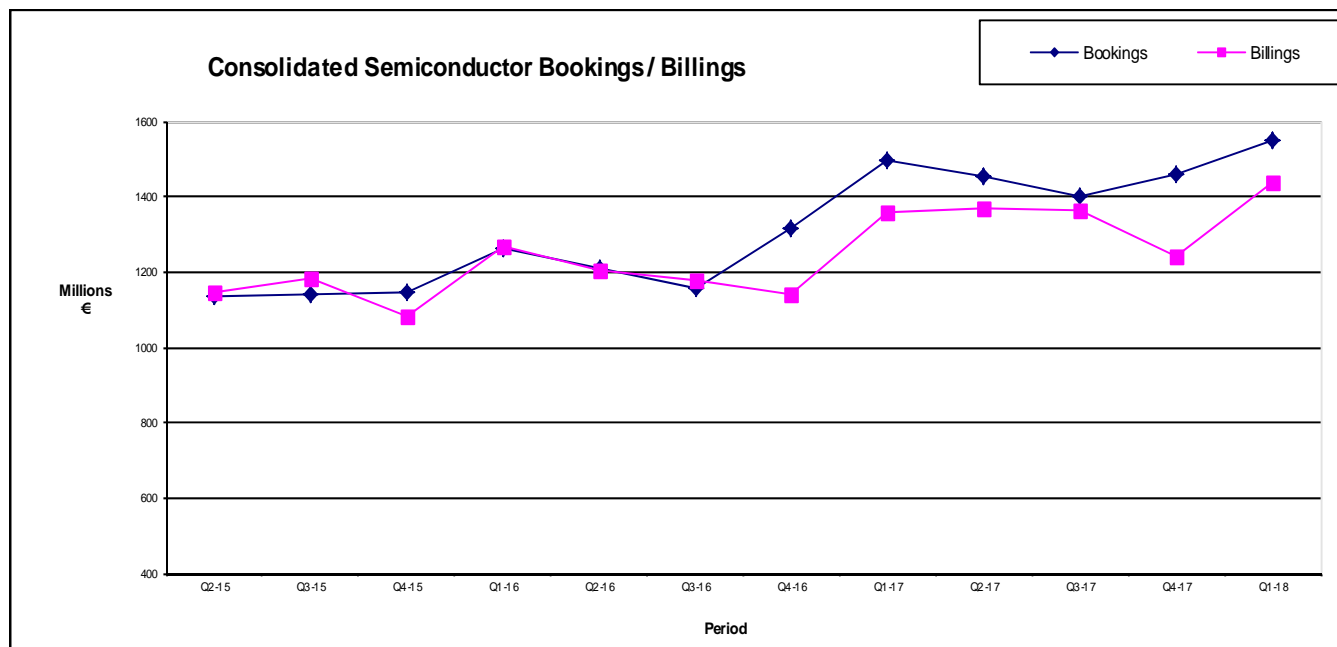


	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
Bookings	8	9	9	8	8	9	10	10	10	11	13	11
Billings	8	8	8	8	9	9	8	10	10	9	9	11

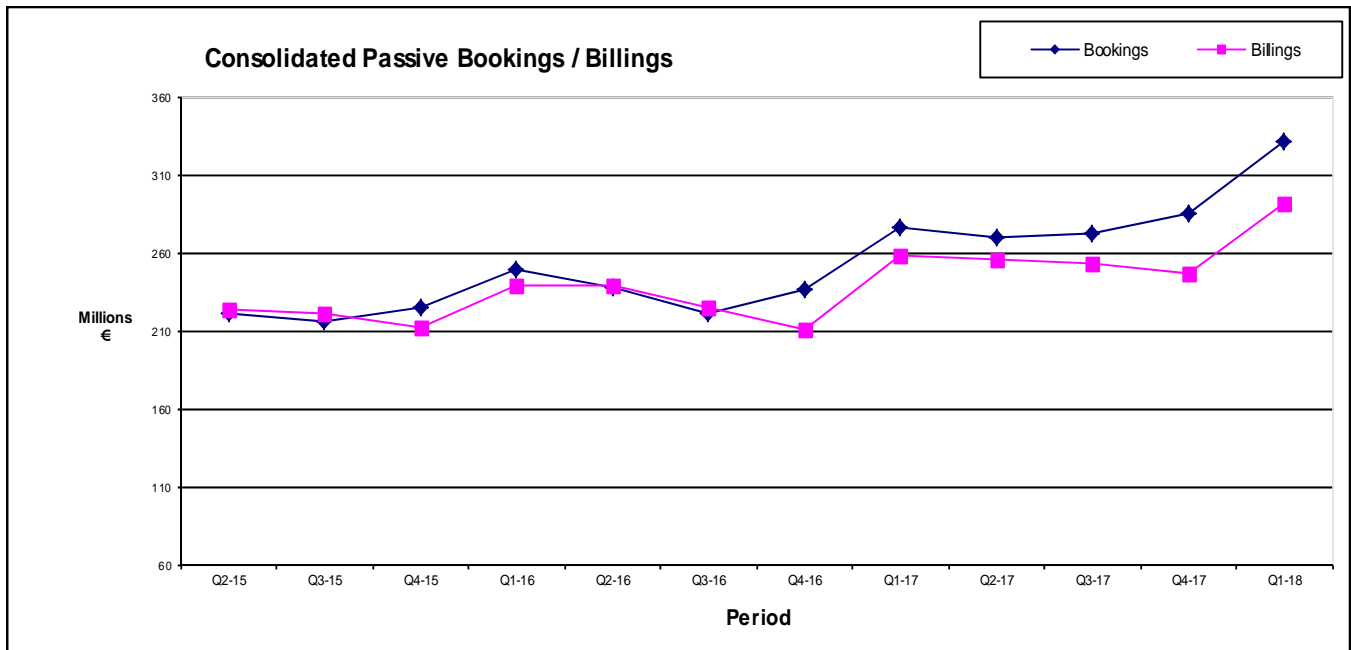


	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
Bookings	53	58	60	60	66	60	59	73	78	71	76	78
Billings	56	57	54	59	61	55	59	63	64	69	65	73

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

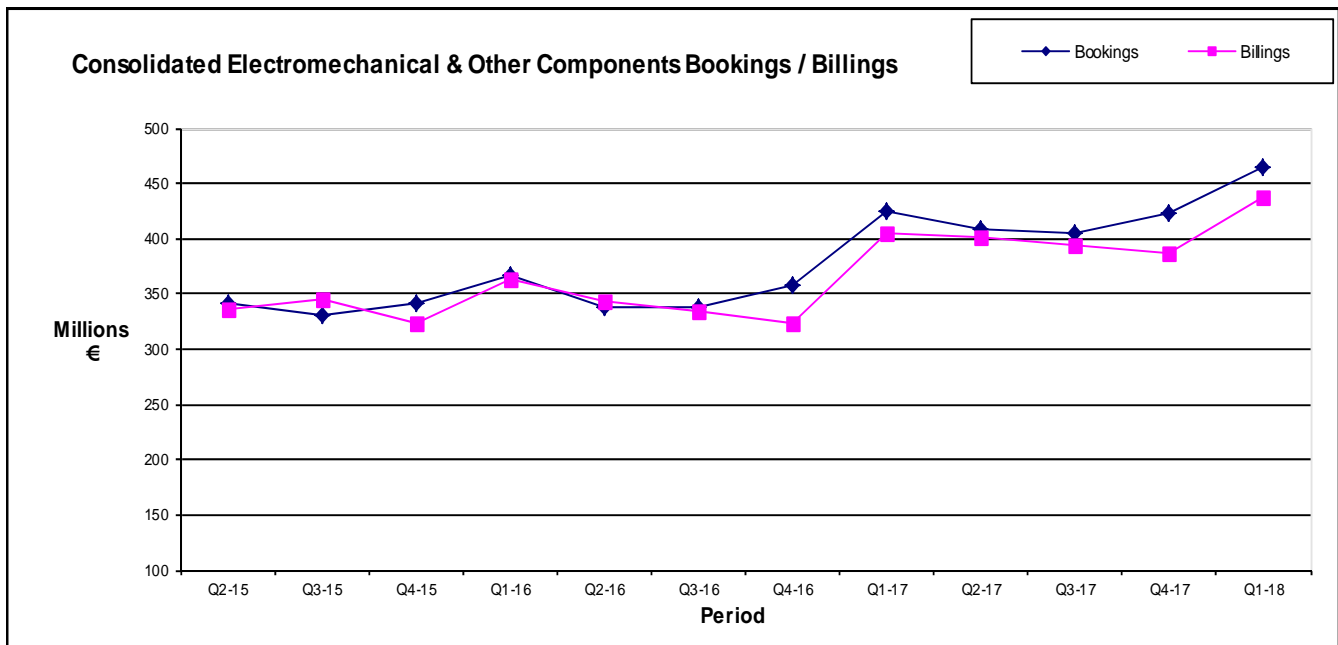


	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
Bookings	1134	1140	1149	1265	1209	1159	1314	1494	1455	1404	1460	1551
Billings	1145	1182	1083	1269	1205	1176	1142	1359	1367	1363	1244	1440

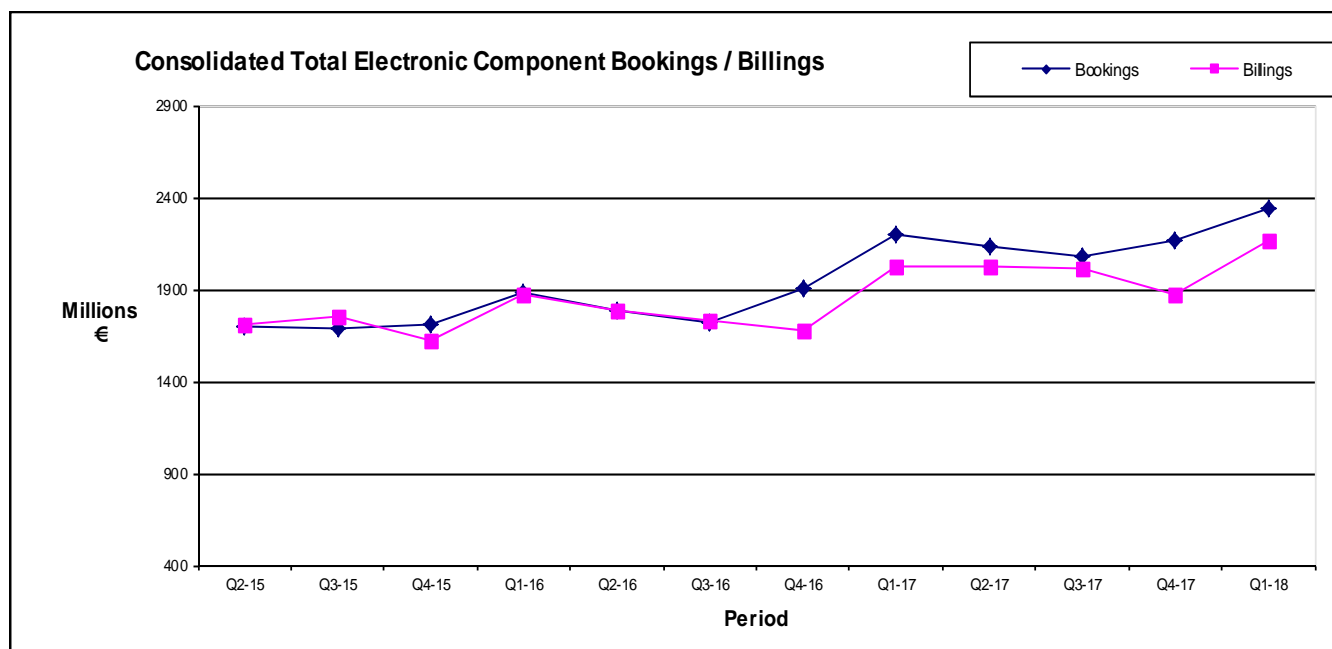


	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
Bookings	221	216	225	248	238	222	236	276	270	272	285	331
Billings	223	221	212	238	239	224	211	259	255	253	246	291

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

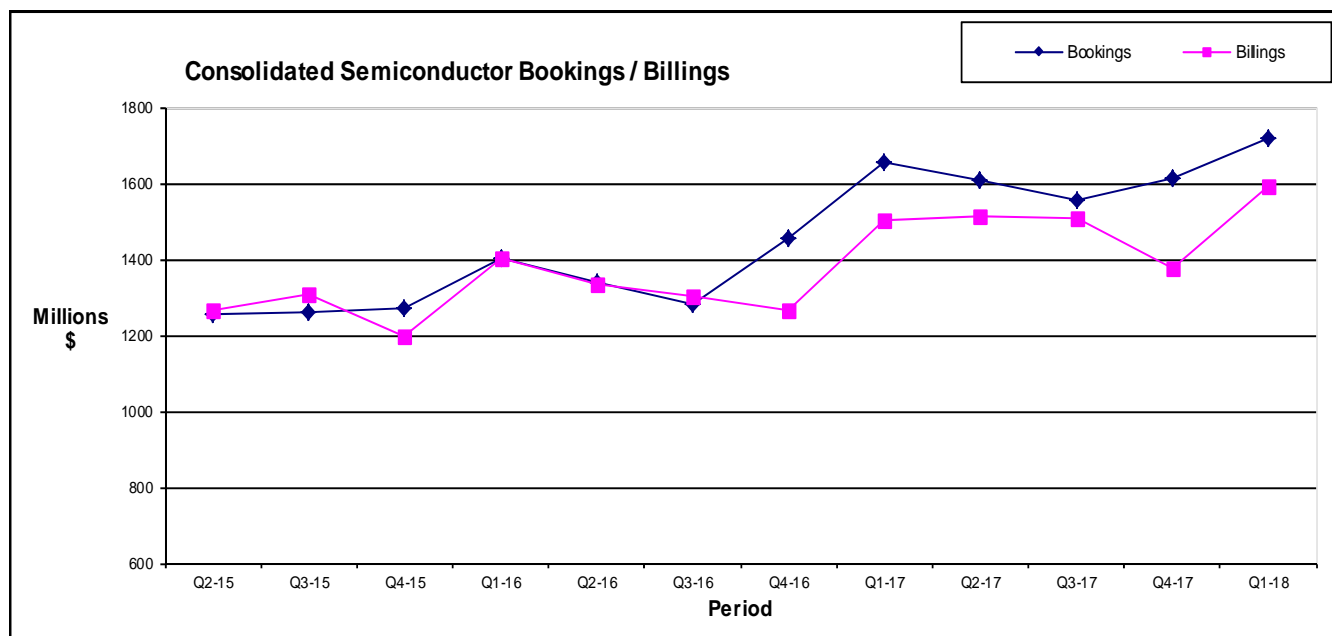


	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
Bookings	342	331	341	367	338	337	358	424	408	405	422	464
Billings	336	345	323	363	343	334	324	405	402	394	387	438

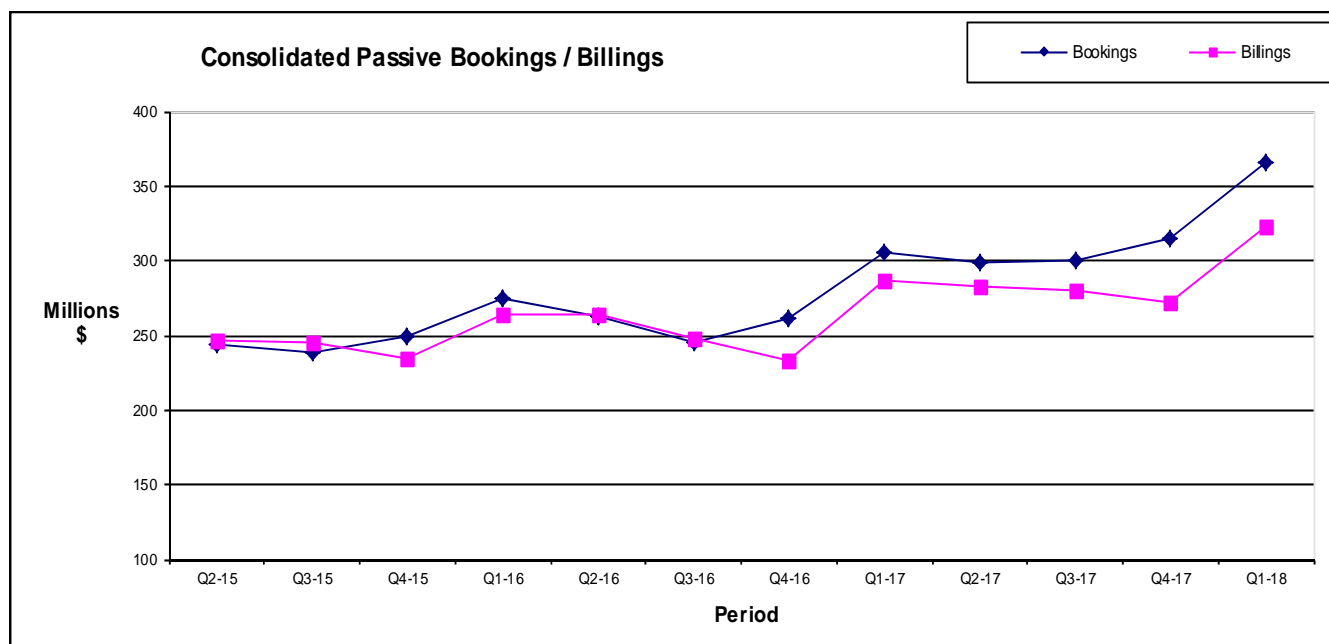


	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
Bookings	1697	1686	1715	1881	1784	1718	1908	2195	2132	2081	2167	2345
Billings	1705	1749	1618	1870	1787	1734	1677	2023	2024	2010	1877	2169

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

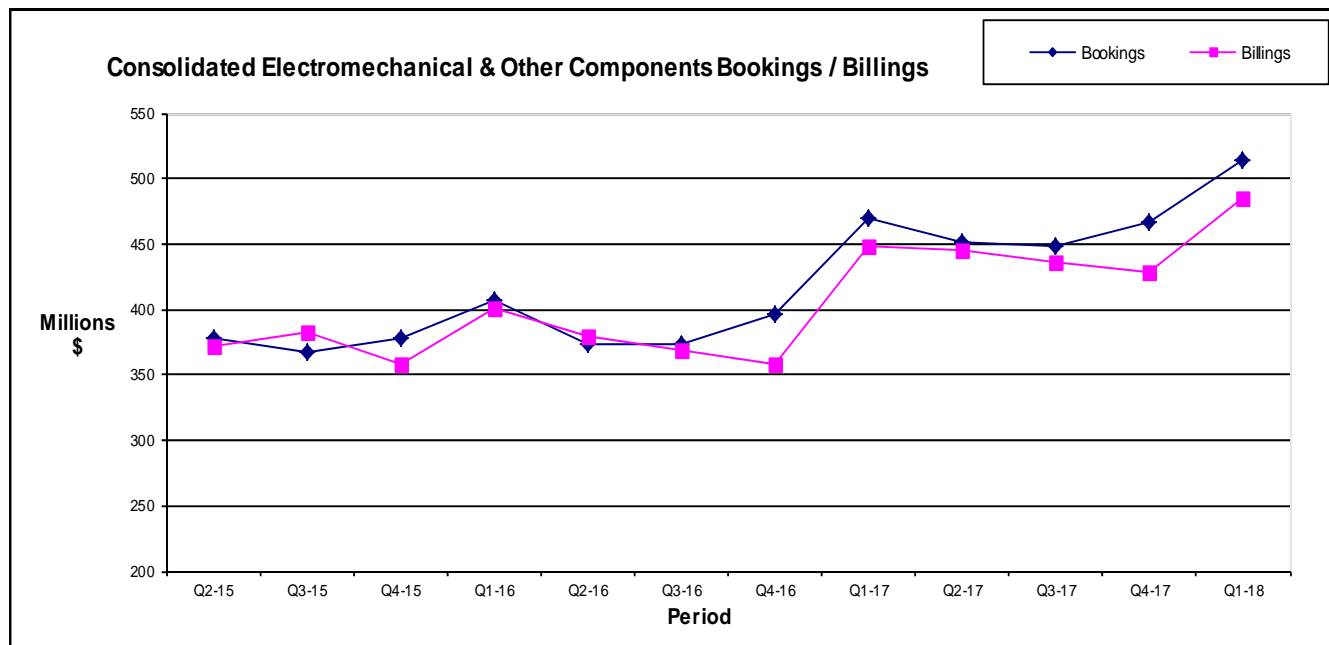


	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
Bookings	1255	1261	1271	1400	1338	1282	1455	1654	1610	1553	1616	1716
Billings	1268	1309	1199	1404	1334	1302	1264	1504	1513	1509	1377	1593

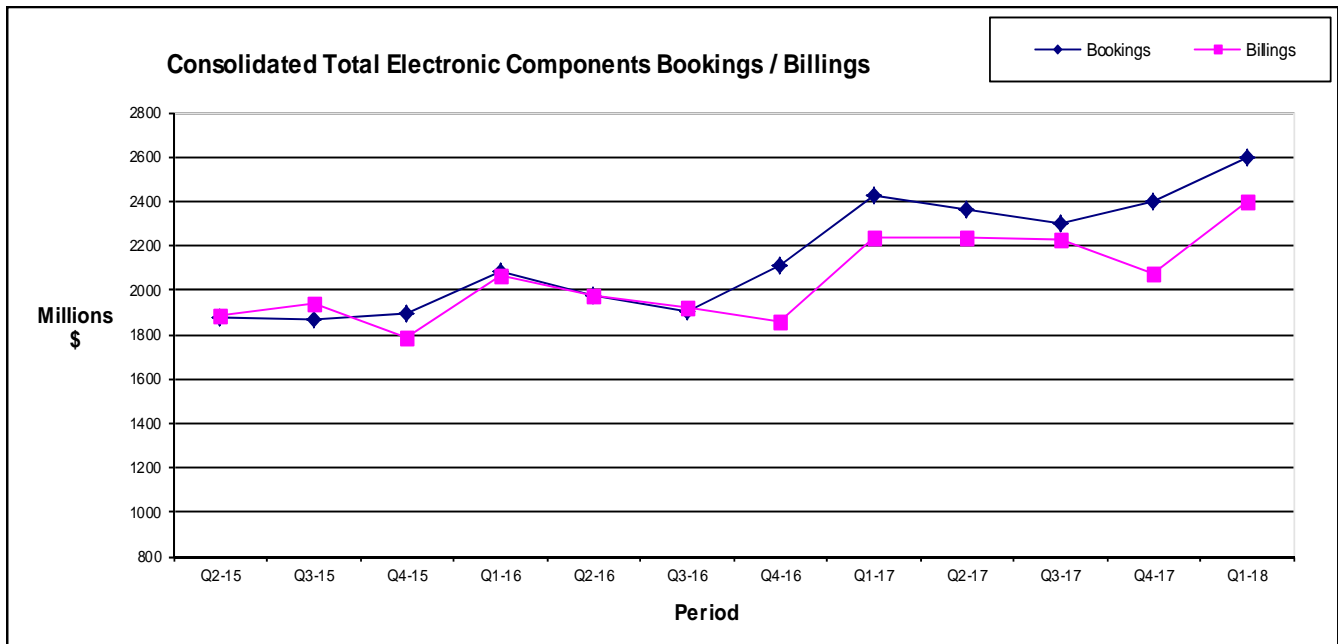


	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
Bookings	244	239	249	275	263	245	261	306	298	301	315	366
Billings	247	245	234	264	264	248	234	286	283	280	272	322

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



	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
Bookings	379	367	378	407	374	373	396	470	451	448	467	513
Billings	372	382	358	402	380	369	359	449	445	436	428	485



	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
Bookings	1878	1867	1898	2082	1975	1901	2112	2429	2360	2303	2398	2596
Billings	1887	1935	1790	2070	1978	1919	1856	2239	2240	2225	2077	2401