



QUARTERLY TREND STATISTICS

Q2-2017

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/>



in
association
with

International
Distribution of
Electronics
Association



TABLE OF CONTENTS

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

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



CONSOLIDATED QUARTERLY TREND STATISTICS 2014-2016 UK, FRANCE, ITALY, NORDIC and GERMANY

PERIOD: Q2 – 2017 ISSUED: 10th August 2017

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.

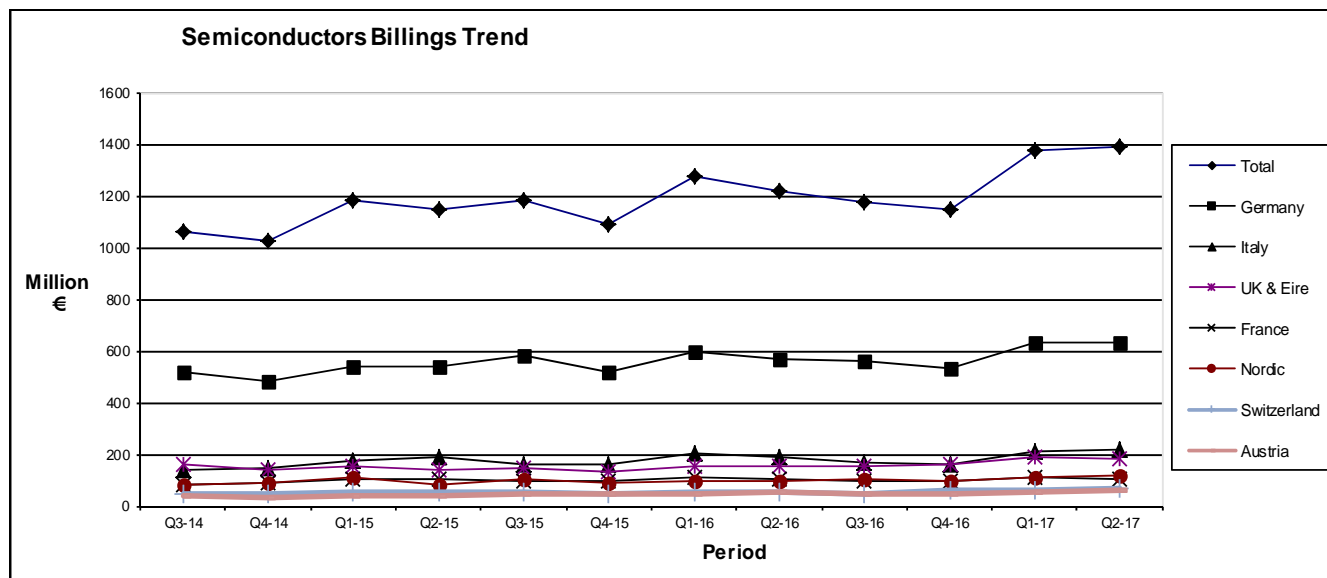
The consolidation has been carried out by *ecsn* (afdec) in the UK and any queries should be addressed to:-

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

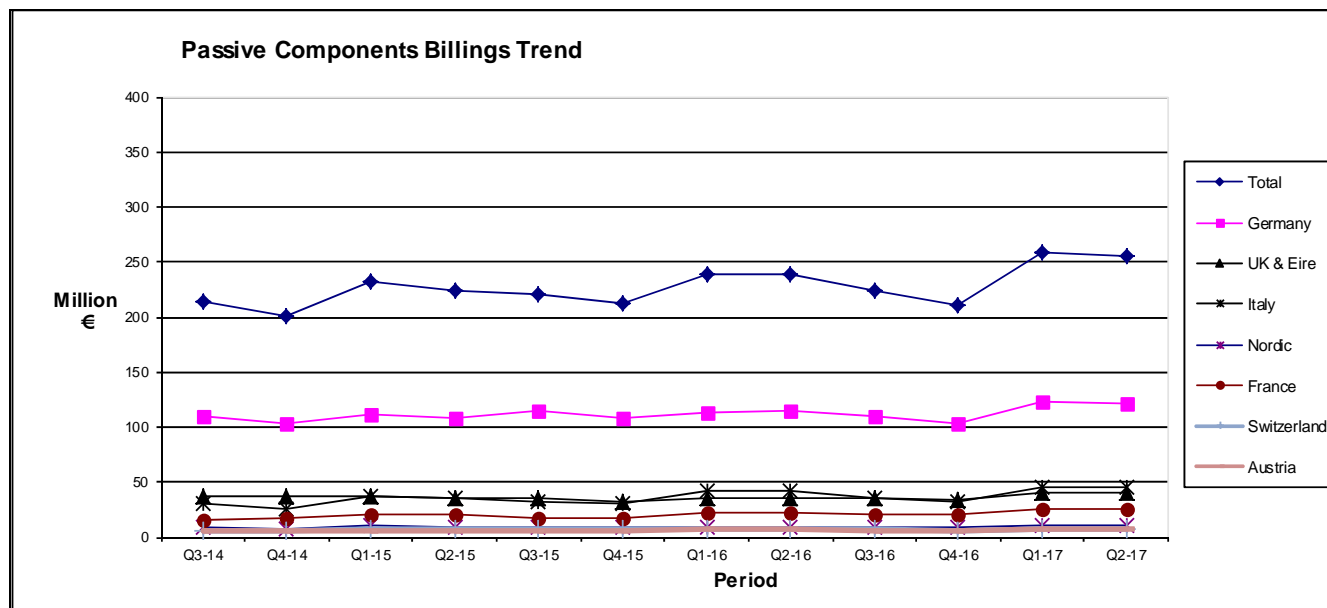
The trend statistics include data compiled by SPDEI (France), ASSODEL (Italy), *ecsn* (UK/Eire & NORDIC) and FBDI (Germany). The numbers shown represent the **actual** sales by member companies so reflect an accurate trend. It should be noted that revisions have been made to the UK, Nordic and Italian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

COUNTRY	Association	Approx. DTAM 2016 (Distribution Total Available Market)	Summation of Association Members Returns 2016	Approx. Share of DTAM (Distribution Total Available Market) represented by Association's Members 2016
France	SPDEI	€1 166 Mill	€74 Mill	75%
UK & Eire	<i>ecsn</i> /afdec	€1 367 Mill	€1 148 Mill	84%
Italy	ASSODEL	€1 388 Mill	€1 041 Mill	75%
Nordic	<i>ecsn</i> /afdec	€1 679 Mill	€38 Mill	38%
Germany	FBDI	€460 Mill	€209 Mill	72%
Switzerland	FBDI	€73 Mill	€65 Mill	56%
Austria	FBDI	€94 Mill	€34 Mill	59%

IMPORTANT NOTE: To ensure that exchange rate variations do not confuse the trend, the exchange rates shown are the average 2016 Local currency/€conversion rates. The 2016 average rates are: UK Pound/€0.8189, Danish Krona/€7.4455, Norwegian Krona/€9.2961, Swedish Krona/€9.4678. US \$ to €conversions are made at the average 2016 rate of 1.1069 (0.9034).

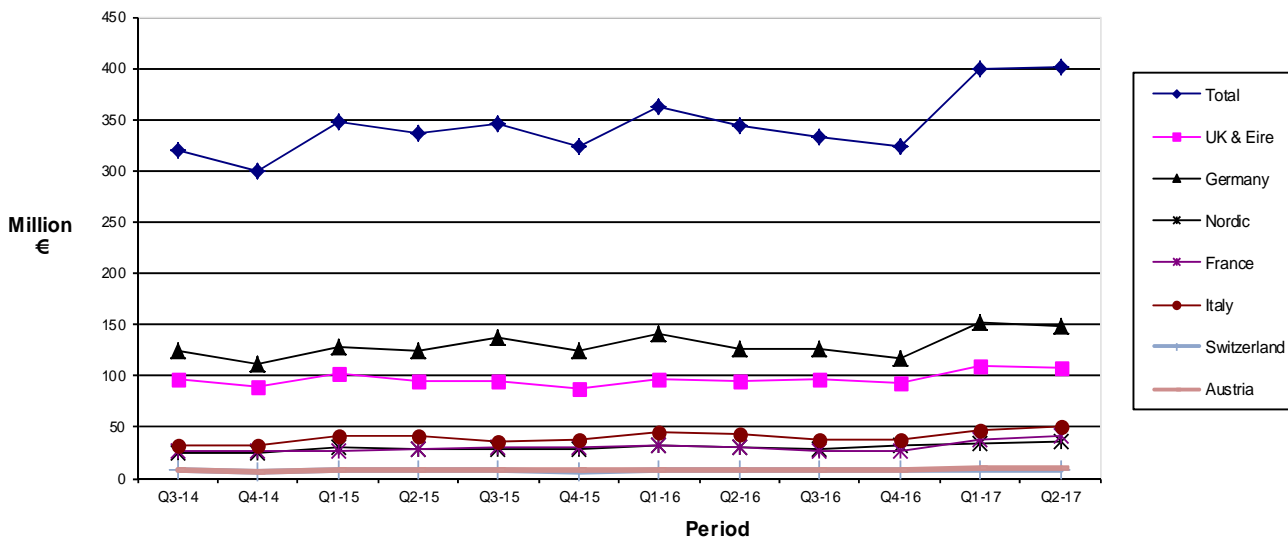


	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Total	1064	1023	1180	1145	1179	1089	1273	1215	1176	1150	1373	1390
Germany	519	483	542	539	580	519	599	565	561	532	635	636
Italy	139	146	176	188	163	162	207	191	167	161	213	221
UK & Eire	158	140	150	138	147	132	154	153	157	160	186	182
France	81	87	107	104	95	93	113	105	98	97	113	102
Nordic	85	87	114	82	100	90	98	96	101	98	109	120
Switzerland	46	45	51	52	51	50	56	53	48	58	63	70
Austria	36	35	39	42	43	44	45	51	44	43	54	60



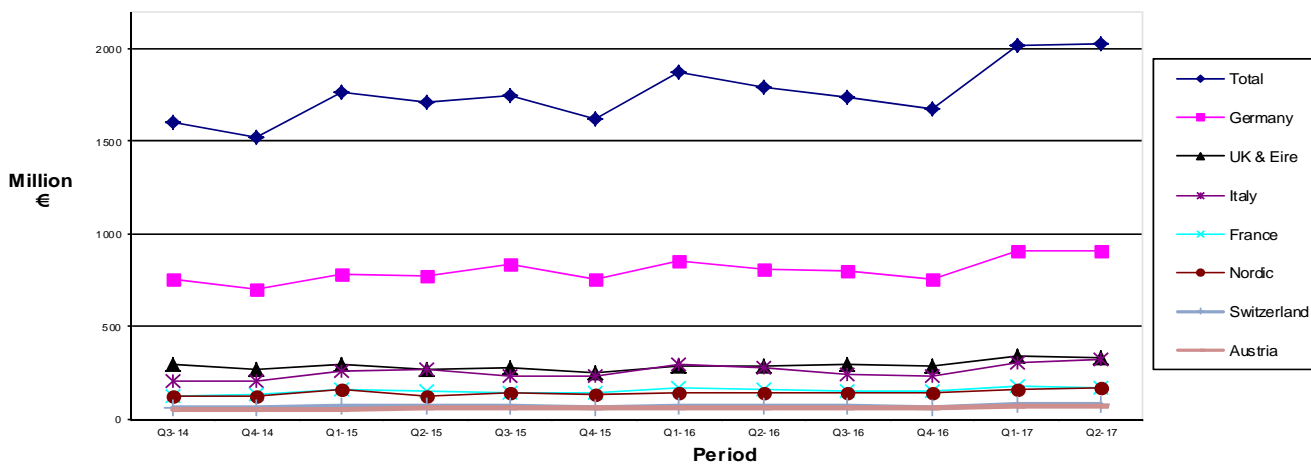
	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Total	213	201	232	223	221	212	238	239	224	211	259	256
Germany	111	103	111	109	114	109	114	115	110	103	122	121
UK & Eire	37	36	38	36	35	32	36	35	36	34	40	40
Italy	30	26	38	36	32	31	42	41	35	32	45	45
Nordic	9	8	11	9	9	9	10	9	9	9	10	11
France	16	17	21	20	18	17	23	23	21	20	26	25
Switzerland	6	5	7	7	7	7	7	8	7	6	7	7
Austria	5	5	6	6	6	6	7	8	6	6	7	7

Electromechanical & Other Components Billings Trend



	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Total	321	299	348	336	345	323	363	343	334	324	400	402
UK & Eire	97	90	102	96	94	87	96	95	97	94	110	108
Germany	125	112	129	125	138	125	141	126	126	117	152	148
Nordic	24	24	31	29	29	28	33	31	29	33	35	36
France	26	27	27	29	30	30	32	30	27	28	38	41
Italy	32	32	41	41	37	38	45	44	38	37	48	51
Switzerland	8	7	9	8	8	7	8	8	9	8	9	9
Austria	9	7	9	8	8	8	8	9	9	8	10	10

Total Electronic Components Billings Trend

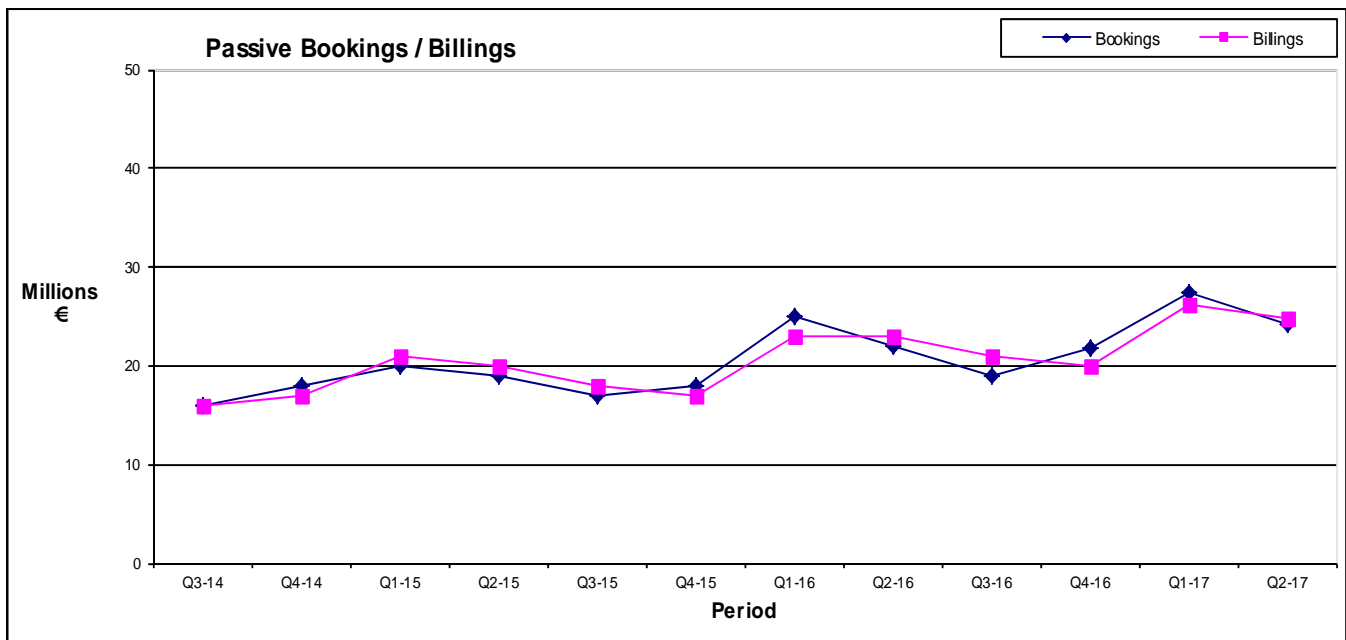


	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Total	1598	1523	1759	1705	1749	1618	1870	1787	1734	1677	2018	2024
Germany	754	697	783	773	832	753	854	805	797	752	909	904
UK & Eire	292	267	290	269	277	252	286	284	289	288	336	329
Italy	201	204	255	265	231	231	294	277	240	231	306	316
France	123	131	155	153	143	140	168	158	146	145	177	168
Nordic	118	120	156	121	138	127	140	137	138	140	154	167
Switzerland	59	57	68	68	71	61	68	66	69	62	73	76
Austria	51	47	53	56	57	54	59	61	55	59	63	64

FRANCE

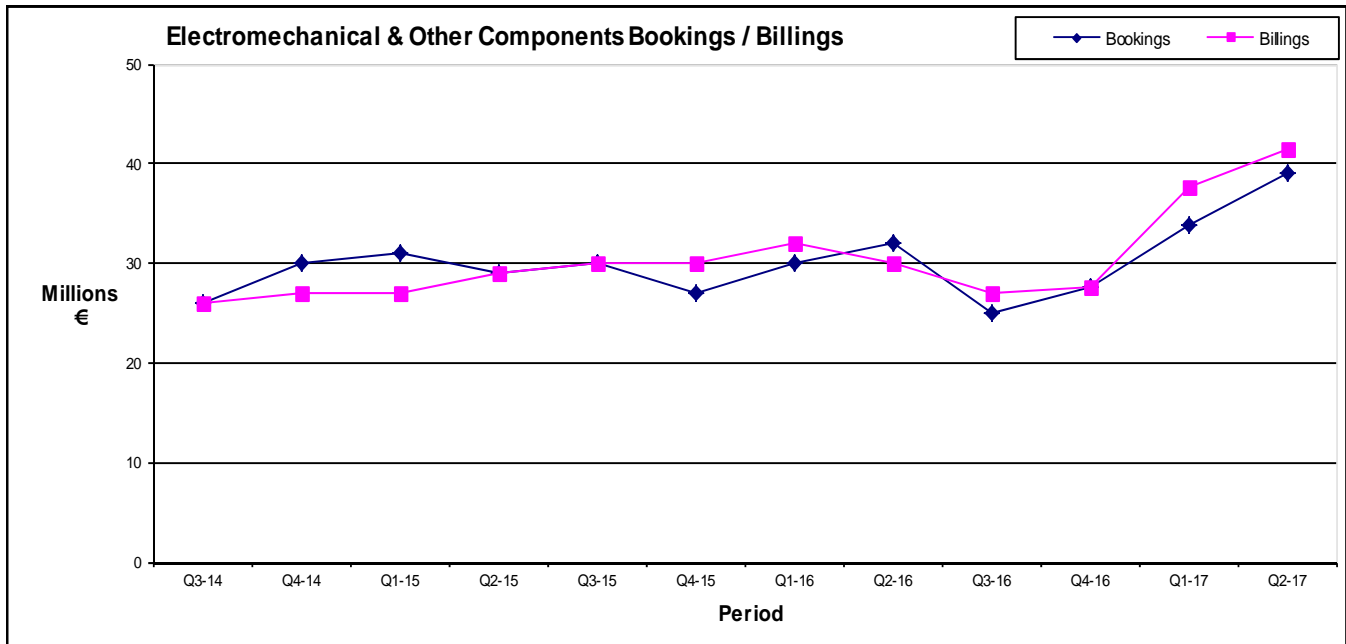


	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Bookings	81	95	110	96	92	91	118	110	95	106	120	108
Billings	81	87	107	104	95	93	113	105	98	97	113	102

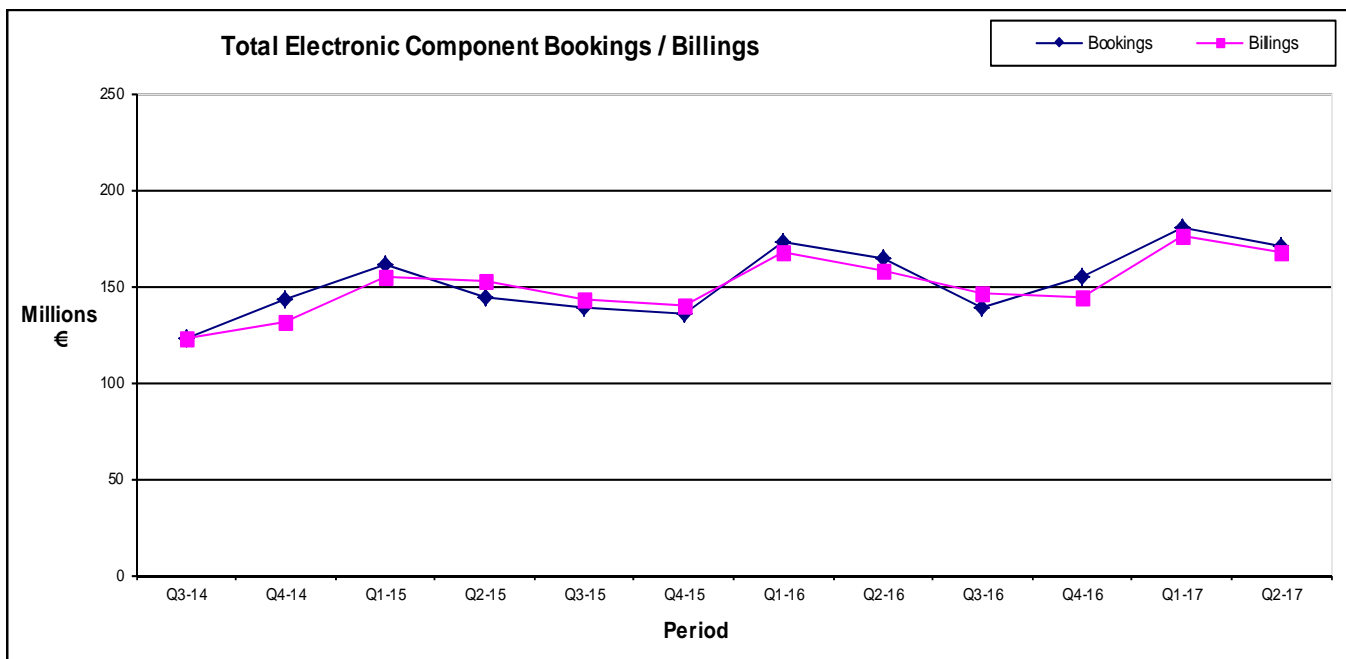


	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Bookings	16	18	20	19	17	18	25	22	19	22	27	24
Billings	16	17	21	20	18	17	23	23	21	20	26	25

FRANCE

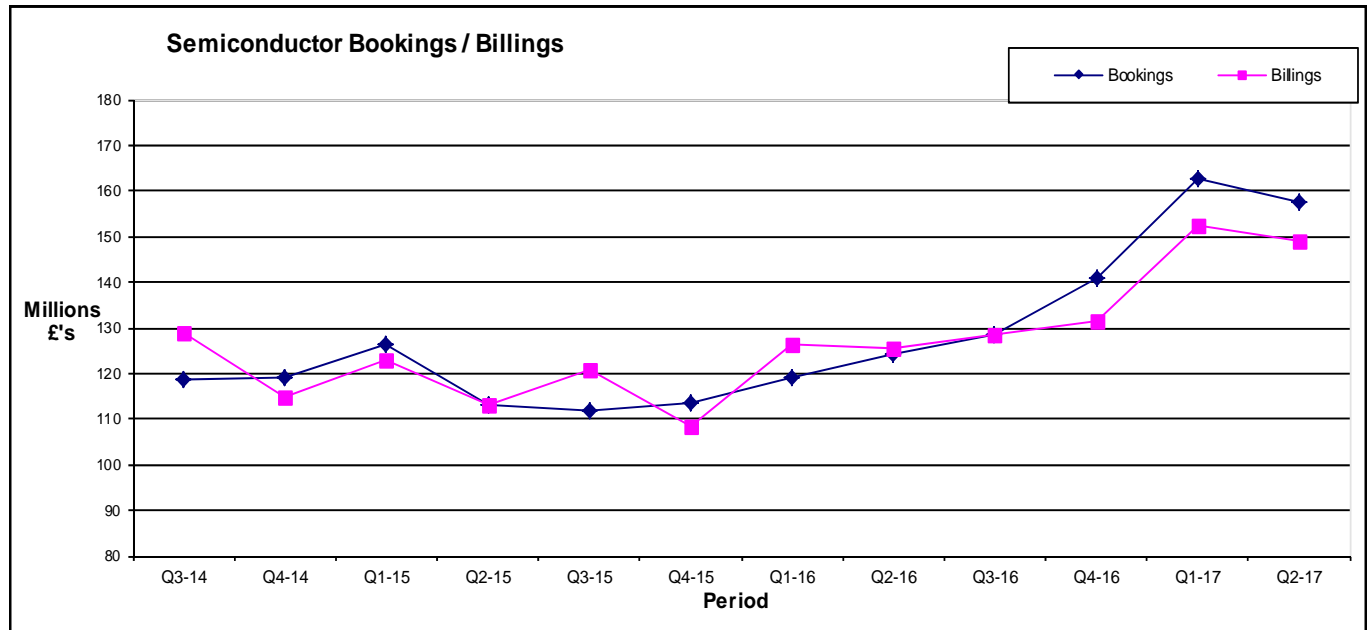


	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Bookings	26	30	31	29	30	27	30	32	25	28	34	39
Billings	26	27	27	29	30	30	32	30	27	28	38	41

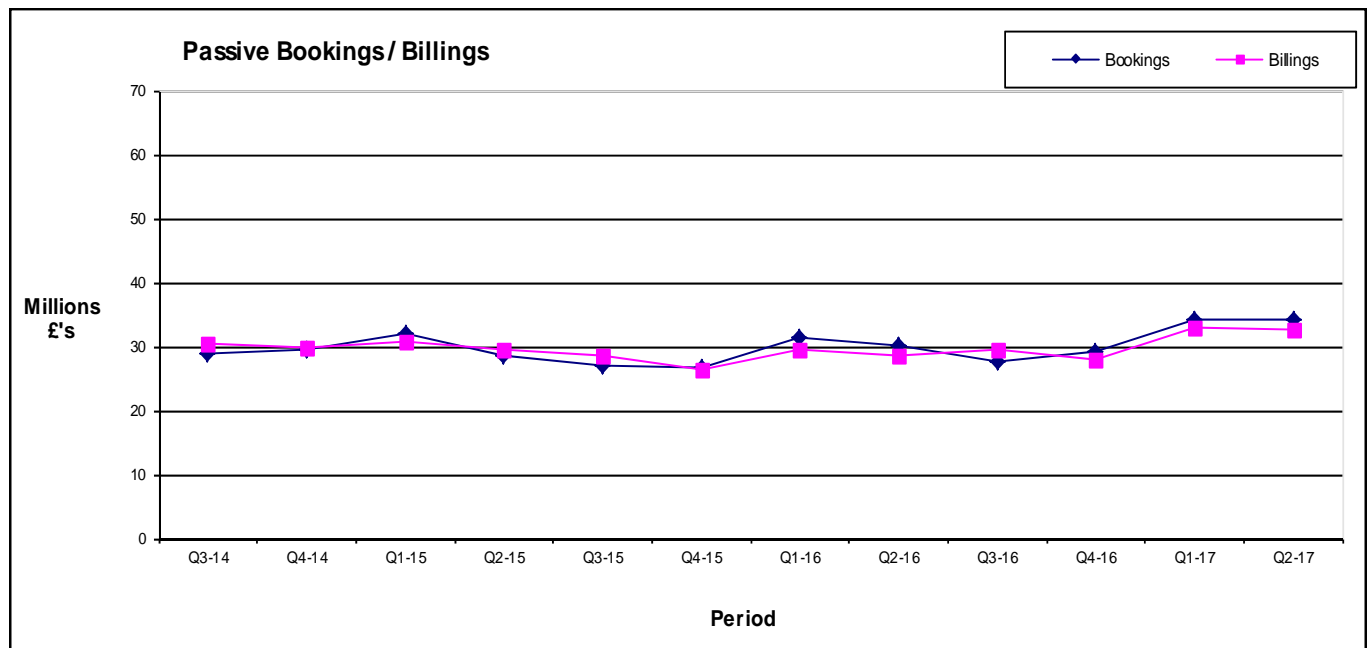


	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Bookings	123	143	161	144	139	136	173	164	139	155	181	171
Billings	123	131	155	153	143	140	168	158	146	145	177	168

UK & Eire

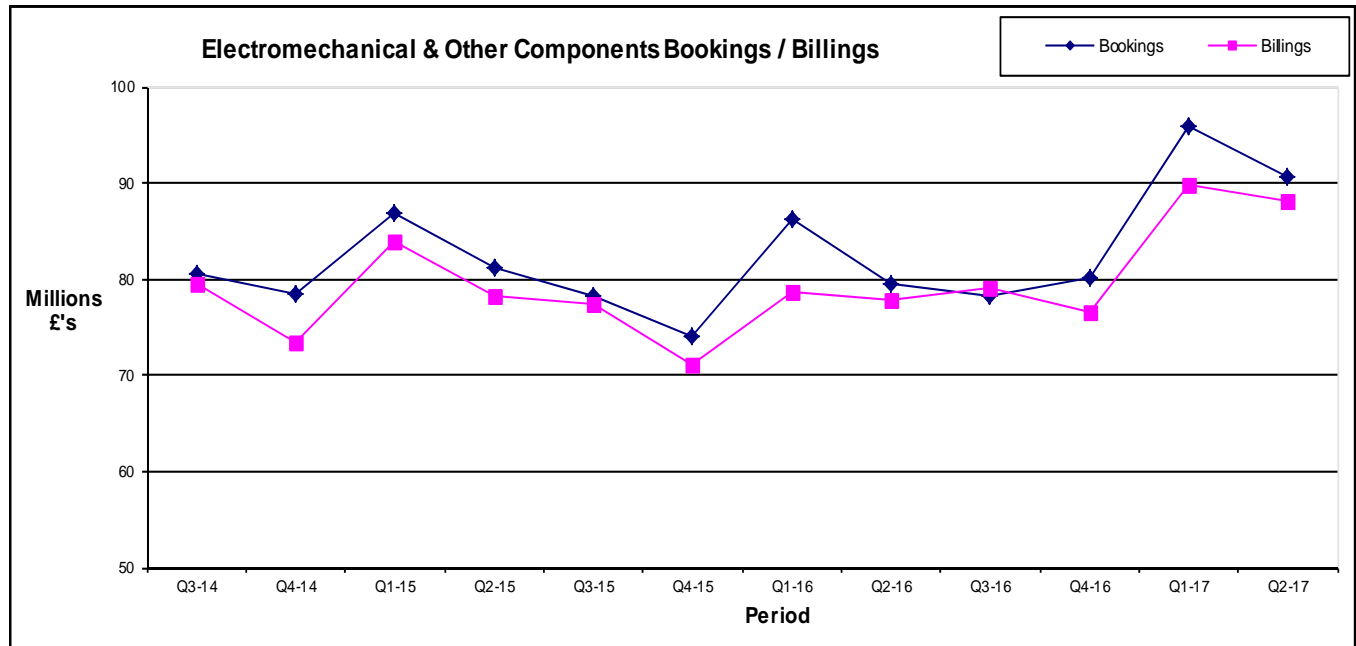


	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Bookings	119	119	126	113	112	114	119	124	128	141	163	158
Billings	129	115	123	113	121	108	126	126	128	131	152	149

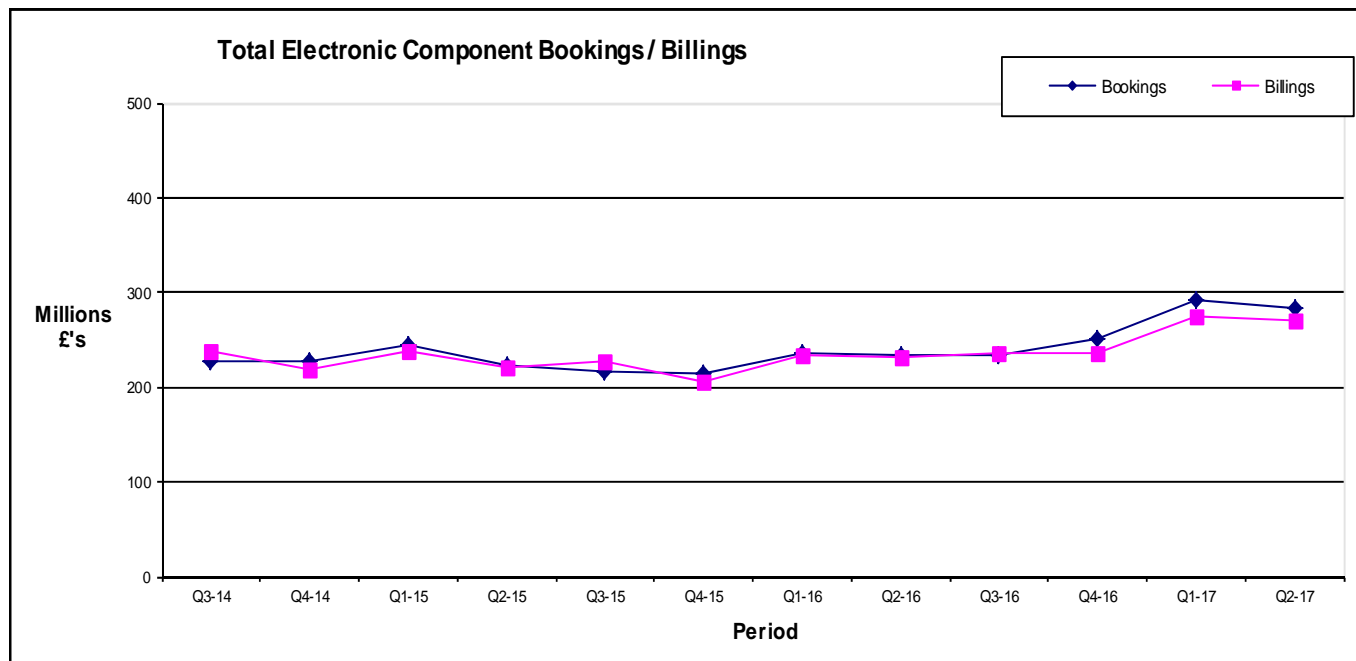


	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Bookings	29	29	32	29	27	27	31	30	28	29	34	34
Billings	30	30	31	29	29	26	29	29	29	28	33	33

UK & Eire

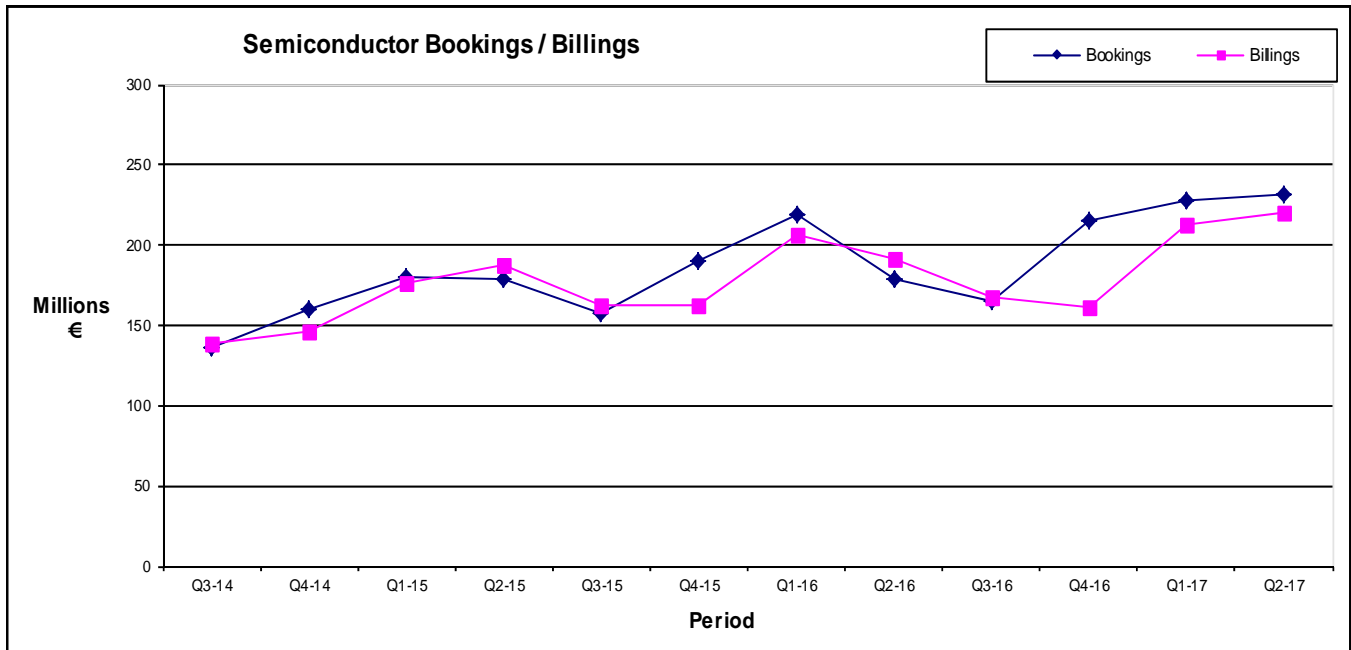


	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Bookings	81	78	87	81	78	74	86	79	78	80	96	91
Billings	79	73	84	78	77	71	79	78	79	77	90	88

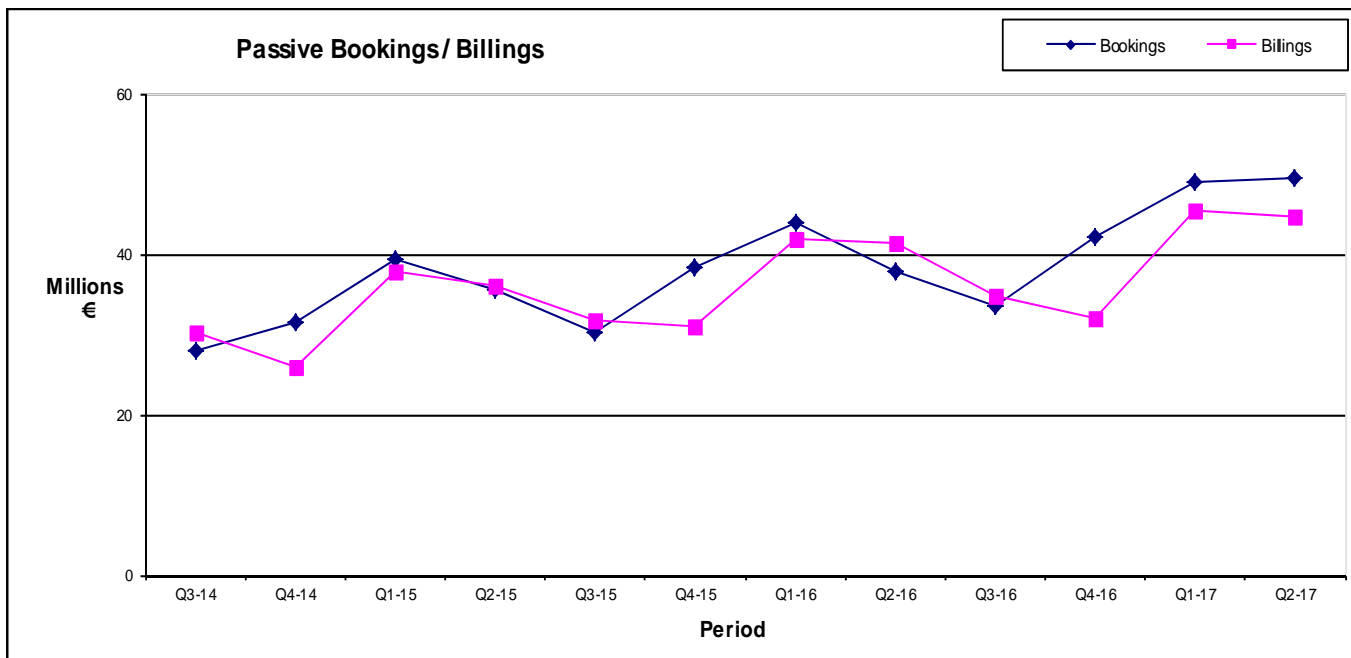


	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Bookings	228	227	245	223	217	214	237	234	234	250	293	283
Billings	239	218	238	221	227	206	235	232	237	236	275	270

ITALY

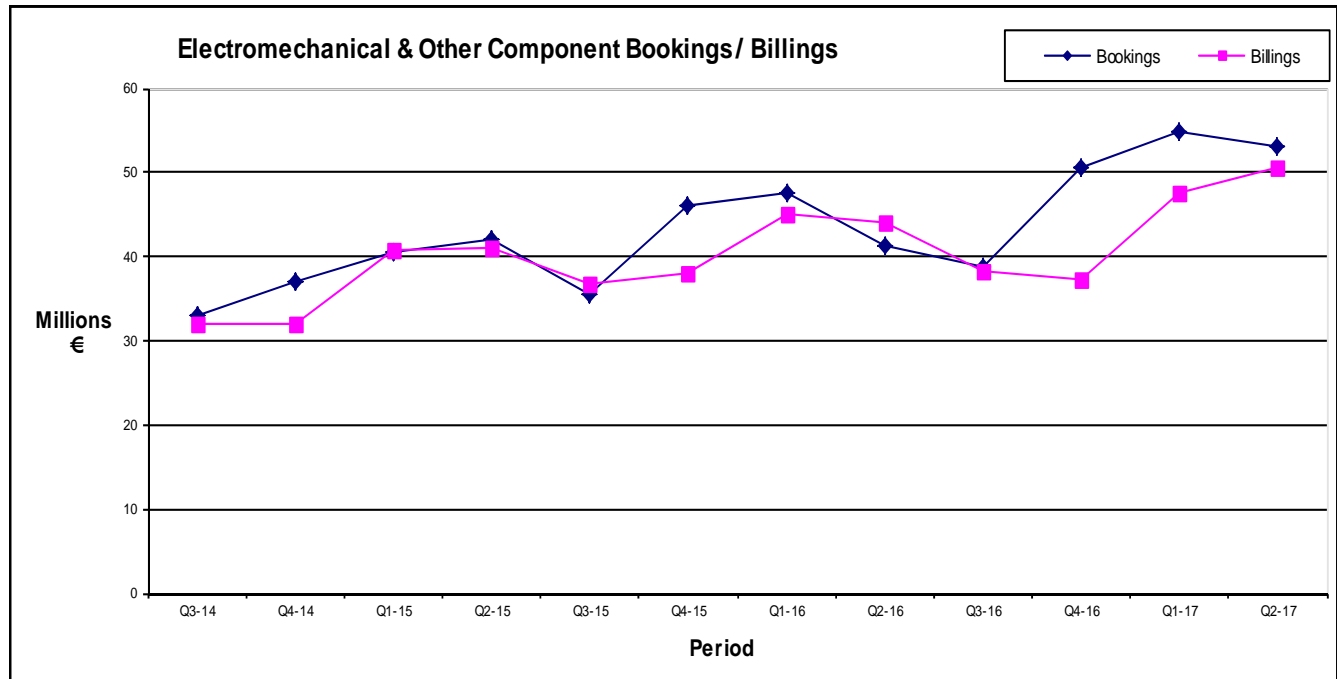


	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Bookings	136	159	180	179	157	190	219	179	165	215	227	232
Billings	139	146	176	188	163	162	207	191	167	161	213	221

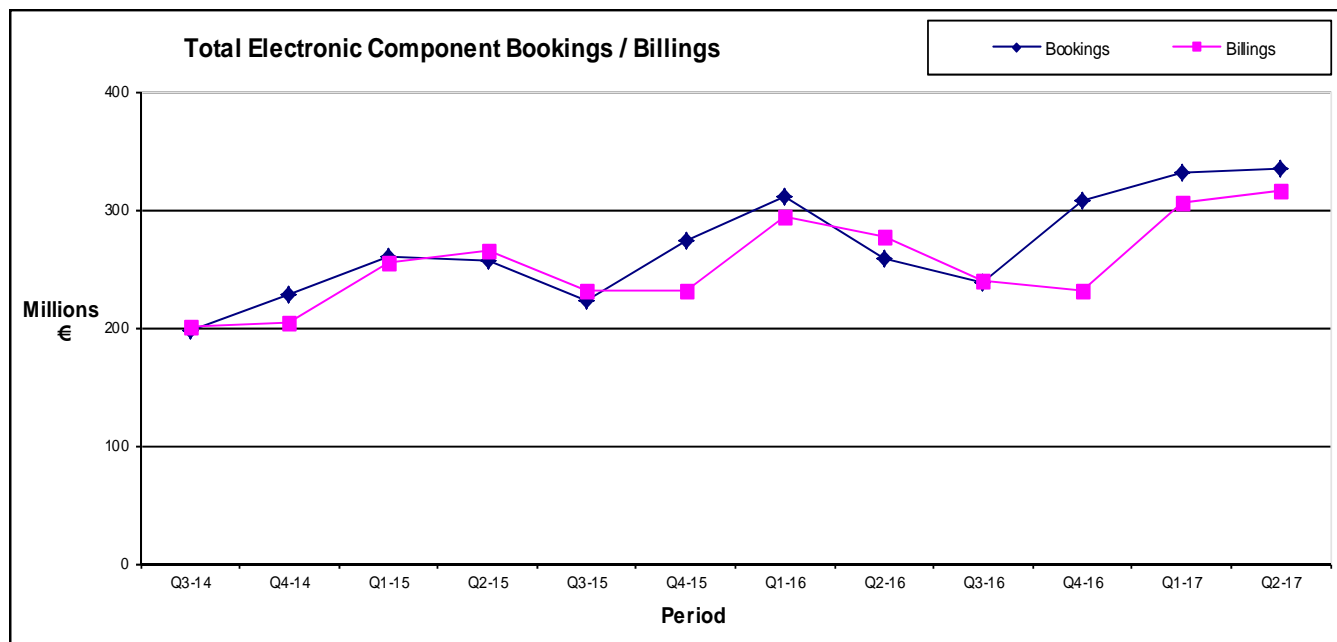


	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Bookings	28	32	39	36	30	38	44	38	34	42	49	50
Billings	30	26	38	36	32	31	42	41	35	32	45	45

ITALY

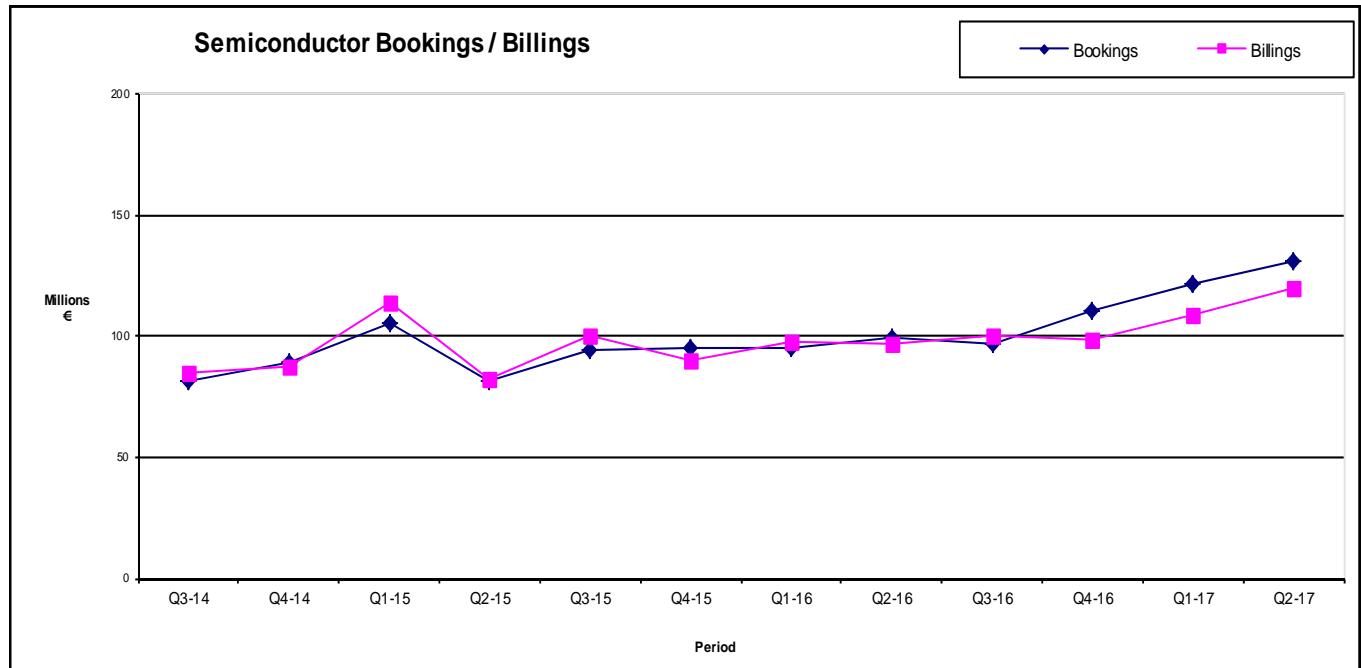


	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Bookings	33	37	41	42	36	46	48	41	39	51	55	53
Billings	32	32	41	41	37	38	45	44	38	37	48	51

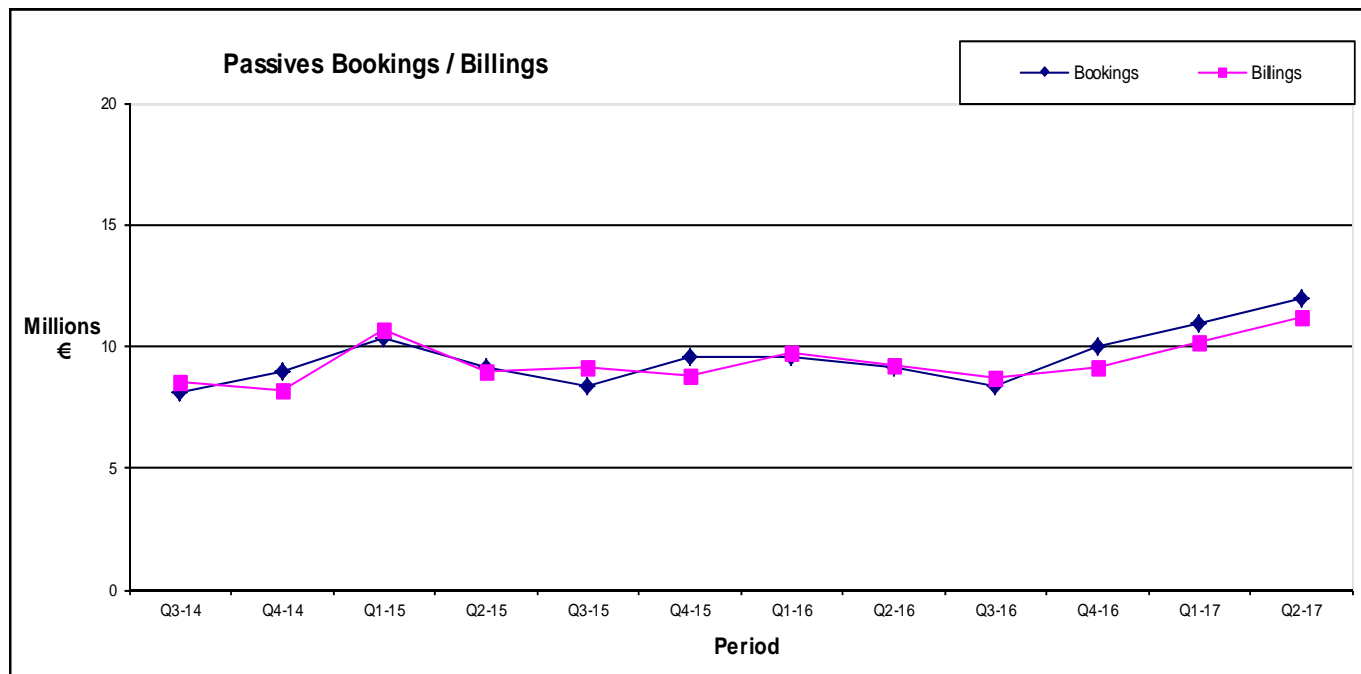


	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Bookings	197	228	260	256	223	274	311	258	237	308	331	335
Billings	201	204	255	265	231	231	294	277	240	231	306	316

NORDIC

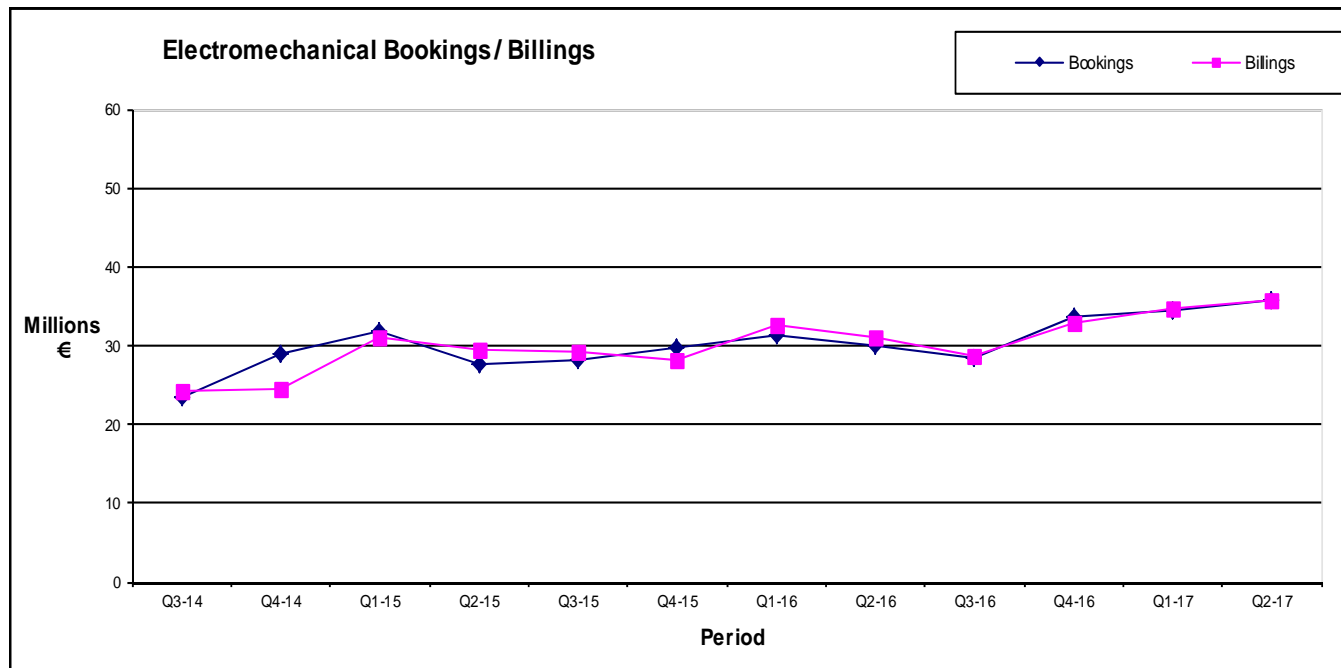


	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Bookings	81	89	105	82	94	95	95	99	97	110	122	131
Billings	85	87	114	82	100	90	98	96	101	98	109	120



	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Bookings	8	9	10	9	8	10	10	9	8	10	11	12
Billings	9	8	11	9	9	9	10	9	9	9	10	11

NORDIC

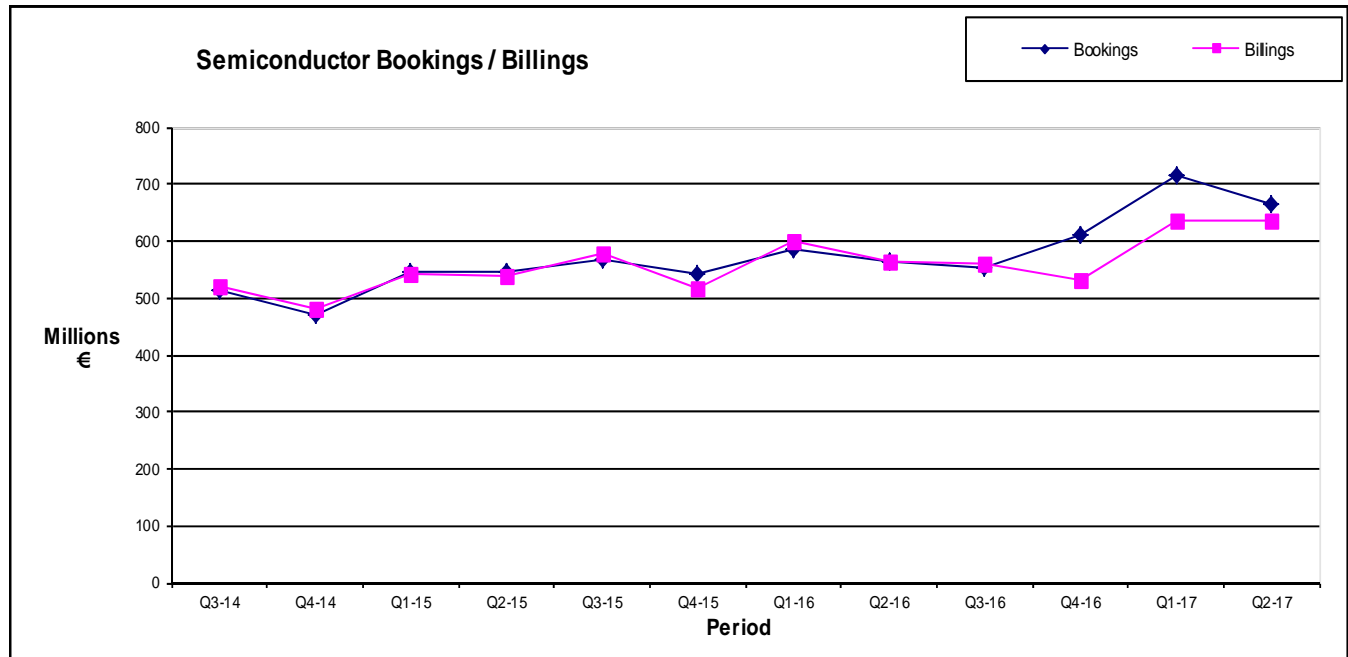


	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Bookings	23	29	32	28	28	30	31	30	28	34	35	36
Billings	24	24	31	29	29	28	33	31	29	33	35	36

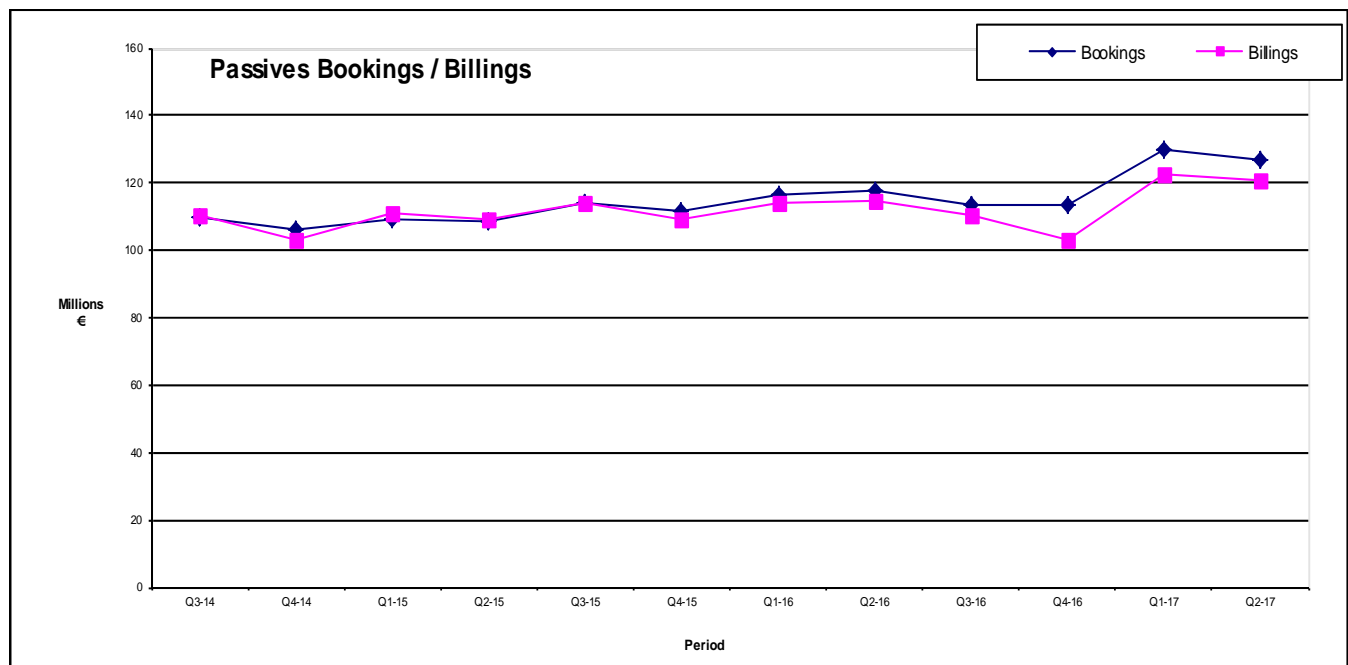


	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Bookings	113	127	148	118	130	134	136	138	134	154	167	179
Billings	118	120	156	121	138	127	140	137	138	140	154	167

GERMANY

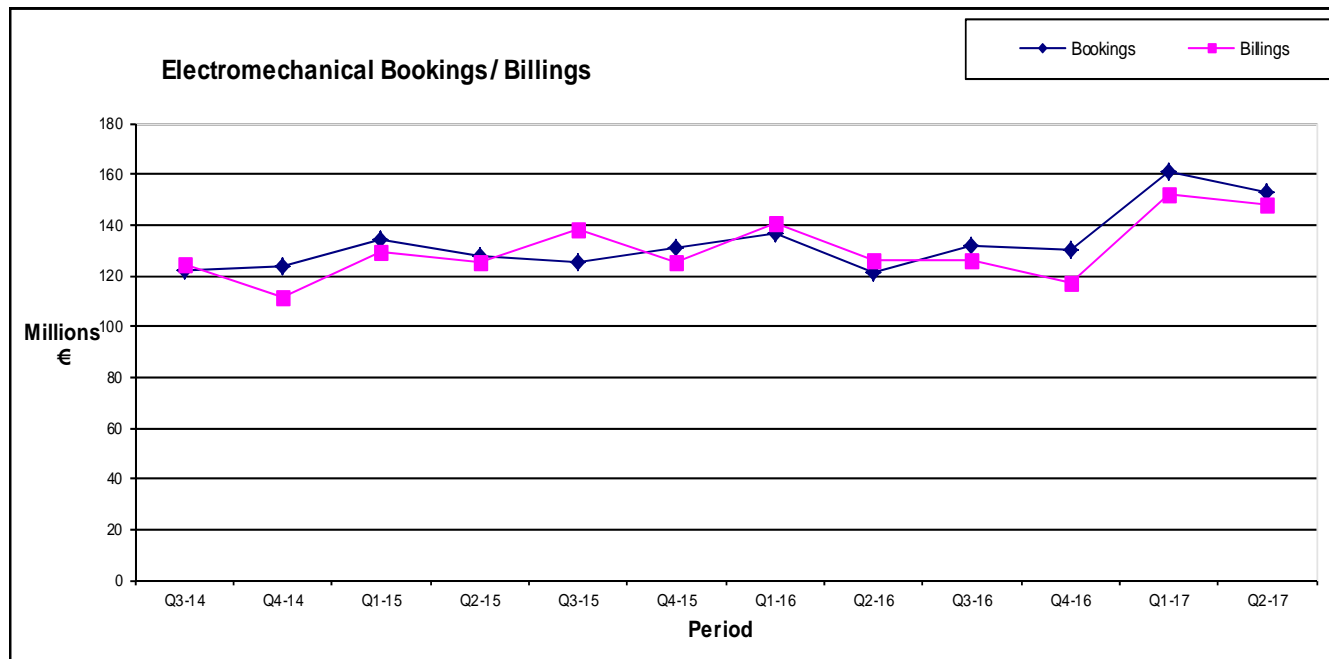


	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Bookings	513	470	545	547	566	541	586	565	552	610	716	667
Billings	519	483	542	539	580	519	599	565	561	532	635	636



	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Bookings	110	106	109	109	114	112	117	118	114	114	130	127
Billings	111	103	111	109	114	109	114	115	110	103	122	121

GERMANY

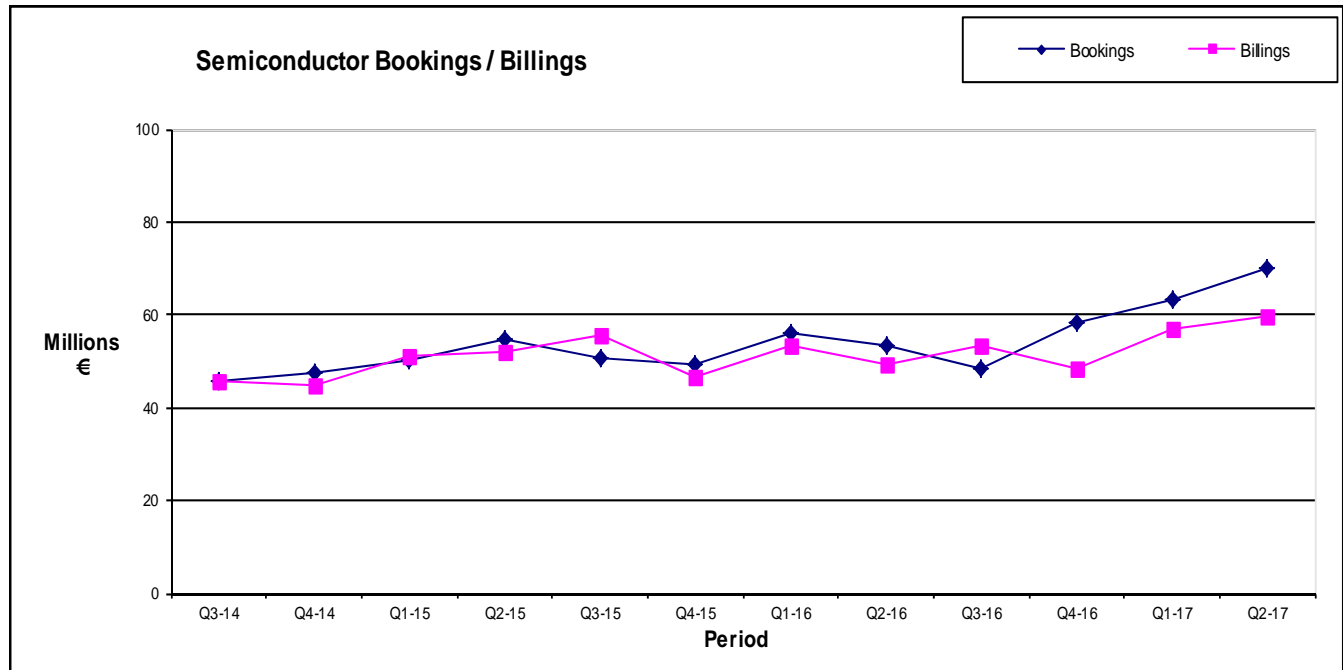


	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Bookings	122	124	134	128	125	131	137	121	132	130	161	153
Billings	125	112	129	125	138	125	141	126	126	117	152	148

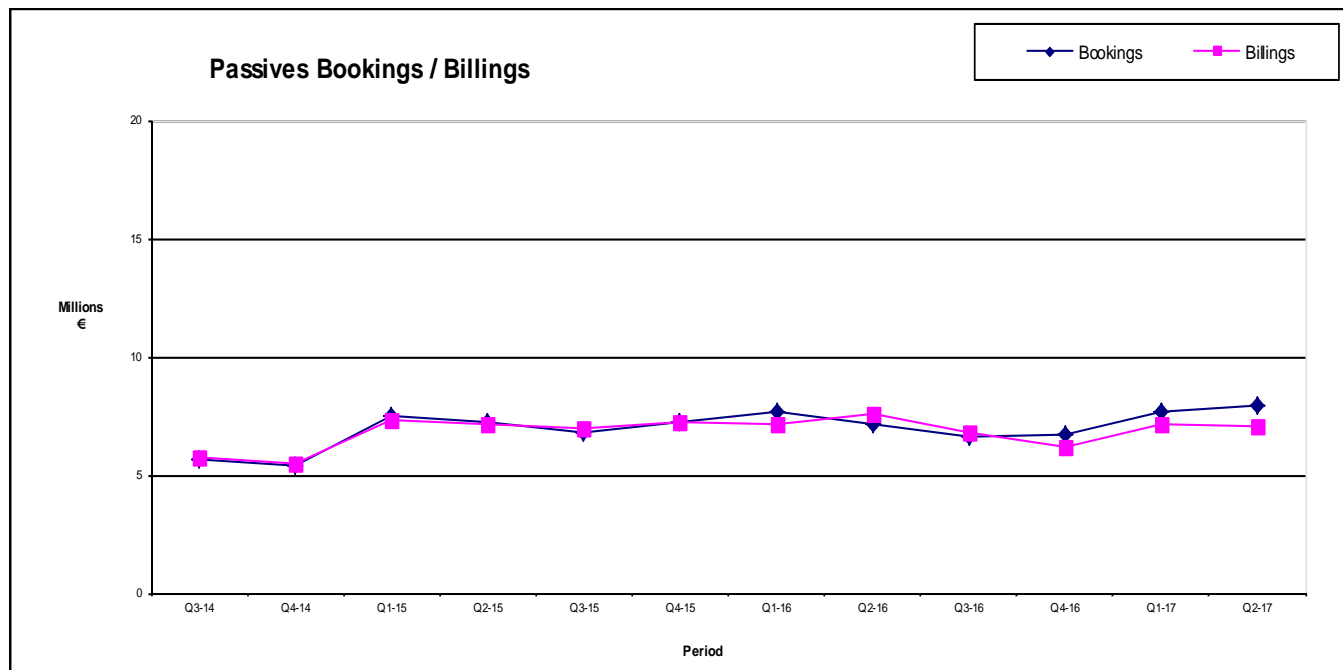


	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Bookings	745	700	788	783	805	784	840	804	798	854	1007	946
Billings	754	697	783	773	832	753	854	805	797	752	909	904

SWITZERLAND

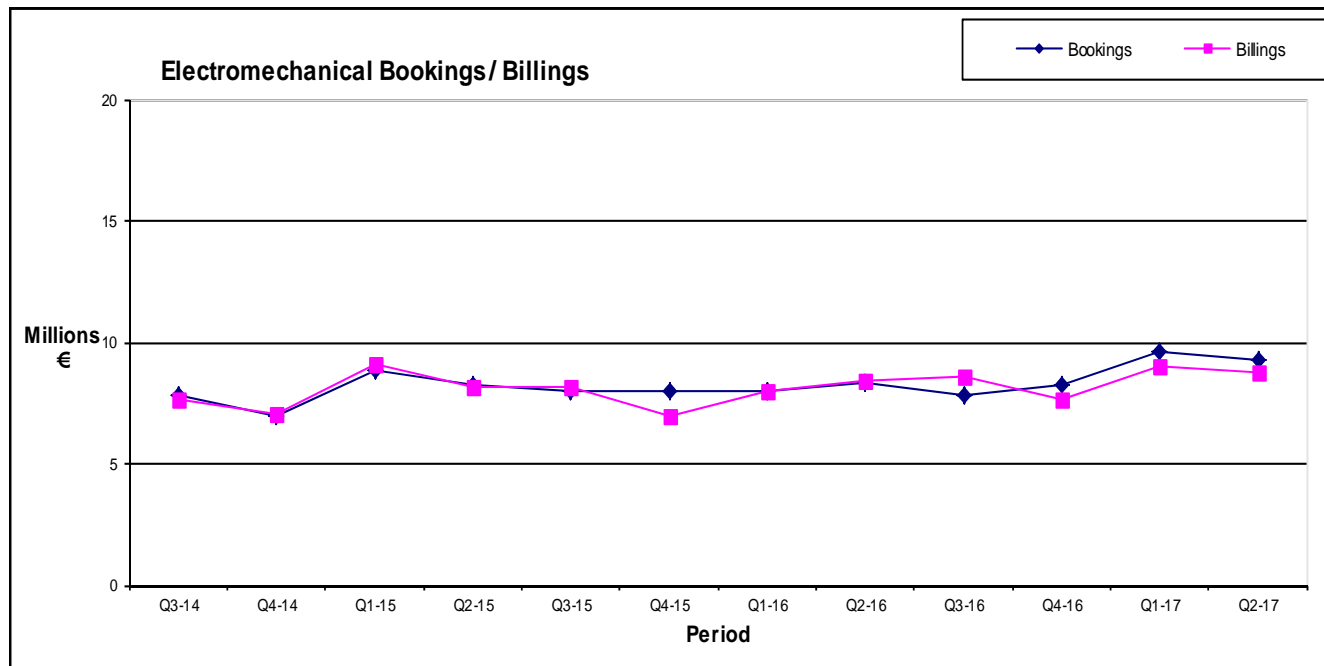


	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Bookings	46	48	50	55	51	50	56	53	48	58	63	70
Billings	46	45	51	52	55	47	53	49	53	49	57	60

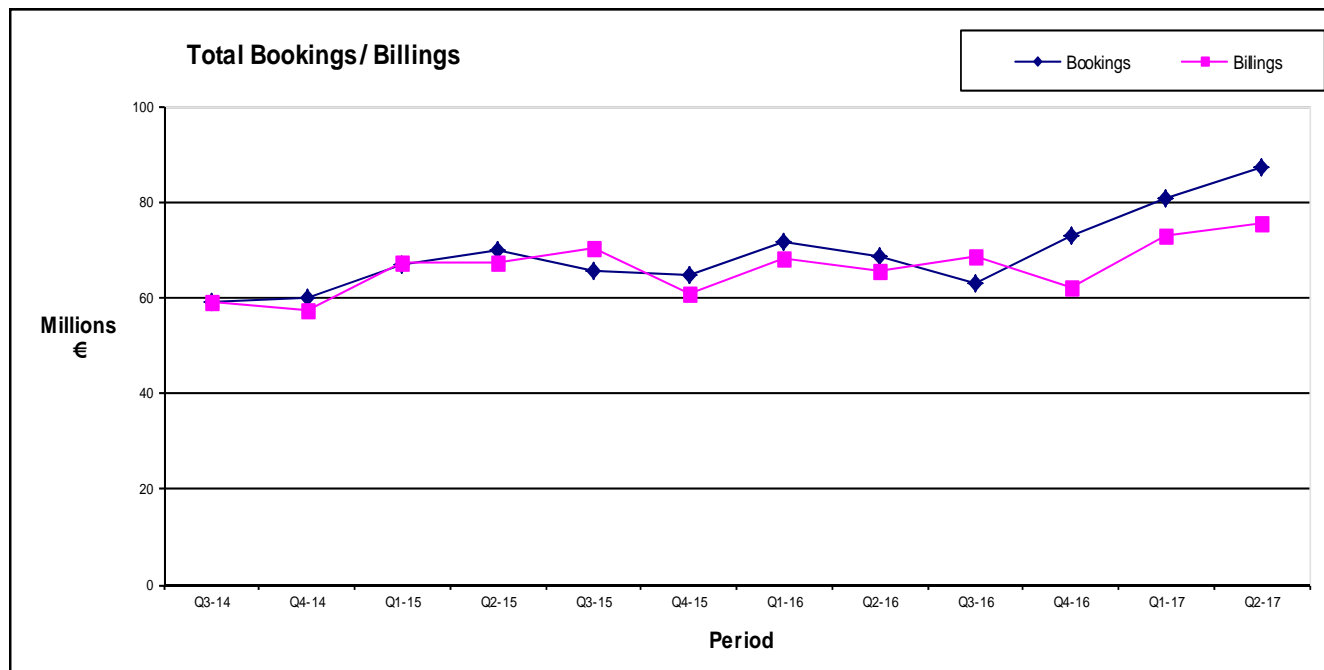


	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Bookings	6	5	7	7	7	7	8	7	7	7	8	8
Billings	6	5	7	7	7	7	7	8	7	6	7	7

SWITZERLAND

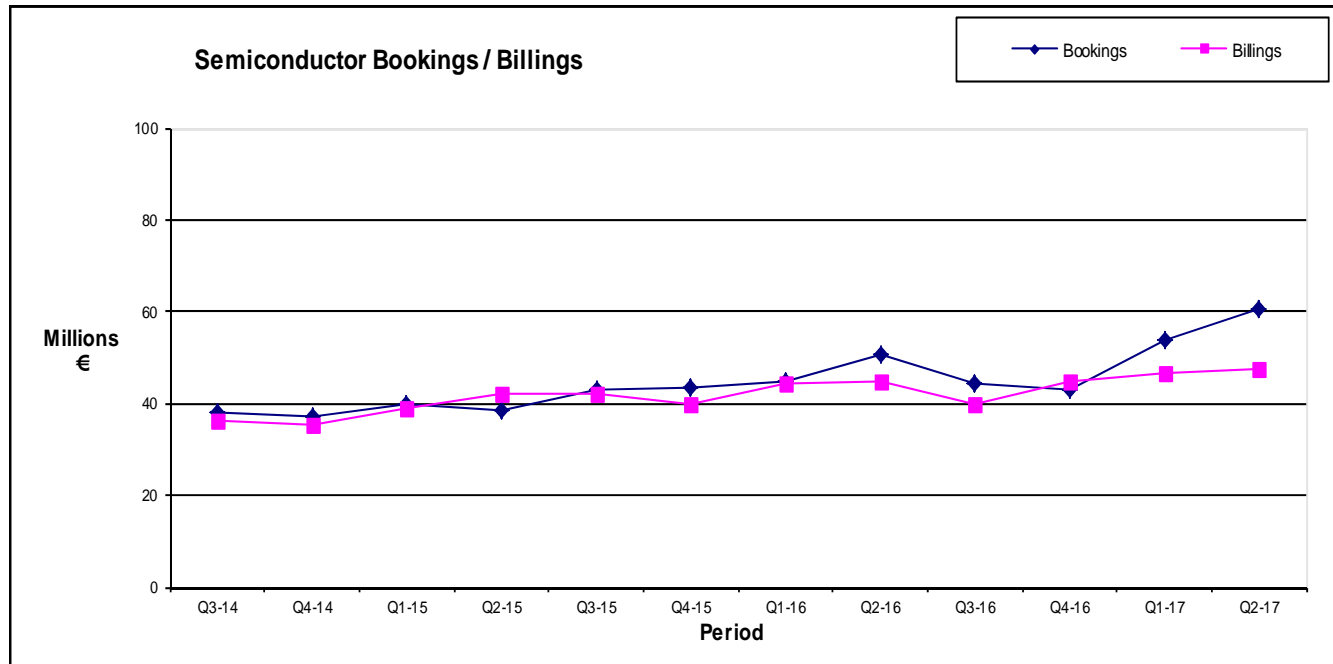


	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Bookings	8	7	9	8	8	8	8	8	8	8	10	9
Billings	8	7	9	8	8	7	8	8	9	8	9	9

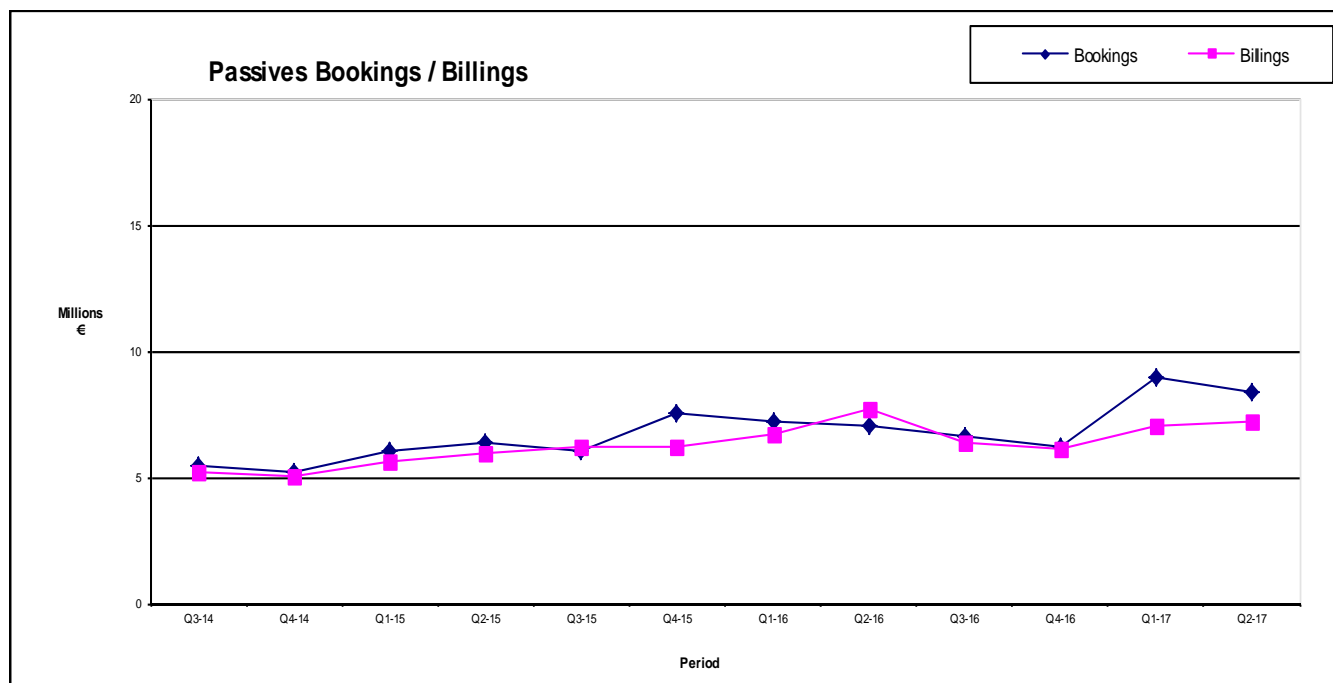


	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Bookings	59	60	67	70	66	65	72	69	63	73	81	87
Billings	59	57	68	68	71	61	68	66	69	62	73	76

AUSTRIA

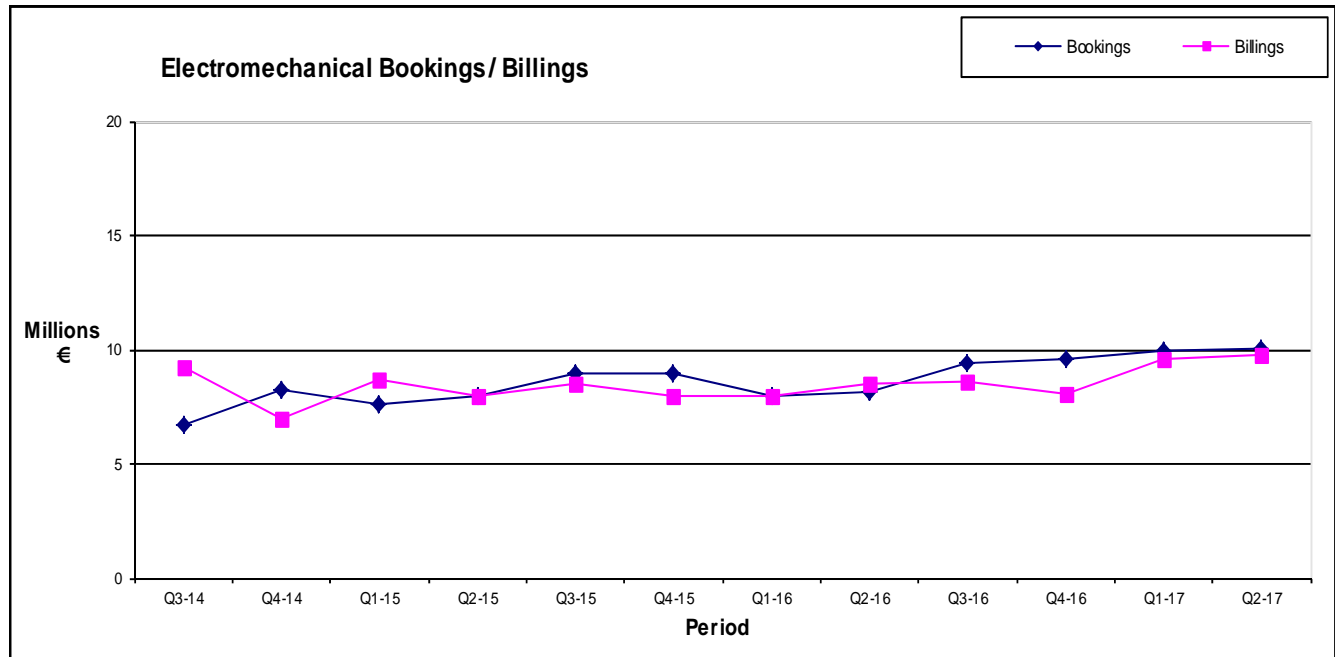


	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Bookings	38	37	40	39	43	44	45	51	44	43	54	60
Billings	36	35	39	42	42	40	44	45	40	45	47	47

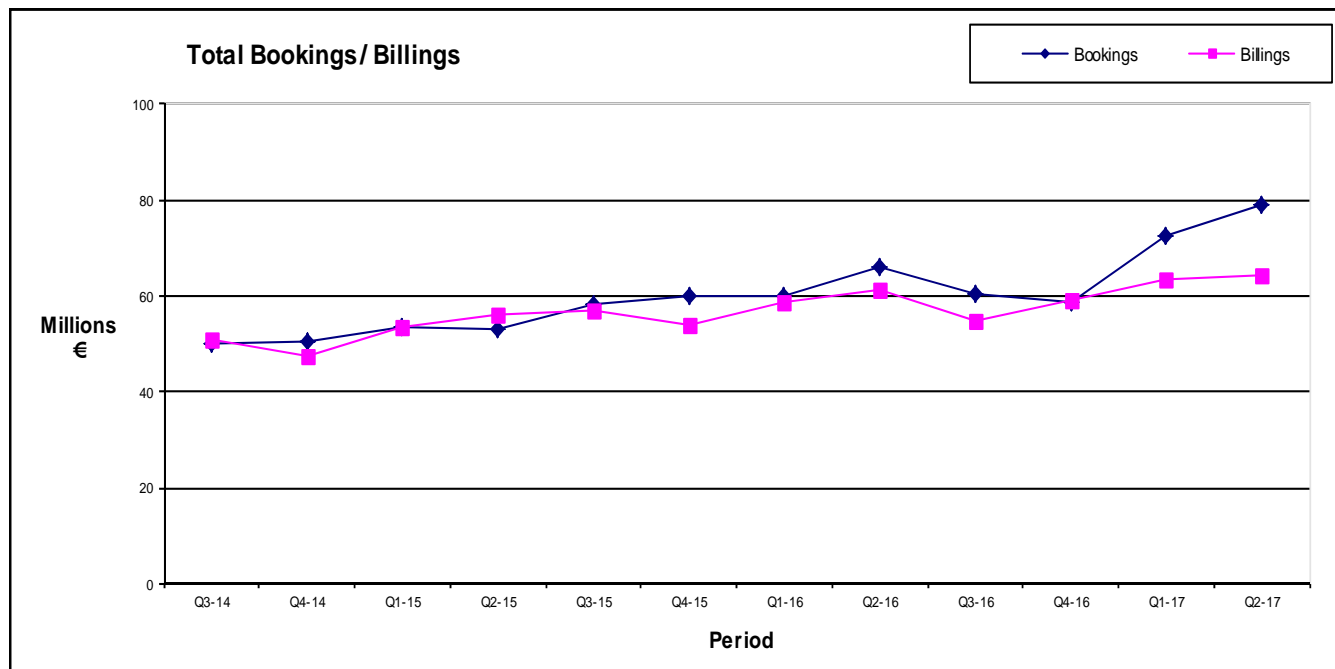


	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Bookings	5	5	6	6	6	8	7	7	7	6	9	8
Billings	5	5	6	6	6	6	7	8	6	6	7	7

AUSTRIA

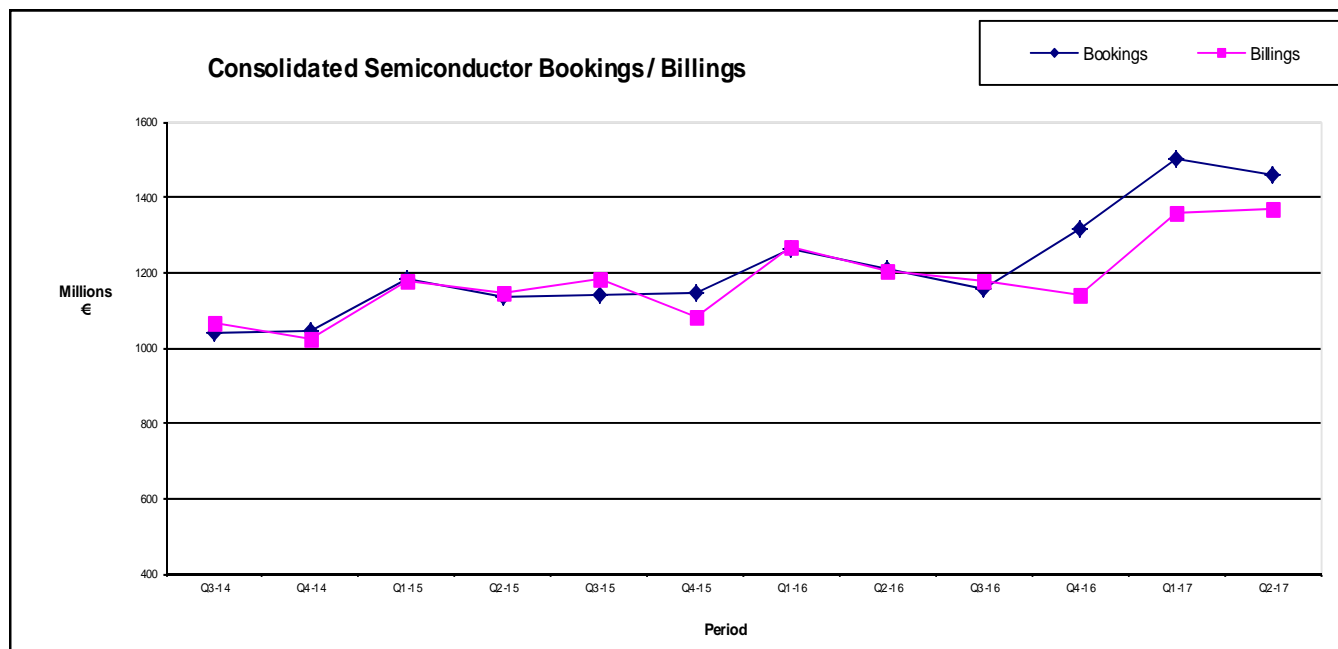


	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Bookings	7	8	8	8	9	9	8	8	9	10	10	10
Billings	9	7	9	8	8	8	8	9	9	8	10	10

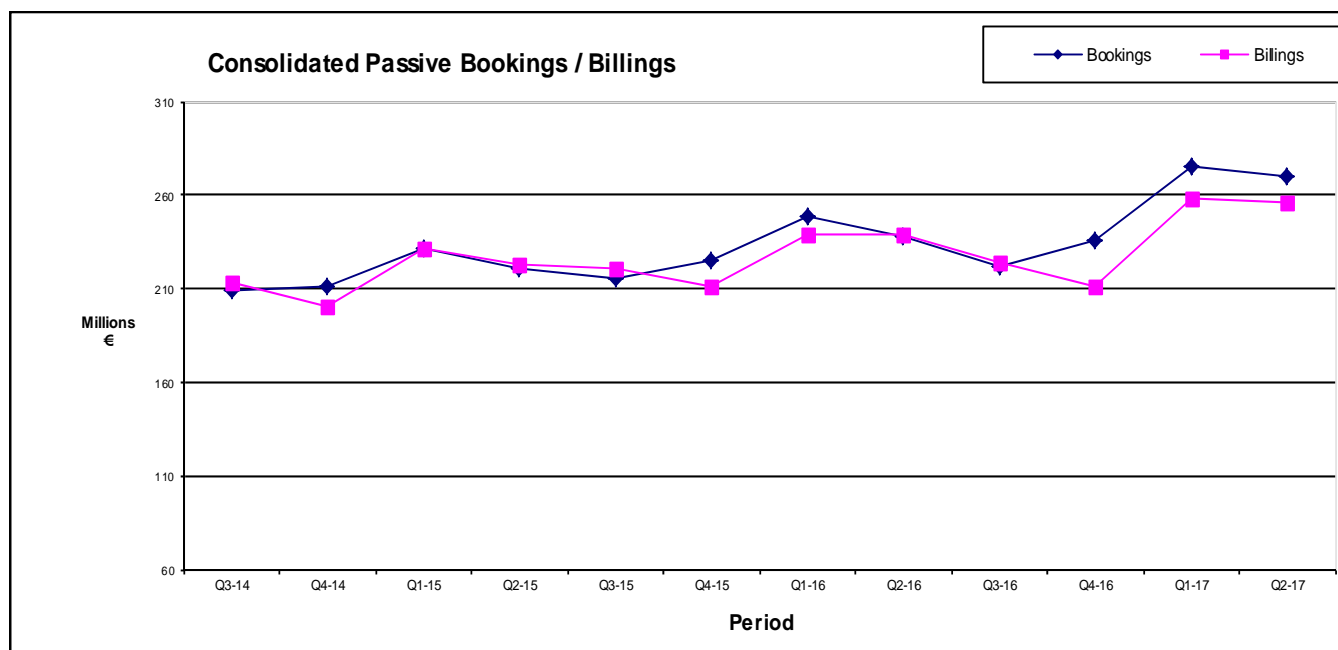


	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Bookings	50	50	53	53	58	60	60	66	60	59	73	79
Billings	51	47	53	56	57	54	59	61	55	59	63	64

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

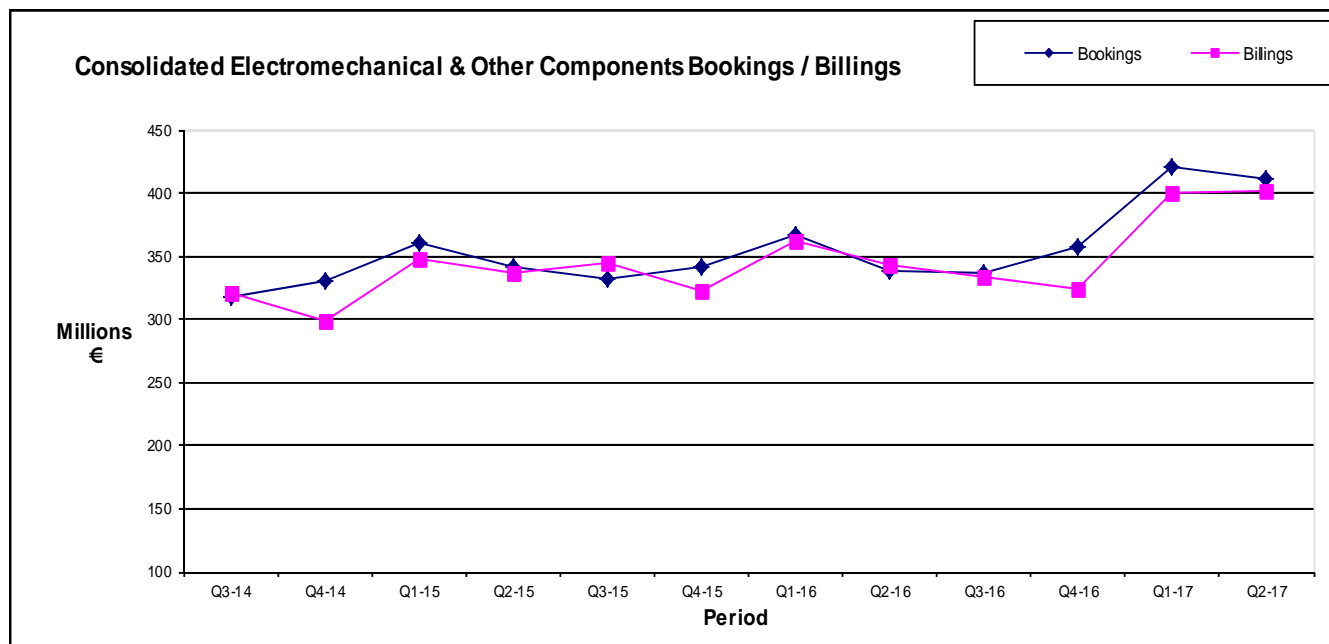


	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Bookings	1040	1045	1185	1134	1140	1149	1265	1209	1159	1314	1500	1461
Billings	1064	1023	1180	1145	1182	1083	1269	1205	1176	1142	1359	1367

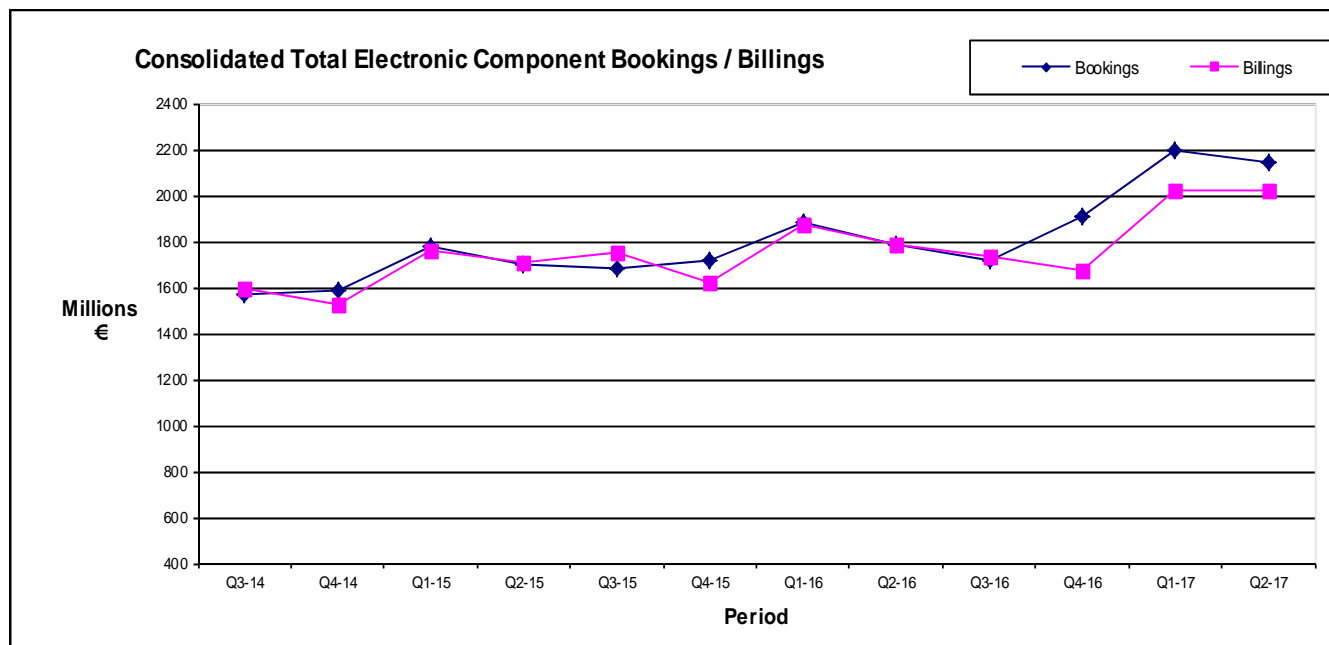


	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Bookings	209	212	232	221	216	225	248	238	222	236	276	270
Billings	213	201	232	223	221	212	238	239	224	211	259	256

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

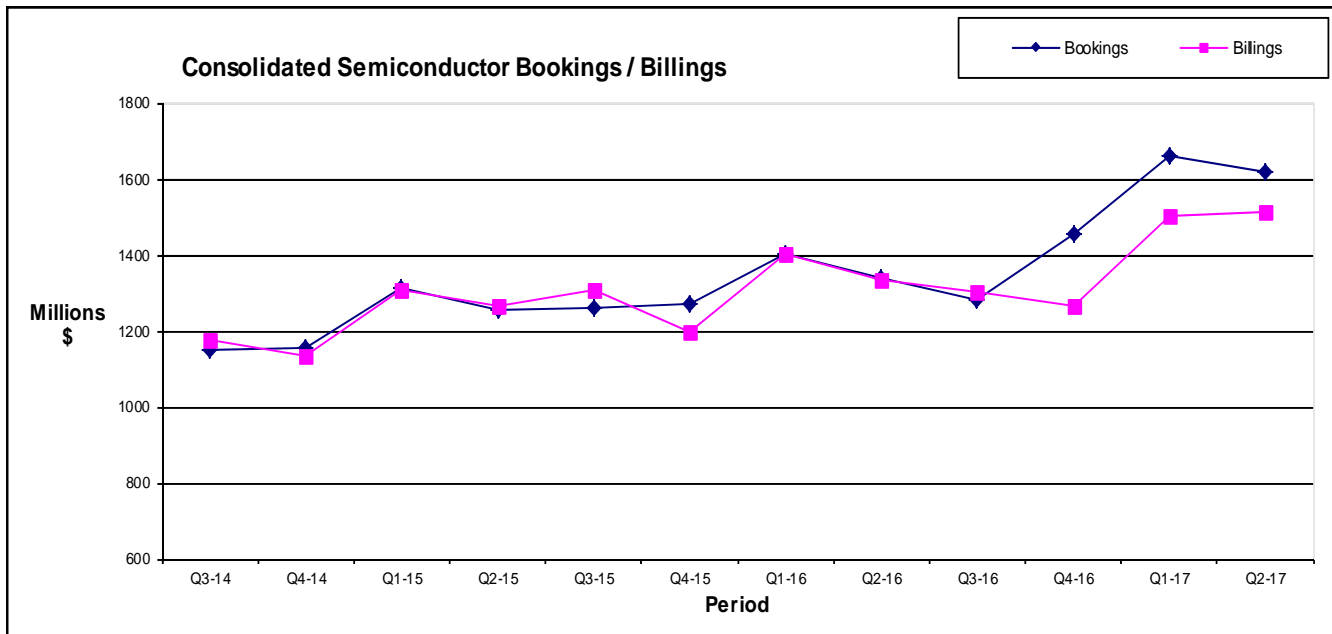


	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Bookings	317	331	360	342	331	341	367	338	337	358	421	411
Billings	321	299	348	336	345	323	363	343	334	324	400	402

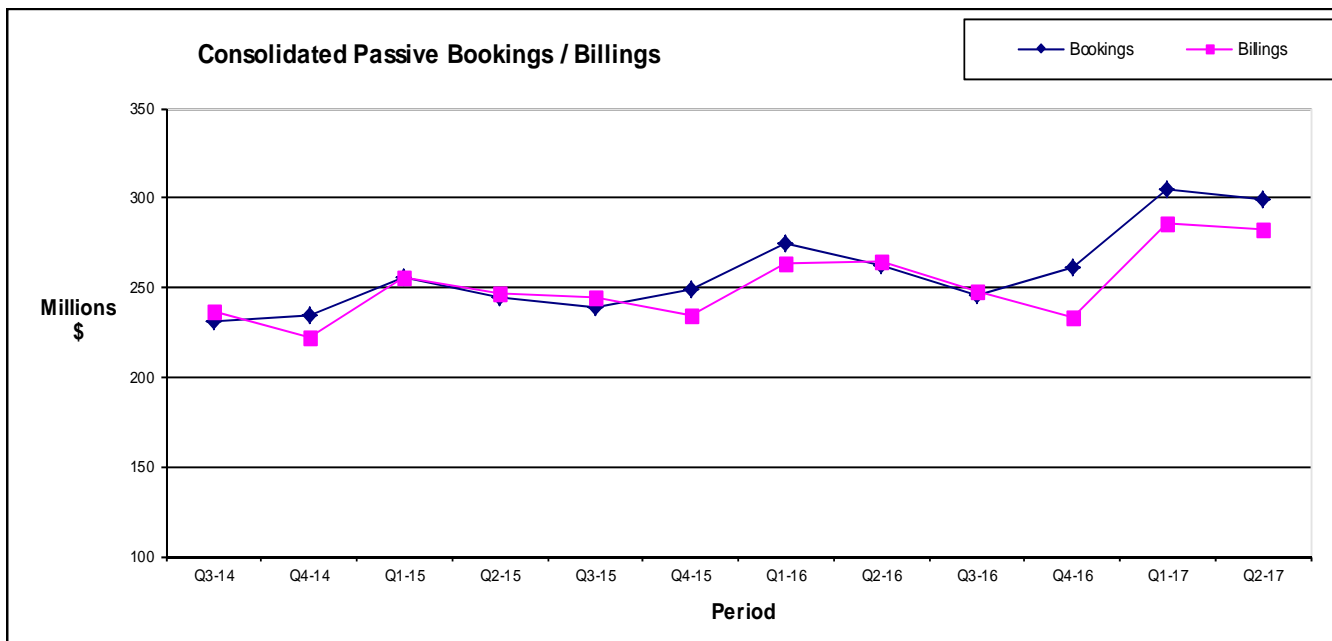


	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Bookings	1566	1587	1776	1697	1686	1715	1881	1784	1718	1908	2197	2142
Billings	1598	1523	1759	1705	1749	1618	1870	1787	1734	1677	2018	2024

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

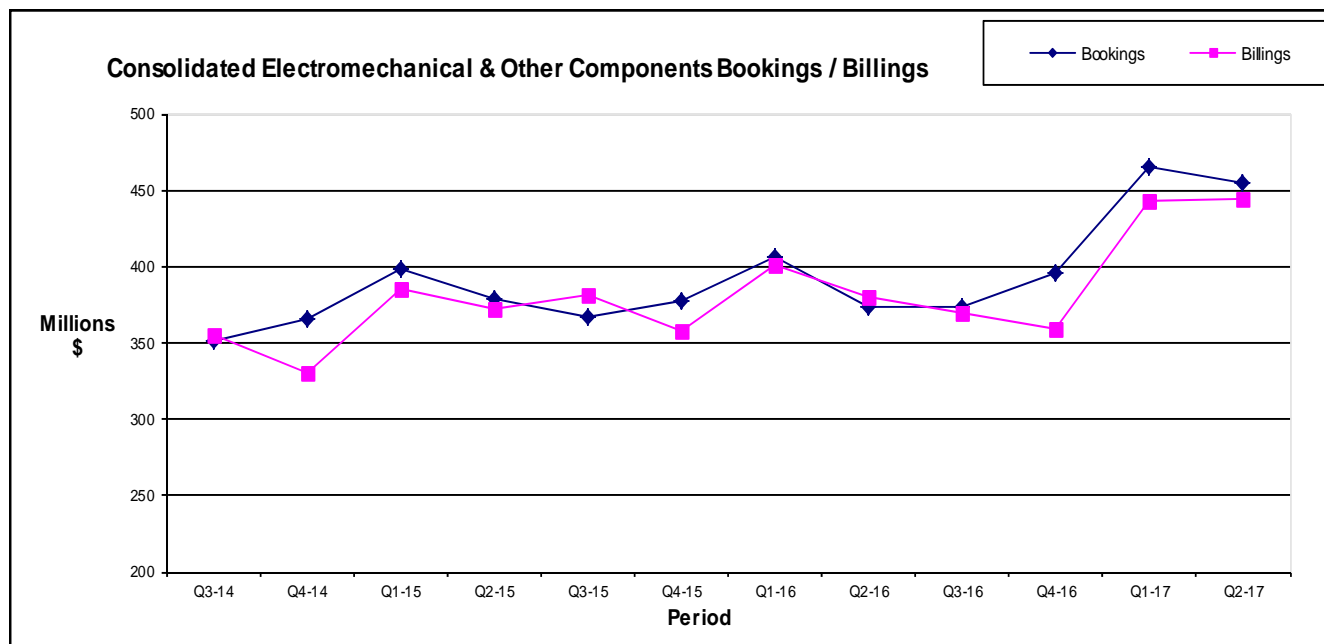


	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Bookings	1151	1156	1311	1255	1261	1271	1400	1338	1282	1455	1661	1617
Billings	1177	1133	1306	1268	1309	1199	1404	1334	1302	1264	1505	1513

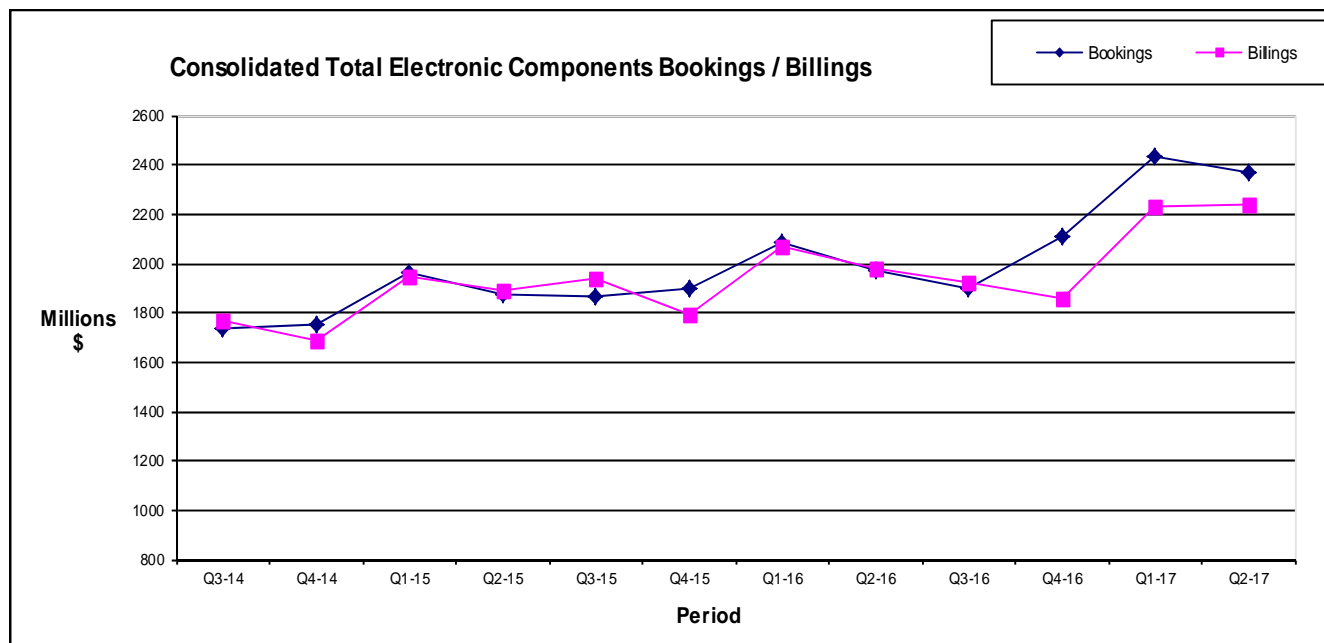


	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Bookings	231	234	256	244	239	249	275	263	245	261	305	299
Billings	236	222	256	247	245	234	264	264	248	234	286	283

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



	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Bookings	351	366	399	379	367	378	407	374	373	396	466	455
Billings	355	331	385	372	382	358	402	380	369	359	443	445



	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Bookings	1733	1756	1966	1878	1867	1898	2082	1975	1901	2112	2431	2371
Billings	1769	1686	1947	1887	1935	1790	2070	1978	1919	1856	2233	2240