



QUARTERLY TREND STATISTICS

Q2-2018

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International
Distribution of
Electronics
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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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 2015-2017 UK, FRANCE, ITALY, NORDIC and GERMANY

PERIOD: Q2 – 2018 ISSUED: 13th August 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.

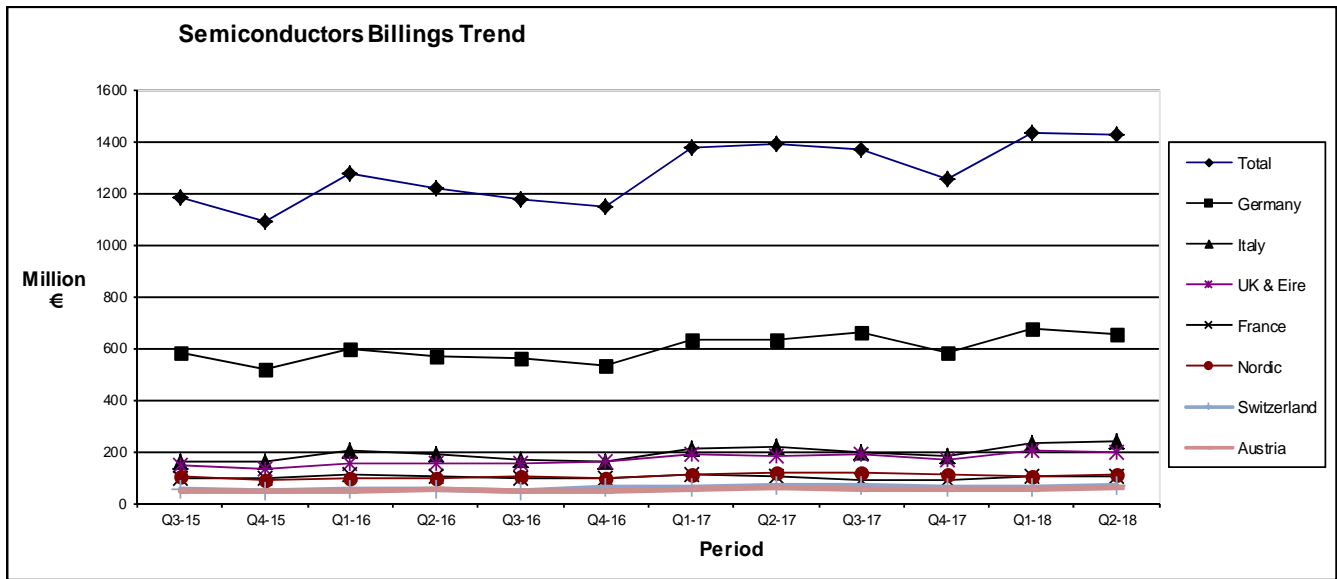
The consolidation has been carried out by *ecsn* (afdec) in the UK and any queries should be addressed to:-

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

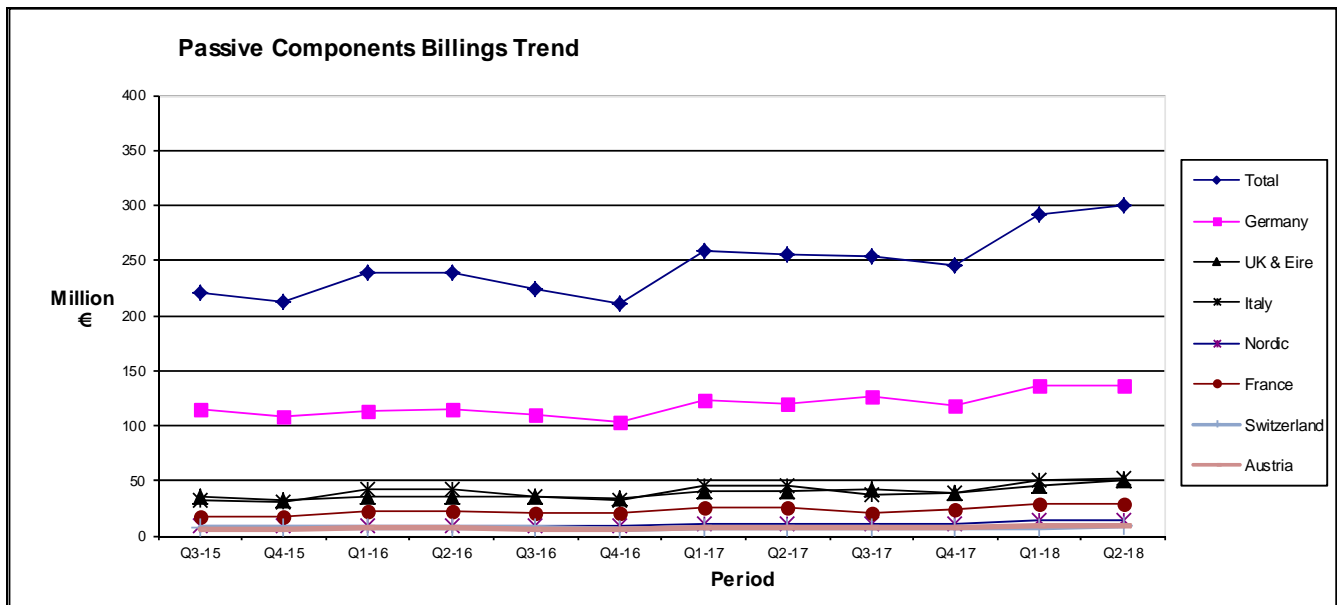
The trend statistics include data compiled by SPDEI (France), ASSODEL (Italy), *ecsn* (UK/Eire & NORDIC) and FBDI (Germany). The numbers shown represent the **actual** sales by member companies so reflect an accurate trend. It should be noted that revisions have been made to the UK, Nordic and Italian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

COUNTRY	Association	Approx. DTAM 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/afdec</i>	€570 Mill	€319 Mill	84%
Italy	ASSODEL	€549 Mill	€162 Mill	75%
Nordic	<i>ecsn/afdec</i>	€526 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).

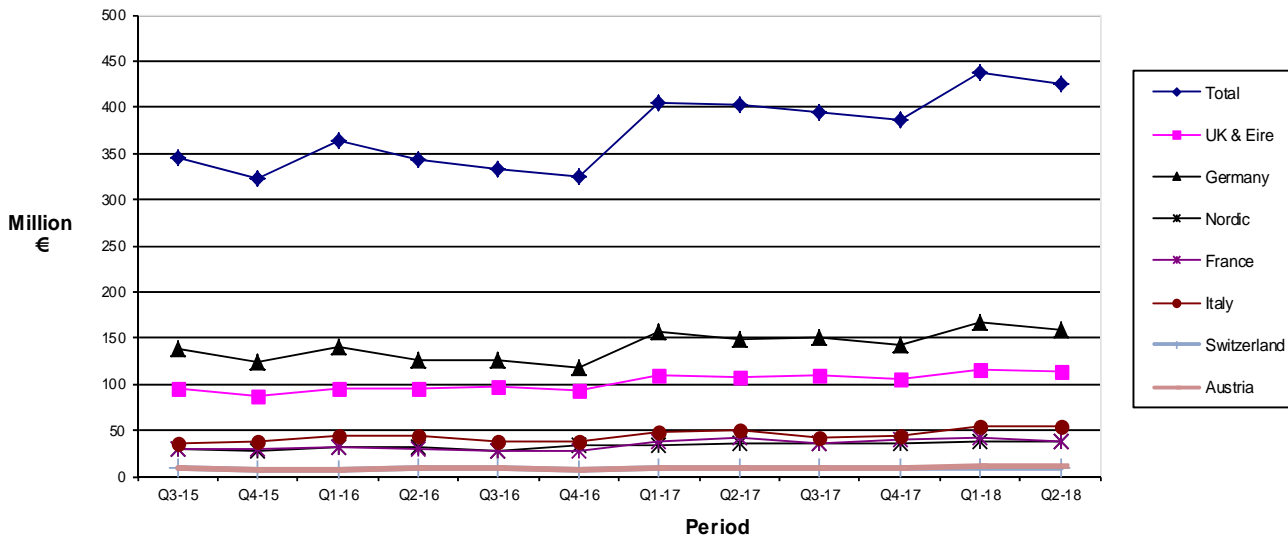


	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
Total	1179	1089	1273	1215	1176	1150	1372	1389	1365	1253	1434	1422
Germany	580	519	599	565	561	532	635	636	659	585	676	654
Italy	163	162	207	191	167	161	213	221	195	184	229	239
UK & Eire	147	132	154	153	157	160	186	182	187	170	206	194
France	95	93	113	105	98	97	113	102	92	91	104	104
Nordic	100	90	98	96	101	98	109	120	116	111	104	108
Switzerland	51	50	56	53	48	58	63	69	64	62	61	66
Austria	43	44	45	51	44	43	54	60	52	52	54	57



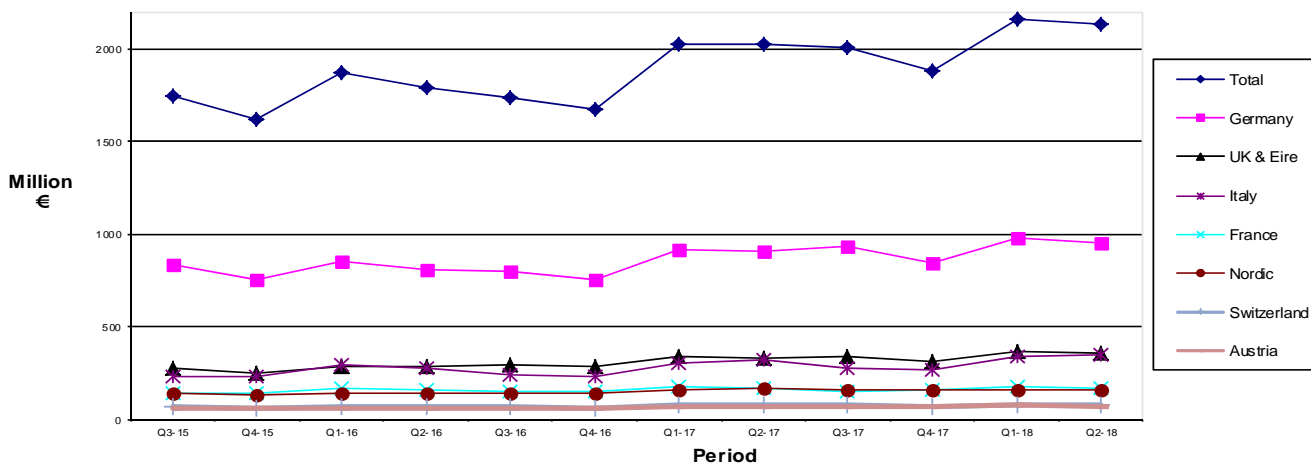
	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
Total	221	212	238	239	224	211	259	255	253	246	291	300
Germany	114	109	114	115	110	103	123	120	126	119	136	137
UK & Eire	35	32	36	35	36	34	40	40	42	39	45	50
Italy	32	31	42	41	35	32	45	45	38	38	51	52
Nordic	9	9	10	9	9	9	10	11	11	12	13	14
France	18	17	23	23	21	20	26	25	21	23	29	29
Switzerland	7	7	7	8	7	6	7	7	7	7	8	8
Austria	6	6	7	8	6	6	7	7	8	8	9	9

Electromechanical & Other Components Billings Trend



Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
345	323	363	343	334	324	405	402	394	387	438	425
94	87	96	95	97	94	110	108	110	105	116	114
138	125	141	126	126	117	157	148	152	141	167	158
29	28	33	31	29	33	35	36	35	36	38	39
30	30	32	30	27	28	38	41	37	41	41	38
37	38	45	44	38	37	48	51	42	44	55	55
8	7	8	8	9	8	9	9	9	9	10	10
8	8	8	9	9	8	10	10	9	9	11	11

Total Electronic Components Billings Trend

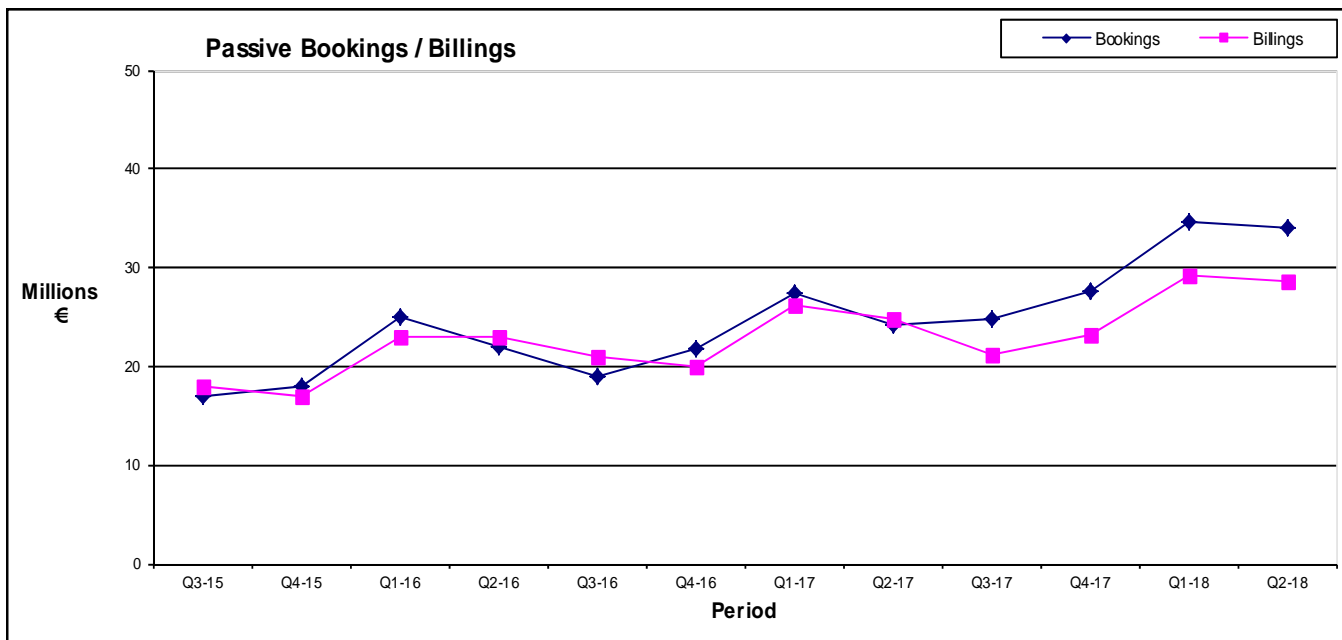


Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
1749	1618	1870	1787	1734	1677	2023	2024	2010	1877	2162	2134
832	753	854	805	797	752	914	904	937	845	978	949
277	252	286	284	289	288	336	329	339	314	367	358
231	231	294	277	240	231	306	316	274	266	334	346
143	140	168	158	146	145	177	168	150	155	175	171
138	127	140	137	138	140	154	167	161	159	156	161
71	61	68	66	69	62	73	76	80	72	79	78
57	54	59	61	55	59	63	64	69	65	73	71

FRANCE



	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
Bookings	92	91	118	110	95	106	120	108	98	105	119	109
Billings	95	93	113	105	98	97	113	102	92	91	104	104

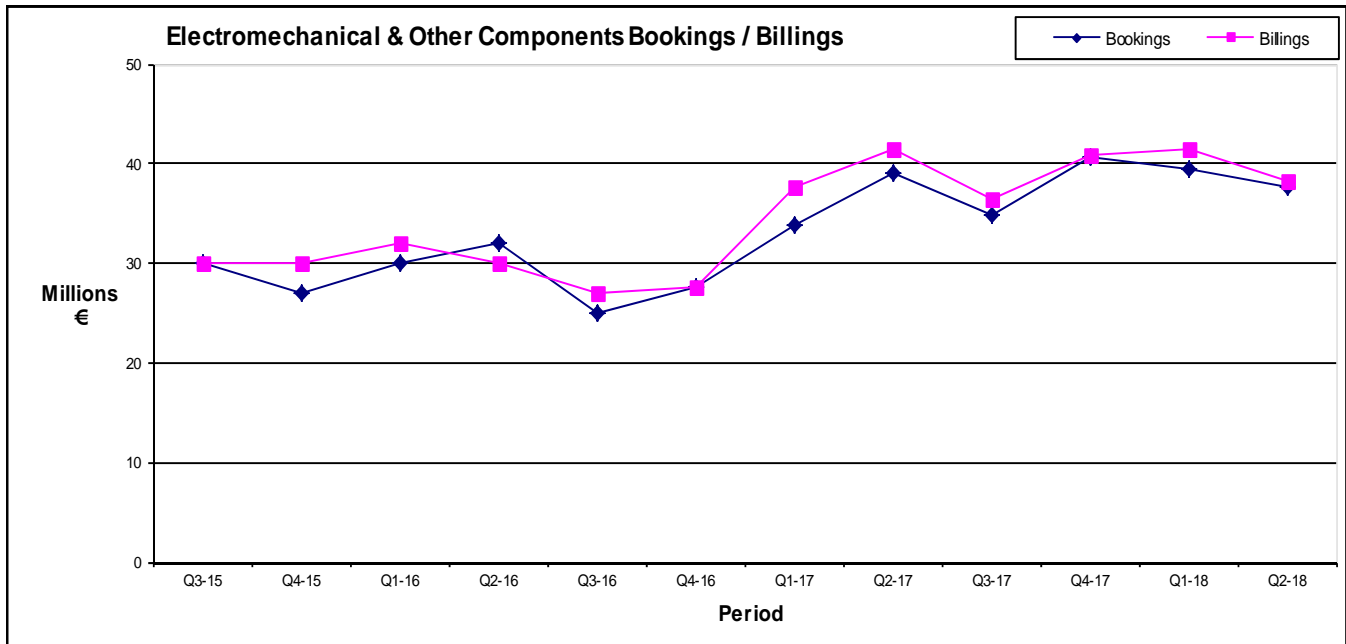


	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
Bookings	17	18	25	22	19	22	27	24	25	28	35	34
Billings	18	17	23	23	21	20	26	25	21	23	29	29

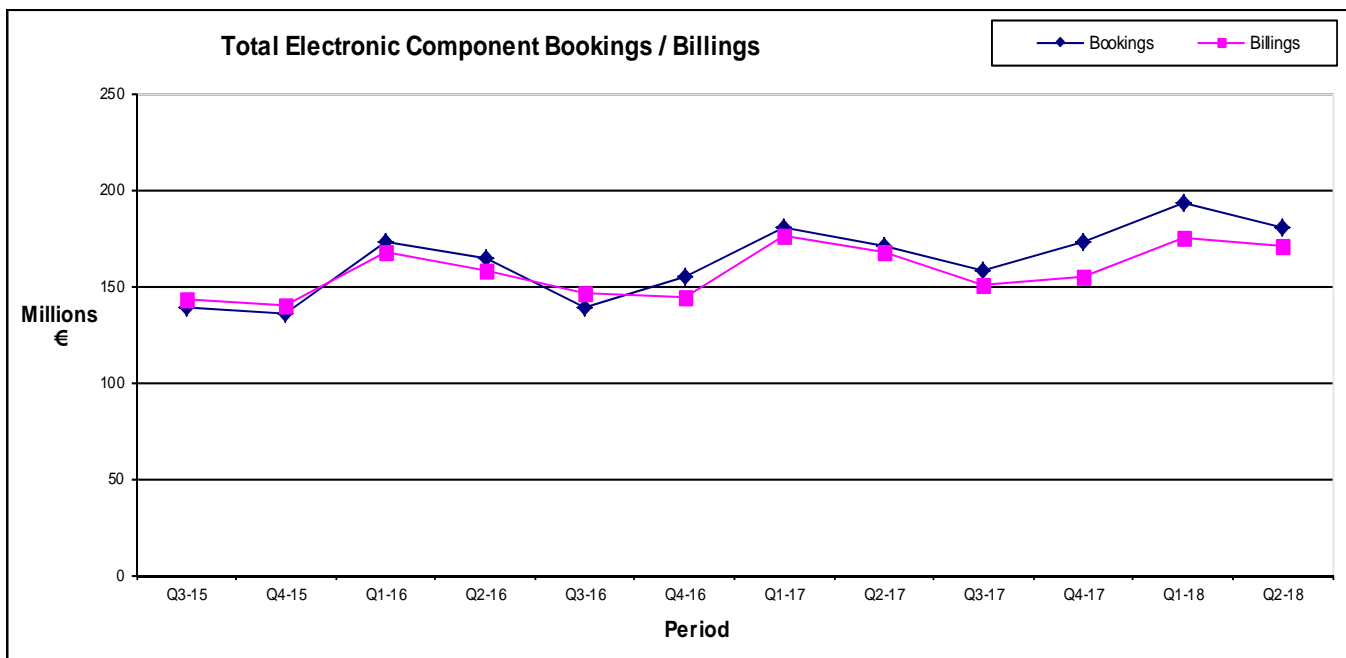


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FRANCE

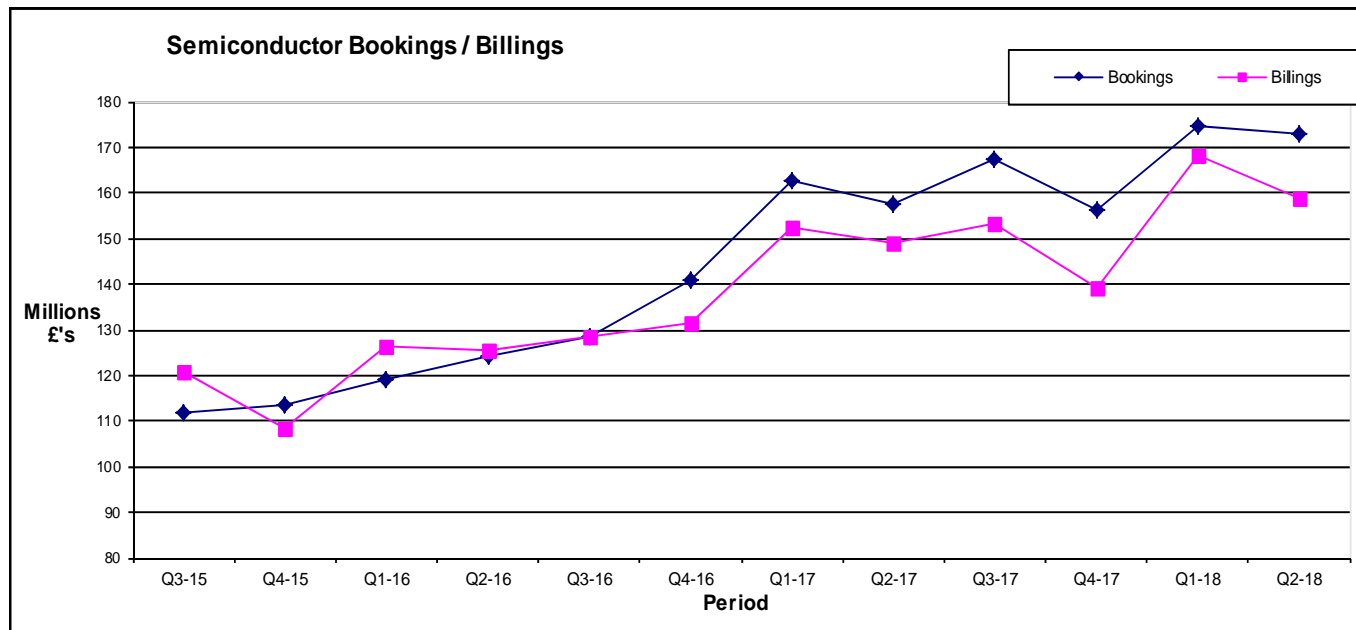


	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
Bookings	30	27	30	32	25	28	34	39	35	41	39	38
Billings	30	30	32	30	27	28	38	41	37	41	41	38

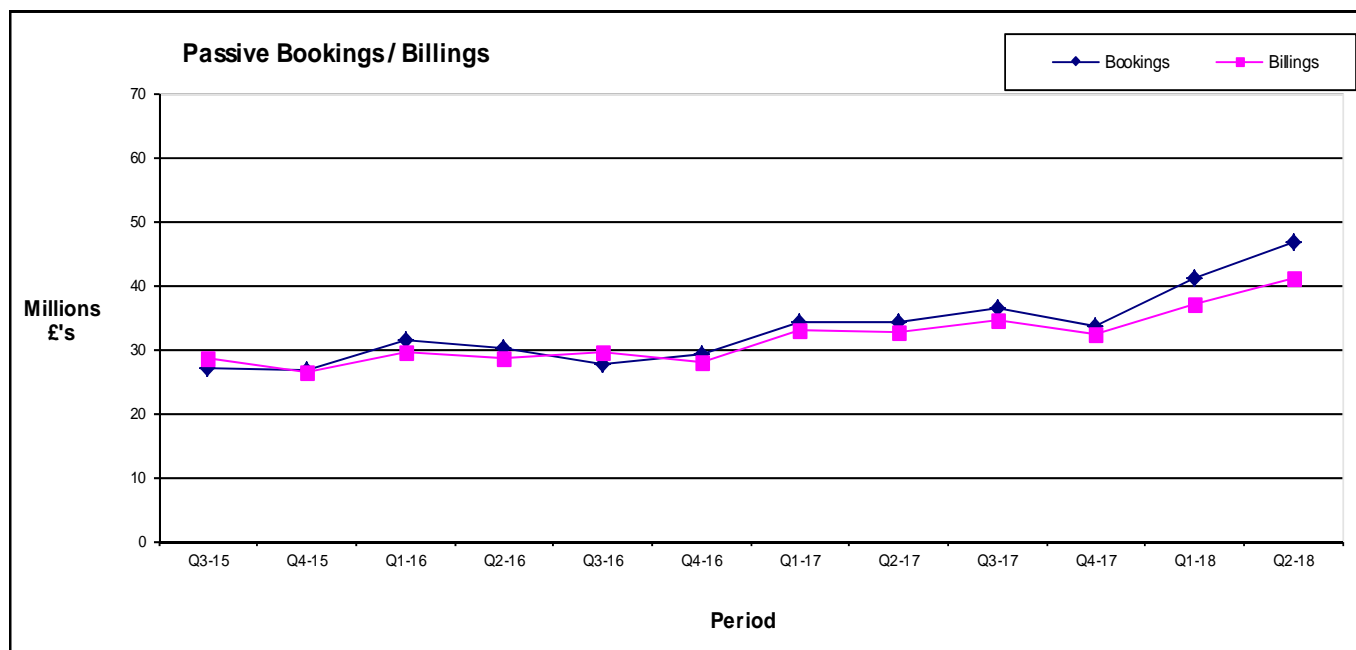


	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
Bookings	139	136	173	164	139	155	181	171	158	173	193	181
Billings	143	140	168	158	146	145	177	168	150	155	175	171

UK & Eire

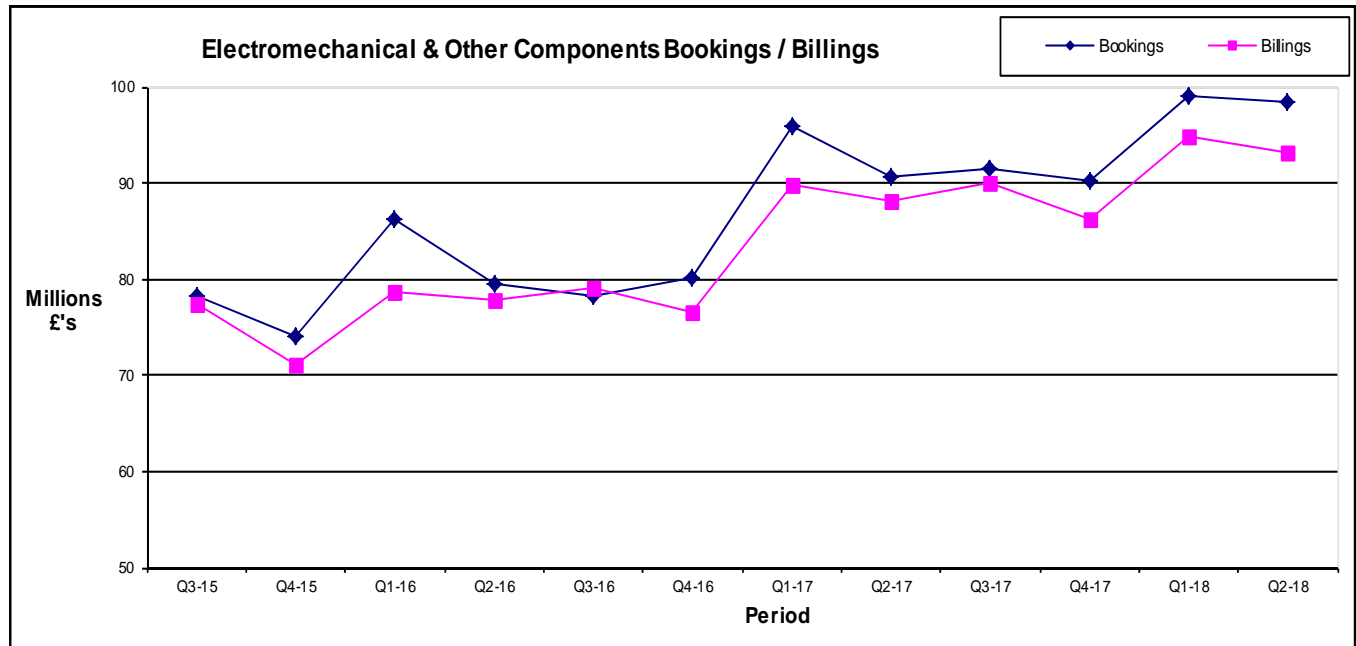


	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
Bookings	112	114	119	124	128	141	163	158	167	156	175	173
Billings	121	108	126	126	128	131	152	149	153	139	168	159

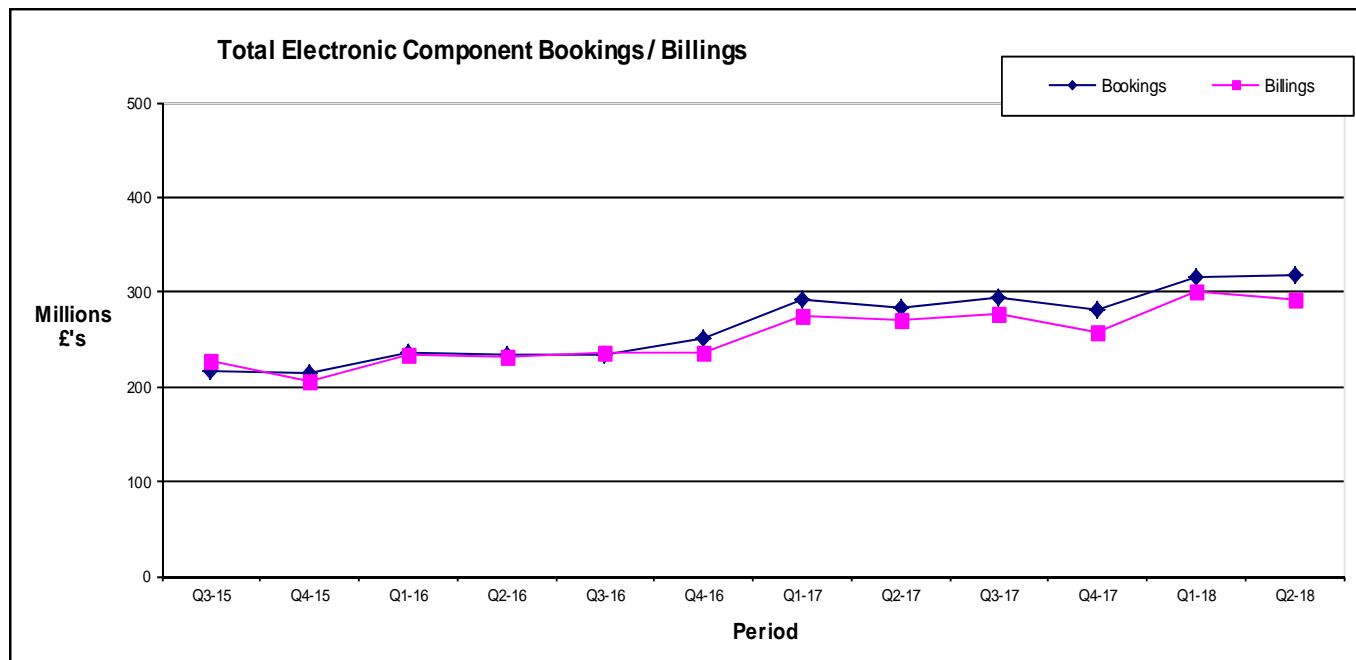


	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
Bookings	27	27	31	30	28	29	34	34	36	34	41	47
Billings	29	26	29	29	29	28	33	33	35	32	37	41

UK & Eire

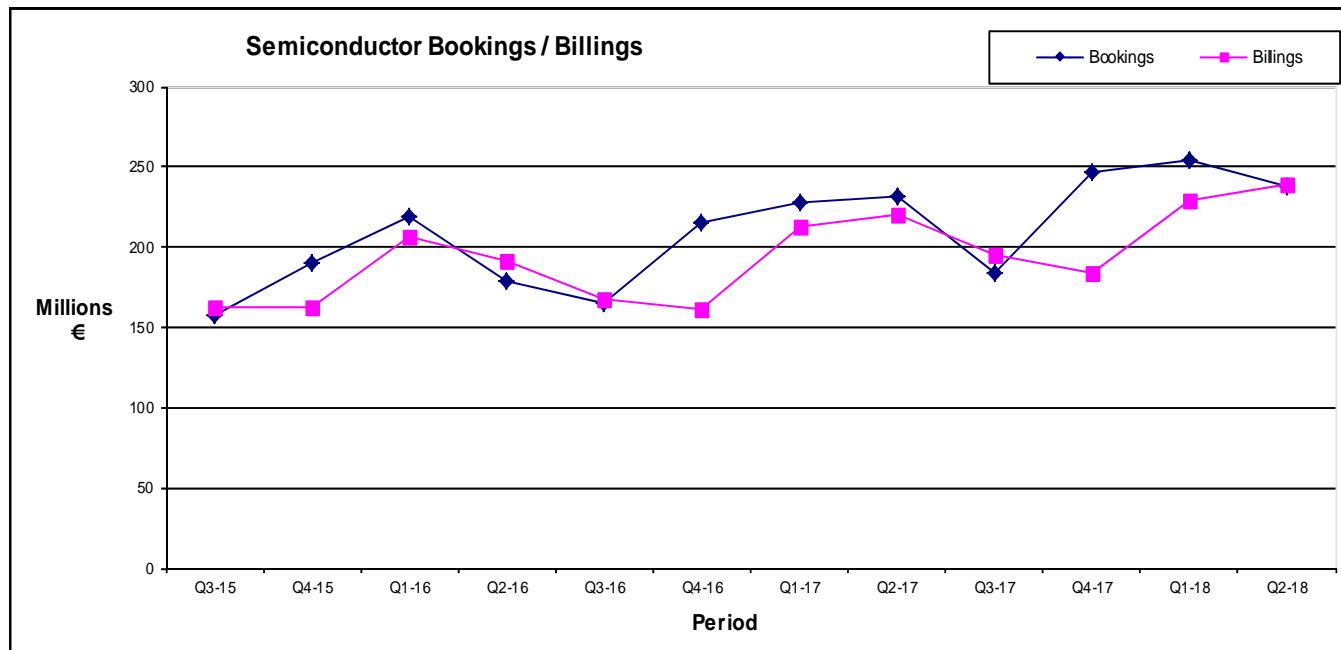


	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
Bookings	78	74	86	79	78	80	96	91	91	90	99	98
Billings	77	71	79	78	79	77	90	88	90	86	95	93

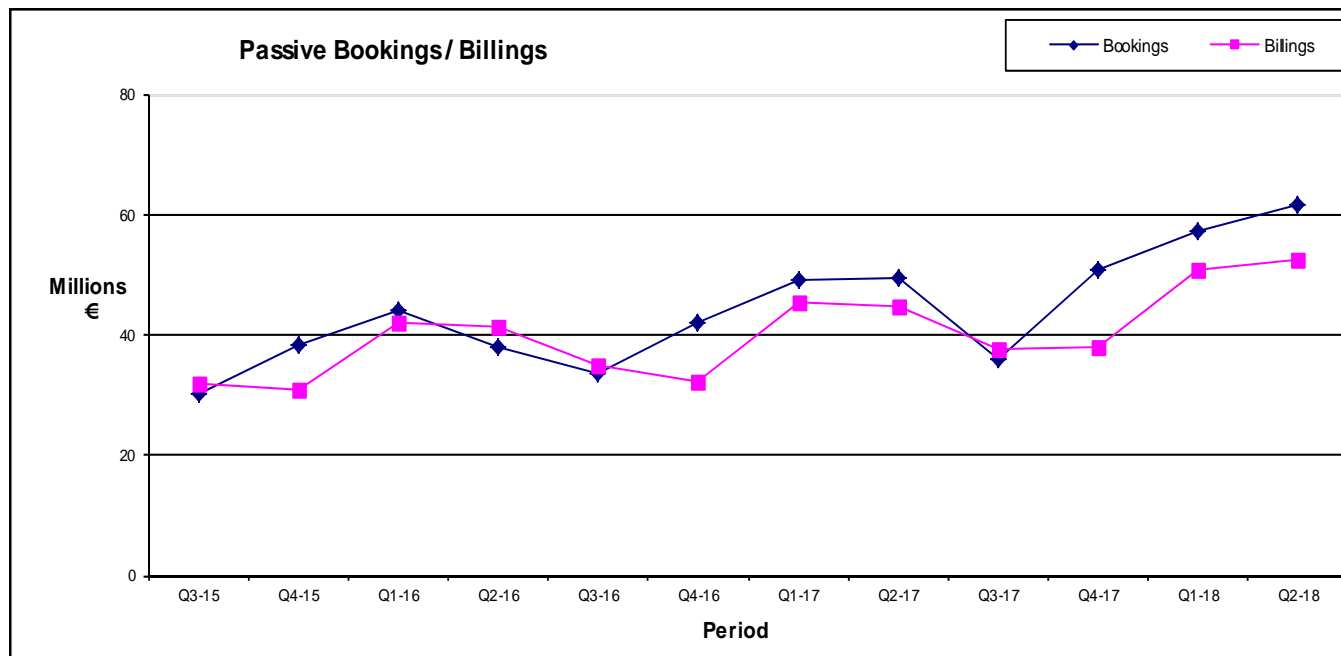


	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
Bookings	217	214	237	234	234	250	293	283	295	280	315	318
Billings	227	206	235	232	237	236	275	270	278	257	300	293

ITALY

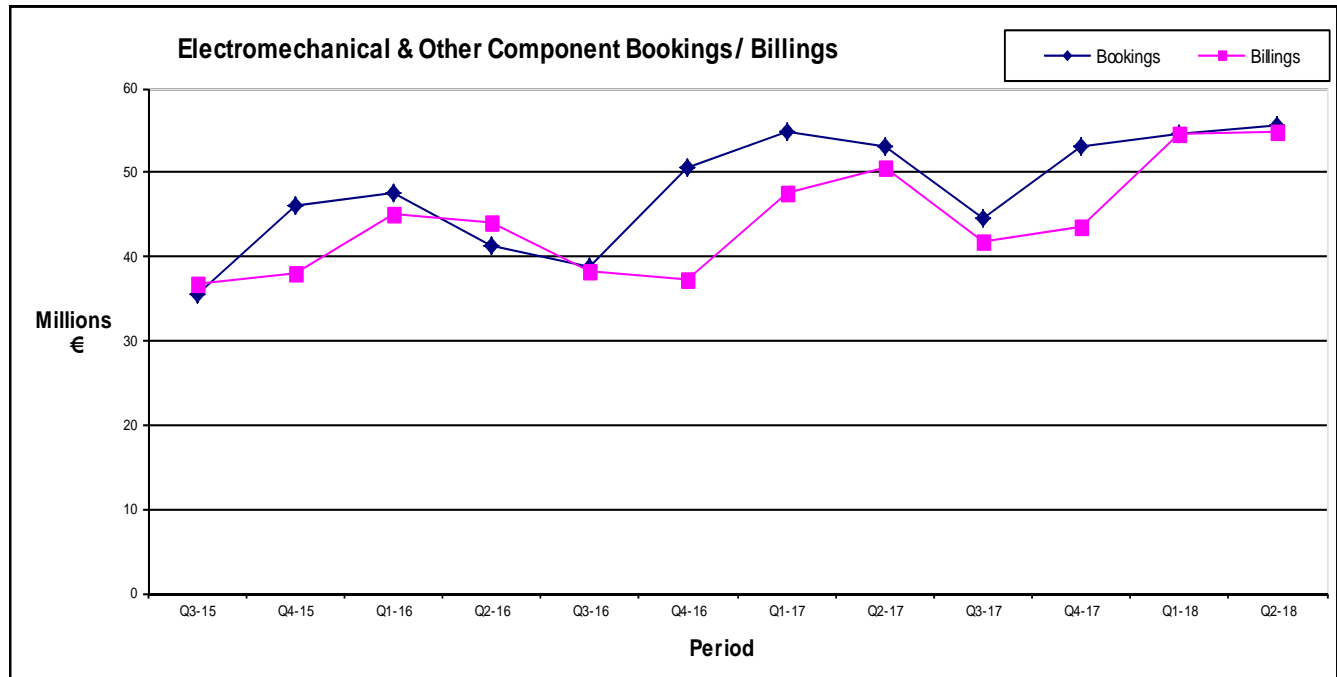


	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
Bookings	157	190	219	179	165	215	227	232	184	247	255	237
Billings	163	162	207	191	167	161	213	221	195	184	229	239

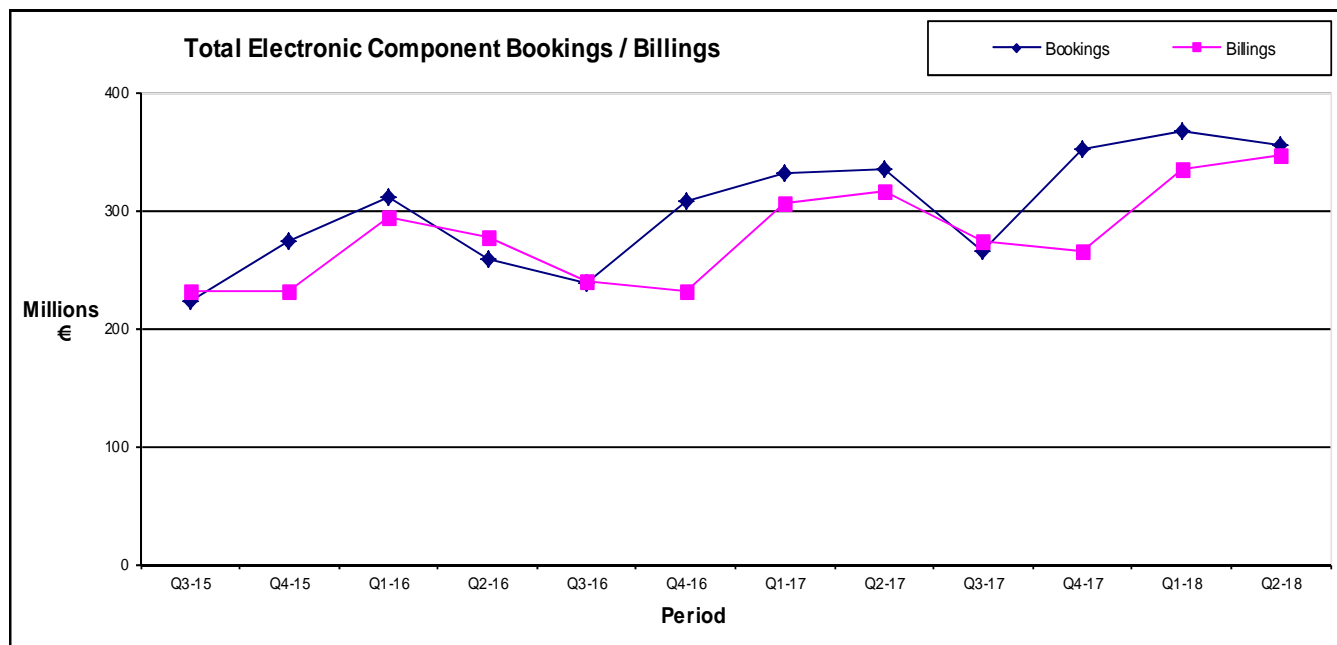


	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
Bookings	30	38	44	38	34	42	49	50	36	51	57	62
Billings	32	31	42	41	35	32	45	45	38	38	51	52

ITALY

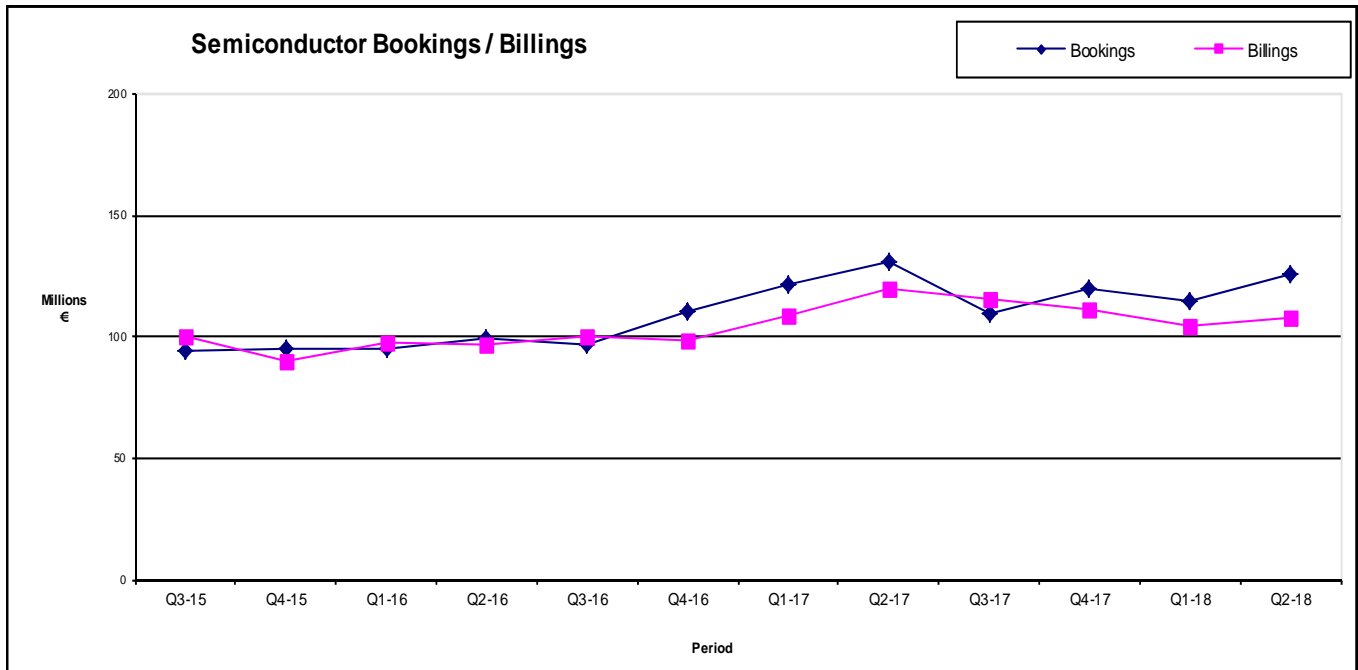


	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
Bookings	36	46	48	41	39	51	55	53	44	53	55	56
Billings	37	38	45	44	38	37	48	51	42	44	55	55

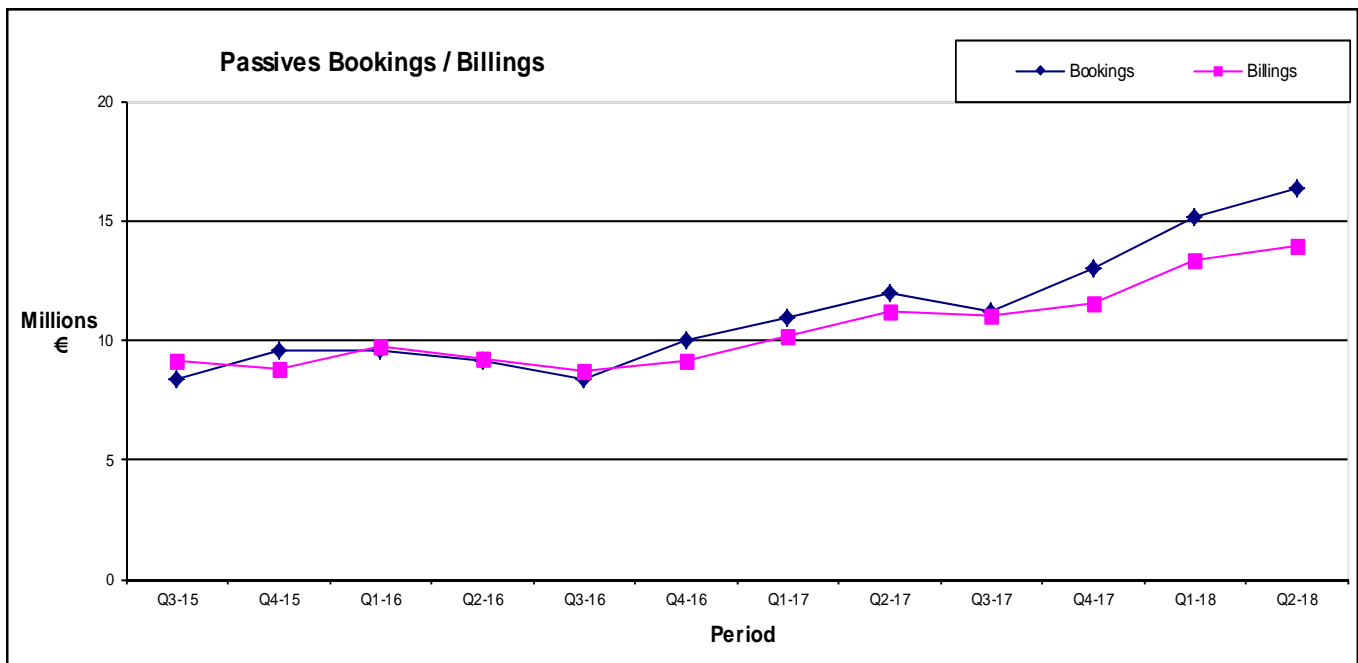


	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
Bookings	223	274	311	258	237	308	331	335	265	351	367	355
Billings	231	231	294	277	240	231	306	316	274	266	334	346

NORDIC

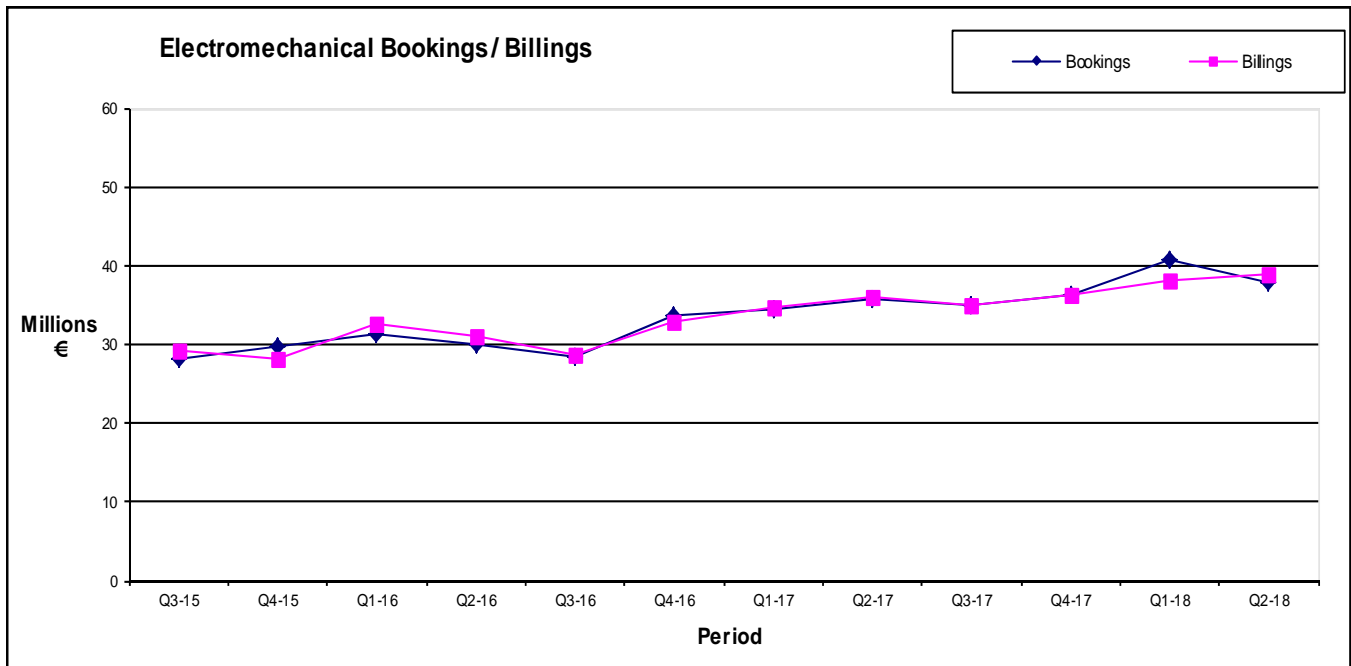


	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
Bookings	94	95	95	99	97	110	122	131	110	120	115	126
Billings	100	90	98	96	101	98	109	120	116	111	104	108

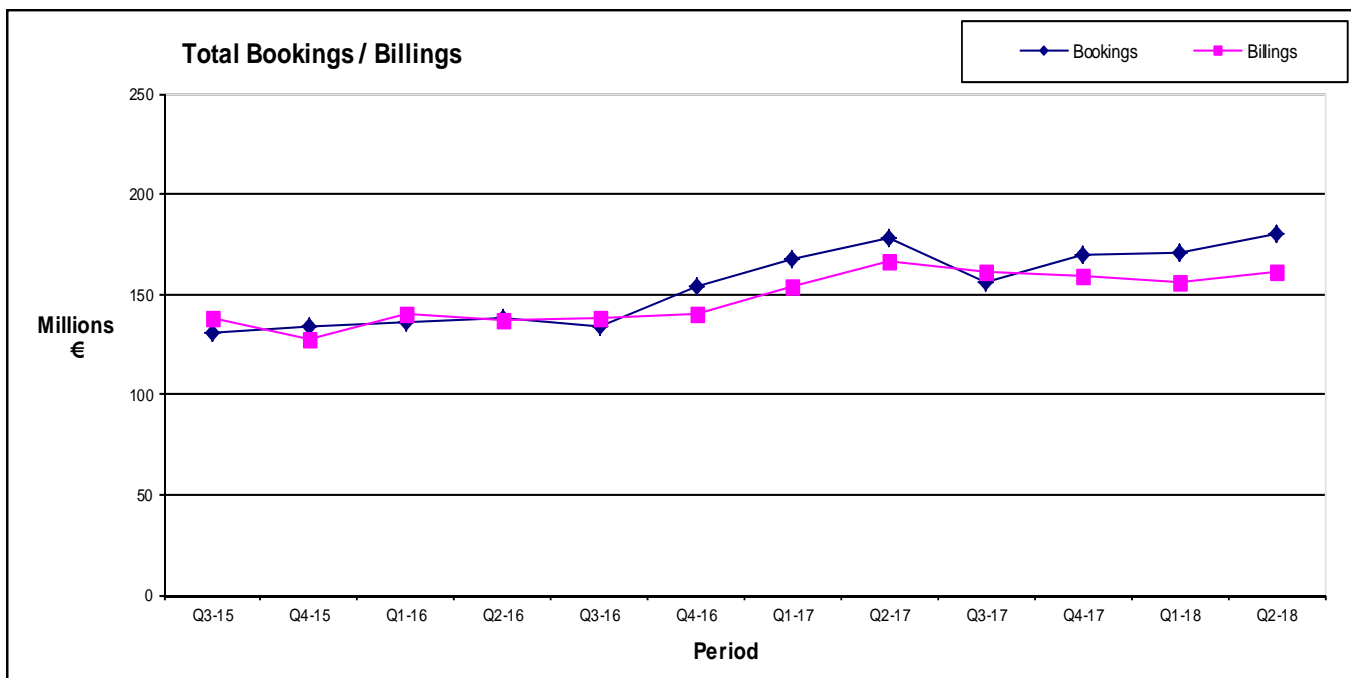


Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
8	10	10	9	8	10	11	12	11	13	15	16
9	9	10	9	9	9	10	11	11	12	13	14

NORDIC

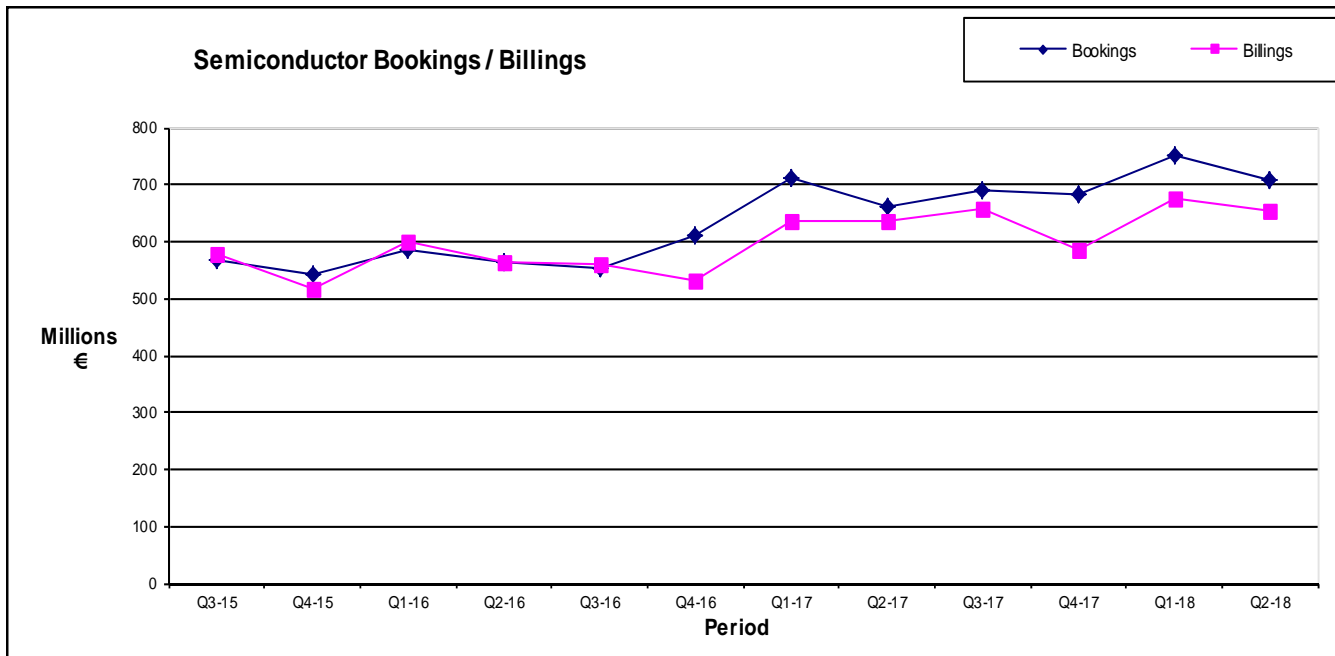


Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
28	30	31	30	28	34	35	36	35	36	41	38
29	28	33	31	29	33	35	36	35	36	38	39

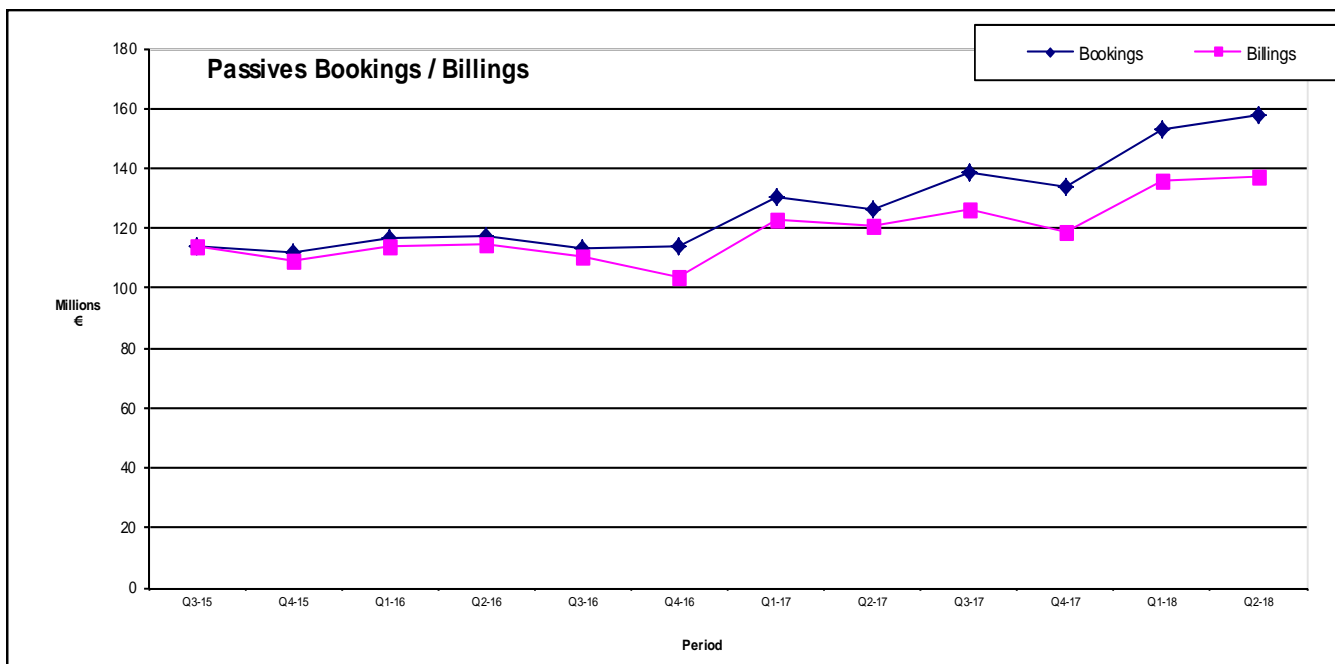


Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
130	134	136	138	134	154	167	179	156	169	171	180
138	127	140	137	138	140	154	167	161	159	156	161

GERMANY

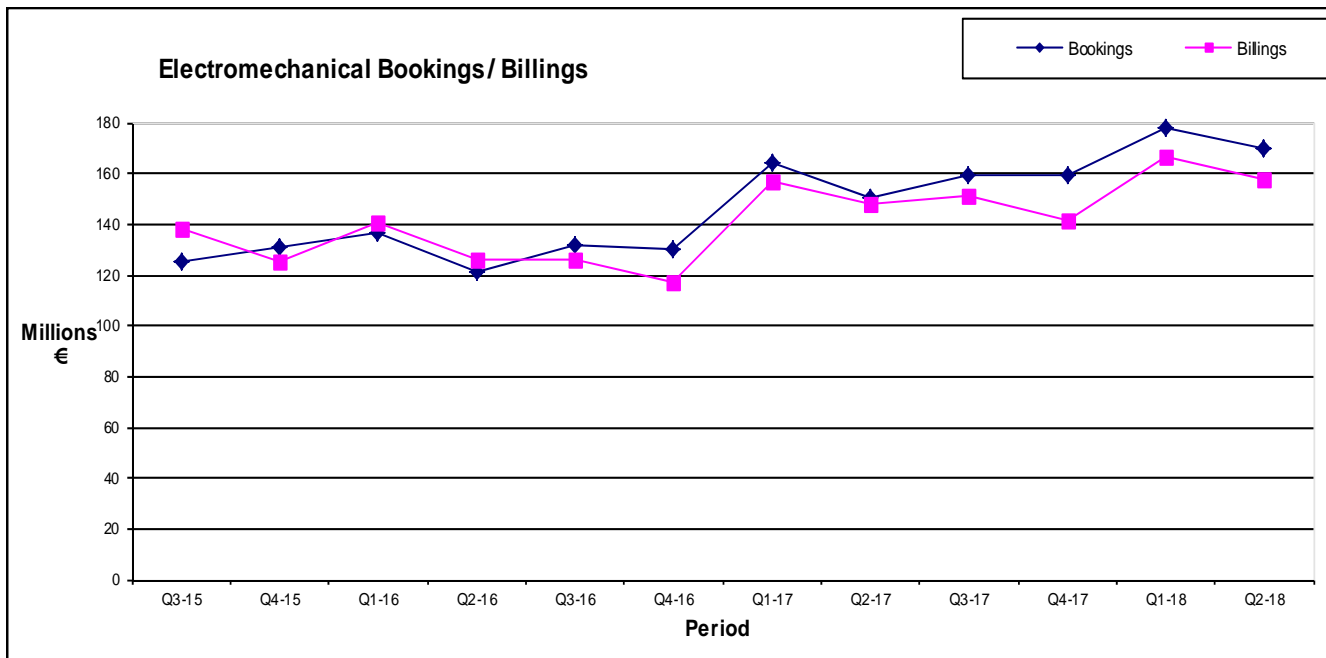


Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
566	541	586	565	552	610	710	662	691	684	752	708
580	519	599	565	561	532	635	636	659	585	676	654

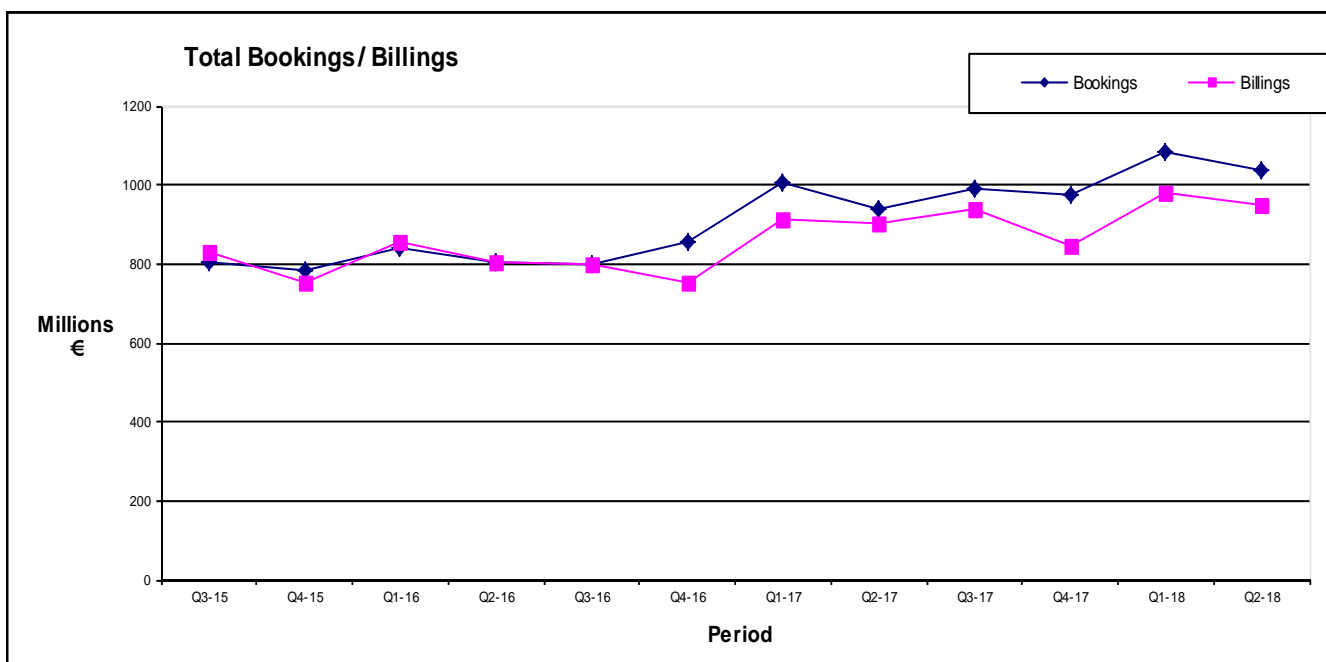


Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
114	112	117	118	114	114	131	126	139	134	153	158
114	109	114	115	110	103	123	120	126	119	136	137

GERMANY

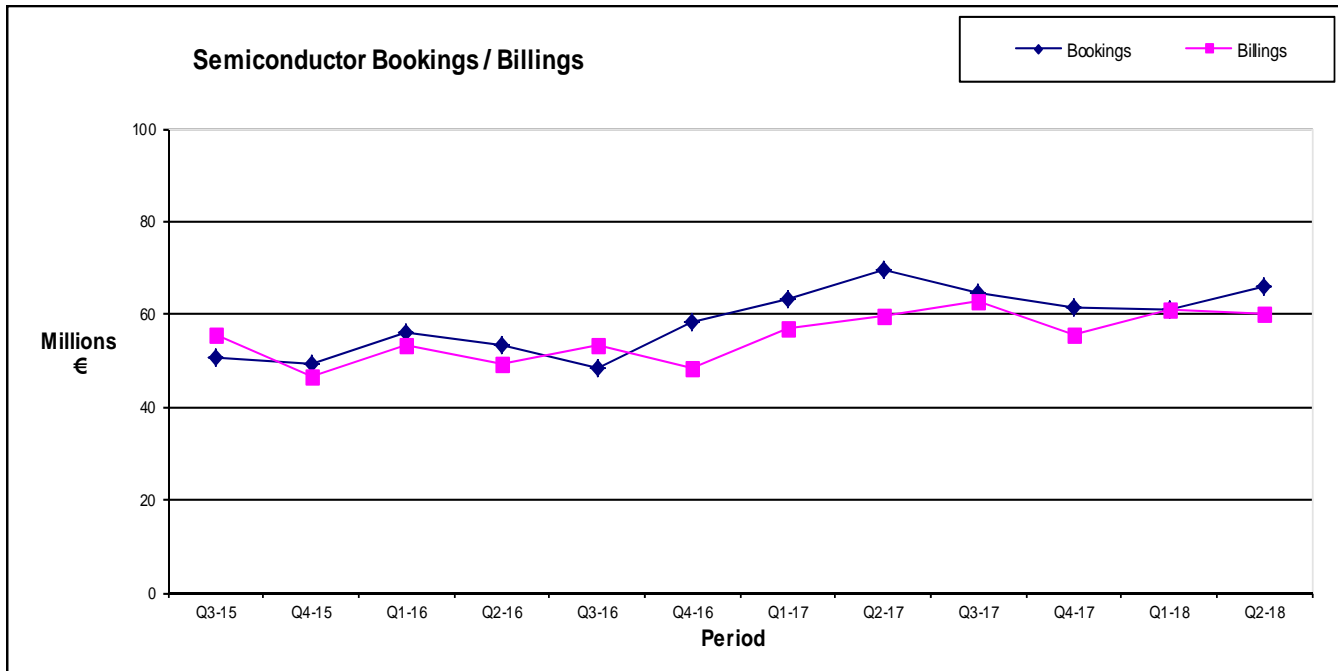


Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
125	131	137	121	132	130	164	150	159	159	178	170
138	125	141	126	126	117	157	148	152	141	167	158

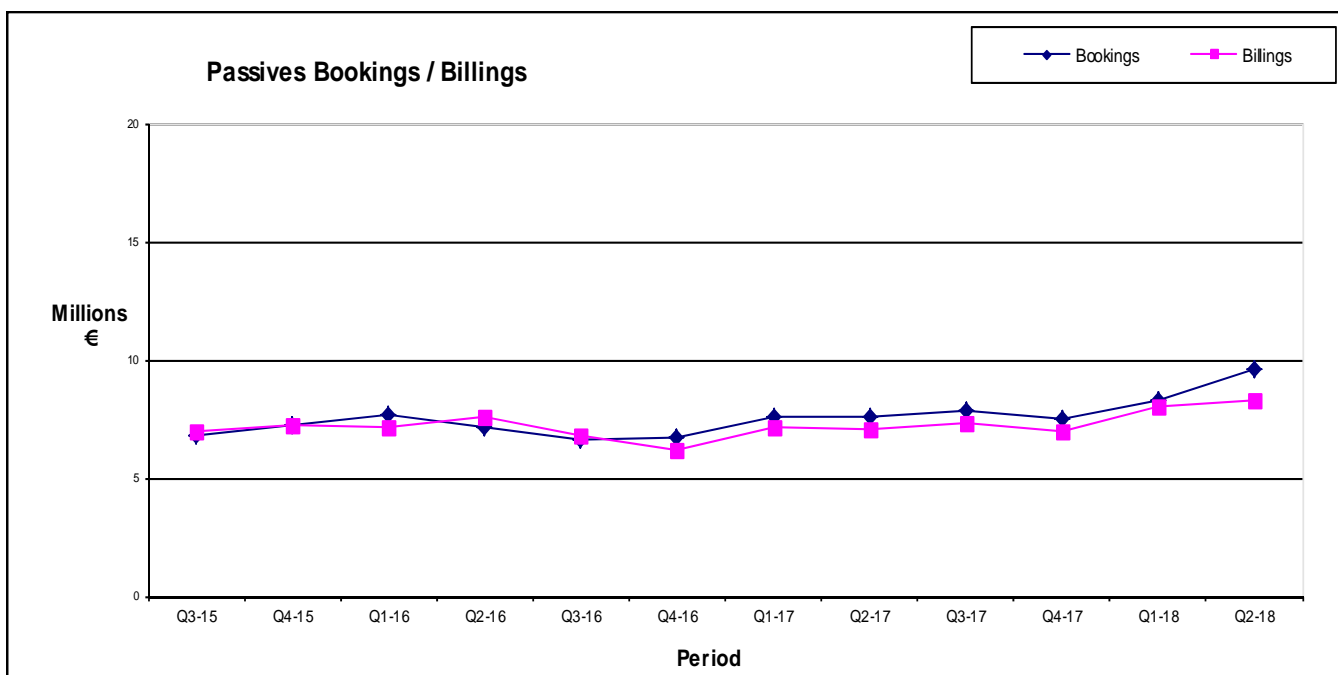


Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
805	784	840	804	798	854	1005	938	989	976	1083	1036
832	753	854	805	797	752	914	904	937	845	978	949

SWITZERLAND

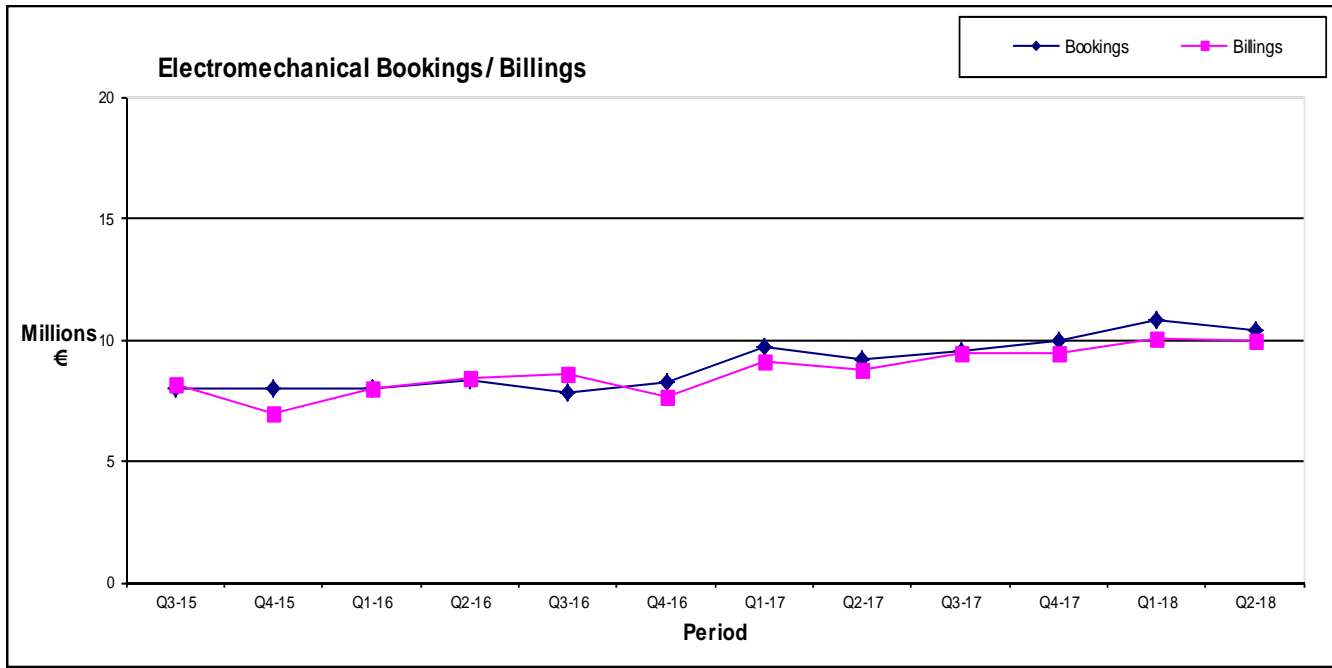


Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
51	50	56	53	48	58	63	69	64	62	61	66
55	47	53	49	53	49	57	60	63	56	61	60

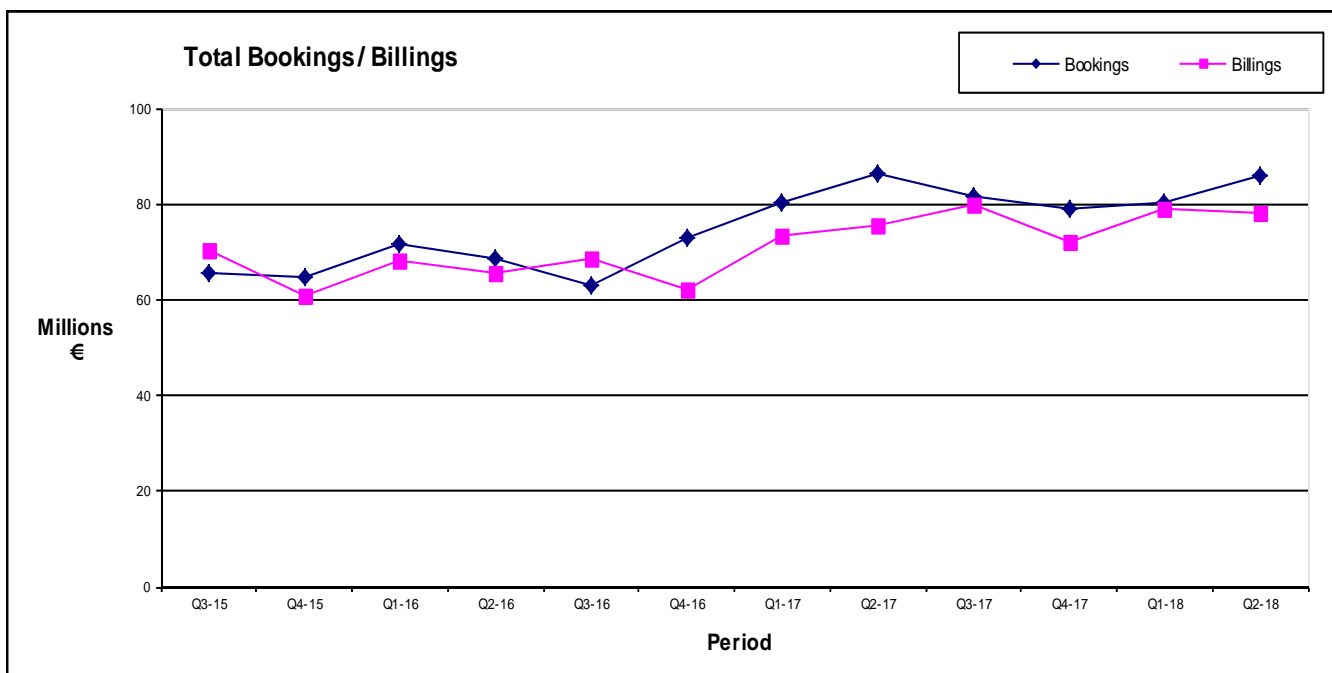


Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
7	7	8	7	7	7	8	8	8	7	8	10
7	7	7	8	7	6	7	7	7	7	8	8

SWITZERLAND

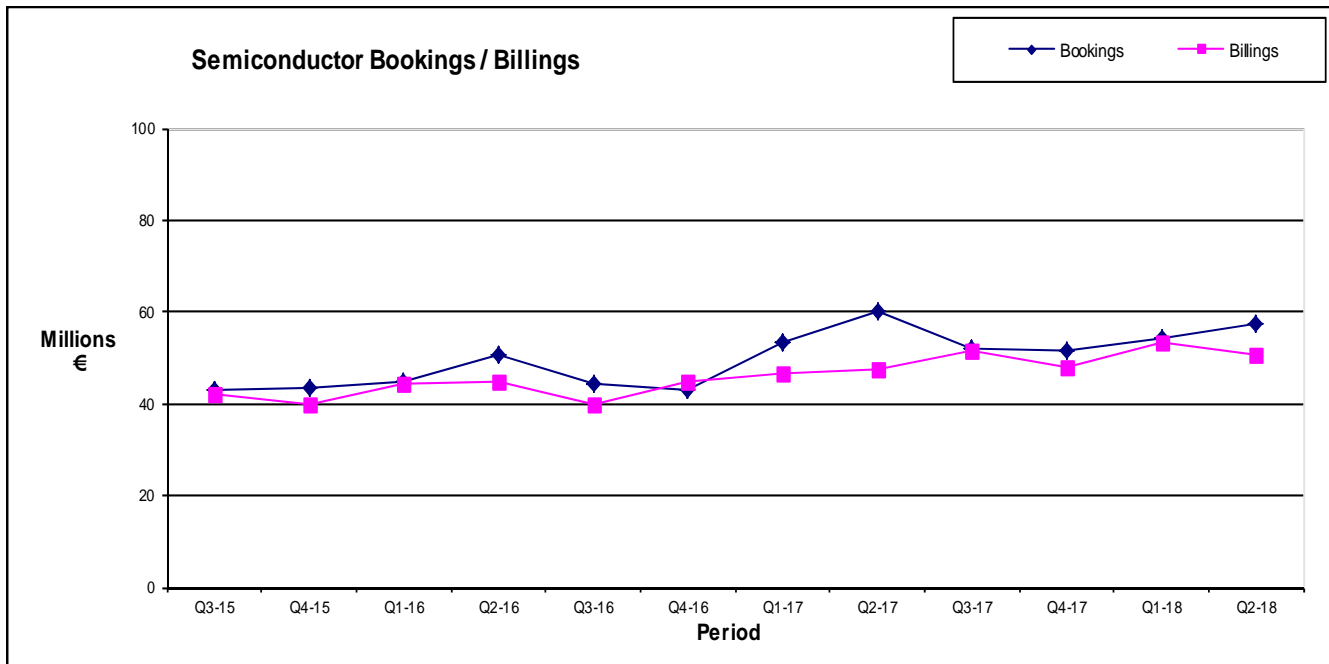


Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
8	8	8	8	8	8	10	9	10	10	11	10
8	7	8	8	9	8	9	9	9	9	10	10

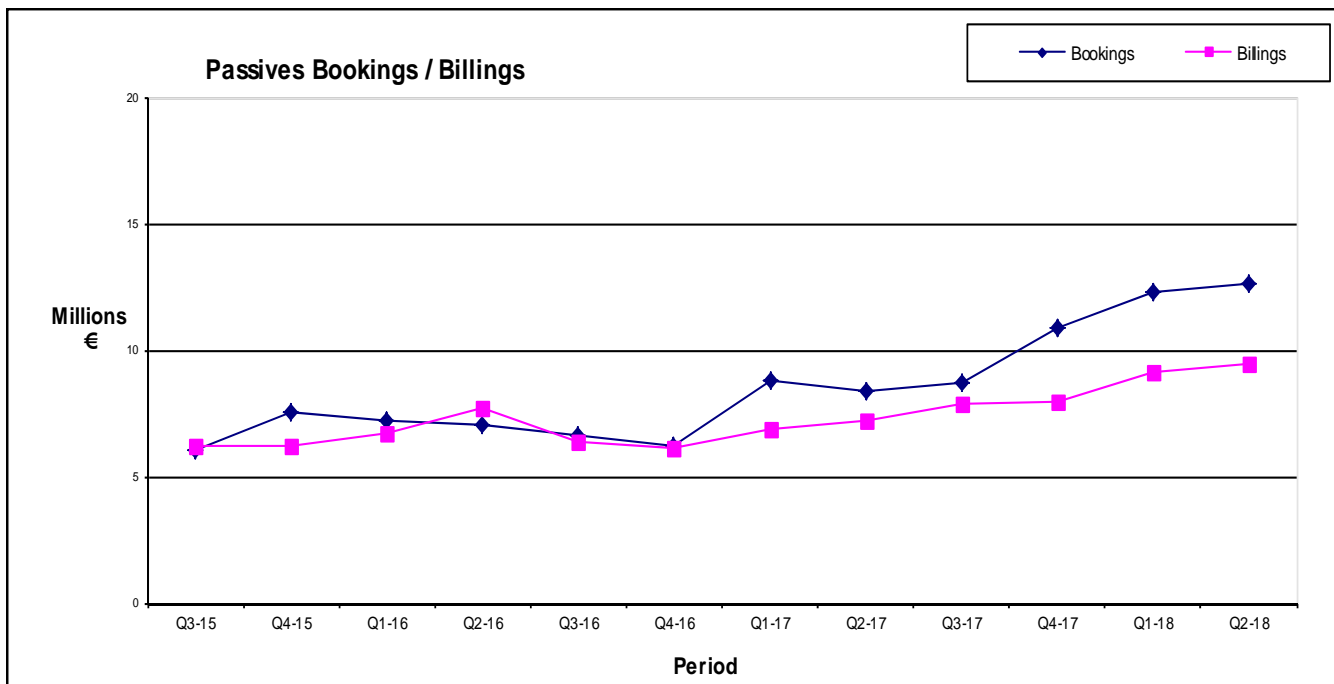


Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
66	65	72	69	63	73	81	86	82	79	80	86
71	61	68	66	69	62	73	76	80	72	79	78

AUSTRIA

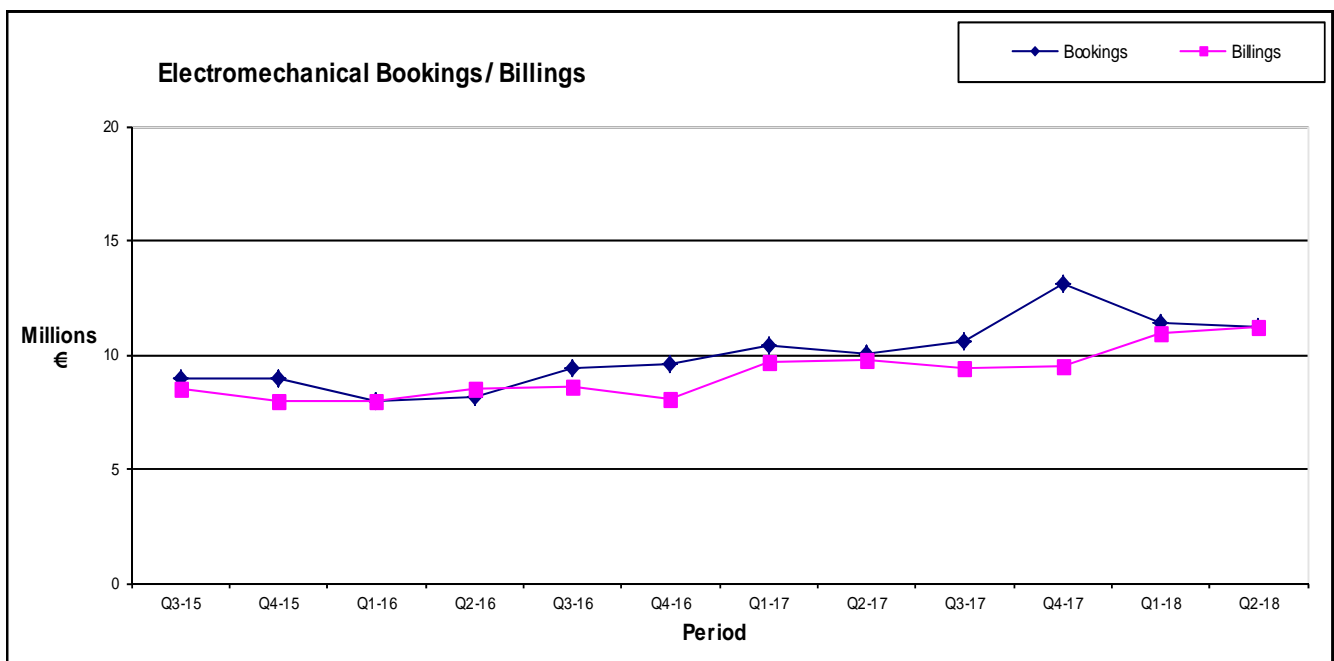


Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
43	44	45	51	44	43	54	60	52	52	54	57
42	40	44	45	40	45	47	47	52	48	53	50

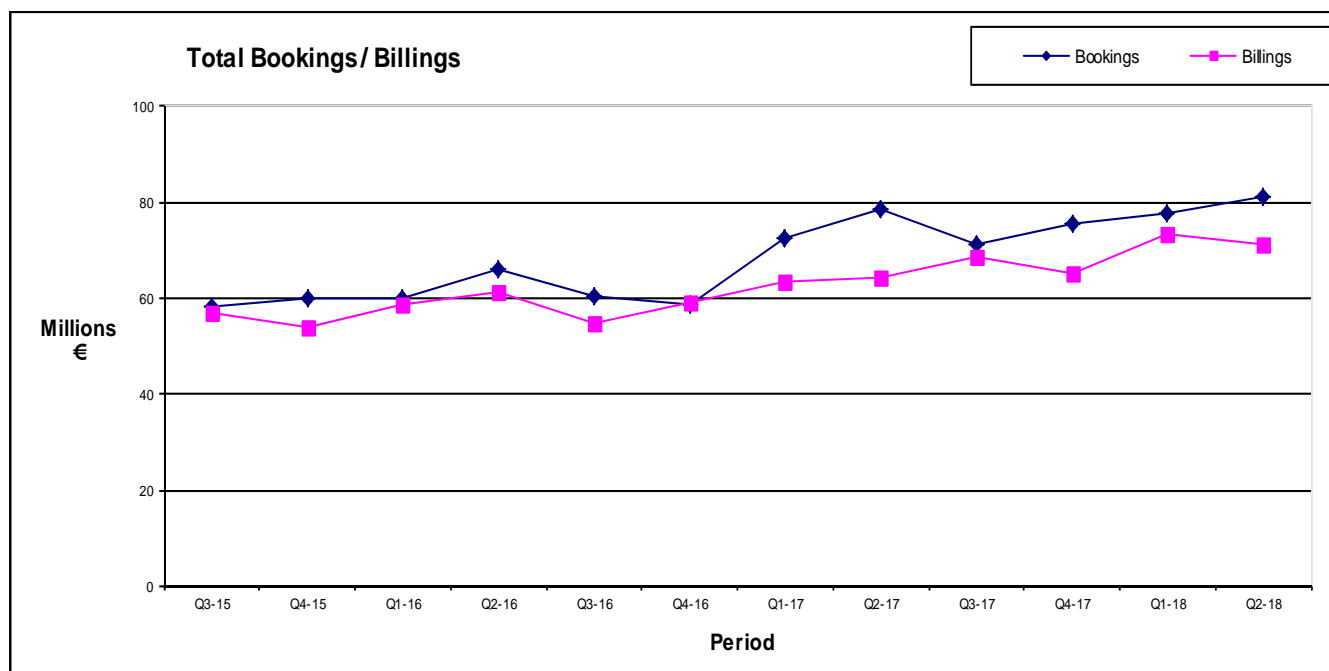


Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
6	8	7	7	7	6	9	8	9	11	12	13
6	6	7	8	6	6	7	7	8	8	9	9

AUSTRIA

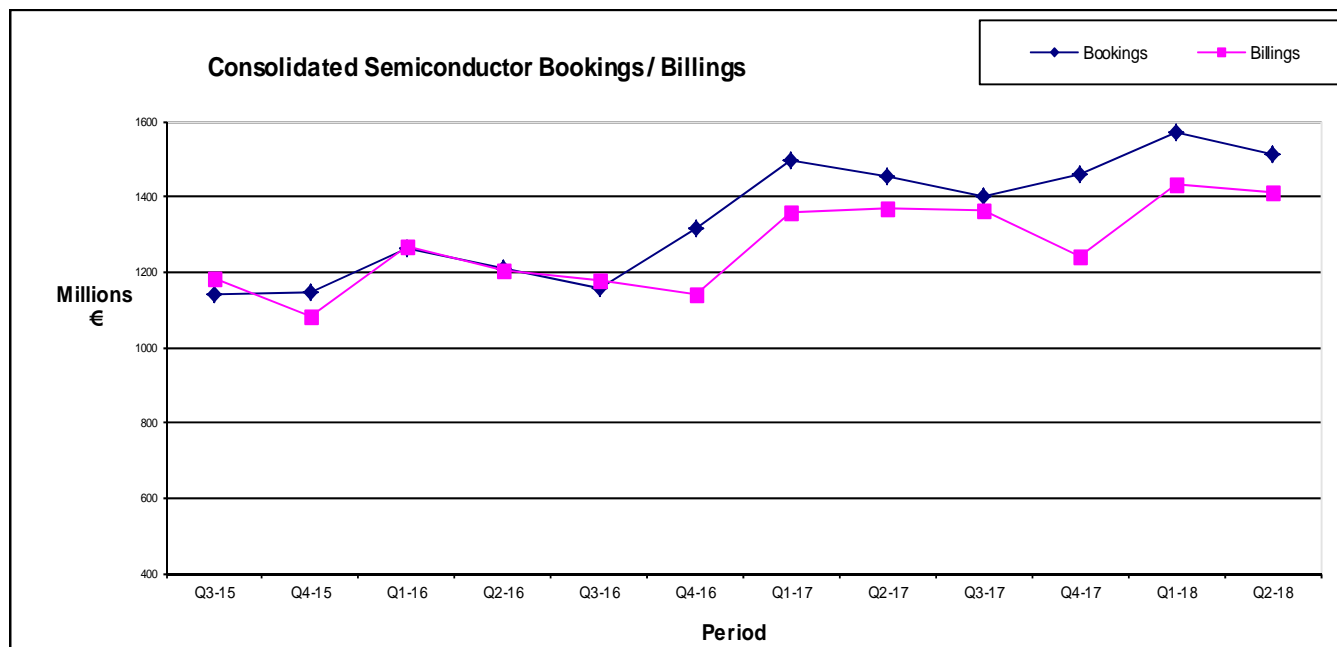


Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
9	9	8	8	9	10	10	10	11	13	11	11
8	8	8	9	9	8	10	10	9	9	11	11

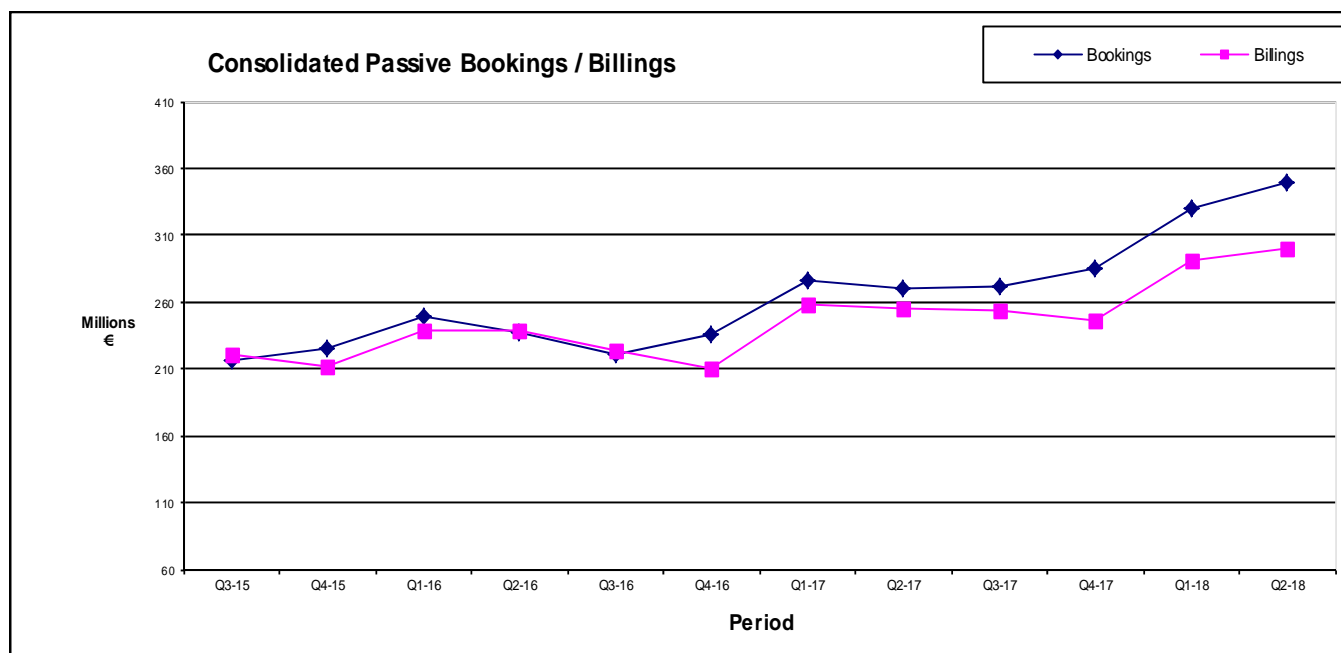


Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
58	60	60	66	60	59	73	78	71	76	78	81
57	54	59	61	55	59	63	64	69	65	73	71

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

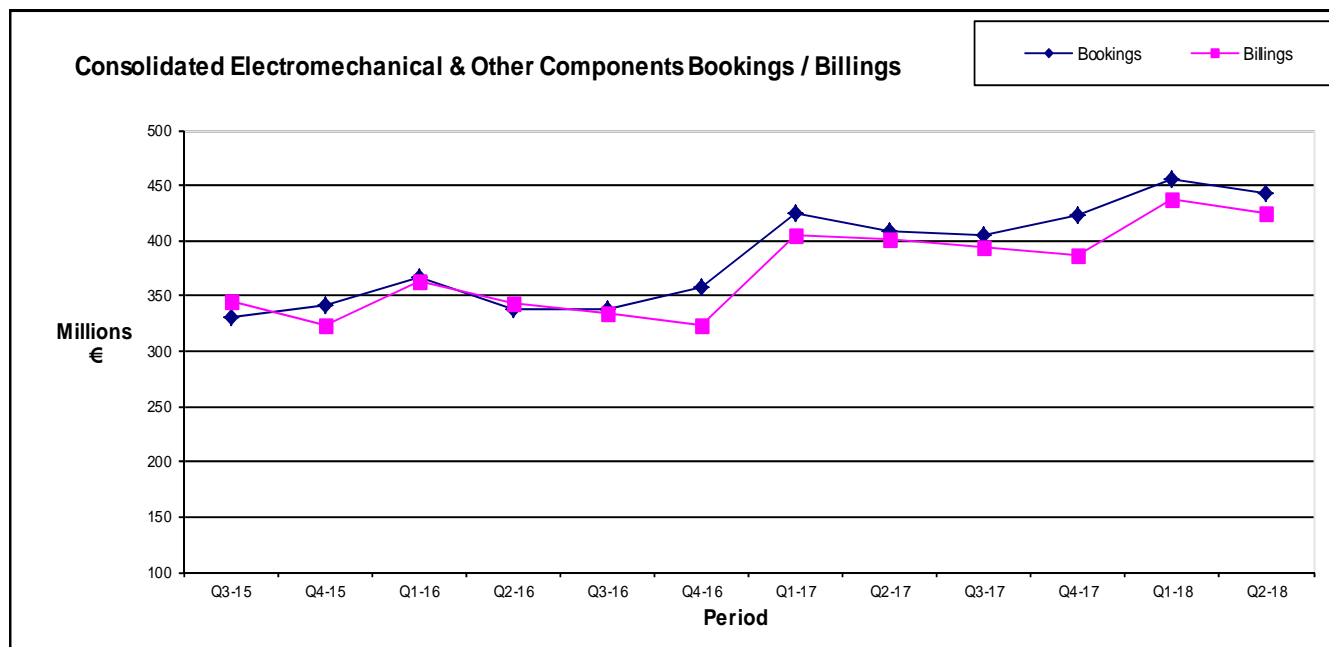


Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
1140	1149	1265	1209	1159	1314	1494	1455	1404	1460	1570	1515
1182	1083	1269	1205	1176	1142	1359	1367	1363	1244	1433	1409

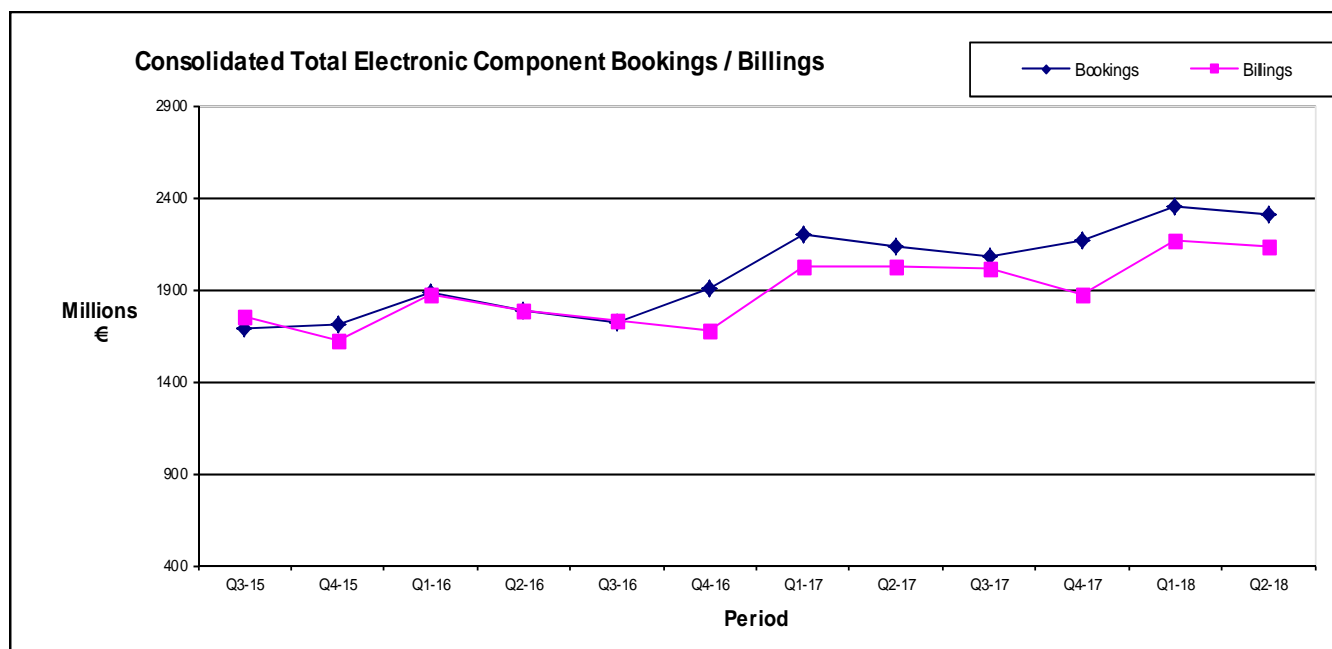


Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
216	225	248	238	222	236	276	270	272	285	331	350
221	212	238	239	224	211	259	255	253	246	291	300

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

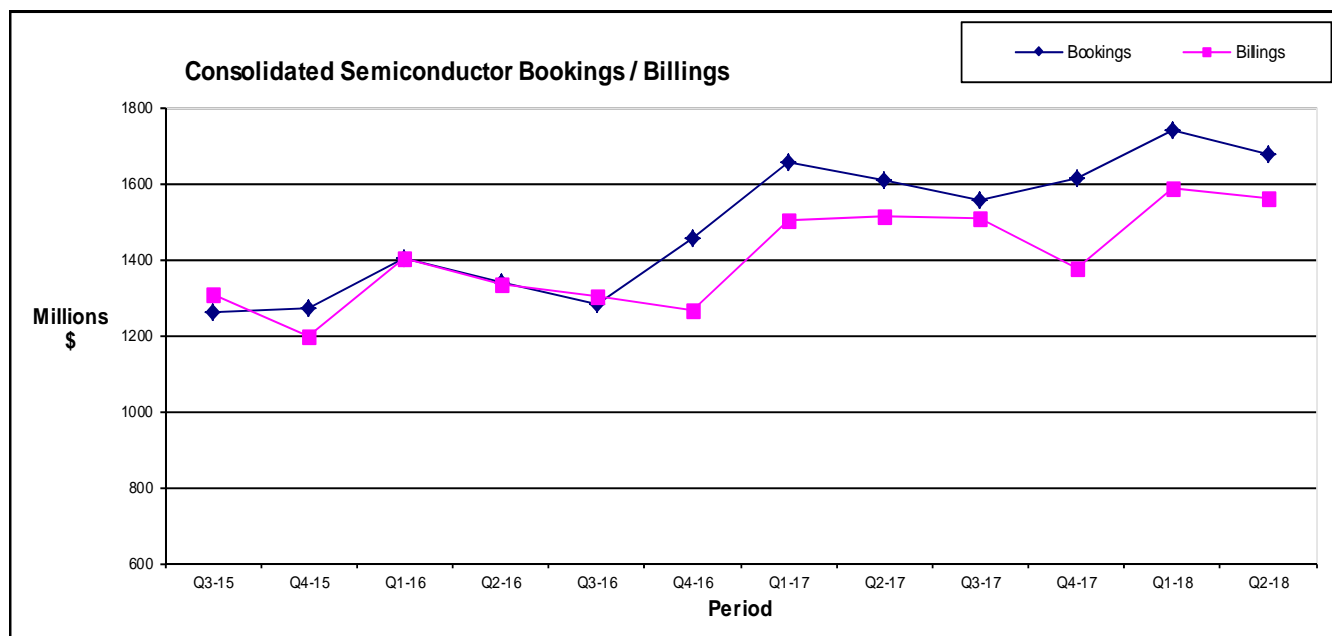


Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
331	341	367	338	337	358	424	408	405	422	456	443
345	323	363	343	334	324	405	402	394	387	438	425

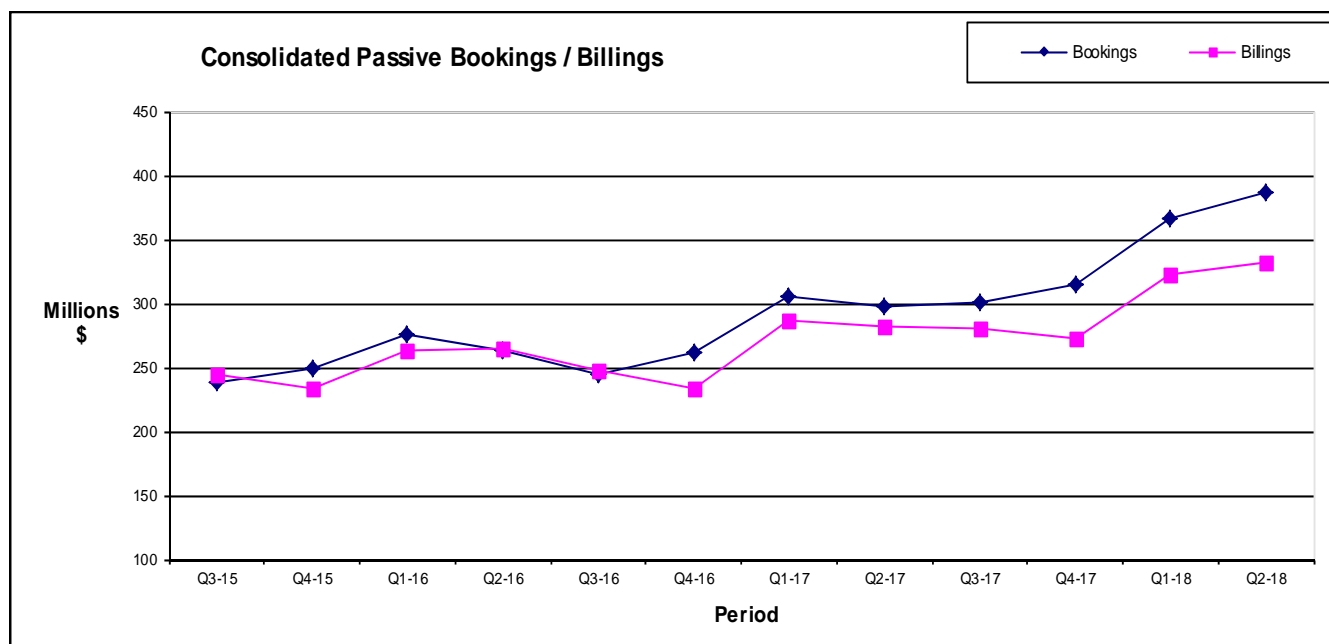


Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
1686	1715	1881	1784	1718	1908	2195	2132	2081	2167	2356	2307
1749	1618	1870	1787	1734	1677	2023	2024	2010	1877	2162	2134

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

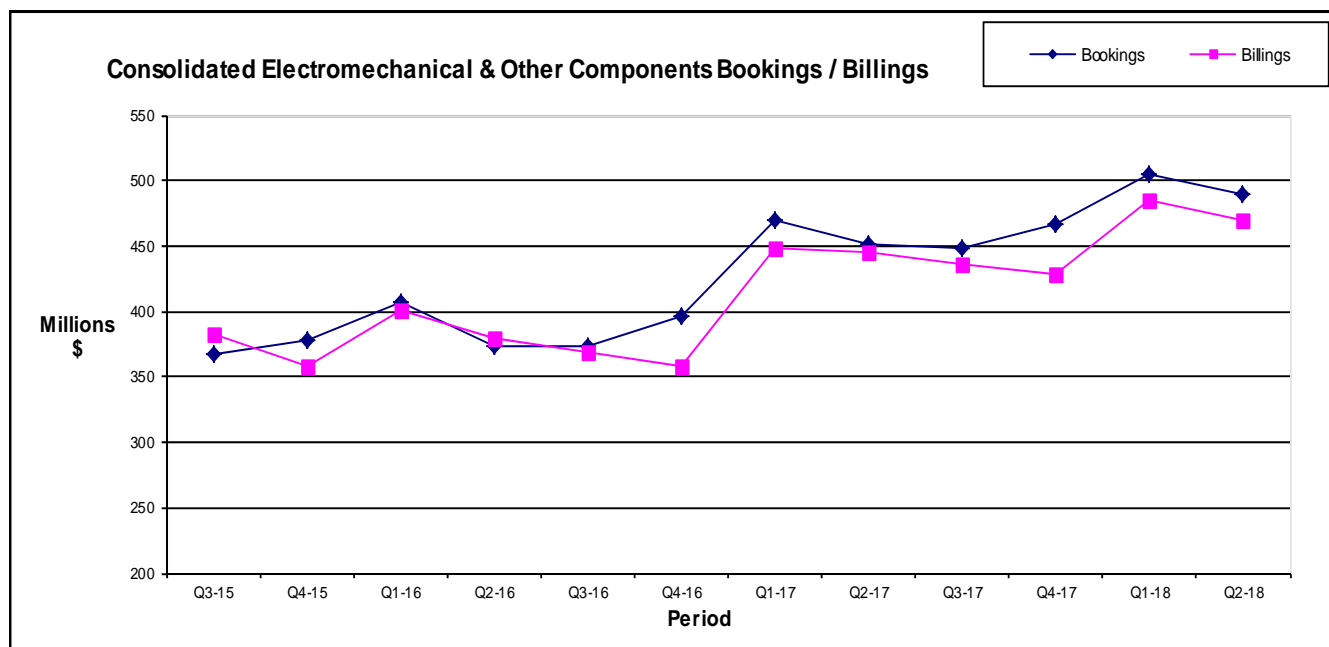


Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
1261	1271	1400	1338	1282	1455	1654	1610	1553	1616	1737	1677
1309	1199	1404	1334	1302	1264	1504	1513	1509	1377	1586	1560

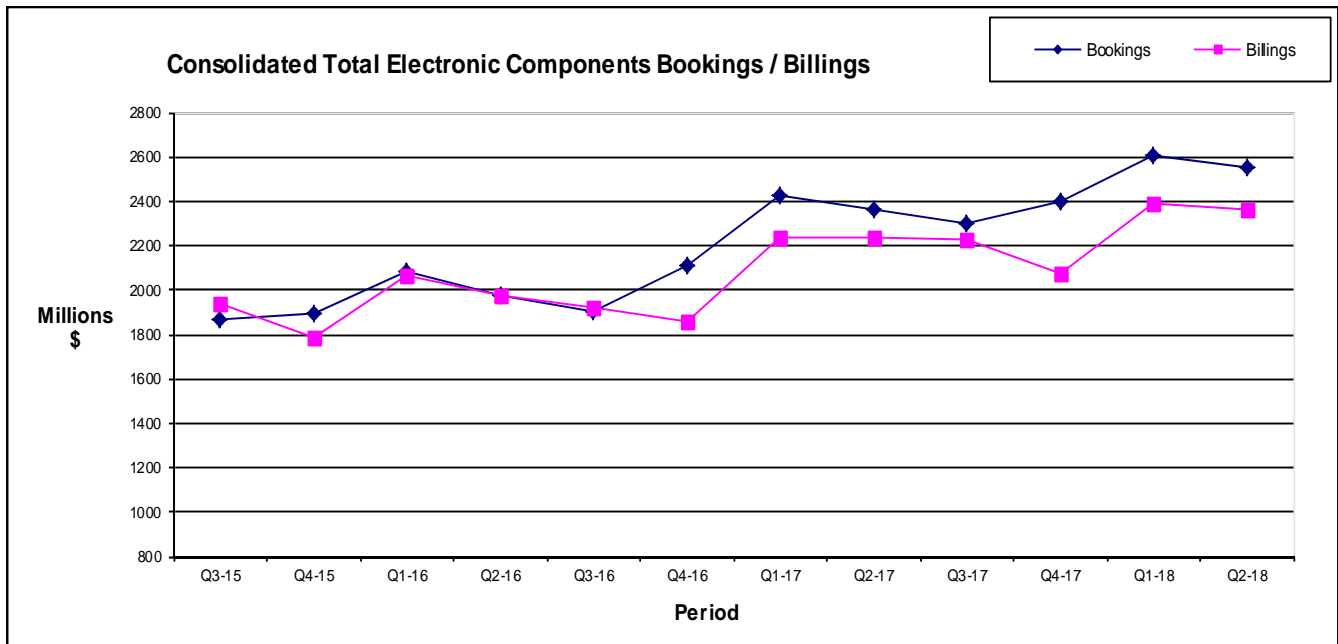


Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
239	249	275	263	245	261	306	298	301	315	366	387
245	234	264	264	248	234	286	283	280	272	322	332

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



Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
367	378	407	374	373	396	470	451	448	467	504	490
382	358	402	380	369	359	449	445	436	428	485	470



Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
1867	1898	2082	1975	1901	2112	2429	2360	2303	2398	2608	2553
1935	1790	2070	1978	1919	1856	2239	2240	2225	2077	2393	2362