



Q1-2018 IDEA European Electronic Component Quarterly graphics package

in association with the local trade associations:



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) 2017	Summation of Association Members Returns 2017	Approx. Share of DTAM (Distribution Total Available Market) represented by Association's Members 2017
France	SPDEI	€1197 Mill	€874 Mill	73%
UK	ecsn/afdec	€1570 Mill	€1319 Mill	84%
Italy	ASSODEL	€1549 Mill	€1162 Mill	75%
Nordic	Via ecsn/afdec	€1526 Mill	€641 Mill	42%
Germany	FBDI	€5143 Mill	€3600 Mill	70%
Switzerland	FBDI	€557 Mill	€301 Mill	54%
Austria	FBDI	€444 Mill	€262 Mill	59%

IMPORTANT NOTE: To ensure that exchange rate variations do not confuse the trend, the exchange rates shown are the 2017 Local currency/€ conversion rates. The 2017 average rates are: UK Pound/€0.8765, Danish Krona/€7.4387, Norwegian Krona/€9.3315, Swedish Krona/€9.6366.

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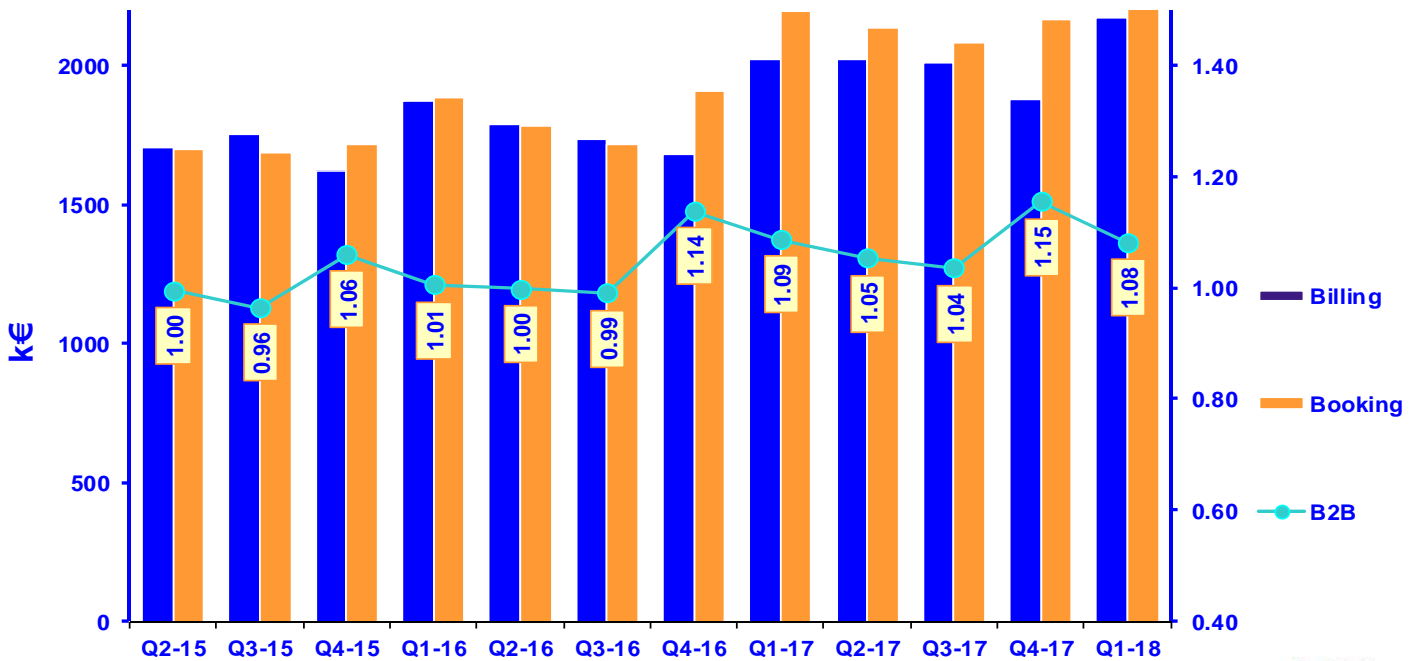
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<http://www.ideaelectronics.com/>

1ST QTR. 2018 **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



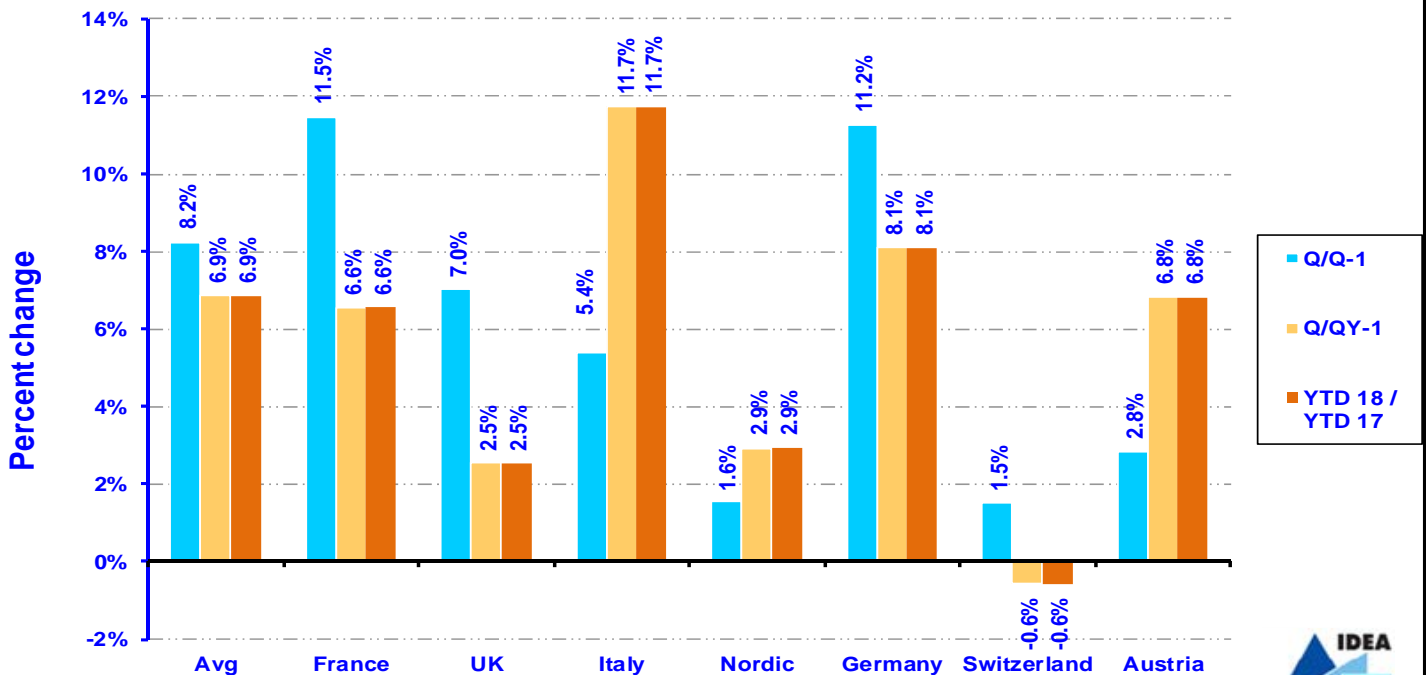
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1ST QTR. 2018 **TOTAL COMPONENTS Booking Trend**

Graphic T2

Distribution orders for Electronic components by country comparing current qtr with prior quarter (Q/Q1) and same quarter prior year (Q/QY-1) and YTD 18 / 17



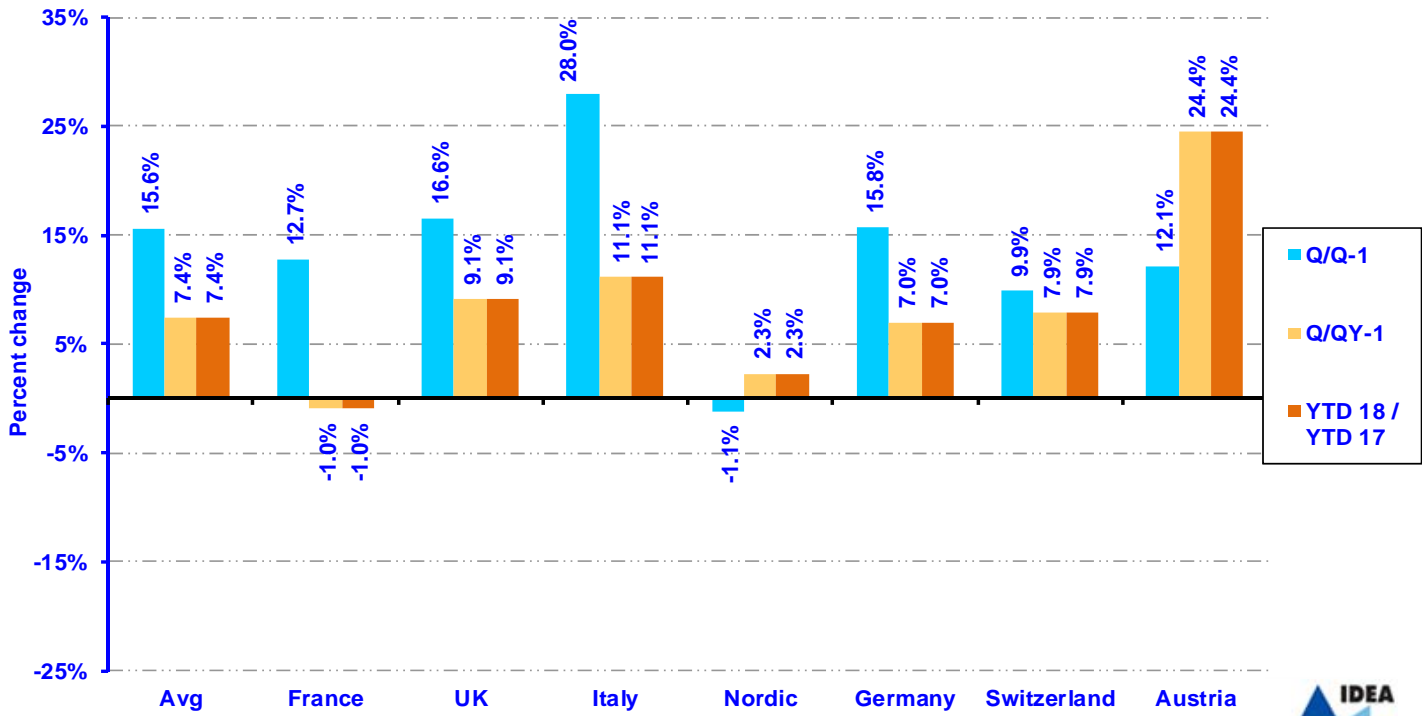
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1ST QTR. 2018 **TOTAL COMPONENTS Billing Trend**

Graphic T3

Distribution sales for Electronic components by country comparing current qtr with prior quarter (Q/Q1) and same quarter prior year (Q/QY-1) and YTD 18 / YTD 17



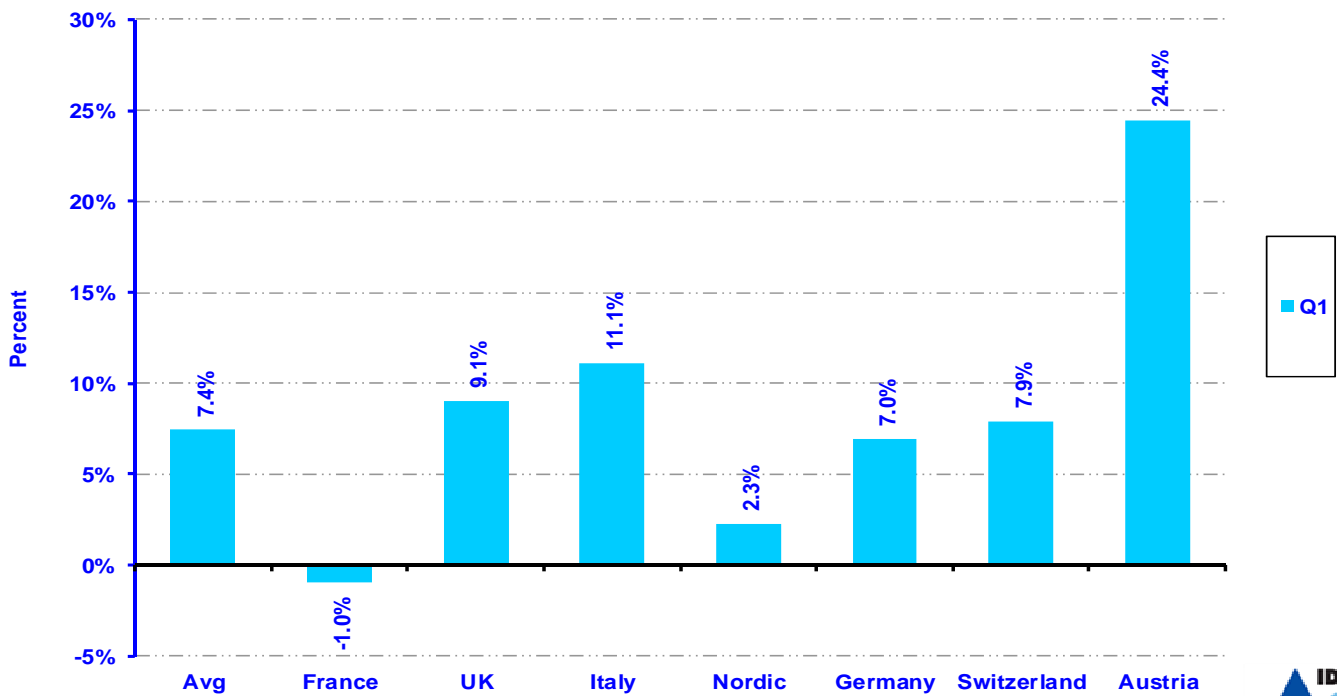
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1ST QTR. 2018 **TOTAL COMPONENTS YTD Billings Trend**

Graphic T4

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



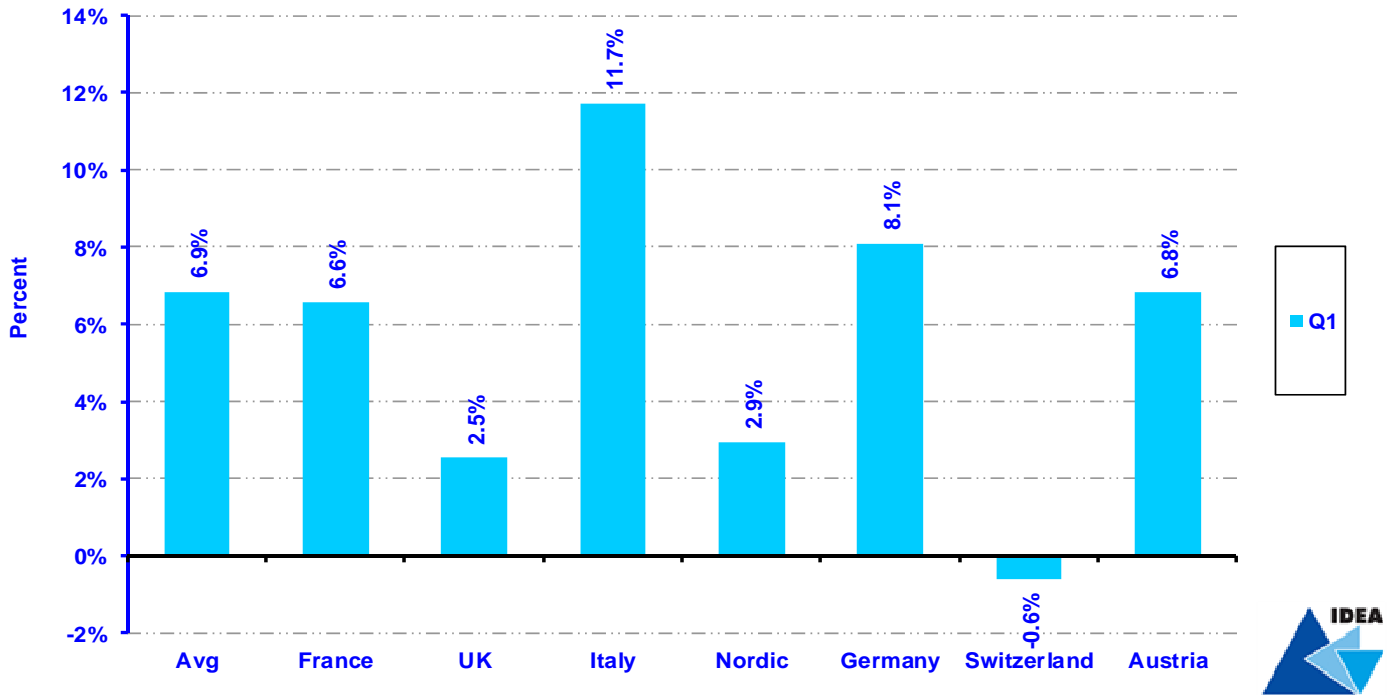
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1ST QTR. 2018 **TOTAL COMPONENTS YTD Bookings Trend**

Graphic T5

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

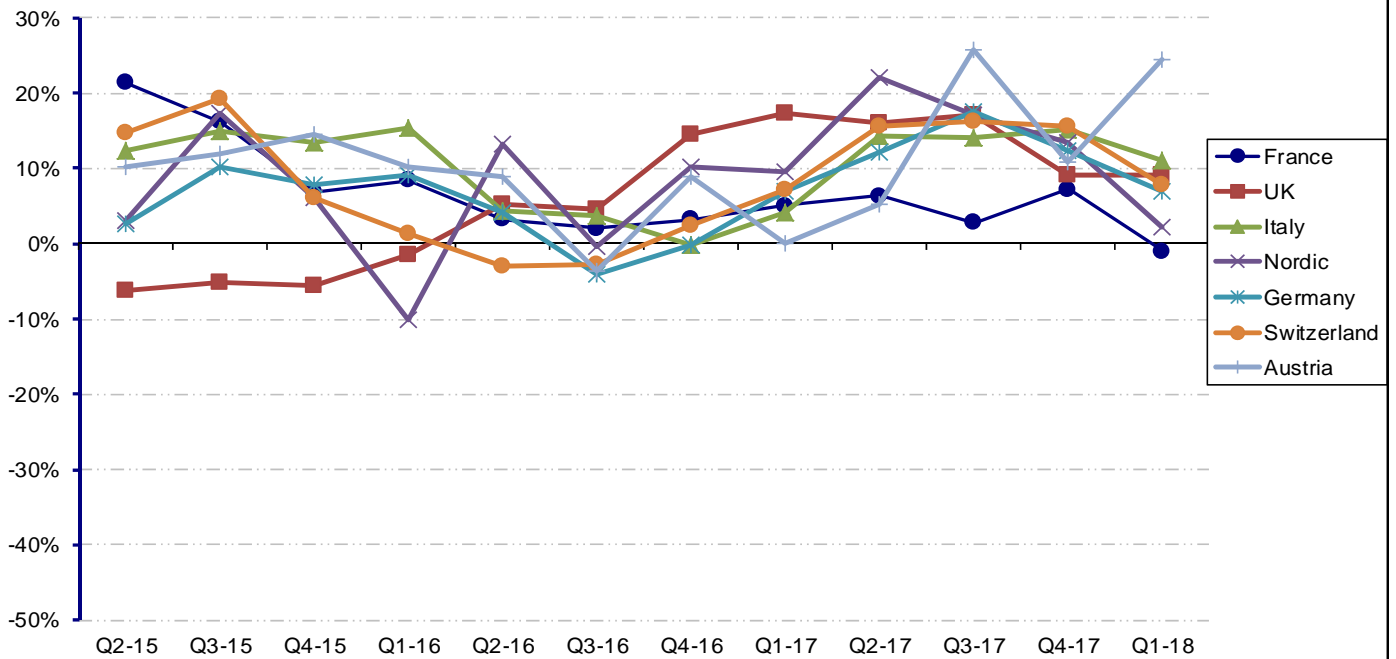


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1ST QTR. 2018 **TOTAL COMPONENTS TENDENTIAL INDEX BY COUNTRY(Q.QY-1)** Graphic T6

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

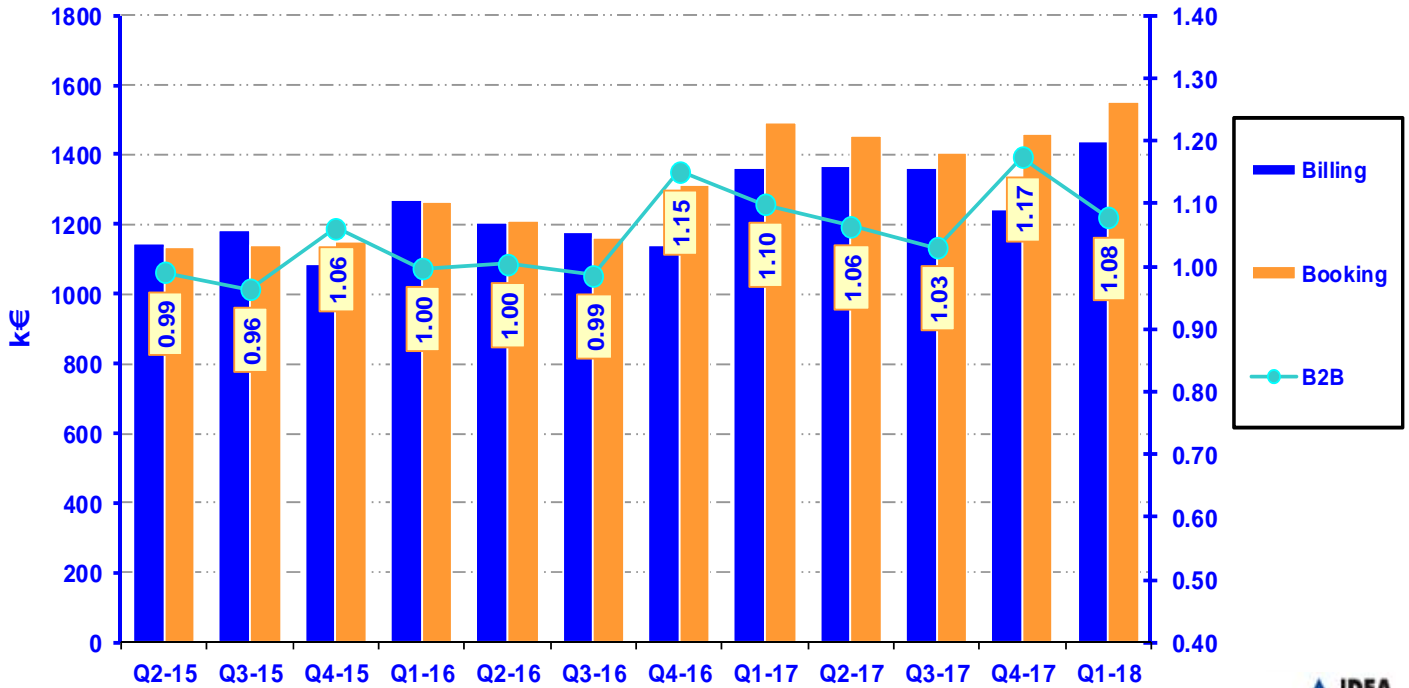


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1ST QTR. 2018 SEMICONDUCTOR bookings, billings & book:bill ratio Graphic S1

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

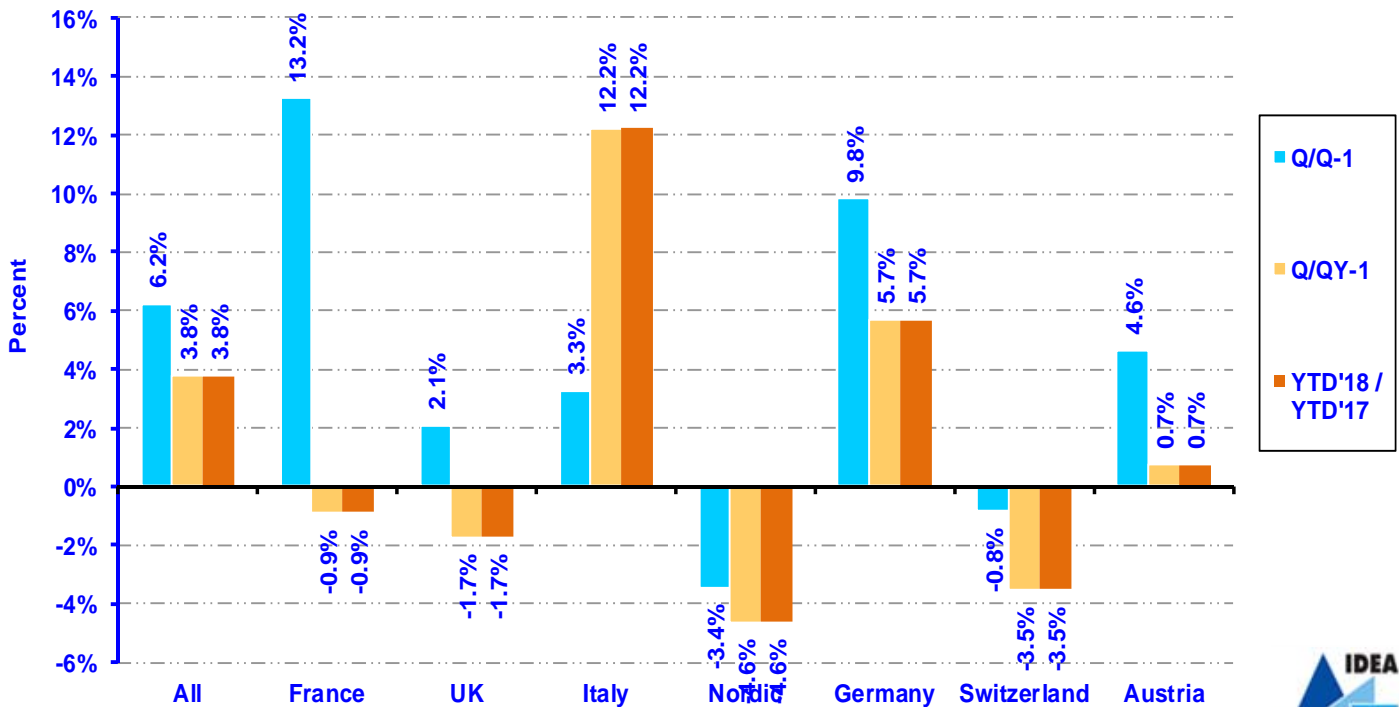


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1ST QTR 2018 SEMICONDUCTOR Booking Trend Graphic S2

Distribution orders for semiconductors by country comparing current qtr with prior quarter (Q/Q1) and same quarter prior year (Q/QY-1) and YTD 18 / 17



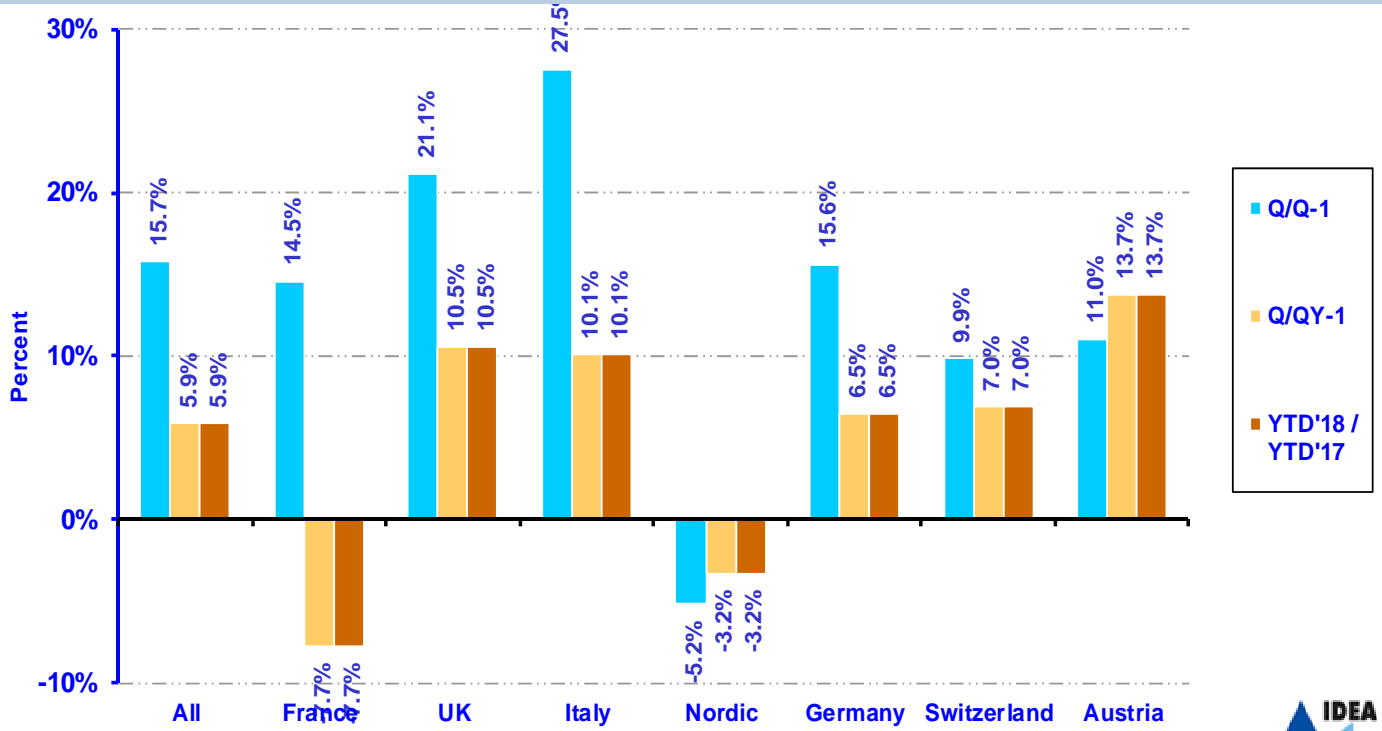
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1ST QTR 2018 SEMICONDUCTOR Billing Trend

Graphic S3

Distribution sales for semiconductors by country comparing current qtr with prior quarter (Q/Q1) and same quarter prior year (Q/QY-1) and YTD 18 / 17



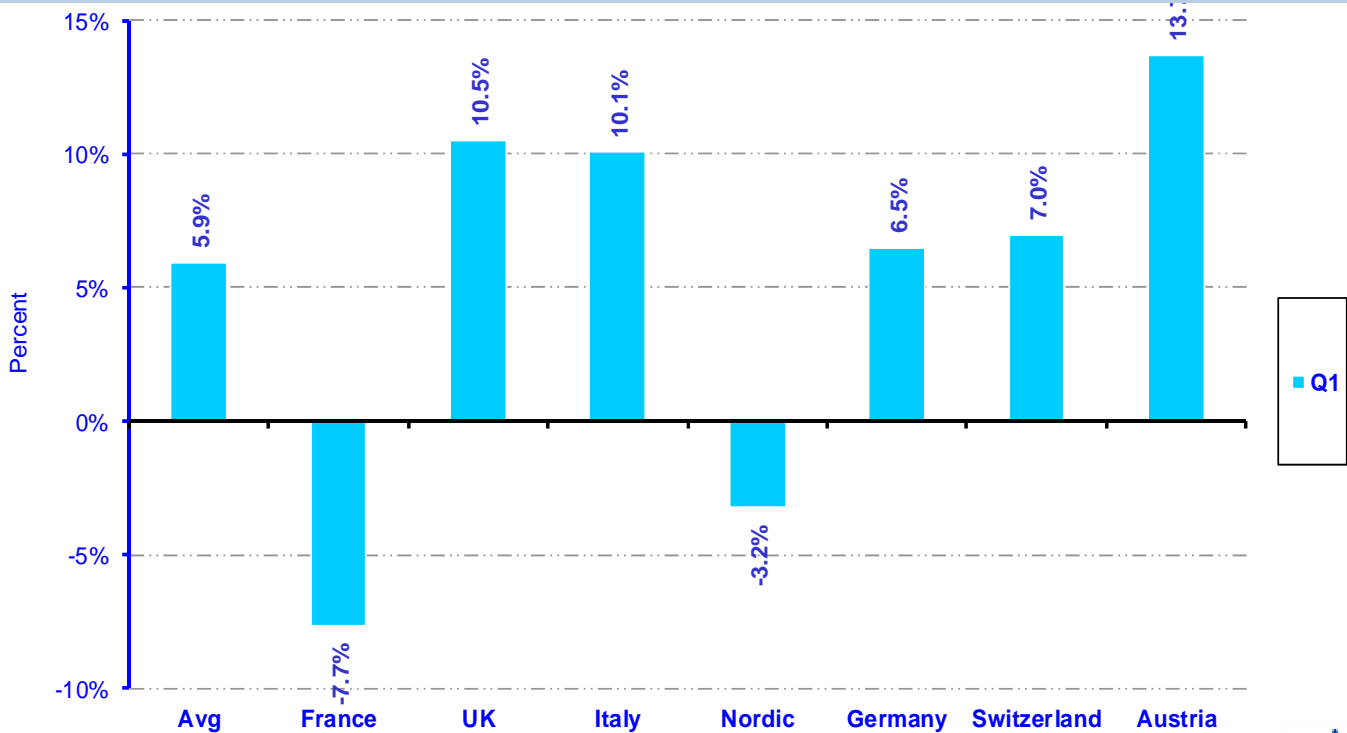
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1ST QTR. 2018 SEMICONDUCTOR YTD BILLING TREND

Graphic S4

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



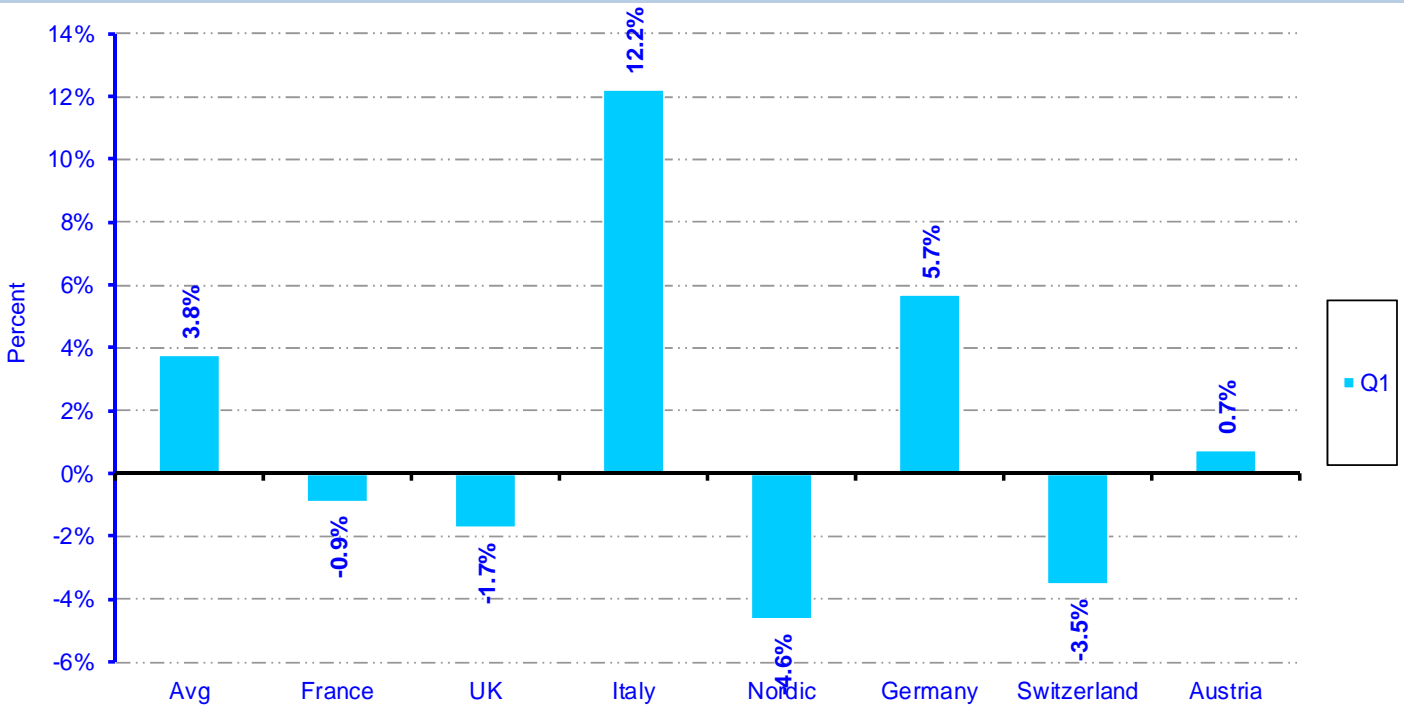
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1ST QTR. 2018 SEMICONDUCTOR YTD BOOKING TREND

Graphic S5

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



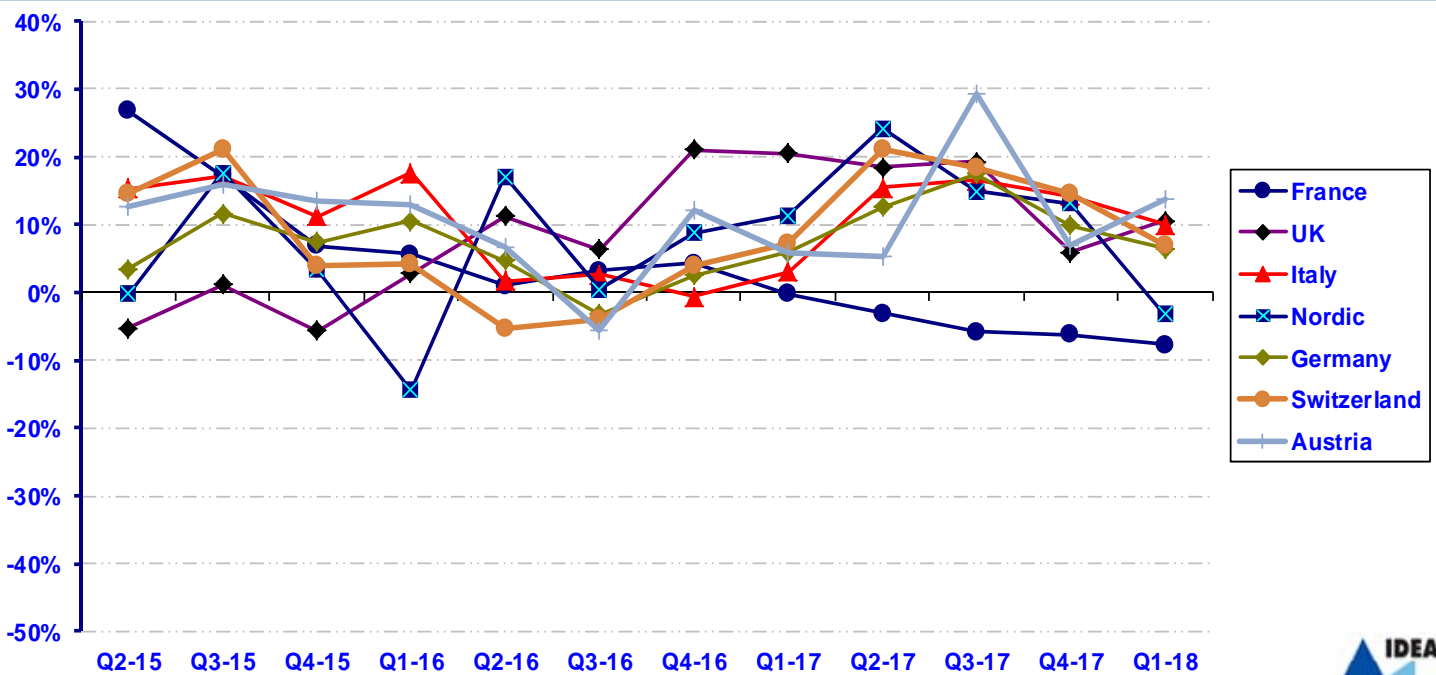
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1ST QTR. 2018 SEMICONDUCTOR TENDENTIAL INDEX (Q/Qy-1)

Graphic S6

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



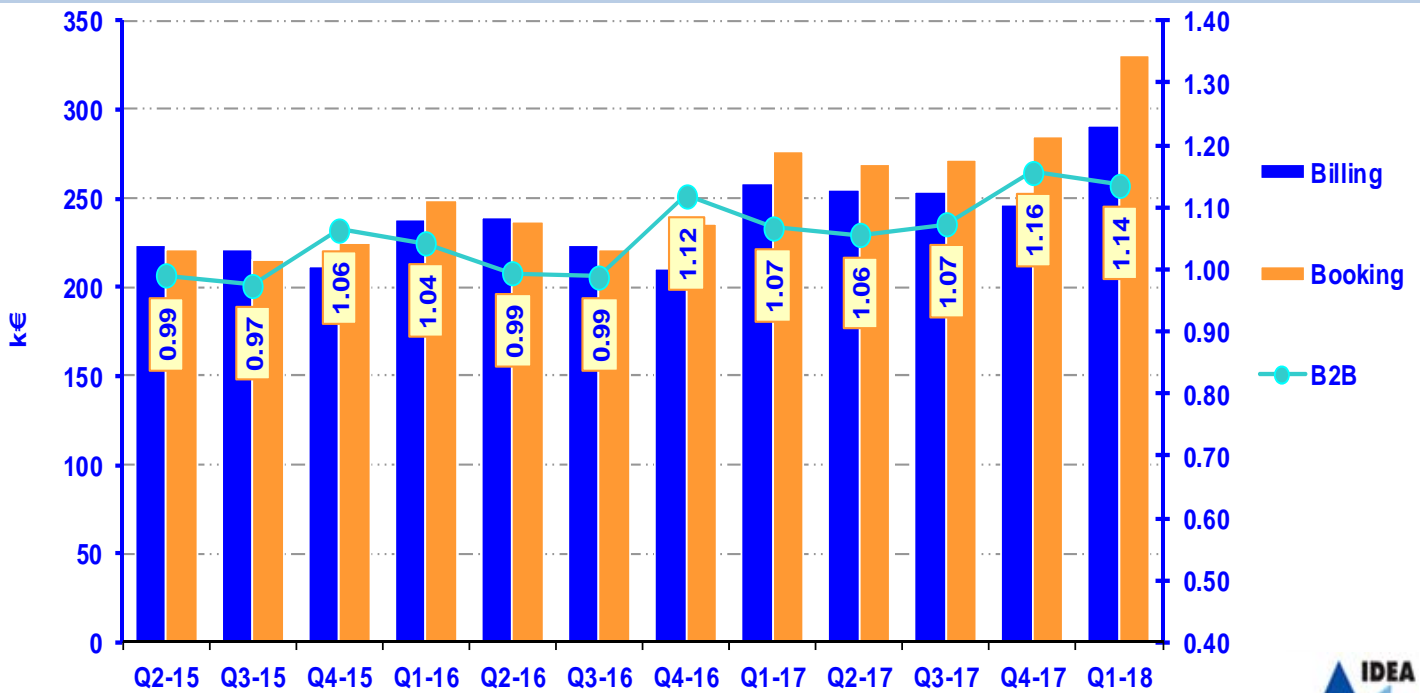
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1ST QTR. 2018 **PASSIVES** booking, billing & book:bill ratio

Graphic P1

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



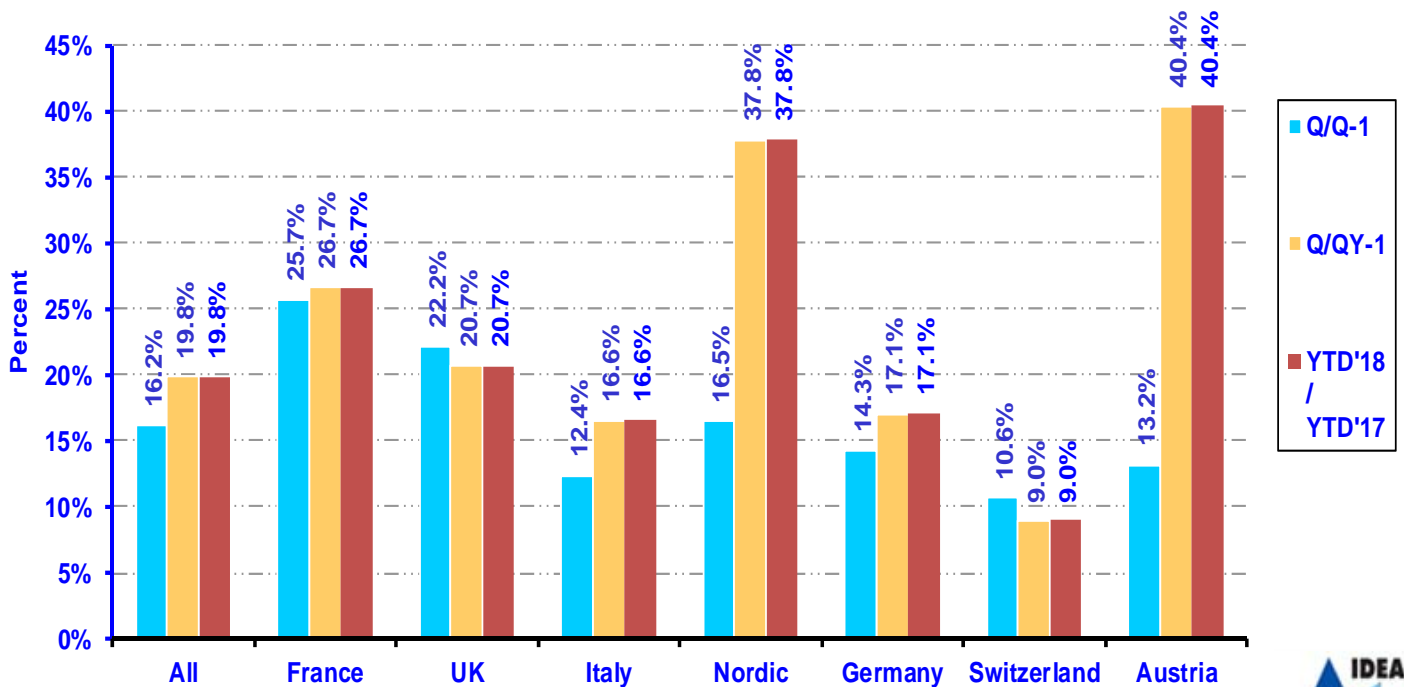
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1ST QTR. 2018 **PASSIVE COMPONENTS** Booking Trend

Graphic P2

Distribution orders for passive components by country comparing current qtr with prior quarter (Q/Q1) and same quarter prior year (Q/QY-1) and YTD 18 / 17



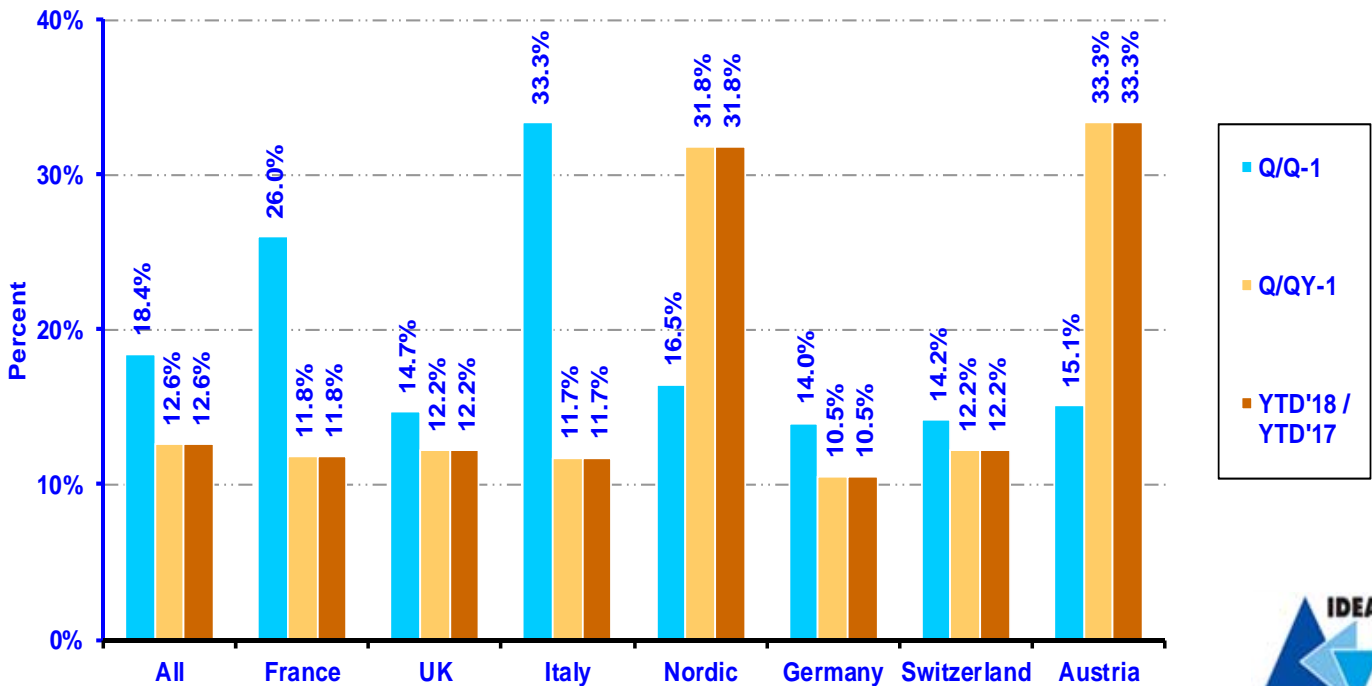
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1ST QTR. 2018 **PASSIVE COMPONENTS Billings Trend**

Graphic P3

Distribution sales for passive components by country comparing current qtr with prior quarter (Q/Q1) and same quarter prior year (Q/QY-1) and YTD 18 / 17



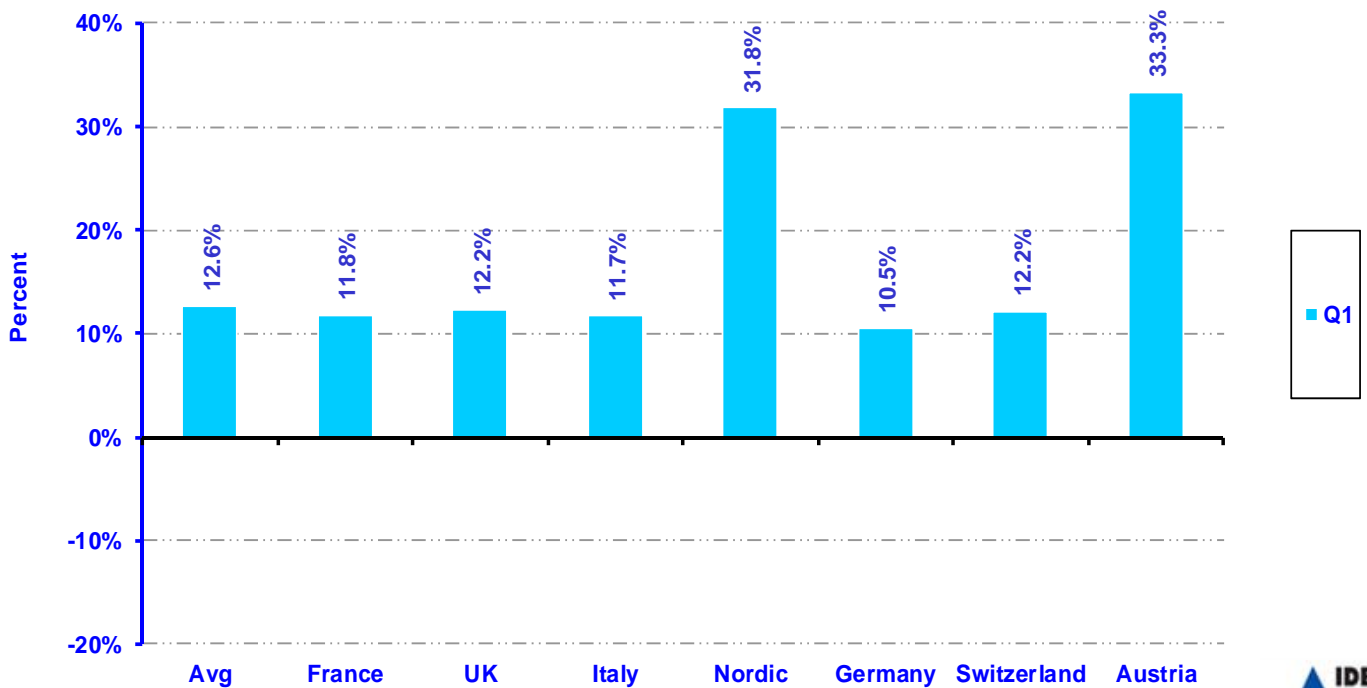
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1ST QTR. 2018 **PASSIVES YTD Billings Trend**

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



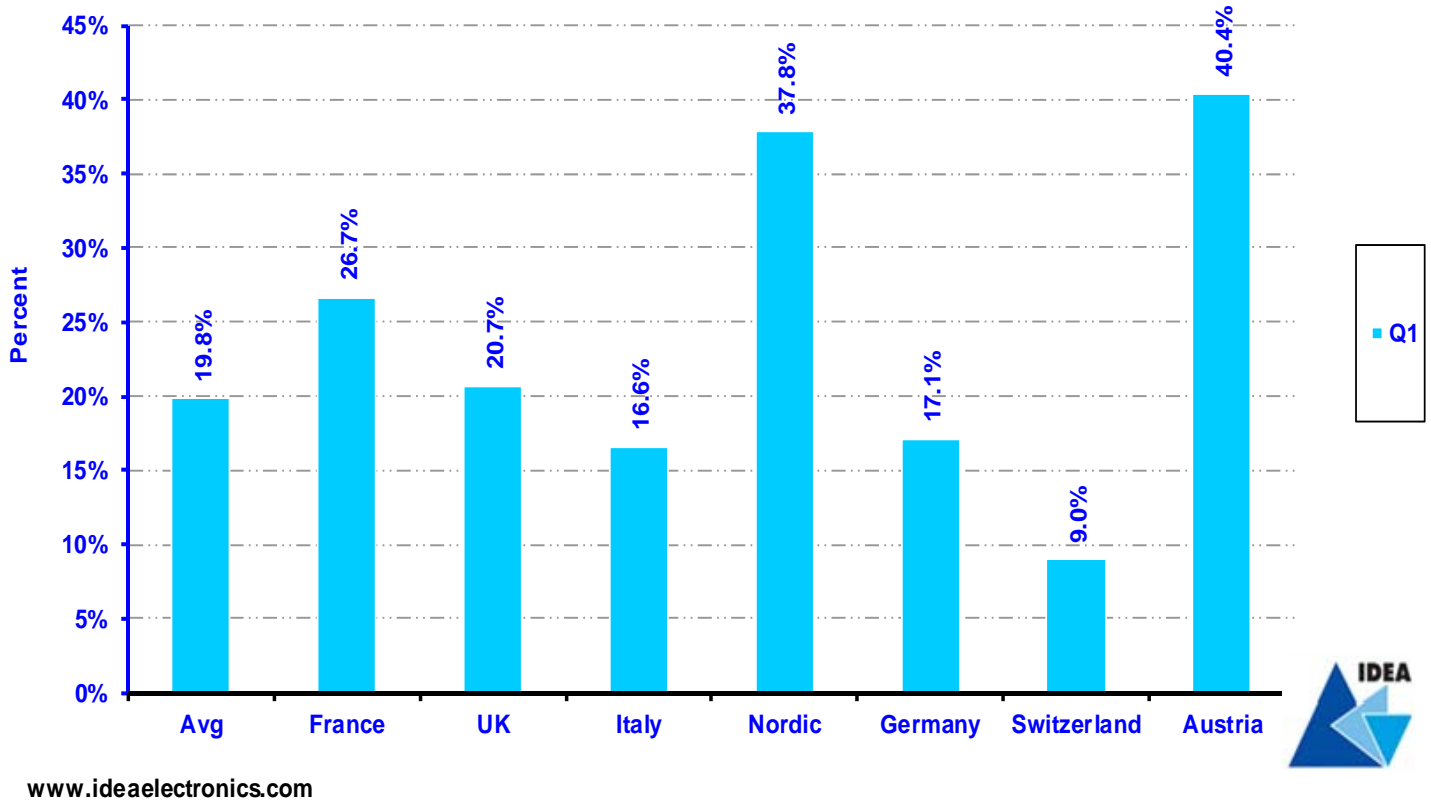
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1ST QTR. 2018 **PASSIVES YTD Bookings Trend**

Graphic P5

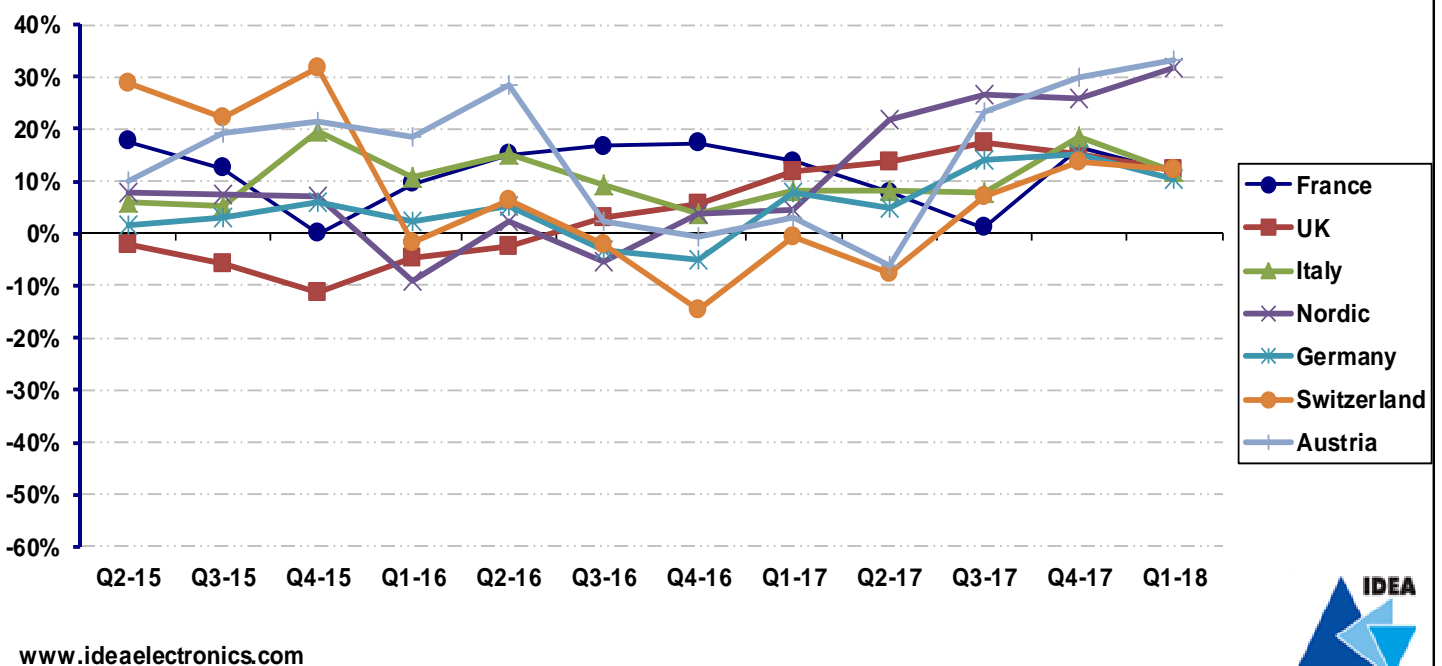
Cumulative orders for Passive components through distribution by country for the current year showing the growth/decline % compared with the same period prior year



1ST QTR. 2018 **PASSIVES TENDENTIAL INDEX BY COUNTRY(Q/Qy-1)**

Graphic P6

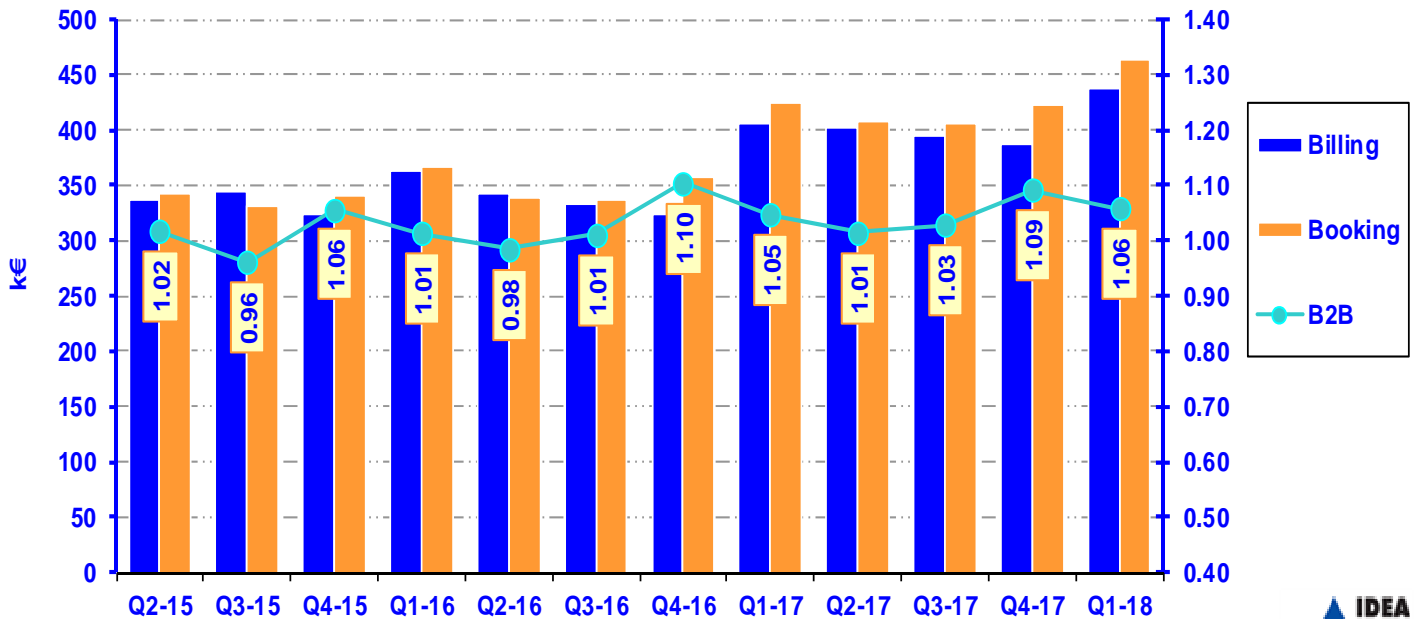
Trend showing growth/decline % in quarterly sales of passives through distribution by country compared with the same quarter prior year.



4TH QTR. 2017 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



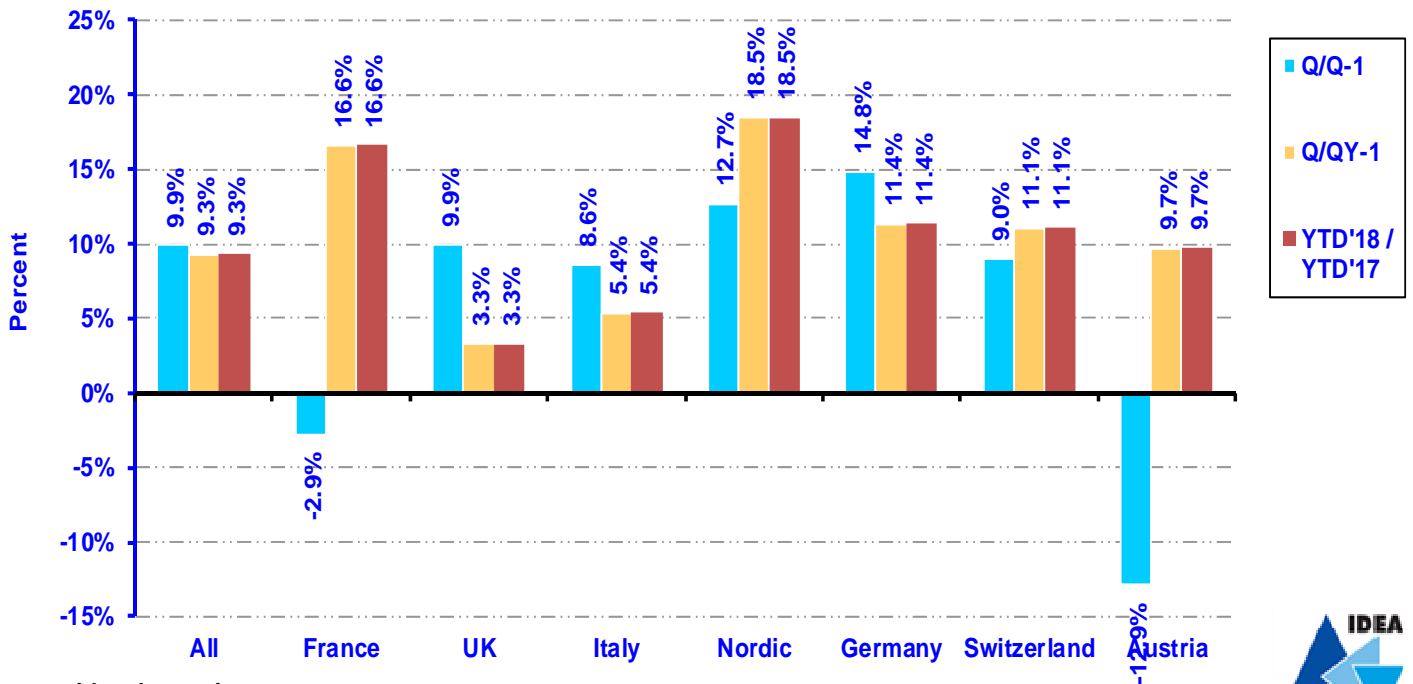
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1ST QTR. 2018 EMECH COMPONENTS Booking Trend

Graphic E2

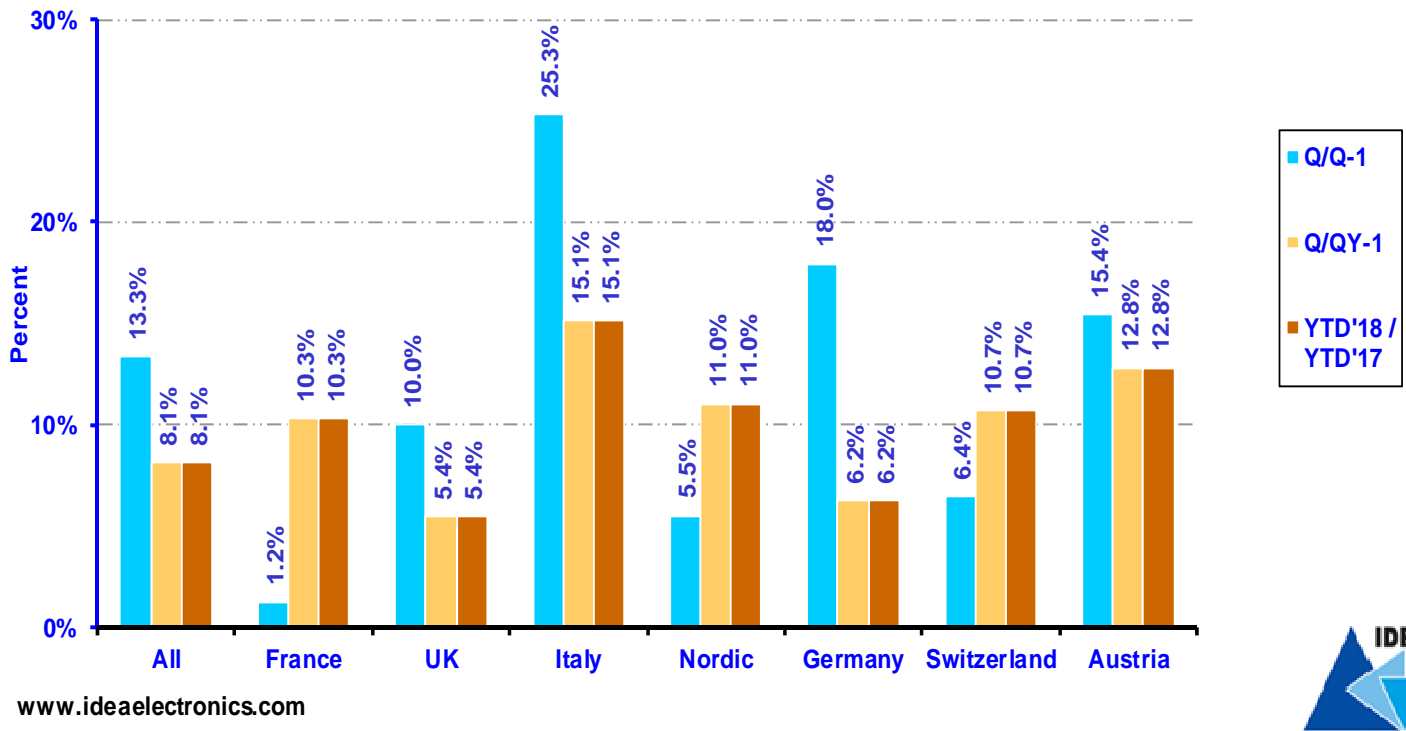
Distribution orders for emech components by country comparing current qtr with prior quarter (Q/Q1) and same quarter prior year (Q/QY-1) and YTD 18 / 17



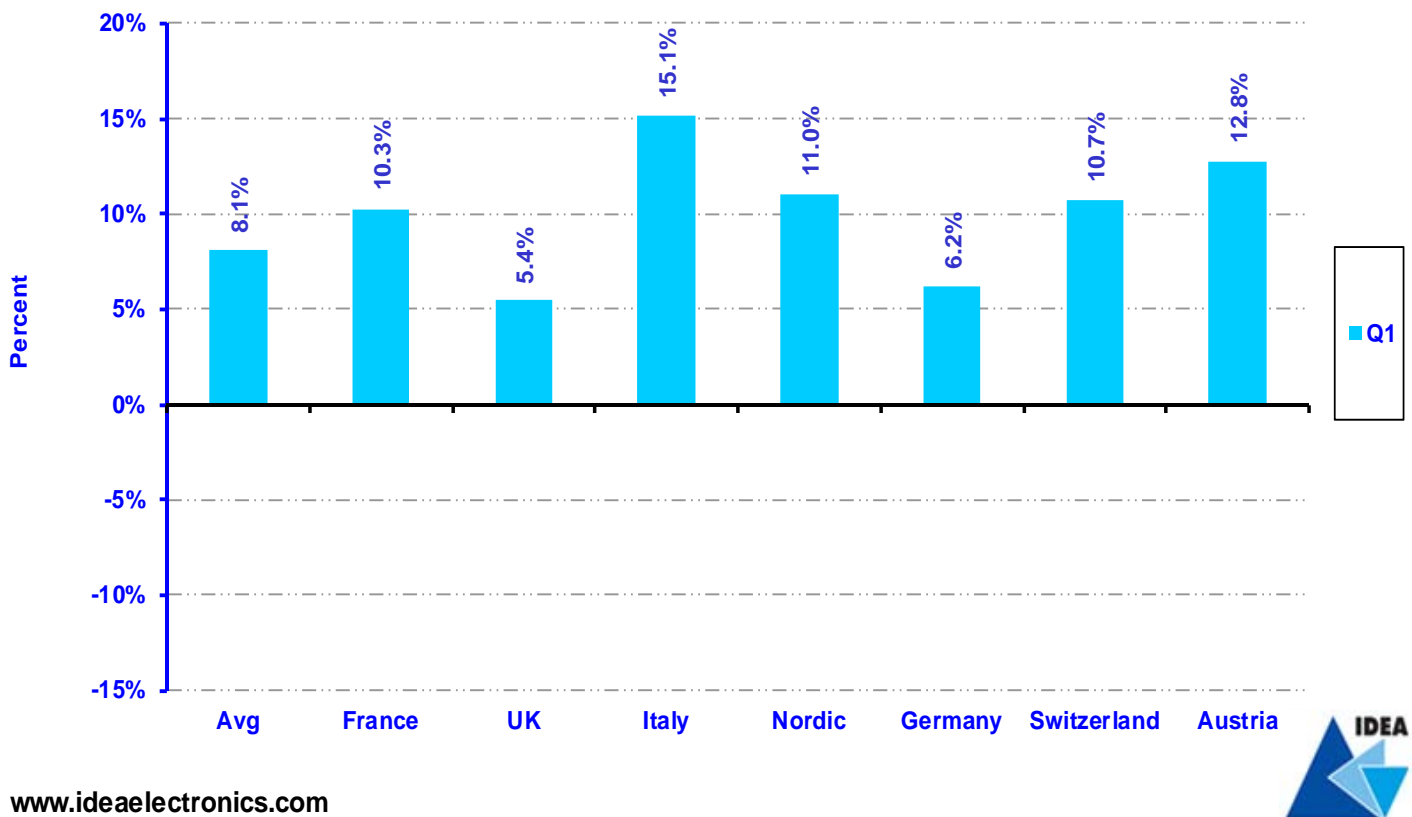
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Distribution sales for emech components by country comparing current qtr with prior quarter (Q/Q1) and same quarter prior year (Q/QY-1) and YTD 18 / 17



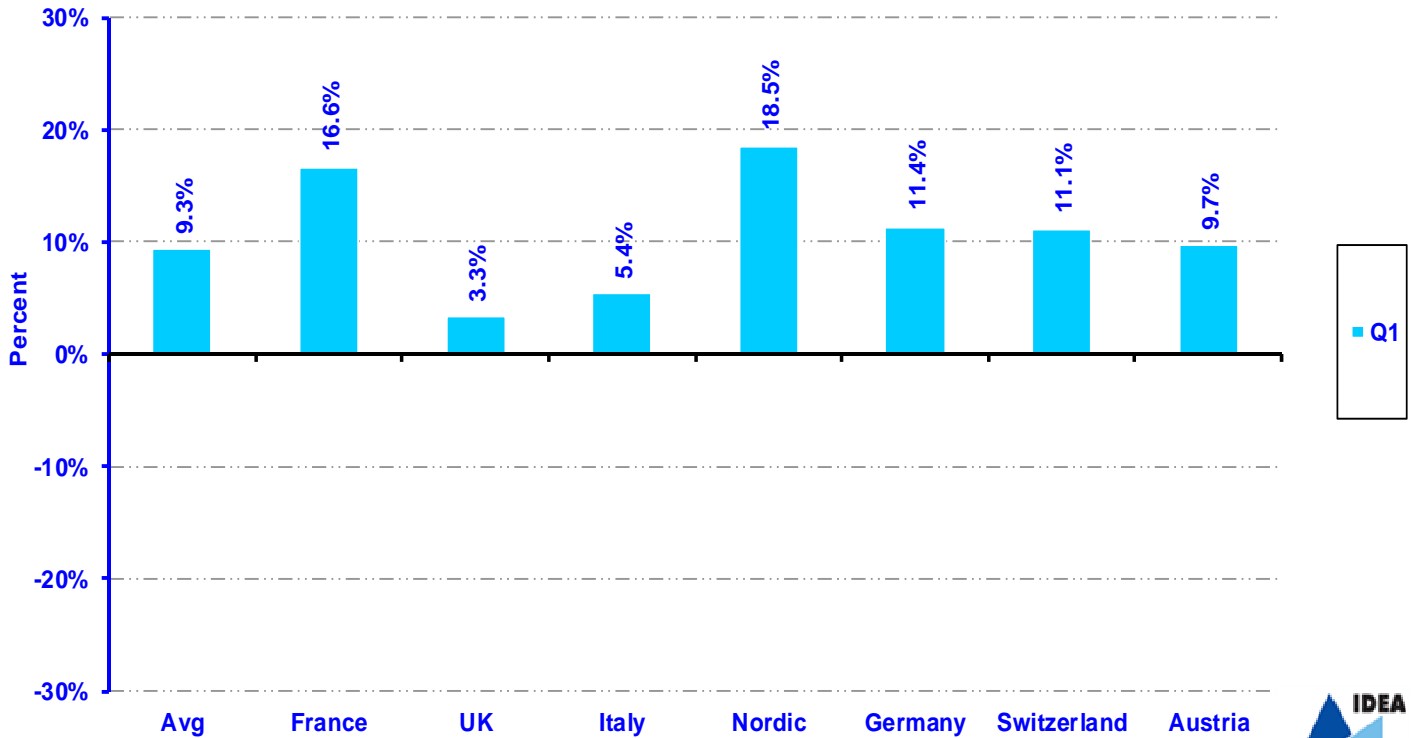
Cumulative sales of EMech components through distribution by country for the current year showing the growth/decline % compared with the same period prior year



1ST QTR. 2018 EMECH COMPONEBTS YTD Bookings Trend

Graphic E5

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



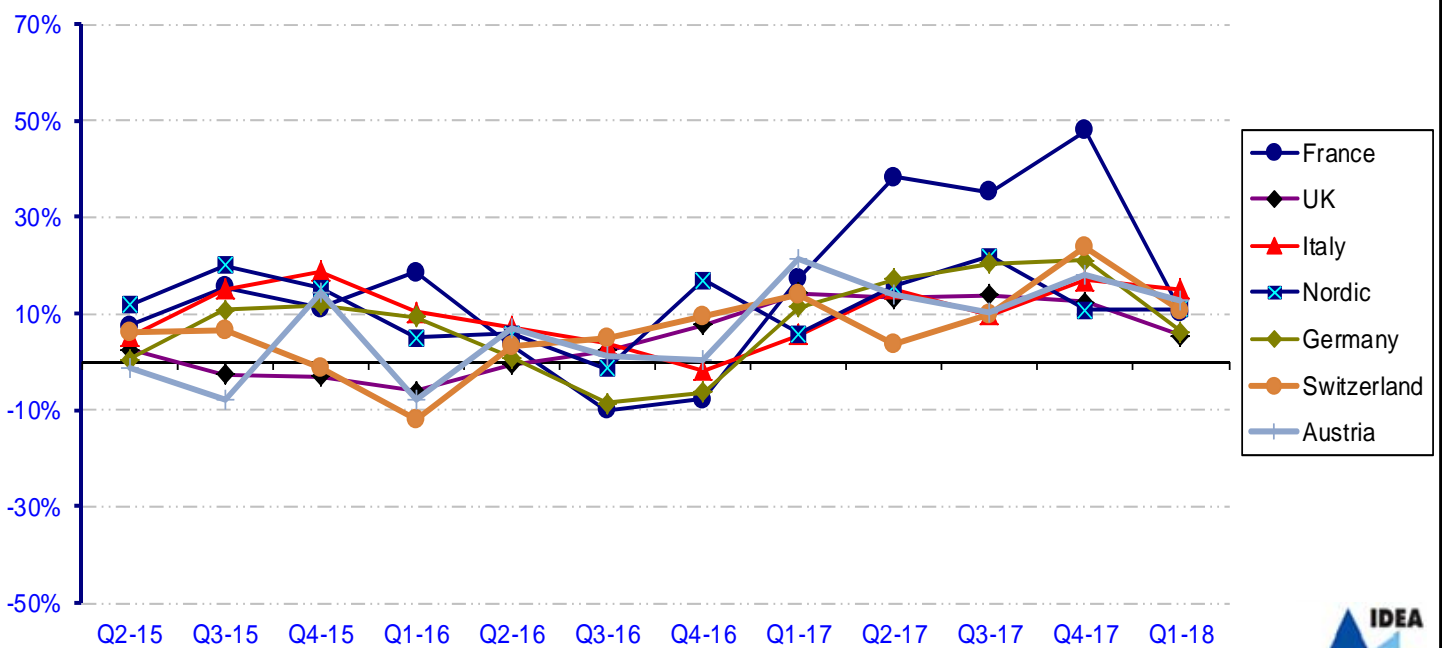
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1ST QTR. 2018 EMECH TENDENTIAL INDEX BY COUNTRY(Q/Qy-1)

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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Data input by Country and Component

Country	Category	Activity	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	
All	Semis	Bookings	1,209	1,159	1,314	1,494	1,455	1,404	1,460	1,551	
		Billings	1,205	1,176	1,142	1,359	1,367	1,363	1,244	1,440	
	Passives	Bookings	238	222	236	276	270	272	285	331	
		Billings	239	224	211	259	255	253	246	291	
	Emech/Other	Bookings	338	337	358	424	408	405	422	464	
		Billings	343	334	324	405	402	394	387	438	
	Totals	Bookings	1,784	1,718	1,908	2,195	2,132	2,081	2,167	2,345	
		Billings	1,787	1,734	1,677	2,023	2,024	2,010	1,877	2,169	
	Country	Category	Activity	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
	France	Semis	Bookings	110	95	106	120	108	98	105	119
Billings			105	98	97	113	102	92	91	104	
Passives		Bookings	22	19	22	27	24	25	28	35	
		Billings	23	21	20	26	25	21	23	29	
Emech/Other		Bookings	32	25	28	34	39	35	41	39	
		Billings	30	27	28	38	41	37	41	41	
Totals		Bookings	164	139	155	181	171	158	173	193	
		Billings	158	146	145	177	168	150	155	175	
Country		Category	Activity	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
UK		Semis	Bookings	152	157	172	198	193	204	191	195
	Billings		153	157	160	186	182	187	170	206	
	Passives	Bookings	37	34	36	42	42	44	41	50	
		Billings	35	36	34	40	40	42	39	45	
	Emech/Other	Bookings	97	96	98	117	111	112	110	121	
		Billings	95	97	94	110	108	110	105	116	
	Totals	Bookings	285	286	305	357	345	361	342	366	
		Billings	284	289	288	336	329	339	314	367	
	Country	Category	Activity	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
	Italy	Semis	Bookings	179	165	215	227	232	184	247	255
Billings			191	167	161	213	221	195	184	235	
Passives		Bookings	38	34	42	49	50	36	51	57	
		Billings	41	35	32	45	45	38	38	51	
Emech/Other		Bookings	41	39	51	55	53	44	53	58	
		Billings	44	38	37	48	51	42	44	55	
Totals		Bookings	258	237	308	331	335	265	351	370	
		Billings	277	240	231	306	316	274	266	340	
Country		Category	Activity	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
Nordic		Semis	Bookings	99	97	110	122	131	110	120	116
	Billings		96	101	98	109	120	116	111	105	
	Passives	Bookings	9	8	10	11	12	11	13	15	
		Billings	9	9	9	10	11	11	12	13	
	Emech/Other	Bookings	30	28	34	35	36	35	36	41	
		Billings	31	29	33	35	36	35	36	38	
	Totals	Bookings	138	134	154	167	179	156	169	172	
		Billings	137	138	140	154	167	161	159	157	
	Country	Category	Activity	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
	Germany	Semis	Bookings	565	552	610	710	662	691	684	751
Billings			565	561	532	635	636	659	585	676	
Passives		Bookings	118	114	114	131	126	139	134	153	
		Billings	115	110	103	123	120	126	119	136	
Emech/Other		Bookings	121	132	130	164	150	159	159	183	
		Billings	126	126	117	157	148	152	141	167	
Totals		Bookings	804	798	854	1005	938	989	976	1086	
		Billings	805	797	752	914	904	937	845	978	
Country		Category	Activity	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
Switzerland		Semis	Bookings	53	48	58	63	69	64	62	61
	Billings		49	53	49	57	60	63	56	61	
	Passives	Bookings	7	7	7	8	8	8	7	8	
		Billings	8	7	6	7	7	7	7	8	
	Emech/Other	Bookings	8	8	8	10	9	10	10	11	
		Billings	8	9	8	9	9	9	9	10	
	Totals	Bookings	69	63	73	81	86	82	79	80	
		Billings	66	69	62	73	76	80	72	79	
	Country	Category	Activity	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18
	Austria	Semis	Bookings	51	44	43	54	60	52	52	54
Billings			45	40	45	47	47	52	48	53	
Passives		Bookings	7	7	6	9	8	9	11	12	
		Billings	8	6	6	7	7	8	8	9	
Emech/Other		Bookings	8	9	10	10	10	11	13	11	
		Billings	9	9	8	10	10	9	9	11	
Totals		Bookings	66	60	59	73	78	71	76	78	
		Billings	61	55	59	59	64	69	65	73	