



# QUARTERLY TREND STATISTICS

## Q1-2019

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23	• Quarterly Passive Component Bookings/Billings	France, UK & Eire, Italy, Nordic, Germany, Switzerland and Austria	US\$
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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: Q1 – 2019 ISSUED: 20th May 2019

### 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.

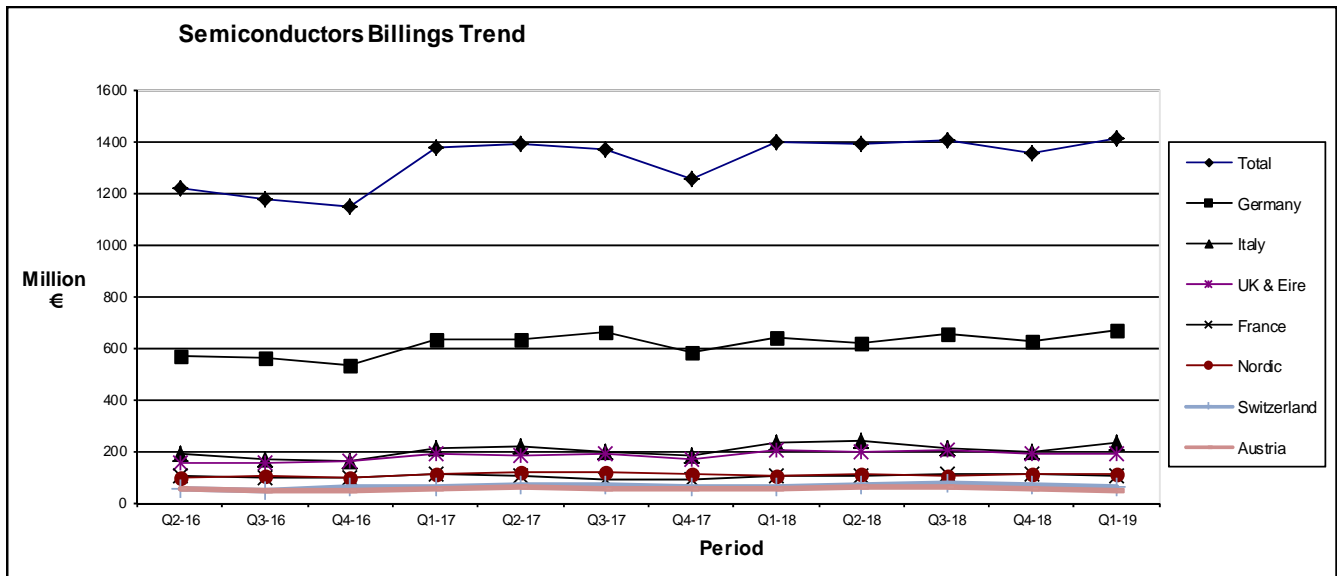
The consolidation has been carried out by *ecsn* (afdec) in the UK and any queries should be addressed to:-

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

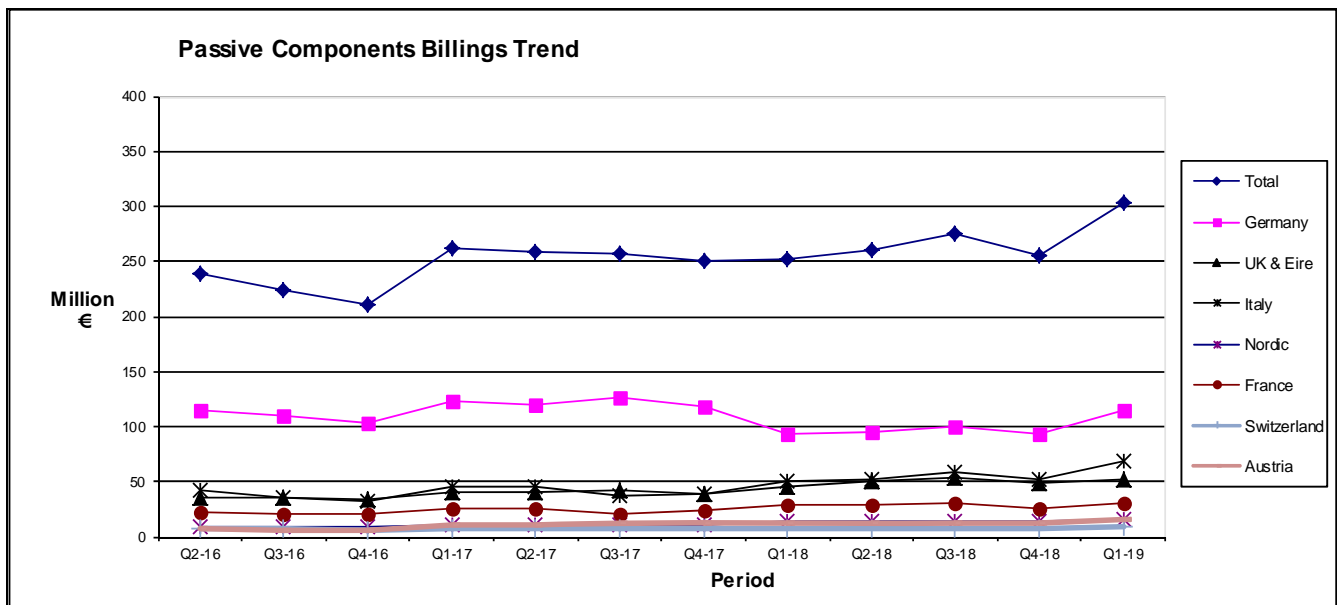
The trend statistics include data compiled by SPDEI (France), ASSODEL (Italy), *ecsn* (UK/Eire & NORDIC) and FBFI (Germany). The numbers shown represent the **actual** sales by member companies so reflect an accurate trend. It should be noted that revisions have been made to the UK, Nordic and Italian 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>	€1570 Mill	€319 Mill	84%
Italy	ASSODEL	€1549 Mill	€162 Mill	75%
Nordic	<i>ecsn/afdec</i>	€1526 Mill	€641 Mill	42%
Germany	FBFI	€143 Mill	€600 Mill	70%
Switzerland	FBFI	€57 Mill	€301 Mill	54%
Austria	FBFI	€44 Mill	€262 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).

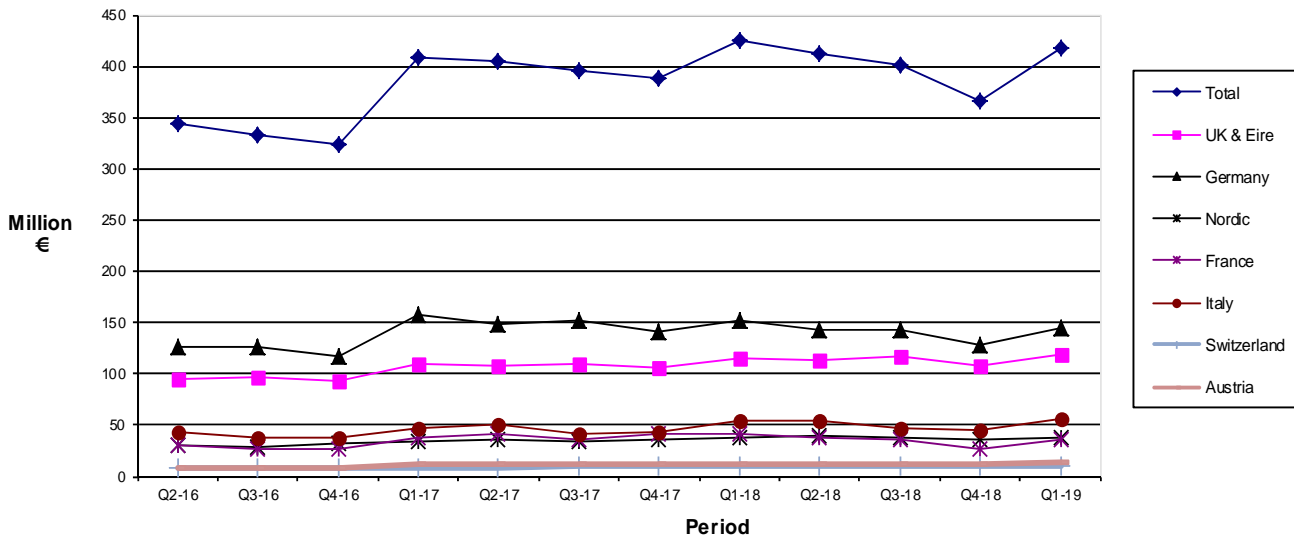


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
<b>Total</b>	1215	1176	1150	1372	1389	1365	1253	1399	1389	1406	1355	1411
<b>Germany</b>	565	561	532	635	636	659	585	642	620	652	623	664
<b>Italy</b>	191	167	161	213	221	195	184	229	239	208	198	233
<b>UK &amp; Eire</b>	153	157	160	186	182	187	170	206	195	205	191	190
<b>France</b>	105	98	97	113	102	92	91	104	104	109	114	104
<b>Nordic</b>	96	101	98	109	120	116	111	104	108	101	110	112
<b>Switzerland</b>	53	48	58	63	69	64	62	58	65	72	66	61
<b>Austria</b>	51	44	43	54	60	52	52	56	58	59	53	45



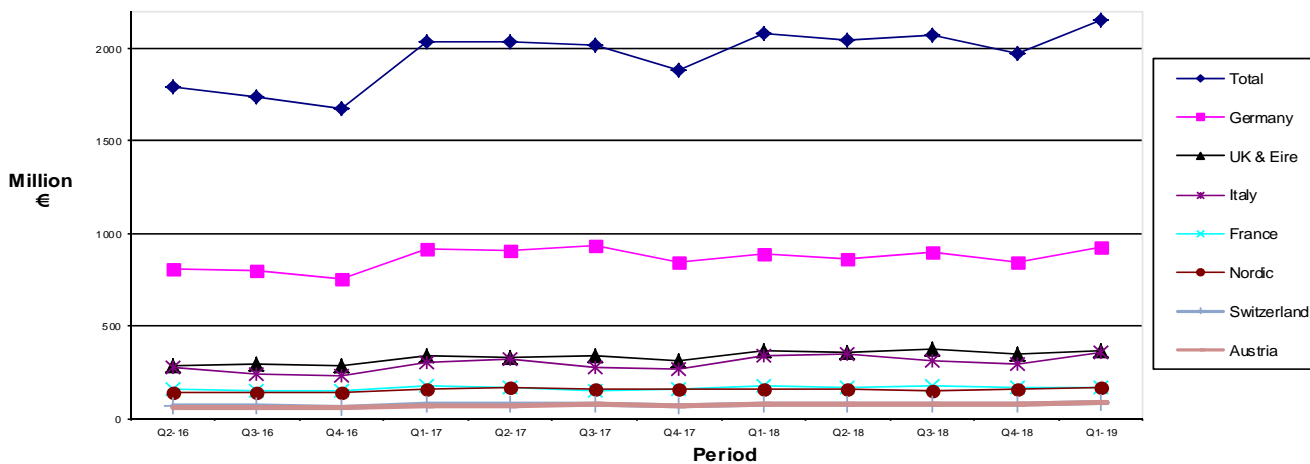
	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
<b>Total</b>	239	224	211	262	259	257	250	252	260	276	255	303
<b>Germany</b>	115	110	103	123	120	126	119	94	95	100	93	114
<b>UK &amp; Eire</b>	35	36	34	40	40	42	39	45	50	54	49	51
<b>Italy</b>	41	35	32	45	45	38	38	51	52	58	52	68
<b>Nordic</b>	9	9	9	10	11	11	12	13	14	13	14	15
<b>France</b>	23	21	20	26	25	21	23	29	29	30	26	30
<b>Switzerland</b>	8	7	6	7	7	7	7	7	7	7	8	9
<b>Austria</b>	8	6	6	11	11	12	12	13	13	13	13	15

**Electromechanical & Other Components Billings Trend**



	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
<b>Total</b>	343	334	324	408	404	396	389	425	413	402	366	418
<b>UK &amp; Eire</b>	95	97	94	110	108	110	105	116	114	117	107	120
<b>Germany</b>	126	126	117	157	148	152	141	152	144	143	127	144
<b>Nordic</b>	31	29	33	35	36	35	36	38	39	37	37	38
<b>France</b>	30	27	28	38	41	37	41	41	38	36	27	35
<b>Italy</b>	44	38	37	48	51	42	44	55	55	47	45	56
<b>Switzerland</b>	8	9	8	9	9	9	9	10	10	9	9	10
<b>Austria</b>	9	9	8	12	12	11	12	13	13	13	13	14

**Total Electronic Components Billings Trend**

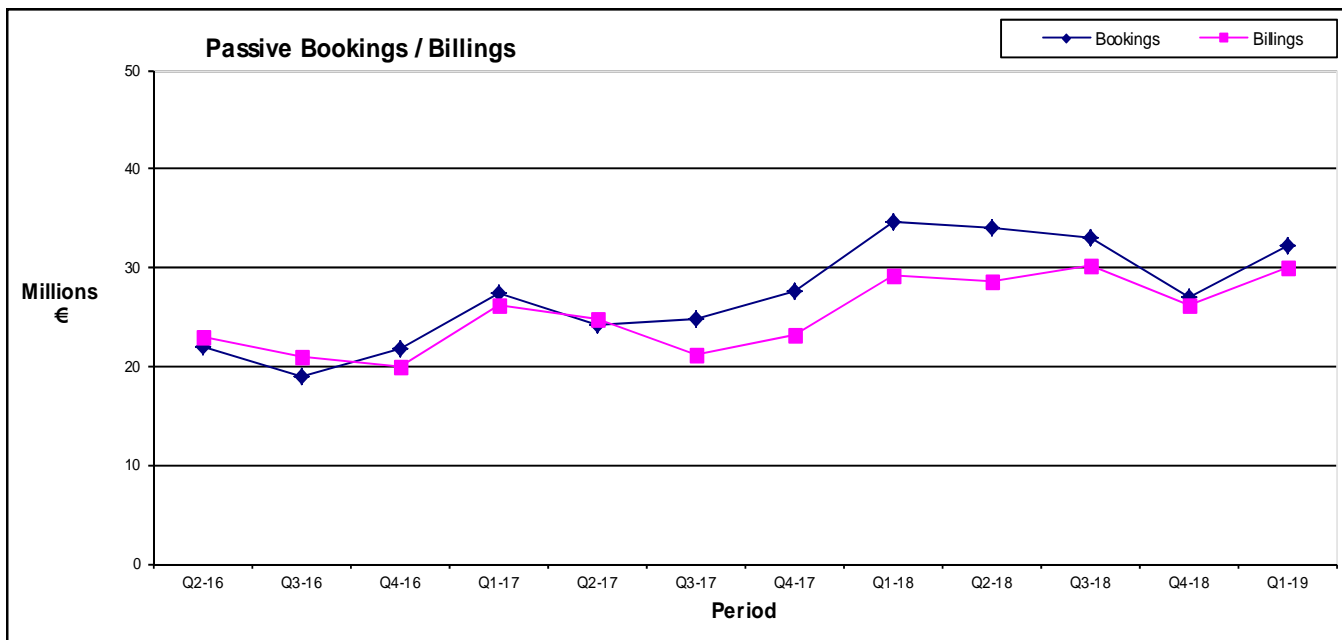


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
<b>Total</b>	1787	1734	1677	2030	2030	2016	1883	2075	2047	2067	1972	2148
<b>Germany</b>	805	797	752	914	904	937	845	889	858	895	844	923
<b>UK &amp; Eire</b>	284	289	288	336	329	339	314	367	359	375	347	362
<b>Italy</b>	277	240	231	306	316	274	266	334	346	313	294	358
<b>France</b>	158	146	145	177	168	150	155	175	171	176	168	170
<b>Nordic</b>	137	138	140	154	167	161	159	156	161	152	161	166
<b>Switzerland</b>	66	69	62	73	76	80	72	76	75	80	80	87
<b>Austria</b>	61	55	59	70	70	75	71	79	77	77	78	83

**FRANCE**

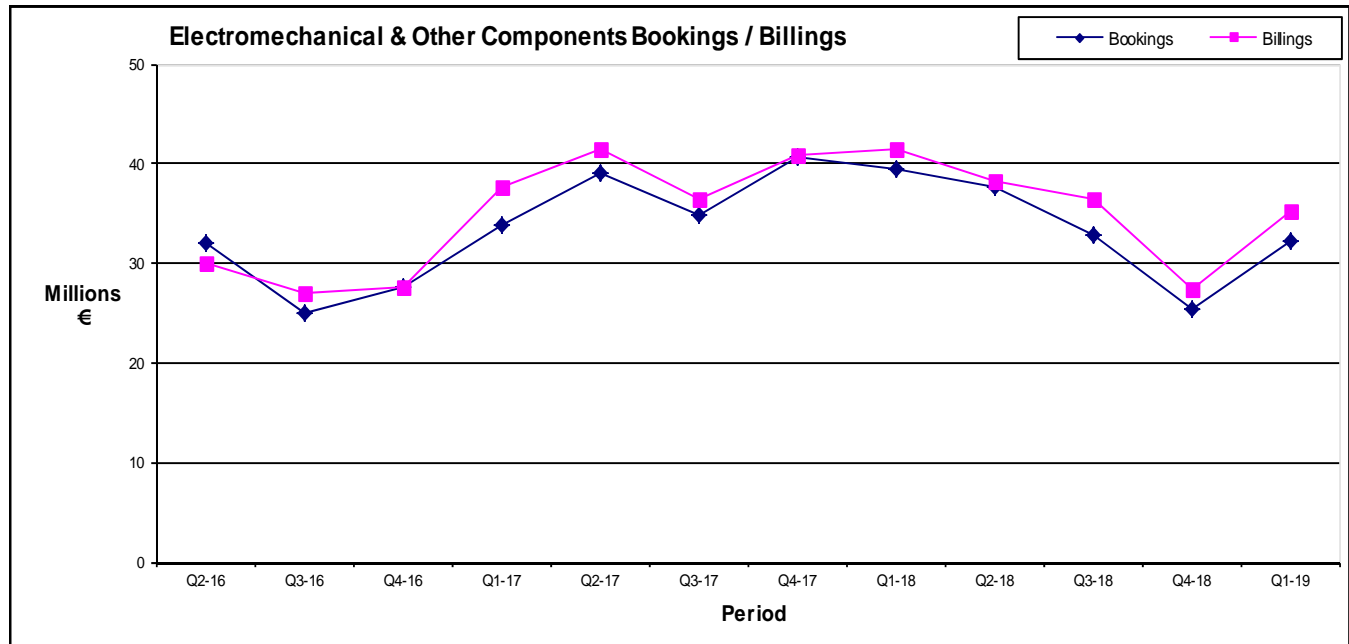


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
<b>Bookings</b>	110	95	106	120	108	98	105	119	109	99	107	102
<b>Billings</b>	105	98	97	113	102	92	91	104	104	109	114	104

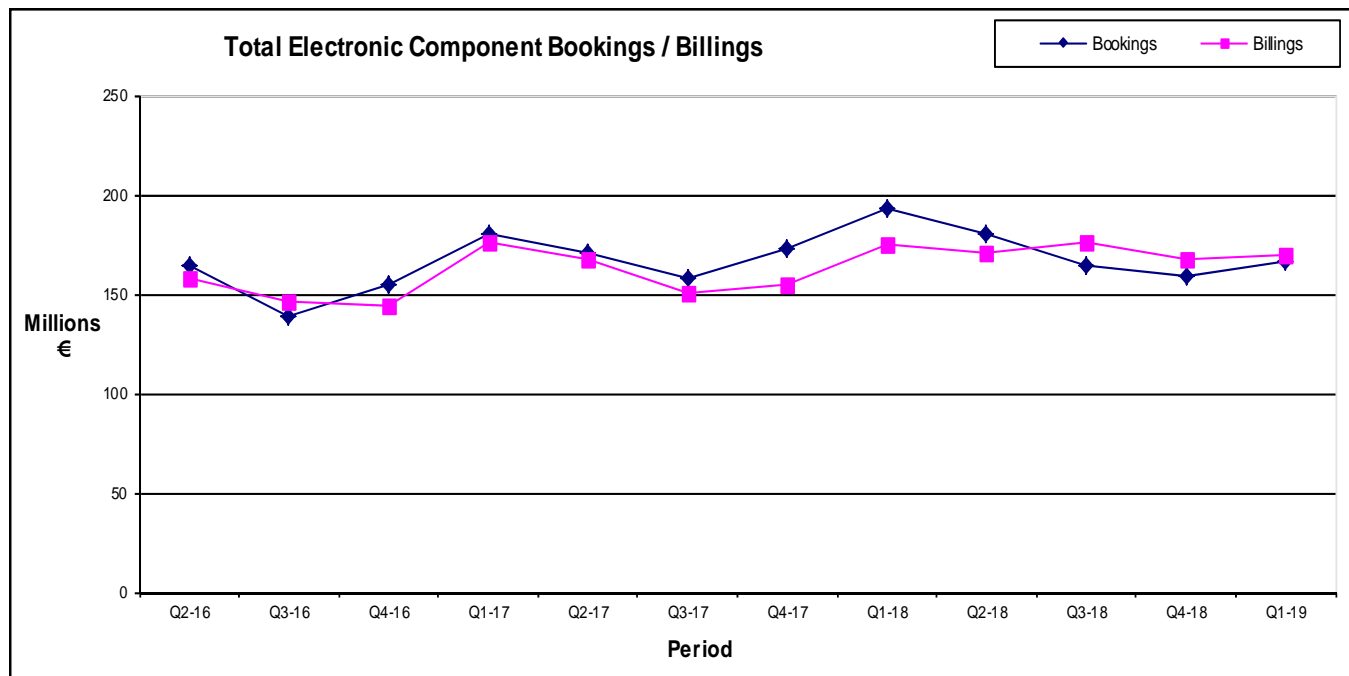


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
<b>Bookings</b>	22	19	22	27	24	25	28	35	34	33	27	32
<b>Billings</b>	23	21	20	26	25	21	23	29	29	30	26	30

**FRANCE**



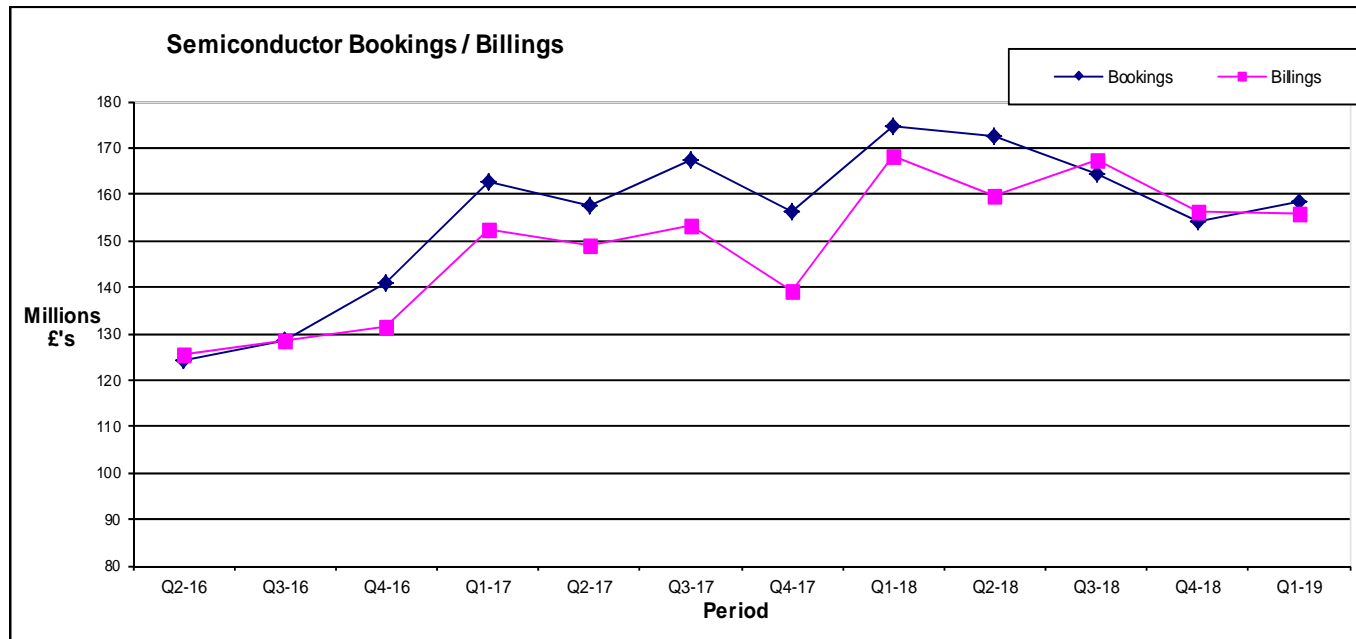
	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
<b>Bookings</b>	32	25	28	34	39	35	41	39	38	33	25	32
<b>Billings</b>	30	27	28	38	41	37	41	41	38	36	27	35



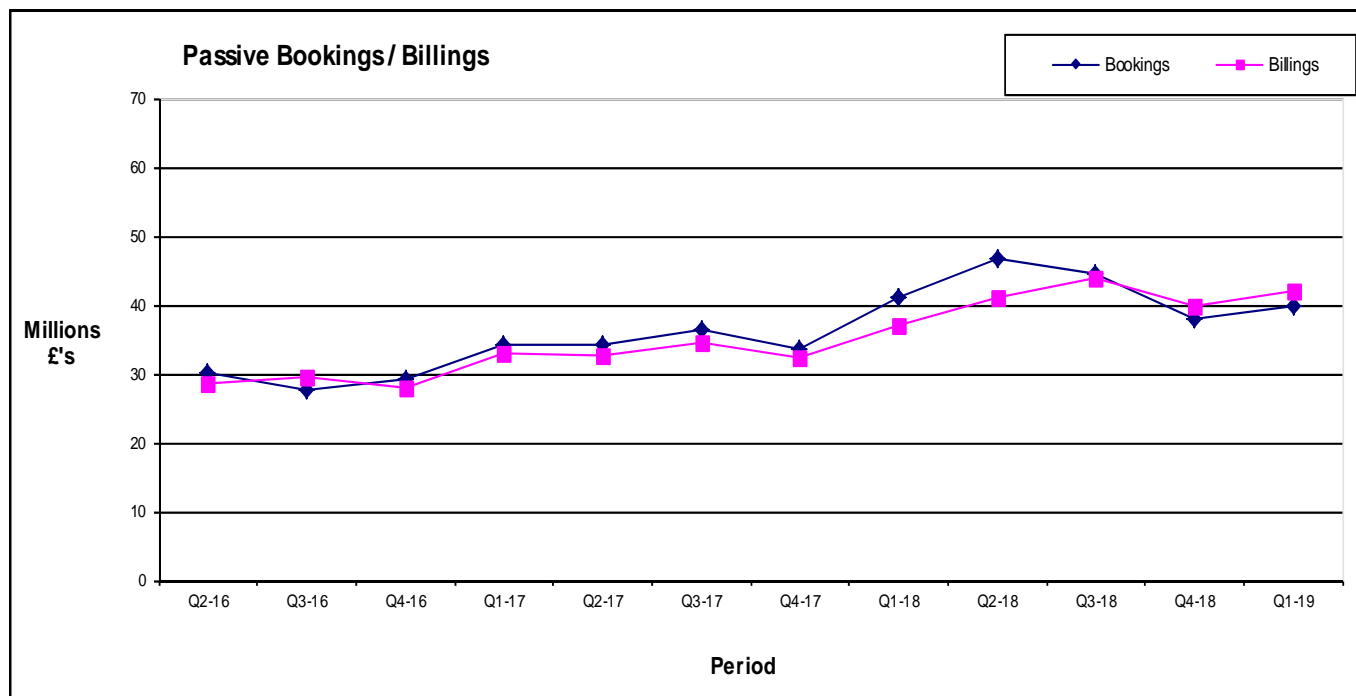
	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
<b>Bookings</b>	164	139	155	181	171	158	173	193	181	165	159	167
<b>Billings</b>	158	146	145	177	168	150	155	175	171	176	168	170



**UK & Eire**

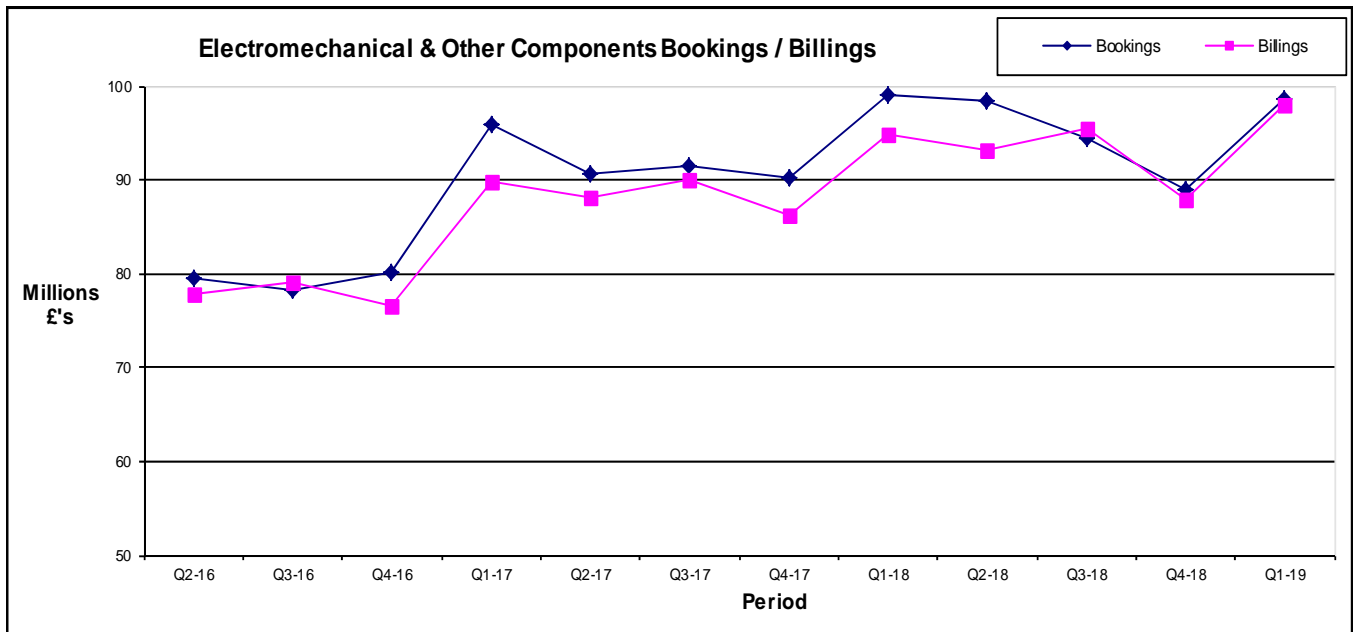


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
<b>Bookings</b>	124	128	141	163	158	167	156	175	172	164	154	159
<b>Billings</b>	126	128	131	152	149	153	139	168	160	168	156	156

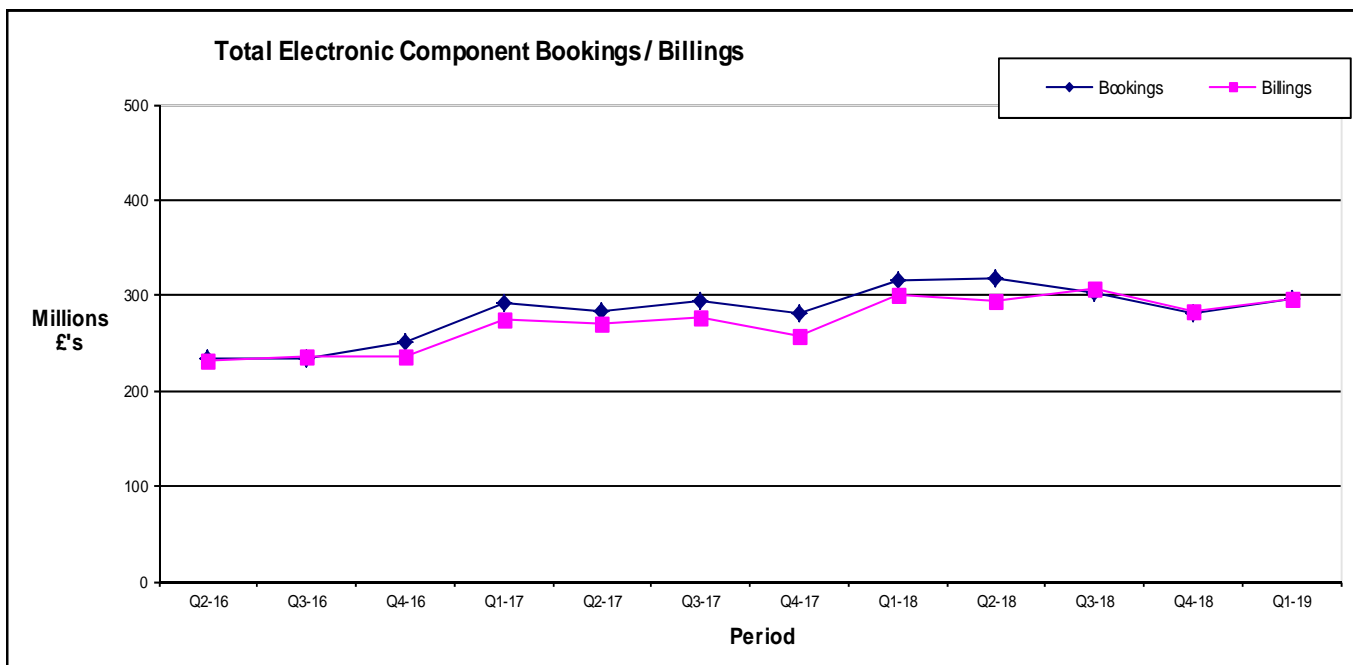


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
<b>Bookings</b>	30	28	29	34	34	36	34	41	47	45	38	40
<b>Billings</b>	29	29	28	33	33	35	32	37	41	44	40	42

**UK & Eire**

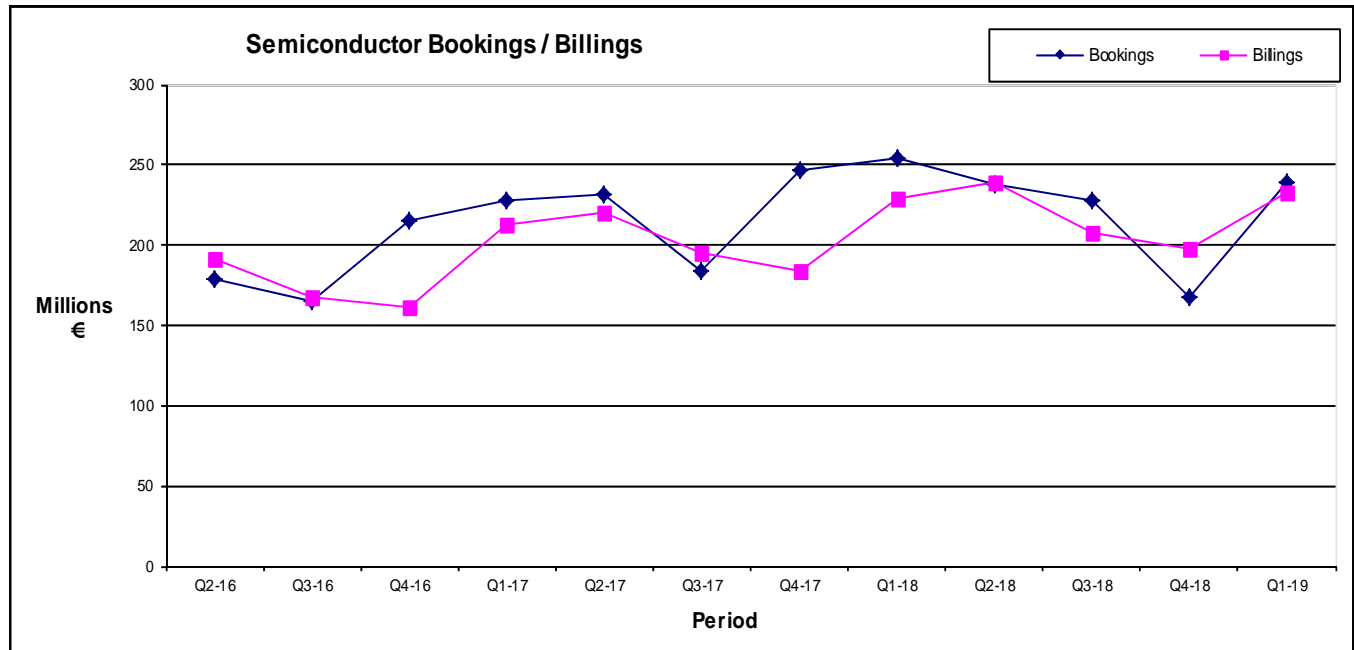


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
<b>Bookings</b>	79	78	80	96	91	91	90	99	98	94	89	99
<b>Billings</b>	78	79	77	90	88	90	86	95	93	96	88	98

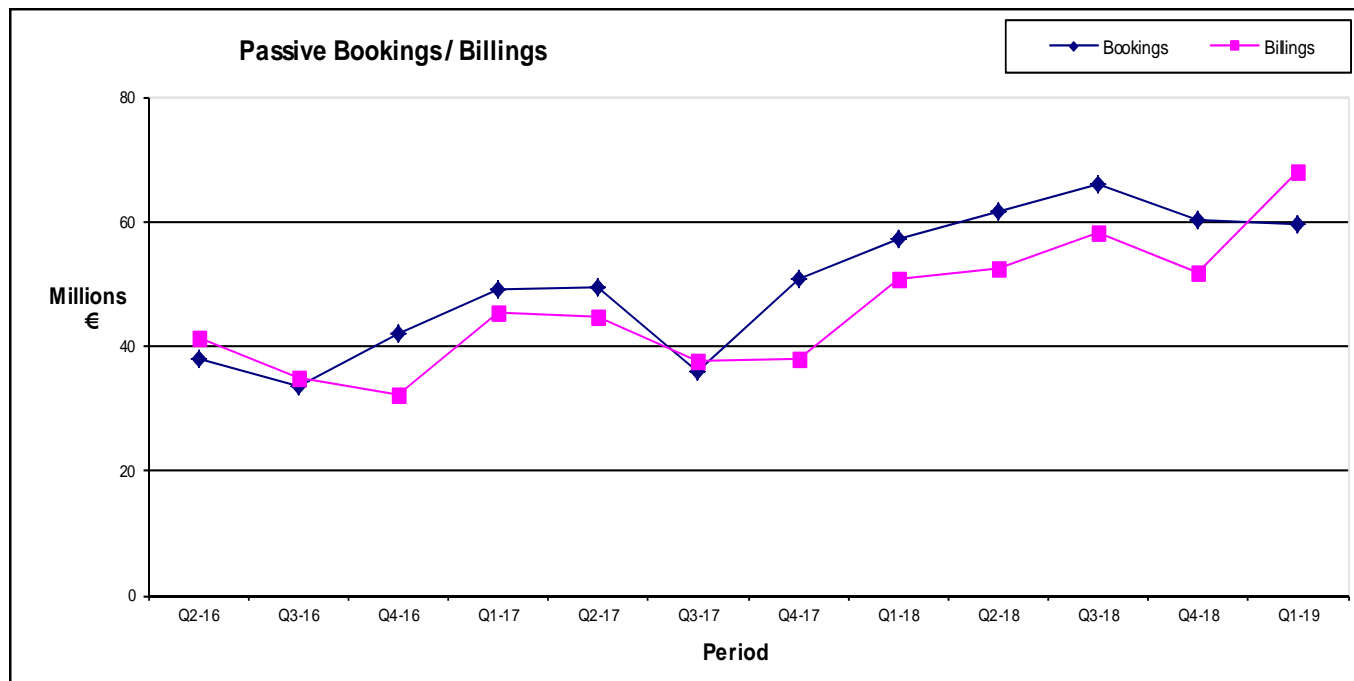


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
<b>Bookings</b>	234	234	250	293	283	295	280	315	318	304	281	297
<b>Billings</b>	232	237	236	275	270	278	257	300	294	307	284	296

ITALY

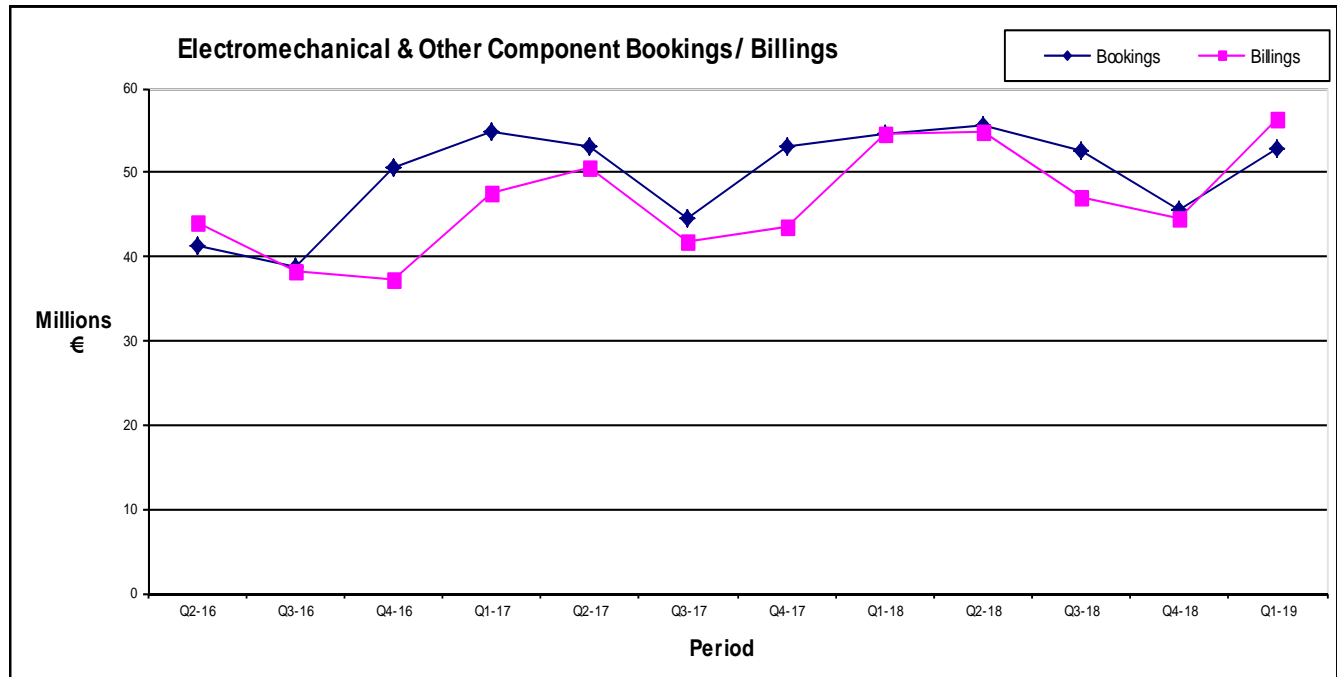


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
<b>Bookings</b>	179	165	215	227	232	184	247	255	237	227	167	239
<b>Billings</b>	191	167	161	213	221	195	184	229	239	208	198	233

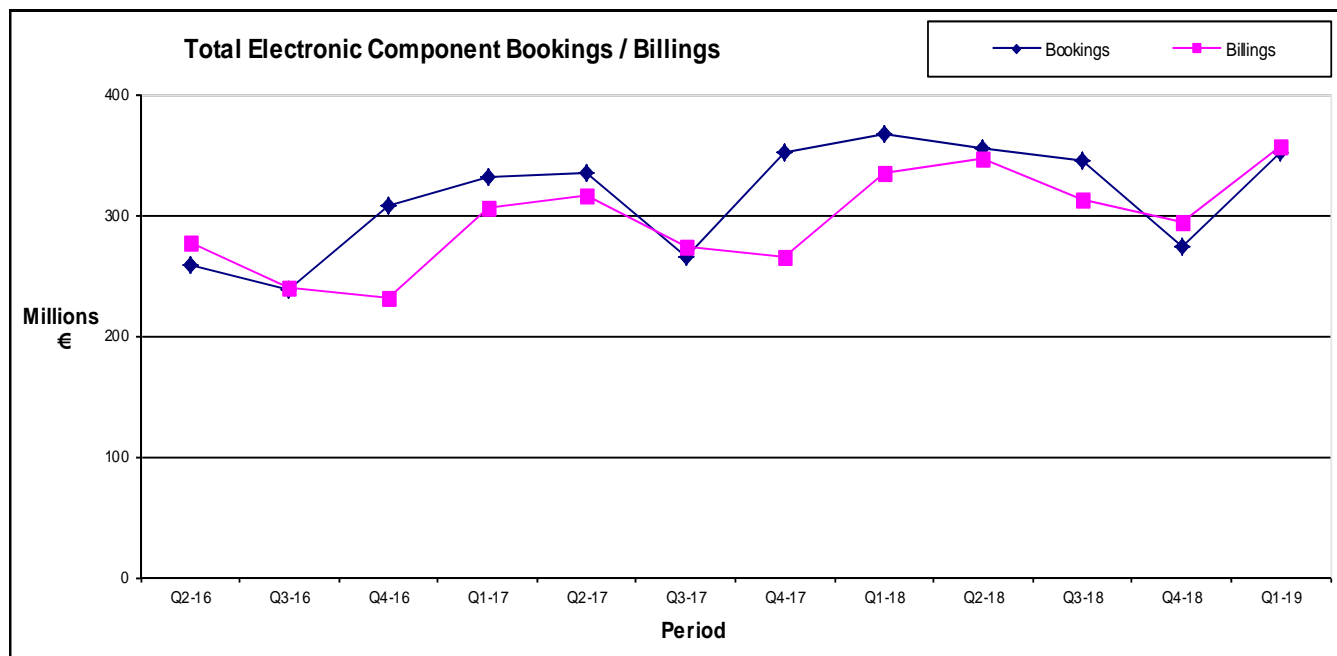


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
<b>Bookings</b>	38	34	42	49	50	36	51	57	62	66	60	60
<b>Billings</b>	41	35	32	45	45	38	38	51	52	58	52	68

ITALY

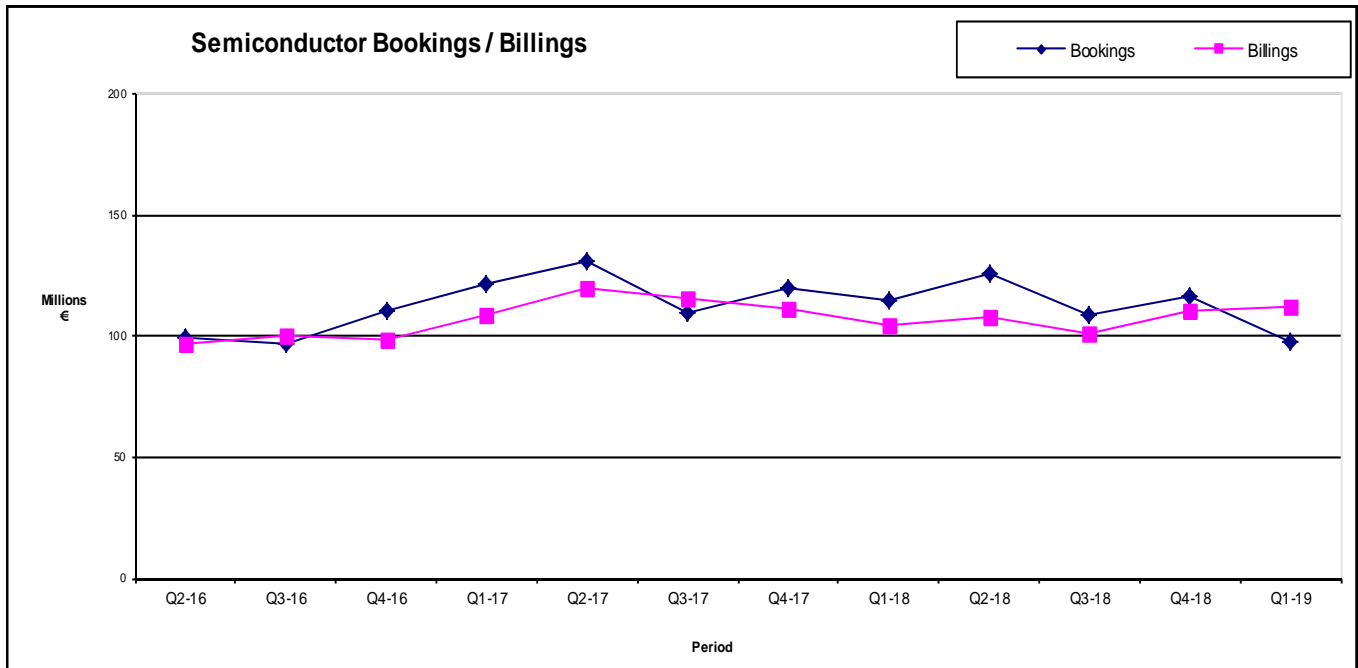


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
<b>Bookings</b>	41	39	51	55	53	44	53	55	56	52	46	53
<b>Billings</b>	44	38	37	48	51	42	44	55	55	47	45	56

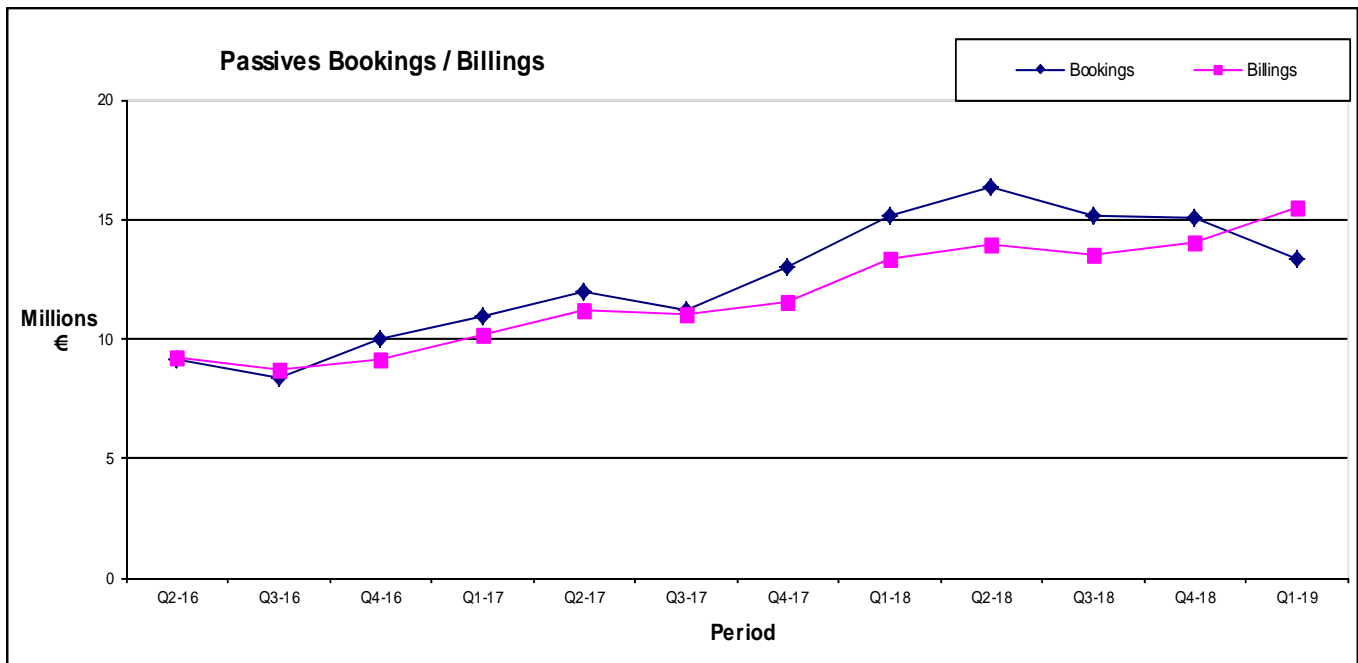


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
<b>Bookings</b>	258	237	308	331	335	265	351	367	355	346	273	352
<b>Billings</b>	277	240	231	306	316	274	266	334	346	313	294	358

**NORDIC**

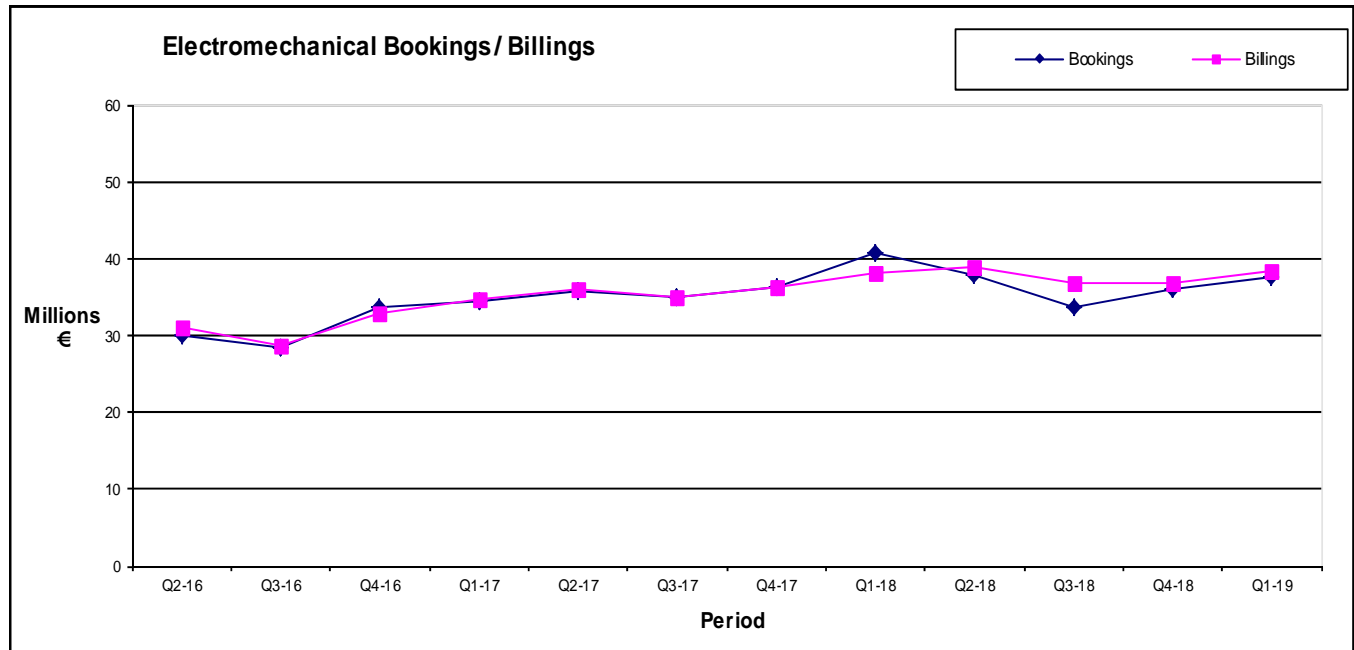


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
<b>Bookings</b>	99	97	110	122	131	110	120	115	126	108	116	98
<b>Billings</b>	96	101	98	109	120	116	111	104	108	101	110	112

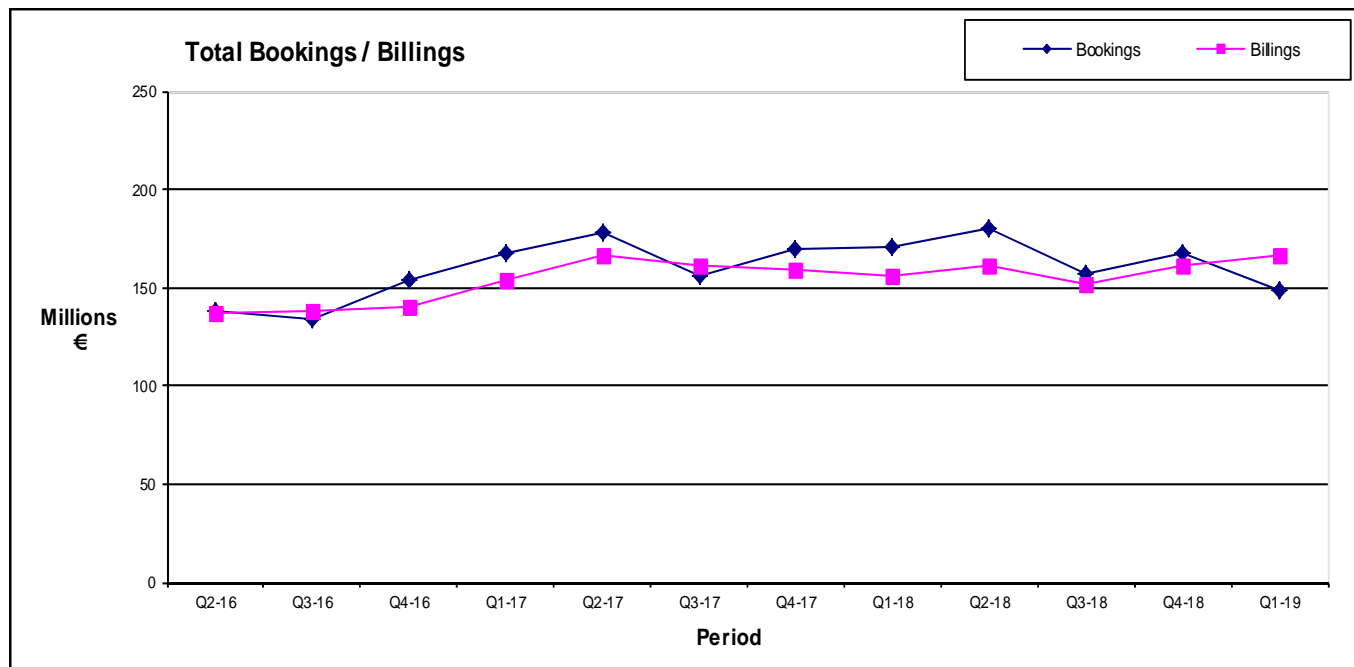


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
<b>Bookings</b>	9	8	10	11	12	11	13	15	16	15	15	13
<b>Billings</b>	9	9	9	10	11	11	12	13	14	13	14	15

NORDIC

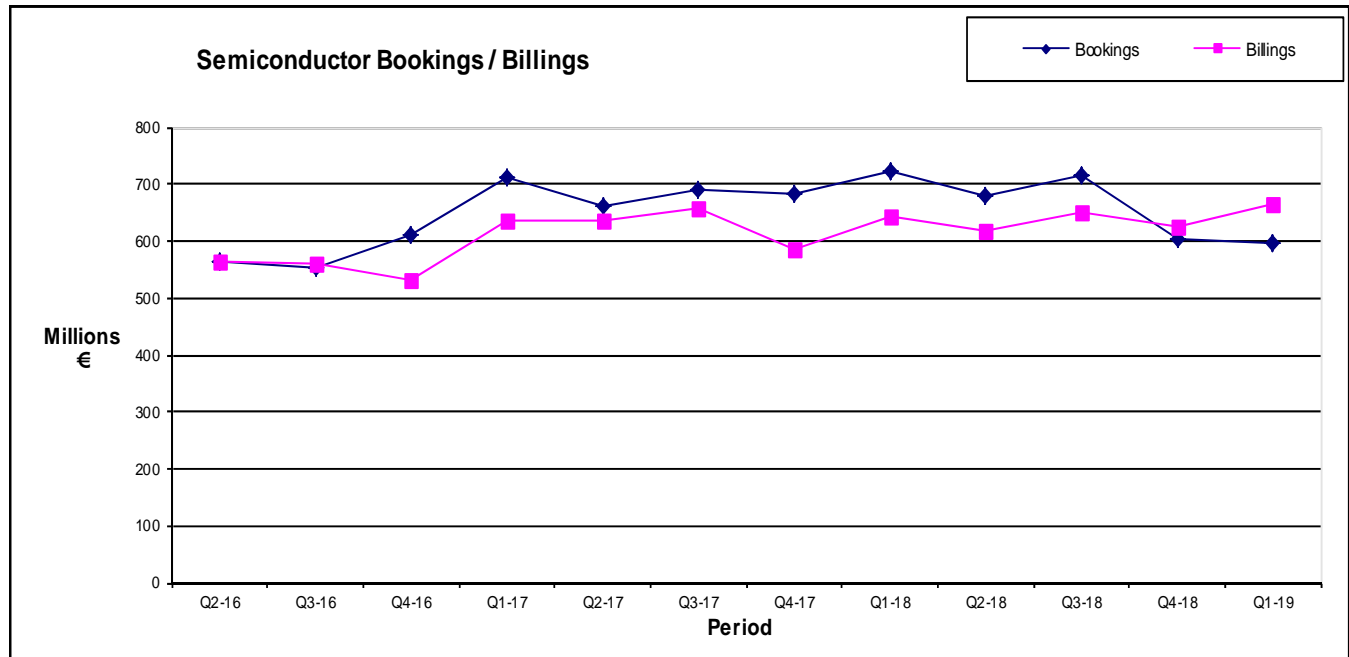


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
<b>Bookings</b>	30	28	34	35	36	35	36	41	38	34	36	38
<b>Billings</b>	31	29	33	35	36	35	36	38	39	37	37	38



	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
<b>Bookings</b>	138	134	154	167	179	156	169	171	180	157	167	149
<b>Billings</b>	137	138	140	154	167	161	159	156	161	152	161	166

**GERMANY**

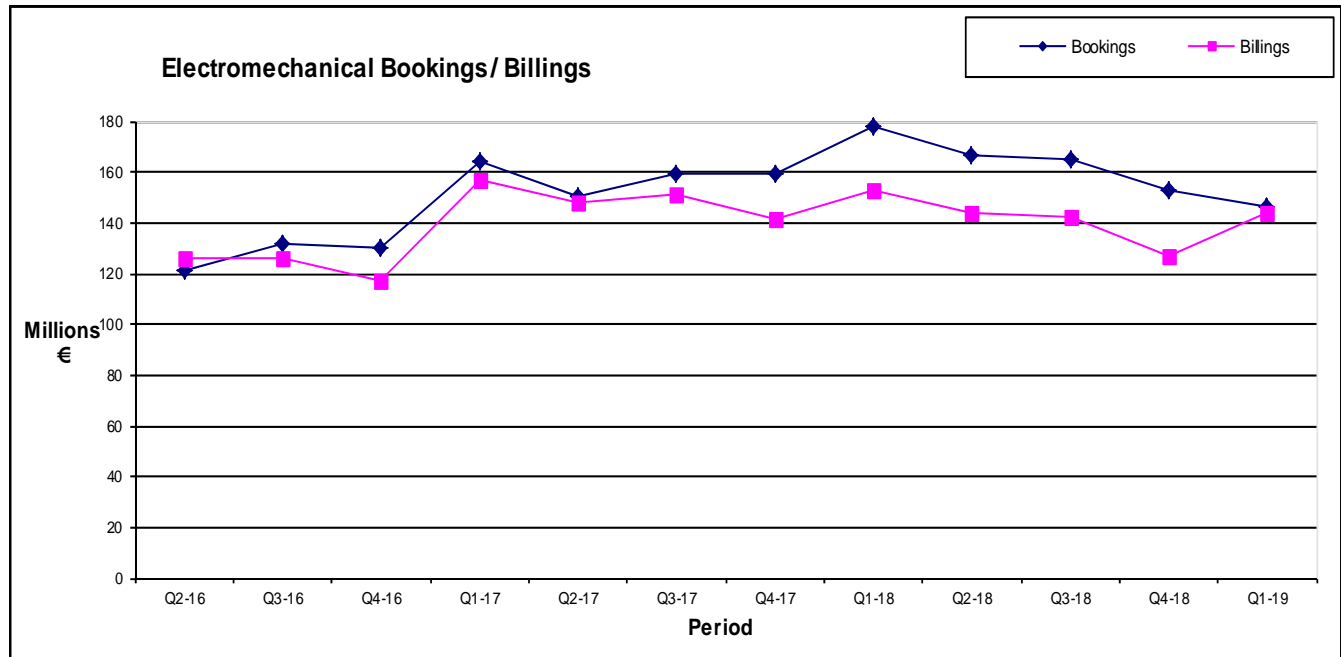


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
<b>Bookings</b>	565	552	610	710	662	691	684	724	679	714	605	597
<b>Billings</b>	565	561	532	635	636	659	585	642	620	652	623	664

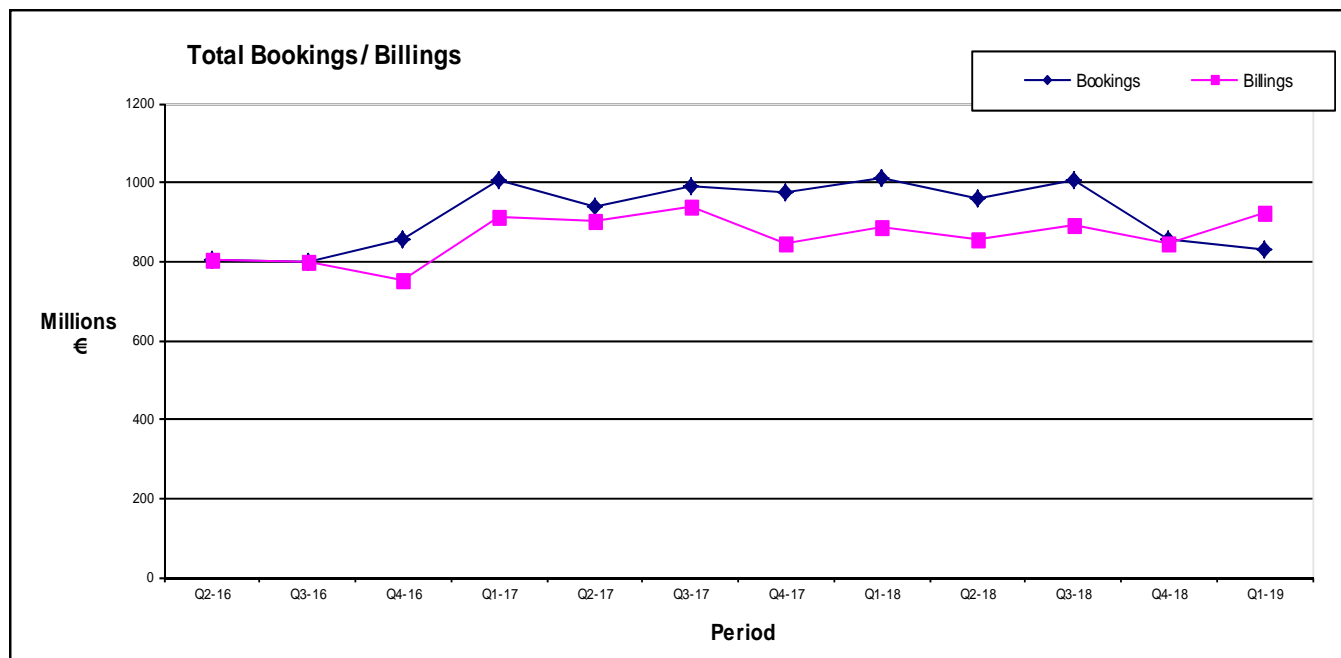


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
<b>Bookings</b>	118	114	114	131	126	139	134	111	115	128	99	90
<b>Billings</b>	115	110	103	123	120	126	119	94	95	100	93	114

**GERMANY**



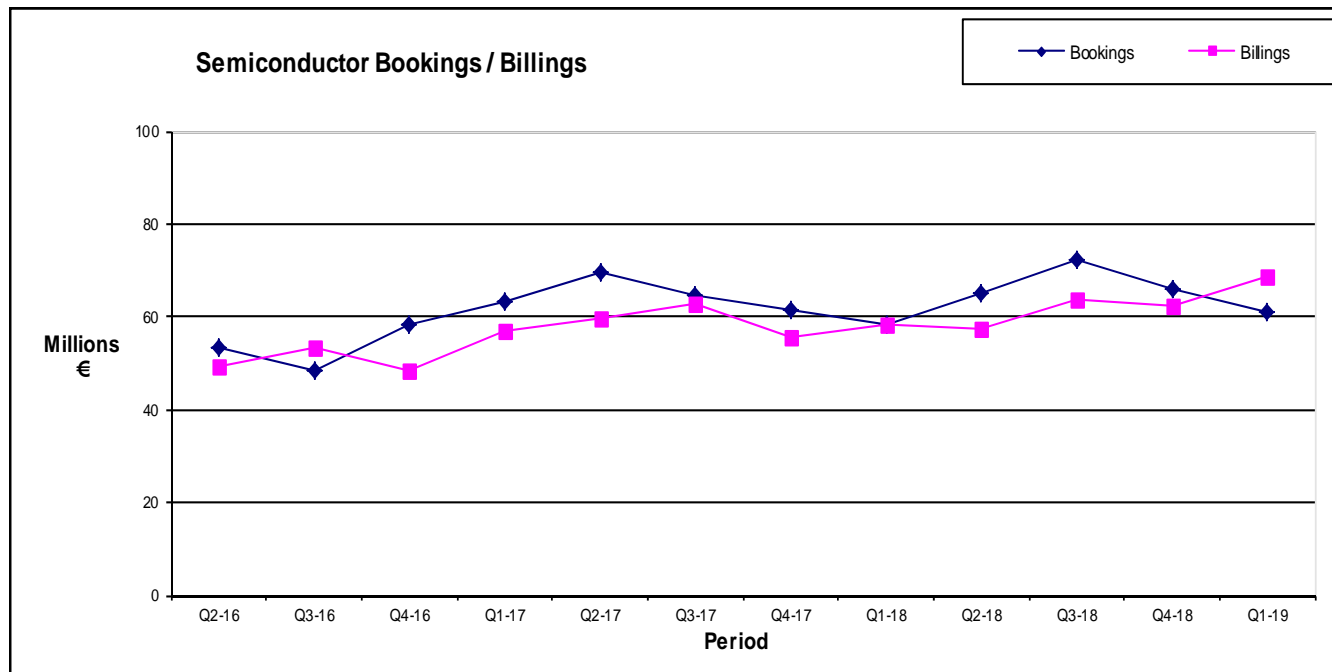
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<b>Bookings</b>	121	132	130	164	150	159	159	178	167	165	153	146
<b>Billings</b>	126	126	117	157	148	152	141	152	144	143	127	144



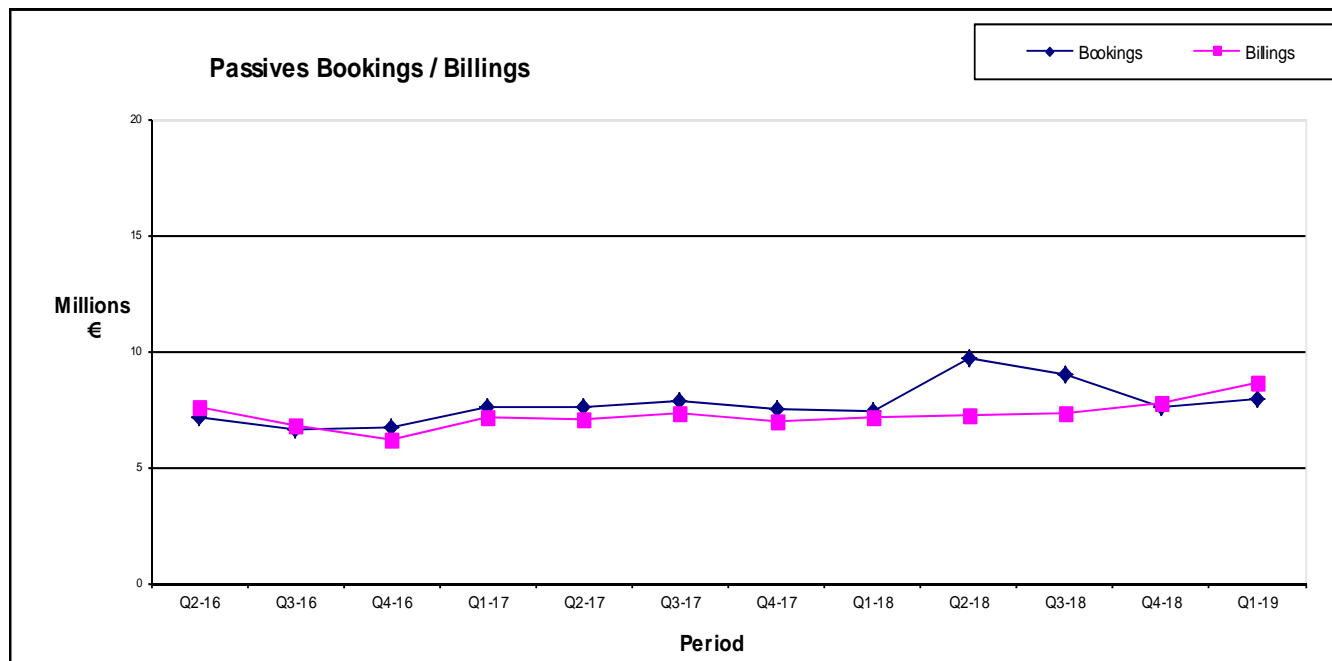
	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
<b>Bookings</b>	804	798	854	1005	938	989	976	1012	961	1006	857	832
<b>Billings</b>	805	797	752	914	904	937	845	889	858	895	844	923



SWITZERLAND

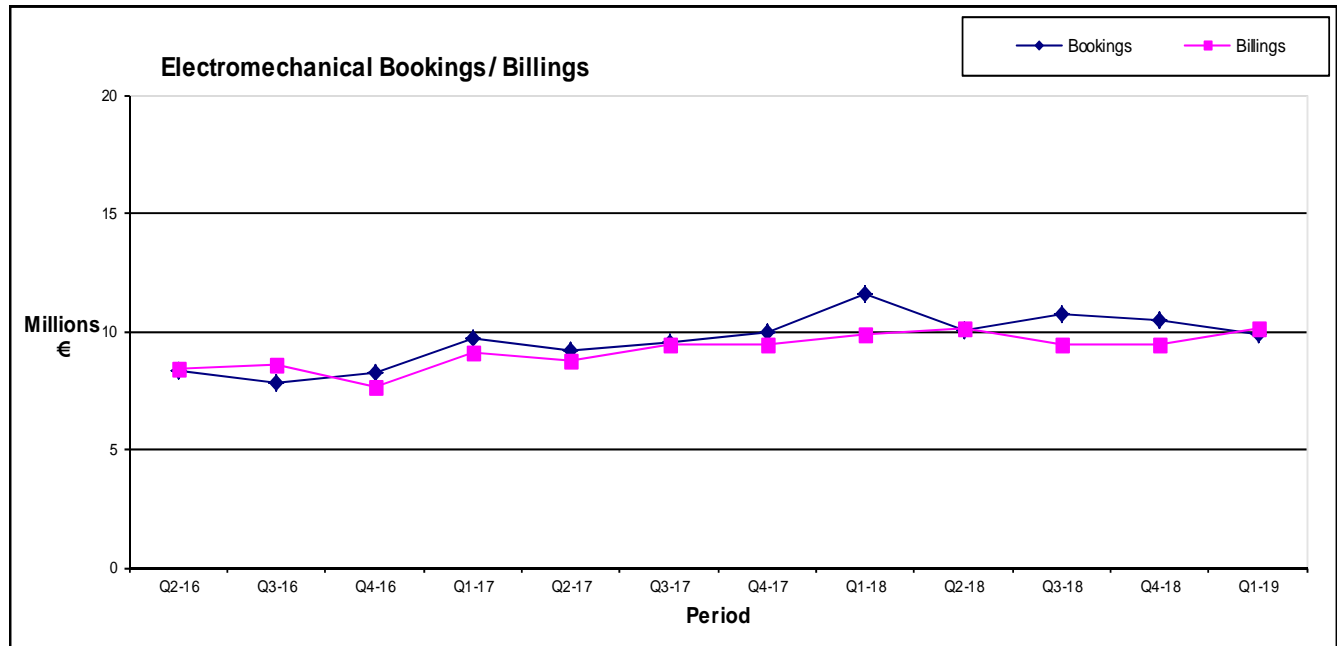


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
<b>Bookings</b>	53	48	58	63	69	64	62	58	65	72	66	61
<b>Billings</b>	49	53	49	57	60	63	56	59	57	64	62	69



	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
<b>Bookings</b>	7	7	7	8	8	8	7	7	10	9	8	8
<b>Billings</b>	8	7	6	7	7	7	7	7	7	7	8	9

**SWITZERLAND**



	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
<b>Bookings</b>	8	8	8	10	9	10	10	12	10	11	10	10
<b>Billings</b>	8	9	8	9	9	9	9	10	10	9	9	10

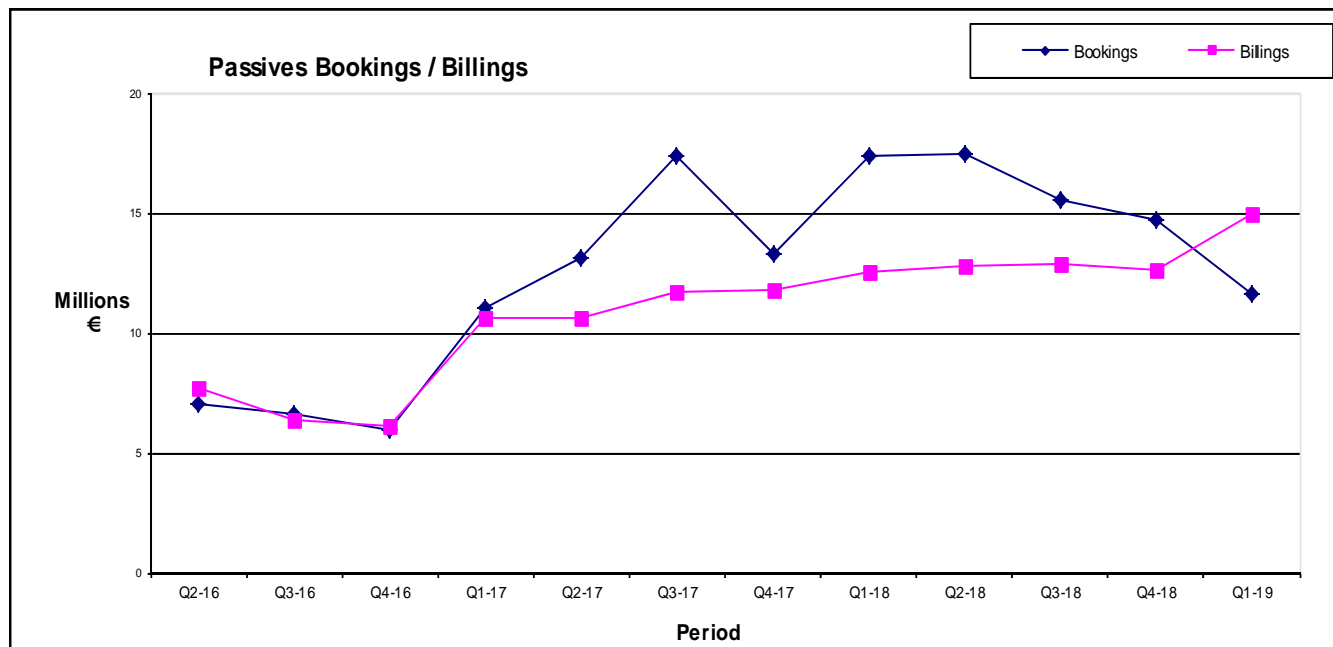


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
<b>Bookings</b>	69	63	73	81	86	82	79	77	85	92	84	79
<b>Billings</b>	66	69	62	73	76	80	72	76	75	80	80	87

AUSTRIA

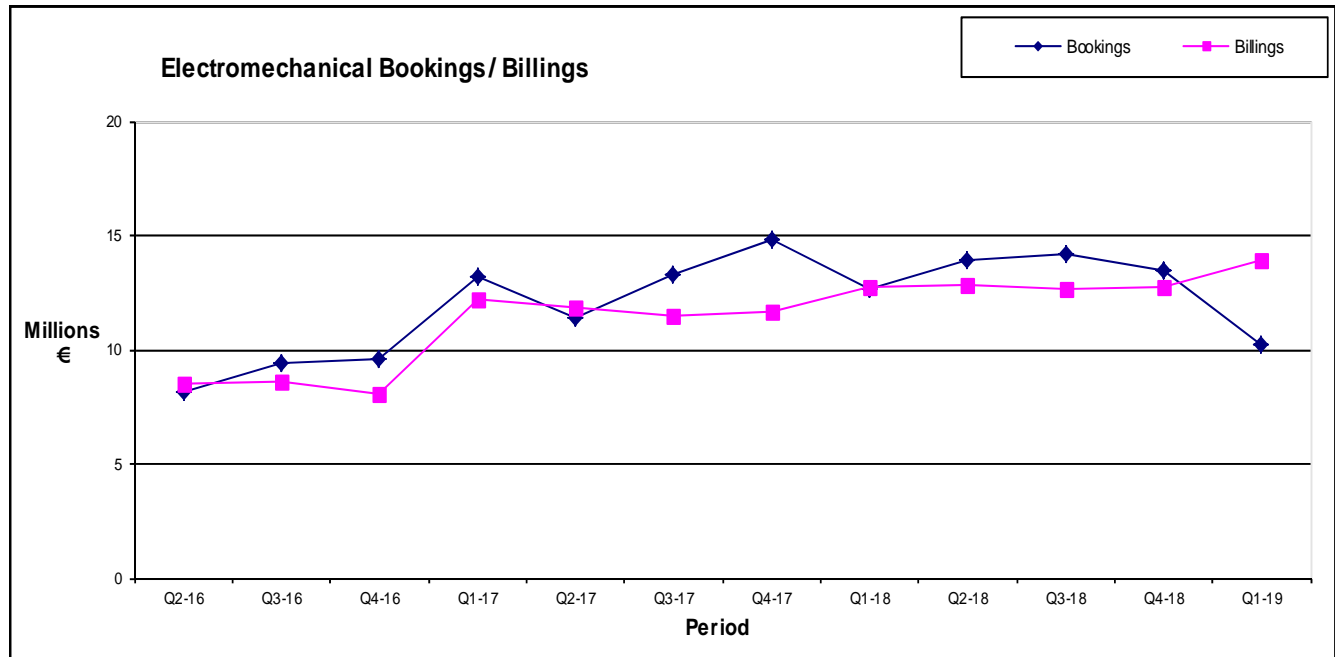


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
<b>Bookings</b>	51	44	43	54	60	52	52	56	58	59	53	45
<b>Billings</b>	45	40	45	47	47	52	48	54	51	51	53	54

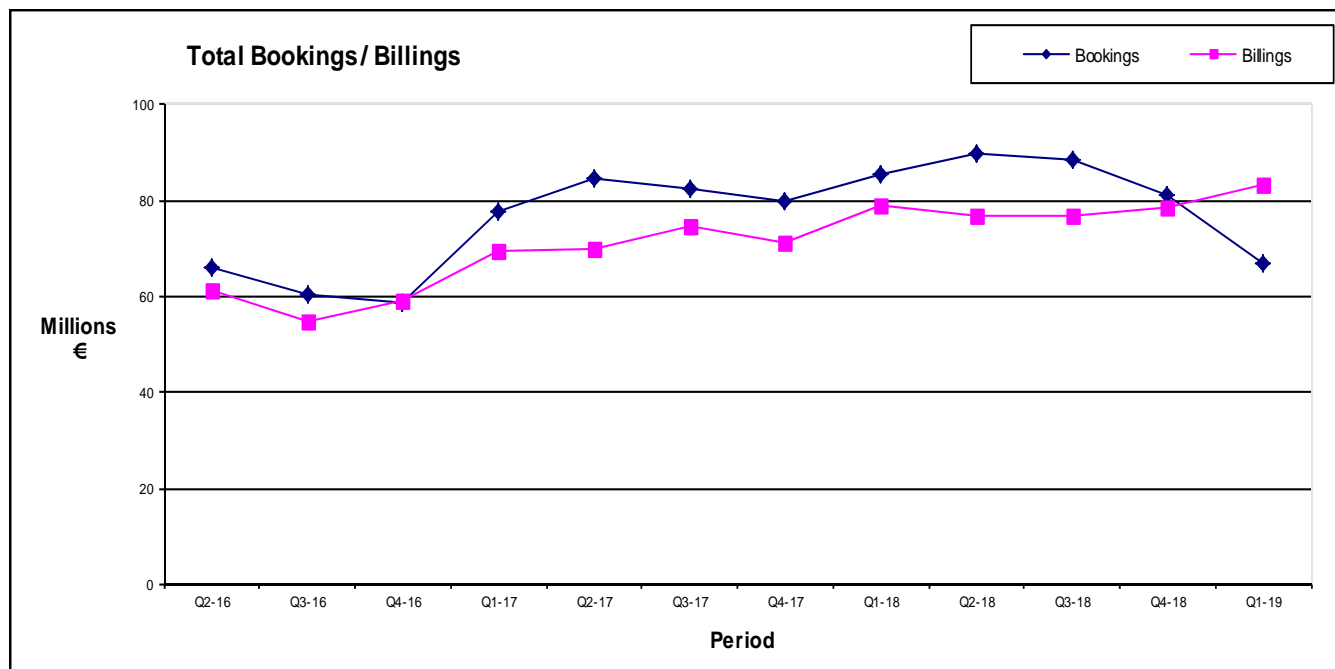


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
<b>Bookings</b>	7	7	6	11	13	17	13	17	18	16	15	12
<b>Billings</b>	8	6	6	11	11	12	12	13	13	13	13	15

**AUSTRIA**

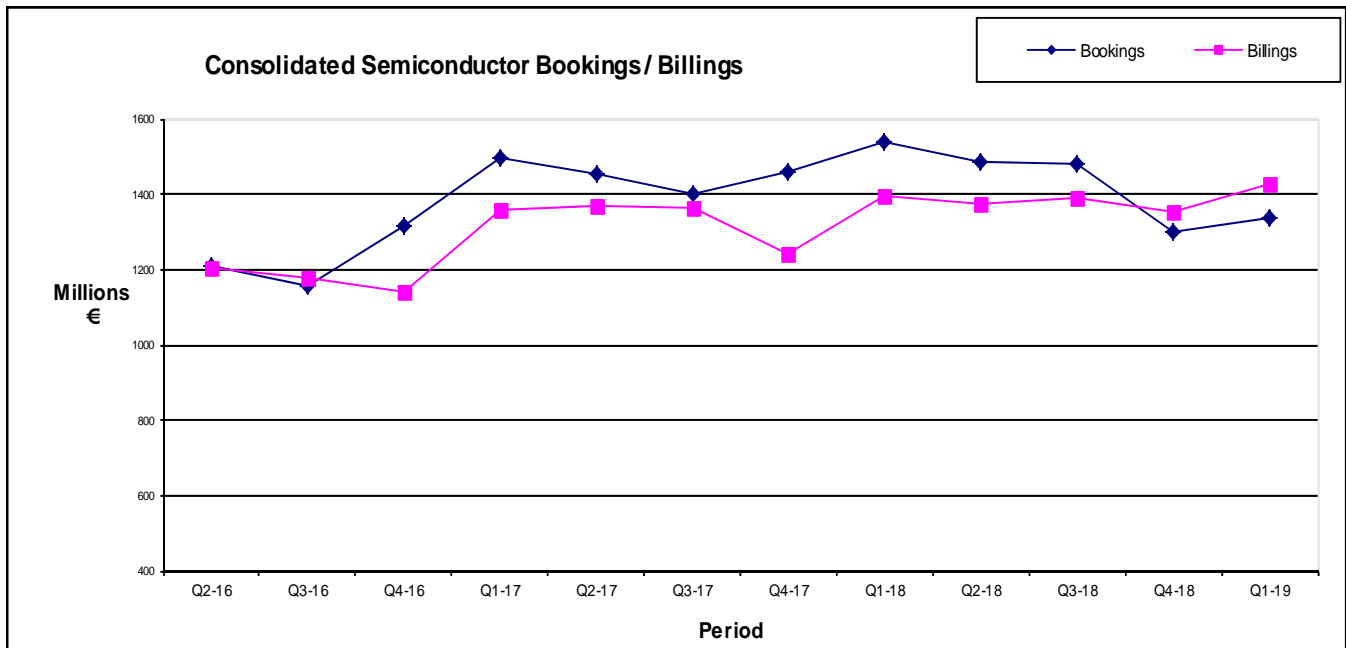


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
<b>Bookings</b>	8	9	10	13	11	13	15	13	14	14	13	10
<b>Billings</b>	9	9	8	12	12	11	12	13	13	13	13	14

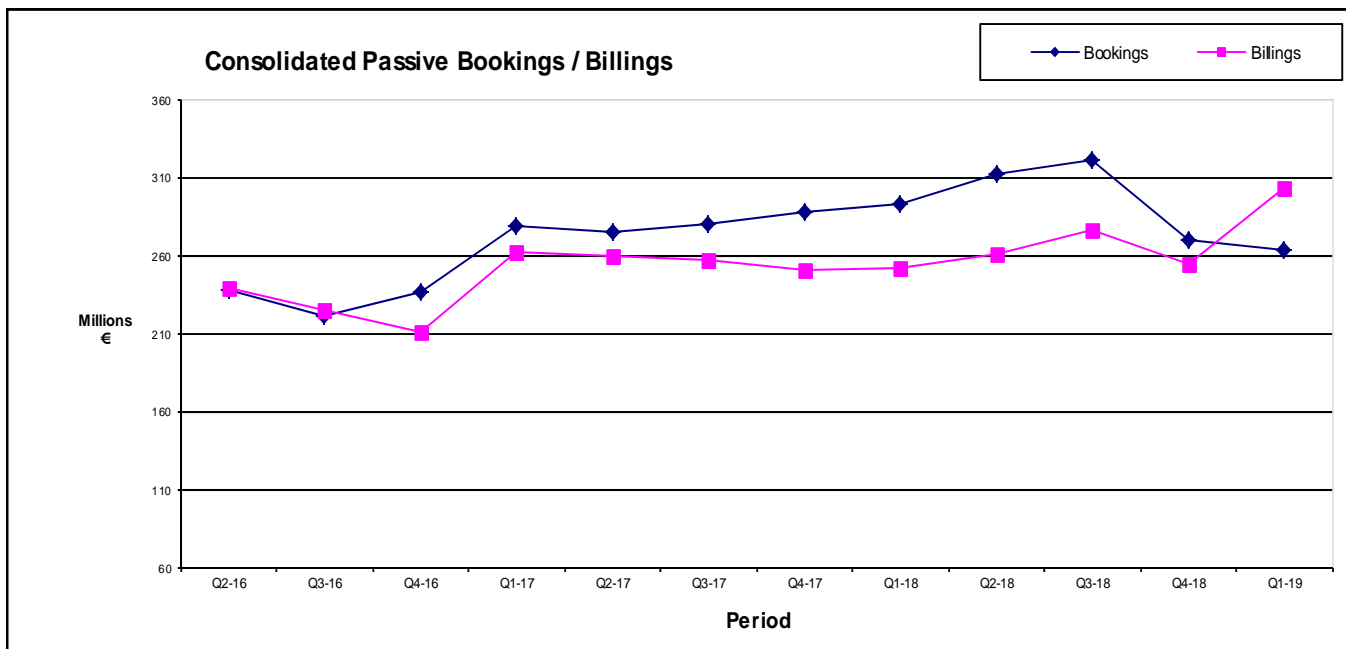


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
<b>Bookings</b>	66	60	59	78	85	83	80	86	90	88	81	67
<b>Billings</b>	61	55	59	70	70	75	71	79	77	77	78	83

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

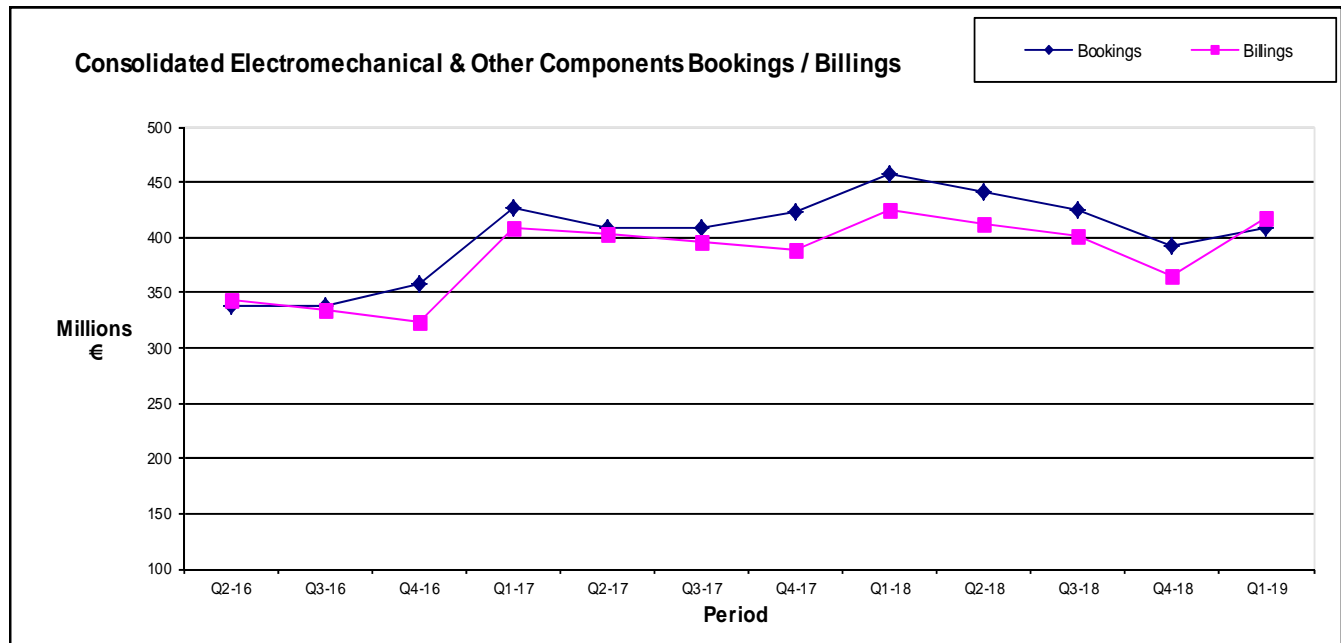


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
<b>Bookings</b>	1209	1159	1314	1494	1455	1404	1460	1539	1485	1480	1302	1335
<b>Billings</b>	1205	1176	1142	1359	1367	1363	1244	1397	1374	1390	1352	1428

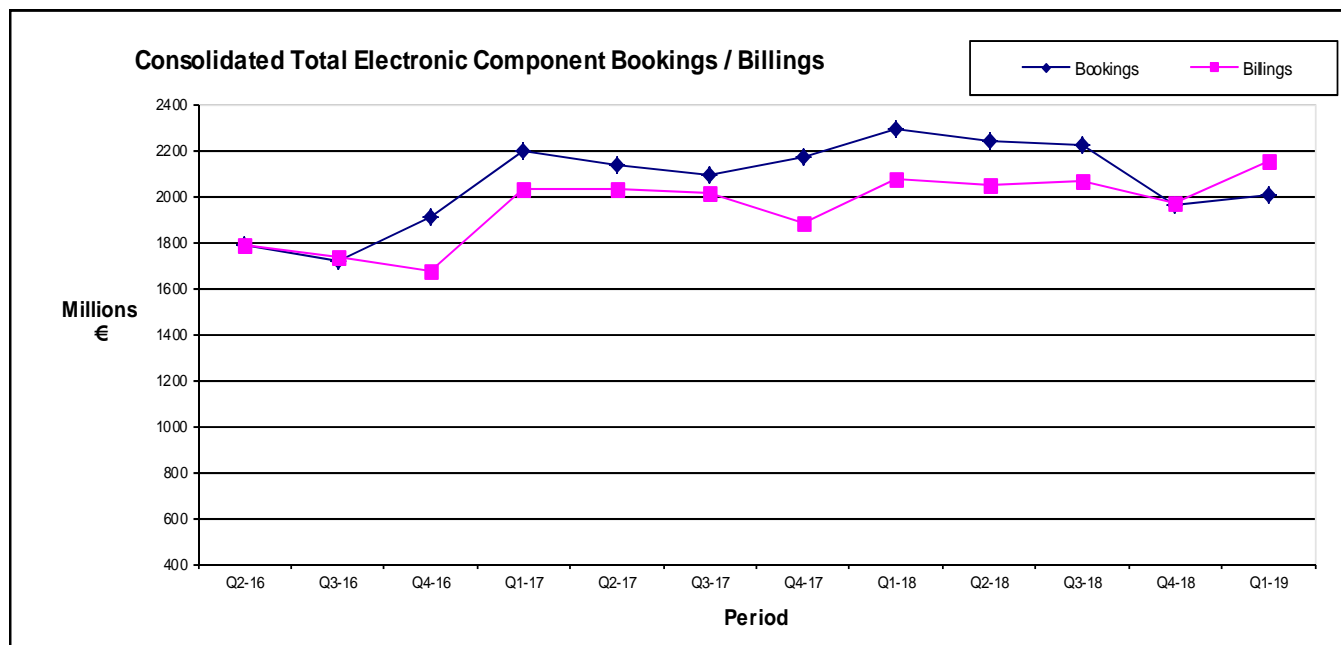


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
<b>Bookings</b>	238	222	236	278	274	280	287	293	312	321	270	263
<b>Billings</b>	239	224	211	262	259	257	250	252	260	276	255	303

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

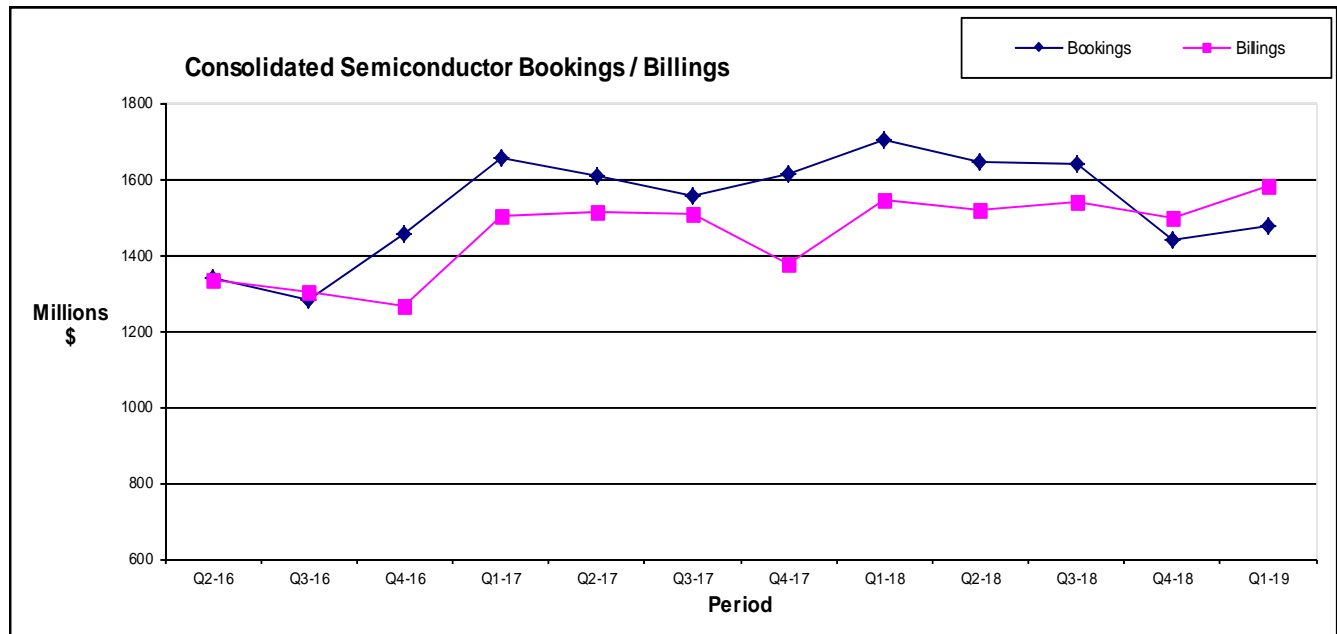


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
<b>Bookings</b>	338	337	358	427	409	408	424	458	442	424	393	409
<b>Billings</b>	343	334	324	408	404	396	389	425	413	402	366	418

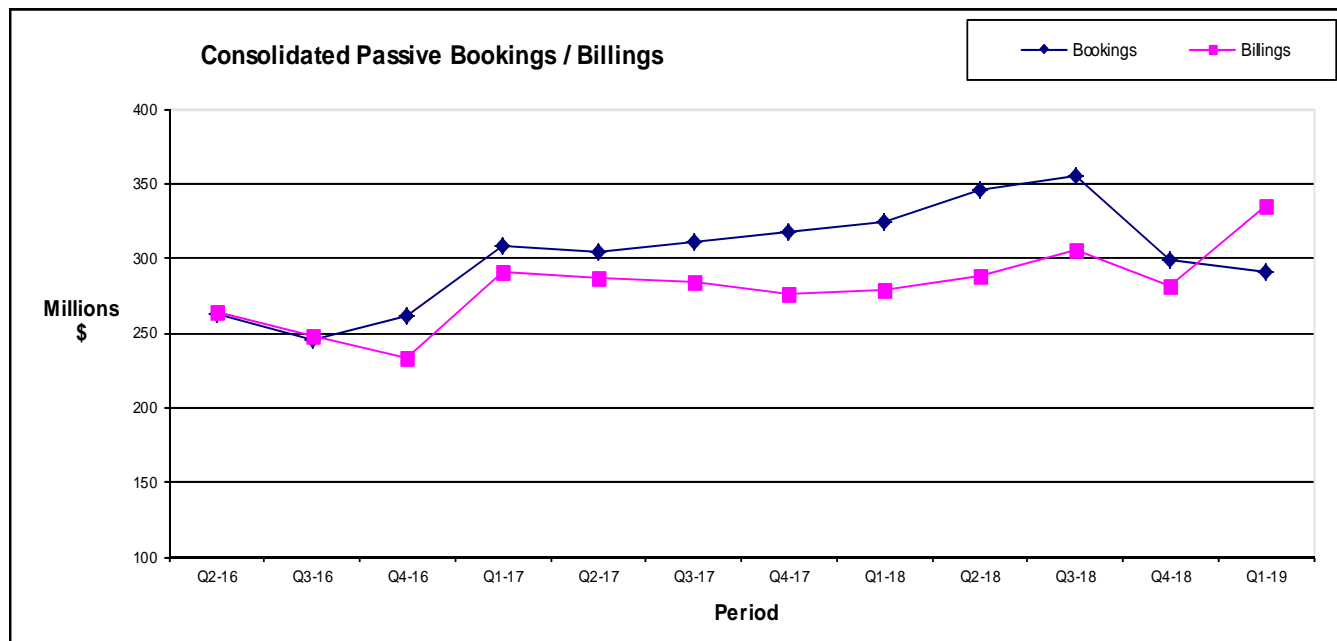


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
<b>Bookings</b>	1784	1718	1908	2200	2138	2092	2171	2290	2239	2225	1965	2007
<b>Billings</b>	1787	1734	1677	2030	2030	2016	1883	2075	2047	2067	1972	2148

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

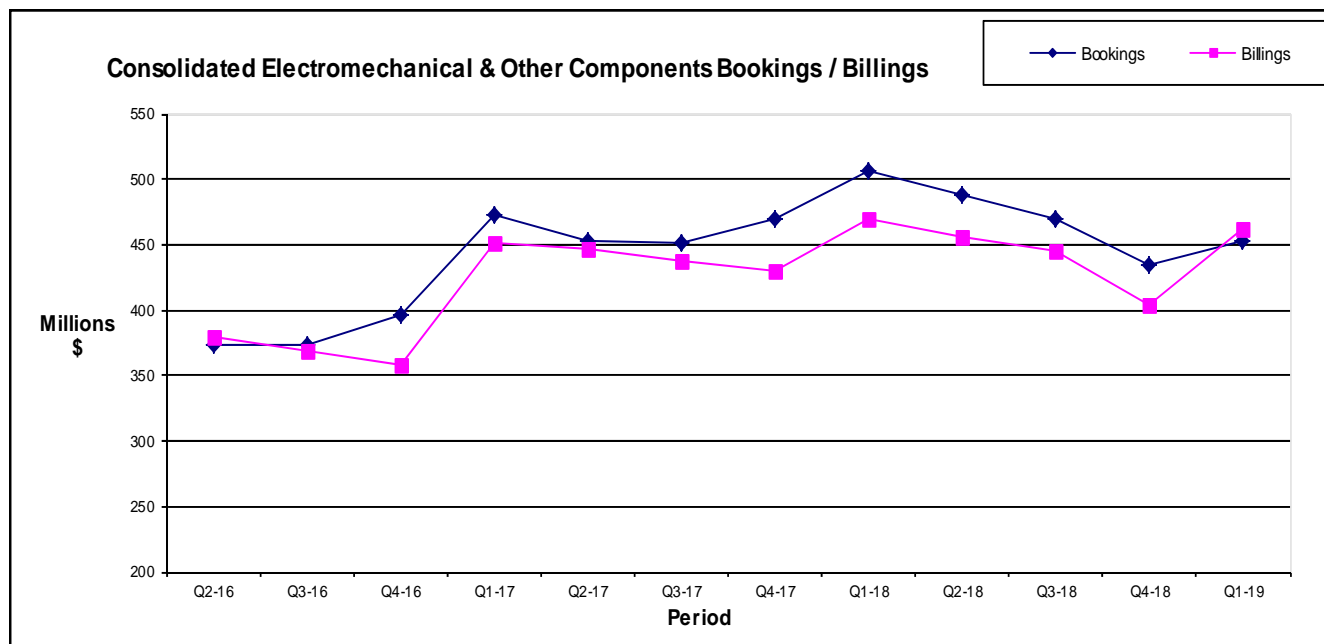


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
<b>Bookings</b>	1338	1282	1455	1654	1610	1553	1616	1704	1644	1638	1441	1478
<b>Billings</b>	1334	1302	1264	1504	1513	1509	1377	1546	1521	1538	1496	1580

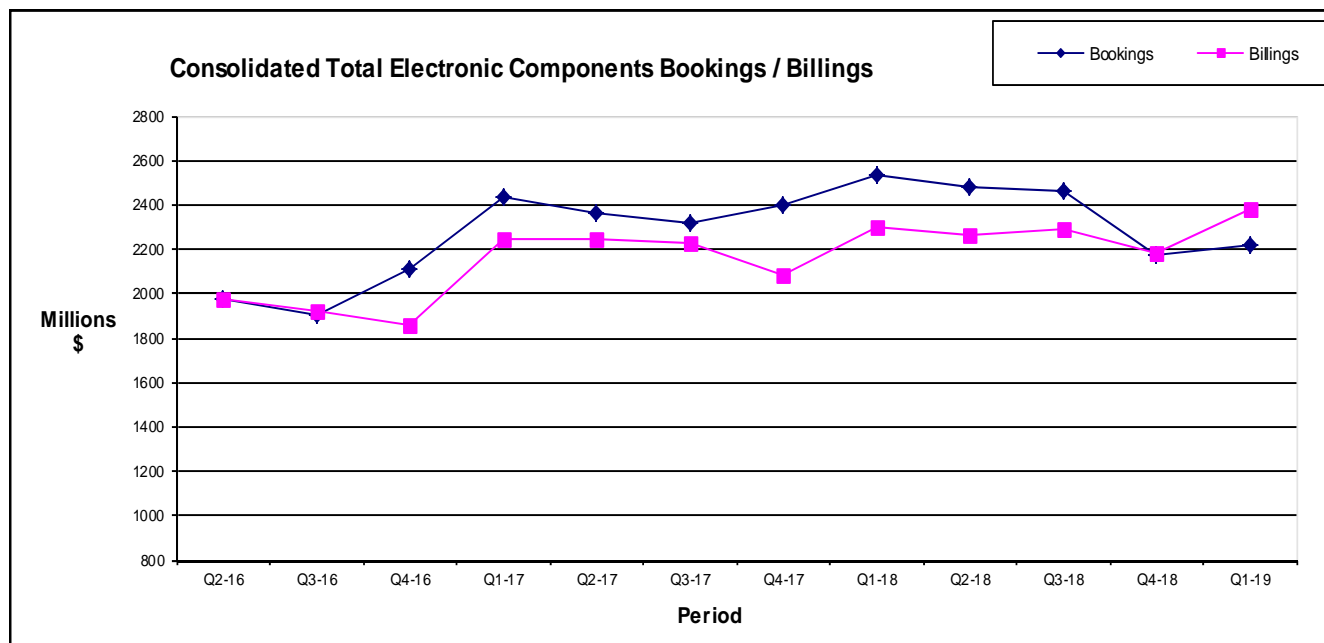


	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
<b>Bookings</b>	263	245	261	308	304	310	318	324	345	355	299	291
<b>Billings</b>	264	248	234	290	286	285	277	279	288	305	282	335

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



	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
<b>Bookings</b>	374	373	396	473	453	451	469	507	489	470	435	453
<b>Billings</b>	380	369	359	451	447	438	430	471	457	445	405	462



	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18	Q1-19
<b>Bookings</b>	1975	1901	2112	2435	2367	2315	2403	2535	2478	2463	2174	2222
<b>Billings</b>	1978	1919	1856	2246	2246	2231	2084	2296	2265	2287	2182	2378