



# QUARTERLY TREND STATISTICS

## Q4-2016

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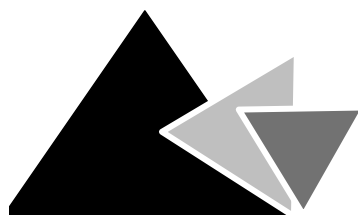
in  
association  
with

International  
Distribution of  
Electronics  
Association



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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	€
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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\$



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

PERIOD: Q4 – 2016 ISSUED: 8<sup>th</sup> February 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.

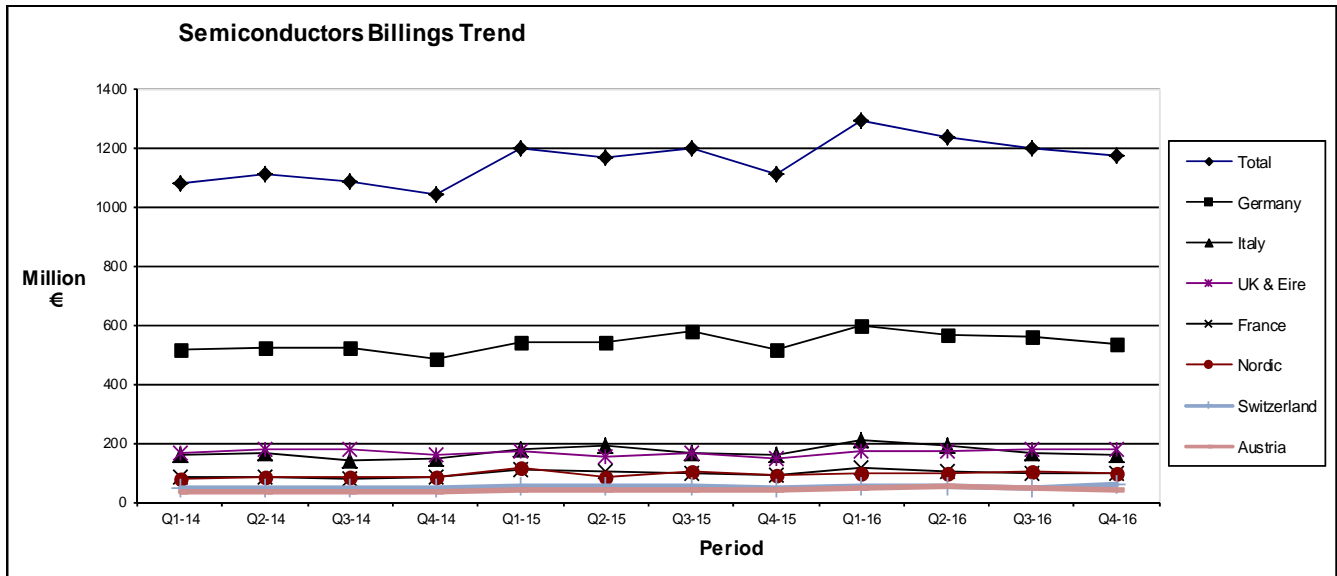
The consolidation has been carried out by *ecsn* (afdec) in the UK and any queries should be addressed to:-

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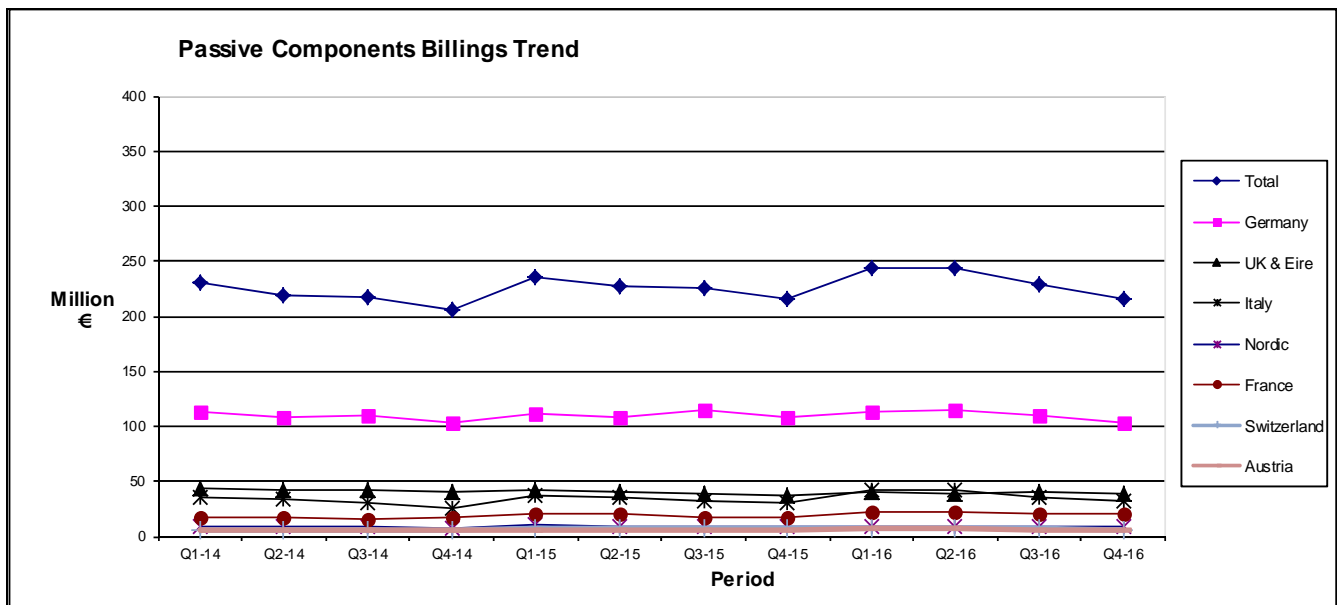
The trend statistics include data compiled by SPDEI (France), ASSODEL (Italy), *ecsn* (UK/Eire & NORDIC) and FBDI (Germany). The numbers shown represent the **actual** sales by member companies so reflect an accurate trend. It should be noted that revisions have been made to the UK, Nordic and Italian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

COUNTRY	Association	Approx. DTAM 2015 (Distribution Total Available Market)	Summation of Association Members Returns 2015	Approx. Share of DTAM (Distribution Total Available Market) represented by Association's Members 2015
France	SPDEI	€125 Mill	€15 Mill	75%
UK & Eire	<i>ecsn</i> /afdec	€461 Mill	€227 Mill	84%
Italy	ASSODEL	€199 Mill	€1010 Mill	84%
Nordic	<i>ecsn</i> /afdec	€397 Mill	€31Mill	38%
Germany	FBDI	€420 Mill	€140 Mill	72%
Switzerland	FBDI	€75 Mill	€66 Mill	56%
Austria	FBDI	€40 Mill	€99 Mill	56%

**IMPORTANT NOTE:** To ensure that exchange rate variations do not confuse the trend, the exchange rates shown are the average 2015 Local currency/€conversion rates. The 2015 average rates are: UK Pound/€0.7264, Danish Krona/€7.4587, Norwegian Krona/€8.9456, Swedish Krona/€9.3591. US \$ to €conversions are made at the average 2015 rate of 1.1103 (0.9007).

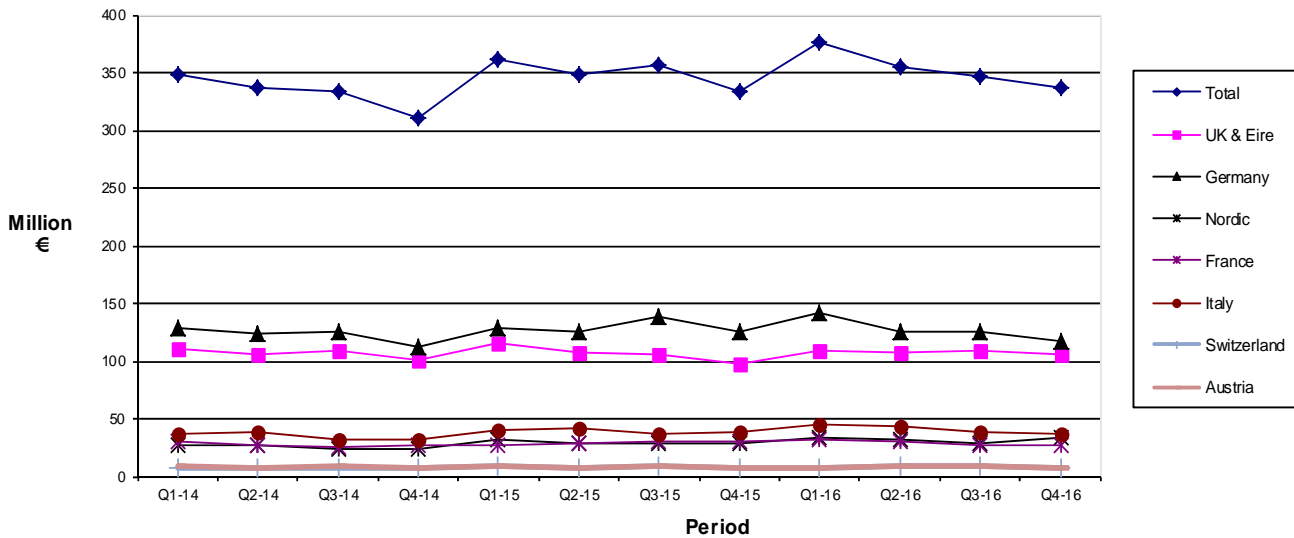


	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
<b>Total</b>	1081	1109	1084	1041	1199	1163	1198	1107	1292	1235	1197	1171
<b>Germany</b>	513	521	519	483	542	539	580	519	599	565	561	532
<b>Italy</b>	158	163	139	146	176	188	163	162	207	191	167	161
<b>UK &amp; Eire</b>	167	178	178	158	169	155	166	149	174	173	177	181
<b>France</b>	84	82	81	87	107	104	95	93	113	105	98	97
<b>Nordic</b>	79	82	85	87	114	82	101	91	98	97	101	99
<b>Switzerland</b>	45	46	46	45	51	52	51	50	56	53	48	58
<b>Austria</b>	36	37	36	35	39	42	43	44	45	51	44	43



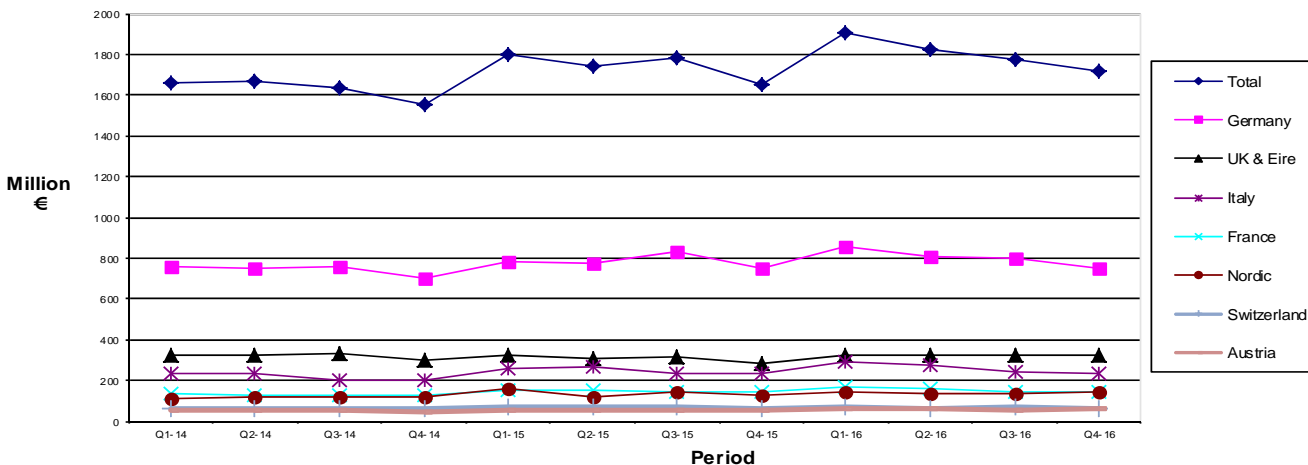
	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
<b>Total</b>	231	219	218	206	236	228	226	216	243	243	229	215
<b>Germany</b>	114	108	111	103	111	109	114	109	114	115	110	103
<b>UK &amp; Eire</b>	43	41	42	41	43	41	39	36	40	40	41	39
<b>Italy</b>	36	34	30	26	38	36	32	31	42	41	35	32
<b>Nordic</b>	8	8	9	8	11	9	9	9	10	9	9	9
<b>France</b>	18	17	16	17	21	20	18	17	23	23	21	20
<b>Switzerland</b>	6	6	6	5	7	7	7	7	7	8	7	6
<b>Austria</b>	5	5	5	5	6	6	6	6	7	8	6	6

**Electromechanical & Other Components Billings Trend**



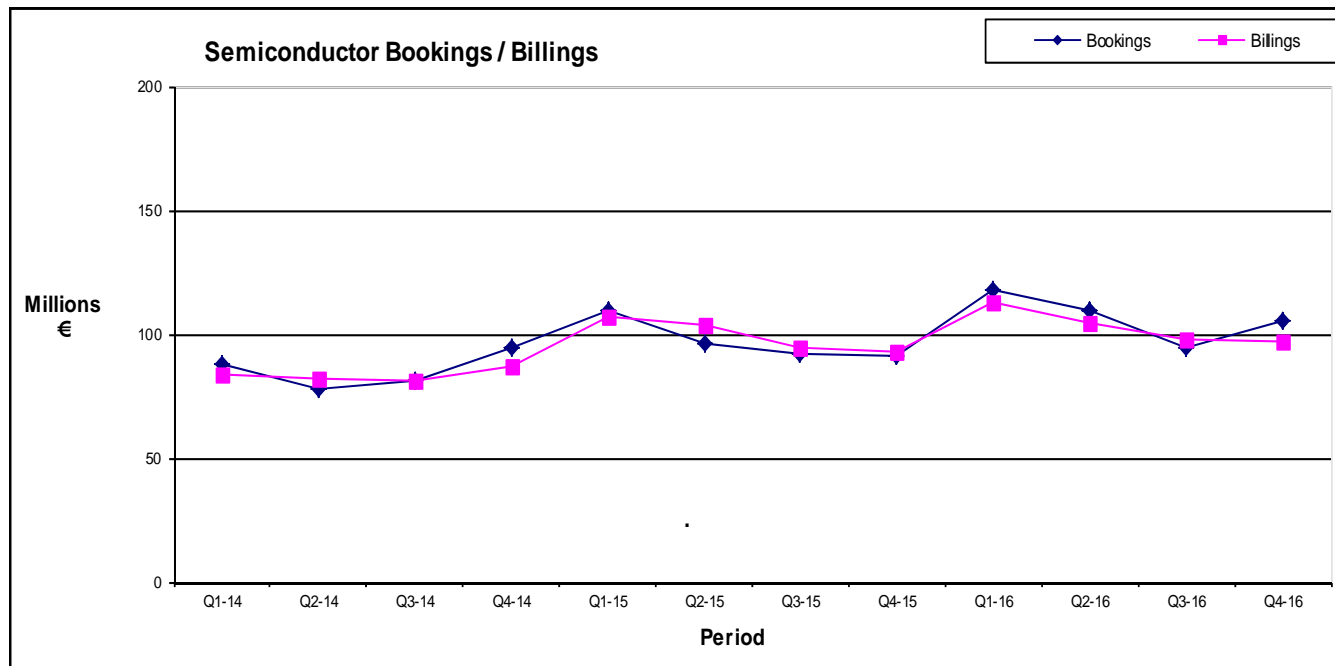
	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
<b>Total</b>	349	338	333	310	361	348	357	334	375	355	346	336
<b>UK &amp; Eire</b>	111	105	109	101	115	108	107	98	108	107	109	106
<b>Germany</b>	128	124	125	112	129	125	138	125	141	126	126	117
<b>Nordic</b>	27	26	24	24	31	29	29	28	33	31	29	33
<b>France</b>	30	27	26	27	27	29	30	30	32	30	27	28
<b>Italy</b>	37	39	32	32	41	41	37	38	45	44	38	37
<b>Switzerland</b>	8	8	8	7	9	8	8	7	8	8	9	8
<b>Austria</b>	9	8	9	7	9	8	8	8	8	9	9	8

**Total Electronic Components Billings Trend**

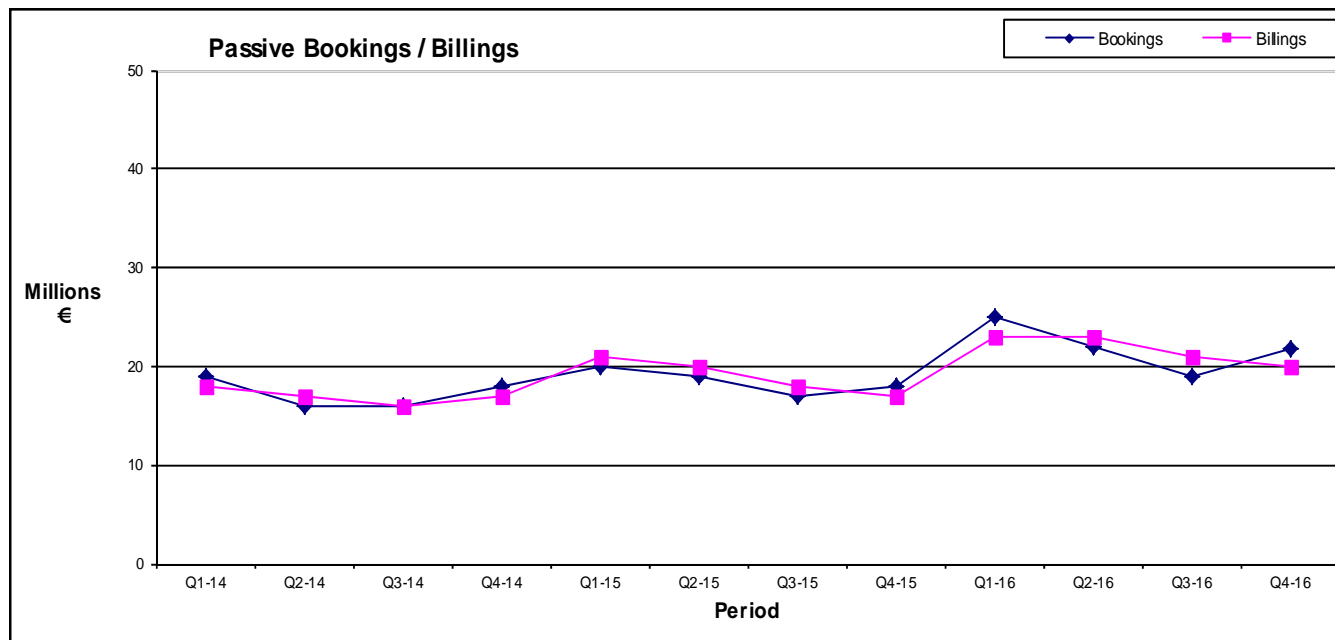


	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
<b>Total</b>	1661	1666	1635	1557	1796	1739	1785	1651	1907	1824	1772	1715
<b>Germany</b>	755	753	754	697	783	773	832	753	854	805	797	752
<b>UK &amp; Eire</b>	320	324	329	300	327	304	312	284	323	320	326	325
<b>Italy</b>	231	236	201	204	255	265	231	231	294	277	240	231
<b>France</b>	132	126	123	131	155	153	143	140	168	158	146	145
<b>Nordic</b>	114	117	118	120	156	121	140	128	141	138	139	141
<b>Switzerland</b>	59	59	59	57	68	68	71	61	68	66	69	62
<b>Austria</b>	50	51	51	47	53	56	57	54	59	61	55	59

**FRANCE**

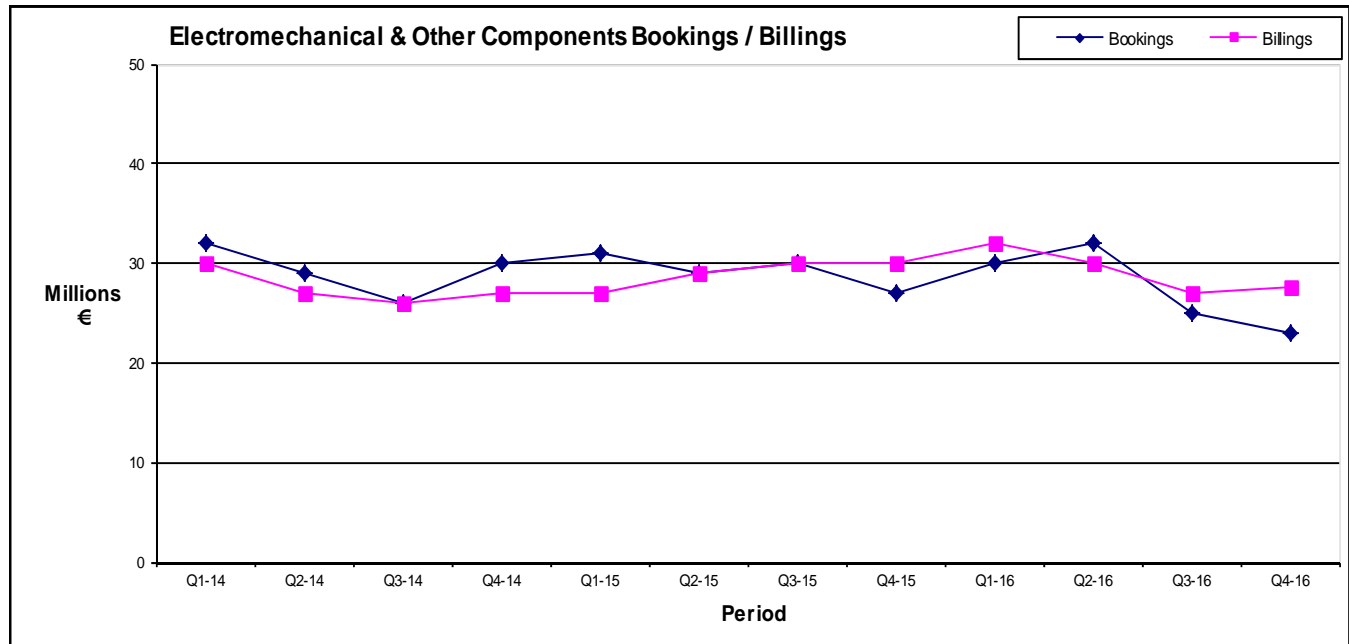


	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
<b>Bookings</b>	88	78	81	95	110	96	92	91	118	110	95	106
<b>Billings</b>	84	82	81	87	107	104	95	93	113	105	98	97

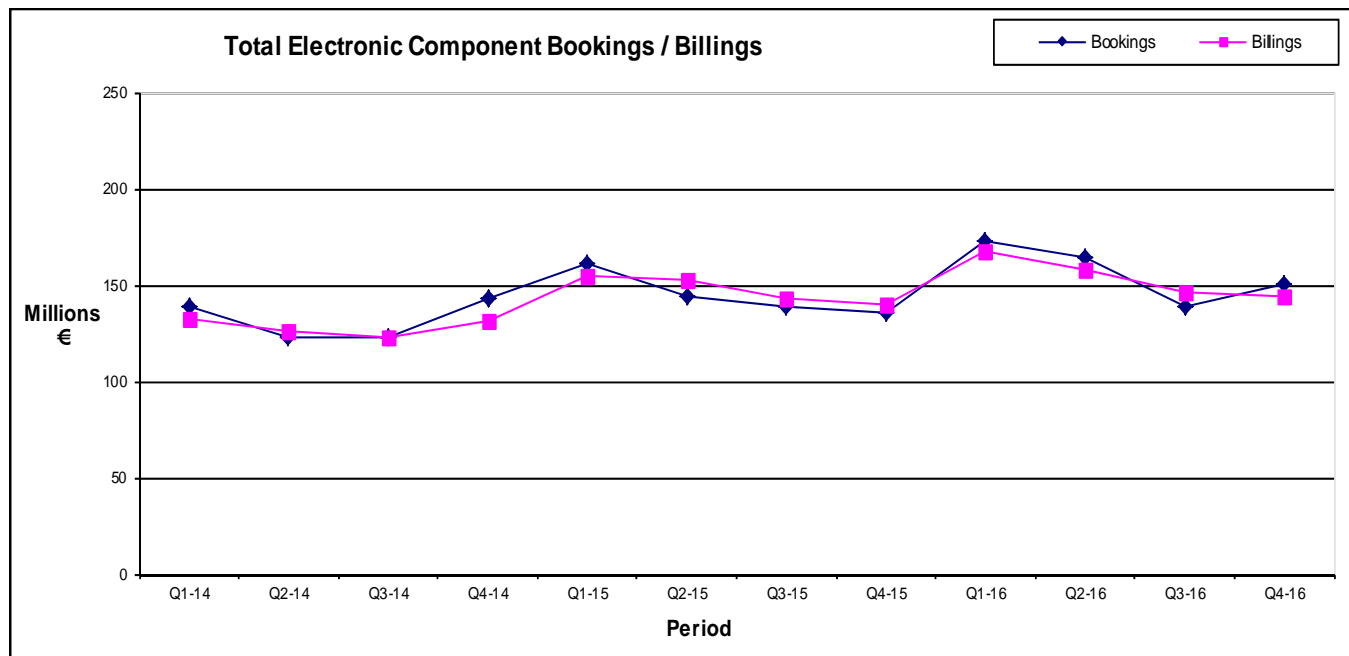


	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
<b>Bookings</b>	19	16	16	18	20	19	17	18	25	22	19	22
<b>Billings</b>	18	17	16	17	21	20	18	17	23	23	21	20

**FRANCE**



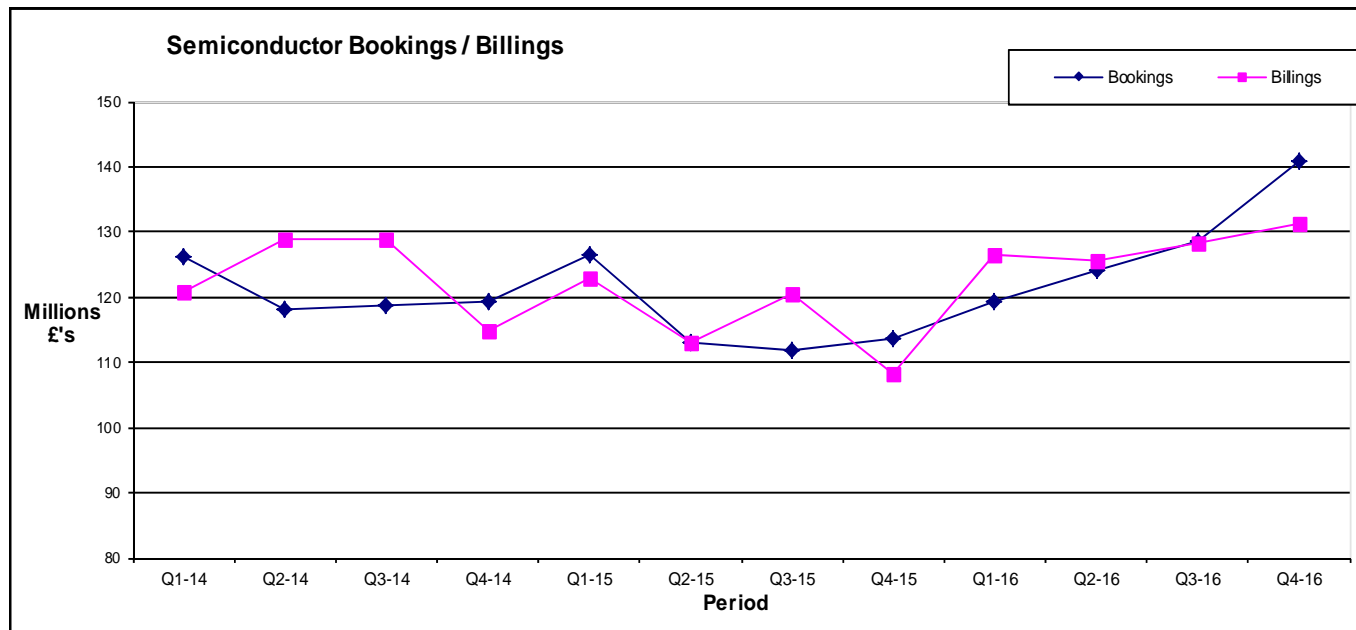
	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
<b>Bookings</b>	32	29	26	30	31	29	30	27	30	32	25	23
<b>Billings</b>	30	27	26	27	27	29	30	30	32	30	27	28



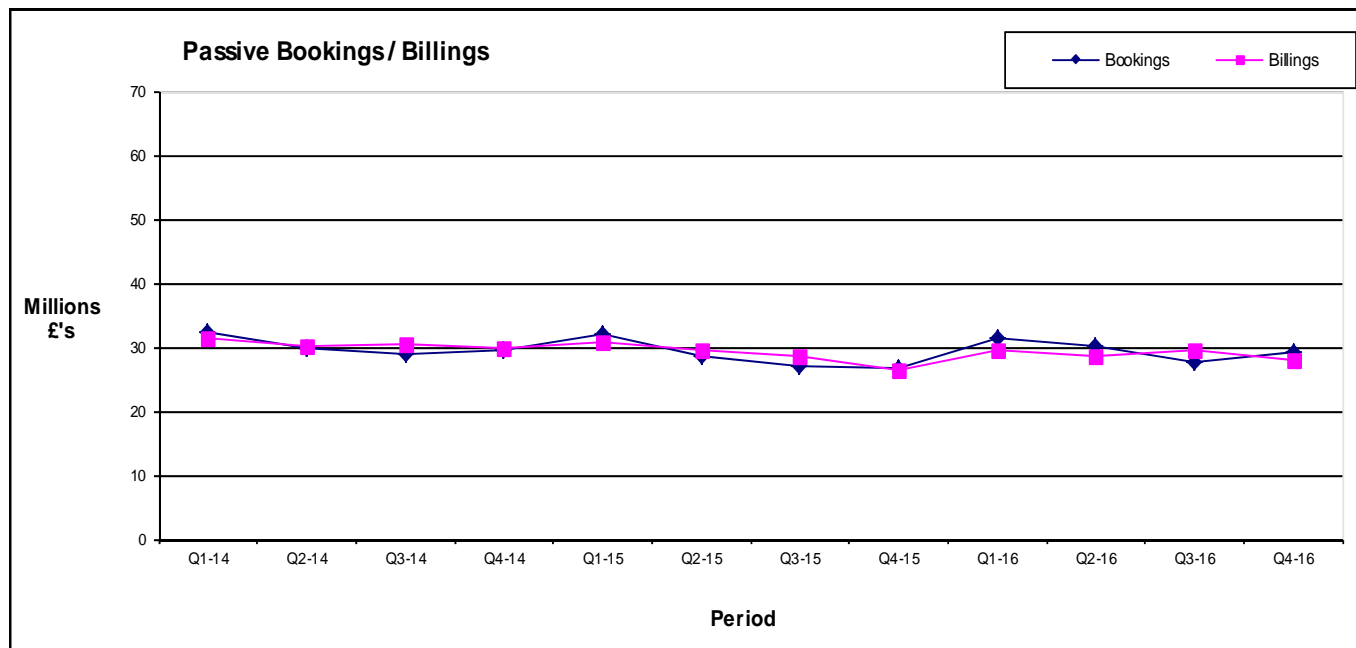
	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
<b>Bookings</b>	139	123	123	143	161	144	139	136	173	164	139	150
<b>Billings</b>	132	126	123	131	155	153	143	140	168	158	146	145



UK & Eire

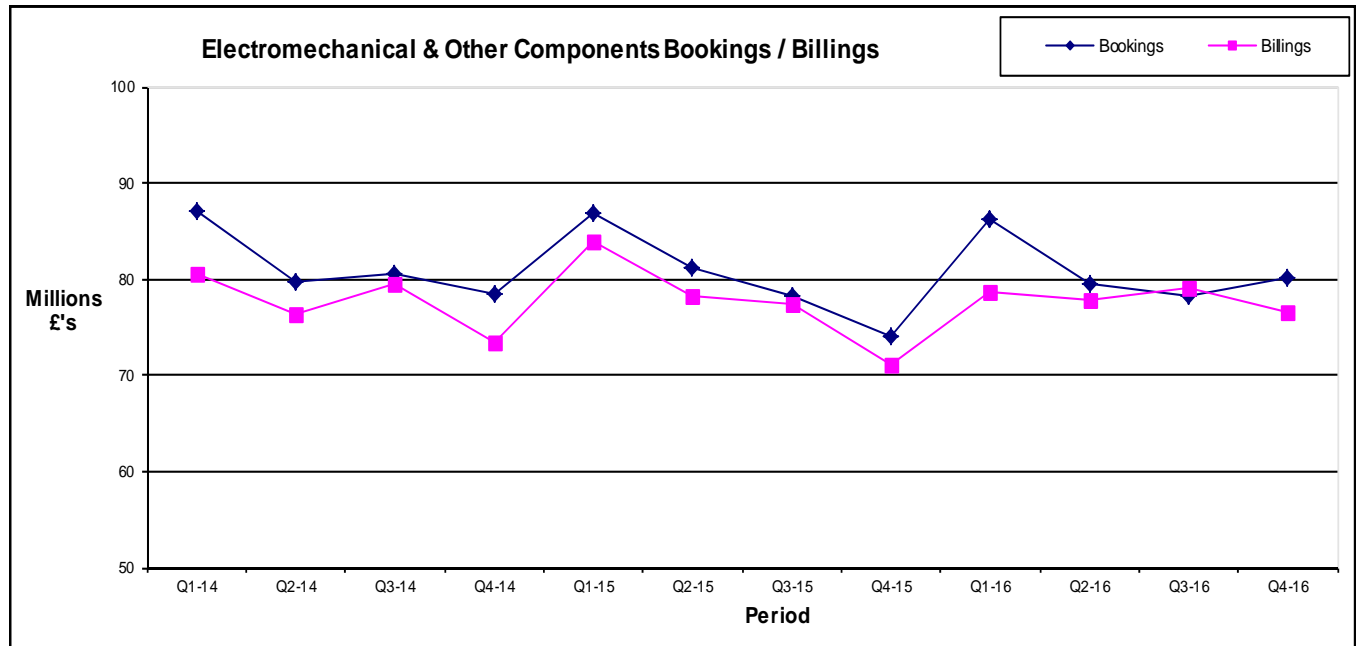


	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
<b>Bookings</b>	126	118	119	119	126	113	112	114	119	124	128	141
<b>Billings</b>	121	129	129	115	123	113	121	108	126	126	128	131

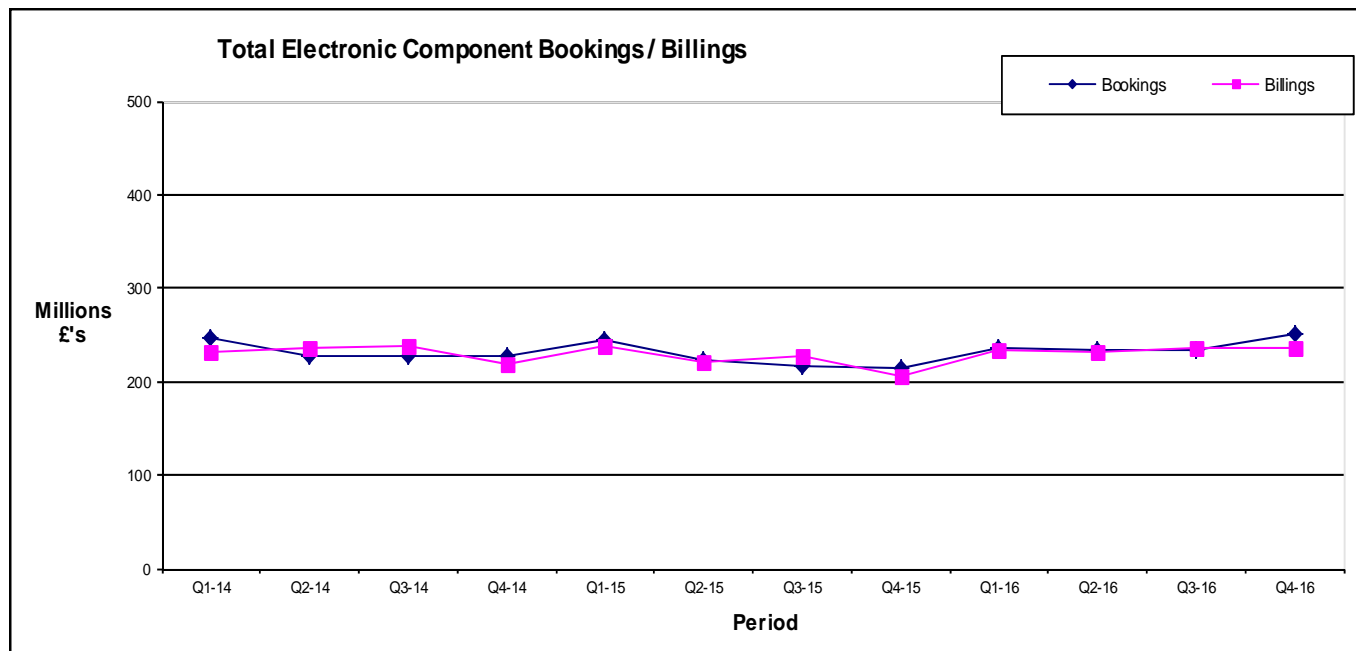


	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
<b>Bookings</b>	32	30	29	29	32	29	27	27	31	30	28	29
<b>Billings</b>	31	30	30	30	31	29	29	26	29	29	29	28

**UK & Eire**

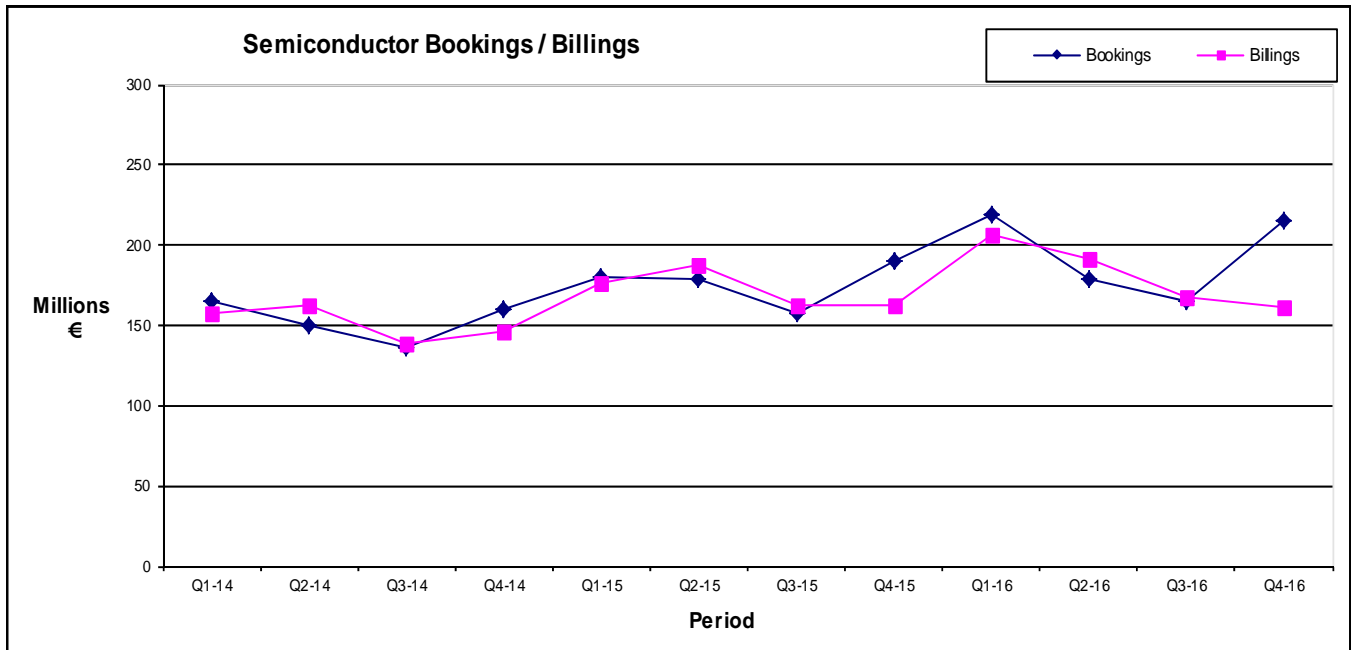


	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
<b>Bookings</b>	87	80	81	78	87	81	78	74	86	79	78	80
<b>Billings</b>	81	76	79	73	84	78	77	71	79	78	79	77

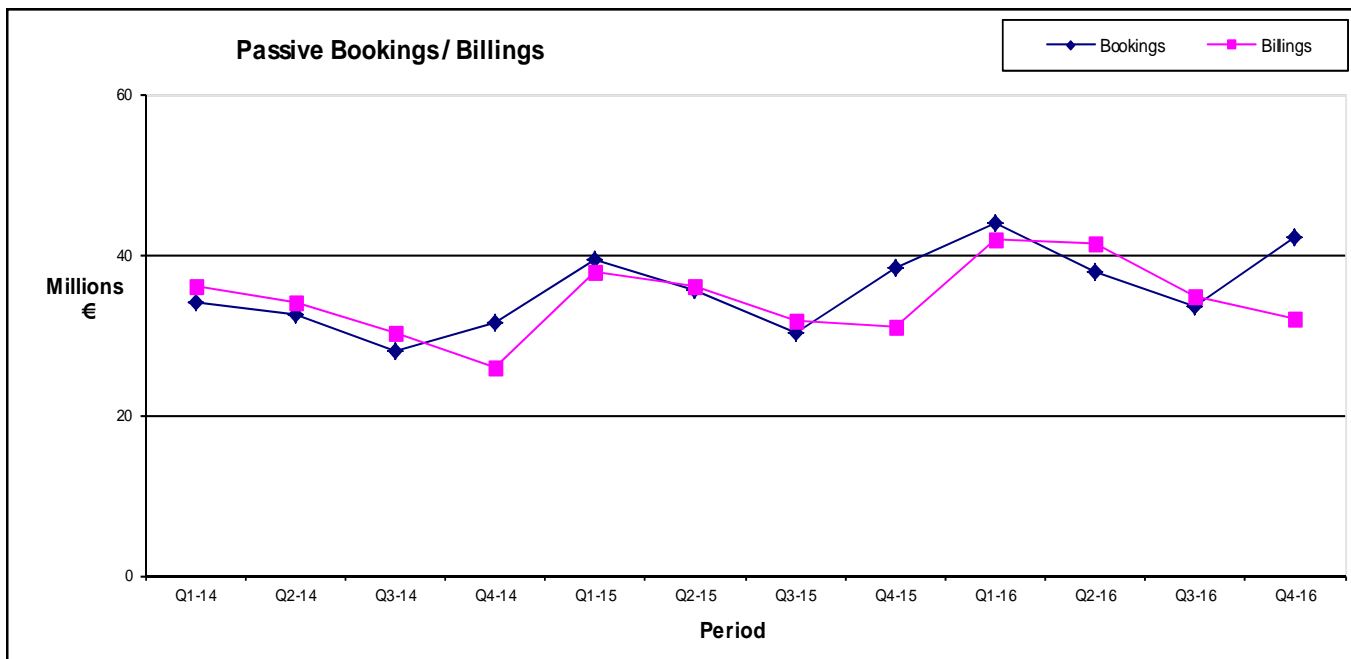


	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
<b>Bookings</b>	246	227	228	227	245	223	217	214	237	234	234	250
<b>Billings</b>	233	235	239	218	238	221	227	206	235	232	237	236

**ITALY**

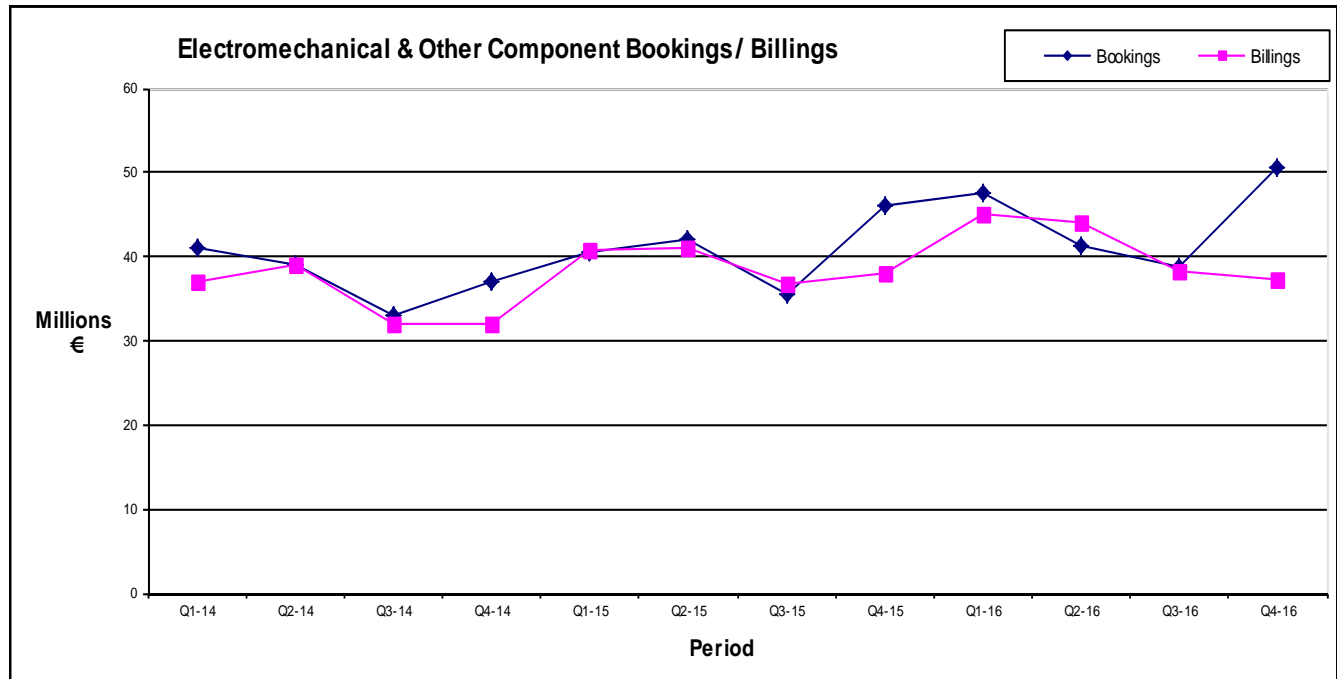


	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
<b>Bookings</b>	165	150	136	159	180	179	157	190	219	179	165	215
<b>Billings</b>	158	163	139	146	176	188	163	162	207	191	167	161

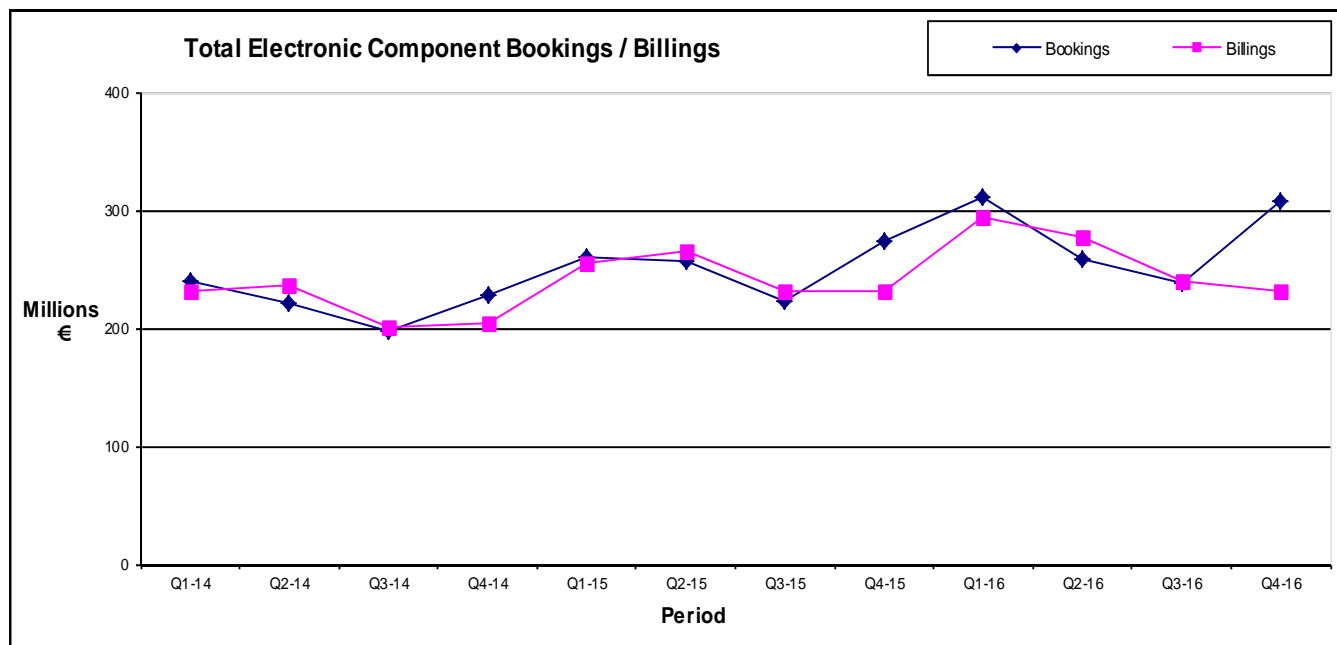


	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
<b>Bookings</b>	34	33	28	32	39	36	30	38	44	38	34	42
<b>Billings</b>	36	34	30	26	38	36	32	31	42	41	35	32

ITALY

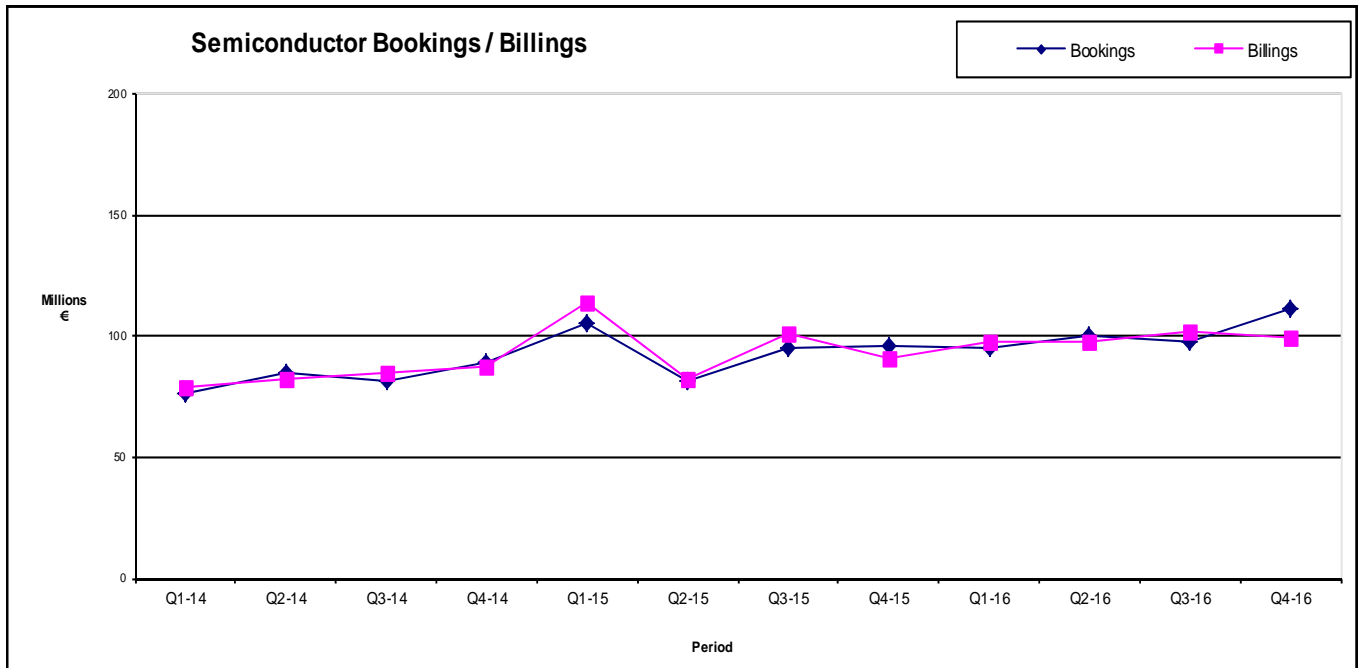


	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
<b>Bookings</b>	41	39	33	37	41	42	36	46	48	41	39	51
<b>Billings</b>	37	39	32	32	41	41	37	38	45	44	38	37

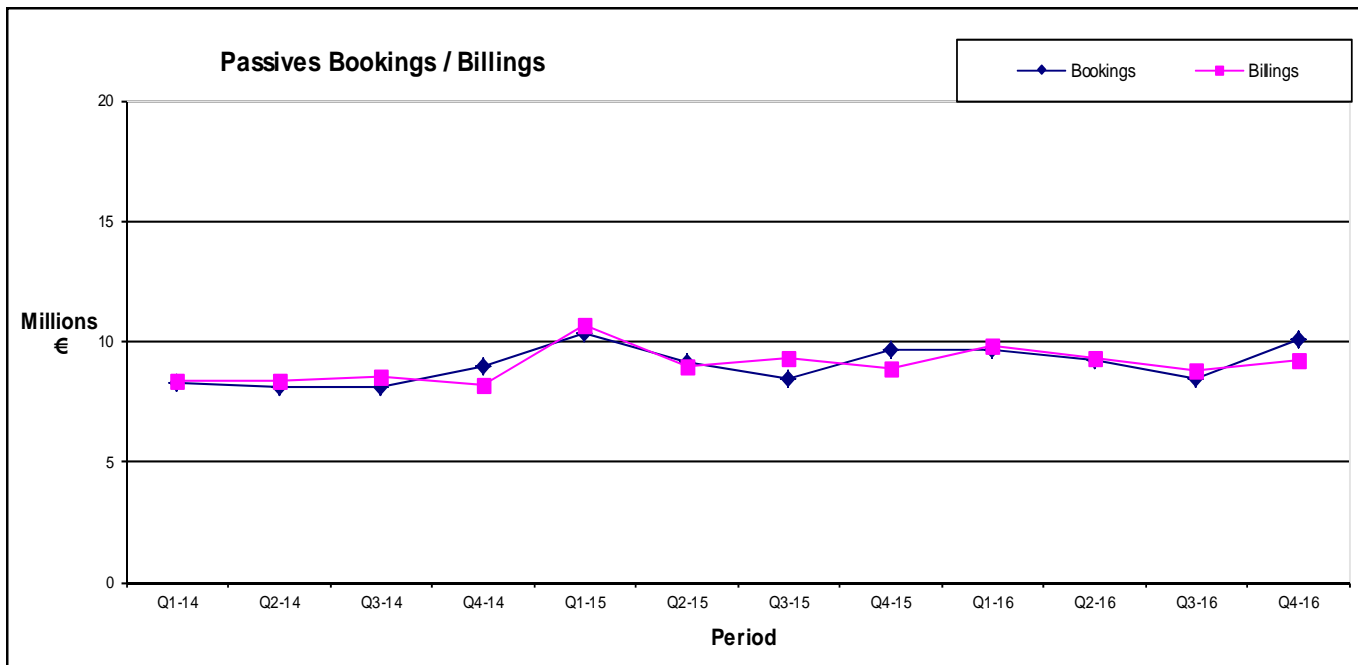


	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
<b>Bookings</b>	240	222	197	228	260	256	223	274	311	258	237	308
<b>Billings</b>	231	236	201	204	255	265	231	231	294	277	240	231

**NORDIC**

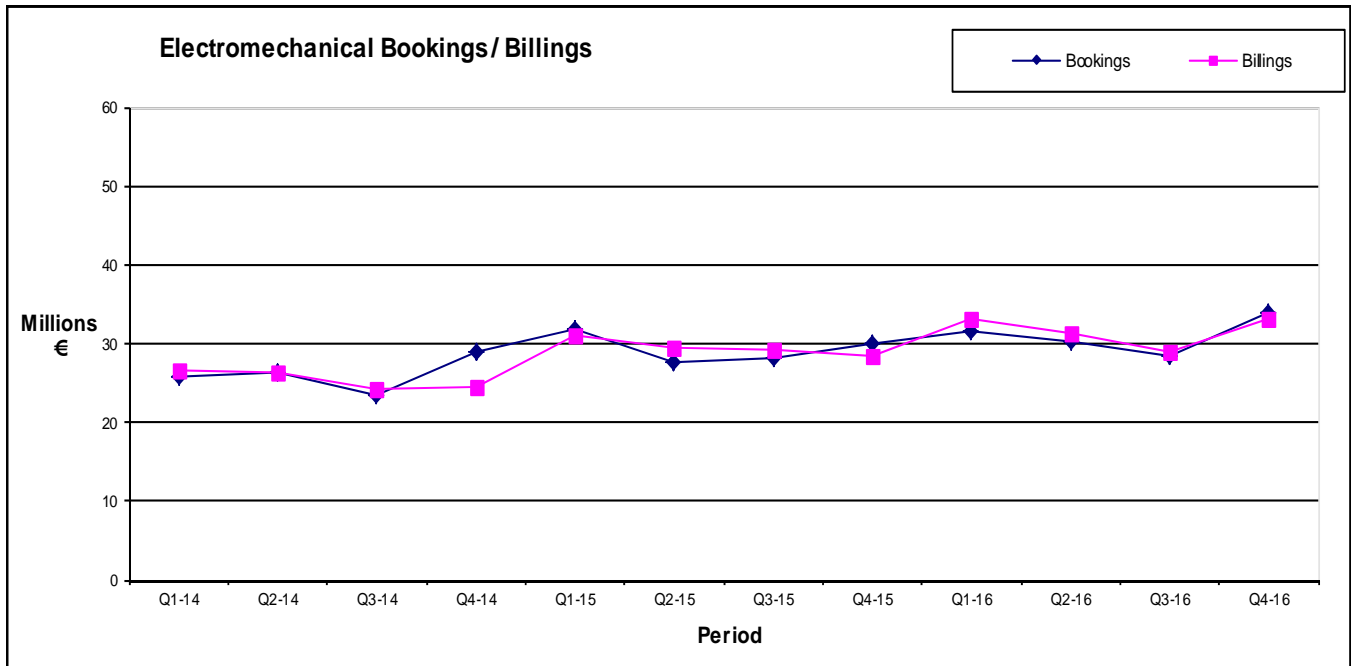


	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
<b>Bookings</b>	76	85	81	89	105	82	95	96	95	100	98	111
<b>Billings</b>	79	82	85	87	114	82	101	91	98	97	101	99

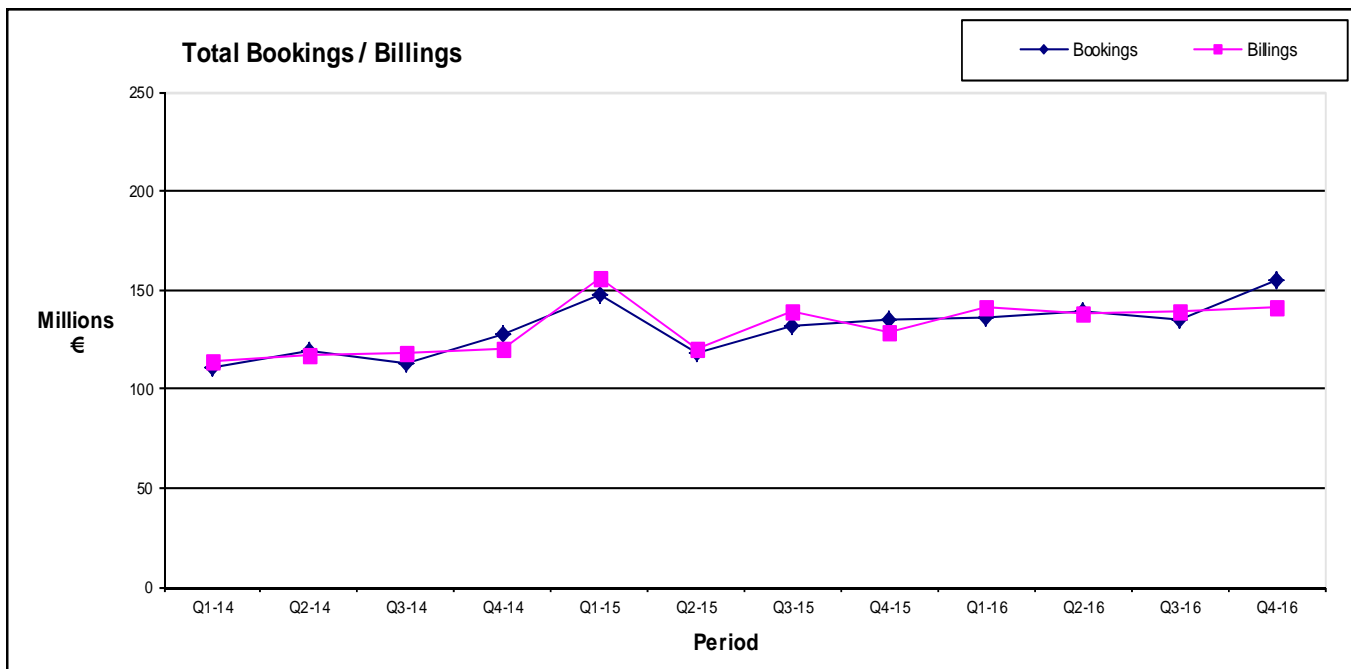


	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
<b>Bookings</b>	8	8	8	9	10	9	8	10	10	9	8	10
<b>Billings</b>	8	8	9	8	11	9	9	9	10	9	9	9

**NORDIC**

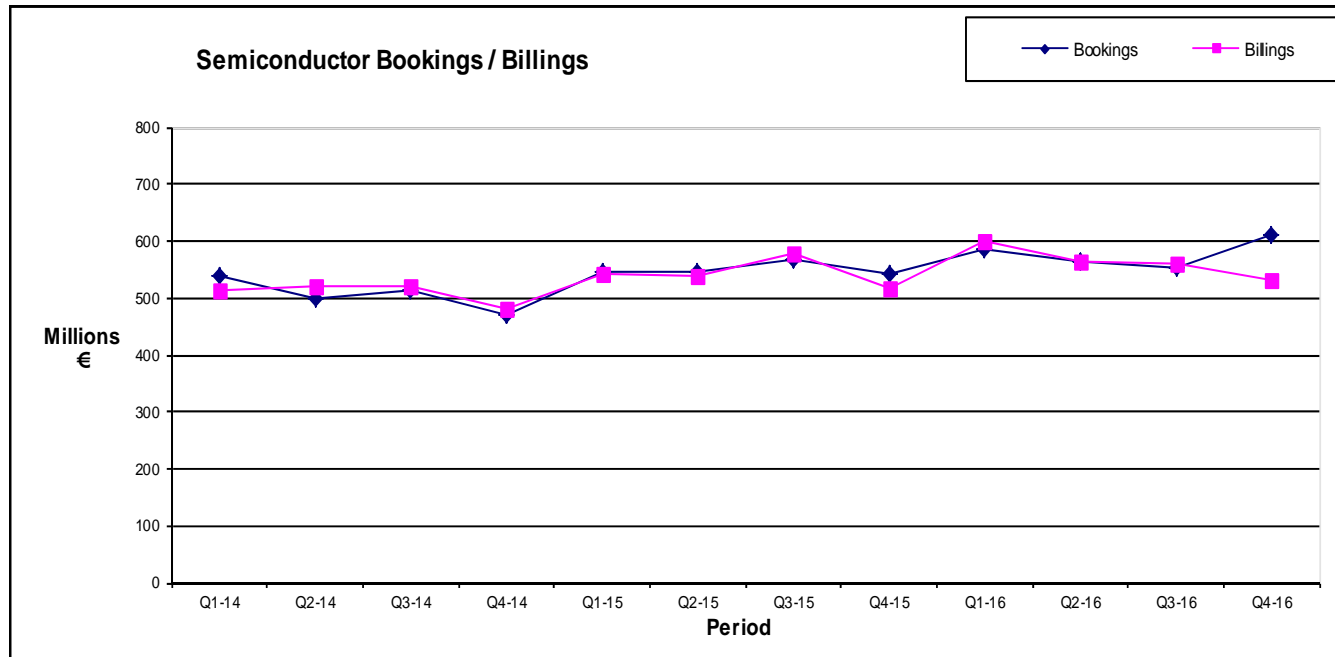


	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
<b>Bookings</b>	26	26	23	29	32	28	28	30	32	30	28	34
<b>Billings</b>	27	26	24	24	31	29	29	28	33	31	29	33

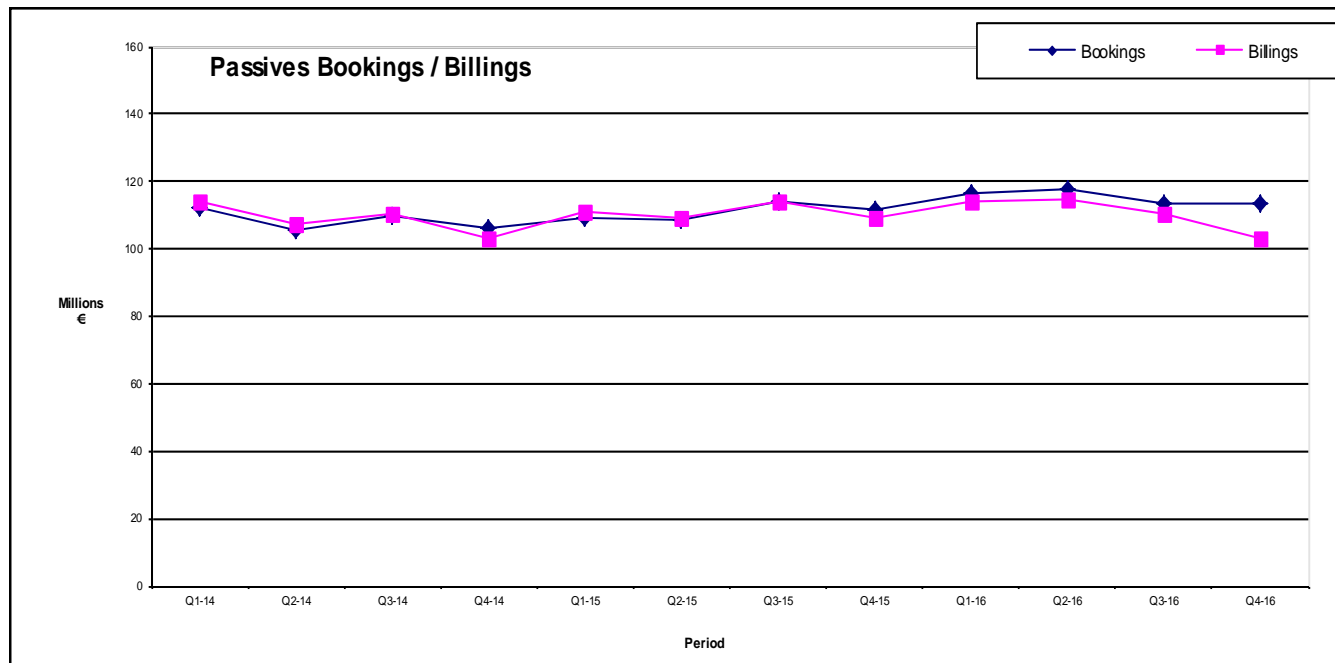


	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
<b>Bookings</b>	110	120	113	127	148	118	131	135	136	139	135	155
<b>Billings</b>	114	117	118	120	156	121	140	128	141	138	139	141

GERMANY

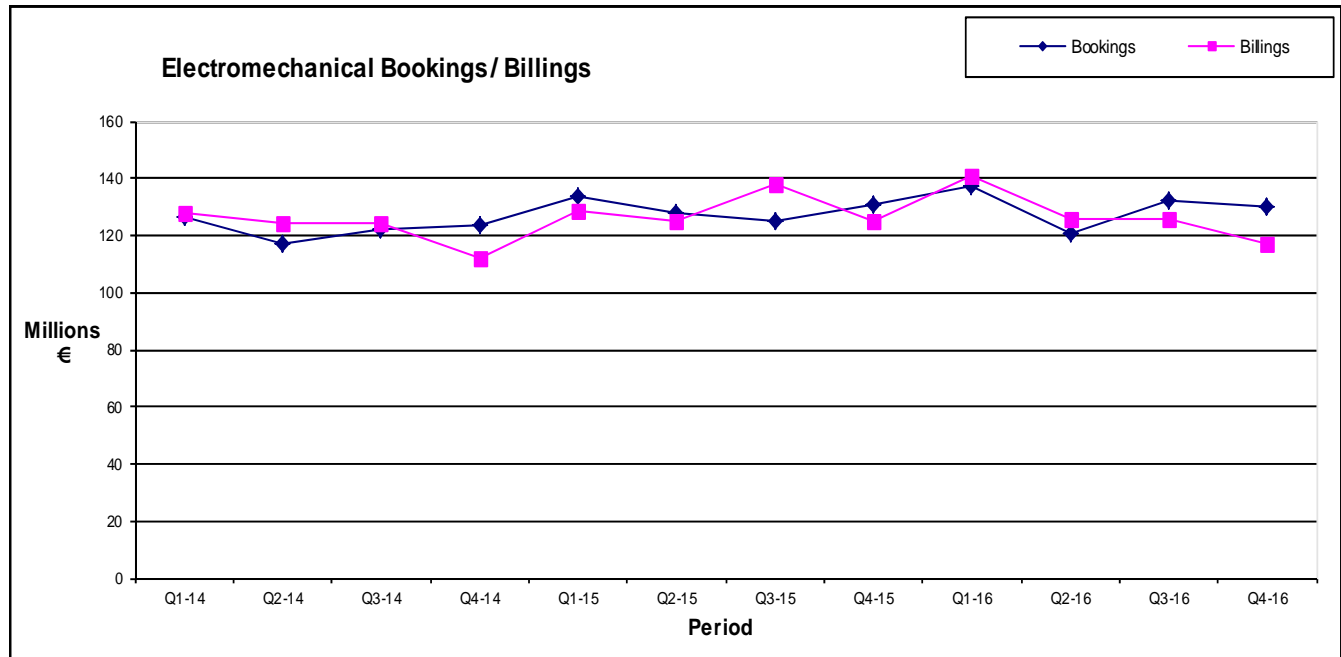


	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
<b>Bookings</b>	538	500	513	470	545	547	566	541	586	565	552	610
<b>Billings</b>	513	521	519	483	542	539	580	519	599	565	561	532

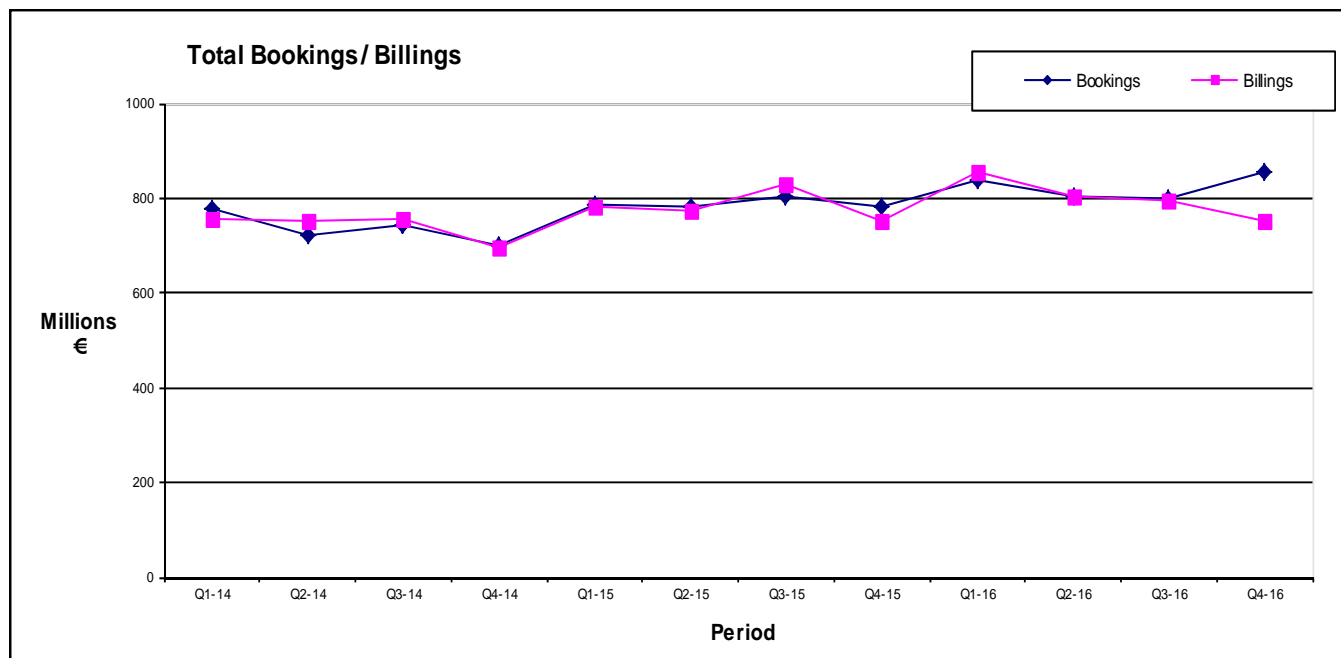


	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
<b>Bookings</b>	112	106	110	106	109	109	114	112	117	118	114	114
<b>Billings</b>	114	108	111	103	111	109	114	109	114	115	110	103

**GERMANY**



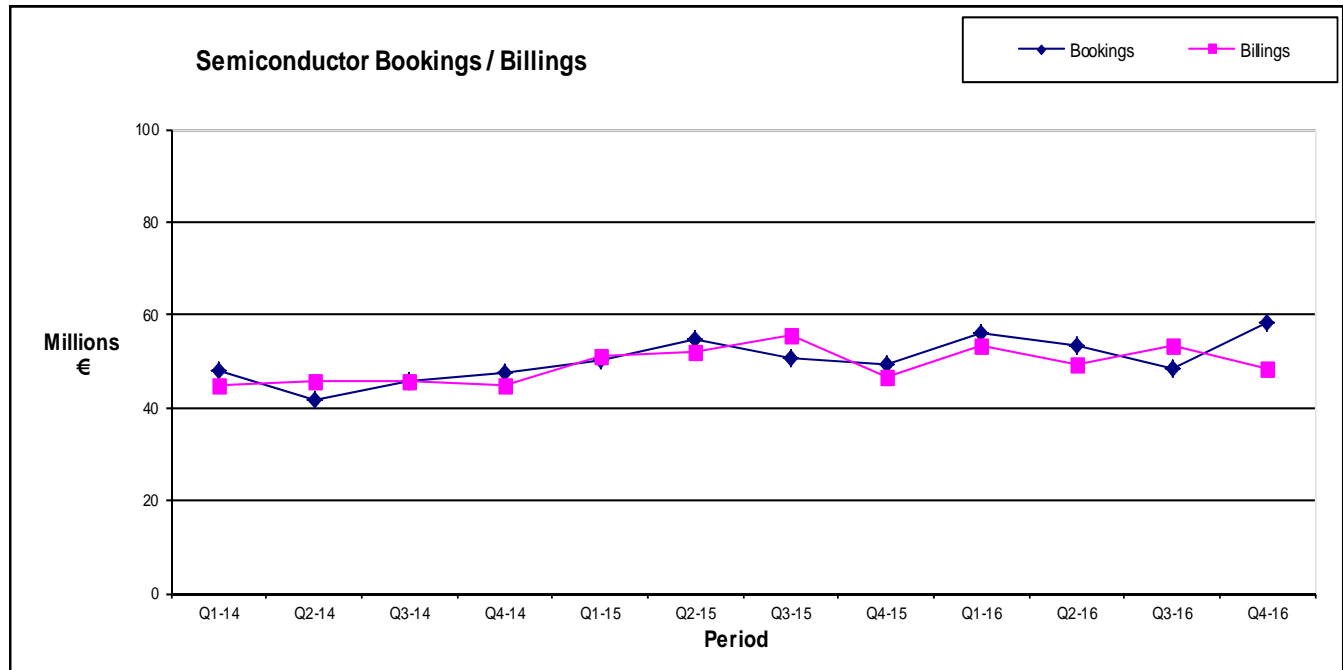
	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
<b>Bookings</b>	127	117	122	124	134	128	125	131	137	121	132	130
<b>Billings</b>	128	124	125	112	129	125	138	125	141	126	126	117



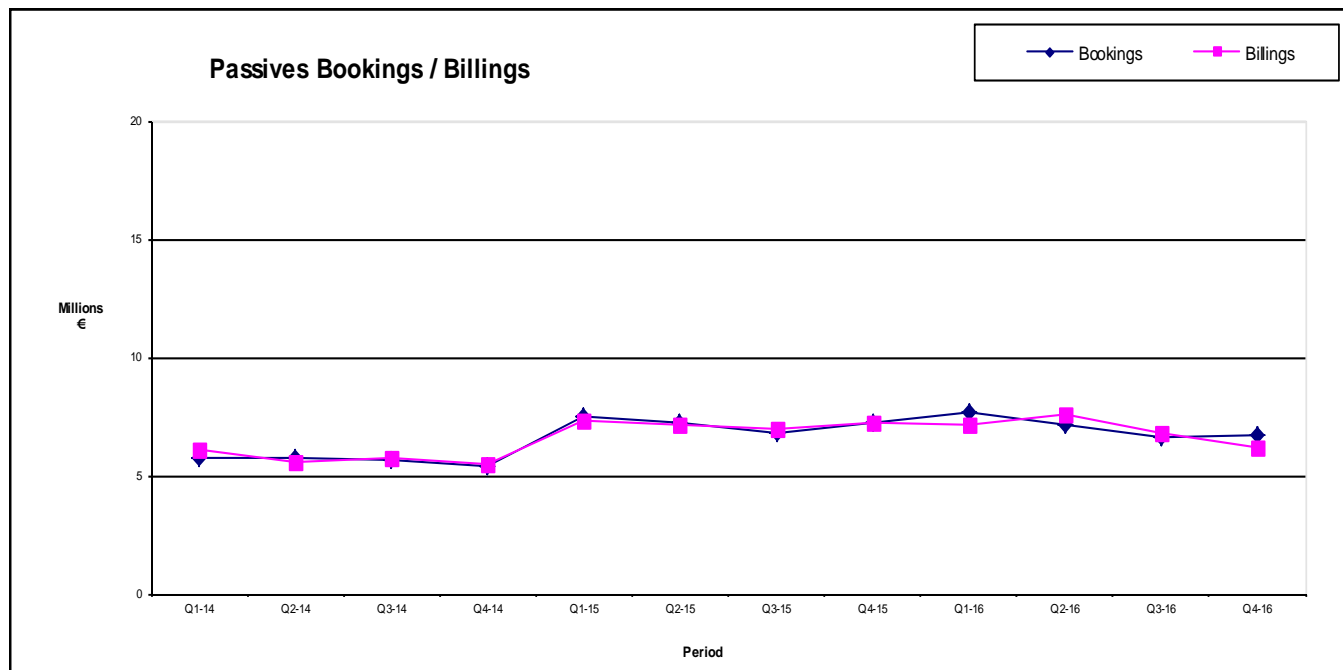
	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
<b>Bookings</b>	777	722	745	700	788	783	805	784	840	804	798	854
<b>Billings</b>	755	753	754	697	783	773	832	753	854	805	797	752



SWITZERLAND

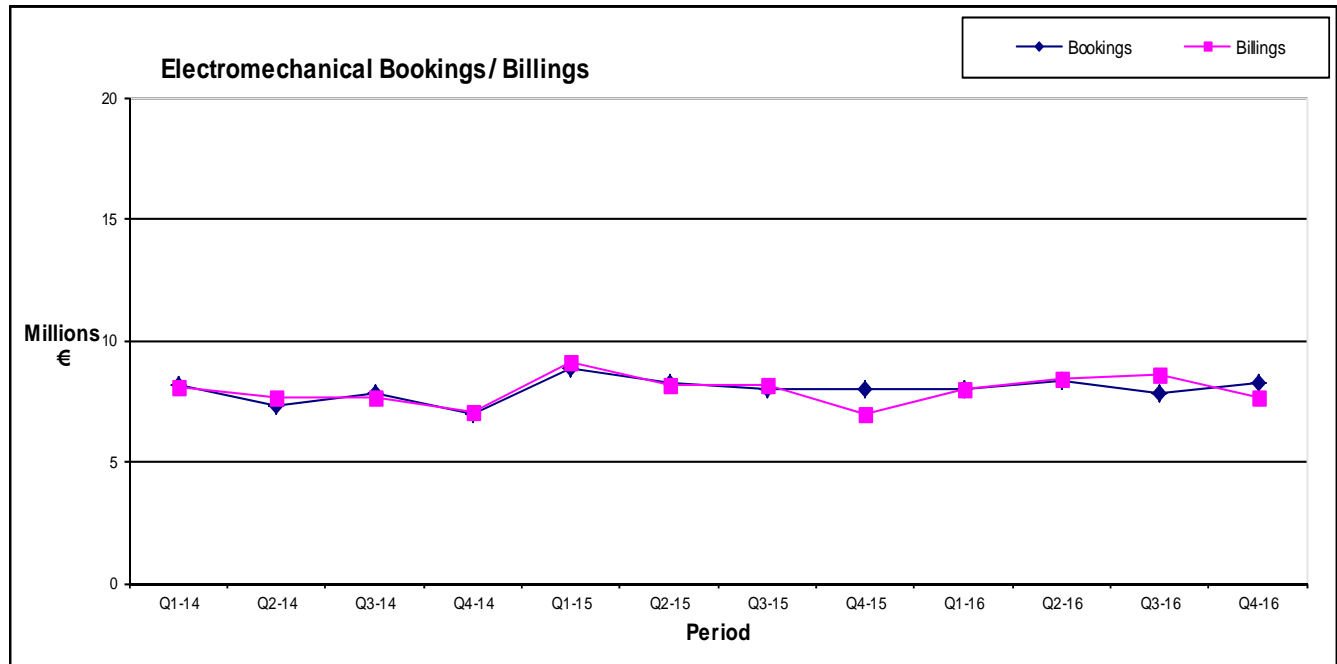


	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
<b>Bookings</b>	48	42	46	48	50	55	51	50	56	53	48	58
<b>Billings</b>	45	46	46	45	51	52	55	47	53	49	53	49

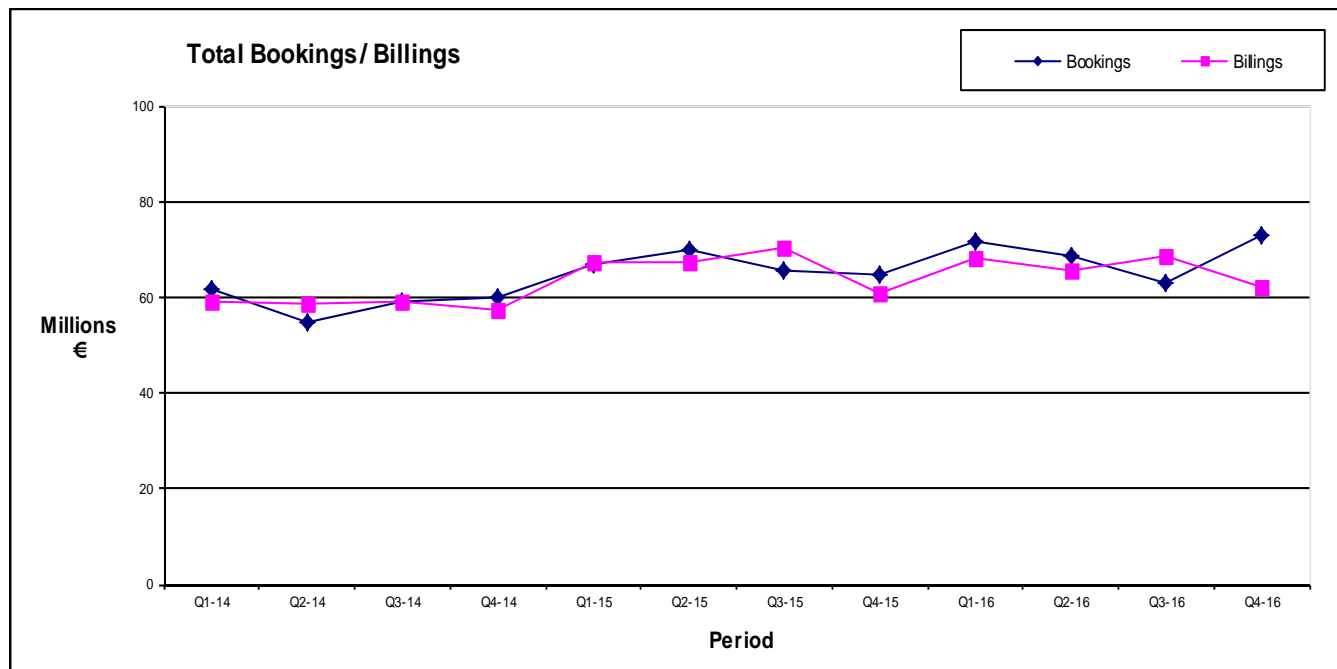


	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
<b>Bookings</b>	6	6	6	5	7	7	7	7	8	7	7	7
<b>Billings</b>	6	6	6	5	7	7	7	7	7	8	7	6

**SWITZERLAND**

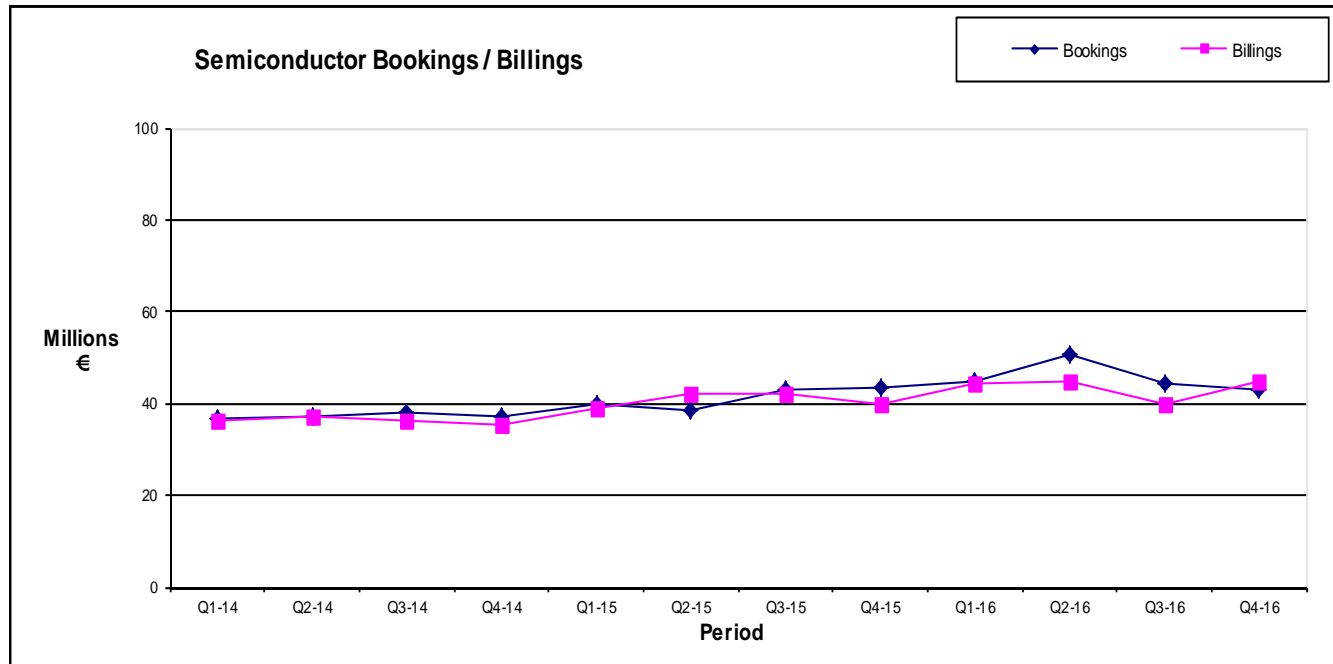


	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
<b>Bookings</b>	8	7	8	7	9	8	8	8	8	8	8	8
<b>Billings</b>	8	8	8	7	9	8	8	7	8	8	9	8

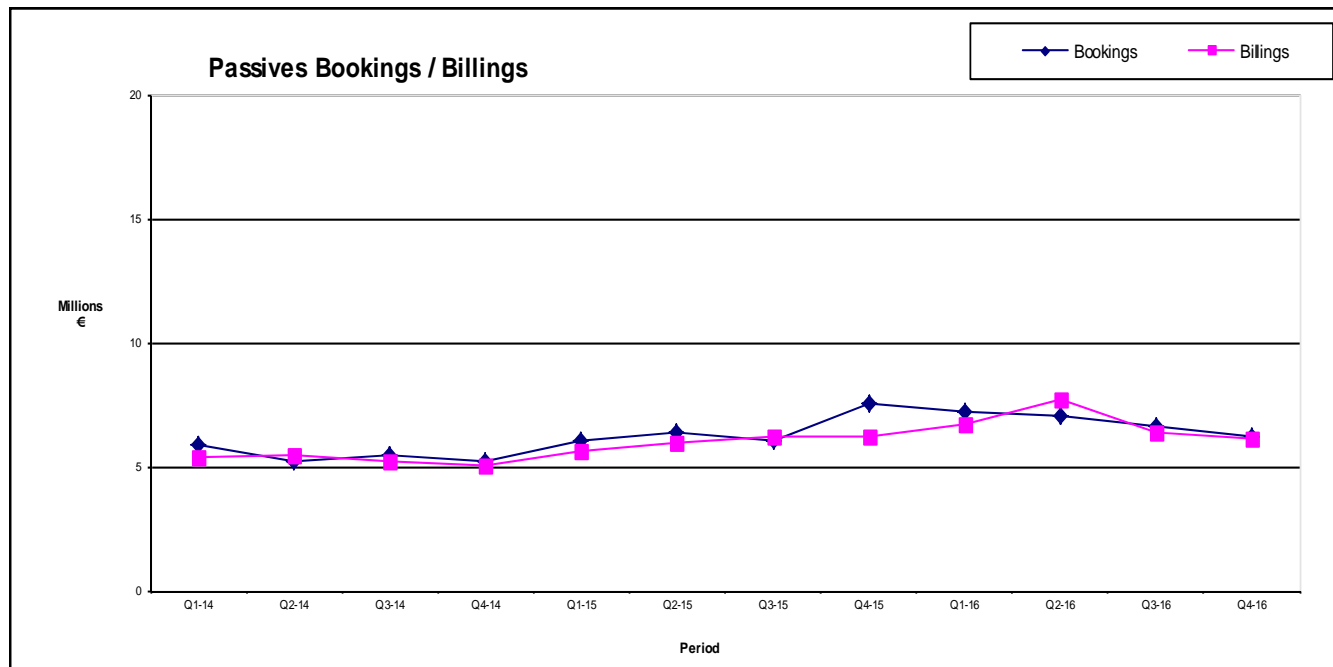


	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
<b>Bookings</b>	62	55	59	60	67	70	66	65	72	69	63	73
<b>Billings</b>	59	59	59	57	68	68	71	61	68	66	69	62

AUSTRIA

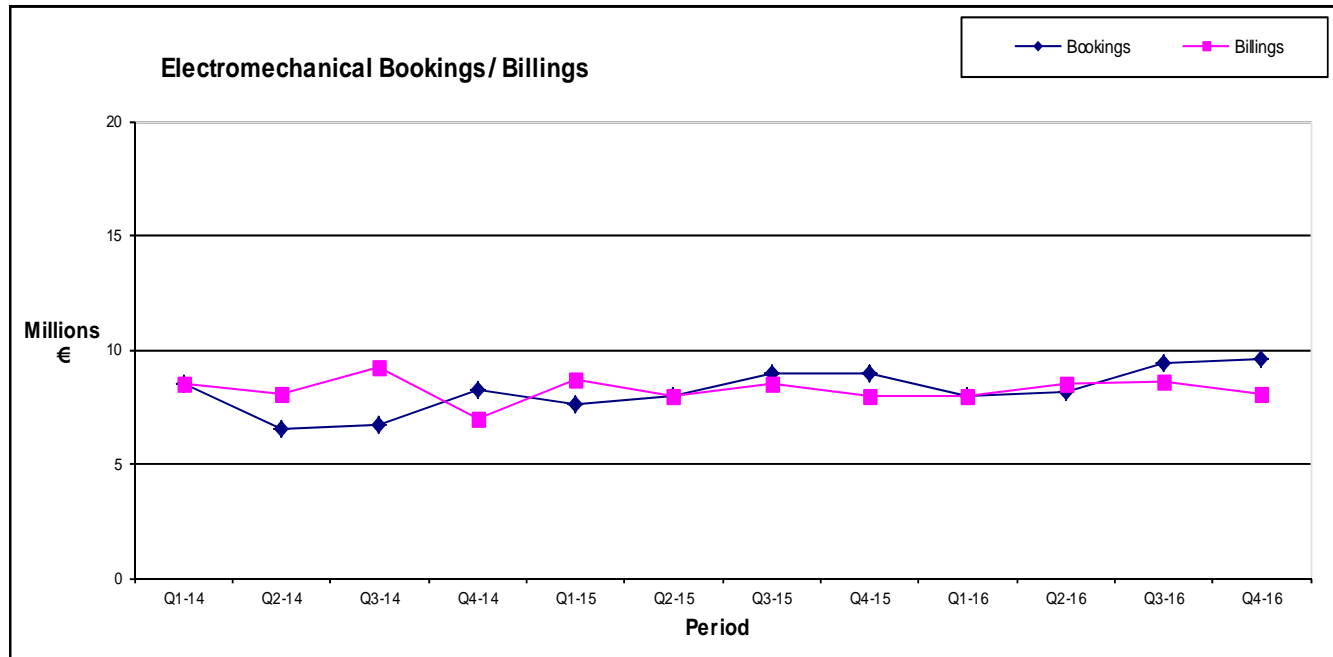


	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
<b>Bookings</b>	37	37	38	37	40	39	43	44	45	51	44	43
<b>Billings</b>	36	37	36	35	39	42	42	40	44	45	40	45

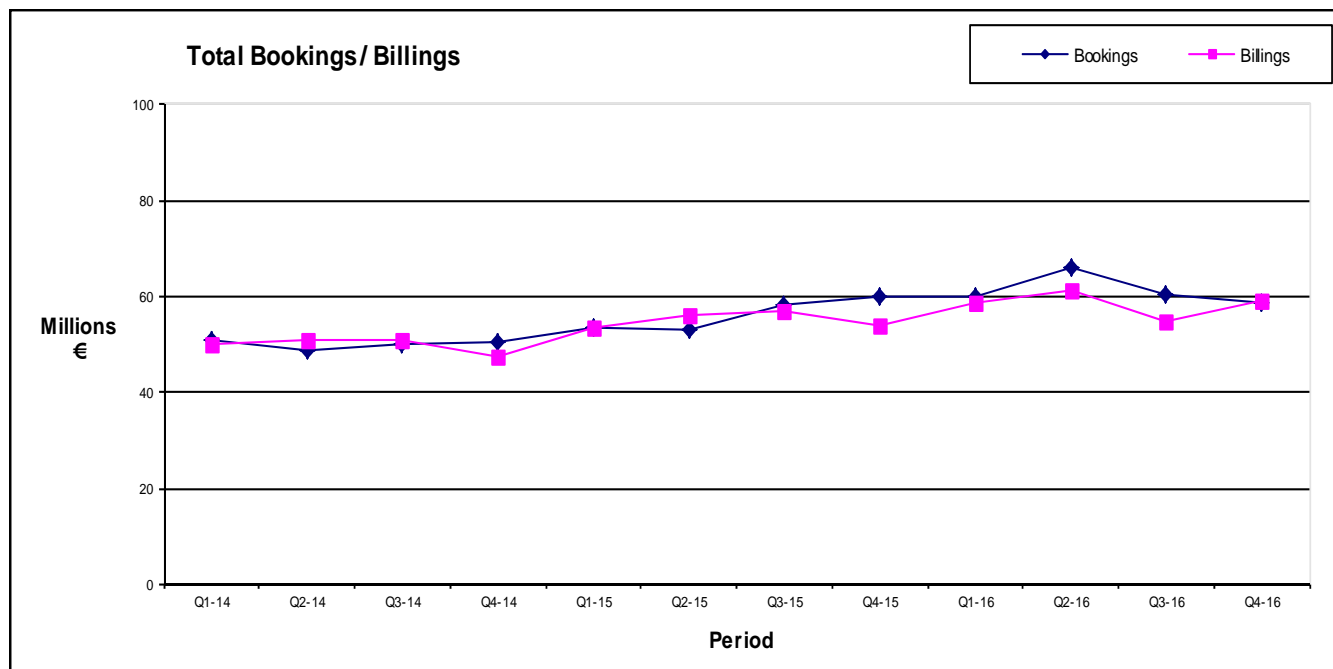


	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
<b>Bookings</b>	6	5	5	5	6	6	6	8	7	7	7	6
<b>Billings</b>	5	5	5	5	6	6	6	6	7	8	6	6

**AUSTRIA**

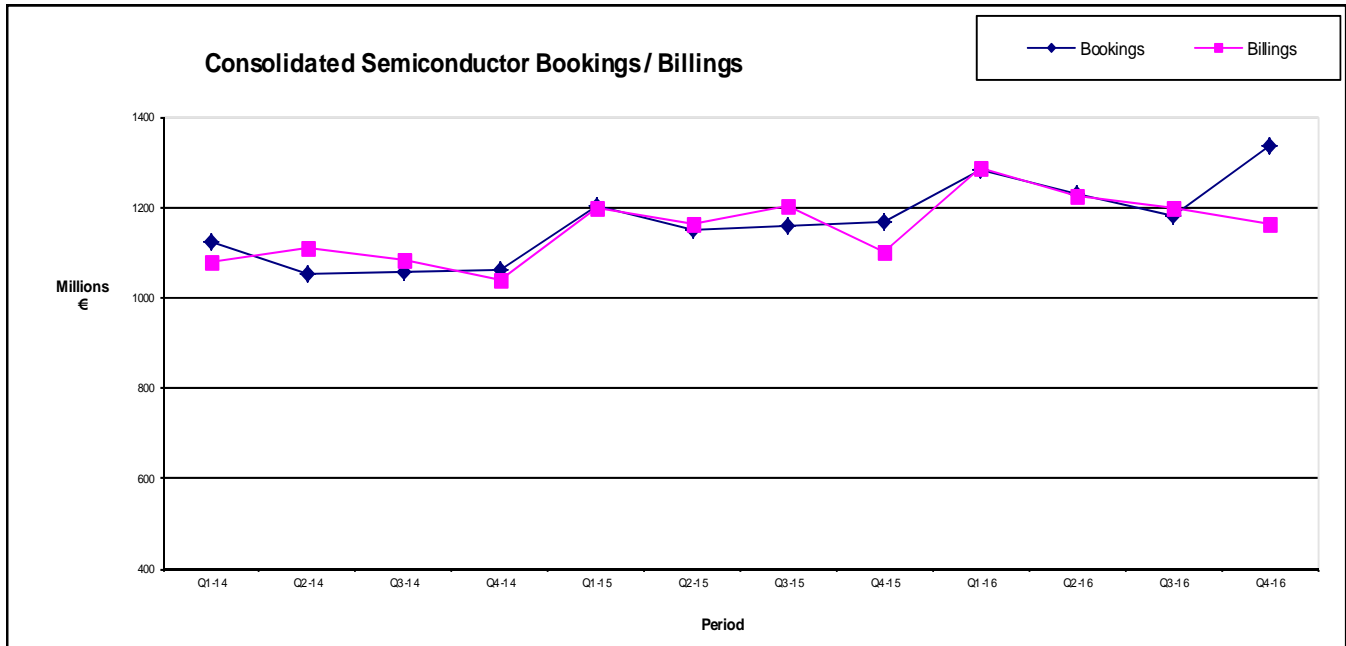


	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
<b>Bookings</b>	9	7	7	8	8	8	9	9	8	8	9	10
<b>Billings</b>	9	8	9	7	9	8	8	8	8	9	9	8

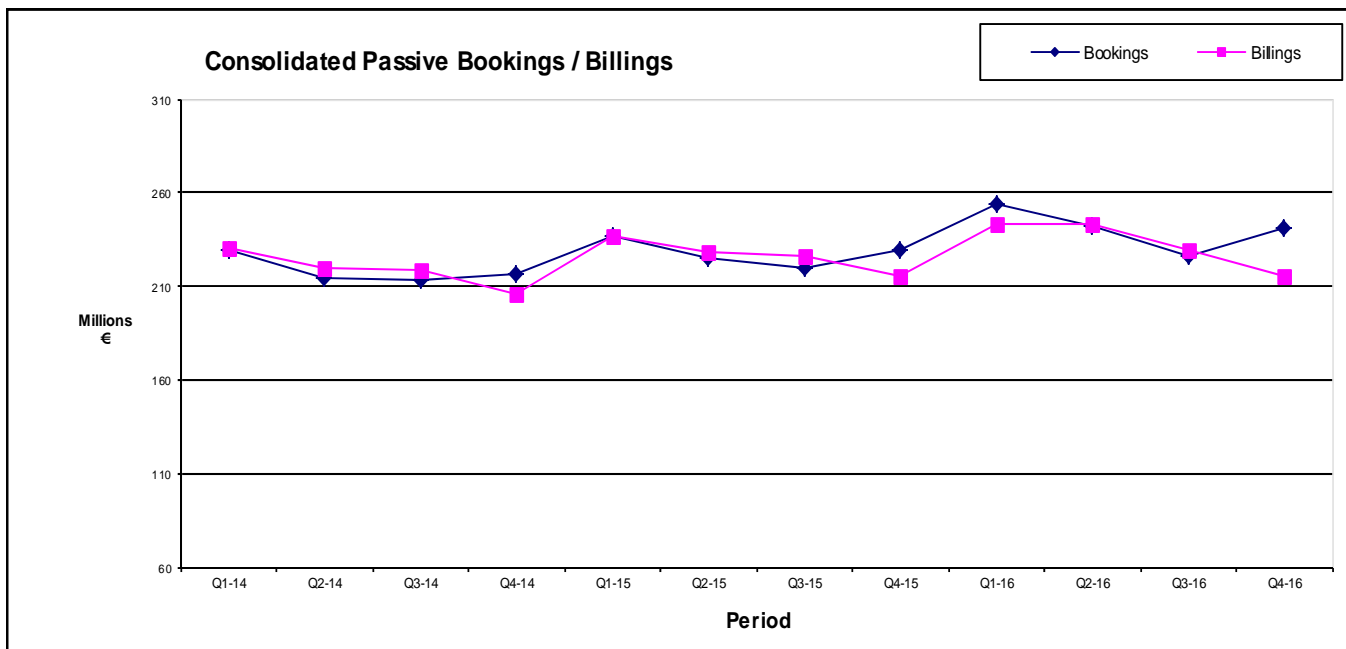


	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
<b>Bookings</b>	51	49	50	50	53	53	58	60	60	66	60	59
<b>Billings</b>	50	51	51	47	53	56	57	54	59	61	55	59

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

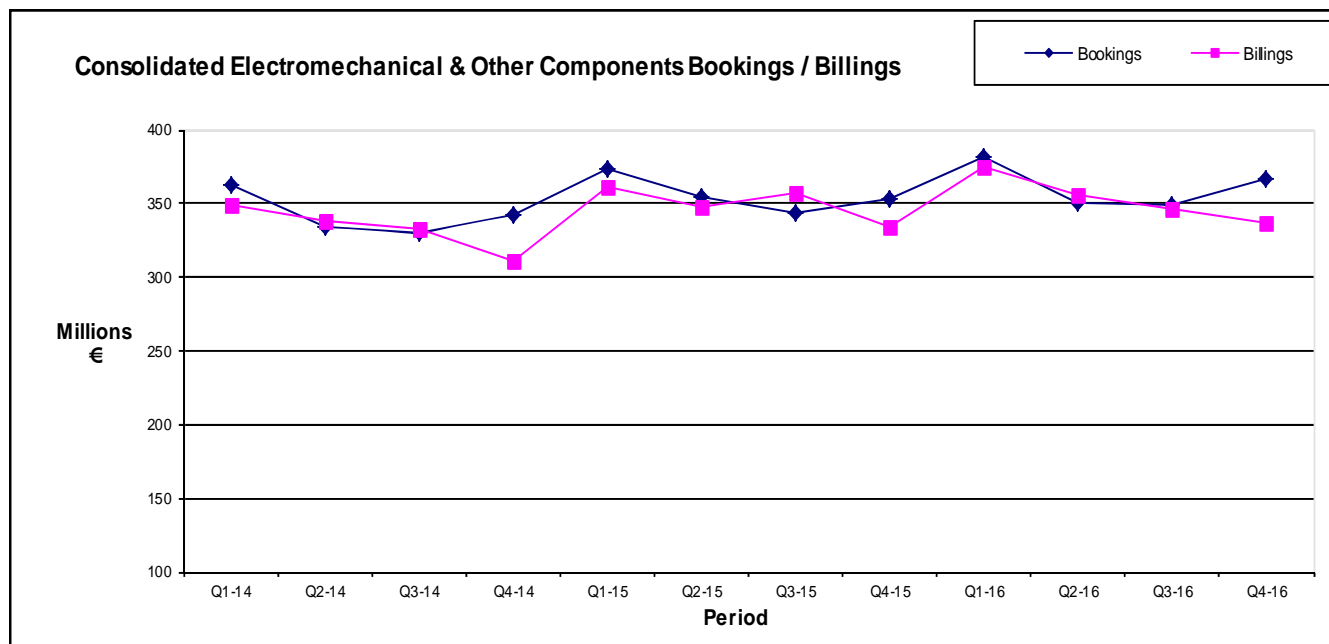


	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
<b>Bookings</b>	1126	1054	1058	1063	1204	1152	1158	1167	1283	1229	1180	1337
<b>Billings</b>	1081	1109	1084	1041	1199	1163	1202	1101	1289	1225	1197	1163

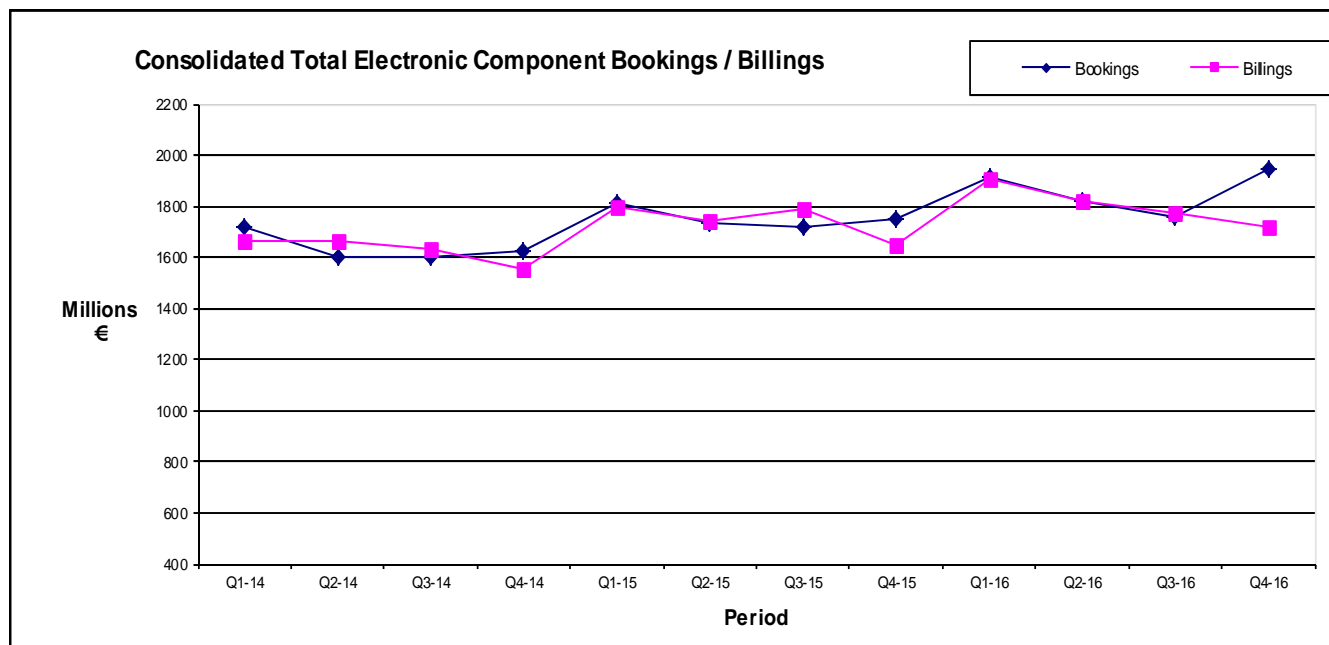


	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
<b>Bookings</b>	230	214	213	216	237	225	220	229	253	242	226	241
<b>Billings</b>	231	219	218	206	236	228	226	216	243	243	229	215

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

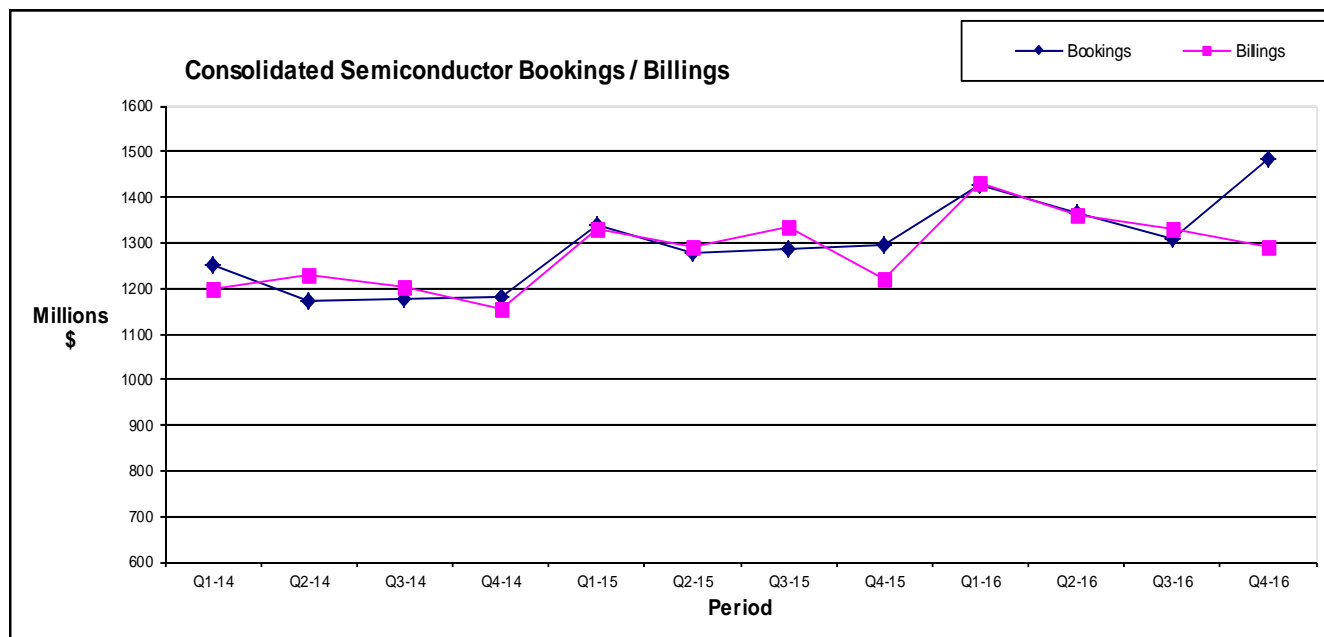


	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
<b>Bookings</b>	362	335	330	343	374	355	344	353	381	350	350	366
<b>Billings</b>	349	338	333	310	361	348	357	334	375	355	346	336

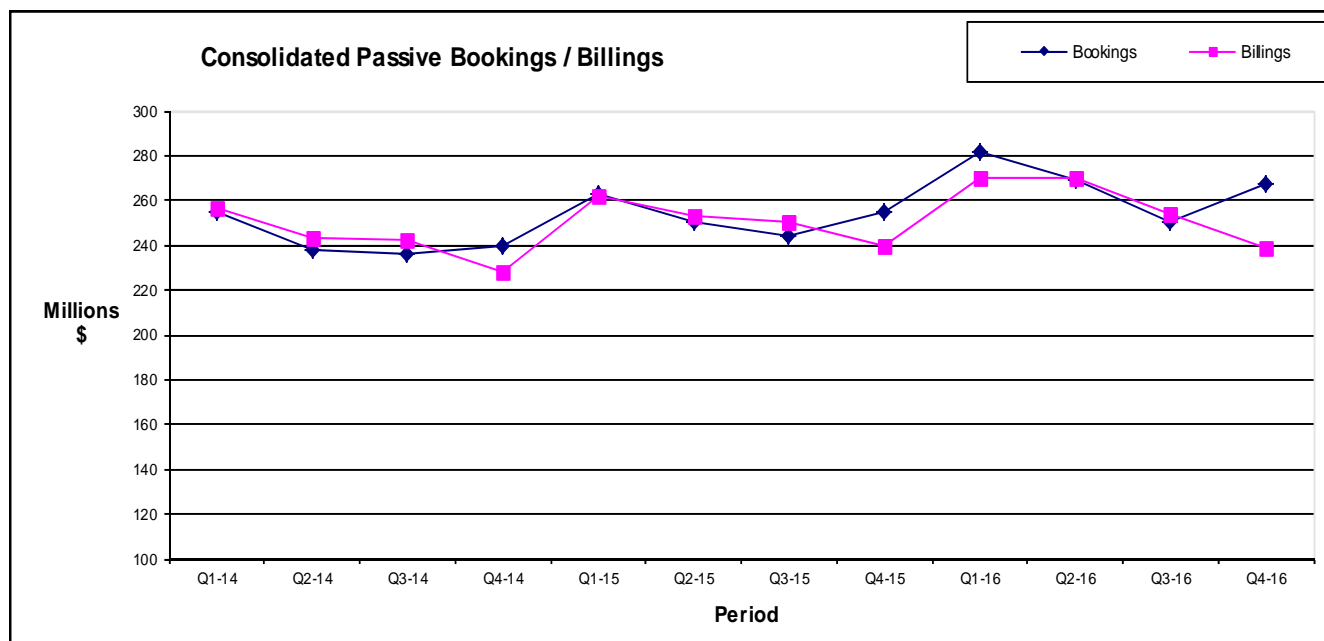


	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
<b>Bookings</b>	1718	1603	1601	1622	1814	1732	1721	1750	1918	1822	1755	1944
<b>Billings</b>	1661	1666	1635	1557	1796	1739	1785	1651	1907	1824	1772	1715

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

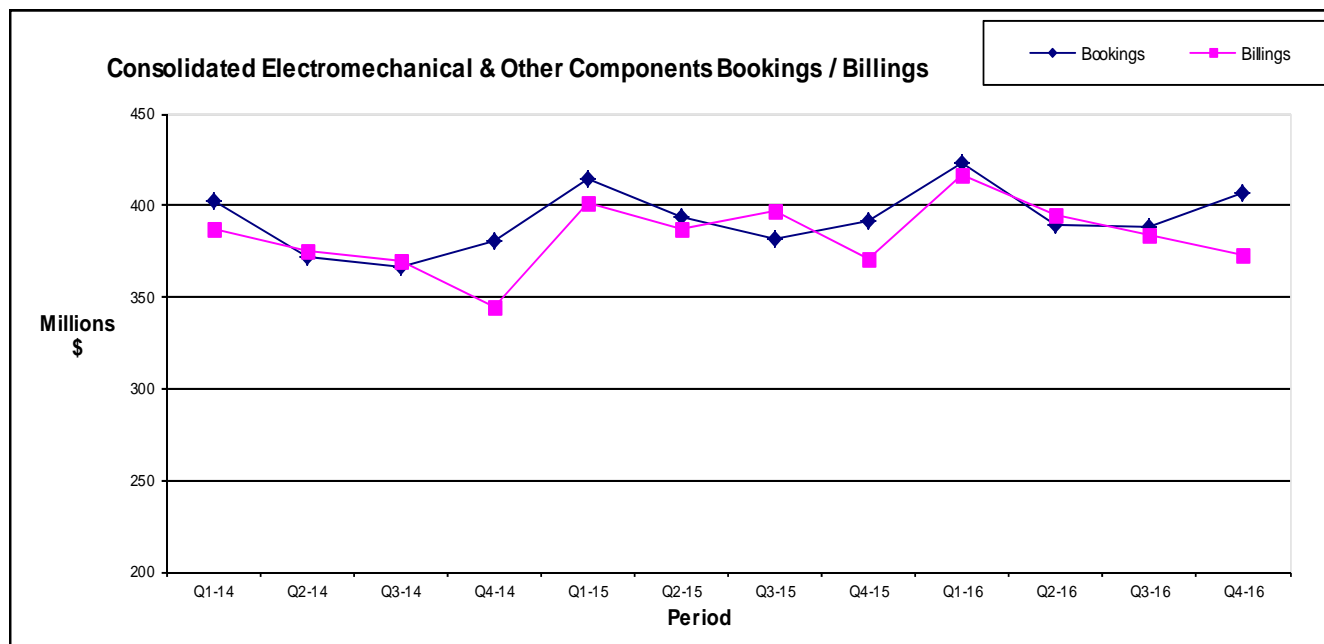


	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
<b>Bookings</b>	1250	1171	1175	1180	1337	1279	1286	1296	1425	1365	1310	1485
<b>Billings</b>	1200	1231	1203	1156	1331	1291	1335	1222	1431	1360	1329	1291

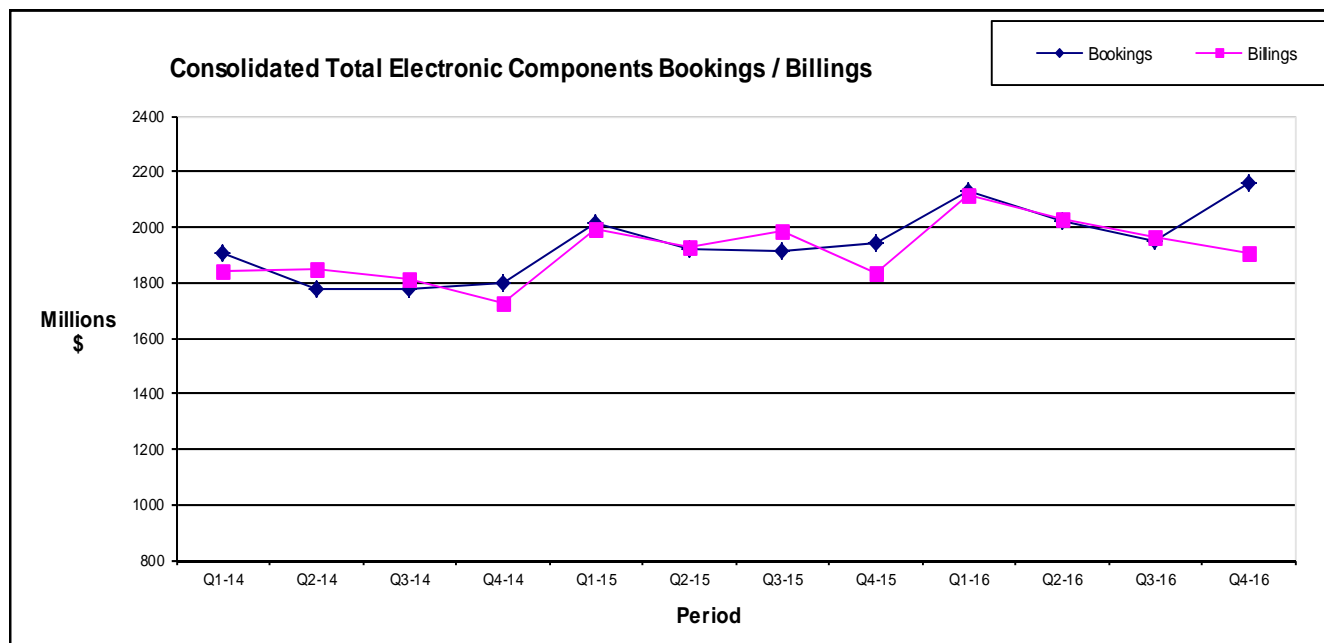


	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
<b>Bookings</b>	255	238	237	240	263	250	244	255	281	269	251	267
<b>Billings</b>	256	243	242	228	262	253	251	240	270	270	254	239

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



	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
<b>Bookings</b>	402	372	366	381	415	394	382	392	423	389	388	406
<b>Billings</b>	387	375	370	345	401	387	397	371	417	395	384	373



	Q1-14	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
<b>Bookings</b>	1907	1780	1778	1801	2015	1923	1911	1943	2129	2023	1949	2158
<b>Billings</b>	1844	1850	1816	1729	1995	1931	1982	1833	2118	2025	1968	1904