



# Q2-2016 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) 2015	Summation of Association Members Returns 2015	Approx. Share of DTAM (Distribution Total Available Market) represented by Association's Members 2015
France	SPDEI	€1125 Mill	€815 Mill	75%
UK	ecsn/afdec	€1461 Mill	€1227 Mill	84%
Italy	ASSODEL	€1163 Mill	€872 Mill	75%
Nordic	Via ecsn/afdec	€1397 Mill	€531 Mill	38%
Germany	FBDI	€4420 Mill	€3140 Mill	72%
Switzerland	FBDI	€475 Mill	€266 Mill	56%
Austria	FBDI	€340 Mill	€199 Mill	56%

**IMPORTANT NOTE:** To ensure that exchange rate variations do not confuse the trend, the exchange rates shown are the 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.

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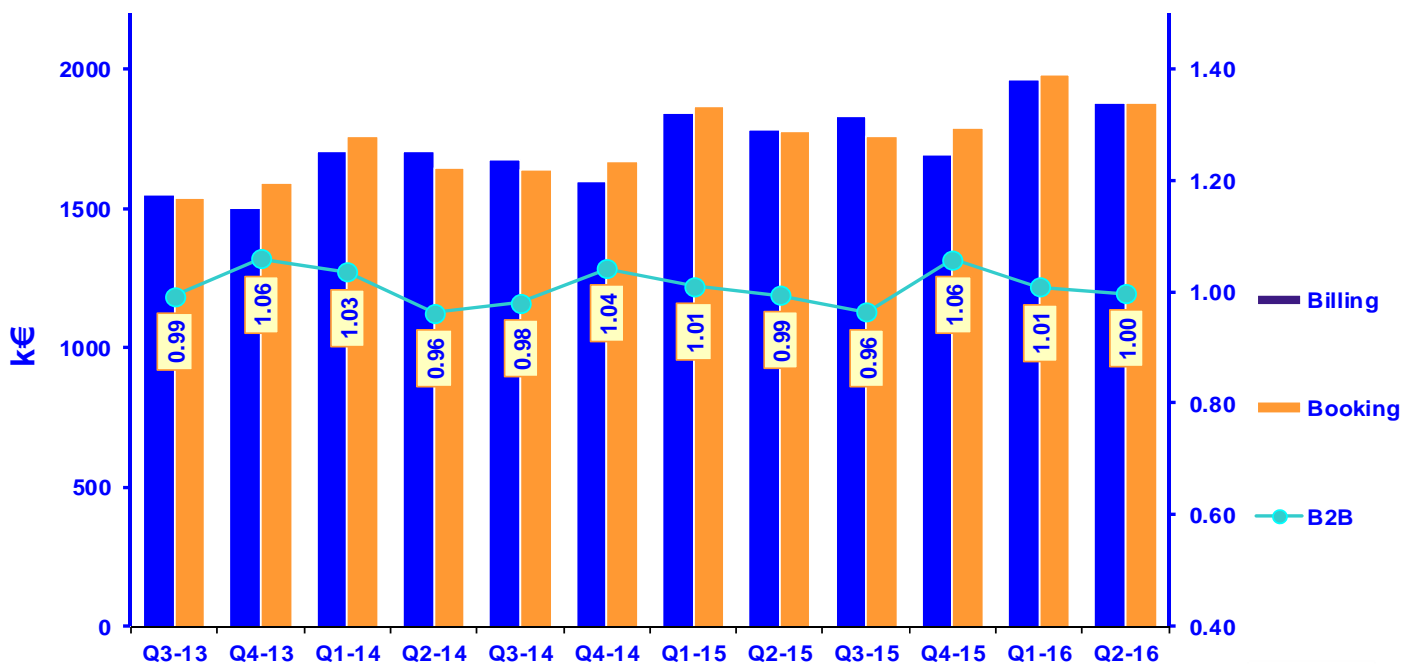
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<http://www.ideaelectronics.com/>

## 2ND QTR. 2016 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



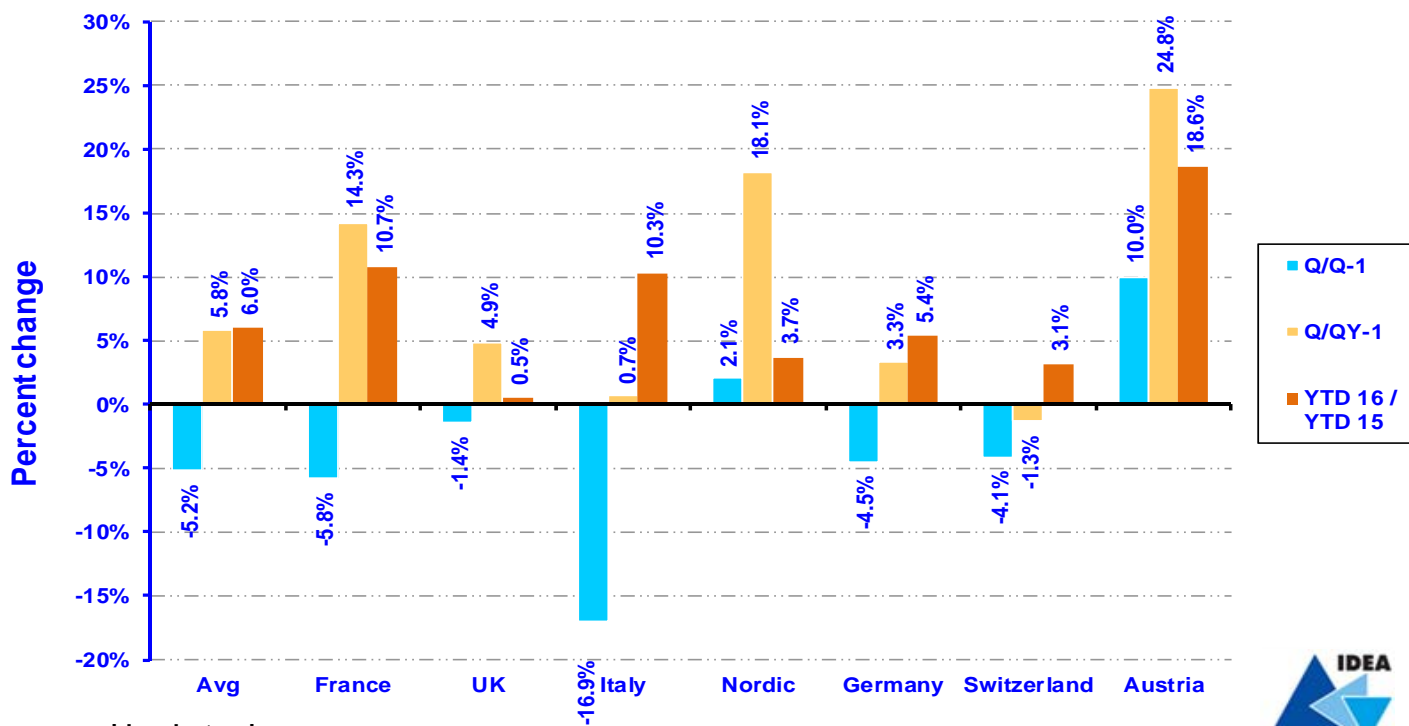
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## 2ND QTR. 2016 TOTAL COMPONENTS Booking Trend

Graphic T2

Distribution orders for Electronic components by country comparing current qtr with prior quarter (Q/Q1) and same quarter prior year (Q/QY-4) and YTD 16 / YTD 15



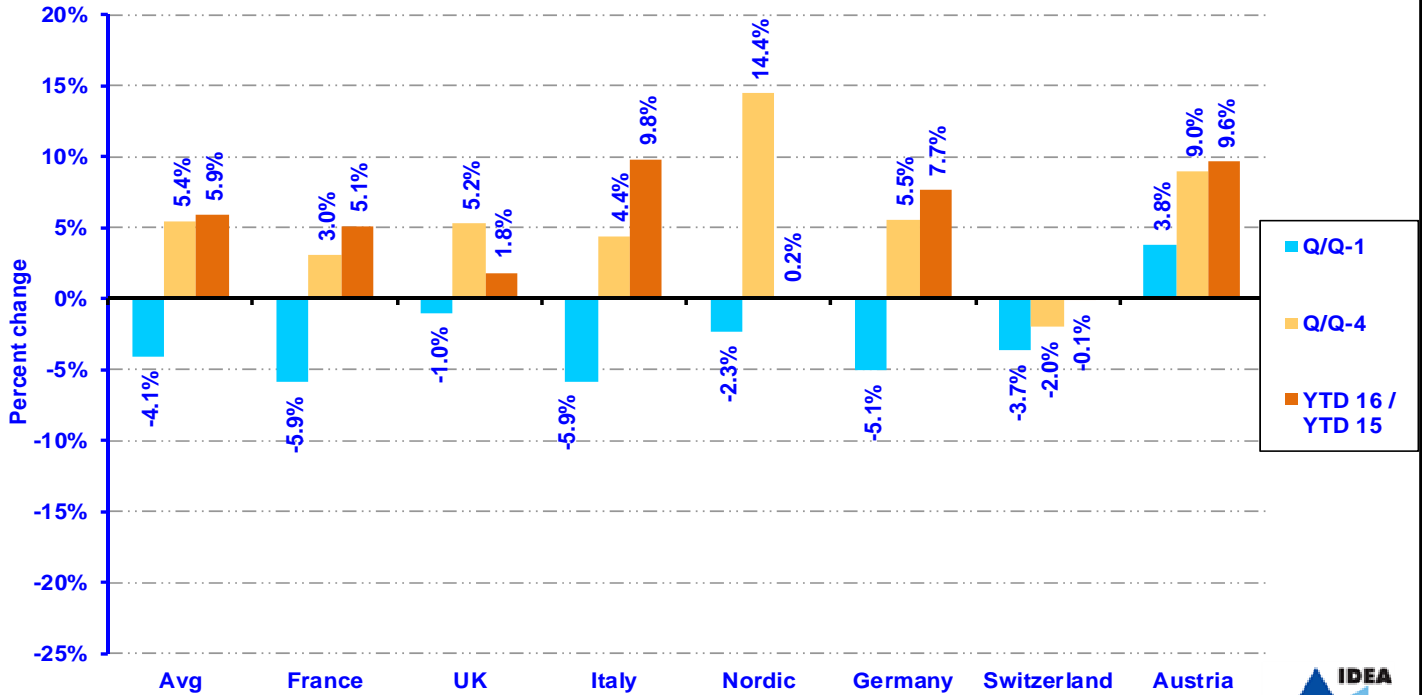
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## 2ND QTR. 2016 TOTAL COMPONENTS Billing Trend

Graphic T3

Distribution sales for Electronic components by country comparing current qtr with prior quarter (Q/Q1) and same quarter prior year (Q/QY-4) and YTD 16 / YTD 15



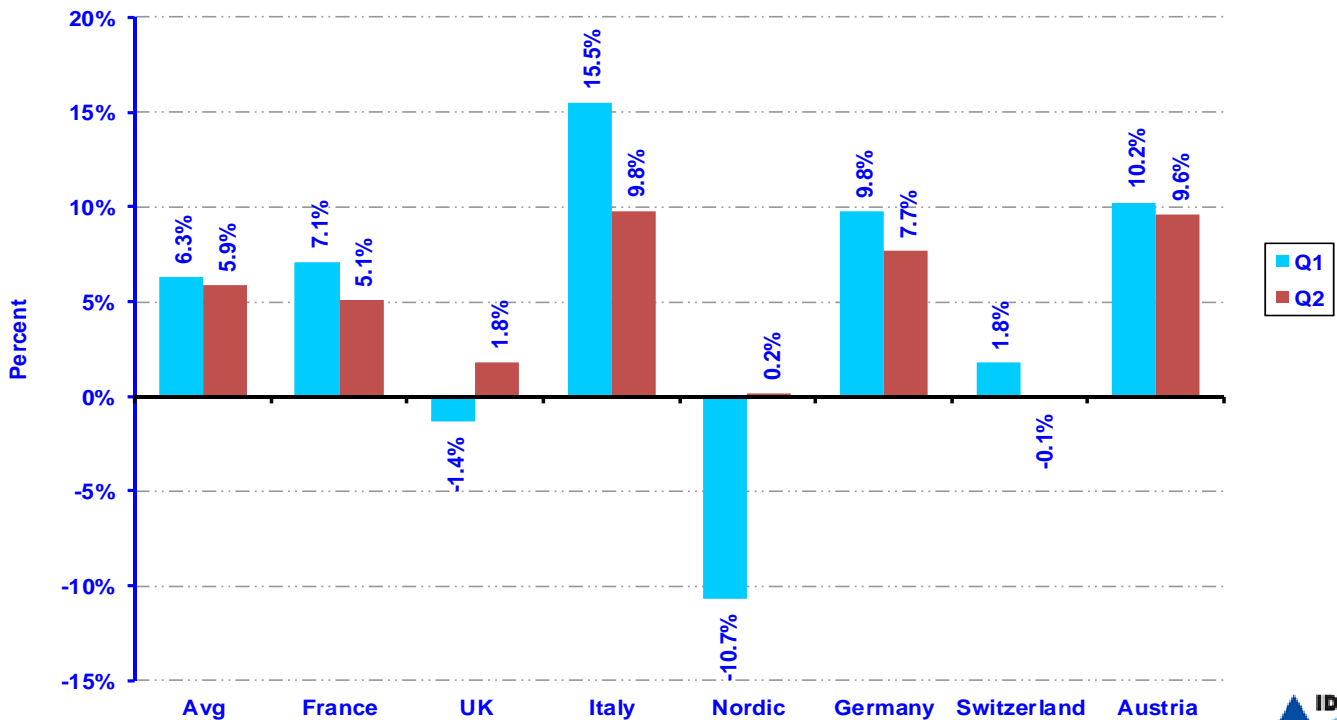
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## 2ND QTR. 2016 TOTAL COMPONENTS YTD Billings Trend

Graphic T4

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



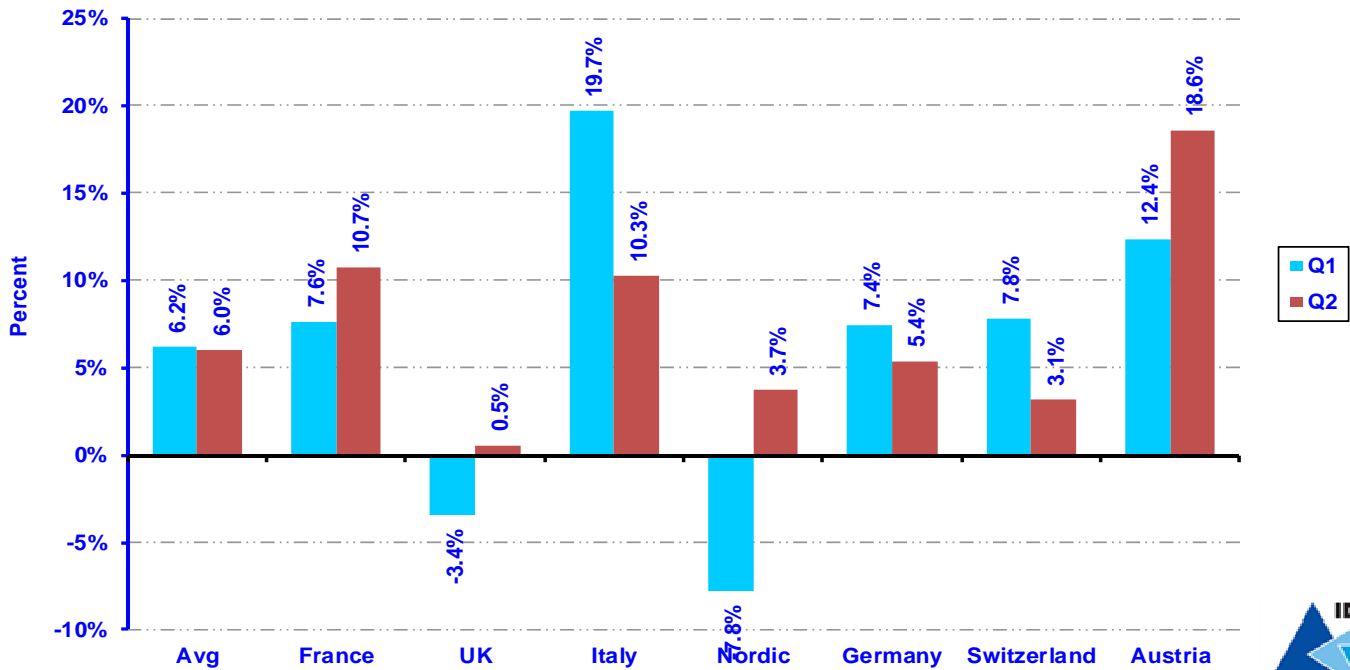
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2ND QTR. 2016 **TOTAL COMPONENTS YTD Bookings Trend**

Graphic T5

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

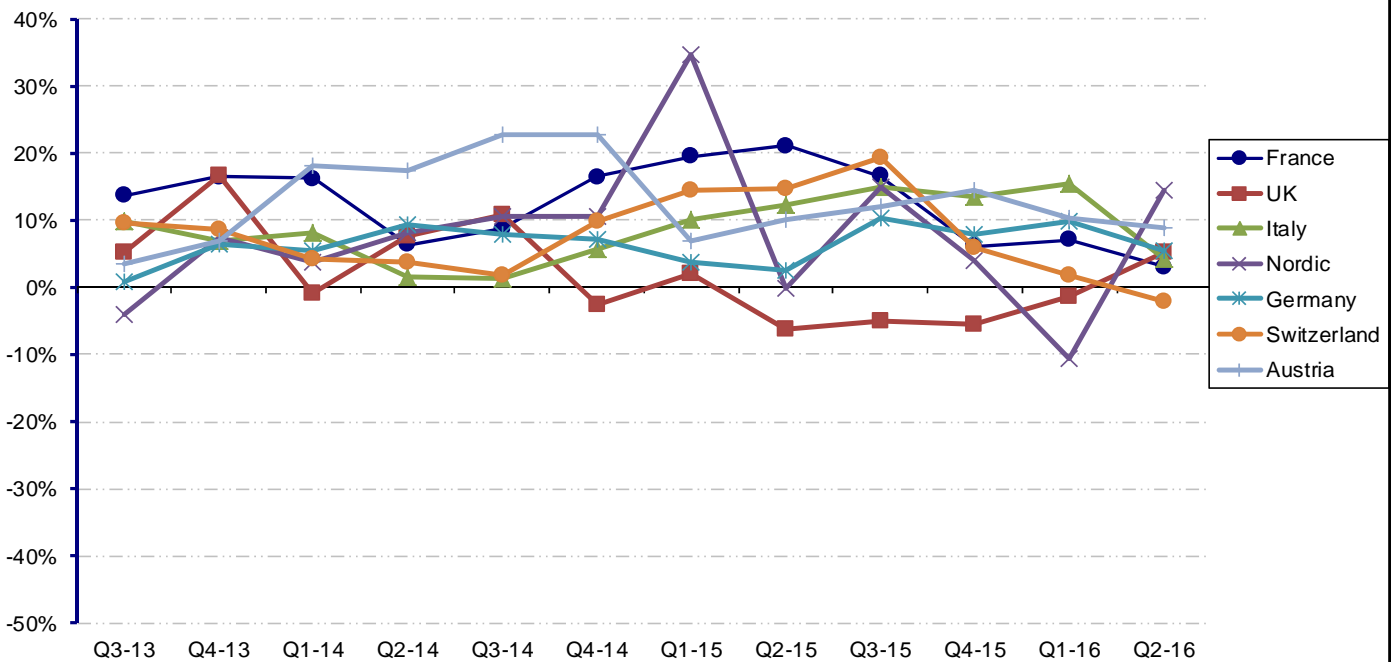


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2ND QTR. 2016 **TOTAL COMPONENTS TENDENTIAL INDEX BY COUNTRY(Q,QY-1)** Graphic T6

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



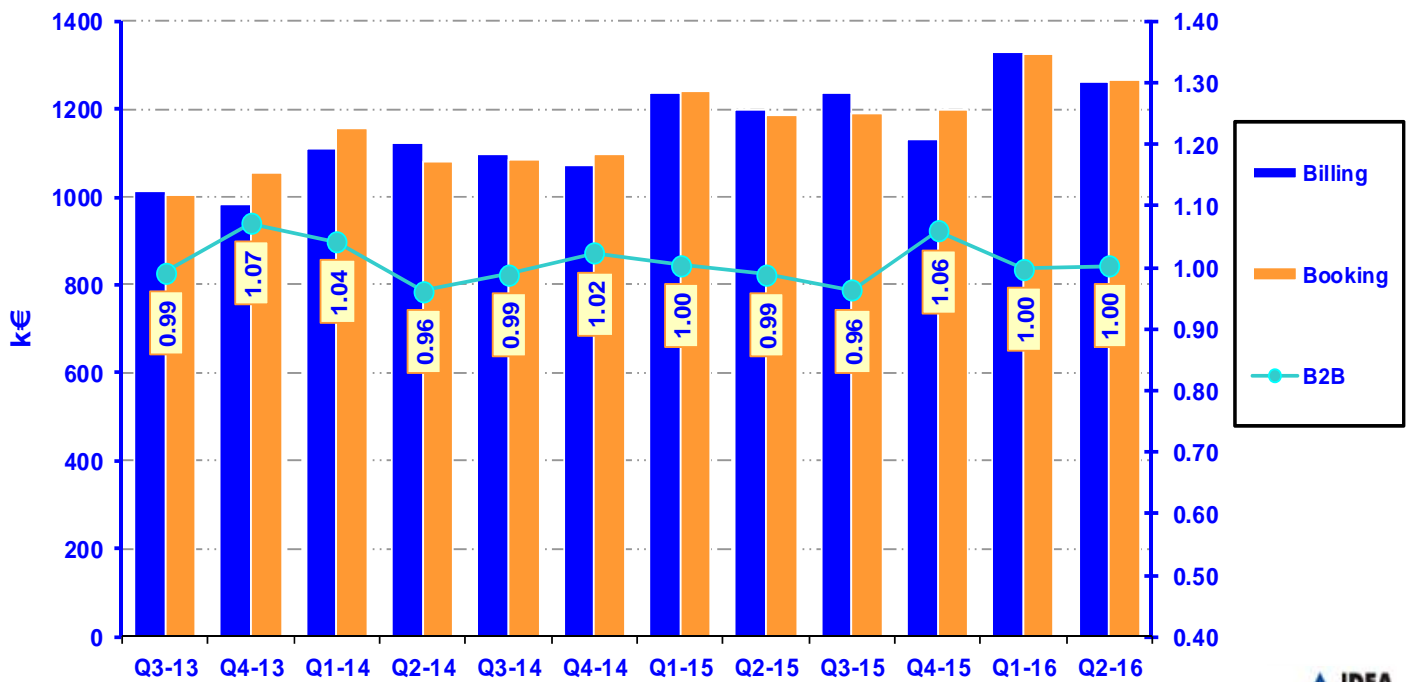
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## 2ND QTR. 2016 SEMICONDUCTOR bookings, billings & book:bill ratio

Graphic S1

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



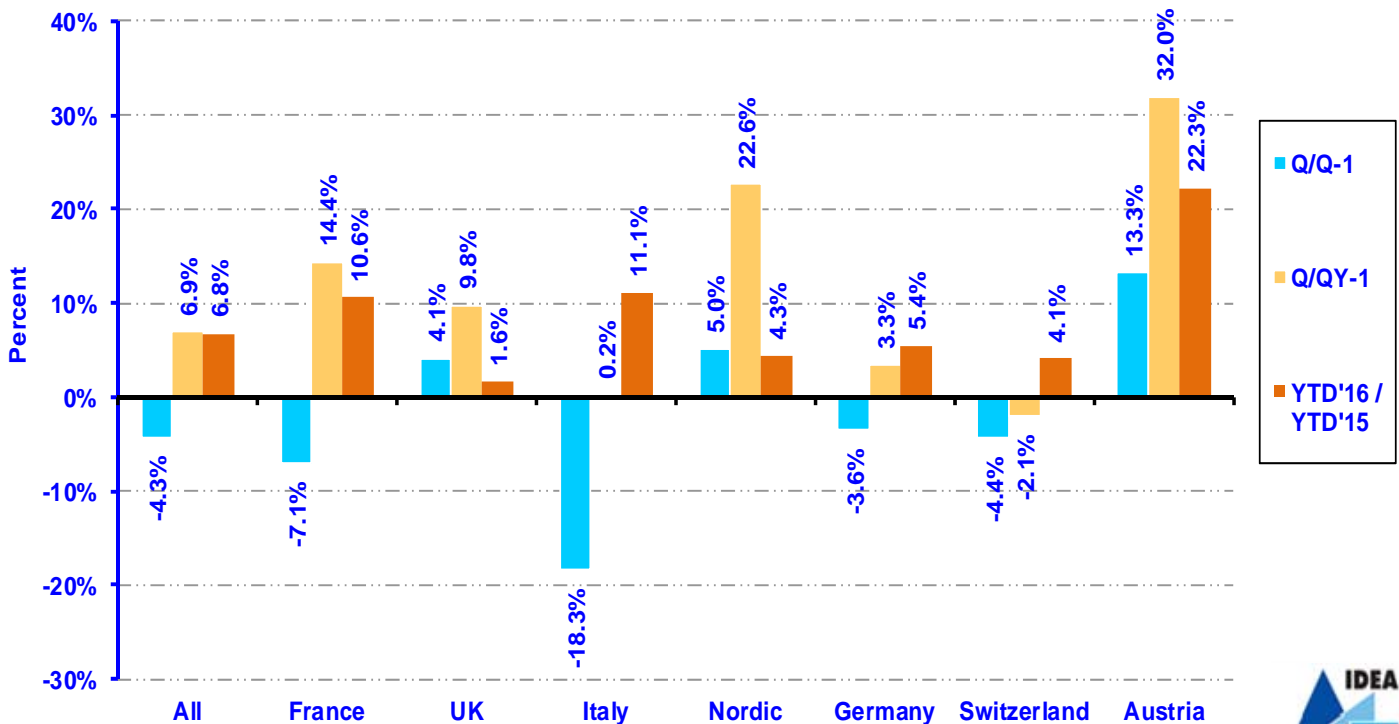
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## 2ND QTR 2016 SEMICONDUCTOR Booking Trend

Graphic S2

Distribution orders for semiconductors by country compared with the prior quarter (Q/Q1) and the same quarter prior year (Q/QY-1) and YTD 16 / YTD 15



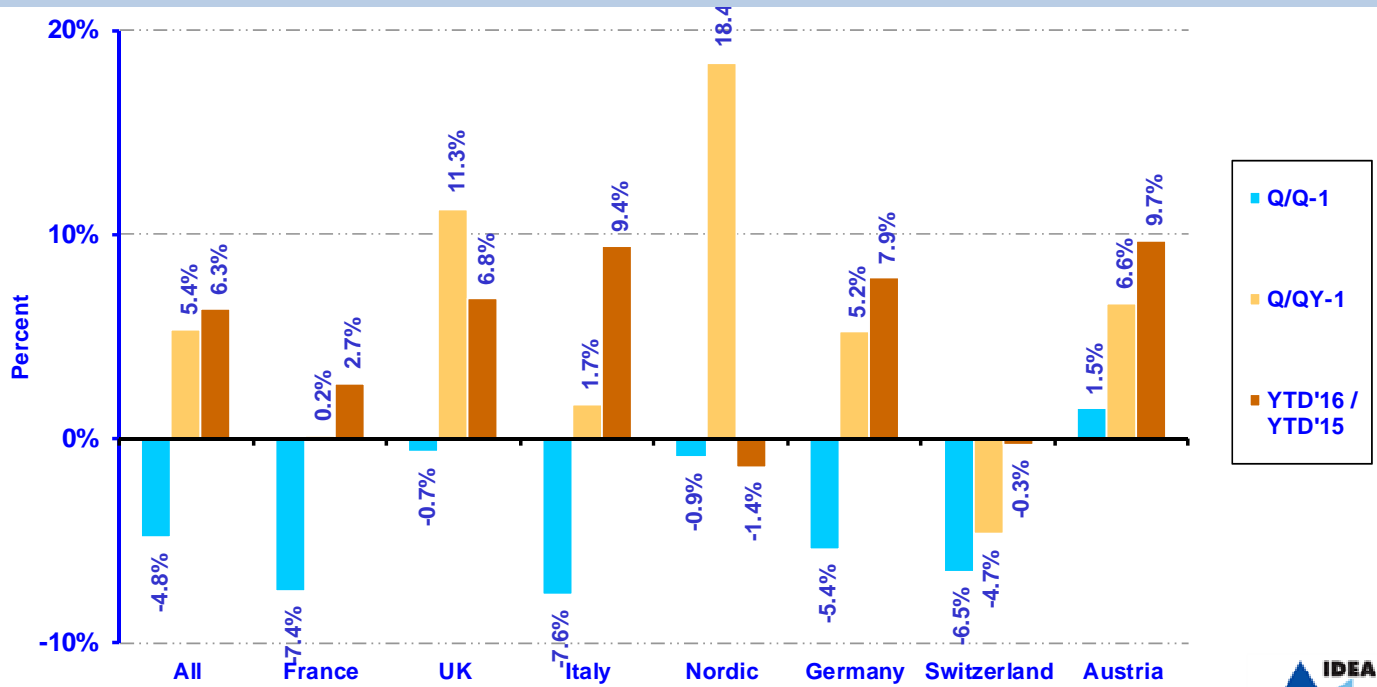
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2ND QTR 2016 SEMICONDUCTOR Billing Trend

Graphic S3

Distribution sales for semiconductors by country compared with the prior quarter (Q/Q1) and the same quarter prior year ( Q/QY-1) and YTD 15 / 14



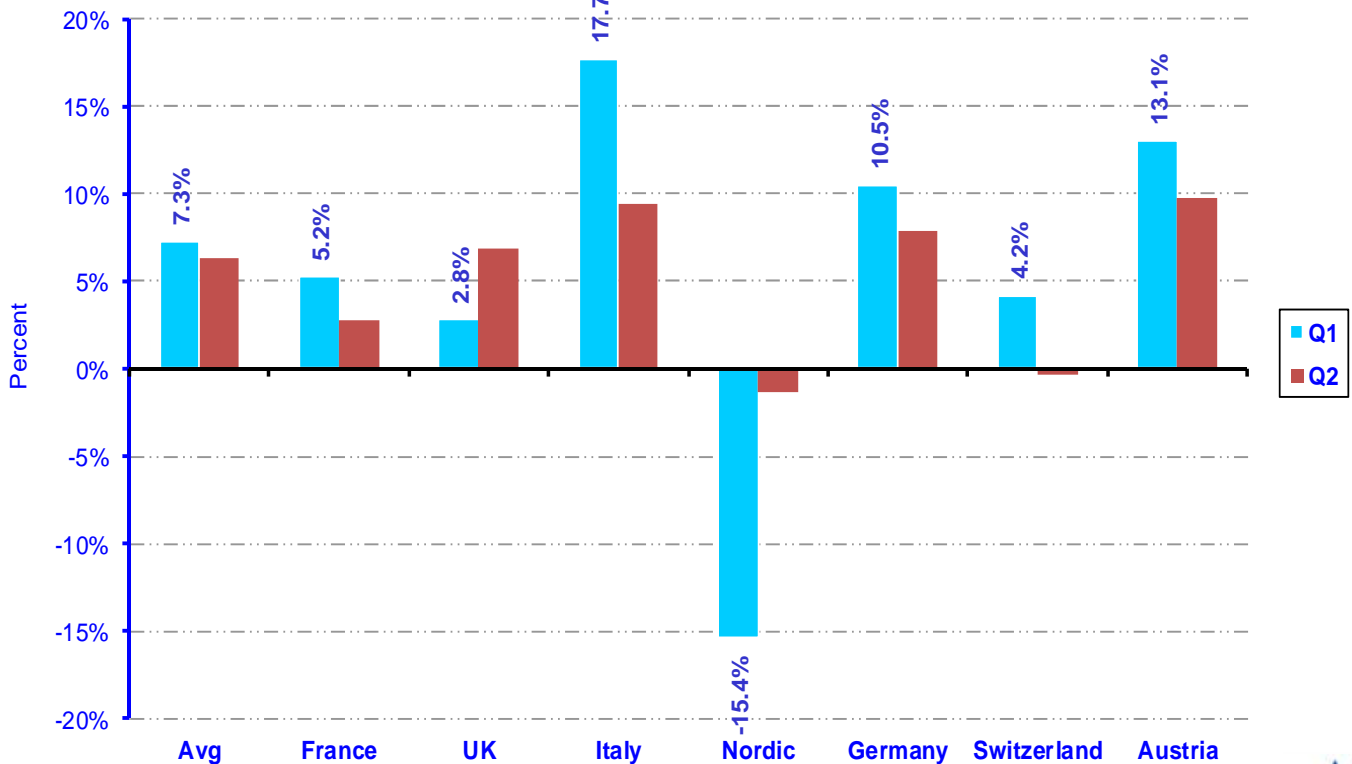
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2ND QTR. 2016 SEMICONDUCTOR YTD BILLING TREND

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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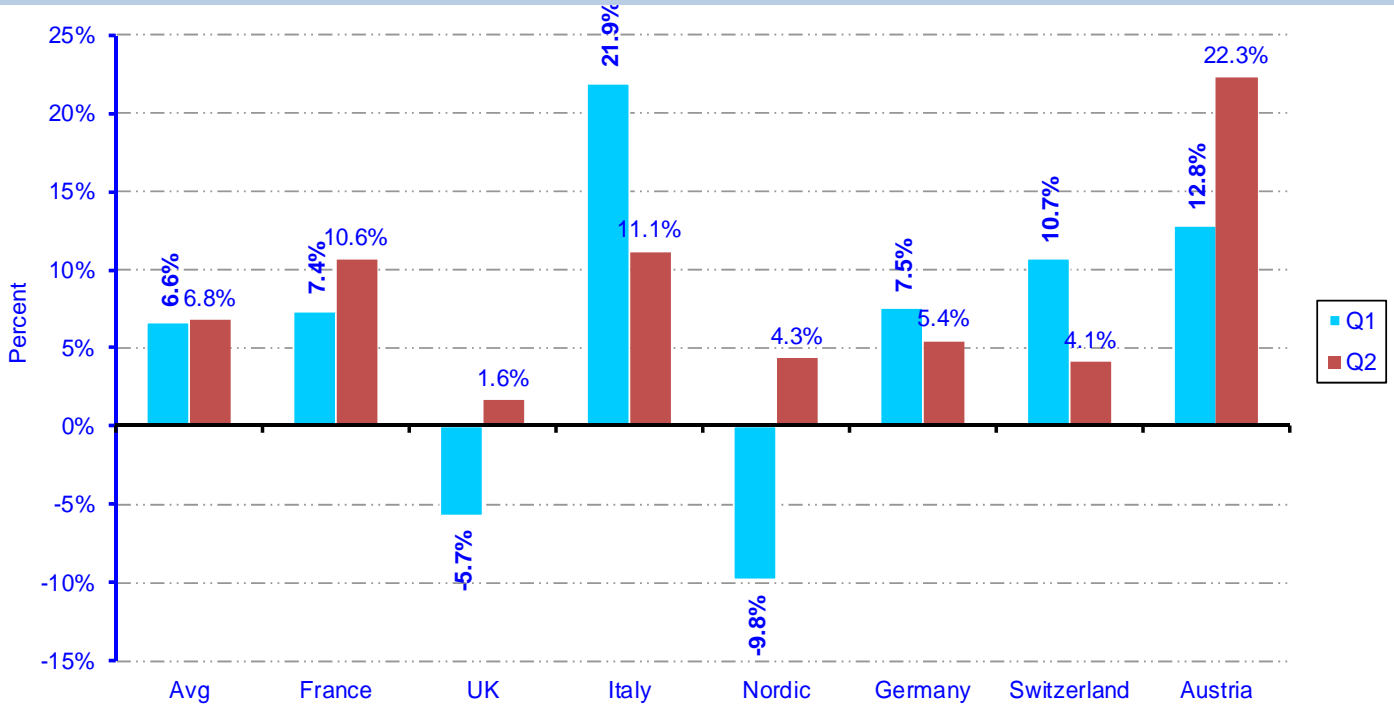




## 2ND QTR. 2016 SEMICONDUCTOR YTD BOOKING TREND

Graphic S5

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



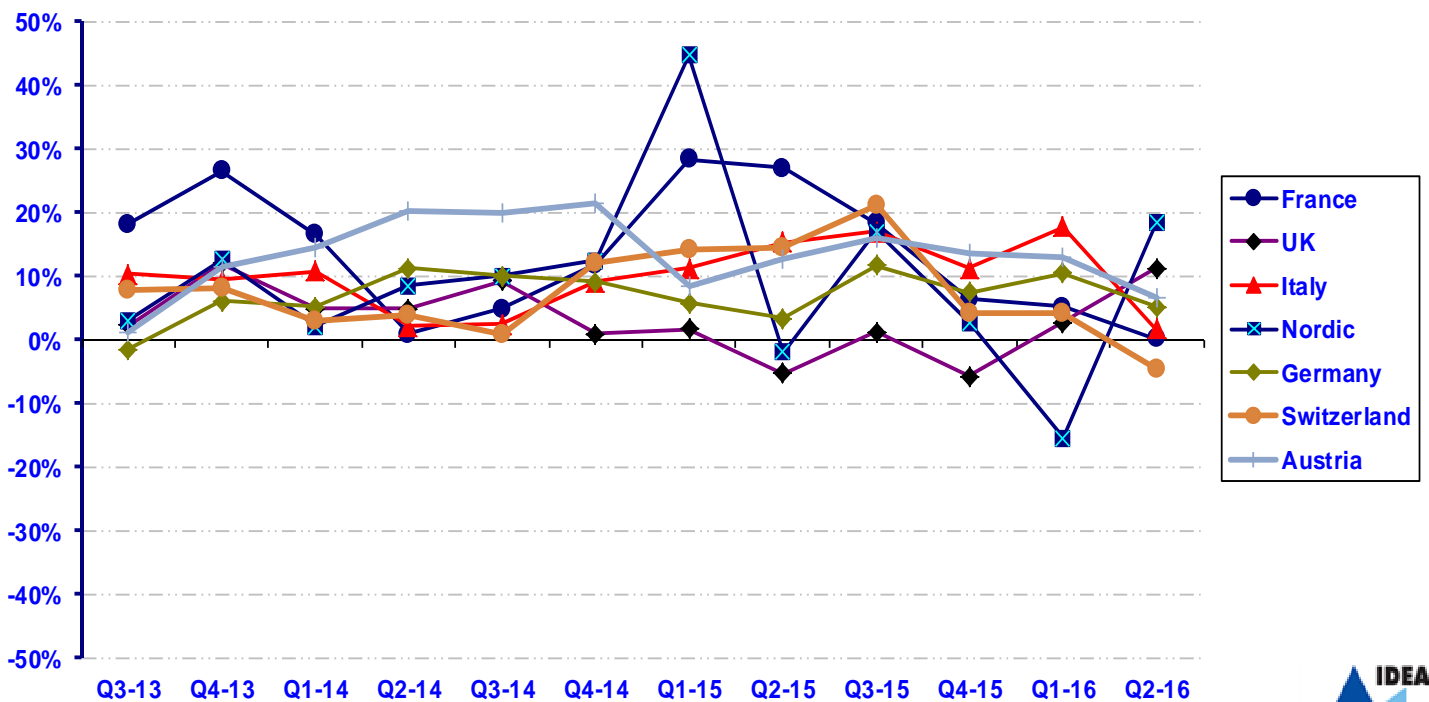
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## 2ND QTR. 2016 SEMICONDUCTOR TENDENTIAL INDEX ( Q/Qy-1)

Graphic S6

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



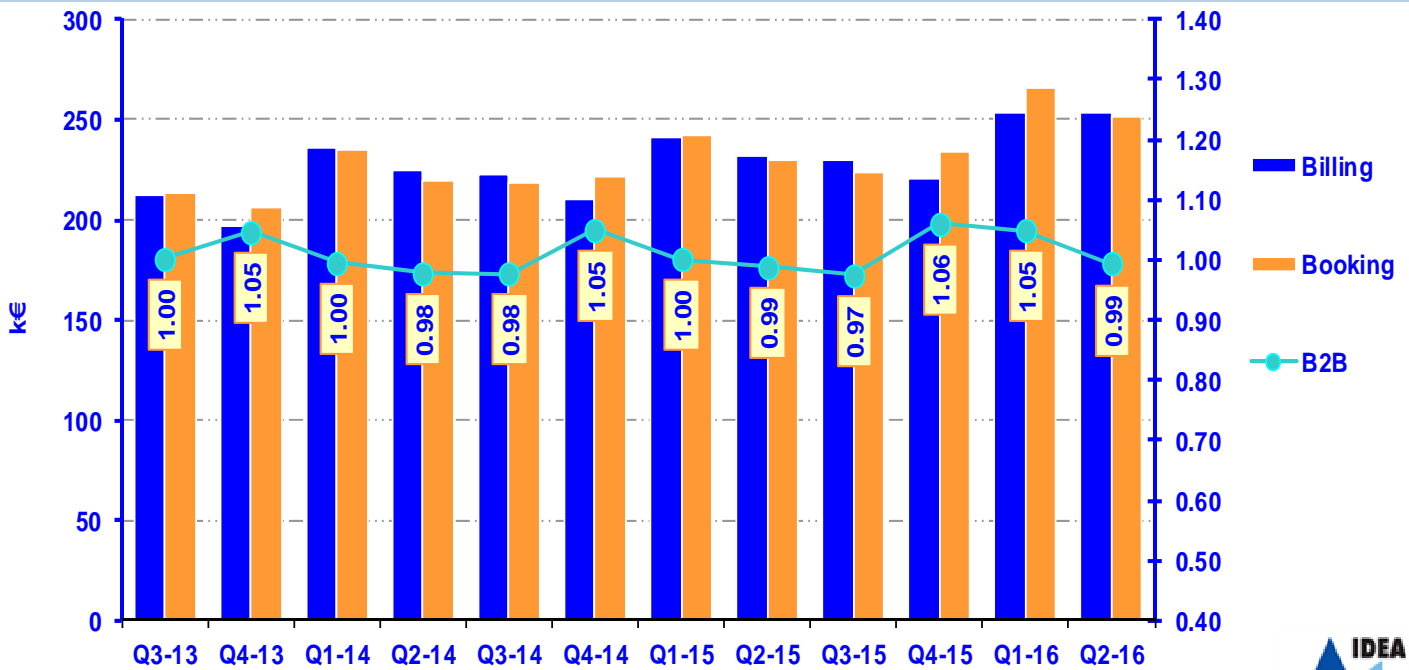
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## 2ND QTR. 2016 **PASSIVES** booking, billing & book:bill ratio

Graphic P1

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



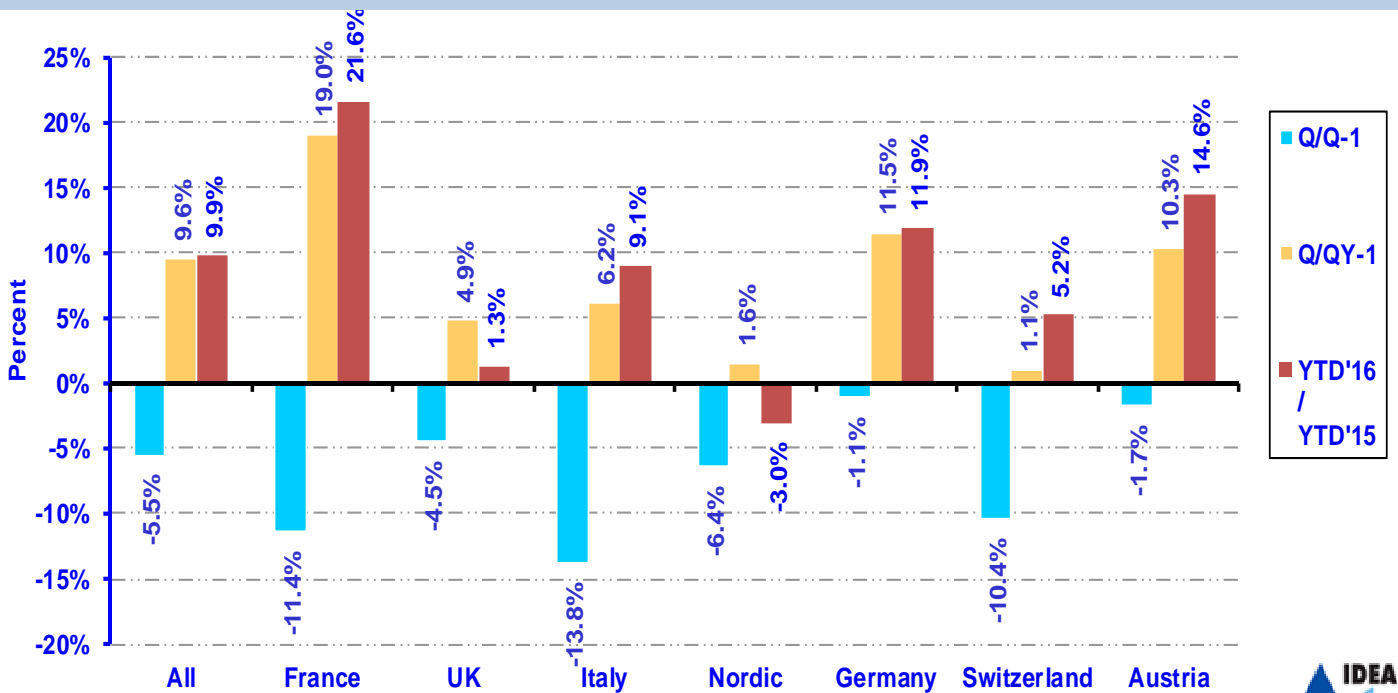
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## 2ND QTR. 2016 **PASSIVE COMPONENTS** Booking Trend

Graphic P2

Distribution orders for passive components by country comparing Q1 2016 with the prior quarter (Q/Q-1) and the same quarter prior year (Q/QY-1)



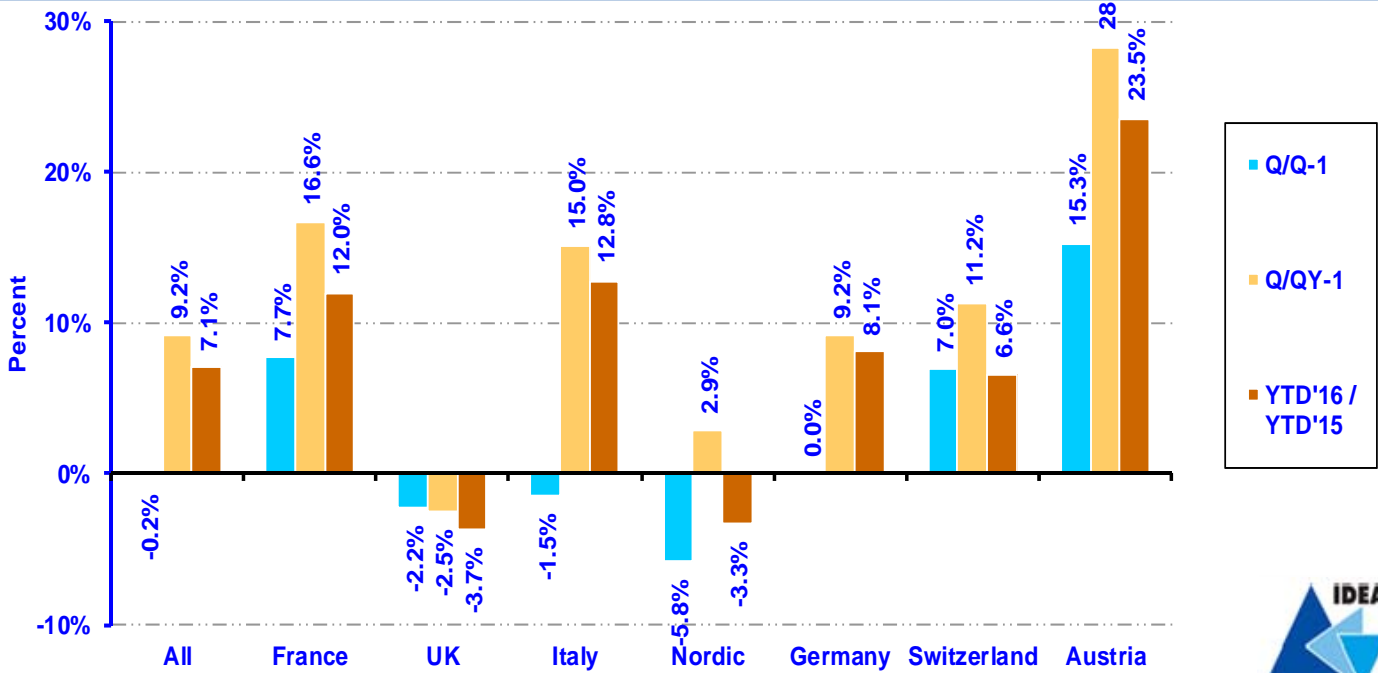
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2ND QTR. 2016 **PASSIVE COMPONENTS Billings Trend**

Graphic P3

Distribution sales for passive components by country comparing Q1 2015 with the prior quarter (Q/Q-1) and the same quarter prior year (Q/QY-1)



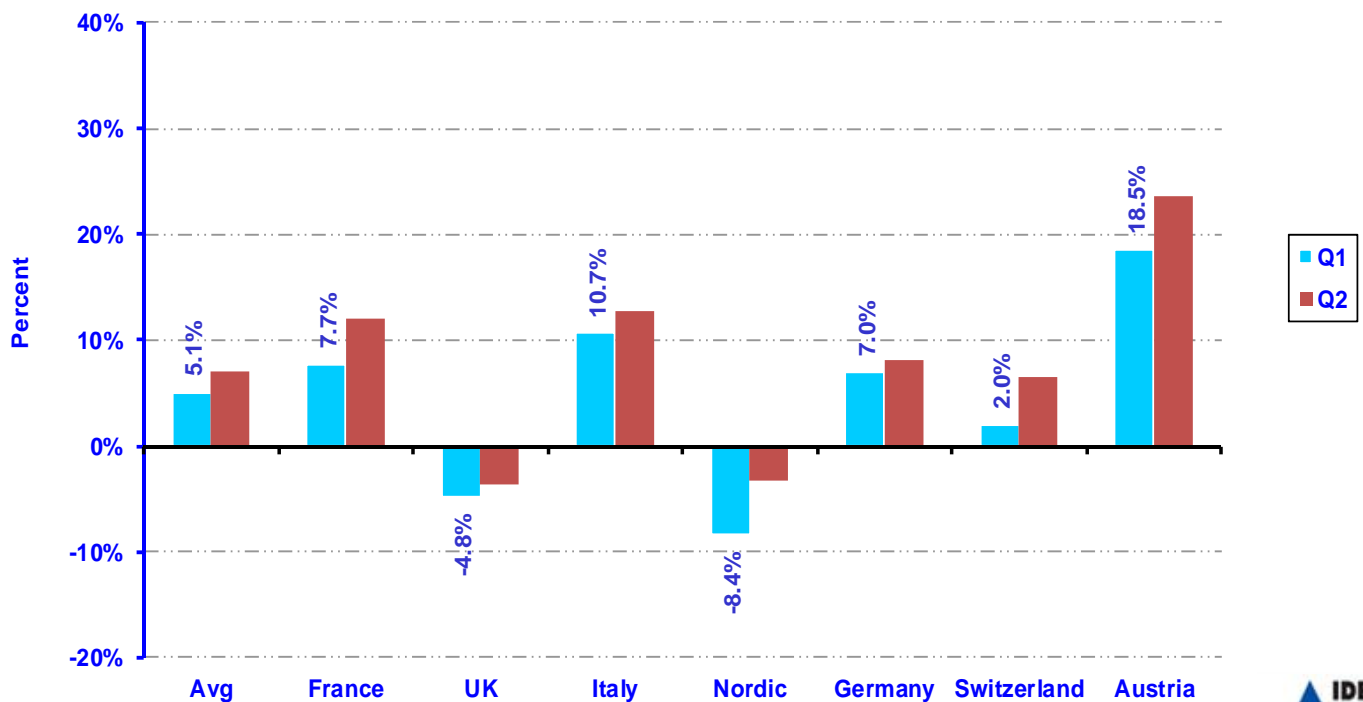
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2ND QTR. 2016 **PASSIVES YTD Billings Trend**

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



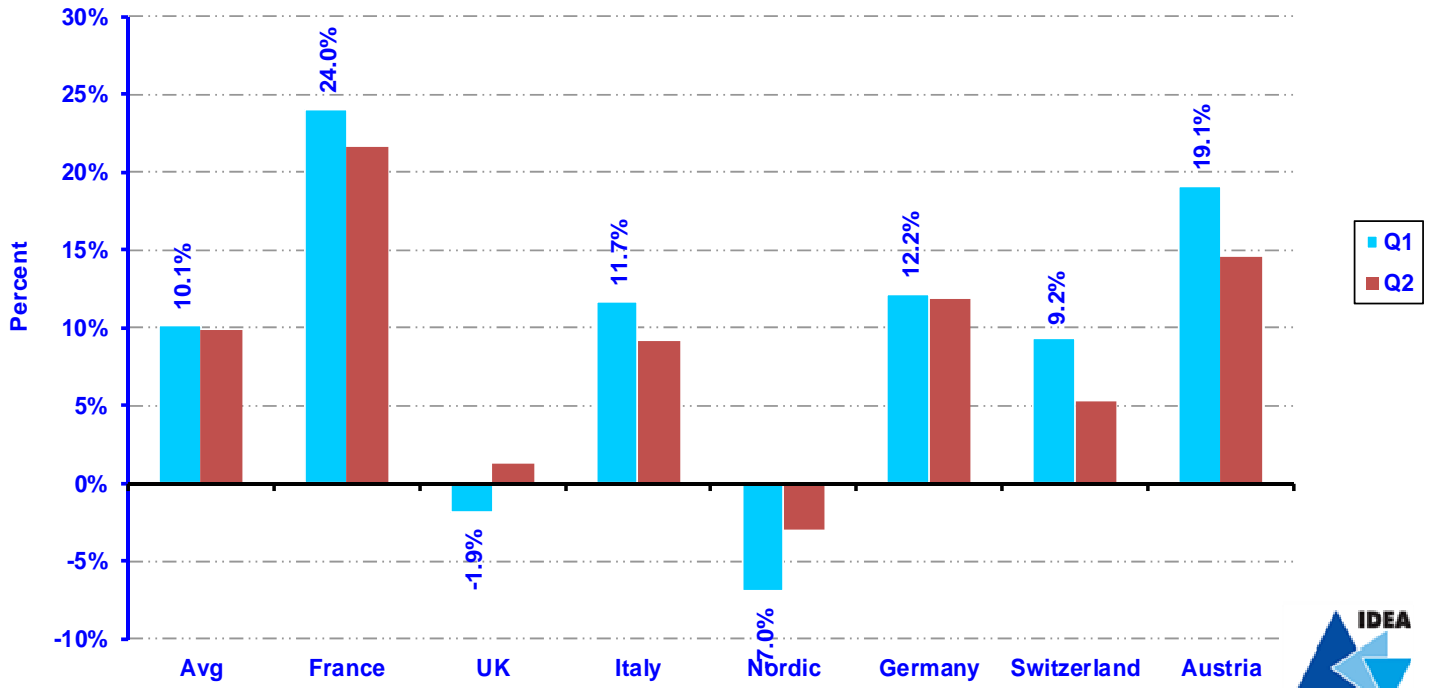
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2ND QTR. 2016 **PASSIVES YTD Bookings Trend**

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



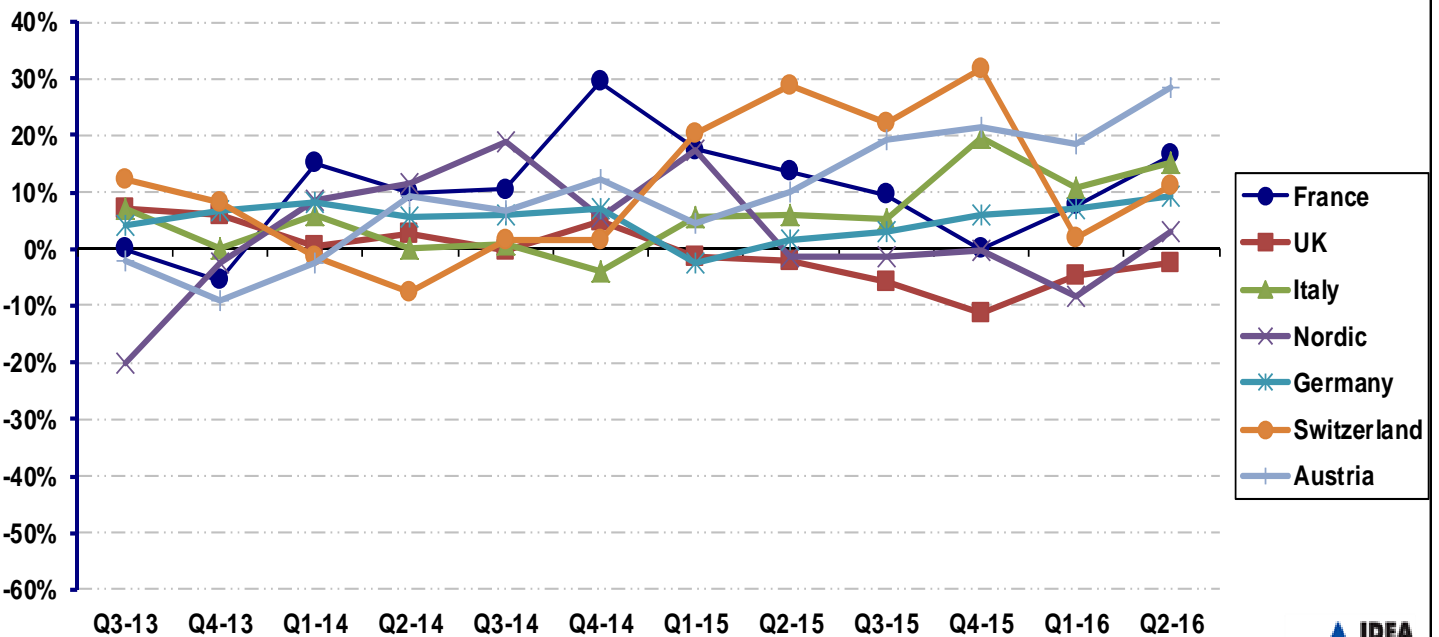
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2ND QTR. 2016 **PASSIVES TENDENTIAL INDEX BY COUNTRY( Q/Qy-1)**

Graphic P6

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



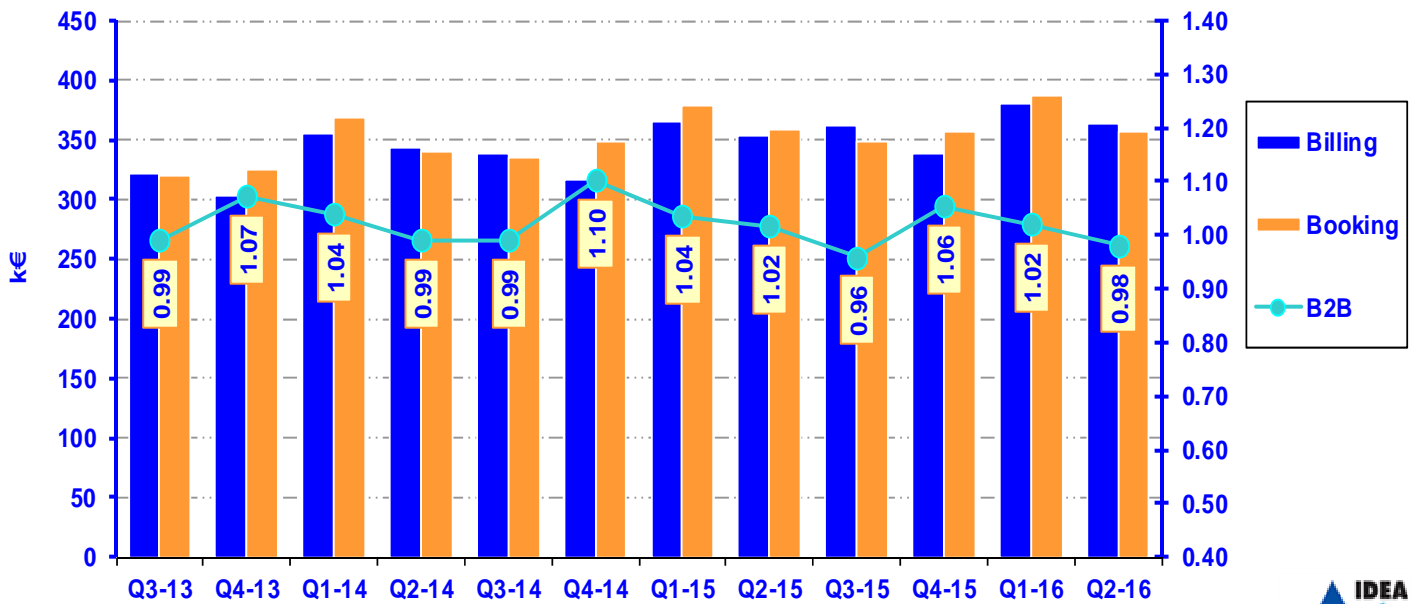
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## 2ND QTR. 2016 EMECH COMPONENTS booking, billing & book:bill ratio

Graphic E1

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



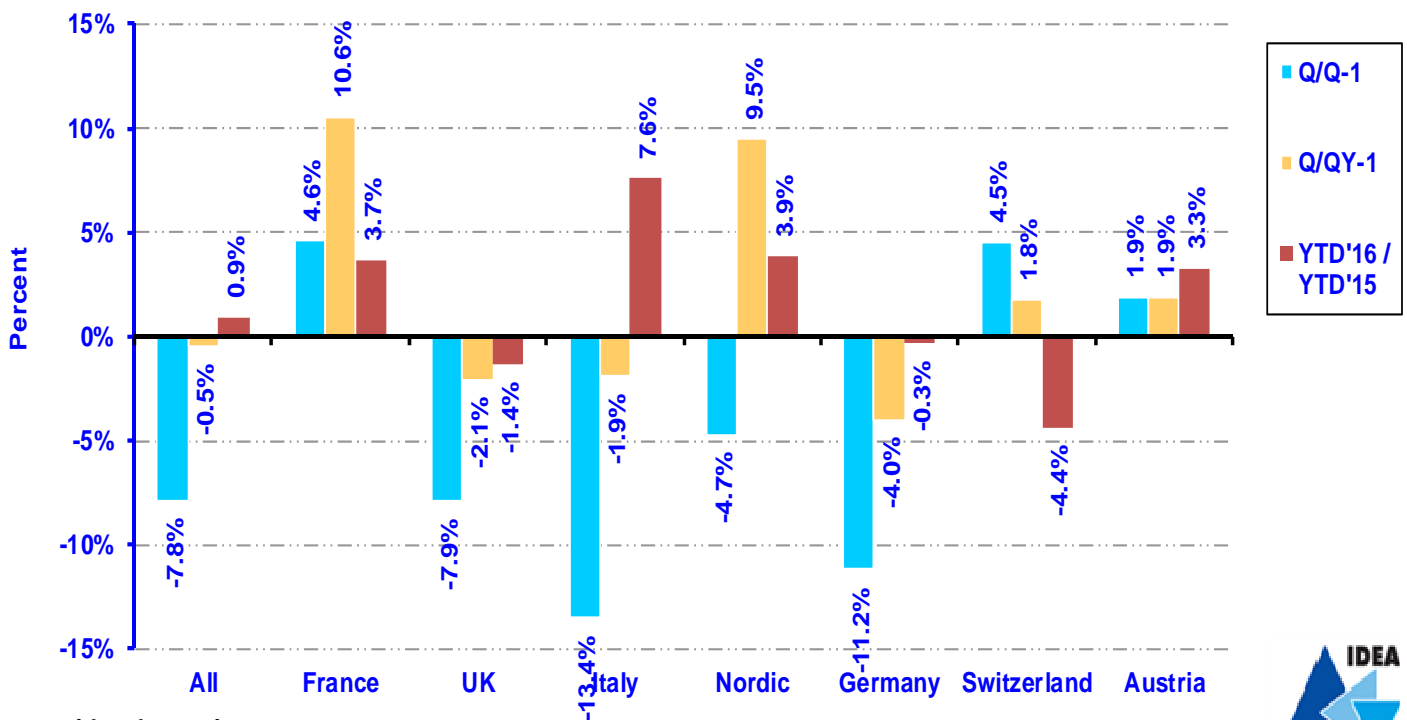
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## 2ND QTR. 2016 EMECH COMPONENTS Booking Trend

Graphic E2

Distribution orders for passive components by country comparing Q1 2016 with the prior quarter (Q/Q-1) and the same quarter prior year (Q/QY-1)



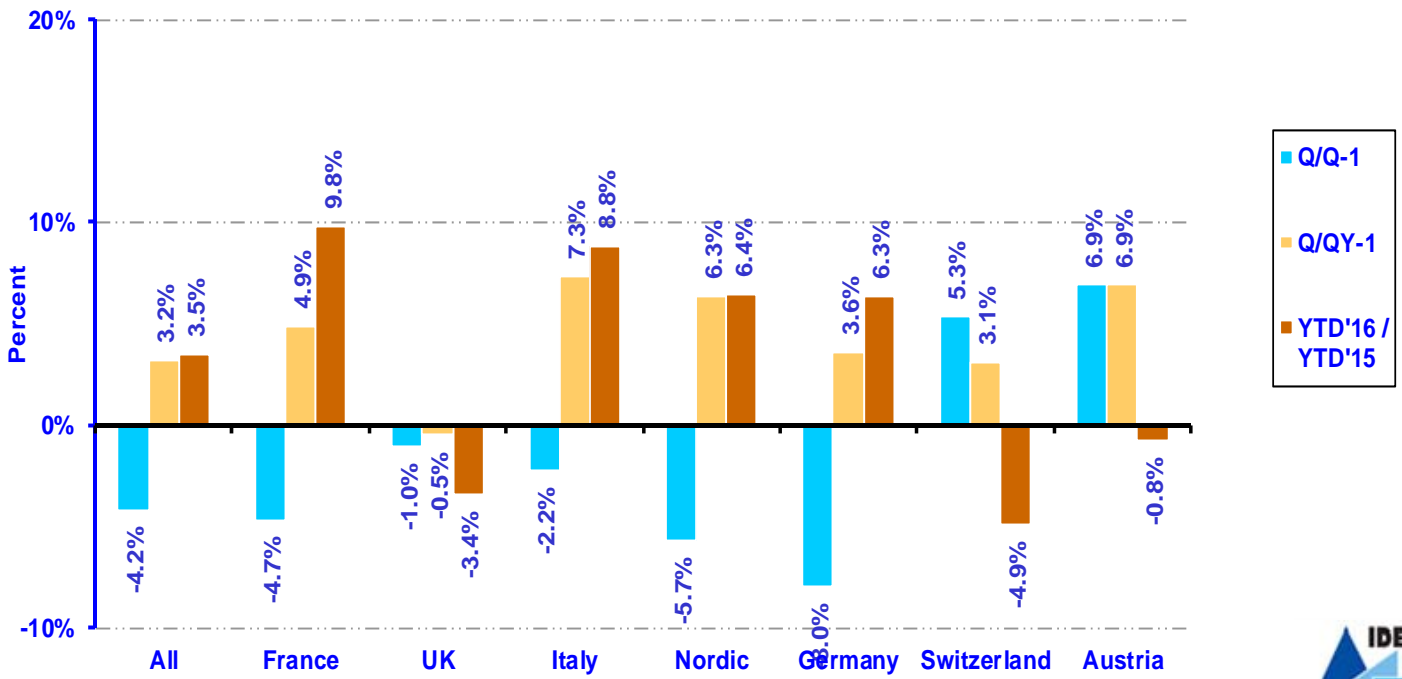
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2ND QTR. 2016 EMECH COMPONENTS Billings Trend

Graphic E3

Distribution sales of emech components comparing current qtr with prior qtr ( Q/Q-1) and same qtr prior year ( Q/QY-1) plus YTD trend



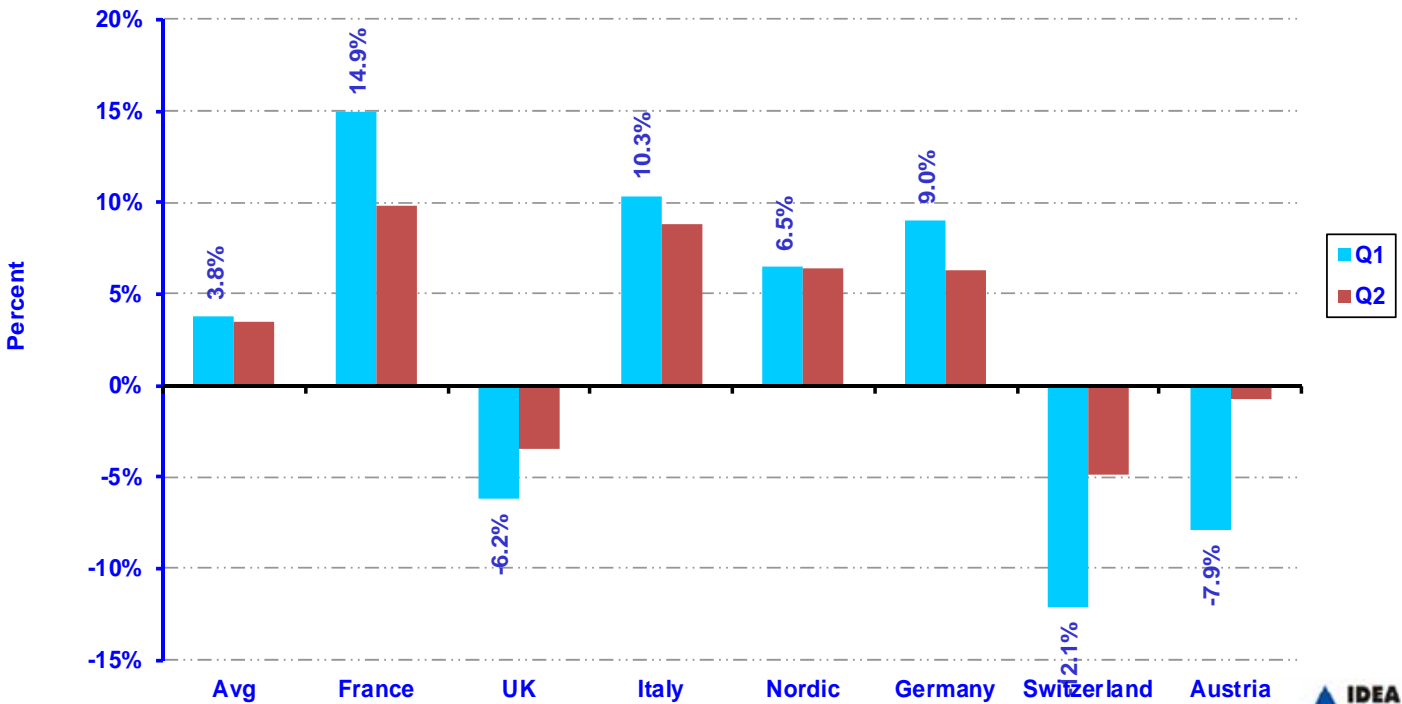
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2ND QTR. 2016 EMECH COMPONENTS YTD Billings Trend

Graphic E4

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



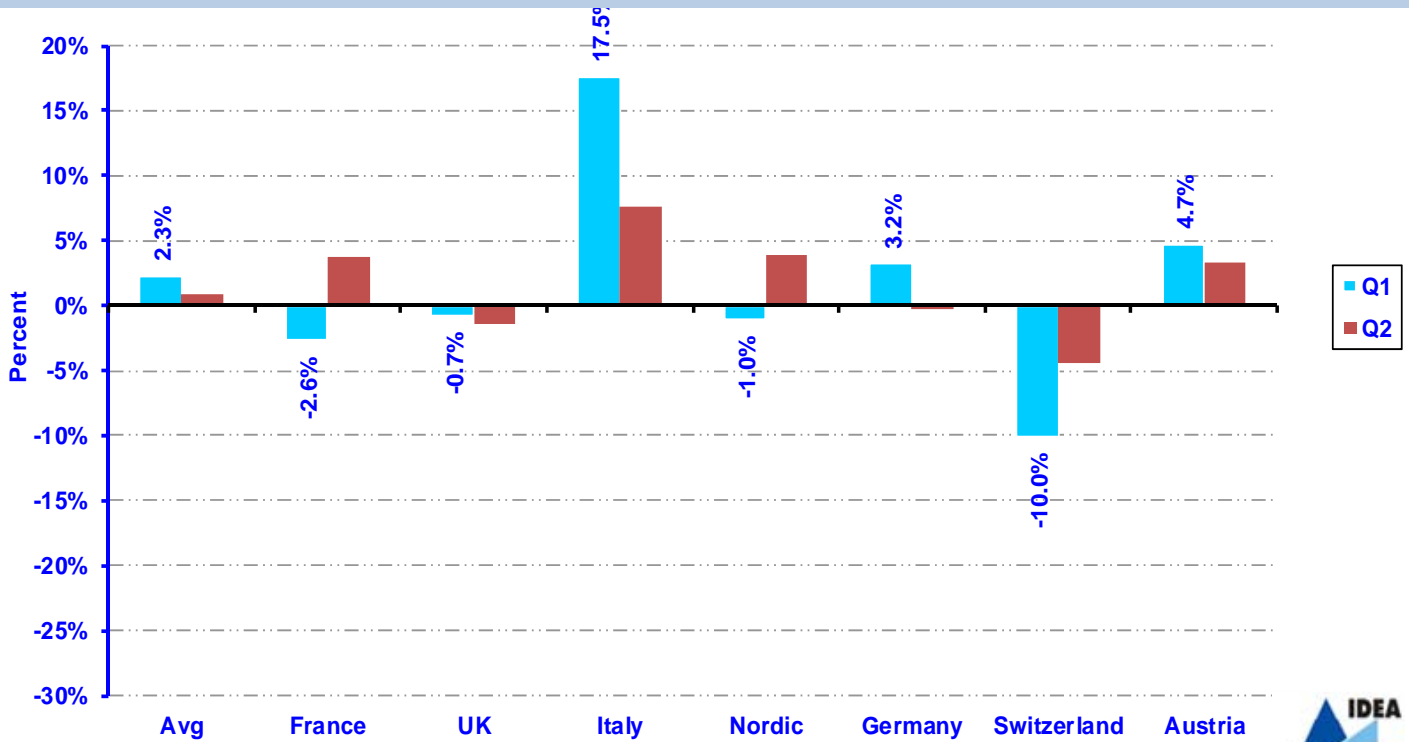
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2ND QTR. 2016 EMECH COMPONENTS YTD Bookings Trend

Graphic E5

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



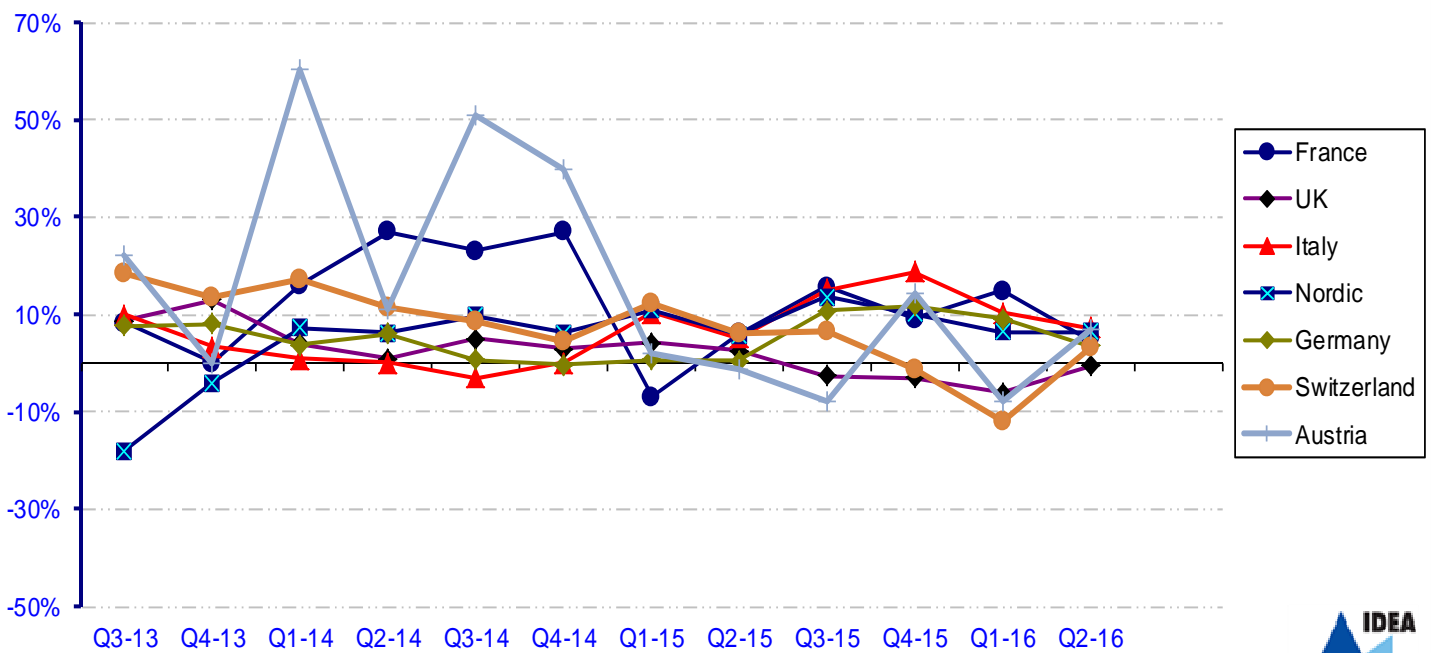
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2ND QTR. 2016 EMECH TENDENTIAL INDEX BY COUNTRY( Q/Qy-1)

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	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16
All	Semis	Bookings	1,086	1,096	1,242	1,184	1,188	1,198	1,324	1,266
		Billings	1,098	1,072	1,237	1,199	1,235	1,131	1,327	1,263
	Passives	Bookings	218	221	242	229	224	234	266	252
		Billings	223	211	241	232	230	220	254	253
	Emech/Other	Bookings	336	349	379	359	348	358	388	357
		Billings	339	316	366	353	363	339	380	364
	Totals	Bookings	1,640	1,666	1,863	1,773	1,760	1,789	1,978	1,875
		Billings	1,661	1,599	1,844	1,783	1,827	1,690	1,961	1,880
Country	Category	Activity	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16
France	Semis	Bookings	109	128	149	130	124	123	160	149
		Billings	109	117	145	141	129	125	153	141
	Passives	Bookings	21	23	26	24	22	23	32	29
		Billings	21	22	27	25	23	22	29	29
	Emech/Other	Bookings	32	36	38	35	36	33	37	39
		Billings	32	33	34	35	37	36	39	37
	Totals	Bookings	162	187	213	189	182	179	229	216
		Billings	162	172	206	201	189	183	220	207
Country	Category	Activity	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16
UK	Semis	Bookings	163	164	174	156	154	156	164	171
		Billings	164	158	169	155	166	149	174	173
	Passives	Bookings	40	41	44	39	37	37	43	41
		Billings	42	41	43	41	39	36	40	40
	Emech/Other	Bookings	111	108	120	112	108	102	119	109
		Billings	109	101	115	108	107	98	108	107
	Totals	Bookings	314	313	338	307	299	295	326	322
		Billings	329	300	327	304	312	284	323	320
Country	Category	Activity	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16
Italy	Semis	Bookings	136	159	180	179	157	190	219	179
		Billings	139	146	176	188	163	162	207	191
	Passives	Bookings	28	32	39	36	30	38	44	38
		Billings	30	26	38	36	32	31	42	41
	Emech/Other	Bookings	33	37	41	42	36	46	48	41
		Billings	32	32	41	41	37	38	45	44
	Totals	Bookings	197	228	260	256	223	274	311	258
		Billings	201	204	255	265	231	231	294	277
Country	Category	Activity	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16
Nordic	Semis	Bookings	81	89	104	80	93	94	94	98
		Billings	85	87	114	81	100	90	97	96
	Passives	Bookings	8	9	10	8	8	9	9	8
		Billings	9	8	10	8	8	8	9	8
	Emech/Other	Bookings	23	29	30	26	26	29	30	29
		Billings	24	24	29	28	28	27	31	30
	Totals	Bookings	113	127	144	114	127	132	132	135
		Billings	118	120	153	117	135	125	137	134
Country	Category	Activity	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16
Germany	Semis	Bookings	513	470	545	547	566	541	586	565
		Billings	519	483	542	539	580	519	599	567
	Passives	Bookings	110	106	109	109	114	112	122	121
		Billings	111	103	111	109	114	109	119	119
	Emech/Other	Bookings	122	124	134	128	125	131	138	123
		Billings	125	112	129	125	138	125	141	129
	Totals	Bookings	745	700	788	783	805	784	847	809
		Billings	754	697	783	773	832	753	859	816
Country	Category	Activity	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16
Switzerland	Semis	Bookings	46	48	50	55	51	50	56	53
		Billings	46	45	51	52	55	47	53	50
	Passives	Bookings	6	5	7	7	7	7	8	7
		Billings	6	5	7	7	7	7	7	8
	Emech/Other	Bookings	8	7	9	8	8	8	8	8
		Billings	8	7	9	8	8	7	8	8
	Totals	Bookings	59	60	67	70	66	65	72	69
		Billings	59	57	68	68	71	61	69	66
Country	Category	Activity	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16
Austria	Semis	Bookings	38	37	40	39	43	44	45	51
		Billings	36	35	39	42	42	40	44	45
	Passives	Bookings	5	5	6	6	6	8	7	7
		Billings	5	5	6	6	6	6	7	8
	Emech/Other	Bookings	7	8	8	8	9	9	8	8
		Billings	9	7	9	8	8	8	8	9
	Totals	Bookings	50	50	53	53	58	60	60	66
		Billings	51	47	53	56	57	54	59	61