



Q2-2017 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) 2016	Summation of Association Members Returns 2016	Approx. Share of DTAM (Distribution Total Available Market) represented by Association's Members 2016
France	SPDEI	€1166 Mill	€874 Mill	75%
UK	ecsn/afdec	€1367 Mill	€1148 Mill	84%
Italy	ASSODEL	€1388 Mill	€1041 Mill	75%
Nordic	Via ecsn/afdec	€1679 Mill	€638 Mill	38%
Germany	FBDI	€4460 Mill	€3209 Mill	72%
Switzerland	FBDI	€473 Mill	€265 Mill	56%
Austria	FBDI	€394 Mill	€234 Mill	59%

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 2016 average rates are: UK Pound/€0.8189, Danish Krona/€7.4455, Norwegian Krona/€9.2961, Swedish Krona/€9.4678.

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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16		Data input by Country and Component The Data supplied by contributing Associations used to produce this Graphics Package.

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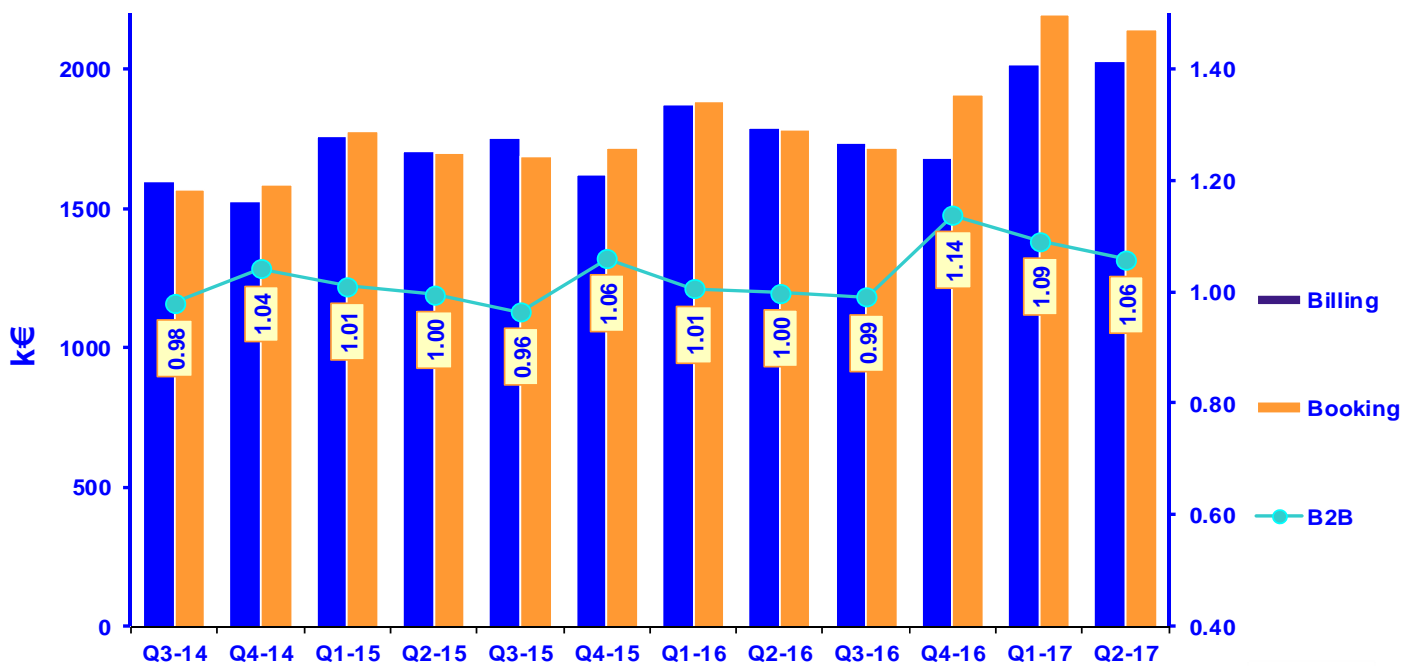
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<http://www.ideaelectronics.com/>

2ND QTR. 2017 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



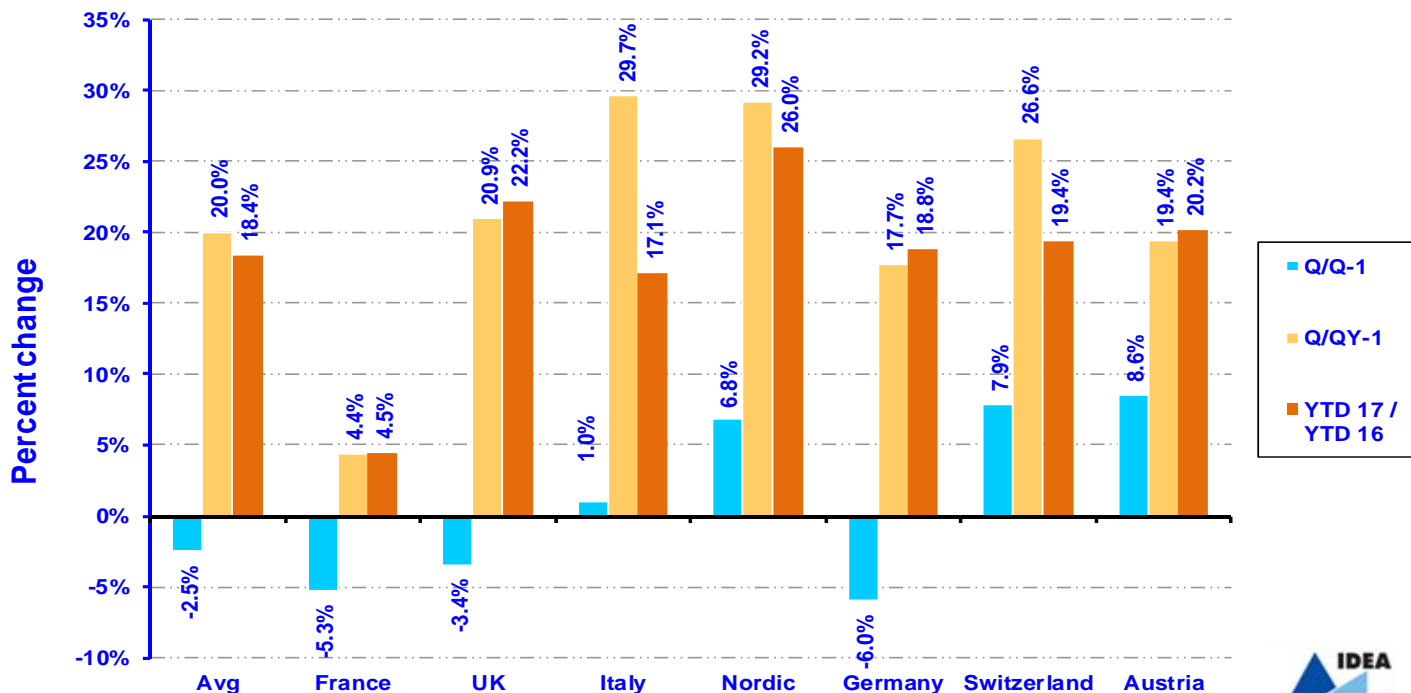
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2ND QTR. 2017 TOTAL COMPONENTS Booking Trend

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 17/16



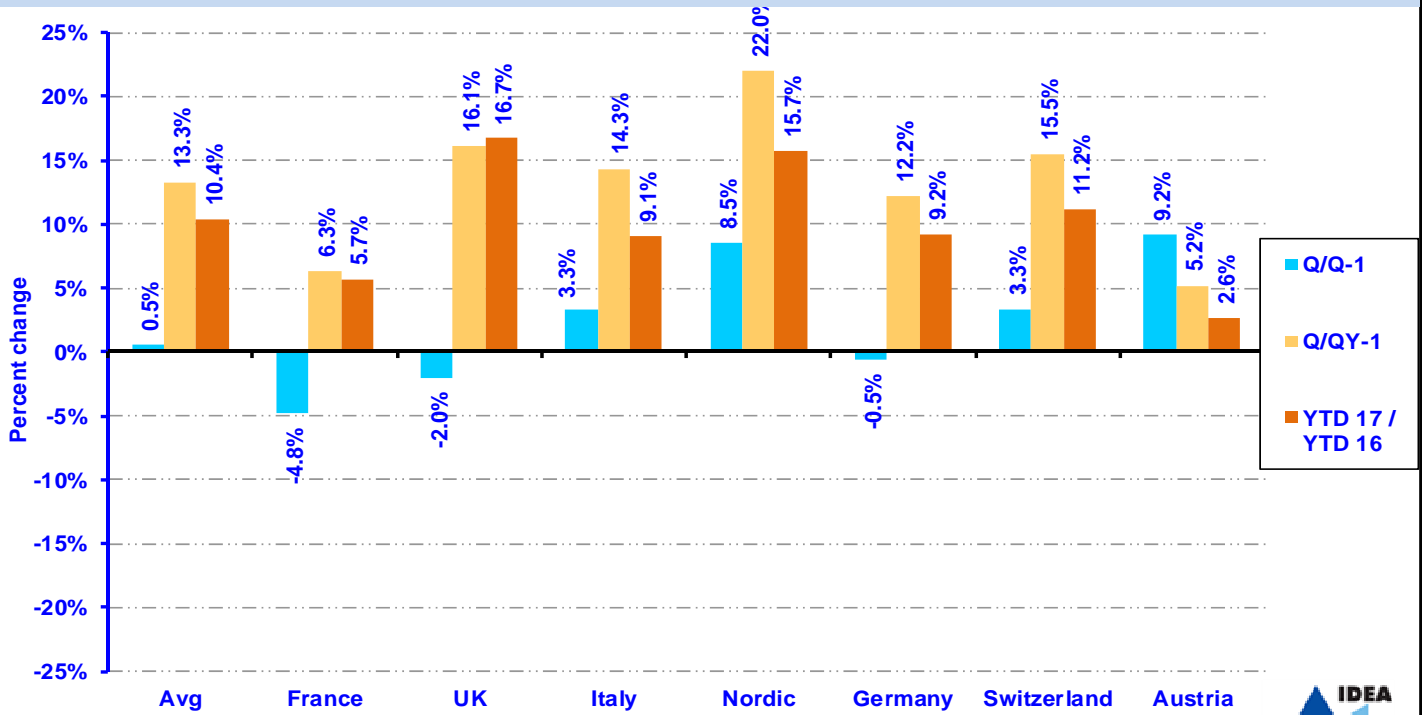
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2ND QTR. 2017 **TOTAL COMPONENTS Billing Trend**

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 17/16



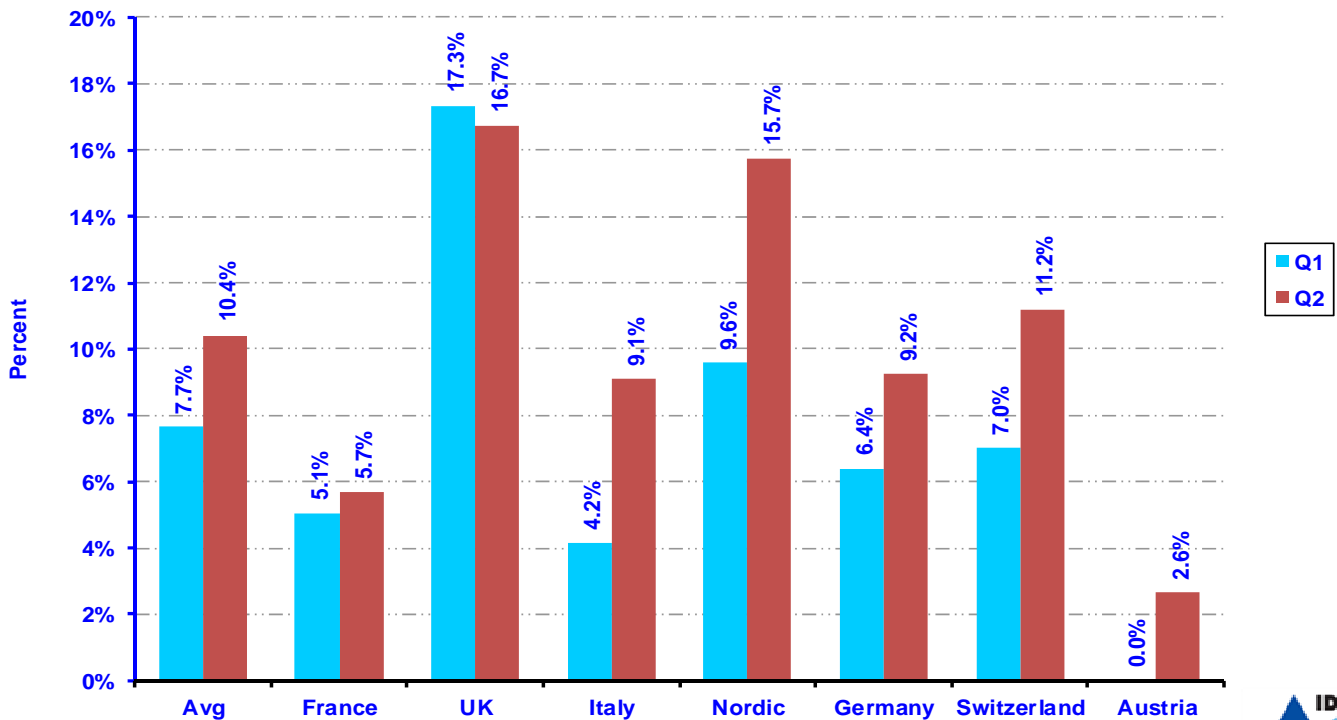
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2ND QTR. 2017 **TOTAL COMPONENTS YTD Billings Trend**

Graphic T4

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



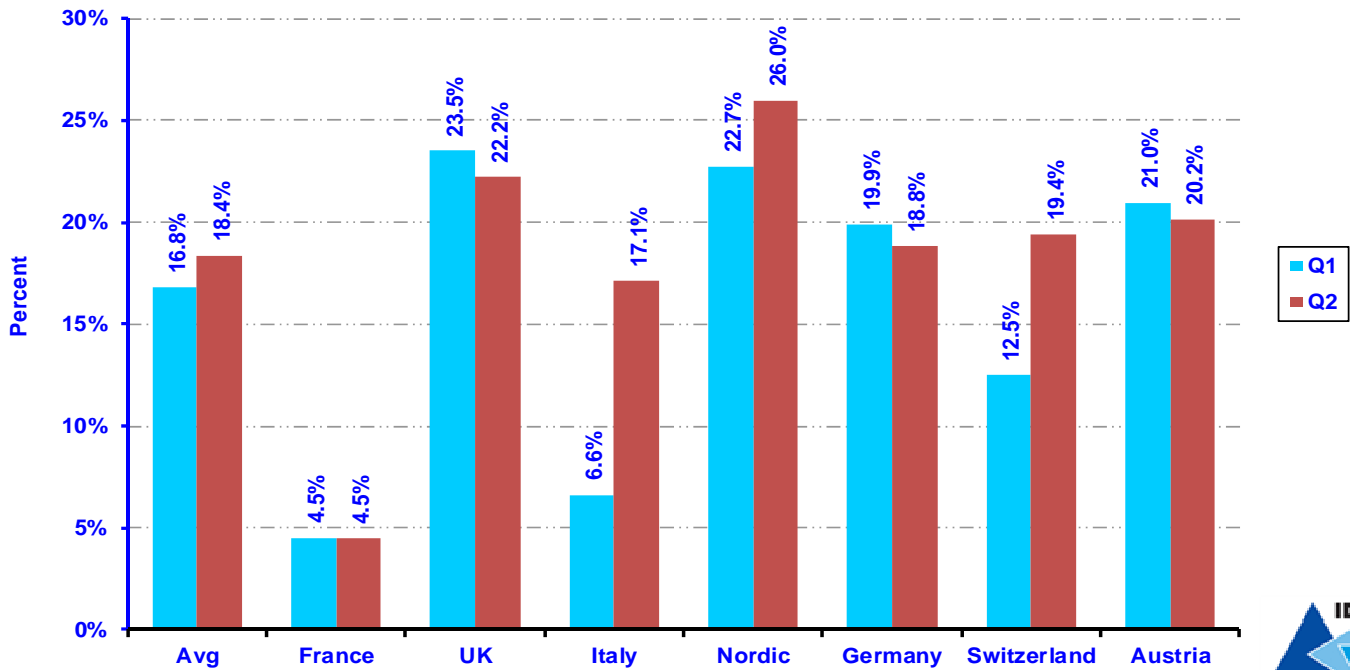
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2ND QTR. 2017 **TOTAL COMPONENTS YTD Bookings Trend**

Graphic T5

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

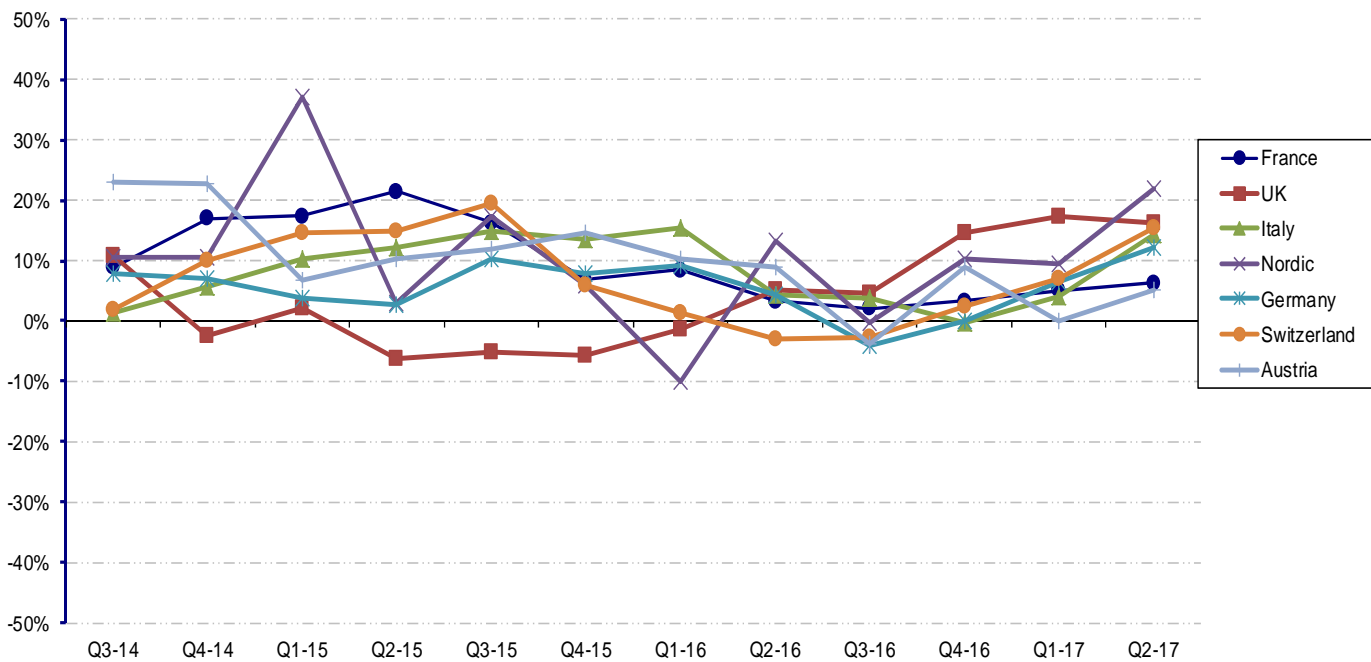


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2ND QTR. 2017 **TOTAL COMPONENTS TENDENTIAL INDEX BY COUNTRY(Q,QY-1)** Graphic T6

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

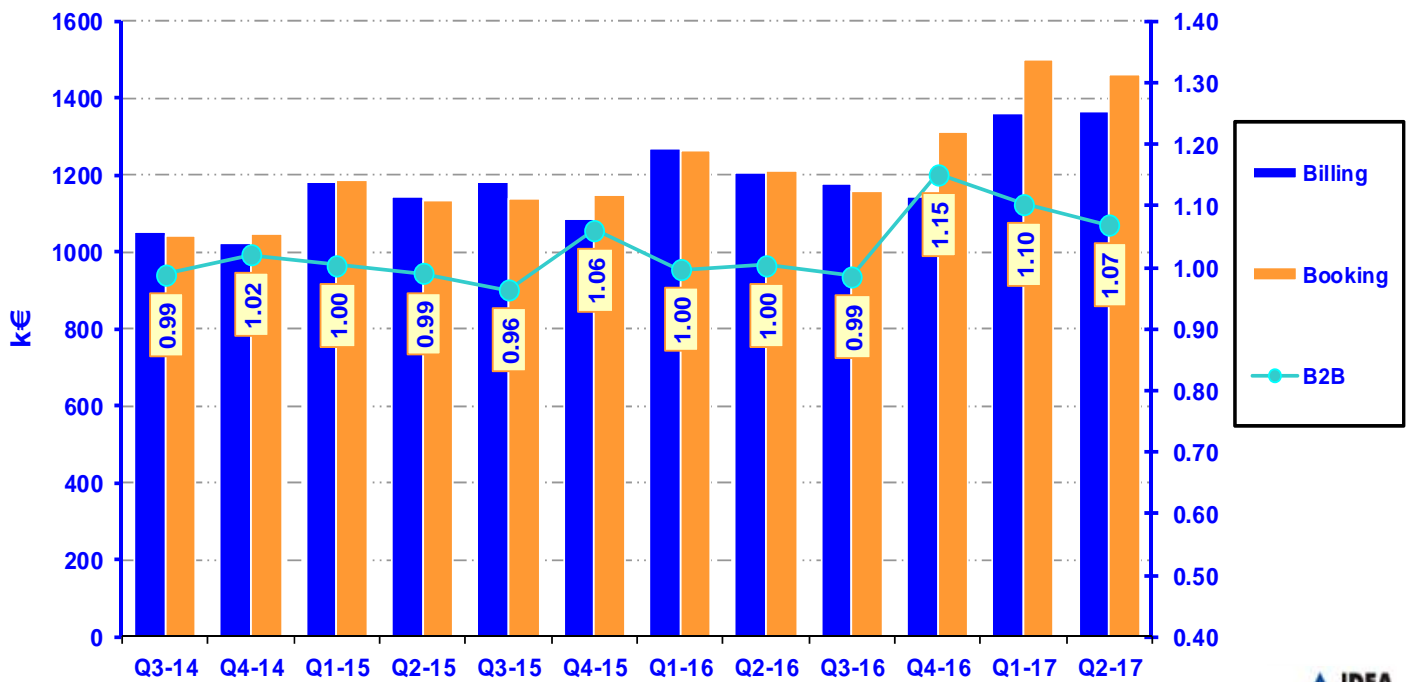


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2ND QTR. 2017 SEMICONDUCTOR bookings, billings & book:bill ratio Graphic S1

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

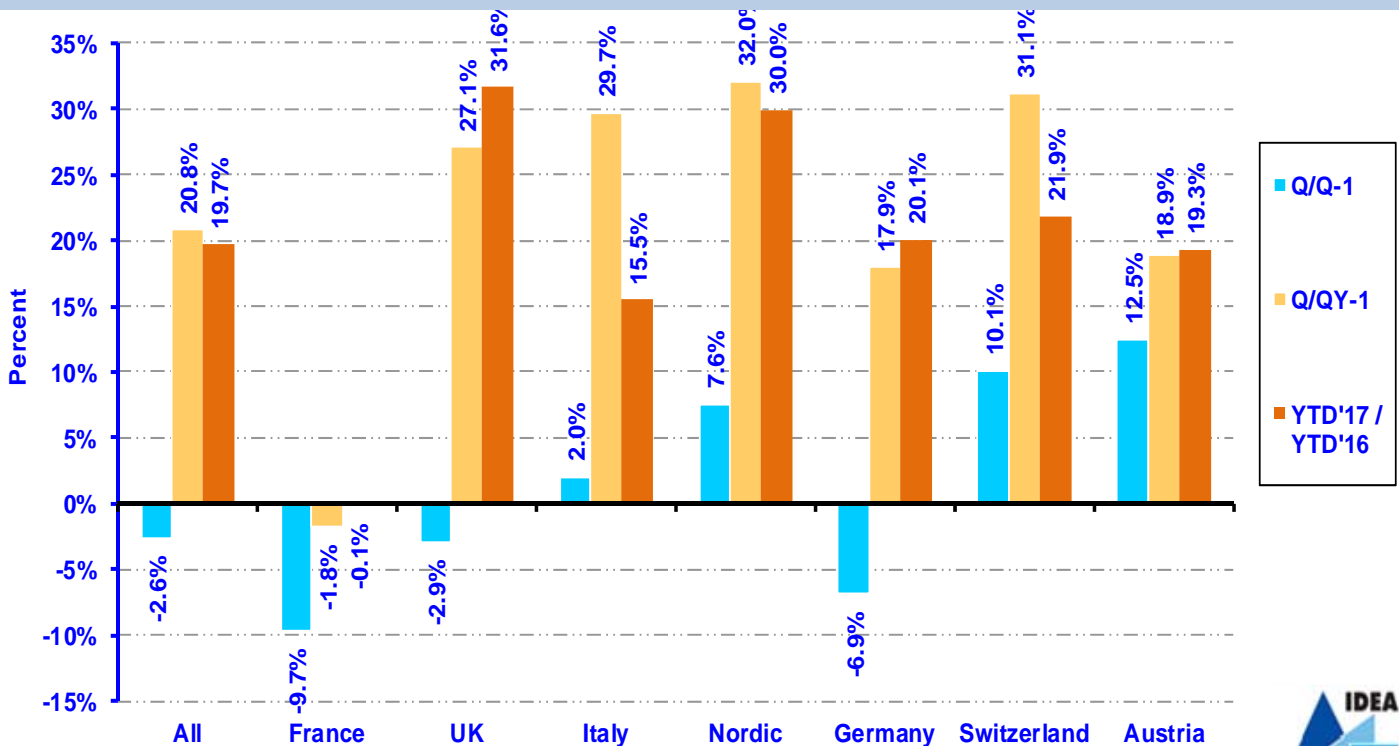


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2ND QTR 2017 SEMICONDUCTOR Booking Trend Graphic S2

Distribution orders for semiconductors by country compared with the prior quarter (Q/Q1) and the same quarter prior year (Q/QY-1) and YTD 17 / YTD 16



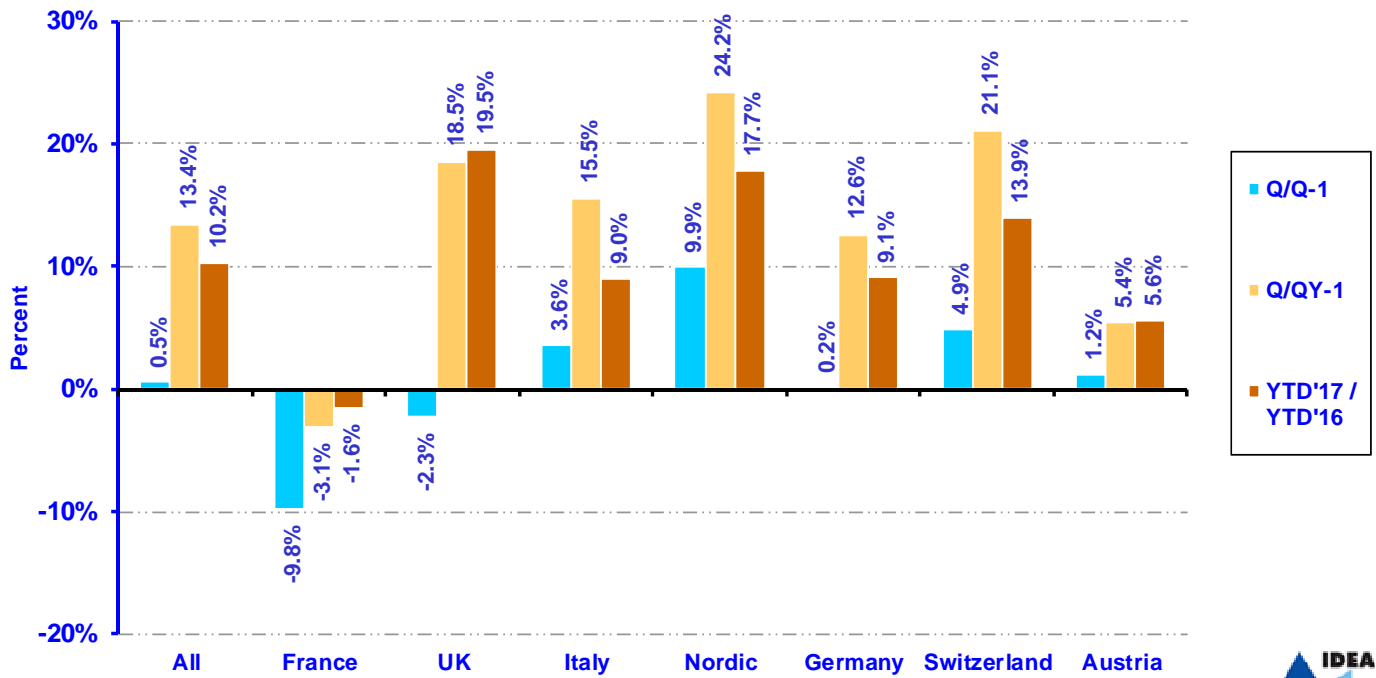
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2ND QTR 2017 SEMICONDUCTOR Billing Trend

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 17 / 16



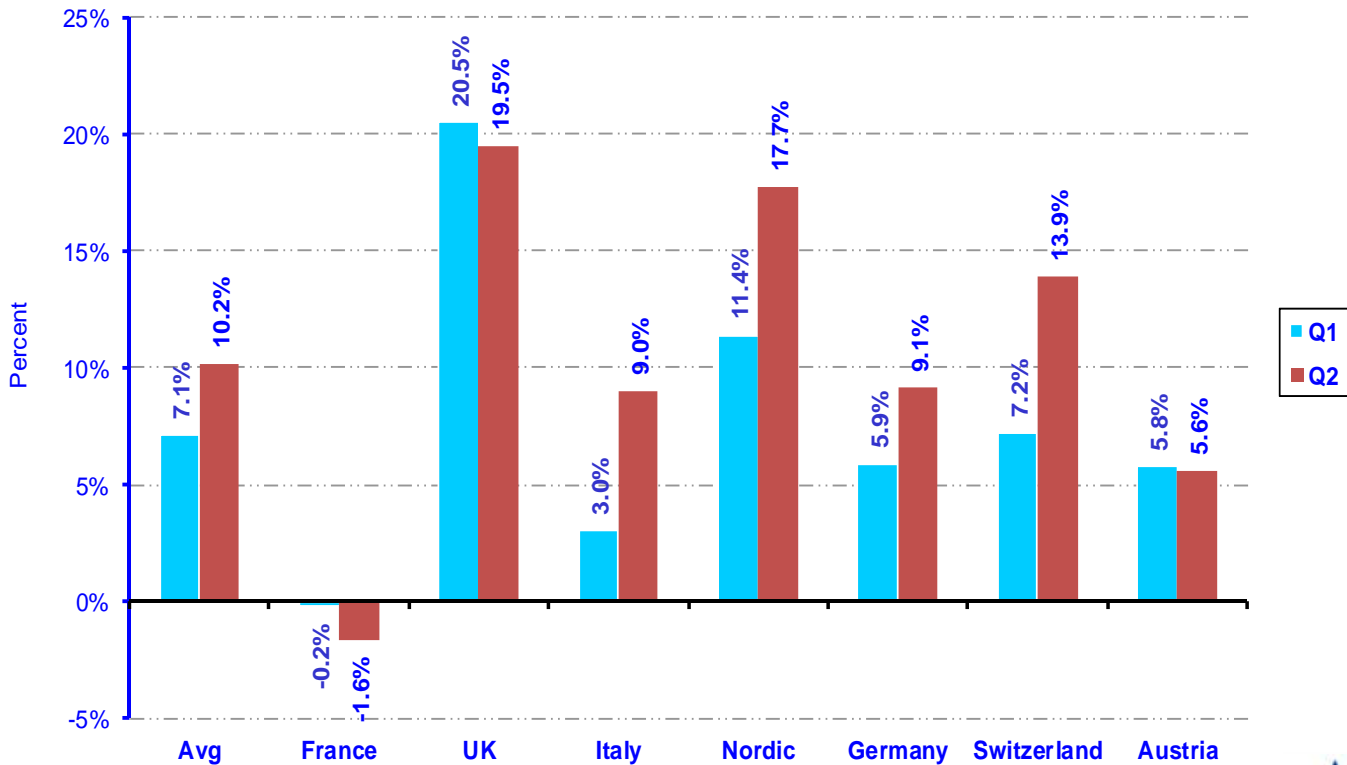
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2ND QTR. 2017 SEMICONDUCTOR YTD BILLING TREND

Graphic S4

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



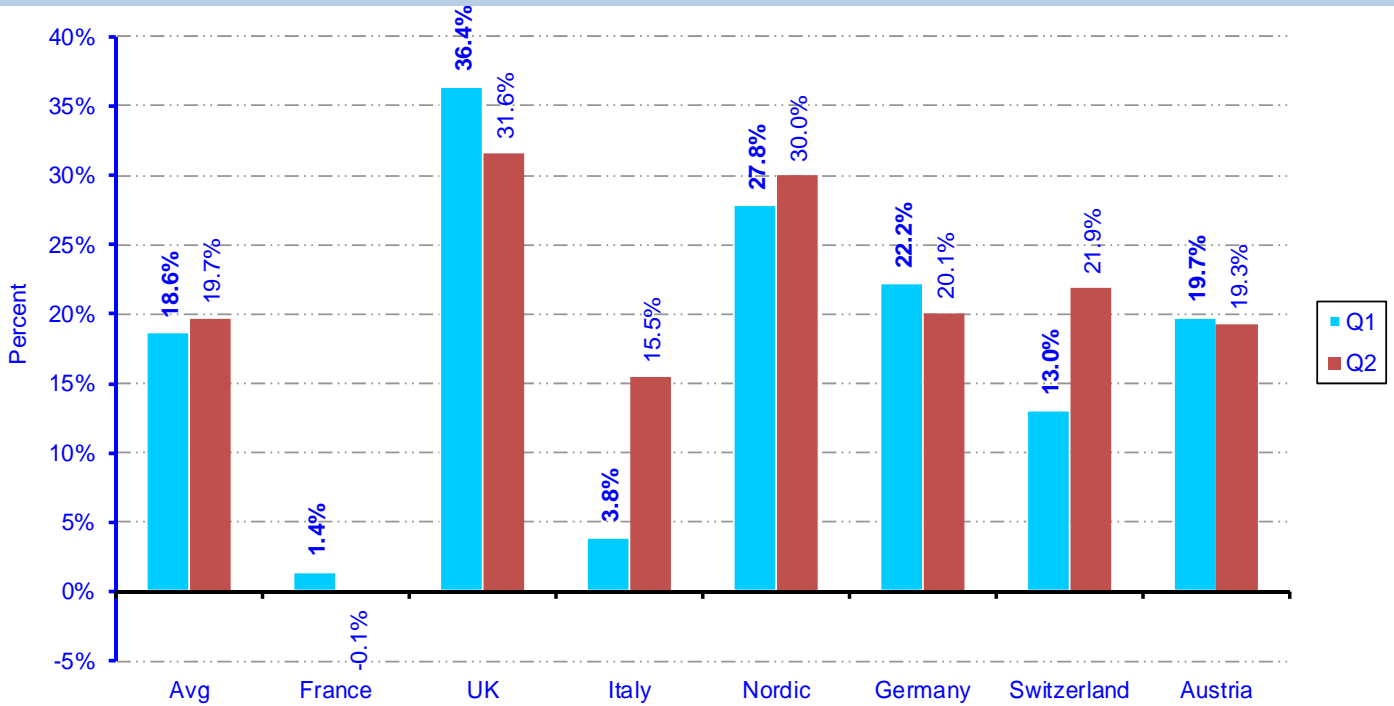
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2ND QTR. 2017 SEMICONDUCTOR YTD BOOKING TREND

Graphic S5

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



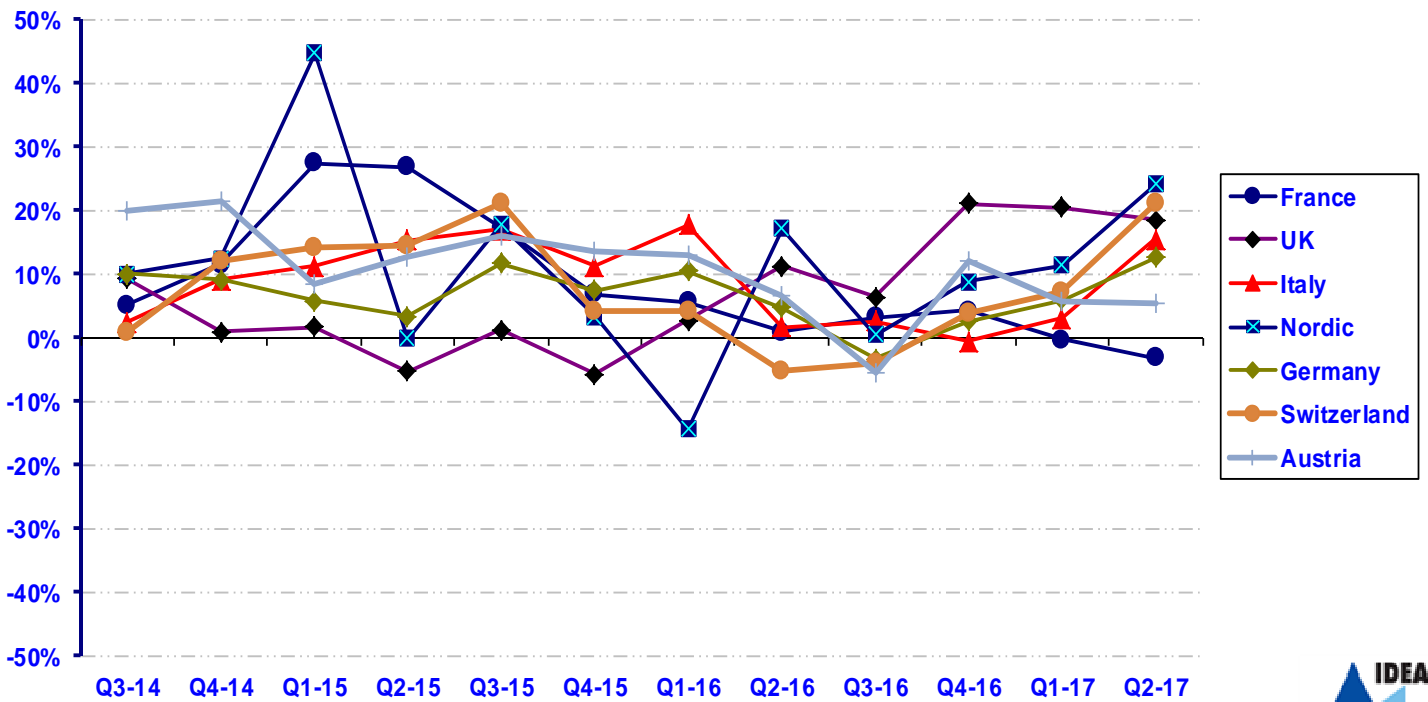
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2ND QTR. 2017 SEMICONDUCTOR TENDENTIAL INDEX (Q/Qy-1)

Graphic S6

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



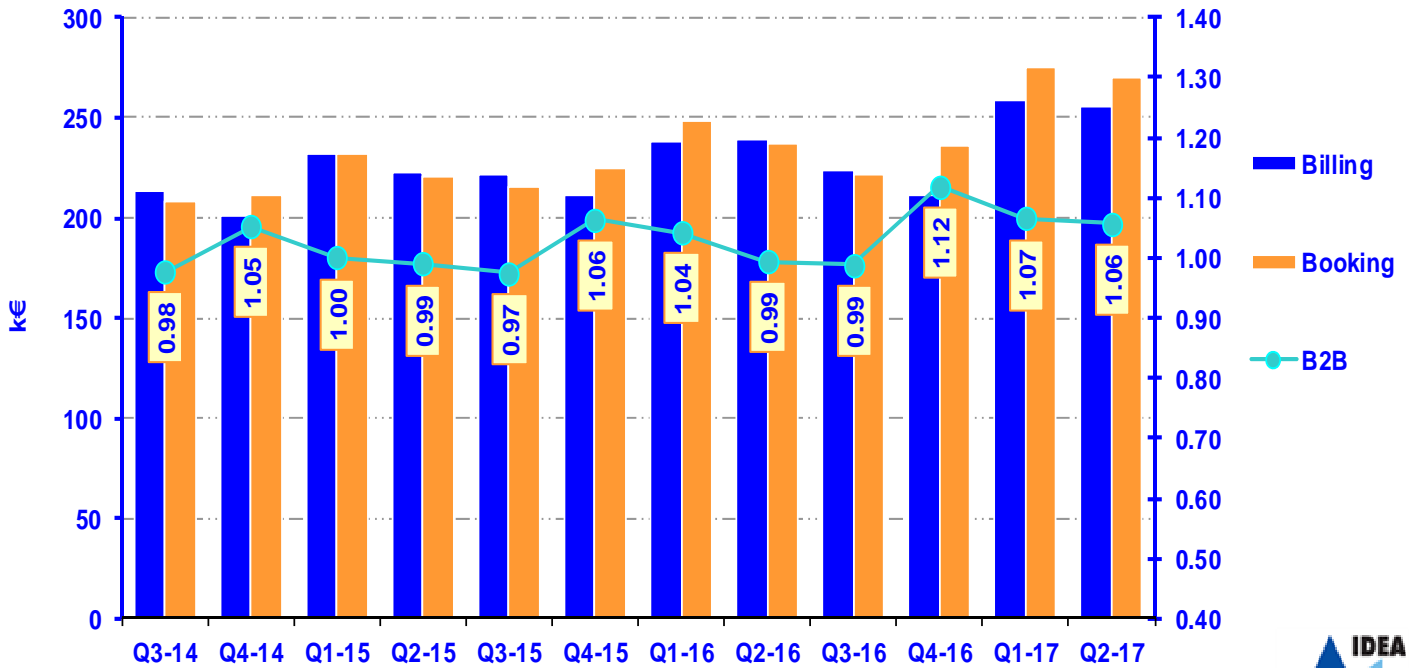
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2ND QTR. 2017 **PASSIVES** booking, billing & book:bill ratio

Graphic P1

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



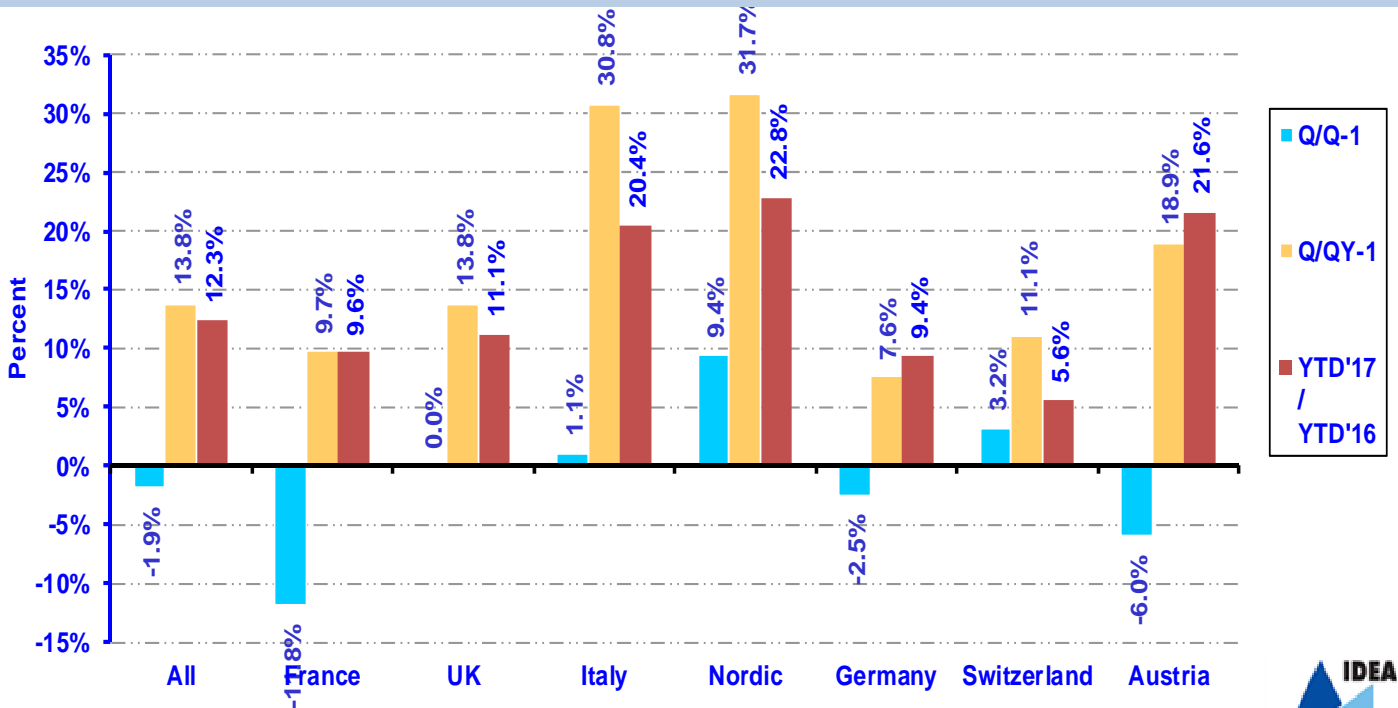
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2ND QTR. 2017 **PASSIVE COMPONENTS** Booking Trend

Graphic P2

Distribution orders for passive components by country comparing Q1 2017 with the prior quarter (Q/Q-1) and the same quarter prior year (Q/QY-1)



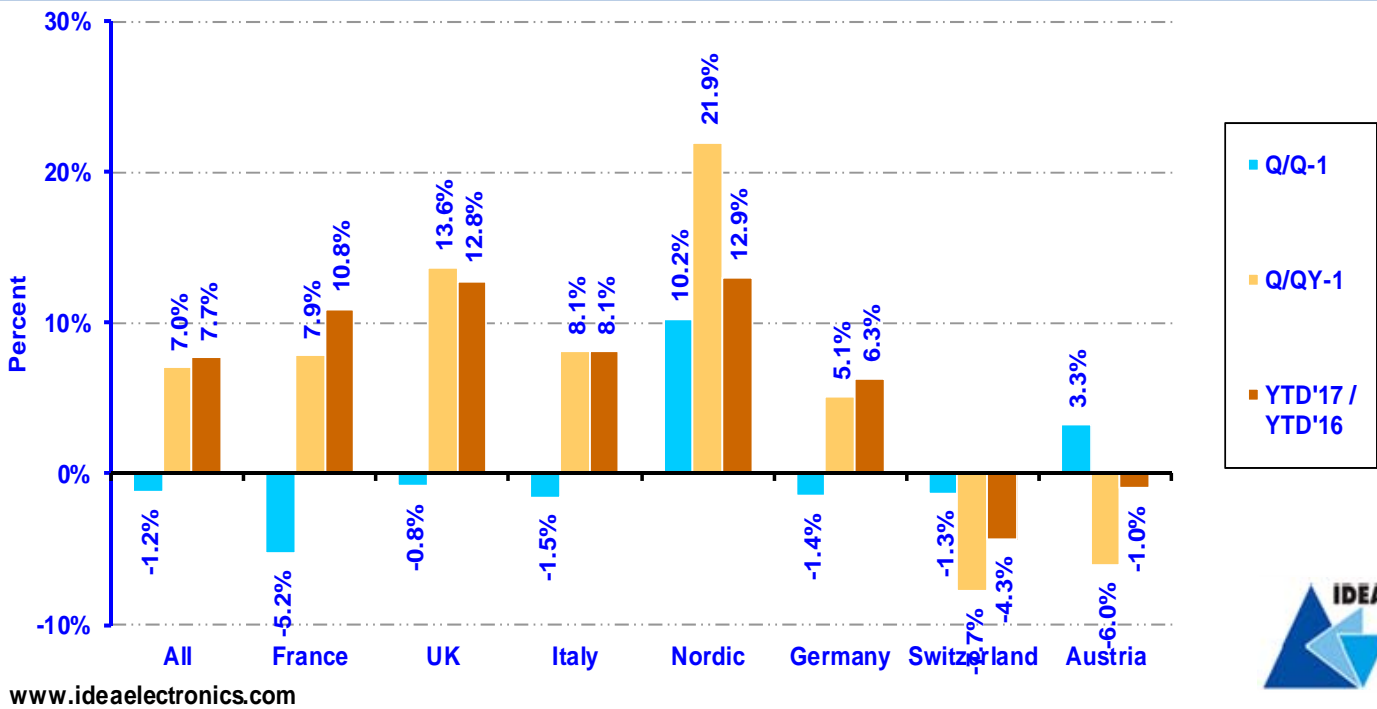
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2ND QTR. 2017 PASSIVE COMPONENTS Billings Trend

Graphic P3

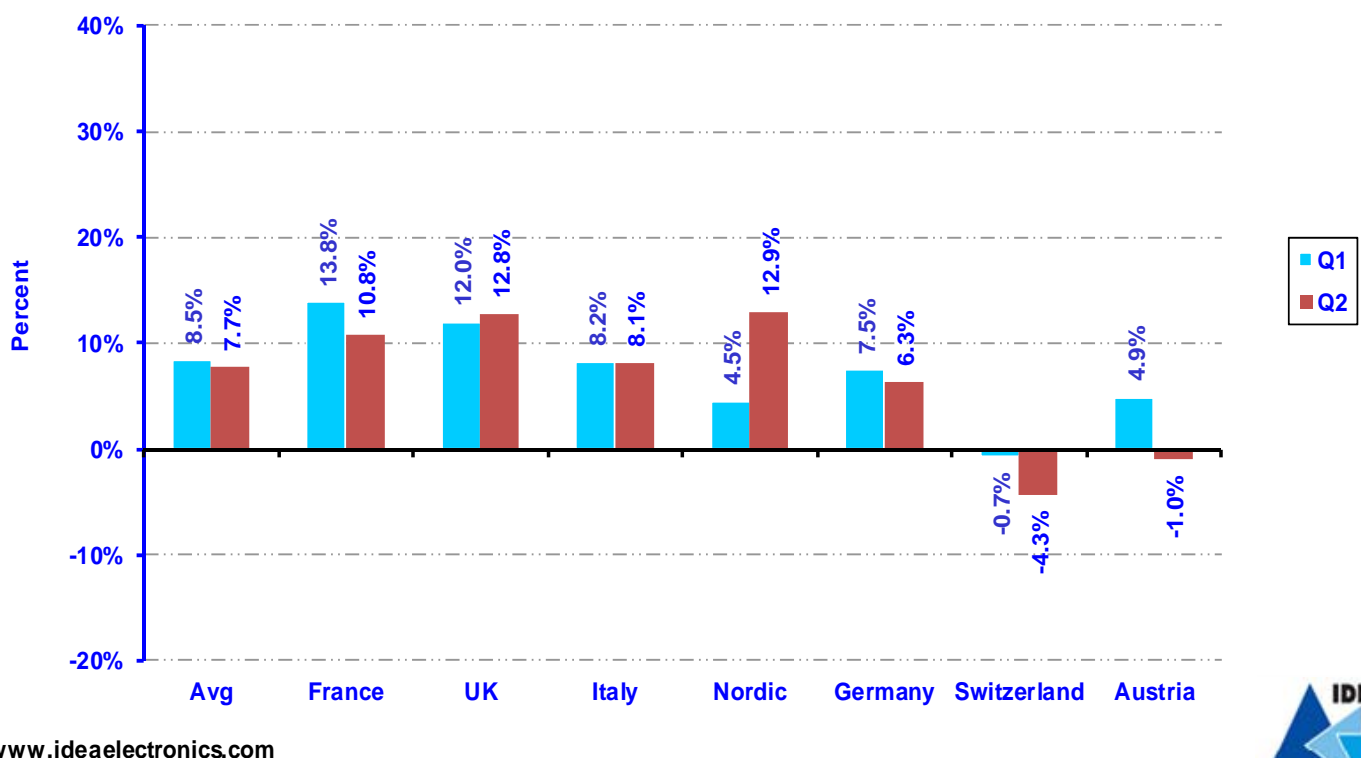
Distribution sales for passive components by country comparing Q1 2017 with the prior quarter (Q/Q-1) and the same quarter prior year (Q/QY-1)



2ND QTR. 2017 PASSIVES YTD Billings Trend

Graphic P4

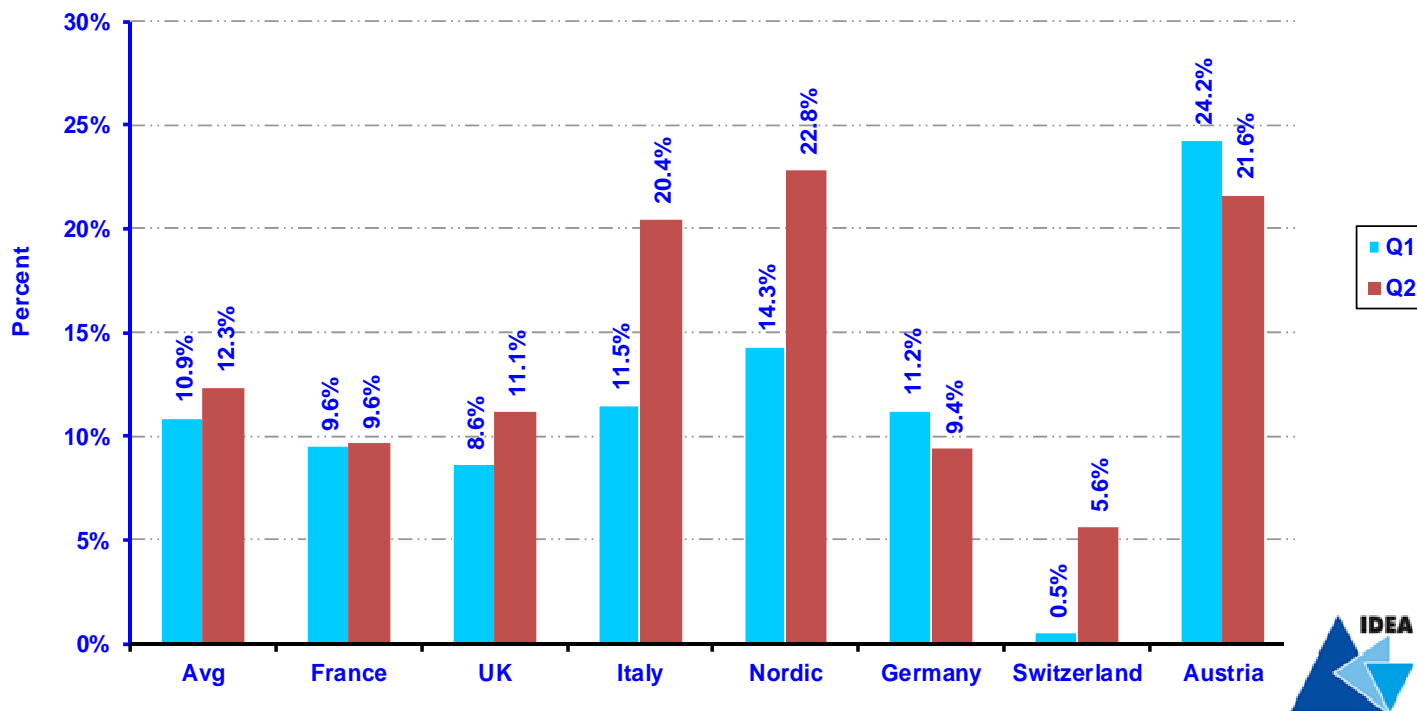
Cumulative sales of Passive components through distribution by country for the current year showing the growth/decline % compared with the same period prior year



2ND QTR. 2017 **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



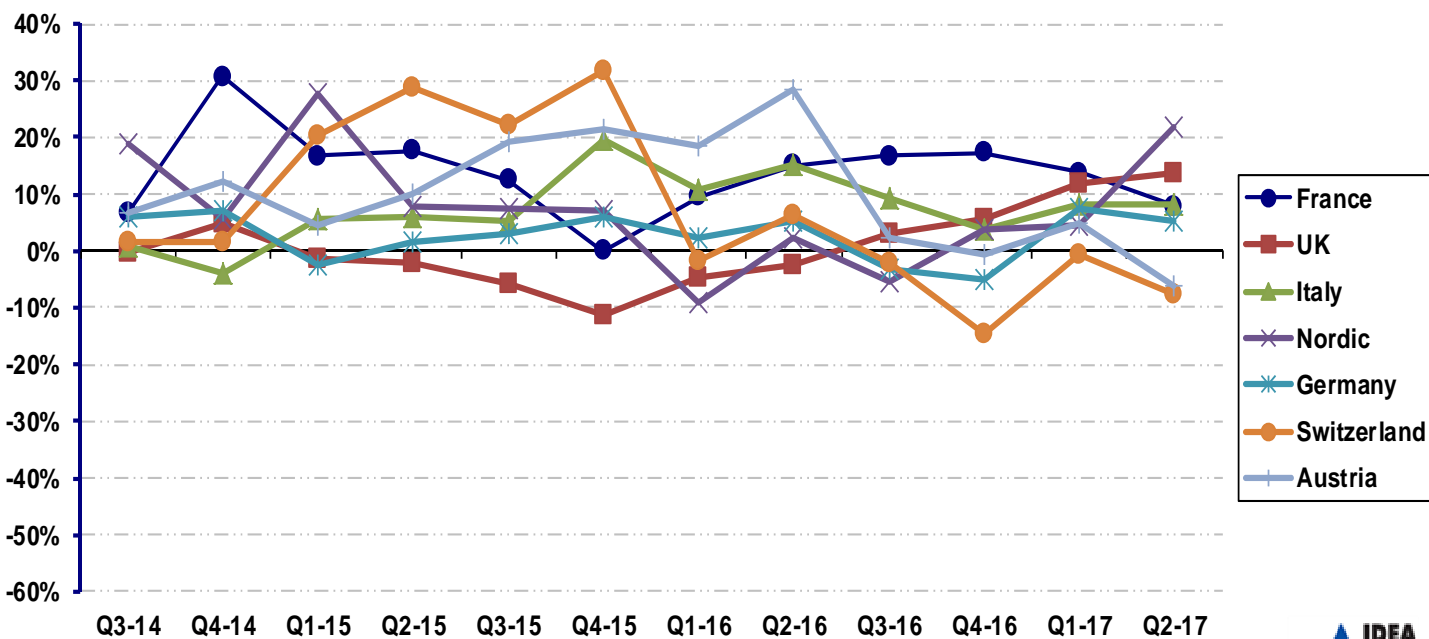
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2ND QTR. 2017 **PASSIVES TENDENTIAL INDEX BY COUNTRY(Q/Qy-1)**

Graphic P6

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



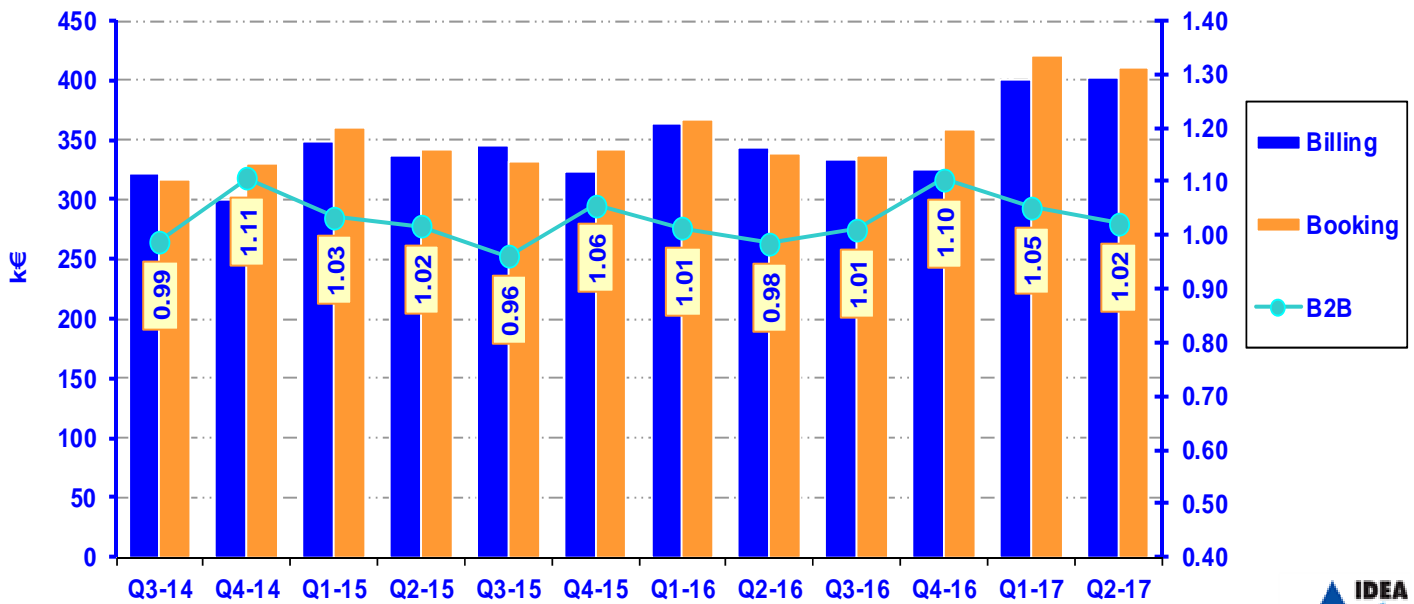
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2ND QTR. 2017 EMECH COMPONENTS booking, billing & book:bill ratio

Graphic E1

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



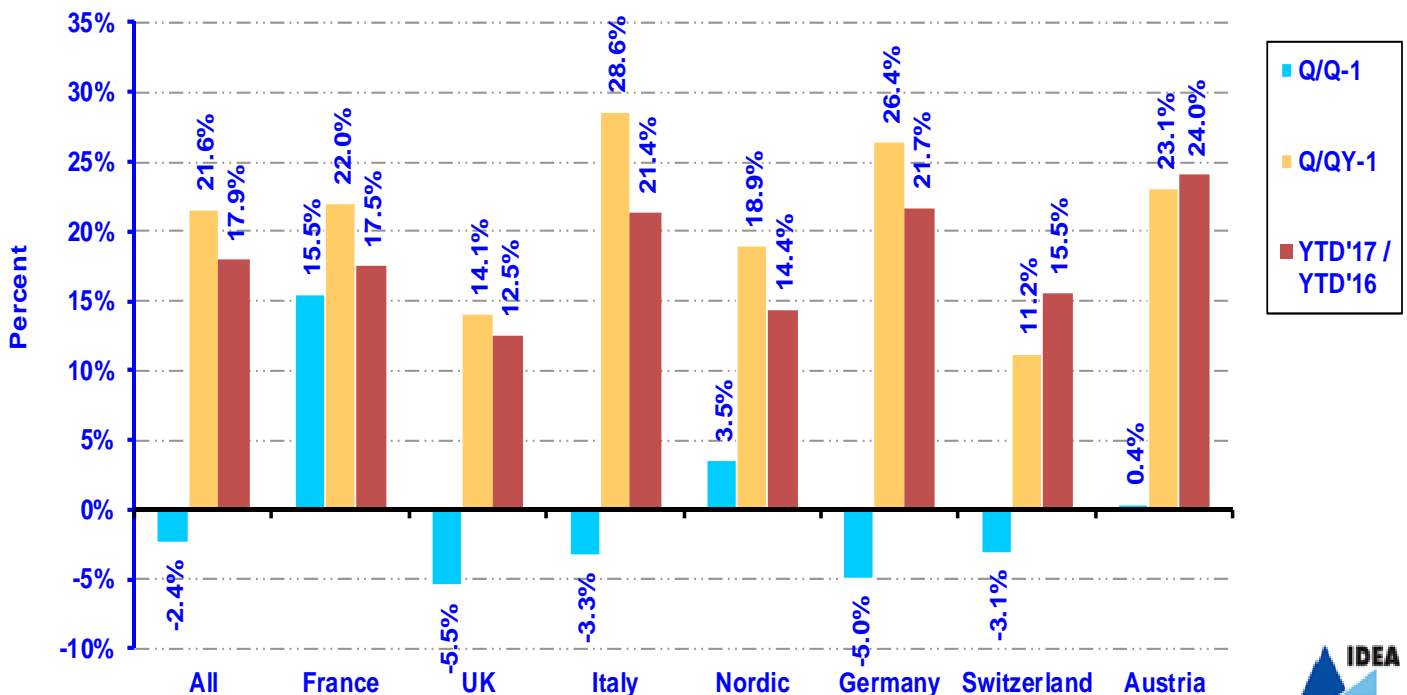
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2ND QTR. 2017 EMECH COMPONENTS Booking Trend

Graphic E2

Distribution orders for passive components by country comparing Q1 2017 with the prior quarter (Q/Q-1) and the same quarter prior year (Q/QY-1)



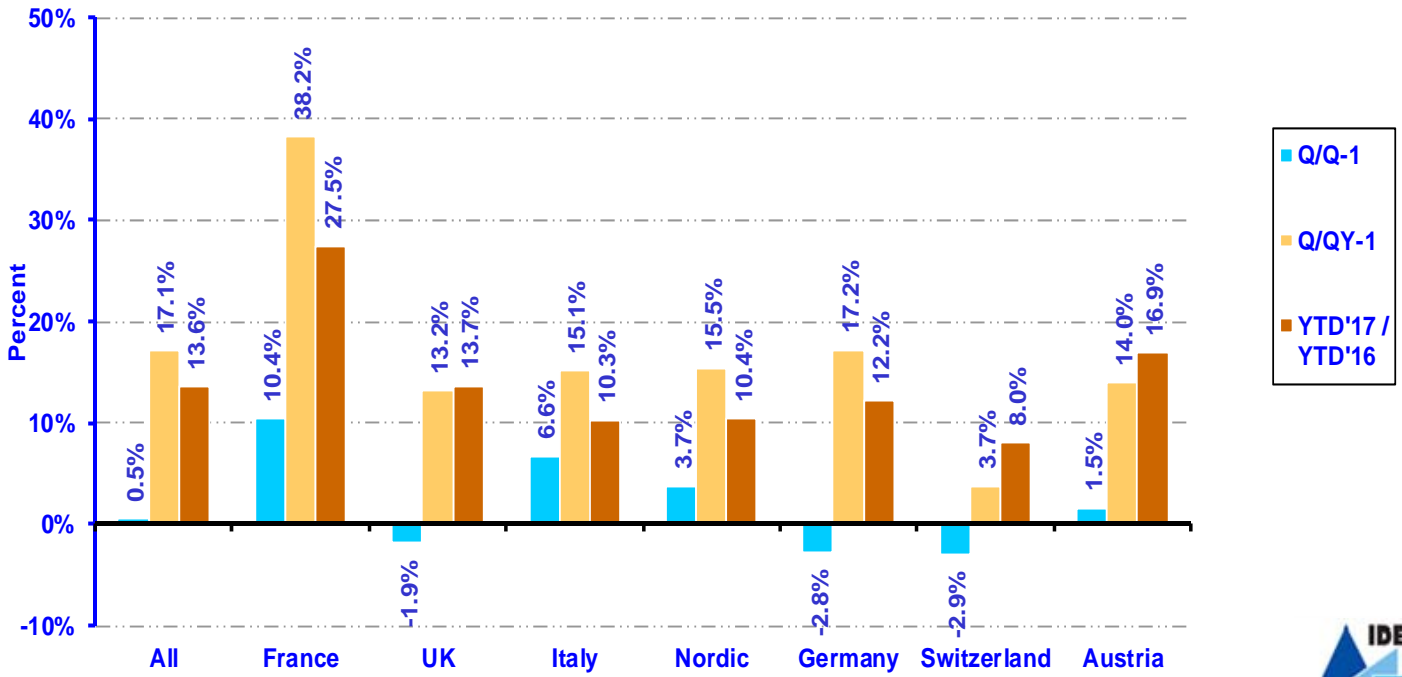
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2ND QTR. 2017 EMECH COMPONENTS Billings Trend

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



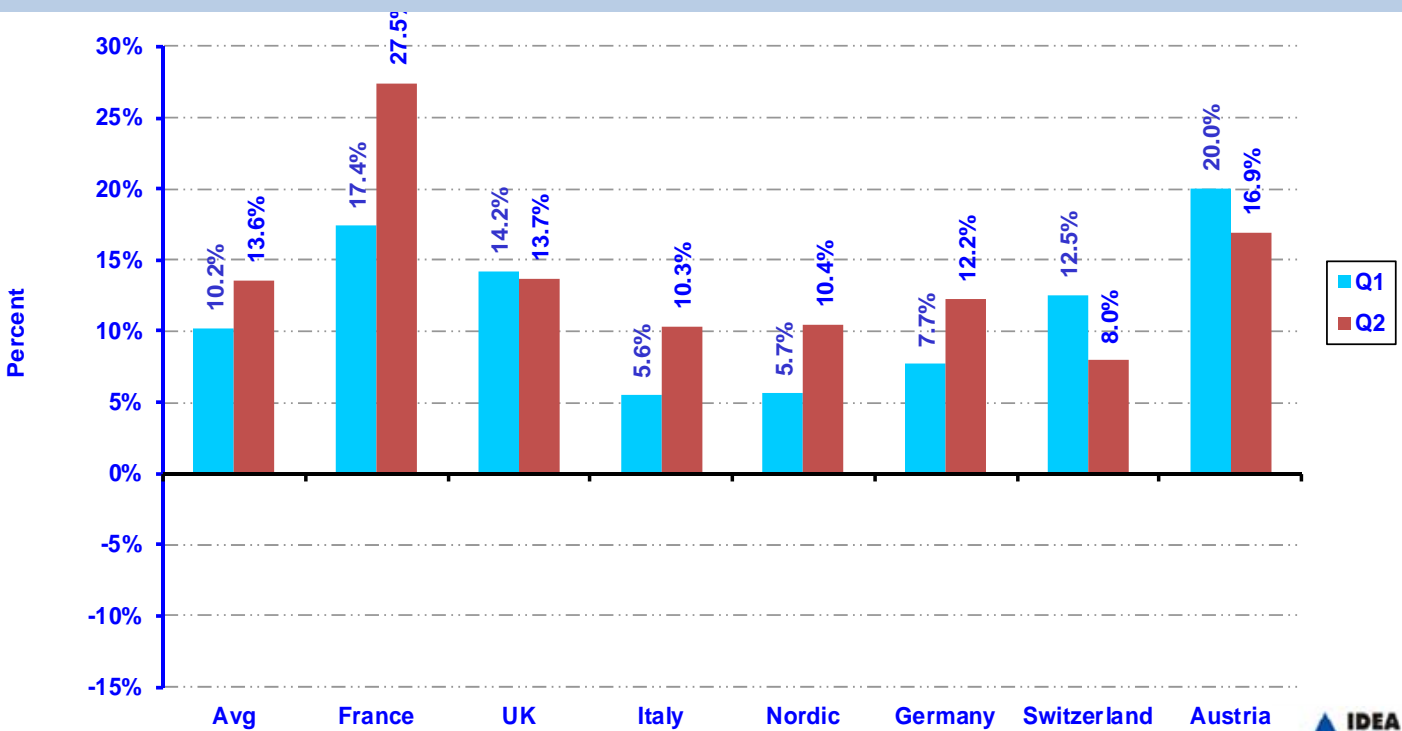
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2ND QTR. 2017 EMECH COMPONENTS YTD Billings Trend

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



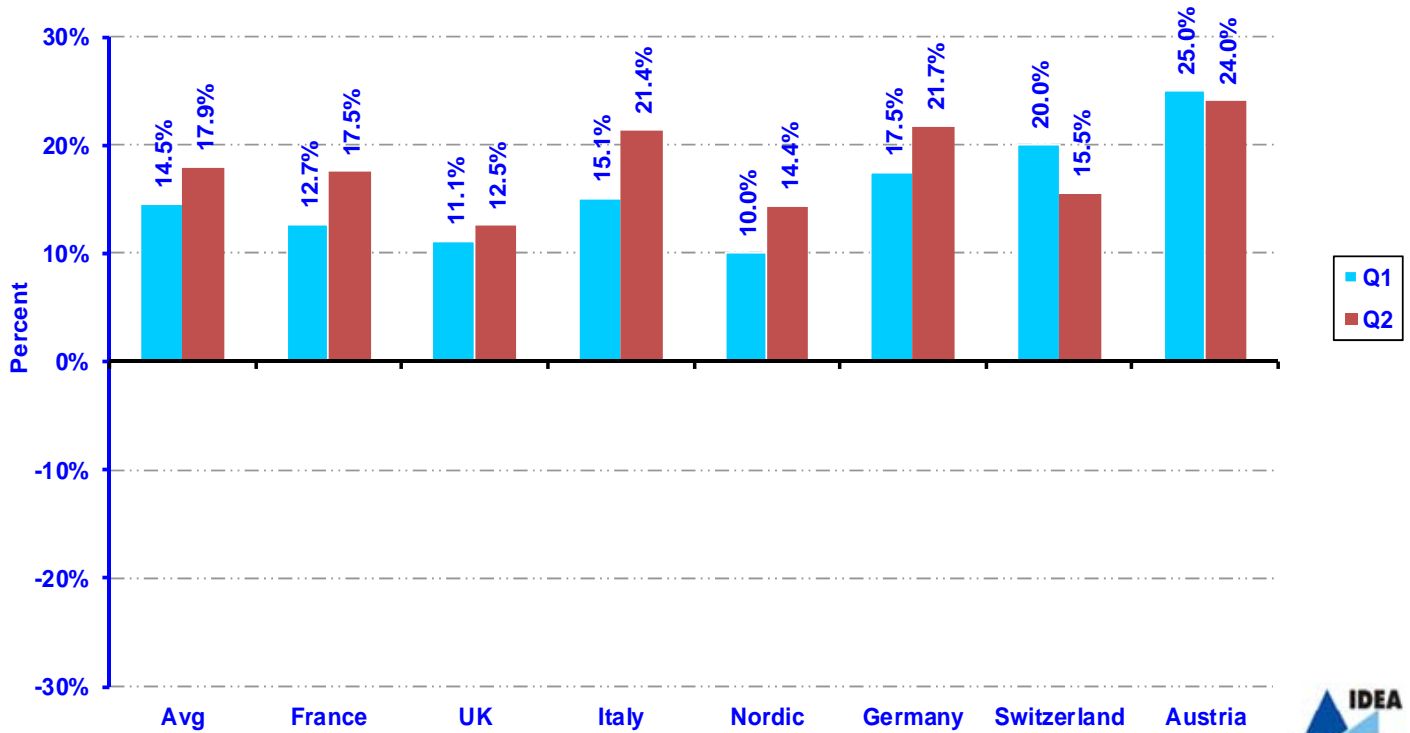
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2ND QTR. 2017 EMECH COMPONENTS YTD Bookings Trend

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



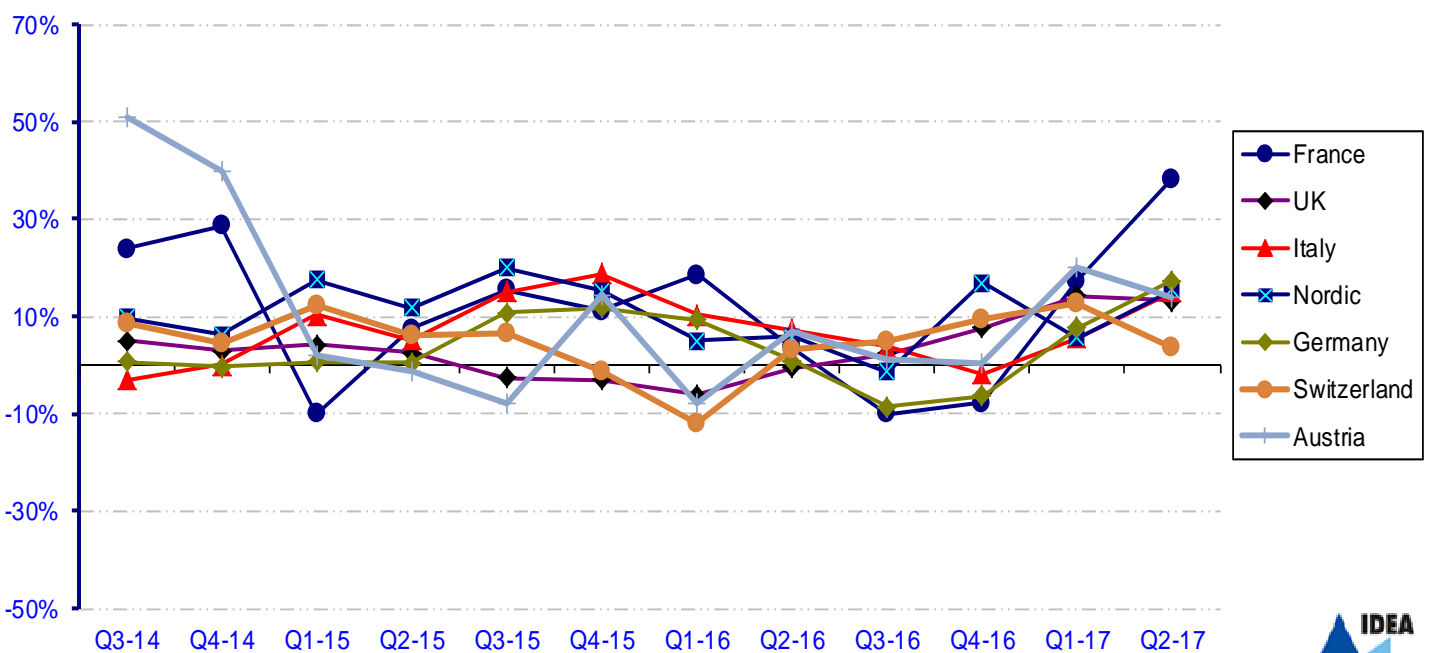
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2ND QTR. 2017 EMECH TENDENTIAL INDEX BY COUNTRY(Q/Qy-1)

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	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
All	Semis	Bookings	1,140	1,149	1,265	1,209	1,159	1,314	1,500	1,461
		Billings	1,182	1,083	1,269	1,205	1,176	1,142	1,359	1,367
	Passives	Bookings	216	225	248	238	222	236	276	270
		Billings	221	212	238	239	224	211	259	256
	Emech/Other	Bookings	331	341	367	338	337	358	421	411
		Billings	345	323	363	343	334	324	400	402
	Totals	Bookings	1,686	1,715	1,881	1,784	1,718	1,908	2,197	2,142
		Billings	1,749	1,618	1,870	1,787	1,734	1,677	2,018	2,024
Country	Category	Activity	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
France	Semis	Bookings	92	91	118	110	95	106	120	108
		Billings	95	93	113	105	98	97	113	102
	Passives	Bookings	17	18	25	22	19	22	27	24
		Billings	18	17	23	23	21	20	26	25
	Emech/Other	Bookings	30	27	30	32	25	28	34	39
		Billings	30	30	32	30	27	28	38	41
	Totals	Bookings	139	136	173	164	139	155	181	171
		Billings	143	140	168	158	146	145	177	168
Country	Category	Activity	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
UK	Semis	Bookings	137	139	146	152	157	172	198	193
		Billings	147	132	154	153	157	160	186	182
	Passives	Bookings	33	33	38	37	34	36	42	42
		Billings	35	32	36	35	36	34	40	40
	Emech/Other	Bookings	96	91	105	97	96	98	117	111
		Billings	94	87	96	95	97	94	110	108
	Totals	Bookings	265	262	289	285	286	305	357	345
		Billings	277	252	286	284	289	288	336	329
Country	Category	Activity	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Italy	Semis	Bookings	157	190	219	179	165	215	227	232
		Billings	163	162	207	191	167	161	213	221
	Passives	Bookings	30	38	44	38	34	42	49	50
		Billings	32	31	42	41	35	32	45	45
	Emech/Other	Bookings	36	46	48	41	39	51	55	53
		Billings	37	38	45	44	38	37	48	51
	Totals	Bookings	223	274	311	258	237	308	331	335
		Billings	231	231	294	277	240	231	306	316
Country	Category	Activity	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Nordic	Semis	Bookings	94	95	95	99	97	110	122	131
		Billings	100	90	98	96	101	98	109	120
	Passives	Bookings	8	10	10	9	8	10	11	12
		Billings	9	9	10	9	9	9	10	11
	Emech/Other	Bookings	28	30	31	30	28	34	35	36
		Billings	29	28	33	31	29	33	35	36
	Totals	Bookings	130	134	136	138	134	154	167	179
		Billings	138	127	140	137	138	140	154	167
Country	Category	Activity	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Germany	Semis	Bookings	566	541	586	565	552	610	716	667
		Billings	580	519	599	565	561	532	635	636
	Passives	Bookings	114	112	117	118	114	114	130	127
		Billings	114	109	114	115	110	103	122	121
	Emech/Other	Bookings	125	131	137	121	132	130	161	153
		Billings	138	125	141	126	126	117	152	148
	Totals	Bookings	805	784	840	804	798	854	1007	946
		Billings	832	753	854	805	797	752	909	904
Country	Category	Activity	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Switzerland	Semis	Bookings	51	50	56	53	48	58	63	70
		Billings	55	47	53	49	53	49	57	60
	Passives	Bookings	7	7	8	7	7	7	8	8
		Billings	7	7	7	8	7	6	7	7
	Emech/Other	Bookings	8	8	8	8	8	8	10	9
		Billings	8	7	8	8	9	8	9	9
	Totals	Bookings	66	65	72	69	63	73	81	87
		Billings	71	61	68	66	69	62	73	76
Country	Category	Activity	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17
Austria	Semis	Bookings	43	44	45	51	44	43	54	60
		Billings	42	40	44	45	40	45	47	47
	Passives	Bookings	6	8	7	7	7	6	9	8
		Billings	6	6	7	8	6	6	7	7
	Emech/Other	Bookings	9	9	8	8	9	10	10	10
		Billings	8	8	8	9	9	8	10	10
	Totals	Bookings	58	60	60	66	60	59	73	79
		Billings	57	54	59	61	55	59	59	64