



# Q2-2018 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.

## Contents

Page	Graphic no.	Content
4	T1	<b>Total electronic component Booking, billing &amp; Book:bill ratio</b> ( Total distribution electronic component booking, billing and book:bill ratio for Germany, France, Italy, UK, Sweden, Denmark, Finland, Switzerland and Austria)
4	T2	<b>Total electronic component bookings trend</b> ( Distribution orders for electronic components by country comparing current quarter with both prior quarter and same quarter prior year and YTD)
5	T3	<b>Total electronic component billings trend</b> ( Distribution sales of electronic components by country comparing current quarter with both prior quarter and same quarter prior year and YTD)
5	T4	<b>Total electronic component year-to-date billings trend</b> (Cumulative sales of electronic components via distribution by country for current year-to-date compared with the same period prior year)
6	T5	<b>Total electronic component year-to-date booking trend</b> (Cumulative orders for electronic components via distribution by country for current year-to-date compared with the same period prior year)
6	T6	<b>Total electronic component tendential index by country</b> ( Trend showing growth/decline % in quarterly sales of all electronic components by country compared with the same quarter prior year)
7	S1	<b>Semiconductor Booking, billing &amp; Book:bill ratio</b> ( Semiconductor booking, billing and book:bill ratio for Germany, France, Italy, UK, Sweden, Denmark, Finland, Switzerland and Austria)
7	S2	<b>Semiconductor bookings trend</b> ( Distribution orders for semiconductors by country comparing current quarter with both prior quarter and same quarter prior year and YTD)
8	S3	<b>Semiconductor billings trend</b> ( Distribution sales of semiconductors by country comparing current quarter with both prior quarter and same quarter prior year and YTD)
8	S4	<b>Semiconductor year-to-date billings trend</b> (Cumulative sales of semiconductors via distribution by country for current year-to-date compared with the same period prior year)
9	S5	<b>Semiconductor year-to-date booking trend</b> (Cumulative orders for semiconductors via distribution by country for current year-to-date compared with the same period prior year)
9	S6	<b>Semiconductor tendential index by country</b> ( Trend showing growth/decline % in quarterly sales of semiconductors by country compared with the same quarter prior year)
10	P1	<b>Passive component Booking, billing &amp; Book:bill ratio</b> ( Passives component booking, billing and book:bill ratio for Germany, France, Italy, UK, Sweden, Denmark, Finland, Switzerland and Austria)
10	P2	<b>Passive component bookings trend</b> ( Distribution orders for passive components by country comparing current quarter with both prior quarter and same quarter prior year and YTD)

11	P3	<b>Passive component billings trend</b> ( Distribution sales of passive components by country comparing current quarter with both prior quarter and same quarter prior year and YTD)
11	P4	<b>Passive component year-to-date billings trend</b> (Cumulative sales of passive components via distribution by country for current year-to-date compared with the same period prior year)
12	P5	<b>Passive component year-to-date booking trend</b> (Cumulative orders for passive components via distribution by country for current year-to-date compared with the same period prior year)
12	P6	<b>Passive component tendential index by country</b> ( Trend showing growth/decline % in quarterly sales of passive components by country compared with the same quarter prior year)
13	E1	<b>Electromechanical component Booking, billing &amp; Book:bill ratio</b> ( Electromechanical component booking, billing and book:bill ratio for Germany, France, Italy, UK, Sweden, Denmark, Finland, Switzerland and Austria)
13	E2	<b>Electromechanical component bookings trend</b> ( Distribution orders for electromechanical components by country comparing current quarter with both prior quarter and same quarter prior year and YTD)
14	E3	<b>Electromechanical component billings trend</b> ( Distribution sales of electromechanical components by country comparing current quarter with both prior quarter and same quarter prior year and YTD)
14	E4	<b>Electromechanical component year-to-date billings trend</b> (Cumulative sales of electromechanical components via distribution by country for current year-to-date compared with the same period prior year)
15	E5	<b>Electromechanical component year-to-date booking trend</b> (Cumulative orders for electromechanical components via distribution by country for current year-to-date compared with the same period prior year)
15	E6	<b>Electromechanical component tendential index by country</b> (Trend showing growth/decline % in quarterly sales of electromechanical components by country compared with the same quarter prior year)
16		<b>Data input by Country and Component</b> The Data supplied by contributing Associations used to produce this Graphics Package.

These graphics have been prepared by *ecsn* (afdec) in the UK and any queries should be addressed to:-

Graham Waite, Telephone: 44 (0) 1763 274748 or by Email: [enquiries@ecsn-uk.org](mailto:enquiries@ecsn-uk.org)

**IDEA Secretariat: Laura Baronchelli**

Via Console Flaminio, 19

I-20134 Milan

Italy

Phone +39 02 210 111 251

Fax +39 02 210 111 222

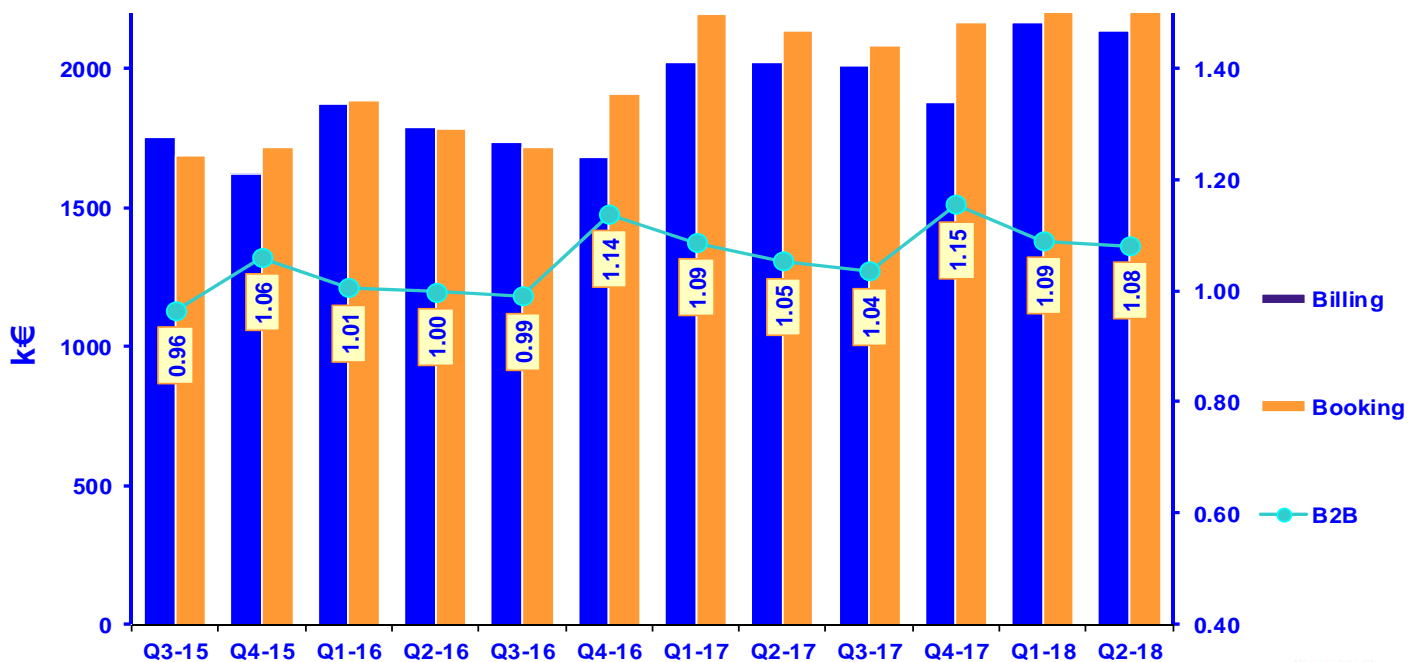
[segreteria@ideaelectronics.com](mailto:segreteria@ideaelectronics.com)

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

## 2ND 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



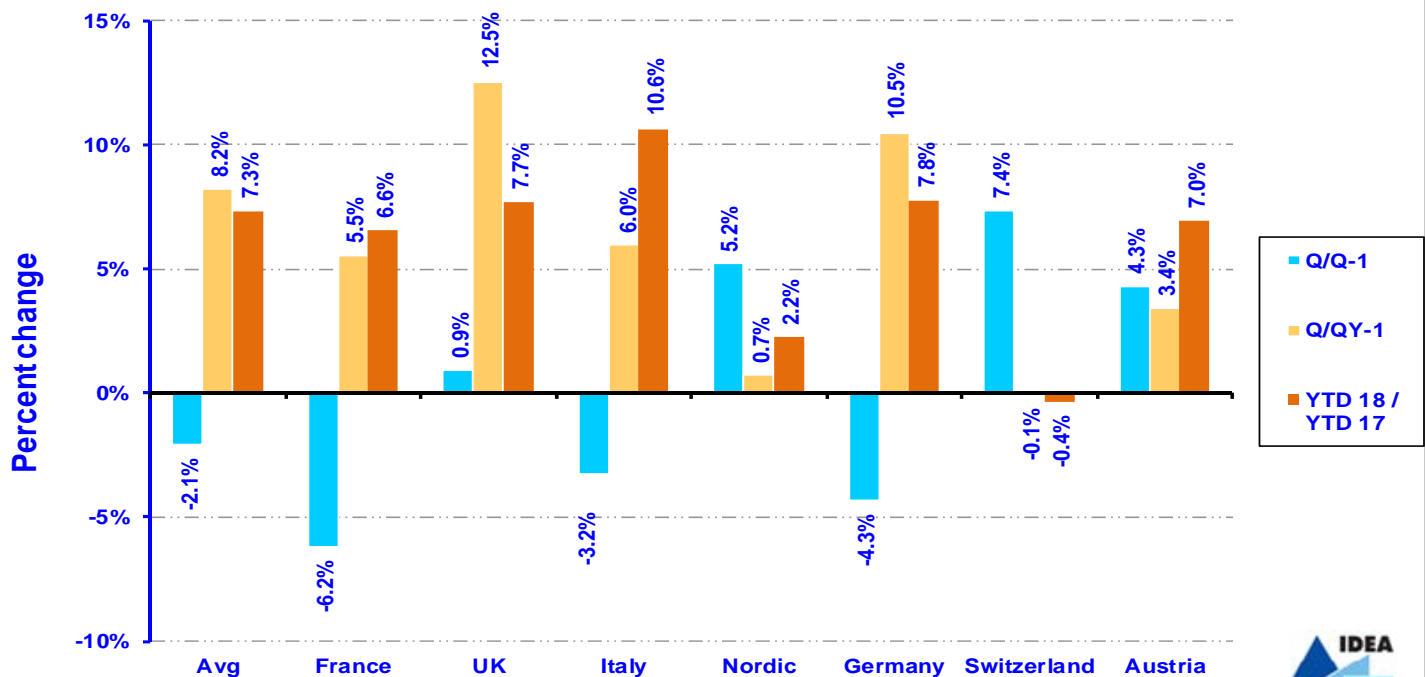
www.ideaelectronics.com



## 2ND 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



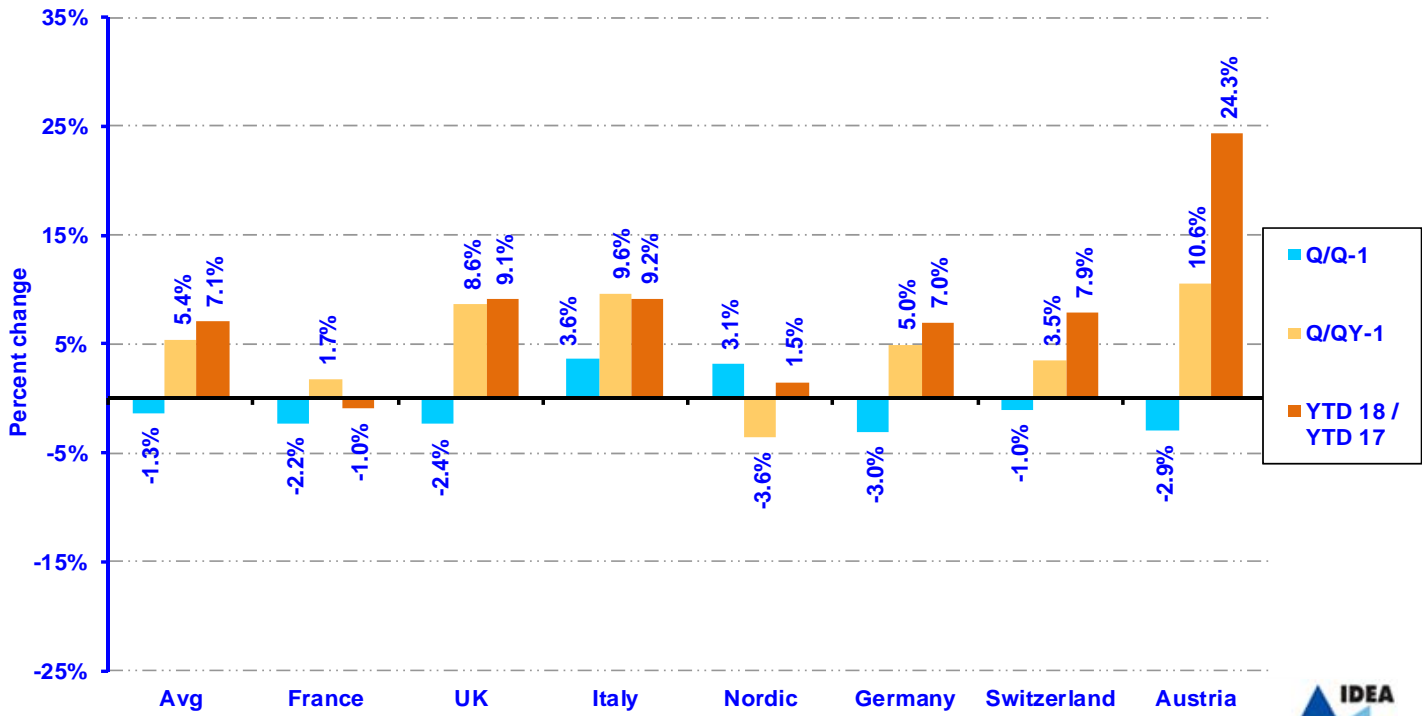
www.ideaelectronics.com



2ND 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 18/17



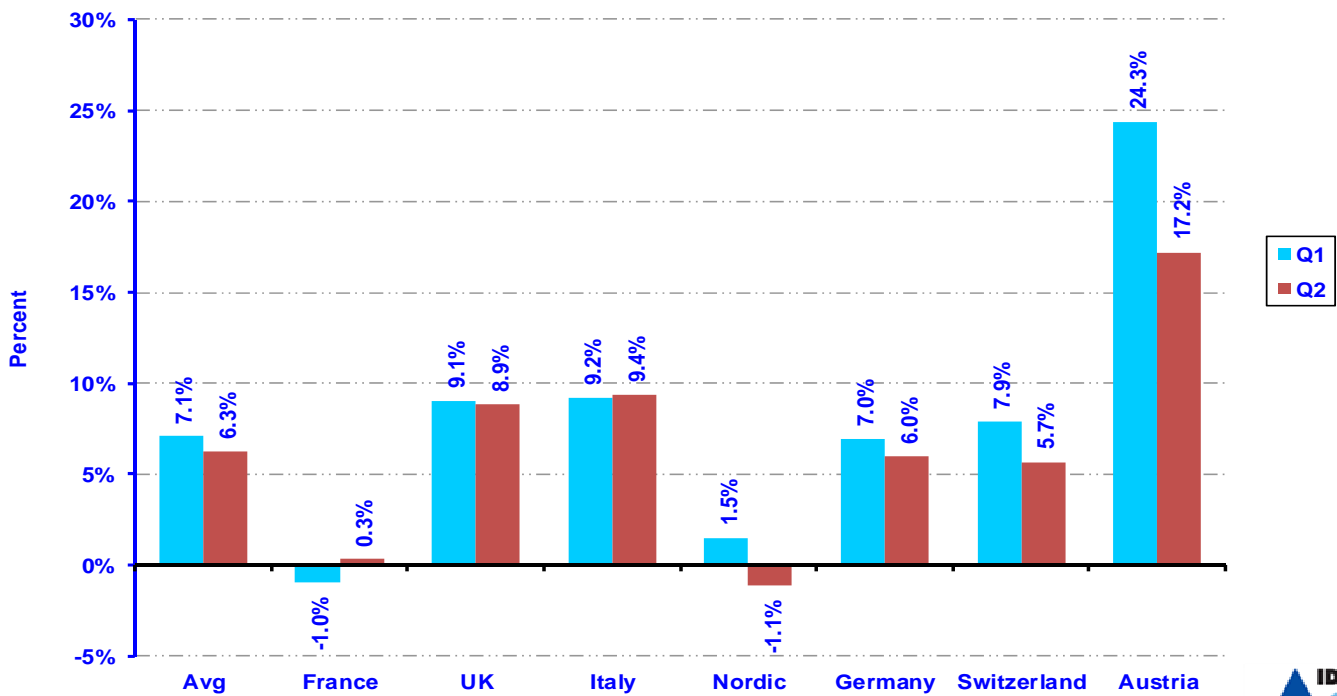
www.ideaelectronics.com



2ND 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



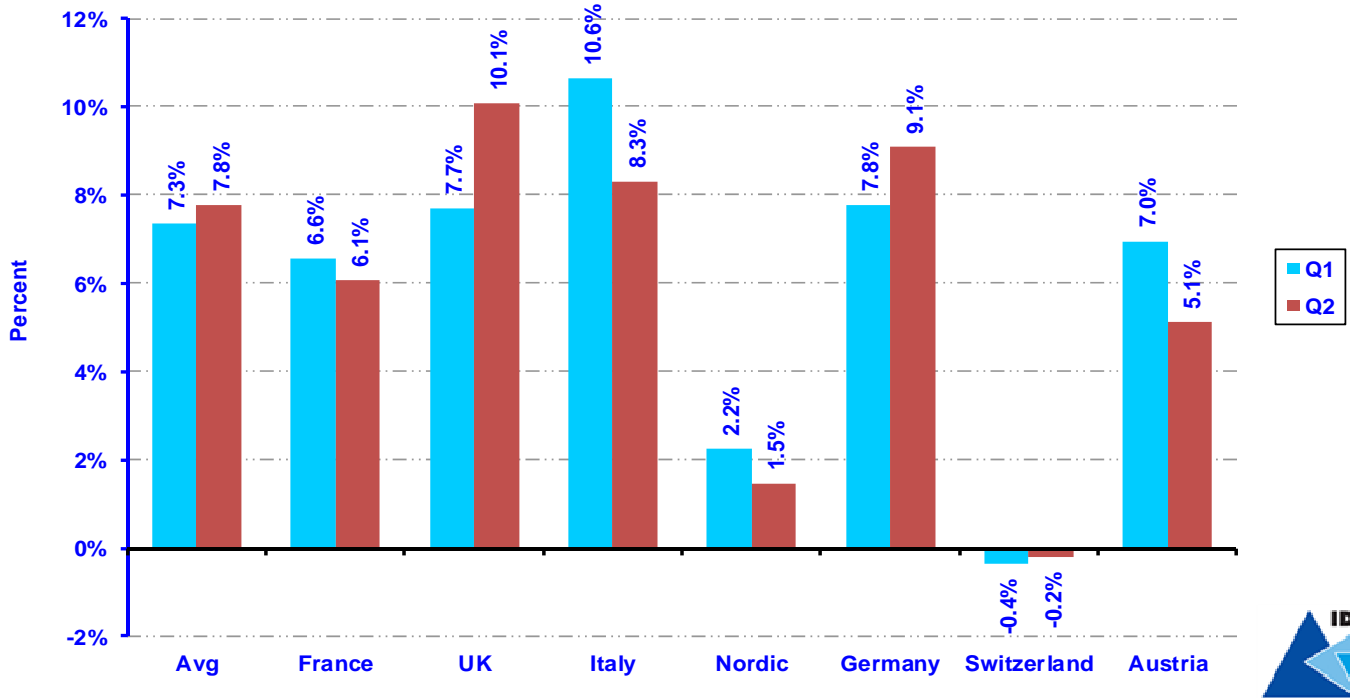
www.ideaelectronics.com



2ND 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

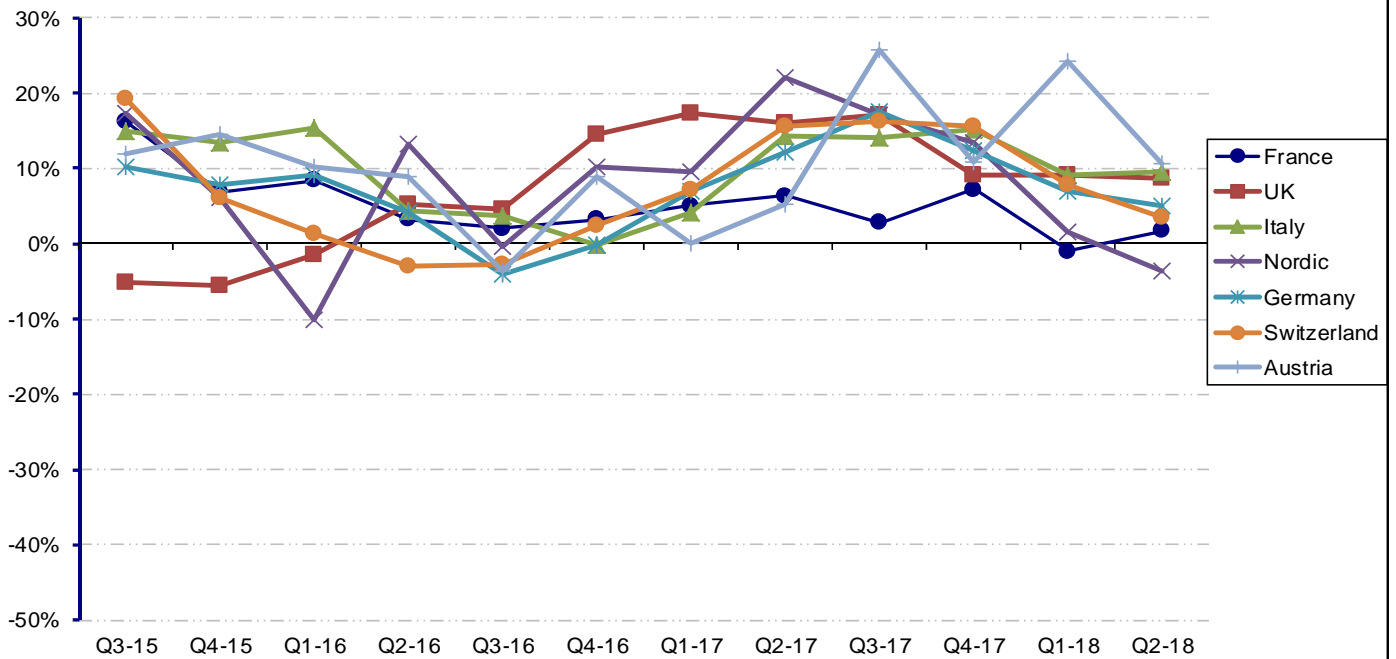


www.ideaelectronics.com



2ND 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

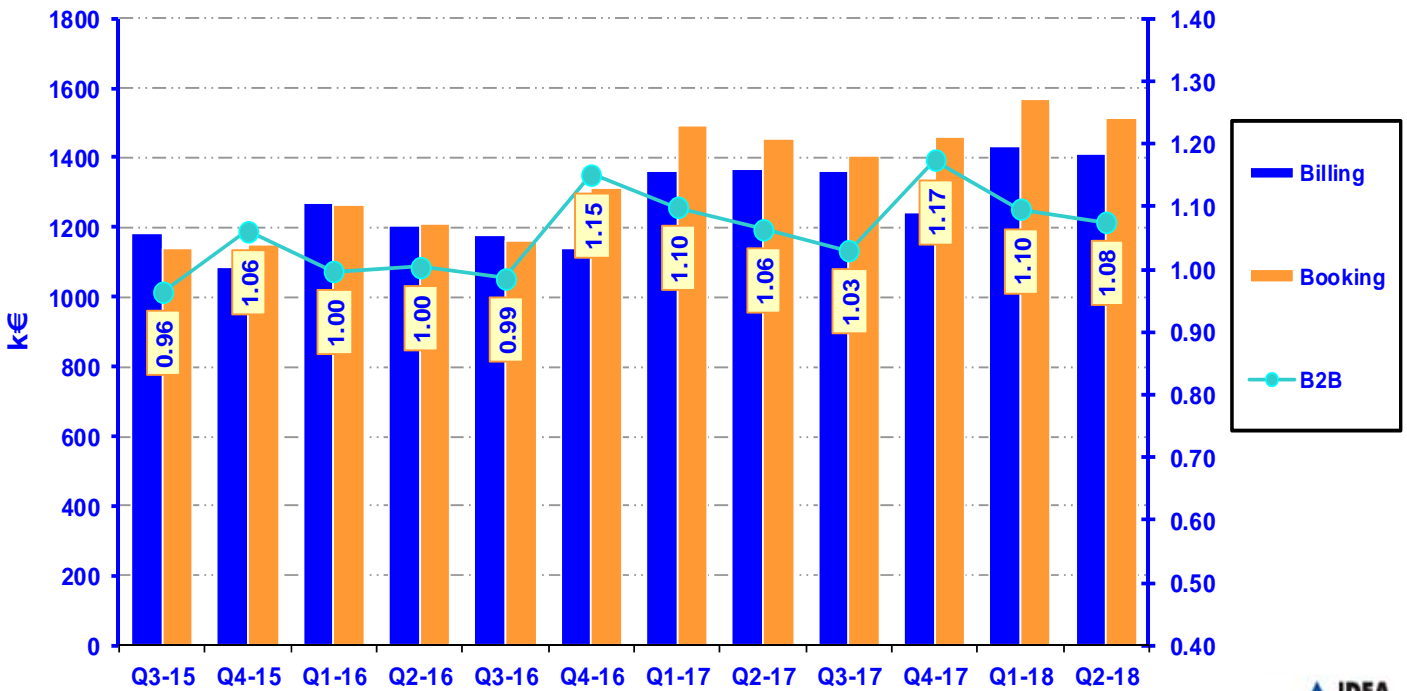


www.ideaelectronics.com



2ND 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

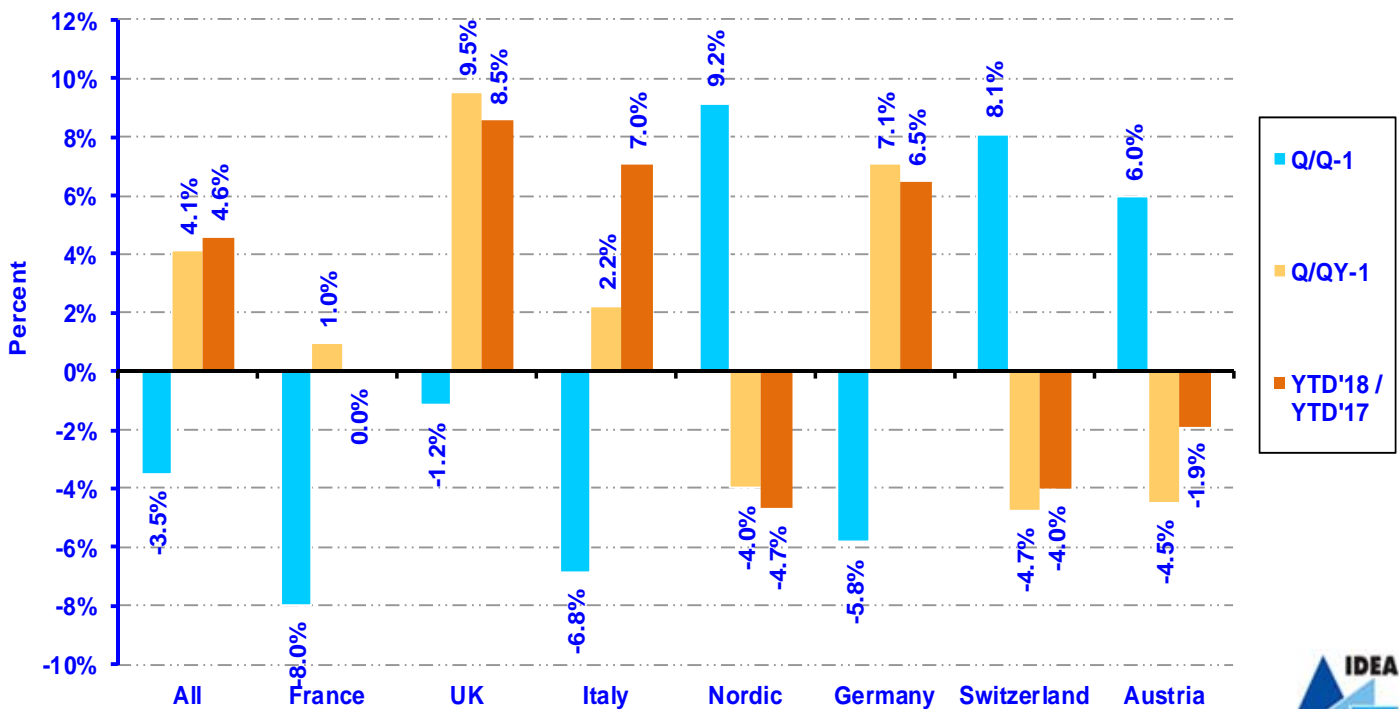


www.ideaelectronics.com



2ND QTR 2018 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 18/17



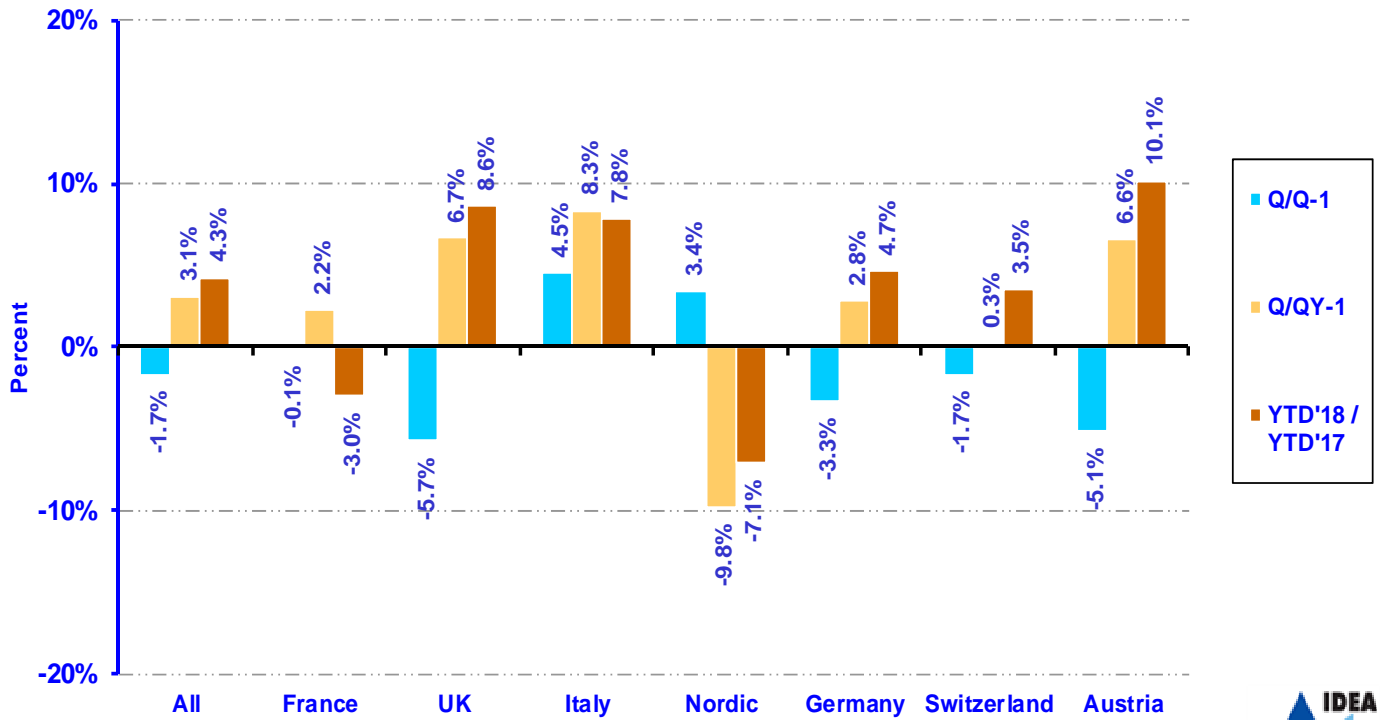
www.ideaelectronics.com



## 2ND QTR 2018 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 18/17



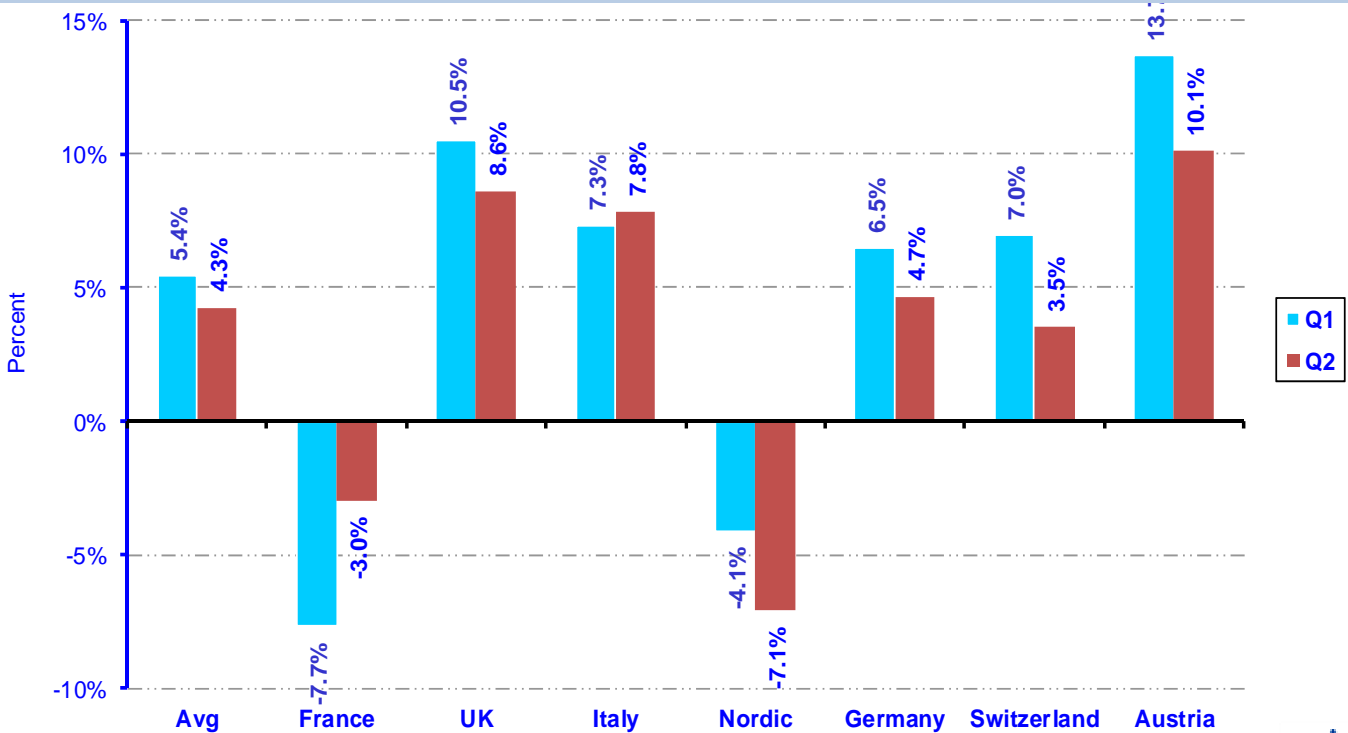
www.ideaelectronics.com



## 2ND 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



www.ideaelectronics.com

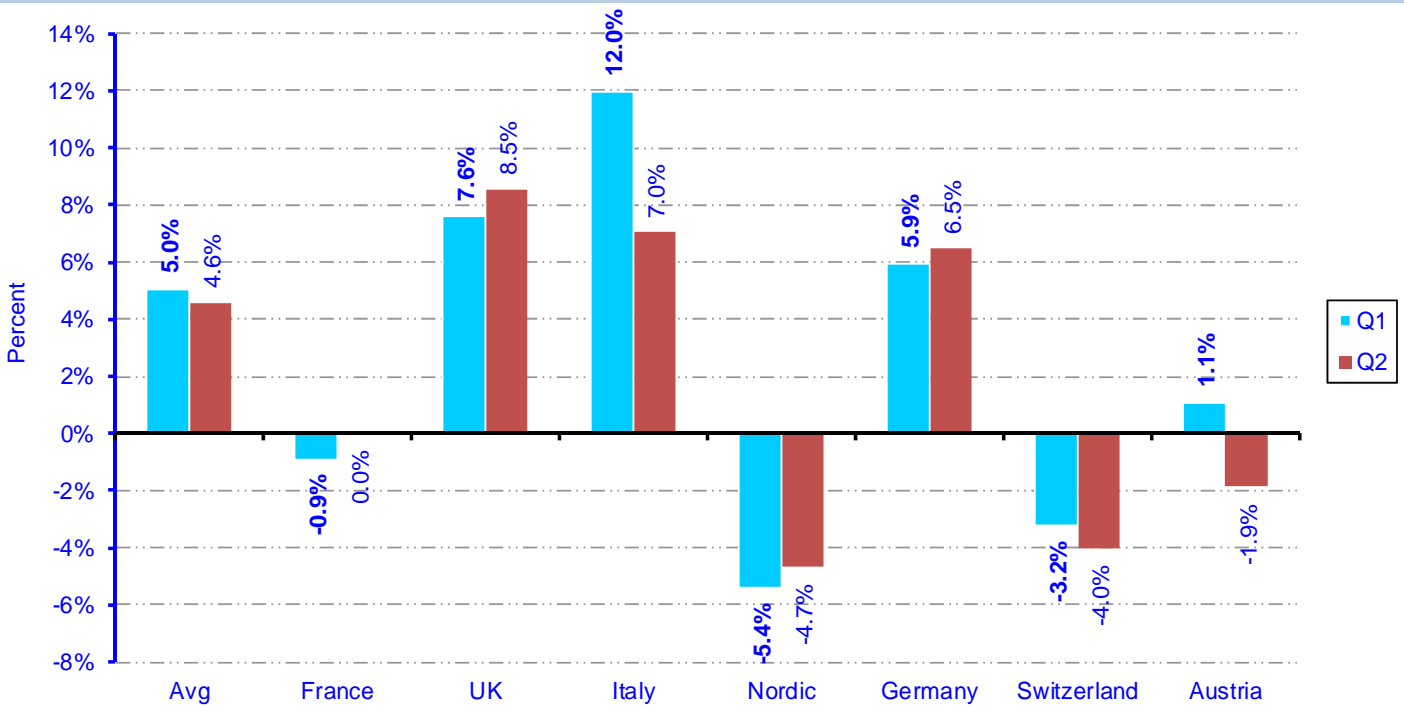




## 2ND QTR. 2018 SEMICONDUCTOR YTD BOOKING TREND

Graphic S5

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



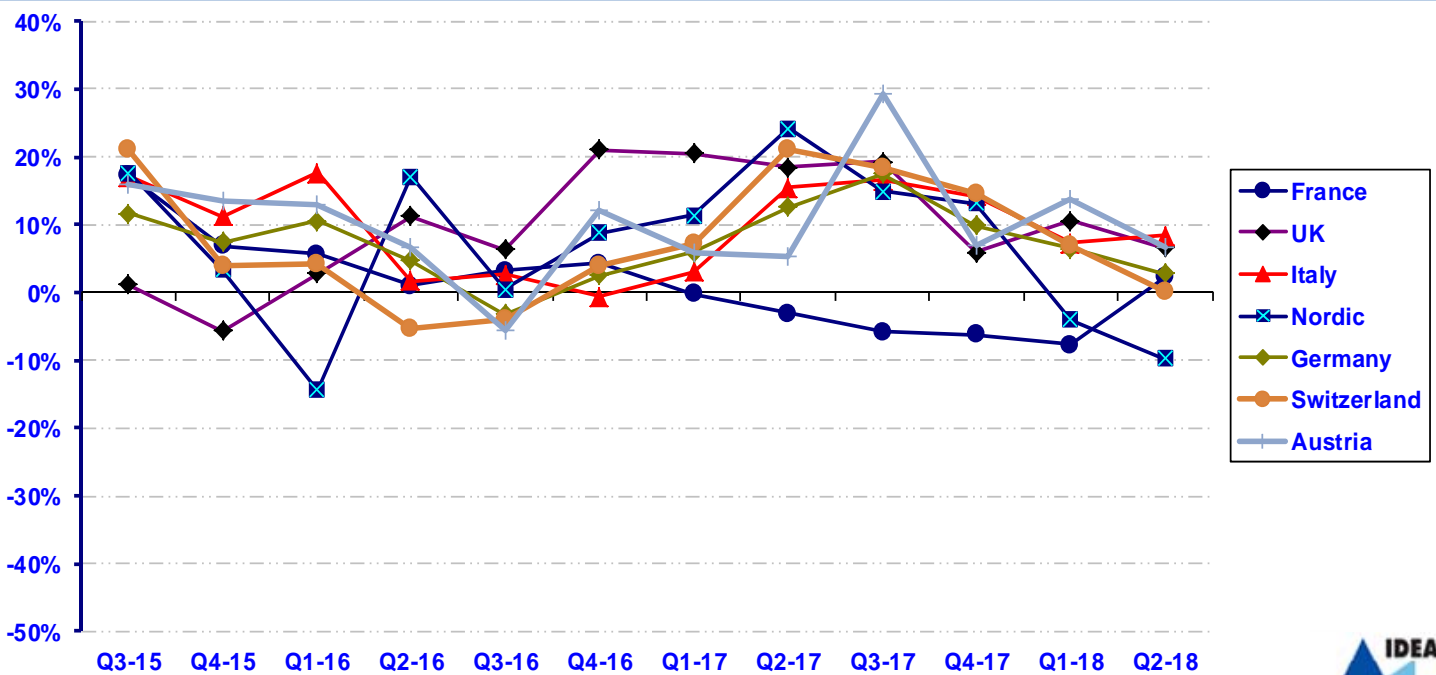
www.ideaelectronics.com



## 2ND 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.



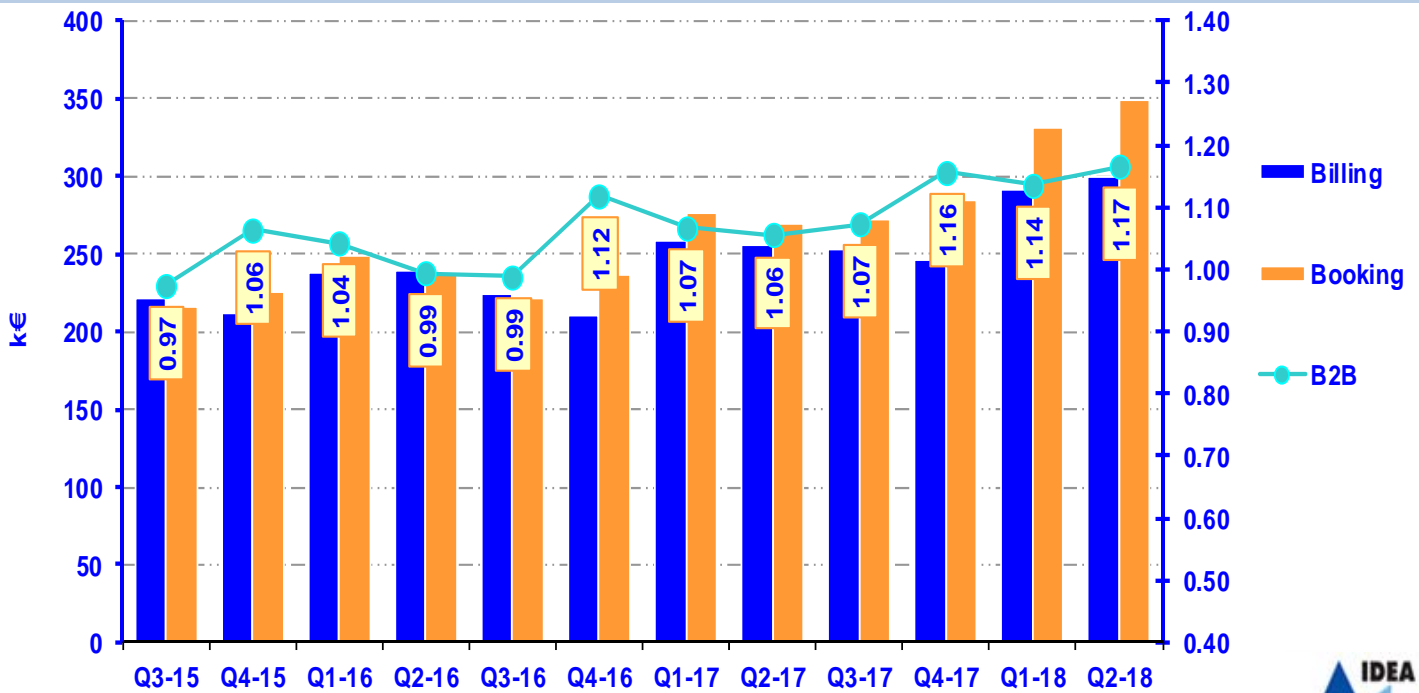
www.ideaelectronics.com



## 2ND 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



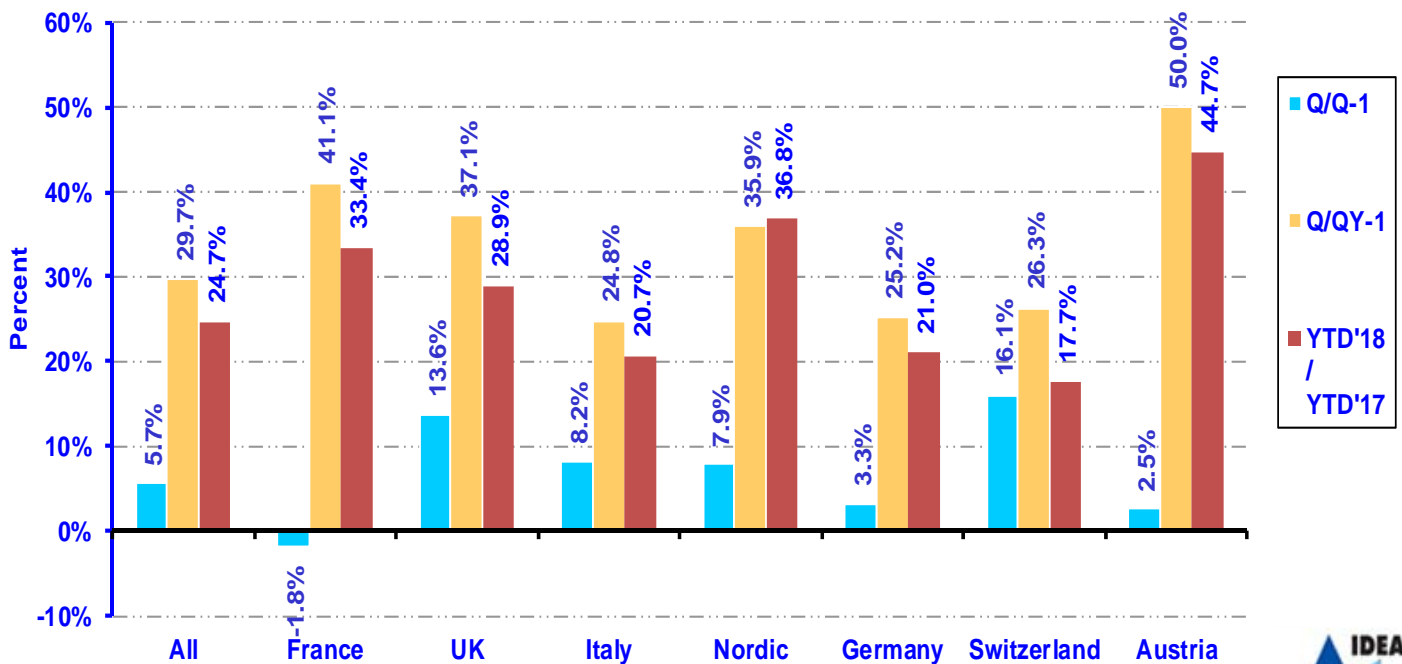
www.ideaelectronics.com



## 2ND QTR. 2018 **PASSIVE COMPONENTS** Booking Trend

Graphic P2

Distribution orders for passive components by country comparing Q2 2017 with the prior quarter (Q/Q-1) and the same quarter prior year (Q/QY-1)



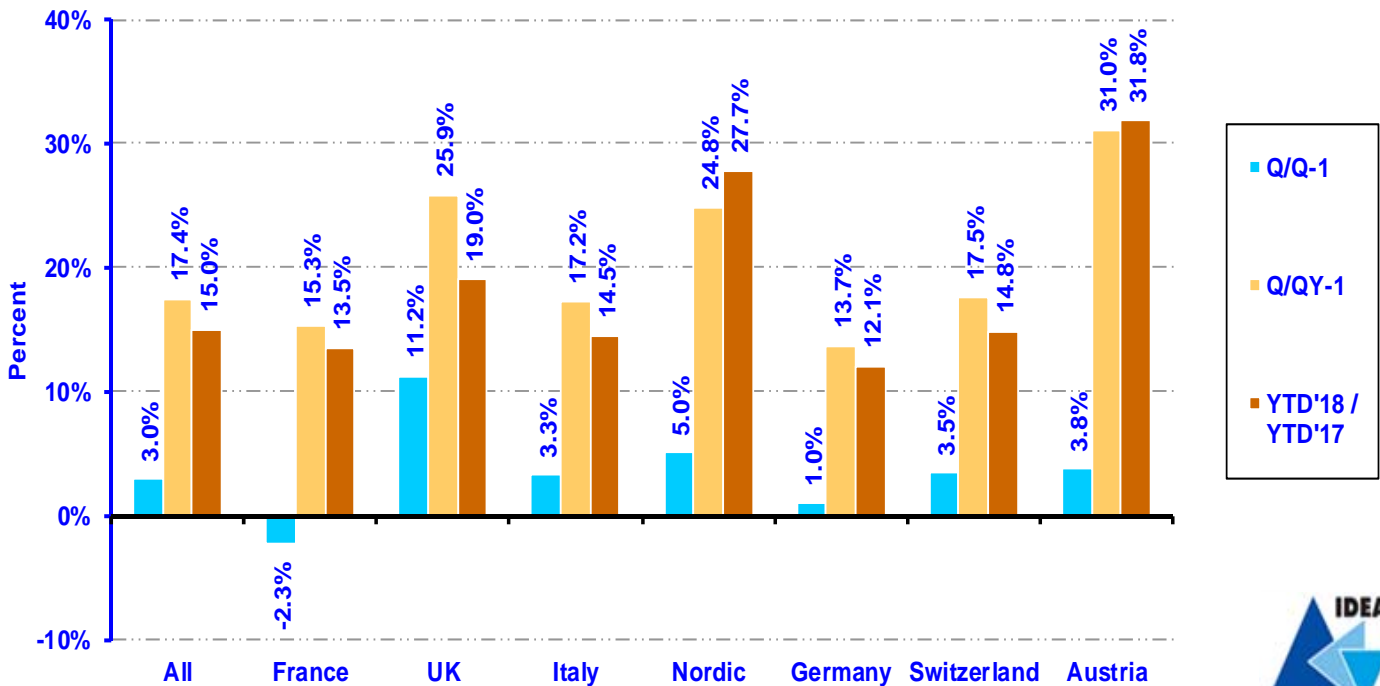
www.ideaelectronics.com



2ND QTR. 2018 **PASSIVE COMPONENTS Billings Trend**

Graphic P3

Distribution sales for passive components by country comparing Q2 2017 with the prior quarter (Q/Q-1) and the same quarter prior year (Q/QY-1)



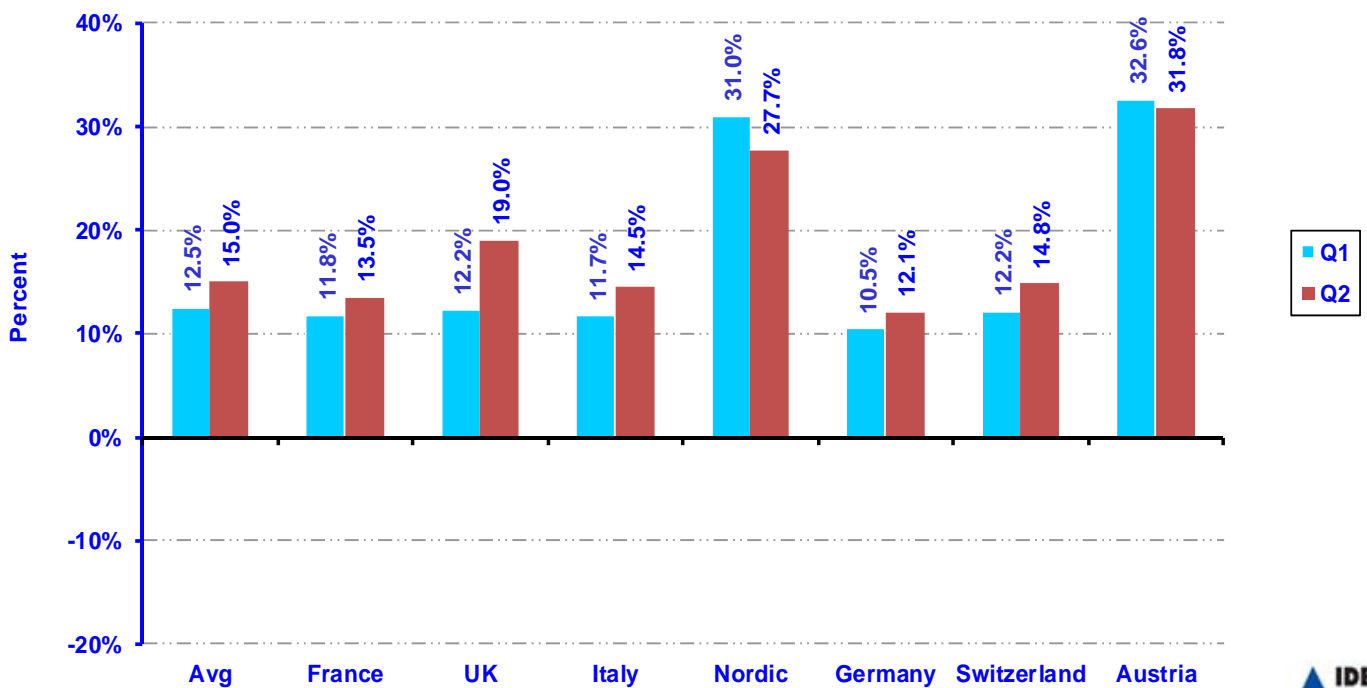
www.ideaelectronics.com



2ND 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



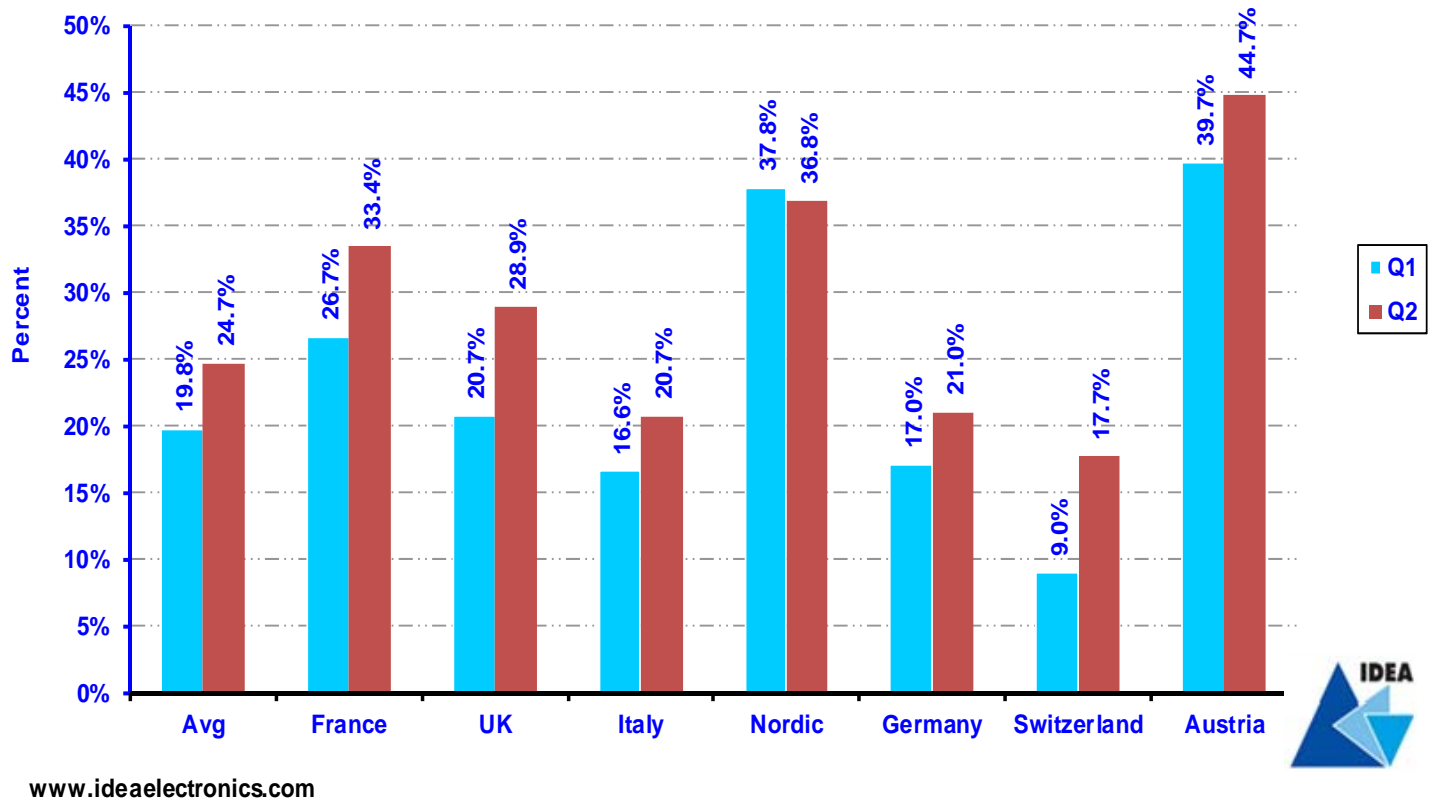
www.ideaelectronics.com



## 2ND QTR. 2018 **PASSIVES YTD Bookings Trend**

Graphic P5

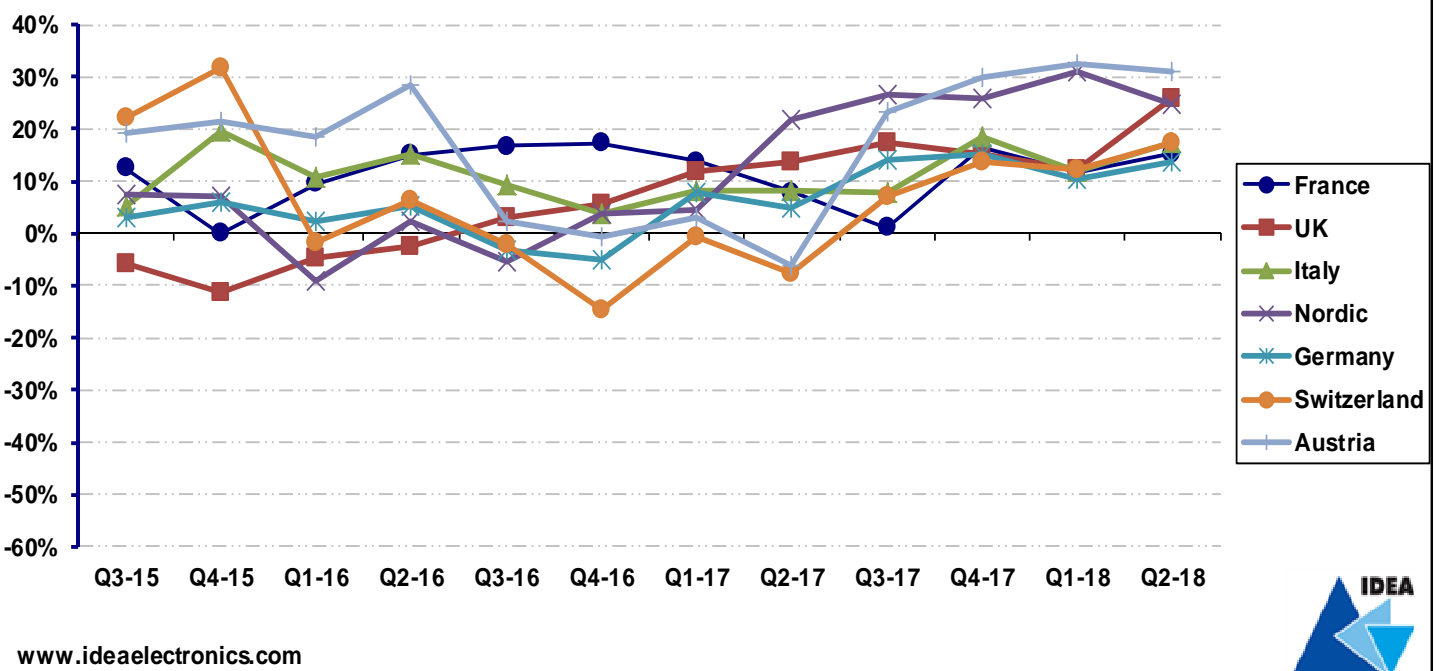
Cumulative orders for Passive components through distribution by country for the current year showing the growth/decline % compared with the same period prior year



## 2ND QTR. 2018 **PASSIVES TENDENTIAL INDEX BY COUNTRY( Q/Qy-1)**

Graphic P6

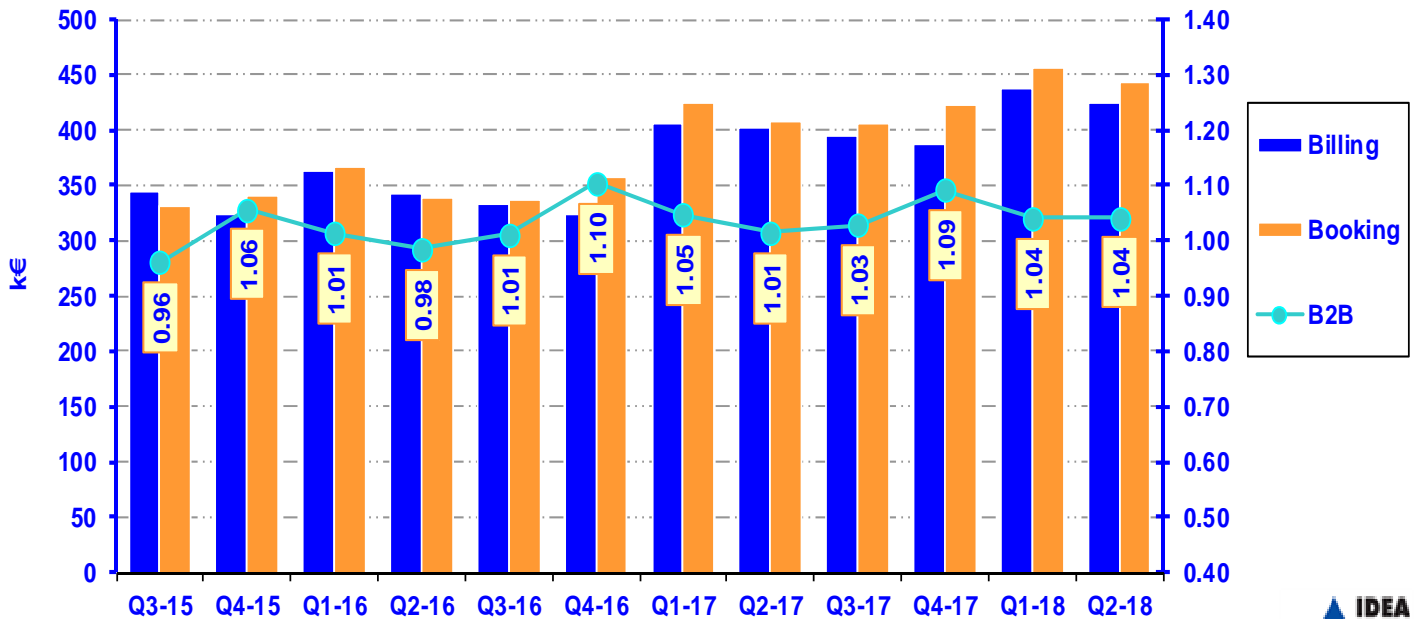
Trend showing growth/decline % in quarterly sales of passives through distribution by country compared with the same quarter prior year.



## 2ND QTR. 2018 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



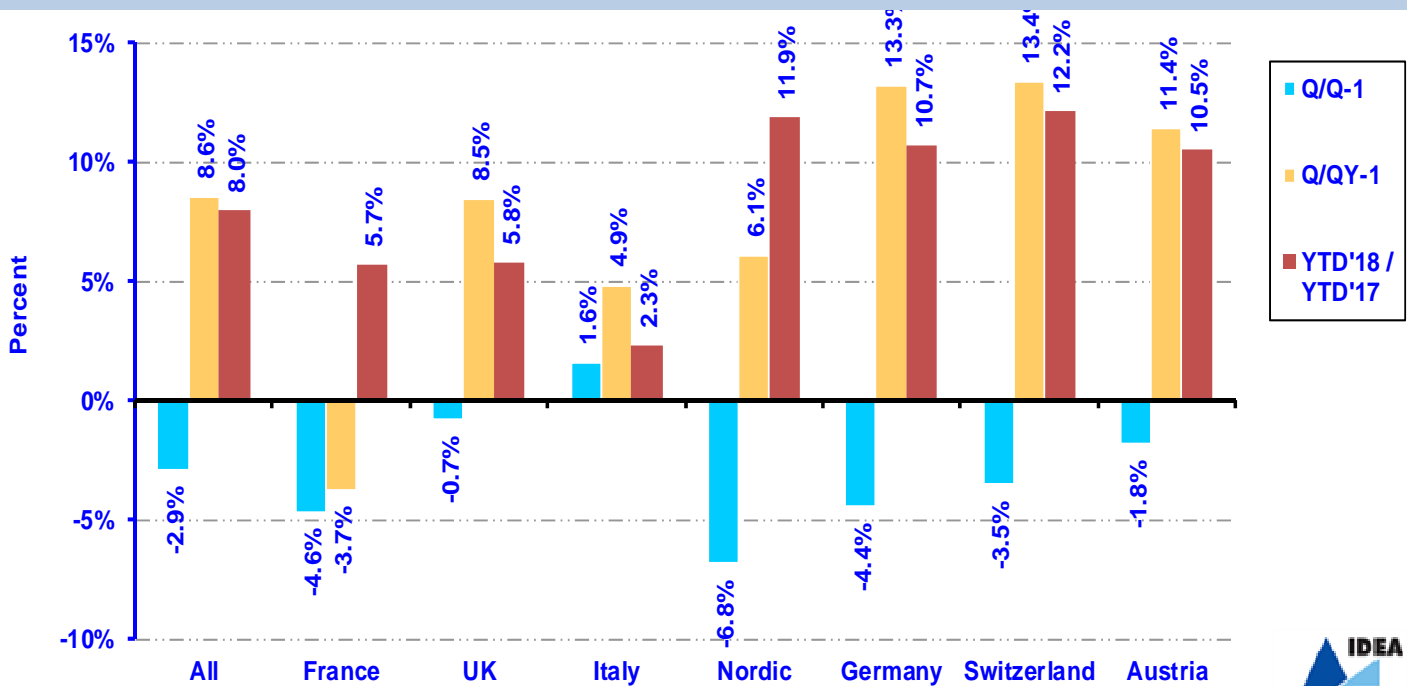
www.ideaelectronics.com



## 2ND QTR. 2018 EMECH COMPONENTS Booking Trend

Graphic E2

Distribution orders for passive components by country comparing Q2 2017 with the prior quarter (Q/Q-1) and the same quarter prior year (Q/QY-1)



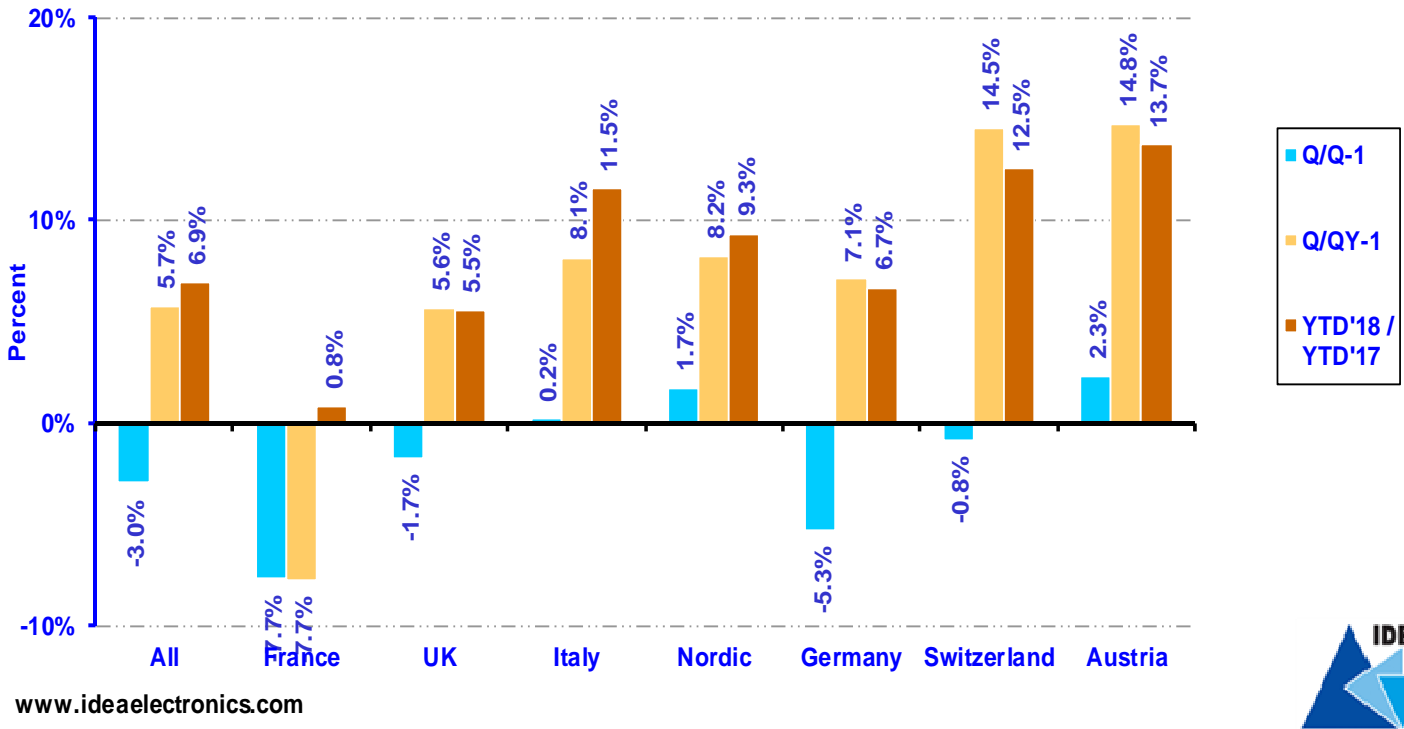
www.ideaelectronics.com



2ND QTR. 2018 **EMECH COMPONENTS** Billings Trend

Graphic E3

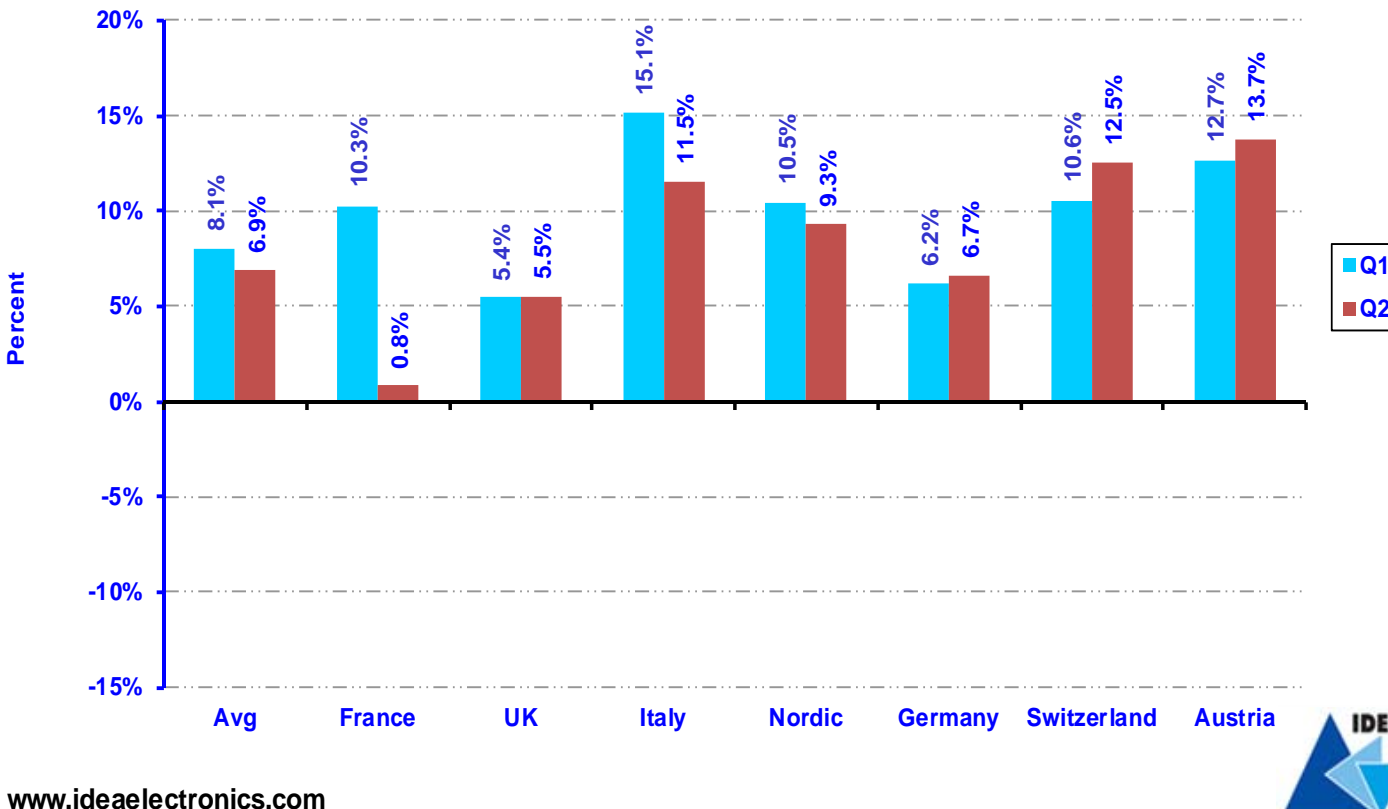
Distribution sales of emech components comparing current qtr with prior qtr ( Q/Q-1) and same qtr prior year ( Q/QY-1) plus YTD trend



2ND QTR. 2018 **EMECH COMPONENTS** YTD Billings Trend

Graphic E4

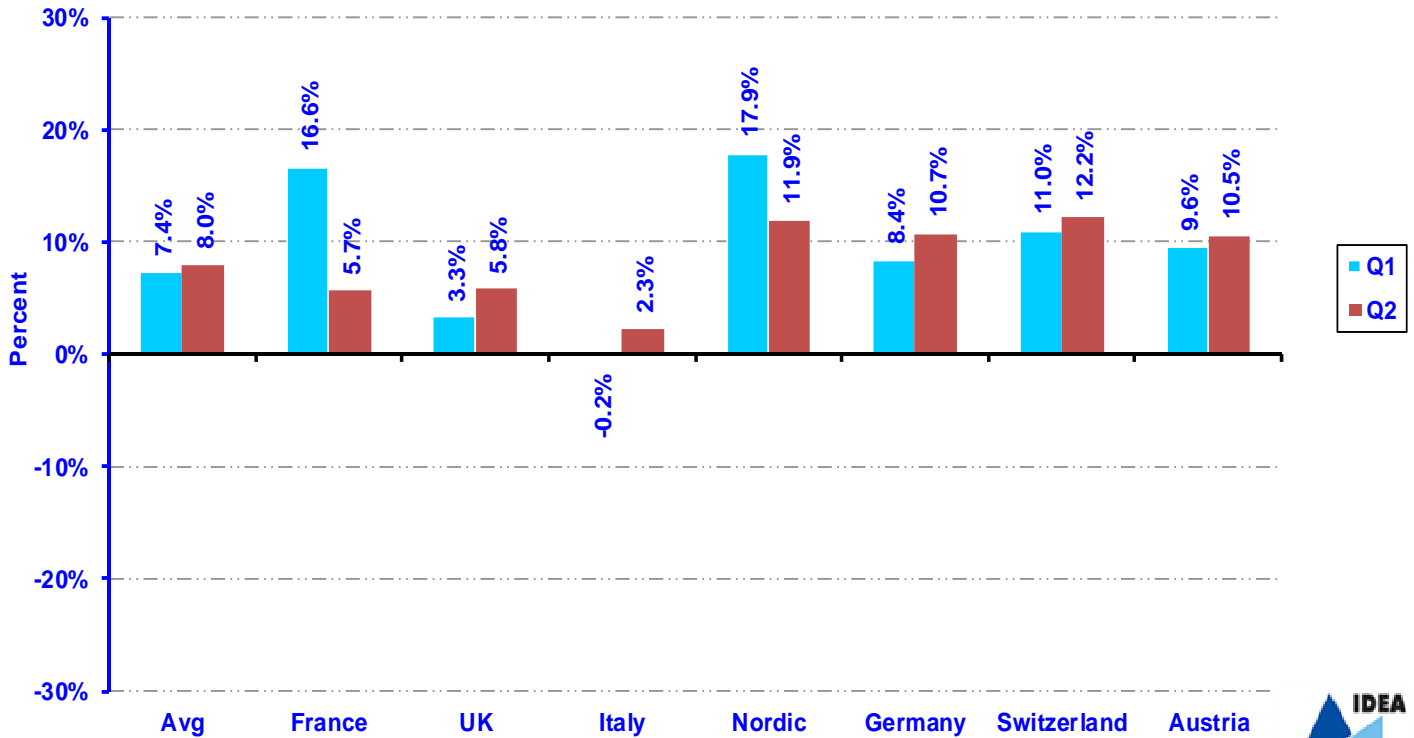
Cumulative sales of EMech components through distribution by country for the current year showing the growth/decline % compared with the same period prior year



2ND QTR. 2018 EMECH COMPONENTS 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



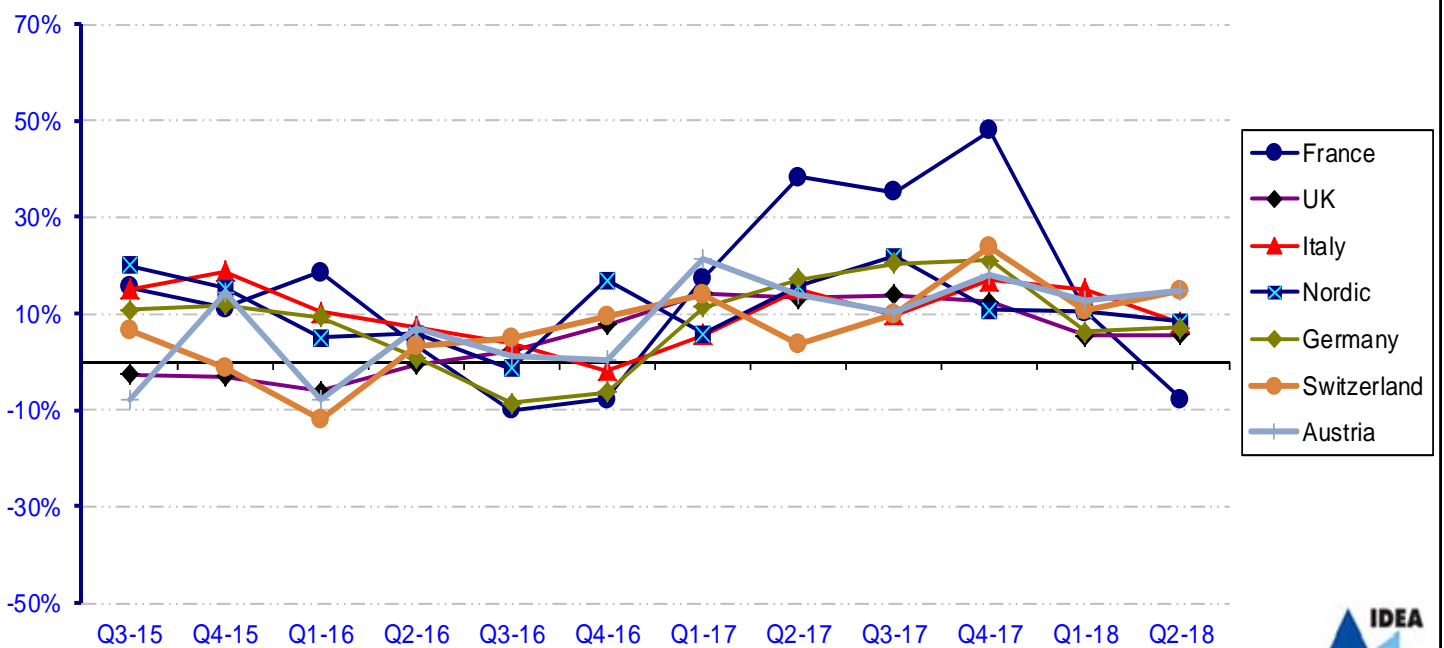
www.ideaelectronics.com



2ND 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.



www.ideaelectronics.com



# Data input by Country and Component

Country	Category	Activity	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
All	Semis	Bookings	1,159	1,314	1,494	1,455	1,404	1,460	1,570	1,515
		Billings	1,176	1,142	1,359	1,367	1,363	1,244	1,433	1,409
	Passives	Bookings	222	236	276	270	272	285	331	350
		Billings	224	211	259	255	253	246	291	300
	Emech/Other	Bookings	337	358	424	408	405	422	456	443
		Billings	334	324	405	402	394	387	438	425
	Totals	Bookings	1,718	1,908	2,195	2,132	2,081	2,167	2,356	2,307
		Billings	1,734	1,677	2,023	2,024	2,010	1,877	2,162	2,134
Country	Category	Activity	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
France	Semis	Bookings	95	106	120	108	98	105	119	109
		Billings	98	97	113	102	92	91	104	104
	Passives	Bookings	19	22	27	24	25	28	35	34
		Billings	21	20	26	25	21	23	29	29
	Emech/Other	Bookings	25	28	34	39	35	41	39	38
		Billings	27	28	38	41	37	41	41	38
	Totals	Bookings	139	155	181	171	158	173	193	181
		Billings	146	145	177	168	150	155	175	171
Country	Category	Activity	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
UK	Semis	Bookings	157	172	198	193	204	191	214	211
		Billings	157	160	186	182	187	170	206	194
	Passives	Bookings	34	36	42	42	44	41	50	57
		Billings	36	34	40	40	42	39	45	50
	Emech/Other	Bookings	96	98	117	111	112	110	121	120
		Billings	97	94	110	108	110	105	116	114
	Totals	Bookings	286	305	357	345	361	342	385	388
		Billings	289	288	336	329	339	314	367	358
Country	Category	Activity	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
Italy	Semis	Bookings	165	215	227	232	184	247	255	237
		Billings	167	161	213	221	195	184	229	239
	Passives	Bookings	34	42	49	50	36	51	57	62
		Billings	35	32	45	45	38	38	51	52
	Emech/Other	Bookings	39	51	55	53	44	53	55	56
		Billings	38	37	48	51	42	44	55	55
	Totals	Bookings	237	308	331	335	265	351	367	355
		Billings	240	231	306	316	274	266	334	346
Country	Category	Activity	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
Nordic	Semis	Bookings	97	110	122	131	110	120	115	126
		Billings	101	98	109	120	116	111	104	108
	Passives	Bookings	8	10	11	12	11	13	15	16
		Billings	9	9	10	11	11	12	13	14
	Emech/Other	Bookings	28	34	35	36	35	36	41	38
		Billings	29	33	35	36	35	36	38	39
	Totals	Bookings	134	154	167	179	156	169	171	180
		Billings	138	140	154	167	161	159	156	161
Country	Category	Activity	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
Germany	Semis	Bookings	552	610	710	662	691	684	752	708
		Billings	561	532	635	636	659	585	676	654
	Passives	Bookings	114	114	131	126	139	134	153	158
		Billings	110	103	123	120	126	119	136	137
	Emech/Other	Bookings	132	130	164	150	159	159	178	170
		Billings	126	117	157	148	152	141	167	158
	Totals	Bookings	798	854	1005	938	989	976	1083	1036
		Billings	797	752	914	904	937	845	978	949
Country	Category	Activity	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
Switzerland	Semis	Bookings	48	58	63	69	64	62	61	66
		Billings	53	49	57	60	63	56	61	60
	Passives	Bookings	7	7	8	8	8	7	8	10
		Billings	7	6	7	7	7	7	8	8
	Emech/Other	Bookings	8	8	10	9	10	10	11	10
		Billings	9	8	9	9	9	9	10	10
	Totals	Bookings	63	73	81	86	82	79	80	86
		Billings	69	62	73	76	80	72	79	78
Country	Category	Activity	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18
Austria	Semis	Bookings	44	43	54	60	52	52	54	57
		Billings	40	45	47	47	52	48	53	50
	Passives	Bookings	7	6	9	8	9	11	12	13
		Billings	6	6	7	7	8	8	9	9
	Emech/Other	Bookings	9	10	10	10	11	13	11	11
		Billings	9	8	10	10	9	9	11	11
	Totals	Bookings	60	59	73	78	71	76	78	81
		Billings	55	59	59	64	69	65	73	71