



Q4-2016 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.

Contents

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

11	P3	Passive component billings trend (Distribution sales of passive components by country comparing current quarter with both prior quarter and same quarter prior year and YTD)
11	P4	Passive component year-to-date billings trend (Cumulative sales of passive components via distribution by country for current year-to-date compared with the same period prior year)
12	P5	Passive component year-to-date booking trend (Cumulative orders for passive components via distribution by country for current year-to-date compared with the same period prior year)
12	P6	Passive component tendential index by country (Trend showing growth/decline % in quarterly sales of passive components by country compared with the same quarter prior year)
13	E1	Electromechanical component Booking, billing & Book:bill ratio (Electromechanical component booking, billing and book:bill ratio for Germany, France, Italy, UK, Sweden, Denmark, Finland, Switzerland and Austria)
13	E2	Electromechanical component bookings trend (Distribution orders for electromechanical components by country comparing current quarter with both prior quarter and same quarter prior year and YTD)
14	E3	Electromechanical component billings trend (Distribution sales of electromechanical components by country comparing current quarter with both prior quarter and same quarter prior year and YTD)
14	E4	Electromechanical component year-to-date billings trend (Cumulative sales of electromechanical components via distribution by country for current year-to-date compared with the same period prior year)
15	E5	Electromechanical component year-to-date booking trend (Cumulative orders for electromechanical components via distribution by country for current year-to-date compared with the same period prior year)
15	E6	Electromechanical component tendential index by country (Trend showing growth/decline % in quarterly sales of electromechanical components by country compared with the same quarter prior year)
16		Data input by Country and Component 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 Facsimile: 44 (0) 1763 273255 Email: 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

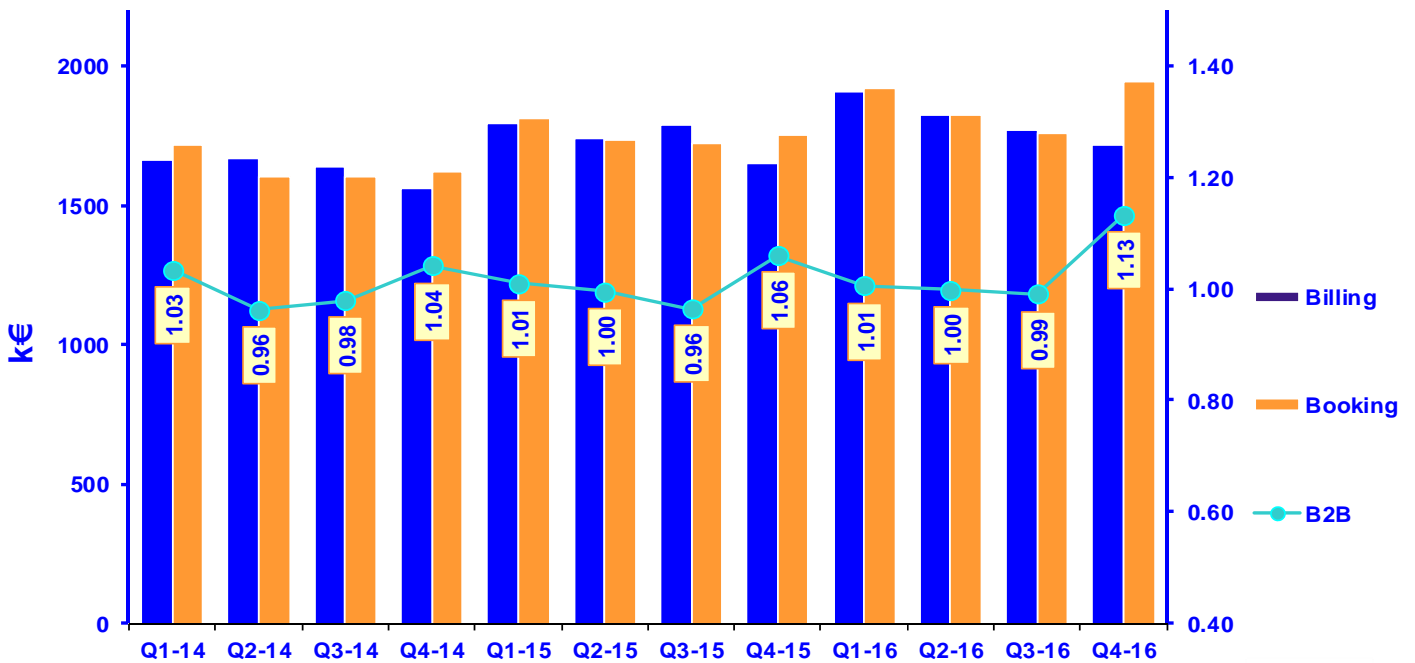
segreteria@ideaelectronics.com

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

4TH 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



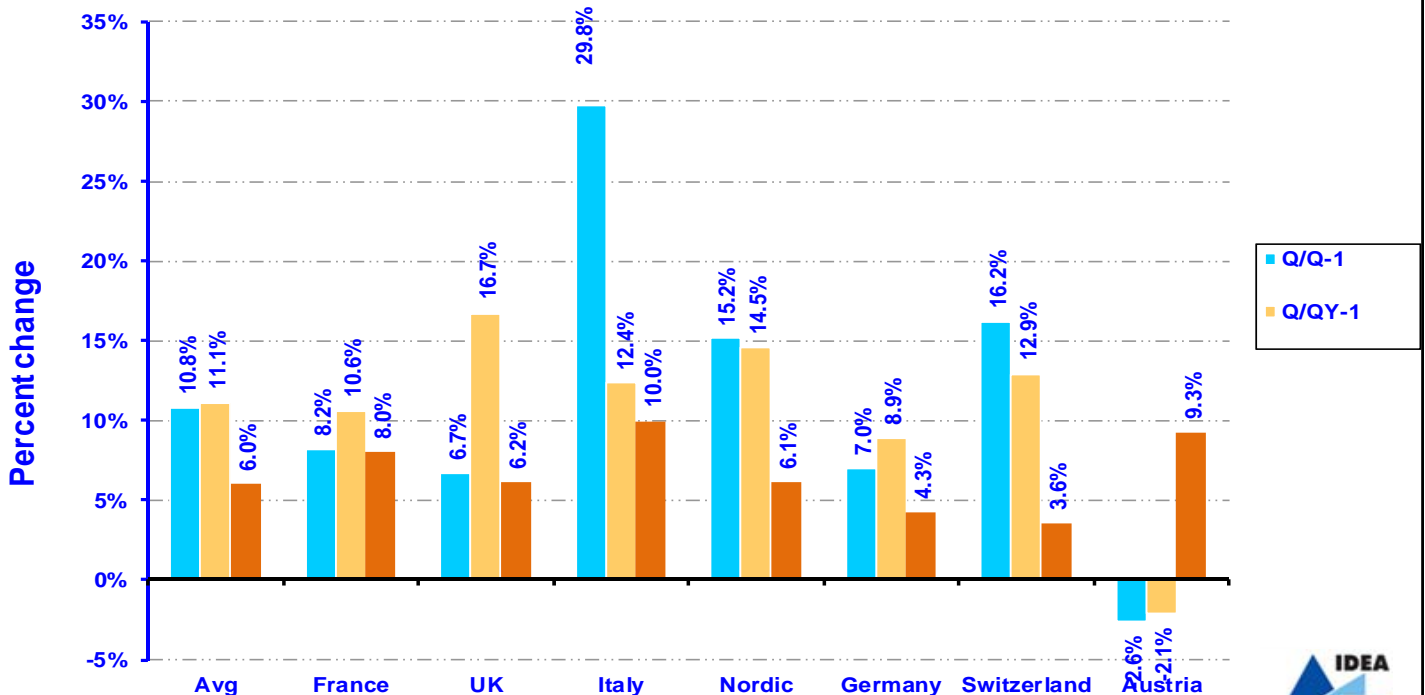
www.ideaelectronics.com



4TH 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 / 15



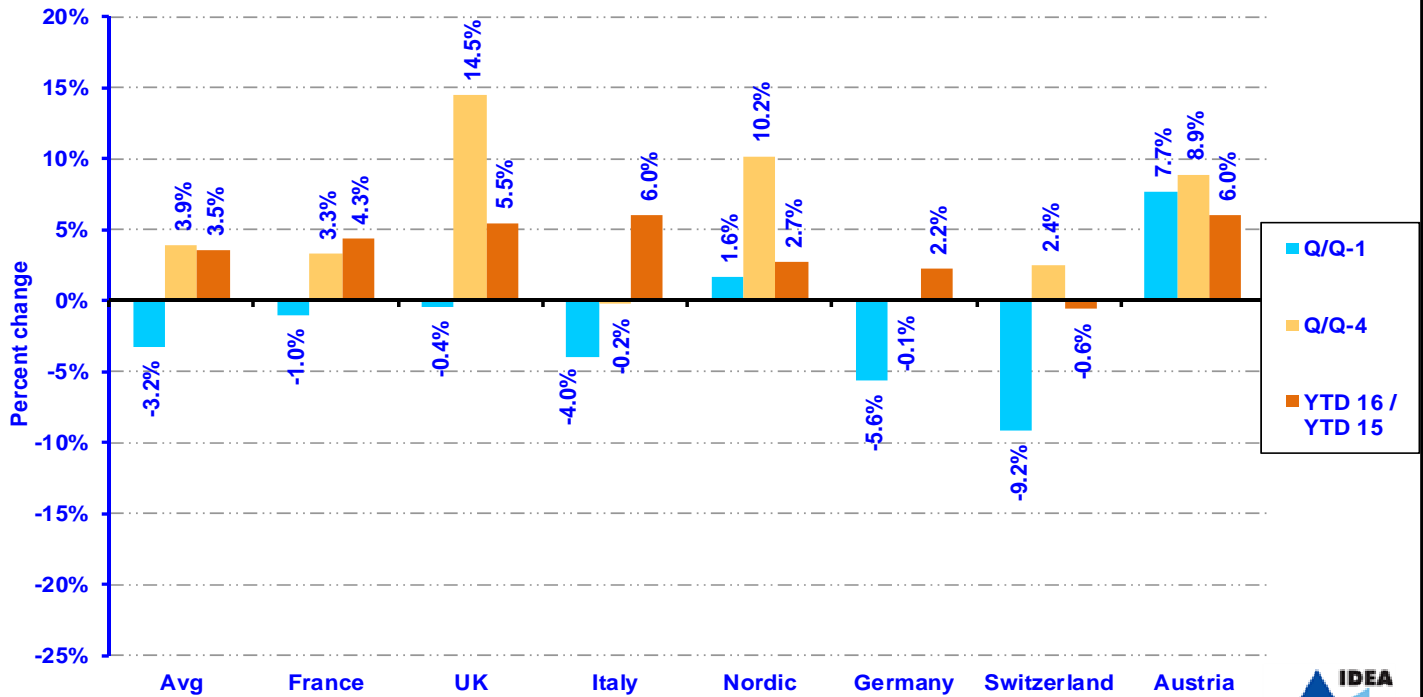
www.ideaelectronics.com



4TH 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



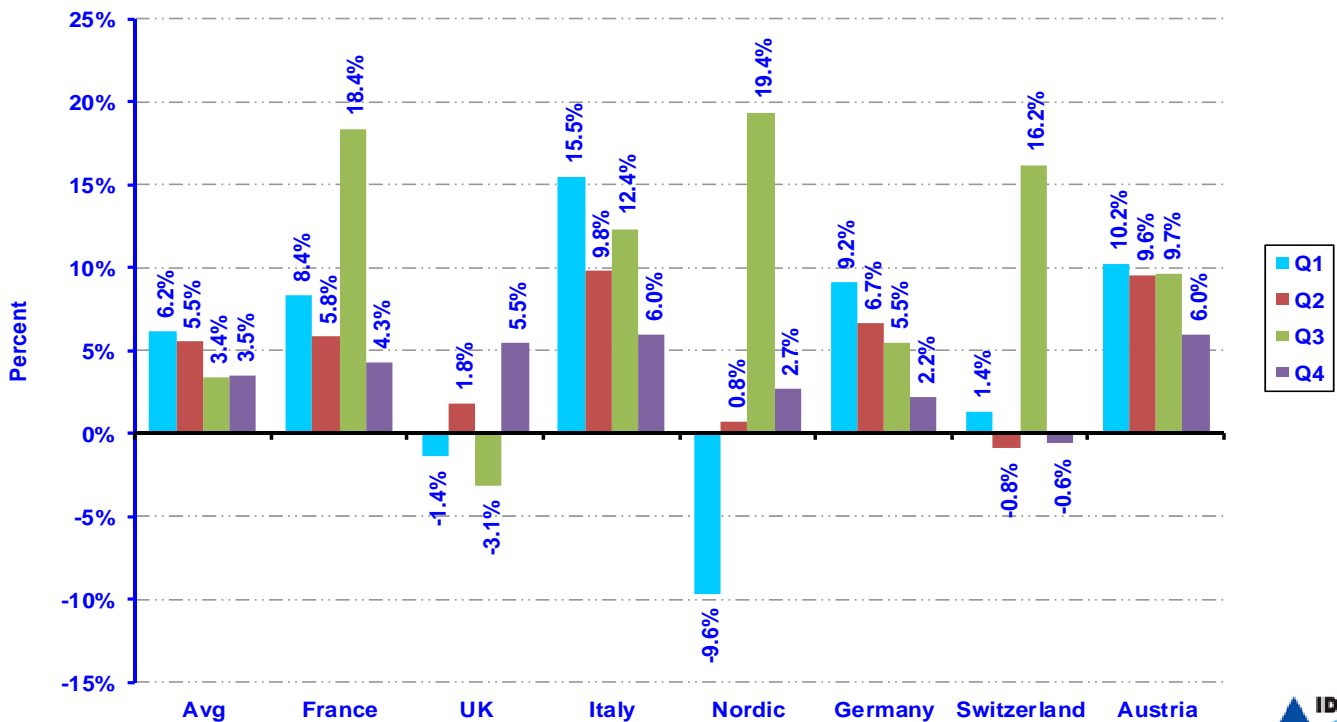
www.ideaelectronics.com



4TH 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



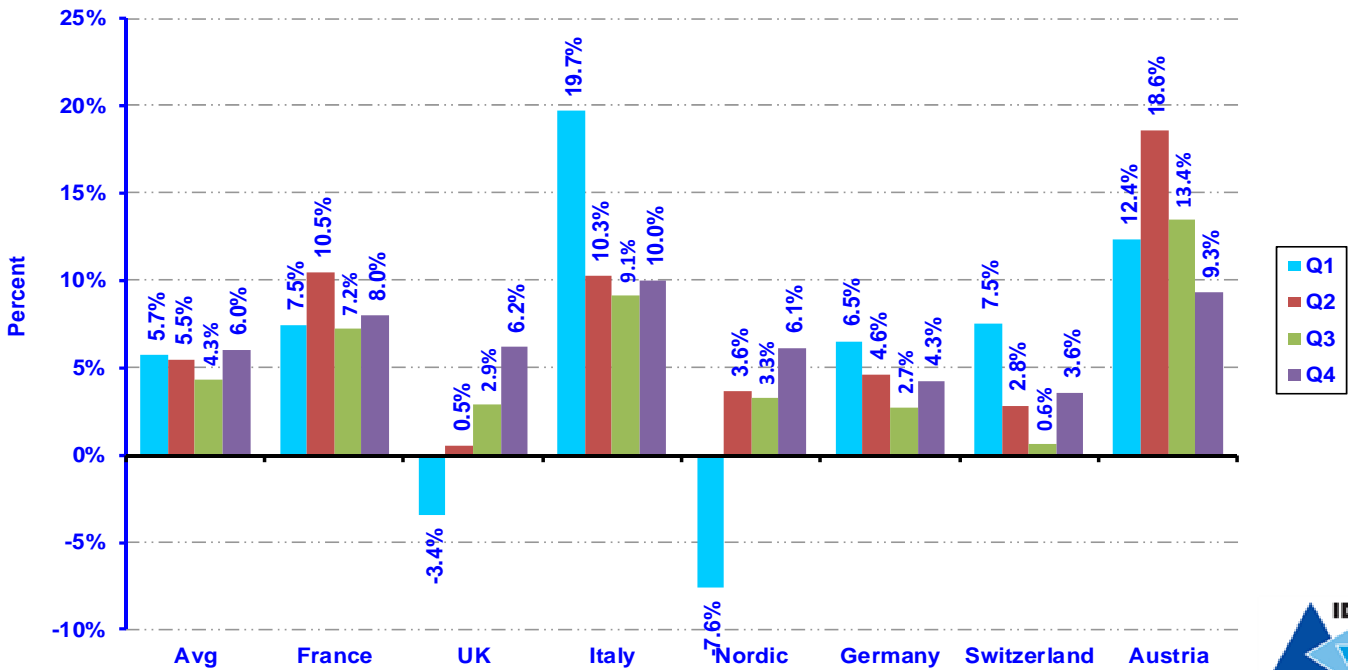
www.ideaelectronics.com



4TH 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

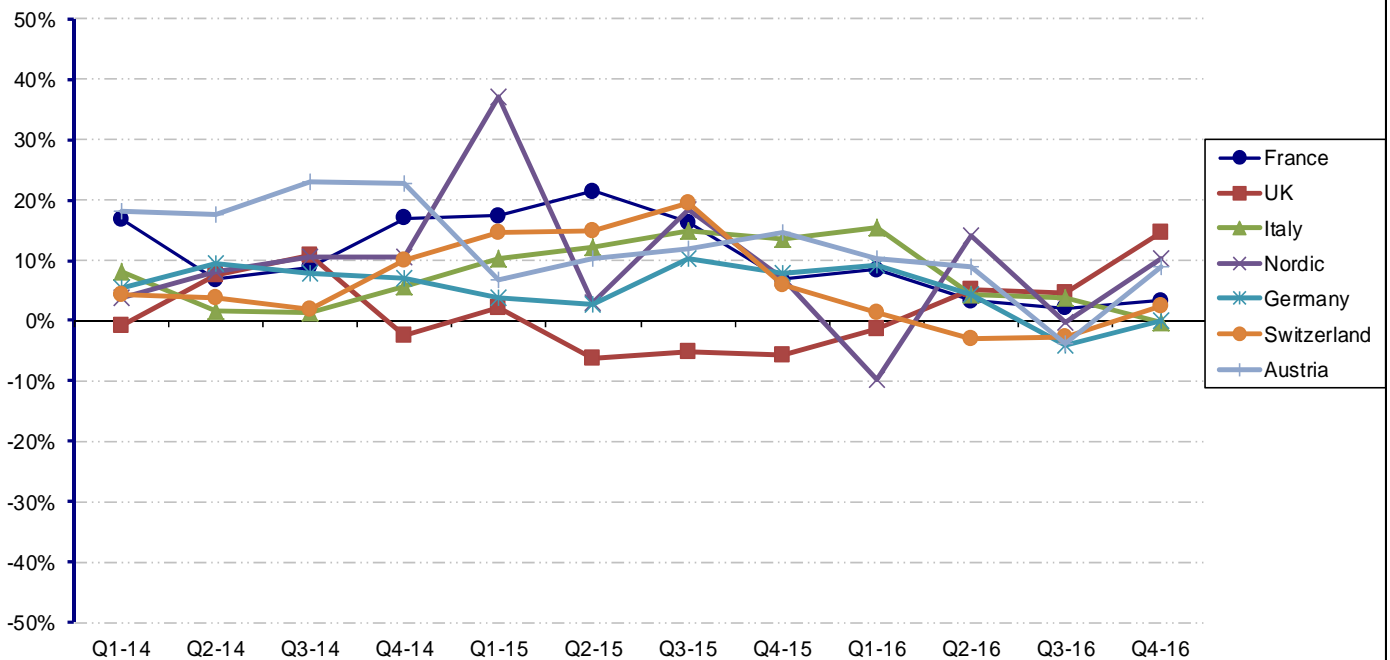


www.ideaelectronics.com



4TH 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

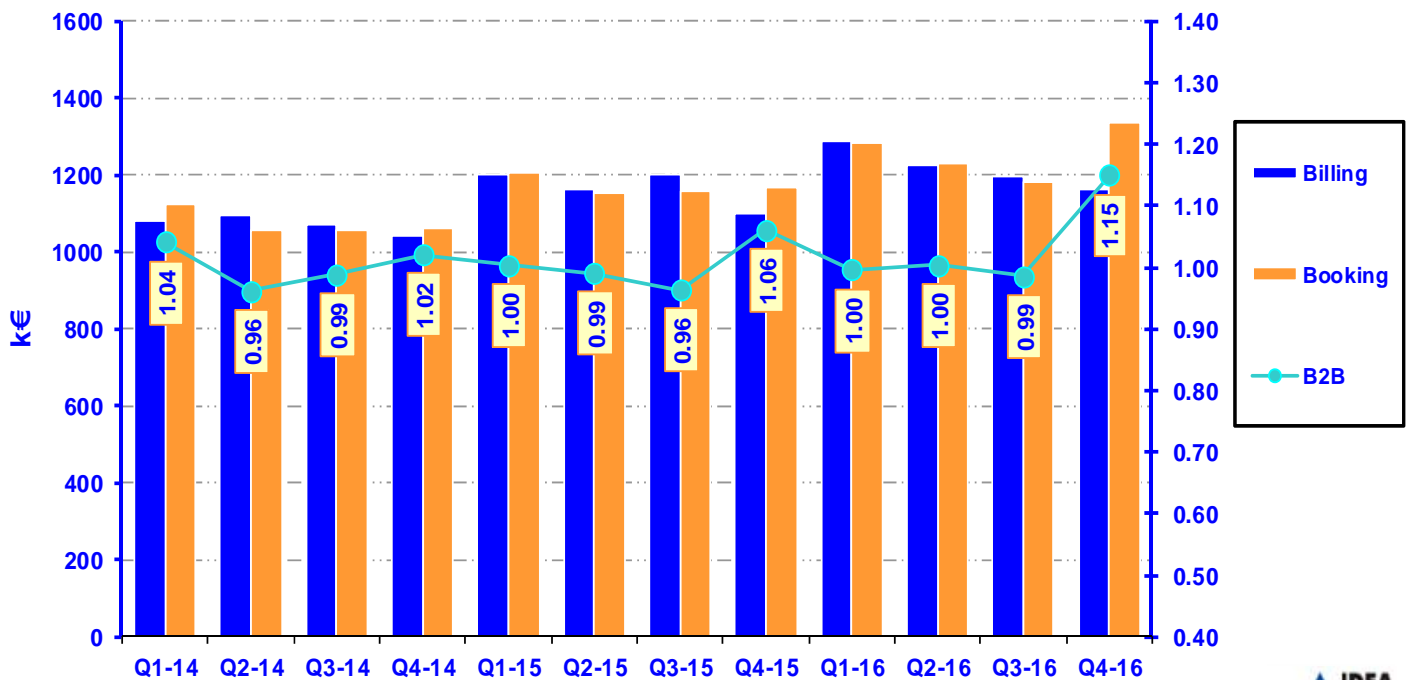


www.ideaelectronics.com



4TH 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

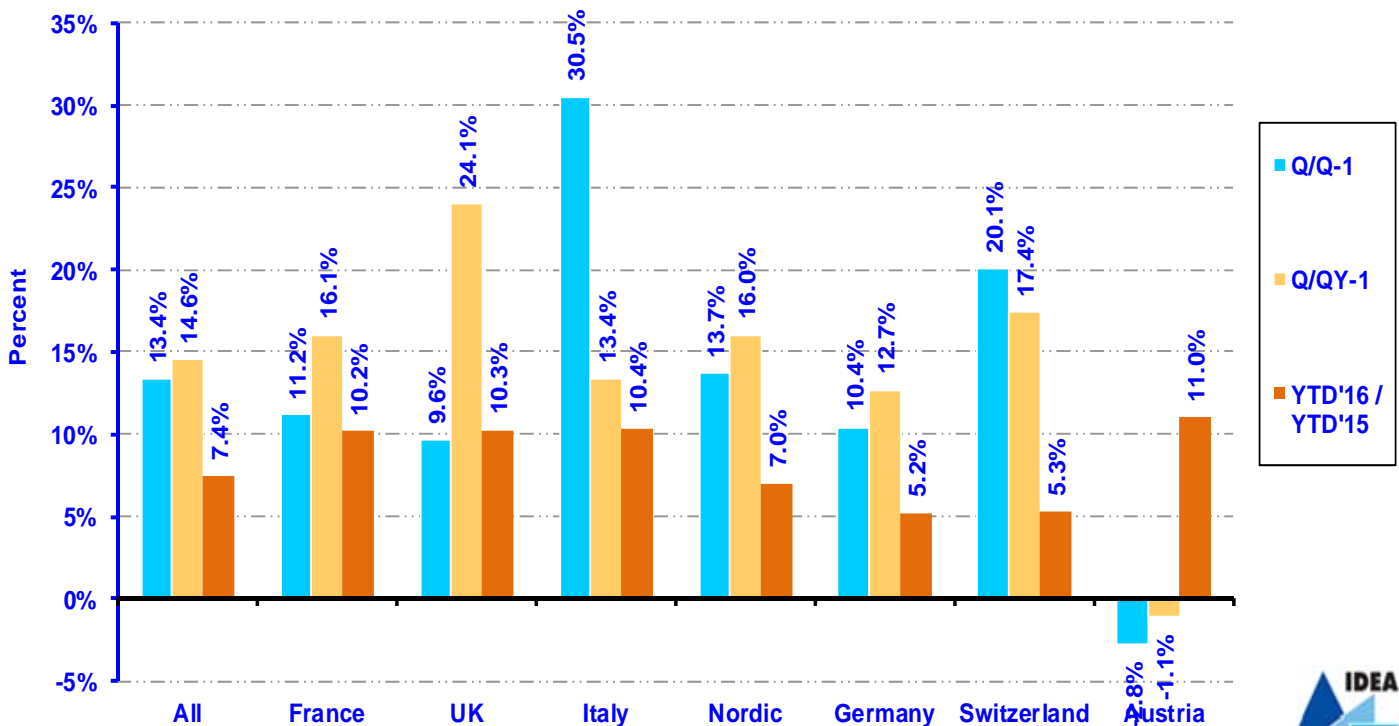


www.ideaelectronics.com



4TH 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



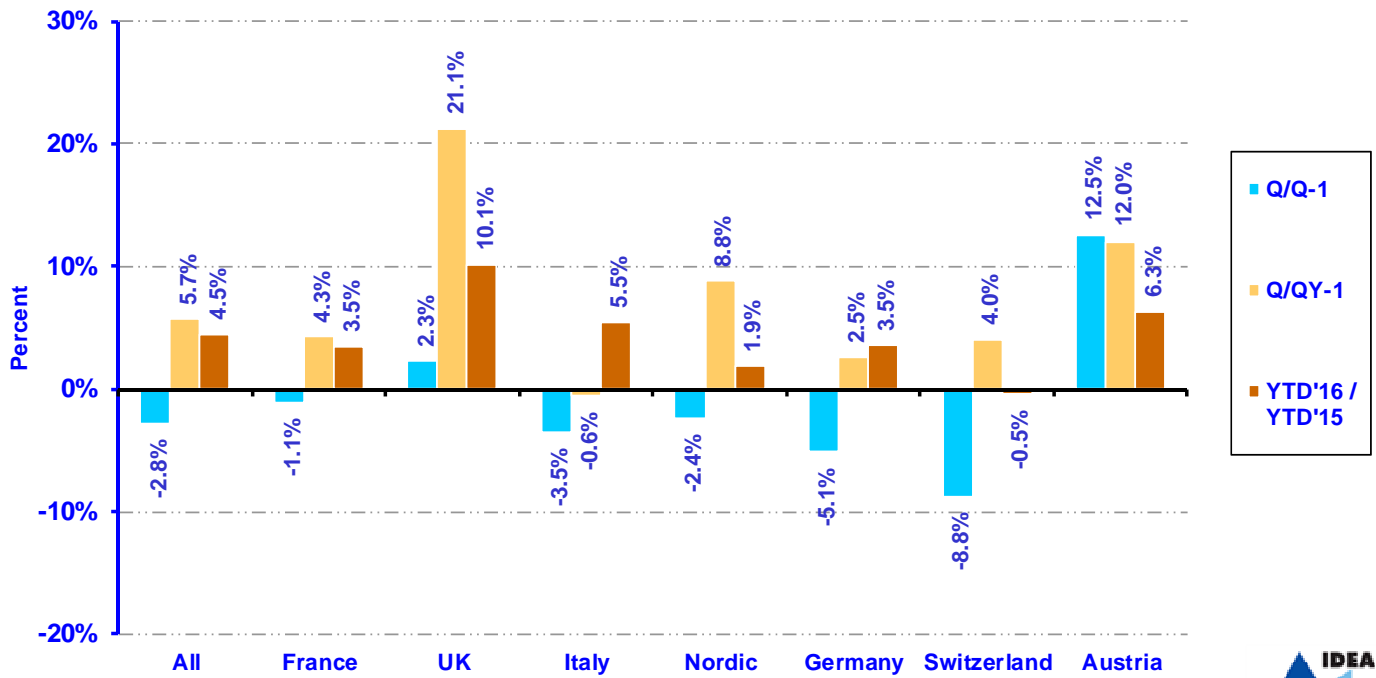
www.ideaelectronics.com



4TH 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



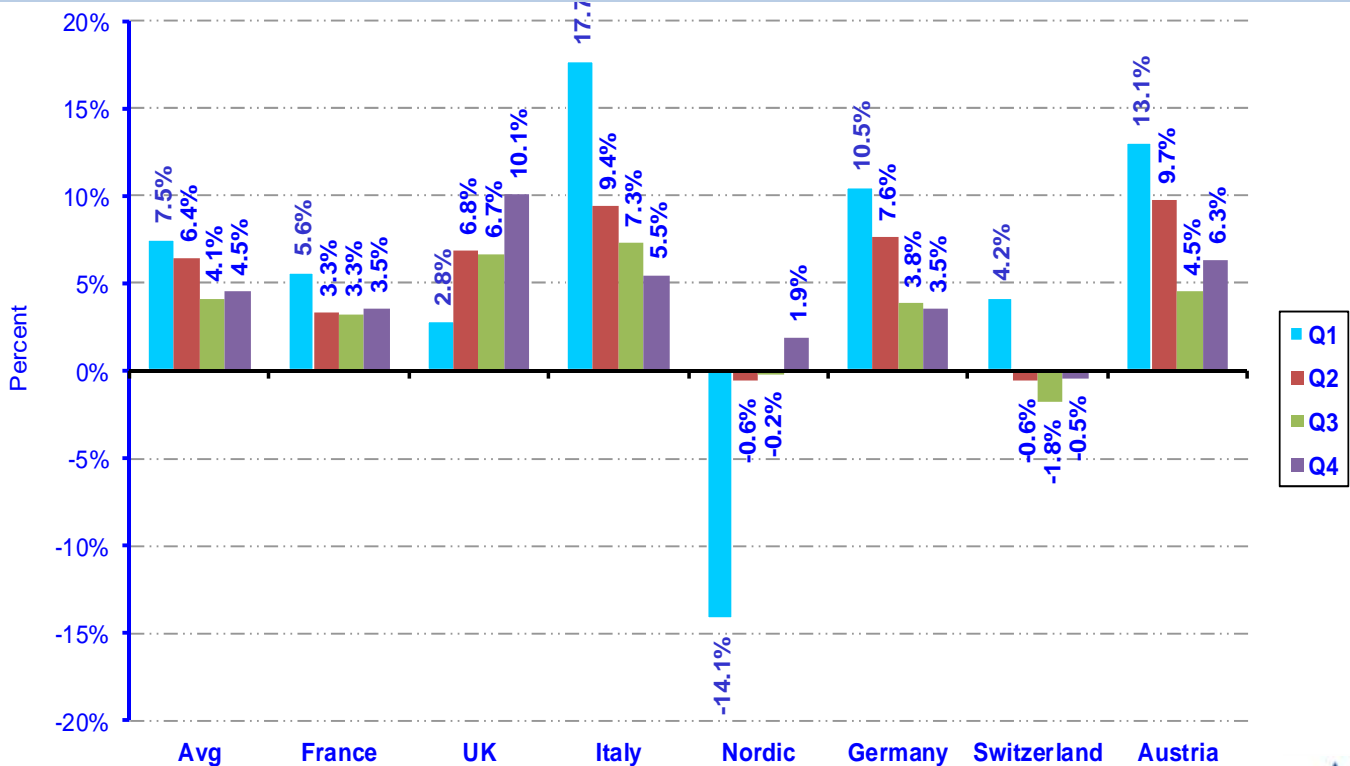
www.ideaelectronics.com



4TH 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



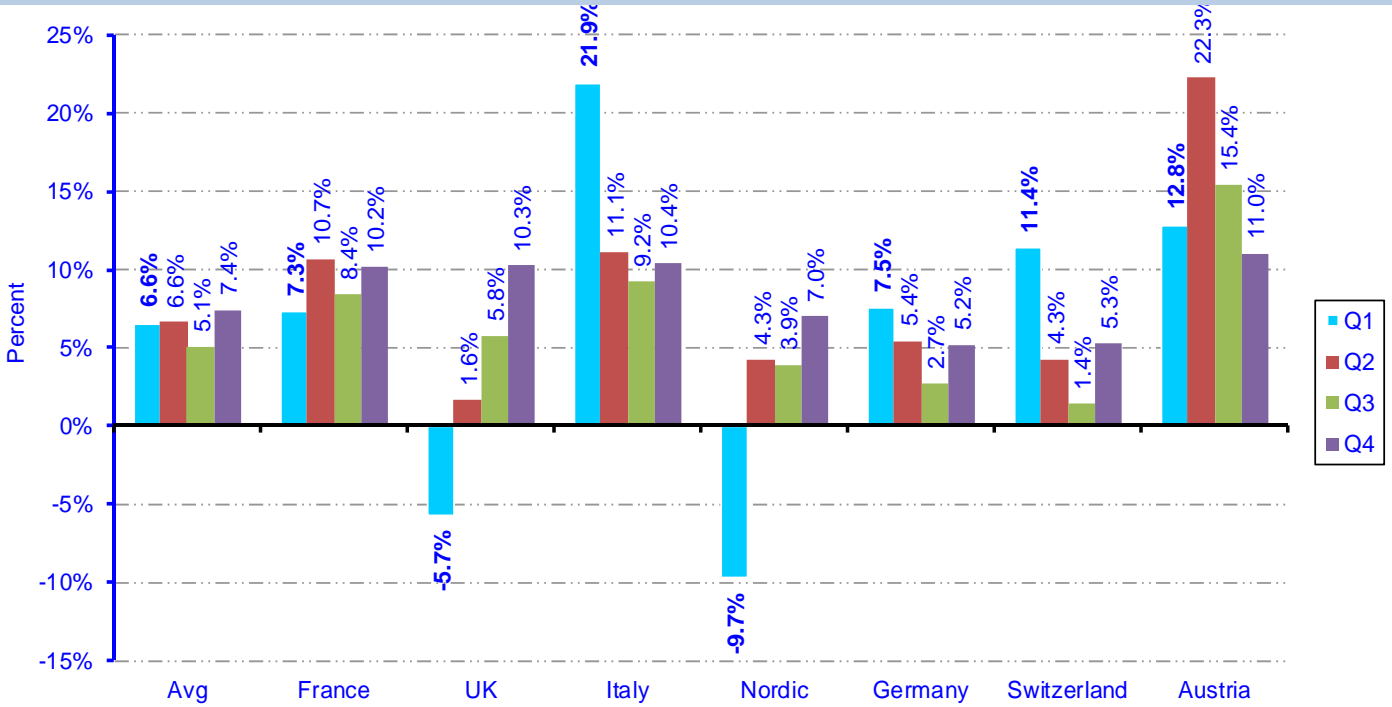
www.ideaelectronics.com



4TH 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



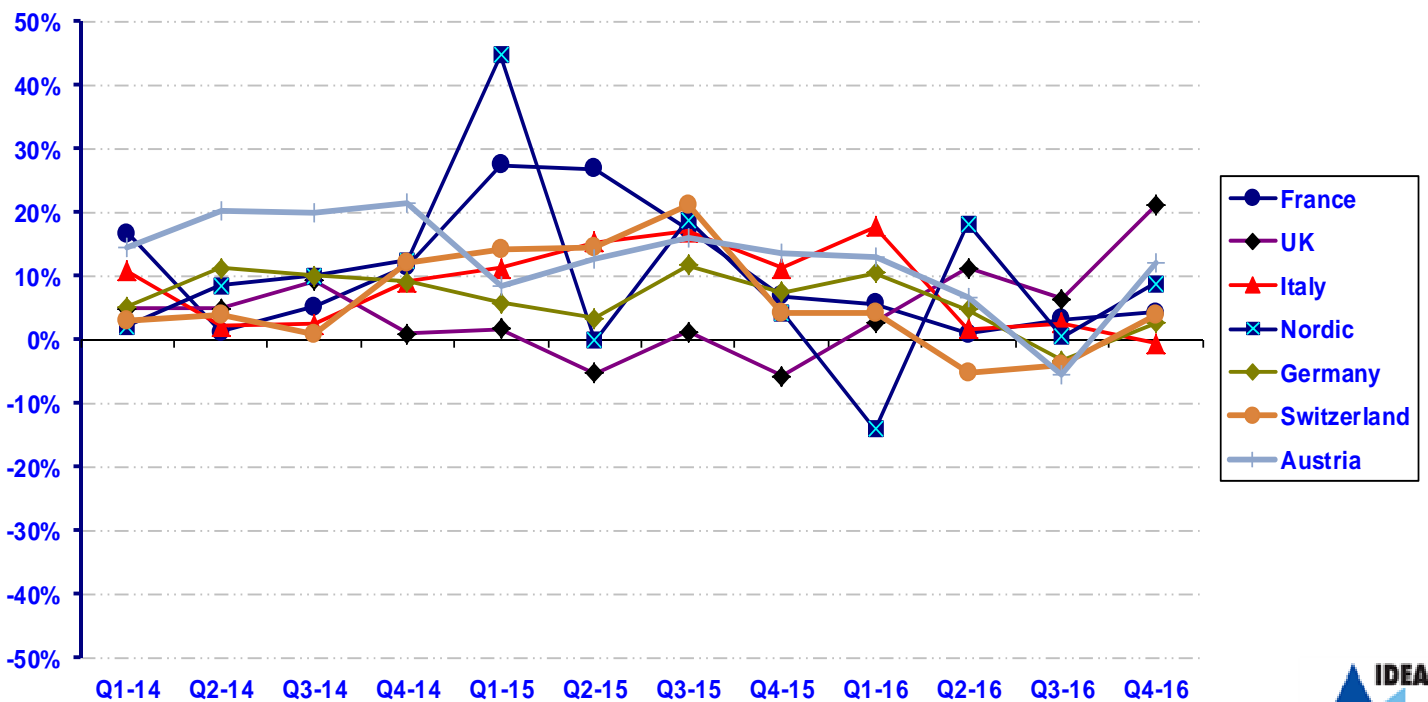
www.ideaelectronics.com



4TH 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.



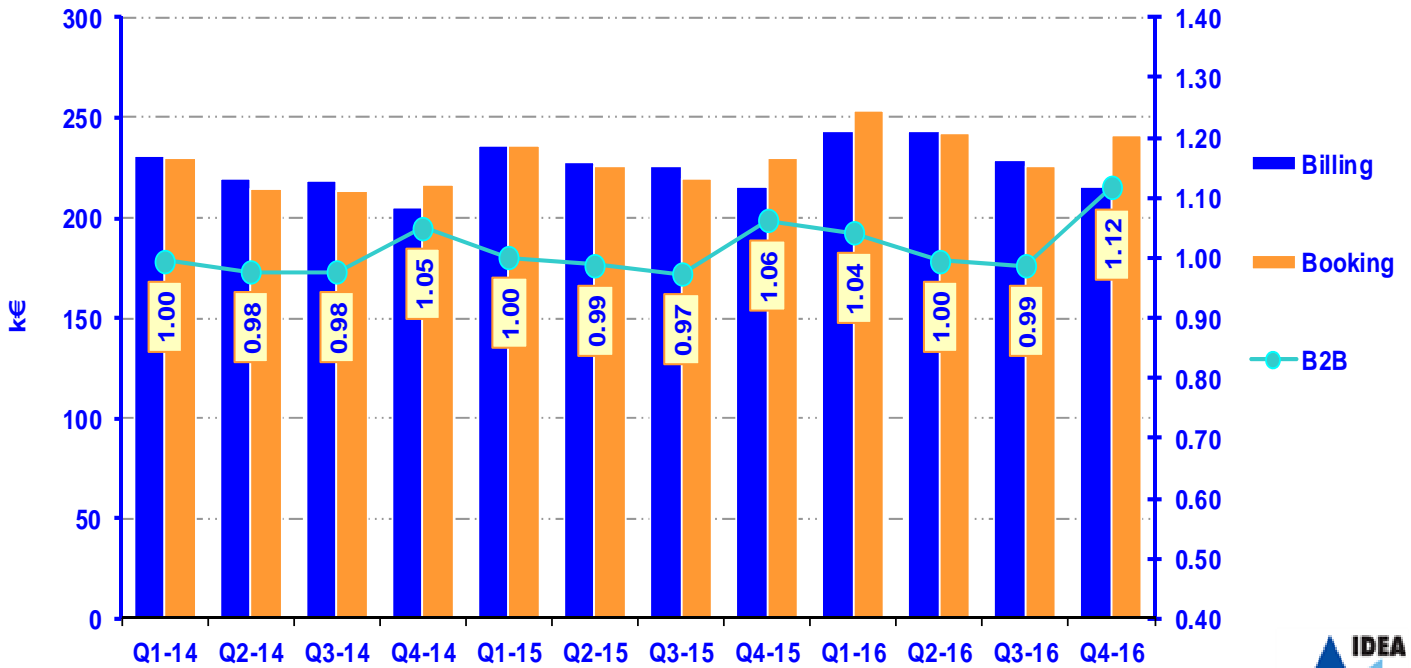
www.ideaelectronics.com



4TH 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



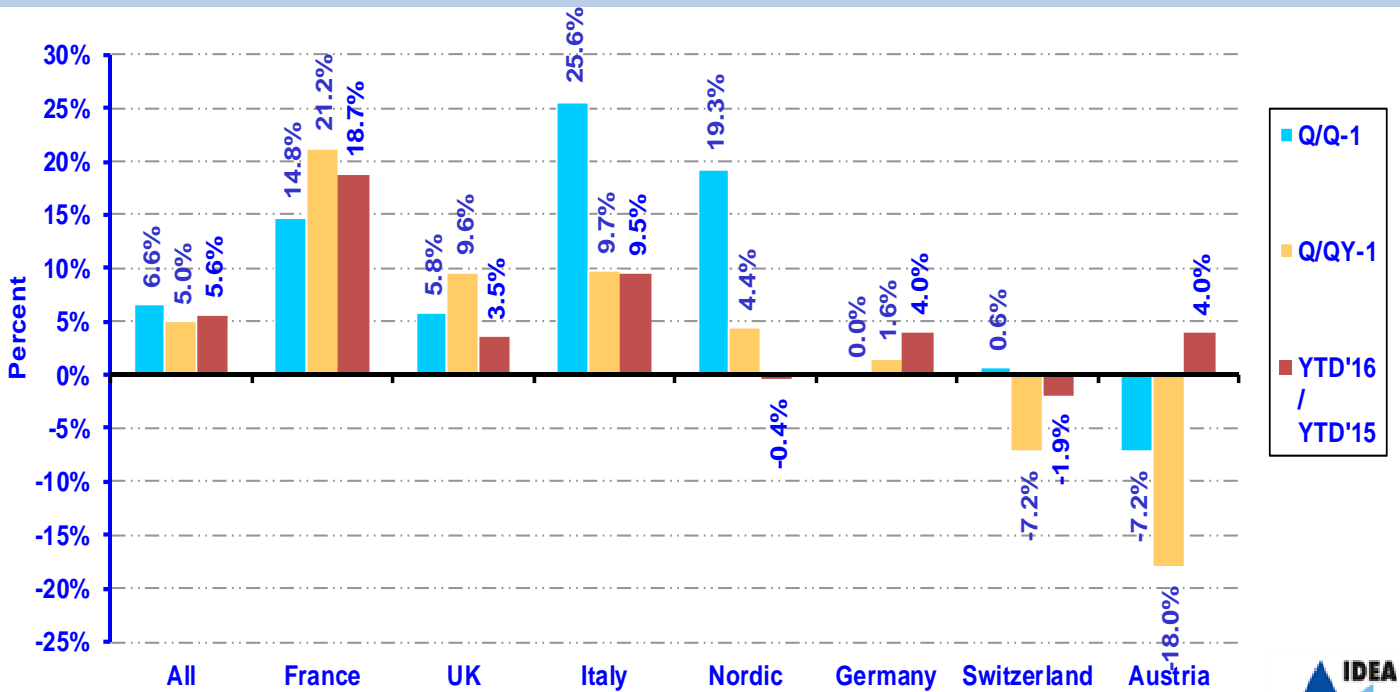
www.ideaelectronics.com



4TH 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)



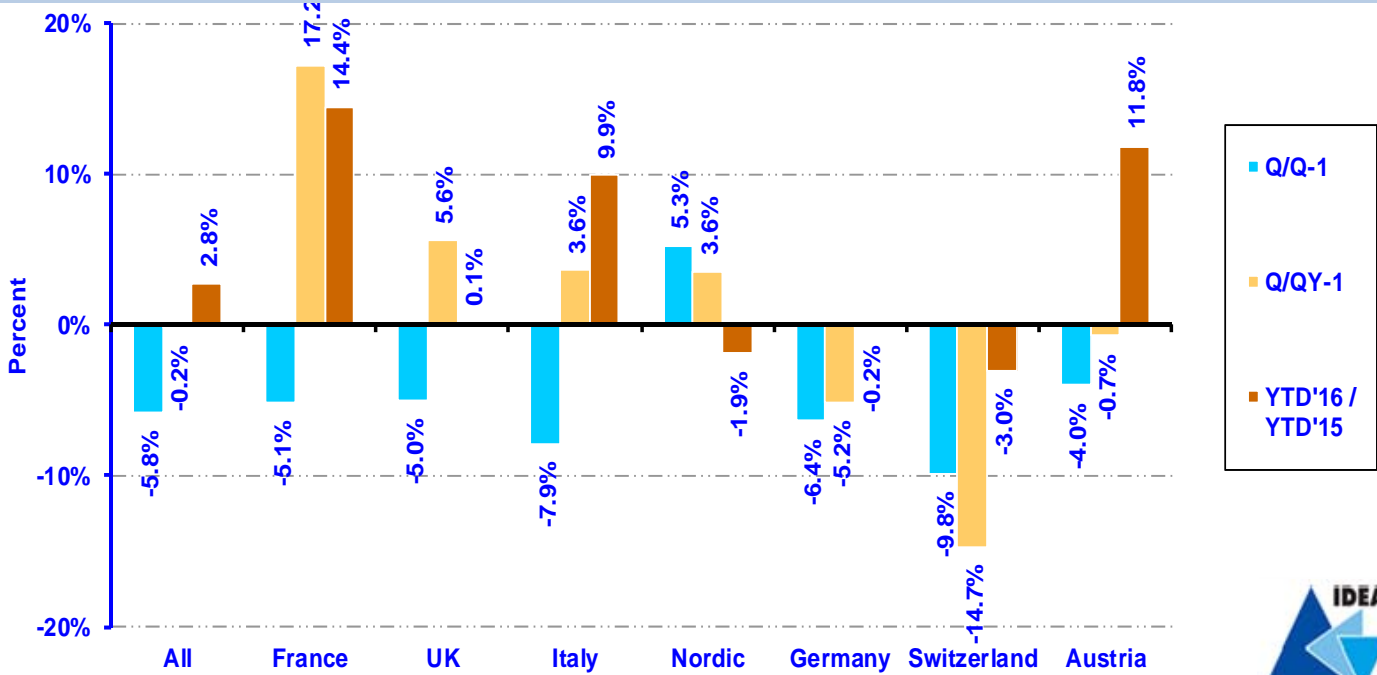
www.ideaelectronics.com



4TH 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)



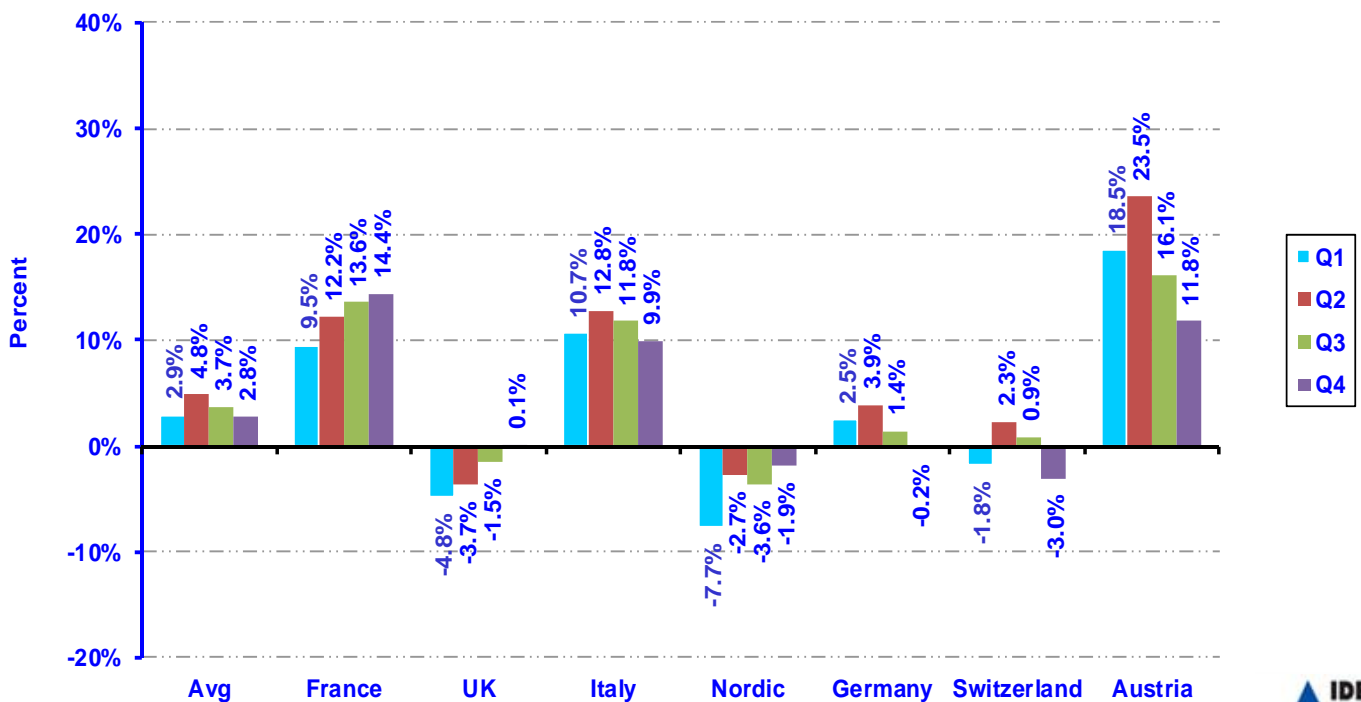
www.ideaelectronics.com



4TH 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



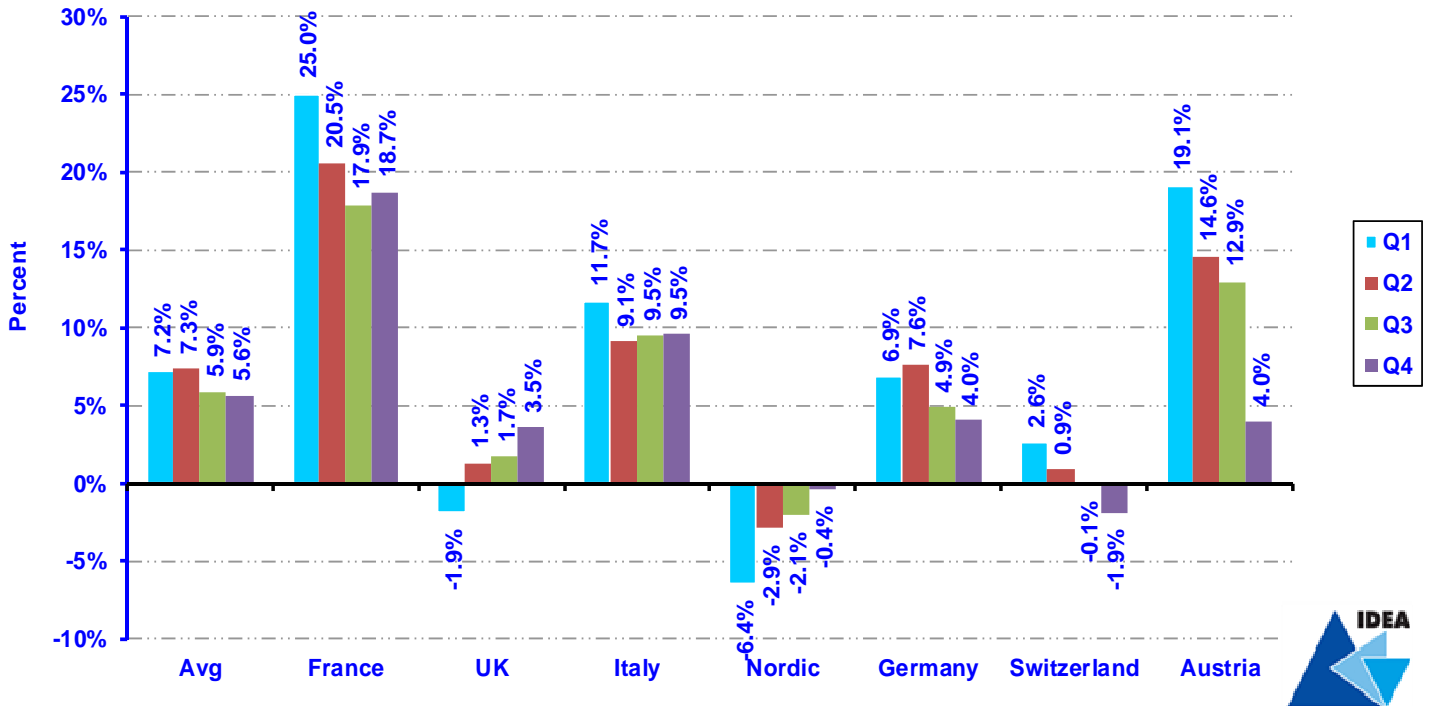
www.ideaelectronics.com



4TH 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



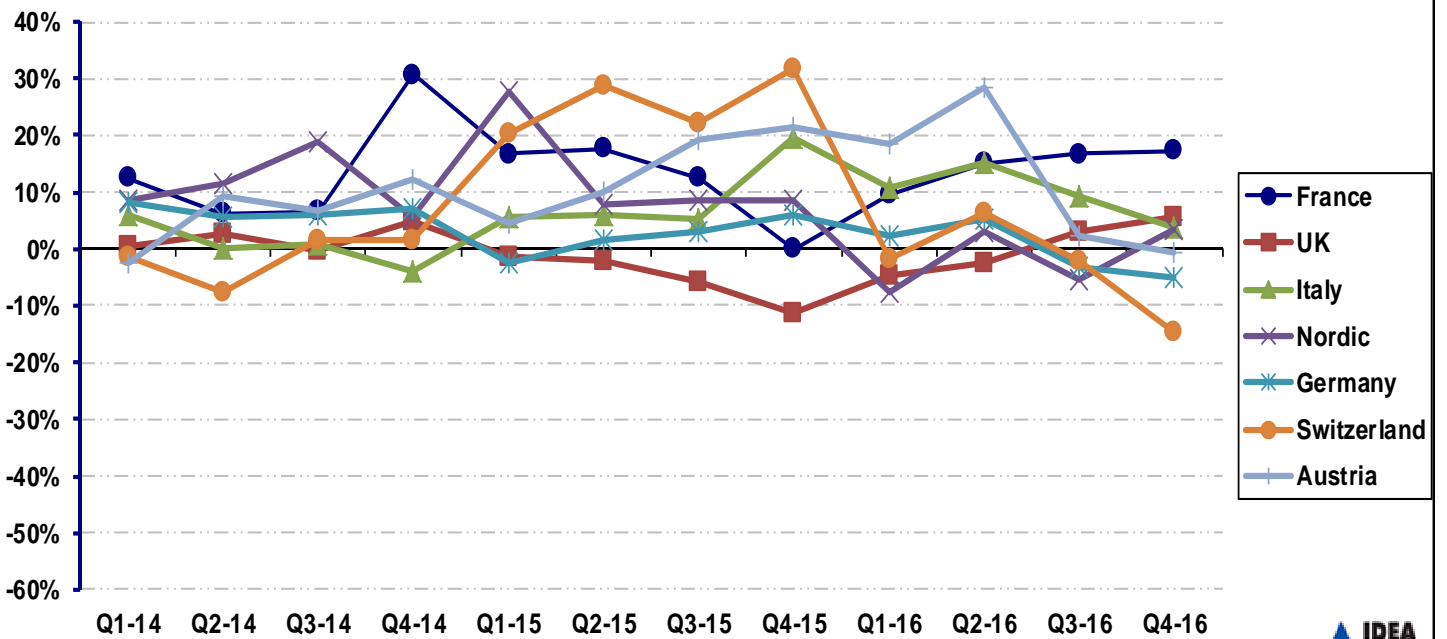
www.ideaelectronics.com



4TH 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.



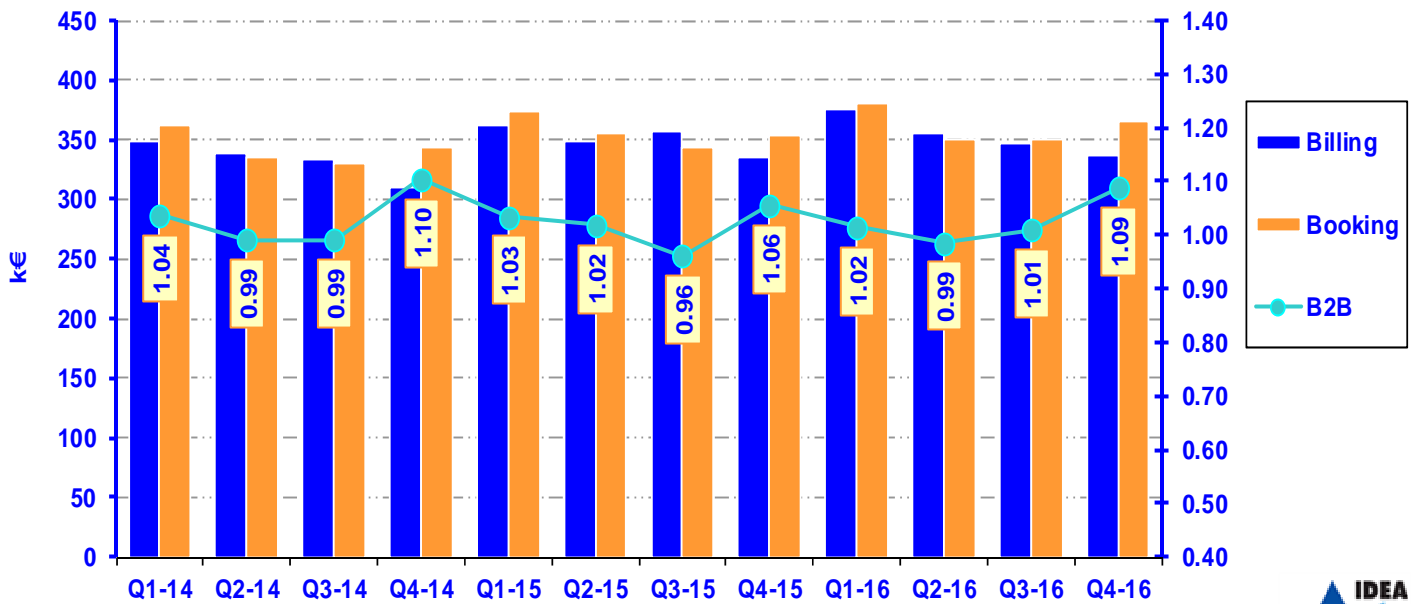
www.ideaelectronics.com



4TH 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



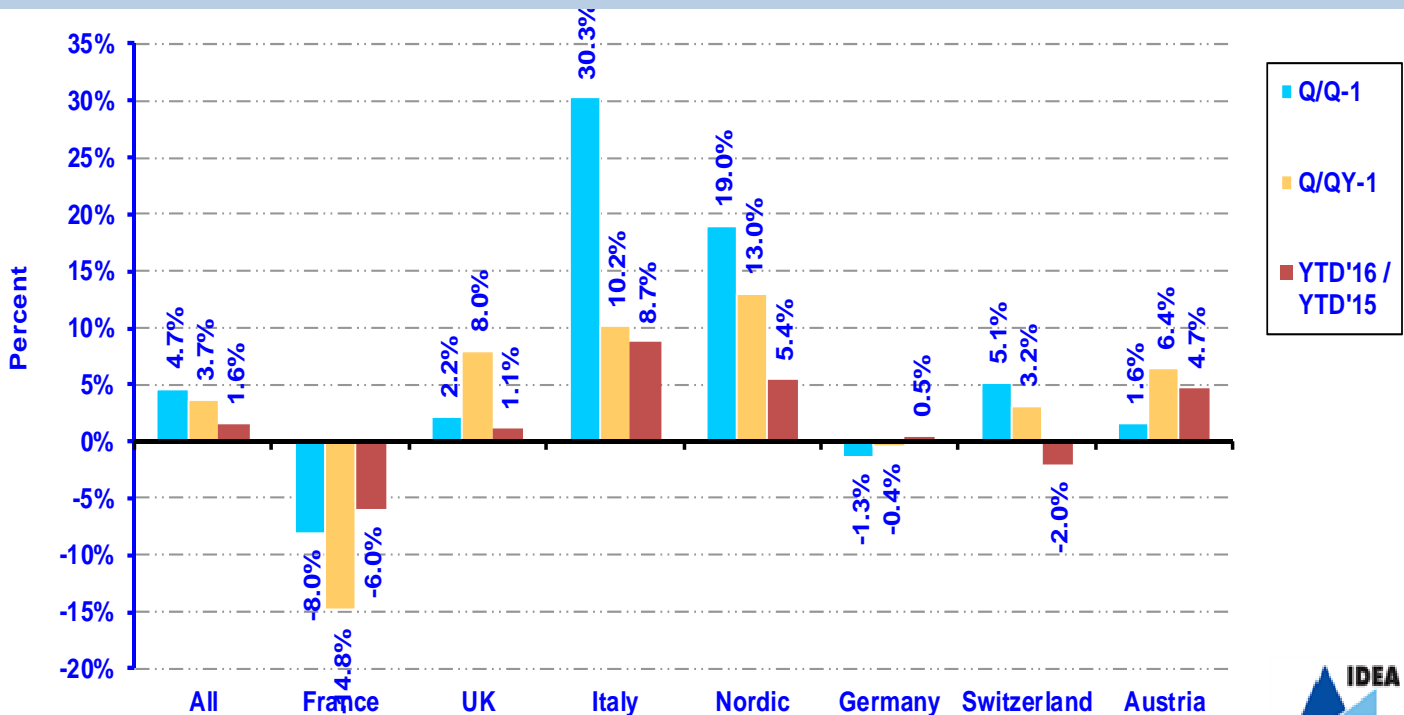
www.ideaelectronics.com



4TH 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)



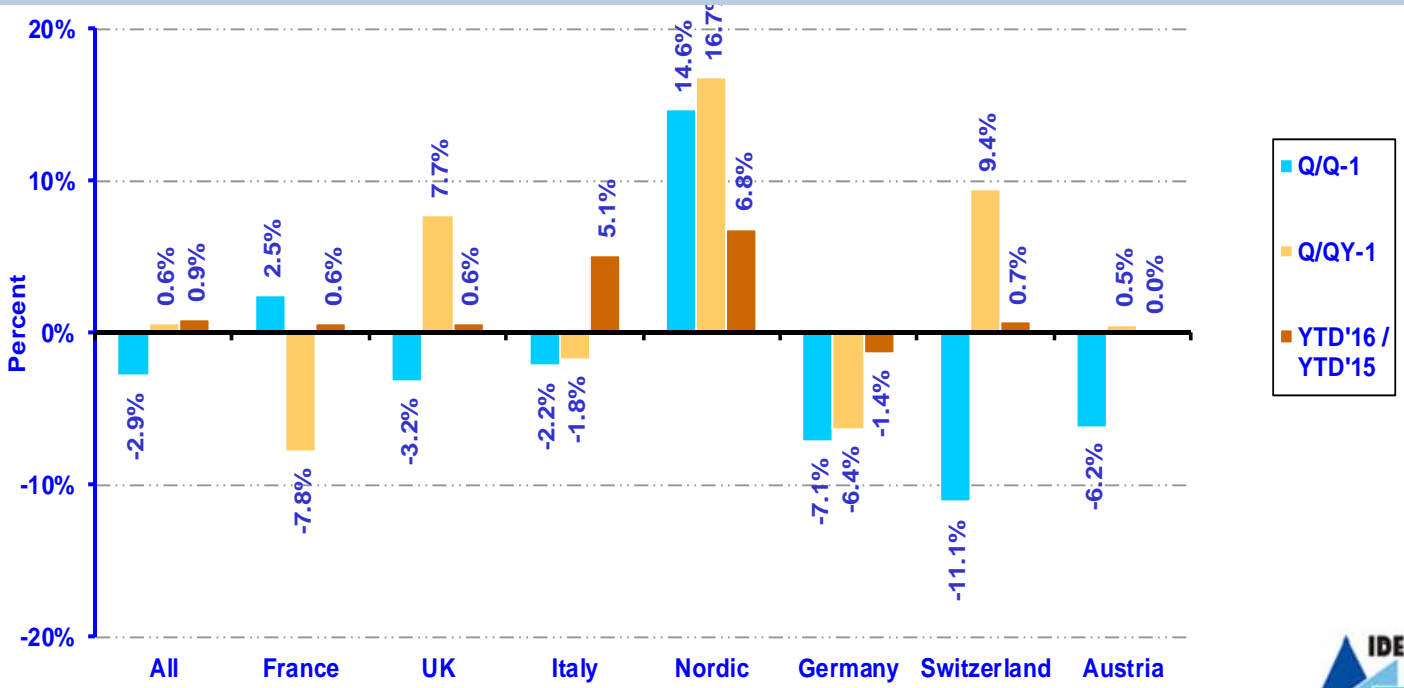
www.ideaelectronics.com



4TH 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



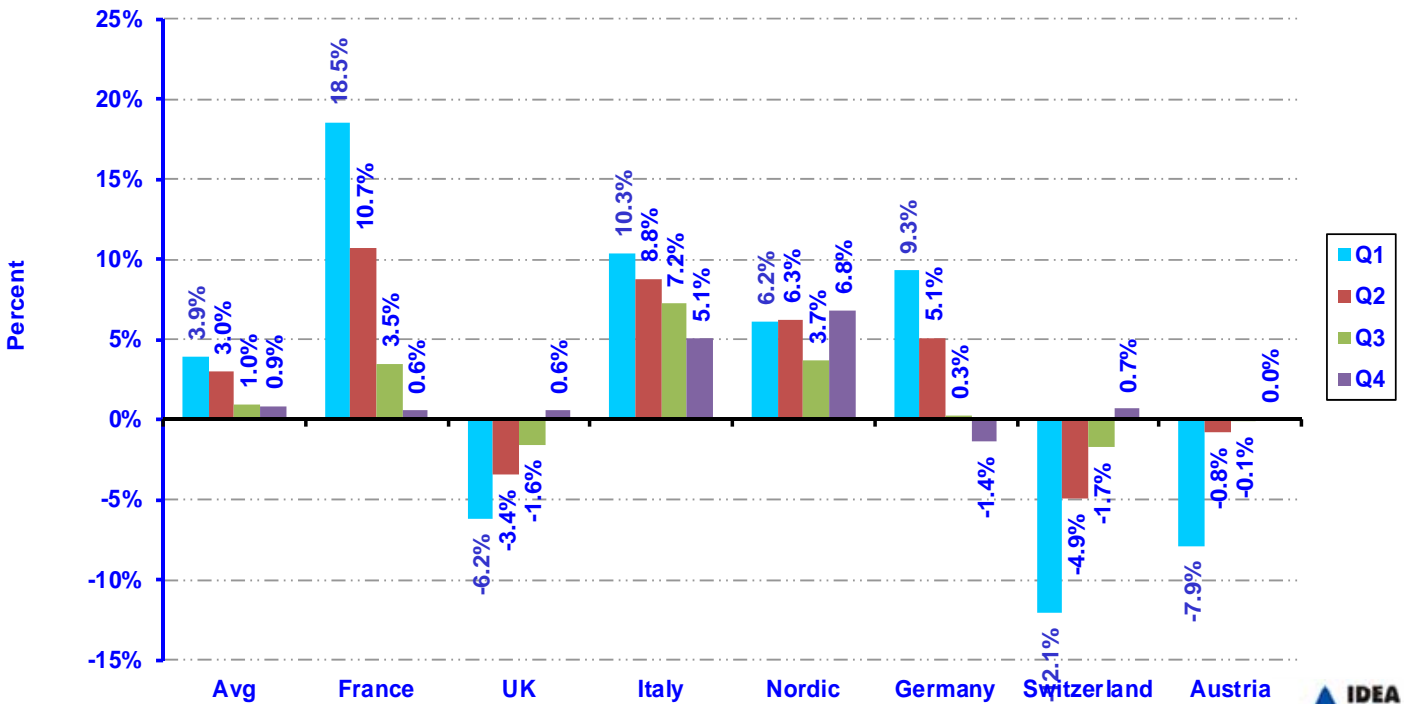
www.ideaelectronics.com



4TH 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



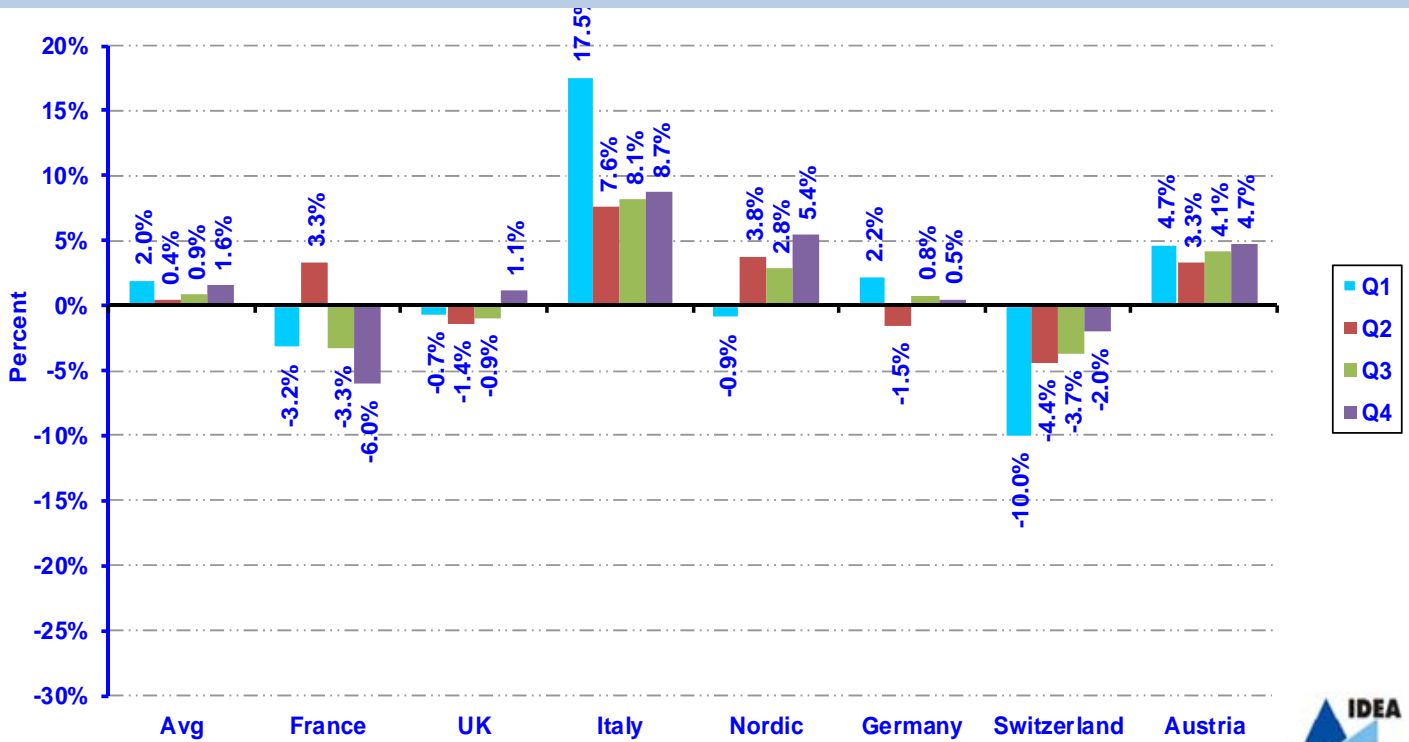
www.ideaelectronics.com



4TH 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



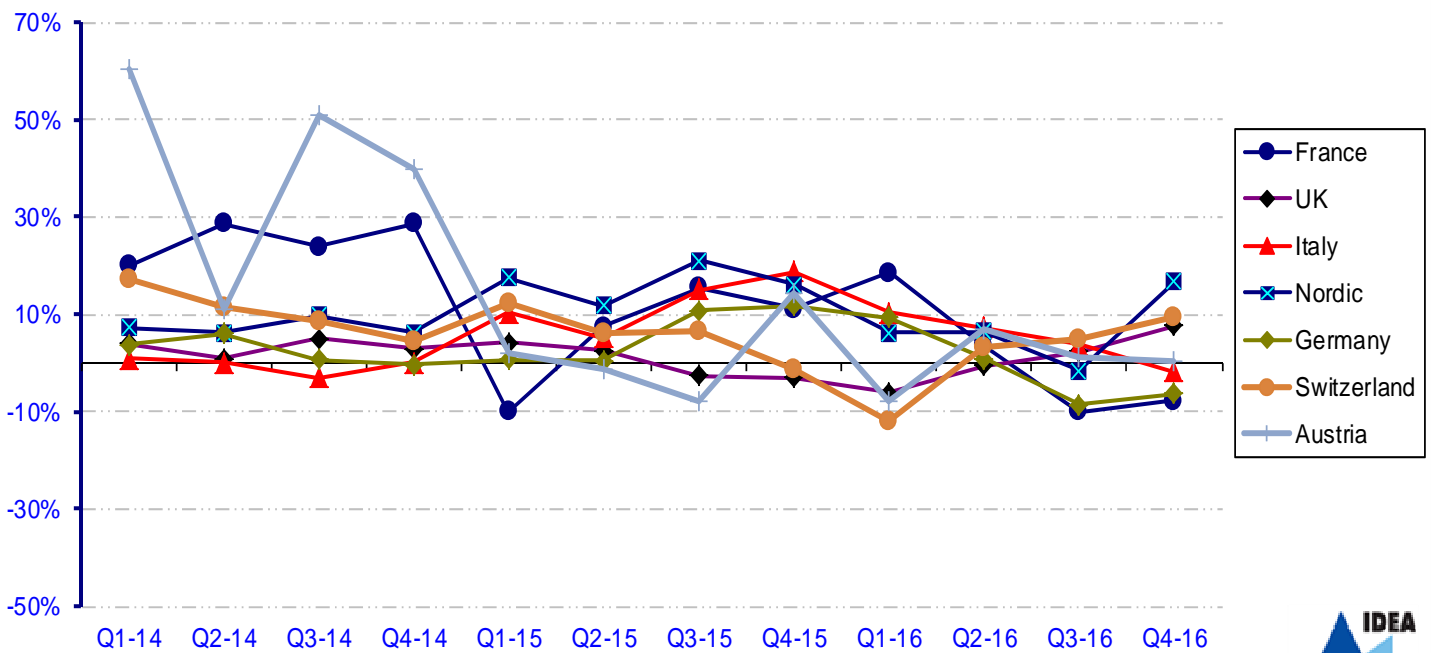
www.ideaelectronics.com



4TH 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.



www.ideaelectronics.com



Data input by Country and Component

Country	Category	Activity	1,204	1,152	1,158	1,167	1,283	1,229	1,180	1,337	
All	Semis	Bookings	1,199	1,163	1,202	1,101	1,289	1,225	1,197	1,163	
		Billings	237	225	220	229	253	242	226	241	
	Passives	Bookings	236	228	226	216	243	243	229	215	
		Billings	374	355	344	353	381	350	350	366	
	Emech/Other	Bookings	361	348	357	334	375	355	346	336	
		Billings	1,814	1,732	1,721	1,750	1,918	1,822	1,755	1,944	
	Totals	Bookings	1,796	1,739	1,785	1,651	1,907	1,824	1,772	1,715	
		Billings									
	Country	Category	Activity	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
	France	Semis	Bookings	110	96	92	91	118	110	95	106
Billings			107	104	95	93	113	105	98	97	
Passives		Bookings	20	19	17	18	25	22	19	22	
		Billings	21	20	18	17	23	23	21	20	
Emech/Other		Bookings	31	29	30	27	30	32	25	23	
		Billings	27	29	30	30	32	30	27	28	
Totals		Bookings	161	144	139	136	173	164	139	150	
		Billings	155	153	143	140	168	158	146	145	
Country		Category	Activity	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
UK		Semis	Bookings	174	156	154	156	164	171	177	194
	Billings		169	155	166	149	174	173	177	181	
	Passives	Bookings	44	39	37	37	43	41	38	40	
		Billings	43	41	39	36	40	40	41	39	
	Emech/Other	Bookings	120	112	108	102	119	109	108	110	
		Billings	115	108	107	98	108	107	109	106	
	Totals	Bookings	338	307	299	295	326	322	323	344	
		Billings	327	304	312	284	323	320	326	325	
	Country	Category	Activity	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
	Italy	Semis	Bookings	180	179	157	190	219	179	165	215
Billings			176	188	163	162	207	191	167	161	
Passives		Bookings	39	36	30	38	44	38	34	42	
		Billings	38	36	32	31	42	41	35	32	
Emech/Other		Bookings	41	42	36	46	48	41	39	51	
		Billings	41	41	37	38	45	44	38	37	
Totals		Bookings	260	256	223	274	311	258	237	308	
		Billings	255	265	231	231	294	277	240	231	
Country		Category	Activity	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
Nordic		Semis	Bookings	105	82	95	96	95	100	98	111
	Billings		114	82	101	91	98	97	101	99	
	Passives	Bookings	10	9	8	10	10	9	8	10	
		Billings	11	9	9	9	10	9	9	9	
	Emech/Other	Bookings	32	28	28	30	32	30	28	34	
		Billings	31	29	29	28	33	31	29	33	
	Totals	Bookings	148	118	131	135	136	139	135	155	
		Billings	156	121	140	128	141	138	139	141	
	Country	Category	Activity	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
	Germany	Semis	Bookings	545	547	566	541	586	565	552	610
Billings			542	539	580	519	599	565	561	532	
Passives		Bookings	109	109	114	112	117	118	114	114	
		Billings	111	109	114	109	114	115	110	103	
Emech/Other		Bookings	134	128	125	131	137	121	132	130	
		Billings	129	125	138	125	141	126	126	117	
Totals		Bookings	788	783	805	784	840	804	798	854	
		Billings	783	773	832	753	854	805	797	752	
Country		Category	Activity	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
Switzerland		Semis	Bookings	50	55	51	50	56	53	48	58
	Billings		51	52	55	47	53	49	53	49	
	Passives	Bookings	7	7	7	7	8	7	7	7	
		Billings	7	7	7	7	7	8	7	6	
	Emech/Other	Bookings	9	8	8	8	8	8	8	8	
		Billings	9	8	8	7	8	8	9	8	
	Totals	Bookings	67	70	66	65	72	69	63	73	
		Billings	68	68	71	61	68	66	69	62	
	Country	Category	Activity	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	Q2-16	Q3-16	Q4-16
	Austria	Semis	Bookings	40	39	43	44	45	51	44	43
Billings			39	42	42	40	44	45	40	45	
Passives		Bookings	6	6	6	8	7	7	7	6	
		Billings	6	6	6	6	7	8	6	6	
Emech/Other		Bookings	8	8	9	9	8	8	9	10	
		Billings	9	8	8	8	8	9	9	8	
Totals		Bookings	53	53	58	60	60	66	60	59	
		Billings	53	56	57	54	59	61	55	59	