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Q1-2016 IDEA European Electronic Component Quarterly graphics package

in association with the local trade associations:



South Africa



Russia



Italy



UK



Australasia



Turkey



India



Germany



USA



Sweden



France

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

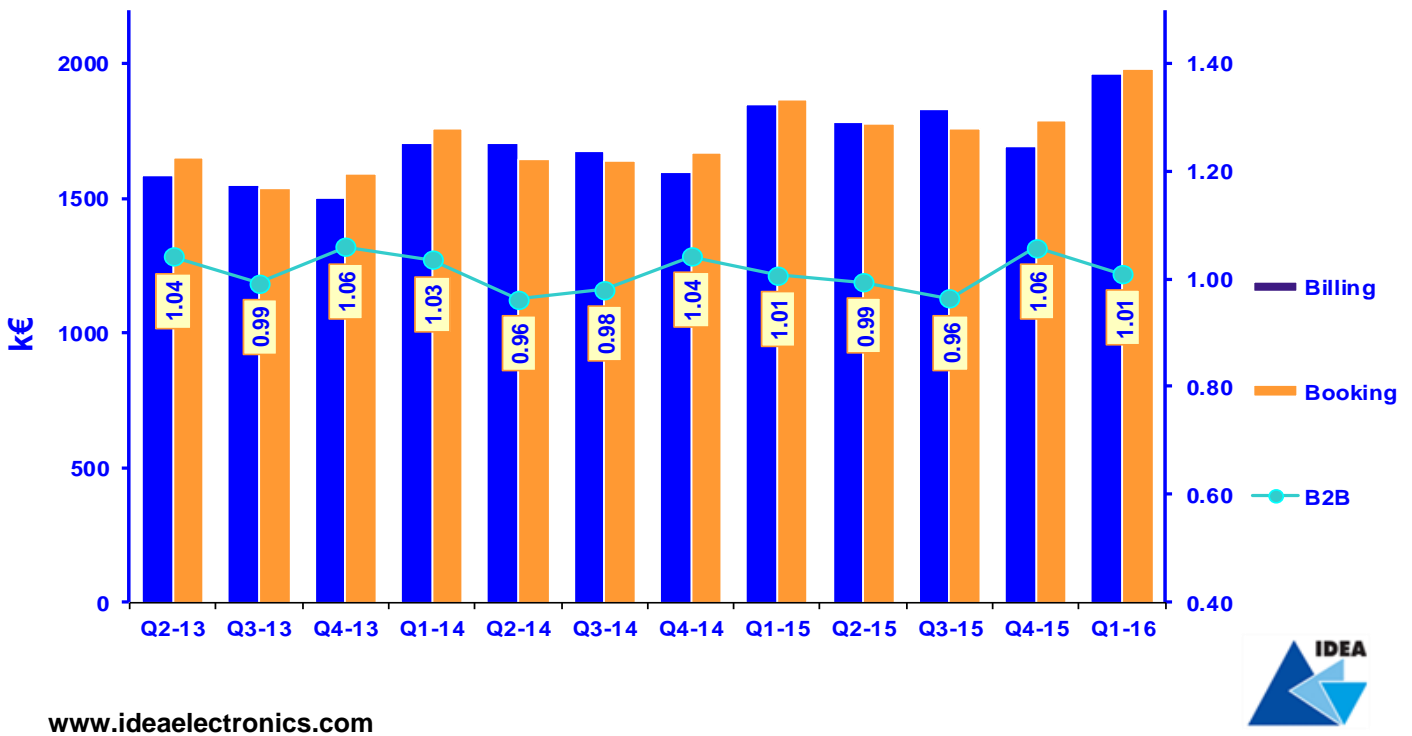
segreteria@ideaelectronics.com

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1ST 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



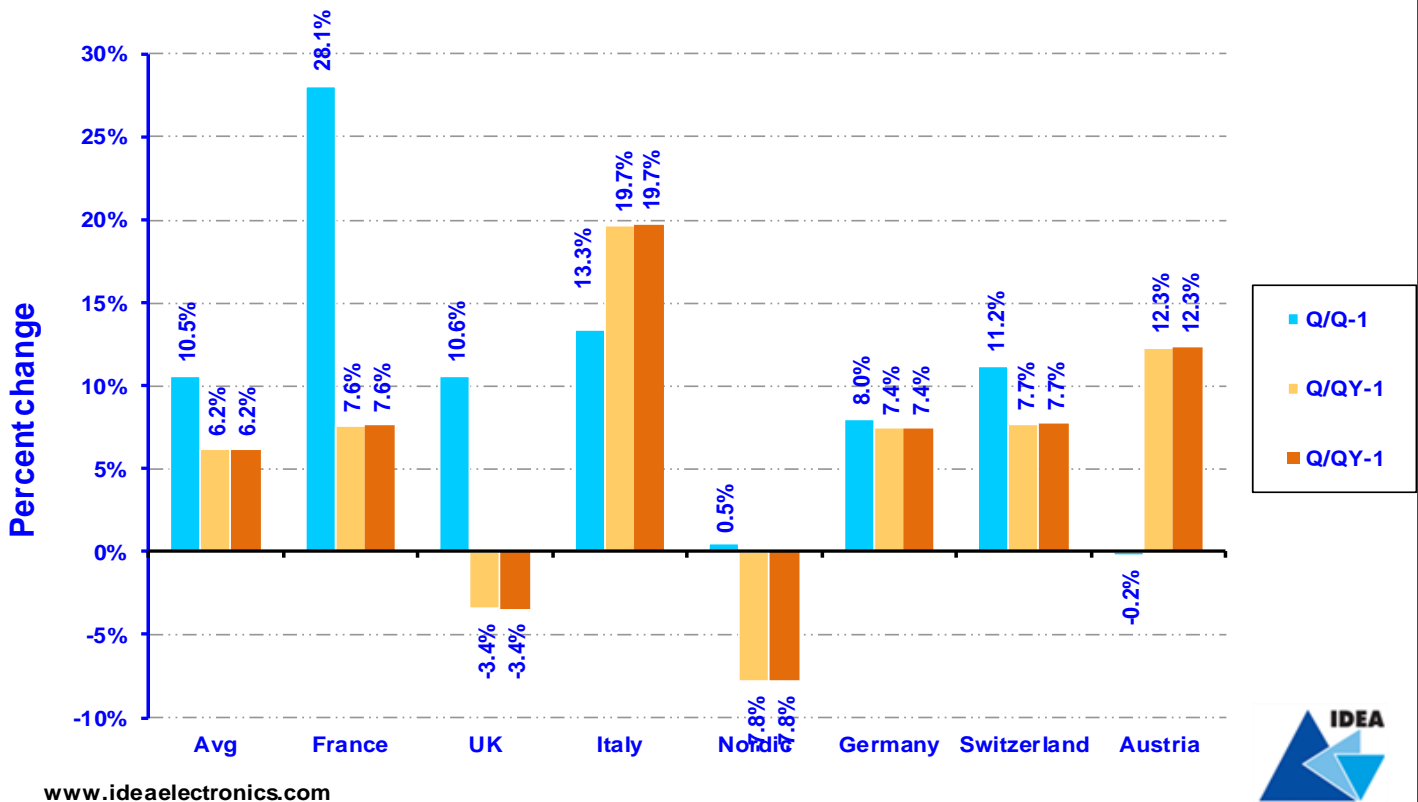
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1ST QTR. 2016 **TOTAL COMPONENTS Booking Trend**

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



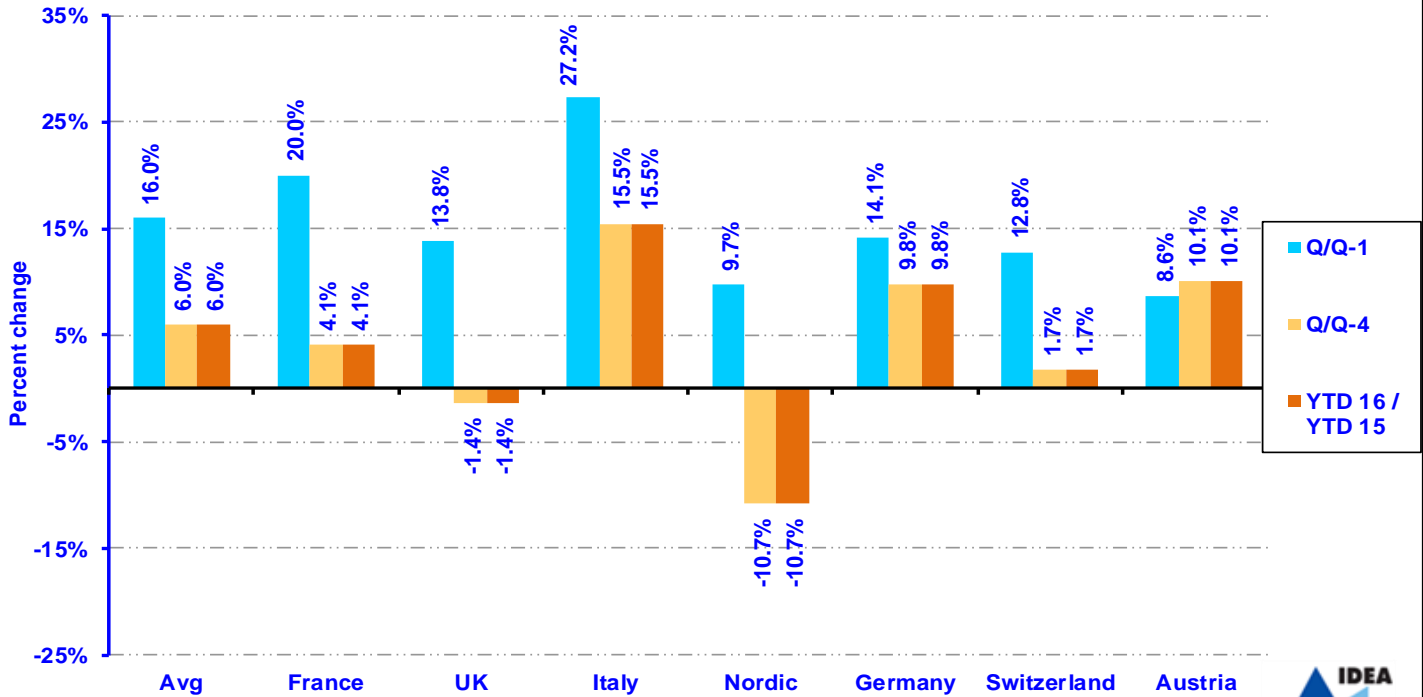
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1ST QTR. 2016 **TOTAL COMPONENTS Billing Trend**

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 / 15



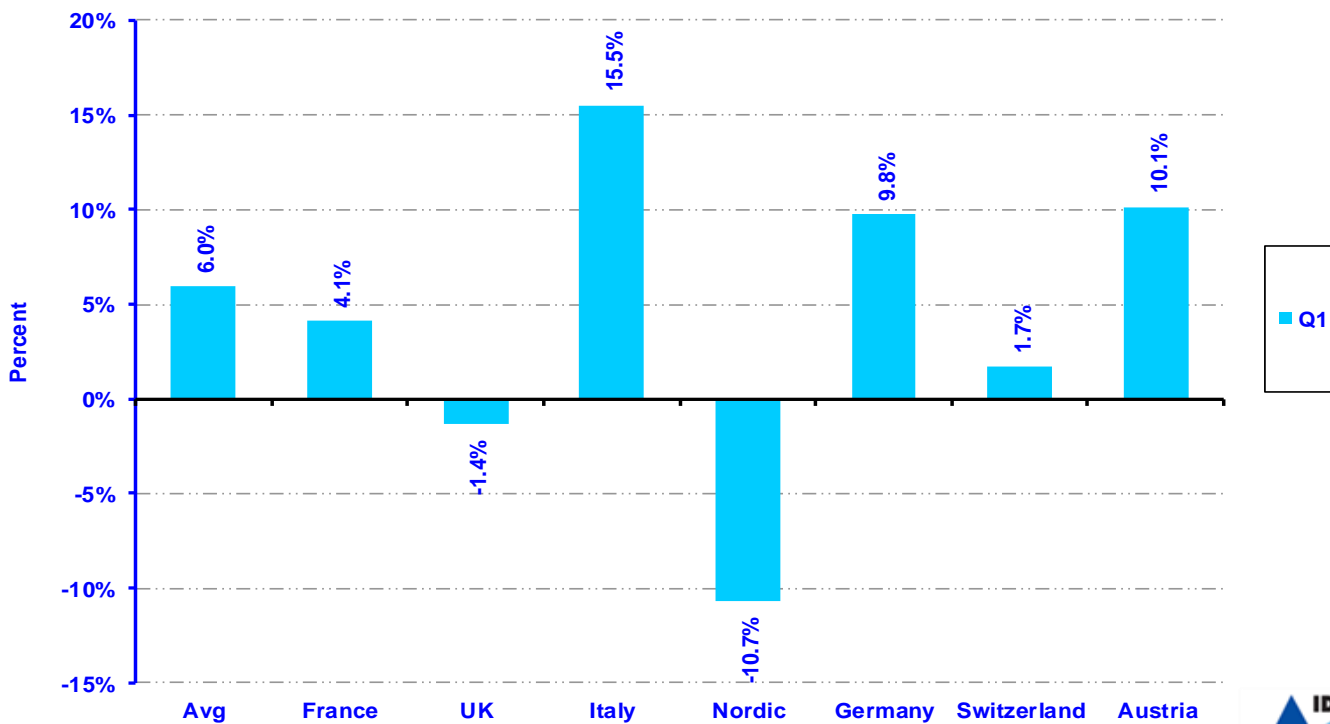
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1ST QTR. 2016 **TOTAL COMPONENTS YTD Billings Trend**

Graphic T4

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



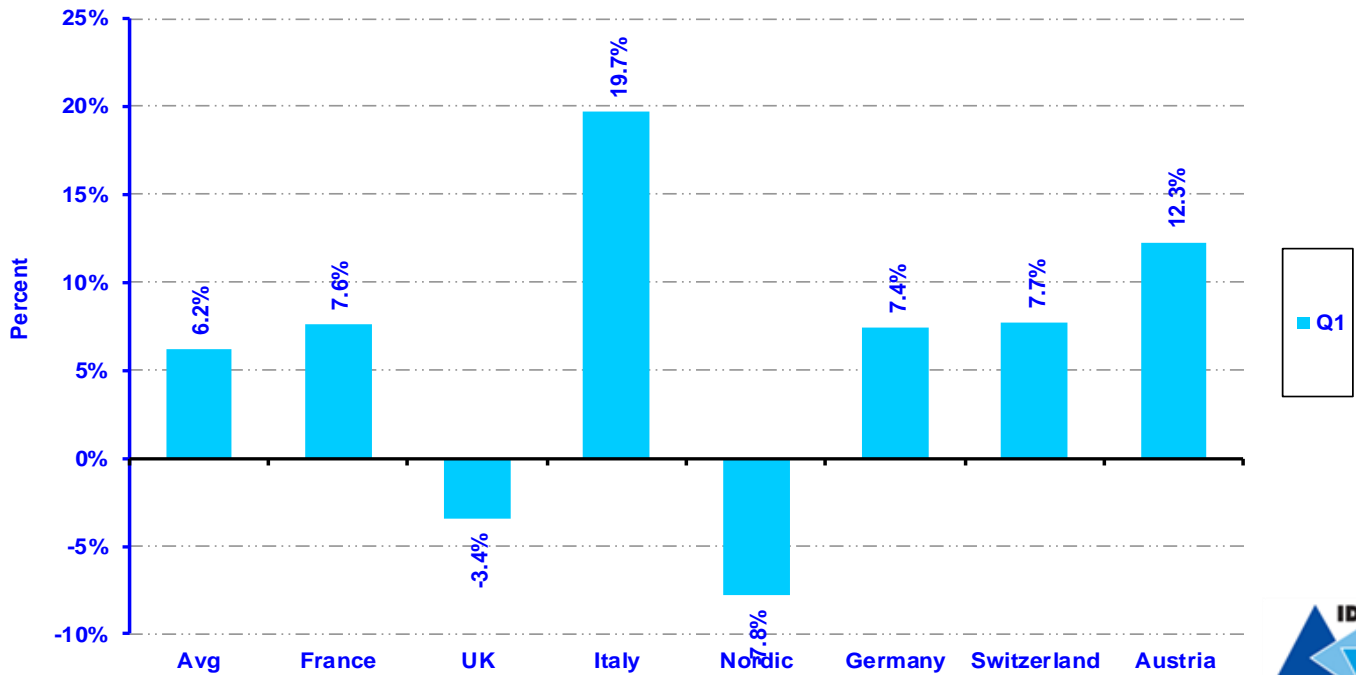
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1ST QTR. 2016 TOTAL COMPONENTS YTD Bookings Trend

Graphic T5

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

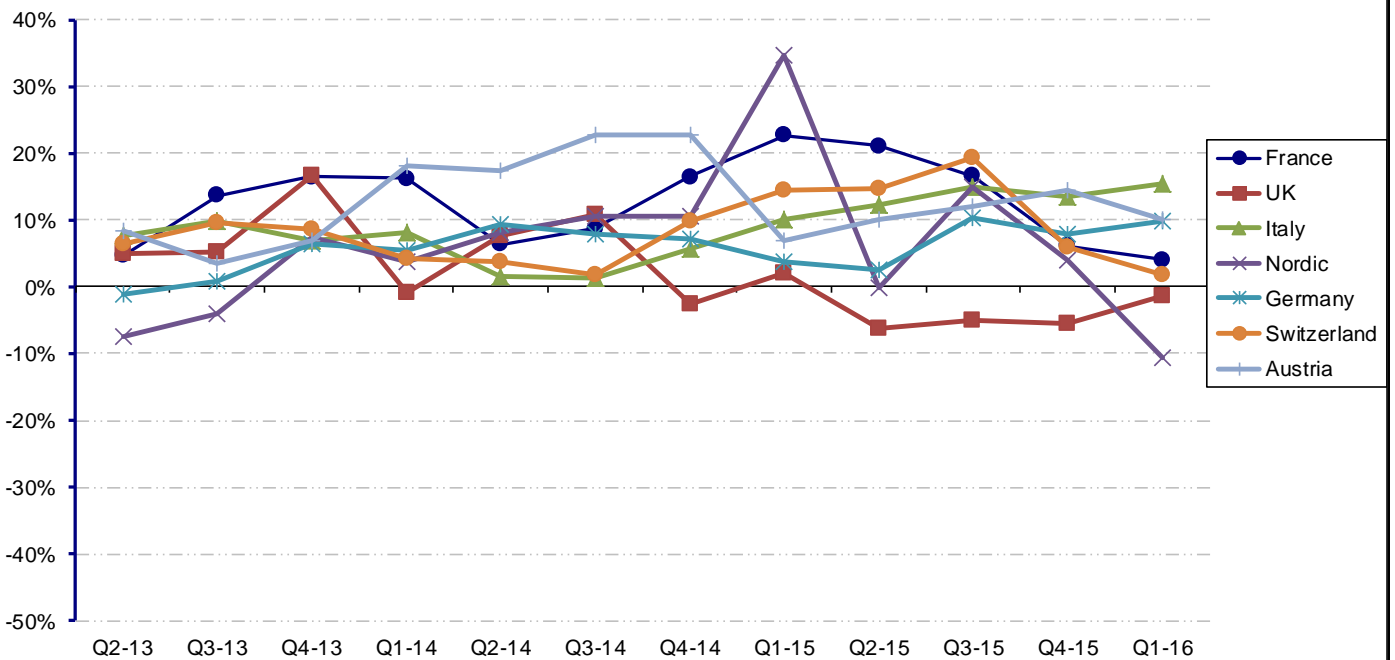


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1ST QTR. 2016 TOTAL COMPONENTS TENDENTIAL INDEX BY COUNTRY(Q,QY-1) GraphicT6

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

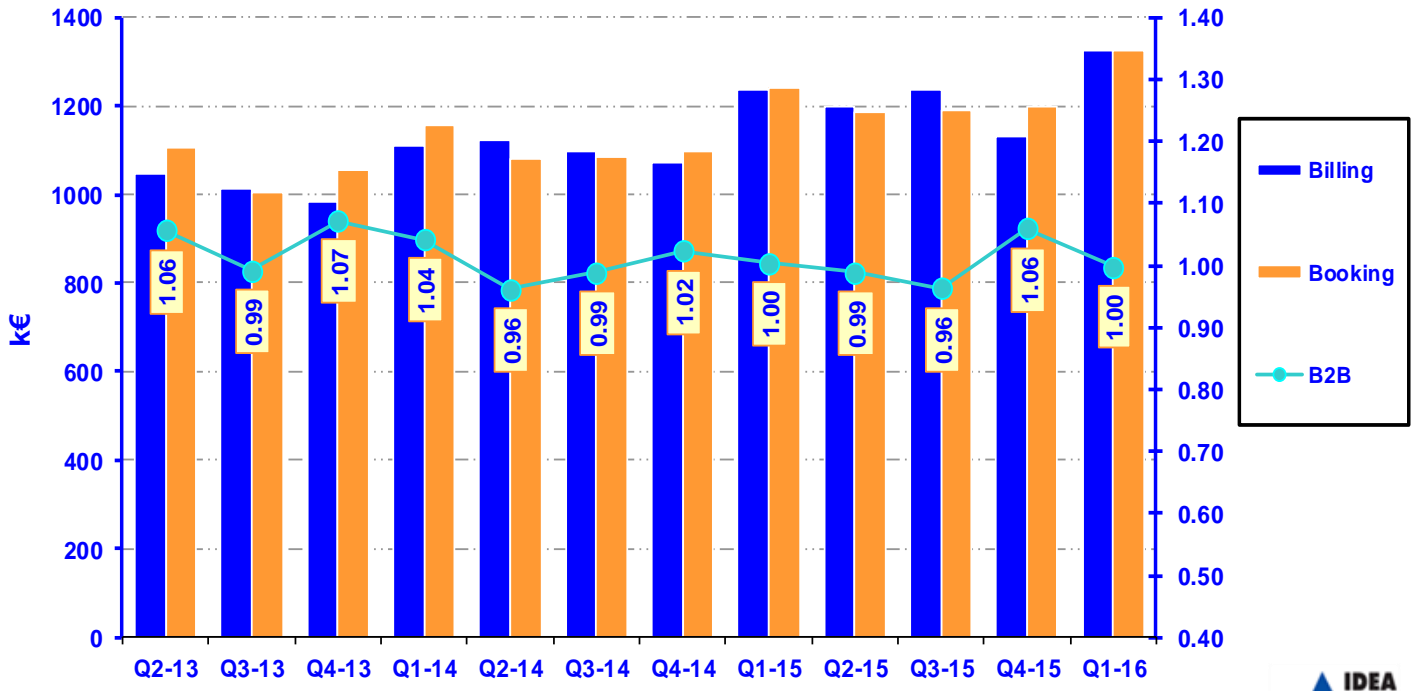


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1ST QTR. 2016 SEMICONDUCTOR bookings, billings & book:bill ratio *Graphic S1*

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

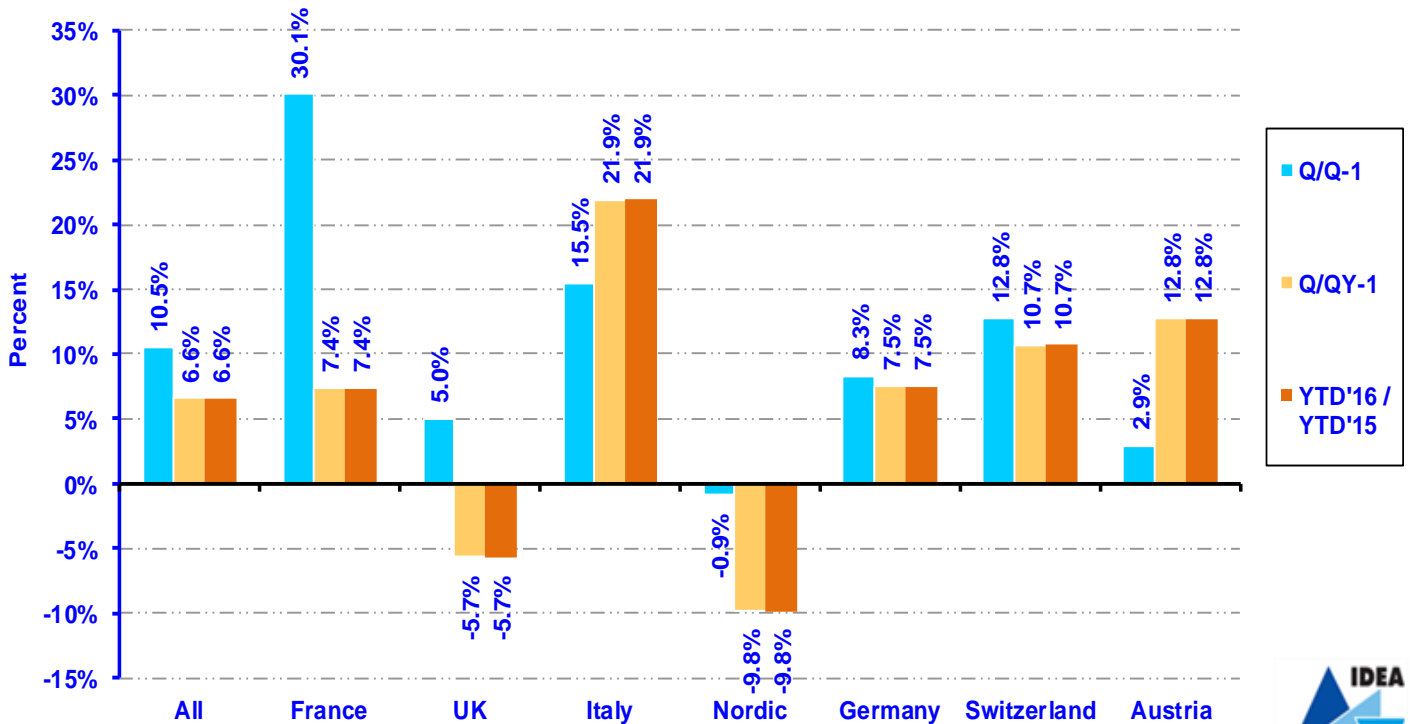


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1ST QTR 2016 SEMICONDUCTOR Booking Trend *Graphic S2*

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



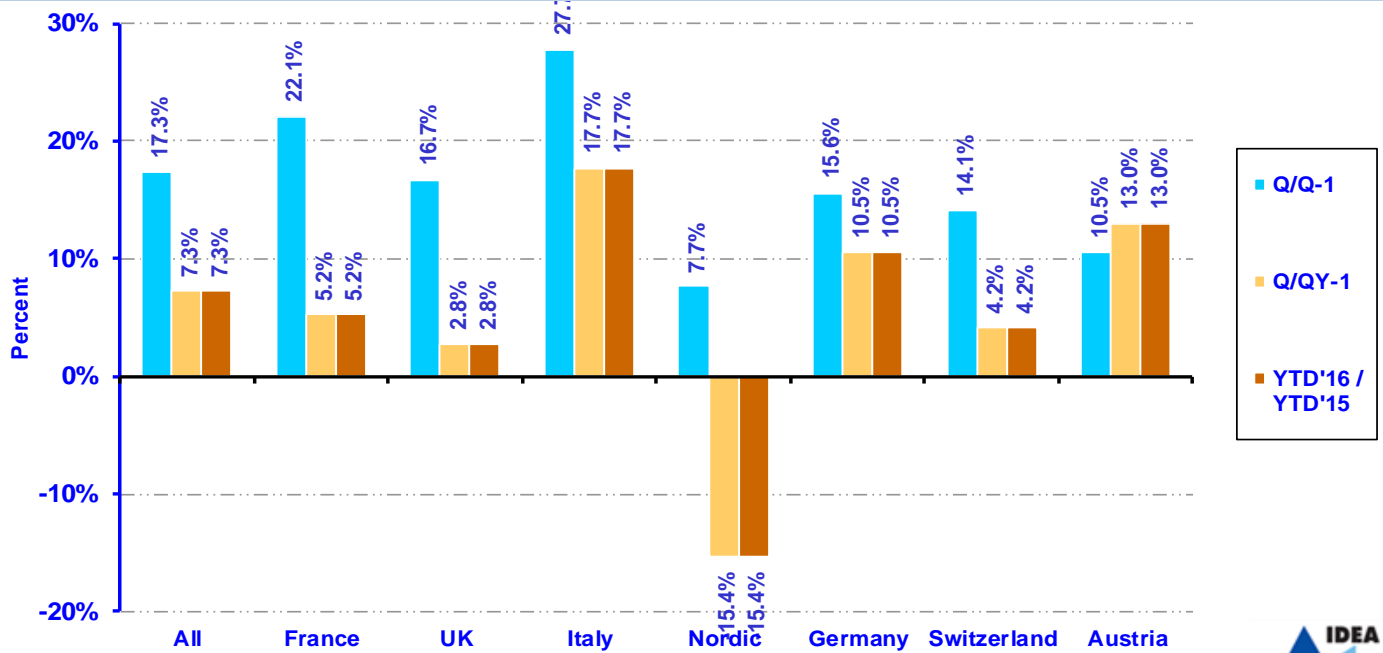
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1ST QTR 2016 SEMICONDUCTOR Billing Trend

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



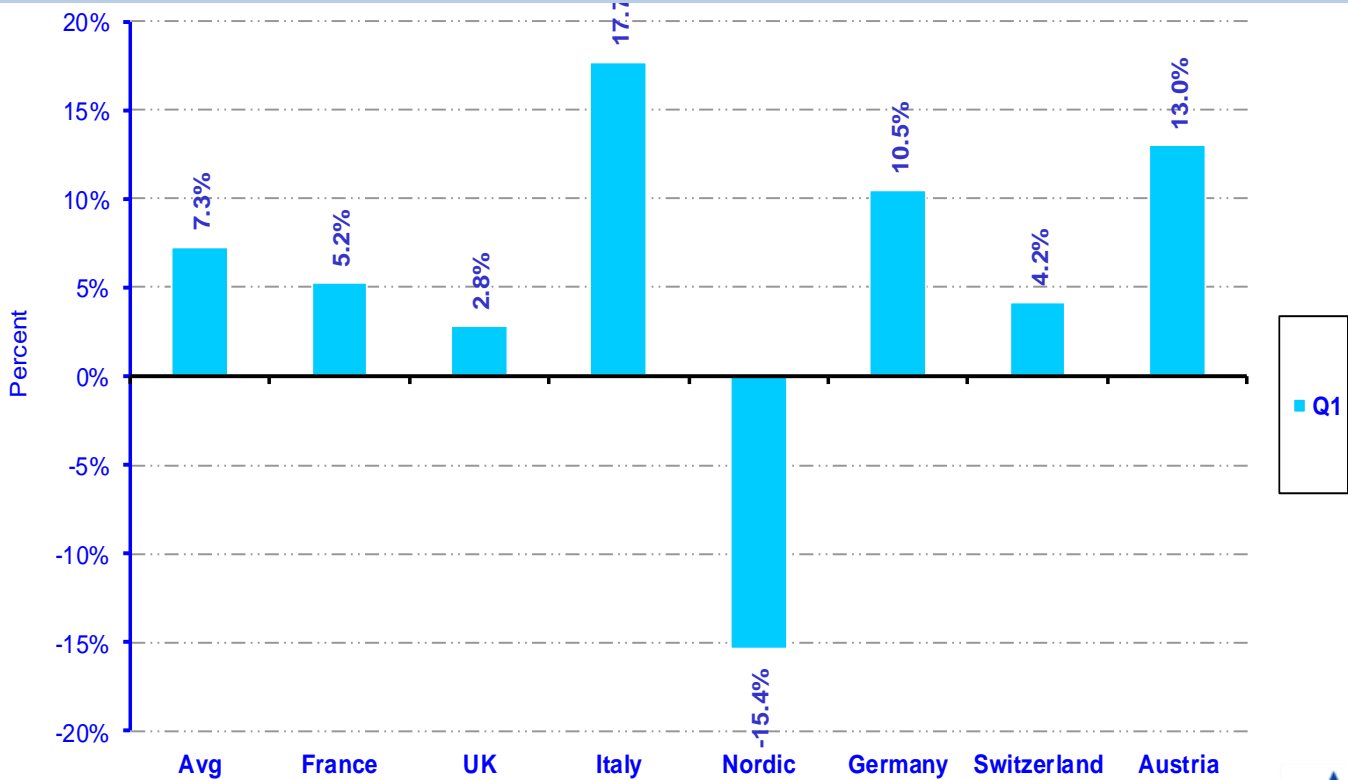
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1ST QTR. 2016 SEMICONDUCTOR YTD BILLING TREND

Graphic S4

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



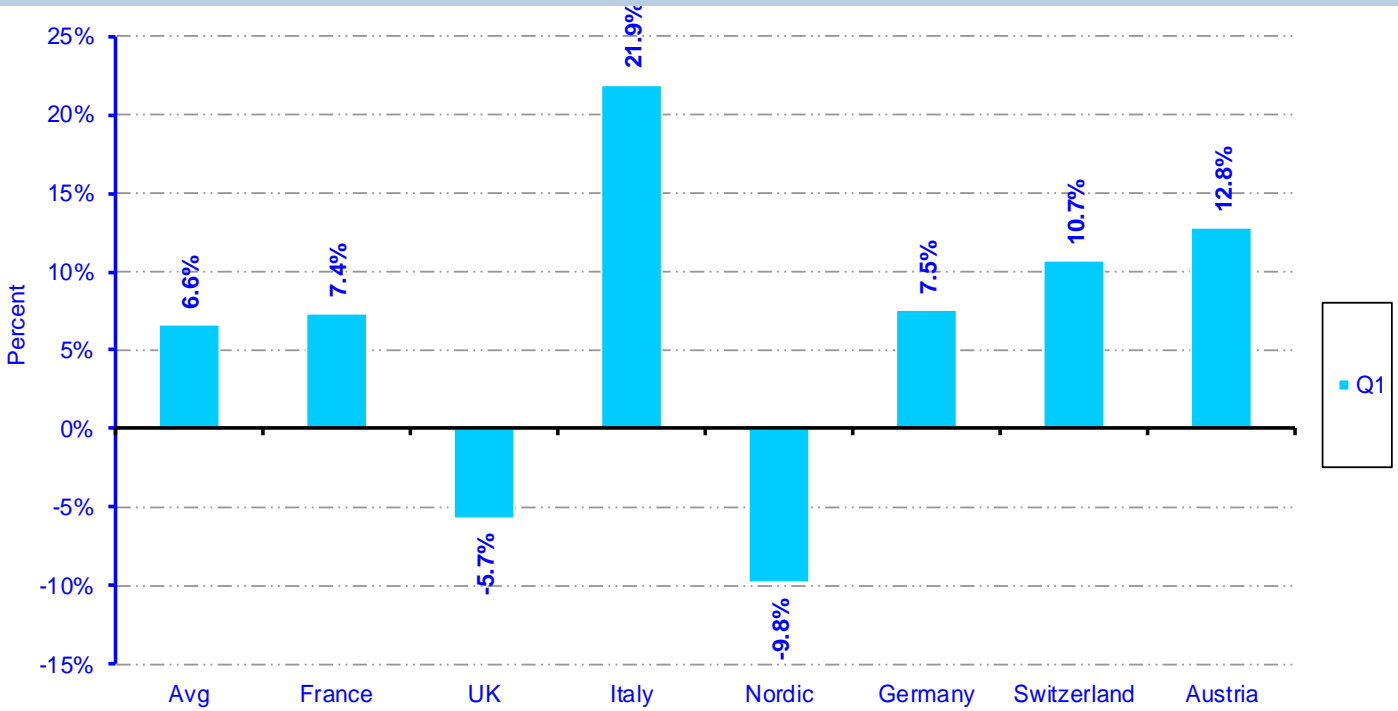
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1ST QTR. 2016 SEMICONDUCTOR YTD BOOKING TREND

Graphic S5

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



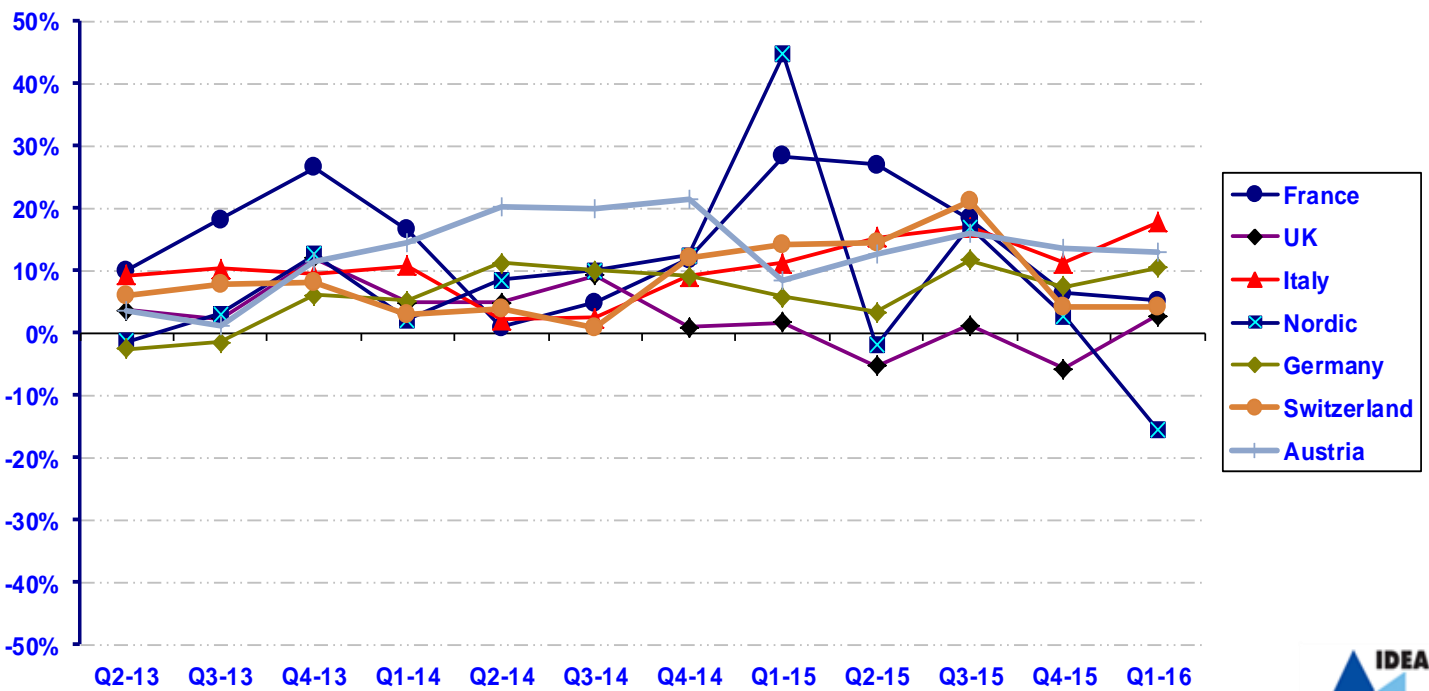
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1ST QTR. 2016 SEMICONDUCTOR TENDENTIAL INDEX (Q/Qy-1)

Graphic S6

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



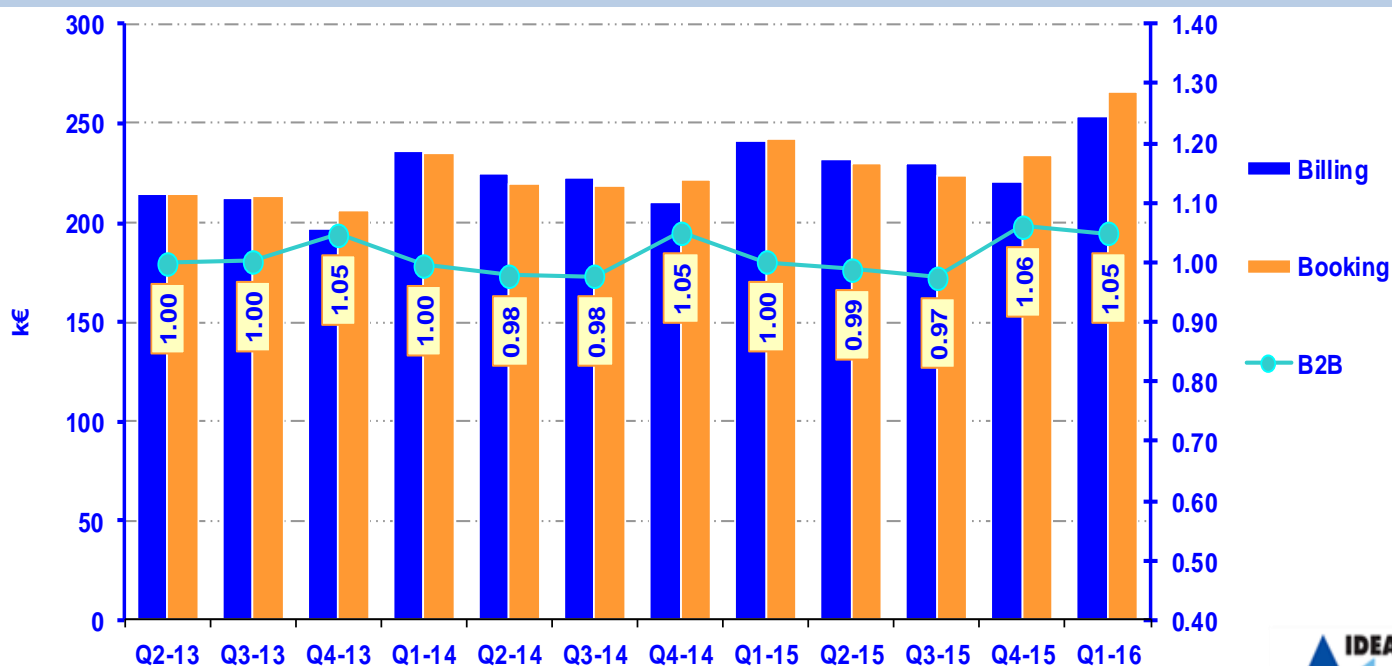
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1ST QTR. 2016 **PASSIVES** booking, billing & book:bill ratio

Graphic P1

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



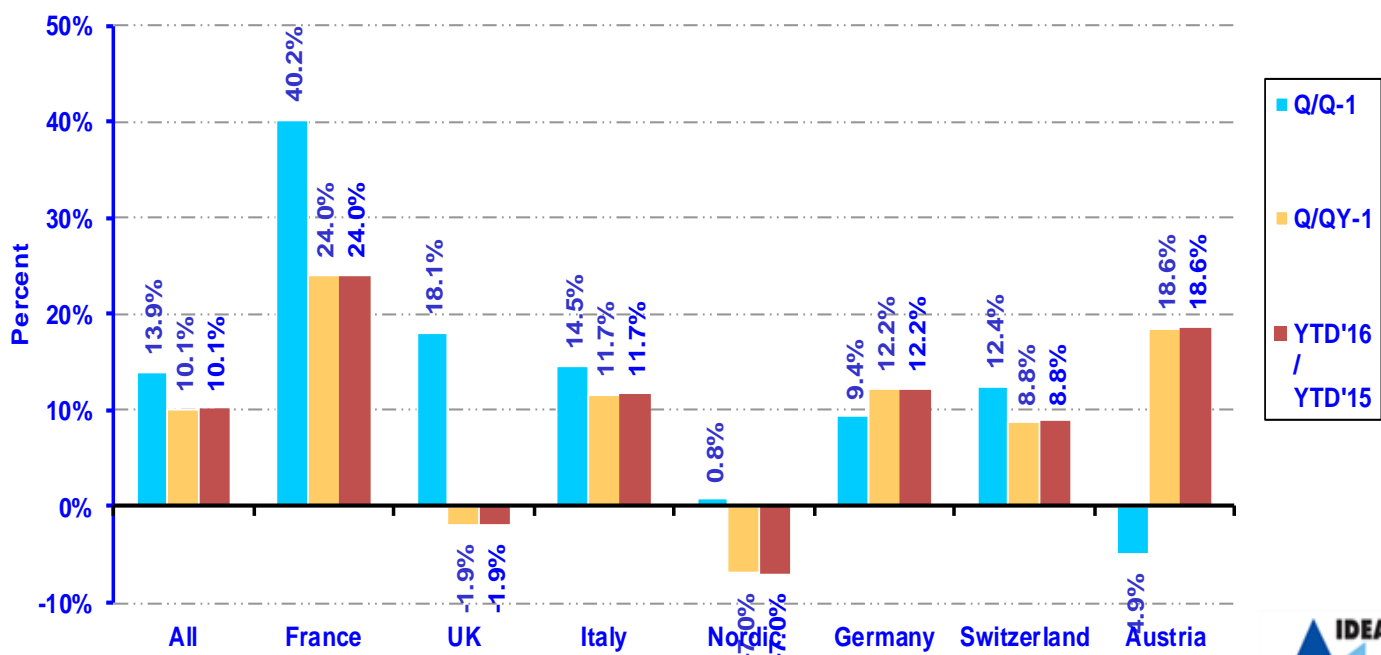
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1ST QTR. 2016 **PASSIVE COMPONENTS** Booking Trend

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)



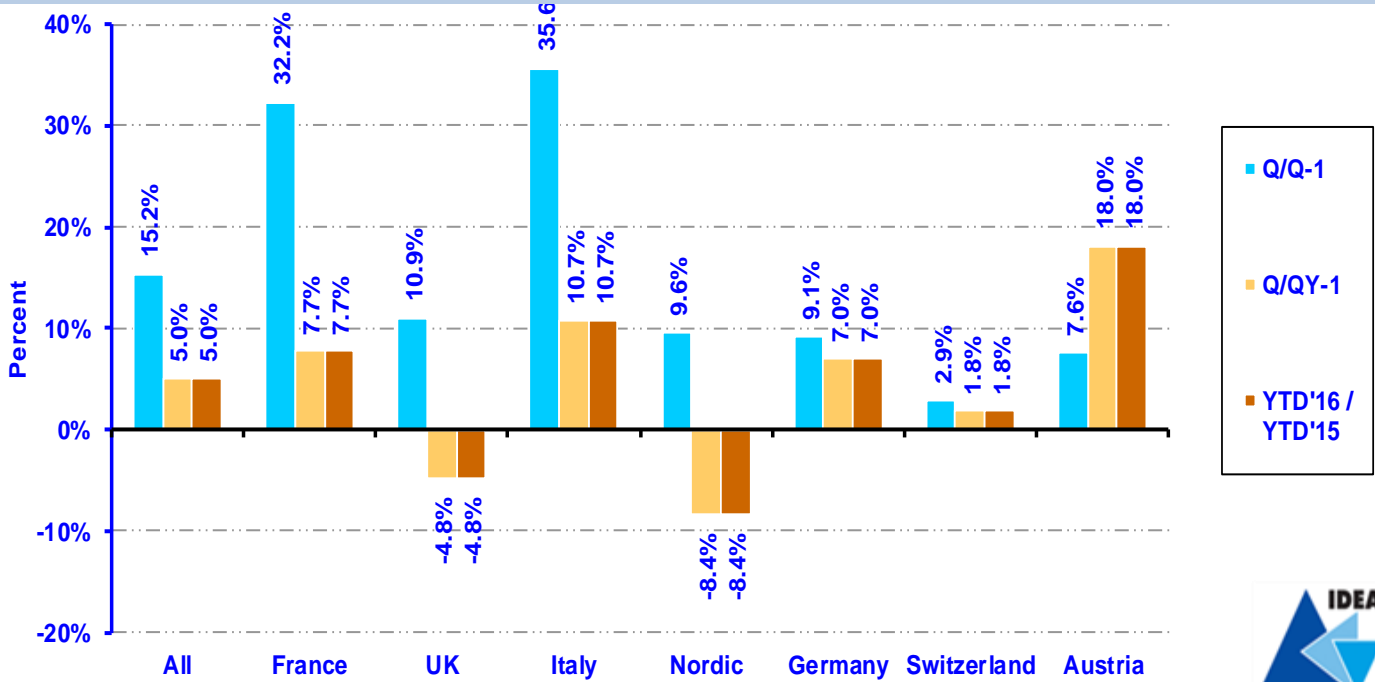
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1ST QTR. 2016 **PASSIVE COMPONENTS Billings Trend**

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)



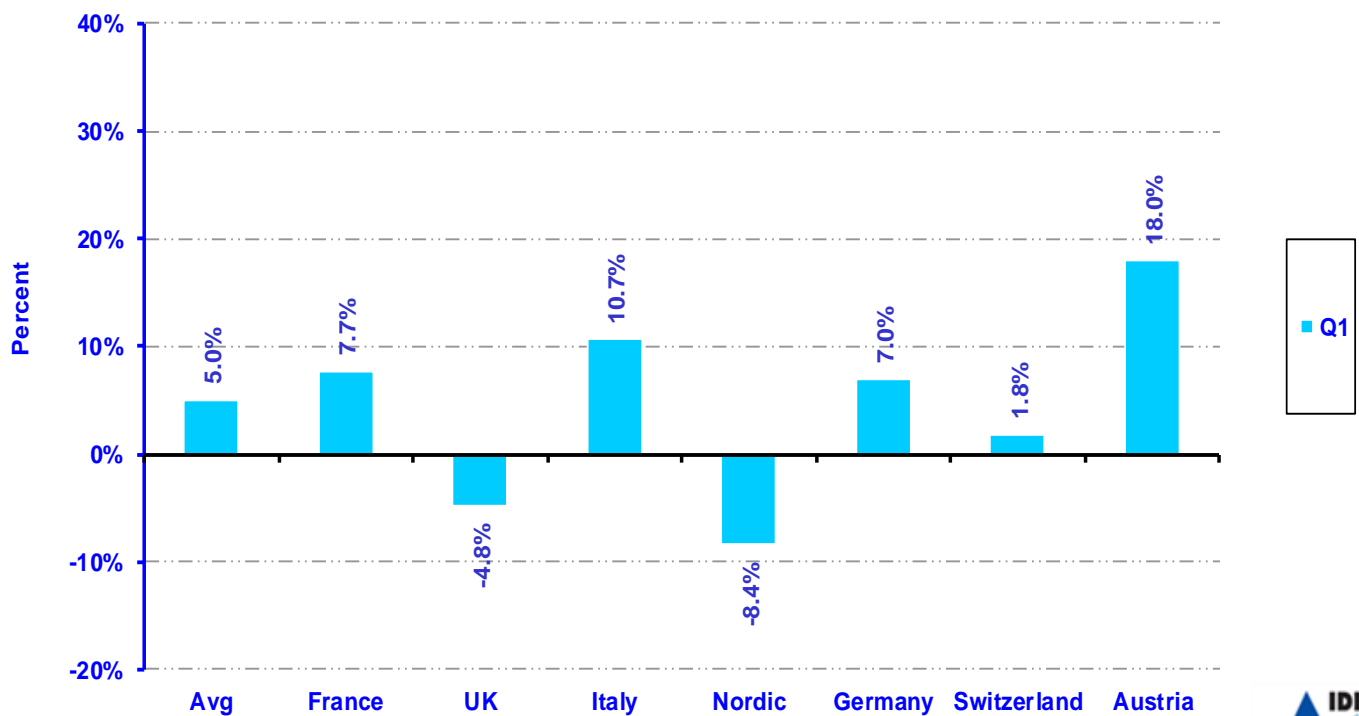
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1ST QTR. 2016 **PASSIVES YTD Billings Trend**

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



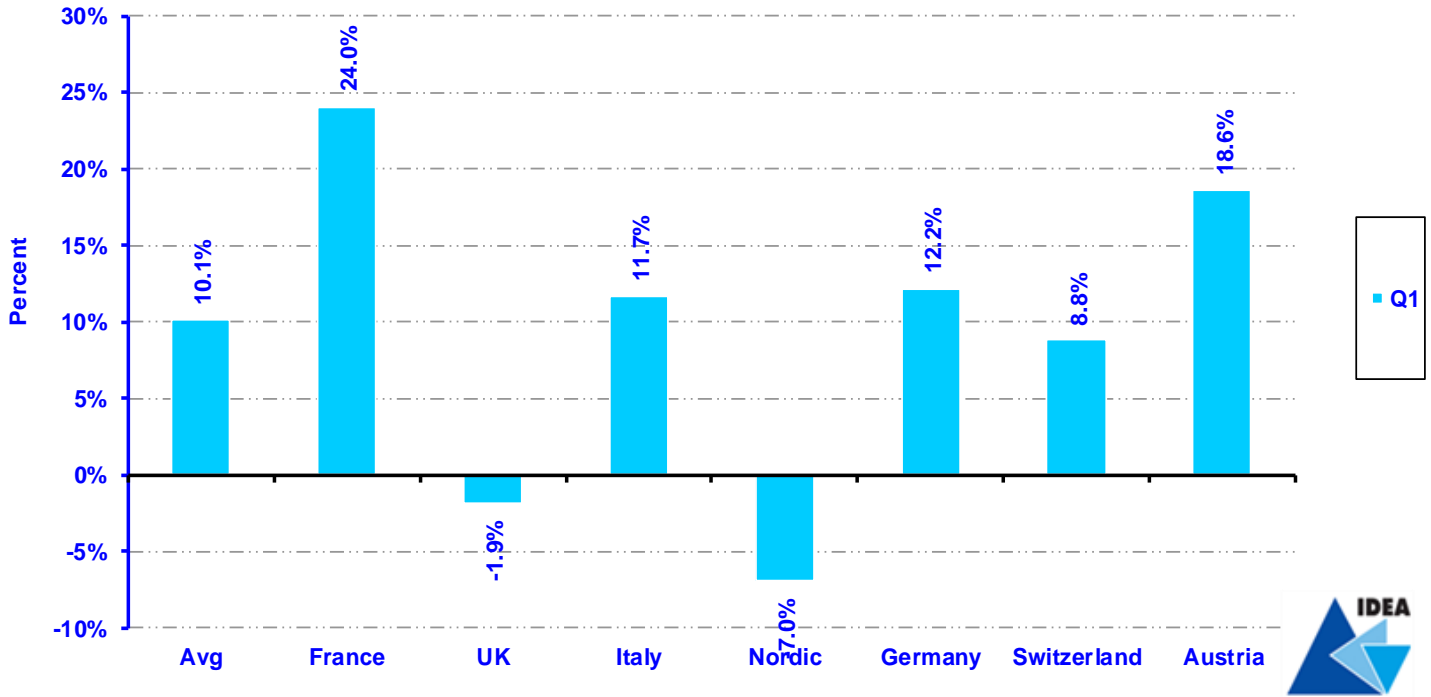
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1ST QTR. 2016 **PASSIVES YTD Bookings Trend**

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



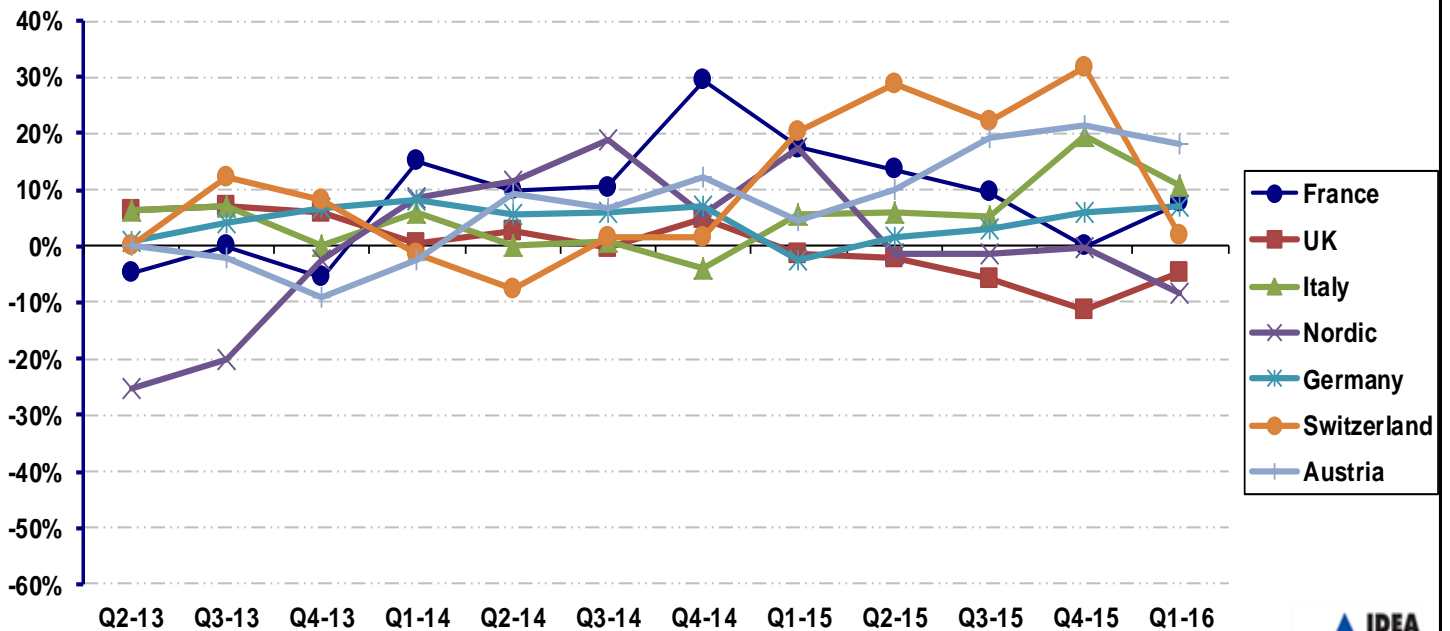
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1ST QTR. 2016 **PASSIVES TENDENTIAL INDEX BY COUNTRY (Q/Qy-1)**

Graphic P6

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



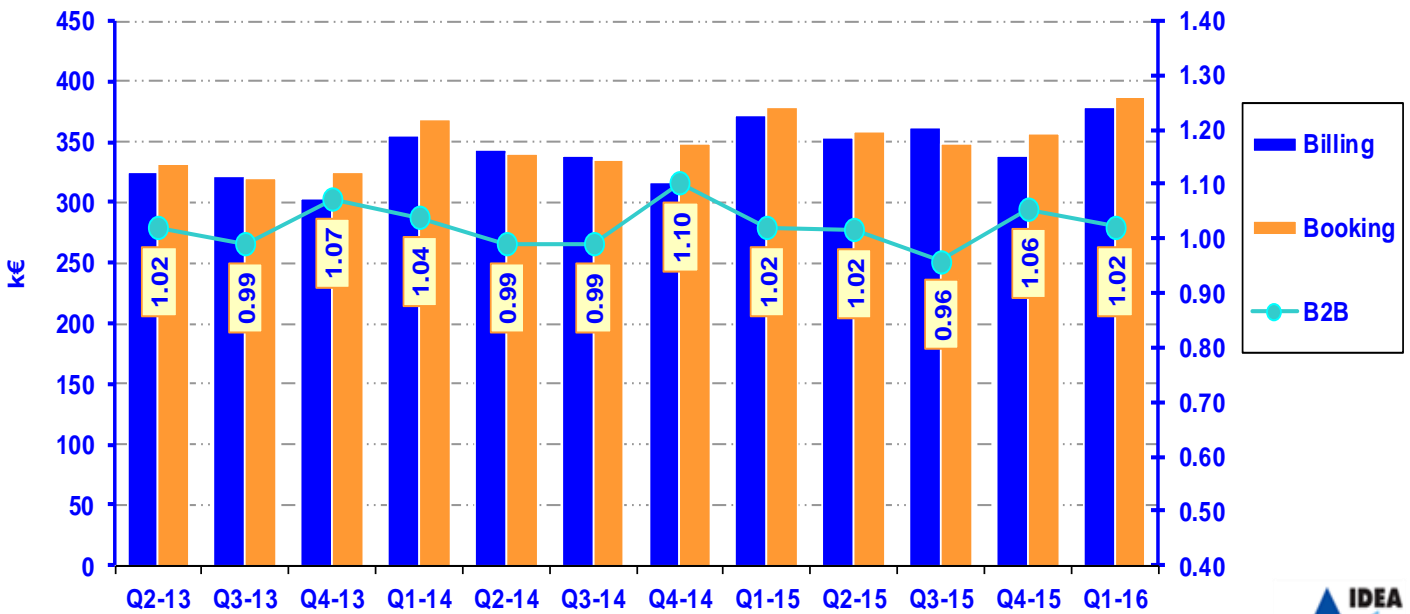
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1ST QTR. 2016 EMECH COMPONENTS booking, billing & book:bill ratio

Graphic E1

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



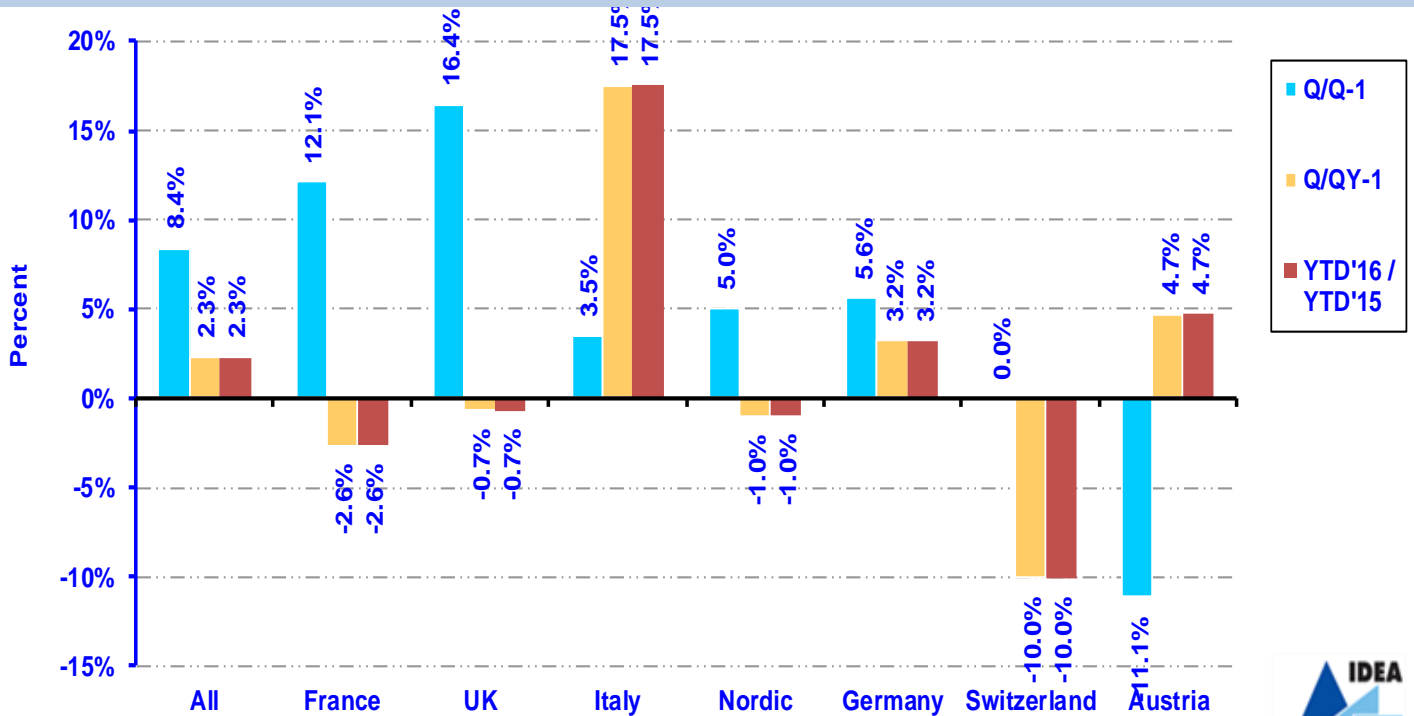
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1ST QTR. 2016 EMECH COMPONENTS Booking Trend

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)



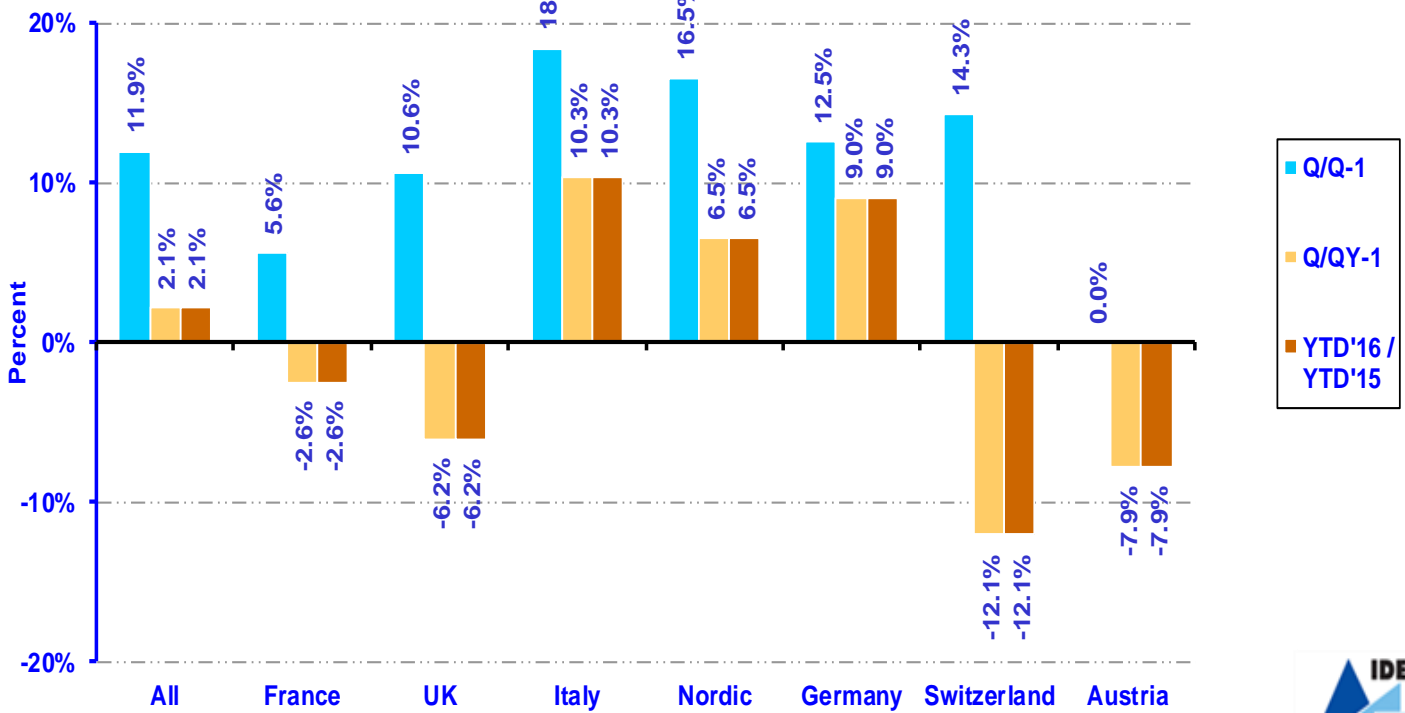
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1ST QTR. 2016 EMECH COMPONENTS Billings Trend

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



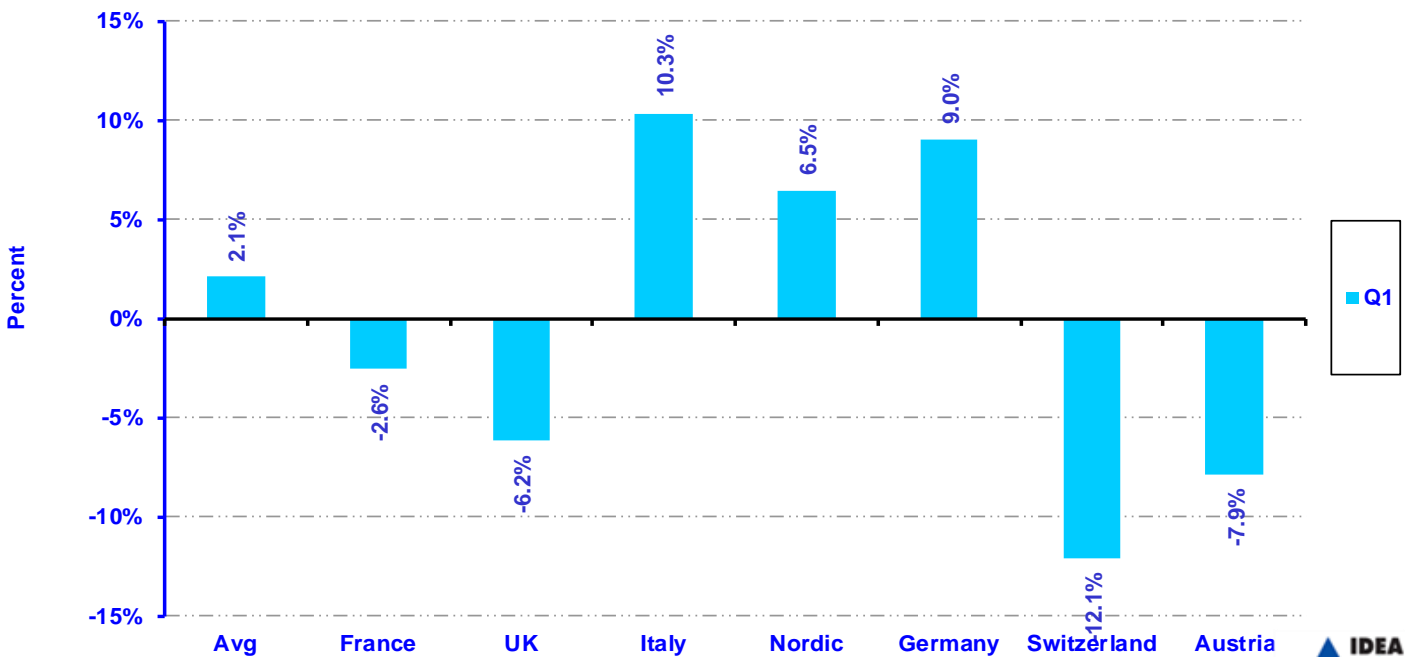
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1ST QTR. 2016 EMECH COMPONENTS YTD Billings Trend

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



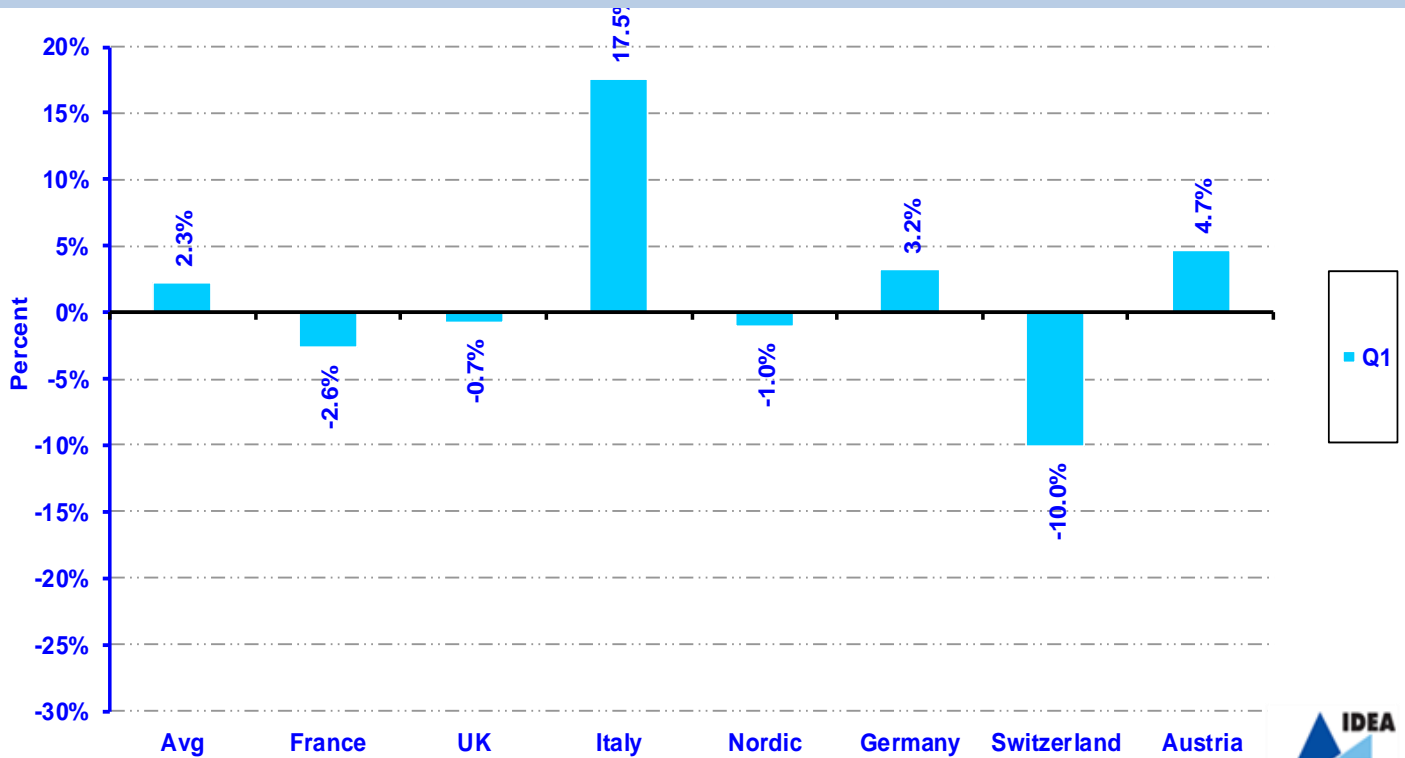
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1ST QTR. 2016 EMECH COMPONENTS YTD Bookings Trend

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



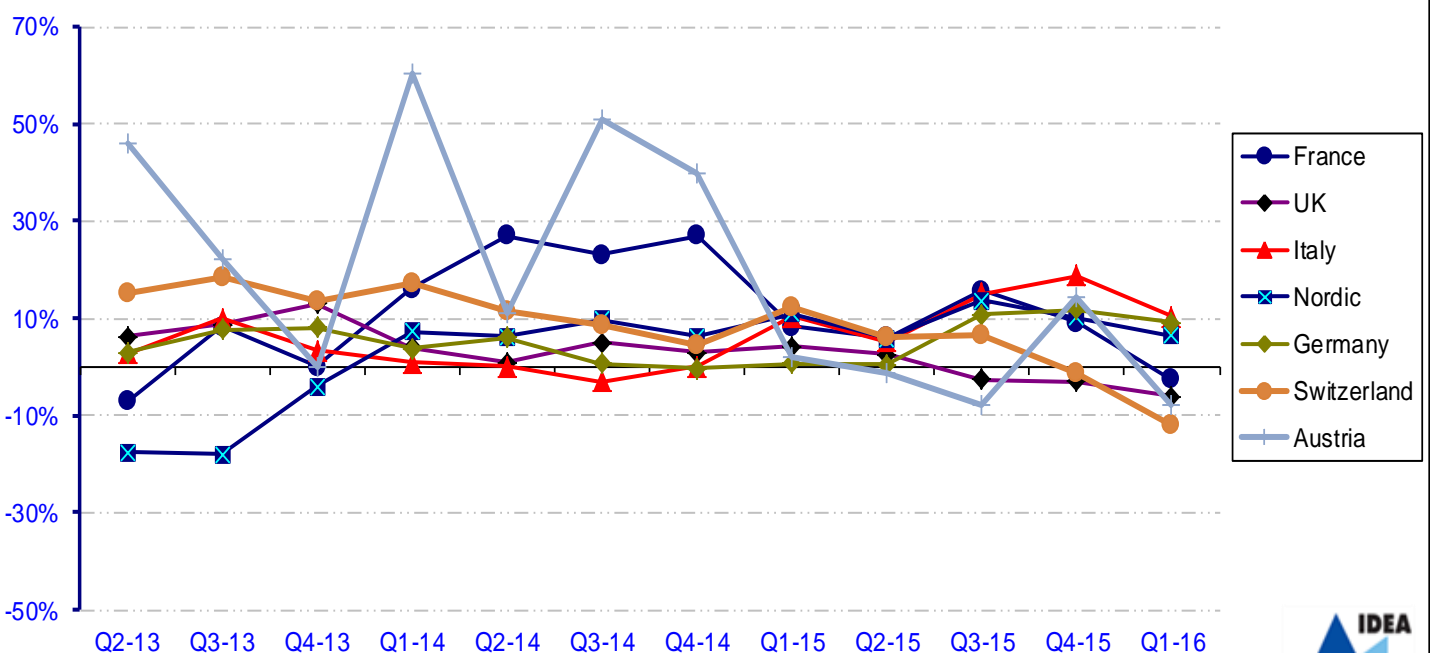
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1ST QTR. 2016 EMECH TENDENTIAL INDEX BY COUNTRY (Q/Qy-1)

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	Q2-14	Q3-14	Q4-14	Q1-15	Q2-15	Q3-15	Q4-15	Q1-16	
All	Semis	Bookings	1,081	1,086	1,096	1,242	1,184	1,188	1,198	1,324	
		Billings	1,125	1,098	1,072	1,237	1,199	1,235	1,131	1,327	
	Passives	Bookings	219	218	221	242	229	224	234	266	
		Billings	224	223	211	241	232	230	220	254	
	Emech/Other	Bookings	341	336	349	379	359	348	358	388	
		Billings	344	339	316	371	353	363	339	379	
	Totals	Bookings	1,641	1,640	1,666	1,863	1,773	1,760	1,789	1,977	
		Billings	1,692	1,661	1,599	1,850	1,783	1,827	1,690	1,960	
	France	Semis	Bookings	105	109	128	149	130	124	123	160
			Billings	111	109	117	145	141	129	125	153
Passives		Bookings	21	21	23	26	24	22	23	32	
		Billings	22	21	22	27	25	23	22	29	
Emech/Other		Bookings	35	32	36	38	35	36	33	37	
		Billings	33	32	33	39	35	37	36	38	
Totals		Bookings	161	162	187	213	189	182	179	229	
		Billings	166	162	172	211	201	189	183	220	
UK		Semis	Bookings	162	163	164	174	156	154	156	164
			Billings	164	164	158	169	155	166	149	174
	Passives	Bookings	41	40	41	44	39	37	37	43	
		Billings	41	42	41	43	41	39	36	40	
	Emech/Other	Bookings	110	111	108	120	112	108	102	119	
		Billings	105	109	101	115	108	107	98	108	
	Totals	Bookings	313	314	313	338	307	299	295	326	
		Billings	324	329	300	327	304	312	284	323	
	Italy	Semis	Bookings	150	136	159	180	179	157	190	219
			Billings	163	139	146	176	188	163	162	207
Passives		Bookings	33	28	32	39	36	30	38	44	
		Billings	34	30	26	38	36	32	31	42	
Emech/Other		Bookings	39	33	37	41	42	36	46	48	
		Billings	39	32	32	41	41	37	38	45	
Totals		Bookings	222	197	228	260	256	223	274	311	
		Billings	236	201	204	255	265	231	231	294	
Nordic		Semis	Bookings	85	81	89	104	80	93	94	94
			Billings	82	85	87	114	81	100	90	97
	Passives	Bookings	8	8	9	10	8	8	9	9	
		Billings	8	9	8	10	8	8	8	9	
	Emech/Other	Bookings	26	23	29	30	26	26	29	30	
		Billings	26	24	24	29	28	28	27	31	
	Totals	Bookings	120	113	127	144	114	127	132	132	
		Billings	117	118	120	153	117	135	125	137	
	Germany	Semis	Bookings	500	513	470	545	547	566	541	586
			Billings	521	519	483	542	539	580	519	599
Passives		Bookings	106	110	106	109	109	114	112	122	
		Billings	108	111	103	111	109	114	109	119	
Emech/Other		Bookings	117	122	124	134	128	125	131	138	
		Billings	124	125	112	129	125	138	125	141	
Totals		Bookings	722	745	700	788	783	805	784	847	
		Billings	753	754	697	783	773	832	753	859	
Switzerland		Semis	Bookings	42	46	48	50	55	51	50	56
			Billings	46	46	45	51	52	55	47	53
	Passives	Bookings	6	6	5	7	7	7	7	8	
		Billings	6	6	5	7	7	7	7	7	
	Emech/Other	Bookings	7	8	7	9	8	8	8	8	
		Billings	8	8	7	9	8	8	7	8	
	Totals	Bookings	55	59	60	67	70	66	65	72	
		Billings	59	59	57	68	68	71	61	69	
	Austria	Semis	Bookings	37	38	37	40	39	43	44	45
			Billings	37	36	35	39	42	42	40	44
Passives		Bookings	5	5	5	6	6	6	8	7	
		Billings	5	5	5	6	6	6	6	7	
Emech/Other		Bookings	7	7	8	8	8	9	9	8	
		Billings	8	9	7	9	8	8	8	8	
Totals		Bookings	49	50	50	53	53	58	60	60	
		Billings	51	51	47	53	56	57	54	59	