

Press release

German Component Distribution Posts Double-Digit Growth

The German component distribution market (according to FBDi e.V.) grew 12% in the fourth quarter 2017; orders remain high.

Bad Birnbach, February 2018 – 2017 was a record-breaking year for the German component distribution, measured in terms of turnover. In the fourth quarter sales grew by 12% to 845 million Euros. Although this is 10 percent less than in the third quarter, it is still impressive. Considering the very stable order situation (plus 14% to 976 million Euros and a book-to-bill rate of 1.16) the first quarter of 2018 could remain positive.

For the full year of 2017 companies registered with the Fachverband Bauelemente Distribution (FBDi e.V.) in Germany reported a sales plus of 12% to 3.6 billion Euros and incoming orders of 3.91 billion Euros – a record result. Apart from shortage and price increases 2017 was further affected by fluctuations in exchange rates (Dollar/Euro), which nearly compensated across all quarters.

Concerning the different component types they show differing trends: Whereas semiconductors grew by 11.4% to 2.41 billion Euros, the sales of passive components grew more slowly by 10.3% to 488 million Euros, and the sales of electromechanics rose by 25.5% to 377 million Euros. Furthermore power supplies grew strongly by 15.8% to 98 million Euros, whereas remaining components did not fulfill expectations. The breakdown of distribution turn-over remained nearly unchanged: semiconductors 69.8%, passive components 13.6%, electromechanics 10.5%, power supplies 2.7%, and all others together 3.4%

FBDi Chairman of the board, Georg Steinberger: „Under normal circumstances a book-to-bill rate of 1.16 for the year would indicate a solid growth in 2018. But, as some customers postpone or cancel their orders depending on shortage and

availability, there is a possibility for a small disillusion throughout the year. FBDi expects a solid but not groundbreaking year 2018.”

Furthermore Steinberger comments: „Regarding a further outlook, the important factor is the component production, and if a relaxation can be expected. Concerning the customers the demand seems to remain high, less driven by availability (and hence the risk of double orders) but by innovation and good economy in all industries.”

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About FBDi e. V. (www.fbdi.de):

The FBDi e.V. – Fachverband der Bauelemente Distribution e.V. (Professional Association of Component Distribution), founded in 2003, is well-established in the German association community and represents a large portion of distributors of electronic components with operations in Germany. In addition to the preparation and advancement of numerical data and statistics concerning the German distribution market for electronic components, work group engagement and reporting on important industry themes (amongst others, education, liability and rights, traceability, and environmental themes) form essential pillars of the association’s work. The FBDi is a member of the International Distribution of Electronics Association (IDEA).

Member Companies (as per January 2018):

Acal BFi Germany, Arrow Central Europe, Avnet EMG EMEA (Avnet Abacus, Avnet Silica, EBV, MSC Technologies), Beck Elektronische Bauelemente, Blume Elektronik Distribution, Bürklin Elektronik, CODICO, Conrad Electronic SE, ECOMAL Europe, Endrich Bauelemente, EVE, Farnell, Haug Components Holding, Glyn, Hy-Line Holding, JIT electronic, Kruse Electronic Components, MB Electronic, Memphis Electronic, MEV Elektronik Service, mewa electronic, Mouser Electronics, pk components, RS Components, Rutronik Elektronische Bauelemente, Ryosan Europe, Schukat electronic, Distrelec Schuricht, SHC, TTI Europe.

Supporting members: Amphenol FCI, Future Electronics Deutschland, TDK Europe.

Information for the press: Due to the ongoing addition of members the FBDi reported statistics could need to be adjusted retrospectively.

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