

Press release

German Electronics Components Distribution Finishes 2016 in Growth Mode

German electronic distribution market (according to FBDi association) grew by 0.2% in Q4/16. Full-year ended with 2.3% plus in turn-over. Order situation at record level.

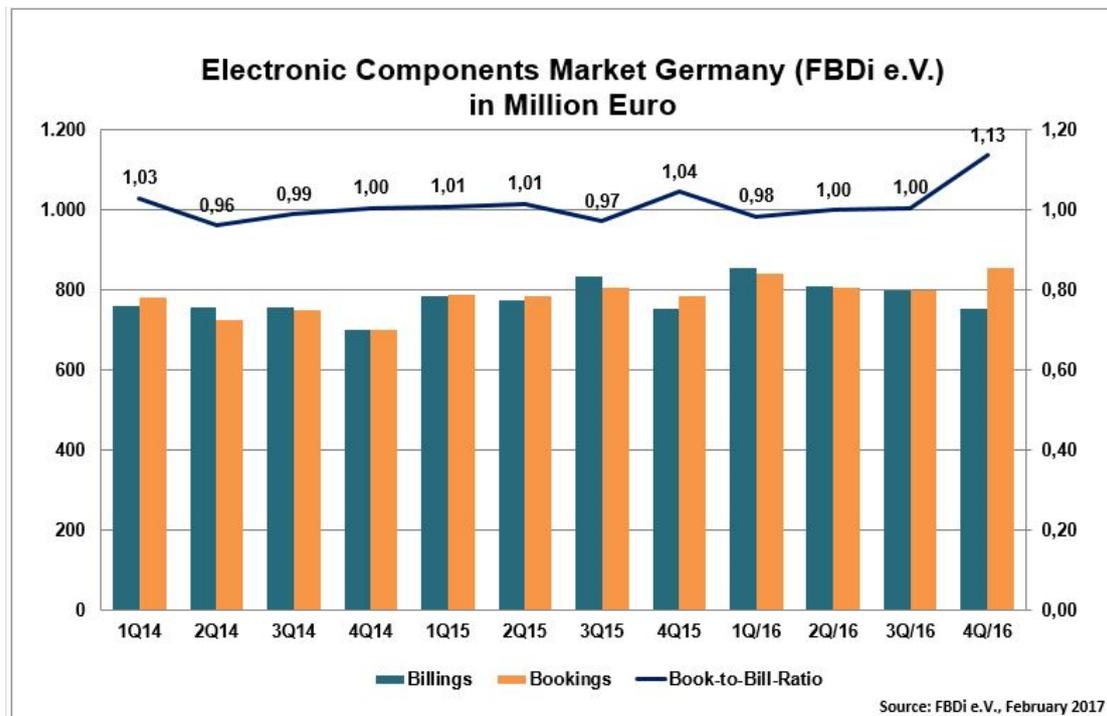
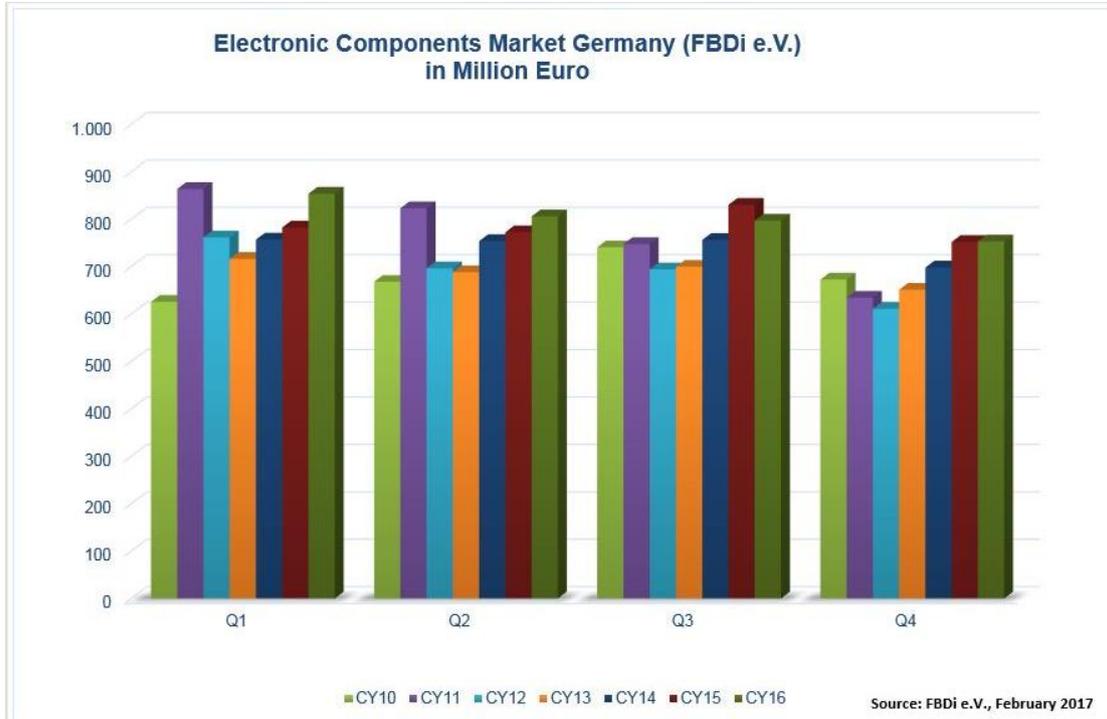
Bad Birnbach, March 6, 2017 – The German component distribution market has closed a rather inconsistent 2016 with a tiny plus in the fourth quarter. The turn-over of the FBDi member companies in Germany increased by 0.2% to 753 million Euros. Incoming orders increased by 9% to 854 million Euros, which resulted in a very healthy book-to-bill ratio of 1.13. The full year ended with sales of 3.21 billion (plus 2.3%).

Broken down by technology, semiconductors performed slightly better than average – with a plus of 2.6% to 532 million Euros in the fourth quarter, and a total increase in the full-year of 3.45% to 2.26 billion Euros. Passive components dropped by 5.3% to 103 million Euros in Q4/16 (2016: minus 0.2% to 443 million Euros). Electromechanics experienced a decline of 4% to 68 million Euros (2016: minus 1.6% to 299 million Euros). Smaller product areas like displays and sensors showed significant quarterly swings, both have dropped in a year-to-year comparison. In contrast, the turn-over of power supplies grew by 11.5% to 85 million Euros, compared to 2015.

For the full-year 2016 the sales breakdown of distribution turn-over shows as follows: semiconductors 70.3%, passive components 13.8%, electromechanics 9.3%, displays 3%, sensors 0.6%, power supplies 2.6%.

FBDi Chairman of the board, Georg Steinberger: “In the end, 2016 turned out to be a little weaker than expected, some of it certainly due to margin erosion, driven by suppliers. With regard to the favorable economic conditions in Germany the question arises why the usually strong High-Tech industry is growing rather moderately. On the other hand, incoming orders show strength and resilience, at least for the beginning of 2017.”

Steinberger’s conclusion: “Considering the general modest growth in the worldwide components market, I don’t expect a strong or sustainable impulse for distribution – but quite the opposite. The pressure on distributors from producers remains unchanged, and as a matter of fact, we sense a certain ruthlessness, which will have negative effect on the distribution and also on customers’ choices in the end.”



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 of January 2017):

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, Future Electronics Deutschland, Haug Components Holding, Glyn, Hy-Line Holding, JIT electronic, Kruse Electronic Components, MB Electronic, Memphis Electronic, MEV Elektronik Service, Mouser Electronics, pk components, RS Components, Rutronik Elektronische Bauelemente, Schukat electronic, Distrelec Schuricht, SHC, TTI Europe.

Supporting members: Amphenol FCI, elotronics, mewa electronic, TDK Europe.

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