



Press release

Passives drive the German component distribution market

German component distribution market (according to FBDi e.V.) experienced solid growth in 2018. The order situation is slightly weakening. Slow return to normality for passive components.

Berlin, 15 February 2019 – Unusually high sales growth of almost 10% in the last quarter of 2018 brought a conciliatory ending of the year for the German electronic component distribution market. Sales by distribution companies under the umbrella of the Fachverband Bauelemente-Distribution (FBDi e.V.) grew 9.8% to 928 million euros. Conversely, orders fell 4.2% to 933 million euros, equating to a balanced book-to-bill ratio of 1.01. The year 2018 overall resulted in sales of 3.83 billion euros (up 6.5%).

Among the major product segments, passive components achieved the strongest growth of 13.3% (to 134 million euros), followed by semiconductors (11.5% to 652 million euros) and electromechanics (0.8% to 89 million euros). Power supplies grew 5% to reach 25 million euros, while displays declined 13.4% to 17.3 million euros. The distribution by component type showed a slight growth in semiconductors and passives – with semiconductors accounting for 70.2% and passives 14.5% – while electromechanics (9.6%) and power supplies (2.7%) fell slightly. Other products contributed 3% to the overall figure.

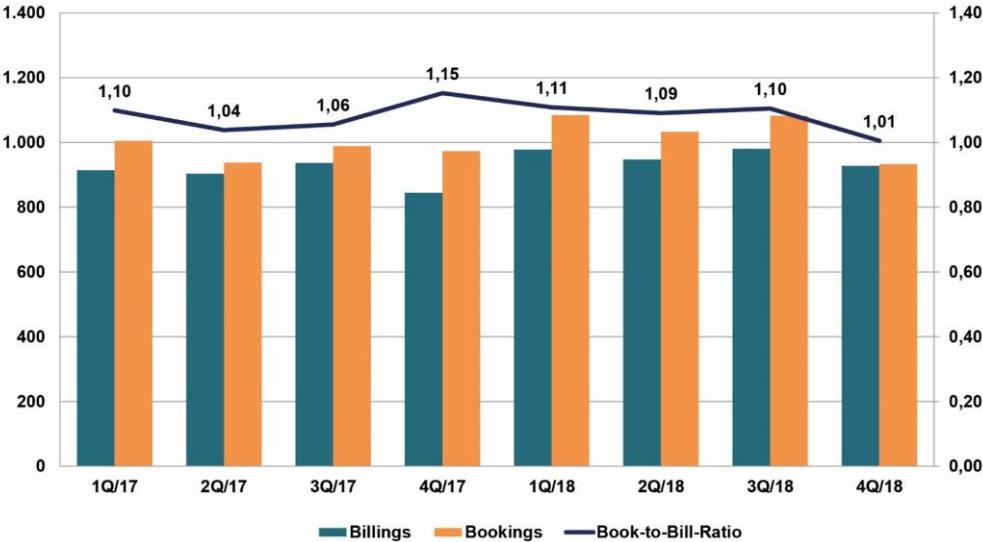
For the full year 2018, FBDi members achieved a positive outcome: Sales rose by 6.5% (to 3.83 billion euros) and orders grew 5.8% (to 4.13 billion euros). The current quarter will reveal how far the order buffer extends into 2019.

FBDi Chairman of the Board of Directors Georg Steinberger remarked: “Astonishingly, all quarters recorded nearly the identical sales levels with component shortages offsetting the usual seasonal variations. Given the decreasing order levels, however, this trend is unlikely to continue throughout 2019. Any growth is more likely to be in the low single-digit range.”

With regard to the general future outlook, Steinberger added: “For now, we must await the effects of Brexit and the dent in the German automotive industry, as well as several

uncertainties outside Europe that will come our way over the next 12 to 18 months. The solution to the climate change challenge facing society lies in smarter and more efficient technologies and systems that can be expected to underpin lasting and increased demand for electronics. For this reason, the prospects for us high-tech service providers should remain good to excellent.”

**Electronic Components Market Germany (FBDi e.V.)
in Million Euro**



Source: FBDi e.V., February 2019

FBDi Germany by Product Group



Source: FBDi, February 2019

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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 2019):

Regular members: Acal BFi Germany; Arrow Europe; Avnet EMG EMEA; Beck Elektronische Bauelemente; Blume Elektronik Distribution; Bürklin Elektronik; CODICO; Conrad Electronic; Distrelec; Ecomal Europe; Endrich Bauelemente; EVE; Future Electronics Deutschland; Glyn; Gudeco Elektronik; Haug Components Holding; Hy-Line Holding; JIT electronic; Kruse Electronic Components; MB Electronic; Memphis Electronic; Menges Electronic; MEV Elektronik Service; mewa electronic; Mouser Electronics; pk components; Püplichhuisen; RS Components; Rutronik Elektronische Bauelemente; Ryosan Europe; Schukat electronic; TTI Europe.

Supporting members: TDK Europe.

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

Press and member information:

Georg Steinberger, C/o Avnet EMG, Im Technologiepark 2, 85586 Poing;
ph. 08121/774-203; georg.steinberger@avnet.eu

Media contact:

Agentur Lorenzoni GmbH, Public Relations, Landshuter Str. 29, 85435 Erding;
ph: +49 8122 55917-0, Beate Lorenzoni-Felber, beate@lorenzoni.de