



Press Release

German components distribution experiences massive surge in demand

German components distribution (according to FBDi e.V.) records almost 50% increase in order intake in the first quarter of 2021. Sales still slightly down at -6.1%. Components shortage prevents better result.

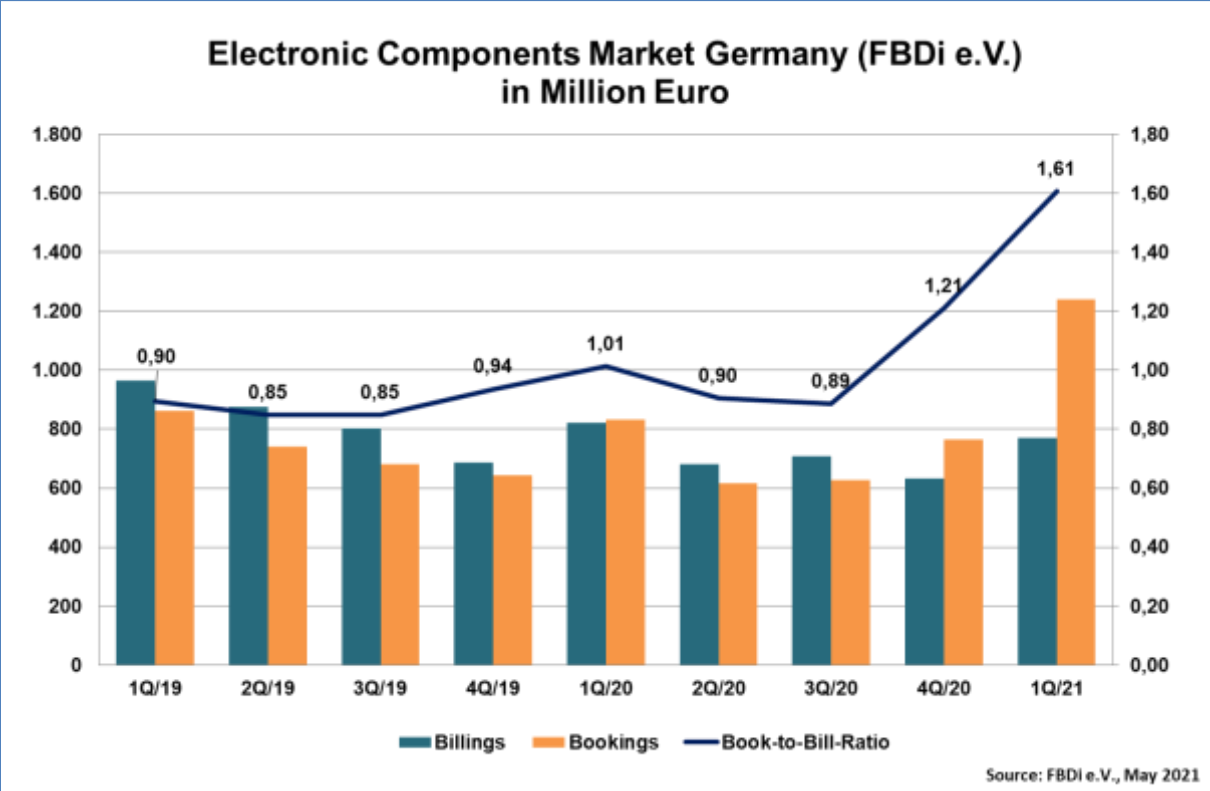
Berlin, 12 May 2021 - Sales in the European and German components distribution market is still decreasing compared to the pre-Corona quarter Q1/20, but as in the last quarter, order intake went through the roof in Q1/21. After 23% in the previous quarter, customer bookings went up by 48.8%, signifying a new all-time high of €1.24 billion Euros. Sales were slightly below expectations at 771 million Euros (-6.1%), held back by the lack of components availability. At 1.61, Q1 showed the highest book-to-bill rate ever registered at FBDi.

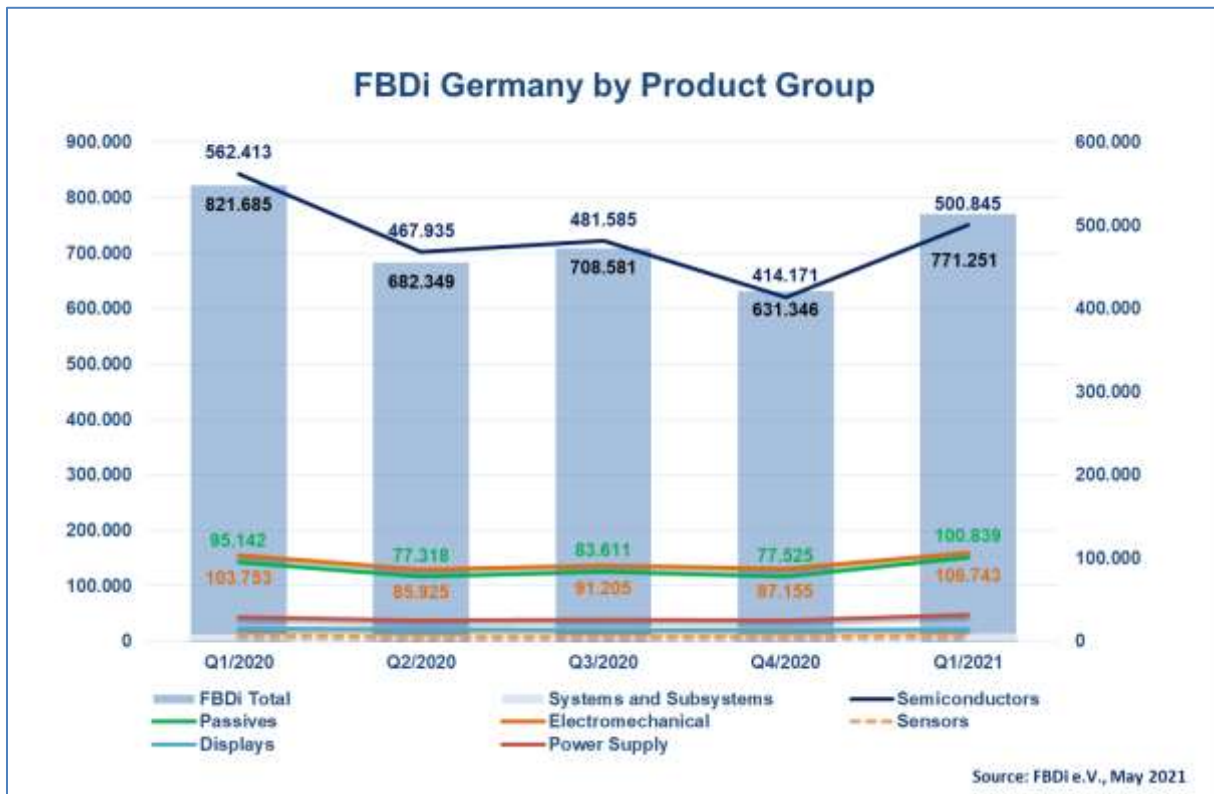
At product level, passive components, which were hit hardest in 2020, increased significantly by 6% to 101 million Euros of sales. Semiconductors saw a disproportionate decline in some product areas, resulting in an overall minus of -11% and sales of 501 million Euros. Revenue with electromechanics were 2.9% higher (107 million Euros). Power supplies (+8.7% to 32 million Euros) and assemblies (10.4% to just under 10 million Euros) grew comparatively strongly. Displays and sensors remained in the red, as did semiconductors. Thus, at least for the first quarter, there was a slight shift in shares: semiconductors now account for "only" 65% of the cake, passives 13%, electromechanics 14% and power supplies 4%.

Georg Steinberger, FBDi Chairman of the board: "Sales development in the semiconductor sector is somewhat disappointing, but in view of a 52% increase in orders to almost 900 million Euros, a rather interesting 2021 is probably ahead, characterized by massive shortages and already foreseeable price increases by the manufacturers. It won't be much different for the other components."

Furthermore, the FBDi considers the general discussion about Europe's future role in the high-tech world with mixed feelings. Steinberger: "When billions of taxpayers' money are thrown around for a race to catch up with China, the USA or other countries, one should always ask oneself whether the money is being used correctly. As desirable as a highly subsidized 2-nm semiconductor factory may be for some politicians or large companies, the

question arises as how it will benefit the small and medium-sized businesses that shape German and European industry and are defined by lower volume and higher complexity, when it comes to components consumption. From an employment perspective, industrial electronics (encompassing a huge variety of sectors such as automation, medical, energy etc.) are at least as systemically important as the automotive industry. Triple-digit billions must also be amortized, but where are the mass-market applications for this in Europe?"





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About FBDi e. V. (www.fbd.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, competence teams 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 April 2021):

Regular members: Acal BFi Germany; AL-Elektronik Distribution; 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; MEDI Kabel; Memphis Electronic; Menges Electronic; MEV Elektronik Service; mewa electronic; Mouser Electronics; Neumüller Elektronik; pk components; Pülplichhuisen; RS Components; Rutronik Elektronische Bauelemente; Ryosan Europe; Schukat electronic; TTI Europe.

Supporting members: TDK Europe, Recom.

**Press contact and Information
about membership:**

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