



# QUARTERLY TREND STATISTICS

## Q4-2003

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Secretary: Valentina Carnevali,  
Via Console Flaminio 19,  
20134 Milano, Italy  
Tel: + 39 0221 0111236  
Fax: + 39 0221 0111222  
Email:  
v.carnevali@tecnoimprese.it



International  
Distribution of  
Electronics  
Association

in  
association  
with



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**CONSOLIDATED QUARTERLY TREND STATISTICS 1998, 1999, 2000,  
2001, 2002 and 2003**  
**UK, FRANCE & ITALY plus Nordic added 2002**  
**PERIOD: Q4-03 ISSUED: 6<sup>th</sup> February 2004**

**Introduction**

The International Distribution of Electronics Association is committed to improving communication between member countries and the attached package of statistical data covering Italy, France and the UK & Nordic. This comprises regular quarterly trend information in the same format.

The consolidation has been carried out by AFDEC in the UK and any queries should be addressed to:-

Gary Kibblewhite  
Telephone: 44 (0) 1279 466476  
Facsimile: 44 (0) 1279 466478

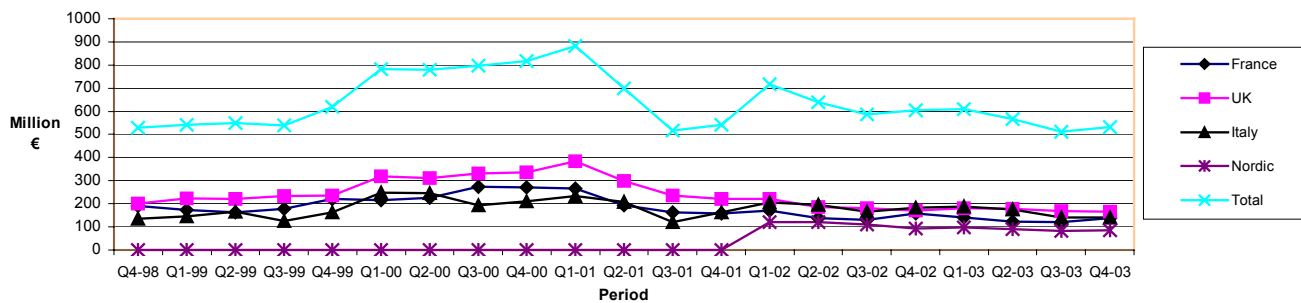
The trend statistics include data compiled by SPDEI (France), ASSODEL (Italy) and AFDEC (UK). The numbers shown represent the **actual** sales by member companies so reflect an accurate trend. In 2002 the statistics from Norway, Denmark, Sweden and Finland were added (shown as Nordic).

**Note that the historical trend in 2001 and prior years has not been altered to reflect the addition of the Nordic region in 2002**

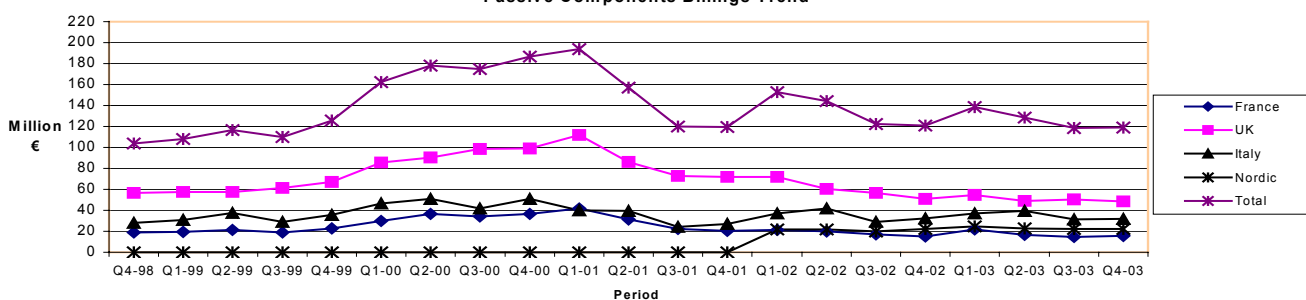
COUNTRY	Association	Approx. Total Component Distribution Market 2002	Summation of Association Members Returns 2002	Approx. Share of DTAM (Distribution Total Available Market) represented by Association's Members 2002
France	SPDEI	€998 Mill	€781 Mill	78%
UK	AFDEC	€1957 Mill	€1585 Mill	81%
Italy	ASSODEL	€1356 Mill	€1002 Mill	74%
Nordic	Via AFDEC	€1317 Mill	€713 Mill	54%

**Exchange Rates:** To ensure that exchange rate variations do not confuse the trend, the exchange rates shown are the 2003 Local currency/€ conversion rates. The 2003 average rates are: UK Pound/€ 0.6916, Danish Krona/€ 7.4302, Norwegian Krona/€ 7.9968, Swedish Krona/€ 9.1427.

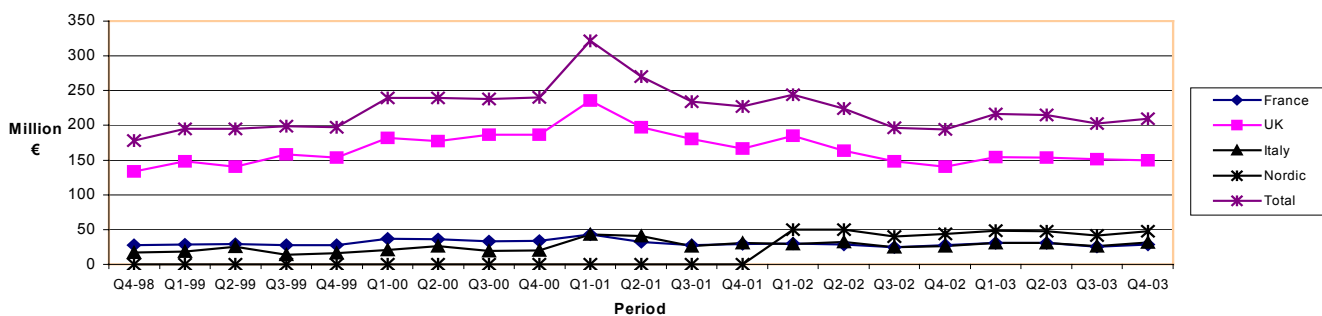
**Semiconductors Billings Trend**



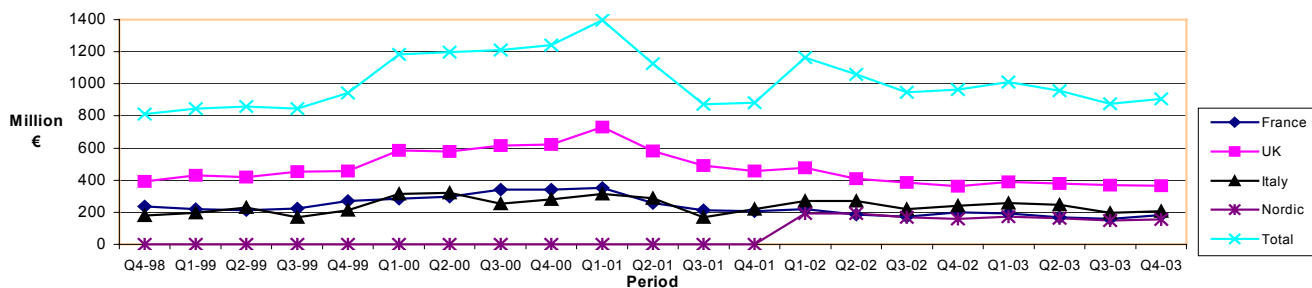
**Passive Components Billings Trend**



**Electromechanical & Other Components Billings Trend**



**Total Electronic Components Billings Trend**



**In order to show true trends, all exchange rates used are the latest full year's average rates.**

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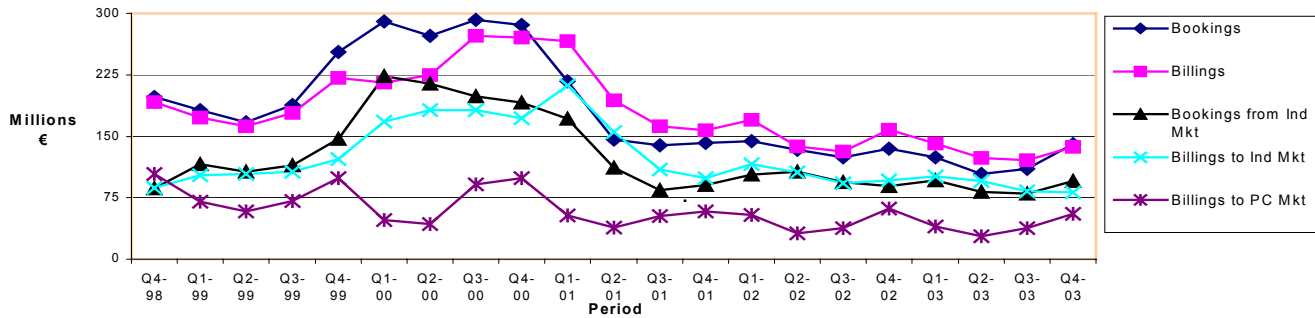


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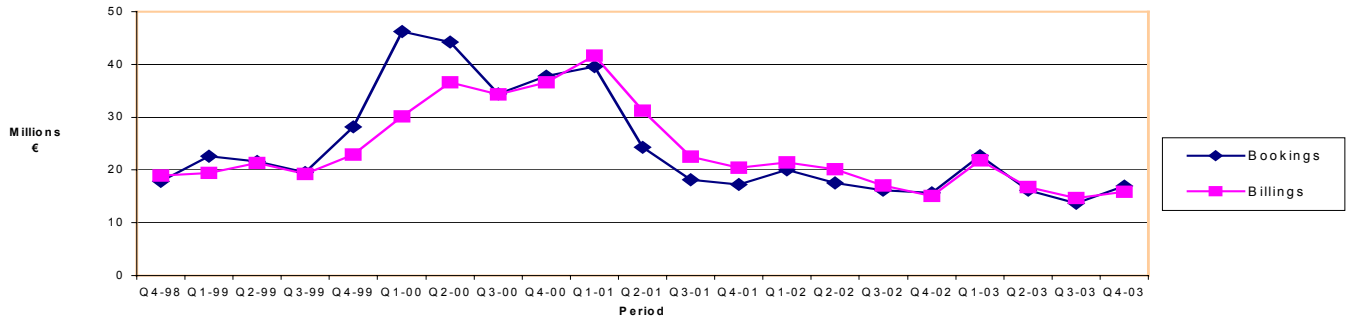


**FRANCE**

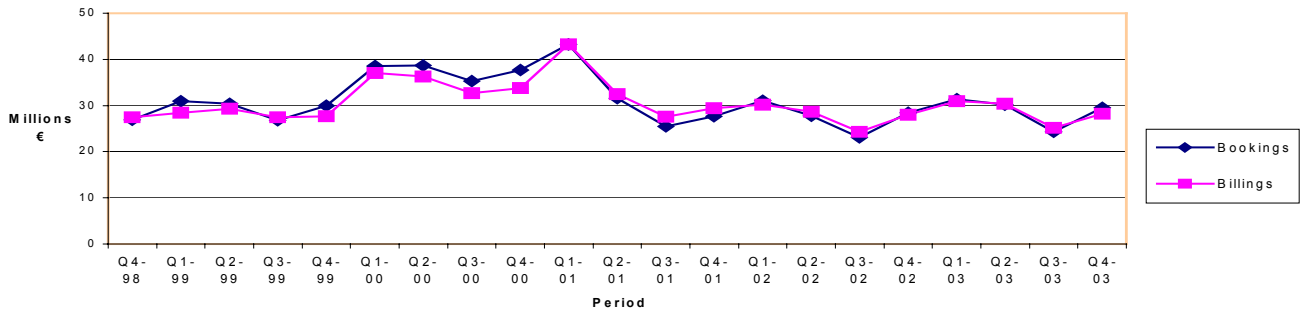
**Semiconductor Bookings / Billings**



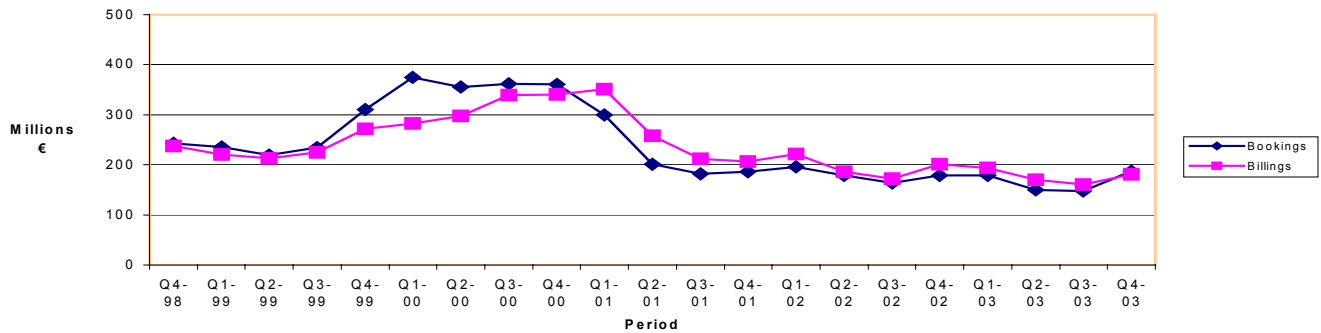
**Passive Bookings / Billings**



**Electromechanical & Other Components Bookings / Billings**

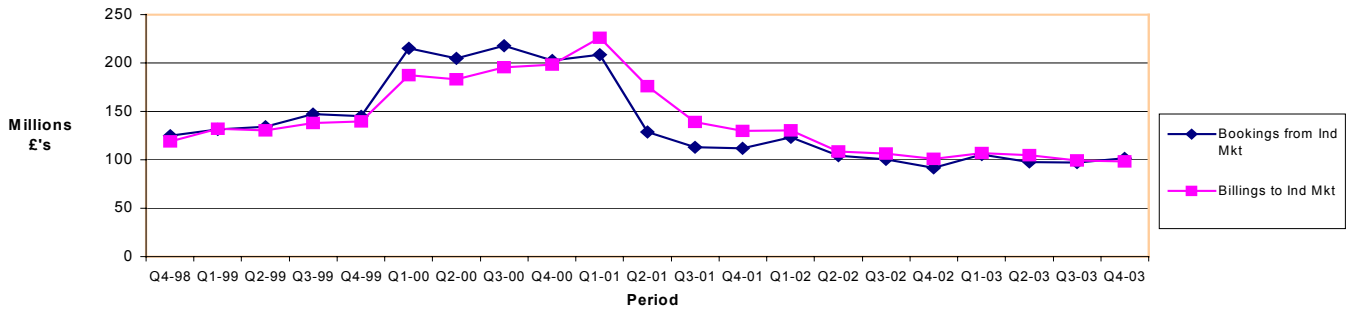


**Total Electronic Component Bookings / Billings**

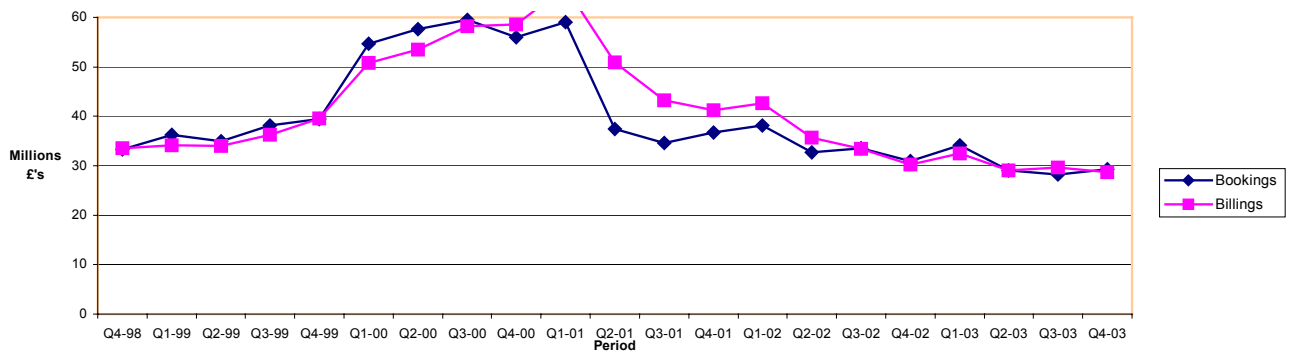


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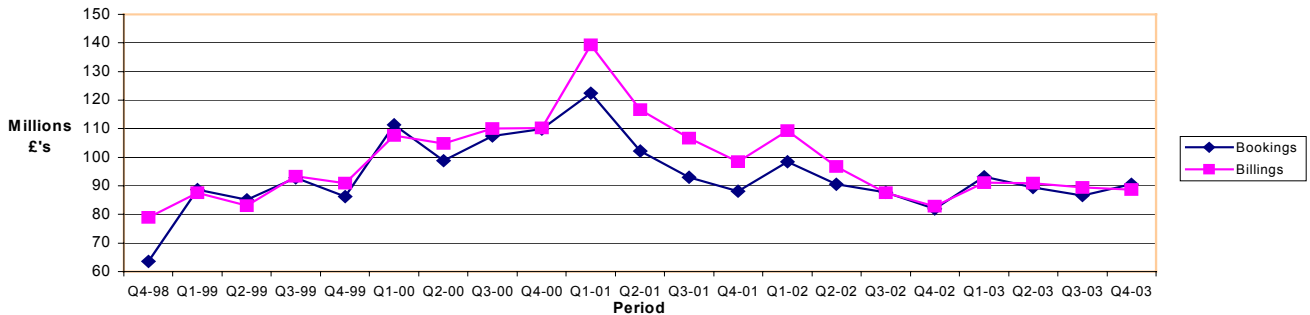
**Semiconductor Bookings / Billings**



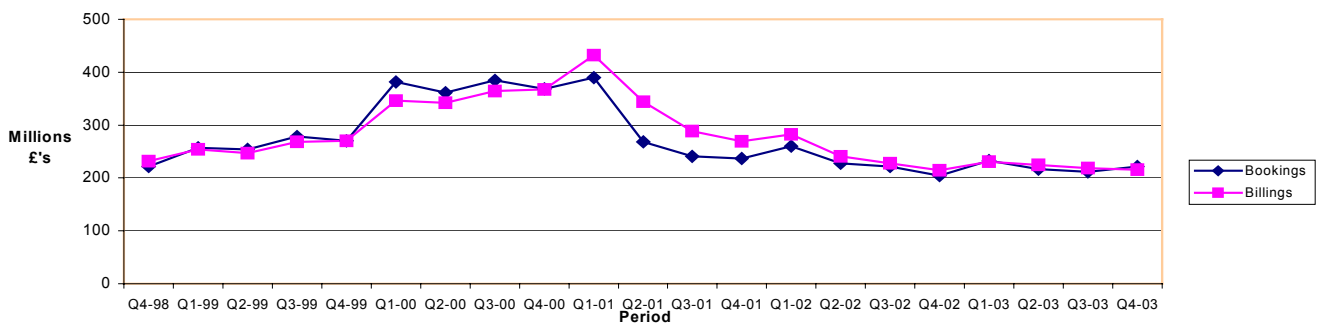
**Passive Bookings / Billings**



**Electromechanical & Other Components Bookings / Billings**

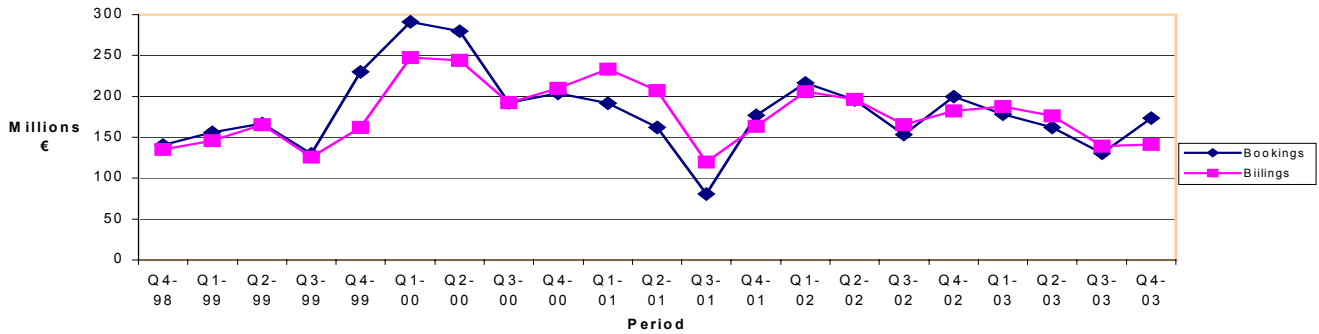


**Total Electronic Component Bookings / Billings**

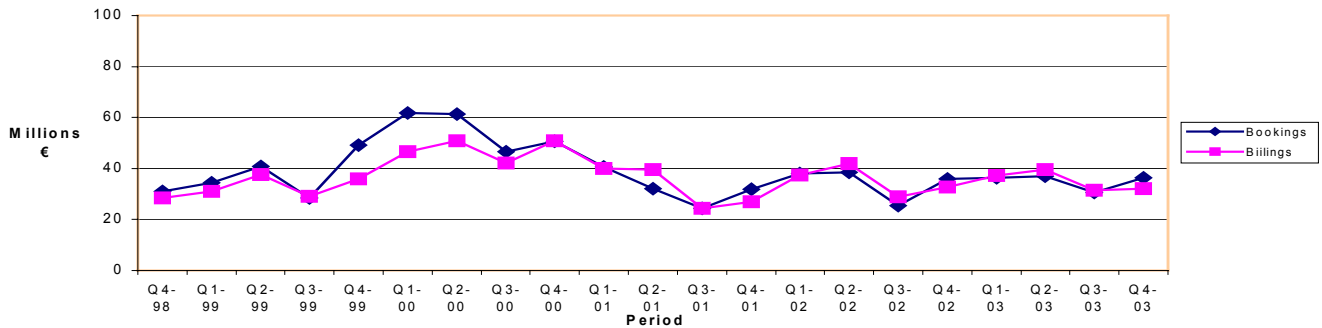


**ITALY**

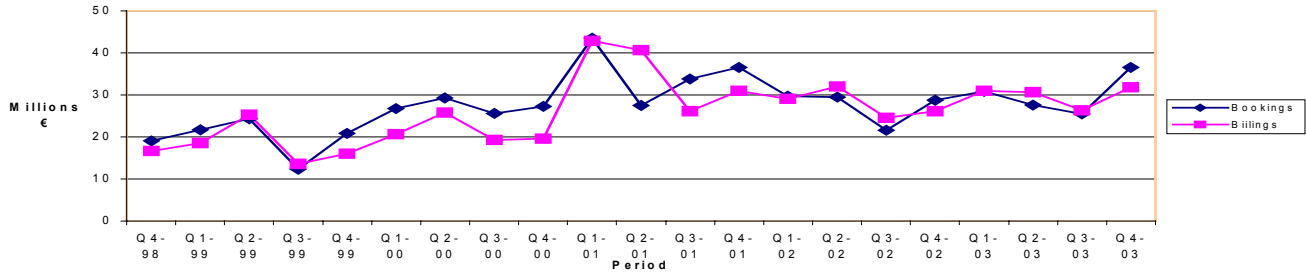
**Semiconductor Bookings / Billings**



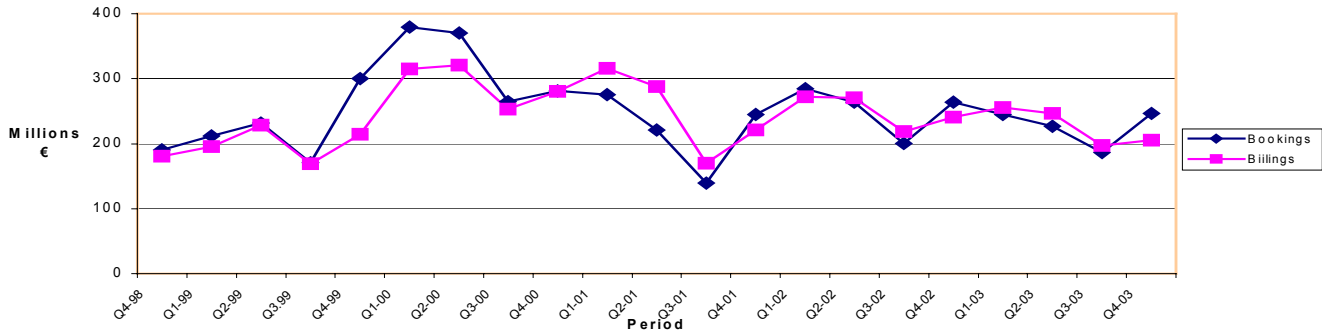
**Passive Bookings / Billings**



**Electromechanical & Other Component Bookings / Billings**

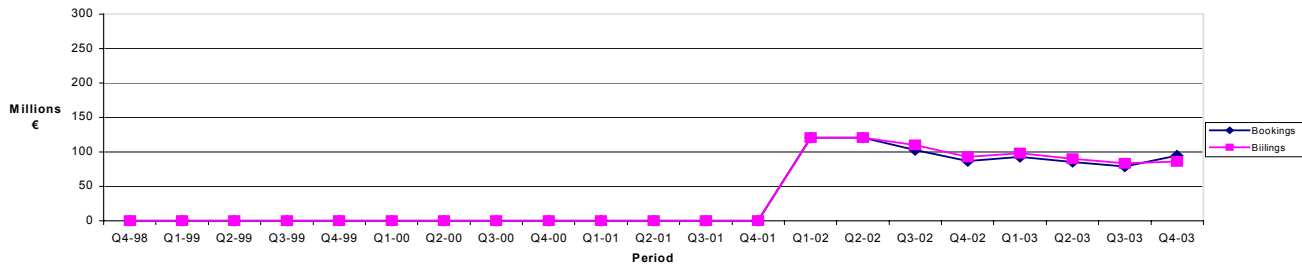


**Total Electronic Component Bookings / Billings**

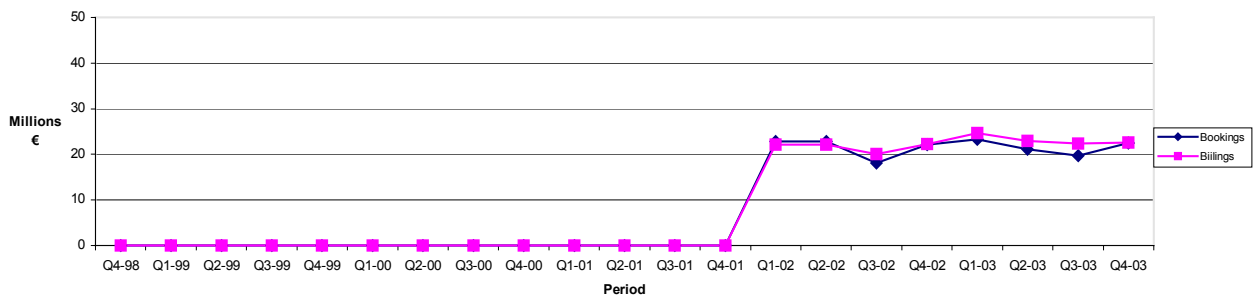


**NORDIC**

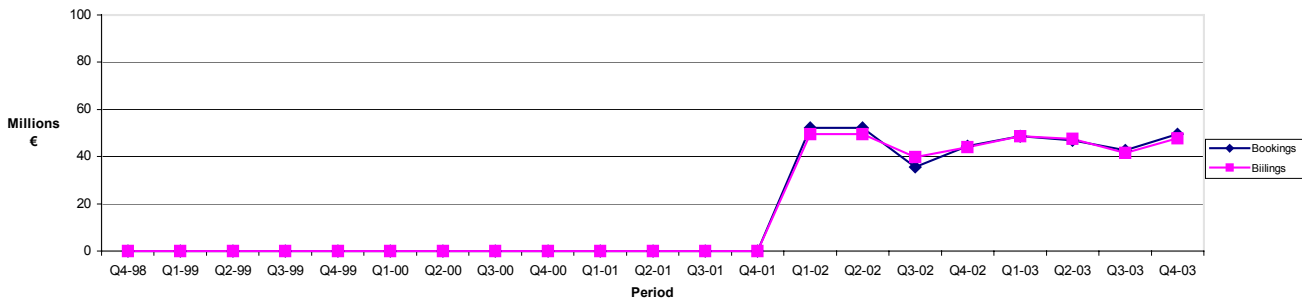
**Semiconductor Bookings / Billings**



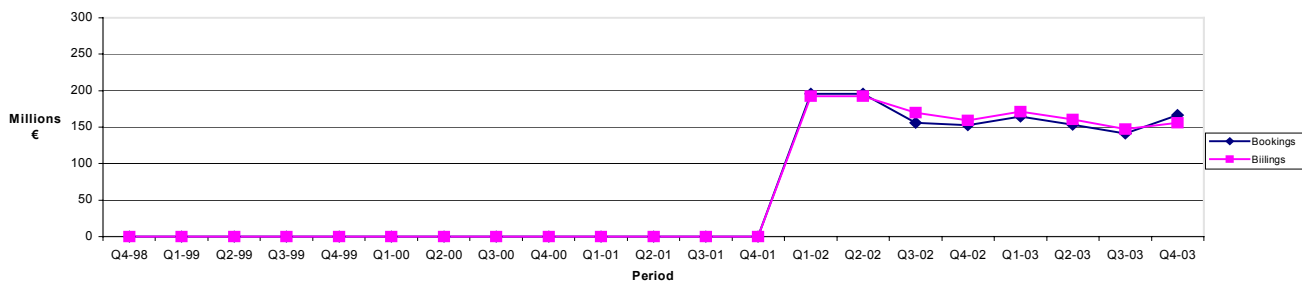
**Passives Bookings / Billings**



**Electromechanical Bookings / Billings**



**Total Bookings / Billings**



**CONSOLIDATED - UK, France, Italy and Nordic (Euro)**

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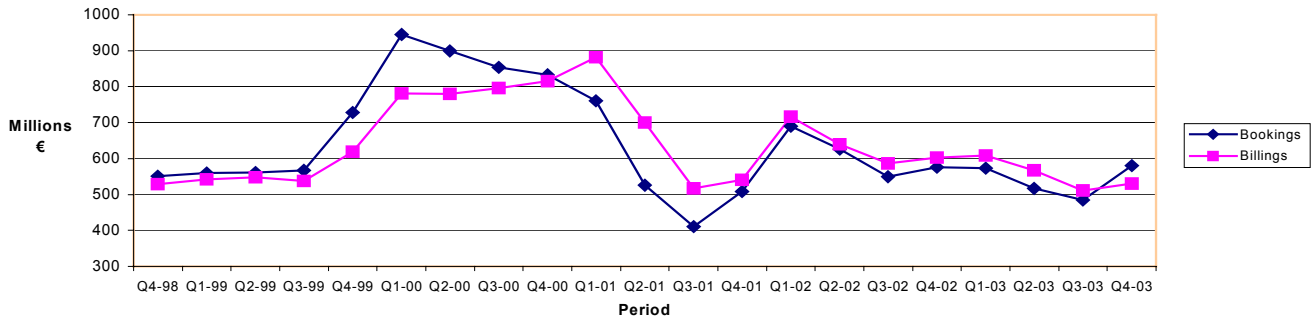


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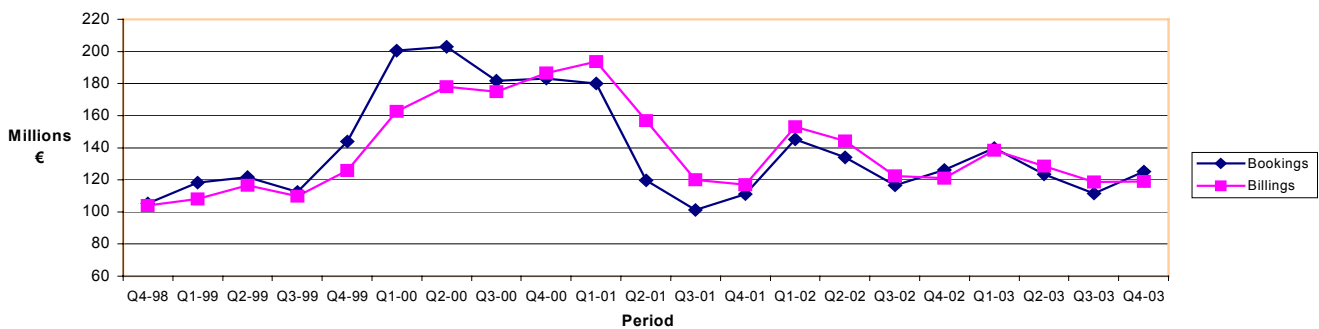
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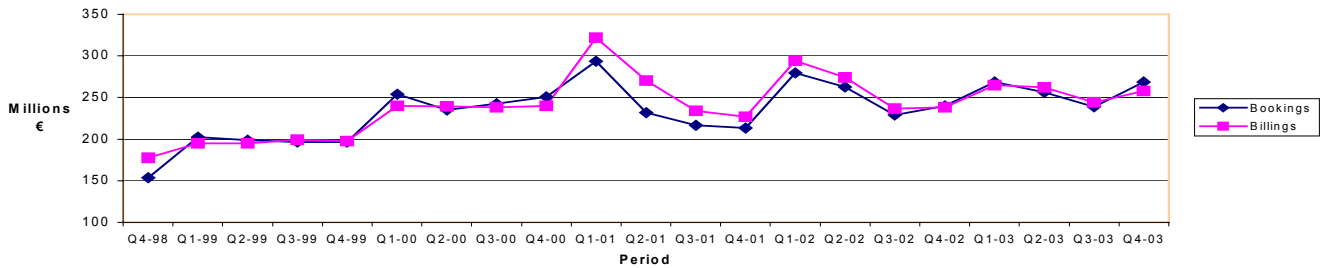
**Consolidated Semiconductor Bookings / Billings**



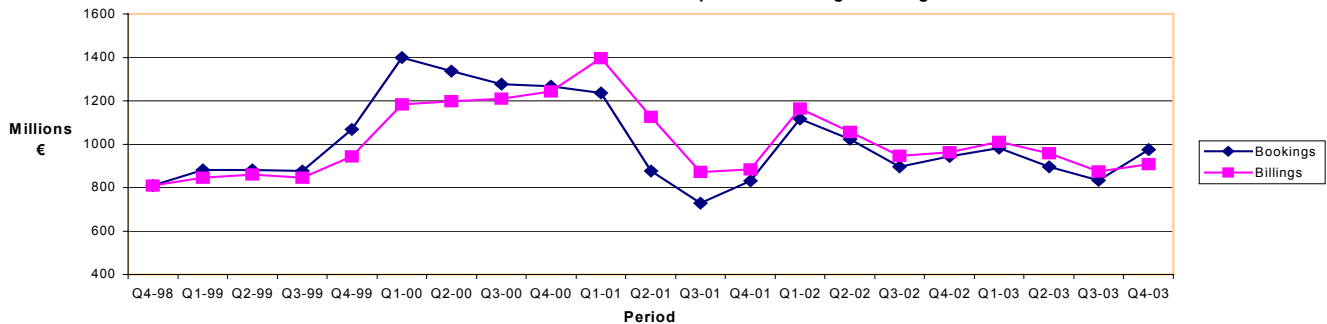
**Consolidated Passive Bookings / Billings**



**Consolidated Electromechanical & Other Components Bookings / Billings**

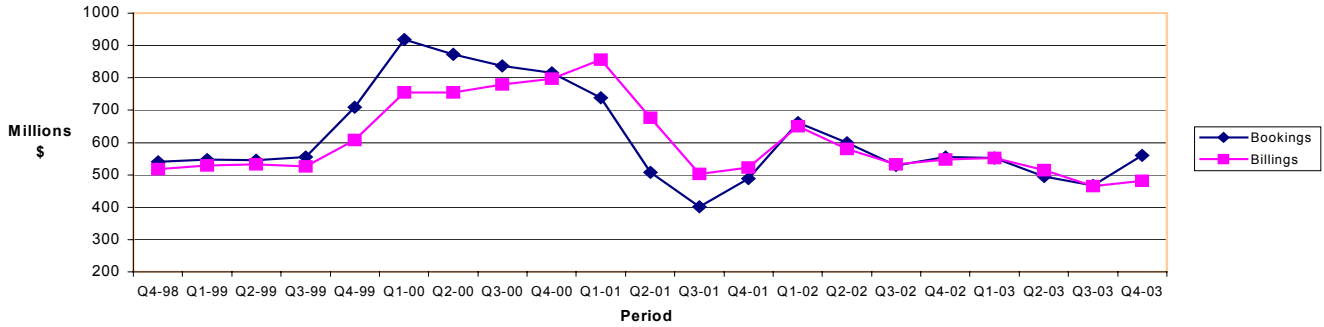


**Consolidated Total Electronic Component Bookings / Billings**

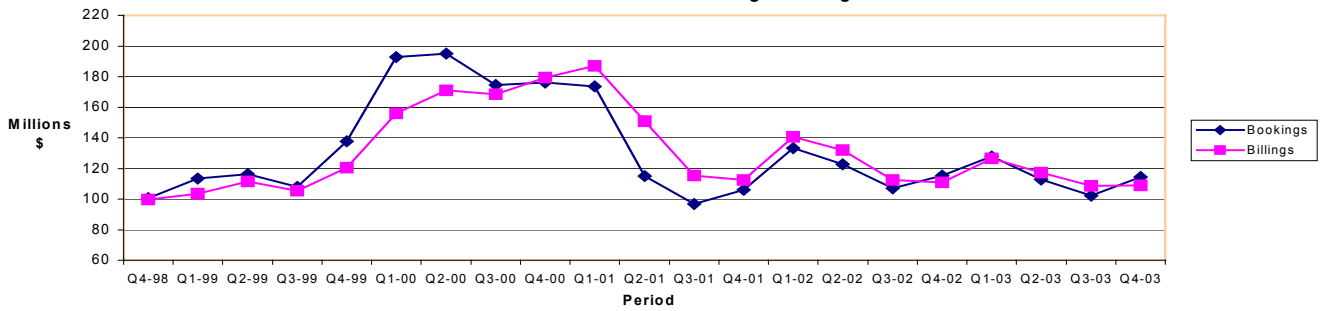


**In order to show true trends, all exchange rates used are the latest full year's average rates.  
CONSOLIDATED - UK, France, Italy and Nordic (US\$)**

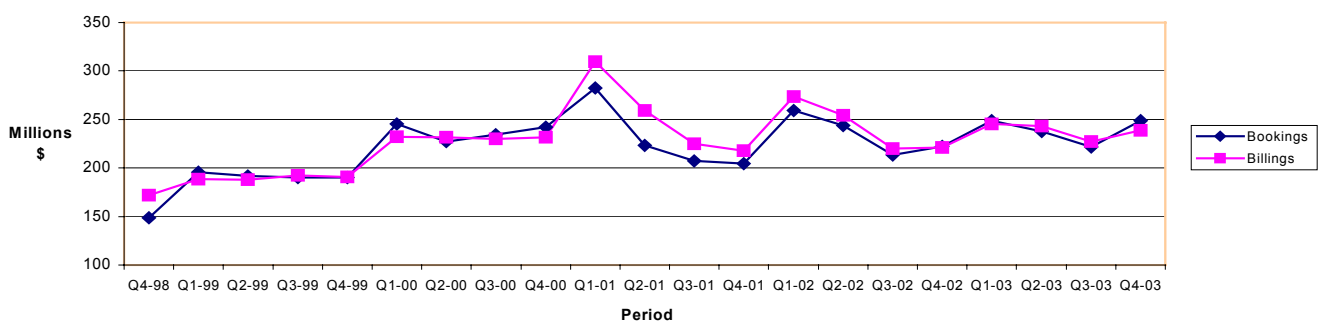
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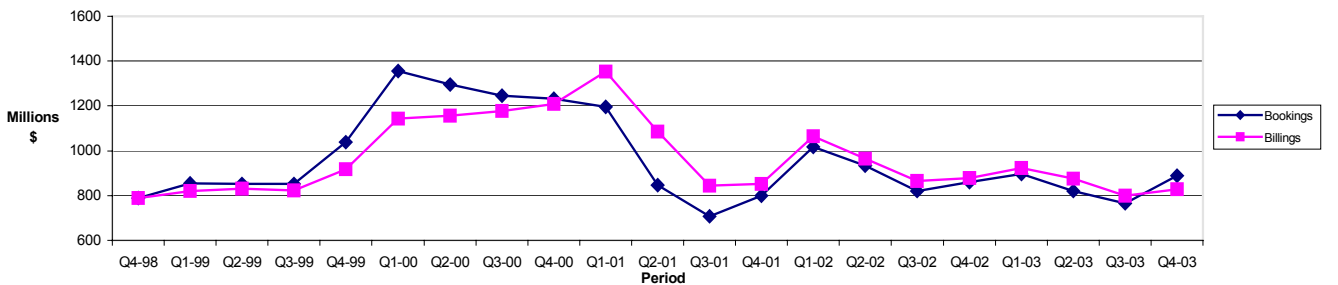
**Consolidated Passive Bookings / Billings**



**Consolidated Electromechanical & Other Components Bookings / Billings**



**Consolidated Total Electronic Component Bookings / Billings**



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