

Press release

Growth in German component distribution continues unabated

The German component distribution market (according to FBDi e.V.) grew 17.6% in the third quarter, with orders up almost 24.5%.

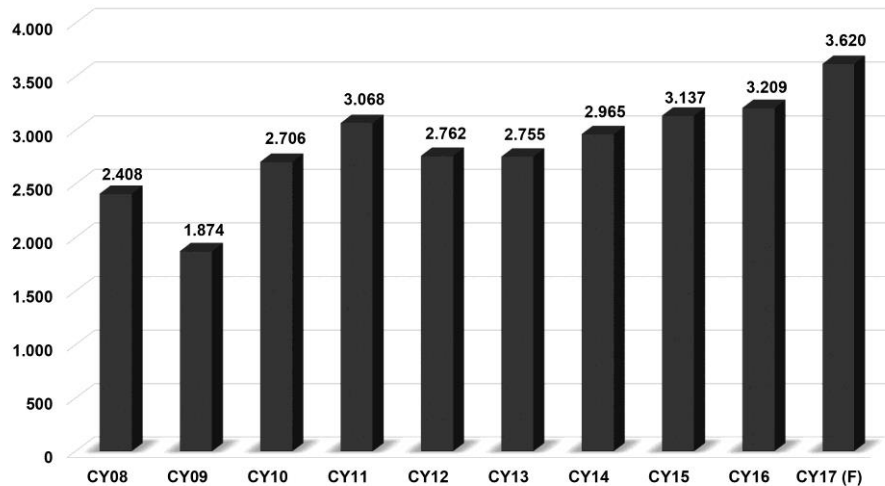
Bad Birnbach, 7 December 2017 – The dynamic performance of the German component distribution industry shows no sign of slowing down. After 6.3% growth in Q1 and 12.2% in Q2, sales in Germany by companies registered with the Fachverband Bauelemente Distribution (FBDi e.V.) soared by 17.6% to 937 million euros in the third quarter of 2017 - an all-time high. Incoming orders grew 24.5% to 993 million euros, yielding a book-to-bill rate of 1.06. Total sales during the first nine months amounted to 2.75 billion euros.

Whereas semiconductor product sales climbed 17.5% to 659 million euros and passive components grew 14.3% to 126 million euros, electromechanics took it to a new level, with sales jumping 30.7% to 96.5 million euros. Other product areas: Power supplies grew by almost 20% and sensors by 8%, while sales of displays contracted by 10.7%. The breakdown of sales remained virtually unchanged: semiconductors 70%, passives 13%, electromechanics 10%, others (power supplies, sensors, displays, assemblies) 6%.

FBDi Chairman of the Board of Directors Georg Steinberger remarked: “There is nothing new to report on the shortage front. For semiconductors as well as for passives, we are seeing long lead times and higher prices, but also a cyclical increase in demand from customers across almost all industrial segments. This strength lead us to believe that Q4 will be excellent. Total sales for 2017 should finish at around 3.6 billion euros.”

How things will continue and, above all, how issues relating to distribution policy will evolve, says Steinberger, is another story altogether: “Gigantic mergers and the resulting pressure as well as the global trend for ‘exclusive’ distribution contracts may help individual companies, but not the industry and certainly not the customers whose choices are being eroded as a result.”

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



Source: FBDi e.V., November

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

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

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