



press release

German Components Distribution: Strong Sales, Lower Orders

First quarter of 2023 ends with further record sales for German components distribution (according to FBDi e.V.). Joy clouded by a slowdown in orders.

Berlin, May 10, 2023 - German components distribution made a huge push in the first quarter of 2023, with sales by distributors reporting to the FBDi reaching an impressive €1.51 billion in the January to March period, up 23.2% on the same quarter last year. As expected, new orders declined significantly to €1.1 billion, corresponding to a book-to-bill ratio of 0.73.

The differences between the product areas were significant. While semiconductors recorded the lion's share of the growth (+32.4% to 1.03 billion euros), passive components increased by "only" 7.5% to 200 million euros and electromechanics by "only" 4.3% to 182 million euros. With growth of almost 20% to around 53 million euros, power supplies also showed a very positive trend. There was little change in the overall product split except for semiconductors, which accounted for almost 68% of total sales (passives 13%, electromechanics 12%, power supplies 3.5%, and others 3.5%).

FBDi Chairman of the board Georg Steinberger: "The increase in sales was quite surprising, but not the normalization in bookings, which we have been seeing for several quarters and which should also have an impact on sales in the coming quarters. The overheating of the last two years has thus largely dissipated, although not all availability problems have been solved."

The outlook for 2023 is viewed quite differently within the FBDi, says Steinberger: "The last few years have been characterized by bottlenecks, price increases, advanced orders and many different, sector-specific forecasts, mixed with geopolitical influences that are unparalleled in their severity. We believe that for the time being, many customers will be consolidating their inventories and that this will shape the further development of orders. However, production is running at full speed at many companies. The challenges will rather be the lack of skilled workers as well as production capacities."

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20 years of Fachverband der Bauelemente Distribution e.V. (www.fbdi.de):

Founded in 2003, FBdi e.V. is an established player in the German association landscape and bundles the interests of its members from the distribution sector, who represent around three quarters of the sales volume of electronic components in Central Europe (DACH). In doing so, it oversees the entire electronics value chain.

In addition to the preparation and further development of data on the Central European distribution market, competence teams on important regulatory topics in the electronics industry (including CE, directives and ordinances) generate a high level of market-related competence. This qualifies the FBdi as a sought-after partner for politics, electronics manufacturers and customers.

Through its membership in the international distribution association IDEA, the FBdi exchanges information with other associations at the European level.

Member companies (as per January 2023):

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; Püplichhuisen; RS Components; Rutronik Elektronische Bauelemente; Schukat electronic; TTI Europe.

Supporting members: TDK Europe, Recom.

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