



CONTEXT COVID-19 Weekly Report

For the Period: **4 Weeks to Week 13 (March 29 2020) vs Same Period 2019**

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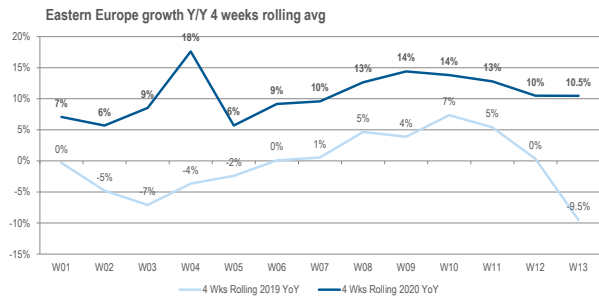
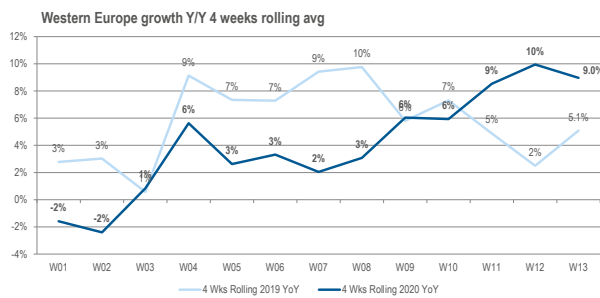
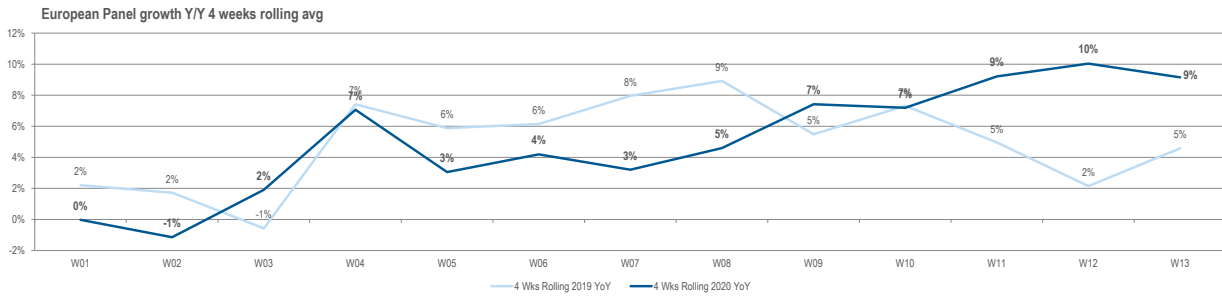
Weekly Trend

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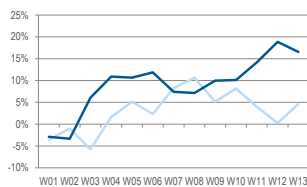
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%Change in sales through IT Distribution in Euros
4 Weeks to Week 13 (March 29 2020) vs Same Period 2019

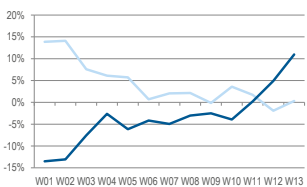


Western Europe

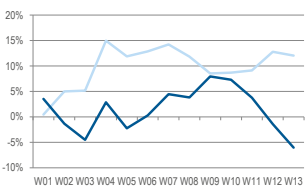
Germany growth Y/Y 4 weeks rolling avg



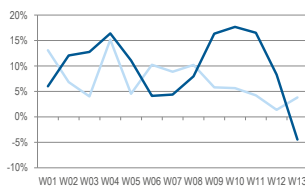
United Kingdom growth Y/Y 4 weeks rolling avg



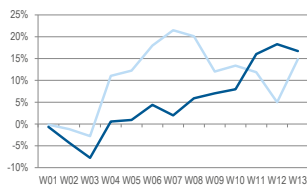
France growth Y/Y 4 weeks rolling avg



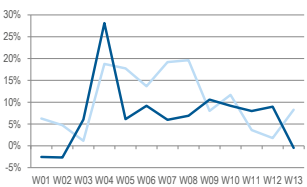
Italy growth Y/Y 4 weeks rolling avg



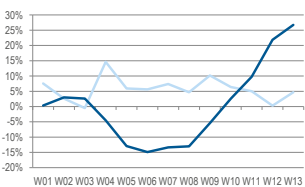
Spain growth Y/Y 4 weeks rolling avg



Portugal growth Y/Y 4 weeks rolling avg



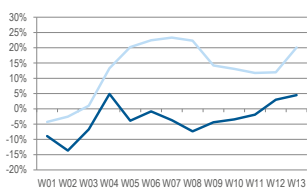
Denmark growth Y/Y 4 weeks rolling avg



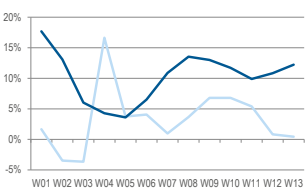
Norway growth Y/Y 4 weeks rolling avg



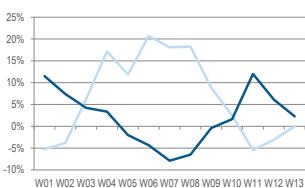
Sweden growth Y/Y 4 weeks rolling avg



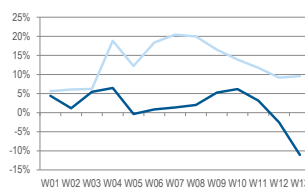
Finland growth Y/Y 4 weeks rolling avg



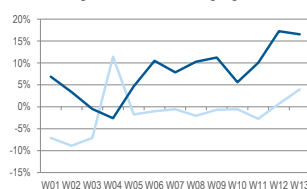
Austria growth Y/Y 4 weeks rolling avg



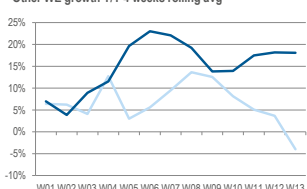
Belgium growth Y/Y 4 weeks rolling avg



Switzerland growth Y/Y 4 weeks rolling avg

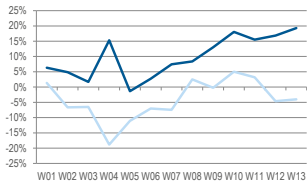


Other WE growth Y/Y 4 weeks rolling avg



Eastern Europe

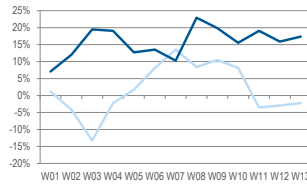
Russia growth Y/Y 4 weeks rolling avg



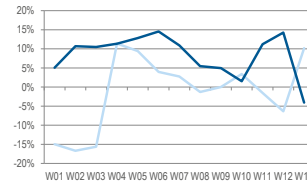
Poland growth Y/Y 4 weeks rolling avg



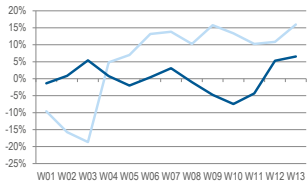
Czech Republic growth Y/Y 4 weeks rolling avg



Slovakia growth Y/Y 4 weeks rolling avg



Baltics growth Y/Y 4 weeks rolling avg



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Top Growth Industry

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Top Growth IT Industry Sectors and Countries in Western and Eastern Europe

%Change in sales through IT Distribution in Euros

4 Weeks to Week 13 (March 29 2020) vs Same Period 2019

Sorted by top growth industry sector and country size

Traffic Lights:	
Above	15%
Inbetween	
Below	-20%

Industry Sector	WESTERN EUROPE														EASTERN EUROPE				
	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Austria	Denmark	Belgium	Finland	Norway	Portugal	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia
Audio-Video Systems	92%	0%	26%	26%	49%	40%	12%	88%	39%	100%	115%	97%	91%	102%	-6%	5%	26%	17%	185%
Mobile Computing	34%	50%	51%	-2%	53%	34%	11%	62%	55%	1%	11%	49%	1%	37%	16%	35%	66%	14%	45%
Computing Accessories	57%	22%	12%	-7%	10%	42%	35%	53%	38%	38%	21%	14%	28%	40%	16%	2%	33%	-6%	-7%
Software and Licences	22%	9%	8%	20%	62%	24%	9%	17%	24%	11%	32%	6%	19%	1%	127%	7%	7%	17%	50%
Data Center Networking and Security	-3%	51%	-11%	58%	-8%	-35%	64%	22%	36%	-37%	43%	-15%	-3%	-13%	70%	35%	80%	-27%	-74%
Desktop Computing	47%	21%	-38%	-16%	2%	22%	-3%	31%	-3%	-10%	7%	-2%	23%	20%	35%	-25%	-3%	-17%	-32%
Wireless Networking	13%	3%	-4%	2%	27%	9%	-19%	29%	-4%	-19%	55%	24%	-1%	-7%	-35%	188%	16%	-8%	8%
Displays	27%	30%	-43%	-23%	22%	17%	-8%	22%	28%	-5%	24%	-15%	-10%	41%	-9%	-15%	20%	5%	-39%
Warranties and Services	5%	-5%	18%	18%	29%	8%	11%	0%	-4%	-17%	33%	-26%	-5%	2%	82%	14%	-37%	7%	-28%
Other Networking Equipment	35%	12%	-25%	-11%	-14%	15%	46%	4%	-20%	-25%	73%	-28%	-21%	12%	-15%	32%	141%	130%	-84%
Printing Consumables	13%	-14%	-10%	8%	-1%	-2%	6%	18%	-2%	5%	-15%	50%	46%	1%	6%	2%	-64%	-8%	2%
Networking Systems	6%	-9%	-20%	-11%	42%	-21%	-9%	-9%	-5%	-11%	39%	-9%	-39%	-16%	27%	46%	26%	93%	-43%
Power Equipment	12%	-10%	-28%	-22%	-11%	-5%	-24%	-6%	-25%	-17%	-17%	-60%	-17%	16%	26%	-18%	-4%	15%	10%
Connectivity	9%	-7%	-36%	-18%	8%	24%	-15%	-2%	-11%	-24%	5%	5%	-9%	2%	16%	-23%	-3%	7%	-18%
Unified Communications	2%	-16%	-36%	-12%	-46%	-43%	27%	4%	-20%	412%	32%	-43%	-20%	12%	77%	-21%	58%	-29%	-11%
Printing	-3%	-4%	-15%	-37%	-12%	-10%	8%	-10%	-9%	-32%	-2%	-5%	-11%	-3%	19%	-18%	21%	-15%	22%
Disk Storage	4%	-18%	-29%	-16%	0%	-14%	2%	-33%	56%	-41%	0%	27%	30%	-11%	14%	-31%	-20%	8%	-28%
Smart Home and Office	16%	42%	-84%	-46%	7%	-10%	-20%	-49%	125%	-87%	-30%	-37%	162%	-11%	38%	25%	-14%	218%	-16%
Server Computing	-8%	-31%	-45%	-20%	65%	16%	16%	-58%	-28%	-57%	52%	-13%	-30%	-45%	35%	37%	-7%	-6%	-32%
Telecommunications	-17%	-1%	-17%	-36%	-31%	5%	-3%	-28%	30%	-22%	-33%	45%	-32%	25%	-19%	-43%	9%	63%	-12%
Wearable Devices	22%	-42%	-58%	3%	36%	82%	2%	-24%	-25%	-20%	-22%	-72%	82%	-2%	38%	-51%	-15%	-59%	-23%
Computing Components	-14%	-33%	-42%	-23%	-24%	-14%	-27%	-34%	-42%	-68%	-29%	-16%	-50%	-11%	31%	-30%	-5%	3%	-55%
Removable Storage	-2%	-33%	-53%	-38%	-57%	14%	98%	-18%	6%	-11%	-6%	-24%	-33%	-33%	4%	-30%	-11%	44%	-37%
Scanner Imaging	-3%	-2%	-34%	-53%	-38%	8%	-43%	-12%	-13%	-58%	-46%	-2%	-15%	21%	-80%	-35%	-15%	270%	10%
Country Growth	16%	11%	-4%	-6%	17%	17%	5%	2%	27%	-11%	12%	13%	-1%	18%	19%	-6%	17%	7%	-4%

INDUSTRY SECTOR GROWTH		
WE	EE	Total
47%	11%	43%
36%	28%	35%
31%	11%	29%
17%	51%	20%
13%	62%	19%
10%	8%	10%
7%	15%	8%
10%	-7%	7%
5%	30%	6%
9%	-9%	6%
2%	-2%	2%
-4%	31%	1%
-9%	16%	-2%
-5%	1%	-5%
-11%	19%	-7%
-11%	10%	-7%
-9%	-2%	-8%
-10%	12%	-10%
-21%	26%	-12%
-15%	-24%	-17%
-18%	-14%	-18%
-25%	6%	-19%
-27%	-10%	-23%
-19%	-73%	-36%

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Top Decline Industry

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Top Decline IT Industry Sectors and Countries in Western and Eastern Europe

%Change in sales through IT Distribution in Euros

4 Weeks to Week 13 (March 29 2020) vs Same Period 2019

Sorted by fastest declining industry sector and country size

Traffic Lights:	
Above	15%
Inbetween	
Below	-20%

Industry Sector	WESTERN EUROPE														EASTERN EUROPE				
	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Austria	Denmark	Belgium	Finland	Norway	Portugal	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia
Scanner Imaging	-3%	-2%	-34%	-53%	-38%	8%	-43%	-12%	-13%	-58%	-46%	-2%	-15%	21%	-80%	-35%	-15%	270%	10%
Removable Storage	-2%	-33%	-53%	-38%	-57%	14%	98%	-18%	6%	-11%	-6%	-24%	-33%	-33%	4%	-30%	-11%	44%	-37%
Computing Components	-14%	-33%	-42%	-23%	-24%	-14%	-27%	-34%	-42%	-68%	-29%	-16%	-50%	-11%	31%	-30%	-5%	3%	-55%
Wearable Devices	22%	-42%	-58%	3%	36%	82%	2%	-24%	-25%	-20%	-22%	-72%	82%	-2%	38%	-51%	-15%	-59%	-23%
Telecommunications	-17%	-1%	-17%	-36%	-31%	5%	-3%	-28%	30%	-22%	-33%	45%	-32%	25%	-19%	-43%	9%	63%	-12%
Server Computing	-8%	-31%	-45%	-20%	65%	16%	16%	-58%	-28%	-57%	52%	-13%	-30%	-45%	35%	37%	-7%	-6%	-32%
Smart Home and Office	16%	42%	-84%	-46%	7%	-10%	-20%	-49%	125%	-87%	-30%	-37%	162%	-11%	38%	25%	-14%	218%	-16%
Disk Storage	4%	-18%	-29%	-16%	0%	-14%	2%	-33%	56%	-41%	0%	27%	30%	-11%	14%	-31%	-20%	8%	-28%
Printing	-3%	-4%	-15%	-37%	-12%	-10%	8%	-10%	-9%	-32%	-2%	-5%	-11%	-3%	19%	-18%	21%	-15%	22%
Unified Communications	2%	-16%	-36%	-12%	-46%	-28%	-43%	27%	-4%	-20%	412%	32%	-43%	-20%	12%	77%	-21%	58%	-29%
Connectivity	9%	-7%	-36%	-18%	8%	24%	-15%	-2%	-11%	-24%	5%	-1%	-9%	2%	16%	-23%	-3%	7%	-18%
Power Equipment	12%	-10%	-28%	-22%	-11%	-5%	-24%	-6%	-25%	-17%	-17%	-60%	-17%	16%	26%	-18%	-4%	15%	10%
Networking Systems	6%	-9%	-20%	-11%	42%	-21%	-9%	-9%	-5%	-11%	39%	-9%	-39%	-16%	27%	46%	26%	93%	-43%
Printing Consumables	13%	-14%	-10%	8%	-1%	-2%	6%	-16%	18%	-2%	5%	-15%	50%	46%	1%	6%	2%	-64%	-8%
Other Networking Equipment	35%	12%	-25%	-11%	-14%	15%	46%	4%	-20%	-25%	73%	-28%	-21%	12%	-15%	32%	141%	130%	-84%
Warranties and Services	5%	-5%	18%	18%	29%	8%	11%	0%	-4%	-17%	33%	-26%	-5%	2%	82%	14%	-37%	7%	-28%
Displays	27%	30%	-43%	-23%	22%	17%	-8%	22%	28%	-5%	24%	-15%	-10%	41%	-9%	-15%	20%	5%	-39%
Wireless Networking	13%	3%	-4%	2%	27%	9%	-19%	29%	-4%	-19%	55%	24%	-1%	-7%	-35%	188%	16%	-8%	8%
Desktop Computing	47%	21%	-38%	-16%	2%	22%	-3%	31%	-3%	-10%	7%	-2%	23%	20%	35%	-25%	-3%	-17%	-32%
Data Center Networking and Security	-3%	51%	-11%	58%	-8%	-35%	64%	22%	36%	-37%	43%	-15%	-3%	-13%	70%	35%	80%	-27%	-74%
Software and Licences	22%	9%	8%	20%	62%	24%	9%	17%	24%	11%	32%	6%	19%	1%	127%	7%	7%	17%	50%
Computing Accessories	57%	22%	12%	-7%	10%	42%	35%	53%	38%	38%	21%	14%	28%	40%	16%	2%	33%	-6%	-7%
Mobile Computing	34%	50%	51%	-2%	53%	34%	11%	62%	55%	1%	11%	49%	1%	37%	16%	35%	66%	14%	45%
Audio-Video Systems	92%	0%	26%	26%	49%	40%	12%	88%	39%	100%	115%	97%	91%	102%	-6%	5%	26%	17%	185%

INDUSTRY SECTOR GROWTH		
WE	EE	Total
-19%	-73%	-36%
-27%	-10%	-23%
-25%	6%	-19%
-18%	-14%	-18%
-15%	-24%	-17%
-21%	26%	-12%
-10%	12%	-10%
-9%	-2%	-8%
-11%	10%	-7%
-11%	19%	-7%
-5%	1%	-5%
-9%	16%	-2%
-4%	31%	1%
2%	-2%	2%
9%	-9%	6%
5%	30%	6%
10%	-7%	7%
10%	8%	10%
13%	62%	19%
17%	51%	20%
31%	11%	29%
36%	28%	35%
47%	11%	43%

Country Growth	16%	11%	-4%	-6%	17%	17%	5%	2%	27%	-11%	12%	13%	-1%	18%	19%	-6%	17%	7%	-4%
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CONTEXT COVID-19 Weekly Report

Largest Industry
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Largest IT Industry Sectors and Countries in Western and Eastern Europe

%Change in sales through IT Distribution in Euros
 4 Weeks to Week 13 (March 29 2020) vs Same Period 2019
 Sorted by largest industry sector and largest country. Displays top two categories (by revenue) within each Industry sector.

Traffic Lights:	
Above	15%
Inbetween	
Below	-20%

Industry Sector	WESTERN EUROPE														EASTERN EUROPE				
	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Austria	Denmark	Belgium	Finland	Norway	Portugal	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia
Mobile Computing	33%	50%	25%	-22%	110%	40%	-11%	43%	45%	-1%	97%	11%	-15%	20%	0%	77%	75%	37%	54%
Software and Licences	18%	6%	18%	18%	106%	30%	11%	972%	68%	39%	44%	3%	134%	12%	113%	11%	8%	86%	209%
Telecommunications	18%	146%	8%	-12%	-37%	3%	-1%	10%	37%	-20%	123%	166%	-31%	13%	-32%	0%	-25%	1937%	794%
Printing Consumables	10%	-27%	12%	-10%	1%	27%	25%	-19%	-5%	25%	32%	54%	22%	7%	-7%	7%	130%	-7%	38%
Displays	-2%	2%	-40%	-30%	5%	-12%	-22%	-15%	1%	-14%	2%	-34%	-33%	4%	13%	-15%	8%	-10%	24%
Warranties and Services	5%	-5%	18%	18%	29%	8%	11%	0%	-4%	-17%	33%	-26%	-5%	2%	82%	14%	-37%	7%	-28%
Disk Storage	49%	-26%	-10%	-25%	-17%	-14%	-4%	-5%	198%	-22%	51%	25%	2%	3%	-14%	-26%	451%	2%	-28%
Desktop Computing	39%	93%	11%	-22%	1551%	21%	-17%	-9%	-21%	-7%	-9%	51%	4%	29%	263%	25%	130%	-49%	-22%
Computing Components	-17%	-29%	-49%	-29%	24%	-29%	-28%	-34%	-13%	-37%	6%	62%	-43%	-20%	106%	-18%	-10%	-10%	-41%
Computing Accessories	47%	18%	18%	-7%	8%	34%	7%	50%	43%	32%	10%	-11%	31%	37%	4%	14%	52%	8%	-2%
Printing	-7%	-19%	-17%	-14%	-28%	-31%	-8%	-7%	85%	-24%	-2%	1%	-25%	9%	0%	-21%	49%	-28%	42%
Networking Systems	7%	-17%	-17%	-18%	106%	-11%	-10%	-8%	58%	-19%	17%	-12%	-40%	-12%	29%	41%	43%	163%	-31%
Audio-Video Systems	24%	-23%	-23%	-25%	361%	5%	28%	-28%	56%	31%	23%	63%	163%	31%	6%	27%	107%	63%	97%
Server Computing	65%	-53%	-41%	-28%	28%	4%	86%	45%	-41%	121%	83%	-36%	-16%	-48%	19%	0%	-5%	-18%	-61%
Data Center Networking and Security	-19%	64%	-23%	124%	33%	-56%	75%	1%	14%	-352%	34%	-52%	-43%	-34%	750%	32%	257%	70%	-71%
Wireless Networking	-2%	28%	-9%	-3%	13%	4%	-6%	16%	24%	22%	100%	-14%	50%	4%	-21%	2317%	54%	-9%	-23%
Other Networking Equipment	90%	129%	72%	-4%	-6%	197%	28%	1%	46%	16%	30%	4%	150%	421%	50%	141%	311%	60%	-13%
Power Equipment	-6%	-19%	-31%	-29%	9%	15%	-8%	-30%	-47%	-33%	-21%	-48%	-17%	19%	81%	-31%	4%	16%	-8%
Wearable Devices	17%	10221%	-73%	2233%	-12%	47%	150%	116%	-13%	14%	93%	-75%	14%	4%	23%	-58%	-16%	-58%	-50%
Connectivity	-2%	-9%	-5%	-18%	-26%	38%	35%	32%	13%	-36%	-1%	63%	22%	2%	20%	-41%	7%	-17%	-3%
Removable Storage	-21%	-29%	-41%	-50%	-34%	10%	68%	52%	13%	-29%	-16%	-27%	-18%	-38%	1%	-30%	-1%	202%	-43%
Unified Communications	-10%	-21%	-18%	46%	-49%	-15%	-65%	1%	-12%	-33%	368%	109%	-56%	-27%	25%	28%	-38%	38%	-52%
Electronics	24%	22%	62%	448%	18%	-25%	-29%	248%	14%	-2%	1%	-36%	18%	-34%	-9%	13%	-11%	-37%	12%
Games Consoles	25%		16%	-70%	64%	491%	43%	2288%	77%	253%	197%	0%	-26%	169%	78%	-15%	73%	2%	55%
Scanner Imaging	-7%	-22%	-46%	11%	-39%	4%	-43%	-43%	-11%	-32%	-39%	-41%	-9%	32%	-79%	-43%	-20%	224%	90%
Smart Home and Office	0%	42%	-42%	435%	153%	62%	95%	-35%	130%	381%	2%	-23%	811%	-35%	34%	47%	503%	53%	-8%
Terminals, Thin Clients and Points of Sales	-44%	-6%	-35%	339%	262%	-39%	-33%	-4%	-56%	-65%	-95%	-42%	464%	-60%	56%	135%	259%	-94%	-5%
Security	-37%	-48%	22%	-14%	-12%	-8%	-16%	-16%	87%	-66%	25%	-68%	-31%	151%	63%	-22%	-74%	35%	-37%
Tape Storage	-34%	94%	-22%	18%	45%	-47%	-39%	25%	10%	-42%	-36%	-10%	-51%	-50%	156%	14%	-17%	-88%	-36%
Photo and Video Cameras	-68%	35%	-29%	-14%	-45%	-37%	-89%	-38%	660%	10%	-59%	258%	198%	-58%	-27%	-68%	-40%	-15%	-49%

INDUSTRY SECTOR GROWTH		
WE	EE	Total
36%	28%	35%
17%	51%	20%
-15%	-24%	-17%
2%	-2%	2%
10%	-7%	7%
5%	30%	6%
-9%	-2%	-8%
10%	8%	10%
-25%	6%	-19%
31%	11%	29%
-11%	10%	-7%
-4%	31%	1%
47%	11%	43%
-21%	26%	-12%
13%	62%	19%
7%	15%	8%
9%	-9%	6%
-9%	16%	-2%
-18%	-14%	-18%
-5%	1%	-5%
-27%	-10%	-23%
-11%	19%	-7%
-22%	5%	-16%
-10%	12%	-10%
-35%	23%	-31%
-14%	-4%	-13%
-13%	55%	-6%
-39%	-42%	-41%

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Top Growth Category

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Top Growth Categories in Western and Eastern Europe

% Change in sales through IT Distribution in Euros
4 Weeks to Week 13 (March 29 2020) vs Same Period 2019

Sorted by top growth categories and country size

Traffic Lights:	
Above	15%
Inbetween	
Below	-20%

Category	WESTERN EUROPE															EASTERN EUROPE					CATEGORY GROWTH		
	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Austria	Denmark	Belgium	Finland	Norway	Portugal	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total	
Web Cameras	330%	74%	311%	222%	189%	122%	183%	420%	75%	204%	103%	12%	224%	435%	23%	115%	468%	111%	131%	212%	85%	196%	
Smart Home Automation	33%	277%	205%	1381%	0%	-8%	146%	-98%	118%		237%		-100%	-49%	21%	2594%	-80%	0%	117%	707%	120%		
Virtualisation Software	119%	71%	44%	103%	149%	130%	55%	206%	85%	24%	126%	143%	66%	109%	27%	-21%	-55%	107%	-36%	99%	-5%	88%	
Headsets/Headphones and Microphones	125%	17%	77%	75%	92%	84%	31%	119%	48%	153%	163%	201%	134%	148%	10%	39%	42%	22%	384%	84%	35%	79%	
Security Software	91%	31%	55%	187%	41%	88%	92%	103%	186%	50%	48%	49%	67%	100%	214%	76%	63%	40%	83%	73%	117%	74%	
Games Accessories	116%		-76%	-30%	208%	353%	231%	348%	172%	375%	-11%	12%	0%	209%	-41%	34%	-27%	61%	80%	64%	4%	46%	
Wireless Adapters	19%	108%	13%	7%	69%	56%	4%	21%	-11%	81%	70%	-3%	163%	70%	19%	124%	166%	49%	-3%	40%	64%	44%	
Notebooks	33%	58%	66%	-1%	62%	39%	26%	68%	58%	-5%	11%	66%	4%	46%	21%	39%	75%	13%	52%	42%	32%	40%	
Games Software	65%		65%	-41%	626%	74%	-58%		594%	562%	-63%	-18%	400%	197%	37%	-37%	84%	-97%	32%	74%	2%	38%	
Docking Stations	48%	32%	24%	-1%	22%	75%	58%	79%	50%	33%	26%	28%	47%	48%	-22%	45%	24%	-30%	-8%	38%	9%	36%	
Keyboards and Keypads	45%	30%	-15%	-15%	43%	65%	8%	35%	42%	14%	41%	18%	33%	51%	42%	-14%	9%	-10%	-2%	30%	13%	28%	
Monitors	37%	72%	-23%	-10%	31%	53%	29%	45%	35%	15%	36%	14%	20%	71%	-13%	-7%	48%	4%	-30%	3%	-5%	27%	
Notebook Workstations	43%	126%	46%	-39%	-19%	36%	-5%	35%	52%	-24%	-19%	-12%	-36%	4%	35%	-32%	-28%	48%	-39%	29%	-12%	25%	
Telephony Accessories	210%	-29%	10%	18%	-2%	-18%	7%	-25%	16%	26%	379%	242%	18%	141%	-54%	157%	12%		9333%	26%	-6%	24%	
Telephony and Conference Systems	45%	16%	4%	0%	-28%	-41%	65%	90%	108%	29%	96%	105%	-32%	129%	-18%	64%	-79%	122%	-83%	28%	-17%	23%	
Wireless LAN Controllers	-39%	-25%	-36%	-18%	-74%	-68%	-71%	-6%	102%	6%	203%	-82%	-95%	-65%	-47%	6779%	-26%	-98%	-95%	-36%	530%	22%	
SAN Switches and Directors	30%	286%	-67%	-44%	-13%	-73%	-40%	51%	5%	256%	-97%	-82%	-59%	-91%	3%	-28%	1637%	-98%	-100%	28%	-8%	21%	
Data Management Software	11%	-19%	7%	43%	31%	-14%	45%	-22%	185%	36%	-1%	3%	-72%	22%	795%	1%	7%	-24%	237%	9%	237%	21%	
Consoles Fixed	-5%		200%	-98%	14%	1293%	-91%	7138%	-23%	0%	715%	0%	-78%	204%	242%	4%	136%	-93%	93%	19%	22%	20%	
Database Management Software	11%	-36%	-18%	-42%	374%	83%	8%	4%	-6%	-61%	71%	23%	-24%	-63%	131%	25%	-19%	209%	-1%	16%	47%	18%	
Inkjet Printers	59%	-1%	-5%	-10%	118%	3%	-24%	-9%	15%	-57%	-36%	92%	-30%	5%	-45%	-1%	31%	-38%	-66%	2%	5%	17%	
All-In-One Inkjets	12%	24%	11%	20%	20%	22%	28%	8%	41%	-34%	0%	12%	66%	31%	33%	15%	35%	23%	-31%	16%	23%	17%	
Network Management and Security Appliances	2%	24%	47%	3%	-20%	3%	138%	27%	124%	-17%	45%	1%	73%	26%	21%	128%	49%	264%	-4%	15%	37%	16%	
Mice	29%	36%	-1%	-12%	17%	13%	-14%	10%	22%	8%	5%	2%	28%	48%	21%	-26%	21%	-9%	-13%	19%	3%	16%	
Mobile Computing Cases	25%	23%	-5%	-2%	-7%	-5%	8%	75%	36%	128%	-4%	7%	-25%	13%	-20%	-16%	17%	-19%	-27%	16%	-11%	14%	
Storage Controllers	-11%	-47%	-47%	5%	-7%	-70%	-42%	-8%	-48%	-38%	-1%	-30%	-56%	-57%	623%	42%	12%	-4%	-39%	-29%	444%	13%	
Tablet PCs	36%	13%	-1%	-1%	18%	11%	-32%	49%	36%	26%	26%	-1%	-14%	20%	-27%	11%	34%	10%	1%	15%	-4%	13%	
Network Management Software	32%	3%	20%	12%	61%	4%	50%	15%	-23%	-21%	-10%	21%	-32%	-5%	11%	11%	-40%	500%	28%	12%	27%	13%	
E-Readers	18%	-7%	-12%	-67%	380%	99%	-37%	-20%	23%	782%	-100%	-31%	7%	-34%	433%	254%	84%	380%		12%	18%	13%	
Ink Cartridges and Tanks	19%	-7%	3%	28%	9%	17%	0%	-10%	31%	25%	-5%	-17%	71%	59%	6%	-5%	9%	-72%	-8%	13%	-4%	12%	
Desktops	53%	24%	-39%	-15%	2%	26%	-1%	41%	2%	-7%	14%	26%	25%	20%	28%	-29%	4%	-14%	-35%	13%	4%	11%	
Transceivers	20%	20%	-32%	4%	43%	-38%	70%	-2%	24%	-19%	132%	-30%	-67%	1%	6%	87%	216%	197%	-67%	9%	29%	11%	
LTO/Ultrium Media	10%	32%	2%	0%	18%	-22%	-2%	-21%	-69%	-39%	-7%	67%	-61%	-19%	28%	6%	-51%	-75%	33%	10%	11%	10%	
Powerline Devices	32%	27%	-2%	-33%	-36%	24%	-35%	-2%	-40%	-45%	24%	-46%	278%	112%	74%	75%	119%	3%	-32%	7%	68%	8%	
Mobile Computing Accessories and Parts	46%	-23%	-23%	-26%	-17%	18%	-4%	-26%	27%	70%	75%	1%	12%	19%	-17%	-26%	81%	-17%	24%	8%	1%	8%	
Network Routers	8%	-33%	-9%	-29%	224%	6%	-15%	-6%	132%	-30%	-23%	-18%	-43%	-3%	41%	-10%	80%	336%	-72%	0%	37%	8%	
Network Expansion Modules	-12%	127%	-48%	-55%	-21%	-66%	26%	84%	17%	-24%	83%	-38%	-77%	-53%	38%	58%	41%	78%	-100%	4%	39%	7%	
Warranties and Services	5%	-5%	18%	18%	29%	8%	11%	0%	-4%	-17%	33%	-26%	-5%	2%	82%	14%	-37%	7%	-28%	5%	30%	6%	
Wireless Access Points	15%	1%	-4%	2%	28%	9%	-19%	3%	-5%	-23%	50%	31%	-4%	-6%	-40%	47%	6%	13%	9%	4%	-16%	5%	
Notebook Power Adapters	22%	15%	-18%	-31%	-36%	55%	50%	36%	104%	-28%	16%	86%	-20%	-44%	16%	-6%	6%	-7%	-6%	7%	3%	4%	
Uninterruptible Power Supplies (UPS)	22%	-3%	-39%	-20%	-7%	-7%	-19%	-2%	-35%	-28%	-29%	-11%	-4%	27%	26%	-17%	-13%	6%	43%	-5%	18%	3%	
Labeling Tapes	16%	-18%	-25%	-10%	-32%	31%	148%	-29%	-42%	39%	183%	261%	-16%	-21%	8%	2%	3%	-50%	-46%	1%	1%	1%	
Label/Barcode/Receipt Printers	5%	33%	-14%	-46%	-37%	-25%	41%	37%	-35%	-28%	-13%	-23%	-17%	41%	49%	5%	38%	-2%	52%	-6%	34%	0%	
Graphics and Design Software	12%	-32%	23%	-4%	13%	-2%	12%	-4%	-12%	-11%	-22%	-11%	37%	-8%	58%	50%	101%	88%	-23%	-2%	53%	0%	

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Top Decline Category
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Top Decline Categories and Countries in Western and Eastern Europe

%Change in sales through IT Distribution in Euros
 4 Weeks to Week 13 (March 29 2020) vs Same Period 2019
 Sorted by fastest declining categories and country size

Traffic Lights:	
Above	15%
Inbetween	
Below	-20%

Category	WESTERN EUROPE														EASTERN EUROPE					CATEGORY GROWTH		
	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Austria	Denmark	Belgium	Finland	Norway	Portugal	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total
3D Printers	-51%	-100%	-42%	-100%	-95%	-572%		178%	-96%	0%	0%	-100%	-1%	0%		-93%	-142%	-100%	0%	-65%	-94%	-67%
Smartphone Protective Cases	-22%	-67%	-83%	-84%	-81%	-25%	-24%	-54%	-20%	-47%	173%	73%	-48%	-46%	47%	-57%	-27%	-61%		-67%	-17%	-64%
Dye Sublimation Printers	-80%	38%	-54%	114%	-63%	151%	-85%	-99%	1440%	-70%	-19%	-49%	-48%	-91%	-23%	-26%	9%	-57%	-86%	-56%	-26%	-55%
Smartphone Screen Protectors	-48%	-51%	-71%	-59%	-37%	44%		21%		-81%	69%	-33%	-60%	16%	-92%	-38%	8%	-32%	-50%	-50%	-25%	-49%
Camera/Camcorder Accessories	-62%	-20%	-41%	-65%	-33%	-32%	-92%	-29%	17%	-84%	-46%	-99%	-40%	-71%	-40%	-83%	-19%	-33%	-51%	-44%	-56%	-48%
Smartphone/Tablet Chargers	97%	-68%	-71%	-61%	-53%	-7%	-43%	-30%	-33%	-70%	16%	-71%	-67%	8%	-64%	-45%	-21%	-27%	-11%	-47%	-47%	-47%
Smart Bands and Activity Trackers	139%	-59%	-77%	52%	32%	-30%	374%	374%	1%	473%	77%	-100%	-30%	-60%	183%	-60%	4%	-76%	-53%	-50%	35%	-44%
Copier-based MFPs	2%	-40%	-56%	-72%	-65%	22%	0%	-40%	-83%	-22%	-26%	-22%	-86%	-84%	-7%	-59%	-72%	-93%	-87%	-48%	-20%	-43%
MP3/MP4 Players	-52%	-18%	-68%	-60%	76%	10%	-74%	-48%	-73%	-89%	10%	-100%	-79%	-77%	-42%	-12%	-38%	-55%	-59%	-38%	-37%	-38%
Points of Sales	-45%	-37%	-30%	-61%	-15%	-75%	8%	-81%	-69%	-71%		-65%	-89%	-47%	151%	97%	523%	-100%	7%	-50%	173%	-38%
Digital Cameras	-53%	-6%	-55%	84%	-55%	-37%	-93%	-32%	-77%	119%	-53%	-86%	-20%	-67%	-26%	-62%	-15%	-37%	9%	-38%	-36%	-37%
Home Sound Systems	-62%	6%	-81%	-46%	-95%	-52%	-61%	-38%	56%	8%	29%	-60%	84%	-22%	-72%	-20%	-32%	-19%	-21%	-39%	-27%	-37%
Smart Speakers	27%	1%	-95%	-58%	-27%	-27%	-29%	-53%	385%	96%	-100%		-33%		0%	-131%	4%	-91%		-36%	321%	-36%
Scanners	-3%	-2%	-34%	-54%	-38%	8%	-43%	-11%	-13%	-58%	-46%	0%	-16%	21%	-80%	-27%	-14%	269%	4%	-19%	-73%	-36%
Server Enclosure	-65%	-77%	-83%	-92%	-93%	-67%	377%	124%	-17%	1103%	-76%	-86%	-100%	-37%	144%	28%	41%	48%	-73%	-65%	134%	-34%
Graphics Cards	-38%	-44%	-48%	-41%	-53%	-36%	-28%	-29%	-17%	-1%	-54%	-44%	-40%	-30%	-35%	4%	47%	-56%		-55%	-15%	-33%
Presentation Devices	18%	25%	-41%	-70%	-23%	-7%	-32%	11%	-69%	-23%	-52%	-108%	-26%	-49%	-2%	-32%	-5%	-30%	-42%	-32%	-16%	-31%
Network Chassis	-46%	0%	-2%	-70%	-22%	-83%	-95%	-60%	-92%	-88%	74%	-94%	-98%	-36%	-18%	-69%	175%	-94%	-100%	-36%	-20%	-31%
Televisions	-5%	-12%	-69%	-55%	200%	-24%	-95%	-25%	204%	-30%	-10%	-86%	-77%	-21%	77%	-30%	-21%	28%	-63%	-35%	-14%	-30%
Memory Cards	-28%	-25%	-63%	-38%	-64%	19%	88%	-31%	123%	10%	-31%	-19%	-34%	-27%	-6%	-36%	-14%	56%	-37%	-34%	-13%	-29%
Server Accessories	-1%	-16%	-40%	-37%	32%	-54%	-20%	5%	-68%	-87%	12%	-65%	30%	-65%	-46%	-49%	-19%	-89%	-62%	-26%	-46%	-29%
Desktop Thin Clients	-38%	43%	-41%	-60%	-4%	-17%	-60%	93%	-37%	-63%	-95%	-20%	1294%	-47%	-39%	174%	-6%	-88%	-16%	-31%	4%	-28%
Large Format/Plotter Printers	2%	-30%	-52%	-45%	-49%	-40%	-13%	19%	-12%	-18%	1%	-43%	-44%	-49%	17%	-17%	-12%	-73%	13%	-31%	-3%	-28%
Developer Tools Software	-2%	-6%	-30%	-40%	9%	-67%	-48%	-71%	-53%	40%	-63%	-53%	-33%	-44%	-79%	97%	-39%	-67%	109%	-27%	-24%	-27%
Integrated Systems	40%	-62%	-68%	63%	345%	49%	-58%	-89%	-46%	-74%	416%	-68%	-96%	-71%	57%	52%	-56%	-12%	-61%	-29%	17%	-26%
Landline Telephones	-19%	-69%	-31%	-49%	-44%	5%	2%	5%	299%	-48%	622%	49%	-36%	-86%	-46%	104%	-75%	-34%	-17%	-26%	-22%	-26%
Tape Drives	-25%	-33%	-8%	-44%	-22%	18%	-96%	-45%	-26%	-18%	6%	-49%	-51%	-92%	88%	35%	-40%	-100%	-91%	-36%	48%	-26%
Projectors	-17%	-17%	-36%	-44%	-46%	-33%	-17%	-16%	-63%	-34%	4%	-63%	-45%	15%	4%	-7%	-14%	-41%	-6%	-27%	-11%	-25%
RAM Memory	-27%	-48%	-43%	-38%	-24%	-35%	-14%	-47%	-74%	-13%	-63%	-29%	-31%	81%	-2%	-17%	-14%	-36%		-38%	45%	-25%
Network Accessories	38%	-16%	-33%	-25%	-76%	31%	48%	19%	-31%	-51%	9%	-5%	-34%	10%	-64%	21%	12%	56%	-97%	-6%	-66%	-25%
Mobile Phones	-38%	11%	-71%	-22%	20%	16%	-25%	-71%	59%	6%	44%	51%	-21%	-47%	-52%	-68%	-43%	19%	-38%	-9%	-52%	-24%
Tape Libraries	-47%	-51%	25%	-28%	227%	18%	-51%	173%	-83%	-48%	-47%	-75%	-38%	-78%	5214%	-11%	-56%	-100%	-100%	-41%	171%	-24%
Portable Power Banks	-42%	-39%	-40%	-49%	56%	60%	22%	-83%	-92%	-73%	-37%	-62%	-7%	24%	196%	-80%	18%	16%	-43%	-27%	-17%	-24%
Printer Accessories and Parts	5%	-25%	-56%	-50%	-67%	-2%	38%	-48%	-20%	-48%	4%	-38%	-80%	-51%	1%	-58%	16%	-29%	-10%	-27%	-5%	-24%
Disk Drives	-21%	-34%	-51%	-32%	-39%	47%	-41%	-52%	-30%	20%	-78%	-21%	-49%	30%	-17%	-21%	69%	-62%		-27%	-3%	-23%
Servers (Unix)	12%	-83%	-68%	-15%	-75%	125%		480%	29%	131%		-100%	-100%	-58%	-33%	-100%	-52%	-68%		-9%	-45%	-23%
Displays Accessories	-17%	-20%	-10%	-21%	-28%	-30%	-16%	-24%	-38%	-20%	-16%	-54%	-26%	-31%	-52%	5%	-20%	-55%	16%	-22%	-24%	-22%
Portable Speakers	12%	-12%	-14%	-24%	-50%	6%	-61%	-66%	16%	115%	33%	517%	-55%	459%	-75%	-83%	47%	-11%	-6%	-12%	-69%	-21%
PC Speakers	1%	-61%	-27%	-2%	-15%	-22%	-6%	-45%	130%	-4%	38%	93%	92%	-10%	41%	-50%	33%	-6%	237%	-22%	-3%	-19%
Host Bus Adapters	-10%	-5%	-54%	-6%	27%	-41%	-30%	-25%	-39%	-60%	114%	-42%	-77%	-33%	56%	-60%	-56%	-38%	-94%	-20%	-3%	-18%
Connectivity Switches (Data and KVM)	12%	-14%	65%	-22%	-52%	26%	-3%	-77%	-70%	-67%	-90%	36%	-6%	-35%	-34%	-80%	-18%	-95%	41%	-13%	-37%	-18%
USB Memory	42%	-38%	-42%	-38%	-54%	-2%	157%	-21%	-37%	-10%	10%	10%	-37%	-26%	15%	-30%	-7%	29%	-28%	-19%	-8%	-17%
Laser Printers	-18%	7%	-31%	-42%	-10%	-21%	-6%	-20%	-30%	-27%	17%	-14%	-27%	-35%	-11%	-20%	-6%	-37%	25%	-14%	-12%	-17%
Smart Lighting and Electricals	58%	-17%	-55%	-55%	158%	-16%	-65%	-39%	21%	-14%	61%	-78%	63%	-93%	46%	132%	234%	68%	46%	-20%	120%	-16%
Smartphones	-19%	3%	-15%	-34%	-30%	7%	-4%	-28%	33%	-23%	-37%	43%	-32%	28%	-18%	-44%	13%	64%	-9%	-15%	-23%	-16%
Long Life Consumables	1%	-21%	-28%	-33%	-25%	-18%	2%	-31%	8%	-18%	-11%	-8%	8%	-17%	-9%	6%	13%	21%	-41%	-17%	-6%	-14%
Project Management Software	-50%	-8%	5%	31%	-16%	31%	17%	-61%	-4%	-45%	-8%	-58%	327%	-75%	-68%	-43%	-95%	-55%	3420%	-16%	10%	-14%
IP Cameras	18%	-25%	-56%	-19%	15%	-4%	-16%	-16%	87%	-66%	31%	-63%	10%	151%	7%	-42%	-92%	42%	9%	-13%	-7%	-12%
Processors	6%	-15%	-32%	-13%	-8%	27%	-14%	-33%	-46%	-74%	-29%	25%	-60%	-9%	15%	-41%	1%	-22%	-61%	-11%	-7%	-10%

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Largest Category

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Largest Categories and Countries in Western and Eastern Europe

%Change in sales through IT Distribution in Euros
4 Weeks to Week 13 (March 29 2020) vs Same Period 2019
Sorted by largest industry sector and largest country.

Traffic Lights:	
Above	15%
Inbetween	
Below	-20%

Category	WESTERN EUROPE																EASTERN EUROPE					CATEGORY GROWTH		
	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Austria	Denmark	Belgium	Finland	Norway	Portugal	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total		
Notebooks	33%	58%	66%	-1%	62%	39%	26%	68%	58%	-5%	11%	66%	4%	46%	21%	39%	75%	13%	52%	42%	32%	40%		
Smartphones	-19%	3%	-15%	-34%	-30%	7%	-4%	-28%	33%	-23%	-37%	43%	-32%	28%	-18%	-44%	13%	64%	-8%	-15%	-23%	-16%		
Warranties and Services	5%	-5%	18%	18%	29%	8%	11%	0%	-4%	-17%	33%	-26%	-5%	2%	82%	14%	-37%	7%	-28%	5%	30%	6%		
Desktops	53%	24%	-39%	-15%	2%	26%	1%	41%	2%	-7%	14%	26%	25%	20%	28%	-29%	4%	-14%	-35%	13%	4%	11%		
Ink Cartridges and Tanks	19%	-7%	3%	28%	9%	17%	0%	-10%	31%	25%	-5%	-17%	1%	59%	6%	-5%	9%	-72%	-8%	13%	-4%	12%		
Toner	10%	-19%	-22%	-20%	-9%	-12%	9%	-21%	17%	-22%	10%	-14%	37%	39%	0%	14%	-7%	-63%	-7%	-7%	-2%	-6%		
Monitors	37%	72%	-23%	-10%	31%	53%	29%	45%	35%	15%	36%	14%	20%	71%	-13%	-7%	48%	4%	-30%	16%	-5%	27%		
Tablet PCs	36%	13%	-1%	-1%	18%	1%	11%	-32%	49%	36%	26%	26%	-1%	-14%	20%	-27%	11%	34%	10%	35%	-4%	13%		
Security Software	91%	31%	55%	187%	41%	88%	92%	103%	186%	50%	48%	49%	67%	100%	214%	76%	63%	40%	83%	73%	117%	74%		
Solid State Drives (SSDs)	4%	-2%	-26%	4%	21%	-15%	36%	-45%	40%	-69%	-4%	32%	5%	6%	29%	-36%	-24%	47%	-20%	-6%	1%	-4%		
Office Applications Software	3%	23%	-23%	8%	2%	-10%	-13%	-28%	-25%	11%	-17%	-52%	33%	-16%	61%	-8%	-3%	-44%	-29%	-2%	7%	-1%		
Network Switches	6%	-1%	-24%	-7%	-11%	-28%	-6%	-10%	-17%	-8%	56%	-6%	-37%	-21%	17%	93%	5%	-10%	2%	-5%	27%	-1%		
Processors	6%	-15%	-32%	-13%	-8%	27%	-14%	-33%	-46%	-74%	-29%	25%	-60%	-9%	15%	-41%	1%	-22%	-61%	-11%	-7%	-10%		
Hard Disk Drives (HDDs)	1%	-31%	-35%	-32%	-18%	-11%	-20%	-46%	12%	-3%	-18%	32%	42%	-24%	5%	-34%	-14%	-11%	-38%	-17%	-7%	-15%		
Operating Systems Software	-14%	8%	-24%	-22%	42%	15%	37%	8%	-44%	2%	15%	-12%	2%	-51%	64%	7%	26%	29%	-36%	-8%	31%	-5%		
Headsets/Headphones and Microphones	125%	17%	77%	75%	92%	84%	31%	119%	48%	153%	163%	201%	134%	148%	10%	39%	42%	22%	384%	84%	35%	79%		
Data Management Software	-11%	-19%	7%	43%	31%	-11%	45%	-22%	185%	36%	-1%	3%	-72%	22%	795%	1%	7%	-24%	237%	9%	237%	21%		
Servers (PC/Mac)	-18%	-21%	-41%	-23%	49%	19%	44%	-58%	-26%	-56%	35%	25%	20%	-26%	57%	56%	3%	21%	-29%	-19%	47%	-6%		
RAM Memory	-27%	-48%	-43%	-38%	-24%	-35%	-44%	-41%	-47%	-74%	-13%	-63%	-29%	-31%	81%	-2%	-17%	-14%	-36%	-38%	45%	-25%		
Graphics and Design Software	12%	-32%	23%	-4%	13%	-2%	12%	-4%	-12%	-11%	-22%	-11%	37%	-8%	58%	50%	101%	88%	-23%	-2%	53%	0%		
All-in-One Lasers	-12%	-29%	-14%	-19%	-27%	-19%	15%	-7%	-11%	-29%	-16%	26%	-5%	31%	37%	-39%	30%	-10%	119%	-15%	22%	-5%		
Disk Arrays	10%	-19%	-24%	2%	16%	-27%	-17%	1%	289%	16%	48%	4%	-41%	2%	12%	-3%	-32%	-44%	-34%	-3%	5%	-1%		
Virtualisation Software	119%	71%	44%	103%	149%	130%	55%	206%	85%	24%	126%	143%	66%	109%	27%	-21%	-55%	107%	-36%	99%	-5%	88%		
Large Format Displays	7%	8%	-32%	-37%	-32%	-21%	9%	-6%	-22%	-2%	37%	-38%	19%	-10%	2%	-26%	48%	-43%	-39%	-7%	-4%	-7%		
All-in-One Inkjets	12%	24%	11%	20%	20%	22%	28%	8%	41%	-34%	0%	12%	66%	31%	33%	15%	35%	23%	-31%	16%	23%	17%		
Network Routers	8%	-33%	-9%	-29%	224%	6%	-15%	-6%	132%	-30%	-23%	-18%	-43%	-3%	41%	-10%	80%	336%	-72%	0%	17%	8%		
Wireless Access Points	15%	1%	-4%	2%	28%	9%	-19%	33%	-5%	-23%	50%	31%	-4%	-6%	-40%	47%	6%	-13%	9%	7%	-16%	5%		
Network Management and Security Appliances	2%	24%	47%	3%	-20%	3%	138%	27%	124%	-17%	45%	1%	73%	26%	21%	128%	49%	264%	-4%	15%	37%	16%		
Network Management Software	32%	3%	20%	12%	61%	4%	50%	15%	-23%	-21%	-10%	21%	-32%	-5%	11%	11%	-40%	500%	28%	12%	27%	13%		
Graphics Cards	-35%	-44%	-48%	-41%	-53%	-36%	-28%	-29%	-17%	-1%	-54%	-55%	-44%	40%	-3%	-35%	4%	47%	-56%	-38%	-15%	-33%		
Database Management Software	11%	-36%	-18%	-42%	374%	83%	8%	4%	-6%	-61%	71%	23%	-24%	-63%	131%	25%	-19%	209%	-1%	16%	47%	18%		
Televisions	-5%	-12%	-69%	-55%	200%	-24%	-95%	-25%	204%	-30%	-10%	-86%	-77%	-21%	77%	-30%	-21%	28%	-63%	-35%	-14%	-30%		
Docking Stations	48%	32%	24%	-1%	22%	75%	58%	79%	50%	33%	26%	28%	47%	48%	-22%	45%	24%	-30%	-8%	38%	9%	36%		
Desktop Workstations (PC/Mac)	10%	6%	-3%	-24%	-2%	0%	-15%	-14%	-33%	-27%	-23%	-67%	-5%	15%	65%	54%	-46%	-49%	9%	-10%	34%	-5%		
Notebook Workstations	43%	126%	46%	-39%	-19%	36%	-5%	35%	52%	-24%	-19%	-12%	-36%	4%	35%	-32%	-28%	48%	-39%	29%	-12%	25%		
Smart Watches	17%	-19%	-51%	-36%	41%	129%	22%	-31%	-26%	-18%	-25%	-72%	118%	39%	-17%	-44%	-15%	-38%	-17%	-3%	-25%	-5%		
Keyboards and Keypads	45%	30%	-15%	-15%	43%	65%	8%	35%	42%	14%	41%	18%	33%	51%	42%	-14%	9%	-10%	-2%	30%	13%	28%		
Laser Printers	-18%	7%	-31%	-42%	-10%	-21%	-5%	-20%	-30%	-27%	17%	-14%	-27%	-35%	-11%	-20%	-5%	-37%	25%	-18%	-12%	-17%		
Cables and Connectivity Adapters	10%	-6%	-40%	-18%	17%	23%	-16%	6%	-8%	-20%	9%	0%	-12%	3%	28%	-17%	-5%	18%	-21%	-5%	6%	-4%		
Uninterruptible Power Supplies (UPS)	22%	-3%	-39%	-20%	-7%	-7%	-19%	-2%	-35%	-28%	-19%	-11%	-4%	27%	26%	-17%	-13%	6%	43%	-5%	18%	3%		
Transceivers	20%	20%	-32%	4%	43%	-38%	70%	-2%	-24%	-19%	132%	-30%	-67%	1%	6%	87%	216%	197%	-67%	9%	29%	11%		
Mice	29%	35%	-1%	-12%	17%	13%	-14%	10%	22%	8%	5%	2%	28%	48%	21%	-26%	21%	-9%	-13%	19%	3%	16%		
Long Life Consumables	1%	-21%	-28%	-33%	-25%	-18%	2%	-31%	8%	-18%	-11%	-8%	8%	-17%	-9%	6%	13%	21%	-41%	-17%	-6%	-14%		
Projectors	-17%	-17%	-36%	-44%	-46%	-33%	-17%	-16%	-63%	-34%	4%	-63%	-45%	15%	4%	-7%	-14%	-41%	-6%	-27%	-11%	-25%		
Web Cameras	330%	74%	311%	222%	189%	122%	183%	420%	75%	204%	103%	12%	224%	435%	23%	115%	468%	111%	131%	212%	85%	196%		
Mobile Computing Cases	25%	23%	-5%	-2%	-7%	-5%	8%	75%	36%	128%	-4%	7%	-25%	13%	-20%	-16%	17%	-19%	-27%	16%	-11%	14%		
NAS Devices	3%	-13%	-36%	-6%	-42%	-9%	41%	21%	9%	10%	12%	-52%	13%	3%	27%	-20%	-9%	-18%	-21%	-8%	2%	-7%		
Network Expansion Modules	-12%	127%	-48%	-55%	-21%	-66%	26%	84%	17%	-24%	83%	-38%	-77%	-53%	38%	58%	41%	78%	-100%	4%	39%	7%		
Scanners	-3%	-2%	-34%	-54%	-38%	8%	-43%	-11%	-13%	-58%	-46%	0%	-16%	21%	-80%	-27%	-14%	269%	4%	-19%	-73%	-36%		
VOIP Systems	4%	-16%	-38%	-17%	-45%	-29%	-39%	29%	-3%	-18%	486%	31%	-40%	-19%	9%	89%	-18%	63%	-28%	-11%	19%	-6%		

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Channel

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Channel Performance in Western and Eastern Europe

%Change in sales through IT Distribution in Euros

4 Weeks to Week 13 (March 29 2020) vs Same Period 2019

Sorted by largest country

Traffic Lights:	
Above	15%
Inbetween	
Below	-20%

		WESTERN EUROPE														EASTERN EUROPE				
Business Sectors	Channel	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Austria	Denmark	Belgium	Finland	Norway	Portugal	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia
Business Channels	Corporate Reseller	6%	8%	-6%	1%	27%	-7%	-22%	-9%	11%	-32%	-2%	-9%	-25%	-3%	-3%	11%	-1%	-20%	-19%
	Small and Medium Reseller	18%	14%	4%	-8%	28%	3%	15%	9%	23%	0%	26%	21%	16%	17%	11%	3%	-11%	-1%	-7%
	Etailer Business	16%	17%	9%	9%	33%	-35%	37%	32%	32%	21%	-8%	53%	-7%	-32%	-31%	19%	-17%	-36%	28%
Retail Channels	Etailer Consumer	21%	22%	-12%	-8%	17%	76%	60%	33%	74%	70%	-23%	75%	-32%	47%	-17%	-27%	10%	-4%	31%
	Retail Chain	26%	1%	-14%	-14%	-7%	35%	-4%	2%	57%	-1%	18%	-15%	-9%	34%	66%	-15%	90%	109%	11%

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Largest Industries Business

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Largest Industries in Business Channel

%Change in sales through IT Distribution in Euros

4 Weeks to Week 13 (March 29 2020) vs Same Period 2019

Sorted by largest industries and country size in Business Channel

Traffic Lights:	
Above	15%
Inbetween	
Below	-20%

Industry Sector	WESTERN EUROPE															EASTERN EUROPE					INDUSTRY SECTOR GROWTH		
	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Austria	Denmark	Belgium	Finland	Norway	Portugal	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total	
Mobile Computing	23%	55%	81%	6%	68%	2%	14%	58%	39%	13%	-7%	37%	32%	32%	6%	44%	7%	-7%	25%	37%	17%	35%	
Software and Licences	21%	6%	8%	17%	61%	19%	8%	17%	23%	2%	28%	2%	18%	-2%	68%	4%	-3%	2%	54%	15%	28%	16%	
Telecommunications	-13%	3%	-7%	-27%	-21%	15%	-15%	-45%	54%	-25%	1%	57%	-35%	131%	-43%	-7%	-38%	48%	-14%	-3%	-23%	-5%	
Printing Consumables	14%	-17%	-20%	-13%	5%	-7%	1%	-11%	25%	-8%	8%	-13%	31%	37%	0%	1%	-14%	-63%	-12%	-1%	-5%	-2%	
Displays	16%	20%	-27%	-30%	-9%	-1%	7%	-10%	-13%	-6%	14%	-5%	-17%	16%	-37%	-18%	3%	-28%	-33%	2%	-26%	-3%	
Warranties and Services	4%	-5%	16%	17%	26%	4%	10%	5%	-8%	-23%	24%	-21%	-6%	-2%	88%	11%	-38%	0%	-28%	3%	29%	5%	
Disk Storage	-1%	-14%	-31%	-17%	14%	-29%	-6%	-35%	35%	-44%	6%	-6%	-2%	-15%	3%	-13%	-19%	-32%	-35%	-13%	-5%	-12%	
Desktop Computing	27%	16%	-33%	-20%	8%	5%	-3%	31%	-13%	-3%	-13%	-18%	72%	6%	11%	-17%	-22%	-26%	-41%	3%	-6%	2%	
Computing Components	-20%	-37%	-41%	-11%	-4%	-23%	-51%	-40%	-43%	-70%	-18%	-43%	-51%	-28%	18%	-38%	-34%	-16%	-58%	-30%	-3%	-25%	
Computing Accessories	63%	26%	18%	-1%	19%	17%	41%	43%	38%	35%	19%	11%	28%	45%	8%	17%	12%	-14%	-17%	33%	8%	31%	
Printing	-13%	-9%	-22%	-54%	-28%	-30%	7%	-30%	-30%	-38%	-14%	-26%	-15%	-27%	-26%	-33%	-13%	-20%	30%	-24%	-25%	-24%	
Networking Systems	-5%	-15%	-24%	-16%	44%	-37%	-19%	-12%	-17%	-18%	26%	-11%	-45%	-23%	1%	33%	6%	32%	-13%	-12%	8%	-9%	
Audio-Video Systems	97%	6%	105%	92%	206%	14%	16%	129%	22%	85%	106%	158%	81%	76%	28%	-17%	32%	24%	-26%	64%	10%	60%	
Server Computing	-12%	-34%	-46%	-21%	67%	17%	-40%	-60%	-33%	-59%	20%	-16%	-42%	-46%	9%	38%	-8%	-26%	-32%	-25%	7%	-19%	
Data Center Networking and Security	-4%	37%	-19%	58%	0%	-48%	46%	-11%	33%	-51%	-5%	-16%	-4%	-15%	27%	12%	77%	-30%	-74%	7%	25%	9%	
Wireless Networking	-3%	7%	-5%	-2%	15%	-11%	-20%	30%	-37%	-24%	13%	46%	-29%	-31%	-53%	172%	-17%	-31%	-1%	-2%	-6%	-3%	
Other Networking Equipment	34%	-8%	-27%	-3%	-5%	8%	40%	2%	-22%	-19%	70%	-29%	-42%	0%	-16%	8%	140%	124%	-93%	3%	-16%	0%	
Power Equipment	6%	-13%	-27%	-21%	-11%	-15%	-23%	-14%	-2%	-15%	-22%	-63%	-16%	11%	13%	-25%	-13%	-8%	-4%	-12%	4%	-7%	
Wearable Devices	121%	-58%	-56%	142%	-24%	60%	-4%	-5%	80%	-8%	-16%	-87%	128%	-12%	-13%	-41%	-32%	-84%	24%	-13%	-27%	-15%	
Connectivity	6%	-2%	-33%	-16%	28%	2%	-17%	-1%	-13%	-24%	-7%	2%	-13%	14%	19%	-25%	-12%	-14%	-18%	-5%	1%	-4%	
Removable Storage	13%	-18%	-49%	-55%	-47%	9%	118%	-31%	-29%	-9%	-8%	-61%	-20%	-28%	16%	-33%	-20%	24%	-40%	-16%	-14%	-16%	
Unified Communications	-9%	-23%	-38%	-11%	-51%	-29%	-41%	23%	28%	-16%	553%	34%	-43%	-20%	6%	54%	-24%	47%	-29%	-18%	11%	-14%	
Electronics	2%	-22%	-44%	61%	-27%	-61%	-4%	-45%	62%	-34%	58%	-31%	-6%	-22%	2%	63%	-26%	-8%	39%	-11%	5%	-8%	
Games Consoles	107%	-18%	-68%	222%	488%	127%	27%	248%	-32%	9%	-6%	-53%	206%	-61%	31%	-28%	124%	69%	52%	5%	35%		
Scanner Imaging	-10%	-16%	-31%	-59%	-46%	1%	-38%	-14%	-25%	-64%	-77%	-31%	-24%	-13%	-86%	-60%	-37%	473%	5%	-28%	-81%	-47%	
Smart Home and Office	25%	25%	-32%	45%	67%	-9%	-54%	-30%	-40%	-100%	-66%	35%	10%	-86%	176%	167%	-28%	3%	-40%	-10%	1%	-10%	
Terminals, Thin Clients and Points of Sales	-40%	17%	-37%	-48%	3%	-40%	-51%	-30%	-57%	-67%	-96%	-50%	113%	-56%	-50%	146%	55%	-93%	-29%	-38%	-6%	-36%	
Security	40%	-17%	-45%	1%	-3%	-4%	-33%	-38%	31%	-60%	266%	-72%	6%	100%	71%	-48%	-106%	21%	-18%	-8%	-13%	-9%	
Tape Storage	-17%	-6%	-3%	-24%	26%	-47%	-29%	21%	-37%	-17%	-31%	-52%	-73%	27%	-18%	-46%	-27%	14%	-19%	-19%	12%	-16%	
Photo and Video Cameras	-41%	70%	-34%	-22%	93%	-63%	20%	-42%	191%	96%	-59%	-58%	-72%	-11%	-27%	-91%	-27%	-40%	16%	-22%	-56%	-39%	

CONTEXT COVID-19 Weekly Report

Largest Industries Consumer

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Largest Industries in Consumer Channel

%Change in sales through IT Distribution in Euros

4 Weeks to Week 13 (March 29 2020) vs Same Period 2019

Sorted by largest industries and country size in Consumer Channel

Traffic Lights:	
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Inbetween	
Below	-20%

Industry Sector	WESTERN EUROPE														EASTERN EUROPE					INDUSTRY SECTOR GROWTH		
	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Austria	Denmark	Belgium	Finland	Norway	Portugal	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total
Mobile Computing	45%	33%	13%	-25%	41%	86%	1%	70%	123%	-21%	59%	119%	-21%	42%	23%	26%	140%	38%	89%	34%	37%	34%
Software and Licences	51%	158%	23%	210%	110%	110%	52%	9%	89%	288%	106%	180%	41%	140%	761%	19%	150%	182%	0%	106%	228%	138%
Telecommunications	-18%	-5%	-21%	-38%	-36%	0%	10%	-22%	1%	-19%	-40%	29%	-31%	-7%	-12%	-55%	36%	93%	-8%	-21%	-24%	-22%
Printing Consumables	8%	-9%	20%	35%	-12%	11%	52%	-26%	-4%	15%	-2%	-20%	87%	78%	5%	26%	66%	-68%	0%	11%	10%	11%
Displays	42%	57%	-63%	15%	76%	54%	-45%	165%	305%	0%	41%	-44%	16%	134%	38%	-11%	40%	60%	-46%	29%	18%	27%
Warranties and Services	41%	185%	179%	267%	229%	112%	123%	-85%	93%	203%	332%	-87%	31%	684%	-1%	406%	15%	2436%	-32%	66%	41%	63%
Disk Storage	17%	-38%	-17%	-12%	-25%	22%	26%	-21%	169%	5%	-8%	87%	115%	6%	50%	-48%	-22%	178%	0%	4%	5%	4%
Desktop Computing	105%	54%	-67%	29%	-17%	53%	-1%	29%	40%	-34%	80%	60%	-54%	62%	80%	-38%	53%	16%	47%	38%	36%	38%
Computing Components	6%	-16%	-45%	-44%	-38%	16%	-6%	-13%	-40%	-47%	-35%	22%	-47%	93%	57%	-24%	36%	29%	-50%	-13%	19%	-4%
Computing Accessories	41%	1%	1%	-21%	-5%	80%	11%	91%	37%	53%	26%	33%	29%	33%	25%	-13%	64%	8%	17%	25%	16%	23%
Printing	17%	12%	-3%	76%	16%	23%	14%	44%	61%	-13%	26%	94%	-4%	38%	125%	2%	81%	-11%	0%	18%	78%	31%
Networking Systems	32%	70%	2%	27%	25%	66%	87%	12%	67%	130%	163%	-4%	122%	76%	114%	77%	89%	302%	-75%	38%	100%	52%
Audio-Video Systems	87%	-6%	-11%	-2%	-13%	55%	8%	59%	97%	132%	122%	17%	97%	114%	-17%	23%	22%	13%	992%	33%	12%	31%
Server Computing	212%	77%	-19%	-2%	2%	9%	2883%	174%	66%	143%	803%	25%	183%	231%	845%	23%	38%	687%	-31%	127%	516%	223%
Wireless Networking	37%	-16%	-2%	15%	64%	94%	-9%	27%	382%	26%	370%	-56%	128%	126%	31%	238%	133%	65%	32%	35%	87%	40%
Other Networking Equipment	39%	253%	-13%	-28%	-42%	31%	138%	20%	3%	-52%	128%	0%	224%	118%	6%	234%	143%	171%	610%	38%	80%	41%
Power Equipment	43%	4%	-46%	-27%	-13%	20%	-26%	45%	-35%	-32%	-2%	-37%	-25%	57%	72%	4%	28%	100%	91%	3%	58%	22%
Wearable Devices	2%	-38%	-58%	-41%	77%	88%	5%	-26%	-36%	-29%	-23%	-46%	55%	-2%	52%	-54%	-7%	-54%	-47%	-20%	-8%	-19%
Connectivity	22%	-23%	-47%	-22%	-25%	54%	-4%	-4%	1%	-22%	28%	73%	-4%	-12%	0%	-17%	24%	108%	-20%	-6%	-1%	-6%
Removable Storage	-17%	-38%	-56%	-2%	-61%	18%	27%	5%	70%	-17%	-2%	41%	-45%	-46%	0%	-28%	-4%	59%	-32%	-35%	-7%	-29%
Unified Communications	21%	688%	19%	-80%	-5%	-23%	-93%	167%	-98%	-73%	-100%	-11%	-39%	-34%	71%	376%	47%	137%	-23%	23%	113%	29%
Electronics	3%	-35%	-80%	-33%	-68%	-27%	-51%	-94%	-130%	-85%	0%	114%	-35%	-73%	3%	38%	10%	-59%	67%	-49%	9%	-41%
Games Consoles	48%		-57%	-39%	122%	389%	237%	1850%	138%	1519%	35%	52%	-3%	205%	-34%	13%	33%	-8%	134%	47%	13%	35%
Scanner Imaging	23%	46%	-49%	-1%	-13%	20%	-56%	-4%	44%	-20%	119%	127%	56%	49%	8%	71%	206%	77%	33%	15%	32%	17%
Smart Home and Office	15%	54%	-86%	-53%	1%	-10%	-16%	-52%	287%	751%	-29%	-43%	547%	8%	-11%	3%	40%	772%	37%	-10%	22%	-9%

Top categories in Business Channel

%Change in sales through IT Distribution in Euros

4 Weeks to Week 13 (March 29 2020) vs Same Period 2019

Sorted by largest categories and country size in Business Channel

Traffic Lights:	
Above	15%
Inbetween	
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Category	WESTERN EUROPE														EASTERN EUROPE					INDUSTRY SECTOR GROWTH		
	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Austria	Denmark	Belgium	Finland	Norway	Portugal	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total
Notebooks	29%	64%	100%	8%	83%	3%	31%	61%	42%	7%	-8%	54%	42%	44%	12%	46%	9%	-2%	34%	46%	21%	42%
Smartphones	-21%	3%	-4%	-26%	-20%	51%	-17%	-49%	56%	-28%	-1%	55%	-35%	158%	-46%	-8%	-38%	47%	-11%	-3%	-23%	-5%
Wearables and Services	4%	-5%	16%	17%	26%	4%	10%	5%	-8%	23%	24%	-1%	28%	-2%	8%	11%	-38%	0%	-28%	3%	29%	5%
Desktops	32%	18%	-32%	-19%	10%	7%	-1%	47%	-11%	3%	-7%	14%	79%	4%	4%	-22%	-19%	-22%	-45%	6%	-11%	3%
Ink Cartridges and Tanks	22%	-1%	-12%	5%	20%	10%	-7%	8%	87%	24%	-6%	-7%	26%	56%	12%	-1%	-26%	-72%	-12%	13%	-7%	10%
Toner	12%	-22%	-25%	-21%	-4%	-14%	5%	-22%	16%	-21%	11%	-17%	38%	21%	-1%	3%	-13%	-63%	-10%	-8%	-6%	-7%
Monitors	30%	61%	-29%	-21%	11%	31%	21%	7%	13%	5%	43%	51%	-1%	40%	-43%	-12%	-4%	-24%	-44%	23%	-30%	12%
Tablet PCs	8%	16%	16%	13%	13%	-1%	-33%	76%	29%	51%	30%	4%	-21%	0%	-47%	61%	5%	-71%	-45%	11%	-6%	10%
Security Software	90%	30%	55%	164%	46%	84%	104%	157%	176%	48%	49%	48%	72%	100%	184%	76%	53%	37%	63%	72%	104%	73%
Solid State Drives (SSDs)	7%	0%	-28%	-10%	72%	-22%	25%	-51%	2%	-72%	4%	-10%	28%	-10%	15%	-13%	-18%	-22%	-39%	-9%	1%	-7%
Office Applications Software	4%	18%	-21%	9%	4%	-13%	-14%	-33%	-26%	11%	-19%	-55%	32%	-17%	82%	-12%	-7%	-47%	-33%	-3%	11%	-2%
Network Switches	-1%	-4%	-26%	-15%	-16%	-37%	-16%	-14%	-26%	-12%	46%	9%	-42%	-25%	-12%	58%	-4%	-28%	-1%	-11%	0%	-10%
Network Storage	-5%	-15%	-36%	43%	-4%	10%	-57%	-42%	-47%	-75%	-28%	-31%	-55%	-32%	-1%	-36%	-43%	-28%	-66%	-15%	-14%	-15%
Hard Disk Drives (HDDs)	-12%	-25%	-39%	-32%	-33%	-37%	-26%	-50%	5%	0%	-28%	-4%	-10%	-25%	-11%	-17%	-23%	-28%	-39%	-23%	-14%	-21%
Operating Systems Software	-20%	5%	-24%	-22%	21%	5%	37%	3%	-49%	4%	12%	-22%	-1%	-57%	35%	-5%	1%	41%	-11%	-13%	16%	-11%
Headsets/Headphones and Microphones	113%	17%	123%	157%	182%	43%	34%	157%	23%	132%	135%	179%	96%	95%	21%	-10%	32%	44%	10%	84%	14%	78%
Data Management Software	9%	-21%	7%	31%	29%	-14%	41%	-25%	174%	35%	-6%	1%	-72%	22%	80%	-6%	-15%	-9%	237%	6%	38%	7%
Servers (PC and Design)	-23%	-20%	-41%	-24%	48%	22%	-39%	-60%	-30%	-58%	-2%	22%	-4%	-28%	29%	56%	1%	-8%	-28%	-24%	26%	-14%
RAM Memory	-33%	-49%	-44%	-39%	-11%	-43%	-51%	-45%	-45%	-76%	-24%	-64%	-41%	-35%	46%	-28%	-25%	-24%	-43%	-42%	20%	-33%
Graphics and Design Software	13%	-32%	23%	4%	13%	4%	11%	5%	-27%	-11%	-30%	-5%	37%	-9%	60%	54%	111%	35%	-23%	-3%	57%	0%
All-in-One Lasers	-20%	-37%	-21%	-44%	-34%	-36%	15%	-20%	-38%	-31%	-22%	9%	14%	-1%	-19%	-46%	-14%	-26%	145%	-2%	-20%	-25%
Disk Arrays	9%	-20%	-23%	1%	15%	-32%	-20%	1%	275%	17%	44%	4%	-47%	4%	4%	5%	-33%	-49%	-34%	-4%	-2%	-3%
Virtualisation Software	118%	68%	43%	100%	145%	116%	53%	203%	64%	13%	119%	152%	61%	114%	11%	-26%	-59%	82%	-36%	98%	-15%	85%
Large Format Displays	-1%	4%	-34%	-36%	-33%	-28%	3%	-24%	-40%	-2%	12%	-45%	16%	-11%	-27%	-25%	34%	-59%	-40%	-12%	-22%	-13%
All-in-One Printers	1%	57%	7%	-6%	4%	-29%	57%	-22%	40%	-56%	-18%	-13%	94%	31%	-36%	2%	-16%	5%	-30%	9%	-15%	3%
Network Routers	-27%	-41%	-14%	-31%	290%	-38%	-29%	5%	101%	-56%	-54%	-25%	-51%	-18%	25%	-21%	5%	270%	-38%	-14%	24%	-7%
Wireless Access Points	-2%	6%	-5%	-3%	17%	9%	-21%	31%	-39%	-28%	4%	64%	-31%	-31%	-56%	-13%	-22%	33%	-1%	-3%	-42%	-7%
Network Management and Security Appliances	2%	10%	40%	2%	-8%	-18%	136%	-23%	127%	-36%	40%	1%	71%	24%	22%	72%	44%	247%	3%	10%	34%	11%
Network Management Software	31%	2%	20%	11%	61%	0%	48%	15%	-29%	-55%	-15%	17%	-35%	-7%	2%	-6%	-44%	319%	29%	9%	11%	9%
Graphics Cards	-46%	-57%	-44%	-35%	2%	-45%	-37%	-30%	-9%	-5%	-7%	10%	-52%	12%	-17%	-56%	-36%	9%	-62%	-41%	-37%	-41%
Data Management Software	-1%	-36%	-17%	-42%	374%	80%	6%	3%	-9%	-60%	71%	23%	-27%	-64%	133%	30%	-20%	209%	-9%	16%	49%	16%
Televisions	-31%	-31%	-4%	-60%	-14%	-28%	-74%	-51%	37%	-2%	-48%	-76%	-69%	-81%	98%	-25%	41%	-1%	42%	-30%	0%	-24%
Docking Stations	46%	30%	25%	3%	21%	39%	64%	75%	53%	35%	32%	26%	46%	45%	25%	25%	5%	-35%	-6%	34%	-4%	32%
Desktop Workstations (PC/Mac)	1%	5%	-36%	-27%	-10%	6%	-19%	-23%	-33%	-29%	-41%	-74%	-1%	17%	33%	47%	-46%	-64%	8%	-15%	16%	-12%
Notebook Workstations	23%	134%	46%	-42%	-28%	0%	9%	3%	21%	-27%	-33%	-34%	-30%	0%	5%	-50%	-35%	36%	-48%	17%	-31%	13%
Smart Watches	93%	-18%	-26%	2%	-46%	75%	0%	-5%	60%	-3%	-17%	-87%	-143%	-53%	26%	-19%	-26%	-51%	38%	2%	-11%	0%
Keyboards and Keypads	42%	42%	-11%	-6%	27%	42%	10%	20%	46%	9%	40%	-1%	30%	46%	36%	-11%	17%	-21%	-7%	30%	11%	28%
Laser Printers	-30%	2%	-17%	-54%	-35%	-32%	-11%	-38%	-42%	-32%	-11%	-31%	-32%	-50%	-53%	-26%	-37%	-54%	6%	-27%	-47%	-32%
Cables and Connectivity Adapters	9%	-1%	-38%	-15%	33%	-1%	-19%	11%	-8%	-20%	-1%	1%	-18%	17%	29%	-18%	-12%	9%	-21%	-5%	7%	-3%
Uninterruptible Power Supplies (UPS)	10%	-7%	-37%	-25%	-11%	-15%	-23%	-4%	-48%	-24%	-44%	-33%	0%	22%	7%	-33%	-22%	-25%	13%	-10%	-1%	-7%
Transceivers	29%	-12%	-33%	3%	44%	-40%	67%	6%	-24%	-17%	136%	30%	-68%	0%	5%	57%	204%	173%	-68%	-1%	24%	2%
Mice	41%	45%	21%	-5%	34%	8%	7%	-20%	10%	7%	8%	10%	-4%	72%	6%	-17%	8%	-11%	-23%	26%	9%	29%
Long Life Consumables	2%	-22%	29%	-34%	29%	-13%	-1%	-31%	9%	-19%	-12%	-7%	29%	-32%	-11%	0%	12%	4%	-42%	-17%	-9%	-15%
Projectors	-28%	-27%	-48%	-46%	-48%	-55%	-25%	-50%	-66%	-49%	-38%	-76%	-45%	15%	24%	-34%	-27%	61%	-24%	-37%	-33%	-37%
Web Cameras	368%	77%	229%	242%	129%	55%	147%	381%	67%	199%	116%	-1%	347%	465%	51%	267%	164%	86%	156%	294%	109%	197%
Mobile Computing Cases	27%	37%	29%	6%	43%	-28%	1%	36%	29%	113%	-10%	6%	7%	32%	31%	12%	2%	-34%	-36%	26%	3%	24%
NAS Devices	-15%	-11%	-36%	-26%	-38%	-35%	38%	13%	12%	6%	11%	14%	16%	10%	25%	-4%	-2%	-39%	-5%	-18%	10%	-15%
Network Expansion Modules	-15%	128%	-50%	-57%	-31%	-75%	-50%	41%	5%	-30%	-31%	-44%	-77%	-57%	36%	16%	39%	70%	-100%	-4%	32%	-1%
Scanners	-10%	-15%	-30%	61%	-46%	1%	-39%	-12%	-25%	-64%	-77%	-29%	-35%	-14%	-36%	-68%	-37%	470%	-2%	-28%	81%	-46%
VOIP Systems	-8%	-23%	-40%	-15%	-50%	-30%	-37%	26%	32%	-14%	707%	33%	-40%	-19%	3%	68%	-20%	54%	-28%	-18%	11%	-14%

CONTEXT COVID-19 Weekly Report

Largest Category Consumer

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Largest Categories in Consumer Channel

%Change in sales through IT Distribution in Euros

4 Weeks to Week 13 (March 29 2020) vs Same Period 2019

Sorted by largest categories and country size in Consumer Channel

Traffic Lights:	
Above	15%
Inbetween	
Below	-20%

Category	WESTERN EUROPE														EASTERN EUROPE					INDUSTRY SECTOR GROWTH		
	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Austria	Denmark	Belgium	Finland	Norway	Portugal	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total
Notebooks	37%	39%	24%	-26%	43%	99%	7%	81%	125%	-27%	66%	128%	-23%	49%	28%	33%	147%	30%	91%	36%	42%	37%
Smartphones	-18%	3%	-20%	-36%	-35%	-2%	12%	-22%	2%	-19%	-44%	29%	-31%	-6%	-10%	-55%	39%	104%	-5%	-20%	-23%	-20%
Warranties and Services	41%	185%	179%	267%	229%	112%	123%	-85%	93%	203%	332%	-87%	31%	684%	-1%	406%	16%			66%	41%	63%
Desktops	113%	53%	-67%	26%	-20%	57%	-3%	25%	50%	-36%	79%	57%	-54%	66%	71%	-41%	74%	12%	49%	38%	32%	37%
Ink Cartridges and Tanks	14%	-11%	23%	38%	-6%	24%	36%	-27%	-12%	25%	-4%	-26%	105%	70%	0%	-13%	97%	-71%	-3%	14%	1%	13%
Toner	-8%	3%	11%	-7%	-21%	-2%	84%	-17%	19%	-26%	2%	10%	27%	107%	4%	214%	33%	-67%	46%	3%	20%	7%
Monitors	45%	95%	-10%	29%	66%	89%	74%	176%	145%	51%	27%	-45%	99%	175%	31%	-1%	110%	57%	21%	60%	30%	52%
Tablet PCs	73%	5%	-22%	-23%	24%	28%	-27%	21%	53%	-5%	21%	-47%	-10%	34%	-14%	-29%	96%	234%	59%	22%	-2%	19%
Solid State Drives (SSDs)	0%	-22%	-20%	61%	-52%	9%	58%	-23%	227%	62%	-11%	434%	104%	136%	75%	-48%	-32%	273%	27%	5%	0%	3%
Office Applications Software	-20%	165%	-58%	-27%	-39%	22%	114%	544%	0%	14%	60%	16%	118%	14%	-46%	1%	20%	-6%	133%	17%	-8%	8%
Processors	49%	-14%	24%	-49%	-11%	124%	21%	-5%	-44%	-67%	-29%	70%	-68%	116%	44%	-44%	72%	-10%	-54%	-1%	3%	1%
Hard Disk Drives (HDDs)	56%	-46%	2%	-32%	-4%	27%	-11%	-27%	49%	-15%	-3%	55%	117%	-18%	28%	-56%	-2%	28%	-33%	0%	3%	1%
Operating Systems Software	130%	108%	-6%	-25%	913%	128%	37%	277%	435%	289%	54%	403%	23%	284%	216%	36%	267%	-32%	-90%	131%	95%	117%
Headsets/Headphones and Microphones	145%	16%	32%	32%	23%	118%	27%	89%	214%	201%	189%	328%	159%	179%	7%	103%	51%	11%	1306%	84%	48%	80%
RAM Memory	7%	-26%	-10%	-15%	-53%	10%	-23%	45%	-58%	-10%	13%	-53%	114%	7%	260%	49%	5%	16%	-14%	-10%	136%	32%
Graphics and Design Software	-20%	-22%	163%	-8%	-18%	63%	501%	144%	538%	35%	66%	-66%	-5%	147%	12%	-42%	-41%	1353%	-57%	10%	-28%	6%
All-in-One Lasers	4%	41%	-2%	123%	-15%	9%	14%	53%	99%	-15%	1%	132%	-40%	99%	146%	-24%	98%	-33%	28%	16%	105%	45%
Large Format Displays	170%	157%	12%	-46%	-31%	54%	391%	192%	627%	-11%	283%	182%	360%	25%	93%	-40%	298%		111%	113%	311%	132%
All-in-One Inkjets	19%	4%	14%	60%	36%	45%	12%	22%	41%	-19%	9%	63%	58%	32%	68%	19%	68%	272%	-33%	22%	40%	24%
Network Routers	25%	38%	-4%	-26%	8%	93%	18%	-16%	234%	280%	130%	-14%	105%	65%	65%	0%	99%	32%	-32%	20%	52%	28%
Wireless Access Points	41%	-22%	1%	25%	68%	91%	-10%	38%	445%	32%	403%	-61%	123%	132%	33%	283%	117%	410%	-84%	38%	94%	42%
Graphics Cards	-26%	-24%	-56%	-62%	-66%	-29%	-25%	-28%	-25%	12%	-63%	-77%	-26%	129%	5%	-22%	29%	73%	36%	-35%	-1%	-26%
Televisions	54%	0%	-91%	7%	539%	-15%	-98%	123%	1170%	-59%	11%	-84%	-91%	34%	55%	-33%	-43%	66%	-50%	-38%	-21%	-33%
Docking Stations	69%	86%	-9%	87%	30%	176%	-19%	168%	7%	14%	-19%	50%	58%	79%	21%	163%	130%	61%	-76%	78%	105%	81%
Desktop Workstations (PC/Mac)	47%	55%	-43%	85%	173%	17%	44%	100%	-37%	-13%	94%	124%	-40%	6%	483%	112%	-46%	23%	-23%	37%	144%	59%
Notebook Workstations	168%	37%	38%	72%	77%	130%	86%	306%	389%	4%	86%	340%	-100%	55%	93%	130%	4%	550%	18%	144%	83%	136%
Smart Watches	2%	-19%	-57%	-49%	168%	146%	36%	-33%	-36%	-26%	-27%	-45%	99%	45%	-23%	-54%	-10%	104%	89%	-4%	-30%	-7%
Keyboards and Keypads	52%	-2%	-24%	-26%	66%	94%	1%	65%	36%	31%	42%	67%	38%	54%	47%	-16%	1%	-25%	-44%	32%	15%	28%
Laser Printers	31%	37%	-52%	150%	58%	3%	34%	114%	27%	19%	102%	126%	-10%	21%	122%	-13%	85%	2%	11%	17%	78%	37%
Cables and Connectivity Adapters	32%	-23%	-47%	-27%	-14%	53%	-5%	-18%	-8%	-22%	27%	-7%	-5%	-14%	16%	-14%	15%	-16%	208%	-5%	3%	-5%
Uninterruptible Power Supplies (UPS)	85%	15%	-51%	-6%	11%	17%	117%	5%	78%	-49%	31%	459%	-53%	72%	89%	70%	25%	167%	-21%	23%	86%	49%
Mice	18%	10%	-20%	-16%	3%	27%	-29%	41%	42%	11%	2%	-12%	47%	36%	41%	-32%	31%	149%	272%	13%	11%	12%
Long Life Consumables	-14%	-15%	-8%	-26%	-11%	-40%	77%	-33%	-12%	-3%	7%	-20%	-70%	29%	12%	86%	15%	-7%	3%	-12%	21%	-5%
Projectors	-3%	16%	3%	-31%	-43%	-16%	39%	78%	-50%	82%	84%	120%	-45%	15%	43%	53%	23%	294%	80%	-2%	42%	4%
Web Cameras	158%	40%	916%	154%	454%	398%	1639%	570%	132%	235%	65%	193%	86%	388%	-6%	38%	924%	27%	88%	257%	62%	193%
Mobile Computing Cases	19%	-29%	-42%	-26%	-45%	34%	66%	321%	120%	192%	5%	19%	-38%	-17%	-48%	-47%	36%	196%	42%	-8%	-27%	-10%
Scanners	24%	46%	-49%	-1%	-14%	20%	-56%	-4%	43%	-20%	125%	125%	57%	49%	8%	72%	197%	40%	6%	15%	30%	17%