

IT Industry Update

10th June 2020

CONTEXT COVID-19 Weekly Report



01

CLIMATE SURVEY FEEDBACK

02

**TOP TRENDS COVID-19 REPORTS TO WEEK 22 (WEEK 21 FOR US)
MONTH OF MAY REVIEW**

03

S AFRICA INSIGHT – MOHAMED LAHER, COUNTRY MANAGER

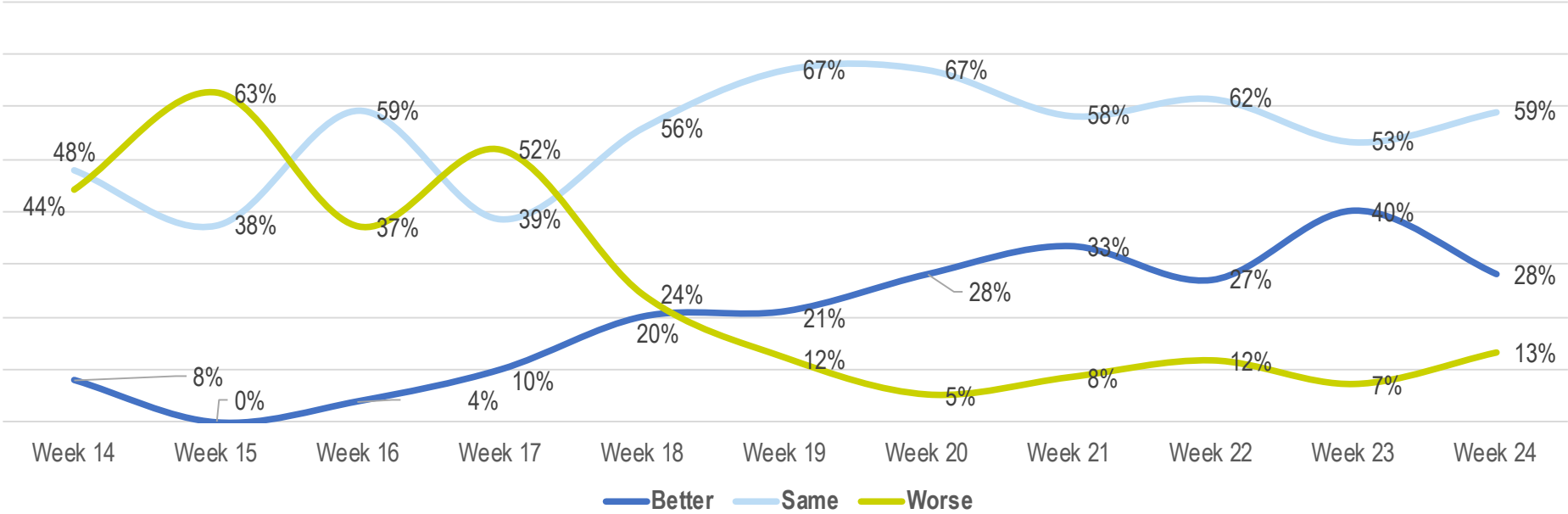
04

SPAIN INSIGHT – ELENA MONTAÑES, COUNTRY MANAGER

CLIMATE SURVEY FEEDBACK – POSITIVE TRENDS THIS WEEK

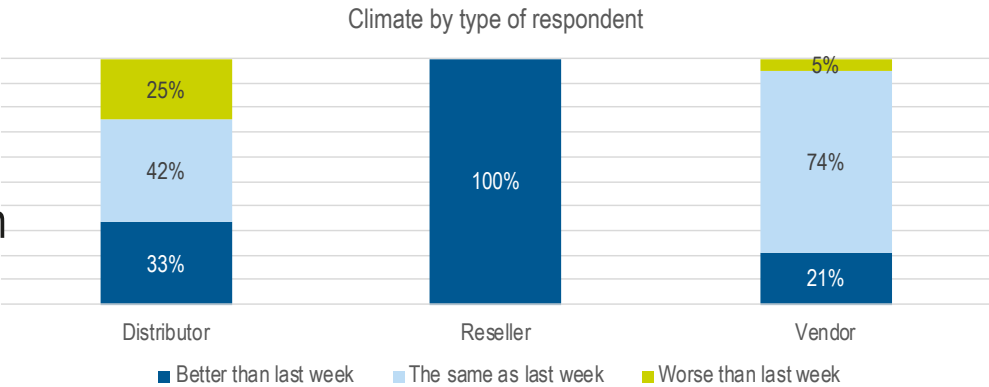


How is the situation for the IT industry in your country (compared to last week)?

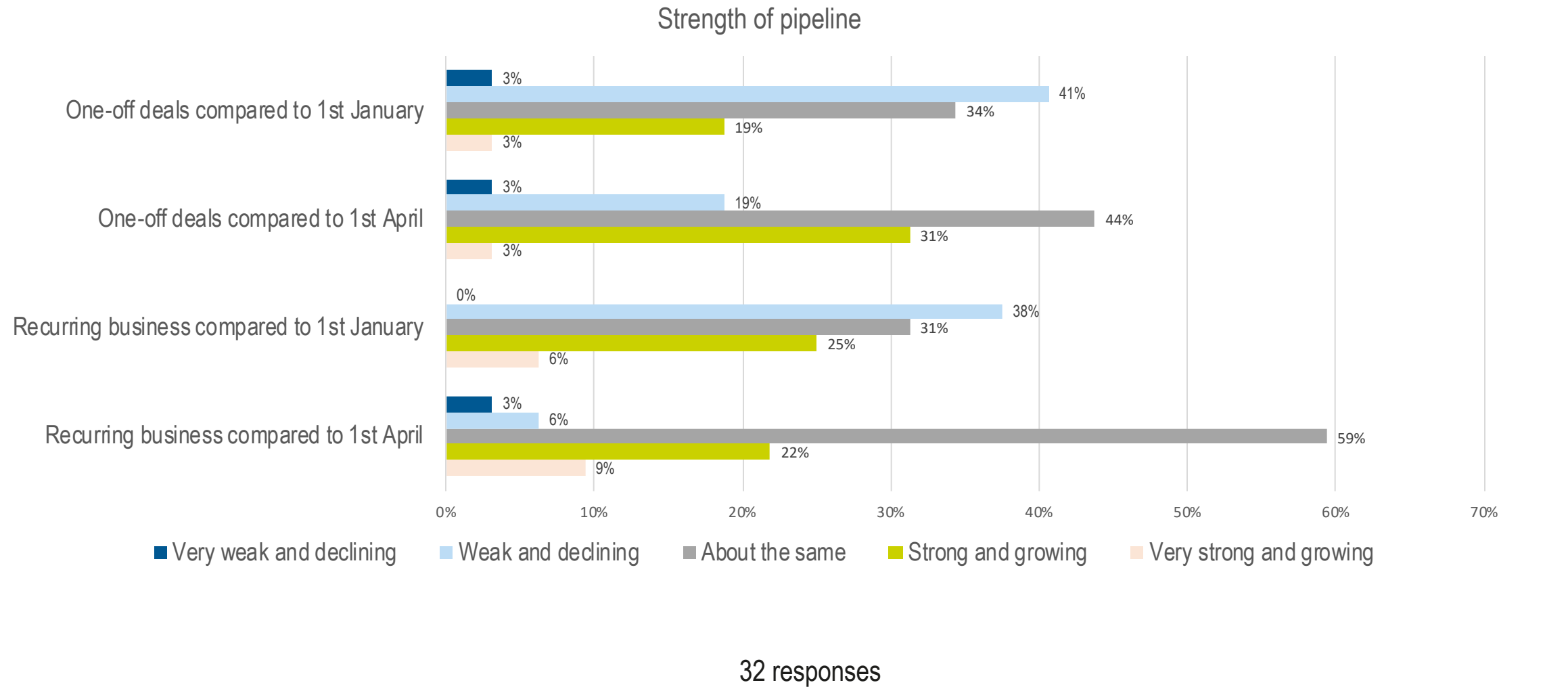


Betters = Italy, UK, France and Poland
Worse = Germany, UK, France, Sweden

32 responses



PIPELINE HEALTH



COVID-19 REPORTS

01

REVENUE TRENDS

4 week rolling revenue % growth/decline trends compared to prior year, by country and region

02

REVENUE PANDEMIC INDEX

4 week rolling revenue trends based on pandemic calendar, revenue is base 100 in week 0 of pandemic, predictive indications, by country and region

03

SECTOR/CATEGORY WEATHER MAPS

4 week rolling revenue % growth/decline trends compared to prior year, plotted in 4 quadrants, Europe only (detailed report has country data)

04

CHANNEL HEALTH

4 week rolling revenue % growth/decline trends compared to prior year, in 3 business & 2 consumer channels, Europe only (detailed report has country data)

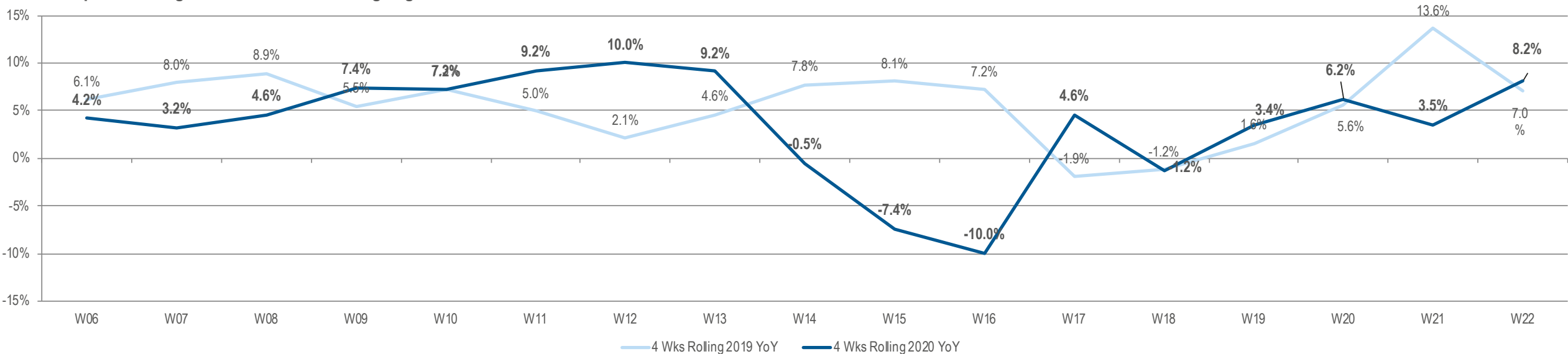
01

REVENUE GROWTH/DECLINE

WEEK 22: GOOD PROGRESS IN WESTERN EUROPE



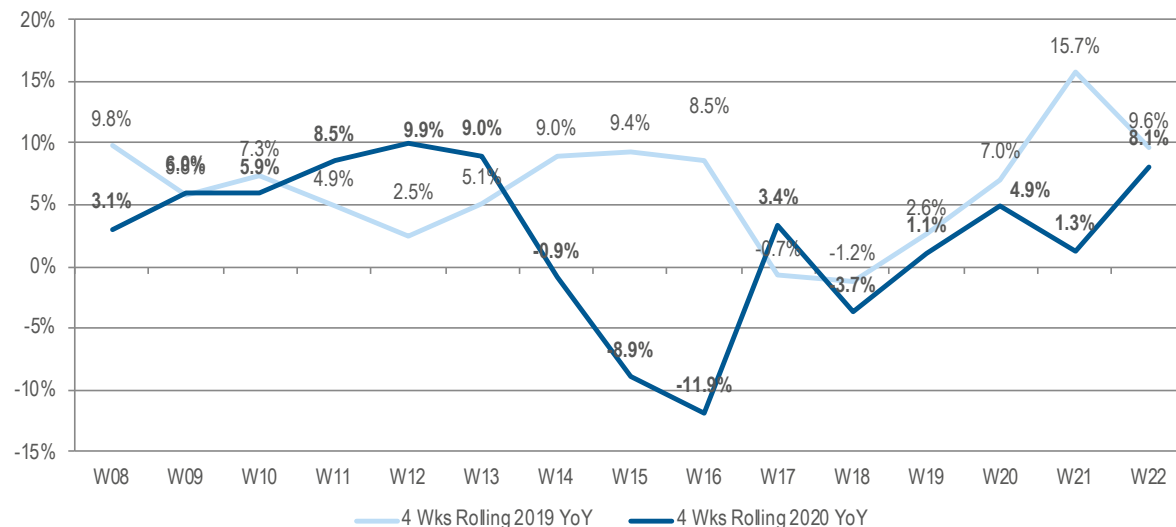
European Panel growth Y/Y 4 weeks rolling avg



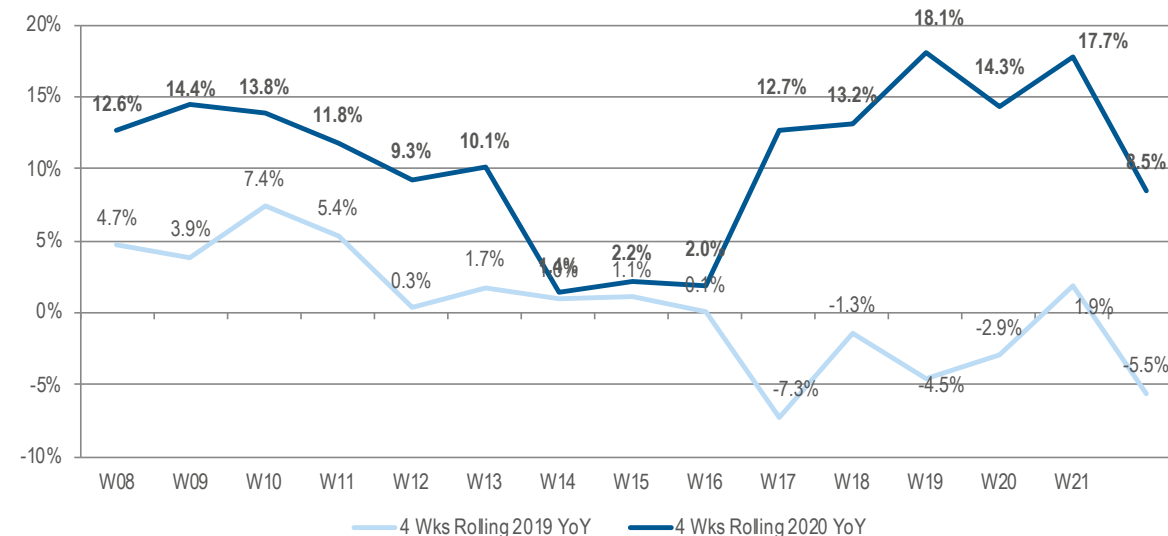
Distribution sales translated at fixed € exchange rate and includes: UKI, Germany, Italy, France, Spain, Merged countries, Switzerland, Sweden, Austria, Belgium, Denmark, Portugal, Finland, Norway, Poland, Baltics, Czech Republic, Slovakia & Russia.

W EUROPE – WK 22 HIGHEST WEEK IN Q2 (+20%) AND E EUROPE THE LOWEST (2%)

Western Europe growth Y/Y 4 weeks rolling avg



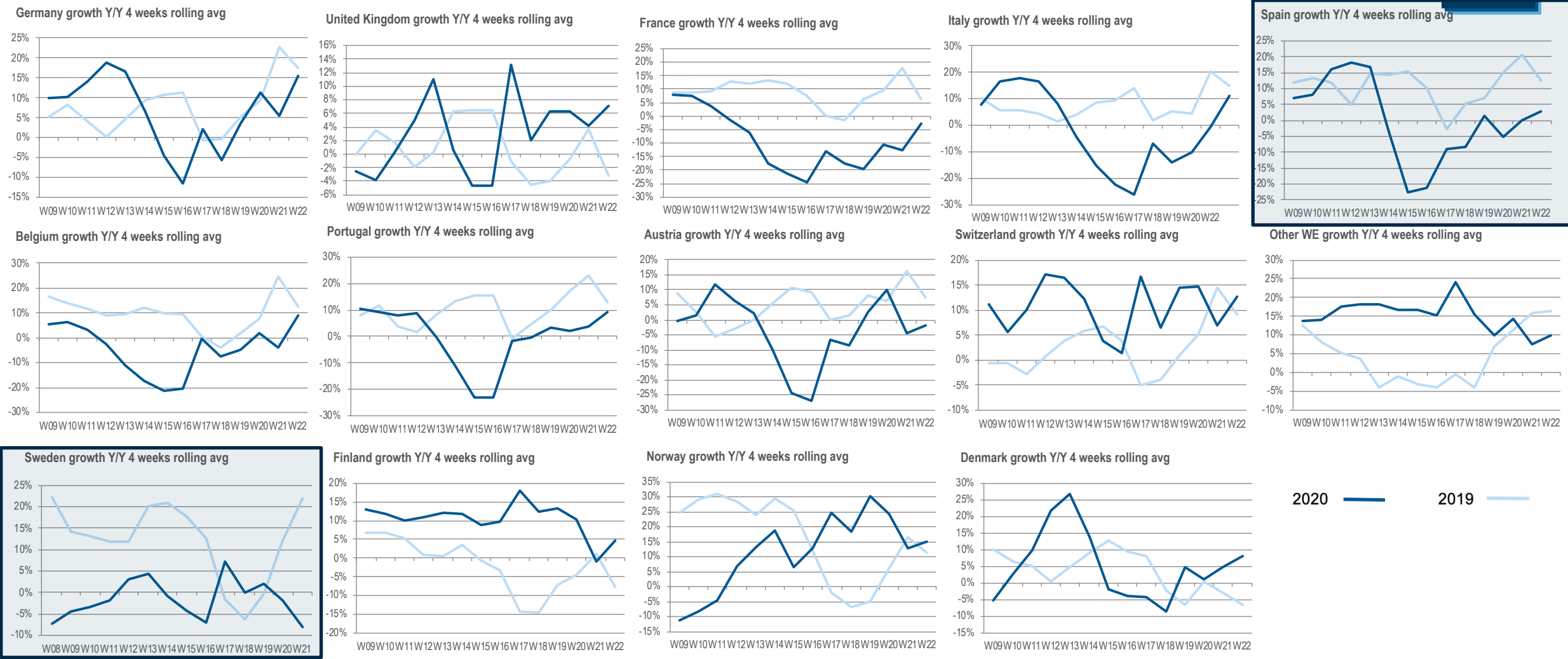
Eastern Europe growth Y/Y 4 weeks rolling avg



Distribution sales translated at fixed € exchange rate and includes: UKI, Germany, Italy, France, Spain, Merged countries, Switzerland, Sweden, Austria, Belgium, Denmark, Portugal, Finland, Norway

Includes: Poland, Baltics, Czech Republic, Slovakia & Russia.

ALL UP IN WESTERN EUROPE EXCEPT SWEDEN



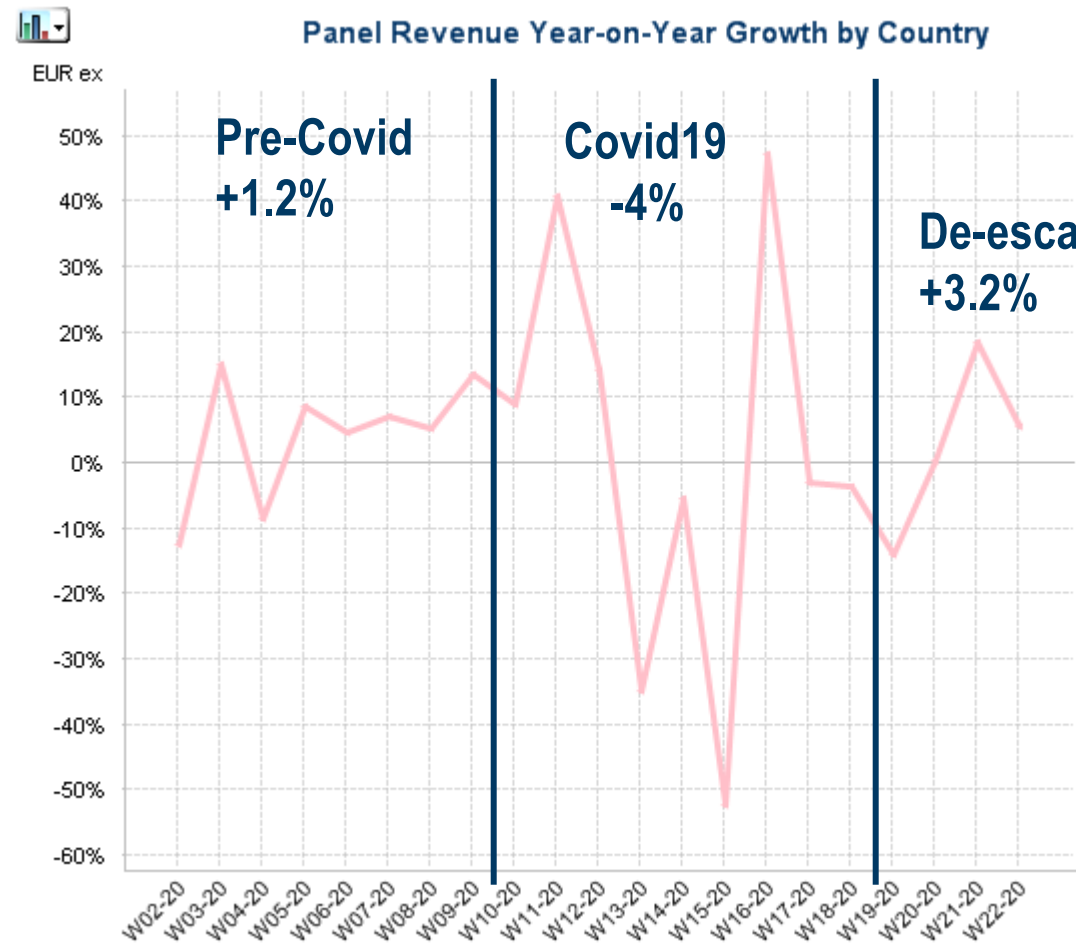
Distribution sales translated at fixed € exchange rate

Spain IT Industry Update

10th June 2020



SPANISH IT DISTRIBUTION CHANNEL WEEK 1-22, 2020



- **2019 YoY Growth:** +6.3%. 2 x Europe thanks to H1 performance
- **Q4 2019 YoY Growth:** +1.6%
- **Q1 2020:** +3.5%. **Q2 2020** (April -11% and May -2.9%): -7%

De-escalation: 4 stages starting the 4th of May, at least 2 weeks in each stage depending on the impact of the COVID in each region

- **W19** Stage 0 in all Spain (4 May)
- **W21** Stage 1 in some regions in Spain. Stores with less than 400 m2 are opened. Neither Madrid nor Barcelona (18 May)
- **W22** Stage 1 in Madrid and Barcelona (25 May)
- **W23** Stage 2 in some regions in Spain. Shopping Centres opened

Covid-19

De-escalation

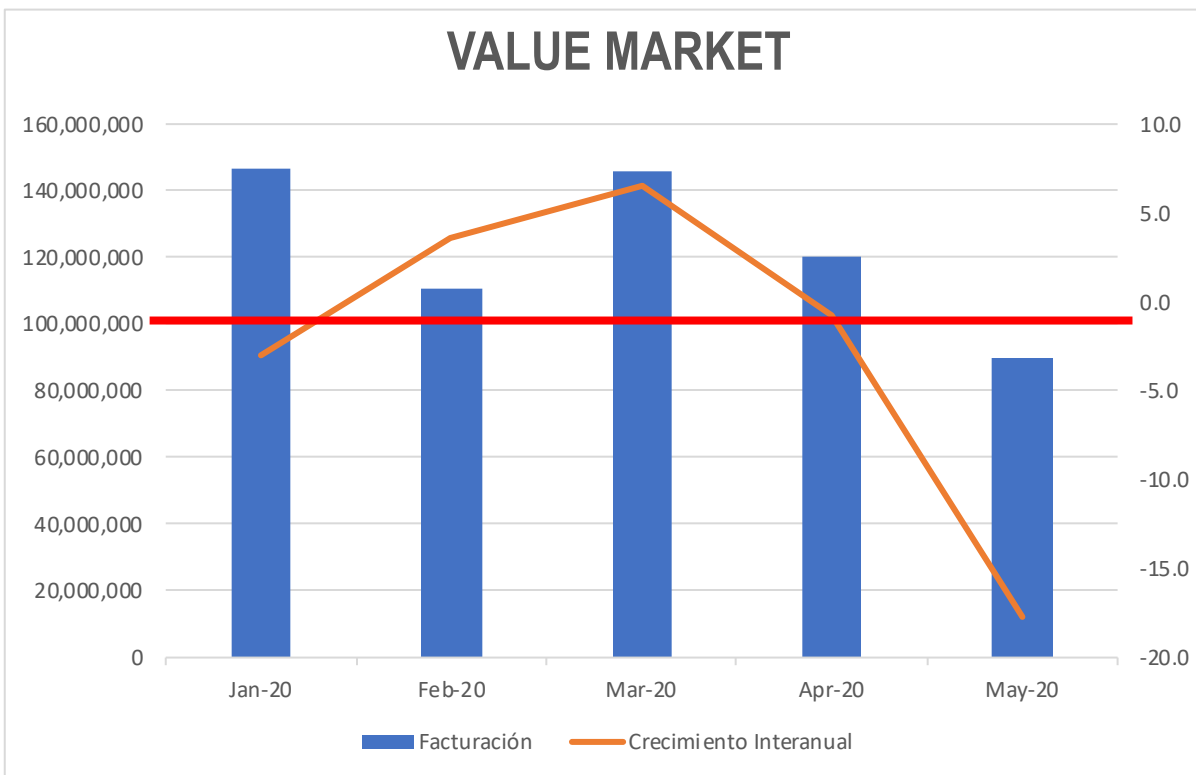
España	W02-20	W03-20	W04-20	W05-20	W06-20	W07-20	W08-20	W09-20	W10-20	W11-20	W12-20	W13-20	W14-20	W15-20	W16-20	W17-20	W18-20	W19-20	W20-20	W21-20	W22-20
Crecimiento Interanual	-2%	5%	-9%	8%	5%	7%	5%	13%	9%	41%	14%	-35%	-6%	-52%	47%	-3%	-4%	-14%	0%	18%	5%

YEAR ON YEAR GROWTH BY CHANNEL IN SPAIN

Year on Year Growth Channel	PRE - COVID 2020 Weeks 1-9	COVID 2020 Weeks 10-18	DE-ESCALATION Weeks 19-22
Total	1.2%	-4.0%	3.2%
Small and Medium Reseller	0%	-1%	11%
Retail Chain	7%	-26%	2%
Corporate Reseller	-2%	3%	-29%
Etailer Consumer	-1%	32%	71%
Etailer Business	30%	-16%	-16%

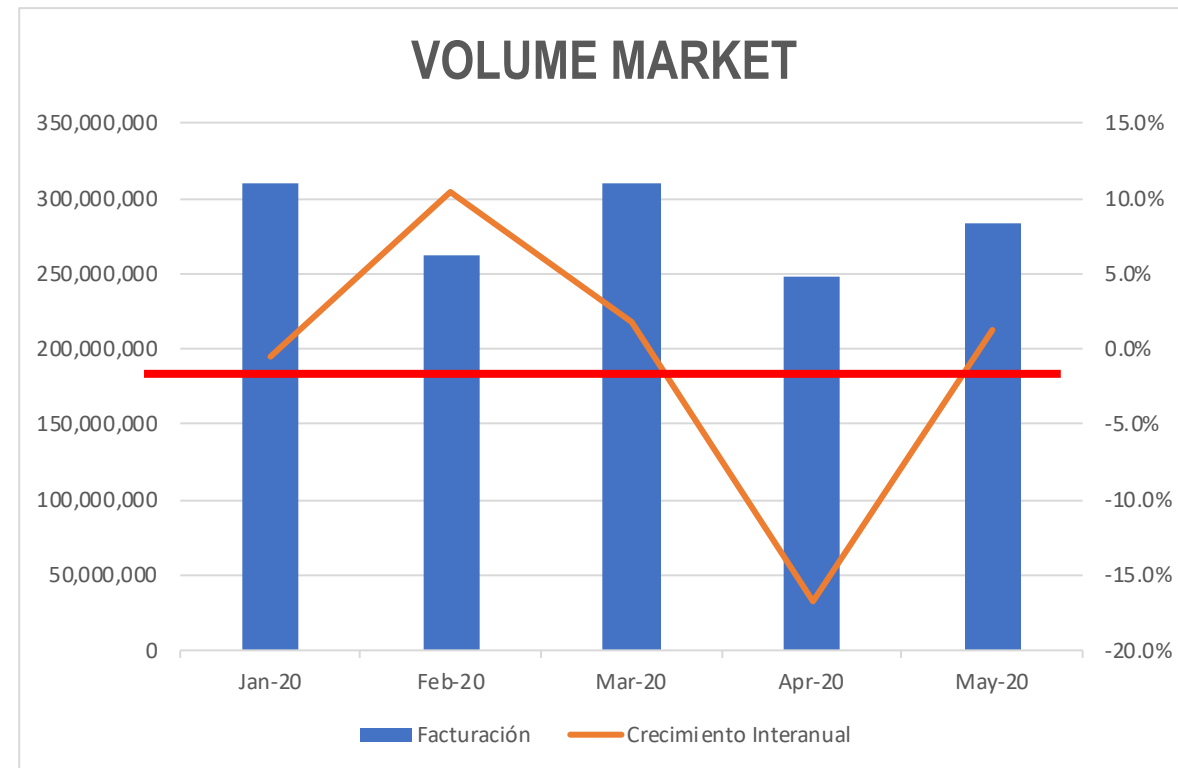
SPANISH VALUE / VOLUME MARKET

VALUE MARKET



España - Mercado Valor		Jan-20	Feb-20	Mar-20	Apr-20	May-20
Facturación		146,566,983	110,454,794	145,703,813	119,969,272	89,774,740
Crecimiento Interanual		3.0	3.6	6.5	0.7	-17.7

VOLUME MARKET

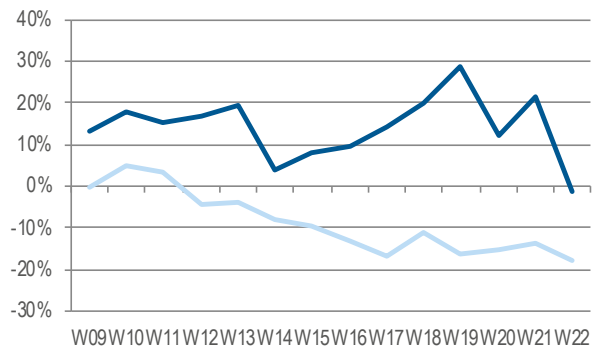


España - Mercado Volumen		Jan-20	Feb-20	Mar-20	Apr-20	May-20
Facturación		309,840,894	261,863,740	309,410,824	247,237,358	283,490,025
Crecimiento Interanual		-0.6%	10.4%	1.8%	-16.8%	-1.3%

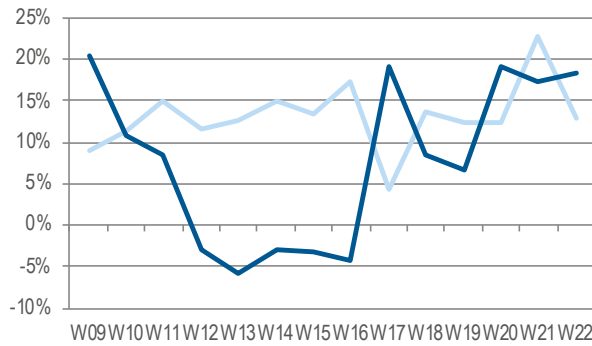
POLAND REMAINS STRONG – TOP PERFORMING COUNTRY IN MAY IN EUROPE (+15%)



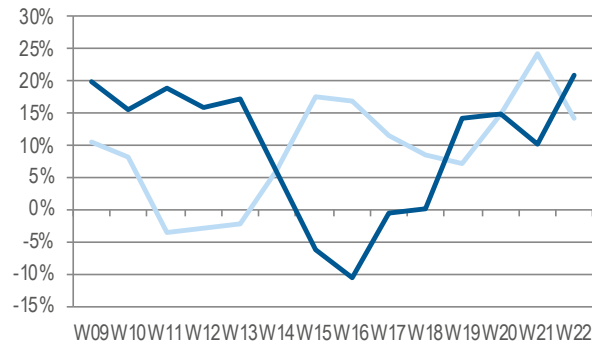
Russia growth Y/Y 4 weeks rolling avg



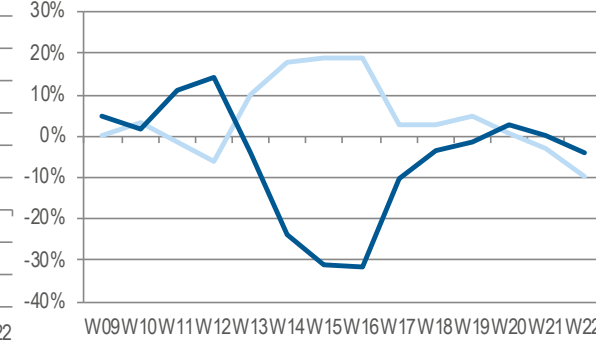
Poland growth Y/Y 4 weeks rolling avg



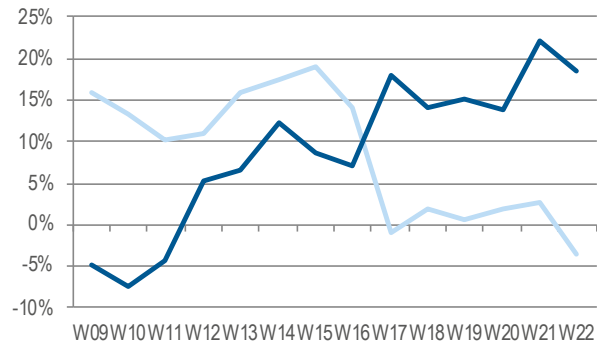
Czech Republic growth Y/Y 4 weeks rolling avg



Slovakia growth Y/Y 4 weeks rolling avg



Baltics growth Y/Y 4 weeks rolling avg



2020 — 2019 —

Distribution sales translated at fixed € exchange rate

South Africa IT Industry Update

10th June 2020



01

COVID-19 AND ECONOMY

ZA Panel Status

02

ICT INDUSTRY IMPACT AND CURRENT STATUS

Vendors and Disties

Lockdown in ZA

- Lockdown was implemented 26 March 2020 in highest stage – Stage 5
- Level 5 allowed essential goods and services (medical, food and food production)
- 1 May 2020 Level 4 allowed, and some industries were opened, ICT one of them
- Moved to Level 3 on 1 June, restricted mainly restaurants, pubs, hotels, clubs etc. non-essential workers (WFH)

Economy

- Expectations are that GDP for the rest of the year will be beyond -2.7% YoY followed by recession in 2H20
- Expectations are that the economy will start to bounce back in Q3
- Unemployment Q2-20 is around 30% and expected to grow (-ve view suggests reach 50%)
- SA is in the BB credit ratings category from all three of the key rating agencies, Fitch, S&P and Moody's, not the C grade categories, and South Africa is not at risk of default
- US\$-ZAR has fluctuated a lot since Q1 2019, having gone from R14 to over R18. Currently around R17.5

ZA DATA PANEL STATUS



Phase 1 Launch expected mid-July 2020

- Large major disties now loaded
- Tarsus, Axiz , Pinnacle , Westcon, FD
- Panel data being cleansed currently for producing initial reports

Phase 2 Panel targets

- We are expecting to get Rectron and DCC and some smaller disties in 2H2020
- Focus will also start on SADC countries in 2H 2020

Lockdown ICT Impact Level 5 26 March- 1 May 2020

- Stage 1 had a severe impact as almost all of ICT was impacted
- Datacentre services and resources to keep DC running were allowed
- Most distributors had shutdown or run very low key
- Retail and eetail were totally shutdown

4 May – 31 May

- ICT distributors opened with caution
- Retail and eetail permitted to sell ICT mainly for home use and essential services
- ICT Sales (F2F) and conferences are still not permitted
- Most ICT related staff are still WFH

Vendors

- Much more focus on online learning and enablement
- Vendors can still do more for distributors, resellers and end users
- Vendors must facilitate accessibility, tools and education for larger population
- Adult education via ICT and network enablement is a huge opportunity

Distribution

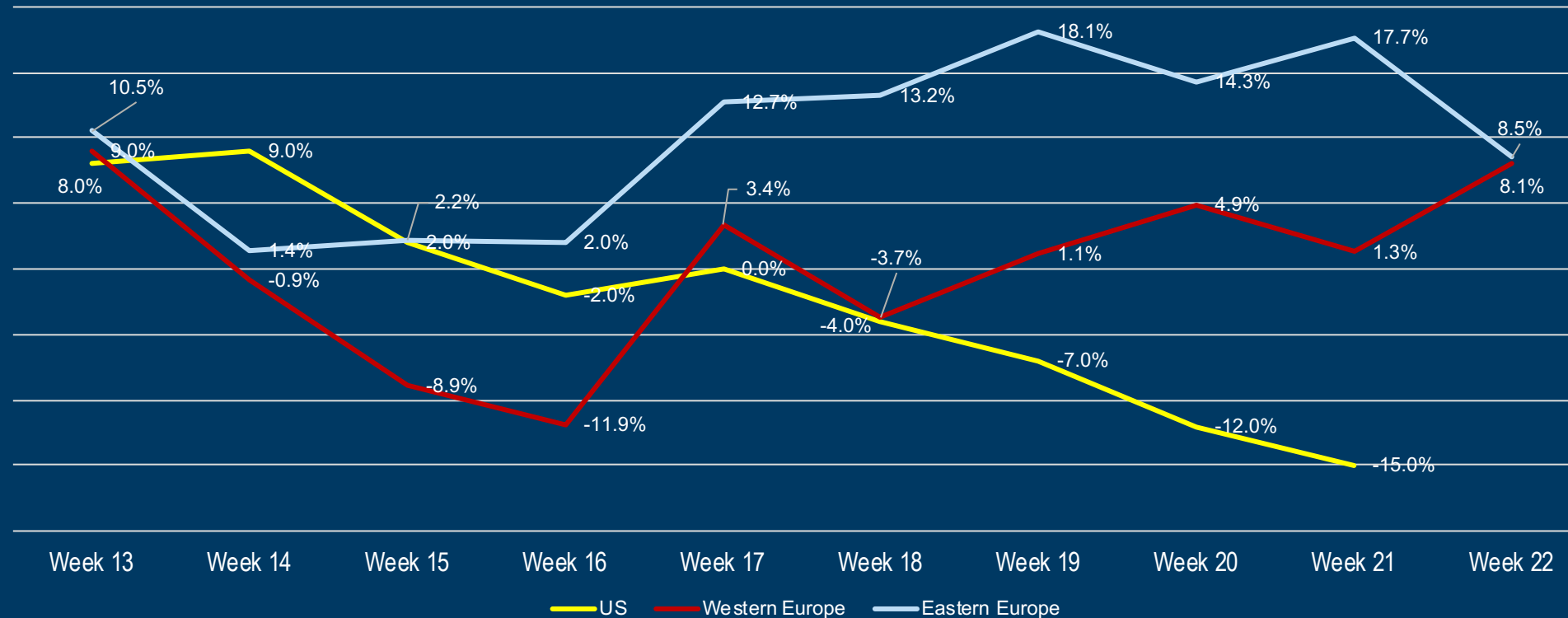
- ICT distributors have been supporting resellers due to political imbalance
- BEE and Women have been encouraged to pursue and succeed in ICT
- ZA is known for innovation and development and we expect huge small success stories
- Many software dev activities currently in progress.
- Disties should expand their facilities to grow resellers capabilities further
- Cloud has grown and still growing
- Digitization is key to future business effectiveness

AS W & E EUROPE CONVERGE, US CONTINUES DESCENT

Global Distribution Update – Covid-19 Weekly Report

Total Distribution Trends US and Europe

US & EUROPE DISTRIBUTION SALES - ROLLING 4 WEEKS YOY GROWTH/DECLINE %



Distribution sales, 4 week rolling revenues based on \$ (US) and € fixed rate (Europe)

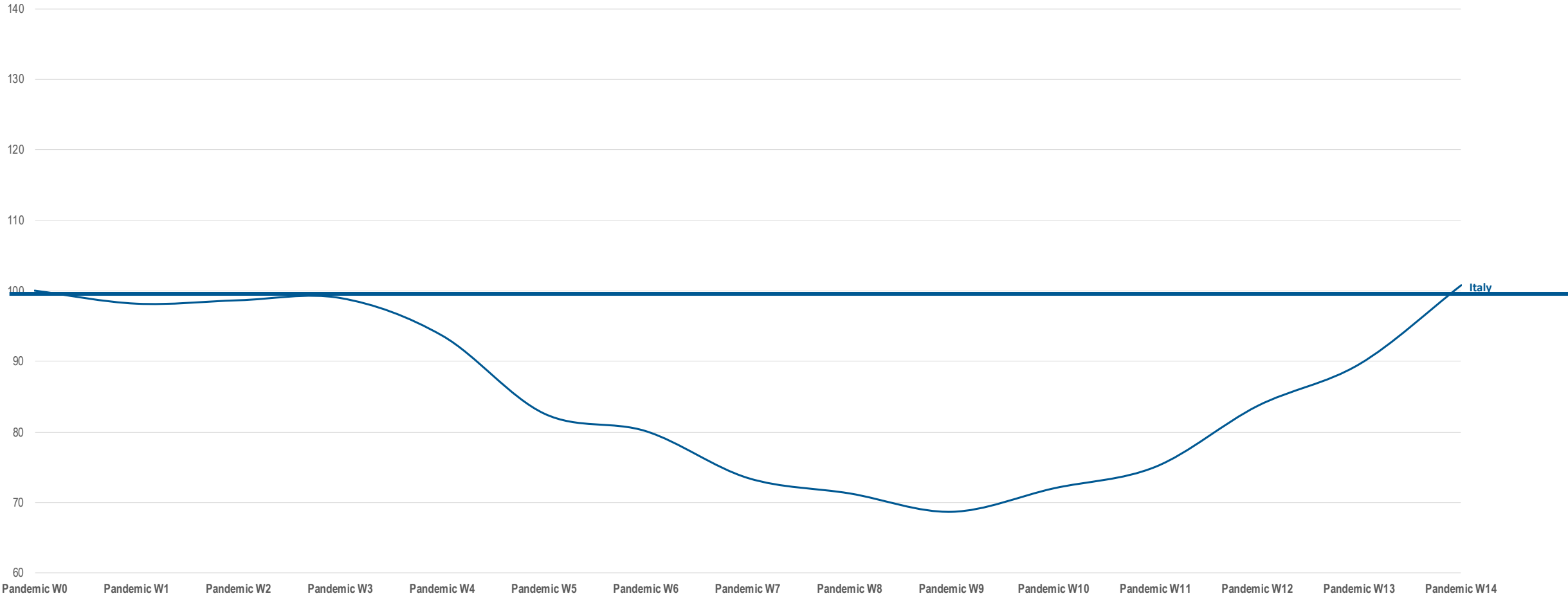
02

REVENUE PANDEMIC INDEX

ITALY IS BACK TO BASE 100 ON THE REVENUE PANDEMIC INDEX



Weekly Revenue Trend Index - All Countries
(Rolling 4 Weeks Revenue to Pandemic Week 0 for Each Country = 100)

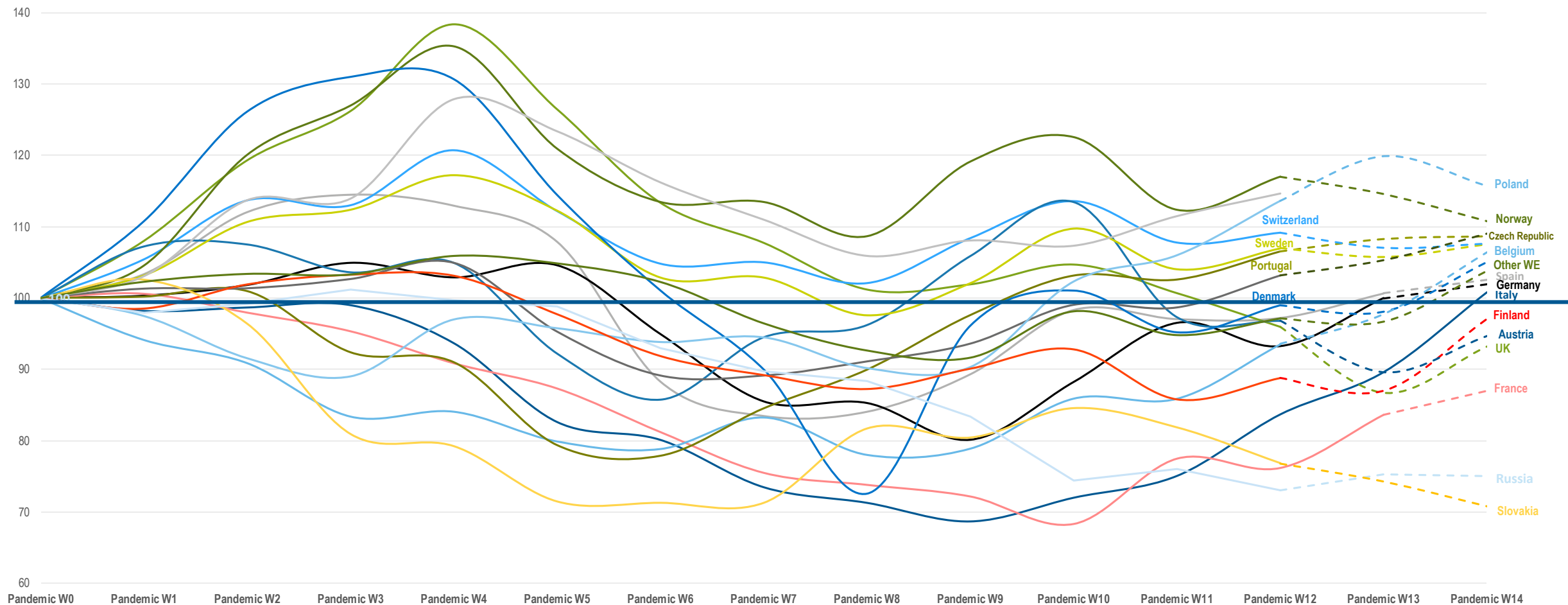


Distribution sales translated at fixed € exchange rate

CONVERGENCE TOWARDS BASE 100 VALUES, RUSSIA EXEPTION



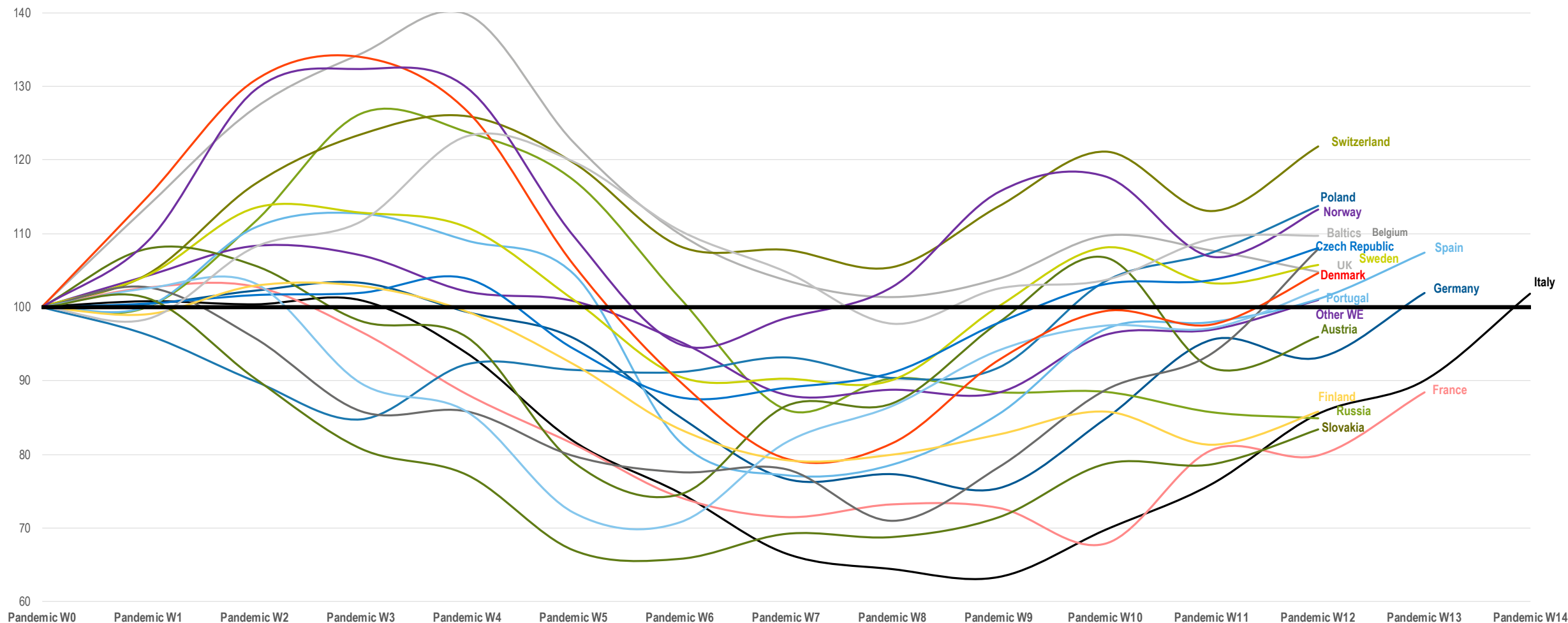
Weekly Revenue Trend Index - All Countries
(Rolling 4 Weeks Revenue to Pandemic Week 0 for Each Country = 100)



Distribution sales translated at fixed € exchange rate and includes: UKI, Germany, Italy, France, Spain, Merged countries, Switzerland, Sweden, Austria, Belgium, Denmark, Portugal, Finland, Norway

VOLUME SALES – ONLY 5 COUNTRIES ARE BELOW THE 100 BASE INDEX

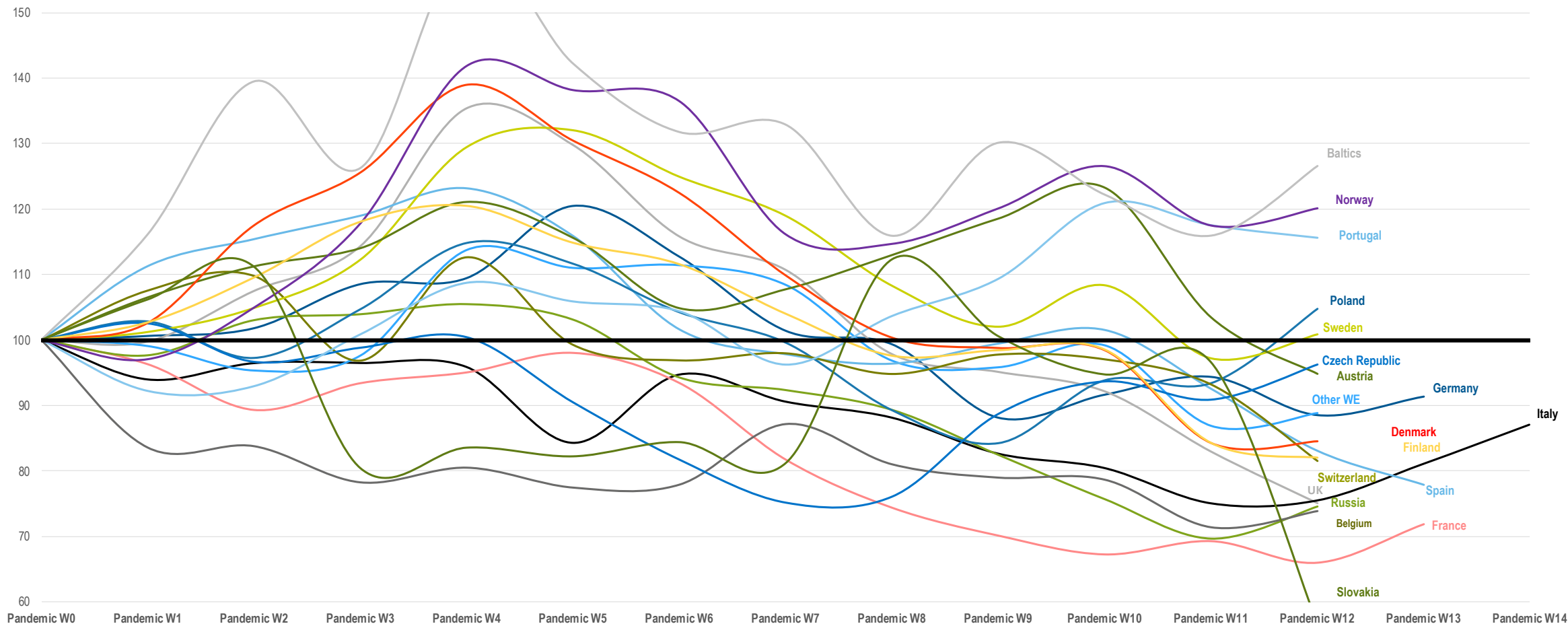
Weekly Revenue Trend Index - All Countries (Volume)
(Rolling 4 Weeks Revenue to Pandemic Week 0 for Each Country = 100)



Distribution sales translated at fixed € exchange rate and includes: UKI, Germany, Italy, France, Spain, Merged countries, Switzerland, Sweden, Austria, Belgium, Denmark, Portugal, Finland, Norway

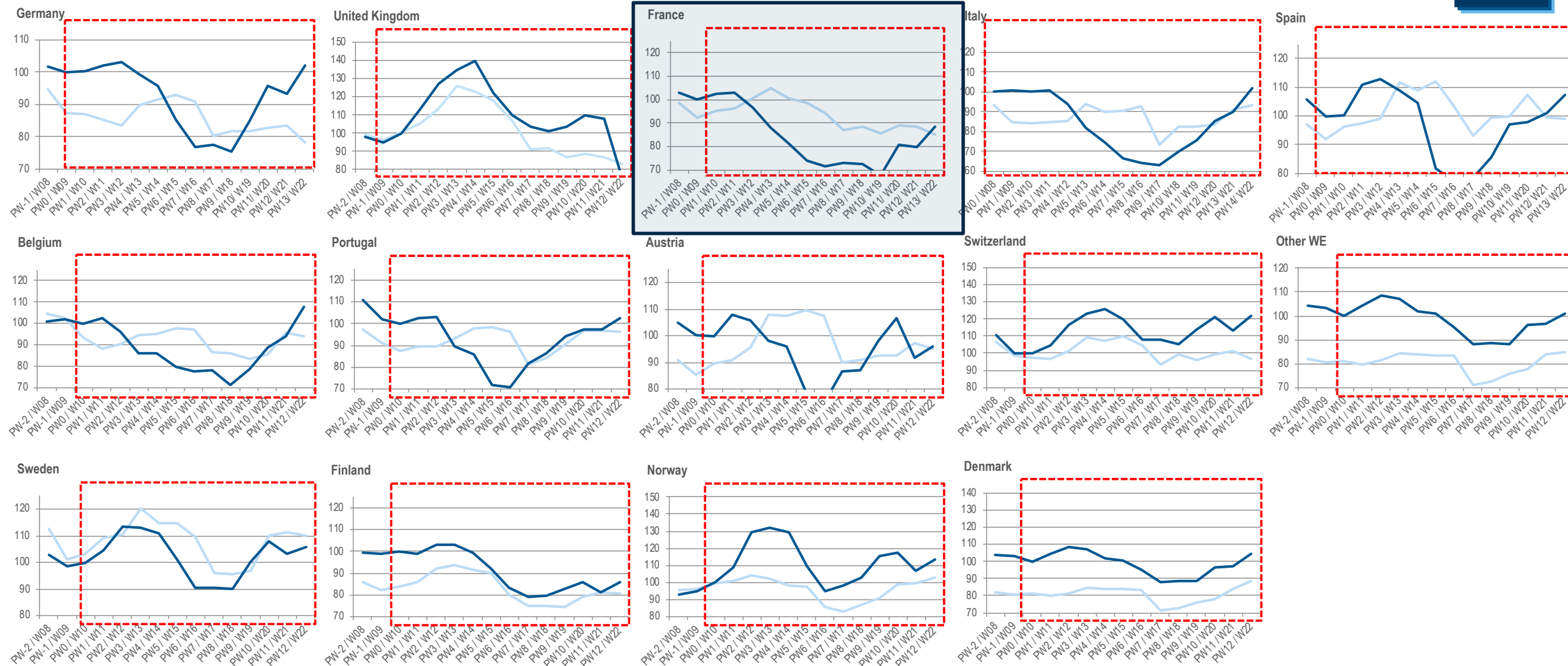
VALUE SALES – DESPITE NEGATIVE PERFORMANCE, SOME POSITIVE SIGNS

Weekly Revenue Trend Index - All Countries (Value)
(Rolling 4 Weeks Revenue to Pandemic Week 0 for Each Country = 100)



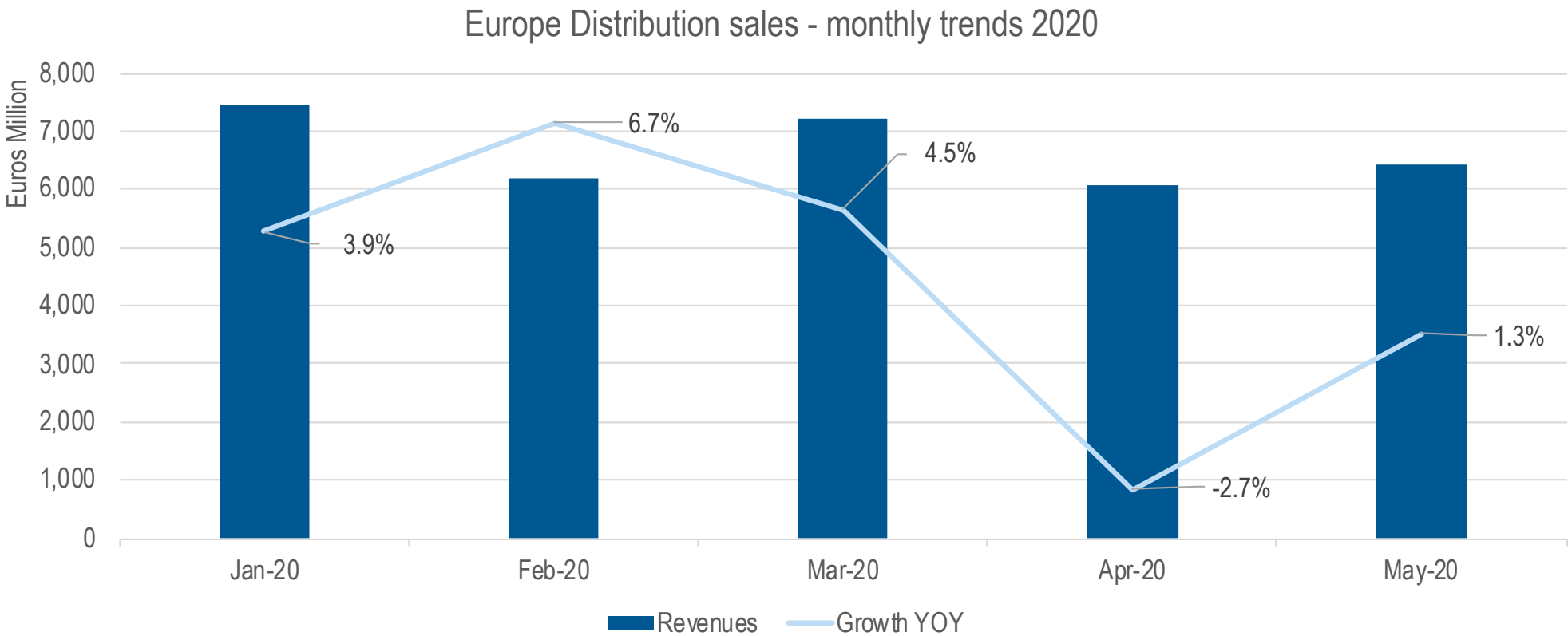
Distribution sales translated at fixed € exchange rate and includes: UKI, Germany, Italy, France, Spain, Merged countries, Switzerland, Sweden, Austria, Belgium, Denmark, Portugal, Finland, Norway

THUMBNAILS SHOW COMPARISON WITH PRIOR YEAR – SPOTLIGHT FRANCE



Distribution sales translated at fixed € exchange rate and includes: UKI, Germany, Italy, France, Spain, Merged countries, Switzerland, Sweden, Austria, Belgium, Denmark, Portugal, Finland, Norway

RETURN TO GROWTH IN MAY



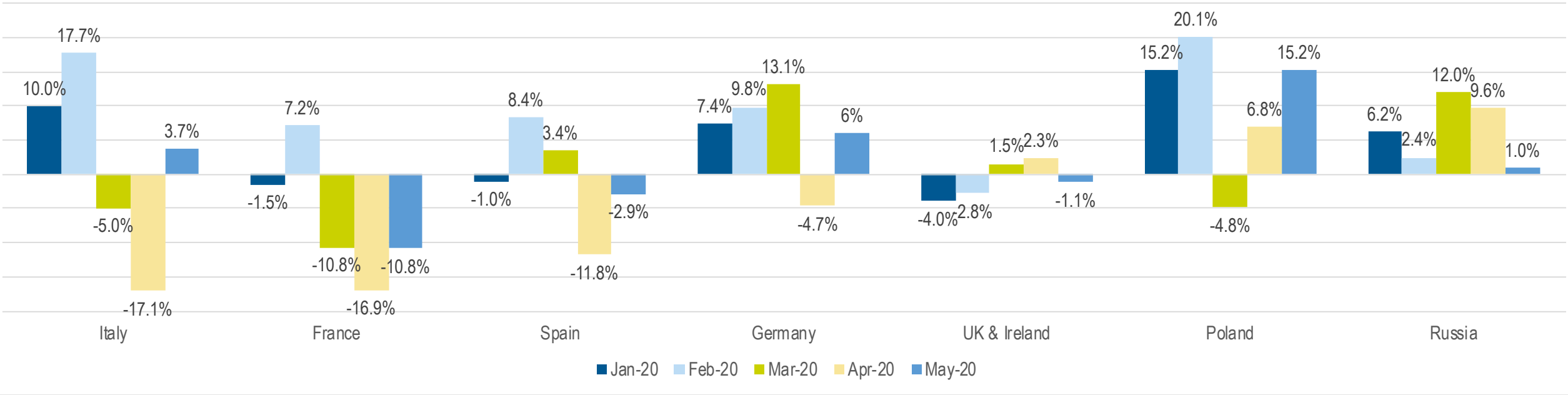
2 fewer days in May compared to prior year, will be caught up in June

Distribution sales translated at fixed € exchange rate, YOY comparison

RETURN TO GROWTH IN MAY



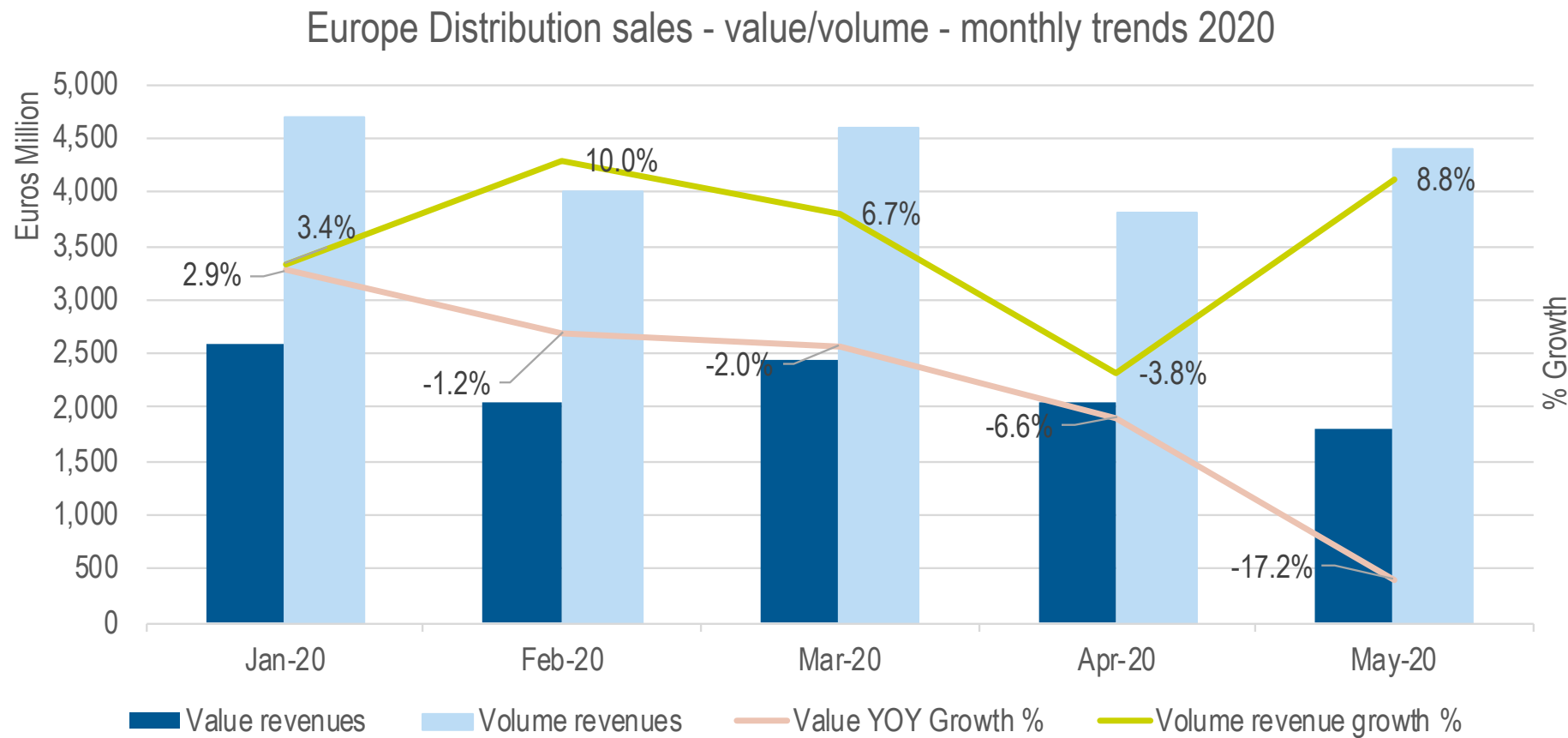
Europe Distribution sales - by country - monthly trends 2020



2 fewer days in May compared to prior year, will be caught up in June

Distribution sales translated at fixed € exchange rate, YOY comparison

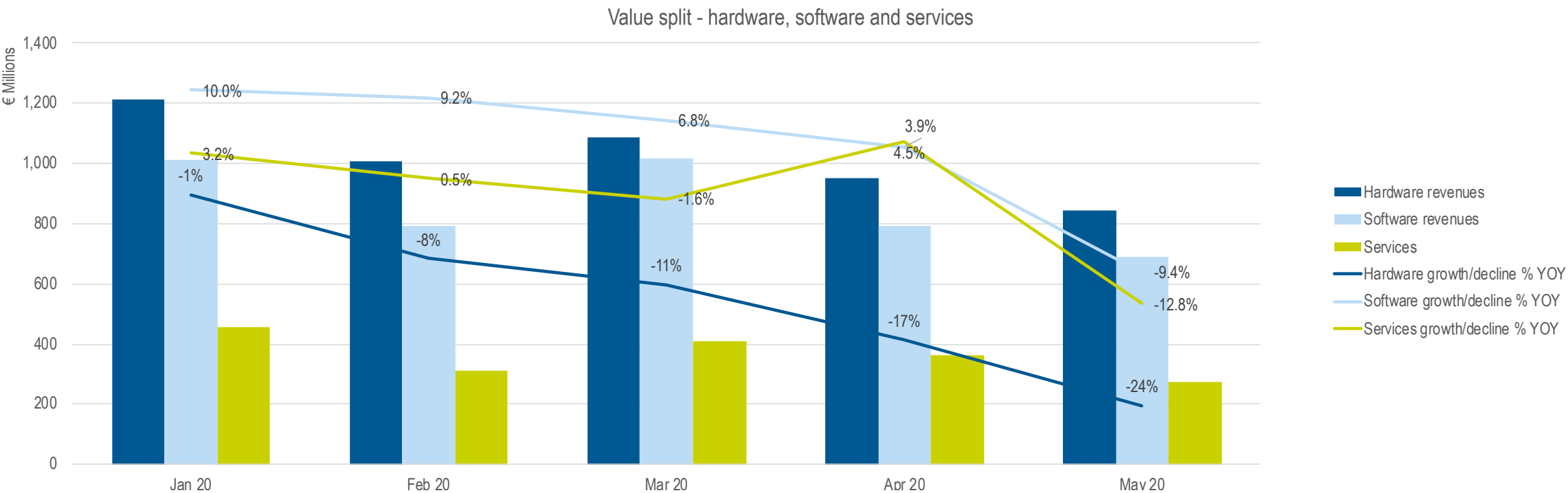
VALUE/VOLUME DIFFERENTIAL ACCENTUATES IN MAY



2 fewer days in May compared to prior year, will be caught up in June

Distribution sales translated at fixed € exchange rate, YOY comparison

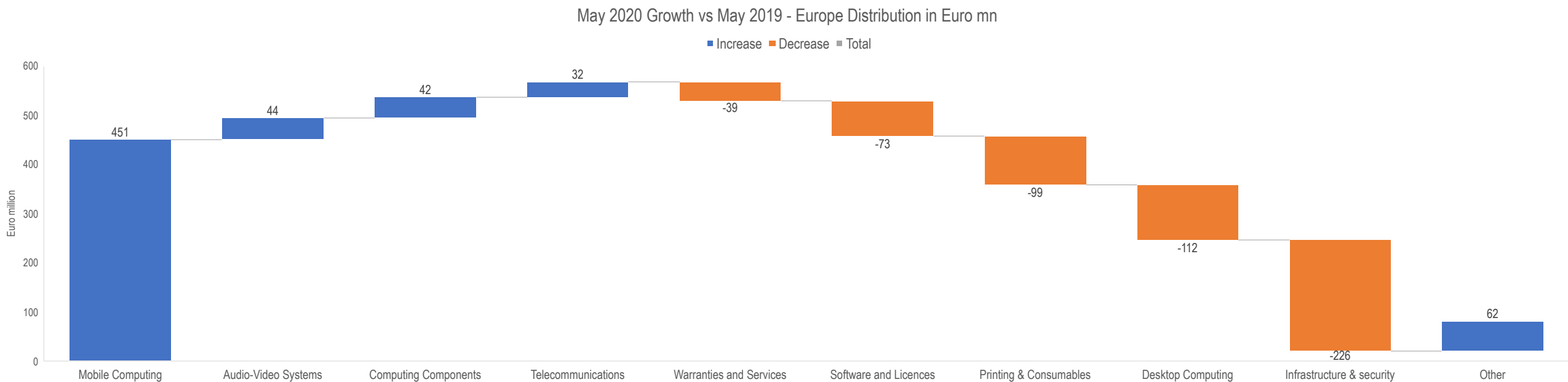
HARDWARE REMAINS THE KEY DRIVER OF DECLINE



2 fewer days in May compared to prior year, will be caught up in June

Distribution sales translated at fixed € exchange rate, YOY comparison

MAY = MOBILE VS DESKTOP, VOLUME VS VALUE



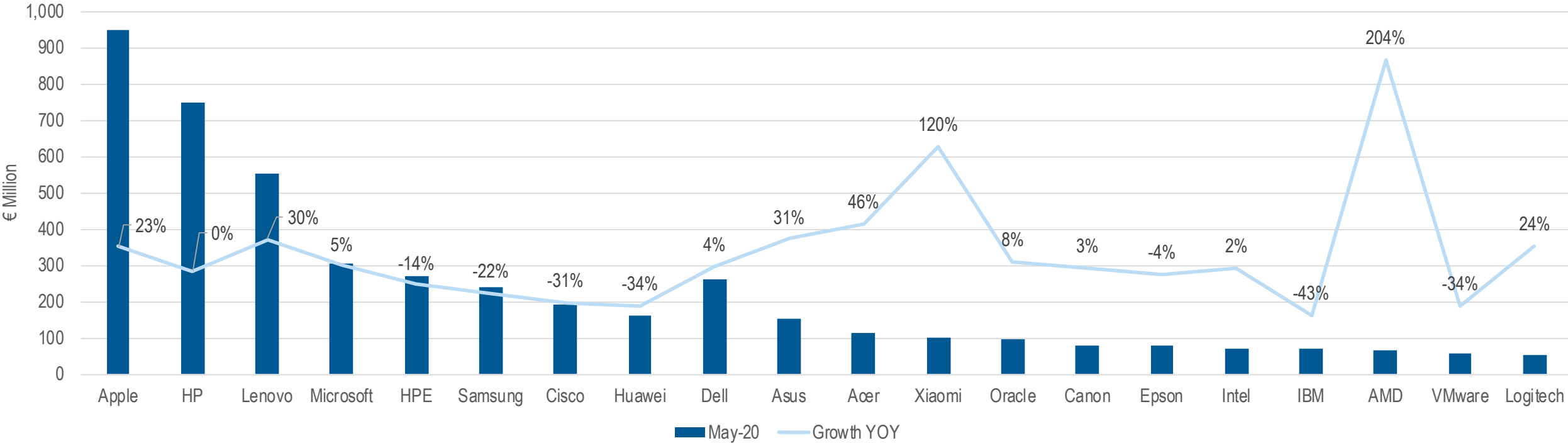
2 fewer days in May compared to prior year, will be caught up in June

Distribution sales translated at fixed € exchange rate, YOY comparison

PC & TELECOM VENDORS UP, AMD CONTINUES RAPID GROWTH



Europe Distribution Sales - Top 20 Vendors - May 20 vs Prior year



2 fewer days in May compared to prior year, will be caught up in June

Distribution sales translated at fixed € exchange rate, YOY comparison

Q2 GUIDANCE BY KEY AREA – UPDATED WITH MAY RESULTS

	Q2 forecast growth	Q2 forecast growth revised	
Forecast	Q2 2020 vs Q2 2019	Q2 2020 vs Q2 2019	Q2 2020
	%	%	€bn
Mobile & desktop computing	6.0%	18.3%	5.0
Infrastructure & security	-10.0%	-15.4%	2.7
Software & licences	6.0%	0.6%	2.5
Telecoms	-30.0%	-12.2%	1.8
Printing & consumables	-20.0%	-15.1%	1.8
Services	1.0%	-0.6%	1.0
Displays	-14.0%	-12.9%	0.9
Computing components	0.0%	6.4%	0.9
Computing accessories	5.0%	3.3%	0.4
AV Systems	30.0%	25.5%	0.5
Other	20.0%	21.8%	1.1
Total	-4.1%	-0.3%	18.6

Q2 GUIDANCE BY KEY AREA – UPDATED WITH MAY RESULTS

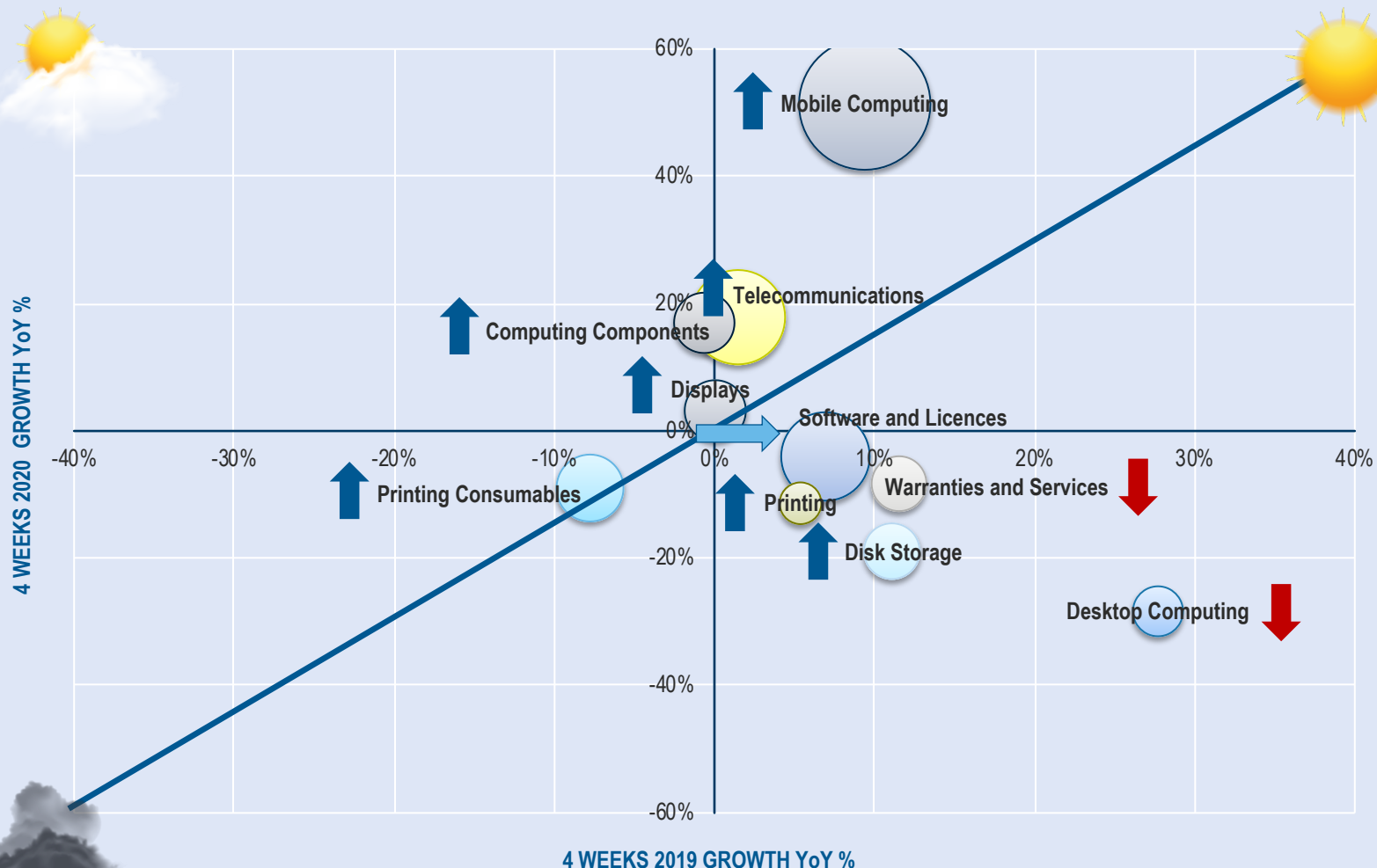
	Q2 forecast growth	Q2 forecast growth revised	
Guidance	Q2 2020 vs Q2 2019	Q2 2020 vs Q2 2019	Q2 2020
			€bn
Germany	-5.1%	5.7%	3.9
UK	-4.9%	2.0%	3.2
Italy	-9.0%	-4.9%	1.7
France	-8.9%	-11.3%	1.5
Spain	-7.8%	-6.1%	1.2
Russia	-0.4%	-3.9%	1.3
Poland	7.3%	11.0%	0.9
Other	0.1%		4.9
Total	-4.1%	-0.3%	18.6

03

SECTOR/CATEGORY WEATHER MAPS

INDUSTRY SECTOR TRENDS: TOP 10 BY REVENUE IN EUROS

% Change in sales through IT Distribution in €: 4 Weeks to Week 22 (31/05/20) vs same period 2019



Distribution sales translated at fixed € exchange rate.

Industry Sector	2019	2020
Mobile Computing	9%	51%
Software and Licences	7%	-4%
Printing Consumables	-8%	-9%
Telecommunications	1%	18%
Warranties and Services	12%	-8%
Disk Storage	11%	-19%
Computing Components	-1%	17%
Displays	0%	3%
Desktop Computing	28%	-28%
Printing	5%	-11%
Networking Systems	16%	-15%
Server Computing	1%	-18%
Computing Accessories	19%	13%
Audio-Video Systems	23%	47%
Data Center Networking and Security	6%	-26%
Wireless Networking	0%	19%
Other Networking Equipment	4%	-6%
Power Equipment	11%	-13%
Wearable Devices	42%	4%
Connectivity	20%	-15%
Home and Garden	57%	1%
Games Consoles	-16%	46%
Smart Home and Office	164%	-20%
Removable Storage	-21%	-34%
Electronics	-29%	-41%
Unified Communications	-2%	-16%
Terminals, Thin Clients and Points of Sales	-7%	-30%
Scanner Imaging	5%	-3%
Tape Storage	-25%	-14%
Security	-4%	-15%
Photo and Video Cameras	-30%	-54%
eHealth Devices	35%	104%
Security Devices	65%	-23%

04

CHANNEL HEALTH

SMR AND CORPORATE RESELLER DROP BACK

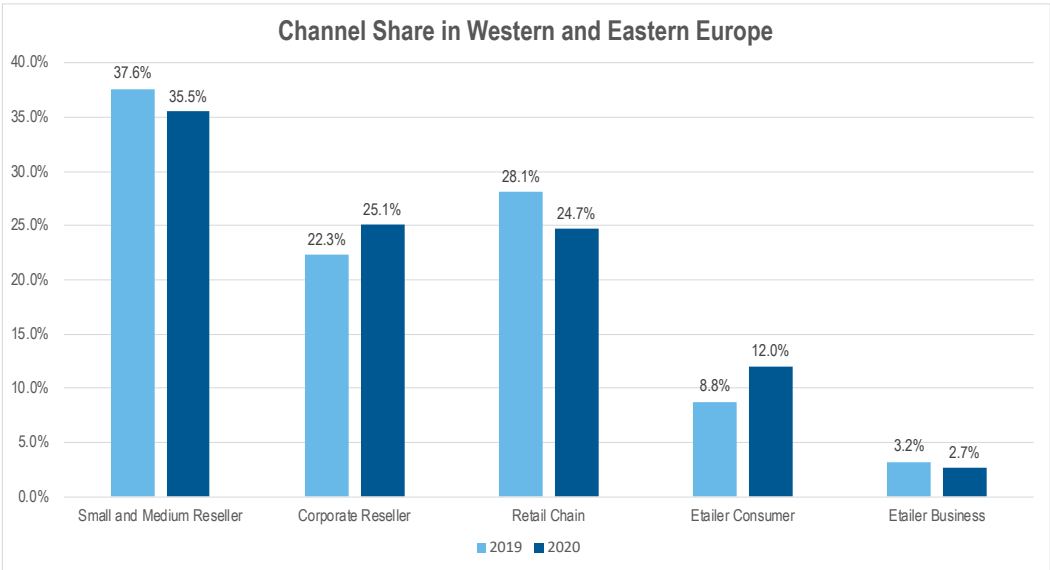
Business Sectors	Channel
Business Channels	Corporate Reseller
	Small and Medium Reseller
	Etailer Business
Retail Channels	Etailer Consumer
	Retail Chain

Week 22			
CHANNEL TREND			
WE	EE	Total	
-11%	-19%	-11%	
3%	-6%	2%	
-12%	-23%	-13%	
49%	32%	46%	
29%	49%	33%	

Week 21			
CHANNEL TREND			
WE	EE	Total	
-10%	-1%	-9%	
-4%	7%	-2%	
-14%	-19%	-14%	
46%	17%	42%	
10%	49%	16%	

Week 20			
CHANNEL GROWTH			
WE	EE	Total	
-3%	-10%	-4%	
2%	5%	2%	
-10%	-23%	-11%	
55%	15%	49%	
5%	45%	12%	

Week 19			
CHANNEL GROWTH			
WE	EE	Total	
-4%	1%	-4%	
-2%	8%	0%	
-17%	-29%	-18%	
53%	10%	47%	
-4%	46%	6%	



Above	15%
Inbetween	
Below	-20%

Distribution sales translated at fixed € exchange rate and includes: Western Europe: UKI, Germany, Italy, France, Spain, Merged countries, Switzerland, Sweden, Austria, Belgium, Denmark, Portugal, Finland, Norway. Eastern Europe: Poland, Baltics, Czech Republic, Slovakia & Russia.

FRANCE, SPAIN & ITALY OUT OF THE RED ZONE OF CORE CHANNELS

		WESTERN EUROPE													
Business Sectors	Channel	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Belgium	Austria	Portugal	Denmark	Norway	Finland	Other WE
Business Channels	Corporate Reseller	-18%	5%	-3%	-11%	-30%	-39%	-24%	0%	-20%	4%	-27%	11%	-25%	-11%
	Small and Medium Reseller	10%	-14%	21%	-9%	11%	13%	3%	0%	-9%	6%	5%	14%	-2%	2%
	Etailer Business	9%	-13%	1%	-42%	-16%	-23%	-31%	8%	-48%	32%	17%	6%	-20%	-39%
Retail Channels	Etailer Consumer	36%	92%	13%	-19%	71%	57%	146%	77%	59%	37%	139%	64%	37%	35%
	Retail Chain	69%	8%	10%	37%	2%	55%	-2%	40%	27%	14%	42%	-20%	41%	40%

		EASTERN EUROPE				
Business Sectors	Channel	Russia	Poland	Czech Republic	Baltics	Slovakia
Business Channels	Corporate Reseller	-22%	11%	-26%	-32%	9%
	Small and Medium Reseller	-17%	5%	5%	12%	-17%
	Etailer Business	-50%	15%	-20%	-33%	-11%
Retail Channels	Etailer Consumer	51%	18%	12%	43%	-20%
	Retail Chain	52%	34%	91%	148%	16%

Above	15%
Inbetween	
Below	-20%

Distribution sales translated at fixed € exchange rate

Thank you!

**ANY
QUESTIONS?**



CONTEXT Covid-19 Weekly Report

For the Period: **4 Weeks to Week 22 (May 31 2020) vs Same Period 2019**

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CONTEXT Covid-19 Weekly Report

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Weekly %YoY Trend

Weekly %YoY Trend WE

Weekly %YoY Trend EE

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Top Growth Industry

Top Decline Industry

CONTEXT Covid-19 Weekly Report

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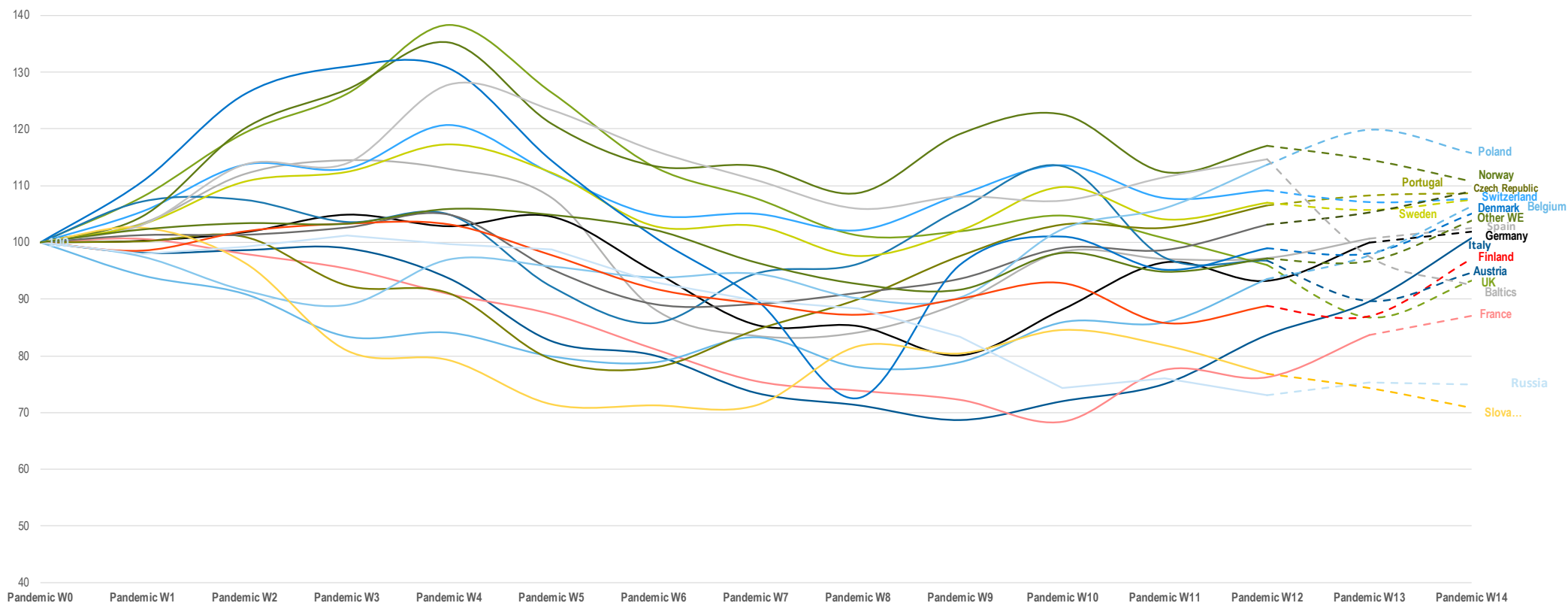
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Index Total Market

Weekly Revenue Trend Index (Rolling 4 Weeks Revenue to Pandemic Week 0 for Each Country = 100)

Weekly Revenue Trend Index - All Countries

(Rolling 4 Weeks Revenue to Pandemic Week 0 for Each Country = 100)



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CONTEXT Covid-19 Weekly Report

Index Thumbnail WE

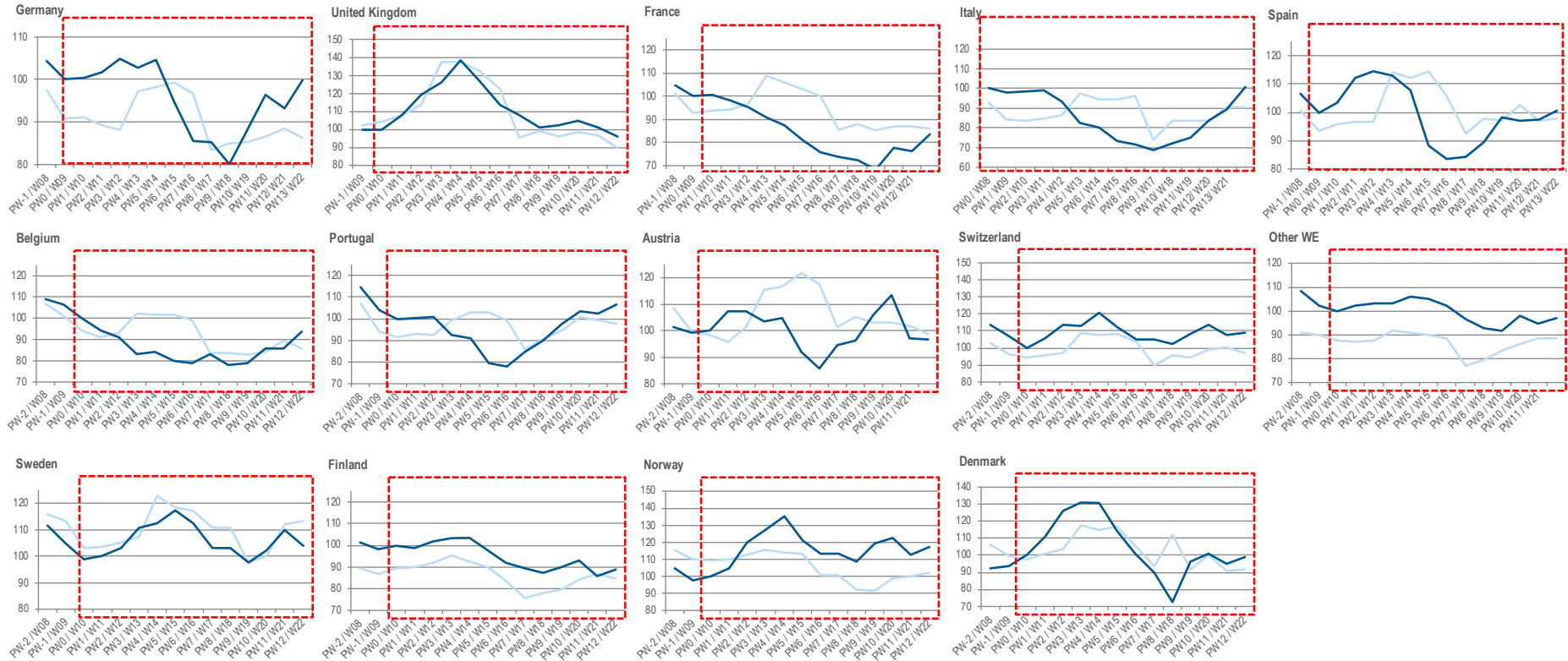
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Index Revenue Trend - Western Europe

Revenue Trend Index (Rolling 4 Weeks Revenue to Pandemic Week 0 for Each Country = 100)

2020 — 2019 —



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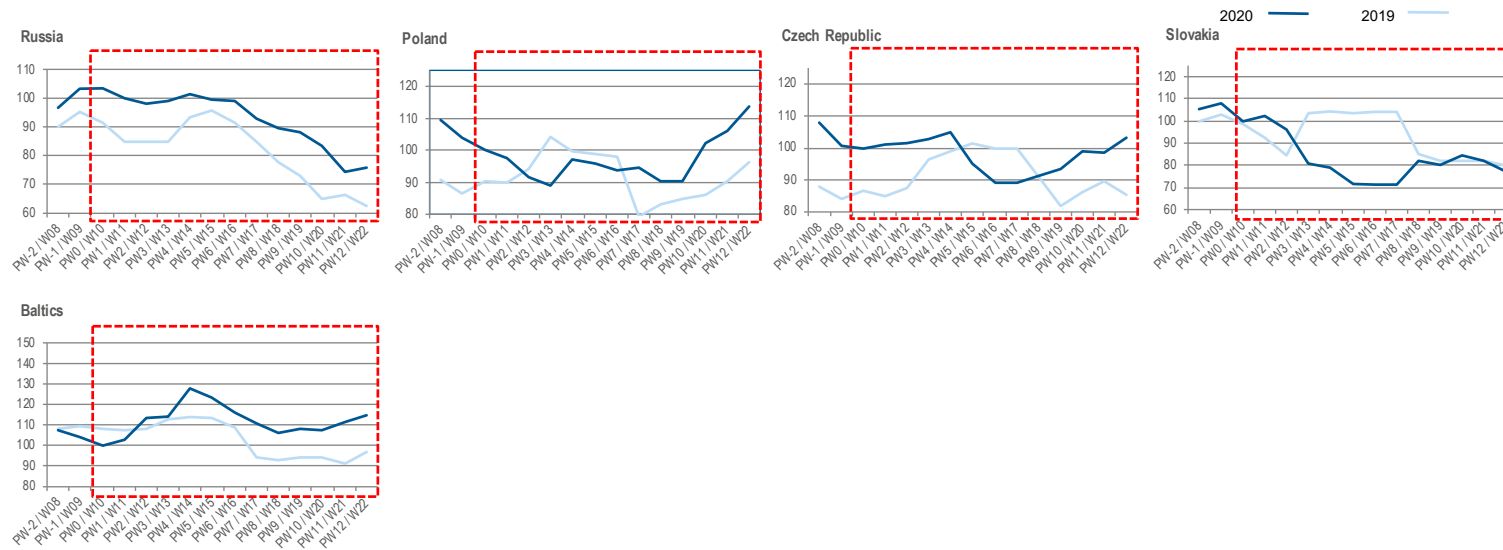
Index Thumbnail EE

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Index Revenue Trend - Eastern Europe

Revenue Trend Index (Rolling 4 Weeks Revenue to Pandemic Week 0 for Each Country = 100)

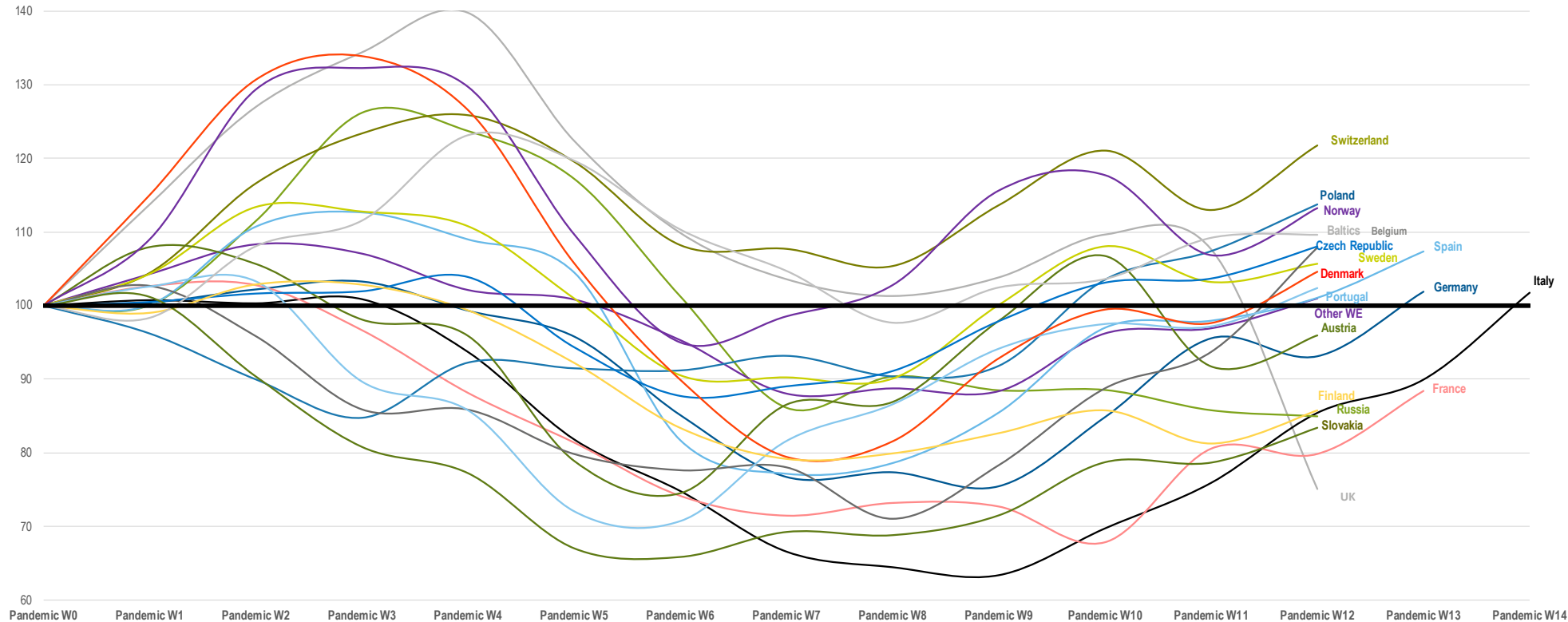


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Index Volume Market
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Index Volume Market
Revenue Trend Index (Rolling 4 Weeks Revenue to Pandemic Week 0 for Each Country = 100)

Weekly Revenue Trend Index - All Countries (Volume)
(Rolling 4 Weeks Revenue to Pandemic Week 0 for Each Country = 100)



Distribution sales translated at fixed € exchange rate and includes: UKI, Germany, Italy, France, Spain, Merged countries, Switzerland, Sweden, Austria, Belgium, Denmark, Portugal, Finland, Norway, Poland, Baltics, Czech Republic, Slovakia & Russia.

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Index Thumbnail Volume MarketWE

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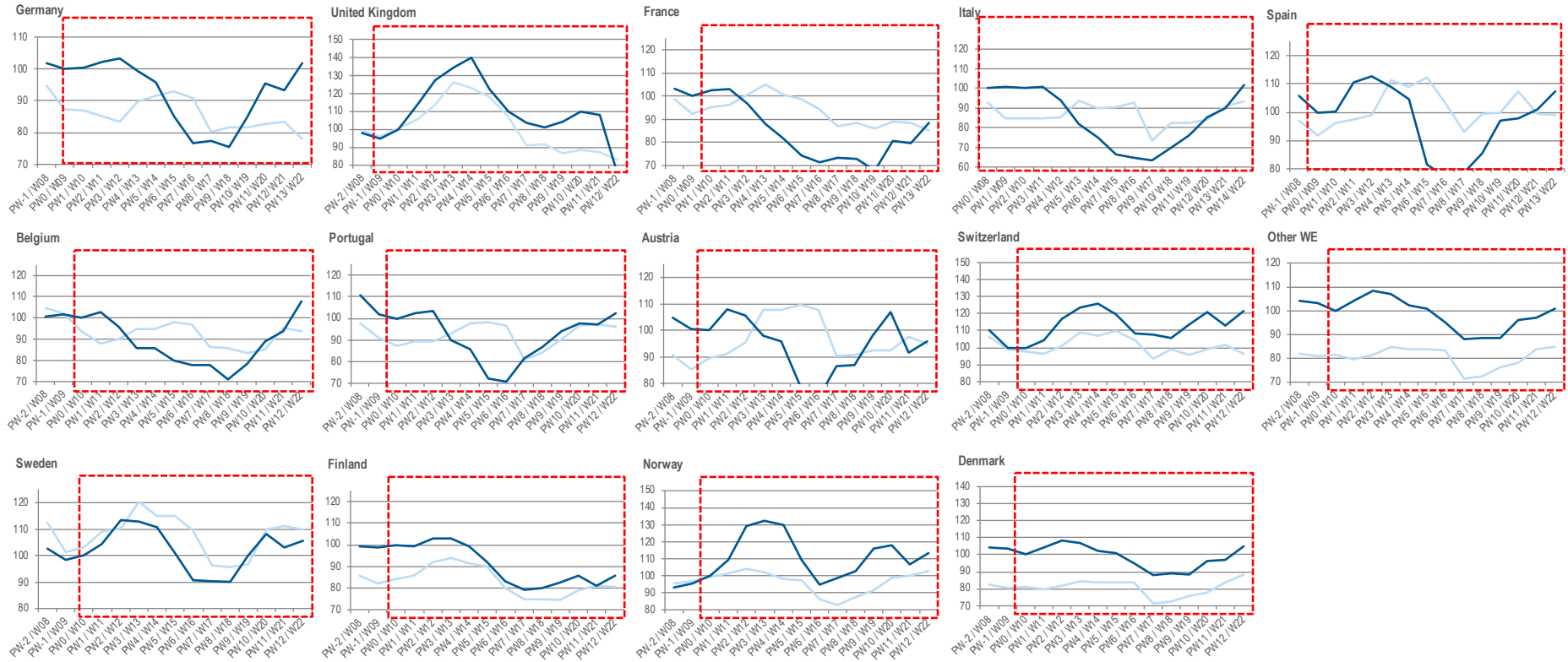
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Index Volume Market - Western Europe

Revenue Trend Index (Rolling 4 Weeks Revenue to Pandemic Week 0 for Each Country = 100)

Volume 2020

Volume 2019



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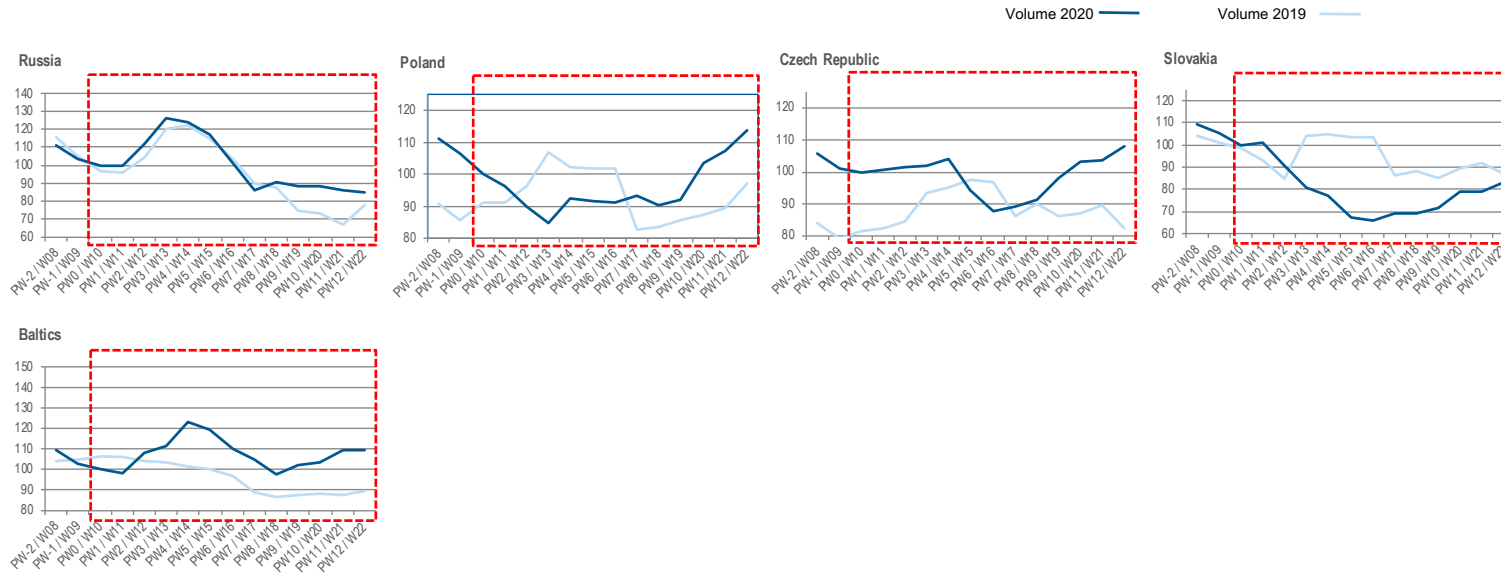
Index Thumbnail Volume MarketEE

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Index Volume Market - Eastern Europe

Revenue Trend Index (Rolling 4 Weeks Revenue to Pandemic Week 0 for Each Country = 100)



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Index Value Market

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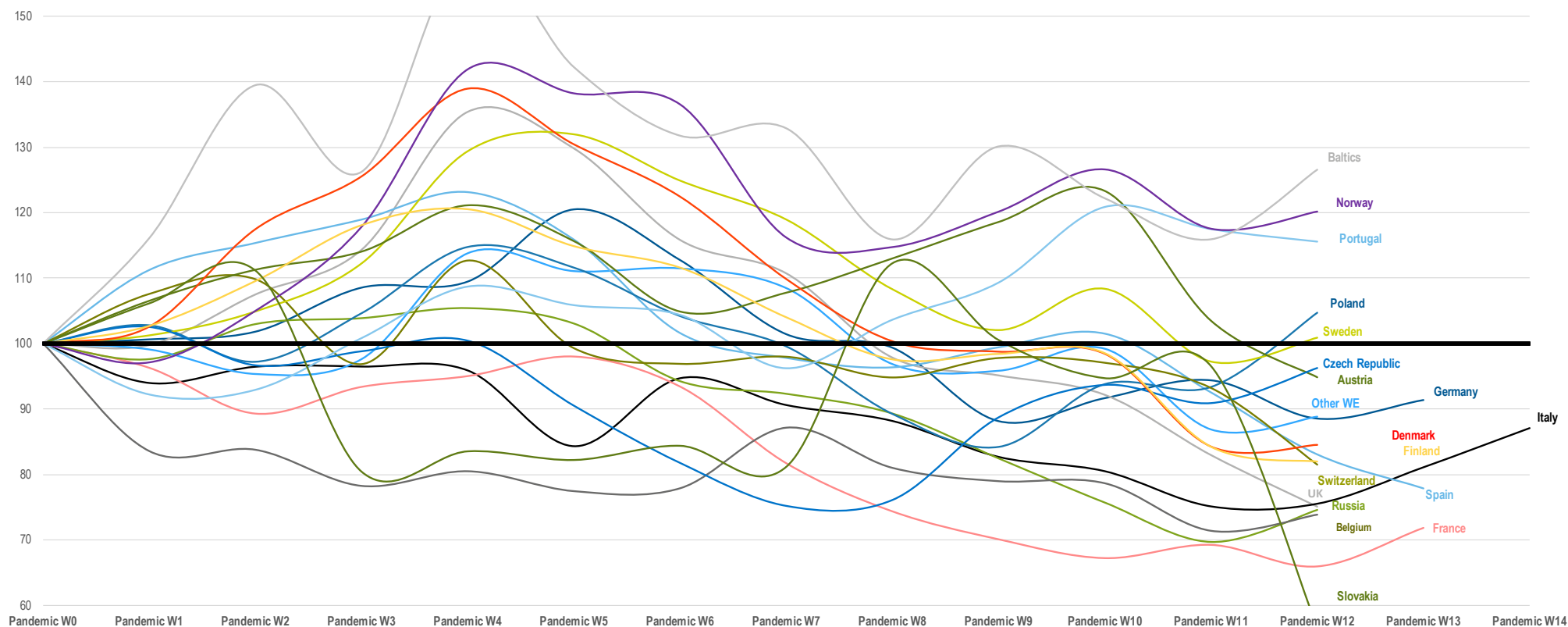
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Index Value Market

Revenue Trend Index (Rolling 4 Weeks Revenue to Pandemic Week 0 for Each Country = 100)

Weekly Revenue Trend Index - All Countries (Value)

(Rolling 4 Weeks Revenue to Pandemic Week 0 for Each Country = 100)



Distribution sales translated at fixed € exchange rate and includes: UK, Germany, Italy, France, Spain, Merged countries, Switzerland, Sweden, Austria, Belgium, Denmark, Portugal, Finland, Norway, Poland, Baltics, Czech Republic, Slovakia & Russia.

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Index Thumbnail Value Market WE

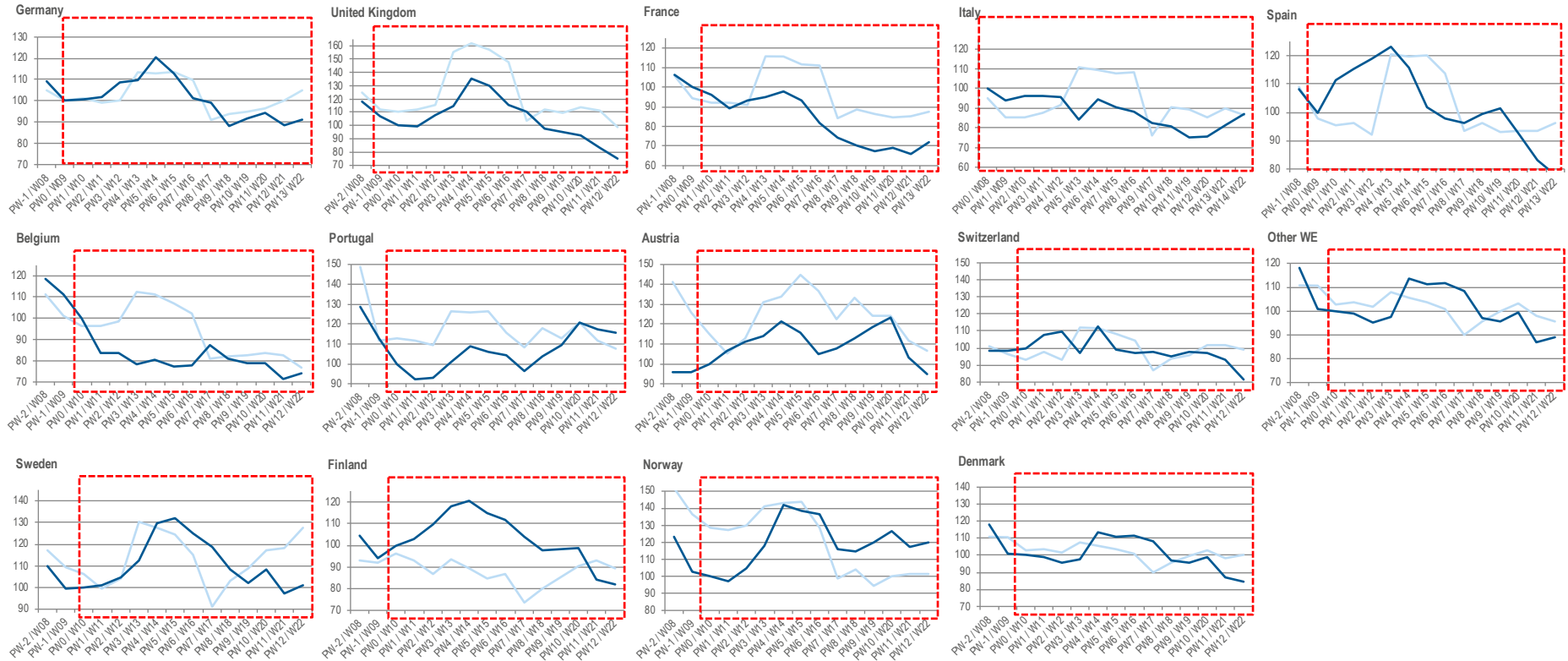
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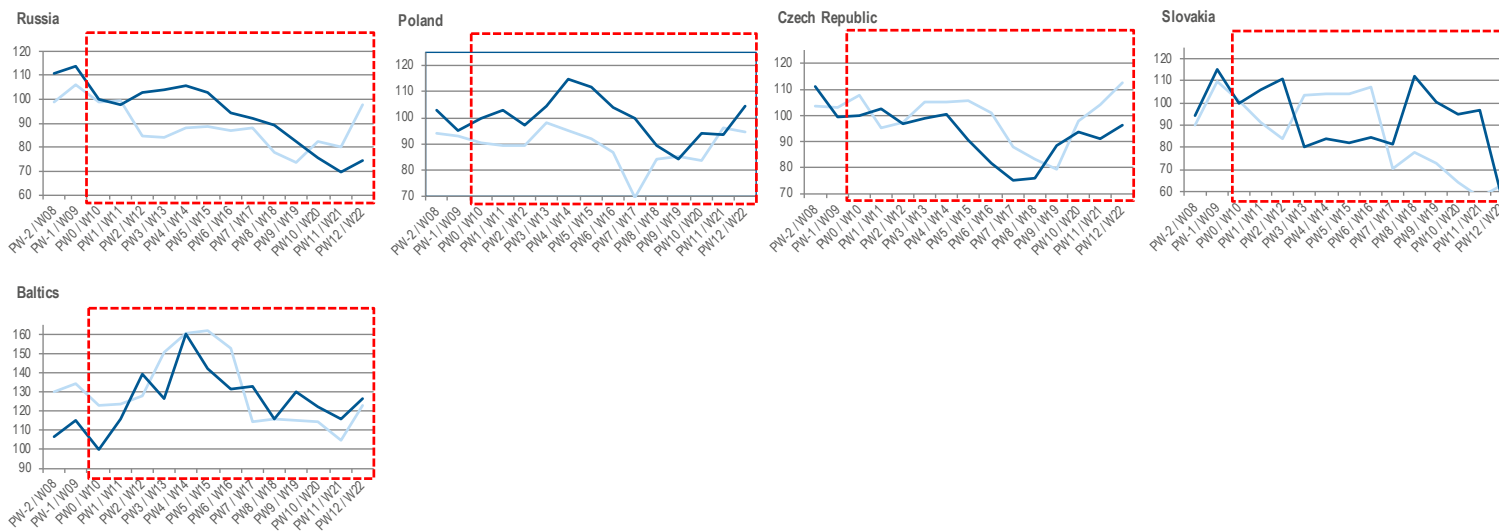
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Index Value Market - Western Europe

Revenue Trend Index (Rolling 4 Weeks Revenue to Pandemic Week 0 for Each Country = 100)

Value 2020 — Value 2019 —





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Weekly %YoY Trend

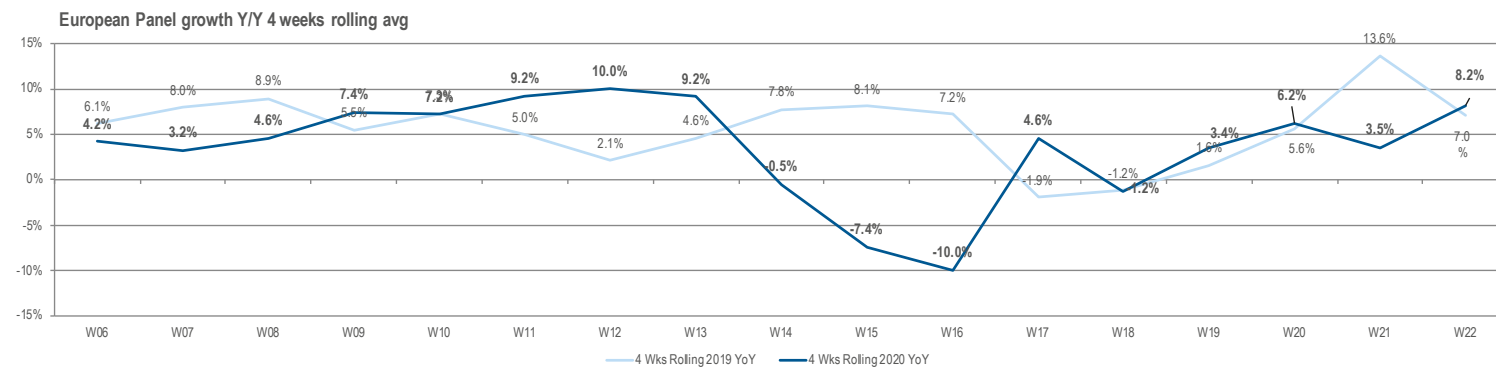
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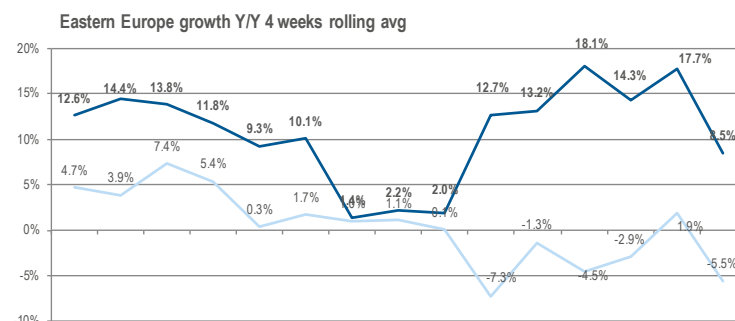
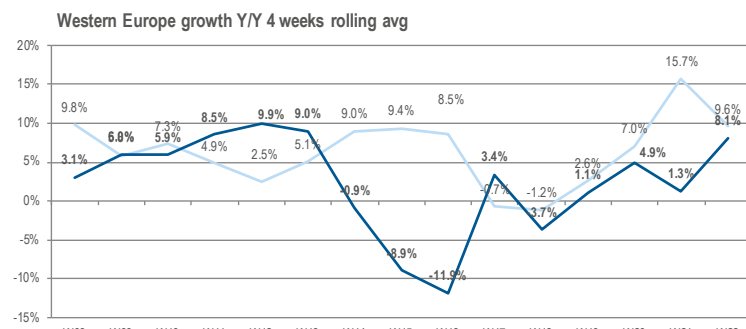
Weekly %YoY Trend

% Change in sales through IT Distribution in Euros

Rolling 4 Week Periods



Distribution sales translated at fixed € exchange rate and includes: UKI, Germany, Italy, France, Spain, Merged countries, Switzerland, Sweden, Austria, Belgium, Denmark, Portugal, Finland, Norway, Poland, Baltics, Czech Republic, Slovakia & Russia



CONTEXT Covid-19 Weekly Report

Weekly %YoY Trend WE

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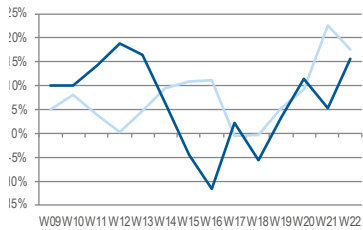
Weekly %YoY Trend - Western Europe

% Change in sales through IT Distribution in Euros

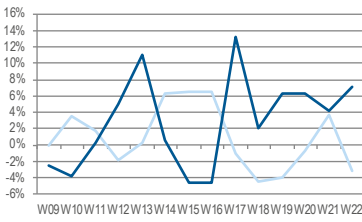
Rolling 4 Week Periods

2020 — 2019

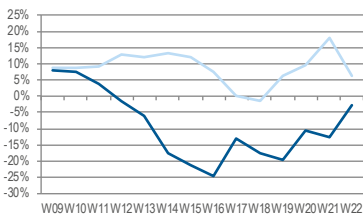
Germany growth Y/Y 4 weeks rolling avg



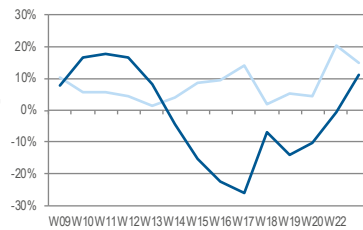
United Kingdom growth Y/Y 4 weeks rolling avg



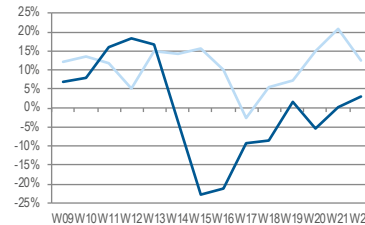
France growth Y/Y 4 weeks rolling avg



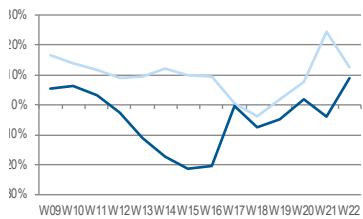
Italy growth Y/Y 4 weeks rolling avg



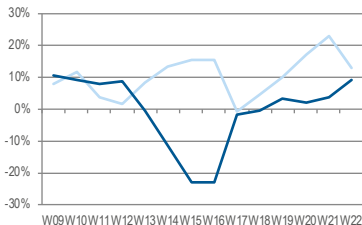
Spain growth Y/Y 4 weeks rolling avg



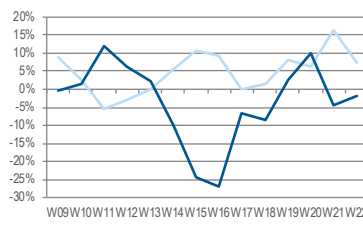
Belgium growth Y/Y 4 weeks rolling avg



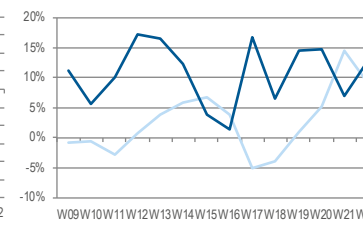
Portugal growth Y/Y 4 weeks rolling avg



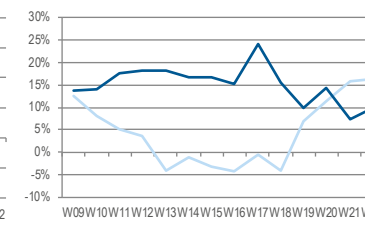
Austria growth Y/Y 4 weeks rolling avg



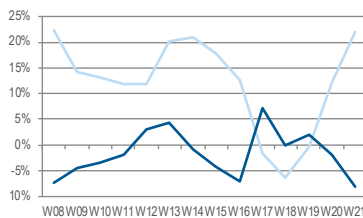
Switzerland growth Y/Y 4 weeks rolling avg



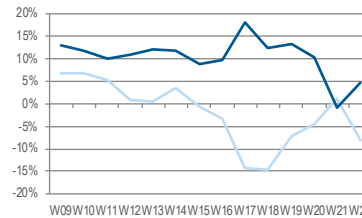
Other WE growth Y/Y 4 weeks rolling avg



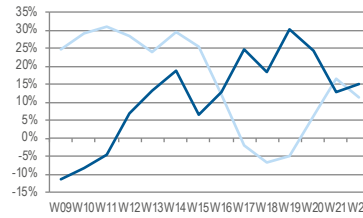
Sweden growth Y/Y 4 weeks rolling avg



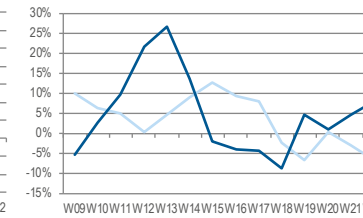
Finland growth Y/Y 4 weeks rolling avg



Norway growth Y/Y 4 weeks rolling avg



Denmark growth Y/Y 4 weeks rolling avg



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Weekly %YoY Trend EE

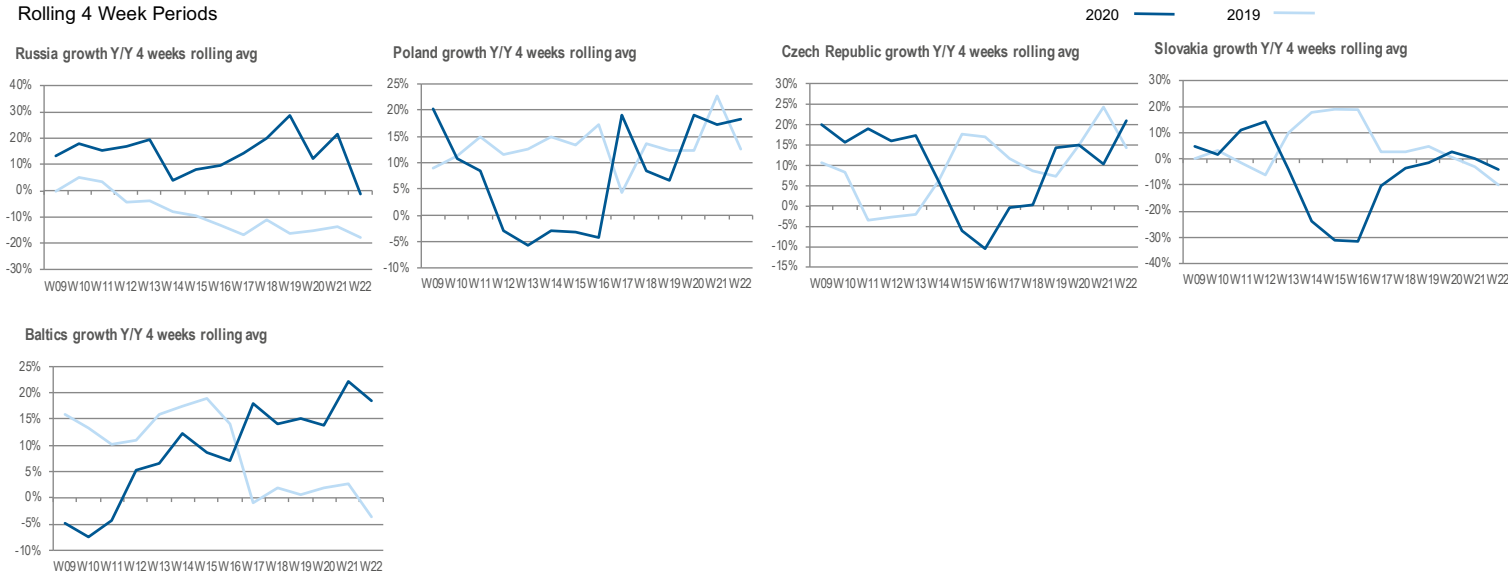
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Weekly %YoY Trend - Eastern Europe

% Change in sales through IT Distribution in Euros

Rolling 4 Week Periods



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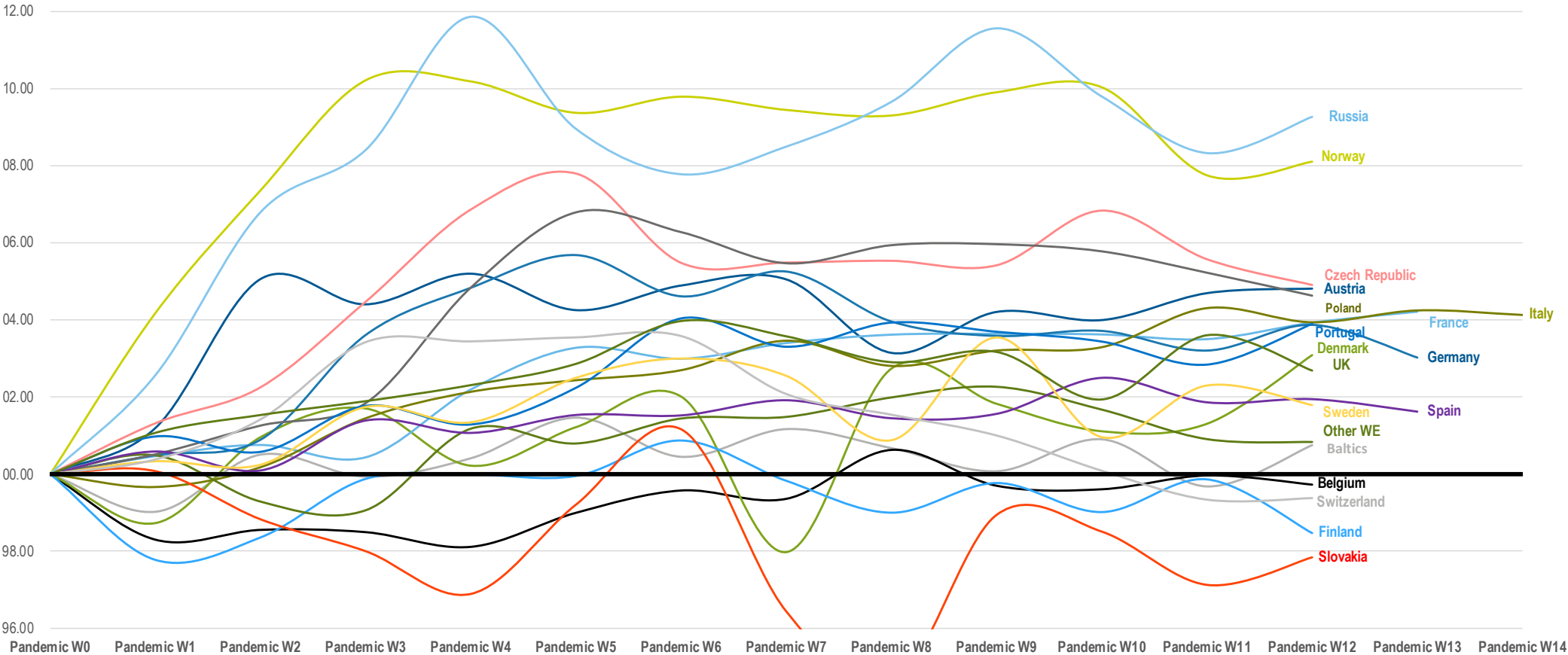
Index Notebooks APP Trend
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Weekly Notebooks Average Product Price Trend

APP Trend Index (Pandemic Week 0 for Each Country = 100)

Weekly Notebooks APP Trend Index - All Countries
(Pandemic Week 0 for Each Country = 100)



Distribution sell through price of notebook products by part number, translated at fixed € exchange rate, each product indexed to the start of country pandemic week 0.

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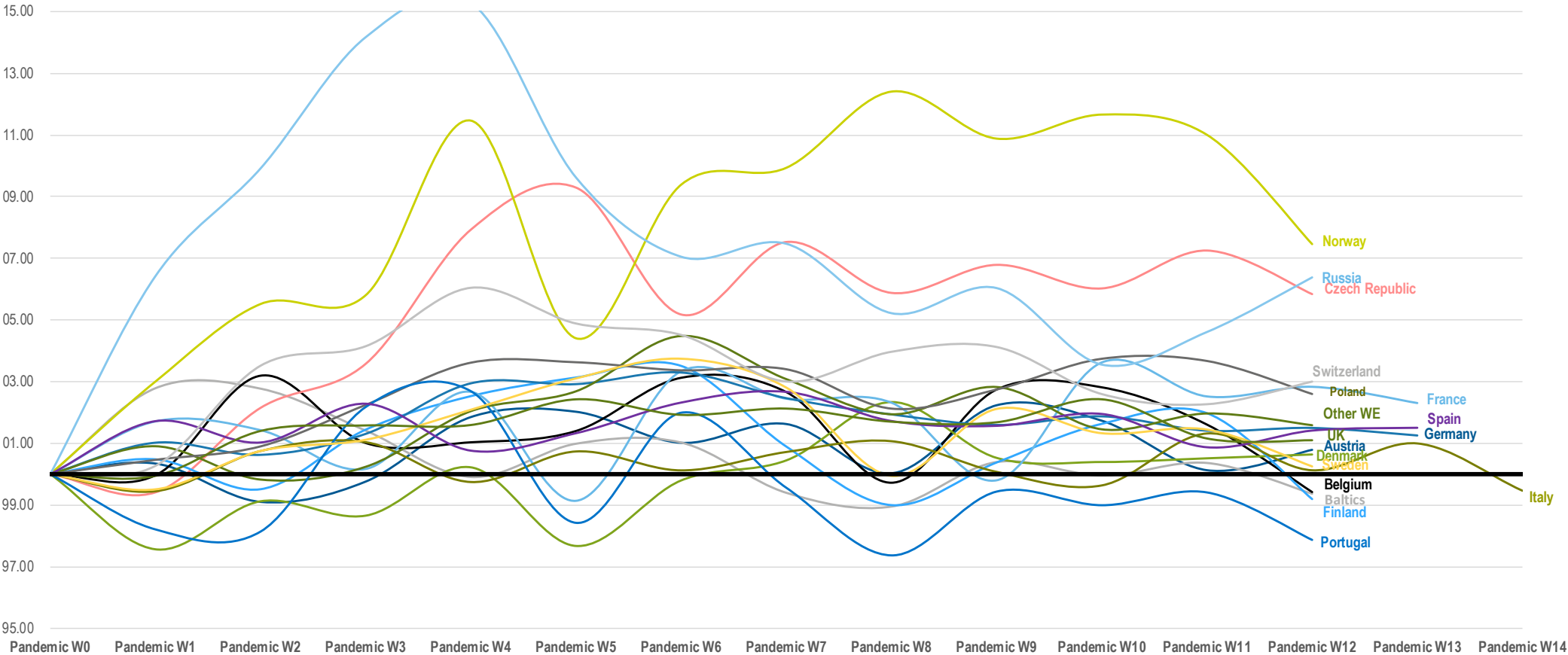
Index Monitors APP Trend
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Weekly Monitors Average Product Price Trend

APP Trend Index (Pandemic Week 0 for Each Country = 100)

Weekly Monitors Average Product Price Trend - All Countries
(Pandemic Week 0 for Each Country = 100)



Distribution sell through price of notebook products by part number, translated at fixed € exchange rate, each product indexed to the start of country pandemic week 0.

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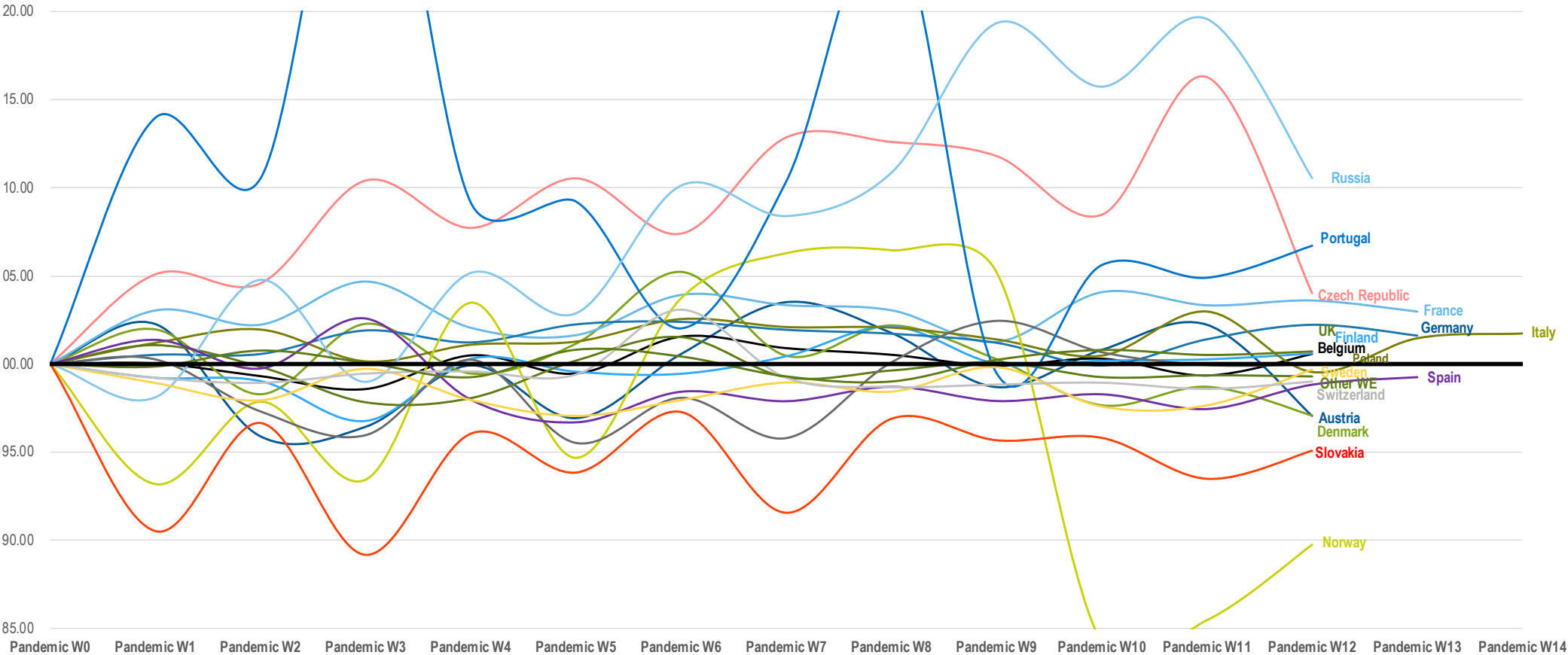
Index Tablets APP Trend
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Weekly Tablets Average Product Price Trend

APP Trend Index (Pandemic Week 0 for Each Country = 100)

Weekly Tablets APP Trend Index - All Countries
(Pandemic Week 0 for Each Country = 100)



Distribution sell through price of notebook products by part number, translated at fixed € exchange rate, each product indexed to the start of country pandemic week 0.

CONTEXT Covid-19 Weekly Report

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 22 (May 31 2020) vs Same Period 2019

Sorted by top growth Industry sector and country size

Traffic Lights:	
Above	15%
Inbetween	
Below	-20%

Rank-W21	Rank-W22	Industry Sector	WESTERN EUROPE														EASTERN EUROPE					INDUSTRY SECTOR TREND		
			Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Belgium	Austria	Portugal	Denmark	Norway	Finland	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total
1	1	👉 Mobile Computing	59%	89%	70%	22%	46%	44%	6%	46%	48%	24%	33%	21%	11%	23%	31%	73%	53%	43%	39%	52%	50%	51%
2	2	👉 Audio-Video Systems	80%	14%	54%	-6%	39%	110%	5%	38%	53%	156%	14%	33%	106%	87%	-1%	80%	79%	66%	2%	48%	42%	48%
4	3	👈 Wireless Networking	39%	30%	-1%	-10%	-3%	1%	-27%	23%	10%	-6%	-6%	39%	-6%	41%	-17%	86%	8%	14%	5%	18%	21%	19%
9	4	👈 Telecommunications	68%	5%	-2%	23%	-3%	136%	37%	17%	-22%	-17%	43%	39%	0%	50%	-19%	-20%	47%	48%	51%	21%	-4%	18%
3	5	👈 Computing Components	44%	-5%	29%	-7%	20%	8%	-14%	2%	28%	-17%	1%	17%	80%	29%	6%	32%	35%	49%	-1%	17%	18%	17%
6	6	👉 Computing Accessories	29%	9%	21%	9%	-3%	9%	-17%	-6%	22%	47%	-2%	24%	-16%	-3%	35%	32%	44%	8%	-7%	11%	31%	13%
5	7	👈 Wearable Devices	27%	26%	-38%	-40%	7%	-23%	1%	-11%	137%	56%	31%	-47%	-37%	-20%	-26%	-6%	49%	-37%	-53%	4%	5%	4%
7	8	👈 Displays	15%	11%	-21%	-29%	38%	16%	-40%	0%	16%	8%	10%	11%	17%	13%	10%	6%	15%	13%	-30%	2%	8%	3%
10	9	👈 Scanner Imaging	-11%	-30%	-7%	-8%	10%	80%	4%	91%	9%	-26%	-35%	-55%	-35%	62%	-9%	-31%	10%	-4%	-62%	-2%	-10%	-3%
8	10	👈 Software and Licences	-16%	-8%	4%	6%	-4%	-27%	5%	-1%	-15%	32%	7%	26%	7%	-8%	56%	13%	-17%	13%	-5%	-6%	21%	-4%
12	11	👈 Other Networking Equipment	8%	-16%	26%	-23%	-22%	-7%	-26%	20%	-14%	-9%	-6%	2%	-11%	10%	-18%	6%	22%	-21%	47%	-5%	-12%	-6%
11	12	👈 Warranties and Services	-4%	-7%	28%	-10%	-8%	-11%	-42%	-21%	-17%	-22%	-41%	29%	-22%	-14%	-19%	1%	5%	-49%	-65%	-8%	-16%	-8%
17	13	👈 Printing Consumables	7%	-28%	-8%	3%	-5%	-30%	-3%	-11%	-17%	6%	-13%	-23%	-31%	10%	-29%	-9%	-13%	-59%	-12%	-6%	-22%	-9%
16	14	👈 Printing	3%	-24%	-24%	-38%	-12%	-13%	-18%	-5%	49%	-27%	-35%	59%	-6%	-1%	-16%	19%	30%	38%	-11%	-13%	-4%	-11%
18	15	👈 Power Equipment	4%	-30%	-31%	-33%	-31%	4%	-16%	-21%	-8%	-15%	19%	-3%	7%	14%	-10%	-18%	-4%	-16%	-27%	-15%	-11%	-13%
19	16	👈 Connectivity	5%	-37%	-40%	-16%	-18%	-4%	-25%	-27%	-9%	1%	57%	-11%	-19%	-14%	10%	13%	9%	8%	-20%	-18%	9%	-15%
13	17	👈 Networking Systems	7%	-33%	-17%	-24%	-54%	-12%	-27%	4%	-15%	15%	11%	-19%	0%	-19%	-4%	0%	36%	48%	-28%	-18%	1%	-15%
15	18	👈 Unified Communications	10%	-56%	-56%	-68%	-44%	12%	-77%	-36%	-41%	638%	16%	-56%	59%	-43%	23%	16%	-58%	161%	-60%	-23%	14%	-16%
22	19	👈 Server Computing	-49%	-27%	61%	-42%	-19%	-29%	2%	57%	-8%	1%	-11%	-41%	-6%	5%	-32%	159%	-56%	21%	111%	-23%	-3%	-18%
20	20	👈 Disk Storage	-23%	-34%	-6%	-19%	-27%	-11%	-16%	-21%	-4%	27%	-38%	-7%	-48%	-22%	-9%	-2%	-21%	4%	-44%	-21%	-9%	-19%
14	21	👈 Smart Home and Office	13%	35%	-45%	-39%	-71%	14%	-50%	-83%	-58%	1460%	-37%	108%	46%	-27%	180%	216%	84%	2538%	466%	-22%	256%	-20%
21	22	👈 Data Center Networking and Security	-5%	-29%	-9%	-55%	-26%	-40%	-43%	-15%	-5%	-33%	9%	-16%	-30%	-37%	-53%	-5%	41%	6%	-29%	-23%	-43%	-26%
23	23	👈 Desktop Computing	-36%	-45%	-40%	-33%	-24%	1%	-10%	-32%	-21%	-29%	-34%	-39%	-17%	-34%	-9%	-8%	-1%	-13%	-17%	-33%	-8%	-28%
24	24	👈 Removable Storage	-17%	-71%	-6%	-26%	-59%	30%	-3%	-33%	-22%	-44%	-21%	-17%	-47%	-19%	-27%	-9%	-37%	-17%	-40%	-36%	-22%	-34%
Country Trend			16%	7%	11%	-3%	3%	13%	-7%	9%	-2%	9%	8%	15%	5%	10%	-1%	18%	21%	19%	-4%			

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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 22 (May 31 2020) vs Same Period 2019
Sorted by fastest declining Industry sector and country size

Traffic Lights:	
Above	15%
Inbetween	
Below	-20%

			WESTERN EUROPE														EASTERN EUROPE				
Rank-W21	Rank-W22	Industry Sector	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Belgium	Austria	Portugal	Denmark	Norway	Finland	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia
1	1	➡ Removable Storage	-17%	-71%	-6%	-26%	-59%	30%	-3%	-33%	-22%	-44%	-21%	-17%	-47%	-19%	-27%	-9%	-37%	-17%	-40%
2	2	➡ Desktop Computing	-36%	-45%	-40%	-33%	-24%	1%	-10%	-32%	-21%	-29%	-34%	-39%	-17%	-34%	-9%	-8%	-1%	-13%	-17%
4	3	⬆ Data Center Networking and Security	-5%	-29%	-9%	-55%	-26%	-40%	-43%	-15%	-5%	-33%	9%	-16%	-30%	-37%	-53%	-5%	41%	6%	-29%
10	4	⬆ Smart Home and Office	13%	35%	-45%	-39%	-71%	14%	-50%	-83%	-58%	1460%	-37%	108%	46%	-27%	180%	216%	84%	2538%	466%
5	5	➡ Disk Storage	-23%	-34%	-6%	-19%	-27%	-11%	-16%	-21%	-4%	27%	-38%	-7%	-48%	-22%	-9%	-2%	-21%	4%	-44%
3	6	⬇ Server Computing	-49%	-27%	61%	-42%	-19%	-29%	2%	57%	-8%	1%	-11%	-41%	-6%	5%	-32%	159%	-56%	21%	111%
11	7	⬆ Unified Communications	10%	-56%	-56%	-68%	-44%	12%	-77%	-36%	-41%	638%	16%	-56%	59%	-43%	23%	16%	-58%	161%	-60%
6	8	⬇ Connectivity	5%	-37%	-40%	-16%	-18%	-4%	-25%	-27%	-9%	1%	57%	-11%	-19%	-14%	10%	13%	9%	8%	-20%
12	9	⬆ Networking Systems	7%	-33%	-17%	-24%	-54%	-12%	-27%	4%	-15%	15%	11%	-19%	0%	-19%	-4%	0%	36%	48%	-28%
7	10	⬆ Power Equipment	4%	-30%	-31%	-33%	-31%	4%	-16%	-21%	-8%	-15%	19%	-3%	7%	14%	-10%	-18%	-4%	-16%	-27%
9	11	⬇ Printing	3%	-24%	-24%	-38%	-12%	-13%	-18%	-5%	49%	-27%	-35%	59%	-6%	-1%	-16%	19%	30%	38%	-11%
8	12	⬇ Printing Consumables	7%	-28%	-8%	3%	-5%	-30%	-3%	-11%	-17%	6%	-13%	-23%	-31%	10%	-29%	-9%	-13%	-59%	-12%
14	13	⬆ Warranties and Services	-4%	-7%	28%	-10%	-8%	-11%	-42%	-21%	-17%	-22%	-41%	29%	-22%	-14%	-19%	1%	5%	-49%	-65%
13	14	⬆ Other Networking Equipment	8%	-16%	26%	-23%	-22%	-7%	-26%	20%	-14%	-9%	-6%	2%	-11%	10%	-18%	6%	22%	-21%	47%
17	15	⬆ Software and Licences	-16%	-8%	4%	6%	-4%	-27%	5%	-1%	-15%	32%	7%	26%	7%	-8%	56%	13%	-17%	13%	-5%
15	16	⬇ Scanner Imaging	-11%	-30%	-7%	-8%	10%	80%	4%	91%	9%	-26%	-35%	-55%	-35%	62%	-9%	-31%	10%	-4%	-62%
18	17	⬆ Displays	15%	11%	-21%	-29%	38%	16%	-40%	0%	16%	8%	10%	11%	17%	13%	10%	6%	15%	13%	-30%
20	18	⬆ Wearable Devices	27%	26%	-38%	-40%	7%	-23%	1%	-11%	137%	56%	31%	-47%	-37%	-20%	-26%	-6%	49%	-37%	-53%
19	19	➡ Computing Accessories	29%	9%	21%	9%	-3%	9%	-17%	-6%	22%	47%	-2%	24%	-16%	-3%	35%	32%	44%	8%	-7%
22	20	⬆ Computing Components	44%	-5%	29%	-7%	20%	8%	-14%	2%	28%	-17%	1%	17%	80%	29%	6%	32%	35%	49%	-1%
16	21	⬆ Telecommunications	68%	5%	-2%	23%	-3%	136%	37%	17%	-22%	-17%	43%	39%	0%	50%	-19%	-20%	47%	48%	51%
21	22	⬆ Wireless Networking	39%	30%	-1%	-10%	-3%	1%	-27%	23%	10%	-6%	-6%	39%	-6%	41%	-17%	86%	8%	14%	5%
23	23	➡ Audio-Video Systems	80%	14%	54%	-6%	39%	110%	5%	38%	53%	156%	14%	33%	106%	87%	-1%	80%	79%	66%	2%
24	24	➡ Mobile Computing	59%	89%	70%	22%	46%	44%	6%	46%	48%	24%	33%	21%	11%	23%	31%	73%	53%	43%	39%
Country Trend			16%	7%	11%	-3%	3%	13%	-7%	9%	-2%	9%	8%	15%	5%	10%	-1%	18%	21%	19%	-4%

INDUSTRY SECTOR TREND		
WE	EE	Total
-36%	-22%	-34%
-33%	-8%	-28%
-23%	-43%	-26%
-22%	256%	-20%
-21%	-9%	-19%
-23%	-3%	-18%
-23%	14%	-16%
-18%	9%	-15%
-18%	1%	-15%
-15%	-11%	-13%
-13%	-4%	-11%
-6%	-22%	-9%
-8%	-16%	-8%
-5%	-12%	-6%
-6%	21%	-4%
-2%	-10%	-3%
2%	8%	3%
4%	5%	4%
11%	31%	13%
17%	18%	17%
21%	-4%	18%
18%	21%	19%
48%	42%	48%
52%	50%	51%

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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 22 (May 31 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%

Rank-W21	Rank-W22	Industry Sector	WESTERN EUROPE														EASTERN EUROPE					INDUSTRY SECTOR TREND		
			Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Belgium	Austria	Portugal	Denmark	Norway	Finland	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total
1	1	➡ Mobile Computing	59%	89%	70%	22%	46%	44%	6%	46%	48%	24%	33%	21%	11%	23%	31%	73%	53%	43%	39%	52%	50%	51%
2	2	➡ Telecommunications	68%	5%	-2%	23%	-3%	136%	37%	17%	-22%	-17%	43%	39%	0%	50%	-19%	-20%	47%	48%	51%	21%	-4%	18%
3	3	➡ Software and Licences	-16%	-8%	4%	6%	-4%	-27%	5%	-1%	-15%	32%	7%	26%	7%	-8%	56%	13%	-17%	13%	-5%	-6%	21%	-4%
4	4	➡ Printing Consumables	7%	-28%	-8%	3%	-5%	-30%	-3%	-11%	-17%	6%	-13%	-23%	-31%	10%	-29%	-9%	-13%	-59%	-12%	-6%	-22%	-9%
5	5	➡ Displays	15%	11%	-21%	-29%	38%	16%	-40%	0%	16%	8%	10%	11%	17%	13%	10%	6%	15%	13%	-30%	2%	8%	3%
6	6	➡ Computing Components	44%	-5%	29%	-7%	20%	8%	-14%	2%	28%	-17%	1%	17%	80%	29%	6%	32%	35%	49%	-1%	17%	18%	17%
7	7	➡ Disk Storage	-23%	-34%	-6%	-19%	-27%	-11%	-16%	-21%	-4%	27%	-38%	-7%	-48%	-22%	-9%	-2%	-21%	4%	-44%	-21%	-9%	-19%
8	8	➡ Warranties and Services	-4%	-7%	28%	-10%	-8%	-11%	-42%	-21%	-17%	-22%	-41%	29%	-22%	-14%	-19%	1%	5%	-49%	-65%	-8%	-16%	-8%
9	9	➡ Desktop Computing	-36%	-45%	-40%	-33%	-24%	1%	-10%	-32%	-21%	-29%	-34%	-39%	-17%	-34%	-9%	-8%	-1%	-13%	-17%	-33%	-8%	-28%
10	10	➡ Audio-Video Systems	80%	14%	54%	-6%	39%	110%	5%	38%	53%	156%	14%	33%	106%	87%	-1%	80%	79%	66%	2%	48%	42%	48%
11	11	➡ Printing	3%	-24%	-24%	-38%	-12%	-13%	-18%	-5%	49%	-27%	-35%	59%	-6%	-1%	-16%	19%	30%	38%	-11%	-13%	-4%	-11%
12	12	➡ Networking Systems	7%	-33%	-17%	-24%	-54%	-12%	-27%	4%	-15%	15%	11%	-19%	0%	-19%	-4%	0%	36%	48%	-28%	-18%	1%	-15%
13	13	➡ Computing Accessories	29%	9%	21%	9%	-3%	9%	-17%	-6%	22%	47%	-2%	24%	-16%	-3%	35%	32%	44%	8%	-7%	11%	31%	13%
14	14	➡ Server Computing	-49%	-27%	61%	-42%	-19%	-29%	2%	57%	-8%	1%	-11%	-41%	-6%	5%	-32%	159%	-56%	21%	111%	-23%	-3%	-18%
15	15	➡ Data Center Networking and Security	-5%	-29%	-9%	-55%	-26%	-40%	-43%	-15%	-5%	-33%	9%	-16%	-30%	-37%	-53%	-5%	41%	6%	-29%	-23%	-43%	-26%
16	16	➡ Wireless Networking	39%	30%	-1%	-10%	-3%	1%	-27%	23%	10%	-6%	-6%	39%	-6%	41%	-17%	86%	8%	14%	5%	18%	21%	19%
17	17	➡ Wearable Devices	27%	26%	-38%	-40%	7%	-23%	1%	-11%	137%	56%	31%	-47%	-37%	-20%	-26%	-6%	49%	-37%	-53%	4%	5%	4%
18	18	➡ Power Equipment	4%	-30%	-31%	-33%	-31%	4%	-16%	-21%	-8%	-15%	19%	-3%	7%	14%	-10%	-18%	-4%	-16%	-27%	-15%	-11%	-13%
19	19	➡ Other Networking Equipment	8%	-16%	26%	-23%	-22%	-7%	-26%	20%	-14%	-9%	-6%	2%	-11%	10%	-18%	6%	22%	-21%	47%	-5%	-12%	-6%
20	20	➡ Connectivity	5%	-37%	-40%	-16%	-18%	-4%	-25%	-27%	-9%	1%	57%	-11%	-19%	-14%	10%	13%	9%	8%	-20%	-18%	9%	-15%
21	21	➡ Games Consoles	105%		53%	12%	-7%	67%	306%	46%	259%	350%	205%	1247%	-1%	111%	-14%	17%	20%	34%	46%	72%	18%	45%
22	22	➡ Removable Storage	-17%	-71%	-6%	-26%	-59%	30%	-3%	-33%	-22%	-44%	-21%	-17%	-47%	-19%	-27%	-9%	-37%	-17%	-40%	-36%	-22%	-34%
23	23	➡ Smart Home and Office	13%	35%	-45%	-39%	-71%	14%	-50%	-83%	-58%	1460%	-37%	108%	46%	-27%	180%	216%	84%	2538%	466%	-22%	256%	-20%
24	24	➡ Unified Communications	10%	-56%	-56%	-68%	-44%	12%	-77%	-36%	-41%	638%	16%	-56%	59%	-43%	23%	16%	-58%	161%	-60%	-23%	14%	-16%
25	25	➡ Electronics	-36%	-78%	-63%	54%	-70%	-64%	56%	-41%	-74%	-61%	-86%	-43%	-70%	-70%	76%	-58%	-17%	-80%	-71%	-53%	12%	-41%
26	26	➡ Scanner Imaging	-11%	-30%	-7%	-8%	10%	80%	4%	91%	9%	-26%	-35%	-55%	-35%	62%	-9%	-31%	10%	-4%	-62%	-2%	-10%	-3%
27	27	➡ Security	24%	-5%	-42%	-64%	-45%	-9%	-19%	-11%	-39%	78%	130%	-6%	154%	78%	-10%	17%	40%	67%	-36%	-18%	3%	-15%
28	28	➡ Terminals, Thin Clients and Points of Sale	-48%	66%	-79%	-39%	-60%	-40%	-46%	47%	-43%	-77%	-48%	-71%	122%	-16%	46%	-17%	-21%	-86%	-83%	-34%	12%	-30%
29	29	➡ Tape Storage	-4%	-31%	10%	-37%	-59%	-63%	-43%	29%	-12%	20%	-33%	-68%	-45%	19%	87%	-69%	93%	7%	11%	-20%	41%	-14%
30	30	➡ Photo and Video Cameras	-49%	-56%	-57%	-92%	-60%	-25%	-98%	-44%	-63%	-70%	-5%	-67%	-49%	-64%	-52%	-55%	-43%	-60%	-34%	-56%	-50%	-54%

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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 22 (May 31 2020) vs Same Period 2019

Sorted by top growth categories and country size

Traffic Lights:	
Above	15%
Inbetween	
Below	-20%

			WESTERN EUROPE														EASTERN EUROPE						CATEGORY TREND		
Rank-W21	Rank-W22	Category	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Belgium	Austria	Portugal	Denmark	Norway	Finland	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total	
NA	1	📦 3D Printers	-46%	-38%	238%	0%	-83%	348%	-98%	0%	581%	180%	-94%	143364%	-63%	0%	-67%	317%	-100%	0%	5%	206%	263%	217%	
2	2	📷 Web Cameras	232%	98%	202%	121%	46%	215%	-4%	113%	201%	67%	164%	24%	127%	120%	42%	48%	292%	5%	58%	123%	67%	114%	
1	3	🎮 Games Accessories	129%		246%	19%	-3%	76%	127%	46%	278%	248%	212%	782%	-14%	118%	-16%	177%	77%	23%	182%	86%	121%	94%	
3	4	🎧 Headsets/Headphones and Microphones	112%	39%	95%	1%	72%	192%	23%	73%	65%	243%	42%	30%	145%	126%	37%	131%	123%	75%	10%	81%	80%	81%	
6	5	📓 Notebooks	64%	93%	77%	32%	51%	51%	7%	56%	59%	20%	19%	15%	4%	27%	28%	78%	41%	46%	42%	56%	49%	55%	
4	6	🖨 Graphics Cards	74%	99%	74%	-34%	13%	61%	-14%	75%	15%	-16%	64%	-72%	120%	28%	-25%	78%	122%	62%	-7%	52%	32%	47%	
9	7	🎮 Games Software	-43%		-41%	-44%	479%	62%	-36%	0%	377%	101%	-52%	77%	27%	-89%	90%	67%	6%	212%	516%	20%	62%	43%	
10	8	💻 Tablet PCs	48%	79%	56%	2%	25%	24%	6%	15%	26%	48%	138%	40%	67%	12%	69%	41%	148%	25%	52%	41%	67%	42%	
19	9	📖 E-Readers	78%	58%	32%	209%	68%	4%	-59%		-21%	-28%	-47%	229%	152%	21%	133%	43%	958%	-38%	-12%	34%	101%	41%	
8	10	🔧 Processors	61%	16%	50%	26%	35%	84%	13%	13%	65%	-23%	24%	89%	129%	84%	54%	20%	49%	112%	18%	41%	41%	41%	
5	11	🔌 Wireless LAN Controllers	-24%	-21%	27%	-48%	-57%	-59%	-23%	74%	68%	-12%	-70%	616%	-45%	-3%	20%	2291%	6%	-99%	270%	-19%	664%	41%	
20	12	💡 Smart Lighting and Electricals	130%	114%	-58%	-71%	-18%	2%	-2%	-25%	-22%	898%	-34%	142%	101%	-38%	218%	204%	134%	463%	156%	28%	189%	33%	
12	13	📞 Telephony Accessories	158%	-17%	-24%	-26%	-82%	88%	935%	-80%	-71%	-94%	238%	9%	-26%	126%	-60%	127%	-66%	102%	122%	46%	-56%	33%	
11	14	📶 Wireless Adapters	33%	44%	12%	6%	38%	23%	36%	-7%	-16%	17%	1%	20%	41%	-28%	53%	74%	71%	84%	-38%	23%	62%	31%	
16	15	🖨 All-in-One Inkjets	35%	17%	27%	-9%	12%	-7%	-21%	69%	86%	57%	-34%	-26%	71%	22%	-3%	120%	93%	87%	19%	23%	63%	27%	
15	16	🔌 Powerline Devices	39%	123%	52%	-25%	-7%	1%	7%	71%	-1%	69%	55%	-77%	-71%	75%	81%	45%	98%	37%	22%	26%	60%	27%	
13	17	📺 Monitors	33%	53%	-5%	-4%	55%	40%	-12%	19%	42%	20%	30%	43%	-11%	31%	9%	21%	39%	33%	-4%	29%	17%	26%	
21	18	🌨 Keyboards and Key pads	25%	2%	13%	32%	20%	62%	25%	19%	21%	69%	-15%	30%	11%	27%	50%	9%	22%	-4%	-19%	22%	23%	22%	
24	19	🖱 Mice	34%	-7%	41%	9%	23%	6%	-29%	-17%	57%	97%	-67%	17%	5%	17%	76%	70%	64%	9%	-10%	12%	63%	21%	
17	20	👜 Mobile Computing Cases	48%	35%	47%	-8%	-4%	-7%	-16%	-3%	16%	92%	65%	-36%	9%	15%	-7%	40%	54%	-16%	73%	21%	30%	21%	
34	21	📱 Smartphones	70%	15%	-1%	31%	-1%	138%	38%	20%	-24%	-16%	44%	38%	-1%	55%	-19%	-18%	45%	58%	59%	24%	-2%	21%	
18	22	📓 Notebook Workstations	6%	52%	16%	-13%	81%	56%	-5%	29%	20%	65%	4%	3%	-6%	47%	-25%	64%	18%	-9%	-53%	20%	13%	19%	
29	23	📶 Wireless Access Points	42%	34%	-3%	-7%	-4%	4%	-29%	21%	11%	-8%	3%	30%	-6%	45%	-26%	-3%	4%	17%	5%	20%	-12%	17%	
28	24	🖨 Ink Cartridges and Tanks	33%	-1%	12%	23%	30%	1%	12%	1%	-1%	74%	5%	-34%	-34%	30%	-13%	38%	-10%	-32%	-11%	17%	2%	16%	
22	25	🕒 Smart Watches	14%	65%	-35%	-55%	27%	11%	54%	-9%	160%	81%	33%	-46%	-40%	4%	-28%	-5%	49%	-1%	-66%	14%	8%	14%	
27	26	📺 Digital Media Players	4%	60%	-50%	37%	17%	-19%	26%	-10%	55%	65%	91%	39%	53%	7%	-13%	-45%	-1%	72%	-62%	15%	-27%	14%	
7	27	🏠 Smart Home Automation	-41%	378%	-23%	-39%	109%	186%	-81%	751%	791%	0%	-67%		0%	-40%		101%	19%	73%	2267%	13%	103%	13%	
14	28	🔒 Security Software	4%	37%	42%	7%	5%	4%	-16%	-24%	-39%	8%	5%	13%	63%	14%	81%	30%	-23%	56%	-127%	12%	36%	13%	
NA	29	💰 Points of Sales	22%	763%	-95%	-9%	-36%	-68%	15%	-2%	-87%	-45%	-51%	-86%	-73%	-76%	453%	-92%	-24%	-99%	-81%	3%	153%	12%	
26	30	📞 Telephony and Conference Systems	-24%	-46%	-14%	-7%	11%	662%	138%	53%	53%	10%	55%	285%	6%	71%	-11%	-73%	986%	-31%	-38%	14%	-15%	9%	
32	31	💿 Disk Drives	19%	-52%	-9%	-32%	-18%	-26%	-43%	-13%	-41%	147%	10%	-44%	17%	-15%	58%	73%	-35%	26%	70%	0%	45%	7%	
41	32	🏷 Labelling Tapes	12%	-12%	-2%	-2%	-26%	-8%	293%	-12%	-32%	-39%	155%	505%	234%	-27%	-15%	25%	12%	26%	-24%	7%	2%	6%	
46	33	🔗 Integrated Systems	-63%	-28%	458%	20%	188%	-53%	-3%	316%	-97%	-40%	2%	-84%	91%	-50%	-58%	91%	-74%	373%	-68%	11%	-47%	6%	
48	34	👜 Mobile Computing Accessories and Parts	17%	27%	0%	-28%	-44%	3%	-49%	-13%	-35%	-4%	-40%	45%	51%	2%	108%	7%	74%	70%	-61%	1%	34%	3%	
NA	35	🎮 Consoles Fixed	67%		-31%	-57%	-16%	-43%	24183%		-27%	643%	-49%	0%	580%	-97%	648%	-16%	-9%	82%	-59%	53%	-16%	2%	
33	36	📞 Landline Telephones	-2%	-63%	0%	-54%	11%	70%	-26%	23%	230%	174%	-13%	-12%	-8%	-24%	-57%	59%	-82%	-51%	-72%	11%	-43%	1%	
37	37	📠 Scanners	-10%	-30%	-2%	-7%	11%	83%	1%	93%	12%	-27%	-34%	-55%	-32%	63%	12%	-17%	12%	-4%	-62%	0%	7%	1%	
23	38	🔧 Developer Tools Software	24%	-50%	-50%	-61%	27%	3%	162%	-21%	68%	13%	23%	188%	14%	11%	-47%	43%	-20%	76%	0%	0%	2%	0%	
30	39	🔌 Network Routers	14%	-9%	22%	12%	-69%	-13%	-36%	13%	15%	109%	11%	-65%	15%	-23%	41%	13%	-21%	67%	-2%	-7%	32%	0%	
25	40	📶 Smart Bands and Activity Trackers	-51%	28%	-47%	20%	-22%	45%	1%	388%	-95%	-11%	-20%	-20%	3960%	-45%	-3%	10%	118%	-49%	283%	-3%	27%	-1%	
44	41	🖨 Inkjet Printers	-23%	-12%	78%	-3%	-3%	1%	-61%	-60%	29%	3%	-65%	637%	50%	25%	-13%	36%	111%	16%	-32%	-4%	20%	-1%	
NA	42	🎨 Graphics and Design Software	9%	-35%	15%	17%	-3%	-26%	-9%	-3%	7%	21%	-39%	-44%	-15%	-6%	-19%	4%	88%	39%	77%	-4%	18%	-3%	
NA	43	📼 Tape Libraries	-13%	-40%	-10%	-30%	-96%	-26%	-81%	33%	39%	1689%	476%	-64%	-100%	-56%	91%	-39%	-67%	366%	267%	-22%	74%	-4%	
45	44	🌐 Network Management Software	-29%	5%	-20%	-28%	23%	33%	10%	-34%	-17%	234%	-16%	-23%	64%	24%	2%	24%	-62%	47%	-49%	-4%	-5%	-4%	
31	45	📉 Data Management Software	-4%	-17%	-13%	-6%	2%	-24%	-45%	-14%	-1%	32%	78%	117%	-54%	2%	127%	28%	27%	-11%	105%	-8%	50%	-4%	
NA	46	📺 NAS Devices	11%	-6%	-24%	-11%	-44%	-16%	5%	8%	25%	-15%	43%	-41%	-40%	-18%	20%	13%	-22%	34%	-45%	-7%	4%	-5%	
NA	47	📺 Televisions	-34%	45%	-20%	63%	217%	16%	-98%	-29%	-38%	-23%	20%	18%	93%	-4%	10%	5%	-2%	-4%	-56%	-7%	1%	-5%	
NA	48	📁 Project Management Software	-22%	-37%	-55%	21%	-4%	-11%	119%	-7%	-40%	13%	37%	-1%	21%	-50%	231%	139%	420%	13%	-52%	-16%	164%	-5%	
40	49	🔊 PC Speakers	93%	-46%	-29%	-39%	-7%	23%	-1%	-49%	36%	-52%	-70%	7%	44%	65%	46%	-6%	-9%	13%	-23%	-7%	1%	-6%	
35	50	💻 Virtualisation Software	-24%	-2%	5%	-9%	6%	-37%	-14%	-24%	-36%	16%	-39%	370%	74%	-24%	27%	17%	-46%	-23%	-14%	-8%	8%	-7%	

CONTEXT Covid-19 Weekly Report

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 22 (May 31 2020) vs Same Period 2019

Sorted by fastest declining categories and country size

Traffic Lights:	
Above	15%
Inbetween	
Below	-20%

			WESTERN EUROPE														EASTERN EUROPE					CATEGORY TREND		
Rank-W21	Rank-W22	Category	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Belgium	Austria	Portugal	Denmark	Norway	Finland	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total
1	1	📶 Standalone GPS Devices	-100%	-93%	-90%	126%	-89%	-30%	-53%	-100%	-100%	-88%	-84%	-74%		-92%	-100%	-69%	-42%	-103%	-78%	-89%	-61%	-87%
2	2	🖨️ Presentation Devices	-78%	-24%	-91%	-97%	-81%	-43%	83%	-98%	-85%	-63%	-99%	-79%	-94%	-98%	-3%	-81%	-71%	-27%	-90%	-85%	-50%	-83%
3	3	🖥️ Servers (Unix)	-86%	6%	-86%	-57%	-76%	6%	-91%	2%	-100%	89%	-56%		-100%	-82%	0%	1020%	-100%	-100%	0%	-82%	66%	-78%
4	4	🖥️ Privacy Screens	-19%	-78%	-83%	-67%	-86%	-90%	7%	-99%	-35%	-100%	-63%	-28%	-79%	-80%		-51%		4%	-92%	-65%	-44%	-64%
18	5	🖨️ Dye Sublimation Printers	-65%	-88%	-86%	-88%	-64%	-42%	-52%	-63%	-37%	-59%	1089%	21%	-92%	-55%	88%	-63%	969%	-56%	-96%	-65%	47%	-60%
19	6	🖥️ Network Chassis	-39%	-54%	-63%	-65%	-77%	-6%	283%	-76%	-26%	-96%	19%	1158%	-95%	-66%	-82%	-44%	-99%	521%	-100%	-54%	-78%	-60%
10	7	📷 Digital Cameras	-74%	-21%	-69%	-95%	-63%	-29%	-99%	12%	-55%	-70%	-91%	-76%	-47%	-68%	-76%	-54%	-49%	-56%	-34%	-65%	-52%	-58%
22	8	🏠 Home Sound Systems	-61%	-70%	-76%	-23%	777%	-4%	-94%	-61%	-66%	94%	-55%	-23%	137%	28%	41%	22%	15%	263%	-27%	-64%	17%	-56%
9	9	📱 Smartphone Protective Cases	9%	-84%	-74%	-78%	-68%	13%	-14%	-35%	-40%	-36%	1%	-23%	-30%	-8%	148%	-62%	37%	-46%		-58%	2%	-53%
13	10	🔊 Smart Speakers	17%	-32%	-59%	-45%	-84%	-15%	-52%	-96%	-86%	-43%	-58%				315%	-81%	-100%	2474%	-52%	369%	-52%	
8	11	🔋 Portable Power Banks	-78%	-87%	-88%	-75%	-74%	19%	-14%	-34%	-67%	-69%	-59%	-73%	-10%	-4%	83%	10%	-14%	38%	-17%	-70%	20%	-50%
17	12	📶 USB Memory	-41%	-75%	-42%	-63%	-68%	30%	-46%	-44%	-43%	-68%	-27%	-23%	-46%	-22%	-23%	12%	-43%	8%	-52%	-54%	-15%	-49%
6	13	📦 Partner Rebates, Warehousing and Logistics	8%	-12%	-64%	-92%	-97%	-2%	-89%	-59%	-83%	-60%	-45%	-42%	124%	-57%	297%	-62%	282%	-53%	-46%	-48%	-49%	-48%
5	14	📱 Smartphone Screen Protectors	62%	-85%	-69%	-38%	-73%	82%		-50%	383%	-49%		43%	18%	8%	-81%	-92%	3198%	-49%	16%	-47%	-61%	-48%
14	15	🎵 MP3/MP4 Players	-32%	-34%	-67%	-69%	-79%	-20%	-94%	-49%	-69%	-64%	-95%	-92%	-4%	-72%	-41%	-91%	40%	-24%	-93%	-46%	-60%	-47%
12	16	🏷️ Label/Barcode/Receipt Printers	-18%	-21%	-86%	-30%	-39%	-17%	20%	-64%	-11%	-21%	-43%	11%	-11%	-24%	55%	-21%	-5%	809%	-76%	-55%	19%	-46%
15	17	📶 SAN Switches and Directors	-36%	-33%	316%	-58%	-107%	-35%	-69%	-9%	192%	-44%	-67%	-89%	-100%	-88%	-82%	-59%	-83%	-63%	131%	-24%	-79%	-46%
25	18	📶 SAN Accessories	-45%	-78%	-68%	-74%	1418%	-99%	60%	-94%	110%	6%	148%	-100%	-99%	75%	-13%	43%	16%	0%	-99%	-50%	-5%	-45%
11	19	📦 Server Enclosure	21%	40%	-78%	11%	96%	-23%	-27%	-59%	672%	-100%	-99%	-100%		537%	-82%	-11%	-33%	-92%	730%	4%	-75%	-44%
7	20	🖥️ Desktop Thin Clients	-60%	-76%	-51%	-39%	-77%	-39%	-53%	51%	-40%	-97%	-53%	-57%	140%	-13%	4%	-12%	-20%	-88%	-83%	-48%	-8%	-44%
16	21	📷 Camera/Camcorder Accessories	-68%	-10%	-38%	-62%	-30%	-25%	-96%	-90%	-88%	-71%	-50%	-95%	-57%	-45%	42%	-61%	-30%	-65%	-46%	-41%	-46%	-43%
24	22	📱 Smartphone/Tablet Chargers	126%	-80%	-57%	-49%	-41%	-14%	-33%	-69%	-53%	-62%	-6%	-29%	-24%	-46%	115%	-9%	86%	-4%	-40%	-46%	31%	-42%
30	23	📽️ Projectors	-36%	-45%	-62%	-52%	-60%	-34%	13%	-16%	-42%	-30%	-54%	-38%	-20%	18%	5%	-37%	-34%	-22%	-67%	-40%	-33%	-39%
20	24	🖨️ Printer Accessories and Parts	-20%	-53%	-55%	-66%	-71%	-43%	5%	-22%	16%	-79%	-56%	38%	-19%	-30%	-36%	-10%	-56%	4232%	-72%	-41%	-19%	-37%
26	25	📺 Displays Accessories	-18%	-47%	-48%	-31%	-57%	0%	-29%	-21%	-29%	-5%	-7%	18%	4%	-67%	62%	-12%	-13%	253%	-70%	-38%	34%	-35%
31	26	🔋 Long Life Consumables	-23%	-57%	-36%	-33%	-40%	-22%	-16%	-29%	-6%	-50%	-36%	8%	-12%	-25%	-29%	-36%	-16%	-69%	-64%	-34%	-31%	-33%
36	27	📶 Network Accessories	-26%	-46%	11%	-41%	-46%	6%	-49%	47%	-32%	-63%	-40%	13%	18%	-31%	-41%	-53%	-40%	-24%	10%	-29%	-42%	-33%
28	28	🔌 Connectivity Switches (Data and KVM)	-31%	-34%	-71%	-30%	-7%	-31%	-46%	-68%	3%	-3%	109%	-64%	1%	-17%	-8%	-73%	18%	-84%	-55%	-35%	-22%	-33%
27	29	💳 Memory Cards	-6%	-72%	40%	100%	-57%	70%	30%	-8%	39%	-75%	-10%	-11%	-61%	-14%	-45%	-43%	-35%	-35%	-56%	-30%	-42%	-33%
23	30	📺 Large Format Displays	-27%	-45%	-50%	-51%	-44%	-14%	-35%	12%	-5%	89%	-23%	-24%	63%	10%	18%	-57%	-14%	-29%	-13%	-33%	-12%	-31%
29	31	📠 Copier-based MFPs	50%	-77%	-45%	-61%	-77%	-11%	-28%	-60%	293%	-100%	-97%	46%	0%	91%	-16%	-90%	-18%	347%	127%	-34%	-19%	-31%
37	32	🖥️ Desktops	-38%	-49%	-41%	-34%	-23%	2%	-8%	-33%	-22%	-32%	-36%	-41%	-16%	-33%	-10%	-7%	-3%	-9%	-8%	-34%	-8%	-30%
50	33	📶 Network Expansion Modules	-17%	-21%	-65%	-53%	-63%	-56%	-64%	-21%	9%	-69%	-8%	-25%	-29%	-18%	22%	-8%	106%	121%	-48%	-35%	23%	-27%
33	34	🖨️ Toner	-7%	-49%	-24%	-27%	-23%	-43%	-13%	-21%	-36%	-37%	-19%	-15%	-35%	-13%	-34%	-36%	-18%	-69%	-3%	-26%	-33%	-27%
21	35	🖨️ Large Format/Plotter Printers	-26%	-39%	-26%	-12%	-35%	-36%	-55%	10%	-27%	-56%	35%	117%	-39%	-2%	-34%	0%	-61%	-76%	47%	-24%	-39%	-26%
35	36	💿 Hard Disk Drives (HDDs)	-35%	-30%	-24%	-33%	-48%	23%	-29%	-14%	-20%	22%	-18%	-25%	-31%	-33%	-15%	-9%	0%	5%	-13%	-29%	-12%	-26%
38	37	🖨️ Laser Printers	-27%	-44%	-17%	-42%	-23%	-41%	-12%	-30%	33%	29%	-41%	-30%	-27%	-12%	-17%	-19%	39%	-6%	-11%	-29%	-14%	-25%
32	38	📱 Mobile Phones	30%	-18%	2%	-60%	-15%	61%	-31%	91%	-44%	-90%	-12%	84%	54%	-22%	-48%	-84%	3%	-4%	13%	-12%	-50%	-24%
39	39	📶 RAM Memory	3%	-54%	-11%	-41%	-17%	-19%	-37%	-18%	-9%	0%	-33%	-13%	6%	-35%	-16%	-7%	-23%	-24%	-31%	-26%	-16%	-24%
43	40	🔊 Portable Speakers	-67%	-8%	27%	-75%	-1%	31%	-63%	-25%	-89%	-64%	-95%	631%	-72%	-79%	-78%	-42%	-43%	-16%	-52%	-18%	-60%	-21%
NA	41	📶 Network Switches	3%	-40%	-34%	-33%	-40%	-11%	-22%	3%	-25%	-16%	11%	-2%	-2%	-17%	-27%	-6%	66%	42%	-40%	-22%	-14%	-21%
42	42	📷 IP Cameras	24%	-17%	-42%	-67%	-49%	-11%	-19%	-10%	-39%	79%	128%	-4%	154%	78%	-7%	21%	46%	68%	-30%	-22%	7%	-18%
47	43	💾 Disk Arrays	-7%	-48%	34%	30%	-11%	-48%	-20%	-8%	92%	152%	-50%	48%	-93%	-15%	-52%	104%	20%	85%	2%	-15%	-26%	-18%
42	44	🖥️ Desktop Workstations (PC/Mac)	-16%	-11%	-27%	-26%	-39%	-6%	-26%	-17%	-14%	17%	-7%	-29%	-18%	-39%	15%	-20%	17%	-63%	-56%	-19%	-1%	-17%
45	45	📶 Tape Drives	6%	-42%	25%	-43%	-43%	-45%	-70%	11%	-25%	-50%	354%	-77%	-100%	-49%	43%	-92%	366%	-100%	-87%	-19%	-1%	-17%
40	46	📦 Server Accessories	-20%	-63%	-10%	-40%	2%	-6%	-35%	-38%	40%	162%	39%	119%	-70%	-29%	12%	254%	-76%	-72%	-25%	-35%	44%	-16%
NA	47	📶 VOIP Systems	11%	-56%	-56%	-69%	-47%	11%	-77%	-35%	-38%	678%	17%	-57%	57%	-58%	25%	18%	-52%	138%	-59%	-24%	17%	-16%
NA	48	🗄️ Database Management Software	-10%	-39%	-22%	39%	-67%	-4%	-35%	28%	53%	-61%	32%	-5%	-7%	-33%	-31%	69%	-52%	8%	-64%	-16%	-17%	-16%
NA	49	🔌 Notebook Power Adapters	-6%	-44%	-15%	-2%	-21%	6%	-24%	-43%	-7%	40%	23%	35%	-19%	-46%	143%	18%	0%	-31%	-6%	-20%	37%	-16%
49	50	🖨️ Print Media	-39%	12%	-30%	-27%	-2%	-61%	7%	-19%	-22%	-68%	-53%	-14%	11%	-9%	-4%	-25%	26%	33%	-31%	-23%	-2%	-16%

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Largest Category

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Largest Categories and Countries in Western and Eastern Europe

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4 Weeks to Week 22 (May 31 2020) vs Same Period 2019

Sorted by largest industry sector and largest country.

Traffic Lights:	
Above	15%
Inbetween	
Below	-20%

		WESTERN EUROPE															EASTERN EUROPE					CATEGORY TREND		
Rank-W21	Rank-W22	Category	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Belgium	Austria	Portugal	Denmark	Norway	Finland	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total
1	1	👉 Notebooks	64%	93%	77%	32%	51%	51%	7%	56%	59%	20%	19%	15%	4%	27%	28%	78%	41%	46%	42%	56%	49%	55%
2	2	👉 Smartphones	70%	15%	-1%	31%	-1%	138%	38%	20%	-24%	-16%	44%	38%	-1%	55%	-19%	-18%	45%	58%	59%	24%	-2%	21%
3	3	👉 Warranties and Services	-4%	-7%	28%	-10%	-8%	-11%	-42%	-21%	-17%	-22%	-41%	29%	-22%	-14%	-19%	1%	5%	-49%	-65%	-8%	-16%	-8%
4	4	👉 Tablet PCs	48%	79%	56%	2%	25%	24%	6%	15%	26%	48%	138%	40%	67%	12%	69%	41%	148%	25%	52%	41%	67%	42%
5	5	👉 Desktops	-38%	-49%	-41%	-34%	-23%	2%	-8%	-33%	-22%	-32%	-36%	-41%	-16%	-33%	-10%	-7%	-3%	-9%	-8%	-34%	-8%	-30%
6	6	👉 Ink Cartridges and Tanks	33%	-1%	12%	23%	30%	1%	12%	1%	-1%	74%	5%	-34%	-34%	30%	-13%	38%	-10%	-32%	-11%	17%	2%	16%
7	7	👉 Monitors	33%	53%	-5%	-4%	55%	40%	-12%	19%	42%	20%	30%	43%	-11%	31%	9%	21%	39%	33%	-4%	29%	17%	26%
8	8	👉 Toner	-7%	-49%	-24%	-27%	-33%	-43%	-13%	-21%	-36%	-37%	-19%	-15%	-35%	-13%	-34%	-36%	-18%	-69%	-3%	-26%	-33%	-27%
9	9	👉 Processors	61%	16%	50%	26%	35%	84%	13%	13%	65%	-23%	24%	89%	129%	84%	54%	20%	49%	112%	18%	41%	41%	41%
10	10	👉 Office Applications Software	-35%	-11%	-21%	-3%	7%	-34%	54%	10%	-19%	32%	18%	-8%	23%	-7%	111%	11%	-5%	4%	-8%	-13%	37%	-7%
11	11	👉 Solid State Drives (SSDs)	-23%	-24%	-1%	-22%	-4%	-26%	-2%	-39%	-26%	10%	-45%	9%	-14%	-6%	53%	-20%	-38%	-7%	-59%	-18%	1%	-14%
12	12	👉 Network Switches	3%	-40%	-34%	-33%	-40%	-11%	-22%	3%	-25%	-16%	11%	-2%	-2%	-17%	-27%	-6%	66%	42%	-40%	-22%	-14%	-21%
13	13	👉 Hard Disk Drives (HDDs)	-35%	-30%	-24%	-33%	-48%	23%	-29%	-14%	-20%	22%	-18%	-25%	-31%	-33%	-15%	-9%	0%	5%	-13%	-29%	-12%	-26%
14	14	👉 Headsets/Headphones and Microphones	112%	39%	95%	1%	72%	192%	23%	73%	65%	243%	42%	30%	145%	126%	37%	131%	123%	75%	10%	81%	80%	81%
15	15	👉 Security Software	4%	37%	42%	7%	5%	4%	-16%	-24%	-39%	8%	5%	13%	63%	14%	81%	30%	-23%	56%	-127%	12%	36%	13%
16	16	👉 Operating Systems Software	-28%	-15%	-23%	28%	-26%	-31%	18%	18%	-31%	-38%	-11%	-25%	11%	21%	15%	-7%	-18%	-5%	-56%	-12%	-2%	-11%
17	17	👉 Servers (PC/Mac)	-18%	-23%	10%	-56%	-38%	-26%	31%	-5%	57%	29%	-16%	-1%	-18%	29%	-25%	143%	-24%	28%	92%	-17%	6%	-11%
18	18	👉 RAM Memory	3%	-54%	-11%	-41%	-17%	-19%	-37%	-18%	-9%	0%	-33%	-13%	6%	-35%	-16%	-7%	-23%	-24%	-31%	-26%	-16%	-24%
19	19	👉 Data Management Software	-4%	-17%	-13%	-6%	2%	-24%	-45%	-14%	-1%	32%	78%	117%	-54%	2%	127%	28%	27%	-11%	105%	-8%	50%	-4%
20	20	👉 Graphics and Design Software	9%	-35%	15%	17%	-3%	-26%	-9%	-3%	7%	21%	-39%	-44%	-15%	-6%	-19%	4%	88%	39%	77%	-4%	18%	-3%
21	21	👉 Disk Arrays	-7%	-48%	34%	30%	-11%	-48%	-20%	-8%	92%	152%	-50%	48%	-93%	-15%	-52%	104%	20%	85%	2%	-15%	-26%	-18%
22	22	👉 All-in-One Lasers	0%	-38%	-9%	-38%	-3%	2%	-9%	-19%	39%	-54%	-45%	-41%	-15%	-17%	-19%	-15%	4%	-23%	-9%	-15%	-17%	-15%
23	23	👉 Televisions	-34%	45%	-20%	-63%	217%	16%	-98%	-29%	-38%	-23%	20%	18%	93%	-4%	10%	5%	-2%	-4%	-56%	-7%	1%	-5%
24	24	👉 Network Routers	14%	-9%	22%	12%	-69%	-13%	-36%	13%	15%	109%	11%	-65%	15%	-23%	41%	13%	-21%	67%	-2%	-7%	32%	0%
25	25	👉 Wireless Access Points	42%	34%	-3%	-7%	-4%	4%	-29%	21%	11%	-8%	3%	30%	-6%	45%	-26%	-3%	4%	17%	5%	20%	-12%	17%
26	26	👉 Database Management Software	-10%	-39%	-22%	39%	-67%	-4%	-35%	28%	53%	-61%	32%	-5%	-7%	-33%	-31%	69%	-52%	8%	-64%	-16%	-17%	-16%
27	27	👉 Large Format Displays	-27%	-45%	-50%	-51%	-44%	-14%	-35%	12%	-5%	89%	-23%	-24%	63%	10%	18%	-57%	-14%	-29%	-13%	-33%	-12%	-31%
28	28	👉 Graphics Cards	74%	99%	74%	-34%	13%	61%	-14%	75%	15%	-16%	64%	-72%	120%	28%	-25%	78%	122%	62%	-7%	52%	32%	47%
29	29	👉 All-in-One Inkjets	35%	17%	27%	-9%	12%	-7%	-21%	69%	86%	57%	-34%	-26%	71%	22%	-3%	120%	93%	87%	19%	23%	63%	27%
30	30	👉 Network Management Software	-29%	5%	-20%	-28%	23%	33%	10%	-34%	-17%	234%	-16%	-23%	64%	24%	2%	24%	-62%	47%	-49%	-4%	-5%	-4%
31	31	👉 Network Management and Security Appliances	20%	-27%	-25%	-47%	-3%	-32%	-38%	11%	-34%	-9%	71%	-4%	6%	-28%	-34%	48%	76%	115%	-60%	-11%	-10%	-11%
32	32	👉 Virtualisation Software	-24%	-2%	5%	-9%	6%	-37%	-14%	-24%	-36%	16%	-39%	370%	74%	-24%	27%	17%	-46%	-23%	-14%	-8%	8%	-7%
33	33	👉 Smart Watches	14%	65%	-35%	-55%	27%	11%	54%	-9%	160%	81%	33%	-46%	-40%	4%	-28%	-5%	49%	-1%	-66%	14%	8%	14%
34	34	👉 Docking Stations	10%	-18%	3%	-7%	-28%	-26%	-46%	23%	13%	10%	11%	68%	-56%	-21%	5%	32%	-11%	-11%	-19%	-8%	7%	-7%
35	35	👉 Desktop Workstations (PC/Mac)	-16%	-11%	-27%	-26%	-39%	-6%	-26%	-17%	-14%	17%	-7%	-29%	-18%	-39%	15%	-20%	17%	-63%	-56%	-19%	-1%	-17%
36	36	👉 Uninterruptable Power Supplies (UPS)	-5%	-27%	-34%	-34%	-32%	-16%	-27%	-24%	-16%	-6%	65%	-16%	-20%	-23%	3%	-31%	-31%	-49%	-26%	-21%	-5%	-14%
37	37	👉 Notebook Workstations	6%	52%	16%	-13%	81%	56%	-5%	29%	20%	65%	4%	3%	-6%	47%	-25%	64%	18%	-9%	-53%	20%	13%	19%
38	38	👉 Cables and Connectivity Adapters	7%	-39%	-40%	-15%	-20%	-5%	-28%	-26%	-9%	-4%	52%	-6%	-21%	-14%	10%	16%	8%	9%	-19%	-19%	10%	-16%
39	39	👉 Transceivers	8%	-20%	29%	-21%	-25%	-10%	-29%	-26%	-16%	-34%	-17%	8%	-6%	0%	-16%	22%	36%	-43%	282%	-7%	-9%	-7%
40	40	👉 Developer Tools Software	24%	-50%	-50%	-61%	27%	3%	162%	-21%	68%	13%	23%	188%	14%	11%	-47%	43%	-20%	76%	0%	0%	2%	0%
41	41	👉 Keyboards and Key pads	25%	2%	13%	32%	20%	62%	25%	19%	21%	69%	-15%	30%	11%	27%	50%	9%	22%	-4%	-19%	22%	23%	22%
42	42	👉 Integrated Systems	-63%	-28%	458%	20%	188%	-53%	-3%	316%	-97%	-40%	2%	-84%	91%	-50%	-58%	91%	-74%	373%	-68%	11%	-47%	6%
43	43	👉 Mobile Computing Cases	48%	35%	47%	-8%	-4%	-7%	-16%	-3%	16%	92%	65%	-36%	9%	15%	-7%	40%	54%	-16%	73%	21%	30%	21%
44	44	👉 Laser Printers	-27%	-44%	-17%	-42%	-23%	-41%	-12%	-30%	33%	29%	-41%	-30%	-27%	-12%	-17%	-19%	39%	-6%	-11%	-29%	-14%	-25%
45	45	👉 Long Life Consumables	-23%	-57%	-36%	-33%	-40%	-22%	-16%	-29%	-6%	-50%	-36%	8%	-12%	-25%	-29%	-36%	-16%	-69%	-64%	-34%	-31%	-33%
46	46	👉 Mice	34%	-7%	41%	9%	23%	6%	-29%	-17%	57%	97%	-67%	17%	5%	17%	76%	70%	64%	9%	-10%	12%	63%	21%
47	47	👉 Projectors	-36%	-45%	-62%	-52%	-60%	-34%	13%	-16%	-42%	-30%	-54%	-38%	-20%	18%	5%	-37%	-34%	-22%	-67%	-40%	-33%	-39%
48	48	👉 NAS Devices	11%	-6%	-24%	-11%	-44%	-16%	5%	8%	25%	-15%	43%	-41%	-40%	-18%	20%	13%	-22%	34%	-45%	-7%	4%	-5%
49	49	👉 Network Expansion Modules	-17%	-21%	-65%	-53%	-63%	-56%	-64%	-21%	9%	-69%	-8%	-25%	-29%	-18%	22%	-8%	106%	121%	-48%	-35%	23%	-27%
50	50	👉 Digital Media Players	4%	60%	-50%	37%	17%	-19%	26%	-10%	55%	65%	91%	39%	53%	7%	-13%	-45%	-1%	72%	-62%	15%	-27%	14%

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Channel

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Channel Performance in Western and Eastern Europe

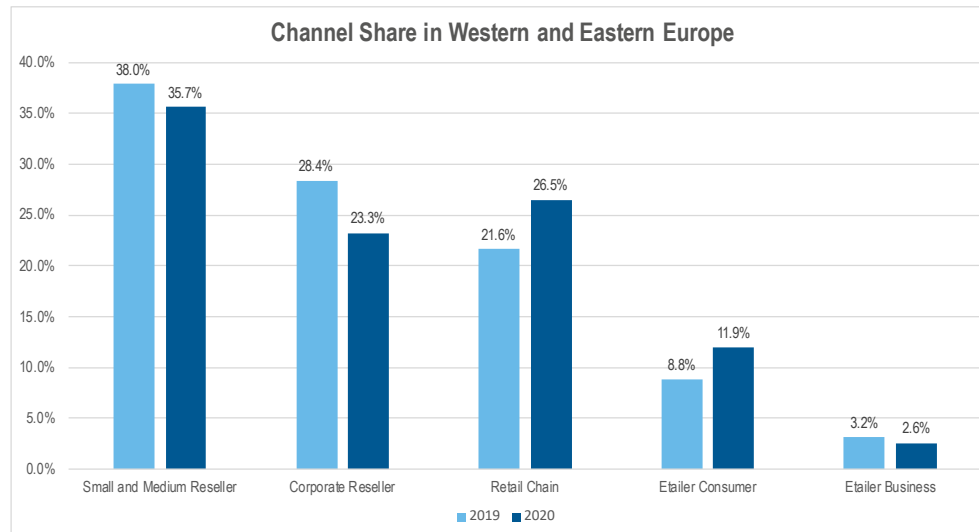
% Change in sales through IT Distribution in Euros

4 Weeks to Week 22 (May 31 2020) vs Same Period 2019

Sorted by largest country

Traffic Lights:	
Above	15%
Inbetween	
Below	-20%

		WESTERN EUROPE														EASTERN EUROPE					CHANNEL TREND		
Business Sectors	Channel	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Belgium	Austria	Portugal	Denmark	Norway	Finland	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total
Business Channels	Corporate Reseller	-18%	5%	-3%	-11%	-30%	-39%	-24%	0%	-20%	4%	-27%	11%	-25%	-11%	-22%	11%	-26%	-32%	9%	-11%	-19%	-11%
	Small and Medium Reseller	10%	-14%	21%	-9%	11%	13%	3%	0%	-9%	6%	5%	14%	-2%	2%	-17%	5%	5%	12%	-17%	3%	-6%	2%
	Etailer Business	9%	-13%	1%	-42%	-16%	-23%	-31%	8%	-48%	32%	17%	6%	-20%	-39%	-50%	15%	-20%	-33%	-11%	-12%	-23%	-13%
Retail Channels	Etailer Consumer	36%	92%	13%	-19%	71%	57%	146%	77%	59%	37%	139%	64%	37%	35%	51%	18%	12%	43%	-20%	49%	32%	46%
	Retail Chain	69%	8%	10%	37%	2%	55%	-2%	40%	27%	14%	42%	-20%	41%	40%	52%	34%	91%	148%	16%	29%	49%	33%



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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 22 (May 31 2020) vs Same Period 2019

Sorted by largest industries and country size in Business Channel

Traffic Lights:	
Above	15%
Inbetween	
Below	-20%

			WESTERN EUROPE														EASTERN EUROPE					INDUSTRY SECTOR TREND		
Rank-W21	Rank-W22	Industry Sector	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Belgium	Austria	Portugal	Denmark	Norway	Finland	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total
1	1	👉 Mobile Computing	55%	86%	99%	26%	36%	30%	-2%	39%	-3%	35%	8%	12%	-6%	3%	-7%	65%	11%	4%	10%	49%	21%	45%
3	2	👈 Telecommunications	-10%	1%	18%	-15%	-17%	178%	-16%	2%	-36%	26%	75%	89%	-1%	144%	-36%	-35%	20%	100%	43%	13%	-18%	8%
2	3	👇 Software and Licences	-17%	-9%	4%	3%	-8%	-33%	0%	-6%	-22%	14%	1%	20%	-2%	-10%	44%	6%	-25%	-3%	-14%	-9%	11%	-7%
4	4	👉 Printing Consumables	1%	-43%	-21%	-17%	0%	-37%	-7%	-10%	-19%	-38%	-14%	-24%	-32%	-5%	-30%	-24%	-20%	-63%	-2%	-16%	-26%	-17%
6	5	👈 Displays	-8%	-32%	-36%	-38%	-13%	-1%	-24%	2%	-22%	1%	-9%	14%	-8%	-2%	-13%	-31%	-24%	-36%	-24%	-21%	-22%	-21%
5	6	👇 Computing Components	15%	-32%	13%	-18%	-8%	-17%	-44%	-10%	-9%	-29%	-31%	25%	-5%	1%	-12%	13%	-14%	31%	-24%	-9%	-5%	-8%
8	7	👈 Disk Storage	-27%	-41%	-2%	-22%	-22%	-15%	-28%	-25%	-12%	36%	-55%	-22%	-72%	-32%	-29%	0%	-3%	-10%	-44%	-26%	-21%	-25%
7	8	👇 Warranties and Services	-5%	-9%	29%	-10%	-12%	-14%	-44%	-22%	-8%	-27%	-52%	30%	-24%	-17%	-23%	-3%	5%	-50%	-65%	-9%	-19%	-10%
9	9	👉 Desktop Computing	-45%	-53%	-35%	-35%	-31%	-19%	-25%	-36%	-42%	-22%	-44%	-45%	-35%	-49%	-26%	-15%	-16%	-40%	-28%	-40%	-24%	-38%
10	10	👉 Audio-Video Systems	76%	-5%	63%	-22%	44%	156%	-13%	11%	84%	75%	-16%	7%	29%	72%	-35%	27%	33%	12%	-67%	36%	-11%	32%
11	11	👉 Printing	-21%	-44%	-40%	-47%	-28%	-33%	-24%	-33%	18%	-46%	-57%	65%	-32%	-24%	-41%	-35%	2%	-29%	-44%	-33%	-35%	-33%
12	12	👉 Networking Systems	-5%	-37%	-22%	-34%	-59%	-26%	-21%	3%	-29%	11%	1%	7%	-13%	-26%	-35%	-22%	39%	13%	-41%	-26%	-26%	-26%
13	13	👉 Computing Accessories	16%	5%	22%	7%	-13%	0%	-28%	-10%	9%	21%	-4%	20%	-31%	-23%	1%	23%	13%	2%	-7%	3%	9%	3%
14	14	👉 Server Computing	-51%	-28%	60%	-45%	-22%	-33%	-1%	48%	-9%	-23%	-46%	-45%	-28%	1%	-42%	130%	-58%	7%	109%	-26%	-16%	-24%
15	15	👉 Data Center Networking and Security	-11%	-35%	-10%	-59%	-28%	-41%	-49%	-22%	-24%	-38%	3%	-17%	-35%	-37%	-58%	-17%	35%	-11%	-29%	-27%	-49%	-31%
16	16	👉 Wireless Networking	5%	7%	-14%	-18%	-31%	-11%	-30%	15%	-5%	-27%	-42%	-7%	-4%	3%	-37%	59%	-13%	-9%	4%	-6%	0%	-5%
17	17	👉 Wearable Devices	106%	-35%	-19%	-40%	-8%	-5%	-35%	-21%	376%	58%	65%	-77%	-60%	-58%	-58%	-24%	31%	-70%	-57%	-4%	-10%	-4%
19	18	👈 Power Equipment	-7%	-25%	-29%	-34%	-31%	-12%	-28%	-20%	-24%	-12%	-21%	-18%	-18%	-5%	-15%	-31%	-7%	-38%	-28%	-19%	-17%	-19%
18	19	👇 Other Networking Equipment	1%	-25%	23%	-28%	-16%	-16%	-28%	8%	-15%	-29%	-15%	-12%	-21%	-3%	-22%	-1%	14%	-26%	48%	-11%	-17%	-13%
20	20	👉 Connectivity	2%	-33%	-22%	-19%	-16%	-19%	-32%	-24%	-20%	-10%	59%	-2%	-28%	-8%	-2%	15%	4%	1%	-15%	-17%	2%	-15%
22	21	👈 Games Consoles	55%		20%	-74%	102%	90%	133%	-21%	106%	269%	181%	-29%	160%	615%	-70%	-17%	237%	60%	225%	50%	32%	44%
23	22	👈 Removable Storage	-5%	-71%	-21%	20%	-49%	71%	-15%	-36%	-49%	-43%	-57%	-62%	-56%	-6%	-42%	-24%	-34%	23%	-36%	-27%	-27%	-27%
21	23	👇 Smart Home and Office	6%	50%	99%	81%	-15%	-16%	-44%	-96%	-79%	2288%	-59%	503%	-100%	41%	416%	385%	53%	1043%	13%	32%	246%	38%
25	24	👈 Unified Communications	-11%	-58%	-58%	-69%	-51%	7%	-77%	-37%	-53%	626%	12%	-55%	58%	-43%	28%	3%	-58%	144%	-61%	-37%	13%	-27%
26	25	👈 Electronics	-36%	-55%	-30%	3%	-62%	-83%	81%	-37%	-71%	-38%	-86%	-64%	-72%	-68%	59%	-66%	-21%	-50%	-58%	-50%	10%	-36%
27	26	👈 Scanner Imaging	-22%	-48%	-9%	-14%	7%	-17%	-18%	100%	-9%	-30%	-48%	-76%	-62%	4%	-42%	-51%	-12%	-28%	-65%	-19%	-39%	-22%
28	27	👈 Security	14%	-60%	-10%	-53%	-34%	-16%	53%	-13%	-46%	176%	112%	-36%	593%	146%	-15%	10%	11%	40%	-53%	-21%	-9%	-18%
24	28	👇 Terminals, Thin Clients and Points of Sales	-50%	57%	-84%	-40%	-60%	-44%	-48%	40%	-83%	-77%	-49%	-72%	-32%	-19%	0%	-13%	-35%	-87%	-84%	-40%	-17%	-38%
29	29	👉 Tape Storage	-8%	-35%	14%	-41%	-61%	-66%	-48%	22%	-23%	19%	-35%	-71%	-49%	25%	73%	-70%	94%	-84%	-17%	-24%	27%	-18%
30	30	👉 Photo and Video Cameras	-35%	-51%	-46%	-93%	67%	-32%	-50%	-48%	-64%	-69%	-94%	-2%	-69%	-82%	-45%	-88%	-40%	-60%	-33%	-54%	-63%	-58%

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Largest Industries Consumer

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Largest Industries in Consumer Channel

% Change in sales through IT Distribution in Euros

4 Weeks to Week 22 (May 31 2020) vs Same Period 2019

Sorted by largest industries and country size in Consumer Channel

Traffic Lights:	
Above	15%
Inbetween	
Below	-20%

			WESTERN EUROPE														EASTERN EUROPE				
Rank-W21	Rank-W22	Industry Sector	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Belgium	Austria	Portugal	Denmark	Norway	Finland	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia
1	1	👉 Mobile Computing	62%	97%	43%	13%	55%	64%	35%	57%	120%	15%	115%	63%	52%	39%	68%	80%	88%	102%	83%
3	2	👈 Telecommunications	88%	8%	-10%	31%	3%	116%	91%	34%	-18%	-22%	9%	-9%	0%	18%	-6%	-14%	64%	10%	56%
2	3	👇 Software and Licences	57%	51%	-2%	217%	369%	162%	389%	133%	455%	445%	230%	472%	385%	108%	242%	53%	170%	259%	157%
4	4	👉 Printing Consumables	35%	0%	29%	32%	-15%	-12%	25%	-11%	-14%	159%	-10%	-20%	-27%	68%	-26%	83%	13%	-41%	-25%
6	5	👈 Displays	47%	146%	-6%	18%	125%	52%	-70%	-3%	186%	28%	104%	1%	63%	53%	51%	36%	57%	107%	-38%
5	6	👇 Computing Components	144%	187%	191%	44%	45%	164%	63%	218%	231%	12%	254%	10%	175%	218%	65%	50%	123%	77%	34%
8	7	👈 Disk Storage	-10%	21%	-22%	-1%	-37%	-1%	23%	5%	62%	10%	151%	11%	24%	21%	61%	-4%	-40%	43%	-44%
7	8	👇 Warranties and Services	41%	455%	-29%	314%	940%	139%	91%	20%	-83%	863%	1387%	1%	23%	231%	329%	63%	-7%	310%	-75%
9	9	👉 Desktop Computing	-15%	18%	-51%	-13%	0%	38%	69%	-12%	53%	-49%	32%	-14%	58%	19%	47%	7%	47%	137%	25%
10	10	👉 Audio-Video Systems	84%	30%	50%	4%	37%	82%	17%	91%	36%	198%	99%	74%	151%	93%	45%	116%	104%	105%	95%
11	11	👉 Printing	51%	49%	19%	4%	10%	19%	5%	78%	111%	60%	43%	32%	83%	34%	26%	101%	94%	117%	96%
12	12	👉 Networking Systems	33%	19%	7%	21%	2%	66%	-38%	20%	25%	94%	115%	-111%	132%	53%	109%	84%	24%	211%	41%
13	13	👉 Computing Accessories	59%	22%	19%	15%	15%	25%	27%	16%	69%	89%	5%	52%	22%	30%	83%	42%	95%	20%	-7%
14	14	👉 Server Computing	367%	-3%	159%	1348%	432%	32%	287%	191%	65%	56225%	1987%	667%	267%	589%	1308%	1270%	69%	895%	190%
15	15	👉 Data Center Networking and Security	485%	1101%	322%	83%	114%	-32%	327%	124%	1061%	69707%	983%	60%	602%	31%	351%	150%	746%	6277%	-41%
16	16	👉 Wireless Networking	93%	171%	45%	24%	50%	51%	-20%	98%	48%	141%	285%	317%	-13%	189%	48%	180%	81%	144%	5%
17	17	👉 Wearable Devices	5%	39%	-45%	-41%	11%	-27%	18%	6%	108%	56%	26%	194%	-27%	-17%	-18%	3%	60%	-33%	-50%
19	18	👈 Power Equipment	58%	-50%	-50%	-30%	-29%	47%	23%	-24%	73%	-37%	264%	167%	70%	150%	8%	24%	3%	85%	-23%
18	19	👇 Other Networking Equipment	37%	103%	50%	-12%	-37%	22%	-11%	75%	-6%	67%	199%	739%	102%	89%	86%	85%	94%	31%	37%
20	20	👉 Connectivity	15%	-47%	-65%	-1%	-23%	16%	-12%	-45%	39%	18%	47%	-53%	-3%	-22%	116%	9%	21%	46%	-36%
22	21	👈 Games Consoles	114%		97%	31%	-19%	63%	390%	161%	271%	385%	211%	1590%	-14%	72%	8%	21%	1%	30%	-47%
23	22	👈 Removable Storage	-25%	-71%	22%	-54%	-64%	-2%	36%	-23%	36%	-44%	94%	81%	-29%	-38%	-17%	2%	-39%	-49%	-49%
21	23	👇 Smart Home and Office	13%	29%	-54%	-50%	-72%	35%	-51%	96%	-52%	70%	-34%	78%	51%	-30%	79%	127%	125%	3781%	1947%
25	24	👈 Unified Communications	45%	187%	49%	-46%	-3%	47%	-84%	-25%	231%	1487%	1143%	-62%	73%	-44%	-11%	408%	-36%	844%	4417%
#N/A	25	👈 Electronics	-36%	-90%	-89%	121%	-82%	-12%	-67%	-52%	-94%	-87%	-77%	171%	-59%	-74%	364%	-36%	11%	-94%	-81%

INDUSTRY SECTOR TREND		
WE	EE	Total
56%	77%	59%
24%	4%	22%
140%	118%	134%
18%	-6%	15%
48%	47%	48%
120%	63%	101%
-3%	17%	3%
46%	127%	52%
-6%	39%	2%
57%	91%	59%
35%	50%	39%
22%	100%	37%
33%	61%	38%
220%	1090%	376%
310%	315%	311%
90%	95%	91%
7%	12%	7%
7%	11%	9%
26%	83%	29%
-20%	34%	-15%
78%	16%	46%
-44%	-19%	-39%
-29%	264%	-27%
44%	21%	42%
-59%	27%	-51%

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Largest Category Business

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Traffic Lights:	
Above	15%
Inbetween	
Below	-20%

			WESTERN EUROPE															EASTERN EUROPE					CATEGORY TREND		
Rank-W21	Rank-W22	Category	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Belgium	Austria	Portugal	Denmark	Norway	Finland	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total	
1	1	👉 Notebooks	59%	87%	84%	37%	37%	39%	-4%	42%	8%	46%	-4%	0%	-10%	9%	-13%	70%	2%	10%	15%	50%	17%	46%	
2	2	👉 Smartphones	-16%	8%	20%	-9%	-17%	193%	-20%	5%	-38%	32%	80%	90%	-1%	167%	-40%	-34%	14%	134%	54%	14%	-18%	10%	
3	3	👉 Warranties and Services	-5%	-9%	29%	-10%	-12%	-14%	-44%	-22%	-8%	-27%	-52%	30%	-24%	-17%	-23%	-3%	5%	-50%	-65%	-9%	-19%	-10%	
4	4	👉 Tablet PCs	56%	88%	193%	3%	29%	1%	5%	32%	-31%	-15%	123%	47%	35%	-23%	86%	44%	83%	-38%	9%	51%	55%	51%	
5	5	👉 Desktops	-47%	-58%	-36%	-35%	-30%	-18%	-24%	-37%	-46%	-26%	-46%	-45%	-36%	-49%	-26%	-13%	-19%	-37%	-19%	-42%	-24%	-39%	
6	6	👉 Ink Cartridges and Tanks	27%	-12%	-2%	2%	49%	-5%	6%	13%	9%	-15%	23%	-37%	-41%	12%	-3%	20%	-32%	-42%	7%	11%	1%	10%	
7	7	👉 Monitors	10%	-6%	-28%	-19%	8%	10%	-19%	12%	-11%	-12%	17%	72%	-37%	11%	-11%	-17%	-18%	-21%	-14%	-3%	-14%	-5%	
8	8	👉 Toner	-9%	-52%	-29%	-28%	-31%	-45%	-15%	-20%	-35%	-44%	-20%	-21%	-36%	-27%	-34%	-46%	-18%	-69%	-4%	-28%	-35%	-29%	
9	9	👉 Processors	30%	-17%	32%	16%	3%	50%	-32%	1%	0%	-44%	-22%	68%	-12%	55%	22%	46%	-7%	91%	-18%	12%	26%	14%	
10	10	👉 Office Applications Software	-36%	-12%	-19%	-4%	6%	-35%	52%	10%	-21%	33%	16%	-9%	17%	-8%	126%	1%	-13%	5%	-22%	-14%	37%	-9%	
11	11	👉 Solid State Drives (SSDs)	-14%	-29%	4%	-30%	-22%	-46%	-14%	-45%	-36%	10%	-61%	-9%	-41%	-23%	32%	-18%	6%	-23%	-60%	-22%	3%	-18%	
12	12	👉 Network Switches	-3%	-40%	-34%	-38%	-42%	-26%	-20%	4%	-30%	-20%	2%	12%	-15%	-23%	-47%	-20%	69%	10%	-48%	-26%	-32%	-27%	
13	13	👉 Hard Disk Drives (HDDs)	-48%	-42%	-21%	-32%	-30%	53%	-46%	-15%	-37%	80%	-46%	-44%	-62%	-42%	-42%	-38%	-11%	9%	-9%	-36%	-37%	-37%	
16	14	👆 Headsets/Headphones and Microphones	90%	12%	68%	-11%	65%	231%	-7%	36%	98%	125%	16%	14%	40%	101%	8%	61%	62%	3%	-78%	57%	18%	54%	
14	15	👆 Security Software	0%	36%	39%	5%	4%	-14%	-17%	-27%	-4%	-1%	-3%	12%	21%	12%	20%	23%	-29%	37%	-177%	8%	4%	8%	
15	16	👇 Operating Systems Software	-31%	-16%	-23%	26%	-31%	-35%	7%	13%	-39%	-40%	-18%	-44%	-9%	19%	9%	-24%	-27%	-25%	-56%	-15%	-13%	-15%	
17	17	👉 Servers (PC/Mac)	-22%	-25%	9%	-61%	-41%	-30%	27%	-10%	58%	-10%	-38%	-8%	-26%	27%	-38%	136%	-26%	17%	91%	-21%	-6%	-17%	
18	18	👉 RAM Memory	-17%	-57%	-12%	-43%	-28%	-31%	-51%	-29%	-14%	-5%	-42%	-10%	-16%	-41%	-27%	-39%	-30%	-33%	-39%	-36%	-29%	-35%	
19	19	👉 Data Management Software	-5%	-19%	-13%	-16%	0%	-36%	-46%	-22%	-24%	30%	64%	114%	-55%	-1%	64%	28%	8%	-10%	101%	-13%	33%	-10%	
20	20	👉 Graphics and Design Software	9%	-35%	15%	17%	-3%	-30%	-11%	-2%	7%	21%	-45%	-47%	-24%	-7%	-8%	3%	106%	33%	78%	-4%	21%	-3%	
21	21	👉 Disk Arrays	-8%	-48%	34%	9%	-11%	-53%	-25%	-8%	92%	91%	-49%	-4%	-93%	-14%	-56%	150%	3%	31%	-3%	-18%	-30%	-21%	
22	22	👉 All-in-One Lasers	-26%	-56%	-18%	-50%	-19%	-32%	-14%	-27%	27%	-70%	-67%	-44%	-25%	-39%	-45%	-38%	-5%	-65%	-47%	-34%	-42%	-37%	
24	23	👆 Televisions	-50%	-47%	-24%	-63%	4%	28%	-58%	34%	-49%	11%	-75%	-24%	122%	28%	-37%	-35%	1%	-54%	55%	-24%	-36%	-27%	
23	24	👇 Network Routers	-14%	-26%	29%	16%	-78%	-25%	-30%	-4%	-13%	114%	-8%	-38%	14%	-35%	1%	-31%	-42%	30%	-19%	-27%	-8%	-24%	
25	25	👉 Wireless Access Points	6%	9%	-18%	-13%	-33%	-7%	-30%	12%	-3%	-31%	-33%	3%	-3%	5%	-41%	-51%	-16%	-5%	8%	-5%	-37%	-8%	
32	26	👆 Database Management Software	-10%	-40%	-22%	39%	-68%	-7%	-38%	21%	52%	-61%	31%	-6%	-7%	-34%	-39%	63%	-52%	1%	-77%	-17%	-22%	-17%	
27	27	👆 Large Format Displays	-33%	-47%	-52%	-49%	-42%	-21%	-40%	2%	-23%	100%	-35%	-25%	39%	11%	-18%	-61%	-31%	-33%	-37%	-37%	-33%	-36%	
28	28	👆 Graphics Cards	51%	46%	38%	-40%	35%	-1%	-55%	72%	-37%	3%	-1%	-33%	6%	-32%	-59%	0%	3%	56%	-12%	22%	-32%	9%	
26	29	👇 All-in-One Inkjets	-5%	0%	2%	-7%	-3%	-36%	-34%	5%	33%	92%	-58%	-43%	-27%	8%	46%	-15%	-4%	25%	1%	-3%	-1%	-3%	
29	30	👉 Network Management Software	-30%	4%	-19%	-33%	16%	28%	-4%	-37%	-16%	-37%	-28%	-30%	27%	22%	-12%	15%	-63%	13%	-53%	-11%	-17%	-11%	
30	31	👇 Network Management and Security Appliances	11%	-37%	-28%	-49%	-5%	-31%	-40%	0%	-58%	-15%	66%	-3%	-2%	-29%	-41%	50%	70%	101%	-60%	-18%	-16%	-18%	
31	32	👇 Virtualisation Software	-25%	-4%	5%	-12%	5%	-46%	-21%	-35%	-37%	-40%	-48%	385%	61%	-27%	13%	9%	-55%	-36%	-25%	-12%	-4%	-11%	
33	33	👉 Docking Stations	1%	-16%	1%	-10%	-35%	-32%	-48%	27%	7%	12%	9%	70%	-56%	-31%	4%	6%	2%	-6%	-20%	-11%	2%	-11%	
34	34	👉 Desktop Workstations (PC/Mac)	-30%	-15%	-29%	-34%	-42%	-23%	-32%	-24%	-22%	30%	-27%	-45%	-29%	-46%	-8%	-28%	7%	-75%	-60%	-27%	-18%	-26%	
35	35	👆 Uninterruptible Power Supplies (UPS)	-14%	-27%	-30%	-39%	-36%	-29%	-33%	-27%	-35%	-10%	-4%	-43%	-29%	-30%	-6%	-47%	-42%	-62%	-33%	-27%	-15%	-22%	
38	36	👉 Notebook Workstations	-15%	52%	10%	-17%	85%	31%	-10%	26%	-23%	65%	-25%	-28%	-28%	35%	-26%	56%	6%	-33%	-62%	6%	10%	6%	
36	37	👇 Cables and Connectivity Adapters	6%	-35%	-19%	-18%	-17%	-20%	-33%	-23%	-20%	-15%	53%	12%	-28%	-7%	-3%	23%	4%	4%	-15%	-16%	4%	-14%	
37	38	👇 Transceivers	7%	-22%	28%	-32%	-28%	-11%	-26%	28%	-14%	-35%	-34%	8%	-7%	-3%	-19%	17%	25%	-43%	290%	-10%	-12%	-10%	
42	39	👇 Developer Tools Software	24%	-50%	-50%	-62%	26%	2%	162%	-21%	68%	11%	22%	183%	12%	7%	-69%	36%	-20%	33%	0%	0%	-9%	0%	
39	40	👇 Keyboards and Keypads	6%	-15%	20%	40%	55%	21%	1%	17%	5%	17%	-21%	-7%	-13%	9%	12%	17%	5%	-24%	-10%	9%	6%	8%	
41	41	👉 Integrated Systems	-63%	-28%	458%	20%	188%	-53%	-3%	324%	-97%	-45%	-71%	-84%	-29%	-50%	-64%	91%	-74%	231%	-68%	6%	-54%	1%	
40	42	👇 Laser Printers	-40%	-55%	-6%	-50%	-40%	-40%	-24%	-36%	6%	1%	-49%	-45%	-55%	-26%	-48%	-50%	21%	-50%	-52%	-39%	-45%	-40%	
43	43	👉 Long Life Consumables	-23%	-62%	-40%	-35%	-41%	-28%	-17%	-30%	-5%	-51%	-35%	10%	-15%	-32%	-32%	-43%	-18%	-57%	-64%	-36%	-34%	-36%	
44	44	👆 Projectors	-42%	-69%	-61%	-58%	-56%	-43%	9%	-44%	-55%	-34%	-62%	-43%	-43%	9%	-31%	-39%	-45%	-67%	-70%	-50%	-45%	-50%	
45	45	👇 Network Expansion Modules	-21%	-21%	-66%	-63%	-64%	-56%	-64%	-24%	-4%	-74%	-18%	-29%	-32%	-19%	18%	-32%	92%	88%	-51%	-37%	15%	-31%	
46	46	👉 VOIP Systems	-9%	-58%	-58%	-69%	-50%	7%	-77%	-35%	-51%	666%	14%	-56%	58%	-59%	31%	6%	-52%	122%	-60%	-37%	17%	-27%	
47	47	👉 Servers (Unix)	-86%	54%	-86%	-57%	-80%	-100%	-100%	-59%	-100%	89%	-56%		-100%	-82%	-100%	1020%	-100%	-100%		-83%	66%	-80%	

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			WESTERN EUROPE															EASTERN EUROPE						CATEGORY TREND		
Rank-W21	Rank-W22	Category	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Belgium	Austria	Portugal	Denmark	Norway	Finland	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total		
1	1	📁 Notebooks	69%	113%	68%	19%	67%	67%	43%	82%	137%	-1%	95%	69%	36%	45%	69%	84%	73%	100%	85%	41%	51%	43%		
2	2	📱 Smartphones	90%	19%	-9%	39%	6%	119%	95%	36%	-19%	-21%	7%	-10%	-1%	20%	-6%	-12%	65%	12%	62%	-4%	-8%	-4%		
3	3	📁 Warranties and Services	41%	455%	-29%	314%	940%	139%	91%	20%	-83%	863%	1387%	1%	23%	231%	329%	63%	-7%	310%	-75%	33%	113%	39%		
4	4	📱 Tablet PCs	40%	53%	-9%	-1%	22%	53%	11%	-4%	81%	104%	161%	-25%	129%	31%	58%	38%	192%	140%	85%	21%	95%	25%		
5	5	🖨 Desktops	-19%	15%	-52%	-21%	-1%	38%	66%	-16%	52%	-47%	19%	-26%	61%	18%	42%	5%	45%	146%	27%	-8%	35%	0%		
6	6	🖨 Ink Cartridges and Tanks	46%	5%	29%	36%	3%	7%	28%	-9%	-11%	184%	-12%	-32%	-27%	97%	-22%	85%	41%	-23%	-26%	20%	0%	18%		
7	7	🖨 Monitors	57%	181%	38%	50%	117%	95%	35%	46%	242%	147%	77%	-7%	35%	75%	41%	50%	99%	164%	19%	84%	68%	81%		
8	8	🖨 Toner	14%	-27%	34%	-6%	-40%	-35%	11%	-30%	-43%	63%	-5%	41%	-28%	36%	-32%	92%	-19%	-66%	14%	-16%	-7%	-14%		
9	9	🖨 Processors	202%	270%	353%	43%	66%	303%	120%	211%	398%	20%	306%	105%	265%	229%	181%	1%	212%	167%	64%	158%	84%	135%		
10	10	📁 Office Applications Software	16%	39%	-75%	102%	167%	-20%	193%	3%	50%	-28%	84%	96%	296%	46%	-9%	34%	156%	-19%	209%	29%	26%	28%		
11	11	📁 Solid State Drives (SSDs)	-37%	29%	-16%	59%	42%	34%	24%	34%	33%	10%	143%	66%	17%	112%	124%	-21%	-62%	33%	-55%	5%	55%	17%		
12	12	📁 Network Switches	57%	-39%	-26%	52%	-18%	128%	-38%	-11%	41%	143%	126%	-284%	213%	125%	161%	130%	40%	431%	83%	36%	217%	66%		
13	13	📁 Hard Disk Drives (HDDs)	37%	14%	-33%	-36%	-61%	-24%	14%	-9%	149%	-50%	190%	-15%	54%	3%	37%	59%	23%	-2%	-22%	-15%	35%	-3%		
16	14	📁 Headsets/Headphones and Microphones	148%	69%	119%	10%	78%	157%	55%	168%	45%	306%	126%	94%	215%	138%	56%	186%	159%	131%	124%	253%	770%	278%		
14	15	📁 Security Software	145%	57%	165%	68%	24%	575%	88%	5%	175%	125%	105%	217%	2005%	137%	2100%	100%	164%	290%	1285%	50%	62%	54%		
15	16	📁 Operating Systems Software	26%	17%	99%	142%	291%	31%	348%	155%	468%	-16%	492%	624%	447%	71%	55%	56%	116%	137%	-60%	85%	124%	88%		
17	17	📁 RAM Memory	137%	37%	20%	106%	24%	128%	90%	460%	70%	40%	199%	-37%	82%	64%	92%	45%	-9%	11%	-4%	85%	72%	81%		
18	18	🖨 All-in-One Lasers	57%	156%	6%	20%	32%	62%	10%	66%	98%	208%	91%	-32%	11%	29%	20%	23%	13%	27%	192%	52%	29%	43%		
20	19	📺 Televisions	-12%	104%	-18%	-60%	535%	2%	-99%	-55%	15%	-89%	284%	657%	83%	-21%	46%	28%	-2%	54%	-78%	27%	89%	38%		
21	20	📁 Network Routers	27%	101%	13%	9%	23%	4%	-38%	106%	22%	63%	97%	-78%	18%	23%	88%	63%	13%	106%	26%	-6%	15%	-1%		
19	21	📁 Wireless Access Points	98%	184%	55%	20%	51%	51%	-24%	112%	51%	170%	258%	224%	-17%	205%	32%	194%	83%	169%	-1%	72%	99%	74%		
23	22	📁 Graphics Cards	95%	164%	201%	14%	6%	145%	9%	92%	116%	-38%	208%	-81%	167%	382%	38%	127%	203%	64%	-2%	34%	70%	39%		
22	23	📁 All-in-One Inkjets	64%	34%	48%	-11%	21%	5%	-12%	93%	104%	38%	-14%	20%	157%	26%	-9%	213%	271%	123%	34%	71%	130%	83%		
24	24	📁 Smart Watches	8%	79%	-37%	14%	44%	22%	98%	13%	131%	87%	25%	234%	-30%	14%	-11%	10%	55%	7%	-66%	25%	9%	24%		
26	25	📁 Uninterruptable Power Supplies (UPS)	35%	-31%	-58%	-18%	-19%	27%	81%	1%	123%	80%	551%	1555%	8%	73%	34%	55%	19%	47%	32%	-29%	33%	-24%		
25	26	📁 Cables and Connectivity Adapters	11%	-50%	-68%	-4%	-25%	16%	-20%	-46%	41%	12%	42%	-77%	-10%	-23%	164%	3%	17%	46%	-38%	13%	20%	16%		
27	27	📁 Keyboards and Keypads	57%	44%	0%	19%	-6%	107%	76%	32%	54%	145%	-7%	166%	42%	45%	95%	5%	45%	27%	-35%	36%	44%	37%		
29	28	📁 Mobile Computing Cases	60%	-50%	-32%	-42%	-29%	-32%	33%	9%	20%	119%	282%	83%	33%	41%	36%	19%	94%	1%	65%	10%	13%	11%		
28	29	🖨 Laser Printers	32%	30%	-31%	68%	7%	-43%	36%	18%	272%	197%	-3%	150%	112%	22%	45%	42%	76%	52%	322%	0%	49%	3%		
30	30	🖨 Mice	61%	63%	59%	25%	23%	-22%	-28%	12%	97%	137%	-69%	36%	6%	18%	119%	83%	136%	5%	-5%	13%	96%	28%		
31	31	🖨 Projectors	-29%	98%	-66%	-14%	-65%	-26%	58%	174%	4%	-17%	-29%	6%	35%	33%	62%	-34%	-11%	141%	-54%	-12%	5%	-10%		
32	32	📁 NAS Devices	23%	33%	23%	-11%	-50%	-26%	29%	94%	31%	78%	68%	-57%	44%	-40%	42%	2%	-28%	45%	-26%	-6%	3%	-5%		
33	33	📁 Digital Media Players	5%	92%	-52%	64%	19%	-9%	35%	-1%	62%	72%	92%	50%	43%	8%	-32%	-36%	13%	298%	-52%	12%	-1%	12%		
35	34	📁 Smart Bands and Activity Trackers	-99%	63%	-59%	-94%	-25%	69%	239%	375%	-97%	-6%	40%	-72%	2991%	-48%	-1%	-12%	159%	-48%	352%	-28%	58%	-24%		
34	35	📁 IP Cameras	54%	15%	-85%	-74%	-64%	7%	-59%	-7%	14%	-75%	148%	3%	150%	62%	73%	28%	188%	227%	136%	13%	-20%	9%		
42	36	📁 Portable Speakers	-62%	-8%	28%	-78%	3%	34%	-70%	-19%	-95%	-88%	-72%	3974%	-81%	-38%	-54%	-34%	-27%	-41%	-47%	-69%	19%	-63%		
38	37	📁 Memory Cards	-20%	-69%	93%	59%	-62%	-2%	47%	19%	183%	-76%	80%	140%	-29%	-63%	-33%	-41%	-34%	-40%	-66%	74%	90%	79%		
40	38	📁 Smart Speakers	22%	-39%	-56%	-72%	-85%	-38%	-52%	-86%	-67%	-58%						336%	-87%	-100%		-48%	-38%	-46%		
37	39	📁 Games Accessories	128%		179%	42%	-21%	71%	167%	161%	283%	229%	216%	1002%	-16%	78%	8%	218%	58%	23%	39%	18%	54%	18%		
39	40	📁 Powerline Devices	41%	145%	32%	-30%	-44%	12%	40%	87%	0%	65%	133%	-89%	-89%	95%	99%	29%	52%	103%	36%	-53%	584%	-53%		
36	41	📁 Smartphone Protective Cases	-19%	-91%	-81%	-81%	-73%	30%	0%	-40%	-41%	0%	77%	52%	-39%	-1%	152%	-75%	37%	-3%		-60%	-16%	-55%		
41	42	📁 USB Memory	-38%	-77%	-29%	-79%	-73%	15%	14%	-36%	7%	-65%	120%	-4%	-50%	-33%	-40%	58%	-49%	-98%	-44%	-17%	-43%	-19%		
43	43	📁 Consoles Fixed	93%		-44%	-56%	-2%	-50%	-3627650%		-17%	663%	-100%		115%	-100%	427%	-15%	-25%	54%	-74%	-74%	-6%	-33%		
44	44	📁 Mobile Phones	34%	-19%	-50%	-74%	-22%	113%	-35%	-7%	-43%	-91%	21%	79%	62%	-22%	-54%	-93%	32%	9%	94%	-31%	-46%	-35%		
45	45	📁 Digital Cameras	-86%	39%	-94%	-84%	-72%	-17%	-100%	-68%	639%	-70%	-95%	-94%	-37%	-81%	-83%	-40%	-51%	-59%	-38%	-68%	-37%	-53%		

Optimise today
Accelerate tomorrow