

IT Industry Update

13th May 2020

CONTEXT COVID-19 Weekly Report



01

CLIMATE SURVEY FEEDBACK

02

TOP TRENDS COVID-19 REPORTS TO WEEK 18 (WEEK 17 FOR US)

03

APRIL 2020 REVIEW

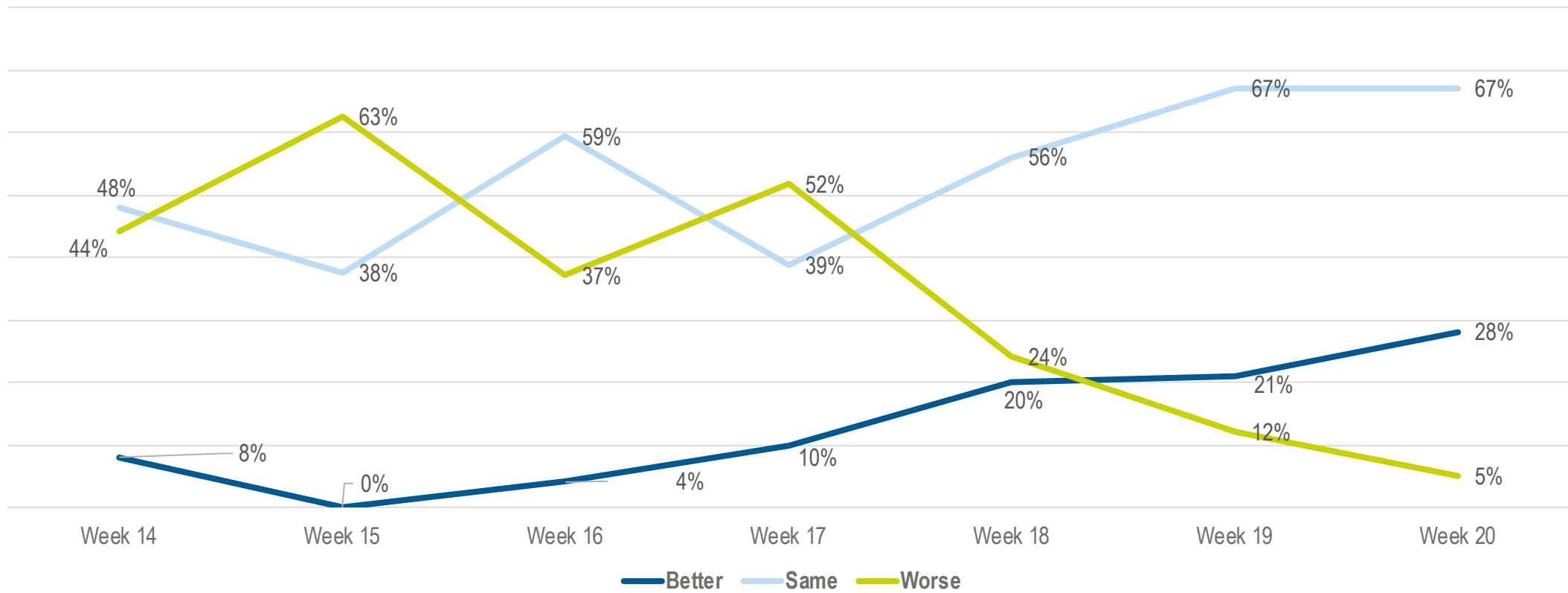
04

ANALYST UPDATE – PC'S (MARIE-CHRISTINE PYGOTT)

CLIMATE SURVEY FEEDBACK – POSITIVE TRENDS THIS WEEK

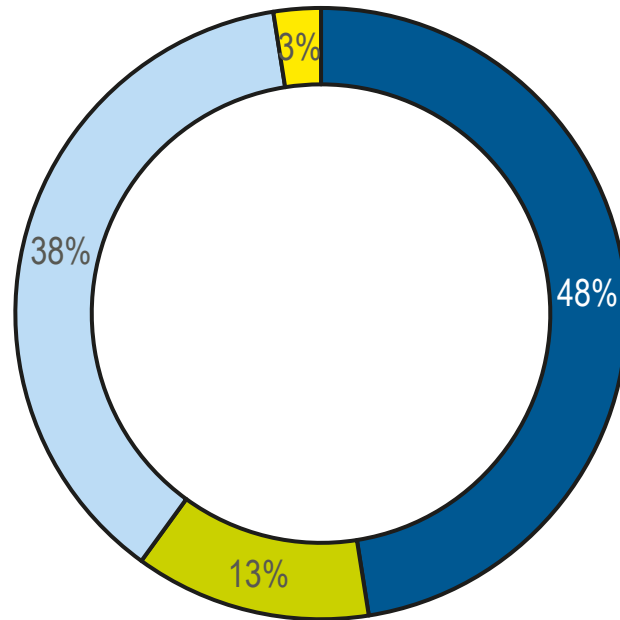


How is the situation for the IT industry in your country (compared to last week)?



YOUR SENTIMENT ABOUT Q2

Last week we gave an estimate for Q2 of a year on year decline in the channel (using CONTEXT Panel) of between -2% and -6%. Is this

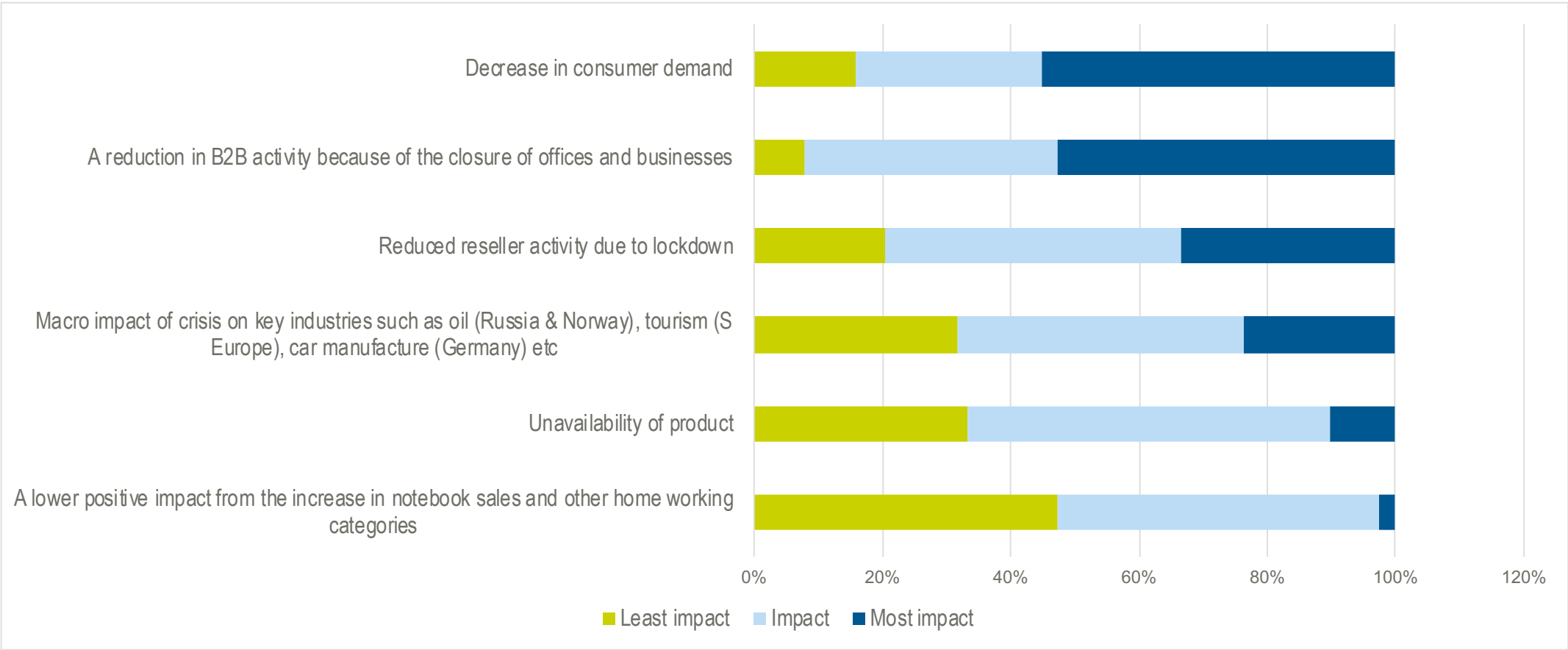


■ About right ■ I really do not know ■ Too optimistic ■ Too pessimistic

40 responses

KEY FACTORS IMPACTING Q2 RESULTS

Assuming that there is a decline in Q2, what factors will be the most important in influencing the results?



40 responses

COVID-19 REPORTS

01

REVENUE GROWTH

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)

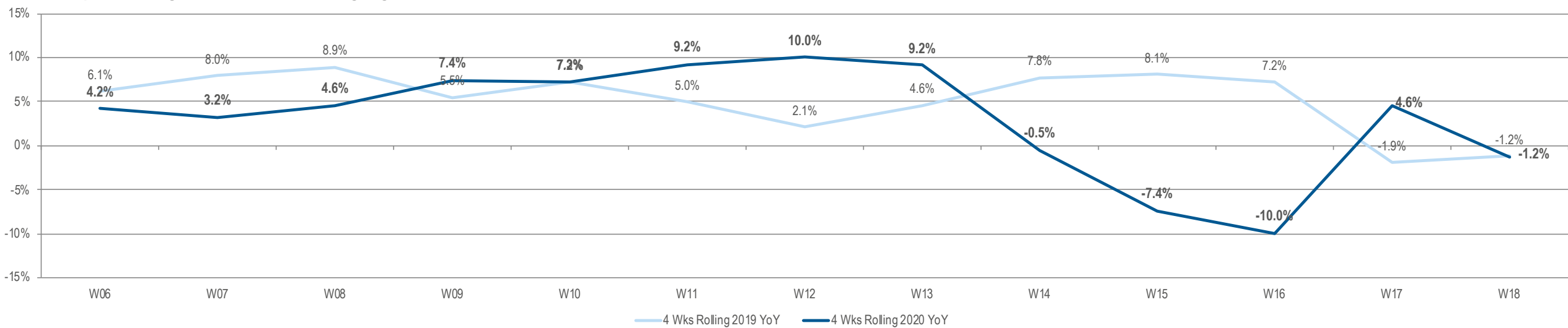
01

REVENUE GROWTH

WEEK 18 (-3% YOY) SHOWS SOFTENING TREND



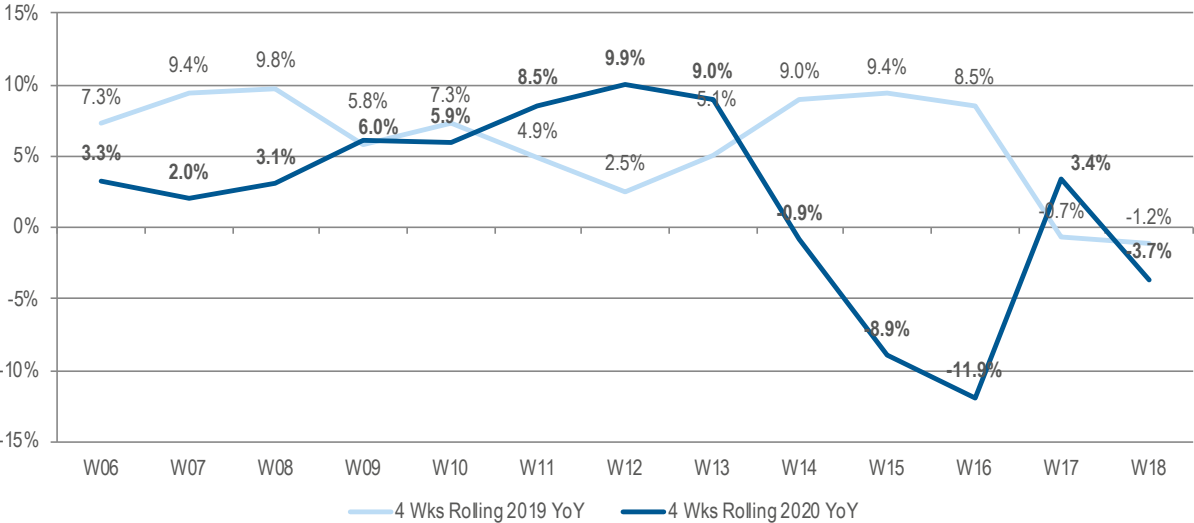
European Panel growth Y/Y 4 weeks rolling avg



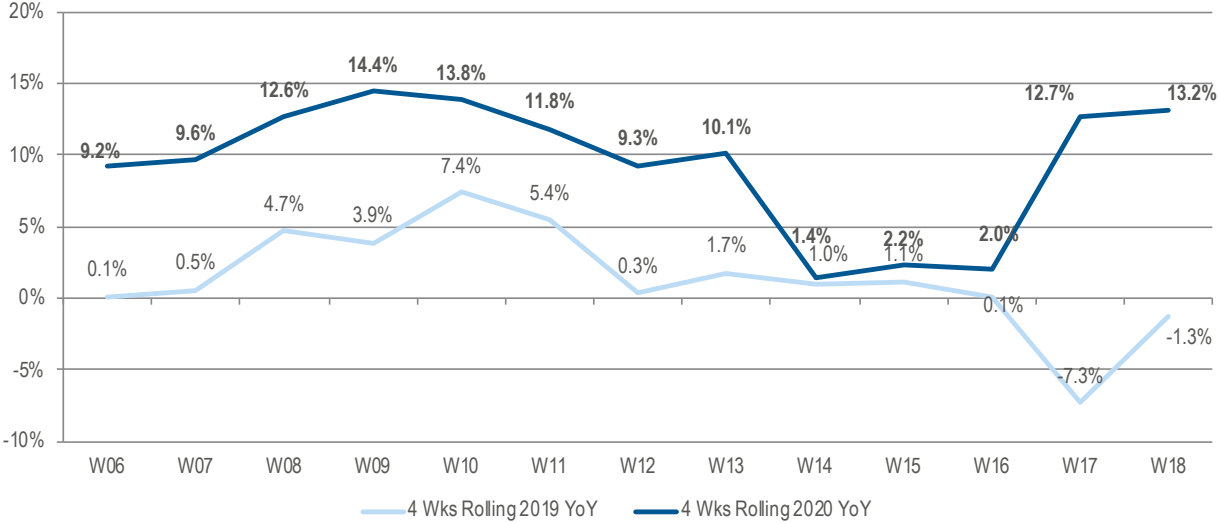
EASTERN EUROPE HOLDS UP



Western Europe growth Y/Y 4 weeks rolling avg



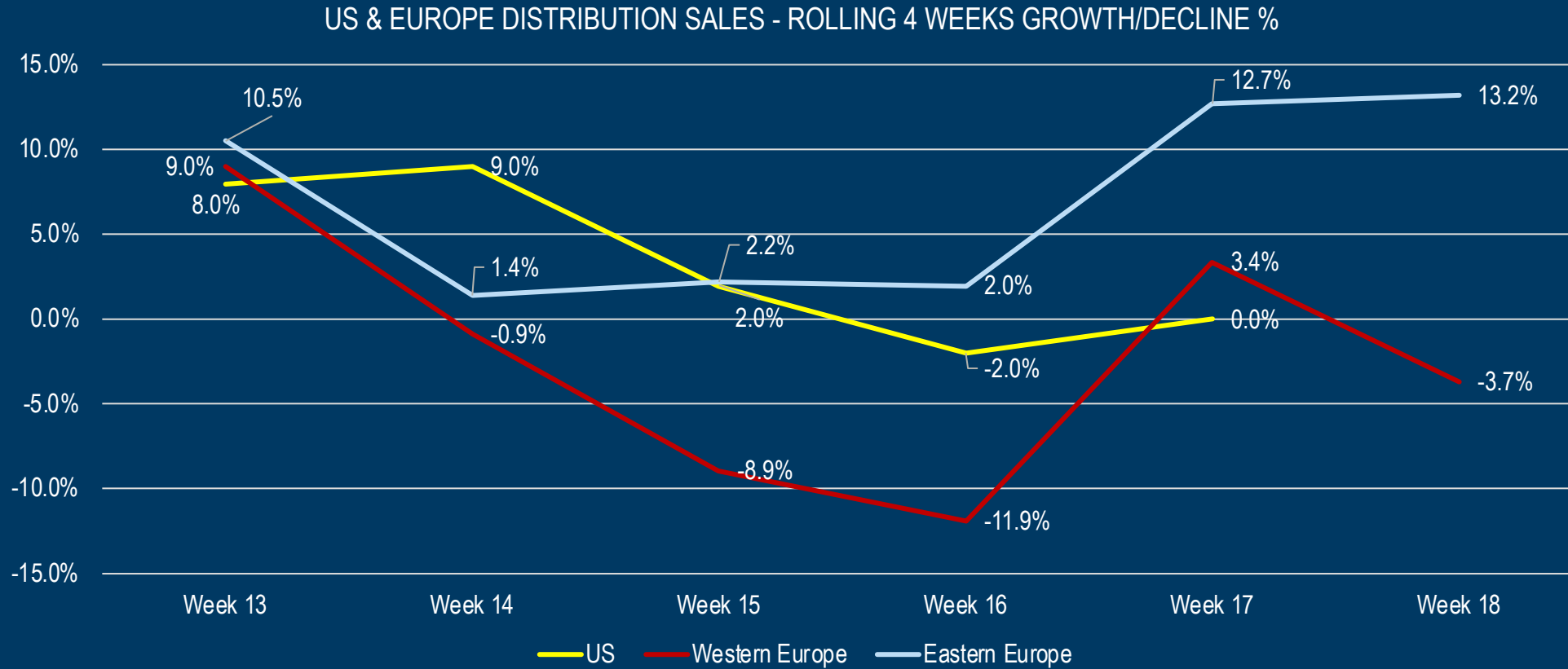
Eastern Europe growth Y/Y 4 weeks rolling avg



US CONTINUES TO FOLLOW EUROPE TREND IN WEEK 17

Global Distribution Update – Covid-19 Weekly Report

Total Distribution Trends US and Europe



4 week rolling revenues based on \$ (US) and Euro (Europe)

4 OF THE 5 LARGE COUNTRIES ARE IN NEGATIVE TERRITORY



Pandemic week start

Week 9

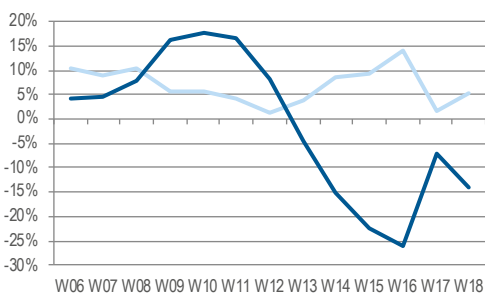
Week 10

Week 10

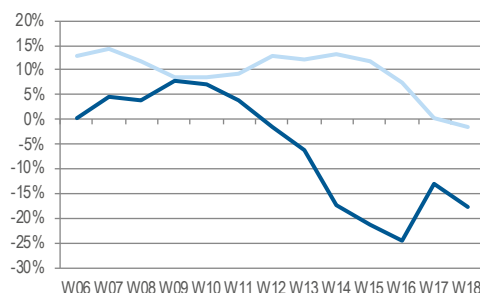
Week 10

Week 10

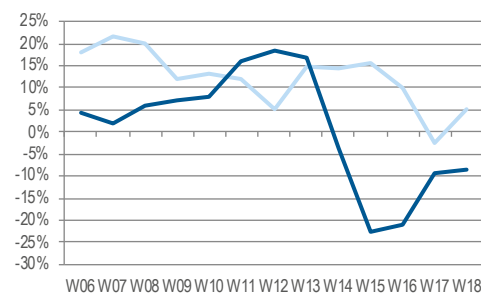
Italy growth Y/Y 4 weeks rolling avg



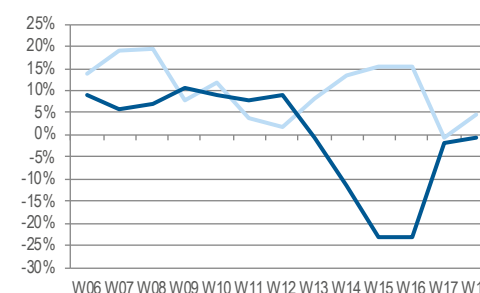
France growth Y/Y 4 weeks rolling avg



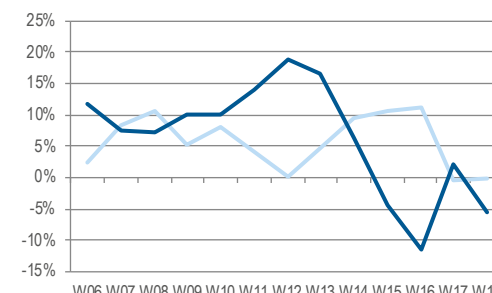
Spain growth Y/Y 4 weeks rolling avg



Portugal growth Y/Y 4 weeks rolling avg



Germany growth Y/Y 4 weeks rolling avg



Pandemic week start

Week 11

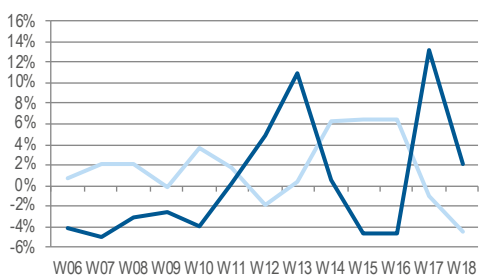
Week 11

Week 11

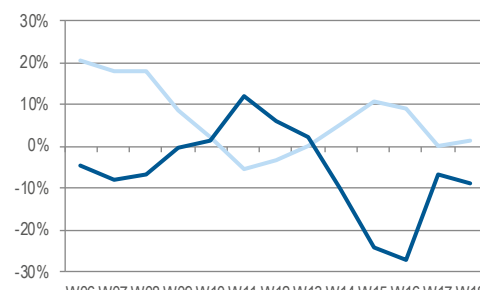
Week 11

Week 11

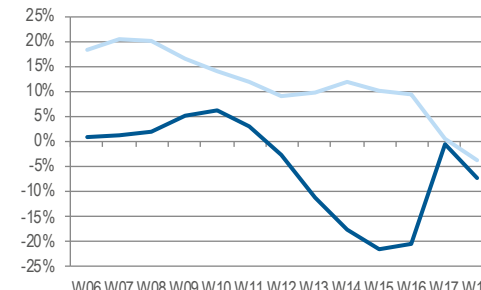
United Kingdom growth Y/Y 4 weeks rolling avg



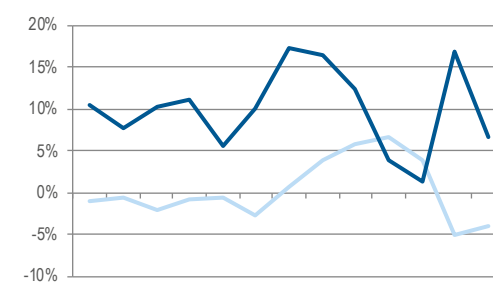
Austria growth Y/Y 4 weeks rolling avg



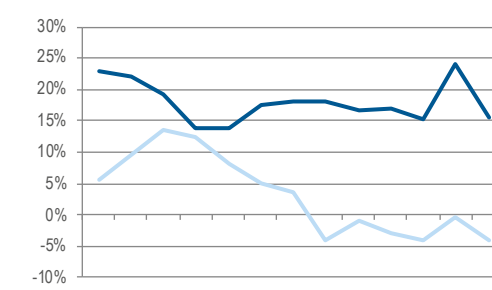
Belgium growth Y/Y 4 weeks rolling avg



Switzerland growth Y/Y 4 weeks rolling avg



Other WE growth Y/Y 4 weeks rolling avg

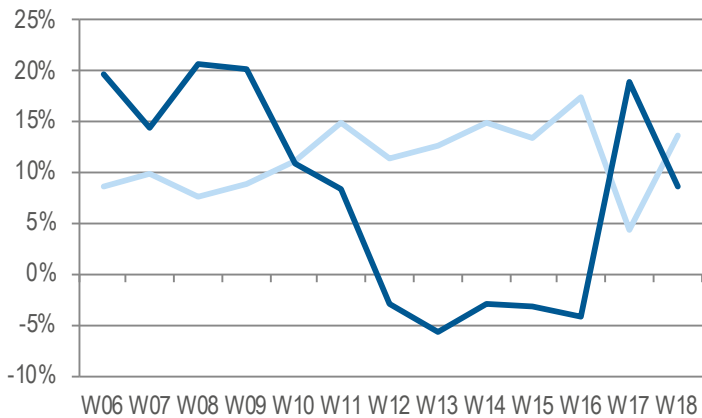


STRONG PERFORMANCE SUSTAINED IN EASTERN EUROPE



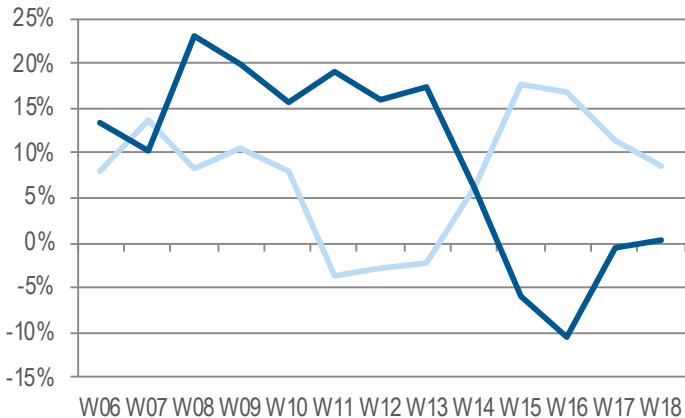
Pandemic week start Week 11

Poland growth Y/Y 4 weeks rolling avg



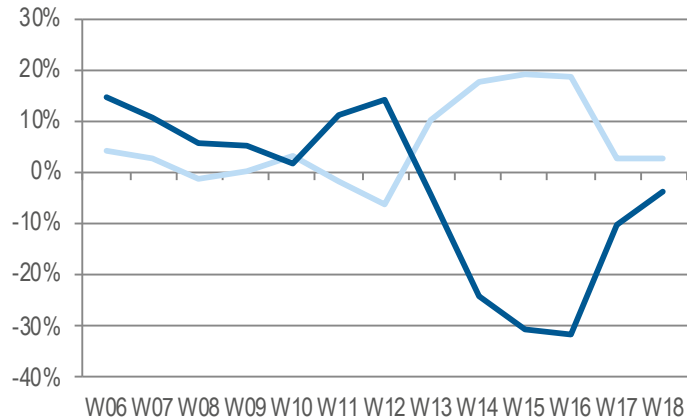
Week 11

Czech Republic growth Y/Y 4 weeks rolling avg



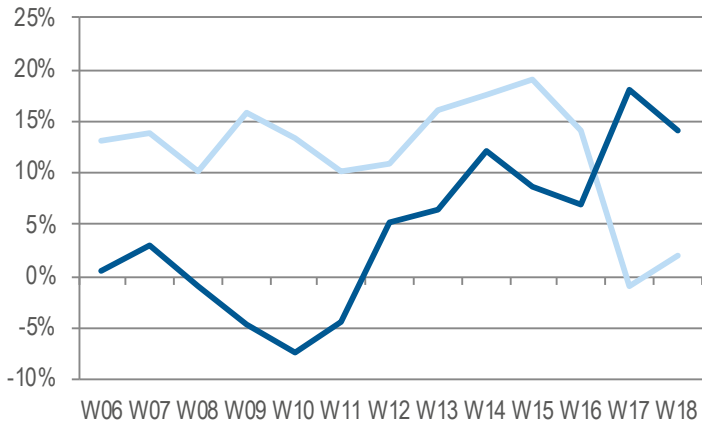
Week 11

Slovakia growth Y/Y 4 weeks rolling avg



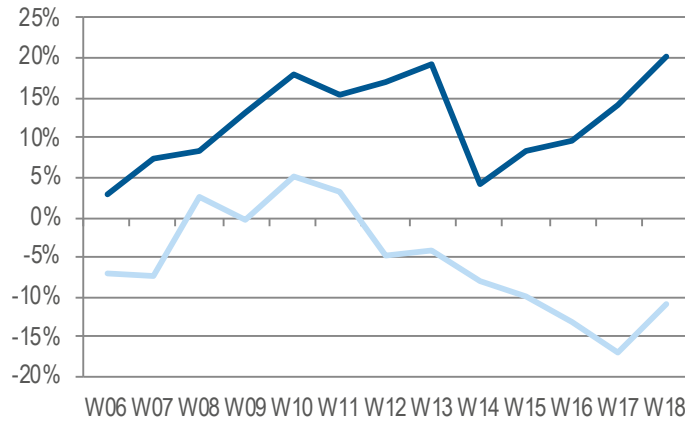
Pandemic week start Week 11

Baltics growth Y/Y 4 weeks rolling avg



Week 11

Russia growth Y/Y 4 weeks rolling avg



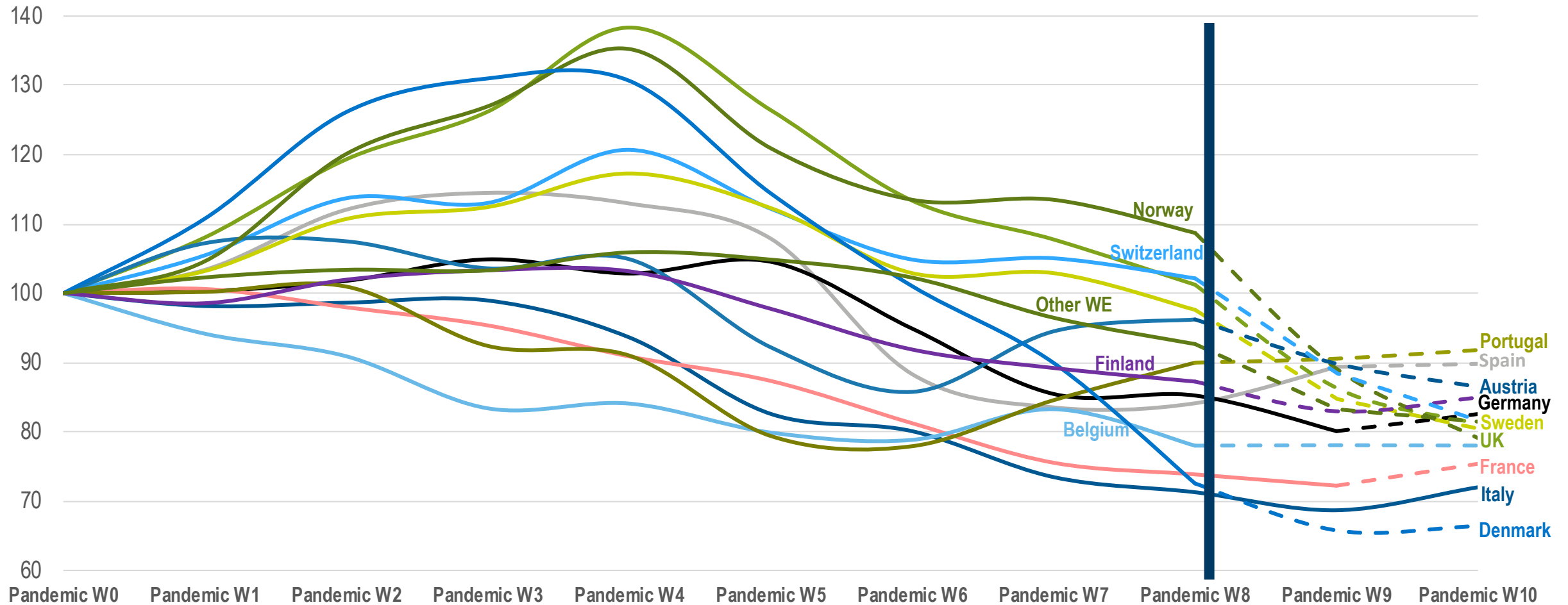
Sorted in order of week of pandemic date

02

REVENUE PANDEMIC INDEX

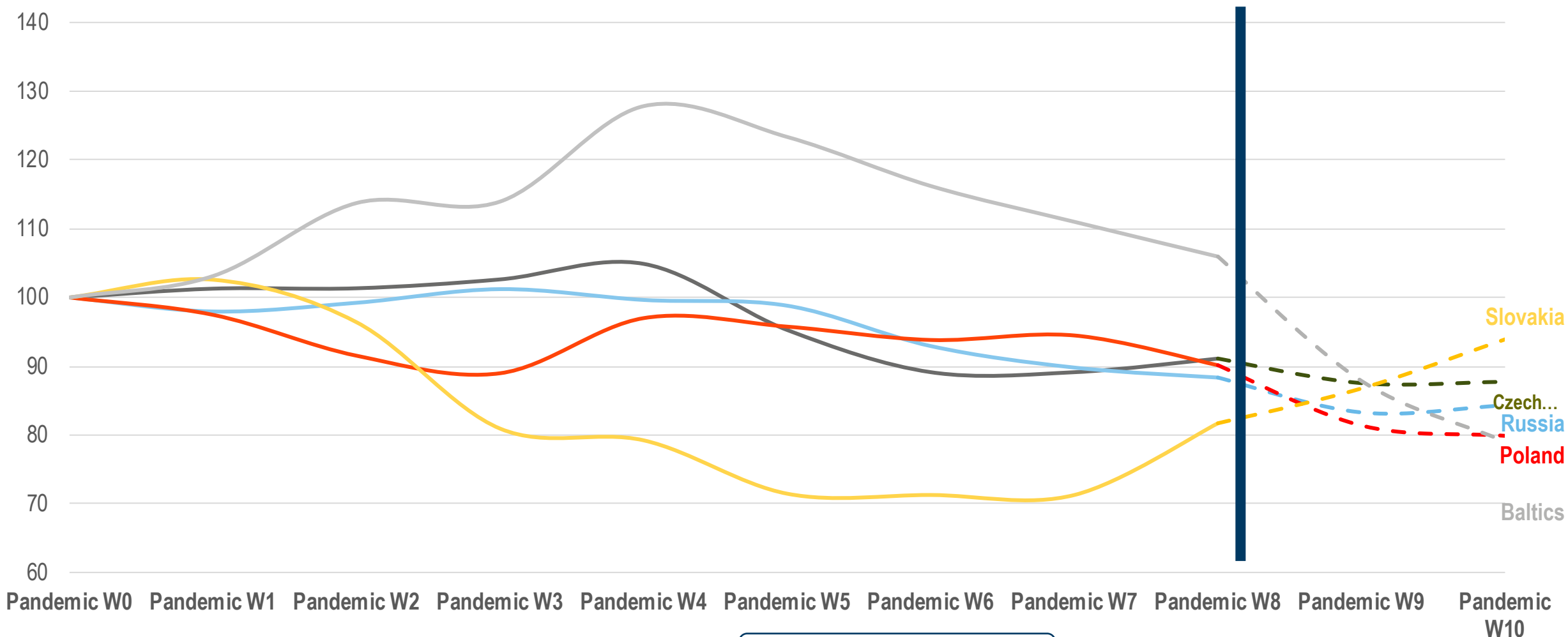
WESTERN EUROPE –STRONGER COUNTRIES SOFTEN, WEAKER STRENGTHEN

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



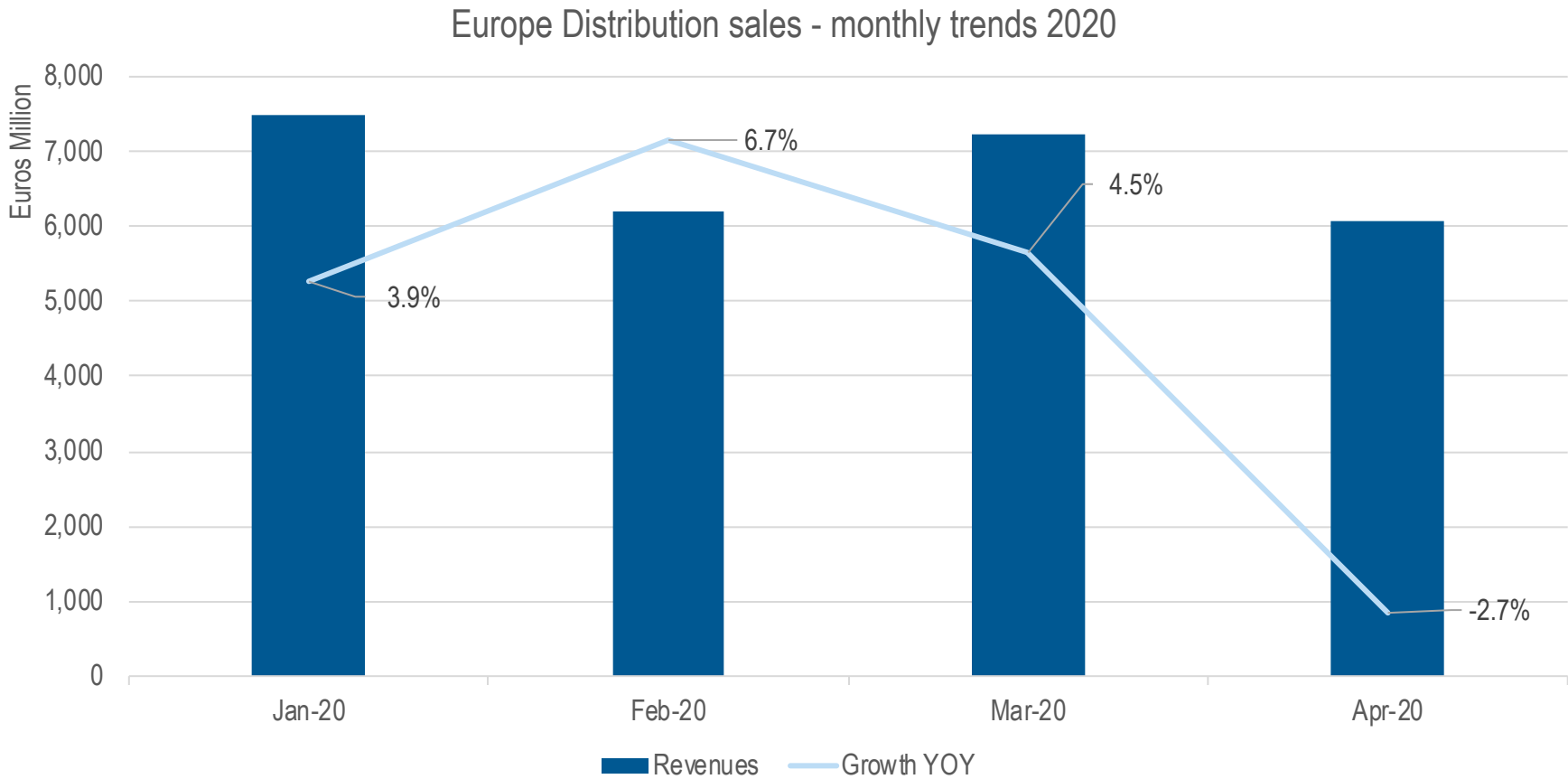
EASTERN EUROPE – SLOVAKIA RECOVERS

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



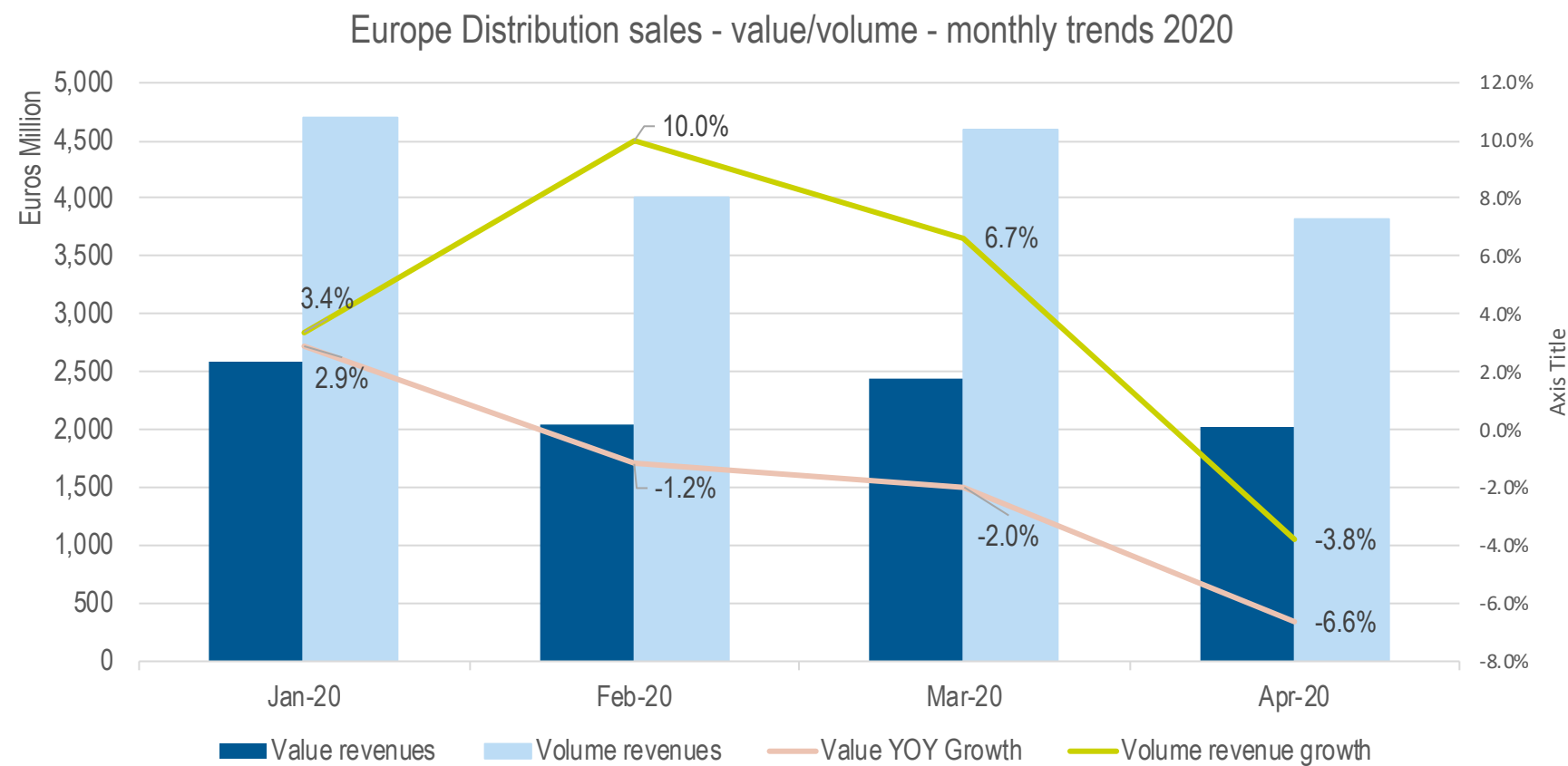
APRIL 2020 - REVIEW OF THE MONTH

APRIL TURNS NEGATIVE



Decrease in April of 170mn€ compared to prior year

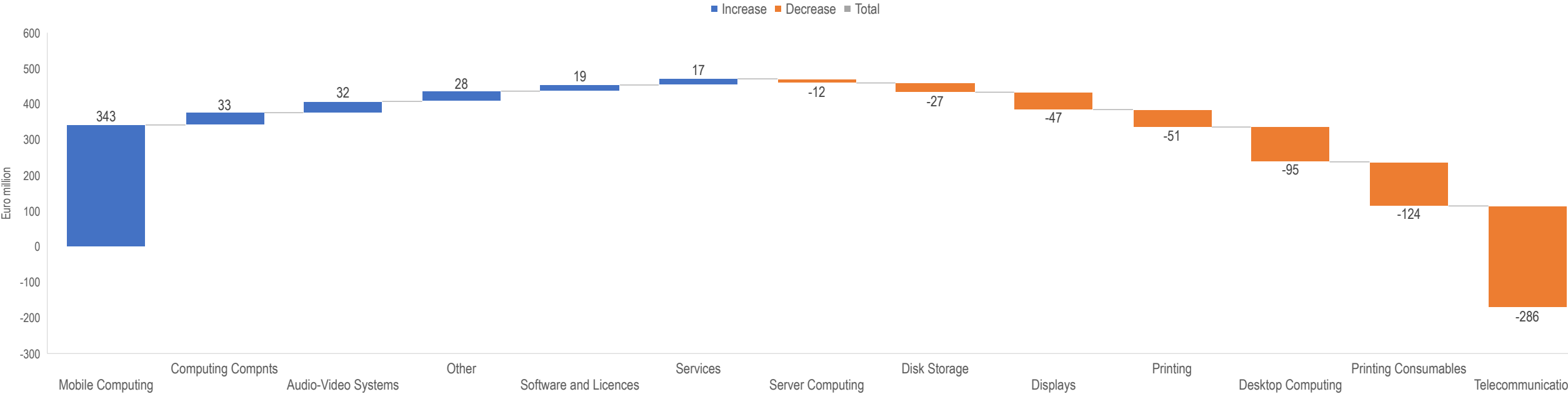
VALUE BUSINESS MORE IMMEDIATELY AFFECTED BY THE CRISIS



HUGE SHIFTS IN SOME SECTORS NOTABLY MOBILE COMPUTING AND TELECOMS

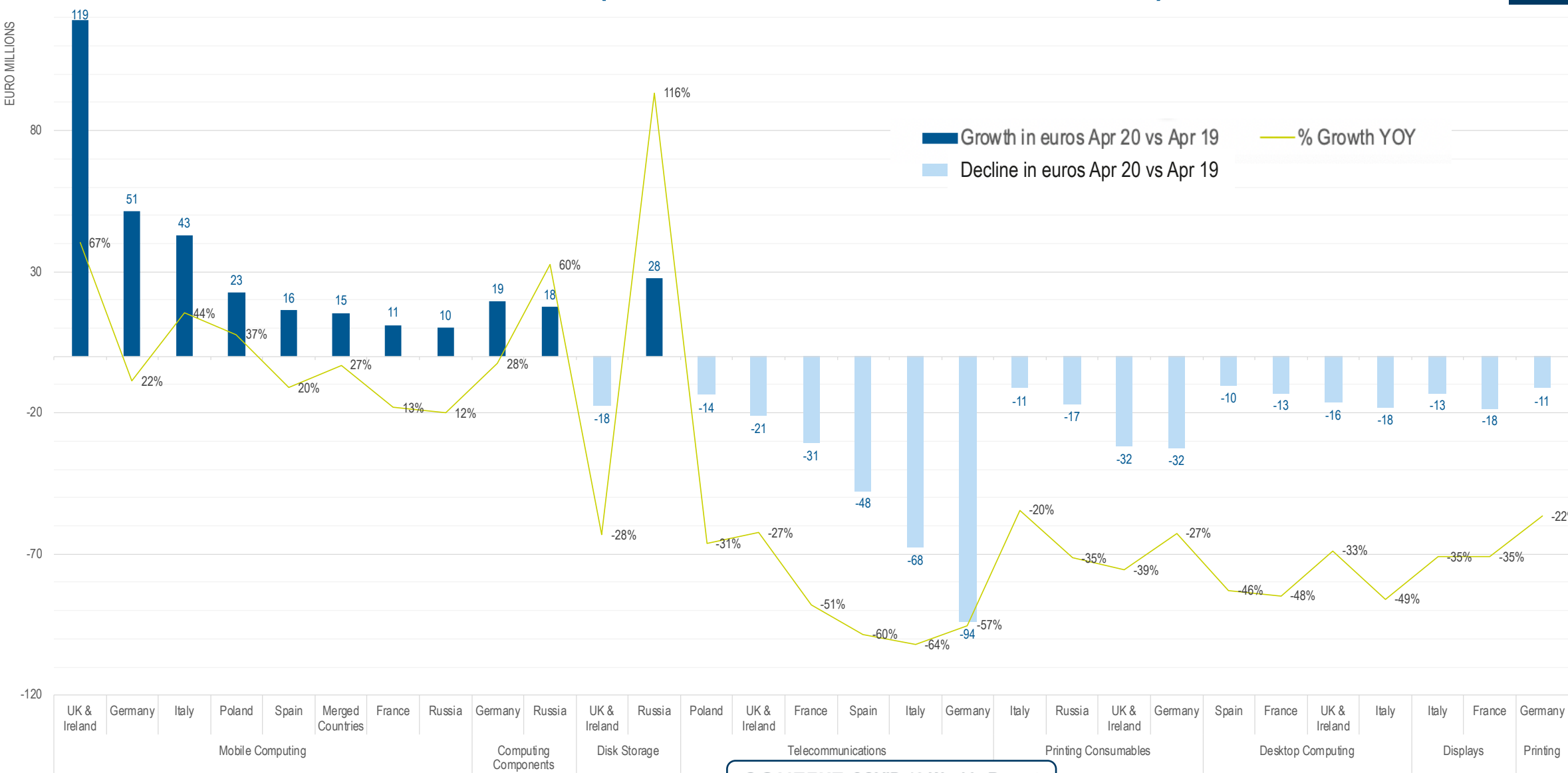


April 2020 Growth April 2020 vs April 2019 - Europe Distribution in Euro mn



Key movements making up the 170mn€ decline

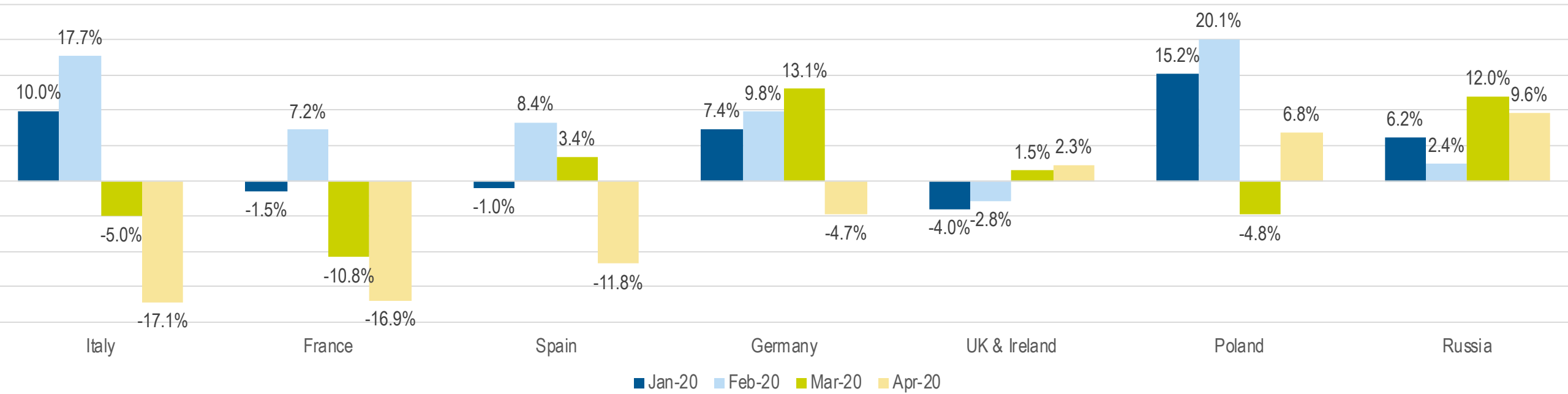
IMPACT OF KEY CATEGORY SHIFT (>10M€ GROWTH/DECLINE YOY) BY COUNTRY



GERMANY TURNS NEGATIVE IN APRIL



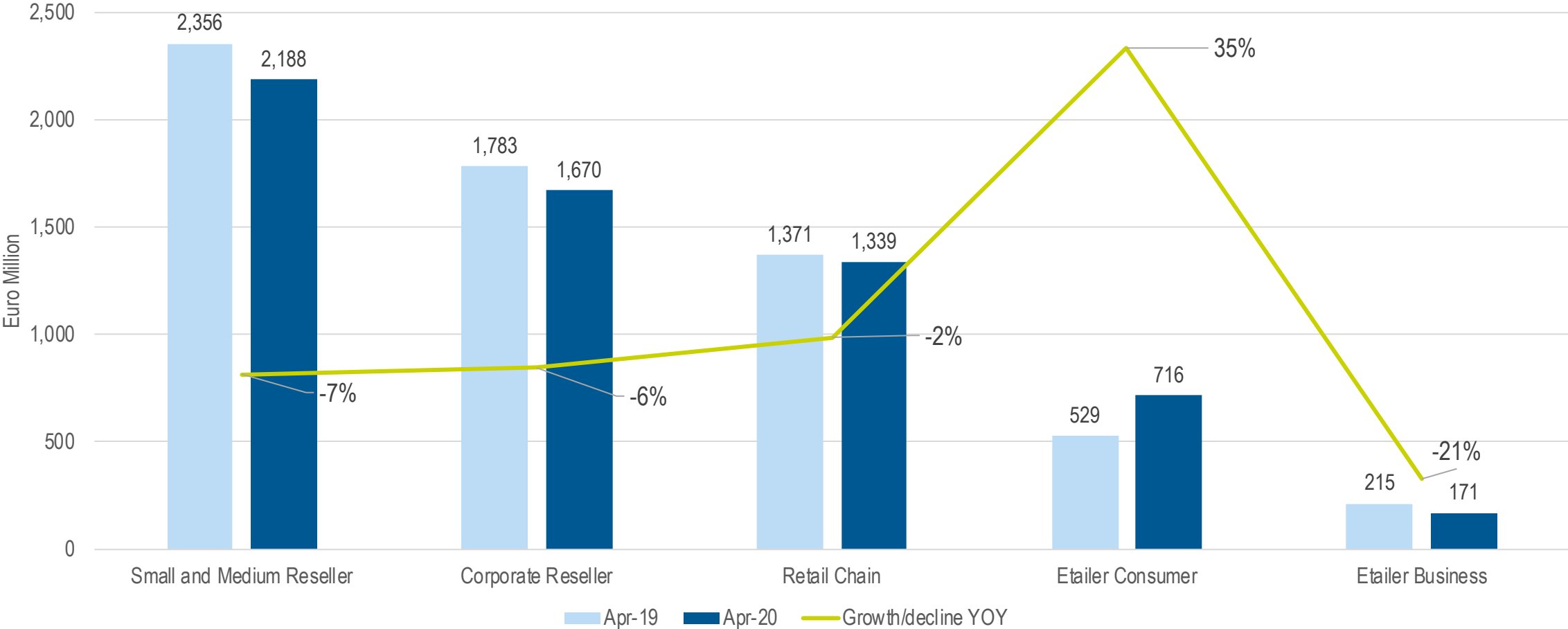
Europe Distribution sales - by country - monthly trends 2020



SMR AND CORPORATE RESELLER ARE IMPACTED, ALL CHANNELS VARY BY COUNTRY

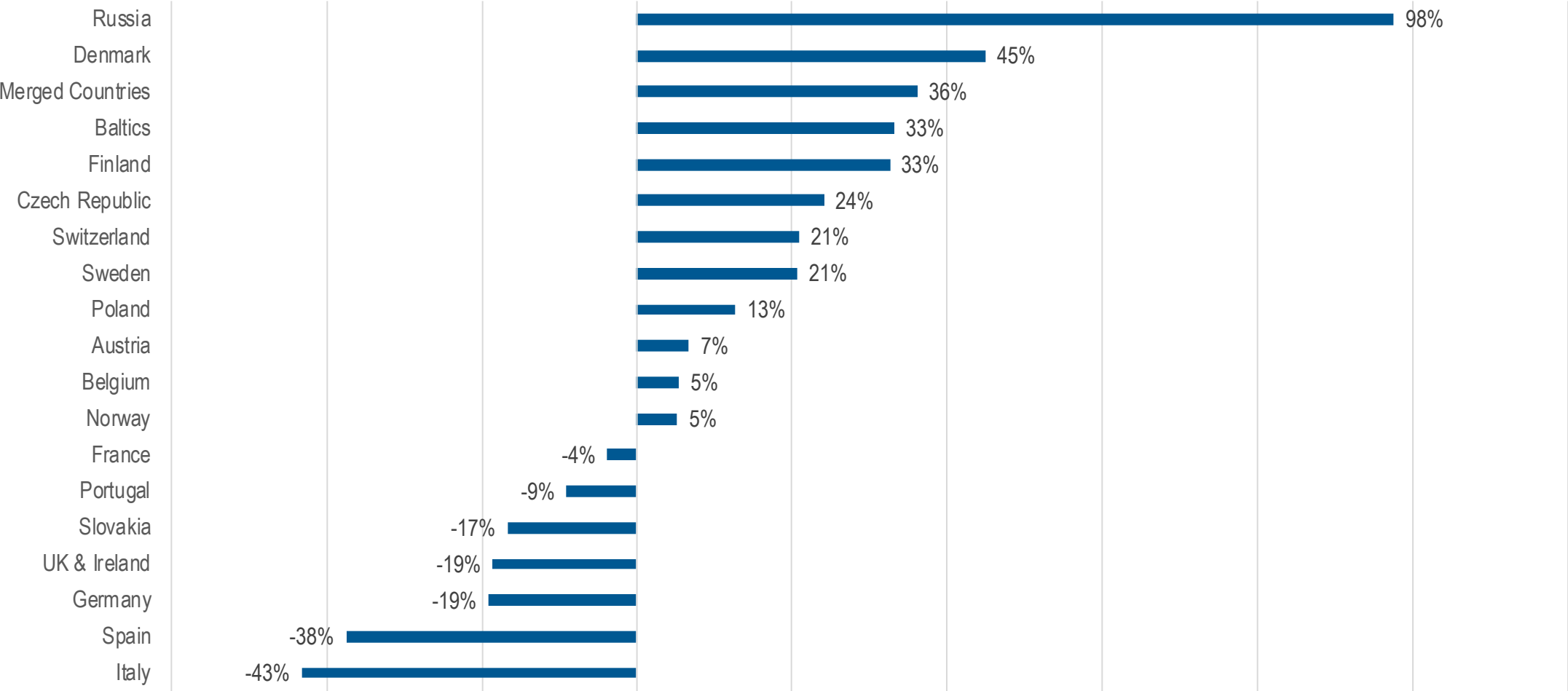


Europe Distribution Sales by Channel April 20 vs Prior Year



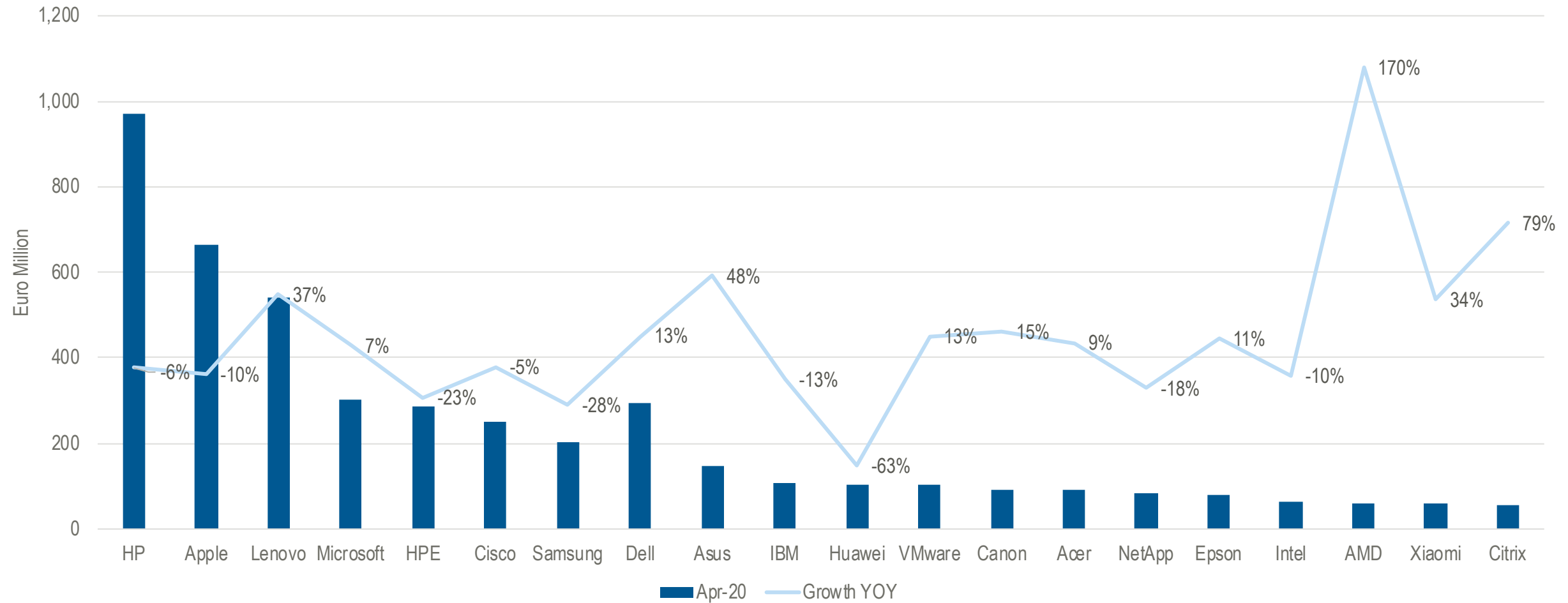
RETAIL IN THE NON-AMAZON COUNTRIES HAS BENEFITED

Europe Distribution Sales - Retail Channel - April 20 vs Prior Year



NOTEBOOK VENDORS HAVE BEEN THE KEY BENEFICIARY

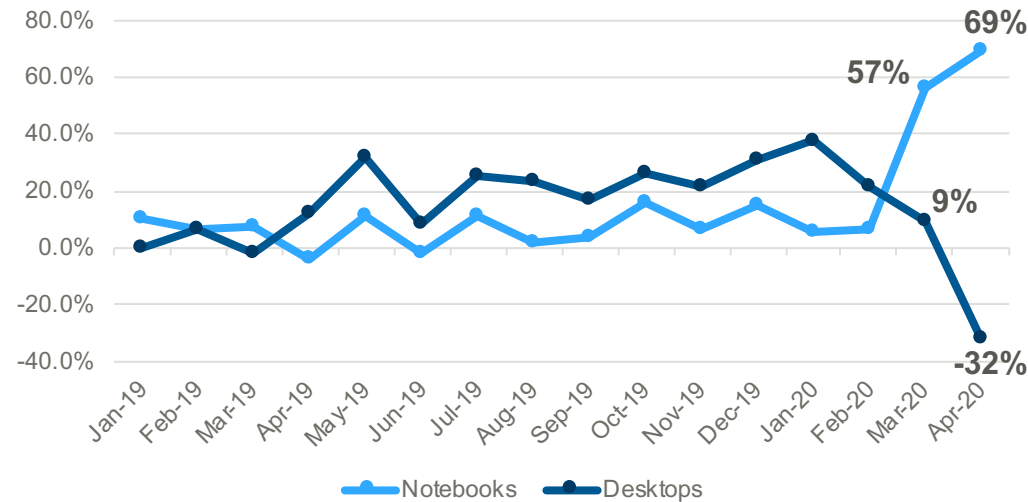
Europe Distribution Sales - Top 20 Vendors - April 20 vs Prior year



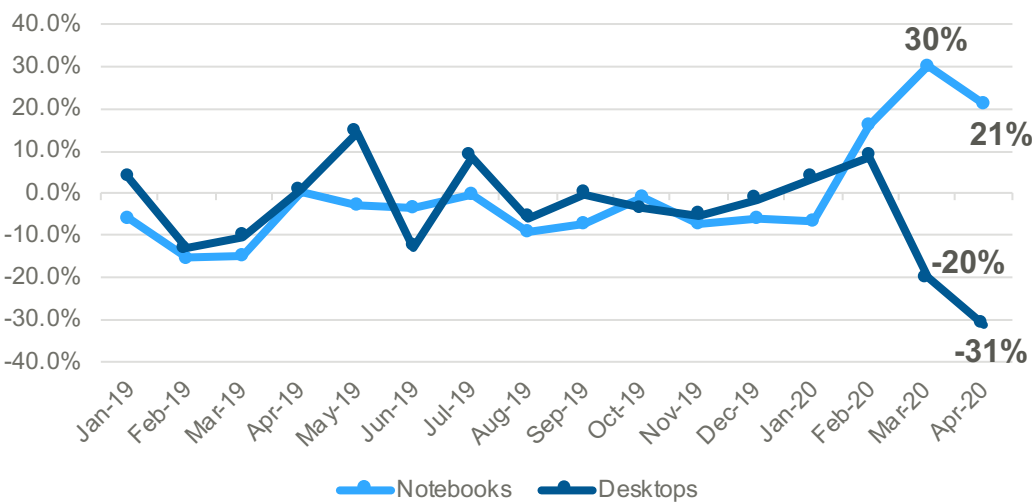
PCS IN APRIL 2020: NOTEBOOK MOMENTUM STAYS STRONG, DESKTOPS DIVE



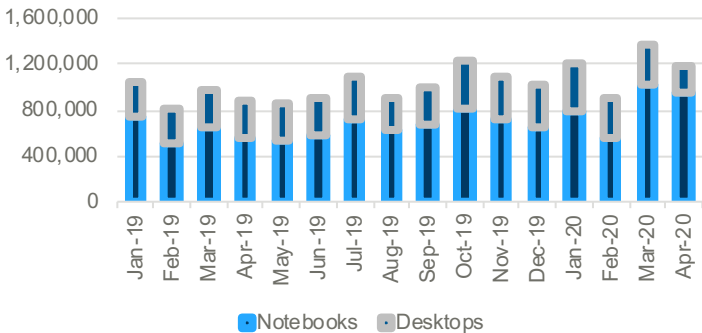
Y/Y volume growth, business-targeted PCs, W-E



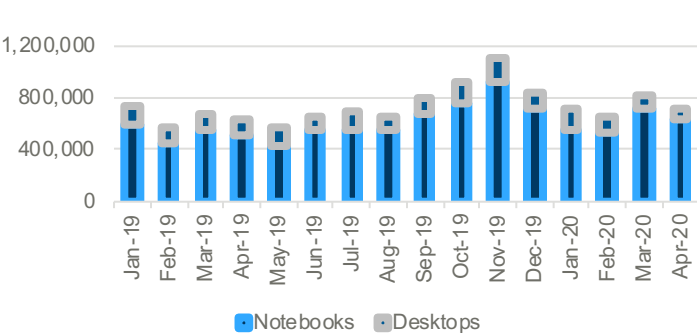
Y/Y volume growth, consumer-targeted PCs, W-E



Business-targeted PC volume sales, W-E



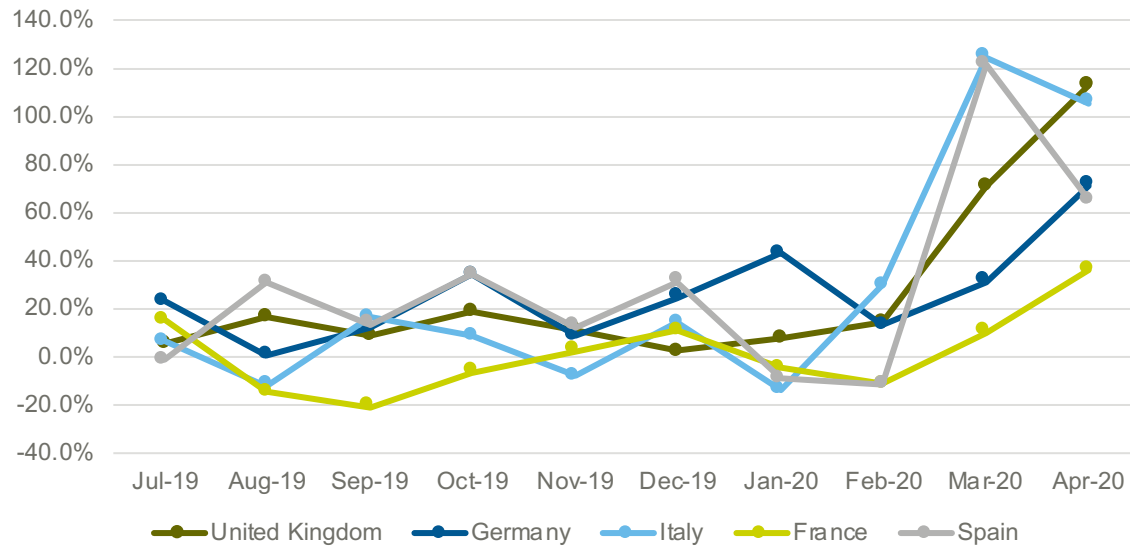
Consumer-targeted PC volume sales, W-E



BUS PCS: UK IS TOP-GROWING MARKET FOR NB, DT DOWN ACROSS ALL COUNTRIES

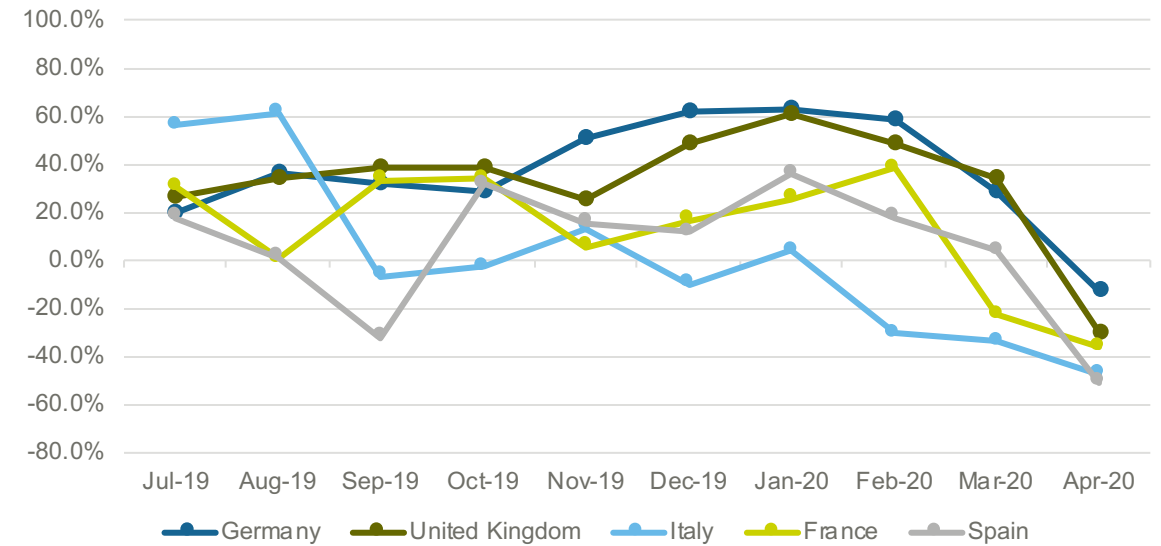


Y/Y volume growth, business-targeted notebooks



- April Y/Y volume growth, business-targeted notebooks:
 - UK +113%
 - Italy +105%
 - Germany +71%
 - Spain +65%
 - France +36%

Y/Y volume growth, business-targeted desktops



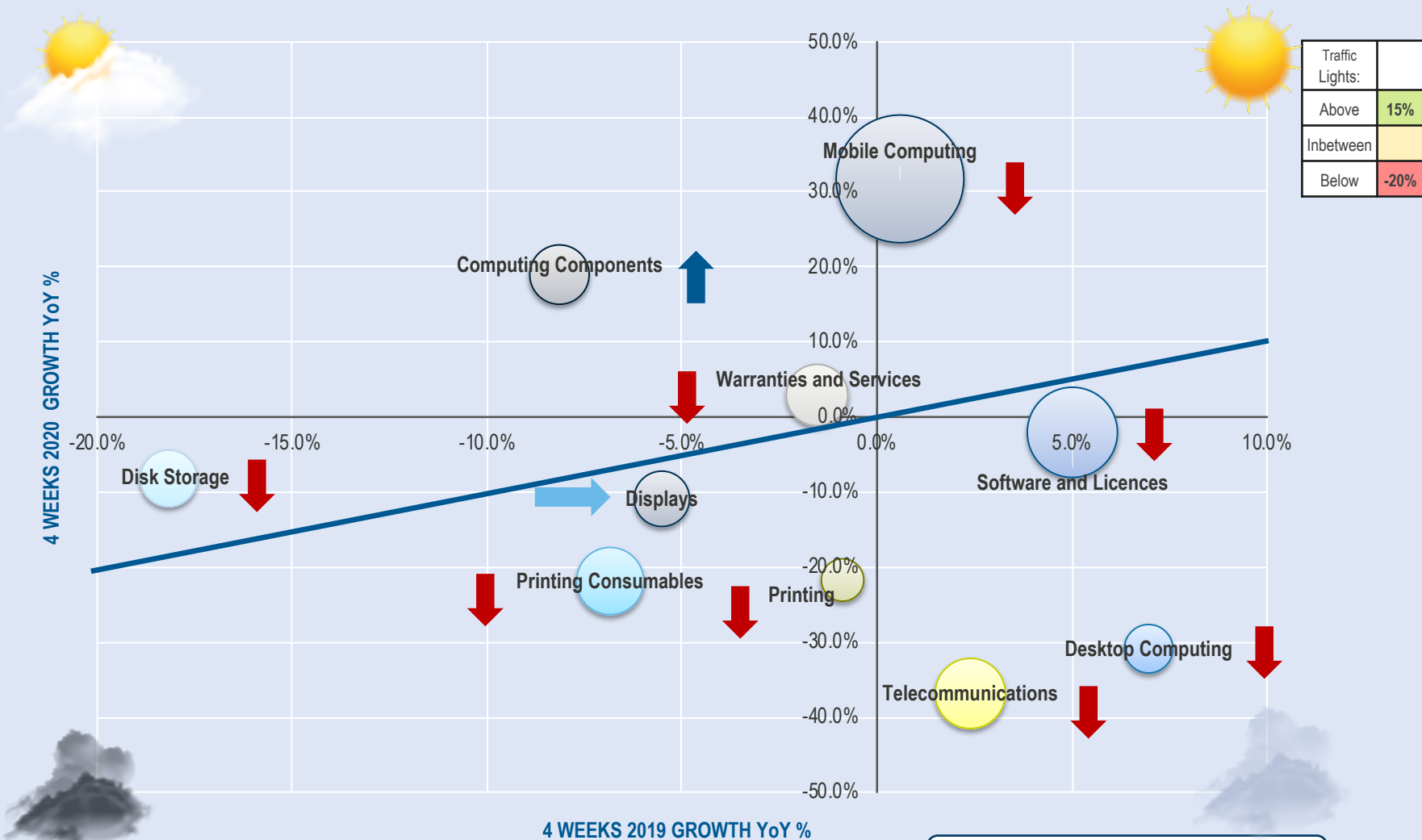
- April Y/Y volume growth, business-targeted desktops:
 - Germany -13%
 - UK -30%
 - Italy -48%
 - France -36%
 - Spain -51%

03

SECTOR/CATEGORY WEATHER MAPS

INDUSTRY SECTOR TRENDS: TOP 10 BY REVENUE IN EUROS

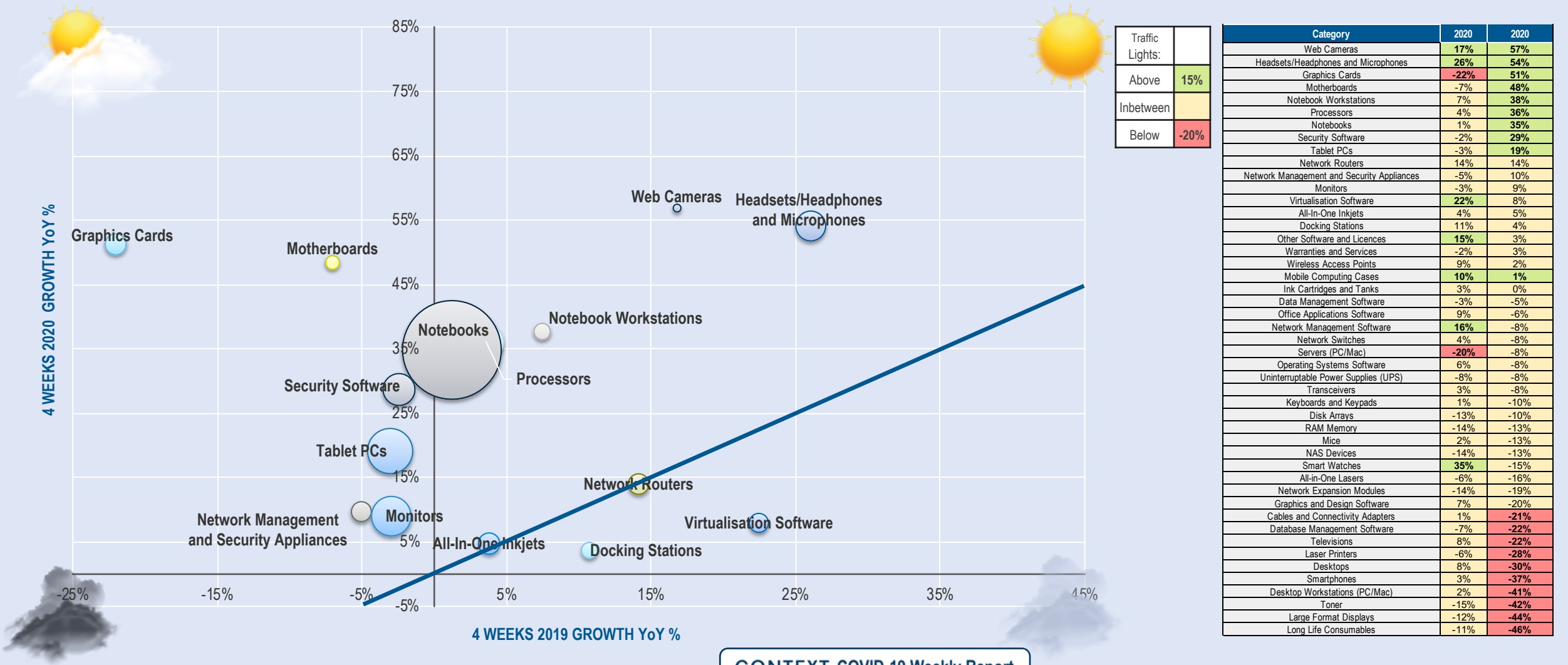
% Change in sales through IT Distribution in €: 4 Weeks to Week 18 (03/05/20) vs same period 2019



Industry Sector	2019	2020
Mobile Computing	1%	32%
Software and Licences	5%	-2%
Printing Consumables	-7%	-22%
Telecommunications	2%	-37%
Warranties and Services	-2%	3%
Disk Storage	-18%	-8%
Computing Components	-8%	19%
Displays	-6%	-11%
Desktop Computing	7%	-31%
Printing	-1%	-22%
Networking Systems	7%	-2%
Server Computing	-15%	-5%
Computing Accessories	-2%	0%
Audio-Video Systems	13%	29%
Data Center Networking and Security	-11%	-4%
Wireless Networking	5%	6%
Other Networking Equipment	4%	-4%
Power Equipment	-3%	-14%
Wearable Devices	28%	-16%
Connectivity	0%	-19%
Home and Garden	23%	-13%
Games Consoles	55%	19%
Smart Home and Office	194%	-27%
Removable Storage	-32%	-37%
Electronics	-22%	-29%
Unified Communications	-8%	-17%
Terminals, Thin Clients and Points of Sales	-13%	-25%
Scanner Imaging	11%	-33%
Tape Storage	-20%	-5%
Security	-9%	-36%
Photo and Video Cameras	-24%	-65%
eHealth Devices	-39%	89%
Security Devices	45%	-41%

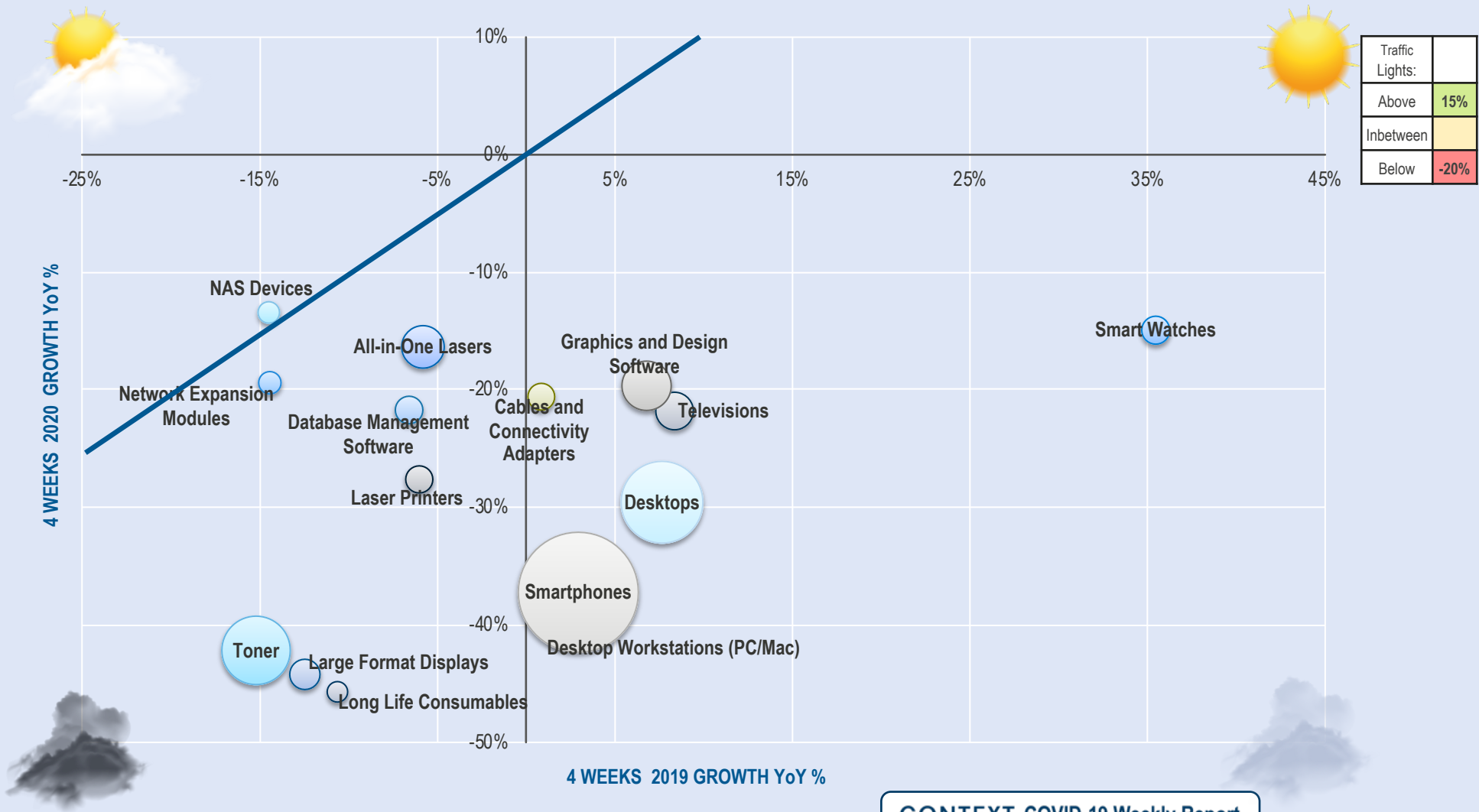
CATEGORY TRENDS: TOP 15 BY % REVENUE GROWTH

% Change in sales through IT Distribution in €: 4 Weeks to Week 18 (03/05/20) vs same period 2019



CATEGORY TRENDS: TOP 15 BY % REVENUE DECLINE

% Change in sales through IT Distribution in €: 4 Weeks to Week 18 (03/05/20) vs same period 2019



Category	2019	2020
Long Life Consumables	-11%	-46%
Large Format Displays	-12%	-44%
Toner	-15%	-42%
Desktop Workstations (PC/Mac)	2%	-41%
Smartphones	3%	-37%
Desktops	8%	-30%
Laser Printers	-6%	-28%
Televisions	8%	-22%
Database Management Software	-7%	-22%
Cables and Connectivity Adapters	1%	-21%
Graphics and Design Software	7%	-20%
Network Expansion Modules	-14%	-19%
All-in-One Lasers	-6%	-16%
Smart Watches	35%	-15%
NAS Devices	-14%	-13%
Mice	2%	-13%
RAM Memory	-14%	-13%
Disk Arrays	-13%	-10%
Keyboards and Key pads	1%	-10%
Transceivers	3%	-8%
Uninterruptable Power Supplies (UPS)	-8%	-8%
Operating Systems Software	6%	-8%
Servers (PC/Mac)	-20%	-8%
Network Switches	4%	-8%
Network Management Software	16%	-8%
Office Applications Software	9%	-6%
Data Management Software	-3%	-5%
Ink Cartridges and Tanks	3%	0%
Mobile Computing Cases	10%	1%
Wireless Access Points	9%	2%
Warranties and Services	-2%	3%
Other Software and Licences	15%	3%
Docking Stations	11%	4%
All-In-One Inkjets	4%	5%
Virtualisation Software	22%	8%
Monitors	-3%	9%
Network Management and Security Appliances	-5%	10%
Network Routers	14%	14%
Tablet PCs	-3%	19%
Security Software	-2%	29%
Notebooks	1%	35%
Processors	4%	36%
Notebook Workstations	7%	38%
Motherboards	-7%	48%
Graphics Cards	-22%	51%
Headsets/Headphones and Microphones	26%	54%
Web Cameras	17%	57%

Top 20 Growth Categories, US Distribution Market				
	Ranked on Revenue % Change (latest week)			
	US 4 weeks ended 4/4/2020 (Wk 14)	US 4 weeks ended 11/4/2020 (Wk 15)	US 4 weeks ended 18/4/2020 (Wk 16)	US 4 weeks ended 25/4/2020 (Wk 17)
	US Dollar % Change			
Cellular Headsets	192%	202%	120%	144%
Storage Area Network			41%	140%
PC Headsets	252%	309%	204%	136%
USB Camera	68%	45%	68%	109%
BTO Thin Clients	98%	110%	198%	88%
Servers			205%	71%
Disk enclosures				67%
BTO POS PCs			101%	61%
Notebook Computers	50%	37%	30%	50%
BTO Notebook Computers		53%	65%	49%
Modems	57%	83%	102%	45%
Power supplies				44%
Tablets & e-readers - Cases	32%	39%	24%	41%
Purpose built backup appliance ("PBBA")				32%
Video cards				30%
Motherboards			19%	28%
Laptop Cases	94%	84%	61%	25%
BTO Servers	41%	31%		21%
PDU's				20%
Other Multimedia Accessories		61%	48%	19%
Data Cartridges	50%	78%	92%	
Telephone Headset	109%	124%	53%	
Docking Stations	84%	51%	29%	
Peripheral Cables	78%	65%	28%	
Mail/Shipping Label Printers		37%	27%	
Tablets		26%	16%	
Data Scanners	153%	155%		
Security Cables and Kits	56%	49%		
Monitors	63%	45%		
Desktop Computers	39%			
Keyboards	35%			

US HIGHLIGHTS

Global Distribution Update

Top Growth Categories in US

SAN growth

Servers stay high

Notebooks strengthen again to extraordinary heights

Power supplies new entrant

Desktops become one of the fastest declining categories -45% YOY



04

CHANNEL HEALTH

CORPORATE RESELLER, DRIVEN BY STRONG PERFORMANCE IN UK & ITALY, ADVANCE



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

Week 18

CHANNEL GROWTH		
WE	EE	Total
-5%	-15%	-6%
-8%	3%	-6%
-21%	-45%	-22%
46%	-6%	39%
-13%	52%	0%

Week 17

CHANNEL GROWTH		
WE	EE	Total
7%	-14%	5%
-2%	-2%	-2%
-12%	-34%	-14%
48%	-4%	40%
-10%	63%	4%

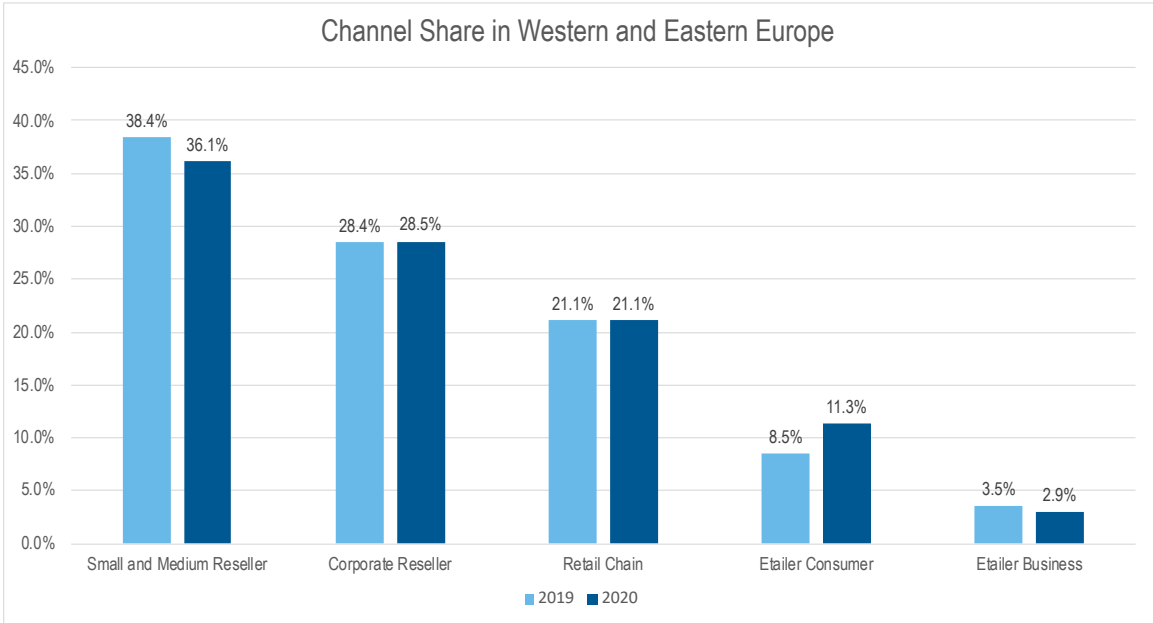
Week 16

CHANNEL GROWTH		
WE	EE	Total
-11%	-19%	-12%
-15%	-7%	-14%
-14%	-31%	-15%
21%	1%	-18%
-23%	33%	-12%

Week 15

CHANNEL GROWTH		
WE	EE	Total
-9%	-24%	-10%
-11%	-2%	-9%
-2%	-24%	-4%
16%	0%	14%
-19%	30%	-9%

Above	15%
Inbetween	
Below	-20%



FRANCE, SPAIN & ITALY SMR CONTINUES WEAK, ETAILER CONSUMER SURGE

		WESTERN EUROPE													
Business Sectors	Channel	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Austria	Belgium	Portugal	Denmark	Finland	Norway	Other WE
Business Channels	Corporate Reseller	-13%	5%	1%	-20%	0%	-9%	-5%	-20%	-3%	-44%	-22%	-6%	6%	-2%
	Small and Medium Reseller	-6%	-13%	-6%	-22%	-11%	0%	11%	-13%	-16%	24%	-22%	8%	11%	7%
	Etailer Business	-11%	-11%	-14%	-37%	-46%	-18%	-36%	-49%	5%	-4%	-31%	-40%	22%	-44%
Retail Channels	Etailer Consumer	36%	66%	32%	4%	74%	35%	-5%	40%	82%	-11%	85%	83%	93%	57%
	Retail Chain	-15%	-15%	-42%	-9%	-36%	20%	24%	13%	2%	-6%	46%	41%	4%	38%

		EASTERN EUROPE				
Business Sectors	Channel	Russia	Poland	Czech Republic	Baltics	Slovakia
Business Channels	Corporate Reseller	-20%	-24%	6%	-33%	88%
	Small and Medium Reseller	6%	8%	-13%	16%	-21%
	Etailer Business	-50%	0%	-51%	-56%	-70%
Retail Channels	Etailer Consumer	-38%	45%	-8%	112%	-25%
	Retail Chain	113%	13%	22%	28%	-16%

Above	15%
Inbetween	
Below	-20%

Thank you!

**ANY
QUESTIONS?**



CONTEXT Covid-19 Weekly Report

For the Period: **4 Weeks to Week 18 (May 03 2020) vs Same Period 2019**

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CONTEXT Covid-19 Weekly Report

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Weekly Revenue Trend EE

Weekly %YoY Trend - Sum

Weekly %YoY Trend - WE

Weekly %YoY Trend - EE

Top Growth Industry

Top Decline Industry

Largest Industry

Top Growth Category

Top Decline Category

Largest Category

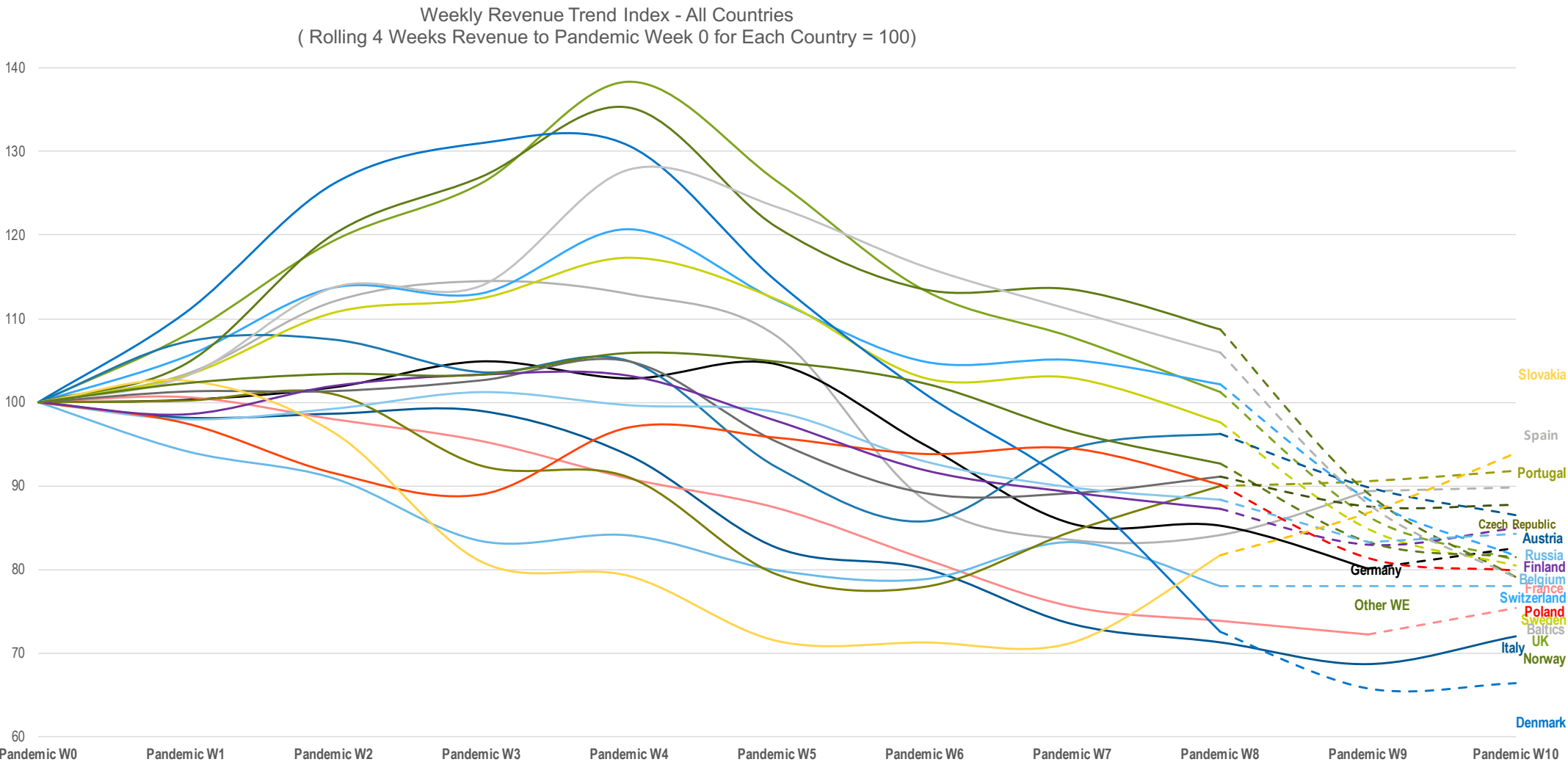
Channel

Largest Industries Business

Weekly Revenue Trend

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

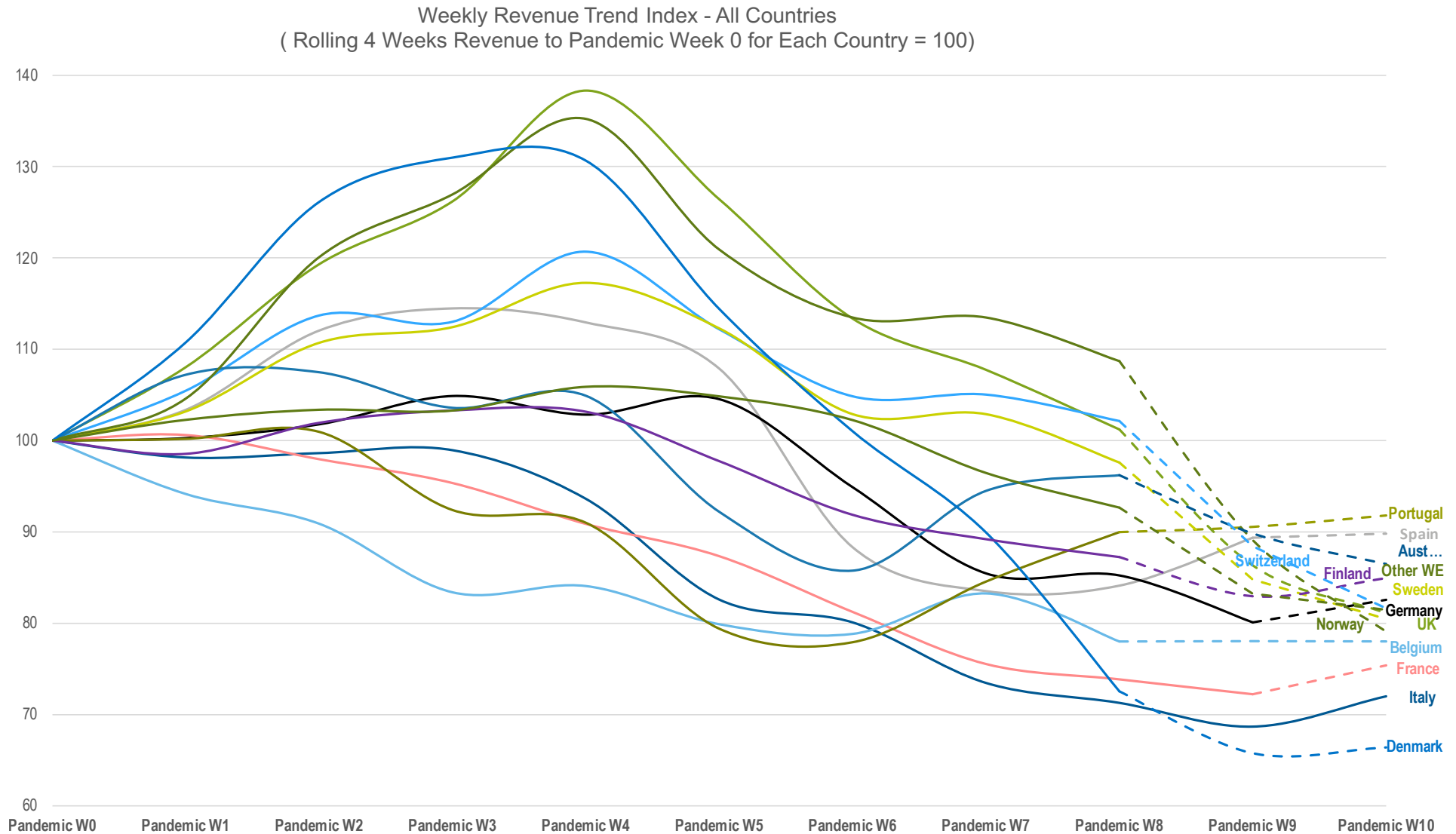
Rolling 4 Week Periods



Weekly Revenue Trend

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

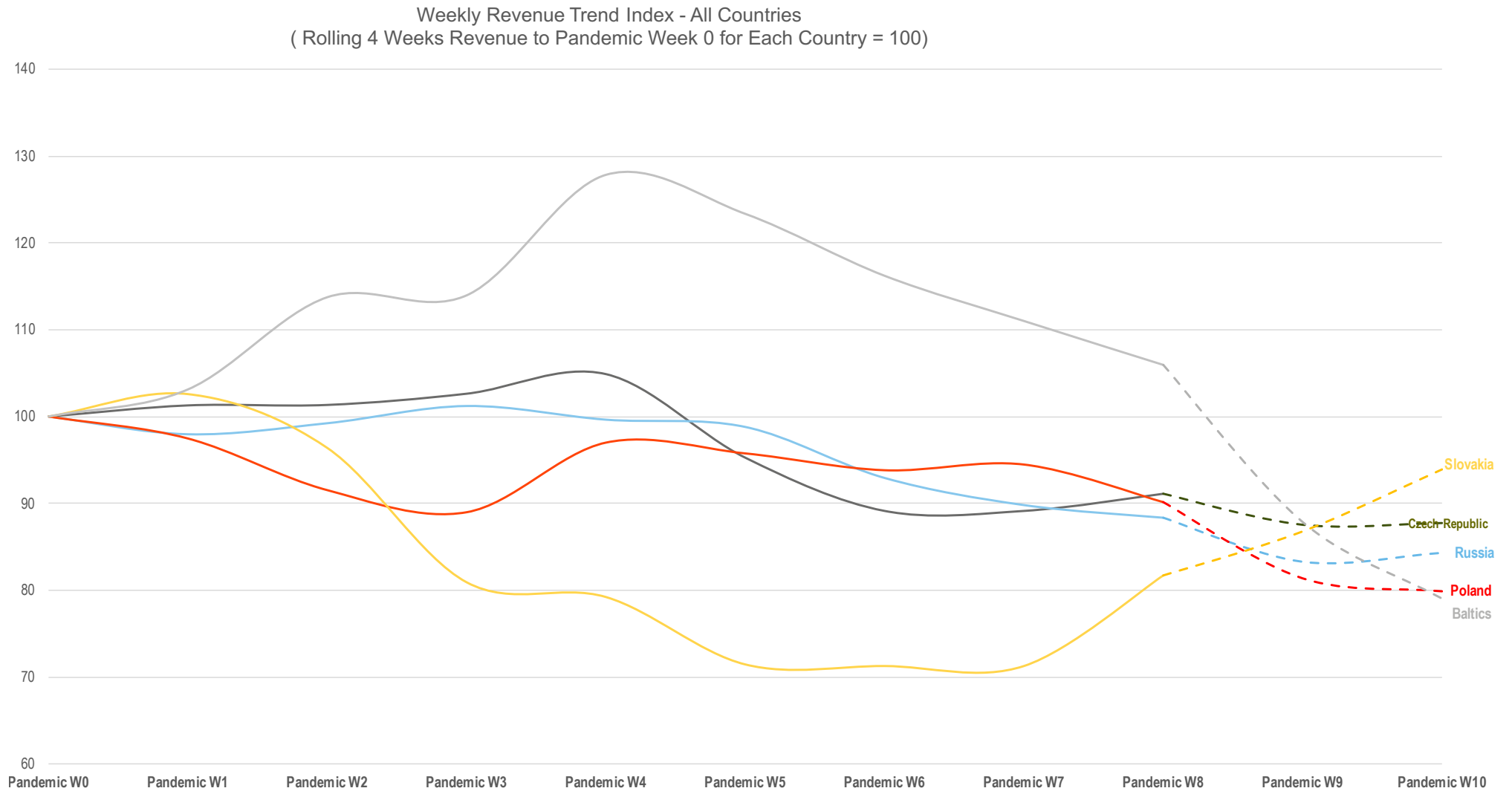
Rolling 4 Week Periods



Weekly Revenue Trend

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

Rolling 4 Week Periods



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Weekly Revenue Trend WE

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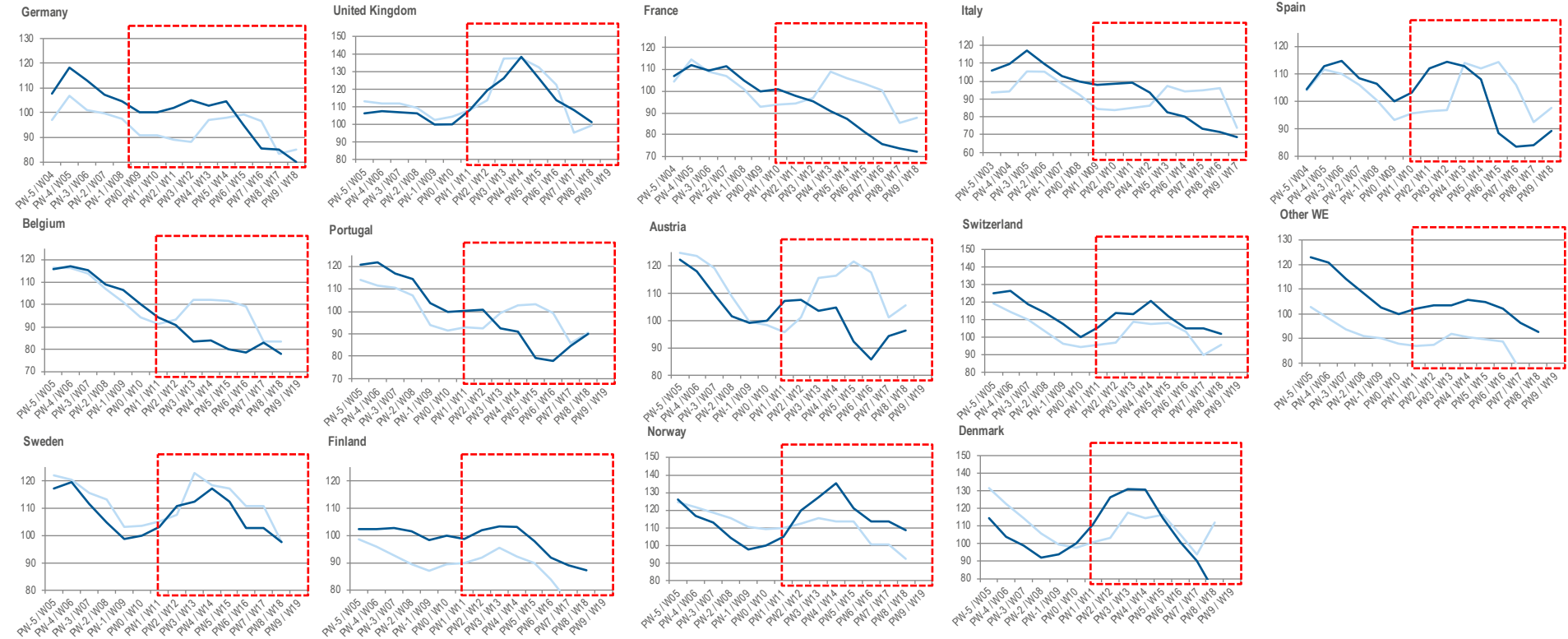
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Weekly Revenue Trend - Western Europe

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

Rolling 4 Week Periods

2020 — 2019 —



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Weekly Revenue Trend EE

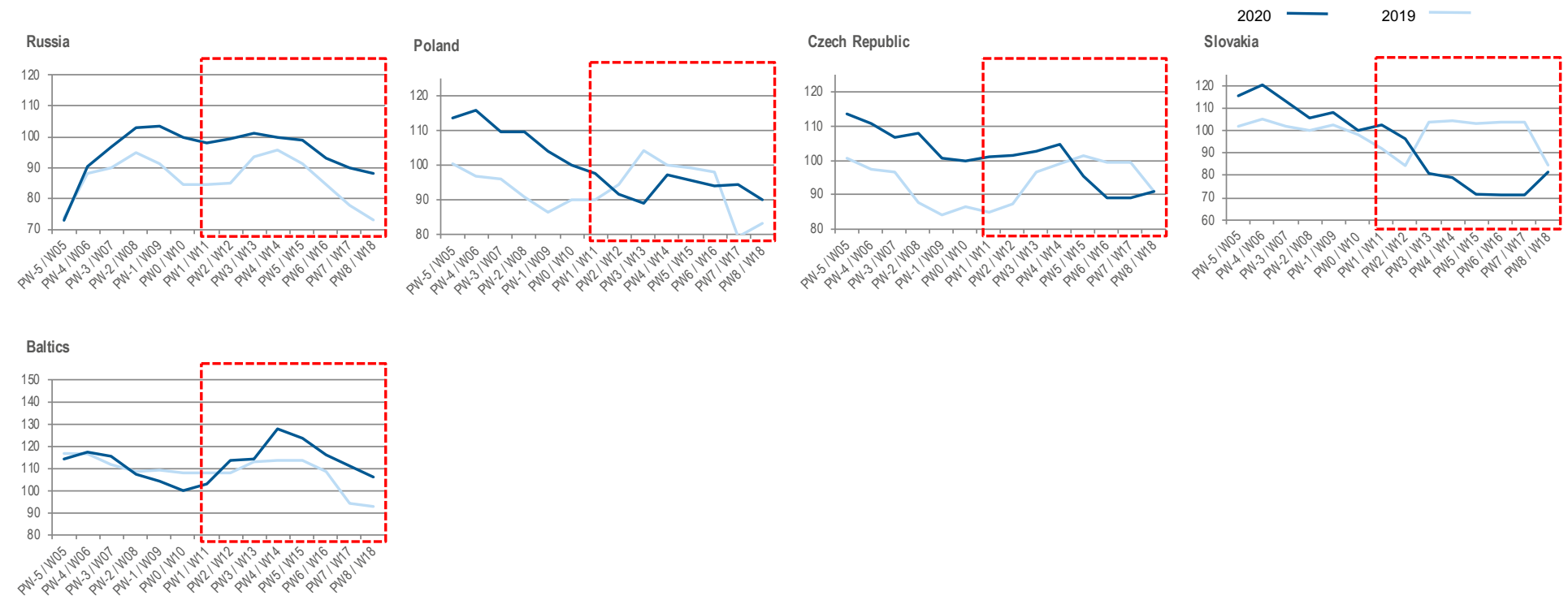
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Weekly Revenue Trend - Eastern Europe

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

Rolling 4 Week Periods



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Weekly %YoY Trend - Sum

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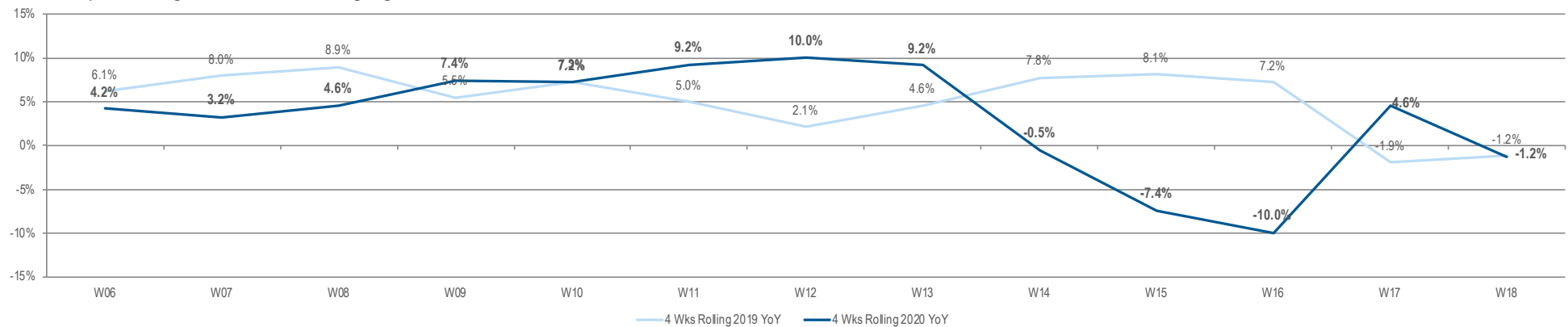
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Weekly %YoY Trend

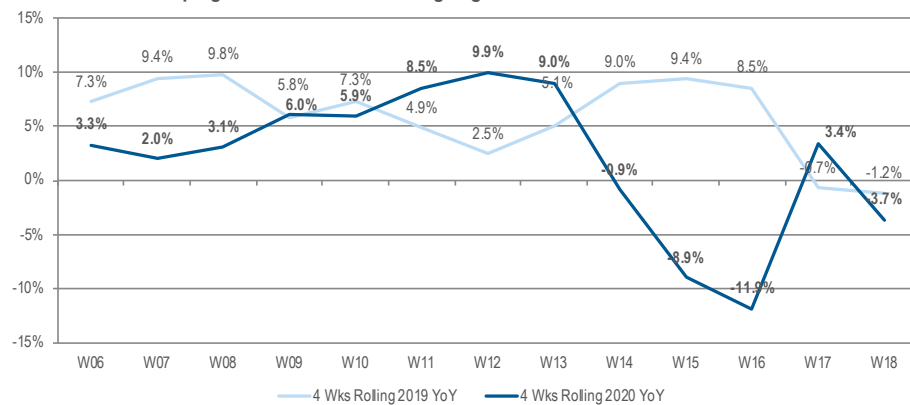
% Change in sales through IT Distribution in Euros

Rolling 4 Week Periods

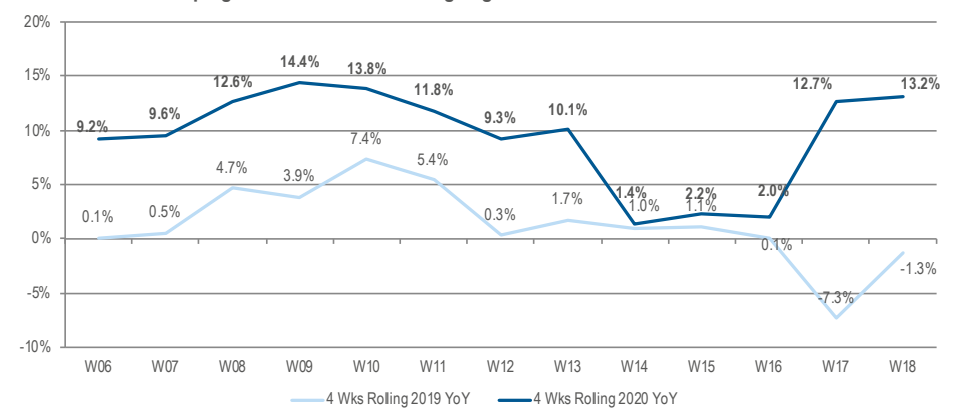
European Panel growth Y/Y 4 weeks rolling avg



Western Europe growth Y/Y 4 weeks rolling avg



Eastern Europe growth Y/Y 4 weeks rolling avg



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Weekly %YoY Trend - WE

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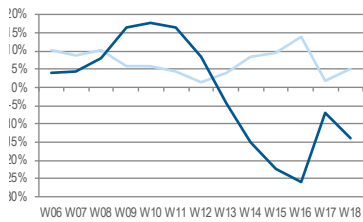
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Weekly %YoY Trend - Western Europe

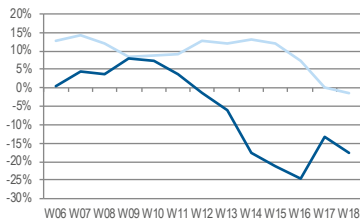
% Change in sales through IT Distribution in Euros

Rolling 4 Week Periods

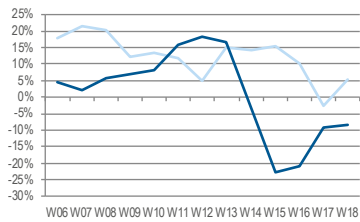
Italy growth Y/Y 4 weeks rolling avg



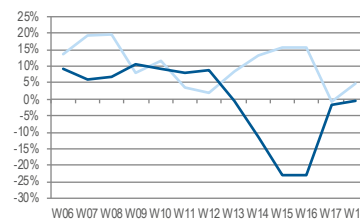
France growth Y/Y 4 weeks rolling avg



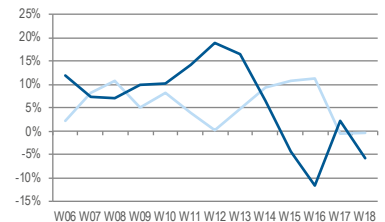
Spain growth Y/Y 4 weeks rolling avg



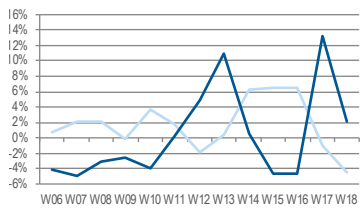
Portugal growth Y/Y 4 weeks rolling avg



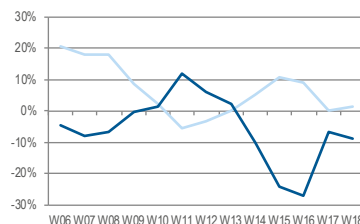
Germany growth Y/Y 4 weeks rolling avg



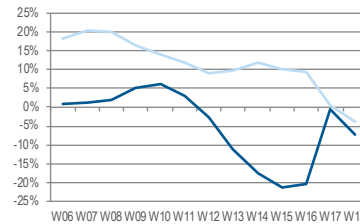
United Kingdom growth Y/Y 4 weeks rolling avg



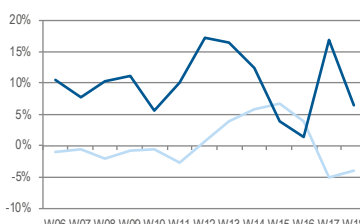
Austria growth Y/Y 4 weeks rolling avg



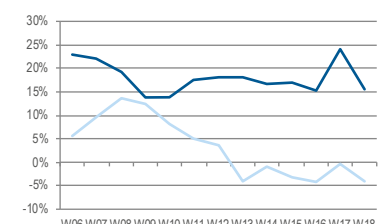
Belgium growth Y/Y 4 weeks rolling avg



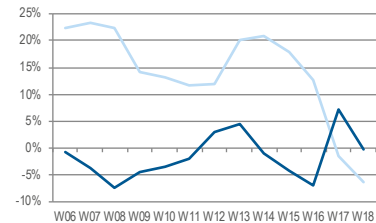
Switzerland growth Y/Y 4 weeks rolling avg



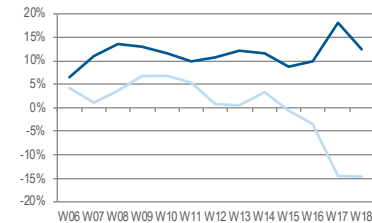
Other WE growth Y/Y 4 weeks rolling avg



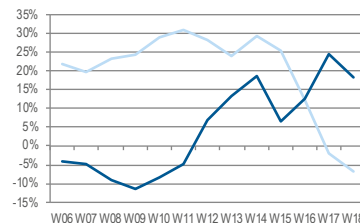
Sweden growth Y/Y 4 weeks rolling avg



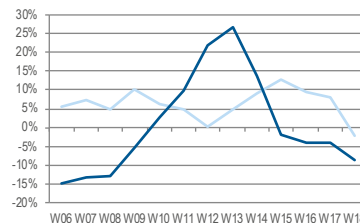
Finland growth Y/Y 4 weeks rolling avg



Norway growth Y/Y 4 weeks rolling avg



Denmark growth Y/Y 4 weeks rolling avg



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Weekly %YoY Trend - EE

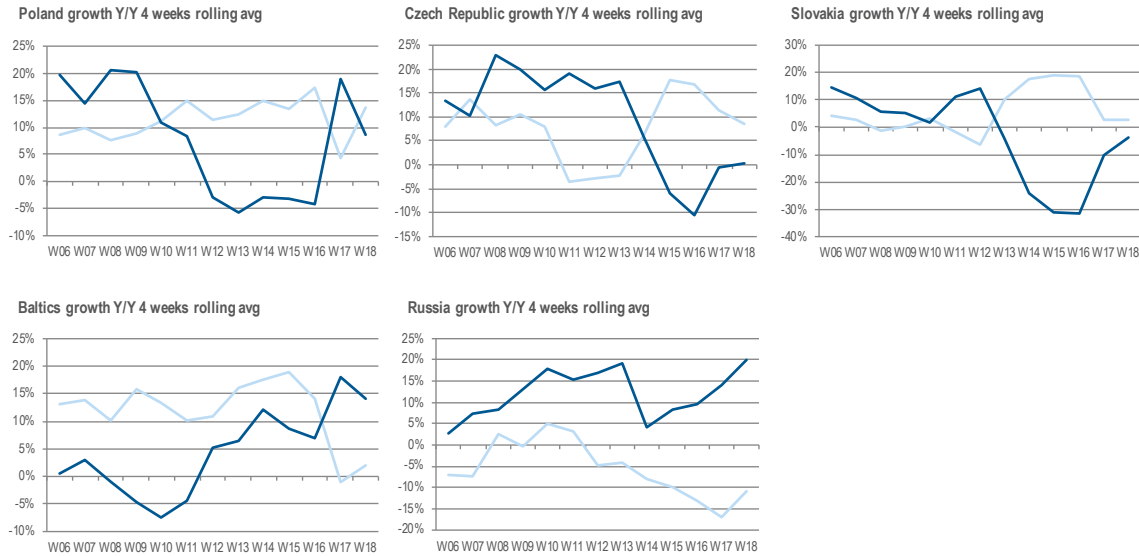
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Weekly %YoY Trend - Eastern Europe

% Change in sales through IT Distribution in Euros

Rolling 4 Week Periods



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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 18 (May 03 2020) vs Same Period 2019

Sorted by top growth Industry sector and country size

Traffic Lights:	
Above	15%
Inbetween	
Below	-20%

			WESTERN EUROPE															EASTERN EUROPE					INDUSTRY SECTOR GROWTH		
Rank-W17	Rank-W18	Industry Sector	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Austria	Belgium	Portugal	Denmark	Finland	Norway	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total	
1	1	➡ Mobile Computing	21%	71%	47%	11%	27%	23%	-1%	85%	2%	61%	10%	1%	37%	25%	17%	34%	21%	20%	-1%	33%	23%	32%	
3	2	⬆ Audio-Video Systems	24%	1%	13%	11%	56%	33%	10%	6%	-26%	57%	76%	152%	84%	122%	66%	68%	-1%	-21%	75%	28%	42%	29%	
6	3	⬆ Computing Components	33%	7%	-5%	-21%	29%	-3%	36%	-43%	-14%	-6%	-49%	79%	-14%	4%	84%	70%	23%	99%	-36%	8%	70%	19%	
5	4	⬆ Wireless Networking	14%	-12%	18%	-51%	-24%	-3%	16%	0%	-22%	85%	178%	62%	-9%	30%	13%	246%	34%	-3%	1%	1%	73%	6%	
2	5	⬇ Warranties and Services	-2%	-6%	12%	1%	28%	6%	4%	-2%	2%	-23%	-13%	7%	-11%	7%	56%	16%	-26%	3%	4%	1%	29%	3%	
9	6	⬆ Computing Accessories	10%	2%	-10%	-29%	0%	-10%	-6%	2%	-16%	88%	-2%	12%	-15%	1%	8%	16%	15%	6%	-16%	-2%	10%	0%	
12	7	⬆ Networking Systems	-3%	-4%	-9%	-34%	28%	-15%	-1%	-15%	-25%	7%	10%	24%	7%	5%	25%	34%	2%	23%	-26%	-6%	22%	-2%	
4	8	⬇ Software and Licences	-5%	-7%	-3%	-3%	4%	16%	9%	-19%	9%	4%	-13%	37%	31%	15%	-13%	-23%	-23%	6%	37%	-1%	-15%	-2%	
10	9	⬆ Other Networking Equipment	1%	-6%	-14%	-9%	-28%	-4%	-20%	-20%	-18%	19%	-28%	1%	13%	25%	10%	8%	27%	19%	-24%	-6%	10%	-4%	
8	10	⬇ Data Center Networking and Security	6%	-14%	-11%	-13%	-14%	90%	33%	-57%	-10%	-21%	-23%	-23%	22%	-3%	-10%	100%	26%	-51%	147%	-5%	4%	-4%	
11	11	➡ Server Computing	-39%	-4%	0%	5%	17%	-5%	-18%	-4%	9%	32%	-32%	26%	-3%	27%	3%	74%	66%	-5%	-63%	-8%	9%	-5%	
7	12	⬇ Disk Storage	-11%	-25%	-32%	-34%	-20%	-35%	-2%	-27%	-18%	-33%	-22%	4%	16%	-11%	137%	19%	2%	-5%	-43%	-21%	66%	-8%	
13	13	⬆ Displays	9%	-11%	-35%	-60%	14%	23%	-35%	-8%	-9%	37%	-11%	18%	-27%	-9%	0%	-14%	28%	14%	-42%	-13%	0%	-11%	
16	14	⬆ Power Equipment	-5%	-29%	-35%	-55%	-38%	5%	-16%	-28%	-13%	-37%	-22%	18%	-27%	-13%	13%	-13%	-16%	-13%	-33%	-23%	6%	-14%	
21	15	⬆ Wearable Devices	-8%	-6%	-68%	-30%	-69%	19%	4%	142%	-11%	-49%	18%	-12%	-54%	46%	79%	-62%	-8%	-64%	-73%	-16%	-17%	-16%	
18	16	⬆ Unified Communications	13%	-49%	4%	-61%	-47%	-16%	-39%	-60%	-69%	-17%	180%	152%	6%	-35%	10%	-53%	-27%	32%	-79%	-17%	-18%	-17%	
17	17	⬆ Connectivity	-22%	-12%	-52%	-48%	-26%	14%	-17%	-38%	-32%	-25%	-43%	23%	2%	-4%	50%	23%	-21%	-27%	-2%	-24%	25%	-19%	
14	18	⬇ Printing	-23%	-26%	-23%	-46%	-22%	-17%	8%	-5%	-43%	-22%	-50%	-26%	-29%	-27%	-13%	20%	-17%	16%	-34%	-25%	-8%	-22%	
15	19	⬇ Printing Consumables	-27%	-37%	-19%	2%	-25%	-30%	-20%	-41%	-42%	-12%	-31%	-29%	53%	6%	-29%	-7%	-25%	-57%	-17%	-21%	-24%	-22%	
20	20	➡ Smart Home and Office	-12%	-31%	-65%	-45%	-71%	90%	34%	-52%	-92%	391%	167%	-21%	42%	56%	24%	403%	186%	435%	25%	-31%	205%	-27%	
19	21	⬇ Desktop Computing	-18%	-49%	-46%	-44%	-47%	-21%	-22%	-33%	-37%	-29%	-55%	-13%	-36%	-31%	4%	-6%	-29%	-39%	-45%	-36%	-6%	-31%	
22	22	➡ Scanner Imaging	-24%	-9%	-46%	-44%	-33%	35%	29%	-26%	-55%	31%	-29%	62%	-23%	-11%	-63%	-33%	-32%	-31%	-48%	-24%	-58%	-34%	
23	23	➡ Removable Storage	-49%	-49%	43%	-49%	-77%	-8%	47%	-56%	-64%	-68%	-20%	-26%	-7%	-24%	72%	-37%	-41%	-3%	-59%	-42%	-11%	-37%	
24	24	➡ Telecommunications	-56%	-19%	-62%	-51%	-60%	-22%	8%	-32%	-2%	-65%	8%	-3%	30%	35%	21%	-27%	-15%	134%	-32%	-41%	-8%	-37%	
Country Growth			-6%	2%	-14%	-18%	-9%	7%	0%	-9%	-7%	-1%	-9%	12%	18%	16%	20%	9%	0%	14%	-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 18 (May 03 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					INDUSTRY SECTOR GROWTH		
	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Austria	Belgium	Portugal	Denmark	Finland	Norway	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total
Telecommunications	-56%	-19%	-62%	-51%	-60%	-22%	8%	-32%	-2%	-65%	8%	-3%	30%	35%	21%	-27%	-15%	134%	-32%	-41%	-8%	-37%
Removable Storage	-49%	-49%	43%	-49%	-77%	-8%	47%	-56%	-64%	-68%	-20%	-26%	-7%	-24%	72%	-37%	-41%	-3%	-59%	-42%	-11%	-37%
Scanner Imaging	-24%	-9%	-46%	-44%	-33%	35%	29%	-26%	-55%	31%	-29%	62%	-23%	-11%	-63%	-33%	-32%	-31%	-48%	-24%	-58%	-34%
Desktop Computing	-18%	-49%	-46%	-44%	-47%	-21%	-22%	-33%	-37%	-29%	-55%	-13%	-36%	-31%	4%	-6%	-29%	-39%	-45%	-36%	-6%	-31%
Smart Home and Office	-12%	-31%	-65%	-45%	-71%	90%	34%	-52%	-92%	391%	167%	-21%	42%	56%	24%	403%	186%	435%	25%	-31%	205%	-27%
Printing Consumables	-27%	-37%	-19%	2%	-25%	-30%	-20%	-41%	-42%	-12%	-31%	-29%	53%	6%	-29%	-7%	-25%	-57%	-17%	-21%	-24%	-22%
Printing	-23%	-26%	-23%	-46%	-22%	-17%	8%	-5%	-43%	-22%	-50%	-26%	-29%	-27%	-13%	20%	-17%	16%	-34%	-25%	-8%	-22%
Connectivity	-22%	-12%	-52%	-48%	-26%	14%	-17%	-38%	-32%	-25%	-43%	23%	2%	-4%	50%	23%	-21%	-27%	-2%	-24%	25%	-19%
Unified Communications	13%	-49%	4%	-61%	-47%	-16%	-39%	-60%	-69%	-17%	180%	152%	6%	-35%	10%	-53%	-27%	32%	-79%	-17%	-18%	-17%
Wearable Devices	-8%	-6%	-68%	-30%	-69%	19%	4%	142%	-11%	-49%	18%	-12%	-54%	46%	79%	-62%	-8%	-64%	-73%	-16%	-17%	-16%
Power Equipment	-5%	-29%	-35%	-55%	-38%	5%	-16%	-28%	-13%	-37%	-22%	18%	-27%	-13%	13%	-13%	-16%	-13%	-33%	-23%	6%	-14%
Displays	9%	-11%	-35%	-60%	14%	23%	-35%	-8%	-9%	37%	-11%	18%	-27%	-9%	0%	-14%	28%	14%	-42%	-13%	0%	-11%
Disk Storage	-11%	-25%	-32%	-34%	-20%	-35%	-2%	-27%	-18%	-33%	-22%	4%	16%	-11%	137%	19%	2%	-5%	-43%	-21%	66%	-8%
Server Computing	-39%	-4%	0%	5%	17%	-5%	-18%	-4%	9%	32%	-32%	26%	-3%	27%	3%	74%	66%	-5%	-63%	-8%	9%	-5%
Data Center Networking and Security	6%	-14%	-11%	-13%	-14%	90%	33%	-57%	-10%	-21%	-23%	-23%	22%	-3%	-10%	100%	26%	-51%	147%	-5%	4%	-4%
Other Networking Equipment	1%	-6%	-14%	-9%	-28%	-4%	-20%	-20%	-18%	19%	-28%	1%	13%	25%	10%	8%	27%	19%	-24%	-6%	10%	-4%
Software and Licences	-5%	-7%	-3%	-3%	4%	16%	9%	-19%	9%	4%	-13%	37%	31%	15%	-13%	-23%	-23%	6%	37%	-1%	-15%	-2%
Networking Systems	-3%	-4%	-9%	-34%	28%	-15%	-1%	-15%	-25%	7%	10%	24%	7%	5%	25%	34%	2%	23%	-26%	-6%	22%	-2%
Computing Accessories	10%	2%	-10%	-29%	0%	-10%	-6%	2%	-16%	88%	-2%	12%	-15%	1%	8%	16%	15%	6%	-16%	-2%	10%	0%
Warranties and Services	-2%	-6%	12%	1%	28%	6%	4%	-2%	2%	-23%	-13%	7%	-11%	7%	56%	16%	-26%	3%	4%	1%	29%	3%
Wireless Networking	14%	-12%	18%	-51%	-24%	-3%	16%	0%	-22%	85%	178%	62%	-9%	30%	13%	246%	34%	-3%	1%	1%	73%	6%
Computing Components	33%	7%	-5%	-21%	29%	-3%	36%	-43%	-14%	-6%	-49%	79%	-14%	4%	84%	70%	23%	99%	-36%	8%	70%	19%
Audio-Video Systems	24%	1%	13%	11%	56%	33%	10%	6%	-26%	57%	76%	152%	84%	122%	66%	68%	-1%	-21%	75%	28%	42%	29%
Mobile Computing	21%	71%	47%	11%	27%	23%	-1%	85%	2%	61%	10%	1%	37%	25%	17%	34%	21%	20%	-1%	33%	23%	32%
Country Growth	-6%	2%	-14%	-18%	-9%	7%	0%	-9%	-7%	-1%	-9%	12%	18%	16%	20%	9%	0%	14%	-4%			

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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 18 (May 03 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					INDUSTRY SECTOR GROWTH		
	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Austria	Belgium	Portugal	Denmark	Finland	Norway	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total
Mobile Computing	21%	71%	47%	11%	27%	23%	-1%	85%	2%	61%	10%	1%	37%	25%	17%	34%	21%	20%	-1%	33%	23%	32%
Software and Licences	-5%	-7%	-3%	-3%	4%	16%	9%	-19%	9%	4%	-13%	37%	31%	15%	-13%	-23%	-23%	6%	37%	-1%	-15%	-2%
Telecommunications	-56%	-19%	-62%	-51%	-60%	-22%	8%	-32%	-2%	-65%	8%	-3%	30%	35%	21%	-27%	-15%	134%	-32%	-41%	-8%	-37%
Printing Consumables	-27%	-37%	-19%	2%	-25%	-30%	-20%	-41%	-42%	-12%	-31%	-29%	53%	6%	-29%	-7%	-25%	-57%	-17%	-21%	-24%	-22%
Warranties and Services	-2%	-6%	12%	1%	28%	6%	4%	-2%	2%	-23%	-13%	7%	-11%	7%	56%	16%	-26%	3%	4%	1%	29%	3%
Computing Components	33%	7%	-5%	-21%	29%	-3%	36%	-43%	-14%	-6%	-49%	79%	-14%	4%	84%	70%	23%	99%	-36%	8%	70%	19%
Disk Storage	-11%	-25%	-32%	-34%	-20%	-35%	-2%	-27%	-18%	-33%	-22%	4%	16%	-11%	137%	19%	2%	-5%	-43%	-21%	66%	-8%
Displays	9%	-11%	-35%	-60%	14%	23%	-35%	-8%	-9%	37%	-11%	18%	-27%	-9%	0%	-14%	28%	14%	-42%	-13%	0%	-11%
Desktop Computing	-18%	-49%	-46%	-44%	-47%	-21%	-22%	-33%	-37%	-29%	-55%	-13%	-36%	-31%	4%	-6%	-29%	-39%	-45%	-36%	-6%	-31%
Networking Systems	-3%	-4%	-9%	-34%	28%	-15%	-1%	-15%	-25%	7%	10%	24%	7%	5%	25%	34%	2%	23%	-26%	-6%	22%	-2%
Printing	-23%	-26%	-23%	-46%	-22%	-17%	8%	-5%	-43%	-22%	-50%	-26%	-29%	-27%	-13%	20%	-17%	16%	-34%	-25%	-8%	-22%
Audio-Video Systems	24%	1%	13%	11%	56%	33%	10%	6%	-26%	57%	76%	152%	84%	122%	66%	68%	-1%	-21%	75%	28%	42%	29%
Server Computing	-39%	-4%	0%	5%	17%	-5%	-18%	-4%	9%	32%	-32%	26%	-3%	27%	3%	74%	66%	-5%	-63%	-8%	9%	-5%
Computing Accessories	10%	2%	-10%	-29%	0%	-10%	-6%	2%	-16%	88%	-2%	12%	-15%	1%	8%	16%	15%	6%	-16%	-2%	10%	0%
Data Center Networking and Security	6%	-14%	-11%	-13%	-14%	90%	33%	-57%	-10%	-21%	-23%	-23%	22%	-3%	-10%	100%	26%	-51%	147%	-5%	4%	-4%
Wireless Networking	14%	-12%	18%	-51%	-24%	-3%	16%	0%	-22%	85%	178%	62%	-9%	30%	13%	246%	34%	-3%	1%	1%	73%	6%
Other Networking Equipment	1%	-6%	-14%	-9%	-28%	-4%	-20%	-20%	-18%	19%	-28%	1%	13%	25%	10%	8%	27%	19%	-24%	-6%	10%	-4%
Power Equipment	-5%	-29%	-35%	-55%	-38%	5%	-16%	-28%	-13%	-37%	-22%	18%	-27%	-13%	13%	-13%	-16%	-13%	-33%	-23%	6%	-14%
Wearable Devices	-8%	-6%	-68%	-30%	-69%	19%	4%	142%	-11%	-49%	18%	-12%	-54%	46%	79%	-62%	-8%	-64%	-73%	-16%	-17%	-16%
Connectivity	-22%	-12%	-52%	-48%	-26%	14%	-17%	-38%	-32%	-25%	-43%	23%	2%	-4%	50%	23%	-21%	-27%	-2%	-24%	25%	-19%
Games Consoles	60%		15%	-40%	32%	188%	124%	233%	66%	32%	86%	78%	785%	293%	-29%	5%	-10%	31%	38%	37%	3%	19%
Smart Home and Office	-12%	-31%	-65%	-45%	-71%	90%	34%	-52%	-92%	391%	167%	-21%	42%	56%	24%	403%	186%	435%	25%	-31%	205%	-27%
Removable Storage	-49%	-49%	43%	-49%	-77%	-8%	47%	-56%	-64%	-68%	-20%	-26%	-7%	-24%	72%	-37%	-41%	-3%	-59%	-42%	-11%	-37%
Electronics	-35%	-66%	-64%	-27%	-74%	71%	-11%	-62%	-57%	-61%	-47%	-73%	-92%	-52%	131%	42%	1%	-73%	-52%	-49%	67%	-29%
Unified Communications	13%	-49%	4%	-61%	-47%	-16%	-39%	-60%	-69%	-17%	180%	152%	6%	-35%	10%	-53%	-27%	32%	-79%	-17%	-18%	-17%
Terminals, Thin Clients and Points of Sale	-52%	57%	-49%	-30%	-9%	17%	-64%	-38%	129%	-89%	14%	247%	-38%	-41%	3%	-21%	25%	133%	-86%	-27%	-6%	-25%
Scanner Imaging	-24%	-9%	-46%	-44%	-33%	35%	29%	-26%	-55%	31%	-29%	62%	-23%	-11%	-63%	-33%	-32%	-31%	-48%	-24%	-58%	-34%
Tape Storage	-4%	24%	-52%	-30%	80%	-38%	-58%	-22%	10%	-46%	23%	-73%	-72%	433%	63%	269%	-83%	-50%	589%	-9%	23%	-5%
Security	-15%	-56%	3%	-71%	-51%	-7%	-5%	-53%	-41%	86%	56%	5%	-52%	-10%	-17%	-48%	-62%	41%	-42%	-38%	-30%	-36%
Photo and Video Cameras	-74%	-28%	-88%	-95%	-65%	-38%	-92%	-64%	-49%	-94%	-80%	-71%	-91%	-66%	-42%	-61%	-69%	-55%	-73%	-67%	-64%	-65%

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Top Growth Category

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Top Growth Categories in Western and Eastern Europe

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Sorted by top growth categories and country size

Traffic Lights:	
Above	15%
Inbetween	
Below	-20%

Rank-W17	Rank-W18	Category	WESTERN EUROPE														EASTERN EUROPE					CATEGORY GROWTH		
			Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Austria	Belgium	Portugal	Denmark	Finland	Norway	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total
1	1	Smart Home Automation	222%	753%	598%	944%	0%	25%	3269%	-76%	1324%		92491%	-100%		29%		61%	259707%	156%	-41%	524%	18511%	623%
NA	2	Office Supplies and Furniture	13%	-15%	-42%	-19%	-89%	6%	1%	-59%	-35%	-40%	-71%	-9%	-73%	-61%	-57%	-42%	17%	-78%	33698%	-21%	977%	113%
3	3	Web Cameras	184%	-16%	44%	-39%	22%	73%	63%	57%	40%	54%	14%	113%	25%	95%	129%	257%	65%	-23%	85%	44%	129%	57%
4	4	Games Accessories	172%		20%	41%	58%	200%	61%	146%	66%	72%	117%	-33%	785%	319%	-30%	16%	-32%	-35%	5%	102%	-4%	55%
5	5	Integrated Systems	-14%	78%	134%	177%	155%	-62%	17%	85%	351%	952%	-92%	-64%	105%	101%	-29%	23%	5091%	-100%	-100%	59%	-5%	54%
9	6	Headsets/Headphones and Microphones	36%	21%	33%	54%	128%	42%	38%	13%	-28%	105%	67%	215%	110%	166%	99%	111%	49%	-4%	130%	52%	84%	54%
14	7	Wireless LAN Controllers	-34%	-57%	159%	-56%	3%	249%	-5%	-36%	2%	-43%	-50%	467%	841%	-39%	-25%	2718%	-74%	-98%	333%	-15%	590%	54%
13	8	Graphics Cards	65%	106%	12%	-40%	8%	34%	71%	-10%	-17%	-10%	-29%	111%	-80%	93%	41%	129%	140%	71%	-45%	45%	75%	51%
6	9	Wireless Adapters	22%	55%	29%	40%	46%	16%	34%	112%	-17%	126%	21%	33%	72%	119%	99%	153%	95%	21%	-38%	40%	101%	51%
12	10	Notebook Workstations	39%	97%	5%	23%	23%	63%	9%	68%	131%	108%	-3%	11%	-28%	44%	-8%	10%	14%	36%	-29%	41%	5%	38%
11	11	Powerline Devices	25%	69%	157%	4%	1%	45%	32%	44%	0%	187%	10%	171%	63%	135%	34%	-58%	65%	61%	-44%	40%	-20%	38%
28	12	Processors	49%	27%	11%	18%	79%	12%	54%	-42%	2%	4%	-39%	93%	39%	2%	135%	44%	-3%	127%	-19%	25%	84%	36%
8	13	Notebooks	25%	79%	48%	22%	30%	19%	-4%	96%	7%	73%	-2%	-3%	32%	29%	18%	32%	18%	6%	0%	38%	22%	35%
7	14	Security Software	33%	25%	38%	16%	4%	23%	35%	46%	23%	9%	70%	1%	53%	48%	-9%	65%	4%	76%	311%	29%	27%	29%
NA	15	Points of Sales	0%	752%	-87%	-33%	-30%	-88%	-12%	562%	835%	-68%	99%	-100%	-51%	-73%	65%	-40%	-48%	-100%	-92%	19%	42%	21%
39	16	Tablet PCs	11%	36%	46%	-17%	12%	32%	6%	50%	-32%	-1%	75%	24%	81%	19%	5%	57%	43%	460%	8%	18%	40%	19%
10	17	Games Software	-5%		32%	-81%	684%	96%	-57%	0%	0%	-27%	37%	-5%	763%	3360%	-27%	1%	-8%	-94%	-53%	69%	-10%	18%
30	18	Telephony and Conference Systems	38%	-37%	1%	-25%	47%	188%	121%	67%	40%	-10%	186%	316%	1348%	6%	-31%	27%	170%	403%	28%	19%	-13%	14%
43	19	Network Routers	-6%	-12%	75%	-43%	123%	-3%	-2%	7%	-49%	180%	-16%	-7%	31%	7%	29%	41%	51%	-9%	-57%	11%	24%	14%
36	20	Digital Media Players	6%	29%	-49%	-6%	11%	6%	10%	42%	25%	-73%	220%	49%	42%	26%	14%	311%	-62%	39%	-82%	12%	50%	14%
18	21	Developer Tools Software	-25%	13%	1066%	-24%	13%	125%	17%	-22%	-27%	10%	-6%	89%	79%	27%	-47%	25%	-41%	108%	1268%	8%	44%	10%
33	22	Network Management and Security Appliances	35%	-10%	-18%	-38%	-5%	160%	73%	2%	-21%	-14%	138%	-28%	25%	18%	2%	168%	95%	-64%	537%	9%	26%	10%
17	23	Telephony Accessories	152%	-51%	157%	-60%	-47%	-23%	-79%	-91%	-23%	-59%	44%	800%	0%	108%	-33%	452%	668%	-78%	2633%	10%	-9%	9%
38	24	Monitors	21%	34%	-17%	-41%	26%	30%	-11%	28%	0%	36%	-3%	21%	-28%	0%	-13%	17%	73%	8%	-41%	10%	6%	9%
20	25	Virtualisation Software	-12%	-4%	51%	37%	99%	46%	12%	28%	98%	-37%	-6%	66%	-3%	29%	-2%	-66%	-24%	-19%	7%	15%	-33%	8%
41	26	Wired Network Adapters	6%	-25%	24%	73%	-48%	22%	32%	-25%	-13%	-28%	-49%	54%	72%	9%	77%	82%	46%	72%	-1%	0%	72%	6%
22	27	All-in-One Inkjets	-4%	6%	8%	7%	20%	-10%	17%	19%	-28%	4%	5%	4%	-20%	24%	10%	55%	-49%	32%	-55%	5%	5%	5%
47	28	Docking Stations	35%	-8%	-10%	-22%	0%	-7%	-2%	64%	14%	282%	-15%	-17%	1%	-40%	60%	26%	-15%	16%	39%	3%	20%	4%
21	29	Warranties and Services	-2%	-6%	12%	1%	28%	6%	4%	-2%	2%	-23%	-13%	7%	-11%	7%	56%	16%	-26%	3%	4%	1%	29%	3%
32	30	Wireless Access Points	16%	-11%	13%	-54%	-30%	-7%	16%	-3%	-24%	91%	212%	54%	-20%	31%	8%	87%	36%	-6%	-1%	-1%	30%	2%
48	31	Mobile Computing Cases	12%	12%	32%	-33%	-5%	-3%	-4%	-29%	-28%	-14%	56%	-2%	-35%	7%	-36%	-3%	4%	8%	-8%	2%	-8%	1%
35	32	Smart Lighting and Electricals	-43%	-18%	-106%	-77%	-34%	101%	-41%	-30%	-43%	248%	-4%	13%	84%	-58%	115%	-4%	195%	290%	87%	-3%	95%	0%
NA	33	Solid State Drives (SSDs)	-12%	-34%	-19%	-25%	8%	-21%	15%	-54%	-22%	-29%	-60%	6%	69%	-5%	244%	34%	5%	46%	-18%	-19%	110%	0%
26	34	Ink Cartridges and Tanks	-16%	-19%	10%	32%	6%	-28%	-23%	-44%	-23%	18%	-7%	-14%	141%	46%	-30%	25%	-5%	-55%	-15%	1%	-11%	0%
27	35	Inkjet Printers	-12%	-15%	8%	-46%	41%	-51%	-54%	-44%	-27%	51%	-6%	-50%	-33%	62%	68%	48%	-54%	3%	16%	-8%	37%	-3%
19	36	Data Management Software	20%	-12%	-26%	32%	-29%	28%	64%	65%	28%	-43%	-61%	43%	-31%	30%	-64%	-28%	7%	-14%	-4%	6%	-53%	-5%
50	37	SAN Accessories	-87%	-48%	-62%	334%	-78%	4%	146%	-41%	236%	23%	-100%	-91%	179%	104%	1247%	399%	-98%	-84%	8673%	-21%	389%	-5%
31	38	Office Applications Software	-18%	7%	-49%	-14%	-6%	7%	-5%	-12%	1%	-31%	-7%	15%	18%	14%	84%	22%	-37%	-4%	-20%	-9%	19%	-6%
2	39	Project Management Software	-30%	1%	-28%	5%	55%	-7%	22%	-2%	-33%	-82%	14%	20%	26%	-12%	-66%	-67%	-37%	12%	2210%	-6%	-13%	-7%
24	40	Network Management Software	-14%	-30%	4%	-1%	47%	59%	-29%	-57%	-19%	140%	-18%	99%	49%	45%	-15%	2%	-36%	-71%	222%	-7%	-15%	-8%
49	41	Network Switches	-2%	-2%	-33%	-33%	-28%	-19%	0%	-19%	-20%	-30%	15%	31%	1%	4%	22%	30%	-14%	42%	23%	-11%	21%	-8%
NA	42	Servers (PC/Mac)	-21%	-25%	-18%	-22%	5%	15%	17%	-9%	-25%	23%	-10%	42%	-33%	6%	7%	86%	3%	-20%	-46%	-13%	11%	-8%
40	43	Operating Systems Software	-23%	-26%	4%	-23%	-20%	8%	11%	-30%	42%	-32%	-32%	71%	94%	12%	74%	-10%	-15%	68%	-61%	-12%	28%	-8%
NA	44	Uninterruptable Power Supplies (UPS)	0%	-9%	-50%	-60%	-43%	-10%	-39%	-30%	9%	-48%	-4%	9%	8%	-14%	23%	-26%	-9%	-11%	-15%	-22%	14%	-8%
NA	45	Transceivers	2%	-1%	-23%	-14%	-31%	-29%	-17%	-23%	-13%	-36%	1%	-12%	-33%	7%	-18%	31%	22%	59%	-44%	-8%	-10%	-8%
42	46	LTO/Ultrium Media	-5%	-22%	-17%	-16%	32%	-11%	-33%	-62%	13%	-26%	-41%	-81%	-34%	13%	71%	262%	53%	90%	1295%	-15%	94%	-9%
46	47	Mobile Computing Accessories and Parts	-25%	9%	-36%	3%	-23%	-22%	-37%	-13%	-4%	69%	104%	184%	13%	14%	29%	-44%	19%	263%	-42%	-9%	-12%	-9%
23	48	E-Readers	-65%	224%	18%	-1%	84%	128%	46%	-82%		232%	-67%	-83%	-100%	-25%	40%	-1%	540%	38%	154%	-13%	45%	-10%
NA	49	Network Chassis	-25%	-46%	-63%	-47%	-49%	-45%	-88%	89%	1392%	-88%	840%	-65%	1705%	0%	26%	-38%	-100%	175%		-15%	17%	-10%
NA	50	Smart Bands and Activity Trackers	5%	-17%	-24%	138%	-70%	-7%	132%	-8%	268%	-51%	88%	3783%	-100%	85%	66%	-62%	21%	-34%	-83%	-14%	22%	-10%

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Top Decline Category

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	WESTERN EUROPE															EASTERN EUROPE					CATEGORY GROWTH		
Category	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Austria	Belgium	Portugal	Denmark	Finland	Norway	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total	
Standalone GPS Devices	-100%	-92%	-98%	-82%	-98%	-68%	-70%	-100%	-93%	-94%	-70%	-100%	-83%	-91%	-100%	-84%	-96%	-75%	-48%	-92%	-91%	-92%	
Smartphone Screen Protectors	-76%	-71%	-97%	-88%	-91%	57%	788%	-96%	-97%		-39%	57%	-41%	-99%	-86%	-56%	-80%	-57%		-82%	-74%	-80%	
3D Printers	-76%	-92%	-86%	-100%	-98%	-60%	-96%	-89%	0%	-100%	-100%		-100%	-99%		-9%	1392%	-100%		-79%	1176%	-80%	
Privacy Screens	-68%	-71%	-22%	-85%	-84%	-64%	-10%	-70%	-95%	-97%	-68%	-28%	-80%	-70%		-69%		-25%	-96%	-84%	-55%	-69%	
Smartphone/Tablet Chargers	-91%	-73%	-86%	-78%	-64%	-37%	-63%	-85%	-88%	-66%	-66%	-45%	-75%	-15%	-2%	-61%	-26%	-28%	-77%	-73%	-34%	-68%	
Smart Speakers	-25%	-62%	-96%	-82%	-85%	68%	-29%	26%	-98%	53%	63%	-100%				1914%	-100%	-61%	-53%	-72%	-96%	-68%	
Digital Cameras	-82%	124%	-90%	-95%	-64%	-48%	-97%	-68%	-61%	-94%	-98%	-72%	274%	35%	-21%	-60%	-71%	-16%	-71%	-72%	-64%	-67%	
Presentation Devices	-87%	-63%	-98%	-92%	-90%	-51%	143%	-96%	-20%	-57%	-51%	-38%	-94%	-75%	-18%	-84%	-78%	-73%	-52%	-68%	-51%	-66%	
Portable Power Banks	-89%	-116%	-81%	-87%	-79%	15%	62%	-77%	-85%	-71%	-63%	-97%	-51%	-75%	170%	-21%	-78%	-30%	-24%	-66%	1%	-66%	
Camera/Camcorder Accessories	-62%	-55%	-85%	-95%	-80%	-38%	-94%	-22%	-33%	-85%	-76%	-73%	-98%	-63%	-46%	-69%	-62%	-77%	-79%	-66%	-66%	-64%	
Portable Speakers	-94%	-71%	-36%	-79%	-86%	12%	-89%	-71%	-36%	-66%	-85%	-47%	1815%	-66%	-32%	-80%	-61%	-93%	39%	-62%	-55%	-63%	
Dye Sublimation Printers	-73%	-68%	-92%	-59%	-42%	-50%	-88%	-97%	9%	8%	89%	-89%	205%	20%	-60%	-40%	32%	-53%	-93%	-64%	-6%	-60%	
Large Format/Plotter Printers	-50%	-94%	-70%	-83%	-89%	-69%	29%	-1%	-70%	-92%	-70%	-24%	-69%	-58%	31%	-12%	-55%	10%	23%	-64%	0%	-58%	
Memory Cards	-62%	-51%	-59%	-70%	-83%	12%	62%	-72%	-52%	-79%	76%	-24%	62%	21%	57%	-55%	-52%	-23%	-63%	-53%	-23%	-48%	
Displays Accessories	-29%	-54%	-55%	-79%	-28%	1%	-30%	-56%	-34%	-51%	-6%	2%	-38%	-49%	-84%	-12%	-25%	-16%	-71%	-57%	-53%	-48%	
Printer Accessories and Parts	-26%	-72%	-68%	-73%	-82%	-61%	30%	7%	-87%	-42%	-81%	-37%	11%	-65%	5%	-68%	-78%	-64%	-61%	-53%	-11%	-47%	
Server Accessories	-65%	-40%	-25%	-16%	-64%	-43%	-61%	-77%	-75%	-55%	27%	-4%	-58%	-75%	-12%	-38%	20%	-28%	-88%	-54%	-21%	-47%	
Long Life Consumables	-42%	-66%	-58%	-55%	-64%	-42%	-24%	-35%	-49%	-52%	-47%	-24%	-27%	-35%	-29%	-37%	-41%	-78%	72%	-50%	-29%	-46%	
Projectors	-28%	-70%	-60%	-74%	-68%	-26%	-22%	-40%	135%	-70%	-49%	2%	-51%	-59%	181%	-49%	-41%	-49%	-52%	-47%	-25%	-45%	
Label/Barcode/Receipt Printers	-33%	0%	-84%	-48%	-64%	-11%	-1%	-63%	-57%	-56%	-41%	-66%	-32%	-25%	47%	-36%	-33%	6%	150%	-45%	6%	-45%	
USB Memory	-54%	-58%	-47%	-30%	-76%	-9%	26%	-60%	-66%	-66%	-55%	-28%	-74%	-46%	151%	-54%	-34%	35%	-55%	-44%	-5%	-45%	
Large Format Displays	-27%	-68%	-49%	-83%	-58%	-9%	-4%	-60%	-19%	-24%	-37%	-38%	-26%	-43%	129%	-12%	-58%	-47%	-19%	-51%	30%	-44%	
Partner Rebates, Warehousing and Logistics	-35%	-59%	-68%	-32%	-67%	-55%	-91%	-59%	-18%	-21%	452%	115%	-45%	16%	1138%	-36%	-59%	122%	-100%	-43%	17%	-44%	
Mobile Phones	-89%	-21%	-57%	-70%	-38%	33%	29%	-79%	-11%	-97%	-31%	70%	-15%	-73%	-34%	-63%	-37%	-19%	-15%	-39%	-36%	-43%	
Toner	-36%	-56%	-49%	-52%	-53%	-33%	-22%	-38%	-55%	-55%	-42%	-38%	-25%	-43%	-29%	-25%	-37%	-58%	-27%	-43%	-30%	-42%	
Copier-based MFPs	80%	-99%	-71%	-73%	-92%	-37%	10%	26%	-92%	55%	-95%	8%	-48%	-71%	-29%	-52%	-33%	-58%	-61%	-42%	-31%	-42%	
Servers (Unix)	-74%	228%	-88%	13%	327%	21%	-99%	216%	-31%	-53%	316%	0%		-81%	-76%	2246%		0%	-77%	-45%	7%	-42%	
Desktop Workstations (PC/Mac)	-16%	-54%	-54%	-48%	-62%	-24%	-57%	-21%	-55%	-36%	-19%	-46%	-74%	-24%	-38%	6%	-13%	-67%	-60%	-39%	-31%	-41%	
Smartphone Protective Cases	-71%	-77%	-88%	-94%	-82%	-4%	-23%	-79%	-74%	-87%	-31%	-1%	-40%	-5%	780%	-66%	3%	-47%		-35%	302%	-38%	
Smartphones	-57%	-14%	-62%	-47%	-60%	-29%	8%	-32%	2%	-64%	11%	-6%	23%	41%	9%	-26%	-14%	150%	-33%	-39%	-12%	-37%	
IP Cameras	-15%	-55%	4%	-74%	-51%	-6%	-5%	-53%	-41%	87%	55%	5%	-52%	-10%	-22%	-53%	-62%	41%	-41%	-41%	-34%	-37%	
Desktop Thin Clients	-57%	-32%	10%	-17%	-22%	34%	-73%	-56%	123%	-94%	-47%	382%	-44%	-45%	-15%	-21%	71%	828%	-86%	-76%	-17%	-35%	
SAN Switches and Directors	-41%	-57%	107%	-39%	60%	-9%	107%	-98%	-61%	-10%	-93%	-12%	-70%	70%	-59%	76%	159%	-45%	93%	-19%	-34%	-35%	
Scanners	-23%	-8%	-45%	-45%	-32%	36%	33%	-25%	-55%	40%	-28%	74%	-23%	-9%	-62%	-38%	-33%	-31%	-49%	-32%	-57%	-32%	
Storage Controllers	-29%	-42%	-43%	-49%	-2%	-37%	-42%	-39%	-33%	-64%	-18%	-65%	-25%	-67%	87%	-49%	52%	-31%	-55%	-28%	46%	-31%	
Desktops	-19%	-48%	-45%	-44%	-46%	-21%	-13%	-34%	-34%	-28%	-58%	-8%	-24%	-32%	11%	-7%	-30%	-35%	-43%	-25%	-3%	-30%	
Home Sound Systems	-78%	-36%	3%	53%	-90%	29%	-91%	-92%	-14%	11%	73%	138%	-73%	204%	-91%	91%	-74%	37%	-93%	-36%	-43%	-28%	
Laser Printers	-38%	-34%	-2%	-66%	-15%	73%	-10%	-23%	-37%	-33%	-19%	-25%	-13%	-18%	-34%	11%	68%	-7%	-69%	-41%	-23%	-28%	
Disk Drives	-28%	-51%	-33%	-18%	-46%	-29%	-7%	-58%	-54%	-51%	-24%	18%	118%	-32%	-10%	39%	-26%	-3%	-57%	-32%	6%	-26%	
Network Accessories	-28%	-62%	-43%	-72%	-48%	21%	-56%	9%	-31%	-40%	-43%	42%	20%	-35%	65%	-44%	-25%	7%	-17%	-27%	49%	-24%	
Labelling Tapes	-12%	-42%	-50%	-61%	-28%	-5%	131%	-30%	-17%	-43%	-39%	299%	262%	-33%	0%	53%	-46%	-23%	-26%	-27%	-19%	-23%	
Print Media	-9%	-4%	-18%	-35%	33%	-14%	54%	-58%	-86%	-67%	-32%	-52%	43%	-24%	-34%	41%	15%	-9%	47%	-23%	-26%	-22%	
Televisions	-14%	-7%	-43%	-79%	99%	68%	-99%	-52%	-64%	195%	14%	167%	-1%	168%	70%	-44%	-9%	42%	-43%	-21%	-17%	-22%	
Database Management Software	-2%	-39%	-72%	-4%	12%	-13%	-10%	6%	-49%	-34%	-43%	26%	-13%	3%	209%	-35%	-66%	24%	-56%	-14%	10%	-22%	
VOIP Systems	3%	-50%	6%	-64%	-45%	-15%	-38%	-59%	-70%	-14%	172%	132%	3%	-32%	10%	-51%	-24%	45%	-79%	-19%	-17%	-21%	
Cables and Connectivity Adapters	-23%	-14%	-54%	-49%	-29%	9%	-18%	-37%	-31%	-26%	-41%	22%	5%	0%	60%	24%	-20%	-28%	-7%	-26%	27%	-21%	
Host Bus Adapters	-14%	-46%	-29%	-29%	60%	-8%	-20%	-36%	-35%	-45%	-86%	31%	93%	16%	69%	34%	86%	143%	-49%	-24%	62%	-21%	
Graphics and Design Software	-31%	-42%	53%	-14%	-25%	-34%	7%	-40%	-23%	-10%	62%	-38%	19%	-13%	32%	8%	62%	-78%	30%	-27%	20%	-20%	
Network Expansion Modules	-2%	-1%	-17%	-37%	-40%	-36%	-25%	-4%	-36%	-37%	43%	2%	-56%	-67%	-16%	58%	-14%	-18%	-75%	-17%	-12%	-19%	
Tape Drives	-14%	-46%	-79%	-49%	45%	-46%	-71%	8%	-9%	-77%	-5%	-32%	0%	228%	181%	357%	-96%	-75%	0%	-17%	1%	-19%	

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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 18 (May 03 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 GROWTH		
Category	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Austria	Belgium	Portugal	Denmark	Finland	Norway	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total	
Notebooks	25%	79%	48%	22%	30%	19%	-4%	96%	7%	73%	-2%	-3%	32%	29%	18%	32%	18%	6%	0%	38%	22%	35%	
Smartphones	-57%	-14%	-62%	-47%	-60%	-29%	8%	-32%	2%	-64%	11%	-6%	23%	41%	9%	-26%	-14%	150%	-33%	-41%	-12%	-37%	
Warranties and Services	-2%	-6%	12%	1%	28%	6%	4%	-2%	2%	-23%	-13%	7%	-11%	7%	56%	16%	-26%	3%	4%	1%	29%	3%	
Ink Cartridges and Tanks	-16%	-19%	10%	32%	6%	-28%	-23%	-44%	-23%	18%	-7%	-14%	141%	46%	-30%	25%	-5%	-55%	-15%	1%	-11%	0%	
Desktops	-19%	-48%	-45%	-44%	-46%	-21%	-13%	-34%	-34%	-28%	-58%	-8%	-24%	-32%	11%	-7%	-30%	-35%	-43%	-35%	-3%	-30%	
Tablet PCs	11%	36%	46%	-17%	12%	32%	6%	50%	-32%	-1%	75%	24%	81%	19%	5%	57%	43%	460%	8%	18%	40%	19%	
Toner	-36%	-56%	-49%	-52%	-53%	-33%	-22%	-38%	-55%	-55%	-42%	-38%	-25%	-43%	-29%	-25%	-37%	-58%	-27%	-45%	-30%	-42%	
Monitors	21%	34%	-17%	-41%	26%	30%	-11%	28%	0%	36%	-3%	21%	-28%	0%	-13%	17%	73%	8%	-41%	10%	6%	9%	
Office Applications Software	-18%	7%	-49%	-14%	-6%	7%	-5%	-12%	1%	-31%	-7%	15%	18%	14%	84%	22%	-37%	-4%	-20%	-9%	19%	-6%	
Processors	49%	27%	11%	18%	79%	12%	54%	-42%	2%	4%	-39%	93%	39%	2%	135%	44%	-3%	127%	-19%	25%	84%	36%	
Network Switches	-2%	-2%	-33%	-33%	-28%	-19%	0%	-19%	-20%	-30%	15%	31%	1%	4%	22%	30%	-14%	42%	23%	-11%	21%	-8%	
Solid State Drives (SSDs)	-12%	-34%	-19%	-25%	8%	-21%	15%	-54%	-22%	-29%	-60%	6%	69%	-5%	244%	34%	5%	46%	-18%	-19%	110%	0%	
Security Software	33%	25%	38%	16%	4%	23%	35%	46%	23%	9%	70%	1%	53%	48%	-9%	65%	4%	76%	311%	29%	27%	29%	
Operating Systems Software	-23%	-26%	4%	-23%	-20%	8%	11%	-30%	42%	-32%	-32%	71%	94%	12%	74%	-10%	-15%	68%	-61%	-12%	28%	-8%	
Servers (PC/Mac)	-21%	-25%	-18%	-22%	5%	15%	17%	-9%	-25%	23%	-10%	42%	33%	6%	7%	86%	3%	-20%	-46%	-13%	11%	-8%	
Hard Disk Drives (HDDs)	-28%	-31%	-54%	-46%	-41%	-37%	-18%	-59%	-27%	-45%	13%	-11%	8%	7%	108%	-4%	-13%	2%	-78%	-31%	53%	-16%	
Data Management Software	20%	-12%	-26%	32%	-29%	28%	64%	65%	28%	-43%	-61%	43%	-31%	30%	-64%	-28%	7%	-14%	-4%	6%	-53%	-5%	
Headsets/Headphones and Microphones	36%	21%	33%	54%	128%	42%	38%	13%	-28%	105%	67%	215%	110%	166%	99%	111%	49%	-4%	130%	52%	84%	54%	
RAM Memory	0%	-31%	-21%	-57%	-10%	-27%	12%	-56%	-24%	-36%	-64%	68%	-35%	-28%	88%	52%	-23%	90%	-48%	-23%	61%	-13%	
Graphics and Design Software	-31%	-42%	53%	-14%	-25%	-34%	7%	-40%	-23%	-10%	62%	-38%	19%	-13%	32%	8%	62%	-78%	30%	-21%	20%	-20%	
Disk Arrays	9%	-11%	-31%	-26%	-25%	-64%	-7%	31%	0%	-29%	58%	24%	-24%	-41%	36%	33%	89%	-69%	25%	-13%	19%	-10%	
All-in-One Lasers	-17%	-40%	4%	-47%	-16%	-5%	16%	39%	-32%	-12%	-55%	-15%	-29%	-43%	-13%	2%	8%	31%	-4%	-20%	-8%	-16%	
All-in-One Inkjets	-4%	6%	8%	7%	20%	-10%	17%	19%	-28%	4%	5%	4%	-20%	24%	10%	55%	-49%	32%	-55%	5%	5%	5%	
Wireless Access Points	16%	-11%	13%	-54%	-30%	-7%	16%	-3%	-24%	91%	212%	54%	-20%	31%	8%	87%	36%	-6%	-1%	-1%	30%	2%	
Network Routers	-6%	-12%	75%	-43%	123%	-3%	-2%	7%	-49%	180%	-16%	-7%	31%	7%	29%	41%	51%	-9%	-57%	11%	24%	14%	
Network Management and Security Appliances	35%	-10%	-18%	-38%	-5%	160%	73%	2%	-21%	-14%	138%	-28%	25%	18%	2%	168%	95%	-64%	537%	9%	26%	10%	
Televisions	-14%	-7%	-43%	-79%	99%	68%	-99%	-52%	-64%	195%	14%	167%	-1%	168%	70%	-44%	-9%	42%	-43%	-24%	-17%	-22%	
Graphics Cards	65%	106%	12%	-40%	8%	34%	71%	-10%	-17%	-10%	-29%	111%	-80%	93%	41%	129%	140%	71%	-45%	45%	75%	51%	
Virtualisation Software	-12%	-4%	51%	37%	99%	46%	12%	28%	98%	-37%	-6%	66%	-3%	29%	-2%	-66%	-24%	-19%	7%	15%	-33%	8%	
Network Management Software	-14%	-30%	4%	-1%	47%	59%	-29%	-57%	-19%	140%	-18%	99%	49%	45%	-15%	2%	-36%	-71%	222%	-7%	-15%	-8%	
Large Format Displays	-27%	-68%	-49%	-83%	-58%	-9%	-4%	-60%	-19%	-24%	-37%	-38%	-26%	-43%	129%	-12%	-58%	-47%	-19%	-49%	30%	-44%	
Docking Stations	35%	-8%	-10%	-22%	0%	-7%	-2%	64%	14%	282%	-15%	-17%	1%	-40%	60%	26%	-15%	16%	39%	3%	20%	4%	
Notebook Workstations	39%	97%	5%	23%	23%	63%	9%	68%	131%	108%	-3%	11%	-28%	44%	-8%	10%	14%	36%	-29%	41%	5%	38%	
Desktop Workstations (PC/Mac)	-16%	-54%	-54%	-48%	-62%	-24%	-57%	-21%	-55%	-36%	-19%	-46%	-74%	-24%	-38%	6%	-13%	-67%	-60%	-43%	-31%	-41%	
Transceivers	2%	-1%	-23%	-14%	-31%	-29%	-17%	-23%	-13%	-36%	1%	-12%	-33%	7%	-18%	31%	22%	59%	-44%	-8%	-10%	-8%	
Laser Printers	-38%	-34%	-2%	-66%	-15%	73%	-10%	-23%	-37%	-33%	-19%	-25%	-13%	-18%	-34%	11%	68%	-7%	-69%	-30%	-23%	-28%	
Database Management Software	-2%	-39%	-72%	-4%	12%	-13%	-10%	6%	-49%	-34%	-43%	26%	-13%	3%	209%	-35%	-66%	24%	-56%	-25%	10%	-22%	
Smart Watches	-34%	45%	-76%	-34%	-67%	52%	36%	143%	-7%	-48%	16%	-13%	-54%	57%	137%	-64%	1%	-78%	-73%	-13%	-27%	-15%	
Uninterruptable Power Supplies (UPS)	0%	-9%	-50%	-60%	-43%	-10%	-39%	-30%	9%	-48%	-4%	9%	8%	-14%	23%	-26%	-9%	-11%	-15%	-22%	14%	-8%	
Cables and Connectivity Adapters	-23%	-14%	-54%	-49%	-29%	9%	-18%	-37%	-31%	-26%	-41%	22%	5%	0%	60%	24%	-20%	-28%	-7%	-26%	27%	-21%	
Integrated Systems	-14%	78%	134%	177%	155%	-62%	17%	85%	351%	952%	-92%	-64%	105%	101%	-29%	23%	5091%	-100%	-100%	59%	-5%	54%	
Keyboards and Keypads	-14%	-3%	-34%	-29%	-15%	15%	-25%	-26%	-19%	99%	-12%	13%	-44%	30%	-18%	-8%	28%	-20%	-33%	-10%	-11%	-10%	
Long Life Consumables	-42%	-66%	-58%	-55%	-64%	-42%	-24%	-35%	-49%	-52%	-47%	-24%	-27%	-35%	-29%	-37%	-41%	-78%	72%	-51%	-29%	-46%	
Network Expansion Modules	-2%	-1%	-17%	-37%	-40%	-36%	-25%	-4%	-36%	-37%	43%	2%	-56%	-67%	-16%	58%	-14%	-18%	-75%	-21%	-12%	-19%	
Mobile Computing Cases	12%	12%	32%	-33%	-5%	-3%	-4%	-29%	-28%	-14%	56%	-2%	-35%	7%	-36%	-3%	4%	8%	-8%	2%	-8%	1%	
Projectors	-28%	-70%	-60%	-74%	-68%	-26%	-22%	-40%	135%	-70%	-49%	2%	-51%	-59%	181%	-49%	-41%	-49%	-52%	-48%	-25%	-45%	
Mice	-14%	10%	-24%	-47%	7%	-60%	-22%	-24%	-47%	100%	-45%	-7%	-47%	-1%	-27%	33%	79%	-14%	-30%	-17%	-1%	-13%	
NAS Devices	15%	-37%	-36%	-45%	-38%	-14%	42%	-10%	-20%	-33%	57%	14%	-71%	-28%	40%	-10%	-27%	-2%	-37%	-16%	4%	-13%	
Developer Tools Software	-25%	13%	1066%	-24%	13%	125%	17%	-22%	-27%	10%	-6%	89%	79%	27%	-47%	25%	-41%	108%	1268%	8%	44%	10%	
Digital Media Players	6%	29%	-49%	-6%	11%	6%	10%	42%	25%	-73%	220%	49%	42%	26%	14%	311%	-62%	39%	-82%	12%	50%	14%	

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Channel

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Channel Performance in Western and Eastern Europe

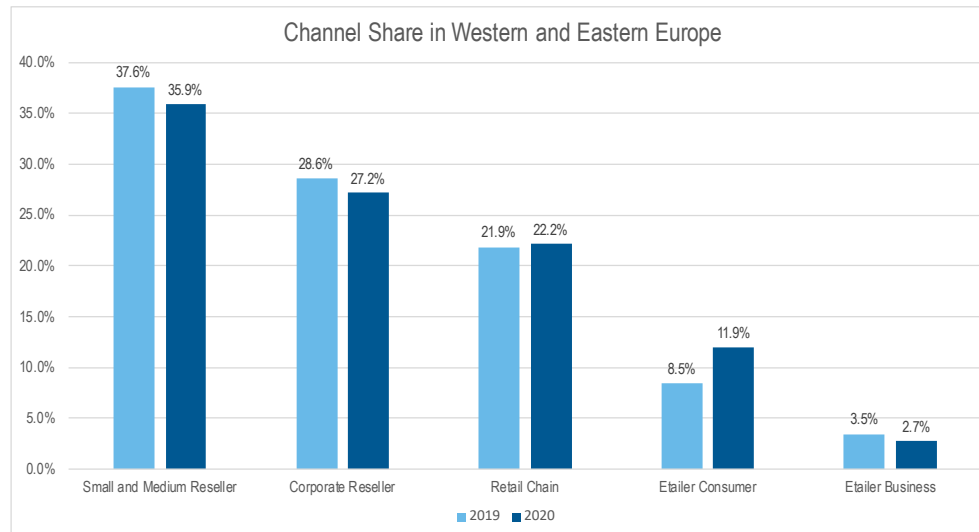
% Change in sales through IT Distribution in Euros

4 Weeks to Week 18 (May 03 2020) vs Same Period 2019

Sorted by largest country

Traffic Lights:	
Above	15%
Inbetween	
Below	-20%

		WESTERN EUROPE														EASTERN EUROPE					CHANNEL GROWTH		
Business Sectors	Channel	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Austria	Belgium	Portugal	Denmark	Finland	Norway	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total
Business Channels	Corporate Reseller	-13%	5%	1%	-20%	0%	-9%	-5%	-20%	-3%	-44%	-22%	-6%	6%	-2%	-20%	-24%	6%	-33%	88%	-5%	-15%	-6%
	Small and Medium Reseller	-6%	-13%	-6%	-22%	-11%	0%	11%	-13%	-16%	24%	-22%	8%	11%	7%	6%	8%	-13%	16%	-21%	-8%	3%	-6%
	Etailer Business	-11%	-11%	-14%	-37%	-46%	-18%	-36%	-49%	5%	-4%	-31%	-40%	22%	-44%	-50%	0%	-51%	-56%	-70%	-21%	-45%	-22%
Retail Channels	Etailer Consumer	36%	66%	32%	4%	74%	35%	-5%	40%	82%	-11%	85%	83%	93%	57%	-38%	45%	-8%	112%	-25%	46%	-6%	39%
	Retail Chain	-15%	-15%	-42%	-9%	-36%	20%	24%	13%	2%	-6%	46%	41%	4%	38%	113%	13%	22%	28%	-16%	-13%	52%	0%



A large, abstract graphic on the left side of the slide, composed of various shades of blue and white geometric shapes, including triangles and lines, creating a sense of movement and connectivity.

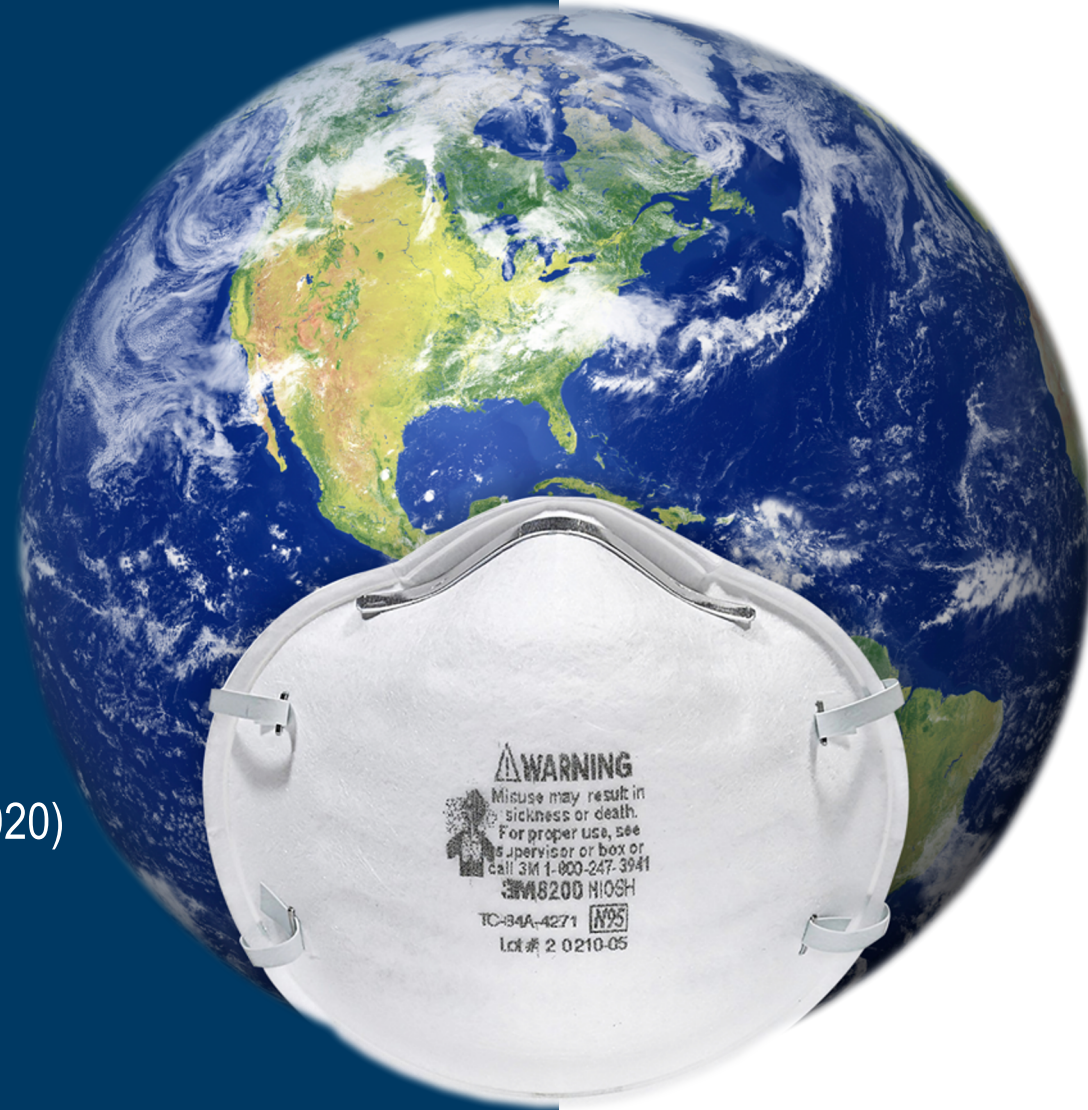
Optimise today
Accelerate tomorrow

Covid-19 Weekly Report

Global Distribution Update :

Total Distribution Trends in US,
Western and Eastern Europe

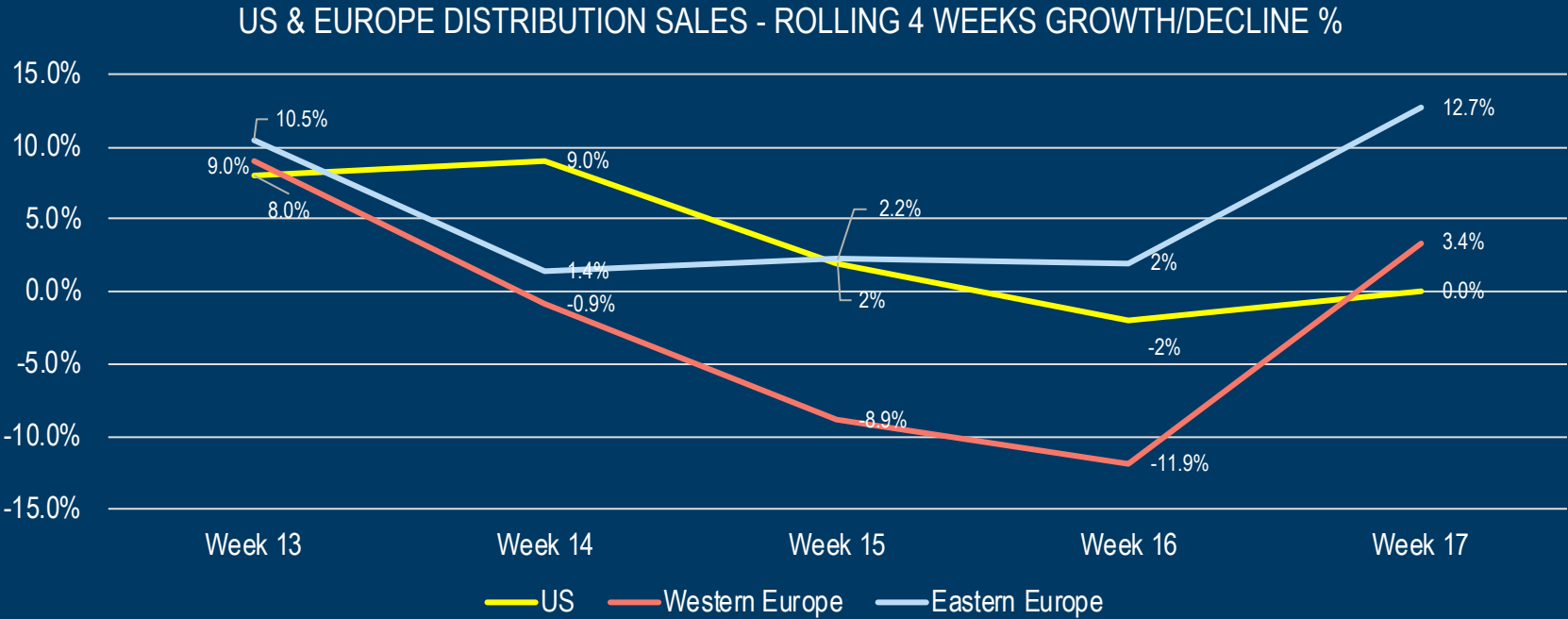
Up to Week 17 (4 weeks ended 25th & 26th April, 2020)



COVID-19 WEEKLY REPORT

Global Distribution Update

Total Distribution Trends US and Europe



4 week rolling revenues based on \$ (US) and Euro (Europe)



COVID-19 WEEKLY REPORT

CONTEXT

COMMENTARY ON EUROPE:

Distributor channel revenue for the four weeks ending April 26, 2020 picked up for the first time in a month, with growth in Western Europe of 3.4% and in Eastern Europe of 12.7%. This was helped by the extra day in week 17 compared to the prior year, but overall in April, there are still, because of the calendar, only 16 days compared to 18 in 2019.

While the short-term trend this week is positive, buoyed up by the strength in notebooks and different software categories, the CONTEXT guidance for growth/decline in Q2 is between -2% and -6%. This is driven by lower consumer spend, as the crisis continues, other than categories related to homeworking, and the impact of the shutdown of businesses over a full three-month period.

New winning in Western Europe this week include additional software categories such as Project Management Software and Data Management Software, and in Eastern Europe , Developer Tools Software.

Losers in Western Europe include a notable turnaround in the fortunes of desktop computers, which were a top growing category at the start of the crisis and now are in steep decline. This trend is evident in the US also as companies and individuals show their preference for mobile computers. This trend has not yet been witnessed in Eastern Europe.

COMMENTARY ON US:

Distributor channel revenue for the four weeks ending April 25, 2020 was flat, while volume decreased 8%.

Inventory and business model issues across the channel are starting to slow revenue and volume growth. Cellular headsets surpassed the previous growth leaders, PC headsets and servers, reaching the number one growth leader position with 144% revenue growth. Servers fell to the number 6 revenue growth spot with 71% revenue growth and 36% decline in volume. On a smaller scale, BTO servers experienced the same revenue growth and volume decline. Supply chain pressure with a lack of inventory and an increase in ASP's is driving the revenue growth and volume decline in the category. New to the top revenue growth subcategories list was storage, SAN (140%), disc enclosures (67%), and PBBA (32%), and power, power supplies (44%) and PDU (20%), categories. The increasing reliance on technology to keep businesses going is driving the need for power and increasing amounts of data, driving the need for storage.

Detachable lens cameras (-77%) and mobile power (-59%) continued to lead the top declining revenue categories list, while projectors surpassed RISC servers on the declining revenue list, declining 52% for the four weeks ending April 25, 2020. Revenue across the print category saw increasing declines, including laser toner (-47%), MF inkjet printers (-44%), SF inkjet printers (-43%), and SF laser printers (-40%). Work from home has contributed to some B2B sales shifting to retail driving printer price mix lower and contributing to revenue declines. Finally, after seeing strong demand and growth for PCs, desktops joined the declining revenue list, declining 45% with a 46% decline in volume.

Top 20 Growth Categories, US Distribution Market				
	Ranked on Revenue % Change (latest week)			
	US 4 weeks ended 4/4/2020 (Wk 14)	US 4 weeks ended 11/4/2020 (Wk 15)	US 4 weeks ended 18/4/2020 (Wk 16)	US 4 weeks ended 25/4/2020 (Wk 17)
	US Dollar % Change			
Cellular Headsets	192%	202%	120%	144%
Storage Area Network			41%	140%
PC Headsets	252%	309%	204%	136%
USB Camera	68%	45%	68%	109%
BTO Thin Clients	98%	110%	198%	88%
Servers			205%	71%
Disk enclosures				67%
BTO POS PCs			101%	61%
Notebook Computers	50%	37%	30%	50%
BTO Notebook Computers		53%	65%	49%
Modems	57%	83%	102%	45%
Power supplies				44%
Tablets & e-readers - Cases	32%	39%	24%	41%
Purpose built backup appliance ("PBBA")				32%
Video cards				30%
Motherboards			19%	28%
Laptop Cases	94%	84%	61%	25%
BTO Servers	41%	31%		21%
PDU's				20%
Other Multimedia Accessories		61%	48%	19%
Data Cartridges	50%	78%	92%	
Telephone Headset	109%	124%	53%	
Docking Stations	84%	51%	29%	
Peripheral Cables	78%	65%	28%	
Mail/Shipping Label Printers		37%	27%	
Tablets		26%	16%	
Data Scanners	153%	155%		
Security Cables and Kits	56%	49%		
Monitors	63%	45%		
Desktop Computers	39%			
Keyboards	35%			

COVID-19 WEEKLY REPORT

Global Distribution Update

Top Growth Categories in US

COVID-19 WEEKLY REPORT

Global Distribution Update

Top Growth Categories in Western Europe

Top 20 Growth Categories WE Distribution Market				
Ranked on Revenue % Change (latest week)				
	4 Weeks ended 05/04/2020 (Wk 14)	4 Weeks ended 12/04/2020 (Wk 15)	4 Weeks ended 19/04/2020 (Wk 16)	4 Weeks ended 26/04/2020 (Wk 17)
	Euro % Change			
Smart Home Automation	309%	345%	265%	353%
Games Accessories	29%	31%	38%	112%
Consoles Fixed	243%	220%	172%	92%
Games Software	94%	77%	75%	92%
Project Management Software				85%
Web Cameras	129%	100%	50%	77%
Integrated Systems				66%
Security Software	18%	13%		54%
Wireless Adapters	54%	57%	42%	53%
Notebooks	38%	25%	26%	53%
Data Management Software				45%
Notebook Workstations	38%	34%	34%	45%
Headsets/Headphones and Microphones	55%	26%	13%	43%
Powerline Devices		20%	23%	42%
Graphic cards			4%	36%
Telephony Accessories				33%
SAN Switches and Directors	37%	56%	18%	32%
Virtualisation Software	72%	55%	20%	28%
Tape Libraries				28%
Developer tools software			5%	26%
Inkjet Printers	30%	22%	21%	
Ink Cartridges and Tanks	18%	22%	19%	
Telephony and Conference Systems	25%	23%	16%	
All-In-One Inkjets	17%	18%	10%	
Network management software			3%	
Monitors	30%	17%	2%	
SAN accessories	133%	165%		
LTO/Ultrium Media		13%		
Docking Stations	27%			
Connectivity switches	16%			

COVID-19 WEEKLY REPORT

Global Distribution Update

Top Growth Categories in Eastern Europe

Top 20 Growth Categories EE Distribution Market				
Ranked on Revenue % Change (latest week)				
	4 Weeks ended 05/04/2020 (Wk 14)	4 Weeks ended 12/04/2020 (Wk 15)	4 Weeks ended 19/04/2020 (Wk 16)	4 Weeks ended 26/04/2020 (Wk 17)
Euro % Change				
Smart Home Automation	11297%	12776%	13593%	34698%
Wireless LAN Controllers		490%	452%	643%
Project management software		232%	267%	322%
SAN Accessories				126%
Developer Tools Software				119%
Web Cameras	386%	118%	81%	103%
Smart Lighting and Electricals				100%
Wireless Adapters	96%	123%	114%	99%
Tape libraries				98%
Headsets/Headphones and Microphones	109%	38%	39%	78%
Inkjet printers	41%			55%
Security Software	22%	43%	39%	52%
Digital Media Players				49%
Graphics cards			32%	48%
Processors			15%	48%
Notebooks	90%	44%	37%	46%
Office applications software				31%
All-in-One Inkjets	19%	14%	7%	31%
Tablet PCs				30%
Warranties and Services			10%	28%
Games Software	185%	58%	85%	
Consoles Fixed	503%	93%	82%	
Disk arrays			44%	
Network switches		44%	38%	
Landline telephones		17%	34%	
Wireless Access Points		9%	28%	
Network Management and Security Appliances		45%	13%	
Operating systems software			10%	
Storage Controllers		479%		
Integrated systems		390%		
Transceivers		15%		
Powerline Devices		14%		
Uninterruptable Power Supplies (UPS)		11%		
SAN accessories	444%			
Virtualisation software	131%			
Notebook workstations	57%			
SAN switches and directors	43%			
Monitors	37%			
Games accessories	37%			
Docking stations	35%			
Telephony & conference systems	32%			
Ink Cartridges and tanks	25%			
Connectivity switches	16%			

COVID-19 WEEKLY REPORT

Global Distribution Update

Top Declining Categories in US

Top 20 Decline Categories, US Distribution Market				
Ranked on Revenue % Change (latest week)				
	US 4 weeks ended 4/4/2020 (Wk 14)	US 4 weeks ended 11/4/2020 (Wk 15)	US 4 weeks ended 18/4/2020 (Wk 16)	US 4 weeks ended 25/4/2020 (Wk 17)
	US Dollar % Change			
Detachable Lens Camera	-69%	-80%	-81%	-77%
Mobile Power	-27%	-38%	-53%	-59%
Projectors	-27%	-44%	-50%	-52%
RISC Servers		-63%	-58%	-49%
Printer Accessories	-18%			-49%
Laser Toner			-30%	-47%
Workstations		-30%	-40%	-46%
Desktop Computers				-45%
Inkjet MF Printers			-30%	-44%
Inkjet SF Printers	-22%	-45%	-52%	-43%
Desktop/Server Memory	-49%	-50%	-41%	-43%
Trays/Feeders		-33%	-43%	-42%
Data Storage Accessories	-35%			-42%
Cell Phone Device Protection	-47%	-45%	-32%	-41%
Network Attached Storage	-31%	-25%		-40%
Laser SF Printers				-40%
Storage Arrays (Hybrid and HDD)	-23%	-31%	-39%	-39%
Thin Clients			-37%	-39%
Projector Accessories	-17%	-24%	-31%	-39%
SCSI-I/O Controllers				-39%
LCD TV	-27%	-39%	-46%	
Other Printer Accessories		-28%	-42%	
Other Data Storage Accessories		-38%	-38%	
RISC Chips		-49%	-36%	
Security Cameras		-30%	-34%	
Inkjet Cartridges			-30%	
Routers		-31%		
Other Notebook Accessories	-29%	-30%		
Servers	-27%	-28%		
Bare-Bones Computers	-30%			
Other Networking	-23%			
Hyperconverged Systems	-20%			
Laser MF Printers	-19%			
Uninterruptible Power Supply	-15%			
BTO Desktop Computers	-14%			

Top 20 Decline Categories WE Distribution Market				
Ranked on Revenue % Change (latest week)				
	4 Weeks ended 05/04/2020 (Wk 14)	4 Weeks ended 12/04/2020 (Wk 15)	4 Weeks ended 19/04/2020 (Wk 16)	4 Weeks ended 26/04/2020 (Wk 17)
Euro % Change				
Standalone GPS Devices				-92%
Portable Power Banks	-45%	-59%	-76%	-84%
Smartphone Screen Protectors	-73%	-85%	-87%	-82%
3D Printers	-65%	-81%	-67%	-79%
Smartphone Protective Cases	-73%	-82%	-83%	-76%
Dye Sublimation Printers	-69%	-69%	-70%	-73%
Presentation Devices	-53%	-59%	-69%	-72%
Smartphone/Tablet Chargers	-44%	-54%	-62%	-72%
Digital Cameras				-68%
Privacy screens		-59%	-65%	-66%
Smart Speakers	-45%	-60%		-66%
Portable Speakers	-54%	-75%	-75%	-64%
Large Format/Plotter Printers	-55%	-66%	-69%	-64%
Camera/Camcorder Accessories	-60%	-69%	-69%	-62%
Projectors	-47%	-57%	-65%	-57%
Printer Accessories and Parts				-54%
Memory Cards	43%		-56%	-53%
Partner rebates			-55%	-53%
USB Memory				-51%
Long life consumables			-53%	-50%
Digital Cameras	-54%	-69%	-74%	
Copier-based MFPs	-65%	-71%	-70%	
Printer Accessories and Parts	-48%	-55%	-61%	
Home Sound Systems	-50%	-53%	-60%	
Smart Bands and Activity Trackers		-60%	-54%	
Points of Sales	-67%	-66%		
Server Enclosure	-67%	-60%		
MP3/MP4 Players	-50%			

COVID-19 WEEKLY REPORT

Global Distribution Update

Top Declining Categories in Western Europe



COVID-19 WEEKLY REPORT

Global Distribution Update

Top Declining Categories in Eastern Europe

Top 20 Decline Categories EE Distribution Market				
Ranked on Revenue % Change (latest week)				
	4 Weeks ended 05/04/2020 (Wk 14)	4 Weeks ended 12/04/2020 (Wk 15)	4 Weeks ended 19/04/2020 (Wk 16)	4 Weeks ended 26/04/2020 (Wk 17)
Euro % Change				
Standalone GPS Devices		-57%	-91%	-89%
Smart Speakers	-56%	-86%	-93%	-83%
Smartphone Screen Protectors	-40%	-64%	-72%	-75%
Dye Sublimation Printers	-58%	-84%	-81%	-72%
Digital Cameras	-66%	-81%	-81%	-69%
Privacy screens		-48%	-70%	-69%
Camera/Camcorder Accessories	-70%	-75%	-76%	-68%
Scanners	-79%	-78%	-75%	-65%
Presentation Devices		-44%	-64%	-63%
Displays Accessories	-40%	-41%	-64%	-61%
Portable Speakers	-73%	-73%	-50%	-59%
Partner rebates				-51%
Portable Power Banks	-56%	-56%	-52%	-47%
MP3/MP4 Players	-50%	-62%	-51%	-47%
Home Sound Systems	-44%	-41%		-45%
Mobile Phones	-60%	-48%	-47%	-44%
Smart watches	-44%			-44%
Copier-based MFPs				-39%
Office supplies & furniture	-62%		-45%	-37%
Smartphone/Tablet Chargers	-38%			-36%
3D Printers	-41%	-82%	-79%	
Network Accessories			-55%	
Smart watches		-55%	-54%	
Memory Cards		-40%	-45%	
Servers (Unix)	-93%	-91%	-42%	
Smartphones	-42%	-40%		
Partner rebates	-48%			
Server Accessories	-39%			