

IT Industry Update

20th May 2020 CONTEXT COVID-19 Weekly Report





01

CLIMATE SURVEY FEEDBACK

02

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

03

GUIDANCE Q2 BY COUNTRY

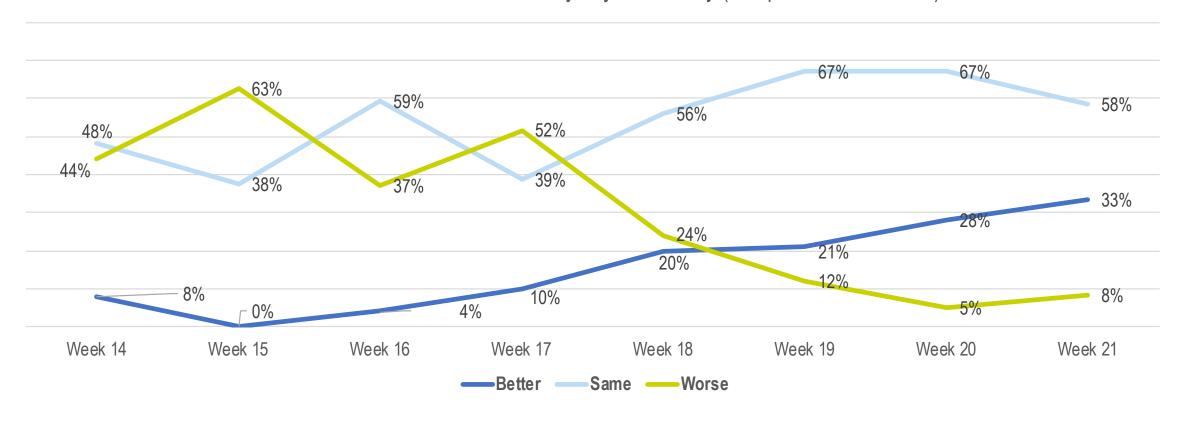
04

ANALYST UPDATE - DISPLAYS (DOMINIKA KONCEWICZ)

CLIMATE SURVEY FEEDBACK – POSITIVE TRENDS THIS WEEK

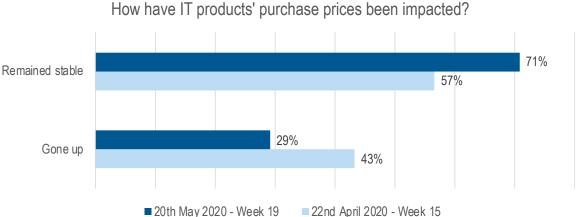


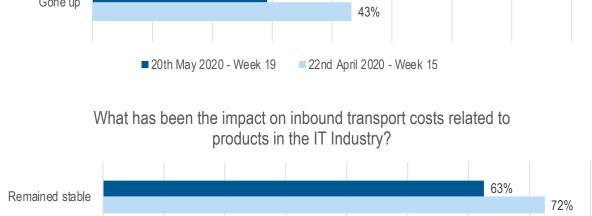
How is the situation for the IT industry in your country (compared to last week)?

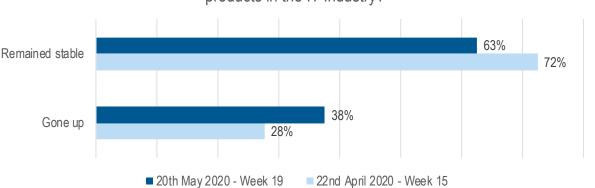


PRICE MOVEMENTS

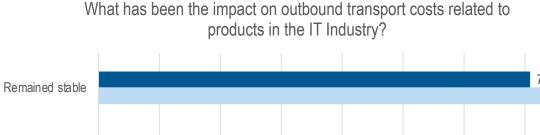


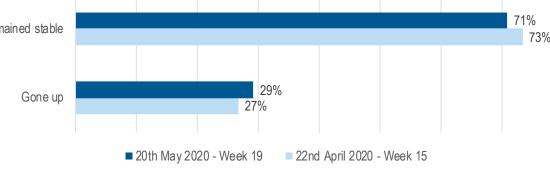






How have IT products' sales prices been impacted? 74% Remained stable 50% 26% Gone up 50% ■ 20th May 2020 - Week 19 22nd April 2020 - Week 15





24 responses



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

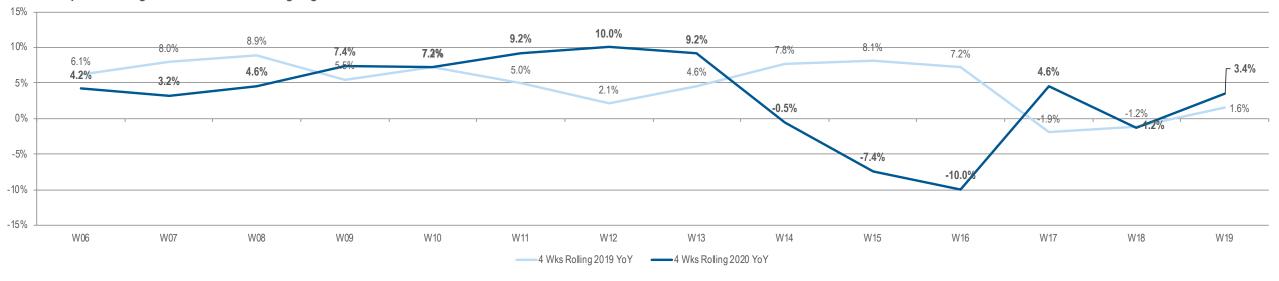
REVENUE GROWTH/DECLINE



WEEK 19: EXCEPTIONAL PERFORMANCE IN RUSSIA (28.6% YOY) 4 WEEKS: +3.4% YOY (1.6% WITHOUT RUSSIA)



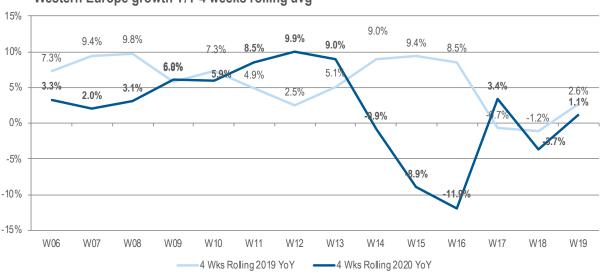
European Panel growth Y/Y 4 weeks rolling avg



ITALY AND FRANCE BRING DOWN WESTERN EUROPE



Western Europe growth Y/Y 4 weeks rolling avg



Eastern Europe growth Y/Y 4 weeks rolling avg



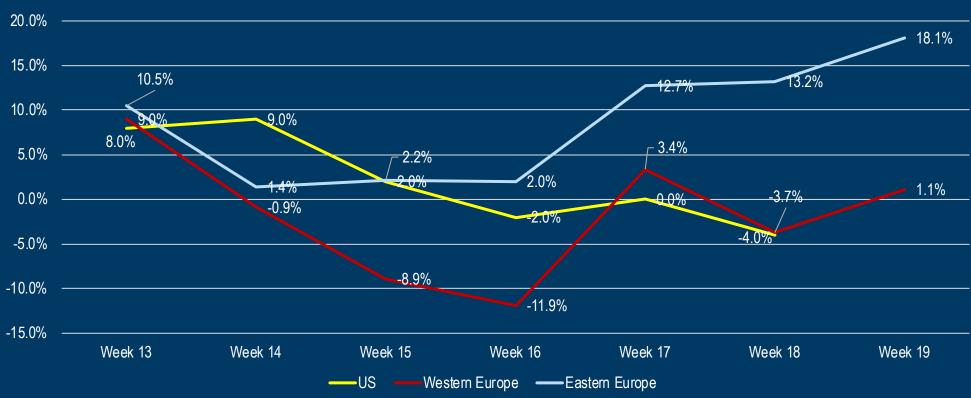
US TRACKS CLOSELY WESTERN EUROPE



Global Distribution Update – Covid-19 Weekly Report

Total Distribution Trends US and Europe

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



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



4 OF THE 5 LARGE COUNTRIES ARE IN NEGATIVE TERRITORY



Pandemic week start

Italy growth Y/Y 4 weeks rolling avg

15%

-10%

-15%

-20%

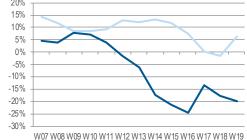
-25%

-30%

Week 9

Week 10

France growth Y/Y 4 weeks rolling avg



Week 10

Spain growth Y/Y 4 weeks rolling avg



Week 10

week 10

Week 11

Germany growth Y/Y 4 weeks rolling avg



Pandemic week start

W07 W08 W09 W10 W11 W12 W13 W14 W15 W16 W17 W18 W19

Week 11

Week 11

Week 11

Portugal growth Y/Y 4 weeks rolling avg

20%

15%

10%

0%

-5%

-10%

-15%

-20%

-25%

-30%

Week 11

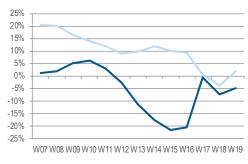
United Kingdom growth Y/Y 4 weeks rolling avg



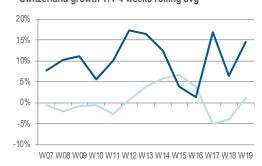
Austria growth Y/Y 4 weeks rolling avg



Belgium growth Y/Y 4 weeks rolling avg

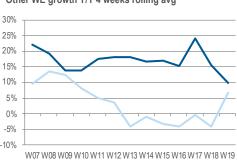


Switzerland growth Y/Y 4 weeks rolling avg



W07 W08 W09 W10 W11 W12 W13 W14 W15 W16 W17 W18 W19

Other WE growth Y/Y 4 weeks rolling avg



Sorted in order of week of pandemic date



RUSSIA GROWS IN MULTIPLE SECTORS

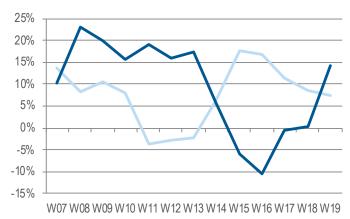


Pandemic week start Week 11 Week 11 Week 11

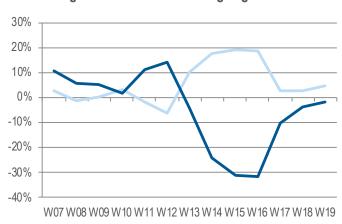
Poland growth Y/Y 4 weeks rolling avg



Czech Republic growth Y/Y 4 weeks rolling avg



Slovakia growth Y/Y 4 weeks rolling avg



Pandemic week start

Baltics growth Y/Y 4 weeks rolling avg



Week 11

Russia growth Y/Y 4 weeks rolling avg



Week 11

CONTEXT COVID-19 Weekly Report

Sorted in order of week of pandemic date



02

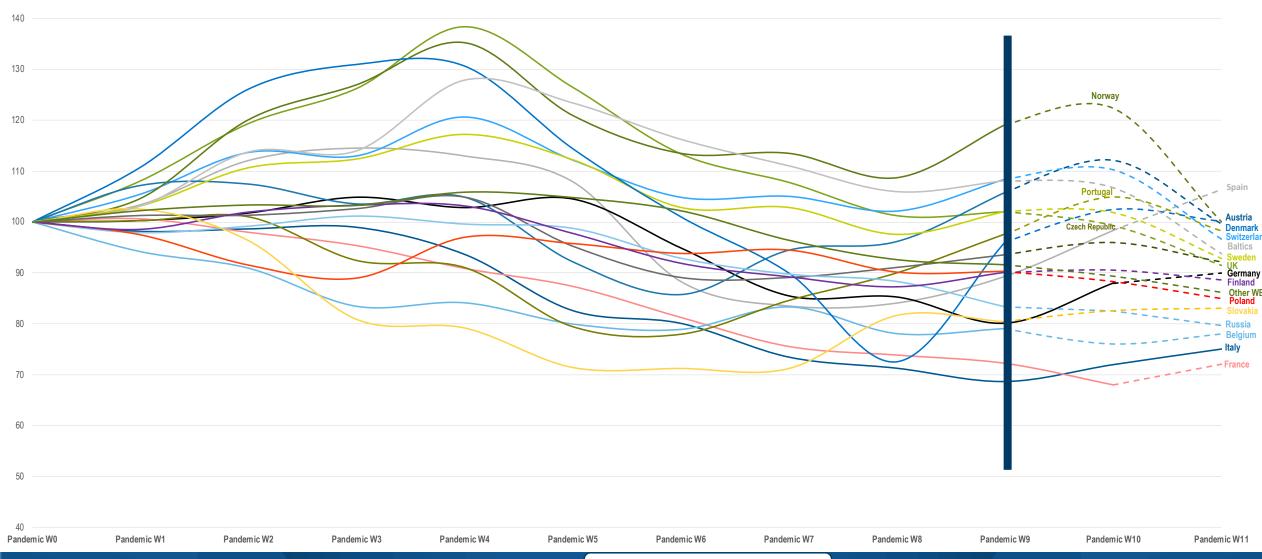
REVENUE PANDEMIC INDEX



ALMOST ALL COUNTRIES EXCEPT NORDICS AND CH ARE BELOW THEIR 100 INDEX

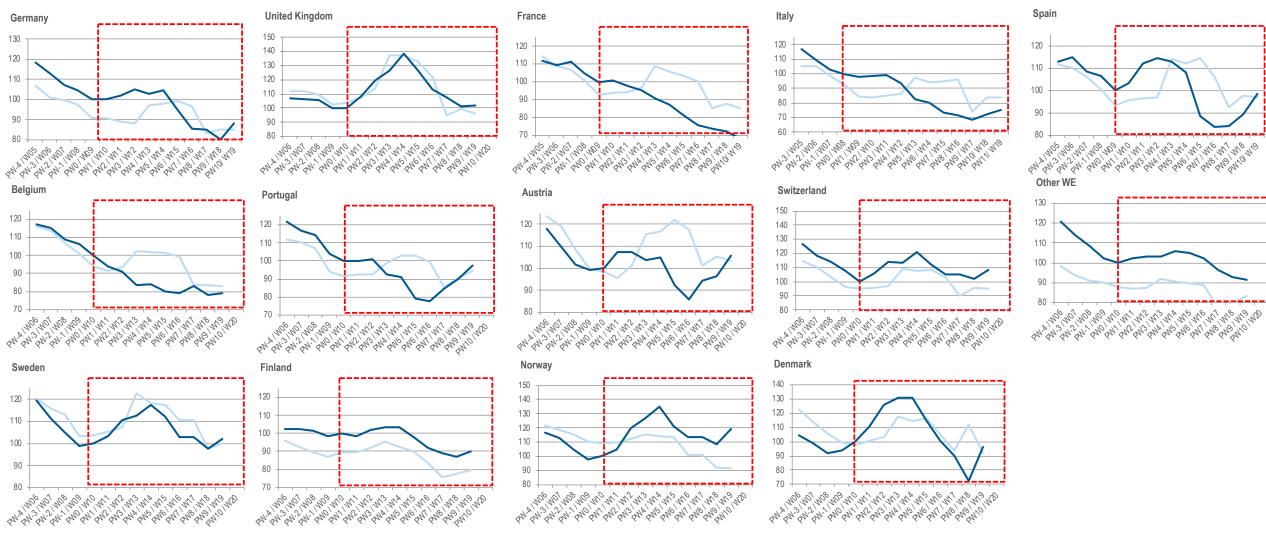


Weekly Revenue Trend Index - All Countries
(Rolling 4 Weeks Revenue to Pandemic Week 0 for Each Country = 100)



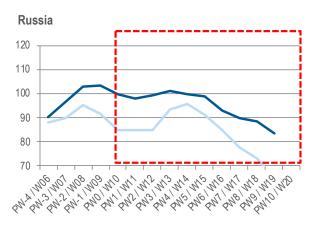
WESTERN EUROPE: COUNTRY BY COUNTRY PANDEMIC GRAPHS

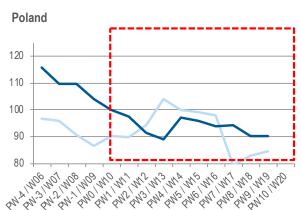


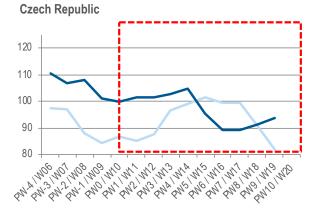


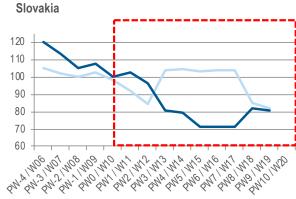
EASTERN EUROPE: COUNTRY BY COUNTRY PANDEMIC GRAPHS

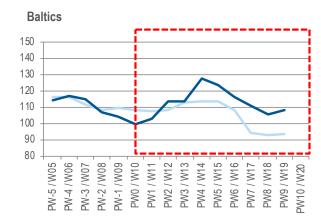














Q2 2020 – GUIDANCE BY COUNTRY



Q2 GUIDANCE BY KEY AREA



| | Q1 YOY Growth/Decline | | Last year's Q2 YOY growth/decline | Last year's Q2 sequential growth/decline | This year's Q2 forecast growth/decline | |
|----------------------------|--------------------------|---------|---|--|--|---------|
| Guidance | Q1 2020 vs | Q2 2019 | Q2 2019 vs | Q2 2019 vs | Q2 2020 vs | Q2 2020 |
| | Q1 2019 | €bn | Q2 2018 | Q1 2019 | Q2 2019 | €bn |
| Mobile & desktop computing | 11.7% | 3.9 | 8.4% | -6.5% | 6.0% | 4.1 |
| Infrastructure & security | -3.1% | 2.8 | -2.3% | -6.8% | -10.0% | 2.5 |
| Software & licences | 7.8% | 2.4 | 8.5% | -3.9% | 6.0% | 2.6 |
| Telecoms | 1.0% | 2.0 | 5.3% | -7.8% | -30.0% | 1.4 |
| Printing & consumables | -2.2% | 1.9 | -7.2% | -8.5% | -20.0% | 1.5 |
| Services | 0.4% | 1.0 | 3.7% | -11.5% | 1.0% | 1.0 |
| Displays | 6.6% | 0.9 | 0.9% | -7.3% | -14.0% | 0.8 |
| Computing components | -9.7% | 0.7 | -4.7% | -17.1% | 0.0% | 0.8 |
| Computing accessories | 10.4% | 0.4 | 10.0% | -10.1% | 5.0% | 0.4 |
| AV Systems | 45.1% | 0.4 | 22.7% | 4.0% | 30.0% | 0.5 |
| Other | 15.6% | 0.9 | 18.5% | 3.3% | 20.0% | 1.0 |
| Total | 4.8% | 17.3 | 3.8% | -6.9% | -4.1% | 16.6 |

Q2 GUIDANCE BY COUNTRY



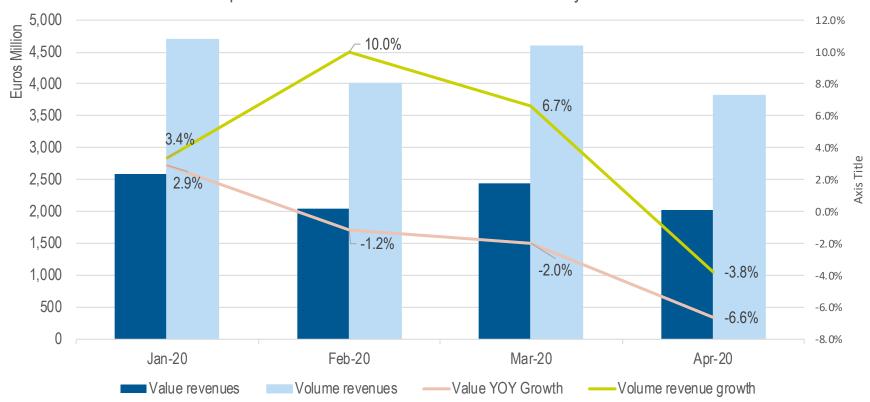
| | Q1 YOY Revenue Trend | | April 2020 Revenue Trend | This year's Q2 forecast growth/decline | Latest GDP forecast | |
|----------|-------------------------|---------|--------------------------------|--|---------------------|---------|
| Guidance | Q1 2020 vs | Q2 2019 | April 2020 vs | Q2 2020 vs | Q2 | Q2 2020 |
| | Q1 2019 | €bn | April 2019 | Q2 2019 | Q2 _ | €bn |
| Germany | 9.9% | 3.7 | -4.7% | -5.1% | -14.0% | 3.5 |
| UK | -1.4% | 3.1 | 2.0% | -4.9% | -26.0% | 3.0 |
| Italy | 7.1% | 1.8 | -17.1% | -9.0% | -13.2% | 1.6 |
| France | -2.2% | 1.7 | -16.9% | -8.9% | -14.0% | 1.5 |
| Spain | 3.1% | 1.3 | -11.6% | -7.8% | -14.6% | 1.2 |
| Russia | 7.1% | 1.4 | -0.7% | -0.4% | -16.0% | 1.4 |
| Poland | 9.5% | 0.8 | 6.8% | 7.3% | -8.9% | 0.8 |
| Other | 5.8% | 3.5 | 2.6% | 0.1% | | 3.5 |
| Total | 4.8% | 17.3 | -3.3% | -4.1% | -12.5%* | 16.6 |
| | | | | | | |

^{*} Euro area

VALUE BUSINESS MORE IMMEDIATELY AFFECTED BY THE CRISIS



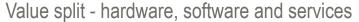
Europe Distribution sales - value/volume - monthly trends 2020

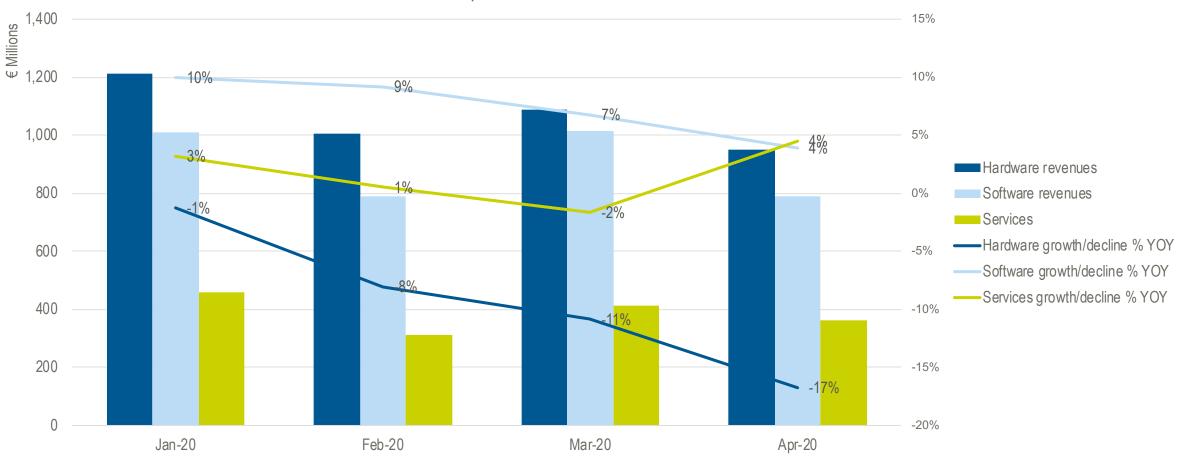




HARDWARE IS THE CASUALTY



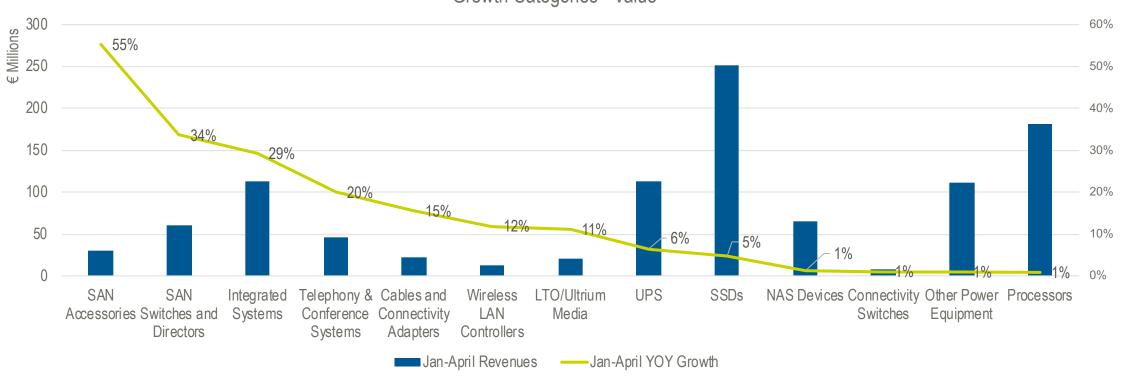




TOP CATEGORIES OF GROWTH IN HARDWARE VALUE



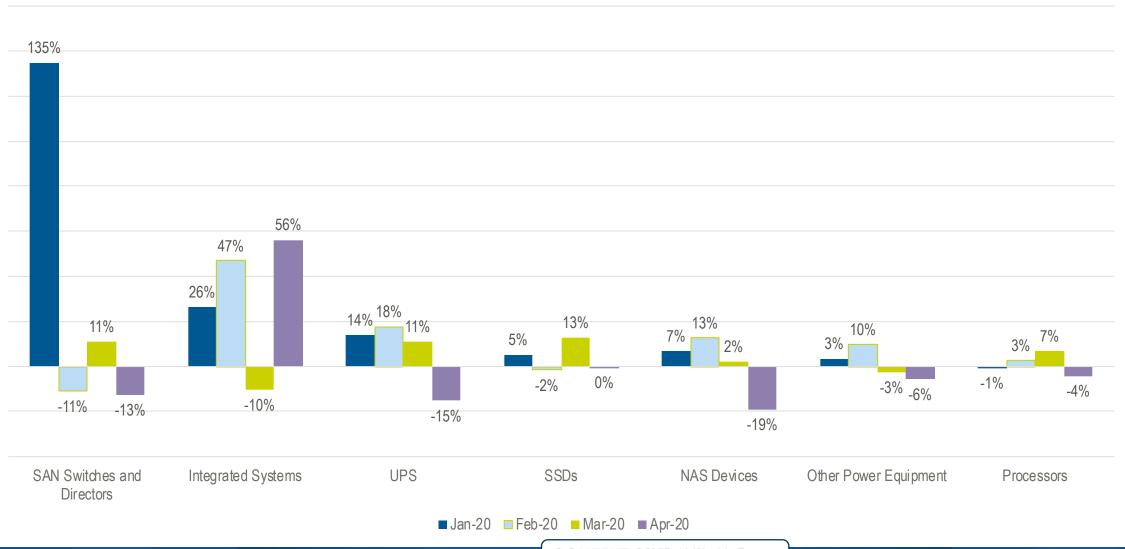




GROWTH COMES FROM PRE-PANDEMIC SALES



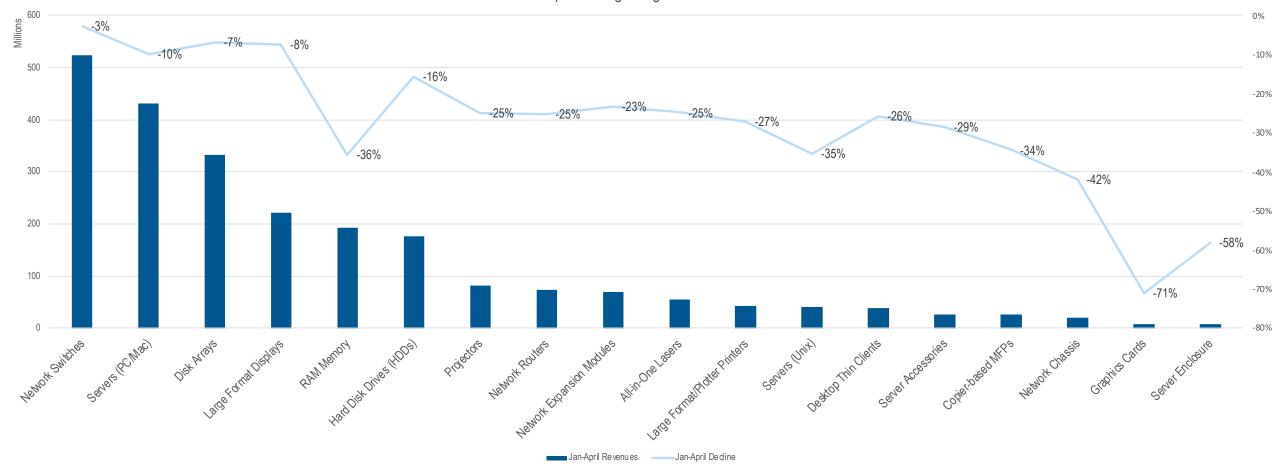
Growth Categories - Value - Monthly Trend



DECLINE IN SOME OF THE CORE CATEGORIES IN JAN-APRIL







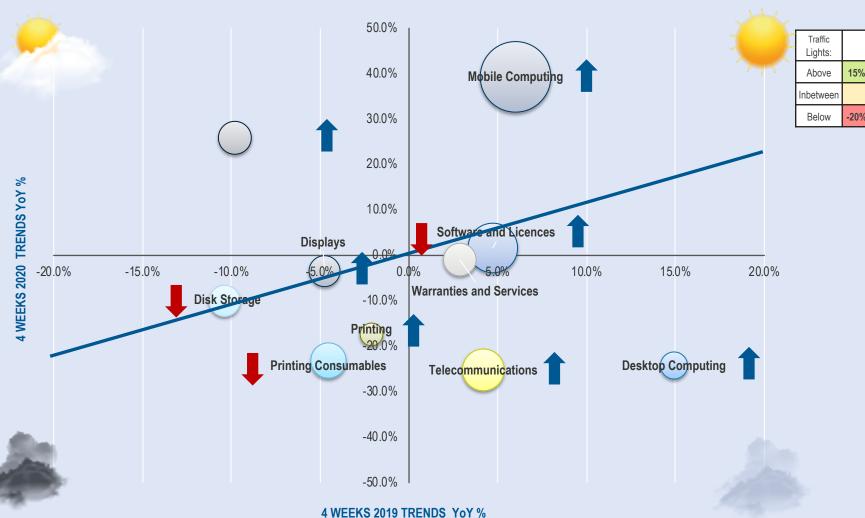


03

SECTOR/CATEGORY WEATHER MAPS

INDUSTRY SECTOR TRENDS: TOP 10 BY REVENUE IN EUROS

% Change in sales through IT Distribution in €: 4 Weeks to Week 19 (10/05/20) vs same period 2019

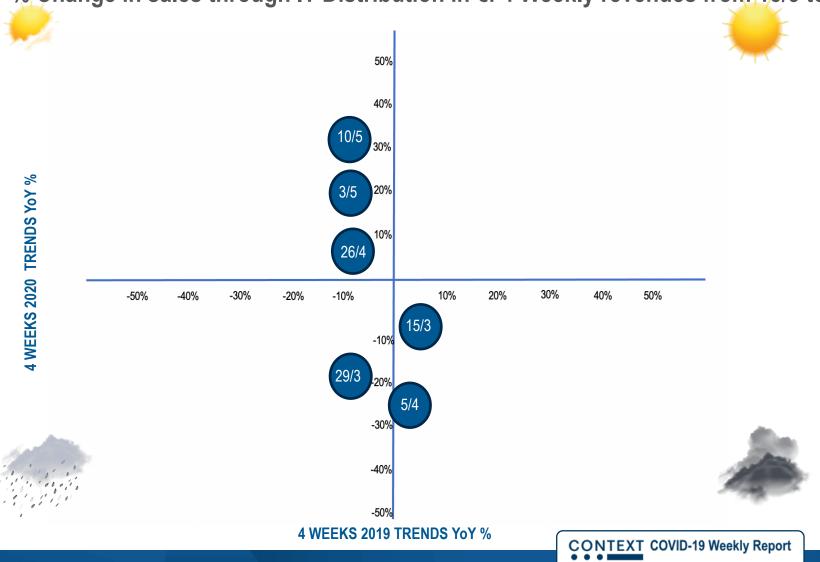


| Industry Sector | 2019 | 2020 |
|---|------|------|
| Mobile Computing | 6% | 39% |
| Software and Licences | 5% | 2% |
| Printing Consumables | -5% | -23% |
| Telecommunications | 4% | -25% |
| Warranties and Services | 3% | -1% |
| Disk Storage | -10% | -10% |
| Computing Components | -10% | 26% |
| Displays | -5% | -3% |
| Desktop Computing | 15% | -24% |
| Printing | -2% | -17% |
| Networking Systems | 9% | 1% |
| Server Computing | -13% | -6% |
| Computing Accessories | 0% | 9% |
| Audio-Video Systems | 17% | 43% |
| Data Center Networking and Security | -2% | 0% |
| Wireless Networking | 3% | 12% |
| Other Networking Equipment | 3% | 2% |
| Power Equipment | 4% | -11% |
| Wearable Devices | 18% | 2% |
| Connectivity | 4% | -15% |
| Home and Garden | 31% | -1% |
| Games Consoles | 38% | 21% |
| Smart Home and Office | 178% | -18% |
| Removable Storage | -27% | -34% |
| Electronics | -16% | -39% |
| Unified Communications | -9% | -13% |
| Terminals, Thin Clients and Points of Sales | -2% | -28% |
| Scanner Imaging | -2% | -12% |
| Tape Storage | -21% | -7% |
| Security | -7% | -27% |
| Photo and Video Cameras | -22% | -61% |
| eHealth Devices | -42% | 91% |
| Security Devices | 39% | -35% |

CONTEXT COVID-19 Weekly Report

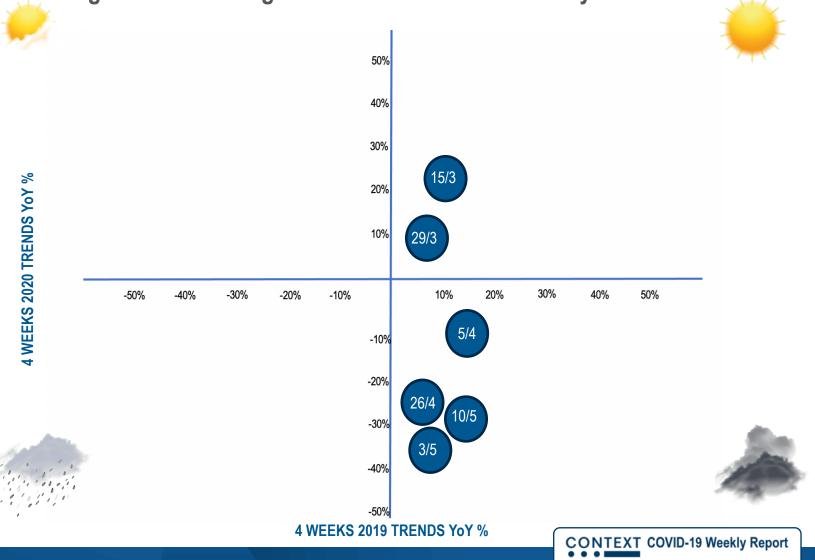
THE ASCENT OF COMPUTING COMPONENTS





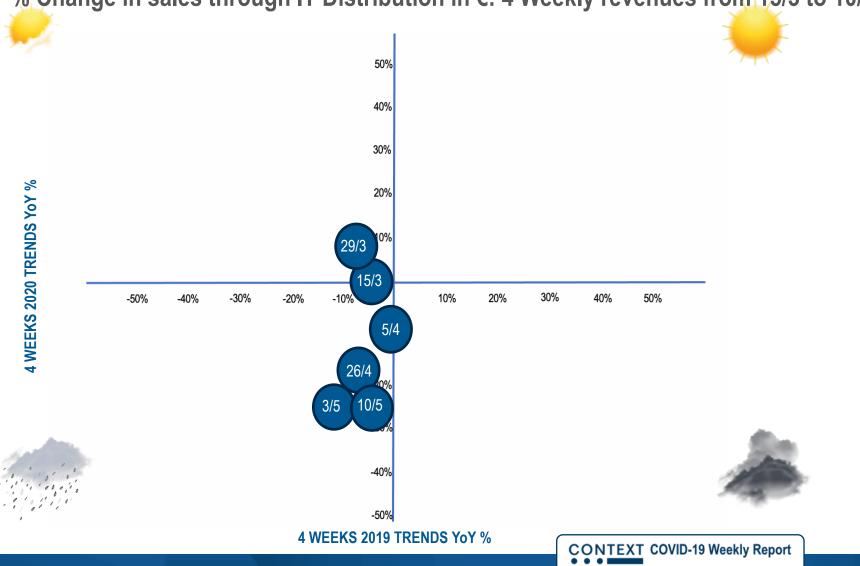
THE DESCENT OF DESKTOPS





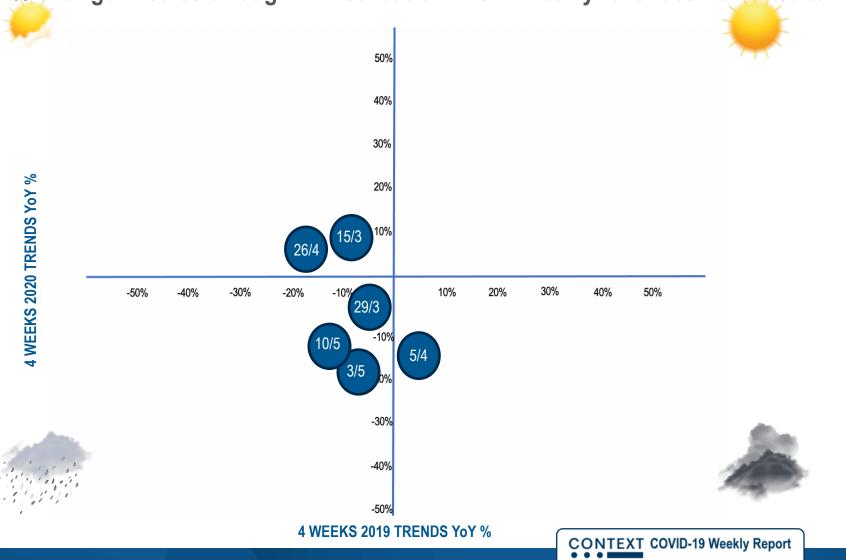
THE DESCENT OF PRINTING CONSUMABLES





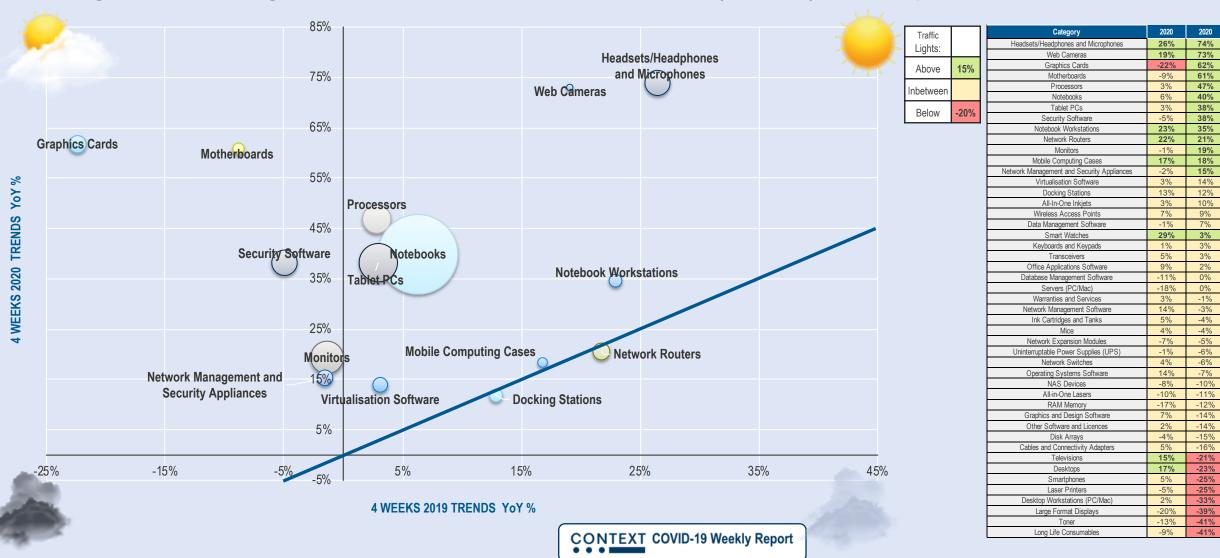
THE DESCENT OF DISK STORAGE





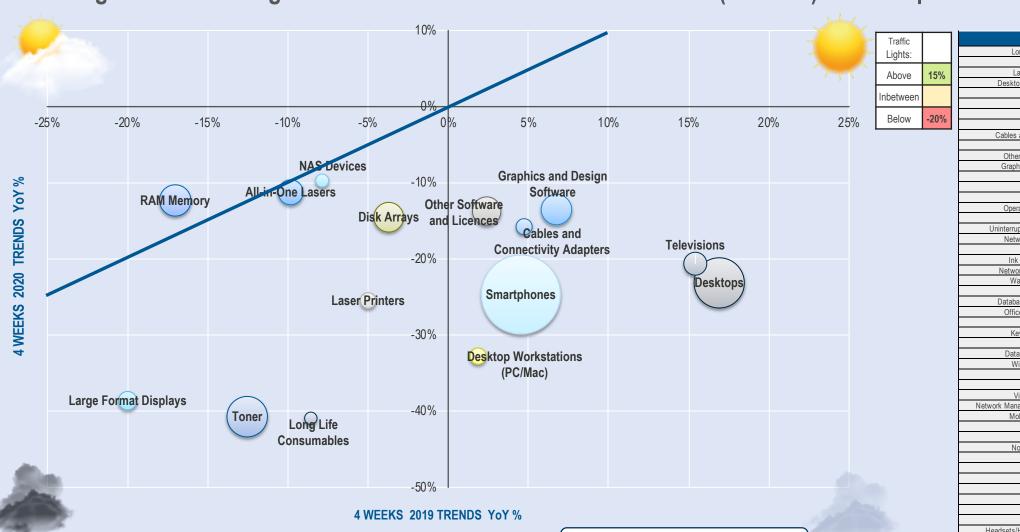
CATEGORY TRENDS: TOP 15 BY % REVENUE GROWTH

% Change in sales through IT Distribution in €: 4 Weeks to Week 19 (10/05/20) vs same period 2019



CATEGORY TRENDS: TOP 15 BY % REVENUE DECLINE

% Change in sales through IT Distribution in €: 4 Weeks to Week 19 (10/05/20) vs same period 2019



| Category | 2019 | 2020 |
|--|------|------|
| Long Life Consumables | -9% | -41% |
| Toner | -13% | -41% |
| Large Format Displays | -20% | -39% |
| Desktop Workstations (PC/Mac) | 2% | -33% |
| Laser Printers | -5% | -25% |
| Smartphones | 5% | -25% |
| Desktops | 17% | -23% |
| Televisions | 15% | -21% |
| Cables and Connectivity Adapters | 5% | -16% |
| Disk Arrays | -4% | -15% |
| Other Software and Licences | 2% | -14% |
| Graphics and Design Software | 7% | -14% |
| RAM Memory | -17% | -12% |
| All-in-One Lasers | -10% | -11% |
| NAS Devices | -8% | -10% |
| Operating Systems Software | 14% | -7% |
| Network Switches | 4% | -6% |
| Uninterruptable Power Supplies (UPS) | -1% | -6% |
| Network Expansion Modules | -7% | -5% |
| Mice | 4% | -4% |
| Ink Cartridges and Tanks | 5% | -4% |
| Network Management Software | 14% | -3% |
| Warranties and Services | 3% | -1% |
| Servers (PC/Mac) | -18% | 0% |
| Database Management Software | -11% | 0% |
| Office Applications Software | 9% | 2% |
| Transceivers | 5% | 3% |
| Keyboards and Keypads | 1% | 3% |
| Smart Watches | 29% | 3% |
| Data Management Software | -1% | 7% |
| Wireless Access Points | 7% | 9% |
| All-In-One Inkjets | 3% | 10% |
| Docking Stations | 13% | 12% |
| Virtualisation Software | 3% | 14% |
| Network Management and Security Appliances | -2% | 15% |
| Mobile Computing Cases | 17% | 18% |
| Monitors | -1% | 19% |
| Network Routers | 22% | 21% |
| Notebook Workstations | 23% | 35% |
| Security Software | -5% | 38% |
| Tablet PCs | 3% | 38% |
| Notebooks | 6% | 40% |
| Processors | 3% | 47% |
| Motherboards | -9% | 61% |
| Graphics Cards | -22% | 62% |
| Web Cameras | 19% | 73% |
| Headsets/Headphones and Microphones | 26% | 74% |



Industry analyst update

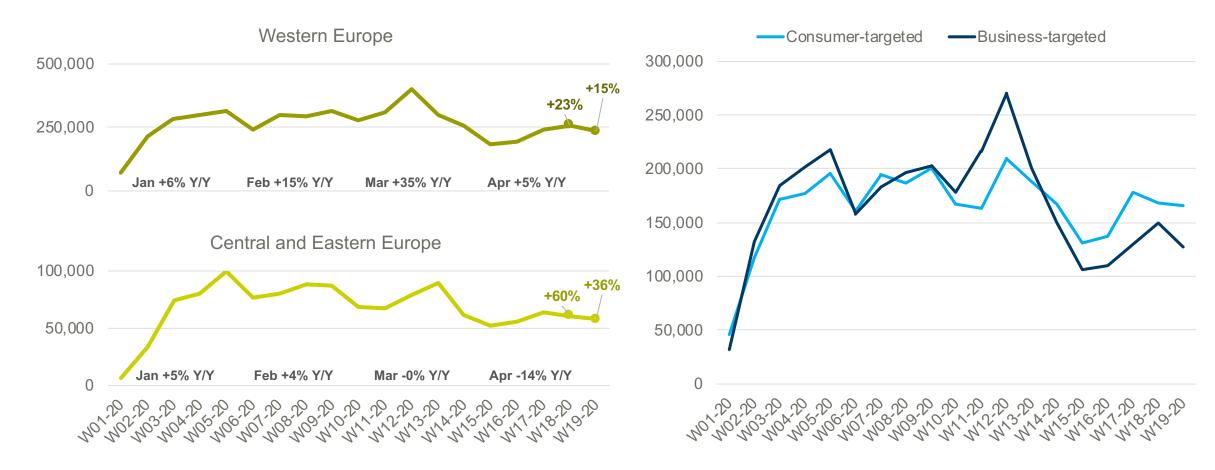
Dominika Koncewicz, Senior Displays Analyst

APRIL AND EARLY MAY SALES GROWTH DRIVEN MORE BY CONSUMER MODELS



Desktop monitor volume sales (sell-through)

Desktop monitor volume sales (WE+CEE)



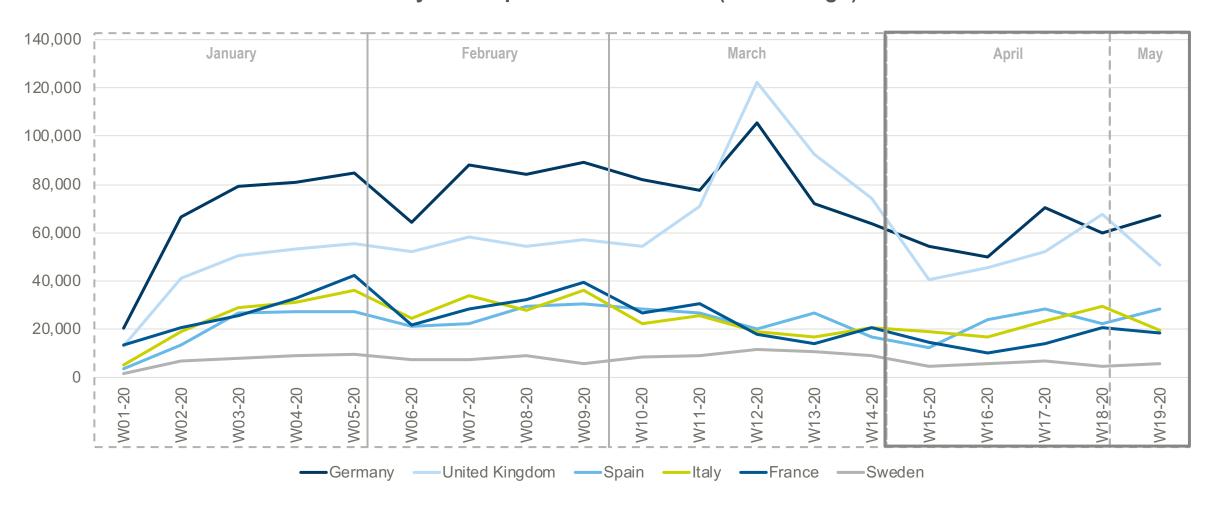
^{*} W18 includes 1-3rd of May

^{**}W19 includes 4-10th of May

UK AND GERMANY REMAIN THE STRONGEST MARKETS IN W EUROPE



Weekly desktop monitor unit sales (sell-through)





04

CHANNEL HEALTH

RETAIL CHANNEL IS IMPROVING DRIVEN BY STORE REOPENING AND NON-AMAZON

COUNTRIES



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

| vveek 1 | 9 | | |
|---------|----------------|-------|--|
| CHAI | CHANNEL GROWTH | | |
| WE | EE | Total | |
| -4% | 1% | -4% | |
| -2% | 8% | 0% | |
| -17% | -29% | -18% | |
| 53% | 10% | 47% | |
| -4% | 46% | 6% | |

Mook 10

| Week 18 | | | | |
|---------|----------------|-------|--|--|
| CHA | CHANNEL GROWTH | | | |
| WE | EE | Total | | |
| -5% | -15% | -6% | | |
| -8% | 3% | -6% | | |
| -21% | -45% | -22% | | |
| 46% | -6% | 39% | | |
| -13% | 52% | 0% | | |

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

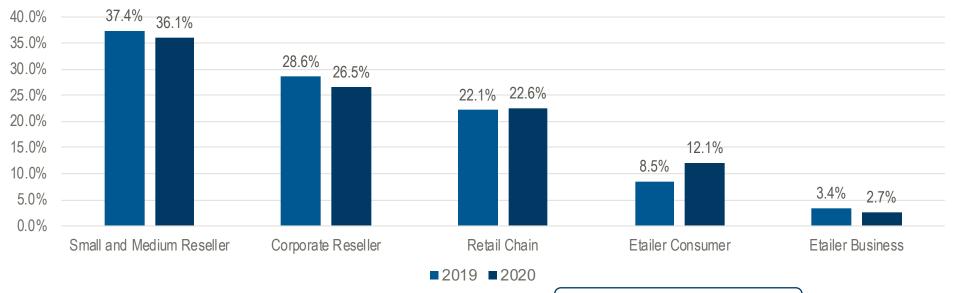
Week 17

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

Week 16



Channel Share in Western and Eastern Europe



CONTEXT COVID-19 Weekly Report

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



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

| | WESTERN EUROPE | | | | | | | | | | | | |
|---------|-----------------|-------|--------|-------|-------------|--------|---------|---------|----------|---------|--------|---------|----------|
| Germany | UK & Ireland | Italy | France | Spain | Switzerland | Sweden | Austria | Belgium | Portugal | Denmark | Norway | Finland | Other WE |
| -9% | 6% | -3% | -21% | 3% | -9% | -9% | -7% | -4% | -38% | -19% | 19% | -5% | -11% |
| 2% | -10% | 5% | -22% | 5% | 5% | 9% | -9% | -15% | 29% | -9% | 27% | 7% | 7% |
| -8% | -8% | -16% | -42% | -48% | -2% | -30% | -45% | 7% | 13% | -5% | 45% | -21% | -32% |
| 48% | 80% | 44% | -13% | 84% | 47% | 56% | 46% | 68% | 8% | 110% | 91% | 84% | 38% |
| 3% | -4% | -39% | -11% | -27% | 41% | 26% | 33% | 16% | -5% | 81% | 2% | 40% | 31% |

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

| EASTERN EUROPE | | | | | | | |
|----------------|--------|-------------------|---------|----------|--|--|--|
| Russia | Poland | Czech Republic | Baltics | Slovakia | | | |
| 9% | -33% | 0% | -25% | 87% | | | |
| 10% | 11% | 1% | 18% | -16% | | | |
| -33% | 15% | -40% | -39% | -56% | | | |
| -15% | 42% | 5% | 90% | -21% | | | |
| 102% | 7% | 49% | 27% | -13% | | | |

| Above | 15% |
|-----------|------|
| Inbetween | |
| Below | -20% |

CONTEXT COVID-19 Weekly Report



Thank you!

ANY QUESTIONS?









For the Period: 4 Weeks to Week 19 (May 10 2020) vs Same Period 2019

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Weekly %YoY Trend - EE

Top Growth Industry

Top Decline Industry

Largest Industry

Top Growth Category

Top Decline Category

Largest Category

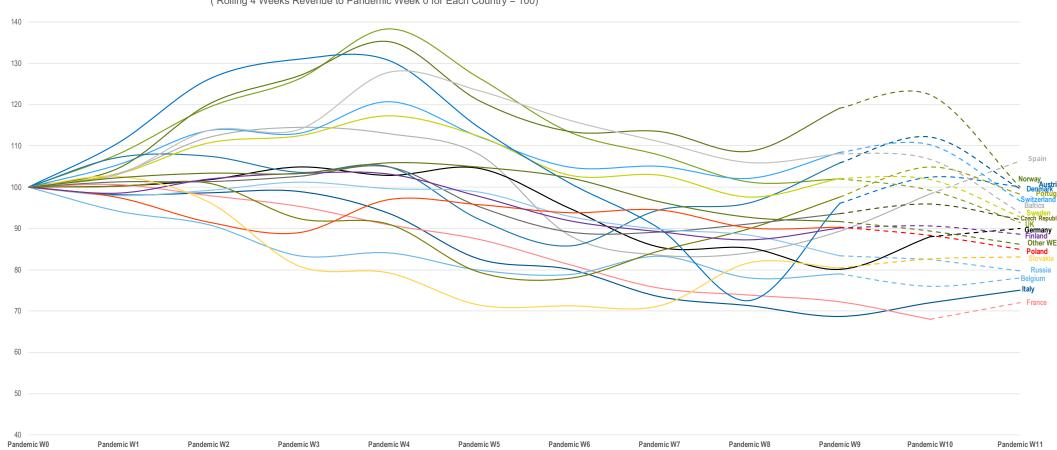
Channel

Largest Industries Business

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



Weekly Revenue Trend - Sum WE

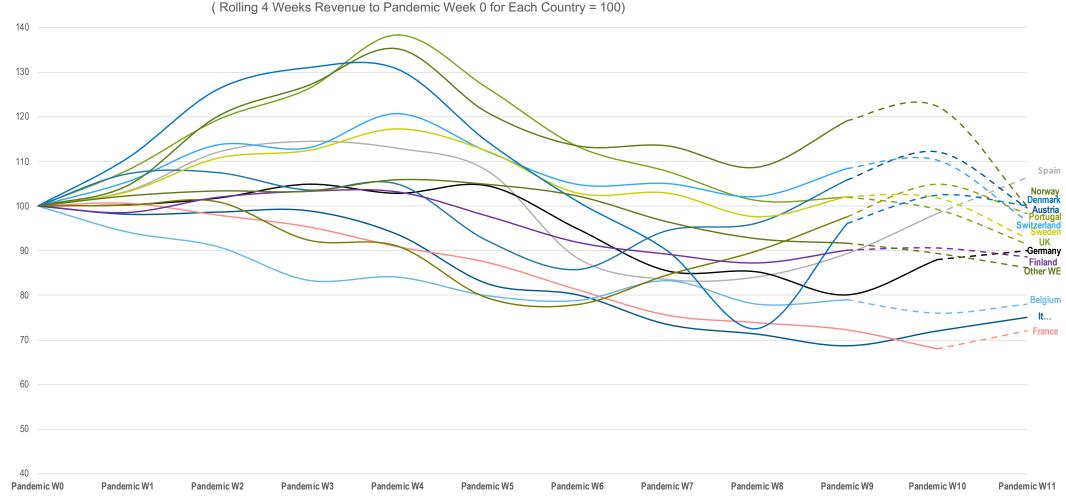
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Weekly Revenue Trend

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

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



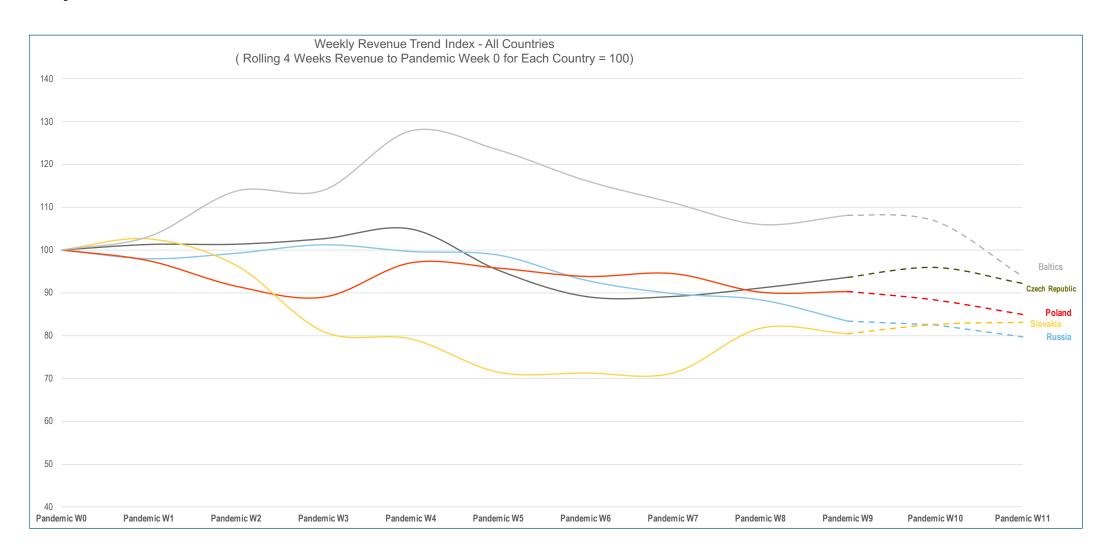
Weekly Revenue Trend - Sum EE

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Weekly Revenue Trend

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



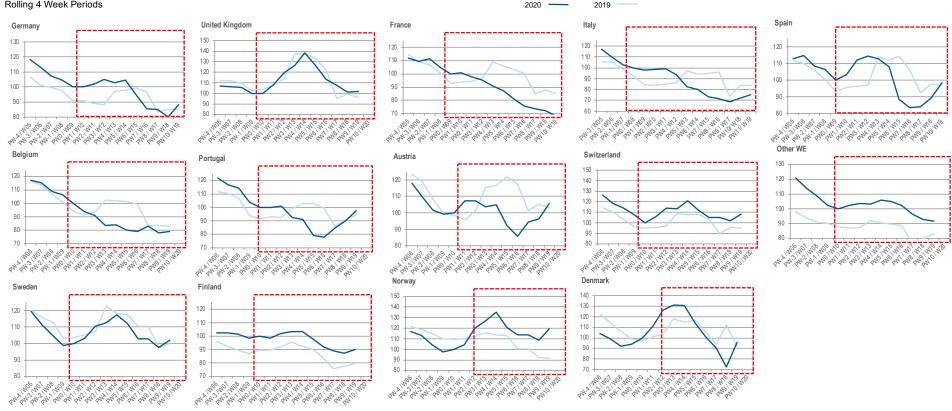
Weekly Revenue Trend WE

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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



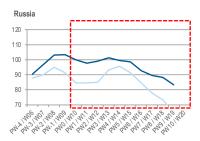
Weekly Revenue Trend EE

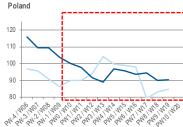
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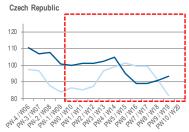
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Weekly Revenue Trend - Eastern Europe

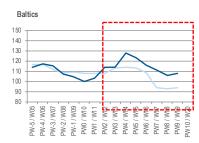
Weekly Revenue Trend Index (Rolling 4 Weeks Revenue to Pandemic Week 0 for Each Country = 100) Rolling 4 Week Periods











Weekly %YoY Trend - Sum

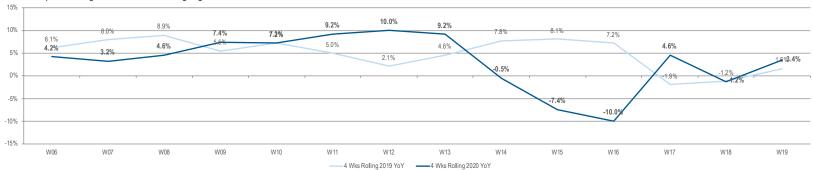
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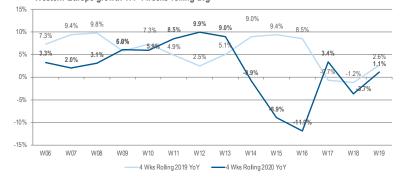
Weekly %YoY Trend

% 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



Weekly %YoY Trend - WE

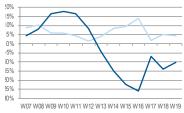
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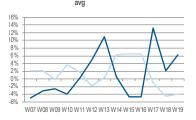
Weekly %YoY Trend - Western Europe

% Change in sales through IT Distribution in Euros Rolling 4 Week Periods

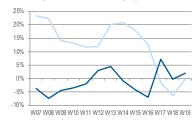
Italy growth Y/Y 4 weeks rolling avg



United Kingdom growth Y/Y 4 weeks rolling



Sweden growth Y/Y 4 weeks rolling avg



France growth Y/Y 4 weeks rolling avg



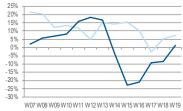
Austria growth Y/Y 4 weeks rolling avg



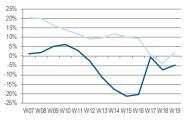
Finland growth Y/Y 4 weeks rolling avg



Spain growth Y/Y 4 weeks rolling avg



Belgium growth Y/Y 4 weeks rolling avg



Norway growth Y/Y 4 weeks rolling avg



Portugal growth Y/Y 4 weeks rolling avg



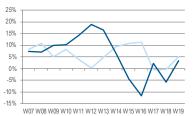
Switzerland growth Y/Y 4 weeks rolling avg



Denmark growth Y/Y 4 weeks rolling avg



Germany growth Y/Y 4 weeks rolling avg



Other WE growth Y/Y 4 weeks rolling avg



Weekly %YoY Trend - EE

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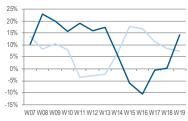
Weekly %YoY Trend - Eastern Europe

% Change in sales through IT Distribution in Euros Rolling 4 Week Periods

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



Russia growth Y/Y 4 weeks rolling avg



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 19 (May 10 2020) vs Same Period 2019

Sorted by top growth Industry sector and country size

| | | | | | | | | | WESTERN | EUROPE | | | | | | | | EAS | TERN EUR | OPE | |
|--------------|--------------|-------------------------------------|---------|-----------------|-------|--------|-------|-------------|---------|---------|---------|----------|---------|--------|---------|----------|--------|--------|-------------------|---------|----------|
| Rank- W18 | Rank- W19 | Industry Sector | Germany | UK & Ireland | Italy | France | Spain | Switzerland | Sweden | Austria | Belgium | Portugal | Denmark | Norway | Finland | Other WE | Russia | Poland | Czech Republic | Baltics | Slovakia |
| 2 | 1 1 | Audio-Video Systems | 50% | 9% | 30% | 15% | 78% | 43% | 20% | 31% | -26% | 87% | 51% | 79% | 160% | 131% | 47% | 74% | 50% | 6% | 96% |
| 1 | 2 - 4 | Mobile Computing | 34% | 84% | 41% | 4% | 35% | 36% | 12% | 106% | 16% | 46% | 32% | 69% | 8% | 20% | 38% | 23% | 37% | 29% | 8% |
| 3 | 3 = | Computing Components | 39% | 20% | 7% | -26% | 36% | 14% | 9% | -26% | -17% | 23% | -45% | -3% | 65% | 22% | 69% | 88% | 51% | 72% | -11% |
| 4 | 4 = | Wireless Networking | 22% | -4% | 25% | -37% | -21% | 0% | 42% | 21% | -30% | 44% | 160% | -34% | 51% | 28% | 13% | 204% | 46% | 40% | 5% |
| 6 | 5 1 | Computing Accessories | 26% | 6% | 0% | -26% | 11% | 4% | -1% | 7% | -27% | 103% | 14% | 9% | 24% | -5% | 29% | 26% | 26% | 19% | -6% |
| 9 | 6 1 | Other Networking Equipment | 6% | 7% | -13% | -27% | -19% | 4% | -4% | -20% | -31% | 8% | -24% | 68% | 47% | 20% | 43% | 15% | 59% | 1% | -9% |
| 15 | 7 1 | Wearable Devices | 15% | 30% | -58% | -35% | -46% | 4% | 16% | 285% | -23% | -34% | 33% | -55% | -3% | 26% | 130% | -26% | -7% | -67% | -71% |
| 8 | 8 = | Software and Licences | 0% | -6% | -8% | 1% | 20% | 11% | -3% | -9% | 2% | 28% | -6% | 53% | 26% | -1% | 39% | -22% | -1% | 14% | 4% |
| 7 | 9 4 | Networking Systems | 11% | -4% | -8% | -37% | 15% | -9% | -5% | -10% | -28% | 18% | 12% | 15% | 22% | -4% | 36% | 36% | 14% | 46% | -37% |
| 10 | 10 = | Data Center Networking and Security | 19% | -8% | -14% | -31% | 2% | 80% | 63% | -65% | -5% | -27% | -13% | 32% | -18% | 12% | -10% | 56% | -10% | -44% | 145% |
| 5 | 11 - | Warranties and Services | 0% | -13% | -11% | -10% | 26% | 17% | -18% | -5% | 7% | -15% | 10% | 17% | 13% | 3% | 134% | -13% | -17% | 19% | -30% |
| 13 | 12 1 | Displays | 20% | 4% | -34% | -53% | 37% | 29% | -39% | 7% | -5% | 21% | 7% | -14% | 18% | -6% | 12% | -5% | 16% | -12% | -34% |
| 11 | 13 🖣 | Server Computing | -50% | -1% | -3% | -1% | 32% | 3% | -4% | 96% | 0% | 23% | -32% | -10% | 56% | 13% | -2% | 87% | 92% | 62% | -61% |
| 12 | 14 - 4 | Disk Storage | -13% | -28% | -32% | -36% | -6% | -32% | -6% | -5% | -16% | -21% | -22% | -1% | -19% | -16% | 119% | 12% | 6% | -18% | -39% |
| 14 | 15 🖣 | Power Equipment | 4% | -28% | -32% | -52% | -33% | 9% | 1% | -24% | -20% | -39% | 0% | -10% | 14% | 3% | 15% | -20% | -13% | -16% | -26% |
| 22 | 16 1 | Scanner Imaging | -8% | -4% | -25% | -29% | -20% | 42% | 56% | -25% | 158% | 103% | 2% | -20% | -25% | 3% | -32% | -47% | -30% | -37% | -63% |
| 16 | 17 - 4 | Unified Communications | 21% | -45% | 2% | -70% | -32% | -16% | -27% | -68% | -73% | -28% | 159% | -18% | 242% | -27% | 11% | -42% | -20% | 554% | -76% |
| 17 | 18 - 4 | Connectivity | -19% | -18% | -43% | -42% | -13% | 16% | -12% | -27% | -28% | 0% | -24% | 12% | 16% | 1% | 68% | 20% | -10% | -19% | -9% |
| 18 | 19 - 4 | Printing | -13% | -28% | -23% | -49% | -14% | -5% | 9% | 1% | -37% | -25% | -46% | 32% | -26% | -33% | -6% | 14% | 32% | 28% | -25% |
| 20 | 20 片 | Smart Home and Office | 4% | -15% | -63% | -47% | -64% | 94% | 3% | -51% | -87% | 502% | 142% | 84% | -30% | 93% | 1% | 482% | 94% | 269% | 38% |
| 19 | 21 - | Printing Consumables | -25% | -34% | -22% | -14% | -20% | -29% | -21% | -33% | -50% | -9% | -28% | 15% | -28% | -5% | -22% | -15% | -27% | -52% | -16% |
| 21 | 22 🎝 | Desktop Computing | -15% | -49% | -39% | -42% | -32% | -7% | 0% | -28% | -41% | -21% | -48% | -13% | -9% | -34% | 28% | -1% | -26% | -16% | -48% |
| 24 | 23 省 | Telecommunications | -34% | -10% | -41% | -43% | -46% | 15% | 29% | -23% | 17% | -60% | 31% | 33% | 1% | 27% | -50% | -22% | 13% | 73% | -17% |
| 23 | 24 🌷 | Removable Storage | -34% | -55% | 32% | -52% | -72% | 4% | 62% | -44% | -62% | -49% | -13% | 21% | -48% | -29% | 23% | -30% | -35% | 7% | -48% |
| | | | | | | | | | | | | | | | | | | | | | |
| | | Country Growth | 3% | 6% | -10% | -20% | 1% | 15% | 2% | 3% | -5% | 3% | 5% | 30% | 13% | 10% | 29% | 7% | 14% | 15% | -2% |

| Traffic Lights: | | | | | | |
|-----------------|-----|--|--|--|--|--|
| Above | 15% | | | | | |
| Inbetween | | | | | | |
| Below -20% | | | | | | |

| 1 | | |
|---------|------------|--------|
| INDUSTR | Y SECTOR (| GROWTH |
| WE | EE | Total |
| 42% | 56% | 43% |
| 41% | 31% | 39% |
| 17% | 69% | 26% |
| 7% | 68% | 12% |
| 7% | 25% | 9% |
| -3% | 36% | 2% |
| 2% | 1% | 2% |
| 1% | 9% | 2% |
| -3% | 31% | 1% |
| 0% | -2% | 0% |
| -3% | 49% | -1% |
| -5% | 2% | -4% |
| -10% | 12% | -6% |
| -21% | 54% | -10% |
| -17% | 6% | -11% |
| -7% | -34% | -13% |
| -14% | -11% | -13% |
| -20% | 32% | -15% |
| -22% | 2% | -17% |
| -19% | 232% | -18% |
| -23% | -22% | -23% |
| -30% | 9% | -24% |
| -26% | -21% | -25% |
| -37% | -17% | -34% |
| | | |

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 19 (May 10 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 | | | | | | |
|-------------------------------------|---------|-----------------|-------|--------|-------|-------------|--------|---------|---------|----------|---------|--------|----------------|----------|--------|--------|-------------------|---------|----------|
| Industry Sector | Germany | UK & Ireland | Italy | France | Spain | Switzerland | Sweden | Austria | Belgium | Portugal | Denmark | Norway | Finland | Other WE | Russia | Poland | Czech Republic | Baltics | Slovakia |
| Removable Storage | -34% | -55% | 32% | -52% | -72% | 4% | 62% | -44% | -62% | -49% | -13% | 21% | -48% | -29% | 23% | -30% | -35% | 7% | -48% |
| Telecommunications | -34% | -10% | -41% | -43% | -46% | 15% | 29% | -23% | 17% | -60% | 31% | 33% | 1% | 27% | -50% | -22% | 13% | 73% | -17% |
| Desktop Computing | -15% | -49% | -39% | -42% | -32% | -7% | 0% | -28% | -41% | -21% | -48% | -13% | -9% | -34% | 28% | -1% | -26% | -16% | -48% |
| Printing Consumables | -25% | -34% | -22% | -14% | -20% | -29% | -21% | -33% | -50% | -9% | -28% | 15% | -28% | -5% | -22% | -15% | -27% | -52% | -16% |
| Smart Home and Office | 4% | -15% | -63% | -47% | -64% | 94% | 3% | -51% | -87% | 502% | 142% | 84% | -30% | 93% | 1% | 482% | 94% | 269% | 38% |
| Printing | -13% | -28% | -23% | -49% | -14% | -5% | 9% | 1% | -37% | -25% | -46% | 32% | -26% | -33% | -6% | 14% | 32% | 28% | -25% |
| Connectivity | -19% | -18% | -43% | -42% | -13% | 16% | -12% | -27% | -28% | 0% | -24% | 12% | 16% | 1% | 68% | 20% | -10% | -19% | -9% |
| Unified Communications | 21% | -45% | 2% | -70% | -32% | -16% | -27% | -68% | -73% | -28% | 159% | -18% | 242% | -27% | 11% | -42% | -20% | 554% | -76% |
| Scanner Imaging | -8% | -4% | -25% | -29% | -20% | 42% | 56% | -25% | 158% | 103% | 2% | -20% | -25% | 3% | -32% | -47% | -30% | -37% | -63% |
| Power Equipment | 4% | -28% | -32% | -52% | -33% | 9% | 1% | -24% | -20% | -39% | 0% | -10% | 14% | 3% | 15% | -20% | -13% | -16% | -26% |
| Disk Storage | -13% | -28% | -32% | -36% | -6% | -32% | -6% | -5% | -16% | -21% | -22% | -1% | -19% | -16% | 119% | 12% | 6% | -18% | -39% |
| Server Computing | -50% | -1% | -3% | -1% | 32% | 3% | -4% | 96% | 0% | 23% | -32% | -10% | 56% | 13% | -2% | 87% | 92% | 62% | -61% |
| Displays | 20% | 4% | -34% | -53% | 37% | 29% | -39% | 7% | -5% | 21% | 7% | -14% | 18% | -6% | 12% | -5% | 16% | -12% | -34% |
| Warranties and Services | 0% | -13% | -11% | -10% | 26% | 17% | -18% | -5% | 7% | -15% | 10% | 17% | 13% | 3% | 134% | -13% | -17% | 19% | -30% |
| Data Center Networking and Security | 19% | -8% | -14% | -31% | 2% | 80% | 63% | -65% | -5% | -27% | -13% | 32% | -18% | 12% | -10% | 56% | -10% | -44% | 145% |
| Networking Systems | 11% | -4% | -8% | -37% | 15% | -9% | -5% | -10% | -28% | 18% | 12% | 15% | 22% | -4% | 36% | 36% | 14% | 46% | -37% |
| Software and Licences | 0% | -6% | -8% | 1% | 20% | 11% | -3% | -9% | 2% | 28% | -6% | 53% | 26% | -1% | 39% | -22% | -1% | 14% | 4% |
| Wearable Devices | 15% | 30% | -58% | -35% | -46% | 4% | 16% | 285% | -23% | -34% | 33% | -55% | -3% | 26% | 130% | -26% | -7% | -67% | -71% |
| Other Networking Equipment | 6% | 7% | -13% | -27% | -19% | 4% | -4% | -20% | -31% | 8% | -24% | 68% | 47% | 20% | 43% | 15% | 59% | 1% | -9% |
| Computing Accessories | 26% | 6% | 0% | -26% | 11% | 4% | -1% | 7% | -27% | 103% | 14% | 9% | 24% | -5% | 29% | 26% | 26% | 19% | -6% |
| Wireless Networking | 22% | -4% | 25% | -37% | -21% | 0% | 42% | 21% | -30% | 44% | 160% | -34% | 51% | 28% | 13% | 204% | 46% | 40% | 5% |
| Computing Components | 39% | 20% | 7% | -26% | 36% | 14% | 9% | -26% | -17% | 23% | -45% | -3% | 65% | 22% | 69% | 88% | 51% | 72% | -11% |
| Mobile Computing | 34% | 84% | 41% | 4% | 35% | 36% | 12% | 106% | 16% | 46% | 32% | 69% | 8% | 20% | 38% | 23% | 37% | 29% | 8% |
| Audio-Video Systems | 50% | 9% | 30% | 15% | 78% | 43% | 20% | 31% | -26% | 87% | 51% | 79% | 160% | 131% | 47% | 74% | 50% | 6% | 96% |
| | | | | | | | | | | | | | | | | | | | |
| Country Growth | 3% | 6% | -10% | -20% | 1% | 15% | 2% | 3% | -5% | 3% | 5% | 30% | 13% | 10% | 29% | 7% | 14% | 15% | -2% |

| | below | -20% |
|---------|------------|--------|
| INDUSTR | Y SECTOR (| GROWTH |
| WE | EE | Total |
| -37% | -17% | -34% |
| -26% | -21% | -25% |
| -30% | 9% | -24% |
| -23% | -22% | -23% |
| -19% | 232% | -18% |
| -22% | 2% | -17% |
| -20% | 32% | -15% |
| -14% | -11% | -13% |
| -7% | -34% | -13% |
| -17% | 6% | -11% |
| -21% | 54% | -10% |
| -10% | 12% | -6% |
| -5% | 2% | -4% |
| -3% | 49% | -1% |
| 0% | -2% | 0% |
| -3% | 31% | 1% |
| 1% | 9% | 2% |
| 2% | 1% | 2% |
| -3% | 36% | 2% |
| 7% | 25% | 9% |
| 7% | 68% | 12% |
| 17% | 69% | 26% |
| 41% | 31% | 39% |
| 42% | 56% | 43% |
| | | |

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 19 (May 10 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% | | | | | | | | |
| | | | | | | | | |

| | WESTERN EUROPE | | | | | | | | EASTERN EUROPE | | | | | | | | | | |
|---|----------------|-----------------|-------|--------|-------|-------------|--------|---------|----------------|----------|---------|--------|---------|----------|--------|--------|-------------------|---------|----------|
| Industry Sector | Germany | UK & Ireland | Italy | France | Spain | Switzerland | Sweden | Austria | Belgium | Portugal | Denmark | Norway | Finland | Other WE | Russia | Poland | Czech Republic | Baltics | Slovakia |
| Mobile Computing | 34% | 84% | 41% | 4% | 35% | 36% | 12% | 106% | 16% | 46% | 32% | 69% | 8% | 20% | 38% | 23% | 37% | 29% | 8% |
| Software and Licences | 0% | -6% | -8% | 1% | 20% | 11% | -3% | -9% | 2% | 28% | -6% | 53% | 26% | -1% | 39% | -22% | -1% | 14% | 4% |
| Telecommunications | -34% | -10% | -41% | -43% | -46% | 15% | 29% | -23% | 17% | -60% | 31% | 33% | 1% | 27% | -50% | -22% | 13% | 73% | -17% |
| Printing Consumables | -25% | -34% | -22% | -14% | -20% | -29% | -21% | -33% | -50% | -9% | -28% | 15% | -28% | -5% | -22% | -15% | -27% | -52% | -16% |
| Computing Components | 39% | 20% | 7% | -26% | 36% | 14% | 9% | -26% | -17% | 23% | -45% | -3% | 65% | 22% | 69% | 88% | 51% | 72% | -11% |
| Warranties and Services | 0% | -13% | -11% | -10% | 26% | 17% | -18% | -5% | 7% | -15% | 10% | 17% | 13% | 3% | 134% | -13% | -17% | 19% | -30% |
| Displays | 20% | 4% | -34% | -53% | 37% | 29% | -39% | 7% | -5% | 21% | 7% | -14% | 18% | -6% | 12% | -5% | 16% | -12% | -34% |
| Disk Storage | -13% | -28% | -32% | -36% | -6% | -32% | -6% | -5% | -16% | -21% | -22% | -1% | -19% | -16% | 119% | 12% | 6% | -18% | -39% |
| Desktop Computing | -15% | -49% | -39% | -42% | -32% | -7% | 0% | -28% | -41% | -21% | -48% | -13% | -9% | -34% | 28% | -1% | -26% | -16% | -48% |
| Networking Systems | 11% | -4% | -8% | -37% | 15% | -9% | -5% | -10% | -28% | 18% | 12% | 15% | 22% | -4% | 36% | 36% | 14% | 46% | -37% |
| Printing | -13% | -28% | -23% | -49% | -14% | -5% | 9% | 1% | -37% | -25% | -46% | 32% | -26% | -33% | -6% | 14% | 32% | 28% | -25% |
| Audio-Video Systems | 50% | 9% | 30% | 15% | 78% | 43% | 20% | 31% | -26% | 87% | 51% | 79% | 160% | 131% | 47% | 74% | 50% | 6% | 96% |
| Computing Accessories | 26% | 6% | 0% | -26% | 11% | 4% | -1% | 7% | -27% | 103% | 14% | 9% | 24% | -5% | 29% | 26% | 26% | 19% | -6% |
| Server Computing | -50% | -1% | -3% | -1% | 32% | 3% | -4% | 96% | 0% | 23% | -32% | -10% | 56% | 13% | -2% | 87% | 92% | 62% | -61% |
| Data Center Networking and Security | 19% | -8% | -14% | -31% | 2% | 80% | 63% | -65% | -5% | -27% | -13% | 32% | -18% | 12% | -10% | 56% | -10% | -44% | 145% |
| Wireless Networking | 22% | -4% | 25% | -37% | -21% | 0% | 42% | 21% | -30% | 44% | 160% | -34% | 51% | 28% | 13% | 204% | 46% | 40% | 5% |
| Other Networking Equipment | 6% | 7% | -13% | -27% | -19% | 4% | -4% | -20% | -31% | 8% | -24% | 68% | 47% | 20% | 43% | 15% | 59% | 1% | -9% |
| Power Equipment | 4% | -28% | -32% | -52% | -33% | 9% | 1% | -24% | -20% | -39% | 0% | -10% | 14% | 3% | 15% | -20% | -13% | -16% | -26% |
| Wearable Devices | 15% | 30% | -58% | -35% | -46% | 4% | 16% | 285% | -23% | -34% | 33% | -55% | -3% | 26% | 130% | -26% | -7% | -67% | -71% |
| Connectivity | -19% | -18% | -43% | -42% | -13% | 16% | -12% | -27% | -28% | 0% | -24% | 12% | 16% | 1% | 68% | 20% | -10% | -19% | -9% |
| Games Consoles | 76% | | 35% | -49% | 29% | 102% | 170% | 18% | 211% | 104% | 103% | 1542% | 180% | 162% | -6% | 3% | 1% | -42% | 54% |
| Smart Home and Office | 4% | -15% | -63% | -47% | -64% | 94% | 3% | -51% | -87% | 502% | 142% | 84% | -30% | 93% | 1% | 482% | 94% | 269% | 38% |
| Removable Storage | -34% | -55% | 32% | -52% | -72% | 4% | 62% | -44% | -62% | -49% | -13% | 21% | -48% | -29% | 23% | -30% | -35% | 7% | -48% |
| Electronics | -37% | -77% | -64% | -5% | -74% | -53% | 9% | -50% | -44% | -58% | -39% | -82% | -81% | -53% | 100% | 11% | 10% | -83% | -56% |
| Unified Communications | 21% | -45% | 2% | -70% | -32% | -16% | -27% | -68% | -73% | -28% | 159% | -18% | 242% | -27% | 11% | -42% | -20% | 554% | -76% |
| Terminals, Thin Clients and Points of Sales | -61% | 72% | -68% | -12% | -12% | 17% | -63% | 13% | 101% | -90% | 37% | -42% | 115% | -39% | 23% | -34% | 13% | 45% | -90% |
| Scanner Imaging | -8% | -4% | -25% | -29% | -20% | 42% | 56% | -25% | 158% | 103% | 2% | -20% | -25% | 3% | -32% | -47% | -30% | -37% | -63% |
| Security | -1% | -45% | -13% | -73% | -43% | -11% | 6% | -49% | -28% | 20% | 152% | -46% | 25% | 30% | -6% | -45% | 19% | 29% | -52% |
| Tape Storage | -1% | 32% | -41% | -40% | 62% | -41% | -63% | -1% | 24% | -67% | -13% | -88% | -73% | 84% | 15% | 0% | 79% | -61% | 754% |
| Photo and Video Cameras | -71% | -83% | -71% | -95% | -52% | -36% | -89% | -61% | -43% | -87% | -41% | -96% | -70% | -54% | -43% | -58% | -57% | -63% | -67% |

| INDUSTE | RY SECTOR (| GROWTH |
|---------|-------------|--------|
| WE | EE | Total |
| 41% | 31% | 39% |
| 1% | 9% | 2% |
| -26% | -21% | -25% |
| -23% | -22% | -23% |
| 17% | 69% | 26% |
| -3% | 49% | -1% |
| -5% | 2% | -4% |
| -21% | 54% | -10% |
| -30% | 9% | -24% |
| -3% | 31% | 1% |
| -22% | 2% | -17% |
| 42% | 56% | 43% |
| 7% | 25% | 9% |
| -10% | 12% | -6% |
| 0% | -2% | 0% |
| 7% | 68% | 12% |
| -3% | 36% | 2% |
| -17% | 6% | -11% |
| 2% | 1% | 2% |
| -20% | 32% | -15% |
| 39% | 5% | 21% |
| -19% | 232% | -18% |
| -37% | -17% | -34% |
| -57% | 54% | -39% |
| -14% | -11% | -13% |
| -30% | -1% | -28% |
| -7% | -34% | -13% |
| -31% | -10% | -27% |
| -10% | 27% | -7% |
| -64% | -58% | -61% |

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Top Growth Categories in Western and Eastern Europe % Change in sales through IT Distribution in Euros 4 Weeks to Week 19 (May 10 2020) vs Same Period 2019

Sorted by top growth categories and country size

| Traffic Lights | : | | | | | | | | |
|----------------|-----|--|--|--|--|--|--|--|--|
| Above | 15% | | | | | | | | |
| Inbetween | | | | | | | | | |
| Below -20% | | | | | | | | | |

| | | | | | | | | , | WESTERN | EUROPE | | | | | | | | EAS | TERN EUR | OPE | |
|--------------|----------------|--|-------------|-----------------|-------|--------------|------------|--------------|-------------|---------|--------------|-------------|------------|-------------|-------------|-------------|------------|-------------|-------------------|------------|--------------|
| | | | | | | | | | | | | | | | | | | | | | |
| Rank- W18 | Rank- W19 | Category | Germany | UK & Ireland | Italy | France | Spain | Switzerland | Sweden | Austria | Belgium | Portugal | Denmark | Norway | Finland | Other WE | Russia | Poland | Czech Republic | Baltics | Slovakia |
| 1 | 1 = | Smart Home Automation | 48% | 983% | 732% | 1557% | 0% | 36% | 279% | -76% | 1349% | | 1507% | | -100% | 172% | | -28% | 1494% | -33% | 349% |
| 2 | 2 = | Office Supplies and Furniture | 12% | -16% | -43% | -29% | -87% | 23% | 22% | 1% | -6% | -17% | -29% | -2% | -37% | -62% | -37% | -36% | 0% | 549% | 42720% |
| 6 | 3 1 | Headsets/Headphones and Microphones | 70% | 37% | 48% | 50% | 153% | 43% | 54% | 43% | -12% | 151% | 74% | 82% | 221% | 193% | 76% | 134% | 94% | 24% | 184% |
| 3 | 4 [| Web Cameras | 274% | -20% | 105% | -12% | 15% | 41% | 77% | 70% | 14% | 36% | 71% | 82% | 107% | 70% | 167% | 199% | 77% | -6% | 30% |
| 4 | 5 - | Games Accessories | 190% | | 78% | -7% | 30% | 108% | 150% | 177% | 211% | 190% | 131% | 645% | -30% | 184% | -7% | 73% | -38% | -43% | 21% |
| 8 | 6 1 | Graphics Cards | 74% | 134% | 28% | -43% | 15% | 56% | 28% | 5% | -27% | -2% | -15% | -78% | 81% | 111% | 30% | 174% | 158% | 133% | -31% |
| 12 | 7 1 | Processors | 49% | 45% | 31% | 18% | 79% | 34% | 45% | -20% | -7% | 47% | -37% | 76% | 80% | 23% | 167% | 58% | 31% | 17% | 0% |
| 9 | 8 1 | Wireless Adapters | 21% | 53% | 26% | 11% | 50% | 34% | 33% | 62% | -20% | 107% | 8% | -3% | 73% | 75% | 134% | 99% | 97% | 103% | -40% |
| 13 | 9 1 | Notebooks | 32% | 87% | 40% | 18% | 36% | 31% | 10% | 123% | 24% | 55% | 24% | 65% | 0% | 18% | 33% | 21% | 30% | 18% | 9% |
| 14 | 10 1 | Security Software | 59% | 38% | 51% | 16% | 21% | 12% | -9% | 33% | 0% | 61% | 60% | 81% | 23% | 48% | 66% | 40% | -27% | 91% | 37% |
| 16 | 11 1 | - | 40% | 68% | 49% | -24% | 31% | 49% | 18% | 59% | -24% | -2% | 103% | 107% | 77% | 32% | 117% | 39% | 85% | 337% | 7% |
| 10 | 12 - | Notebook Workstations | 28% | 105% | 15% | -3% | 52% | 97% | 10% | 35% | 108% | 113% | -31% | 5% | -6% | 24% | 15% | 32% | 98% | 45% | -20% |
| 7 | 13 | Wireless LAN Controllers | -32% | -61% | 120% | -63% | -57% | 2% | -39% | -49% | -16% | -20% | -78% | 453% | 250% | -59% | -31% | 2703% | -60% | -98% | -84% |
| 11 | 14 | Powerline Devices | 33% | 113% | 87% | -46% | 32% | 69% | 48% | 45% | -5% | 156% | 8% | 43% | 183% | 123% | 71% | -38% | 57% | 37% | -28% |
| 5 | 15 📲 | Integrated Systems | -52% | 64% | 20% | 106% | 137% | -67% | -1% | 40% | 274% | 921% | -82% | 93% | -65% | 38% | -31% | 77% | 2863% | 36% | -100% |
| 19 | 16 1 | Network Routers | 22% | -3% | 59% | -55% | 83% | 0% | -21% | 33% | -50% | 255% | -39% | -11% | -9% | -5% | 56% | 34% | 57% | 6% | -56% |
| 24 | 17 1 | | 36% | 50% | -17% | -32% | 45% | 41% | -8% | 41% | 7% | 39% | 16% | -6% | 21% | 4% | 2% | 23% | 36% | 6% | -35% |
| 31 | 18 1 | Mobile Computing Cases | 40% | 38% | 39% | -25% | 12% | 18% | -2% | 3% | -43% | 39% | 99% | -22% | 19% | 1% | -19% | 18% | 17% | 12% | 38% |
| 18 | 19 - | Telephony and Conference Systems | 24% | -38% | 5% | 18% | 94% | 383% | 60% | 19% | 36% | 15% | 137% | 1300% | 341% | 26% | -51% | 97% | 368% | 144% | 42% |
| 17 | 20 📲 | Games Software | -23% | 0070 | 58% | -76% | 548% | 79% | -50% | 59% | 0% | -45% | 12% | 138% | -36% | 1980% | 16% | 11% | -35% | -85% | -37% |
| 22 | 21 1 | Network Management and Security Appliances | 54% | -10% | -19% | -31% | -3% | 153% | 81% | -46% | 13% | -2% | 208% | 33% | -6% | 18% | 7% | 27% | -14% | -12% | 372% |
| 25 | | Virtualisation Software | -4% | 3% | 88% | 54% | 39% | 52% | 17% | 29% | 15% | -48% | -11% | 87% | 19% | 7% | 146% | -62% | -10% | -48% | -12% |
| 28 | _ | Docking Stations | 54% | -5% | 32% | -20% | -2% | -10% | -14% | 71% | -5% | 143% | 1% | 28% | -5% | -45% | 84% | 49% | -7% | 47% | 49% |
| 20 | 24 | Digital Media Players | 21% | 31% | -53% | -8% | 28% | 7% | -1% | -43% | -39% | -84% | 182% | 71% | 48% | -5% | 52% | 196% | -30% | 140% | -82% |
| 50 | 25 1 | - | -30% | 31% | -48% | 118% | -53% | 11% | -54% | -64% | 297% | -25% | -64% | 518% | 19560% | 17% | 125% | 32% | 9% | -64% | -82% |
| 27 | 26 1 | | 11% | -12% | 14% | -7% | 23% | 11% | 12% | 39% | -13% | -2% | 25% | -6% | 14% | 6% | 20% | 56% | 62% | 28% | -51% |
| 49 | 27 1 | | -28% | -33% | -55% | -50% | -33% | 16% | 18% | -30% | 127% | -92% | 2477% | 1547% | -63% | 0% | 66% | -29% | -94% | 6926% | -31/6 |
| 30 | 28 1 | | 25% | -1% | 21% | -38% | -24% | -1% | 45% | 22% | -31% | 43% | 196% | -41% | 44% | 31% | 7% | 37% | 47% | 41% | 11% |
| 23 | 29 | Telephony Accessories | 165% | -50% | 25% | -71% | -24% | -49% | -65% | -84% | -36% | -75% | 100% | 854% | 293% | 206% | -40% | 420% | 686% | -32% | 2676% |
| 36 | 30 1 | | 20% | -18% | -41% | 33% | 7% | 15% | -65% | 73% | 22% | -75% | -60% | 78% | 3% | 38% | 18% | -51% | 56% | -32% | -28% |
| 32 | 31 1 | · | -24% | 4% | -99% | -84% | -33% | 105% | -13% | -36% | -57% | 707% | 30% | 45% | 46% | -51% | 58% | 35% | 59% | 271% | 108% |
| 35 | 32 1 | , , | 1% | -12% | 14% | -44% | 29% | -50% | -48% | -15% | -47% | 58% | -15% | 30% | -49% | 27% | 109% | 63% | -23% | -17% | 7% |
| NA | 33 1 | | -5% | 70% | -61% | -44% | -41% | 46% | 65% | 296% | -47% -21% | -36% | 38% | -55% | -6% | 38% | 177% | -33% | 2% | -70% | -72% |
| NA NA | 34 1 | Keyboards and Keypads | -5% 7% | -11% | -01% | -45% | -41% | 26% | -8% | -28% | -4% | 114% | 21% | -55% | 23% | 48% | 14% | 11% | 35% | -1% | -72% |
| 26 | 35 | Wired Network Adapters | 3% | -21% | 37% | 0% | -47% | 33% | 19% | -4% | -21% | -4% | -46% | 72% | 18% | 5% | 120% | 84% | 47% | 68% | 46% |
| 45 | 36 1 | · · · · · · · · · · · · · · · · · · · | 12% | 15% | -19% | -17% | -47% | -24% | 22% | -4% | -21% | -4% | 7% | 23% | 50% | 1% | 16% | 31% | 54% | 26% | -24% |
| 48 | 37 1 | E-Readers | -52% | 145% | 212% | 51% | 144% | 69% | 121% | -20% | -22% | 230% | -47% | -100% | -84% | -39% | 45% | 40% | 353% | -3% | 65% |
| 38 | 38 = | Coffice Applications Software | -52% -8% | 145% | -46% | -2% | 144% | 31% | 9% | -71% | -14% | 15% | -4/% 3% | -100% | -84% 19% | -39% 21% | 45% 70% | 11% | -16% | -3% 10% | -10% |
| 33 | 39 🖣 | Solid State Drives (SSDs) | -7% | -28% | -46% | -35% | 14% | -20% | 26% | -49% | -14% | -11% | -49% | -4% | 19% | | 264% | 21% | -16% | 14% | -16% |
| | | 1 1 | | | | | | | | | | | | | | 7% | | | | 14% 0% | |
| NA | | Database Management Software | 23% | -39% | 30% | -29% | 47% | -10% | 3% | -13% | -43% | 15% | -18% | 12% | 54% | -22% | 141% | 7% | 42% | | -60% |
| 42 29 | 41 1 | Servers (PC/Mac) Warranties and Services | -22% | -17% -13% | -6% | -16% -10% | 15% 26% | 31% | 60% -18% | 151% | -33% 7% | 16% -15% | -9% 10% | -41% 17% | 61% | 6% | 1% 134% | 95% -13% | 10% -17% | 46% 19% | -55% -30% |
| 40 | | | 0% | | -11% | | | 17% | | -5% | | | 10% | | 13% | 3% | | | | | |
| 34 | 43 🖣 | Network Management Software | -16% | -18% | -19% | -1% | 62% | 25% | -26% | -67% | -22% | 90% | -28% | 11% | 86% | 59% | 68% | 39% | -38% | -27% | 262% |
| 0.4 | | Ink Cartridges and Tanks | -14% | | 3% | 11% | 3% | -28% | -26% | -32% | -46% | 24% | -1% | 51% | -17% | 29% | -20% | 20% | -18% | -42% | -26% |
| 46 | 45 11 46 11 | | 10% | -21% 3% | -7% | -29% | 12% 29% | -14% -42% | -11% | -49% | -5% | -58% | -29% | 49% | -79% | 9% | 60% | 50% | 59% | 31% | 1024% |
| NA | | Mice | 0% | - , , | -25% | -43% | | /- | -16% | -23% | -40% | 151% | -54% | -28% | -5% | 7% | -16% | 66% | 66% | -12% | -23% |
| NA | 47 👚 | | 7% | 14% | -32% | -29% | -10% | -32% | 6% | -11% | -33% | -65% | 59% | -49% | -10% | -18% | -12% | 66% | 6% | 271% | -65% |
| 44 | 48 🖣 | Uninterruptable Power Supplies (UPS) | 8% | -4% | -43% | -55% | -30% | -7% | -29% | -26% | -6% | -46% | 58% | 8% | 4% | -23% | 24% | -34% | -7% | -41% | -15% |
| 41 | | Network Switches | 5% | -4% | -30% | -34% | -30% | -11% | 2% | -19% | -25% | -21% | 28% | 24% | 31% | -3% | 24% | 37% | 0% | 62% | -5% |
| NA | 50 👚 | Notebook Power Adapters | -4% | -8% | 1% | -53% | 19% | -17% | -10% | -3% | -48% | 96% | 45% | 27% | -13% | -27% | 73% | -2% | -15% | 57% | -19% |

| CATE | EGORY GRO | WTH |
|----------|-------------|----------|
| WE | EE | Total |
| 434% | -20% | 431% |
| -20% | 1266% | 121% |
| 72% | 98% | 74% |
| 62% | 142% | 73% |
| 97% | 18% | 68% |
| 54% | 95% | 62% |
| 36% | 99% | 47% |
| 33% | 109% | 44% |
| 43% | 27% | 40% |
| 38% | 39% | 38% |
| 35% | 84% | 38% |
| 35% | 35% | 35% |
| -33% | 535% | 34% |
| 34% | 0% | 33% |
| 30% | 15% | 29% |
| 16% | 42% | 21% |
| 21% | 11% | 19% |
| 19% | 10% | 18% |
| 27% | -29% | 18% |
| 73% | -16% | 17% |
| 15% | 17% | 15% |
| 17% | -8% | 14% |
| 10% | 39% | 12% |
| 9% | 77% | 11% |
| 6% | 50% | 11% |
| 6% | 39% | 10% |
| 1% | 60% | 9% |
| 8% | 22% | 9% |
| 9% | -6% | 9% |
| 6% | 9% | 7% |
| 4% | 61% | 6% |
| -3% | 65% | 5% |
| 6% 2% | -11% 13% | 4% 3% |
| -5% | 94% | 3% |
| -5% | 19% | 3% |
| 0% | 19% 47% | 2% |
| 0% | 18% | 2% |
| -16% | 97% | 1% |
| -3% | 44% | 0% |
| -3% | 11% | 0% |
| -3% | 49% | -1% |
| -5% | 45% | -3% |
| -4% | -11% | -4% |
| -9% | 68% | -4% |
| -9% | 15% | -4% |
| -6% | -4% | -6% |
| -17% | 13% | -6% |
| -10% | 25% | -6% |
| -9% | 22% | -7% |
| - / | | - ,,- |

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 19 (May 10 2020) vs Same Period 2019

Sorted by fastest declining categories and country size

| Traffic Lights | s: | | | | | | | | |
|----------------|-----|--|--|--|--|--|--|--|--|
| Above | 15% | | | | | | | | |
| Inbetween | | | | | | | | | |
| Below -20% | | | | | | | | | |

| | | | | | | | WESTERN | EUROPE | | | | | | | | EAS | TERN EUR | OPE | |
|--|---------|-----------------|-------|--------|-------|-------------|---------|---------|---------|----------|---------|--------|---------|----------|--------|--------|-------------------|---------|----------|
| | | IIV 0 | | | | | | | | | | | | | | | Onest | | |
| Category | Germany | UK & Ireland | Italy | France | Spain | Switzerland | Sweden | Austria | Belgium | Portugal | Denmark | Norway | Finland | Other WE | Russia | Poland | Czech Republic | Baltics | Slovakia |
| Standalone GPS Devices | -100% | -92% | -96% | -43% | -98% | -67% | -56% | -100% | -95% | -96% | -54% | -81% | -100% | -91% | -100% | -83% | -89% | -89% | -86% |
| Smartphone Screen Protectors | -71% | -71% | -94% | -76% | -92% | 70% | | 1441% | -92% | -91% | | -3% | -30% | -41% | -100% | -88% | -35% | -69% | -49% |
| Presentation Devices | -79% | -69% | -93% | -93% | -89% | -51% | 429% | -97% | -73% | -44% | -55% | -93% | -58% | -89% | 4% | -71% | -71% | -64% | -55% |
| Privacy Screens | -72% | -70% | -65% | -84% | -78% | -69% | -40% | -59% | -98% | -100% | -66% | -72% | -33% | -73% | | -72% | | 45% | -98% |
| Portable Power Banks | -87% | -114% | -80% | -89% | -83% | 35% | 72% | -75% | -82% | -76% | -59% | -63% | -94% | -80% | 317% | -24% | -63% | -23% | -3% |
| Smartphone/Tablet Chargers | -88% | -70% | -80% | -73% | -55% | -39% | -48% | -82% | -84% | -64% | -21% | -57% | -32% | -47% | 49% | -50% | -26% | -17% | -75% |
| Digital Cameras | -82% | -142% | -76% | -95% | -52% | -30% | -95% | -60% | -38% | -88% | -89% | 135% | -65% | 70% | -12% | -58% | -58% | -39% | -67% |
| Smart Speakers | 7% | -67% | -93% | -81% | -82% | 60% | -40% | -9% | -96% | 6% | 36% | | | | | 1471% | -23% | -9% | 9% |
| Camera/Camcorder Accessories | -72% | -67% | -61% | -90% | -57% | -44% | -89% | -61% | -48% | -78% | -74% | -98% | -78% | -52% | -56% | -63% | -57% | -82% | -73% |
| 3D Printers | -69% | -92% | -87% | | -98% | -66% | -107% | -84% | 0% | -100% | -100% | 40426% | | -98% | | -62% | 376% | -100% | |
| Servers (Unix) | -81% | 55% | -89% | -56% | 166% | 163% | -99% | -63% | 7% | -100% | -100% | | 0% | -74% | 727% | 5100% | 120860% | 0% | 0% |
| Smartphone Protective Cases | -66% | -83% | -87% | -90% | -79% | 16% | -7% | -75% | -52% | -79% | -12% | -15% | 33% | 8% | 294% | -58% | 7% | -34% | |
| Dye Sublimation Printers | -68% | -42% | -93% | -70% | -42% | -51% | -78% | -95% | -14% | -27% | 251% | 154% | -85% | -31% | 27% | -7% | 53% | -88% | -78% |
| Large Format/Plotter Printers | -39% | -93% | -62% | -78% | -79% | -66% | 26% | -15% | -66% | -96% | -63% | 93% | -57% | -60% | 23% | 1% | -59% | -48% | 60% |
| Server Accessories | -67% | -36% | 2% | -34% | -79% | -49% | -61% | -70% | -61% | -53% | -28% | -41% | -10% | -59% | -38% | -34% | 10% | -6% | -88% |
| Portable Speakers | -73% | -58% | 2% | -64% | -83% | 656% | -67% | -19% | 40% | -41% | -97% | 2808% | -48% | -50% | -59% | -79% | -42% | -84% | 48% |
| USB Memory | -49% | -63% | -43% | -58% | -76% | 8% | 24% | -49% | -67% | -64% | -64% | -60% | -37% | -49% | 102% | -39% | -31% | -6% | -50% |
| Printer Accessories and Parts | -19% | -68% | -67% | -70% | -82% | -65% | 42% | -23% | -73% | -44% | -76% | 16% | -35% | -69% | -1% | -44% | -76% | 446% | -57% |
| Label/Barcode/Receipt Printers | -27% | -14% | -86% | -38% | -47% | -12% | 11% | -54% | -61% | -13% | -44% | -24% | -72% | -36% | 62% | -38% | -42% | 96% | 238% |
| Memory Cards | -45% | -58% | -26% | -50% | -74% | 17% | 82% | -54% | -51% | -74% | 98% | 112% | -69% | 4% | -10% | -49% | -39% | 13% | -51% |
| Partner Rebates, Warehousing and Logistics | -5% | -62% | -69% | -38% | -79% | -40% | -91% | -60% | -48% | -21% | 80% | -62% | 111% | -30% | 1971% | -50% | -15% | 79% | -100% |
| Displays Accessories | -11% | -49% | -57% | -72% | -31% | 15% | -33% | -57% | -33% | -39% | -8% | 6% | -9% | -56% | -84% | -15% | -28% | -16% | -75% |
| Long Life Consumables | -38% | -62% | -53% | -58% | -56% | -27% | -20% | -26% | -46% | -50% | -41% | -4% | -23% | -39% | -19% | -39% | -28% | -77% | 99% |
| Toner | -34% | -57% | -48% | -57% | -40% | -32% | -22% | -35% | -51% | -53% | -40% | -24% | -35% | -45% | -23% | -39% | -35% | -56% | -1% |
| Copier-based MFPs | 98% | -94% | -68% | -83% | -91% | -22% | 21% | 2% | -89% | 5% | -95% | -11% | 47% | -88% | -22% | -68% | -40% | -40% | -54% |
| Mobile Phones | -68% | -34% | -46% | -69% | -13% | 43% | -8% | -82% | 29% | -97% | 2% | 12% | 116% | -74% | -41% | -79% | -23% | -3% | -5% |
| Large Format Displays | -29% | -61% | -37% | -80% | -37% | -6% | -8% | -47% | -10% | 39% | -14% | -33% | -39% | -35% | 106% | -43% | -38% | -35% | 45% |
| SAN Accessories | -87% | -60% | -59% | -16% | -22% | -24% | -82% | -46% | 184% | 120% | -98% | 141% | -97% | 88% | 859% | 413% | 335% | -84% | 11944% |
| SAN Switches and Directors | -20% | -39% | 92% | -59% | 276% | -4% | 272% | -91% | -70% | -53% | -94% | 45% | -100% | -66% | -66% | 45% | 30% | -95% | 19% |
| Projectors | -17% | -59% | -62% | -65% | -57% | -30% | -26% | -30% | 104% | -64% | -51% | -55% | 14% | -48% | 217% | -38% | -27% | -38% | -47% |
| Desktop Thin Clients | -61% | -48% | -4% | -8% | -29% | 28% | -75% | 24% | 116% | -97% | -50% | -42% | 162% | -39% | 18% | -33% | 25% | 1119% | -91% |
| MP3/MP4 Players | -16% | -11% | -76% | -29% | -94% | -2% | -98% | -80% | -92% | -96% | -80% | -100% | -7% | 16% | 247% | -31% | 10% | -37% | 105% |
| Desktop Workstations (PC/Mac) | -8% | -46% | -49% | -44% | -55% | -6% | -42% | -16% | -62% | -23% | 1% | -44% | -23% | -19% | -38% | 12% | -1% | -34% | -62% |
| Home Sound Systems | -72% | -50% | 51% | 44% | -47% | 47% | -88% | -89% | -70% | 34% | 72% | -73% | 217% | 135% | -29% | 23% | -54% | 43% | -86% |
| IP Cameras | -1% | -48% | -13% | -75% | -43% | -11% | 6% | -49% | -28% | 21% | 151% | -45% | 25% | 30% | -14% | -44% | 21% | 31% | -52% |
| Connectivity Switches (Data and KVM) | -39% | -22% | -70% | -33% | 21% | 189% | -52% | 46% | -54% | -56% | -84% | -32% | -10% | -69% | 20% | -25% | -70% | -91% | 3% |
| Storage Controllers | -27% | -33% | -33% | -41% | -8% | -13% | -34% | -23% | -31% | -69% | -9% | -11% | -68% | -57% | 57% | -47% | 46% | -53% | -58% |
| Laser Printers | -31% | -35% | -4% | -66% | -10% | 86% | -1% | -32% | -34% | -32% | -11% | -4% | -21% | -24% | -31% | -11% | 115% | -9% | -65% |
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| Developer Tools Software | -43% | -31% | -50% | -32% | 7% | 127% | 17% | -49% | -44% | 12% | -31% | 58% | 84% | 26% | -39% | 32% | -31% | 122% | 1063% |
| Televisions | -12% | 5% | -44% | -82% | 162% | 61% | -98% | -33% | -59% | 8% | 28% | 140% | 147% | 129% | 44% | -27% | 14% | -22% | -33% |
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| Tape Drives | -16% | -22% | -71% | -48% | 27% | -55% | -78% | 40% | 58% | -100% | 54% | 209% | -37% | -15% | 12% | -59% | 149% | -100% | 0% |
| Host Bus Adapters | -18% | -26% | -34% | -54% | 14% | 27% | -33% | -19% | -10% | -33% | -86% | 243% | -4% | 30% | 35% | 35% | 154% | 266% | -33% |
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| Network Accessories | -33% | -55% | -45% | -49% | -63% | 33% | -58% | -32% | -24% | -52% | -16% | 76% | 58% | -38% | 95% | -40% | 11% | -1% | -14% |
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| -27% 50% -23% -23% -22% -18% -21% -25% 4% -20% -19% -19% -19% -21% -27% 44% -18% -30% 41% -18% -21% 33% -16% | | | |
| -22% -18% -21% -25% 4% -20% -19% -19% -19% -21% 7% -18% -27% 44% -18% -30% 41% -18% -40% 74% -17% -21% 33% -16% | | | 1.11 |
| -25% 4% -20% -19% -19% -19% -21% 7% -18% -27% 44% -18% -40% 74% -17% -21% 33% -16% | | | |
| -19% -19% -19% -19% -21% 7% -18% -27% 44% -18% -30% 41% -18% -40% 74% -17% -21% 33% -16% | | | |
| -21% 7% -18% -27% 44% -18% -30% 41% -18% -40% 74% -17% -21% 33% -16% | | | |
| -27% 44% -18% -30% 41% -18% -40% 74% -17% -21% 33% -16% | | | |
| -30% 41% -18% -40% 74% -17% -21% 33% -16% | -21% | 7% | -18% |
| -40% 74% -17% -21% 33% -16% | | | |
| -21% 33% -16% | -30% | 41% | -18% |
| | -40% | 74% | -17% |
| -18% 7% -15% | | | |
| | -18% | 7% | -15% |

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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 19 (May 10 2020) vs Same Period 2019

Sorted by largest industry sector and largest country.

| Traffic Lights | s: | | | | | | | | |
|----------------|-----|--|--|--|--|--|--|--|--|
| Above | 15% | | | | | | | | |
| Inbetween | | | | | | | | | |
| Below -20% | | | | | | | | | |

| | | | | | | 1 | WESTERN | EUROPE | | | | | | | | EAS | TERN EUF | OPE | |
|--|---------|-----------------|-------|--------|-------|-------------|---------|---------|---------|----------|---------|--------|---------|----------|--------|--------|-------------------|---------|--------------|
| | | | | | | | | | | | | | | | | | | | |
| Category | Germany | UK & Ireland | Italy | France | Spain | Switzerland | Sweden | Austria | Belgium | Portugal | Denmark | Norway | Finland | Other WE | Russia | Poland | Czech Republic | Baltics | Slovakia |
| Notebooks | 32% | 87% | 40% | 18% | 36% | 31% | 10% | 123% | 24% | 55% | 24% | 65% | 0% | 18% | 33% | 21% | 30% | 18% | 9% |
| Smartphones | -35% | -2% | -41% | -39% | -46% | 8% | 31% | -23% | 20% | -59% | 34% | 28% | -3% | 31% | -59% | -21% | 12% | 81% | -18% |
| Warranties and Services | 0% | -13% | -11% | -10% | 26% | 17% | -18% | -5% | 7% | -15% | 10% | 17% | 13% | 3% | 134% | -13% | -17% | 19% | -30% |
| Tablet PCs | 40% | 68% | 49% | -24% | 31% | 49% | 18% | 59% | -24% | -2% | 103% | 107% | 77% | 32% | 117% | 39% | 85% | 337% | 7% |
| Desktops | -16% | -49% | -37% | -42% | -30% | -7% | 9% | -30% | -38% | -21% | -52% | -7% | -6% | -35% | 39% | -2% | -28% | -15% | -46% |
| Ink Cartridges and Tanks | -14% | -11% | 3% | 11% | 3% | -28% | -26% | -32% | -46% | 24% | -1% | 51% | -17% | 29% | -20% | 20% | -18% | -42% | -26% |
| Monitors | 36% | 50% | -17% | -32% | 45% | 41% | -8% | 41% | 7% | 39% | 16% | -6% | 21% | 4% | 2% | 23% | 36% | 6% | -35% |
| Toner | -34% | -57% | -48% | -57% | -40% | -32% | -22% | -35% | -51% | -53% | -40% | -24% | -35% | -45% | -23% | -39% | -35% | -56% | -1% |
| Processors | 49% | 45% | 31% | 18% | 79% | 34% | 45% | -20% | -7% | 47% | -37% | 76% | 80% | 23% | 167% | 58% | 31% | 17% | 0% |
| Office Applications Software | -8% | 11% | -46% | -2% | 4% | 31% | 9% | -7% | -14% | 15% | 3% | 26% | 19% | 21% | 70% | 11% | -16% | 10% | -10% |
| Network Switches | 5% | -4% | -30% | -34% | -30% | -11% | 2% | -19% | -25% | -21% | 28% | 24% | 31% | -3% | 24% | 37% | 0% | 62% | -5% |
| Solid State Drives (SSDs) | -7% | -28% | -20% | -35% | 14% | -20% | 26% | -49% | -30% | -11% | -49% | -4% | 19% | 7% | 264% | 21% | 0% | 14% | -16% |
| Operating Systems Software | -21% | -20% | -7% | -13% | -18% | 27% | 10% | -19% | 24% | -27% | -27% | 80% | 66% | -11% | 106% | -7% | 3% | 37% | -57% |
| Security Software | 59% | 38% | 51% | 16% | 21% | 12% | -9% | 33% | 0% | 61% | 60% | 81% | 23% | 48% | 66% | 40% | -27% | 91% | 37% |
| Headsets/Headphones and Microphones | 70% | 37% | 48% | 50% | 153% | 43% | 54% | 43% | -12% | 151% | 74% | 82% | 221% | 193% | 76% | 134% | 94% | 24% | 184% |
| Data Management Software | 20% | -18% | -41% | 33% | 7% | 15% | 5% | 73% | 22% | -31% | -60% | 78% | 3% | 38% | 18% | -51% | 56% | 4% | -28% |
| Hard Disk Drives (HDDs) | -32% | -23% | -49% | -42% | -37% | -25% | -15% | -45% | -31% | -48% | 3% | -10% | -27% | -11% | 92% | -4% | -8% | -18% | -76% |
| Servers (PC/Mac) | -22% | -17% | -6% | -16% | 15% | 31% | 60% | 151% | -33% | 16% | -9% | -41% | 61% | 6% | 1% | 95% | 10% | 46% | -55% |
| RAM Memory | 10% | -29% | -19% | -63% | -9% | -16% | -19% | -44% | -26% | -18% | -58% | -35% | 75% | -14% | 24% | 56% | 2% | 113% | -10% |
| Graphics and Design Software | -15% | -34% | 21% | -4% | -9% | -27% | -40% | -16% | -26% | 10% | 77% | 353% | -18% | -19% | 15% | 29% | 102% | -70% | 40% |
| Disk Arrays | 1% | -30% | -35% | -26% | 16% | -63% | -31% | 95% | 21% | -9% | 28% | 29% | -67% | -47% | 12% | 32% | 121% | -69% | 41% |
| All-in-One Lasers | -13% | -35% | 6% | -51% | -7% | 26% | 11% | 39% | -31% | -18% | -55% | -24% | -20% | -38% | -3% | -3% | 19% | 47% | 8% |
| All-in-One Inkjets | 11% | -12% | 14% | -7% | 23% | 11% | 12% | 39% | -13% | -2% | 25% | -6% | 14% | 6% | 20% | 56% | 62% | 28% | -51% |
| Network Routers | 22% | -3% | 59% | -55% | 83% | 0% | -21% | 33% | -50% | 255% | -39% | -11% | -9% | -5% | 56% | 34% | 57% | 6% | -56% |
| Wireless Access Points | 25% | -1% | 21% | -38% | -24% | -1% | 45% | 22% | -31% | 43% | 196% | -41% | 44% | 31% | 7% | 37% | 47% | 41% | 11% |
| Televisions | -12% | 5% | -44% | -82% | 162% | 61% | -98% | -33% | -59% | 8% | 28% | 140% | 147% | 129% | 44% | -27% | 14% | -22% | -33% |
| Graphics Cards | 74% | 134% | 28% | -43% | 15% | 56% | 28% | 5% | -27% | -2% | -15% | -78% | 81% | 111% | 30% | 174% | 158% | 133% | -31% |
| Network Management and Security Appliances | 54% | -10% | -19% | -31% | -3% | 153% | 81% | -46% | 13% | -2% | 208% | 33% | -6% | 18% | 7% | 27% | -14% | -12% | 372% |
| Network Management Software | -16% | -18% | -19% | -1% | 62% | 25% | -26% | -67% | -22% | 90% | -28% | 11% | 86% | 59% | 68% | 39% | -38% | -27% | 262% |
| Virtualisation Software | -4% | 3% | 88% | 54% | 39% | 52% | 17% | 29% | 15% | -48% | -11% | 87% | 19% | 7% | 146% | -62% | -10% | -48% | -12% |
| Large Format Displays | -29% | -61% | -37% | -80% | -37% | -6% | -8% | -47% | -10% | 39% | -14% | -33% | -39% | -35% | 106% | -43% | -38% | -35% | 45% |
| Docking Stations | 54% | -5% | 32% | -20% | -2% | -10% | -14% | 71% | -5% | 143% | 1% | 28% | -5% | -45% | 84% | 49% | -7% | 47% | 49% |
| Notebook Workstations | 28% | 105% | 15% | -3% | 52% | 97% | 10% | 35% | 108% | 113% | -31% | 5% | -6% | 24% | 15% | 32% | 98% | 45% | -20% |
| Desktop Workstations (PC/Mac) | -8% | -46% | -49% | -44% | -55% | -6% | -42% | -16% | -62% | -23% | 1% | -44% | -23% | -19% | -38% | 12% | -1% | -34% | -62% |
| Database Management Software | 23% | -39% | 30% | -29% | 47% | -10% | 3% | -13% | -43% | 15% | -18% | 12% | 54% | -22% | 141% | 7% | 42% | 0% | -60% |
| Transceivers | 12% | 15% | -19% | -17% | -19% | -24% | 22% | -20% | -22% | -33% | 7% | 23% | 50% | 1% | 16% | 31% | 54% | 26% | -24% |
| Smart Watches | -5% | 70% | -61% | -45% | -41% | 46% | 65% | 296% | -21% | -36% | 38% | -55% | -6% | 38% | 177% | -33% | 2% | -70% | -72% |
| Uninterruptable Power Supplies (UPS) | 8% | -4% | -43% | -55% | -30% | -7% | -29% | -26% | -6% | -46% | 58% | 8% | 4% | -23% | 24% | -34% | -7% | -41% | -15% |
| Laser Printers | -31% | -35% | -4% | -66% | -10% | 86% | -1% | -32% | -34% | -32% | -11% | -4% | -21% | -24% | -31% | -11% | 115% | -9% | -65% |
| Cables and Connectivity Adapters | -19% | -19% | -41% | -43% | -16% | 10% | -13% | -27% | -26% | -1% | -20% | 17% | 14% | 5% | 78% | 18% | -9% | -21% | -12% |
| Integrated Systems | -52% | 64% | 20% | 106% | 137% | -67% | -1% | 40% | 274% | 921% | -82% | 93% | -65% | 38% | -31% | 77% | 2863% | 36% | -100% |
| Keyboards and Keypads | 7% | -11% | -28% | -15% | -5% | 26% | -8% | -28% | -4% | 114% | 21% | 0% | 23% | 48% | 14% | 11% | 35% | -1% | -31% |
| Long Life Consumables | -38% | -62% | -53% | -58% | -56% | -27% | -20% | -26% | -46% | -50% | -41% | -4% | -23% | -39% | -19% | -39% | -28% | -77% | 99% |
| Mobile Computing Cases | 40% | 38% | 39% | -25% | 12% | 18% | -2% | 3% | -43% | 39% | 99% | -22% | 19% | 1% | -19% | 18% | 17% | 12% | 38% |
| Projectors | -17% | -59% | -62% | -65% | -57% | -30% | -26% | -30% | 104% | -64% | -51% | -55% | 14% | -48% | 217% | -38% | -27% | -38% | -47% |
| Developer Tools Software | -43% | -31% | -50% | -32% | 7% | 127% | 17% | -49% | -44% | 12% | -31% | 58% | 84% | 26% | -39% | 32% | -27 % | 122% | 1063% |
| Network Expansion Modules | 7% | 14% | -32% | -29% | -10% | -32% | 6% | -11% | -33% | -65% | 59% | -49% | -10% | -18% | -12% | 66% | 6% | 271% | -65% |
| Mice | 0% | 3% | -25% | -43% | 29% | -42% | -16% | -23% | -40% | 151% | -54% | -28% | -5% | 7% | -16% | 66% | 66% | -12% | -23% |
| NAS Devices | 24% | -25% | -28% | -38% | -40% | -18% | 26% | -3% | -40 % | -32% | 74% | -46% | 12% | -40% | 37% | -6% | -14% | -15% | -45% |
| Digital Media Players | 21% | 31% | -28% | -8% | 28% | 7% | -1% | -43% | -39% | -84% | 182% | 71% | 48% | -40% | 52% | 196% | -14% | 140% | -45% -82% |
| Digital Media Players | 21% | 31% | -53% | -8% | 28% | 1% | -1% | -43% | -39% | -84% | 182% | /1% | 48% | -5% | 52% | 196% | -30% | 140% | -82% |

| | Below | -20% |
|------|----------|-------|
| CATE | GORY GRO | WTH |
| | | |
| WE | EE | Total |
| 43% | 27% | 40% |
| -25% | -23% | -25% |
| -3% | 49% | -1% |
| 35% | 84% | 38% |
| -30% | 14% | -23% |
| -4% | -11% | -4% |
| 21% | 11% | 19% |
| -44% | -28% | -41% |
| 36% | 99% | 47% |
| 0% | 18% | 2% |
| -10% | 25% | -6% |
| -16% | 97% | 1% |
| -11% | 37% | -7% |
| 38% | 39% | 38% |
| 72% | 98% | 74% |
| 6% | 9% | 7% |
| -30% | 41% | -18% |
| -3% | 11% | 0% |
| -19% | 32% | -12% |
| -15% | 41% | -14% |
| -17% | 9% | -15% |
| -16% | 0% | -11% |
| 6% | 39% | 10% |
| 16% | 42% | 21% |
| 8% | 22% | 9% |
| -22% | -18% | -21% |
| 54% | 95% | 62% |
| 15% | 17% | 15% |
| -5% | 45% | -3% |
| 17% | -8% | 14% |
| -43% | 13% | -39% |
| 10% | 39% | 12% |
| 35% | 35% | 35% |
| -34% | -28% | -33% |
| -3% | 44% | 0% |
| 0% | 19% | 3% |
| 6% | -11% | 4% |
| -17% | 13% | -6% |
| -27% | -21% | -26% |
| -21% | 33% | -16% |
| 30% | 15% | 29% |
| 2% | 13% | 3% |
| -47% | -19% | -41% |
| 19% | 10% | 18% |
| -40% | -13% | -36% |
| -27% | 50% | -23% |
| -6% | -4% | -6% |
| -9% | 15% | -4% |
| -12% | 3% | -10% |
| 9% | 77% | 11% |
| | | |

Channel

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Channel Performance in Western and Eastern Europe

% Change in sales through IT Distribution in Euros

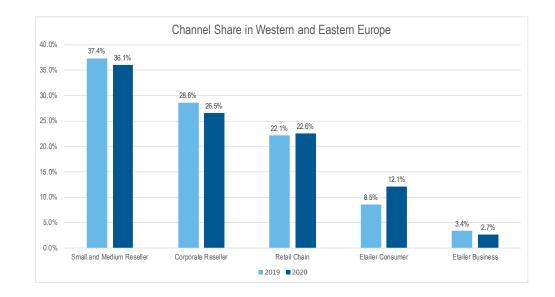
4 Weeks to Week 19 (May 10 2020) vs Same Period 2019

Sorted by largest country

| Traffic Ligh | nts: |
|--------------|------|
| Above | 15% |
| Inbetween | |
| Below | -20% |

| | | | | | | | WES | TERN EUR | OPE | | | | | | | | EAS | TERN EUF | ROPE | |
|-------------------|---------------------------|---------|-----------------|-------|--------|-------|-------------|----------|---------|---------|----------|---------|--------|---------|----------|--------|--------|-------------------|---------|----------|
| Business Sectors | Channel | Germany | UK & Ireland | Italy | France | Spain | Switzerland | Sweden | Austria | Belgium | Portugal | Denmark | Norway | Finland | Other WE | Russia | Poland | Czech Republic | Baltics | Slovakia |
| Business Channels | Corporate Reseller | -9% | 6% | -3% | -21% | 3% | -9% | -9% | -7% | -4% | -38% | -19% | 19% | -5% | -11% | 9% | -33% | 0% | -25% | 87% |
| | Small and Medium Reseller | 2% | -10% | 5% | -22% | 5% | 5% | 9% | -9% | -15% | 29% | -9% | 27% | 7% | 7% | 10% | 11% | 1% | 18% | -16% |
| | Etailer Business | -8% | -8% | -16% | -42% | -48% | -2% | -30% | -45% | 7% | 13% | -5% | 45% | -21% | -32% | -33% | 15% | -40% | -39% | -56% |
| Retail Channels | Etailer Consumer | 48% | 80% | 44% | -13% | 84% | 47% | 56% | 46% | 68% | 8% | 110% | 91% | 84% | 38% | -15% | 42% | 5% | 90% | -21% |
| | Retail Chain | 3% | -4% | -39% | -11% | -27% | 41% | 26% | 33% | 16% | -5% | 81% | 2% | 40% | 31% | 102% | 7% | 49% | 27% | -13% |

| CHAI | NNEL GRO | WTH |
|------|----------|-------|
| WE | EE | Total |
| -4% | 1% | -4% |
| -2% | 8% | 0% |
| -17% | -29% | -18% |
| 53% | 10% | 47% |
| -4% | 46% | 6% |



Largest Industries Business

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Largest Industries in Business Channel

% Change in sales through IT Distribution in Euros 4 Weeks to Week 19 (May 10 2020) vs Same Period 2019

Sorted by largest industries and country size in Business Channel

| Traffic Ligi | nts: |
|--------------|------|
| Above | 15% |
| Inbetween | |
| Below | -20% |

| | | | | | | , | WESTERN E | EUROPE | | | | | | | | EAS | TERN EUR | ROPE | |
|---|---------|-----------------|-------|--------|-------|-------------|-----------|---------|---------|----------|---------|--------|---------|----------|--------|--------|-------------------|---------|----------|
| Industry Sector | Germany | UK & Ireland | Italy | France | Spain | Switzerland | Sweden | Austria | Belgium | Portugal | Denmark | Norway | Finland | Other WE | Russia | Poland | Czech Republic | Baltics | Slovakia |
| Mobile Computing | 29% | 82% | 115% | 11% | 49% | 37% | -5% | 85% | 19% | 83% | 9% | 46% | -10% | 32% | 22% | 44% | 18% | 3% | -2% |
| Software and Licences | -2% | -11% | -8% | -1% | 16% | 5% | -8% | -17% | -1% | 23% | -12% | 43% | 20% | -6% | -8% | -30% | -3% | 14% | 20% |
| Telecommunications | -33% | -6% | 7% | -61% | -46% | 10% | 0% | -46% | -25% | -53% | 24% | 96% | -6% | 100% | -65% | 9% | -17% | 171% | -10% |
| Printing Consumables | -32% | -51% | -31% | -38% | -25% | -36% | -28% | -33% | -47% | -43% | -30% | 0% | -32% | -18% | -21% | -25% | -35% | -54% | -11% |
| Computing Components | 13% | -5% | 0% | -39% | -7% | -8% | -23% | -40% | -22% | -8% | -67% | 17% | 22% | -4% | 41% | 37% | 8% | 59% | -14% |
| Warranties and Services | -2% | -15% | -11% | -10% | 23% | 15% | -18% | -5% | 7% | -17% | -2% | 14% | 13% | 2% | 130% | -20% | -18% | 18% | -31% |
| Displays | -7% | -34% | -36% | -61% | -18% | 4% | -20% | -36% | -23% | 24% | -19% | -15% | -24% | -30% | -4% | -29% | -16% | -35% | -33% |
| Disk Storage | -23% | -33% | -30% | -38% | 6% | -42% | -20% | -8% | -17% | -26% | -28% | -8% | -41% | -30% | 54% | 6% | 5% | -46% | -33% |
| Desktop Computing | -30% | -54% | -32% | -48% | -40% | -21% | -21% | -42% | -42% | -25% | -54% | -14% | -14% | -41% | 1% | -6% | -20% | -26% | -55% |
| Networking Systems | -6% | -6% | -14% | -50% | 7% | -23% | -10% | -24% | -28% | 14% | 1% | -32% | 11% | -13% | -5% | -6% | -3% | 1% | -23% |
| Printing | -26% | -40% | -49% | -64% | -39% | -41% | 7% | -31% | -57% | -28% | -65% | 23% | -52% | -55% | -34% | -33% | 5% | -25% | -19% |
| Audio-Video Systems | 52% | 21% | 42% | 52% | 146% | 20% | 18% | 52% | -45% | 155% | 0% | 60% | 129% | 69% | 34% | 65% | 46% | -10% | -2% |
| Computing Accessories | 25% | 1% | 20% | -25% | 8% | 8% | -8% | 10% | -25% | 101% | 4% | 24% | 0% | -15% | 22% | 7% | 5% | 20% | -3% |
| Server Computing | -52% | -6% | -5% | -3% | 23% | -7% | -11% | 100% | 2% | 15% | -37% | -13% | 54% | 12% | -19% | 78% | 89% | 54% | -63% |
| Data Center Networking and Security | 13% | -12% | -14% | -34% | 1% | 86% | 57% | -68% | -7% | -29% | -14% | 32% | -19% | 16% | -19% | 9% | -16% | -53% | 93% |
| Wireless Networking | -3% | -22% | 3% | -40% | -43% | -8% | -3% | 9% | -44% | 1% | 16% | -48% | 49% | -3% | -17% | 216% | 12% | 32% | 25% |
| Other Networking Equipment | -1% | 0% | -16% | -19% | -23% | -19% | -10% | -27% | -35% | -19% | -24% | 61% | 46% | 4% | 38% | 17% | 51% | -24% | -13% |
| Power Equipment | -5% | -26% | -31% | -49% | -31% | -9% | -21% | -36% | -23% | -37% | -35% | -25% | 17% | 1% | -8% | -29% | -16% | -40% | -18% |
| Wearable Devices | 124% | -23% | -49% | 4% | -33% | 1% | -41% | 612% | -59% | -63% | 52% | -78% | -39% | -62% | 50% | -41% | -10% | -37% | -57% |
| Connectivity | -14% | -15% | -27% | -39% | -10% | 7% | -28% | -28% | -21% | -7% | -32% | 30% | 6% | 13% | 67% | 31% | -22% | -33% | -2% |
| Games Consoles | 159% | | 12% | 66% | 183% | 81% | 58% | -10% | -53% | 266% | 46% | 29% | -31% | 363% | -82% | -31% | 380% | -5% | 22% |
| Smart Home and Office | -80% | 62% | -76% | 88% | -90% | 141% | 37% | -74% | -100% | 1091% | -86% | 647% | 17% | -7% | 150% | 134% | 49% | 60% | 8% |
| Removable Storage | -27% | -46% | 43% | -58% | -60% | 19% | 44% | -59% | -65% | -15% | -20% | -48% | -50% | -43% | -20% | -16% | -28% | -29% | -49% |
| Electronics | -53% | -39% | -24% | -31% | -62% | -65% | 19% | -28% | -41% | -49% | -40% | -85% | -87% | -46% | 93% | -46% | -8% | -87% | -59% |
| Unified Communications | -7% | -47% | 2% | -70% | -23% | -17% | -30% | -68% | -73% | -29% | 153% | -12% | 283% | -25% | 4% | -53% | -19% | 563% | -76% |
| Terminals, Thin Clients and Points of Sales | -63% | 74% | -67% | -20% | -15% | 5% | -64% | -53% | 99% | -90% | 37% | -48% | -13% | -47% | -25% | -36% | -6% | -54% | -90% |
| Scanner Imaging | -26% | -17% | -34% | -32% | -27% | -12% | 26% | -41% | 195% | -20% | -29% | -57% | -56% | -36% | -42% | -72% | -61% | -64% | -72% |
| Security | 9% | -56% | 54% | -57% | -7% | -17% | 90% | -44% | -10% | 42% | 50% | -27% | -38% | 183% | -24% | -58% | 4% | -28% | -75% |
| Tape Storage | -8% | 33% | -42% | -42% | 61% | -43% | -65% | 1% | 23% | -69% | -33% | -88% | -76% | 55% | 11% | -7% | 80% | -61% | 743% |
| Photo and Video Cameras | -58% | -66% | -50% | -95% | 347% | -63% | -62% | -59% | -45% | -75% | -102% | -87% | -64% | -38% | -5% | -87% | -48% | -78% | -65% |

| | below | -20% |
|---------|--------|--------|
| NDUSTRY | SECTOR | GROWTH |
| WE | EE | Total |
| 47% | 26% | 45% |
| -3% | -13% | -4% |
| -13% | -18% | -13% |
| -34% | -24% | -33% |
| -8% | 36% | -1% |
| -5% | 45% | -3% |
| -27% | -18% | -26% |
| -27% | 23% | -21% |
| -39% | -7% | -34% |
| -14% | -5% | -13% |
| -41% | -28% | -38% |
| 43% | 40% | 42% |
| 5% | 13% | 6% |
| -14% | -2% | -12% |
| -3% | -15% | -4% |
| -16% | 50% | -11% |
| -8% | 32% | -3% |
| -21% | -13% | -19% |
| -4% | -19% | -7% |
| -18% | 33% | -13% |
| 85% | -5% | 40% |
| -34% | 87% | -32% |
| -28% | -24% | -28% |
| -46% | 44% | -26% |
| -29% | -19% | -27% |
| -35% | -34% | -35% |
| -22% | -49% | -28% |
| -9% | -28% | -14% |
| -14% | 23% | -11% |
| -55% | -69% | -62% |

Largest Industries Consumer

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Largest Industries in Consumer Channel % Change in sales through IT Distribution in Euros 4 Weeks to Week 19 (May 10 2020) vs Same Period 2019

Sorted by largest industries and country size in Consumer Channel

| Traffic Ligi | hts: |
|--------------|------|
| Above | 15% |
| Inbetween | |
| Below | -20% |

| | | | | | | V | VESTERN E | UROPE | | | | | | | | EAS | TERN EUF | ROPE | |
|---|---------|-----------------|--------|--------|--------|-------------|-----------|---------|---------|----------|---------|--------|---------|----------|--------|--------|-------------------|---------|----------|
| Industry Sector | Germany | UK & Ireland | Italy | France | Spain | Switzerland | Sweden | Austria | Belgium | Portugal | Denmark | Norway | Finland | Other WE | Russia | Poland | Czech Republic | Baltics | Slovakia |
| Mobile Computing | 39% | 91% | -18% | -10% | 23% | 36% | 94% | 128% | 11% | 26% | 105% | 156% | 59% | 12% | 47% | 11% | 49% | 57% | 24% |
| Software and Licences | 92% | 237% | 5% | 166% | 467% | 149% | 498% | 1330% | 51% | 288% | 204% | 901% | 173% | 251% | 1118% | 33% | 16% | 16% | -61% |
| Telecommunications | -34% | -13% | -61% | -38% | -46% | 18% | 57% | -14% | 69% | -61% | 42% | -21% | 3% | 3% | -43% | -30% | 31% | 12% | -26% |
| Printing Consumables | 7% | -4% | -4% | 16% | -7% | -12% | 45% | -34% | -56% | 32% | -23% | 53% | -18% | 47% | -24% | 39% | -1% | -46% | -24% |
| Computing Components | 132% | 211% | 67% | 40% | 78% | 126% | 84% | 54% | 109% | 119% | 257% | -16% | 119% | 173% | 146% | 137% | 100% | 96% | -7% |
| Warranties and Services | 63% | 604% | -18% | 281% | 742% | 91% | 4% | -37% | 24% | 489% | 283% | 764% | 24% | 60% | 643% | 214% | 159% | 120% | 20% |
| Displays | 57% | 106% | -33% | 0% | 119% | 72% | -68% | 169% | 56% | 11% | 166% | -6% | 112% | 94% | 40% | 15% | 44% | 20% | -35% |
| Disk Storage | 37% | 22% | -48% | -15% | -33% | 4% | 37% | 15% | -5% | -7% | 43% | 20% | 45% | 48% | 398% | 22% | 7% | 119% | -50% |
| Desktop Computing | 24% | -5% | -58% | 11% | -3% | 21% | 147% | 18% | -33% | -9% | -21% | -9% | 9% | -8% | 100% | 14% | -34% | 27% | 3% |
| Networking Systems | 52% | 27% | 38% | 58% | 98% | 68% | 32% | 77% | -23% | 93% | 229% | 235% | 124% | 111% | 171% | 190% | 85% | 296% | -48% |
| Printing | 12% | -5% | 38% | 28% | 17% | 85% | 16% | 87% | 15% | -20% | 45% | 77% | 79% | 16% | 40% | 71% | 85% | 96% | -39% |
| Audio-Video Systems | 49% | 1% | 20% | -7% | 48% | 59% | 22% | 16% | 15% | 60% | 183% | 105% | 180% | 161% | 57% | 79% | 52% | 13% | 160% |
| Computing Accessories | 29% | 30% | -37% | -31% | 14% | 0% | 23% | 1% | -34% | 106% | 55% | -33% | 72% | 10% | 39% | 50% | 61% | 17% | -13% |
| Server Computing | 349% | 238% | 194% | 344% | 996% | 224% | 164% | -16% | -42% | 1174% | 398% | 144% | 170% | 53% | 367% | 254% | 137% | 614% | 31% |
| Data Center Networking and Security | 277% | 320% | -7% | 340% | 43% | 4% | 164% | 114% | 1174% | 903% | 438% | 124% | 29% | -46% | 148% | 1356% | 290% | 3487% | 6842% |
| Wireless Networking | 65% | 129% | 110% | -22% | 16% | 26% | 308% | 69% | 162% | 259% | 887% | 27% | 60% | 179% | 109% | 170% | 147% | 70% | -33% |
| Other Networking Equipment | 36% | 94% | 37% | -48% | -1% | 94% | 125% | 62% | -3% | 145% | -7% | 271% | 58% | 128% | 141% | 4% | 117% | 407% | 40% |
| Power Equipment | 57% | -37% | -37% | -62% | -37% | 57% | 79% | 59% | 4% | -53% | 217% | 120% | 6% | 20% | 102% | 9% | -4% | 88% | -48% |
| Wearable Devices | -14% | 40% | -62% | -55% | -50% | 5% | 59% | 215% | 34% | -14% | 30% | 52% | 13% | 35% | 146% | -18% | -6% | -71% | -78% |
| Connectivity | -37% | -29% | -77% | -50% | -18% | 27% | 29% | -19% | -73% | 10% | 128% | -51% | 35% | -19% | 78% | 3% | 22% | 172% | -34% |
| Games Consoles | 67% | | 55% | -53% | 11% | 107% | 220% | 21% | 562% | 53% | 122% | 2746% | 197% | 134% | 38% | 7% | -11% | -46% | 162% |
| Smart Home and Office | 17% | -28% | -62% | -53% | -24% | 73% | 0% | -49% | 124% | 268% | 295% | 44% | -31% | 102% | -38% | 936% | 161% | 685% | 158% |
| Removable Storage | -41% | -60% | 6% | -41% | -78% | -6% | 104% | 14% | -45% | -65% | 7% | 128% | -45% | 8% | 54% | -39% | -40% | 34% | -45% |
| Electronics | 173% | -98% | -94% | 88% | -92% | -32% | -55% | -97% | -66% | -67% | -19% | -10% | -15% | -65% | 204% | 170% | 76% | -78% | -49% |
| Unified Communications | 81% | 134% | 8% | 72% | -61% | -6% | 16% | -61% | -76% | -381% | 1286% | -72% | -16% | -86% | 87% | 1187% | -51% | 150% | 17% |
| Terminals, Thin Clients and Points of Sales | 0.928 | -0.294 | -0.943 | 25.26 | 0.511 | 0.995 | -0.453 | 30.132 | 3.575 | -0.682 | 0.931 | 2.831 | | 2.698 | 2.207 | -0.001 | 6.319 | | -1 |
| Scanner Imaging | 0.732 | 0.375 | | | -0.051 | 1.437 | 2.571 | 0.807 | -0.076 | | | 4.836 | 1.45 | | 0.111 | 0.262 | 1.159 | 0.851 | 0.043 |
| Security | -0.241 | -0.416 | | -0.922 | -0.877 | 0.073 | -0.531 | -0.675 | -0.442 | | 2.323 | -0.488 | 0.273 | -0.106 | 2.718 | -0.142 | 0.731 | 1.932 | 2.987 |
| Tape Storage | 5.52 | -0.344 | 0.11 | 0.18 | 0.723 | 0.012 | 2.09 | -0.366 | 0.723 | 0.868 | | -0.695 | -0.392 | 2.529 | 0.456 | 2.589 | | -1 | 55.548 |
| Photo and Video Cameras | -0.822 | -1 | -0.886 | -0.942 | -0.722 | -0.233 | -0.951 | -0.826 | -0.377 | -0.893 | -0.375 | -0.982 | -0.716 | -0.601 | -0.582 | -0.389 | -0.614 | -0.467 | -0.752 |

| | Below | -20% |
|---------|--------|--------|
| NDUSTRY | SECTOR | GROWTH |
| WE | EE | Total |
| 32% | 35% | 32% |
| 188% | 242% | 204% |
| -31% | -22% | -30% |
| 3% | -13% | 1% |
| 116% | 127% | 119% |
| 113% | 293% | 123% |
| 41% | 26% | 38% |
| 13% | 137% | 41% |
| 1% | 51% | 11% |
| 58% | 148% | 76% |
| 21% | 51% | 28% |
| 42% | 65% | 44% |
| 11% | 43% | 15% |
| 234% | 334% | 270% |
| 111% | 284% | 141% |
| 81% | 121% | 84% |
| 29% | 105% | 33% |
| 1% | 72% | 26% |
| 4% | 10% | 4% |
| -27% | 26% | -23% |
| 31% | 6% | 18% |
| -16% | 398% | -14% |
| -47% | -13% | -40% |
| -74% | 109% | -61% |
| 68% | 147% | 74% |

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Top categories in Business Channel % Change in sales through IT Distribution in Euros 4 Weeks to Week 19 (May 10 2020) vs Same Period 2019 Sorted by largest categories and country size in Business Channel

| Traffic Lig | hts: |
|-------------|------|
| Above | 15% |
| Inbetween | |
| Below | -20% |

| | | | | | | | WESTERN E | EURUPE | | | | | | | | EAS | TERN EUF | OPE | |
|---------------------------------------|-----------|-----------------|-------------|--------------|------------|-------------|-----------|--------------|--------------|----------|--------------|--------------|--------------|--------------|-------------|--------|-------------------|--------------|--------------|
| Category | many | UK & Ireland | Italy | France | Spain | Switzerland | Sweden | Austria | Belgium | Portugal | Denmark | Norway | Finland | Other WE | Russia | Poland | Czech Republic | Baltics | Slovakia |
| Notebooks 23 | 13% | 82% | 106% | 25% | 52% | 43% | -14% | 96% | 27% | 96% | 5% | 28% | -15% | 30% | 18% | 43% | 11% | 0% | 2% |
| Smartphones -37 | 37% | 4% | 11% | -61% | -47% | -14% | -1% | -47% | -24% | -52% | 26% | 87% | -11% | 126% | -72% | 11% | -22% | 200% | -11% |
| Warranties and Services -2 | 2% | -15% | -11% | -10% | 23% | 15% | -18% | -5% | 7% | -17% | -2% | 14% | 13% | 2% | 130% | -20% | -18% | 18% | -31% |
| Tablet PCs 48 | 8% | 80% | 200% | -24% | 32% | 3% | 22% | 69% | -31% | 10% | 70% | 126% | 45% | 45% | 86% | 60% | 45% | 54% | -36% |
| Desktops -30 | 30% | -55% | -29% | -46% | -38% | -19% | -14% | -45% | -39% | -26% | -57% | -4% | -12% | -43% | 16% | -8% | -22% | -25% | -54% |
| Ink Cartridges and Tanks -24 | 24% | -30% | 0% | -6% | -2% | -41% | -37% | -30% | -31% | -10% | 26% | 38% | -24% | 11% | -26% | 12% | -37% | -43% | -25% |
| Monitors 75 | 7% | 3% | -40% | -46% | -8% | 13% | -18% | -23% | 9% | 18% | -6% | -4% | -19% | -21% | -14% | -18% | -3% | -17% | -47% |
| Toner -36 | 36% | -60% | -48% | -58% | -41% | -35% | -25% | -35% | -50% | -59% | -41% | -24% | -35% | -53% | -21% | -45% | -36% | -57% | -2% |
| Processors 18 | 8% | 21% | 25% | 2% | 2% | 11% | -11% | -35% | -15% | 1% | -67% | 88% | 9% | 0% | 108% | 65% | -20% | -6% | -9% |
| Office Applications Software -9' | 9% | 10% | -46% | -3% | 4% | 32% | 5% | -18% | -12% | 12% | 2% | 20% | 17% | 8% | 69% | 11% | -11% | 7% | -18% |
| Network Switches -4' | 4% | 0% | -30% | -52% | -34% | -23% | 1% | -25% | -24% | -25% | 18% | -28% | 25% | -6% | -5% | 1% | -10% | 9% | -20% |
| Solid State Drives (SSDs) -17 | 17% | -33% | -13% | -41% | 26% | -38% | 2% | -60% | -33% | -17% | -57% | -21% | -2% | -10% | 187% | 14% | -10% | -26% | -15% |
| · , | 23% | -21% | -8% | -14% | -27% | 25% | 0% | -24% | 23% | -34% | -32% | 62% | 59% | -14% | 126% | -24% | -3% | 32% | -36% |
| | 1% | 19% | 55% | 11% | 17% | -3% | -9% | -11% | -3% | 50% | 50% | 75% | 15% | 41% | 46% | 19% | -42% | 78% | 29% |
| | 6% | 49% | 50% | 108% | 187% | 14% | 35% | 60% | -37% | 225% | 29% | 63% | 157% | 83% | 57% | 13% | 67% | -17% | 18% |
| · · · · · · · · · · · · · · · · · · · | 8% | -19% | -41% | 28% | 6% | 12% | 2% | 71% | 13% | -32% | -71% | 74% | -1% | 29% | -68% | -51% | 39% | 37% | -30% |
| | 14% | -33% | -49% | -42% | -26% | -27% | -27% | -55% | -30% | -53% | 1% | -19% | -49% | -31% | 19% | -18% | -13% | -38% | -72% |
| | 28% | -19% | -8% | -19% | 8% | 19% | 49% | 159% | -34% | 5% | -17% | -47% | 59% | 5% | -16% | 84% | 10% | 43% | -57% |
| | 1% | -33% | -19% | -64% | -25% | -27% | -33% | -48% | -30% | -27% | -66% | -32% | 52% | -23% | -1% | -11% | 16% | 134% | -18% |
| | 16% | -34% | 22% | -4% | -9% | -27% | -40% | -17% | -27% | 1% | 42% | 299% | -57% | -19% | 16% | 30% | 129% | -74% | 40% |
| | 2% | -32% | -35% | -27% | 15% | -65% | -33% | 98% | 18% | -20% | 22% | 25% | -67% | -53% | -28% | 34% | 113% | -73% | 37% |
| , | 21% | -53% | -27% | -70% | -32% | -46% | 5% | 15% | -40% | -25% | -72% | -54% | -30% | -39% | -36% | -36% | -16% | -53% | 7% |
| | | | | | | | 45% | | | | | | | | | | | | |
| | 2% 16% | 7% -25% | -21% 64% | -22% -29% | 22% 72% | -9% -17% | -39% | -38% -20% | -63% -61% | 76% | -10% -60% | -24% -59% | -58% -41% | -29% -34% | -48% -4% | -11% | -1% 41% | -21% -29% | -43% -34% |
| | | | | | | | | | - 170 | 304% | | | | | | -26% | | | |
| | 1% | -20% | -4% | -39% | -44% | -8% | -2% | 12% | -45% | -2% | 33% | -49% | 47% | -1% | -18% | -6% | 16% | 37% | 33% |
| | 11% | -63% | -12% | -83% | 10% | 21% | -63% | -42% | -59% | 76% | -58% | 119% | 282% | -65% | 106% | -36% | 6% | -49% | 88% |
| · - | 5% | 52% | 12% | -41% | 40% | 1% | 21% | -42% | -38% | -6% | -50% | -9% | -22% | 28% | 33% | 21% | 55% | 105% | -25% |
| | 6% | -14% | -22% | -36% | -4% | 177% | 90% | -54% | 8% | -4% | 212% | 33% | -6% | 19% | -4% | -8% | -20% | -25% | 266% |
| · | 18% | -18% | -21% | -1% | 62% | 20% | -29% | -67% | -26% | 88% | -35% | 12% | 62% | 61% | 59% | 25% | -17% | -39% | 249% |
| | 6% | 2% | 86% | 52% | 34% | 31% | 9% | 27% | 6% | -57% | -23% | 40% | 3% | 6% | 120% | -63% | -21% | -54% | -1% |
| | 36% | -65% | -37% | -81% | -34% | -13% | -11% | -60% | -19% | 46% | -29% | -34% | -52% | -34% | 44% | -45% | -46% | -46% | 43% |
| _ · | 6% | -5% | 33% | -21% | -1% | -3% | -17% | 40% | -4% | 144% | 2% | 53% | -5% | -51% | 78% | 36% | -3% | 41% | 25% |
| | 3% | 106% | 11% | -5% | 45% | 85% | 2% | 8% | 96% | 126% | -43% | -29% | -15% | 19% | -15% | 19% | 83% | 17% | -28% |
| ` ' | 25% | -50% | -50% | -56% | -57% | -32% | -44% | -30% | -63% | -21% | -22% | -57% | -28% | -27% | -62% | 6% | -5% | -32% | -67% |
| | 4% | -40% | 30% | -29% | 40% | -7% | 2% | -15% | -42% | 15% | -19% | 13% | 61% | -24% | 137% | 3% | 42% | -5% | -6% |
| | 0% | 15% | -18% | -16% | -19% | -28% | 16% | -23% | -23% | -34% | 8% | 10% | 60% | 0% | 13% | 28% | 51% | 13% | -35% |
| | 1% | 0% | -42% | -58% | -37% | -17% | -34% | -43% | -12% | -43% | -32% | -26% | -15% | -29% | -8% | -46% | -14% | -61% | -19% |
| | 14% | -45% | 3% | -75% | -24% | 75% | -16% | -48% | -38% | -52% | -19% | -30% | -56% | -40% | -50% | -30% | 153% | -50% | -68% |
| Cables and Connectivity Adapters -11 | 11% | -16% | -22% | -39% | -13% | 0% | -28% | -28% | -18% | -10% | -28% | 45% | 8% | 20% | 78% | 30% | -19% | -34% | -5% |
| | 52% | 44% | 20% | 106% | 118% | -68% | -1% | 41% | 465% | 921% | -82% | 93% | -65% | 38% | -34% | 77% | 2863% | 3% | -100% |
| Keyboards and Keypads -6 | 6% | -23% | -13% | -38% | -12% | 19% | -10% | -23% | -6% | 131% | -5% | -24% | 6% | 8% | 5% | -7% | 22% | -6% | -29% |
| | 39% | -66% | -56% | -59% | -60% | -24% | -22% | -26% | -47% | -50% | -42% | -4% | -25% | -48% | -20% | -42% | -31% | -78% | 78% |
| Projectors -12 | 12% | -68% | -74% | -65% | -76% | -44% | -38% | -39% | -64% | -62% | -59% | -65% | -42% | -53% | 321% | -42% | -31% | -70% | -31% |
| Developer Tools Software -45 | 15% | -31% | -50% | -35% | 7% | 128% | 16% | -49% | -43% | 3% | -30% | 56% | 76% | 23% | -41% | 23% | -31% | 121% | 1063% |
| Network Expansion Modules 49 | 4% | 14% | -31% | -30% | -14% | -33% | -25% | -14% | -33% | -65% | 35% | -52% | -14% | -11% | -14% | 9% | -1% | 187% | -65% |
| VOIP Systems -5 | 5% | -48% | 7% | -72% | -18% | -17% | -26% | -71% | -73% | -30% | 147% | -15% | 279% | -24% | 0% | -52% | -16% | 641% | -77% |
| Servers (Unix) -81 | 31% | 180% | -89% | -56% | 137% | 21% | -99% | -63% | -40% | -100% | -100% | | | -74% | 577% | 5100% | 88186% | | |

| WE EE Total 48% 22% 45% -12% -18% -13% -5% 45% -3% 50% 64% 51% 50% 64% 51% -38% 0% -33% -16% -17% -16% -11% -16% -12% -46% -28% -43% 7% 72% 16% -3% 18% -1% -17% -4% -16% -24% 78% -12% -3% 18% -1% -24% 78% -28% -4% -15% -8% -38% 14% -58% -38% -3% -24% -16% -45% -14% -37% -34% -36% -5% -21% -6% -11% -8% -30% -5% -21% -6% -11% | CATE | GORY GRO | нтмс |
|--|------|----------|-------|
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| -3% 50% 1% -1% 16% 2% -22% -15% -19% -40% -37% -39% -17% 36% -12% 25% 11% 24% -11% 1% -9% -49% -21% -43% -55% -14% -50% -7% -11% -8% -28% -19% -26% | | | |
| -1% 16% 2% -19% -19% -19% -19% -19% -19% -19% -19 | | | |
| -22% -15% -19% -40% -37% -39% -17% -36% -12% 25% -11% -24% -11% -11% -9% -49% -21% -43% -55% -14% -50% -28% -45% -24% -28% -19% -26% | | | |
| -40% -37% -39% -17% 36% -12% 25% 111% 24% -111% 11% -9% -49% -21% -43% -55% -14% -50% -28% 45% -24% -11% -8% -28% -19% -26% | | | |
| -17% 36% -12% 25% 11% 24% -11% 1% -9% -49% -21% -43% -55% -14% -50% -28% 45% -24% -7% -11% -8% -28% -19% -26% | | | |
| 25% 11% 24% -11% 1% -9% -49% -21% -43% -55% -14% -50% -7% -11% -8% -28% -19% -26% | | | |
| -11% 1% -9% -49% -21% -43% -55% -14% -50% -28% 45% -24% -7% -11% -8% -28% -19% -26% | | | |
| -55% -14% -50% -28% 45% -24% -7% -11% -8% -28% -19% -26% | | | |
| -55% -14% -50% -28% 45% -24% -7% -11% -8% -28% -19% -26% | -49% | -21% | -43% |
| -28% 45% -24% -7% -11% -8% -28% -19% -26% | | | |
| -7% -11% -8% -28% -19% -26% | | | |
| -28% -19% -26% | | | |
| | | | |
| -70% 4911% -64% | -70% | 4911% | -64% |

Largest Category Consumer

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Largest Categories in Consumer Channel

% Change in sales through IT Distribution in Euros

4 Weeks to Week 19 (May 10 2020) vs Same Period 2019

Sorted by largest categories and country size in Consumer Channel

Traffic Lights:

Above 15%
Inbetween

Below -20%

| Category Category | 21% -25% 20% 48% 1% -27% 18% 22% 15% 86% 188% -18% -86% 192% |
|---|--|
| Smartphones | -25% 20% 48% 1% -27% 18% 22% 15% 86% 188% -18% -86% 192% |
| Warranties and Services 63% 604% -18% 281% 742% 91% 4% -37% 24% 489% 283% 764% 24% 60% 643% 214% 159% 120% Tablet PCs 31% 36% -39% 24% 30% 99% 4% 50% -16% -9% 147% 117% 28% -144% 19% 149% 149% 740% Desktops 19% -7% -58% -2% -2% 16% 147% 13% -34% -8% -32% -16% 9% -10% 94% 13% -36% 30% Monitors 65% 152% 24% 22% 109% 81% 40% -57% 36% -57% 36% -24% 64% -9% 104% -11% 41% 29% -9% 30% 63% 67% 39% Toner -6% -35% -6% -38% -38% -17% 25% -24 | 20% 48% 1% -27% 18% 22% 15% 86% 188% -18% -86% 192% |
| Tablet PCs | 48% 1% -27% 18% 22% 15% 86% 188% -18% -86% 192% |
| Desktops | 1% -27% 18% 22% 15% 86% 188% -18% -86% 192% |
| Ink Cartridges and Tanks 11% 2% 6% 20% 12% -10% 58% -35% -57% 36% -24% 64% -9% 104% -11% 41% 20% -42% Monitors 65% 152% 24% 22% 109% 81% 40% 257% -1% 117% 135% -10% 96% 90% 30% 63% 67% 39% Toner -6% -35% -46% 38% -38% -17% 26% -24% -56% -1% -31% -18% -35% -17% 28% -30% -58% -17% 24% -56% -1% -31% -18% -35% -17% -31% 28% -30% -53% 100% 94% 06% 36% -47% 55% 60% 18% 368% 1174% -34% 400% 30% 403% 74% 363% 75% 100% 42% 77% 60% 20% 77% 30%< | -27% 18% 22% 15% 86% 188% -18% -86% 192% |
| Monitors | 18% 22% 15% 86% 188% -18% -86% 192% |
| Toner | 22% 15% 86% 188% -18% -86% 192% |
| Processors 222% 238% 102% 49% 163% 193% 204% 35% 133% 178% 342% 70% 149% 145% 370% 53% 100% 94% Office Applications Software 6% 36% 47% 55% 60% 18% 368% 1174% -34% 400% 30% 403% 74% 363% 75% 10% -62% 112% Network Switches 113% 52% 23% 438% 17% 106% 14% 75% 40% 134% 352% 1074% 96% 69% 256% 315% 108% 837% Solid State Drives (SDs) 22% 50% 52% 37% -13% 62% 77% 6% 20% 7% 30% 170% 45% 137% 65% 27% 111% 134% 45% 45% 137% 65% 27% 66% 20% 7% 30% 170% 45% 31% 35% | 15% 86% 188% -18% -86% 192% |
| Office Applications Software 6% 36% -47% 55% 60% 18% 368% 1174% -34% 400% 30% 403% 75% 10% -62% 112% Network Switches 113% -52% -23% 438% 17% 106% 14% 75% 40% 134% 352% 1074% 96% 69% 256% 315% 108% 837% Solid State Drives (SSDs) 22% 50% -52% 37% -13% 62% 77% 6% 20% 7% 30% 170% 45% 137% 653% 27% 11% 131% 438% 17% 134% 269% 240% 63% 125% 165% 697% 134% 47% 37% 51% 41% 84% Security Software 541% 335% -18% 239% 155% 726% 62% 4779% 49% 255% 393% 1064% 190% 589% 824% 318% 330% | 86% 188% -18% -86% 192% |
| Network Switches 113% 5-2% -23% 438% 17% 106% 14% 75% 40% 134% 352% 1074% 96% 69% 256% 315% 108% 837% Solid State Drives (SSDs) 22% 50% -52% 37% -13% 62% 77% 6% 20% 77% 30% 170% 45% 137% 653% 27% 111% 131% Operating Systems Software 7% 63% 82% 51% 798% 44% 269% 240% 63% 125% 165% 697% 134% 47% 37% 51% 41% 84% Security Software 541% 335% -18% 239% 155% 726% 62% 4779% 49% 255% 393% 1064% 190% 589% 824% 318% 330% 276% Headsets/Headphones and Microphones 93% 27% 44% 7% 121% 68% 74% 30% 63% 120% 235% 166% 272% 268% 88% 238% 106% 46% Hard Disk Drives (HDDs) 53% 13% 48% -43% -43% -42% 55% 50% 75% -38% 42% 20% -2% 46% 48% 276% 21% 0% 52% RAM Memory 79% 88% -17% 60% 42% 86% 119% 72% 116% 94% 253% 55% 51% 99% 10% -34% 48% 276% 21% 0% 52% All-in-One Lasers 2% 82% 68% 88% 55% 256% 45% 149% 49% 39% 51% 69% 10% -34% 48% 57% 60% 167% All-in-One Inkjets 11% -20% 42% 10% 24% 22% -13% 78% 14% -31% 43% 41% 127% 27% 53% 85% 113% 57% Network Routers 37% 151% 52% -71% 189% 28% 44% 77% 25% 68% 124% 25% 191% 134% 136% 125% 72% 68% Wireless Access Points 67% 137% 127% -31% 11% 21% 320% 64% 203% 283% 943% -4% 31% 189% 95% 178% 146% 61% | 188% -18% -86% 192% |
| Solid State Drives (ISDs) 22% 50% -52% 37% -13% 62% 77% 6% 20% 77% 30% 170% 45% 137% 653% 27% 11% 131% Operating Systems Software 7% 63% 82% 51% 798% 44% 269% 240% 63% 125% 165% 697% 134% 47% 37% 51% 41% 84% Security Software 541% 335% -18% 239% 155% 726% 62% 4779% 49% 255% 393% 1064% 190% 589% 824% 318% 330% 276% Headsets/Headphones and Microphones 93% 27% 44% 7% 121% 68% 74% 30% 63% 120% 235% 166% 272% 268% 88% 238% 106% 46% Hard Disk Drives (HDDs) 53% 13% -48% -43% -49% -22% 5% 75% -38% -42% 20% -2% 46% 48% 276% 21% 0% 52% RAIM-mone Lasers 2% 82% 68% 88% 55% 256% 45% 119% 72% 116% 94% 253% 51% 69% 10% -34% 48% 57% 60% 167% All-in-One Inkjets 11% -20% 42% 10% 24% 22% -13% 78% 14% -31% 43% 41% 127% 27% 53% 85% 113% 57% Network Routers 37% 151% 52% -71% 189% 28% 44% 77% 25% 68% 124% 25% 191% 134% 136% 125% 72% 68% Wireless Access Points 67% 137% 127% -31% 11% 21% 320% 64% 203% 283% 943% -4% 31% 189% 95% 178% 146% 61% | -18% -86% 192% |
| Solid State Drives (ISDs) 22% 50% -52% 37% -13% 62% 77% 6% 20% 77% 30% 170% 45% 137% 653% 27% 11% 131% Operating Systems Software 7% 63% 82% 51% 798% 44% 269% 240% 63% 125% 165% 697% 134% 47% 37% 51% 41% 84% Security Software 541% 335% -18% 239% 155% 726% 62% 4779% 49% 255% 393% 1064% 190% 589% 824% 318% 330% 276% Headsets/Headphones and Microphones 93% 27% 44% 7% 121% 68% 74% 30% 63% 120% 235% 166% 272% 268% 88% 238% 106% 46% Hard Disk Drives (HDDs) 53% 13% -48% -43% -49% -22% 5% 75% -38% -42% 20% -2% 46% 48% 276% 21% 0% 52% RAIM-mone Lasers 2% 82% 68% 88% 55% 256% 45% 119% 72% 116% 94% 253% 51% 69% 10% -34% 48% 57% 60% 167% All-in-One Inkjets 11% -20% 42% 10% 24% 22% -13% 78% 14% -31% 43% 41% 127% 27% 53% 85% 113% 57% Network Routers 37% 151% 52% -71% 189% 28% 44% 77% 25% 68% 124% 25% 191% 134% 136% 125% 72% 68% Wireless Access Points 67% 137% 127% -31% 11% 21% 320% 64% 203% 283% 943% -4% 31% 189% 95% 178% 146% 61% | -18% -86% 192% |
| Operating Systems Software 7% 63% 82% 51% 798% 44% 269% 240% 63% 125% 165% 697% 134% 47% 37% 51% 41% 84% Security Software 541% 335% -18% 239% 155% 726% 62% 4779% 49% 255% 393% 1064% 190% 589% 824% 318% 330% 276% Headsets/Headphones and Microphones 93% 27% 44% 7% 121% 68% 74% 30% 63% 120% 235% 166% 272% 268% 88% 238% 106% 46% Hard Disk Drives (HDbs) 53% 13% -48% -43% -49% -22% 5% 75% -38% -42% 20% -2% 46% 48% 276% 21% 0% 52% RAILin-One Lasers 2% 82% 68% 88% 55% 256% 45% 149% 49% 3 | -86% 192% |
| Security Software 541% 335% -18% 239% 155% 726% 62% 4779% 49% 255% 393% 1064% 190% 589% 824% 318% 330% 276% Headsets/Headphones and Microphones 93% 27% 44% 7% 121% 68% 74% 30% 63% 120% 235% 166% 272% 268% 88% 238% 106% 46% Hard Disk Drives (HDDs) 53% 13% -48% -49% -22% 5% 75% -38% 42% 20% -2% 46% 48% 276% 21% 0% 52% RAM Memory 79% 88% -17% 60% 42% 86% 11% 72% 116% 94% 253% -58% 171% 92% 323% 219% -21% 35% 141% 24% 49% 39% 51% 69% 10% -34% 48% 57% 60% 167% 31% 43% <td>192%</td> | 192% |
| Headsets/Headphones and Microphones 93% 27% 44% 7% 121% 68% 74% 30% 63% 120% 235% 166% 272% 268% 88% 238% 106% 46% Hard Disk Drives (HDDs) 53% 13% 48% 43% 49% -22% 5% 75% 38% 42% 20% -2% 46% 48% 276% 21% 0% 52% RAM Memory 79% 88% -17% 60% 42% 86% 119% 72% 116% 94% 253% -58% 171% 92% 323% 219% -21% 35% All-in-One Lasers 2% 82% 68% 88% 55% 256% 45% 149% 49% 39% 51% 69% 10% -34% 48% 57% 60% 167% All-in-One Inkjets 11% -20% 42% 10% 24% 22% -13% 78% 14% -31% 43% 41% 127% 27% 53% 85% 113% 57% Network Routers 37% 151% 52% -71% 189% 28% 44% 77% 25% 68% 124% 25% 191% 134% 136% 125% 72% 68% Wireless Access Points 67% 137% 127% -31% 11% 21% 320% 64% 203% 283% 943% -4% 31% 189% 95% 178% 146% 61% | - |
| Hard Disk Drives (HDDs) 53% 13% 48% 43% 49% -22% 5% 75% -38% 42% 20% -2% 46% 48% 276% 21% 0% 52% RAM Memory 79% 88% -17% 60% 42% 86% 119% 72% 116% 94% 253% -58% 171% 92% 323% 219% -21% 35% All-in-One Lasers 2% 82% 68% 88% 55% 256% 45% 149% 49% 39% 51% 69% 10% -34% 48% 57% 60% 167% All-in-One Inkjets 11% -20% 42% 10% 24% 22% -13% 78% 14% -31% 43% 41% 127% 27% 53% 85% 113% 57% Network Routers 37% 151% 52% -71% 189% 28% 44% 77% 25% 68% 124% 25% 191% 134% 136% 125% 72% 68% Wireless Access Points 67% 137% 127% -31% 11% 21% 320% 64% 203% 283% 943% -4% 31% 189% 95% 178% 146% 61% | 287% |
| RAM Memory 79% 88% -17% 60% 42% 86% 119% 72% 116% 94% 253% -58% 171% 92% 323% 219% -21% 35% All-in-One Lasers 2% 82% 68% 88% 55% 256% 45% 149% 49% 39% 51% 69% 10% -34% 48% 57% 60% 167% All-in-One Inkjets 11% -20% 42% 10% 24% 22% -13% 78% 14% -31% 43% 41% 127% 27% 53% 85% 113% 57% Network Routers 37% 151% 52% -71% 189% 28% 44% 77% 25% 68% 124% 25% 191% 134% 136% 125% 72% 68% Wireless Access Points 67% 137% 127% -31% 11% 21% 320% 64% 203% 283% 943% -4% 31% 189% 95% 178% 146% 61% | -83% |
| All-in-One Lasers 2% 82% 68% 88% 55% 256% 45% 149% 49% 39% 51% 69% 10% -34% 48% 57% 60% 167% All-in-One Inkjets 11% -20% 42% 10% 24% 22% -13% 78% 14% -31% 43% 41% 127% 27% 53% 85% 113% 57% Network Routers 37% 151% 52% -71% 189% 28% 44% 77% 25% 68% 124% 25% 191% 134% 136% 125% 72% 68% Wireless Access Points 67% 137% 127% -31% 11% 21% 320% 64% 203% 283% 943% -4% 31% 189% 95% 178% 146% 61% | 16% |
| All-in-One Inkjets 11% -20% 42% 10% 24% 22% -13% 78% 14% -31% 43% 41% 127% 27% 53% 85% 113% 57% Network Routers 37% 151% 52% -71% 189% 28% 44% 77% 25% 68% 124% 25% 191% 134% 136% 125% 72% 68% Wireless Access Points 67% 137% 127% -31% 11% 21% 320% 64% 203% 283% 943% -4% 31% 189% 95% 178% 146% 61% | 10% |
| Network Routers 37% 151% 52% -71% 189% 28% 44% 77% 25% 68% 124% 25% 191% 134% 136% 125% 72% 68% Wireless Access Points 67% 137% 127% -31% 11% 21% 320% 64% 203% 283% 943% -4% 31% 189% 95% 178% 146% 61% | -56% |
| Wireless Access Points 67% 137% 127% -31% 11% 21% 320% 64% 203% 283% 943% -4% 31% 189% 95% 178% 146% 61% | -60% |
| | |
| | -32% |
| | -57% |
| Graphics Cards 90% 284% 70% 49% 7% 126% 30% 104% 58% 3% 113% 87% 125% 341% 28% 283% 211% 146% | -36% |
| Smart Watches -11% 103% -62% -24% -37% 56% 145% 225% 47% -18% 33% 63% 7% 52% 267% -34% -4% -70% | -75% |
| Uninterruptable Power Supplies (UPS) 49% -31% -54% -42% 0% 29% 47% 153% 45% -69% 1102% 537% 56% 70% 131% 33% 20% 54% | 0% |
| Laser Printers 31% 49% -16% 91% 20% 121% 65% 193% 14% 55% 16% 195% 123% 26% -7% 15% 63% 51% | -42% |
| Cables and Connectivity Adapters 45% -29% -77% -54% -22% 23% 27% -19% -77% 11% 124% -70% 26% -21% 79% -1% 19% 210% | -34% |
| Keyboards and Keypads 32% 16% -50% 18% 4% 33% -6% -34% 5% 98% 51% 53% 43% 90% 27% 26% 51% 7% | -37% |
| Mobile Computing Cases 64% -41% -68% -59% -21% -14% 89% -28% -52% 69% 241% -34% 29% 4% -11% 23% 26% 108% | 141% |
| Projectors -24% -14% -33% -67% -26% -21% 218% -4% 877% -69% -37% -4% 193% -39% 79% -28% -19% 29% | -71% |
| Mice 12% 86% 49% 41% 53% -50% 0% -22% 32% 146% -54% -56% -5% 28% -5% 89% 132% -5% | -48% |
| NAS Devices 42% -13% 44% 5% -38% -35% 18% 9% 37% 4% 71% -73% 78% -55% 56% -8% -6% 67% | -49% |
| Digital Media Players 21% 36% 54% 3% 24% 7% -6% -47% -41% 8-84% 185% 76% 28% 5-5% 232% -299% -35% 3070% | -85% |
| Smart Bands and Activity Trackers -99% 33% -53% -116% -65% 31% 371% -69% 1233% 0% -80% 17947% 17% 121% 204% 22% -72% | -95% |
| IP Cameras -24% -46% -89% -92% -88% 8% -53% -68% -44% -14% 232% -48% 27% -11% 273% -14% 75% 200% | 321% |
| Smart Speakers 26% -73% -93% -88% -56% 69% -39% -11% -28% 58% 27767% -98% | |
| Smartphone Protective Cases -66% -89% -90% -91% -87% 25% 2% -90% -45% -71% 2% 45% 35% 24% 378% -71% 16% 64% | |
| Games Accessories 191% 57% -13% 4% 112% 181% 211% 562% 129% 157% 1135% -29% 147% 36% 143% -47% -49% | 89% |
| Memory Cards -33% -59% 39% -80% -4% 207% 36% -33% 122% 224% -67% 163% 25% -59% -38% 39% Powerline Devices 32% 139% 63% -48% 0% 103% 88% 53% 0% 146% 82% -45% 162% 148% 91% 3% 76% 32% | -55% -32% |
| Consoles Fixed -58% 53% -80% 49% 62% 2959% -101% -27% -80% 5381% -100% -13% 98% -97% | 556% |
| USB Memory -57% -64% -20% -53% -84% -6% -28% -1% -58% -78% -69% -59% -44% -22% -123% -49% -46% -12% | -46% |
| Portable Speakers -82% -63% 5% -58% -82% 1333% -75% -2% 6149% -94% -93% 11332% -76% -61% -62% -87% -37% -92% Mobile Phones -72% -57% -39% -69% 2% 50% -14% -87% -74% -99% 25% -25% 124% -73% -26% -94% -8% 56% | -65% |
| | 50% |

| | Bolow | |
|-----------------|--------------|--------------|
| CATEGORY GROWTH | | |
| WE | EE | Total |
| 35% | 30% | 34% |
| -30% | -24% | -29% |
| 113% | 293% | 123% |
| 19% | 101% | 25% |
| -3% | 46% | 7% |
| 10% | -3% | 9% |
| 81% | 47% | 74% |
| -28% | -26% | -27% |
| 162% | 144% | 157% |
| 67% | 15% | 48% |
| 95% | 273% | 129% |
| 22% | 132% | 50% |
| 85% | 34% | 65% |
| 341% | 429% | 345% |
| 85% | 134% | 89% |
| 1% | 130% | 30% |
| 78% | 187% | 104% |
| 43% | 52% | 46% |
| 13% | 70% | 19% |
| 42% | 101% | 54% |
| 83% | 111% | 85% |
| | | |
| -17% | -13% | -16% |
| 82% | 136% | 94% |
| 20% | -9% | 16% |
| 11% | 112% | 57% |
| 31% | 1% | 17% |
| -31% | 21% | -27% |
| 21% | 26% | 22% |
| -5% | 24% | -3% |
| 1% | -11% | -1% |
| 2% | 36% | 9% |
| 6% | 9% | 6% |
| 9% | -103% | 8% |
| 0% | 61% | 7% |
| -52% | 134% | -44% |
| -58% | 282% | -58% |
| -74% | 153% | -56% |
| 86% -43% | 38% -23% | 70% -39% |
| 30% | 39% | 30% |
| -43% | -4% -12% | -18% -52% |
| -61% -47% | -12% -70% | -52% -49% |
| -41% | -31% | -39% |
| -76% | -50% | -63% |