

IT Industry Update

27th May 2020

CONTEXT COVID-19 Weekly Report



01

CLIMATE SURVEY FEEDBACK

02

**TOP TRENDS COVID-19 REPORTS TO WEEK 20 (WEEK 19 FOR US)
NEW ASP PRICE INDEX (FOR NOTEBOOKS)**

03

FRANCE UPDATE – STEPHANIE ALGRE

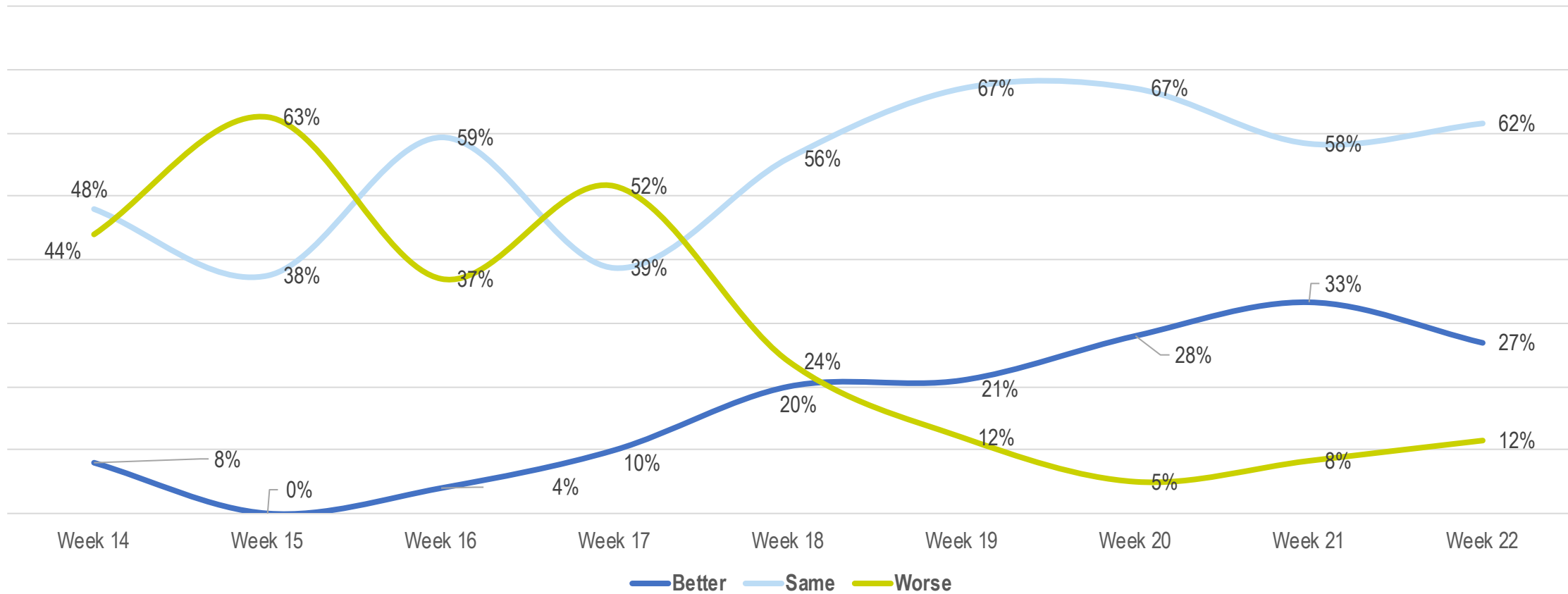
04

ANALYST UPDATE – PC'S – MARIE-CHRISTINE PYGOTT

CLIMATE SURVEY FEEDBACK – POSITIVE TRENDS THIS WEEK



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

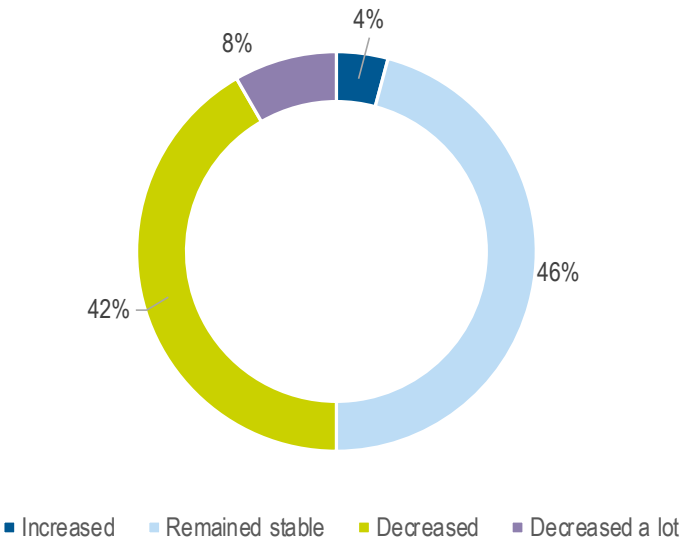


26 responses

SERVICE REVENUES

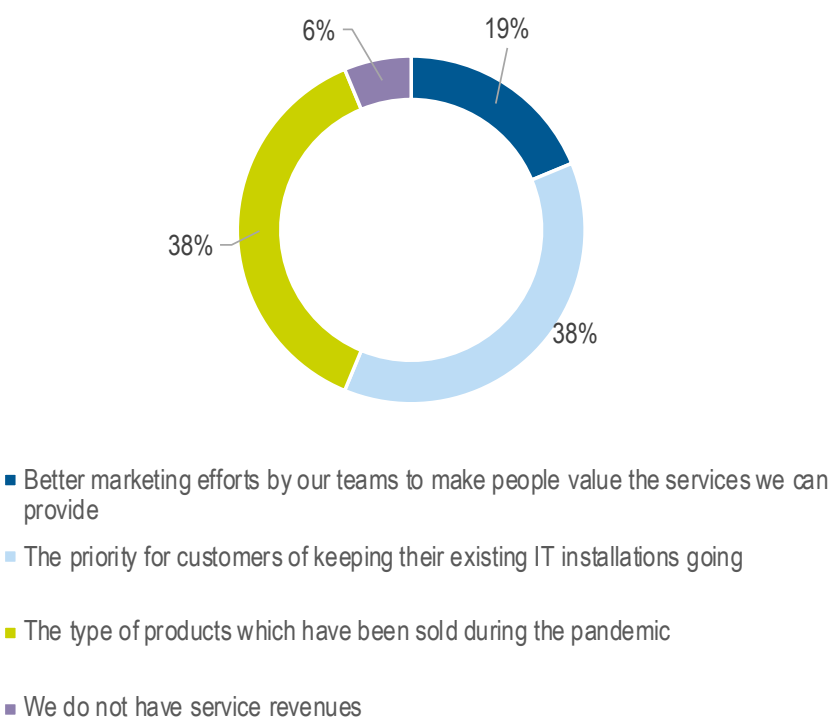


How have your service revenues fared since the start of the pandemic?



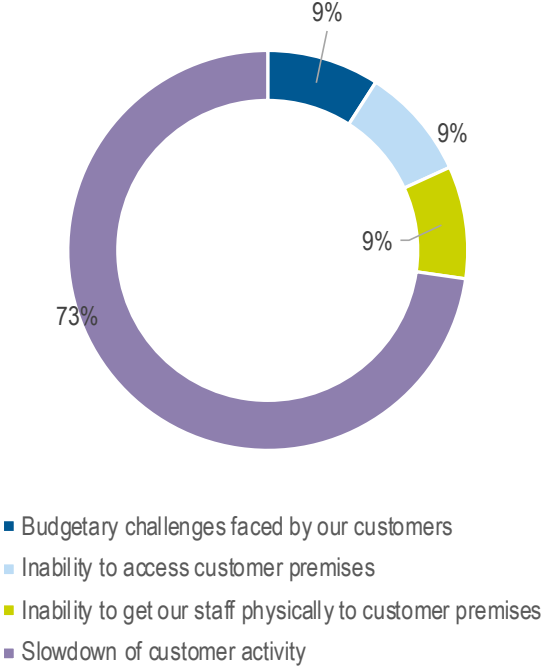
24 responses

The most important factor which has positively impacted my service revenues



16 responses

The most important factor which has negatively impacted my service revenues



22 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

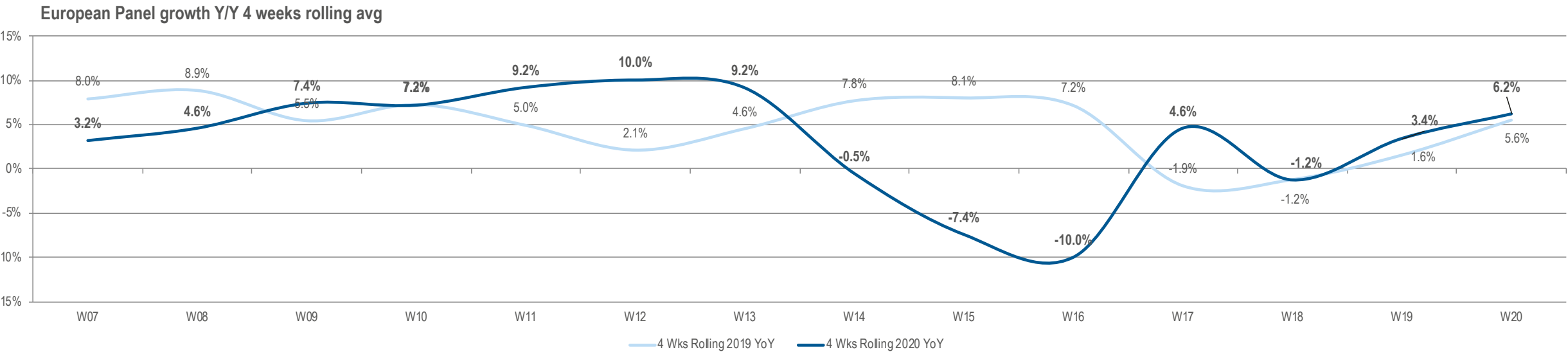
CHANNEL HEALTH

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

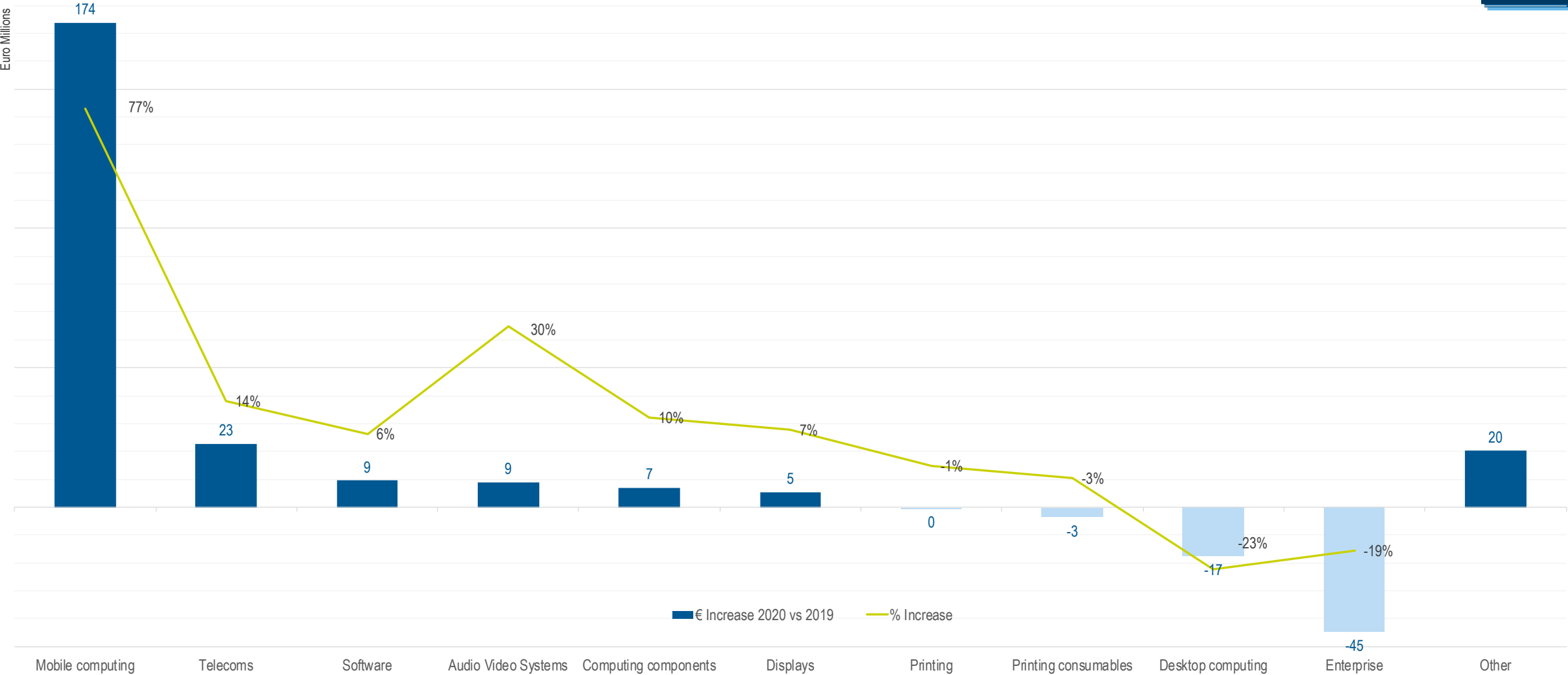
REVENUE GROWTH/DECLINE

WEEK 20: 2020 TREND FOLLOWING CLOSELY 2019; SUSTAINED MOMENTUM IN MOBILE COMPUTING



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

WEEK 20: 180MN€ GROWTH YOY (13.5%) DRIVEN BY MOBILE COMPUTING

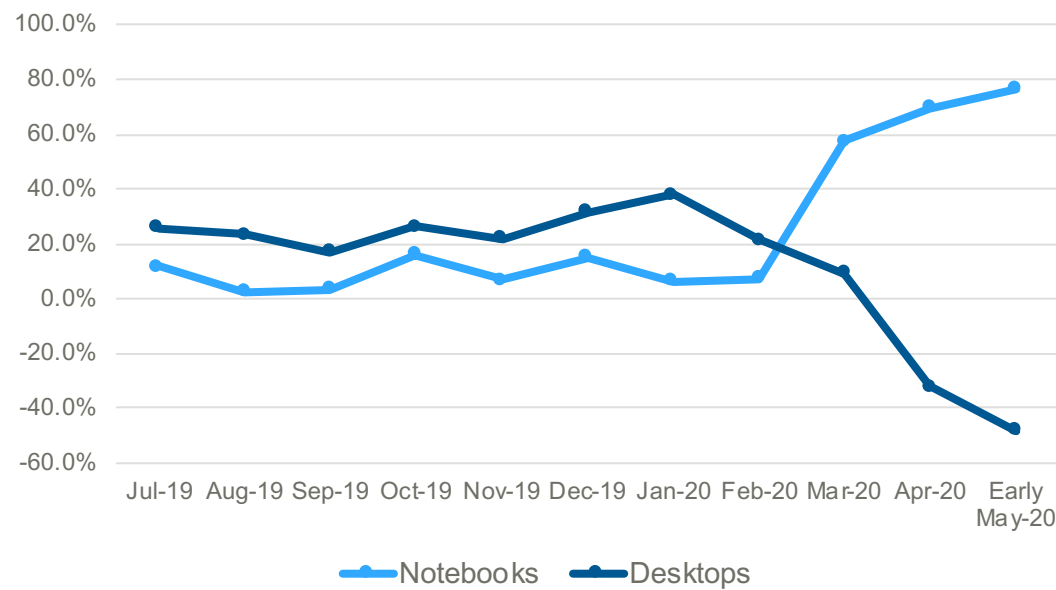


Distribution sales translated at fixed € exchange rate and includes: UKI, Germany, Italy, France, Spain, Merged countries, Switzerland, Sweden, Austria, Belgium, Denmark, Portugal, Finland, Norway, Poland, Baltics, Czech Republic, Slovakia & Russia.

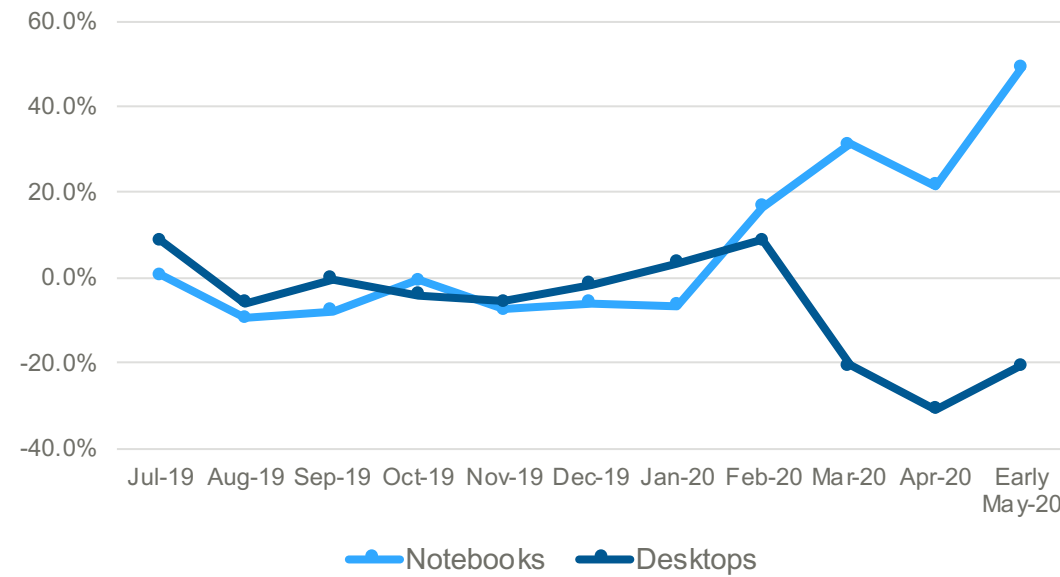
EARLY MAY (WEEK 18-20): NOTEBOOKS MAINTAIN MOMENTUM, DESKTOPS DIVE



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



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

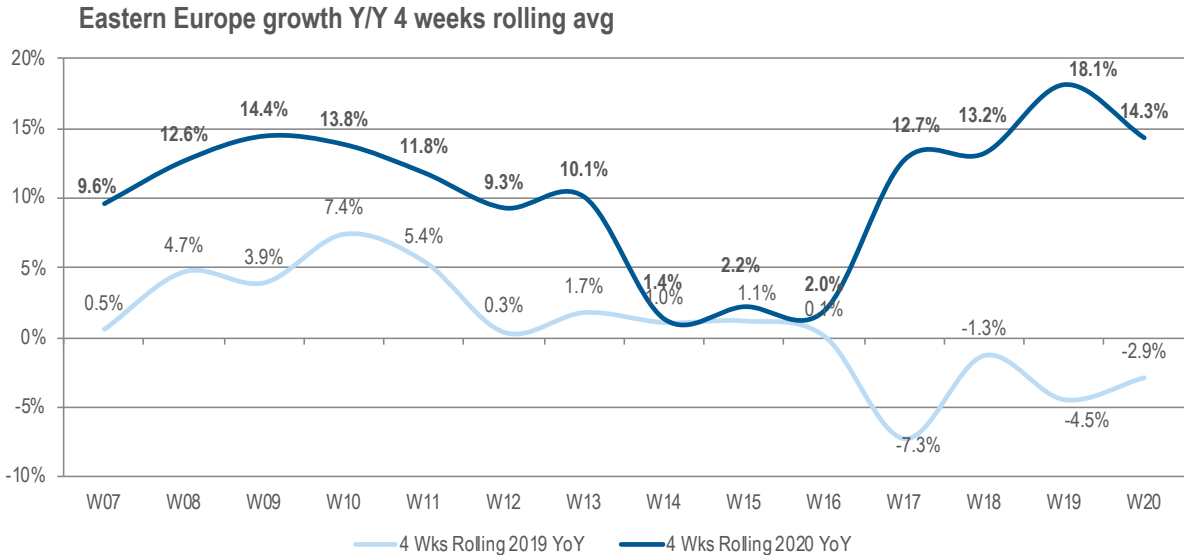
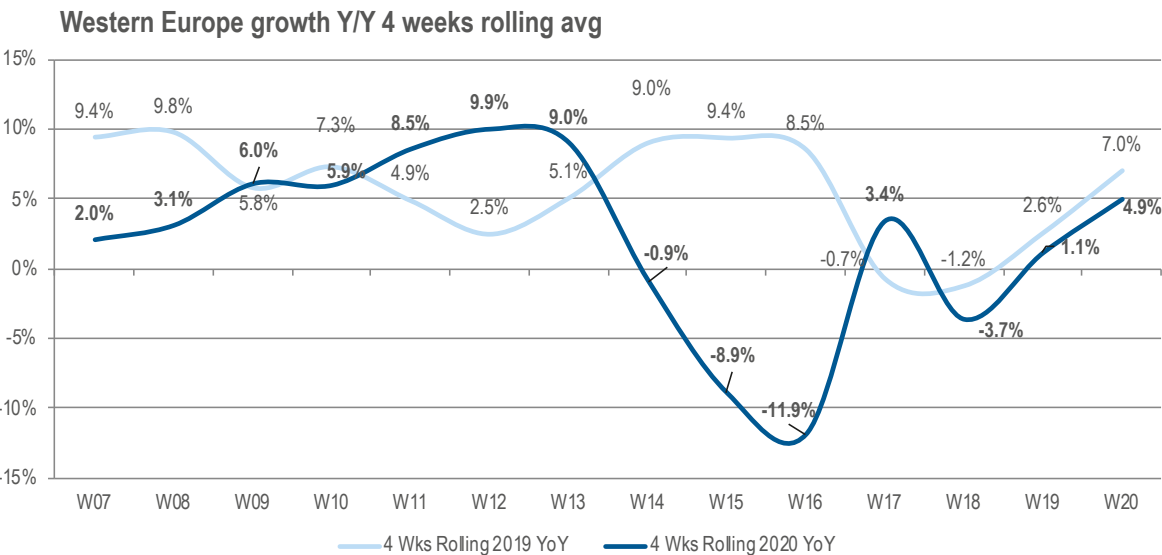


- Early May (week 18-20) Y/Y **business PC** volumes
 - Notebooks +76%, to 484k units
 - Desktops -48%, to 95k units

- Early May (week 18-20) Y/Y **consumer PC** volumes
 - Notebooks +49%, to 329k units
 - Desktops -21%, to 50k units

Notebooks: strong Y/Y growth despite fewer trading days in the early-May 2020 period

ITALY AND FRANCE COMEBACK, STRONG GERMAN PERFORMANCE



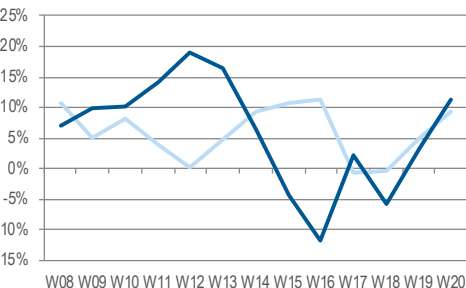
Distribution sales translated at fixed € exchange rate and includes: UKI, Germany, Italy, France, Spain, Merged countries, Switzerland, Sweden, Austria, Belgium, Denmark, Portugal, Finland, Norway

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

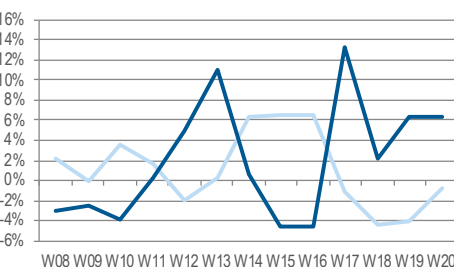
GERMANY AND AUSTRIA BOTH CROSS THE LINE (POSITIVELY); SWEDEN (NEGATIVE)



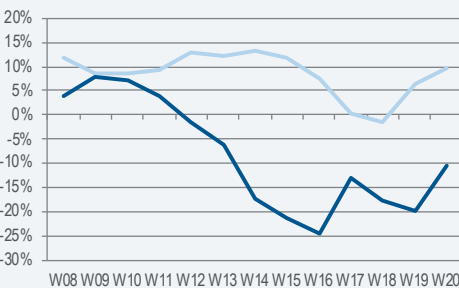
Germany growth Y/Y 4 weeks rolling avg



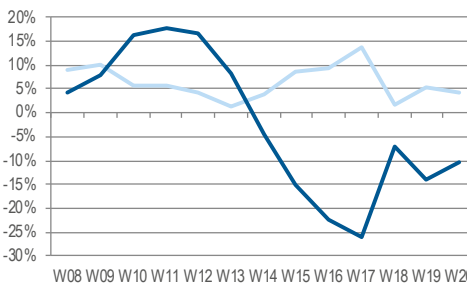
United Kingdom growth Y/Y 4 weeks rolling avg



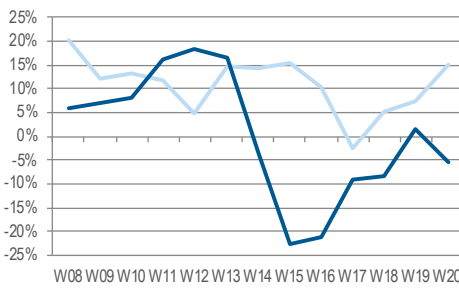
France growth Y/Y 4 weeks rolling avg



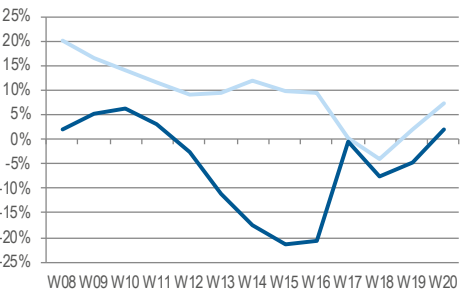
Italy growth Y/Y 4 weeks rolling avg



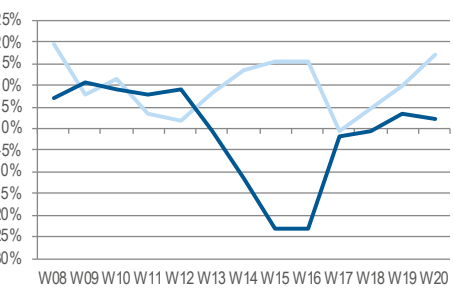
Spain growth Y/Y 4 weeks rolling avg



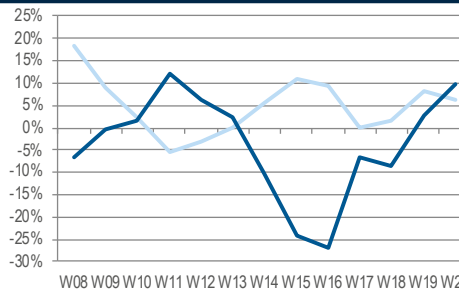
Belgium growth Y/Y 4 weeks rolling avg



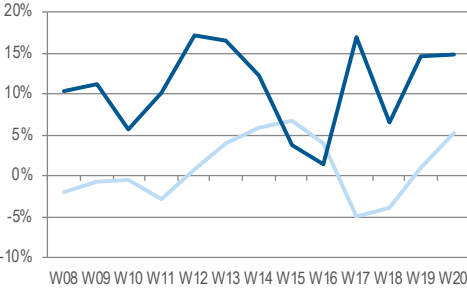
Portugal growth Y/Y 4 weeks rolling avg



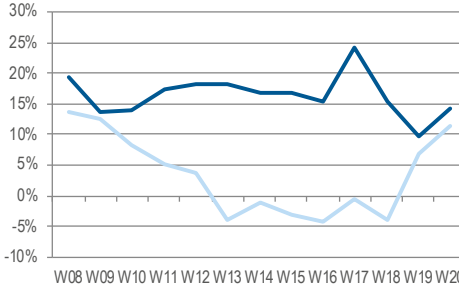
Austria growth Y/Y 4 weeks rolling avg



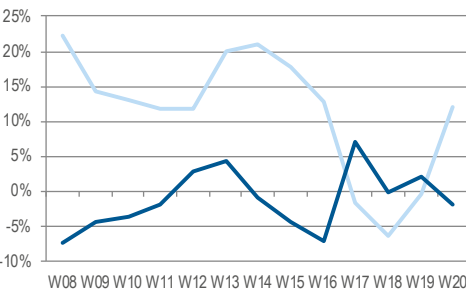
Switzerland growth Y/Y 4 weeks rolling avg



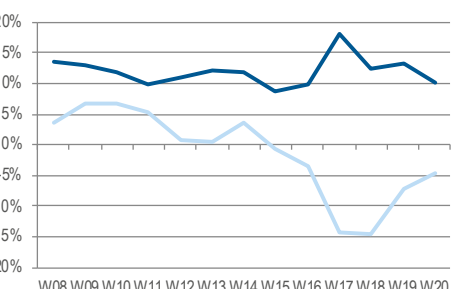
Other WE growth Y/Y 4 weeks rolling avg



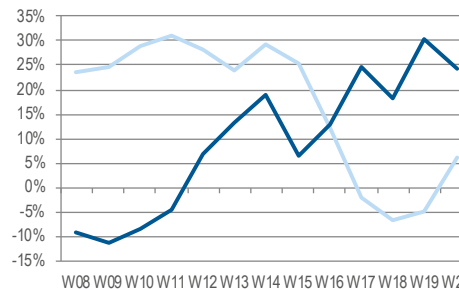
Sweden growth Y/Y 4 weeks rolling avg



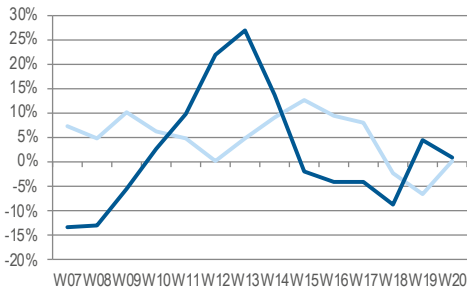
Finland growth Y/Y 4 weeks rolling avg



Norway growth Y/Y 4 weeks rolling avg



Denmark growth Y/Y 4 weeks rolling avg

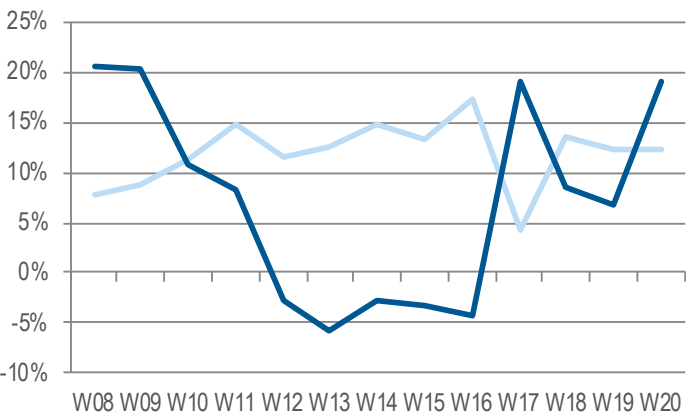


2020 — 2019

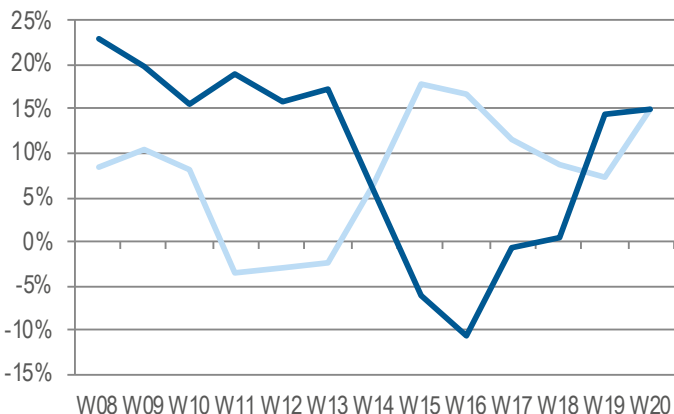
Distribution sales translated at fixed € exchange rate

POLAND STRONG; SLOVAKIA CROSSES THE LINE (POSITIVELY)

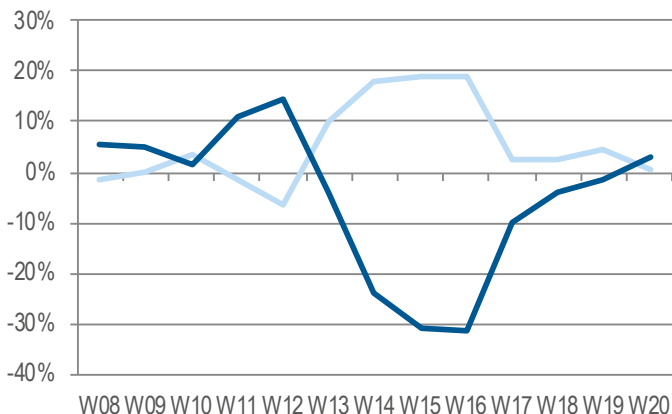
Poland growth Y/Y 4 weeks rolling avg



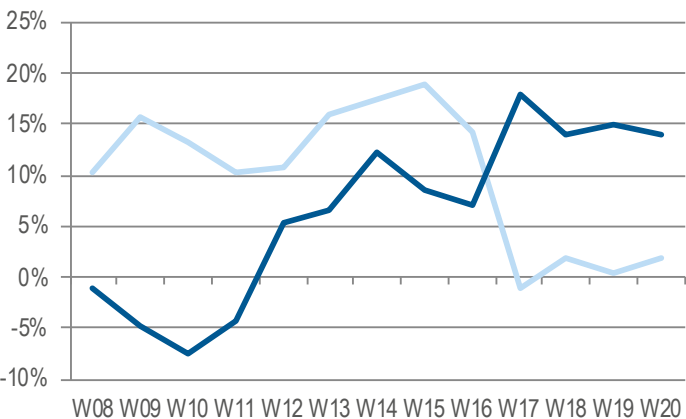
Czech Republic growth Y/Y 4 weeks rolling avg



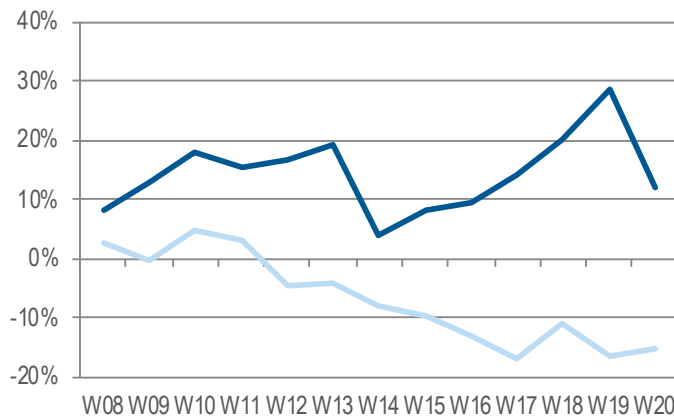
Slovakia growth Y/Y 4 weeks rolling avg



Baltics growth Y/Y 4 weeks rolling avg



Russia growth Y/Y 4 weeks rolling avg



2020 — 2019 —

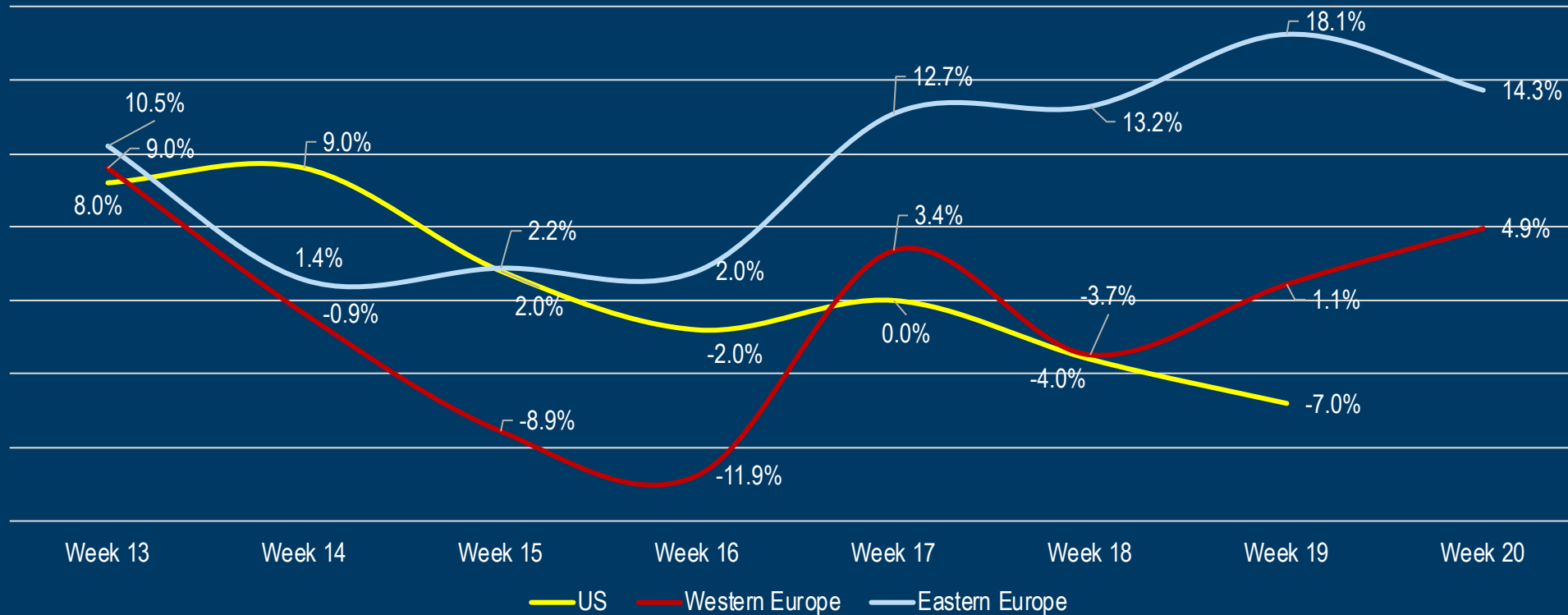
Distribution sales translated at fixed € exchange rate

US DIVERGES FROM WESTERN EUROPE

Global Distribution Update – Covid-19 Weekly Report

Total Distribution Trends US and Europe

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



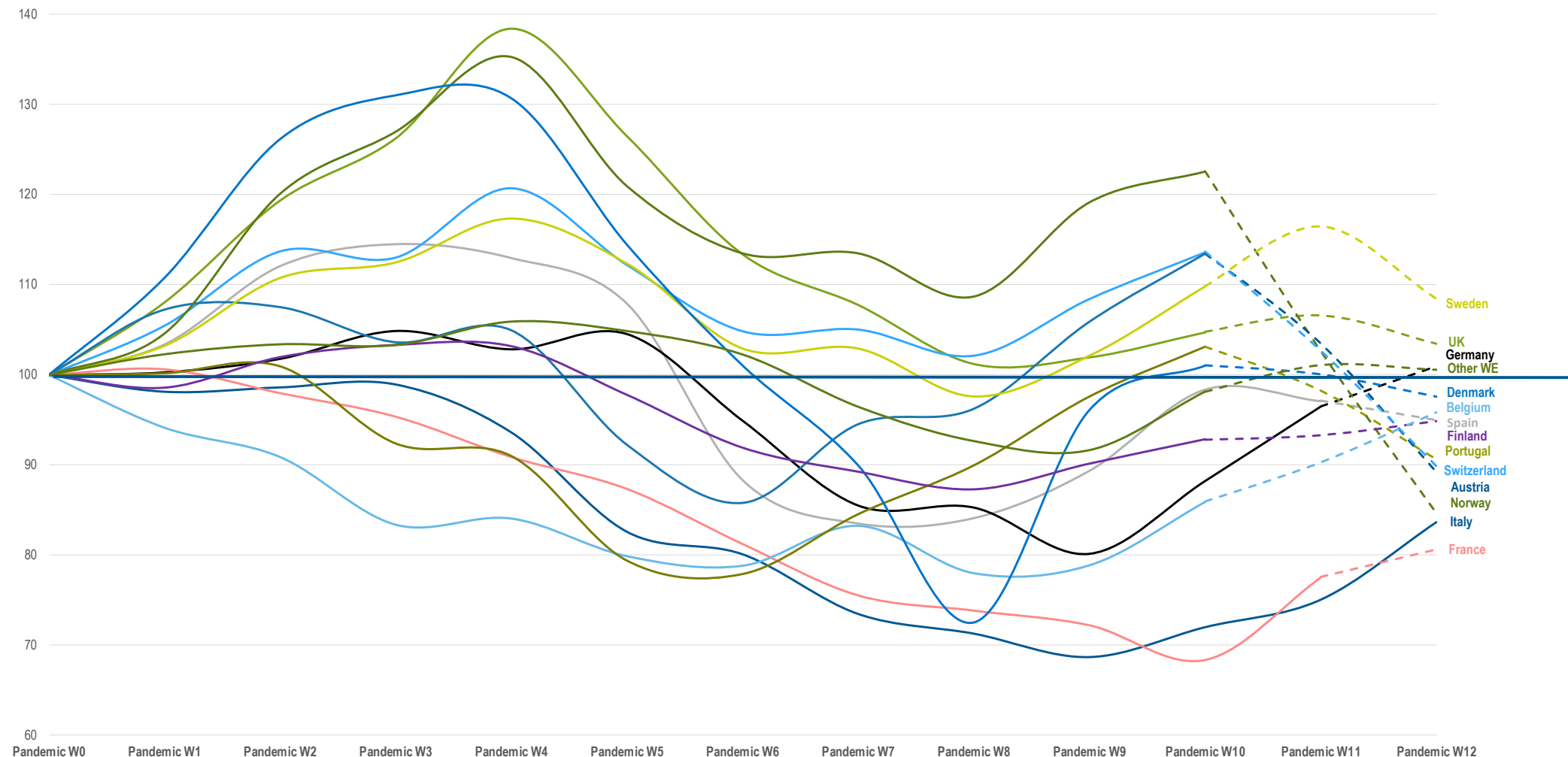
Distribution sales, 4 week rolling revenues based on \$ (US) and € fixed rate (Europe)

02

REVENUE PANDEMIC INDEX

W EUROPE: ENCOURAGING SIGNS BUT CAUTION FOR REMAINING WEEKS OF Q2

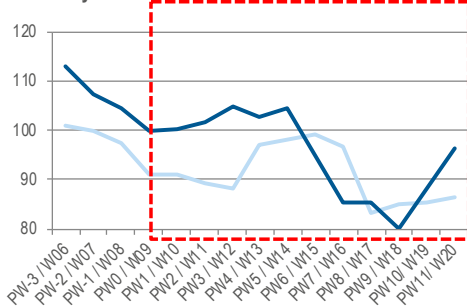
Weekly Revenue Trend Index - All Countries
(Rolling 4 Weeks Revenue to Pandemic Week 0 for Each Country = 100)



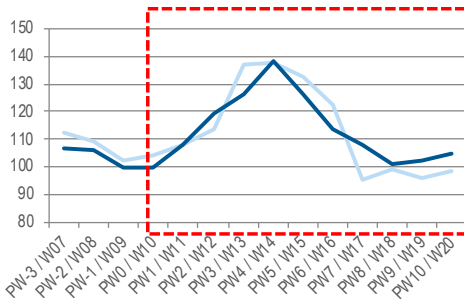
Distribution sales translated at fixed € exchange rate and includes: UKI, Germany, Italy, France, Spain, Merged countries, Switzerland, Sweden, Austria, Belgium, Denmark, Portugal, Finland, Norway

W EUROPE: POSITIVE WEEK IN GERMANY, FRANCE & ITALY

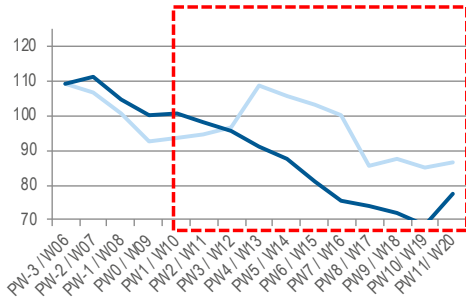
Germany



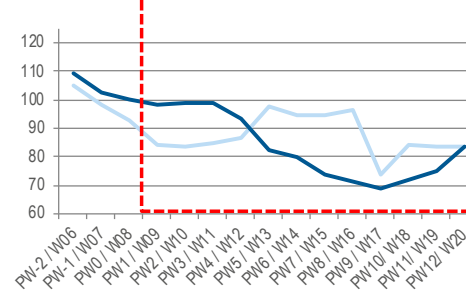
United Kingdom



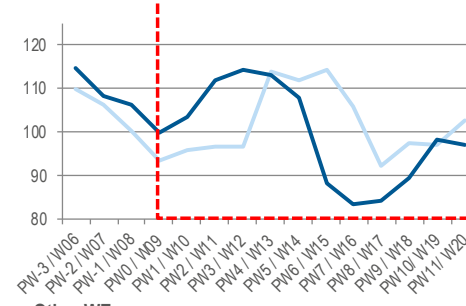
France



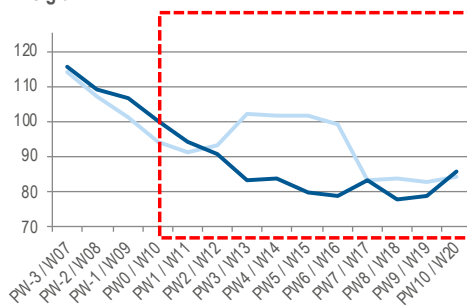
Italy



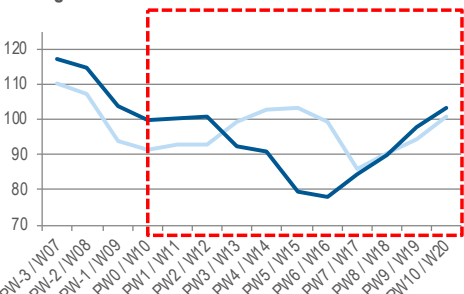
Spain



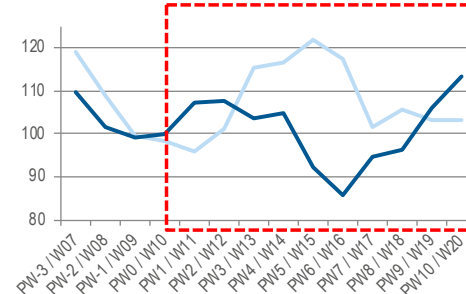
Belgium



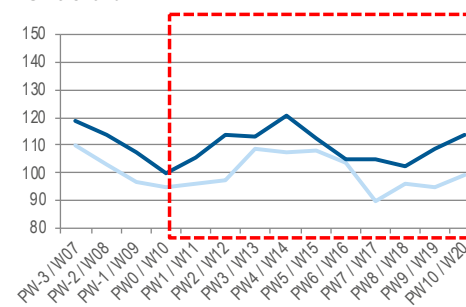
Portugal



Austria



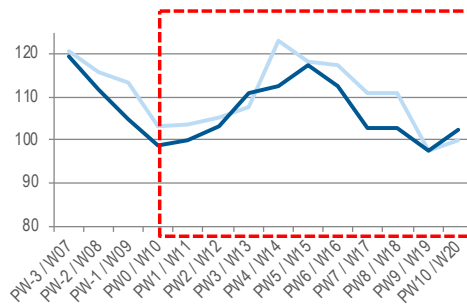
Switzerland



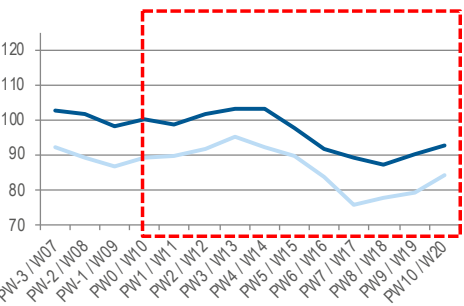
Other WE



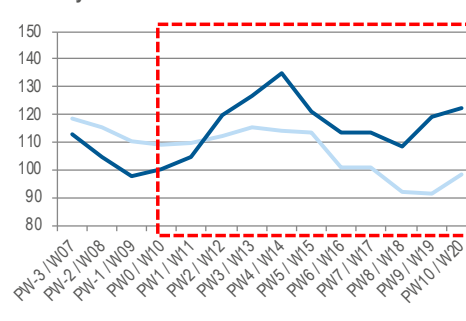
Sweden



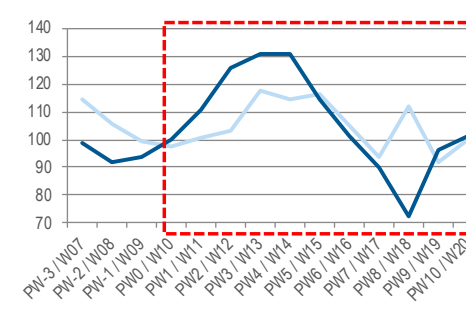
Finland



Norway

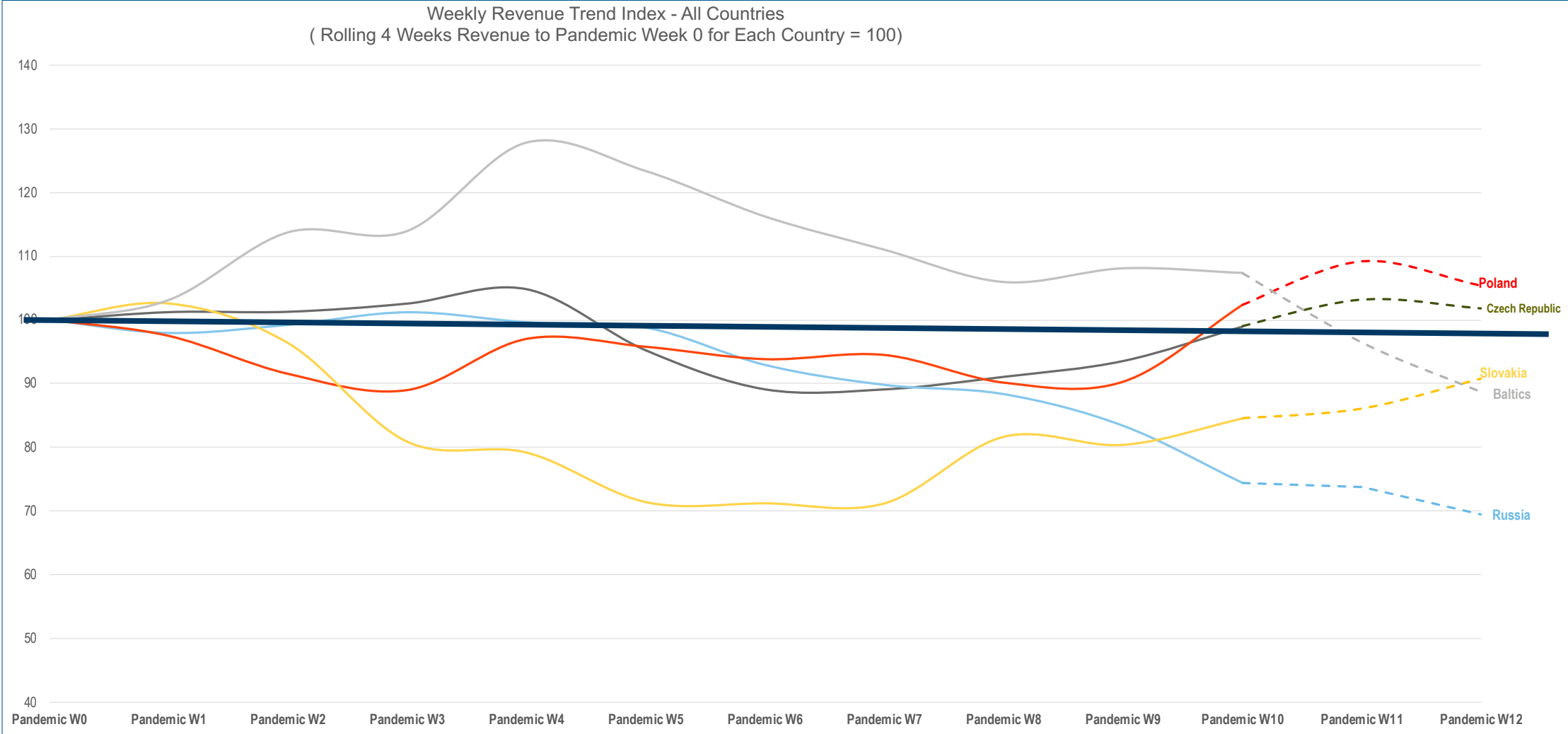


Denmark



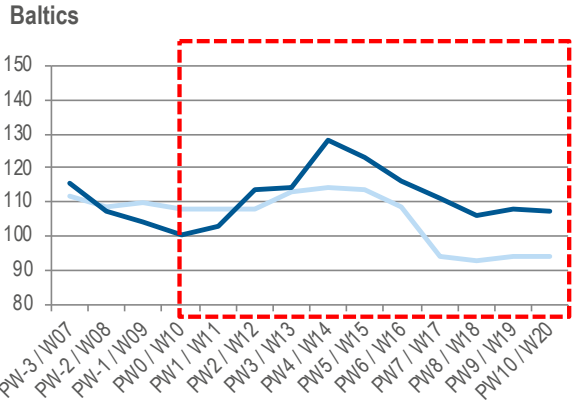
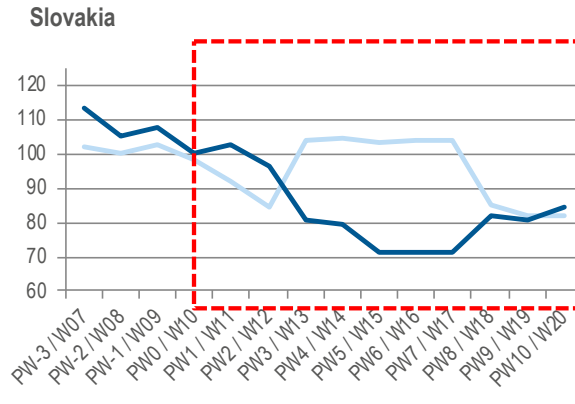
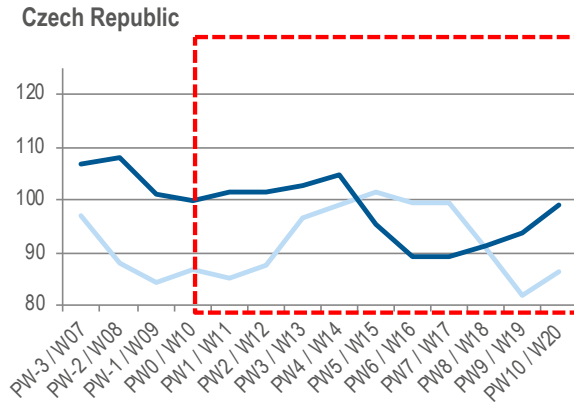
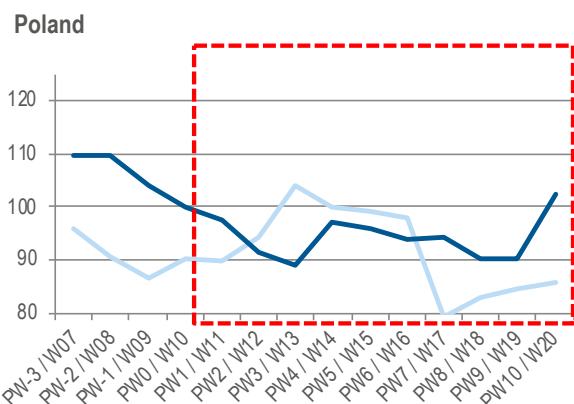
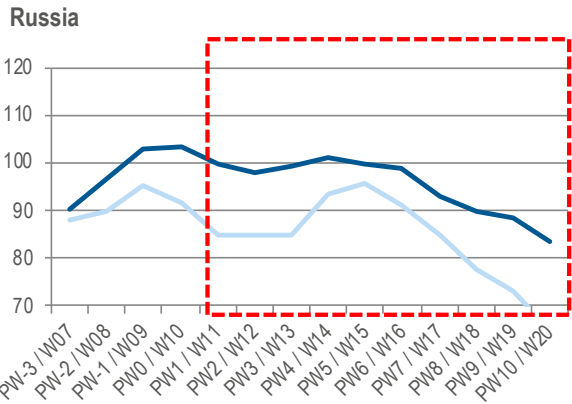
Distribution sales translated at fixed € exchange rate

E EUROPE: POLAND GOES ABOVE 100



Distribution sales translated at fixed € exchange rate and includes : Poland, Baltics, Czech Republic, Slovakia & Russia.

EASTERN EUROPE: ENCOURAGING TRENDS BUT RUSSIA CONTINUES SLIDE

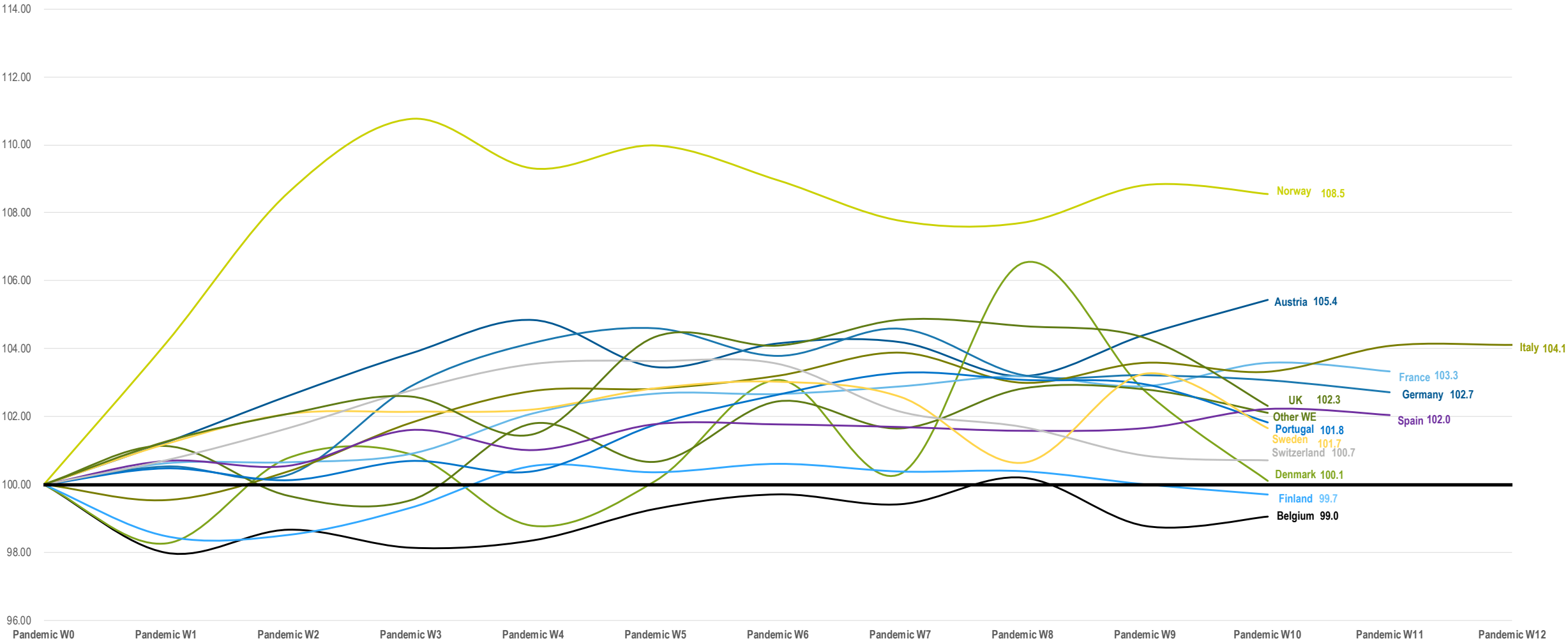


Distribution sales translated at fixed € exchange rate

NEW COVID PRICE INDEX SHOWS STRENGTHENING OF NOTEBOOK PRICES ACROSS EUROPE



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

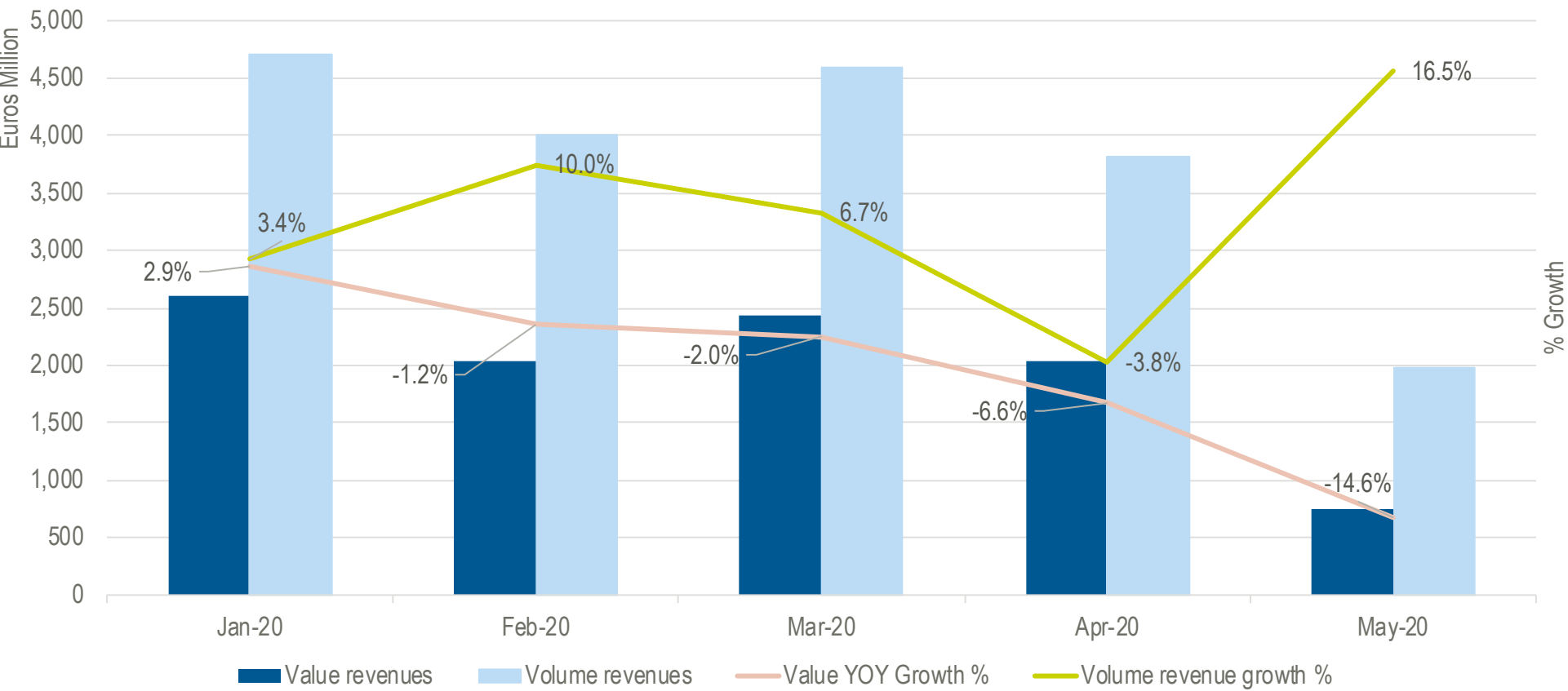


Distribution sell through price of notebook products by part number, translated at fixed € exchange rate, each product indexed to the start of country pandemic week 0

VALUE/VOLUME DIFFERENTIAL ACCENTUATES IN MAY

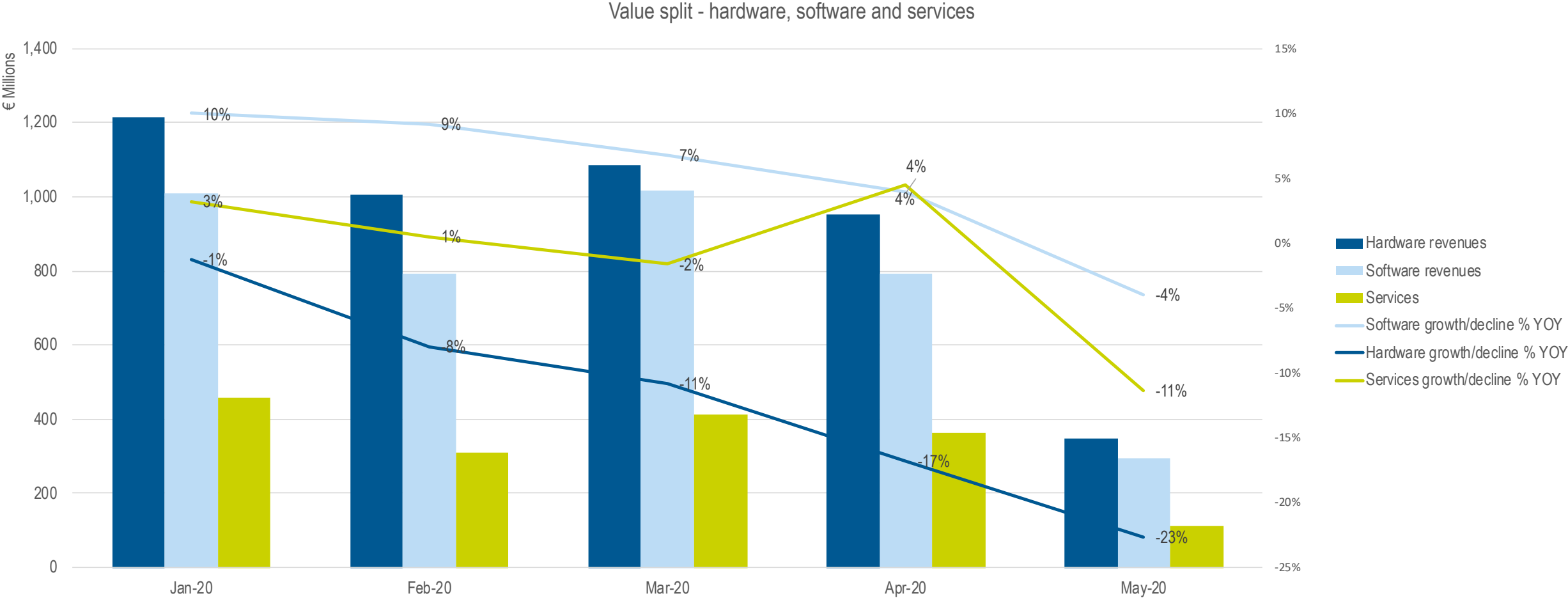


Europe Distribution sales - value/volume - monthly trends 2020



Distribution sales translated at fixed € exchange rate

ALL THREE PARTS OF VALUE BUSINESS TURN DOWNWARDS IN MAY



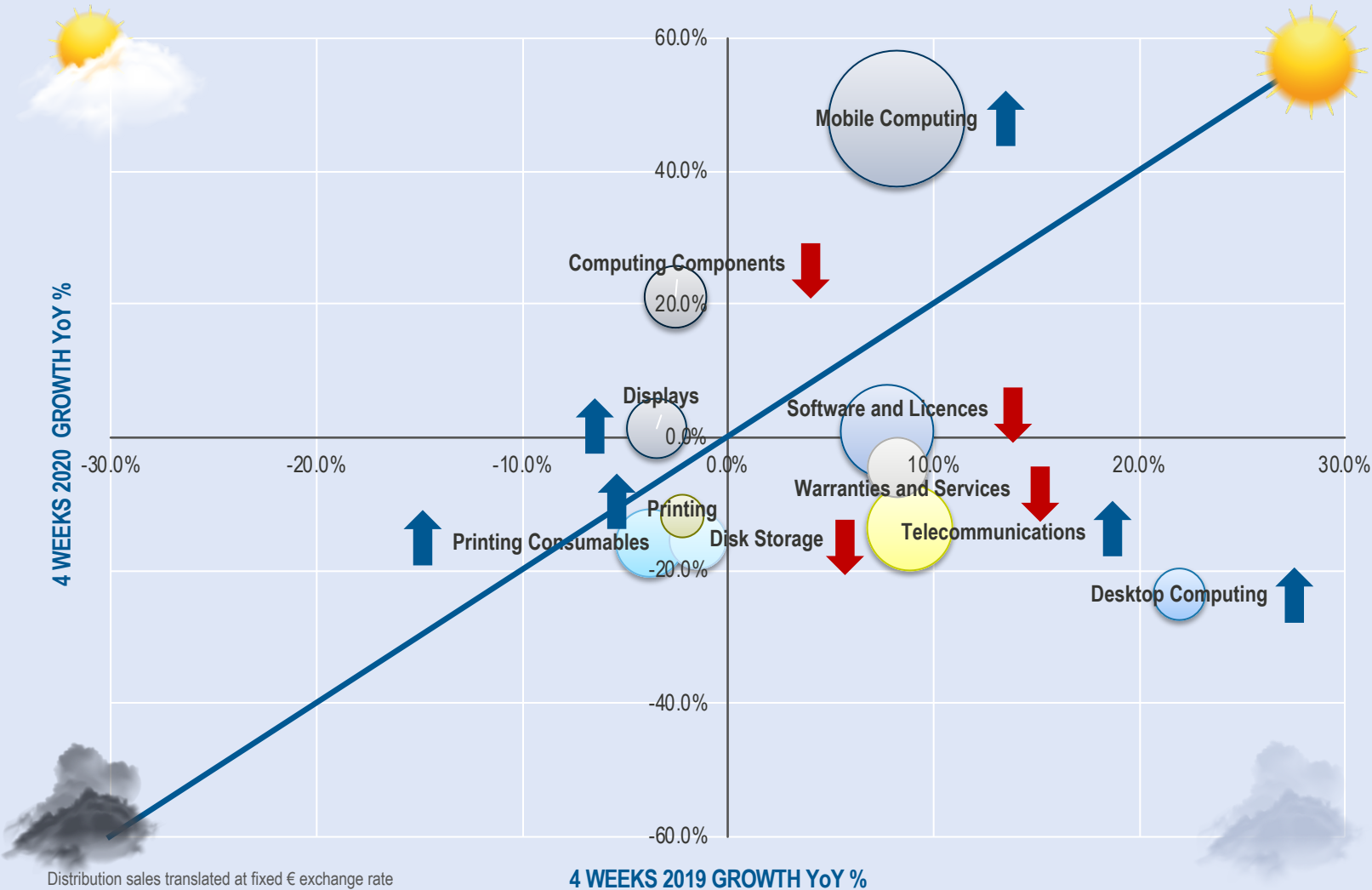
Distribution sales translated at fixed € exchange rate

03

SECTOR/CATEGORY WEATHER MAPS

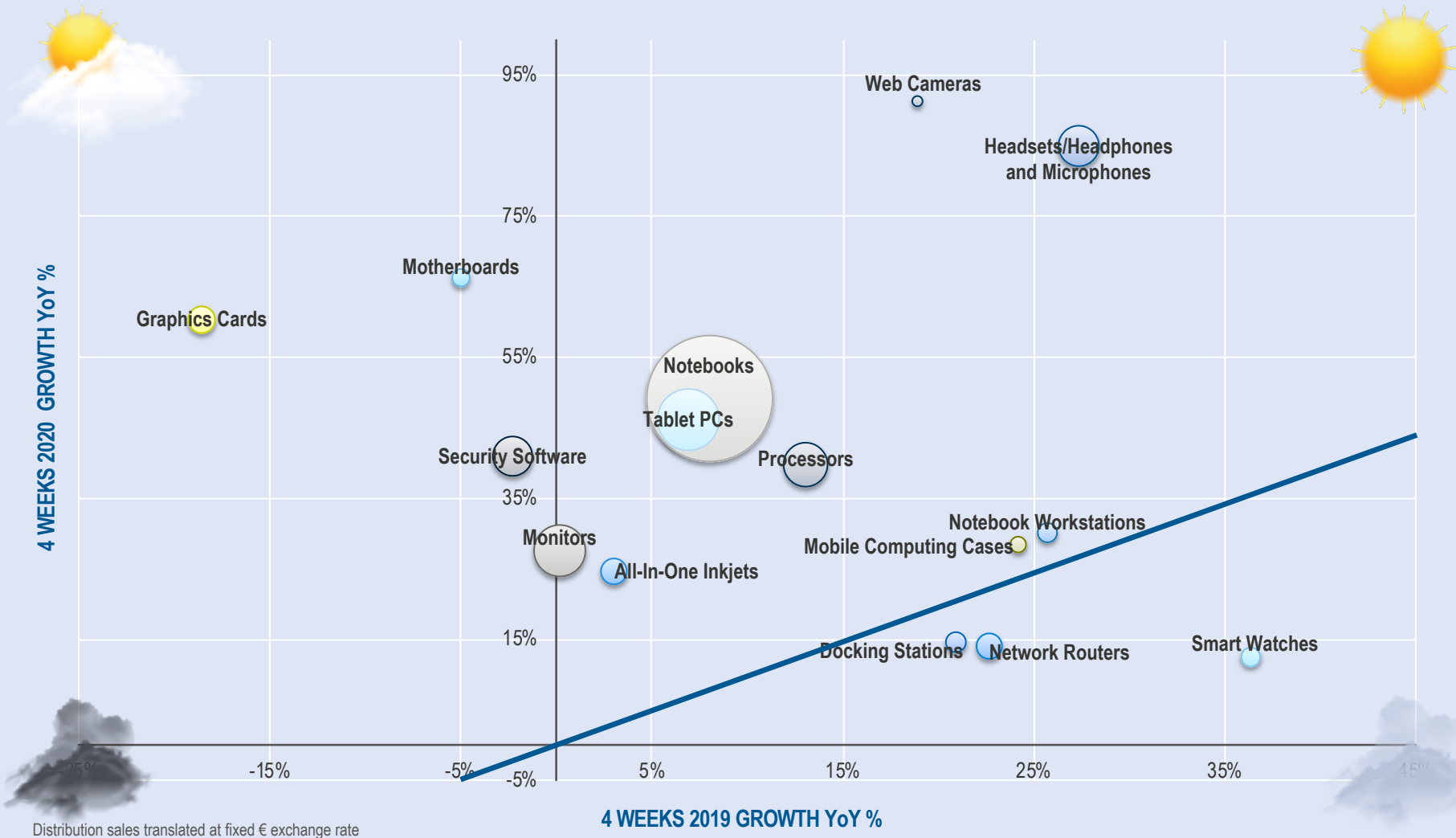
INDUSTRY SECTOR TRENDS: TOP 10 BY REVENUE IN EUROS

% Change in sales through IT Distribution in €: 4 Weeks to Week 20 (17/05/20) vs same period 2019



CATEGORY TRENDS: TOP 15 BY % REVENUE GROWTH

% Change in sales through IT Distribution in €: 4 Weeks to Week 20 (17/05/20) vs same period 2019

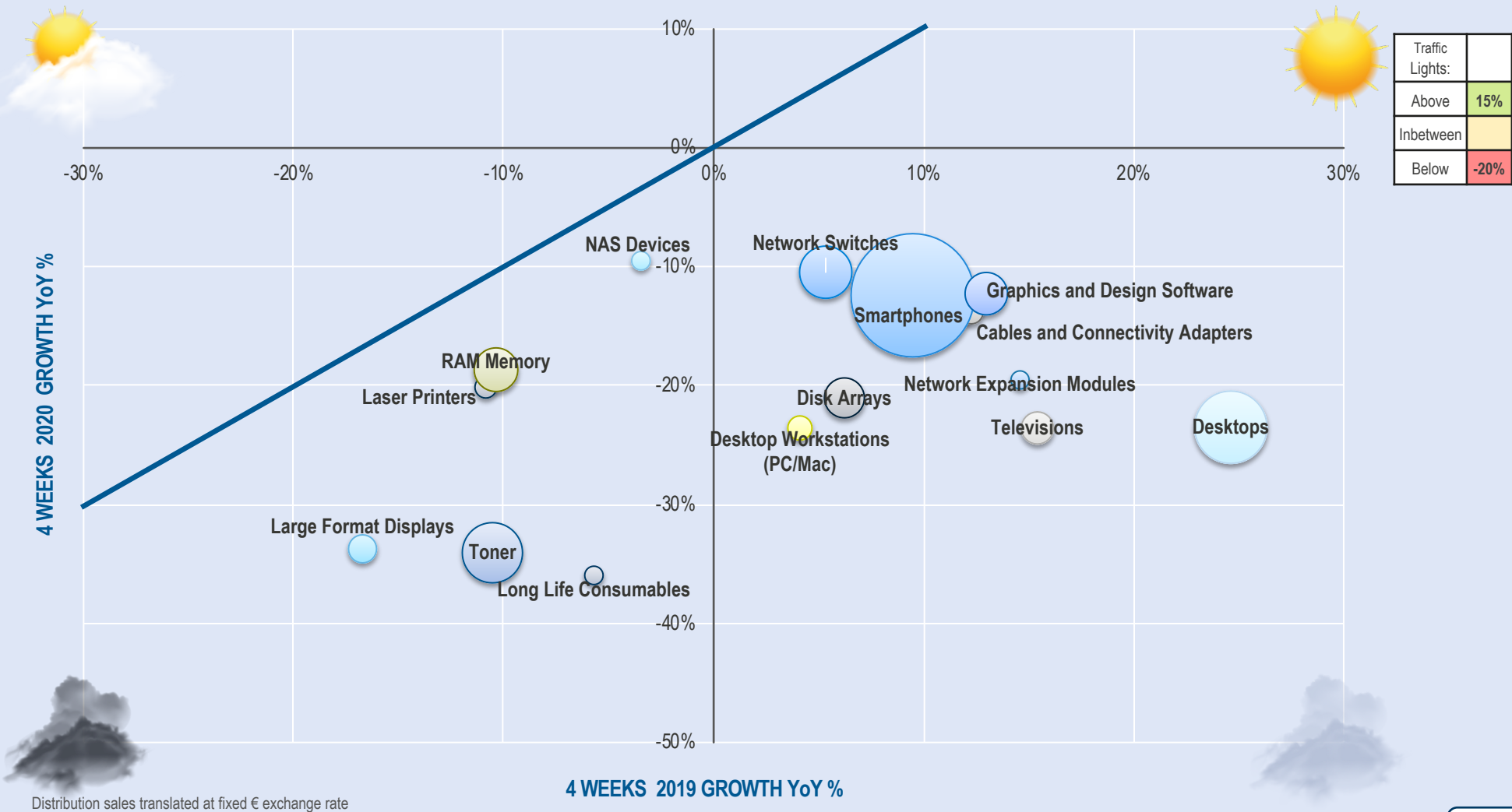


Traffic	
Lights:	
Above	15%
Inbetween	
Below	-20%

Category	2020	2020
Web Cameras	19%	91%
Headsets/Headphones and Microphones	27%	85%
Motherboards	-5%	66%
Graphics Cards	-19%	60%
Notebooks	8%	49%
Tablet PCs	7%	46%
Security Software	-2%	41%
Processors	13%	40%
Notebook Workstations	26%	30%
Mobile Computing Cases	24%	28%
Monitors	0%	28%
All-In-One Inkjets	3%	25%
Docking Stations	21%	15%
Network Routers	23%	14%
Smart Watches	36%	12%
Keyboards and Key pads	2%	10%
Wireless Access Points	13%	6%
Virtualisation Software	6%	6%
Ink Cartridges and Tanks	4%	5%
Mice	12%	2%
Network Management and Security Appliances	-3%	2%
Transceivers	14%	1%
Office Applications Software	19%	-2%
Servers (PC/Mac)	-15%	-3%
Other Software and Licences	-18%	-3%
Network Management Software	21%	-3%
Data Management Software	2%	-4%
Uninterruptable Power Supplies (UPS)	2%	-4%
Warranties and Services	8%	-4%
Database Management Software	-10%	-8%
All-in-One Lasers	-10%	-8%
Operating Systems Software	19%	-9%
NAS Devices	-3%	-9%
Network Switches	5%	-10%
Graphics and Design Software	13%	-12%
Smartphones	9%	-12%
Cables and Connectivity Adapters	12%	-14%
RAM Memory	-10%	-19%
Network Expansion Modules	15%	-20%
Laser Printers	-11%	-20%
Disk Arrays	6%	-21%
Desktops	25%	-23%
Televisions	15%	-24%
Desktop Workstations (PC/Mac)	4%	-24%
Large Format Displays	-17%	-34%
Toner	-11%	-34%
Long Life Consumables	-6%	-36%

CATEGORY TRENDS: TOP 15 BY % REVENUE DECLINE

% Change in sales through IT Distribution in €: 4 Weeks to Week 20 (17/05/20) vs same period 2019



Category	2019	2020
Long Life Consumables	-6%	-36%
Toner	-11%	-34%
Large Format Displays	-17%	-34%
Desktop Workstations (PC/Mac)	4%	-24%
Televisions	15%	-24%
Desktops	25%	-23%
Disk Arrays	6%	-21%
Laser Printers	-11%	-20%
Network Expansion Modules	15%	-20%
RAM Memory	-10%	-19%
Cables and Connectivity Adapters	12%	-14%
Smartphones	9%	-12%
Graphics and Design Software	13%	-12%
Network Switches	5%	-10%
NAS Devices	-3%	-9%
Operating Systems Software	19%	-9%
All-in-One Lasers	-10%	-8%
Database Management Software	-10%	-8%
Warranties and Services	8%	-4%
Uninterruptable Power Supplies (UPS)	2%	-4%
Data Management Software	2%	-4%
Network Management Software	21%	-3%
Other Software and Licences	-18%	-3%
Servers (PC/Mac)	-15%	-3%
Office Applications Software	19%	-2%
Transceivers	14%	1%
Network Management and Security Appliances	-3%	2%
Mice	12%	2%
Ink Cartridges and Tanks	4%	5%
Virtualisation Software	6%	6%
Wireless Access Points	13%	6%
Keyboards and Keypads	2%	10%
Smart Watches	36%	12%
Network Routers	23%	14%
Docking Stations	21%	15%
All-In-One Inkjets	3%	25%
Monitors	0%	28%
Mobile Computing Cases	24%	28%
Notebook Workstations	26%	30%
Processors	13%	40%
Security Software	-2%	41%
Tablet PCs	7%	46%
Notebooks	8%	49%
Graphics Cards	-19%	60%
Motherboards	-5%	66%
Headsets/Headphones and Microphones	27%	85%
Web Cameras	19%	91%

Top 20 Growth Categories, US Distribution Market				
Ranked on Revenue % Change (latest week)				
	US 4 weeks ended 18/4/2020 (Wk 16)	US 4 weeks ended 25/4/2020 (Wk 17)	US 4 weeks ended 2/5/2020 (Wk 18)	US 4 weeks ended 9/5/2020 (Wk 19)
	US Dollar % Change			
USB Camera	68%	109%	124%	133%
Servers	205%	71%	73%	76%
BTO POS PCs	101%	61%	127%	61%
PC Headsets	204%	136%	82%	57%
Notebook Computers	30%	50%	50%	54%
SAN	41%	140%	89%	44%
Video cards		30%	37%	44%
Tablets & e-readers - Cases	24%	41%	47%	39%
Motherboards	19%	28%	21%	37%
Tablets	16%		20%	34%
X86 CPU Chips			20%	31%
BTO Notebook Computers	65%	49%	49%	19%
Tablet & e-Reader Accessories			13%	17%
Peripheral Cables	28%			16%
Power supplies		44%	28%	16%
Peripheral Sharing				13%
Data Scanners			15%	11%
Adapters				10%
BTO Servers		21%	17%	7%
Network Cables				3%
Disk enclosures		67%	64%	
Other Multimedia Accessories	48%	19%	63%	
("PBBA")		32%	46%	
Routers			14%	
Cellular Headsets	120%	144%		
BTO Thin Clients	198%	88%		
Modems	102%	45%		
Laptop Cases	61%	25%		
PDU's		20%		
Data Cartridges	92%			
Telephone Headset	53%			
Docking Stations	29%			
Mail/Shipping Label Printers	27%			

US HIGHLIGHTS

Global Distribution Update

Top Growth Categories in US

Servers stay high for 4th consecutive week

Notebooks remain very high

Motherboards strengthen as in Europe
Tablets on the up

Distribution sales in \$



US HIGHLIGHTS

Global Distribution Update

Top Decline Categories in US

Printers are hit hard

Desktops continue rapid descent

LFD's as in Europe

Top 20 Decline Categories, US Distribution Market				
Ranked on Revenue % Change (latest week)				
	US 4 weeks ended 18/4/2020 (Wk 16)	US 4 weeks ended 25/4/2020 (Wk 17)	US 4 weeks ended 2/5/2020 (Wk 18)	US 4 weeks ended 9/5/2020 (Wk 19)
US Dollar % Change				
Mobile Power	-53%	-59%	-71%	-72%
Detachable Lens Camera	-81%	-77%	-74%	-64%
Laser Toner	-30%	-47%	-53%	-54%
Laser SF Printers		-40%	-49%	-54%
Inkjet MF Printers	-30%	-44%	-52%	-54%
Network Attached Storage		-40%		-52%
Desktop Computers		-45%	-49%	-52%
Projectors	-50%	-52%	-53%	-51%
Thin Clients	-37%	-39%	-58%	-50%
Storage Arrays (Hybrid and HDD)	-39%	-39%	-42%	-49%
Workstations	-40%	-46%	-45%	-48%
Large Format Commercial Displays			-41%	-46%
BTO Workstations				-45%
Hyperconverged Systems			-47%	-43%
Desktop/Server Memory	-41%	-43%	-38%	-42%
Other Printer Accessories	-42%			-42%
Laser MF Printers				-41%
Security Cameras	-34%		-49%	-40%
Inkjet SF Printers	-52%	-43%	-46%	-39%
Scanners (not Data Scanners)				-36%
Projector Accessories	-31%	-39%	-57%	
NAS			-52%	
Data Storage Accessories		-42%	-47%	
Printer Accessories		-49%	-45%	
Cell Phone Device Protection	-32%	-41%	-35%	
RISC Servers	-58%	-49%		
Trays/Feeders	-43%	-42%		
SCSI-I/O Controllers		-39%		
LCD TV	-46%			
Other Data Storage Accessories	-38%			
RISC Chips	-36%			
Inkjet Cartridges	-30%			

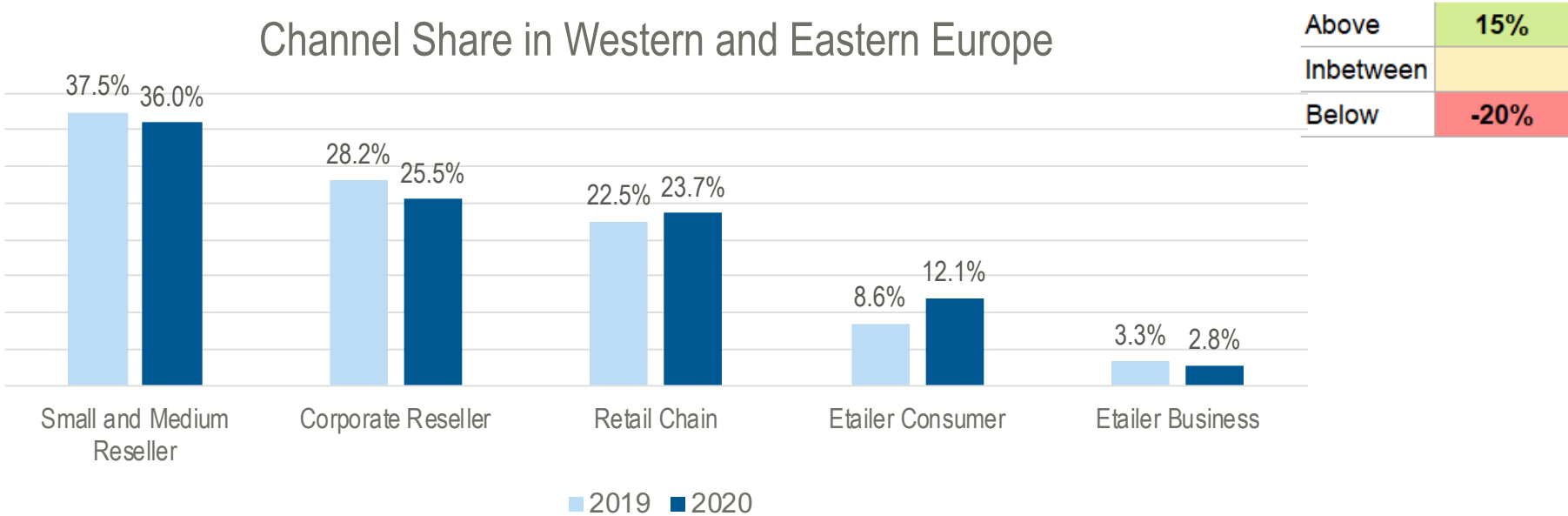
Distribution sales in \$

04

CHANNEL HEALTH

SMR GOES POSITIVE IN BOTH REGIONS

		Week 20			Week 19			Week 18			Week 17		
		CHANNEL GROWTH			CHANNEL GROWTH			CHANNEL GROWTH			CHANNEL GROWTH		
Business Sectors	Channel	WE	EE	Total	WE	EE	Total	WE	EE	Total	WE	EE	Total
Business Channels	Corporate Reseller	-3%	-10%	-4%	-4%	1%	-4%	-5%	-15%	-6%	7%	-14%	5%
	Small and Medium Reseller	2%	5%	2%	-2%	8%	0%	-8%	3%	-6%	-2%	-2%	-2%
	Etailer Business	-10%	-23%	-11%	-17%	-29%	-18%	-21%	-45%	-22%	-12%	-34%	-14%
Retail Channels	Etailer Consumer	55%	15%	49%	53%	10%	47%	46%	-6%	39%	48%	-4%	40%
	Retail Chain	5%	45%	12%	-4%	46%	6%	-13%	52%	0%	-10%	63%	4%



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

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

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
-6%	5%	3%	-12%	-11%	-10%	-11%	-3%	-1%	-24%	-21%	14%	-11%	-5%
6%	-11%	19%	-13%	2%	8%	12%	-7%	-8%	22%	-12%	33%	3%	6%
5%	-7%	1%	-38%	-42%	0%	-28%	-49%	23%	21%	4%	29%	-17%	-20%
48%	89%	68%	-16%	66%	49%	65%	48%	94%	-2%	92%	59%	78%	48%
27%	-3%	-28%	5%	-29%	38%	0%	56%	27%	-8%	77%	-11%	38%	37%

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%	-22%	-17%	-22%	76%
-4%	23%	2%	7%	-9%
-31%	41%	-36%	-35%	-52%
-7%	47%	7%	85%	-14%
76%	21%	58%	44%	-9%

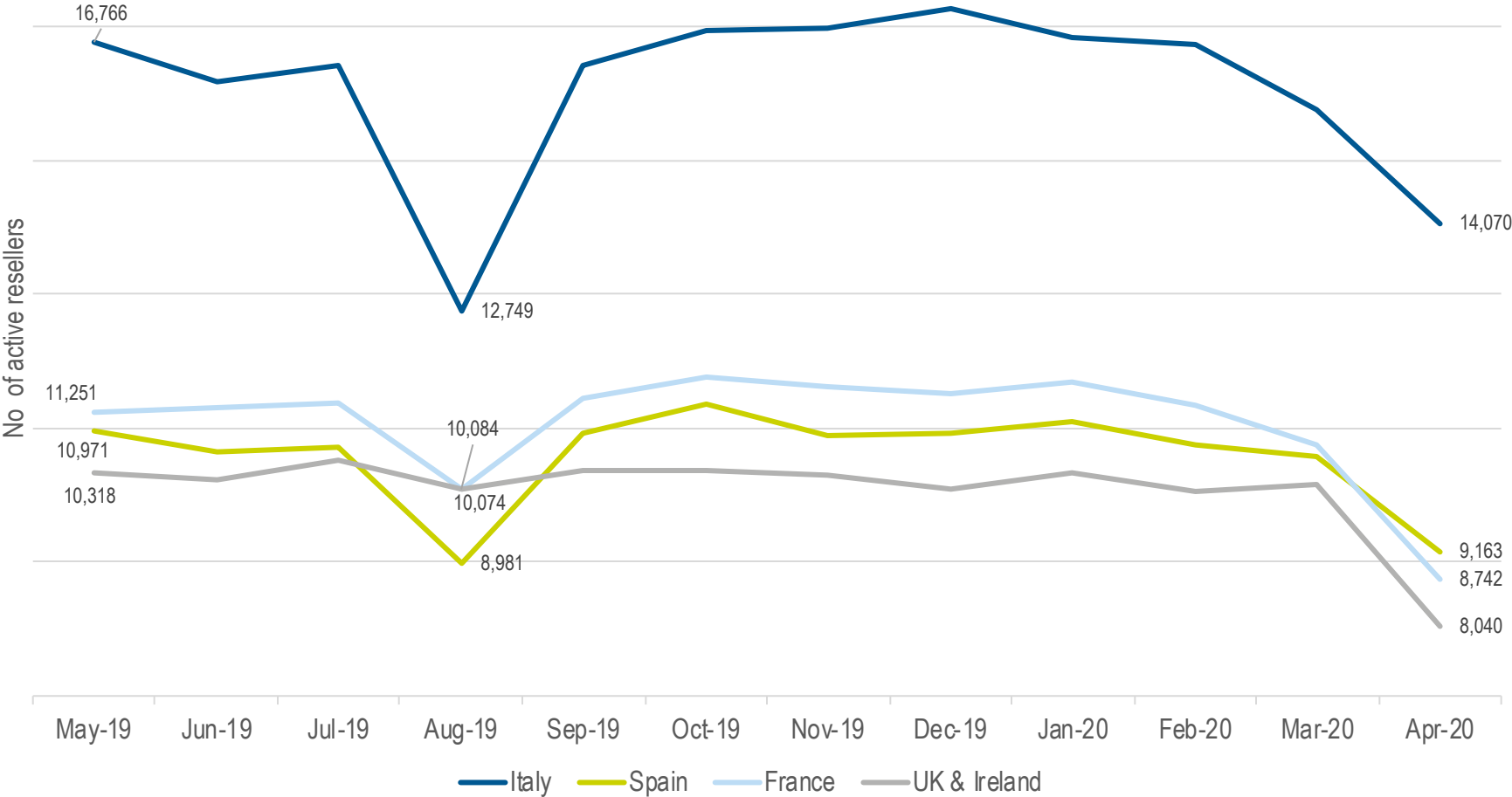
Above	15%
Inbetween	
Below	-20%

Distribution sales translated at fixed € exchange rate

ACTIVE RESELLERS PLUNGE TO CLOSE TO OR BELOW AUGUST LEVELS IN APRIL



Reseller activity - Italy, Spain, France and UKI

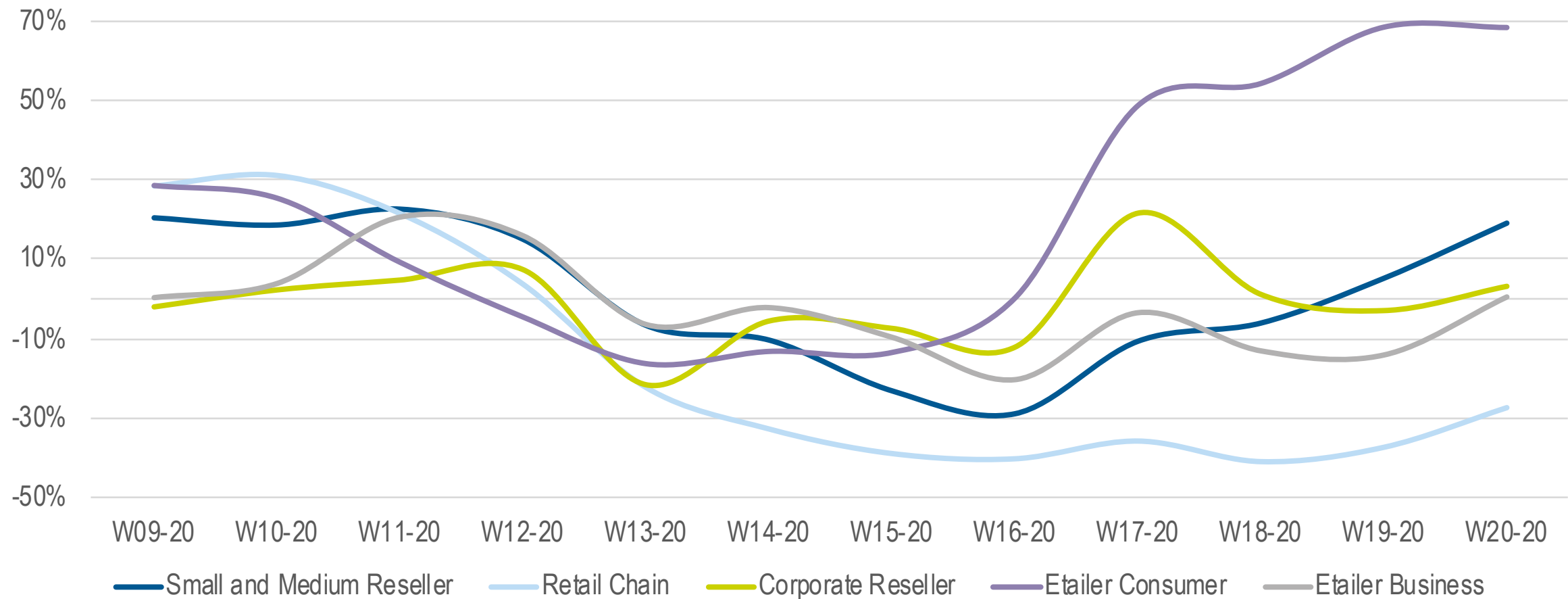


Reseller numbers showing active resellers sold to by distribution in each monthly period

ITALY: V CURVE IN SMR



Italy: Channel growth/decline Week 9 to Week 20

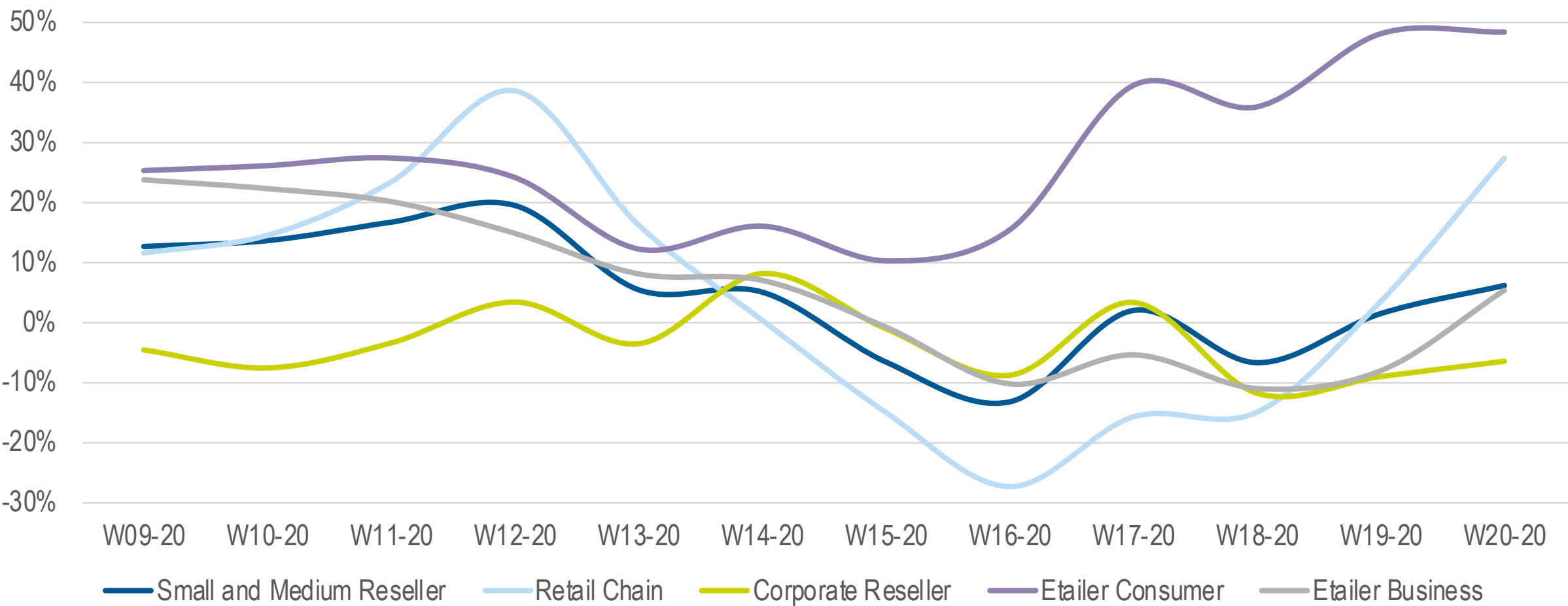


Distribution 4 week rolling sales, translated at fixed € exchange rate

GERMANY V CURVE RETAIL



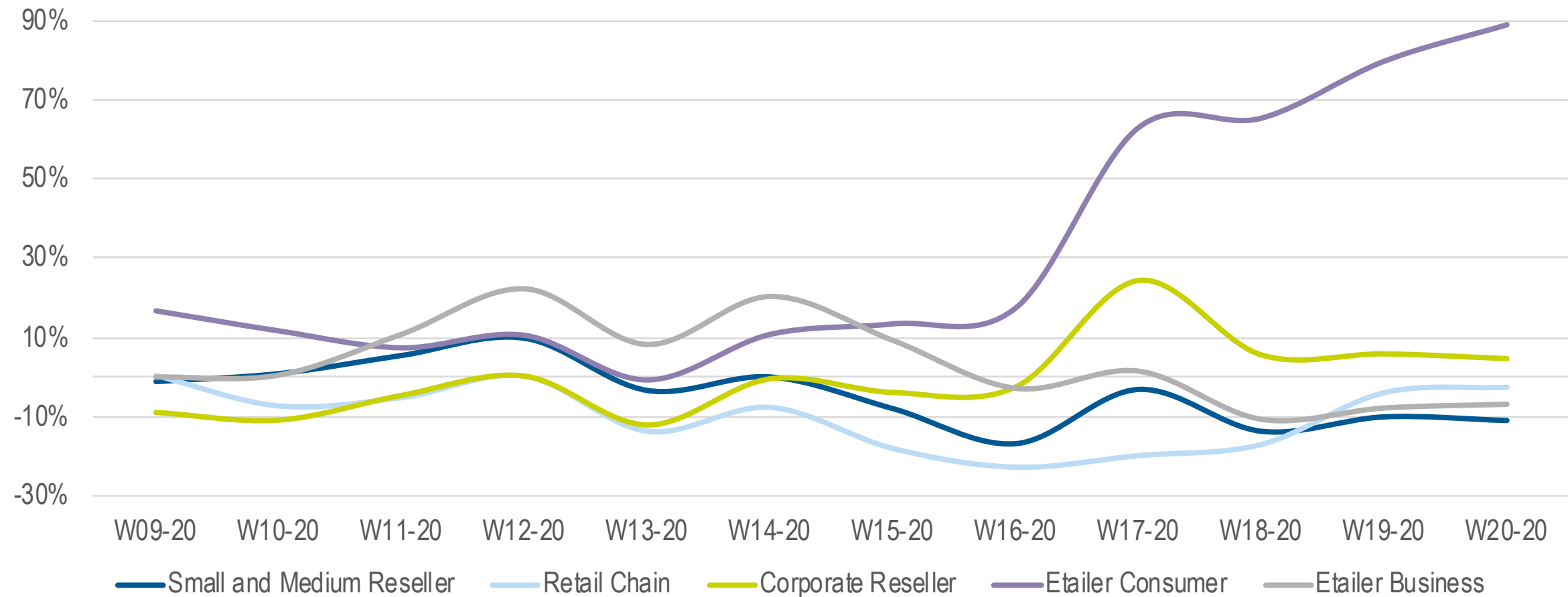
Germany: Channel growth/decline Week 9 to Week 20



Distribution 4 week rolling sales, translated at fixed € exchange rate

UK: BACKWARDS L CURVE IN ETAILER CONSUMER

UK: Channel growth/decline Week 9 to Week 20

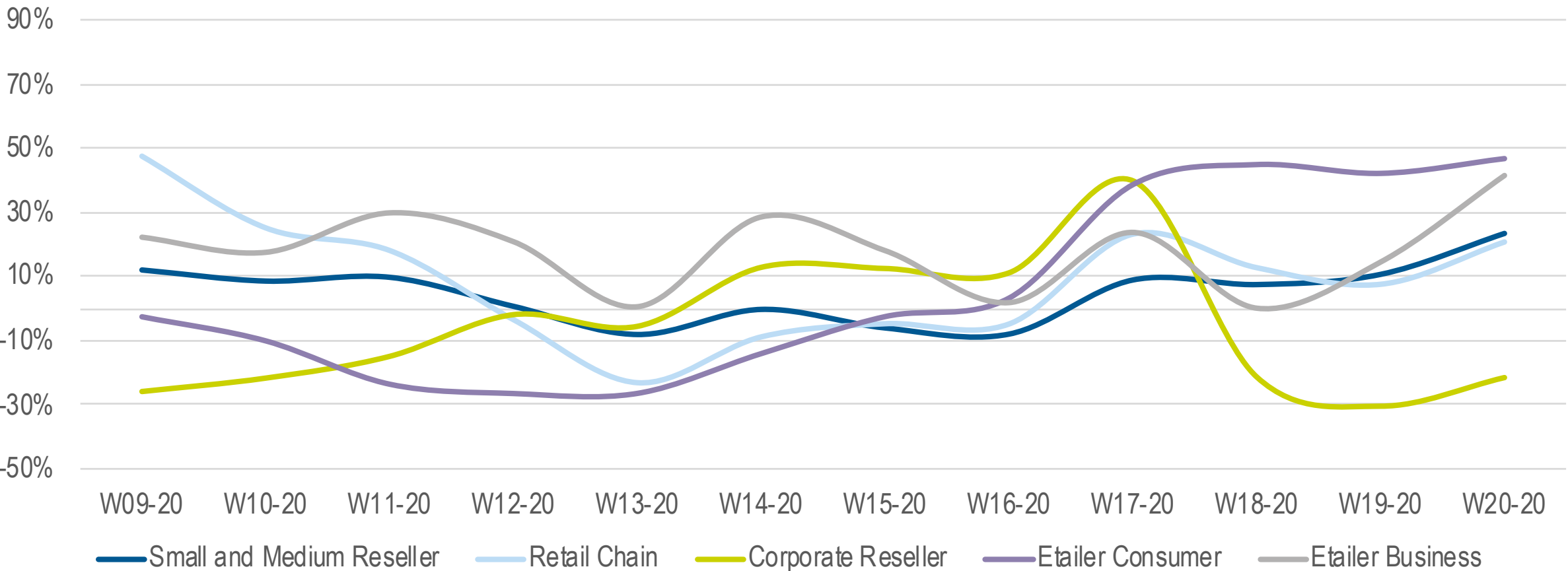


Distribution 4 week rolling sales, translated at fixed € exchange rate

POLAND: L CURVE CORPORATE RESELLER



Poland: Channel growth/decline Week 9 to Week 20

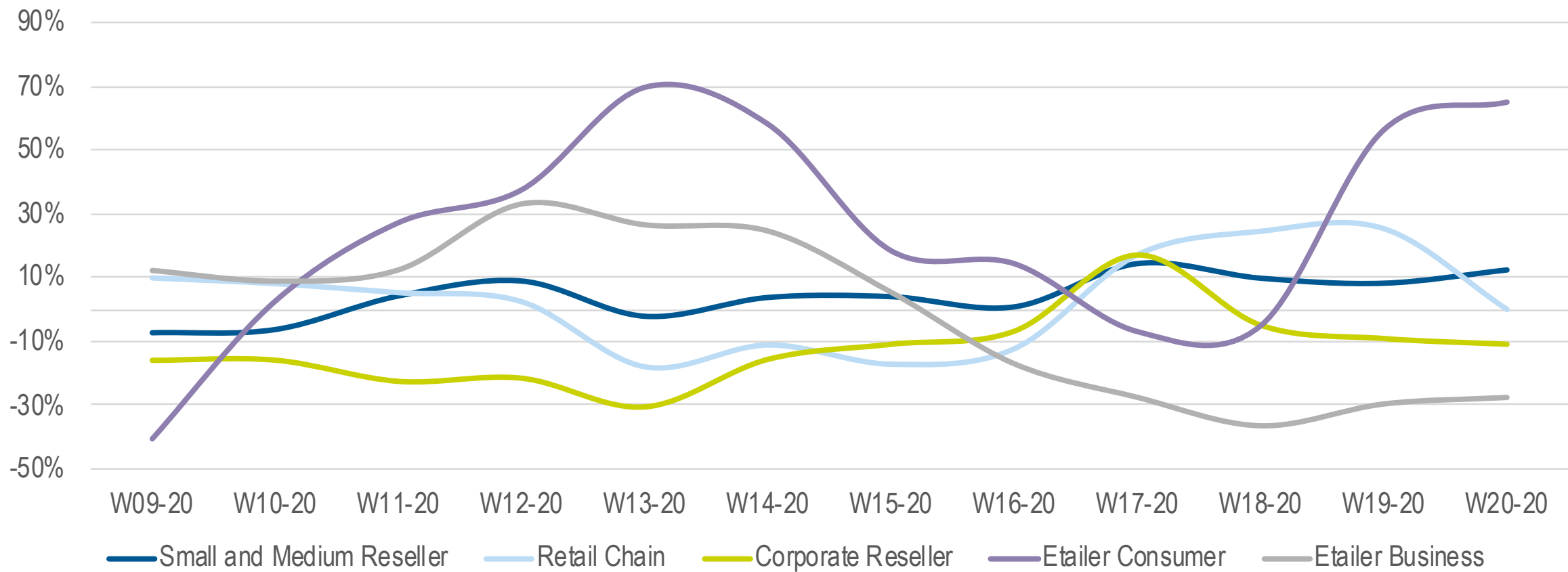


Distribution 4 week rolling sales, translated at fixed € exchange rate

SWEDEN: MINI V CURVE IN RETAIL



Sweden: Channel growth/decline Week 9 to Week 20

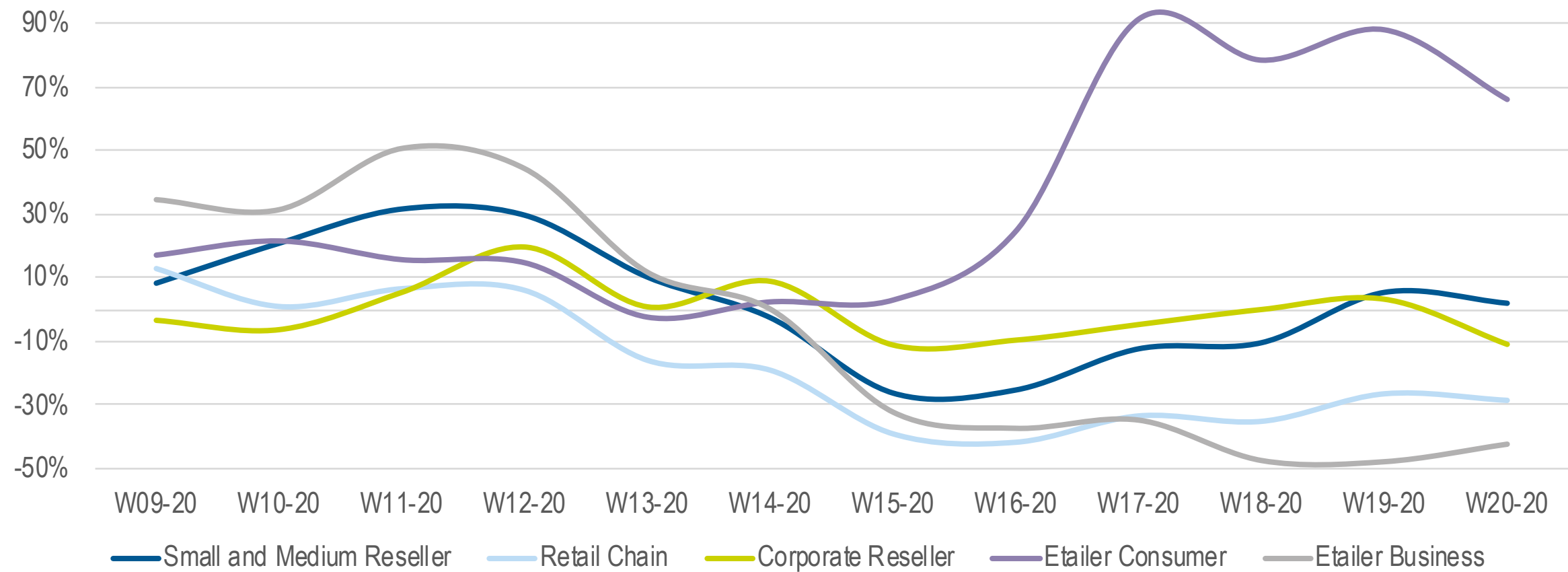


Distribution 4 week rolling sales, translated at fixed € exchange rate

SPAIN: V OR U CURVE IN SMR? BACKWARD L CURVE IN ETAILER CONSUMER



Spain: Channel growth/decline Week 9 to Week 20

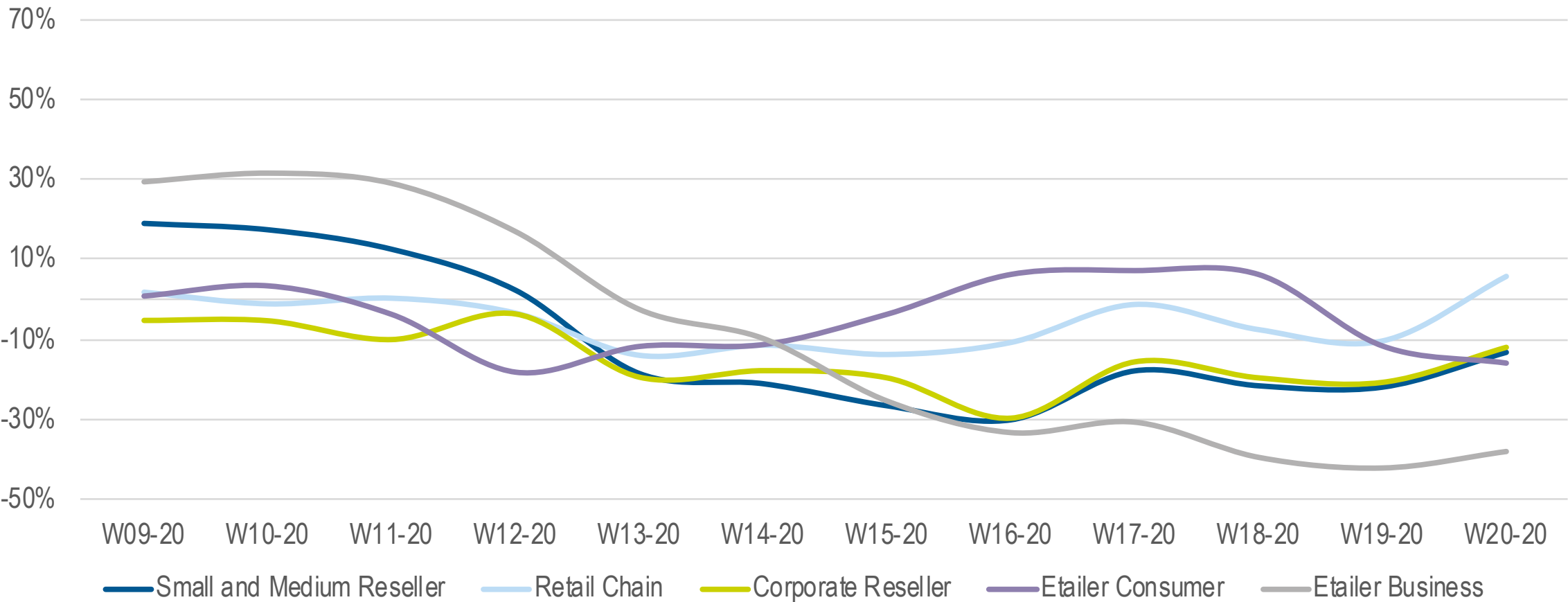


Distribution 4 week rolling sales, translated at fixed € exchange rate

FRANCE SMR – BEGINNING OF A V CURVE?



France: Channel growth/decline Week 9 to Week 20



Distribution 4 week rolling sales, translated at fixed € exchange rate

Thank you!

**ANY
QUESTIONS?**



CONTEXT Covid-19 Weekly Report

For the Period: **4 Weeks to Week 20 (May 17 2020) vs Same Period 2019**

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Date Published: **25 May 2020**

Account enquiries: **Please contact your Account Manager**

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CONTEXT, Dial House
2 Burston Road
London SW15 6AR, UK
+44 (0)20 8394 7700
www.contextworld.com

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CONTEXT Covid-19 Weekly Report

[Contents](#)

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[Back to Contents](#)

Cover

Contents

Weekly Revenue Trend - Sum

Weekly Revenue Trend WE

Weekly Revenue Trend EE

Weekly NB ASP Trend - Sum

Weekly NB ASP Trend WE

Weekly NB ASP Trend EE

Weekly %YoY Trend - Sum

Weekly %YoY Trend - WE

Weekly %YoY Trend - EE

Top Growth Industry

Top Decline Industry

Largest Industry

Top Growth Category

Top Decline Category

Largest Category

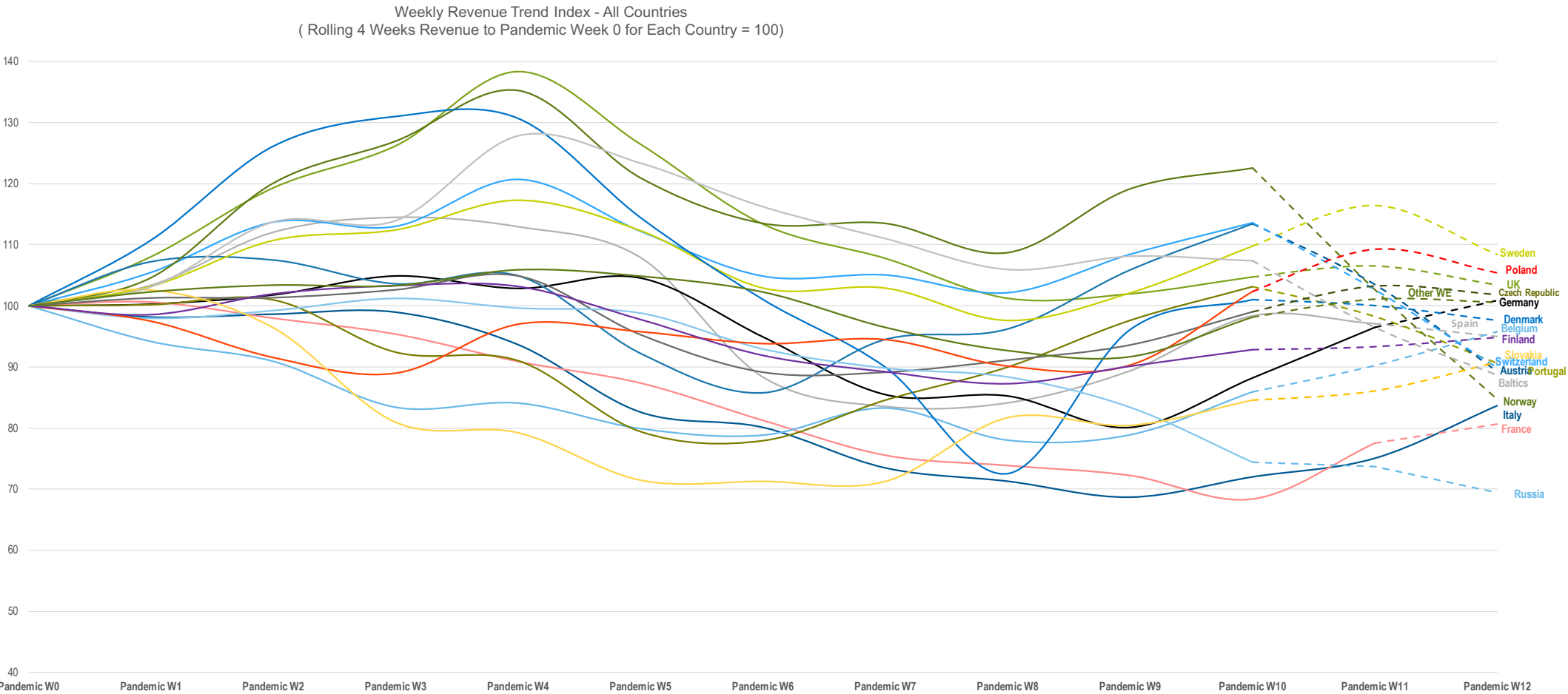
Channel

Largest Industries Business

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Weekly Revenue Trend - Sum
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[Back to Contents](#)

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



CONTEXT Covid-19 Weekly Report

Weekly Revenue Trend - Sum WE

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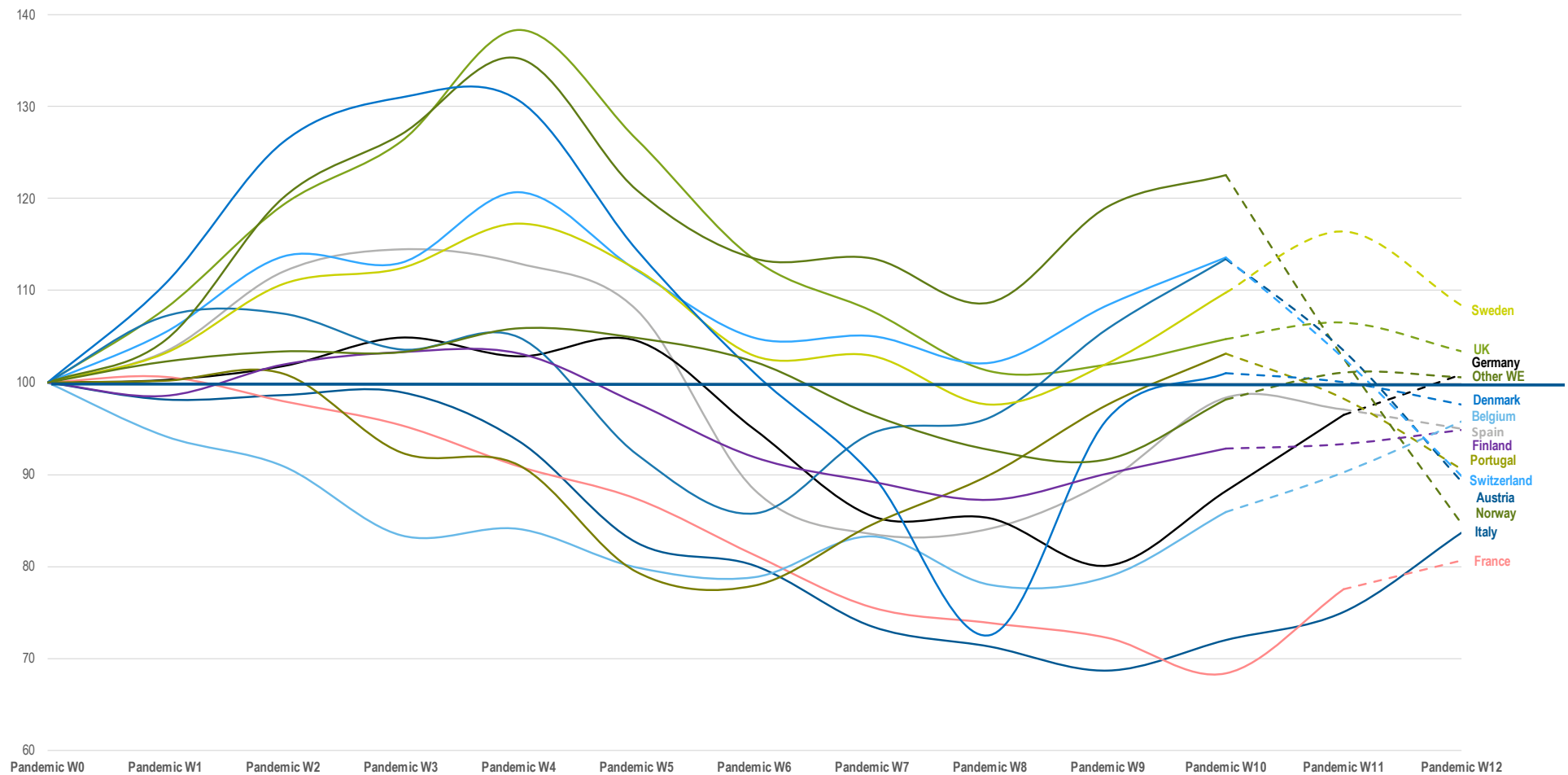
[Back to Contents](#)

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)

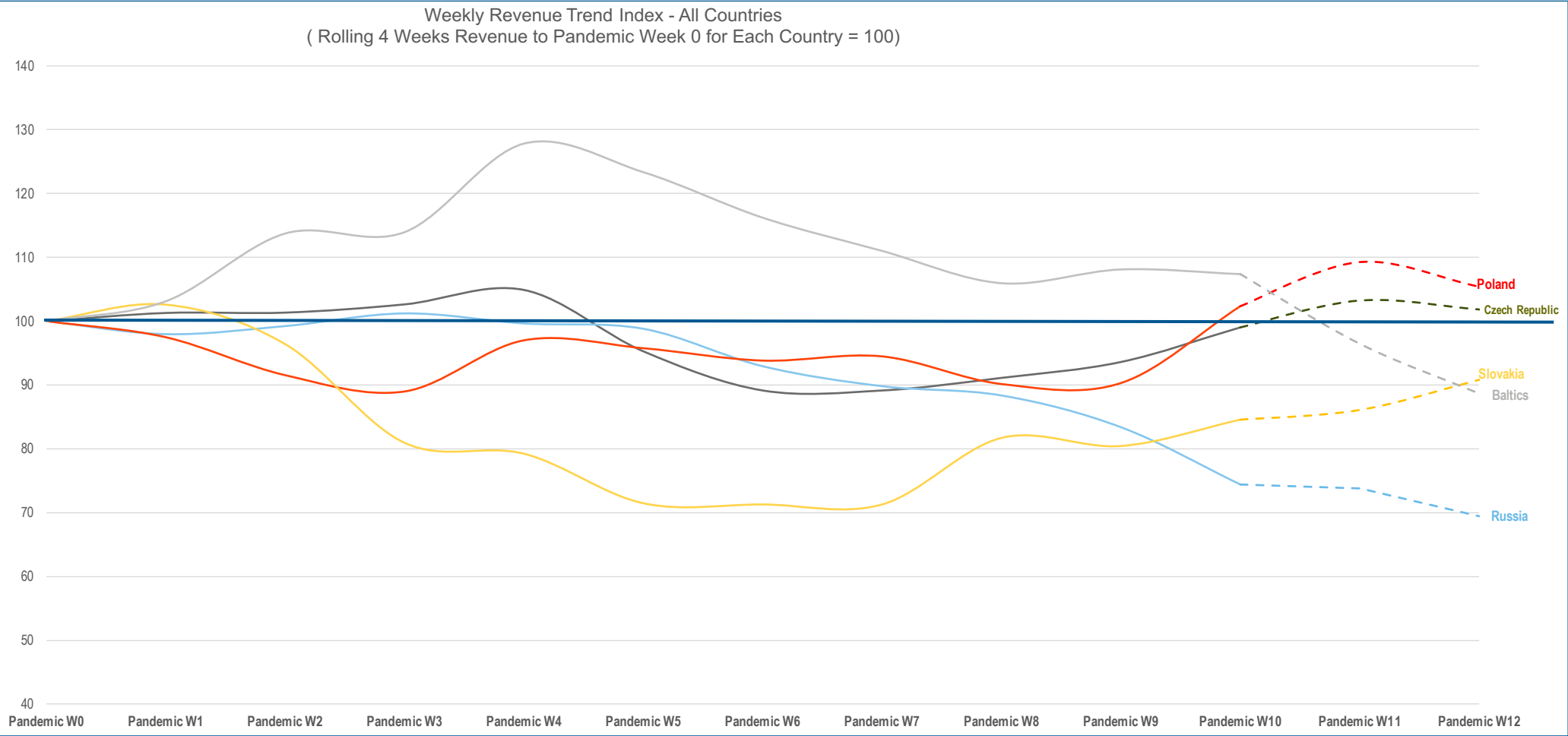


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Weekly Revenue Trend - Sum EE
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[Back to Contents](#)

Weekly Revenue Trend

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



CONTEXT Covid-19 Weekly Report

Weekly NB ASP Trend - Sum

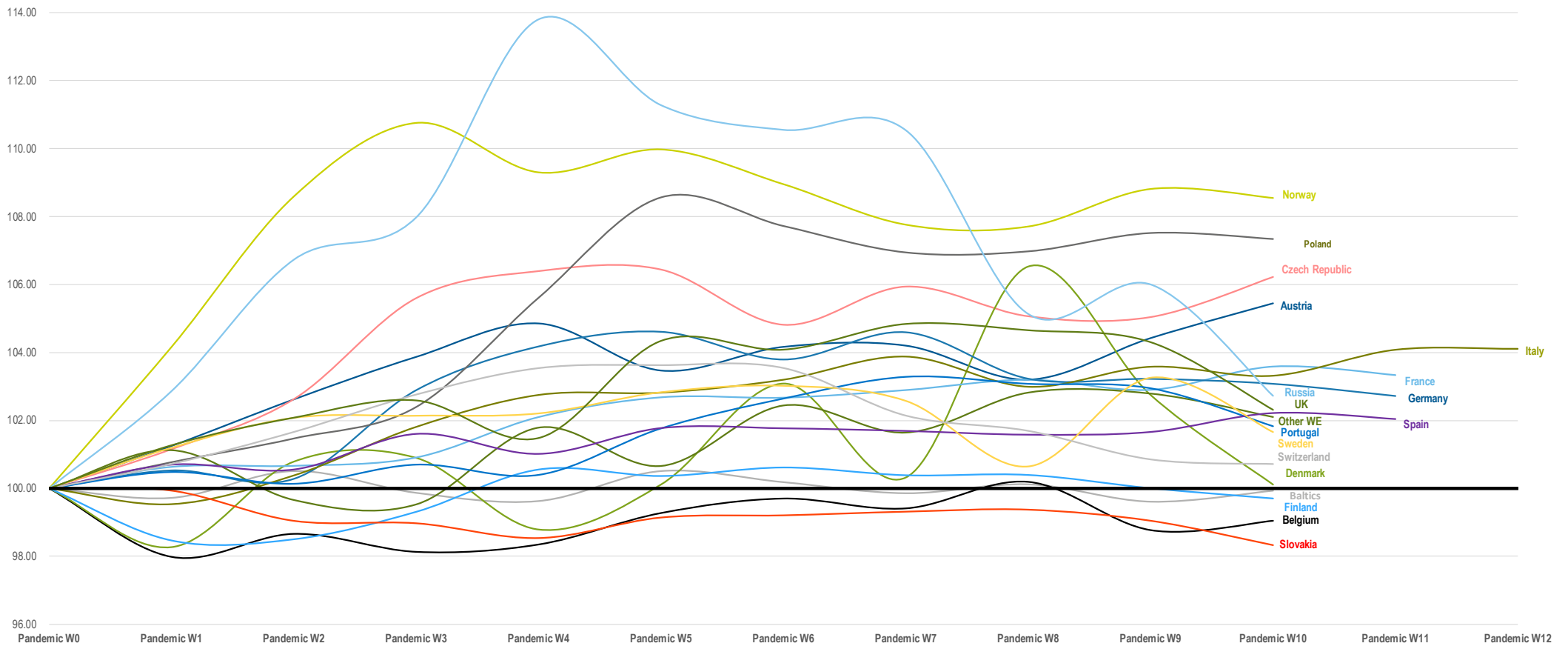
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[Back to Contents](#)

Weekly Notebooks ASP Trend

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

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



CONTEXT Covid-19 Weekly Report

Weekly NB ASP Trend - Sum WE

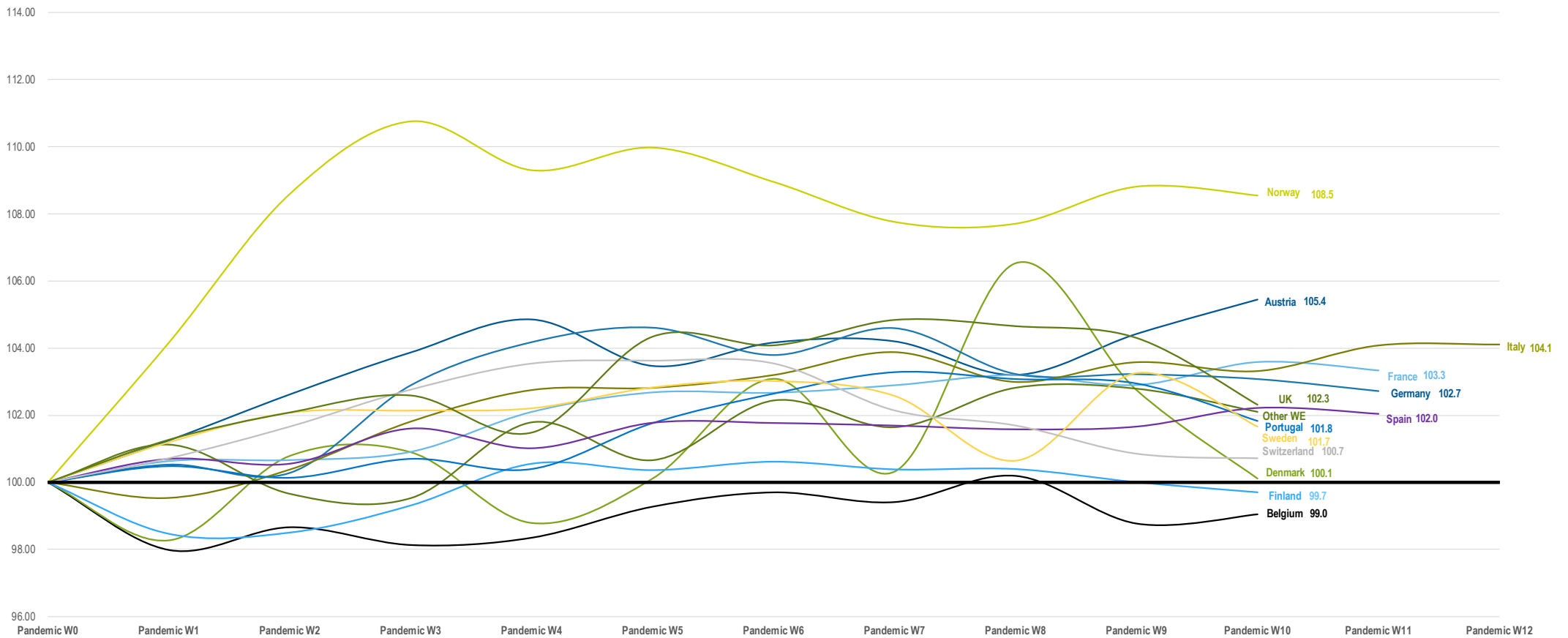
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[Back to Contents](#)

Weekly Notebooks ASP Trend

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

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



CONTEXT Covid-19 Weekly Report

Weekly NB ASP Trend - Sum EE

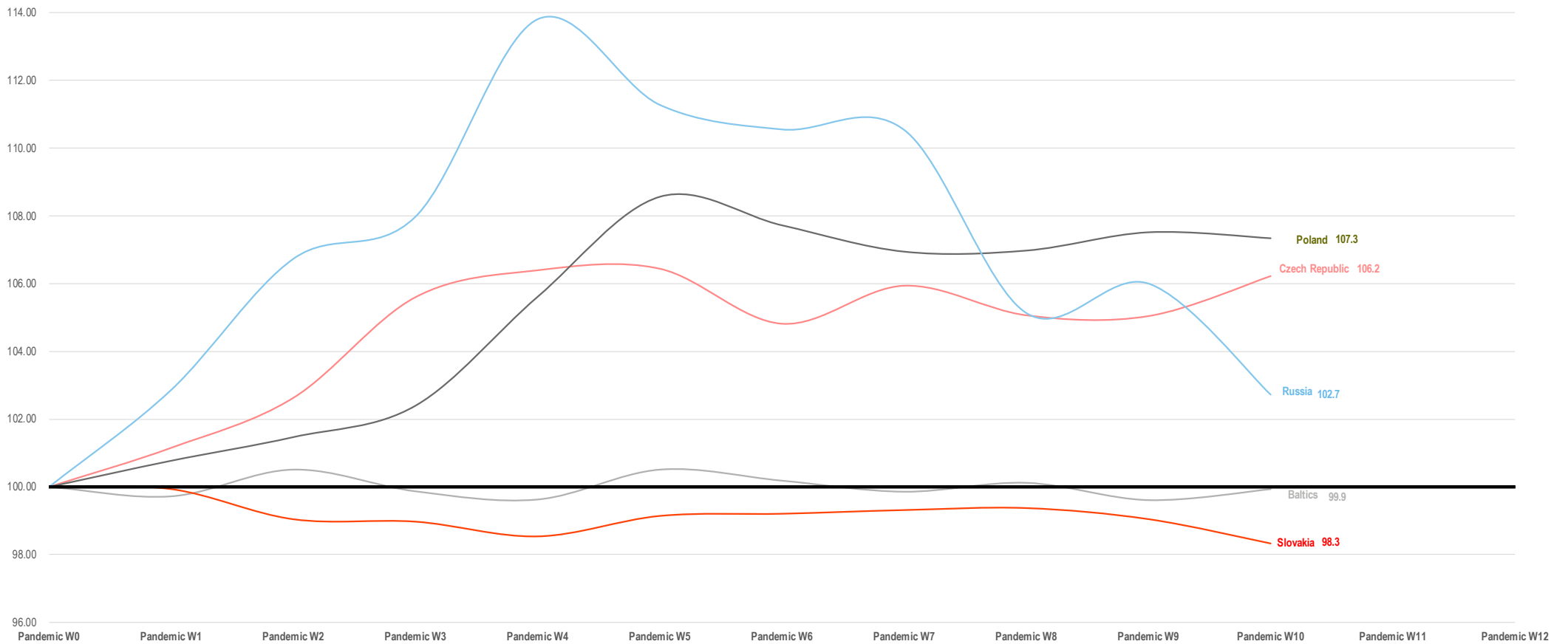
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[Back to Contents](#)

Weekly Notebooks ASP Trend

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

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



CONTEXT Covid-19 Weekly Report

Weekly Revenue Trend WE

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[Back to Contents](#)

Weekly Revenue Trend - Western Europe

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

Rolling 4 Week Periods

2020 — 2019 —



CONTEXT Covid-19 Weekly Report

Weekly Revenue Trend EE

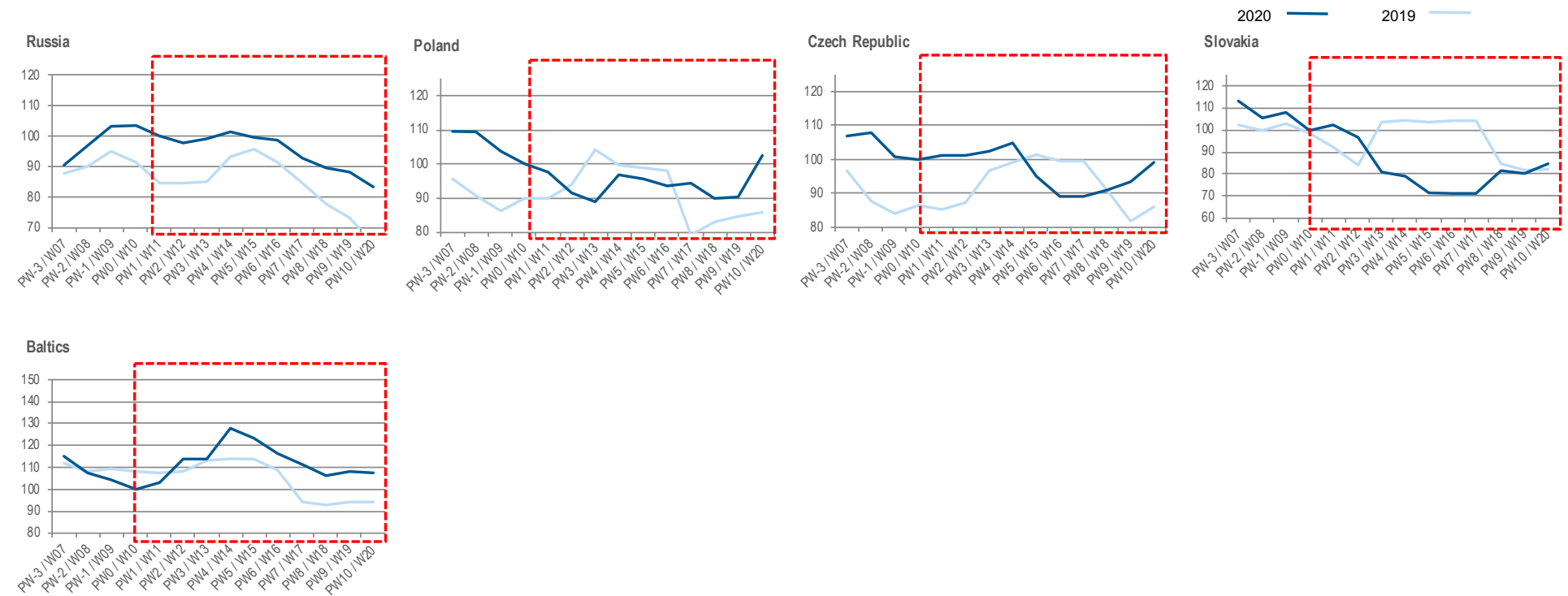
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[Back to Contents](#)

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



CONTEXT Covid-19 Weekly Report

Weekly %YoY Trend - Sum

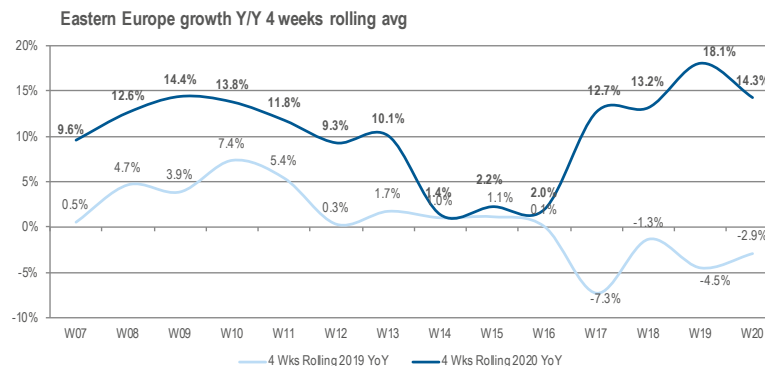
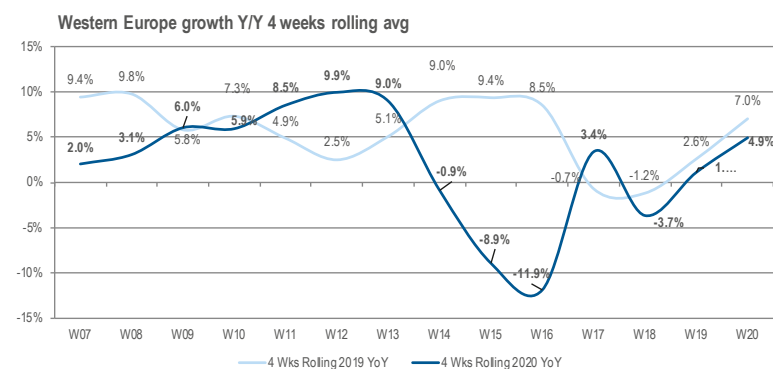
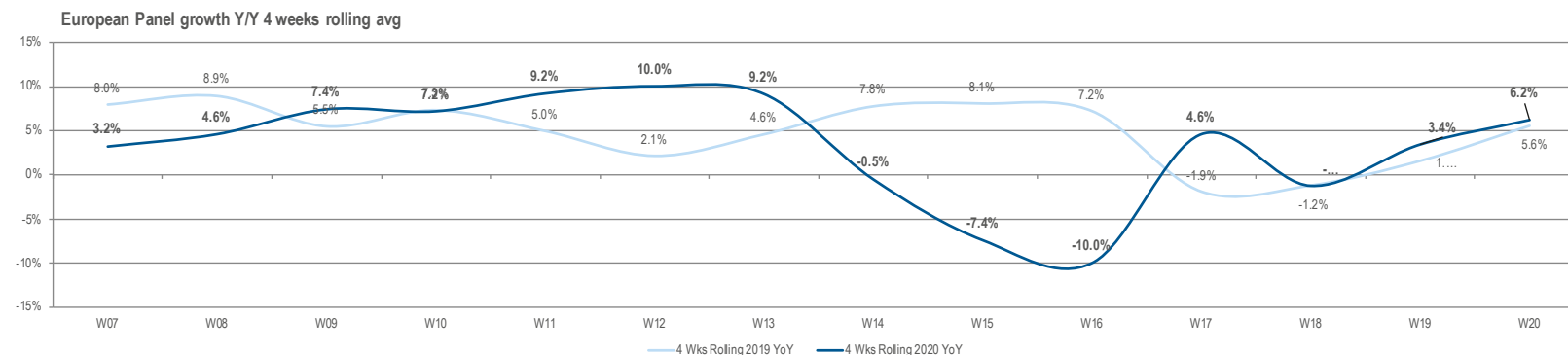
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[Back to Contents](#)

Weekly %YoY Trend

% Change in sales through IT Distribution in Euros

Rolling 4 Week Periods



CONTEXT Covid-19 Weekly Report

Weekly %YoY Trend - WE

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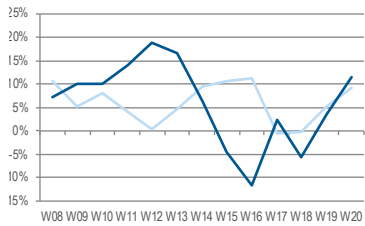
[Back to Contents](#)

Weekly %YoY Trend - Western Europe

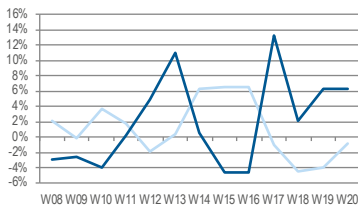
% Change in sales through IT Distribution in Euros

Rolling 4 Week Periods

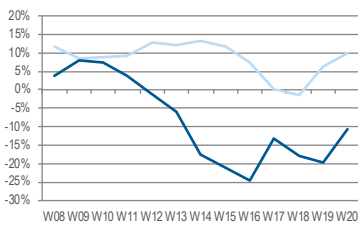
Germany growth Y/Y 4 weeks rolling avg



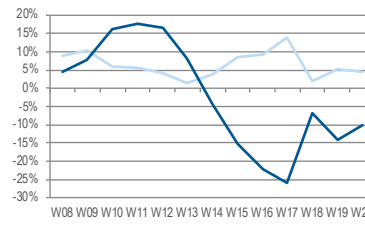
United Kingdom growth Y/Y 4 weeks rolling avg



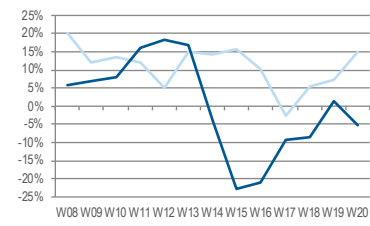
France growth Y/Y 4 weeks rolling avg



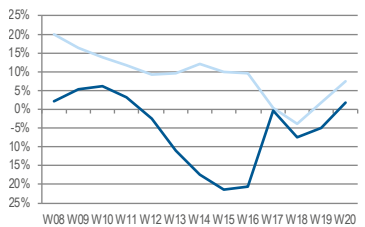
Italy growth Y/Y 4 weeks rolling avg



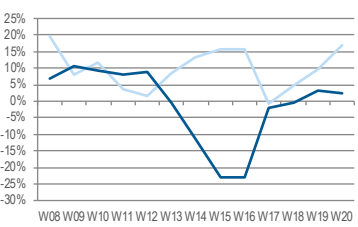
Spain growth Y/Y 4 weeks rolling avg



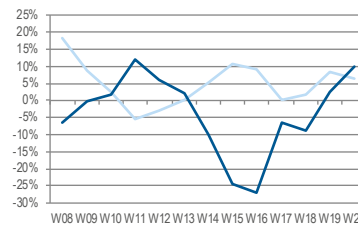
Belgium growth Y/Y 4 weeks rolling avg



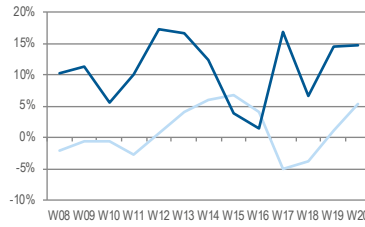
Portugal growth Y/Y 4 weeks rolling avg



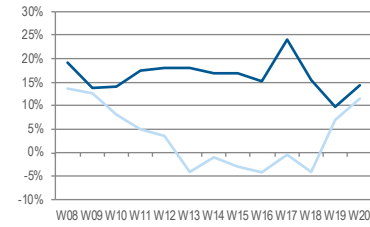
Austria growth Y/Y 4 weeks rolling avg



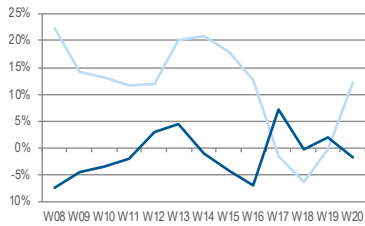
Switzerland growth Y/Y 4 weeks rolling avg



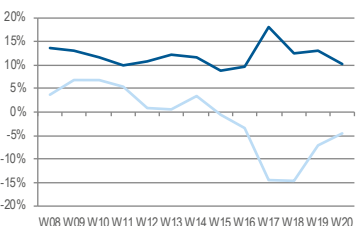
Other WE growth Y/Y 4 weeks rolling avg



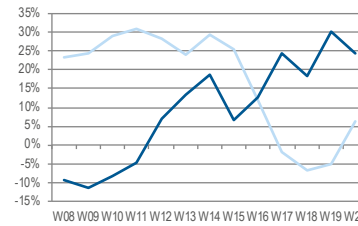
Sweden growth Y/Y 4 weeks rolling avg



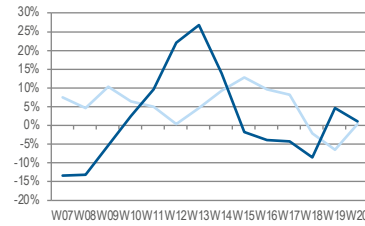
Finland growth Y/Y 4 weeks rolling avg



Norway growth Y/Y 4 weeks rolling avg



Denmark growth Y/Y 4 weeks rolling avg



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Weekly %YoY Trend - EE

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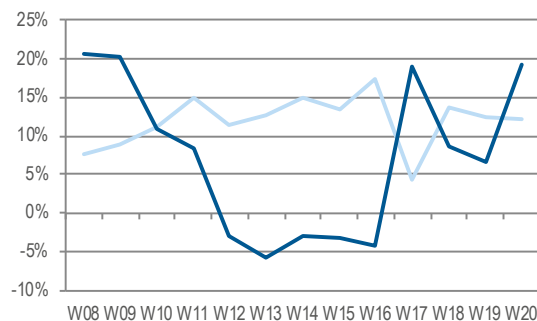
[Back to Contents](#)

Weekly %YoY Trend - Eastern Europe

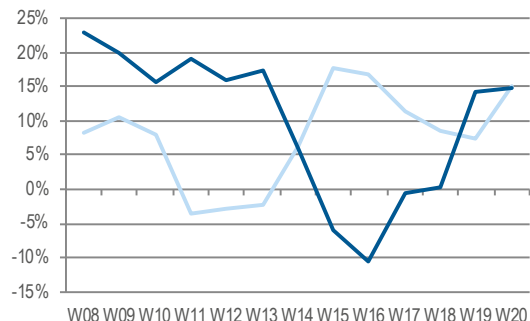
% Change in sales through IT Distribution in Euros

Rolling 4 Week Periods

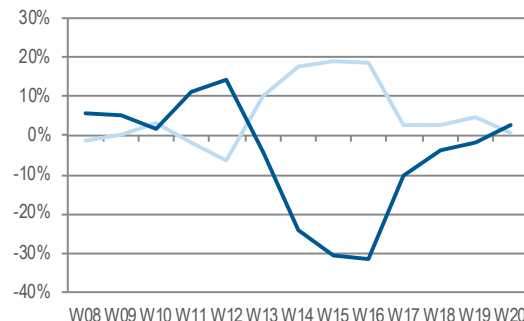
Poland growth Y/Y 4 weeks rolling avg



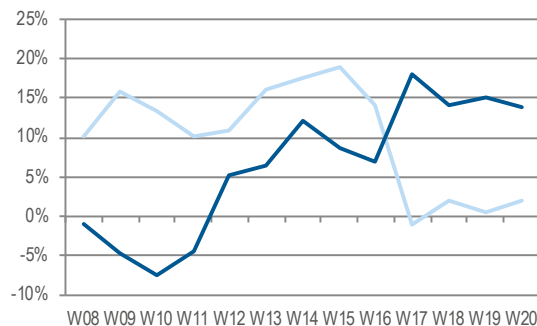
Czech Republic growth Y/Y 4 weeks rolling avg



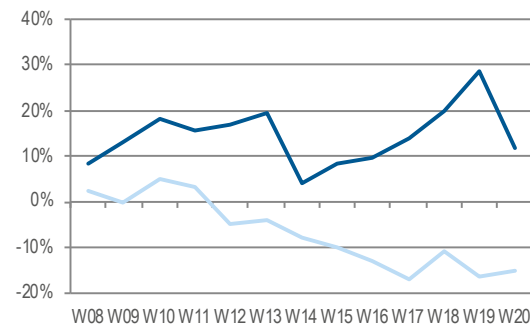
Slovakia growth Y/Y 4 weeks rolling avg



Baltics growth Y/Y 4 weeks rolling avg



Russia growth Y/Y 4 weeks rolling avg



CONTEXT Covid-19 Weekly Report

Top Growth Industry

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[Back to Contents](#)

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

% Change in sales through IT Distribution in Euros

4 Weeks to Week 20 (May 17 2020) vs Same Period 2019

Sorted by top growth Industry sector and country size

Traffic Lights:	
Above	15%
Inbetween	
Below	-20%

Rank-W19	Rank-W20	Industry Sector	WESTERN EUROPE														EASTERN EUROPE					INDUSTRY SECTOR GROWTH		
			Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Austria	Belgium	Portugal	Denmark	Norway	Finland	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total
1	1	→ Audio-Video Systems	71%	5%	69%	16%	71%	82%	7%	71%	-18%	147%	31%	42%	133%	101%	30%	115%	78%	14%	96%	49%	68%	50%
2	2	→ Mobile Computing	49%	97%	64%	16%	21%	39%	15%	121%	40%	21%	33%	44%	3%	17%	48%	42%	46%	30%	2%	49%	44%	48%
3	3	→ Computing Components	45%	2%	20%	-10%	20%	15%	15%	-27%	-5%	5%	-44%	6%	70%	51%	22%	77%	15%	77%	-17%	18%	37%	21%
5	4	↑ Computing Accessories	34%	7%	26%	-14%	3%	5%	-7%	8%	-11%	85%	-5%	8%	9%	6%	35%	41%	32%	11%	0%	11%	32%	14%
4	5	↓ Wireless Networking	19%	-8%	35%	-31%	-23%	8%	27%	34%	-20%	51%	109%	-28%	32%	17%	-13%	281%	39%	50%	24%	5%	71%	10%
7	6	↑ Wearable Devices	18%	34%	-33%	-50%	-27%	18%	-4%	201%	-6%	-15%	18%	-61%	-4%	14%	2%	-11%	22%	-56%	-70%	6%	-5%	5%
6	7	↓ Other Networking Equipment	3%	0%	12%	-30%	-29%	28%	-15%	-17%	-22%	12%	-8%	83%	33%	18%	37%	75%	8%	-47%	-4%	-3%	36%	2%
12	8	↑ Displays	25%	2%	-30%	-40%	28%	30%	-40%	15%	2%	11%	-2%	-5%	18%	14%	27%	9%	14%	-1%	-31%	-1%	13%	1%
16	9	↑ Scanner Imaging	4%	-5%	11%	-22%	-19%	46%	78%	-23%	156%	128%	-26%	-26%	-21%	64%	-8%	-24%	-19%	-51%	-62%	4%	-13%	1%
8	10	↓ Software and Licences	3%	-3%	-8%	4%	14%	0%	1%	-9%	5%	39%	-2%	51%	19%	0%	-17%	-12%	-14%	12%	-6%	2%	-13%	1%
9	11	↓ Networking Systems	10%	-4%	-7%	-46%	-12%	7%	-7%	-11%	-25%	42%	-1%	-20%	-4%	-20%	28%	37%	20%	30%	-28%	-8%	27%	-4%
11	12	↓ Warranties and Services	0%	-17%	-13%	2%	20%	6%	-27%	17%	-8%	-31%	-17%	16%	13%	8%	8%	-23%	4%	13%	-32%	-5%	-3%	-5%
13	13	→ Server Computing	-50%	-26%	16%	-9%	27%	-9%	12%	111%	-9%	-15%	-40%	26%	67%	26%	-14%	180%	0%	61%	-58%	-14%	10%	-10%
19	14	↑ Printing	-6%	-23%	-18%	-38%	-20%	-5%	2%	7%	-16%	-35%	-39%	33%	-23%	-23%	-3%	24%	50%	32%	-22%	-17%	8%	-12%
15	15	→ Power Equipment	5%	-24%	-24%	-43%	-36%	15%	-5%	-14%	-23%	-40%	-14%	-7%	-9%	-1%	-3%	-9%	-14%	-19%	-26%	-15%	-6%	-12%
18	16	↑ Connectivity	-9%	-22%	-46%	-25%	-11%	3%	-21%	-22%	-23%	-1%	-24%	13%	6%	6%	66%	22%	-8%	-28%	-6%	-18%	31%	-13%
23	17	↑ Telecommunications	-10%	-8%	-34%	-21%	-41%	57%	29%	-17%	7%	-43%	58%	37%	6%	59%	-57%	-14%	14%	21%	-11%	-13%	-18%	-14%
17	18	↓ Unified Communications	13%	-52%	-17%	-74%	-41%	4%	-85%	-55%	-66%	-19%	48%	-19%	336%	-13%	4%	3%	48%	464%	-52%	-20%	10%	-15%
14	19	↓ Disk Storage	-16%	-35%	-8%	-27%	-23%	-35%	-4%	-23%	-20%	-1%	-26%	11%	-34%	-15%	31%	14%	3%	-13%	-35%	-21%	17%	-15%
21	20	↑ Printing Consumables	-12%	-34%	-7%	-6%	-21%	-30%	-7%	-15%	-28%	-2%	-29%	3%	-32%	4%	-26%	-1%	-24%	-55%	-7%	-15%	-20%	-16%
10	21	↓ Data Center Networking and Security	15%	-25%	-8%	-46%	-37%	52%	10%	-50%	15%	-29%	-34%	7%	-20%	-20%	-53%	56%	-20%	-38%	252%	-13%	-39%	-17%
20	22	↓ Smart Home and Office	20%	-13%	-45%	-47%	-66%	17%	-36%	-36%	-93%	622%	205%	180%	3%	80%	-35%	300%	83%	212%	43%	-22%	161%	-21%
22	23	↓ Desktop Computing	-21%	-49%	-31%	-37%	-36%	-5%	4%	-18%	-38%	-24%	-50%	-20%	-18%	-28%	28%	10%	-22%	-17%	-46%	-30%	12%	-24%
24	24	→ Removable Storage	-30%	-69%	-21%	-59%	-67%	9%	35%	-34%	-53%	-27%	-14%	36%	-52%	-31%	-16%	-11%	-35%	-17%	-41%	-43%	-21%	-40%
Country Growth			11%	6%	0%	-11%	-5%	15%	-2%	10%	2%	2%	1%	24%	10%	14%	12%	19%	15%	14%	3%			

CONTEXT Covid-19 Weekly Report

Top Decline Industry

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[Back to Contents](#)

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

% Change in sales through IT Distribution in Euros

4 Weeks to Week 20 (May 17 2020) vs Same Period 2019

Sorted by fastest declining Industry sector and country size

Traffic Lights:	
Above	15%
Inbetween	
Below	-20%

Industry Sector	WESTERN EUROPE														EASTERN EUROPE					INDUSTRY SECTOR GROWTH		
	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Austria	Belgium	Portugal	Denmark	Norway	Finland	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total
Removable Storage	-30%	-69%	-21%	-59%	-67%	9%	35%	-34%	-53%	-27%	-14%	36%	-52%	-31%	-16%	-11%	-35%	-17%	-41%	-43%	-21%	-40%
Desktop Computing	-21%	-49%	-31%	-37%	-36%	-5%	4%	-18%	-38%	-24%	-50%	-20%	-18%	-28%	28%	10%	-22%	-17%	-46%	-30%	12%	-24%
Smart Home and Office	20%	-13%	-45%	-47%	-66%	17%	-36%	-36%	-93%	622%	205%	180%	3%	80%	-35%	300%	83%	212%	43%	-22%	161%	-21%
Data Center Networking and Security	15%	-25%	-8%	-46%	-37%	52%	10%	-50%	15%	-29%	-34%	7%	-20%	-20%	-53%	56%	-20%	-38%	252%	-13%	-39%	-17%
Printing Consumables	-12%	-34%	-7%	-6%	-21%	-30%	-7%	-15%	-28%	-2%	-29%	3%	-32%	4%	-26%	-1%	-24%	-55%	-7%	-15%	-20%	-16%
Disk Storage	-16%	-35%	-8%	-27%	-23%	-35%	-4%	-23%	-20%	-1%	-26%	11%	-34%	-15%	31%	14%	3%	-13%	-35%	-21%	17%	-15%
Unified Communications	13%	-52%	-17%	-74%	-41%	4%	-85%	-55%	-66%	-19%	48%	-19%	336%	-13%	4%	3%	48%	464%	-52%	-20%	10%	-15%
Telecommunications	-10%	-8%	-34%	-21%	-41%	57%	29%	-17%	7%	-43%	58%	37%	6%	59%	-57%	-14%	14%	21%	-11%	-13%	-18%	-14%
Connectivity	-9%	-22%	-46%	-25%	-11%	3%	-21%	-22%	-23%	-1%	-24%	13%	6%	6%	66%	22%	-8%	-28%	-6%	-18%	31%	-13%
Power Equipment	5%	-24%	-24%	-43%	-36%	15%	-5%	-14%	-23%	-40%	-14%	-7%	-9%	-1%	-3%	-9%	-14%	-19%	-26%	-15%	-6%	-12%
Printing	-6%	-23%	-18%	-38%	-20%	-5%	2%	7%	-16%	-35%	-39%	33%	-23%	-23%	-3%	24%	50%	32%	-22%	-17%	8%	-12%
Server Computing	-50%	-26%	16%	-9%	27%	-9%	12%	111%	-9%	-15%	-40%	26%	67%	26%	-14%	180%	0%	61%	-58%	-14%	10%	-10%
Warranties and Services	0%	-17%	-13%	2%	20%	6%	-27%	17%	-8%	-31%	-17%	16%	13%	8%	8%	-23%	4%	13%	-32%	-5%	-3%	-5%
Networking Systems	10%	-4%	-7%	-46%	-12%	7%	-7%	-11%	-25%	42%	-1%	-20%	-4%	-20%	28%	37%	20%	30%	-28%	-8%	27%	-4%
Software and Licences	3%	-3%	-8%	4%	14%	0%	1%	-9%	5%	39%	-2%	51%	19%	0%	-17%	-12%	-14%	12%	-6%	2%	-13%	1%
Displays	25%	2%	-30%	-40%	28%	30%	-40%	15%	2%	11%	-2%	-5%	18%	14%	27%	9%	14%	-1%	-31%	-1%	13%	1%
Scanner Imaging	4%	-5%	11%	-22%	-19%	46%	78%	-23%	156%	128%	-26%	-26%	-21%	64%	-8%	-24%	-19%	-51%	-62%	4%	-13%	1%
Other Networking Equipment	3%	0%	12%	-30%	-29%	28%	-15%	-17%	-22%	12%	-8%	83%	33%	18%	37%	75%	8%	-47%	-4%	-3%	36%	2%
Wearable Devices	18%	34%	-33%	-50%	-27%	18%	-4%	201%	-6%	-15%	18%	-61%	-4%	14%	2%	-11%	22%	-56%	-70%	6%	-5%	5%
Wireless Networking	19%	-8%	35%	-31%	-23%	8%	27%	34%	-20%	51%	109%	-28%	32%	17%	-13%	281%	39%	50%	24%	5%	71%	10%
Computing Accessories	34%	7%	26%	-14%	3%	5%	-7%	8%	-11%	85%	-5%	8%	9%	6%	35%	41%	32%	11%	0%	11%	32%	14%
Computing Components	45%	2%	20%	-10%	20%	15%	15%	-27%	-5%	5%	-44%	6%	70%	51%	22%	77%	15%	77%	-17%	18%	37%	21%
Mobile Computing	49%	97%	64%	16%	21%	39%	15%	121%	40%	21%	33%	44%	3%	17%	48%	42%	46%	30%	2%	49%	44%	48%
Audio-Video Systems	71%	5%	69%	16%	71%	82%	7%	71%	-18%	147%	31%	42%	133%	101%	30%	115%	78%	14%	96%	49%	68%	50%
Country Growth	11%	6%	0%	-11%	-5%	15%	-2%	10%	2%	2%	1%	24%	10%	14%	12%	19%	15%	14%	3%			

CONTEXT Covid-19 Weekly Report

Largest Industry

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[Back to Contents](#)

Largest IT Industry Sectors and Countries in Western and Eastern Europe

% Change in sales through IT Distribution in Euros

4 Weeks to Week 20 (May 17 2020) vs Same Period 2019

Sorted by largest industry sector and largest country. Displays top two categories (by revenue) within each Industry sector.

Traffic Lights:	
Above	15%
Inbetween	
Below	-20%

Industry Sector	WESTERN EUROPE														EASTERN EUROPE					INDUSTRY SECTOR GROWTH		
	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Austria	Belgium	Portugal	Denmark	Norway	Finland	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total
Mobile Computing	49%	97%	64%	16%	21%	39%	15%	121%	40%	21%	33%	44%	3%	17%	48%	42%	46%	30%	2%	49%	44%	48%
Software and Licences	3%	-3%	-8%	4%	14%	0%	1%	-9%	5%	39%	-2%	51%	19%	0%	-17%	-12%	-14%	12%	-6%	2%	-13%	1%
Telecommunications	-10%	-8%	-34%	-21%	-41%	57%	29%	-17%	7%	-43%	58%	37%	6%	59%	-57%	-14%	14%	21%	-11%	-13%	-18%	-14%
Printing Consumables	-12%	-34%	-7%	-6%	-21%	-30%	-7%	-15%	-28%	-2%	-29%	3%	-32%	4%	-26%	-1%	-24%	-55%	-7%	-15%	-20%	-16%
Computing Components	45%	2%	20%	-10%	20%	15%	15%	-27%	-5%	5%	-44%	6%	70%	51%	22%	77%	15%	77%	-17%	18%	37%	21%
Displays	25%	2%	-30%	-40%	28%	30%	-40%	15%	2%	11%	-2%	-5%	18%	14%	27%	9%	14%	-1%	-31%	-1%	13%	1%
Warranties and Services	0%	-17%	-13%	2%	20%	6%	-27%	17%	-8%	-31%	-17%	16%	13%	8%	8%	-23%	4%	13%	-32%	-5%	-3%	-5%
Disk Storage	-16%	-35%	-8%	-27%	-23%	-35%	-4%	-23%	-20%	-1%	-26%	11%	-34%	-15%	31%	14%	3%	-13%	-35%	-21%	17%	-15%
Desktop Computing	-21%	-49%	-31%	-37%	-36%	-5%	4%	-18%	-38%	-24%	-50%	-20%	-18%	-28%	28%	10%	-22%	-17%	-46%	-30%	12%	-24%
Networking Systems	10%	-4%	-7%	-46%	-12%	7%	-7%	-11%	-25%	42%	-1%	-20%	-4%	-20%	28%	37%	20%	30%	-28%	-8%	27%	-4%
Audio-Video Systems	71%	5%	69%	16%	71%	82%	7%	71%	-18%	147%	31%	42%	133%	101%	30%	115%	78%	14%	96%	49%	68%	50%
Printing	-6%	-23%	-18%	-38%	-20%	-5%	2%	7%	-16%	-35%	-39%	33%	-23%	-23%	-3%	24%	50%	32%	-22%	-17%	8%	-12%
Computing Accessories	34%	7%	26%	-14%	3%	5%	-7%	8%	-11%	85%	-5%	8%	9%	6%	35%	41%	32%	11%	0%	11%	32%	14%
Server Computing	-50%	-26%	16%	-9%	27%	-9%	12%	111%	-9%	-15%	-40%	26%	67%	26%	-14%	180%	0%	61%	-58%	-14%	10%	-10%
Data Center Networking and Security	15%	-25%	-8%	-46%	-37%	52%	10%	-50%	15%	-29%	-34%	7%	-20%	-20%	-53%	56%	-20%	-38%	252%	-13%	-39%	-17%
Wireless Networking	19%	-8%	35%	-31%	-23%	8%	27%	34%	-20%	51%	109%	-28%	32%	17%	-13%	281%	39%	50%	24%	5%	71%	10%
Other Networking Equipment	3%	0%	12%	-30%	-29%	28%	-15%	-17%	-22%	12%	-8%	83%	33%	18%	37%	75%	8%	-47%	-4%	-3%	36%	2%
Power Equipment	5%	-24%	-24%	-43%	-36%	15%	-5%	-14%	-23%	-40%	-14%	-7%	-9%	-1%	-3%	-9%	-14%	-19%	-26%	-15%	-6%	-12%
Wearable Devices	18%	34%	-33%	-50%	-27%	18%	-4%	201%	-6%	-15%	18%	-61%	-4%	14%	2%	-11%	22%	-56%	-70%	6%	-5%	5%
Connectivity	-9%	-22%	-46%	-25%	-11%	3%	-21%	-22%	-23%	-1%	-24%	13%	6%	6%	66%	22%	-8%	-28%	-6%	-18%	31%	-13%
Games Consoles	90%		39%	-42%	6%	121%	147%	51%	122%	143%	249%	607%	291%	119%	-50%	8%	-4%	-7%	62%	41%	7%	23%
Smart Home and Office	20%	-13%	-45%	-47%	-66%	17%	-36%	-36%	-93%	622%	205%	180%	3%	80%	-35%	300%	83%	212%	43%	-22%	161%	-21%
Terminals, Thin Clients and Points of Sale	-53%	48%	-78%	-15%	-26%	-6%	-58%	-41%	-61%	-89%	-51%	-79%	32%	-31%	2%	-35%	21%	-68%	5045%	-39%	460%	-10%
Removable Storage	-30%	-69%	-21%	-59%	-67%	9%	35%	-34%	-53%	-27%	-14%	36%	-52%	-31%	-16%	-11%	-35%	-17%	-41%	-43%	-21%	-40%
Electronics	-37%	-77%	-71%	38%	-74%	-64%	34%	-69%	-39%	-58%	-71%	-76%	-69%	-53%	220%	-8%	-4%	-91%	-66%	-56%	73%	-38%
Unified Communications	13%	-52%	-17%	-74%	-41%	4%	-85%	-55%	-66%	-19%	48%	-19%	336%	-13%	4%	3%	48%	464%	-52%	-20%	10%	-15%
Scanner Imaging	4%	-5%	11%	-22%	-19%	46%	78%	-23%	156%	128%	-26%	-26%	-21%	64%	-8%	-24%	-19%	-51%	-62%	4%	-13%	1%
Security	16%	-40%	-9%	-71%	-27%	-14%	-14%	-62%	-31%	46%	150%	-21%	43%	61%	-3%	-33%	24%	80%	-60%	-26%	-5%	-23%
Tape Storage	17%	32%	-31%	-26%	53%	-39%	-53%	-2%	17%	-56%	4%	-87%	-50%	222%	24%	-21%	26%	151%	2258%	0%	30%	3%
Photo and Video Cameras	-68%	-81%	-66%	-93%	-49%	-32%	-98%	-79%	-44%	-84%	-33%	-97%	-75%	-57%	-51%	-61%	-44%	-61%	-58%	-63%	-55%	-59%

CONTEXT Covid-19 Weekly Report

Top Growth Category

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[Back to Contents](#)

Top Growth Categories in Western and Eastern Europe

% Change in sales through IT Distribution in Euros

4 Weeks to Week 20 (May 17 2020) vs Same Period 2019

Sorted by top growth categories and country size

Traffic Lights:	
Above	15%
Inbetween	
Below	-20%

Rank-W19	Rank-W20	Category	WESTERN EUROPE														EASTERN EUROPE					CATEGORY GROWTH		
			Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Austria	Belgium	Portugal	Denmark	Norway	Finland	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total
1	1	Smart Home Automation	53%	1127%	2458%	30%	0%	167%	-55%	-44%	2612%	0%	530%		-18%	654%		150%	-30%	19%	412%	212%	128%	212%
#N/A	2	Points of Sales	-9%	476%	-95%	-47%	-23%	-48%	-23%	-96%	-87%	-44%	-27%	-87%	-76%	-81%	26%	-60%	-6%	-100%	51886%	-16%	1841%	117%
4	3	Web Cameras	254%	53%	153%	54%	-16%	102%	39%	59%	11%	19%	54%	97%	75%	99%	115%	214%	84%	-21%	65%	88%	114%	91%
3	4	Headsets/Headphones and Microphones	101%	27%	92%	53%	139%	133%	33%	81%	3%	254%	64%	74%	197%	144%	47%	161%	144%	24%	193%	83%	106%	85%
5	5	Games Accessories	188%		243%	32%	2%	141%	126%	216%	122%	208%	287%	219%	28%	125%	-50%	87%	-37%	-12%	63%	113%	26%	81%
6	6	Graphics Cards	75%	120%	46%	-35%	5%	80%	27%	-1%	13%	-14%	-19%	-80%	115%	69%	35%	163%	172%	138%	-24%	52%	99%	60%
13	7	Wireless LAN Controllers	-30%	-45%	193%	-54%	-59%	-13%	49%	31%	5%	-52%	-60%	236%	143%	-55%	-34%	4222%	-46%	-99%	249%	-25%	739%	59%
9	8	Notebooks	49%	102%	57%	31%	27%	31%	15%	144%	47%	26%	19%	44%	-7%	15%	48%	41%	39%	27%	5%	51%	42%	49%
11	9	Tablet PCs	55%	78%	104%	-13%	-2%	65%	20%	67%	5%	-9%	126%	59%	80%	27%	62%	56%	92%	81%	9%	45%	64%	46%
8	10	Wireless Adapters	31%	39%	59%	0%	44%	11%	11%	30%	-16%	96%	10%	70%	101%	27%	97%	95%	132%	93%	-36%	33%	94%	43%
10	11	Security Software	58%	61%	49%	34%	15%	5%	-12%	8%	7%	46%	-11%	67%	18%	38%	68%	4%	-28%	116%	192%	41%	39%	41%
7	12	Processors	55%	26%	34%	38%	38%	25%	70%	-18%	10%	9%	-35%	98%	100%	95%	63%	40%	-2%	61%	4%	39%	43%	40%
14	13	Powerline Devices	24%	129%	143%	-46%	4%	89%	-10%	43%	10%	127%	-14%	-78%	15%	127%	38%	54%	75%	81%	-19%	31%	49%	32%
12	14	Notebook Workstations	18%	80%	28%	-4%	46%	95%	5%	26%	95%	68%	-27%	1%	5%	29%	49%	52%	105%	42%	-63%	29%	46%	30%
18	15	Mobile Computing Cases	59%	36%	85%	-10%	4%	0%	27%	4%	-23%	47%	80%	-37%	29%	21%	14%	41%	43%	12%	67%	28%	35%	28%
17	16	Monitors	44%	47%	-4%	-14%	41%	47%	-9%	50%	21%	42%	20%	14%	25%	23%	14%	33%	37%	23%	-29%	29%	22%	28%
26	17	All-In-One Inkjets	36%	8%	29%	-3%	14%	11%	15%	44%	40%	-19%	-1%	-6%	15%	15%	74%	82%	76%	32%	-49%	19%	67%	25%
15	18	Integrated Systems	-78%	35%	83%	146%	149%	-67%	80%	70%	226%	-84%	-83%	101%	-45%	35%	92%	503%	270%	-1%	-100%	16%	129%	21%
29	19	Telephony Accessories	87%	-23%	48%	-54%	-42%	-18%	-30%	-80%	-27%	118%	160%	489%	183%	159%	-56%	1065%	211%	-35%	976%	24%	-37%	20%
20	20	Games Software	-12%		56%	-59%	585%	55%	-30%	339%	0%	454%	-26%	128%	-54%	1849%	8%	8%	-53%	-59%	-14%	84%	-20%	17%
23	21	Docking Stations	51%	-1%	67%	-9%	-25%	2%	-32%	66%	30%	113%	7%	34%	-25%	-32%	84%	48%	-1%	56%	39%	13%	40%	15%
16	22	Network Routers	23%	3%	67%	-52%	36%	-10%	-23%	35%	-29%	205%	-43%	-22%	-26%	-47%	51%	37%	54%	33%	-62%	8%	43%	14%
19	23	Telephony and Conference Systems	10%	-45%	-5%	-9%	89%	419%	60%	58%	69%	35%	84%	1260%	590%	80%	-54%	58%	504%	-47%	65%	24%	-37%	13%
24	24	Digital Media Players	15%	34%	-22%	-11%	34%	-33%	17%	84%	-43%	-67%	164%	-11%	-8%	7%	46%	221%	-28%	427%	-85%	11%	86%	13%
33	25	Smart Watches	1%	61%	-31%	-56%	-15%	75%	56%	210%	-5%	-13%	23%	-61%	-7%	44%	-22%	-4%	36%	-42%	-72%	14%	2%	13%
31	26	Smart Lighting and Electricals	36%	55%	-89%	-83%	-8%	-7%	-13%	-43%	-73%	1088%	34%	220%	35%	-31%	-24%	117%	61%	354%	58%	9%	67%	11%
34	27	Keyboards and Key pads	20%	-15%	-9%	4%	17%	29%	-13%	-19%	23%	90%	-31%	9%	12%	74%	16%	32%	32%	-1%	-31%	9%	19%	11%
#N/A	28	Landline Telephones	-10%	-22%	-15%	-65%	-9%	46%	-9%	20%	-35%	77%	22%	117%	48%	-64%	459%	4%	-11%	-40%	-48%	-1%	166%	8%
28	29	Wireless Access Points	20%	-7%	28%	-30%	-26%	8%	30%	35%	-22%	52%	138%	-37%	28%	20%	-20%	58%	37%	58%	29%	5%	13%	6%
30	30	Smart Bands and Activity Trackers	-24%	59%	-52%	86%	-44%	28%	-42%	-78%	406%	-21%	-70%	379%	0%	-28%	7%	-39%	36%	-63%	-80%	8%	-12%	6%
22	31	Virtualisation Software	-8%	6%	33%	32%	31%	9%	-11%	44%	0%	-17%	-32%	252%	27%	-2%	56%	-68%	-59%	-54%	-56%	11%	-37%	6%
44	32	Ink Cartridges and Tanks	-1%	-13%	20%	22%	4%	-27%	-1%	-2%	-6%	47%	-2%	27%	-28%	32%	-13%	44%	-16%	-35%	-25%	6%	-3%	6%
43	33	LTO/Ultrium Media	24%	-29%	-13%	-23%	11%	14%	2%	-44%	11%	-52%	-21%	30%	-10%	12%	130%	-10%	37%	150%	583%	0%	86%	4%
#N/A	34	Scanners	5%	-5%	16%	-22%	-18%	49%	77%	-22%	159%	134%	-25%	-26%	-20%	68%	-7%	-12%	-21%	-51%	-62%	5%	-12%	3%
#N/A	35	Developer Tools Software	9%	-8%	-59%	-28%	1%	83%	55%	-33%	-4%	11%	8%	76%	99%	2%	-39%	31%	-28%	129%	1103%	0%	46%	3%
46	36	Mice	10%	-5%	3%	-31%	31%	-33%	-20%	-11%	-23%	123%	-73%	-26%	-13%	15%	7%	76%	57%	-12%	-19%	-4%	30%	2%
21	37	Network Management and Security Appliances	47%	-27%	-10%	-35%	-32%	113%	24%	-22%	51%	8%	79%	13%	8%	-17%	-2%	69%	-11%	50%	550%	1%	21%	2%
37	38	E-Readers	-25%	120%	122%	215%	50%	1%	-25%	-32%		767%	47%	296%	-36%	-33%	-40%	41%	103%	-28%	18%	2%	-11%	1%
36	39	Transceivers	6%	7%	8%	-25%	-34%	21%	-14%	-25%	-11%	-17%	40%	35%	30%	-7%	5%	120%	15%	-51%	-2%	-2%	15%	1%
#N/A	40	Disk Drives	7%	-54%	-17%	-29%	-34%	-22%	4%	-43%	-37%	184%	39%	90%	67%	-28%	34%	45%	-36%	32%	19%	-5%	25%	-1%
38	41	Office Applications Software	-1%	-17%	-46%	1%	2%	29%	7%	4%	15%	14%	1%	10%	15%	12%	45%	21%	-9%	13%	-13%	-4%	18%	-2%
2	42	Office Supplies and Furniture	5%	19%	-40%	-44%	-86%	8%	9%	33%	39%	-7%	-20%	-44%	-57%	36%	-49%	28%	30%	473%	1208%	-6%	21%	-3%
43	43	Servers (PC/Mac)	-21%	-34%	10%	-31%	7%	12%	49%	171%	-44%	14%	-24%	-15%	71%	22%	-6%	205%	13%	78%	-52%	-9%	23%	-3%
35	44	Wired Network Adapters	-7%	-31%	28%	19%	-47%	38%	46%	4%	-16%	-9%	-38%	106%	1%	-3%	117%	120%	-28%	23%	-54%	-10%	75%	-3%
43	45	Network Management Software	-25%	-10%	-23%	8%	21%	49%	-18%	-19%	-29%	-14%	5%	76%	47%	33%	28%	28%	-12%	-21%	99%	-4%	24%	-3%
#N/A	46	Mobile Computing Accessories and Parts	1%	1%	-14%	-26%	-36%	6%	-42%	-31%	6%	31%	71%	-15%	230%	-8%	148%	-31%	91%	15%	-35%	-4%	7%	-3%
30	47	Data Management Software	21%	-18%	-22%	26%	-5%	6%	20%	78%	-37%	-37%	172%	-27%	33%	-63%	45%	39%	-42%	-51%		6%	-45%	-4%
#N/A	48	Labelling Tapes	5%	-21%	-11%	-47%	-13%	28%	248%	-27%	-21%	-40%	78%	444%	290%	-70%	18%	47%	5%	-9%	27%	-6%	15%	-4%
48	49	Uninterruptable Power Supplies (UPS)	14%	-4%	-32%	-46%	-37%	5%	-30%	-28%	-6%	-47%	42%	-9%	7%	-23%	23%	-25%	-16%	-45%	-20%	-13%	12%	-4%
42	50	Warranties and Services	0%	-17%	-13%	2%	20%	6%	-27%	17%	-8%	-31%	-17%	16%	13%	8%	8%	-23%	4%	13%	-32%	-5%	-3%	-5%

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Top Decline Category

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[Back to Contents](#)

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Sorted by fastest declining categories and country size

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	WESTERN EUROPE															EASTERN EUROPE					CATEGORY GROWTH		
Category	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Austria	Belgium	Portugal	Denmark	Norway	Finland	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total	
Standalone GPS Devices	-100%	-96%	-97%	22%	-97%	-67%	-53%	-100%	-99%	-95%	-67%	-85%	-100%	-93%		-83%	-78%	-102%	-89%	-94%	-86%	-94%	
Presentation Devices	-80%	-34%	-91%	-94%	-69%	-54%	442%	-95%	-86%	-54%	-86%	-78%	-73%	-90%	-17%	-75%	-91%	-71%	-82%	-78%	-59%	-77%	
Privacy Screens	-66%	-76%	-56%	-78%	-80%	-75%	8%	-58%	-99%	-100%	-61%	-85%	-74%	-78%		-67%		35%	-98%	-72%	-42%	-72%	
Servers (Unix)	-81%	-47%	-95%	-50%	141%	168%	-100%	-95%	31%	-100%	-100%		0%	-16%	16%	0%	-100%	0%		-71%	-63%	-71%	
Smartphone Screen Protectors	-68%	-78%	-90%	-67%	-83%	78%		1634%	-94%	-87%		10%	-19%	-24%	-99%	-87%	-18%	-72%	-32%	-70%	-65%	-69%	
Smart Speakers	19%	-69%	-84%	-75%	-82%	33%	-46%	-18%	-98%	-18%	77%					1838%	-12%	-100%	295%	-64%	256%	-64%	
Portable Power Banks	-81%	-100%	-81%	-82%	-82%	18%	74%	-83%	-68%	-85%	-59%	-58%	-90%	-75%	236%	7%	-56%	0%	14%	-79%	7%	-63%	
Digital Cameras	-79%	-134%	-71%	-94%	-48%	-34%	-100%	-79%	115%	-85%	-89%	0%	-70%	29%	-34%	-62%	-46%	-47%	-59%	-69%	-55%	-62%	
Smartphone Protective Cases	-41%	-84%	-80%	-88%	-79%	23%	-4%	-68%	-41%	-69%	-7%	-14%	11%	20%	69%	-58%	17%	-27%		-65%	-5%	-60%	
Camera/Camcorder Accessories	-70%	-66%	-57%	-81%	-60%	-35%	-95%	-86%	-79%	-78%	-71%	-98%	-85%	-59%	-58%	-58%	-45%	-73%	-67%	-60%	-57%	-59%	
SAN Accessories	-81%	-63%	-64%	-69%	-19%	-90%	-81%	-50%	203%	89%	-98%	0%	-100%	-64%	638%	782%	9%	-81%	9587%	-70%	650%	-57%	
Dye Sublimation Printers	-68%	-78%	-91%	-92%	-42%	-52%	-61%	-26%	85%	-51%	1134%	81%	-93%	-57%	-3%	-2%	152%	-79%	-3%	-64%	92%	-57%	
3D Printers	-83%	-99%	-76%	0%	-98%	-66%	-86%	-85%	0%	-100%	-100%			-98%		-25%	597%	-100%		-72%	523%	-55%	
Smartphone/Tablet Chargers	-59%	-72%	-57%	-57%	-42%	-32%	-41%	-72%	-80%	-63%	-32%	-47%	-23%	-27%	72%	-14%	-1%	2%	-61%	-58%	7%	-54%	
SAN Switches and Directors	4%	-11%	103%	-48%	-72%	-48%	309%	-89%	-73%	-75%	-83%	40%	-100%	-63%	-89%	-7%	-5%	-97%	46%	-25%	-84%	-52%	
Desktop Thin Clients	-59%	-58%	-36%	-12%	-48%	2%	-68%	-39%	-62%	-97%	-63%	-49%	42%	-38%	-9%	-35%	33%	793%	-92%	-51%	-21%	-49%	
USB Memory	-45%	-72%	-33%	-74%	-73%	35%	15%	-47%	-63%	-59%	-58%	-48%	-51%	-30%	-2%	9%	-36%	34%	-46%	-56%	-9%	-49%	
Home Sound Systems	-75%	-61%	-37%	24%	213%	19%	-94%	-80%	-79%	49%	-34%	37%	-8%	211%	-37%	14%	-52%	204%	-86%	-51%	-29%	-48%	
Partner Rebates, Warehousing and Logistics	-36%	-20%	-14%	-68%	-86%	-38%	-91%	-79%	-61%	-15%	39%	-71%	129%	-40%	185%	-41%	103%	-46%	-100%	-47%	-38%	-46%	
Memory Cards	-43%	-72%	-11%	-41%	-68%	8%	48%	-16%	-36%	-68%	77%	134%	-64%	-34%	-36%	-44%	-36%	-39%	-48%	-48%	-40%	-46%	
Large Format/Plotter Printers	-35%	-87%	-47%	-71%	-62%	-65%	13%	-4%	-26%	-91%	-61%	101%	-25%	-44%	-2%	2%	-61%	-22%	56%	-50%	-14%	-46%	
Mobile Phones	-54%	-41%	-35%	-60%	-40%	61%	-29%	-80%	1%	-95%	-9%	15%	101%	-77%	-56%	-71%	-19%	-2%	-10%	-41%	-55%	-45%	
Label/Barcode/Receipt Printers	-26%	-18%	-85%	-34%	-45%	-19%	18%	-49%	-42%	-33%	-41%	-11%	-76%	-33%	41%	-19%	-13%	94%	264%	-52%	15%	-44%	
Server Accessories	-16%	-62%	16%	-33%	-52%	-47%	-60%	-56%	-52%	-35%	-12%	-32%	-12%	-42%	-36%	-45%	-77%	-70%	-81%	-43%	-45%	-43%	
Portable Speakers	-83%	-18%	44%	-74%	-88%	55%	-75%	-2%	-58%	-59%	-98%	463%	-57%	-57%	-54%	-41%	-39%	-79%	-8%	-40%	-50%	-41%	
MP3/MP4 Players	-14%	-18%	-68%	-61%	-93%	-37%	-94%	-61%	-89%	-93%	-82%	-100%	19%	26%	162%	-93%	12%	-31%	-9%	-39%	-57%	-40%	
Printer Accessories and Parts	-17%	-63%	-56%	-59%	-82%	-58%	27%	-15%	-64%	-55%	-60%	-9%	-27%	-56%	-6%	-39%	-68%	440%	-56%	-45%	-8%	-40%	
Copier-based MFPs	83%	-121%	-55%	-79%	-84%	-30%	-10%	42%	-84%	-96%	-85%	-26%	-54%	-32%	-9%	-63%	-39%	-24%	154%	-44%	-14%	-38%	
Displays Accessories	-17%	-49%	-53%	-61%	-38%	14%	-32%	-47%	-27%	-36%	-5%	-11%	13%	-49%	63%	-16%	-22%	182%	-72%	-38%	12%	-36%	
Long Life Consumables	-26%	-60%	-42%	-50%	-53%	-19%	-18%	-20%	-32%	-55%	-41%	-5%	-32%	-21%	-25%	-27%	-19%	-84%	23%	-40%	-23%	-36%	
Toner	-19%	-53%	-32%	-51%	-42%	-33%	-15%	-30%	-41%	-54%	-39%	-25%	-37%	-30%	-29%	-30%	-34%	-62%	41%	-35%	-29%	-34%	
Large Format Displays	-27%	-62%	-35%	-73%	-31%	1%	-16%	-39%	-5%	18%	-25%	-32%	-10%	-7%	154%	-27%	-47%	-27%	51%	-39%	38%	-34%	
Network Chassis	-52%	-66%	-13%	-38%	-54%	14%	20%	85%	119%	-96%	885%	584%	-72%	316%	8%	-26%	-99%	6651%		-39%	5%	-30%	
Projectors	-11%	-51%	-60%	-57%	-59%	-33%	-12%	-21%	134%	-63%	-52%	-53%	-12%	-16%	253%	-33%	-28%	-43%	-56%	-33%	-11%	-30%	
Server Enclosure	-66%	-53%	413%	24%	1202%	-28%	-85%	-29%	-94%	-53%	-44%	-100%		341%	-34%	47%	-10%	-97%	-88%	-24%	-41%	-28%	
Connectivity Switches (Data and KVM)	-40%	-12%	-83%	-16%	36%	-24%	-4%	119%	-43%	-13%	-90%	-25%	-17%	-73%	28%	-56%	-83%	-93%	36%	-31%	1%	-27%	
Desktop Workstations (PC/Mac)	-9%	-23%	-26%	-40%	-52%	3%	-29%	-18%	-49%	23%	8%	-9%	-21%	-28%	-37%	-13%	7%	-17%	-55%	-23%	-28%	-24%	
Desktops	-23%	-52%	-32%	-36%	-34%	-6%	10%	-18%	-36%	-26%	-55%	-22%	-18%	-28%	39%	12%	-25%	-17%	-45%	-31%	18%	-24%	
Televisions	-33%	4%	-44%	-74%	115%	41%	-98%	-32%	-61%	-29%	-68%	91%	93%	113%	9%	-9%	3%	-20%	-32%	-28%	-1%	-24%	
IP Cameras	16%	-45%	-8%	-73%	-27%	-16%	-14%	-62%	-30%	47%	150%	-20%	43%	60%	1%	-32%	32%	81%	-61%	-27%	-1%	-23%	
Print Media	-22%	16%	-22%	-48%	10%	-54%	38%	-16%	-85%	-70%	-52%	22%	-44%	-15%	-29%	53%	18%	-16%	-38%	-23%	-20%	-22%	
Hard Disk Drives (HDDs)	-35%	-22%	-25%	-39%	-38%	-21%	-22%	-48%	-39%	-1%	-9%	-3%	-27%	-19%	26%	5%	-11%	20%	-69%	-30%	13%	-22%	
Tape Libraries	-19%	-67%	-77%	-55%	9%	-67%	-77%	-38%	38%	423%	642%	-62%	-100%	0%	-14%	43%	-77%	703%	0%	-30%	16%	-22%	
Host Bus Adapters	-9%	-39%	-30%	-28%	-6%	1%	-27%	-24%	8%	-9%	-88%	306%	-18%	27%	23%	64%	-69%	124%	-95%	-26%	2%	-22%	
Disk Arrays	5%	-51%	19%	10%	4%	-78%	-11%	43%	6%	13%	12%	96%	-82%	-40%	-50%	20%	119%	-63%	29%	-19%	-32%	-21%	
Laser Printers	-15%	-32%	1%	-50%	-26%	24%	6%	-29%	-34%	-16%	-17%	-1%	-27%	-15%	-31%	-10%	119%	-28%	-58%	-20%	-20%	-20%	
Consoles Fixed	-88%	-44%	-87%	33%	-14%	895%	-96%		74%	-69%	0%	4057%	-67%		-8%	68%	14%	114%		-56%	-1%	-20%	
Network Expansion Modules	-17%	-1%	-37%	-49%	-53%	-26%	-42%	19%	14%	-66%	29%	-34%	-32%	-7%	-28%	122%	-13%	194%	-45%	-20%	-16%	-20%	
Storage Controllers	-14%	-36%	-15%	-24%	2%	-15%	-30%	-21%	-21%	-60%	24%	16%	-69%	-54%	45%	-36%	37%	57%	-80%	-24%	25%	-19%	
RAM Memory	15%	-45%	-5%	-56%	-7%	-12%	-14%	-47%	-22%	-1%	-57%	-20%	45%	-19%	-14%	50%	-33%	59%	-40%	-22%	-2%	-19%	

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Largest Category

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[Back to Contents](#)

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Inbetween	
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	WESTERN EUROPE															EASTERN EUROPE					CATEGORY GROWTH		
Category	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Austria	Belgium	Portugal	Denmark	Norway	Finland	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total	
Notebooks	49%	102%	57%	31%	27%	31%	15%	144%	47%	26%	19%	44%	-7%	15%	48%	41%	39%	27%	5%	51%	42%	49%	
Smartphones	-10%	1%	-33%	-15%	-41%	52%	30%	-17%	9%	-42%	64%	33%	4%	65%	-63%	-14%	13%	31%	-11%	-12%	-18%	-12%	
Warranties and Services	0%	-17%	-13%	2%	20%	6%	-27%	17%	-8%	-31%	-17%	16%	13%	8%	8%	-23%	4%	13%	-32%	-5%	-3%	-5%	
Tablet PCs	55%	78%	104%	-13%	-2%	65%	20%	67%	5%	-9%	126%	59%	80%	27%	62%	56%	92%	81%	9%	45%	64%	46%	
Desktops	-23%	-52%	-32%	-36%	-34%	-6%	10%	-18%	-36%	-26%	-55%	-22%	-18%	-28%	39%	12%	-25%	-17%	-45%	-31%	18%	-24%	
Ink Cartridges and Tanks	-1%	-13%	20%	22%	4%	-27%	-1%	-2%	-6%	47%	-2%	27%	-28%	32%	-13%	44%	-16%	-35%	-25%	6%	-3%	6%	
Monitors	44%	47%	-4%	-14%	41%	47%	-9%	50%	21%	42%	20%	14%	25%	23%	14%	33%	37%	23%	-29%	29%	22%	28%	
Toner	-19%	-53%	-32%	-51%	-42%	-33%	-15%	-30%	-41%	-54%	-39%	-25%	-37%	-30%	-29%	-30%	-34%	-62%	41%	-35%	-29%	-34%	
Processors	55%	26%	34%	38%	38%	25%	70%	-18%	10%	9%	-35%	98%	100%	95%	63%	40%	-2%	61%	4%	39%	43%	40%	
Office Applications Software	-1%	-17%	-46%	1%	2%	29%	7%	4%	15%	14%	1%	10%	15%	12%	45%	21%	-9%	13%	-13%	-4%	18%	-2%	
Network Switches	3%	-6%	-31%	-44%	-44%	13%	2%	-20%	-24%	-2%	10%	-20%	1%	-6%	15%	36%	9%	29%	18%	-14%	19%	-11%	
Solid State Drives (SSDs)	-11%	-26%	-11%	-25%	-19%	-15%	26%	-46%	-23%	-4%	-47%	-12%	-6%	13%	127%	17%	-3%	7%	-18%	-16%	50%	-5%	
Security Software	58%	61%	49%	34%	15%	5%	-12%	8%	7%	46%	-11%	67%	18%	38%	68%	4%	-28%	116%	192%	41%	39%	41%	
Operating Systems Software	-24%	-20%	-5%	0%	-25%	-6%	1%	-27%	38%	-29%	-25%	22%	67%	-3%	59%	14%	-7%	32%	-67%	-12%	25%	-9%	
Headsets/Headphones and Microphones	101%	27%	92%	53%	139%	133%	33%	81%	3%	254%	64%	74%	197%	144%	47%	161%	144%	24%	193%	83%	106%	85%	
Hard Disk Drives (HDDs)	-35%	-22%	-25%	-39%	-38%	-21%	-22%	-48%	-39%	-1%	-9%	-3%	-27%	-19%	26%	5%	-11%	20%	-69%	-30%	13%	-22%	
Data Management Software	21%	-18%	-22%	26%	-5%	6%	20%	78%	-36%	-37%	-57%	172%	-27%	33%	-63%	45%	39%	-42%	-51%	6%	-45%	-4%	
Servers (PC/Mac)	-21%	-34%	10%	-31%	7%	12%	48%	171%	-44%	14%	-24%	-15%	71%	22%	-6%	205%	13%	78%	-52%	-9%	23%	-3%	
RAM Memory	15%	-45%	-5%	-56%	-7%	-12%	-14%	-47%	-22%	-1%	-57%	-20%	45%	-19%	-14%	50%	-33%	59%	-40%	-22%	-2%	-19%	
Graphics and Design Software	-19%	-35%	26%	2%	-2%	-21%	-38%	-14%	-17%	-7%	96%	240%	-14%	-6%	22%	26%	101%	-25%	25%	-14%	36%	-12%	
Disk Arrays	5%	-51%	19%	10%	4%	-78%	-11%	43%	6%	13%	12%	96%	-82%	-40%	-50%	20%	119%	-63%	29%	-19%	-32%	-21%	
All-in-One Lasers	-13%	-27%	13%	-35%	-13%	33%	-7%	34%	-25%	-15%	-32%	-35%	-13%	-33%	-2%	-2%	22%	51%	-7%	-12%	1%	-8%	
Network Routers	23%	3%	67%	-52%	36%	-10%	-23%	35%	-29%	205%	-43%	-22%	-26%	-47%	51%	37%	54%	33%	-62%	8%	43%	14%	
Wireless Access Points	20%	-7%	28%	-30%	-26%	8%	30%	35%	-22%	52%	138%	-37%	28%	20%	-20%	58%	37%	58%	29%	5%	13%	6%	
All-in-One Inkjets	36%	8%	29%	-3%	14%	11%	15%	44%	40%	-19%	-1%	-6%	15%	15%	74%	82%	76%	32%	-49%	19%	67%	25%	
Televisions	-33%	4%	-44%	-74%	115%	41%	-98%	-32%	-61%	-29%	-68%	91%	93%	113%	9%	-9%	3%	-20%	-32%	-28%	-9%	-24%	
Graphics Cards	75%	120%	46%	-35%	5%	80%	27%	-1%	13%	-14%	-19%	-80%	115%	69%	35%	163%	172%	138%	-24%	52%	99%	60%	
Network Management Software	-25%	-10%	-23%	8%	21%	49%	-18%	-19%	-29%	-14%	-21%	5%	76%	47%	33%	28%	-12%	-21%	99%	-4%	24%	-3%	
Network Management and Security Appliances	47%	-27%	-10%	-35%	-32%	113%	24%	-22%	51%	8%	79%	13%	8%	-17%	-2%	69%	-11%	50%	550%	1%	21%	2%	
Virtualisation Software	-8%	6%	33%	32%	31%	9%	-11%	44%	0%	-17%	-32%	252%	27%	-2%	56%	-68%	-59%	-54%	-56%	11%	-37%	6%	
Large Format Displays	-27%	-62%	-35%	-73%	-31%	1%	-16%	-39%	-5%	18%	-25%	-32%	-10%	-7%	154%	-27%	-47%	-27%	51%	-39%	38%	-34%	
Docking Stations	51%	-1%	67%	-9%	-25%	2%	-32%	66%	30%	113%	7%	34%	-25%	-32%	84%	48%	-1%	56%	39%	13%	40%	15%	
Database Management Software	7%	-48%	143%	-39%	26%	-34%	1%	-30%	-45%	-3%	-25%	-24%	30%	-37%	89%	12%	-18%	16%	-25%	-10%	26%	-8%	
Smart Watches	1%	61%	-31%	-56%	-15%	75%	56%	210%	-5%	-13%	23%	-61%	-7%	44%	-22%	-4%	36%	-42%	-72%	14%	2%	13%	
Notebook Workstations	18%	80%	28%	-4%	46%	95%	5%	26%	95%	68%	-27%	1%	5%	29%	49%	52%	105%	42%	-63%	29%	46%	30%	
Desktop Workstations (PC/Mac)	-9%	-23%	-26%	-40%	-52%	3%	-29%	-18%	-49%	23%	8%	-9%	-21%	-28%	-37%	-13%	7%	-17%	-55%	-23%	-28%	-24%	
Transceivers	6%	7%	8%	-25%	-34%	21%	-14%	-25%	-11%	-17%	40%	35%	30%	-7%	5%	120%	15%	-51%	-2%	-2%	15%	1%	
Uninterruptable Power Supplies (UPS)	14%	-4%	-32%	-46%	-37%	5%	-30%	-28%	-6%	-47%	42%	-9%	7%	-23%	23%	-25%	-16%	-45%	-20%	-13%	12%	-4%	
Cables and Connectivity Adapters	-9%	-24%	-45%	-26%	-15%	3%	-23%	-22%	-23%	-3%	-22%	16%	2%	10%	72%	26%	-7%	-29%	-7%	-18%	33%	-14%	
Laser Printers	-15%	-32%	1%	-50%	-26%	24%	6%	-29%	-34%	-16%	-17%	-1%	-27%	-15%	-31%	-10%	119%	-28%	-58%	-20%	-20%	-20%	
Integrated Systems	-78%	35%	83%	146%	149%	-67%	80%	70%	226%	-84%	-83%	101%	-45%	35%	92%	503%	270%	-1%	-100%	16%	129%	21%	
Keyboards and Keypads	20%	-15%	-9%	4%	17%	29%	-13%	-19%	23%	90%	-13%	9%	12%	74%	16%	32%	32%	-1%	-31%	9%	19%	11%	
Mobile Computing Cases	59%	36%	85%	-10%	4%	0%	27%	4%	-23%	47%	80%	-37%	29%	21%	14%	41%	43%	12%	67%	28%	35%	28%	
Long Life Consumables	-26%	-60%	-42%	-50%	-53%	-19%	-18%	-20%	-32%	-55%	-41%	-5%	-32%	-21%	-25%	-27%	-19%	-84%	23%	-40%	-23%	-36%	
Developer Tools Software	9%	-8%	-59%	-28%	1%	83%	55%	-33%	-4%	11%	8%	76%	99%	2%	-39%	31%	-28%	129%	1103%	0%	46%	3%	
Projectors	-11%	-51%	-60%	-57%	-59%	-33%	-12%	-21%	134%	-63%	-52%	-53%	-12%	-16%	253%	-33%	-28%	-43%	-56%	-33%	-11%	-30%	
Mice	10%	-5%	3%	-31%	31%	-33%	-20%	-11%	23%	123%	-73%	-26%	-13%	15%	7%	76%	57%	-12%	-19%	-4%	30%	2%	
Network Expansion Modules	-17%	-1%	-37%	-49%	-53%	-26%	-42%	19%	14%	-66%	29%	-34%	-32%	-7%	-28%	122%	-13%	194%	-45%	-20%	-16%	-20%	
NAS Devices	12%	-17%	-19%	-43%	-48%	-24%	9%	12%	-12%	-26%	96%	-43%	-11%	-21%	40%	13%	-19%	24%	-43%	-12%	10%	-10%	
Digital Media Players	15%	34%	-22%	-11%	34%	-33%	17%	84%	-43%	-67%	164%	-11%	-8%	7%	46%	221%	-28%	427%	-85%	11%	86%	13%	

CONTEXT Covid-19 Weekly Report

Channel

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[Back to Contents](#)

Channel Performance in Western and Eastern Europe

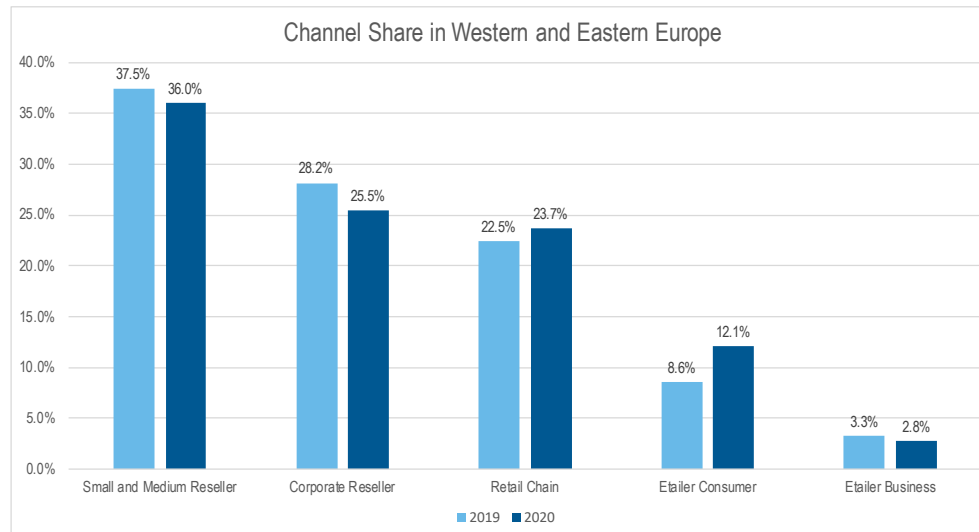
% Change in sales through IT Distribution in Euros

4 Weeks to Week 20 (May 17 2020) vs Same Period 2019

Sorted by largest country

Traffic Lights:	
Above	15%
Inbetween	
Below	-20%

		WESTERN EUROPE														EASTERN EUROPE					CHANNEL GROWTH		
Business Sectors	Channel	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Austria	Belgium	Portugal	Denmark	Norway	Finland	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total
Business Channels	Corporate Reseller	-6%	5%	3%	-12%	-11%	-10%	-11%	-3%	-1%	-24%	-21%	14%	-11%	-5%	-9%	-22%	-17%	-22%	76%	-3%	-10%	-4%
	Small and Medium Reseller	6%	-11%	19%	-13%	2%	8%	12%	-7%	-8%	22%	-12%	33%	3%	6%	-4%	23%	2%	7%	-9%	2%	5%	2%
	Etailer Business	5%	-7%	1%	-38%	-42%	0%	-28%	-49%	23%	21%	4%	29%	-17%	-20%	-31%	41%	-36%	-35%	-52%	-10%	-23%	-11%
Retail Channels	Etailer Consumer	48%	89%	68%	-16%	66%	49%	65%	48%	94%	-2%	92%	59%	78%	48%	-7%	47%	7%	85%	-14%	55%	15%	49%
	Retail Chain	27%	-3%	-28%	5%	-29%	38%	0%	56%	27%	-8%	77%	-11%	38%	37%	76%	21%	58%	44%	-9%	5%	45%	12%



CONTEXT Covid-19 Weekly Report

Largest Industries Business

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[Back to Contents](#)

Largest Industries in Business Channel

% Change in sales through IT Distribution in Euros

4 Weeks to Week 20 (May 17 2020) vs Same Period 2019

Sorted by largest industries and country size in Business Channel

Traffic Lights:	
Above	15%
Inbetween	
Below	-20%

	WESTERN EUROPE															EASTERN EUROPE					INDUSTRY SECTOR GROWTH		
Industry Sector	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Austria	Belgium	Portugal	Denmark	Norway	Finland	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total	
Mobile Computing	44%	94%	147%	30%	38%	44%	0%	63%	40%	72%	6%	37%	-14%	19%	35%	58%	21%	3%	-19%	56%	35%	54%	
Software and Licences	1%	-7%	-8%	2%	10%	-5%	-3%	-18%	3%	37%	-5%	44%	13%	-6%	-27%	-19%	-17%	12%	-4%	-1%	-20%	-3%	
Telecommunications	-35%	-6%	34%	-52%	-42%	66%	-9%	-39%	-14%	-36%	66%	94%	13%	159%	-69%	33%	-14%	-12%	7%	-4%	-11%	-5%	
Printing Consumables	-18%	-47%	-19%	-32%	-23%	-37%	-14%	-16%	-29%	-45%	-31%	-7%	-36%	-10%	-26%	-14%	-34%	-60%	7%	-26%	-23%	-25%	
Computing Components	19%	-22%	15%	-30%	-8%	-8%	-14%	-38%	-13%	-5%	-65%	26%	15%	28%	-1%	34%	-31%	64%	-17%	-6%	5%	-4%	
Displays	-1%	-39%	-31%	-51%	-23%	9%	-20%	-27%	-15%	9%	-18%	-5%	-20%	-11%	17%	-22%	-25%	-33%	-26%	-24%	-10%	-22%	
Warranties and Services	-1%	-18%	-13%	1%	18%	4%	-28%	17%	-8%	-31%	-26%	13%	14%	6%	3%	-26%	3%	12%	-34%	-6%	-6%	-6%	
Disk Storage	-24%	-42%	-7%	-25%	-18%	-45%	-14%	-29%	-21%	-2%	-36%	6%	-56%	-31%	-3%	7%	5%	-34%	-21%	-28%	-4%	-24%	
Desktop Computing	-37%	-55%	-20%	-42%	-43%	-19%	-12%	-43%	-41%	-25%	-54%	-18%	-33%	-40%	3%	7%	-15%	-38%	-55%	-39%	-4%	-34%	
Networking Systems	-8%	-9%	-16%	-47%	-17%	-7%	-9%	-23%	-25%	40%	-9%	-27%	-17%	-26%	-5%	-3%	3%	-4%	-10%	-17%	-4%	-15%	
Audio-Video Systems	75%	1%	87%	37%	137%	122%	13%	104%	-37%	89%	-11%	52%	98%	62%	20%	54%	79%	-8%	-24%	49%	35%	48%	
Printing	-23%	-39%	-43%	-54%	-39%	-40%	-5%	-26%	-47%	-36%	-58%	31%	-48%	-49%	-30%	-29%	25%	-13%	-17%	-37%	-22%	-34%	
Computing Accessories	30%	2%	42%	-13%	-4%	10%	-12%	7%	-9%	84%	-2%	8%	-12%	-12%	22%	19%	13%	7%	6%	8%	17%	9%	
Server Computing	-53%	-27%	16%	-12%	21%	-17%	13%	113%	-8%	-25%	-44%	24%	66%	25%	-28%	154%	0%	47%	-60%	-17%	-3%	-15%	
Data Center Networking and Security	11%	-27%	-9%	-49%	-39%	57%	6%	-64%	14%	-32%	-36%	7%	-25%	-20%	-60%	10%	-26%	-44%	170%	-15%	-50%	-21%	
Wireless Networking	-3%	-26%	15%	-33%	-34%	1%	-6%	12%	-34%	10%	-12%	-37%	34%	-9%	-28%	292%	10%	35%	46%	-14%	59%	-8%	
Other Networking Equipment	-3%	-7%	4%	-25%	-32%	12%	-19%	-24%	-27%	-13%	-19%	83%	26%	1%	31%	86%	-2%	-54%	-9%	-9%	31%	-3%	
Power Equipment	-5%	-24%	-24%	-40%	-37%	-1%	-21%	-28%	-27%	-39%	-45%	-18%	-13%	-9%	-24%	-19%	-18%	-42%	-17%	-20%	-24%	-21%	
Wearable Devices	119%	15%	-17%	-35%	-38%	4%	-46%	450%	-36%	-46%	78%	-80%	-29%	-63%	84%	-4%	15%	-63%	-54%	3%	4%	3%	
Connectivity	-8%	-18%	-30%	-22%	-6%	-6%	-29%	-25%	-16%	-18%	-31%	31%	-13%	13%	57%	31%	-18%	-38%	3%	-15%	29%	-11%	
Games Consoles	207%		-10%	208%	83%	140%	52%	-14%	-30%	444%	-32%	6%	20%	471%	-85%	-9%	538%	67%	64%	74%	22%	49%	
Smart Home and Office	35%	67%	4%	119%	-91%	-33%	32%	-66%	-99%	1124%	-70%	523%	-71%	18%	221%	153%	26%	50%	9%	-27%	87%	-26%	
Terminals, Thin Clients and Points of Sales	-56%	42%	-77%	-23%	-26%	-14%	-58%	-75%	-63%	-89%	-51%	-83%	-45%	-37%	-27%	-38%	-11%	-87%	5048%	-44%	540%	-16%	
Removable Storage	-20%	-61%	-28%	-44%	-62%	15%	24%	-58%	-57%	19%	-23%	-48%	-54%	-28%	-26%	-11%	-33%	42%	-41%	-34%	-18%	-32%	
Electronics	-50%	-47%	-34%	-23%	-67%	-74%	51%	-65%	-39%	-42%	-71%	-83%	-76%	-48%	218%	-59%	-22%	-86%	-43%	-51%	69%	-31%	
Unified Communications	-13%	-54%	-18%	-75%	-38%	3%	-86%	-55%	-66%	-19%	43%	-13%	370%	-11%	1%	-15%	51%	449%	-52%	-35%	4%	-28%	
Scanner Imaging	-14%	-23%	8%	-29%	-24%	11%	58%	-42%	189%	-5%	-49%	-63%	-49%	-9%	-23%	-50%	-51%	-81%	-71%	-13%	-32%	-16%	
Security	21%	-66%	51%	-54%	1%	-23%	72%	-63%	-15%	94%	-2%	-2%	4%	138%	-21%	-39%	4%	52%	-70%	-13%	-21%	-15%	
Tape Storage	12%	33%	-31%	-30%	52%	-39%	-59%	-6%	15%	-55%	-15%	-88%	-54%	223%	22%	-28%	26%	-31%	2304%	-3%	23%	-1%	
Photo and Video Cameras	-56%	-70%	-44%	-92%	382%	-60%	-22%	-82%	-51%	-73%	-93%	-94%	-76%	-14%	-21%	-84%	-48%	-72%	-58%	-53%	-67%	-60%	

CONTEXT Covid-19 Weekly Report

Largest Industries Consumer

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[Back to Contents](#)

Largest Industries in Consumer Channel

% Change in sales through IT Distribution in Euros

4 Weeks to Week 20 (May 17 2020) vs Same Period 2019

Sorted by largest industries and country size in Consumer Channel

Traffic Lights:

Above	15%
Inbetween	
Below	-20%

Industry Sector	WESTERN EUROPE														EASTERN EUROPE					INDUSTRY SECTOR GROWTH		
	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Austria	Belgium	Portugal	Denmark	Norway	Finland	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total
Mobile Computing	56%	109%	8%	-9%	7%	34%	82%	192%	38%	-6%	110%	71%	47%	15%	56%	34%	62%	60%	42%	39%	49%	41%
Software and Licences	94%	230%	8%	173%	359%	135%	342%	1206%	46%	74%	119%	814%	191%	311%	242%	42%	22%	12%	-17%	179%	72%	147%
Telecommunications	-2%	-9%	-54%	-13%	-41%	52%	63%	-8%	35%	-44%	46%	-12%	5%	28%	-52%	-26%	31%	44%	-30%	-16%	-21%	-17%
Printing Consumables	19%	-10%	20%	31%	-16%	-12%	60%	-13%	-26%	63%	-20%	28%	-24%	66%	-25%	66%	12%	-39%	-26%	12%	-9%	9%
Computing Components	133%	192%	56%	74%	45%	135%	74%	35%	188%	32%	247%	-6%	142%	199%	93%	117%	104%	97%	-16%	109%	100%	107%
Displays	61%	120%	-28%	25%	124%	65%	-72%	176%	58%	18%	100%	-5%	97%	98%	44%	35%	54%	50%	-38%	45%	39%	44%
Warranties and Services	25%	553%	-5%	357%	462%	74%	0%	-25%	15%	-6%	204%	1087%	-8%	111%	331%	83%	23%	104%	66%	82%	153%	87%
Disk Storage	17%	28%	-15%	-37%	-35%	0%	27%	37%	-13%	1%	81%	24%	33%	68%	152%	25%	0%	80%	-57%	9%	68%	23%
Desktop Computing	23%	3%	-55%	7%	-10%	23%	110%	59%	-16%	-18%	-28%	-29%	38%	14%	97%	15%	-31%	82%	13%	2%	51%	12%
Networking Systems	51%	59%	69%	-38%	35%	91%	-4%	57%	-11%	88%	145%	18%	132%	49%	146%	186%	98%	200%	-52%	40%	140%	59%
Audio-Video Systems	67%	8%	55%	2%	45%	55%	3%	49%	24%	173%	163%	31%	154%	117%	37%	154%	78%	25%	192%	49%	87%	52%
Printing	31%	17%	55%	26%	7%	65%	27%	96%	82%	-32%	38%	44%	70%	31%	40%	92%	97%	82%	-33%	33%	57%	38%
Computing Accessories	44%	27%	-6%	-17%	17%	-2%	13%	12%	-23%	87%	-14%	8%	57%	32%	54%	68%	63%	20%	-12%	20%	55%	25%
Server Computing	387%	23%	21%	751%	699%	134%	-11%	32%	-22%	2065%	285%	71%	91%	296%	288%	-1190%	15%	885%	-1%	148%	359%	213%
Data Center Networking and Security	166%	209%	-4%	422%	74%	-10%	132%	1102%	566%	9511%	855%	88%	835%	-1%	671%	804%	467%	3003%	6837%	112%	808%	177%
Wireless Networking	51%	155%	120%	-22%	-6%	32%	157%	112%	175%	333%	865%	3%	23%	147%	41%	246%	139%	110%	-18%	66%	110%	69%
Other Networking Equipment	24%	100%	108%	-44%	-18%	82%	59%	54%	8%	108%	-594%	84%	121%	121%	205%	9%	112%	90%	40%	28%	122%	33%
Power Equipment	66%	-23%	-28%	-54%	-31%	57%	48%	74%	18%	-51%	166%	94%	2%	63%	94%	22%	-4%	85%	-50%	9%	68%	30%
Wearable Devices	-9%	37%	-40%	-61%	-24%	22%	19%	160%	46%	7%	11%	67%	6%	21%	-11%	-14%	26%	-55%	-79%	8%	-9%	6%
Connectivity	-13%	-35%	-75%	-35%	-21%	14%	-3%	-5%	-66%	27%	95%	-59%	44%	-6%	136%	9%	17%	101%	-37%	-25%	38%	-20%
Games Consoles	77%		115%	-46%	-4%	116%	193%	58%	325%	82%	364%	774%	322%	89%	-29%	10%	-25%	-15%	58%	34%	4%	18%
Smart Home and Office	19%	-27%	-50%	-53%	-50%	56%	-40%	-32%	232%	350%	289%	154%	6%	83%	-82%	397%	147%	455%	171%	-21%	216%	-20%
Terminals, Thin Clients and Points of Sales	128%	379%	-94%	2296%	-26%	44%	-47%	2646%	2814%	-87%	9%	48%		270%	93%	-23%	993%	2891%	-90%	169%	86%	144%
Removable Storage	-40%	-75%	-7%	-72%	-71%	5%	65%	31%	-37%	-51%	11%	174%	-48%	-36%	-9%	-10%	-37%	-60%	-42%	-52%	-23%	-47%
Electronics	146%	-96%	-95%	229%	-87%	-44%	-65%	-95%	-40%	-71%	-53%	74%	-19%	-60%	245%	158%	71%	-96%	-86%	-64%	91%	-52%

CONTEXT Covid-19 Weekly Report

Largest Category Business

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[Back to Contents](#)

Top categories in Business Channel

% Change in sales through IT Distribution in Euros
4 Weeks to Week 20 (May 17 2020) vs Same Period 2019

Sorted by largest categories and country size in Business Channel

	WESTERN EUROPE														EASTERN EUROPE				
Category	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Austria	Belgium	Portugal	Denmark	Norway	Finland	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia
Notebooks	41%	95%	137%	48%	43%	46%	-7%	75%	49%	90%	1%	31%	-22%	15%	34%	56%	13%	5%	-13%
Smartphones	-38%	3%	39%	-52%	-43%	56%	-11%	-41%	-14%	-35%	72%	87%	7%	190%	-74%	37%	-20%	-2%	7%
Warranties and Services	-1%	-18%	-13%	1%	18%	4%	-28%	17%	-8%	-31%	-26%	13%	14%	6%	3%	-26%	3%	12%	-34%
Tablet PCs	60%	91%	232%	-14%	11%	27%	25%	47%	-5%	-14%	74%	71%	61%	33%	40%	76%	63%	-23%	-30%
Desktops	-38%	-59%	-19%	-41%	-42%	-19%	-8%	-44%	-40%	-28%	-58%	-16%	-33%	-40%	18%	12%	-19%	-38%	-54%
Ink Cartridges and Tanks	-10%	-19%	11%	-3%	5%	-40%	-13%	7%	15%	-11%	25%	21%	-34%	14%	-17%	32%	-40%	-39%	-17%
Monitors	18%	-8%	-25%	-31%	-18%	20%	-16%	-15%	21%	21%	3%	27%	-17%	-3%	1%	-16%	-8%	-9%	-42%
Toner	-21%	-57%	-34%	-52%	-42%	-36%	-19%	-30%	-41%	-58%	-41%	-26%	-38%	-40%	-28%	-37%	-37%	-65%	40%
Processors	22%	1%	30%	9%	-4%	6%	18%	-28%	-7%	-9%	-65%	86%	0%	78%	24%	55%	-47%	54%	7%
Office Applications Software	-3%	-20%	-46%	0%	1%	29%	4%	-9%	17%	15%	1%	4%	14%	3%	37%	24%	-7%	10%	-21%
Network Switches	-6%	-4%	-32%	-48%	-46%	-3%	-1%	-24%	-24%	-5%	4%	-24%	-11%	-9%	-7%	8%	-2%	-4%	4%
Solid State Drives (SSDs)	-15%	-32%	-9%	-30%	-23%	-31%	-5%	-60%	-29%	-1%	-60%	-20%	-30%	-5%	77%	17%	3%	-20%	-7%
Security Software	51%	44%	52%	29%	13%	-4%	-13%	-29%	3%	37%	-19%	62%	2%	32%	-3%	-20%	-41%	103%	122%
Operating Systems Software	-26%	-21%	-6%	-1%	-30%	-10%	-1%	-34%	38%	-32%	-29%	2%	54%	-7%	77%	-3%	-14%	29%	-57%
Headsets/Headphones and Microphones	82%	20%	96%	81%	180%	179%	21%	118%	-25%	166%	23%	61%	123%	79%	53%	19%	132%	-21%	-10%
Hard Disk Drives (HDDs)	-47%	-31%	-26%	-33%	-27%	-25%	-31%	-57%	-38%	23%	-20%	1%	-51%	-43%	-12%	-13%	-22%	11%	-60%
Data Management Software	19%	-19%	-22%	23%	-7%	2%	17%	76%	-39%	-38%	-62%	169%	-28%	31%	-70%	44%	20%	-34%	-52%
Servers (PC/Mac)	-27%	-36%	10%	-35%	0%	3%	58%	177%	-47%	-2%	-30%	-21%	72%	19%	-23%	175%	13%	71%	-53%
RAM Memory	0%	-49%	-5%	-58%	-21%	-25%	-28%	-51%	-25%	-7%	-64%	-16%	42%	-27%	-28%	-8%	-38%	68%	-45%
Graphics and Design Software	-19%	-35%	26%	2%	-2%	-23%	-39%	-14%	-16%	-7%	58%	229%	-47%	-7%	24%	27%	127%	-26%	25%
Disk Arrays	2%	-52%	19%	6%	3%	-80%	-11%	45%	5%	-18%	13%	54%	-83%	-40%	-59%	16%	102%	-67%	29%
All-in-One Lasers	-26%	-44%	-23%	-58%	-30%	-42%	-16%	13%	-35%	-25%	-53%	-60%	-22%	-45%	-31%	-38%	-6%	-45%	-16%
Network Routers	-17%	-24%	57%	-34%	29%	-29%	-39%	-7%	-40%	224%	-62%	-49%	-50%	-61%	0%	-32%	27%	-6%	-36%
Wireless Access Points	-1%	-26%	6%	-30%	-35%	2%	-3%	15%	-36%	8%	1%	-46%	34%	-7%	-29%	-6%	10%	48%	53%
All-in-One Inkjets	22%	16%	-8%	-10%	4%	-14%	34%	-30%	-41%	54%	-33%	-18%	-48%	-16%	-43%	7%	11%	-5%	-43%
Televisions	-44%	-65%	-30%	-75%	19%	24%	-70%	-34%	-62%	7%	-83%	64%	236%	-53%	49%	-23%	-28%	-61%	192%
Graphics Cards	64%	47%	40%	-33%	36%	17%	15%	-39%	3%	3%	-56%	-6%	-11%	3%	36%	13%	51%	89%	-9%
Network Management Software	-26%	-11%	-25%	8%	20%	44%	-21%	-20%	-32%	-19%	-27%	1%	54%	48%	23%	16%	4%	-34%	68%
Network Management and Security Appliances	45%	-31%	-11%	-40%	-34%	136%	27%	-59%	48%	4%	79%	13%	2%	-21%	-26%	23%	-18%	36%	392%
Virtualisation Software	-11%	4%	32%	30%	28%	-5%	-16%	42%	-10%	-35%	-42%	231%	21%	-3%	40%	-68%	-65%	-60%	-60%
Large Format Displays	-34%	-65%	-35%	-75%	-31%	-6%	-19%	-50%	-14%	22%	-35%	-34%	-34%	-8%	92%	-30%	-58%	-37%	31%
Docking Stations	43%	-1%	68%	-10%	-26%	2%	-32%	42%	35%	114%	9%	32%	-26%	-39%	77%	25%	3%	49%	23%
Database Management Software	7%	-49%	144%	-39%	20%	-32%	-1%	-31%	-42%	2%	-26%	-24%	29%	-38%	88%	8%	-18%	9%	-45%
Notebook Workstations	-1%	78%	24%	-8%	40%	73%	-2%	-7%	83%	68%	-47%	-26%	-9%	28%	22%	44%	98%	15%	-71%
Desktop Workstations (PC/Mac)	-26%	-27%	-26%	-47%	-53%	-21%	-32%	-33%	-52%	28%	-13%	-25%	-31%	-35%	-61%	-21%	11%	-32%	-61%
Transceivers	6%	6%	9%	-27%	-37%	22%	-19%	-27%	-11%	-17%	9%	34%	34%	-6%	2%	121%	12%	-57%	-14%
Uninterruptable Power Supplies (UPS)	3%	-5%	-30%	-50%	-45%	-10%	-35%	-44%	-14%	-46%	-35%	-33%	-11%	-29%	-9%	-39%	-26%	-61%	-23%
Cables and Connectivity Adapters	-6%	-21%	-26%	-21%	-8%	-6%	-30%	-26%	-15%	-21%	-27%	41%	-14%	20%	60%	37%	-15%	-39%	2%
Laser Printers	-29%	-43%	19%	-62%	-32%	48%	-11%	-47%	-41%	-37%	-25%	-25%	-55%	-34%	-43%	-31%	162%	-41%	-60%
Integrated Systems	-78%	35%	83%	146%	149%	-68%	80%	72%	370%	-84%	-83%	101%	-54%	35%	84%	503%	270%	-87%	-100%
Keyboards and Keypads	6%	-28%	3%	-3%	21%	-11%	-10%	-21%	25%	90%	-22%	-12%	7%	25%	8%	7%	33%	-13%	-22%
Long Life Consumables	-26%	-65%	-46%	-51%	-56%	-24%	-20%	-21%	-34%	-56%	-42%	-4%	-34%	-31%	-26%	-30%	-25%	-80%	10%
Developer Tools Software	8%	-7%	-59%	-31%	2%	84%	55%	-33%	-4%	10%	11%	74%	92%	0%	-40%	21%	-28%	128%	1103%
Projectors	-16%	-70%	-66%	-58%	-72%	-51%	-23%	-31%	-38%	-67%	-65%	-62%	-48%	-23%	344%	-42%	-43%	-84%	-45%
Network Expansion Modules	-20%	-1%	-37%	-54%	-55%	-28%	-61%	11%	15%	-66%	2%	-38%	-35%	1%	-30%	52%	-20%	137%	-49%
VOIP Systems	-13%	-56%	-18%	-74%	-36%	3%	-86%	-58%	-66%	-19%	48%	-17%	370%	-24%	-2%	-16%	53%	422%	-53%
Servers (Unix)	-81%	-43%	-95%	-50%	104%	-18%	-100%	-95%	-32%	-100%	-100%			-16%	-100%		-100%		

Traffic Lights:	
Above	15%
Inbetween	
Below	-20%

CATEGORY GROWTH		
WE	EE	Total
58%	33%	55%
-4%	-9%	-4%
-6%	-6%	-6%
56%	53%	56%
-40%	5%	-33%
-5%	-7%	-5%
-5%	-8%	-5%
-37%	-29%	-36%
11%	21%	13%
-6%	16%	-4%
-18%	-3%	-17%
-23%	36%	-15%
32%	-3%	30%
-15%	25%	-12%
70%	49%	69%
-38%	-14%	-35%
4%	-51%	-6%
-13%	8%	-9%
-31%	-23%	-30%
-15%	42%	-13%
-21%	-40%	-24%
-34%	-30%	-33%
-11%	-6%	-11%
-15%	-11%	-14%
4%	-10%	3%
-38%	-25%	-35%
31%	28%	30%
-6%	15%	-5%
-2%	-6%	-2%
8%	-42%	2%
-43%	9%	-40%
10%	32%	11%
-11%	22%	-8%
17%	31%	18%
-32%	-46%	-34%
-3%	12%	-1%
-20%	-16%	-18%
-15%	31%	-10%
-31%	-30%	-31%
17%	111%	21%
-4%	7%	-2%
-42%	-25%	-38%
0%	41%	2%
-50%	-21%	-46%
-22%	-23%	-22%
-36%	2%	-29%
-73%	-77%	-73%

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[Back to Contents](#)

Largest Categories in Consumer Channel

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4 Weeks to Week 20 (May 17 2020) vs Same Period 2019

Sorted by largest categories and country size in Consumer Channel

Traffic Lights:	
Above	15%
Inbetween	
Below	-20%

	WESTERN EUROPE															EASTERN EUROPE					CATEGORY GROWTH		
Category	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Austria	Belgium	Portugal	Denmark	Norway	Finland	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total	
Notebooks	58%	129%	1%	-8%	12%	16%	117%	226%	43%	-7%	73%	83%	34%	14%	55%	33%	56%	50%	42%	40%	47%	42%	
Smartphones	-2%	0%	-54%	-7%	-41%	50%	67%	-8%	37%	-43%	52%	-12%	3%	31%	-59%	-25%	32%	49%	-29%	-15%	-21%	-15%	
Warranties and Services	25%	553%	-5%	357%	462%	74%	0%	-25%	15%	-6%	204%	1087%	-8%	111%	331%	83%	23%	104%	66%	82%	153%	87%	
Tablet PCs	49%	45%	37%	-12%	-9%	102%	2%	87%	20%	-5%	201%	-55%	104%	26%	81%	37%	113%	511%	46%	33%	74%	36%	
Desktops	19%	0%	-56%	0%	-9%	18%	108%	55%	-18%	-18%	-39%	-37%	36%	12%	93%	14%	-32%	83%	10%	-1%	48%	8%	
Ink Cartridges and Tanks	24%	-9%	29%	36%	3%	-10%	76%	-11%	-23%	72%	-24%	33%	-21%	116%	-9%	72%	33%	-32%	-30%	19%	2%	17%	
Monitors	69%	177%	30%	50%	138%	85%	31%	292%	19%	116%	106%	-10%	107%	93%	35%	80%	80%	76%	24%	91%	60%	84%	
Toner	5%	-26%	-18%	-36%	-44%	-22%	33%	-28%	-45%	-12%	-13%	-18%	-26%	13%	-37%	51%	-22%	-46%	76%	-19%	-25%	-20%	
Processors	193%	198%	78%	86%	76%	132%	167%	18%	331%	58%	318%	104%	204%	188%	217%	30%	118%	79%	0%	144%	85%	128%	
Office Applications Software	30%	59%	-68%	103%	82%	21%	385%	1098%	-10%	-8%	-6%	493%	35%	264%	151%	15%	-28%	112%	87%	64%	26%	51%	
Network Switches	98%	-35%	2%	36%	-15%	167%	24%	47%	-31%	114%	201%	51%	137%	71%	203%	251%	117%	432%	132%	46%	211%	78%	
Solid State Drives (SSDs)	-2%	57%	-18%	14%	-10%	42%	95%	47%	75%	-13%	76%	49%	26%	148%	346%	18%	-8%	82%	-38%	14%	74%	29%	
Security Software	410%	328%	-3%	197%	56%	566%	150%	3609%	93%	201%	242%	677%	882%	436%	4545%	334%	330%	304%	1484%	304%	1127%	336%	
Operating Systems Software	19%	52%	76%	105%	463%	43%	58%	272%	16%	-3%	159%	764%	243%	130%	-7%	66%	56%	50%	-87%	83%	24%	58%	
Headsets/Headphones and Microphones	132%	33%	86%	30%	108%	95%	47%	55%	76%	295%	241%	123%	253%	181%	44%	273%	149%	49%	348%	97%	137%	101%	
Hard Disk Drives (HDDs)	45%	13%	-15%	-55%	-49%	-11%	-9%	41%	-45%	-38%	105%	-6%	51%	73%	96%	39%	9%	40%	-77%	1%	61%	17%	
RAM Memory	119%	114%	-20%	67%	38%	109%	110%	39%	124%	53%	227%	-45%	57%	94%	176%	170%	-21%	30%	-20%	93%	117%	100%	
All-in-One Lasers	11%	88%	103%	109%	36%	234%	52%	133%	79%	88%	64%	24%	10%	-2%	40%	70%	53%	149%	27%	55%	47%	52%	
Network Routers	40%	200%	84%	-63%	92%	25%	-13%	62%	46%	72%	93%	5%	121%	38%	122%	152%	87%	93%	-75%	38%	109%	51%	
Wireless Access Points	52%	171%	133%	-30%	-12%	29%	162%	112%	207%	379%	898%	-1%	-6%	156%	20%	277%	136%	108%	-16%	68%	104%	70%	
All-in-One Inkjets	45%	4%	63%	3%	19%	23%	0%	85%	94%	-48%	23%	31%	98%	31%	134%	114%	126%	52%	-53%	30%	107%	39%	
Televisions	-17%	47%	-48%	-51%	186%	57%	-99%	-25%	-61%	-88%	28%	434%	62%	373%	-19%	-1%	10%	26%	-61%	-23%	-1%	-18%	
Graphics Cards	86%	243%	63%	-41%	-5%	201%	31%	83%	77%	-33%	125%	-89%	179%	367%	34%	283%	251%	159%	-36%	75%	148%	90%	
Smart Watches	-6%	75%	-32%	-35%	-6%	100%	126%	169%	52%	14%	13%	80%	0%	60%	-26%	-9%	29%	-35%	-77%	27%	-2%	24%	
Uninterruptable Power Supplies (UPS)	74%	9%	-45%	-32%	-1%	56%	51%	113%	73%	-58%	876%	378%	56%	67%	135%	59%	29%	34%	-6%	29%	117%	68%	
Cables and Connectivity Adapters	-21%	-37%	-76%	-40%	-28%	13%	-8%	-4%	-70%	26%	87%	-72%	34%	-6%	182%	9%	13%	146%	-38%	-29%	40%	-24%	
Laser Printers	38%	54%	-29%	142%	-14%	-10%	73%	227%	48%	74%	9%	184%	109%	57%	-16%	23%	59%	-14%	-45%	24%	-8%	9%	
Keyboards and Keypads	45%	18%	-28%	16%	14%	75%	-19%	-15%	14%	90%	-41%	52%	18%	125%	25%	50%	31%	17%	-49%	30%	32%	31%	
Mobile Computing Cases	83%	-47%	-55%	-43%	-17%	-45%	122%	-34%	-37%	56%	241%	-15%	58%	45%	45%	44%	64%	66%	123%	5%	56%	8%	
Projectors	-6%	80%	-48%	-53%	-39%	-18%	164%	9%	1004%	-48%	-19%	-5%	79%	-5%	124%	-8%	9%	77%	-75%	15%	14%	14%	
Mice	23%	55%	-20%	-32%	41%	-89%	-1%	0%	-11%	133%	-77%	-43%	-8%	27%	43%	95%	101%	-7%	-43%	2%	59%	13%	
NAS Devices	22%	18%	64%	-47%	-51%	-45%	-7%	20%	51%	-10%	87%	-74%	68%	-41%	58%	2%	-20%	8%	-50%	0%	8%	1%	
Digital Media Players	15%	44%	-22%	0%	34%	-30%	11%	101%	-42%	-61%	171%	-8%	-25%	7%	181%	-47%	-11%	720%	-87%	13%	-8%	12%	
IP Cameras	-1%	-33%	-86%	-89%	-74%	11%	-70%	-57%	-49%	-19%	377%	-23%	44%	39%	332%	-18%	132%	159%	125%	-42%	138%	-35%	
Smart Bands and Activity Trackers	-99%	57%	-60%	-98%	-44%	45%	302%	-86%	1299%	-12%	-78%			-30%	-6%	-23%	54%	-67%	-96%	1%	-15%	-1%	
Smart Speakers	23%	-75%	-83%	-84%	-72%	25%	-46%	-20%		-53%	97%					34278%	-97%	-100%		-61%	355%	-61%	
Smartphone Protective Cases	-46%	-92%	-85%	-90%	-88%	49%	2%	-86%	-41%	-57%	10%	19%	10%	33%	125%	-74%	20%	78%		-70%	10%	-64%	
Games Accessories	180%		265%	24%	-14%	136%	151%	255%	325%	110%	410%	278%	30%	94%	-30%	151%	-48%	-20%	97%	98%	41%	80%	
Powerline Devices	22%	151%	117%	-51%	-29%	98%	9%	49%	11%	109%	26%	-90%	-22%	154%	17%	29%	54%	112%	-28%	25%	30%	25%	
Memory Cards	-40%	-76%	50%	-51%	-71%	-7%	102%	107%	-13%	-70%	88%	304%	-66%	-51%	-25%	-51%	-33%	-50%	-52%	-51%	-41%	-49%	
Consoles Fixed	-88%		-21%	-87%	52%	-35%			-98%	63%	63%			-100%		-12%	25%	39%	103%	-56%	-8%	-23%	
USB Memory	-50%	-78%	-18%	-84%	-79%	30%	23%	4%	-50%	-62%	-33%	-37%	-55%	-1%	-9%	44%	-45%	-125%	-45%	-62%	-15%	-56%	
Portable Speakers	-83%	-16%	49%	-70%	-89%	63%	-81%	66%	-49%	-88%	-94%		-76%	-71%	-46%	-37%	-30%	-87%	-62%	-36%	-48%	-37%	
Mobile Phones	-58%	-47%	-22%	-61%	-40%	99%	-34%	-82%	-59%	-96%	10%	-18%	112%	-78%	-52%	-86%	-8%	41%	55%	-42%	-51%	-44%	
Digital Cameras	-91%	-244%	-97%	-96%	-69%	-18%	-100%	639%	1%	-86%	-90%		-68%	34%	-51%	-49%	-44%	-41%	-56%	-77%	-47%	-63%	

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

Optimise today
Accelerate tomorrow