

IT Industry Update

29 April 2020

CONTEXT COVID-19 Weekly Report



01

CLIMATE SURVEY FEEDBACK

02

**TOP TRENDS WESTERN & EASTERN EUROPE: COVID-19 REPORTS
AND Q2 GUIDANCE**

03

REGIONAL FOCUS - NORDICS

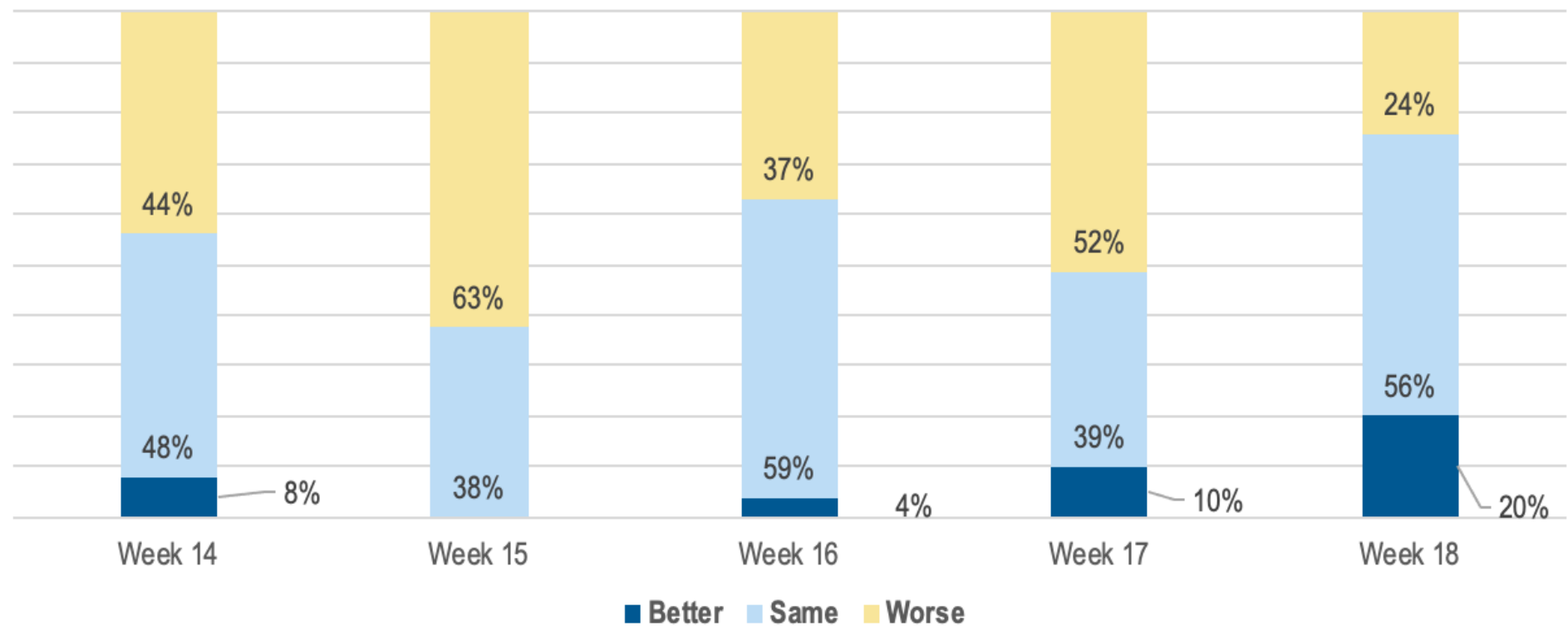
04

ANALYST UPDATE – PC'S & LFD'S

CLIMATE SURVEY FEEDBACK – POSITIVE TRENDS THIS WEEK



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

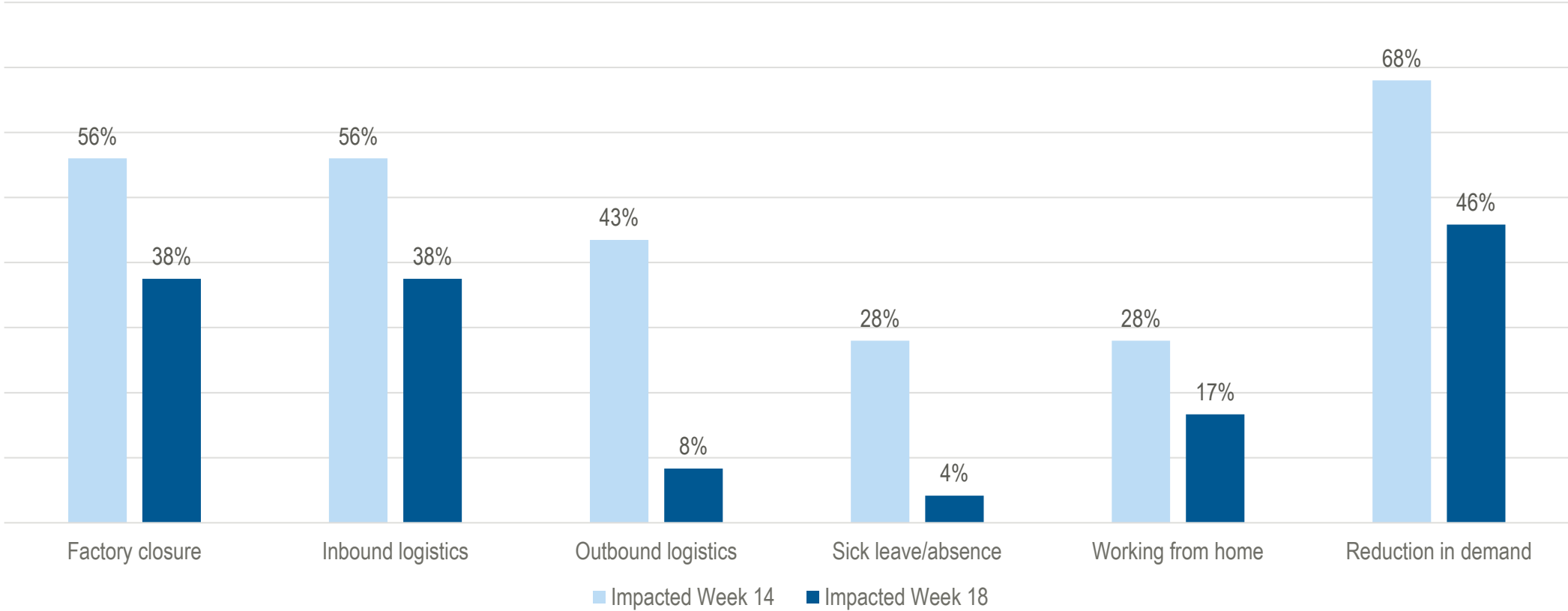


25 responses

REDUCTION IN DEMAND REMAINS THE BIGGEST ISSUE, SUPPLY ISSUES REMAIN



How much is your business affected by the following factors?

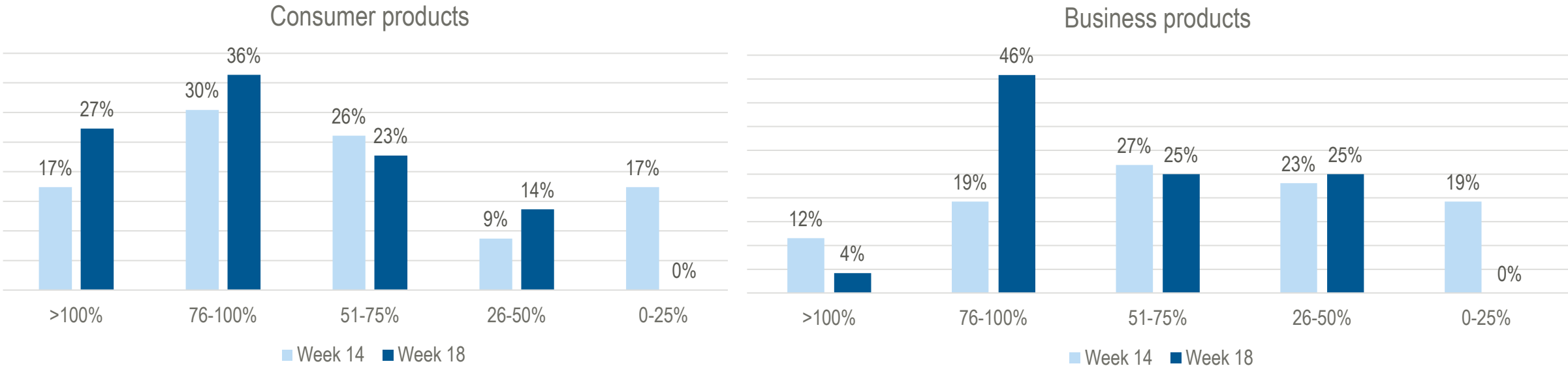


25 responses

ACTIVITY INCREASING, BUT STILL SOME LOW PERCENTAGES



How much activity are you seeing in different IT channels to market (compared to normal)?



25 responses

COVID-19 REPORTS

01

REVENUE GROWTH

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

02

REVENUE PANDEMIC INDEX

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

03

SECTOR/CATEGORY WEATHER MAPS

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

04

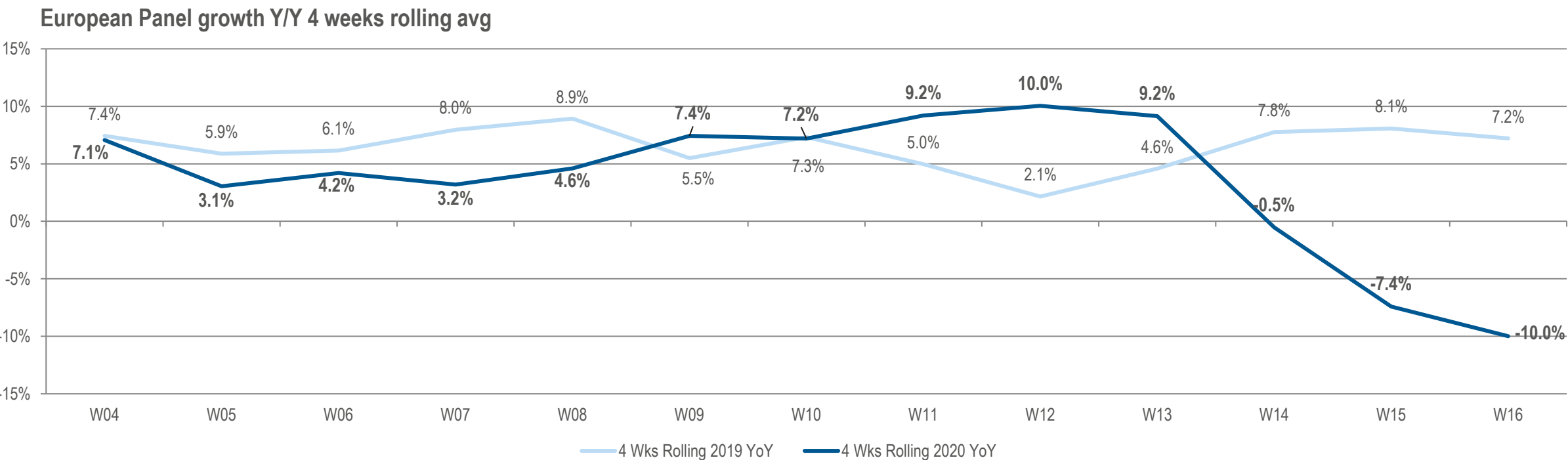
CHANNEL HEALTH

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

01

REVENUE GROWTH

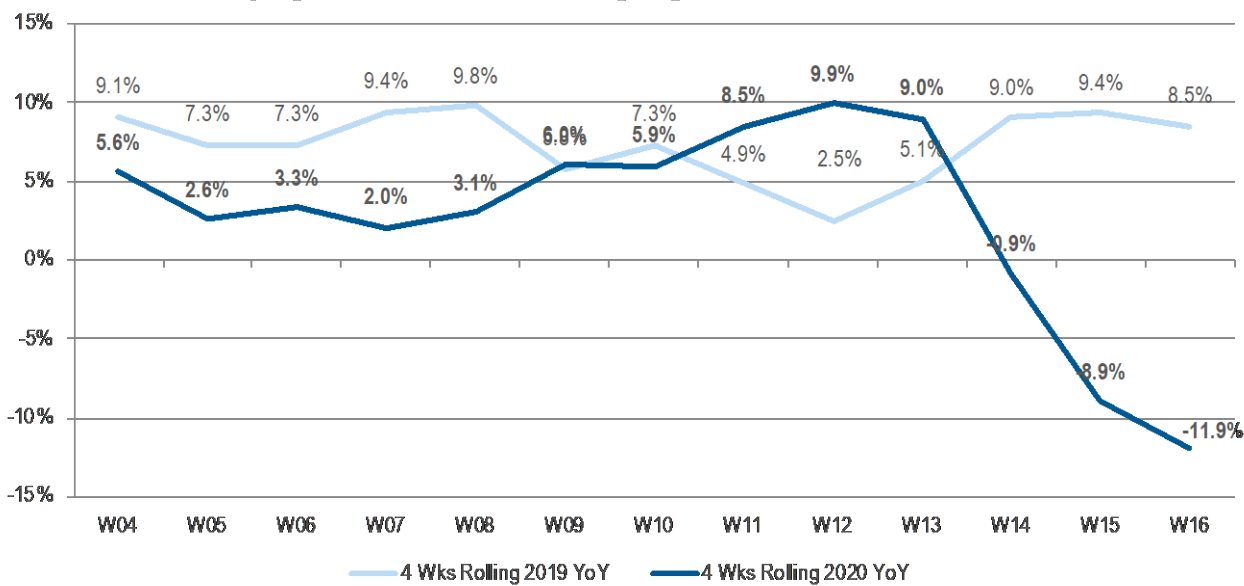
DOWNWARD TREND CONTINUES (AFTER A QUARTER OF PANDEMIC DRIVEN GROWTH)



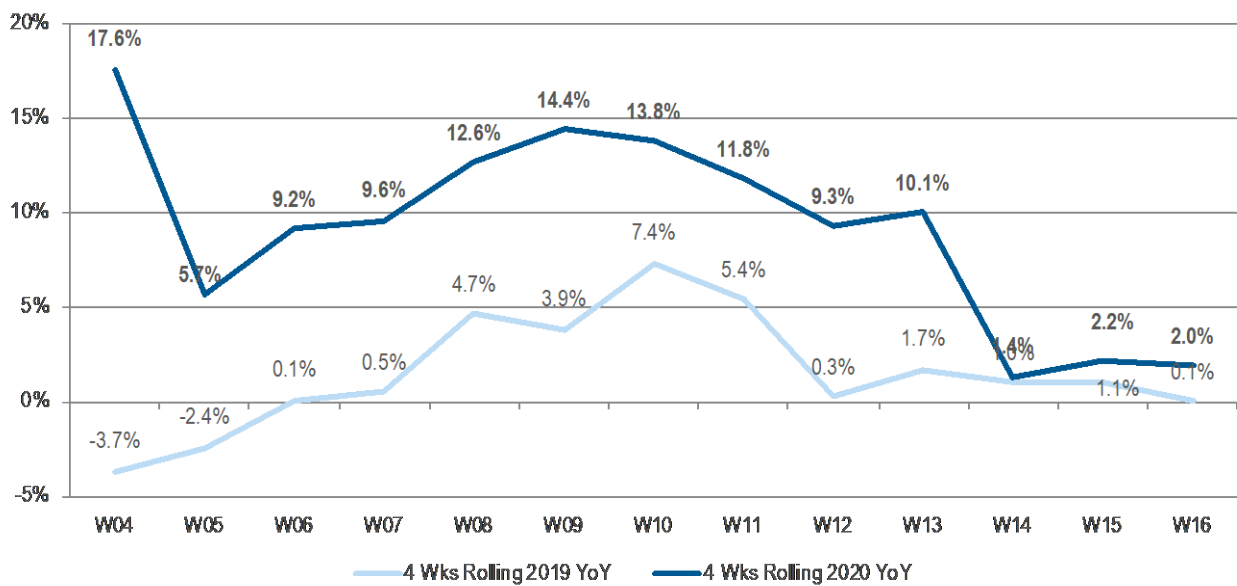
WESTERN EUROPE CONTINUES DOWN, EASTERN EUROPE STABILISES



Western Europe growth Y/Y 4 weeks rolling avg



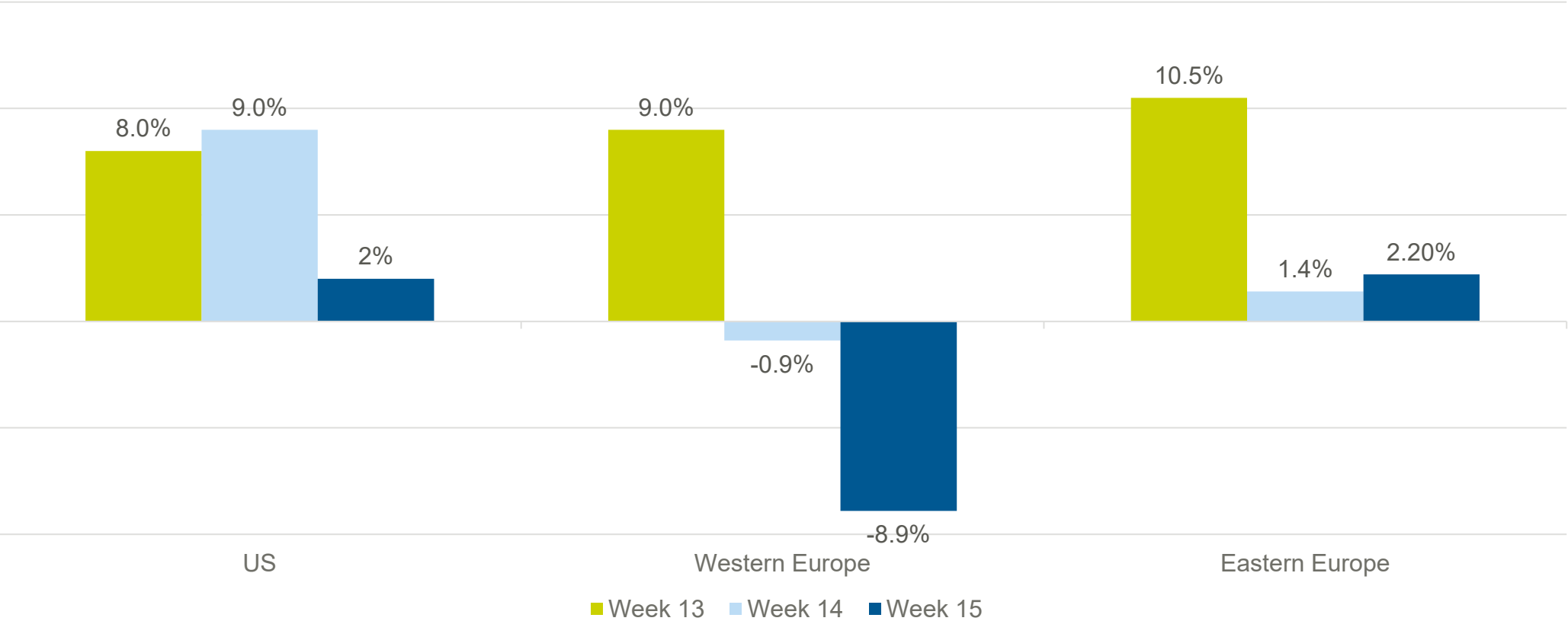
Eastern Europe growth Y/Y 4 weeks rolling avg



US DIPS IN WEEK 15



US vs Europe Distribution YOY Growth



SOME COUNTRIES MAKE GROUND IN WEEK 16, NOTABLY UK & SPAIN



Pandemic week start

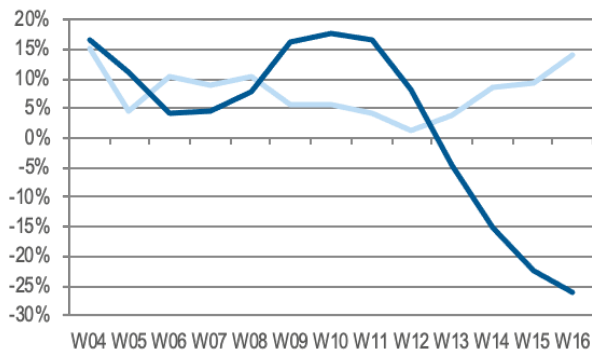
Week 9

Week 10

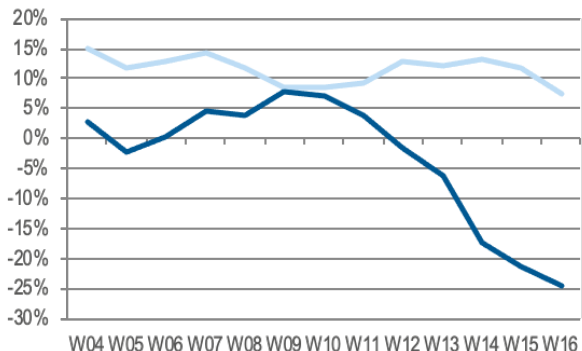
Week 10

Week 10

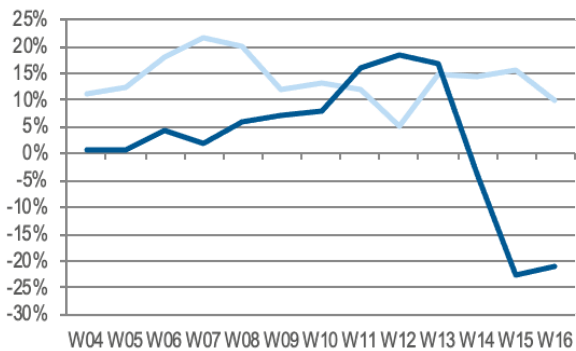
Italy growth Y/Y 4 weeks rolling avg



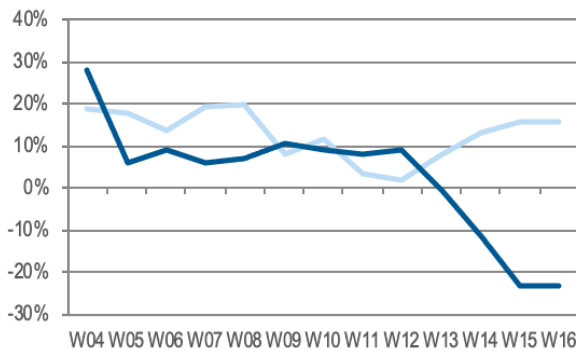
France growth Y/Y 4 weeks rolling avg



Spain growth Y/Y 4 weeks rolling avg



Portugal growth Y/Y 4 weeks rolling avg



Pandemic week start

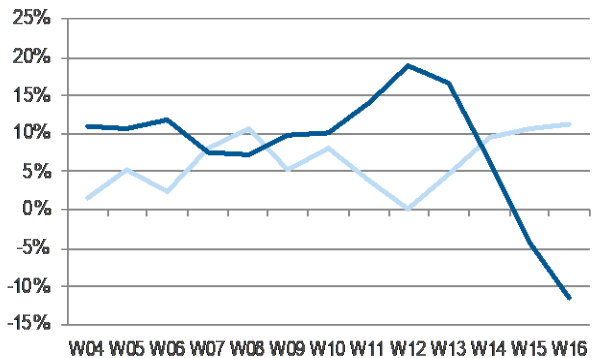
Week 10

Week 10

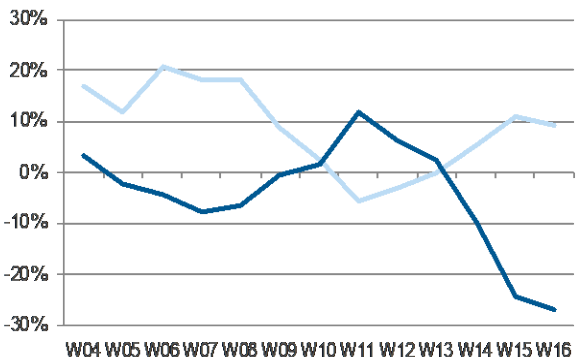
Week 11

Week 10

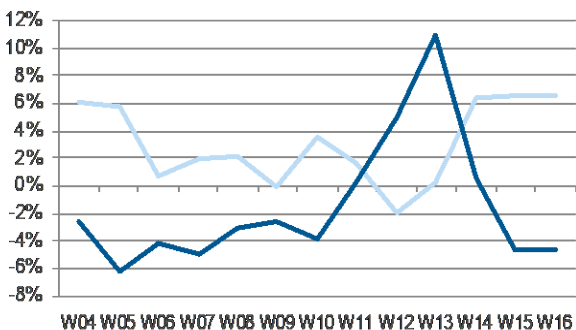
Germany growth Y/Y 4 weeks rolling avg



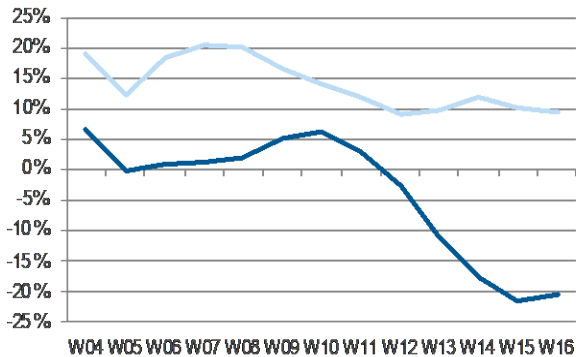
Austria growth Y/Y 4 weeks rolling avg



United Kingdom growth Y/Y 4 weeks rolling avg



Belgium growth Y/Y 4 weeks rolling avg



THE NORDICS HAVE NOT HAD THE PANDEMIC DOWNTURN OF OTHER WE COUNTRIES



Pandemic week start

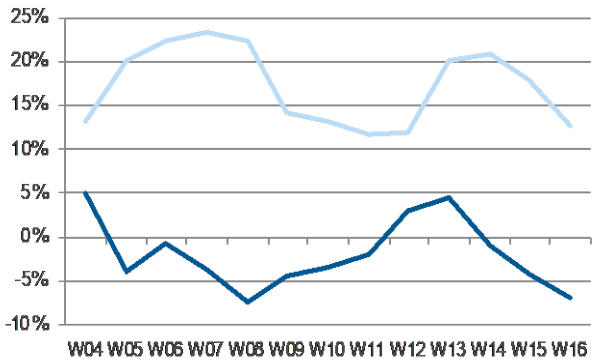
Week 11

Week 11

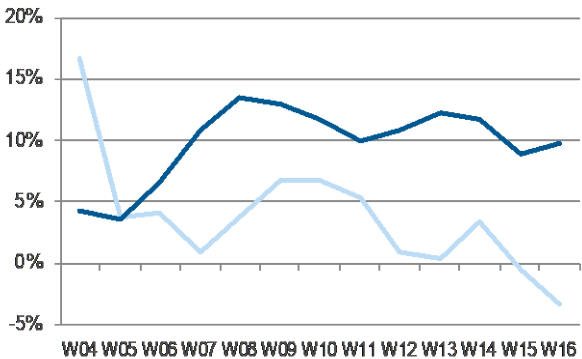
Week 11

Week 11

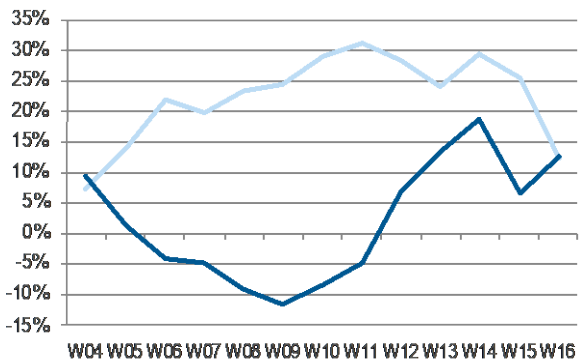
Sweden growth Y/Y 4 weeks rolling avg



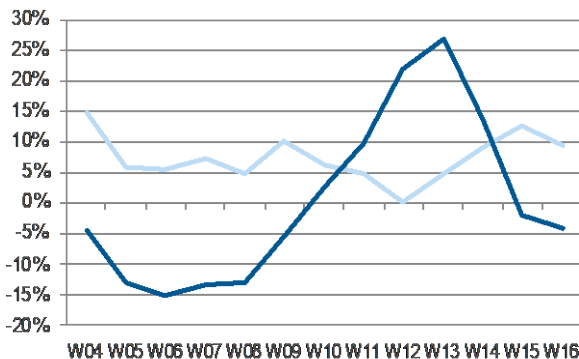
Finland growth Y/Y 4 weeks rolling avg



Norway growth Y/Y 4 weeks rolling avg



Denmark growth Y/Y 4 weeks rolling avg

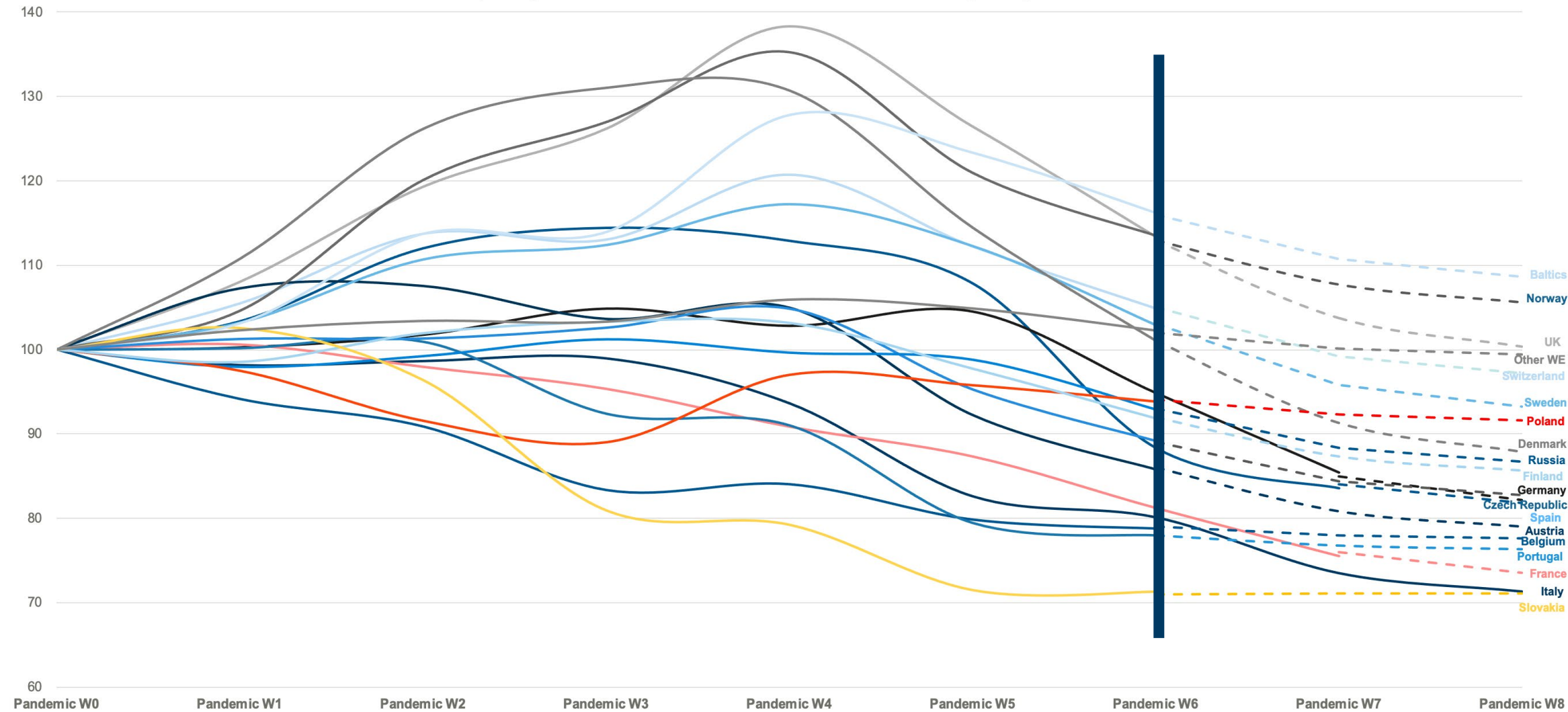


02

REVENUE PANDEMIC INDEX

INDEX CONTINUES TO GO DOWN (WEEK 16 INCLUDES EASTER MONDAY)

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



Q2 GUIDANCE

- Q1 has 4.8% YOY growth - the underlying growth before the pandemic boost was 2.5%, so the post pandemic numbers were very strong (8%) until 31/3, then a big drop
- Taking the Week 16 4-week index, and projecting forward would lead to -3.3% growth in Q2
- Given the trends, and assuming that
 - supply of product gets through
 - there is a gradual but not full return to work (varying by country)

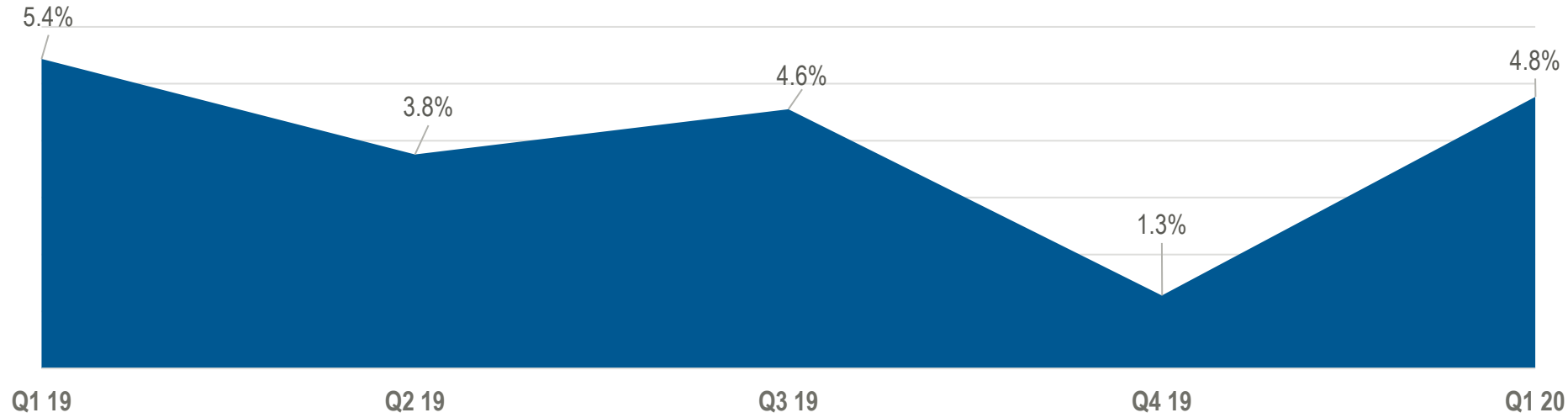
We estimate that the quarter will show a **decline year-on-year of between 2-6%**

This will represent a **14% sequential drop on Q1 revenues** (compared to 2019 when Q2 was 7% lower than Q1)

Q1 & Q2 IN CONTEXT



Quarterly growth - Europe panel



Q2 20

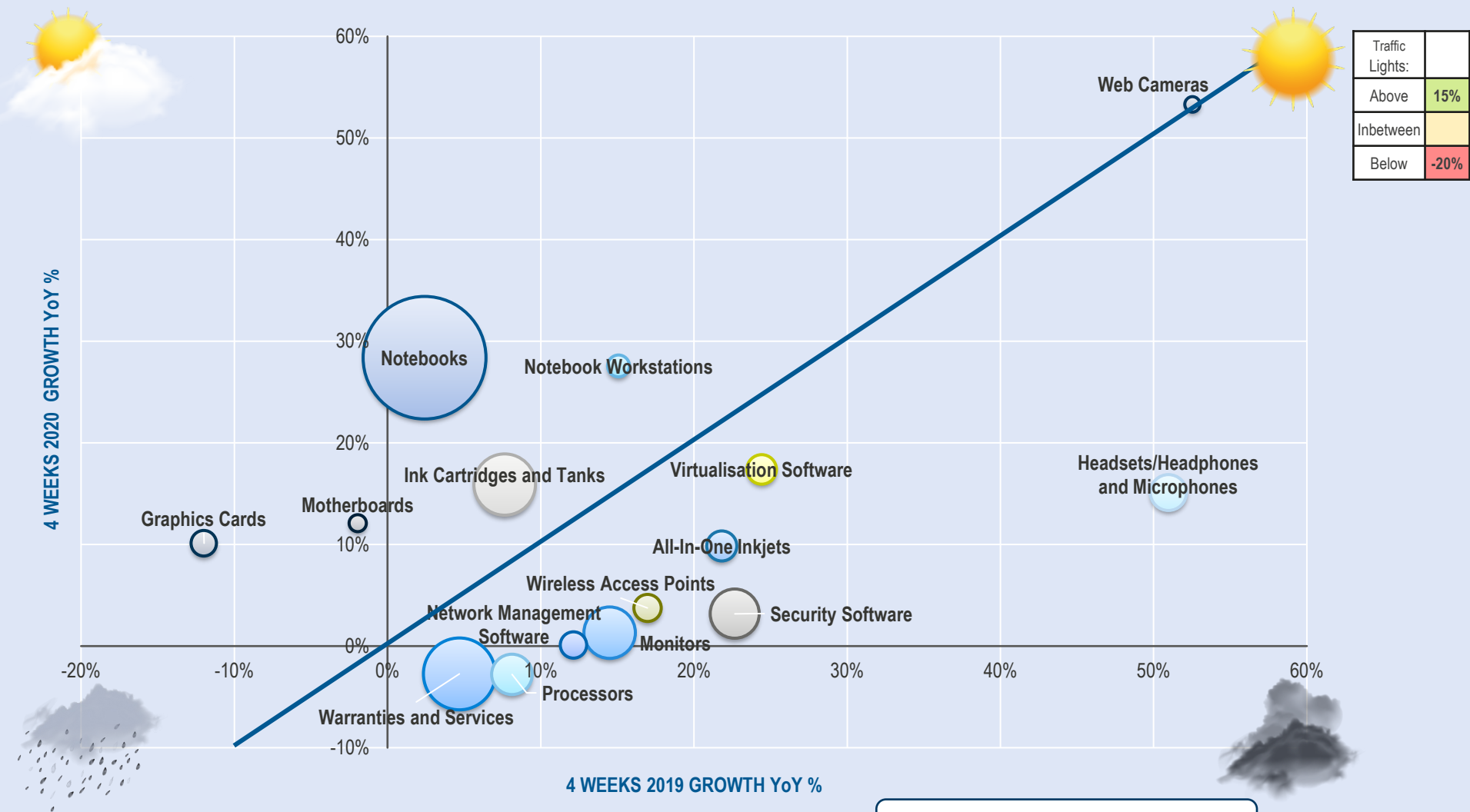


03

SECTOR/CATEGORY WEATHER MAPS

CATEGORY TRENDS: TOP 15 BY % REVENUE GROWTH

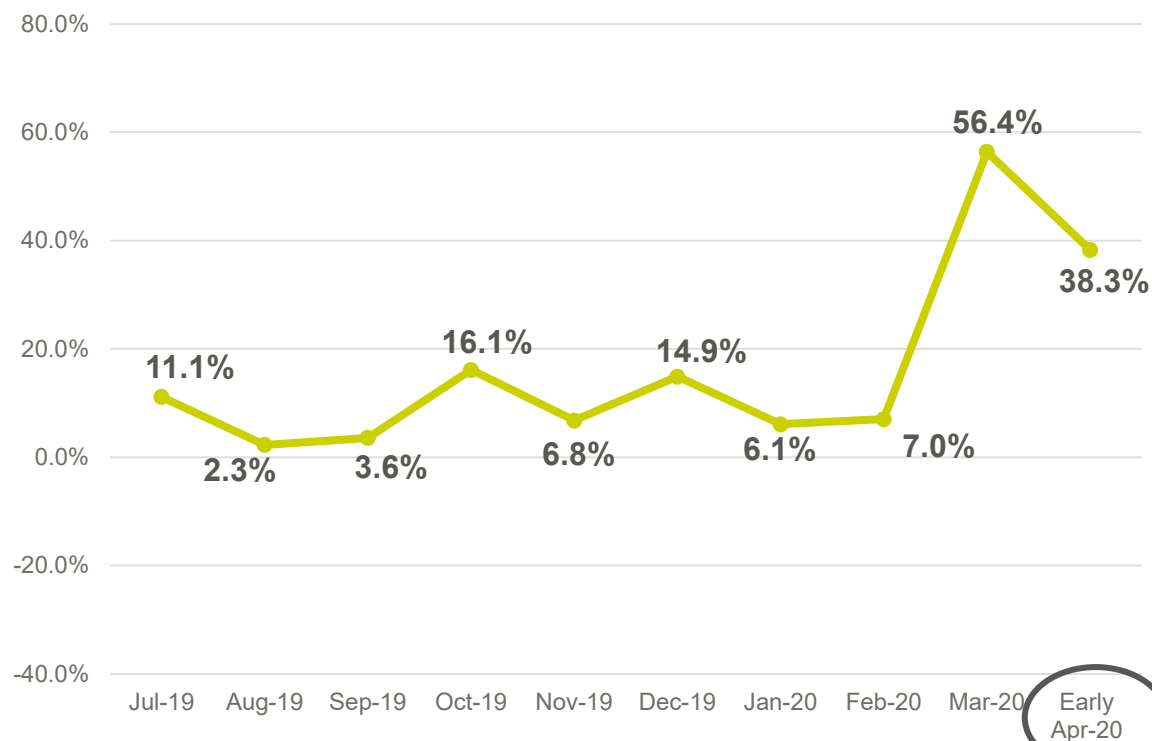
% Change in sales through IT Distribution in €: 4 Weeks to Week 16 (19/04/20) vs same period 2019



Category	2019	2020
Web Cameras	53%	53%
Notebooks	2%	28%
Notebook Workstations	15%	28%
Virtualisation Software	24%	17%
Ink Cartridges and Tanks	8%	16%
Headsets/Headphones and Microphones	51%	15%
Motherboards	-2%	12%
Graphics Cards	-12%	10%
All-In-One Inkjets	22%	10%
Wireless Access Points	17%	4%
Security Software	23%	3%
Monitors	14%	1%
Network Management Software	12%	0%
Warranties and Services	5%	-3%
Processors	8%	-3%
Network Management and Security Appliances	-3%	-4%
Disk Arrays	0%	-7%
Office Applications Software	2%	-8%
Tablet PCs	9%	-10%
Operating Systems Software	18%	-10%
Network Switches	12%	-12%
Network Routers	34%	-13%
Database Management Software	-2%	-15%
Uninterruptable Power Supplies (UPS)	6%	-15%
Keyboards and Key pads	6%	-16%
Servers (PC/Mac)	-1%	-16%
Docking Stations	29%	-17%
Data Management Software	-1%	-19%
Transceivers	11%	-21%
Mice	9%	-21%
All-in-One Lasers	16%	-22%
Mobile Computing Cases	28%	-22%
Other Software and Licences	9%	-22%
Network Expansion Modules	-15%	-23%
Laser Printers	8%	-23%
Cables and Connectivity Adapters	9%	-24%
NAS Devices	-6%	-25%
Desktops	15%	-26%
Graphics and Design Software	59%	-27%
Televisions	8%	-30%
RAM Memory	-6%	-30%
Toner	-7%	-38%
Smart Watches	60%	-39%
Large Format Displays	-2%	-41%
Desktop Workstations (PC/Mac)	12%	-42%
Smartphones	13%	-49%
Long Life Consumables	4%	-50%

PCS: EARLY APRIL NB GROWTH SLOWS... BUT REACHES +38% DESPITE FEWER DAYS

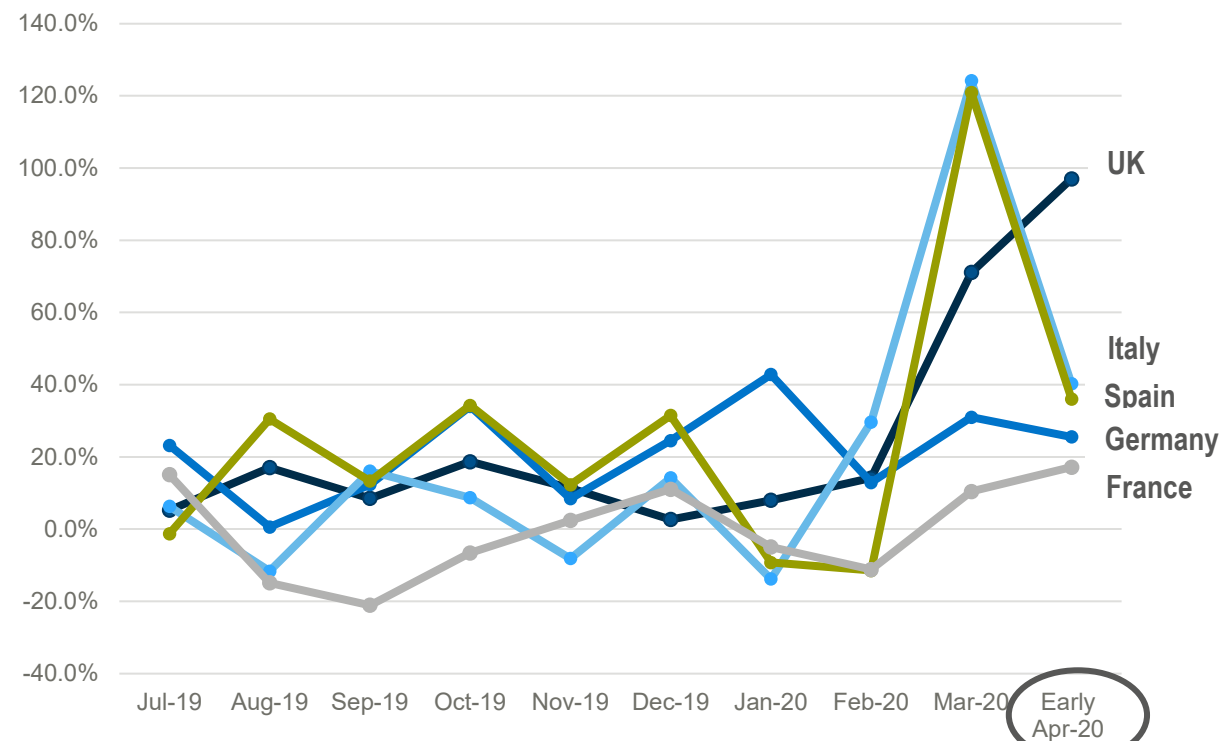
Y/Y volume growth, commercial NB, W-E



Early April (weeks 14-16):

- 11 trading days in 2020
- 14 trading days in 2019

Y/Y volume growth, commercial NB, top W-E countries



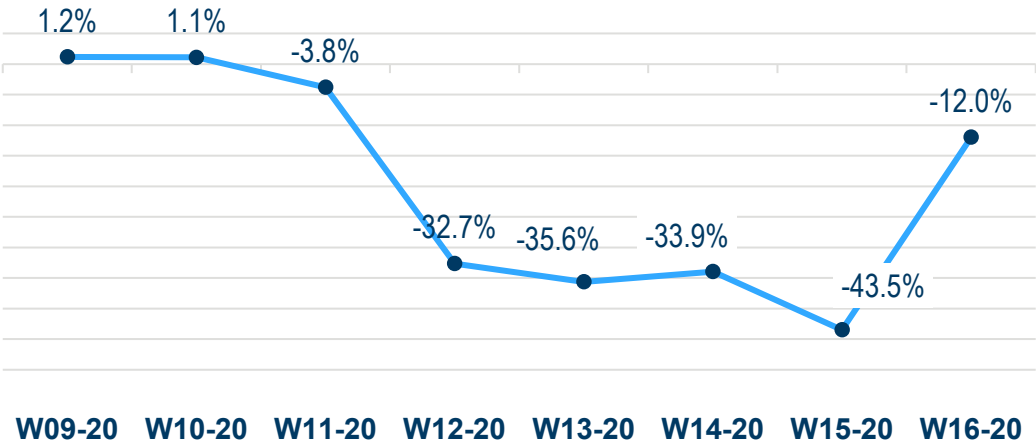
Early April (weeks 14-16):

- 11 trading days in 2020
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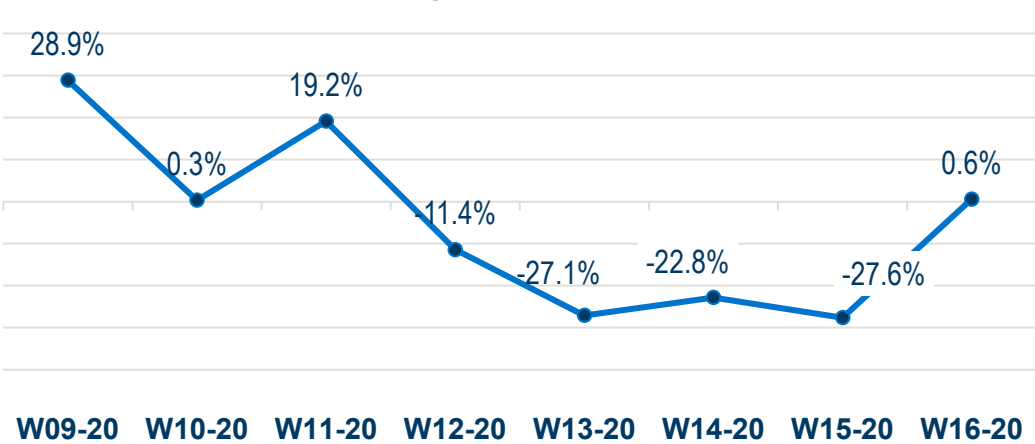
ENTERPRISE : RECOVERY IN SIGHT?



Network Switches Units Y/Y



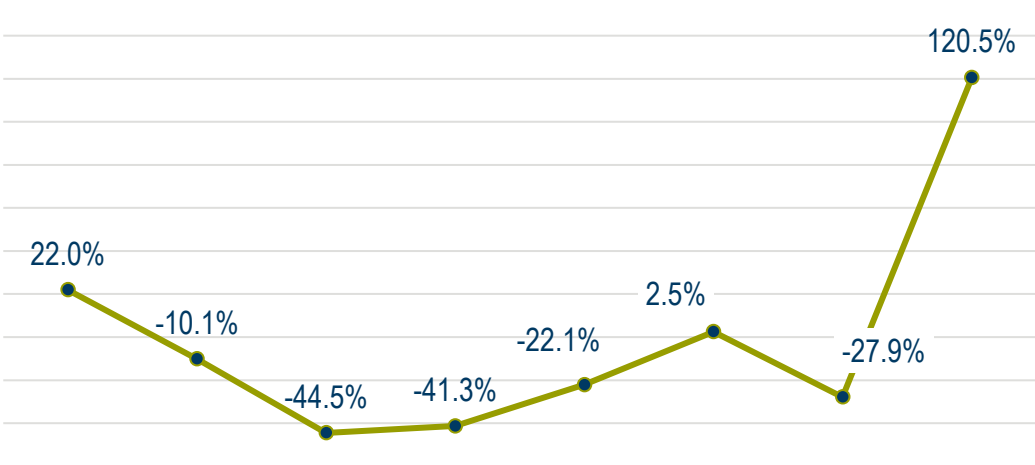
NAS Systems Units Y/Y



Server Units Y/Y

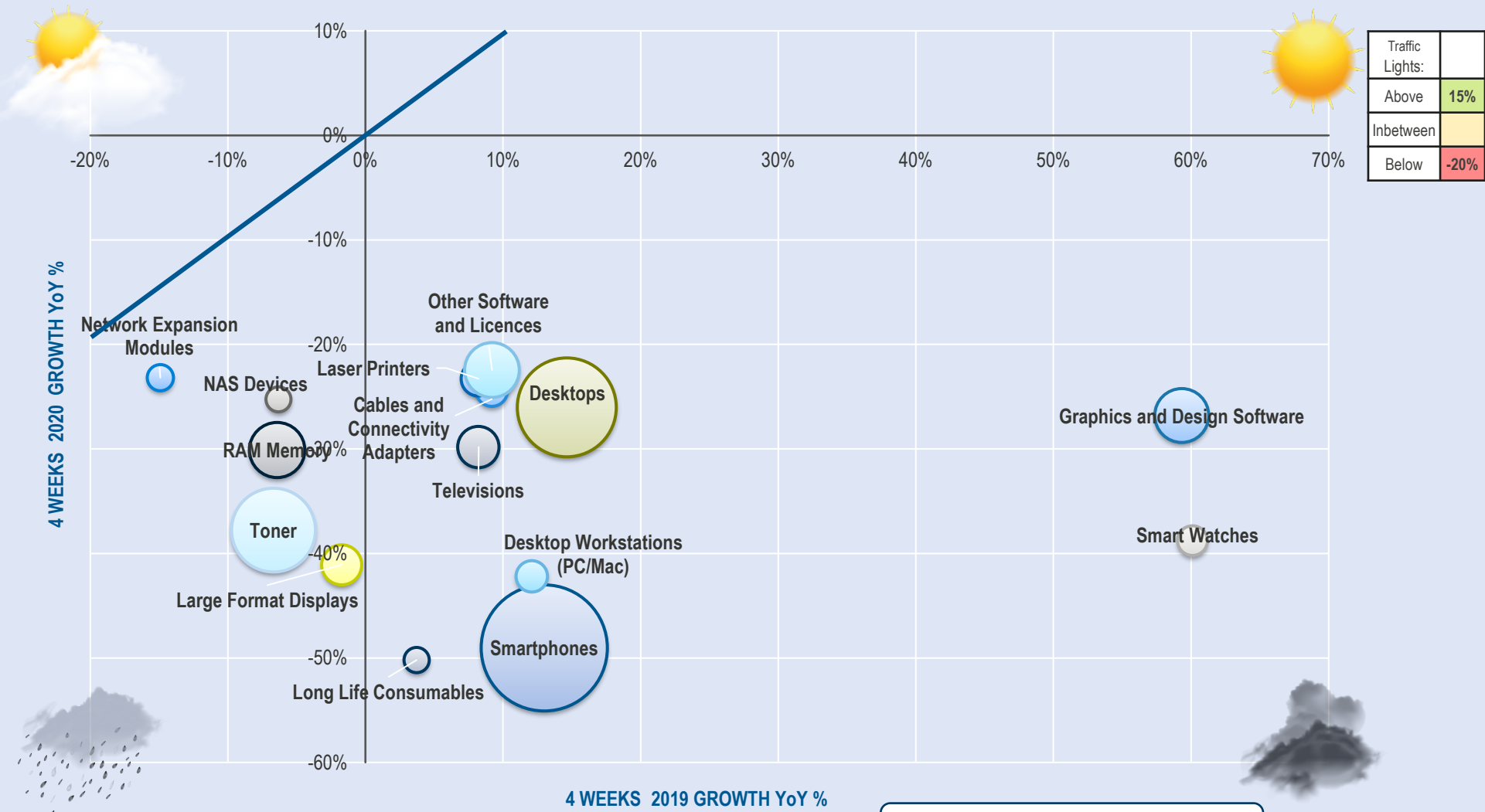


Business Routers units Y/Y



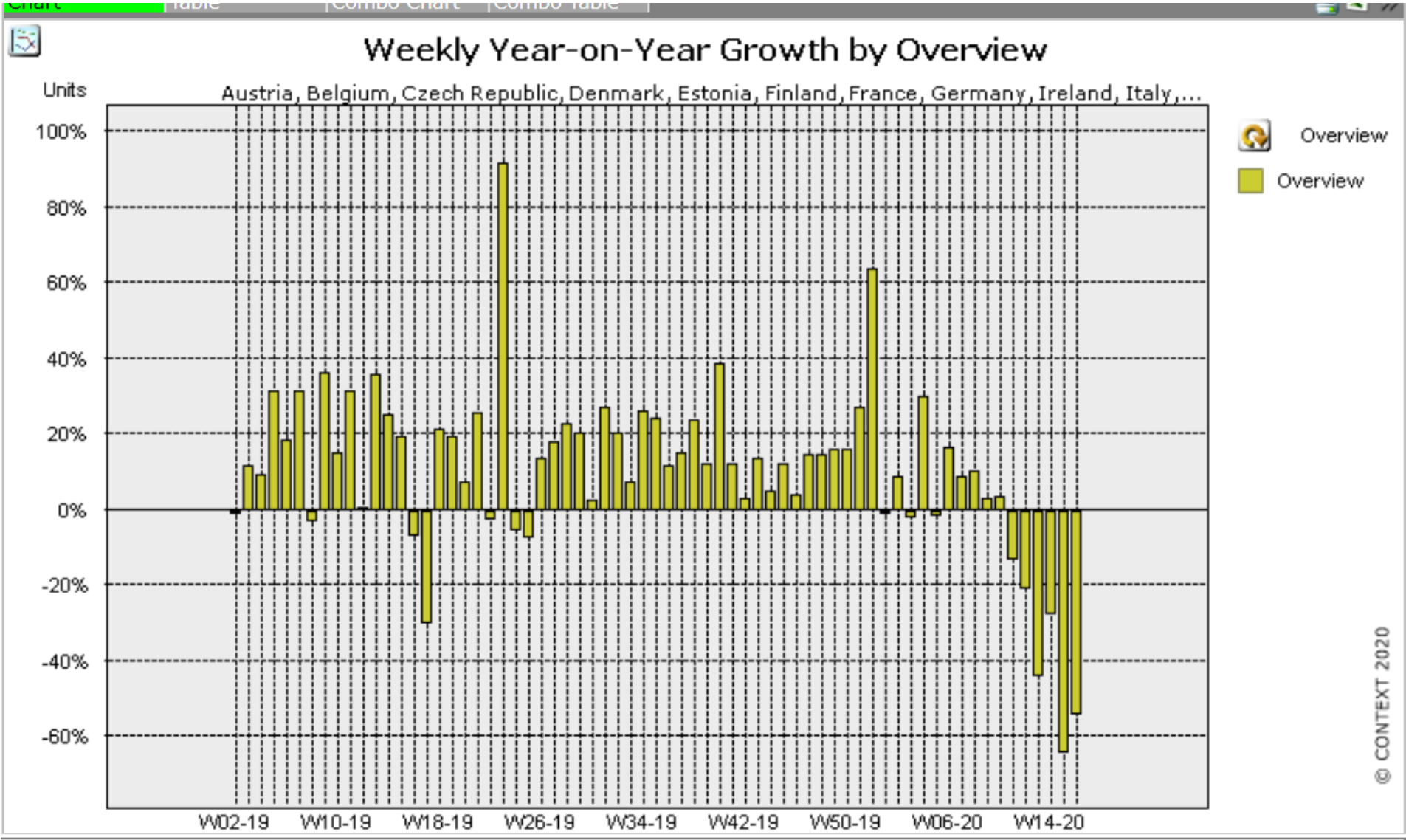
CATEGORY TRENDS: TOP 15 BY % REVENUE DECLINE

% Change in sales through IT Distribution in €: 4 Weeks to Week 16 (19/04/20) vs same period 2019



Category	2019	2020
Long Life Consumables	4%	-50%
Smartphones	13%	-49%
Desktop Workstations (PC/Mac)	12%	-42%
Large Format Displays	-2%	-41%
Smart Watches	60%	-39%
Toner	-7%	-38%
RAM Memory	-6%	-30%
Televisions	8%	-30%
Graphics and Design Software	59%	-27%
Desktops	15%	-26%
NAS Devices	-6%	-25%
Cables and Connectivity Adapters	9%	-24%
Laser Printers	8%	-23%
Network Expansion Modules	-15%	-23%
Other Software and Licences	9%	-22%
Mobile Computing Cases	28%	-22%
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Ink Cartridges and Tanks	8%	16%
Virtualisation Software	24%	17%
Notebook Workstations	15%	28%
Notebooks	2%	28%
Web Cameras	53%	53%

LFD - A SMALL POSITIVE INFLECTION IN WEEK 16



04

CHANNEL HEALTH

SMR AND CORPORATE RESELLER ARE EXPERIENCING THE DOWNTURN

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

Week 16

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

Week 15

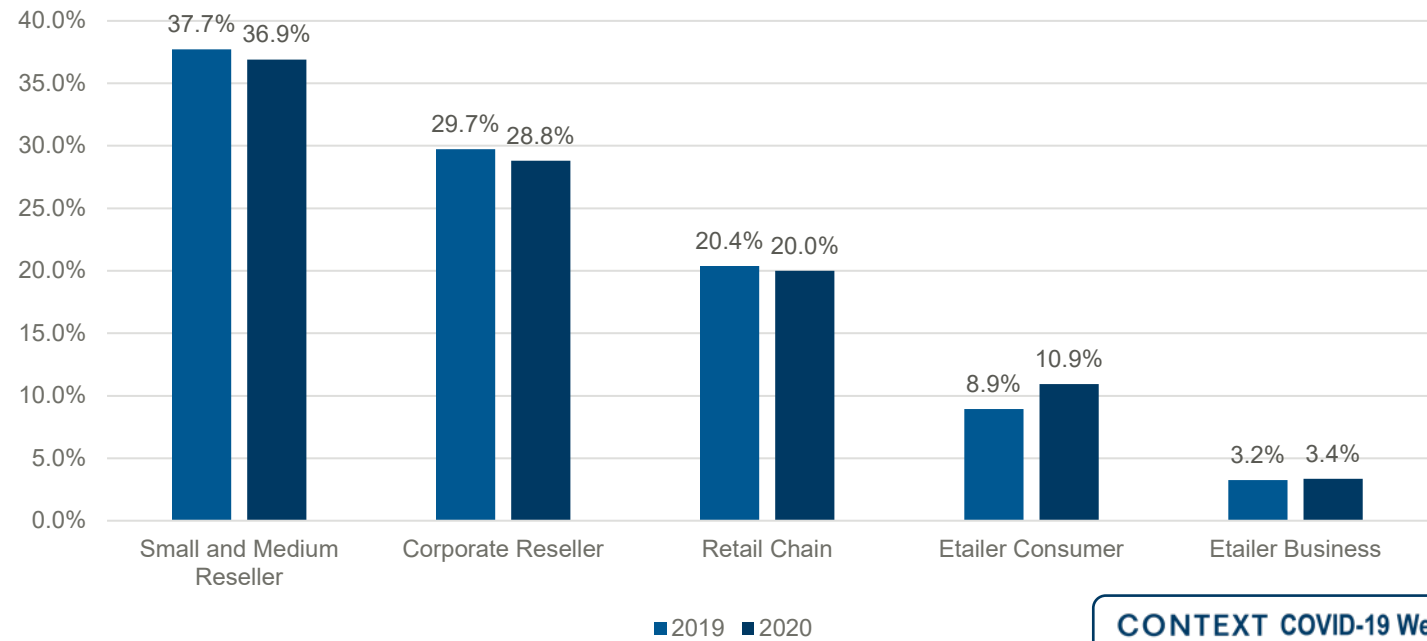
CHANNEL GROWTH		
WE	EE	Total
-9%	-24%	-10%
-11%	-2%	-9%
-2%	-24%	-4%
16%	0%	14%
-19%	30%	-9%

Week 14

CHANNEL GROWTH		
WE	EE	Total
-3%	-19%	-5%
0%	6%	1%
9%	-15%	8%
16%	-6%	13%
-9%	12%	-4%

Above	15%
Inbetween	
Below	-20%

Channel Share in Western and Eastern Europe

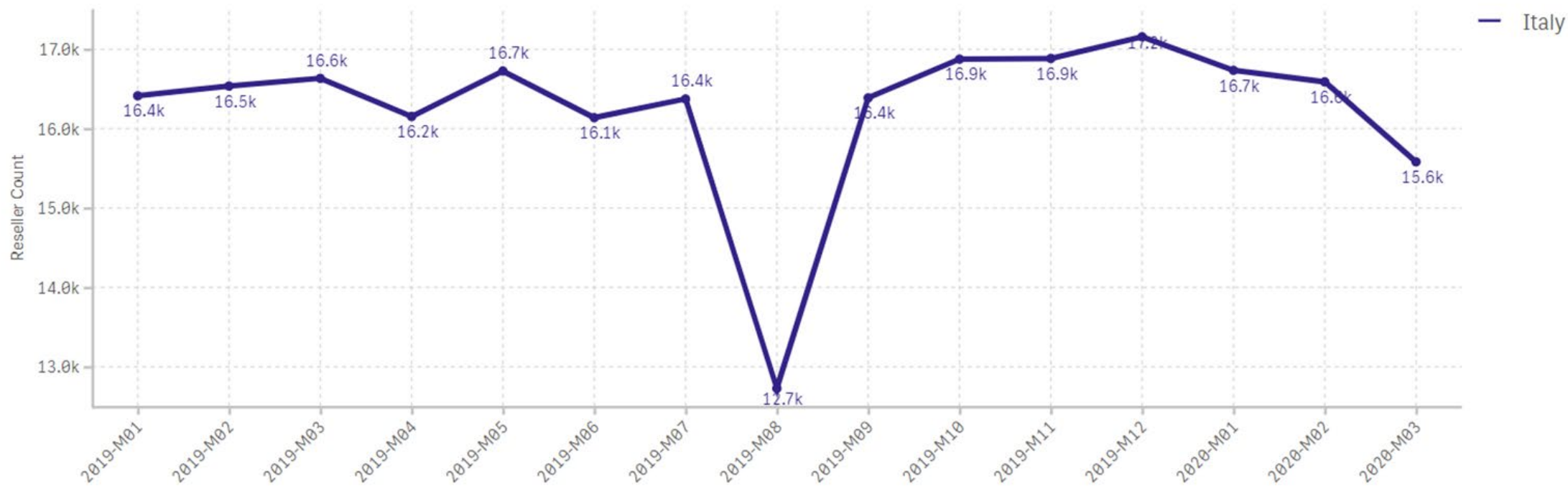


EVOLUTION OF THE ACTIVE RESELLERS IN ITALY- JANUARY 2019 TO MARCH 2020

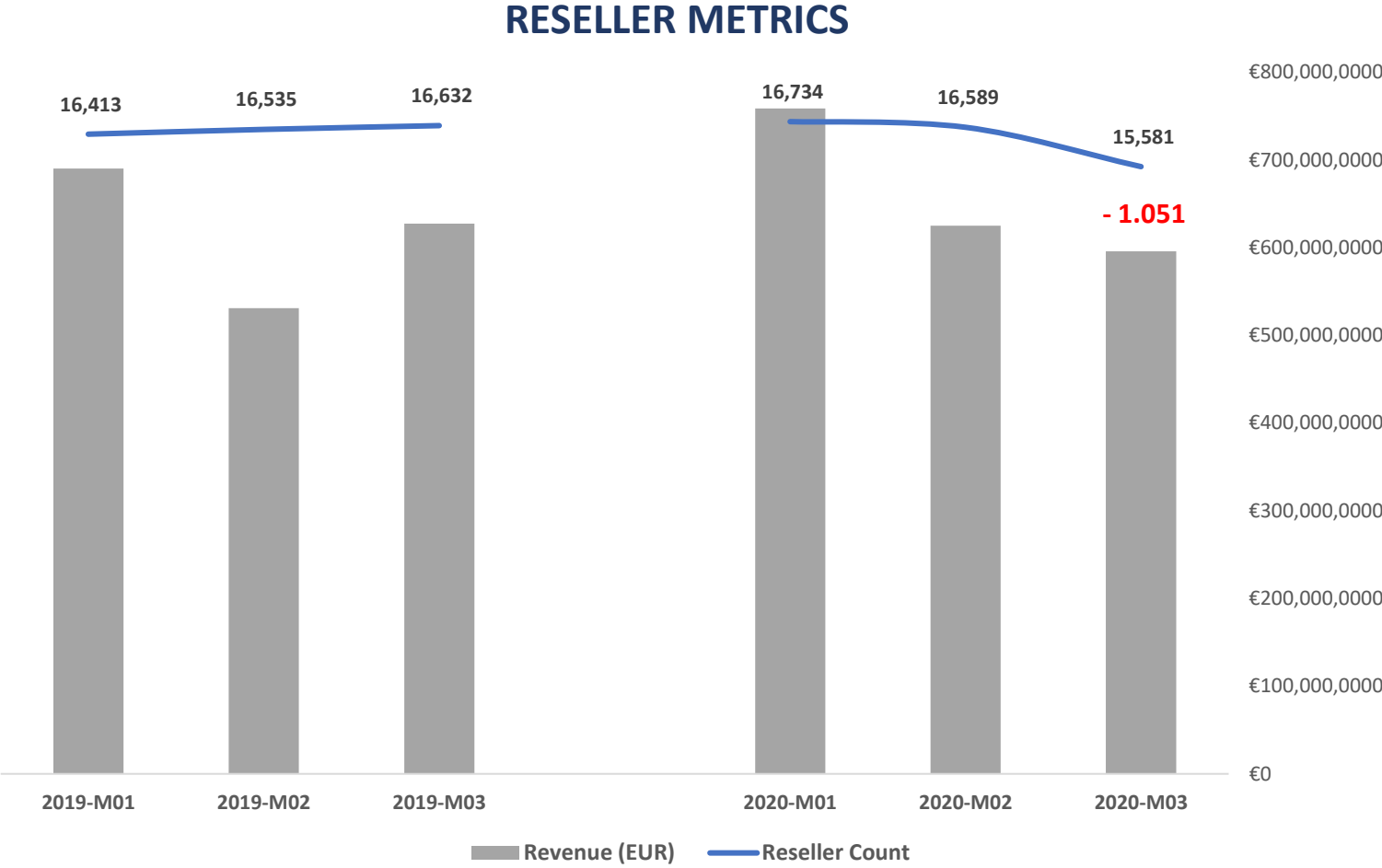


Period	2019-Q1	2019-Q2	2019-Q3	2019-Q4	2020-Q1
Reseller Count	20,226	20,092	19,451	20,595	19,826

MONTHLY RESELLER METRICS



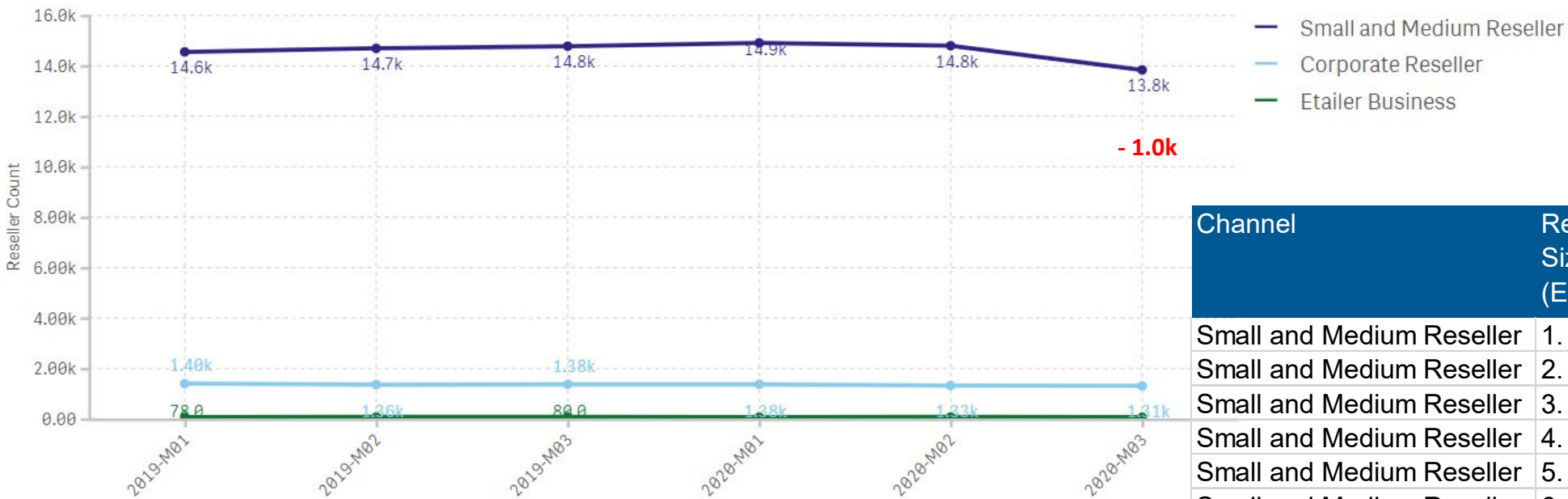
ITALY: 19,826 ACTIVE RESELLERS IN Q1 2020, 400 LESS THAN IN Q1 19



ACTIVE RESELLERS IN SMR CHANNEL POSTED THE BIGGEST DECLINE IN MARCH 2020



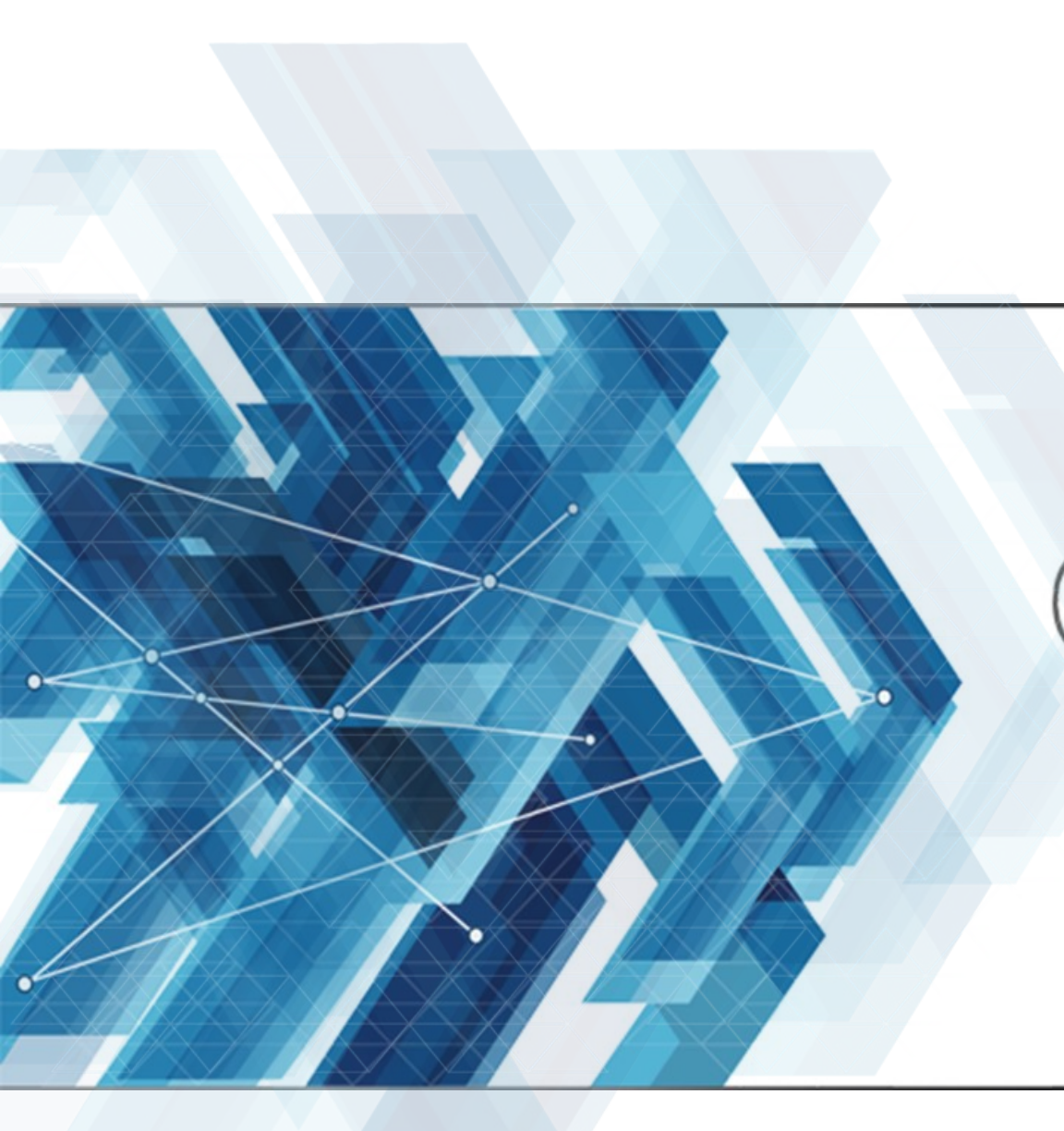
RESELLER METRICS- B2B CHANNELS



Channel	Reseller Size Band (Eur)	Reseller Count This Period	Reseller Count Change
Small and Medium Reseller	1. 5-100k	11.025	-1.088
Small and Medium Reseller	2. 100-250k	1.338	72
Small and Medium Reseller	3. 250-500k	615	39
Small and Medium Reseller	4. 500k-1m	388	29
Small and Medium Reseller	5. 1-3m	306	3
Small and Medium Reseller	6. 3-10m	128	-4
Small and Medium Reseller	7. >10m	38	6

Thank you!

**ANY
QUESTIONS?**

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



CONTEXT Covid-19 Weekly Report

For the Period: **4 Weeks to Week 16 (April 19 2020) vs Same Period 2019**

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

Email: info@contextworld.com

Report content and navigation training: **Customer Assurance**

Email: customerassurance@contextworld.com

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

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Weekly Revenue Trend - Sum

Weekly Revenue Trend WE

Weekly Revenue Trend EE

Weekly %YoY Trend - Sum

Weekly %YoY Trend - WE

Weekly %YoY Trend - EE

Top Growth Industry

Top Decline Industry

Largest Industry

Top Growth Category

Top Decline Category

Largest Category

Channel

Largest Industries Business

CONTEXT Covid-19 Weekly Report

Weekly Revenue Trend - Sum

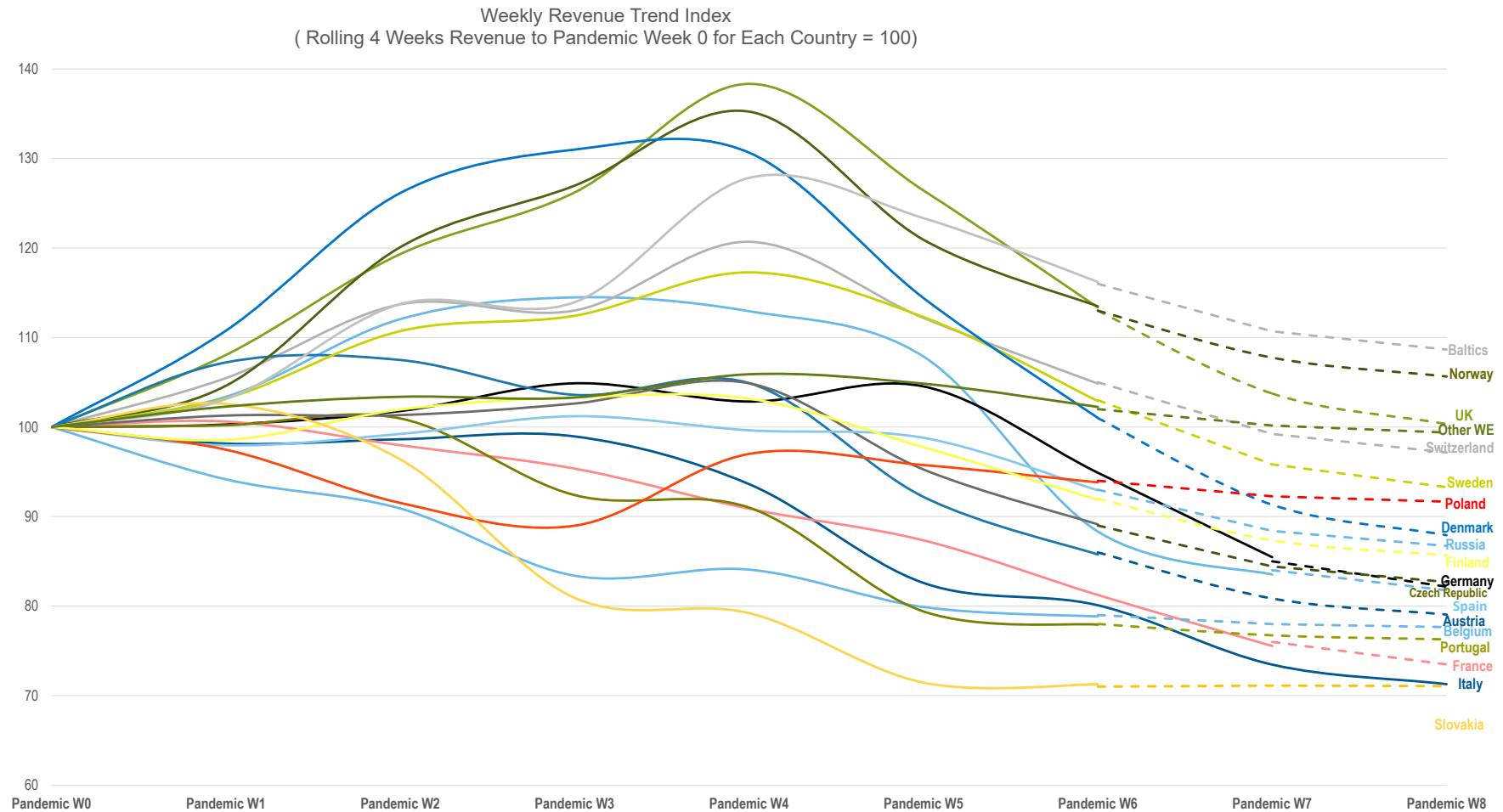
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Weekly Revenue Trend

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

Rolling 4 Week Periods



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Weekly Revenue Trend WE

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Weekly Revenue Trend WE

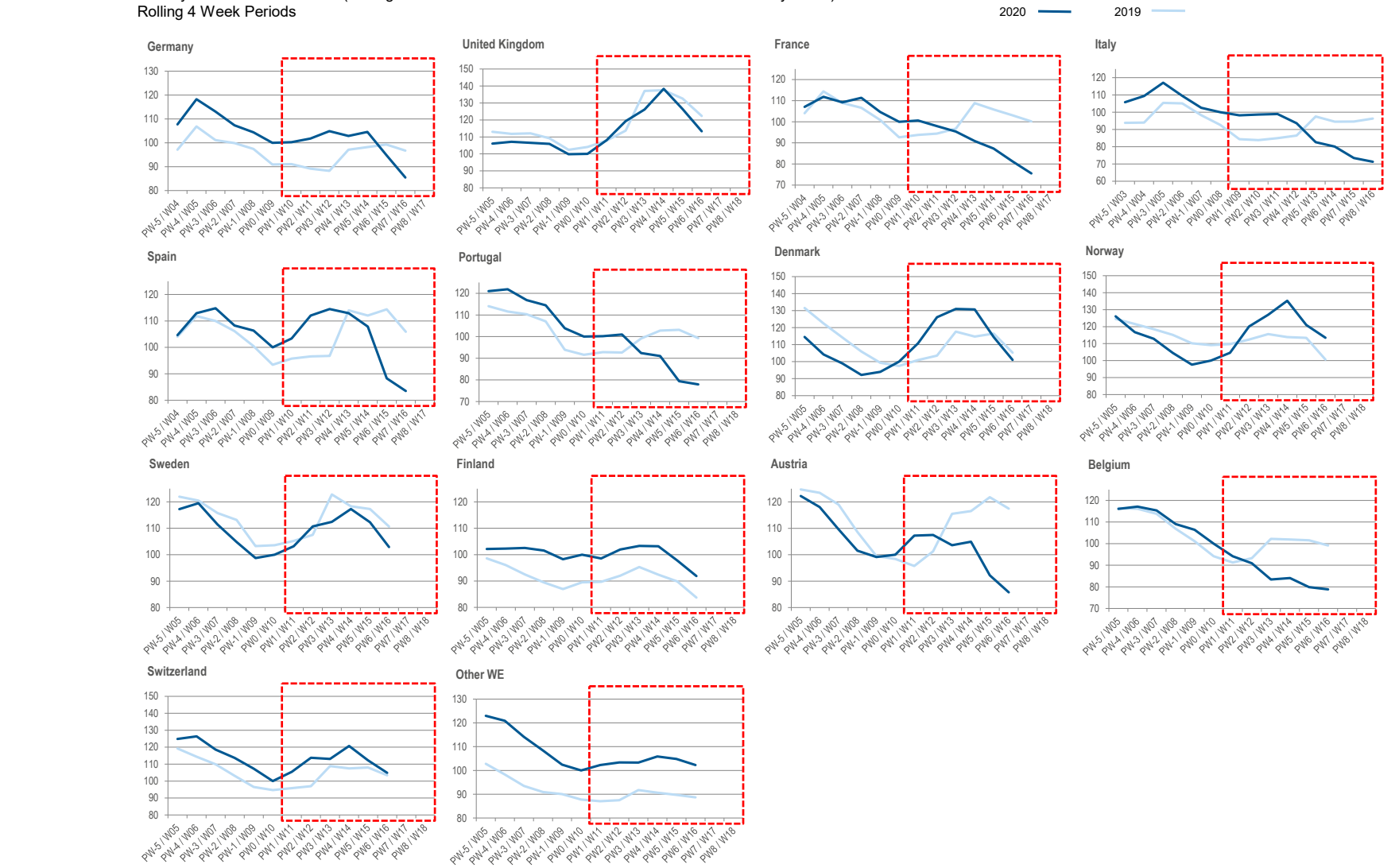
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Weekly Revenue Trend - Western Europe

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

Rolling 4 Week Periods



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Weekly Revenue Trend EE

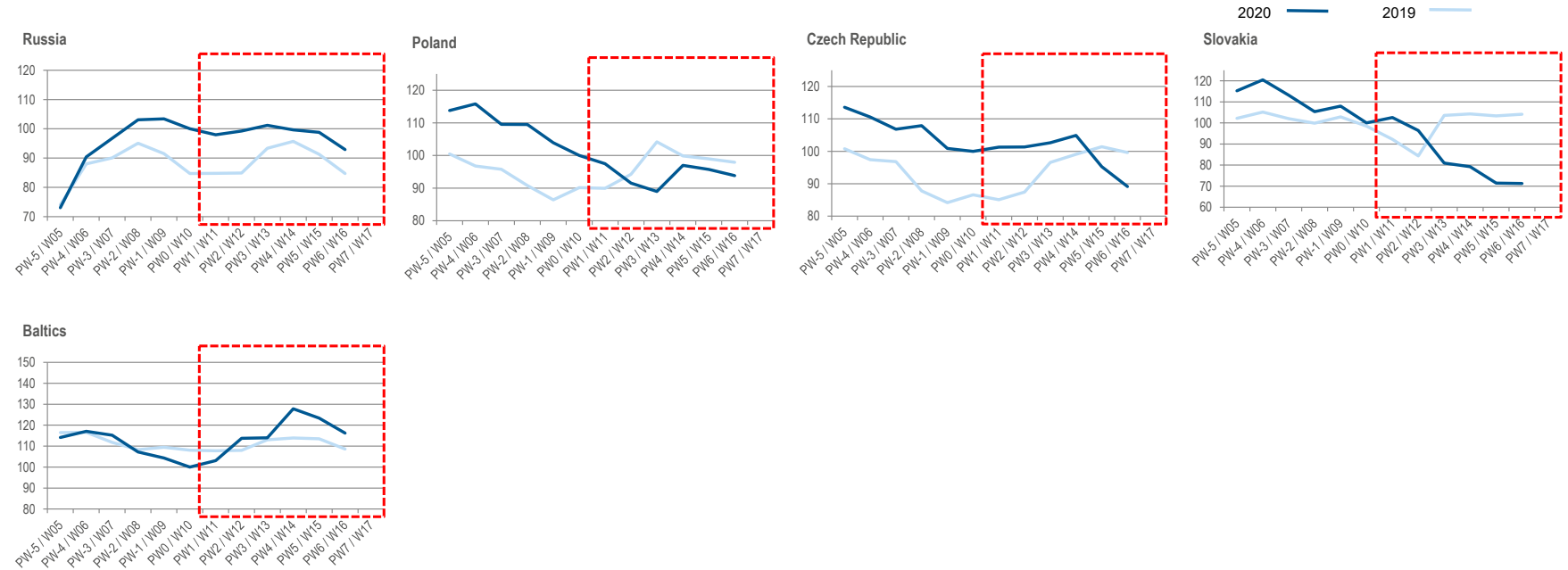
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Weekly Revenue Trend - Eastern Europe

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

Rolling 4 Week Periods



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Weekly %YoY Trend - Sum

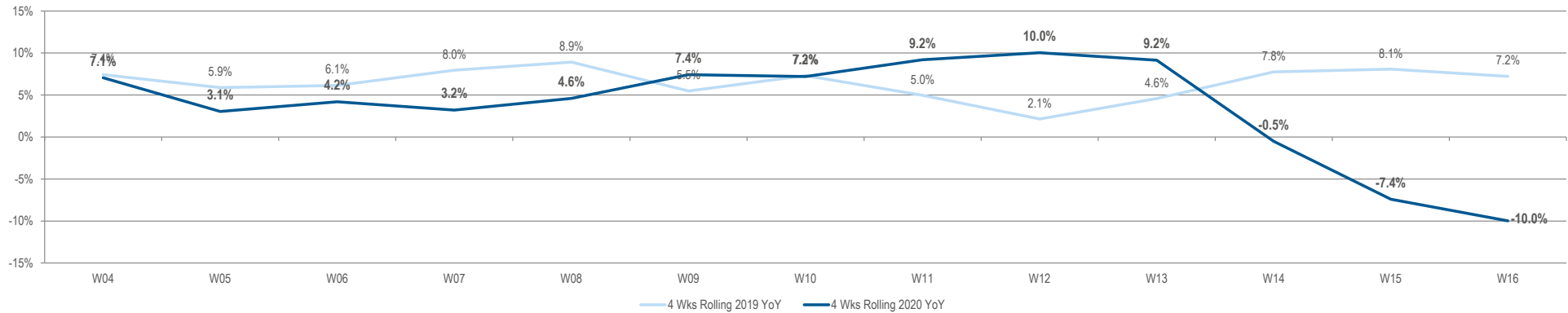
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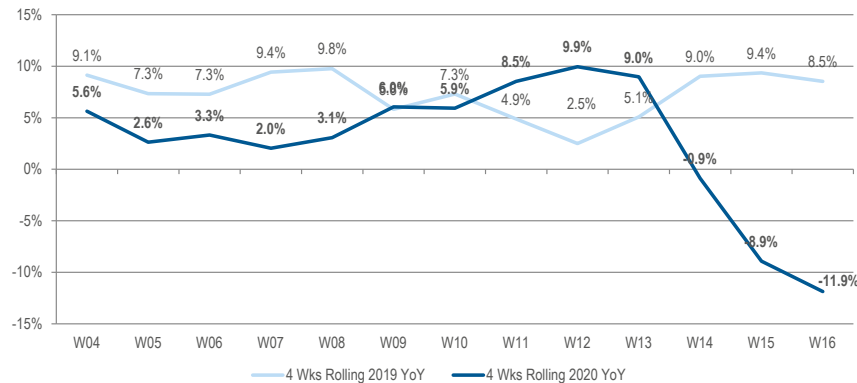
Weekly %YoY Trend

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

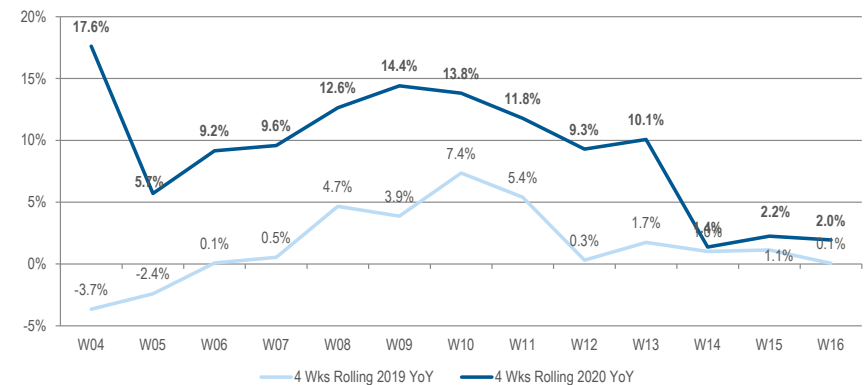
European Panel growth Y/Y 4 weeks rolling avg



Western Europe growth Y/Y 4 weeks rolling avg



Eastern Europe growth Y/Y 4 weeks rolling avg



CONTEXT Covid-19 Weekly Report

Weekly %YoY Trend - WE

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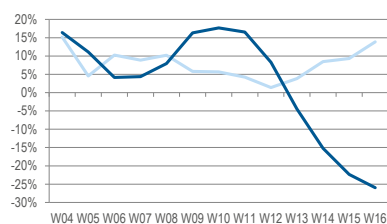
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Weekly %YoY Trend - Western Europe

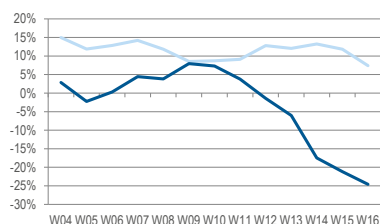
% Change in sales through IT Distribution in Euros

Rolling 4 Week Periods

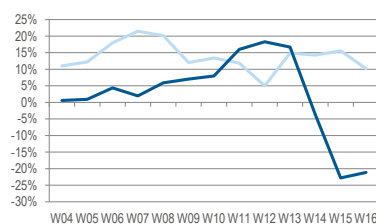
Italy growth Y/Y 4 weeks rolling avg



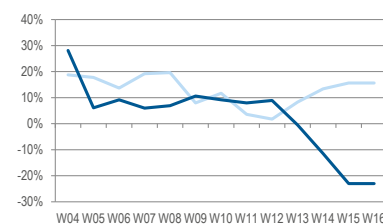
France growth Y/Y 4 weeks rolling avg



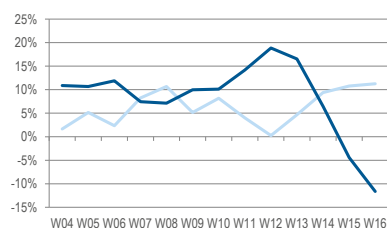
Spain growth Y/Y 4 weeks rolling avg



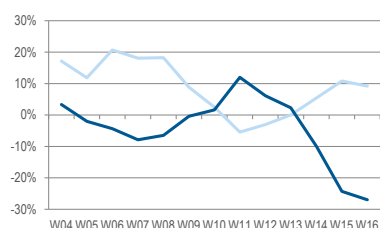
Portugal growth Y/Y 4 weeks rolling avg



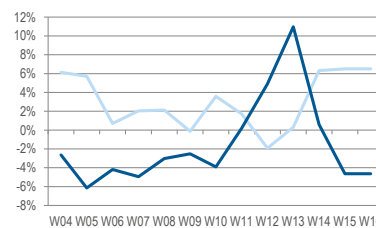
Germany growth Y/Y 4 weeks rolling avg



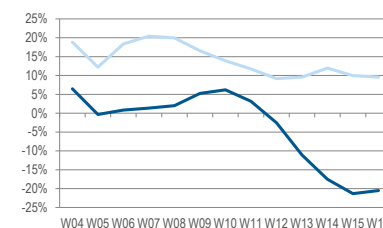
Austria growth Y/Y 4 weeks rolling avg



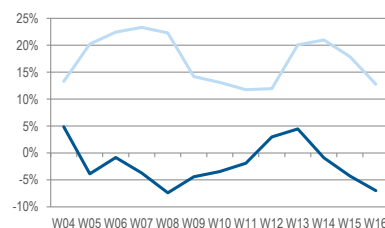
United Kingdom growth Y/Y 4 weeks rolling avg



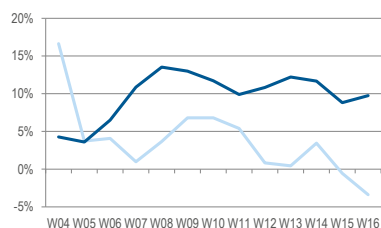
Belgium growth Y/Y 4 weeks rolling avg



Sweden growth Y/Y 4 weeks rolling avg



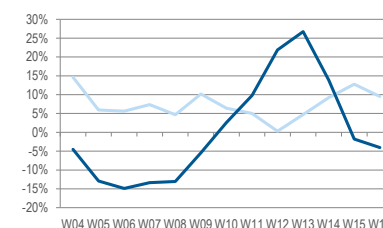
Finland growth Y/Y 4 weeks rolling avg



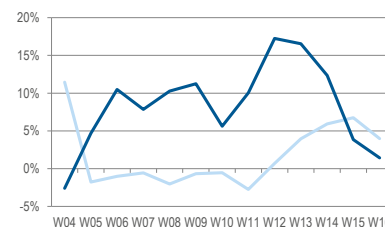
Norway growth Y/Y 4 weeks rolling avg



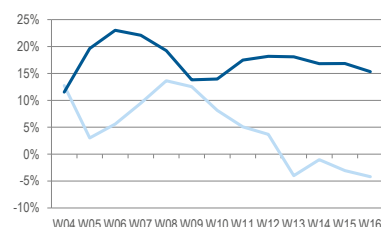
Denmark growth Y/Y 4 weeks rolling avg



Switzerland growth Y/Y 4 weeks rolling avg



Other WE growth Y/Y 4 weeks rolling avg



CONTEXT Covid-19 Weekly Report

Weekly %YoY Trend - EE

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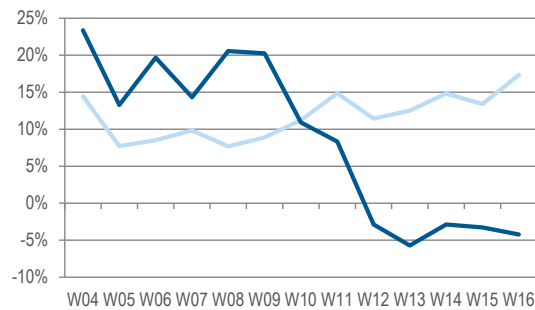
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Weekly %YoY Trend - Eastern Europe

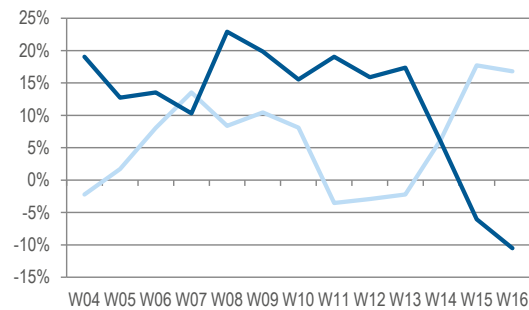
% Change in sales through IT Distribution in Euros

Rolling 4 Week Periods

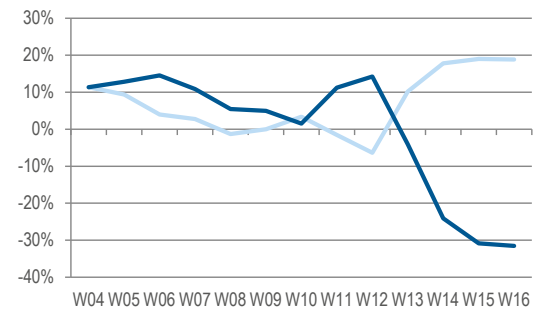
Poland growth Y/Y 4 weeks rolling avg



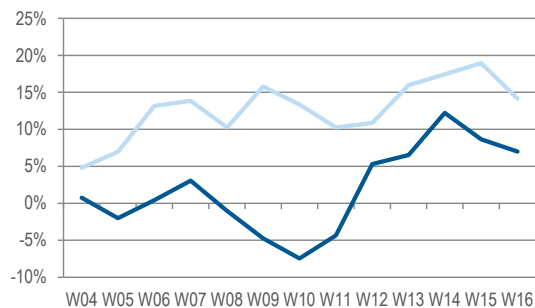
Czech Republic growth Y/Y 4 weeks rolling avg



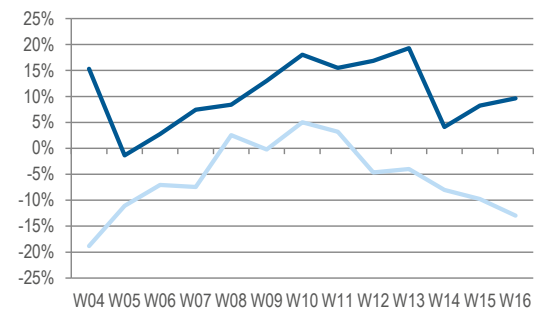
Slovakia growth Y/Y 4 weeks rolling avg



Baltics growth Y/Y 4 weeks rolling avg



Russia growth Y/Y 4 weeks rolling avg



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

% Change in sales through IT Distribution in Euros
4 Weeks to Week 16 (April 19 2020) vs Same Period 2019
Sorted by top growth industry sector and country size

Traffic Lights:	
Above	15%
Inbetween	
Below	-20%

Rank- W15	Rank- W16	Industry Sector	WESTERN EUROPE														EASTERN EUROPE					INDUSTRY SECTOR GROWTH		
			Germany	UK & Ireland	Italy	France	Switzerland	Sweden	Austria	Belgium	Denmark	Finland	Norway	Portugal	Other WE	Spain	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total
		Mobile Computing	4%	45%	26%	-4%	22%	-19%	9%	-3%	9%	7%	22%	19%	43%	11%	34%	40%	17%	34%	7%	18%	33%	20%
		Wireless Networking	9%	18%	-38%	-40%	-10%	-15%	23%	12%	65%	158%	36%	35%	35%	-28%	15%	185%	19%	-4%	-24%	2%	58%	7%
		Warranties and Services	-7%	-3%	3%	-8%	-7%	29%	-28%	-11%	-26%	19%	31%	-9%	8%	-1%	7%	67%	-2%	-28%	-37%	-4%	10%	-3%
		Audio-Video Systems	-12%	-4%	-39%	-36%	11%	6%	-44%	-7%	59%	70%	82%	20%	42%	2%	23%	15%	6%	2%	18%	-5%	16%	-4%
		Data Center Networking and Security	20%	-32%	-36%	29%	-13%	-25%	-21%	-41%	111%	54%	93%	-51%	-3%	7%	-24%	68%	59%	-54%	-43%	-5%	-14%	-6%
		Software and Licences	-5%	-27%	-6%	-16%	4%	18%	-26%	-23%	3%	28%	6%	15%	25%	-10%	-9%	13%	-14%	-4%	13%	-10%	-2%	-9%
		Computing Components	0%	-24%	-43%	-27%	-14%	-17%	-27%	-37%	-26%	49%	-17%	-50%	-29%	-25%	33%	11%	-5%	5%	-71%	-18%	20%	-10%
		Computing Accessories	-10%	-11%	-17%	-39%	9%	-10%	-13%	-11%	-8%	-6%	-25%	2%	-4%	-15%	-12%	1%	0%	8%	-36%	-12%	-6%	-12%
7	1	Other Networking Equipment	12%	-25%	-39%	-21%	-9%	-1%	-23%	-14%	-36%	-19%	-33%	44%	22%	-34%	-16%	6%	42%	23%	-53%	-13%	-9%	-13%
11	2	Networking Systems	-15%	-23%	-45%	-25%	-21%	8%	-10%	-25%	32%	105%	34%	5%	-6%	-36%	21%	52%	-14%	45%	-20%	-19%	23%	-13%
16	3	Server Computing	-36%	-10%	-24%	-12%	6%	1%	-33%	-38%	-30%	0%	-11%	-7%	38%	24%	8%	27%	-5%	-25%	-71%	-16%	1%	-14%
13	4	Disk Storage	-9%	-25%	-35%	-47%	-24%	16%	-22%	-45%	-5%	32%	23%	-43%	1%	-43%	78%	1%	-46%	-25%	-47%	-22%	30%	-14%
9	5	Printing Consumables	-12%	-29%	-23%	20%	-5%	-6%	-26%	-1%	-35%	-23%	42%	-15%	14%	-20%	-36%	-15%	-23%	-67%	-34%	-10%	-32%	-14%
10	6	Displays	-5%	-4%	-51%	-65%	6%	-33%	-26%	-36%	12%	2%	-31%	-22%	8%	-9%	-3%	-26%	-6%	19%	-59%	-19%	-11%	-18%
12	7	Power Equipment	-13%	-26%	-48%	-53%	-9%	-18%	-31%	-22%	-9%	10%	-25%	-31%	-22%	-41%	2%	-16%	-21%	-47%	-30%	-27%	-5%	-20%
19	8	Printing	-16%	-21%	-23%	-54%	-34%	-19%	-12%	-44%	-57%	-17%	-44%	-21%	-9%	-23%	-23%	15%	-26%	-18%	-5%	-25%	-16%	-23%
20	9	Smart Home and Office	-45%	3%	-77%	-90%	83%	1%	-67%	-93%	21%	-27%	-43%	291%	53%	50%	54%	-6%	359%	300%	74%	-29%	207%	-23%
14	10	Connectivity	-25%	-12%	-59%	-58%	18%	-17%	-39%	-53%	-20%	16%	-17%	-37%	-11%	-44%	77%	-5%	-28%	15%	-22%	-29%	26%	-24%
18	11	Desktop Computing	-29%	-7%	-63%	-57%	-22%	-30%	-42%	-38%	-54%	-10%	-31%	0%	-17%	-45%	12%	-23%	-26%	-16%	-42%	-34%	-2%	-28%
17	12	Unified Communications	-10%	-41%	-62%	-56%	-35%	-46%	-14%	-50%	41%	-35%	31%	-5%	-67%	-57%	1%	-49%	12%	-11%	-81%	-33%	-19%	-30%
22	13	Wearable Devices	-29%	-46%	-64%	-35%	-15%	-31%	-15%	-52%	6%	-7%	-50%	-73%	-5%	-69%	162%	-86%	-36%	-87%	-80%	-42%	-30%	-40%
21	14	Removable Storage	-38%	-33%	-70%	-63%	5%	76%	-65%	-58%	-50%	15%	-10%	-76%	-43%	-80%	14%	-53%	-60%	-15%	-69%	-46%	-35%	-44%
23	15	Telecommunications	-63%	-34%	-62%	-61%	-37%	-11%	-64%	-33%	-3%	-30%	25%	-84%	6%	-67%	30%	-62%	-28%	189%	-87%	-51%	-32%	-48%
24	16	Scanner Imaging	-45%	-14%	-51%	-48%	12%	-24%	-2%	-32%	-44%	346%	60%	-27%	-5%	-43%	-80%	-43%	-33%	20%	-24%	-35%	-75%	-49%
Country Growth			-12%	-7%	-26%	-24%	2%	-7%	-27%	-21%	-4%	10%	13%	-22%	15%	-21%	12%	-4%	-10%	6%	-31%			

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Top Decline Industry

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

% Change in sales through IT Distribution in Euros

4 Weeks to Week 16 (April 19 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	Switzerland	Sweden	Austria	Belgium	Denmark	Finland	Norway	Portugal	Other WE	Spain	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total
Scanner Imaging	-45%	-14%	-51%	-48%	12%	-24%	-2%	-32%	-44%	346%	60%	-27%	-5%	-43%	-80%	-43%	-33%	20%	-24%	-35%	-75%	-49%
Telecommunications	-63%	-34%	-62%	-61%	-37%	-11%	-64%	-33%	-3%	-30%	25%	-84%	6%	-67%	30%	-62%	-28%	189%	-87%	-51%	-32%	-48%
Removable Storage	-38%	-33%	-70%	-63%	5%	76%	-65%	-58%	-50%	15%	-10%	-76%	-43%	-80%	14%	-53%	-60%	-15%	-69%	-46%	-35%	-44%
Wearable Devices	-29%	-46%	-64%	-35%	-15%	-31%	-15%	-52%	6%	-7%	-50%	-73%	-5%	-69%	162%	-86%	-36%	-87%	-80%	-42%	-30%	-40%
Unified Communications	-10%	-41%	-62%	-56%	-35%	-46%	-14%	-50%	41%	-35%	31%	-5%	-67%	-57%	1%	-49%	12%	-11%	-81%	-33%	-19%	-30%
Desktop Computing	-29%	-7%	-63%	-57%	-22%	-30%	-42%	-38%	-54%	-10%	-31%	0%	-17%	-45%	12%	-23%	-26%	-16%	-42%	-34%	-2%	-28%
Connectivity	-25%	-12%	-59%	-58%	18%	-17%	-39%	-53%	-20%	16%	-17%	-37%	-11%	-44%	77%	-5%	-28%	15%	-22%	-29%	26%	-24%
Printing	-16%	-21%	-23%	-54%	-34%	-19%	-12%	-44%	-57%	-17%	-44%	-21%	-9%	-23%	-23%	15%	-26%	-18%	-5%	-25%	-16%	-23%
Smart Home and Office	-45%	3%	-77%	-90%	83%	1%	-67%	-93%	21%	-27%	-43%	291%	53%	50%	54%	-6%	359%	300%	74%	-29%	207%	-23%
Power Equipment	-13%	-26%	-48%	-53%	-9%	-18%	-31%	-22%	-9%	10%	-25%	-31%	-22%	-41%	2%	-16%	-21%	-47%	-30%	-27%	-5%	-20%
Displays	-5%	-4%	-51%	-65%	6%	-33%	-26%	-36%	12%	2%	-31%	-22%	8%	-9%	-3%	-26%	-6%	19%	-59%	-19%	-11%	-18%
Printing Consumables	-12%	-29%	-23%	20%	-5%	-6%	-26%	-1%	-35%	-23%	42%	-15%	14%	-20%	-36%	-15%	-23%	-67%	-34%	-10%	-32%	-14%
Disk Storage	-9%	-25%	-35%	-47%	-24%	16%	-22%	-45%	-5%	32%	23%	-43%	1%	-43%	78%	1%	-46%	-25%	-47%	-22%	30%	-14%
Server Computing	-36%	-10%	-24%	-12%	6%	1%	-33%	-38%	-30%	0%	-11%	-7%	38%	24%	8%	27%	-5%	-25%	-71%	-16%	1%	-14%
Networking Systems	-15%	-23%	-45%	-25%	-21%	8%	-10%	-25%	32%	105%	34%	5%	-6%	-36%	21%	52%	-14%	45%	-20%	-19%	23%	-13%
Other Networking Equipment	12%	-25%	-39%	-21%	-9%	-1%	-23%	-14%	-36%	-19%	-33%	44%	22%	-34%	-16%	6%	42%	23%	-53%	-13%	-9%	-13%
Computing Accessories	-10%	-11%	-17%	-39%	9%	-10%	-13%	-11%	-8%	-6%	-25%	2%	-4%	-15%	-12%	1%	0%	8%	-36%	-12%	-6%	-12%
Computing Components	0%	-24%	-43%	-27%	-14%	-17%	-27%	-37%	-26%	49%	-17%	-50%	-29%	-25%	33%	11%	-5%	5%	-71%	-18%	20%	-10%
Software and Licences	-5%	-27%	-6%	-16%	4%	18%	-26%	-23%	3%	28%	6%	15%	25%	-10%	-9%	13%	-14%	-4%	13%	-10%	-2%	-9%
Data Center Networking and Security	20%	-32%	-36%	29%	-13%	-25%	-21%	-41%	111%	54%	93%	-51%	-3%	7%	-24%	68%	59%	-54%	-43%	-5%	-14%	-6%
Audio-Video Systems	-12%	-4%	-39%	-36%	11%	6%	-44%	-7%	59%	70%	82%	20%	42%	2%	23%	15%	6%	2%	18%	-5%	16%	-4%
Warranties and Services	-7%	-3%	3%	-8%	-7%	29%	-28%	-11%	-26%	19%	31%	-9%	8%	-1%	7%	67%	-2%	-28%	-37%	-4%	10%	-3%
Wireless Networking	9%	18%	-38%	-40%	-10%	-15%	23%	12%	65%	158%	36%	35%	35%	-28%	15%	185%	19%	-4%	-24%	2%	58%	7%
Mobile Computing	4%	45%	26%	-4%	22%	-19%	9%	-3%	9%	7%	22%	19%	43%	11%	34%	40%	17%	34%	7%	18%	33%	20%
Country Growth	-12%	-7%	-26%	-24%	2%	-7%	-27%	-21%	-4%	10%	13%	-22%	15%	-21%	12%	-4%	-10%	6%	-31%			

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Largest Industry

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Largest IT Industry Sectors and Countries in Western and Eastern Europe

% Change in sales through IT Distribution in Euros

4 Weeks to Week 16 (April 19 2020) vs Same Period 2019

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

Traffic Lights:	
Above	15%
Inbetween	
Below	-20%

Industry Sector	WESTERN EUROPE														EASTERN EUROPE				
	Germany	UK & Ireland	Italy	France	Switzerland	Sweden	Austria	Belgium	Denmark	Finland	Norway	Portugal	Other WE	Spain	Russia	Poland	Czech Republic	Baltics	Slovakia
Mobile Computing	4%	45%	26%	-4%	22%	-19%	9%	-3%	9%	7%	22%	19%	43%	11%	34%	40%	17%	34%	7%
Software and Licences	-5%	-27%	-6%	-16%	4%	18%	-26%	-23%	3%	28%	6%	15%	25%	-10%	-9%	13%	-14%	-4%	13%
Printing Consumables	-12%	-29%	-23%	20%	-5%	-6%	-26%	-1%	-35%	-23%	42%	-15%	14%	-20%	-36%	-15%	-23%	-67%	-34%
Telecommunications	-63%	-34%	-62%	-61%	-37%	-11%	-64%	-33%	-3%	-30%	25%	-84%	6%	-67%	30%	-62%	-28%	189%	-87%
Warranties and Services	-7%	-3%	3%	-8%	-7%	29%	-28%	-11%	-26%	19%	31%	-9%	8%	-1%	7%	67%	-2%	-28%	-37%
Disk Storage	-9%	-25%	-35%	-47%	-24%	16%	-22%	-45%	-5%	32%	23%	-43%	1%	-43%	78%	1%	-46%	-25%	-47%
Displays	-5%	-4%	-51%	-65%	6%	-33%	-26%	-36%	12%	2%	-31%	-22%	8%	-9%	-3%	-26%	-6%	19%	-59%
Computing Components	0%	-24%	-43%	-27%	-14%	-17%	-27%	-37%	-26%	49%	-17%	-50%	-29%	-25%	33%	11%	-5%	5%	-71%
Desktop Computing	-29%	-7%	-63%	-57%	-22%	-30%	-42%	-38%	-54%	-10%	-31%	0%	-17%	-45%	12%	-23%	-26%	-16%	-42%
Printing	-16%	-21%	-23%	-54%	-34%	-19%	-12%	-44%	-57%	-17%	-44%	-21%	-9%	-23%	-23%	15%	-26%	-18%	-5%
Networking Systems	-15%	-23%	-45%	-25%	-21%	8%	-10%	-25%	32%	105%	34%	5%	-6%	-36%	21%	52%	-14%	45%	-20%
Computing Accessories	-10%	-11%	-17%	-39%	9%	-10%	-13%	-11%	-8%	-6%	-25%	2%	-4%	-15%	-12%	1%	0%	8%	-36%
Server Computing	-36%	-10%	-24%	-12%	6%	1%	-33%	-38%	-30%	0%	-11%	-7%	38%	24%	8%	27%	-5%	-25%	-71%
Audio-Video Systems	-12%	-4%	-39%	-36%	11%	6%	-44%	-7%	59%	70%	82%	20%	42%	2%	23%	15%	6%	2%	18%
Data Center Networking and Security	20%	-32%	-36%	29%	-13%	-25%	-21%	-41%	111%	54%	93%	-51%	-3%	7%	-24%	68%	59%	-54%	-43%
Wireless Networking	9%	18%	-38%	-40%	-10%	-15%	23%	12%	65%	158%	36%	35%	35%	-28%	15%	185%	19%	-4%	-24%
Other Networking Equipment	12%	-25%	-39%	-21%	-9%	-1%	-23%	-14%	-36%	-19%	-33%	44%	22%	-34%	-16%	6%	42%	23%	-53%
Power Equipment	-13%	-26%	-48%	-53%	-9%	-18%	-31%	-22%	-9%	10%	-25%	-31%	-22%	-41%	2%	-16%	-21%	-47%	-30%
Wearable Devices	-29%	-46%	-64%	-35%	-15%	-31%	-15%	-52%	6%	-7%	-50%	-73%	-5%	-69%	162%	-86%	-36%	-87%	-80%
Connectivity	-25%	-12%	-59%	-58%	18%	-17%	-39%	-53%	-20%	16%	-17%	-37%	-11%	-44%	77%	-5%	-28%	15%	-22%
Games Consoles	54%		58%	-29%	-1%	223%	174%	268%	9%	3%	-54%	124%	302%	94%	-43%	31%	76%	-48%	74%
Electronics	-22%	-45%	-42%	-17%	82%	-52%	-67%	-57%	29%	81%	-77%	-78%	-39%	-76%	64%	-24%	-23%	-74%	-53%
Smart Home and Office	-45%	3%	-77%	-90%	83%	1%	-67%	-93%	21%	-27%	-43%	291%	53%	50%	54%	-6%	359%	300%	74%
Removable Storage	-38%	-33%	-70%	-63%	5%	76%	-65%	-58%	-50%	15%	-10%	-76%	-43%	-80%	14%	-53%	-60%	-15%	-69%
Terminals, Thin Clients and Points of Sales	-16%	13%	-62%	-49%	-17%	-31%	-24%	7%	28%	-76%	32%	140%	-21%	-26%	4%	153%	8%	-62%	-84%
Unified Communications	-10%	-41%	-62%	-56%	-35%	-46%	-14%	-50%	41%	-35%	31%	-5%	-67%	-57%	1%	-49%	12%	-11%	-81%
Scanner Imaging	-45%	-14%	-51%	-48%	12%	-24%	-2%	-32%	-44%	346%	60%	-27%	-5%	-43%	-80%	-43%	-33%	20%	-24%
Tape Storage	-17%	-20%	-4%	-58%	-48%	-55%	-11%	-65%	-11%	-7%	-5%	26%	-9%	-56%	19%	228%	-76%	-72%	349%
Security	14%	-65%	-68%	-76%	29%	-30%	-50%	-56%	-14%	20%	-74%	52%	-1%	-47%	-18%	-40%	-56%	61%	-34%
Photo and Video Cameras	-78%	-31%	-89%	-58%	-50%	-95%	-98%	-53%	-82%	-59%	-83%	-81%	-87%	-92%	-56%	-93%	-71%	1%	-78%

INDUSTRY SECTOR GROWTH		
WE	EE	Total
18%	33%	20%
-10%	-2%	-9%
-10%	-32%	-14%
-51%	-32%	-48%
-4%	10%	-3%
-22%	30%	-14%
-19%	-11%	-18%
-18%	20%	-10%
-34%	-2%	-28%
-25%	-16%	-23%
-19%	23%	-13%
-12%	-6%	-12%
-16%	1%	-14%
-5%	16%	-4%
-5%	-14%	-6%
2%	58%	7%
-13%	-9%	-13%
-27%	-5%	-20%
-42%	-30%	-40%
-29%	26%	-24%
56%	37%	48%
-32%	20%	-21%
-29%	207%	-23%
-46%	-35%	-44%
-19%	32%	-14%
-33%	-19%	-30%
-35%	-75%	-49%
-24%	2%	-22%
-43%	-26%	-40%
-71%	-79%	-75%

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Top Growth Category

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Top Growth Categories in Western and Eastern Europe

% Change in sales through IT Distribution in Euros

4 Weeks to Week 16 (April 19 2020) vs Same Period 2019

Sorted by top growth categories and country size

Traffic Lights:	
Above	15%
Inbetween	
Below	-20%

			WESTERN EUROPE															EASTERN EUROPE					CATEGORY GROWTH		
Rank- W15	Rank- W16	Category	Germany	UK & Ireland	Italy	France	Switzerland	Sweden	Austria	Belgium	Denmark	Finland	Norway	Portugal	Other WE	Spain	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total	
1	1	Smart Home Automation	17%	701%	6209%	-89%	56%	1803%	-65%	756%	1791%	405%				-27%	0%		-10%	332091%	11%	20%	265%	13593%	364%
3	2	Consoles Fixed	96%		323%	74%	1876%	3595%	3650%	0%	42%	11%	-100%	743%	-79%	-5%	180%	56%	199%	-95%	86%	172%	82%	108%	
6	3	Games Software	-9%		100%	-85%	151%	-74%	-99%	0%	-18%	81%	1039%	-58%	20%	981%	53%	56%	111%	-90%	176%	75%	85%	79%	
2	4	SAN Accessories	-70%	-87%	-39%	900%	-37%	-8%	-43%	45%	-104%	69%	613%	-99%	464%	-2%	25%	351%	-97%	-100%	530%	71%	-5%	64%	
5	5	Wireless Adapters	26%	124%	-11%	21%	40%	26%	25%	-1%	-23%	46%	84%	131%	101%	41%	120%	144%	137%	7%	-36%	42%	114%	56%	
4	6	Web Cameras	22%	-1%	164%	15%	313%	203%	74%	126%	25%	6%	2%	199%	178%	135%	63%	169%	69%	34%	14%	50%	81%	53%	
27	7	Integrated Systems	87%	96%	29%	-43%	23%	784%	-90%	-22%	-80%	-71%	-74%	1584%	361%	808%	-15%	54%	438%	-37%	-100%	55%	-13%	51%	
9	8	Notebooks	14%	64%	29%	-6%	28%	-14%	15%	8%	7%	10%	29%	23%	58%	16%	38%	47%	21%	24%	11%	26%	37%	28%	
12	9	Notebook Workstations	40%	84%	9%	24%	44%	-20%	30%	31%	86%	-2%	-14%	29%	42%	-43%	-10%	-39%	-27%	-11%	31%	34%	-24%	28%	
14	10	Games Accessories	47%		-28%	-34%	-20%	110%	-7%	267%	8%	-5%	-50%	8%	327%	151%	-44%	-1%	2%	-53%	73%	38%	-2%	25%	
13	11	Powerline Devices	32%	44%	-18%	-5%	28%	76%	-27%	6%	101%	21%	25%	215%	108%	-23%	25%	-54%	184%	13%	-59%	23%	-11%	21%	
7	12	Virtualisation Software	14%	13%	47%	21%	45%	34%	94%	80%	13%	51%	-16%	35%	-3%	35%	-25%	79%	26%	-14%	-40%	20%	-7%	17%	
10	13	Wireless LAN Controllers	-35%	-13%	-29%	-37%	6%	-58%	24%	81%	16%	65%	1947%	-52%	-80%	-39%	8%	1569%	-63%	-69%	312%	-26%	452%	17%	
15	14	Ink Cartridges and Tanks	9%	0%	4%	64%	26%	-19%	-18%	33%	0%	-19%	96%	11%	36%	7%	-27%	30%	-13%	-56%	-19%	19%	-11%	16%	
18	15	Inkjet Printers	17%	6%	48%	-9%	-16%	-17%	-55%	-37%	-59%	-44%	18%	64%	81%	85%	-25%	23%	-48%	-36%	-30%	21%	-17%	16%	
11	16	Headsets/Headphones and Microphones	4%	22%	-31%	-15%	53%	43%	-35%	-10%	64%	87%	77%	33%	49%	44%	30%	65%	32%	20%	60%	13%	39%	15%	
42	17	Graphics Cards	15%	29%	-37%	-44%	-6%	25%	-23%	-1%	14%	42%	-78%	-34%	48%	-33%	51%	19%	27%	93%	-68%	4%	32%	10%	
16	18	All-In-One Inkjets	-6%	10%	7%	10%	-1%	4%	13%	-30%	-8%	27%	-33%	135%	90%	40%	-41%	83%	-32%	24%	-42%	10%	7%	10%	
26	19	Developer Tools Software	-25%	-21%	0%	52%	-17%	9%	-25%	-19%	-1%	-64%	68%	173%	8%	79%	-66%	13%	-56%	33%	-18%	5%	-14%	4%	
30	20	Wireless Access Points	10%	15%	-40%	-43%	-12%	-15%	23%	8%	72%	168%	29%	35%	55%	-32%	3%	100%	12%	-3%	-28%	2%	28%	4%	
19	21	Security Software	18%	-29%	5%	21%	14%	106%	61%	-14%	17%	70%	-10%	-27%	48%	-10%	-15%	146%	48%	137%	269%	2%	39%	3%	
21	22	Telephony and Conference Systems	32%	-25%	-35%	-45%	30%	227%	151%	218%	239%	40%	114%	-20%	21%	4%	-61%	-39%	135%	119%	-26%	16%	-52%	3%	
39	23	E-Readers	-51%	135%	-62%	-46%	172%	-27%	-91%		-40%	219%	83%	-101%	86%	59%	-29%	8%	110%	11%	322%	3%	-6%	2%	
17	24	Monitors	6%	42%	-39%	-48%	21%	6%	-15%	-25%	-16%	3%	-24%	-1%	23%	-1%	-8%	3%	17%	13%	-54%	2%	-2%	1%	
20	25	Network Management Software	19%	-17%	37%	-16%	2%	61%	-28%	1%	-19%	35%	-4%	79%	17%	18%	-37%	68%	35%	-73%	3%	3%	-23%	0%	
8	26	SAN Switches and Directors	242%	-68%	-78%	-76%	15%	-94%	-88%	-58%	-27%	-17%	-31%	-24%	623%	70%	-74%	84%	81%	-51%	-5%	18%	-52%	-1%	
29	27	Warranties and Services	-7%	-3%	3%	-8%	-7%	29%	-28%	-11%	-26%	19%	31%	-9%	8%	-1%	7%	67%	-2%	-28%	-37%	-4%	10%	-3%	
45	28	Processors	11%	-14%	-46%	6%	-5%	-26%	-12%	-20%	-5%	73%	4%	-56%	-39%	14%	31%	-2%	-10%	-51%	-82%	-9%	15%	-3%	
23	29	Telephony Accessories	-20%	-29%	-6%	164%	6%	-91%	-78%	30%	-92%	-91%	470%	-71%	190%	-60%	-49%	-13%	202%	43%	2638%	-3%	-17%	-4%	
31	30	Network Management and Security Appliances	6%	-22%	-21%	-54%	-18%	48%	35%	-44%	217%	-15%	111%	-42%	29%	11%	4%	136%	139%	-59%	-51%	-5%	13%	-4%	
47	31	Desktop Thin Clients	-18%	1%	2%	-42%	-17%	-25%	-40%	259%	-4%	-76%	48%	1274%	11%	-10%	-39%	163%	-12%	1674%	-77%	-7%	8%	-5%	
22	32	LTO/Ultrium Media	-4%	73%	-19%	-45%	-64%	-27%	-36%	-45%	-37%	-30%	-1%	-17%	-28%	-13%	8%	88%	-45%	-18%	77%	-7%	1%	-6%	
NA	33	Disk Arrays	48%	-5%	-1%	-71%	6%	102%	20%	-50%	0%	161%	-33%	-67%	22%	-55%	111%	60%	-74%	-54%	133%	-12%	44%	-7%	
32	34	Office Applications Software	-27%	-11%	-9%	-26%	-17%	8%	-41%	-43%	7%	18%	20%	18%	51%	41%	18%	3%	-28%	3%	-16%	-9%	2%	-8%	
35	35	Digital Media Players	-31%	19%	-64%	-30%	-8%	-4%	-14%	108%	136%	89%	101%	25%	32%	-18%	14%	-45%	2%	42%	-70%	-8%	-20%	-8%	
44	36	Mobile Computing Accessories and Parts	-2%	-10%	-38%	-16%	0%	-60%	-5%	2%	18%	17%	25%	-48%	12%	-29%	44%	-11%	16%	171%	-79%	-10%	5%	-10%	
37	37	Tablet PCs	-20%	-17%	20%	-1%	4%	-37%	-16%	-44%	-5%	-9%	-7%	5%	-4%	-6%	-2%	5%	248%	-39%	-11%	4%	-10%		
41	38	Operating Systems Software	-22%	-11%	-15%	-33%	0%	119%	-19%	-21%	-42%	18%	89%	-3%	35%	-53%	43%	-16%	-29%	37%	-53%	-13%	10%	-10%	
43	39	Project Management Software	-31%	-24%	-55%	87%	69%	-42%	-44%	-83%	16%	-40%	-80%	121%	-51%	85%	0%	217%	9%	-14%	711%	-19%	267%	-11%	
46	40	Network Switches	-10%	-21%	-52%	-28%	-28%	5%	-7%	-24%	15%	114%	29%	-38%	-12%	-38%	37%	66%	-27%	63%	39%	-19%	38%	-13%	
NA	41	Smart Lighting and Electricals	-55%	-43%	-101%	-71%	141%	-3%	-63%	29%	223%	0%	55%	158%	-86%	-34%	69%	-65%	369%	141%	156%	-14%	9%	-13%	
49	42	Network Routers	-23%	-31%	-27%	-4%	11%	19%	-22%	-37%	188%	39%	47%	283%	6%	-35%	6%	26%	15%	15%	-48%	-19%	5%	-13%	
33	43	Database Management Software	-12%	5%	7%	-47%	6%	-3%	-56%	-37%	-32%	23%	-4%	-5%	-13%	-25%	111%	-17%	-71%	-54%	-91%	-13%	-31%	-15%	
38	44	Uninterruptable Power Supplies (UPS)	-15%	-3%	-60%	-60%	-24%	-18%	-37%	-17%	-40%	-20%	33%	-43%	-12%	-48%	7%	-16%	-8%	-25%	-4%	-27%	3%	-15%	
28	45	Keyboards and Keypads	-20%	-6%	-45%	-50%	59%	-17%	-23%	-27%	-11%	41%	-35%	-2%	14%	-44%	-37%	-23%	-4%	7%	-26%	-14%	-27%	-16%	
NA	46	Servers (PC/Mac)	-38%	-27%	-39%	14%	-7%	6%	-37%	-43%	-1%	25%	8%	-32%	22%	-15%	10%	32%	-28%	-31%	-48%	-22%	5%	-16%	
24	47	Docking Stations	-10%	-18%	-12%	-36%	0%	-22%	-21%	24%	-17%	-35%	-14%	37%	-39%	-16%	-14%	3%	-10%	-27%	-15%	-17%	-9%	-17%	
50	48	Wired Network Adapters	4%	-49%	-36%	54%	-27%	38%	-44%	-41%	-9%	-3%	-45%	-32%	-29%	-33%	6%	-25%	4%	84%	3%	-20%	2%	-17%	
40	49	Landline Telephones	-22%	-11%	-43%	-79%	-15%	-27%	67%	-40%	-38%	0%	-29%	-85%	-35%	-33%	122%	-28%	-4%	-50%	-52%	-23%	34%	-18%	
NA	50	Data Management Software	19%	-50%	-22%	-27%	-15%	-22%	-38%	-21%	95%	106%	26%	35%	66%	-23%	-52%	82%	21%	11%	391%	-19%	-10%	-19%	

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Top Decline Category

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Top Decline Categories and Countries in Western and Eastern Europe

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Sorted by fastest declining categories and country size

Traffic Lights:	
Above	15%
Inbetween	
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	WESTERN EUROPE														EASTERN EUROPE						CATEGORY GROWTH		
Category	Germany	UK & Ireland	Italy	France	Switzerland	Sweden	Austria	Belgium	Denmark	Finland	Norway	Portugal	Other WE	Spain	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total	
Standalone GPS Devices	-100%	-92%	-79%	-100%	-59%	-63%	-100%	-90%	-44%		-78%	-91%	-62%	-96%	-72%	-80%	-94%	-88%	-24%	-89%	-91%	-89%	
Smartphone Screen Protectors	-60%	-85%	-98%	-90%	64%		368%	-101%		-2%	-16%	-96%	-48%	-106%	-95%	-89%	-48%	-74%	-46%	-87%	-72%	-85%	
Digital Cameras	-77%	22%	-95%	-45%	-56%	-92%	-97%	-31%	-93%	-67%	110%	-81%	-27%	-93%	-57%	-94%	-73%	121%	-77%	-74%	-81%	-78%	
Portable Speakers	-75%	-59%	-60%	-93%	-80%	-88%	-100%	-69%	-83%	-27%	976%	-75%	82%	-89%	-23%	-84%	-54%	-80%	-42%	-75%	-50%	-73%	
Camera/Camcorder Accessories	-86%	-53%	-80%	-93%	-53%	-97%	-98%	-81%	-77%	-42%	-98%	-86%	-89%	-87%	-35%	-92%	-66%	-69%	-81%	-69%	-76%	-71%	
Dye Sublimation Printers	-91%	-55%	-86%	-64%	28%	-95%	-94%	-61%	88%	-62%	31%	146%	-53%	-94%	-57%	-84%	-87%	-82%	-100%	-70%	-81%	-71%	
Portable Power Banks	-75%	-83%	-89%	-85%	-41%	-30%	-89%	-96%	-97%	-96%	-71%	-32%	-93%	-15%	-28%	-78%	-80%	-52%	-41%	-76%	-52%	-69%	
Presentation Devices	-79%	-64%	-99%	-96%	-33%	-91%	-75%	-28%	-61%	-48%	-127%	-77%	-62%	-74%	-52%	-71%	-84%	-83%	-44%	-69%	-64%	-68%	
3D Printers	-44%	-92%	-54%	-100%	220%	-106%	-78%		-100%		-100%	-100%	-100%	-96%	-100%	5%	-90%	-63%	103%	-67%	-79%	-67%	
Copier-based MFPs	-18%	-67%	-83%	-83%	-62%	-29%	-28%	-59%	-93%	-20%	-78%	-71%	-91%	-93%	-36%	-82%	-31%	-93%	-75%	-70%	-40%	-66%	
Privacy Screens	-50%	-79%	-79%	-57%	-45%	-37%	-66%	-66%	-6%	-59%	-53%	-94%	-58%	-73%		-75%		-64%	-96%	-65%	-70%	-65%	
Large Format/Plotter Printers	-51%	-85%	-85%	-79%	-37%	-39%	-43%	-51%	-75%	-4%	-41%	-88%	-66%	-97%	-4%	-38%	-59%	-92%	6%	-69%	-28%	-64%	
Projectors	-62%	-64%	-72%	-82%	-45%	-29%	-53%	-66%	-79%	-19%	-66%	-73%	-22%	-79%	162%	-63%	-40%	-60%	-54%	-65%	-36%	-61%	
Smartphone/Tablet Chargers	-21%	-70%	-76%	-79%	-50%	-63%	-91%	-88%	-56%	-42%	-83%	-43%	-27%	-58%	3%	-61%	-57%	-54%	-80%	-62%	-42%	-60%	
Printer Accessories and Parts	-31%	-62%	-83%	-72%	-54%	-9%	-36%	-86%	-69%	-37%	-44%	-92%	-52%	-90%	-14%	-74%	-57%	-10%	-63%	-61%	-23%	-55%	
Memory Cards	-68%	-37%	-77%	-76%	-3%	89%	-86%	-67%	-26%	79%	92%	-76%	-43%	-88%	8%	-77%	-65%	-27%	-71%	-56%	-45%	-54%	
Home Sound Systems	-75%	-75%	-64%	-18%	62%	-66%	-5%	-46%	92%	159%	-69%	-16%	5%	-94%	-90%	75%	-50%	51%	-87%	-60%	-15%	-53%	
Smart Speakers	-49%	-14%	-88%	-90%	4%	-52%	-59%	-88%	-69%	-100%		-45%		54%		-32%	-101%	-59%	-69%	-51%	-93%	-52%	
Displays Accessories	-26%	-57%	-40%	-80%	-18%	-7%	-47%	-37%	-21%	-23%	-29%	-41%	-61%	-50%	-86%	-49%	-28%	-45%	-51%	-50%	-64%	-51%	
Long Life Consumables	-44%	-63%	-62%	-64%	-46%	-16%	-40%	-49%	-62%	-31%	-48%	-50%	-33%	-61%	-38%	-56%	-33%	-63%	-21%	-53%	-40%	-50%	
Smartphone Protective Cases	-71%	-76%	-96%	-95%	-25%	-31%	-93%	-89%	-86%	-22%	-65%	-89%	-60%	-96%	1590%	-66%	-13%	-58%		-83%	407%	-50%	
Smartphones	-65%	-33%	-61%	-58%	-44%	-12%	-65%	-33%	-1%	-32%	23%	-84%	9%	-67%	22%	-63%	-28%	208%	-88%	-51%	-36%	-49%	
Mobile Phones	-89%	-25%	-64%	-63%	37%	-56%	-86%	-15%	-27%	29%	182%	-84%	-76%	-51%	-42%	-86%	-30%	-14%	-17%	-49%	-47%	-49%	
Scanners	-45%	-14%	-51%	-49%	13%	-22%	0%	-32%	-43%	348%	60%	-21%	-2%	-43%	-80%	-47%	-22%	20%	-31%	-35%	-75%	-49%	
Partner Rebates, Warehousing and Logistics	-20%	-45%	-91%	-61%	-60%	-75%	-17%	10%	65%	70%	-10%	-7%	-8%	-7%	651%	31%	-86%	34%	0%	-55%	104%	-48%	
Smart Bands and Activity Trackers	-91%	-48%	-79%	-68%	-30%	45%	-81%	468%	118%	581%	-100%	-56%	-48%	-71%	241%	-69%	-51%	-92%	-22%	-54%	65%	-45%	
Tape Drives	-46%	-69%	8%	-78%	-30%	-75%	-10%	-84%	-54%	82%	-86%	-8%	5%	-82%	96%	682%	-89%	-79%	917%	-52%	5%	-44%	
Server Accessories	-80%	-62%	-30%	-32%	237%	-29%	-58%	-24%	20%	17%	-61%	-80%	-66%	-10%	30%	-41%	-67%	-56%	-86%	-49%	-8%	-44%	
Desktop Workstations (PC/Mac)	-27%	-49%	-55%	-57%	-36%	-67%	-52%	-53%	-31%	-25%	-77%	-59%	-34%	-61%	4%	-3%	-30%	-74%	-56%	-47%	-11%	-42%	
Servers (Unix)	-45%	-18%	294%	-59%	5%	-99%	75%	-47%	-13%		-100%	19%	-77%	-52%	-61%	29%	1105%	0%	-94%	-42%	-42%	-42%	
Large Format Displays	-18%	-45%	-43%	-85%	-31%	-15%	-55%	-33%	-31%	-37%	-30%	-94%	-27%	-74%	-3%	-44%	34%	-59%	-67%	-43%	-17%	-41%	
Server Enclosure	48%	-37%	-44%	-93%	-83%	44%	-96%	397%	1208%	-97%	2961%	-92%	-76%	-60%	-6%	-36%	-53%	-56%	-95%	-46%	-19%	-41%	
Label/Barcode/Receipt Printers	-26%	3%	-78%	-41%	-31%	12%	-31%	-58%	-64%	-4%	-68%	-63%	-38%	-65%	26%	-45%	-23%	-10%	-66%	-47%	-5%	-40%	
PC Speakers	-42%	-62%	-46%	-77%	12%	-36%	-68%	24%	118%	79%	60%	7%	-18%	-66%	32%	-43%	-45%	-37%	-78%	-42%	-33%	-40%	
Smart Watches	-43%	-29%	-63%	-49%	6%	-8%	-11%	-51%	3%	-8%	-48%	-76%	27%	-67%	80%	-90%	-25%	-86%	-82%	-37%	-54%	-39%	
Network Chassis	-35%	-73%	-65%	-28%	-80%	-89%	-60%	0%	-82%	111%	741%	-98%	600%	-21%	16%	-91%	-86%	0%		-45%	5%	-39%	
Disk Drives	-45%	-43%	-63%	-62%	52%	-18%	-70%	-52%	-47%	16%	-56%	-69%	-43%	-43%	-8%	1%	-38%	7%	-76%	-43%	-12%	-38%	
Toner	-25%	-54%	-48%	-45%	-17%	4%	-35%	-47%	-49%	-30%	-7%	-43%	-18%	-45%	-38%	-39%	-30%	-74%	-64%	-37%	-40%	-38%	
USB Memory	-12%	-29%	-70%	-52%	-20%	94%	-68%	-42%	-65%	-8%	-76%	-81%	-49%	-79%	31%	-53%	-62%	-3%	-67%	-38%	-33%	-37%	
IP Cameras	14%	-65%	-69%	-78%	33%	-30%	-50%	-56%	-15%	20%	-75%	55%	-1%	-47%	55%	-45%	-56%	64%	-29%	-43%	4%	-36%	
Storage Controllers	-52%	-51%	-65%	-53%	-46%	-81%	-34%	-56%	-47%	-19%	-65%	-57%	-51%	-66%	217%	-36%	-34%	-18%	-15%	-53%	119%	-36%	
Office Supplies and Furniture	-54%	-19%	-71%	-57%	-23%	-16%	-66%	-67%	-39%	0%	-50%	18%	-17%	51%	-55%	-29%	-10%	-36%	-67%	-33%	-45%	-35%	
Network Accessories	4%	-47%	-44%	-61%	9%	28%	29%	-32%	-43%	6%	-3%	30%	33%	-76%	-55%	-51%	-48%	-22%	-75%	-29%	-55%	-34%	
Labelling Tapes	-24%	-63%	-63%	-69%	9%	71%	-44%	-16%	-55%	124%	185%	-53%	70%	-49%	-6%	2%	-50%	-6%	-56%	-34%	-28%	-33%	
MP3/MP4 Players	-50%	-18%	-79%	-23%	-13%	-81%	-90%	-60%	12%	-57%	-100%	-80%	-33%	-88%	-26%	-55%	-48%	-49%	-82%	-33%	-51%	-33%	
Points of Sales	-3%	276%	-86%	-43%	-1%	-78%	444%	-80%	68%	-100%	-13%	-56%	-79%	-54%	917%	-100%	82%	-100%	-97%	-47%	284%	-32%	
VOIP Systems	-13%	-41%	-64%	-59%	-35%	-43%	-12%	-48%	41%	-36%	36%	-1%	-67%	-56%	6%	-47%	19%	-8%	-82%	-34%	-16%	-31%	
RAM Memory	-22%	-46%	-44%	-56%	-25%	-42%	-43%	-49%	-57%	19%	-20%	-50%	-41%	-59%	38%	21%	-37%	59%	-62%	-39%	24%	-30%	
Televisions	-44%	-1%	-64%	-74%	42%	-98%	-4%	-48%	578%	91%	-81%	-16%	74%	135%	89%	-51%	-39%	64%	-73%	-31%	-26%	-30%	
Graphics and Design Software	-23%	-59%	-15%	-16%	5%	74%	-49%	-29%	-27%	-28%	-67%	-3%	-15%	-32%	-13%	-21%	-3%	-8%	-36%	-27%	-19%	-27%	

CONTEXT Covid-19 Weekly Report

Largest Category

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Largest Categories and Countries in Western and Eastern Europe

% Change in sales through IT Distribution in Euros

4 Weeks to Week 16 (April 19 2020) vs Same Period 2019

Sorted by largest industry sector and largest country.

Traffic Lights:	
Above	15%
Inbetween	
Below	-20%

	WESTERN EUROPE															EASTERN EUROPE					CATEGORY GROWTH		
Category	Germany	UK & Ireland	Italy	France	Switzerland	Sweden	Austria	Belgium	Denmark	Finland	Norway	Portugal	Other WE	Spain	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total	
Notebooks	14%	64%	29%	-6%	28%	-14%	15%	8%	7%	10%	29%	23%	58%	16%	38%	47%	21%	24%	11%	26%	37%	28%	
Smartphones	-65%	-33%	-61%	-58%	-44%	-12%	-65%	-33%	-1%	-32%	23%	-84%	9%	-67%	22%	-63%	-28%	208%	-86%	-51%	-36%	-49%	
Warranties and Services	-7%	-3%	3%	-8%	-7%	29%	-28%	-11%	-26%	19%	31%	-9%	8%	-1%	7%	67%	-2%	-28%	-37%	-4%	10%	-3%	
Ink Cartridges and Tanks	9%	0%	4%	64%	26%	-19%	-18%	33%	0%	-19%	96%	11%	36%	7%	-27%	30%	-13%	-56%	-19%	19%	-11%	16%	
Desktops	-30%	1%	-64%	-57%	-19%	-22%	-41%	-36%	-56%	-7%	-17%	10%	-16%	-44%	13%	-25%	-25%	-8%	-40%	-32%	-1%	-26%	
Tablet PCs	-20%	-17%	20%	-1%	-4%	-37%	-16%	-44%	-5%	-9%	0%	-7%	5%	-4%	-6%	-2%	5%	248%	-39%	-11%	4%	-10%	
Toner	-25%	-54%	-48%	-45%	-17%	4%	-35%	-47%	-49%	-30%	-7%	-43%	-18%	-45%	-38%	-39%	-30%	-74%	-64%	-37%	-40%	-38%	
Monitors	6%	42%	-39%	-48%	21%	6%	-15%	-25%	-16%	3%	-24%	-1%	23%	-1%	-8%	3%	17%	13%	-54%	2%	-2%	1%	
Security Software	18%	-29%	5%	21%	14%	106%	61%	-14%	17%	70%	-10%	-27%	48%	-10%	-15%	146%	48%	137%	269%	2%	39%	3%	
Data Management Software	19%	-50%	-22%	-27%	-15%	-22%	-38%	-21%	95%	106%	26%	35%	66%	-23%	-52%	82%	21%	11%	391%	-19%	-10%	-19%	
Solid State Drives (SSDs)	-10%	-28%	-35%	-18%	-15%	26%	-34%	-54%	-16%	44%	76%	-32%	63%	-13%	158%	4%	-46%	-4%	-51%	-14%	51%	-3%	
Office Applications Software	-27%	-11%	-9%	-26%	-17%	8%	-41%	-43%	7%	18%	20%	18%	51%	41%	18%	3%	-28%	3%	-16%	-9%	2%	-8%	
Processors	11%	-14%	-46%	6%	-5%	-26%	-12%	-20%	-5%	73%	4%	-56%	-39%	14%	31%	-2%	-10%	-51%	-82%	-9%	15%	-3%	
Network Switches	-10%	-21%	-52%	-28%	-28%	5%	-7%	-24%	15%	114%	29%	-38%	-12%	-38%	37%	66%	-27%	63%	39%	-19%	38%	-13%	
Operating Systems Software	-22%	-11%	-15%	-33%	0%	119%	-19%	-21%	-42%	18%	89%	-3%	35%	-53%	43%	-16%	-29%	37%	-53%	-13%	10%	-10%	
Hard Disk Drives (HDDs)	-31%	-45%	-60%	-44%	-46%	-31%	-45%	-35%	22%	-23%	20%	-46%	-38%	-59%	38%	-8%	-35%	-44%	-65%	-40%	16%	-28%	
Servers (PC/Mac)	-38%	-27%	-39%	14%	-7%	6%	-37%	-43%	-1%	25%	8%	-32%	22%	-15%	10%	32%	-28%	-31%	-48%	-22%	5%	-16%	
Headsets/Headphones and Microphones	4%	22%	-31%	-15%	53%	43%	-35%	-10%	64%	87%	77%	33%	49%	44%	30%	65%	32%	20%	60%	13%	39%	15%	
RAM Memory	-22%	-46%	-44%	-56%	-25%	-42%	-43%	-49%	-57%	19%	-20%	-50%	-41%	-59%	38%	21%	-37%	59%	-62%	-39%	24%	-30%	
Graphics and Design Software	-23%	-59%	-15%	-16%	5%	74%	-49%	-29%	-27%	-28%	-67%	-3%	-15%	-32%	-13%	-21%	-3%	-8%	-36%	-27%	-19%	-27%	
Disk Arrays	48%	-5%	-1%	-71%	6%	102%	20%	-50%	0%	161%	-33%	-67%	22%	-55%	111%	60%	-74%	-54%	133%	-12%	44%	-7%	
All-in-One Lasers	-9%	-37%	8%	-52%	-48%	-20%	2%	-40%	-64%	-22%	-39%	-35%	-39%	-34%	-23%	-9%	-11%	-37%	79%	-23%	-19%	-22%	
All-in-One Inkjets	-6%	10%	7%	10%	-1%	4%	13%	-30%	-8%	27%	-33%	135%	90%	40%	-41%	83%	-32%	24%	-42%	10%	7%	10%	
Virtualisation Software	14%	13%	47%	21%	45%	34%	94%	80%	13%	51%	-16%	35%	-3%	35%	-25%	79%	26%	-14%	-40%	20%	-7%	17%	
Network Management and Security Appliances	6%	-22%	-21%	-54%	-18%	48%	35%	-44%	217%	-15%	111%	-42%	29%	11%	4%	136%	139%	-59%	-51%	-5%	13%	-4%	
Wireless Access Points	10%	15%	-40%	-43%	-12%	-15%	23%	8%	72%	168%	29%	35%	55%	-32%	3%	100%	12%	-3%	-28%	2%	28%	4%	
Network Routers	-23%	-31%	-27%	-4%	11%	19%	-22%	-37%	188%	39%	47%	283%	6%	-35%	6%	26%	15%	15%	-48%	-19%	5%	-13%	
Network Management Software	19%	-17%	37%	-16%	2%	61%	-28%	1%	-19%	35%	-4%	79%	17%	18%	-37%	68%	35%	-73%	3%	3%	-23%	0%	
Large Format Displays	-18%	-45%	-43%	-85%	-31%	-15%	-55%	-33%	-31%	-37%	-30%	-94%	-27%	-74%	-3%	-44%	34%	-59%	-67%	-43%	-17%	-41%	
Televisions	-44%	-1%	-64%	-74%	42%	-98%	-4%	-48%	578%	91%	-81%	-16%	74%	135%	89%	-51%	-39%	64%	-73%	-31%	-26%	-30%	
Graphics Cards	15%	29%	-37%	-44%	-6%	25%	-23%	-1%	14%	42%	-78%	-34%	48%	-33%	51%	19%	27%	93%	-68%	4%	32%	10%	
Database Management Software	-12%	5%	7%	-47%	6%	-3%	-56%	-37%	-32%	23%	-4%	-5%	-13%	-25%	111%	-17%	-71%	-54%	-91%	-13%	-31%	-15%	
Docking Stations	-10%	-18%	-12%	-36%	0%	-22%	-21%	24%	-17%	-35%	-14%	37%	-39%	-16%	-14%	3%	-10%	-27%	-15%	-17%	-8%	-17%	
Notebook Workstations	40%	84%	9%	24%	44%	-20%	30%	31%	86%	-2%	-14%	29%	42%	-43%	-10%	-39%	-27%	-11%	31%	34%	-24%	28%	
Laser Printers	-28%	-13%	7%	-61%	-30%	-25%	11%	-42%	-41%	-27%	-21%	-28%	-31%	-6%	-27%	-14%	-8%	31%	-51%	-24%	-22%	-23%	
Desktop Workstations (PC/Mac)	-27%	-49%	-55%	-57%	-36%	-67%	-52%	-53%	-31%	-25%	-77%	-59%	-34%	-61%	4%	-3%	-30%	-74%	-56%	-47%	-11%	-42%	
Uninterruptable Power Supplies (UPS)	-15%	-3%	-60%	-60%	-24%	-18%	-37%	-17%	-40%	-20%	33%	-43%	-12%	-48%	7%	-16%	-8%	-25%	-4%	-27%	3%	-15%	
Transceivers	-10%	-34%	-37%	-37%	-35%	-14%	-12%	-15%	-51%	-27%	-40%	-21%	18%	-20%	-5%	55%	78%	41%	-49%	-24%	6%	-21%	
Smart Watches	-43%	-29%	-63%	-49%	6%	-8%	-11%	-51%	3%	-8%	-48%	-76%	27%	-67%	80%	-90%	-25%	-86%	-82%	-37%	-54%	-39%	
Cables and Connectivity Adapters	-26%	-10%	-63%	-59%	10%	-19%	-39%	-53%	-10%	19%	-22%	-39%	-10%	-41%	103%	-3%	-31%	28%	-29%	-30%	31%	-25%	
Keyboards and Keypads	-20%	-6%	-45%	-50%	59%	-17%	-23%	-27%	-11%	41%	-35%	-2%	14%	-44%	-37%	-23%	-4%	7%	-26%	-14%	-27%	-16%	
Integrated Systems	87%	96%	29%	-43%	23%	784%	-90%	-22%	-80%	-71%	-74%	1584%	361%	808%	-15%	54%	438%	-37%	-100%	55%	-13%	51%	
Long Life Consumables	-44%	-63%	-62%	-64%	-46%	-16%	-40%	-49%	-62%	-31%	-48%	-50%	-33%	-61%	-38%	-56%	-33%	-63%	-21%	-53%	-40%	-50%	
Mice	-27%	5%	-33%	-53%	-29%	-33%	-32%	-37%	-18%	16%	-29%	29%	-11%	7%	-33%	-10%	16%	19%	-48%	-22%	-18%	-21%	
Projectors	-62%	-64%	-72%	-82%	-45%	-29%	-53%	-66%	-79%	-19%	-66%	-73%	-22%	-79%	162%	-63%	-40%	-60%	-54%	-65%	-36%	-61%	
Mobile Computing Cases	-22%	-8%	-29%	-45%	-34%	-16%	-15%	-35%	13%	-26%	-54%	-46%	-11%	-18%	-27%	-31%	-7%	-21%	-26%	-22%	-23%	-22%	
Network Expansion Modules	-6%	-26%	-48%	-22%	7%	7%	-34%	-25%	111%	221%	-52%	-85%	-75%	-22%	-17%	10%	2%	214%	-94%	-25%	-13%	-23%	
NAS Devices	-5%	-43%	-54%	-18%	-16%	19%	-12%	-22%	-59%	-16%	-69%	-39%	-12%	-56%	6%	-56%	-38%	17%	-37%	-25%	-27%	-25%	
Scanners	-45%	-14%	-51%	-49%	13%	-22%	0%	-32%	-43%	348%	60%	-21%	-2%	-43%	-80%	-47%	-22%	20%	-31%	-35%	-75%	-49%	
Developer Tools Software	-25%	-21%	0%	52%	-17%	9%	-25%	-19%	-1%	-64%	68%	173%	8%	79%	-66%	13%	-56%	33%	-18%	5%	-14%	4%	

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Channel

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Channel Performance in Western and Eastern Europe

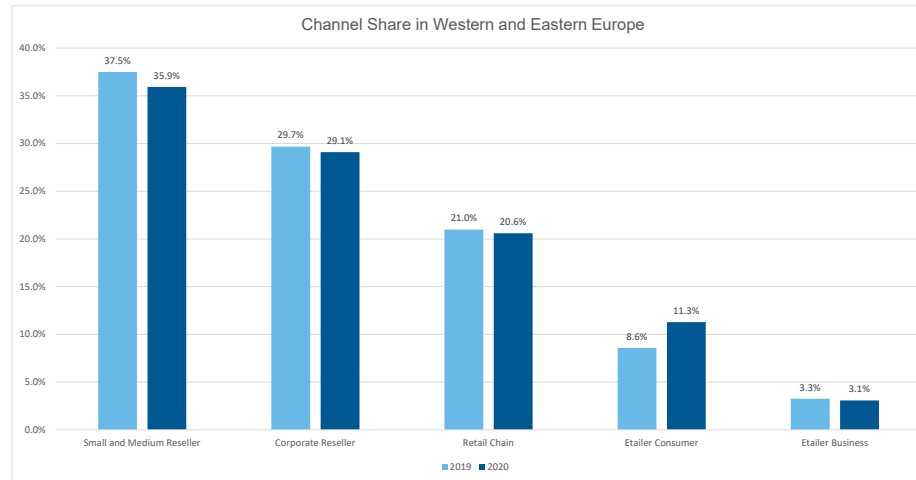
% Change in sales through IT Distribution in Euros

4 Weeks to Week 16 (April 19 2020) vs Same Period 2019

Sorted by largest country

Traffic Lights:	
Above	15%
Inbetween	
Below	-20%

Business Sectors	Channel	WESTERN EUROPE														EASTERN EUROPE					CHANNEL GROWTH		
		Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Austria	Belgium	Denmark	Finland	Norway	Portugal	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total
Business Channels	Corporate Reseller	-10%	-4%	-13%	-30%	-10%	-20%	-8%	-30%	-27%	-19%	-1%	-4%	-44%	5%	-21%	6%	-18%	-41%	-22%	-11%	-19%	-12%
	Small and Medium Reseller	-13%	-16%	-28%	-30%	-24%	1%	2%	-19%	-25%	-12%	10%	13%	-6%	5%	-1%	-7%	-23%	9%	-33%	-15%	-7%	-14%
	Etailer Business	-10%	-3%	-20%	-31%	-37%	-34%	-17%	-36%	20%	1%	-6%	18%	-48%	-33%	-26%	2%	-50%	-37%	-38%	-14%	-31%	-15%
Retail Channels	Etailer Consumer	15%	17%	-1%	7%	22%	36%	13%	13%	56%	64%	45%	91%	11%	50%	-1%	3%	-18%	70%	-37%	21%	1%	-18%
	Retail Chain	-28%	-22%	-40%	-12%	-43%	4%	-13%	-37%	-7%	36%	19%	-2%	-30%	33%	83%	-5%	20%	47%	-33%	-23%	33%	-12%



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Largest Industries Business

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Largest Industries in Business Channel

% Change in sales through IT Distribution in Euros

4 Weeks to Week 16 (April 19 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	Switzerland	Sweden	Austria	Belgium	Denmark	Finland	Norway	Portugal	Other WE	Spain	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total	
Mobile Computing	-6%	57%	56%	-4%	8%	-23%	41%	10%	-1%	-2%	9%	10%	32%	15%	0%	32%	-7%	12%	7%	20%	9%	18%	
Software and Licences	-5%	-30%	-7%	-18%	0%	15%	-30%	-26%	-5%	23%	1%	14%	19%	-14%	-47%	6%	-19%	-19%	18%	-12%	-21%	-13%	
Printing Consumables	-15%	-46%	-40%	-21%	-11%	-9%	-27%	-11%	-33%	-24%	22%	-40%	-10%	-26%	-37%	-26%	-33%	-70%	-45%	-25%	-36%	-27%	
Telecommunications	-35%	1%	-66%	-57%	19%	-4%	-69%	-63%	-1%	-16%	48%	-77%	85%	-67%	-48%	-57%	-57%	311%	-63%	-33%	-47%	-35%	
Warranties and Services	-7%	-4%	2%	-8%	-2%	30%	-25%	-14%	-29%	18%	27%	-29%	2%	-3%	7%	71%	-3%	-32%	-38%	-5%	9%	-4%	
Disk Storage	-10%	-24%	-29%	-51%	-19%	22%	-21%	-46%	-15%	26%	7%	-52%	2%	-41%	52%	9%	-46%	-51%	-54%	-23%	17%	-18%	
Displays	-19%	-31%	-53%	-72%	-17%	-19%	-50%	-43%	-33%	-29%	-31%	-22%	-12%	-41%	-27%	-33%	-15%	-27%	-59%	-36%	-28%	-34%	
Computing Components	-26%	-34%	-45%	-31%	-28%	-51%	-44%	-42%	-50%	-6%	-28%	-55%	-46%	-53%	30%	-27%	-39%	-13%	-65%	-35%	8%	-28%	
Desktop Computing	-33%	-9%	-61%	-61%	-30%	-35%	-42%	-37%	-64%	-43%	-46%	16%	-29%	-44%	-3%	-31%	-40%	-38%	-52%	-37%	-17%	-34%	
Printing	-31%	-28%	-47%	-71%	-48%	-26%	-39%	-60%	-74%	-36%	-54%	-53%	-52%	-51%	-49%	-34%	-21%	-51%	-2%	-44%	-43%	-44%	
Networking Systems	-15%	-23%	-43%	-42%	-35%	-8%	-17%	-30%	17%	106%	-19%	-2%	-19%	-40%	-1%	28%	-31%	31%	9%	-24%	3%	-21%	
Computing Accessories	-6%	-15%	-9%	-38%	14%	-12%	-14%	-9%	-17%	-16%	-19%	-2%	-14%	-13%	-29%	-6%	-22%	1%	-34%	-13%	-20%	-14%	
Server Computing	-37%	-11%	-25%	-16%	-1%	-27%	-35%	-40%	-36%	-25%	-24%	-19%	38%	23%	-11%	19%	-24%	-37%	-73%	-19%	-15%	-19%	
Audio-Video Systems	7%	27%	-26%	-38%	19%	4%	-41%	-22%	16%	94%	60%	139%	23%	74%	17%	-8%	-6%	-7%	-17%	8%	3%	8%	
Data Center Networking and Security	20%	-30%	-39%	28%	-16%	-33%	-44%	-45%	112%	-4%	93%	-50%	6%	6%	-29%	33%	61%	-58%	-48%	-5%	-22%	-7%	
Wireless Networking	-18%	15%	-50%	-50%	-22%	-18%	25%	8%	102%	160%	40%	-4%	-14%	-39%	-5%	192%	-17%	-17%	-19%	-12%	45%	-8%	
Other Networking Equipment	7%	-30%	-39%	-29%	-18%	-6%	-26%	-17%	-39%	-26%	-36%	14%	8%	-32%	-21%	-7%	35%	11%	-55%	-19%	-16%	-19%	
Power Equipment	-19%	-23%	-46%	-49%	-12%	-29%	-41%	-23%	-17%	-2%	-30%	-29%	-25%	-34%	-9%	-26%	-21%	-58%	-18%	-28%	-14%	-23%	
Wearable Devices	54%	-16%	-64%	29%	41%	-41%	465%	-76%	23%	-46%	-79%	-94%	-92%	-71%	47%	-88%	-48%	-70%	-66%	-29%	-58%	-34%	
Connectivity	-19%	-9%	-49%	-57%	7%	-29%	-38%	-52%	-25%	20%	-19%	-26%	-7%	-36%	86%	7%	-35%	4%	-20%	-27%	34%	-21%	
Games Consoles	73%		31%	-81%	406%	54%	-70%	-44%	182%	6%	-44%	-10%	1665%	33%	-77%	-44%	172%	-31%	78%	43%	4%	26%	
Electronics	-37%	-29%	-15%	-13%	290%	-53%	-52%	-48%	31%	93%	-75%	-73%	-29%	-63%	55%	-24%	-8%	-61%	-69%	-21%	24%	-9%	
Smart Home and Office	-88%	1%	-77%	-89%	118%	25%	-84%	-100%	-60%	-100%	175%	1012%	-18%	585%	377%	-41%	579%	74%	31%	-24%	344%	-3%	
Removable Storage	-54%	-24%	-72%	-76%	20%	65%	-57%	-60%	-50%	-20%	-64%	-73%	-46%	-66%	-25%	-42%	-55%	-18%	-70%	-48%	-41%	-47%	
Terminals, Thin Clients and Points of Sales	-23%	13%	-62%	-50%	-43%	-38%	-36%	6%	1%	-81%	34%	141%	-24%	-25%	-35%	121%	-17%	-93%	-84%	-25%	-3%	-22%	
Unified Communications	-12%	-49%	-65%	-57%	-38%	-48%	-15%	-50%	42%	35%	30%	-5%	-68%	-51%	-5%	-67%	19%	-35%	-82%	-39%	-30%	-37%	
Scanner Imaging	-57%	-13%	-54%	-50%	-5%	-30%	-11%	-51%	-53%	295%	69%	-34%	-39%	-56%	-87%	-68%	-56%	4%	-38%	-45%	-84%	-61%	
Tape Storage	-21%	-18%	-4%	-59%	-55%	-56%	-11%	-67%	-10%	-5%	-37%	19%	-6%	-60%	19%	231%	-78%	-87%	340%	-28%	-2%	-25%	
Security	30%	-59%	-64%	-64%	41%	-4%	-51%	-43%	21%	-55%	-30%	119%	17%	-10%	-22%	-46%	-64%	-11%	-65%	-22%	-33%	-25%	
Photo and Video Cameras	-56%	-44%	-87%	-90%	-61%	-66%	-98%	-33%	-79%	-64%	-21%	-88%	-79%	-71%	-56%	-92%	-61%	-76%	-70%	-75%	-76%	-76%	

CONTEXT Covid-19 Weekly Report

Largest Industries Consumer

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Largest Industries in Consumer Channel

% Change in sales through IT Distribution in Euros

4 Weeks to Week 16 (April 19 2020) vs Same Period 2019

Sorted by largest industries and country size in Consumer Channel

Traffic Lights:	
Above	15%
Inbetween	
Below	-20%

	WESTERN EUROPE															EASTERN EUROPE					INDUSTRY SECTOR GROWTH		
Industry Sector	Germany	UK & Ireland	Italy	France	Switzerland	Sweden	Austria	Belgium	Denmark	Finland	Norway	Portugal	Other WE	Spain	Russia	Poland	Czech Republic	Baltics	Slovakia				
Mobile Computing	16%	19%	-8%	-4%	37%	-6%	-21%	-29%	41%	25%	79%	27%	55%	9%	71%	46%	41%	56%	7%	14%	55%	23%	
Software and Licences	-4%	111%	37%	180%	62%	675%	257%	96%	498%	166%	388%	39%	373%	270%	169%	58%	44%	793%	-57%	91%	128%	103%	
Printing Consumables	4%	3%	20%	80%	8%	23%	-23%	19%	-40%	-21%	93%	23%	107%	-8%	-34%	54%	5%	-59%	-17%	27%	-12%	22%	
Telecommunications	-69%	-50%	-60%	-62%	-56%	-17%	-62%	10%	-6%	-35%	-6%	-85%	-21%	-67%	71%	-64%	-13%	42%	-92%	-54%	-33%	-51%	
Warranties and Services	0%	281%	143%	174%	-63%	11%	-83%	133%	79%	66%	1566%	16384%	322%	583%	71%	1%	30%	1595%	324%	41%	1059%	123%	
Disk Storage	-4%	-35%	-73%	-1%	-35%	-1%	-29%	-34%	79%	45%	60%	-12%	0%	-49%	132%	-10%	-47%	79%	-30%	20%	24%	21%	
Displays	15%	65%	-49%	-20%	61%	-56%	62%	-11%	260%	74%	-33%	-23%	95%	40%	44%	-20%	6%	87%	-57%	-17%	19%	-7%	
Computing Components	86%	37%	-31%	-9%	52%	26%	63%	88%	119%	119%	0%	-38%	88%	3%	38%	50%	31%	44%	-81%	-7%	26%	0%	
Desktop Computing	-22%	5%	-72%	-19%	-5%	-7%	-44%	-39%	23%	108%	19%	-44%	19%	-46%	42%	2%	14%	125%	26%	11%	14%	12%	
Printing	14%	-2%	26%	44%	-12%	16%	50%	1%	21%	46%	15%	127%	72%	24%	42%	78%	-29%	17%	-17%	22%	32%	24%	
Networking Systems	-14%	-32%	-61%	165%	55%	250%	43%	42%	149%	98%	240%	146%	131%	5%	85%	126%	43%	80%	-39%	9%	75%	23%	
Computing Accessories	-17%	11%	-36%	-43%	4%	-3%	-9%	-25%	54%	16%	-44%	7%	15%	-19%	18%	10%	38%	22%	-42%	-11%	18%	-7%	
Server Computing	15%	51%	142%	823%	126%	2710%	48%	48%	229%	583%	2856%	3404%	49%	210%	1035%	264%	1056%	1885%	868%	158%	845%	291%	
Audio-Video Systems	-28%	-26%	-48%	-34%	6%	9%	-46%	23%	235%	52%	134%	-25%	53%	-29%	27%	32%	13%	7%	33%	-16%	25%	-13%	
Data Center Networking and Security	12%	-71%	69%	136%	18%	392%	1791%	135%	76%	2346%	1%	-69%	-90%	114%	75%	1064%	5%	4660%	1044%	-1%	150%	14%	
Wireless Networking	53%	27%	31%	37%	36%	-3%	14%	42%	11%	153%	-33%	318%	235%	0%	64%	164%	122%	42%	-38%	48%	91%	52%	
Other Networking Equipment	28%	32%	-30%	2%	22%	153%	7%	3%	51%	106%	83%	242%	102%	-42%	71%	112%	89%	135%	-26%	20%	83%	24%	
Power Equipment	18%	-44%	-71%	-67%	-2%	32%	18%	-16%	30%	67%	29%	-39%	13%	-57%	40%	12%	-24%	-7%	-59%	-22%	26%	-3%	
Wearable Devices	-49%	-52%	-64%	-58%	-30%	-26%	-55%	-7%	5%	8%	304%	-61%	24%	-68%	194%	-85%	-28%	-89%	-87%	-45%	-15%	-43%	
Connectivity	-46%	-27%	-80%	-60%	32%	32%	-42%	-64%	12%	7%	18%	-51%	-19%	-57%	34%	-28%	-8%	66%	-30%	-36%	-2%	-33%	
Games Consoles	52%		80%	-17%	-21%	277%	211%	1923%	-10%	3%	-59%	185%	212%	123%	-33%	49%	63%	-52%	57%	59%	45%	53%	
Electronics	155%	-63%	-78%	-32%	-33%	-36%	-96%	-89%	-79%	-46%	-96%	-88%	-65%	-94%	190%	-21%	-61%	-82%	3%	-56%	-1%	-49%	
Smart Home and Office	-36%	3%	-77%	-90%	66%	0%	-60%	22%	76%	-27%	-54%	-21%	61%	-59%	-8%	41%	-54%	576%	193%	-30%	2%	-30%	
Removable Storage	-27%	-37%	-66%	-43%	-6%	127%	-81%	-52%	-51%	71%	77%	-79%	-36%	-88%	39%	-58%	-63%	-13%	-67%	-44%	-31%	-41%	
Terminals, Thin Clients and Points of Sales	604%	-10%	-96%	1050%	380%	4811%	394%	145%		1597%	-30%	87%	44%	-38%	520%	1707%	776%	788500%		224%	638%	322%	

CONTEXT Covid-19 Weekly Report

Largest Category Business

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Top categories in Business Channel

% Change in sales through IT Distribution in Euros

4 Weeks to Week 16 (April 19 2020) vs Same Period 2019

Sorted by largest categories and country size in Business Channel

Traffic Lights:	
Above	15%
Inbetween	
Below	-20%

Category	WESTERN EUROPE																	EASTERN EUROPE				
	Germany	UK & Ireland	Italy	France	Switzerland	Sweden	Austria	Belgium	Denmark	Finland	Norway	Portugal	Other WE	Spain	Russia	Poland	Czech Republic	Baltics	Slovakia			
Notebooks	7%	79%	59%	-4%	18%	-17%	58%	22%	-1%	0%	11%	14%	42%	27%	2%	42%	-8%	7%	12%			
Smartphones	-41%	4%	-67%	-56%	38%	-7%	-73%	-68%	-1%	-18%	46%	-77%	107%	-68%	-52%	-59%	-58%	347%	-65%			
Warranties and Services	-7%	-4%	2%	-8%	-2%	30%	-25%	-14%	-29%	18%	27%	-29%	2%	-3%	7%	71%	-3%	-32%	-38%			
Ink Cartridges and Tanks	8%	-18%	-19%	22%	35%	-27%	-16%	39%	85%	-23%	84%	-20%	7%	4%	-30%	22%	-38%	-65%	-22%			
Desktops	-32%	-1%	-62%	-59%	-29%	-26%	-38%	-33%	-65%	-41%	-34%	33%	-29%	-43%	-1%	-34%	-40%	-32%	-51%			
Tablet PCs	-38%	-14%	54%	-11%	-26%	-40%	-14%	-43%	-14%	-7%	13%	-27%	-6%	-16%	-21%	-5%	6%	138%	-59%			
Toner	-26%	-56%	-52%	-47%	-20%	3%	-35%	-46%	-50%	-29%	-9%	-47%	-35%	-48%	-38%	-46%	-32%	-72%	-66%			
Monitors	-10%	13%	-57%	-62%	-9%	-12%	-44%	-39%	-34%	-24%	-19%	-17%	2%	-25%	-33%	-16%	-3%	-31%	-59%			
Security Software	20%	-31%	3%	20%	3%	95%	48%	-17%	8%	72%	-11%	-26%	46%	-10%	11%	151%	31%	100%	296%			
Data Management Software	18%	-51%	-22%	-34%	-16%	-23%	-40%	-24%	88%	98%	22%	27%	61%	-23%	-233%	80%	24%	-32%	387%			
Solid State Drives (SSDs)	-5%	-30%	-20%	-19%	-8%	31%	-36%	-56%	-25%	29%	73%	-50%	51%	-5%	175%	19%	-48%	-42%	-57%			
Office Applications Software	-26%	-15%	-7%	-27%	-18%	7%	-43%	-49%	-4%	16%	17%	16%	35%	40%	15%	-5%	-29%	1%	-16%			
Processors	-23%	-24%	-48%	20%	-21%	-62%	-38%	-29%	-49%	9%	-37%	-59%	-54%	-54%	36%	-32%	-44%	-59%	-73%			
Network Switches	-13%	-18%	-52%	-47%	-39%	-4%	-14%	-25%	5%	120%	-21%	-43%	-15%	-38%	18%	35%	-36%	22%	26%			
Operating Systems Software	-24%	-11%	-15%	-36%	-3%	113%	-25%	-26%	-45%	14%	83%	-4%	24%	-63%	33%	-34%	-42%	35%	-54%			
Hard Disk Drives (HDDs)	-43%	-46%	-58%	-52%	-45%	-38%	-47%	-32%	13%	-37%	-35%	-30%	-41%	-60%	-18%	-10%	-22%	-61%	-68%			
Servers (PC/Mac)	-40%	-28%	-41%	7%	-15%	-33%	-40%	-45%	-13%	-8%	-2%	-47%	22%	-17%	-9%	24%	-32%	-43%	-52%			
Headsets/Headphones and Microphones	18%	64%	-23%	-19%	44%	36%	-15%	-10%	32%	119%	63%	192%	29%	105%	21%	0%	18%	3%	38%			
RAM Memory	-33%	-49%	-45%	-58%	-35%	-56%	-50%	-52%	-61%	-15%	-16%	-55%	-48%	-66%	14%	-27%	-45%	52%	-63%			
Graphics and Design Software	-24%	-59%	-15%	-16%	3%	74%	-49%	-30%	-42%	-34%	-73%	-3%	-17%	-32%	-10%	-21%	6%	-37%	-36%			
Disk Arrays	47%	-5%	0%	-71%	17%	102%	19%	-50%	-12%	155%	-35%	-78%	22%	-55%	63%	57%	-74%	-55%	60%			
All-in-One Lasers	-25%	-46%	-16%	-73%	-54%	-28%	-23%	-47%	-77%	-28%	-50%	-44%	-49%	-56%	-55%	-27%	-11%	-42%	93%			
All-in-One Inkjets	-11%	28%	-6%	-15%	-12%	18%	-20%	-72%	-31%	-38%	-46%	146%	-10%	25%	-68%	-1%	-5%	-44%	-53%			
Virtualisation Software	13%	11%	47%	19%	34%	26%	92%	75%	-1%	31%	-20%	26%	-6%	30%	10%	68%	23%	-41%	-37%			
Network Management and Security Appliances	5%	-15%	-24%	-56%	-24%	50%	-17%	-48%	228%	-11%	111%	-41%	34%	10%	8%	71%	146%	-61%	-63%			
Wireless Access Points	-19%	13%	-53%	-51%	-23%	-17%	24%	3%	128%	175%	33%	-1%	0%	-43%	-11%	83%	-20%	-13%	-24%			
Network Routers	-32%	-37%	9%	24%	-8%	-25%	-42%	-61%	163%	-11%	4%	314%	-28%	-41%	-26%	4%	-11%	61%	-38%			
Network Management Software	18%	-18%	36%	-17%	-6%	62%	-29%	0%	-22%	23%	-6%	77%	15%	10%	-40%	49%	33%	-77%	3%			
Large Format Displays	-24%	-49%	-57%	-86%	-36%	-21%	-65%	-55%	-37%	-51%	-31%	-94%	-29%	-73%	-32%	-46%	33%	-73%	-67%			
Televisions	-75%	-68%	-36%	-81%	13%	-39%	-31%	-11%	41%	59%	-83%	121%	-78%	-37%	179%	-49%	-42%	21%	-35%			
Graphics Cards	-14%	33%	-36%	-45%	-28%	20%	-44%	-8%	2%	-29%	-22%	-36%	-1%	-21%	79%	-29%	-17%	55%	-62%			
Database Management Software	-12%	4%	7%	-47%	5%	-4%	-58%	-38%	-33%	26%	-4%	-13%	-15%	-26%	107%	-19%	-71%	-54%	-92%			
Docking Stations	-13%	-19%	-12%	-36%	-1%	-25%	-35%	25%	-17%	-27%	-9%	36%	-43%	-21%	-14%	-8%	-23%	-27%	-20%			
Notebook Workstations	32%	83%	7%	19%	22%	-25%	33%	26%	31%	-16%	-25%	34%	37%	-49%	-18%	-49%	-36%	11%	24%			
Laser Printers	-45%	-14%	-18%	-72%	-47%	-43%	-10%	-53%	-54%	-55%	-46%	-58%	-59%	-33%	-59%	-49%	-18%	-20%	-60%			
Desktop Workstations (PC/Mac)	-37%	-48%	-55%	-69%	-39%	-70%	-63%	-65%	-48%	-56%	-78%	-56%	-34%	-68%	-16%	-8%	-42%	-78%	-63%			
Uninterruptable Power Supplies (UPS)	-20%	4%	-58%	-62%	-21%	-43%	-50%	-21%	-57%	-43%	20%	-38%	-15%	-44%	-8%	-32%	-9%	-52%	-7%			
Transceivers	-11%	-35%	-38%	-41%	-37%	-15%	-16%	-16%	-49%	-28%	-45%	-22%	15%	-21%	-7%	31%	77%	31%	-50%			
Cables and Connectivity Adapters	-19%	-7%	-53%	-57%	-3%	-31%	-38%	-52%	-16%	26%	-24%	-29%	-3%	-33%	118%	9%	-37%	14%	-27%			
Keyboards and Key pads	-19%	-21%	-32%	-52%	55%	-8%	-9%	-30%	-40%	22%	-38%	-16%	-14%	-47%	-48%	-27%	0%	-25%				
Integrated Systems	87%	96%	29%	-43%	21%	784%	-90%	-22%	-79%	-71%	-100%	1580%	354%	808%	-42%	54%	-61%	-37%	-100%			
Long Life Consumables	-44%	-65%	-63%	-65%	-41%	-19%	-41%	-51%	-62%	-32%	-49%	-49%	-43%	-65%	-39%	-60%	-31%	-64%	-24%			
Projectors	-59%	-67%	-72%	-80%	-43%	-50%	-66%	-73%	-85%	-28%	-75%	-72%	-31%	-78%	232%	-61%	-43%	-61%	-66%			
Network Expansion Modules	-8%	-27%	-51%	-24%	7%	-39%	-42%	-38%	98%	11%	-48%	-85%	-70%	-23%	-18%	-29%	2%	171%	-94%			
Developer Tools Software	-27%	-20%	-392%	52%	-18%	8%	-26%	-31%	-1%	-65%	68%	182%	31%	79%	-70%	11%	-56%	33%	-18%			
VOIP Systems	-10%	-50%	-68%	-60%	-38%	-45%	-13%	-49%	43%	28%	35%	0%	-68%	-49%	-2%	-66%	19%	-33%	-83%			
Servers (Unix)	-45%	-31%	294%	-59%	0%	-99%	75%	-47%	-20%		-100%	19%	-77%	-53%	-74%	29%	784%		-94%			

INDUSTRY SECTOR GROWTH

WE	EE	Total
31%	12%	28%
-35%	-49%	-37%
-5%	9%	-4%
2%	-16%	0%
-35%	-16%	-32%
-17%	-6%	-17%
-40%	-42%	-40%
-20%	-26%	-21%
1%	62%	2%
-22%	-115%	-28%
-14%	67%	-3%
-11%	-3%	-10%
-30%	10%	-22%
-24%	17%	-20%
-16%	-2%	-15%
-45%	-21%	-41%
-26%	-10%	-27%
26%	15%	25%
-45%	-1%	-40%
-28%	-18%	-27%
-12%	22%	-10%
-41%	-46%	-42%
-3%	-23%	-5%
17%	16%	17%
-4%	10%	-3%
-13%	12%	-11%
-26%	-20%	-25%
1%	-29%	-2%
-49%	-33%	-47%
-45%	-23%	-39%
-11%	21%	-5%
-13%	-31%	-16%
-19%	-16%	-19%
25%	-33%	19%
-41%	-55%	-44%
-52%	-24%	-49%
-28%	-11%	-22%
-25%	0%	-22%
-28%	43%	-21%
-19%	-38%	-22%
55%	-49%	49%
-55%	-41%	-52%
-67%	-35%	-63%
-29%	-18%	-28%
5%	-15%	3%
-39%	-29%	-37%
-44%	-52%	-45%

CONTEXT Covid-19 Weekly Report

Largest Category Consumer

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Largest Categories in Consumer Channel

% Change in sales through IT Distribution in Euros

4 Weeks to Week 16 (April 19 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					INDUSTRY SECTOR GROWTH		
Category	Germany	UK & Ireland	Italy	France	Switzerland	Sweden	Austria	Belgium	Denmark	Finland	Norway	Portugal	Other WE	Spain	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total	
Notebooks	22%	31%	-4%	-13%	39%	0%	-22%	-23%	33%	35%	106%	32%	83%	8%	76%	50%	47%	41%	10%	19%	60%	29%	
Smartphones	-69%	-49%	-59%	-58%	-59%	-16%	-62%	12%	-1%	-37%	-6%	-85%	-20%	-66%	52%	-64%	-12%	49%	-93%	-57%	-31%	-54%	
Warranties and Services	0%	281%	143%	174%	-63%	11%	-83%	133%	79%	66%	1566%	16384%	322%	583%	71%	1%	30%	1595%	324%	52%	49%	52%	
Ink Cartridges and Tanks	9%	11%	31%	87%	18%	29%	-22%	28%	-39%	-15%	109%	27%	154%	12%	-23%	53%	45%	-44%	-16%	37%	-3%	34%	
Desktops	-25%	9%	-72%	-34%	-2%	-8%	-49%	-46%	15%	100%	28%	-42%	21%	-48%	39%	0%	13%	127%	24%	-22%	32%	-10%	
Tablet PCs	1%	-26%	-18%	11%	25%	-28%	-18%	-45%	17%	-10%	-59%	7%	11%	12%	12%	3%	3%	318%	-20%	-3%	18%	-1%	
Toner	-14%	-38%	-20%	-17%	-4%	9%	-36%	-48%	-42%	-36%	9%	-9%	46%	-35%	-40%	57%	-25%	-84%	-38%	-19%	-31%	-22%	
Monitors	23%	91%	-5%	13%	86%	98%	77%	42%	69%	57%	-36%	58%	93%	27%	37%	24%	39%	88%	-39%	43%	36%	41%	
Security Software	-18%	0%	88%	57%	128%	-171%	627%	33%	807%	39%	88%	-54%	156%	3%	-74%	112%	330%	5434%	-21%	30%	-40%	18%	
Solid State Drives (SSDs)	-20%	16%	-77%	-6%	-33%	12%	-24%	-8%	38%	78%	108%	36%	179%	-33%	116%	-7%	-44%	93%	-39%	-16%	26%	-4%	
Office Applications Software	-41%	112%	-66%	28%	-3%	181%	-12%	23%	701%	102%	98%	134%	895%	102%	36%	32%	-9%	76%	-16%	43%	30%	39%	
Processors	185%	47%	-12%	-18%	172%	14%	134%	132%	204%	130%	65%	-50%	63%	111%	24%	29%	29%	-24%	-92%	80%	21%	55%	
Network Switches	6%	-57%	-64%	454%	69%	401%	122%	4%	112%	72%	2332%	151%	68%	-39%	152%	272%	51%	325%	175%	45%	178%	70%	
Operating Systems Software	12%	-29%	-26%	115%	28%	226%	328%	406%	210%	84%	188%	7%	371%	670%	101%	57%	68%	58%	-50%	99%	74%	90%	
Hard Disk Drives (HDDs)	24%	-43%	-70%	-9%	-47%	-17%	-39%	-54%	99%	1%	59%	-64%	-34%	-57%	125%	-5%	-51%	30%	-48%	-25%	77%	4%	
Headsets/Headphones and Microphones	-16%	-14%	-40%	-11%	61%	52%	-49%	-13%	238%	62%	162%	-33%	64%	-9%	36%	123%	42%	31%	65%	0%	55%	5%	
RAM Memory	52%	28%	1%	17%	78%	28%	115%	66%	26%	158%	-70%	-10%	48%	-34%	149%	131%	-15%	86%	-59%	38%	113%	60%	
All-in-One Lasers	29%	34%	43%	65%	-39%	29%	103%	38%	35%	-5%	42%	64%	-25%	13%	45%	26%	-11%	-32%	12%	26%	32%	28%	
All-in-One Inkjets	-2%	-2%	15%	41%	3%	-9%	23%	-1%	7%	107%	-10%	131%	138%	48%	-30%	118%	-40%	70%	-33%	19%	18%	19%	
Wireless Access Points	57%	22%	43%	33%	30%	-6%	16%	55%	5%	153%	-50%	297%	244%	-4%	44%	159%	116%	38%	-40%	49%	77%	51%	
Network Routers	-21%	3%	-60%	-42%	39%	190%	1%	158%	246%	175%	62%	140%	163%	61%	60%	49%	40%	-22%	-50%	-8%	38%	3%	
Televisions	87%	48%	-76%	35%	80%	-99%	70%	-71%	1976%	106%	-55%	-95%	1326%	602%	19%	-52%	-36%	99%	-84%	-23%	-29%	-24%	
Graphics Cards	39%	26%	-38%	-35%	8%	26%	-1%	46%	31%	91%	-93%	-33%	227%	-36%	32%	47%	42%	112%	-72%	16%	39%	22%	
Laser Printers	61%	-8%	55%	69%	24%	116%	237%	55%	21%	80%	205%	222%	63%	43%	80%	66%	3%	96%	9%	49%	67%	56%	
Uninterruptable Power Supplies (UPS)	8%	-47%	-79%	-55%	-30%	1711%	65%	9%	179%	54%	117%	-79%	28%	-60%	57%	67%	-3%	120%	24%	-21%	54%	14%	
Smart Watches	-48%	-13%	-59%	-43%	-15%	12%	-53%	-1%	2%	2%	678%	-58%	65%	-57%	92%	-91%	-25%	-85%	-89%	-28%	-50%	-31%	
Cables and Connectivity Adapters	-50%	-25%	-81%	-63%	27%	34%	-45%	-65%	20%	7%	-3%	-51%	-20%	-56%	20%	-29%	-16%	112%	-34%	-38%	-11%	-35%	
Keyboards and Keypads	-22%	37%	-71%	-47%	64%	-38%	-43%	-17%	79%	69%	-27%	18%	44%	-40%	-17%	-19%	29%	17%	-30%	-4%	-10%	-5%	
Mice	-37%	21%	-47%	-48%	-28%	-12%	-31%	-37%	-12%	39%	-50%	27%	29%	-2%	-2%	-16%	89%	32%	-62%	-21%	6%	-16%	
Projectors	-67%	-59%	-71%	-88%	-46%	417%	-29%	-47%	-48%	3%	-1%	-79%	-2%	-80%	66%	-67%	-35%	-60%	5%	-61%	-40%	-58%	
Mobile Computing Cases	-30%	-33%	-69%	-59%	-43%	-25%	-31%	-50%	45%	-32%	-49%	-55%	-11%	-45%	-31%	-33%	4%	3%	-2%	-37%	-18%	-36%	
NAS Devices	11%	-61%	-22%	39%	8%	27%	-22%	75%	83%	-18%	-76%	-65%	21%	-37%	39%	-58%	-39%	304%	-34%	-5%	-19%	-8%	
Digital Media Players	-32%	30%	-64%	-22%	7%	20%	-12%	148%	125%	70%	122%	32%	33%	-22%	58%	-188%	-35%	225%	-72%	-4%	-74%	-6%	
Smart Bands and Activity Trackers	-100%	-64%	-79%	-100%	-34%	185%	-83%	2735%	148%	363%	-100%	-75%	-49%	-79%	277%	-68%	-25%	-96%	-47%	-67%	91%	-56%	
Smartphone Protective Cases	-89%	-82%	-97%	-96%	-28%	-12%	-84%	-111%	-19%	-36%	-86%	-56%	-96%	-96%	1810%	-84%	-6%	11%		-85%	628%	-44%	
IP Cameras	-24%	-67%	-85%	-90%	-2%	-56%	-48%	-68%	-34%	34%	-76%	-79%	-14%	-88%	84%	-45%	2%	425%	306%	-62%	40%	-58%	
Games Accessories	43%		-46%	-27%	-27%	124%	4%	1920%	-13%	-5%	-55%	-3%	215%	119%	-33%	21%	-5%	-52%	27%	30%	3%	23%	
Smart Speakers	-41%	-23%	-87%	-90%	15%	-52%	-59%	1606%	-75%	-100%		-84%		-68%			-100%	-100%		-60%	-85%	-60%	
USB Memory	-6%	-24%	-70%	-15%	-20%	63%	-84%	-6%	-72%	-7%	-77%	-77%	-46%	-86%	35%	-57%	-67%	-7%	-63%	-30%	-31%	-30%	
Powerline Devices	31%	47%	-31%	1%	43%	161%	-30%	6%	184%	3%	-15%	272%	118%	-38%	75%	10%	193%	-45%	-62%	23%	44%	23%	
Memory Cards	-64%	-44%	-69%	-68%	-20%	287%	-89%	-74%	-63%	338%	183%	-82%	-23%	-92%	54%	-86%	-70%	-20%	-68%	-59%	-41%	-55%	
Portable Speakers	-66%	-73%	-60%	-94%	-181%	-100%	-100%	-42%	97%	-48%	1903%	-98%	132%	-91%	-26%	-90%	-8%	-91%	9%	-75%	-52%	-73%	
Consoles Fixed	100%		3507%		669%	6198%	4230%		56%	10%	-100%	13899%	-6%	253%	285%	65%	188%	-95%	143%	345%	86%	137%	
Mobile Phones	-95%	-65%	-65%	-60%	193%	-58%	-93%	-100%	-15%	28%	197%	-86%	-82%	-46%	-26%	-88%	-9%	33%	-22%	-62%	-30%	-55%	
Digital Cameras	-98%	45%	-98%	1201%	-46%	-94%	-8%	-76%	-99%	-65%	556%	-78%	-39%	-96%	-42%	-93%	-77%	193%	-91%	-69%	-82%	-77%	