

AFDEC UK & Eire Monthly Statistics

Report for December 2008

Introductory note for 2008

As of January 2008 this Report shows the consolidations of subsidiaries by members and one significant additional member. Due to the phased incorporation this new Semiconductor member, comparisons for Semis only, with the prior month & quarter should not be used during 2008. However, as phased historical adjustments have been made, members may compare "Current month to same month prior year" and "current quarter with same quarter prior year" The final incorporation of the new member will be completed by Jan 2009. This will affect the "total components" figure but no other products or sub-categories other than Semiconductors.

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Values are shown in £000's

**UK and Eire
Collated AFDEC Statistics**

December '08

Companies Reporting =

30

Average Working Days

18.6

				12 mth Rolling Billings		Avge Daily Sales	Stock Turn	Gross Margin %	Turn Earn Factor
	Bookings	Billings	Inventory	Prior Yr	Current Yr				
Semis to Industrial Market									
Discrete	2,986	3,456	18,982						
Bi-Polar Digital I/C's	909	836	3,366						
Analogue I/C's	5,862	6,301	26,503						
Programmable Logic	5,033	3,949	8,490						
MOS Micrologic	4,739	4,925	22,152						
Other MOS Logic	1,617	2,451	13,749						
Prog MOS Memory	1,322	1,297	2,721						
Other MOS Memory	1,145	1,295	2,990						
Optoelectronics	3,824	3,023	11,562						
Semiconductors IND - Totals	27,437	27,534	110,515	432,129	415,558	49.3	2.2	20.5%	44.7
Passive Components									
Capacitors, Ceramic	1,044	1,096	4,738						
Capacitors, Polyester	283	276	1,503						
Capacitors, Electrolytic	1,101	1,184	6,103						
Capacitors, Other	607	608	2,070						
Capacitors Sub Total	3,034	3,164	14,414						
Resistors and Potentiometers	1,706	1,716	8,836						
Other Passives	1,478	1,453	5,891						
Resist & Other Passives Sub Total	3,183	3,169	14,727						
Passives - Totals	6,218	6,334	29,142	91,309	88,760	11.4	1.7	34.0%	57.6
Electromech Components									
Connectors	5,048	5,166	24,741			9.3	1.7	42.5%	71.4
Relays	904	915	2,917						
Switches	1,336	1,169	5,616						
Enclosures, Fans, Motors	1,144	1,262	1,924						
Cable, Mains Cordsets	983	946	703						
Electromagnetic Components	450	489	1,994						
Other Electromechanical Products	2,774	2,295	6,845						
Electromechs - Totals	12,639	12,243	44,742	202,034	196,351	21.9	2.3	41.9%	95.1
Components Assemblies									
Displays	840	1,360	4,386						
Power Supplies	1,335	1,163	3,659						
Cable Wire Assemblies	335	427	649						
Other Components Assemblies	2,154	2,892	6,766						
Component Assemblies - Totals	4,663	5,842	15,461			10.5	2.9	32.2%	94.6
Other Products									
Tools & Production Aids	1,379	1,008	5,473						
Other Sales	4,080	4,328	10,375						
Other Products - Totals	5,459	5,337	15,847			9.6	2.4	36.9%	90.0
Industrial Totals	56,417	57,289	215,708	845,885	815,916	102.7	2.2	29.1%	65.3

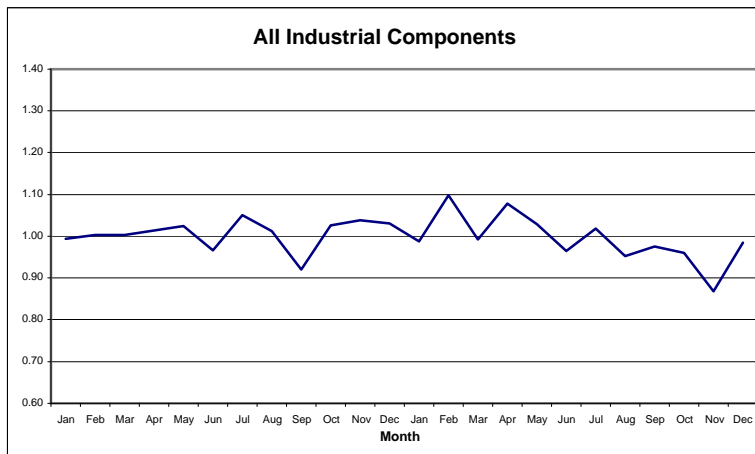
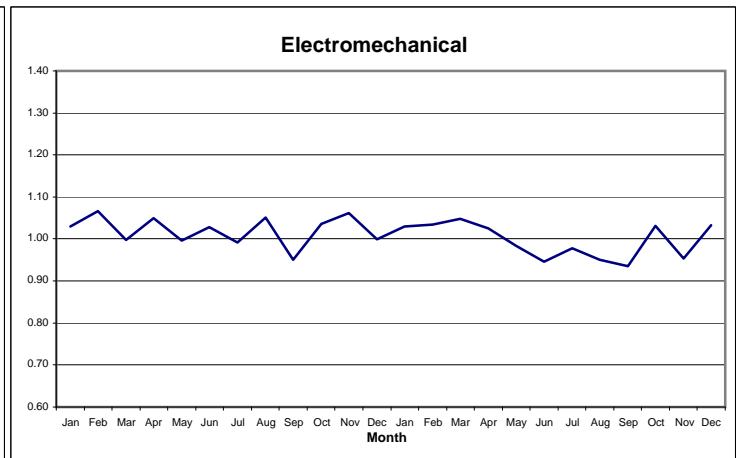
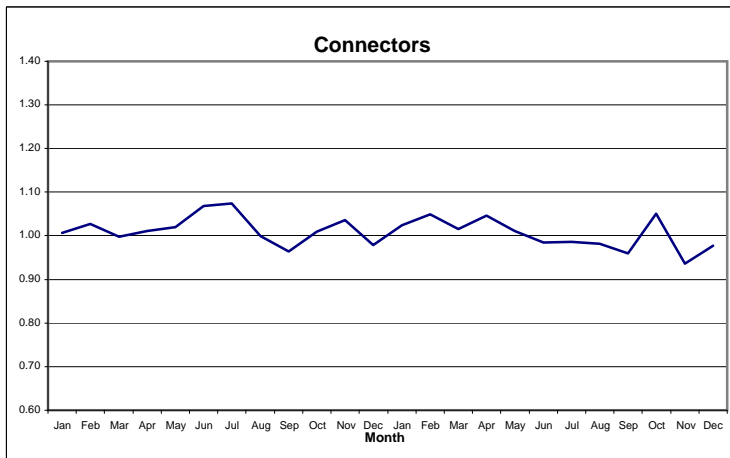
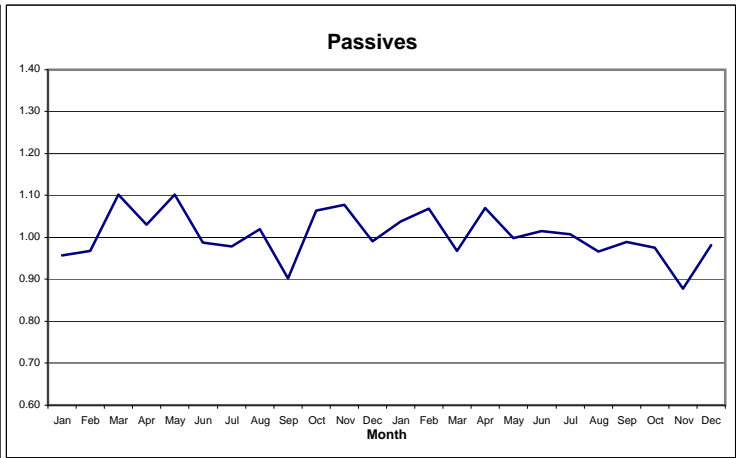
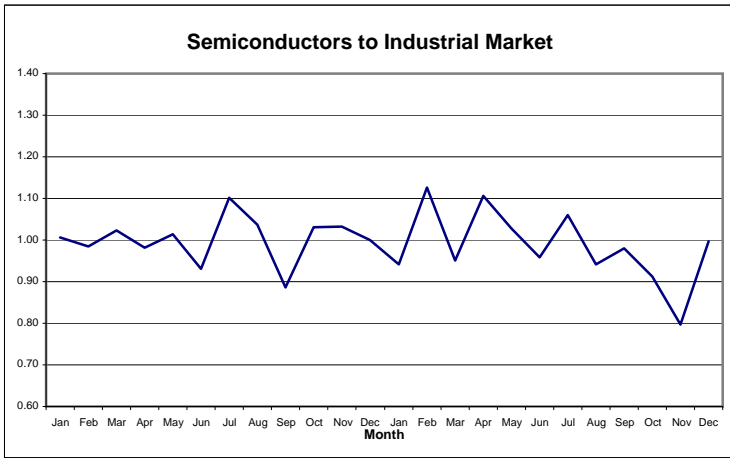
% change in average daily sales compared with	
Last Month	-14.5%
Same month prior year	-15.3%

Debtors	Value	Days
Industrial	117,092	70.7

	Dec-07		Nov-08		Dec-08		% change on Value to Dec-07	% change on Value to Nov-08	% change on Value to Dec-07	% change on Value to Nov-08
	Sales value in £000's	Av Sales/Day in £000's	Sales value in £000's	Av Sales/Day in £000's	Sales value in £000's	Av Sales/Day in £000's				
Semiconductors	£30,600	£60	£36,286	£60	£27,534	£49	-10.0%	-17.8%	-31.8%	-18.3%
Passives	£6,940	£14	£7,797	£13	£6,334	£11	-8.7%	-16.7%	-23.1%	-12.5%
Emech	£13,375	£26	£15,501	£26	£12,243	£22	-8.5%	-16.4%	-26.6%	-14.9%
Component Assbly's	£5,693	£11	£6,253	£10	£5,842	£10	2.6%	-6.3%	-7.0%	0.6%
Other Products	£5,135	£10	£6,305	£10	£5,337	£10	3.9%	-5.1%	-18.1%	-8.8%
Total	£61,744	£121	£72,143	£120	£57,289	£103	-7.2%	-15.3%	-25.9%	-14.5%

Afdec Monthly Statistics

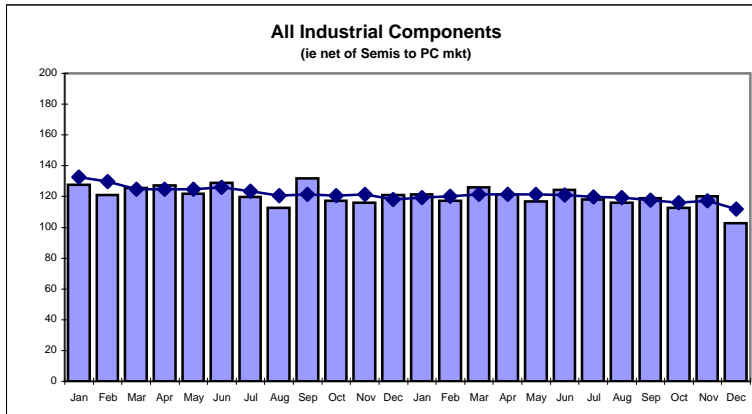
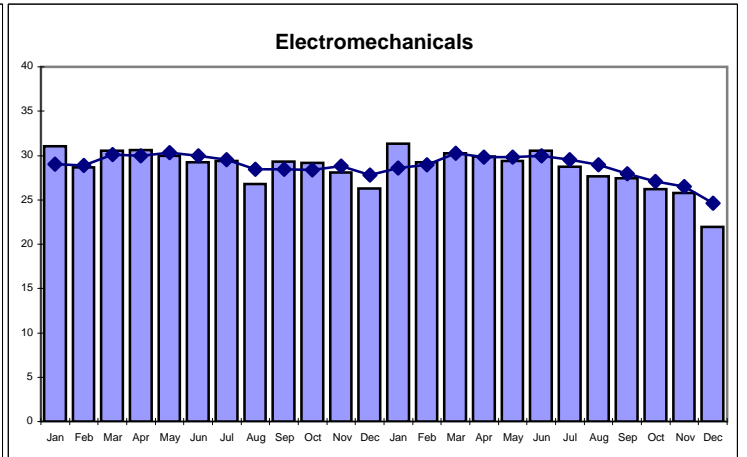
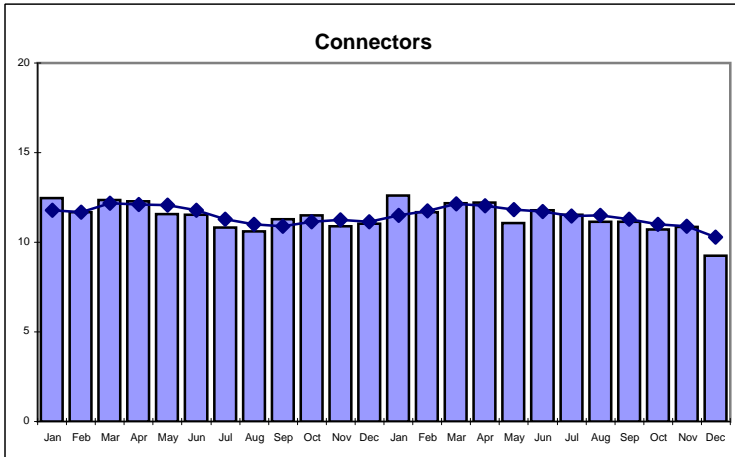
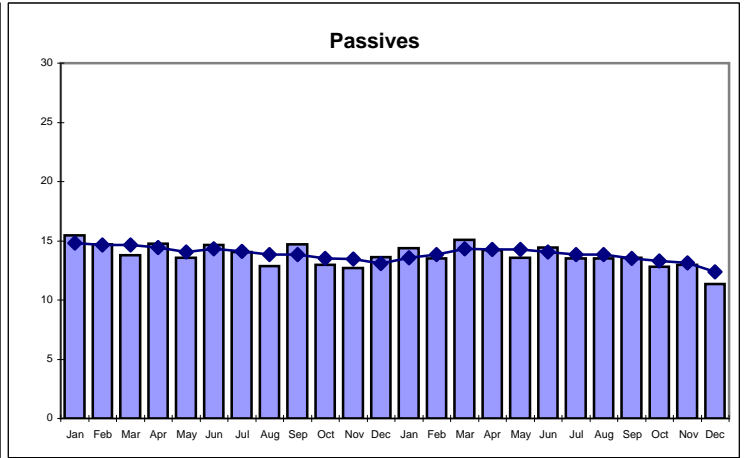
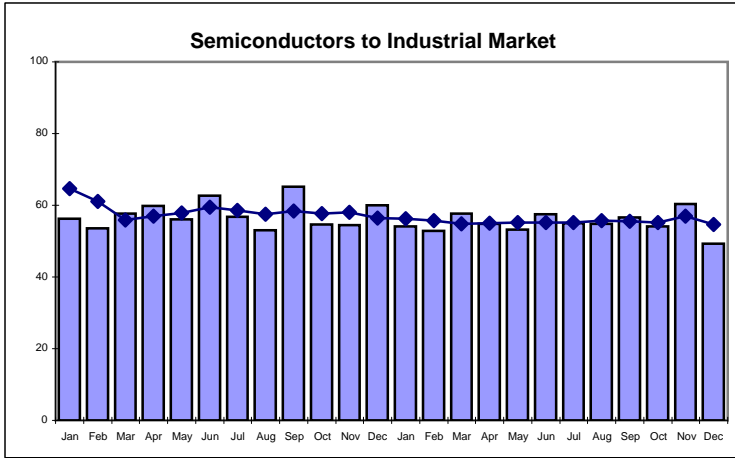
Book : Bill Ratios



Afdec Monthly Statistics

Average Daily Sales by Month

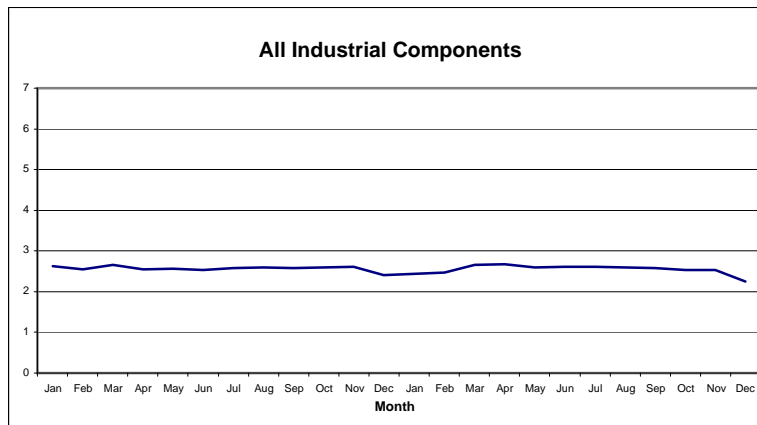
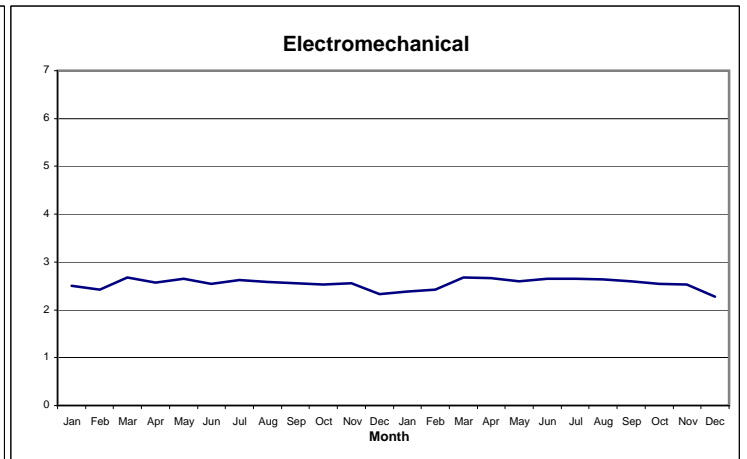
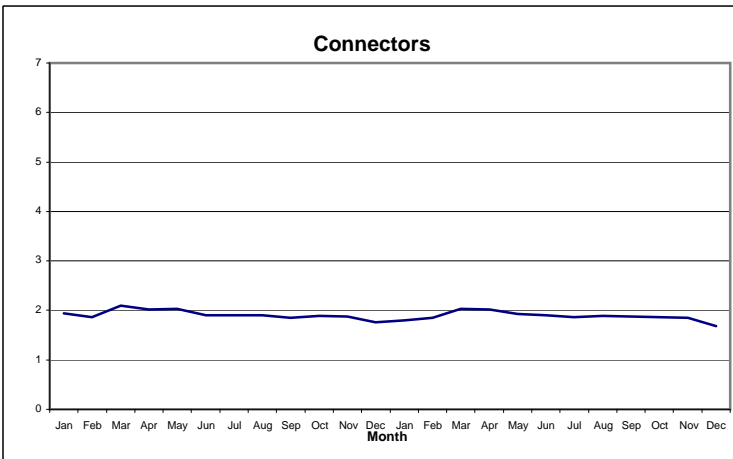
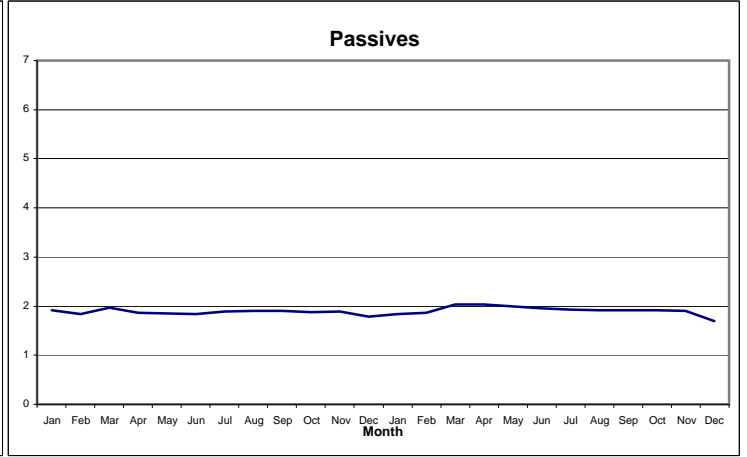
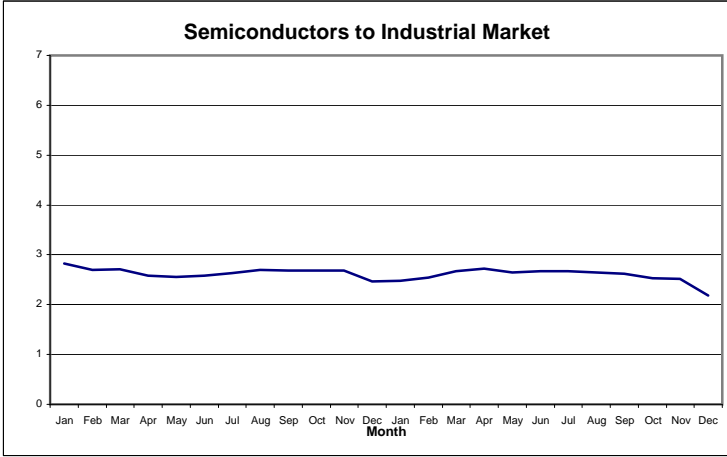
Sales in £k per day; ----- shows 3 month average



Afdec Monthly Statistics

Stock Turn by Month

(Based on last 3 months)



DEFINITION OF TERMS ON THE COLLATED AFDEC STATISTICS

COMPANIES REPORTING: The number of companies that reported data for the month; the figure remains constant for the year. When a member is late in providing a report its results are estimated; the figures are adjusted once the actual results are received.

AVERAGE WORKING DAYS: The average number of days each distributor worked during the month. The total of the number of working days entered on each member's return divided by the number of companies reporting.

BOOKINGS: The summation of the net bookings (nett of cancellations) from each distributor member; it includes all firm orders booked. Any cancellations will be netted out in the subsequent months.

BILLINGS: The summation of the net billings (nett of credit notes) from each distributor member.

INVENTORY: The summation of the distributor members' returns for gross inventory (not including provisions) for the month covered.

12 MTHS ROLLING BILLINGS: Monthly sales by appropriate product category totalled over the last 12 months in the "current year" column and for the 12 months prior to that in the "prior year" column.

AVERAGE DAILY SALES: The relevant product category's billings divided by the total number of days worked by all the reporting members (see 2 above). This gives the billings made by the average distributor in an average day in the month to which the statistics apply; the dotted line on the chart shows the average over the last 3 months of this parameter.

STOCK TURN: For a stock turn based on 3 month averages, the sum of the last three months' sales is multiplied by 4 to provide an estimate of annual sales. This is multiplied by the cost of sales percentage and finally the result is divided by the average value of the last three months' stock of the product category concerned.

GROSS MARGIN %: Gross margin is calculated for each product category by dividing the difference between sales value and cost of sales by the sales value and expressed as a percentage. It is calculated using the values for the most recent three months to avoid spurious volatility.

TURN*EARN: The product of stock turn and gross margin (both calculated as outlined above) e.g. if stock turn is 4 and gross margin 25%, the turn*earn value is 100.

DEBTORS & DEBTOR DAYS: Debtor figures are the summation of members returns for trade debtors and include the appropriate VAT. Debtor days are calculated after dividing debtor figures by 1.175 to remove the VAT element. For the purposes of this calculation all months are regarded as having 30 days; debtor days are set at 0 at the start of the calculation. The month's billings total is then subtracted from the VAT less debtors as long as the result is positive and the debtor days are set at 30. The billings figure for the month previous is then subtracted from the remainder as long as the result remains positive and the debtor days are increased by 30 to 60. This process is repeated using the billings figure for the month before the one just used until the result would become negative. This occurs once the remainder of the VAT less debtors is less than the billings of the month being subtracted. This remainder is then divided by the billings of the month being subtracted to quantify its proportion of those billings and the result is multiplied by 30 to express it as the number of days of that month's billings it represents. This figure (less than 30) is then added to the debtor days just established.

PRODUCT CLASSIFICATION DEFINITIONS

1. SEMICONDUCTORS & OPTOELECTRONICS

1.1. Discrete - inc. diodes (inc. power), rectifiers, transistors (inc. r.f. & microwave power)

1.2. Bi-polar Digital I.C. - inc. bi-polar logic devices, gate arrays and standard cells, all bi-polar mpu., mcu., mpr. as well as any bi-polar memory devices.

1.3. Analogue I.C. - all analogue circuits.

1.4. Programmable Logic I.C. - all field programmable logic.

1.5. MOS Micro I.C. - all computer related MOS I.C.s including mpu. mcu. and mpr.

1.6. Other MOS Logic I.C. - other non-programmable MOS logic unrelated to microcomputers including MOS gate arrays and standard cells.

1.7. Programmable MOS Memory - electrically programmable MOS memory.

1.8. Other MOS Memory - random access memory (RAM) inc. DRAM & SRAM.

1.9. Optoelectronics (i) fibre optics inc. receivers, transmitters, fibre optic cable, optical fibre, other.

(ii) non-fibre optics inc. sensors, LED lamps, IR emitters & detectors

2. PASSIVES

2.1. Capacitors, fixed, ceramic.

2.2. Capacitors, fixed, polyester.

2.3. Capacitors, fixed, electrolytic – inc tantalum.

2.4. Other capacitors, inc. variable, trimmer & other inc. silver mica

2.5. Resistors, inc. fixed (and networks), variable & other inc. thermistors, varistors, surge protection (non-interrupted)

2.6. Other (i) electronic filters, suppression & other than suppression e.g. LC., ceramic, crystal.

(ii) crystal oscillators, resonators

3. ELECTROMECHANICALS

3.1. Connectors, general range of connectors inc. I.C. sockets, terminal strips, added value assemblies e.g. terminated cables but not cable harnesses nor mains plugs & sockets.

3.2. Relays, inc. electromechanical & solid state.

3.3. Switches, inc. DIL, illuminated, key, lever, micro, power, proximity, pushbutton, rocker, rotary, slide, tactile, thumbwheel, toggle.

3.4. Hardware, (i) enclosures inc. boxes, card frames, cases, racks, mountings & other accessories for enclosures.

3.5. Cables & Mains Components inc. mains cable, mains plugs & sockets.

3.6. Electromagnetics inc. chokes, coils, ferrites, inductors, magnets (& materials), solenoids

3.7. Other (i) circuit protection inc. fuses, fuseholders, circuit breakers.

4. COMPONENT ASSEMBLIES

4.1. Displays inc. backlit, CRT, electro-luminescent, LCD, LED, plasma, TFT, VFD.

4.2. Power Supplies inc. AC/DC, custom, DC/DC converters, desktop, eurocard, high volt, linear, switch mode.

4.3. Cable Assemblies inc. wire harnesses.

4.4. Other Component Assemblies inc. backplanes, boards & sub-systems, memory cards, thermal printers, data link(fibre optic), disk drives, EMI gaskets, modems, motors, pcb & accessories, programmable controllers, regulators, sensors, transformers, transponders

5. OTHER PRODUCTS

5.1. Tools & Production Aids inc. assembly & crimping tools, cleaning agents, jigs, solder & irons, tape, etc.,

5.2. Other Sales inc. batteries, accumulators, clocks, counters, lamps (filament), microwave cmpts, test eqpt, thermocouples, timers (mech.).