IT Industry Update

12th August 2020

CONTEXT Weekly IT Industry Forum

01

TOP TRENDS COVID-19 REPORTS TO WEEK 31 MONTH OF JULY REVIEW

02

ITALY INSIGHT – ISABEL ARANDA, COUNTRY DIRECTOR ITALY

03

ENTERPRISE UPDATE – GURVAN MEYER, SENIOR ENTERPRISE ANALYST

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WEEKLY REPORTS

01 REVENUE TRENDS

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

02 REVENUE INDEX

*4 week rolling revenue trends, revenue of base 100 is full year 2019 *4 / 52 , 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)

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01 REVENUE TRENDS

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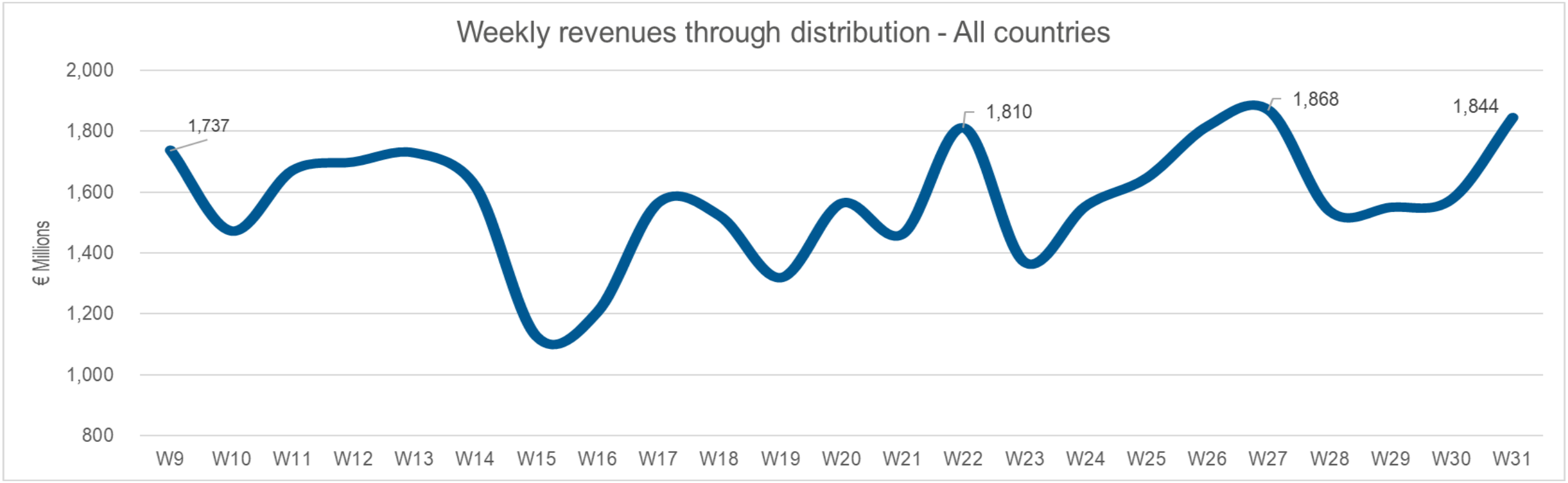
REVENUE WEEK 31 ALMOST ON PAR WITH WEEK 27



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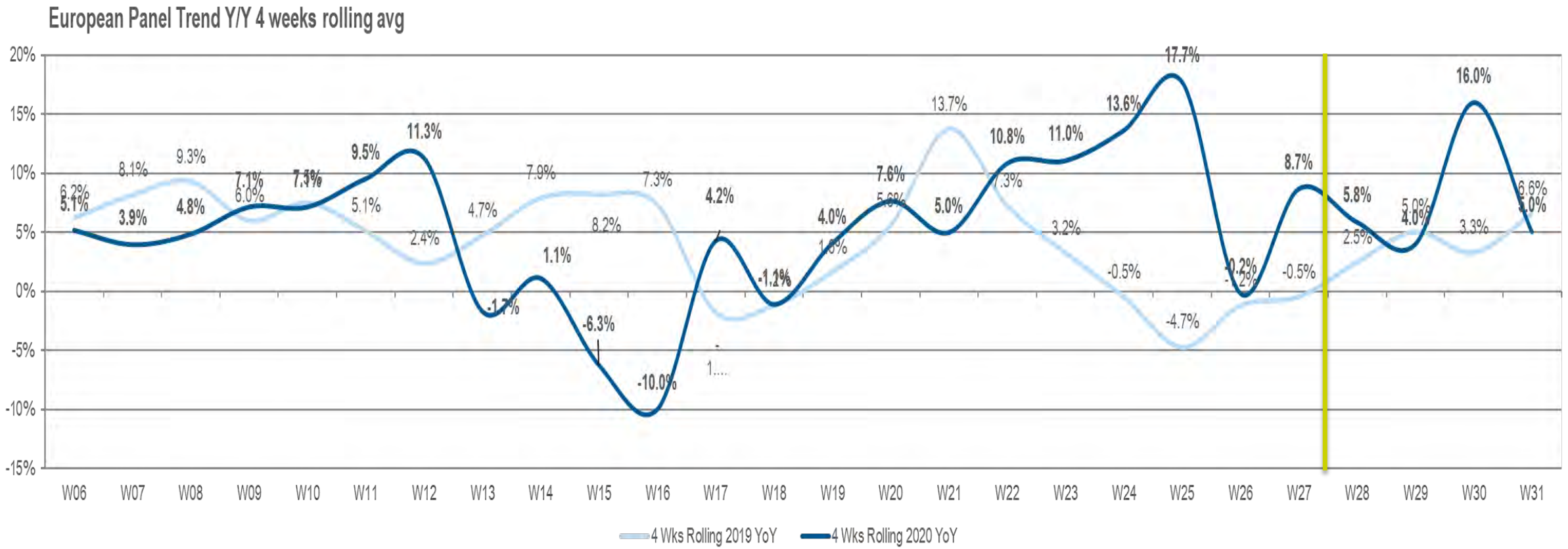
ALL COUNTRIES WEEK 31 – GAP IS CLOSING



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02 REVENUE INDEX

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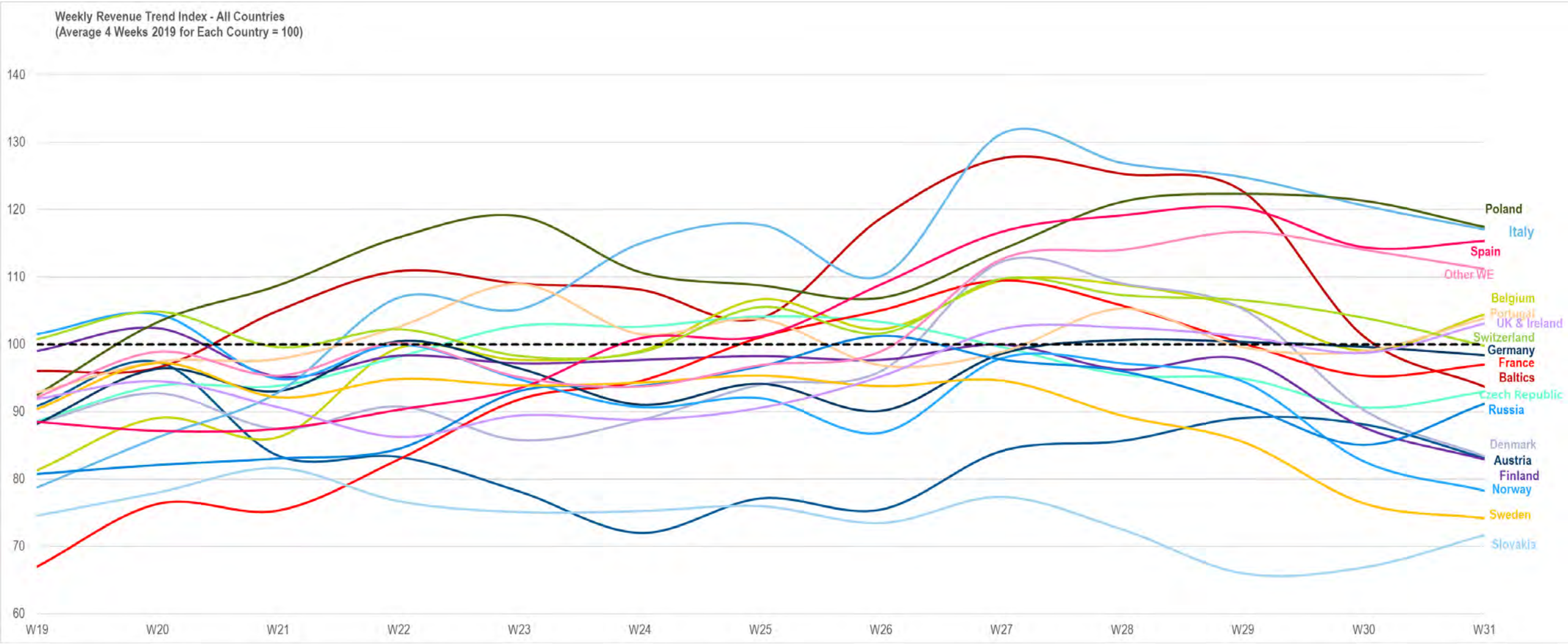
THE WEEKLY INDEX – OVERALL STABLE …



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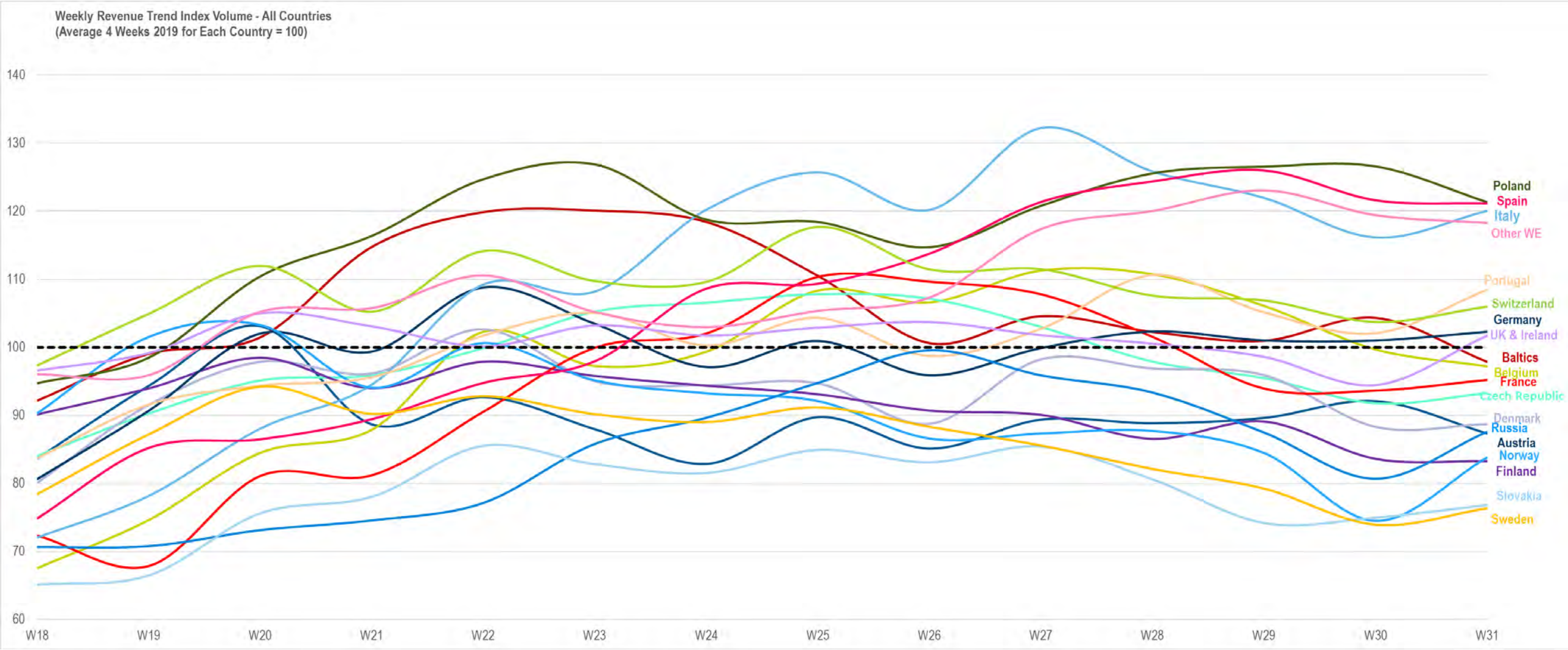
VOLUME: TICKING ALONG…



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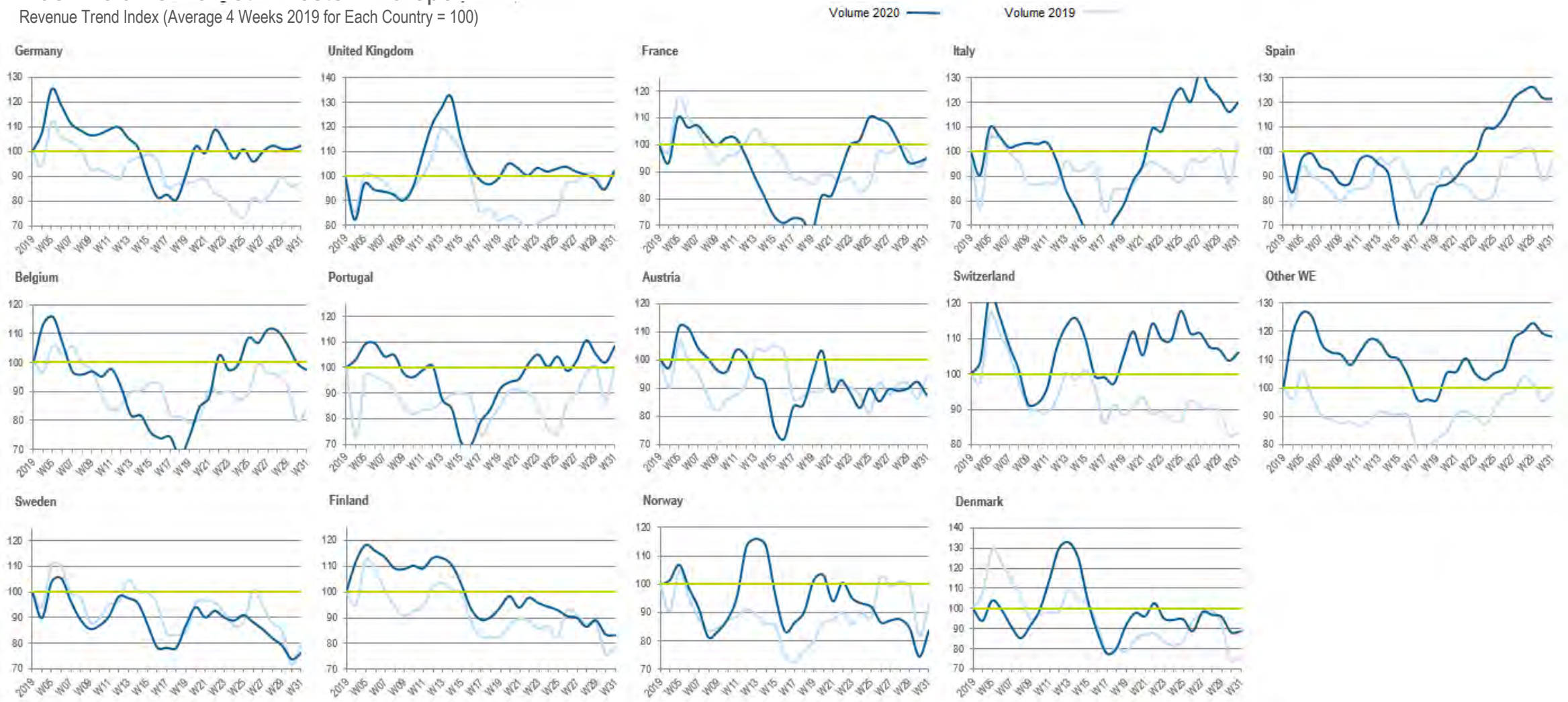
WE VOLUME MARKET: NEARLY ALL COUNTRIES SEE POSITIVE GROWTH

Index Volume Market - Western Europe

Revenue Trend Index (Average 4 Weeks 2019 for Each Country = 100)



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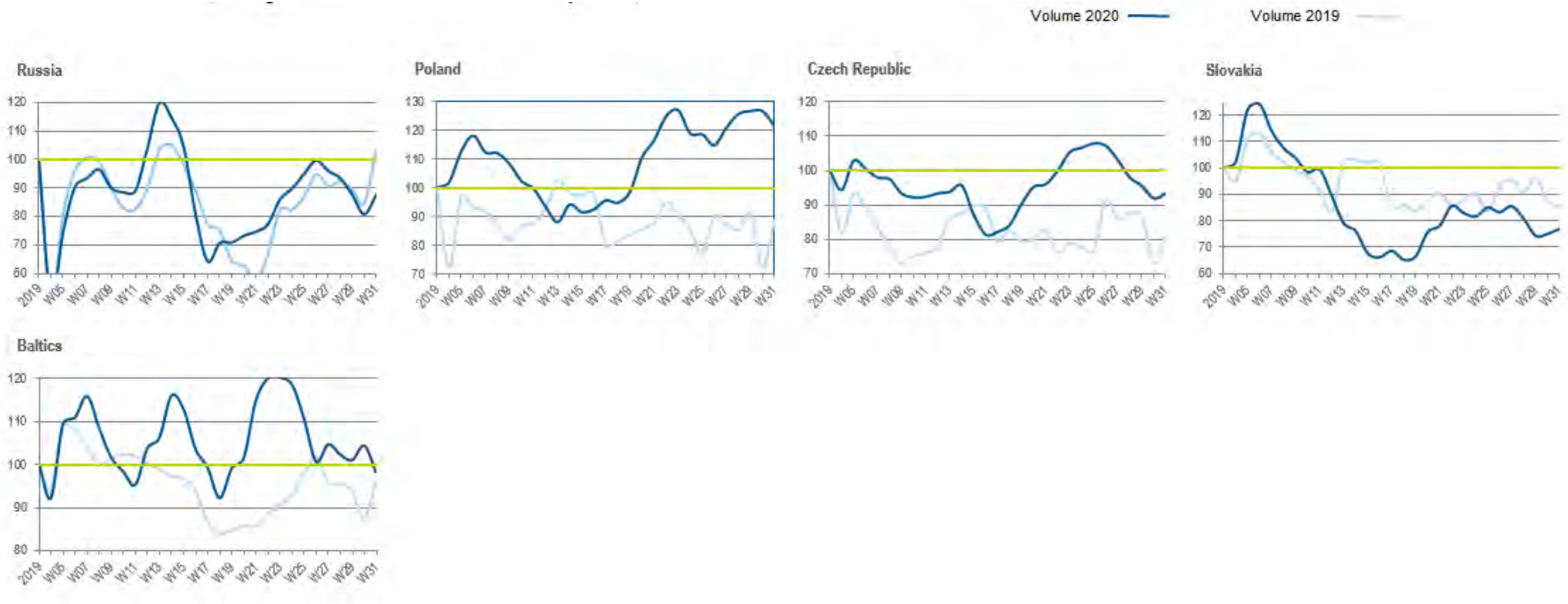
EE VOLUME MARKET: LOOKING GOOD IN EASTERN EUROPE TOO

Index Volume Market - Eastern Europe

Revenue Trend Index (Average 4 Weeks 2019 for Each Country = 100)



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

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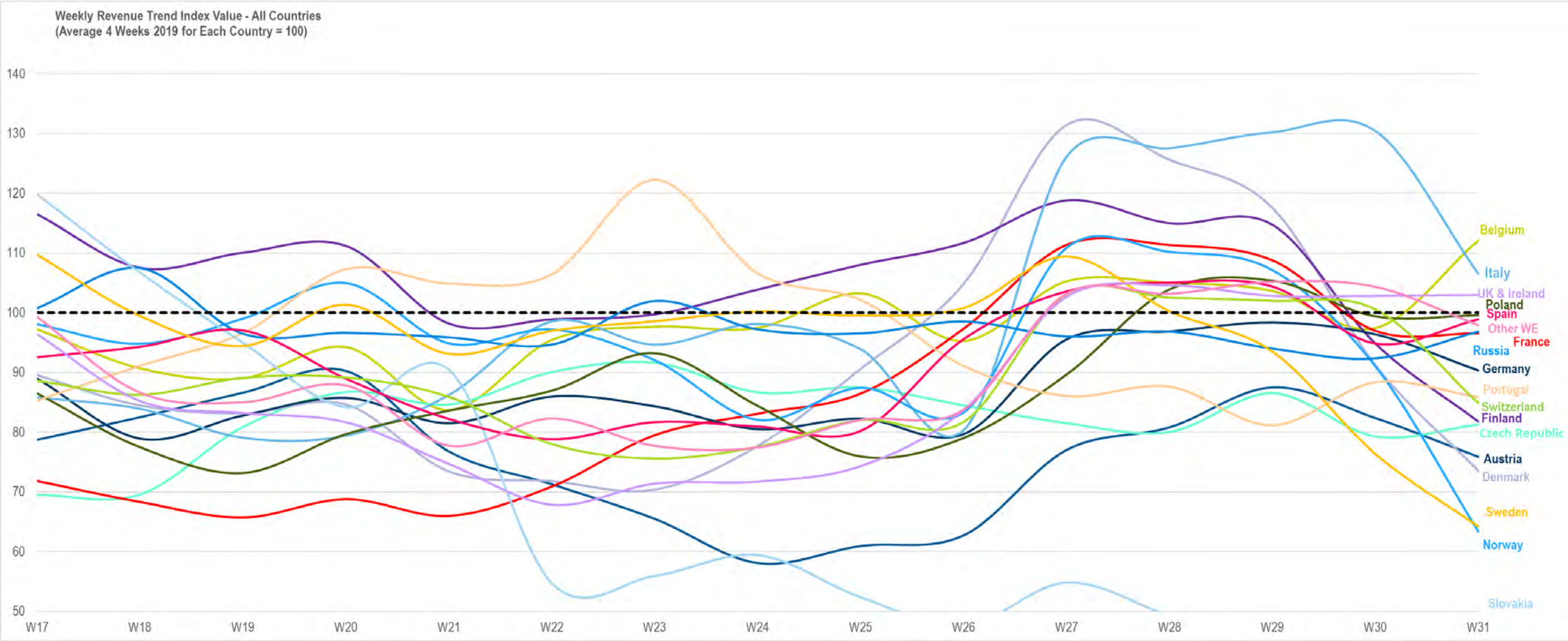
VALUE: DOWNWARD TREND CONTINUES IN MANY COUNTRIES AS HOLIDAYS HIT



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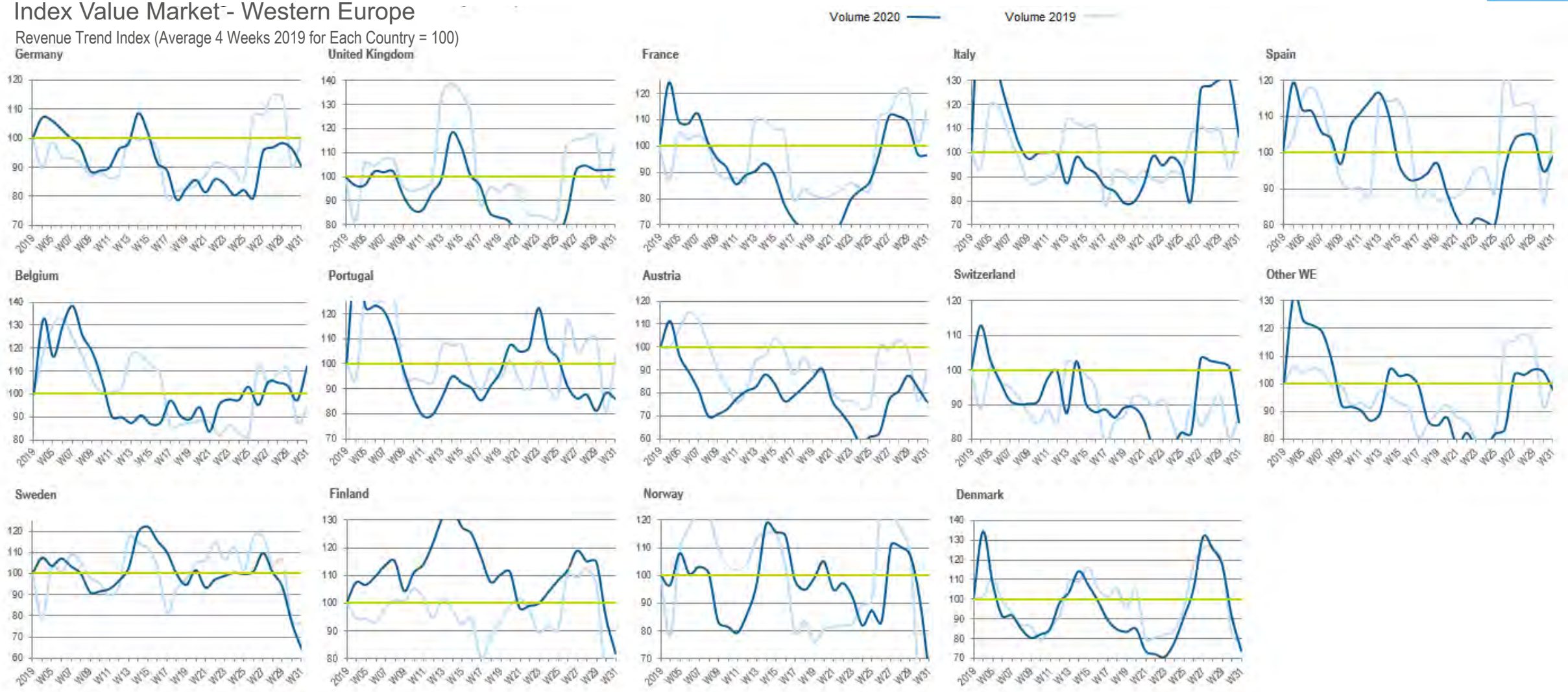
WE VALUE MARKET: LARGER COUNTRIES BEHIND THE CURVE

Index Value Market - Western Europe

Revenue Trend Index (Average 4 Weeks 2019 for Each Country = 100)



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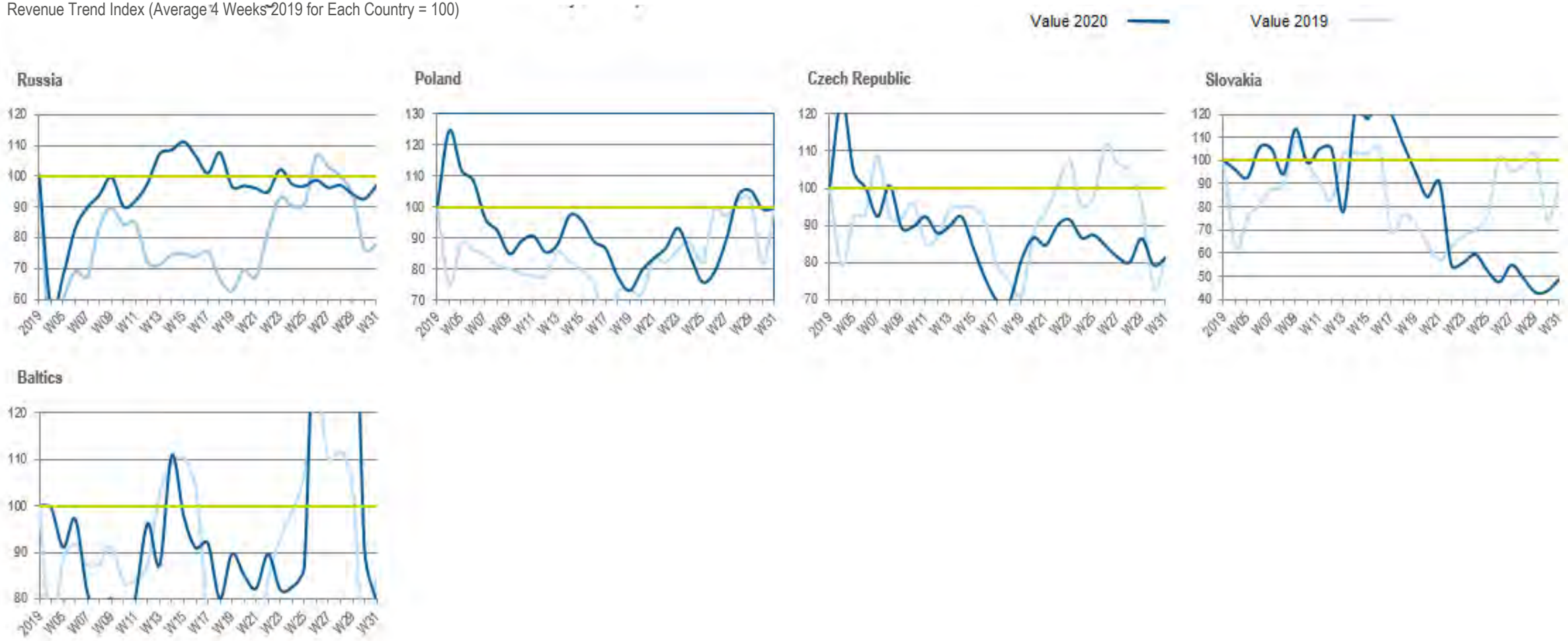
EE VALUE MARKET: SOME COUNTRIES STRUGGLING

Index Value Market - Eastern Europe

Revenue Trend Index (Average 4 Weeks 2019 for Each Country = 100)



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JULY 2020 REVIEW

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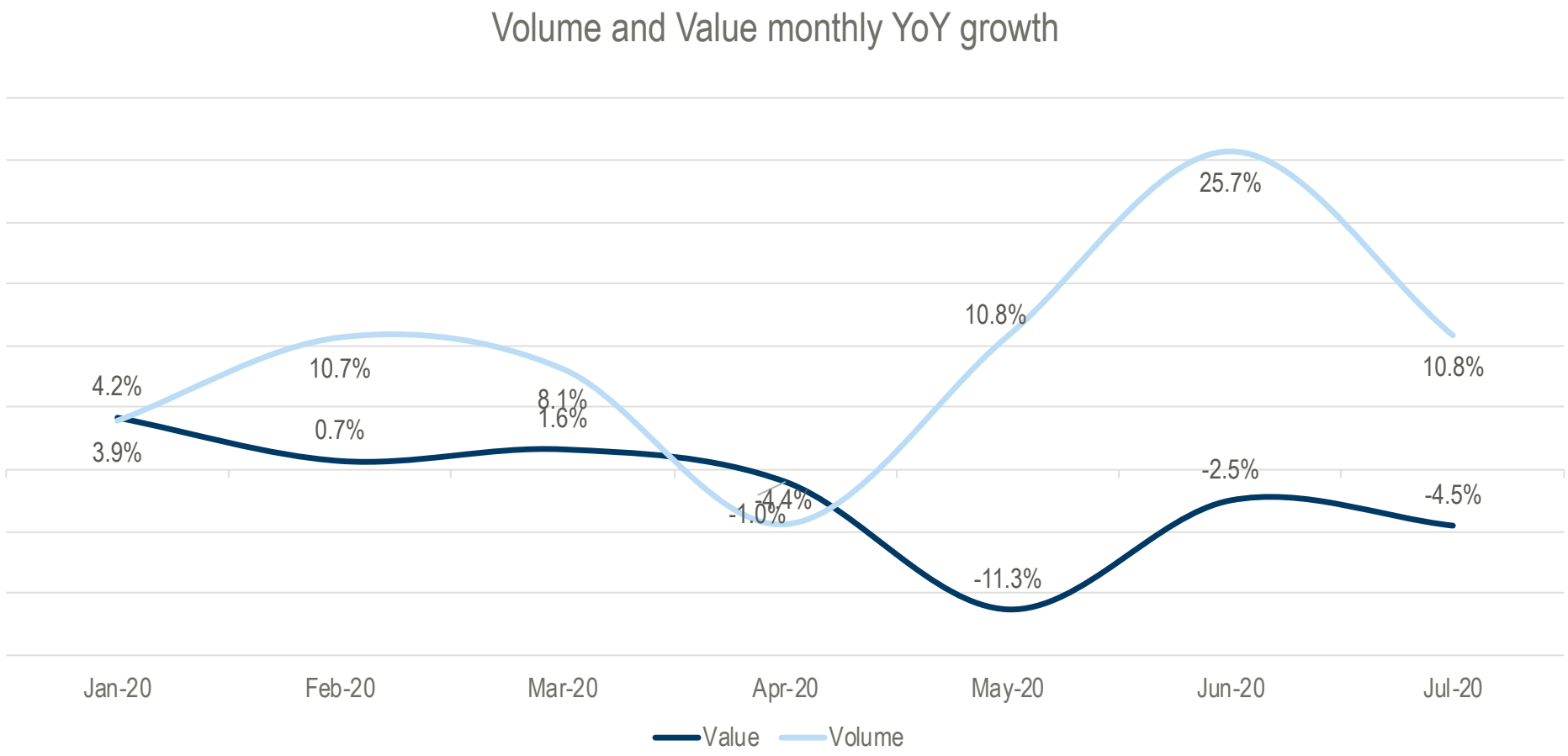
JULY VALUE/VOLUME INDICATORS

JAN-JULY 2020 DISTRIBUTION SALES COMPARED TO PRIOR YEAR



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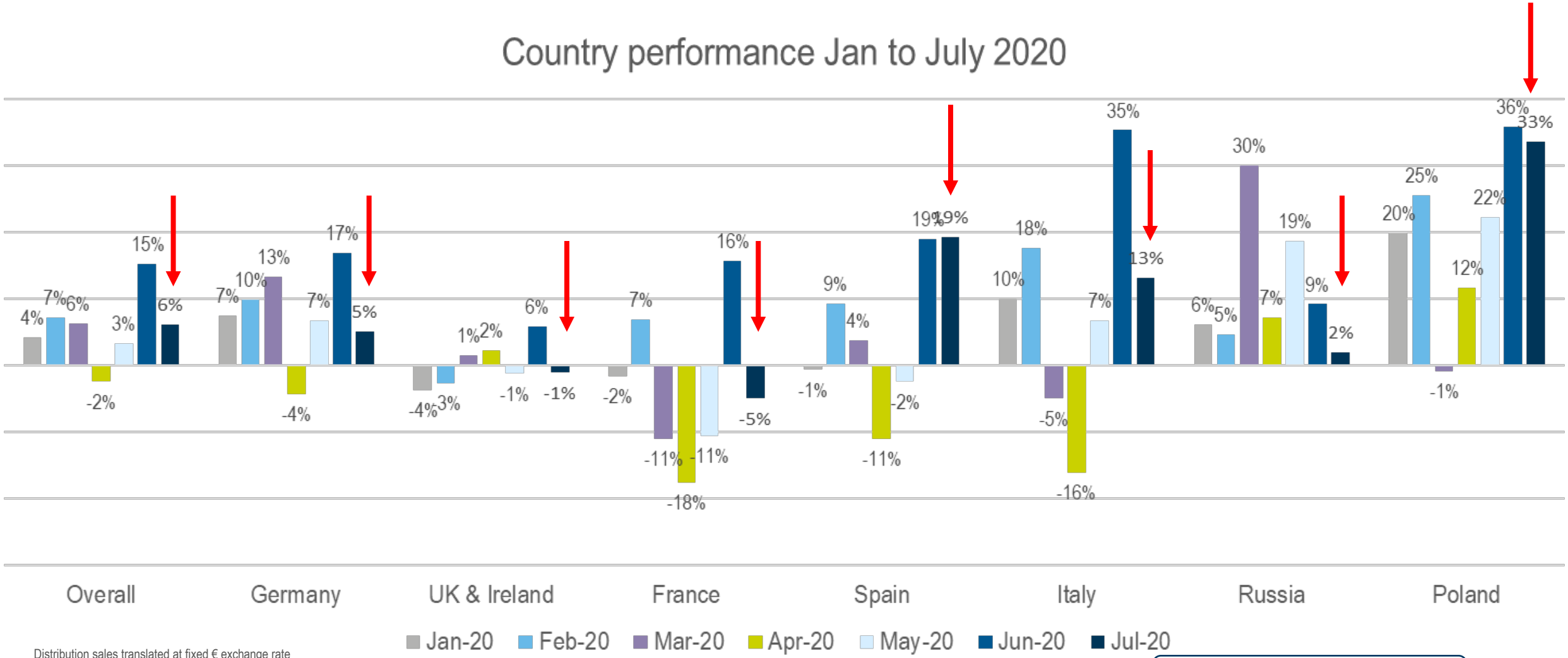
JULY SEES POSITIVE YOY GROWTH IN MAJORITY OF COUNTRIES

JAN-JULY 2020 DISTRIBUTION SALES COMPARED TO PRIOR YEAR



Distribution sales translated at fixed € exchange rate

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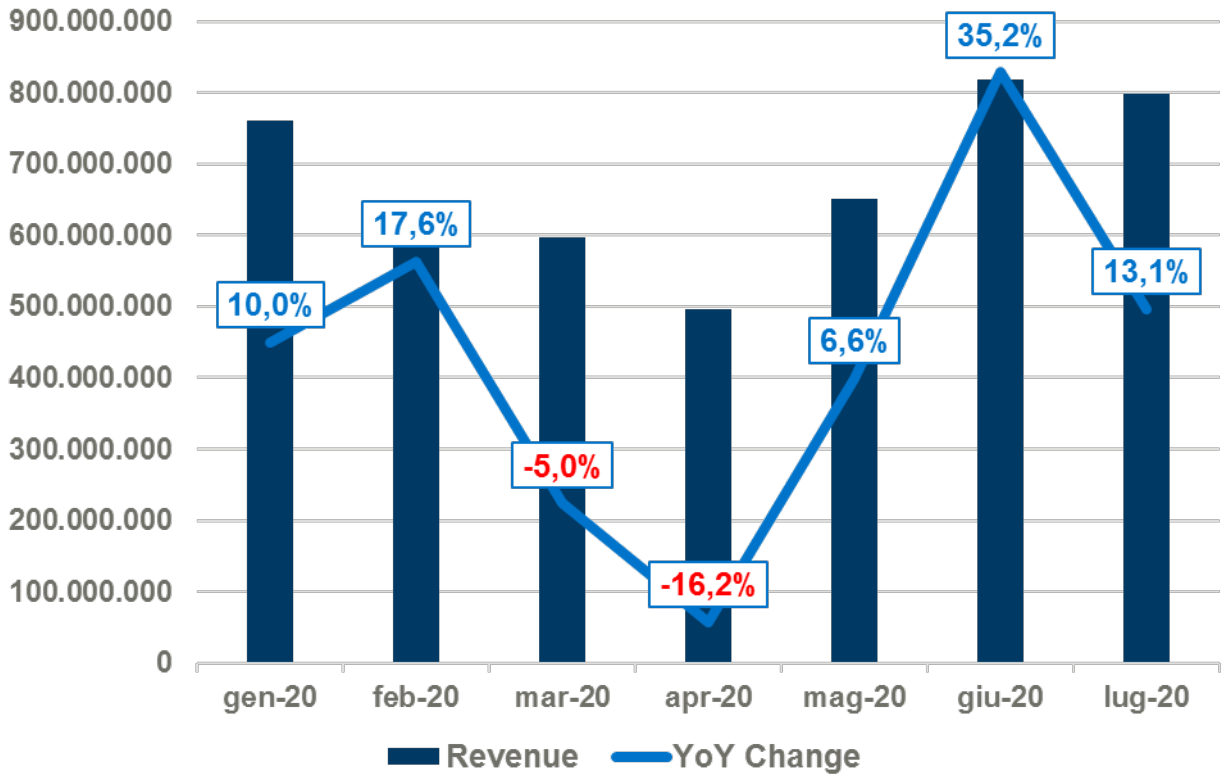
Italy IT Industry Update

12th August 2020

THE ITALIAN DISTRIBUTION MARKET BOUNCING BACK

Monthly Distribution Market- ITALY



YoY CHANGE	Q1 2020	Q2 2020
	+7%	*+9%*

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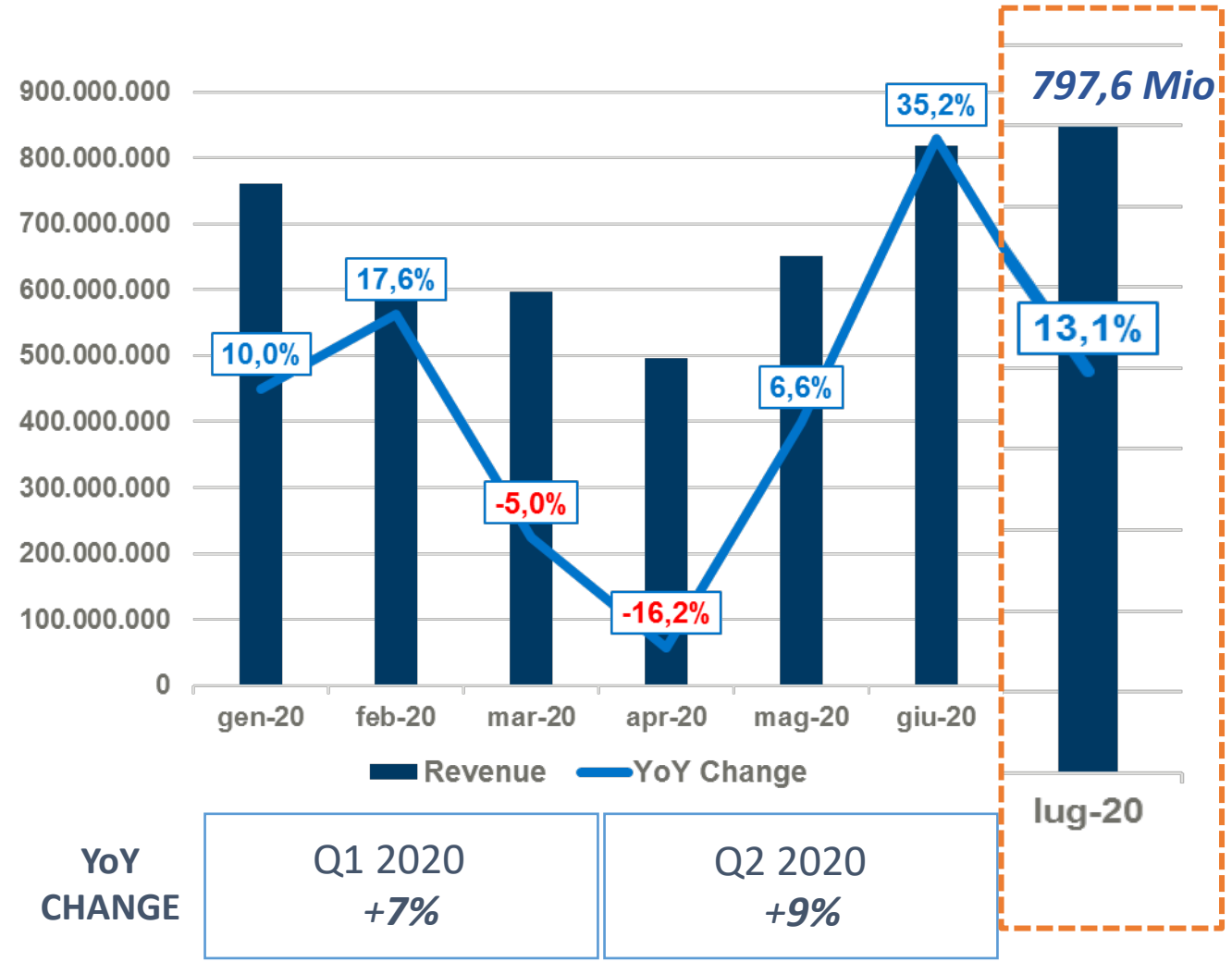
THE ITALIAN DISTRIBUTION MARKET BOUNCING BACK

Monthly Distribution Market- ITALY



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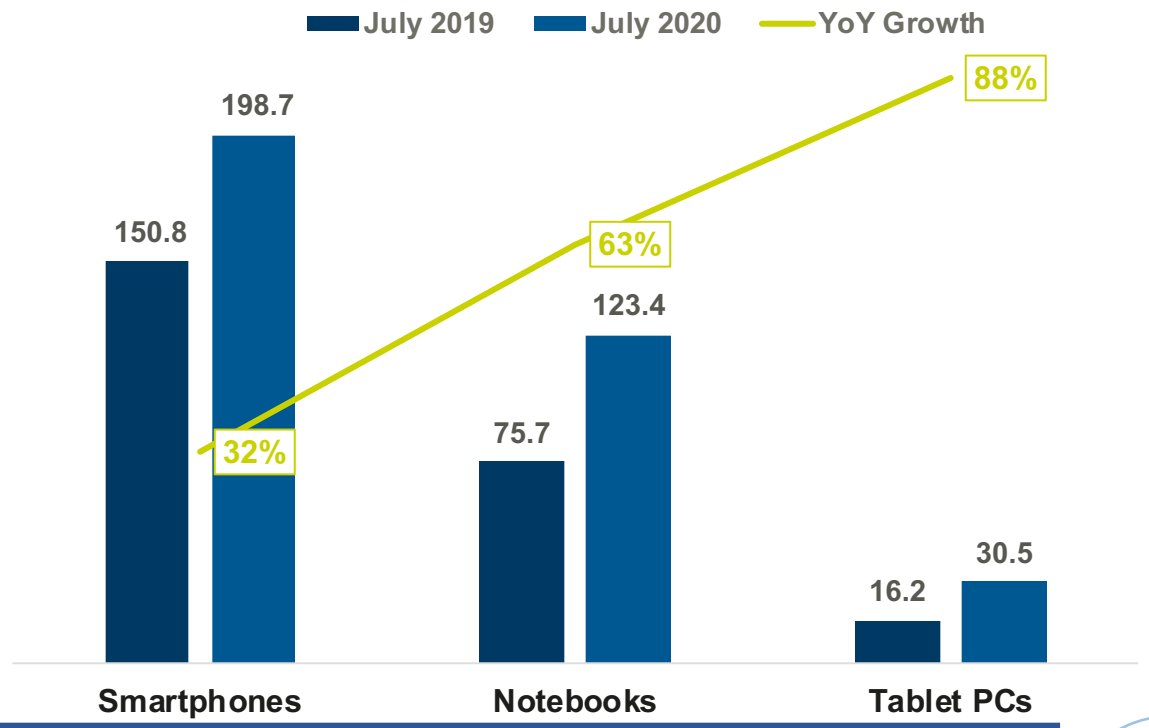
THE MAIN DRIVERS OF THE GROWTH IN REVENUE IN JULY 2020

TOP PRODUCT CATEGORIES

REVENUE (Million €)



	Smartphones	Notebooks	Tablet PCs
% Share	25%	15%	4%

44%

6%

OTHER RELATED CATEGORIES TO DIGITAL WORKPLACE

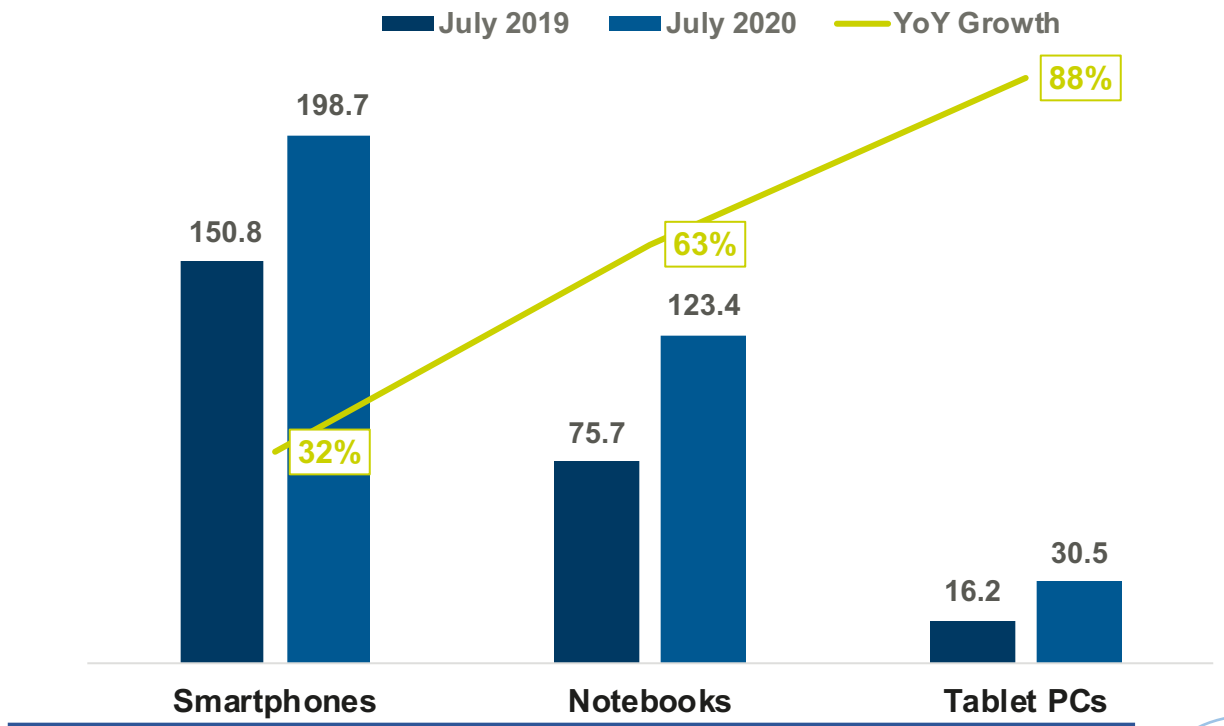
	YoY Growth
Headsets/Headphones and Microphones	*+13%*
Monitors	*+4%*
Network Routers	*+48%*
Docking Stations	*+94%*
Webcams	*+489%*
Other Smartphone Accessories	*+623%*
Mobile Computing Cases	*+120%*
Mobile Computing Accessories and Parts	*+64%*

Good demand for Cloud and Software Categories: Security, Graphics and Design, Data Management and Other

THE MAIN DRIVERS OF THE GROWTH IN REVENUE IN JULY 2020

TOP PRODUCT CATEGORIES

REVENUE (Million €)



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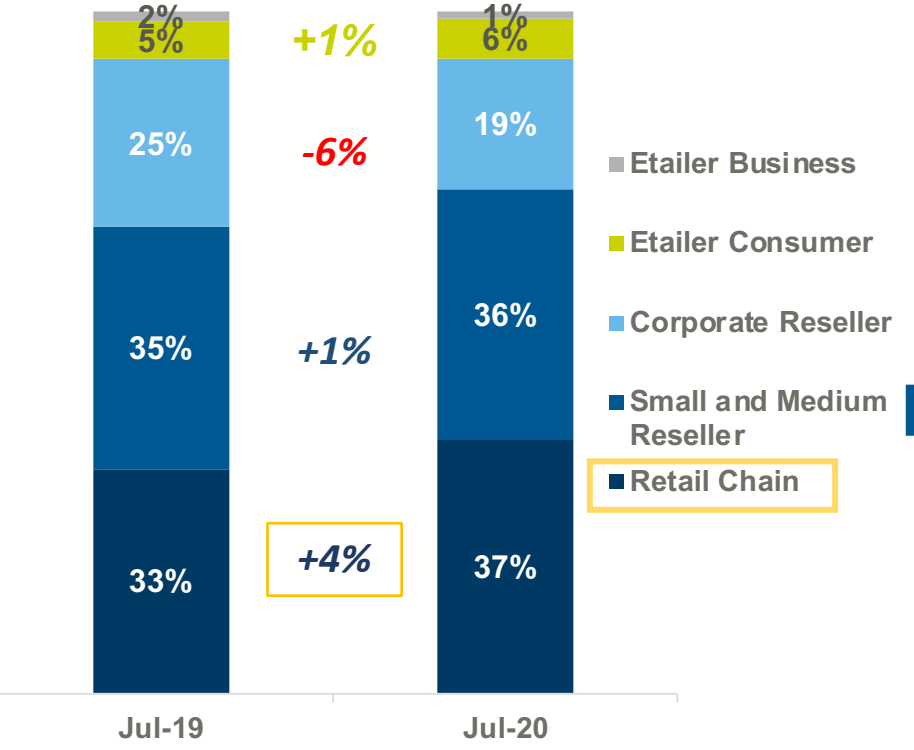
Mobile Computing Cases	+120%
Mobile Computing Accessories and Parts	+64%

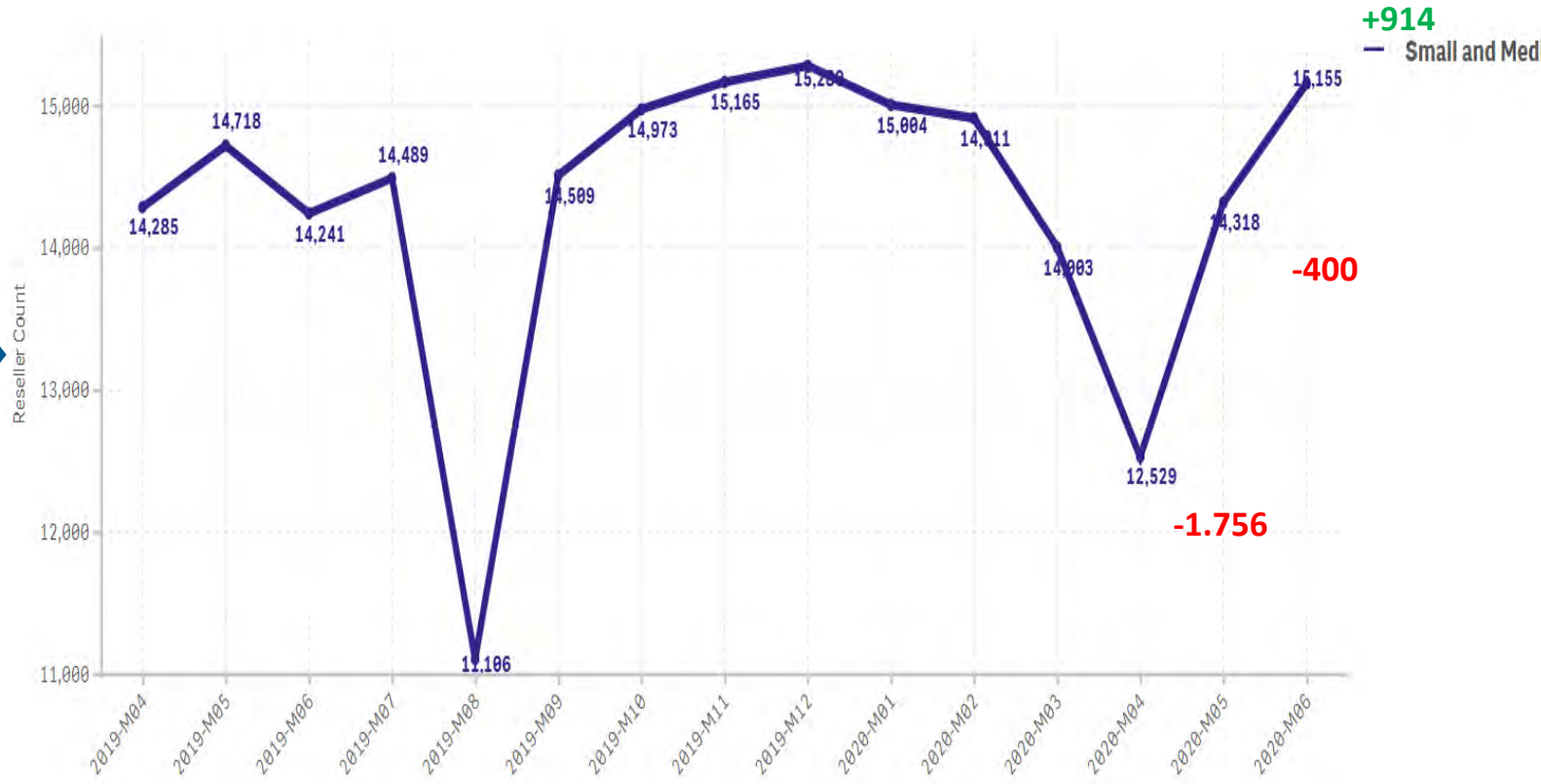
Good demand for Cloud and Software Categories: Security, Graphics and Design, Data Management and Other

LEADING THE GROWTH: THE RETAIL CHANNEL WITH +28% YoY
...ALSO GOOD NEWS FROM SMR CHANNEL (+17%)

% SHARE BY CHANNEL



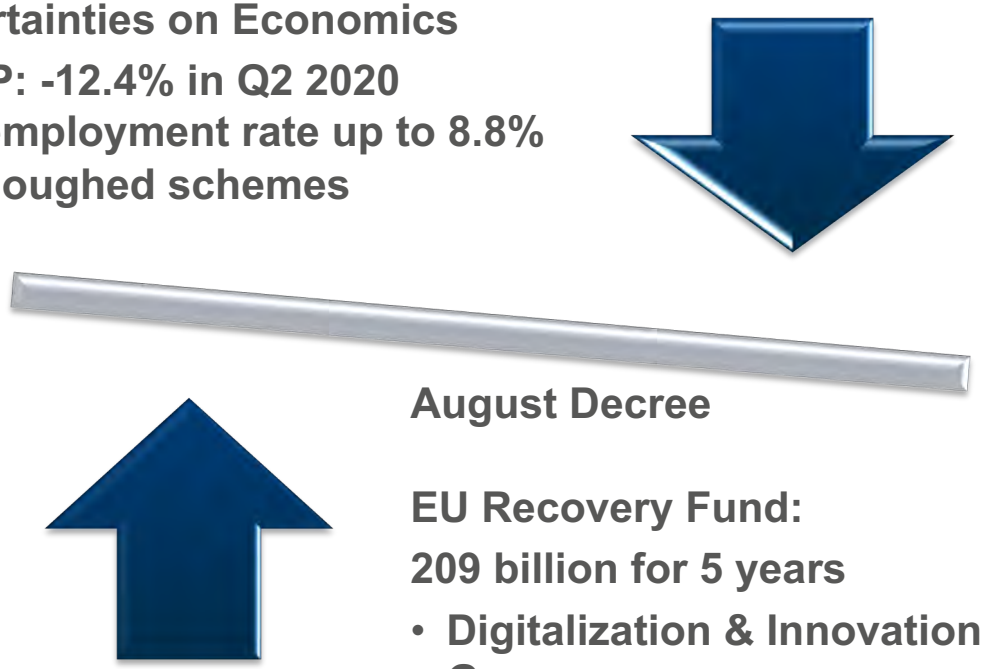
RESELLER METRICS EVOLUTION
SMALL AND MEDIUM RESELLER CHANNEL



LOOKING AHEAD, STILL BIG UNCERTAINTIES

Uncertainties on Economics

- GDP: -12.4% in Q2 2020
- Unemployment rate up to 8.8%
- Furloughed schemes



August Decree

EU Recovery Fund:

209 billion for 5 years

- Digitalization & Innovation
- Green economy

ICT Sector in Italy

Strategic for the Recovery

Value of Italian Distribution and Channel partners

03 SECTOR/CATEGORY WEATHER MAPS

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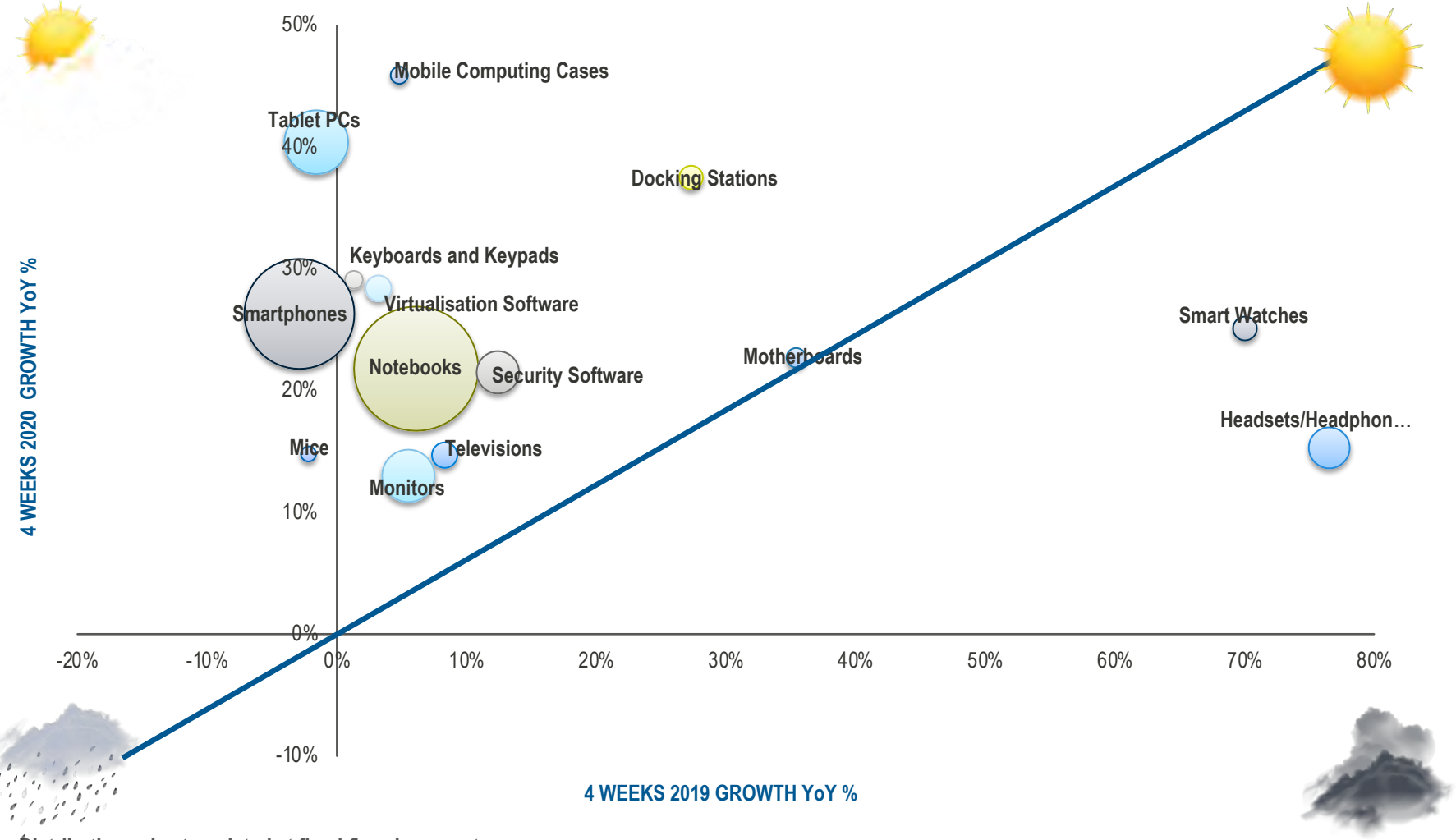
CATEGORY TRENDS: TOP 15 BY % REVENUE GROWTH

% Change in sales through IT Distribution in €: 4 Weeks to Week 31 (02/08/20) vs same period 2019



Distribution sales translated at fixed € exchange rate.

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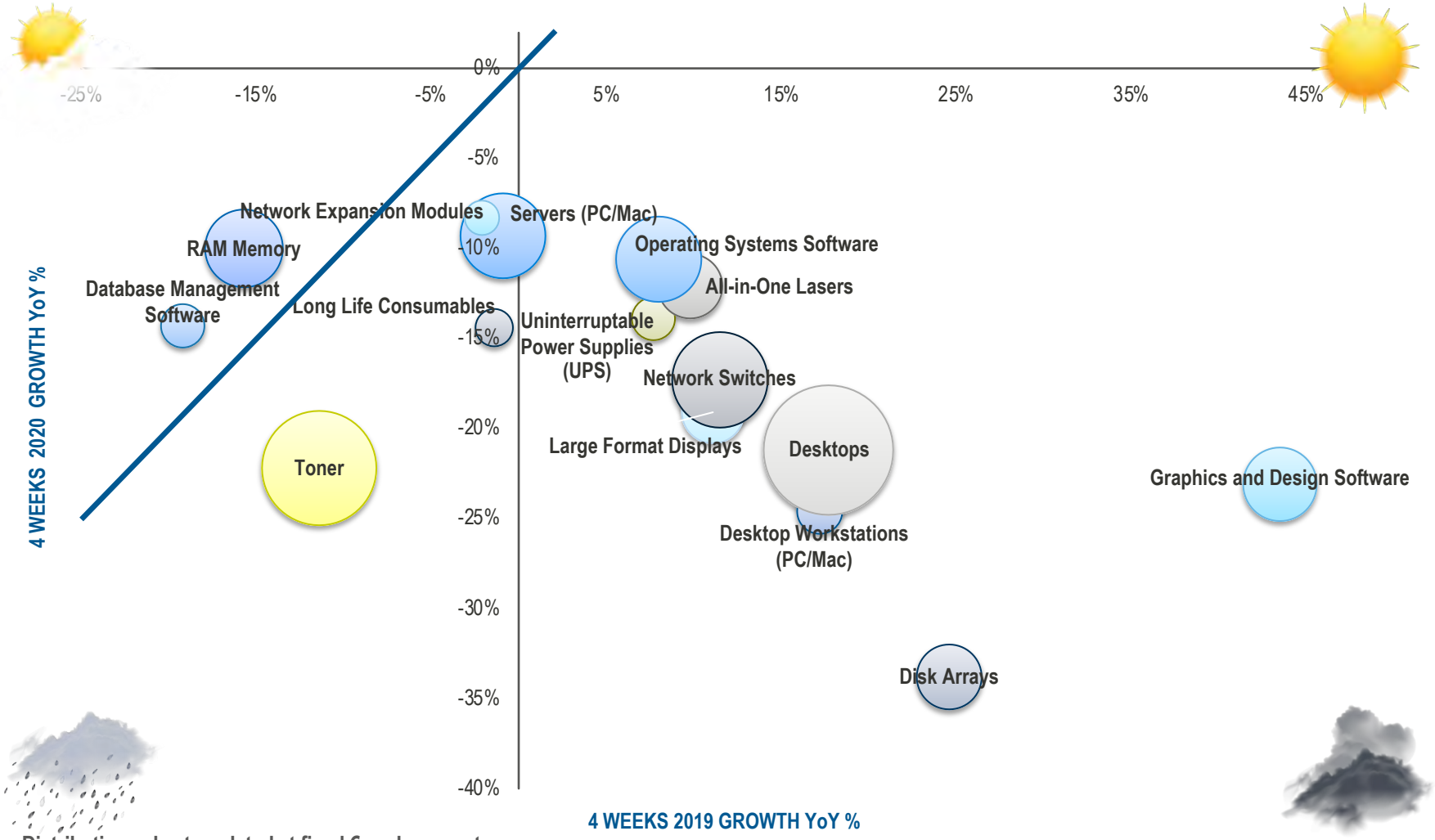
CATEGORY TRENDS: TOP 15 BY % REVENUE DECLINE

% Change in sales through IT Distribution in €: 4 Weeks to Week 31 (02/08/20) vs same period 2019



Distribution sales translated at fixed € exchange rate.

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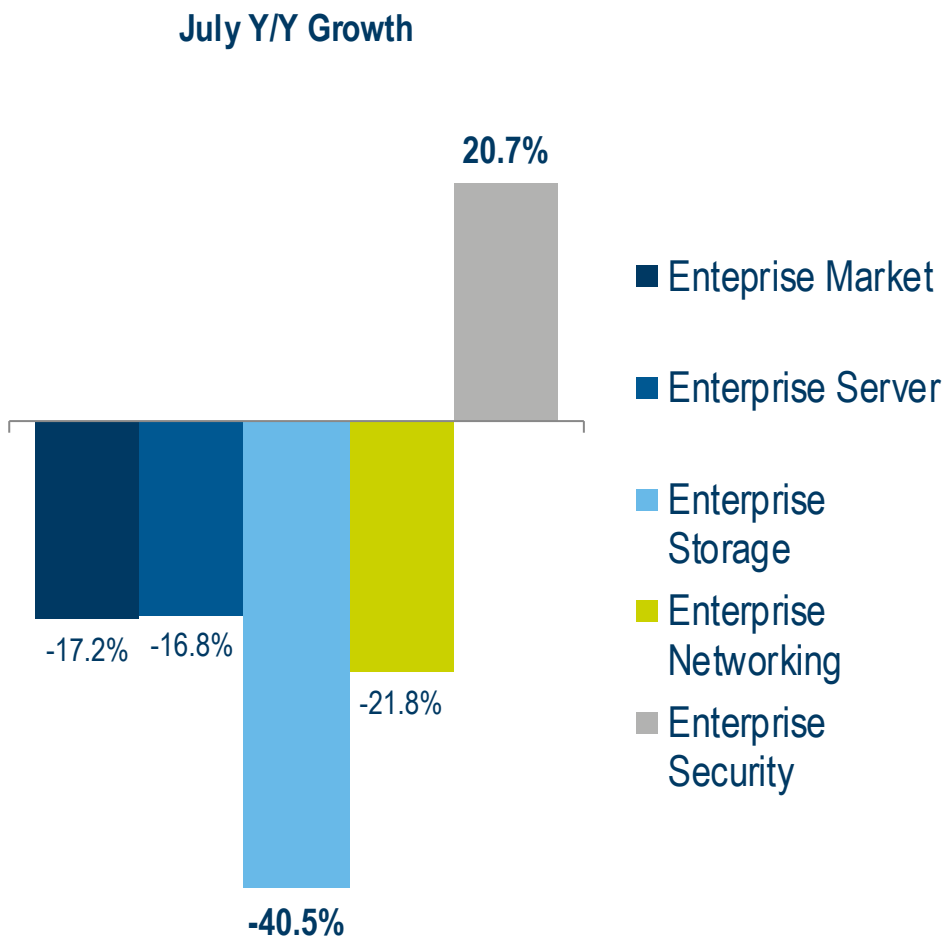
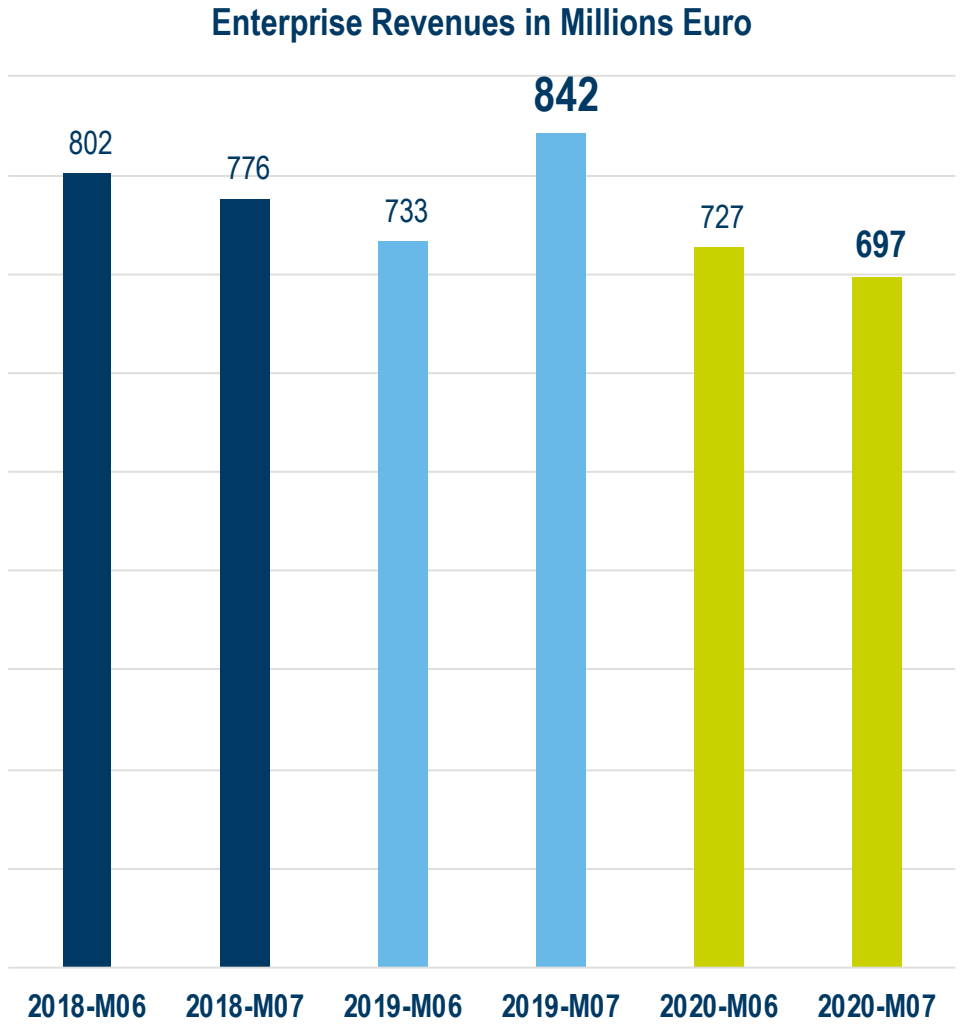
CONTEXT

Enterprise Update

12th August 2020

ENTERPRISE: INFRASTRUCTURE DOWN, SECURITY UP IN JULY





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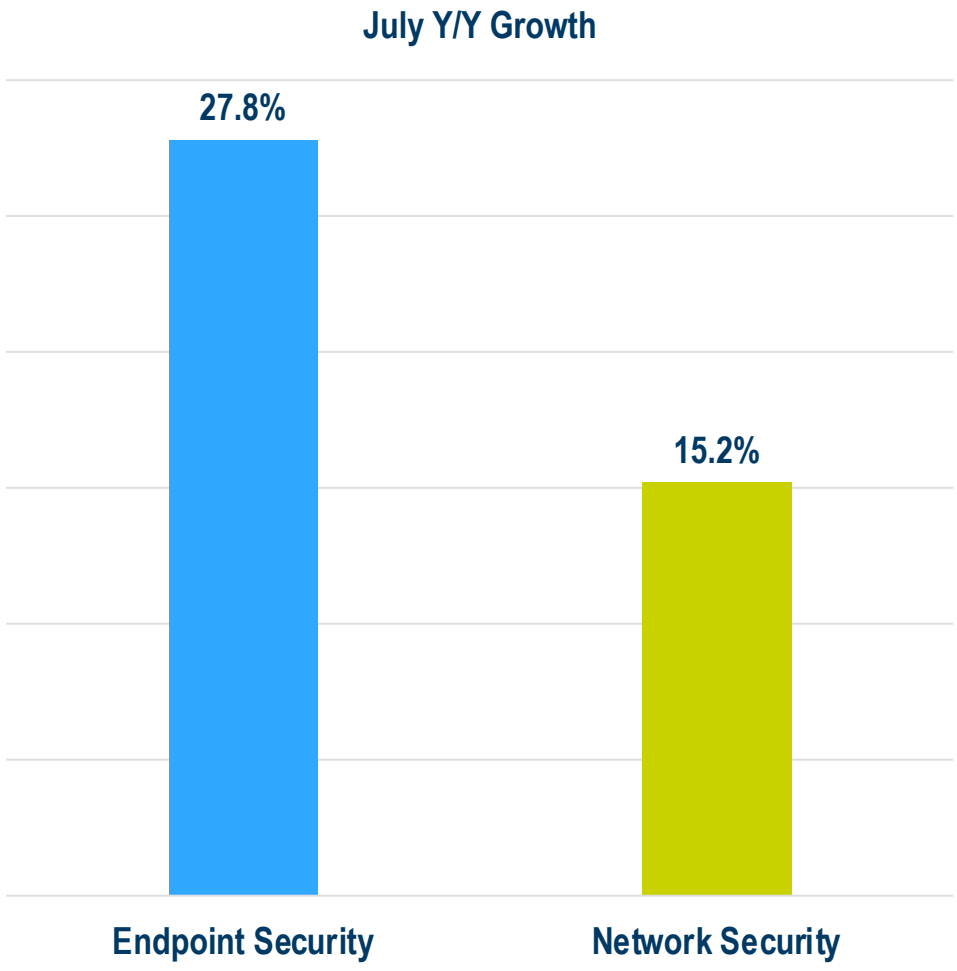
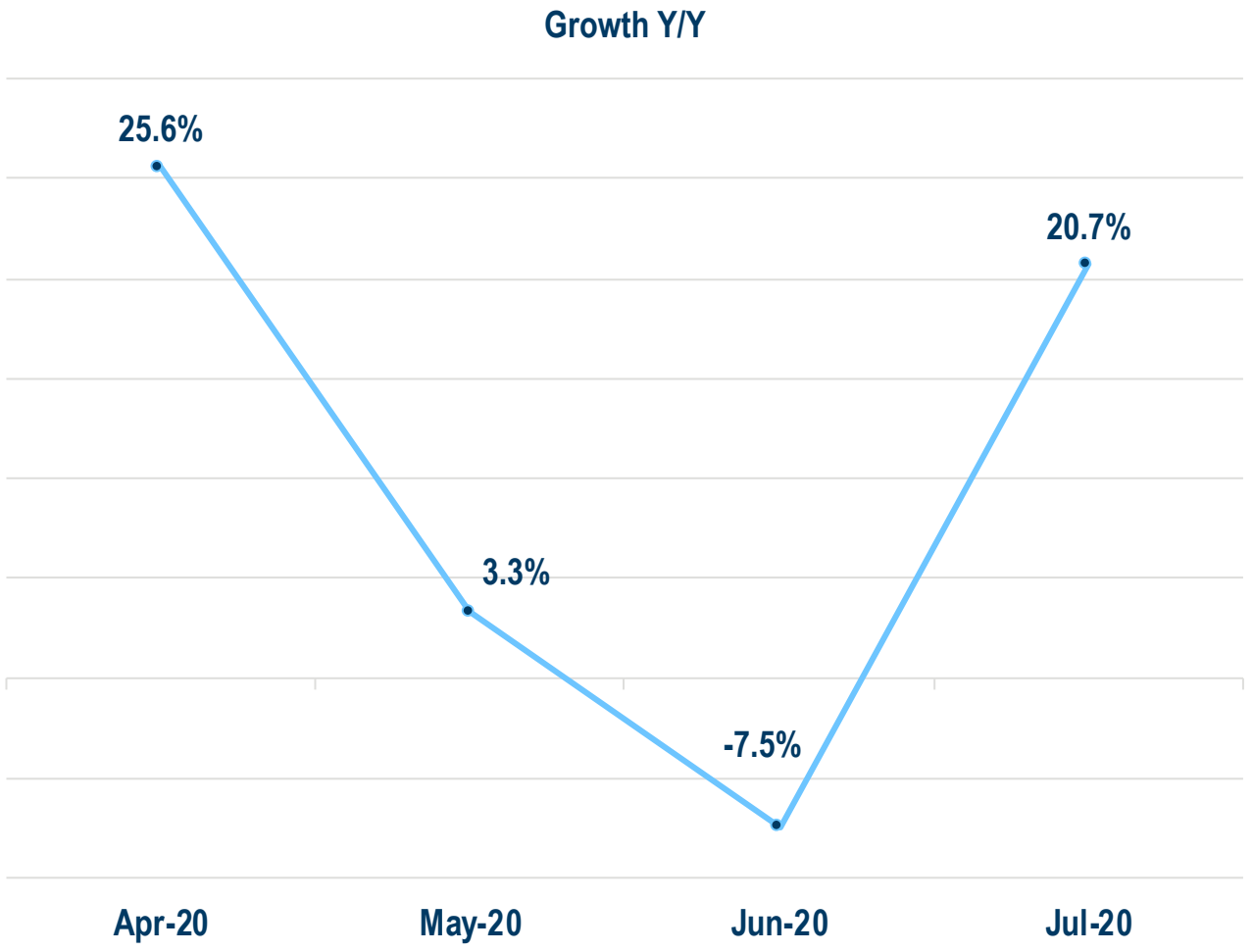
ENTERPRISE: SECURITY FOCUS





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04 CHANNEL HEALTH

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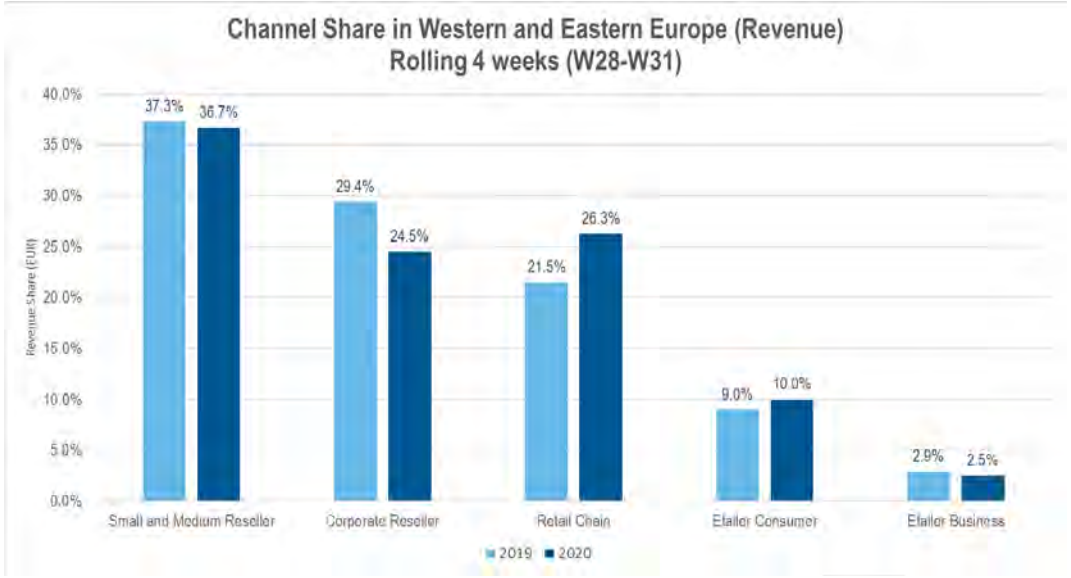
CORPORATE RESELLER CHANNEL TREND REVERSES

Business Sectors	Channel	Week 31 CHANNEL TREND WE	Week 31 CHANNEL TREND EE	Week 31 CHANNEL TREND Total	Week 30 CHANNEL TREND WE	Week 30 CHANNEL TREND EE	Week 30 CHANNEL TREND Total	Week 29 CHANNEL TREND WE	Week 29 CHANNEL TREND EE	Week 29 CHANNEL TREND Total	Week 28 CHANNEL TREND WE	Week 28 CHANNEL TREND EE	Week 28 CHANNEL TREND Total
Business Channels	Corporate Reseller	-13%	-7%	-13%	3%	0%	3%	-13%	-19%	-14%	-11%	-18%	-12%
	Small and Medium Reseller	4%	1%	3%	10%	10%	10%	2%	0%	1%	5%	-1%	4%
	Etailer Business	-9%	-24%	-9%	-5%	-22%	-6%	-9%	-28%	-10%	-4%	-20%	-5%
Retail Channels	Etailer Consumer	22%	-10%	17%	19%	9%	18%	18%	14%	17%	23%	17%	22%
	Retail Chain	28%	32%	29%	35%	62%	40%	21%	46%	26%	23%	32%	25%

Above	15%
Inbetween	
Below	-20%

Week 31



% Change in sales through IT Distribution in Euros
4 Weeks to Week 31 (to August 2 2020) vs Same Period 2019
Sorted by largest country

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.

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CONSUMER CHANNELS STILL DRIVING GROWTH

Business Sectors	Channel	WESTERN EUROPE													
		Germany	UK & Ireland	Italy	France	Spain	Switzerland	Belgium	Austria	Sweden	Portugal	Denmark	Finland	Norway	Other WE
Business Channels	Corporate Reseller	-14%	-8%	-12%	-23%	-18%	-9%	5%	-25%	-37%	-41%	-22%	-13%	-10%	3%
	Small and Medium Reseller	-1%	-9%	16%	7%	20%	14%	18%	-6%	22%	2%	17%	-1%	-23%	3%
	Etailer Business	-4%	12%	-17%	-9%	-28%	-19%	6%	-42%	-41%	-36%	-3%	-22%	18%	-30%
Retail Channels	Etailer Consumer	38%	35%	17%	-33%	38%	28%	62%	-7%	-82%	17%	51%	-23%	-18%	15%
	Retail Chain	41%	-5%	25%	9%	44%	50%	38%	1%	55%	14%	38%	33%	64%	46%

Business Sectors	Channel	EASTERN EUROPE				
		Russia	Poland	Czech Republic	Baltics	Slovakia
Business Channels	Corporate Reseller	0%	-27%	13%	-39%	-60%
	Small and Medium Reseller	-6%	15%	-3%	0%	-11%
	Etailer Business	-58%	34%	-22%	-40%	-1%
Retail Channels	Etailer Consumer	-47%	71%	16%	-10%	-22%
	Retail Chain	13%	52%	40%	119%	-1%

Above	15%
Inbetween	
Below	-20%

% Change in sales through IT Distribution in Euros
4 Weeks to Week 30 (to July 26 2020) vs Same Period 2019
Sorted by largest country

Distribution sales translated at fixed € exchange rate

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Thank you!

ANY QUESTIONS?

CONTEXT Covid-19 Weekly Report

For the Period: **4 Weeks to Week 31 (to August 2 2020) vs Same Period 2019**

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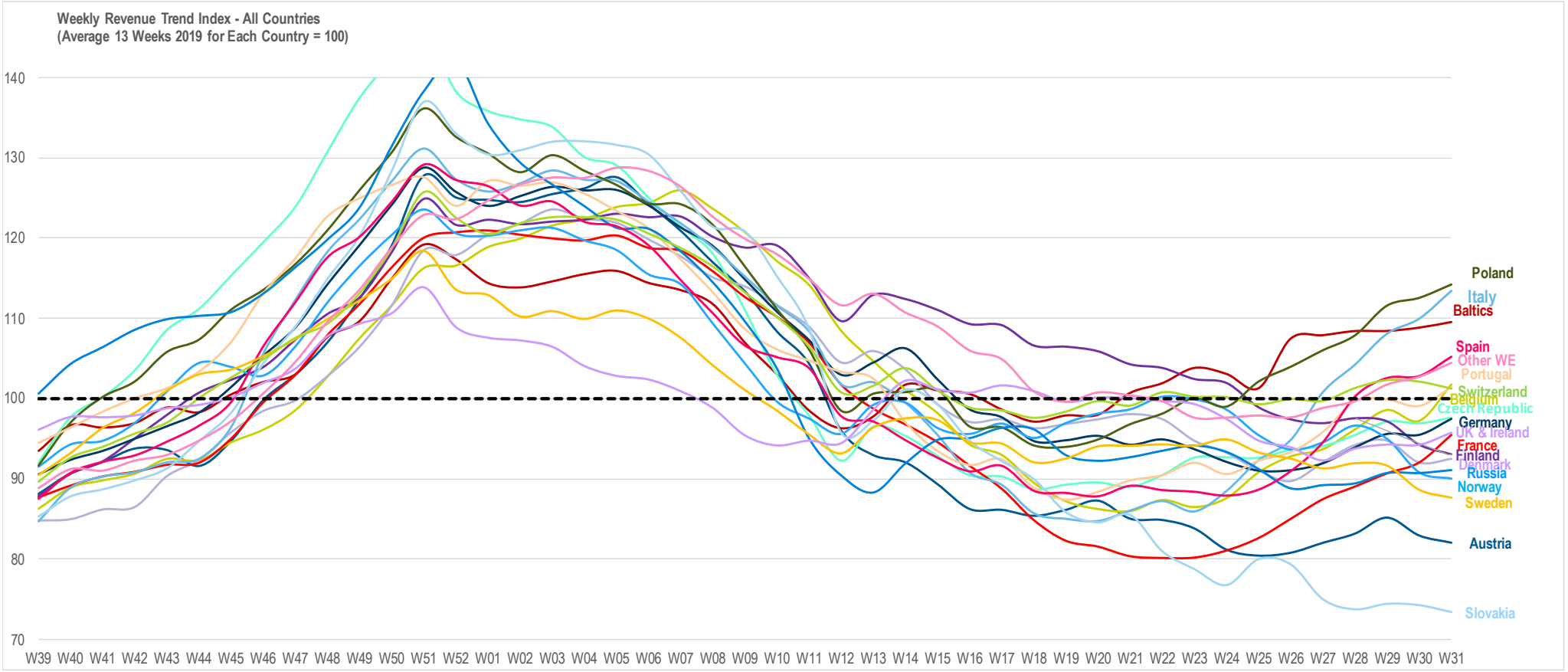
Index Value Market
Index Val Market WE Thumbnails
Index Val Market EE Thumbnails
Weekly %YoY Trend
Weekly %YoY WE
Weekly %YoY EE

Index Total Market

Weekly Revenue Trend Index (Average 4 Weeks 2019 for Each Country = 100)



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Index Total Market

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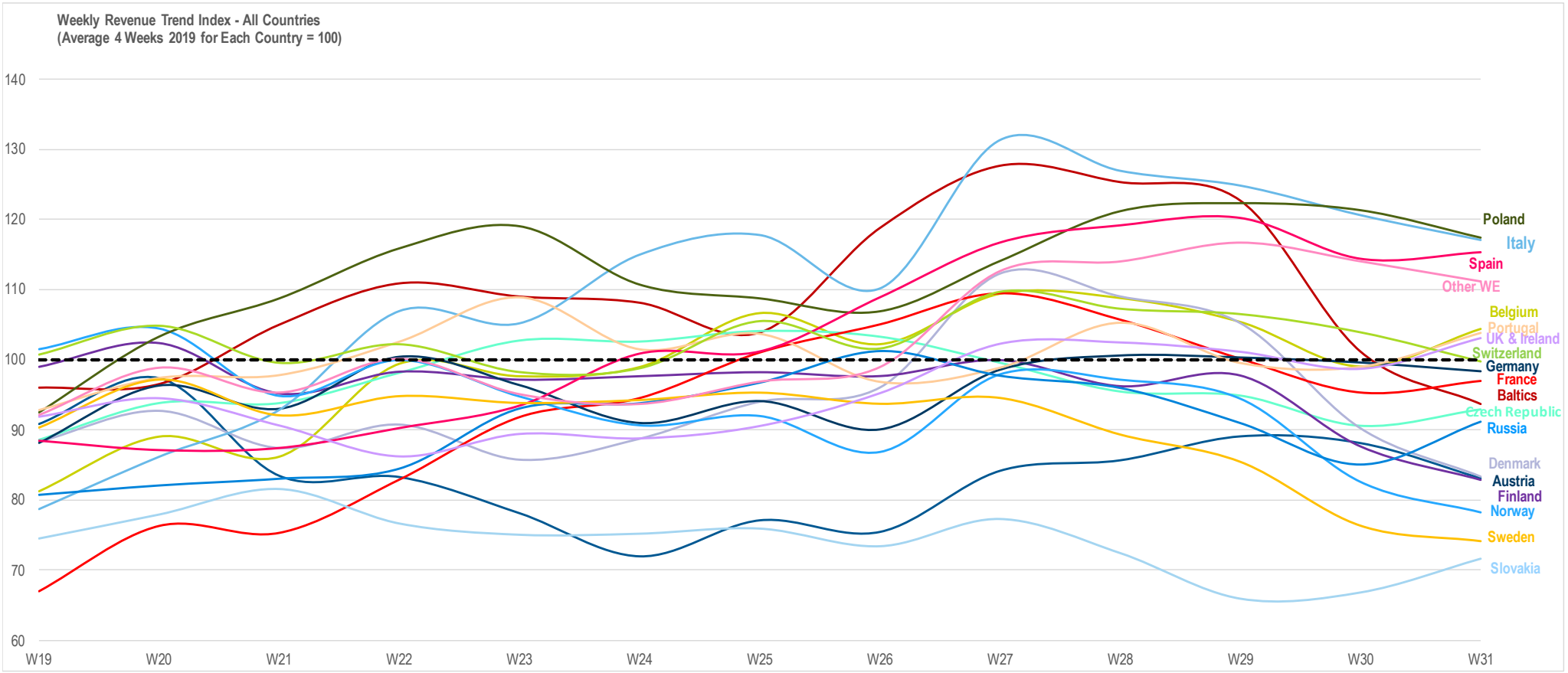

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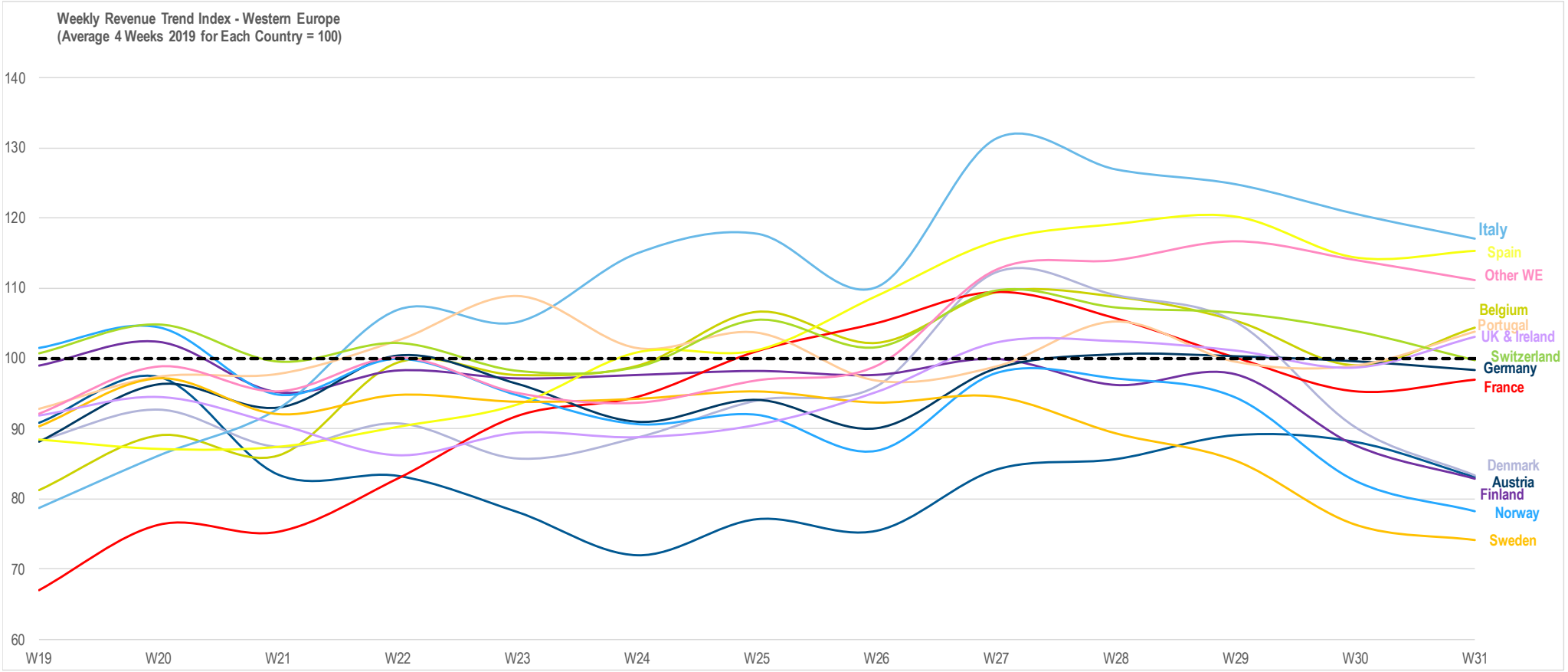

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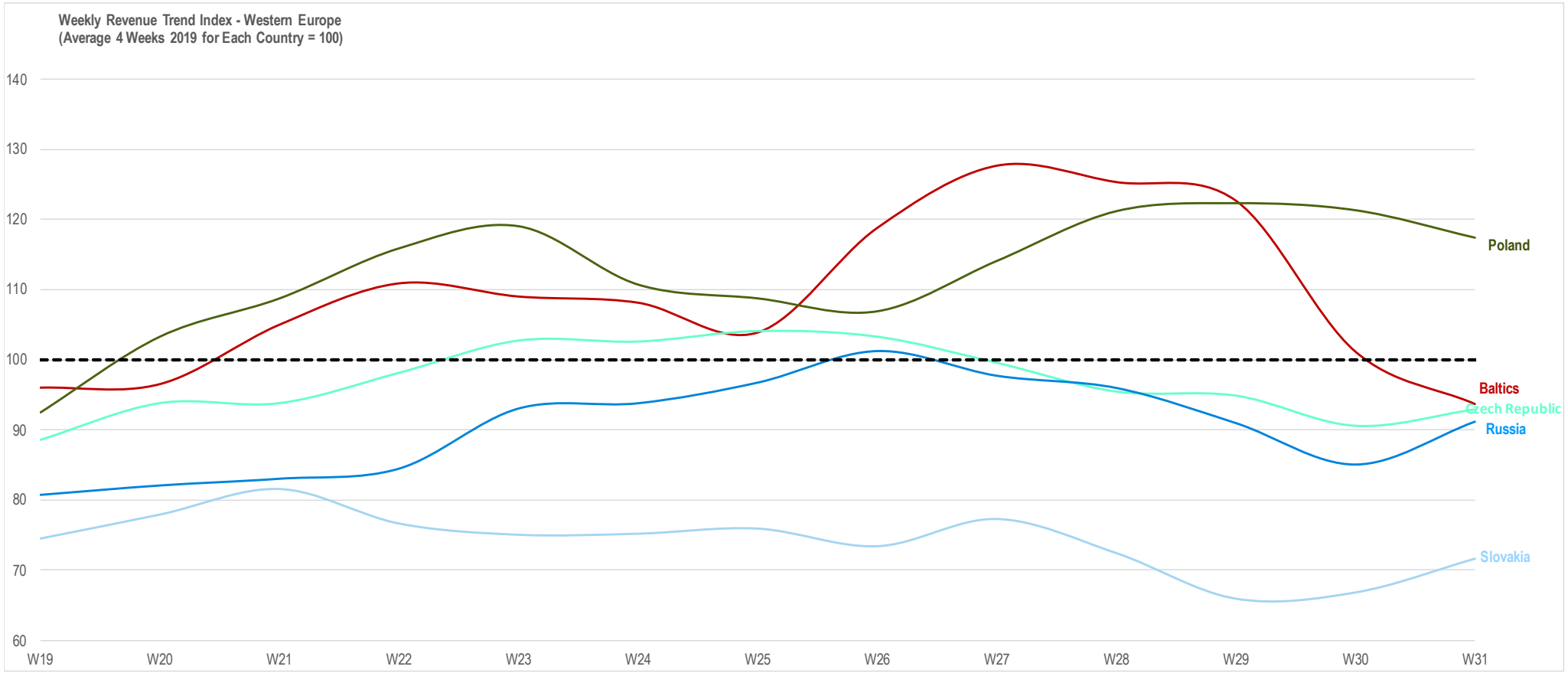
Index Total Market EE

Weekly Revenue Trend Index (Average 4 Weeks 2019 for Each Country = 100)



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

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Index Revenue Trend - Western Europe

Revenue Trend Index (Average 4 Weeks 2019 for Each Country = 100)

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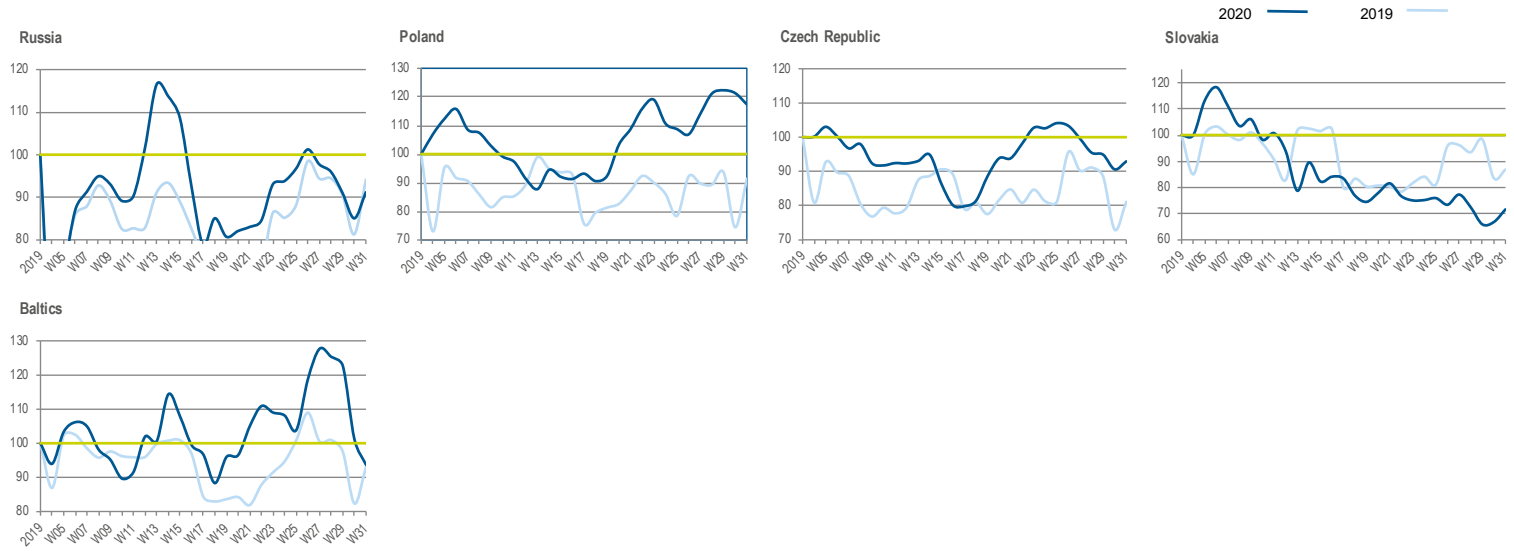
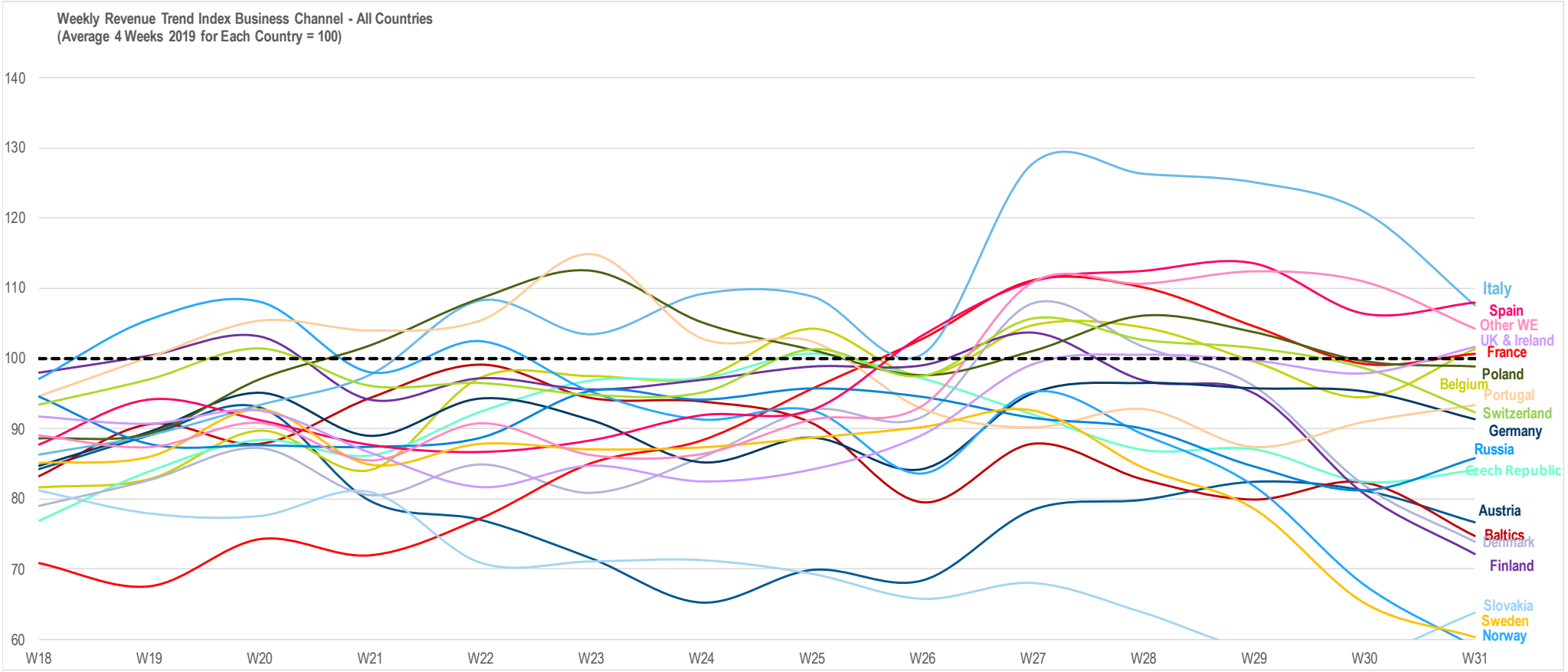
Index Revenue Trend - Eastern Europe

Revenue Trend Index (Average 4 Weeks 2019 for Each Country = 100)



Index Business Channel

Weekly Revenue Trend Index (Average 4 Weeks 2019 for Each Country = 100)

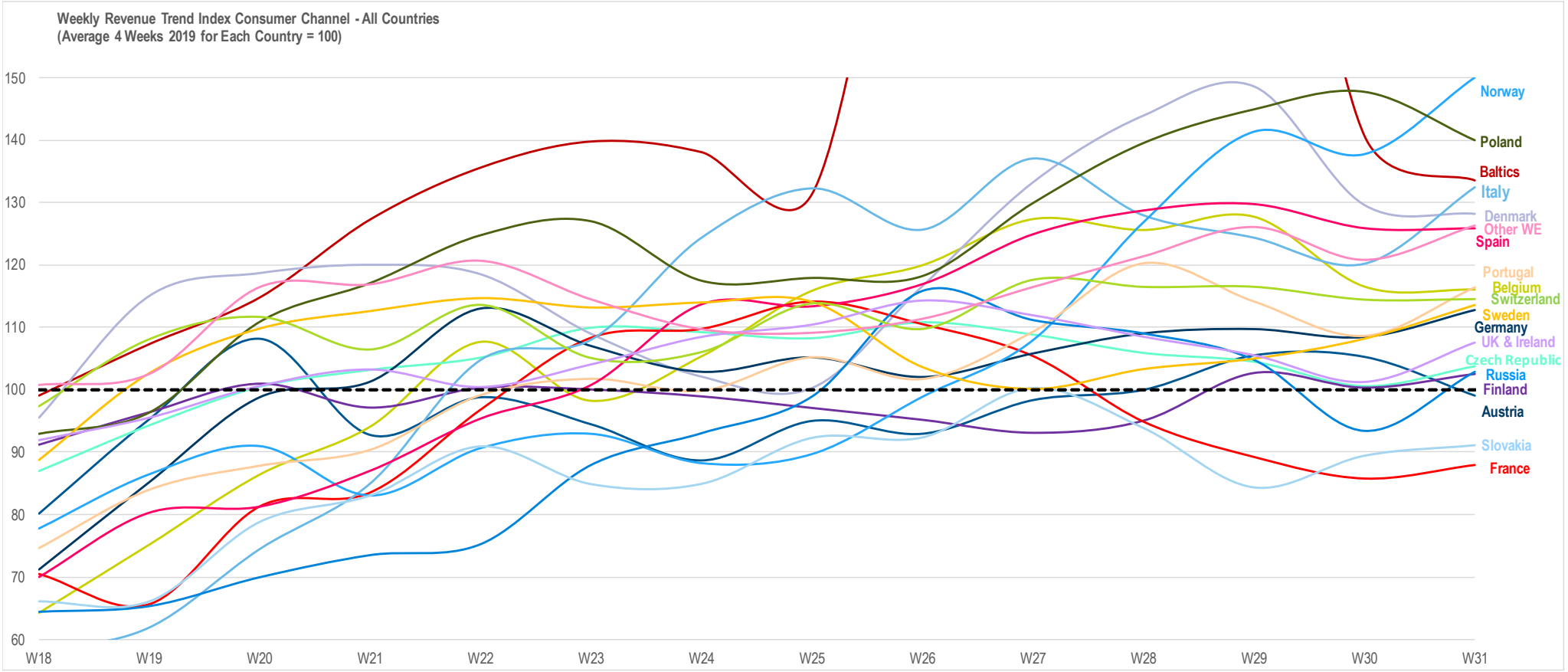


Business Channel = Small and Medium Reseller, Corporate Reseller & Etailer Business

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.

Index Consumer Channel

Weekly Revenue Trend Index (Average 4 Weeks 2019 for Each Country = 100)



Consumer Channel = Retail chain & Etailer Consumer

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.

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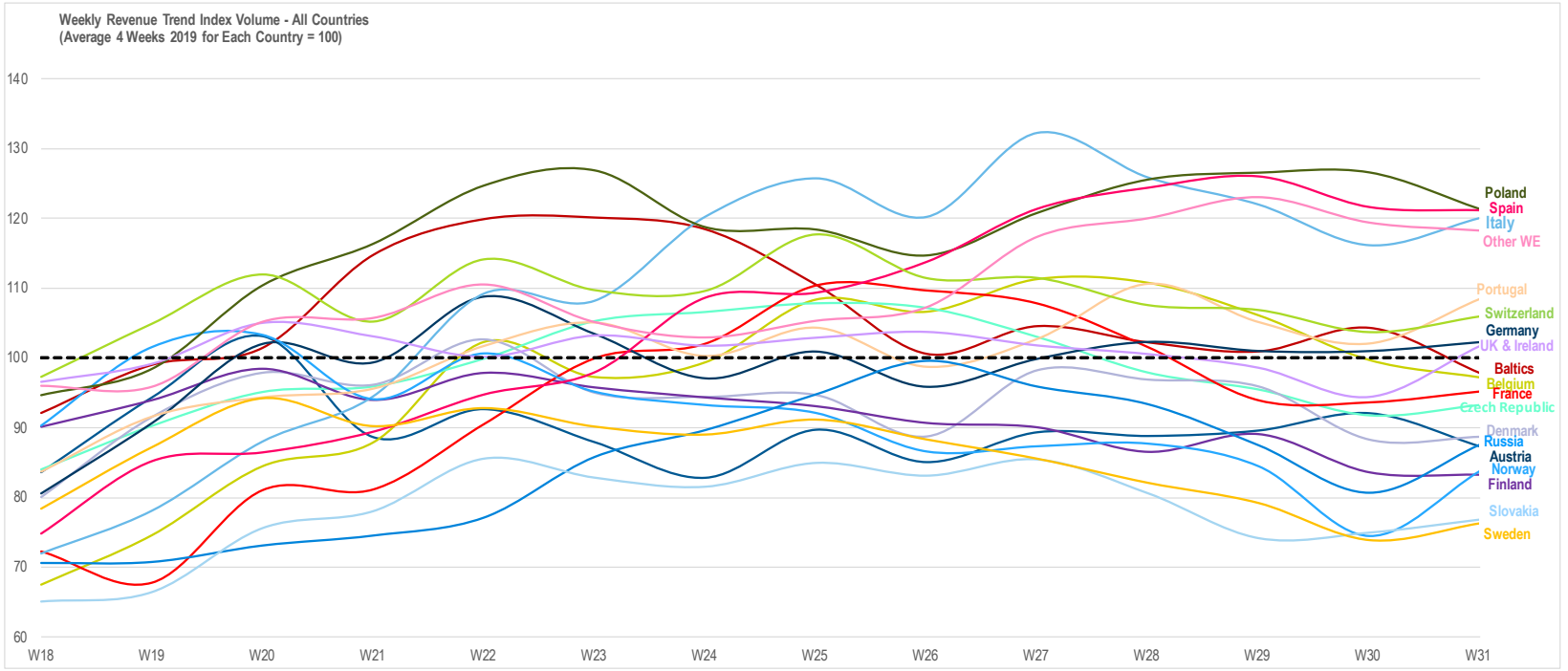
Index Volume Market

Revenue Trend Index (Average 4 Weeks 2019 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, Poland, Baltics, Czech Republic, Slovakia & Russia.

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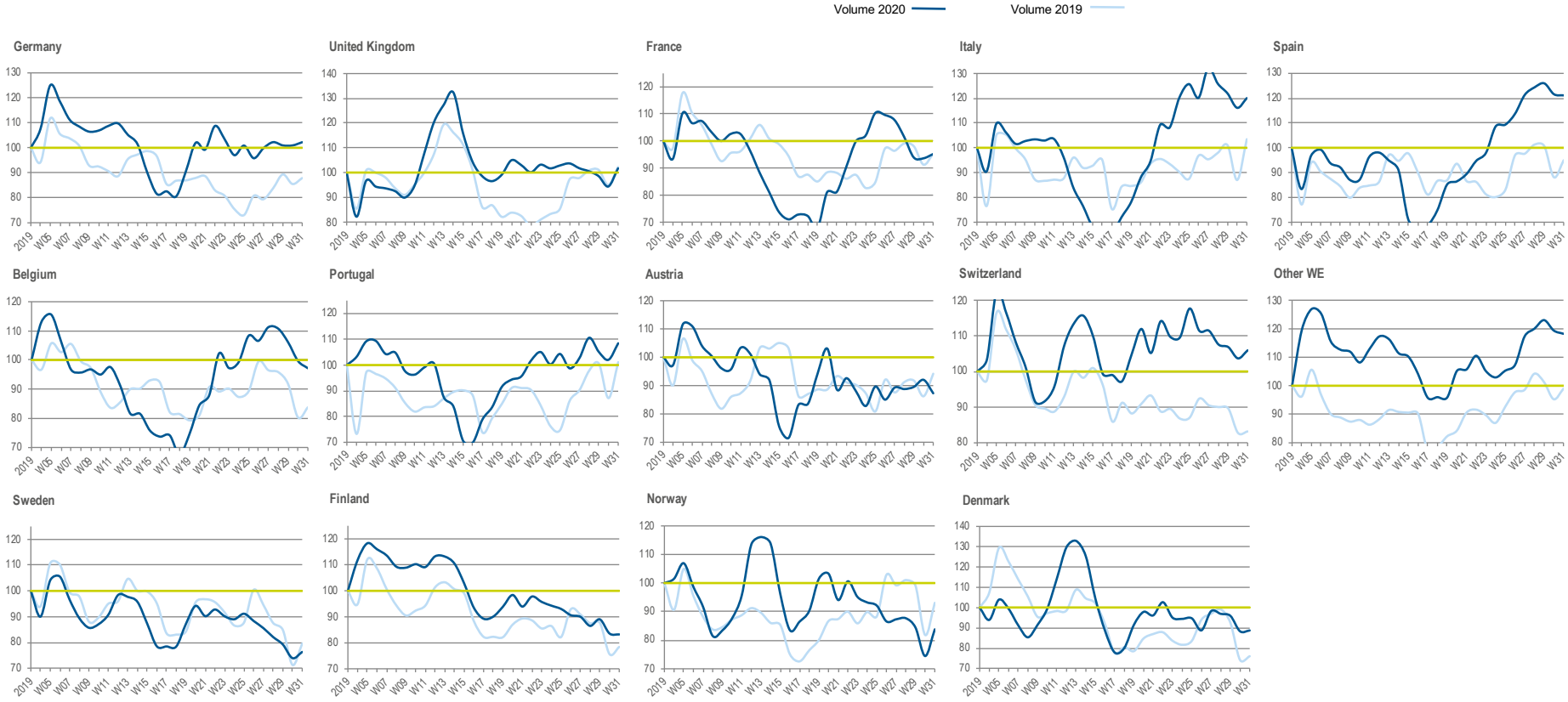
Index Volume Market - Western Europe

Revenue Trend Index (Average 4 Weeks 2019 for Each Country = 100)



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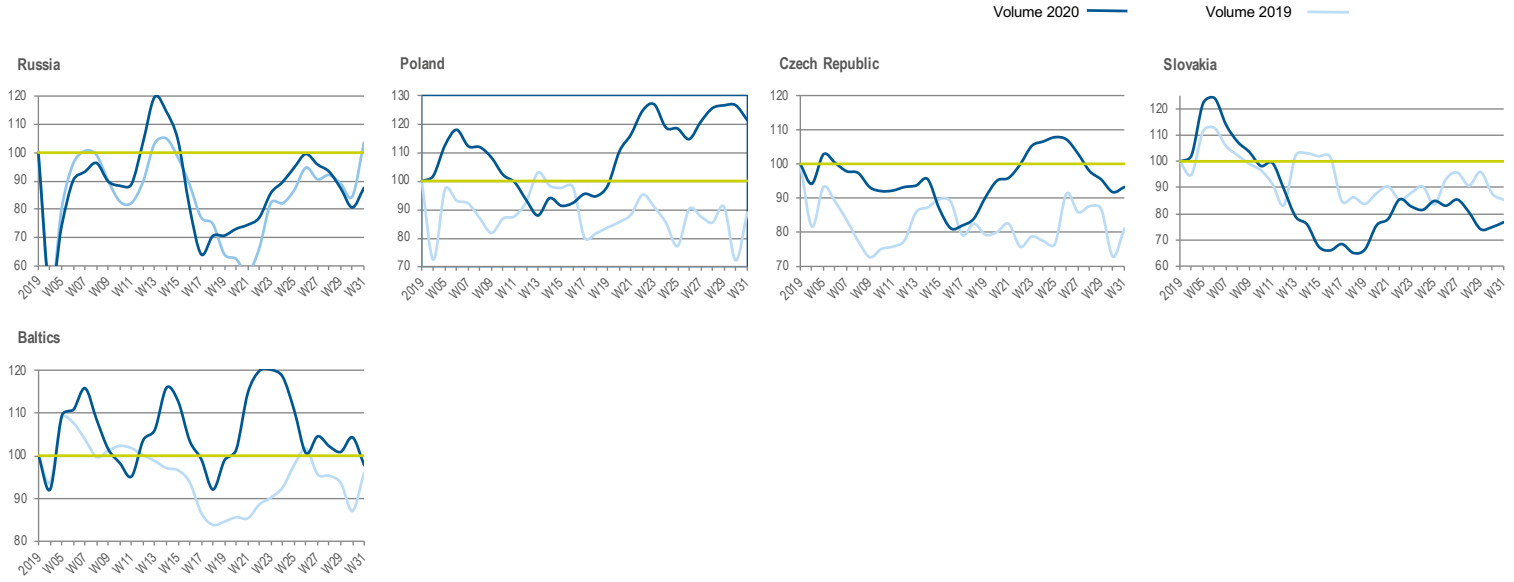
Index Volume Market - Eastern Europe

Revenue Trend Index (Average 4 Weeks 2019 for Each Country = 100)



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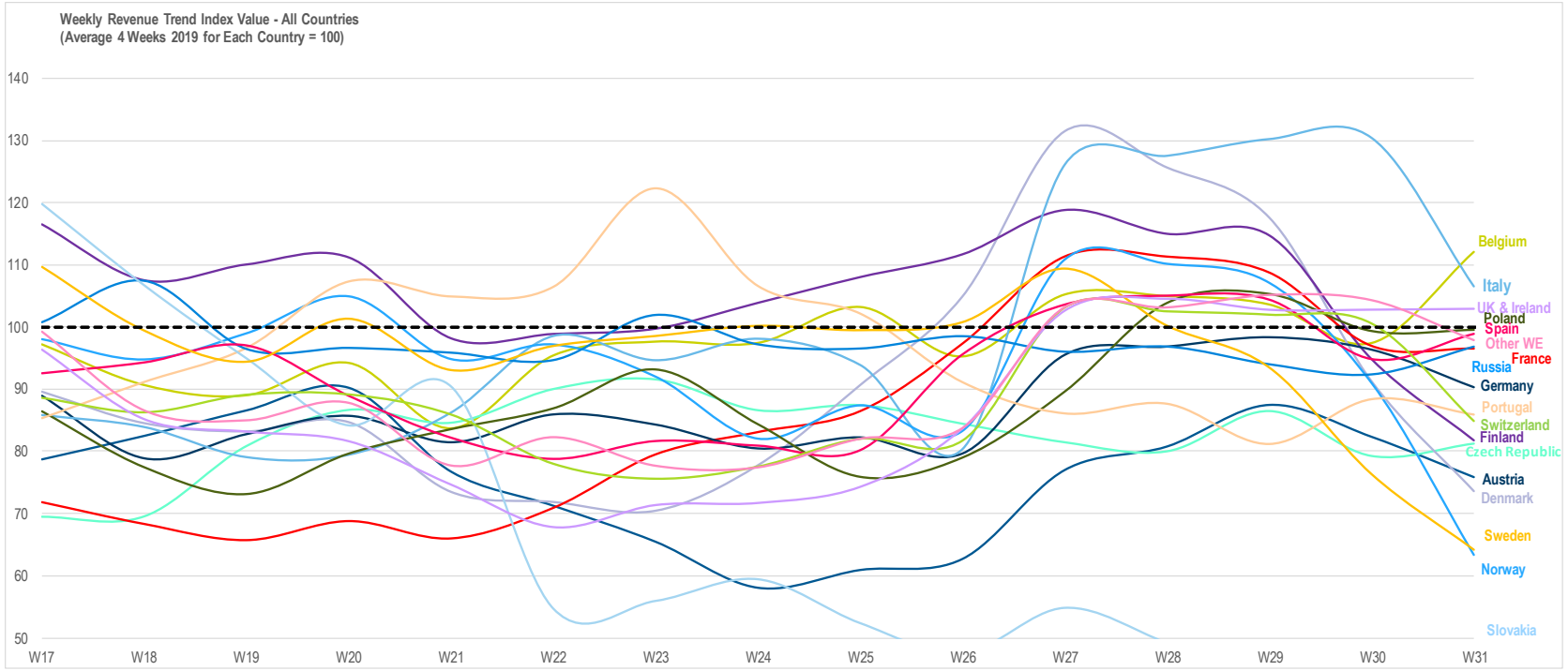
Index Value Market

Revenue Trend Index (Average 4 Weeks 2019 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, Poland, Baltics, Czech Republic, Slovakia & Russia.

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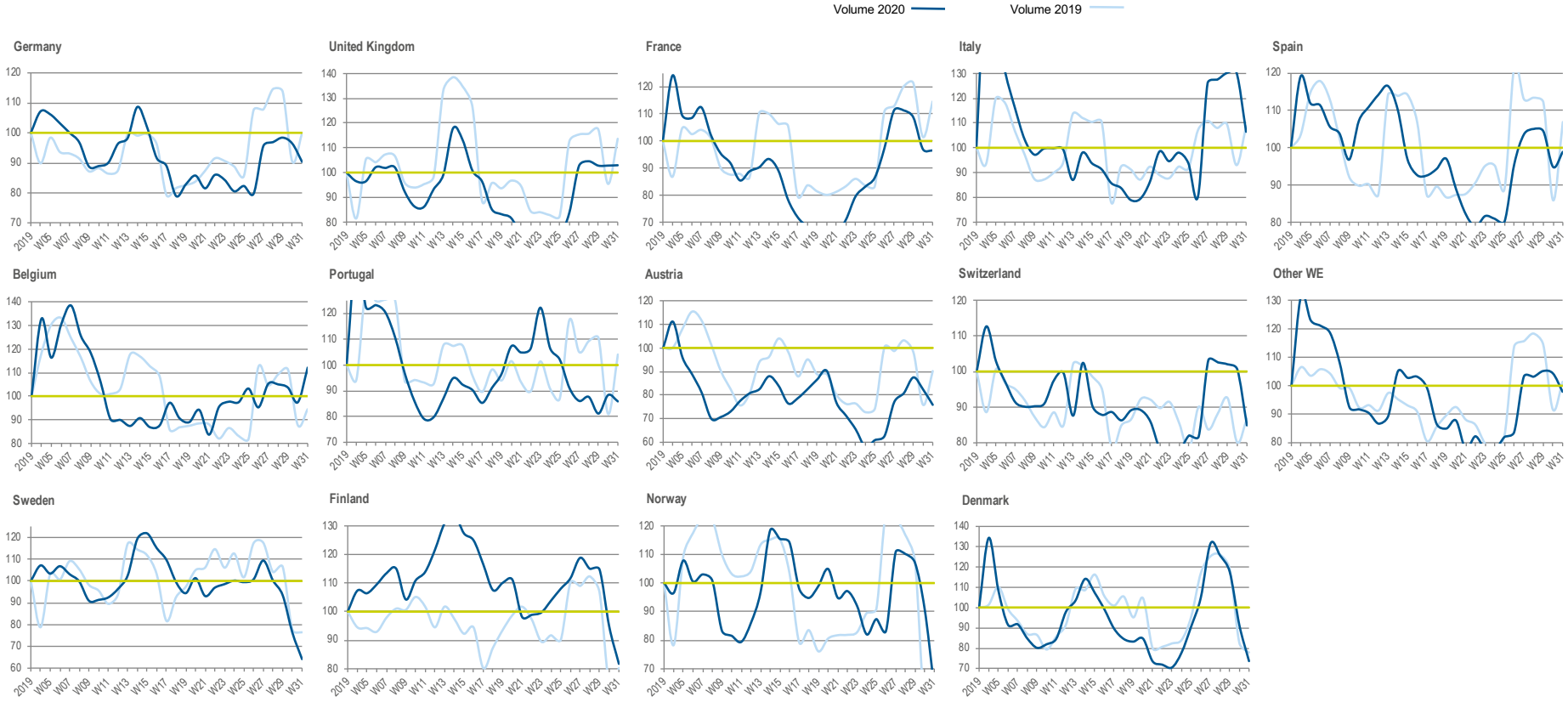
Index Value Market - Western Europe

Revenue Trend Index (Average 4 Weeks 2019 for Each Country = 100)



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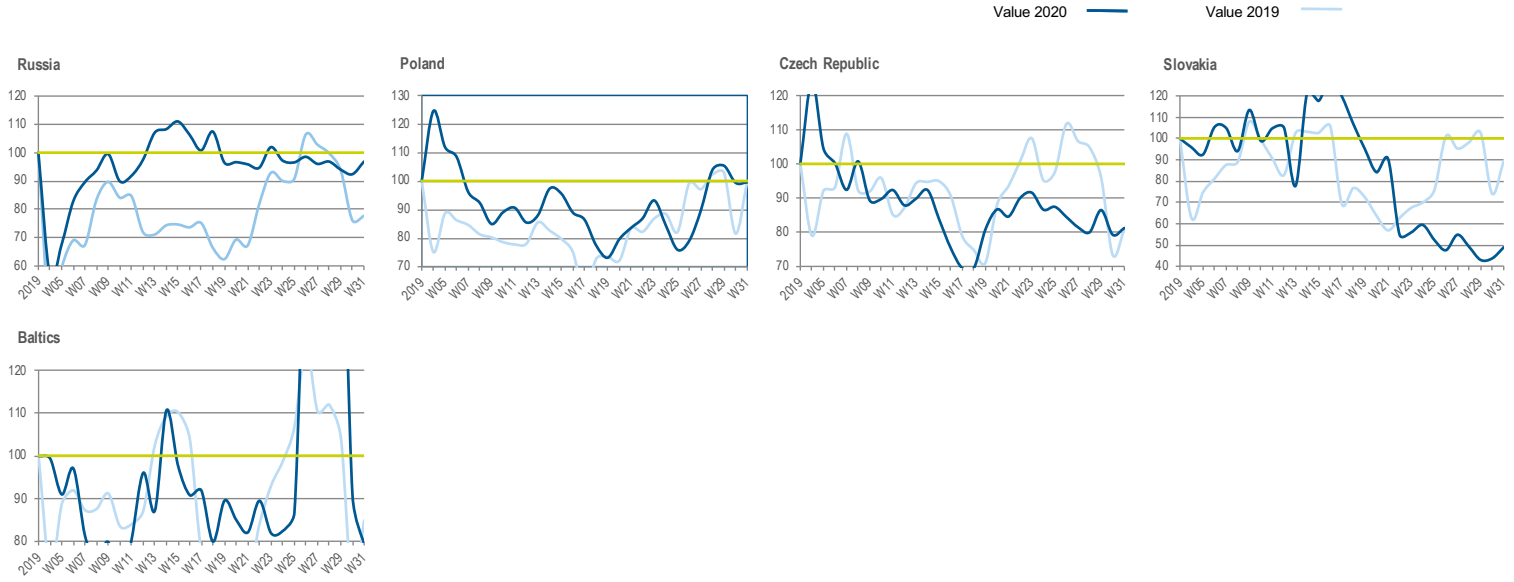
Index Value Market - Eastern Europe

Revenue Trend Index (Average 4 Weeks 2019 for Each Country = 100)



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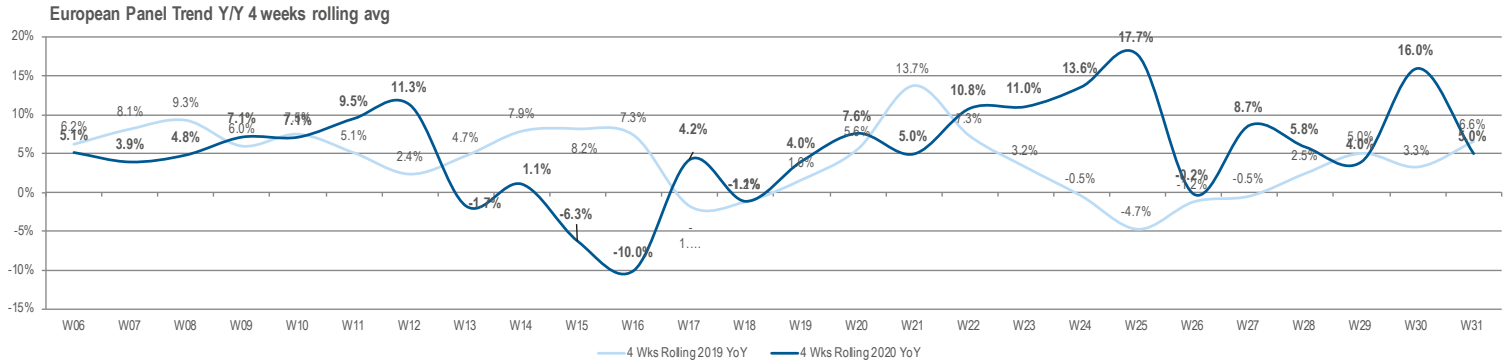
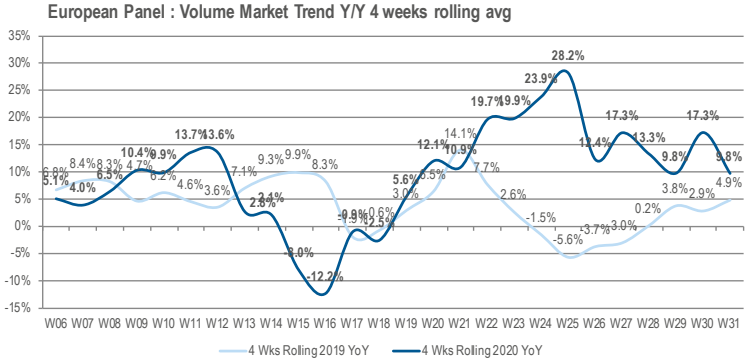
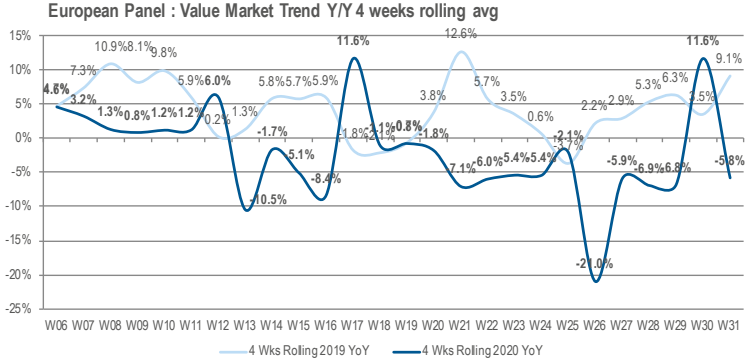
Weekly %YoY Trend

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



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





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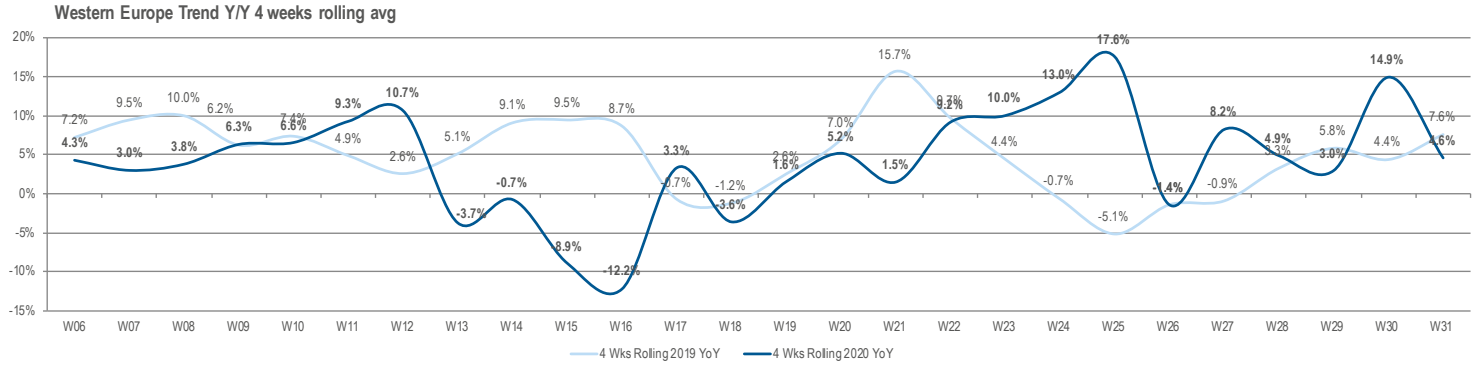
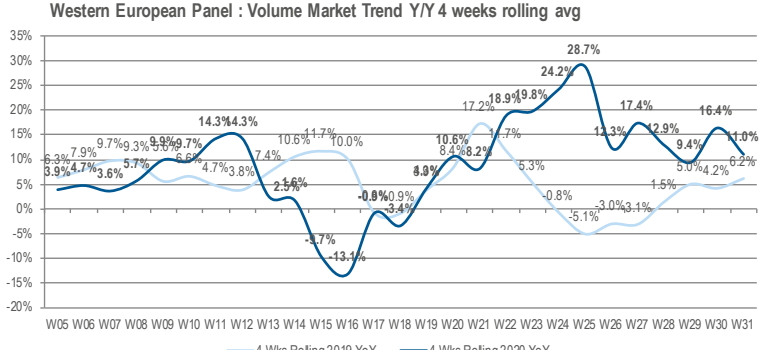
Weekly %YoY Trend Western Europe

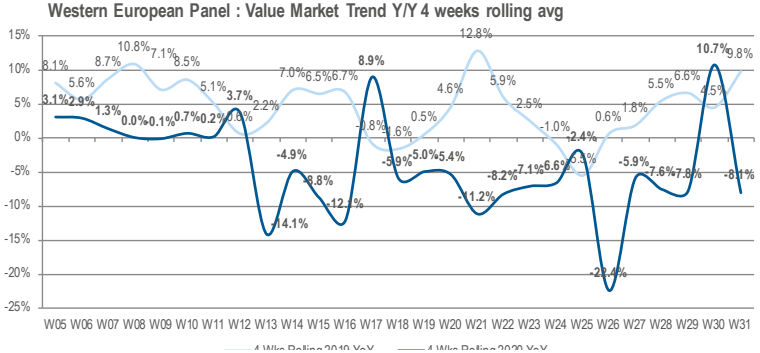
% Change in sales through IT Distribution in Euros

Rolling 4 Week Periods



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





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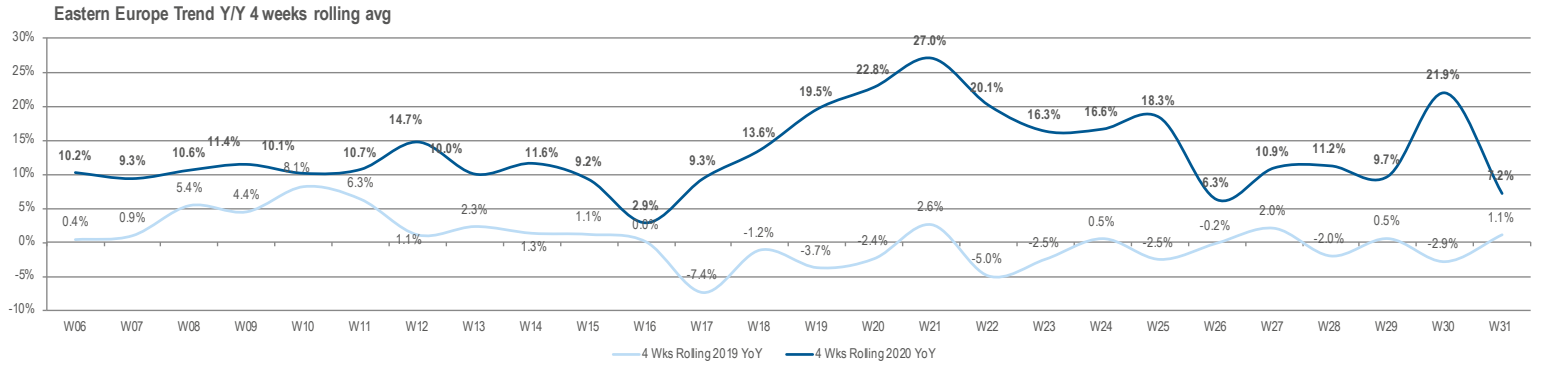
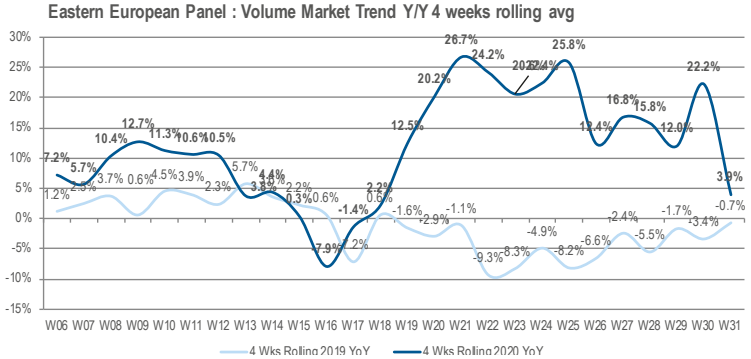
Weekly %YoY Trend Eastern Europe

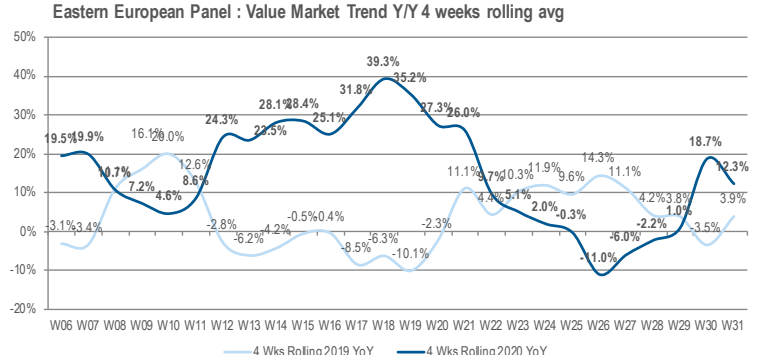
% Change in sales through IT Distribution in Euros

Rolling 4 Week Periods



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





CONTEXT Covid-19 Weekly Report

Weekly %YoY Trend WE Thumbnails

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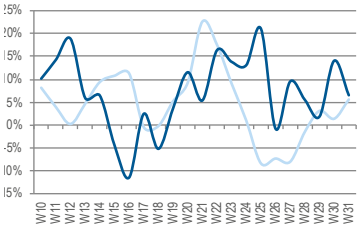
Weekly %YoY Trend - Western Europe

% Change in sales through IT Distribution in Euros

Rolling 4 Week Periods

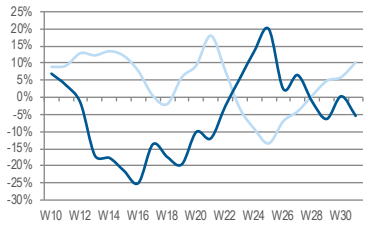
2020 2019

Germany growth Y/Y 4 weeks rolling avg

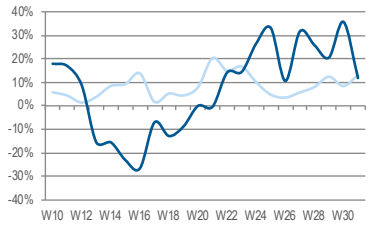


United Kingdom growth Y/Y 4 weeks rolling avg

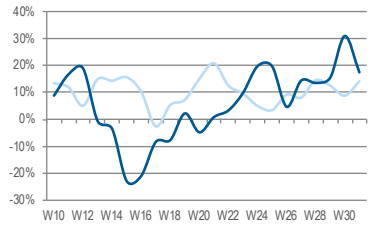
France growth Y/Y 4 weeks rolling avg



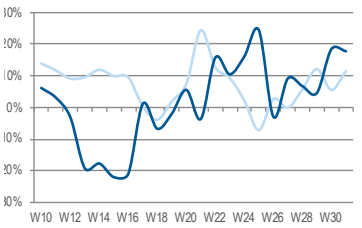
Italy growth Y/Y 4 weeks rolling avg



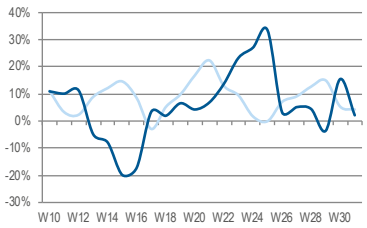
Spain growth Y/Y 4 weeks rolling avg



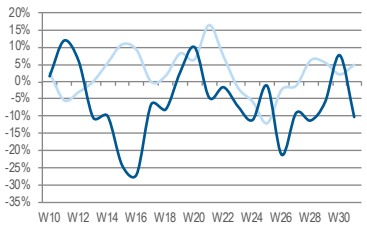
Belgium growth Y/Y 4 weeks rolling avg



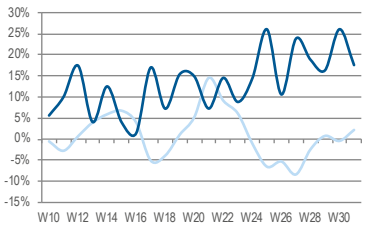
Portugal growth Y/Y 4 weeks rolling avg



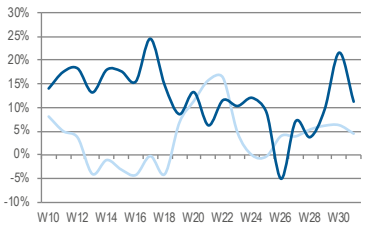
Austria growth Y/Y 4 weeks rolling avg



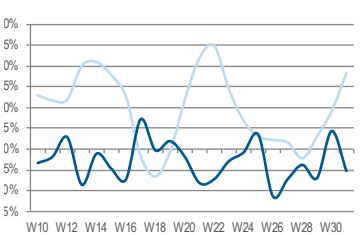
Switzerland growth Y/Y 4 weeks rolling avg



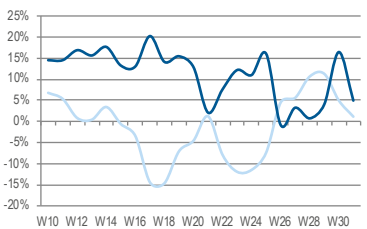
Other WE growth Y/Y 4 weeks rolling avg



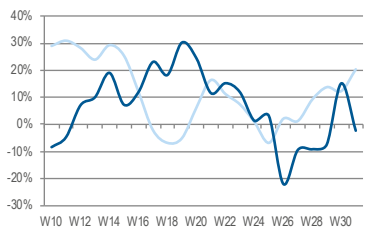
Sweden growth Y/Y 4 weeks rolling avg



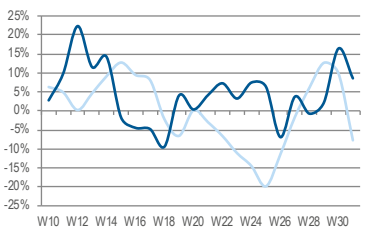
Finland growth Y/Y 4 weeks rolling avg



Norway growth Y/Y 4 weeks rolling avg



Denmark growth Y/Y 4 weeks rolling avg



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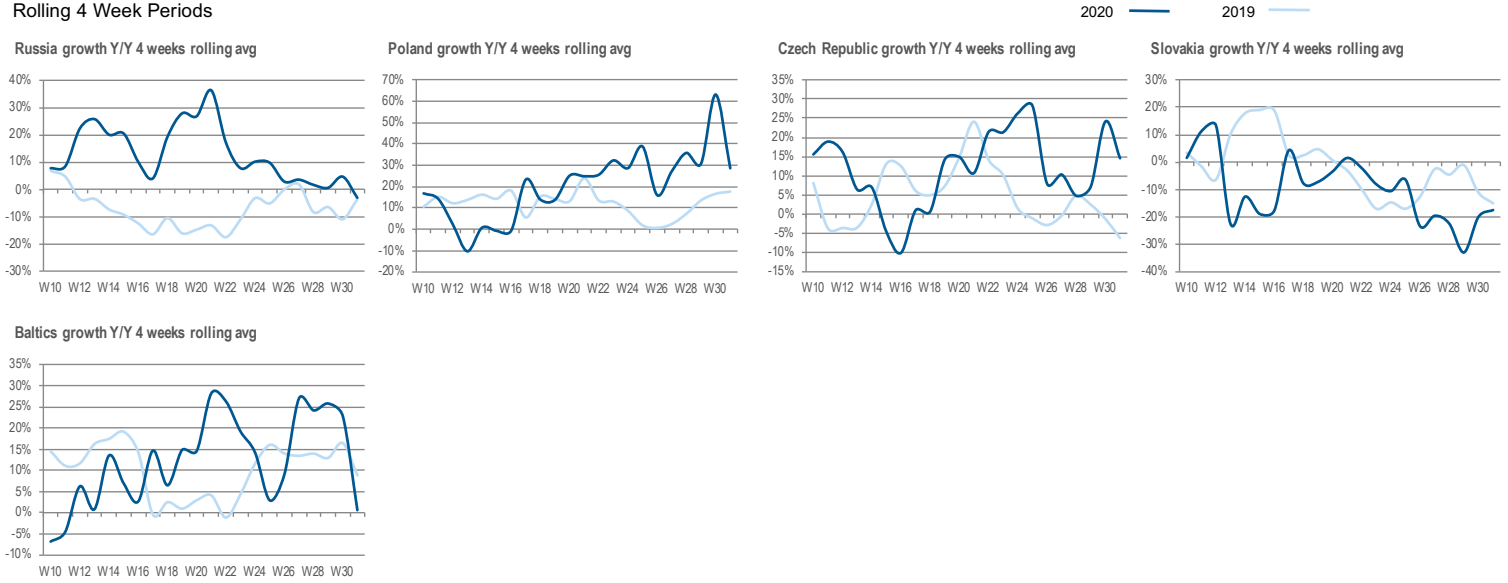
Weekly %YoY Trend - Eastern Europe

% Change in sales through IT Distribution in Euros

Rolling 4 Week Periods



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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 31 (to August 2 2020) vs Same Period 2019

Sorted by top growth Industry sector and country size

Traffic Lights:	
Above	15%
Inbetween	
Below	-20%

			WESTERN EUROPE													EASTERN EUROPE					INDUSTRY SECTOR TREND		
Rank-W30	Rank-W31	Industry Sector	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Belgium	Austria	Sweden	Portugal	Denmark	Finland	Norway	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total
1	1	Computing Accessories	44%	22%	65%	40%	66%	63%	25%	30%	21%	33%	36%	12%	-10%	43%	2%	40%	18%	7%	10%	39%	15%	36%
2	2	Mobile Computing	38%	20%	64%	28%	37%	28%	21%	1%	-5%	37%	3%	1%	-25%	19%	-3%	30%	30%	10%	26%	28%	10%	25%
4	3	Telecommunications	51%	6%	26%	-23%	48%	196%	41%	-18%	4%	-9%	68%	18%	45%	32%	-73%	83%	31%	12%	116%	24%	21%	24%
5	4	Wearable Devices	9%	-2%	16%	-17%	82%	21%	18%	18%	-14%	63%	0%	-23%	-75%	-14%	-38%	122%	-14%	13%	-34%	10%	30%	12%
9	5	Audio-Video Systems	4%	-14%	-7%	15%	54%	53%	12%	-28%	-15%	28%	99%	50%	0%	41%	-28%	48%	44%	52%	38%	8%	18%	9%
8	6	Computing Components	2%	-6%	4%	-4%	22%	-8%	-8%	-15%	-15%	-2%	-13%	-12%	-53%	47%	8%	16%	-7%	6%	-24%	1%	7%	2%
7	7	Displays	20%	-9%	-12%	-16%	38%	6%	2%	15%	8%	7%	24%	-2%	-35%	-6%	0%	17%	58%	-8%	-17%	0%	10%	2%
3	8	Software and Licences	-6%	-1%	14%	6%	-8%	-7%	5%	-5%	-26%	-9%	23%	13%	27%	-3%	108%	4%	-1%	-5%	-33%	-1%	36%	2%
22	9	Smart Home and Office	4%	-9%	6%	-36%	104%	7%	-46%	-51%	-72%	187%	257%	27%	388%	-5%	12%	135%	132%	6000%	2%	-5%	298%	-2%
6	10	Warranties and Services	-11%	10%	2%	-23%	14%	-14%	24%	-17%	-19%	-21%	-18%	-15%	10%	-23%	15%	13%	-41%	-43%	-57%	-4%	0%	-4%
10	11	Wireless Networking	16%	-27%	0%	-33%	14%	-11%	-35%	-16%	-10%	-37%	-42%	-61%	55%	40%	39%	54%	10%	-11%	-9%	-7%	32%	-4%
13	12	Other Networking Equipment	-6%	-23%	-12%	-32%	15%	28%	6%	35%	-27%	-14%	-27%	-30%	25%	24%	27%	30%	163%	-7%	-5%	-11%	33%	-5%
14	13	Scanner Imaging	-18%	-6%	34%	2%	9%	-10%	-35%	-32%	-53%	5%	56%	121%	32%	35%	-18%	13%	-30%	213%	-43%	-5%	-12%	-6%
17	14	Connectivity	2%	-12%	-26%	-21%	38%	14%	-9%	-17%	4%	-23%	-27%	34%	-5%	1%	8%	29%	-24%	-26%	-20%	-8%	4%	-7%
12	15	Server Computing	-18%	-9%	-2%	-40%	-41%	63%	-14%	-51%	25%	9%	-71%	-19%	-71%	-2%	33%	17%	29%	-26%	-61%	-19%	23%	-10%
18	16	Networking Systems	-13%	-22%	-10%	-40%	-21%	2%	-14%	-3%	-15%	-30%	11%	-13%	0%	-11%	35%	24%	39%	5%	-46%	-18%	29%	-12%
16	17	Data Center Networking and Security	-22%	3%	-12%	-54%	0%	31%	-29%	-25%	19%	-14%	39%	-18%	8%	23%	-19%	-51%	-35%	131%	-35%	-12%	-24%	-13%
19	18	Printing Consumables	-11%	-21%	-17%	3%	-7%	-6%	23%	2%	-34%	-22%	-31%	4%	-18%	7%	-37%	7%	-25%	-40%	-36%	-10%	-29%	-13%
15	19	Printing	-18%	-11%	-17%	-19%	-14%	-5%	48%	12%	-23%	-21%	-34%	2%	-8%	-28%	-14%	3%	-1%	18%	-30%	-15%	-9%	-14%
20	20	Power Equipment	-3%	-32%	-12%	-27%	-2%	3%	-12%	-20%	-27%	-37%	-2%	-7%	-12%	5%	-20%	-10%	-15%	0%	-18%	-15%	-18%	-16%
11	21	Disk Storage	-21%	-28%	-15%	-21%	-4%	32%	-5%	-39%	-24%	22%	-6%	16%	8%	-1%	-13%	-17%	-4%	-23%	-64%	-16%	-16%	-16%
21	22	Desktop Computing	-22%	-50%	-23%	-27%	-28%	-15%	-34%	-17%	34%	-32%	-17%	-2%	-57%	8%	11%	-12%	-6%	-2%	-37%	-27%	4%	-22%
24	23	Unified Communications	-16%	-44%	-44%	-62%	-27%	1%	-56%	-55%	11%	-1%	-67%	18%	-59%	-76%	-1%	7%	-59%	-51%	-34%	-36%	-4%	-31%
23	24	Removable Storage	-33%	-65%	-37%	40%	-27%	8%	-14%	-9%	8%	-61%	634%	-19%	-34%	14%	-60%	-11%	-26%	-36%	-9%	-32%	-31%	-31%
		Country Trend	7%	-3%	12%	-5%	17%	18%	18%	-10%	-5%	2%	9%	5%	-2%	11%	-3%	29%	15%	1%	-17%			

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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 31 (to August 2 2020) vs Same Period 2019

Sorted by fastest declining Industry sector and country size

Traffic Lights:	
Above	15%
Inbetween	
Below	-20%

			WESTERN EUROPE													EASTERN EUROPE					INDUSTRY SECTOR TREND		
Rank-W30	Rank-W31	Industry Sector	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Belgium	Austria	Sweden	Portugal	Denmark	Finland	Norway	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total
2	1	Removable Storage	-33%	-65%	-37%	40%	-27%	8%	-14%	-9%	8%	-61%	634%	-19%	-34%	14%	-60%	-11%	-26%	-36%	-9%	-32%	-31%	-32%
1	2	Unified Communications	-16%	-44%	-44%	-62%	-27%	1%	-56%	-55%	11%	-1%	-67%	18%	-59%	-76%	-1%	7%	-59%	-51%	-34%	-36%	-4%	-31%
4	3	Desktop Computing	-22%	-50%	-23%	-27%	-28%	-15%	-34%	-17%	34%	-32%	-17%	-2%	-57%	8%	11%	-12%	-6%	-2%	-37%	-27%	4%	-22%
14	4	Disk Storage	-21%	-28%	-15%	-21%	-4%	32%	-5%	-39%	-24%	22%	-6%	16%	8%	-1%	-13%	-17%	-4%	-23%	-64%	-16%	-16%	-16%
5	5	Power Equipment	-3%	-32%	-12%	-27%	-2%	3%	-12%	-20%	-27%	-37%	-2%	-7%	-12%	5%	-20%	-10%	-15%	0%	-18%	-15%	-18%	-16%
10	6	Printing	-18%	-11%	-17%	-19%	-14%	-5%	48%	12%	-23%	-21%	-34%	2%	-8%	-28%	-14%	3%	-1%	18%	-30%	-15%	-9%	-14%
9	7	Data Center Networking and Security	-22%	3%	-12%	-54%	0%	31%	-29%	-25%	19%	-14%	39%	-18%	8%	23%	-19%	-51%	-35%	131%	-35%	-12%	-24%	-13%
6	8	Printing Consumables	-11%	-21%	-17%	3%	-7%	-6%	23%	2%	-34%	-22%	-31%	4%	-18%	7%	-37%	7%	-25%	-40%	-36%	-10%	-29%	-13%
7	9	Networking Systems	-13%	-22%	-10%	-40%	-21%	2%	-14%	-3%	-15%	-30%	11%	-13%	0%	-11%	35%	24%	39%	5%	-46%	-18%	29%	-12%
13	10	Server Computing	-18%	-9%	-2%	-40%	-41%	63%	-14%	-51%	25%	9%	-71%	-19%	-71%	-2%	33%	17%	29%	-26%	-61%	-19%	23%	-10%
8	11	Connectivity	2%	-12%	-26%	-21%	38%	14%	-9%	-17%	4%	-23%	-27%	34%	-5%	1%	8%	29%	-24%	-26%	-20%	-8%	4%	-7%
11	12	Scanner Imaging	-18%	-6%	34%	2%	9%	-10%	-35%	-32%	-53%	5%	56%	121%	32%	35%	-18%	13%	-30%	213%	-43%	-5%	-12%	-6%
12	13	Other Networking Equipment	-6%	-23%	-12%	-32%	15%	28%	6%	35%	-27%	-14%	-27%	-30%	25%	24%	27%	30%	163%	-7%	-5%	-11%	33%	-5%
19	14	Warranties and Services	-11%	10%	2%	-23%	14%	-14%	24%	-17%	-19%	-21%	-18%	-15%	10%	-23%	15%	13%	-41%	-43%	-57%	-4%	0%	-4%
15	15	Wireless Networking	16%	-27%	0%	-33%	14%	-11%	-35%	-16%	-10%	-37%	-42%	-61%	55%	40%	39%	54%	10%	-11%	-9%	-7%	32%	-4%
3	16	Smart Home and Office	4%	-9%	6%	-36%	104%	7%	-46%	-51%	-72%	187%	257%	27%	388%	-5%	12%	135%	132%	6000%	2%	-5%	298%	-2%
22	17	Software and Licences	-6%	-1%	14%	6%	-8%	-7%	5%	-5%	-26%	-9%	23%	13%	27%	-3%	108%	4%	-1%	-5%	-33%	-1%	36%	2%
18	18	Displays	20%	-9%	-12%	-16%	38%	6%	2%	15%	8%	7%	24%	-2%	-35%	-6%	0%	17%	58%	-8%	-17%	0%	10%	2%
17	19	Computing Components	2%	-6%	4%	-4%	22%	-8%	-8%	-15%	-15%	-2%	-13%	-12%	-53%	47%	8%	16%	-7%	6%	-24%	1%	7%	2%
16	20	Audio-Video Systems	4%	-14%	-7%	15%	54%	53%	12%	-28%	-15%	28%	99%	50%	0%	41%	-28%	48%	44%	52%	38%	8%	18%	9%
20	21	Wearable Devices	9%	-2%	16%	-17%	82%	21%	18%	18%	-14%	63%	0%	-23%	-75%	-14%	-38%	122%	-14%	13%	-34%	10%	30%	12%
21	22	Telecommunications	51%	6%	26%	-23%	48%	196%	41%	-18%	4%	-9%	68%	18%	45%	32%	-73%	83%	31%	12%	116%	24%	21%	24%
23	23	Mobile Computing	38%	20%	64%	28%	37%	28%	21%	1%	-5%	37%	3%	1%	-25%	19%	-3%	30%	30%	10%	26%	28%	10%	25%
24	24	Computing Accessories	44%	22%	65%	40%	66%	63%	25%	30%	21%	33%	36%	12%	-10%	43%	2%	40%	18%	7%	10%	39%	15%	36%
		Country Trend	7%	-3%	12%	-5%	17%	18%	18%	-10%	-5%	2%	9%	5%	-2%	11%	-3%	29%	15%	1%	-17%			

CONTEXT Covid-19 Weekly Report

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 31 (to August 2 2020) vs Same Period 2019

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

Traffic Lights:	
Above	15%
Inbetween	
Below	-20%

			WESTERN EUROPE													EASTERN EUROPE					INDUSTRY SECTOR TREND		
Rank-W30	Rank-W31	Industry Sector	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Belgium	Austria	Sweden	Portugal	Denmark	Finland	Norway	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total
1	1	Mobile Computing	38%	20%	64%	28%	37%	28%	21%	1%	-5%	37%	3%	1%	-25%	19%	-3%	30%	30%	10%	26%	28%	10%	25%
3	2	Telecommunications	51%	6%	26%	-23%	48%	196%	41%	-18%	4%	-9%	68%	18%	45%	32%	-73%	83%	31%	12%	116%	24%	21%	24%
2	3	Software and Licences	-6%	-1%	14%	6%	-8%	-7%	5%	-5%	-26%	-9%	23%	13%	27%	-3%	108%	4%	-1%	-5%	-33%	-1%	36%	2%
4	4	Printing Consumables	-11%	-21%	-17%	3%	-7%	-6%	23%	2%	-34%	-22%	-31%	4%	-18%	7%	-37%	7%	-25%	-40%	-36%	-10%	-29%	-13%
5	5	Warranties and Services	-11%	10%	2%	-23%	14%	-14%	24%	-17%	-19%	-21%	-18%	-15%	10%	-23%	15%	13%	-41%	-43%	-57%	-4%	0%	-4%
6	6	Displays	20%	-9%	-12%	-16%	38%	6%	2%	15%	8%	7%	24%	-2%	-35%	-6%	0%	17%	58%	-8%	-17%	0%	10%	2%
8	7	Computing Components	2%	-6%	4%	-4%	22%	-8%	-8%	-15%	-15%	-2%	-13%	-12%	-53%	47%	8%	16%	-7%	6%	-24%	1%	7%	2%
7	8	Disk Storage	-21%	-28%	-15%	-21%	-4%	32%	-5%	-39%	-24%	22%	-6%	16%	8%	-1%	-13%	-17%	-4%	-23%	-64%	-16%	-16%	-16%
9	9	Desktop Computing	-22%	-50%	-23%	-27%	-28%	-15%	-34%	-17%	34%	-32%	-17%	-2%	-57%	8%	11%	-12%	-6%	-2%	-37%	-27%	4%	-22%
10	10	Networking Systems	-13%	-22%	-10%	-40%	-21%	2%	-14%	-3%	-15%	-30%	11%	-13%	0%	-11%	35%	24%	39%	5%	-46%	-18%	29%	-12%
11	11	Printing	-18%	-11%	-17%	-19%	-14%	-5%	48%	12%	-23%	-21%	-34%	2%	-8%	-28%	-14%	3%	-1%	18%	-30%	-15%	-9%	-14%
12	12	Computing Accessories	44%	22%	65%	40%	66%	63%	25%	30%	21%	33%	36%	12%	-10%	43%	2%	40%	18%	7%	10%	39%	15%	36%
13	13	Audio-Video Systems	4%	-14%	-7%	15%	54%	53%	12%	-28%	-15%	28%	99%	50%	0%	41%	-28%	48%	44%	52%	38%	8%	18%	9%
14	14	Server Computing	-18%	-9%	-2%	-40%	-41%	63%	-14%	-51%	25%	9%	-71%	-19%	-71%	-2%	33%	17%	29%	-26%	-61%	-19%	23%	-10%
15	15	Data Center Networking and Security	-22%	3%	-12%	-54%	0%	31%	-29%	-25%	19%	-14%	39%	-18%	8%	23%	-19%	-51%	-35%	131%	-35%	-12%	-24%	-13%
16	16	Wireless Networking	16%	-27%	0%	-33%	14%	-11%	-35%	-16%	-10%	-37%	-42%	-61%	55%	40%	39%	54%	10%	-11%	-9%	-7%	32%	-4%
17	17	Wearable Devices	9%	-2%	16%	-17%	82%	21%	18%	18%	-14%	63%	0%	-23%	-75%	-14%	-38%	122%	-14%	13%	-34%	10%	30%	12%
18	18	Other Networking Equipment	-6%	-23%	-12%	-32%	15%	28%	6%	35%	-27%	-14%	-27%	-30%	25%	24%	27%	30%	163%	-7%	-5%	-11%	33%	-5%
19	19	Power Equipment	-3%	-32%	-12%	-27%	-2%	3%	-12%	-20%	-27%	-37%	-2%	-7%	-12%	5%	-20%	-10%	-15%	0%	-18%	-15%	-18%	-16%
20	20	Connectivity	2%	-12%	-26%	-21%	38%	14%	-9%	-17%	4%	-23%	-27%	34%	-5%	1%	8%	29%	-24%	-26%	-20%	-8%	4%	-7%
21	21	Removable Storage	-33%	-65%	-37%	40%	-27%	8%	-14%	-9%	8%	-61%	634%	-19%	-34%	14%	-60%	-11%	-26%	-36%	-9%	-32%	-31%	-31%
22	22	Electronics	-29%	-51%	-39%	8%	-87%	-5%	-45%	-10%	-16%	-60%	54%	-27%	44%	-42%	70%	-15%	43%	-82%	29%	-38%	44%	-27%
23	23	Smart Home and Office	4%	-9%	6%	-36%	104%	7%	-46%	-51%	-72%	187%	257%	27%	388%	-5%	12%	135%	132%	6000%	2%	-5%	298%	-2%
24	24	Games Consoles	110%		31%	68%	54%	138%	115%	31%	309%	47%	935%	-24%	140%	96%	-2%	118%	41%	127%	225%	87%	89%	88%
25	25	Unified Communications	-16%	-44%	-44%	-62%	-27%	1%	-56%	-55%	11%	-1%	-67%	18%	-59%	-76%	-1%	7%	-59%	-51%	-34%	-36%	-4%	-31%
26	26	Scanner Imaging	-18%	-6%	34%	2%	9%	-10%	-35%	-32%	-53%	5%	56%	121%	32%	35%	-18%	13%	-30%	213%	-43%	-5%	-12%	-6%
28	27	Security	6%	-30%	-25%	15%	39%	-5%	-22%	-35%	2%	136%	86%	7%	71%	-40%	1%	22%	37%	144%	-44%	-11%	11%	-7%
27	28	Terminals, Thin Clients and Points of S	3%	-21%	-63%	-60%	21%	0%	202%	-56%	-53%	-54%	-30%	-79%	-69%	-45%	-28%	-42%	-70%	105%	-63%	-19%	-35%	-22%
29	29	Tape Storage	-17%	-62%	17%	-59%	36%	-63%	-71%	13%	-45%	15%	-3%	-35%	-59%	-13%	-37%	-24%	75%	-75%	63%	-35%	-26%	-34%
30	30	Photo and Video Cameras	43%	15%	-14%	-65%	-20%	-24%	-80%	-88%	-85%	-39%	-28%	-49%	-64%	-71%	-55%	-36%	-14%	-4%	-67%	-27%	-34%	-31%

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Top Growth Categories in Western and Eastern Europe

% Change in sales through IT Distribution in Euros

4 Weeks to Week 31 (to August 2 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 TREND		
Rank-W30	Rank-W31	Category	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Belgium	Austria	Sweden	Portugal	Denmark	Finland	Norway	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total
1	1	Web Cameras	500%	214%	497%	170%	378%	609%	278%	242%	433%	199%	711%	227%	134%	156%	28%	182%	74%	100%	97%	313%	55%	261%
2	2	Games Accessories	117%		154%	79%	64%	158%	115%	30%	267%	53%	1048%	-24%	158%	92%	-3%	159%	90%	92%	265%	105%	118%	108%
4	3	Games Software	82%		21%	-42%	147%	36%	55%	755%	88%	245%	-84%	-56%	317%	-93%	-47%	4%	210%	359%	590%	48%	74%	62%
17	4	Digital Media Players	85%	25%	22%	19%	150%	16%	-72%	63%	113%	7%	-21%	1%	44%	84%	-31%	-22%	457%	123%	-53%	55%	21%	53%
15	5	Mobile Computing Accessories and Parts	69%	23%	57%	37%	42%	29%	-18%	58%	-7%	29%	-43%	168%	35%	65%	61%	26%	166%	40%	26%	45%	63%	46%
10	6	Mobile Computing Cases	85%	10%	116%	54%	24%	159%	57%	22%	7%	19%	109%	52%	4%	11%	25%	10%	53%	7%	45%	48%	26%	46%
21	7	Tablet PCs	81%	24%	86%	31%	37%	4%	39%	-9%	-16%	0%	29%	18%	40%	6%	28%	86%	97%	-5%	65%	39%	57%	40%
11	8	Docking Stations	30%	33%	104%	70%	102%	22%	44%	46%	-6%	-7%	3%	-32%	-28%	64%	-20%	29%	9%	-2%	-13%	40%	1%	38%
12	9	Smart Lighting and Electricals	-13%		141%	-39%	105%		186%	-26%	-7%	161%	256%	40%	371%	-50%	12%	154%	100%	439%	37%	30%	103%	37%
18	10	Labelling Tapes	45%	18%	36%	85%	-2%	39%	24%	-8%	19%	-17%	383%	232%	762%	-33%	-9%	15%	-10%	-15%	8%	42%	-4%	37%
23	11	E-Readers	-42%	116%	109%	226%	172%	-9%		29%	-82%	17%	-33%	171%	1%	88%	-21%	-3%	1624%	-42%	412%	53%	-8%	37%
14	12	Powerline Devices	47%	3%	41%	-26%	208%	55%	104%	149%	-28%	67%	-25%	80%	33%	25%	25%	54%	617%	65%	-50%	30%	109%	31%
20	13	Keyboards and Keypads	14%	15%	12%	35%	74%	111%	6%	16%	34%	26%	94%	19%	39%	57%	23%	48%	-14%	1%	29%	30%	23%	29%
5	14	Virtualisation Software	10%	-1%	-9%	-36%	220%	-22%	54%	252%	42%	211%	192%	81%	44%	24%	38%	203%	25%	-5%	-33%	22%	69%	28%
19	15	Consoles Fixed	50%		-71%	1%	-59%	-18%		58%	15026%	-51%	-90%	-11%	-13%	0%	1082%	73%	4%	0%	44%	-9%	47%	27%
22	16	Smartphones	52%	16%	27%	-21%	50%	235%	41%	-19%	4%	-8%	71%	16%	45%	32%	-79%	85%	32%	14%	122%	27%	23%	26%
25	17	Smart Watches	-1%	72%	7%	19%	89%	67%	19%	21%	-18%	70%	-32%	-22%	-76%	21%	-60%	97%	7%	-7%	-35%	25%	24%	25%
13	18	Notebooks	26%	20%	59%	27%	36%	33%	15%	2%	1%	45%	-1%	-1%	-35%	21%	-5%	25%	21%	10%	22%	25%	7%	22%
9	19	Security Software	45%	35%	-1%	5%	-21%	-7%	60%	-1%	-50%	7%	2%	57%	18%	32%	58%	-17%	-38%	3%	-42%	22%	14%	22%
36	20	Inkjet Printers	9%	6%	15%	55%	28%	36%	-16%	-57%	-42%	5%	115%	-9%	60%	70%	57%	86%	1%	168%	16%	15%	61%	21%
NA	21	Smart Home Automation	-12%	-41%	325%	164%	117%	110%		-82%	12%		62%	-19%		-16%		54%	3053%	-100%	0%	17%	356%	17%
33	22	Headsets/Headphones and Microphones	8%	0%	-3%	30%	38%	78%	21%	-29%	-29%	51%	138%	65%	-14%	40%	-21%	58%	44%	77%	44%	14%	24%	15%
31	23	Wireless Adapters	-12%	10%	41%	-20%	58%	26%	-22%	27%	19%	57%	-28%	81%	8%	27%	44%	44%	93%	58%	-35%	7%	46%	15%
35	24	Mice	5%	-8%	51%	4%	37%	40%	3%	-10%	10%	33%	58%	-2%	-19%	32%	5%	68%	6%	-6%	9%	13%	20%	15%
27	25	Televisions	16%	-21%	-27%	16%	386%	13%	-37%	-16%	758%	176%	495%	106%	231%	-18%	239%	32%	226%	-6%	51%	-2%	70%	15%
30	26	Monitors	28%	30%	6%	-12%	34%	22%	30%	36%	9%	-15%	8%	9%	-34%	-6%	-17%	29%	35%	-11%	-18%	18%	-2%	13%
8	27	Data Management Software	14%	36%	-16%	18%	-11%	1%	-52%	52%	-51%	-29%	32%	4%	86%	-40%	354%	25%	32%	23%	-79%	9%	68%	12%
29	28	Telephony and Conference Systems	102%	-53%	-21%	-14%	71%	140%	74%	124%	46%	1%	92%	243%	151%	140%	-14%	23%	158%	-15%	214%	14%	-5%	11%
28	29	Graphics Cards	15%	20%	70%	-1%	40%	-28%	122%	-23%	-8%	21%	-5%	-19%	-92%	21%	-48%	43%	33%	-19%	-1%	15%	-2%	10%
40	30	NAS Devices	34%	-2%	4%	-2%	-16%	-4%	8%	29%	-6%	-13%	119%	52%	-31%	-3%	-9%	32%	-32%	-4%	-34%	12%	-1%	10%
6	31	Developer Tools Software	-25%	42%	96%	-30%	7%	37%	-32%	11%	113%	62%	58%	-71%	74%	-13%	368%	65%	-17%	37%	-72%	7%	38%	8%
41	32	Notebook Workstations	6%	-9%	50%	21%	63%	15%	78%	51%	-33%	-46%	-23%	-1%	-52%	51%	2%	17%	-15%	39%	42%	7%	6%	7%
42	33	Network Management and Security Appliances	-7%	31%	2%	-21%	47%	75%	32%	-8%	92%	67%	42%	80%	11%	18%	-53%	-42%	-48%	142%	-52%	14%	-50%	6%
38	34	Processors	1%	0%	-13%	-1%	21%	-15%	-5%	-9%	-6%	-2%	6%	-33%	-24%	71%	24%	9%	-19%	91%	-26%	3%	13%	5%
37	35	Disk Drives	-3%	-23%	18%	0%	65%	12%	-30%	-28%	15%	-69%	-30%	82%	-19%	15%	10%	68%	-31%	-56%	-15%	0%	23%	4%
16	36	Office Applications Software	-13%	-13%	0%	10%	-3%	5%	9%	18%	-7%	-25%	-3%	22%	33%	-3%	284%	-3%	-3%	61%	17%	-4%	95%	4%
39	37	Network Routers	-5%	3%	61%	-32%	-11%	27%	-32%	-45%	-39%	33%	94%	60%	34%	-13%	32%	50%	30%	1%	-76%	-2%	25%	4%
NA	38	PC Speakers	105%	-80%	22%	-35%	97%	46%	155%	-10%	-14%	8%	102%	-8%	-15%	60%	-47%	11%	46%	-51%	2%	2%	-2%	1%
45	39	Wired Network Adapters	-24%	-4%	14%	39%	17%	61%	-5%	-11%	-1%	41%	-28%	12%	12%	7%	29%	0%	-31%	2%	17%	-1%	13%	0%
NA	40	Telephony Accessories	203%	-56%	38%	-95%	-29%	-9%	-85%	-92%	10%	203%	478%	23%	180%	-63%	164%	458%	-9%	590%	62%	-10%	183%	-1%
7	41	Copier-based MFPs	41%	-37%	14%	-7%	-18%	-55%	-47%	53%	-10%	-25%	-65%	-157%	-13%	98%	15%	-37%	49%	-60%	56%	-6%	13%	-2%
24	42	Network Management Software	18%	-23%	35%	-19%	-42%	-10%	109%	-45%	12%	-34%	-23%	11%	-16%	40%	100%	6%	37%	-60%	1%	-6%	53%	-3%
NA	43	Laser Printers	-20%	9%	26%	-1%	-22%	-2%	-17%	40%	53%	52%	-67%	107%	34%	-1%	-6%	-6%	-14%	80%	-30%	-2%	-6%	-3%
49	44	Wireless Access Points	19%	-27%	-1%	-35%	15%	-12%	-36%	-16%	-13%	-39%	-41%	-66%	55%	48%	35%	59%	8%	-15%	0%	-6%	31%	-3%
34	45	Warranties and Services	-11%	10%	2%	-23%	14%	-14%	24%	-17%	-19%	-21%	-18%	-15%	10%	-23%	15%	13%	-41%	-43%	-57%	-4%	0%	-4%
43	46	All-In-One Inkjets	-17%	7%	8%	-16%	-4%	-22%	104%	42%	-37%	-29%	10%	-19%	-17%	-19%	-48%	24%	87%	17%	-5%	-5%	2%	-4%
NA	47	Transceivers	-11%	-19%	-29%	-40%	-26%	24%	-15%	-2%	-27%	-37%	-25%	-31%	-15%	27%	131%	88%	303%	7%	9%	-18%	128%	-4%
NA	48	Ink Cartridges and Tanks	-4%	-10%	-10%	7%	4%	-17%	70%	15%	-24%	-16%	-12%	9%	-27%	11%	-28%	13%	-31%	-43%	-42%	-3%	-21%	-4%
NA	49	Server Accessories	19%	-32%	-35%	48%	-51%	177%	9%	-52%	23%	-53%	8%	-34%	-11%	22%	16%	-35%	17%	-81%	-25%	2%	-19%	-5%
NA	50	Scanners	-17%	-6%	35%	3%	10%	-10%	-36%	-32%	-54%	12%	59%	166%	32%	35%	-15%	22%	-19%	213%	-43%	-4%	-8%	-5%

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Top Decline Category

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Top Decline Categories and Countries in Western and Eastern Europe

% Change in sales through IT Distribution in Euros

4 Weeks to Week 31 (to August 2 2020) vs Same Period 2019

Sorted by fastest declining categories and country size

Traffic Lights

Above 15%

Inbetween

Below -20%

Rank W/E	Rank W31	Category	WESTERN EUROPE													EASTERN EUROPE					CATEGORY TREND		
			Germany	UK & Ireland	Italy	France	Spain	Netherlands	Belgium	Austria	Sweden	Portugal	Denmark	Finland	Norway	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total
1	1	IP Printers	-71%	2101%	-62%	-59%	-63%	-11%	-67%	684%	-158%	-59%	-158%		-226%	-47%	-244%	-169%	-265%	76%	-68%	-73%	-169%	-74%
2	3	MP3/MP4 Players	-69%	-28%	-86%	-63%	-193%	-21%	-47%	-193%	-23%	-86%	-20%	-49%	14%	139%	-199%	-29%	-18%	1%	234%	-79%	-14%	-71%
3	2	Privacy Screens	-73%	-66%	-74%	-73%	-89%	-58%	-42%	-50%	-83%	-78%	-78%	-54%	-58%	-43%		-33%		-56%	-37%	-73%	-43%	-70%
4	10	Presentation Devices	-69%	-43%	-82%	-69%	-69%	100%	-68%	-94%	979%	-12%	-68%	-77%	-65%	-64%	-76%	-47%	-23%	-89%	-79%	-72%	-47%	-63%
5	4	SAN Accessories	-58%	-59%	-74%	-57%	-1%	-68%	-189%	9%	-50%	-194%	-80%			113%	9%	-54%	-57%	-53%	-54%	-57%	-55%	-56%
6	5	Standalone DPS Devices	-80%	-49%	-64%	-49%	-67%	-19%	-100%	-159%	-53%	-79%	-73%	6%	-14%	-187%		-59%	-18%	-54%	-79%	-63%	-39%	-59%
7	7	Printer Rollers, Warehousing and Logistics	-19%	-58%	-73%	-74%	-53%	-21%	-42%	-48%	-67%	-79%	-74%	-51%	-49%	264%	-69%	-43%	-9%	-67%	8%	-58%	-73%	-64%
8	8	Home Sound Systems	-72%	-60%	-43%	-69%	143%	-28%	-73%	-41%	-62%	-55%	-13%	-50%	-39%	73%	-81%	234%	-55%	13%	-25%	-63%	109%	-51%
9	9	KVM Switches and Emulators	-63%	-39%	-68%	-79%	-79%	-66%	-93%	-19%	-17%	-58%	-67%	118%	-59%	-19%	-64%	-57%	-51%	-56%	8%	-56%	-43%	-51%
10	14	Tape Libraries	-54%	-49%	-17%	-59%	-91%	-64%	-100%	-93%	-58%	-94%	-76%	-5%	-43%	-100%	-70%	-57%	-667%	-5%	-59%	-54%	-41%	-49%
NA	11	Tape Drives	-63%	-70%	-5%	-67%	-90%	-20%	-75%	-9%	-11%	-59%	-62%	-23%	-59%	-48%	-69%	-17%	-25%	-100%	-13%	-58%	-48%	-54%
11	12	Label Remote/Receipt Printers	-3%	-7%	-83%	-28%	-13%	-5%	-28%	-19%	-11%	-29%	-28%	-56%	-50%	-8%	-19%	-18%	-19%	-34%	-28%	-21%	-3%	-20%
12	13	Network Chassis	-39%	-47%	-74%	-49%	-74%	-54%	-67%	-94%	-69%	-39%	-111%	-8%	-100%	-64%	-53%	-34%	-100%	-5%		-49%	-24%	-42%
13	15	Smartphone Protective Cases	-13%	-45%	-12%	-49%	-39%	-77%	-11%	-45%	-19%	-9%	-16%	-100%	-56%	-29%	-83%	-29%	-5%	-8%		-34%	-31%	-32%
NA	16	Servers (Univ)	-19%	-79%	-33%	-69%	-78%	-56%	-19%	-78%	-9%	-644%	-68%			-11%		-56%	-9%			-58%	-44%	-56%
14	17	Memory Cards	-19%	-79%	-71%	-9%	-39%	-6%	-8%	-38%	-63%	-39%	-667%	-23%	-29%	-9%	-79%	-13%	-9%	-43%	-9%	-19%	-18%	-19%
15	18	Portable Speakers	-71%	-23%	-29%	-28%	-6%	-86%	-44%	-56%	-69%	-46%	-86%	-27%	-86%	-47%	-46%	-44%	-24%	-46%	-26%	-34%	-44%	-37%
16	19	Digital Cameras	-11%	-66%	1%	-71%	-31%	-32%	-64%	-19%	-64%	-46%	3%	-46%	-29%	9%	-56%	-19%	-32%	-34%	-71%	-19%	-19%	-19%
17	20	Disk Arrays	-49%	-69%	-17%	-39%	-39%	133%	111%	-94%	9%	-1%	-3%	38%	197%	-39%	-17%	-39%	86%	98%	-83%	-34%	-31%	-34%
18	21	Portable Power Banks	-63%	-19%	-86%	-53%	-39%	-9%	11%	-56%	-94%	-73%	-86%	-43%	-57%	-43%	-94%	-31%	-19%	-86%	-73%	-43%	-9%	-34%
NA	22	USB Memory	-49%	-69%	-17%	-51%	-39%	-56%	-89%	-11%	-47%	-49%	-8%	-9%	-29%	-1%	-94%	-19%	-29%	-23%	-6%	-34%	-19%	-31%
19	24	Dot Animation Printers	-63%	-79%	-83%	-84%	-39%	-44%	-100%	-56%	-73%	-94%	-86%	-79%	-86%	-39%	-97%	-14%	-194%	-83%	-194%	-65%	-39%	-58%
20	23	Desktop Thin Clients	-19%	-49%	-49%	-64%	-48%	-5%	-9%	-56%	-52%	-94%	-86%	-79%	-51%	-59%	-28%	-34%	-71%	-41%	-9%	-52%	-33%	-50%
21	25	KVMP Systems	-19%	-49%	-44%	-64%	-27%	-1%	-56%	-39%	-56%	-1%	-94%	-9%	-83%	-77%	-4%	-5%	-56%	-53%	-34%	-39%	-9%	-29%
22	26	Matrix Phones	-37%	-1%	-83%	-59%	-39%	156%	972%	-56%	-14%	-83%	-28%	-71%	-56%	-11%	-231%	-69%	-39%	-19%	-56%	-34%	-56%	-39%
23	27	Satellite Telephones	-13%	-49%	-31%	-83%	-86%	-28%	-133%	-94%	-39%	-43%	-28%	-46%	-86%	-51%	-17%	-19%	-83%	-53%	-56%	-39%	-13%	-29%
24	28	Smart Speakers	-19%	-19%	-26%	-59%	-89%	-51%	-47%	-59%	-86%	-39%	-93%	-89%			-47%	-51%	-83%	-59%	-89%	-34%	-51%	-39%
25	29	Smartphone Screen Protectors	-23%	-79%	-89%	-39%	-1%	-56%	-19%	-59%		-89%		-9%	-9%	-39%	-83%	-9%	-31%	-103%	-94%	-39%	-19%	-29%
26	30	Projectors	-11%	-51%	-9%	-59%	-39%	-5%	-19%	-39%	-51%	-89%	-89%	-89%	-6%	-19%	-83%	-3%	-7%	-4%	-51%	-34%	-19%	-29%
27	31	Desktop Workstations (PC/Mac)	-33%	-59%	-33%	-33%	-21%	-59%	-6%	-31%	-44%	-59%	-48%	-59%	-48%	-1%	-103%	-13%	-13%	-51%	-59%	-37%	-51%	-39%
28	32	Commodity Switches (Data and KVM)	-9%	-49%	-67%	-37%	-33%	-11%	-11%	-59%	-19%	-39%	-83%	-69%	-1%	-19%	-117%	-5%	-56%	-19%	-19%	-19%	-5%	-16%
29	33	Graphics and Design Software	-13%	-69%	-33%	-1%	-4%	-9%	-47%	-39%	-39%	-13%	-33%	-29%	-39%	-27%	-3%	-9%	-31%	-69%	-9%	-24%	-4%	-20%
30	34	Wireless LAN Controllers	-6%	-57%	-34%	-17%	-39%	-5%	-33%	-56%	-51%	-39%	-67%	-13%	-57%	-59%	-79%	-5%	-51%	-73%	-9%	-39%	-39%	-39%
31	35	Graphics Accessories	-7%	-69%	-49%	-24%	-9%	-7%	-33%	-39%	-59%	-1%	-79%	-13%	-59%	-51%	-83%	-5%	-4%	-9%	-86%	-29%	-59%	-34%
32	36	Printer Accessories and Parts	-39%	-49%	-11%	-37%	-13%	-24%	-89%	-9%	-39%	-14%	-33%	-9%	-19%	-39%	-14%	-19%	-31%	-1%	-59%	-29%	-9%	-24%
33	38	Toner	-19%	-39%	-39%	-9%	-19%	-9%	-9%	-11%	-69%	-39%	-67%	-9%	-19%	-3%	-94%	-1%	-29%	-37%	-59%	-19%	-34%	-24%
34	37	Project Management Software	-24%	-9%	-76%	-64%	-33%	-34%	-94%	-27%	-9%	-17%	-9%	-11%	-19%	-9%	-31%	-24%	-11%	-81%	-94%	-24%	-31%	-27%
35	39	Desktops	-31%	-49%	-31%	-39%	-39%	-9%	-37%	-39%	-53%	-39%	-18%	-9%	-39%	-9%	-3%	-13%	-9%	-9%	-37%	-29%	-9%	-21%
36	40	Surge Formed Displays	-9%	-39%	-14%	-49%	-39%	-31%	-9%	-9%	-11%	-11%	-9%	-29%	-39%	-13%	-86%	-19%	-19%	-19%	-47%	-29%	-11%	-19%
37	41	Notebook Power Adapters	-34%	-49%	-9%	-14%	-39%	-11%	-3%	-19%	-9%	-19%	-11%	-3%	-31%	-17%	-39%	-14%	-19%	-39%	-37%	-14%	-23%	-19%
38	42	Large Format/Poster Printers	-13%	-49%	-9%	-39%	-19%	-9%	-19%	-39%	-9%	-89%	-31%	-3%	-31%	-39%	-9%	-14%	-39%	-14%	-19%	-19%	-13%	-16%
39	43	Network Switches	-19%	-31%	-39%	-31%	-39%	-5%	-11%	-19%	-3%	-19%	-3%	-21%	-39%	-19%	-31%	-3%	-31%	-5%	-59%	-24%	-31%	-31%
40	44	Smartphone/Tablet Chargers	-14%	-49%	-49%	-19%	-23%	-39%	-94%	-59%	-17%	-39%	-94%	-83%	-59%	-13%	-59%	-67%	-19%	-56%	-94%	-39%	-19%	-29%
41	45	Points of Sale	-29%	-9%	-19%	-13%	-71%	-44%	-131%	-19%	-19%	-34%	-19%	-94%	-19%	-3%	-71%	-109%	-39%	-19%	-56%	-9%	-19%	-11%
NA	46	Serial Data Drives (HDDs)	-29%	-13%	-29%	-14%	-13%	-23%	-11%	-39%	-19%	-4%	-4%	-9%	-23%	-19%	-39%	-29%	-3%	-49%	-59%	-19%	-7%	-16%
42	47	Print Heads	-49%	-9%	-29%	-9%	-3%	-9%	-19%	-19%	-69%	-39%	-86%	-9%	-59%	-4%	-19%	-53%	-9%	-23%	-9%	-19%	-19%	-19%
43	48	Long Life Consumables	-13%	-39%	-19%	-59%	-17%	-23%	-2%	-7%	-19%	-29%	-23%	-19%	-9%	-9%	-37%	-9%	-31%	-44%	-39%	-13%	-23%	-14%
44	49	Database Management Software	-34%	-19%	-17%	-4%	-11%	-23%	-37%	-39%	-79%	-33%	-7%	-87%	-9%	-29%	-9%	-11%	-51%	-7%	-39%	-14%	-17%	-15%
45	50	Smart Scales and Activity Trackers	-29%	-23%	-23%	-49%	-86%	-5%	-169%	-19%	-39%	-46%	-187%		-13%	-79%	-14%	-189%	-29%	-86%	-23%	-24%	-86%	-33%
46	51	Chromium Mats	-1%	-59%	-31%	-49%	-14%	-49%	-31%	-9%	-59%	-11%	-13%	-43%	-94%	-90%	-191%	-4%	-56%	-29%	-49%	-29%	-113%	-44%

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Largest Category

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Largest Categories and Countries in Western and Eastern Europe

% Change in sales through IT Distribution in Euros

4 Weeks to Week 31 (to August 2 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 TREND		
Rank-W30	Rank-W31	Category	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Belgium	Austria	Sweden	Portugal	Denmark	Finland	Norway	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total
1	1	Notebooks	26%	20%	59%	27%	36%	33%	15%	2%	1%	45%	-1%	-1%	-35%	21%	-5%	25%	21%	10%	22%	25%	7%	22%
2	2	Smartphones	52%	16%	27%	-21%	50%	235%	41%	-19%	4%	-8%	71%	16%	45%	32%	-79%	85%	32%	14%	122%	27%	23%	26%
3	3	Warranties and Services	-11%	10%	2%	-23%	14%	-14%	24%	-17%	-19%	-21%	-18%	-15%	10%	-23%	15%	13%	-41%	-43%	-57%	-4%	0%	-4%
4	4	Desktops	-21%	-49%	-21%	-26%	-28%	-9%	-37%	-24%	52%	-28%	-10%	6%	-55%	8%	2%	-13%	-4%	-4%	-37%	-26%	-2%	-21%
5	5	Tablet PCs	81%	24%	86%	31%	37%	4%	39%	-9%	-16%	0%	29%	18%	40%	6%	28%	86%	97%	-5%	65%	39%	57%	40%
6	6	Ink Cartridges and Tanks	-4%	-10%	-10%	7%	4%	-17%	70%	15%	-24%	-16%	-12%	9%	-27%	11%	-28%	13%	-31%	-43%	-42%	-3%	-21%	-4%
7	7	Toner	-16%	-34%	-26%	-6%	-19%	0%	0%	-11%	-45%	-29%	-47%	-2%	-10%	2%	-42%	1%	-25%	-37%	-30%	-19%	-34%	-22%
8	8	Monitors	28%	30%	6%	-12%	34%	22%	30%	36%	9%	-15%	8%	9%	-34%	-6%	-17%	29%	35%	-11%	-18%	18%	-2%	13%
10	9	Network Switches	-16%	-27%	-29%	-41%	-28%	-3%	-11%	12%	-2%	-45%	-2%	-21%	-20%	-10%	37%	12%	42%	6%	42%	-24%	32%	-17%
11	10	Processors	1%	0%	-13%	-1%	21%	-15%	-5%	-9%	-6%	-2%	6%	-33%	-24%	71%	24%	9%	-19%	91%	-26%	3%	13%	5%
9	11	Office Applications Software	-13%	-13%	0%	10%	-3%	5%	9%	18%	-7%	-25%	-3%	22%	33%	-3%	284%	-3%	-3%	61%	17%	-4%	95%	4%
13	12	Solid State Drives (SSDs)	-29%	-12%	-26%	-14%	-12%	33%	-31%	-38%	-36%	-6%	-4%	19%	55%	-18%	16%	-20%	-2%	-48%	-54%	-19%	-7%	-16%
12	13	Security Software	45%	35%	-1%	5%	-21%	-7%	60%	-1%	-50%	7%	2%	57%	18%	32%	58%	-17%	-38%	3%	-42%	22%	14%	22%
14	14	Headsets/Headphones and Microphones	8%	0%	-3%	30%	38%	78%	21%	-29%	-29%	51%	138%	65%	-14%	40%	-21%	58%	44%	77%	44%	14%	24%	15%
17	15	Hard Disk Drives (HDDs)	-2%	-13%	3%	-7%	27%	18%	-21%	-32%	-22%	87%	-17%	-10%	-36%	31%	-31%	-9%	-12%	23%	-64%	0%	-25%	-6%
18	16	Servers (PC/Mac)	-11%	-12%	8%	-44%	-25%	49%	-3%	-37%	86%	-22%	-75%	-30%	-67%	22%	12%	48%	33%	-26%	-62%	-16%	11%	-9%
15	17	Operating Systems Software	-22%	0%	-7%	-13%	35%	0%	26%	-39%	-6%	-14%	-22%	6%	-33%	-10%	-21%	-18%	-8%	-16%	-66%	-9%	-20%	-11%
16	18	Data Management Software	14%	36%	-16%	18%	-11%	1%	-52%	52%	-51%	-29%	32%	4%	86%	-40%	354%	25%	32%	23%	-79%	9%	68%	12%
19	19	RAM Memory	-3%	-21%	-12%	-7%	-7%	-29%	-20%	-20%	-33%	-10%	-26%	16%	-56%	15%	5%	-11%	5%	-31%	-16%	-12%	-1%	-10%
20	20	Graphics and Design Software	-33%	-40%	33%	-7%	-4%	-6%	-47%	-39%	-30%	-12%	35%	28%	-55%	-37%	2%	0%	21%	49%	9%	-24%	4%	-23%
21	21	Disk Arrays	-49%	-52%	-17%	-38%	-20%	132%	111%	-54%	0%	-1%	-3%	39%	131%	-30%	-17%	-38%	66%	59%	-93%	-36%	-21%	-34%
22	22	All-in-One Lasers	-16%	-31%	11%	-10%	-6%	21%	92%	-2%	-19%	-26%	-38%	-11%	-33%	-21%	-18%	0%	-5%	10%	-40%	-10%	-16%	-12%
26	23	Large Format Displays	4%	-32%	-14%	-22%	-20%	-31%	9%	3%	-11%	11%	4%	-25%	-39%	-12%	89%	-59%	10%	-13%	-21%	-22%	11%	-19%
23	24	Wireless Access Points	19%	-27%	-1%	-35%	15%	-12%	-36%	-16%	-13%	-39%	-41%	-66%	55%	48%	35%	59%	8%	-15%	0%	-6%	31%	-3%
25	25	Network Routers	-5%	3%	61%	-32%	-11%	27%	-32%	-45%	-39%	33%	94%	60%	34%	-13%	32%	50%	30%	1%	-76%	-2%	25%	4%
27	26	Network Management and Security Appliances	-7%	31%	2%	-21%	47%	75%	32%	-8%	92%	67%	42%	80%	11%	18%	-53%	-42%	-48%	142%	-52%	14%	-50%	6%
29	27	Graphics Cards	15%	20%	70%	-1%	40%	-28%	122%	-23%	-8%	21%	-5%	-19%	-92%	21%	-48%	43%	33%	-19%	-1%	15%	-2%	10%
28	28	Network Management Software	18%	-23%	35%	-19%	-42%	-10%	109%	-45%	12%	-34%	-23%	11%	-16%	40%	100%	6%	37%	-60%	1%	-6%	53%	-3%
30	29	All-In-One Inkjets	-17%	7%	8%	-16%	-4%	-22%	104%	42%	-37%	-29%	10%	-19%	-17%	-19%	-48%	24%	87%	17%	-5%	-5%	2%	-4%
31	30	Televisions	16%	-21%	-27%	16%	386%	13%	-37%	-16%	758%	176%	495%	106%	231%	-18%	239%	32%	226%	-6%	51%	-2%	70%	15%
24	31	Virtualisation Software	10%	-1%	-9%	-36%	220%	-22%	54%	252%	42%	211%	192%	81%	44%	24%	38%	203%	25%	-5%	-33%	22%	69%	28%
32	32	Smart Watches	-1%	72%	7%	19%	89%	67%	19%	21%	-18%	70%	-32%	-22%	-76%	21%	-60%	97%	7%	-7%	-35%	25%	24%	25%
33	33	Docking Stations	30%	33%	104%	70%	102%	22%	44%	46%	-6%	-7%	3%	-32%	-28%	64%	-20%	29%	9%	-2%	-13%	40%	1%	38%
35	34	Desktop Workstations (PC/Mac)	-35%	-56%	-35%	-32%	-21%	-44%	-8%	21%	-44%	-65%	-40%	-50%	-66%	-1%	162%	-12%	-12%	81%	-35%	-37%	91%	-25%
36	35	Transceivers	-11%	-19%	-29%	-40%	-26%	24%	-15%	-2%	-27%	-37%	-25%	-31%	-15%	27%	131%	88%	303%	7%	9%	-18%	128%	-4%
38	36	Cables and Connectivity Adapters	0%	-9%	-27%	-22%	39%	12%	-5%	-14%	6%	-27%	-15%	30%	-7%	5%	-7%	27%	-3%	-28%	-16%	-8%	2%	-7%
37	37	Uninterruptable Power Supplies (UPS)	-4%	-20%	-17%	-22%	3%	9%	-27%	-13%	-35%	-17%	-11%	-13%	4%	22%	-21%	-5%	-6%	-16%	8%	-11%	-18%	-14%
34	38	Database Management Software	-44%	-13%	-17%	-4%	11%	21%	-27%	246%	79%	-22%	-7%	47%	-9%	22%	45%	-31%	-51%	7%	30%	-14%	-17%	-14%
39	39	Notebook Workstations	6%	-9%	50%	21%	63%	15%	78%	51%	-33%	-46%	-23%	-1%	-52%	51%	2%	17%	-15%	39%	42%	7%	6%	7%
40	40	Laser Printers	-20%	9%	26%	-1%	-22%	-2%	-17%	40%	53%	52%	-67%	107%	34%	-1%	-6%	-6%	-14%	80%	-30%	-2%	-6%	-3%
41	41	Keyboards and Keypads	14%	15%	12%	35%	74%	111%	6%	16%	34%	26%	94%	19%	39%	57%	23%	48%	-14%	1%	29%	30%	23%	29%
43	42	Integrated Systems	-41%	50%	-27%	-29%	-68%	178%	-41%	-79%	-64%	644%	20%	4038%	-80%	-46%	753%	409%	-64%	93%	-64%	-28%	616%	-7%
42	43	Long Life Consumables	-13%	-34%	-10%	15%	-17%	22%	-2%	7%	-19%	-29%	-23%	-16%	9%	5%	-27%	5%	-22%	-64%	35%	-12%	-22%	-14%
45	44	Mobile Computing Cases	85%	10%	116%	54%	24%	159%	57%	22%	7%	19%	109%	52%	4%	11%	25%	10%	53%	7%	45%	48%	26%	46%
46	45	Projectors	-11%	-51%	0%	-25%	-28%	15%	-15%	-38%	-23%	-40%	-25%	-46%	8%	15%	-51%	-3%	-7%	-6%	-41%	-28%	-12%	-26%
48	46	Network Expansion Modules	-35%	13%	-15%	-48%	-29%	66%	-42%	11%	-18%	-81%	48%	-80%	-11%	31%	81%	37%	-17%	137%	-29%	-17%	68%	-8%
44	47	Developer Tools Software	-25%	42%	96%	-30%	7%	37%	-32%	11%	113%	62%	58%	-71%	74%	-13%	368%	65%	-17%	37%	-72%	7%	38%	8%
47	48	Mobile Computing Accessories and Parts	69%	23%	57%	37%	42%	29%	-18%	58%	-7%	29%	-43%	168%	35%	65%	61%	26%	166%	40%	26%	45%	63%	46%
49	49	NAS Devices	34%	-2%	4%	-2%	-16%	-4%	8%	29%	-6%	-13%	119%	52%	-31%	-3%	-9%	32%	-32%	-4%	-34%	12%	-1%	10%
50	50	Mice	5%	-8%	51%	4%	37%	40%	3%	-10%	10%	33%	58%	-2%	-19%	32%	5%	68%	6%	-6%	9%	13%	20%	15%

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Channel Performance in Western and Eastern Europe

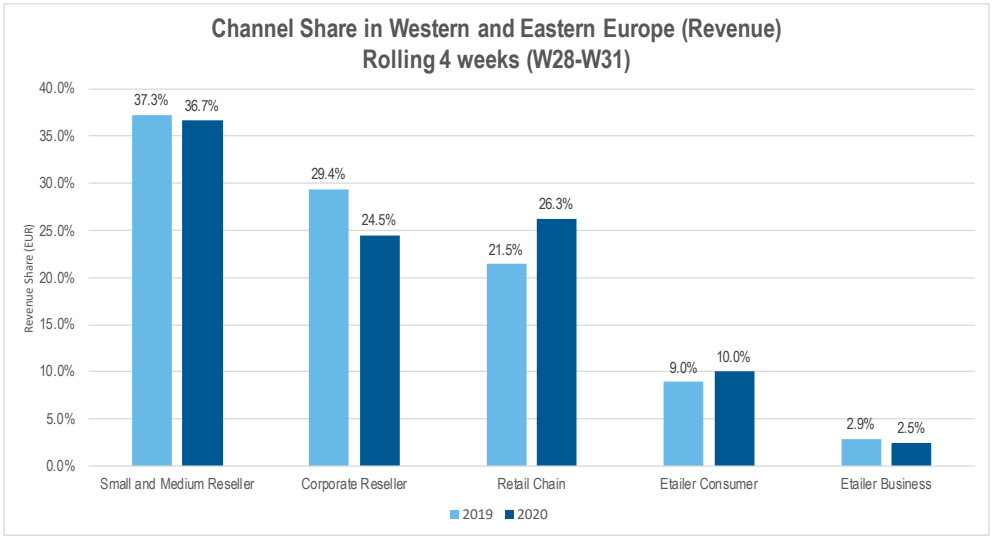
% Change in sales through IT Distribution in Euros

4 Weeks to Week 31 (to August 2 2020) vs Same Period 2019

Sorted by largest country

Traffic Lights:	
Above	15%
Inbetween	
Below	-20%

		WESTERN EUROPE														EASTERN EUROPE					CHANNEL TREND		
Business Sectors	Channel	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Belgium	Austria	Sweden	Portugal	Denmark	Finland	Norway	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total
Business Channels	Corporate Reseller	-14%	-8%	-12%	-23%	-18%	-9%	5%	-25%	-37%	-41%	-22%	-13%	-10%	3%	0%	-27%	13%	-39%	-60%	-13%	-7%	-13%
	Small and Medium Reseller	-1%	-9%	16%	7%	20%	14%	18%	-6%	22%	2%	17%	-1%	-23%	3%	-6%	15%	-3%	0%	-11%	4%	1%	3%
	Etailer Business	-4%	12%	-17%	-9%	-28%	-19%	6%	-42%	-41%	-36%	-3%	-22%	18%	-30%	-58%	34%	-22%	-40%	-1%	-9%	-24%	-9%
Retail Channels	Etailer Consumer	38%	35%	17%	-33%	38%	28%	62%	-7%	-82%	17%	51%	-23%	-18%	15%	-47%	71%	16%	-10%	-22%	22%	-10%	17%
	Retail Chain	41%	-5%	25%	9%	44%	50%	38%	1%	55%	14%	38%	33%	64%	46%	13%	52%	40%	119%	-1%	28%	32%	29%



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Largest Industries in Business Channel

% Change in sales through IT Distribution in Euros

4 Weeks to Week 31 (to August 2 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 TREND		
Rank-W30	Rank-W31	Industry Sector	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Belgium	Austria	Sweden	Portugal	Denmark	Finland	Norway	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total
1	1	Mobile Computing	32%	22%	67%	39%	30%	24%	23%	13%	-19%	48%	-8%	-10%	-25%	12%	-1%	30%	16%	8%	13%	25%	10%	23%
3	2	Telecommunications	73%	5%	38%	-10%	65%	118%	15%	-9%	16%	31%	103%	19%	-31%	56%	-67%	64%	-6%	-32%	105%	33%	5%	28%
2	3	Software and Licences	-7%	-2%	17%	5%	-11%	-11%	1%	-9%	-27%	-13%	17%	9%	21%	-9%	108%	2%	-7%	-12%	-41%	-3%	34%	0%
4	4	Printing Consumables	-13%	-31%	-18%	-1%	-4%	-7%	17%	5%	-41%	-20%	-26%	4%	-23%	-2%	-34%	13%	-15%	-43%	-28%	-14%	-24%	-15%
5	5	Warranties and Services	-16%	0%	0%	-23%	12%	-15%	22%	-17%	-26%	-21%	-22%	-23%	7%	-24%	4%	9%	-41%	-43%	-56%	-8%	-6%	-8%
6	6	Displays	-12%	-30%	-17%	-24%	-15%	-15%	4%	-15%	-20%	-10%	-9%	-33%	-38%	-7%	-35%	-27%	69%	-38%	-27%	-20%	-24%	-21%
8	7	Computing Components	-14%	-13%	-14%	11%	-14%	-24%	-14%	-35%	-29%	-37%	-22%	3%	-28%	38%	20%	-11%	-22%	1%	-46%	-11%	4%	-8%
7	8	Disk Storage	-30%	-34%	-15%	-22%	-17%	37%	-8%	-47%	-31%	-26%	-19%	3%	13%	-11%	-26%	-24%	16%	-33%	-69%	-24%	-25%	-24%
9	9	Desktop Computing	-41%	-54%	-31%	-32%	-32%	-27%	-35%	-35%	-6%	-54%	-24%	-28%	-67%	-19%	12%	-26%	-14%	-41%	-45%	-39%	0%	-32%
10	10	Networking Systems	-20%	-22%	-23%	-43%	-27%	-9%	-16%	-3%	-30%	-38%	-9%	-17%	-31%	-17%	10%	0%	21%	-18%	26%	-24%	8%	-20%
11	11	Printing	-29%	-21%	-38%	-27%	-21%	-20%	6%	-15%	-48%	-7%	-57%	-28%	-28%	-49%	-26%	-13%	-28%	-53%	-42%	-29%	-25%	-28%
12	12	Computing Accessories	35%	22%	56%	42%	64%	62%	28%	31%	18%	23%	23%	-12%	7%	24%	-16%	20%	12%	-7%	3%	34%	-2%	30%
13	13	Audio-Video Systems	-5%	-24%	-30%	18%	15%	148%	-4%	9%	-63%	7%	61%	49%	-28%	11%	-38%	-44%	-9%	13%	-6%	-3%	-30%	-5%
14	14	Server Computing	-21%	-9%	-3%	-43%	-45%	63%	-16%	-53%	-24%	8%	-74%	-29%	-72%	-4%	23%	-8%	25%	-33%	-62%	-22%	11%	-15%
15	15	Data Center Networking and Security	-33%	-2%	-18%	-55%	-4%	-7%	-29%	-40%	12%	-16%	29%	-33%	7%	23%	-27%	-60%	-50%	95%	-38%	-19%	-33%	-21%
16	16	Wireless Networking	4%	-25%	-10%	-35%	-8%	-28%	-44%	-32%	-22%	-59%	-59%	-61%	46%	21%	33%	10%	26%	-25%	-2%	-17%	21%	-14%
17	17	Wearable Devices	52%	-30%	37%	64%	-17%	1%	28%	37%	-24%	15%	184%	8%	-89%	17%	-39%	28%	-34%	10%	-36%	6%	-11%	3%
18	18	Other Networking Equipment	-18%	-23%	-14%	-33%	-13%	24%	-7%	-14%	-32%	-24%	-30%	-38%	-6%	21%	20%	28%	163%	-7%	1%	-17%	27%	-11%
19	19	Power Equipment	-13%	-36%	-12%	-20%	-10%	-3%	-15%	-30%	-24%	-34%	-9%	-21%	11%	5%	-34%	-9%	-26%	-28%	-23%	-19%	-30%	-22%
20	20	Connectivity	-1%	-16%	-6%	-27%	33%	13%	-11%	-19%	-27%	-29%	-36%	6%	-4%	-11%	15%	37%	-34%	-36%	-20%	-11%	5%	-10%
21	21	Removable Storage	-26%	-79%	-10%	10%	-18%	25%	-19%	-11%	17%	-61%	1009%	-15%	-54%	5%	-66%	-14%	-2%	-45%	-24%	-31%	-32%	-31%
22	22	Electronics	-28%	-19%	-33%	-18%	-90%	12%	-32%	-4%	-47%	-46%	59%	-25%	60%	-43%	62%	-33%	7%	-74%	28%	-42%	34%	-27%
23	23	Smart Home and Office	43%	-14%	132%	-39%	29%	48%	-98%	-31%	-31%	375%	848%	117%	-30%	-70%	152%	18%	207%	2771%	51%	-8%	141%	-2%
24	24	Games Consoles	314%		-41%	284%	119%	81%	-26%	25%	493%	10%	225%	16%	126%	561%	-77%	-18%	-53%	99%	273%	113%	6%	58%
25	25	Unified Communications	-27%	-44%	-45%	-64%	-31%	-3%	-60%	-32%	12%	-74%	-68%	18%	-59%	-77%	-8%	-2%	-57%	-45%	-12%	-44%	-10%	-38%
26	26	Scanner Imaging	-31%	-9%	37%	-1%	-5%	-25%	-47%	-41%	-86%	-6%	-11%	145%	-38%	-39%	-50%	-32%	-49%	139%	-67%	-18%	-46%	-23%
28	27	Security	-22%	-21%	24%	10%	4%	1%	-12%	-32%	-28%	168%	93%	132%	157%	-82%	-7%	-4%	25%	81%	-53%	-15%	-4%	-12%
27	28	Terminals, Thin Clients and Points of Sales	2%	-11%	-63%	-61%	30%	-17%	204%	-57%	-59%	-54%	-59%	-86%	-73%	-35%	-64%	-54%	-80%	-19%	-64%	-17%	-63%	-26%
29	29	Tape Storage	-20%	-64%	18%	-61%	29%	-69%	-72%	8%	-64%	-6%	-15%	-55%	-59%	-49%	-42%	-56%	102%	-75%	-52%	-39%	-40%	-39%
30	30	Photo and Video Cameras	3%	-1%	6%	-74%	286%	-9%	-89%	-68%	-63%	-36%	-62%	-64%	48%	-78%	-61%	-79%	10%	10%	-63%	-22%	-47%	-36%

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Largest Industries in Consumer Channel

% Change in sales through IT Distribution in Euros

4 Weeks to Week 31 (to August 2 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 TREND		
Rank-W30	Rank-W31		Germany	UK & Ireland	Italy	France	Spain	Switzerland	Belgium	Austria	Sweden	Portugal	Denmark	Finland	Norway	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total
1	1	Mobile Computing	45%	14%	60%	7%	46%	31%	17%	-8%	60%	30%	23%	19%	-25%	28%	-5%	29%	40%	12%	48%	33%	10%	28%
3	2	Telecommunications	46%	6%	23%	-28%	42%	249%	78%	-19%	-1%	-14%	13%	18%	94%	17%	-76%	91%	52%	41%	125%	21%	29%	22%
2	3	Software and Licences	39%	48%	-57%	42%	146%	82%	121%	420%	-12%	148%	296%	246%	452%	231%	109%	19%	77%	236%	171%	64%	57%	63%
4	4	Printing Consumables	2%	-5%	-16%	8%	-14%	-2%	42%	-7%	27%	-24%	-41%	3%	-10%	35%	-46%	-11%	-48%	-33%	-46%	-3%	-41%	-9%
5	5	Warranties and Services	180%	817%	326%	98%	282%	5%	175%	38%	439%	-24%	114%	152%	302%	-12%	1148%	250%	-19%	-52%	-92%	266%	387%	274%
6	6	Displays	82%	52%	-7%	36%	147%	54%	-2%	156%	192%	69%	200%	72%	-22%	-2%	63%	68%	48%	33%	12%	50%	59%	52%
8	7	Computing Components	53%	25%	194%	-31%	68%	77%	89%	89%	0%	197%	20%	-19%	-63%	74%	-15%	42%	8%	14%	26%	36%	12%	28%
7	8	Disk Storage	14%	31%	-19%	-19%	40%	19%	21%	18%	-10%	189%	109%	38%	3%	46%	34%	-5%	-31%	7%	-46%	20%	8%	17%
9	9	Desktop Computing	39%	-14%	12%	39%	-17%	6%	-29%	38%	189%	31%	40%	56%	-29%	82%	8%	19%	13%	216%	1%	21%	14%	19%
10	10	Networking Systems	4%	-18%	93%	-15%	123%	64%	62%	-6%	20%	237%	220%	23%	59%	62%	103%	100%	107%	94%	-78%	14%	82%	29%
11	11	Printing	3%	14%	47%	31%	-1%	20%	120%	100%	62%	-41%	43%	63%	76%	37%	3%	19%	44%	91%	20%	21%	12%	18%
12	12	Computing Accessories	67%	23%	83%	33%	68%	65%	13%	27%	30%	46%	103%	53%	-45%	72%	25%	65%	26%	31%	27%	54%	36%	50%
13	13	Audio-Video Systems	14%	-4%	7%	13%	74%	-8%	40%	-48%	30%	38%	181%	50%	52%	56%	-19%	100%	82%	76%	57%	17%	50%	20%
14	14	Server Computing	308%	-13%	283%	436%	272%	65%	125%	238%	403%	58%	853%	87%	-68%	150%	787%	527%	113%	2613%	104%	139%	641%	241%
15	15	Data Center Networking and Security	619%	93%	629%	475%	193%	532%	-27%	487%	798%	1048%	219%	502%	658%	5%	346%	93%	882%	1525%	30%	257%	274%	259%
16	16	Wireless Networking	40%	-34%	39%	-22%	127%	70%	62%	51%	17%	152%	134%	-60%	95%	144%	51%	146%	-21%	28%	-23%	26%	57%	29%
17	17	Wearable Devices	-2%	4%	12%	-46%	134%	30%	8%	17%	-10%	97%	-8%	-31%	-19%	-16%	-37%	200%	4%	13%	-33%	11%	59%	15%
18	18	Other Networking Equipment	50%	-25%	16%	-32%	167%	38%	117%	306%	13%	47%	31%	157%	1975%	41%	175%	44%	169%	-1%	-32%	24%	124%	30%
19	19	Power Equipment	64%	-14%	-6%	-44%	24%	18%	39%	36%	-32%	-72%	19%	27%	-57%	5%	28%	-14%	13%	84%	11%	-1%	20%	7%
20	20	Connectivity	14%	5%	-55%	1%	47%	15%	7%	-11%	38%	-10%	34%	82%	-10%	26%	-16%	18%	11%	17%	-22%	0%	2%	0%
21	21	Removable Storage	-41%	-45%	-58%	76%	-33%	-3%	17%	-6%	-11%	-62%	-16%	-23%	-23%	35%	-56%	-9%	-40%	-27%	21%	-33%	-30%	-32%
22	22	Electronics	-47%	-70%	-45%	21%	-69%	-13%	-71%	-69%	264%	-78%	-10%	-52%	-62%	-40%	311%	22%	250%	-88%	33%	-33%	110%	-27%
23	23	Smart Home and Office	0%	-7%	2%	-36%	115%	-4%	12480%	-54%	-73%	50%	139%	27%	710%	-2%	-38%	456%	75%	9317%	-40%	-5%	512%	-2%
24	24	Games Consoles	86%		146%	56%	50%	149%	176%	32%	283%	61%	2090%	-26%	147%	61%	63%	145%	119%	134%	92%	82%	129%	96%
25	25	Unified Communications	3%	-49%	-18%	38%	20%	36%	57%	-95%	-1%		319%	23%	-37%	90%	95%	485%	-82%	-78%	-93%	2%	96%	7%
26	26	Scanner Imaging	58%	1%	26%	23%	45%	7%	1%	82%	333%	146%	586%	85%	662%	120%	183%	136%	60%	289%	73%	47%	155%	60%
28	27	Security	81%	-35%	-64%	20%	99%	-17%	-32%	-39%	45%	84%	78%	6%	64%	8%	138%	67%	64%	274%	46%	-7%	99%	-1%
27	28	Terminals, Thin Clients and Points of Sales	165%	-79%	286%		-23%	116%	3%	-30%		22%	893%	-37%	263%	-72%	208%	317%	3266%	382%	2592%	-36%	228%	21%
29	29	Tape Storage	208%	27%	-28%	1188%	166%	80%	-26%	88%		3302%	365%	476%	-56%	500%	1318%	7571%	-72%			189%		273%
30	30	Photo and Video Cameras	220%	25%	-48%	-210%	-27%	-28%	-50%	-95%	-90%	-39%	-25%	-39%	-93%	-68%	-49%	-18%	-25%	-14%	-78%	-29%	-26%	-27%

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Above	15%
Inbetween	
Below	-20%

			WESTERN EUROPE														EASTERN EUROPE					CATEGORY TREND		
Rank-W30	Rank-W31	Category	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Belgium	Austria	Sweden	Portugal	Denmark	Finland	Norway	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total
1	1	Notebooks	17%	24%	64%	39%	35%	34%	19%	21%	-16%	63%	-13%	-8%	-37%	21%	-2%	27%	7%	11%	13%	24%	8%	22%
2	2	Warranties and Services	-16%	0%	0%	-23%	12%	-15%	22%	-17%	-26%	-21%	-22%	-23%	7%	-24%	4%	9%	-41%	-43%	-56%	-8%	-6%	10%
3	3	Smartphones	79%	16%	40%	8%	69%	163%	12%	-14%	16%	34%	107%	20%	-35%	56%	-77%	68%	-6%	-32%	108%	39%	7%	40%
6	4	Tablet PCs	83%	19%	86%	45%	7%	-6%	30%	-33%	-24%	-13%	28%	-13%	35%	-24%	19%	83%	79%	-45%	45%	32%	46%	-16%
4	5	Toner	-16%	-37%	-23%	-5%	-23%	-3%	0%	-10%	-48%	-33%	-49%	0%	-11%	0%	-37%	1%	-15%	-44%	-25%	-20%	-29%	-27%
5	6	Desktops	-41%	-54%	-30%	-31%	-32%	-21%	-39%	-45%	7%	-52%	-15%	-23%	-64%	-20%	6%	-26%	-12%	-44%	-44%	-38%	-4%	24%
7	7	Office Applications Software	-13%	-12%	0%	9%	-3%	3%	7%	16%	-7%	-26%	-4%	21%	28%	-5%	309%	-10%	-6%	61%	17%	-4%	108%	33%
8	8	Security Software	44%	30%	15%	-7%	-23%	-12%	56%	-27%	-35%	1%	-6%	31%	15%	37%	43%	-25%	-42%	-19%	-51%	21%	4%	52%
10	9	Network Switches	-18%	-26%	-29%	-43%	-30%	-13%	-13%	13%	-26%	-50%	-21%	-23%	-32%	-13%	13%	-3%	23%	-18%	15%	-26%	10%	58%
11	10	Ink Cartridges and Tanks	-8%	-20%	-12%	1%	22%	-22%	80%	36%	-36%	15%	98%	5%	-39%	-3%	-32%	38%	-20%	-38%	-39%	-5%	-12%	-19%
9	11	Data Management Software	12%	34%	-16%	17%	-12%	-1%	-60%	49%	-52%	-32%	26%	3%	86%	-40%	310%	22%	10%	-10%	-83%	7%	54%	-5%
14	12	Servers (PC/Mac)	-17%	-12%	6%	-48%	-27%	49%	-5%	-39%	15%	-23%	-77%	-40%	-76%	21%	3%	42%	29%	-33%	-64%	-20%	2%	-3%
12	13	Operating Systems Software	-24%	0%	-8%	-16%	26%	-2%	27%	-44%	-10%	-24%	-30%	-5%	-44%	-21%	-20%	-26%	-8%	-26%	-69%	-13%	-24%	-11%
13	14	Monitors	-12%	-1%	-28%	-26%	-15%	-3%	20%	-4%	-18%	-33%	-12%	-17%	-29%	-6%	-49%	-15%	9%	-43%	-30%	-13%	-38%	-8%
16	15	Processors	-19%	-1%	-29%	44%	-16%	-33%	-16%	-44%	-30%	-45%	-7%	-8%	13%	78%	36%	-10%	-46%	157%	-58%	-9%	8%	-4%
15	16	Solid State Drives (SSDs)	-30%	-15%	-23%	-10%	-12%	48%	-33%	-45%	-39%	-42%	-25%	4%	73%	-33%	-1%	-22%	29%	-62%	-52%	-21%	-13%	-2%
17	17	Graphics and Design Software	-33%	-40%	32%	-7%	-4%	-8%	-48%	-40%	-31%	-12%	-14%	19%	-62%	-38%	2%	0%	21%	25%	8%	-25%	3%	-7%
20	18	RAM Memory	-11%	-21%	-13%	-7%	-22%	-35%	-19%	-23%	-43%	-23%	-31%	29%	-51%	4%	-1%	-34%	1%	-41%	-31%	-17%	-9%	-6%
18	19	Hard Disk Drives (HDDs)	-17%	-24%	-1%	-7%	-20%	-6%	-27%	-45%	-46%	-6%	-24%	-25%	-39%	28%	-36%	-19%	-3%	-6%	-73%	-14%	-31%	69%
21	20	Disk Arrays	-49%	-53%	-17%	-39%	-20%	127%	95%	-54%	-1%	-3%	-5%	22%	-24%	-30%	-41%	-38%	64%	58%	-95%	-38%	-37%	-19%
22	21	Headsets/Headphones and Microphones	6%	-14%	-30%	31%	9%	192%	-1%	16%	-72%	14%	78%	67%	-30%	18%	-25%	-49%	-5%	32%	3%	4%	-23%	-16%
19	22	Virtualisation Software	8%	-7%	-9%	-37%	222%	-27%	35%	253%	50%	219%	180%	72%	26%	21%	21%	201%	36%	-14%	-35%	19%	58%	4%
25	23	Large Format Displays	-7%	-36%	-12%	-22%	-19%	-35%	3%	-10%	-12%	7%	-9%	-31%	-45%	-13%	56%	-64%	-5%	-37%	-40%	-26%	-8%	26%
24	24	Network Management and Security Appliances	-26%	20%	-8%	-24%	45%	14%	37%	-30%	91%	63%	52%	14%	10%	17%	-58%	-49%	-62%	66%	-53%	3%	-56%	-3%
23	25	Network Management Software	18%	-22%	23%	-19%	-44%	-18%	107%	-46%	-5%	-34%	-25%	12%	-17%	36%	98%	13%	30%	-75%	-14%	-7%	51%	-20%
26	26	Wireless Access Points	6%	-24%	-10%	-37%	-6%	-29%	-45%	-32%	-27%	-61%	-57%	-67%	45%	27%	32%	11%	24%	-26%	8%	-16%	21%	-5%
27	27	Docking Stations	34%	34%	105%	70%	97%	47%	50%	39%	-10%	-1%	0%	-39%	-9%	54%	-18%	9%	10%	-4%	-13%	43%	-4%	47%
29	28	All-in-One Lasers	-38%	-37%	-10%	-21%	-11%	-5%	95%	-23%	-49%	-27%	-65%	-46%	-49%	-59%	-38%	1%	-16%	-60%	-53%	-29%	-34%	2%
31	29	Transceivers	-13%	-17%	-30%	-39%	-28%	22%	-16%	-1%	-33%	-38%	-30%	-37%	-26%	22%	122%	88%	290%	7%	4%	-18%	121%	-23%
30	30	Network Routers	-33%	-1%	15%	-42%	-23%	17%	-40%	-70%	-49%	15%	102%	48%	-5%	-27%	3%	10%	10%	-20%	56%	-18%	5%	-1%
28	31	Database Management Software	-43%	-13%	-17%	-5%	8%	20%	-27%	230%	80%	-28%	-8%	45%	-10%	21%	32%	-31%	-46%	7%	38%	-15%	-18%	-3%
33	32	Desktop Workstations (PC/Mac)	-48%	-58%	-37%	-40%	-30%	-52%	-10%	7%	-45%	-67%	-48%	-53%	-74%	-10%	102%	-20%	-17%	55%	-51%	-44%	49%	66%
34	33	Notebook Workstations	-8%	-13%	48%	9%	59%	-2%	81%	20%	-36%	-50%	-40%	-34%	-63%	42%	6%	1%	-30%	11%	-28%	-3%	-2%	-28%
36	34	Integrated Systems	-41%	50%	-27%	-29%	-68%	175%	-41%	-79%	-74%	639%	19%	4038%	-72%	-48%	732%	102%	-64%	86%	-64%	-28%	580%	-1%
35	35	Cables and Connectivity Adapters	-2%	-13%	-6%	-27%	29%	11%	-7%	-14%	-28%	-33%	-21%	1%	-6%	-5%	3%	32%	-8%	-37%	-15%	-10%	5%	-11%
38	36	Graphics Cards	-4%	-23%	16%	1%	17%	-60%	88%	-48%	28%	-7%	-23%	-45%	-65%	-13%	-60%	8%	79%	-59%	-14%	-9%	-28%	1%
37	37	Uninterruptable Power Supplies (UPS)	-20%	-20%	-16%	-25%	-11%	1%	-34%	-38%	-34%	-12%	-43%	-43%	-16%	18%	-40%	-12%	-13%	-41%	-10%	-19%	-35%	-24%
32	38	Developer Tools Software	-25%	43%	96%	-30%	7%	39%	-34%	9%	107%	62%	57%	-72%	76%	-14%	356%	77%	-21%	36%	-72%	7%	41%	-5%
39	39	Long Life Consumables	-13%	-36%	-10%	17%	-28%	28%	-4%	6%	-23%	-29%	-23%	-18%	11%	1%	-26%	-1%	-21%	-64%	39%	-13%	-22%	-10%
41	40	All-In-One Inkjets	-8%	21%	-20%	-27%	1%	-28%	-26%	-20%	-79%	63%	29%	-24%	-34%	-31%	-4%	-4%	-2%	-14%	6%	-11%	-3%	5%
40	41	Network Expansion Modules	-38%	22%	-17%	-49%	-32%	28%	-42%	-6%	-42%	-81%	30%	-84%	-11%	35%	75%	9%	-52%	104%	-29%	-19%	58%	-4%
43	42	Televisions	-41%	-54%	3%	-14%	39%	-16%	4%	-40%	-1%	115%	54%	120%	130%	-54%	84%	-24%	1153%	-32%	231%	-16%	60%	-19%
42	43	Laser Printers	-33%	-23%	17%	-17%	-24%	-27%	-22%	27%	7%	49%	-79%	15%	-30%	-31%	-18%	-2%	-23%	-64%	-37%	-20%	-17%	-7%
44	44	Keyboards and Keypads	-8%	5%	-13%	17%	48%	72%	0%	16%	16%	-1%	111%	7%	18%	69%	-12%	12%	-26%	-18%	4%	11%	-9%	11%
46	45	Projectors	-18%	-63%	-8%	-29%	-33%	15%	-32%	-55%	-30%	-42%	-62%	-85%	-54%	-10%	-74%	-16%	-31%	-17%	-58%	-39%	-31%	28%
47	46	VOIP Systems	-26%	-43%	-45%	-65%	-31%	-4%	-60%	-30%	17%	-74%	-67%	8%	-62%	-78%	-8%	-3%	-53%	-47%	-13%	-44%	-10%	-32%
45	47	Servers (Unix)	-18%	-76%	322%	-45%	-84%	-96%	-15%	-74%		444%	-100%			-71%		-96%	99%			-39%	-53%	-38%

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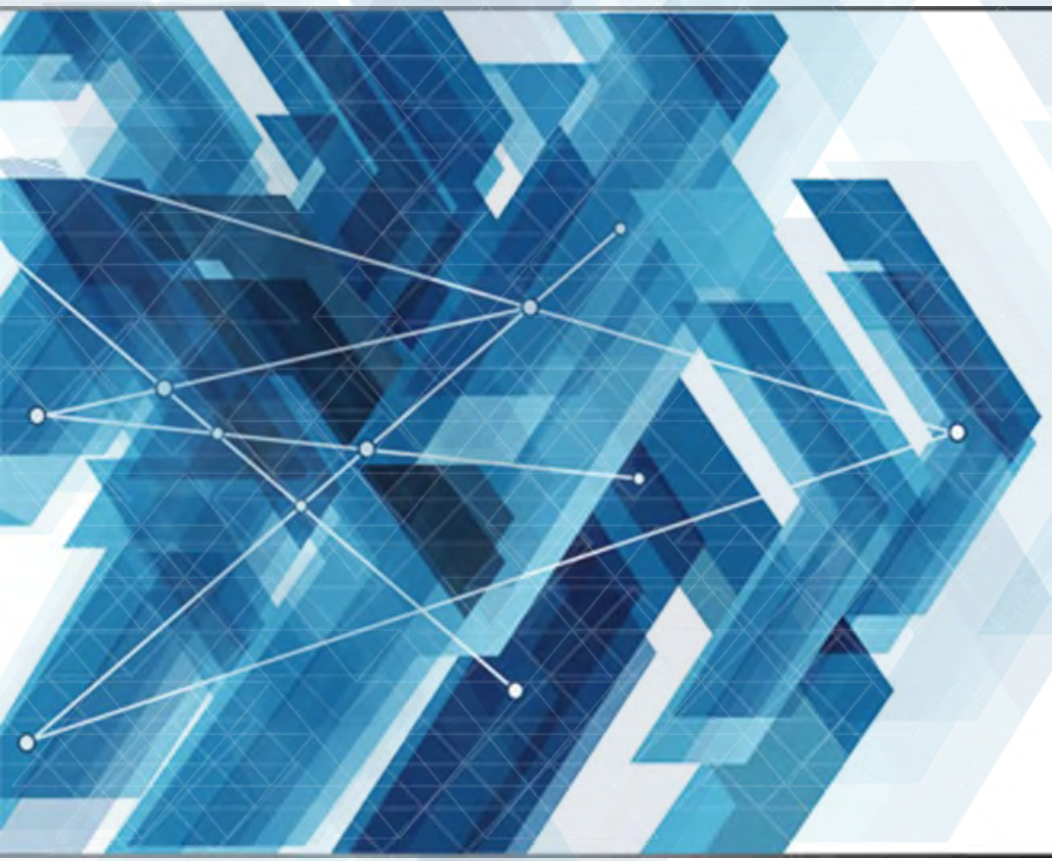
			WESTERN EUROPE														EASTERN EUROPE					CATEGORY TREND		
Rank-W30	Rank-W31	Category	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Belgium	Austria	Sweden	Portugal	Denmark	Finland	Norway	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total
1	1	Smartphones	47%	15%	23%	-28%	43%	265%	78%	-20%	-1%	-13%	13%	15%	94%	17%	-79%	93%	53%	41%	133%	23%	31%	24%
2	2	Notebooks	36%	8%	54%	5%	38%	33%	10%	-14%	73%	35%	19%	11%	-32%	21%	-6%	25%	31%	10%	37%	27%	7%	22%
3	3	Tablet PCs	78%	38%	87%	8%	73%	18%	52%	7%	30%	6%	34%	73%	104%	36%	35%	87%	115%	27%	78%	52%	66%	53%
5	4	Ink Cartridges and Tanks	6%	-4%	-10%	10%	-19%	-11%	60%	-7%	34%	-26%	-46%	12%	-13%	54%	-24%	-20%	-41%	-48%	-44%	-1%	-30%	-4%
4	5	Monitors	86%	81%	71%	32%	111%	64%	67%	193%	160%	39%	104%	40%	-43%	-6%	34%	77%	58%	50%	14%	73%	49%	67%
6	6	Desktops	34%	-16%	12%	27%	-19%	12%	-31%	30%	189%	33%	27%	67%	-33%	80%	-8%	17%	12%	211%	-7%	19%	3%	15%
7	7	Headsets/Headphones and Microphones	10%	16%	24%	30%	62%	-4%	65%	-53%	19%	68%	334%	64%	48%	53%	-18%	118%	82%	105%	60%	25%	54%	28%
8	8	Processors	98%	3%	247%	-34%	69%	129%	164%	162%	17%	226%	40%	-40%	-34%	57%	5%	31%	19%	-3%	70%	35%	19%	30%
9	9	Hard Disk Drives (HDDs)	77%	24%	42%	-9%	90%	58%	-4%	56%	15%	344%	44%	18%	-34%	38%	-20%	9%	-24%	94%	10%	48%	-11%	29%
11	10	Smart Watches	-2%	79%	1%	34%	177%	85%	5%	19%	-24%	116%	-38%	-32%	-17%	19%	-60%	157%	23%	-3%	-32%	31%	41%	32%
15	11	Televisions	191%	1%	-34%	1435%	966%	70%	-60%	58%	4212%	736%	1587%	97%	347%	18%	411%	62%	14%	10%	-22%	7%	75%	23%
12	12	Graphics Cards	32%	71%	295%	-10%	50%	39%	282%	21%	-20%	141%	23%	-9%	-96%	112%	-38%	59%	17%	31%	9%	38%	14%	31%
13	13	Network Routers	6%	14%	122%	-21%	211%	41%	26%	-14%	-34%	236%	78%	96%	38%	48%	69%	98%	59%	29%	-92%	18%	46%	25%
10	14	Solid State Drives (SSDs)	-26%	41%	-39%	-36%	-12%	-14%	3%	-9%	-31%	114%	133%	31%	3%	87%	78%	-17%	-37%	-15%	-57%	-11%	4%	-7%
14	15	All-In-One Inkjets	-24%	-1%	42%	1%	-7%	-20%	144%	76%	35%	-46%	3%	-17%	11%	-13%	-55%	30%	180%	27%	-14%	-1%	3%	0%
16	16	All-in-One Lasers	40%	5%	42%	57%	7%	72%	73%	115%	62%	-18%	140%	118%	135%	218%	9%	-1%	5%	75%	74%	47%	9%	29%
17	17	Toner	-12%	-15%	-44%	-12%	-8%	14%	-7%	-16%	-1%	17%	-27%	-15%	1%	8%	-60%	2%	-58%	26%	-67%	-14%	-54%	-27%
18	18	Warranties and Services	180%	817%	326%	98%	282%	5%	175%	38%	439%	-24%	114%	152%	302%	-12%	1148%	250%	-19%	-52%	-92%	266%	387%	274%
19	19	Wireless Access Points	44%	-36%	36%	-24%	135%	71%	69%	54%	15%	153%	123%	-65%	107%	156%	44%	178%	-24%	19%	-18%	26%	55%	29%
20	20	Network Switches	1%	-40%	-20%	-8%	10%	85%	97%	5%	162%	239%	373%	1%	547%	92%	201%	102%	151%	287%	301%	4%	180%	35%
21	21	Digital Media Players	87%	32%	30%	27%	161%	48%	-80%	65%	135%	8%	-20%	-6%	53%	93%	33%	10%	710%	254%	12%	66%	110%	67%
22	22	RAM Memory	47%	-11%	13%	4%	117%	37%	-48%	30%	10%	144%	26%	-2%	-73%	90%	49%	33%	12%	4%	84%	39%	37%	38%
23	23	Keyboards and Keypads	62%	45%	63%	60%	106%	149%	27%	16%	57%	72%	67%	31%	64%	50%	56%	78%	6%	26%	109%	65%	55%	63%
25	24	Mice	14%	-10%	70%	12%	44%	43%	5%	-9%	-6%	22%	96%	-11%	-24%	36%	5%	89%	9%	7%	40%	21%	26%	22%
24	25	Security Software	68%	111%	-80%	295%	20%	146%	122%	887%	-90%	104%	529%	684%	5397%	-36%	462%	20%	98%	11868%	1328%	37%	139%	43%
26	26	Laser Printers	42%	161%	42%	239%	-14%	92%	31%	208%	216%	64%	41%	555%	150%	130%	6%	-12%	-1%	362%	2%	76%	6%	41%
28	27	Games Accessories	91%		184%	72%	56%	163%	176%	30%	236%	61%	2540%	-27%	190%	57%	63%	175%	90%	100%	45%	88%	131%	98%
29	28	Smart Bands and Activity Trackers	-96%	-57%	196%	-75%	99%	-34%	-100%	-39%	245%	61%	3406%	5426%	111%	-81%	-4%	255%	-22%	39%	-40%	-25%	93%	-11%
27	29	NAS Devices	73%	19%	48%	-38%	-25%	0%	73%	53%	-21%	1%	192%	80%	-48%	-11%	-19%	77%	-32%	50%	-56%	37%	6%	33%
30	30	Mobile Computing Cases	117%	0%	101%	7%	10%	214%	58%	96%	-10%	-4%	177%	147%	-43%	45%	6%	3%	64%	100%	81%	60%	23%	56%
33	31	Uninterruptable Power Supplies (UPS)	90%	-21%	-27%	-11%	84%	33%	51%	236%	-41%	-79%	260%	125%	278%	59%	33%	22%	15%	88%	180%	27%	33%	30%
34	32	Powerline Devices	47%	20%	50%	-30%	198%	34%	133%	162%	-13%	35%	20%	30%	29%	24%	27%	48%	178%	78%	-61%	29%	38%	29%
32	33	Operating Systems Software	33%	-1%	512%	142%	270%	18%	3%	89%	45%	276%	1001%	253%	364%	373%	-23%	14%	-8%	51%	6%	92%	-2%	54%
36	34	Cables and Connectivity Adapters	10%	6%	-57%	-2%	63%	13%	8%	-11%	44%	-14%	23%	78%	-14%	27%	-42%	20%	10%	24%	-21%	-1%	-8%	-2%
35	35	Portable Speakers	-71%	-25%	-24%	-28%	-8%	-46%	40%	21%	-89%	-99%	-42%	103%	86386%	-74%	-68%	-48%	-44%	-38%	-64%	-32%	-53%	-33%
31	36	Office Applications Software	-4%	-17%	22%	212%	9%	58%	36%	168%	25%	59%	5%	60%	217%	38%	-20%	16%	55%	80%	14%	18%	13%	17%
37	37	Projectors	0%	-6%	25%	7%	-19%	15%	114%	56%	2%	-35%	461%	360%	923%	93%	-5%	27%	64%	22%	231%	11%	37%	15%
38	38	Smart Speakers	-19%	-14%	-36%	-52%	68%	-41%		-69%	-86%	-56%	318%	-89%				1066%		-82%		-30%		-30%
40	39	IP Cameras	81%	-30%	-64%	20%	99%	-17%	-32%	-39%	45%	86%	78%	6%	64%	8%	142%	64%	64%	266%	46%	-4%	-32%	2%
39	40	Memory Cards	18%	-36%	-85%	88%	-23%	-8%	-48%	-10%	1%	-66%	-40%	-45%	-25%	31%	-66%	-35%	-35%	-31%	12%	-30%	100%	-34%
42	41	Smartphone Protective Cases	-16%	-91%	3%	-61%	-40%	88%	-5%	-36%	46%	95%	80%	200%	-17%	-21%	193%	-60%	48%	-31%		-51%	-19%	-47%
43	42	Mobile Phones	-39%	-28%	-69%	-70%	-21%	274%	568%	44%	-15%	-91%	-15%	80%	259%	3%	-62%	-55%	-12%	-5%	62%	-22%	-11%	-32%
41	43	USB Memory	-91%	-58%	63%	98%	-51%	2%	141%	-5%	-34%	-64%	42%	6%	46%	57%	-62%	20%	-54%	-28%	41%	-49%	-61%	-45%
44	44	Digital Cameras	200%	-70%	-38%	-117%	-38%	-18%	-41%	-100%	550%	-41%	22%	-48%	330%	-42%	-86%	-18%	-33%	-25%	-80%	-37%	14%	-34%
45	45	Consoles Fixed	50%		-20%	-52%	-47%	5%		63%	9039%	58%	-85%	-6%	-100%	-19613%	516%	108%	183%	-310%	253%	27%	159%	90%



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