IT Industry Update

22nd July 2020

CONTEXT Weekly IT Industry Forum

01 CLIMATE SURVEY FEEDBACK

02 TOP TREND REPORTS TO WEEK 28
Q3 GUIDANCE

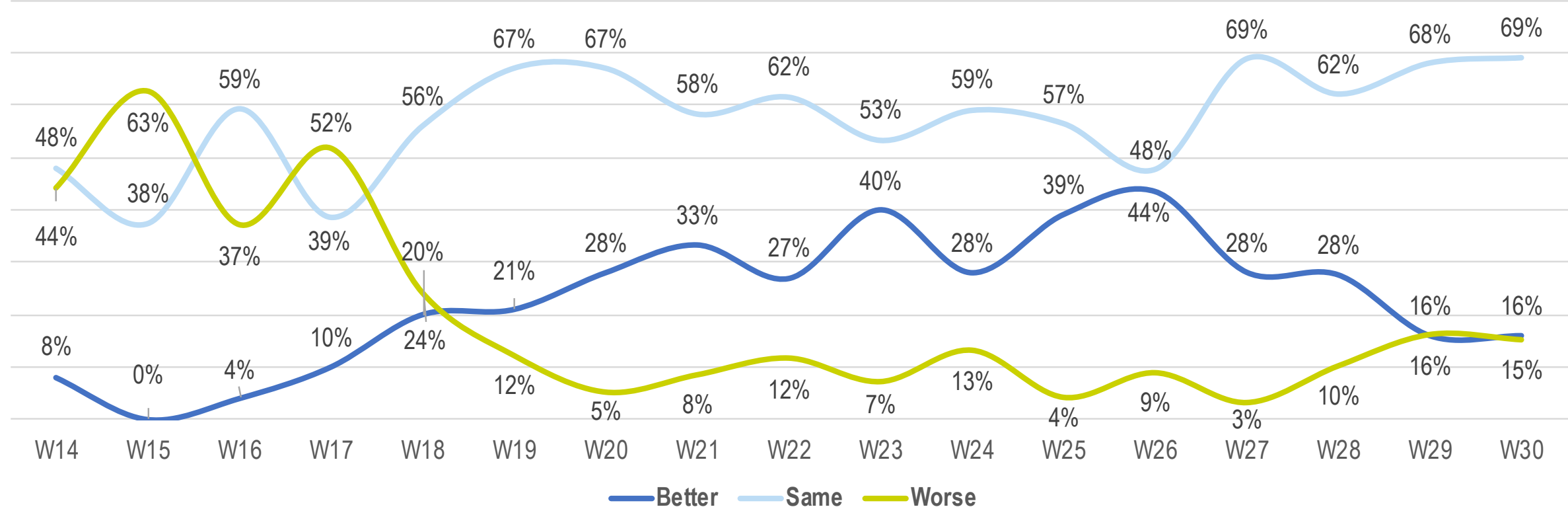**03** SPAIN INSIGHT – ELENA MONTANES, COUNTRY MANAGER

04 THE RISE OF REFILLABLE PRINTERS – ANTHONY FROT,
REGION MANAGER - ASIA

CONTEXT Weekly IT Industry Forum

CLIMATE SURVEY FEEDBACK – PROGRESS

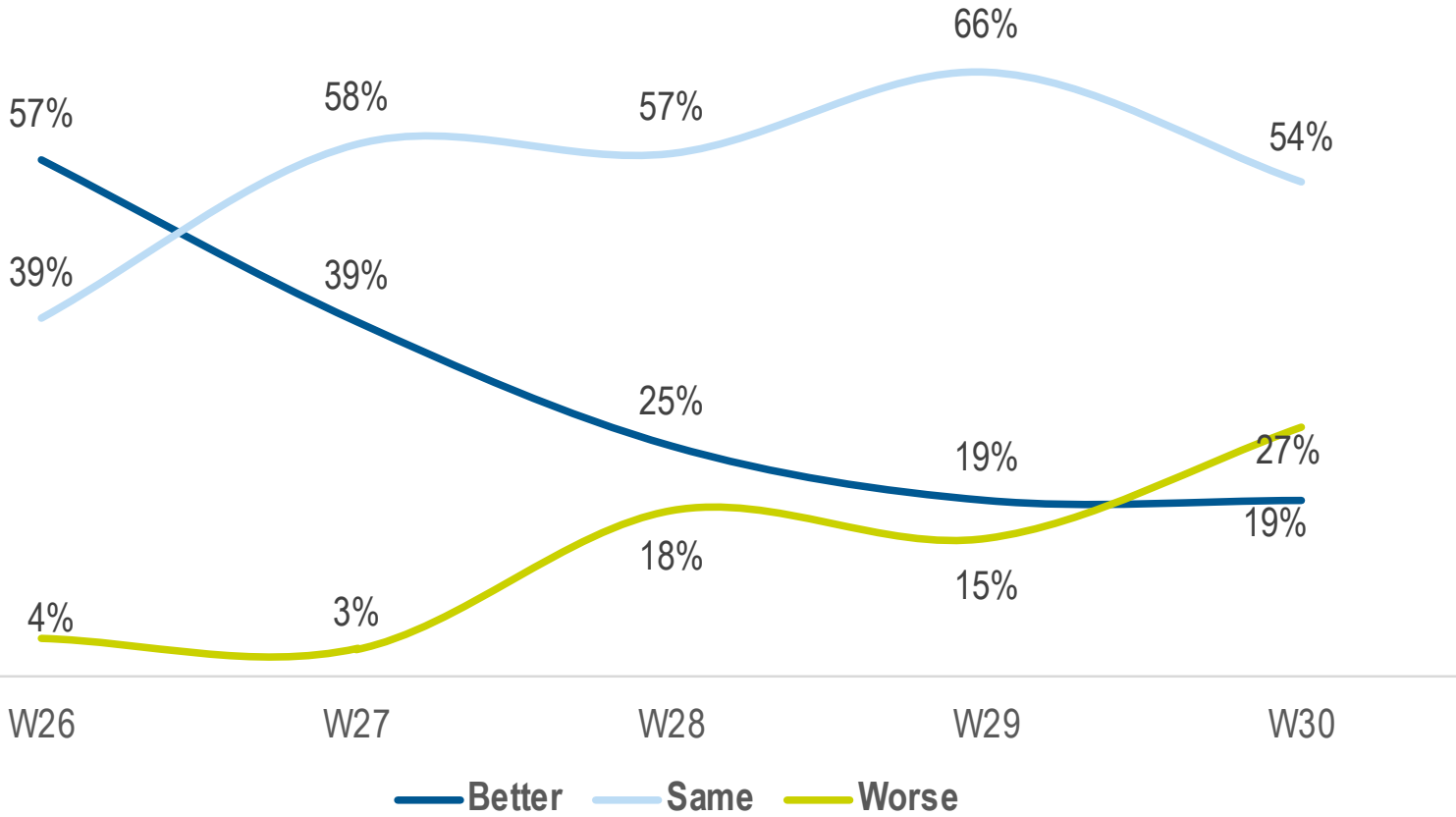## How is the situation for the IT industry in your country (compared to last week)?

26 responses

CLIMATE SURVEY FEEDBACK – PIPELINE

My pipeline of order has increased (compared to last week)?

66%

57%   58%   57%   54%

39%   39%

                          25%   19%
39%   27%
                          18%   19%
                                       15%
4%   3%

W26   W27   W28   W29   W30

Better   **Same**   **Worse**

26 responses

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BUSINESS PRODUCTS

For the business focused products that I track, I estimate Q3 growth year on year to be

Legend: <-10% | -10% to 0% | 0 to +10% | >10%

Average 15 responses per category

CONTEXT Weekly IT Industry Forum
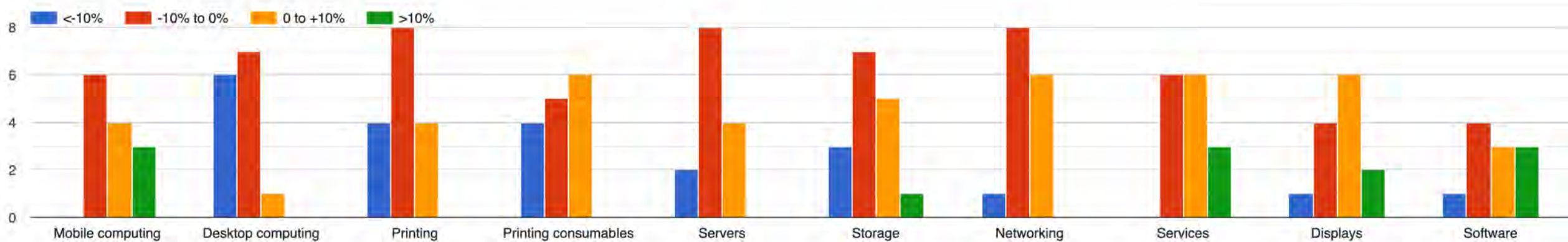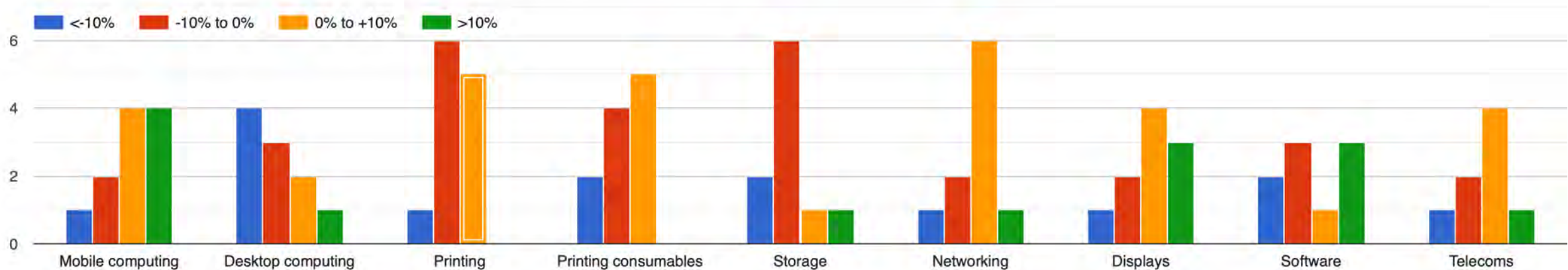
CONSUMER PRODUCTS

For the consumer focused products that I track, I estimate Q3 growth year on year to be

Legend: <-10% | -10% to 0% | 0% to +10% | >10%

Categories: Mobile computing, Desktop computing, Printing, Printing consumables, Storage, Networking, Displays, Software, Telecoms

Average 15 responses per category

WEEKLY REPORTS

01

REVENUE INDEX

4 week rolling revenue trends, revenue of base 100 is full year 2019 *4 / 52 , predictive indications, by country and region

02

REVENUE TRENDS

4 week rolling revenue % growth/decline trends compared to prior year, 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)
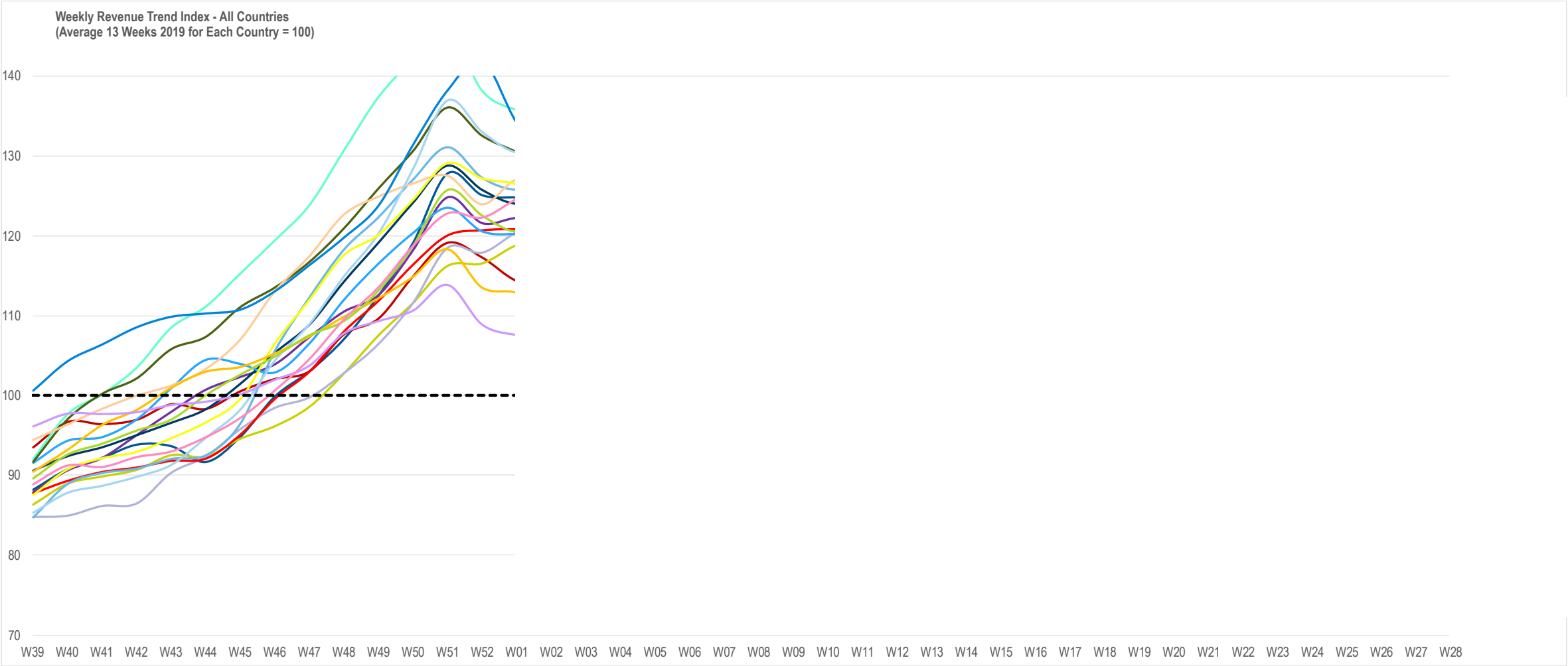
04

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)
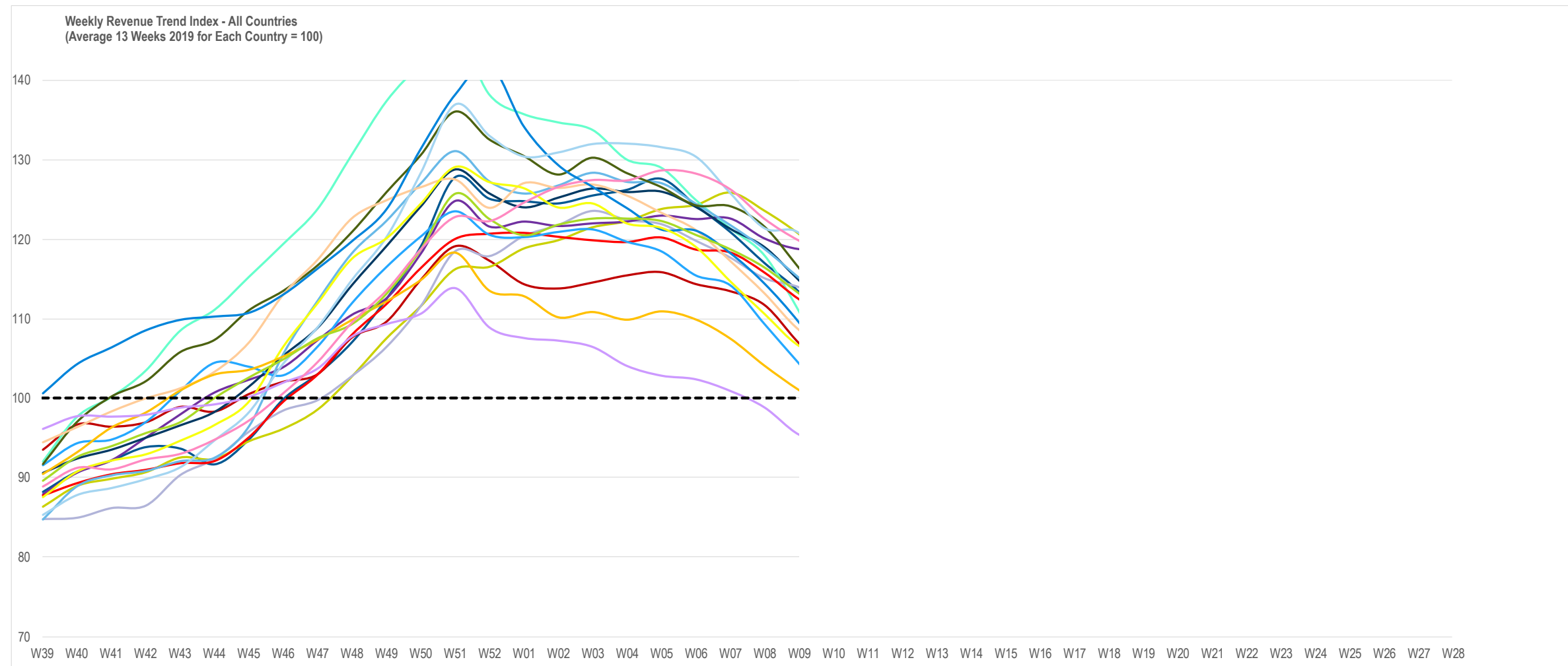
CONTEXT

CONTEXT Weekly IT Industry Forum

01 REVENUE INDEX

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THE BIG PICTURE WITH 13 WEEK MOVING AVERAGES – Q4 ASCENT

**Weekly Revenue Trend Index - All Countries
(Average 13 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, Russia, Poland, Czech Republic, Slovakia, Baltics

Q1 PRE-PANDEMIC START TO THE YEAR

**Weekly Revenue Trend Index - All Countries
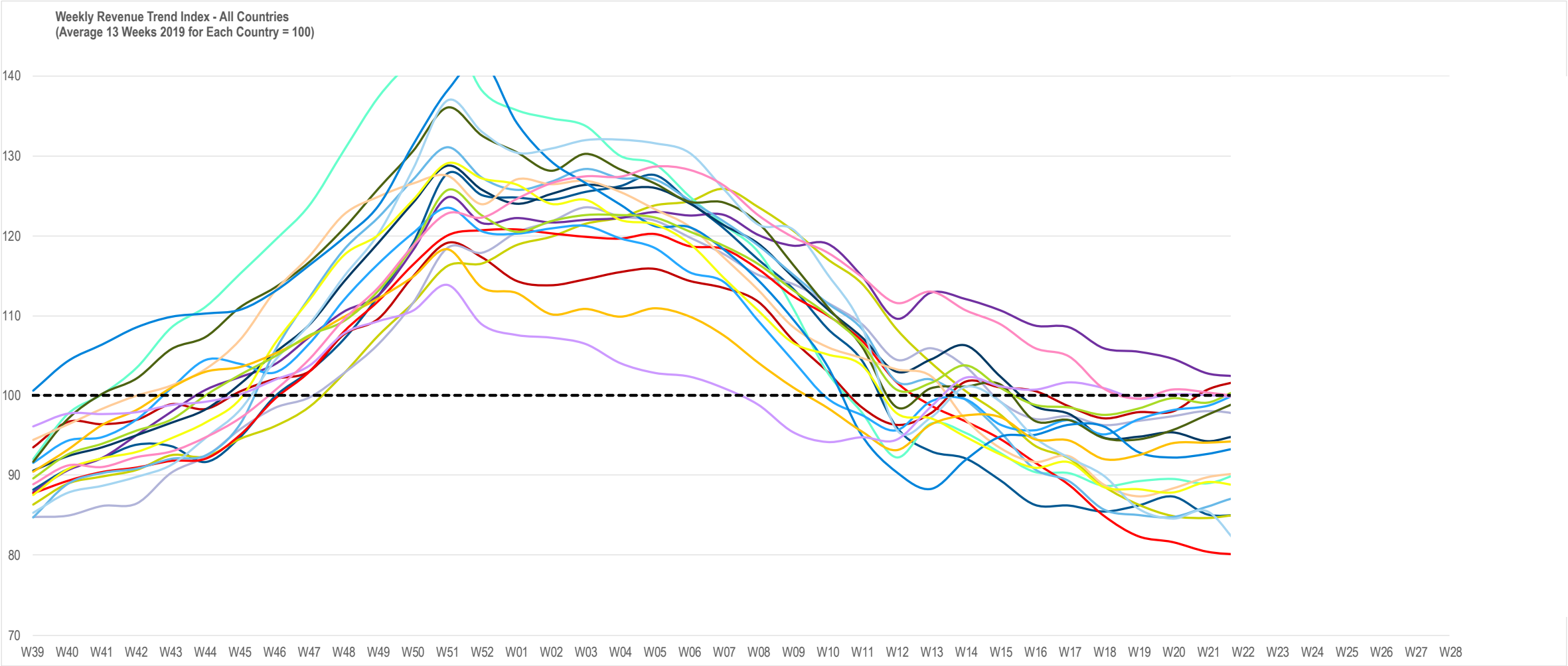(Average 13 Weeks 2019 for Each Country = 100)**

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

CONTEXT Weekly IT Industry Forum

THE PANDEMIC SLIDE

**Weekly Revenue Trend Index - All Countries
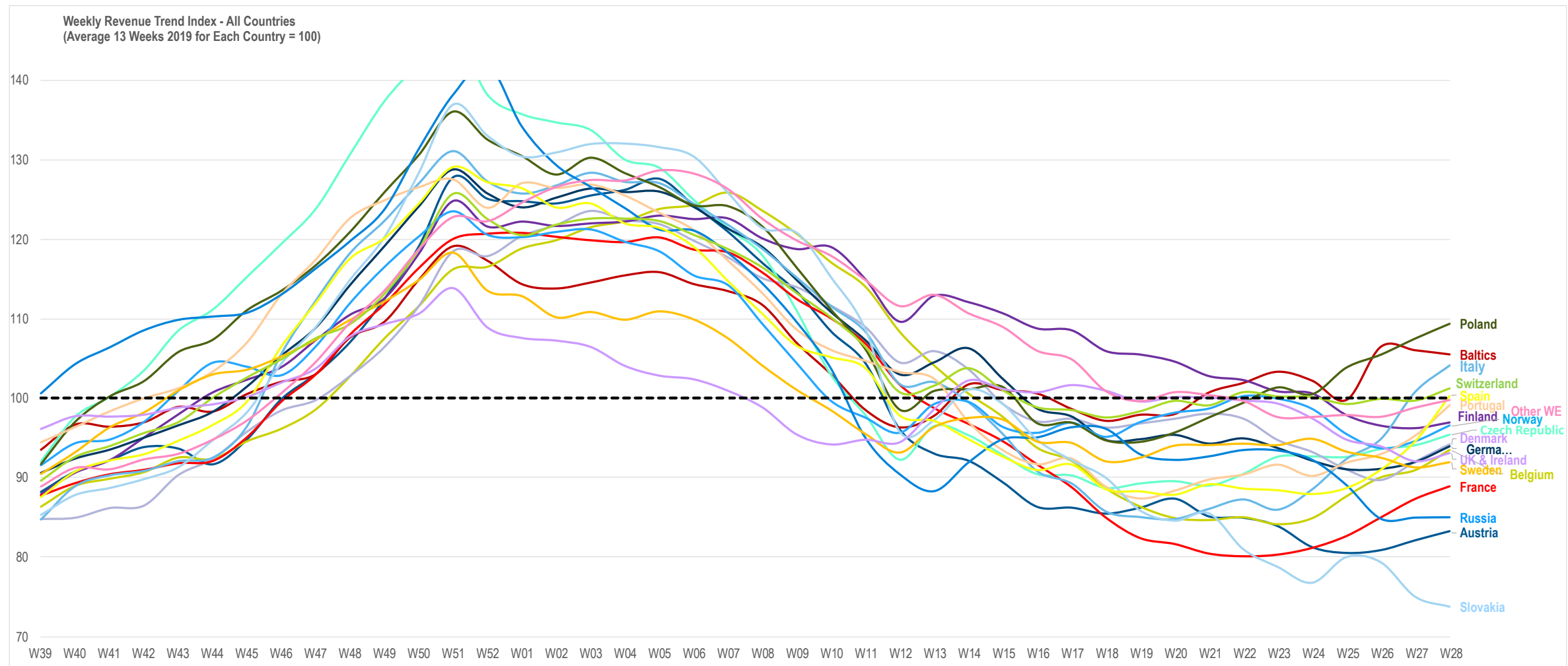(Average 13 Weeks 2019 for Each Country = 100)**

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

CONTEXT **Weekly IT Industry Forum**

RECOVERY

Weekly Revenue Trend Index - All Countries
(Average 13 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, Russia, Poland, Czech Republic, Slovakia, Baltics

THE NEW WEEKLY INDEX - 4 WEEKLY MOVING AVERAGES COMPARED TO BASE 2019

Weekly Revenue Trend Index - All Countries
(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, Russia, Poland, Czech Republic, Slovakia, Baltics
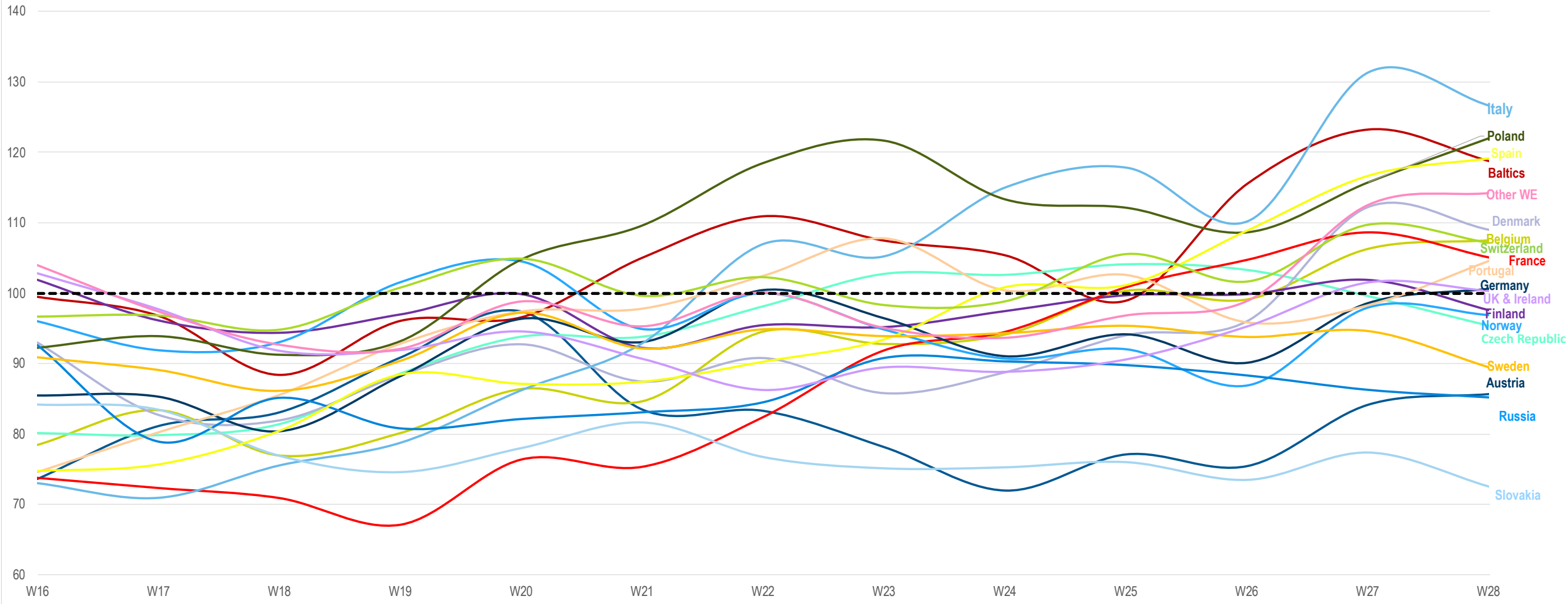
STRONG REVENUE WEEK FOR FIRST FULL WEEK OF NEW QUARTER

Weekly Revenues through Distribution - All countries

CONTEXT Weekly IT Industry Forum
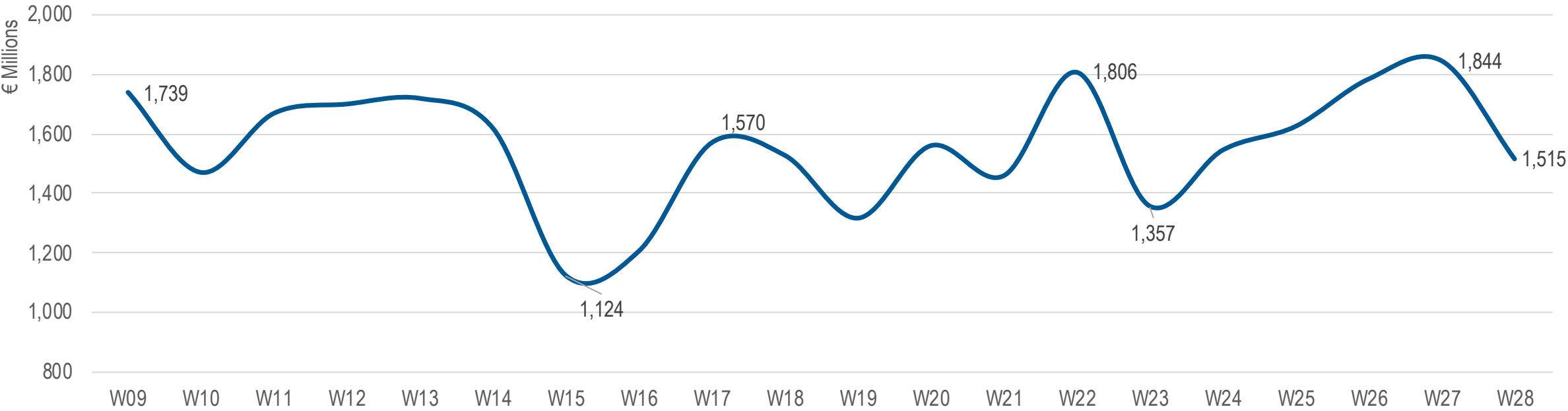
WE: GOOD START TO THE NEW QUARTER
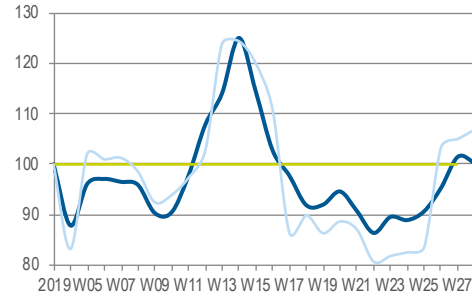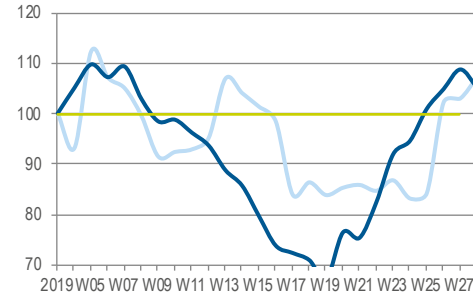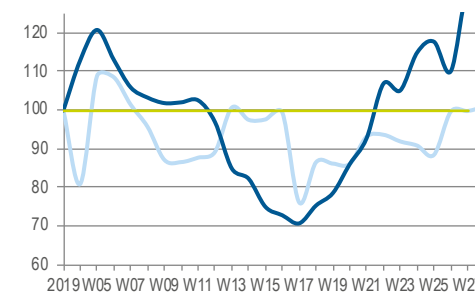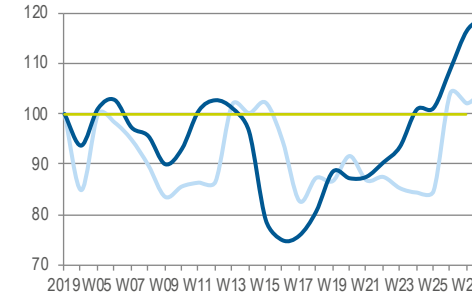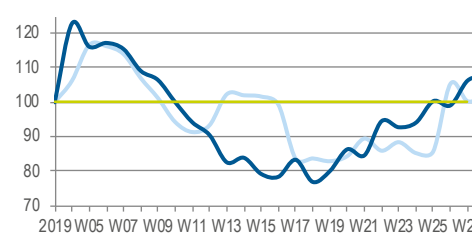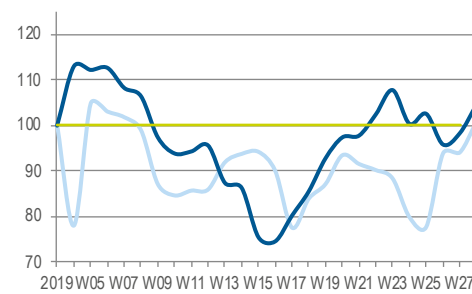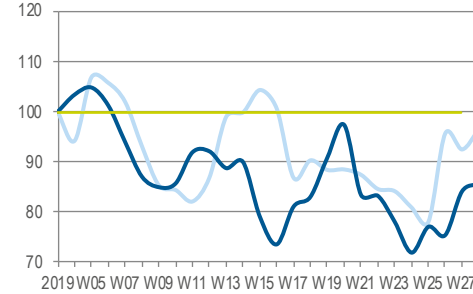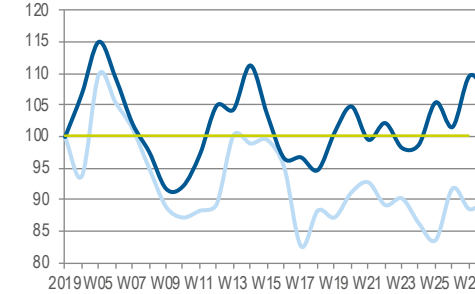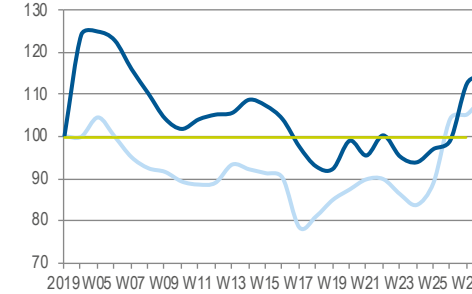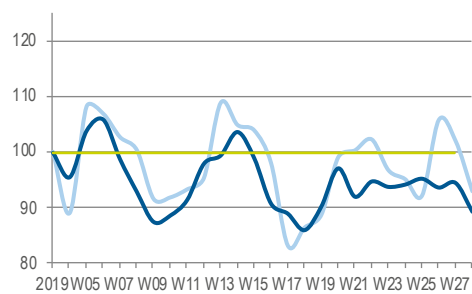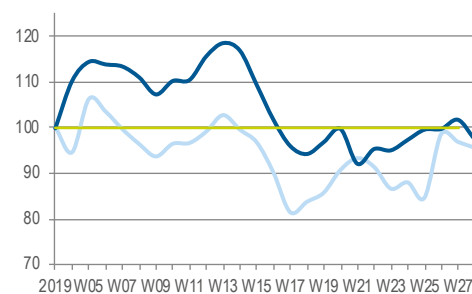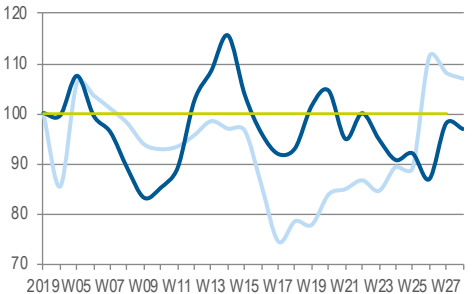
Distribution sales translated at fixed € exchange rate and includes: UKI, Germany, Italy, France, Spain, Merged countries,
Switzerland, Sweden, Austria, Belgium, Denmark, Portugal, Finland, Norway

EE: POLAND – ANOTHER RECORD WEEK

Russia

Poland
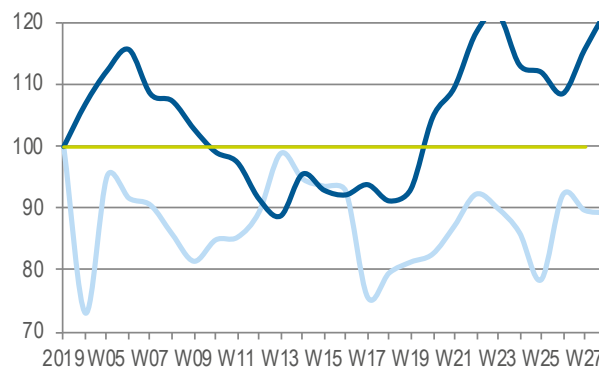
Czech Republic
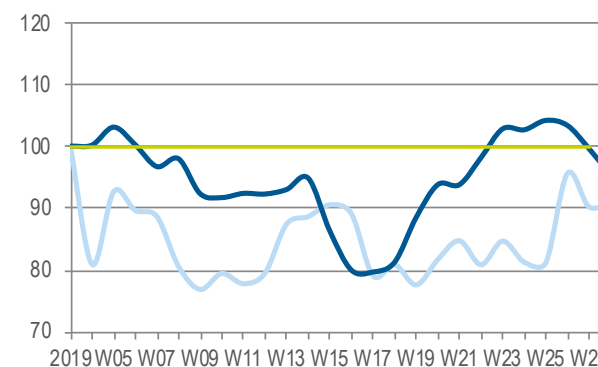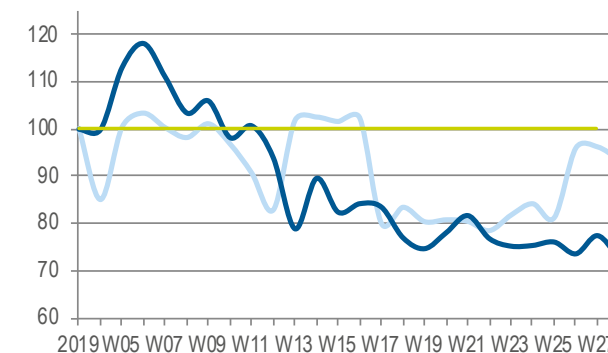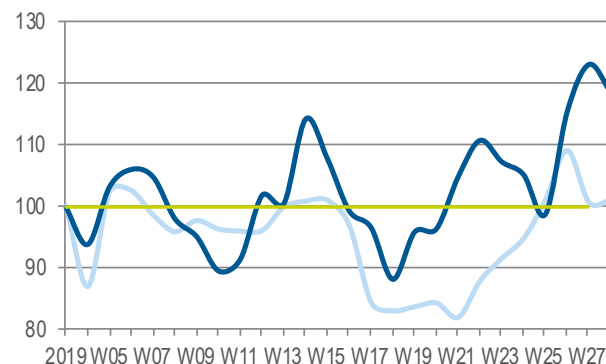
Slovakia

Baltics

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

VOLUME: GERMANY CROSSES THE LINE FOR THE 6TH TIME
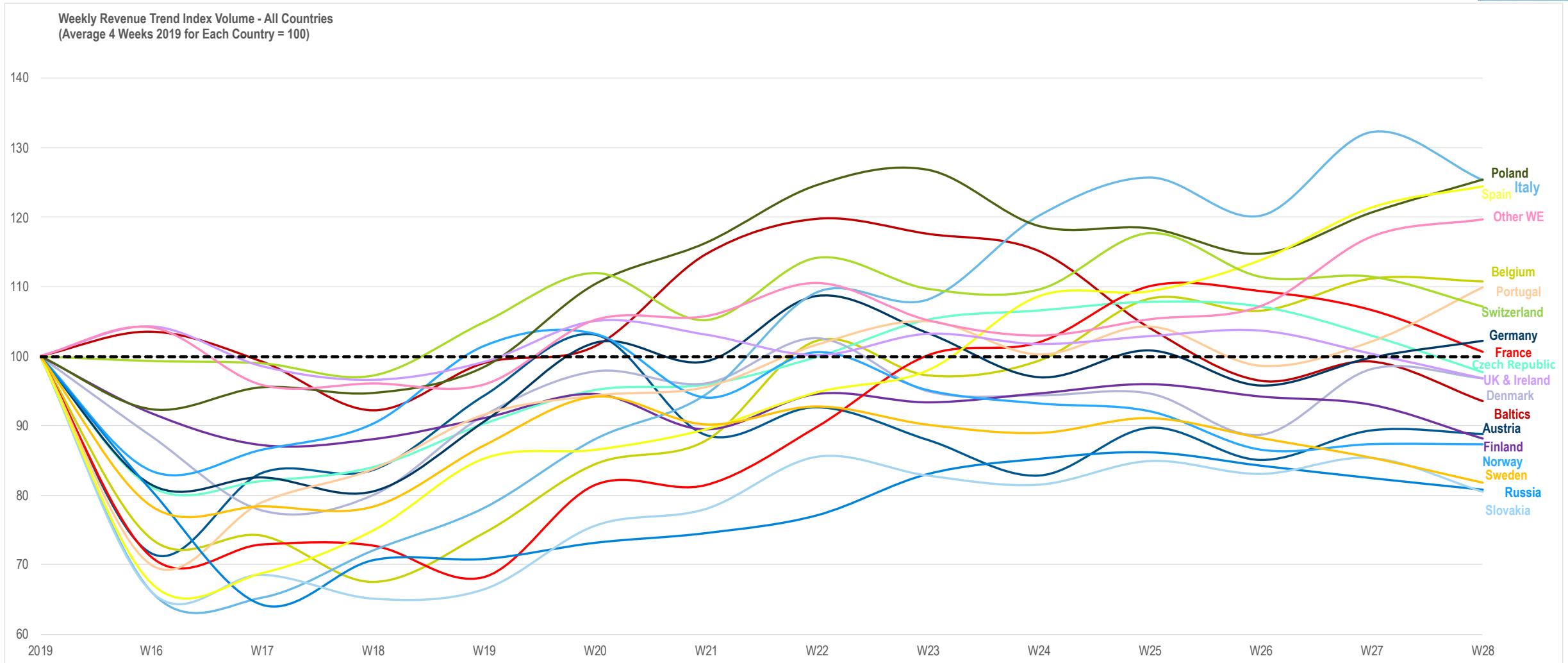
Weekly Revenue Trend Index Volume - All Countries
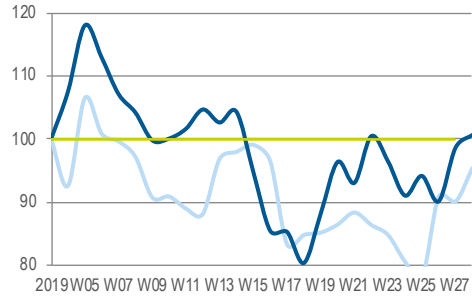(Average 4 Weeks 2019 for Each Country = 100)

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

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GOING IN THE RIGHT DIRECTION FOR VALUE
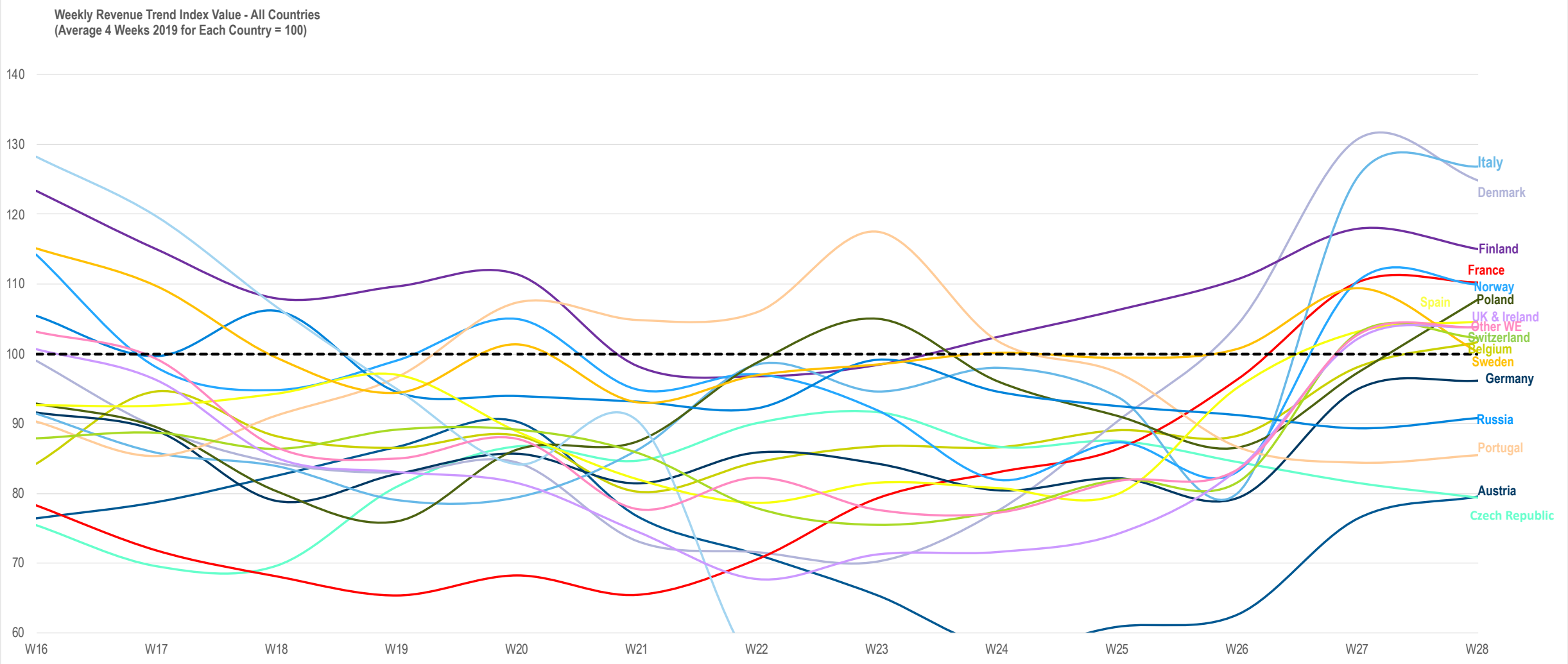
Weekly Revenue Trend Index Value - All Countries
(Average 4 Weeks 2019 for Each Country = 100)

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

Spain IT Industry Update

22nd July 2020

SPANISH OVERVIEW

- The Spanish distribution panel grew **+2.2%** in **Q2 2020**

Spanish ICT Distribution
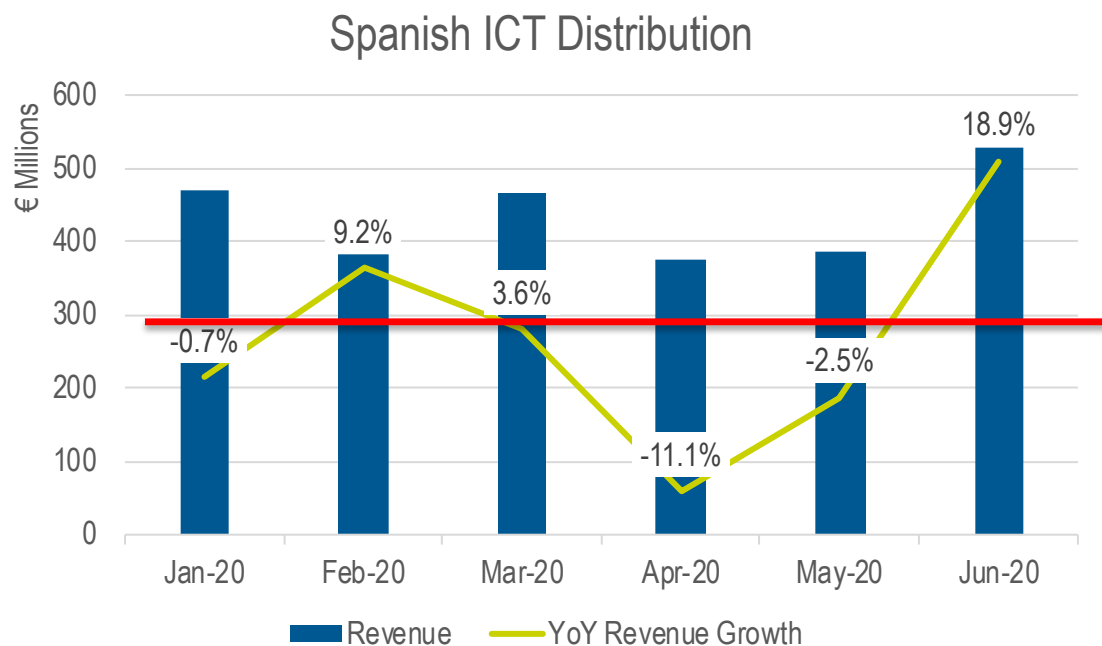
- By **Channel**

YoY Growth by Channel	Q1-20	Q2-20
	3.6%	**2.2%**
Small and Medium Reseller	2.1%	0.8%
Retail Chain	-2.4%	-5.1%
Corporate Reseller	10.9%	-6.9%
Etailer Consumer	4.1%	55.0%
Etailer Business	28.5%	-19.9%

- The **Client Solutions** continues to grow in Q2 2020 thanks to **remote working and classes moving to online**

CONTEXT Management Report

OPPORTUNITIES

- **Remote** Working

- The Adoption of **Cloud**

- **Education** projects

- Reopening of **stores**

CHALLENGES

- **Inventory** normalisation

- **Logistic** costs

- Second Wave **Covid**

- Impact on **Economy**

Management Report

02 REVENUE GROWTH/DECLINE

CONTEXT Weekly IT Industry Forum
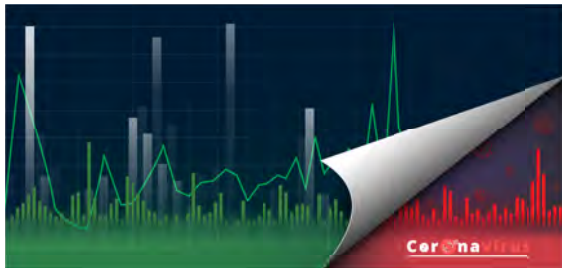
ALL COUNTRIES WEEK 28: SUSTAINED GROWTH
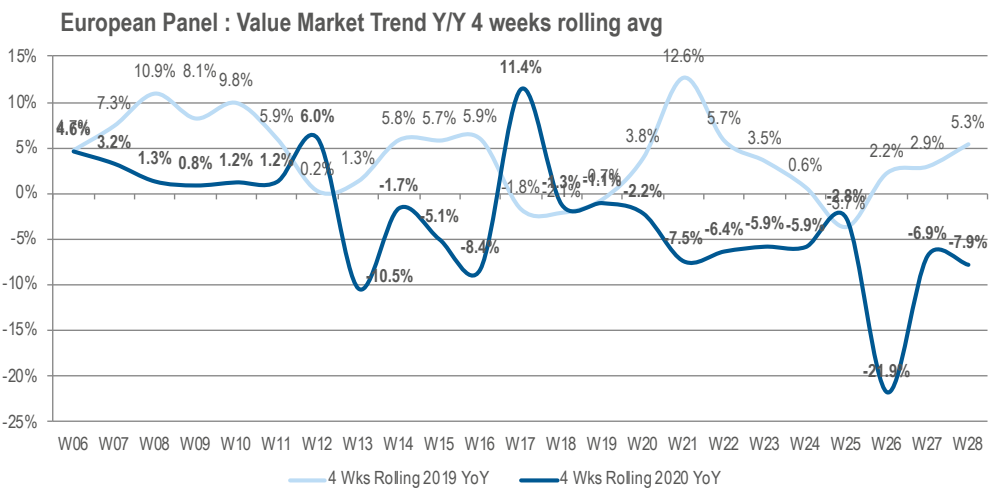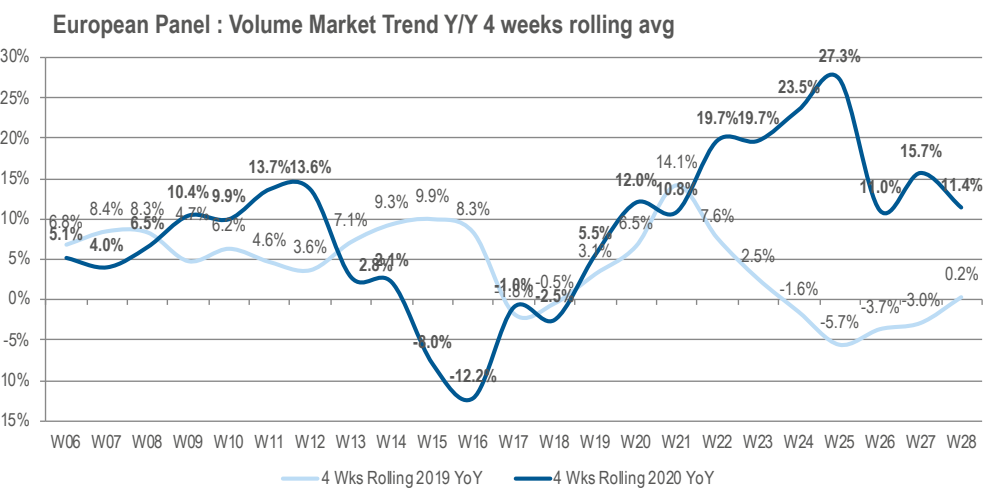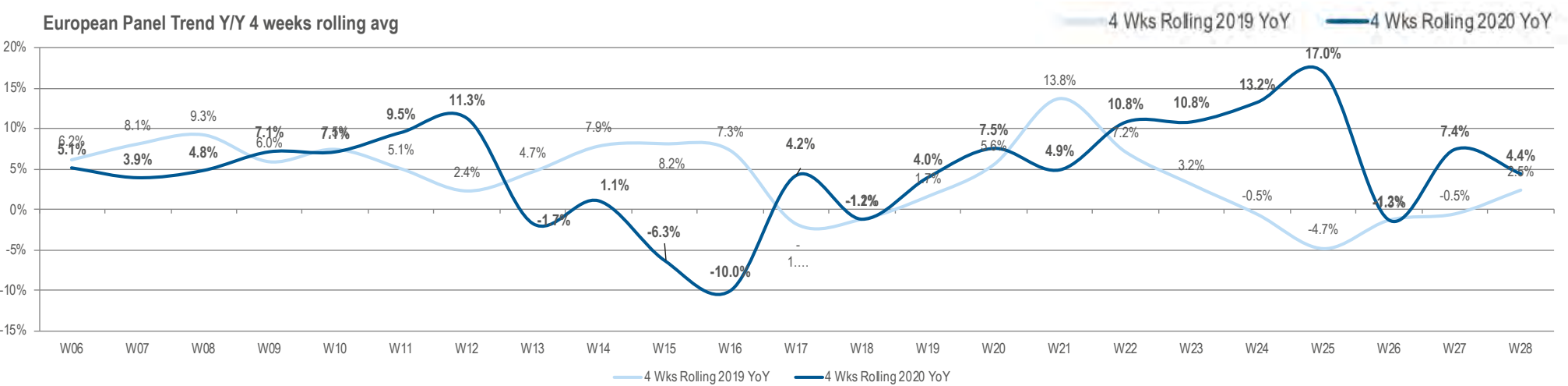
European Panel Trend Y/Y 4 weeks rolling avg

European Panel : Volume Market Trend Y/Y 4 weeks rolling avg

European Panel : Value Market Trend Y/Y 4 weeks rolling avg

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.

Q3 2020 GUIDANCE

CONTEXT Weekly IT Industry Forum

Q2 ACTUAL VS GUIDANCE

Decline of the Channel of between -2% to -6%

- Done in April at the bottom of the pandemic
- Mobile computing and telecoms strength were the biggest surprise

| Industry Sector	Q2 Guidance Q2 2020 vs Q2 2019	Q2 YOY Actual Q2 2020 vs Q2 2019
Mobile & desktop computing	6.0%	23.8%
Infrastructure & security	-10.0%	-11.4%
Software & licences	6.0%	0.1%
Telecoms	-30.0%	2.9%
Printing & consumables	-20.0%	-11.9%
Services	1.0%	-4.8%
Displays	-14.0%	-0.7%
Computing components	0.0%	18.6%
Computing accessories	5.0%	12.6%
AV Systems	30.0%	34.8%
Other	20.0%	15.8%
Total	-4.1%	4.9%

CONTEXT Weekly IT Industry Forum

Q3 GUIDANCE

Continued growth of the Channel of between 1.5% to 4.5%

- Carried once again by notebooks..at a slower rate than Q2
- Supported by growth in telecoms and home working categories + components
- Monitors slow, LFD's increase - neutral impact
- Reversal of the negative trend in Infrastructure
- Printing and consumables still negative due to slow summer and some stock shortages
- No big growth in services

CONTEXT Weekly IT Industry Forum

Q3 GUIDANCE

Continued growth of the Channel of between 1.5% to 4.5%

Other thoughts
- Still furloughed businesses
- August is August
- Variance by sector
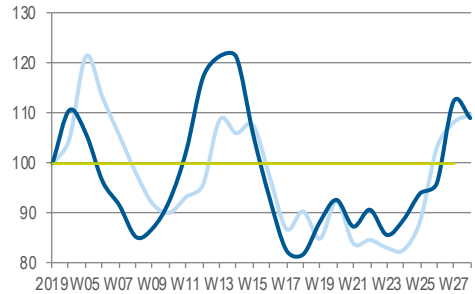- Back to school - will this help?
- Overstocking
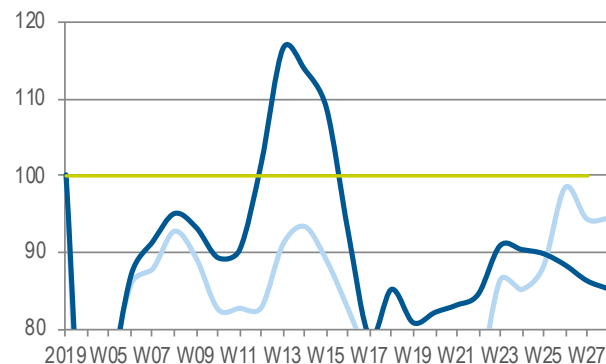- Distribution is doing well
- Move to cloud

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

CONTEXT Weekly IT Industry Forum

Q3 GUIDANCE

Continued growth of the Channel of between 1.5% to 4.5%

Two interesting extracts from the Esprinet report in May (publicly available)

"The fundamentals of the distribution sector continue to be robust and actually the medium-term forward looking estimates attribute an even increasing role to distribution within the ICT production chain as well as a consequent greater use of the "indirect channel""

"The continuous growth of the Cloud and Software segment seems to be confirmed also due to the current and future investments planned by companies and government institutions to guarantee the remote operations of their activities."

Q3 GUIDANCE

Continued growth of the Channel of between 1.5% to 4.5%

Industry Sector	June YOY Trend Jun 20 vs Jun 19	Q2 YOY Trend Q2 2020 vs Q2 2019	This year's Q3 guidance Q3 2020 vs Q3 2019	Q3 Outlook Q3 2020
Mobile & desktop computing	29.0%	23.8%	6.7%	4,521
Infrastructure & security	-2.0%	-11.4%	-1.0%	2,872
Software & licences	0.3%	0.1%	0.0%	2,298
Telecoms	39.1%	2.9%	10.0%	2,542
Printing & consumables	2.8%	-11.9%	-15.1%	1,509
Services	-9.9%	-4.8%	0.0%	966
Displays	16.5%	-0.7%	-1.1%	963
Computing components	39.8%	18.6%	15.0%	967
Computing accessories	33.7%	12.6%	12.0%	466
AV Systems	31.2%	34.8%	20.0%	544
Other	31.4%	15.8%	16.1%	1,090
Total	15.6%	4.9%	3.5%	18,738
Sequential growth Q3 20 vs Q2 20				2.9%

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

CONTEXT Weekly IT Industry Forum

Q3 GUIDANCE

Come to the Analyst Quarterly Briefing tomorrow at 11am

Join the CONTEXT Quarterly Channel Briefing

Click on link
https://content.contextworld.com/it_channel_briefing

CONTEXT Weekly IT Industry Forum

03 SECTOR/CATEGORY WEATHER MAPS

INDUSTRY SECTOR TRENDS: TOP 10 BY REVENUE IN EUROS

% Change in sales through IT Distribution in €: 4 Weeks to Week 28 (12/07/20) vs same period 2019

4 WEEKS 2020 GROWTH YoY % (vertical axis)

4 WEEKS 2019 GROWTH YoY % (horizontal axis)

Chart data points:
- Mobile Computing
- Telecommunications
- Computing Components
- Computing Accessories
- Displays
- Disk Storage
- Printing Consumables
- Software and Licences
- Warranties and Services
- Desktop Computing

Axis values: 30%, 20%, 10%, 0%, -10%, -20% (vertical); -20%, -15%, -10%, -5%, 0%, 5%, 10%, 15% (horizontal)

Distribution sales translated at fixed € exchange rate.

CONTEXT Weekly IT Industry Forum

CATEGORY TRENDS: TOP 15 BY % REVENUE GROWTH

% Change in sales through IT Distribution in €: 4 Weeks to Week 28 (12/07/20) vs same period 2019

4 WEEKS 2020 GROWTH YoY %

4 WEEKS 2019 GROWTH YoY %

- Web Cameras
- Motherboards
- Mobile Computing Cases
- Graphics Cards
- Headsets/Headphones and Microphones
- Keyboards and Keypads
- Docking Stations
- Notebooks
- Smartphones
- Virtualisation Software
- Monitors
- Notebook Workstations
- Mice
- Smart Watches
- Processors

50%
40%
30%
20%
10%
0%
-10%

-20% -10% 0% 10% 20% 30% 40% 50%

Distribution sales translated at fixed € exchange rate.

CONTEXT COVID-19 Weekly Report
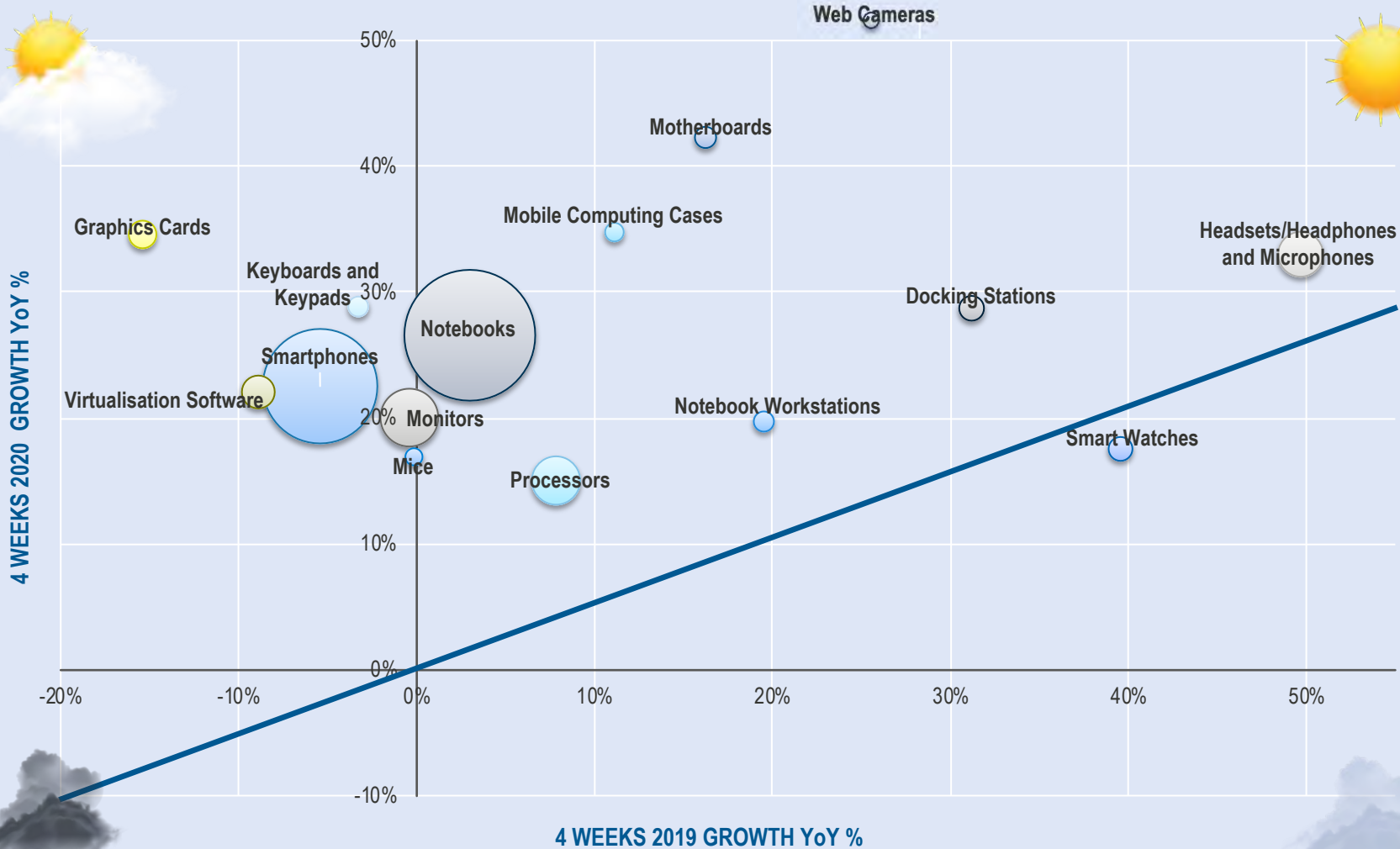
CATEGORY TRENDS: TOP 15 BY % REVENUE DECLINE

% Change in sales through IT Distribution in €: 4 Weeks to Week 28 (12/07/20) vs same period 2019

4 WEEKS 2020 GROWTH YoY %

4 WEEKS 2019 GROWTH YoY %

- Other Software and Licences
- Warranties and Services
- Desktops
- Graphics and Design Software
- Transceivers
- Toner
- Uninterruptable Power Supplies (UPS)
- Network Management and Security Appliances
- Long Life Consumables
- All-in-One Lasers
- Network Switches
- Large Format Displays
- Desktop Workstations (PC/Mac)
- Database Management Software
- Servers (PC/Mac)

Distribution sales translated at fixed € exchange rate.

CONTEXT Weekly IT Industry Forum
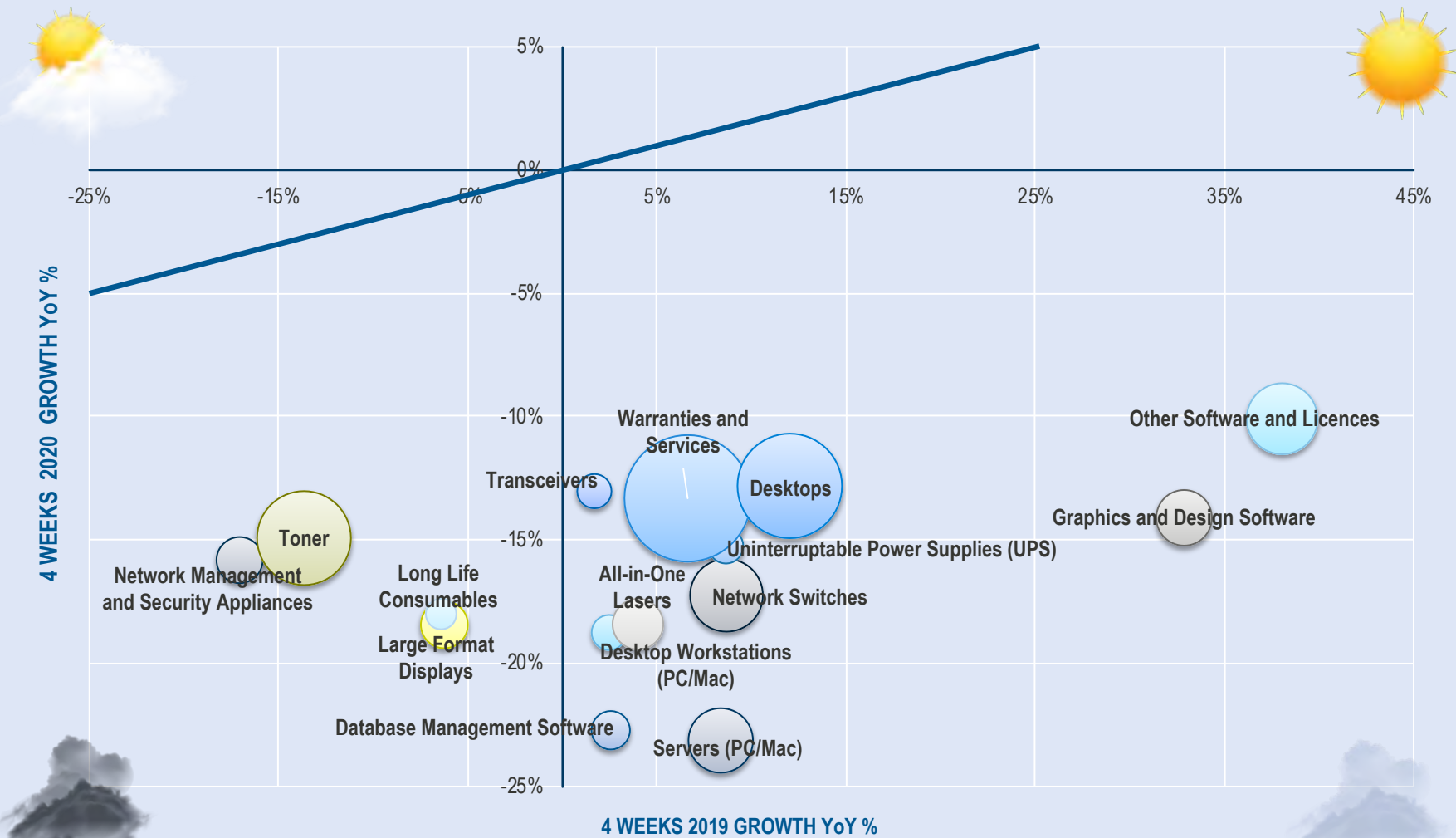
Imaging Update

22nd July 2020

IMAGING: FIRST HALF REVENUE YEAR ON YEAR IN EUROPE

Revenue Y/Y for H1-20 down - 8%

Category Revenue Y/Y

- -16.2% ← Laser MFP
- -15.5% ← Laser SFP
- Inkjet SFP → +4.4%
- Inkjet MFP → +7.0%
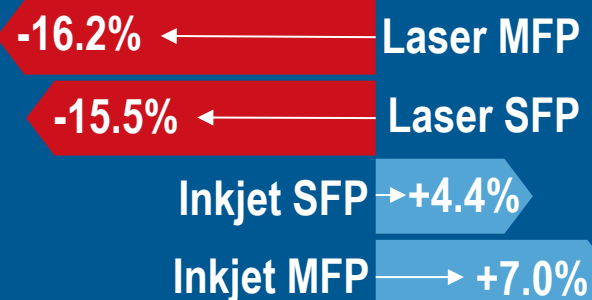
Customer Type Revenue Y/Y

+ 23.4%

CONSUMER

INKJET MFP: THE RISE OF REFILLABLE

19.2%

80.7%

Print System Share Revenue

Print System Revenue Y/Y

Refillable — **+ 18.9M€ Y/Y**

Cartridge **+ 1.6M€ Y/Y**

Market Share Revenue

Refillable

HP

EPSON

CANON

12.2%

76.6%

8.3%
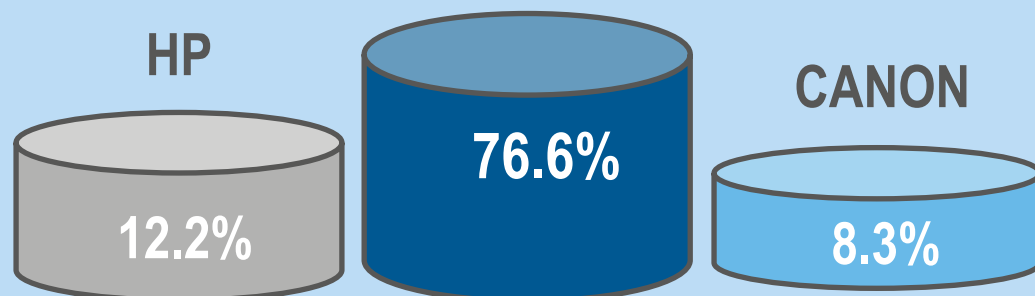
Refillable

Revenue Change In M€

+13.1

+2.8

+2.7

EPSON

HP

CANON

04 CHANNEL HEALTH

RETAIL CONTINUES TO FLOURISH

Business Sectors / Channel table:

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

Week 28

CHANNEL TREND		
WE	EE	Total
-11%	-18%	-12%
5%	-1%	4%
-4%	-20%	-5%
23%	17%	22%
23%	32%	25%

Week 27

CHANNEL TREND		
WE	EE	Total
-8%	-18%	-9%
6%	2%	5%
-3%	-9%	-3%
27%	6%	24%
31%	27%	30%

Week 24

CHANNEL TREND		
WE	EE	Total
-12%	-10%	-12%
7%	-4%	5%
-13%	-29%	-14%
47%	23%	43%
51%	35%	48%

Week 23

CHANNEL TREND		
WE	EE	Total
-10%	-16%	-11%
5%	3%	5%
-12%	-33%	-14%
47%	-5%	39%
35%	40%	36%

Above	15%
Inbetween	
Below	-20%

Week 27

Channel Share in Western and Eastern Europe (Revenue)
Rolling 4 weeks (W24-W27)

Channel	2019	2020
Small and Medium Reseller	37.2%	36.6%
Corporate Reseller	31.0%	26.4%
Retail Chain	20.0%	24.2%
Etailer Consumer	8.7%	10.0%
Etailer Business	3.1%	2.8%

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.

CONTEXT Weekly IT Industry Forum

SMALL IMPROVEMENT IN SMR UK

Business Sectors	Channel	WESTERN EUROPE													
		Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Belgium	Austria	Denmark	Portugal	Norway	Finland	Other WE
Business Channels	Corporate Reseller	-22%	-4%	14%	-10%	-8%	3%	-26%	-15%	-34%	-22%	-36%	-25%	-15%	-16%
	Small and Medium Reseller	9%	-17%	25%	4%	15%	20%	10%	9%	-8%	-4%	-4%	-14%	14%	11%
	Etailer Business	-5%	9%	2%	-14%	-13%	-23%	-9%	25%	-20%	25%	-49%	5%	-3%	-25%
Retail Channels	Etailer Consumer	48%	15%	17%	-24%	24%	41%	-23%	63%	7%	74%	10%	33%	-11%	19%
	Retail Chain	34%	-7%	38%	9%	29%	21%	17%	30%	12%	71%	23%	31%	7%	16%

Business Sectors	Channel	EASTERN EUROPE				
		Russia	Poland	Czech Republic	Baltics	Slovakia
Business Channels	Corporate Reseller	-11%	-25%	-31%	-47%	-48%
	Small and Medium Reseller	-15%	25%	0%	2%	-27%
	Etailer Business	-30%	7%	-3%	-43%	-16%
Retail Channels	Etailer Consumer	-8%	97%	5%	29%	55%
	Retail Chain	0%	63%	32%	204%	1%

Above	15%
Inbetween	
Below	-20%

Distribution sales translated at fixed € exchange rate

CONTEXT Weekly IT Industry Forum

CONTEXT Covid-19 Weekly Report

For the Period: **4 Weeks to Week 28 (to July 12 2020) vs Same Period 2019**

Created For: **CONTEXT**
Version: **V15**

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

Weekly Revenue Trend Index - All Countries
(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 Total Market WE
Weekly Revenue Trend Index (Average 4 Weeks 2019 for Each Country = 100)
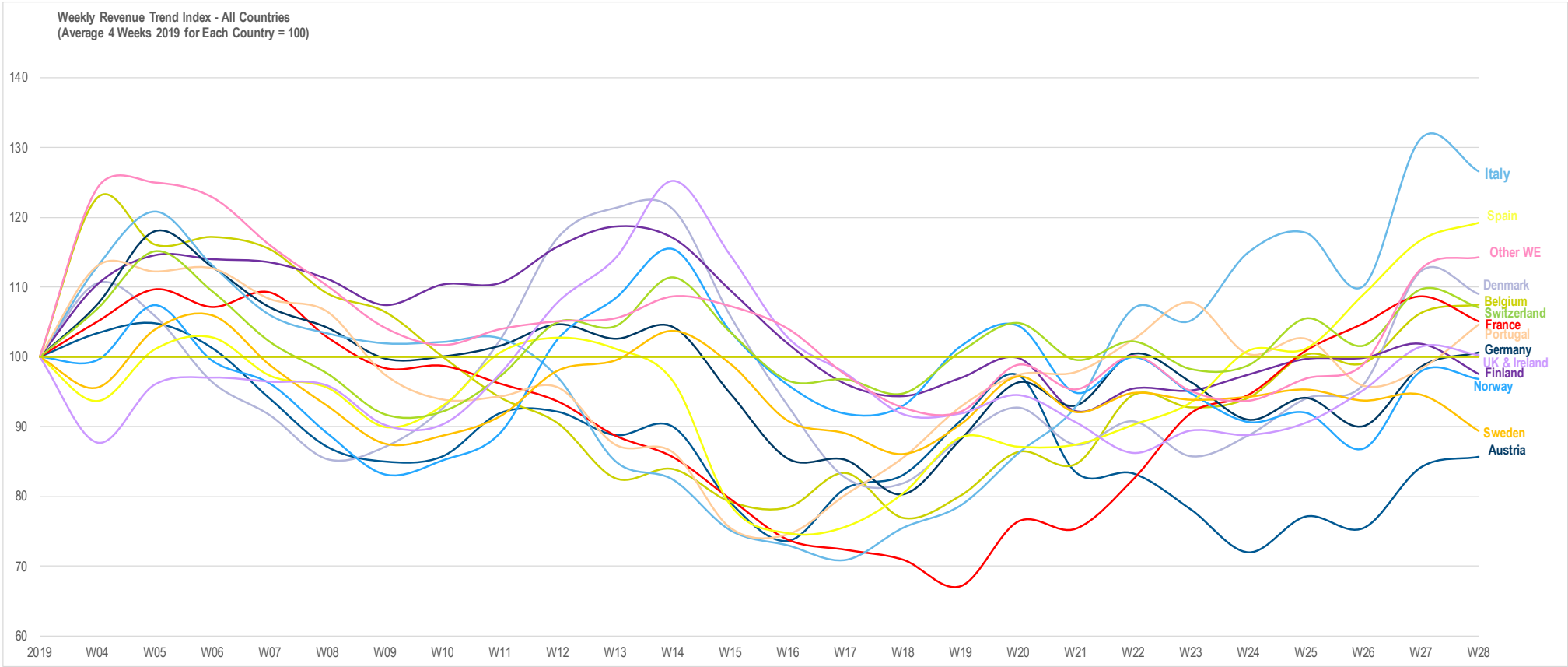
Weekly Revenue Trend Index - All Countries
(Average 4 Weeks 2019 for Each Country = 100)

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

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Index Total Market EE
Weekly Revenue Trend Index (Average 4 Weeks 2019 for Each Country = 100)
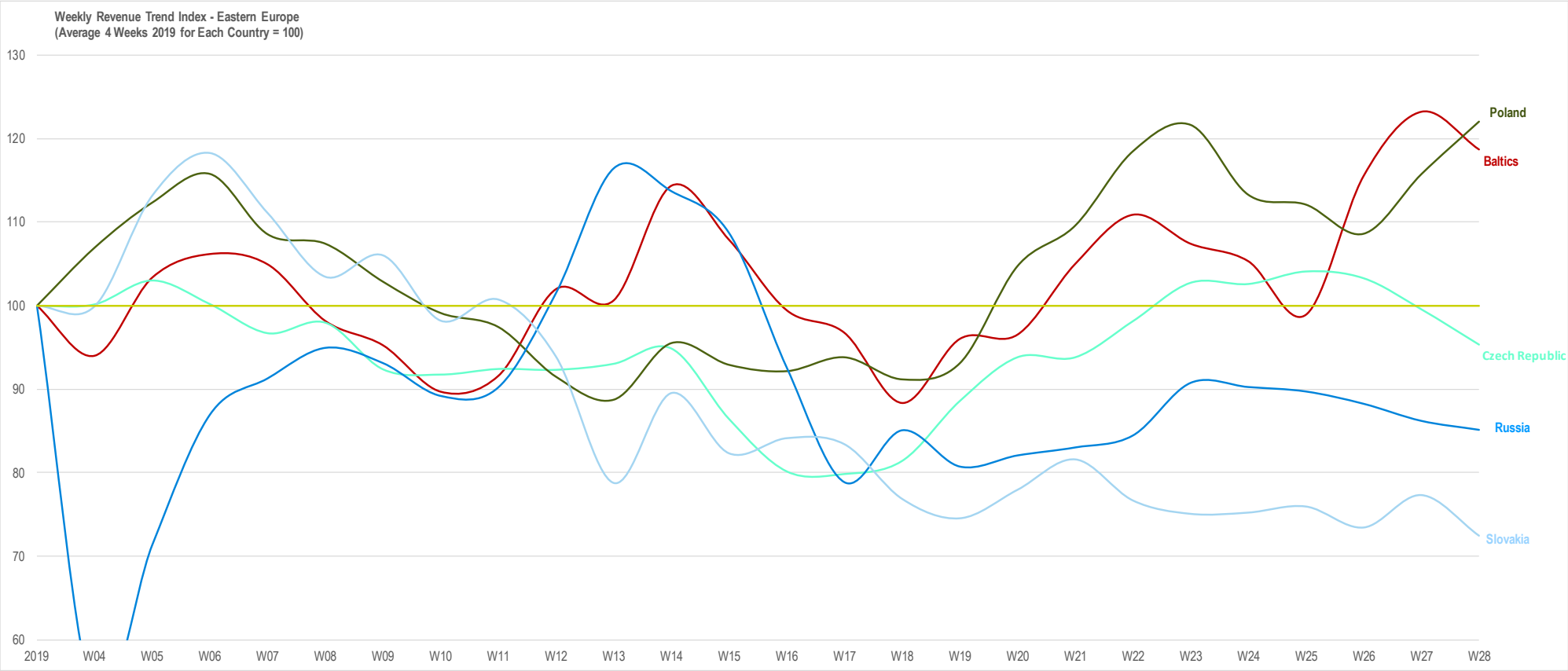
Weekly Revenue Trend Index - Eastern Europe
(Average 4 Weeks 2019 for Each Country = 100)

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)

2020 ——   2019 ——

Index Revenue Trend - Eastern Europe
Revenue Trend Index (Average 4 Weeks 2019 for Each Country = 100)
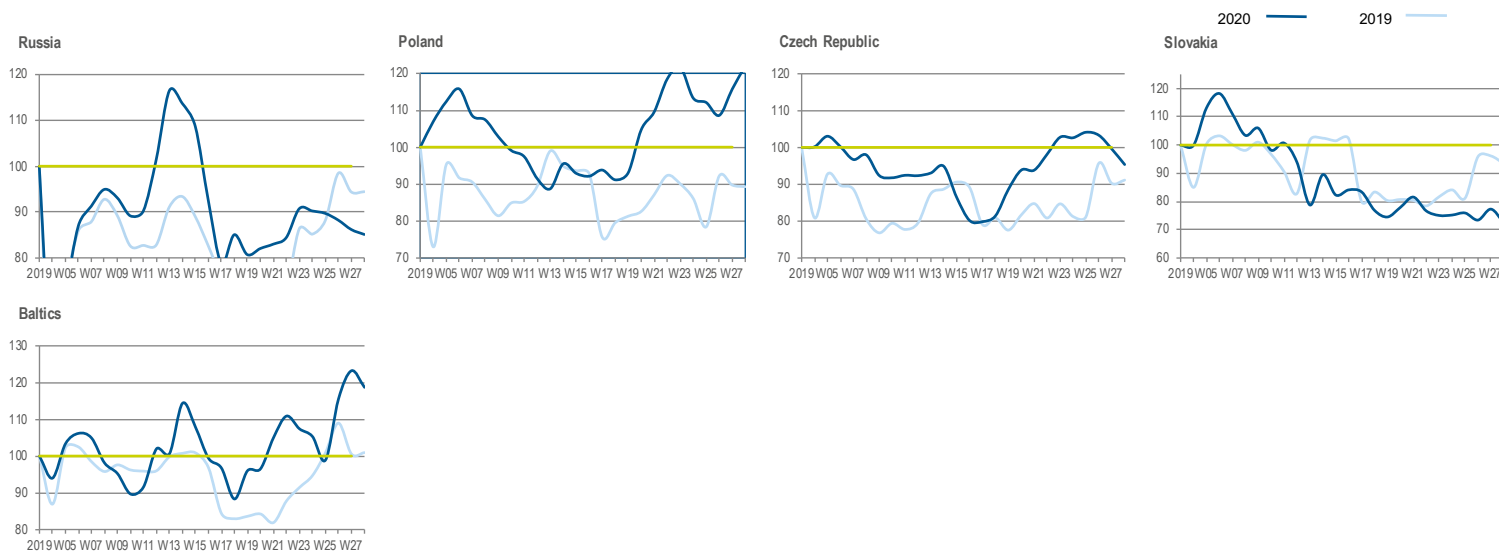
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Index Volume Market
Revenue Trend Index (Average 4 Weeks 2019 for Each Country = 100)

Weekly Revenue Trend Index Volume - All Countries
(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.

Index Volume Market - Western Europe
Revenue Trend Index (Average 4 Weeks 2019 for Each Country = 100)

Volume 2020 —— Volume 2019 ——

Germany

United Kingdom

France

Italy

Spain

Belgium

Portugal

Austria

Switzerland

Other WE

Sweden

Finland

Norway

Denmark

Index Volume Market - Eastern Europe
Revenue Trend Index (Average 4 Weeks 2019 for Each Country = 100)
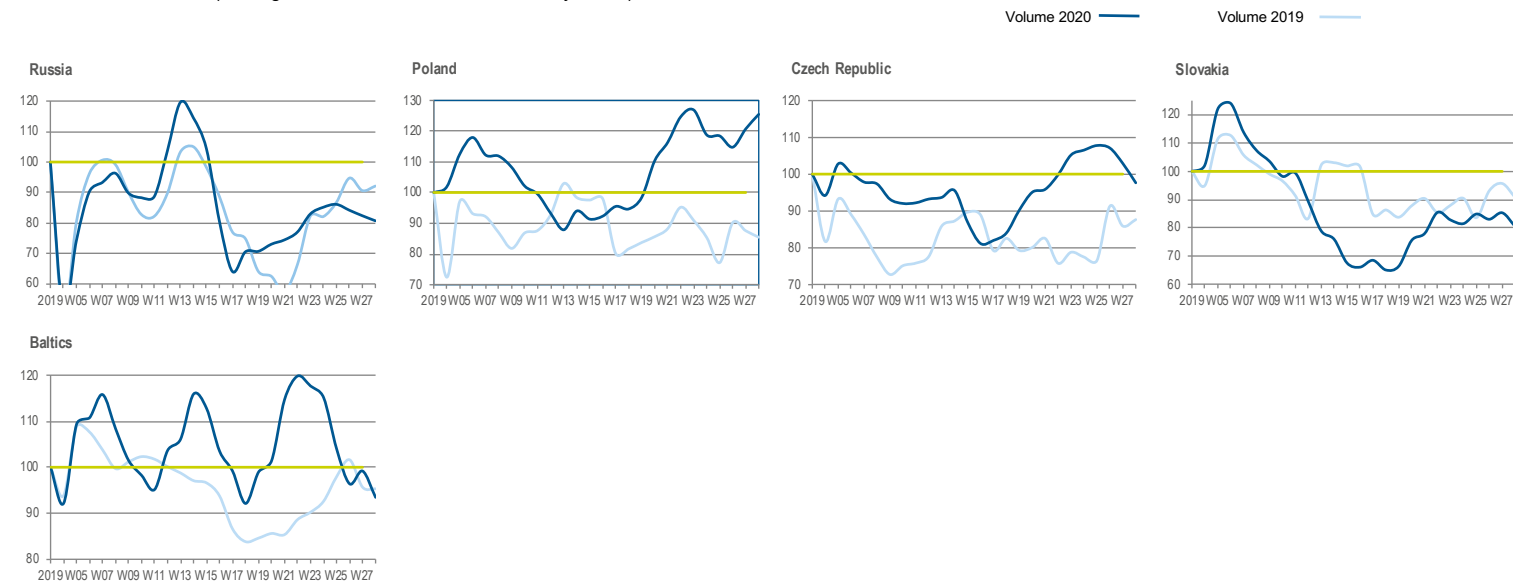
Volume 2020 ———   Volume 2019 ———

Russia

Poland

Czech Republic

Slovakia

Baltics

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Index Value Market
Revenue Trend Index (Average 4 Weeks 2019 for Each Country = 100)
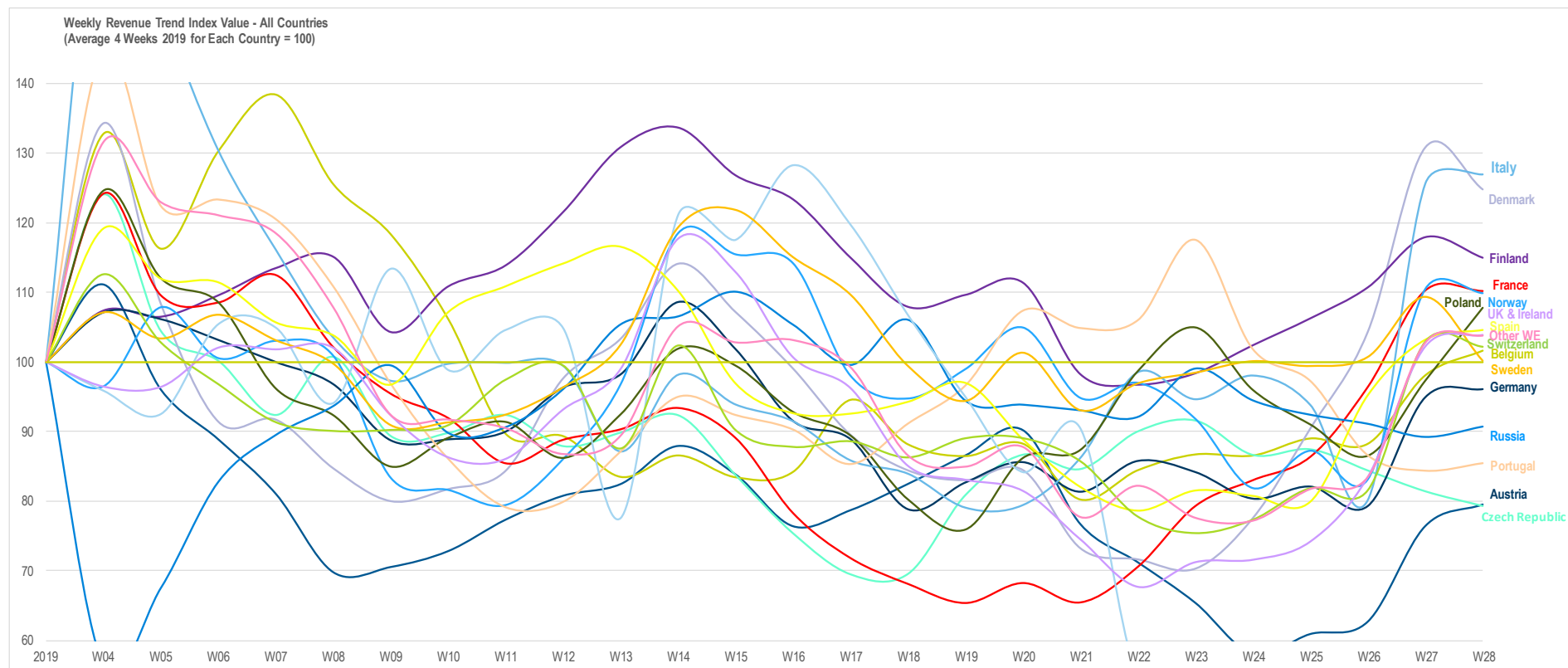
Weekly Revenue Trend Index Value - All Countries
(Average 4 Weeks 2019 for Each Country = 100)

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.

Index Value Market - Western Europe
Revenue Trend Index (Average 4 Weeks 2019 for Each Country = 100)
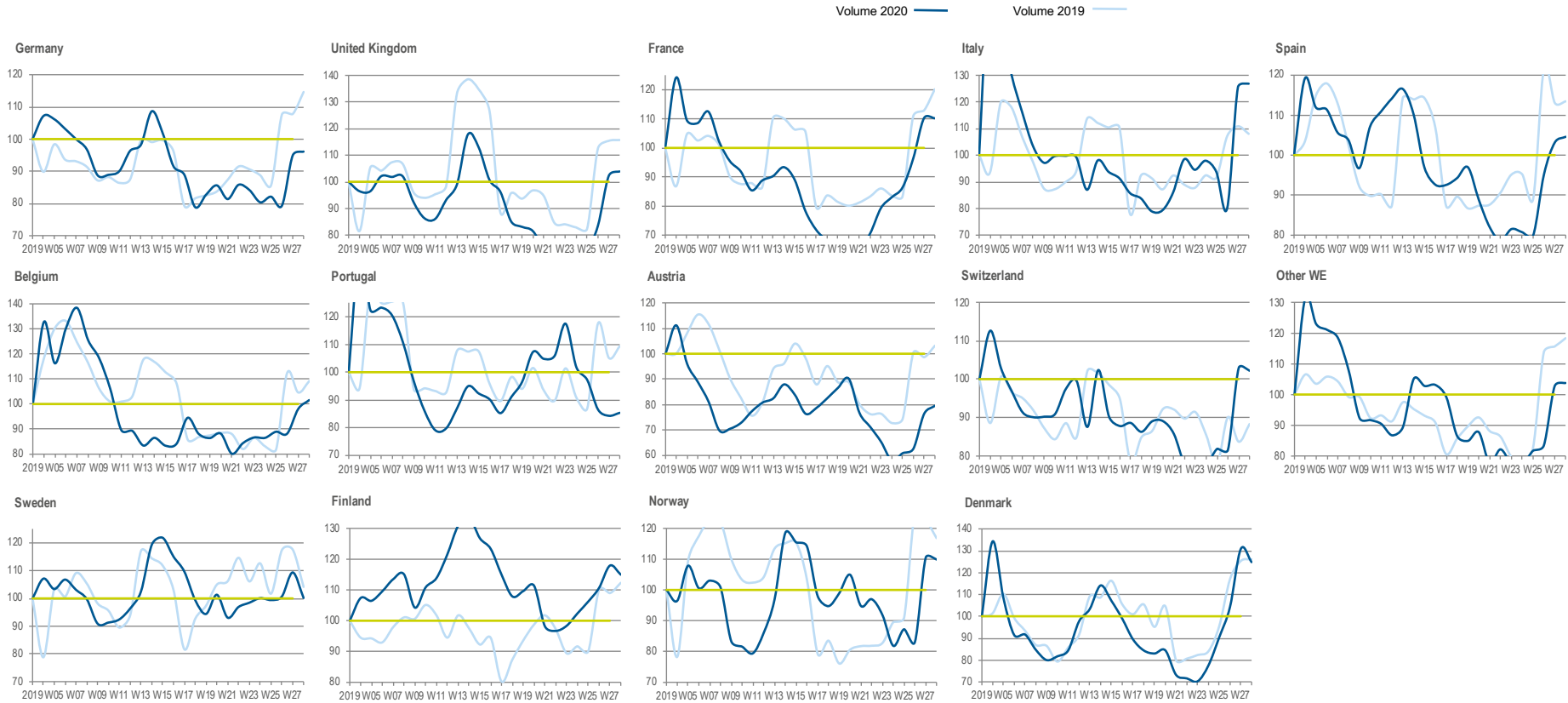
Volume 2020 ——— Volume 2019 ———

Germany

United Kingdom

France

Italy

Spain

Belgium

Portugal

Austria

Switzerland

Other WE

Sweden

Finland

Norway

Denmark

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Index Value Market - Eastern Europe
Revenue Trend Index (Average 4 Weeks 2019 for Each Country = 100)
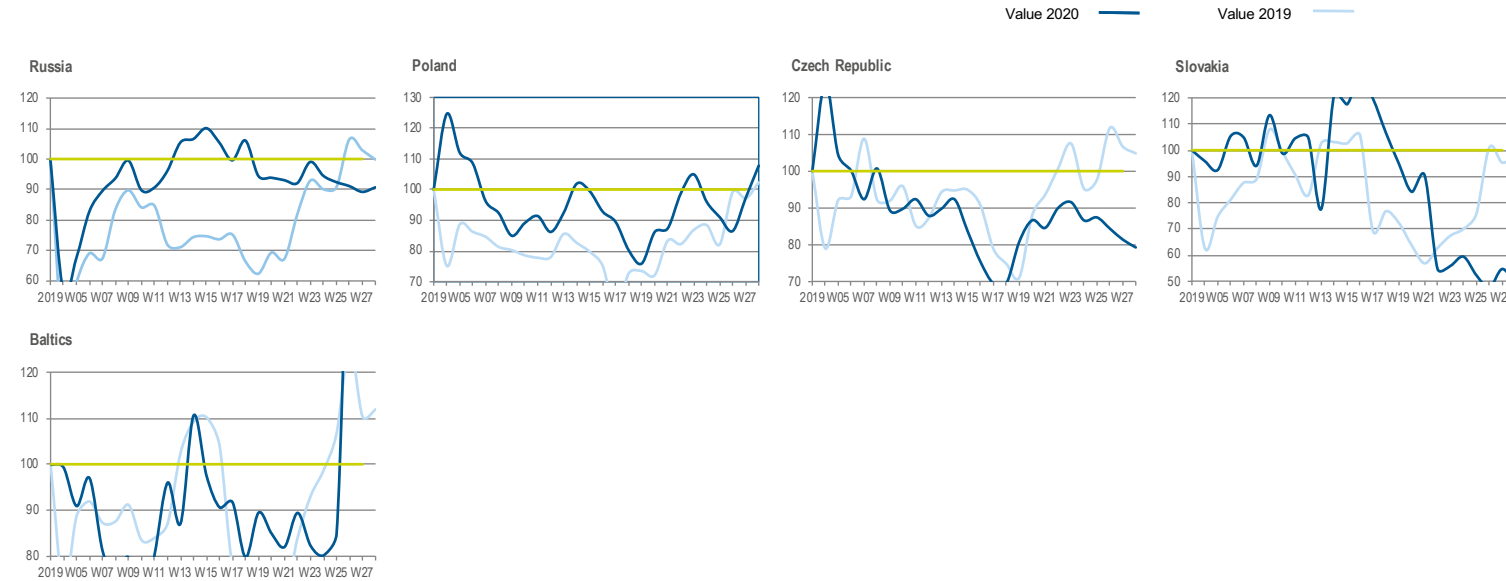
Value 2020 ——————   Value 2019 ——————

Russia

Poland

Czech Republic

Slovakia

Baltics

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

European Panel Trend Y/Y 4 weeks rolling avg

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

European Panel : Volume Market Trend Y/Y 4 weeks rolling avg

European Panel : Value Market Trend Y/Y 4 weeks rolling avg

Weekly %YoY Trend Western Europe
% Change in sales through IT Distribution in Euros
Rolling 4 Week Periods

Western Europe Trend Y/Y 4 weeks rolling avg

— 4 Wks Rolling 2019 YoY — 4 Wks Rolling 2020 YoY

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

Western European Panel : Volume Market Trend Y/Y 4 weeks rolling avg

— 4 Wks Rolling 2019 YoY — 4 Wks Rolling 2020 YoY

Western European Panel : Value Market Trend Y/Y 4 weeks rolling avg

— 4 Wks Rolling 2019 YoY — 4 Wks Rolling 2020 YoY

Weekly %YoY Trend Eastern Europe
% Change in sales through IT Distribution in Euros
Rolling 4 Week Periods

Eastern Europe Trend Y/Y 4 weeks rolling avg

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

Eastern European Panel : Volume Market Trend Y/Y 4 weeks rolling avg

Eastern European Panel : Value Market Trend Y/Y 4 weeks rolling avg

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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
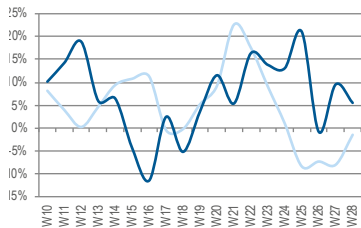
United Kingdom growth Y/Y 4 weeks rolling avg
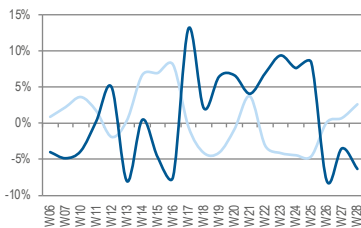
France growth Y/Y 4 weeks rolling avg
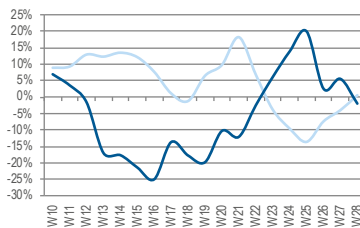
Italy growth Y/Y 4 weeks rolling avg
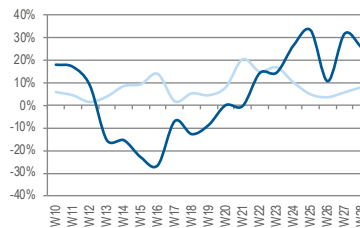
Spain growth Y/Y 4 weeks rolling avg
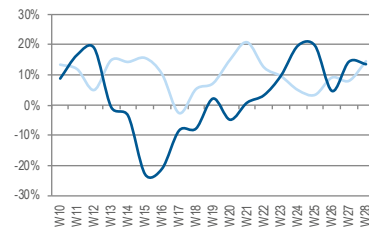
Belgium growth Y/Y 4 weeks rolling avg
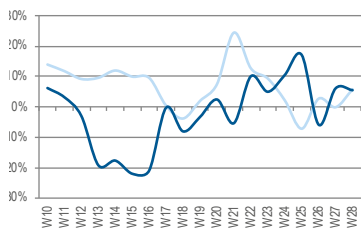
Portugal growth Y/Y 4 weeks rolling avg
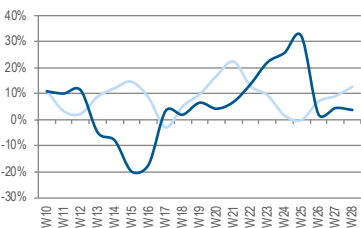
Austria growth Y/Y 4 weeks rolling avg
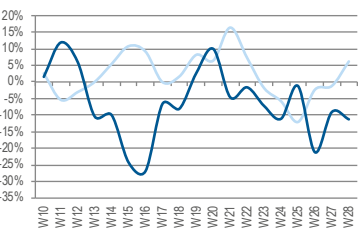
Switzerland growth Y/Y 4 weeks rolling avg
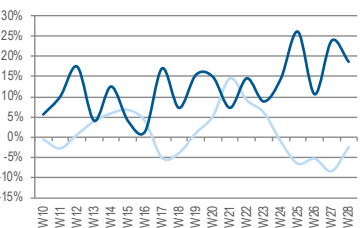
Other WE growth Y/Y 4 weeks rolling avg
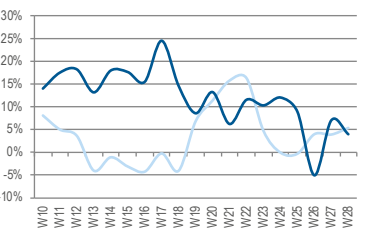
Sweden growth Y/Y 4 weeks rolling avg
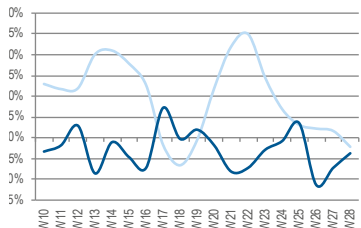
Finland growth Y/Y 4 weeks rolling avg
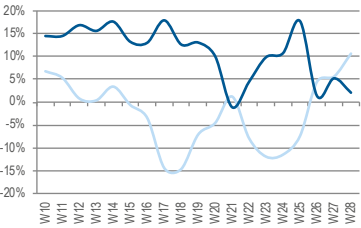
Norway growth Y/Y 4 weeks rolling avg
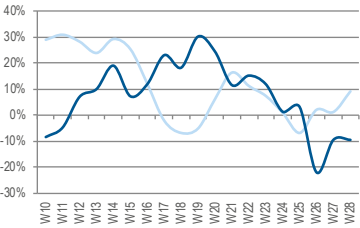
Denmark growth Y/Y 4 weeks rolling avg

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Weekly %YoY Trend - Eastern Europe
% Change in sales through IT Distribution in Euros
Rolling 4 Week Periods

2020 —— 2019 ——

Russia growth Y/Y 4 weeks rolling avg

Poland growth Y/Y 4 weeks rolling avg

Czech Republic growth Y/Y 4 weeks rolling avg

Slovakia growth Y/Y 4 weeks rolling avg

Baltics growth Y/Y 4 weeks rolling avg

Weekly Notebooks Average Product Price Trend - Western Europe
APP Trend Index (Week 1 for Each Country = 100)

Weekly Notebooks APP Trend Index - WE Countries
(Week 1 for Each Country = 100)

Distribution sell through price of notebook products by part number, translated at fixed € exchange rate, each product indexed to the start of week 1 2020.

Weekly Notebooks Average Product Price Trend - Eastern Europe
APP Trend Index (Week 1 for Each Country = 100)

Weekly Notebooks APP Trend Index - EE Countries
Week 1 for Each Country = 100)

Distribution sell through price of notebook products by part number, translated at fixed € exchange rate, each product indexed to the start of week 1 2020.

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Weekly Desktops Average Product Price Trend - Western Europe
APP Trend Index (Week 1 for Each Country = 100)

Weekly Desktops APP Trend Index - WE Countries
(Week 1 for Each Country = 100)

Distribution sell through price of notebook products by part number, translated at fixed € exchange rate, each product indexed to
the start of week 1 2020.

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Weekly Desktops Average Product Price Trend - Eastern Europe
APP Trend Index (Week 1 for Each Country = 100)

Weekly Desktops APP Trend Index - EE Countries
(Week 1 for Each Country = 100)

Distribution sell through price of notebook products by part number, translated at fixed € exchange rate, each product indexed to the start of week 1 2020.

Weekly Monitors Average Product Price Trend - Western Europe
APP Trend Index (Week 1 for Each Country = 100)

Weekly Monitors Average Product Price Trend - WE Countries
(Week 1 for Each Country = 100)
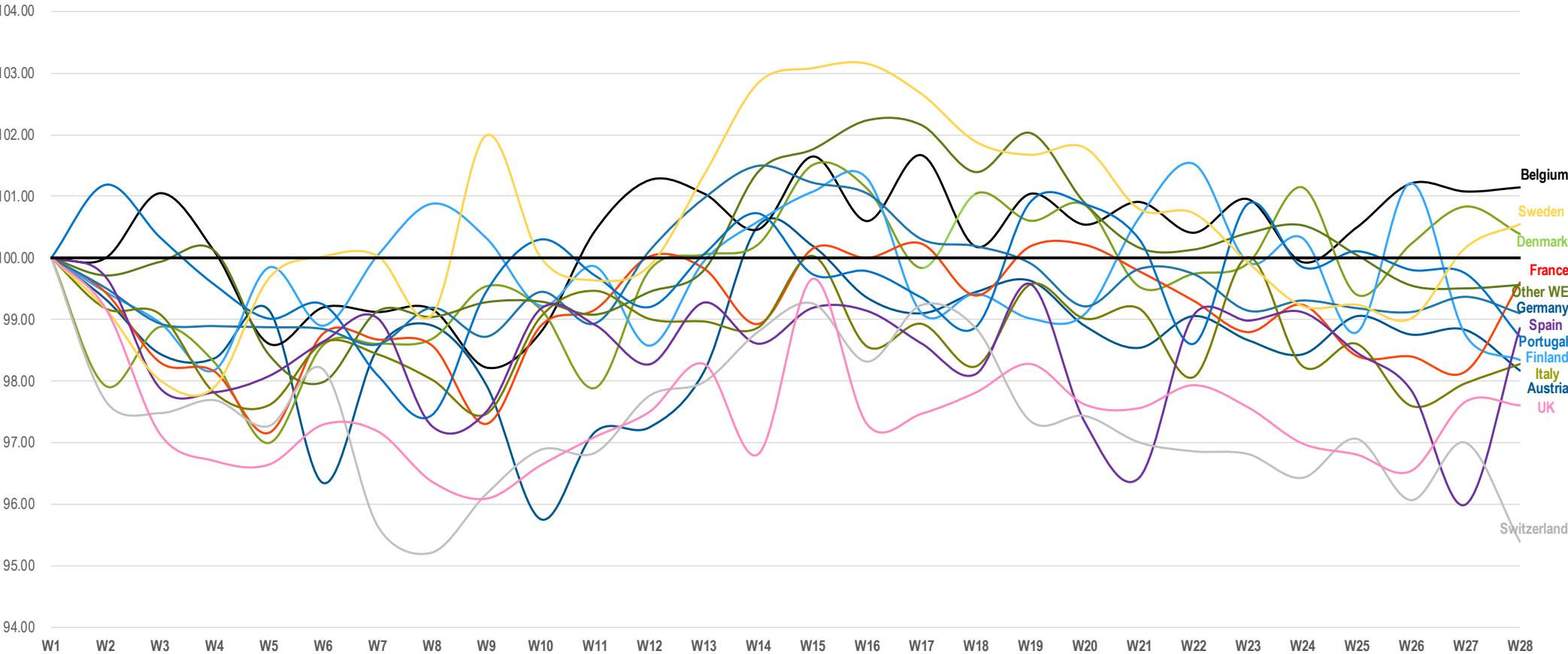
Distribution sell through price of notebook products by part number, translated at fixed € exchange rate, each product indexed to
the start of week 1 2020.

Weekly Monitors Average Product Price Trend - Eastern Europe
APP Trend Index (Week 1 for Each Country = 100)

Weekly Monitors Average Product Price Trend - EE Countries
(Week 1 for Each Country = 100)
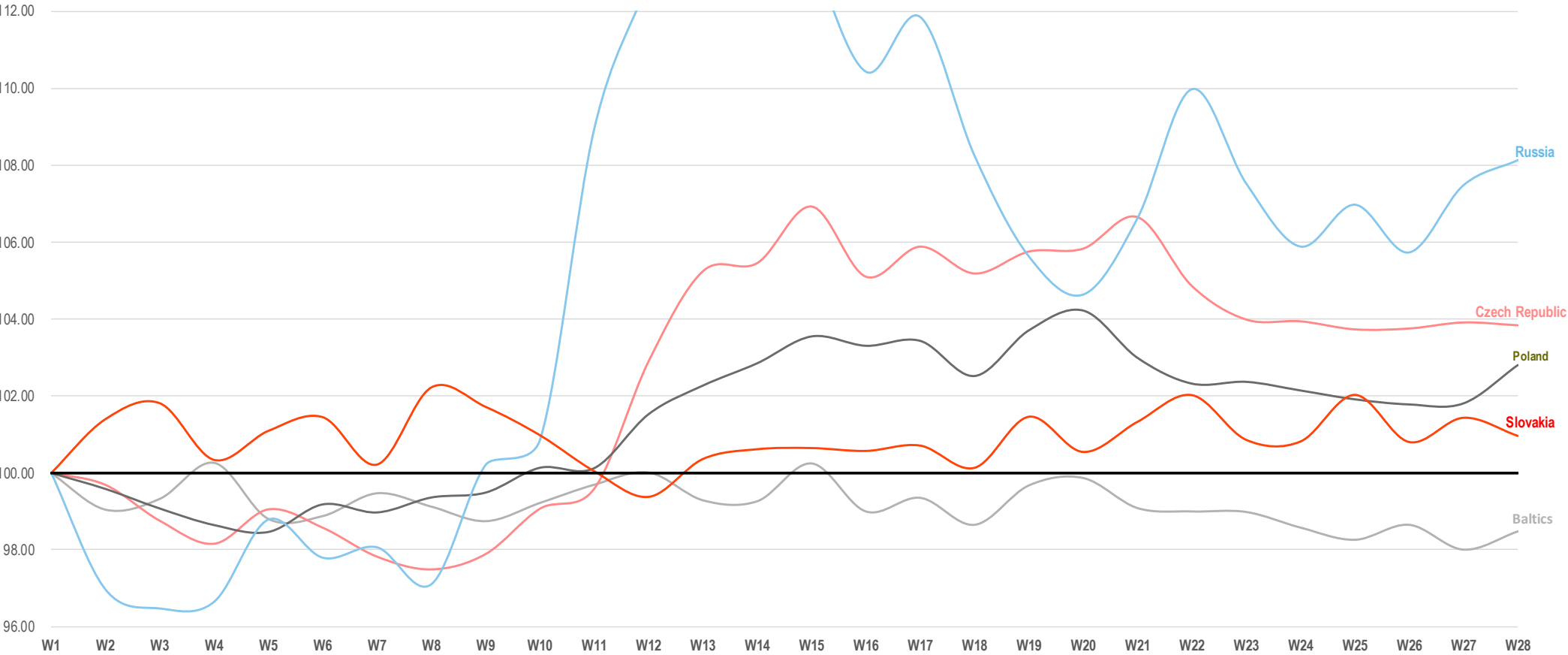
Distribution sell through price of notebook products by part number, translated at fixed € exchange rate, each product indexed to the start of week 1 2020.

Top Growth IT Industry Sectors and Countries in Western and Eastern Europe
% Change in sales through IT Distribution in Euros
4 Weeks to Week 28 (to July 12 2020) vs Same Period 2019
Sorted by top growth Industry sector and country size

Traffic Lights:

Above	15%
Inbetween	
Below	-20%

Rank-W27	Rank-W28		Industry Sector	WESTERN EUROPE														EASTERN EUROPE					INDUSTRY SECTOR TREND		
				Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Belgium	Austria	Denmark	Portugal	Norway	Finland	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total
2	1	⬆	Computing Accessories	41%	-2%	52%	26%	68%	39%	11%	27%	44%	28%	45%	8%	5%	37%	7%	50%	7%	23%	2%	28%	19%	28%
1	2	⬇	Mobile Computing	47%	14%	67%	29%	29%	9%	-18%	15%	4%	-6%	44%	-28%	-3%	13%	6%	56%	-15%	4%	14%	26%	15%	24%
3	3	➡	Telecommunications	21%	5%	40%	-10%	35%	91%	13%	65%	-15%	1%	1%	4%	7%	15%	-62%	64%	43%	31%	54%	19%	29%	21%
6	4	⬆	Audio-Video Systems	31%	-13%	43%	-12%	16%	40%	-20%	65%	-17%	16%	23%	-6%	38%	24%	-2%	95%	37%	29%	65%	14%	41%	17%
4	5	⬇	Computing Components	17%	5%	5%	30%	43%	39%	10%	-6%	-5%	44%	0%	8%	35%	52%	-13%	59%	-2%	58%	-36%	18%	5%	15%
5	6	⬇	Wearable Devices	23%	4%	15%	-46%	44%	-23%	-34%	-31%	166%	10%	101%	-62%	7%	-29%	-32%	145%	9%	-59%	-67%	6%	35%	9%
7	7	➡	Displays	31%	-19%	19%	-2%	33%	12%	-18%	-4%	18%	21%	12%	-16%	-4%	17%	-11%	18%	16%	-15%	-21%	5%	1%	5%
12	8	⬆	Software and Licences	-18%	-5%	37%	1%	8%	16%	6%	6%	-16%	-1%	-19%	-12%	-2%	-2%	0%	3%	-20%	120%	-27%	-3%	9%	-2%
9	9	➡	Disk Storage	-3%	1%	14%	-10%	-1%	25%	-20%	-22%	-20%	47%	-5%	17%	6%	6%	-16%	6%	-4%	-22%	-48%	0%	-11%	-3%
8	10	⬇	Other Networking Equipment	3%	-9%	8%	-20%	-21%	15%	21%	10%	40%	-36%	-6%	-29%	0%	-4%	-2%	16%	27%	-31%	-25%	-4%	0%	-3%
11	11	➡	Wireless Networking	15%	-21%	28%	-5%	-52%	-6%	-12%	11%	16%	-20%	-13%	0%	-13%	-5%	7%	52%	31%	22%	6%	-7%	21%	-5%
14	12	⬆	Connectivity	7%	-21%	-3%	-21%	7%	10%	16%	30%	-11%	43%	60%	-12%	3%	-15%	-9%	34%	-9%	-26%	-3%	-7%	3%	-6%
10	13	⬇	Printing Consumables	-11%	-23%	2%	1%	0%	33%	5%	-4%	-4%	-29%	-13%	2%	9%	15%	-31%	17%	50%	-57%	-30%	-6%	-16%	-7%
15	14	⬆	Power Equipment	-7%	-8%	-9%	-23%	-20%	1%	43%	-2%	3%	11%	-42%	42%	7%	-20%	-1%	-15%	-22%	-26%	-13%	-9%	-6%	-8%
13	15	⬇	Networking Systems	-4%	-33%	11%	-22%	-13%	9%	18%	-5%	4%	-17%	3%	-15%	-34%	-24%	13%	-6%	31%	-11%	-41%	-13%	8%	-10%
17	16	⬆	Warranties and Services	-23%	-1%	8%	-21%	-3%	-17%	-6%	-24%	-42%	-25%	-46%	16%	-12%	-15%	-25%	17%	-46%	86%	-59%	-13%	-15%	-13%
16	17	⬇	Desktop Computing	3%	-41%	-27%	-20%	-21%	3%	2%	-21%	-21%	-39%	-35%	-37%	-27%	6%	21%	-5%	2%	-15%	-48%	-19%	9%	-14%
18	18	➡	Scanner Imaging	-16%	-12%	3%	-24%	-31%	4%	-62%	-39%	-29%	32%	-29%	68%	35%	12%	-4%	-6%	-50%	-31%	-39%	-16%	-15%	-16%
20	19	⬆	Printing	-14%	-24%	-19%	-29%	-16%	13%	-37%	-15%	13%	-34%	-3%	-41%	-16%	-13%	-25%	36%	-15%	5%	-41%	-18%	-15%	-17%
19	20	⬇	Smart Home and Office	35%	-39%	-7%	-23%	-6%	-82%	-45%	-94%	89%	-36%	666%	147%	4%	-66%	33%	402%	244%	2469%	46%	-23%	383%	-20%
22	21	⬆	Server Computing	-29%	-31%	14%	-33%	-30%	54%	-24%	10%	-43%	-39%	-33%	-74%	-1%	-68%	-22%	72%	-18%	-39%	-71%	-28%	-14%	-25%
21	22	⬇	Data Center Networking and Security	-26%	-15%	-18%	-36%	-17%	38%	-8%	-41%	-30%	-17%	-23%	12%	38%	-12%	-64%	-46%	-55%	122%	-32%	-19%	-59%	-27%
23	23	➡	Removable Storage	7%	-62%	-26%	-11%	-53%	-4%	13%	2%	-13%	-25%	-65%	-17%	-20%	21%	-67%	12%	-28%	-20%	-27%	-31%	-30%	-31%
24	24	➡	Unified Communications	-20%	-61%	-13%	-69%	-57%	27%	-21%	-36%	-54%	27%	-48%	-15%	-11%	-54%	-10%	30%	-46%	-8%	13%	-40%	-5%	-35%
			Country Trend	6%	-6%	25%	-2%	14%	19%	-4%	5%	-11%	-1%	4%	-9%	2%	4%	-10%	37%	5%	18%	-22%			

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

% Change in sales through IT Distribution in Euros
4 Weeks to Week 28 (to July 12 2020) vs Same Period 2019
Sorted by fastest declining Industry sector and country size

Traffic Lights:

Above	15%
Inbetween	
Below	-20%

Rank-W27	Rank-W28	Industry Sector	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Belgium	Austria	Denmark	Portugal	Norway	Finland	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total
1	1	Unified Communications	-20%	-61%	-13%	-69%	-57%	27%	-21%	-36%	-54%	27%	-48%	-15%	-11%	-54%	-10%	30%	-46%	-8%	13%	-40%	-5%	-35%
2	2	Removable Storage	7%	-62%	-26%	-11%	-53%	-4%	13%	2%	-13%	-25%	-65%	-17%	-20%	21%	-67%	12%	-28%	-20%	-27%	-31%	-30%	-31%
4	3	Data Center Networking and Security	-26%	-15%	-18%	-36%	-17%	38%	-8%	-41%	-30%	-17%	-23%	12%	38%	-12%	-64%	-46%	-55%	122%	-32%	-19%	-59%	-27%
3	4	Server Computing	-29%	-31%	14%	-33%	-30%	54%	-24%	10%	-43%	-39%	-33%	-74%	-1%	-68%	-22%	72%	-18%	-39%	-71%	-28%	-14%	-25%
6	5	Smart Home and Office	35%	-39%	-7%	-23%	-6%	-82%	-45%	-94%	89%	-36%	666%	147%	4%	-66%	33%	402%	244%	2469%	46%	-23%	383%	-20%
5	6	Printing	-14%	-24%	-19%	-29%	-16%	13%	-37%	-15%	13%	-34%	-3%	-41%	-16%	-13%	-25%	36%	-15%	5%	-41%	-18%	-15%	-17%
7	7	Scanner Imaging	-16%	-12%	3%	-24%	-31%	4%	-62%	-39%	-29%	32%	-29%	68%	35%	12%	-4%	-6%	-50%	-31%	-39%	-16%	-15%	-16%
9	8	Desktop Computing	3%	-41%	-27%	-20%	-21%	3%	2%	-21%	-21%	-39%	-35%	-37%	-27%	6%	21%	-5%	2%	-15%	-48%	-19%	9%	-14%
8	9	Warranties and Services	-23%	-1%	8%	-21%	-3%	-17%	-6%	-24%	-42%	-25%	-46%	16%	-12%	-15%	-25%	17%	-46%	86%	-59%	-13%	-15%	-13%
12	10	Networking Systems	-4%	-33%	11%	-22%	-13%	9%	18%	-5%	4%	-17%	3%	-15%	-34%	-24%	13%	-6%	31%	-11%	-41%	-13%	8%	-10%
10	11	Power Equipment	-7%	-8%	-9%	-23%	-20%	1%	43%	-2%	3%	11%	-42%	42%	7%	-20%	-1%	-15%	-26%	-26%	-13%	-9%	-6%	-8%
15	12	Printing Consumables	-11%	-23%	2%	1%	0%	33%	5%	-4%	-4%	-29%	-13%	2%	9%	15%	-31%	17%	50%	-57%	-30%	-6%	-16%	-7%
11	13	Connectivity	7%	-21%	-3%	-21%	7%	10%	16%	30%	-11%	43%	60%	-12%	3%	-15%	-9%	34%	-9%	-26%	-3%	-7%	3%	-6%
14	14	Wireless Networking	15%	-21%	28%	-5%	-52%	-6%	-12%	11%	16%	-20%	-13%	0%	-13%	-5%	7%	52%	31%	22%	6%	-7%	21%	-5%
17	15	Other Networking Equipment	3%	-9%	8%	-20%	-21%	15%	21%	10%	40%	-36%	-6%	-29%	0%	-4%	-2%	16%	27%	-31%	-25%	-4%	0%	-3%
16	16	Disk Storage	-3%	1%	14%	-10%	-1%	25%	-20%	-22%	-20%	47%	-5%	17%	6%	6%	-16%	6%	-4%	-22%	-48%	0%	-11%	-3%
13	17	Software and Licences	-18%	-5%	37%	1%	8%	16%	-2%	6%	-16%	-1%	-19%	-12%	-2%	-2%	0%	3%	-20%	120%	-27%	-3%	9%	-2%
18	18	Displays	31%	-19%	19%	-2%	33%	12%	-18%	-4%	18%	21%	12%	-16%	-4%	17%	-11%	18%	16%	-15%	-21%	5%	1%	5%
20	19	Wearable Devices	23%	4%	15%	-46%	44%	-23%	-34%	-31%	166%	10%	101%	-62%	7%	-29%	-32%	145%	9%	-59%	-67%	6%	35%	9%
21	20	Computing Components	17%	5%	5%	30%	43%	39%	10%	-6%	-5%	44%	0%	8%	35%	52%	-13%	59%	-2%	58%	-36%	18%	5%	15%
19	21	Audio-Video Systems	31%	-13%	43%	-12%	16%	40%	-20%	65%	-17%	16%	23%	-6%	38%	24%	-2%	95%	37%	29%	65%	14%	41%	17%
22	22	Telecommunications	21%	5%	40%	-10%	35%	91%	13%	65%	-15%	1%	1%	4%	7%	15%	-62%	64%	43%	31%	54%	19%	29%	21%
24	23	Mobile Computing	47%	14%	67%	29%	29%	9%	-18%	15%	4%	-6%	44%	-28%	-3%	13%	6%	56%	-15%	4%	14%	26%	15%	24%
23	24	Computing Accessories	41%	-2%	52%	26%	68%	39%	11%	27%	44%	28%	45%	8%	5%	37%	7%	50%	7%	23%	2%	28%	19%	28%
		Country Trend	6%	-6%	25%	-2%	14%	19%	-4%	5%	-11%	-1%	4%	-9%	2%	4%	-10%	37%	5%	18%	-22%			

Column group headers: WESTERN EUROPE (Germany … Other WE) | EASTERN EUROPE (Russia … Slovakia) | INDUSTRY SECTOR TREND (WE, EE, Total)

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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 28 (to July 12 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%

Rank-W27	Rank-W28		Industry Sector	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Belgium	Austria	Denmark	Portugal	Norway	Finland	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total
1	1	→	Mobile Computing	47%	14%	67%	29%	29%	9%	-18%	15%	4%	-6%	44%	-28%	-3%	13%	6%	56%	-15%	4%	14%	26%	15%	24%
2	2	→	Software and Licences	-18%	-5%	37%	1%	8%	16%	-2%	6%	-16%	-1%	-19%	-12%	-2%	-2%	0%	3%	-20%	120%	-27%	-3%	9%	-2%
3	3	→	Telecommunications	21%	5%	40%	-10%	35%	91%	13%	65%	-15%	1%	1%	4%	7%	15%	-62%	64%	43%	31%	54%	19%	29%	21%
4	4	→	Printing Consumables	-11%	-23%	2%	1%	0%	33%	5%	-4%	-4%	-29%	-13%	2%	9%	15%	-31%	17%	50%	-57%	-30%	-6%	-16%	-7%
5	5	→	Displays	31%	-19%	19%	-2%	33%	12%	-18%	-4%	18%	21%	12%	-16%	-4%	17%	-11%	18%	16%	-15%	-21%	5%	1%	5%
6	6	→	Warranties and Services	-23%	-1%	8%	-21%	-3%	-17%	-6%	-24%	-42%	-25%	-46%	16%	-12%	-15%	-25%	17%	-46%	86%	-59%	-13%	-15%	-13%
7	7	→	Computing Components	17%	5%	5%	30%	43%	39%	10%	-6%	-5%	44%	0%	8%	35%	52%	-13%	59%	-2%	58%	-36%	18%	5%	15%
8	8	→	Disk Storage	-3%	1%	14%	-10%	-1%	25%	-20%	-22%	-20%	47%	-5%	17%	6%	6%	-16%	6%	-4%	-22%	-48%	0%	-11%	-3%
9	9	→	Desktop Computing	3%	-41%	-27%	-20%	-21%	3%	2%	-21%	-21%	-39%	-35%	-37%	-27%	6%	21%	-5%	2%	-15%	-48%	-19%	9%	-14%
10	10	→	Computing Accessories	41%	-2%	52%	26%	68%	39%	11%	27%	44%	28%	45%	8%	5%	37%	7%	50%	7%	23%	2%	28%	19%	28%
13	11	↑	Printing	-14%	-24%	-19%	-29%	-16%	13%	-37%	-15%	13%	-34%	-3%	-41%	-16%	-13%	-25%	36%	-15%	5%	-41%	-18%	-15%	-17%
11	12	↓	Networking Systems	-4%	-33%	11%	-22%	-13%	9%	18%	-5%	4%	-17%	3%	-15%	-34%	-24%	13%	-6%	31%	-11%	-41%	-13%	8%	-10%
12	13	↓	Audio-Video Systems	31%	-13%	43%	-12%	16%	40%	-20%	65%	-17%	16%	23%	-6%	38%	24%	-2%	95%	37%	29%	65%	14%	41%	17%
14	14	→	Server Computing	-29%	-31%	14%	-33%	-30%	54%	-24%	10%	-43%	-39%	-33%	-74%	-1%	-68%	-22%	72%	-18%	-39%	-71%	-28%	-14%	-25%
15	15	→	Data Center Networking and Security	-26%	-15%	-18%	-36%	-17%	38%	-8%	-41%	-30%	-17%	-23%	12%	38%	-12%	-64%	-46%	-55%	122%	-32%	-19%	-59%	-27%
16	16	→	Wireless Networking	15%	-21%	28%	-5%	-52%	-6%	-12%	11%	16%	-20%	-13%	0%	-13%	-5%	7%	52%	31%	22%	6%	-7%	21%	-5%
18	17	↑	Power Equipment	-7%	-8%	-9%	-23%	-20%	1%	43%	-2%	3%	11%	-42%	42%	7%	-20%	-1%	-15%	-22%	-26%	-13%	-9%	-6%	-8%
17	18	↓	Wearable Devices	23%	4%	15%	-46%	44%	-23%	-34%	-31%	166%	10%	101%	-62%	7%	-29%	-32%	145%	9%	-59%	-67%	6%	35%	9%
19	19	→	Other Networking Equipment	3%	-9%	8%	-20%	-21%	15%	21%	10%	40%	-36%	-6%	-29%	0%	-4%	-2%	16%	27%	-31%	-25%	-4%	0%	-3%
20	20	→	Connectivity	7%	-21%	-3%	-21%	7%	10%	16%	30%	-11%	43%	60%	-12%	3%	-15%	-9%	34%	-9%	-26%	-3%	-7%	3%	-6%
21	21	→	Removable Storage	7%	-62%	-26%	-11%	-53%	-4%	13%	2%	-13%	-25%	-65%	-17%	-20%	21%	-67%	12%	-28%	-20%	-27%	-31%	-30%	-31%
22	22	→	Electronics	-25%	-62%	-22%	-35%	-81%	38%	-30%	-52%	-45%	41%	-56%	-23%	171%	-62%	43%	-19%	-26%	53%	-19%	-41%	10%	-32%
23	23	→	Smart Home and Office	35%	-39%	-7%	-23%	-6%	-82%	-45%	-94%	89%	-36%	666%	147%	4%	-66%	33%	402%	244%	2469%	46%	-23%	383%	-20%
24	24	→	Games Consoles	42%		-45%	21%	3%	179%	210%	98%	268%	138%	-24%	672%	23%	59%	-9%	106%	-26%	74%	51%	32%	44%	35%
25	25	→	Unified Communications	-20%	-61%	-13%	-69%	-57%	27%	-21%	-36%	-54%	27%	-48%	-15%	-11%	-54%	-10%	30%	-46%	-8%	13%	-40%	-5%	-35%
27	26	↑	Scanner Imaging	-16%	-12%	3%	-24%	-31%	4%	-62%	-39%	-29%	32%	-29%	68%	35%	12%	-4%	-6%	-50%	-31%	-39%	-16%	-15%	-16%
26	27	↓	Security	69%	-62%	-55%	-52%	-1%	6%	-44%	-11%	-63%	24%	75%	-25%	2%	-36%	-35%	-30%	44%	67%	-24%	-38%	-19%	-36%
29	28	↑	Terminals, Thin Clients and Points of S	-18%	-66%	-73%	-40%	73%	15%	-78%	-63%	-51%	-85%	-4%	-67%	-14%	-22%	27%	-39%	-81%	4%	-92%	-34%	-12%	-32%
28	29	↓	Tape Storage	-30%	-42%	-34%	60%	24%	62%	42%	-57%	-18%	58%	-24%	-58%	33%	-49%	20%	139%	76%	-99%	22%	-17%	33%	-12%
30	30	→	Photo and Video Cameras	-35%	5%	-44%	-73%	-33%	-24%	-76%	-77%	-55%	-19%	-60%	-88%	-27%	0%	-69%	-53%	-42%	-71%	-37%	-34%	-51%	-42%

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Top Growth Categories in Western and Eastern Europe
% Change in sales through IT Distribution in Euros
4 Weeks to Week 28 (to July 12 2020) vs Same Period 2019
Sorted by top growth categories and country size

Traffic Lights:

Above	15%
Inbetween	
Below	-20%

Rank-W27	Rank-W28	Category	WESTERN EUROPE Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Belgium	Austria	Denmark	Portugal	Norway	Finland	Other WE	EASTERN EUROPE Russia	Poland	Czech Republic	Baltics	Slovakia	CATEGORY TREND WE	EE	Total
1	1	Web Cameras	142%	248%	761%	204%	433%	144%	142%	116%	59%	152%	123%	6%	91%	77%	53%	623%	250%	90%	122%	188%	117%	178%
2	2	Games Software	-15%		-5%	-66%	107%	56%	-79%	-100%	263%	11%	-8%	408%	-39%	1610%	-7%	78%	231%	-11%	1499%	1%	175%	97%
3	3	Games Accessories	97%		-40%	51%	18%	171%	207%	98%	265%	161%	8%	765%	48%	57%	-10%	108%	-20%	88%	77%	57%	49%	55%
5	4	Powerline Devices	60%	21%	160%	-4%	53%	19%	49%	186%	177%	38%	81%	346%	-56%	35%	-4%	-9%	87%	88%	16%	44%	11%	44%
7	5	Labelling Tapes	59%	12%	26%	9%	-10%	49%	277%	3%	8%	247%	-36%	398%	157%	69%	-39%	111%	12%	-24%	15%	41%	0%	36%
9	6	Mobile Computing Cases	81%	9%	55%	27%	15%	39%	-16%	47%	80%	58%	47%	0%	107%	36%	56%	55%	49%	12%	97%	34%	53%	35%
6	7	Graphics Cards	33%	24%	71%	-22%	63%	-9%	48%	9%	10%	33%	83%	-48%	107%	34%	-34%	87%	38%	99%	50%	35%	34%	35%
4	8	E-Readers	4%	82%	79%	17%	9%	5%	-65%		10%	-60%	231%	81%	64%	26%	85%	-1%	672%	-47%	28%	29%	62%	34%
8	9	Headsets/Headphones and Microphones	49%	10%	55%	-7%	-4%	111%	-26%	82%	-26%	95%	41%	4%	61%	43%	27%	135%	61%	49%	75%	30%	71%	33%
12	10	Digital Media Players	97%	-16%	63%	29%	126%	38%	62%	55%	232%	-15%	11%	-35%	7%	-14%	-14%	5%	502%	-88%	-3%	32%	30%	32%
10	11	Wireless Adapters	14%	12%	61%	22%	83%	-12%	11%	36%	31%	79%	100%	-61%	56%	21%	27%	81%	136%	87%	-3%	25%	54%	31%
14	12	Keyboards and Keypads	32%	-16%	57%	34%	65%	95%	20%	13%	93%	7%	72%	61%	31%	55%	31%	43%	-21%	-8%	9%	30%	22%	29%
21	13	Docking Stations	10%	2%	53%	81%	124%	27%	9%	67%	58%	33%	68%	3%	-23%	67%	-13%	32%	-8%	58%	-30%	30%	11%	29%
11	14	Telephony Accessories	331%	-14%	63%	-88%	469%	-31%	404%	27%	-76%	368%		8%	305%	-37%	-65%	-85%	-94%	635%	94%	39%	-67%	27%
16	15	Notebooks	49%	13%	64%	51%	36%	17%	-18%	16%	8%	-13%	47%	-28%	-4%	25%	7%	58%	-17%	2%	11%	29%	16%	27%
24	16	Smart Lighting and Electricals	-3%		94%	-34%	60%		-52%	146%	621%	85%	189%	117%	-8%	-71%	19%	244%	457%	292%	34%	14%	198%	25%
23	17	Mobile Computing Accessories and Parts	88%	-36%	58%	26%	21%	0%	16%	27%	-18%	13%	17%	39%	14%	41%	18%	8%	2%	110%	-35%	25%	10%	24%
17	18	Smartphones	21%	11%	41%	-8%	36%	88%	12%	66%	-3%	2%	3%	7%	15%	21%	-66%	65%	45%	31%	63%	21%	34%	23%
30	19	Virtualisation Software	115%	-47%	-35%	-29%	26%	3%	-22%	-9%	145%	46%	-53%	67%	6%	14%	121%	-27%	-24%	-59%	269%	20%	46%	22%
22	20	Monitors	44%	12%	25%	14%	50%	28%	-6%	10%	52%	12%	30%	5%	-18%	35%	-15%	21%	39%	-6%	-20%	26%	0%	20%
15	21	Notebook Workstations	8%	43%	26%	29%	-9%	38%	-6%	51%	66%	-11%	27%	-1%	18%	23%	7%	31%	-31%	14%	-23%	21%	6%	20%
13	22	Smart Watches	8%	16%	13%	-26%	89%	12%	-51%	-30%	215%	-16%	141%	-63%	8%	-9%	-36%	63%	35%	-51%	-71%	17%	20%	18%
26	23	Mice	12%	-20%	96%	-9%	79%	38%	-8%	32%	35%	-2%	46%	-16%	-5%	33%	21%	65%	-6%	-15%	19%	15%	27%	17%
19	24	Processors	25%	16%	-9%	48%	62%	83%	-1%	3%	1%	60%	-13%	28%	5%	82%	-38%	74%	-11%	75%	-58%	27%	-15%	15%
18	25	Tablet PCs	47%	15%	86%	-18%	8%	-20%	-22%	3%	-17%	14%	22%	-39%	0%	-11%	-14%	44%	-3%	22%	88%	15%	6%	15%
20	26	Disk Drives	31%	-40%	11%	1%	76%	-11%	7%	-14%	-14%	53%	46%	-28%	-2%	15%	-24%	76%	-10%	-36%	26%	13%	19%	14%
27	27	Developer Tools Software	-34%	-2%	234%	-34%	46%	61%	51%	-16%	-53%	1%	-52%	56%	21%	54%	302%	-32%	-22%	-3%	-84%	14%	4%	13%
N/A	28	Network Management Software	-4%	4%	100%	50%	-37%	-5%	-16%	97%	-35%	187%	-59%	64%	-19%	30%	12%	64%	8%	-47%	38%	12%	25%	13%
31	29	Wired Network Adapters	-2%	33%	14%	19%	6%	83%	46%	-1%	-6%	60%	-60%	7%	58%	-22%	-9%	37%	0%	-5%	-36%	14%	1%	13%
39	30	Telephony and Conference Systems	3%	-18%	-47%	14%	117%	355%	41%	242%	204%	537%	89%	20%	-68%	136%	-36%	53%	0%	248%	62%	21%	-25%	12%
32	31	Network Routers	4%	-21%	50%	-7%	55%	38%	49%	-60%	6%	10%	60%	-20%	-37%	-4%	24%	7%	62%	25%	-66%	8%	19%	11%
36	32	Network Expansion Modules	-17%	53%	-27%	10%	7%	130%	62%	-41%	63%	-28%	-43%	-25%	108%	61%	0%	-49%	-29%	51%	47%	14%	-3%	11%
35	33	Host Bus Adapters	-12%	10%	47%	-26%	39%	89%	275%	-56%	-20%	93%	-34%	-69%	70%	-47%	74%	-1%	-81%	268%	-39%	5%	27%	9%
38	34	NAS Devices	41%	-4%	-3%	-4%	-25%	4%	-8%	-22%	35%	106%	38%	-45%	78%	-1%	-27%	33%	-15%	0%	-23%	11%	-4%	9%
25	35	Tape Drives	-10%	-34%	-28%	189%	176%	31%	632%	-18%	-34%	394%	-42%	-66%	226%	-82%	-28%	161%	21%	-100%	-41%	9%	-8%	8%
28	36	Smart Bands and Activity Trackers	813%	-8%	91%	164%	-3%	228%	732%	-85%	-84%	623%	-9%	483%		-61%	-27%	525%	-19%	-60%	12%	-7%	109%	8%
33	37	Televisions	-29%	-36%	26%	52%	172%	18%	-80%	-29%	-15%	119%	-9%	-41%	3%	-17%	31%	45%	22%	-27%	-10%	4%	23%	8%
34	38	Solid State Drives (SSDs)	5%	28%	10%	-15%	-21%	31%	-35%	-9%	-31%	127%	18%	-44%	-2%	7%	32%	7%	-6%	-29%	-32%	4%	11%	6%
46	39	All-In-One Inkjets	-6%	-12%	23%	-16%	4%	61%	-37%	9%	27%	-25%	103%	-35%	29%	-23%	15%	106%	-17%	36%	-3%	2%	34%	5%
43	40	Disk Arrays	4%	-14%	82%	10%	29%	58%	42%	-42%	-27%	4%	-41%	192%	26%	35%	-7%	-8%	-4%	-20%	-89%	8%	-14%	4%
37	41	Storage Controllers	-24%	15%	-8%	-3%	-40%	20%	-12%	34%	-3%	86%	100%	67%	-6%	-5%	99%	8%	-26%	-63%	-43%	-5%	65%	3%
44	42	Data Management Software	14%	-7%	136%	-1%	-11%	31%	3%	-6%	-17%	-27%	-10%	8%	-10%	-16%	-28%	-5%	2%	-69%	-45%	5%	-27%	3%
29	43	Ink Cartridges and Tanks	-17%	-13%	22%	10%	30%	52%	26%	-1%	25%	-4%	1%	21%	-1%	21%	-22%	39%	81%	-62%	-36%	3%	-2%	3%
N/A	44	Inkjet Printers	-13%	12%	14%	1%	42%	-33%	-58%	-56%	-1%	17%	-15%	9%	-20%	-27%	-16%	91%	44%	87%	-35%	-3%	25%	1%
N/A	45	Security Software	-1%	-7%	20%	45%	-8%	4%	-35%	-8%	-34%	-19%	-19%	5%	24%	-16%	19%	10%	8%	-28%	-16%	-1%	8%	-1%
41	46	Office Applications Software	-28%	3%	19%	-3%	15%	1%	-4%	80%	-27%	13%	11%	-3%	5%	29%	13%	21%	-39%	2%	-19%	-1%	5%	-1%
N/A	47	LTO/Ultrium Media	10%	-40%	-16%	1%	-35%	4%	-46%	-58%	-5%	17%	-31%	-49%	26%	-29%	67%	111%	254%	-69%	96%	-10%	91%	-1%
40	48	RAM Memory	-2%	-17%	-17%	22%	-16%	11%	-16%	-16%	-4%	23%	7%	-8%	5%	22%	20%	4%	19%	7%	-13%	-5%	13%	-2%
N/A	49	Large Format/Plotter Printers	-20%	-36%	37%	-2%	-17%	22%	-9%	9%	13%	-31%	-22%	-12%	-48%	1%	-17%	2%	16%	0%	13%	-3%	-4%	-4%
49	50	Wireless Access Points	17%	-27%	28%	-6%	-51%	-4%	-12%	11%	14%	-21%	-20%	-2%	-15%	-2%	5%	46%	28%	12%	11%	-7%	17%	-6%

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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 28 (to July 12 2020) vs Same Period 2019
Sorted by fastest declining categories and country size

Traffic Lights:	
Above	15%
Inbetween	
Below	-20%

Rank-W27	Rank-W28		Category	WESTERN EUROPE														EASTERN EUROPE					CATEGORY TREND		
				Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Belgium	Austria	Denmark	Portugal	Norway	Finland	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total
1	1	⇨	MP3/MP4 Players	-46%	-57%	-66%	-69%	-99%	-39%	-87%	-84%	-100%	-76%	-76%	159%	7%	-49%	-100%	65%	-68%	-8%	629%	-78%	-41%	-77%
2	2	⇨	Network Chassis	-26%	-46%	-51%	-33%	-47%	36%	-95%	31%	-81%	-96%	38%	-100%	-52%	-45%	-95%	-3%	21%	267%	0%	-42%	-94%	-77%
N/A	3	⬆	Dye Sublimation Printers	-87%	-84%	-72%	-96%	-67%	-57%	-91%	-85%	-85%	-64%	-32%	-60%	0%	-14%	-56%	-46%	-85%	-31%	-38%	-78%	-25%	-77%
3	4	⬇	Partner Rebates, Warehousing and Logistics	-65%	-84%	-86%	-94%	-85%	-62%	-82%	-40%	-46%	12%	-68%	-26%	20%	33%	123%	-75%	-75%	1402%	-100%	-78%	57%	-75%
N/A	5	⬆	Presentation Devices	-55%	-44%	-89%	-93%	-88%	-30%	105%	-86%	-85%	-64%	-32%	-67%	-81%	-91%	-72%	-46%	-85%	-87%	-77%	-73%	-69%	-73%
5	6	⬇	Privacy Screens	-74%	-77%	-45%	-14%	-96%	-63%	-77%	-71%	-33%	-86%	-69%	-10%	-62%	-66%		-44%		-50%	-42%	-66%	-46%	-65%
4	7	⬇	Server Enclosure	-89%	-18%	-54%	-39%	99%	89%	-11%	308%	-92%	135%	-94%		0%	-69%	-69%	51%	-66%	-98%	-34%	-60%	-68%	-63%
6	8	⬇	Standalone GPS Devices	-99%	-69%	-56%	-74%	-76%	4%	-56%	-100%	0%	62%	-76%	-32%	0%	-97%		-49%	-9%	-97%	-3%	-62%	-31%	-60%
9	9	⬇	Smart Home Automation	-43%	-72%	94%	-64%	1%	-97%	-70%		-23%	-85%			-100%	-65%		143%		-100%	0%	-58%	390%	-58%
7	10	⬇	3D Printers	-66%	-11%	-93%	-100%	-82%	244%	0%	0%	1126%	-100%	-76%	272%	-100%	13%			-74%	-100%	0%	-55%	212%	-54%
42	11	⬆	SAN Accessories	-74%	-71%	55%	-72%	-48%	1071%	-18%	-97%	-38%	706%	-100%	-28%	1189%	-41%	466%	-96%	-96%	0%	-20%	-55%	-36%	-54%
8	12	⬇	Label/Barcode/Receipt Printers	-12%	-10%	-83%	-13%	-5%	4%	-39%	-39%	-4%	-28%	64%	-36%	-28%		6%	-24%	-47%	1%	-83%	-52%	-26%	-49%
13	13	⇨	Memory Cards	14%	-67%	-53%	-15%	-58%	-12%	18%	-19%	55%	-30%	-73%	-22%	-15%	55%	-79%	-6%	-42%	-25%	-43%	-44%	-48%	-45%
20	14	⬆	Digital Cameras	-54%	-18%	-45%	-76%	-26%	-27%	-20%	-78%	-44%	-6%	-64%	7%	-4%	46%	-89%	-54%	-41%	-61%	-39%	-36%	-52%	-44%
17	15	⬆	Servers (Unix)	4%	-90%	119%	-10%	-7%	-18%	-100%	-13%	107%	-85%	-86%		0%	-76%	-77%	-43%	-80%			-42%	-70%	-44%
14	16	⬇	Portable Power Banks	-4%	-18%	-41%	-58%	-58%	-20%	-31%	-71%	-35%	-76%	-48%	-63%	-54%		39%	-62%	-33%	-9%	-69%	-45%	-33%	-41%
12	17	⬇	Copier-based MFPs	-8%	-69%	-31%	-41%	-58%	37%	-17%	-61%	9%	-69%	-70%	-46%	-70%	-56%	-32%	-29%	-75%	-21%	-39%	-42%	-34%	-41%
11	18	⬇	Portable Speakers	-87%	-58%	34%	-40%	-4%	-73%	-91%	-44%	-53%	-98%	-79%	683%	-64%	-95%	-93%	-58%	-70%	-45%	-89%	-39%	-77%	-41%
10	19	⬇	Points of Sales	-12%	-83%	-89%	-36%	195%	-61%	-94%	563%	-36%	73%	-76%	42%	4%		5%	-98%	29%	-91%	-94%	-43%	-6%	-39%
24	20	⬆	Mobile Phones	-22%	-16%	-59%	-16%	0%	204%	-15%	23%	92%	-40%	-89%	-16%	10%	-40%	-70%	-61%	-33%	-45%	24%	-22%	-66%	-37%
27	21	⬆	IP Cameras	70%	-65%	-55%	-53%	0%	6%	-44%	-11%	-63%	24%	75%	-25%	2%	-37%	-34%	-29%	45%	60%	-26%	-39%	-17%	-36%
16	22	⬇	SAN Switches and Directors	-57%	-14%	-25%	-24%	50%	27%	-61%	-68%	-61%	458%	-55%	-100%	-9%	43%	-39%	-10%	-86%	260%	-66%	-38%	-30%	-36%
N/A	23	⬆	Home Sound Systems	-86%	-47%	-39%	-16%	-3%	-45%	-90%	96%	182%	-63%	-14%	-87%	-9%	71%	-13%	132%	-45%	69%	178%	-42%	30%	-36%
18	24	⬇	VOIP Systems	-22%	-63%	-15%	-71%	-60%	29%	-16%	-34%	-52%	33%	-50%	-16%	-10%	-55%	-10%	43%	-41%	-6%	20%	-42%	-3%	-36%
21	25	⬇	Camera/Camcorder Accessories	-26%	108%	-40%	-70%	-80%	-22%	-98%	-81%	-92%	-22%	-21%	-98%	-59%	-2%	-2%	-52%	-43%	-80%	-38%	-30%	-45%	-36%
15	26	⬇	Desktop Thin Clients	-31%	-54%	-55%	-42%	0%	12%	-76%	-82%	-47%	-39%	-71%	-57%	-15%	-24%	38%	-39%	-90%	50%	-82%	-38%	-14%	-35%
22	27	⬇	Printer Accessories and Parts	-19%	-43%	-41%	-31%	-35%	-15%	-48%	-22%	-11%	-66%	-36%	-18%	-28%	-55%	-38%	71%	-35%	86%	-31%	-33%	-27%	-32%
23	28	⬇	Projectors	-7%	-63%	-31%	-19%	-51%	-18%	-48%	-23%	-40%	-70%	-23%	-12%	-2%	9%	-37%	-27%	-16%	16%	-7%	-34%	-21%	-32%
28	29	⬇	Landline Telephones	-5%	-56%	11%	-81%	60%	61%	-38%	76%	31%	25%	38%	233%	-36%	-52%	-36%	-30%	-51%	-87%	-81%	-29%	-39%	-30%
33	30	⬆	Office Supplies and Furniture	-61%	-2%	-42%	-19%	-68%	-18%	-64%	-45%	-22%	-23%	-27%	39%	61%	-55%	-88%	-1%	9%	-20%	514%	-23%	-64%	-30%
19	31	⬇	Project Management Software	-80%	-14%	635%	-29%	257%	90%	183%	-28%	-12%	37%	20%	11%	-2%	-62%	87%	71%	113%	8%	-73%	-32%	48%	-27%
30	32	⬇	Smartphone/Tablet Chargers	31%	-47%	-52%	-17%	-20%	-15%	-44%	-29%	-14%	6%	-69%	1%	17%	-36%	-66%	17%	-10%	56%	-26%	-28%	-12%	-27%
25	33	⬇	Connectivity Switches (Data and KVM)	-26%	-43%	-42%	-24%	-47%	62%	157%	-44%	-91%	48%	429%	-1%	46%	-47%	-15%	29%	-80%	-95%	-53%	-26%	-25%	-26%
26	34	⬇	Displays Accessories	-11%	-40%	-27%	-16%	-23%	7%	2%	18%	-43%	-7%	-53%	-66%	30%	-32%	-87%	23%	-6%	-5%	-63%	-24%	-52%	-25%
29	35	⬇	USB Memory	-3%	-48%	12%	-11%	-57%	2%	3%	37%	-40%	-37%	-65%	-5%	-34%	2%	-56%	20%	-9%	1%	-11%	-25%	-10%	-23%
31	36	⬇	Servers (PC/Mac)	-23%	-4%	0%	-42%	-30%	46%	-41%	10%	-49%	-35%	-36%	-66%	50%	-77%	-19%	73%	-21%	-43%	-73%	-26%	-13%	-23%
N/A	37	⬆	Database Management Software	-55%	94%	-49%	-4%	-31%	57%	17%	-34%	-24%	-53%	-12%	-31%	51%	-28%	-80%	-23%	-61%	4%	-52%	-18%	-61%	-23%
35	38	⬇	Print Media	-36%	1%	-32%	-36%	6%	-15%	-42%	-39%	3%	-44%	280%	-25%	-30%	4%	-30%	7%	-13%		-16%	-28%	-20%
32	39	⬇	Smartphone Protective Cases	70%	-62%	5%	-35%	-38%	35%	-27%	29%	-3%	52%	-4%	16%	134%	9%	-24%	33%	1%	15%		-21%	5%	-19%
38	40	⬇	Desktop Workstations (PC/Mac)	-16%	-39%	-21%	-28%	-39%	-6%	-18%	-7%	-10%	-48%	-64%	-64%	-28%	-3%	3%	162%	27%	-31%	-21%	-25%	23%	-19%
34	41	⬇	All-in-One Lasers	-8%	-23%	-8%	-24%	-24%	6%	-51%	1%	33%	-32%	-38%	-69%	1%	24%	-34%	15%	-2%	-17%	-57%	-14%	-27%	-18%
44	42	⬆	Large Format Displays	10%	-38%	8%	-28%	-23%	-22%	11%	-2%	-13%	24%	-13%	-41%	12%	-9%	21%	-34%	-46%	-28%	-60%	-19%	-11%	-18%
37	43	⬇	Long Life Consumables	-11%	-42%	-14%	-13%	-19%	21%	-22%	-21%	6%	-38%	-30%	-15%	-28%	0%	-25%	9%	16%	-27%	6%	-18%	-18%	-18%
N/A	44	⬆	Wireless LAN Controllers	-14%	127%	-22%	-18%	-94%	-56%	-11%	2%	109%	-83%	170%	1%	-50%	0%	58%	-24%	29%	29%	-86%	-19%	3%	-18%
49	45	⬆	Network Switches	-8%	-37%	-4%	-24%	-49%	1%	6%	6%	3%	-20%	-7%	-13%	-34%	-30%	5%	-13%	19%	-26%	-9%	-20%	1%	-17%
39	46	⬇	Smart Speakers	75%	-50%	-37%	-10%	-25%	-7%	-51%	-95%	134%	-2%	-84%				31%	911%	618%	26%	-17%	48%	-17%
41	47	⬇	Network Accessories	-25%	-34%	-4%	-51%	-12%	-2%	-34%	-22%	-17%	-38%	12%	12%	31%	24%	-12%	35%	-18%	-14%	-24%	20%	-16%
45	48	⬇	Network Management and Security Appliances	-7%	-23%	-15%	-16%	-14%	-6%	-2%	-32%	1%	-41%	-18%	23%	21%	-21%	-4%	-45%	-45%	110%	-49%	-16%	-20%	-16%
36	49	⬇	Server Accessories	-39%	-44%	4%	10%	-73%	216%	-51%	-10%	-3%	-2%	-36%	41%	27%	-43%	-14%	245%	-61%	-80%	-47%	-26%	27%	-16%
N/A	50	⬆	Hard Disk Drives (HDDs)	-18%	-13%	-4%	-18%	1%	20%	-30%	-5%	7%	10%	-19%	-8%	3%	-1%	-44%	6%	0%	-4%	-39%	-11%	-31%	-16%

CONTEXT Covid-19 Weekly Report

Largest Category

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Largest Categories and Countries in Western and Eastern Europe
% Change in sales through IT Distribution in Euros
4 Weeks to Week 28 (to July 12 2020) vs Same Period 2019
Sorted by largest industry sector and largest country.

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

Rank-W27	Rank-W28	Category	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Belgium	Austria	Denmark	Portugal	Norway	Finland	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total
1	1	Notebooks	49%	13%	64%	51%	36%	17%	-18%	16%	8%	-13%	47%	-28%	-4%	25%	7%	58%	-17%	2%	11%	29%	16%	27%
2	2	Smartphones	21%	11%	41%	-8%	36%	88%	12%	66%	-17%	-3%	2%	3%	7%	15%	-66%	65%	45%	31%	63%	21%	34%	23%
3	3	Warranties and Services	-23%	-1%	8%	-21%	-3%	-17%	-6%	-24%	-42%	-25%	-46%	16%	-12%	-15%	-25%	17%	-46%	86%	-59%	-13%	-15%	-13%
4	4	Tablet PCs	47%	15%	86%	-18%	8%	-20%	-22%	3%	-17%	14%	22%	-39%	0%	-11%	-14%	44%	-3%	22%	88%	15%	6%	15%
5	5	Desktops	6%	-41%	-27%	-19%	-20%	4%	6%	-23%	-23%	-37%	-32%	-29%	-26%	7%	23%	-14%	-1%	-14%	-50%	-18%	8%	-13%
6	6	Ink Cartridges and Tanks	-17%	-13%	22%	10%	30%	52%	26%	-1%	25%	-4%	1%	21%	-1%	21%	-22%	39%	81%	-62%	-36%	3%	-2%	3%
7	7	Toner	-5%	-34%	-14%	-10%	-24%	25%	-6%	-11%	-42%	-26%	2%	11%	-12%	11%	-35%	1%	44%	-57%	-17%	-13%	-22%	-15%
8	8	Monitors	44%	12%	25%	14%	50%	28%	-6%	10%	52%	12%	30%	5%	-18%	35%	-15%	21%	39%	-6%	-20%	26%	0%	20%
9	9	Security Software	-1%	-7%	20%	45%	-8%	4%	-35%	-8%	-34%	-19%	-19%	5%	24%	-16%	19%	10%	8%	-28%	-16%	-1%	8%	-1%
10	10	Office Applications Software	-28%	3%	19%	-3%	15%	1%	-4%	80%	-27%	13%	11%	-3%	5%	29%	13%	21%	-39%	2%	-19%	-1%	5%	-1%
11	11	Data Management Software	14%	-7%	136%	-1%	-11%	31%	3%	-6%	-17%	-27%	-10%	8%	-10%	-16%	-28%	-5%	2%	-69%	-45%	5%	-27%	3%
12	12	Processors	25%	16%	-9%	48%	62%	83%	-1%	3%	-11%	60%	-13%	28%	5%	82%	-38%	74%	-11%	75%	-58%	27%	-15%	15%
14	13	Network Switches	-8%	-37%	-4%	-24%	-49%	1%	6%	6%	3%	-20%	-7%	-13%	-34%	-30%	5%	-13%	19%	-26%	-9%	-20%	1%	-17%
13	14	Solid State Drives (SSDs)	5%	28%	10%	-15%	-21%	31%	-35%	-19%	-31%	127%	18%	-44%	-2%	7%	32%	7%	-6%	-29%	-32%	4%	11%	6%
17	15	Headsets/Headphones and Microphones	49%	10%	55%	-7%	-4%	111%	-26%	82%	-26%	95%	41%	4%	61%	43%	27%	135%	61%	49%	75%	30%	71%	33%
16	16	Operating Systems Software	-17%	-3%	48%	-4%	7%	-14%	15%	-12%	-29%	-25%	-32%	-8%	46%	-11%	-26%	-26%	-47%	-18%	-53%	-5%	-29%	-8%
15	17	Hard Disk Drives (HDDs)	-18%	-13%	-4%	-18%	1%	20%	-30%	-5%	7%	10%	-19%	-8%	3%	-1%	-44%	6%	0%	-4%	-39%	-11%	-31%	-16%
18	18	Servers (PC/Mac)	-23%	-4%	0%	-42%	-30%	46%	-41%	10%	-49%	-35%	-36%	-66%	50%	-77%	-19%	73%	-21%	-13%	-73%	-26%	-13%	-23%
19	19	RAM Memory	-2%	-17%	-17%	22%	-16%	11%	-16%	-16%	-4%	23%	7%	-8%	5%	22%	20%	4%	-19%	7%	-13%	-5%	13%	-2%
20	20	Graphics and Design Software	-18%	-46%	16%	5%	31%	2%	-31%	-27%	-4%	-5%	-11%	-3%	52%	-13%	-49%	50%	45%	62%	22%	-16%	31%	-14%
21	21	Disk Arrays	4%	-14%	82%	10%	29%	58%	42%	-42%	4%	-41%	192%	26%	35%	-7%	-8%	-4%	-20%	-89%	8%	8%	-14%	4%
22	22	Virtualisation Software	115%	-47%	-35%	-29%	26%	3%	-22%	-9%	145%	46%	-53%	67%	6%	14%	121%	-27%	-24%	-59%	269%	20%	46%	22%
23	23	All-in-One Lasers	-8%	-23%	-8%	-24%	-24%	6%	-51%	1%	33%	-32%	-38%	-69%	1%	24%	-34%	15%	-2%	-17%	-57%	-14%	-27%	-18%
24	24	Wireless Access Points	17%	-27%	28%	-6%	-51%	-4%	-12%	11%	14%	-21%	-20%	-2%	-15%	-2%	5%	46%	28%	12%	11%	-7%	17%	-6%
25	25	Network Routers	4%	-21%	50%	-7%	55%	38%	49%	-60%	6%	10%	60%	-20%	-37%	-4%	24%	7%	62%	25%	-66%	8%	19%	11%
27	26	Large Format Displays	10%	-38%	8%	-28%	-23%	-22%	11%	-2%	-13%	24%	-13%	-41%	12%	-9%	21%	-34%	-46%	-28%	-60%	-19%	-11%	-18%
28	27	Network Management Software	-4%	4%	100%	50%	-37%	-5%	-16%	97%	-35%	187%	-59%	64%	-19%	30%	12%	64%	8%	-47%	38%	12%	25%	13%
26	28	Televisions	-29%	-36%	26%	52%	172%	18%	-80%	-29%	-15%	119%	-9%	-41%	3%	-17%	31%	45%	22%	-27%	-10%	4%	23%	8%
29	29	Network Management and Security Appliances	-7%	-23%	-15%	-16%	-14%	-6%	-2%	-32%	1%	-41%	-18%	23%	21%	-21%	-4%	-45%	-45%	110%	-49%	-16%	-20%	-16%
30	30	Graphics Cards	33%	24%	71%	-22%	63%	-9%	48%	9%	10%	33%	83%	-48%	107%	34%	-34%	87%	38%	99%	50%	35%	34%	35%
31	31	All-In-One Inkjets	-6%	-12%	23%	4%	61%	-37%	9%	-25%	103%	-35%	29%	-23%	15%	106%	-17%	36%	-3%	2%	34%	2%	34%	5%
32	32	Database Management Software	-55%	94%	-49%	-4%	-31%	57%	17%	-34%	-24%	-53%	-12%	-31%	51%	-28%	-80%	-23%	-61%	4%	-52%	-18%	-61%	-23%
33	33	Docking Stations	10%	2%	53%	81%	124%	27%	9%	67%	58%	33%	68%	3%	-23%	67%	-13%	32%	-8%	58%	-30%	30%	11%	29%
34	34	Smart Watches	8%	16%	13%	-26%	89%	12%	-51%	-30%	215%	-16%	141%	-63%	8%	-9%	-36%	63%	35%	-51%	-71%	17%	20%	18%
35	35	Desktop Workstations (PC/Mac)	-16%	-39%	-21%	-28%	-39%	-6%	-18%	-7%	-10%	-48%	-64%	-64%	-28%	-3%	3%	162%	27%	-31%	-21%	-25%	23%	-19%
36	36	Uninterruptable Power Supplies (UPS)	-19%	-18%	-14%	-12%	-15%	-10%	18%	-13%	-3%	-34%	-44%	51%	-24%	-1%	-19%	-10%	-5%	-23%	-9%	-14%	-17%	-15%
37	37	Cables and Connectivity Adapters	6%	-26%	-4%	-22%	10%	6%	11%	33%	-8%	36%	52%	-16%	3%	-16%	-6%	34%	-3%	-30%	0%	-8%	6%	-7%
38	38	Transceivers	-6%	-13%	-17%	-27%	-47%	5%	39%	-14%	-38%	-48%	-14%	-45%	10%	-7%	4%	4%	-16%	-66%	-37%	-16%	1%	-13%
39	39	Notebook Workstations	8%	43%	26%	29%	-9%	38%	-6%	51%	66%	-11%	27%	-1%	18%	23%	7%	31%	-31%	14%	-23%	21%	6%	20%
41	40	Laser Printers	-32%	-10%	46%	-25%	-14%	-16%	1%	-3%	11%	-9%	23%	-39%	-13%	-3%	1%	32%	-2%	3%	15%	-13%	6%	-9%
40	41	Keyboards and Keypads	32%	-16%	57%	34%	65%	95%	20%	13%	93%	7%	72%	61%	31%	55%	31%	43%	-21%	-8%	9%	30%	22%	29%
42	42	Developer Tools Software	-34%	-2%	234%	-34%	46%	61%	51%	-16%	-53%	1%	-52%	56%	21%	54%	302%	-32%	-22%	-3%	-84%	14%	4%	13%
43	43	Long Life Consumables	-11%	-42%	-14%	-13%	-19%	21%	-22%	-21%	6%	-38%	-30%	-15%	-28%	0%	-25%	9%	16%	-27%	6%	-18%	-18%	-18%
44	44	Projectors	-7%	-63%	-31%	-19%	-51%	-18%	-48%	-23%	-40%	-70%	-23%	-12%	-2%	9%	-37%	-27%	-16%	16%	-7%	-34%	-21%	-32%
46	45	Project Management Software	-80%	-14%	635%	-29%	257%	90%	183%	-28%	-12%	37%	20%	11%	-2%	-62%	87%	71%	113%	8%	-73%	-32%	47%	-27%
45	46	Mobile Computing Cases	81%	9%	55%	27%	15%	39%	-16%	47%	80%	58%	47%	0%	107%	36%	56%	55%	49%	12%	97%	34%	53%	35%
47	47	Mice	12%	-20%	96%	-9%	79%	38%	-8%	32%	35%	-2%	46%	-16%	-5%	33%	21%	65%	-6%	-15%	19%	15%	27%	17%
48	48	Servers (Unix)	4%	-90%	119%	-10%	-7%	-18%	-100%	4%	107%	-85%	-86%		0%	-76%	-77%	-43%	-80%			-42%	-70%	-44%
N/A	49	Mobile Computing Accessories and Parts	88%	-36%	58%	26%	21%	0%	16%	27%	-18%	13%	17%	39%	14%	41%	18%	8%	2%	110%	-35%	25%	10%	24%
49	50	NAS Devices	41%	-4%	-3%	4%	-25%	4%	-8%	-22%	35%	106%	38%	-35%	78%	-1%	-27%	33%	-15%	0%	-23%	11%	-4%	9%

WESTERN EUROPE · EASTERN EUROPE · CATEGORY TREND

Channel Performance in Western and Eastern Europe

% Change in sales through IT Distribution in Euros
4 Weeks to Week 28 (to July 12 2020) vs Same Period 2019
Sorted by largest country

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

Business Sectors	Channel	WESTERN EUROPE														EASTERN EUROPE					CHANNEL TREND		
		Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Belgium	Austria	Denmark	Portugal	Norway	Finland	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total
Business Channels	Corporate Reseller	-22%	-4%	14%	-10%	-8%	3%	-26%	-15%	-34%	-22%	-36%	-25%	-15%	-16%	-11%	-25%	-31%	-47%	-48%	-11%	-18%	-12%
	Small and Medium Reseller	9%	-17%	25%	4%	15%	20%	10%	9%	-8%	-4%	-4%	-14%	14%	11%	-15%	25%	0%	2%	-27%	5%	-1%	4%
	Etailer Business	-5%	9%	2%	-14%	-13%	-23%	-9%	25%	-20%	25%	-49%	5%	-3%	-25%	-30%	7%	-3%	-43%	-16%	-4%	-20%	-5%
Retail Channels	Etailer Consumer	48%	15%	17%	-24%	24%	41%	-23%	63%	7%	74%	10%	33%	-11%	19%	-8%	97%	5%	29%	55%	23%	17%	22%
	Retail Chain	34%	-7%	38%	9%	29%	21%	17%	30%	12%	71%	23%	31%	7%	16%	0%	63%	32%	204%	1%	23%	32%	25%

Channel Share in Western and Eastern Europe (Revenue)
Rolling 4 weeks (W22-W25)

	2019	2020
Small and Medium Reseller	37.4%	37.3%
Corporate Reseller	30.9%	26.0%
Retail Chain	20.1%	24.0%
Etailer Consumer	8.6%	10.0%
Etailer Business	3.0%	2.7%

Revenue Share [EUR]

CONTEXT Covid-19 Weekly Report

Largest Industries Business

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Largest Industries in Business Channel
% Change in sales through IT Distribution in Euros
4 Weeks to Week 28 (to July 12 2020) vs Same Period 2019
Sorted by largest industries and country size in Business Channel

Traffic Lights:	
Above	15%
Inbetween	
Below	-20%

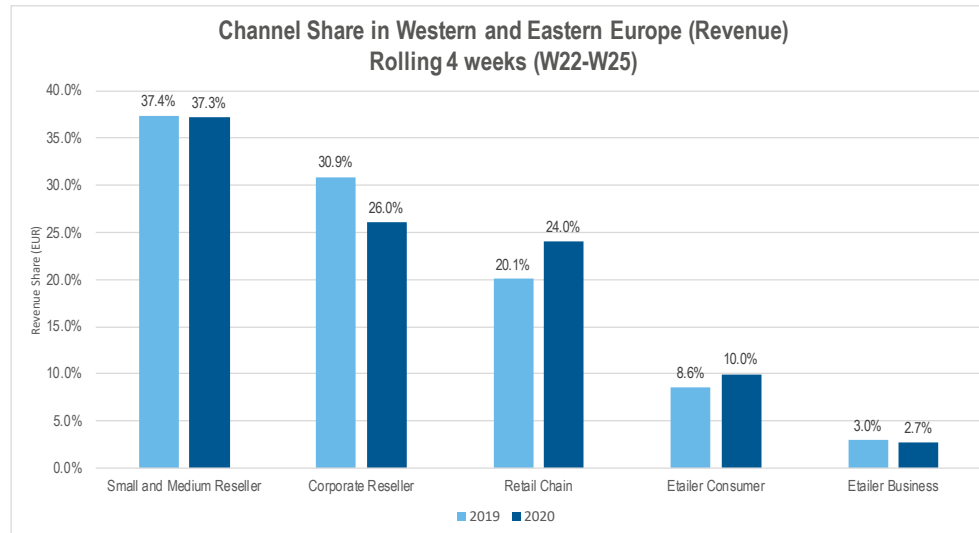| Rank-W27	Rank-W28	Industry Sector	WESTERN EUROPE														EASTERN EUROPE					INDUSTRY SECTOR TREND		
			Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Belgium	Austria	Denmark	Portugal	Norway	Finland	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total
1	1	Mobile Computing	36%	11%	76%	39%	40%	6%	-18%	23%	-17%	-20%	37%	-39%	-7%	8%	-2%	46%	-23%	4%	-11%	21%	8%	20%
2	2	Software and Licences	-18%	-5%	38%	-1%	5%	16%	-7%	3%	-18%	-11%	-22%	-17%	4%	-7%	-2%	-4%	-26%	-38%	-30%	-5%	-10%	-5%
3	3	Telecommunications	46%	0%	58%	3%	11%	72%	5%	30%	2%	-7%	58%	-18%	71%	49%	-61%	47%	17%	-10%	34%	26%	9%	23%
4	4	Printing Consumables	-11%	-29%	-9%	-9%	1%	26%	-3%	-4%	-7%	-27%	-20%	-2%	14%	13%	-34%	17%	56%	-56%	-17%	-10%	-17%	-11%
5	5	Displays	6%	-36%	4%	-10%	3%	-2%	-14%	-5%	-13%	3%	-6%	-33%	-16%	0%	-34%	-17%	-10%	-34%	-34%	-12%	-26%	-15%
6	6	Warranties and Services	-23%	-5%	8%	-22%	-5%	-17%	-12%	-24%	-43%	-40%	-49%	17%	-11%	-19%	-24%	13%	-47%	41%	-60%	-15%	-17%	-15%
7	7	Computing Components	-9%	-3%	-8%	35%	0%	30%	-24%	-11%	-20%	31%	-27%	-1%	44%	43%	14%	7%	-41%	51%	-41%	1%	7%	2%
8	8	Disk Storage	-14%	-1%	21%	-3%	1%	24%	-27%	-30%	-27%	30%	-32%	9%	14%	4%	-19%	-7%	-1%	-47%	-69%	-4%	-19%	-7%
9	9	Desktop Computing	-20%	-45%	-27%	-23%	-35%	-23%	17%	-22%	-36%	-48%	-52%	-42%	-44%	-25%	35%	-10%	-7%	-58%	-56%	-30%	11%	-23%
10	10	Computing Accessories	32%	-3%	45%	37%	93%	28%	12%	24%	29%	28%	48%	5%	-3%	21%	-12%	36%	13%	38%	-6%	24%	8%	23%
13	11	Printing	-23%	-39%	-36%	-34%	-27%	-7%	-38%	-30%	-4%	-48%	-22%	-44%	-25%	-25%	-35%	0%	-15%	-25%	-50%	-30%	-29%	-30%
11	12	Networking Systems	-13%	-33%	-2%	-28%	-17%	-6%	-3%	-4%	-10%	-28%	-9%	-25%	-36%	-32%	-5%	-15%	18%	-19%	-15%	-21%	-6%	-18%
12	13	Audio-Video Systems	48%	-13%	17%	-17%	112%	157%	-39%	52%	3%	9%	104%	0%	68%	88%	-20%	24%	13%	10%	-27%	26%	-3%	24%
14	14	Server Computing	-31%	-17%	6%	-37%	-33%	52%	-21%	7%	-44%	-43%	-36%	-76%	-9%	-69%	-31%	51%	-19%	-50%	-71%	-28%	-24%	-28%
15	15	Data Center Networking and Security	-31%	-21%	-19%	-39%	-18%	37%	-10%	-41%	-34%	-19%	-23%	11%	8%	-12%	-65%	-52%	-67%	54%	-33%	-23%	-62%	-31%
16	16	Wireless Networking	-4%	-27%	10%	-7%	-67%	-21%	11%	-5%	0%	-34%	-37%	-5%	-40%	-21%	8%	-7%	11%	4%	-10%	-20%	5%	-18%
18	17	Power Equipment	-11%	-7%	-9%	-22%	-13%	-3%	23%	-4%	-4%	-22%	-38%	32%	-40%	-23%	-7%	-19%	-23%	-37%	-7%	-12%	-10%	-11%
17	18	Wearable Devices	110%	-58%	12%	167%	-30%	-24%	-14%	-34%	217%	107%	48%	-83%	-10%	-2%	-54%	58%	-16%	4%	-76%	-7%	1%	-6%
19	19	Other Networking Equipment	-10%	-10%	-2%	-24%	-33%	14%	26%	-13%	-30%	-44%	-18%	-34%	-6%	-12%	-6%	19%	13%	-35%	-30%	-13%	-4%	-12%
20	20	Connectivity	3%	-21%	6%	-23%	4%	6%	-5%	33%	-17%	29%	63%	-16%	-8%	-23%	-15%	52%	-14%	-18%	-3%	-9%	-1%	-8%
21	21	Removable Storage	-11%	-81%	21%	2%	-39%	-1%	38%	-8%	-4%	-24%	-61%	-30%	-27%	21%	-59%	2%	-23%	13%	-35%	-35%	-23%	-33%
22	22	Electronics	-24%	-50%	13%	-57%	-83%	122%	-29%	-28%	-49%	40%	-41%	-30%	178%	-57%	36%	6%	-40%	315%	-29%	-38%	12%	-26%
23	23	Smart Home and Office	-64%	-32%	10%	-11%	-1%	143%	5%	-99%	266%	-43%	875%	97%	-100%	-62%	151%	198%	83%	1580%	126%	-29%	215%	-22%
24	24	Games Consoles	47%		-46%	-41%	193%	333%	366%	-62%	144%	568%	-26%	44%	-24%	333%	-79%	15%	-21%	34%	49%	30%	-1%	20%
25	25	Unified Communications	-26%	-60%	-18%	-70%	-64%	28%	-17%	-35%	-58%	22%	-59%	-16%	43%	-55%	-13%	11%	-45%	-12%	13%	-45%	-10%	-39%
27	26	Scanner Imaging	-29%	-10%	13%	-30%	-36%	-5%	-74%	-33%	-44%	19%	-22%	15%	-4%	-3%	-26%	-28%	-61%	-23%	-52%	-24%	-34%	-25%
26	27	Security	30%	-52%	-24%	-21%	-20%	-5%	-44%	-18%	-14%	-22%	75%	-54%	-38%	-40%	-40%	-47%	22%	44%	-38%	-21%	-30%	-23%
29	28	Terminals, Thin Clients and Points of Sales	-21%	-68%	-73%	-41%	87%	-2%	-82%	-63%	-52%	-87%	-5%	-72%	-28%	-22%	-54%	-43%	-82%	-97%	-92%	-36%	-61%	-39%
28	29	Tape Storage	-31%	-42%	-34%	59%	17%	61%	120%	-56%	-31%	22%	-27%	-79%	51%	-61%	17%	90%	72%	-98%	21%	-20%	25%	-16%
30	30	Photo and Video Cameras	-48%	0%	-24%	-75%	1356%	-25%	-50%	-87%	-42%	-90%	-74%	89%	-54%	-47%	-87%	-76%	-55%	-67%	-24%	-20%	-64%	-46%

Largest Industries in Consumer Channel
% Change in sales through IT Distribution in Euros
4 Weeks to Week 28 (to July 12 2020) vs Same Period 2019
Sorted by largest industries and country size in Consumer Channel

Traffic Lights:	
Above	15%
Inbetween	
Below	-20%

Rank-W27	Rank-W28	Industry Sector	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Belgium	Austria	Denmark	Portugal	Norway	Finland	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total
			WESTERN EUROPE														**EASTERN EUROPE**					**INDUSTRY SECTOR TREND**		
1	1	Mobile Computing	59%	23%	58%	6%	20%	14%	-20%	3%	32%	53%	48%	29%	6%	20%	11%	64%	-11%	3%	62%	32%	21%	30%
2	2	Software and Licences	2%	16%	-16%	142%	218%	13%	206%	111%	84%	769%	177%	472%	-161%	132%	54%	55%	53%	7064%	36%	66%	268%	110%
3	3	Telecommunications	16%	8%	32%	-15%	44%	105%	19%	121%	-18%	23%	-6%	29%	-4%	-5%	-63%	72%	60%	63%	72%	16%	41%	19%
4	4	Printing Consumables	-10%	-14%	33%	18%	-1%	49%	82%	-3%	8%	-34%	0%	12%	-5%	23%	-19%	17%	33%	-61%	-46%	5%	-14%	3%
5	5	Displays	74%	13%	36%	50%	70%	42%	-33%	0%	171%	106%	61%	60%	18%	90%	32%	61%	54%	14%	6%	42%	43%	42%
6	6	Warranties and Services	-22%	139%	-2%	288%	239%	-15%	342%	-16%	226%	768%	25%	-3%	-26%	636%	-48%	192%	108%	2301%	425%	58%	58%	58%
7	7	Computing Components	103%	43%	146%	16%	84%	76%	56%	42%	81%	88%	109%	20%	29%	88%	-48%	125%	50%	67%	-29%	73%	2%	47%
8	8	Disk Storage	47%	15%	-22%	-49%	-7%	28%	-2%	76%	28%	323%	88%	33%	-8%	11%	-10%	36%	-9%	63%	67%	17%	8%	14%
9	9	Desktop Computing	84%	-15%	-24%	9%	28%	50%	-34%	-19%	28%	21%	34%	-9%	27%	116%	-8%	9%	20%	437%	-7%	31%	5%	24%
10	10	Computing Accessories	63%	0%	70%	-1%	33%	53%	8%	38%	98%	30%	41%	22%	22%	67%	33%	69%	-2%	-1%	21%	39%	35%	39%
13	11	Printing	8%	23%	43%	7%	9%	56%	-32%	25%	55%	33%	87%	-13%	12%	10%	-4%	99%	-16%	53%	23%	20%	10%	18%
11	12	Networking Systems	18%	-35%	75%	29%	28%	95%	127%	-13%	107%	132%	202%	17%	-19%	46%	67%	16%	71%	28%	-69%	23%	50%	29%
12	13	Audio-Video Systems	13%	-13%	56%	-8%	-10%	-15%	-2%	83%	-28%	50%	-6%	-13%	19%	0%	17%	128%	50%	40%	106%	6%	71%	11%
14	14	Server Computing	227%	-88%	1661%	530%	93%	71%	-60%	139%	-18%	103%	1880%	-58%	67%	88%	959%	441%	15%	371%	-66%	-30%	575%	14%
15	15	Data Center Networking and Security	250%	287%	40%	534%	287%	44%	167%	-27%	237%	118%	812%	276%	4413%	183%	14%	8%	287%	27907%	99%	216%	66%	176%
16	16	Wireless Networking	51%	-4%	105%	4%	33%	63%	-43%	120%	110%	137%	92%	115%	162%	58%	5%	153%	85%	85%	44%	36%	55%	38%
18	17	Power Equipment	19%	-12%	-13%	-27%	-32%	9%	123%	17%	57%	160%	-65%	131%	198%	5%	19%	-4%	-21%	17%	-37%	1%	10%	4%
17	18	Wearable Devices	0%	31%	16%	-89%	76%	-23%	-41%	-26%	151%	-2%	146%	76%	13%	-31%	-22%	209%	26%	-64%	-61%	11%	54%	15%
19	19	Other Networking Equipment	54%	7%	122%	-5%	37%	17%	-38%	172%	661%	251%	67%	219%	167%	45%	90%	-3%	147%	15%	31%	46%	69%	48%
20	20	Connectivity	28%	-23%	-24%	-12%	14%	14%	62%	14%	17%	129%	57%	22%	23%	0%	31%	12%	3%	-43%	-5%	1%	12%	2%
21	21	Removable Storage	20%	-39%	-58%	-22%	-61%	-7%	-19%	49%	-32%	-25%	-68%	-11%	-15%	21%	-70%	19%	-32%	-40%	-11%	-27%	-35%	-29%
22	22	Electronics	-33%	-73%	-47%	-20%	-74%	4%	-47%	-88%	51%	103%	-74%	54%	17%	-72%	190%	-50%	46%	-94%	29%	-46%	4%	-42%
23	23	Smart Home and Office	54%	-41%	-8%	-25%	-7%	-89%	-48%	202%	82%	-35%	225%	176%	10%	-66%	-24%	891%	620%	3314%	-18%	-22%	644%	-20%
24	24	Games Consoles	40%		-44%	29%	-16%	159%	175%	218%	276%	104%	-23%	1939%	29%	50%	49%	115%	-27%	83%	56%	32%	56%	38%
25	25	Unified Communications	-10%	-80%	96%	114%	1%	18%	-71%	-54%	36%	1789%	45932%	68%	-79%	5%	16%	602%	-49%	4%	2%	-13%	49%	-8%
27	26	Scanner Imaging	71%	-20%	-30%	8%	-13%	16%	71%	-60%	94%	170%	-65%	595%	206%	29%	116%	72%	11%	-54%	93%	17%	82%	26%
26	27	Security	151%	-64%	-75%	-73%	67%	27%	-44%	5%	-81%	85%	74%	-22%	4%	-34%	45%	2%	124%	136%	131%	-50%	52%	-46%
29	28	Terminals, Thin Clients and Points of Sales	261%	-44%	-73%	232%	-33%	246%	496%	4%	-11%	68%	438%	160%	103%	-22%	486%	180%	-20%	4849%	-67%	36%	484%	152%
28	29	Tape Storage	117%	-69%	-31%	303%	585%	74%	-79%	-58%	195%	680%	471%	592%	-14%	406%	242%	356%	363%	-100%	167%	99%	190%	114%
30	30	Photo and Video Cameras	26%	6%	-66%	-50%	-54%	-24%	-87%	-40%	-100%	2%	-57%	-99%	-8%	42%	-53%	-41%	-28%	-74%	-69%	-40%	-41%	-40%

Top Categories in Business Channel
% Change in sales through IT Distribution in Euros
4 Weeks to Week 28 (to July 12 2020) vs Same Period 2019
Sorted by largest categories and country size in Business Channel

Traffic Lights:
Above	15%
Inbetween	
Below	-20%

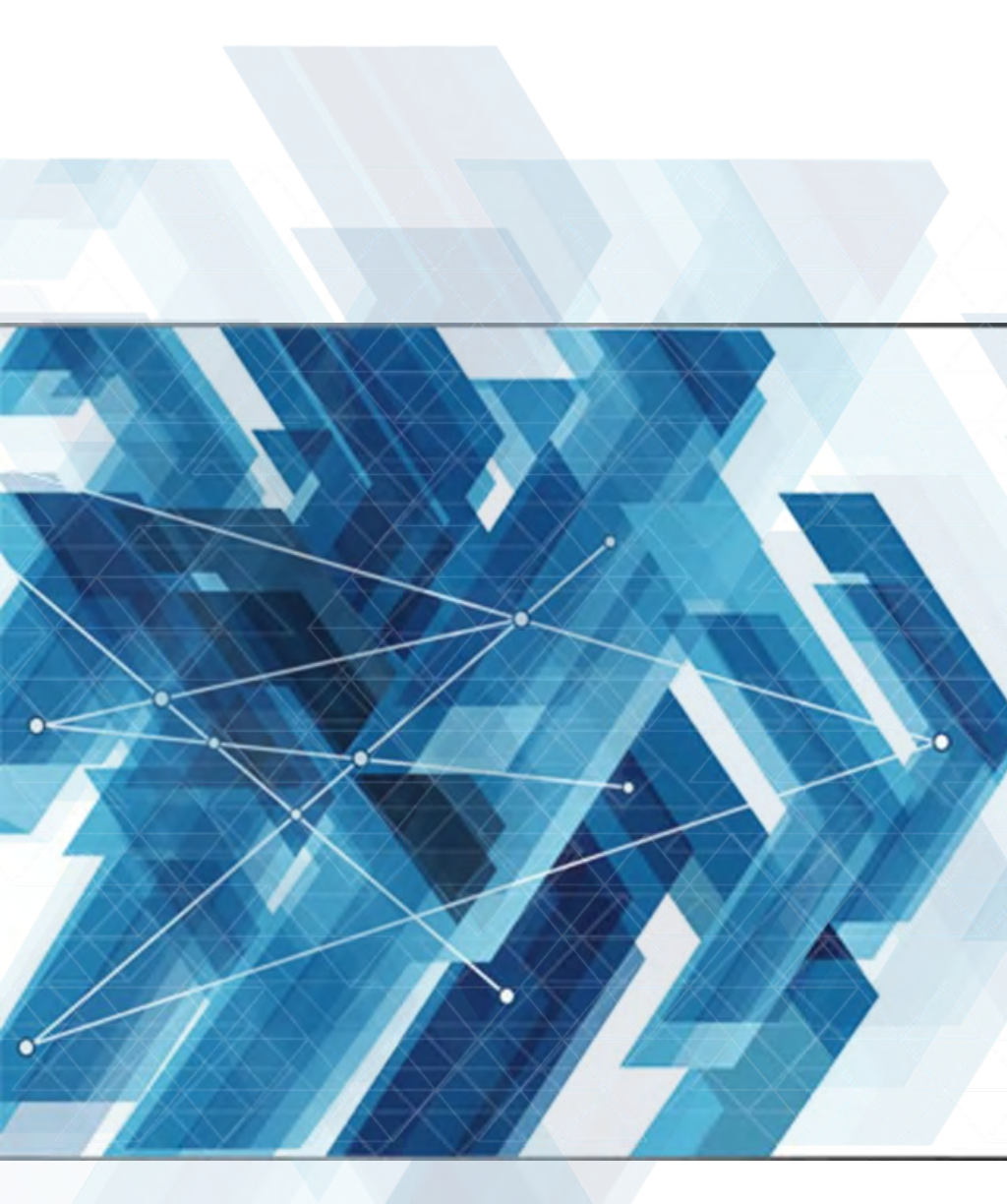| Rank-W27	Rank-W28		Category	Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Belgium	Austria	Denmark	Portugal	Norway	Finland	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total
1	1	→	Notebooks	41%	11%	76%	53%	57%	6%	-18%	28%	-17%	-25%	43%	-40%	-10%	18%	-4%	47%	-22%	8%	-11%	25%	7%	23%
2	2	→	Warranties and Services	-23%	-5%	8%	-22%	-5%	-17%	-12%	-24%	-43%	-40%	-49%	17%	-11%	-19%	-24%	13%	-47%	41%	-60%	-15%	-17%	-15%
3	3	→	Smartphones	58%	5%	64%	22%	10%	67%	4%	27%	-8%	-11%	59%	-21%	88%	49%	-69%	48%	19%	-13%	47%	30%	14%	27%
5	4	↑	Toner	-5%	-31%	-15%	-10%	-27%	16%	-10%	1%	-25%	-44%	-29%	-13%	3%	9%	-37%	-2%	46%	-58%	-19%	-14%	-24%	-16%
6	5	↑	Desktops	-18%	-45%	-28%	-22%	-34%	-23%	24%	-25%	-38%	-47%	-50%	-35%	-43%	-26%	42%	-19%	-11%	-59%	-60%	-29%	11%	-23%
7	6	↑	Security Software	-1%	-9%	23%	44%	-9%	6%	-32%	-12%	-37%	-26%	-26%	4%	29%	-15%	16%	0%	8%	-42%	-19%	-2%	2%	-1%
4	7	↓	Tablet PCs	31%	9%	86%	3%	-5%	3%	-21%	0%	-37%	-8%	-2%	-40%	5%	-15%	31%	44%	-26%	-24%	-1%	11%	19%	11%
8	8	→	Office Applications Software	-30%	6%	19%	-5%	15%	4%	-5%	68%	-23%	6%	11%	-9%	7%	14%	14%	2%	-34%	2%	-2%	-3%	2%	-2%
9	9	→	Data Management Software	13%	-8%	136%	-3%	-14%	25%	-1%	-10%	-18%	-30%	-11%	6%	-12%	-4%	-47%	-5%	-9%	-76%	-47%	4%	-34%	2%
10	10	→	Ink Cartridges and Tanks	-19%	-21%	5%	-6%	45%	61%	15%	-4%	36%	54%	3%	27%	7%	19%	-29%	54%	122%	-57%	-15%	-2%	11%	0%
11	11	→	Monitors	13%	-20%	1%	3%	26%	4%	-20%	0%	11%	1%	-12%	-15%	-38%	17%	-38%	-11%	6%	-35%	-40%	0%	-28%	-6%
12	12	→	Operating Systems Software	-18%	-3%	48%	-6%	-4%	-13%	15%	-14%	-34%	-31%	-36%	-14%	48%	-14%	-25%	-32%	-57%	-19%	-52%	-7%	-31%	-10%
13	13	→	Network Switches	-12%	-37%	-3%	-29%	-52%	-11%	-3%	8%	-2%	-29%	-16%	-29%	-38%	-33%	-2%	-19%	12%	-32%	-18%	-24%	-6%	-21%
14	14	→	Solid State Drives (SSDs)	-13%	29%	26%	-14%	-19%	34%	-51%	-25%	-38%	96%	-25%	-60%	14%	2%	29%	-10%	-2%	-57%	-53%	-1%	2%	0%
15	15	→	Processors	-8%	11%	-20%	71%	26%	72%	-47%	-2%	-30%	47%	-42%	9%	51%	86%	-1%	9%	-57%	110%	-59%	9%	-5%	6%
16	16	→	Servers (PC/Mac)	-28%	-5%	-6%	-46%	-32%	46%	-38%	6%	-50%	-40%	-40%	-70%	50%	-78%	-28%	74%	-22%	-55%	-73%	-30%	-21%	-28%
19	17	↑	RAM Memory	-17%	-16%	-19%	22%	-27%	12%	-33%	-18%	-7%	11%	-3%	-5%	18%	18%	9%	-11%	-28%	20%	-31%	-10%	3%	-8%
17	18	↓	Hard Disk Drives (HDDs)	-26%	-17%	-10%	3%	-2%	10%	-33%	-22%	-6%	5%	-44%	-12%	1%	-3%	-47%	6%	3%	-43%	-72%	-15%	-36%	-20%
21	19	↑	Virtualisation Software	114%	-47%	-35%	-30%	26%	2%	-20%	-12%	142%	24%	-57%	8%	-6%	11%	102%	-29%	-22%	-59%	268%	18%	37%	19%
22	20	↑	Graphics and Design Software	-16%	-46%	16%	5%	31%	-3%	-31%	-27%	-5%	-20%	-21%	-3%	50%	49%	117%	-14%	49%	22%		-16%	32%	-14%
18	21	↓	Headsets/Headphones and Microphones	56%	11%	19%	-10%	134%	230%	-40%	51%	6%	96%	121%	7%	106%	120%	19%	58%	31%	24%	-17%	45%	28%	44%
20	22	↓	Disk Arrays	4%	-15%	83%	9%	28%	53%	42%	-43%	-27%	-5%	-42%	147%	24%	35%	-16%	-23%	-3%	-26%	-91%	7%	-24%	2%
23	23	→	Network Management Software	-5%	1%	99%	52%	-38%	-13%	-43%	95%	-38%	192%	-68%	62%	-22%	30%	-1%	777%	-8%	-47%	30%	8%	20%	9%
24	24	→	Large Format Displays	4%	-40%	14%	-27%	-23%	-27%	6%	-18%	-31%	-5%	-9%	-45%	14%	-20%	2%	-34%	-53%	-40%	-62%	-22%	-21%	-22%
25	25	→	Network Management and Security Appliances	-17%	-32%	-17%	-21%	-16%	-14%	-3%	-33%	-1%	-40%	-19%	23%	-9%	-22%	-10%	-51%	-65%	62%	-50%	-22%	-27%	-22%
26	26	→	Docking Stations	12%	8%	48%	82%	145%	37%	8%	79%	56%	28%	60%	8%	-24%	60%	-13%	16%	-2%	73%	-31%	34%	8%	32%
27	27	→	Wireless Access Points	-4%	-33%	10%	-7%	-65%	-19%	11%	-4%	-2%	-34%	-43%	-8%	-41%	-19%	9%	-18%	11%	-5%	-4%	-20%	3%	-19%
29	28	↑	All-in-One Lasers	-24%	-49%	-34%	-35%	-34%	-24%	-51%	-7%	5%	-49%	-39%	-73%	-6%	-4%	-46%	0%	22%	-35%	-67%	-33%	-39%	-34%
28	29	↓	Database Management Software	-55%	95%	-49%	-6%	-33%	60%	16%	-34%	-29%	-54%	-12%	-31%	45%	-28%	-81%	-23%	-60%	3%	-45%	-19%	-61%	-23%
30	30	→	Network Routers	-20%	-15%	0%	-25%	55%	19%	-5%	-66%	-70%	-15%	53%	52%	-23%	-27%	-10%	1%	44%	33%	-3%	-3%	-5%	-4%
32	31	↑	Developer Tools Software	-35%	-2%	235%	-34%	44%	60%	50%	-16%	-53%	-6%	-52%	56%	16%	50%	325%	-46%	-23%	-6%	-84%	13%	-2%	12%
31	32	↓	Transceivers	-7%	-14%	-17%	-29%	-49%	4%	39%	-9%	-38%	-56%	-18%	-48%	4%	-9%	0%	10%	-19%	-67%	-40%	-18%	-1%	-15%
34	33	↑	Desktop Workstations (PC/Mac)	-31%	-44%	-20%	-30%	-46%	-20%	-17%	-1%	-28%	-54%	-65%	-64%	-48%	-18%	-6%	142%	27%	-30%	-15%	-33%	15%	-27%
33	34	↓	Notebook Workstations	-4%	21%	24%	26%	-12%	3%	-7%	50%	47%	-11%	38%	-20%	4%	16%	18%	22%	-29%	-25%	-27%	10%	3%	10%
37	35	↑	Cables and Connectivity Adapters	4%	-26%	10%	-23%	7%	1%	-9%	36%	-11%	21%	53%	-13%	-9%	-20%	-13%	47%	-4%	-20%	2%	-10%	3%	-9%
35	36	↓	Uninterruptable Power Supplies (UPS)	-22%	-17%	-15%	-18%	-24%	-15%	15%	-18%	-13%	-63%	-43%	29%	-51%	-7%	-31%	-27%	-14%	-29%	-7%	-18%	-30%	-22%
36	37	↓	Graphics Cards	6%	-4%	44%	-15%	35%	-51%	-26%	-4%	-30%	28%	35%	2%	-13%	-54%	23%	-5%	36%	41%		3%	-12%	0%
38	38	→	Long Life Consumables	-11%	-43%	-14%	-12%	-23%	26%	-25%	-23%	6%	-41%	-30%	-15%	-32%	-3%	-27%	4%	16%	-30%	-3%	-19%	-20%	-19%
40	39	↑	Network Expansion Modules	-18%	56%	-26%	3%	5%	159%	51%	-40%	31%	-37%	-43%	-27%	100%	58%	5%	-62%	-35%	-17%	41%	13%	-4%	10%
39	40	↓	Televisions	-64%	-47%	9%	-14%	31%	28%	92%	27%	-33%	102%	619%	-53%	12%	-9%	-70%	-5%	28%	-33%	55%	-7%	-13%	-8%
43	41	↑	All-In-One Inkjets	-18%	9%	-1%	-22%	-13%	64%	-27%	-24%	-10%	-48%	55%	-37%	33%	-44%	51%	44%	4%	38%	9%	-10%	28%	-7%
41	42	↓	Laser Printers	-34%	-41%	38%	-34%	-21%	-22%	-21%	-5%	9%	-7%	13%	-37%	-21%	-12%	-5%	-1%	9%	-48%	9%	-24%	-4%	-20%
42	43	↓	Keyboards and Keypads	31%	-16%	43%	21%	84%	50%	28%	6%	81%	-1%	52%	36%	25%	27%	-10%	13%	-24%	-19%	2%	19%	-7%	16%
N/A	44	↑	Integrated Systems	-84%	1%	216%	4%	-16%	100%	62%	49%	-50%	1341%	81%	-99%	-80%	102%	73%	-46%	306%	1321%		-16%	87%	-12%
44	45	↓	Servers (Unix)	4%	-77%	119%	-10%	-7%	-42%	-100%	-13%	107%	-87%	-86%			-76%	-79%	-43%		-80%		-25%	-72%	-29%

Largest Categories in Consumer Channel
% Change in sales through IT Distribution in Euros
4 Weeks to Week 28 (to July 12 2020) vs Same Period 2019
Sorted by largest categories and country size in Consumer Channel

Traffic Lights:
Above	15%
Inbetween	
Below	-20%

Rank-W27	Rank-W28	Category	WESTERN EUROPE														EASTERN EUROPE					CATEGORY TREND		
			Germany	UK & Ireland	Italy	France	Spain	Switzerland	Sweden	Belgium	Austria	Denmark	Portugal	Norway	Finland	Other WE	Russia	Poland	Czech Republic	Baltics	Slovakia	WE	EE	Total
1	1	Smartphones	15%	17%	32%	-16%	47%	98%	18%	122%	-18%	25%	-5%	29%	-6%	-6%	-64%	73%	62%	65%	76%	17%	44%	21%
2	2	Notebooks	57%	18%	51%	45%	20%	32%	-19%	1%	47%	38%	50%	27%	7%	33%	15%	66%	-14%	-3%	52%	35%	23%	32%
3	3	Tablet PCs	65%	34%	86%	-45%	23%	-38%	-24%	8%	-3%	94%	35%	-17%	-8%	-6%	-33%	43%	16%	77%	209%	22%	-4%	20%
4	4	Monitors	84%	59%	65%	51%	70%	70%	97%	65%	228%	67%	196%	58%	20%	94%	21%	55%	69%	66%	44%	72%	40%	64%
5	5	Ink Cartridges and Tanks	-12%	-7%	43%	20%	7%	45%	78%	3%	12%	-39%	0%	16%	-8%	26%	-13%	10%	36%	-67%	-50%	9%	-17%	7%
6	6	Desktops	81%	-19%	-24%	7%	27%	53%	-34%	-17%	17%	20%	36%	-5%	22%	113%	-11%	3%	20%	460%	-1%	28%	2%	22%
7	7	Headsets/Headphones and Microphones	37%	10%	93%	-3%	-46%	23%	-11%	161%	-44%	91%	8%	-3%	34%	8%	33%	164%	80%	63%	103%	16%	94%	23%
8	8	Processors	161%	39%	291%	21%	92%	156%	55%	30%	106%	87%	93%	44%	-15%	71%	67%	179%	67%	24%	-56%	81%	-25%	33%
9	9	Televisions	92%	-32%	31%	2365%	313%	2%	-97%	-60%	52%	140%	-82%	-636%	0%	-23%	181%	82%	18%	-23%	-27%	10%	48%	17%
10	10	Solid State Drives (SSDs)	62%	23%	-41%	-30%	-26%	22%	17%	86%	4%	444%	144%	144%	-16%	43%	40%	39%	-12%	46%	37%	24%	33%	27%
14	11	Graphics Cards	58%	61%	161%	-46%	73%	91%	93%	146%	79%	47%	278%	-75%	146%	213%	-14%	128%	67%	163%	58%	72%	71%	71%
13	12	Network Routers	12%	-33%	101%	14%	54%	72%	122%	1%	99%	70%	81%	-30%	-47%	44%	72%	12%	82%	15%	-84%	21%	49%	28%
12	13	Hard Disk Drives (HDDs)	24%	1%	53%	-62%	4%	37%	-25%	79%	93%	51%	21%	-7%	5%	4%	-39%	6%	-5%	104%	186%	3%	-22%	-5%
11	14	Smart Watches	0%	70%	20%	-57%	204%	9%	-61%	-23%	159%	-28%	229%	79%	10%	-11%	-34%	84%	56%	-54%	-64%	34%	31%	34%
15	15	All-In-One Inkjets	6%	-25%	43%	-6%	20%	60%	-45%	22%	45%	4%	129%	-29%	27%	-15%	6%	133%	-27%	35%	-14%	11%	37%	14%
17	16	All-in-One Lasers	30%	221%	58%	45%	5%	90%	-53%	87%	213%	46%	-20%	-39%	18%	81%	-13%	50%	-14%	23%	188%	49%	-7%	24%
16	17	Toner	-2%	-43%	-6%	-6%	-14%	63%	79%	-28%	-12%	-33%	9%	3%	-5%	18%	-21%	25%	35%	-50%	21%	-10%	-8%	-10%
18	18	Wireless Access Points	54%	-7%	109%	-4%	29%	69%	-44%	121%	118%	140%	85%	246%	148%	62%	-4%	167%	73%	86%	50%	35%	53%	37%
19	19	Digital Media Players	98%	-4%	86%	45%	138%	53%	93%	61%	269%	-22%	1%	-27%	10%	-17%	-15%	185%	760%	-25%	217%	41%	183%	43%
24	20	Warranties and Services	-22%	139%	-2%	288%	239%	-15%	342%	-16%	226%	768%	25%	-3%	-26%	636%	-48%	192%	108%	2301%	425%	58%	58%	58%
23	21	Network Switches	38%	-37%	-29%	50%	-4%	117%	140%	-18%	129%	186%	456%	743%	39%	50%	58%	24%	58%	68%	62%	28%	51%	33%
22	22	RAM Memory	96%	-20%	87%	11%	42%	4%	58%	38%	49%	187%	103%	-39%	-24%	65%	108%	34%	-1%	-18%	52%	56%	61%	58%
20	23	Keyboards and Keypads	36%	-14%	78%	54%	49%	149%	6%	37%	118%	25%	91%	117%	39%	88%	74%	68%	-18%	6%	23%	48%	53%	49%
21	24	Mice	13%	-9%	156%	-9%	81%	51%	31%	63%	61%	-7%	27%	7%	1%	48%	37%	87%	-19%	-25%	33%	26%	39%	29%
26	25	Portable Speakers	-87%	-59%	34%	-41%	2%	-73%	-98%	-46%	-58%	202%	-83%	11%	-61%	-89%	-67%	-67%	-54%	-56%	-78%	-32%	-73%	-34%
25	26	Smart Bands and Activity Trackers	120%	12%	74%	-88%	-7%	108%	841%	-100%	-86%	740%	-5%		4198%	-65%	-7%	490%	-17%	-66%	1%	-5%	110%	8%
27	27	Games Accessories	114%		-44%	66%	-10%	145%	168%	218%	270%	122%	22%	2970%	60%	46%	49%	117%	-28%	96%	165%	56%	60%	57%
31	28	Office Applications Software	40%	-44%	20%	83%	-5%	-32%	38%	268%	-73%	318%	25%	364%	-48%	566%	-46%	98%	-72%	-7%	7%	40%	32%	38%
34	29	Security Software	-13%	41%	-29%	52%	47%	-15%	-85%	67%	141%	412%	122%	69%	-45%	-25%	65%	90%	4%	7826%	55%	13%	82%	18%
33	30	Laser Printers	-26%	196%	66%	87%	4%	-5%	164%	15%	20%	-20%	77%	-45%	23%	23%	13%	93%	-10%	97%	44%	29%	21%	26%
28	31	Powerline Devices	57%	18%	199%	-9%	23%	10%	13%	216%	183%	48%	59%	296%	-72%	40%	-2%	31%	117%	32%	14%	41%	29%	41%
30	32	NAS Devices	59%	37%	14%	9%	-20%	6%	24%	43%	79%	136%	51%	-68%	123%	-24%	-9%	63%	-12%	41%	-24%	35%	13%	32%
29	33	Mobile Computing Cases	144%	-27%	32%	3%	10%	31%	-26%	97%	152%	118%	43%	236%	119%	59%	37%	41%	29%	-9%	254%	45%	39%	45%
35	34	Cables and Connectivity Adapters	17%	-24%	-31%	-16%	16%	11%	56%	13%	6%	124%	50%	-34%	24%	-7%	47%	15%	-1%	-52%	-9%	-4%	15%	-2%
32	35	Operating Systems Software	5%	0%	-13%	90%	650%	-27%	16%	40%	202%	160%	140%	176%	33%	114%	-35%	-1%	135%	-5%	-60%	52%	-10%	26%
38	36	Uninterruptable Power Supplies (UPS)	-1%	-24%	-10%	10%	11%	5%	154%	22%	100%	253%	-62%	604%	118%	66%	20%	77%	26%	4%	-17%	7%	24%	15%
36	37	Projectors	3%	-54%	-41%	-46%	-56%	-7%	-60%	63%	111%	-20%	24%	405%	94%	108%	-7%	-9%	62%	77%	67%	-27%	17%	-23%
37	38	Smart Speakers	112%	-45%	-37%	1%	-24%	-48%	-50%	366%	133%	48%	-93%				2999%			-60%		-6%	2512%	-6%
41	39	Smartphone Protective Cases	42%	-86%	7%	-42%	-48%	45%	-28%	65%	0%	61%	6%	26%	195%	4%	-26%	50%	-3%	-22%		-36%	3%	-33%
39	40	IP Cameras	151%	-68%	-75%	-73%	67%	28%	-44%	5%	-81%	85%	74%	-22%	4%	-34%	50%	-3%	122%	114%	122%	-51%	50%	-48%
40	41	Memory Cards	38%	-25%	-84%	6%	-59%	-3%	-29%	16%	-9%	-45%	-75%	-18%	9%	73%	-81%	5%	-46%	-52%	-34%	-31%	-52%	-37%
42	42	USB Memory	6%	-50%	13%	-38%	-72%	-23%	-2%	158%	-70%	-12%	-66%	38%	-35%	3%	-64%	15%	-6%	-6%	47%	-31%	-17%	-29%
44	43	Mobile Phones	-16%	-34%	-59%	-40%	2%	371%	-20%	7%	107%	-21%	-92%	-27%	11%	-45%	-70%	-65%	-24%	-48%	23%	-25%	-67%	-39%
43	44	Digital Cameras	49%	-20%	-65%	-28%	-49%	-26%	79%	-30%	-100%	88%	-61%	-100%	7%	-79%	-86%	-44%	-32%	-71%	-77%	-44%	-46%	-45%
45	45	Consoles Fixed	-53%		-48%	-85%	-35%	594%	339%		529%	-100%	-96%	-100%	-73%	277%	397%	113%	-26%	-52%	83%	-51%	55%	-4%