Europe’s Distribution Market in Q1 2024

Revenue down 10% overall, but components show 12% growth

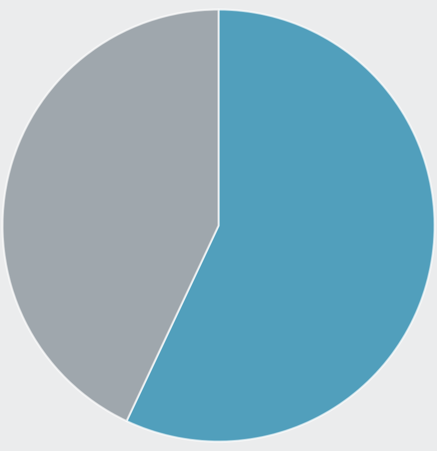
01 European distribution market revenue dropped -10% in Q1 2024 vs Q1 2023

Total market value: €24 billion

-15%
January

-8%
February & March combined

02 B2B channel sales account for 57% of all sales.



-11%
Drop in revenue vs Q1 2023.

03 Most of the TCG categories showed decline or no positive growth in Q1 2024 vs Q1 2023

Telecom, Office and Consumer Electronic sectors: greatest decline in revenue in Q1 at around 15% each.

IT sector: Continued challenges resulted in -9% drop in revenue in Q1

IT hardware (incl. mobile computing and tablets): oversaturation meant no positive growth in Q1

04 Components show potential positive momentum for the sector in 2024 with total sector +12% revenue growth vs Q1 2023

+11%

Revenue growth for processors
Strong sell through B2C channels (+17% revenue growth for the channel, Q1)

+14%

Revenue growth for housing components
Strong sell through B2B channels (+16% revenue growth for the channel, Q1)

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Source: GfK MI: Supply Chain, EU, all channels, all product groups, Q1 2024 All data are based on value in Euros, without valued added tax.