



Reporting Period:
2nd Quarter 2013

MCA Market Results (Distributors) - Full Summary

Sales Volumes

2nd Quarter 2013 results as reported (See Page 2) :

Total Reported Orders: \$50 Million
Total Reported Shipments: \$50 Million

Sales Growth

Adjusted sales growth figures (2nd Quarter 2013 over 1st Quarter 2013 in percent) (See Page 2):

Total Reported Orders: 10%
Total Reported Shipments: 10%

Regional Distribution of Sales

Reported distribution sales in 2nd Quarter 2013 were largely North American. (See Pages 3 and 4)

Total Reported Orders: 99.9% (North America)
Total Reported Shipments: 99.9% (North America)

Sales by Product Category

The largest distribution product category is Motors (36% of Shipments, 36% of Orders), followed by Electronic Drives (8% of Shipments, 8% of Orders) and Motion Controllers (8% of Shipments, 8% of Orders). (See pie charts on Page 4)

Summary Comments

- 1) **2nd Quarter 2013 reported distribution Orders were \$50 Million, while reported distribution Shipments were \$50 Million. Most distributors expect an improvement in the next two quarters based on Sentiment Scores. (Most companies expect higher sales, see *Sentiment Scores* on Page 5.)**
- 2) **Estimated size of total world distribution Shipments for 2nd Quarter 2013: \$500 Million**
- 4) Non-North American percentages are most likely higher than reported. (Most participating companies submit North American results.)
- 5) PLC sales are not zero; data are not available for a sufficient number of companies.
- 6) Book to bill ratios are based only on data from companies submitting data for both orders and shipments (and not total orders and shipments as reported on Page 2). Note: Orders are divided by Shipments to calculate book to bill ratios, a change from some previous reports. See Page 6 for details.
- 7) Growth rates in this report are *current quarter over previous quarter* and reflect an adjustment for changes in the reporting mix of companies. 2Q 2013 is the inaugural quarter for distributor data collection, and sales growth rates will be available beginning 3Q 2013.

REPORT FORMAT IS OPTIMIZED FOR COLOR PRINTING



Reporting Period:
2nd Quarter 2013

MCA Market Results (Distributors) - Full Summary

	Orders	Shipments	Adjusted		
			Orders: Percent Change from Previous Quarter	Shipments: Percent Change from Previous Quarter	Book to Bill Ratios (Orders/ Shipments)
			Revenue	Revenue	
Motion Controllers (Includes: industrial controls, machine controls, programmable controllers, industrial PCs)	\$4,000,000	\$4,000,000	5.0%	5.0%	0.990
PLCs	\$0	\$0	NA	NA	NA
Electronic Drives (Amplifiers) (Includes: DC drives, AC & DC brushless drives, multi-axis drives and stepper)	\$4,000,000	\$4,000,000	5.0%	5.0%	1.005
AC Drives (Includes: inverter drives, vector drives, AC adjustable speed drives)	\$4,000,000	\$4,000,000	5.0%	5.0%	0.950
Motors (Includes: DC brushed motors, AC & DC brushless motors, servomotors with gearing mounted, direct drive, linear motors, steppers)	\$18,000,000	\$18,000,000	5.0%	5.0%	1.084
AC Motors (Includes: Inverter, vector, variable reluctance)	\$4,000,000	\$4,000,000	5.0%	5.0%	1.000
Actuators & Mechanical Systems (Includes: Mechanical drivers, Gearboxes (component), belt-drivers, rod & rodless actuators, ballscrews, acme, roller screws actuators)	\$4,000,000	\$4,000,000	5.0%	5.0%	0.877
Sensors and Feedback Devices (Includes: sensors & switches, encoders & resolvers and hall sensors)	\$4,000,000	\$4,000,000	5.0%	5.0%	1.121
Other Ancillary Components (Includes: cable track, cables, enclosures, network and field bus technology, safety products, light curtains, guarding, HMI panels, power supplies (logic back-up)	\$4,000,000	\$4,000,000	20.0%	20.0%	0.905
Support & Services (Includes: assessment services, asset management services, condition monitoring, network services, on-site support services, phone support services, remote monitoring & diagnostic services, repair services and renewal parts, training services)	\$4,000,000	\$4,000,000	20.0%	20.0%	1.150
TOTAL MARKET (REPORTED)	\$50,000,000	\$50,000,000	10.0%	10.0%	0.983
			Adjusted		

PLC DATA ARE NOT AVAILABLE.



Reporting Period:
2nd Quarter 2013

MCA Market Results (Distributors) - Full Summary

	Orders					Shipments				
	NA	Eu	Asia	RoW	World	NA	Eu	Asia	RoW	World
Motion Controllers (Includes: industrial controls, machine controls, programmable controllers, industrial PCs)	100.0%	0.0%	0.0%	0.0%	100.0%	100.0%	0.0%	0.0%	0.0%	100.0%
PLCs	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Electronic Drives (Amplifiers) (Includes: DC drives, AC & DC brushless drives, multi-axis drives and stepper)	99.8%	0.0%	0.3%	0.0%	100.0%	99.8%	0.0%	0.3%	0.0%	100.0%
AC Drives (Includes: inverter drives, vector drives, AC adjustable speed drives)	100.0%	0.0%	0.0%	0.0%	100.0%	100.0%	0.0%	0.0%	0.0%	100.0%
Motors (Includes: DC brushed motors, AC & DC brushless motors, servomotors with gearing mounted, direct drive, linear motors, steppers)	99.8%	0.1%	0.1%	0.0%	100.0%	99.8%	0.1%	0.1%	0.0%	100.0%
AC Motors (Includes: Inverter, vector, variable reluctance)	100.0%	0.0%	0.0%	0.0%	100.0%	100.0%	0.0%	0.0%	0.0%	100.0%
Actuators & Mechanical Systems (Includes: Mechanical drivers, Gearboxes (component), belt-drivers, rod & rodless actuators, ballscrews, acme, roller screws actuators)	100.0%	0.0%	0.0%	0.0%	100.0%	100.0%	0.0%	0.0%	0.0%	100.0%
Sensors and Feedback Devices (Includes: sensors & switches, encoders & resolvers and hall sensors)	100.0%	0.0%	0.0%	0.0%	100.0%	100.0%	0.0%	0.0%	0.0%	100.0%
Other Ancillary Components (Includes: cable track, cables, enclosures, network and field bus technology, safety products, light curtains, guarding, HMI panels, power supplies (logic back-up))	100.0%	0.0%	0.0%	0.0%	100.0%	100.0%	0.0%	0.0%	0.0%	100.0%
Support & Services (Includes: assessment services, asset management services, condition monitoring, network services, on-site support services, phone support services, remote monitoring & diagnostic services, repair services and renewal parts, training services)	100.0%	0.0%	0.0%	0.0%	100.0%	100.0%	0.0%	0.0%	0.0%	100.0%
TOTAL MARKET (REPORTED)	99.9%	0.0%	0.1%	0.0%	100.0%	99.9%	0.0%	0.1%	0.0%	100.0%
	Weighted Average Percentage									

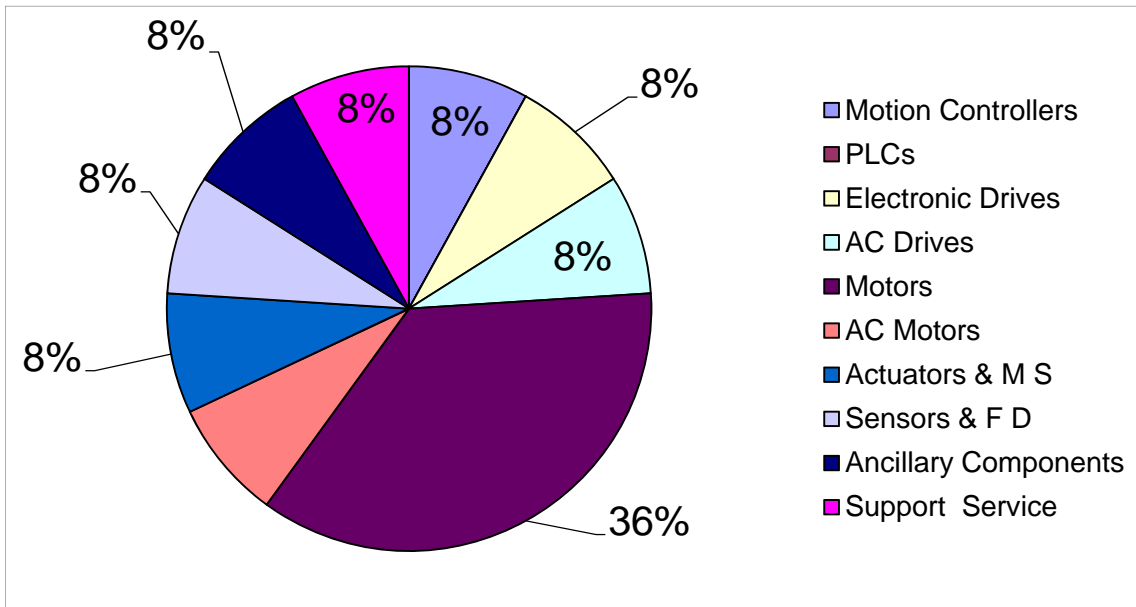
PLC SALES DATA ARE NOT AVAILABLE.



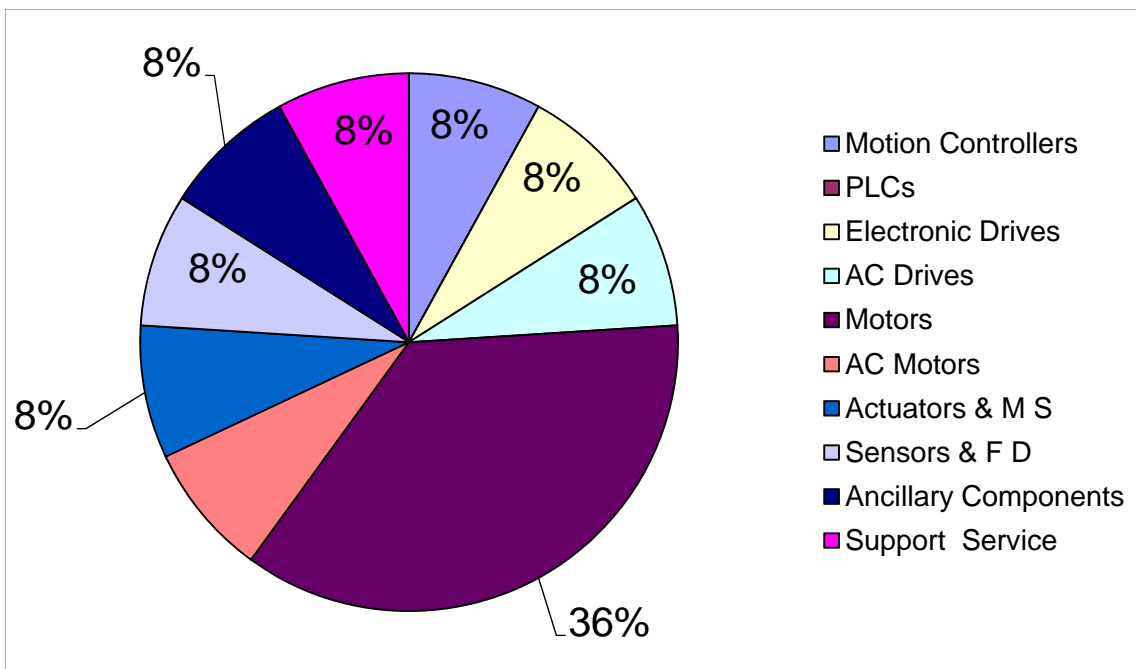
Reporting Period:
2nd Quarter 2013

MCA Market Results (Distributors) - Full Summary

Distribution of Orders by Category



Distribution of Shipments by Category





Reporting Period:
2nd Quarter 2013

MCA Market Results (Distributors) - Sentiment Scores

Industry Predictions Re: Market Growth for Next 2 Quarters

Note: Company Sentiment Scores are Weighted by Relative Size of Company

	Orders			Shipments		
	Higher	Lower	Flat	Higher	Lower	Flat
Motion Controllers (Includes: industrial controls, machine controls, programmable controllers, industrial PCs)	70%	0%	30%	30%	0%	70%
PLCs	X	X	X	X	X	X
Electronic Drives (Amplifiers) (Includes: DC drives, AC & DC brushless drives, multi-axis drives and stepper)	70%	0%	30%	30%	0%	70%
AC Drives (Includes: inverter drives, vector drives, AC adjustable speed drives)	70%	0%	30%	30%	0%	70%
Motors (Includes: DC brushed motors, AC & DC brushless motors, servomotors with gearing mounted, direct drive, linear motors, steppers)	70%	0%	30%	30%	0%	70%
AC Motors (Includes: Inverter, vector, variable reluctance)	70%	0%	30%	30%	0%	70%
Actuators & Mechanical Systems (Includes: Mechanical drivers, Gearboxes (component), belt-drivers, rod & rodless actuators, ballscrews, acme, roller screws actuators)	70%	0%	30%	30%	0%	70%
Sensors and Feedback Devices (Includes: sensors & switches, encoders & resolvers and hall sensors)	70%	0%	30%	30%	0%	70%
Other Ancillary Components (Includes: cable track, cables, enclosures, network and field bus technology, safety products, light curtains, guarding, HMI panels, power supplies (logic back-up)	70%	0%	30%	30%	0%	70%
Support & Services (Includes: assessment services, asset management services, condition monitoring, network services, on-site support services, phone support services, remote monitoring & diagnostic services, repair services and renewal parts, training services)	70%	0%	30%	30%	0%	70%
TOTAL MARKET (REPORTED)	70%	0%	30%	30%	0%	70%
Comments						
Most companies expect orders up and shipments flat in the next six months						



Reporting Period:
2nd Quarter 2013

MCA Market Results (Distributors) - Full Summary

Methodological Notes

Growth Rate Calculation

Growth rates contained in this report are *current quarter over previous quarter*.

These growth rates are adjusted for changes in the mix of reporting companies between the current and previous quarter for sake of greater accuracy.

For example, assume the following companies reported data for the current and previous quarters:

<u>Companies</u>	<u>Current Quarter</u>	<u>Previous Quarter</u>
"A"	X	X
"B"	X	X
"C"	X	X
"D"	X	(Data not reported)

In this example, growth rates would be based only on the companies that reported data for both quarters; that is, companies "A", "B" and "C" and not "D". Inclusion of company "D" would overstate the growth rate for the current quarter. Thus, excluding "D" from the calculation yields greater accuracy.

Book to Bill Ratio Calculation

Book to bill ratios show the relationship between orders and shipments. This ratio tells whether the company has more orders than it can deliver (if greater than 1), has the same amount of orders that it can deliver (equals 1), or has less orders than it can deliver (under 1). A book-to-bill ratio of above 1 indicates a strong market where demand outpaces supply. Similarly, a book-to-bill ratio of below 1 points to weaker demand.

Change in Calculation

They are calculated by dividing orders by shipments using data only from companies that report both orders and shipments. **NOTE: This calculation has been changed from previous reports to match the calculation in the semi-conductor industry.** Users of this report preferring the earlier definition (shipments divided by orders) can simply take the inverse of the reported ratios by dividing 1.0 by those ratios.

Need for Adjustment

If book to bill ratios were calculated on total reported orders and total reported shipments without excluding companies that reported only orders or only shipments, serious distortions would result. Thus, for sake of accuracy calculations are based only on the aggregated data of companies reporting both order and shipment data.