Sales Optimism Continues in March 2025 ECST Results and April Outlook

ECIA's Electronic Component Sales Trend (ECST) March 2025 Survey Results

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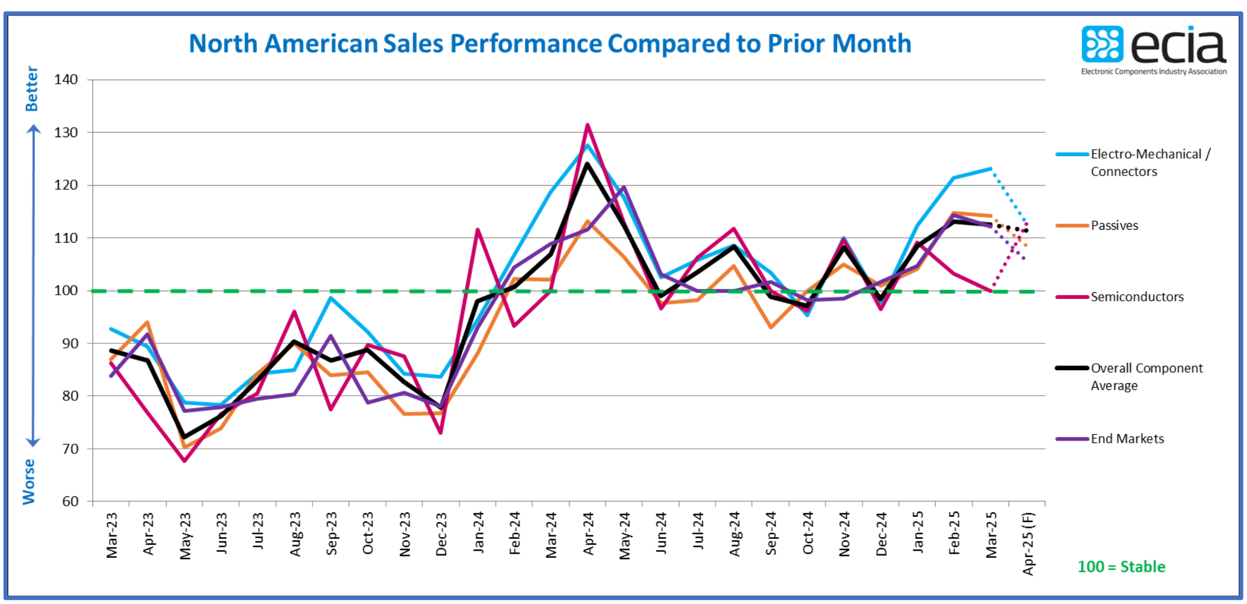
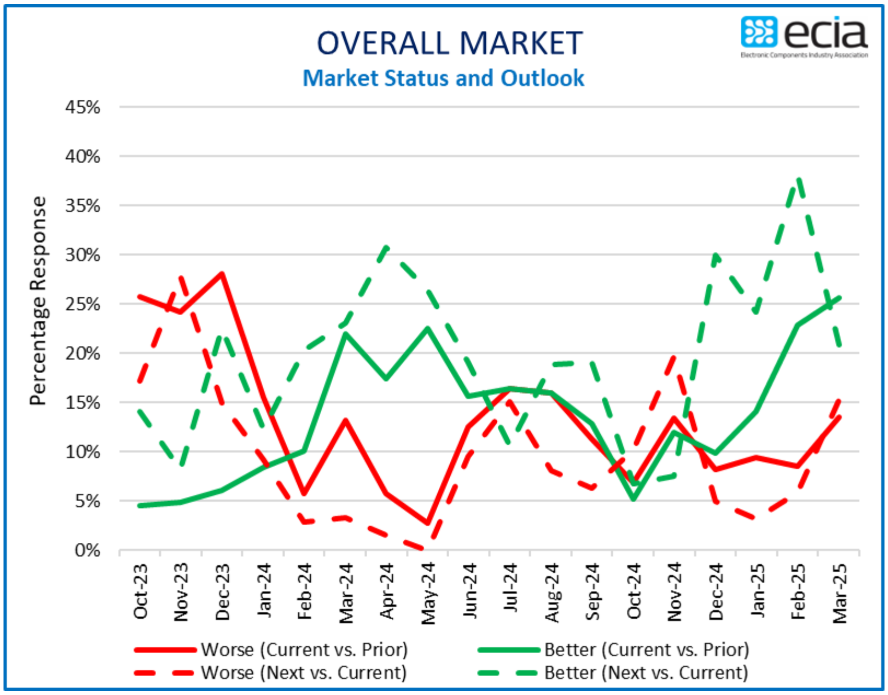
Overall sales sentiment for electronic components remains essentially unchanged from February as reported by the actual results for March and the outlook for April. The overall index dropped by just 0.7 to 112.5 in March and is forecast to drop again to 111.3 in April. This positive stable assessment is encouraging as the year 2025 continues to progress. Semiconductor sales sentiment has been trending down the past two months while Passive Components and Electro-Mechanical Devices have either improved slightly or remained stable. Semiconductors dropped to the threshold of 100 in March. Every semiconductor category has seen weakening sentiment with MCU/MPU dropping almost to 80. Fortunately, the other segments remain roughly at 100. The encouraging news is that all subcategories remain at or above 100, with the exception of MPU/MCU, in March. In the April outlook the expectation for MCU/MPU rebounds back to 100 and supports a recovery in overall Semiconductor sentiment to nearly 113 in the April forecast. The sentiment for all three component categories settles into a very close range between 108.4 and 112.9 in April expectations. Hopefully, the sustained positive sales sentiment can meet expectations and continue the momentum through the rest of 2025.

Distributors returned to their customary position as the most positive group among survey respondents in the March ECST survey. While Manufacturer Representatives and Manufacturers both reported uniform positive views of market sentiment, they were much more conservative than Distributors. Following lofty expectations in the prior ECST survey, the overall index score for end markets fell back into alignment with the component sentiment in March. It continues to slump in the April forecast as it drops down to 105.6. Automotive and Consumer Electronics continue to trend well below the 100-point threshold with Computers also dropping below 100 in March. Only Avionics/Military/Space, Industrial, and Medical Electronics sustain an overall positive sales sentiment above 100 in the April forecast. As a final comment, the reported lead-time trends continue to remain highly stable in March.





The ECST survey provides highly valuable and detailed visibility on industry expectations in the near-term through the monthly and quarterly surveys. This “immediate” perspective is helpful to participants up and down the electronics components supply chain. In the long-term, ECIA shares in the optimism for the future as the continued introduction and market adoption of exciting innovative technologies should motivate both corporate and consumer demand for next-generation products over the long term.

The complete ECIA Electronic Component Sales Trends (ECST) Report is delivered to all ECIA members as well as others who participate in the survey. <u>All participants in the electronics component supply chain are invited and encouraged to participate in the report so they can see the highly valuable insights provided by the ECST report</u>. The return on a small investment of time is enormous!

The monthly and quarterly ECST reports present data in detailed tables and figures with multiple perspectives and covering current sales expectations, sales outlook, product cancellations, product decommits and product lead times. The data is presented at a detailed level for six major electronic component categories, six semiconductor subcategories and eight end markets. Also, survey results are segmented by aggregated responses from manufacturers, distributors, and manufacturer representatives.