

Results of February 2025 ECST Show Sustained Sales Optimism; Quarterly ECST Outlook Moderates Q2 Expectations

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

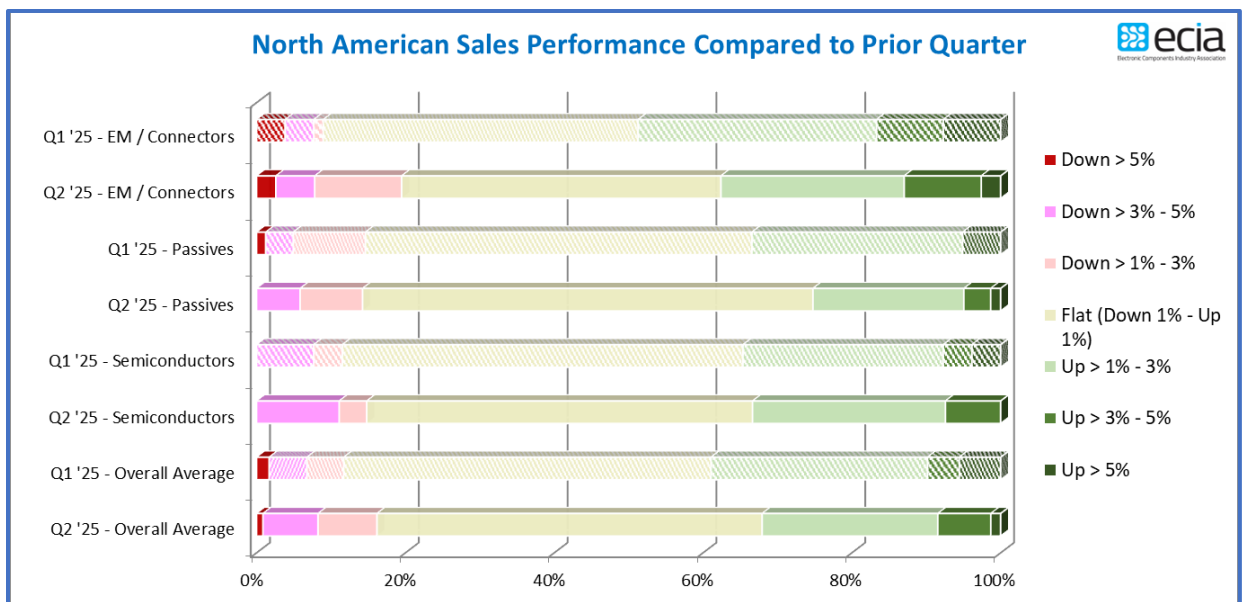
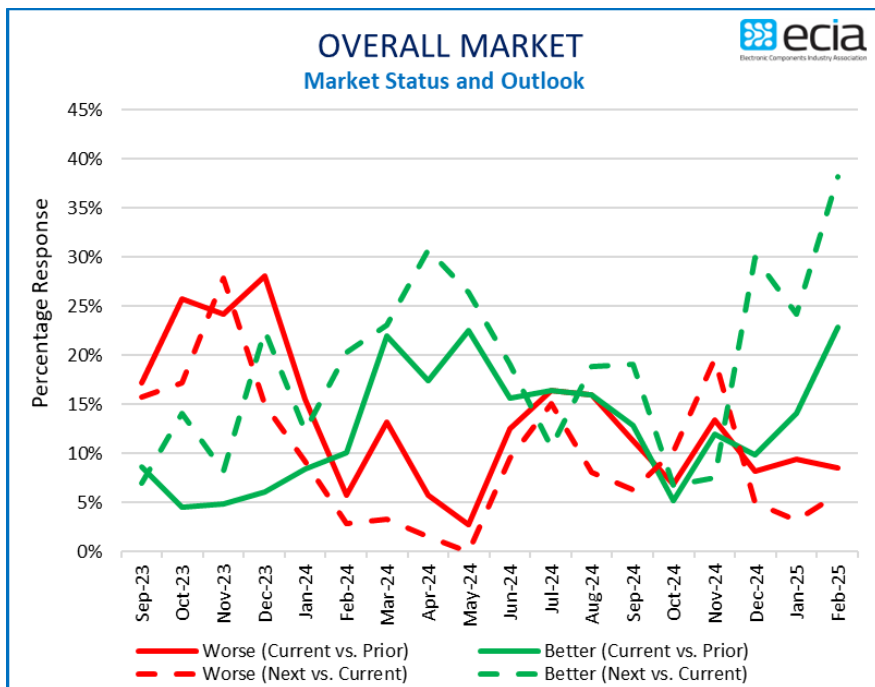
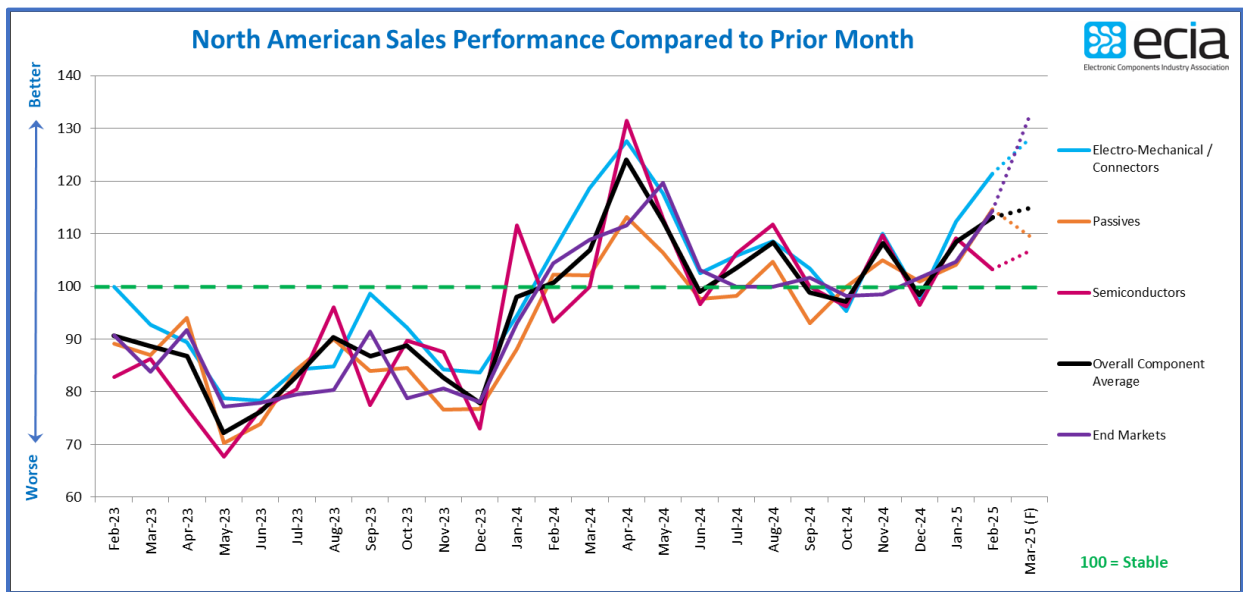
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The February ECST results show a solid improvement in the overall sales sentiment index for electronic components with an improvement of 4.7 points to reach 113.1. This is the highest score since April 2024. Once again, the actual results trailed expectations by 6.8 points. However, the solid improvement is cause for optimism. The strongest results are delivered by Electro-Mechanical components with a jump of 9.2 points in the February actuals and an increase of 6.6 points in the March outlook to reach 128.0. The score for Semiconductors dips by 5.9 points in February followed by a slight increase of 3.4 points in March to wind up at 106.7. Passive components see their score move in opposite directions with a strong increase of 10.6 points in February before falling by 5.1 points to settle at 109.6. While the overall results are somewhat mixed in the latest survey, the good news is that all component categories sustained solid results above the 100-point threshold, indicating continued month-to-month growth.

In contrast to the January ECST results, Distributors express growing pessimism across all categories in February and March compared to the other participants. Manufacturer Representatives delivered the most positive scores for February and sustained a relatively strong position overall in March. Scores from Manufacturers were slightly negative compared to the overall results but surged to the strongest expectations compared to others in their March scores. Among the component subcategories, MCU/MPU was the only category to fall below the 100-point threshold level at 91.3 in the February actuals. In the March outlook, the scores for every subcategory reach 100 or higher. The lowest score in the March projections is Inductors at 100.

The overall index score for end markets shows robust results in both February and March as it tops 132 in March. Automotive and Consumer Electronics are the only categories to fall below 100 in February with scores of 90.0 and 92.7 respectively. Consumer Electronics is the only segment that remains mired below 100 in March.

The Q1 Quarterly ECST survey yielded positive scores for Q1 with those reporting expectations of growth accounting for 39% of respondents while those report declining expectations at only 12%. Growth expectations are modest with 29% seeing growth in Q1 between 1% and 3%. Slightly less than half of respondents see a flat quarter-to-quarter growth in Q1. While still sustaining a generally positive view, the outlook for Q2 has 32% of respondents expecting growth with 16% predicting a decline. This more moderate outlook is likely colored by uncertainties around many economic factors such as the impact of tariffs. It is hoped that the industry can show resilience in the face of uncertain economic prospects for 2025.



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. 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. 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.