# Connector Industry Forecast

*Research Report F-2018-01*
*July 2018*

Bishop & associates, inc.
*Performance and Forecast of the World Connector Industry*

# Connector Industry Forecast

Report No.: F-2018-01
July 2018

Bishop & Associates has just released the ***Connector Industry Forecast***. This eight-chapter report provides an in-depth, and detailed forecast of the worldwide connector Industry. In addition to the detailed forecasts for each region of the world (North America, Europe, Japan, China, Asia Pacific, and ROW), an industry overview is included which provides current market trends, including connector confidence level, currency fluctuation effects, and industry sales performance, as well as an outlook narrative.

Worldwide and each regional forecast includes:

**Computers & Peripherals**
- Mobile Computers
- Desktops
- Servers
- Storage Equipment
- Input/Output Equipment
- Communication LAN Devices
- Other Computer Equipment

**Business/Office Equipment**
- Retail/POS Equipment
- Imaging Systems
- Other Business/Office Equipment

**Instrumentation**
- Automatic Test Equipment
- Analytical/Scientific Instruments
- Other Instrumentation

**Medical Equipment**
- Diagnostic & Imaging Equipment
- Therapeutic Equipment
- Other Medical Equipment

**Industrial**
- Heavy Equipment
- Industrial Auto & Process Control
- Building & Civil Engineering
- Energy Markets
- Machine Tools, Machinery & Robotics
- Other Equipment

**Automotive**
- Body Wiring & Power Distribution
- Powertrain
- Comfort, Convenience & Entertainment
- Navigation & Instrumentation
- Safety & Security

**Transportation (non-auto)**
- Commercial Vehicles
- RVs & Power Sports
- Commercial Air
- Marine
- Rail
- Construction
- Farm & Garden

**Military/Aerospace**

**Telecom/Datacom**
- Carrier Network
- Enterprise Network
- Wireless Infrastructure
- Subscriber Equipment
- Other Telecommunications

**Consumer**
- Personal/Portable Consumer
- Home Video Equipment
- Home Audio Equipment
- Consumer White Goods
- Other Consumer

**Other Equipment**

## 2017 – A GREAT Year for the Connector Industry

What a great year for the connector industry! 2017 turned out to be the best year for the connector industry since 2010, when connector industry sales grew an astonishing 28.2% after declining a whopping 21.8% in 2009. Not since 2006, over a decade ago, have we had a year where connector sales grew in the double-digits, and growth was not driven by a drastic decline the previous year.

All regions showed growth in 2017, with four of the regions, Europe, Japan, China, and ROW, exhibiting double-digit growth. The greatest growth was seen in China, where connector sales grew 15.9%. China is now over $6 billion dollars larger than any other region and approaching the $20 billion-dollar mark. China was followed by the ROW region, where connector sales grew 12.9%. This is the strongest growth the ROW region has seen since 2011. Unfortunately, since connector sales in the ROW region have been extremely sluggish over the last five years, even with the strong double-digit growth of 2017, total connector sales still fall behind total ROW connector sales achieved in 2011.

The ROW region was followed by the Japanese region, where connector sales grew 11.7% in 2017. Like the world connector number, this was the greatest growth seen in the Japanese region since 2010, when connector sales grew 34.1%, following a year where Japanese connector sales declined 24.1%. Because of lack luster performance over the last seven years, two years with double-digit decline in sales, the Japanese region still is almost 25% smaller than it was in 2012!

Japan was followed by Europe with sales growth of 11.6% and North America with sales growth of 6.8%. The poorest performing region was Asia-Pacific, where sales grew only 5.3%. Although this was the lowest growth rate in 2017, it was better growth than was exhibited by this region in the last two years, when sales grew a mere 0.1% in 2015 and declined 3.4% in 2016.

The connector industry's sales by region are noted in the following table.

**Industry Sales Performance by Region**

| Region | 2015 | 2016 | YOY Change | 2017 | YOY Change |
|---|---|---|---|---|---|
| North America | $11,233.2 | $11,576.0 | 3.1% | $12,366.7 | 6.8% |
| Europe | $10,452.7 | $11,015.0 | 5.4% | $12,295.9 | 11.6% |
| Japan | $4,760.1 | $4,391.0 | -7.8% | $4,904.9 | 11.7% |
| China | $14,719.1 | $16,465.4 | 11.9% | $19,082.1 | 15.9% |
| Asia-Pacific | $8,592.6 | $8,296.7 | -3.4% | $8,733.8 | 5.3% |
| ROW | $2,292.1 | $2,419.5 | 5.6% | $2,732.2 | 12.9% |
| **Total World** | **$52,049.8** | **$54,163.7** | **4.1%** | **$60,115.8** | **11.0%** |

$ Millions

## 2018 Outlook

We are forecasting 2018 sales to grow +XX.X to $6X,XXX.1 million.

**2018F Connector Forecast by Geographic Region With Percent Change**

| Region | 2017 | 2018F | YOY Change |
|---|---|---|---|
| North America | $12,366.7 | $XX,XXX.X | XX.X% |
| Europe | $12,295.9 | $XX,XXX.X | XX.X% |
| Japan | $4,904.9 | $X,XXX.X | XX.X% |
| China | $19,082.1 | $XX,XXX.X | XX.X% |
| Asia-Pacific | $8,733.8 | $X,XXX.X | XX.X% |
| ROW | $2,732.2 | $X,XXX.X | XX.X% |
| **Total World** | **$60,115.8** | **$XX,XXX.X** | **XX.X%** |

$ Millions

It is important to note that this forecast is based on the following assumptions:

- No US recession.
- Minimal impact on the electronic connector industry by the establishment of tariffs.
- Currency fluctuations will be minimal.

Here are some points to consider in support of the 2018 forecast:

- This projected low double-digit growth in the connector industry is in line with GDP growth projections by the IMF for the various regions of the world.
- Continuation of low, yet slightly higher energy prices. It is anticipated that oil prices have peaked in the US and will decline slightly during the remainder of the year. There is some concern as to the affect tariffs on oil could cause. China is a top buyer of US crude and has said it could tax US oil if trade tensions escalate.
- Tariffs on aluminum and steel are already impacting material costs for connectors.
- Although still at historical lows, interest rates are increasing. In 2017, the US central bank raised short-term interest rates three times. Much of this was based on growth in gross domestic product and low unemployment figures. It is anticipated that this trend will continue in 2018, with three more 0.25% rate hikes. The Europe Central Bank indicated they expect to see interest rates remain at their present level for at least the next 12 months (through the summer of 2019), especially if inflation grows as is anticipated. They also confirmed that they will finalize their asset purchases program at the end of 2018.
- Economic growth may be modest in 2018, but the growth of electronics (with connector content) will continue to outpace the general economies.

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Business/Office Equipment
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- Other Office Equipment

Instrumentation
- Automatic Test Equipment
- Analytical & Scientific Instruments
- Other Instruments

Medical
- Diagnostic & Imaging Equipment
- Therapeutic Equipment
- Other Medical Equipment

Industrial
- Heavy Equipment
- Industrial Automation & Process Control
- Building & Civil Engineering
- Energy Markets
- Machine Tools, Machinery & Robotics
- Other Equipment

Automotive
- Body Wiring & Power Distribution
- Powertrain
- Comfort, Convenience & Entertainment
- Navigation & Instrumentation
- Safety & Security

Transportation
- Commercial Vehicles
- RV's & Power Sports
- Commercial Air
- Marine
- Rail
- Construction
- Farm & Garden

Military
Telecom/Datacom
- Carrier Network
- Enterprise Network
- Mobile & Wireless
- Wireless Infrastructure
- Subscriber Equipment
- Cable-Equipment-Infrastructure
- Other Telecommunications

Consumer
- Personal/Portable Consumer Electronics
- Home Video Equipment
- Home Audio Equipment
- Consumer White Goods
- Other Consumer
- Other Equipment

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Military

***Chapter 3 – North American Connector Forecast (cont.)***

Telecom/Datacom
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Consumer
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- Home Video Equipment
- Home Audio Equipment

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- Other Consumer

Other Equipment

**Chapters 4 Thru 8 Provide the Same Detail Level as Chapter 3**

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## To Order *Connector Industry Forecast*

Research Report F-2018-01, ***Connector Industry Forecast*** is available for $3,950. Additional print copies of this report are available for $395. If you would like additional information about this report, or would like to place an order, please complete the following information and e-mail, fax or mail it to Bishop & Associates, Inc. To place your order on our website: **https://store.bishopinc.com/**.

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# What's New ?

Bishop & Associates has recently completed several new research reports about the worldwide connector industry. A table of contents for each report can be found at **https://store.bishopinc.com**.

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| ☐ | **Report F-2018-01** | **Connector Industry Forecast (July 2018) NEW** |
| ☐ | **Report P-770-18** | **Connector Manufacturers Connect to Sensors (July 2018) NEW** |
| ☐ | **Report S-301-18** | **US Customer Survey of the Electronic Connector Industry (July 2018) NEW** |
| ☐ | **Report P-780-18** | **World RF Coax Connector Market 2018 (June 2018) NEW** |
| ☐ | **Report P-799-18** | **2018 World Cable Assembly Market (May 2018) NEW** |
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| ☐ | **Report M-860-18** | **Computer Market and Big Data Systems and Connectors 2017 to 2022 and Beyond (January 2018)** |
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| ☐ | **Report P-881-17** | **Evolving High-Speed Backplane Connectors (November 2017)** |
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| ☐ | **Report M-121-17** | **2017 Top 100 Connector Manufacturers (August 2017)** |
| ☐ | **Report C-122-17** | **2017 Connector Industry Yearbook (July 2017)** |

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