

Global distribution view reveals major role of Asia and China

Presenting a complete view of the Top 50 authorized electronic component distributors worldwide is a daunting challenge. From a review of available published research, I have not been able to identify a “Top 50” list of worldwide distributors that includes the major distributors from the Americas, EMEA and Asia. While there are lists presented as “Top 50” worldwide distributors they all appear to only include a subset of companies that is strongly oriented to Americas and EMEA companies. The companies headquartered in Asia are commonly overlooked even though they play a large role in the global distribution industry.

The goal of the research conducted to develop the data presented in this article was to include the major authorized

distributors from all three regions. Given, the dominating presence of Asia as a distribution market, a second goal was to provide total revenue data for the top electronics component country markets in Asia. According to the research presented in this article, Asia accounted for over 75% of the Top 50 authorized distributor global revenues in 2020. The Americas and EMEA distribution markets come in far behind at 13.4% and 11.4% respectively. In addition, 39 out of the top 50 authorized distributors are headquartered in Asia and account for over 63% of distribution revenues in this analysis.

With this foundation now established, we plan to continue to develop additional research in the future in pursuit of the goal of providing improved and expanded visibility into the global electronics

components authorized distribution market. ECIA provides its members and the industry with a wide range of highly valuable research including detailed sizing of component total available market (TAM) and distribution total available market (DTAM) for the Americas, EMEA and Asia for selected key categories. In addition, it provides data on component lead times, bookings trends, electronics component industry sentiment, workplace disruption due to COVID-19, best practices for key distribution activities and more.



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The top 50 worldwide authorized distributor research methodology and results

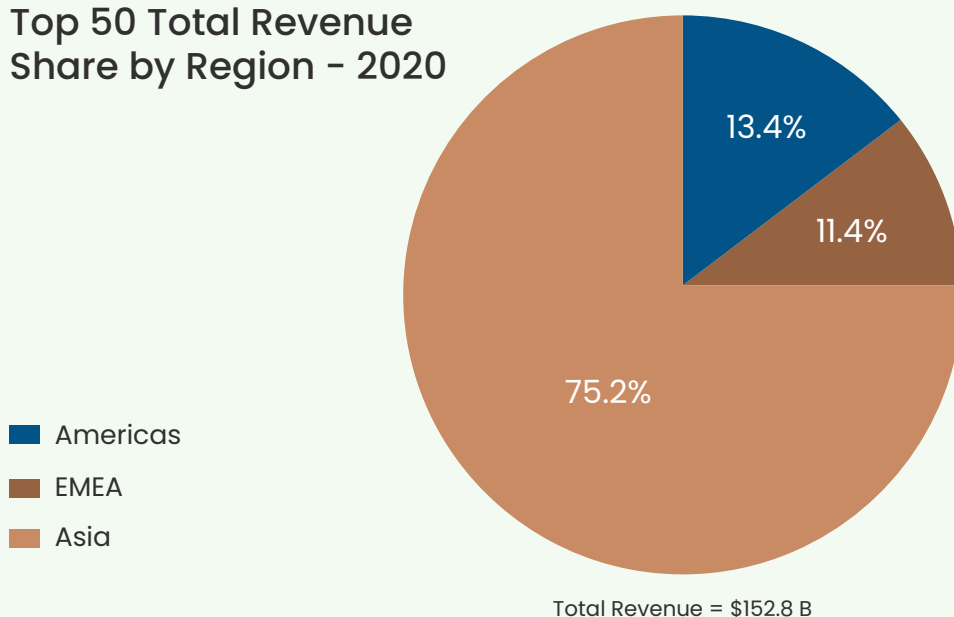
As noted, the task of identifying and sizing the top authorized distributors around the world presents significant challenges beyond the research developed for the North America Authorized Distributor data. For example, while participation in surveys by industry companies is a well understood practice (if not always supported) by Americas and European companies. The same is not true in Asia where personal relationships and communication are key to gathering helpful information. Surveys have a very low participation rate in Asia. In addition, most companies headquartered in China are private and not easily accessible for communication. Given these and other issues, the methodology pursued for this new research needs to be briefly explained.

1. Surveys were used to gather information for this research and every effort was made to identify contacts at all companies to invite participation in the

survey. As anticipated, the level of participation by companies headquartered in Asia was low.

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Top 50 Total Revenue Share by Region - 2020



2. To expand the data captured in this report extensive research of published financial data for all public companies was pursued. A number of private companies also provide extremely helpful top-level financial data.

3. Inputs from major manufacturers and distributors was solicited to both identify top distributors and provide guidance on the revenues of private companies. Roughly 100 companies were identified for consideration in the top 50. Companies were excluded both for falling below the top 50 and because they were engaged as a broker instead of authorized distribution.

4. Finally, web-based secondary research was a source of additional data that supported modeling and analysis used to create estimates in areas where survey or published data was not available.

The tables and figures presented in this report have been created based on the methodology described above.

Top Level Results Summary

The early recovery by manufacturers in Asia drove a stronger distribution revenue growth environment than the Americas and EMEA experienced. Building on this strength in Asia, the combined global revenues for the Top 50 Worldwide Authorized Distributors grew by 6.4% in 2020. By comparison, the Top 50 Authorized North America

Top 10 Americas sales

Rank 2020	Company	2020 Americas (\$ Millions)	Share of Top 50 Total Sales (Percent)
1	Arrow Electronics, Inc.	6,183.1	30.11
2	Avnet	4,660.1	22.69
3	Future Electronics	2,000.0	9.74
4	Digi-Key Electronics	1,700.1	8.28
5	TTI Inc	1,450.0	7.06
6	Mouser Electronics	942.6	4.59
7	DAC / Heilind	796.0	3.88
8	RS Components/Allied Electronics	661.1	3.22
9	Macnica	478.9	2.33
10	Sager Electronics	313.0	1.52

Top 10 EMEA sales

Rank 2020	Company	2020 EMEA (\$ Millions)	Share of Top 50 Total Sales (Percent)
1	Avnet	5,683.7	32.65
2	Arrow Electronics, Inc.	4,987.5	28.65
3	RS Components/Allied Electronics	1,623.5	9.33
4	Future Electronics	1,250.0	7.18
5	TTI Inc	1,007.0	5.79
6	Rutronik Electronics Worldwide	904.7	5.20
7	Digi-Key Electronics	690.0	3.96
8	Mouser Electronics	568.9	3.27
9	Macnica	383.1	2.20
10	Nexty Electronics	211.1	1.21

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Distributors experienced a decline of 5.9 % in North American sales. However, this same group of Top 50 North America distributors combined to achieve worldwide sales growth of 4.5% as demand in Asia more than compensated for losses in the North America market.

Total worldwide revenue for the Top 50 authorized distributors in 2020 grew to \$152.8 B from \$143.5 B in 2019. Thirty-seven of the top 50 distributors achieved revenue growth in 2020 with the highest growth from Nanjing Sunlord Electronics at 36% growth and the steepest decline at Restar Group with -16.4%. On a worldwide basis, semiconductors drive an even larger share of overall electronic component distribution revenues, accounting for nearly 78% of total revenues, than what they account for in North America, 53%. The strongest demand for revenues is generated by the mobile communications market at \$32.2 B (21%) followed by Industrial Automation - \$24.7 B; Computers/Data Processing/Peripherals - \$23.9 B; and Consumer Electronics - \$23.5 B.

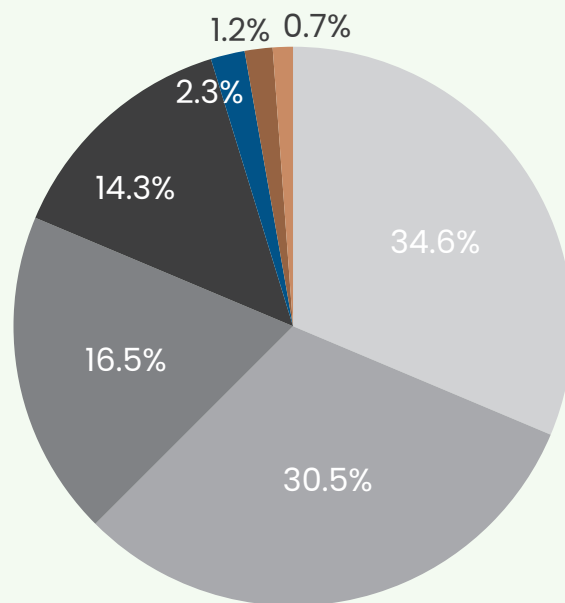
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Top 10 Asian sales

Rank 2020

	Company	2020 Asia (\$ Millions)	Share of Top 50 Total Sales (Percent)
1	WPG Holdings	20,466.1	17.83
2	WT Microelectronics	11,990.1	10.44
3	Arrow Electronics, Inc.	9,332.0	8.13
4	Avnet	7,517.0	6.55
5	Macnica	5,938.0	5.17
6	Supreme Electronics	4,546.7	3.96
7	CECport	3,900.0	3.40
8	Nexty Electronics	3,804.0	3.31
9	EDOM Technology	3,638.5	3.17
10	Techtronics	3,200.0	2.79

Revenue Share by Headquarters Location - 2020

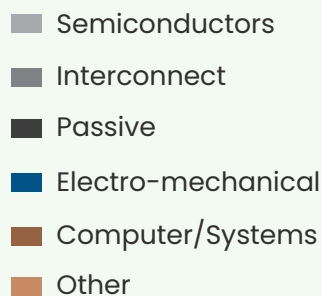


Total Revenue = \$152.8 B

Top 50 Revenue Share by Asian Countries - 2020



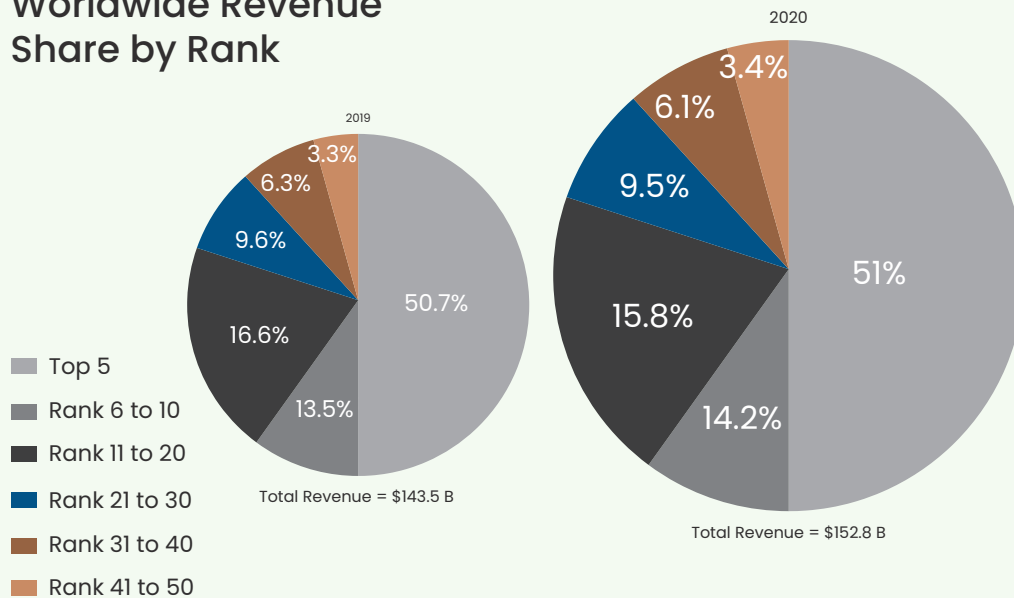
Worldwide Revenue Share by Component - 2020



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The top five worldwide distributors maintained a stable 51% share of total worldwide revenues among the Top 50. However, the strongest growth as a group came from the companies ranked from 6 through 10 with combined growth of 11.5%. The strongest growth among the Top 5 came from WPG with 21.2% growth followed by Macnica with 13.3% growth. Avnet experienced a -3.7% decline in 2020. There are a notable number of electronic component distributors with significant revenues that did not achieve ranking in the Top 50. If it is estimated that the Top 50 account for 90% of all worldwide revenue, the global electronic component authorized distributor market would be estimated at \$170 B.

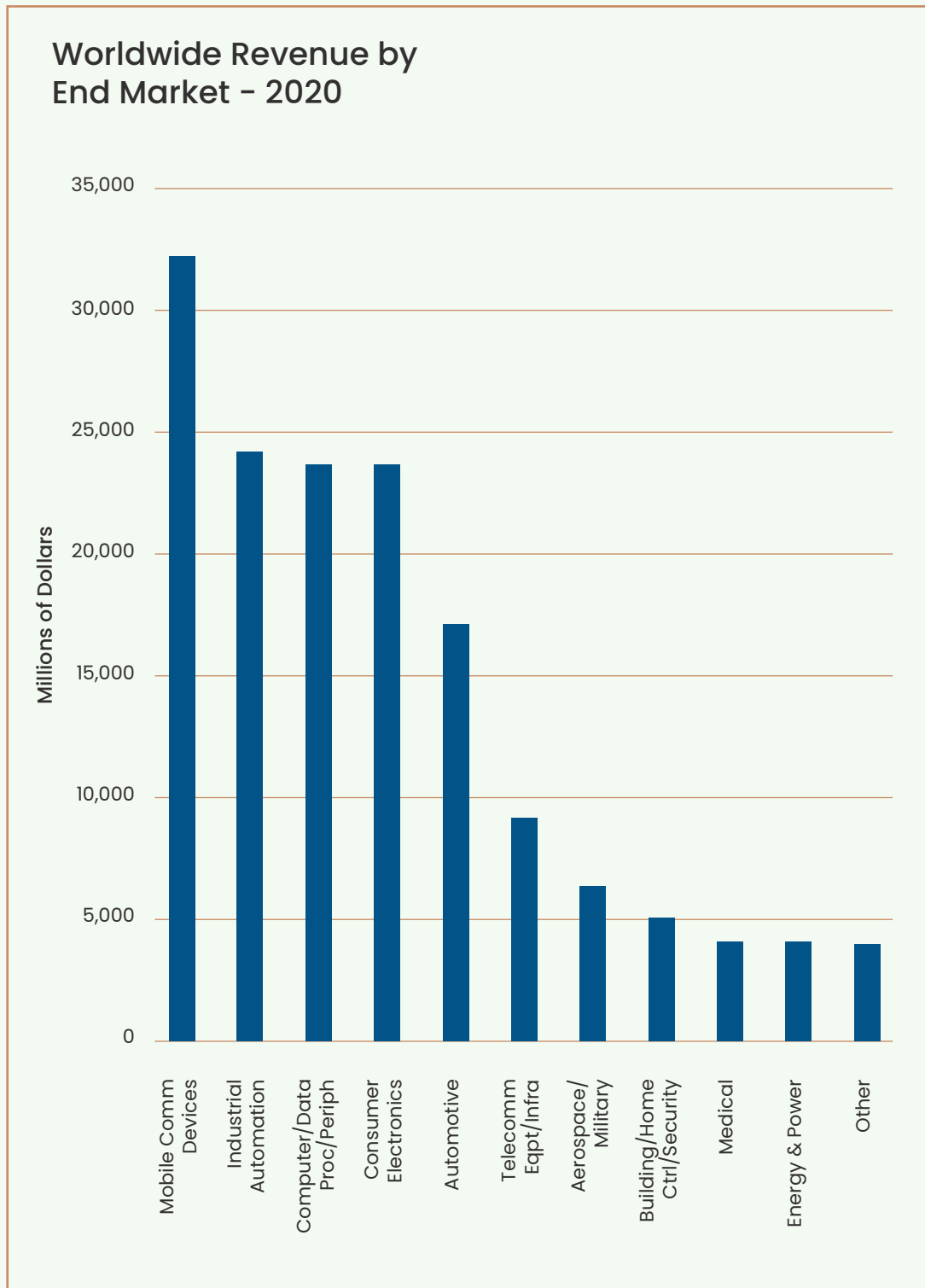
Worldwide Revenue Share by Rank



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There are a notable number of electronic component distributors with significant revenues that did not achieve ranking in the Top 50

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Top 50 Authorized Distributor Report 2021 Global Edition

Top 10 mainland China / Hong Kong sales

Rank 2020	Company	2020 Mainland China / Hong Kong (\$ Millions)	Share of Top 50 Total Sales (Percent)
1	WPG Holdings	16,282.4	21.31
2	WT Microelectronics	7,881.6	10.32
3	Arrow Electronics, Inc.	4,786.0	6.27
4	Avnet	4,072.4	5.33
5	CECport	3,432.0	4.49
6	Supreme Electronics	3,416.3	4.47
7	Techtronics	3,104.0	4.06
8	Macnica	2,585.9	3.39
9	S.A.S. Dragon	2,437.8	3.19
10	EDOM Technology	2,146.7	2.81

Top 10 Taiwan sales

Rank 2020	Company	2020 Taiwan (\$ Millions)	Share of Top 50 Total Sales (Percent)
1	WPG Holdings	2,928.1	23.92
2	WT Microelectronics	1,854.1	15.14
3	EDOM Technology	1,164.3	9.51
4	Supreme Electronics	1,099.6	8.98
5	Avnet	1,067.7	8.72
6	Arrow Electronics, Inc.	875.4	7.15
7	Nexty Electronics	321.4	2.62
8	CECport	312.0	2.55
9	Macnica	287.3	2.35
10	Promate	286.4	2.34

Top 10 Japan sales

Rank 2020	Company	2020 Japan (\$ Millions)	Share of Top 50 Total Sales (Percent)
1	Macnica	2,011.3	18.91
2	Nexty Electronics	1,218.6	11.46
3	Ryosan	999.5	9.40
4	Marubun	967.6	9.10
5	Avnet	851.4	8.01
6	Kanematsu	847.7	7.97
7	Arrow Electronics, Inc.	724.3	6.81
8	Restar Group	683.9	6.43
9	CoreStaff	639.0	6.01
10	Ryoden	587.0	5.52

Top 10 Malaysia / Singapore sales

Rank 2020	Company	2020 Malaysia / Singapore (\$ Millions)	Share of Top 50 Total Sales (Percent)
1	WT Microelectronics	675.5	15.30
2	Arrow Electronics, Inc.	426.6	9.67
3	Macnica	383.1	8.68
4	WPG Holdings	331.1	7.50
5	Avnet	313.0	7.09
6	Nexty Electronics	279.4	6.33
7	Future Electronics	277.5	6.29
8	Gain Hero	165.0	3.74
9	CECport	156.0	3.53
10	Ryosan	138.6	3.14

Top 10 India sales

Rank 2020	Company	2020 India (\$ Millions)	Share of Top 50 Total Sales (Percent)
1	Arrow Electronics, Inc.	946.5	29.95
2	Macnica	383.1	12.12
3	Nexty Electronics	372.5	11.79
4	Avnet	364.2	11.52
5	WPG Holdings	362.2	11.46
6	WT Microelectronics	273.3	8.65
7	Gain Hero	82.5	2.61
8	Future Electronics	74.0	2.34
9	Kanematsu	58.5	1.85
10	Ryosan	46.2	1.46

Top 10 South Korea sales

Rank 2020	Company	2020 South Korea (\$ Millions)	Share of Top 50 Total Sales (Percent)
1	SaMT	652.2	23.46
2	WT Microelectronics	592.1	21.30
3	Marubun	336.0	12.09
4	Restar Group	207.3	7.46
5	Arrow Electronics, Inc.	204.4	7.35
6	Avnet	191.0	6.87
7	Nexty Electronics	131.2	4.72
8	Macnica	95.8	3.44
9	Future Electronics	74.0	2.66
10	Kanematsu	73.1	2.63

Top 10 Vietnam sales

Rank 2020	Company	2020 Vietnam (\$ Millions)	Share of Top 50 Total Sales (Percent)
1	WT Microelectronics	435.7	22.58
2	Arrow Electronics, Inc.	408.8	21.18
3	Avnet	306.8	15.90
4	WPG Holdings	220.8	11.44
5	EDOM Technology	181.9	9.43
6	Future Electronics	74.0	3.83
7	Restar Group	69.4	3.59
8	Kanematsu	58.5	3.03
9	SIIX	45.8	2.37
10	Excelpoint	44.2	2.29

Top 7 Australia / New Zealand sales

Rank 2020	Company	2020 Australia / New Zealand (\$ Millions)	Share of Top 50 Total Sales (Percent)
1	Arrow Electronics, Inc.	515.5	61.39
2	Avnet	156.5	18.64
3	Future Electronics	74.0	8.81
4	Digi-Key Electronics	33.6	4.00
5	Excelpoint	33.2	3.95
6	Mouser Electronics	26.0	3.10
7	TTI Inc	0.9	0.11

Top 50 Asian Authorized Distributors

Rank 2020	Company	2020 Asia Total (\$ Millions)	Share of Top 50 Total Sales (%)	2020 Revenue (\$ Millions)								
				Mainland China / Hong Kong	Taiwan	Japan	South Korea	India	Vietnam	Malaysia / Singapore	Australia / New Zealand	Other Asian Countries
1	WPG Holdings	20,466.1	17.83	16,282.4	2,928.1	72.4	48.3	362.2	220.8	331.1	-	220.8
2	WT Microelectronics	11,990.1	10.44	7,881.6	1,854.1	-	592.1	273.3	435.7	675.5	-	277.8
3	Arrow Electronics, Inc.	9,332.0	8.13	4,786.0	875.4	724.3	204.4	946.5	408.8	426.6	515.5	444.4
4	Avnet	7,517.0	6.55	4,072.4	1,067.7	851.4	191.0	364.2	306.8	313.0	156.5	194.1
5	Macnica	5,938.0	5.17	2,585.9	287.3	2,011.3	95.8	383.1	-	383.1	-	191.5
6	Supreme Electronics	4,546.7	3.96	3,416.3	1,099.6	-	-	-	-	30.8	-	-
7	CECport	3,900.0	3.40	3,432.0	312.0	-	-	-	-	156.0	-	-
8	Nexty Electronics	3,804.0	3.31	1,277.6	321.4	1,218.6	131.2	372.5	-	279.4	-	203.3
9	EDOM Technology	3,638.5	3.17	2,146.7	1,164.3	-	-	-	181.9	109.2	-	36.4
10	Techtronics	3,200.0	2.79	3,104.0	-	-	-	-	-	96.0	-	-
11	S.A.S. Dragon	2,533.0	2.21	2,437.8	46.8	-	-	2.5	21.0	19.6	-	5.2
12	Marubun	2,306.4	2.01	634.1	184.5	967.6	336.0	-	-	115.3	-	68.8
13	WISEWHEEL	2,075.0	1.81	2,075.0	-	-	-	-	-	-	-	-
14	WeiKeng	1,983.2	1.73	1,665.1	190.6	-	-	-	-	-	-	127.5
15	Restar Group	1,877.0	1.63	646.4	163.2	683.9	207.3	-	69.4	62.8	-	44.1
16	Ryosan	1,861.8	1.62	539.0	64.8	999.5	27.6	46.2	-	138.6	-	46.2
17	Future Electronics	1,850.0	1.61	1,110.0	92.5	74.0	74.0	74.0	74.0	277.5	74.0	-
18	Herewin	1,667.0	1.45	1,667.0	-	-	-	-	-	-	-	-
19	Gain Hero	1,650.0	1.44	990.0	247.5	165.0	-	82.5	-	165.0	-	-
20	Wuhan P&S Information Technology	1,501.8	1.31	1,351.6	75.1	-	-	-	-	45.1	-	30.0
21	Kanematsu	1,461.5	1.27	248.5	87.7	847.7	73.1	58.5	58.5	43.8	-	43.8
22	Alltek Technology Corp	1,424.3	1.24	1,253.4	113.9	-	-	-	-	57.0	-	-
23	Xiamen Holder Electronics	1,175.0	1.02	1,175.0	-	-	-	-	-	-	-	-
24	Zenitron	1,167.8	1.02	939.3	184.0	-	-	-	-	-	-	44.4
25	SIIX	1,144.5	1.00	366.3	206.0	404.8	-	-	45.8	68.7	-	53.0
26	YITOA	1,132.9	0.99	1,132.9	-	-	-	-	-	-	-	-
27	Excelpoint	1,105.3	0.96	852.2	-	-	-	35.4	44.2	78.5	33.2	61.9
28	SamT	1,052.0	0.92	399.7	-	-	652.2	-	-	-	-	-
29	Ryoden	978.4	0.85	225.0	78.3	587.0	-	-	19.6	48.9	-	19.6
30	Cogobuy.com	896.6	0.78	857.7	-	-	-	-	-	38.9	-	-
31	Promate	830.2	0.72	278.2	286.4	224.2	-	-	-	41.5	-	-
32	Best of Best Holdings (BoB)	780.0	0.68	733.2	31.2	-	-	-	-	15.6	-	-
33	SUNRAY	752.5	0.66	752.5	-	-	-	-	-	-	-	-
34	ROAD WELL	735.0	0.64	698.3	-	-	-	-	-	36.8	-	-
35	Smart-Core Holdings	714.4	0.62	714.4	-	-	-	-	-	-	-	-
36	CoreStaff	710.0	0.62	49.7	-	639.0	-	-	-	-	-	21.3
37	Serial Microelectronics	685.3	0.60	380.1	57.2	-	32.6	41.1	27.4	82.2	-	64.7
38	Shenzhen Huaxinke Technology (HXK)	635.0	0.55	635.0	-	-	-	-	-	-	-	-
39	Mouser Electronics	520.5	0.45	234.2	36.4	62.5	52.1	31.2	5.2	52.1	26.0	20.8
40	Digi-Key Electronics	479.9	0.42	177.5	24.0	67.2	38.4	28.8	4.8	62.4	33.6	43.2
41	Nanjing Sunlord Electronics	476.0	0.41	395.1	42.8	-	-	-	-	28.6	-	9.5
42	Willas-Array	438.5	0.38	429.3	9.2	-	-	-	-	-	-	-
43	Upstar Technology	438.0	0.38	438.0	-	-	-	-	-	-	-	-
44	TTI Inc	436.1	0.38	282.6	21.8	0.9	8.7	11.8	0.4	75.4	0.9	33.6
45	Glorison	435.0	0.38	369.8	39.2	-	-	26.1	-	-	-	-
46	RS Components/Allied Electronics	268.0	0.23	-	-	-	-	-	-	-	-	-
47	Rutronik Electronics Worldwide	163.5	0.14	106.3	19.6	-	-	8.2	-	19.6	-	9.8
48	DAC / Heilind	100.0	0.09	75.0	12.0	-	0.4	5.0	0.4	7.0	-	0.2
49	Master Electronics	57.0	0.05	39.9	-	-	-	-	-	17.1	-	-
50	Sager Electronics	-	-	-	-	-	-	-	-	-	-	-
TOTAL TOP 50			100.00	114,816.4	76,390.4	12,242.7	10,634.2	2,780.3	3,160.7	1,929.8	4,413.9	915.7

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Top 50 Worldwide Authorized Distributors

Rank 2020	Rank 2019	Company	Type*	Headquarters	2020 Worldwide (\$ Millions)	Growth 2020/2019 (Percent)	Share of Top 50 Total Sales (Percent)	Sales Share by Region (Percent)			Sales Share by Component (Percent)						Offer design services?	Website allows purchase of parts?
								Americas	EMEA	Asia	Semiconductor (Active)	Passive Component	Electro-Mechanical	Interconnect	Computer / Systems	Other		
1	3	WPG Holdings	1	Taiwan	20,706.6	21.2	13.56	1.0	0.2	98.8	92.3	5.4	0.4	0.7	0.6	0.5	Y	Y
2	1	Arrow Electronics, Inc.	1	USA	20,502.7	1.2	13.42	30.2	24.3	45.5	76.0	3.4	2.4	8.3	8.0	2.0	Y	Y
3	2	Avnet (1)	1	USA	17,860.8	-3.7	11.69	26.1	31.8	42.1	76.0	5.1	3.4	11.5	2.5	1.5	Y	Y
4	4	WT Microelectronics	1	Taiwan	11,990.1	10.5	7.85	0.0	0.0	100.0	100.0	-	-	-	-	-	Y	N
5	5	Macnica	1	Japan	6,800.0	13.3	4.45	7.0	5.6	87.3	66.0	6.0	5.0	10.0	12.0	1.0	Y	N
6	6	Future Electronics	1	Canada	5,100.0	2.0	3.34	39.2	24.5	36.3	70.0	7.2	5.1	17.7	-	-	Y	Y
7	8	Supreme Electronics	1	Taiwan	4,668.7	28.1	3.06	2.6	0.0	97.4	98.0	-	-	-	-	2.0	N	N
8	7	Nexty Electronics (2)	1	Japan	4,308.0	6.4	2.82	6.8	4.9	88.3	85.0	4.0	3.0	5.0	1.0	2.0	Y	N
9	9	CECport 中电港	1	China	3,900.0	8.3	2.55	0.0	0.0	100.0	87.0	6.0	2.0	5.0	-	-	Y	Y
10	10	EDOM Technology	1	Taiwan	3,684.5	17.5	2.41	1.0	0.2	98.8	100.0	-	-	-	-	-	Y	Y
11	11	Techtronics 泰科源	1	China	3,200.0	6.7	2.09	0.0	0.0	100.0	82.0	8.0	10.0	-	-	-	Y	N
12	12	TTI Inc	2	USA	2,893.1	-2.3	1.89	50.1	34.8	15.1	-	52.4	5.0	42.6	-	-	N	Y
13	13	Digi-Key Electronics	3	USA	2,870.0	3.6	1.88	59.2	24.0	16.7	36.4	21.4	9.1	21.3	3.4	8.4	Y	Y
14	16	S.A.S. Dragon	1	China	2,572.5	11.9	1.68	1.5	0.0	98.5	85.0	3.0	4.0	2.0	-	6.0	Y	N
15	14	RS Components/Allied Electronics	1	U.K.	2,552.7	1.4	1.67	25.9	63.6	10.5	10.0	3.0	14.0	16.5	-	56.5	Y	Y
16	15	Marubun	2	Japan	2,317.8	-8.1	1.52	0.3	0.1	99.5	100.0	-	-	-	-	-	Y	N
17	18	WISEWHEEL 唯时信	2	China	2,075.0	3.8	1.36	0.0	0.0	100.0	50.0	10.0	-	-	-	40.0	N	N
18	20	Mouser Electronics	3	USA	2,032.0	9.8	1.33	46.4	28.0	25.6	48.0	19.0	10.0	19.0	-	4.0	N	Y
19	23	WeiKeng	1	Taiwan	1,983.2	27.0	1.30	0.0	0.0	100.0	94.0	5.0	-	0.9	-	0.1	Y	N
20	17	Restar Group (3)	2	Japan	1,878.9	-16.4	1.23	0.1	0.0	99.9	95.0	4.0	-	1.0	-	-	Y	N
21	21	Ryosan	1	Japan	1,861.8	8.1	1.22	0.0	0.0	100.0	63.8	8.0	12.0	9.8	-	6.4	Y	N
22	25	Herewin 海盈科技集团	2	China	1,667.0	28.2	1.09	0.0	0.0	100.0	90.0	-	3.0	7.0	-	-	Y	N
23	24	Gain Hero 蓝源实业	1	China	1,650.0	17.0	1.08	0.0	0.0	100.0	81.0	4.0	-	3.0	5.0	7.0	Y	N
24	19	Wuhan P&S Information Technology 力源信息	1	China	1,501.8	-21.0	0.98	0.0	0.0	100.0	93.0	5.0	-	2.0	-	-	N	Y
25	22	Kanematsu	2	Japan	1,461.5	-12.5	0.96	0.0	0.0	100.0	95.0	-	-	-	-	5.0	Y	N
26	27	Alltek Technology Corp	1	Taiwan	1,424.3	11.2	0.93	0.0	0.0	100.0	93.0	7.0	-	-	-	-	N	N
27	29	SIIX	1	Japan	1,407.7	14.7	0.92	14.6	4.1	81.3	100.0	-	-	-	-	-	Y	N
28	31	Xiamen Holder Electronics 信达 (Xiamen Xinheda Electronics)	4	China	1,175.0	8.3	0.77	0.0	0.0	100.0	20.0	30.0	23.0	27.0	-	-	N	Y
29	35	Zenitron	4	Taiwan	1,167.8	33.7	0.76	0.0	0.0	100.0	87.6	12.4	-	-	-	-	N	N
30	26	YITOA 英唐智控	2	China	1,132.9	-12.7	0.74	0.0	0.0	100.0	100.0	-	-	-	-	-	N	N
31	30	Ryoden	1	Japan	1,013.9	-12.7	0.66	2.5	1.0	96.5	58.0	8.0	10.0	14.0	-	10.0	Y	N
32	33	Excelpoint	1	Singapore	1,108.6	13.5	0.73	0.3	0.0	99.7	90.0	7.0	3.0	-	-	-	Y	N
33	28	Rutronik Electronics Worldwide	1	Germany	1,090.0	-11.4	0.71	2.0	83.0	15.0	65.0	6.0	7.0	5.0	5.0	12.0	Y	Y
34	32	SaMT	2	South Korea	1,052.0	1.3	0.69	0.0	0.0	100.0	78.0	-	-	-	-	22.0	N	N
35	34	DAC / Heilind	2	USA	962.4	-0.3	0.63	82.7	6.9	10.4	-	-	14.2	85.8	-	-	Y	Y
36	39	Promate	1	Taiwan	906.9	22.7	0.59	5.8	2.7	91.5	77.0	-	-	-	-	23.0	Y	N
37	36	Cogobuy.com 科通芯城	1	China	896.6	6.0	0.59	0.0	0.0	100.0	82.0	5.0	6.0	3.0	-	4.0	N	Y
38	40	CoreStaff	1	Japan	800.0	11.1	0.52	10.0	1.3	88.8	55.8	30.5	6.3	7.5	-	-	Y	Y
39	38	Best of Best Holdings (4) - BoB Holdings 好上好控股	1	China	780.0	5.3	0.51	0.0	0.0	100.0	80.0	7.0	8.0	5.0	-	-	Y	N
40	41	SUNRAY 新蕾科技	1	China	752.5	8.3	0.49	0.0	0.0	100.0	65.0	20.0	-	-	-	15.0	Y	N
41	44	ROAD WELL 路必康	1	China	735.0	26.7	0.48	0.0	0.0	100.0	85.0	-	-	-	-	15.0	Y	N
42	42	Smart-Core Holdings 芯智控股	1	China	714.4	17.5	0.47	0.0	0.0	100.0	100.0	-	-	-	-	-	Y	N
43	37	Serial Microelectronics	1	Singapore	685.3	-9.5	0.45	0.0	0.0	100.0	79.0	9.0	-	12.0	-	-	Y	N
44	43	Shenzhen Huaxinke Technology (HXK) 华信科	1	China	635.0	8.5	0.42	0.0	0.0	100.0	25.0	60.0	-	15.0	-	-	N	N
45	48	Nanjing Sunlord Electronics 南京商络	2	China	476.0	36.0	0.31	0.0	0.0	100.0	15.0	85.0	-	-	-	-	N	Y
46	45	Willas-Array	2	China	438.5	4.4	0.29	0.0	0.0	100.0	75.0	13.0	8.0	-	-	4.0	Y	N
47	46	Upstar Technology 博思达	2	China	438.0	9.5	0.29	0.0	0.0	100.0	100.0	-	-	-	-	-	Y	N
48	47	Glorison 荣采集团	2	China	435.0	14.5	0.28	0.0	0.0	100.0	50.0	13.0	10.0	-	-	27.0	N	N
49	50	Master Electronics	1	USA	342.0	15.5	0.22	83.3	0.0	16.7	73.0	4.0	6.0	9.0	5.0	3.0	Y	Y
50	49	Sager Electronics	2	USA	313.0	-2.2	0.20	100.0	0.0	0.0	-	-	14.0	22.0	-	64.0	Y	Y
TOTAL TOP 50					152,757.1	6.4	100.00	13.4	11.4	75.2	77.8	6.4	3.3	7.1	2.3	3.1		

*Type of Distributor: 1 = Broadline; 2 = Specialized; 3 = High Service/E-Catalog; 4 = Limited Line
(1) Avnet includes Farnell (2) Nexty Electronics includes Toyota Tsusho and Tomen (3) Restar Group includes UKC Electronics and Restar Electronics (4) Best of Best Holdings includes Honestar & AsiaCom Technology Alliance

Average exchange rates used to convert to a common us dollar basis		
Currency	2019	2020
Chinese Yuan (¥)	6.904	6.898
Hong Kong Dollar (HK\$)	7.836	7.756
Taiwan Dollar (NT\$)	30.892	29.454
Japanese Yen (¥)	109.02	106.78
Korean Won (₩)	1,165.7	1,179.2

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Top 10 mainland China / Hong Kong sales

Rank 2020	Company	2020 Mainland China / Hong Kong (\$ Millions)	Share of Top 50 Total Sales (Percent)
1	WPG Holdings	16,282.4	21.31
2	WT Microelectronics	7,881.6	10.32
3	Arrow Electronics, Inc.	4,786.0	6.27
4	Avnet	4,072.4	5.33
5	CECport	3,432.0	4.49
6	Supreme Electronics	3,416.3	4.47
7	Techtronics	3,104.0	4.06
8	Macnica	2,585.9	3.39
9	S.A.S. Dragon	2,437.8	3.19
10	EDOM Technology	2,146.7	2.81

Top 10 Taiwan sales

Rank 2020	Company	2020 Taiwan (\$ Millions)	Share of Top 50 Total Sales (Percent)
1	WPG Holdings	2,928.1	23.92
2	WT Microelectronics	1,854.1	15.14
3	EDOM Technology	1,164.3	9.51
4	Supreme Electronics	1,099.6	8.98
5	Avnet	1,067.7	8.72
6	Arrow Electronics, Inc.	875.4	7.15
7	Nexty Electronics	321.4	2.62
8	CECport	312.0	2.55
9	Macnica	287.3	2.35
10	Promate	286.4	2.34

Top 10 Japan sales

Rank 2020	Company	2020 Japan (\$ Millions)	Share of Top 50 Total Sales (Percent)
1	Macnica	2,011.3	18.91
2	Nexty Electronics	1,218.6	11.46
3	Ryosan	999.5	9.40
4	Marubun	967.6	9.10
5	Avnet	851.4	8.01
6	Kanematsu	847.7	7.97
7	Arrow Electronics, Inc.	724.3	6.81
8	Restar Group	683.9	6.43
9	CoreStaff	639.0	6.01
10	Ryoden	587.0	5.52

Top 10 Malaysia / Singapore sales

Rank 2020	Company	2020 Malaysia / Singapore (\$ Millions)	Share of Top 50 Total Sales (Percent)
1	WT Microelectronics	675.5	15.30
2	Arrow Electronics, Inc.	426.6	9.67
3	Macnica	383.1	8.68
4	WPG Holdings	331.1	7.50
5	Avnet	313.0	7.09
6	Nexty Electronics	279.4	6.33
7	Future Electronics	277.5	6.29
8	Gain Hero	165.0	3.74
9	CECport	156.0	3.53
10	Ryosan	138.6	3.14

Top 10 India sales

Rank 2020	Company	2020 India (\$ Millions)	Share of Top 50 Total Sales (Percent)
1	Arrow Electronics, Inc.	946.5	29.95
2	Macnica	383.1	12.12
3	Nexty Electronics	372.5	11.79
4	Avnet	364.2	11.52
5	WPG Holdings	362.2	11.46
6	WT Microelectronics	273.3	8.65
7	Gain Hero	82.5	2.61
8	Future Electronics	74.0	2.34
9	Kanematsu	58.5	1.85
10	Ryosan	46.2	1.46

Top 10 South Korea sales

Rank 2020	Company	2020 South Korea (\$ Millions)	Share of Top 50 Total Sales (Percent)
1	SaMT	652.2	23.46
2	WT Microelectronics	592.1	21.30
3	Marubun	336.0	12.09
4	Restar Group	207.3	7.46
5	Arrow Electronics, Inc.	204.4	7.35
6	Avnet	191.0	6.87
7	Nexty Electronics	131.2	4.72
8	Macnica	95.8	3.44
9	Future Electronics	74.0	2.66
10	Kanematsu	73.1	2.63

Top 10 Vietnam sales

Rank 2020	Company	2020 Vietnam (\$ Millions)	Share of Top 50 Total Sales (Percent)
1	WT Microelectronics	435.7	22.58
2	Arrow Electronics, Inc.	408.8	21.18
3	Avnet	306.8	15.90
4	WPG Holdings	220.8	11.44
5	EDOM Technology	181.9	9.43
6	Future Electronics	74.0	3.83
7	Restar Group	69.4	3.59
8	Kanematsu	58.5	3.03
9	SIIX	45.8	2.37
10	Excelpoint	44.2	2.29

Top 8 Australia /New Zealand sales

Rank 2020	Company	2020 Aus-land /New Zealand (\$ Millions)	Share of Top 50 Total Sales (Percent)
1	Arrow Electronics, Inc.	515.5	61.39
2	Avnet	156.5	18.64
3	Future Electronics	74.0	8.81
4	Digi-Key Electronics	33.6	4.00
5	Excelpoint	33.2	3.95
6	Mouser Electronics	26.0	3.10
7	TTI Inc	0.9	0.11

Top 50 Directory

Alltek Technology Corp

Rank: 26
Distributor Type: Broadline
Headquarters: Taiwan
Address: 9/F, 360 Jui-Kuang Road
 Neihu District Taipei Taiwan
Website: www.alltek.com
Number: +886-2-2627-5859

Arrow Electronics, Inc.

Rank: 2
Distributor Type: Broadline
Headquarters: USA
Address: 9201 E Dry Creek Rd,
 Centennial, CO 80112
Website: www.arrow.com
Number: +1-855-326-4757

Avnet (1)

Rank: 3
Distributor Type: Broadline
Headquarters: USA
Address: 2211 South 47th Street,
 Phoenix, AZ USA 85034
Website: www.avnet.com
Number: +1-480-643-2000

Best of Best Holdings (4) - BoB Holdings 好上好控股

Rank: 39
Distributor Type: Broadline
Headquarters: China
Address: Rm.1502,FIYTA
 Tech Building,#002 No.1
 Southern Rd,Hi-Tech,Nanshan
 District,Shenzhen
 518057,P.R.China
Website: www.bobholdings.com
Number: +86-755-86018818

CECport 中电港

Rank: 9
Distributor Type: Broadline
Headquarters: China
Address: 23rd Floor, Block A,
 Tanglang City Plaza (West District),
 3333 Liuxian Avenue, Taoyuan
 Street, Nanshan District, Shenzhen,
 Guangdong Province
Website: www.cecport.com
Number: +(0755) 82583664

Cogobuy.com 科通芯城

Rank: 37
Distributor Type: Broadline
Headquarters: China
Address: 11F, Microsoft Comtech
 Tower, No.55 Gaoxin South 9th
 Road, Nanshan District, Shenzhen,
 China

Website: www.cogobuy.com
Number: +86 400 8830 393

CoreStaff

Rank: 38
Distributor Type: Broadline
Headquarters: Japan
Address: DaiyaGate Ikebukuro
 Bldg. 8F, 1-16-15 Minami
 Ikebukuro,Toshima-ku,Tokyo 171-
 0022 JAPAN
Website: corestaff.co.jp
Number: +81-3-5954-1377

DAC / Heilind

Rank: 35
Distributor Type: Specialized
Headquarters: USA
Address: 58 Jonspin Road,
 Wilmington, MA 01887
Website: www.heilind.com
Number: +1 (978) 657-4870

Digi-Key Electronics

Rank: 13
Distributor Type: High Service/E-
 Catalog
Headquarters: USA
Address: 701 Brooks Avenue
 South, Thief River Falls, MN
 56701 USA
Website: www.digikey.com
Number: (+1) 800-344-4539

EDOM Technology

Rank: 10
Distributor Type: Broadline
Headquarters: Taiwan
Address: 8F., No. 50, Ln. 10, Jihu
 Rd., Neihu Dist., Taipei City 114,
 Taiwan
Website: www.edomtech.com
Number: +886-2-2657-8811

Excelpoint

Rank: 32
Distributor Type: Broadline
Headquarters: Singapore
Address: 15 Changi Business
 Park Central 1 #06-00 Singapore
 486057
Website: www.excelpoint.com
Number: +65 6741 8966

Future Electronics

Rank: 6
Distributor Type: Broadline
Headquarters: Canada
Address: 237 Hymus Boulevard,
 Pointe Claire, Quebec, Canada

H9R 5C7

Website: www.futureelectronics.
 com
Number: (+1) 514-694-7710

Gain Hero 蓝源实业

Rank: 23
Distributor Type: Broadline
Headquarters: China
Address: Room 1602-1603,
 Shenzhen Central Business
 Building, Mintian Road, Futian
 District, Shenzhen
Website: www.gainhero.cc
Number: 0755-82033405

Glorison 荣采集团

Rank: 48
Distributor Type: Specialized
Headquarters: Hong Kong
Address: Room. 7, 12/F., Block B,
 Hoi Luen Industrial Centre,55 Hoi
 Yuen Road, Kwun Tong, Kowloon,

Hong Kong.

Website: www.glorison.com.hk
Number: 852-2330 2892

Herewin 海盈科技集团

Rank: 22
Distributor Type: Specialized
Headquarters: China
Address: 17th Floor, Block A, Jingji
 Binhe times Building, No. 9289
 Binhe road, Futian district, Shenzhe
Website: www.herewinhk.com
Number: 0755-83251389

Kanematsu

Rank: 25
Distributor Type: Specialized
Headquarters: Japan
Address: 2-1, Shibaura 1-chome,
 Minato-ku, Tokyo 105-8005, Japan
Website: www.kanematsu.co.jp
Number: +81 (03)5440-8111

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Macnica**Rank:** 5**Distributor Type:** Broadline**Headquarters:** Japan**Address:** Macnica Bldg. No.1, 1-6-3 Shin-Yokohama, Kohoku-ku, Yokohama, 222-8561 JAPAN**Website:** www.macnica.co.jp**Number:** +81-45-470-9870**Marubun****Rank:** 16**Distributor Type:** Specialized**Headquarters:** Japan**Address:** 8-1, Nihonbashi Odenmacho, Chuo-ku, Tokyo 103-8577**Website:** www.marubun.co.jp**Number:** +81-(3)-3639-9801**Master Electronics****Rank:** 49**Distributor Type:** Broadline**Headquarters:** USA**Address:** 2425 South 21st Street, Phoenix, AZ,

85034

Website: www.masterelectronics.com**Number:** (+1) 888-473-5297**Mouser Electronics****Rank:** 18**Distributor Type:** High Service/E-Catalog**Headquarters:** USA**Address:** 1000 North Main Street, Mansfield, TX 76063, USA**Website:** www.mouser.com**Number:** +1 (800) 346-6873**Nanjing Sunlord Electronics** 南京商络**Rank:** 45**Distributor Type:** Specialized**Headquarters:** China**Address:** C3-9 Floor of Green Window No.4 Yupan West Street, Yuhua District, Nanjing**Website:** www.jssunlord.com**Number:** 025-83677676**Nexty Electronics (2)****Rank:** 8**Distributor Type:** Broadline**Headquarters:** Japan**Address:** 3-13, Konan 2-chome, Minato-ku, Tokyo, 108-8510 Japan**Website:** www.nexty-ele.com**Number:** +81-3-5462-9611**Promate****Rank:** 36**Distributor Type:** Broadline**Headquarters:** Taiwan**Address:** 4F, No. 32, Section 1, Huan Shan Road, Nei Hu District, Taipei 11442, Taiwan**Website:** www.promate.com.tw**Number:** +886-2-2659-0303**Restar Group (3)****Rank:** 20**Distributor Type:** Specialized**Headquarters:** Japan**Address:** 3-6-5 Higashi-Shinagawa, Shinagawa-ku, Tokyo, Japan 140-0002**Website:** www.en.restargp.com**Number:** +81-3-3458-4618**ROAD WELL** 路必康**Rank:** 41**Distributor Type:** Broadline**Headquarters:** China**Address:** Shenzhen Shennan Avenue, 20th Floor Hailrun Centre 6021**Website:** www.road-well.com**Number:** 86-0755-83479990**RS Components/Allied Electronics****Rank:** 15**Distributor Type:** Broadline**Headquarters:** U.K.**Address:** 2 Pancras Rd, London N1C 4AG

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Website: uk.rs-online.com
Number: (+44) 020 8983 3233

Rutronik Electronics Worldwide
Rank: 33
Distributor Type: Broadline
Headquarters: Germany
Address: Industriestraße 2, 75228
Ispringen, Germany
Website: www.rutronik.com
Number: +49 (0)7231 801-0

Ryoden
Rank: 31
Distributor Type: Broadline
Headquarters: Japan
Address: 3-15-15 Higashi-
Ikebukuro, Toshima-ku, Tokyo
170-8448
Website: www.ryoden.co.jp
Number: 03-5936-6111

Ryosan
Rank: 21
Distributor Type: Broadline
Headquarters: Japan
Address: 2-3-5 Higashi-Kanda,
Chiyoda-ku, Tokyo, 101-0031,
Japan
Website: www.ryosan.co.jp
Number: 03-3862-2591

S.A.S. Dragon
Rank: 14
Distributor Type: Broadline
Headquarters: Hong Kong
Address: SAS Tower, 55 Lei Muk
Road, Kwai Chung, Hong Kong
Website: www.sasdragon.com.hk
Number: (852) 3892 2888

Sager Electronics
Rank: 50
Distributor Type: Specialized
Headquarters: USA
Address: 19 Leona Drive,
Middleborough, MA 02346
Website: www.sager.com
Number: +1 (508) 947-8888

SaMT
Rank: 34
Distributor Type: Specialized
Headquarters: South Korea
Address: 315, Yeongdong-daero,
Gangnam-gu, Seoul, Korea
Website: isamt.com
Number: +82-2-3458-9000

Serial Microelectronics
Rank: 43
Distributor Type: Broadline
Headquarters: Singapore

Address: 8 Ubi View #04-01
Serial System Building Singapore
408554
Website: www.serialsystem.com
Number: (65) 6510 2408

Shenzhen Huaxinke Technology (HXK) 华信科
Rank: 44
Distributor Type: Broadline
Headquarters: China
Address: 1601-1604, Block C,
Tairan Building, Tairan 8th Road,
Futian District, Shenzhen
Website: www.huaxinke.cn
Number: +86-0755-27063662

SIIX
Rank: 27
Distributor Type: Broadline
Headquarters: Japan
Address: SIIX BLDG. 1-4-9, Bingo-
machi, Chuo-ku, Osaka 541-0051,
JAPAN
Website: www.siix.co.jp
Number: +81-6-6266-6400

Smart-Core Holdings 芯智控股
Rank: 42
Distributor Type: Broadline
Headquarters: Hong Kong
Address: 15th Floor, Block B,
Regent Center, 70 Ta Chuan
Ping Street, Kwai Chung, New
Territories, Hong Kong
Website: www.smart-core.com.hk
Number: 852-2755 1101

SUNRAY 新蕾科技
Rank: 40
Distributor Type: Broadline
Headquarters: China
Address: 4/F, West Block, Building
No. M-8, MaQueLing Industry Zone,
Hi-Tech Park, Shenzhen
Website: szsunray.com
Number: +86 755 2671158
Supreme Electronics
Rank: 7
Distributor Type: Broadline
Headquarters: Taiwan
Address: 7F No.189, Kangchian
Road, Neihu District 114 Taiwan
Website: www.supreme.com.tw
Number: +886.2.26578809

Techtronics 泰科源
Rank: 11
Distributor Type: Broadline
Headquarters: Hong Kong
Address: Room 1012, 1016-1023,
10th Floor, Weida Center, 8 On
Ping Street, Sha Tin, Hong Kong

Website: www.techtronics.com.cn
Number: 010-5733-5388

TTI Inc
Rank: 12
Distributor Type: Specialized
Headquarters: USA
Address: 2441 Northeast Parkway,
Fort Worth, TX 76106-1816
Website: www.tti.com
Number: +1 (817) 740-9000

Upstar Technology 博思达
Rank: 47
Distributor Type: Specialized
Headquarters: China
Address: Floor 3, Building F,
Changyuan Xincui Industry Center,
Keyuan Road, Mid High-tech Area,
Nanshan, Shenzhen, Guangdong,
China
Website: www.upstartech.com
Number: 86-755-26544443

Weikeng
Rank: 19
Distributor Type: Broadline
Headquarters: Taiwan
Address: 11F., No.308, Sec.
1, Neihu Rd., Neihu Dist.,
No.114, Taipei City, Taiwan
Website: www.weikeng.com.cn
Number: (02) 26590202

Willas-Array
Rank: 46
Distributor Type: Specialized
Headquarters: China
Address: 24/F, Wyler Centre,
Phase 2, 200 Tai Lin Pai Road, Kwai
Chung, New Territories, Hong
Kong
Website: www.willas-array.com
Number: (852) 2418 3700

WISEWHEEL 唯时信
Rank: 17
Distributor Type: Specialized
Headquarters: China
Address: Unit BC, 15th Floor,
Building 5, Dachong International
Center, 39 Tonggu Road, Nanshan
District, Shenzhen
Website: www.wisewheel.com
Number: 0755-25335676

WPG Holdings
Rank: 1
Distributor Type: Broadline
Headquarters: Taiwan
Address: 22F., No. 189,
Jingmao 2nd Rd., Nangang
Dist., Taipei City

Website: www.wpgholdings.com
Number: 886-2-21910068

WT Microelectronics
Rank: 4
Distributor Type: Broadline
Headquarters: Taiwan
Address: 14F, No.738, Chung
Cheng Road, Chung Ho District,
New Taipei City 235, Taiwan
Website: www.wtmec.com
Number: (886)2-8226-9088

Wuhan P&S Information Technology 力源信息
Rank: 24
Distributor Type: Broadline
Headquarters: China
Address: P&S Building, Wudayuan
3 Road, Donghu High-Tech
Develop District, Wuhan, P.R.C
Website: www.icbase.com
Number: (86) 400-800-8051

Xiamen Holder Electronics 信和达
(Xiamen Xinheda Electronics)
Rank: 28
Distributor Type: Limited Line
Headquarters: China
Address: 602, No. 57-2, Xixianghai
Road, Second Software Park,
Siming District, Xiamen City, Fujian
Province
Website: www.xmholder.com
Number: 0592-5205266

YITOA 英唐智控
Rank: 30
Distributor Type: Specialized
Headquarters: China
Address: 6th, 7th and 8th
floors, Block B, Haina Baichuan
Headquarters Building, No. 6,
Baoping Road, Bao'an District,
Shenzhen
Website: www.yitao.com
Number: 0755-26616688

Zenitron
Rank: 29
Distributor Type: Limited Line
Headquarters: Taiwan
Address: No.8, Lane 250, Shinhu
2nd Rd., Neihu District, Taipei City,
Taiwan, R.O.C.
Website: www.zenitron.com
Number: 886-2-2792-8788