TOP 50 WORLDWIDE AUTHORIZED DISTRIBUTORS – 2026 REPORT

July 2026

Asian Markets Drive Broad, Double-Digit Worldwide Authorized Distribution Growth in 2025

Strongest Global Growth Since 2021

Asia powered global authorized distribution growth to 12.6% in 2025. Once again, Asia expanded its share of the worldwide market as it grew from a 73.6% share in 2024 to 76.0% in 2025. Distributors headquartered in Asia played a major role in driving 2025 growth. Their combined growth jumped to 17.0% in 2025. The Americas companies grew by 6.0% combined, while the aggregated revenues of European companies fell by -4.9%. The Americas market share in authorized distribution dropped to 14.0% from 14.9% between 2024 and 2025. The European market saw a steeper decline as it contracted from 11.6% to 10.0%. Leading the charge, WT Microelectronics jumped into the #1 position as it grew by 26.5%, the seventh highest growth of all companies in the Top 50. WPG also delivered solid double-digit growth of 13.3%. Overall, the five largest distributors combined for a strong 13.5% growth in 2025.

This report is the latest update of the true, original “Top 50 Worldwide Authorized Distributors” research that was published for the first time in 2021. As explained previously, the goal of the study that developed the data presented in this article is 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.

Dale Ford, ECIA, Chief Analyst

The publication of this update is a continuation of a plan to develop additional research on the electronic component distribution markets. 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 the Americas' Top 50 Authorized Distributors, component lead times, booking trends, electronics component industry sentiment, best practices for key distribution activities such as environmental compliance, cybersecurity, tariff management, compliance with export regulations, and much more.

Valuable insights were gathered through interviews with experienced distribution executives regarding major challenges and opportunities facing authorized electronics components supply chain participants. A ranking of the greatest challenges and opportunities from the 2025 Americas Top 50 Authorized Distributors report is republished in this report to provide context for the comments from these leading executives. Geopolitical Conflict and Cybersecurity emerged as the greatest concern among distribution executives in 2025, passing Tariffs and Extended Lead times. Artificial Intelligence (AI) / Cloud Computing, Edge Computing, and Robotics lead all markets in the opportunities they present for growth. Optimism for technology sales growth was much stronger in the long-term outlook (Out to 2030) than the near-term expectations (2026). Fourteen technology segments saw strong increases in expectations in the long-term compared to only five segments in the near-term. The breadth and depth of analysis from executives interviewed for this article make this “must-read” material!

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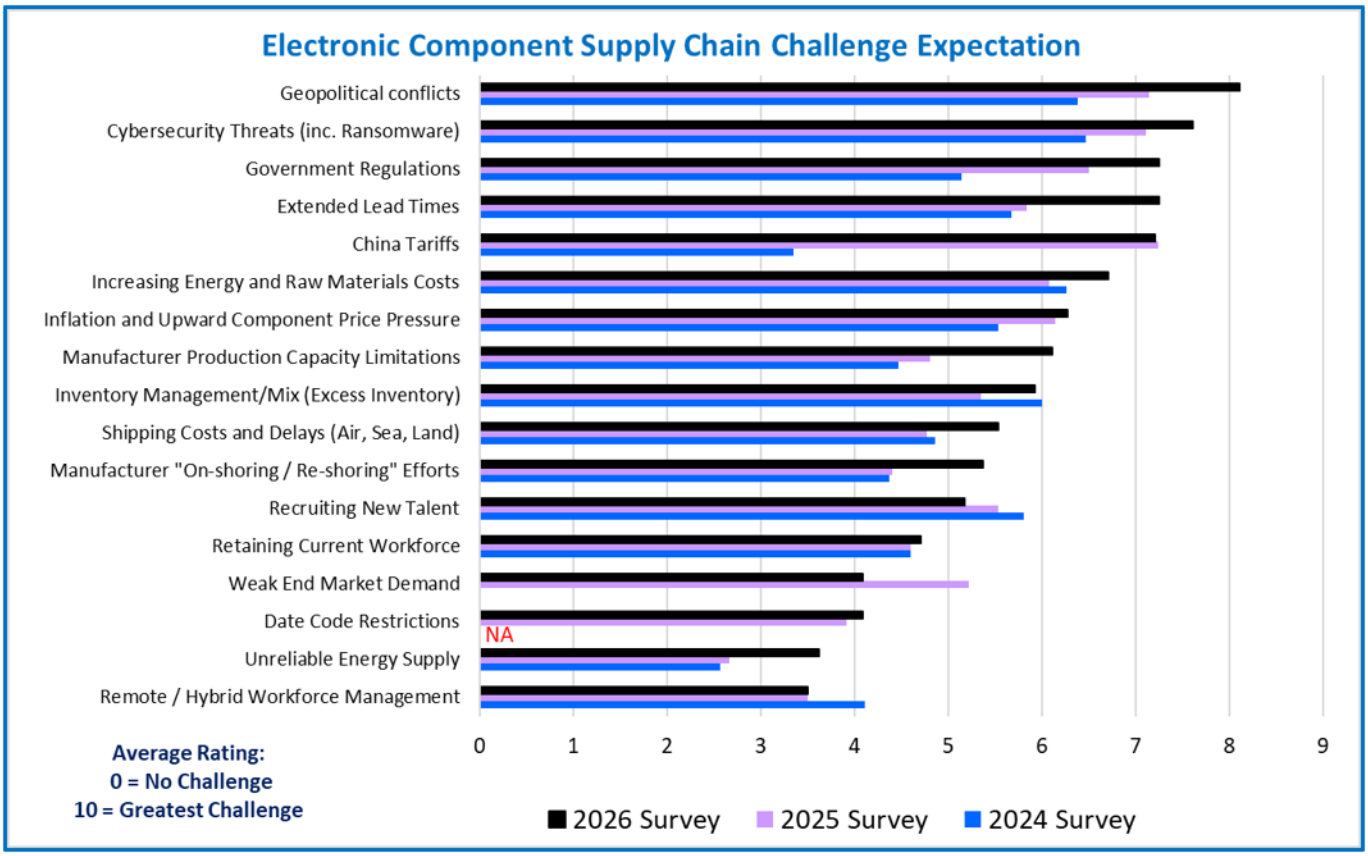

Where to From Here?

With a robust return to industry growth in 2025 after two years of declining revenues, the question of the durability of this expansion presents itself. Top industry executives were asked, "***Do you view this as the beginning of a sustained expansion cycle, or are we still operating in a period of market volatility?***" While most replied with a uniform positive outlook, there are interesting variations on this theme across companies.

Dayna Badhorn, Avnet, Regional President, Americas

Dayna Badhorn, Avnet, Regional President, Americas, delivered a concise summary of Avnet's outlook, "I believe we are entering the early stages of a new growth cycle. However, unlike the prior cycle — when many vertical markets expanded simultaneously — this recovery appears to be more uneven. Different end markets are rebounding at different times and at varied rates, which suggests that while the overall trajectory is improving, we still need to remain mindful of ongoing market volatility."

A helpful elaboration on the dynamics of different markets with a distinctly positive view, Mike Slater, Digi-Key, VP, Global Business Development, stated, "The industry is continuing its record expansion cycle, which we expect to sustain for some time, provided there's no increase in external volatility. DigiKey

anticipates continued growth this year across all industries, particularly in industrial automation, AI infrastructure, edge AI, robotics and humanoids, EVs, autonomous systems, the maker space, advanced driver-assist systems (ADAS), flexible electronics, and aerospace & defense. We're watching the AI and data center growth proliferate into other sectors, which is a typical pattern in the electronics industry. Expansion and contraction cycles are often driven by a major technology or vertical that sets the stage."

Sager Electronics, President Frank Sager, provides a perspective from a distributor focused outside the Semiconductor and Passive Component segments. "I do see this return to growth as the beginning of a sustained expansion cycle. Though there is no doubt we are facing many challenges that can create significant volatility, the underlying demand picture remains healthy. Data Center/AI related equipment has been a primary source of growth for us, and we expect it to continue for several years as the leading players compete to satisfy growing demand for information and cloud storage. The equipment that's housed in these facilities use a significant amount of power and need a significant amount of cooling. We've become a leading company in the distribution of power supplies and modular power.


Frank Flynn, Sager Electronics, President

"We are closely watching the new opportunities our sales engineers are finding at leading manufacturers who build products for the data center/AI market. Power, thermal, and battery products are critical components used in this space. We see continuing strength and growth in these key markets we support – industrial, instrumentation, and medical. In industrial, we also have robotics and drones. So, we're seeing more applications in those spaces. There are both the base station applications as well as many of the devices themselves. We're seeing significant growth in instrumentation that's related to semiconductor test. We're seeing major opportunities for power products used in semiconductor test equipment. With the rapid introduction of new semiconductors like GPUs, they need specific test equipment, and we're seeing applications there. The whole home medical scenario with portable medical. Portable medical devices have a very strong growth opportunity. We're already working in many medical applications."

David Loftus, President & CEO of ECIA, sounds a note of caution in this high-growth environment. Is this a sustained cycle or are we entering a period of volatility? "Yes to both. I believe we're in a period of sustained growth in the datacenter segment, but with sky-high projections and valuations, it's natural that considerable volatility accompanies that growth. Significant challenges around power and water availability, uncertain payback on unprecedented capital investment, and pushback from communities concerned about the impacts of nearby data centers mean that any negative news can have an outsized effect on market sentiment. Outside of data centers, I see clear long-term positive trends for electronic components across other major markets, but geopolitical uncertainty, raw material constraints, and shortages in critical components like DRAM are weighing on those growth cycles."


David Loftus, ECIA, President & CEO

Karim Yasmine, Future Electronics, Executive VP, Global Product Marketing & Supplier Management, presents a positive outlook along with the need to remember the lessons from prior cycles, "Our industry cycles are becoming more frequent and lasting longer than in the past. The last allocation cycle created significant challenges across the mass market, leaving many customers with excess inventory and financial pressure. Today's market shows encouraging signs of stability, but there are also pockets of highly volatile growth. Industry experts are forecasting substantial growth in 2026, driven primarily by the

continued expansion of AI and data center infrastructure, along with sustained strength in Aerospace & Defense. At the same time, the industrial segment has rebounded and is demonstrating healthy, consistent growth. As with every cycle, we must remain disciplined in monitoring ordering patterns and helping customers make informed purchasing decisions. As lead times extend and pricing pressures increase, our role is to balance continuity of supply with responsible inventory management, ensuring customers remain in a healthy position when the current cycle eventually stabilizes."

Marsh Electronics has experienced a market notably different from other distributors, as explained by Jim Banovich, CEO. "From Marsh's perspective, we've been in that mode since 2020. We've been dealing with that and doing that over the last six or seven years. Our market segments are growing, our capabilities are growing, and our customers are growing. We've not had a decline in revenue for those last five or six years."

There are a range of indicators and metrics that executives are watching to help anticipate and plan for evolving market dynamics:

Dayna Badhorn - The indicators I am watching most closely include order trends, book-to-bill ratios, inventory normalization, customer demand signals, and the pace of recovery across key verticals.

Mike Slater - DigiKey is keeping a close eye on our internal data, metrics, and indicators to help us forecast the next stages of growth to ensure we're prepared for any major shifts. This also allows us to always be ahead of the game and offer our customers the widest and deepest selection of products.

David Loftus - As for indicators, I'm watching capital expenditure guidance from the hyperscalers, DRAM and memory pricing trends, and how quickly power infrastructure buildout can keep pace with datacenter demand.

Frank Flynn - We are constantly reviewing our opportunities, design wins, and bookings to evaluate the growth potential.

Jim Banovich - We look at geopolitical issues and government regulations. Sometimes, we just follow the stock market and follow our top customers and see what they're posting and seeing what they're sharing. We do the same thing with our suppliers. Because we're a much smaller and more regional guy, you know, some of those indicators are a little bit different than the larger, global guys in our industry.

Shifting Markets Creating New Opportunities

With Aerospace and Defense becoming the largest end market for authorized distributors in the Americas in 2025, surpassing Industrial Automation for the first time, executives were asked, "***What factors are driving this shift, and do you expect it to be a long-term trend?***"

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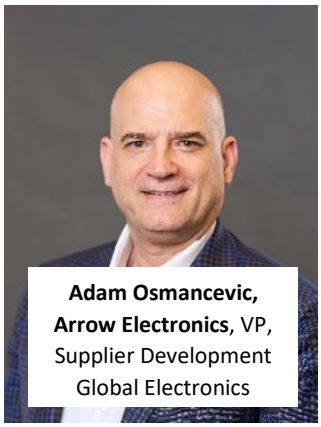

Adam Osmancevic, Arrow Electronics, VP, Supplier Development Global Electronics

Adam Osmancevic, Arrow Electronics, VP, Supplier Development Global Components, provides a comprehensive view of market dynamics and the forces shaping them. “We’re not looking at one sector displacing the other — both the A&D and industrial automation markets are supported by durable tailwinds that transcend short-term economic forces. Near-term growth in the A&D sector has been driven by a gradual and ongoing recovery of the commercial aerospace industry in the years since the COVID pandemic. We’ve also seen a surge in government spending across geographies to support national security and supply chain resilience. Beyond current market conditions, we expect this positive A&D growth trend to continue, driven by the sheer volume of electronic components designed into radar, satellite, AI, space and other mission-critical systems, and due to the long-life-cycle, high-reliability design requirements of the aerospace industry.

Karim Yasmine, Future Electronics, Executive VP, Global Product Mktg & Supplier Mgmt

Karim Yasmine sees sustainable opportunities and critical value delivered by distributors in this growing space. “The Aerospace & Defense segment has demonstrated exceptional growth and stability over the past several years, and we believe this momentum is sustainable. Significant increases in global defense spending are creating long-term demand across all regions of the world. Many defense programs span five years or more, generating consistent procurement requirements for electronic components and supply chain services. We also see strong growth in commercial aerospace production and aftermarket support. This is a market where authorized distribution provides tremendous value because of the industry's stringent quality, compliance, traceability, and counterfeit prevention requirements. We expect the Aerospace & Defense segment to remain a key driver of growth for years to come.”

While Dayna Badhorn joins that optimistic view of Aerospace and Defense, she also points to renewed opportunities in the Industrial segment. “Aerospace and Defense is a clear example of a vertical with sustained strength, driven by heightened geopolitical tensions and increased investment across both established and emerging regions. As long as global conflict and security concerns remain elevated, I expect this segment to continue performing well. By contrast, industrial automation has faced a more prolonged recovery, largely due to excess inventory that continued to work through the channel over the past year. As inventory levels normalize, we will be watching for stronger order patterns, improved book-to-bill trends, and clearer demand signals across key customer segments.”

David Loftus delivers a comprehensive and revealing view of the Aerospace & Defense market.

“Several converging factors are driving this shift, and I do expect it to be a durable, long-term trend rather than a temporary spike.

- First, active conflicts in Ukraine, the Middle East (Iran, Lebanon, and the broader region), and elsewhere have driven urgent replenishment cycles for munitions, electronic warfare systems, and battlefield technology. This has translated directly into increased demand for the electronic components that go into these systems, and authorized distributors have benefited from both the volume and the urgency of these orders.
- Second, NATO members have made sustained commitments to increase defense spending as a share of GDP, a shift that predates the current conflicts but has accelerated because of them. Unlike the surge demand tied to specific conflicts, this represents a structural, multi-year increase

in defense budgets across a broad set of countries, which should support authorized distributor demand well beyond any single geopolitical event.

- Third, the space segment is experiencing extraordinary growth, driven by the buildout of massive satellite internet constellations — SpaceX's Starlink, Amazon's Kuiper, and China's Qianfan and Guowang programs among them. These constellations require enormous volumes of space-qualified electronic components, and the competitive race among these programs, along with parallel military space initiatives, suggests this demand will continue growing for years.
- Taken together, I view this less as a cyclical shift and more as a structural realignment of end-market demand. Geopolitical instability, sustained defense budget growth, and the commercial and military space race all point toward Aerospace and Defense remaining a leading, if not the leading, end market for authorized distributors for the foreseeable future."

Frank Flynn delves into a key change in procurement practices and the new players emerging in the A&D market. Additionally, he elaborates on similar opportunities presented by other markets. "The Iran conflict, Ukraine/Russia war, and decisions by European countries to increase defense spending are all contributing to the growth. Also, the development of new weapons systems, especially drones, is driving new growth. I do expect it to be a long-term trend, as there will be rebuilding of inventory, additions to the arsenals and capabilities, and the continued introduction of more sophisticated weaponry. Aerospace and defense have not been a primary market for us. But we're starting to see applications because of the change in the dynamic of non-prime contractors evolving.

"I do believe that this is a sustained cycle with every indicator we're getting, including coming into the second half. The first four business days that we've had here this week, it's a new half for us, have been four of the best days we've had all year - in July. Normally, July is not the best booking month in the electronics business. Many people were asking in Q2, 'Can Q2 be like Q1?' And it was. Now, in Q3 we don't see a let-up from these companies. We're pretty confident that the AI data center market is a multi-year cycle."

Jim Banovich, Marsh Electronics, CEO

Jim Banovich has seen the interplay and varying growth periods between Military and Industrial markets. "Our military segment has continued to grow over the last four to five years, in some cases significantly. For us, though, it's typically like #2 or #3 in our market segments. I really don't see that changing much. The industrial segment, as we have it defined, has always been our largest market segment, but this year, or this past year, it slipped to #2 when our off-road transportation group market segment group went to number one. But that was really driven by a pretty high-dollar-volume customer that we have where a new project started in late 2024. It really took off in 2025 and drove that. We expect to see that continue for 2026 and 2027. But we also see the military continuing to grow for us over the next three years. We also expect to see the industrial segment grow very similar to it. We have a number of our industrial customers that are impacted by data centers, and it's created significant growth opportunity and backlog for them this past year. As long as the data centers keep going, which we believe they will for the next two to three years, we expect the industrial segment of our business will also continue to grow and probably retain that number one or two spot once again."

The Role of Distributors in Helping Supply Chain Players Maintain Balance

Artificial Intelligence continues to drive investment across the electronics ecosystem, but it is also increasing demand for key components and creating supply imbalances. This creates opportunities for distributors to help customers navigate these competing dynamics.

Jim Banovich points to the value ECIA brings to the distribution channel as it champions authorized distribution and provides valuable analysis and logistics and sales management tools. “When it comes to AI and its impact within the industry, from our standpoint, we think it's important to utilize the ECIA data and look to promote your presentations with our larger customers, because they tend to be more in the lower-volume usage. So, they may not see all that impact or totally understand it or get that visual. If we can utilize Dale's capabilities, we can educate our sales team and marketing, utilize those tools, and present them in different marketing aspects and conversations that we have with customers. That's the best way for us to try to educate them and try to get them to understand the impact AI is going to have on our industry and some of the downflows and how it may affect some of the electromechanical or passive components that they might be using. I think just our involvement in the association and in the councils definitely helps us a lot.

Mike Slater, Digi-Key, VP, Global Business Development

Mike Slater explains how DigiKey works to support their customers. “As a distributor, we start by investing in inventory and maintaining the right breadth and depth of product. We also encourage our customers to design with flexibility and consider second-sourcing options whenever possible. Providing our customers with visibility is critical, allowing them insight into purchasing and forecasting, which helps both them and us plan for inventory in advance.

“As I mentioned earlier, AI and data center demand are driving significant growth right now, but they’re also creating shortages and longer lead times across all verticals, not just within AI. Lesser-thought-of areas like infrastructure needs, HVAC, and facility buildouts are also experiencing the strain from data center growth. So, while AI may have started the imbalance, the effects are broad. It comes down to considering second sourcing, strong forecasting visibility, and looking at our internal indicators to stay ahead of lead-time challenges and protect inventory for customers.”

Highlighting the critical role that distributors play in the electronic components supply chain, Adam Osmancevic shares details about the challenges customers face and how Arrow Electronics works to support them. “With any major technology shift, distributors must play a proactive role in helping orchestrate customer needs, not merely transact. AI has increased demand for compute, storage, memory, and similar components that are essential to data-center infrastructure, including concentrated focus on a very small set of high-value components (e.g., GPUs, HBM memory) that in turn tightened the supply for broader markets. We also see an AI halo effect that is benefiting growth in the industrial sector as power solutions for the data center become front and center. Value-added distribution is about providing real-time insights to help customers understand supply chain conditions around pricing, lead times, and risk, to tailor their procurement strategies. Distributors that offer deep data and broad scale can help buffer volatility through multi-sourced and flexible design strategies, supply and allocation transparency, and proactive inventory and lifecycle management.”

Karim Yasmine points to the responsibilities distributors shoulder in supporting their customers. “Like previous technology megatrends, AI consumes a significant share of available manufacturing capacity. Our responsibility is to ensure the customers we serve have robust supply chain programs that protect continuity of supply. We have been proactively positioning inventory and securing supply pipelines to support customers as certain products become allocated to priority market segments and strategic accounts. This approach enables our customers to capitalize on genuine demand growth while minimizing the disruption that often accompanies constrained supply environments.”

Transparency and visibility up and down the supply chain are critical in this environment as explained by Dayna Badhorn. “Many of the technologies driving AI demand are highly specialized and are not broadly used across all vertical markets. As a result, we are seeing capacity shift away from lower-end technology nodes toward more advanced nodes to meet the growing requirements of AI-related applications. Distributors can help customers navigate this environment by improving visibility, transparency, and communication across the supply chain. The more accurately customers can share demand forecasts, program timing, and long-term requirements, the better distributors can communicate those needs to supplier partners and help secure the necessary capacity. In this market, proactive planning, early engagement, and clear demand signals are critical to balancing growth opportunities with potential supply constraints.”

Benefiting from his role spanning the supply chain, David Loftus points to the way distributors can engage with both suppliers and customers to facilitate a more stable supply chain.

“The most effective thing distributors can do is get closer to customers' true long-term demand picture, rather than reacting to short-term spot buys and panic orders. That means working directly with customers to develop honest, longer-term forecasts — not padded numbers driven by fear of shortage, but a realistic view of actual production needs over the next 12 to 24 months. Better forecast visibility gives distributors the credibility and data they need to go to suppliers with meaningful commitments.

“On the supply side, distributors need to use that forecast visibility to negotiate longer-term allocation agreements with suppliers, securing dedicated production volume rather than competing for spot availability after the fact. This is particularly critical for components like DRAM and other memory products, where AI-driven demand is straining capacity. Distributors who can bring suppliers a credible, aggregated demand signal across their customer base are in a much stronger position to lock in allocation than customers negotiating individually.”

Frank Flynn explains, “Distributors will need to work closely with design engineering teams and their customers and provide critical information on product road maps, raw material availability, manufacturing capacity, lead times, and alternative solutions to support their customers' need to deliver on time to market and to pursue market share. Working closely with customers to share information, including forecasts, just-in-time requirements, etc., will be critical for taking full advantage of AI capabilities.”

It’s Not Paranoia If the Threat is Real

Geopolitical conflict, cybersecurity threats, government regulations, and tariffs were identified as leading industry concerns in ECIA’s survey of distributors earlier in the year. We asked executives, “***Which of these poses the greatest long-term challenge to the authorized channel, and why?***”

David Loftus highlights the difficulty of identifying one top threat. He then emphasizes the tariff threat, which is a common opinion among executives. “Honestly, picking just one feels like being asked which knife hurts least. But if forced to choose, I'd say tariffs — mostly because they're the one that keeps changing the rules mid-game. Geopolitics and cyber threats are serious, but at least they're somewhat predictable in their unpredictability. Tariffs, on the other hand, can flip overnight and rewrite your cost structure, your contracts, and your customer conversations in the same news cycle. The authorized channel is basically juggling flaming torches at this point — tariffs are just the one most likely to change shape mid-air.

Mike Slater joins David in singling out tariffs as the number one challenge. He then emphasizes valuable benefits DigiKey can deliver to its partners. “Tariffs have been the greatest long-term challenge for DigiKey as a distributor. We bring products into the U.S. and ship globally, so tariffs have directly impacted how we operate. DigiKey is actively engaged in discussions with our suppliers and industry tariff experts to understand how we can mitigate the impact tariffs have on our customers. We continue to monitor and adapt to evolving changes, which will best position DigiKey to continue providing high-quality products at cost-effective pricing. Additionally, suppliers can partner with DigiKey’s Foreign Trade Zone (FTZ) program, which allows DigiKey to become the Importer of Record (IOR), handling paperwork, declarations, and tariff management, resulting in lower costs and more competitive prices. It comes down to transparency and information up front so customers can make informed decisions about their designs and long-term products based on tariff implications. That said, this has been a challenge for many years, and based on everything we’re seeing, it will remain a challenge for many more years to come.”

Highlighting the critical role distributors play, Karim Yasmine states, “Today's geopolitical, economic, and regulatory landscape presents real challenges, but we see these as opportunities to deliver greater value to our customers. One example is the rapidly evolving tariff environment. Distribution can play a critical consultative role by helping customers understand changing trade regulations, evaluate sourcing alternatives, and implement strategies that minimize cost and supply chain disruption. Our value extends well beyond product availability; we help customers navigate complexity.”

Geopolitical conflict and cybersecurity threats are identified by Frank Flynn as the greatest challenge. “I believe these threats pose the greatest long-term challenge. While tariffs will likely remain for some time, they will ultimately be absorbed throughout the supply chain. Government regulations often ebb and flow depending on the party in favor, but here again, all members of the supply chain will manage within the conditions presented. Like government regulation, geopolitical conflict will rise and fall over time but, clearly, it will be a major concern for the foreseeable future. In the long run, cybersecurity will pose the greatest challenge. The emergence of new AI technology will make it increasingly challenging to protect and defend against cyberattacks. The potential cost of downtime or the actual cost of ransoms should be top of mind for every distribution leadership team.”

Jim Banovich explains the uniquely great challenge faced by smaller, regional distributors in dealing with tariffs. “When I look at distributors our size, I would say right now, it's tariffs and the uncertainty of them. There are a number of different ways it affects us. For us, it obviously ties up cash. And it ties up cash without any timely resolution, which costs us money. On top of that, it's just all the time lost while trying to handle them and resolve them. It's not just us as a distributor. For suppliers and customers, a lot of systems weren't necessarily ready for these things. This results in inefficiencies, wasted dollars, and frustration. For some smaller distributors, if you have a lot of business that has a lot of tariffs on it, depending on how you're buying your product and where you're getting your product from, that's going to play havoc with your cash flow.”

Evolving Distributor Value

As supply chains become increasingly digital, customers expect more transparency, traceability, and real-time information. How do industry executives see distributor value evolving beyond inventory availability and pricing?

Dayna Badhorn delivers this comprehensive approach that is being pursued at Avent. “Customer expectations are clearly shifting toward greater transparency, speed and predictability — especially as supply tightens and lead times extend. Coming out of the last cycle, customers are asking for better visibility into real demand, inventory availability, lead times and risk across the supply chain. That transparency is critical to helping them plan earlier, make more informed decisions and avoid the behaviors that created excess inventory in the past.

“Distributors are continuing to invest in the digital side of the supply chain — tools and processes that give customers greater visibility, more timely information and easier access to the data they need to manage through constraints. APIs, digital quoting tools, dashboards and integrated planning capabilities are becoming increasingly important because they allow customers to connect faster, improve accuracy and make decisions with more confidence.

“Supplier partners are exploring how to engage differently as AI becomes more embedded in the industry. AI and advanced analytics have the potential to improve forecasting, pricing, inventory management and customer engagement — but the foundation still comes back to quality data, transparency and collaboration across the ecosystem.”

Adam Osmancevic – “Distribution has evolved from a traditional focus on discrete product availability and fulfilment to a more holistic environment of supply chain intelligence and enablement,” according to Adam Osmancevic. He explains that “Arrow’s customers increasingly choose us for the comprehensive portfolio we offer them, including a wide range of products, broad market intelligence and complementary services around design engineering, supply chain and integration. This trend will only continue, with data-driven insights and predictive analytics playing a key role in the coming years along with digital integration with customer and supplier systems for end-to-end supply chain orchestration.”

DigiKey has made significant investments in positioning the company to deliver greater value. Mike Slater points to several key offerings and initiatives. “Customers today expect more than just availability; they want predictability, transparency and speed. We’re seeing a shift toward localized sourcing strategies and diversified supply chains to mitigate risk. At DigiKey, we’ve responded by enhancing our logistics capabilities and investing in tools that provide us with better visibility into inventory and lead times to inform our stocking level decisions.

“Technical support is also evolving. Customers continue to seek information, not just a storefront selling parts. Our industry-leading website offers several different buying experiences, like APIs, EDI, our punchout catalog, our parts list management tool, myLists and more. We also offer digital tools like Scheme-It, CAD models, various forms of content, and our TechForum, where customers can ask questions of our community of technicians, engineers, and, in some cases, the manufacturer.”

Karim Yasmine reinforces the theme of added value being delivered by distributors with his comments. “Distribution has evolved far beyond inventory management and price negotiation. Digital capabilities,

including API integration, have transformed how companies do business, and AI is now accelerating that evolution by simplifying workflows and improving decision-making. Customers increasingly expect a seamless omnichannel experience with consistent support across global operations. We expect continued investment in digital tools that provide customers with real-time information, greater self-service capabilities, and faster business interactions — all complemented by the expertise and relationships that only a strong human interface can provide."

Once again, Jim Banovich delivers valuable insights into the unique actions Marsh Electronics is taking given their positioning in the market. "Where we see our value growing and our customers appreciating the value we bring, and then even to some extent our suppliers, is that we have grown and expanded our capabilities within our quality department and being able to handle quality issues for customers - gathering data for customers and supplying quality actions or quality items like PPAPs for our suppliers. Our feeling is that if we didn't look at expanding that capability, much like if you didn't have ISO 9001 certification, or if you weren't going down the path of CMMC certification, you're going to lose business because customers are looking to try and transition more of that responsibility to distribution, and in some cases, our suppliers.

"The real big one for Marsh is continuing to increase our assembly capabilities of the electromechanical components we distribute and where we're authorized. We also see with the industry segment that we're involved in and the role we play, customers are looking for more turnkey solutions rather than just a part. It could be something we do in our value-add assembly area, or it could be something we coordinate with our supplier and do a turnkey solution for them that usually involves a lot of engineering and joint engineering development with our customers. It's helping their processes. It's helping streamline their production. Those are the main initiatives for us beyond just inventory, product, and pricing.

"But let's not forget that one of the unique things Marsh does is we inventory a lot of non-cancelable, non-returnable products unique to our customers. We inventory a lot of general-purpose components and then try and sell from that. We try to design a part in and then stock and support that for our customers. So, it's a unique proposition that we go to market with. That's the role we fill and it works very well.

Elaborating on a similar theme as Jim, Frank Flynn emphasizes the need to trust in the quality of the services they deliver. "Distributors need to find additional ways to bring value. One way is through value-added related to product. Examples would be the manufacture of modular power supplies or battery pack assembly. Another is services-related value added. These can include packaging/labeling, test data, calibration, or programming. With respect to traceability, distributors will have to work closely with their manufacturer partners to receive/store all product-related information, including date/lot codes, shelf life where applicable, etc. Distributors should seek to become a certified value-added partner with those suppliers for whom they wish to offer value-added manufacturing or services. To achieve this certification, they should undergo a rigorous audit process. A key goal is to gain the trust of the supplier sales force, their reps, and the customers who wish to take advantage of these capabilities. Distributors will need to transform themselves with more technical sales capabilities in their sales force, sales engineering teams with product expertise and factory training, technical support for customers via phone, chat, and in person where applicable. Distributors will have to make significant investments in IT infrastructure to better utilize the emerging AI tools and to electronically transact with customers, suppliers, and manufacturer reps."

"We needed to find a way to differentiate ourselves. We developed specialization in the form of technical selling. Hiring sales engineers versus traditional salespeople for these products and front-ending the sales force so that these people are involved with design engineering and that the customers respect that technical expertise. They need it and they'll let our engineers into that back room.

"We have gone forward asking suppliers to certify us. We've asked them to audit us on our capabilities to see that we meet the same standards that they have. So that they certify us as a value-add partner. It's not just that we do this work. We've been certified. We're raising the bar. I think that would be valuable for distributors because if you have the authorized product and you're already an authorized distributor and now you're a certified value-added partner as well as an authorized distributor, you've got a unique proposition that others do not have. That's what we're trying to do. I think that customers are looking for distributors that can bring more to the table. They're interested in paying for expertise more than they are sourcing competitively product by product."

Emphasizing the Value of Authorized Distribution with the Rising Generation

The authorized channel continues to emphasize product authenticity, quality assurance, and risk mitigation. This highlights the need to identify how distributors can better communicate the value of authorized sourcing to a new generation of engineers and procurement professionals. ***What role does ECIA play in this need to orient new participants to the value of authorized distribution?***

David Loftus leads off in focusing on the vital role ECIA plays. "This is exactly the gap I see our role at ECIA existing to bridge. A new generation of engineers and procurement professionals didn't live through the counterfeit component scares that shaped why authorized sourcing matters so much to those of us who've been in this industry for decades. They're digital natives who default to searching online marketplaces. Unless someone explains the real risk behind that convenience, "authorized distribution" can sound like an abstract compliance checkbox rather than a critical safeguard.

"Distributors can help by making authenticity and traceability tangible — showing, not just telling, what's actually protected when you buy authorized: the manufacturer warranty, the quality assurance, the supply chain accountability if something goes wrong. But that message lands better coming from a credible, neutral industry voice alongside individual distributor sales efforts.

"That's where I see ECIA's role expanding. Beyond our existing advocacy and standards work, I'd like to see us develop public-facing industry training — accessible education that helps the next generation of buyers and engineers understand how the electronics supply chain actually works: how components move from manufacturer to distributor to customer, where risk enters that chain, and why the authorized channel exists as the structural safeguard against it. If we can make that education broadly available rather than distributor-by-distributor, we help create informed buyers industry-wide, which strengthens the entire authorized channel rather than any single company's sales pitch."

Dayna Badhorn reinforces and amplifies the opportunity for members of ECIA to firmly establish the value of Authorized Distribution. "The value of authorized sourcing ultimately comes down to trust. Unless you have direct visibility into every step of the process, you cannot truly know where a component came from, how it was stored, how it was handled, or whether it was packaged correctly before it arrived. Engineers and procurement professionals are being asked to move faster and make decisions with

greater confidence, so distributors need to communicate authorized sourcing not as a legacy channel preference, but as a critical risk mitigation strategy.

“Trust takes years to earn and only seconds to lose — especially when shortages, allocation, or price increases create pressure in the market. Those are the moments when bad actors are most likely to appear with what looks like a credible solution. Authorized distributors can reach the next generation better by making the risks tangible: counterfeit parts, broken traceability, improper handling, uncertain quality and long-term exposure that can impact product performance, compliance and brand reputation.

“Through the authorized channel, manufacturers, distributors and customers are connected by a framework that supports product authenticity, quality assurance and traceability from source to end application. That is the message we need to continue to reinforce with engineers and procurement teams: authorized sourcing protects the integrity of the design, the reliability of the product and the continuity of the supply chain.

“ECIA plays an important role in supporting that message across the industry. Its efforts help create a common voice for authorized distributors by educating the market about the risks of grey market and broker sourcing, reinforcing the importance of an unbroken chain of trust, and advocating for practices that protect customers and suppliers alike. As a neutral industry association, ECIA can help amplify the value of the authorized channel in ways that benefit the entire ecosystem.”

Mike Slater highlights one of the most important sources of value that ECIA delivers – TrustedParts.com. “From DigiKey’s perspective, the authorized channel is the only way to purchase products. There is a significant risk when you don’t, from a lack of traceability to uncertainty about handling and even questions about authenticity. This risk isn’t just to a company’s brand but potentially to safety in critical applications like medical or aerospace.

“Communicating the value of authorized sourcing comes down to continuing to reinforce those risks and ongoing education. ECIA plays an important role in this with white papers, industry collaborations and communication, all highlighting the importance of the authorized channel. ECIA also provides tools like the TrustedParts.com website, which ensures customers are sourcing from verified, authorized distributors and serves both as an education platform and a trusted, secure way for customers to find legitimate product sources.”

The importance of ECIA’s work is emphasized by Karim Yasmine. “ECIA exists to represent and strengthen the authorized channel, and that message has never been more important. As trade compliance, cybersecurity, and supply chain security become increasingly critical, the value of sourcing through authorized channels continues to grow. We have already seen examples of product leakage reaching bad actors, creating serious implications for manufacturers and the broader supply chain. As an industry association, we have a responsibility to clearly define and promote what it means to be an authorized source. Today, too much ambiguity exists around that definition, and reducing that grey area will help protect customers, manufacturers, and the integrity of the electronics supply chain.”

“Advocacy” is a compelling responsibility that Frank Flynn places on every member of ECIA. “Distributors need to play a key role in communicating to customers’ engineers and procurement teams how critical chain of custody is to the integrity of their end product. Distributors must convey the importance of purchasing authorized products to avoid risks that could be incredibly costly and damaging to their reputation in the market.

"Advocacy for the authorized channel is a cornerstone of the ECIA value proposition to its constituents. The TrustedParts.com website must continue to evolve and be fully supported to offer authorized products and all of their critical attributes to the electronic component design and purchasing communities. ECIA can work with its constituents to develop standard practices that represent their consensus view and offer a more objective view on the market so design engineers and procurement professionals can gain access to a broader view on the market more quickly and with greater trust. Having an industry association that brings all parts of the supply chain together to work to establish best practices is critical to long-term industry success.

"I thought recently that the tariff white paper was a very powerful piece of advocacy. I think that having an association that can be more objective than the individual companies is valuable. Because they're now getting the viewpoint across the supply chain and then distilling it into some view of best practices or formulating the overall sensibility of an issue. I think that's critical. I think ECIA can do more in terms of continuing to work on helping people with practices. This is an important part of what we do. People should realize that having a really strong industry association is critical to being successful in this business."

Jim Banovich highlights the focus the Marsh Electronics brings to this issue. "We just continue to emphasize being an authorized distributor, an authorized source with the products we bring to our customers. We have an agreement with our suppliers and that authorization brings a certain authenticity to the parts. We like to emphasize ECIA. I think continuing to work as an association to promote that and continuing to educate our own suppliers are part of it."

The Future is So Bright…

Looking ahead to 2027, what technology, market, or customer trend do industry executives believe is currently being underestimated by the electronics components industry?

Mike Slater states, "One area we're continuing to watch going into 2027 is robotics, particularly humanoids. There's a tremendous amount of design energy and investment going into this space right now. Drivers like labor availability, rising costs, and overall infrastructure expenses are pushing more applications toward automation. If humanoid robotics reaches the point where it can be deployed across a wide variety of applications, it could drive a major uptick in the electronics market. The number of sensors, technology, and battery systems involved is substantial, similar in some ways to the complexity of an automobile, which will put a strain on product availability. That kind of growth could have an impact across the entire technology spectrum."

David Loftus delivers valuable perspective on opportunities that have burst onto the scene relatively recently. "I think the industry is underestimating the scale of the space-based communication revolution now underway. We tend to think of "space" as a niche, high-reliability market with long qualification cycles and modest volumes. That framing is quickly becoming outdated. The buildout of massive Low-Earth-Orbit (LEO) constellations — Starlink, Amazon's Kuiper, China's Qianfan and Guowang — represents an enormous and sustained increase in demand for space-qualified electronic components, at a volume and pace the industry hasn't seen before. This isn't a handful of satellites anymore; it's tens of thousands, with more competing programs entering the race.

"That shift has real implications for component qualification standards, radiation-hardened supply for some subset of satellites, and manufacturing capacity planning. Companies that treat space as a boutique market are going to be caught flat-footed by 2027. Those that recognize this as a structural, high-volume growth segment — and build supply chain capacity accordingly — will be positioned to capture a genuinely transformative opportunity."

Frank Flynn looks beyond the current phase of AI development. "AI infrastructure remains the primary demand engine through 2027, but the next growth phase shifts from building AI computing to deploying AI throughout the physical economy. The biggest opportunities move from hyperscale data centers into factory automation, robotics, edge AI, electrification, medical devices, and the supporting power infrastructure. Suppliers enabling power conversion, battery systems, thermal management, sensors, and industrial connectivity should continue to outperform as AI expands beyond the data center."

Jim Banovich shares his thoughts on the diverse players and opportunities and how they are positioned in the market. "That's a tough one to answer because I think we're all different. How we go to market and what we want to focus on is totally different than larger distributors. Whether you're a specialized guy or a digital buying-focused distributor, a global distributor or a commodity-based, high semiconductor content - you're all going to see different market segments that may or may not be applicable. I think it's really different based on how we approach our market segments and what we're focused on. We continue to focus on what we like to call second- and third-tier customers. The guys that are not buying printed circuit board stuff. They're looking for customized solutions and they're looking for unique product support. They might be looking for value-added services and some assembly services. We're going to focus on that type of stuff to promote our growth. Depending on what's going on, maybe it's military-focused or maybe it's off-road vehicles focused. It might be food and beverage focused. That's where we're going to be. Yes, we'll take advantage of data center stuff if we can, if it makes sense. And we're going to try and take advantage of what's unique in our market segment circle, the North Central Region of the United States. That's where we see our role in our industry and where we fit. That's the gap that best fits us. So once again, it's all unique to who we are."

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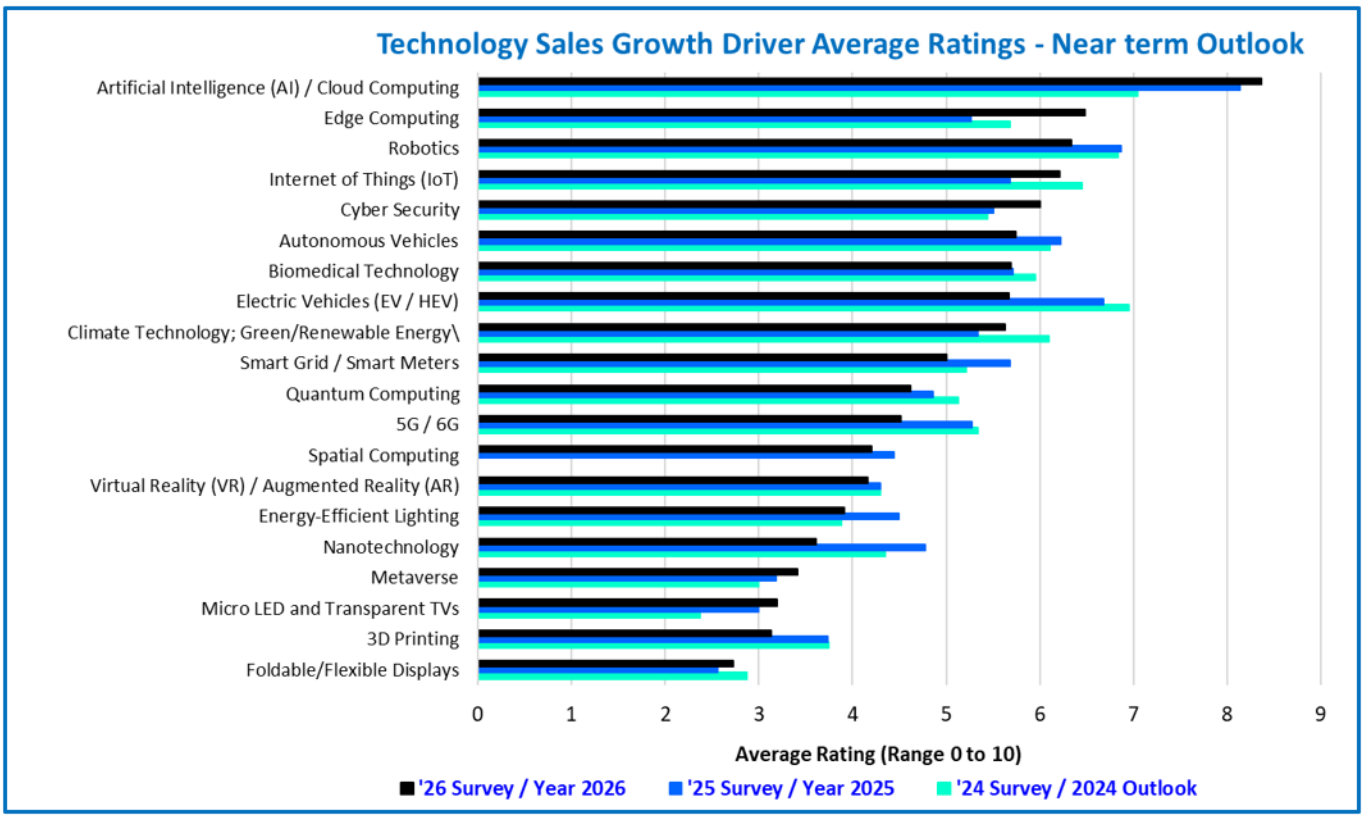

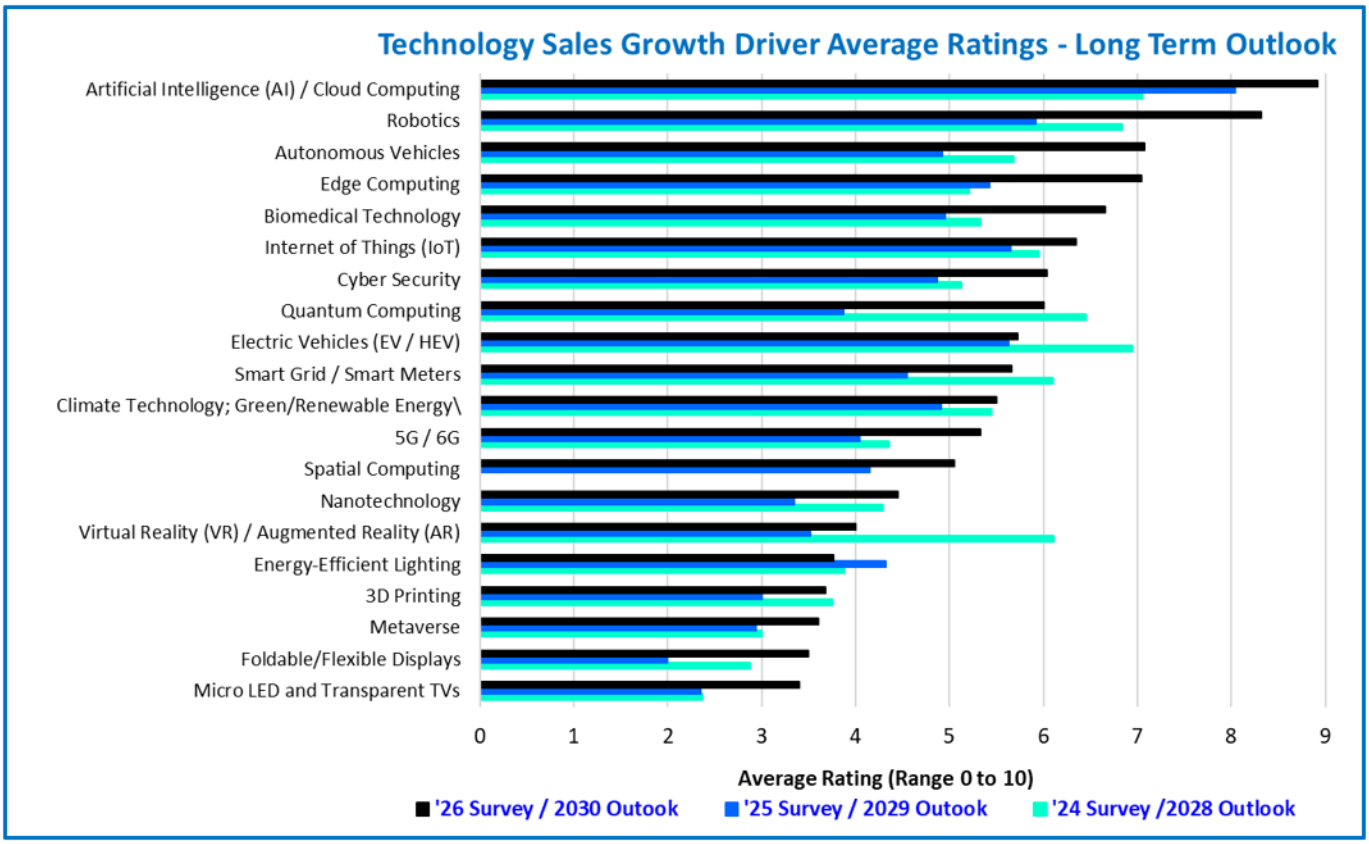

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THE TOP 50 WORLDWIDE AUTHORIZED DISTRIBUTOR RESEARCH METHODOLOGY AND RESULTS

As a standard note regarding the publication of the Top 50 worldwide authorized distributors, the task of identifying and sizing the top authorized distributors around the world presents significant challenges beyond the research developed for the Americas Authorized Distributor data. For example, participation in surveys by industry companies is a well-understood practice (if not always supported) by American 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. However, some major players have gone public in recent years, which sheds valuable light on their activities and revenues. Given these and other issues, the methodology pursued for this research needs to be explained briefly.

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. However, a number of companies headquartered in Asia continued to participate in the research.
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. Input 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 either for falling outside the top 50 or because they were engaged as independent brokers rather than authorized distributors.
4. Finally, web-based secondary research was a source of additional data that supported modeling and analysis used to create estimates in areas where surveys or published data were not available.

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

While Asia and Asian headquartered distributors drove the strongest growth in 2025, successful growth was achieved by an impressive 45 of the top 50 distributors. Only one distributor suffered a double-digit decline in revenues at -10.8% in 2025. Every Asian country delivered strong, 10%+ growth in 2024, with the exception of Japan and Australia / New Zealand. Australia / New Zealand delivered 6.6% growth, and Japan achieved 5.1% growth in 2025. Vietnam, India, and Taiwan saw the strongest 2025 growth with revenues expanding by 31.1%, 26.8%, and 24.0%, respectively. China, representing a 62.5% share of the Asian market, saw impressive revenue growth of 14.8%. Revenue in the Americas region improved by 5.7% in 2025. The EMEA market recovered from its -20.8% decline in 2024 as it limited its loss to -2.5% in 2025.

Total worldwide revenue for the Top 50 authorized distributors grew from $184.9 B in 2024 to $208.1 B in 2025, an increase of $23.2 billion. The 2025 revenues are the highest in the history of the authorized distribution market. The next highest revenue was $194.5 B in 2022, $13.6 B lower. The highest growth in 2024 was accomplished by IngDan Innovation (Cogobuy.com) with nearly 50% growth. Exciting growth was also achieved by Shannon Semi and Smart-Core Holdings, with growth of 45.1% and 41.1%, respectively. Twenty-seven of the Top 50 distributors saw double-digit growth in 2025. Computer/Systems, Interconnect, Semiconductors, and Electro-Mechanical delivered growth between 12.9% and 14.3% in 2025. Only Power & Batteries experienced declining revenue in 2025. With the huge investments in AI/Data Centers, Computer/Data Processing/Peripherals saw its second year in a row of amazing growth in 2025 at 34.4%. The three smallest end-markets, Medical, Building/Home Control/Security, and Energy & Power, were the only segments to see a decline in 2025 revenues.

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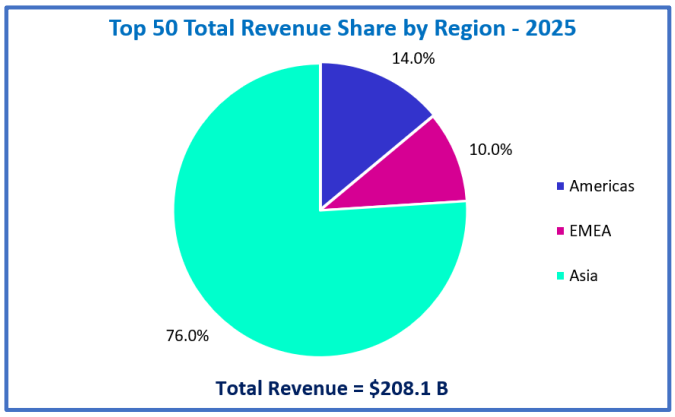

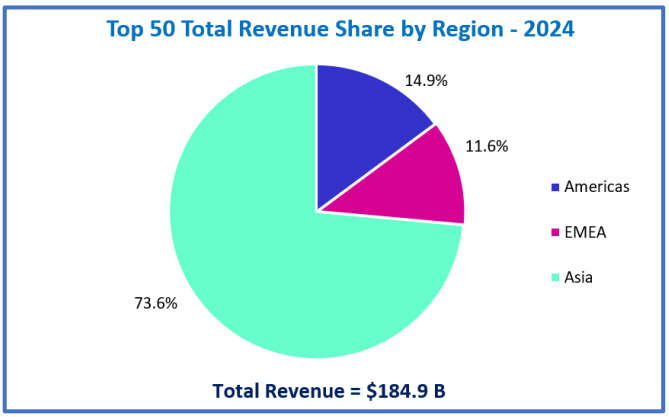

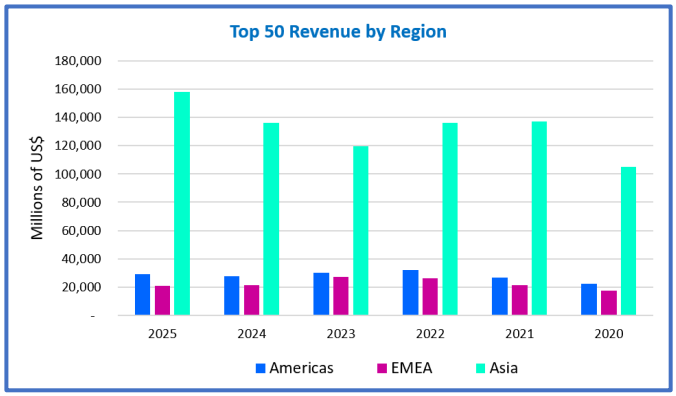

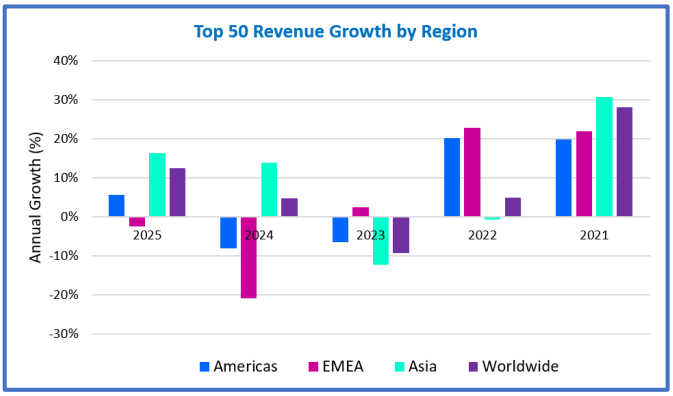

TOP 10 AMERICAS SALES

2025 Rank	Company	2025 Worldwide ($ Millions)	2024 Worldwide ($ Millions)	Growth 2025/2024 (Percent)	Share of Top 50 Total Sales (Percent)
1	Arrow Electronics, Inc.	6,944.5	6,411.7	8.3	23.9
2	Avnet	5,406.5	5,456.7	(0.9)	18.6
3	TTI Consolidated	4,800.0	4,335.0	10.7	16.5
4	DigiKey	2,300.0	2,100.0	9.5	7.9
5	Future Electronics	1,856.5	1,800.0	3.1	6.4
6	Wesco	1,600.0	1,590.0	0.6	5.5
7	RS Group	1,100.0	1,157.4	(5.0)	3.8
8	Heilind Electronics	1,013.2	924.8	9.6	3.5
9	AAR Corp	631.6	531.9	18.8	2.2
10	Master Electronics	487.4	444.8	9.6	1.7
	Others	2,898.5	2,729.5	6.2	10.0
	TOTAL TOP 50	**29,038.2**	**27,481.7**	**5.7**	**100.0**

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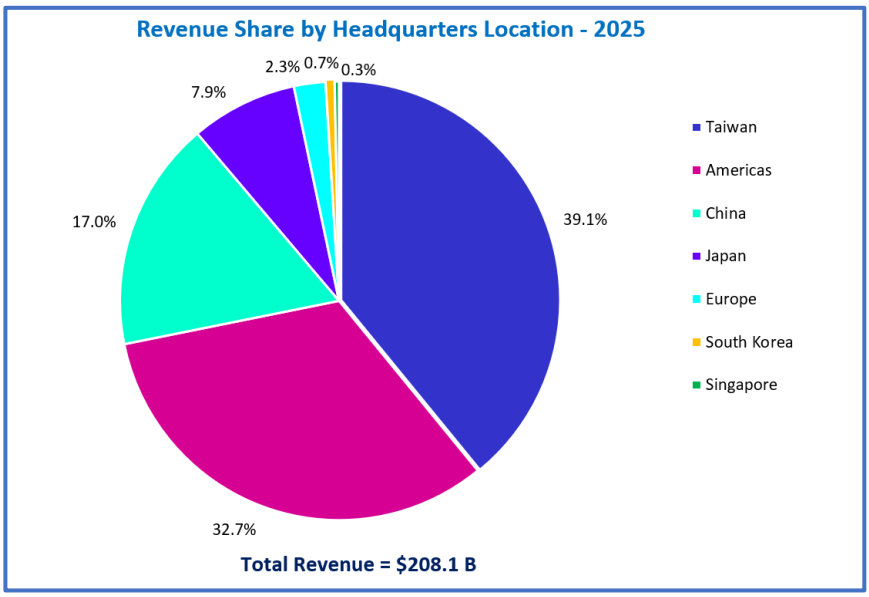
TOP 10 EMEA SALES

2025 Rank	Company	2025 Worldwide ($ Millions)	2024 Worldwide ($ Millions)	Growth 2025/2024 (Percent)	Share of Top 50 Total Sales (Percent)
1	Avnet	6,538.5	7,224.0	(9.5)	31.3
2	Arrow Electronics, Inc.	5,670.9	5,648.1	0.4	27.2
3	TTI Consolidated	2,200.0	2,225.0	(1.1)	10.5
4	RS Group	2,096.9	2,294.6	(8.6)	10.0
5	Future Electronics	1,317.1	1,275.0	3.3	6.3
6	DigiKey	1,000.0	850.0	17.6	4.8
7	Rutronik	848.0	855.0	(0.8)	4.1
8	Transfer Multisort Elektronik (	327.8	280.3	16.9	1.6
9	AAR Corp	263.2	252.8	4.1	1.3
10	Restar Group	200.1	160.1	25.0	1.0
	Other	419.8	347.8	20.7	2.0
	TOTAL TOP 50	**20,882.1**	**21,412.7**	**(2.5)**	**100.0**

TOP 10 ASIAN SALES

2025 Rank	Company	2025 Worldwide ($ Millions)	2024 Worldwide ($ Millions)	Growth 2025/2024 (Percent)	Share of Top 50 Total Sales (Percent)
1	WT Microelectronics	32,958.0	26,052.0	26.5	20.8
2	WPG	30,767.4	27,162.8	13.3	19.4
3	Avnet	11,206.2	9,803.9	14.3	7.1
4	CECport	9,119.1	6,770.7	34.7	5.8
5	Arrow Electronics, Inc.	8,886.0	7,923.5	12.1	5.6
6	Supreme Electronics	6,785.9	6,899.2	(1.6)	4.3
7	Macnica	6,187.3	5,350.3	15.6	3.9
8	Shannon Semi	4,907.0	3,381.0	45.1	3.1
9	EDOM Technology	3,647.7	3,462.3	5.4	2.3
10	WeiKeng	3,488.0	2,794.3	24.8	2.2
	Other	40,258.3	36,404.0	10.6	25.4
	TOTAL TOP 50	**158,211.0**	**136,003.7**	**16.3**	**100.0**



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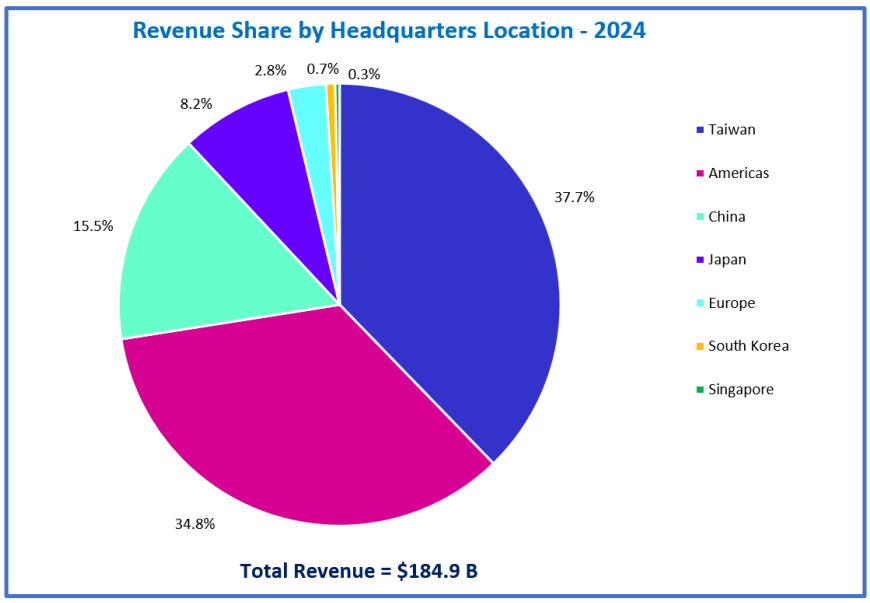
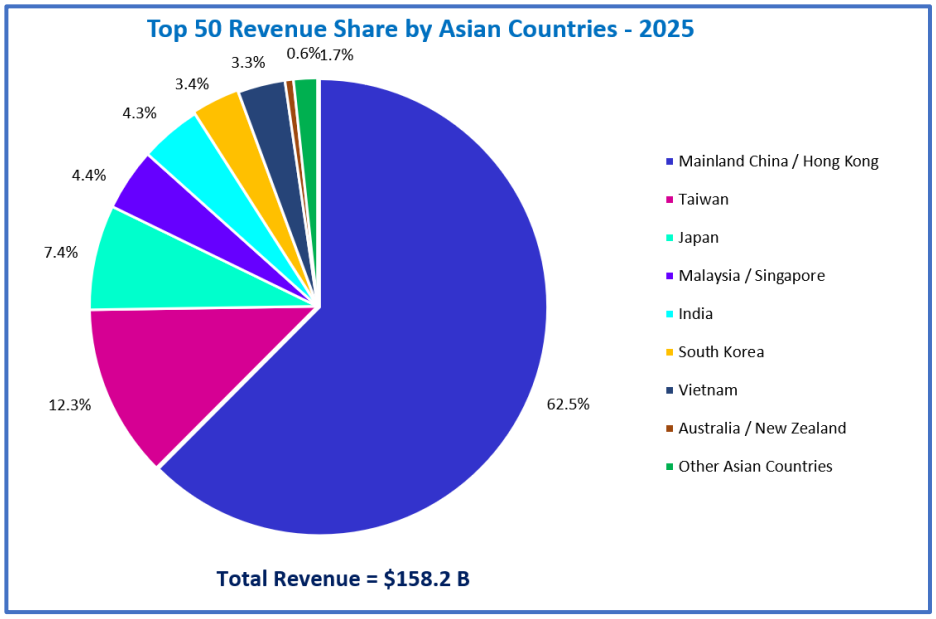


2025 REVENUE SHARE BY HEADQUARTERS LOCATION

REGION	NUMBER	REVENUE ($M)	SHARE	GROWTH
Taiwan	7	81,347	39.1%	16.6%
Americas	13	68,162	32.7%	6.0%
China	18	35,323	17.0%	23.1%
Japan	7	16,404	7.9%	8.0%
Europe	3	4,850	2.3%	-4.9%
South Korea	1	1,386	0.7%	10.8%
Singapore	1	658	0.3%	11.5%
TOTAL	50	208,131	100.0%	12.6%



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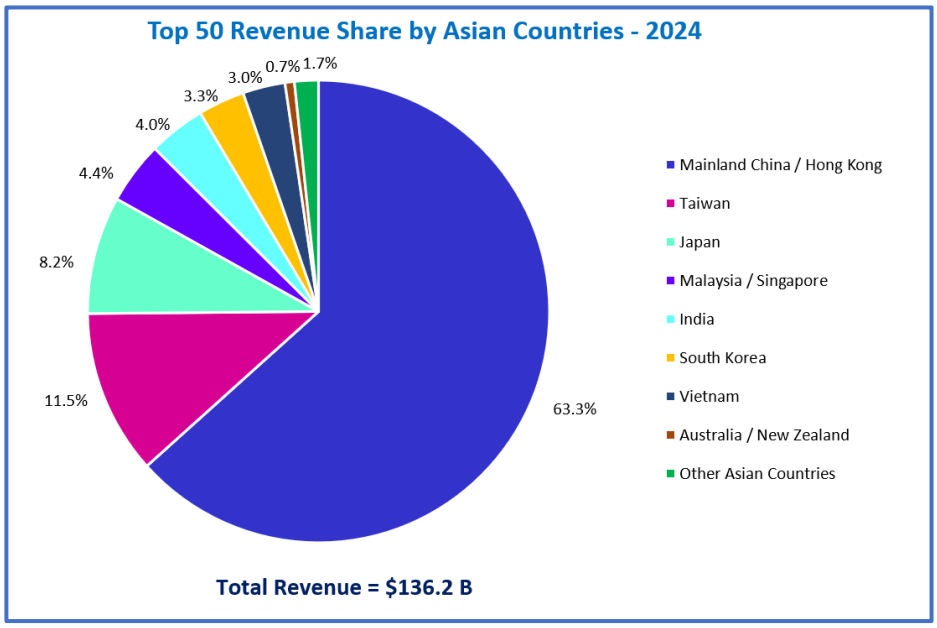

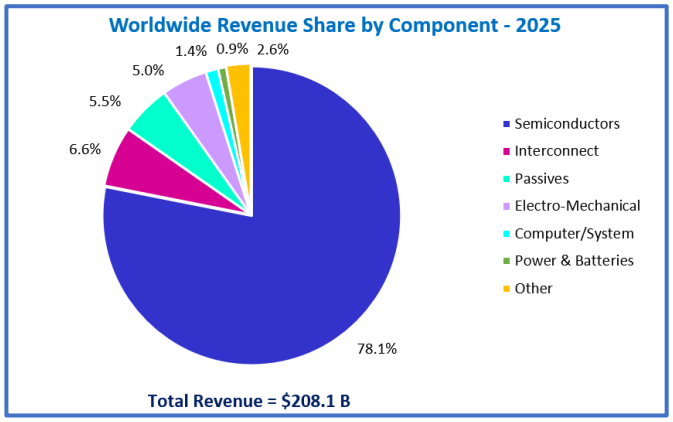

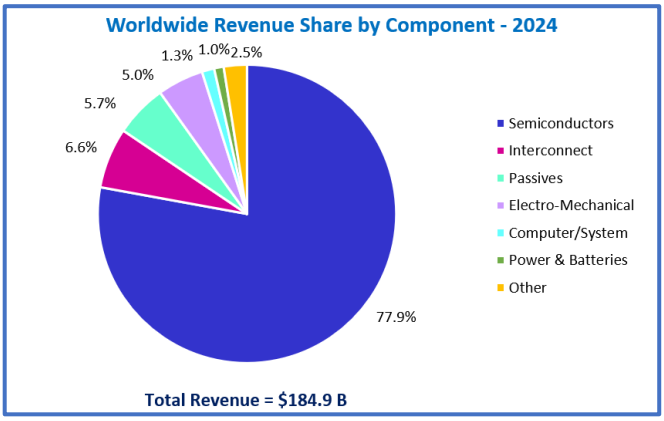

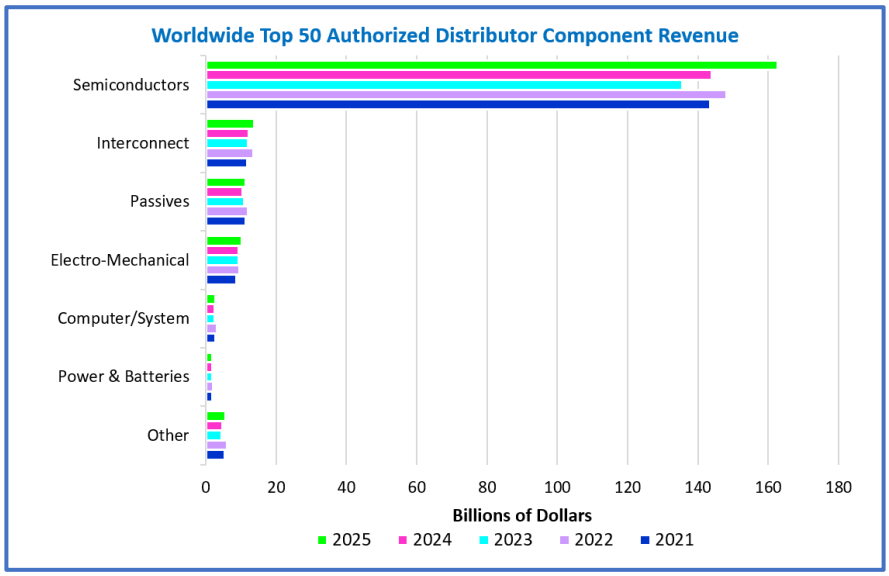

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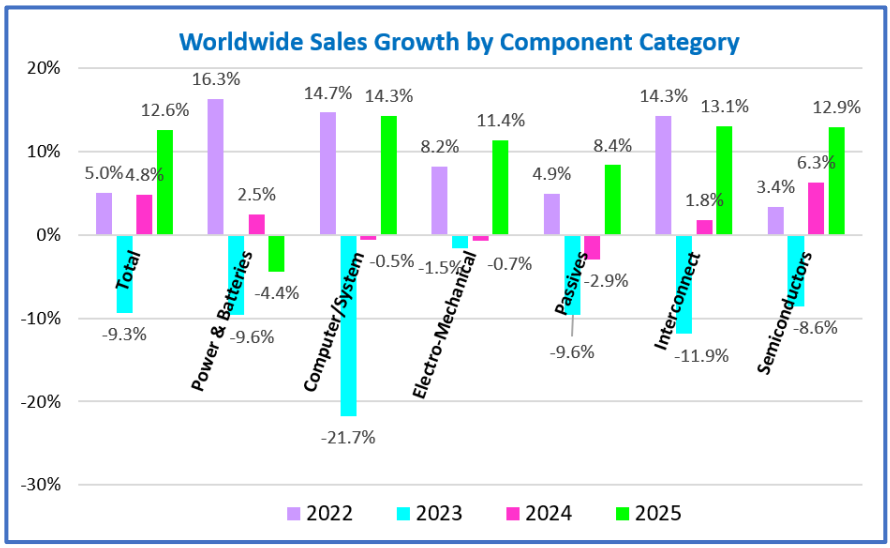
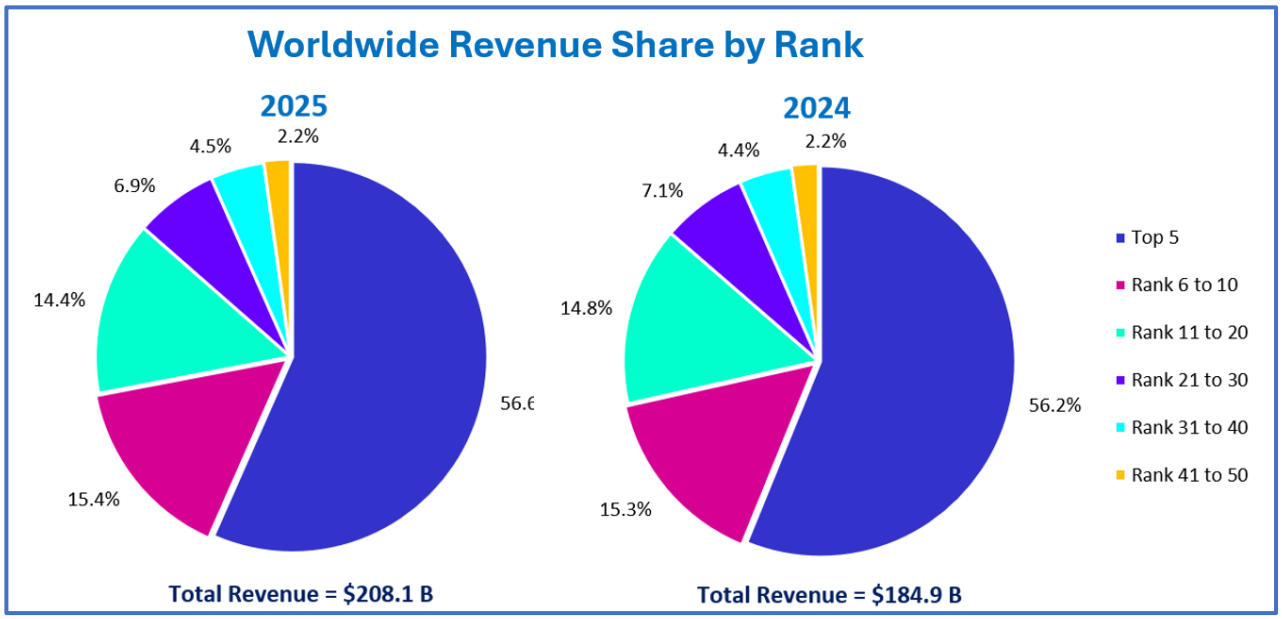


The top five worldwide distributors boosted their share of total worldwide revenues among the Top 50 to 56.6%. The strongest performance among the Top 5 came from WT Microelectronics as it hurdled into the number one position with 26.5% growth. WPG captured the second spot in 2025, with growth of 13.3%. There are a notable number of electronic component distributors with significant revenues that did not achieve a ranking in the Top 50. If it is assumed that the Top 50 accounts for 90% of all worldwide authorized distribution revenue, the global electronic component authorized distributor market would be estimated at $231 billion in 2025.



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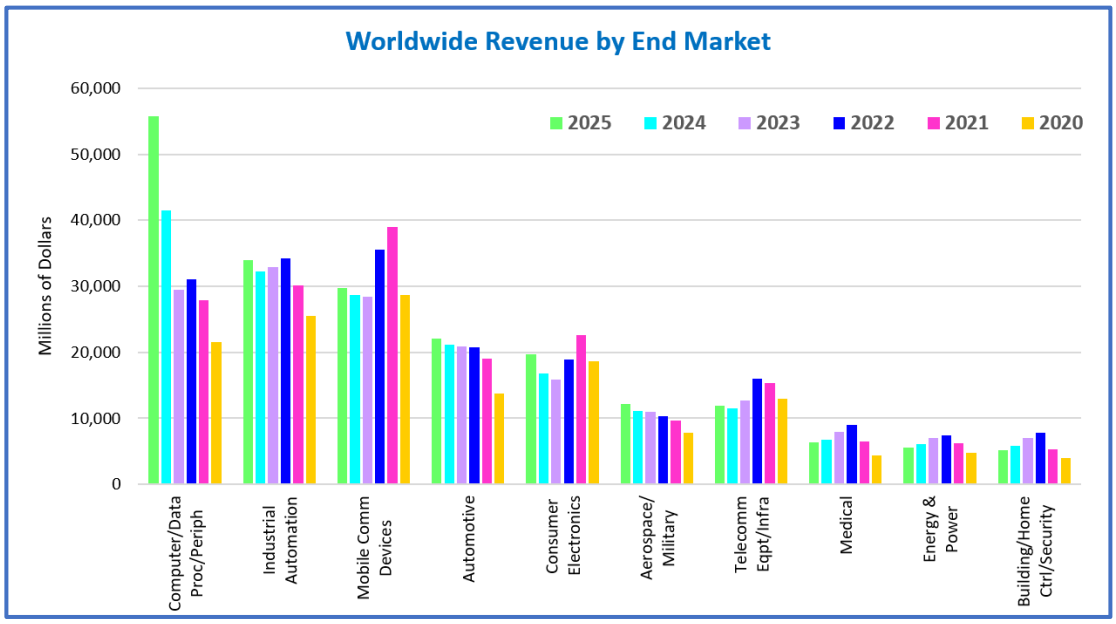
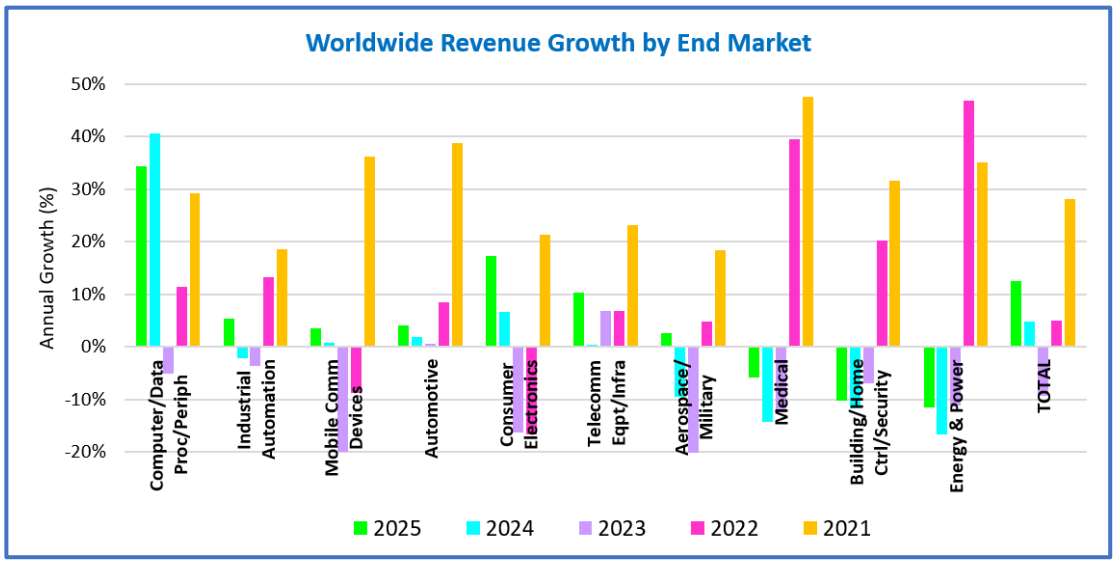
2025 REVENUE SHARE

COMPANY	REVENUE	SHARE	GROWTH
Top 5	117,849.9	56.6%	13.5%
Rank 6 to 10	32,012.3	15.4%	12.9%
Rank 11 to 20	30,046.8	14.4%	9.5%
Rank 21 to 30	14,363.7	6.9%	10.0%
Rank 31 to 40	9,295.0	4.5%	14.7%
Rank 41 to 50	4,563.7	2.2%	11.3%
TOTAL	208,131.3	100.0%	12.6%





The final tables of this report present the complete list of Top 50 Worldwide Authorized Distributors for 2025, along with Top 10 rankings for individual component categories and top sales growth. Revenues for the Top 50 distributors are presented for eight Asian countries that drive a large share of global

electronics equipment production: Mainland China/Hong Kong, Taiwan, Japan, Malaysia/Singapore, India, South Korea, Vietnam, and Australia/New Zealand. Continuing its historic dominance, China accounted for 62.5% of 2025 Asian revenues. The next largest country markets are Taiwan with 12.3% share and Japan with 7.4% share in 2025. The size of the emerging India and Vietnam distribution markets is a common question. Based on the research for this report, the top 50 distributors account for $6.9 B in India and $5.3 B in Vietnam in 2025, a continuation of their strong revenue growth.

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TOP 50 WORLDWIDE AUTHORIZED DISTRIBUTORS

2025 Rank	2024 Rank	Company	Type*	Headquarters	2025 Worldwide ($ Millions)	Growth 2025/2024 (Percent)	Share of Top 50 Total Sales (Percent)	Sales Share by Region (Percent)		
								Americas	EMEA	Asia
1	2	WT Microelectronics	1	Taiwan	32,958.0	26.5	15.84	0.0	0.0	100.0
2	1	WPG	1	Taiwan	31,120.3	13.3	14.95	1.0	0.1	98.9
3	3	Avnet (1)	1	USA	23,151.2	3.0	11.12	23.4	28.2	48.4
4	4	Arrow Electronics, Inc.	1	USA	21,501.3	7.6	10.33	32.3	26.4	41.3
5	7	CECport	1	China	9,119.1	34.7	4.38	0.0	0.0	100.0
6	5	TTI Consolidated (2)	2	USA	8,400.0	6.9	4.04	57.1	26.2	16.7
7	6	Supreme Electronics	1	Taiwan	7,268.2	-1.6	3.49	6.6	0.0	93.4
8	8	Macnica	1	Japan	6,577.1	15.0	3.16	4.4	1.5	94.1
9	14	Shannon Semi	1	China	4,907.0	45.1	2.36	0.0	0.0	100.0
10	9	Future Electronics	1	Canada	4,860.0	2.3	2.34	38.2	27.1	34.7
11	13	DigiKey	3	USA	3,960.0	13.1	1.90	58.1	25.3	16.7
12	12	EDOM Technology	1	Taiwan	3,707.1	5.1	1.78	1.2	0.4	98.4
13	16	WeiKeng	1	Taiwan	3,488.0	24.8	1.68	0.0	0.0	100.0
14	15	Restar Group (3)	2	Japan	3,462.6	9.7	1.66	0.7	5.8	93.5
15	10	RS Group	1	U.K.	3,437.5	-7.8	1.65	32.0	61.0	7.0
16	11	S.A.S. Dragon	1	China	3,270.6	-7.3	1.57	0.3	0.0	99.7
17	17	Techtronics 泰科源	1	China	2,750.0	22.2	1.32	0.0	0.0	100.0
18	24	IngDan Innovation (Cogobuy.com 科通芯城)	1	China	2,115.0	49.9	1.02	0.0	0.0	100.0
19	18	Kanematsu	2	Japan	2,006.0	2.6	0.96	0.0	0.0	100.0
20	19	WISEWHEEL / Shenzhen Weishixin Electronics 唯时信	2	China	1,850.0	8.8	0.89	0.0	0.0	100.0
21	20	Ryoyo Ryosan	1	Japan	1,671.6	1.6	0.80	3.5	0.0	96.5
22	22	Gain Hero / Xinlei Electronics 蓝源实业	1	China	1,600.0	10.3	0.77	0.0	0.0	100.0
22	21	Wesco	1	USA	1,600.0	0.6	0.77	100.0	0.0	0.0
24	23	Alltek Technology Corp	1	Taiwan	1,475.9	3.2	0.71	0.0	0.0	100.0
25	25	Marubun	2	Japan	1,417.0	2.8	0.68	7.0	0.3	92.7
26	26	SaMT	2	South Korea	1,386.0	10.8	0.67	0.0	0.0	100.0
27	30	Wuhan P&S Information Technology 力源信息	1	China	1,368.7	25.6	0.66	0.0	0.0	100.0
28	29	Zenitron	4	Taiwan	1,329.8	17.1	0.64	0.0	0.0	100.0
29	28	Heilind Electronics	2	USA	1,318.4	15.0	0.63	76.9	5.9	17.3
30	27	SUNRAY Electronics / Shenzhen Lanyuan Industrial Developme	1	China	1,196.3	2.2	0.57	0.0	0.0	100.0
31	34	Xiamen Holder Electronics 信和达 (Xiamen Xinheda Electronic	4	China	1,175.0	27.0	0.56	0.0	0.0	100.0
32	32	Best of Best Holdings 好上好控股 (4)	1	China	1,164.3	15.5	0.56	0.0	0.0	100.0
33	36	Nanjing Sunlord Electronics 南京商络	2	China	1,143.6	36.3	0.55	0.0	0.0	100.0
34	33	AAR Corp	2	USA	1,099.6	18.1	0.53	57.4	23.9	18.6
35	31	Rutronik	1	Germany	1,060.0	-0.9	0.51	4.9	80.0	15.1
36	38	Smart-Core Holdings 芯智控股	1	China	846.6	42.1	0.41	0.0	0.0	100.0
37	35	Ryoden	1	Japan	775.0	-10.8	0.37	2.6	0.6	96.8
38	37	YITOA / Yingtang Intelligent Control 英唐智控	2	China	716.5	5.4	0.34	0.0	0.0	100.0
39	40	Serial Microelectronics	1	Singapore	658.4	11.5	0.32	0.0	0.0	100.0
40	39	Master Electronics	1	USA	656.0	10.6	0.32	74.3	0.0	25.7
41	41	ROAD WELL 路必康	1	China	620.0	10.7	0.30	0.0	0.0	100.0
42	42	Allcore Group / Quanxin Technology Group	1	China	590.0	16.8	0.28	0.0	0.0	100.0
43	43	SIIX	1	Japan	495.0	5.3	0.24	15.6	6.7	77.8
44	44	Shenzhen Huaxinke Technology (HXK) 华信科	1	China	480.0	9.1	0.23	0.0	0.0	100.0
45	45	FDH Electronics	2	USA	470.0	11.1	0.23	83.0	13.8	3.2
46	47	bisco industries	1	USA	448.0	19.2	0.22	95.5	0.8	3.7
47	46	Upstar Technology 博思达	2	China	410.0	7.9	0.20	0.0	0.0	100.0
48	49	Transfer Multisort Elektronik (TME)	3	Poland	352.7	16.7	0.17	3.4	93.0	3.7
49	48	PEI-Genesis	1	USA	350.0	1.6	0.17	79.0	15.1	5.9
50	50	Powell Electronics	1	USA	348.0	15.7	0.17	91.4	7.5	1.1
		TOTAL			**208,131.3**	**12.6**	**100.00**	**14.0**	**10.0**	**76.0**

***Type of Distributor: 1 = Broadline; 2 = Specialized; 3 = High Service/E-Catalog; 4 = Limited Line**

NOTES:

(1) Avnet includes Farnell

(2) TTI includes Mouser, Sager, RFMW, Symmetry

(3) Restar Group includes UKC Electronics and Restar Electronics

(4) Best of Best Holdings includes Honestar & AsiaCom Technology Alliance

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TOP 50 WORLDWIDE AUTHORIZED DISTRIBUTORS

2025 Rank	2024 Rank	Company	2025 Worldwide ($ Millions)	Sales Share by Component (Percent)							Offer design services?	Website allows purchase of parts?
				Semiconductor (Active)	Passive Component	Electro-Mechanical	Interconnect	Computer / Systems	Power & Batteries	Other		
1	2	WT Microelectronics	32,958.0	97.2	2.1	-	-	-	-	0.6	Y	Y
2	1	WPG	31,120.3	90.6	4.6	0.4	3.1	0.2	1.1	0.1	Y	Y
3	3	Avnet (1)	23,151.2	78.0	5.2	5.3	7.5	2.0	0.4	1.6	Y	Y
4	4	Arrow Electronics, Inc.	21,501.3	72.0	3.5	3.7	8.8	5.0	1.0	6.0	Y	Y
5	7	CECport	9,119.1	98.8	0.4	-	0.5	-	-	0.3	Y	Y
6	5	TTI Consolidated (2)	8,400.0	21.0	27.0	11.0	33.0	3.0	4.0	1.0	Y	Y
7	6	Supreme Electronics	7,268.2	92.8	3.4	-	-	-	-	3.8	N	N
8	8	Macnica	6,577.1	93.4	-	-	-	4.9	1.2	0.5	Y	Y
9	14	Shannon Semi	4,907.0	100.0	-	-	-	-	-	-	N	N
10	9	Future Electronics	4,860.0	72.0	8.2	8.1	8.2	1.0	2.5	-	Y	Y
11	13	DigiKey	3,960.0	34.4	19.8	13.7	22.6	3.1	6.2	0.2	N	Y
12	12	EDOM Technology	3,707.1	98.6	-	-	-	1.4	-	-	Y	Y
13	16	WeiKeng	3,488.0	97.3	1.7	-	1.0	-	-	-	Y	N
14	15	Restar Group (3)	3,462.6	48.5	0.9	18.2	17.3	3.0	5.2	6.9	N	Y
15	10	RS Group	3,437.5	1.8	2.1	29.8	11.1	1.0	1.9	52.4	Y	Y
16	11	S.A.S. Dragon	3,270.6	85.8	5.8	7.9	-	-	-	0.5	Y	N
17	17	Techtronics 泰科源	2,750.0	97.0	3.0	-	-	-	-	-	Y	Y
18	24	IngDan Innovation (Cogobuy.com 科通芯城)	2,115.0	96.0	4.0	-	-	-	-	-	N	N
19	18	Kanematsu	2,006.0	75.4	5.3	9.4	7.5	-	-	2.4	Y	N
20	19	WISEWHEEL / Shenzhen Weishixin Electronics 唯时信	1,850.0	46.0	17.0	9.7	22.2	2.0	-	3.1	Y	Y
21	20	Ryoyo Ryosan	1,671.6	74.2	-	19.0	-	-	2.8	4.0		
22	22	Gain Hero / Xinlei Electronics 蓝源实业	1,600.0	84.0	1.6	-	0.8	8.0	-	5.6	Y	N
22	21	Wesco	1,600.0	-	-	70.0	10.0	-	-	20.0	Y	Y
24	23	Alltek Technology Corp	1,475.9	100.0	-	-	-	-	-	-	Y	N
25	25	Marubun	1,417.0	100.0	-	-	-	-	-	-	Y	N
26	26	SaMT	1,386.0	34.0	15.0	23.0	26.0	2.0	-	-	Y	N
27	30	Wuhan P&S Information Technology 力源信息	1,368.7	97.5	1.5	-	1.0	-	-	-	Y	N
28	29	Zenitron	1,329.8	100.0	-	-	-	-	-	-	N	Y
29	28	Heilind Electronics	1,318.4	-	4.3	9.7	86.0	-	-	-	Y	Y
30	27	SUNRAY Electronics / Shenzhen Lanyuan Industrial Developme	1,196.3	82.0	5.0	-	-	-	5.0	8.0	N	N
31	34	Xiamen Holder Electronics 信和达 (Xiamen Xinheda Electronic	1,175.0	7.0	63.0	15.0	11.0	2.8	-	1.2	Y	N
32	32	Best of Best Holdings 好上好控股 (4)	1,164.3	71.0	5.0	7.0	6.0	3.0	-	8.0	Y	Y
33	36	Nanjing Sunlord Electronics 南京商络	1,143.6	59.6	40.4	-	0.1	-	-	-	Y	N
34	33	AAR Corp	1,099.6	-	-	95.0	5.0	-	-	-	N	Y
35	31	Rutronik	1,060.0	49.0	40.0	10.0	-	1.0	-	-	Y	N
36	38	Smart-Core Holdings 芯智控股	846.6	100.0	-	-	-	-	-	-	Y	Y
37	35	Ryoden	775.0	88.0	12.0	-	-	-	-	-	N	N
38	37	YITOA / Yingtang Intelligent Control 英唐智控	716.5	96.0	4.0	-	-	-	-	-	N	N
39	40	Serial Microelectronics	658.4	89.5	2.5	4.0	2.4	-	-	1.6	N	Y
40	39	Master Electronics	656.0	10.0	16.3	27.0	40.0	4.0	-	2.7	Y	Y
41	41	ROAD WELL 路必康	620.0	69.0	5.5	10.3	13.3	-	-	1.9	Y	N
42	42	Allcore Group / Quanxin Technology Group	590.0	86.0	4.8	3.1	2.1	-	-	4.0	Y	N
43	43	SIIX	495.0	95.5	-	-	-	-	-	4.5	Y	N
44	44	Shenzhen Huaxinke Technology (HXK) 华信科	480.0	65.0	23.0	5.0	7.0	-	-	-	Y	Y
45	45	FDH Electronics	470.0	-	-	45.0	55.0	-	-	-	Y	Y
46	47	bisco industries	448.0	1.0	20.0	40.0	20.0	1.0	2.0	16.0	Y	Y
47	46	Upstar Technology 博思达	410.0	87.0	6.0	-	7.0	-	-	-	Y	N
48	49	Transfer Multisort Elektronik (TME)	352.7	8.5	7.4	2.6	16.2	2.4	9.6	53.3	N	Y
49	48	PEI-Genesis	350.0	-	-	-	100.0	-	-	-	Y	Y
50	50	Powell Electronics	348.0	-	-	11.0	89.0	-	-	-	Y	Y
		TOTAL	**208,131.3**	**78.1**	**5.5**	**5.0**	**6.6**	**1.4**	**0.9**	**2.6**		

AVERAGE EXCHANGE RATES USED TO CONVERT TO A COMMON US DOLLAR BASIS

CURRENCY	2020	2021	2022	2023	2024	2025
Chinese Yuan (¥)	6.898	6.452	6.725	7.067	7.179	7.189
Hong Kong Dollar (HK$)	7.756	7.770	7.831	7.819	7.800	7.784
Taiwan Dollar (NT$)	29.454	27.916	29.762	31.133	32.051	31.148
Japanese Yen (¥)	106.78	109.78	131.37	140.52	151.52	149.57
Korean Won (₩)	1,179.2	1,145.1	1,292.2	1,305.4	1,362.4	1,421.6

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TOP 10 SEMICONDUCTOR (ACTIVE) SALES

2025 Rank	Company	2025 Worldwide ($ Millions)	2024 Worldwide ($ Millions)	Growth 2025/2024 (Percent)	Share of Top 50 Total Sales
1	WT Microelectronics	32,049.5	25,533.9	25.5	19.7
2	WPG	28,197.6	25,484.2	10.6	17.3
3	Avnet	18,057.9	18,032.6	0.1	11.1
4	Arrow Electronics, Inc.	15,480.9	15,187.3	1.9	9.5
5	CECport	9,009.7	6,682.7	34.8	5.5
6	Supreme Electronics	6,743.4	6,852.0	(1.6)	4.1
7	Macnica	6,143.0	5,517.8	11.3	3.8
8	Shannon Semi	4,907.0	3,381.0	45.1	3.0
9	EDOM Technology	3,655.2	3,459.0	5.7	2.2
10	Future Electronics	3,499.2	3,420.0	2.3	2.2
	Other	34,814.0	30,602.8	13.8	21.4
	TOTAL	**162,557.5**	**144,153.1**	**12.8**	**100.0**

TOP 10 PASSIVE COMPONENT SALES

2025 Rank	Company	2025 Worldwide ($ Millions)	2024 Worldwide ($ Millions)	Growth 2025/2024 (Percent)	Share of Top 50 Total Sales
1	TTI Consolidated	2,268.0	2,458.6	(7.8)	19.9
2	WPG	1,429.9	953.3	50.0	12.6
3	Avnet	1,203.9	1,146.7	5.0	10.6
4	DigiKey	784.1	725.3	8.1	6.9
5	Arrow Electronics, Inc.	752.5	759.4	(0.9)	6.6
6	Xiamen Holder Electronics 信和达 (Xiamen Xinh	740.3	638.3	16.0	6.5
7	WT Microelectronics	708.5	518.1	36.7	6.2
8	Nanjing Sunlord Electronics 南京商络	461.5	359.2	28.5	4.1
9	Rutronik	424.0	301.4	40.7	3.7
10	Future Electronics	398.5	380.0	4.9	3.5
	Other	2,210.8	2,261.2	(2.2)	19.4
	TOTAL	**11,381.9**	**10,501.3**	**8.4**	**100.0**

TOP 10 ELECTRO-MECHANICAL SALES

2025 Rank	Company	2025 Worldwide ($ Millions)	2024 Worldwide ($ Millions)	Growth 2025/2024 (Percent)	Share of Top 50 Total Sales
1	Avnet	1,227.0	989.3	24.0	11.9
2	Wesco	1,120.0	1,113.0	0.6	10.9
3	AAR Corp	1,044.6	884.5	18.1	10.1
4	RS Group	1,023.7	998.8	2.5	9.9
5	TTI Consolidated	924.0	710.6	30.0	9.0
6	Arrow Electronics, Inc.	795.5	699.4	13.7	7.7
7	Restar Group	630.2	568.1	10.9	6.1
8	DigiKey	542.5	464.7	16.7	5.3
9	Future Electronics	393.7	380.0	3.6	3.8
10	SaMT	318.8	300.3	6.1	3.1
	Other	2,292.3	2,150.4	6.6	22.2
	TOTAL	**10,312.3**	**9,259.1**	**11.4**	**100.0**

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TOP 10 INTERCONNECT SALES

2025 Rank	Company	2025 Worldwide ($ Millions)	2024 Worldwide ($ Millions)	Growth 2025/2024 (Percent)	Share of Top 50 Total Sales
1	TTI Consolidated	2,772.0	2,514.1	10.3	20.2
2	Arrow Electronics, Inc.	1,892.1	1,738.5	8.8	13.8
3	Avnet	1,736.3	1,416.5	22.6	12.7
4	Heilind Electronics	1,133.8	974.4	16.4	8.3
5	WPG	964.7	604.4	59.6	7.0
6	DigiKey	895.0	753.5	18.8	6.5
7	Restar Group	599.0	536.5	11.7	4.4
8	WISEWHEEL / Shenzhen Weishixin Electronics	410.7	374.0	9.8	3.0
9	Future Electronics	398.5	389.5	2.3	2.9
10	RS Group	382.9	527.4	(27.4)	2.8
	Other	2,533.3	2,304.8	9.9	18.5
	TOTAL	**13,718.4**	**12,133.6**	**13.1**	**100.0**

TOP 10 POWER & BATTERIES SALES

2025 Rank	Company	2025 Worldwide ($ Millions)	2024 Worldwide ($ Millions)	Growth 2025/2024 (Percent)	Share of Top 50 Total Sales
1	WPG	342.3	294.0	16.5	18.7
2	TTI Consolidated	336.0	287.3	17.0	18.4
3	DigiKey	245.5	228.9	7.3	13.4
4	Arrow Electronics, Inc.	215.0	199.8	7.6	11.8
5	Restar Group	180.1	157.8	14.1	9.9
6	Future Electronics	121.5	133.0	(8.6)	6.7
7	Avnet	92.6	112.4	(17.6)	5.1
8	Macnica	78.9	200.1	(60.6)	4.3
9	RS Group	64.6	182.0	(64.5)	3.5
10	SUNRAY Electronics / Shenzhen Lanyuan Indust	59.8	35.1	70.4	3.3
	Other	89.6	79.9	12.1	4.9
	TOTAL	**1,826.0**	**1,910.3**	**(4.4)**	**100.0**

TOP 10 COMPUTER/SYSTEM/OTHER PRODUCT SALES

2025 Rank	Company	2025 Worldwide ($ Millions)	2024 Worldwide ($ Millions)	Growth 2025/2024 (Percent)	Share of Top 50 Total Sales
1	Arrow Electronics, Inc.	1,075.1	799.3	34.5	38.0
2	Avnet	463.0	472.2	(1.9)	16.4
3	Macnica	322.3	171.5	87.9	11.4
4	TTI Consolidated	252.0	192.5	30.9	8.9
5	Gain Hero / Xinlei Electronics 蓝源实业	128.0	159.5	(19.7)	4.5
6	DigiKey	122.8	111.7	9.9	4.3
7	Restar Group	103.9	126.2	(17.7)	3.7
8	EDOM Technology	51.9	66.9	(22.4)	1.8
9	Future Electronics	48.6	47.5	2.3	1.7
10	WPG	46.7	27.5	69.9	1.6
	Other	215.0	300.3	(28.4)	7.6
	TOTAL	**2,829.2**	**2,475.1**	**14.3**	**100.0**

TOP 10 DISTRIBUTORS BY SALES GROWTH

2025 Rank	Company	2025 Worldwide ($ Millions)	2024 Worldwide ($ Millions)	Growth 2025/2024 (Percent)	Share of Top 50 Total Sales
1	IngDan Innovation (Cogobuy.com 科通芯城)	2,115.0	1,411.0	49.9	1.0
2	Shannon Semi	4,907.0	3,381.0	45.1	2.4
3	Smart-Core Holdings 芯智控股	846.6	595.9	42.1	0.4
4	Nanjing Sunlord Electronics 南京商络	1,143.6	839.1	36.3	0.5
5	CECport	9,119.1	6,770.7	34.7	4.4
6	Xiamen Holder Electronics 信和达	1,175.0	925.0	27.0	0.6
7	WT Microelectronics	32,958.0	26,052.0	26.5	15.8
8	Wuhan P&S Information Technology 力源信息	1,368.7	1,089.5	25.6	0.7
9	WeiKeng	3,488.0	2,794.3	24.8	1.7
10	Techtronics 泰科源	2,750.0	2,250.0	22.2	1.3
	Other	148,260.2	138,789.8	6.8	71.2
	TOTAL	**208,131.3**	**184,898.1**	**12.6**	**100.0**

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TOP 50 ASIAN AUTHORIZED DISTRIBUTORS

2025 Rank	Company	2025 Asia Total ($ Millions)	Growth 2025/2024 (Percent)	Share of Top 50 Total Sales (Percent)	2025 Revenue ($ Millions)								
					Mainland China / Hong Kong	Taiwan	Japan	Malaysia / Singapore	India	South Korea	Vietnam	Australia / New Zealand	Other Asian Countries
1	WT Microelectronics	32,958.0	26.5	20.83	17,138.2	4,811.9	-	2,636.6	2,603.7	2,373.0	2,669.6	-	725.1
2	WPG	30,757.0	13.2	19.44	22,412.8	4,035.5	461.5	553.8	1,661.4	584.6	738.4	-	308.9
3	Avnet	11,206.2	14.3	7.08	4,650.6	2,129.2	1,568.9	481.9	784.4	414.6	627.5	246.5	302.6
4	CECport	9,119.1	34.7	5.76	7,295.3	1,550.3	-	273.6	-	-	-	-	-
5	Arrow Electronics, Inc.	8,886.7	12.1	5.62	4,419.7	1,137.4	550.9	462.1	755.3	266.6	497.6	408.8	388.3
6	Supreme Electronics	6,785.9	(1.6)	4.29	5,175.9	1,511.7	-	98.4	-	-	-	-	-
7	Macnica	6,187.3	15.6	3.91	1,850.0	532.1	2,827.6	259.9	86.6	167.1	49.5	-	414.6
8	Shannon Semi	4,907.0	45.1	3.10	4,907.0	-	-	-	-	-	-	-	-
9	EDOM Technology	3,647.7	5.4	2.31	1,954.3	946.7	36.5	291.8	222.5	36.5	87.5	-	71.9
10	WeiKeng	3,488.0	24.8	2.20	2,801.3	449.0	-	237.8	-	-	-	-	-
11	S.A.S. Dragon	3,259.5	(7.3)	2.06	3,072.2	102.3	-	43.5	1.2	-	22.6	-	17.7
12	Restar Group	3,237.6	8.8	2.05	426.5	275.2	2,092.1	97.1	-	145.7	161.9	-	39.1
13	Techtronics 泰科源	2,750.0	22.2	1.74	2,695.0	-	-	55.0	-	-	-	-	-
14	IngDan Innovation (Cogobuy.com 科通芯城)	2,115.0	49.9	1.34	2,051.6	-	-	63.5	-	-	-	-	-
15	Kanematsu	2,006.0	2.6	1.27	260.8	170.5	1,181.5	56.2	106.3	84.3	94.3	-	52.2
16	WISEWHEEL / Shenzhen Weishixin Electronics 唯[	1,850.0	8.8	1.17	1,850.0	-	-	-	-	-	-	-	-
17	Future Electronics	1,686.4	0.7	1.07	843.2	136.6	89.4	264.8	118.0	72.5	97.8	64.1	-
18	Ryoyo Ryosan	1,613.1	1.9	1.02	371.0	91.9	924.3	109.7	48.4	17.7	-	-	50.0
19	Gain Hero / Xinlei Electronics 蓝源实业	1,600.0	10.3	1.01	960.0	264.0	128.0	120.0	128.0	-	-	-	-
20	Alltek Technology Corp	1,475.9	3.2	0.93	852.3	536.9	-	62.0	-	-	-	-	24.8
21	TTI Consolidated	1,400.0	7.7	0.88	504.0	75.6	82.6	184.8	148.4	226.8	32.2	113.4	32.2
22	SaMT	1,386.0	10.8	0.88	478.2	54.1	-	-	-	724.9	91.5	-	37.4
23	Wuhan P&S Information Technology 力源信息	1,368.7	25.6	0.87	1,300.3	41.1	-	13.7	-	-	-	-	13.7
24	Zenitron	1,329.8	17.1	0.84	1,119.8	131.1	14.6	31.9	-	-	-	-	32.4
25	Marubun	1,313.6	6.1	0.83	91.9	105.1	926.1	26.3	-	144.5	-	-	19.7
26	SUNRAY Electronics / Shenzhen Lanyuan Industria	1,196.3	2.2	0.76	1,196.3	-	-	-	-	-	-	-	-
27	Xiamen Holder Electronics 信和达 (Xiamen Xinhec	1,175.0	27.0	0.74	1,175.0	-	-	-	-	-	-	-	-
28	Best of Best Holdings 好上好控股	1,164.3	15.5	0.74	1,059.5	58.2	-	46.6	-	-	-	-	-
29	Nanjing Sunlord Electronics 南京商络	1,143.6	36.3	0.72	1,142.5	1.1	-	-	-	-	-	-	-
30	Smart-Core Holdings 芯智控股	846.6	42.0	0.54	657.6	-	0.1	186.4	-	-	-	-	2.6
31	Ryoden	750.2	(10.7)	0.47	100.5	29.3	591.9	13.5	-	-	10.5	-	4.5
32	YITOA / Yingtang Intelligent Control 英唐智控	716.5	5.4	0.45	716.5	-	-	-	-	-	-	-	-
33	DigiKey	660.0	20.0	0.42	209.5	35.6	83.0	79.0	79.0	67.2	11.9	47.4	47.4
34	Serial Microelectronics	658.4	11.5	0.42	425.8	24.0	7.6	39.5	65.8	37.5	46.1	-	12.0
35	ROAD WELL 路必康	620.0	10.7	0.39	595.2	-	-	24.8	-	-	-	-	-
36	Allcore Group / Quanxin Technology Group	590.0	16.8	0.37	525.1	32.5	-	14.8	-	-	17.7	-	-
37	Shenzhen Huaxinke Technology (HXK) 华信科	480.0	9.1	0.30	480.0	-	-	-	-	-	-	-	-
38	Upstar Technology 博思达	410.0	7.9	0.26	410.0	-	-	-	-	-	-	-	-
39	SIIX	385.0	6.3	0.24	119.4	73.2	123.2	27.0	-	-	24.6	-	17.7
40	RS Group	240.6	(13.4)	0.15	34.9	22.9	36.1	14.2	11.1	12.3	5.8	67.4	36.1
41	Heilind Electronics	227.9	44.8	0.14	155.4	36.5	-	16.9	15.5	1.1	2.1	-	0.5
42	AAR Corp	204.8	40.0	0.13	122.9	-	30.7	28.7	14.3	-	-	-	8.2
43	Master Electronics	168.6	13.7	0.11	111.3	-	-	57.3	-	-	-	-	-
44	Rutronik	160.0	-	0.10	107.2	3.2	-	17.6	16.0	6.4	3.2	-	6.4
45	PEI-Genesis	20.5	(5.4)	0.01	12.7	-	1.4	2.1	1.2	1.0	0.8	0.8	0.4
46	bisco industries	16.5	15.4	0.01	2.1	1.0	0.9	1.0	2.3	1.0	1.1	2.2	5.0
47	FDH Electronics	15.0	(23.1)	0.01	5.6	-	-	3.2	-	6.3	-	-	-
48	Transfer Multisort Elektronik (TME)	12.9	(2.3)	0.01	12.9	-	-	-	-	-	-	-	-
49	Powell Electronics	4.0	(50.57)	0.00	4.0	-	-	-	-	-	-	-	-
50	Wesco	-	-	-	-	-	-	-	-	-	-	-	-
	TOTAL	**158,201.4**	**16.3**		**98,863.4**	**19,405.3**	**11,759.0**	**6,996.5**	**6,869.7**	**5,391.5**	**5,294.2**	**950.6**	**2,671.2**

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TOP 50 WORLDWIDE AUTHORIZED DISTRIBUTORS – 2026 REPORT

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TOP 10 MAINLAND CHINA / HONG KONG SALES

2025 Rank	Company	2025 China Total ($ Millions)	Growth 2025/2024 (Percent)	Share of Top 50 Total Sales (Percent)
1	WPG	22,412.8	8.8	22.67
2	WT Microelectronics	17,138.2	19.6	17.34
3	CECport	7,295.3	49.8	7.38
4	Supreme Electronics	5,175.9	(8.0)	5.24
5	Shannon Semi	4,907.0	45.1	4.96
6	Avnet	4,650.6	7.8	4.70
7	Arrow Electronics, Inc.	4,419.7	9.6	4.47
8	S.A.S. Dragon	3,072.2	(9.0)	3.11
9	WeiKeng	2,801.3	24.8	2.83
10	Techtronics 泰科源	2,695.0	24.1	2.73
	Other	24,295.4	14.7	24.57
	TOTAL TOP 50	**74,568.0**	**14.8**	**100.00**

TOP 10 TAIWAN SALES

2025 Rank	Company	2025 Taiwan Total ($ Millions)	Growth 2025/2024 (Percent)	Share of Top 50 Total Sales (Percent)
1	WT Microelectronics	4,811.9	36.8	24.80
2	WPG	4,035.5	33.5	20.80
3	Avnet	2,129.2	24.8	10.97
4	CECport	1,550.3	6.0	7.99
5	Supreme Electronics	1,511.7	22.4	7.79
6	Arrow Electronics, Inc.	1,137.4	13.9	5.86
7	EDOM Technology	946.7	0.9	4.88
8	Alltek Technology Corp	536.9	4.9	2.77
9	Macnica	532.1	68.6	2.74
10	WeiKeng	449.0	13.9	2.31
	Other	1,764.8	13.8	9.09
	TOTAL TOP 50	**17,640.5**	**25.1**	**100.00**

TOP 10 JAPAN SALES

2025 Rank	Company	2025 Japan Total ($ Millions)	Growth 2025/2024 (Percent)	Share of Top 50 Total Sales (Percent)
1	Macnica	2,827.6	(1.0)	24.05
2	Restar Group	2,092.1	8.2	17.79
3	Avnet	1,568.9	18.5	13.34
4	Kanematsu	1,181.5	3.7	10.05
5	Marubun	926.1	7.2	7.88
6	Ryoyo Ryosan	924.3	2.4	7.86
7	Ryoden	591.9	(12.5)	5.03
8	Arrow Electronics, Inc.	550.9	10.4	4.69
9	WPG	461.5	21.4	3.92
10	Gain Hero / Xinlei Electronics 蓝源实业	128.0	(11.7)	1.09
	Other	506.2	8.4	4.30
	TOTAL TOP 50	**11,759.0**	**5.1**	**100.00**

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TOP 10 MALAYSIA / SINGAPORE SALES

2025 Rank	Company	2025 Malaysia / Singapore Total ($ Millions)	Growth 2025/2024 (Percent)	Share of Top 50 Total Sales (Percent)
1	WT Microelectronics	2,636.6	29.8	37.69
2	WPG	553.8	19.9	7.92
3	Avnet	481.9	9.2	6.89
4	Arrow Electronics, Inc.	462.1	14.3	6.60
5	EDOM Technology	291.8	20.4	4.17
6	CECport	273.6	(37.8)	3.91
7	Future Electronics	264.8	2.0	3.78
8	Macnica	259.9	24.5	3.71
9	WeiKeng	237.8	53.7	3.40
10	Smart-Core Holdings 芯智控股	186.4	212.7	2.66
	Other	1,348.0	9.4	19.27
	TOTAL TOP 50	**6,996.5**	**17.9**	**100.00**

TOP 10 INDIA SALES

2025 Rank	Company	2025 India Total ($ Millions)	Growth 2025/2024 (Percent)	Share of Top 50 Total Sales (Percent)
1	WT Microelectronics	2,603.7	38.8	37.90
2	WPG	1,661.4	22.3	24.19
3	Avnet	784.4	21.2	11.42
4	Arrow Electronics, Inc.	755.3	19.2	10.99
5	EDOM Technology	222.5	26.0	3.24
6	TTI Consolidated	148.4	14.2	2.16
7	Gain Hero / Xinlei Electronics 蓝源实业	128.0	17.7	1.86
8	Future Electronics	118.0	6.8	1.72
9	Kanematsu	106.3	8.8	1.55
10	Macnica	86.6	24.5	1.26
	Other	254.9	21.1	3.71
	TOTAL TOP 50	**6,869.7**	**26.8**	**100.00**

TOP 10 SOUTH KOREA SALES

2025 Rank	Company	2025 South Korea Total ($ Millions)	Growth 2025/2024 (Percent)	Share of Top 50 Total Sales (Percent)
1	WT Microelectronics	2,373.0	28.3	44.01
2	SaMT	724.9	11.6	13.44
3	WPG	584.6	19.6	10.84
4	Avnet	414.6	20.8	7.69
5	Arrow Electronics, Inc.	266.6	16.0	4.94
6	TTI Consolidated	226.8	9.0	4.21
7	Macnica	167.1	140.2	3.10
8	Restar Group	145.7	22.4	2.70
9	Marubun	144.5	3.4	2.68
10	Kanematsu	84.3	5.1	1.56
	Other	259.6	(2.1)	4.81
	TOTAL TOP 50	**5,391.5**	**21.4**	**100.00**

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TOP 10 VIETNAM SALES

2025 Rank	Company	2025 Vietnam Total ($ Millions)	Growth 2025/2024 (Percent)	Share of Top 50 Total Sales (Percent)
1	WT Microelectronics	2,669.6	40.4	50.43
2	WPG	738.4	23.6	13.95
3	Avnet	627.5	23.1	11.85
4	Arrow Electronics, Inc.	497.6	18.5	9.40
5	Restar Group	161.9	55.5	3.06
6	Future Electronics	97.8	16.8	1.85
7	Kanematsu	94.3	7.2	1.78
8	SaMT	91.5	14.2	1.73
9	EDOM Technology	87.5	48.7	1.65
10	Macnica	49.5	15.6	0.93
	Other	178.5	17.8	3.37
	TOTAL TOP 50	**5,294.2**	**31.1**	**100.00**

TOP 8 AUSTRALIA /NEW ZEALAND SALES

2025 Rank	Company	2025 Australia / New Zealand Total ($ Millions)	Growth 2025/2024 (Percent)	Share of Top 50 Total Sales (Percent)
1	Arrow Electronics, Inc.	408.8	12.1	43.00
2	Avnet	246.5	4.8	25.93
3	TTI Consolidated	113.4	9.0	11.93
4	RS Group	67.4	(13.7)	7.09
5	Future Electronics	64.1	3.4	6.74
6	DigiKey	47.4	5.9	4.99
7	bisco industries	2.2	15.4	0.23
8	PEI-Genesis	0.8	(12.0)	0.09
	Others	-	-	-
	TOTAL TOP 50	**950.6**	**6.6**	**100.00**

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