

Global distribution achieves exciting 2021 growth

In this article, ECIA's chief analyst, Dale Ford, updates unique research on the top worldwide authorized distributors

This report is the first update to the true original *Top 50 Worldwide Authorized Distributors* research that was published for the first-time last year. Once again, the goal of the research conducted to develop 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. According to the research presented in this article, Asia increased its share

of the worldwide market of the top 50 authorized distributors to 75% in 2021. The Americas and EMEA distribution markets see their share of the worldwide market continue to shrink as they come in at 13.6% and 11.4% respectively. In addition, 36 out of the top 50 authorized distributors



Dale Ford - ECIA chief analyst

are headquartered in Asia and account for 61% of distribution revenues in this analysis.

The publication of this update is part of the plan to continue 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 component lead times, bookings trends, electronics component industry sentiment, best practices for key distribution activities and more.

The top 50 worldwide authorized distributor research methodology and results

As noted in the original publication of 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 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.

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Top 50 Authorized Distributor Report 2022 Global Edition

Given these and other issues, the methodology pursued for this research needs to be briefly explained again.

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 did participate in the research for the first time this year.
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.

Distributors experienced a break-out year as strong demand propelled growth in the market to new heights. With Asia continuing in its primary driver role, the top 50 worldwide authorized distributors grew by an amazing 27.9% in 2021. By comparison, the top 50 authorized Americas distributors grew by an impressive 21.9 % in Americas sales. However, this same group of top 50 Americas distributors combined to outperform overall worldwide sales growth with 30.3% growth in worldwide revenues.

Total worldwide revenue for the top 50 authorized distributors in 2021 grew to \$188.1 B from \$147.1 B in 2020. Only four out of the top 50

distributors failed to achieve revenue growth in 2021. The highest growth was achieved by Smart-Core Holdings at an incredible 78.1% growth. The steepest decline was suffered by Marubun as its sales collapsed by -44.2% in 2021. On a worldwide basis, semiconductors continued to capture an ever-growing share of overall electronic component distribution revenues, accounting for nearly 78.7% of total revenues. By comparison,

semiconductors account for 56.4% of total Americas distribution sales in 2021. The strongest demand for revenues in 2021 was generated by the mobile communications market at \$39.8 B (21.1%) followed by industrial automation - \$31.1 B; computers/data processing/peripherals - \$26.8 B; and automotive electronics - \$22.3 B.

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Top 10 Americas sales

Rank 2021	Company	2021 Worldwide (\$ Millions)	2020 Worldwide (\$ Millions)	Growth 2021/2020 (Percent)	Share of Top 50 Total Sales (Percent)
1	Arrow Electronics, Inc.	7,827.9	6,183.1	26.6	30.5
2	Avnet	5,005.5	4,660.1	7.4	19.5
3	Digi-Key	2,585.0	1,700.1	52.0	10.1
4	Future Electronics	2,480.0	2,000.0	24.0	9.7
5	TTI	1,760.0	1,461.0	20.5	6.9
6	Mouser Electronics	1,382.7	948.0	45.9	5.4
7	DAC / Heilind	948.9	796.0	19.2	3.7
8	RS Group	879.0	642.8	36.8	3.4
9	Sager	381.0	313.0	21.7	1.5
10	WPG	372.7	254.0	46.7	1.5

Top 10 EMEA sales

Rank 2021	Company	2021 Worldwide (\$ Millions)	2020 Worldwide (\$ Millions)	Growth 2021/2020 (Percent)	Share of Top 50 Total Sales (Percent)
1	Avnet	6,911.4	5,683.7	21.6	32.2
2	Arrow Electronics, Inc.	6,248.8	4,987.5	25.3	29.1
3	RS Group	2,051.0	1,578.4	29.9	9.6
4	Future Electronics	1,600.0	1,250.0	28.0	7.5
5	TTI	1,120.0	965.0	16.1	5.2
6	Rutronik	1,110.0	904.7	22.7	5.2
7	Mouser Electronics	1,017.8	568.9	78.9	4.7
8	Digi-Key	855.7	690.0	24.0	4.0
9	Nexty Electronics	227.9	211.1	8.0	1.1
10	DAC / Heilind	85.4	66.4	28.6	0.4

Top 10 Asian sales

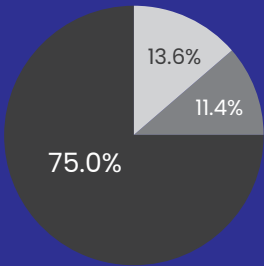
Rank 2021	Company	2021 Worldwide (\$ Millions)	2020 Worldwide (\$ Millions)	Growth 2021/2020 (Percent)	Share of Top 50 Total Sales (Percent)
1	WPG	27,437.3	20,396.0	34.5	19.5
2	WT Microelectronics	16,044.6	11,990.1	33.8	11.4
3	Arrow Electronics, Inc.	12,280.8	9,332.0	31.6	8.7
4	Avnet	9,676.4	7,517.0	28.7	6.9
5	Supreme Electronics	7,310.1	4,546.7	60.8	5.2
6	CECport	5,950.7	3,773.2	57.7	4.2
7	Macnica	5,690.0	4,226.0	34.6	4.0
8	S.A.S. Dragon	4,506.3	2,533.0	77.9	3.2
9	Nexty Electronics	4,404.3	3,804.0	15.8	3.1
10	Techtronics	4,020.0	3,200.0	25.6	2.9



With Asia continuing in its primary driver role, the top 50 worldwide authorized distributors grew by an amazing 27.9% in 2021

2021 top 50 total revenue share by region

- Americas
- EMEA
- Asia

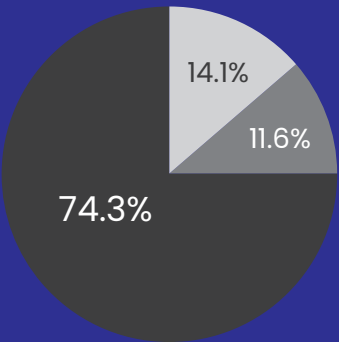


Total Revenue = \$188.1 B

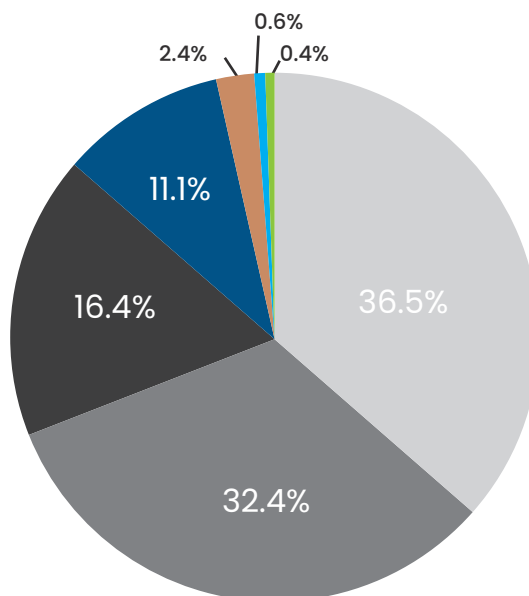
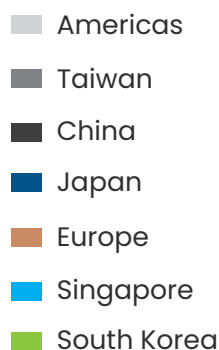
2020 top 50 total revenue share by region

- Americas
- EMEA
- Asia

Total Revenue = \$147.1 B

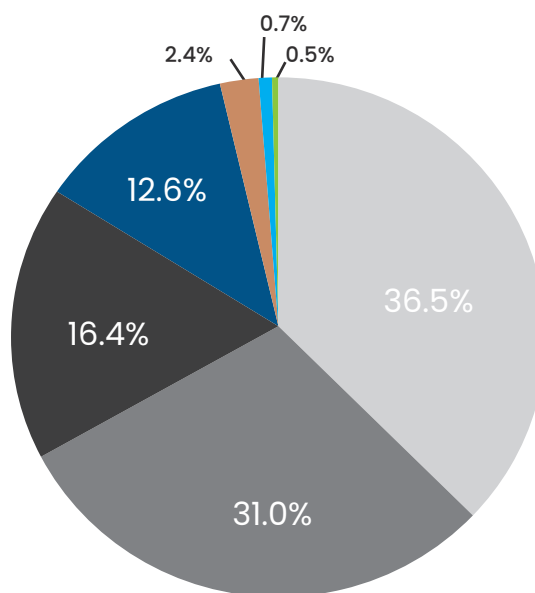
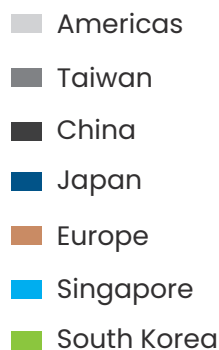


2021 revenue share by headquarters location



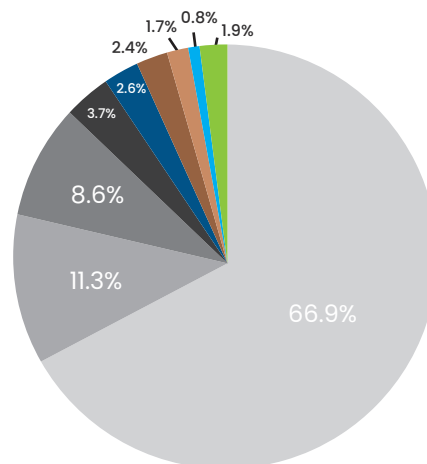
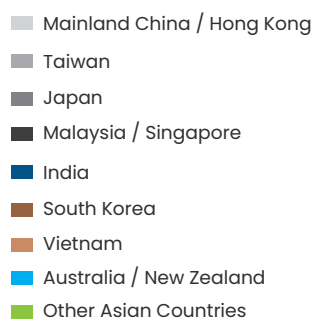
Total Revenue = \$188.1 B

2020 revenue share by headquarters location



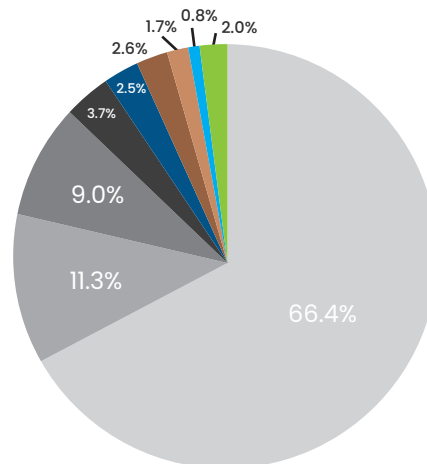
Total Revenue = \$147.1 B

2021 top 50 revenue share by Asian countries



Total Revenue = \$141.0 B

2020 top 50 revenue share by Asian countries

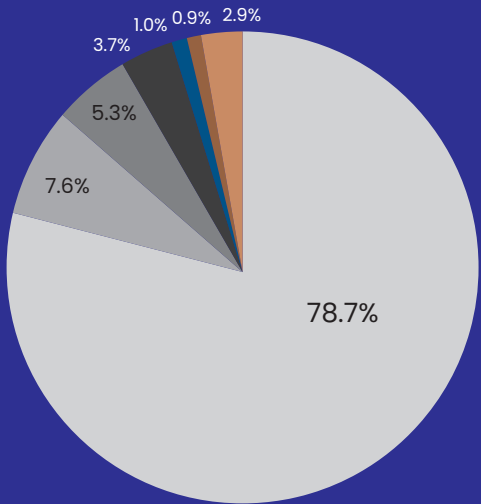


Total Revenue = \$109.4 B

2021 worldwide revenue share by component

- Semiconductors
- Interconnect
- Passives
- Electro-Mechanical
- Computer/System
- Power & Batteries
- Other

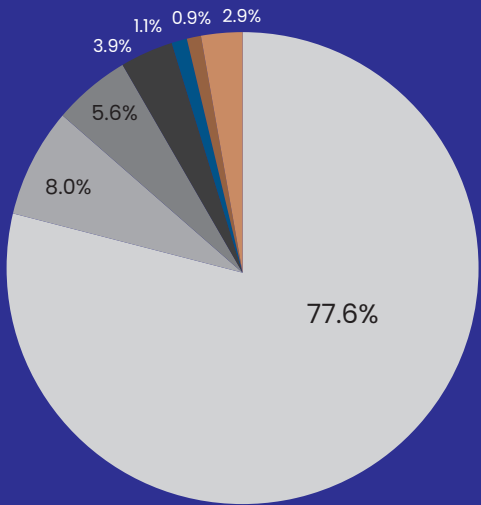
Total Revenue = \$188.1 B



2020 worldwide revenue share by component

- Semiconductors
- Interconnect
- Passives
- Electro-Mechanical
- Computer/System
- Power & Batteries
- Other

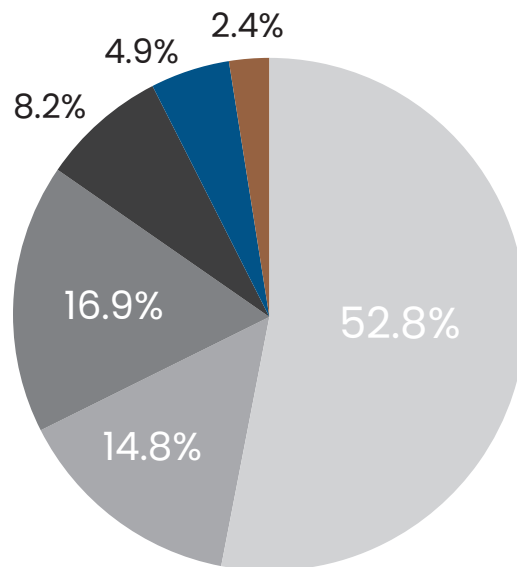
Total Revenue = \$147.1 B



Worldwide revenue share by rank

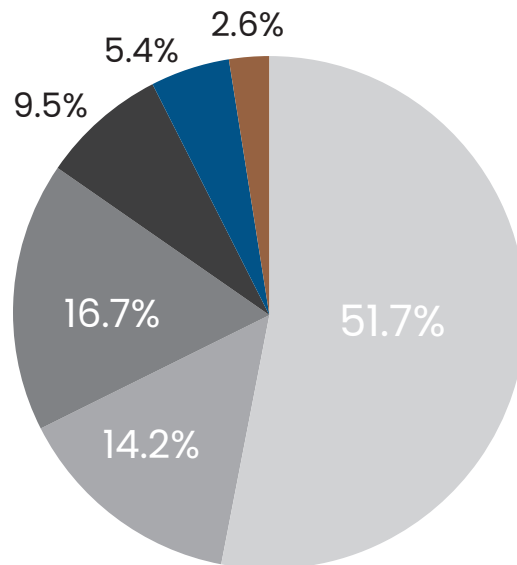
- Top 5
- Rank 6 to 10
- Rank 11 to 20
- Rank 21 to 30
- Rank 31 to 40
- Rank 41 to 50

2021

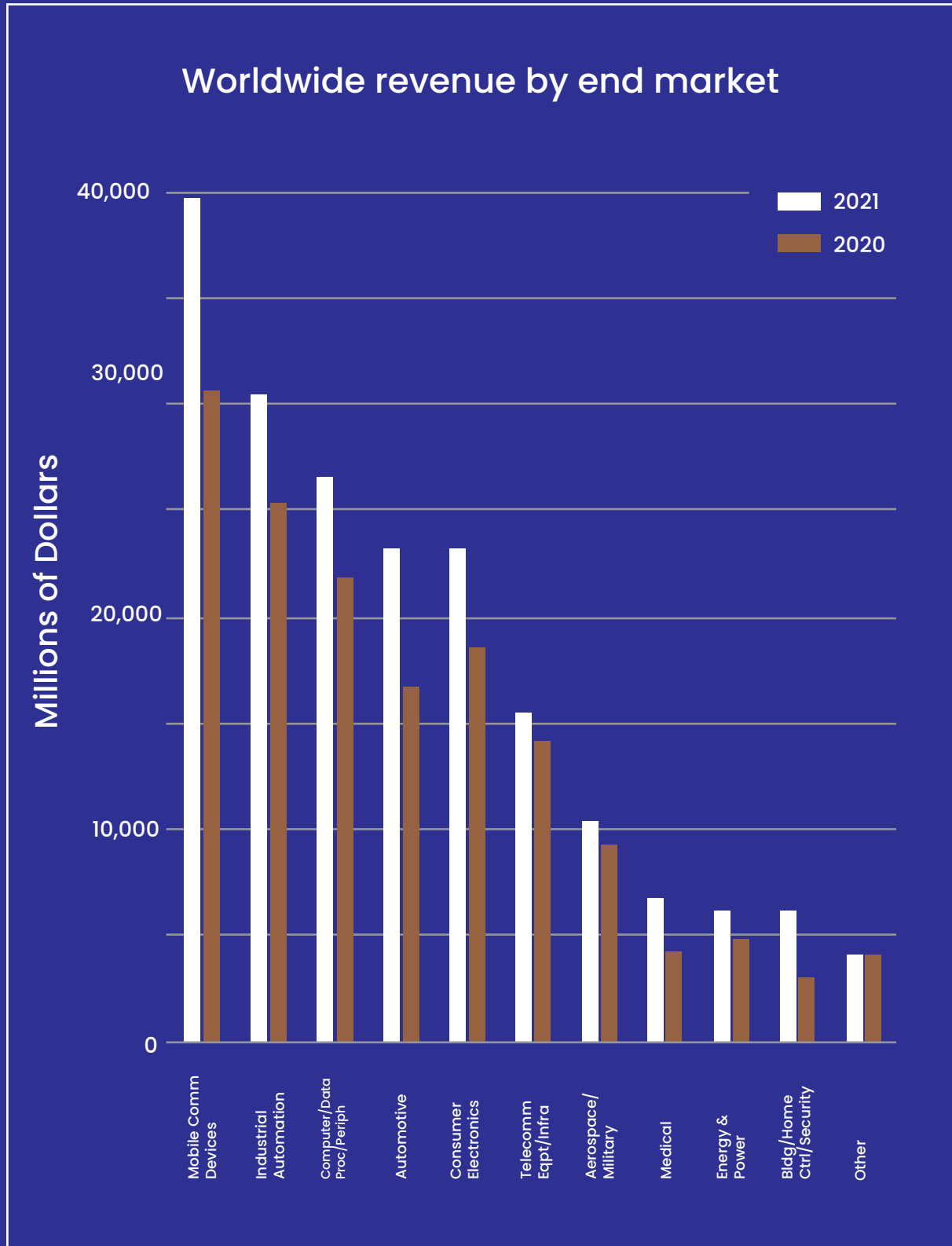


Total Revenue = \$188.1 B

2020



Total Revenue = \$147.1 B



Top 10 global sales by category

Top 10 semiconductor (active) sales

Rank 2021	Company	2021 Worldwide (\$ Millions)	2020 Worldwide (\$ Millions)	Growth 2021/2020 (Percent)	Share of Top 50 Total Sales (Percent)
1	WPG	25,852.2	19,060.0	35.6	17.5
2	Arrow Electronics, Inc.	20,532.5	15,582.0	31.8	13.9
3	Avnet	16,195.0	13,574.2	19.3	10.9
4	WT Microelectronics	16,044.6	11,990.1	33.8	10.8
5	Supreme Electronics	6,880.5	4,257.1	61.6	4.7
6	CECport	5,848.6	3,697.1	58.2	4.0
7	Macnica	5,099.8	3,777.1	35.0	3.4
8	Future Electronics	4,953.4	3,952.5	25.3	3.3
9	Techtronics 泰科源	4,020.0	3,200.0	25.6	2.7
10	S.A.S. Dragon	3,906.9	2,109.4	85.2	2.6

Top 10 electro-mechanical sales

Rank 2021	Company	2021 Worldwide (\$ Millions)	2020 Worldwide (\$ Millions)	Growth 2021/2020 (Percent)	Share of Top 50 Total Sales (Percent)
1	Arrow Electronics, Inc.	817.1	697.1	17.2	11.9
2	Avnet	712.6	607.3	17.3	10.4
3	Digi-Key	589.3	358.8	64.2	8.6
4	Restar Group	516.0	413.4	24.8	7.5
5	Ryosan	433.3	535.0	(19.0)	6.3
6	RS Group	374.4	285.4	31.2	5.4
7	S.A.S. Dragon	346.5	232.2	49.2	5.0
8	Mouser Electronics	326.7	182.9	78.6	4.7
9	SaMT	280.8	241.9	16.1	4.1
10	Kanematsu	267.6	253.1	5.7	3.9

Top 10 power & batteries sales

Rank 2021	Company	2021 Worldwide (\$ Millions)	2020 Worldwide (\$ Millions)	Growth 2021/2020 (Percent)	Share of Top 50 Total Sales (Percent)
1	WPG	556.2	433.7	28.3	32.4
2	Avnet	431.9	267.9	61.2	25.1
3	Macnica	296.5	219.6	35.0	17.3
4	Restar Group	122.9	112.7	9.0	7.2
5	Sager	121.9	90.8	34.3	7.1
6	Mouser Electronics	98.0	61.0	60.8	5.7
7	RS Group	65.1	49.6	31.2	3.8
8	Carlton-Bates	16.1	41.6	(61.2)	0.9
9	bisco industries	5.1	4.6	10.8	0.3
10	Willas-Array	4.5	4.5	(0.3)	0.3

Top 10 passive component sales

Rank 2021	Company	2021 Worldwide (\$ Millions)	2020 Worldwide (\$ Millions)	Growth 2021/2020 (Percent)	Share of Top 50 Total Sales (Percent)
1	TTI	1,736.6	1,487.7	16.7	17.4
2	Arrow Electronics, Inc.	1,265.2	1,045.6	21.0	12.7
3	Digi-Key	1,178.5	660.1	78.5	11.8
4	Avnet	971.7	910.9	6.7	9.7
5	Mouser Electronics	653.4	406.4	60.8	6.5
6	WISEWHEEL 唯时信	432.1	443.9	(2.7)	4.3
7	WPG	417.2	309.8	34.7	4.2
8	Glorison 荣采集团	416.5	369.8	12.6	4.2
9	Future Electronics	331.5	280.5	18.2	3.3
10	Nexty Electronics	322.0	310.2	3.8	3.2

Top 10 interconnect sales

Rank 2021	Company	2021 Worldwide (\$ Millions)	2020 Worldwide (\$ Millions)	Growth 2021/2020 (Percent)	Share of Top 50 Total Sales (Percent)
1	Arrow Electronics, Inc.	2,925.7	2,357.8	24.1	20.5
2	Avnet	2,418.4	2,054.0	17.7	16.9
3	TTI	1,498.2	1,230.2	21.8	10.5
4	DAC / Heilind	1,011.7	816.1	24.0	7.1
5	Nexty Electronics	842.2	762.5	10.5	5.9
6	Future Electronics	828.8	663.0	25.0	5.8
7	Digi-Key	589.3	387.5	52.1	4.1
8	Mouser Electronics	588.0	365.8	60.8	4.1
9	RS Group	537.2	409.5	31.2	3.8
10	WPG	445.0	330.4	34.7	3.1

Top 10 computer/system/other product sales

Rank 2021	Company	2021 Worldwide (\$ Millions)	2020 Worldwide (\$ Millions)	Growth 2021/2020 (Percent)	Share of Top 50 Total Sales (Percent)
1	RS Group	1,823.1	1,414.6	28.9	25.2
2	Avnet	863.7	446.5	93.4	11.9
3	Arrow Electronics, Inc.	817.1	820.1	(0.4)	11.3
4	Gain Hero 蓝源实业	419.8	379.5	10.6	5.8
5	Restar Group	417.7	334.4	24.9	5.8
6	Macnica	415.1	307.4	35.0	5.7
7	WPG	344.8	371.7	(7.2)	4.8
8	Supreme Electronics	299.1	206.1	45.1	4.1
9	WISEWHEEL 唯时信	238.0	244.5	(2.7)	3.3
10	SUNRAY 新雷科技	182.6	165.6	10.3	2.5

Top 10 distributors by sales growth

Rank 2021	Company	Sales Growth 2021/2020 (Percentage)	2021 Worldwide (\$ Millions)	2020 Worldwide (\$ Millions)
1	Smart-Core Holdings 芯智控股	87.2	1,337.1	714.4
2	S.A.S. Dragon	76.6	4,542.9	2,572.5
3	Nanjing Sunlord Electronics 南京商络	71.8	689.2	401.1
4	Digi-Key	64.2	4,714.0	2,870.0
5	IngDan Innovation (Cogobuy.com 科通芯城)	63.7	1,466.2	895.9
6	Mouser Electronics	60.8	3,266.8	2,032.2
7	Supreme Electronics	60.2	7,477.5	4,668.7
8	CECport	57.7	5,950.7	3,773.2
9	Master Electronics	57.3	538.0	342.0
10	Macnica	35.0	5,930.0	4,392.0

The final tables of this report present the complete list of Top 50 worldwide authorized distributors for 2021 along with top 10 rankings for individual component categories and top sales growth. As a major enhancement to this research the revenues for the top 50 are presented for ten 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. As expected, China is the dominant country for revenues with over 2/3rds of all Asian distribution revenue. The next largest country markets are Taiwan with 11.3% share and Japan with 8.6% share in 2021. 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 \$3.7 B in India and \$2.3 B in Vietnam in 2021.

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**As expected,
China is the
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Asian distribution
revenue**



Top 50 Authorized Distributor Report 2022 Global Edition

Rank 2021	Rank 2020	Company	Type*	Headquarters	2021 Worldwide (\$ Millions)	Growth 2021/2020 (Percent)	Share of Top 50 Total Sales (Percent)	Sales Share by Region (Percent)			
								Americas	EMEA	Asia	
1	1	WPG	1	Taiwan	27,810.0	34.7	14.79	1.3	0.0	98.7	
2	2	Arrow Electronics, Inc.	1	USA	26,357.5	28.6	14.01	29.7	23.7	46.6	
3	3	Avnet (1)	1	USA	21,593.3	20.9	11.48	23.2	32.0	44.8	
4	4	WT Microelectronics	1	Taiwan	16,044.6	33.8	8.53	0.0	0.0	100.0	
5	6	Supreme Electronics	1	Taiwan	7,477.5	60.2	3.98	2.2	0.0	97.8	
6	5	Future Electronics	1	Canada	6,375.0	25.0	3.39	38.9	25.1	36.0	
7	9	CECport	1	China	5,950.7	57.7	3.16	0.0	0.0	100.0	
8	7	Macnica	1	Japan	5,930.0	35.0	3.15	2.8	1.3	96.0	
9	8	Nexty Electronics (2)	1	Japan	4,954.2	15.0	2.63	6.5	4.6	88.9	
10	12	Digi-Key	3	USA	4,714.0	64.2	2.51	54.8	18.2	27.0	
11	14	S.A.S. Dragon	1	China	4,542.9	76.6	2.42	0.8	0.0	99.2	
12	11	Techtronics 泰科源	1	China	4,020.0	25.6	2.14	0.0	0.0	100.0	
13	10	EDOM Technology	1	Taiwan	3,868.0	5.0	2.06	1.8	0.6	97.6	
14	13	TTI	2	USA	3,405.0	19.0	1.81	51.7	32.9	15.4	
15	19	Mouser Electronics	3	USA	3,266.8	60.8	1.74	42.3	31.2	26.5	
16	15	RS Group	1	U.K.	3,255.6	31.2	1.73	27.0	63.0	10.0	
17	20	WeiKeng	1	Taiwan	2,593.7	30.8	1.38	0.0	0.0	100.0	
18	21	Restar Group (3)	2	Japan	2,457.0	30.8	1.31	0.1	0.0	99.9	
19	17	Kanematsu	2	Japan	2,267.6	7.5	1.21	0.0	0.0	100.0	
20	22	Ryosan	1	Japan	2,022.2	8.6	1.08	0.0	0.0	100.0	
21	18	WISEWHEEL 唯时信	2	China	2,020.0	-2.7	1.07	0.0	0.0	100.0	
22	23	Gain Hero 蓝源实业	1	China	1,825.0	10.6	0.97	0.0	0.0	100.0	
23	25	Alltek Technology Corp	1	Taiwan	1,688.4	18.5	0.90	0.0	0.0	100.0	
24	24	Wuhan P&S Information Technology 力源信息	1	China	1,616.7	7.7	0.86	0.0	0.0	100.0	
25	27	Zenitron	4	Taiwan	1,506.1	29.0	0.80	0.0	0.0	100.0	
26	33	IngDan Innovation (Cogobuy.com 科通芯城)	1	China	1,466.2	63.7	0.78	0.0	0.0	100.0	
27	38	Smart-Core Holdings 芯智控股	1	China	1,337.1	87.2	0.71	0.0	0.0	100.0	
28	29	Rutronik	1	Germany	1,336.0	22.6	0.71	1.9	83.1	15.0	
29	16	Marubun	2	Japan	1,294.0	-44.2	0.69	0.3	0.2	99.5	
30	26	Xiamen Holder Electronics 信和达 (Xiamen Xinheda Electronics)	4	China	1,250.0	6.4	0.66	0.0	0.0	100.0	
31	31	Ryoden	1	Japan	1,222.0	20.5	0.65	2.4	1.1	96.5	
32	32	DAC / Heilind	2	USA	1,193.0	24.0	0.63	79.5	7.2	13.3	
33	30	SaMT	2	South Korea	1,170.0	11.2	0.62	0.0	0.0	100.0	
34	36	SUNRAY 新蕾科技	1	China	830.0	10.3	0.44	0.0	0.0	100.0	
35	34	Best of Best Holdings (4) 好上好控股	1	China	825.0	5.8	0.44	0.0	0.0	100.0	
36	37	ROAD WELL 路必康	1	China	820.0	11.6	0.44	0.0	0.0	100.0	
37	35	Tianhe Galaxy	1	China	818.0	7.5	0.43	0.0	0.0	100.0	
38	39	Serial Microelectronics	1	Singapore	814.6	21.8	0.43	0.0	0.0	100.0	
39	40	SIIX	1	Japan	805.0	25.4	0.43	9.3	4.7	86.0	
40	28	YITOA 英唐智控	2	China	735.2	-35.1	0.39	0.0	0.0	100.0	
41	41	Shenzhen Huaxinke Technology (HXK) 华信科	1	China	700.0	10.2	0.37	0.0	0.0	100.0	
42	45	Nanjing Sunlord Electronics 南京商络	2	China	689.2	71.8	0.37	0.0	0.0	100.0	
43	46	Master Electronics	1	USA	538.0	57.3	0.29	68.4	0.0	31.6	
44	44	Glorison 荣采集团	2	China	490.0	12.6	0.26	0.0	0.0	100.0	
45	43	Upstar Technology 博思达	2	China	475.0	8.4	0.25	0.0	0.0	100.0	
46	42	Willas-Array	2	China	445.2	-0.3	0.24	0.0	0.0	100.0	
47	47	Sager	2	USA	381.0	21.7	0.20	100.0	0.0	0.0	
48	49	Carlton-Bates	1	USA	322.5	16.3	0.17	100.0	0.0	0.0	
49	48	PEI-Genesis	2	USA	296.3	1.8	0.16	61.5	25.9	12.5	
50	50	bisco industries	1	USA	252.5	10.8	0.13	95.0	1.4	3.6	

Sales Share by
Component (Percent)

	Semiconductor (Active)	Passive Component	Electro- Mechanical	Interconnect	Computer / Systems	Power & Batteries	Other
	93.0	1.5	0.7	1.6	1.0	2.0	0.2
	77.9	4.8	3.1	11.1	2.0	-	1.1
	75.0	4.5	3.3	11.2	1.0	2.0	3.0
	100.0	-	-	-	-	-	-
	92.0	4.0	-	-	-	-	4.0
	77.7	5.2	4.1	13.0	-	-	-
	98.3	-	-	-	-	-	1.7
	86.0	1.0	1.0	-	-	5.0	7.0
	71.7	6.5	4.8	17.0	-	-	-
	50.0	25.0	12.5	12.5	-	-	-
	86.0	6.0	7.6	-	-	-	0.4
	100.0	-	-	-	-	-	-
	98.0	-	-	-	2.0	-	-
	-	51.0	5.0	44.0	-	-	-
	45.0	20.0	10.0	18.0	4.0	3.0	-
	10.5	3.5	11.5	16.5	-	2.0	56.0
	88.0	2.0	3.0	2.0	-	-	5.0
	38.0	1.0	21.0	18.0	5.0	5.0	12.0
	65.0	7.5	11.8	9.8	-	-	5.9
	75.5	-	21.4	-	-	-	3.1
	36.4	21.4	9.1	21.3	3.4	-	8.4
	74.6	2.0	-	0.4	15.0	-	8.0
	100.0	-	-	-	-	-	-
	95.0	4.0	-	1.0	-	-	-
	93.0	5.0	-	2.0	-	-	-
	100.0	-	-	-	-	-	-
	100.0	-	-	-	-	-	-
	100.0	-	-	-	-	-	-
	90.0	-	-	6.0	-	-	4.0
	81.0	4.0	-	3.0	5.0	-	7.0
	89.0	11.0	-	-	-	-	-
	-	-	15.2	84.8	-	-	-
	22.0	26.0	24.0	28.0	-	-	-
	78.0	-	-	-	-	-	22.0
	65.0	6.0	7.0	5.0	5.0	-	12.0
	58.0	8.0	10.0	14.0	-	-	10.0
	50.0	12.0	15.0	16.0	-	-	7.0
	85.0	4.0	5.0	3.0	-	-	3.0
	95.0	-	-	-	-	-	5.0
	94.0	6.0	-	-	-	-	-
	55.8	30.5	6.3	7.5	-	-	-
	88.0	-	-	-	-	-	12.0
	73.0	4.0	6.0	9.0	5.0	-	3.0
	15.0	85.0	-	-	-	-	-
	79.0	9.0	-	12.0	-	-	-
	97.0	-	-	-	-	1.0	2.0
	-	-	34.0	25.0	-	32.0	9.0
	-	-	75.0	20.0	-	5.0	-
	-	-	-	100.0	-	-	-
	1.0	20.0	40.0	20.0	1.0	2.0	16.0

Top 50 worldwide authorized distributors

Average exchange
rates used to convert
to a common US
dollar basis

Currency	2019	2020	2021
Chinese Yuan (¥)	6.904	6.898	6.452
Hong Kong Dollar (HK\$)	7.836	7.756	7.770
Taiwan Dollar (NT\$)	30.892	29.454	27.916
Japanese Yen (¥)	109.02	106.78	109.78
Korean Won (₩)	1,165.7	1,179.2	1,145.1

*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

Top 50 Asian authorized distributors

Rank 2021	Company	2020 Asia Total (\$ Millions)	Share of Top 50 Total Sales (%)	Share of Top 50 Total Sales (%)	2021 Revenue (\$ Millions)								
					Mainland China / Hong Kong	Taiwan	Japan	South Korea	India	Vietnam	Malaysia / Singapore	Australia / New Zealand	Other Asian Countries
1	WPG	27,437.3	34.5	23.90	21,989.4	3,779.4	105.3	278.1	409.5	249.9	374.2	-	251.5
2	WT Microelectronics	16,044.6	33.8	13.97	11,024.7	2,423.4	-	680.0	365.7	470.8	743.5	-	336.5
3	Arrow Electronics, Inc.	12,280.8	31.6	10.70	6,067.2	1,182.4	1,040.1	329.1	1,268.6	572.2	569.9	668.7	582.5
4	Avnet	9,676.4	28.7	8.43	4,925.3	1,403.1	1,132.1	290.3	561.2	445.1	435.4	212.9	270.9
5	Supreme Electronics	7,310.1	60.8	6.37	5,617.4	1,640.9	-	-	-	-	51.7	-	-
6	CECport	5,950.7	57.7	5.18	5,147.4	565.3	-	-	-	-	238.0	-	-
7	Macnica	5,690.0	34.6	4.96	1,991.5	284.5	2,674.3	-	56.9	56.9	341.4	-	284.5
8	S.A.S. Dragon	4,506.3	77.9	3.92	4,307.1	131.5	-	-	1.5	18.5	36.9	-	10.8
9	Nexty Electronics	4,404.3	15.8	3.84	1,461.6	385.3	1,428.5	147.5	440.1	-	314.7	-	226.6
10	Techtronics 泰科源	4,020.0	25.6	3.50	3,891.4	-	-	-	-	-	128.6	-	-
11	EDOM Technology	3,776.0	3.8	3.29	2,301.5	1,081.4	1.5	5.3	45.3	149.5	159.7	-	31.7
12	WeiKeng	2,593.7	30.8	2.26	1,474.9	1,044.2	-	-	-	-	-	-	74.6
13	Restar Group	2,455.0	30.8	2.14	815.1	233.2	908.4	270.1	-	90.8	81.0	-	56.5
14	Future Electronics	2,295.0	24.1	2.00	1,342.6	144.6	98.7	91.8	94.1	91.8	344.3	87.2	-
15	Kanematsu	2,267.6	7.5	1.97	340.1	158.7	1,337.9	113.4	90.7	90.7	68.0	-	68.0
16	Ryosan	2,022.2	8.6	1.76	580.4	72.8	1,096.0	30.3	50.6	-	143.6	-	48.5
17	WISEWHEEL 唯时信	2,020.0	(2.7)	1.76	2,020.0	-	-	-	-	-	-	-	-
18	Gain Hero 蓝源实业	1,825.0	10.6	1.59	1,095.0	273.8	182.5	-	91.3	-	182.5	-	-
19	Alltek Technology Corp	1,688.4	18.5	1.47	1,452.1	152.0	-	-	-	-	84.4	-	-
20	Wuhan P&S Information Technology 力源信息	1,616.7	7.7	1.41	1,455.0	80.8	-	-	-	-	48.5	-	32.3
21	Zenitron	1,506.1	29.0	1.31	1,200.4	248.5	-	-	-	-	-	-	57.3
22	IngDan Innovation (cogobuy.com 科通芯城)	1,466.2	63.7	1.28	1,402.5	-	-	-	-	-	63.7	-	-
23	Smart-Core Holdings 芯智控股	1,337.1	87.2	1.16	1,305.5	-	-	-	-	-	30.9	-	0.7
24	Marubun	1,288.0	(44.2)	1.12	154.6	64.4	875.8	128.8	-	-	38.6	-	25.8
25	Digi-Key	1,273.3	165.3	1.11	471.1	63.7	178.3	101.9	76.4	12.7	165.5	89.1	114.6
26	Xiamen Holder Electronics 信和达 (Xiamen Xinheda Electronics)	1,250.0	6.4	1.09	1,250.0	-	-	-	-	-	-	-	-
27	Ryoden	1,179.0	20.5	1.03	294.8	90.8	695.6	-	-	23.6	53.1	-	21.2
28	Samt	1,170.0	11.2	1.02	409.5	-	-	760.5	-	-	-	-	-
29	Mouser Electronics	866.3	68.1	0.75	381.2	60.6	121.3	69.3	52.0	8.7	86.6	43.3	43.3
30	SUNRAY 新普科技	830.0	10.3	0.72	830.0	-	-	-	-	-	-	-	-
31	Best of Best Holdings	825.0	5.8	0.72	775.5	33.0	-	-	-	-	16.5	-	-
32	ROAD WELL 路必康	820.0	11.6	0.71	779.0	-	-	-	-	-	41.0	-	-
33	Tianhe Galaxy	818.0	7.5	0.71	818.0	-	-	-	-	-	-	-	-
34	Serial Microelectronics	814.6	21.8	0.71	562.1	48.9	-	48.9	36.7	20.4	65.2	-	32.6
35	YITOA 英唐智控	735.2	(35.1)	0.64	735.2	-	-	-	-	-	-	-	-
36	Shenzhen Huaxinke Technology (Hxk) 华信科	700.0	10.2	0.61	700.0	-	-	-	-	-	-	-	-
37	SIIX	692.0	26.5	0.60	221.5	124.6	244.7	-	-	27.7	41.5	-	32.0
38	Nanjing Sunlord Electronics 南京商络	689.2	71.8	0.60	565.1	68.9	-	-	-	-	41.4	-	13.8
39	TTI	525.0	20.7	0.46	348.5	31.5	-	5.3	15.8	5.3	84.0	5.3	31.5
40	Glorison 荣采集团	490.0	12.6	0.43	416.5	44.1	-	-	29.4	-	-	-	-
41	Upstar Technology 博思达	475.0	8.4	0.41	475.0	-	-	-	-	-	-	-	-
42	Willas-Array	445.2	(0.3)	0.39	434.0	11.1	-	-	-	-	-	-	-
43	RS Group	325.6	24.9	0.28	61.9	26.0	45.6	16.3	11.4	4.9	19.5	91.2	48.8
44	Rutronik	200.0	22.3	0.17	130.0	24.0	-	-	10.0	-	24.0	-	12.0
45	Master Electronics	170.0	198.2	0.15	119.0	-	-	-	-	-	51.0	-	-
46	DAC / Heilind	158.7	58.7	0.14	119.0	19.0	-	0.6	7.9	0.6	11.1	-	0.3
47	PEI-Genesis	37.1	6.1	0.03	37.1	-	-	-	-	-	-	-	-
48	bisco industries	9.0	47.6	0.01	9.0	-	-	-	-	-	-	-	-
49	Sager	-	-	-	-	-	-	-	-	-	-	-	-
50	Carlton-Bates	-	-	-	-	-	-	-	-	-	-	-	-

Top 50 Authorized Distributor Report 2022 Global Edition

Top 10 mainland China / Hong Kong sales

Rank 2021	Company	2021 Mainland China / Hong Kong (\$ Millions)	Growth 2021/2020 (Percent)	Share of Top 50 Total Sales (Percent)
1	WPG	21,989.4	35.4	23.32
2	WT Microelectronics	11,024.7	39.9	11.69
3	Arrow Electronics, Inc.	6,067.2	22.7	6.43
4	Supreme Electronics	5,617.4	64.4	5.96
5	CECport	5,147.4	55.0	5.46
6	Avnet	4,925.3	20.9	5.22
7	S.A.S. Dragon	4,307.1	76.7	4.57
8	Techtronics 泰科源	3,891.4	25.4	4.13
9	EDOM Technology	2,301.5	0.3	2.44
10	WISEWHEEL 唯时信	2,020.0	(2.7)	2.14

Top 10 Taiwan sales

Rank 2021	Company	2021 Taiwan (\$ Millions)	Growth 2021/2020 (Percent)	Share of Top 50 Total Sales (Percent)
1	WPG	3,779.4	29.4	23.63
2	WT Microelectronics	2,423.4	30.7	15.15
3	Supreme Electronics	1,640.9	49.2	10.26
4	Avnet	1,403.1	31.4	8.77
5	Arrow Electronics, Inc.	1,182.4	30.8	7.39
6	EDOM Technology	1,081.4	2.7	6.76
7	WeiKeng	1,044.2	10.8	6.53
8	CECport	565.3	87.3	3.53
9	Nexty Electronics	385.3	19.9	2.41
10	Macnica	284.5	124.4	1.78

Top 10 Japan sales

Rank 2021	Company	2021 Japan (\$ Millions)	Growth 2021/2020 (Percent)	Share of Top 50 Total Sales (Percent)
1	Macnica	2,674.3	34.6	21.98
2	Nexty Electronics	1,428.5	17.2	11.74
3	Kanematsu	1,337.9	9.3	11.00
4	Avnet	1,132.1	33.0	9.31
5	Ryosan	1,096.0	9.7	9.01
6	Arrow Electronics, Inc.	1,040.1	51.2	8.55
7	Restar Group	908.4	32.8	7.47
8	Marubun	875.8	(9.5)	7.20
9	Ryoden	695.6	18.5	5.72
10	SIIX	244.7	26.5	2.01

Top 10 Malaysia / Singapore sales

Rank 2021	Company	2021 Malaysia/ Singapore (\$ Millions)	Growth 2021/2020 (Percent)	Share of Top 50 Total Sales (Percent)
1	WT Microelectronics	743.5	10.1	14.35
2	Arrow Electronics, Inc.	569.9	40.7	11.00
3	Avnet	435.4	39.1	8.41
4	WPG	374.2	33.5	7.22
5	Future Electronics	344.3	24.1	6.65
6	Macnica	341.4	34.6	6.59
7	Nexty Electronics	314.7	12.6	6.07
8	CECport	238.0	57.7	4.60
9	Gain Hero 蓝源实业	182.5	10.6	3.52
10	Digi-Key	165.5	165.3	3.20

Top 10 India sales

Rank 2021	Company	2021 India (\$ Millions)	Growth 2021/2020 (Percent)	Share of Top 50 Total Sales (Percent)
1	Arrow Electronics, Inc.	1,268.6	41.2	34.15
2	Avnet	561.2	54.1	15.11
3	Nexty Electronics	440.1	18.1	11.85
4	WPG	409.5	33.6	11.02
5	WT Microelectronics	365.7	33.8	9.84
6	Future Electronics	94.1	27.2	2.53
7	Gain Hero 蓝源实业	91.3	10.6	2.46
8	Kanematsu	90.7	7.5	2.44
9	Digi-Key	76.4	-	2.06
10	Macnica	56.9	34.6	1.53

Top 10 South Korea sales

Rank 2021	Company	2021 South Korea (\$ Millions)	Growth 2021/2020 (Percent)	Share of Top 50 Total Sales (Percent)
1	SaMT	760.5	16.6	22.58
2	WT Microelectronics	680.0	14.8	20.19
3	Arrow Electronics, Inc.	329.1	69.6	9.77
4	Avnet	290.3	52.0	8.62
5	WPG	278.1	34.7	8.26
6	Restar Group	270.1	30.3	8.02
7	Nexty Electronics	147.5	12.4	4.38
8	Marubun	128.8	(61.7)	3.83
9	Kanematsu	113.4	7.5	3.37
10	Digi-Key	101.9	-	3.03

Top 10 Vietnam sales

Rank 2021	Company	2021 Vietnam (\$ Millions)	Growth 2021/2020 (Percent)	Share of Top 50 Total Sales (Percent)
1	Arrow Electronics, Inc.	572.2	47.4	24.45
2	WT Microelectronics	470.8	8.0	20.12
3	Avnet	445.1	45.1	19.02
4	WPG	249.9	33.8	10.68
5	EDOM Technology	149.5	0.5	6.39
6	Future Electronics	91.8	24.1	3.92
7	Restar Group	90.8	30.9	3.88
8	Kanematsu	90.7	7.5	3.88
9	Macnica	56.9	34.6	2.43
10	SIIX	27.7	26.5	1.18

Top 7 Australia / New Zealand sales

Rank 2021	Company	2021 Australia/ New Zealand Total (\$ Millions)	Growth 2021/2020 (Percent)	Share of Top 50 Total Sales (Percent)
1	Arrow Electronics, Inc.	668.7	36.6	56.35
2	Avnet	212.9	36.0	17.10
3	RS Group	91.2	16.6	8.32
4	Digi-Key	89.1	-	8.09
5	Future Electronics	87.2	17.9	3.67
6	Mouser Electronics	43.3	68.1	3.62
7	TTI	5.3	20.7	2.84