

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