

ECIA's TOP 50 Authorized Global Distributors Report 2023

Rank 2022	Rank 2021	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	2	Arrow Electronics, Inc.	1	USA	28,788.0	9.2	14.80	33.3	26.5	40.2	
2	3	Avnet ⁽¹⁾	1	USA	26,328.4	21.9	13.53	25.1	32.8	42.1	
3	1	WPG	1	Taiwan	23,089.0	-17.0	11.87	1.4	0.2	98.4	
4	4	WT Microelectronics	1	Taiwan	19,192.2	19.6	9.87	0.0	0.0	100.0	
5	8	Macnica	1	Japan	6,719.3	13.3	3.45	2.1	1.7	96.2	
6	6	Future Electronics	1	Canada	6,500.0	2.0	3.34	39.0	25.2	35.8	
7	7	CECport	1	China	6,435.4	8.1	3.31	0.0	0.0	100.0	
8	5	Supreme Electronics	1	Taiwan	5,848.9	-21.8	3.01	5.2	0.0	94.8	
9	10	Digi-Key	3	USA	5,100.0	8.2	2.62	55.3	18.1	26.6	
10	9	Nexty Electronics ⁽²⁾	1	Japan	5,050.2	1.9	2.60	6.3	4.5	89.2	
11	16	Mouser Electronics	3	USA	4,085.3	25.1	2.10	42.4	32.5	25.1	
12	13	EDOM Technology	1	Taiwan	3,982.8	3.0	2.05	1.2	0.5	98.3	
13	15	RS Group	1	U.K.	3,679.0	9.7	1.89	32.0	59.0	9.0	
14	14	TTI	2	USA	3,650.0	7.2	1.88	54.8	31.6	13.6	
15	11	S.A.S. Dragon	1	China	3,188.5	-29.8	1.64	0.6	0.0	99.4	
16	12	Techtronics 泰科源	1	China	2,764.0	-31.2	1.42	0.0	0.0	100.0	
17	18	Restar Group ⁽³⁾	2	Japan	2,492.0	1.4	1.28	0.1	0.0	99.9	
18	20	Ryosan	1	Japan	2,459.7	21.6	1.26	3.2	0.0	96.8	
19	17	WeiKeng	1	Taiwan	2,359.7	-9.0	1.21	0.0	0.0	100.0	
20	19	Kanematsu	2	Japan	2,126.3	-6.2	1.09	0.0	0.0	100.0	
21	23	Alltek Technology Corp	1	Taiwan	2,028.9	20.2	1.04	0.0	0.0	100.0	
22	27	Shannon Semi	1	China	2,005.4	45.7	1.03	0.0	0.0	100.0	
23	22	Gain Hero 蓝源实业	1	China	1,685.0	-7.7	0.87	0.0	0.0	100.0	
24	21	WISEWHEEL 唯时信	2	China	1,650.0	-18.3	0.85	0.0	0.0	100.0	
25	30	Marubun	2	Japan	1,470.8	15.6	0.76	0.3	0.2	99.5	
26	26	IngDan Innovation (Cogobuy.com 科通芯城)	1	China	1,417.9	-3.3	0.73	0.0	0.0	100.0	
27	29	Rutronik	1	Germany	1,347.4	0.9	0.69	2.0	82.7	15.2	
28	25	Zenitron	4	Taiwan	1,343.8	-10.8	0.69	0.0	0.0	100.0	
29	32	Ryoden	1	Japan	1,320.3	8.0	0.68	2.2	1.1	96.7	
30	33	DAC / Heilind	2	USA	1,299.1	8.9	0.67	79.5	7.3	13.2	
31	28	Smart-Core Holdings 芯智控股	1	China	1,277.8	-4.4	0.66	0.0	0.0	100.0	
32	24	Wuhan P&S Information Technology 力源信息	1	China	1,194.1	-26.1	0.61	0.0	0.0	100.0	
33	31	Xiamen Holder Electronics 信和达 (Xiamen Xinheda Electronics)	4	China	1,185.0	-5.2	0.61	0.0	0.0	100.0	
34	34	SaMT	2	South Korea	1,181.5	1.0	0.61	0.0	0.0	100.0	
35	36	Shenlei Technology (SUNRAY 新蕾科技)	1	China	1,075.7	3.8	0.55	0.0	0.0	100.0	
36	35	Best of Best Holdings ⁽⁴⁾ 好上好控股	1	China	950.9	-10.3	0.49	0.0	0.0	100.0	
37	37	Serial Microelectronics	1	Singapore	861.9	3.6	0.44	0.0	0.0	100.0	
38	39	Tianhe Galaxy	1	China	846.0	3.4	0.43	0.0	0.0	100.0	
39	40	SIIX	1	Japan	822.0	2.1	0.42	9.6	4.7	85.6	
40	38	ROAD WELL 路必康	1	China	754.0	-8.0	0.39	0.0	0.0	100.0	
41	42	Nanjing Sunlord Electronics 南京商络	2	China	719.5	4.4	0.37	0.0	0.0	100.0	
42	43	Shenzhen Huaxinke Technology (HXK) 华信科	1	China	654.0	9.0	0.34	0.0	0.0	100.0	
43	44	Master Electronics	1	USA	628.0	16.7	0.32	70.0	0.0	30.0	
44	41	YITOA 英唐智控	2	China	575.2	-21.8	0.30	0.0	0.0	100.0	
45	48	Sager	2	USA	459.0	20.5	0.24	100.0	0.0	0.0	
46	45	Glorison 荣采集团	2	China	445.0	-9.2	0.23	0.0	0.0	100.0	
47	46	Upstar Technology 博思达	2	China	440.0	-7.4	0.23	0.0	0.0	100.0	
48	47	Willas-Array	2	China	409.7	-8.0	0.21	0.0	0.0	100.0	
49	49	Carlton-Bates	1	USA	346.9	7.6	0.18	100.0	0.0	0.0	
50	50	bisco industries	1	USA	306.0	21.2	0.16	89.0	4.4	6.6	
TOTAL TOP 50					194,539.7	2.6	100.00	15.6	12.9	71.4	



Top 50 worldwide authorized distributors

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

Currency	2019	2020	2021	2022
Chinese Yuan (¥)	6.904	6.898	6.452	6.725
Hong Kong Dollar (HK\$)	7.836	7.756	7.770	7.831
Taiwan Dollar (NT\$)	30.892	29.454	27.916	29.762
Japanese Yen (¥)	109.02	106.78	109.78	131.37
Korean Won (₩)	1,165.7	1,179.2	1,145.1	1,292.2

2022 Revenue share by headquarters location

Region	Number	Revenue (\$M)	Share
Americas	11	77,491	39.8%
Taiwan	7	57,845	29.7%
China	20	29,673	15.3%
Japan	8	22,461	11.5%
Europe	2	5,026	2.6%
South Korea	1	1,181	0.60%
Singapore	1	862	0.40%
TOTAL	50	194,540	100.0%

2021 Revenue share by headquarters location

Region	Number	Revenue (\$M)	Share
Americas	11	68,399	36.1%
Taiwan	7	60,988	32.2%
China	20	32,574	17.2%
Japan	8	20,931	11.0%
Europe	2	4,691	2.5%
South Korea	1	1,170	0.60%
Singapore	1	832	0.40%
TOTAL	50	189,584	100.0%

2022 Revenue share

Company	Revenue (\$M)	Share	Growth
Top 5	104,117.0	53.5%	4.9%
Rank 6 to 10	28,934.6	14.9%	3.6%
Rank 11 to 20	30,787.4	15.8%	-3.2%
Rank 21 to 30	15,568.6	8.0%	0.8%
Rank 31 to 40	10,148.9	5.2%	-0.6%
Rank 41 to 50	4,983.2	2.6%	1.1%
TOTAL	194,539.7	100.0%	2.6%

*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

Sales Share by
Component (Percent)

	Semiconductor (Active)	Passive Component	Electro- Mechanical	Interconnect	Computer / Systems	Power & Batteries	Other
	79.0	4.2	3.0	8.8	2.0	-	3.0
	76.0	4.5	3.3	11.2	1.0	2.0	2.0
	93.4	1.4	0.6	1.6	0.9	2.0	0.2
	100.0	-	-	-	-	-	-
	86.0	1.0	1.0	-	-	5.0	7.0
	78.0	5.0	3.8	13.2	-	-	-
	98.5	0.4	-	0.3	-	-	0.8
	95.8	1.3	2.9	-	-	-	-
	42.0	21.0	10.0	17.0	4.0	6.0	-
	85.0	4.0	3.0	5.0	1.0	-	2.0
	45.0	18.0	10.0	18.0	5.0	3.0	1.0
	98.4	-	-	-	1.6	-	-
	7.5	3.5	11.0	15.0	-	2.0	61.0
	-	48.0	6.0	46.0	-	-	-
	86.0	6.0	7.6	-	-	-	0.4
	100.0	-	-	-	-	-	-
	40.0	1.0	19.0	18.0	5.0	5.0	12.0
	68.0	-	17.0	-	-	3.0	12.0
	94.3	2.8	-	2.9	-	-	-
	68.0	7.0	11.0	9.5	-	-	4.5
	100.0	-	-	-	-	-	-
	100.0	-	-	-	-	-	-
	75.3	2.0	-	0.5	14.5	-	7.7
	37.0	21.0	9.0	21.3	3.3	-	8.4
	92.0	-	-	5.0	-	-	3.0
	100.0	-	-	-	-	-	-
	100.0	-	-	-	-	-	-
	87.6	12.4	-	-	-	-	-
	-	-	22.0	78.0	-	-	-
	100.0	-	-	-	-	-	-
	95.0	4.0	-	1.0	-	-	-
	83.0	4.0	-	3.0	4.0	-	6.0
	24.0	25.0	23.0	28.0	-	-	-
	80.0	-	-	-	-	-	20.0
	67.0	6.0	7.0	6.0	4.0	-	10.0
	86.0	3.5	5.0	3.0	-	-	2.5
	52.0	12.0	15.0	16.0	-	-	5.0
	95.0	-	-	-	-	-	5.0
	60.0	8.0	10.0	14.0	-	-	8.0
	58.8	40.9	-	0.2	-	-	-
	56.5	30.0	6.0	7.5	-	-	-
	10.0	17.3	26.9	38.8	4.0	-	3.0
	92.0	8.0	-	-	-	-	-
	-	-	35.0	24.0	-	33.0	8.0
	17.0	83.0	-	-	-	-	-
	81.0	9.0	-	10.0	-	-	-
	97.0	-	-	-	-	1.0	2.0
	-	-	85.0	5.0	-	5.0	5.0
	1.0	20.0	40.0	20.0	1.0	2.0	16.0
	78.6	5.1	3.7	7.3	1.1	1.1	3.1