

Top 50 Authorized Distributor Report 2024 Global Edition



Rank 2023	Rank 2022	Company	Type*	Headquarters	2023 Worldwide (\$ Millions)	Growth 2023/2022 (Percent)	Share of Top 50 Total Sales (Percent)	Sales Share by Region (Percent)		
								Americas	EMEA	Asia
1	2	Avnet (1)	1	USA	25,577.2	-2.9	14.37	25.9	36.7	37.4
2	1	Arrow Electronics, Inc.	1	USA	25,419.9	-11.7	14.28	31.3	31.8	36.9
3	3	WPG	1	Taiwan	21,544.9	-6.7	12.10	1.8	0.2	98.0
4	4	WT Microelectronics	1	Taiwan	19,095.9	-0.5	10.73	0.0	0.0	100.0
5	5	Macnica	1	Japan	6,945.2	4.0	3.90	3.0	1.4	95.6
6	6	Future Electronics	1	Canada	5,165.0	-20.5	2.90	38.7	27.6	33.7
7	8	Supreme Electronics	1	Taiwan	4,886.9	-16.4	2.74	4.9	0.0	95.1
8	7	CECport	1	China	4,882.3	-24.1	2.74	0.0	0.0	100.0
9	10	Nexty Electronics (2)	1	Japan	4,550.0	-9.9	2.56	6.3	4.7	89.0
10	9	Digi-Key	3	USA	4,146.0	-24.6	2.33	57.6	26.0	16.3
11	13	TTI	2	USA	3,780.0	3.6	2.12	54.8	34.4	10.8
12	11	Mouser Electronics	3	USA	3,680.8	-9.9	2.07	45.0	33.2	21.8
13	15	RS Group	1	U.K.	3,592.1	16.8	2.02	32.0	59.0	9.0
14	12	EDOM Technology	1	Taiwan	3,430.8	-13.9	1.93	1.3	0.2	98.5
15	14	S.A.S. Dragon	1	China	2,845.7	-10.3	1.60	0.6	0.0	99.4
16	20	Kanematsu	2	Japan	2,539.4	19.4	1.43	0.0	0.0	100.0
17	18	Restar Group (3)	2	Japan	2,282.0	-8.4	1.28	0.1	0.0	99.9
18	19	WeiKeng	1	Taiwan	2,276.0	-3.5	1.28	0.0	0.0	100.0
19	16	Techtronics 泰科源	1	China	2,260.0	-18.2	1.27	0.0	0.0	100.0
20	17	Ryosan	1	Japan	1,990.5	-22.9	1.12	3.8	0.0	96.2
21	22	Alltek Technology Corp	1	Taiwan	1,798.5	-11.4	1.01	0.0	0.0	100.0
22	21	Shannon Semi	1	China	1,594.4	-22.1	0.90	0.0	0.0	100.0
23	26	Rutronik	1	Germany	1,442.0	4.4	0.81	3.5	85.3	11.2
24	23	Gain Hero 蓝源实业	1	China	1,380.0	-18.1	0.78	0.0	0.0	100.0
25	24	WISEWHEEL 唯时信	2	China	1,350.0	-18.2	0.76	0.0	0.0	100.0
26	33	Marubun	2	Japan	1,327.3	12.1	0.75	0.5	0.3	99.2
27	25	IngDan Innovation (Cogobuy.com 科通芯城)	1	China	1,254.2	-11.5	0.70	0.0	0.0	100.0
28	28	Ryoden	1	Japan	1,241.1	-6.0	0.70	2.2	1.2	96.6
29	35	DAC / Heilind	2	USA	1,231.0	12.4	0.69	76.9	8.0	15.0
30	30	Wesco	1	USA	1,223.6	-1.7	0.69	100.0	0.0	0.0
31	36	Shenlei Technology (SUNRAY 新蕾科技)	1	China	1,159.5	7.8	0.65	0.0	0.0	100.0
32	27	Zenitron	4	Taiwan	1,045.8	-22.2	0.59	0.0	0.0	100.0
33	34	SaMT	2	South Korea	985.9	-16.5	0.55	0.0	0.0	100.0
34	32	Xiamen Holder Electronics 信和达 (Xiamen Xinheda Electronics)	4	China	960.0	-19.0	0.54	0.0	0.0	100.0
35	39	SIIX	1	Japan	854.9	4.0	0.48	9.4	4.6	86.0
36	31	Wuhan P&S Information Technology 力源信息	1	China	840.1	-29.6	0.47	0.0	0.0	100.0
37	37	Best of Best Holdings (4) 好上好控股	1	China	817.9	-14.0	0.46	0.0	0.0	100.0
38	29	Smart-Core Holdings 芯智控股	1	China	724.7	-43.3	0.41	0.0	0.0	100.0
39	38	Tianhe Galaxy	1	China	690.0	-18.4	0.39	0.0	0.0	100.0
40	41	Nanjing Sunlord Electronics 南京商络	2	China	652.7	-9.3	0.37	0.0	0.0	100.0
41	40	ROAD WELL 路必康	1	China	610.0	-19.1	0.34	0.0	0.0	100.0
42	43	Master Electronics	1	USA	539.0	-14.2	0.30	74.6	0.0	25.4
43	45	YITO A 英唐智控	2	China	526.2	-8.5	0.30	0.0	0.0	100.0
44	42	Shenzhen Huaxinke Technology (HXK) 华信科	1	China	510.0	-22.0	0.29	0.0	0.0	100.0
45	44	Serial Microelectronics	1	Singapore	499.3	-18.3	0.28	0.0	0.0	100.0
46	46	Sager	2	USA	441.0	-3.9	0.25	100.0	0.0	0.0
47	50	FDH Electronics (5)	2	USA	394.0	19.2	0.22	89.0	6.0	5.0
48	47	Glorison 荣采集团	2	China	360.0	-19.1	0.20	0.0	0.0	100.0
49	48	Upstar Technology 博思达	2	China	355.0	-19.3	0.20	0.0	0.0	100.0
50	51	bisco industries	1	USA	331.8	8.4	0.19	95.3	2.1	2.6
TOTAL					178,030.2	-8.5	100.00	16.3	14.8	68.9



Sales Share by
Component (Percent)

	Semiconductor (Active)	Passive Component	Electro- Mechanical	Interconnect	Computer / Systems	Power & Batteries	Other	Offer design services?	Website allows purchase of parts?
	84.5	3.1	2.3	7.7	1.7	0.3	0.5	Y	Y
	78.5	4.7	3.6	5.7	4.0	-	3.5	Y	Y
	91.8	2.2	1.0	2.6	0.7	1.7	0.1	Y	Y
	100.0	-	-	-	-	-	-	Y	Y
	97.8	-	-	-	-	2.2	-	Y	Y
	70.0	10.0	8.0	8.0	1.0	3.0	-	Y	Y
	95.1	1.7	3.2	-	-	-	-	N	N
	98.5	0.6	-	0.4	-	-	0.5	Y	Y
	85.0	4.0	3.0	5.0	1.0	-	2.0	Y	Y
	40.3	19.7	11.0	17.9	4.6	6.4	0.1	N	Y
	-	50.0	6.0	44.0	-	-	-	Y	Y
	38.0	17.0	12.0	21.0	6.0	4.0	2.0	N	Y
	7.7	3.3	10.8	15.1	-	2.0	61.1	Y	Y
	98.3	-	-	-	1.7	-	-	Y	Y
	87.0	5.5	7.1	-	-	-	0.4	Y	N
	74.0	6.0	9.0	7.5	-	-	3.5	Y	N
	44.0	1.0	17.0	18.0	4.0	5.0	11.0	N	Y
	94.8	2.5	-	2.7	-	-	-	Y	N
	95.0	5.0	-	-	-	-	-	Y	Y
	74.2	-	18.3	-	-	3.0	4.5	Y	N
	100.0	-	-	-	-	-	-	Y	N
	100.0	-	-	-	-	-	-	N	N
	42.3	29.7	10.4	-	17.6	-	-	Y	N
	78.0	2.0	-	0.5	12.0	-	7.5	Y	N
	39.0	20.0	8.5	21.3	3.3	-	7.9	Y	Y
	100.0	-	-	-	-	-	-	Y	N
	100.0	-	-	-	-	-	-	N	N
	88.0	12.0	-	-	-	-	-	N	N
	-	-	22.0	78.0	-	-	-	Y	Y
	-	-	70.0	10.0	-	-	20.0	Y	Y
	80.0	-	-	-	-	-	20.0	N	N
	100.0	-	-	-	-	-	-	N	Y
	27.0	23.0	22.0	28.0	-	-	-	N	Y
	85.0	3.0	-	3.0	3.0	-	6.0	Y	N
	95.0	-	-	-	-	-	5.0	Y	N
	95.0	4.0	-	1.0	-	-	-	Y	N
	67.0	6.0	7.0	6.0	4.0	-	10.0	Y	Y
	100.0	-	-	-	-	-	-	Y	Y
	54.0	11.0	14.0	16.0	-	-	5.0	Y	N
	54.3	45.6	-	0.1	-	-	-	Y	N
	61.0	8.0	9.0	14.0	-	-	8.0	Y	N
	10.0	17.3	25.9	38.8	5.0	-	3.0	Y	Y
	93.0	7.0	-	-	-	-	-	N	N
	57.5	29.0	6.0	7.5	-	-	-	Y	Y
	86.0	3.5	5.0	3.0	-	-	2.5	N	Y
	-	-	34.0	23.0	-	34.0	9.0	Y	Y
	-	-	26.0	74.0	-	-	-	Y	Y
	18.0	82.0	-	-	-	-	-	N	Y
	82.0	8.0	-	10.0	-	-	-	Y	N
	1.0	20.0	40.0	20.0	1.0	2.0	16.0	Y	Y
	78.6	5.4	4.2	6.6	1.6	0.9	2.8		

Top 50 worldwide authorized distributors

The final tables of this report present the complete list of Top 50 Worldwide Authorized Distributors for 2023 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 60.3% of

2023 revenues. However, this is a notable decline from the 64.6% share it commanded in 2022. The next largest country markets are Taiwan with 12.2% share and Japan with 11.0% share in 2023. 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 \$4.3 B in India and \$3.1 B in Vietnam in 2023, a significant jump in revenues compared to 2022.

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

Currency	2020	2021	2022	2023
Chinese Yuan (¥)	6.898	6.452	6.725	7.067
Hong Kong Dollar (HK\$)	7.756	7.770	7.831	7.819
Taiwan Dollar (NT\$)	29.454	27.916	29.762	31.133
Japanese Yen (¥)	106.78	109.78	131.37	140.52
Korean Won (₩)	1,179.2	1,145.1	1,292.2	1,305.4

*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

(5) BJG+Electro Enterprises