

## Fact Sheet



### About Avnet Technology Solutions Asia Pacific

Avnet Technology Solutions is an operating group of Avnet, Inc. (NYSE: AVT), one of the world's largest distributors of electronic components, enterprise computer and storage products and embedded subsystems. A Fortune 500 company (2010 Ranking 142) with sales of \$19.16 billion in fiscal 2010, Avnet, Inc. connects more than 300 technology suppliers with more than 100,000 customers in 70 countries around the world.

Avnet, headquartered in Phoenix, Arizona, has been in business since 1921 and was incorporated in 1955. Today Avnet has nearly 12,000 employees.

Avnet Technology Solutions markets and sells enterprise and embedded technology products from the world's premier computer manufacturers and software suppliers, as well as the services and solutions required to implement them efficiently and effectively. Our relationships with diverse technology suppliers, including well-established leaders and emerging market innovators, coupled with our rich services portfolio, help our partners reach new markets and new customers.

With the support of more than 2,500 Avnet Technology Solutions professionals around the globe, our partners become part of a worldwide network that enables them to profit from high-growth opportunities faster and with less investment, wherever they choose to do business. Our brand promise emphasizes our commitment to outperform the competition.

As a premier solutions distributor, Avnet Technology Solutions Asia Pacific is dedicated to accelerating the success of our suppliers, business partners and customers.

### Why Choose Avnet?

- Avnet is an efficient and cost-effective sales and marketing channel helping suppliers reach a broad base of customers
- Avnet's state-of-the-art logistics systems manage a high volume of transactions and complex information flows to ensure accurate and timely product delivery
- Avnet is an efficient manager of more than 300,000 unique parts in the technology supply chain
- Avnet's supply chain management solutions reduce customers' working capital and inventory risk
- Avnet's value-added solutions for design chain management help customers reduce cycle time and lower costs
- Avnet's experienced technical customer support teams ensure the highest quality solutions and products are utilized by the customer

### Message from the President

**"Asia represents a significant opportunity for Avnet and our business partners. As a premier solutions distributor, Avnet Technology Solutions will continually seek to provide our business partners and suppliers with the best possible customer experience, while at the same time we will continually accelerate their success."**

**K.P. Tang, President, Avnet Technology Solutions Asia Pacific**



### Avnet's Vision Statement

*Avnet will deliver the highest value to our customers, suppliers, employees and shareholders as the premier technology marketing, distribution, and services company, globally.*

Avnet Technology Solutions Asia Pacific has dedicated marketing and sales divisions focused on specific customer segments including OEMs, independent software vendors, system builders, system integrators, VARs and direct end customers.

**Avnet Technology Solutions Asia Pacific generates revenue in the following countries:**

Australia • China • Hong Kong • India • Indonesia • Malaysia • Singapore • Thailand • Vietnam

[www.ats.avnet.com/asia\\_pacific](http://www.ats.avnet.com/asia_pacific)



# Fact Sheet

## Our Asia Pacific-Business is focused on

- Distribution of enterprise computing products, software, storage networking solution and services value-added to the reseller channel.
- Value-added solutions which serve the unique requirements of non-PC OEMs and systems builders looking to move embedded systems or white box solutions to market quickly.
- Distribution of computing components to white box builders, system integrators, reseller and retailers.
- Solutions distribution for: Server, storage, virtualization, networking, security and mobility.

## Avnet Key Facts

- Exchange: NYSE
- Ticker Symbol: AVT
- Sector: Technology
- Founded: 1921
- Incorporated: 1955
- Went Public: 1959
- CEO: Roy Vallee
- Global Headquarters: Phoenix, Arizona (Largest publicly held Company headquartered in Arizona)
- Employees: - 12,000 Worldwide
- Auditors: KPMG LLP
- Fortune 500 Rank #142 (2010)
- Fiscal Year End: June
- Sales in >70 Countries
- 300 Locations Worldwide

## Our Product Offerings: Solutions

<b>Server</b>	HP	IBM	Lenovo
	Newisys		
<b>Software</b>	Arcad	CA	Checkpoint
	DoubleTake	IBM	Novell SUSE Linux
	Oracle	RSA Security	SurfControl
	Symantec	Vision Solutions	VMWare
<b>Storage</b>	Brocade	CA	IBM
	NetApp	StorageTek	HP
<b>Printers</b>	HP		
<b>Scanners</b>	HP	Intermec	
<b>Notebooks</b>	ASUS	Lenovo	Samsung
<b>Appliance</b>	Enterasys	Tumbleweed	
<b>Networking</b>	Alcatel	F5	HP
	HuaWei		
<b>Unified Communications</b>	Avaya		
<b>Others</b>	MGE-APC	Samsung B2B	SingTel

### Components

<b>Processors</b>	AMD		
<b>Memory Modules</b>	Kingston	Micron	
<b>Motherboard</b>	ASUS	Gigabyte	

## Avnet Technology Solutions Asia Pacific's Value Proposition

- Addressing customers' concern with a Total Solution on value-added distribution, direct sales support, design and integration, logistics and supply chain, finance service.
- Leverage on our professional Solution Sales Force, Certified pre-sales support on IBM (Server, Storage, Software), Microsoft, Symantec, CA, RSA.
- Generate more leads and channel development with Sales & Marketing Team.

### AUSTRALIA

Avnet Technology Solutions  
 Partner Express Hotline: (61) 1300 303 767  
 Avnet Technology Solutions Sydney  
 Tel: (61) 2 8877 0701  
 Avnet Technology Solutions Melbourne  
 Tel: (61) 3 9835 2500  
 Avnet Technology Solutions Brisbane  
 Tel: (61) 7 3251 4600  
 Avnet Technology Solutions Perth  
 Tel: (61) 8 6389 6600  
 Avnet Computer Components Division  
 Tel: (61) 1300 784 222

### CHINA

Avnet Beijing Office  
 Tel: (86) 10 6500 0808  
 Avnet Shanghai Office  
 Tel: (86) 21 6239 5050  
 Avnet Guangzhou Office  
 Tel: (86) 20 3874 1611  
 Avnet Tianjin Office  
 Tel: (86) 22 2378 2333  
 Avnet Representative Office  
 • Nanjing  
 • Chengdu  
 • Xian  
 Vanda Group Beijing Office

### HONG KONG

Avnet Technology (Hong Kong) Limited  
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 Vanda Group  
 Tel: (852) 2197 2888

### INDIA

Avnet Technology Solutions (India) Pvt Ltd  
 Tel: (91) 22 4420 0200

### INDONESIA

PT Avnet Datamation Solutions  
 Tel: (62) 21 344 8848

### MALAYSIA

Avnet Azure Sdn Bhd  
 Avnet Partner Solutions (M) Sdn Bhd  
 Avnet Solutions Sdn Bhd  
 Tel: (603) 7722 1980

### SINGAPORE

Avnet Technology Solutions (Singapore) Pte Ltd  
 Tel: (65) 6295 1788  
 (Value-Added Distribution and Solutions)

### THAILAND

Avnet Technology Solutions (Thailand) Ltd  
 Tel: (662) 655 1200

### VIETNAM

Avnet Sunshine Solutions Joint Stock Company  
 Tel: (84) 8 38368502