



## Ingram Micro Fact Sheet

**Ingram Micro Inc.** is the world's largest technology distributor and a leading technology sales, marketing and logistics company for the IT industry worldwide. As a vital link in the technology value chain, Ingram Micro creates sales and profitability opportunities for vendors and resellers through:

- Unique marketing programs
- Outsourced logistics services
- Technical support
- Financial services
- Product aggregation and distribution

Our corporate headquarters are located in Santa Ana, California. We support our global operations through an extensive sales and administrative office and distribution network throughout North America; Europe, Middle East and Africa (EMEA); Latin America; and Asia-Pacific.

2011 marked Ingram Micro's 15<sup>th</sup> anniversary of its IPO on the New York Stock Exchange.

### **CORPORATE ADDRESS:**

Ingram Micro Inc.  
1600 E. Saint Andrew Place  
Santa Ana, CA 92705  
Phone: (714) 566-1000

### **A HISTORY OF FIRSTS**

**Ingram Micro was the first broad-based IT distributor to:**

- Reach \$1 billion in sales
- Establish fee-for-service logistics, high-end consumer electronics and comprehensive services businesses
- Offer vendors services using predictive analytics on our database
- Deliver social networking tools to customer communities
- Provide a VAR service network with Ingram Micro Services Network (IMSN)
- Host job fairs to help resellers interview and hire technical talent
- Introduce first online catalog with real-time price and availability
- Adopt UPC codes on IT products in the IT industry
- Deploy RF-based inventory transactions
- Use laser-printed packing slips and shipping labels

### **KEY FACTS**

- Ticker Symbol: IM (NYSE)
- 2011 Revenue: \$36.3 billion
- 2011 Net Income: \$244.2 million
- 2011 EPS: \$1.53
- 2011 Fortune 500 Ranking: 75
- Employees: approximately 15,500\*
- Customers in approximately 150 countries\*
- 105 distribution centers worldwide\*
- Representing more than 1,300 vendors\*
- Serving more than 190,000 resellers\*
- Only global broad-based IT distributor with significant Asia-Pacific presence
- First-quarter 2012 ends on March 31, 2012

\*As reported in the Company's 2011 10-K

## CORPORATE LEADERS

**Alain Monié**, President and Chief Executive Officer

**William D. Humes**, Senior Executive Vice President and Chief Financial Officer

**Larry C. Boyd**, Executive Vice President, Secretary and General Counsel

**Robert Gifford**, Executive Vice President, Global Logistics

**Lynn Jolliffe**, Executive Vice President, Human Resources

**Mario Leone**, Executive Vice President and Chief Information Officer

**G. Sam Kamel**, Senior Vice President, Corporate Strategy

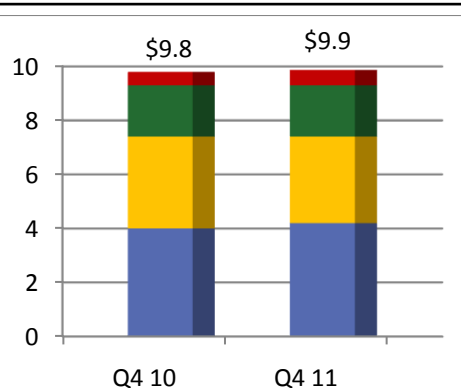
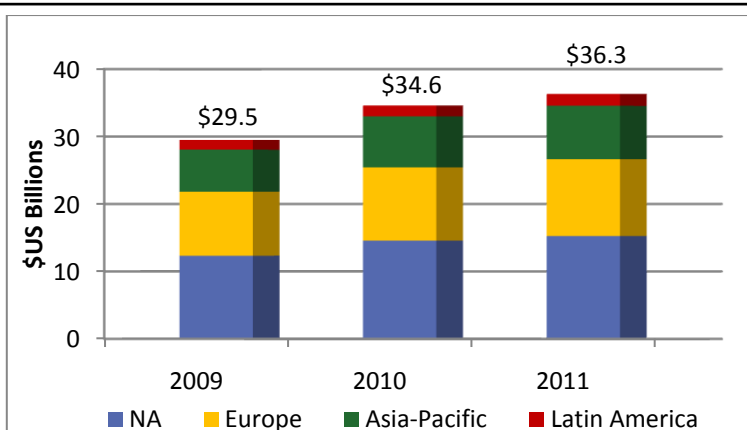
## REGIONAL LEADERS

**Keith W.F. Bradley**, Senior Executive Vice President and President, North America

**Alain Maquet**, Senior Executive Vice President and President, EMEA

**Shailendra Gupta**, Senior Executive Vice President and President, Asia-Pacific

**John Soumbasakis**, Executive Vice President and President, Latin America



## Q4 2011 FINANCIAL PERFORMANCE

- **Sales grew 1 percent YOY to \$9.95 billion**
  - Second highest sales in Company's history
- **Operating margin of 177 basis points**
  - North American and EMEA operating margins each exceeded 200 basis points
- **Net income of \$104.9 million or \$0.68 per share**
  - Includes expense of \$4.2 million, or 4 basis points of sales, related to reorganization charges associated with various cost-cutting initiatives implemented by the company during the quarter
- **Solid balance sheet and flexible structure**
  - Quarter-end cash and cash equivalents balance of \$891 million
  - Continued focus on working capital management
- **\$400 million share repurchase program**
  - 12.5 million shares of common stock purchased as of February 8, 2012 for approximately \$226 million

**Corporate Website:** [www.ingrammicro.com](http://www.ingrammicro.com) (Locator to global country websites available)

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