



# About Arrow

CU Boulder Net Impact Case Competition Support

December 2023



# Our business foundation and core message

As a global provider of technology products, services and solutions, we guide innovation and the distribution of technology, helping our customers bring the benefits of technology to as many people as possible.

- We enable customers to design and distribute technology worldwide ...
- We provide guidance and find solutions ...
- We think and act **Five Years Out**, providing a perspective on the tangible future — where what's possible aligns with what's practical in the technology supply chain ...
- We help our customers bring the benefits of technology to as many people as possible ...

*We guide innovation forward.*

# Arrow at a glance

● **Centennial, CO**  
HEADQUARTERS

● **54**  
COUNTRIES WITH EMPLOYEES

● **22,000+**  
EMPLOYEES

● **300**  
WORLDWIDE LOCATIONS

● **90+**  
COUNTRIES SERVED

● **ARW (NYSE)**  
TICKER SYMBOL

● **104**  
FORTUNE 500 RANK

● **\$37.12 billion**  
2022 SALES

● **210,000+**  
CUSTOMERS

● **1935**  
FOUNDED

In alignment with Arrow's SEC 10-K filing / Investor Relations language:

- Arrow is a global **provider of products, services and solutions** to industrial and commercial users of electronic components and enterprise computing solutions.
- The company has **two business segments**:
  - **Global components** markets and distributes electronic components enabled by a comprehensive range of engineering capabilities and services.
  - **Global enterprise computing solutions (ECS)** configures, sells, and distributes complex IT solutions through an indirect channel of resellers, solutions providers, and systems integrators.

# The Arrow extended family

Specialty businesses

**A. E. Petsche**

**Altron Arrow**

**ASPENCORE**

**ATM-APAC**

**Chip One Stop**

**Converge**

**DataModul**

**eInfochips**

**Excel Tech**

**immixGroup**

**MARUBUN/Arrow**

**NIC Components**

**Power and Signal  
Group**

**Richardson RFPD**

**SEED**

**Seneca Products**

**SiliconExpert**

**Ultra Source**

**Verical**

**Zeus**



# Select specialty businesses

Arrow-owned companies that offer focused solutions for customers and market verticals, including these brands:

<b>A. E. Petsche</b>	A global supplier of connector components for the transportation, aerospace and defense industries.
<b>Chip One Stop</b>	An online components marketplace serving design engineers in Japan.
<b>Converge</b>	Serves the market for discontinued and secondary components, especially relevant in shortage environments.
<b>eInfochips</b>	Design engineering services for electronic product and software development.
<b>immixGroup</b>	Serves U.S. government agencies and public-sector technology providers.
<b>Richardson RFPD</b>	Specializes in IoT, wireless and power technologies.
<b>SiliconExpert</b>	A component database for cross reference, inventory tracking and supply chain risk management (bill of materials, obsolescence planning, global alerts).
<b>Verical</b>	An online marketplace for discontinued or surplus components.

# Select Arrow offerings and terminology

## **Semiconductor**

Often referred to as “chips,” this is the heart of our global components business, sold through demand creation and fulfillment motions to original equipment manufacturers (OEMs).

## **Interconnect, Passive and Electromechanical (IP&E) – Formerly PEMCO**

This segment of our global components business sells and distributes to a customer set similar as that of semiconductor and complements semiconductor sales.

## **ArrowSphere**

The digital go-to-market platform for our global ECS business, ArrowSphere facilitates the sale and support of cloud, security and other software solutions as well as Arrow’s pivot to the IT-as-a-service marketplace.

## **Arrow’s Intelligent Solutions (AIS)**

Reporting to our ECS business, this team incorporates capabilities across the company by facilitating hardware-software integrations for OEMs and independent vendors.

## **Supply Chain Services**

A customized, fee-for-service offering for the management of diverse supply chains on behalf of large, complex technology customers.

## **AspenCore**

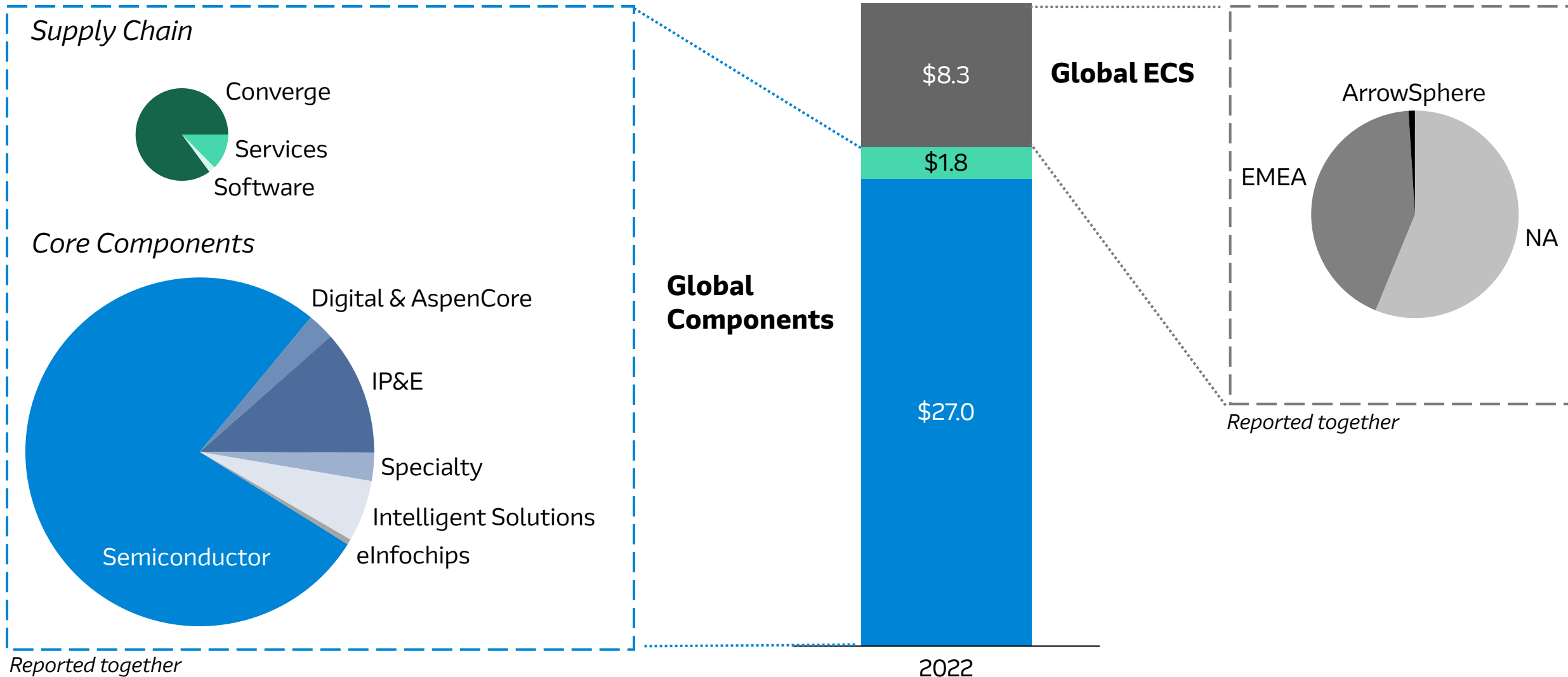
“AspenCore” is our company’s portfolio of owned electronics trade publications and our creative agency offering in-house services, as well as design and marketing solutions for suppliers and customers.

# Arrow business unit legend (2022)

		% of Revenue
Global ECS	(E)nterprise (C)omputing (S)olutions configures, sells, and distributes complex IT content through an indirect channel of resellers, solutions providers, and systems integrators.	22%
ArrowSphere	The digital go-to-market platform for ECS - it facilitates the sale, provisioning, and support of cloud and software solutions on an “as-a-service” basis.	>1%
Supply Chain Services	A customized services business for the management of complex supply chains on behalf of the world’s largest technology centric OEM’s and cloud hyperscalers, on a for-fee basis.	1%
Supply Chain Software	A subscription-based software providing validation, visibility, risk management, and compliance related to the design and deployment of integrated circuit technologies - sold to OEM’s.	>1%
Converge	A brokerage business servicing the secondary market for electronic components, especially relevant in a shortage market.	4%
Semiconductor	The heart of our Global Components business, competing in a \$600B market, sold through both demand creation and fulfillment motions to OEM’s.	56%
IP&E	The (I)nterconnect, (P)assive, and (E)lectromechanical segment of our Global Components business - selling and distributing to a customer set similar to that of Semiconductor.	8%
Digital & AspenCore	Our on-line marketplaces for the sale of electronic components and the distribution of media publications to the electronics industry.	2%
Specialty	Stand-alone distribution businesses focused on wireless connectivity, power, wire and cable, and passive components for unique verticals and customers.	2%
eInfochips	Engineering and design services for electronic product, software and AI development sold and delivered to large OEMs, on a for-fee basis.	>1%
Intelligent Solutions	Design, sells, and builds embedded compute and hardware appliance solutions for OEM's and independent software vendors.	4%
		<b>\$37B</b>

# Arrow Electronics at a glance

2022 Revenue



Specialty Businesses includes RF & Power, A.E. Petsche, and NIC Components Corp.