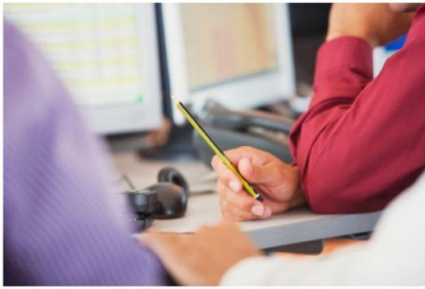


Fact Sheet



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 (2011 Ranking 132) with sales of \$26 billion in fiscal 2011, 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 17,000 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."

William Chu, 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



Fact Sheet

Avnet Key Facts

- Exchange: NYSE
- Ticker Symbol: AVT
- Sector: Technology
- Founded: 1921
- Incorporated: 1955
- Went Public: 1959
- CEO: Rick Hamada
- Global Headquarters: Phoenix, Arizona (Largest publicly held Company headquartered In Arizona)
- Employees: - 17,000 Worldwide
- Auditors: KPMG LLP
- Fortune 500 Rank #132 (2011)
- Fiscal Year End: June
- Sales in >70 Countries
- 300 Locations Worldwide

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.

Our Product Offerings: Solutions

Server	Dell	HP	IBM	Lenovo
	Oracle / Sun	Newisys		
Software	Acronis	Arcad	Atempo	AudioCodes
	CA	CommVault	CheckPoint	DoubleTake
	Fortinet	HP	IBM	Kaspersky
	Oracle / Sun	RedHat	RSA Security	Sourcefire
	SYBASE (SAP)	Tandberg Data	ThinPrint	Tipping Point
	Trend Micro	Vision Solutions	Vizioncore	VMWare
	Websense	Wyse Technology		
Storage	CA	Hitachi	IBM	NetApp
	HP			
Printers	Dell	HP		
Scanners	HP	Intermec	Motorola	
Notebooks	Lenovo	Samsung		
Appliance	Eaton	Enterasys	Tumbleweed	
Networking	Citrix	Extreme Networks	F5	HP
	HuaWei	Juniper		
Unified Communications	Avaya	Nortel Networks	ShoreTel	
Others	Apple	MGE-APC	Samsung	SingTel

Components

Processors	AMD			
Memory Modules	Kingston			
Motherboard	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.

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 • Nanjing
 • Chengdu
 • Xian
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