

# Arrow Company Profile

Arrow is a global provider of products, services, and solutions to industrial and commercial users of electronic components and enterprise computing solutions, with 2012 sales of \$20.4 billion. Arrow serves as a supply channel partner for over 100,000 original equipment manufacturers, contract manufacturers, and commercial customers through a global network of more than 470 locations in 55 countries. A Fortune 150 company with 16,500 employees worldwide, Arrow brings the technology solutions of its suppliers to a breadth of markets, including industrial equipment, information systems, automotive and transportation, aerospace and defense, medical and life sciences, telecommunications and consumer electronics, and helps customers introduce innovative products, reduce their time to market, and enhance their overall competitiveness.

## FAST FACTS

- > Ticker Symbol: ARW (NYSE)
- > 2012 Sales: \$20.4 billion
  - Global Components: \$13.4 billion
  - Global Enterprise Computing Solutions: \$7 billion
- > 2012 Net Income: \$506.3 million
- > 2012 Operating Income: \$804.1 million
- > 2012 EPS: \$4.56
- > Locations: more than 470 worldwide
- > Fortune 500 Ranking<sup>1</sup>: 141
- > Employees Worldwide: 16,500
- > Customers Worldwide: 100,000
- > Industry: Electronic Components and Computer Products Distribution
- > Founded: 1935
- > Incorporated: 1946
- > Public: 1961
- > Website: www.arrow.com

<sup>1</sup>Ranking of the largest U.S. companies based on revenue  
<sup>\*\*</sup>Defined as Europe, the Middle East, and Africa

## Executive Officers

### Michael J. Long

Chairman, President and Chief Executive Officer

### Paul J. Reilly

Executive Vice President, Finance and Operations, and Chief Financial Officer

### Peter S. Brown

Senior Vice President, General Counsel and Secretary

### Andrew S. Bryant

President, Global Enterprise Computing Solutions

### Vincent P. Melvin

Vice President and Chief Information Officer

### M. Catherine Morris

Senior Vice President and Chief Strategy Officer

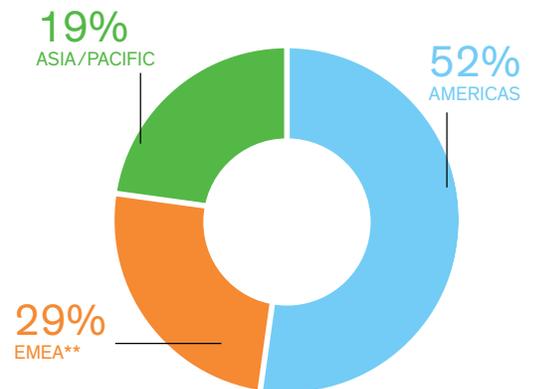
### Eric J. Schuck

President, Global Components

### Gretchen K. Zech

Senior Vice President, Global Human Resources

## 2012 Sales by Geographic Region



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**EXAMPLES OF AWARDS AND RECOGNITION**

- > Ranked 141 in the Fortune 500 (2013)
- > Recognized again as one of Fortune's Most Admired Companies (2013)
- > Named again to the InformationWeek 500 (2011)

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**MARKETS SERVED**

- > Automotive & Transportation
- > Banking
- > Communications
- > Computer & Peripherals
- > Consumer Electronics
- > Multimedia
- > Federal Aerospace and Defense
- > Industrial Equipment
- > Information Systems
- > Instrumentation
- > Lighting
- > Medical
- > Metering
- > Microcontrollers & Microprocessors
- > Mobile Computing Components
- > Networking & Datacom
- > Optoelectronics
- > Point of Access/Gaming
- > Telecommunications

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**ARROW WORLDWIDE**

Argentina, Australia, Austria, Belgium, Brazil, Canada, China, Croatia, Czech Republic, Denmark, England, Estonia, Finland, France, Germany, Greece, Hong Kong, Hungary, Iceland, India, Indonesia, Israel, Italy, Japan, Korea, Latvia, Lithuania, Luxembourg, Malaysia, Mexico, Morocco, the Netherlands, New Zealand, Norway, Philippines, Poland, Portugal, Romania, the Russian Federation, Serbia, Singapore, Slovakia, Slovenia, South Africa, Spain, Sweden, Switzerland, Taiwan, Thailand, Turkey, Ukraine, United States, Vietnam



Arrow Electronics, Inc.  
**Corporate Headquarters**  
7459 S. Lima Street  
Englewood, CO 80112  
USA  
(303) 824-4000

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**Board of Directors**

**Michael J. Long**

Chairman, President and Chief Executive Officer, Arrow Electronics, Inc.

**Barry W. Perry**

Lead Independent Director, Arrow Electronics, Inc. Former Chairman and Chief Executive Officer, Engelhard Corporation

**Philip K. Asherman**

President and Chief Executive Officer, Chicago Bridge & Iron Company

**Gail E. Hamilton**

Former Executive Vice President, Symantec Corporation

**John N. Hanson**

Non-Executive Chairman, Joy Global Inc.

**Richard S. Hill**

Chairman and Chief Executive Officer, Novellus Systems Inc.

**M.F. (Fran) Keeth**

Former President and Chief Executive Officer, Shell Chemical LP

**Andrew C. Kerin**

Chief Executive Officer, The Brickman Group

**Stephen C. Patrick**

Former Vice Chairman, Colgate-Palmolive Company

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