



fact sheet

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



Avnet, Inc., a Fortune 500 company, is one of the world's largest industrial distributors based on sales of electronic components, enterprise computer and storage products and embedded subsystems. Avnet creates a vital link in the technology supply chain that connects over 300 of the world's leading electronic component and computer product manufacturers and software developers as a value-added source for multiple products for a global customer base of over 100,000 customers. Avnet distributes electronic components, computer products and software as received from its suppliers or with assembly or other

value-added by Avnet. Additionally, Avnet provides engineering design, materials management and logistics services, system integration and configuration and supply chain advisory services.

Avnet has two primary operating groups – Electronics Marketing and Technology Solutions. Both groups have operations in each of the three major economic regions of the world: the Americas; Europe, the Middle East and Africa; and Asia/Pacific (consisting of Asia, Australia and New Zealand).

Electronics Marketing markets and distributes semiconductors, interconnect, passive and electromechanical devices, with more than 300,000 unique parts for sale. Technology Solutions markets enterprise and embedded technology products and services from the world's premier computer manufacturers and software suppliers.

Avnet, headquartered in Phoenix, Arizona, has been in business since 1921 and was incorporated in 1955. Visit www.avnet.com for more information.

Avnet Key Facts

- Fortune 500 company (#172)
- More than 100,000 customers
- More than 300 suppliers
- Does business in 70 countries
- More than 300 locations
- Ships more than 32,000 line items per day

Since the end of the fiscal year, Avnet closed six acquisitions and announced one acquisition adding more than \$1 billion in revenue to the top line, while bringing complementary customers and new suppliers. Avnet's acquisition strategy will expand geographic coverage, broaden the product portfolio and increase the competitive advantage scale and scope.

Some of the more notable acquisitions completed or announced since the end of the fiscal year were:

- Closed the Magirus Enterprise Infrastructure Division acquisition in October 2007, adding approximately \$500 million in annual revenue. This acquisition significantly increases our presence in two of the largest European IT markets, Germany and UK, while expanding our existing operations in six additional countries.
- Closed the acquisition of the IT Solutions division of Acal plc., gaining an additional 2,000 Acal resellers and system integrators as well as 180 employees focused on storage networking and document management. Acal has operations in the UK, the Netherlands, Belgium, Germany, France and Sweden and brings approximately \$200 million in revenue.
- Closed the acquisition of YEL Electronics in January 2008 focused on the interconnect, passive and electromechanical product line with more than \$200 million in revenue. YEL sells to more than 2,000 customers in eight countries across the Asia Pacific region.



Avnet's senior leadership team offers 200+ years of industry experience

Roy Vallee
Chairman & CEO

David Birk
General Counsel & Shared Services

Steve Church
Chief Human Resources and
Development Officer

Harley Feldberg
President, Electronics Marketing

Rick Hamada
Chief Operating Officer

Ed Kamins
Chief Operational Excellence Officer

Al Maag
Chief Communications Officer

John Paget
President, Technology Solutions

Steve Phillips
Chief Information Officer

Ray Sadowski
Chief Financial Officer

Key Business Highlights for Q2 FY 2008:

Record results for the quarter:

- Revenue up 22% year over year, bolstered by acquisitions
 - Organic revenue growth of 6.3% year over year
- Operating Income of \$208 million for the quarter
- Pro forma EPS grew 33% year over year to \$0.89 per share
- Return on Capital Employed (ROCE) at 12.8%, up 152 basis points year over year

For Electronics Marketing year over year:

- Americas returned to growth, up 3.7%
- 209 basis point improvement in ROWC
- Double digit growth in the IP&E business

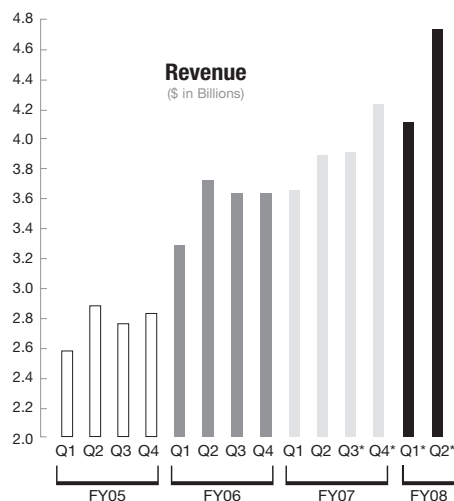
For Technology Solutions:

- Revenue grew 46% year over year (6.3% on a pro forma basis)
- Record operating income of \$99.4 million
- Operating Income Margin of 4.4% reached high end of long-term target range (3.9% to 4.4%)

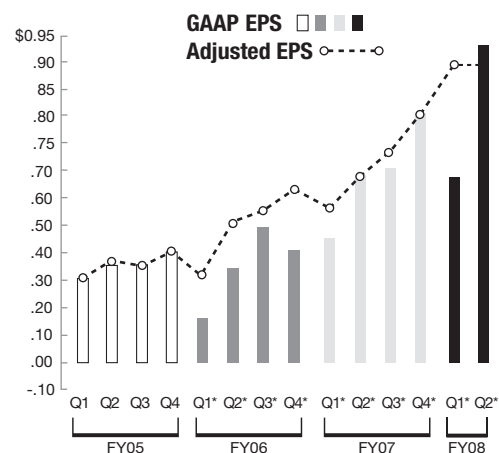
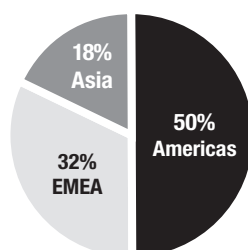
	FY 2007	FY 2006	% Change
Revenue*			
EM	9,680	9,263	5%
TS	6,001	4,991	20%
Total	\$15,681	\$14,254	10%
Operating Income*			
EM	530	419	26%
TS	232	166	40%
Corporate	(76)	(82)	-7%
Total	\$686	\$503	36%
Net Income*			
	413	275	50%
Diluted Earnings/(Loss) Per Share			
	\$2.76	\$1.87	48%

*Revenue, Operating Income and Net Income in millions. Note: Operating income, net income and EPS do not include restructuring and other items.

Key Financial Metrics



Sales by Region Q2 '08



*Avnet has reviewed its method of recording revenue related to the sales of supplier contracts and determined that such sales will now be classified on a net revenue basis rather than on a gross basis.

**GAAP EPS was impacted by restructuring and other charges. For more detail by quarter of the charges, please visit www.ir.avnet.com.



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