



Corporate History

Throughout its history, Ingram Micro Inc. has maintained its leadership role by demonstrating the knowledge and expertise needed to identify the markets and technologies that shape the IT industry. Today, the company continues to anticipate, recognize and lead industry trends, keeping Ingram Micro at the forefront of the global technology marketplace.

A Look Back – Ingram Micro in the United States

Ingram Micro's origins trace back to the founding of distributor Micro D, Inc. in July 1979 by husband and wife Geza Czige and Lorraine Mecca. The company, located in Southern California, rapidly expanded nationwide and had a public offering in 1983. Ingram Industries became a majority stockholder of Micro D in February 1986 when it acquired all common stock held by the company's founders and acquired all remaining Micro D shares in March 1989.

Meanwhile, in 1982, entrepreneurs Ronald Schreiber, Irwin Schreiber, Gerald Lippes and Paul Willax were busy founding Software Distribution Services in Buffalo, N.Y. Ingram Distribution Group, a unit of the privately held Ingram Industries, acquired Software Distribution Services in the Spring of 1985 and renamed it Ingram Software, which again expanded in December 1985 with the purchase of Softeam, a Compton, Calif.-based distributor. The operation was renamed Ingram Computer in February 1988.

Ingram merged these two former competitors together in 1989 to create the microcomputer industry's first \$1 billion computer products wholesale distribution company, Ingram Micro D. The new company established headquarters in Santa Ana, Calif. and retained an East Coast operations center for sales, credit, technical support, MIS and customer service in Buffalo, N.Y. Officials dropped the "D" from the company's name in January 1991.

In 1996, Ingram Micro became a public company, listing its shares on the New York Stock Exchange (NYSE). The company's shares continue to trade on the NYSE under the ticker symbol IM.

Ingram Micro Goes Global

With the success of Ingram Micro in the United States, the company expanded the reach of its services to global markets. By 1993, Ingram Micro quickly provided services throughout every major region in the world through a series of strategic acquisitions. Ingram Micro also created export divisions to serve the countries without an in-country operation. This aggressive strategy positioned Ingram Micro Inc. as the world's largest distributor in 1998.*

Today, Ingram Micro's four global operating regions – North America, Europe, Asia-Pacific, and Latin America – create sales and profitability opportunities for vendors and resellers through unique marketing programs, outsourced logistics services, technical support, financial services, and product aggregation and distribution. Ingram Micro Inc. serves more than 100 countries and is the only global IT distributor with operations in Asia.

Ingram Micro North America

In 2001, the company united its U.S. and Canada operating regions to become Ingram Micro North America. In doing so, the company further leveraged its existing management team, allowing the two regions to share best practices across country borders and capture economies of

*Wall Street Journal, April 29, 1998 "Ingram Micro Posts 40% Rise in Earnings"

scale. Since the merger, Ingram Micro Canada has retained its leadership role as a wholesale technology distributor in Canada. The region grew rapidly from its inception in February 1985, when the Canadian operations of Software Distribution Services acquired 50 percent of Aviva Software of Toronto. Ingram Software purchased the remaining half in December 1986, renaming the company Ingram Software Ltd. In March 1988, Micro D acquired Frantek Computer Products, Inc. of Ottawa. The group established regional headquarters in Toronto, and was subsequently renamed Ingram Micro Canada after Ingram Computer and Micro D merged in 1989.

Ingram Micro Europe

Ingram Micro entered the European market in September 1989, acquiring Softeurop, a software wholesaler based in Brussels, Belgium with subsidiaries in France and The Netherlands. Additional European acquisitions in the United Kingdom and a start-up operation in Italy followed quickly in 1991. In 1992, Ingram Micro established its European Coordination Center in Brussels to centralize the activities of its five independent operating subsidiaries. The company continued to expand its European operations through the acquisitions of House of Computers in Germany in 1993, Datateam in Denmark, Norway, Sweden, and Keylan in Spain in 1994, and TT Microtrading in Finland in 1997. In June 1998, Ingram Micro Europe made its largest acquisition to date when it took over Munich, Germany-based Macrotron AG. The move significantly expanded the company's presence throughout Germany, Austria and Switzerland and added more than 1,000 employees. Operations have since expanded to Hungary, providing Ingram Micro with its first majority-owned subsidiary in Eastern Europe, Portugal and Poland.

Ingram Micro Asia-Pacific

In 1992, Ingram Micro ventured into the Asia-Pacific region, with two operations, one in Malaysia and the other in Singapore. The company announced in November 1997 it would make a minority equity investment in Electronic Resources Limited (ERL), a leading Asian computer and electronic products distributor based in Singapore. This strategic move gained immediate entry into ten Asia-Pacific countries, including Australia, China, Hong Kong, India, Indonesia, Malaysia, New Zealand, Singapore, Thailand and Vietnam. In 1999, Ingram Micro acquired 100 percent of ERL, and renamed it Ingram Micro Asia Ltd.

Ingram Micro Latin America

In January 1993, Ingram Micro acquired a majority interest in the largest wholesale computer products distributor in Mexico and began operations in Central America as Ingram Dicom. The company acquired the remaining 30 percent minority interest in Ingram Dicom in November 1998. Ingram Micro acquired Computek, one of the largest regional computer wholesale distributors in Latin America in October 1997, providing the company with a presence in Brazil, Chile, Peru and Miami, Florida. Again in 1998, the company acquired Nordemaq Ltda in Brazil, and opened subsidiaries in Argentina, Panama and Costa Rica the following year. Together with Ingram Micro Mexico, this represented a significant step in achieving the company's goal of expansion in Latin America.

- **Latin America Export Division:** Ingram Micro established a Latin America Export Division in 1998 in Miami to serve international markets in which the company did not have a stand-alone, local operation. Today, this division serves South America, Central America and the Caribbean.

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