



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 U.S.

In 1989, two fast-growing computer distributors in the U.S., Ingram Computer and Micro D, merged together to create the microcomputer industry's first \$1 billion wholesale distribution company, Ingram Micro D.

Ingram Computer's origins trace back to Software Distribution Services, a distributor founded in 1982 by Buffalo, N.Y. entrepreneurs Ronald Schreiber, Irwin Schreiber, Gerald Lippes and Paul Willax. 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.

Meanwhile, husband and wife Geza Czige and Lorraine Mecca founded distributor Micro D in southern California in July 1979. The company 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. It acquired all remaining Micro D shares in March 1989, and the combined private company was renamed Ingram Micro D.

Formerly competitors, the two distributors assimilated and rapidly gained market share. Headquarters for the new company were established in Santa Ana, Calif. and an East Coast operations center for sales, credit, technical support, MIS and customer service was retained in Buffalo, N.Y. Officials later dropped the "D" from its name on 1 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 does business in 36 countries with sales exceeding \$30.7 billion for the fiscal year 2000. Ingram Micro's five global regions – Canada, Europe, Latin America, Asia Pacific and the U.S. – offer technology procurement services, supply chain management services, and technology product distribution and marketing to more than 175,000 technology solution providers and 1700 manufacturers.

Ingram Micro Canada

Ingram Micro Canada is the leading wholesale technology distributor in Canada and has grown rapidly since 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, Ingram Micro D acquired Frantek Computer Products, Inc. of Ottawa and renamed the group Ingram Micro Canada with headquarters in Toronto.

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 Latin America

In January 1993, Ingram Micro acquired a majority interest in Mexico with the largest wholesale distributor there and began operations in Central America as Ingram Dicom. The company gained 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 an 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 Puerto Rico, including the Caribbean.

Ingram Micro Asia-Pacific

In 1992, Ingram Micro ventured into the Asia-Pacific region, with two operations in Malaysia and 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 10 Asia-Pacific countries, including Australia, China, Hong Kong, India, Indonesia, Malaysia, New Zealand, Singapore, Thailand and Vietnam. The company forged an alliance with SOFTBANK Corp. in October 1998 to provide service and coverage for Japan. In 1999, Ingram Micro acquired 100 percent of ERL, and renamed it Ingram Micro Asia Ltd.

###