

Celebrating 40 Years of Intelligent Distribution™



Learn more about our journey from a
small family business to a global leader



smithweb.com

Founded in 1984, Smith is celebrating 40 years of Intelligent Distribution™.

Smith's Intelligent Distribution™ model adapts to ever-changing demands to provide seamless global sourcing and logistics. Our industry-leading solutions help us meet your supply chain requirements from beginning to end.

7.4B+
parts shipped in
the last five years

\$13.8B
in revenue over the
last five years

113
countries
worldwide served

Smith History

1997

Smith opens sales and distribution hub in Hong Kong

2002

Smith earns ISO 9001 certification

2011

Smith completes green renovation of Houston headquarters

2017

Smith's sales exceed \$1 billion

2023

Smith opens fifth distribution hub in Singapore

1984

Smith is founded in Houston by the Ackerley family

1999

Smith opens sales and distribution hub in Amsterdam

2005

Smith's sales exceed \$500 million

2014

Smith opens new 57,000 sq. ft. Houston operational hub, extending service capabilities

2022

Smith's sales exceed \$4 billion

Present

With 900 employees in more than 20 cities worldwide, Smith is a leader in electronic-component distribution



Smith Paves the Way for Future Supply Chain Innovations

The unprecedented semiconductor shortages in recent years sent shockwaves through the industry. The limited available inventory moved at lightning speed and prices fluctuated by the minute, leaving companies around the world scrambling to find crucial parts to complete their builds.

But after 40 years in the business, Smith has developed a keen understanding of the ebbs and flows of the market. We know how delicate the balance is between supply and demand, and we've seen that balance disrupted time and again. A single incident, such as a fire or an earthquake, can often have lasting impacts on the entire supply chain. When the whims of the industry can turn on a dime, Smith must always be ready for the next

market situation. Our worldwide team of commodity experts constantly survey the global semiconductor supply chain and identify gaps where we can support our customers. Each partner has its own unique needs and challenges, but Smith's customizable service model allows us to build flexibility and agility into our programs.

None of this would be possible, however, without Smith's continuous efforts to reinvest in our people, processes, and infrastructure. As a leading independent distributor, we don't make the products we deliver. Rather, our customers come to us for our industry expertise, certified processes, and global reach, and these investments ensure that



**By Marc Barnhill
Chief Executive Officer**

Smith is providing the best and most up-to-date market knowledge, inspection and testing services, and supply chain solutions to position our customers for success.

People Shape Smith

Smith's people are one of our greatest assets, and we harness their impact through ongoing employee recruitment, retention, and development. Our focus on creating a welcoming environment filled with rewarding opportunities has helped us to attract and retain the best talent in the industry. We celebrate our team members' milestones and recognize their outstanding achievements, which helps to foster a collaborative and cohesive workforce.

At the same time, we refuse to preserve the status quo and provide our employees with the tools and

resources needed to take the next step and drive innovation. From their first days at Smith, our employees have access to our comprehensive learning and development program. Our online learning platform, Smith University, houses more than 1,600 courses in English, Chinese, Mandarin, and Korean on topics ranging from market intelligence and operational processes to cybersecurity best practices and effective communication. New and tenured employees alike benefit from this wealth of knowledge, and together, our global team members completed more than 43,000 courses last year.

Furthermore, our management team actively identifies and evaluates high-potential employees to help fast-track their advancement. Additional opportunities, including Smith's Leadership Development Program, Level Up, and Impact Coaching and Mentoring, are also available to deepen Smith's collective thought leadership and strengthen our business strategy. These investments have generated exponential returns for Smith, as demonstrated by the remarkable tenure of our senior leadership—which exceeds 22 years on average.



Market Intelligence

The global electronics market is always changing. Get ahead of the curve with Smith's news and analysis on current commodity trends and market shifts. Let our insights help you make better strategic supply chain decisions.

LEARN MORE:



Flexibility

Smith has been privately held since 1984, which gives us unlimited flexibility and room to grow, rooted in our ability and willingness to support customers' unique needs. Every challenge has a different solution, and our global resources allow us to continuously adapt, so the solutions we deliver can be scaled up or down to grow with you.

Faster, Smarter, and Better Solutions

Coming out of the most recent shortages, we have leveraged those experiences to identify our areas of greatest success and pinpoint opportunities to streamline our processes. A leading example of this work is the launch of our Employee Suggestion Program. Through this formalized process, employees from our regional operations hubs have the opportunity to submit ideas to save Smith time and money while still maintaining our high standards for quality and safety. These

ideas are reviewed and evaluated by our Operations leadership, and the most promising ones are implemented. The results are assessed at the end of the review period, and employees are rewarded on a tiered system based on the success of their ideas. More than 100 ideas have been submitted since the program was introduced in 2022, and new ideas continue to roll in every week.

Other departments—including Trading, Purchasing, Accounting, and IT—have also

prioritized the creation of efficiencies within their processes. From streamlining cross-department communication to standardizing workflows, these subtle tweaks to our operating procedures help our global employee base to work in unison and amplify our reach and capabilities.

Foundations of Success

This practice of evolving with the market is not new to Smith, which is why we have continued to build upon our successes year after year. The first year we ever generated more than a billion dollars in global revenue was in 2017—and we've done that and more every year since. The last three years have yielded our highest annual revenues to date, but we are growing and

preparing for the record-breaking years still ahead of us.

In the wake of the shortages, Smith has continued to increase our global footprint. In the last two years, we have added two new distribution centers in Houston and Singapore, four new sales offices in London, Tokyo, São Paulo, and Detroit, and relocated or expanded ten existing sales offices worldwide,

with additional growth planned in the near future.

Additionally, we've purchased more than USD \$4 million in new testing and inspection equipment for our five distribution hubs worldwide. Coupled with the expanded space, our operational output capacity has more than doubled since the onset of the shortages.

Elevating Technology

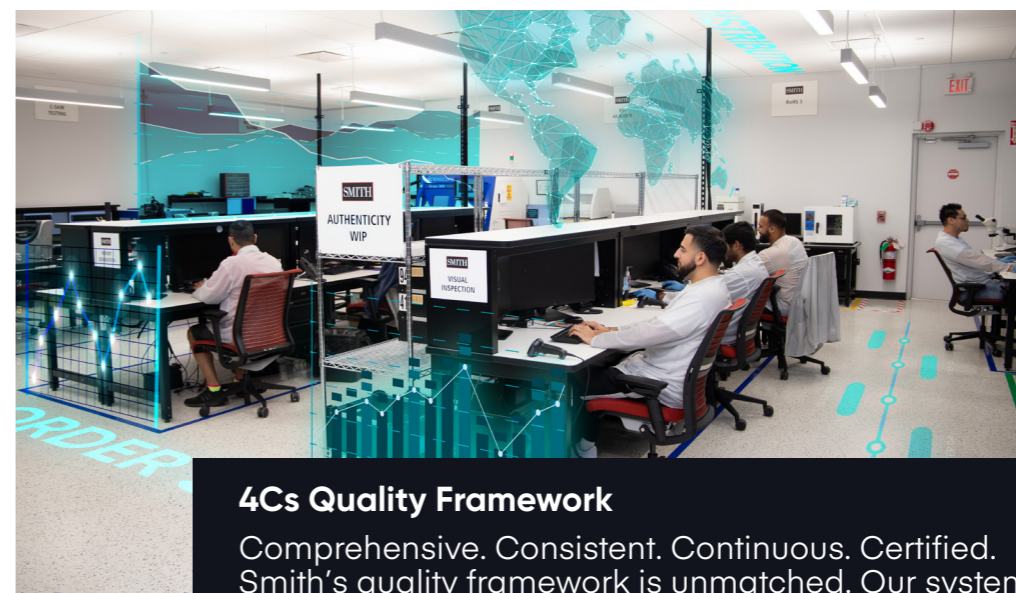
Some of our most noteworthy investments, however, stemmed from the multitude of ideas generated at last year's ELEVATE technology summit. During the three-day event, representatives from every department gathered to discuss our technology products and solutions and propose ideas for Smith's next generation of proprietary information technology. Together, we launched more than 150 initiatives to enhance our IT infrastructure.

Over the last year, our IT team has set out to implement these initiatives with

tremendous success. During our ELEVATE workshop this past February, we gathered once again to hear progress updates on our major initiatives as well as success stories from ideas that have already been implemented with positive results. We also developed new initiatives that will carry us into the next wave of the semiconductor market cycle.

Smith has made incredible strides as a leader in semiconductor distribution. Our journey from a small family business to a global powerhouse has taken

decades of effort and ingenuity, but I firmly believe that the best is yet to come. There are still countless untapped partnerships, solutions, and opportunities in front of us, and we will continue to develop the knowledge and resources needed to reach Smith's next milestone. The investments we are making today will pay dividends toward our successes tomorrow, and I look forward to leading those efforts as we march ahead into the next 40 years.



4Cs Quality Framework

Comprehensive. Consistent. Continuous. Certified. Smith's quality framework is unmatched. Our systems-based approach to quality brings everything together, from sourcing and traceability to packaging and logistics.



Powering innovation and connecting supply chains

Visit us at hall B5, booth 331

Smith representatives will be on hand to showcase our leading supply chain solutions, in-depth market analyses, and systems-based approach to quality excellence.



Trending Topics

- **Intelligent Distribution™**

Innovation is at the core of our processes. Learn more about the ways we're utilizing artificial intelligence, machine learning, and automation to continuously improve and make your supply chain leaner, faster, and more efficient.

- **SmithTrade™**

Smith's exclusive online marketplace provides a secure and easy solution for buying, bidding on, and selling excess inventory. Visit our booth to see a demonstration of our flexible and customizable part-exchange platform.

- **Commitment To Quality**

Our operational framework is built on the 4Cs: four pillars of quality that underpin our role as a pioneer in the industry. Talk with a Smith specialist to learn how we hold our products and services to the highest standards.

- **Sustainability**

Smith is committed to protecting the environment through our procedures and practices, and we strive to exceed all industry and regulatory requirements. Visit our booth to find out more about our goals for a greener future.

- **Supply Chain Solutions**

We approach every partnership that we engage in with flexibility and agility. Schedule a meeting with us to develop a customizable program that can be tailored to solve supply chain challenges across your global organization.