



Ingram Micro helps businesses Realize the Promise of Technology™ by helping them maximize the value of the technology that they make, sell or use. With its vast global infrastructure and focus on cloud, mobility, supply chain services and technology solutions, Ingram Micro enables business partners to operate more efficiently and successfully in the markets they serve.

Ingram Micro delivers a broad and deep spectrum of technology and supply chain services to businesses around the world. Founded in 1979, Ingram Micro's role as a leader and innovator in technology and supply chain solutions has fueled its rise to becoming the 62<sup>nd</sup>-ranked corporation in the FORTUNE 500.

Today, Ingram Micro remains at the forefront of the global technology marketplace, bringing the latest products and services to market and finding new ways to bring value to its customers. The company supports global operations through an extensive sales and distribution network throughout North America, Europe, Middle East, Turkey and Africa, Latin America and Asia Pacific.

#### CORPORATE ADDRESS

Ingram Micro Inc.  
3351 Michelson Drive, Suite 100  
Irvine, CA 92612-0697  
Phone: +1 (714) 566-1000

#### KEY FACTS

- Ticker symbol: IM (NYSE)
- 2014 revenue: \$46.5 billion
- 2014 net income: \$409 million non-GAAP (GAAP \$267 million)<sup>1</sup>
- 2014 EPS: \$2.56 non-GAAP (GAAP \$1.67)<sup>1</sup>
- 2015 FORTUNE 500 ranking: 62
- Employees: approximately 27,000\*
- Customers in approximately 160 countries\*\*
- 122 distribution centers worldwide\*\*
- Representing approximately 1,700 suppliers\*\*
- Serving over 200,000 customers\*\*
- Only global broad-based IT distributor with significant Asia-Pacific presence
- 2015 third quarter ended on October 3, 2015

\*As of Sept. 15, 2015

\*\*As reported in the company's 2014 10-K

1. (Click [here](#) for GAAP to non-GAAP reconciliations)

## WHY INGRAM MICRO

### PRODUCT & SERVICE PORTFOLIO

*Brings to market the largest breadth of products and services for IT, mobility and Cloud*

### VALUE-ADDED LIFECYCLE SERVICES

*Ability to tailor specific solutions for our customers*

**SUPPLY CHAIN** *World-class scalable forward, reverse and logistics services platform*

### RELATIONSHIPS + COMMUNITIES

*Comprehensive market resource / knowledge for SMB, retail and others*

*Global Scale & Reach • Operational Efficiencies • Financial Stability • Trust*

## EXECUTIVE LEADERSHIP

### Alain Monié

Chief Executive Officer

### Paul Read

President and Chief Operating Officer

### William D. Humes

Chief Financial Officer

### Paul Bay

Executive VP and Chief Executive, US and Miami Export

### Ken Beyer

Executive VP, Commerce & Fulfillment Solutions

### Larry C. Boyd

Executive VP, Secretary and General Counsel

### Nimesh Dave

Executive VP, Global Cloud Computing

### Shailendra Gupta

Executive VP and President, Mobility & Lifecycle Services

### Gina Mastantuono

Executive VP, Finance

### Ramesh Nair

Executive VP and Chief Information Officer

### Bashar Nejdawi

Executive VP & Chief Executive, US Mobility & Lifecycle Svcs.

### Gerhard Schulz

Executive VP, Global Group President

### Scott D. Sherman

Executive VP, Human Resources

### John Soumbasakis

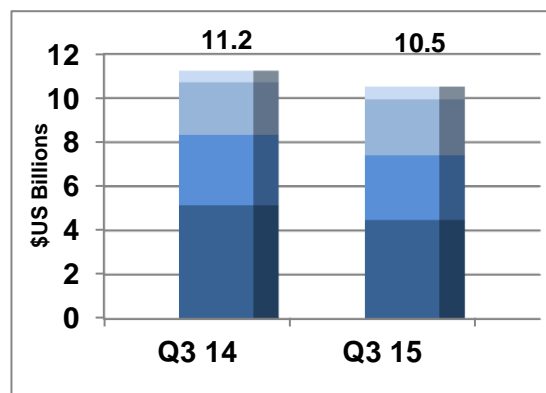
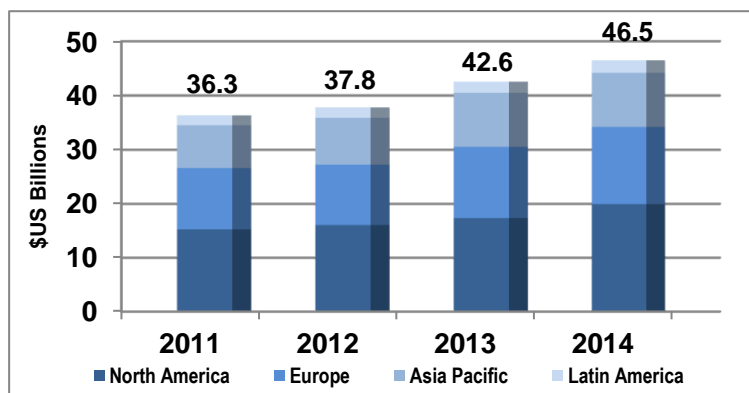
Executive VP, Business Development and Strategy

### Mike Zilis

Executive VP and Group President

### Robert J. Laikin

Advisor to the CEO & Government Relations Executive



### Q3 2015 FINANCIAL PERFORMANCE

- **Q3 revenue of \$10.5B, up 2% in constant currencies vs. Q3 14**
  - Demand remained stable globally
  - Strong constant currency growth in Europe, APAC and LATAM, supported by contribution from higher-value businesses
  - North America sales impacted by decision to exit portions of mobility distribution business (as communicated last quarter) and weaker PC sales against difficult comparables last year
  - The translation of foreign currencies negatively impacted revenues by approx. 8 percentage points versus last year.
  - Recent acquisitions contributed 2 percentage points of growth
- **Non-GAAP operating margin of 1.60%; up 17 bps YOY (Highest Q3 in 10+ years); GAAP operating margin of 1.14%**
  - Improvement resulting from contribution from higher-value businesses (incl. sales to support data center and network infrastructure deployments), operating leverage and lower sales of high volume PCs and smartphones in N. America
- **Non-GAAP earnings per share of \$0.67; up 21% in constant currency; GAAP earnings of \$0.42 per share**
  - The translation of foreign currencies had a negative impact of \$0.08 on Q3 15 EPS
- **Generated \$340 million in operating cash flow, \$965 million YTD through end of Q3 15**
  - Paid first-ever \$0.10 quarterly dividend in September and repurchased 6.4M shares of stock for \$161M in Q3 15
  - Increased FY15 operating cash flow forecast to \$1B+ from \$700M in Q2 15

**Corporate Website:** [www.ingrammicro.com](http://www.ingrammicro.com) (Locator to global country websites available)

#### CONTACTS:

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