

# We are focused on...

## EEM > Electronic and Electromechanical

Customers are responding positively to our improved EEM offer, which is broader, deeper and includes more innovative product ranges.

### Customers

- > Electronics design and production engineers
- > Field service and maintenance engineers

### Customer needs

- > Deep and innovative product ranges
- > Reliable delivery

**RS is primary supplier**

### New technology launches

- > Wireless
- > Displays
- > Solid State Lighting
- > Power Supplies
- > Embedded Computing
- > Supplier Specific Technologies



## MRO > Maintenance, Repair and Operations

Our primary focus is to simplify the offer to meet customer needs more effectively.

### Customers

- > Maintenance engineers

### Customer needs

- > Broad range of products and technologies
- > Reliable and fast delivery

**RS is secondary supplier**



## e-Commerce >

e-Commerce is a key enabler of the strategy. It allows the Group to make a very wide range of products available globally at lower cost. It also allows rapid new product introductions and price changes.

# 28%

Revenue share

# 23%

Revenue growth

