

Where we operate...

Asia Pacific >



- > 9 operating companies in 4 sub-regions across 10 countries
- > 6 warehouses
- > Content in 3 local languages
- > 60,000 locally stocked and up to 100,000 extended range products on offer
- > e-Commerce 29% of total sales

RS delivers total quality assurance to Bayer in China

Bayer, a research-based global enterprise with core competencies in the fields of health care, nutrition and high-tech materials, hosts one of its largest supply centres for the Asia Pacific region in China.

For such a large chemical enterprise as Bayer, a small delay in the delivery of goods can result in significant delays in the development of products. RS's bonded warehouse in Waigaoqiao, Pudong,

guarantees timely supply of products. RS carries products that meet Bayer's high-end requirements and offers internationally recognised brands delivered with total quality assurance. The superior RS service standard ensures Bayer's business runs smoothly.

17%
Revenue growth

Japan – RS Components helps drive Toyota Technical Development

Toyota Technical Development Corporation (TTDC is a member company of the Toyota Group) develops and supports Toyota's technologies for safety and lowering environmental impact. The company develops Hybrid Engines, Electronic Control systems and Fuel Cells for mass production.

TTDC's primary requirements are for electrical and electronic components including Resistors, DC/DC converters, PCB connectors and Capacitors. Toyota relies on RS as a key supplier because of its wide range of branded EEM components and guaranteed delivery which support TTDC's technology development and business growth.

Continental Europe >



RS helps keep the energy market going

The 'Big Four' Group of the largest Utility companies in Germany (RWE, E.on, EnBW and Vattenfall) power thousands of homes and businesses every hour of every day.

The Group's initial requirements from RS were for hand tools and electronic installations and this has expanded to include many more products. Product availability and assured delivery are at the forefront of their requirements and RS's flexible pricing on volume orders means the same RS service, but at even better prices.

With RS Components, they could rationalise their numerous suppliers to a select number of preferred suppliers. The Group saves time and money and with superior customer service, this is what makes RS a supplier of choice.

UK >



- > 2 warehouses
- > 15 trade counters and 6 call and collects
- > 150,000 products stocked locally and 85,000 extended range products on offer
- > e-Commerce 32% of total sales

RS helps e2v Technologies to innovate

e2v Technologies is a leading designer, developer and manufacturer of specialised components and subsystems for Electronic tubes and Sensors and Semiconductors. These products enable some of the world's leading OEMs to deliver innovative systems for medical, science, aerospace, defence, industrial and commercial applications.

Group Share of Turnover by Region >

9%
Asia Pacific

32%
Continental Europe

18%
North America

41%
UK



- > 10 operating companies serving 13 countries
- > 7 warehouses
- > 12 locally priced catalogues and websites
- > Up to 160,000 products available locally and 230,000 extended range products
- > e-Commerce 32% of total sales



10%
Revenue growth

North America >



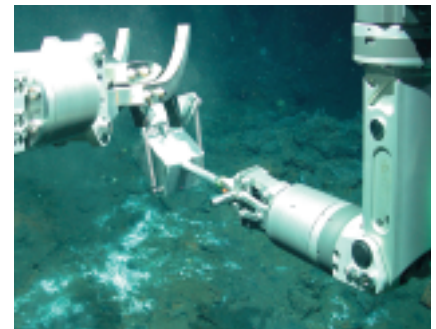
- > 55 local branches
- > Single warehouse co-located with head office in Texas
- > Annual catalogue with strong supplier input
- > 135,000 products available through the catalogue and 300,000 online
- > e-Commerce 10% of total sales

Allied Electronics helps Schilling Robotics deliver technology excellence

Schilling Robotics designs and delivers the world's highest-performing building blocks for subsea equipment operating in the world's harshest environments. The company's engineering specialties focus on high-speed digital electronics, robotics and precision machining.

When Schilling's previous supplier was unable to meet scheduled demand for a required product, Allied stepped in. Allied's local representative negotiated with the manufacturer to switch the supply of the product whilst maintaining the price. The time Allied was able to save Schilling was invaluable.

Latest technologies, new product introductions and fast access to the products and services are just some of the reasons why Schilling Robotics use Allied time and time again.



22%
Revenue growth

e2v depend on RS for the supply of a wide range of products from electronics components such as connectors to health and safety equipment.

With cost control being a crucial factor, e2v required a cost effective purchasing system which gave them total visibility of their company's spend. RS immediately fulfilled the criteria with Purchasing Manager™, RS's online purchasing solution.

Purchasing Manager™ enables companies to set spend controls, workflows and gain transparency of expenditure with RS. The system notifies users immediately if a product is not available and searches for alternatives, which prevents costly delays and frustrating waits for essential products.

Significantly RS has helped e2v to save considerable time, empower employees with spend controls and reduce administration time and control costs with Purchasing Manager™.

2%
Revenue growth