

NU HORIZONS ELECTRONICS

An Arrow Company

1982

2011

29 YEARS

FROM MODEST
BEGINNINGS,
AN EXTRAORDINARY
COMPANY



1982-95

- **1982**
 - Irving Lubman, Arthur Nadata and Richard Schuster leave Diplomat Electronics and form Nu Horizons Electronics Corp.
- **1983**
 - Nu Horizons becomes publicly traded on the American Stock Exchange
- **1984**
 - Nu Horizons opens 2nd sales facility in Fairfield, NJ and begins construction on a new corporate headquarters on Long Island, NY
- **1985**
 - Nu Horizons 3rd sales facility opens in Danvers, MA
- **1988**
 - Emphasis is placed on geographic expansion with sales facilities opening in Pinebrook, NJ; Marlton, NJ; Columbia, MD; and Rochester, NY
- **1988**
 - Nu Horizons is recognized and named to the "Fastest Growing Public Companies" list by Inc. Magazine
- **1989**
 - A new sales office opens in Ft. Lauderdale, FL
- **1991**
 - In April, Nu Horizons opens its ninth and tenth branch sales offices in Huntsville, AL and Atlanta, GA to provide expanded coverage of the Southeast market
- **1992**
 - Nu Horizons becomes listed on the NASDAQ Stock Exchange and trades under the ticker symbol NUHC

- **1993**
 - Arthur Nadata receives the coveted Entrepreneur of the Year award from Ernst and Young. Mr. Nadata would go on to be the only nominee to receive this award twice
 - New sales offices open in Cleveland, OH and Orlando, FL
- **1994**
 - Expansion begins in the Mid-West and West Coast U.S. markets with the opening of a sales facility in Dallas, Texas and the acquisition of Merit Electronics, which added locations in San Jose, CA and Seattle, WA
- **1995**
 - Sales reach \$130 million and branch offices open in Austin, TX, Edina, MN and Irvine, CA.
 - Nu Horizons achieves ISO9002 Certification

- **1996**
 - Sales increase 56% to \$202 million as Nu Horizons becomes a U.S. national distributor with nineteen sales offices, two distribution centers and over four hundred employees
 - New sales facilities open in Raleigh, NC, Los Angeles, CA and San Diego, CA
 - Nu Horizons upgrades technical service offerings to include EDI, and launches the company's first website - www.nuhorizons.com
- **1997**
 - Nu Horizons relocates its corporate headquarters to a new 80,000 square foot state-of-the-art facility and logistics center located in Melville, New York

1996-2001

- **1999**
 - Nu Horizons begins to narrow their supplier base, reducing from 53 active component suppliers to 25 of the industry's technology leaders
 - Nu Horizons is named one of the Best Managed Companies in Distribution for 1999 by Electronics Buyers News
- **2000**
 - Nu Horizons is recognized by Electronic Buyers News as the industry's "Best Managed Company"
- **2001**
 - Global expansion begins by establishing sales offices in both Canada and Singapore and forming Nu Horizons Asia. Additional U.S. locations open in Denver, CO, Portland, OR and Seattle, WA making a total of 29 branches
 - Nu Horizons is named to Fortune Magazines 100 Fastest Growing Companies



2003-06

- **2003**
 - Nu Horizons expands its market presence into six Asian markets including: China and Hong Kong, India, Malaysia, Singapore, and Taiwan
 - A new sales office opens in Guadalajara, Mexico
 - Nu Horizons is awarded the prestigious STAR Supplier Facility Award by Lockheed Martin. Designed to recognize supplier excellence, the highly coveted and exemplary STAR award is granted to a limited number of Lockheed Martin top-performing suppliers who distinguish themselves by meeting some of the most strict performance criteria within the aerospace industry. Nu Horizons is still today the only electronic component distributor to have ever earned this award-winning status
- **2004**
 - Nu Horizons continues to focus its efforts on extensive infrastructure expansion to the Asia Pacific region opening additional offices in New Delhi and Hyderabad, India; and Shenzhen, China
 - A new state-of-the-art distribution center opens in Singapore, which is five times larger than the previous facility
 - After 22 years with Nu Horizons, Irving Lubman retires as the Company's Chairman of the Board, with Arthur Nadata moving into the Chairman and CEO role and Rich Schuster becoming the Chief Operating Officer.
- **2005**
 - Net sales for the year total \$467 million, which is a 35% increase from the prior year. Expansion continues throughout China, India and Thailand, opening offices in Beijing, Shanghai, Wuhan, Mumbai, and Bangkok

- **2006**
 - Expansion continues in the Asia Pacific Region with the upgrade of many of the existing offices and new facilities opening in Nanjing and Chengdu, China
 - Nu Horizons enters the European market with the acquisition of UK based technical distributor DT Electronics.



- **2006**
 - Nu Horizons receives for the second time the prestigious Lockheed Martin STAR Supplier Award. Only 7 out of 2000 Lockheed Martin suppliers, which comes to less than one half of one percent, has been recognized with this award, and Nu Horizons is still the only electronic component distributor to be awarded this distinguished status
 - Nu Horizons Asia is ranked as one of the top five "Most Preferred International Distributors" in China in a nation-wide survey conducted by Electronics Supply & Manufacturing China magazine
 - Nu Horizons expands its Display Technology Group providing customers with additional services and display solutions from leading suppliers

2006-2007

- **2007**
 - To better support customer requirements, a new 50,000 square foot warehouse facility opens in Southaven, Mississippi, giving Nu Horizons logistics centers in Southaven, MS; Singapore and Coventry, England
 - A new global logo is introduced worldwide replacing the original logo designed in 1982



- Less than forty-five days after entry into the German market, Nu Horizons announces the acquisition of Dacom-Süd, a franchised electronic component distributor, also based in Munich
- Nu Horizons Asia continues to grow at record rates and ranks for the second time as one of the top five Most Preferred International Distributors in China. The award honors Nu Horizons for its broad product offerings, strong supply capacity, long established reputation, and focus on second and third customer tiers, and other small market segments
- Nu Horizons Asia is awarded C&D Technologies 2006 Distributor of the Year for the Asia Pacific region, honoring Nu Horizons' excellent sales effort both in demand creation activities and fulfillment business for 2006

2007-2009

- **2007**
 - To support growing regional customer requirements, Nu Horizons Asia opens a Distribution Center in Hong Kong
 - Crain's New York Business recognizes Nu Horizons as one of the Top 100 Fastest Growing Companies in NY, based on revenue growth rate and net income growth rate
- **2008**
 - Nu Horizons enters into Eastern Europe with the appointment of a sales manager for Poland and Czech Republic
 - New office locations in Hangzhou, China and Chennai, India, were opened as an additional level of support for Nu Horizons new and growing customer base within the APAC region
 - Electronics Supply & Manufacturing, China (ESMC) names Nu Horizons the 2008 ESMC Reader's Most Preferred Overseas Distributor, representing the third consecutive year Nu Horizons has been recognized in mainland China

- Overseas Distributor, representing the third consecutive year Nu Horizons has been recognized in mainland China
- European expansion continues with appointment of Sales Manager for Hungary and Romania
- Nu Horizons opens a new distribution center in Coventry, UK, which is more than six times the size of its previous facility. The distribution center will provide the additional stocking capability needed to support expansion throughout Europe
- Nu Horizons enters the Nordic region with the acquisition of Denmark based distributor C-88 AS.



- **2009**
 - In order to elevate our systems division and broaden our marketplace beyond the OEM community and into the much larger enterprise space, Nu Horizons Telecom is formed



- **2010**
 - Kent Smith, previously Nu Horizons' Executive Vice President of Worldwide Sales and Marketing is named President of Nu Horizons Global Distribution Division.
 - In April, after 28 years of leading Nu Horizons, Arthur Nadata steps down as Chairman and CEO. Martin Kent is named as the new Chief Executive Officer and President of Nu Horizons, joining Nu Horizons with over 35 years of experience in the electronics industry.
 - Electronics Supply & Manufacturing, China (ESMC) names Nu Horizons the 2010 ESMC Reader's Most Preferred Overseas Distributor, representing the fifth consecutive year Nu Horizons has been recognized in mainland China

2010-2011

- In September, Nu Horizons and Arrow Electronics, Inc. announce they have signed a definitive agreement whereby Nu Horizons will be acquired by Arrow in an all cash transaction.
- "This transaction represents an excellent value for Nu Horizons' shareholders and a compelling opportunity for our employees, customers and suppliers," stated Martin Kent, CEO and President of Nu Horizons. "To compete successfully in today's global marketplace, size and scale are very important. We are pleased to become part of a leading global company with enhanced resources. Arrow's world-class operational capabilities and supply chain will enable Nu Horizons to continue to deliver industry-leading value to our customers."

- **2011**
 - In January, the merger officially closes and the Nu Horizons logo is updated to reflect our being part of the Arrow family. Nu Horizons is operating as a separate business unit, with all Nu Horizons' personnel and supplier relationships remaining intact. We continue to provide our customers with outstanding technical sales, service and support.



Enhance Your Design...

WITH NU HORIZONS EDUCATION AND DEVELOPMENT SOLUTIONS

PORTAL



Portal is a monthly publication containing new products, technologies and development tools available from Nu Horizons leading suppliers. Portal is available both in print and on the web. Sign up online to receive your copy, be notified of upcoming issues or to request samples of the products found inside.

www.nuhorizons.com/portal



LabCam delivers online training opportunities in a way that recognizes the value of engineers' time. As easily as YouTube® videos, engineers can quickly load and watch videos from industry leaders consisting of insights on products, evaluation kit overviews, end-user applications and more. Each tutorial is up to ten minutes in length and features technology experts, CEOs and/or peers introducing new solutions or explaining integral aspects of an important product, solution or application. This free value-added program is packaged for short, informative and high quality distance learning.

www.nuhorizons.com/labcam



Nu Horizons is proud to present our education and training program, which offers engineers the opportunity to participate in technical seminars conducted by experts focused on the latest technologies from our leading suppliers. This program provides higher velocity learning to help minimize start-up time to quickly begin your design process utilizing the latest development tools, software and products. Check online for the latest seminar schedule.

www.nuhorizons.com/seminars

Application Notes



In order to simplify the design process, Nu Horizons has created a series of application notes designed to guide engineers through the process of interfacing different devices together. Using a detailed step-by-step approach, these design guides identify key elements in the design process. Topics in the application notes are organized by design task and each topic is a stand-alone section, with a short introduction or overview, followed by the step-by-step design guidelines. All steps include a sufficient level of detail to provide the designer with relevant information to proceed quickly and easily from start to finish.

www.nuhorizons.com/appnotes

Development Tools



Nu Horizons offers a wide range of development / evaluation boards, tools and kits featuring the latest technology from the most trusted suppliers in the industry. Visit the development tool section of our website for a variety of solutions all aimed at providing a low-cost solution for designers to accelerate a product's time-to-market.

www.nuhorizons.com/devtools