

Frequently Asked Questions – General

Q. What did Ingram Micro announce?

Ingram Micro announced that it entered into an agreement to acquire One 2 One Logistics, a logistics services provider, specializing in forward logistics for mobile operators, located in Spain. The transaction closed on Nov. 1.

Q: What does One 2 One Logistics do?

- One 2 One Logistics is a logistics services provider, specializing in the forward logistics for mobile operators. Its service offerings include forward logistics for business-to-business and business-to-customer channels (goods-in, warehousing, delivery), transportation management and planning and retail replenishment.
- One 2 One Logistics also offers mobility-specific, value-added services, including configuration, postponement, SIM and phone kitting and related services.
- One 2 One Logistics has 220 employees located in Spain.

Q. How does this acquisition fit into Ingram Micro's global strategy?

- This acquisition is fully aligned with Ingram Micro's strategy of increasing the contribution of services business, including further developing and strengthening our supply chain services and device life cycle management capabilities across our worldwide geographical footprint.
- By acquiring One 2 One Logistics' highly-regarded, value-added logistics experience in the Spanish telecommunications market, we enhance our global expertise in the mobile industry and can expand services to our collective customers and partners.
- Through this operation, Ingram Micro will become a supply chain services provider for the Spanish subsidiary of a leading mobile operator, which will further strengthen our strategic relationship globally.

Q. Will One 2 One Logistics integrate into Ingram Micro's current business?

- One 2 One Logistics will continue as a standalone operation based in Madrid and the Canary Islands; however, its operational capabilities will be used to drive synergies with Ingram Micro's distribution.

Q. How do Ingram Micro's and One 2 One Logistics' current products/services/reach complement each other?

- To date, Ingram Micro in Spain has been mainly positioned as a pure-play information technology distributor. One 2 One Logistics will add a comprehensive portfolio of supply chain services to Ingram Micro's offering, particularly in the rapidly growing mobility sector.
- The acquisition will generate a contract-based, recurring revenue stream to complement our distribution core, and it will enable Ingram Micro to bundle products and services into sophisticated, complete solutions that will give us a significant competitive market advantage.

Q. How much of One 2 One Logistics existing business overlaps with that of Ingram Micro?

There is currently no overlap between Ingram Micro and One 2 One Logistics.

Q. What integration costs are you anticipating and over what period of time?

We are not providing guidance on specific expectations. Overall, there will be no material integration costs in the short-term.

Q. How do Ingram Micro customers and vendors benefit from the acquisition?

- Ingram Micro customers and vendors will get access to state-of-the-art, value-added logistics and distribution capabilities in business-to-consumer and business-to-business channels, strategically located to optimally cover the Iberian Peninsula and the Canary Islands, together with value-added product manipulation services such as configuration, postponement, repacking and flashing.
- We'll also leverage best practices and know-how gained in the acquisition throughout Ingram Micro's geographical footprint, as well as Ingram's significant purchasing power.

Q. How do One 2 One Logistics customers and vendors benefit from the acquisition?

One 2 One Logistics' customers will benefit from Ingram Micro's combined product and services portfolio, allowing them to access complete device life cycle management solutions from a single provider. Furthermore, Ingram Micro's scale and global expertise will allow us to drive innovation and supply chain efficiencies for One 2 One Logistics' life cycle customers.

Ingram Micro offers:

- *Broader product & services portfolio availability, greater geographic reach and global vendor and customer partnerships.* We bring to market the largest breadth of products and services for IT, mobility and cloud.
- *Value-added life cycle services.* We can tailor specific solutions to our customers' needs.
- *World-class supply chain.* We offer a scalable forward and reverse logistics services platform.
- *Relationships & communities.* We are a comprehensive market resource for small and medium businesses across multiple verticals

Q. Will there be more acquisitions in the near future?

Ingram Micro is focused on profitable growth, and we are always considering acquisitions that are consistent with our business goals and provide attractive returns for our shareholders.

INGRAM MICRO[®] One 2 One Logistics FAQ

Q. How will leadership and staffing change at both companies?

- Executive Director Jaime Soler Iberia will oversee One 2 One Logistics operations and will be responsible for executing its growth plans and driving synergies.
- Alfonso Cuallado, founder of One 2 One Logistics and current managing director of the organization, will continue leading this new line of business, reporting to Jaime.
- One 2 One Logistics will become part of Ingram Micro's Mobility & Lifecycle Services under the leadership of Global Group President Shailendra Gupta.

Q. Will there be any staff reductions at Ingram Micro or One 2 One Logistics?

There will be no redundancies associated with this acquisition, and One 2 One Logistics will continue to operate as a standalone business.

Q. Do you plan to close any of One 2 One Logistics' facilities?

No.

Q. I have a question, who should I contact?

If you have questions, please contact:

- [Darek Tasak](#), 34-620-909-786.
- [Jaime Soler](#), 34-607-075-150.

Q. What should I do if the media contacts me?

Do not make any comments or statements and refer all media calls to [Tom Henson](#), 1-714-382-1141, at Ingram Micro's corporate headquarters.

Q. What should I do if an investor contacts me?

Do not make any comments or statements and refer all investor to [Damon Wright](#), 1-714-382-5013, at Ingram Micro's corporate headquarters.

Q. How do I respond if customers or vendors ask me questions?

- Only authorized spokespersons of Ingram Micro and One 2 One Logistics should discuss the specific terms of the transaction. If you receive a question from a customer or vendor partner about the transaction, do not make any comments or statements and refer them to the investor relations section of Ingram Micro's website so they can read the press release other related materials.
- Please do not try to answer a question if you're unsure of the answer. Let the customer or vendor partner know you will forward the question to the appropriate person and that someone will get back to them. Then reach out to your manager for guidance and ensure a response is provided, or contact [Tom Henson](#), 1-714-382-1141.

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