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Ingram Micro to Expand Distribution Footprint in Latin America with Purchase of Canal Digital

Expected acquisition of Colombia distributor to accelerate Ingram Micro's Small and Midsized Business (SMB) growth strategy and strengthen its Advanced Solutions team and portfolio—adding more sales and technical reach within key cities

BOGOTA, Colombia--(BUSINESS WIRE)-- Ingram Micro Inc. is pleased to announce the entering into a definitive agreement to acquire Canal Digital, a value-added technology distributor based in Colombia. The acquisition is expected to be completed in the first quarter of 2021, subject to customary regulatory approvals.

The addition of Canal Digital will accelerate Ingram Micro's "think big, get big" growth plan for Colombia—building on its capabilities and expanding its expertise, partner reach and market share. The financial details of the acquisition were not disclosed.

"Ingram Micro continues to invest in the Latin America IT channel, specifically in countries with high growth opportunities for Advanced Solutions and a large population of SMBs such as Colombia," says Luis Férez, Chief Country Executive, Mexico, Peru and Colombia, Ingram Micro. "Over the last two years we have invested tens of millions in the development of our Latin America business and welcomed more than 2,000 channel partners and 40 new providers to our portfolio in Colombia alone."

Under leadership of Juan Mejía, Managing Director, Ingram Micro Colombia's organic revenue growth has more than doubled in two years. "Our acquisition of Canal Digital will be a significant marker in our strategic growth plan for the country, greatly expanding the breadth and depth of our reach," explains Mejía. "This is yet another example of Ingram Micro's commitment to help our channel partners and providers imagine what can be next for their business and anticipate the technology needs of SMBs throughout Colombia."

Headquartered in Bogota, Canal Digital engages with more than 1,000 channel partners and is widely recognized for its specialization and success with industry leaders including HP Inc. and Hewlett Packard Enterprise, as well as growing relationships with Aruba Networks and Dell-EMC. The merger, which is set to transition over the next couple months, will combine Canal Digital's strengths with Ingram Micro's business-building financial solutions, marketing, sales and technical resources, as well as its growing portfolio of Advanced Solutions and services.

"Our goal is to bring significant business value and competitive advantage to channel partners throughout Colombia and continue to deliver robust growth in 2021 and beyond," said Mejia. "It's an honor to welcome the Canal Digital team to Ingram Micro. Canal Digital's partner relationships and geographic reach complement our business and we look forward to working together to support our channel partners in enabling the digital transformation of

businesses large and small."

Founded in 1999, Canal Digital's leadership team, along with its employees, are slated to join Ingram Micro and share in the industry leader's vision of growing its value as an indispensable business partner to growth-minded channel partners.

"Our vision to be the best in specialized technology consultative sales, supporting partners in generating economic growth, while promoting the well-being of our workers and a sustainable environment is as true now, as it was when we launched the company," says Andrés Martinez, Commercial Leader, Canal Digital. "We are proud to join Ingram Micro and further our mission of providing high value technology distribution services to more partners across the country and in Latin America. I'm thrilled to be able to provide our associates with more opportunities to grow and develop their career in IT distribution."

For more information about Ingram Micro Colombia visit https://co.ingrammicro.com/.

About Ingram Micro

Ingram Micro helps businesses realize the promise of technology. It delivers a full spectrum of global technology and supply chain services to businesses around the world. Deep expertise in technology solutions, mobility, cloud, and supply chain solutions enables its business partners to operate efficiently and successfully in the markets they serve. Unrivaled agility, deep market insights and the trust and dependability that come from decades of proven relationships, set Ingram Micro apart and ahead. Discover how Ingram Micro can help you realize the promise of technology. More at www.ingrammicro.com.

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