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Ingram Micro Acquires NETXUSA, Accelerating Growth in High Value Unified Communications & Collaboration Market

Addition of New Leading UCC Vendors and Value Capabilities Complements Established U.S. Business, Offers Opportunity to Leverage Relationships Across Ingram Micro's Global Infrastructure

IRVINE, CA -- (Marketwired) -- 03/17/16 -- Ingram Micro Inc. (NYSE: IM) today announced that it has acquired Greenville, SC-based NETXUSA, Inc., a leading unified communications and collaboration value-added distributor focused on VOIP solutions and IP phones for telecommunications service providers and resellers. NETXUSA complements Ingram Micro's established UCC business, bringing a strong portfolio of IP communications products from leading technology companies, including Cisco, Digium, Edgewater, Polycom and Yealink. NETXUSA also adds a suite of service offerings including unique provisioning and configuration solutions, order management tools and zero-touch warranty handling, as well as consulting and integration development services. NETXUSA's management team and associates are expected to remain in place, operating as an integrated division of Ingram Micro. The company is expected to contribute more than $125 million in annual revenue and be modestly accretive to 2016 non-GAAP earnings.

Alain Monié, Ingram Micro CEO, commented, "NETXUSA is an excellent addition to the Ingram Micro portfolio and is well aligned with our strategy to accelerate growth in high value markets. NETXUSA has a strong and well established leadership position in the U.S. UCC market and a history of robust revenue growth and profitability. In addition, Ingram Micro gains immediate access to a new telecom service provider customer set, relationships we expect to leverage across our global organization. We welcome the NETXUSA management team and associates to the Ingram Micro family."

Rick Boone, NETXUSA CEO said, "We are excited to join Ingram Micro and expect our customer and vendor partners to benefit from access to a broader product and services portfolio, greater geographic reach, global partnership opportunities and access to new solutions, such as value-added lifecycle services and a world-class supply chain. Our associates will have new opportunities as part of a larger organization and I am confident that we will be able to accelerate growth and profitability as a part of the Ingram Micro family."

"NETXUSA has been a longstanding partner of Polycom's from the initial days of building our collaboration business," said Chris Jones, President, Polycom Americas. "We look forward to continuing our partnership and success with NETXUSA, in addition to expanding our business with Ingram Micro to make the workplace of the future a reality for our customers."

About NETXUSA

NETXUSA, a South Carolina-based value-added unified communications and collaboration distributor, has been providing reliable sourcing, stocking and industry leading professional services to independent telecommunications service providers and resellers since 1984. Through its universal provisioning system, Channelware®, as well as its customization, consultation and distribution services, NETXUSA supports 1,200 customers in the United States, including more than 300 independent telecommunications service providers and 800-plus resellers.

About Ingram Micro Inc.

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. More at www.ingrammicro.com.

Cautionary Statement for the Purpose of the Safe Harbor Provisions of the Private Securities Litigation Reform Act of 1995

The matters in this press release that are forward-looking statements within the meaning of the Private Securities Litigation Reform Act, including statements relating to the expected benefits from the combination, additional revenues, and accretion to earnings, are based on current management expectations. Certain risks may cause such expectations to not be achieved and, in turn, may have a material adverse effect on Ingram Micro's business, financial condition and results of operations. Ingram Micro disclaims any duty to update any forward-looking statements. Important risk factors that could cause actual results to differ materially from those discussed in the forward-looking statements include, without limitation: (1) changes in macro-economic and geopolitical conditions can affect our business and results of operations; (2) our acquisition and investment strategies may not produce the expected benefits, which may adversely affect results of operations; (3) we are dependent on a variety of information systems, which, if not properly functioning, and available, or if we experience system security breaches, data protection breaches or other cyber-attacks, could adversely disrupt our business and harm our reputation and net sales; (4) the validity, subsistence and enforceability of the patent portfolio that we currently hold or acquire may be challenged, and we have a risk of being involved in intellectual property disputes that could cause us to incur substantial costs, divert the efforts of management or require us to pay substantial damages or licensing fees;(5) failure to retain and recruit key personnel would harm our ability to meet key objectives; (6) we operate a global business that exposes us to risks associated with conducting business in multiple jurisdictions; (7) our failure to adequately adapt to industry changes could negatively impact our future operating results; (8) we continually experience intense competition across all markets for our products and services; (9) termination of a key supply or services agreement or a significant change in supplier terms or conditions of sale could negatively affect our operating margins, revenue or the level of capital required to fund our operations; (10) substantial defaults by our customers or the loss of significant customers could negatively impact our business, results of operations, financial condition or liquidity; (11) changes in, or interpretations of, tax rules and regulations, changes in the mix of our business amongst different tax jurisdictions, and deterioration of the performance of our business may adversely affect our effective income *tax rates or operating margins and we may be required to pay additional taxes and/or tax assessments, as well as record valuation allowances relating to our deferred tax assets; (12) our goodwill and identifiable intangible assets could become impaired, which could reduce the value of our assets and reduce our net income in the year in which the write-off occurs; (13) changes in our credit rating or other market factors, such as adverse capital and credit market conditions or reductions in cash flow from operations may affect our ability to meet liquidity needs, reduce access to capital, and/or increase our costs of borrowing; (14) we cannot predict the outcome of litigation matters and other contingencies that we may be involved with from time to time; (15) Our failure to comply with the requirements of environmental regulations could adversely affect our business; (16) we face a variety of risks in our reliance on third-party service companies, including shipping companies, for the delivery of our products and outsourcing arrangements; (17) changes in accounting rules could adversely affect our future operating results; and (18) our quarterly results have fluctuated significantly and (19) NETXUSA vendors may choose to terminate their existing agreements causing us not to realize the anticipated business synergies or earning accretion. Additionally, we risk failing to realize the anticipated benefits of an acquisition due to, among other things, the unsuccessful integration of the acquired business. We face a variety of risks associated with our ability to integrate NETXUSA into our existing systems and organization including: management's ability to execute its plans, strategies and objectives for future operations, including the execution of integration plans; customer demand in these regions; currency fluctuation; the potential for political unrest; potential regulatory constraints; and our ability to achieve the expected benefits and manage the costs of the transaction. Further, despite its global presence, Ingram Micro may fail to proactively identify and tap into emerging markets and geographies. We have historically instituted, and will continue to institute, changes to our strategies, operations and processes in an effort to address and mitigate risks; however, there are no assurances that Ingram Micro will be successful in these efforts. For a further discussion of significant factors to consider in connection with forward-looking statements concerning Ingram Micro, reference is made to our SEC filings, and specifically to Item 1A-Risk Factors, of our latest Annual Report on Form 10K.*

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