

# *Supply chain sectors analysis*

*Electronic and telecommunications equipment*

*Basic metal products*





# *Supply chain*

## *The crisis impact*



Since the first crisis outbreak and the production decrease in several countries, it has become clear how many companies' supply lines were exposed to **severe vulnerabilities**.

In multiple sectors, the focus of the last few decades on optimizing to cut costs and reduce storage has removed the buffers and flexibility needed to absorb **supply chain disruptions**.



# *Supply chain* *How to react*

To reduce damage and keep production active, it is now essential for companies to **rethink the supply chain**, implementing a review of sourcing strategies and redesigning the supply base through the mapping and analysis of all possible suppliers at a global level.

**To find, analyze and contact new suppliers** is the key step to build a new flexible and resilient supply chain in order to win this challenge and those that may come in the future.





# KOMPASS

Your route to business worldwide

## *Sector analysis*

In this perspective, in order to support the companies in managing and overcoming the main issues generated by the crisis, we

**analyzed some industry sectors** that are **critical from the supply chain point of view**

*leveraging our worldwide B2B database, the EasyBusiness platform and the Kompass classification*



*Electronic and telecommunications equipment*



*Semiconductor diodes*



*Integrated circuits (ICs)*



*Basic metal products*



*Raw steel*



*Refined, special and tool steels*



# KOMPASS

Your route to business worldwide

## *Our database*

Constantly updated global database of B2B companies

**+43**

MILLION  
companies in  
**+70** countries

**+61**

MILLION  
executives

**+28**

MILLION  
phone numbers

**+17**

MILLION  
company &  
executive  
emails

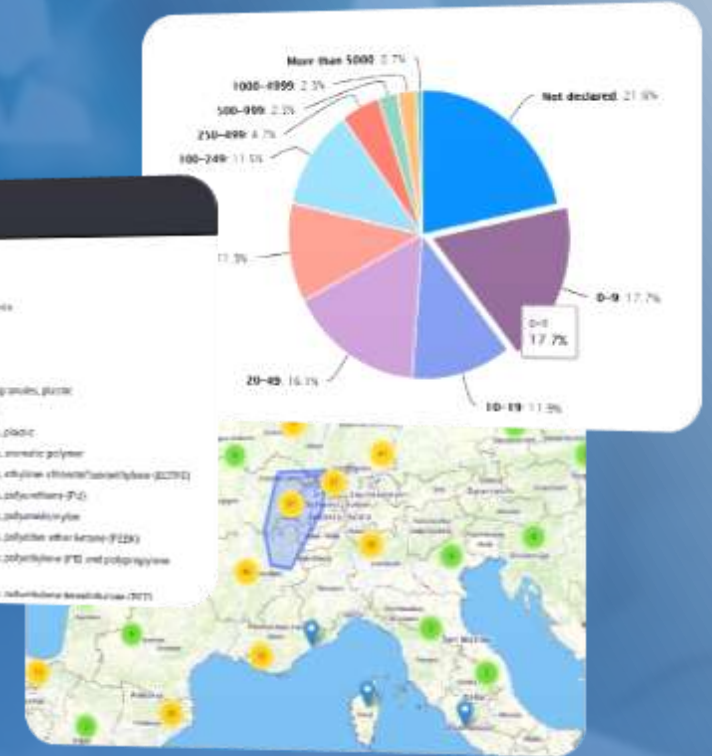
Available on-line in **25** languages



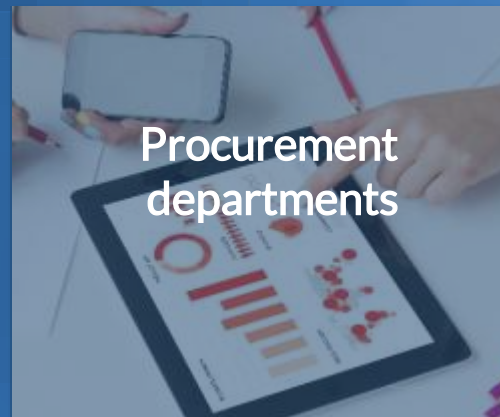


EasyBusiness  
by **KOMPASS**

*EasyBusiness is the ultimate global  
B2B prospecting solution  
that helps you  
to identify producers and distributors  
of a specific product or service*



*specially designed for*



Procurement  
departments

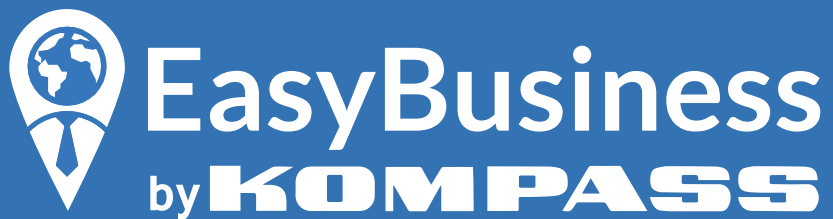


Marketing  
departments



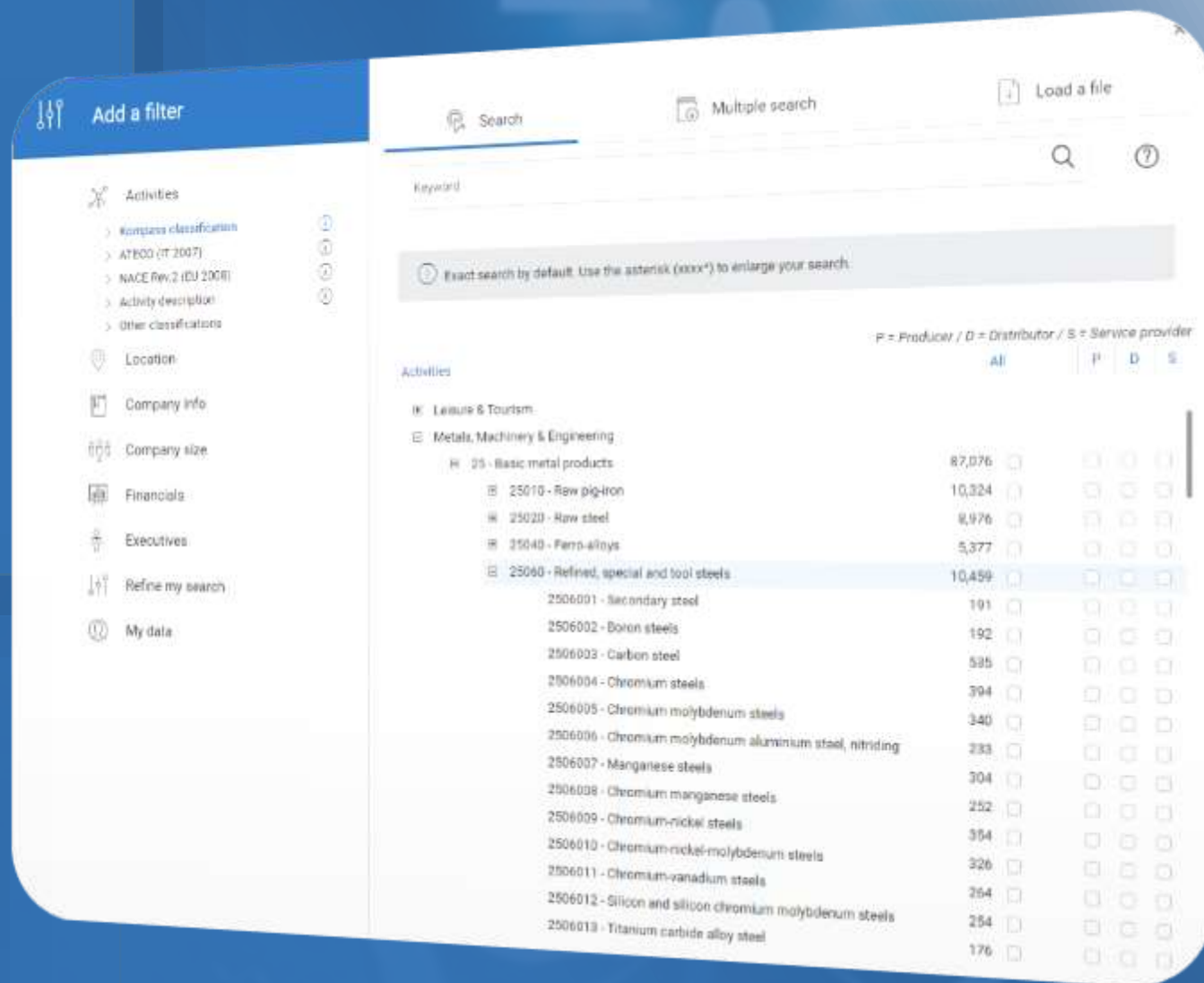
Sales & Business  
Development  
teams





*Proprietary vertical classification  
with +55.000 product codes  
covering every activity sector  
at global level*

*60 advanced search filters  
to select your target  
accurately and with  
a few simple clicks*





# Sector analysis

## Electronic and telecommunications equipment

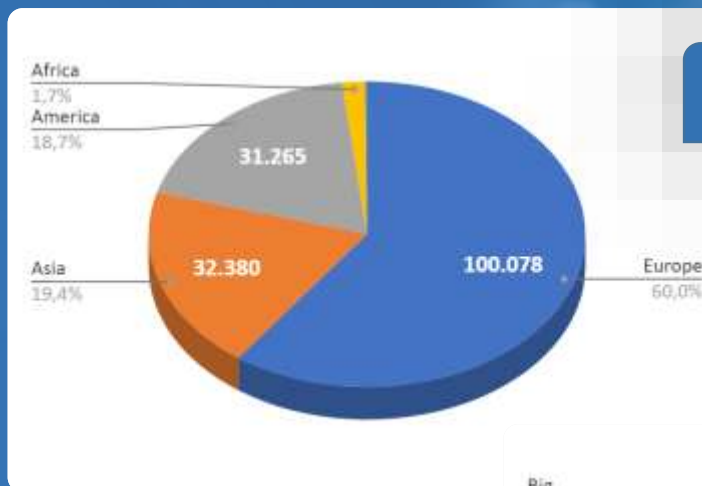


Continent	Total companies	Small	Medium	Big
Europe	100.078	90.634	7.126	2.318
Asia	32.380	15.477	10.361	6.542
America	31.265	26.593	3.191	1.481
Africa	2.845	2.288	421	135
Oceania	234	154	64	16
<b>TOTAL</b>	<b>166.802</b>	<b>139.850</b>	<b>18.413</b>	<b>8.539</b>

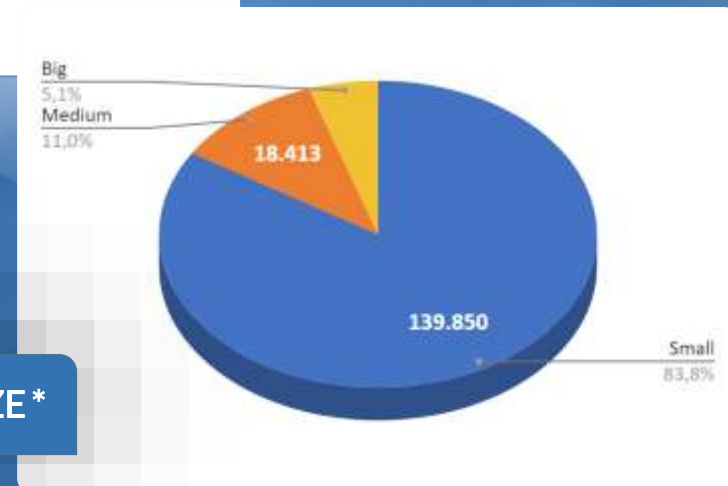
60% of the companies in the sector are located in Europe, with Asia and America following with just under 20% each.

Small businesses represent almost all of them in Europe and exceed 80% in America and Africa, while in Asia the percentage drops to just under 50%.

COMPANIES BY CONTINENT



COMPANIES BY SIZE \*



\* Small = 1 to 49 employees, Medium = 50 to 249, Big = > 250



# *Sector analysis*

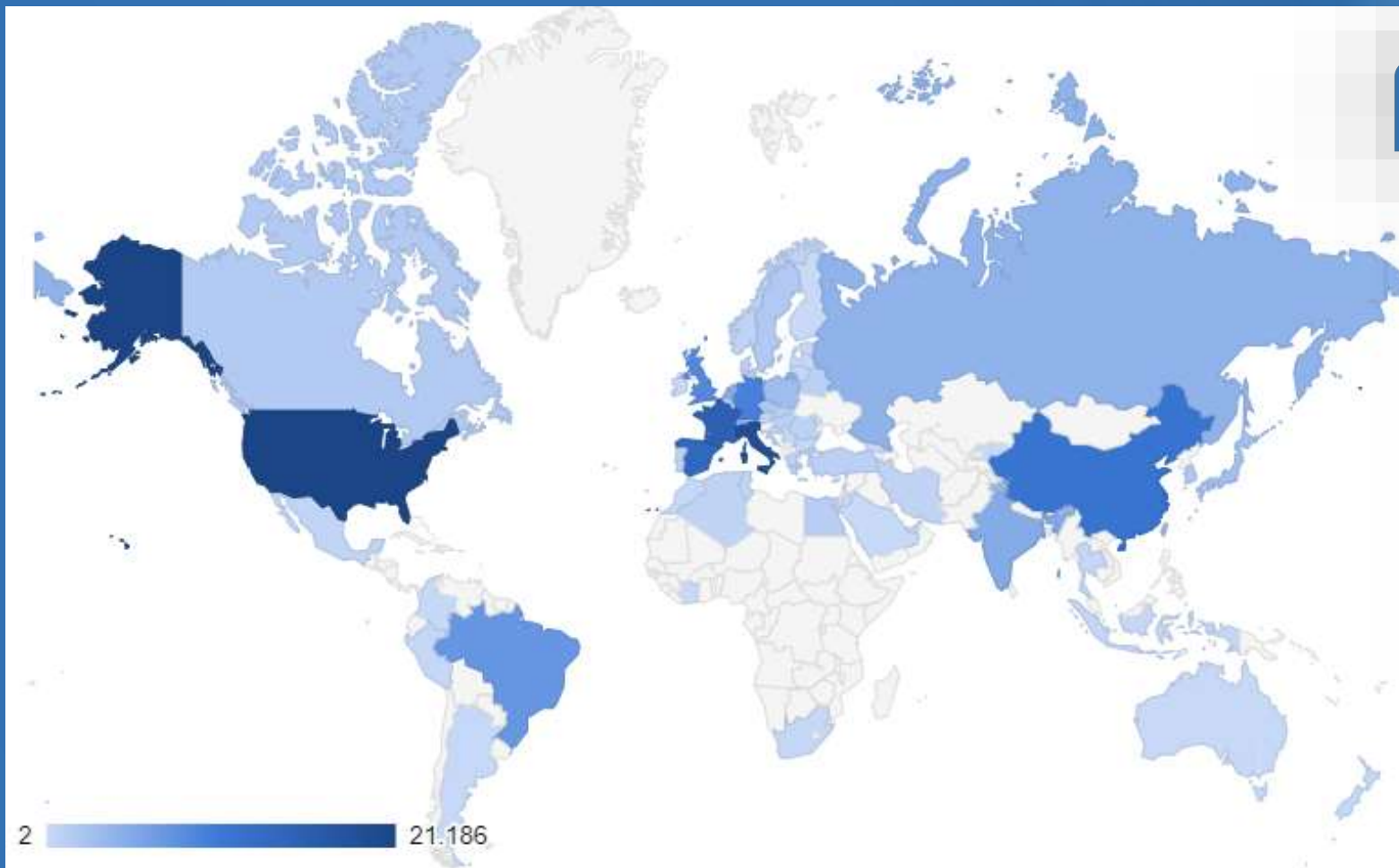
## *Electronic and telecommunications equipment*



### COMPANIES BY COUNTRY

#### TOP 5 COUNTRIES by number of companies identified

United States – 21.186  
Italy – 19.172  
France – 15.360  
Spain – 13.951  
China – 11.517





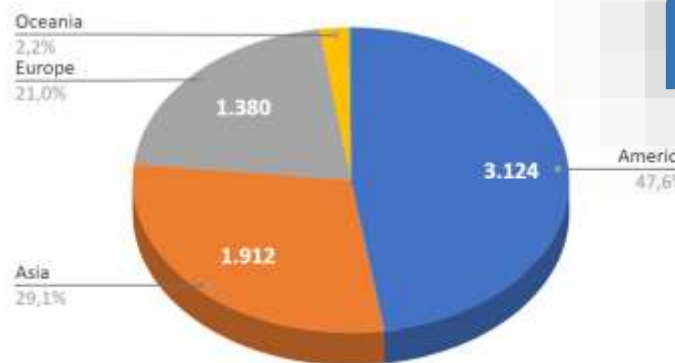
# Sub-sector analysis

## Semiconductor diodes

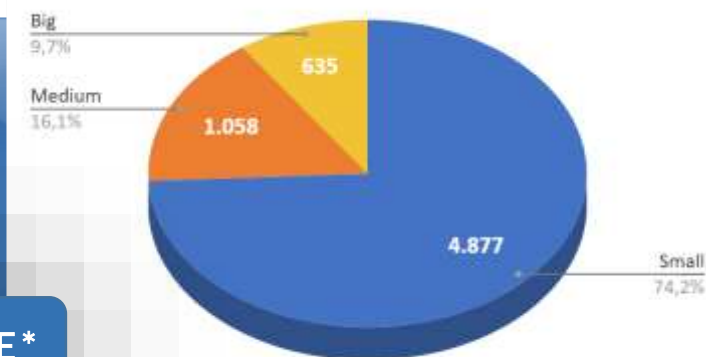


Continent	Total companies	Small	Medium	Big
America	3.124	2.539	372	214
Asia	1.912	883	608	421
Europe	1.380	1.166	141	73
Oceania	143	103	34	6
Africa	10	10	0	0
<b>TOTAL</b>	<b>6.569</b>	<b>4.877</b>	<b>1.058</b>	<b>635</b>

COMPANIES BY CONTINENT



COMPANIES BY SIZE \*



Almost half of the semiconductor diodes producers and distributors are located in America, followed by Asia and Europe.

The vast majority of companies, over 70/80%, is small sized; Asia is the exception, where they represent 46% of the total



# *Micro sector analysis*

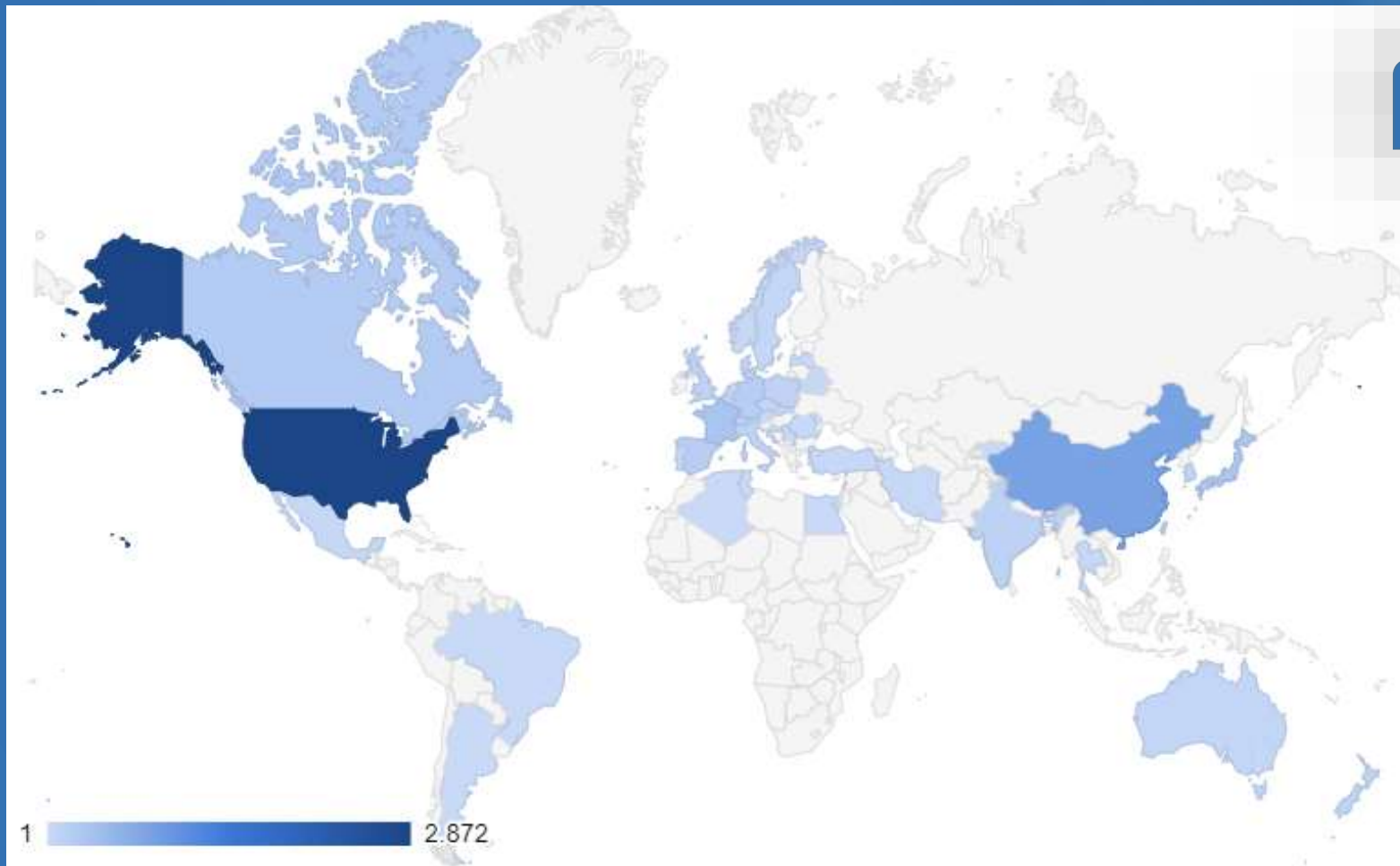
## *Semiconductor diodes*



### COMPANIES BY COUNTRY

#### TOP 5 COUNTRIES by number of companies identified

United States – 2.872  
China – 810  
France – 303  
Japan – 273  
Hong Kong – 222





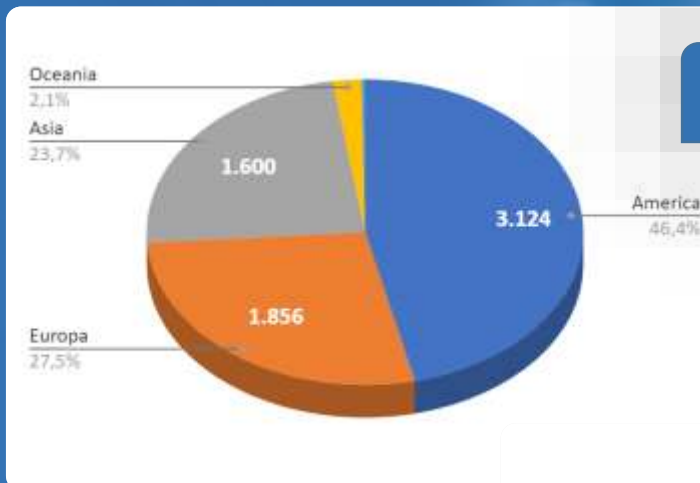
# Micro sector analysis

## Integrated circuits (ICs)



Continent	Total companies	Small	Medium	Big
America	3.124	2.536	370	218
Europe	1.856	1.477	265	114
Asia	1.600	822	491	286
Oceania	143	103	34	6
Africa	17	14	3	0
<b>TOTAL</b>	<b>6.740</b>	<b>5.109</b>	<b>1.069</b>	<b>562</b>

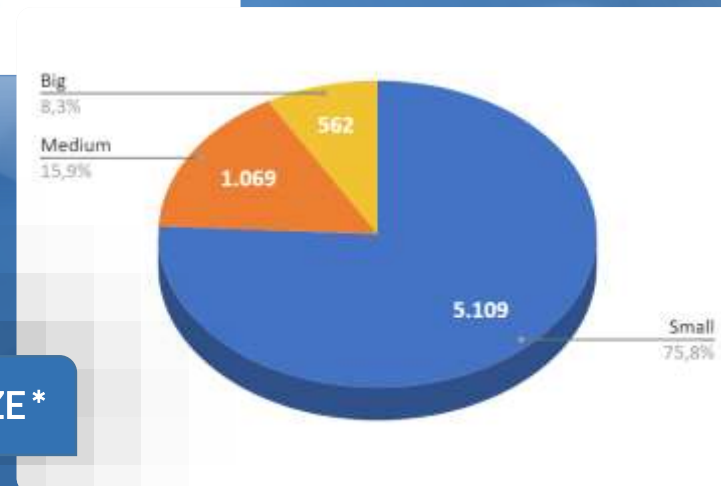
COMPANIES BY CONTINENT



Also in the case of integrated circuits, America gathers almost half of the companies, but followed by Europe and then by Asia.

Similarly, small companies are 80% of the total except in Asia, where they are equally divided between small and medium/large.

COMPANIES BY SIZE \*



\* Small = 1 to 49 employees, Medium = 50 to 249, Big = > 250



# *Micro sector analysis*

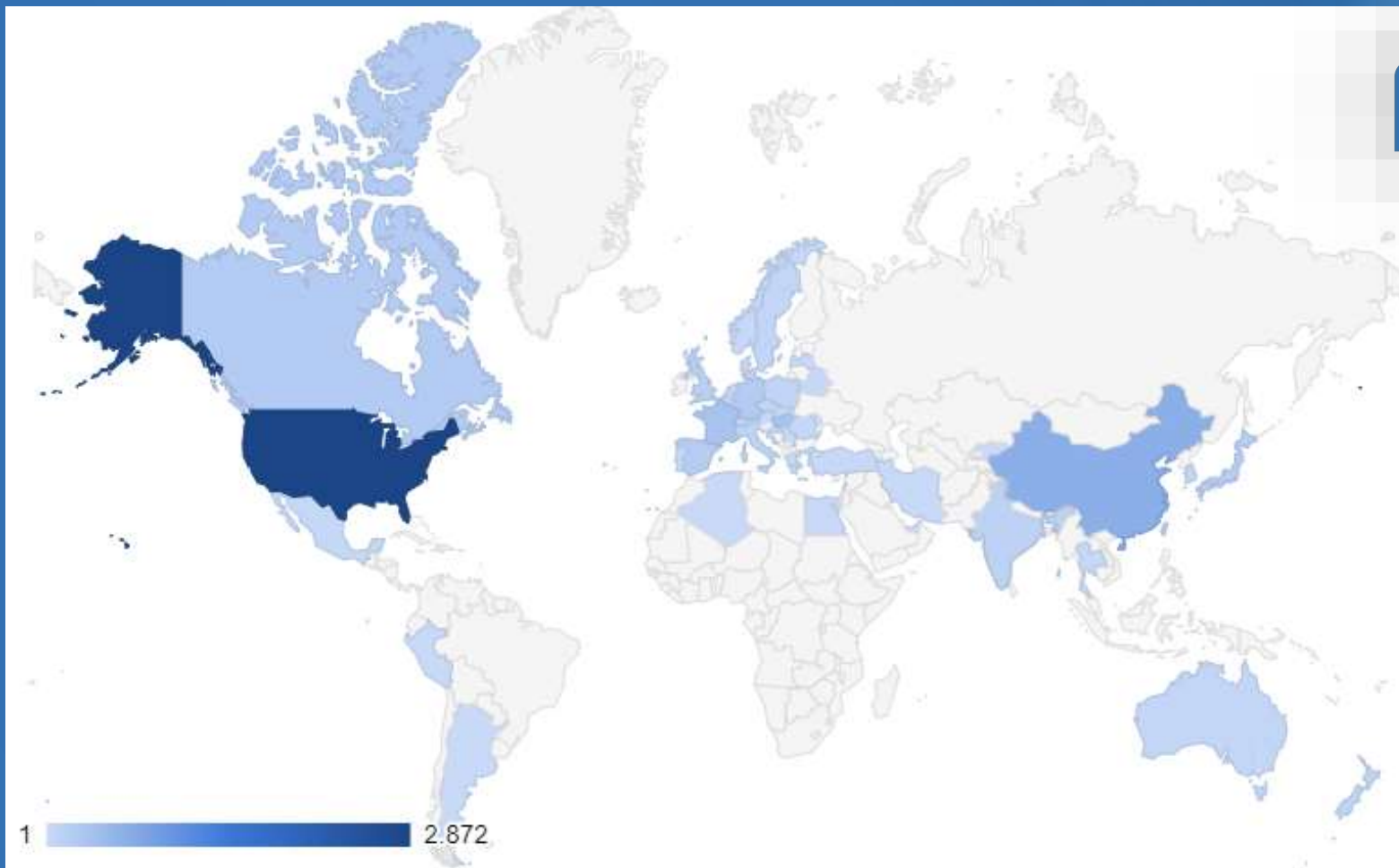
## *Integrated circuits (ICs)*



### COMPANIES BY COUNTRY

#### TOP 5 COUNTRIES by number of companies identified

United States – 2.872  
China – 627  
Hungary – 338  
France – 330  
Hong Kong – 303





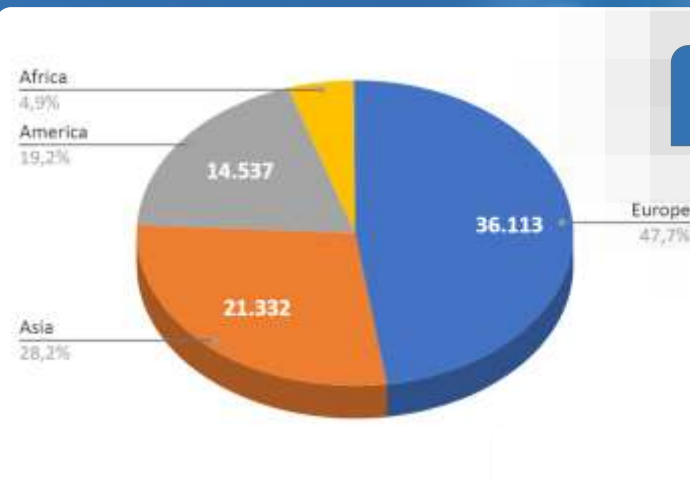
# Sector analysis

## Basic metal products



Continent	Total companies	Small	Medium	Big
Europe	36.113	29.728	4.827	1.557
Asia	21.332	9.219	7.652	4.461
America	14.537	11.363	2.260	914
Africa	3.677	921	2.494	263
Oceania	92	30	52	10
<b>TOTAL</b>	<b>75.751</b>	<b>54.138</b>	<b>15.722</b>	<b>5.891</b>

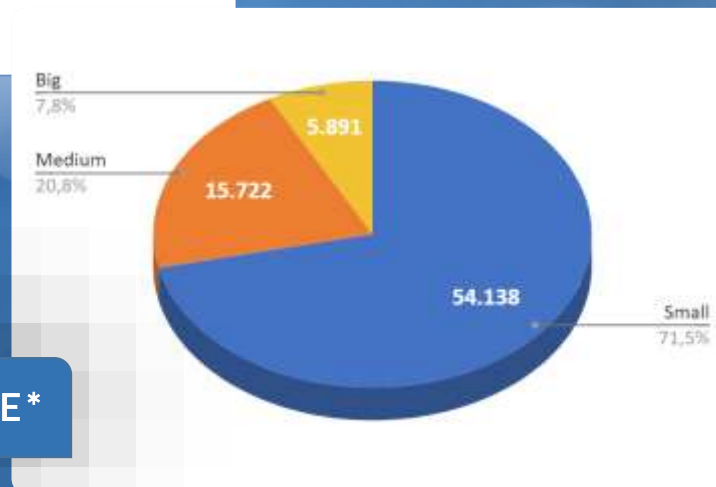
COMPANIES BY CONTINENT



48% of the companies of this sector are located in Europe, followed by Asia and then by the American continent.

In Europe and in America about 80% of them are small sized, while in Asia and Africa the medium-large companies are the majority.

COMPANIES BY SIZE \*



\* Small = 1 to 49 employees, Medium = 50 to 249, Big = > 250



# *Sector analysis*

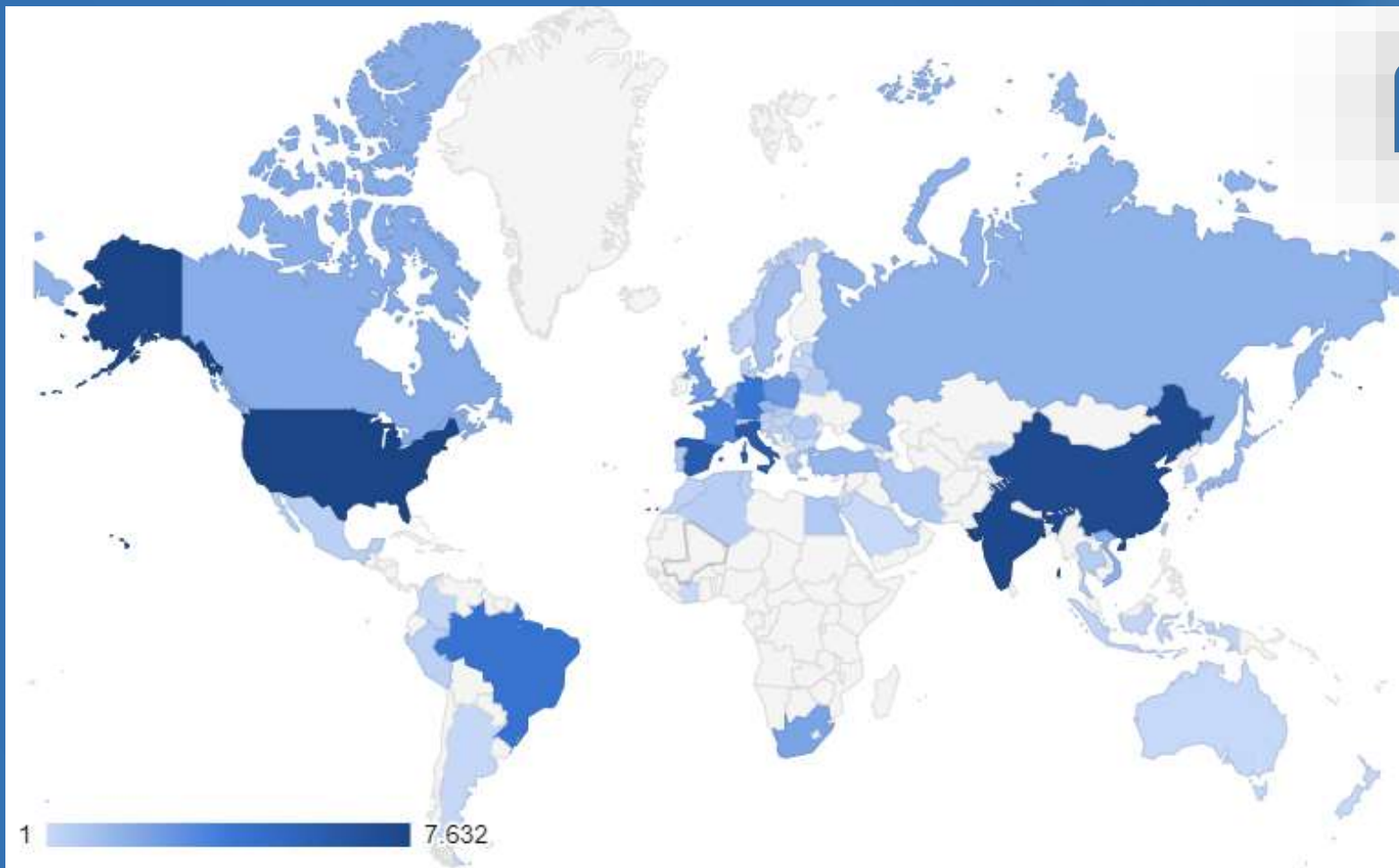
## *Basic metal products*



### COMPANIES BY COUNTRY

#### TOP 5 COUNTRIES by number of companies identified

United States – 7.632  
India – 7.302  
China – 7.184  
Italy – 5.951  
Spain – 5.839





# Micro sector analysis

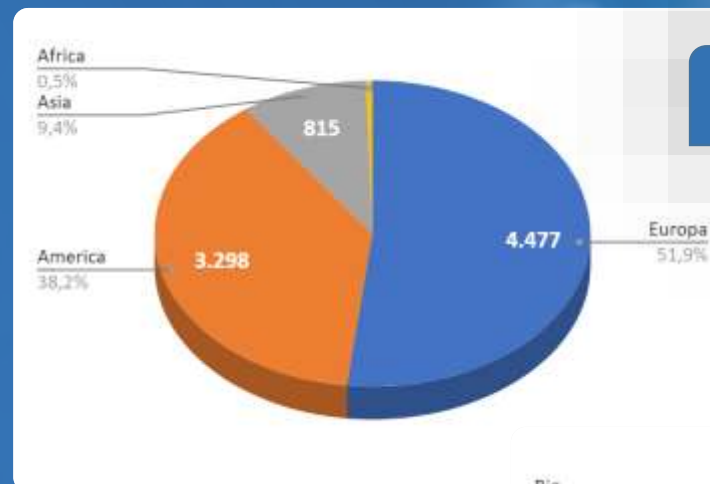
## Raw steel



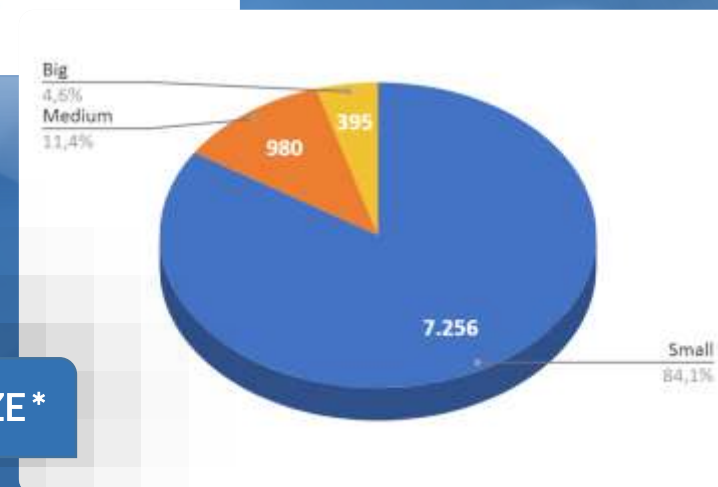
Continent	Total companies	Small	Medium	Big
Europe	4.477	4.065	285	127
America	3.298	2.674	465	159
Asia	815	448	244	124
Africa	40	29	6	6
Oceania	1	0	1	0
<b>TOTAL</b>	<b>8.631</b>	<b>7.256</b>	<b>980</b>	<b>395</b>

Europe and America collect 90% of raw steel producers and distributors, with the old continent alone exceeding 50%.

The vast majority is represented by small companies, respectively 91% and 81% in Europe and America, while in Asia they are 55%.



COMPANIES BY CONTINENT



COMPANIES BY SIZE \*

\* Small = 1 to 49 employees, Medium = 50 to 249, Big = > 250



# *Micro sector analysis*

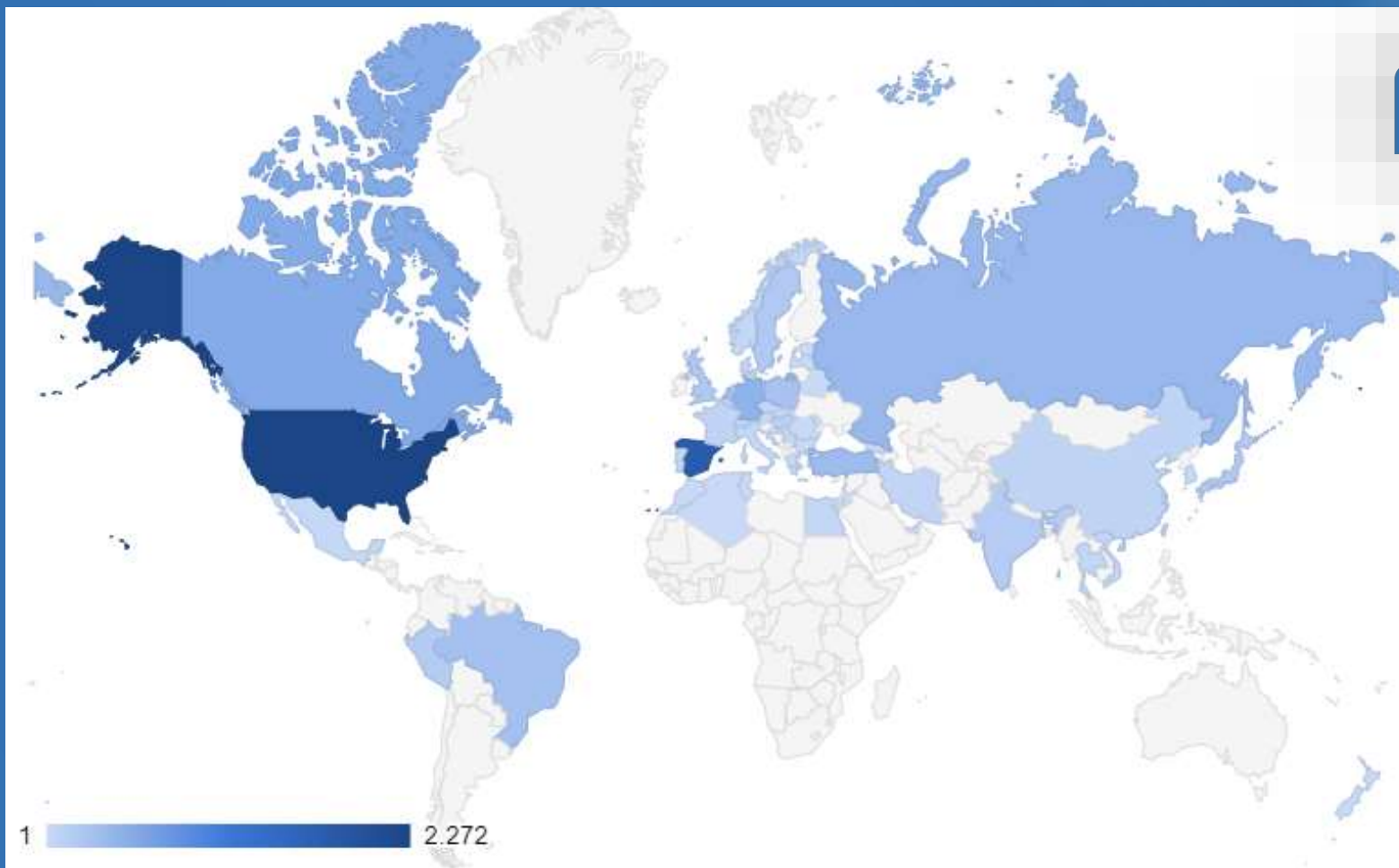
## *Raw steel*



### COMPANIES BY COUNTRY

#### TOP 5 COUNTRIES by number of companies identified

United States – 2.272  
Spain – 1.769  
Canada – 545  
Germany – 440  
Russian Federation – 390





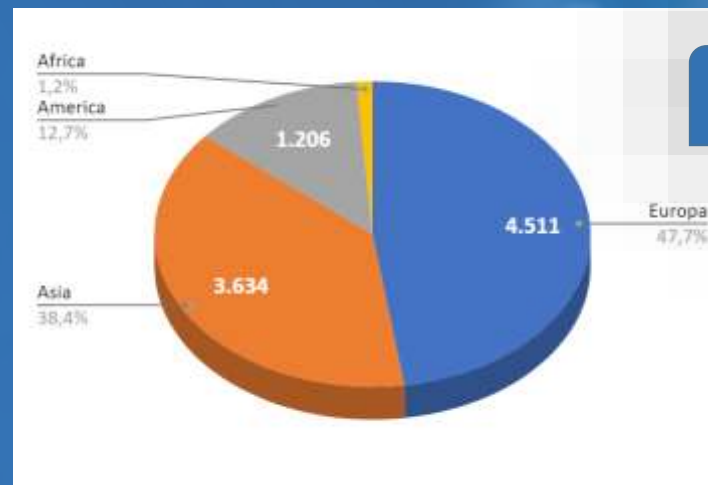
# Micro sector analysis

## Refined, special and tool steels



Continent	Total companies	Small	Medium	Big
Europe	4.511	3.773	518	219
Asia	3.634	2.336	908	390
America	1.206	529	317	360
Africa	112	92	15	5
<b>TOTAL</b>	<b>9.463</b>	<b>7.190</b>	<b>1.580</b>	<b>692</b>

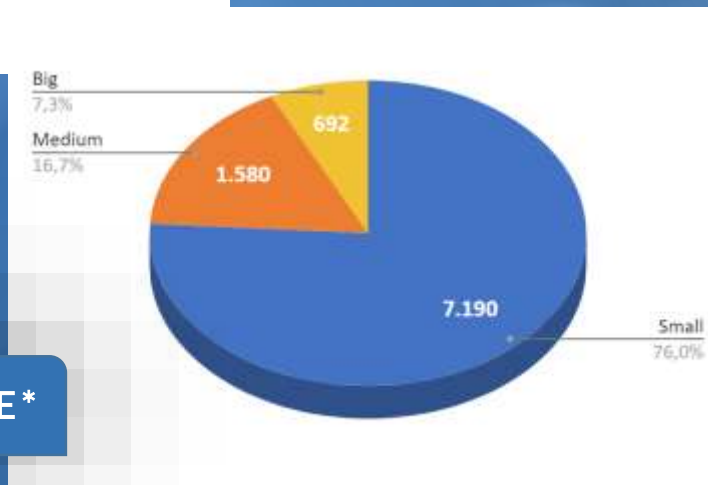
COMPANIES BY CONTINENT



Almost half of the companies specialized on refined and special steels are in Europe, while Asia follows with 38%.

Most are small companies, 83% of the total in the case of Europe. It is only in the America that the medium-large ones exceed half of the total.

COMPANIES BY SIZE \*



\* Small = 1 to 49 employees, Medium = 50 to 249, Big = > 250



# *Micro sector analysis*

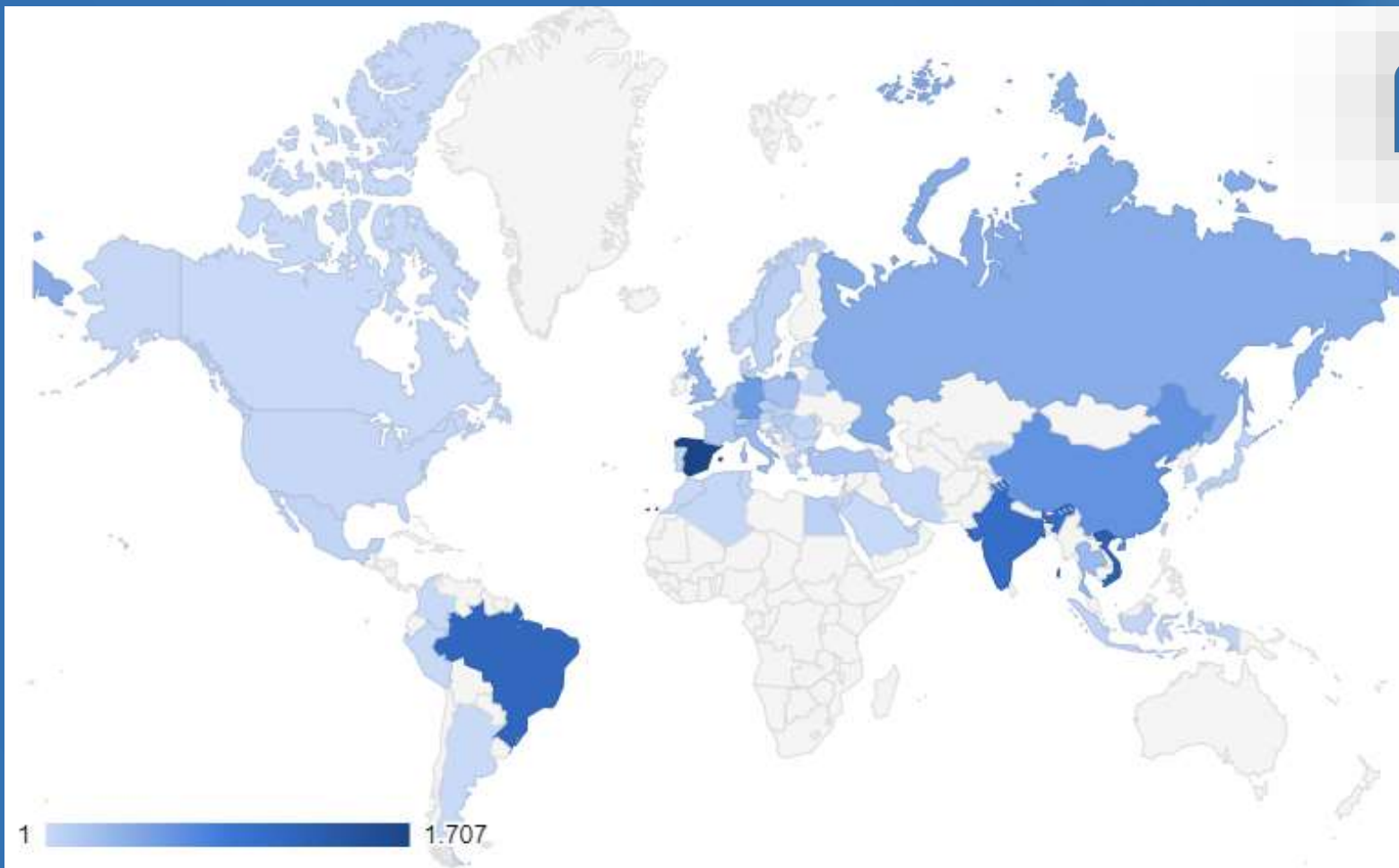
## *Refined, special and tool steels*



### COMPANIES BY COUNTRY

#### TOP 5 COUNTRIES by number of companies identified

Spain – 1.707  
Viet Nam – 1.273  
Brazil – 1.140  
India – 1.027  
China – 609





# KOMPASS

Your route to business worldwide

## *Our identity*

Kompass is the key **business development partner**

*A B2B marketing international player with*

Precise B2B  
proprietary  
classification

by activity sector

**+55.000**

codes

**70**

years of  
expertise

World  
renowned  
brand

**+10.000**  
customers  
worldwide

Physical presence in **40** countries





**Ensure  
your  
supply chain  
continuity**



Contact us at  
**1-609-785-5986**  
**contact@kompass-usa.com**  
*I will help you choose the best  
solution for your business needs*

[us.kompass.com](http://us.kompass.com)