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.
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.
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.
KOMPASS
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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 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, and 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**

<table>
<thead>
<tr>
<th>Continent</th>
<th>Total companies</th>
<th>Small</th>
<th>Medium</th>
<th>Big</th>
</tr>
</thead>
<tbody>
<tr>
<td>Europe</td>
<td>100.078</td>
<td>90.634</td>
<td>7.126</td>
<td>2.318</td>
</tr>
<tr>
<td>Asia</td>
<td>32.380</td>
<td>15.477</td>
<td>10.361</td>
<td>6.542</td>
</tr>
<tr>
<td>America</td>
<td>31.265</td>
<td>26.593</td>
<td>3.191</td>
<td>1.481</td>
</tr>
<tr>
<td>Africa</td>
<td>2.845</td>
<td>2.288</td>
<td>421</td>
<td>135</td>
</tr>
<tr>
<td>Oceania</td>
<td>294</td>
<td>154</td>
<td>64</td>
<td>16</td>
</tr>
<tr>
<td>TOTAL</td>
<td>166.802</td>
<td>139.850</td>
<td>18.413</td>
<td>8.539</td>
</tr>
</tbody>
</table>

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%.
Sector analysis
Electronic and telecommunications equipment

TOP 5 COUNTRIES by number of companies identified

United States – 21,186
Italy – 19,172
France – 15,360
Spain – 13,951
China – 11,517
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

TOP 5 COUNTRIES by number of companies identified:
- United States: 2,872
- China: 810
- France: 303
- Japan: 273
- Hong Kong: 222
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.
Micro sector analysis
Integrated circuits (ICs)

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

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

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.
Sector analysis
Basic metal products

TOP 5 COUNTRIES
by number of companies identified

- United States – 7.632
- India – 7.302
- China – 7.184
- Italy – 5.951
- Spain – 5.839
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%.
Micro sector analysis
Raw steel

TOP 5 COUNTRIES by number of companies identified
United States – 2,272
Spain – 1,769
Canada – 545
Germany – 440
Russian Federation – 390
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.
Micro sector analysis
Refined, special and tool steels

TOP 5 COUNTRIES
by number of companies identified

Spain – 1,707
Viet Nam – 1,273
Brazil – 1,140
India – 1,027
China – 609
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