

# Power Electronics Industry News

Volume 244 March 2016

**Highlights:**

**Number-One Power Supply Companies in their respective Products/Markets and Geographic Regions  
CY 2015 Sales: US Dollars in Millions (CY: Calendar Year)**

PS Companies	HQ Location	Products	Region	Sales		
Top-15 PS Companies WW Sales All Types of Power Supplies	2	Delta Electronics	Taiwan	OEM+TEL+UPS+INV+OPS	WW	~\$4854
Top-15 PS Companies WW Sales OEM/Embedded Power + Telecom Power	2	Delta Electronics	Taiwan	OEM+TELECOM	WW	~\$4304
		Delta Electronics	Taiwan	OEM	WW	~\$3478
		Delta Electronics	Taiwan	OEM: AC-DC	WW	~\$3318
Top-15 PS Companies WW Sales OEM/Embedded Power	3	Murata	Japan	OEM: DC-DC	WW	~\$230-250
		Emerson Network Power	USA	TELECOM	WW	~\$850-950
Observations: Top-15 PS Companies	4 5	Schneider Electric	France	UPS	WW	~\$3000-\$3500
		SMA Solar Technology *	Germany	RE: INVERTERS (INV)	WW	~\$1100
		Delta Electronics	Taiwan	OEM+TELECOM	AMER	~\$1172
		Delta Electronics	Taiwan	OEM+TELECOM	EMEA	~\$760
		Delta Electronics	Taiwan	OEM+TELECOM	AP	~\$2253
		Delta Electronics	Taiwan	OEM	AMER	~\$1047
		Delta Electronics	Taiwan	OEM	EMEA	~\$472
		Delta Electronics	Taiwan	OEM	AP	~\$1914
		Emerson Network Power	USA	TELECOM	AMER	~\$410-450
		Delta Electronics	Taiwan	TELECOM	EMEA	~\$288
		Delta Electronics	Taiwan	TELECOM	AP	~\$339

- OEM Power: Embedded power supplies incorporated in the system: DC Output
- TELECOM Power: Outside power plant (Energy Systems/DC Power Systems): DC Output: includes, rectifiers and other power supply related products including racks, enclosures, distribution panels, EF&I (Engineering, Furnishing & Installation), batteries used in conjunction with electronics, and other telecom power related services
- UPS: Uninterruptible Power Supplies: AC Output + services associated with the products
- RE Inverters: Renewable Energy Inverters: AC Output
- OPS: Other types of power supplies
- Prevailing exchange rates are used; Numbers are rounded to the nearest digit
- Further explanations are provided on Page 3.

\* Estimate (outlook) provided by the company

**Top-15 Merchant PS Manufacturers  
CY 2015 Worldwide Sales  
All types Power Supplies:  
OEM/Embedded (O)+ Telecom (T)+ UPS (U) +  
RE Inverters (I) + Other**

**Top-15 Merchant PS Manufacturers  
CY 2015 Worldwide Sales  
OEM/Embedded (O) + Telecom (T): DC Output**

No	PS Manufacturers O+T+U+I+OTHER PS	WW Sales
1	Delta Electronics, Inc.	~\$4854
2	Schneider Electric	~\$3000- \$3500
3	Emerson Network Power	~\$2300- \$2600
4	Eaton Corp. Plc	~\$2000- \$2100
5	Lite-On Technology Corp.	~\$1620
6	Artesyn Embedded Technologies	~\$1100+
7	SMA Solar Technology AG *	~\$1100
8	Chicony Power Technology Co.	~\$875
9	Flextronics International Ltd.	~\$850-900
10	GE Critical Power	~\$850-900
11	Mean Well	~\$703
12	Salcomp	~\$638
13	Acbel Polytech Inc.	~\$625
14	ABB Group	~\$600-625
15	TDK Corp.	~\$540

No	PS Manufacturers O+T	WW Sales
1	Delta Electronics Inc.	~\$4304
2	Lite-On Technology Corp.	~\$1620
3	Artesyn Embedded Technologies	~\$1100+
4	Emerson Network Power	~\$800- \$1000
5	Chicony Power Technology Co.	~\$875
6	Flextronics International Ltd.	~\$750-\$800
7	Mean Well	~\$703
8	Salcomp	~\$638
9	Acbel Polytech Inc.	~\$594
10	TDK Corp.	~\$540
11	GE Critical Power	~\$500-\$550
12	FSP Technology Inc.	~\$481
13	Murata Manufacturing Co., Ltd.	~\$425-450
14	Phihong Technology Co. Ltd.	~\$415
15	Advanced Energy	~\$415

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\* Estimate provided by the company

**Top-15 PS Manufacturers  
CY 2015 Worldwide Sales  
OEM/Embedded Power: DC Output**

No	PS Manufacturers OEM/Embedded (O)	WW Sales
1	Delta Electronics Inc.	~\$3478
2	Lite-On Technology Corp.	~\$1620
3	Artesyn Embedded Technologies	~\$1100+
4	Chicony Power Technology Co.	~\$875
5	Flextronics International Ltd.	~\$750-\$800
6	Mean Well	~\$703
7	Salcomp	~\$638
8	Acbel Polytech Inc.	~\$590
9	TDK Corp.	~\$540
10	FSP Technology Inc.	~\$477
11	Murata Manufacturing Co., Ltd.	~\$425-\$450
12	Phihong Technology Co. Ltd.	~\$415
13	Advanced Energy	~\$415
14	Vicor Corp.	~\$220
15	GE Critical Power	~\$200-\$225

**The Top Power Supply Companies**

The Top Power Supply Manufacturer’s list was prepared by using a combination of extensive interviews, published data (annual reports, management presentations and financial conferences) and MTC’s own estimates. The power supply industry consists of private companies and divisions of large companies for which revenue numbers are not readily available. In such cases experience, extrapolations and industry standard estimates have been used.

The list for “All Types of Power Supplies” consists of all power conversion products, including:

- OEM (embedded/internal + external power supplies),
- Telecom power (outside plant: equipment + services + directly replaced batteries, includes racks, enclosures, power distribution panels and all ancillary products)
- UPSs including all associated services and surge protectors,
- Inverters and other power conversion products related to alternative energy.
- Accessory/ancillary products and services related to power plants or power conversion
- Batteries used in conjunction with the power equipment

**Calendar Year (CY) Computation:**

**Sales numbers are related to the Calendar Year (CY) from 1/1/15 to 12/31/15, even though fiscal year (FY) is different for different companies. MTC has computed all sales for the calendar year for uniformity and fairness.**

**Companies with identifiable power supply sales are only listed.**

**Note: Ranking is done by using information gathered from reliable sources. In addition, MTC has estimated and extrapolated sales numbers from the public information and interviews. It is likely that a few merchant power supply manufacturers, who may fall into Top-15 categories were not listed because of the inaccessibility of their data: their sales numbers could not be reliably obtained or verified. No confidential information is used in computing these numbers.**

**MTC has made every effort to gather data publicly and reliably to include all viable companies in the list.**

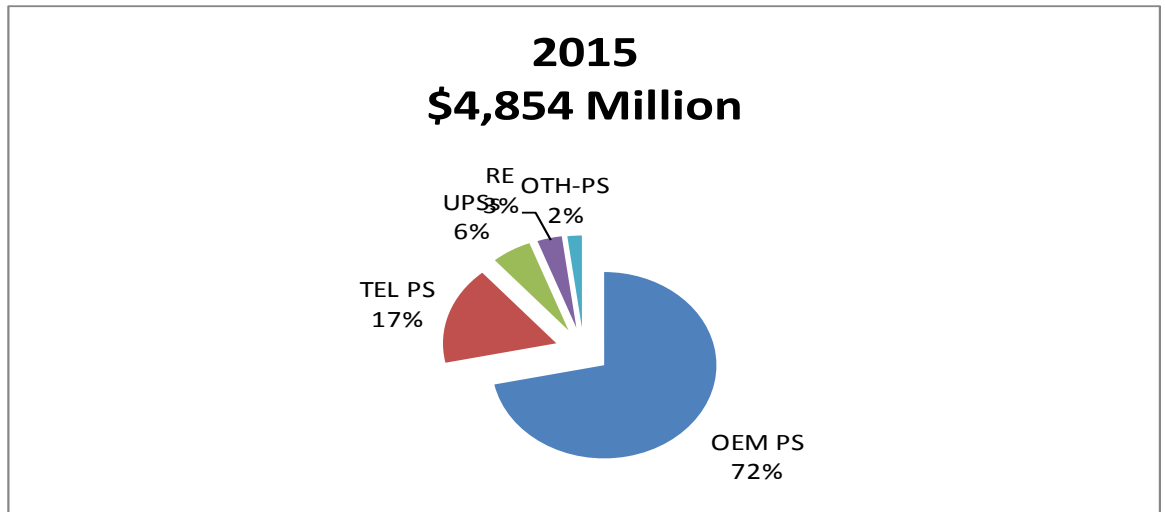
**Observations**  
**Top-15 Power Supply Companies**  
**Time Period From 2008 to 2015**

**A Stable Group:** The Top-15 power supply companies are a stable group of companies. Only a few companies have either left or joined this group. However, due to different annual growth rates and uneven exchange rates, many companies have moved up or down the ranking.

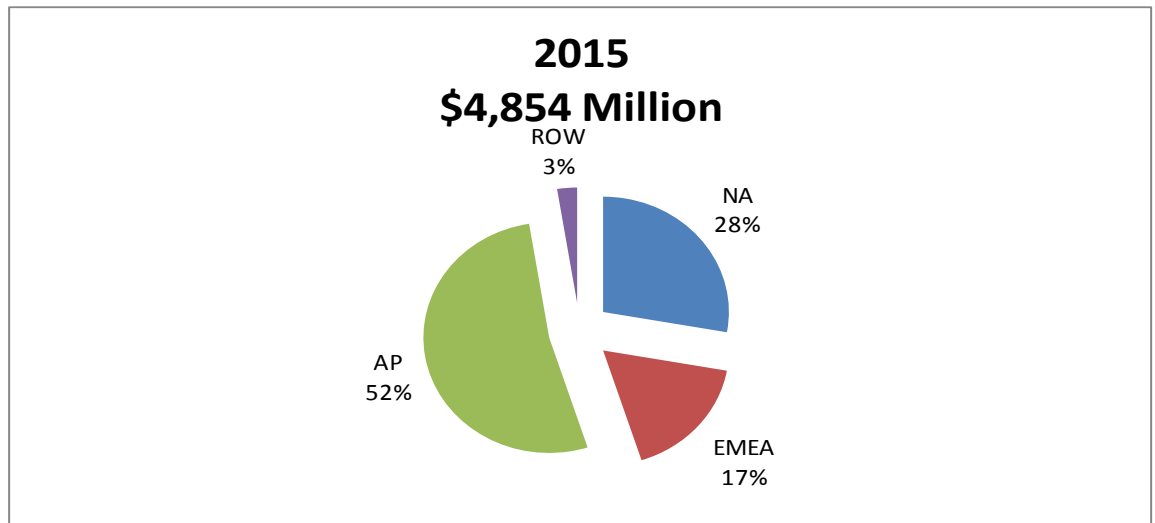
**Delta Remains #1:** Delta has been consistently ranked #1 power supply company in the world. It is one of the few companies that makes all types of products, OEM power supplies, Telecom Energy Systems, UPSs and renewable energy products for the global market place.

Delta’s product diversity and geographic distribution is shown below:

**Delta’s Product Distribution**



**Delta’s Geographic Distribution**



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**Observations**  
**Top-15 OEM/Embedded Power Supply Companies**  
**Time Period From 2008 to 2015**

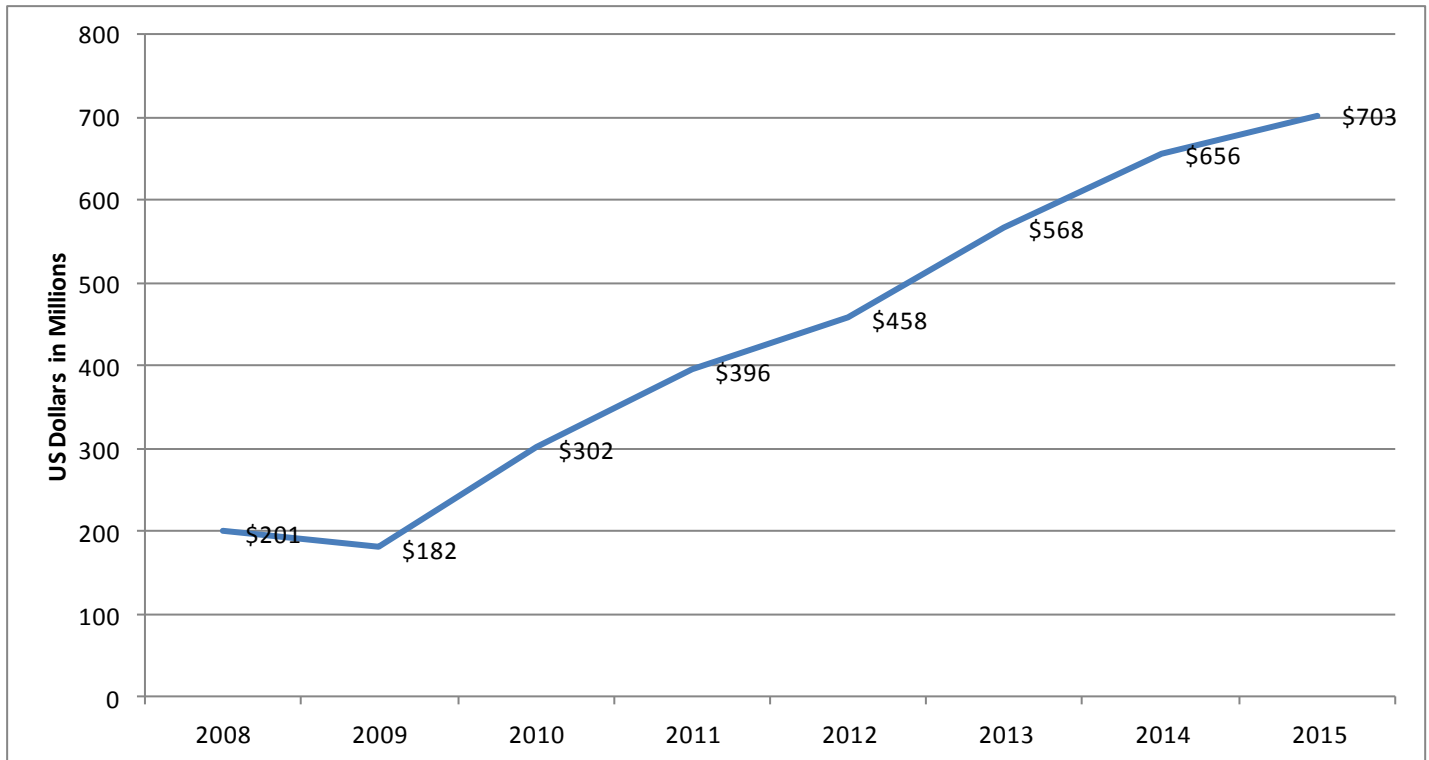
**Additional Notes:**

Only other company that makes such wide range of products is China-based Huawei. GE also makes wide variety of products that includes OEM power supplies, Telecom Energy Systems and UPSs. GE also makes power supplies for the aerospace and military applications. In this ranking, GE’s military power supply sales have not been included.

**Mean Well Shows Consistent and Significant Growth @ 19.6% CAGR**

From 2008 to 2015, Mean Well is the only company that has grown consistently and significantly with CAGR of 19.6%. Over that period no other large company had a double digit CAGR. Mean Well’s sales from 2008 till 2015 are shown below:

**Mean Well’s Sales: From 2008 To 2015**



**Additional Notes:**

**Chicony Power’s** CAGR from 2008 to 2015 was 9.9%, second best within the group due to slight a decline in 2015. (2015: \$880 million; 2014: \$875 million)

**Salcomp** was third best with 8.6% CAGR. Salcomp’s 2015 decline in sales was mainly due to Euro’s decline against the USD. In Euro, Salcomp’s sales were fairly stable. (2015: €571 million; 2014: €574 million).

**Forward-Looking Statement:**

**Statements made by companies in this newsletter that are not historical fact are forward-looking statements, which involve risks and uncertainties that may cause actual results or events to differ materially from those expressed or implies in such statements.**

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**11 times per year (no December issue)  
Sent electronically in PDF format  
Editor: Mohan Mankikar  
Regular subscription for one year: \$249  
Additional copy: \$50**

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## **The Micro-Tech Advantage**

- ◆ Focus on Power Supply/Electronic Industry
- ◆ Extensive Power Supply/Electronic Library and Databases
- ◆ Over 20 years of Power Supply/Electronics Industry Experience, Participation, Contacts & Background
- ◆ Obtains Marketing Information through exhaustive Primary Research
- ◆ Publishes most Cost Effective and Comprehensive Standard Multi-client and Custom Market Reports with follow-up support

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