



A DIFFERENT BREED OF CAT®

Flexibility & Innovation in an Uncertain Era

Samtec's approach to business is founded in our commitment to taking care of our customers. This encompasses our award-winning service, quality products and innovative technologies, but also awareness of challenges impacting the industry as a whole. In the current economic environment, uncertainties surrounding persistent trade policy and geopolitical shifts, rising material costs, and sourcing and logistics complexities, are top of mind.

Our unique business model encourages flexibility and innovation, allowing us to quickly make adjustments, offer a variety of options and strategic solutions to best meet our customers' specific needs – all while maintaining competitive pricing and the industry's best lead times. Contact us or a Samtec franchised Distributor at samtec.com/locations to learn how **Samtec is a Different Breed of Cat®**.

REDUCING TARIFF EXPOSURE

- Dual-Operations model provides flexible options for manufacturing country of origin (COO)
- Less than 7% of Samtec's imports to the US are COO China
- Strategic US and Singapore distribution centers support our global customer base
- Flexible invoicing options for tariff-related charges
- For current tariff and part-specific tariff information, please visit samtec.com/tariff

FLEXIBLE LOGISTICS CAPABILITIES

- **World Direct™**
 - Seamless global direct shipping
 - Products ship factory direct to our customers and channel partners, without any unnecessary consolidation points
 - Manufacturing flexibility without increased cost or lead times
- **Freight Collect Direct**
 - Customers outside the US can receive shipments directly from a Samtec facility, reducing lead times & tariff exposure
 - Customers inside the US that operate an FTZ, utilize a freight forwarder, or prefer to act as the IOR, can select a customized solution to meet unique business needs



PRICE COMPETITIVENESS

- Redundant manufacturing (Dual-Operations model) helps optimize labor and shipping costs, facilitates low-cost options, competitive pricing, and fast lead times
- **Volume Application Specific Pricing (VASP)** – a new program offering competitive pricing for large volume, core board-to-board production orders; for additional details, visit samtec.com/vasp
- Cost-efficient materials and components (e.g. lower-weight gold plating options to help offset the rising price of gold); learn more about Samtec's gold cost savings efforts at samtec.com/gold



BEST LEAD TIMES IN THE INDUSTRY

- Strategic global work centers enable maximum flexibility
- **Samtec Reserve®** – a new program with more than 200k parts that are guaranteed to ship in 1-day; for details, visit samtec.com/reserve
- Non-Reserve® build-to-order lead times start at 5 days for most products
- Ongoing facility expansions and additions, process optimizations; ability to quickly add capacity as needed



GLOBAL SUPPORT NETWORK



TECHNICAL SUPPORT

Signal Integrity Group:
sig@samtec.com

Application Support Group:
asg@samtec.com

Interconnect Processing Group:
ipg@samtec.com

SUPPLY CHAIN SUPPORT

MySamtec™ Real-Time Account Access:
account.samtec.com

Personal Account Managers/CSRs:
eCustomerService@samtec.com

Upfront, Aggressive 24-Hour Quotes:
ePricing@samtec.com



www.samtec.com

ISO-9001 and/or IATF 16949 Certified

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