

Welcome to Avnet's First Quarter Fiscal Year 2007 Teleconference and Webcast

October 26, 2006 2:00 p.m.
Eastern Time

Please Stand By...

The Presentation Will Begin Momentarily



Welcome

- Send questions via e-mail to investorrelations@avnet.com
- GAAP vs. non-GAAP Results
- Safe Harbor Statement
- Management Introduction



Vince Keenan
Vice President, Avnet, Inc.
Director, Investor Relations

Non-GAAP Results and Regulation

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- In addition to disclosing financial results that are determined in accordance with generally accepted accounting principles (“GAAP”), the Company also discloses in this presentation certain non-GAAP financial information including adjusted operating income, adjusted net income and adjusted diluted earnings per share. The non-GAAP financial information is used to reflect the Company's results of operations excluding certain items that have arisen from restructuring and integration, debt extinguishment costs and other items in the periods presented.
- Management believes that operating income adjusted for restructuring and integration charges is useful to investors to assess and understand operating performance, especially when comparing results with previous periods or forecasting performance for future periods, primarily because management views the excluded items to be outside of Avnet's normal operating results. Management analyzes operating income without the impact of restructuring and integration costs as an indicator of ongoing margin performance and underlying trends in the business. Management also uses these non-GAAP measures to establish operational goals and, in some cases, for measuring performance for compensation purposes.
- Management similarly believes net income and diluted earnings per share adjusted for the impact of the items discussed above, debt extinguishment costs and certain other items is useful to investors because it provides a measure of the Company's net profitability on a more comparable basis to historical periods and provides a more meaningful basis for forecasting future performance. Additionally, because of management's focus on generating shareholder value, of which net profitability is a primary driver, management believes net income and diluted EPS excluding the impact of these items provides an important measure of the Company's net results of operations for the investing public.
- However, analysis of results and outlook on a non-GAAP basis should be used as a complement to, and in conjunction with, data presented in accordance with GAAP.

Safe Harbor Statement

- This presentation contains certain “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. These statements are based on management’s current expectations and are subject to uncertainty and changes in factual circumstances. The forward-looking statements herein include statements addressing future financial and operating results of Avnet and may include words such as “will,” “anticipate,” “expect,” “believe,” and “should” and other words and terms of similar meaning in connection with any discussions of future operating or financial performance or business prospects. Actual results may vary materially from the expectations contained in the forward-looking statements.
- The following factors, among others, could cause actual results to differ materially from those described in the forward-looking statements: the Company’s ability to retain and grow market share, the Company’s ability to generate additional cash flow, any significant and unanticipated sales decline, changes in business conditions and the economy in general, changes in market demand and pricing pressures, allocations of products by suppliers, and other competitive and/or regulatory factors affecting the businesses of Avnet generally.
- More detailed information about these and other factors is set forth in Avnet’s filings with the Securities and Exchange Commission, including the Company’s reports on Form 10-K, Form 10-Q and Form 8-K. Avnet is under no obligation to update any forward-looking statements, whether as a result of new information, future events or otherwise.

Management Introductions

Roy Vallee

Chairman and
Chief Executive Officer



Ray Sadowski

Sr. Vice President, Avnet, Inc.
Chief Financial Officer



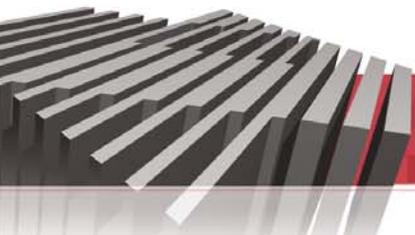
Rick Hamada

Sr. Vice President, Avnet, Inc.
Chief Operating Officer



Harley Feldberg

Sr. Vice President, Avnet, Inc.
President, Electronics Marketing



Business Highlights

Roy Vallee
Chairman & Chief Executive
Officer



Q1 Fiscal 2007 – Avnet, Inc.

Highlights

- Pro forma revenue growth of 14.2%⁽¹⁾ over prior year quarter
 - EM up 17.1%⁽¹⁾ , TS up 8.9%⁽¹⁾
- Reported revenue growth of 11.6% over prior year quarter
- Operating income⁽²⁾ grew 6 times faster than revenue
 - 3rd consecutive quarter of year over year operating income margin growth at both operating groups across all 3 regions
- Strengthened Balance Sheet
 - Ratings upgrade from Moody's, Outlook upgrade from S&P
 - Refinanced high interest debt

(1) Revenue is adjusted for fiscal year 2006 divestitures.

(2) Operating income does not include restructuring and other charges from 1Q06.

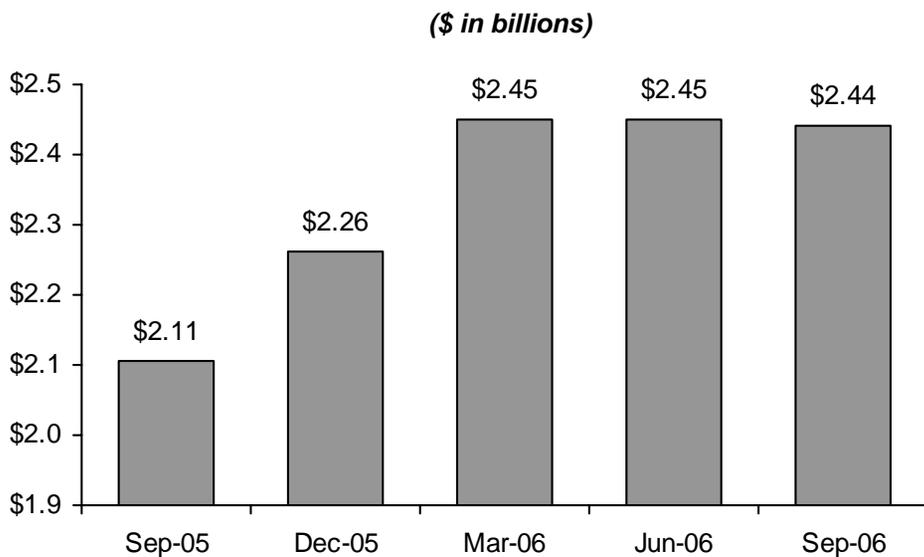
Financial Highlights – Electronics Marketing

- Highest year over year growth rate⁽¹⁾ in two years
 - Fourth consecutive quarter of double digit year over year growth⁽¹⁾
- Operating income grew more than 5 times faster than revenue
 - Third consecutive quarter of operating income margin >5%
- ROWC increased from 14.8% in Q1 FY06 to 23.6%

⁽¹⁾ Annual revenue growth is pro forma for the acquisitions and divestitures that occurred subsequent to the end of the 1st quarter fiscal 2006

in Q1 FY 07

Electronics Marketing (EM) Revenue



	Sep-05	Dec-05	Mar-06	Jun-06	Sep-06
Americas	\$ 0.89	\$ 0.93	\$ 0.98	\$ 0.98	\$ 0.97
EMEA	0.68	0.71	0.85	0.83	0.79
Asia	0.54	0.62	0.62	0.64	0.68
Total	\$ 2.11	\$ 2.26	\$ 2.45	\$ 2.45	\$ 2.44

- Reported revenue was up 15.4% year over year
- Pro forma revenue growth was 17.1%⁽¹⁾ year over year
- Americas grew 8.0% year over year
- EMEA grew 21.4%⁽¹⁾ year over year
- Asia grew 27.0% year over year

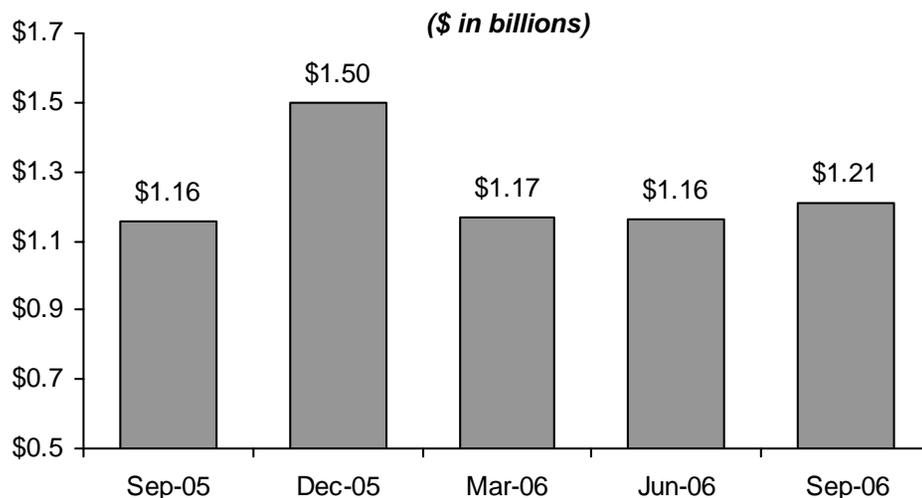
(1) Revenue is adjusted for fiscal year 2006 divestitures.

Financial Highlights – Technology Solutions

- Year over year pro forma revenue growth reaccelerated to 8.9%⁽¹⁾
- 13th consecutive quarter of year over year improvement in operating income and operating income margin
 - Operating income margin grew 41 basis points to 3.22%
- Strong sequential growth in microprocessors
 - Avnet Computing Components revenue up 57% sequentially

(1) Revenue is adjusted for fiscal year 2006 divestitures.

Technology Solutions (TS) Revenue



	Sep-05	Dec-05	Mar-06	Jun-06	Sep-06
Americas	\$ 0.80	\$ 1.03	\$ 0.79	\$ 0.83	\$ 0.82
EMEA	0.29	0.41	0.32	0.29	0.33
Asia	0.07	0.06	0.06	0.04	0.06
Total	\$ 1.16	\$ 1.50	\$ 1.17	\$ 1.16	\$ 1.21

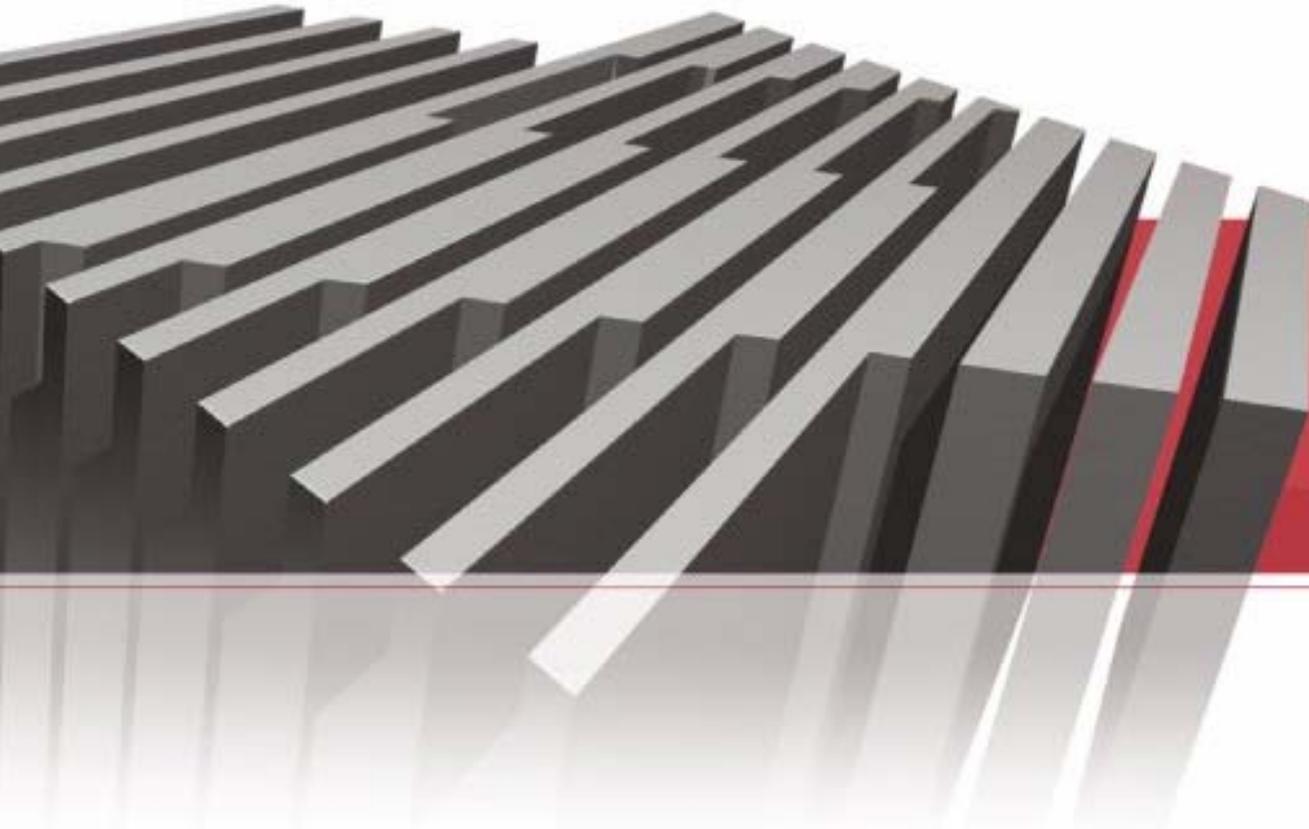
- Reported revenue grew 4.8% year over year
- Pro forma revenue growth was 8.9%⁽¹⁾ year over year
- Americas grew 7.9%⁽¹⁾ Y/Y
- EMEA grew 13.8% Y/Y
- Asia was down -2.1% Y/Y

(1) Revenue is adjusted for fiscal year 2006 divestitures.

- Sales of microprocessors

Financial Overview

Ray Sadowski
Chief Financial Officer

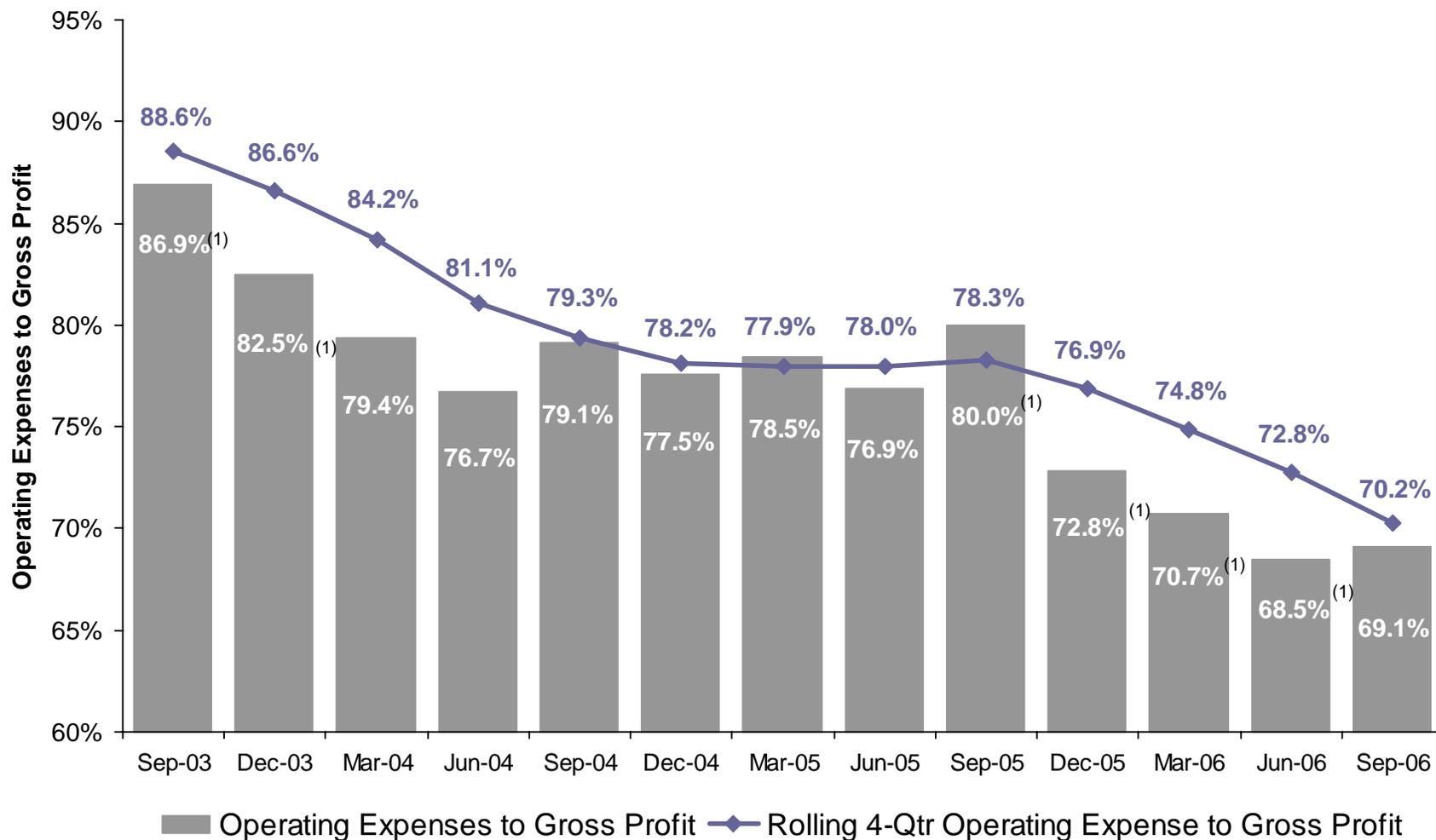


P&L Summary: Q1 Year-over-Year

(\$ In Millions, Except Per Share Information)

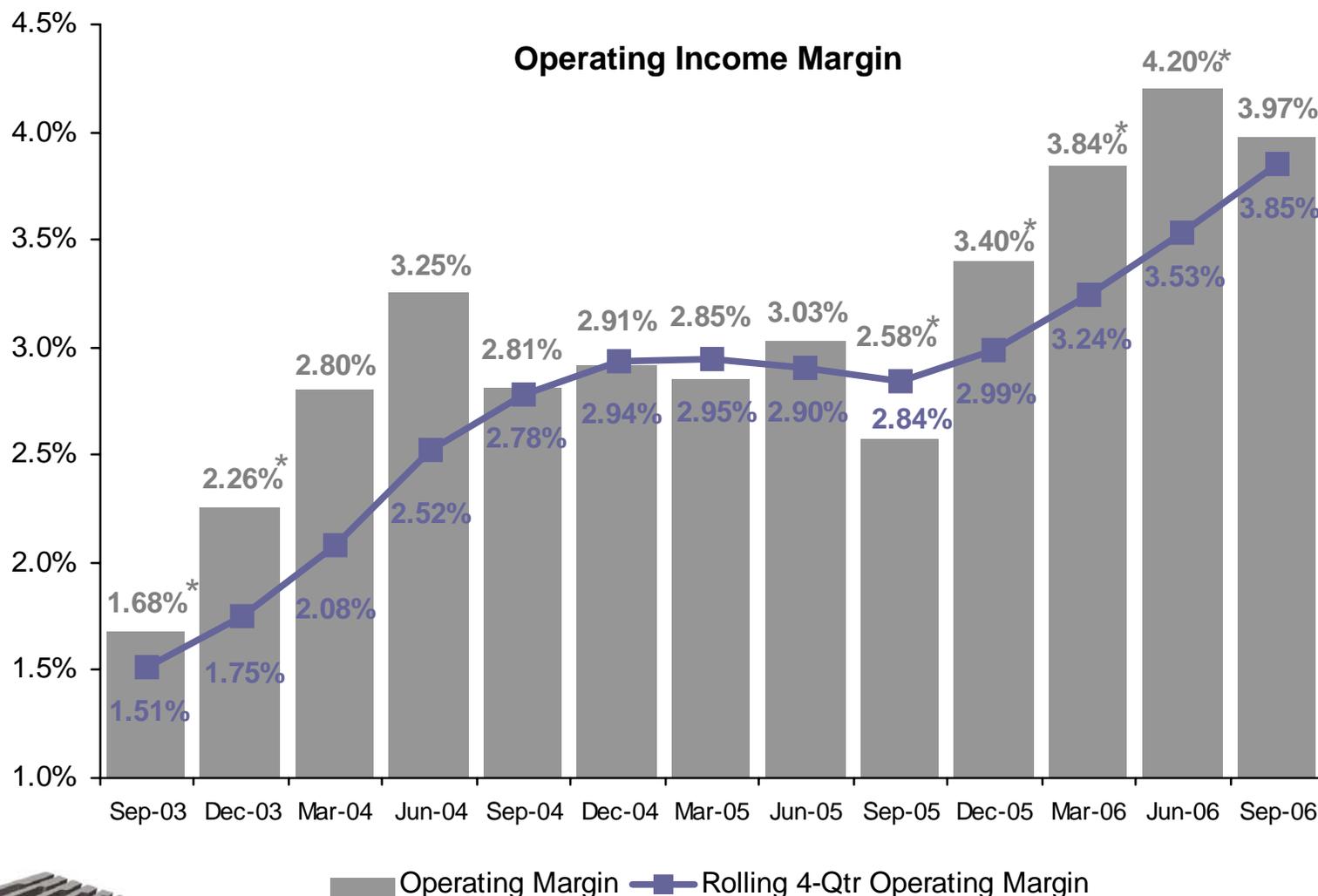
			Increase / (Decrease)	
	Q1 FY07	Q1 FY06	\$ Change	% Change
Sales	\$3,648.4	\$3,268.3	\$380.1	11.6%
Gross profit	468.4	423.2	45.2	10.7%
<i>Gross profit margin</i>	12.8%	12.9%	-0.1%	
Operating expenses	323.4	338.8	(15.4)	-4.5%
Operating income	145.0	84.4	60.6	71.6%
Interest expense	(22.3)	(23.7)	1.4	-6.1%
Other income	0.9	1.9	(1.0)	-52.6%
Income before tax	123.6	62.6	61.0	97.4%
Taxes	41.4	20.6	20.8	101.0%
Net income excluding certain charges	\$82.2	\$42.0	\$40.2	95.9%
Diluted earnings per share excluding certain charges	\$0.56	\$0.29	\$0.27	93.1%
After tax reconciliation to GAAP				
Restructuring and integration costs	\$ -	\$ (10.0)	\$10.0	--
Recovery of non-trade receivable	1.9	-	1.9	--
Income tax audit provision	(3.4)	-	(3.4)	--
Debt extinguishment costs	(16.6)	(7.1)	(9.5)	133.8%
GAAP net income	\$64.1	\$24.9	\$39.2	157.6%
GAAP diluted earnings per share	\$0.44	\$0.17	\$0.27	158.8%

Operational Excellence



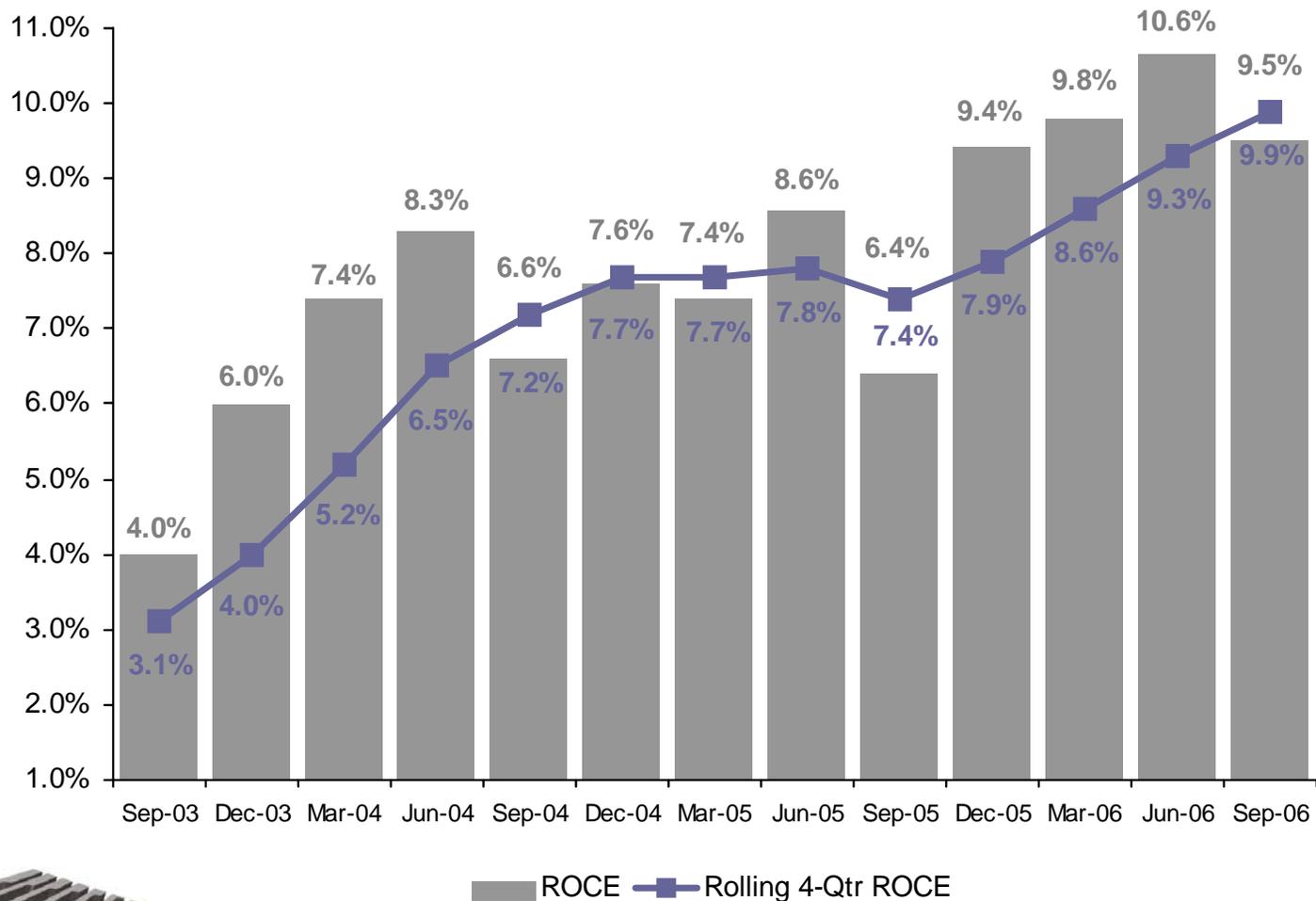
(1) Including restructuring and other charges operating expenses as a percentage of gross profit dollars were 97.3%, 89.6%, 83.3%, 79.3%, 74.2% and 72.7% in the September 2003, December 2003, September 2005, December 2005, March 2006 and June 2006 quarters, respectively.

Improved Operating Income



* Including restructuring and other charges operating income margin was 0.35%, 1.34%, 2.16%, 2.54%, 3.67% and 3.64% in the September 2003, December 2003, September 2005, December 2005, March 2006 and June 2006 quarters, respectively.

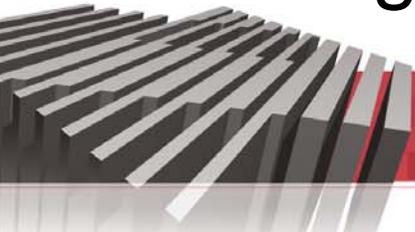
Creating Shareholder Value - ROCE



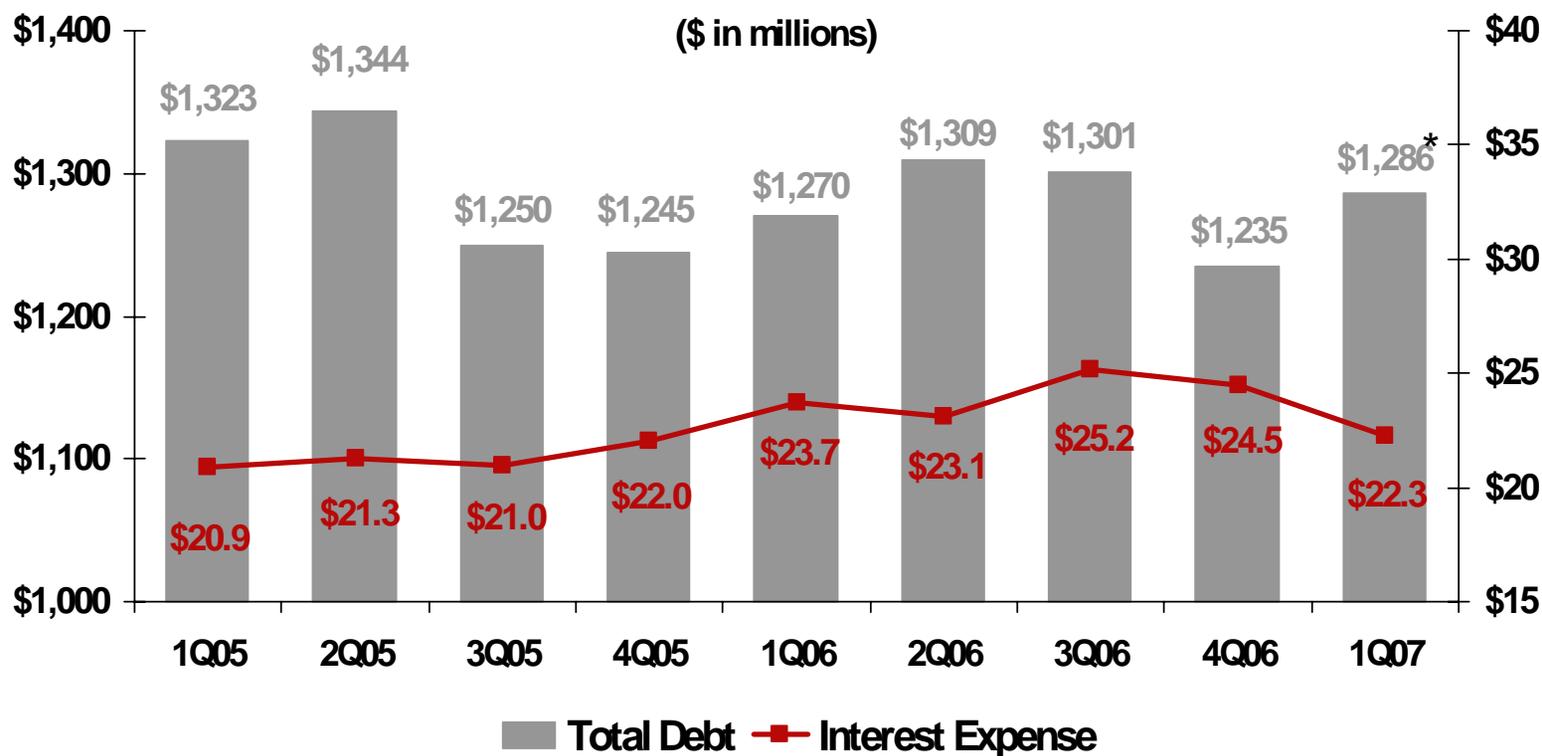
Note: ROCE does not include restructuring and other charges.

Capital Structure Improvements

- Issued \$300M of 10-year 6.625% senior notes due 2016
- Redeemed all outstanding 9¾% Notes due February 15, 2008, at a make-whole redemption price on October 12, 2006
- The refinancing activities were essentially neutral from an economic perspective
- Will retire 8.0% Notes due November 2006 utilizing available liquidity



Strengthened Balance Sheet

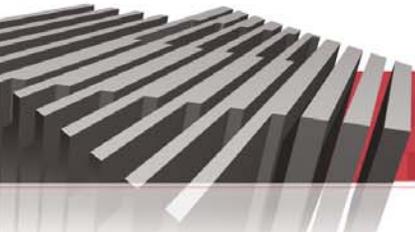


	FY2002	FY2003	FY2004	FY2005	FY2006
Debt to Capital Ratio	50.3%	44.4%	41.0%	37.2%	30.4%
Debt/EBITDA	10.1	7.0	4.2	3.2	2.1
EBITDA Coverage	1.4	2.0	3.4	4.5	6.1

* Total debt as of October 12, 2006 after the redemption of \$361.4 million outstanding 9¾% Notes due February 15, 2008.

December Quarter (Q2 FY07)

- Enterprise Revenue: \$3.83 to \$4.03 billion
- Group Revenues
 - EM: \$2.33 to \$2.43 billion
 - TS: \$1.50 to \$1.60 billion
- Non-GAAP EPS: \$0.58 to \$0.64 per diluted share





Question and Answer Session

*Please feel free to contact
Avnet's Investor Relations Personnel at:*

480-643-7394
investorrelations@avnet.com
www.ir.avnet.com

Non-GAAP Results and Regulation

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- For the periods presented in this release, debt extinguishment costs and certain other items detailed below impacted the current year fiscal quarter. Restructuring, integration and other charges and debt extinguishment costs impacted the prior fiscal quarter. Reconciliations of the Company's reported results to the results adjusted for these items are included in the following table (in thousands, except per share data):

<u>Quarter ended September 30, 2006</u>	<u>Pre-tax Income</u>	<u>Net Income</u>	<u>Diluted EPS</u>
GAAP results	\$ 99,073	\$ 64,143	\$ 0.44
Non-trade receivable recovery	(2,810)	(1,873)	(0.01)
Debt extinguishment costs	27,358	16,538	0.11
Income tax audit provision	-	3,400	0.02
Total Adjustments	<u>24,548</u>	<u>18,065</u>	<u>0.12</u>
Adjusted results	<u>\$ 123,621</u>	<u>\$ 82,208</u>	<u>\$ 0.56</u>

<u>Quarter ended October 1, 2005</u>	<u>Operating Income</u>	<u>Pre-tax Income</u>	<u>Net Income</u>	<u>Diluted EPS</u>
GAAP results	\$ 70,677	\$ 37,160	\$ 24,897	\$ 0.17
Restructuring and integration charges	13,786	13,786	10,006	0.07
Debt extinguishment costs	-	11,665	7,052	0.05
Total Adjustments	<u>13,786</u>	<u>25,451</u>	<u>17,058</u>	<u>0.12</u>
Adjusted results	<u>\$ 84,463</u>	<u>\$ 62,611</u>	<u>\$ 41,955</u>	<u>\$ 0.29</u>

	<u>Q4 FY06</u>	<u>Q3 FY06</u>	<u>Q2 FY06</u>	<u>Q2 FY04</u>	<u>Q1 FY04</u>
GAAP results - operating income	\$ 131,474	\$ 132,830	\$ 95,498	\$ 34,224	\$ 8,392
Restructuring and other charges	6,781	16,969	32,423	23,465	32,153
Loss (gain) on sale of business lines	13,551	(10,950)	-	-	-
Total Adjustments	<u>20,332</u>	<u>6,019</u>	<u>32,423</u>	<u>23,465</u>	<u>32,153</u>
Adjusted results	<u>\$ 151,806</u>	<u>\$ 138,849</u>	<u>\$ 127,921</u>	<u>\$ 57,689</u>	<u>\$ 40,545</u>

Non-GAAP Results and Regulation

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References to restructuring and other charges and debt extinguishment costs and/or the exclusion thereof refer to the following charges taken in the quarters indicated

(with reference to the appropriate SEC filing in which further disclosure of these charges first appeared). All other quarters had no such charges recorded:

- Q1FY07 – Debt extinguishment costs of \$27.4 million pre-tax, \$16.5 million after tax and \$0.11 per share on a diluted basis associated with the redemption of its outstanding 9¾% Notes due February 15, 2008; (2) other income of \$2.8 million pre-tax, \$1.9 million after tax and \$0.01 per share on a diluted basis associated with the recovery of a previously written off non-trade receivable; and (3) income tax provision of \$3.4 million and \$0.02 per share on a diluted basis associated with transfer pricing matters in Europe. (Form 8-K filed October 26, 2006)
- Q4 FY06 - (1) Restructuring and other charges, including integration costs, relating to the Memec acquisition, divestitures, and other actions amounting to \$6.8 million pre-tax, \$7.3 million after tax and \$0.05 per share on a diluted basis; (2) a one-time loss of \$13.6 million pre-tax, \$14.3 million after tax and \$0.10 per share on a diluted basis associated with the sale of two small, non-core businesses; and (3) debt extinguishment costs of \$10.9 million pre-tax, \$6.6 million after tax and \$0.04 per share on a diluted basis associated with the early repayment of \$113.6 million of the 9 ¾% Notes due February 15, 2008. (Form 8-K filed August 9, 2006 and Form 10-K filed August 30, 2006)
- Q3 FY06 – (1) Restructuring and other charges, including integration costs, relating to the Memec acquisition and other actions amounting to \$17.0 million pre-tax (\$1.4 million of which is included in cost of sales), \$11.2 million after tax and \$0.08 per share on a diluted basis; and (2) a one-time gain of \$10.9 million pre-tax, \$7.3 million after tax and \$0.05 per share on a diluted basis associated with the divestiture of two TS businesses (Form 8-K filed April 27, 2006 and Form 10-Q filed May 8, 2006)
- Q2 FY06 – (1) Restructuring and other charges and integration costs, substantially all related to the Memec acquisition, totaling \$32.4 million pre-tax (\$7.5 million of which is included in cost of sales), \$21.4 million after tax, and \$0.14 per share on a diluted basis. (Form 8-K filed January 25, 2006 and Form 10-Q filed February 3, 2006)
- Q1 FY06 – (1) Restructuring and integration costs substantially all related to the acquisition of Memec, totaling \$13.8 million pre-tax, \$10.0 million after tax and \$0.07 per diluted share; (2) Debt extinguishment costs associated with the repurchase of \$254.1 million of the 8.00% Notes due November 15, 2006 totaling \$11.7 million pre-tax, \$7.1 million after tax and \$0.05 per diluted share. (Form 8-K filed October 27, 2005 and Form 10-Q filed November 9, 2005)
- Q3 FY04 – Debt extinguishment costs associated with the cash tender offer completed during the quarter for \$273.4 million of the 7 7/8% notes due February 15, 2005 totaling \$16.4 million pre-tax, \$14.2 million after-tax and \$0.12 per diluted share (Form 8-K filed April 29, 2004 and Form 10-Q filed May 18, 2004)
- Q2 FY04 – Charges related to cost cutting initiatives and the previously announced combination of the Computer Marketing and Applied Computing operating groups into one operating group now called Technology Solutions. These charges include severance costs, charges for consolidation of certain owned and leased facilities, write-offs of certain capitalized IT-related initiatives and the impairment of certain owned assets in the Company's European operations totaling \$23.5 million pre-tax, \$16.4 million after-tax and \$0.14 per diluted share (Form 8-K filed January 29, 2004 and Form 10-Q filed February 13, 2004)
- Q1 FY04 – Charges recorded in connection with cost cutting initiatives and the previously announced combination of Computer Marketing and Applied Computing into one operating group now called Technology Solutions. These charges include severance costs, charges for consolidation of certain facilities, write-offs of certain capitalized IT-related initiatives and the write-off of remaining unamortized deferred loan costs associated with the Company's multi-year credit facility terminated in September 2003 totaling \$32.1 million pre-tax, \$22.2 million after tax and \$0.18 per diluted share (Form 8-K filed October 30, 2003, and Form 10-Q filed November 14, 2003)
- The Company occasionally refers to comparative results in both delivered dollars and constant dollars. Delivered dollars reflect the reported results while constant dollars reflect the adjustment for fluctuations in foreign currency exchange rates between the two comparative periods

Closing Remarks

Thank you for attending.

*We look forward to hosting you next
quarter!*

