



# Sonepar at a glance 2026

Sonepar is an independent family-owned company standing as the world leader in B2B distribution of electrical equipment, solutions, and services.

The Group is leading an ambitious transformation to make its customers' lives easier, providing them an omnichannel experience and sustainable solutions in the building, industry, and energy markets.

Sonepar's 46,000 associates are committed to accelerating the world's electrification and driven by a shared Purpose: "Powering Progress for Future Generations."

Follow us on:



## Our Purpose

At Sonepar, we believe that progress moves the world and makes lives better. Every day, through our business, our values and the links we create, we are committed to serving future generations. It is for their future that we power progress.

## Our Mission

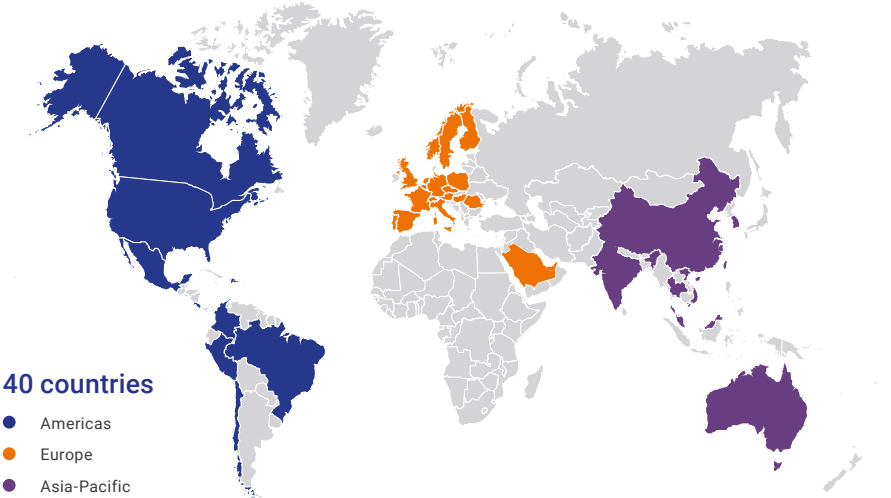
As a trusted partner to electrical equipment makers, Sonepar makes its customers' lives easier by selecting and distributing a wide range of products and services in major markets such as industry, building and energy utilities.

## Our Ambition

Serving customers through an omnichannel experience, promoting best-in-class sustainability and ensuring associates an inclusive working environment through a unique Purpose.



## Global Reach





## Key Figures

Group sales

€33.6Bn

Online sales

€12.3Bn

Distribution centers

180

Branches

2,400

Associates

46,000

Associate engagement rate

82%

## Revenue Sources

### Customer-generated



Installers:  
59%



Industry:  
19%



Infrastructures:  
14%

### Product-generated



Electricity & energy  
distribution: 33%



Building automation  
& construction: 9%



HVAC: 4%



Cables &  
wires: 19%



Industry: 8%



Safety, tools &  
engineering: 4%



Lighting: 12%



Renewable  
energy: 5%



Specialties: 1%

# Our Activities

## Making our customers' lives easier

We serve professionals across the electrical distribution value chain: electrical installers, industrial companies, commercial buildings, energy providers, OEMs and system integrators, and the public sector.

With a global footprint and strong local relationships, we make our customers' lives easier by focusing on availability, delivery, and a service mindset across all our channels.



## Building solutions

Building professionals represent nearly 70% of Sonepar's global sales. We support all construction and renovation projects, regardless of size or scope. Our strengths: technical expertise, clean-energy solutions, and a vast product range available through our omnichannel platform.

## Data Center solutions

We support systems integrators with the scale, service, and supply partnerships needed to design, deploy, and maintain complex Data Center systems with confidence, agility and speed.



## Energy solutions

We serve power generation and distribution professionals, including utilities, municipalities, contractors, and renewable energy installers. Our solutions are reliable, scalable, and built for tomorrow's energy challenges.

## Industry solutions

Industrial customers face rapid transformation, driven by electrification, automation, and digitalization. We help them stay ahead with automation, digitalization and expert support.



## Our Purpose

# Powering Progress for Future Generations

Our Purpose affirms why we exist, what unifies us as a Group and what needs we fulfill in society.

Sonepar's Purpose is rooted into its core activities through six impactful, group-wide bold commitments, engaging associates and stakeholders around common initiatives and goals.



Continuous Education



Customer Sustainable Journey



Product Circularity



Inclusivity



Communities



Colam Family Sharing

## Our Values



Customer centric



Committed to people and the planet



Lead by example



The will to dare

Photo credits: Benjamin Jehne, Sonepar

