

Out of the blue sea, **Tianjin Tianhai** from China announced it will buy **Ingram-Micro**, the world's largest technology distributor for $6 billion.

$6 billion for a $46 billion company tells you a lot about the business of high tech distribution. But this story is not about the HOW MUCH but more about the WHO and the WHY.

Tianjin Tianhai began as a humble marine shipping company and turned itself into a modern logistic industry investor and operator, focusing on investment in logistics, supply chain and management-- and financing service for the logistic industry.

It will put Ingram-Micro into its **HNA Group**, which just happens to be the largest shareholder of Tianjin Tianhai.

Hang on, yes it is confusing. Just imagine a Deutsche Post buying a German IT distributor and putting it under its subsidiary DHL to be managed. Now with a little more fiction, imagine if DHL had owned the majority of Deutsche Post stock. That would make DHL the power behind the Deutsche Post throne, right?





[Official Ingram Micro Press Release]