

Top 10 Connector Manufacturers

The top 10 connector manufacturers, as a group, achieved \$38.7 billion in annual sales in 2019 or 60.2% of world connector demand. This is up from 2018's market share of 59.5%.

The following table identifies the 2019 top 10 as defined by total world connector sales and compares these sales to 2018.

Top 10 Ranked by World Sales

2019 Rank	Manufacturer	2018 Sales	2019 Sales	Percent Change
1	TE Connectivity	\$10,304.0	\$9,916.0	-3.8%
2	Amphenol	\$7,567.5	\$7,339.7	-3.0%
3	Molex	\$5,093.0	\$5,301.0	4.1%
4	Aptiv (FKA Delphi Connection)	\$3,511.0	\$3,373.2	-3.9%
5	Foxconn (FIT)	\$3,195.2	\$3,092.3	-3.2%
6	Luxshare Precision	\$2,716.9	\$2,974.6	9.5%
7	Yazaki	\$2,692.0	\$2,471.0	-8.2%
8	JAE	\$1,947.0	\$1,628.0	-16.4%
9	J.S.T.	\$1,475.0	\$1,350.0	-8.5%
10	Rosenberger	\$1,214.1	\$1,213.4	-0.1%
Total		\$39,715.6	\$38,659.2	-2.7%

\$ Millions

The above table reveals some interesting trends:

- The top four connector manufacturers are all US based companies (TE Connectivity #1, Amphenol #2, Molex #3, and Aptiv #4).
- There are three Japanese companies in the top 10 (Yazaki #7, JAE #8, and J.S.T. #9).
- There is one top 10 company from Europe (Rosenberger, #10).
- There is one top 10 company from the Asia Pacific region (Foxconn (FIT), Taiwan #6).
- There is one top 10 company from China (Luxshare).
- The top 10, as a group, reported a sales decrease of -2.7% in 2018. This compares favorably to an industry wide sales decrease of 3.8%. The better performance of the top 10 was the result of acquisitions that occurred in 2019, as well as previous years and the close to double digit growth of Luxshare Precision, China's largest connector manufacturer.

Note, the three largest companies, TE Connectivity, Molex, and Amphenol, are active acquirers. Rosenberger made the top 10 for the first time in 2017, previously ranking in the top 15.

The Top 10 Market Share (1980-2019)

The following table compares the top 10 combined annual sales to world connector demand.

**Top 10 Share of the Market
1980, 1990, 1995, 2000, 2005, and 2010 through 2019**

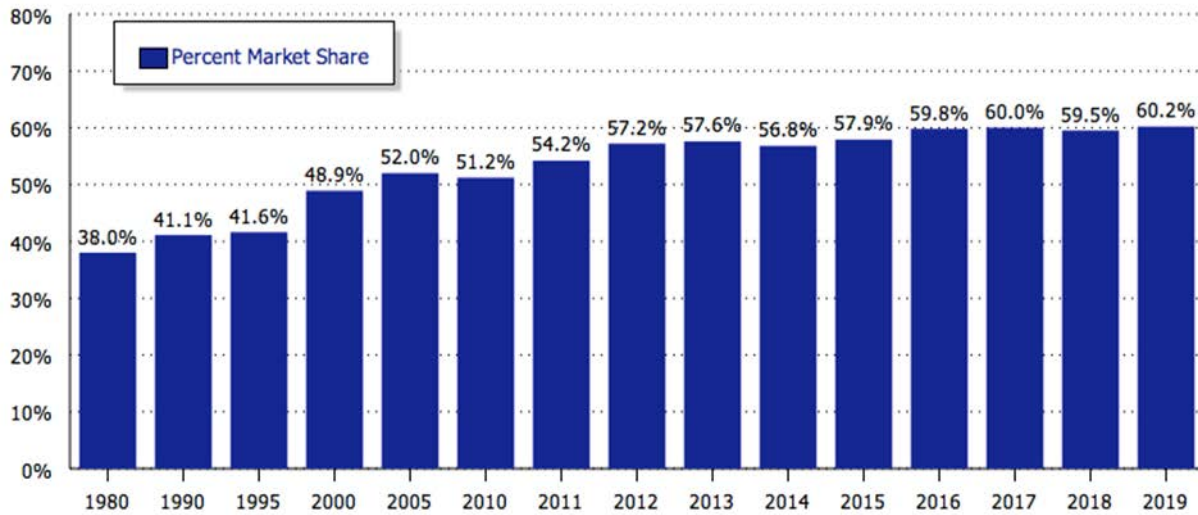
Year	Top Ten	World	Top Ten Market Share
1980	\$3,417.0	\$8,989.0	38.0%
1990	\$7,063.0	\$17,166.5	41.1%
1995	\$9,850.0	\$23,700.5	41.6%
2000	\$17,462.6	\$35,692.7	48.9%
2005	\$18,841.0	\$38,185.4	52.0%
2010	\$24,542.7	\$47,938.7	51.2%
2011	\$27,760.6	\$51,193.0	54.2%
2012	\$28,477.2	\$49,814.9	57.2%
2013	\$29,505.5	\$51,183.4	57.6%
2014	\$31,461.1	\$55,402.0	56.8%
2015	\$30,121.7	\$52,049.8	57.9%
2016	\$32,374.8	\$54,163.7	59.8%
2017	\$36,075.4	\$60,115.8	60.0%
2018	\$39,715.6	\$66,710.1	59.5%
2019	\$38,659.2	\$64,169.1	60.2%

\$ in Millions

The top 10 accounted for 38% of the world connector demand in 1980 and 60.2% in 2019. Much of this growth can be attributed to acquisitions made by the top 10. In the last decade, significant M&A activity has occurred, e.g., TE acquired Deutsch (\$670 million – 2011), Aptiv (Delphi) acquired the MVL division of FCI (\$950 million - 2012), Molex acquired Oplink Communications (\$200 million – 2014), Amphenol acquired FCI (\$600 million – 2016) and CONEC (2019), and Aptiv acquired Winchester (\$650 million – 2018). In addition to those mentioned, manufacturers listed in the top 10 made over 50 acquisitions during the past five-years!

The following graph shows market share of the top 10 connector manufacturer for the period 1980, 1990, 1995, 2000, 2005, and 2010 through 2019.

Top 10 Market Share Percentage of World Market



Top 10 Landscape Changes

Since 1980, there has been a dramatic change in the companies that comprise the top 10. Some companies have moved up in rank, others have moved out of the top 10 and still others have gone out of business or have been acquired by larger companies.

The following table provides a history of the top 10 over a 39-year time frame.

Top 10 by Name (1980-2019)

Rank	1980	1990	2000	2010	2015	2019
1	Amp	Amp	Tyco Electronics	Tyco Electronics	TE Connectivity	TE Connectivity
2	Amphenol	Molex	Molex Inc.	Molex Inc	Amphenol	Amphenol
3	ITT Cannon	LPL/Amphenol	FCI	Amphenol	Molex	Molex
4	DuPont (Berg)	ITT Cannon	Delphi	Yazaki	Delphi	Aptiv (Delphi)
5	3M	3M	Amphenol	FCI	Yazaki	Foxconn (FIT)
6	Augat	Bumdy	Yazaki	J.S.T.	Foxconn (Hon Hai)	Luxshare
7	Winchester	DuPont (Berg)	ITT Cannon	Foxconn (Hon Hai)	JAE	Yazaki
8	Cinch	J.S.T.	3M	Delphi	J.S.T.	JAE
9	Bumdy	Hirose	JAE	Hirose	Luxshare	J.S.T.
10	Molex	JAE	J.S.T.	JAE	Hirose	Rosenberger

Some highlights include:

- TE Connectivity has remained the largest connector company since 1980. The name changed from AMP to Tyco International to Tyco Electronics and currently to TE Connectivity.
- Molex and Amphenol have remained in the top 10 throughout the 39-year time frame. Molex moved from the tenth largest in 1980 to the third largest in 2019. Amphenol, the second largest in 1980 fell to fifth in 2000 but moved up to the third largest in 2010 and the second largest in 2019.
- Companies that were in the top 10 in 1980 but have not retained a top 10 ranking are ITT Cannon, DuPont (Berg), 3M, Winchester, Augat, Cinch, and Burndy. DuPont (Berg) was acquired by Framatone (FCI) in 1998 and later by Amphenol in 2016. Augat was acquired by Thomas Betts in 1996 and Thomas & Betts' OEM division was acquired by Tyco Electronics in 2000. Cinch was acquired by Bel in 2010. Burndy was acquired by Framatone (FCI). Both ITT and 3M were still ranked in 2019 but have slipped to positions outside the top 10.
- There were no Asian companies in the top 10 in 1980. In 2019, there were five Asian companies represented in the top 10.

The following table shows the number of top 10 companies by region of the world over the 38-year period (1980-2016).

Top 10 by Region (1980-2019)

Region	1980	1990	2000	2010	2019
North America	10	6	6	4	4
Europe	0	1	1	1	1
Japan	0	3	3	4	3
China	0	0	0	0	1
Asia Pacific	0	0	0	1	1

Luxshare achieved a top 10 rank in 2015, making it the first and only Chinese company achieving top 10 status. They maintained this ranking in 2019. Rosenberger, who first achieved top 10 status in 2017, is the first European company to achieve top 10 ranking since 2011.

In future articles, we will analyze the 10 connector manufacturer's rankings by region, products manufactured, and markets served. This analysis is interesting and informative because it highlights many additional companies that have achieved success by implementing a focused product and market approach.

*Bishop & Associates has published a 10-chapter research report that provides a complete analysis of the **World's Top 100 Electronic Connector Manufacturers**. This report furnishes detailed statistics that benchmark the leading connector manufacturers by 2018/2019 total sales, sales by end-use equipment market, sales by product category, and many other key industry measurements. All manufacturers are exhibited by 2019 sale and are ranked by region of the world with percent year-to-year change. The report provides all the key data needed to analyze each of the top 100 worldwide electronic connector suppliers. [Click here for more information.](#)*

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