

# MTC: Micro-Tech Consultants

## Power Electronics Industry News Top-15 Power Supply Companies

TOP-15-PSM: 2022-SALES

Top-16 Merchant PS Manufacturers: CY 2022 Worldwide Sales  
All types of power supplies: OEM/Embedded (O) Power + Telecom (T) Power + UPSs (U) +RE Inverters (I) + Other Power Supplies

### Highlights:

TOP-15 PS  
COMPANIES-  
ALL TYPES OF  
POWER SUPPLIES:  
OEM POWER+  
TELECOM POWER+  
UPSs+  
INVERTERS+  
OTHER PS

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No	PS Companies	HQ Location	Sales
1	Delta Electronics	Taiwan	~\$7400-7600
2	Sungrow Power Supply	China	~\$4577
3	Schneider Electric	France	~\$3000-3500
4	SolarEdge Technologies, Inc.	USA	~\$3110
5	Vertiv	USA	~\$2200-2500
6	Enphase Energy	USA	~\$2331
7	Lite-On	Taiwan	~\$1900-2000
8	Eaton Corp.	US/Ireland	~\$1800-2000
9	Advanced Energy	USA	~\$1845
10	MEAN WELL	Taiwan	~\$1494
11	Chicony Power	Taiwan	~\$1364
12	Flex™	Singapore	~\$1050
13	SMA Solar Technologies	Germany	~\$1035
14	Salcomp	Finland/China	~\$1000+
15	AcBel	Taiwan	~\$800-850
16	Shenzhen Megmeet (Megmeet)	China	~\$770

TOP-15 PS  
COMPANIES:  
OEM POWER

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### Definitions & Explanations:

- OEM: Embedded power supplies incorporated in the system; DC output
- TELECOM Power: Outside power plant (Energy Systems/DC Power Systems): DC Output: includes rectifiers and other power supply related products including racks, enclosures, distribution panels, EF&I (Engineering, Furnishing & Installation), batteries and associated services
- UPS: Uninterruptible Power Supplies: AC output
- RE Inverters: Renewable Energy Inverters: AC output
- OPS: Other types of power supplies
- Prevailing exchange rates are used. Numbers are rounded to the nearest digit
- Further explanations are provided on Page 2
- CY implies Calendar Year from 1/1/22 to 12/31/22, even though fiscal year (FY) may be different for different companies. MTC has computed all sales for the calendar year for uniformity and fairness
- Only accessible/identifiable companies are listed; some companies sales may change due to change in reporting structure and exchange rate variations

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**MTC Commentary**

Top-15 Merchant PS Manufacturers  
CY 2022 Worldwide Sales  
OEM/Embedded (O) Power

**The Top-15/16  
Power Supply Companies**

No	PS Companies	Sales
1	Delta Electronics	~\$5200-5300
2	Lite-On	~\$1600-1650
3	MEAN WELL	~\$1494
4	Chicony Power	~\$1364
5	Flex™	~\$1050
6	Salcomp	~\$1000+
7	Shenzhen Megmeet (Megmeet)	~\$770
8	Advanced Energy	~\$755-765
9	AcBel	~700-720
10	TDK-Lambda	~\$600
11	FSP Group	~\$590
12	Phihong	~\$460
13	Vicor	~\$399
14	Tridonic	~\$390
15	XP Power	~\$360

The Top-15/16 Power Supply Manufacturers' list was prepared by using a combination of interviews, published data such as annual reports, management presentation and financial conferences and MTC's own estimates through various extrapolations of known benchmarks. The power supply industry consists of private companies and divisions of large companies for which power supply revenues are not readily available. In such cases, experience, extrapolations and industry standard estimates have been used.

The list of "All Types of Power Supplies" consists of following power conversion products:

- OEM (embedded/internal + external power supplies)
- Telecom power (outside plant: equipment + services + directly replaced batteries, includes racks, power distribution panels and all ancillary products)
- UPSs include surge protectors and associated services
- Inverters and other power conversion products related to renewable energy
- Accessories/ancillary products and services related to power plants or power conversion
- Batteries used in conjunction with the power equipment

**Power Supply Leaders in  
AC-DC Switchers & DC-DC Converters**

PS Companies	Products	2022 Sales
Delta Electronics	AC-DC	\$4900-\$5100
Vicor Corp.	DC-DC	\$330-360

**Note:** The power supply companies' ranking is done by using information gathered from the reliable sources. In addition, MTC has estimated and extrapolated sales numbers from the public information and interviews. It is likely that a few merchant power supply companies with higher sales may not have been listed in the above groups. This is mainly due to the inaccessibility or the reliability of their data. Confidential information has not been used in the compilation of sales numbers. MTC has made every effort to gather sales numbers from public and reliable sources to include all the viable companies in the list. The Ranking List will be posted on MTC's Web Site: MTCPower.com. Due to variations in the exchange rates, some sales numbers may change. Any changes and updates will be posted on the Web Site as well.

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**Disclaimer:**

The data collected in this report are from sources considered reliable and public. Estimates are used in case data are not available either through public domain or through interviews. No confidential information is used in the preparation of this report. Analysis, judgments and extrapolations used to derive certain conclusions are commensurate with normal/standard industry practices.

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The opinions and views expressed herein reflect the judgments of Micro-Tech Consultants (MTC) and are subject to change.

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**Take The Micro-Tech Advantage:**

- Focus on Power Supply/Electronics Industry
- More than 40 years of Power Supply/Electronics Industry Experience, Participation, Contacts & Background
- Obtains Marketing Information through exhaustive Primary Research
- Well respected in the Power Supply/Electronics Industry
- Publishes most Cost-Effective & Comprehensive Multi-Client Reports

**MTC Products & Services:**

- Global Switching Power Supply Industry Report (published annually)
- Custom Consulting: Acquisitions & Mergers

**Micro-Tech Consultants (MTC) was founded in 1984 by Mohan Mankikar: MBA; MSCS; MEEE; BEEE**

Its focus has been market research, analysis and consulting in the power supply industry. It produces an annual switching power supply industry report that includes AC-DC switchers and DC-DC converters. It provides consulting services to various clients that include merchant and captive power supply companies, power component manufacturers, electronic equipment manufacturers (OEMs) and financial institutions interested in investing in the power supply industry. In last twenty four years, Micro-Tech Consultants (MTC) has been the most recognized and widely quoted power supply market research company in the world. Its name and data have been used by many public companies and leading electronic trade publications.

Mr. Mankikar has over 40 years of experience in the power supply industry. He is the President of Micro-Tech Consultants (MTC), which provides market research and consulting services in the power supply industry. He was previously employed by Lambda Electronics, one of the largest standard power supply manufacturer and Gnostic Concepts, a leading technical market research/consulting organization of its time. Mr. Mankikar has given presentations and seminars at various organizations on the power supply industry. He wrote "Power Technologies" column for Electronic Engineering Times for twelve years. He published a widely-read "Power Electronics Industry Newsletter" for twenty four years.

MTC is an active member of PSMA

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