

DC-Link Capacitors

Through-Hole Film Capacitors

VISHAY

The DNA of tech™

▶ WHERE TO HUNT

Automotive: DC/DC converters, coolant-cooled systems, on-board and inductive chargers, e-compressors

Industrial: drives, AI power systems, UPS, welders, EV chargers

Renewable: PV, microinverters, energy storage systems, H2 electrolysis

▶ DOOR OPENER QUESTIONS

- **Electrical requirements:** capacitance, voltage, and ripple current
- **Lifetime challenges:** mission profile
- **THB requirement:** environmental conditions of heat and humidity
- **Mechanical constraints:** height, width, vibration, terminals

▶ WHAT SETS US APART

- **Dual-grade qualification:** automotive- and Industrial-grade options
- **Extended thermal endurance:** reliable operation up to 135 °C
- **Low profile format:** slim versions for height-constrained designs
- **Wide capacitance / voltage spectrum:** supports a broad capacitance range for converters up to 1800 V_{DC}
- **Flexible terminations:** leads, PressFit, tabs, or busbar configurations
- **Designed in Europe and manufactured in Europe and India:** supply stability and quality assurance

▶ HOW TO SELL: Sell the Solution, not the component

“Highlight how Vishay solves system-level challenges.”

- Higher power density without thermal compromises
- Fit into tight mechanical envelopes and low profile layouts
- Ensure long term reliability under harsh THB conditions
- Support any architecture with wide C/V options
- Reduce supply-chain risk with European and India manufacturing
- Accelerate design cycles with co-engineering and fast response support
- Competitive LTs to meet dynamic production schedules

▶ HOW TO CLOSE: Advancing the opportunity

“We don’t just deliver capacitors – we solve system challenges.”

- Engage FAEs / RM early for thermal, electrical, and mechanical tuning
- Share simulations and online design tools (ripple, ESL, ESR, thermal)
- Provide quick-turn samples for customer validation
- Clarify decision criteria and success metrics
- Align on program timing and key milestones
- Always close with clear objectives and defined next step

Vishay Capacitors – a Powerful Portfolio

Film – ESTA – Aluminum – Tantalum - MLCC - Ceramic Technologies