

DIODES

Global Leader in Rectifiers and TVS

VISHAY

The DNA of tech™

▶ FOCUS PRODUCTS

Packages

- eSMP® & DFN packages
- Top-side cooling packages

Technologies

- Silicon carbide (SiC) diodes
- XClampR® TVS

▶ WHERE TO HUNT

Look-alike Targets

- **Automotive:** Aptiv, Borgwarner, Tesla, Harman, Ford, Gentex, Veoneer, JohnDeere, Visteon, Stoneridge Electronics, Lear, Nexteer, Methode, Power Rail Distribution Inc, GHSP Inc, SOUNDOFF SIGNAL, SEW
- **Industrial:** Miller, Lincoln, Spellman, Lutron, Ametek, Dairyland Electrical, Sensata, Rockwell, Wabtec, Hubbell, Ciena, Schweitzer Engineering
- **Computing (including AI):** Apple, Amazon, Meta, Nvidia, Supermicro, HP, Dell
- **Telecom:** Cisco, Juniper, Motorola, Microsoft
- **Medical:** Medtronic, GE Healthcare, Baxter, Stryker, Philips Healthtech

Target Applications

- **Automotive:** ADAS, ECU, BMS, OBC, powertrain, lighting, converters, and inverters
- **Computing (including AI):** main boards, hot swap, power supply units, battery backup units, UPS
- **Industrial:** factory automation, robotics, energy storage, charging piles
- **Telecom:** 5G base stations, RRU, and power supplies

▶ HOW TO SELL

“Vishay leads & offers the broadest portfolio — whatever performance level the customer needs, we have a technology that fits.”

- **eSMP®** low profile packages — smaller, cooler, more efficient power system, cost effective
- **Power DFN** packages — ultra compact footprints, optimized thermal paths, enable system 100 % AOI
- **Top-side cooling (TSC)** packages — boost power density, less thermal stress
- **Silicon carbide (SiC) diodes** — extremely high switching frequencies, nearly zero reverse recovery
- **XClampR® TVS** — extremely flat clamping, better protection accuracy

▶ HOW TO CLOSE: Advancing the opportunity

“We don’t just make diodes — we continuously drive innovation in technology and packaging. We join the adventures and challenges with our customers, enabling all possibilities through continuous evolution.”

- Design resources and selling tools: unfold, infographics, application notes, sell sheets, demonstration boards, videos
- Enable the customer: provide models, simulations, tools / calculators, quick-turn sampling
- Global manufacturing footprint to strengthen flexibility of non-China / TW alternatives