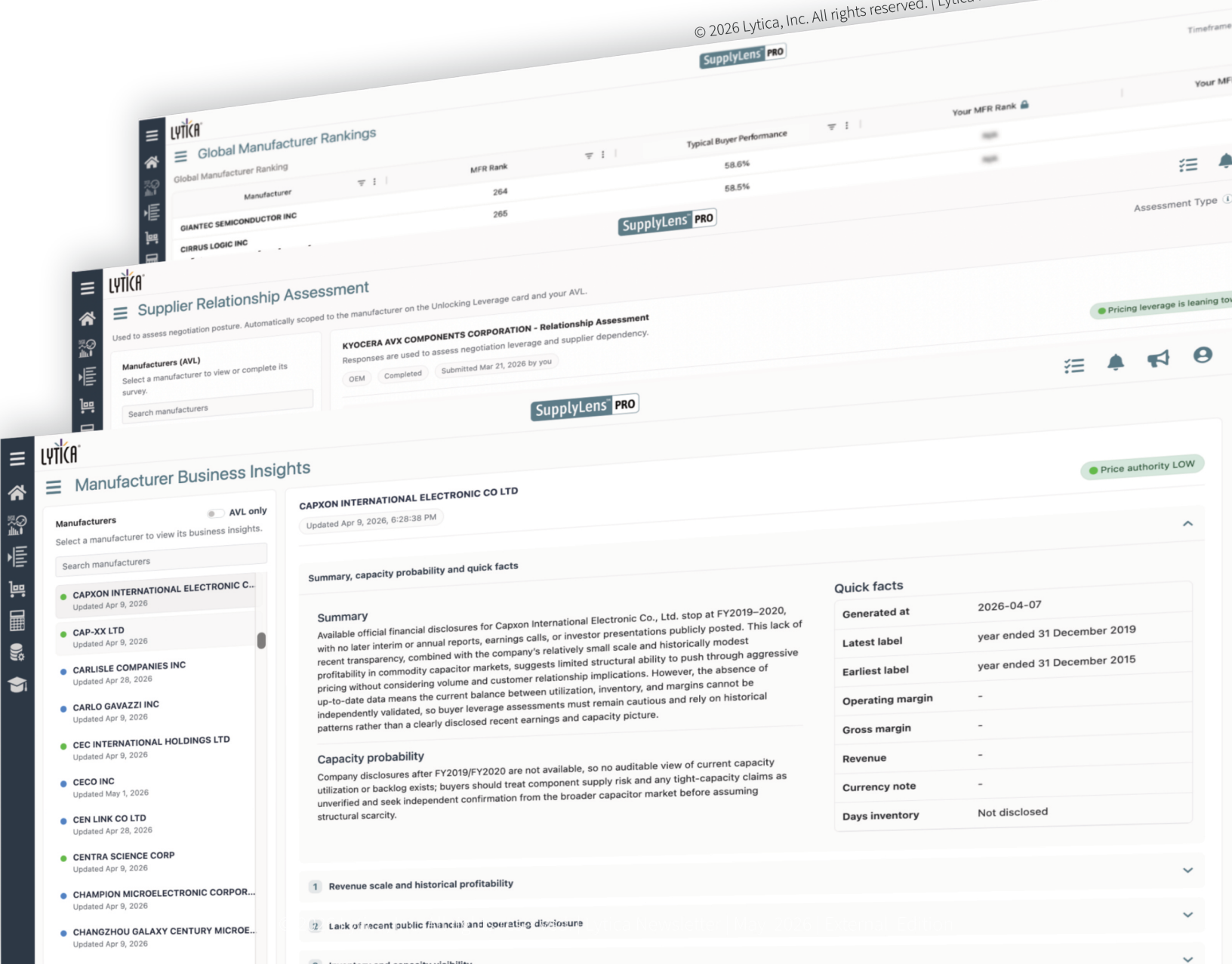


Newsletter May 2026

From Supplier Visibility to Negotiation Intelligence

How AI and Supplier Intelligence are reshaping sourcing

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Global Manufacturer Rankings

Manufacturer	MFR Rank	Typical Buyer Performance
GIANTEC SEMICONDUCTOR INC	264	58.6%
CIRRUS LOGIC INC	265	58.5%

KYOCERA AVX COMPONENTS CORPORATION - Relationship Assessment

Responses are used to assess negotiation leverage and supplier dependency.

OEM Completed Submitted Mar 21, 2026 by you

- Manufacturer Business Insights**
- Manufacturers (AVL only)
- Select a manufacturer to view its business insights.
- CAPXON INTERNATIONAL ELECTRONIC CO LTD (Updated Apr 9, 2026)
 - CAP-XX LTD (Updated Apr 9, 2026)
 - CARLISLE COMPANIES INC (Updated Apr 28, 2026)
 - CARLO GAVAZZI INC (Updated Apr 9, 2026)
 - CEC INTERNATIONAL HOLDINGS LTD (Updated Apr 9, 2026)
 - CECO INC (Updated May 1, 2026)
 - CEN LINK CO LTD (Updated Apr 28, 2026)
 - CENTRA SCIENCE CORP (Updated Apr 9, 2026)
 - CHAMPION MICROELECTRONIC CORP (Updated Apr 9, 2026)
 - CHANGZHOU GALAXY CENTURY MICRO (Updated Apr 9, 2026)

CAPXON INTERNATIONAL ELECTRONIC CO LTD

Updated Apr 9, 2026, 6:28:38 PM

Summary, capacity probability and quick facts

Summary

Available official financial disclosures for Capxon International Electronic Co., Ltd. stop at FY2019–2020, with no later interim or annual reports, earnings calls, or investor presentations publicly posted. This lack of recent transparency, combined with the company's relatively small scale and historically modest profitability in commodity capacitor markets, suggests limited structural ability to push through aggressive pricing without considering volume and customer relationship implications. However, the absence of up-to-date data means the current balance between utilization, inventory, and margins cannot be independently validated, so buyer leverage assessments must remain cautious and rely on historical patterns rather than a clearly disclosed recent earnings and capacity picture.

Capacity probability

Company disclosures after FY2019/FY2020 are not available, so no auditable view of current capacity utilization or backlog exists; buyers should treat component supply risk and any tight-capacity claims as unverified and seek independent confirmation from the broader capacitor market before assuming structural scarcity.

Quick facts

Generated at	2026-04-07
Latest label	year ended 31 December 2019
Earliest label	year ended 31 December 2015
Operating margin	-
Gross margin	-
Revenue	-
Currency note	-
Days inventory	Not disclosed

- 1 Revenue scale and historical profitability
- 2 Lack of recent public financial and operating disclosure

Lytica's Monthly Newsletter



“The goal is to turn data into information, and information into insight.”

— *Carly Fiorina, Former CEO of Hewlett-Packard*

In This Issue

- The Shift Beyond Pricing Visibility
- Supplier Intelligence Launch
- Embedded Negotiation Workflows
- Supplier Context for Neo AI
- Data-Driven Negotiation Strategy
- Webinar Recap: Defending the Line

Procurement Teams Need More Than Pricing Visibility

Electronic component procurement is becoming increasingly complex. Supplier positioning, financial health, market leverage, inventory dynamics, and sourcing risk are shifting faster than traditional procurement workflows can adapt.

For years, procurement teams have relied on fragmented market signals, supplier relationships, and institutional knowledge to guide negotiations and sourcing strategy. But as supply chains become more volatile, intuition alone is no longer enough.

It's no longer just about knowing the price you're paying — it's about understanding who you're negotiating with, the position they're operating from, and where real leverage exists before supplier conversations begin.

A new generation of procurement intelligence is emerging — combining supplier visibility, market benchmarking, relationship intelligence, and AI-driven guidance directly within sourcing workflows.

The goal is no longer just understanding pricing.

It's understanding:

- supplier leverage,
- negotiation positioning,
- business risk,
- supplier strength and dependency,
- and where opportunities exist before negotiations begin.

This shift is transforming procurement from reactive negotiation management into a more intelligence-driven strategic function.

Product Launch: Supplier Intelligence

Turning Supplier Visibility into Procurement Leverage

On May 19, Lytica officially launched Supplier Intelligence — a new SupplyLens™ Pro module designed to help procurement teams better understand supplier performance, relationship dynamics, and business risk across the electronic components market.

Supplier Intelligence closes one of the largest gaps in procurement today: the imbalance between what suppliers know and what buyers can verify. By combining public and proprietary market intelligence, the platform helps teams make sourcing and negotiation decisions based on objective data instead of intuition.

Supplier Intelligence provides a three-dimensional view of supplier relationships through:

1. **Global Manufacturer Rankings** — Benchmark supplier performance against the broader market.
2. **Supplier Relationship Assessment** — Understand leverage, dependency, and negotiation dynamics.
3. **Manufacturer Business Insights** — Translate financial and operational signals into sourcing intelligence.

By surfacing these insights before supplier conversations begin, procurement teams can focus on the opportunities with the greatest potential impact — improving negotiation outcomes while reducing supply chain risk.



“The most effective way to save money and secure supply isn't always just through negotiation; it's through better intelligence.”

— *Martin Sendyk, CEO of Lytica*



"In today's electronics market, procurement leaders need a clearer view of supplier health, pricing dynamics, and their own relative leverage," said Jim Frazer, Vice President at ARC Advisory Group. "The value of approaches like Lytica's is that they bring more structure to buyer-supplier analysis. That can help companies move beyond reactive troubleshooting toward more disciplined, data-driven procurement decisions that support margin protection and supply continuity."

— *Jim Frazer, Vice President, [ARC Advisory Group](#)*

Supplier Intelligence is now available for all SupplyLens™ Pro customers and will also serve as a foundational intelligence layer for Neo, Lytica's AI negotiation agent.

To learn more about Supplier Intelligence, reach out to your dedicated Customer Success representative (customersuccess@lytica.com) or contact the Lytica sales team (sales@lytica.com) to schedule a personalized walkthrough.

Learn More

<https://lytica.com/supplier-intelligence/>

Supplier Intelligence in Action Embedded Directly Into Negotiation Workflows

Supplier Intelligence now enhances the Unlocking Leverage experience within Negotiation Savings (as shown below), providing procurement teams with embedded supplier relationship signals, business insights, and leverage indicators directly within sourcing and negotiation workflows.

The screenshot displays the Lytica SupplyLens PRO interface. The main view is 'Negotiation Savings', showing a total savings opportunity of 3.42M. A bar chart breaks down this total into four categories: Minimal Influence (14.7k), Emerging Control (484.61k), Strong Position (2.52M), and Commanding Advantage (483.73k). To the right, two horizontal bar charts show 'Commodity Savings Opportunity' and 'Manufacturer Savings Opportunity' with various components and suppliers.

The 'Unlocking Leverage' panel on the right provides detailed insights for a specific commodity: CAPACITOR. It shows a current MFR spend of \$3,411,751 and a potential MFR spend of \$4,467,771. A price benchmarking chart shows a target price of \$0.0642, a price paid of \$0.0765, a min list price of \$0.0998, and a max list price of \$0.18. Below this, 'Your Leverage Indicators' shows an MFR volume of 2,829,340. The 'Supplier Intelligence Relationship' section includes an MFR Assessment and Business Insights link. A 'Neo AI Recommended Action' section provides strategic advice based on the MPN level.

At the bottom, a 'Negotiation Savings Details' table lists various suppliers with their estimated annual usage (EAU), projected annual spend, and min price paid. The table includes columns for Supplier, Estimated Annual Usage (EAU), Projected Annual Spend, Min Price Paid, Min Price Paid within Matching Group, Commodity Competitiveness, Target Competitiveness, and Targeted Price.

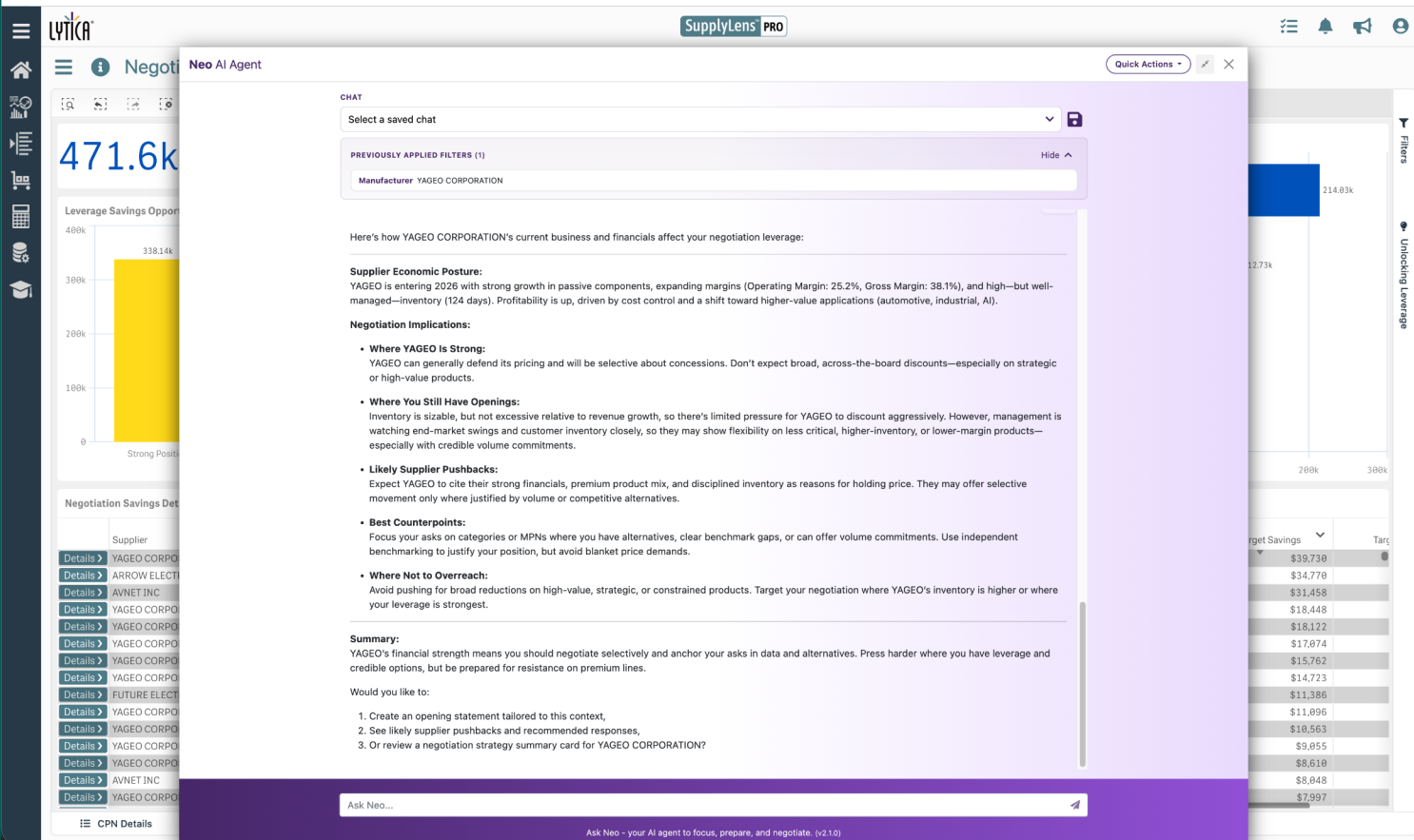
Supplier	Estimated Annual Usage (EAU)	Projected Annual Spend	Min Price Paid	Min Price Paid within Matching Group	Commodity Competitiveness	Target Competitiveness	Targeted Price
TEXAS INSTRUMENTS INC.	531,160	\$3,166,946	\$5.9623	\$5.9623	76%	81%	\$5
ARROW ELECTRONICS INC	100,000	\$347,829	\$3.4782	\$3.4782	74%	69%	\$1
ARROW ELECTRONICS INC	100,000	\$402,990	\$4.0299	\$4.0299	88%	83%	\$3
AVNET INC	38,117	\$158,045	\$4.1463	\$4.1463	84%	69%	\$2
ARROW ELECTRONICS INC	65,166,311	\$168,076	\$0.0026	\$0.0026	83%	76%	\$0
INTEGRATED SILICON SOL...	205,930	\$295,613	\$1.4355	\$1.4355	83%	77%	\$1
ARROW ELECTRONICS INC	100,000	\$249,900	\$2.4990	\$2.4990	90%	85%	\$1
WISHAY INTERTECHNOLOG...	1,229,513	\$305,630	\$0.2486	\$0.2486	74%	77%	\$0
AVNET INC	262,734	\$241,715	\$0.9200	\$0.9200	84%	85%	\$0
ARROW ELECTRONICS INC	10,000	\$129,265	\$12.9265	\$12.9265	90%	62%	\$7
ARROW ELECTRONICS INC	100,000	\$440,000	\$4.4000	\$4.4000	90%	87%	\$3
PAN JIT INTERNATIONAL L.	16,680,120	\$212,471	\$0.0127	\$0.0127	86%	84%	\$0
YAGEO CORPORATION	376,580	\$93,784	\$0.2490	\$0.2490	83%	82%	\$0
ARROW ELECTRONICS INC	2,829,340	\$216,445	\$0.0765	\$0.0765	83%	76%	\$0
DIGI-KEY CORPORATION	3,000	\$195,497	\$65.1657	\$65.1657	84%	84%	\$53
MICRON TECHNOLOGY INC	183,097	\$172,203	\$0.9405	\$0.9405	83%	84%	\$0
AVNET INC	111,367	\$111,539	\$1.0015	\$1.0015	83%	75%	\$0
ARROW ELECTRONICS INC	3,000	\$51,874	\$17.2912	\$17.2912	83%	72%	\$7

Supplier Intelligence + Neo AI

Turning Supplier Context Into Negotiation Guidance

Supplier Intelligence now provides contextual intelligence directly within Neo AI workflows — helping procurement teams interpret supplier positioning, evaluate leverage, and prepare negotiation strategies using real-time market and supplier signals.

By combining supplier relationship dynamics, business insights, and pricing intelligence, Neo AI can deliver more context-aware negotiation guidance directly within Spend Benchmarking and Negotiation Savings workflows.



Neo AI uses Supplier Intelligence signals to help procurement teams understand supplier posture, identify negotiation openings, anticipate supplier pushback, and improve negotiation positioning in real time.

Missed the Webinars?

Catch up on two recent Lytica sessions designed to help procurement teams negotiate with more confidence using real-time data, supplier intelligence, and AI-powered guidance.

Defending the Line: Neutralize Price Increases with Data-Backed Leverage

Learn how procurement teams can use Supplier Intelligence and Neo AI to understand supplier positioning, uncover negotiation leverage, and improve sourcing outcomes with real-world supplier and market intelligence.

Watch the Webinar / Learn More <https://lytica.com/webinars/defending-line-neutralize-price-increases-data-backed-leverage/>

The End of Negotiating on Instinct: Real-Time Intelligence at the Table

In live negotiations, the most costly moments often happen when suppliers challenge benchmarks or introduce new uncertainty. In this session, we introduce Neo, Lytica's AI agent that delivers real-time, context-aware recommendations during active supplier conversations.

Watch the Webinar / Learn More <https://lytica.com/webinars/the-end-of-negotiating-on-instinct-real-time-intelligence-at-the-table/>

Closing Thoughts

Procurement is moving beyond pricing visibility alone. As supply chains become more complex, supplier intelligence, market context, and AI-driven guidance are becoming essential to negotiation and sourcing success. With the launch of Supplier Intelligence and the continued evolution of Neo AI, Lytica is helping procurement teams better understand supplier positioning, identify leverage, and make more informed sourcing decisions.

The future of procurement will belong to organizations that can turn intelligence into execution.

Best regards,
The Lytica Team 😊

