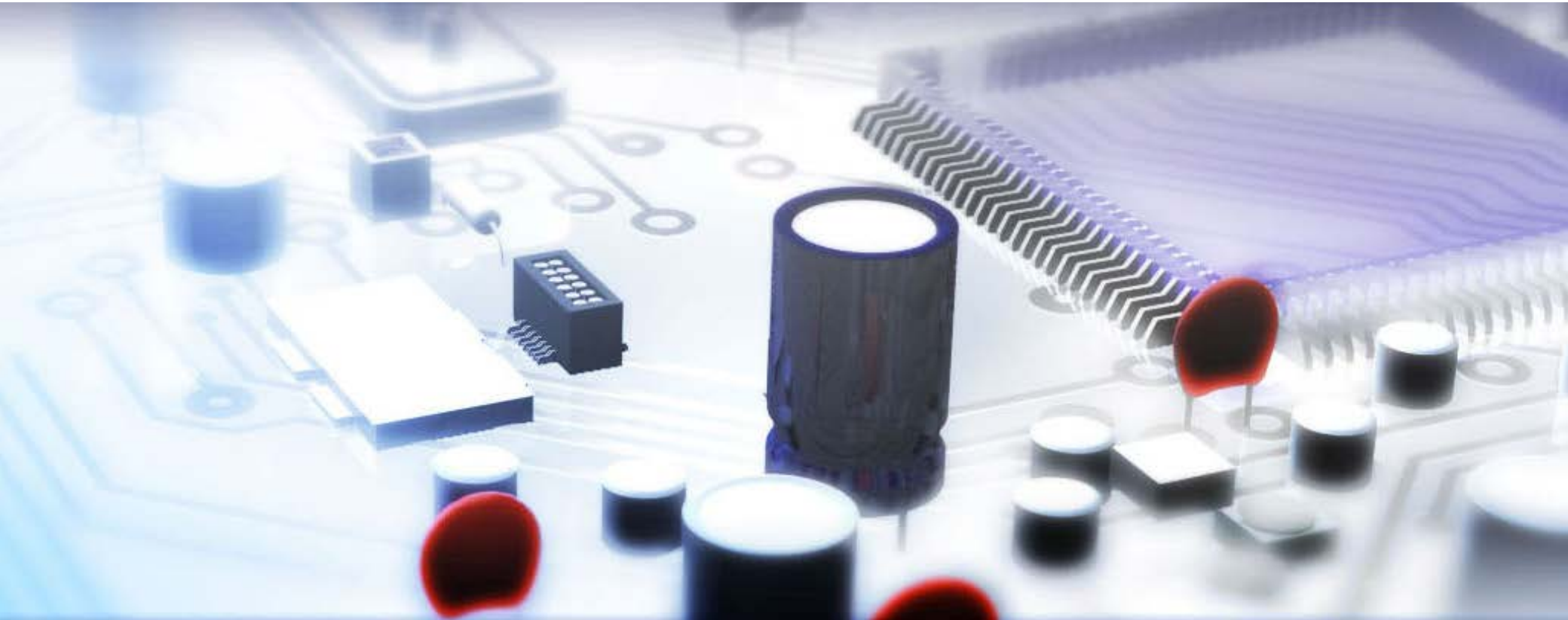


Innovation in Dialogue



pk at a Glance

pk components is a distributor of passive and electromechanical electronic brand components

5

pk has 5 sales offices in Germany

67

pk has 67 employees, of which 36 work in sales

26

pk is selling products of 26 manufacturers

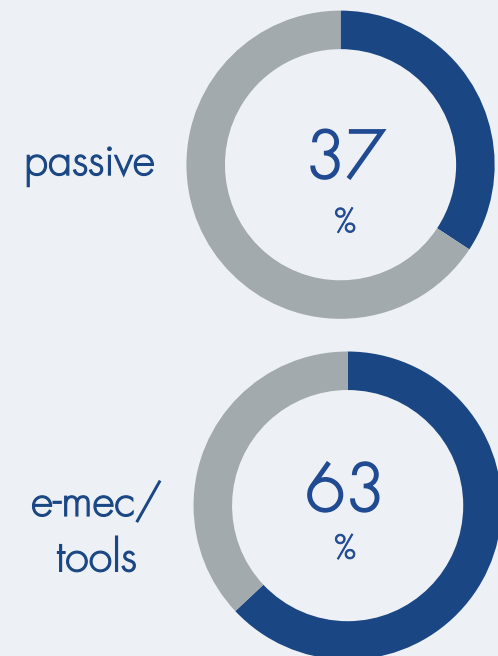
1,400

pk has more than 1,300 active customers

Our Mission

„We want to enhance our customer's competitive position sustainably by introducing the latest products and solutions of our suppliers“

Share by Segment



Highlights of the Year

31,4m€
Revenue

Relaunch Website



3rd Place

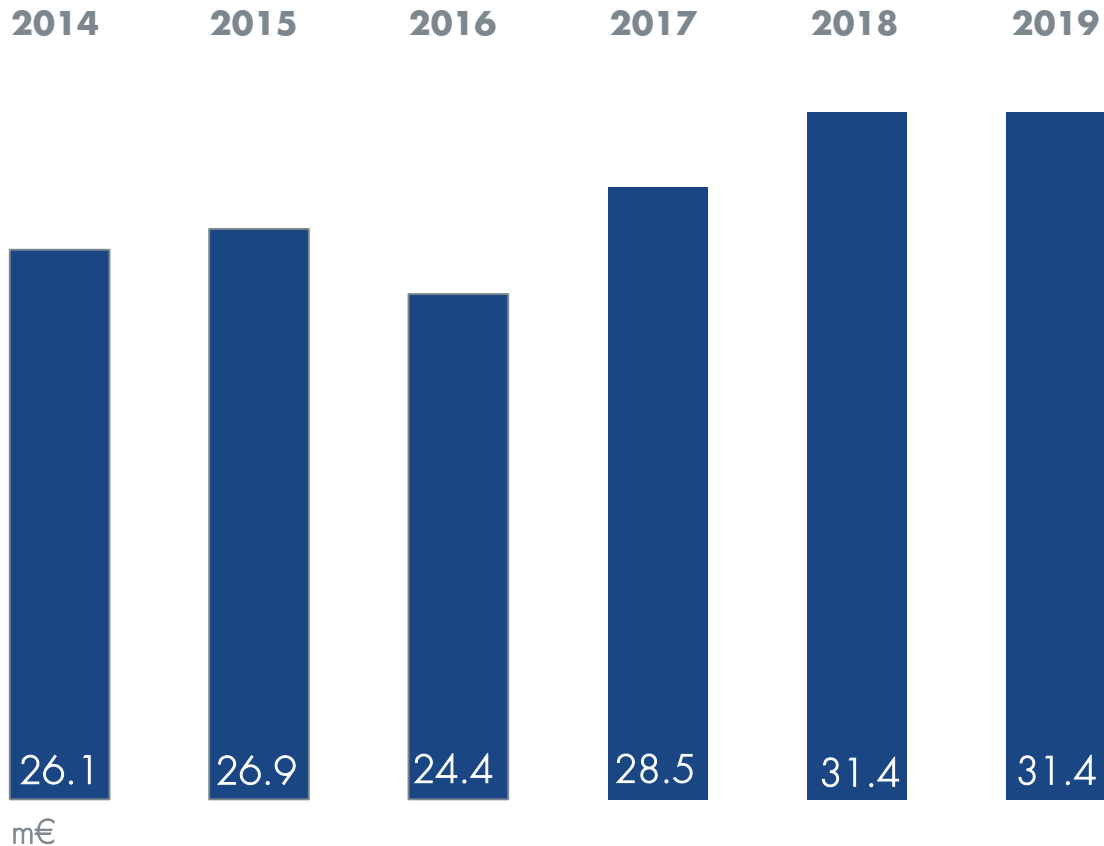
Technical Competence & Support
„Elektromechanics“

Sample Service
„Passive Components“



Extension of the warehouses commenced

Development Revenue



Stable Growth

- Supporting customer's competitive edge
- Developing a coherent portfolio of suppliers
- Concentrating on the design and project business
- Focusing on special topics
- Offering a lot of options of digital data exchange



**Trend-setting
Solutions**

3,100+
items in
sample stock

Innovation in Dialogue

- Active promotion of the latest products of our suppliers
- Focussing the customer's benefit: space savings, improvement of the performance and optimisation
- Expert advice on manufacturer's level
- Local support by highly qualified sales and application engineers
- Joint visits with the suppliers
- Competence in application optimised components
- Visibility of the sample stock on the website

Top Brand

Segment passive



Specialist
Crystals



Overcurrent and
overvoltage
protection



Broadliner



Condition monitoring
systems



Spezialist für EMC-
filtering



application optimised
inductors



Overcurrent and
overvoltage
protection



application optimised
transformers & inductors



Innovativer
Broadliner



Broadliner



Sensors &
variable
resistors



Premium e-caps



Capacitors &
broadliner



Specialist
resistors

Top Brands

Segment

Electromechanical/ Tools



Circular connectors,
IP67 and D-Sub
Specialist



D-Sub Specialist



Industrial and heavy
connectors



Rotary code switches
& PCB connectors



Wire to board,
FFC &
automotive



I/O connector
Specialist



Broadliner &
application optimised



Relays



Specialist PCB and
circular connectors



Broadliner,
application
optimised and opto



Broadliner &
Hightec-
connectors



PCB holders



Soldering devices &
extraction systems



Broadliner
connectors

Logistics



**Reliable
Supply**

4.5m€
on stock

16,000
items active

75%
items with
contracts

Services

- Full traceability by datecode management
- Collected invoices
- Forecast based delivery (VMI vendor managed inventory)
- Consignation stock, kanban and EDI-connection
- Optimisation and monitoring of the inventory
- Customer specific barcoding and consignment
- Free stock visibility on the website

Centers of Competence at a Glance

Short distances

| | |
|------------------------------|-----------|
| Essen Sales office | 3 FSEs |
| | 5 CSs |

| | |
|----------------------------------|-----------|
| Stuttgart Sales office | 3 FSEs |
| | 5 CSs |



| | |
|-------------------------------|-----------|
| Wendelstein Support | 2 PMs |
| | 3 FAEs |

| | |
|-------------------------------|-----------|
| Berlin Sales office | 3 FSEs |
| | 4 CSs |

| | |
|-------------------------------------|-----------|
| Braunschweig Sales office | 2 FSEs |
| | 4 CSs |

| | |
|---------------------------------|-----------|
| Nürnberg Sales office | 3 FSEs |
| | 5 CSs |

Top Customers References



Smoke extraction
and ventilation



Automation &
drives solutions



Measurement solutions



Drives and
automation systems



Save
Automation



Connectivity
solutions



Systems for access
parking, signalling, fare
collections and fuel retail



Audio- and
consumer systems



Products and systems
for ex protection



System services



Measurement
solutions



High-tech pumps

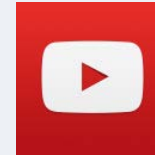


Electronic Systems,
automotive

Thank you!



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