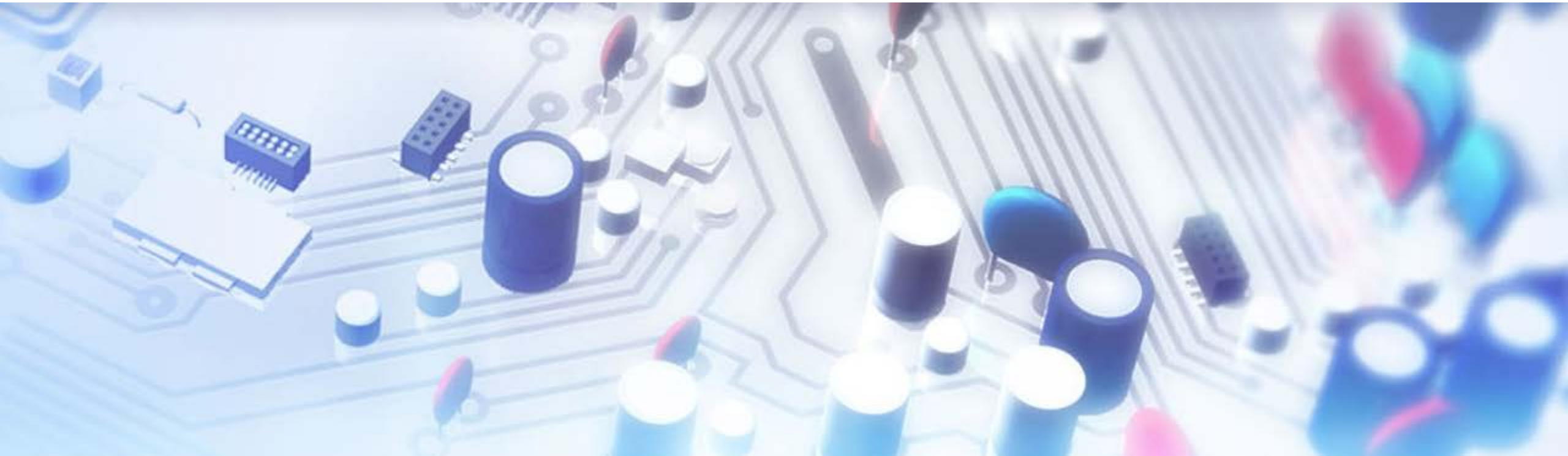


# Innovation in Dialogue



## pk at a Glance

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

**5**

pk has 5 sales offices in Germany

**28**

pk is selling products of 28 manufacturers

### Our Mission

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

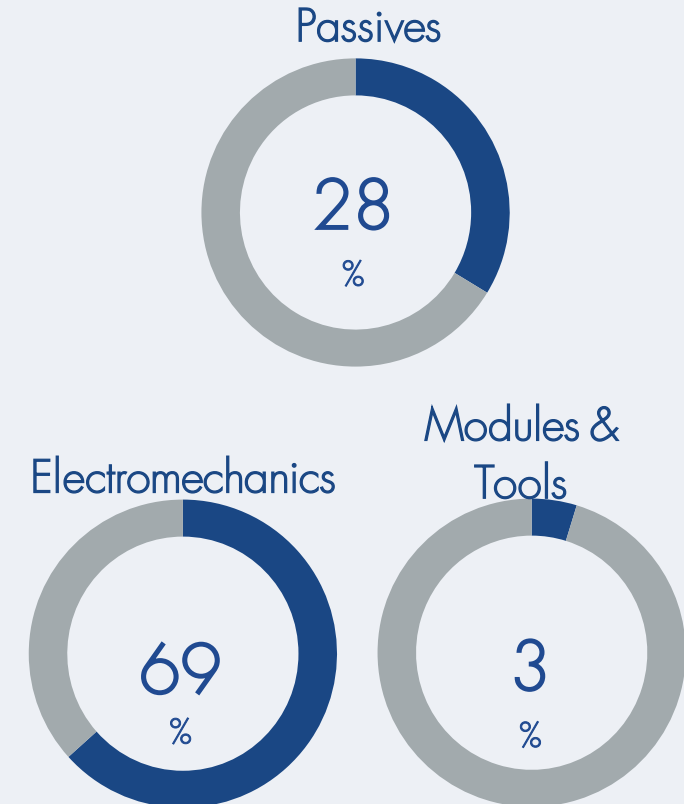
**67**

pk has 67 employees, of which 35 work in sales

**1,300**

pk has more than 1,300 active customers

### Share by Segment



# Highlights of the Year

## New Management

starting Oct, 1<sup>st</sup> 2021

Oliver Beyer

## 1<sup>st</sup> place

Category „Distributors  
for interconnect,  
passives,  
electromechanics and  
power supply  
“



**31.0m€**

revenue  
+20%

**49.0m€**

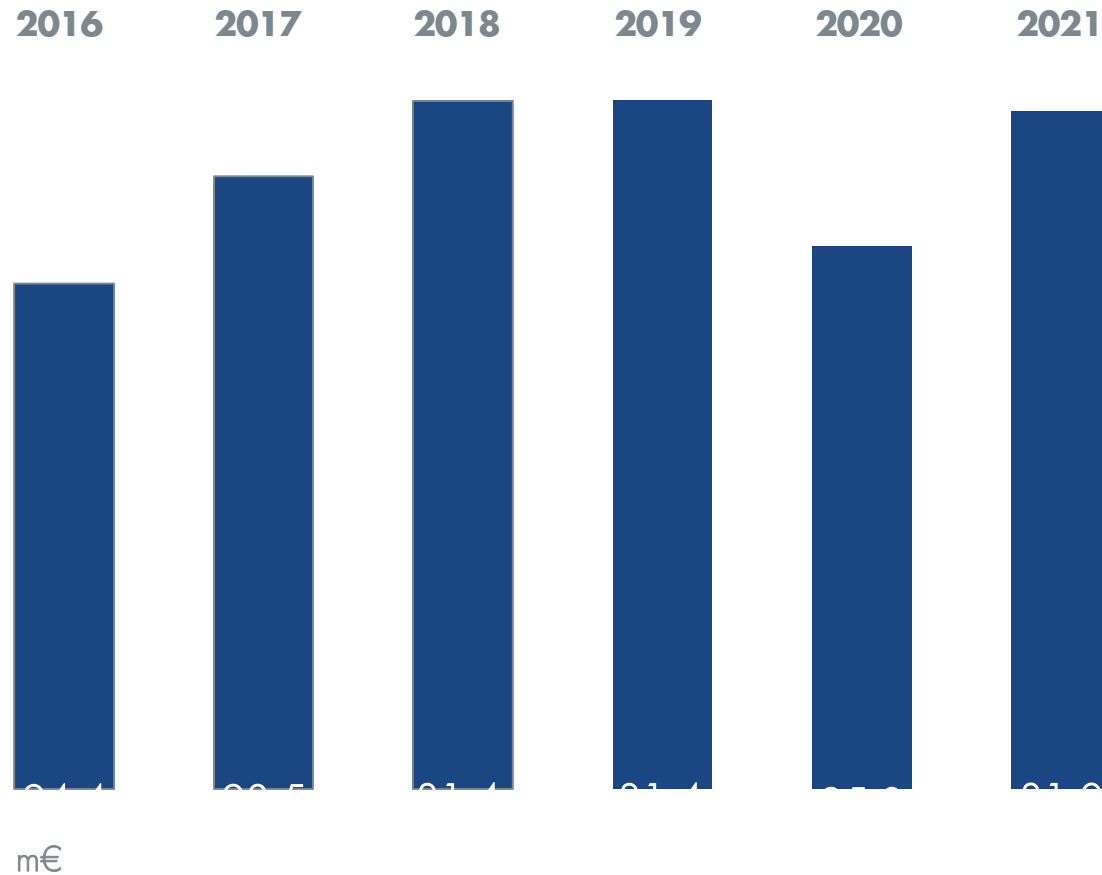
order income  
+107%

COVID pandemic  
and shortage of  
materials prevail



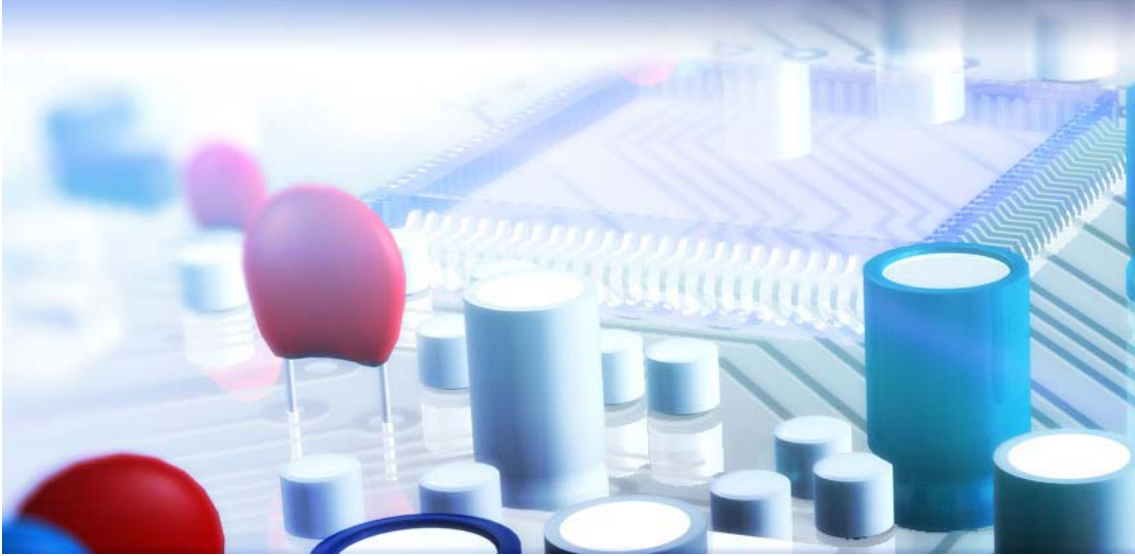
Extension of the warehouse  
proceeds

## Development Revenue



### Recovering from 2020

- 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**

**3.300+**  
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 Marken

## Segment passiv



auris

Specialist  
Crystals



Bencent®

Overcurrent and  
overvoltage  
protection



EICHHOFF  
KONDENSATOREN

Specialist for  
EMC-filters and  
components



EPCOS

Broadliner



HARTU

A Phoenix Mecano Brand

Application optimised  
inductors



Littelfuse®

Overcurrent and  
overvoltage protection



muRata  
INNOVATOR IN ELECTRONICS

Innovative  
Broadliner



NIC  
NIC Components Corp.

Broadliner

PIHER

Sensors &  
variable  
resistors



Rubycon

Premium e-caps



SAMWHA

Capacitors &  
Broadliner



圣泉集团  
SQ GROUP

LTO-batteries and  
EDLC-capacitors



TECH POWER  
ELECTRONICS GROUP

Application optimised  
transformers &  
inductors, EMC-filters



TT Electronics  
Make Possible

Specialist resistors  
& inductors

## Top Brands

### Segment

### Electromechanical



Circular connectors,  
IP67 and D-Sub  
Specialist



D-Sub Specialist



Industrial and heavy  
connectors



Wire to board,  
FFC & automotive



I/O connector Specialist



Broadliner &  
application optimised



Relays



Specialist PCB and  
circular connectors



Rotary code switches  
& PCB connectors



Broadliner,  
application  
optimised and opto



Broadliner &  
Hightec-  
connectors



Broadliner  
connectors

# Segment Modules & Tools



Condition monitoring systems



Power supplies



Power supplies



EDLC-modules



PCB holders



Modules LTO-Batteries und EDLC-modules



Soldering devices & extraction systems



# Segment Modules & Tools

MORNSUN®

Power supplies

PHOENIX  
CONTACT

Power supplies

*muRata*  
INNOVATOR IN ELECTRONICS

Power supplies

SAMWHA

EDLC-modules

  
sensepeek

PCB holders

 圣泉集团  
SQ GROUP

Modules LTO-Batteries  
und EDLCs

  
TECH POWER  
ELECTRONICS GROUP

Power supplies

Weller®

Soldering devices  
& extraction  
systems, tools



**Reliable  
Supply**

**4.5m€+**  
on stock

15.000+  
items active

75%

## 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

<b>Essen</b> Sales office	3 ESEs
	4 ISs

<b>Stuttgart</b> Sales office	3 ESEs
	4 ISs



<b>Berlin</b> Sales office	3 ESEs
	3 ISs

<b>Braunschweig</b> Sales office	2 ESEs
	3 ISs

<b>Nürnberg</b> Sales office	3 ESEs
	4 ISs

<b>Wendelstein</b> Customer Center	2 PMs
	3 FAEs

# Top Customers References



Smoke extraction  
and ventilation



Automation by innovation.

Automation &  
drives solutions

Measurement solutions

Drives and  
automation systems

THE SPIRIT OF SAFETY

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

Auf lange Sicht

Measurement solutions

High-tech pumps

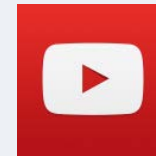


Electronic Systems,  
automotive

# Thank you!



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