

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“

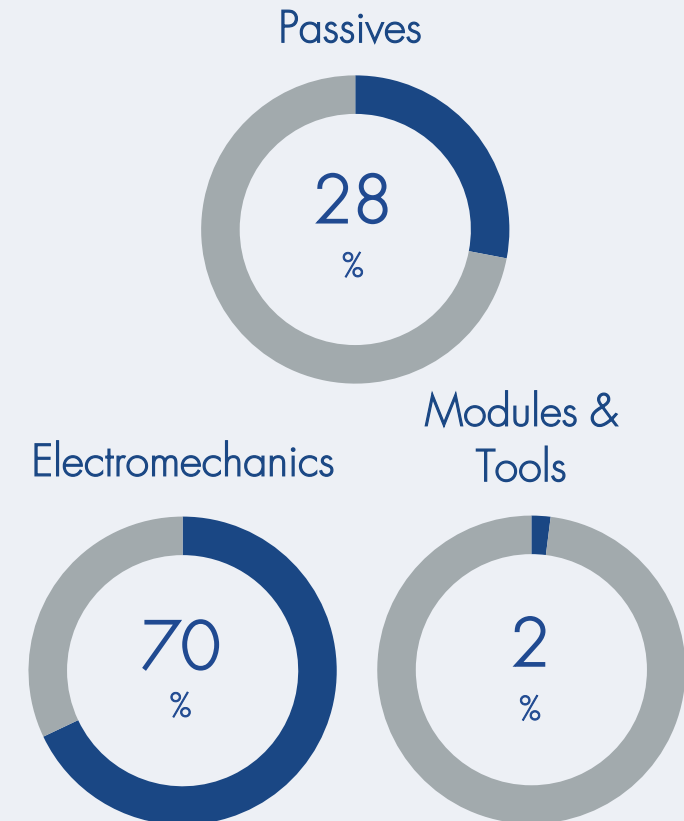
65

pk has 65 employees, of which 33 work in sales

1,300

pk has more than 1,300 active customers

Share by Segment



Highlights of the Year

**Top 2023
Company**



kununu²³

Award „Top Company-Siegel 2023“
by kununu

1st place

4th year in succession

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



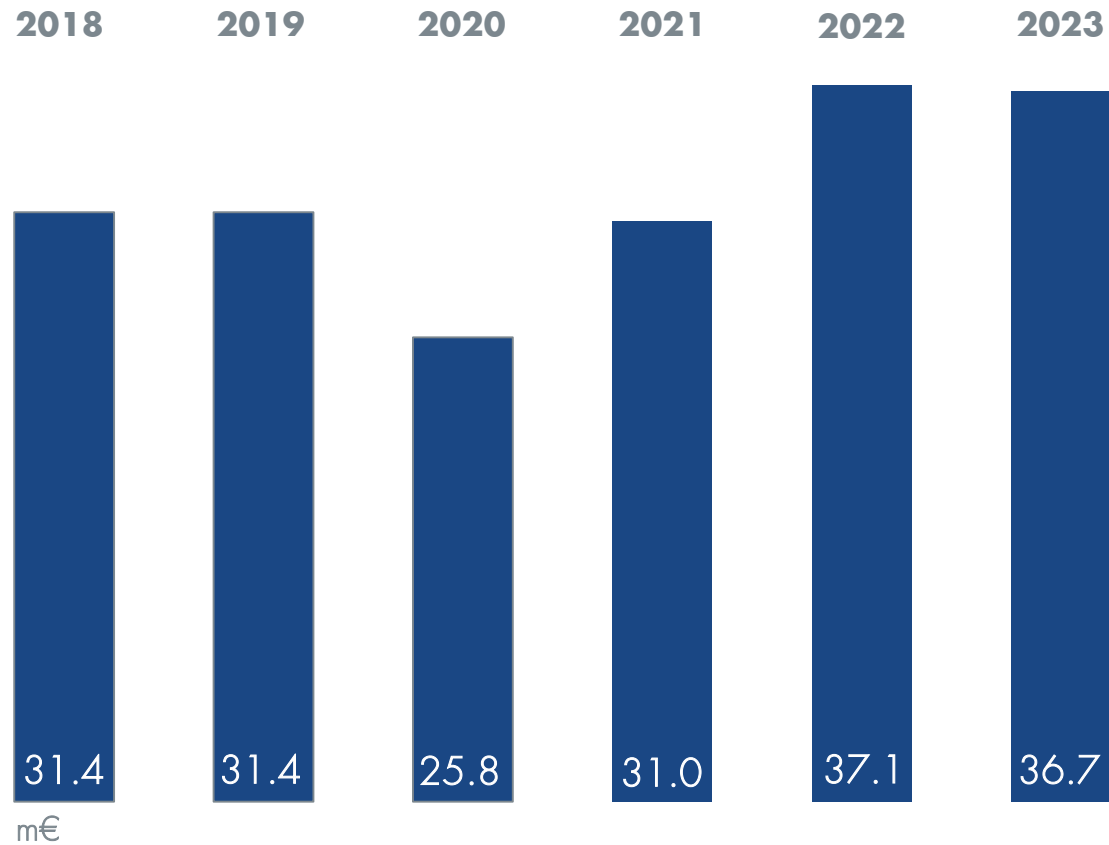
36.7 m€

Revenue
-1% to prev. year

Change in the market:
From escalation in
procurement to the
opportunity of innovation

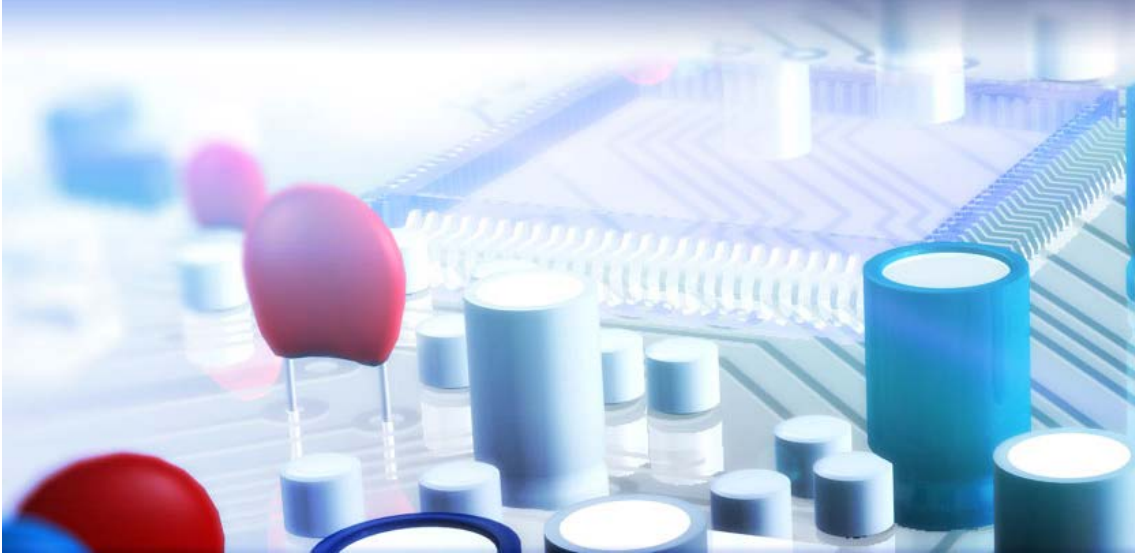
Relief of supply
chain issues in
the 2nd half of
the year.

Development Revenue



On Track

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



**Trend-setting
Solutions**

3.400+
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 *sensing*
systems
an Amphenol® company

Sensors &
variable
resistors



Rubycon

Premium e-caps



SAMWHA

Capacitors &
Broadliner



圣泉集团
SQ GROUP

LTO-batteries and
EDLC-capacitors



TPEG
transforming solutions

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

Top Brands

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

 **TPEG**
transforming solutions

Power supplies

Weller[®]

Soldering devices
& extraction
systems, tools



**Reliable
Supply**

5.1 m€+
on stock

14,000+
items active

75%
contract items

Services

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

Short distances

Essen Sales office	3 FSEs
	4 ISs

Stuttgart Sales office	3 FSEs
	4 ISs



Berlin Sales office	3 FSEs
	3 ISs

Braun- schweig Sales office	2 FSEs
	2 ISs

Nürnberg Sales office	3 FSEs
	4 ISs

Wendel- stein Support	2 PMs
	2 FAEs

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



Smart Home



System services



Measurement solutions



Automation
Messtechnik

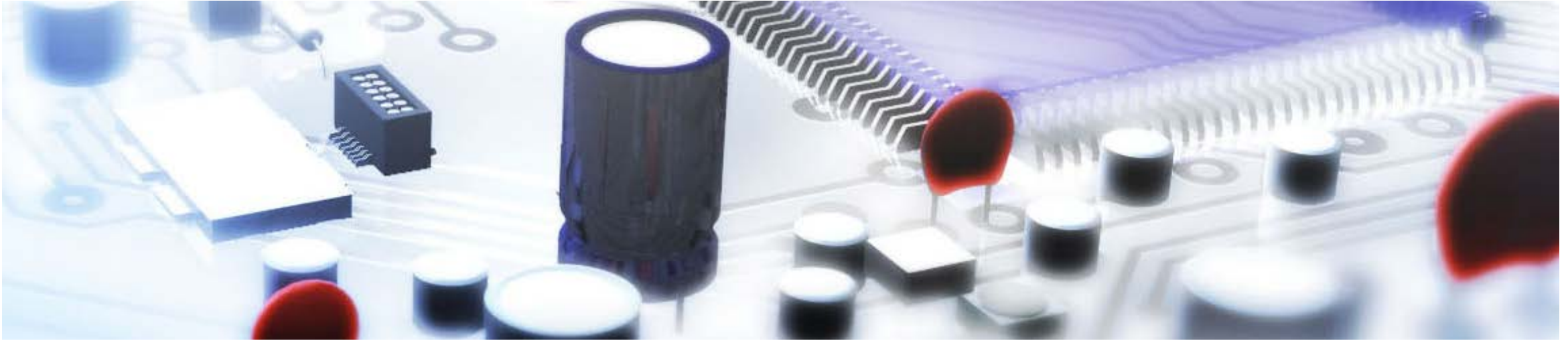


High-tech pumps



Electronic Systems,
automotive

Thank you!



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