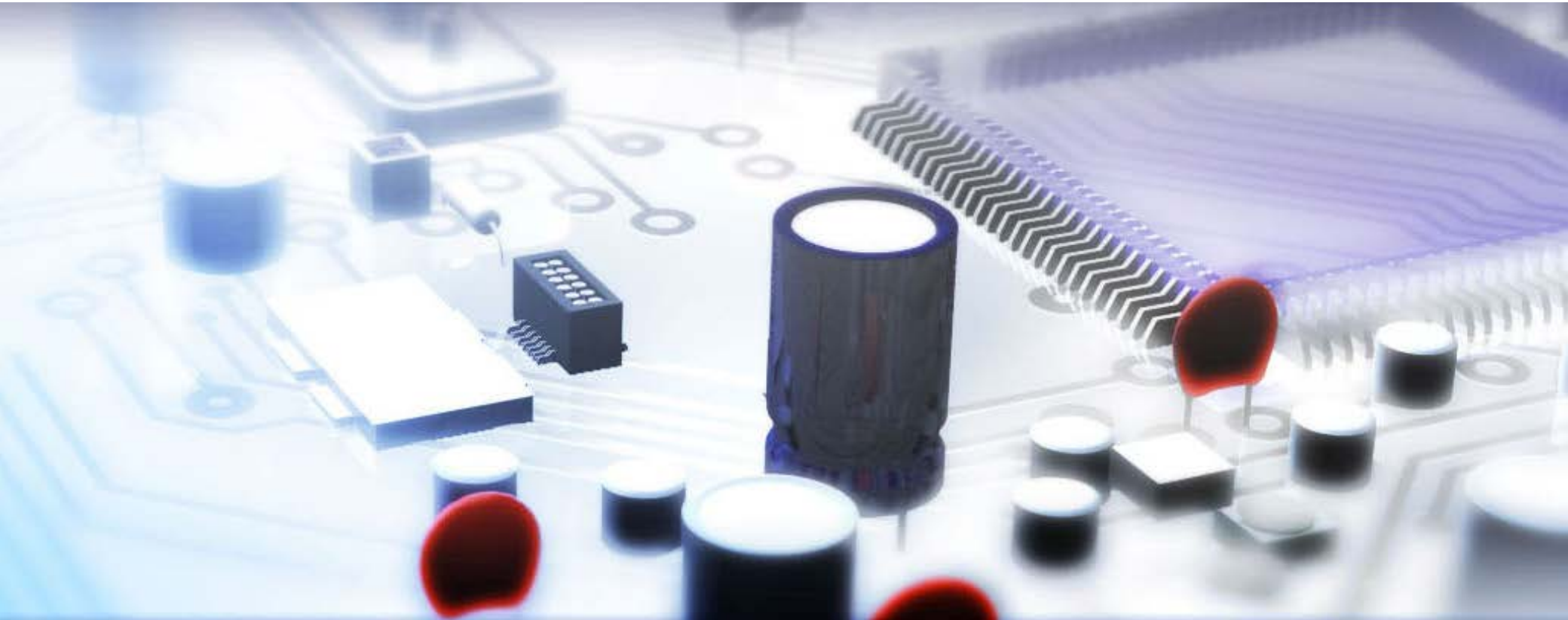


Innovation in Dialogue



pk at a Glance

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

5

pk has 5 sales offices in Germany

65

pk has 65 employees, of which 35 work in sales

23

pk is selling products of 23 manufacturers

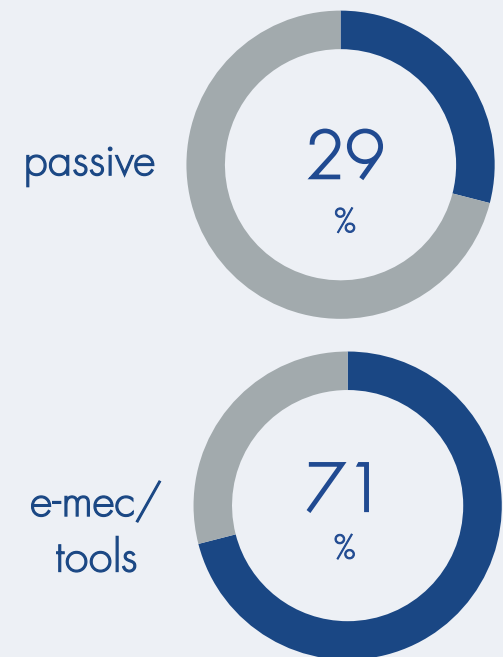
1,300

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



2018 in Brief

Highlights of the Year

31.4m€

revenue, up 10%
from 2017

2nd place

general impression
„passive components“
distributor of the year



+14.5%

order income growth
compared to 2017



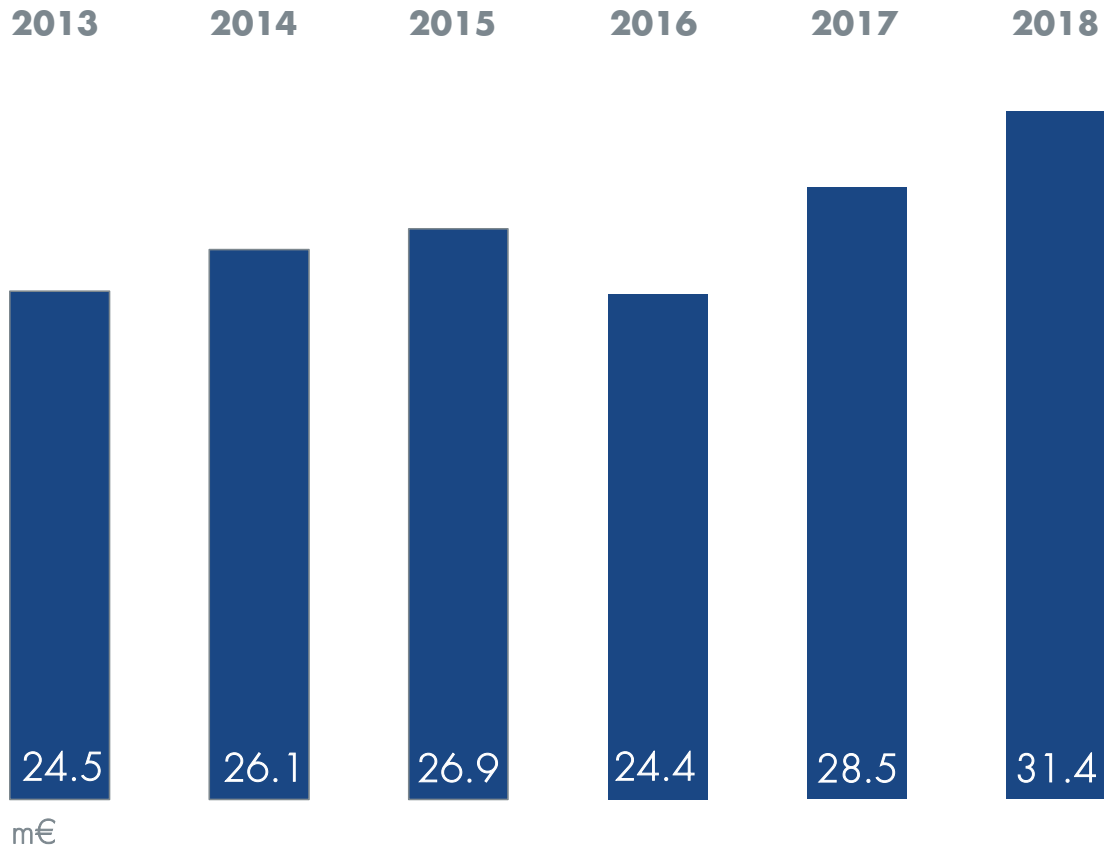
rated
„Open Company“

New CI
„Innovation in
Dialogue“



Start

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**

2,700
items on
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 Brands

Segment passive



Specialist
Crystals



Specialist EMC
& Capacitors



State monitoring systems



Overcurrent and
overvoltage
protection



application optimised
transformers

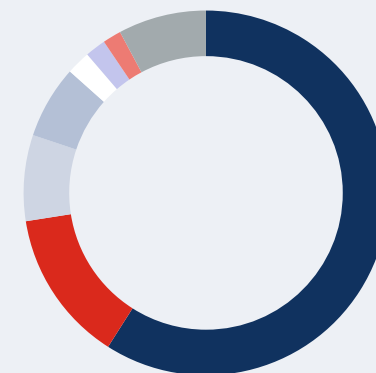


Innovative
broadliner



broadliner

Share revenue by supplier



PIHER

Sensors &
variable
resistors



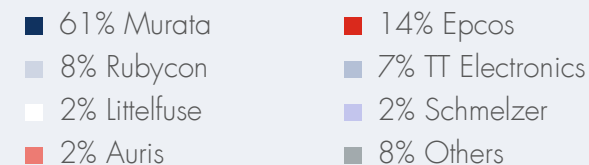
Premium e-caps



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

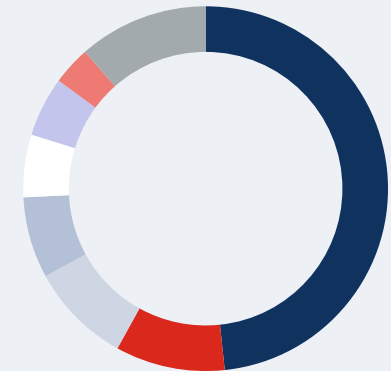


Broadliner &
application optimised



Specialist PCB and
circular connectors

Share revenue by suppliers



Broadliner,
application
optimised and opto



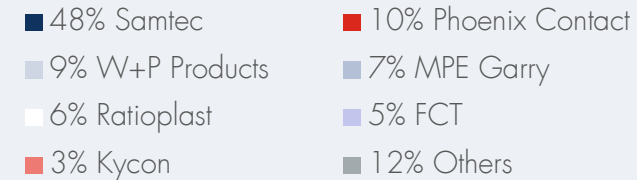
Broadliner &
Hightec-
connectors



Soldering devices &
extraction systems



Broadliner
connectors





**Reliable
Supply**

6.0m€
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

Short distances

Essen Sales office	4 FSEs
	5 CSs

Stuttgart Sales office	3 FSEs
	4 CSs



Wendelstein Support	2 PMs
	2 FAEs

Berlin Sales office	3 FSEs
	4 CSs

Braunschweig Sales office	2 FSEs
	3 CSs

Nürnberg Sales office	3 FSEs
	5 CSs

Top Customers References

BALLUFF
sensors worldwide

Sensor solutions and
automation systems

D+HE

Smoke extraction
and ventilation

KEBA⁺ LTI
Automation by innovation.

Automation &
drives solutions

KROHNE

Measurement solutions

Lenze

Drives and
automation systems

pilz
the spirit of safety

Save
Automation

PROEMION

Connectivity
solutions

SCHEIDT&BACHMANN 

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

 **SENNHEISER**

Audio- and
consumer systems

STAHL

Products and systems
for ex protection

TQ

System services

Auf lange Sicht **VEGA**

Measurement
solutions

wilo

High-tech pumps

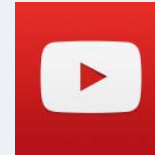
ZF

Electronic Systems,
automotive

Thank you!



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