

KOSATEC

EMPOWERING GLOBAL INNOVATION

AI First IT-Distribution

We distribute technology to where it's needed most.

FOUNDED

1993

Founded in 1993 with 3,000 DM seed money.

TOTAL REVENUE 2021 – 2025

€ 2.75_{bn}

Record revenue in 2025: 583.4 M €

HEADQUARTER

Braunschweig

Additional locations in Ho Chi Minh City and Hong Kong.

WE DISTRIBUTE TECHNOLOGY TO WHERE IT'S NEEDED MOST

„AI First“ Operating System

- **1993** Founded KOSATEC as a garage startup in Braunschweig, with 3,000 DM in start-up capital and a clear vision.
- **2008** Decided to think big and act fast. Built the first proprietary logistics facility.
- **2021** Broke the €500 million revenue mark with the company and opened KOSATEC to international markets.
- **2024** Systematically transitioned the company to automation, digitalization, and AI. Establishing data-driven decisions as the new standard.
- **Today** Personally drives the transformation into an AI-First Exponential Organization.

“ AI is fundamentally transforming distribution and it is our responsibility to shape this transformation in a way that benefits our customers. At KOSATEC, innovation is not an end in itself, but a promise. ”

Andreas Sander

Founder & CEO · Chief Strategist

WHO WE ARE

Built for Sustainable Growth.

Scaling is the result of robust processes, strong partnerships, and clear decisions.

REVENUE 2025

€ 583.4_M

Record Year: Highest Figure in Company History

EMPLOYEES

220₊

At three locations worldwide.

BUSINESS CUSTOMERS

12,000₊

B2B Resellers, System Integrators, Large IT/Telecom Customers

PRODUCTS AVAILABLE

75,000₊

Going Beyond Traditional IT Distribution.

OUR LOCATIONS

Think Global. Execute Local.

International presence where technology is created, procurement takes place, and innovation is driven forward.



HEADQUARTERS · GERMANY

Braunschweig

Operational headquarters with sales, purchasing, logistics on 18,000 m², service and finance.



STRATEGIC CENTER

Dubai

Impulses for KOSATEC from the innovative hub of the world.



INNOVATIVE DEVELOPMENT · AI SERVICES

Ho-Chi-Minh-City

Software development, AI & platform skills, building local tech expertise.



STRATEGIC PROCUREMENT

HongKong

Sourcing location for global purchasing and supplier management in Asia.

INDUSTRY TRANSFORMATION

Distribution enters the AI Era.

The next decade will not be defined by size, but by adaptability.

01

Artificial Intelligence

AI is reshaping every process – from procurement to customer engagement. It is becoming a key driver of efficiency and differentiation.

02

Platform Economy

Distribution is evolving into a platform business. Product portfolios are expanding, supply chains are becoming more connected, and business models increasingly scalable.

03

Globalization

We build global capabilities by connecting talent, technology, and AI expertise from the world's most advanced innovation ecosystems.

04

Automation

Automation is embedded across our operations – from logistics and sales to the systems powering decisions in the background.

OUR APPROACH

Intelligence in Every Decision.

At KOSATEC, AI is not a standalone initiative. It is becoming the intelligence layer behind every business process.

- We don't ask first:
How have we done it so far?
- We ask first:
How can we do it better, faster, and smarter with AI?

01

INTELLIGENT PORTFOLIO MANAGEMENT

AI-powered demand planning ensures the right products are available at the right time. Improving availability across the entire supply chain.

02

AUTOMATED PROCESSES

From quotation to invoicing, automation reduces friction, accelerates response times, and improves operational efficiency.

03

INTERNATIONAL AI HUB

A dedicated AI development center driving innovation, automation, and platform evolution every day.

04

ADVANCED LOGISTICS INFRASTRUCTURE

Powered by AutoStore automation and advanced packaging technology to enable faster, more efficient fulfillment.

OUR COMPETITIVE ADVANTAGE

KC Marketplace 2.0 Built for Procurement Excellence.

Less complexity. Greater availability. Full control.

50 + Suppliers

One Source

One platform, one invoice, and one procurement process across categories far beyond traditional IT.

75K + Products

Full Portfolio

Access the products you need through one platform without managing dozens of suppliers.

99.94 %

Accuracy

Consistent delivery performance at the scale modern businesses depend on.

1:1 Contact

Dedicated Contact

No ticket systems. No call centers. Just direct access to people who know your business.

OUR BRANDS

High Performance Computing Without Limits.

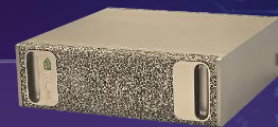
Access to 75,000+ products from leading technology brands often before they become widely available.



COMPUTE INFRASTRUCTURE

HPC & Server

Enterprise-grade compute infrastructure built for demanding workloads.



AI- HARDWARE

GPU & AI-Workstations

NVIDIA-powered systems for training, inference, and AI deployment at scale.



FIRST TO MARKET

Next Generation

Access emerging technologies before they become widely available.

 STARLINK

 NVIDIA

 HUAWEI

 ASUS



 Microsoft

 UNITREE

 SAMSUNG

OUR COMMITMENT

Strong Partnerships. Better Outcomes.

Our customers expect more than distribution.
They expect a partner who takes ownership and delivers results.

01

DEDICATED CONTACTS

Advisors

Experienced account managers providing continuity, expertise, and long-term partnership.

02

FROM QUOTE TO RMA

Support

Structured processes, rapid response times, and project-ready logistics that keep your business moving.

03

DELIVERY ACCURACY

Reliability

Consistent availability, delivery accuracy, and service quality at enterprise scale.



FOR MANUFACTURERS & SUPPLIERS

The fastest route from warehouse to market.

Your products reach 12,000+ business customers through one partner who already owns the relationships, the warehousing, and the delivery infrastructure to serve them at scale.

01

Fast onboarding

02

Dedicated partner manager

03

Real-time sales & demand data

04

Pan-European logistics

05

Local market expertise

06

Marketing & co-sell support



PROJECT OPERATIONS

Built Around Customer Workflows.

A centralized platform providing transparency, speed, and control across the entire project lifecycle.

- 01

Create Project

Submit project requirements through the KOSATEC platform, including products, quantities, timelines, and key contacts.
- 02

Proposal & Commercial Terms

Receive pricing, special conditions, availability information, and rollout planning from your dedicated account manager.
- 03

Confirmation & Allocation

Approved projects are allocated within our logistics network, securing inventory and delivery schedules.
- 04

Tracking & After-Sales Support

Real-time visibility into project status, deliveries, and service requests for all stakeholders.

projects.kosatec.com/dashboard

KC PROJECTS

Project Requests

Quotations / Offers

Confirmed

In Delivery

Archive

Reports / Analytics

DASHBOARD x OPEN PROJECTS

Project Operations

NEW (KW 19)
12

QUOTATION / PROPOSAL
28

CONFIRMED
17

VALUE
€4.2 Mio.

ID	PROJECT	CUSTOMER	VALUE	STATUS
P - 2041	Roll-out Laptops, 240 Units	Müller & Abel Systems House	€ 312,400	IN PROGRESS
P - 2039	Headquarters Network Refresh	Hoffmann Houses Ltd.	€ 186,800	QUOTATION
P - 2037	Conference Room Equipment	Krause & Partners Financial AG	€ 94,250	IN PROGRESS
P - 2035	Server Upgrade, South Data Center	Steinberg IT Corp.	€ 528,900	CONFIRMED
P - 2033	Security Key (YubiKey)	Jannik Lindens Group	€ 38,420	SENT

THE KOSATEC ADVANTAGE

Operational Excellence Starts Here.

From initial request to final delivery all information, processes, and decisions connected in one place.

01

AI-First DNA

AI is not one capability among many. It shapes every process, every decision, and every product.

03

Strong Foundations

Reliability, quality, and accountability form the foundation of every long-term partnership.

02

Scalable Operating model

An operating model designed to become more efficient with every stage of growth. Built for sustainable scale and long-term profitability.

04

Global Vision

With teams across Europe and Asia, we operate globally across sourcing, talent, and innovation.

PROOF OF SCALE

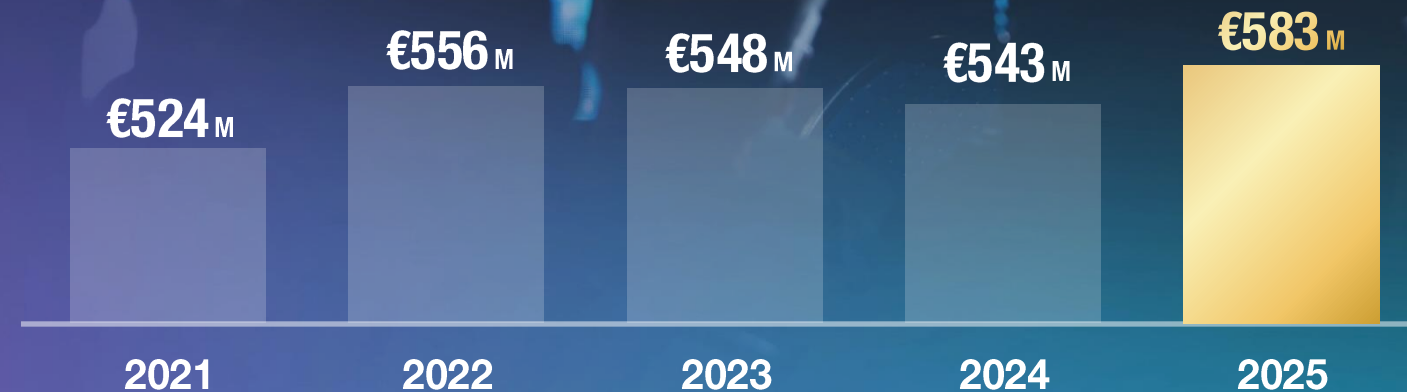
Growth Powered by Execution.

Growth is built on disciplined execution, long-term investment, and operational excellence.

€2.75 bn

Cumulative Revenue

Five years of execution, growing from €524M to a record €583M in 2025.



Growth never stands still. Neither do we



OUR PROMISE

Built for Long-Term Success.

CUSTOMER

One Platform. Endless Possibilities.

Access more than 75,000 products through a single platform, far beyond traditional IT distribution.

PARTNER

Growth Through Distribution.

Reach more than 12,000 business customers through our AI-powered sales platform.

INNOVATOR

Innovate Together.

Collaborate on the technologies, platforms, and ideas shaping the next generation of distribution.

THE NEXT MOVE

Let's build what's next.

Great partnerships start with a conversation.

GET IN TOUCH

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STAY CONNECTED



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