

**KOSATEC**  
**EMPOWERING** GLOBAL INNOVATION

We distribute technology to where it's needed most





KOSATEC Headquarter  
Braunschweig, Germany  
September 2024





**Andreas Sander**  
CEO & Founder

## Andreas Sander – Founder and Visionary Leader of KOSATEC

“To me, success is a journey, not a destination.”

- Founded in 1993 in a garage with an initial capital of 3,000 euros.
- Strong leadership team with over 300 highly skilled and talented professionals.
- Driving consistent growth and international expansion.
- Visionary leadership focused on innovation and exceptional customer satisfaction.
- Empowering businesses with cutting-edge tech solutions.
- A legacy of innovation built on trust and excellence.

# Quick Introduction of our CEO



**Andreas Sander & his wife Yvonne:**

- “I began my entrepreneurial journey in a garage in 1993 with just 3,000 euros.”
- “Today, 31 years later, I am the founder and CEO of a leading IT distribution company employing over 300 talented individuals and generating a remarkable €1.6 billion in total revenue over the last three years (2021, 2022, 2023).”
- “Success, to me, is a journey, not a destination - it requires perseverance, resilience, and balance through both triumphs and setbacks.”
- "Despite our growth, I still feel like a startup - fostering a culture of lifelong learning, but with the advantage of capital, infrastructure, and a smart, loyal core team."
- "This strategy keeps us relevant in these rapidly changing times as a dynamic organization."
- “Our exponential organization: KOSATEC – Empowering Global Innovation.”

**Instagram: [andreas.sander.ceo](https://www.instagram.com/andreas.sander.ceo)**

# We create value and impact

EMPOWERING BUSINESSES WORLDWIDE WITH CUTTING-EDGE TECHNOLOGY SOLUTIONS

## Mission

- Driving global innovation through effective technology distribution.
- Your trusted partner for customized IT solutions.
- Delivering exceptional service and support to ensure customer satisfaction.

## Vision

- Leading global IT distributor of innovative technology solutions.
- Continuous innovation to advance digital transformation.
- Sustainable growth through strong partnerships and strategic investments.

# KOSATEC – At a Glance

## Company

Since 1993 in Braunschweig, Germany.

## Employees

Over 300 dedicated professionals.

## Locations

Eight international locations.

## Revenue

€1.6 Billion Revenue.  
(2021-23)

## Product Portfolio

Over 10,000 IT products and solutions.

## Customers

11,200 international business customers.

## Logistic Center

18,000 m<sup>2</sup> automated facility, centrally located on the A2 autobahn.

## Delivery Capacity

Handling over 520,000 items monthly, with an error rate of just 0.057%.

## Services

E-Commerce, logistics, IT solutions and customer service.

## Partnerships

Collaborating with leading IT manufacturers worldwide.



# Our Journey: From a Garage Startup to a Global IT Distributor

## FROM STRENGTH TO STRENGTH: GROWTH AND MARKET LEADERSHIP



**1993**  
Garage Startup



**2008**  
Think Big – Act Fast



**2021**  
€500+ million in revenue,  
opened to international markets.



**2024**  
Automation, digitization, AI,  
advanced analytics,  
and data-driven decisions.



# Products & Services

- **Broad Product Portfolio**  
Over 10,000 IT products and solutions.
- **ICT Products & Peripherals**  
Comprehensive hardware, software and accessory solutions.
- **Mobile Computing**  
Smartphones, tablets, notebooks and workstations.
- **High-End Solutions**  
Servers, cloud solutions, storage, networking.
- **Used-IT**  
Sustainable, high-quality refurbished IT products.
- **Logistics & Fulfillment:**  
Fast, reliable delivery, dropshipping solutions.
- **One Day Shipping & Expressversand**  
Fast, error-free international shipping.
- **Customer Support & Service**  
Personalized assistance and seamless claims handling.

# Top Product Categories & Brands

Intel & AMD CPUs

SSDs & Hard Drives

Displays & Monitors

High Performance Computing

Networking Products

Smartphones & Tablets

IT Consumables

Healthcare

Robotics



**SAMSUNG**



A man and a woman are standing in a modern office, looking at a tablet together. The man is on the left, wearing a white button-down shirt, and the woman is on the right, wearing a white long-sleeved shirt and jeans. They are both smiling. In the background, another person is visible working at a desk. The image has a blue and purple color overlay.

**KC SALES Power: Accelerating your Profitability**



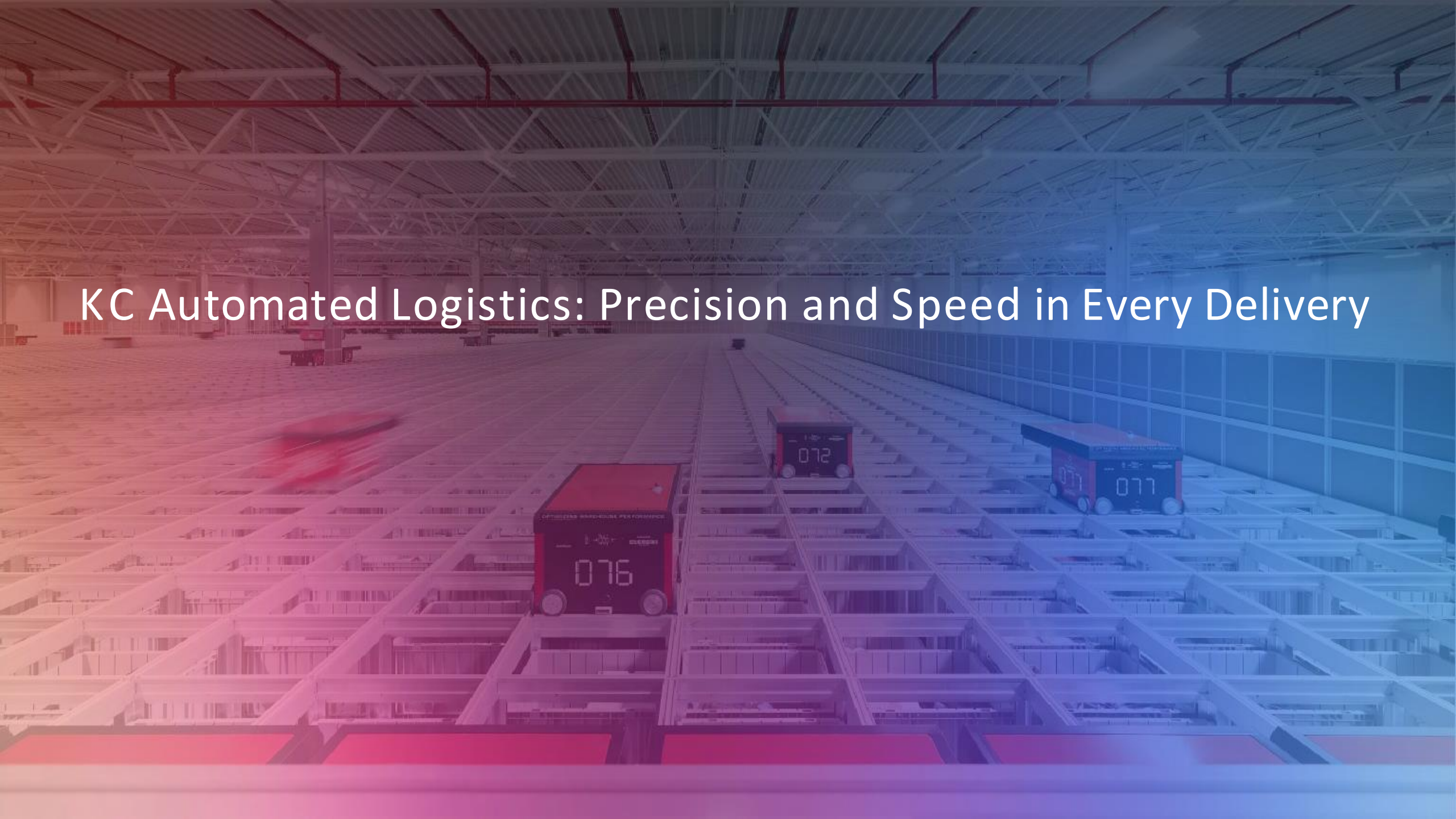
# Strategic Sales: Your Trusted Global IT Distribution Partner



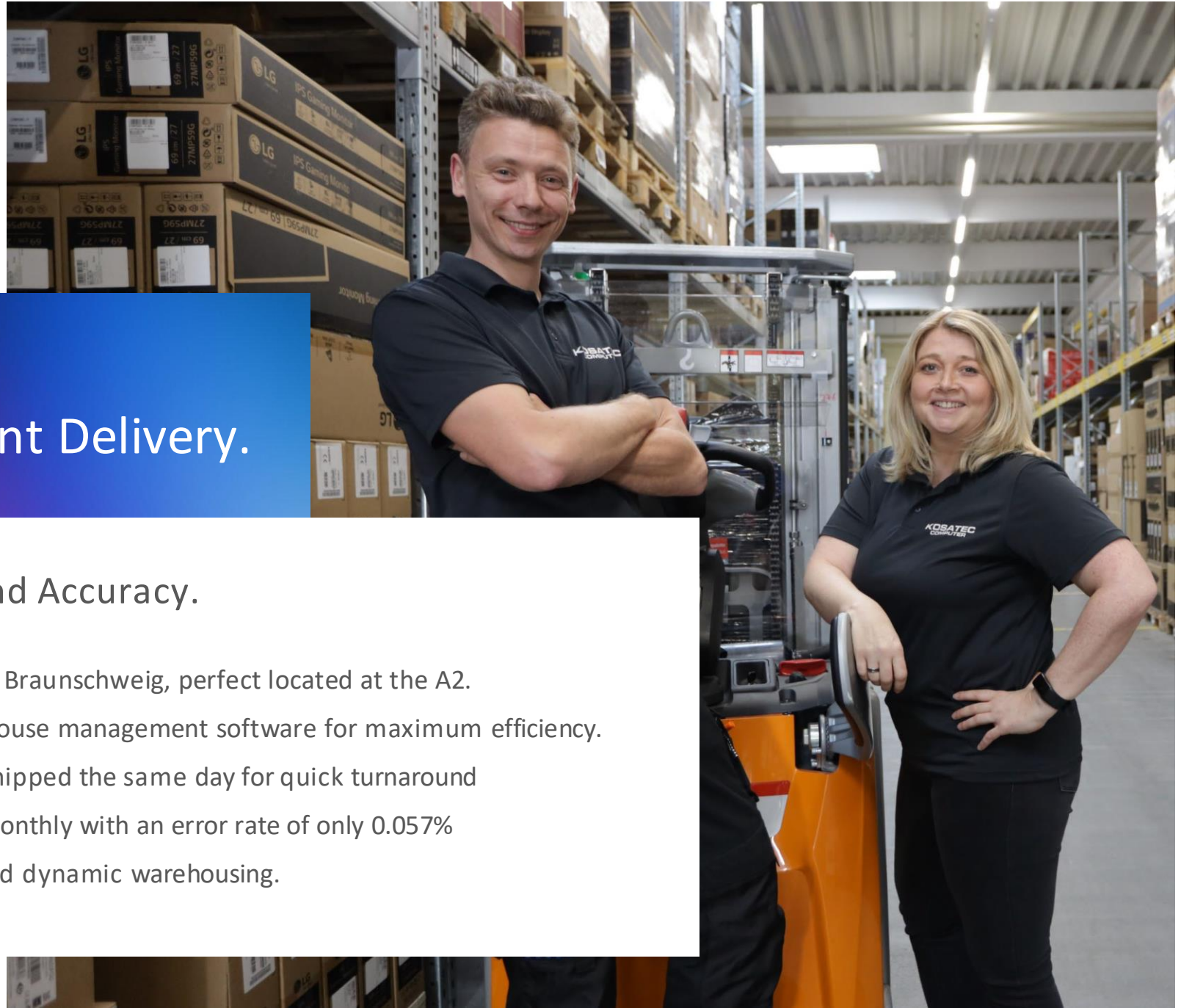
Tailored solutions and reliable service for business customers worldwide

- **B2B Specialist:** Specializing in B2B solutions across diverse industries.
- **Personalized Service:** Each customer has a dedicated account manager.
- **Flexible Sales Channels:** Offering direct sales, online shop, EDI, and dropshipping.
- **Fast Delivery:** Same-day shipping for orders placed by 6:00 pm.

# KC Automated Logistics: Precision and Speed in Every Delivery





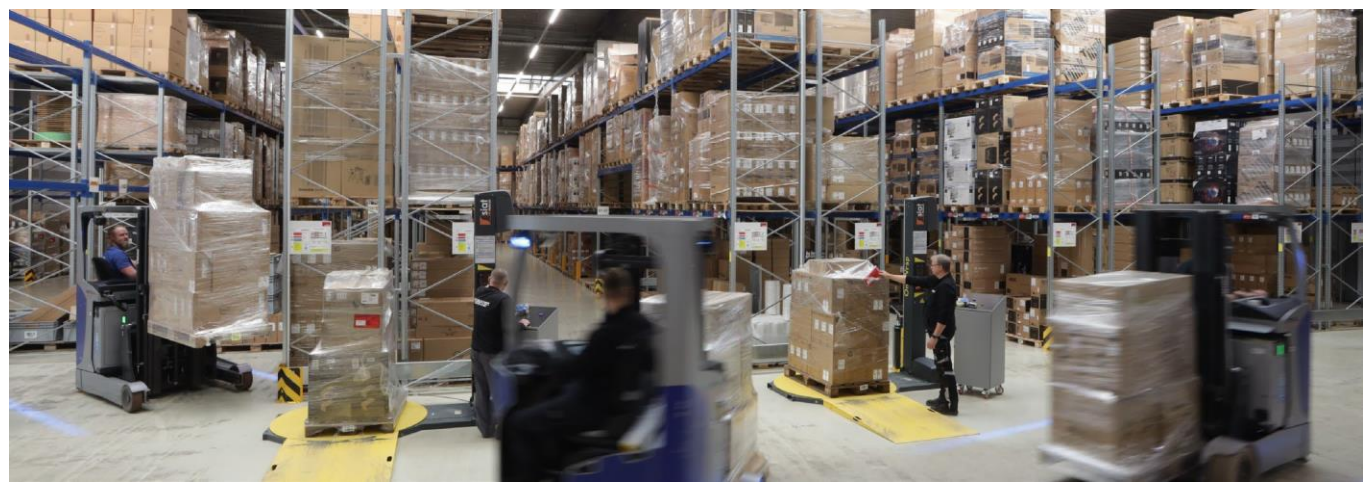


## Streamlined Logistics: Fast, Reliable, and Efficient Delivery.

### Automation for Speed, Precision, and Accuracy.

- **Modern Logistics Center:** 18,000 m<sup>2</sup> facility in Braunschweig, perfectly located at the A2.
- **Automated Processes:** State-of-the-art warehouse management software for maximum efficiency.
- **Fast Shipping:** Orders placed by 6:00 pm are shipped the same day for quick turnaround.
- **High Precision:** Handling over 750,000 items monthly with an error rate of only 0.057%.
- **Scalable Capacity:** Expanded storage areas and dynamic warehousing.





KOSATEC Logistics Headquarter





# KC Service Competence Center

We anticipate our customers' needs by understanding their challenges and goals.



## Exceptional Service: Putting Your Satisfaction First

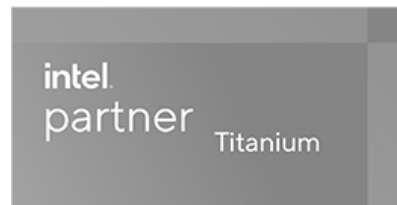
FAST, FLEXIBLE AND CUSTOMER FOCUSED SUPPORT

- **Customer Support:** Personalized assistance from skilled IT experts.
- **Claims Management:** Quick and seamless handling of warranty claims.
- **Flexible Service:** Tailored solutions designed around your specific needs.
- **Proactive Solutions:** We give answers before questions arise.



# Give and Take: Our Customers & Awards

Honored for Excellence and Innovation in IT Distribution.



Trusted by industry leaders and recognized for outstanding performance, our dedication to innovation and customer success has earned us several top awards and partnerships.

# KC Innovation Hub: Driving AI-Powered Solutions



# Digitalization & Innovation: Staying Relevant in Rapidly Changing Times



## INNOVATIVE SOLUTIONS FOR A DIGITAL WORLD

- **KC Innovation Hub:** Focused on process optimization, AI integration, and digitalization.
- **Software Solutions:** Custom software tools designed for optimized operations.
- **E-Commerce & EDI:** Ongoing improvement of e-commerce channels and data exchange systems.
- **Automation:** Leveraging AI and advanced technologies to streamline processes.
- **Competitive Advantage:** Rapid deployment of new technologies to maintain market leadership.



A photograph of a large, modern, light-colored industrial or commercial building. The building features a prominent blue logo and tagline. The logo consists of the word "KOSATEC" in large, bold, blue capital letters. Below it, the tagline "EMPOWERING GLOBAL INNOVATION" is written in smaller, blue capital letters. The building has a flat roof and a series of windows on the left side. In the foreground, there is a grassy hillside with some trees and a metal fence. The background shows a clear blue sky with some light clouds. The overall image has a blue and green color scheme, with a slight gradient overlay.

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EMPOWERING GLOBAL INNOVATION

KC's Commitment to Sustainability & Corporate Social Responsibility

# Sustainability & CSR: Building a Better Future Together.

## Implementing Responsible Practices for a Greener Tomorrow.

- **Eco-Friendly Logistics:** Optimized transport routes to reduce CO<sub>2</sub> emissions.
- **Sustainable Products:** Providing refurbished and eco-conscious IT products (Used-IT).
- **Energy Efficiency:** Adopting energy-efficient technologies for sustainable operations.
- **Social Responsibility:** Empowering local communities through active engagement and donations.
- **Compliance & Ethics:** Upholding strict environmental and ethical standards.



A large group of KOSATEC employees, including men and women of various ages, are posing for a group photo on the steps outside their building. Many are waving at the camera. The building has a blue facade with the 'KOSATEC COMPUTER' logo in white. A banner on the left side of the frame partially shows the word 'COMPI'.

KOSATEC  
COMPUTER

# KC and their sunshine Friends

The KOSATEC community is driven by collaboration, innovation, and a spirit of positivity. Together, we create a culture that empowers success and celebrates every achievement.



# KC Company Culture:

Driven by Passion and Collaboration

## EMPOWERING PEOPLE TO INNOVATE AND SUCCEED TOGETHER

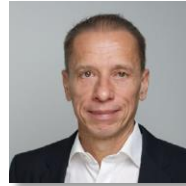
- A team of 300+ passionate professionals
- Flat hierarchies and direct communication
- A diverse, inclusive workplace, growth and innovation
- Investing in continuous training and personal development
- Encouraging collaboration for innovation and success



# KC Corporate Structure: Leading with Expertise and Vision



Andreas Sander  
Founder and CEO



Stephan Waldvogel  
COO



Siegbert Wortmann  
Strategic Partner

Management

Compliance

Purchasing

Sales &  
Distribution

Service & Legal

IT Solutions

KC Innovation Hub

Investments

Accounting

Human Resources

Personnel  
Accounting

E-Commerce

Marketing

Logistics



# KOSATEC

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## Contact us

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We distribute technology to where it's needed most



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