

Paris, 9th April 2021

Dear Partners,

We are delighted to announce 2 major steps in the expansion of Milexia group:

1. The acquisition of the German group Globes Elektronik, a specialized value-added representative and distributor in German-speaking countries;
2. The acquisition of the French PKTRONICS group, a specialized value-added representative and distributor in France and other European countries;



These 2 milestones are part of Milexia strategic plan to (i) expand Milexia coverage into new Western European countries, and (ii) offer additional value-added services to its customers and suppliers. Milexia group, with the support of its minority investors Société Générale Capital Partenaires, Bpifrance and Isatis Capital, is closing its 4th acquisition in the last 3 years and reaches 100M€ revenues generated by more than 160 employees.

*“GLOBES and PKTRONICS will bring to our group a wealth of added value” commented Pascal Gandolfini, Milexia President “First of all, we’ll expand our team with valuable managers bringing an extensive experience of more than 40 years in the Electronics industry. We are extending our coverage into new territories but do not forget where we are coming from: local, agile, providing decision close to the field.*

*With these 2 acquisitions, Milexia is adding 40 new skilled team members and more than 21M€ of sales to reach our plan of 100M€ revenues, the double of 3 years ago. Furthermore, we are strengthening our technical manufacturing capabilities as the acquisition of PKTronics also brings an additional laboratory for both assembly and product development in the computing domain and will complement our existing technical skills in the Satcom, RF and Timing. Being able to close these 2 acquisitions during this pandemic period without sacrificing our organic growth is a great achievement for Milexia people and confirm the resilience of our business model.”*

Ulrich Blievernicht, Globes Managing Director and co-founder said, *“This is a very exciting time to be joining Milexia, one of the fastest growing value-added representative and distributor in Europe. Our Companies share a common DNA, believing in people and putting customers first. We are very happy to bring an important piece of the Milexia puzzle of covering the main*



**Développement 2**

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*European markets and opening to other territories as well as bringing our long experience to Milexia growth plan”.*

*Patrice Kauffmann, President and founder of PKTRONICS added, “I am very happy and enthusiast that PKTRONICS joins Milexia. It will create long-term value for all parties thanks to greater diversification and excellent complementarity. We both share the same corporate culture, built around our employees, our customers, our suppliers, and the pursuit of excellence of services. The strong positioning of PKTRONICS in components for critical missions: sensors, Hi-rel components, converters, industrial IT integration and the development of specific products in all these fields reinforce MILEXIA's position as a major player in Europe”.*

MILEXIA is a major European value-added representative and distribution group specialized in the sale of high technology value added components, systems, scientific instrumentation, and technical services. Founded in 2006, following the merger of two long established (1971) value added representative and distributors in France and Italy, the Group has extended its footprint in Spain (2011) and more recently in the UK (2019). Milexia’s team of over 125 highly skilled professionals supports an impressive group of leading business partners and manufacturers across a large part of Europe with offices, facilities and warehousing.

Globes Elektronik is a specialized value added, high-tech oriented, representative and distributor of RF & MW Components and Equipment with a strong presence mainly in the German, Austrian and Swiss markets as well as other countries like The Netherlands, Poland and other Eastern EU countries, and Turkey. Since 1995 it is a recognized player in various markets including Defence, Aerospace, Test and Measurement, Research, Medical and Industrial.

PKTRONICS group is also a specialized value-added representative and distributor in France covering 3 main product ranges: Power management, Sensors and Computing. PKTRONICS has a deep knowledge of the Hi-reliability market as well as the Aerospace and Defence, Transport and Industrial markets.

If you have questions, please do not hesitate to contact us: [marketing@milexia.com](mailto:marketing@milexia.com).

We would like to take this opportunity to thank you for your cooperation and we look forward to our continuously growing relationship.

Yours sincerely,

**Pascal Gandolfini**

President Milexia