



PE//KASS

agricultural, municipal and road machinery

*“There is nothing more beautiful
than converting dreams into reality.”*

Steven Spielberg

2018

COMPANY PROFILE



Ing. Zdeněk Volmut
chief technical officer

Ing. Radek Mašek
general manager

Ing. Miloslav Kozák
financial manager

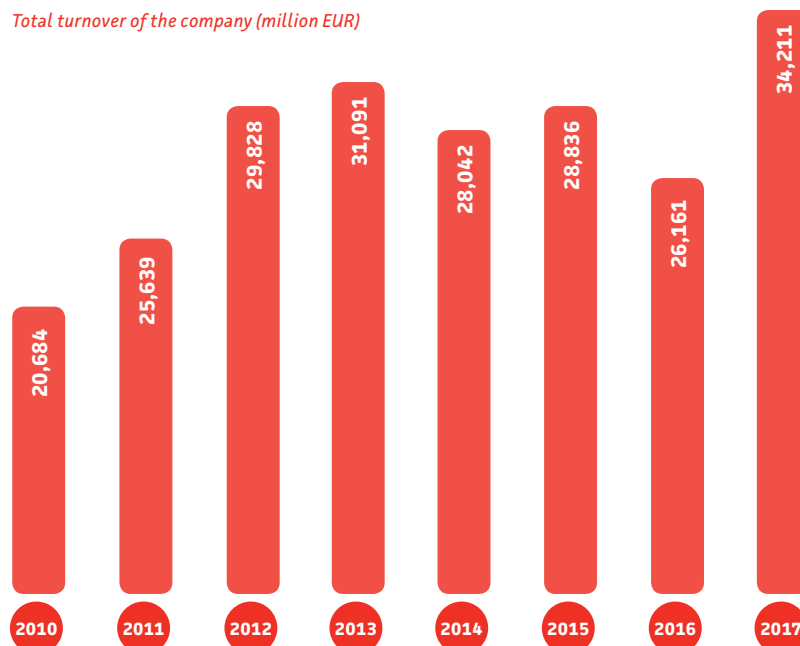
Ing. Vojtěch Pivnička
sales manager

PEIKASS
agricultural, municipal and road machinery

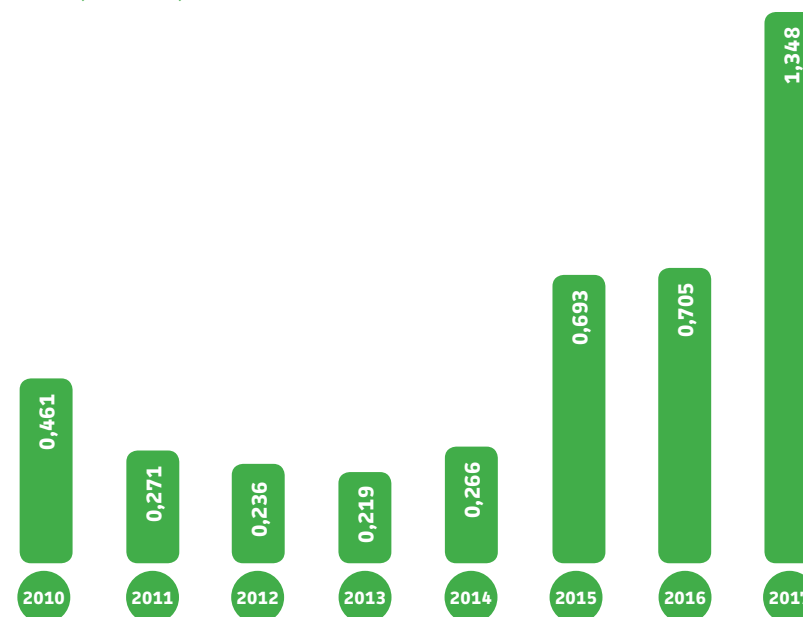
In the beginning it was a **very youthful dream...**

*The desire to create a company that would become an integral part of the lives of farmers in central Bohemia. A company that would assume charge of the machinery and its proper use and reliable operation.
We have long crossed the border of the first region, and the current form of the company therefore greatly exceeds our initial vision. **And we won't stop here...***

Total turnover of the company (million EUR)



EBITDA (million EUR)



INTRODUCING THE COMPANY

Under the red PEKASS logo you will find the postscript agricultural, municipal and road machinery. Our company, with more than 25 years of experience in the market, supplies high-tech tractors and agricultural machinery JCB and JOHN DEERE, Swedish ploughs ÖVERUM, sprayers HORSCH LEEB and HARDI, machinery for tillage HORSCH, as well as products from the brands KRAMPE, BRIRI, TEBBE, PÖTTINGER, HAUER, GRAMMER seats or GPS

navigation for precision agriculture TRIMBLE, and other types of machines of several brands. In the area of municipal equipment we should mention ANTONIO CARRARO tractors, BERTI mulchers, JBM chippers, GRILLO lawn mowers, BOSCHUNG cleaning and sweeping machines and many other professional municipal machines. Road machinery is represented by MULAG ditch punches or snow ploughs, ATC asphalt thermo containers and WESTA snow blowers.

PEKASS

agricultural, municipal and road machinery

1991

The company PEKASS was founded with the idea of creating a sales network that covers the territory of the Czech Republic.

DEVELOPMENT

2005

In 1998 PEKASS expanded its operation to municipal engineering, and has since ensured the import and servicing of special machinery for the maintenance of lawns, cleaning of public areas and roads, winter maintenance, etc., in addition to sales. The increasing customer demand for these machines was the reason for the creation of a third direction of the company in 2003 - road machinery. August of 2005 was a significant milestone, when the company PEKASS was transformed into a joint stock company.

PEKASS currently has more than 150 employees. In 2008, it boasted turnover in excess of CZK 750 million. Results in subsequent years reflected the downturn in all areas of our economy. Since 2010, company sales have re-assumed their growth trajectory. By harnessing greater efforts, the growth effect has been manifested particularly boldly in sales of spare parts in the volume of service work carried out at our commercial and servicing centres across the Czech Republic. Turnover in 2012 was more than CZK 750 million and, just a year later, it broke through CZK 800 million.

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HISTORY

1991

Establishment of a limited liability company

1992

Opening of the first branch in Sloup u Davle, contract for the sale of Zetor tractors, in this year we achieved sales of 150 pieces, contract for the sale of HARDI sprayers

1993

Transfer of the branch from Sloup to Milín, we expand sales to Rakovník and Nymburk region, at the end of the year a contract for the sale of John Deere machinery

1994

Opening of new headquarters in Prague 10 – Uhřetěves, contract for representation of ÖVERUM brand in the Czech Republic

1997

New branch in Senomaty near Rakovník

1998

New objective – sale of municipal machinery, contract for representation of brands ANTONIO CARRARO, BERTI and Cosma

2000

Launching of largest branch in Milovice

2003

Opening of branch in Roudnice n. L., new service facility in Senomaty, expansion of road machinery selection

2004

Central warehouse established in Milovice, contract for the representation of the HORSCH brand

MACHINERY SALES

Today the company's activities are implemented from nine centers: Prague 10 - Uhřetěves, where the company headquarters are, Milovice, Nýřany, Příbram, Rakovník, Roudnice nad Labem, Rychnov nad Kněžnou, Vlašim and recently established Jindřichův Hradec.

Opening of a new branch in
Nový Jičín, building of a new
branch in Dlouhá Lhota near
Příbram, current status
75 employees in
7 establishments, turnover
of approx., CZK 450 million

With one hundred
employees we
achieved a turnover
of 3/4 billion CZK

Commencement
and completion of
the construction
of a new branch in
Vlašim

In August we opened the
9th branch, this time in
Nýřany near Plzeň

Branch in Rychnov
nad Kněžnou is being
operated in new spaces,
opening of a new branch
in Jindřichův Hradec.

We are running
new service –
PEKASS RENTAL

2006

2008

2010

2012

2015

2017

2005

2007

2009

2011

2014

2016

Transformation into
a joint stock company

Official representation
of the RASCO brand in
the Czech Republic

We opened a new
branch in Rychnov
nad Kněžnou

Successful 20th year
Company anniversary

Opening of a new branch
in Roudnice n. L.,
direct representation
of official branded
agricultural JCB

PEKASS has been
here for 25 years!

25
PEKASS
1991-2016



FINANCING



An important instrument for promoting the sales is leasing and credit. This service is offered to the customer under the slogan „Tailor-made leasing or credit“. An individual approach to each financing business case is done directly with the customer under his specific conditions. This saves his time and extra costs. A popular form of equipment financing is credit.

SERVICING



- Pre/post-season tours
- Sprayer testing
- Periodic service
- Providing administration – MOT test station, emissions, Transport Inspectorate

Along with the increase in sales, the level of service facilities is growing as well, which allows us to perform all repairs on the sold equipment usually through mobile workshops in the home of the owners of the equipment. Warranty service within 24 hours is not just an advertising slogan; it is a fact that is certainly not the norm in other fields.

The distribution of imported assortments in areas outside Central Bohemia is provided through contractual partners throughout the Czech Republic. We make sure that not only the business managers are trained, but most of all the service personnel. This is the only way to guarantee high-level care for the sold equipment.



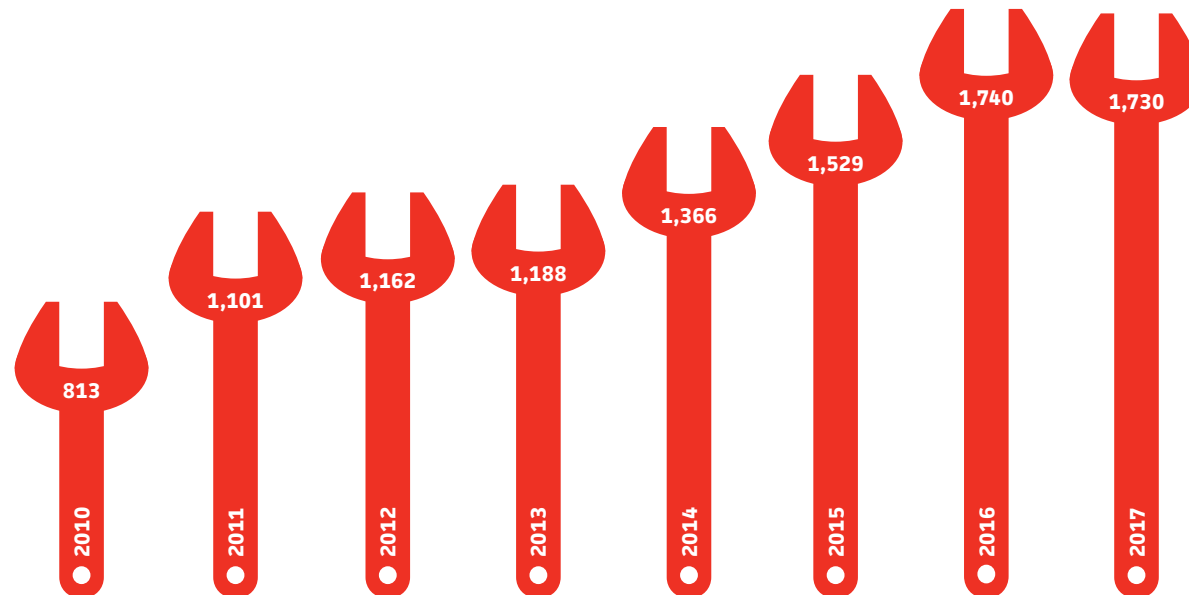
ASSISTANCE SERVICES

PEKASS
/// ASSISTANCE

PEKASS
/// AFTERSALE

PEKASS
/// RENTAL

PEKASS ASSISTANCE is an unmatched service. This is a complex product given in addition to the standard or extended warranty, which guarantees a high standard of maintenance services for the owner of the machine in dealing with unexpected defects in the equipment included in this service. The customer has the assurance that there will be no unforeseen costs in the operation of the equipment, which would significantly impact the economics of operating the machine.



6,000 m²

This is how much surface area of repair spaces PEKASS currently has, and others are in preparation.

SPARE PARTS

DISTRIBUTION AND LOGISTICS CENTER PARTS

The sale of spare parts, along with the sale of machinery and maintenance, is one of the main pillars in the company's success. The interdependence between these three sectors is important for the customers, who not only expect precise work when buying machines, but also a smooth delivery of spare parts and professional maintenance.

Each branch has its own shop and spare parts warehouse with qualified staff that ensures direct deliveries of spare parts to the customers, and also supplies the service personnel. All spare parts warehouses are covered by the Distribution and Logistics Center Parts in Milovice, which supplies the branches, and provides transports and its own wholesale to business partners.

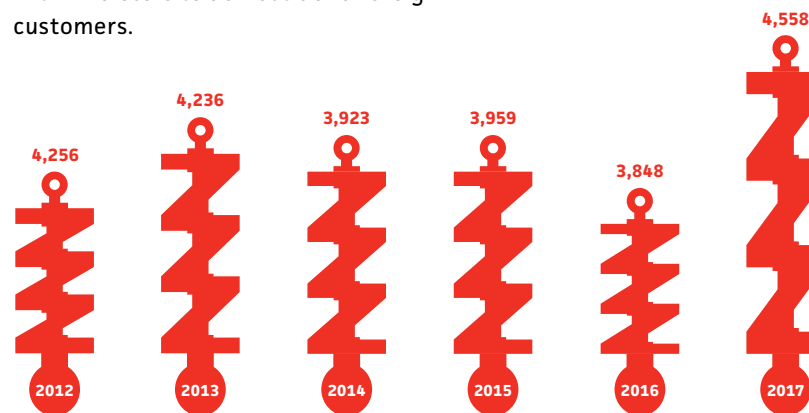
In the subtitle of the company name you will find three postscripts: agricultural, municipal and road machinery. In all branches, customers will be met with a complete range of spare parts, not only for the equipment brands Horsch, JCB, John Deere, Hardi, Grammer,

Överum, Krampe, Briri, Tebbe, Antonio Carraro, Berti, and many others that are sold by us, but also for machines of other brands. An integral part of the sale of spare parts is also the sale of accessory equipment, such as BP and Castrol oils, or Brit and Exide batteries.

SPARE PARTS WHOLESALE

Besides the provision of spare parts for direct sale to customers and the servicing activities of the company, the department of spare parts also deals with wholesale to domestic and foreign customers.

PEKASS
PREMIUM PARTS



Sales of spare parts (million of EUR)



12,680

This is how many business cases were implemented in the spare parts segment in 2016.

BRANCHES

PEKASS Milovice Distribution and Logistics Center

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mob.: +420 777 793 350
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PEKASS Roudnice

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mob.: +420 773 758 006
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PEKASS Milovice

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PEKASS Příbram

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mob.: +420 773 757 893
e-mail: jhradec@pekass.eu

PEKASS Rychnov

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mob.: +420 777 755 161
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LUKROM, spol. s r. o.

UNIMARCO a.s.

PEKASS Vlašim

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mob.: +420 775 850 012
e-mail: vlasim@pekass.eu

 business partner





www.pekass.eu
www.jcb-agro.cz

Conclusion

It is clear that from the start we have built upon the offer of high-quality equipment and good after sales services, and we tried to continually enhance our service facilities. The ever-expanding number of satisfied customers of machinery sold by us confirms that this concept of cooperation with customers was and is justified.

We would like to assure the public that in the future we will not in any way detract from the role of maintenance, and we will expand it in capacity as well as professionally. We consider this our duty towards those who have shown us their trust by buying equipment from our selection.

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