



Z ELEKTRONIKA

— since 1997 —





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ISO9001
CERTIFIED

History of the company

1997 Zákány Elektronikai Kft. establishment. Company started to develop and produce elevator industry products

2004 Zákány Elektronika Kft has been ISO9001 certified

2007 Due to reorganization, the company name has been changed to: Z Elektronika Kft

The company acquired new fields of business whereby old customers were still kept. The production technology has been improved with SMT line

2012 Start of the 2nd SMT production line.

2015 We increased our production capacity with newer SMT machines, due to higher customer demands.

2016 Our manufacturing area has been doubled, the number of qualified employees has increased by 30 percent compared to the previous year. We bought state of art Nordson Asymtek fluid dispensing system to be able to provide PCB conformal coating service.

2017 We increased our production capacity with new Panasonic SMT line. New wire cutting, stripping machine has been installed to improve cable assembly capabilities.

2018 We bought a new Panasonic soldering paste printer machine and Vision Engineering 3D measuring microscope

2019 We opened our second manufacturing site at Pécs and we improved our manufacturing with a Nordson X-ray machine

2020 Construction of new hi-tech factory and new office building next to the existing factory begins as part of business expansion. We installed a new Panasonic WX SMT line

2021 ISO 14001:2015 Environmental management system certification

2022 Q1 Handover of new factory and office building, Q1 3rd Panasonic SMT line has arrived



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Z Elektronika nowadays

- We have **SMT production** lines with reflow oven. The quality of the assembled products are verified with **AOI** and **X-ray** machine. We are well prepared for **THT technology** as well for **Conformal coating**
- THT components can be soldered either on traditional (**wave soldering**) or selective way(**soldering robots**).
- We started to develop our own production management system in 2012. Today the system covers all technology processes and we are able to provide **full production traceability** for our customers.
- We offer full service even for new product introduction(**NPI**) which can include project management, component purchasing, quality documentation, industrial engineering (**mechanical and electrical engineering design, test system development, feasibility studies for production, testing with climate chamber**) and **prototyping**.
- More than 25 years **experience** with electrical **HW** and **SW** product development
- Manufacturing are total 1600 m2 with 3 Panasonic SMT lines, selective soldering robots, soldering stations.
- Our total warehouse area is 1000 m2, which is equipped with forklift and machinery for packing.





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Z Elektronika nowadays

We are pleased to present the visual design of our new building unit, which has been handed over at the end of **2021**. The new object increased the area of our plant to 3,500 m² from the previous 2,000 m². The production area increased, new warehouses, additional offices and social spaces have been built. The investment allows us to create even more value for our customers, employees and for the region.





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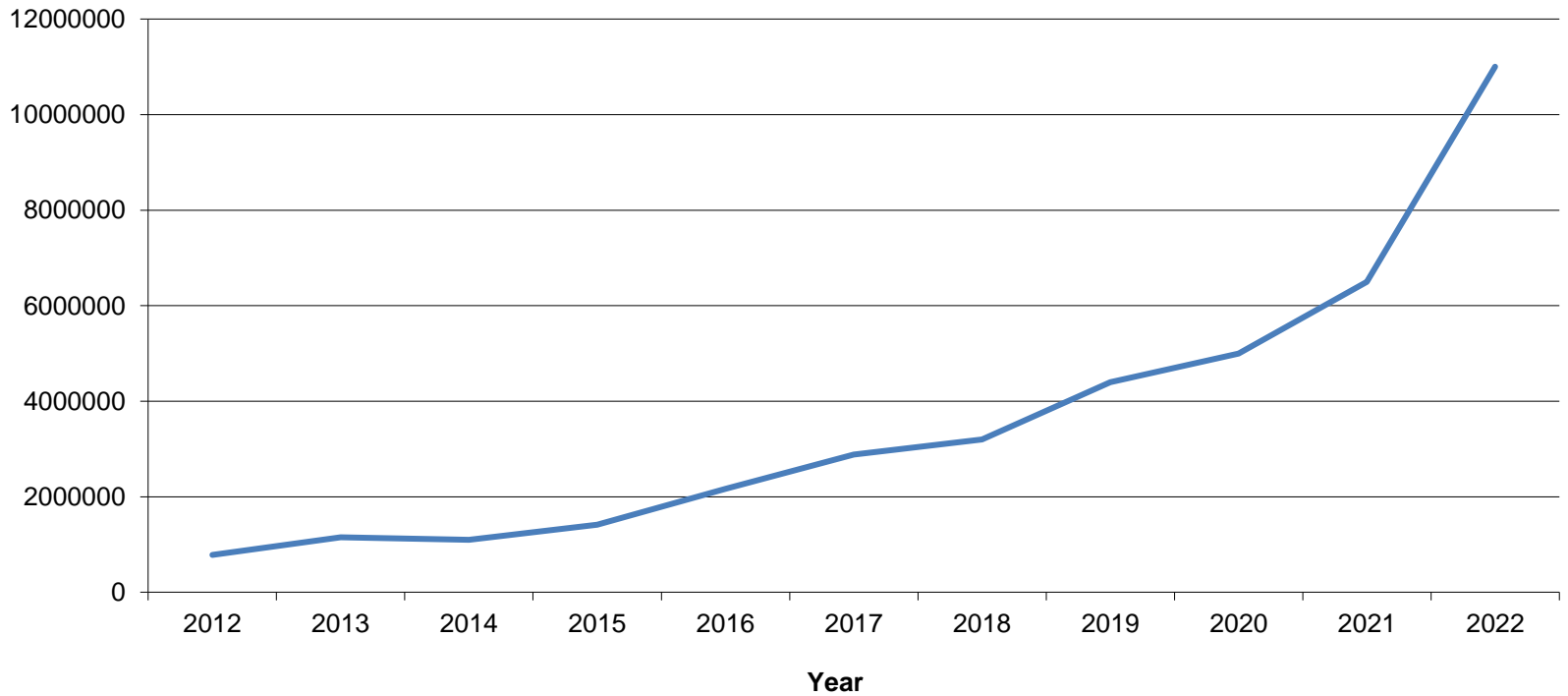
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Turnover

Turnover 2011-2022



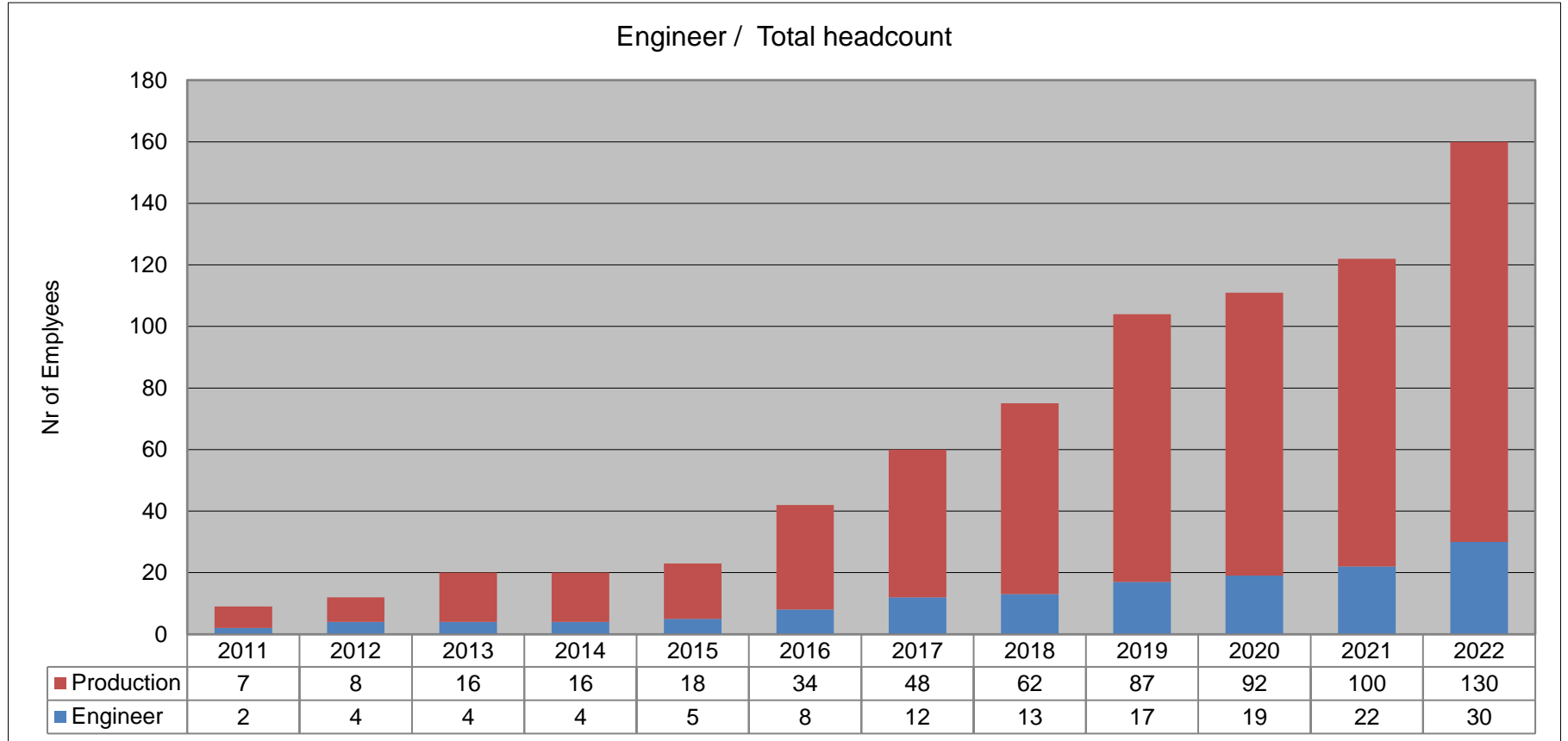


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Headcount





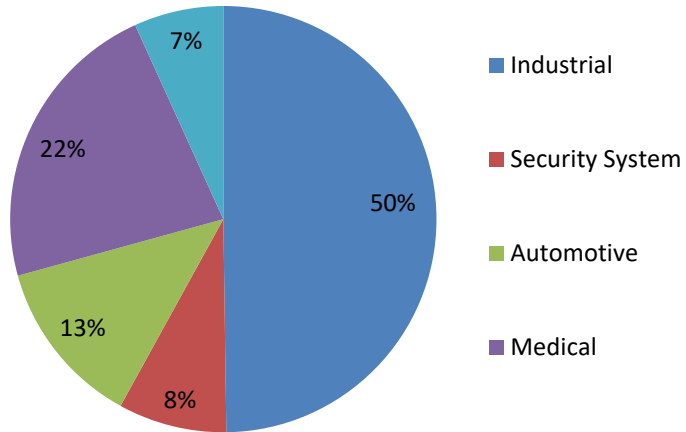
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Turnover

Turnover by segments



Year	Products/year	Placed components/year
2018	816 514	33 679 293
2019	1 136 937	51 204 862
2020	633 998	33 804 047
2021	964 409	44 046 998
2022	1 245 604	55 091 717

Turnover by customers

Country	Revenue by country	Percentage	Number of customers
Hungary	5 200 000 €	47%	50
Germany	3 000 000 €	27%	9
EU other	2 500 000 €	23%	9
Non Eu.	300 000 €	3%	6
Total:	11 000 000 €		



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Doing business with German customer

- be prepared for the meeting
- Zahlen, Daten, Fakten
- punctuality
- if you promise something; keep your promises
- professional competence
- German language

What will you get for your efforts?

- punctual payment
- growing business

How/where we acquire German customers

- segment specific fairs (Electronica, etc.)
- online events
- B2B forums
- Recommendations by satisfied customers



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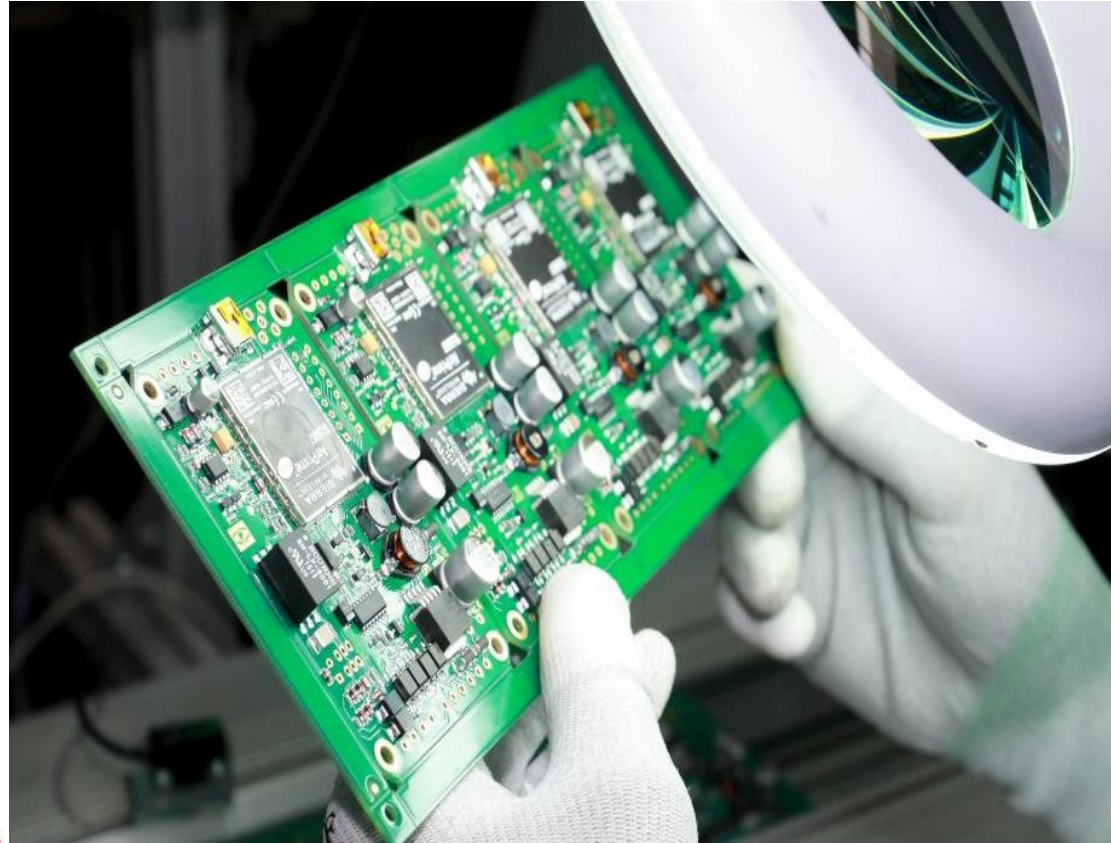
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~30% of our sales is German export. We also export to Greece, Switzerland, Norway, Liechtenstein and many more destinations.

Domestic sales takes place with local small-medium size and multinational export oriented companies.

Customer portfolio





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Your electronics
development and
manufacturing partner

www.zelektronika.hu