

OUR COMPANY

«KAFKAS

KAFKAS, founded in 1975, is the leading company in the electrical equipment, lighting, home & buildings' automation and energy management solutions' market in Greece.

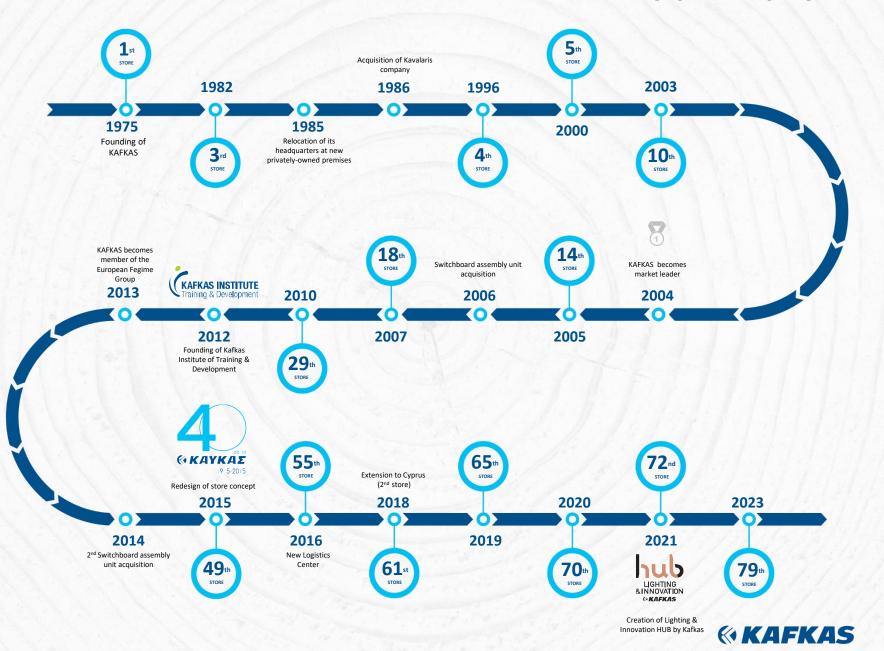
The company's vast experience in the field, its participation in various projects concerning new installations, renovation/upgrading of individual and collective housing, commercial buildings and infrastructure, positions **KAFKAS** as a reference point for the market and enables the company to play a crucial role in developing the market.



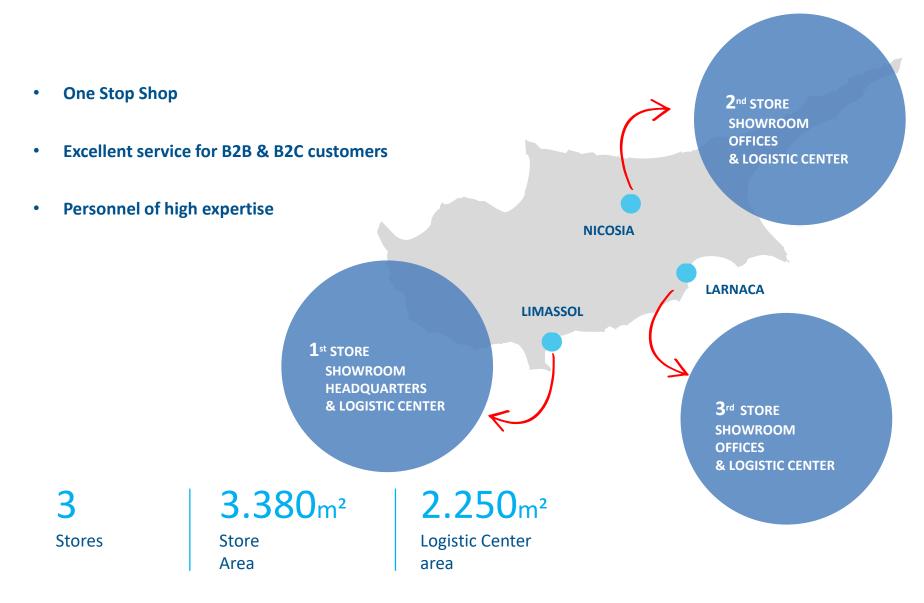
OUR HISTORY



OUR HISTORY



CYPRUS









The role of KAFKAS is to be the connecting link that will manage in an innovative way all the mature technology products of its suppliers, transforming them into affordable solutions for the daily needs of all its customers while offering security, comfort and saving of both resources and energy.

Our mission is to be a reference point for both professionals and end users for all cutting – edge energy saving, functional and security solutions for every venue and application.

We envision a model company admired for its ethos, passion, effectiveness and teamwork.





«KAFKAS

OUR VALUES

ETHOS

We act with respect and integrity inside and outside the company

PASSION

We serve our clients with passion

TEAMWORK

We trust our colleagues and we are committed to their success

EFFECTIVENESS

We seek continuous improvement in everything we do





«KAFKAS

KAFKAS' staff of high expertise and know how is the company's main competitive advantage.

KAFKAS constantly invests in the professional and personal development of its staff through continuous training programs that assist in the enhancement of their skills, talents and know-how in order to provide customers with added value and innovative solutions.

Proof of our commitment to create an excellent work environment is our 8th distinction in the Best Workplaces awards in Greece & Europe.











4.130

Employee training hours





«KAFKAS

OUR RESULTS





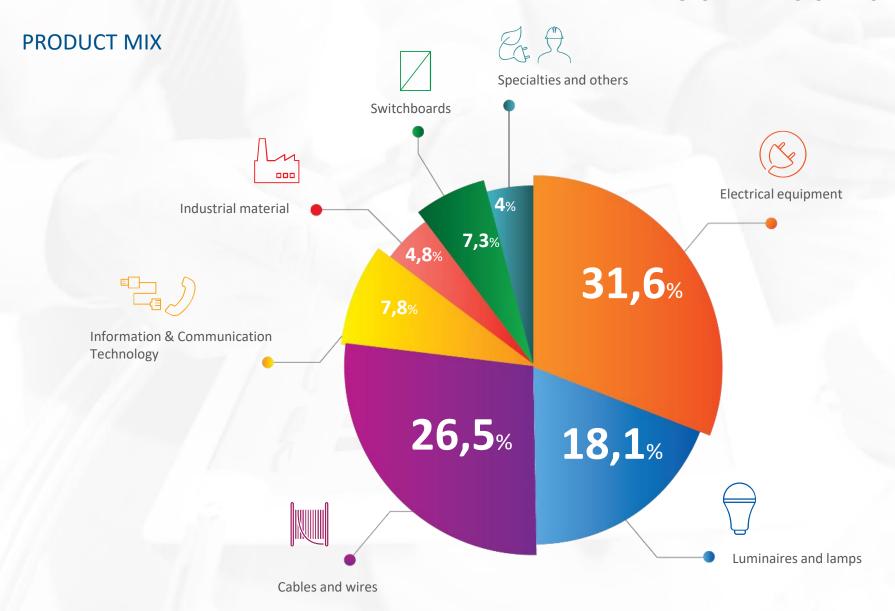
Creation of Kafkas Institute of Training& Development



Stores Redesign Concept 2020

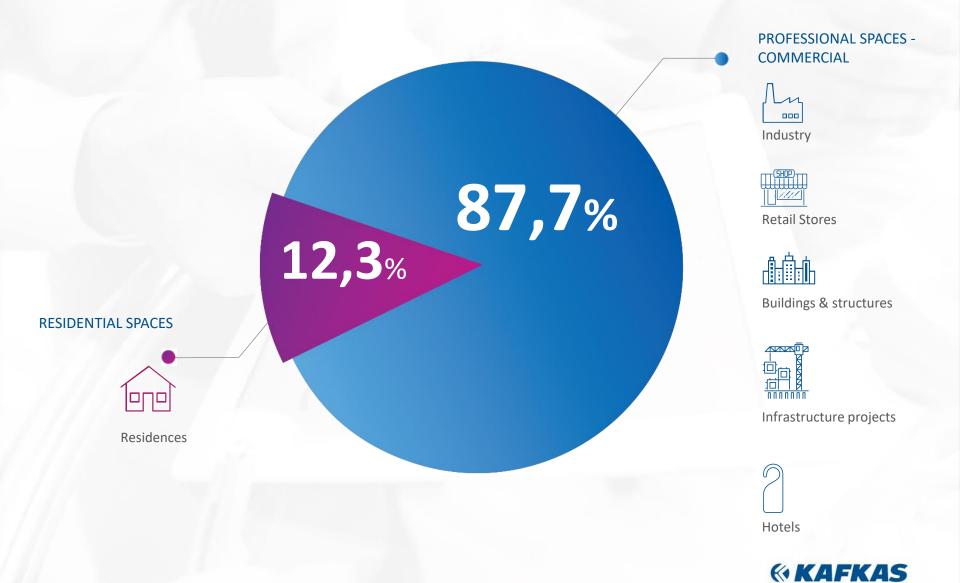


Creation of flagship Kafkas **Lighting & Innovation Hub**





SALES ALLOCATION PER CUSTOMER CATEGORY





650.000+

Customers



409+

Suppliers



100.000

Cases answered by Customer Care annually



150.000+

Product references



97.8%

Service level



120.000+

Deliveries annually



86

Trucks for product deliveries



28.000+

Presales quotes annually



34.000+

E-shop product references



5.000

Switchboards produced annually



13.000+

Customer visits daily



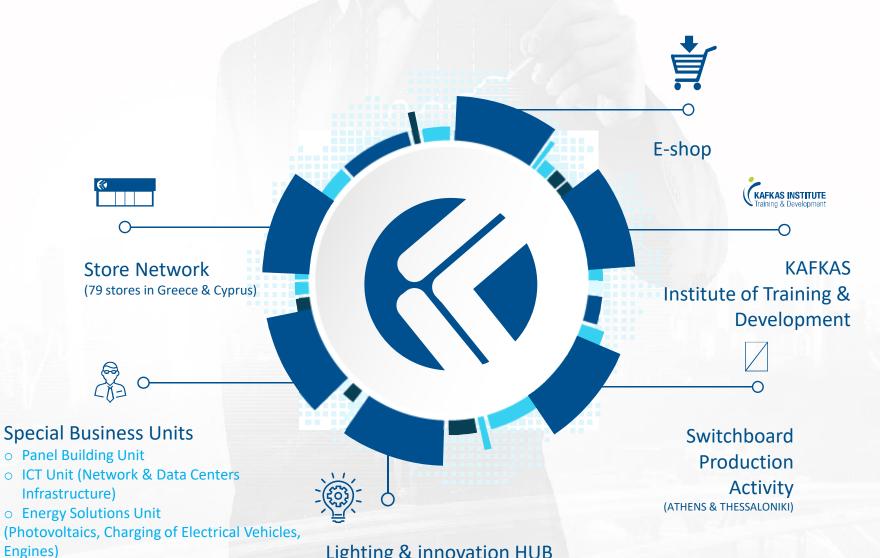
1.300+

Employees





OUR COMMERCIAL ACTIVITY



o Architectural Lighting & Applications Unit

o IOT Building Technologies Unit

o Industry & Marine Solutions Unit

Lighting & innovation HUB
4 concept showrooms of lighting &
building automations
(2 Athens, 1 Crete & 1 Corfu)





Special Business Units capabilities From Products to Services...

Our mission, as trusted advisor and technology carrier with a human-to-human approach, is to empower clients to succeed, leading the market to a new era .

06. IOT Building Technologies / 6FTEs 6 engineers

- Building automation & Management System
- KNX Technology
- Smart metering Networks
- Monitoring of different subsystems

05. Energy Solutions / 4FTEs 3 engineers

- Customized Energy & Storage Solutions from a single module stand-alone system to a multi-MW commercial project
- Pre-Study
- Equipment Selection & Supply
- Energy Audit

04. Industry & Marine Solutions / 12FTEs 12 engineers

- · Maintenance and repairs (MRO) of production lines
- Secure uninterrupted operation
- Increase energy efficiency



01. Panel Building / 89FTEs 41engineers

- 2 Factories (Athens & Thessaloniki) covering Greece & Cyprus Market
- "In-house" Engineering Production FAT After Sales support – Customer Training
- Type Tested Medium & Low Voltage switchboards (>5.000/per year)
- Power Transformers Busducts Generators Capacitors Bank
- Smart & "future ready" products

02. Architectural Lighting & Applications / 30FTEs 11engineers

- Lighting Design (Hospitality Residential Retail Offices Industry, Culture)
- Relighting Proposal, calculations
- Technical Support
- Installation Supervision
- After Sales support

03. ICT (Network & Data Centers Infrastructure) / 6FTEs 5engineers

- Design & specifications
- Unified physical Infrastructure solution
- Building Facilities & Data Centers



OUR STORE NETWORK



OUR GREEK STORE NETWORK

- Nationwide coverage
- One Stop Shop
- Excellent service for B2B & B2C customers
- Personnel of high expertise
- Technical support specialists at selected points of sale (Tech Experts)



76

Stores all over Greece

61.292m²

Store surface area

10.500

Invoices/receipts daily

589

Sales representatives



OUR STORE NETWORK









STORE CONCEPT

The innovative, open-space store concept combines the self-service customer experience with the physical presence of sales representatives providing advice and assistance.

KAFKAS' new store concept upgrades the customer experience as it facilitates the purchasing decision process through the reduction of waiting time during peak hours and the aesthetical and technological approach which transforms a routine purchasing process into a unique experience.



OUR ESHOP

KAFKAS' e-shop serves both professionals and end users via a user-friendly platform.

It saves time for the B2B customers and meets the needs of customers located in geographical areas where **KAFKAS** has no physical presence.

Informs for the latest products and offers while offering useful advices.

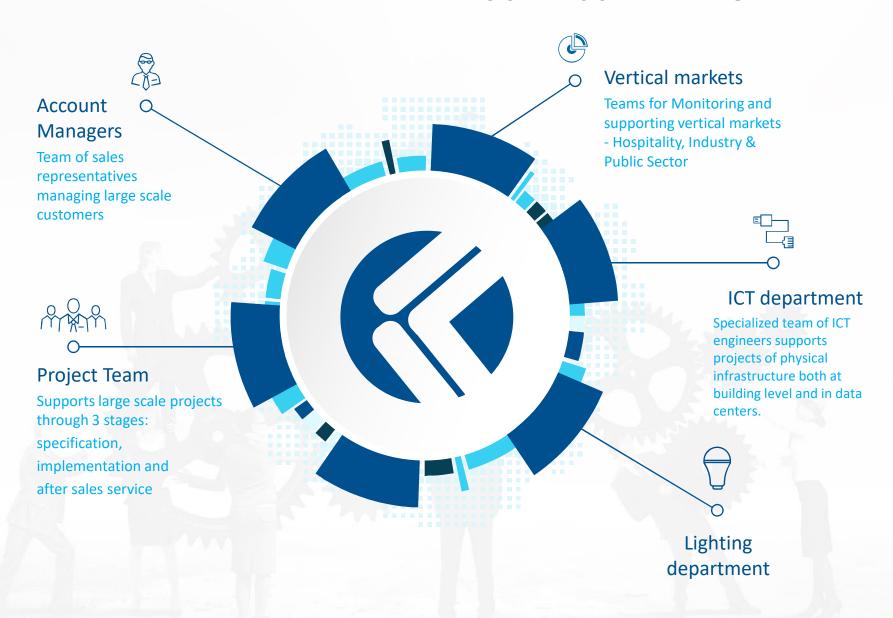
34.000+
Product references







BUSINESS DEVELOPMENT











HUB Lighting and Innovation by Kafkas, is a new conceptual framework of KAFKAS company, which is dedicated in the interaction between lighting and automation. It is hosted in a space of high standards, the most entrepreneurial in Europe, while the visitor has the chance to interact with the specialized experience rooms.

- More than 1.100m2 dedicated in lighting.
- Emphasis on the architecture & lighting dialogue.
- Different lighting solutions.
- Practical applications of lighting & automation in real time.

The goal of lighting specialists, architects, engineers, automators and KNX experts that staff the **HUB Lighting and Innovation by Kafkas** team, is to provide from the beginning of a project to its end, architectural, technical and decorative lighting applications as well as automation solutions for buildings.



The specialized Lighting department designs and implements **holistic lighting solutions**. The main axes of which are aesthetic excellence, functionality, ease of installation, use and maintenance.

With in-depth knowledge of technology and trends the Lighting department proposes the optimum solution for the specific needs of each project.





300+

Large scale projects during the last 3 years



OUR LIGHTING DPT

The high expertise and passion of this team is validated through the Gold Award in Lighting Awards 2022 in the categories of Office & Enhancing Experience Through Lighting. Also, we earned 5 more awards in the same year's Lighting Awards.









In the Lighting Awards of 2022, **KAFKAS**, earned the **Gold Award** in the category of the **Supplier of the Year**. This award is the recognition of trustworthiness, expertise and high level of service in demanding projects.





It provides added value in the market by keeping informed all interested parties about new standards, trends and requirements of new and future network technology.

Strategic partnership with Panduit providing support at all levels of engagement

55

Large scale projects during the last 3 years







The company's objectives in the Industry sector are to cover the needs for maintenance and repairs (MRO) of production lines in order to secure their uninterrupted operation, as well as the construction of new production units.

The main focus is to increase energy efficiency of industrial installations and energy savings.

KAFKAS develops the optimum techno-economic solution, adding value to the installation.

HOSPITALITY

The company's objectives in the Hospitality sector are to maximize investment efficiency, reduce operational costs and to provide environmental friendly solutions.

Whether it is a new or existing business, KAFKAS provides solutions for the proper construction / maintenance of facilities, with maximum safety and comfort, while saving resources.

300+

Large scale projects during the last 3 years





«KAFKAS

OUR PRODUCTION ACTIVITY

The 2 Switchboard production units in

Athens and Thessaloniki design and produce
low and medium voltage switchboards
according to each project's particular
specifications.

The supply of cabinets and materials placed on the switchboard is made by the world's largest electrical equipment manufacturers.

Licensed Partner for the production of medium voltage switchboards by **Schneider Electric & ABB**

5.000 switchboards produced annually

200+
Large scale projects

Series and type IEC61439 tests-declaration of conformity CE



OUR PRODUCTION ACTIVITY

The relocation of the Electrical Panels Unit of Northern
Greece from the facilities of Monastiriou Street to the new
factory in Nea Magnesia, gives increased possibilities in the
production of low and medium voltage panels.

Combined with state-of-the-art equipment it can now support the needs of any project with speed and reliability.

- 2.500m² covered areas
- 24 work stations και 15 covered places for huts assembly
- Crane bridge lifting capacity 10tn
- Complete copper processing machine
- 2 structures for impellers
- 41 engineers
- 60 technicians

KAFKASINSTITUTE OF TRAINING & DEVELOPMENT

«KAFKAS

KAFKAS INSTITUTE OF TRAINING & DEVELOPMENT

Kafkas Institute of Training & Development, as a certified Level 2 Lifelong Learning Center, it is a meeting point for professionals in the industry, offering knowledge and skills to everyone interested in a wide range of specialized training programs.

It is addressed to: Professional Electricians,
Engineers, Architects, Manufacturers,
Conservators, Students, Executives, etc.

11

Years of operation

6

Certified Seminars from International Organizations

11.300

Trainees

390

Training Programs in-person

60

Webinars

95%

Satisfaction Rate of Participants

































































































































OUR PARTNERS

PHILIPS





















































OUR CUSTOMERS











INTRAKAT



🐴 Bacıhonovios











Hondos Center



































































































«KAFKAS

OUR PARTNERSHIPS ALLIANCES

Since 2013, **KAFKAS** is a member of FEGIME the pan-European group of electrical equipment trading companies.

The FEGIME Group aims to establish strong relationships among its members with leading suppliers and encourages the exchange of best practices among its member companies.

As a member of FEGIME, **KAFKAS** actively participates in the European industry activities and is the first to bring international developments and trends to Greece, offering added value to its customers.

19 countries

250+

members / companies

1.300 +

Points of sale concerning electrical equipment / members





«KAFKAS



ISO 9001:2008 | ISO 14001:2004 | OHSAS 18001:2007 / EAOT 1801:2008



































































HUB Lighting & Innovation by Kafkas
In the category of Office & Enhancing Experience through lighting





@ HUB Lighting & Innovation by Kafkas in the category of Enhancing experience through Lighting











For the **9**th time, **KAFKAS** was awarded as one of the top ten companies with the best work environment in Greece, taking the 3rd place for the first time, in the context of the research Best Workplaces 2023 conducted by the Great Place to Work® Institute Hellas.

Furthermore, for the 2nd time in a row it was distinguished among the 50 companies in Europe with the best working environment for 2022. This distinction comes as a recognition of the practices that it applies based primarily on the employee and his further development.

This distinction confirms the development of mutual trust between the company's management and its employees, based on respect, open communication, understanding, consistency and honesty.























OUR CORPORATE SOCIAL RESPONSIBILITY



OUR CORPORATE SOCIAL RESPONSIBILITY

CSR is one of the pillars of our strategy and focuses on 3 axes "Society - Employees – Environment".

The company implements throughout Greece a major CSR program renovating schools. The aim of the program is to provide schools located in remote areas or lacking in equipment with high-end educational & operational means. In addition to this, the company's cooperation with a non-profit organization helping children, the foundation of KAFKAS blood bank for company employees and the recycling of batteries and lamps taking place in all of our stores and premises are only a few initiatives that our company has adopted in the context of its responsibility and respect to the society, our staff and the environment.

Member of CSR Hellas



Supporter of UN Global Compact





