



CORPORATE PRESENTATION

2026



OUR COMPANY

OUR COMPANY

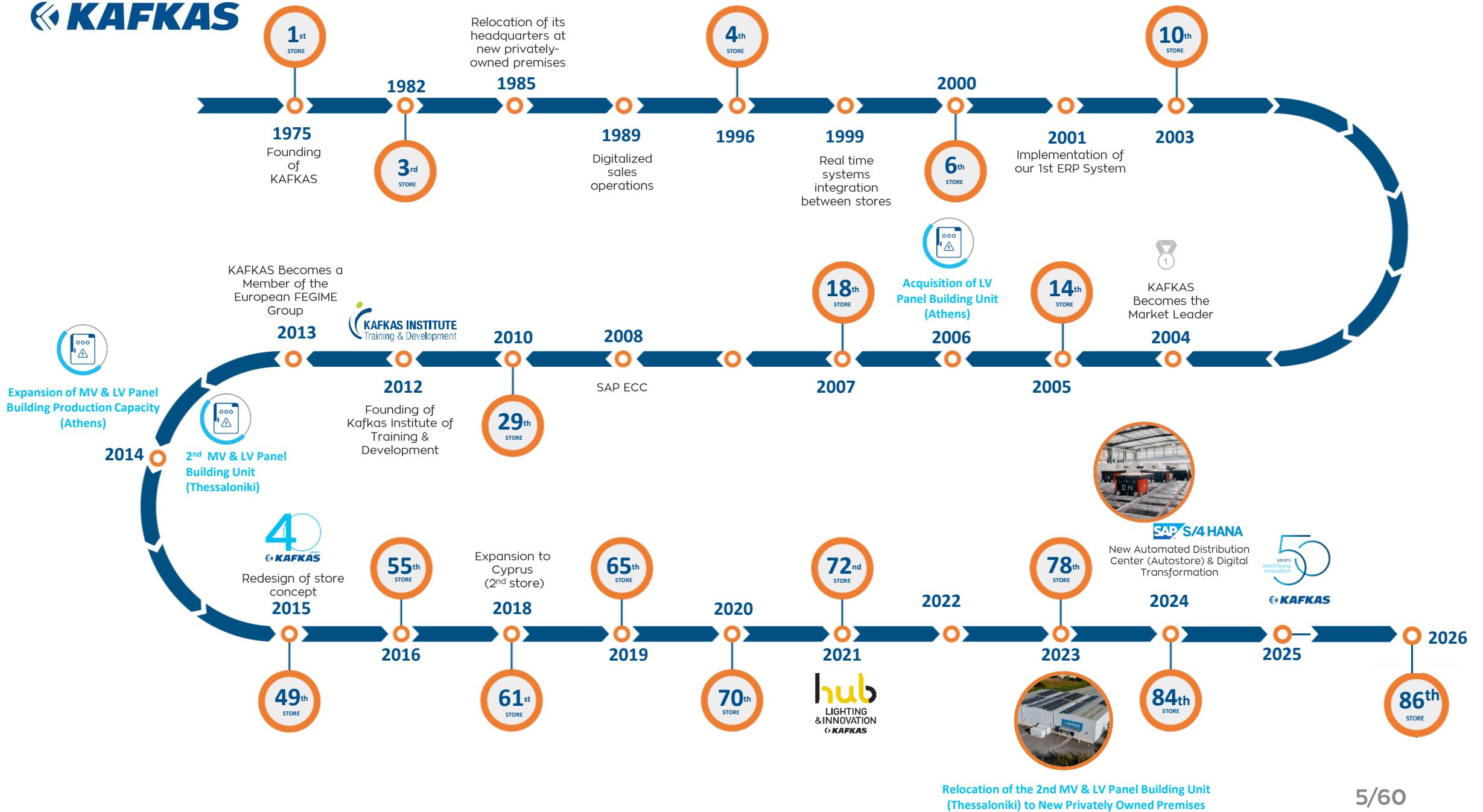
Founded in 1975, KAFKAS has grown to become the leading company in Greece in the field of electrical equipment, lighting and the relevant electrification solutions.



By harnessing decades of industry expertise, KAFKAS propels forward with solutions concerning new construction and renovation/upgrading of residential and commercial buildings, industries and infrastructure projects. Our dedication to sustainability ensures that the legacy of KAFKAS is one of positive impact, driving progress for our planet and communities alike.

OUR HISTORY





OUR MISSION





THE MISSION & OUR VISION

Our mission at KAFKAS is to empower our customers across residential, commercial, and industrial sectors, enabling them to excel in their ventures through our comprehensive suite of eco-conscious and cutting-edge products, services, and solutions. We strive to be the benchmark for both industry professionals and end-users, championing the integration of cutting-edge technology into everyday life.

Every day, we guide our clients in optimizing the safety, comfort, and energy efficiency of their spaces.



“We envision a company that serves as a model for the integrity, passion, teamwork, and efficiency of our people.”

OUR VALUES



ETHOS (ETHICS)

Respect and integrity in all our internal and external interactions.

TEAMWORK

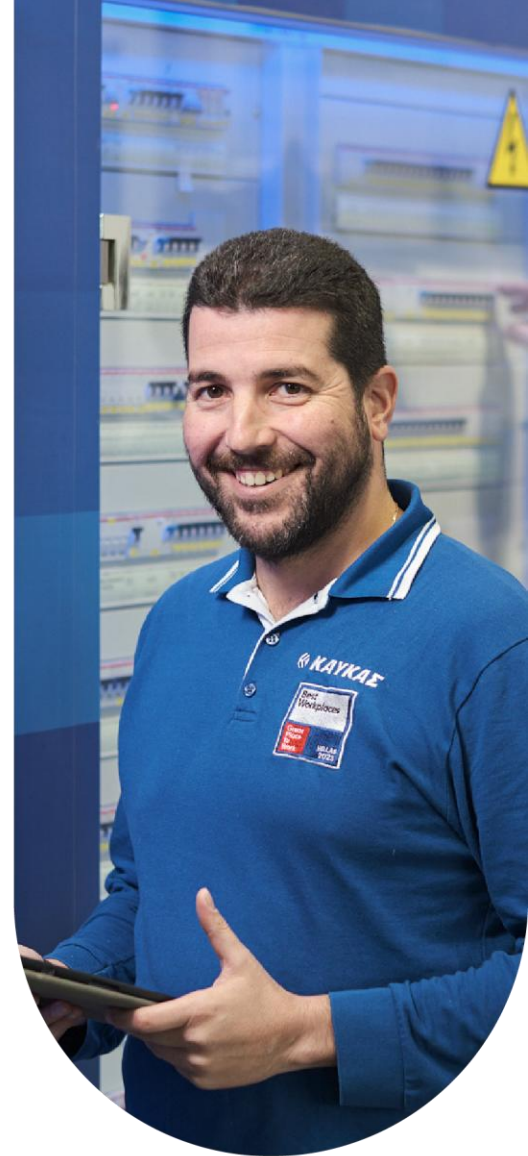
We trust our colleagues and work together to ensure each other's success.

PASSION

We are committed to addressing our clients' needs with relentless dedication, consistently aiming to surpass expectations

EFFECTIVENESS

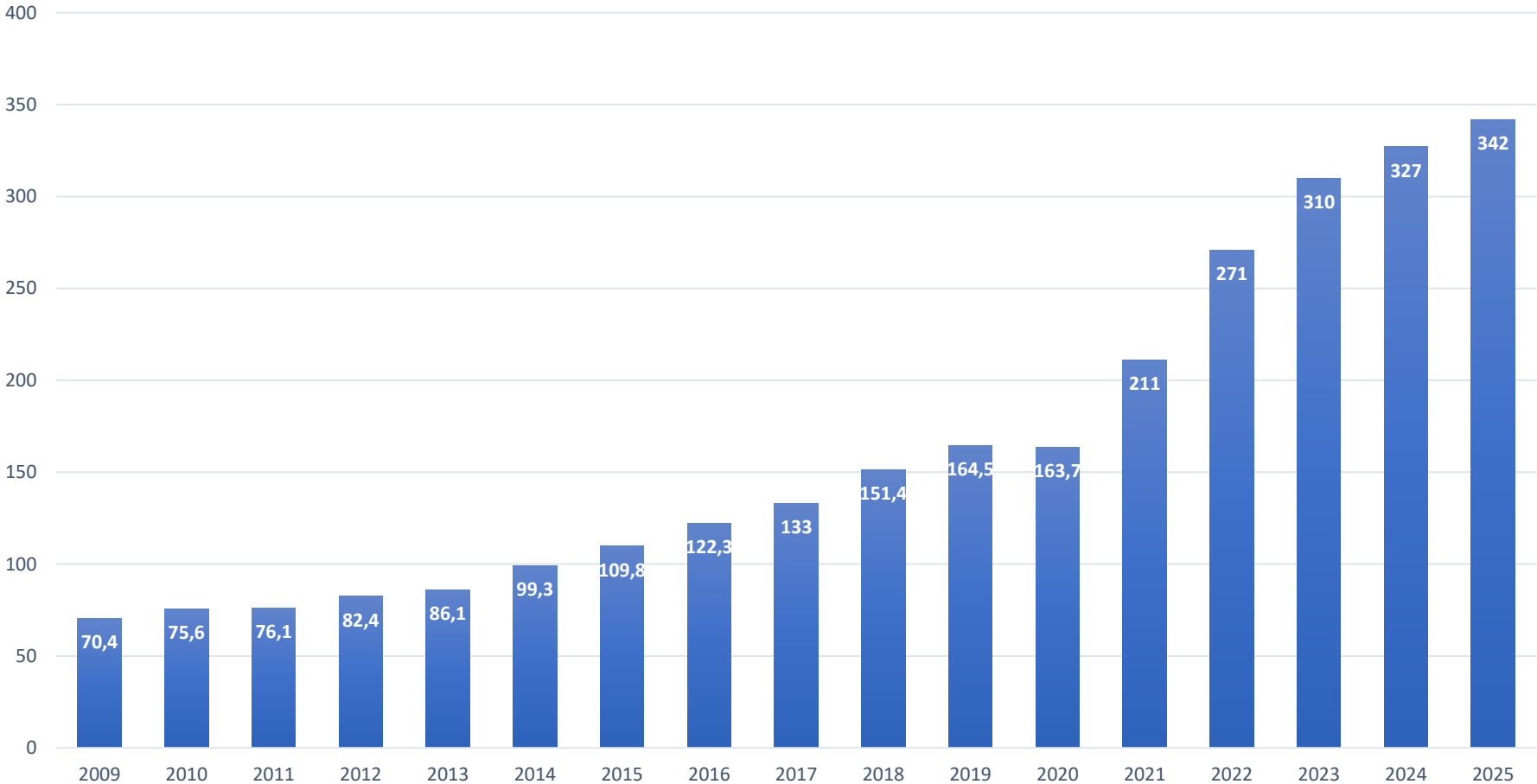
We pursue continuous improvement in every aspect of our work.



OUR RESULTS

OUR RESULTS

Sales in mil. €



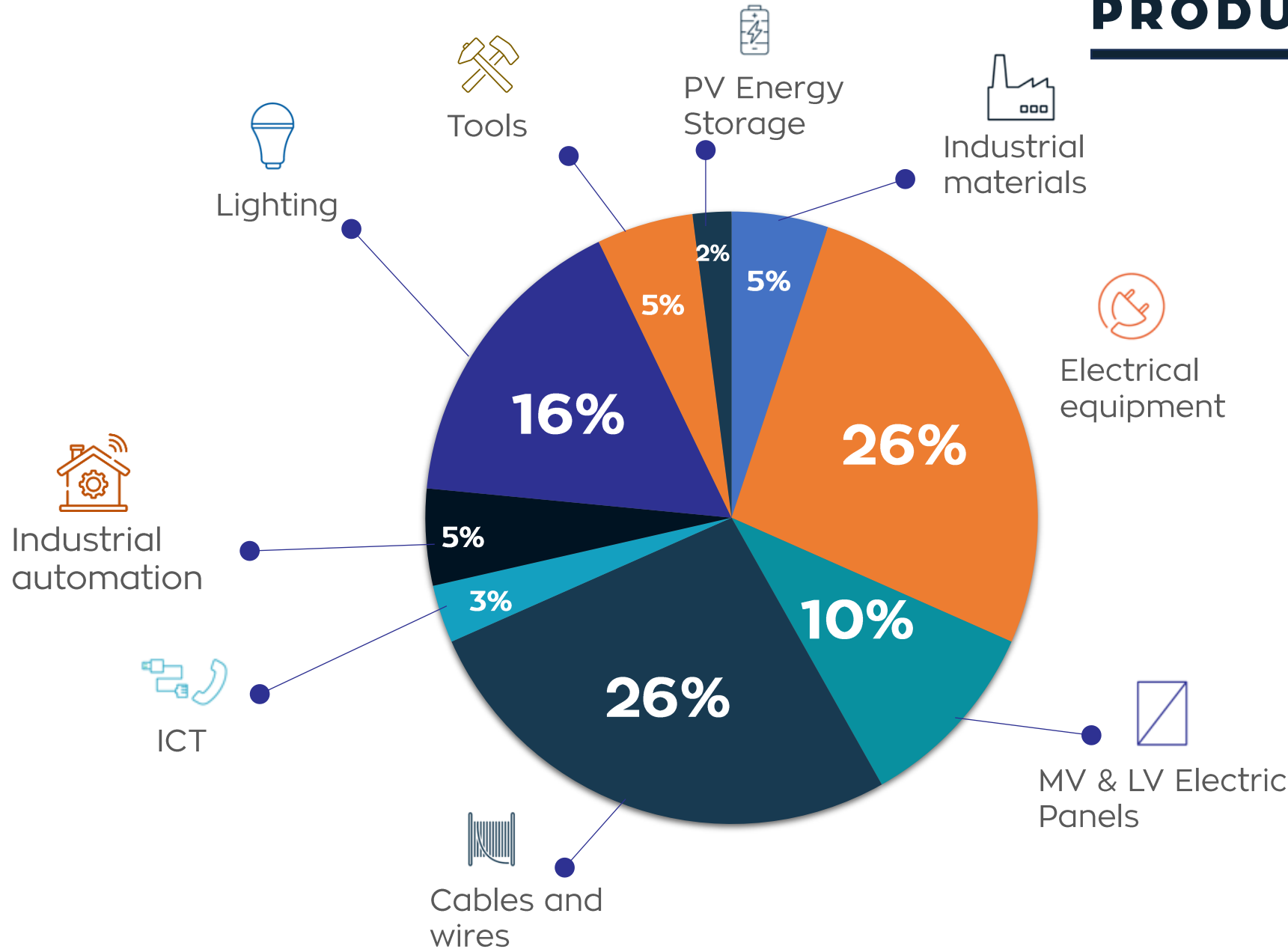
+26%
VS
2022

+109%
VS
2020

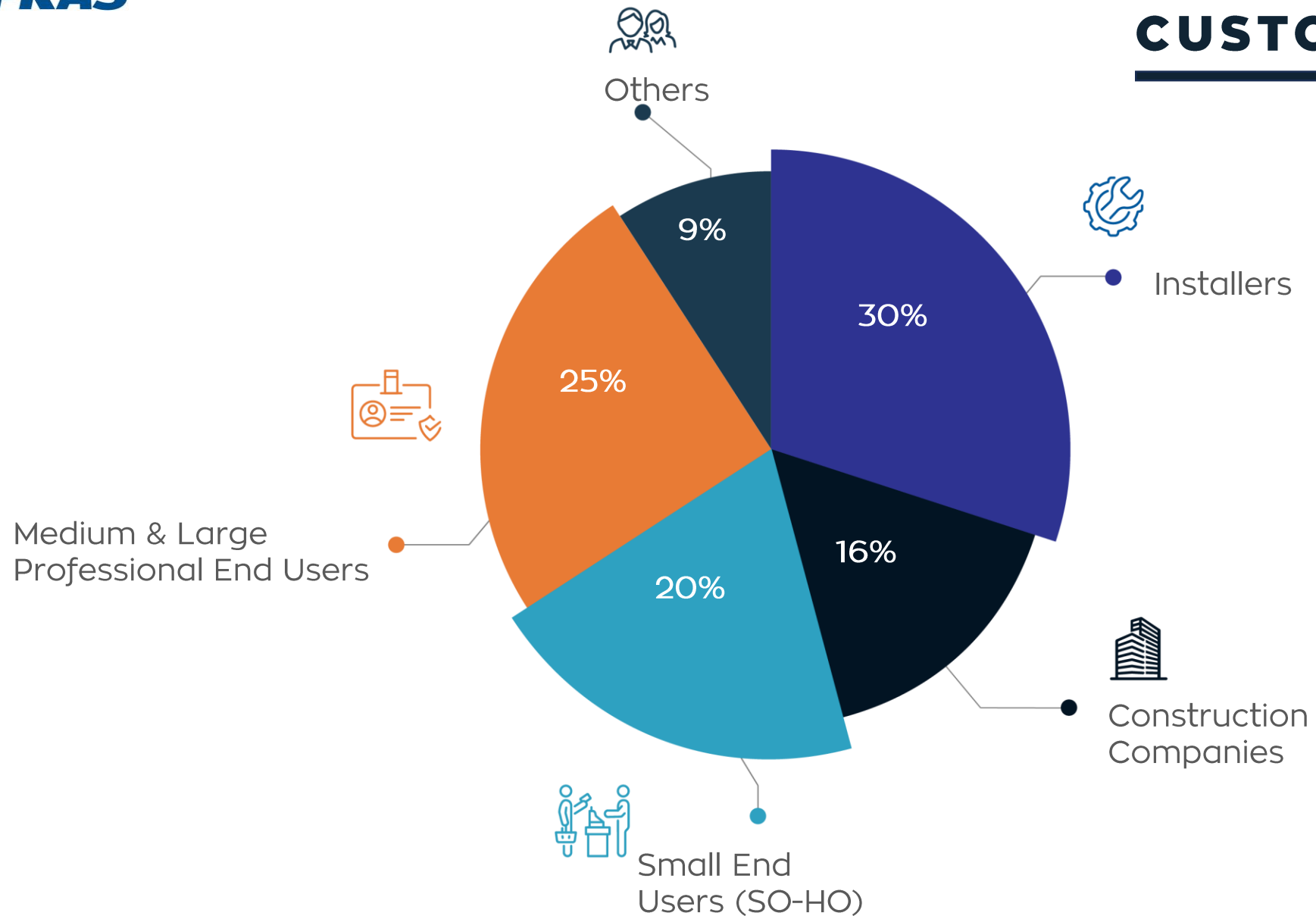


Network Expansion 21 26 29 31 34 38 45 49 57 61 65 70 72 78 79 84

PRODUCT MIX



CUSTOMER MIX



MAIN KEY FIGURES



86
Stores



1.550+
Employees



13.500+
Daily customer visits



6
HUBs
Lighting & Innovation
by Kafkas



3
MV & LV Voltage
Panel Building Units



5.000
MV & LV Electric Panels
produced annually



400
Suppliers



340.000+
Product codes



100+
Trucks for
order deliveries



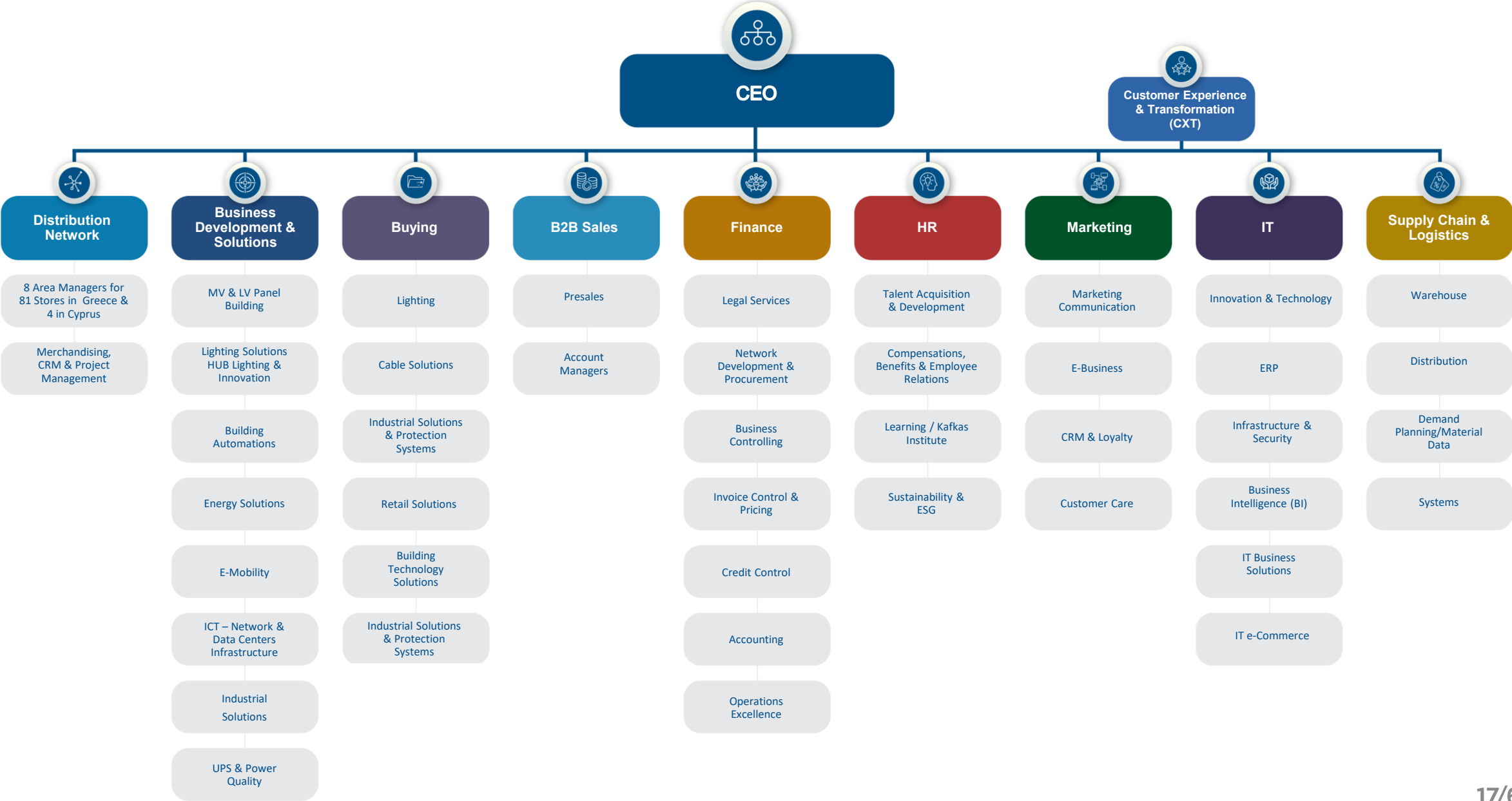
130.000+
Deliveries
annually



OUR BUSINESS



ORGANIZATIONAL CHART

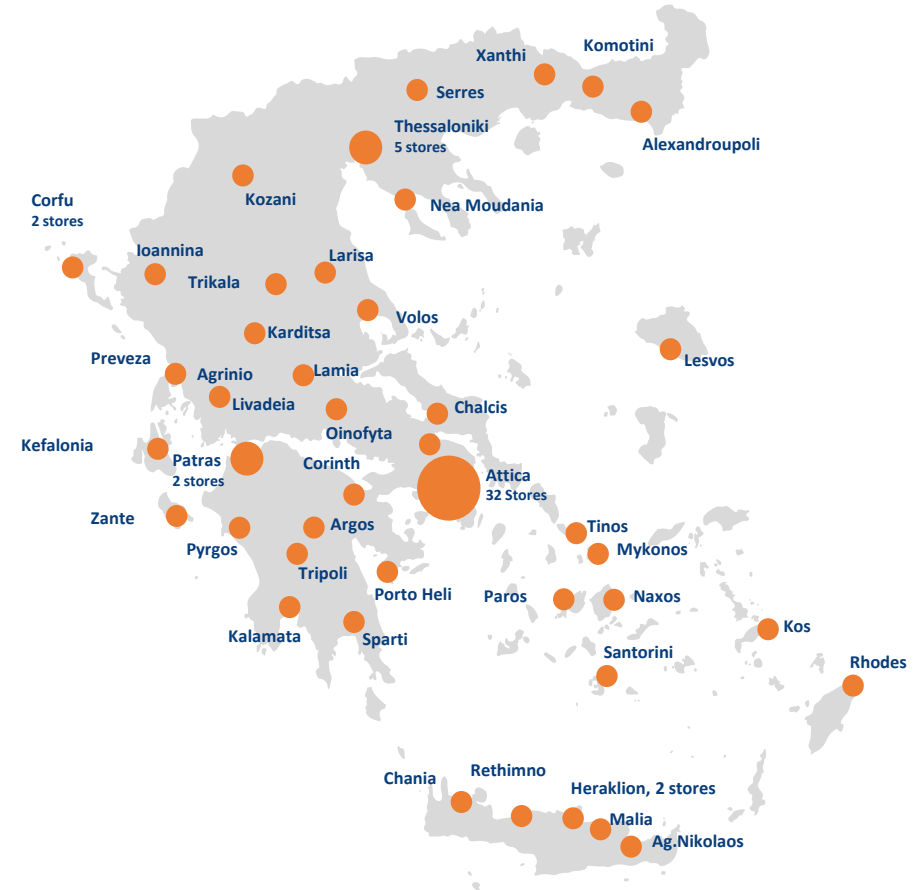




STORE NETWORK

STORE NETWORK

- Nationwide coverage
- One Stop Shop
- Excellent service for B2B & B2C customers
- Personnel of high expertise
- Technical support specialists



82

Stores all over
Greece

80.000M²

Store surface
area

12.500

Invoices/day

700

Sales
representatives

OUR PRESENCE IN CYPRUS

- One Stop Shop
- Excellent service for B2B & B2C customers
- Personnel of high expertise

4 stores

3.300m² Store Area

3.000m² Distribution center



01. 1st STORE

- EXHIBITION SPACE
- HQ & DISTRIBUTION CENTER

02. 2nd STORE

- EXHIBITION SPACE
- OFFICES & DISTRIBUTION CENTER

03. 3rd STORE

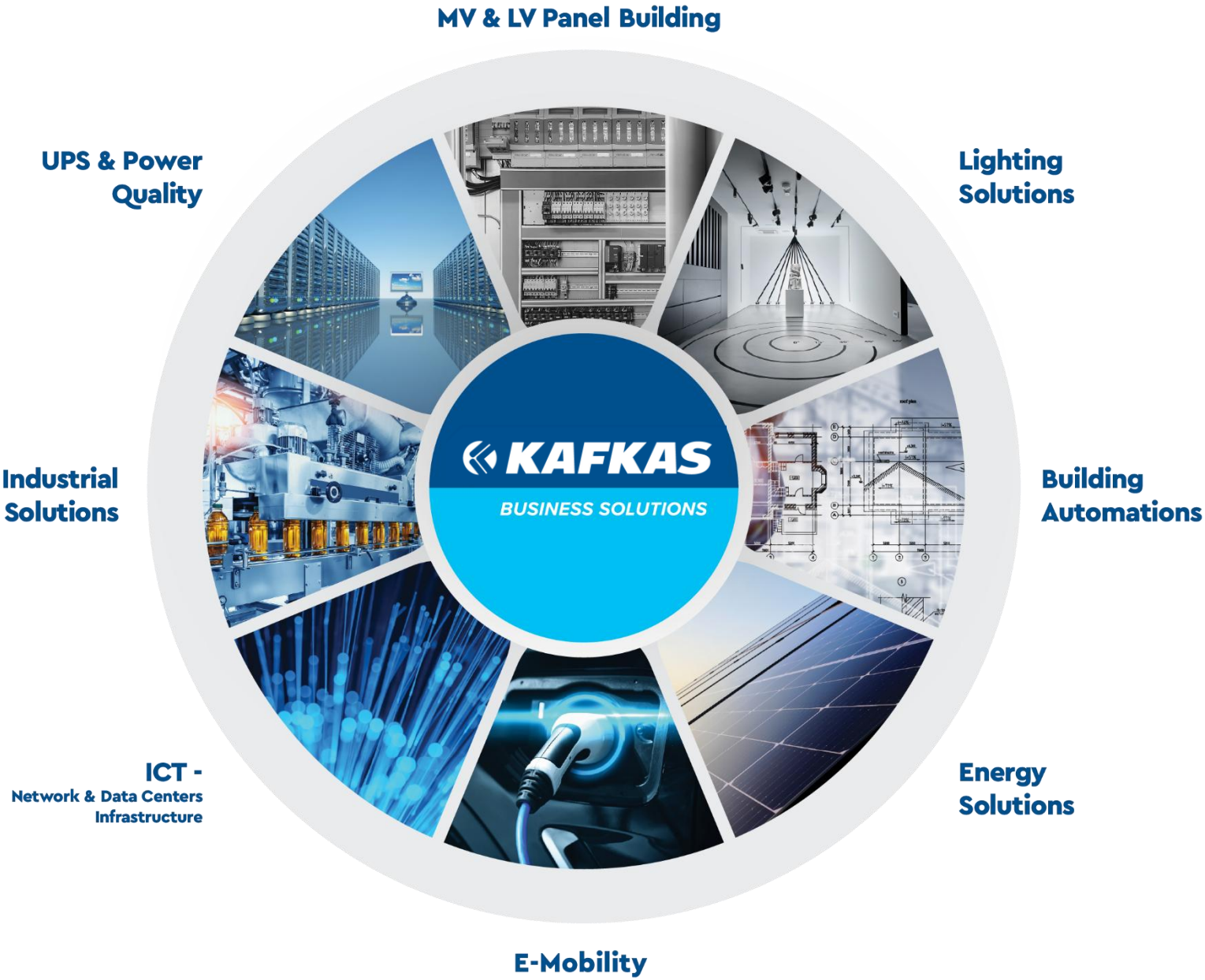
- EXHIBITION SPACE
- OFFICES & DISTRIBUTION CENTER

04. 4th STORE

- EXHIBITION SPACE
- OFFICES & DISTRIBUTION CENTER



BUSINESS DEVELOPMENT & SOLUTIONS



**BUSINESS
SOLUTIONS**

KAFKAS
BUSINESS SOLUTIONS

MV & LV PANEL
BUILDING

#1

MV & LV PANEL BUILDING



Experienced members of KAFKAS, within Panel Building production units, located in Athens and Thessaloniki are designing and fully producing Medium and Low Voltage Electrical Panels.

In parallel the specialized members of the Power Solutions sub-department can provide technical solutions and support for Medium Voltage Transformers, Power Generators, Bus Bar Systems and Power Compensation Capacitor Banks.

Our products can be adjusted according to the special technical specifications of each project and always comply with EU legislation providing Guaranteed Solutions able to meet each of our client's needs.

Our smart | future | green "ready" | design of products, is a key advantage and indisputable added value for the end user.

The collaboration between KAFKAS and the largest worldwide renowned, electrical equipment manufacturing companies, combined with the Technical Knowledge and Certifications, guarantees the high quality, reliability and more adequate performance of all of our final products.

The combination of personnel and infrastructure investments of KAFKAS have led to the undertaking of significant reference projects in Greece and abroad (Airports, Commercial and Tourist Ports, Railways, Mines, Wind Farms, Data Centers, Stadiums etc.) thus allowing us to empower and further our Project Reference list and strengthen our Brand Name.

MEDIUM AND LOW VOLTAGE PANEL BUILDING PRODUCTION UNITS

3

Industrial manufacturing facilities with a footprint of up to 5,000 m²

5.200+

MV & LV Electrical Panels annual production

200+

Significant projects in the last 3 years only

40+

Presales and Project Engineers

70+

Technical Personnel & QC Engineers

8 Certified Licensed Partnerships

3 Certified Licensed Partnerships, with Schneider Electric, ABB and Siemens for manufacturing MV, Type Tested Panels

5 Certified Licensed Partnerships, with Schneider Electric, ABB, Siemens, Legrand and Cubic for manufacturing LV, Type Tested Panels



#2

LIGHTING SOLUTIONS

60° 45° 30° 15° 0° 15° 30° 45° 60°

0° 15° 30° 45° 60°

HUB LIGHTING & INNOVATION

HUB Lighting and Innovation by Kafkas is a **concept showroom for lighting & new technology applications** with a wide range of different scale projects being implemented in Greece.

Our goal is that HUB Lighting & Innovation will become **a reference point for architects, designers, technical companies, electricians and individuals** and will meet the needs of every project with immediacy by providing services, products and high-quality solutions.

Every space has been designed to animate different scenarios and actions that require the contribution of professionals from diverse scientific disciplines to combine novel ideas with the ultimate goal of delivering a completed project from start to finish.



Ilioupoli - Athens



Chalandri - Athens



Thessaloniki



Chania-Crete



Heraklion-Crete



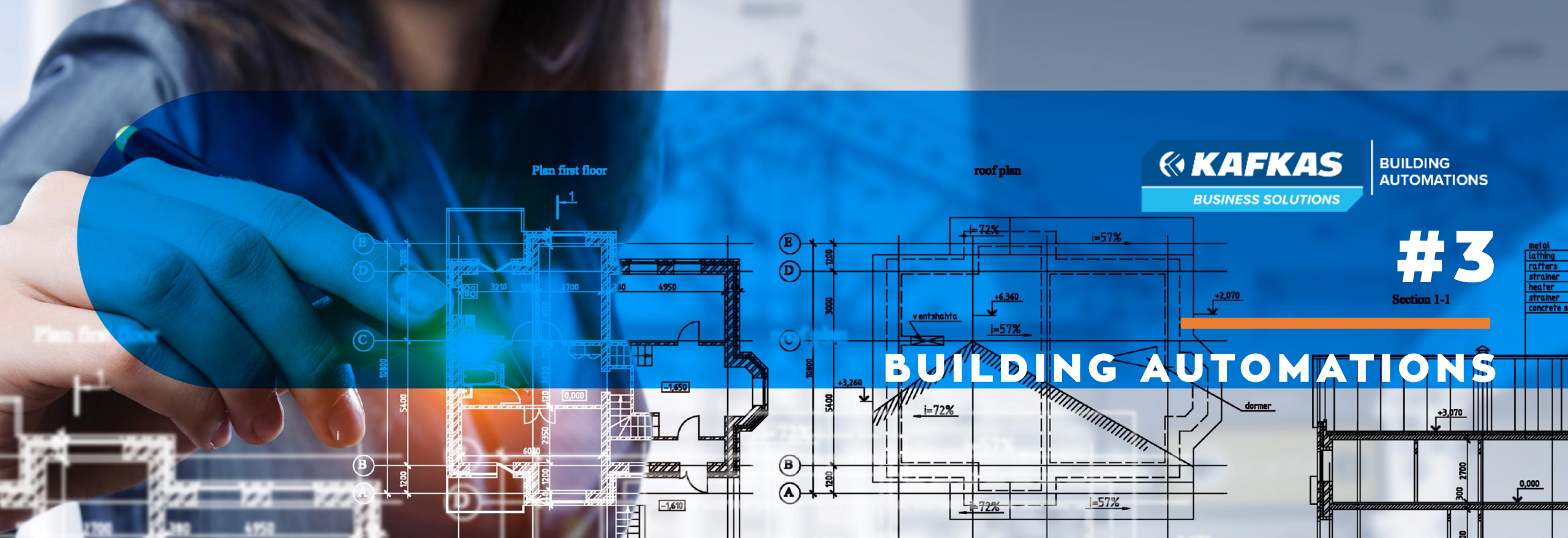
Corfu



“

- More **than 1.100m²** dedicated in lighting
- More than **40 specialized professionals** in architectural lighting
- Emphasis on the **architecture & lighting dialogue**
- **Different lighting solutions**
- **Practical applications** of lighting & automation in real time

”



BUILDING AUTOMATIONS

The Business Unit **Building Automation** consists of an experienced team of engineers whose primary goal is to provide solutions for 'green' and sustainable buildings with applications in the areas of **energy efficiency, energy management, and interaction with other systems (IoT solutions)**.

The engineering team is well-trained in modern building automation and control applications, such as **KNX or DALI techniques**, and has certified trainers for these technologies within its dynamic workforce.

- Building automation and management systems
- **KNX** Technology
- Smart Metering Networks
- Monitoring of various subsystems

16+

Presales and Project Engineers

3.000+

Total SKUs (KNX, DALI, BMS, Addressable Fire Detection, Modbus, Bacnet)

3

Certified Licensed Partnerships (2x KNX certified Tutor, Certified KNX Training Center)

ENERGY SOLUTIONS

The Energy Solutions Unit of KAFKAS is staffed by experienced electrical engineers specializing in the **production, storage, and management of electrical energy, with a primary focus on photovoltaic systems.**

With a vision for a sustainable present and a "green" future, the team conveys the message that every photovoltaic panel, inverter, or battery delivered to customers contributes to the production of "Green Energy."

The goal of the Energy Solutions Unit is to support **customers in the design and implementation of PV systems within the rapidly growing PV market in Greece and Cyprus**, in conjunction with the increasing demand for electrical energy. This goal is achieved by providing selected equipment according to the highest levels of reliability, quality, and durability.

- **Specialized energy and storage solutions**, from an individual unit to a commercial project of several MW
- Preliminary study
- Equipment selection and procurement
- Energy Assessment

14+

Presales and Project Engineers

2.500+PV Systems up to 10kW /
More than 20MW on C&I
Systems

#5

E-MOBILITY

KAFKAS has promptly developed a dedicated department which consists of a team of **E-mobility engineers** with the aim of supporting its partners in project implementation.

The E-mobility team formulates **holistic proposals based on the needs of the end user, ranging from solutions for home charging to professional charging systems in buildings**, and even complex public charging projects for large installations with multiple chargers. Chargers are selected from reputable manufacturers, covering charging needs up to 400kW.

- Home Charging
- Charging for commercial vehicles
- Charging in large installations
- Over 500 electricians participating in charger training seminars
- 9 suppliers of electric vehicle chargers

5
Presales and Project
Engineers

5.000+
Charging points sold by
Kafkas

ICT (NETWORK & DATA CENTERS INFRASTRUCTURE)

The specialized ICT team supports the design and implementation of integrated solutions for **physical infrastructure in building facilities and data centers**, with the main goal of providing a secure environment for hosting existing and future technologies applied in the business activities of end users.

We play a significant role in supporting the implementation of data centers for telecommunication providers, colocation providers, and on-premises solutions. The project portfolio includes iconic projects in hotel infrastructure as well as office buildings.

- Network design support for structured cabling
- Integrated solutions for physical infrastructure
- Development of specifications based on the latest standards
- Best Practices
- Training - Partner certifications

14

Presales and Project Engineers

60

Building Facilities & Data Centers: On-prem, Colocation & HyperScale

4 Certified Licensed Partnerships

Panduit Trainer, Panduit Train The Trainer, Fiber Optic Cabling Technician – FOCT, Huawei CSP Certification(Partner Side)

INDUSTRIAL SOLUTIONS

In industry, there are complex applications of **automation and motion**, and now we are talking about smart interconnected systems, Industry 4.0. Products are constantly evolving with new capabilities that require high-level technical expertise. The Business Unit Industrial Solutions is comprised of engineers with extensive experience in industrial applications, continuously trained by **major industrial materials providers**. Our goal is to be able to support Greek industries in both material requests and error handling, as well as in motion, automation, and energy-saving applications.

14

Presales and Project Engineers

2 Certified Licensed Partnerships

Schneider Electric – Certified Industrial Automation Distributor, Siemens – Value Added Partner

UPS & POWER QUALITY

The **UPS & Power Quality** Business Unit of KAFKAS is staffed by experienced engineers who with flexibility, reliability and efficiency are constantly next to the customer's needs, offering the best techno-economic solution in the field of uninterruptible power supply systems, based on the needs, the application and the type of electrical loads that need protection and power supply. Our goal is the complete satisfaction of our customers. Our aim is to keep up to date with the **latest technology, quality of service, and high expertise.**

- Site Assessment for Application Requirements, Design, and Selection of the Most Suitable Uninterruptible Power Supply System
- Technical Support and After-Sales Services
- Customer Training Programs

3

Presales and Project Engineers

250+

Supplies of Three-phase UPS & Voltage Stabilizers

OUR PARTNERS



OUR PARTNERS

SIEMENS



nexans

legrand®

Schneider Electric

ABB

:hager

**OBO
BETTERMANN**

EAT•N
Powering Business Worldwide

PANDUIT™



theben®

K KOUVIDIS

3M

Icel®
conduttori di energie

MENNEKES®

STANLEY®



BENNING

BOSCH
Τεχνολογία για τη ζωή



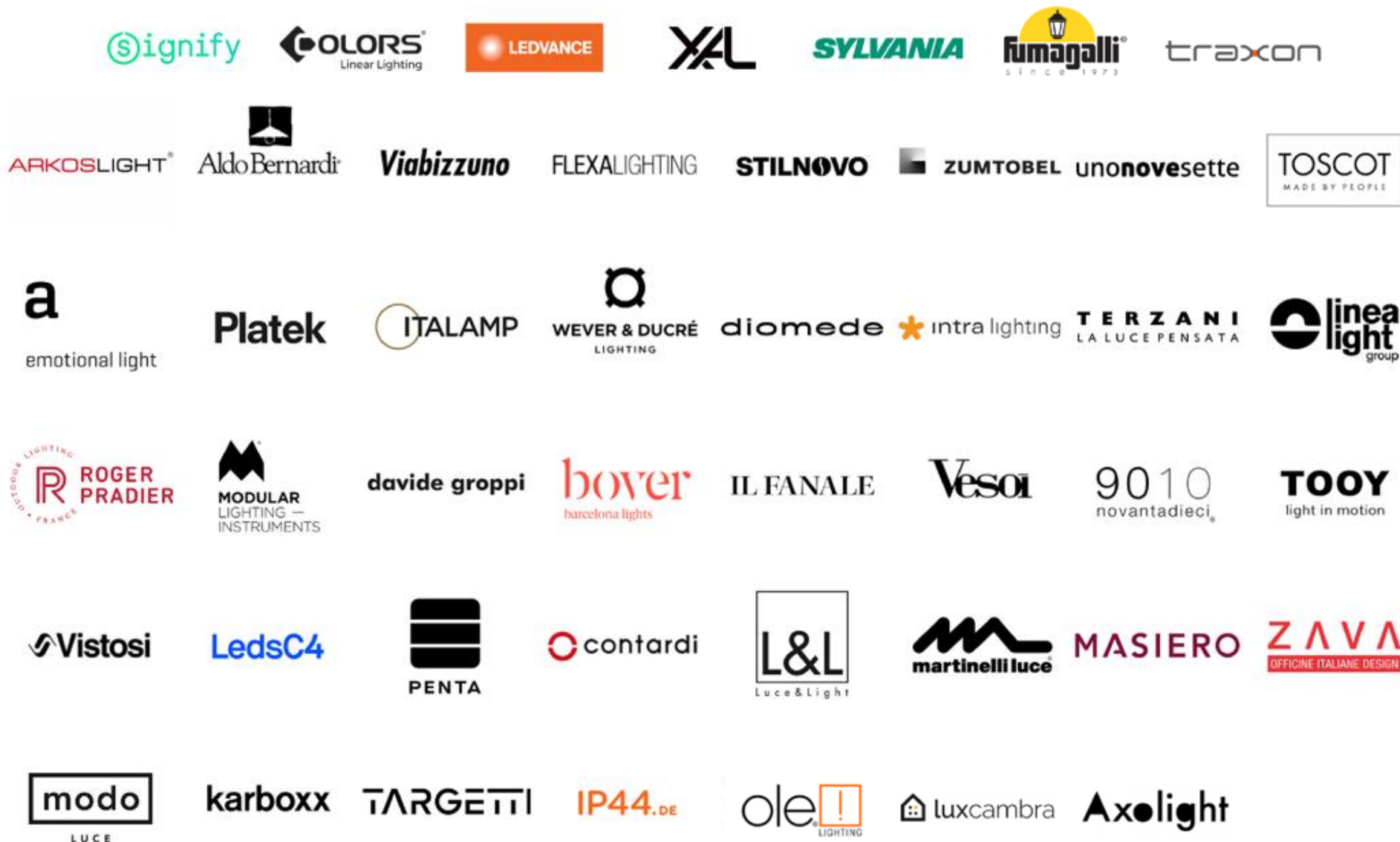
VIMAR

Raycap

Scolmore®
G R O U P

CEMBRE





OUR PARTNERSHIPS

OUR PARTNERSHIPS

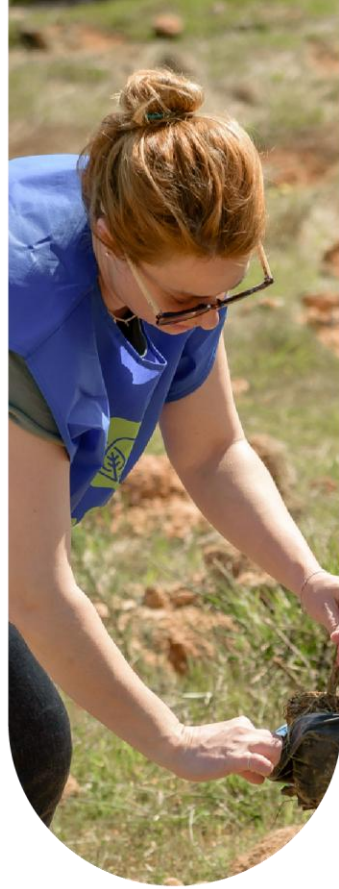
Since 2013, KAFKAS has been a member of FEGIME, a group that brings together independent electrical wholesalers and distributors across Europe.

FEGIME Group aims to foster strong relationships among its members and leading suppliers while promoting the exchange of best practices among its member companies.

As a member of FEGIME, KAFKAS actively engages in European industry activities and is at the forefront of introducing international developments and trends to Greece, thereby delivering added value to its customers.



FEGIME
HELLAS & CYPRUS



SUSTAINABILITY & ESG

ESG

KAFKAS’s 2030 ESG strategy is composed of 2 strategic pillars, along with robust targets and internal strategic priorities that will drive the company’s sustainable development



Building business resilience

“Promoting Green Solutions, While Mitigating Our Environmental Footprint”

1

- >50% of revenue from green products by 2030
- Evaluate top 20 suppliers on ESG criteria by 2026



Creating positive social impact

“Enhancing a confident working environment, while contributing to communities’ prosperity”

2

- Maintain >80% employee satisfaction rate by 2026
- Promote a diversity and equity culture across our organization by 2026
- Develop a CSR strategy by 2030

KAFKAS is proud to present the 2024 edition of its Sustainability Report. Remaining committed to its ESG strategy, it has achieved remarkable progress in green practices, social responsibility, and ethical governance.



ESG vision

“Together, we shape a positive, greener and sustainable future.”



ESG

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, our participation in running marathons, the diversity & inclusion seminars, and the recycling of batteries and lamps taking place in all our stores and premises are only a few initiatives that our company has adopted in the context of its responsibility and respect for society, our staff, and the environment.



MEMBER OF
CSR HELLAS



SUPPORTER OF
UN GLOBAL COMPACT



MEMBER OF
DIVERSITY CHARTER



OUR PEOPLE



KAFKAS’ people of high expertise and know how, is the company’s main competitive advantage and the greatest asset to success.

KAFKAS consistently invests in the professional and personal development of its employees through continuous upskilling & reskilling training programs that enhance their knowledge, talents, and skills, enabling them to deliver added value and innovative solutions to its customers.



BEST WORKPLACE

For the 12th consecutive year, KAFKAS has been recognized among the Best Workplaces in Greece by the Great Place to Work® Institute.

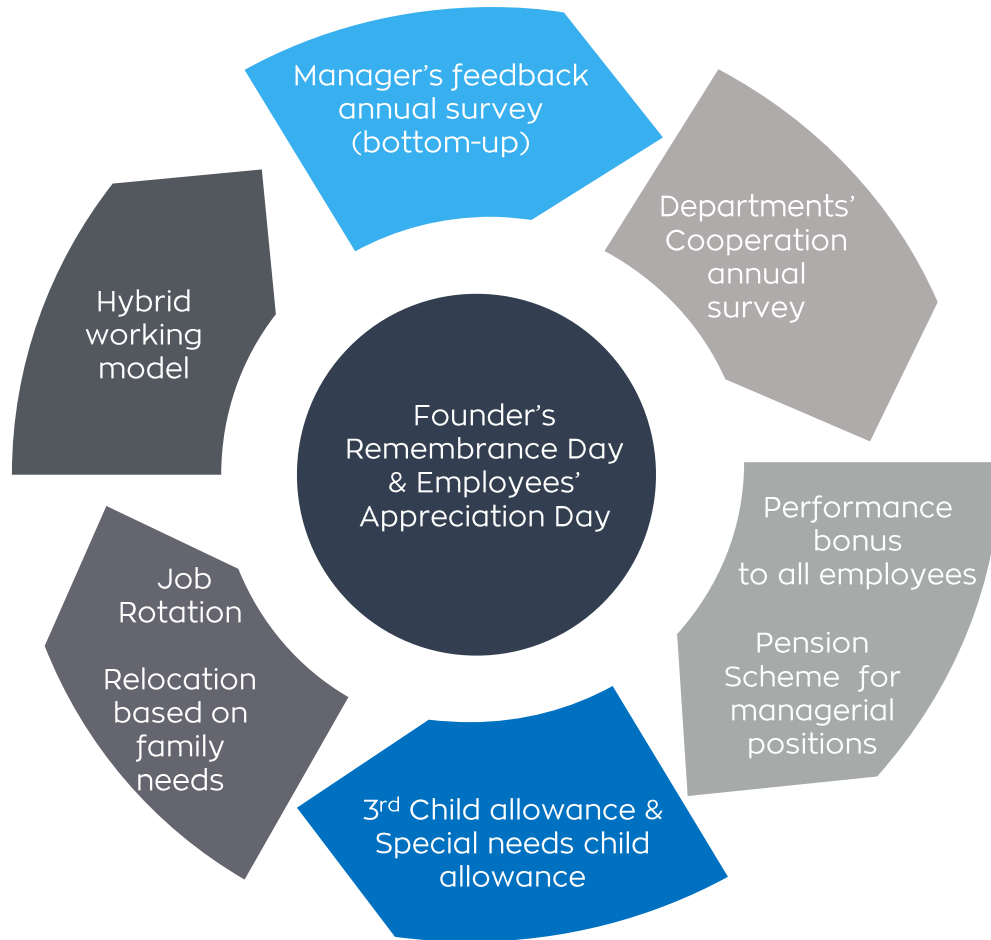
This distinction reflects the company's steady commitment to a people-first work environment, where trust, collaboration, development and open communication are embedded in everyday operations and company culture.

With more than 1,550 KAFKASians, KAFKAS continues to invest in continuous learning, professional growth and a workplace where people are empowered to grow, contribute meaningfully and feel proud to belong.



BEST WORKPLACE





INITIATIVES / BEST PRACTICES

OUR PEOPLE



DISTRIBUTION CENTER (AUTOSTORE)



New Distribution Center

The future of innovation
in supply chain.
Advanced robotics meet
customer service excellence

16.000m²

Covered Space

14.000

pallet locations

100+

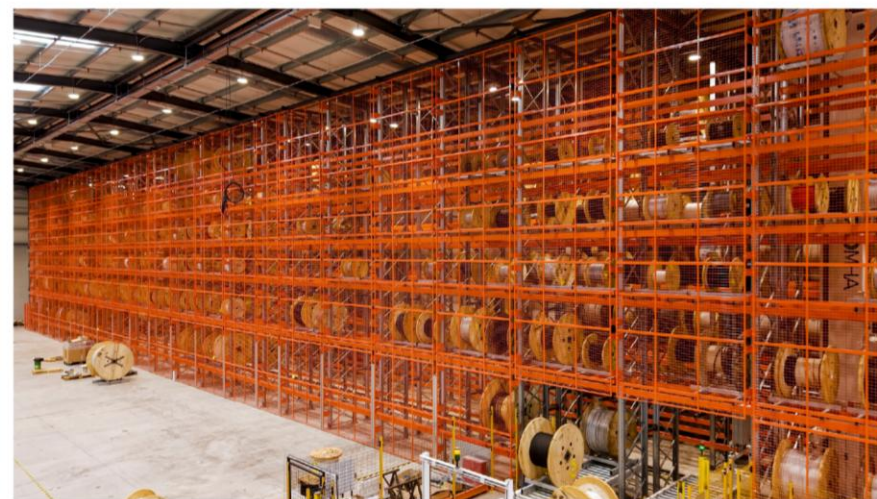
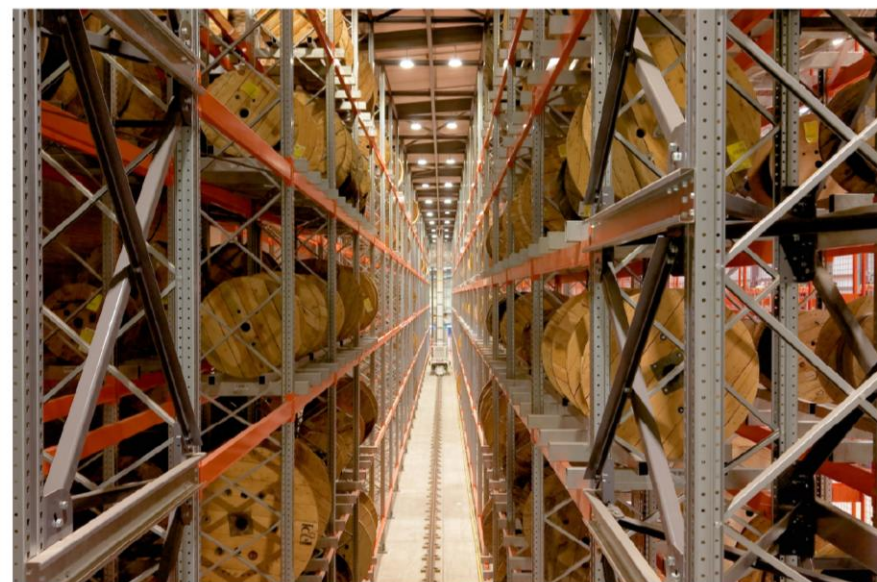
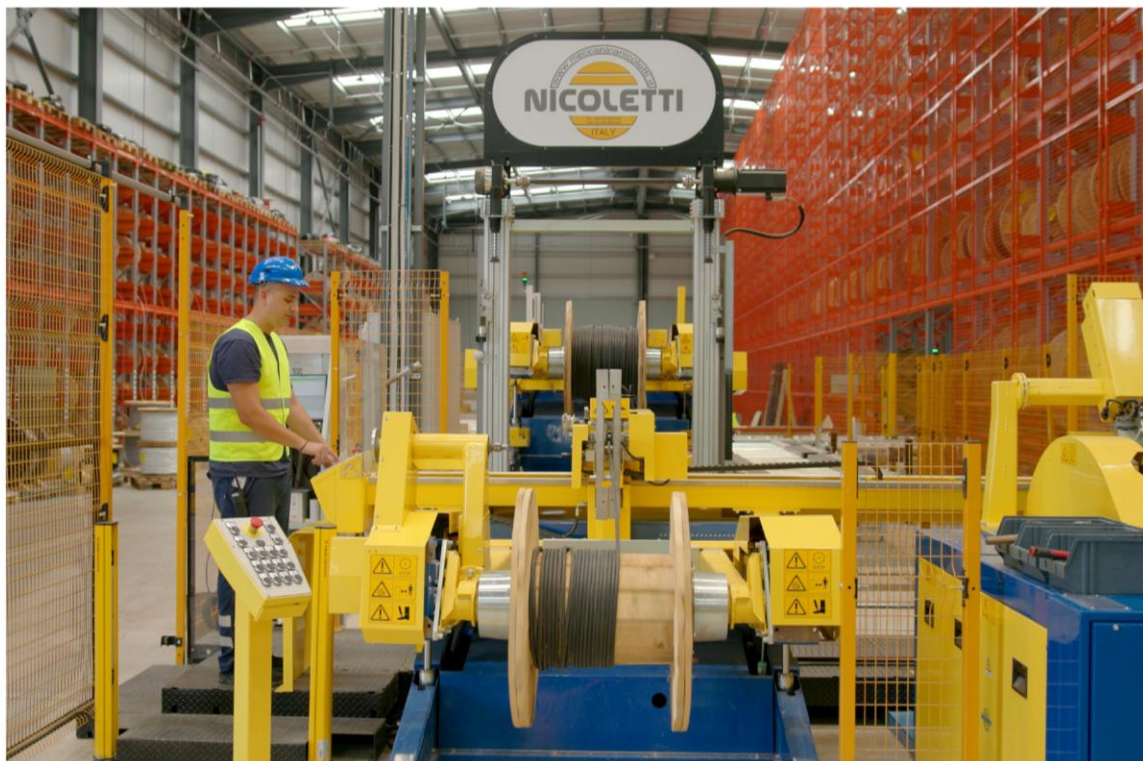
Transportation vehicles

Autostore:
30 picking robots
& 42.000 bins
capacity

Automatic cable
cutting technology



DISTRIBUTION CENTER (AUTOSTORE)



KAFKAS INSTITUTE OF **TRAINING & DEVELOPMENT**



15 Years of operation

6 Certified Seminars from International Organizations

14.700+ Trainees

60 Educational Programs

95% Satisfaction Rate of Participant



The Kafkas Institute of Training & Development recognizes the needs and challenges faced by professionals, companies, and anyone directly or indirectly involved in the technology sector. It designs and delivers high-level training programs covering a wide range of topics, with the goal of providing additional knowledge and new professional development opportunities. At the same time, it bridges the gap between theory and practice through technical seminars that allow participants to gain hands-on experience through practical training.

**TARGET
GROUP**



BEST SELLER SEMINARS



KNX Basic Course



PCT (Panduit Certified Technician)



Programming Siemens LOGO!Soft



Programming Siemens PLC S7-1200



Webinar: Dimming and Lighting Management Systems



RELUX Interior & Exterior





