

MAKING THE SMART GRID REAL

ZIV CORPORATE PRESENTATION 2026

30.01.2025

BORJA NEGRO, CEO



EXTERNAL



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BORJA NEGRO
CEO

1. ABOUT ZIV

MISSION

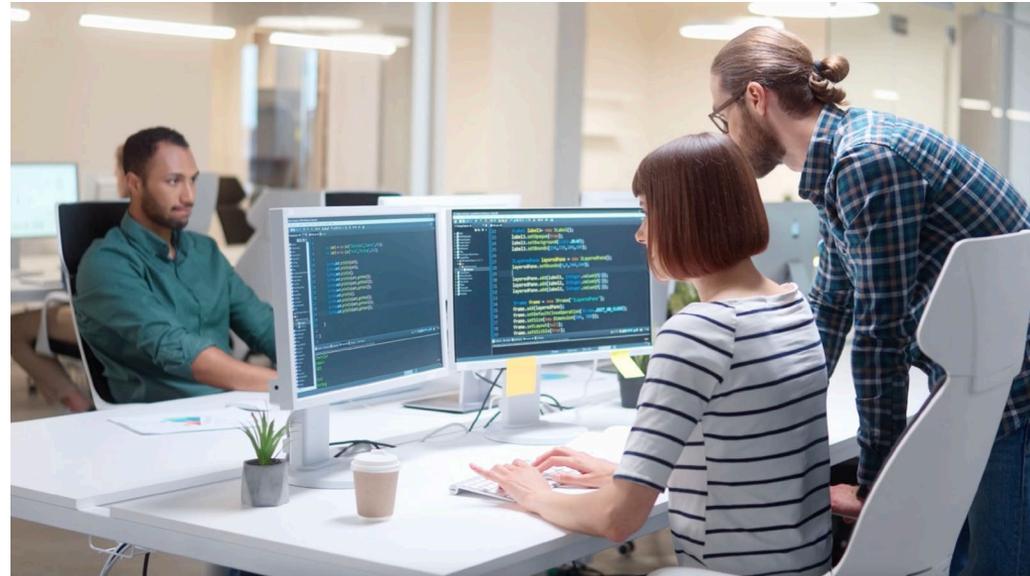
ZIV develops and services **high tech integrated HV, MV & LV digital solutions** to TSOs, DSOs, EPCs, and IPPs across the Globe, to foster smart grids deployment and to **contribute achieving zero carbon targets.**



1. ABOUT ZIV

VISION

ZIV Automation vision statement is to be recognized, international, and **customer-oriented** supplier of Smart Grid solutions and systems, based on **flexible and cooperative innovation**, quality and customer **service**.

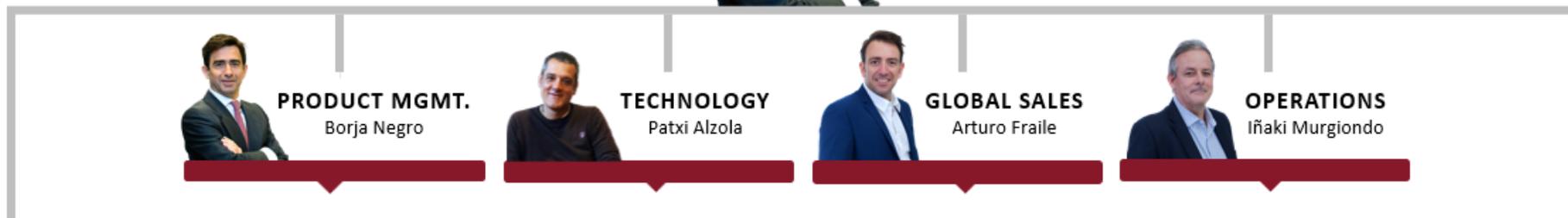


1. ABOUT ZIV

ORGANIZATION CHART



CEO Borja Negro



UK & IRL
Eddie McKenna

AZIL
Braulio Machado

INDIA
Hampesh T.

DASA
José Miguel Yarza

LV & MS
Galder Vizcaya

Application
Roberto Cimadevilla

HW Dev.
Eduardo Abián

SW Dev. DASA
Brais Fortes

SW Dev. MET
Unai Estébanez

Cybersecurity
G. Alonso

Regional Sales Managers

Area Sales Managers

Marketing
Itziar Lasasa

Sales Operations
Janire Olaguibel

Back office

Turnkey projects
Jesús Rodríguez

Industrialization
Julen Martínez

Supply chain
José Luis Urkiza

Manufacturing
Begoña Aranzabe

QEHS
José Luis Fragueiro

HR
Virginia Galdeano

CFO
Nekane Vijandi

1. ABOUT ZIV

TIME LINE

1993



Technology Focus

- **1993** | Foundation. P&C specialist
- **2005** | Smart Grid solutions provider (P&C+ comms + metering)

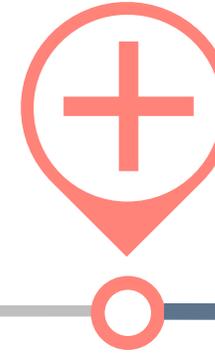
2008



Internationalization

- **2008** | Brazil: new plant
- **2010** | India: Joint venture with CG
- **2012** | Global presence with subsidiaries in UK & IRL. Brazil and India
- **2017** | Middle East growth with Alfanar.

2022



Profitable Growth

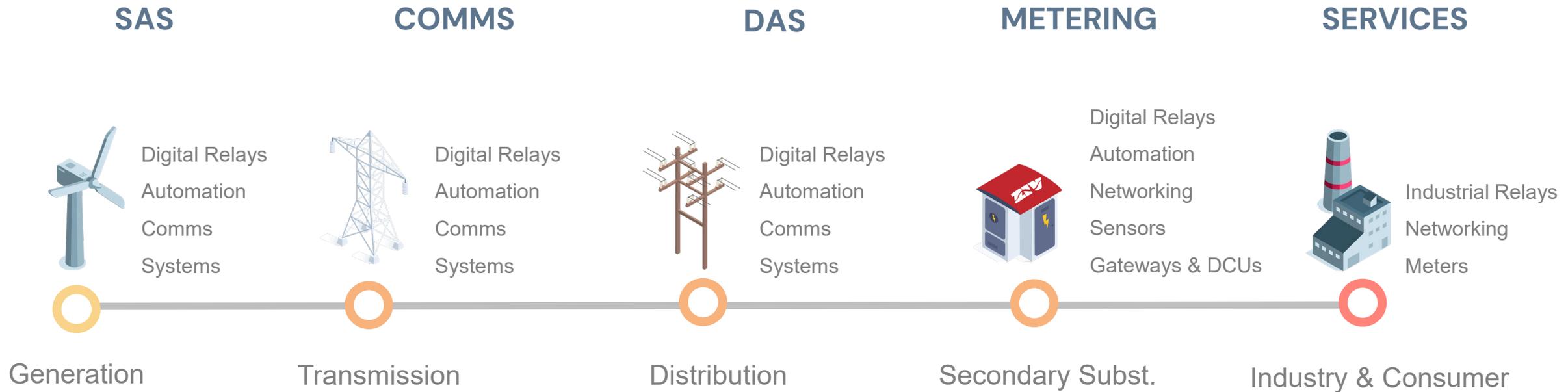
- Focus in home markets
- Channel Partner Network Development
- Cooperative Innovation
- Systems Integration

+2026



2. WHAT WE DO

WE PROVIDE SMART SOLUTIONS FOR ELECTRICAL GRIDS



2. WHAT WE DO

OUR EXPERTISE SPANS PROTECTION, CONTROL, COMMUNICATIONS, AND METERING, ENABLING INTELLIGENT AND SUSTAINABLE ENERGY NETWORKS

SAS

Substation Automation Systems



COMMS

Telecom, Networking & Sensors



DAS

Distribution Automation Solutions



METERING

Metering & AMI



SERVICES

Value Added Services



3. WHERE WE ARE

HEADQUARTERS: ZAMUDIO, SPAIN

Sites: Spain (BCN & Madrid) , Uk, Ireland, Brazil, India and KSA



8 sites | 500 employees

Local Agents

Iberia
 SPAIN ZIV. Electra
 PORTUGAL Ommnitecna
 ANDORRA

Europe
 FRANCE IDEE
 GREECE TIMOLEON KOUVELIS
 ISRAEL SELOR
 ITALY ISIDE POWER
 ROMANIA ENEROPTIM
 SWEDEN ELCOM

Middle East
 BAHRAIN RAY-INTERNATIONAL
 JORDAN BTC
 KUWAIT GOLDEN PALM
 OMAN KMTC
 QATAR UTS
 SAUDI ARABIA ALFANAR | SEP
 TURKEY SFA
 UAE UTS | ENGSOL

APAC
 AUSTRALIA DEWAR ELECTRONICS PTY LTD
 INDONESIA PT GLOBAL TWIN STAR; PT SIMETRIKINTEGRASI;
 PT NIAGAMASSETIAUSAHA
 MALAYSIA INJO SMART GRID SDN BHD
 PHILIPPINES 88 ELECTRONICS SUPPLY;
 TAIWAN HSIANG CHENG ELECTRIC CORPORATION;
 WHOLLY LIMITED COMPANY; ICP
 THAILAND JANUS TRADING CO.;
 VIETNAM SYSTEMS AND TECHNOLOGIES DEVELOPMENT;
 A CHAU INDUSTRIAL TECHNOLOGY JOINT STOCK
 COMPANY

LATAM
 ARGENTINA CONTROLES Y COMUNICACIONES
 BOLIVIA STE INGENIERIA
 CHILE COMULSA/RHONA
 COLOMBIA REVI
 DOMI. REPUBLIC ELECTROVAL
 MEXICO ZIV
 PARAGUAY CONTROLES Y COMUNICACIONES
 PERU COMULSA/TECHING/RHONA
 URUGUAY CONTROLES Y COMUNICACIONES

Africa
 KENYA EZEETEC
 SOUTH AFRICA ARCPROTECH
 ZIMBABWE HELCRAW

3. WHERE WE ARE HEADQUARTERS IN SPAIN



BILBAO

Parque Científico y Tecnológico de Bizkaia.
Ed. 210 / 407
48170 Zamudio, Bizkaia. España

[Google maps](#)



ZIV sites

3. WHERE WE ARE

HEADQUARTERS IN SPAIN



BARCELONA

Carrer de les Ciències, 149-151
08908 L'Hospitalet de Llobregat, Barcelona, Spain

[Google maps](#)



MADRID

C/ Alcalá 412, 4º Planta, Oficina
28027 Madrid, Spain

[Google maps](#)

3. WHERE WE ARE

UK & IRELAND



UK

5 Bamburgh Court. Team Valley Trading Estate.
Gateshead. Tyne and Wear NE11 0TX, UK

[Google maps](#)



IRELAND

Burton Chambers, 19–22 Dame St.
Dublin 2, Ireland

[Google maps](#)

3. WHERE WE ARE

INDIA



INDIA

Global Village Tech Park, DRC Building, Ground Floor, RVCE Post, Mylasandra, Bangalore – 560059

[Google maps](#)

3. WHERE WE ARE

KSA



SAUDI ARABIA

P.P. Box.16396 Riyadh 11464, Sulay Area , Exit 18,
Istanbul Road, Saudi Arabia

[Google maps](#)



3. WHERE WE ARE

BRAZIL



BRAZIL

Rua da Quitanda, 86 - Centro - Rio de Janeiro

[Google maps](#)

4. CLIENTS



Global

TSOs, DSOs, EPCs, IPPs & Industry

<p>IBERIA</p>	<p>EU & AFR</p>	<p>INDIA</p>	<p>UK & IRL</p>	<p>ME</p>	<p>LATAM</p>	<p>APAC</p>
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4. CLIENTS

TSOs, DSOs, EPCs, IPPs & Industry



Utilities

EPCs – System Integrators - Distributors

Industry

REGIONAL PARTNERS

Iberia
 SPAIN Grupa Elektra
 PORTUGAL Ommnitecnica

4. CLIENTS



ME

TSOs, DSOs, EPCs, IPPs & Industry



REGIONAL PARTNERS

Middle East

BAHRAIN
JORDAN
KUWAIT
OMAN
QATAR
SAUDI ARABIA
TURKEY
UAE

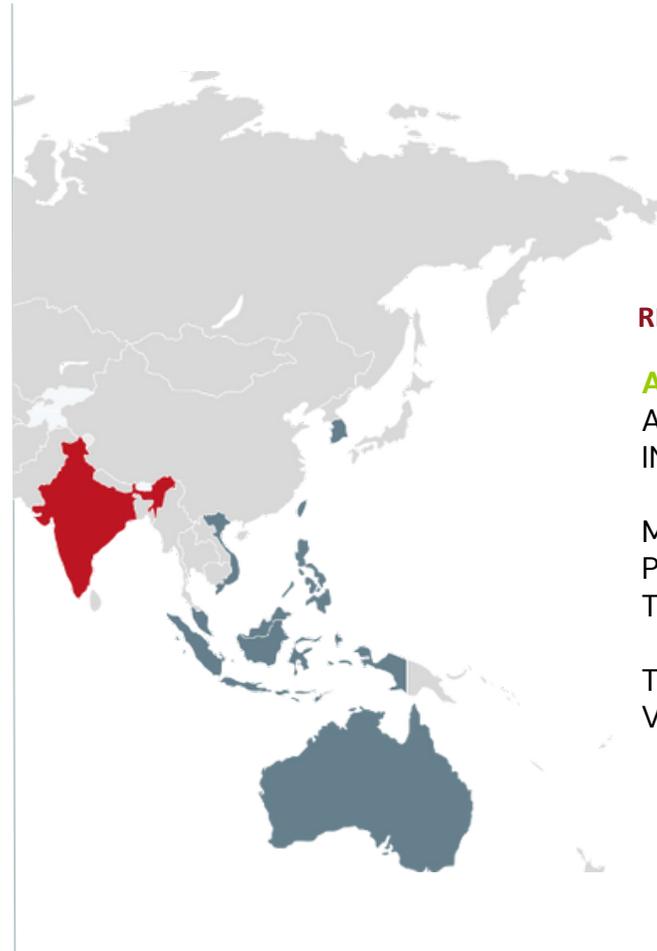
RAY-INTERNATIONAL
BTC
GOLDEN PALM
KMTC
UTS
ALFANAR | SEP
SFA
UTS | ENGSOL

4. CLIENTS



APAC

TSOs, DSOs, EPCs, IPPs & Industry



REGIONAL PARTNERS

APAC

- AUSTRALIA DEWAR ELECTRONICS PTY LTD
- INDONESIA PT GLOBAL TWIN STAR; PT SIMETRIKINTEGRASI; PT NIAGAMASSETIAUSAHA
- MALAYSIA INJO SMART GRID SDN BHD
- PHILIPPINES 88 ELECTRONICS SUPPLY;
- TAIWAN HSIANG CHENG ELECTRIC CORPORATION; WHOLLY LIMITED COMPANY; ICP
- THAILAND JANUS TRADING CO.;
- VIETNAM SYSTEMS AND TECHNOLOGIES DEVELOPMENT; A CHAU INDUSTRIAL TECHNOLOGY JOINT STOCK COMPANY

4. CLIENTS

TSOs, DSOs, EPCs, IPPs & Industry



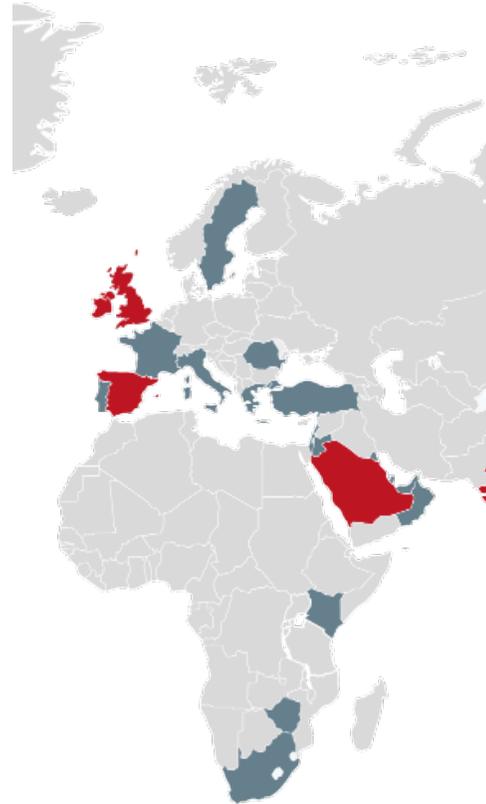
REGIONAL PARTNERS

- LATAM
- ARGENTINA
- BOLIVIA
- CHILE
- COLOMBIA
- DOMINICAN REPUBLIC
- MEXICO
- PARAGUAY
- PERU
- URUGUAY

- CONTROLES Y COMUNICACIONES
- STE INGENIERÍA
- COMULSA/RHONA
- REVI
- ELECTROVAL
- ZIV
- CONTROLES Y COMUNICACIONES
- COMULSA/TECHING/RHONA
- CONTROLES Y COMUNICACIONES

4. CLIENTS

TSOs, DSOs, EPCs, IPPs & Industry



REGIONAL PARTNERS

Europe

FRANCE	IDEE
GREECE	TIMOLEON KOUVELIS
ISRAEL	SELOR
ITALY	ISIDE POWER
ROMANIA	ENEROPTIM
SWEDEN	ELCOM
POLAND	WHITE ELECTRONICS

Africa

EGYPT	ADVANCE POWER COMPANY
KENYA	EZEETEC
S.AFRICA	ARCPROTECH
ZIMBABWE	HELICRAW

CLIENTS

TSOs, DSOs, EPCs, IPPs & Industry



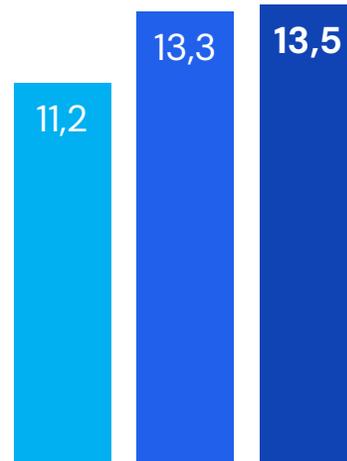
5. HIGHLIGHTS

COMPANY & MARKET GROWTH



2023 | 2024 | 2025

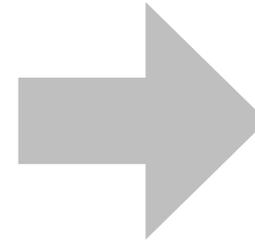
SALES M€



2023 | 2024 | 2025

OP. EBT M€

Key Financial Highlights ZIV M€
(*2025 yet to be audited)



-  **Geopolitical Fragmentation**
Tariffs, wars and instability pressure supply chains, energy prices, and investment decisions.
-  **Energy Sovereignty**
Governments prioritize local technology and resilient infrastructures.
-  **Public Funding and Regulation**
Strong policy push for grid modernization, digitalization, and cybersecurity.

Smart Grid Market Growth

Grid Investments **Electricity Demand**

Sustained Growth
Non-cyclical Growing Industry

6. ZIV SHAREHOLDER – ALFANAR

AS OUR SOLE SHAREHOLDER ALFANAR BRINGS STABILITY AND GROWTH POTENTIAL TO ZIV



5,950 M€ Sales

1,860 M€ alfanar electric 2025 Sales



26,000 employees

6,500 Alfanar Electric
500 ZIV



5 A1

Certificated

dun & bradstreet

alfanar

**Strategic Shareholder
& Customer**



Key Financial Highlights Alfanar M€



Thanks for your interest

www.zivautomation.com

Contact us

