

MAKING THE SMART GRID REAL

ZIV CORPORATE PRESENTATION 2025

30.01.2025

BORJA NEGRO, CEO



EXTERNAL



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BORJA NEGRO
CEO

1. ABOUT ZIV

MISION

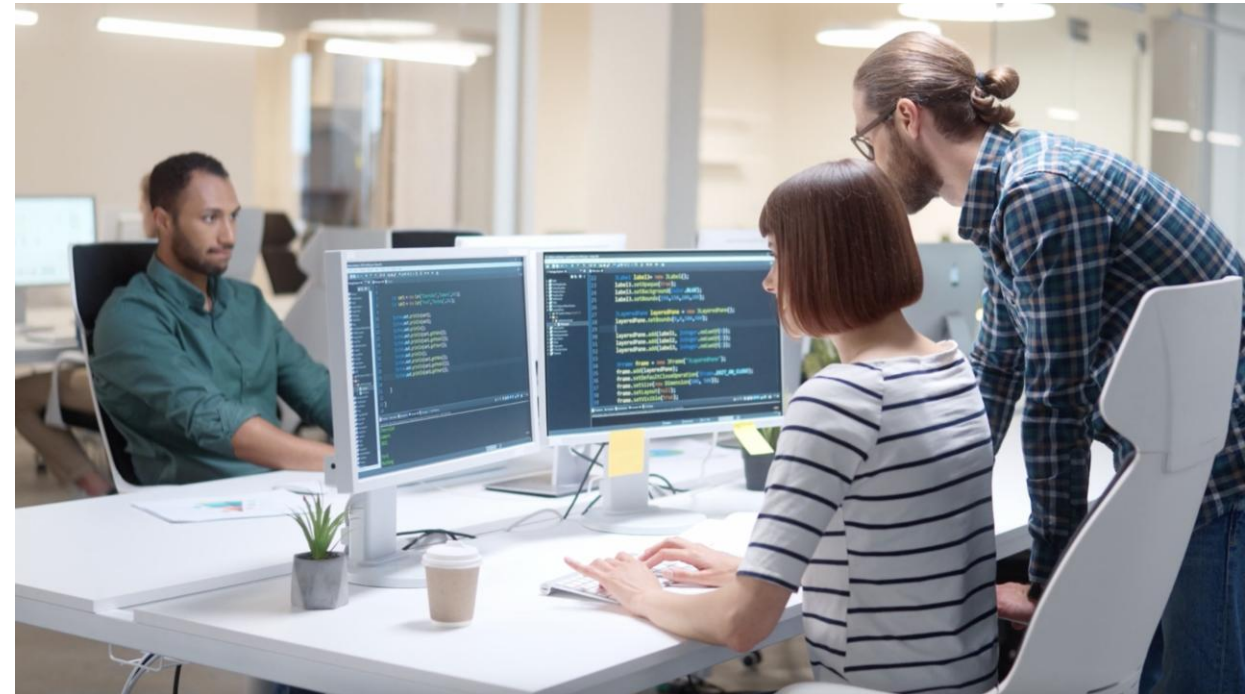
ZIV develops and services **high tech integrated HV, MV & LV digital solutions** to TSOs, DSOs, EPCs, and IPPs across the Globe, to foster smart grids deployment and to **contribute achieving zero carbon targets.**



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**.

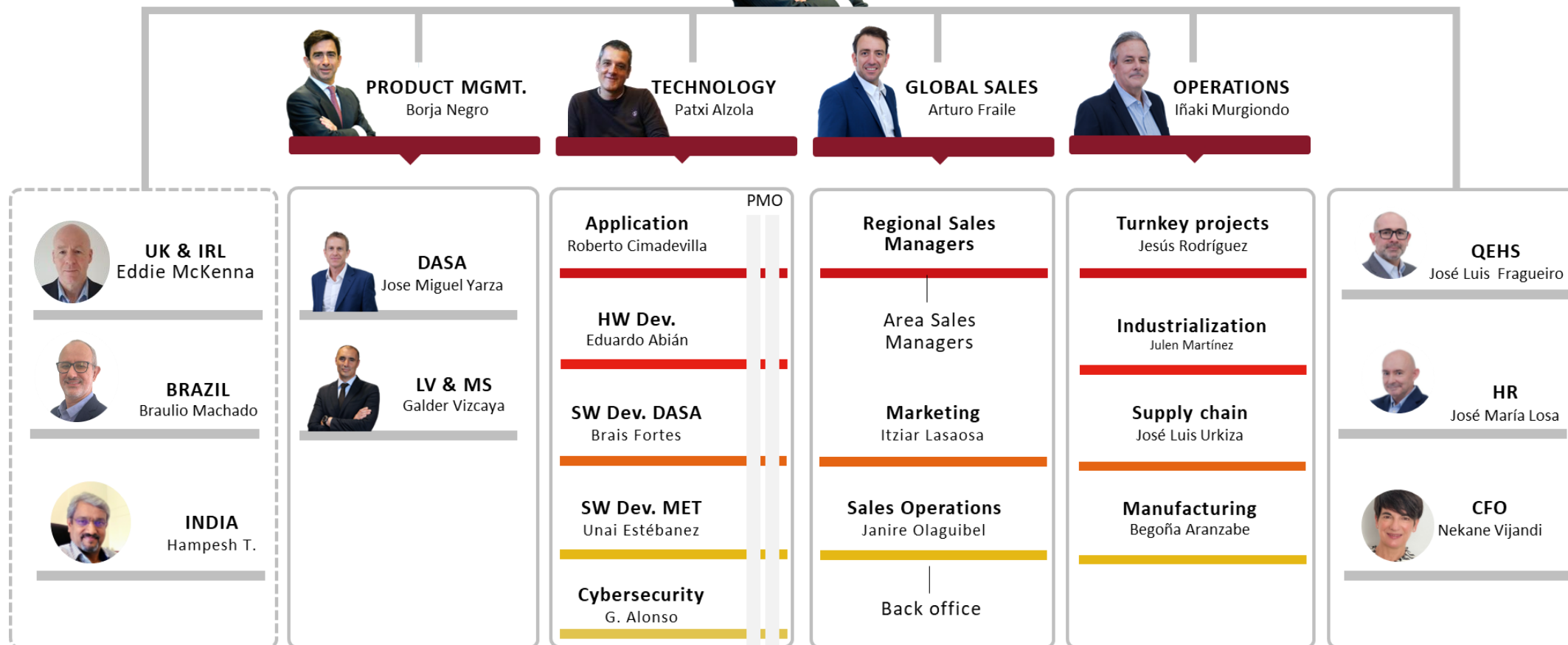


1. ABOUT ZIV

ORGANIZATION CHART



CEO Borja Negro



1. ABOUT ZIV

TIME LINE

1993



Technology Focus

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

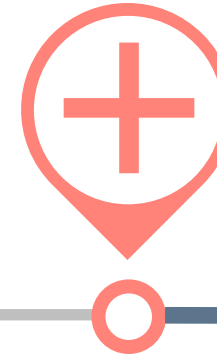
2008



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

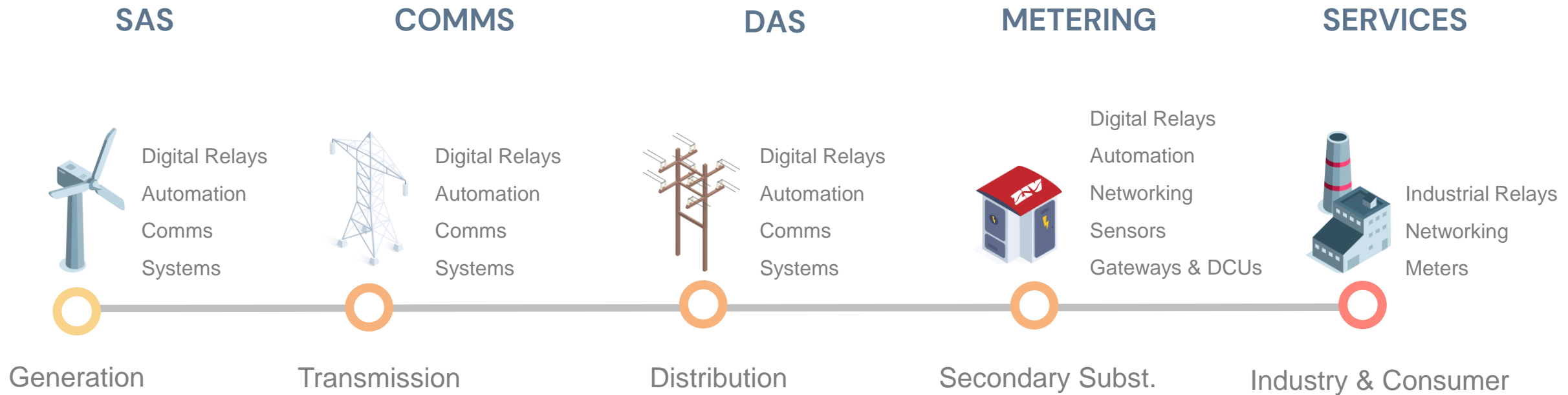
- Focus in home markets
- Channel Partner Network Development
- Cooperative Innovation
- Systems Integration

+2025



2. WHAT WE DO

We provide smart solutions for electrical grids



2. WHAT WE DO

We group our offer into 5 segments:

SAS

Substation Automation Systems



COMMS

Telecom, Networking & Sensors



DAS

Distribution Automation Solutions



METERING

Metering & AMI



SERVICES

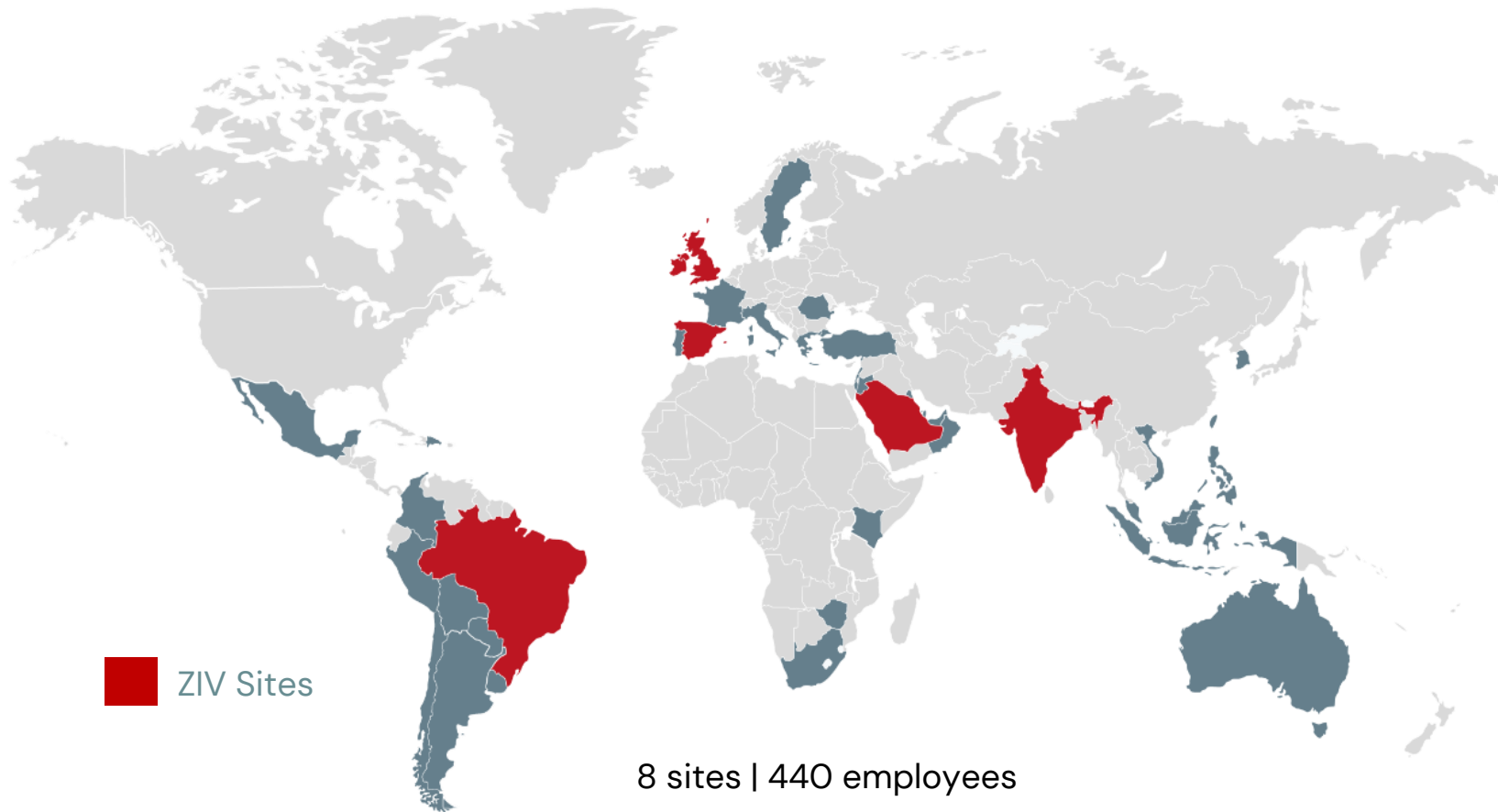
Value Added Services



3. WHERE WE ARE

Headquarters: Zamudio, Spain

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



8 sites | 440 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
SOUTH KOREA	INTER ELECTRIC CO., LTD
MALAYSIA	DRCG SDN. BHD; INJO INTERNATIONAL SDN BHD
PHILIPPINES	88 ELECTRONICS SUPPLY; CEBU TRISTAR CORPORATION
TAIWAN	HSIANG CHENG ELECTRIC CORPORATION; WHOLLY LIMITED COMPANY; ICP
THAILAND	JANUS TRADING CO.;
VIETNAM	GROWCON; TRANSCODE SYSTEMS AND TECHNOLOGIES DEVELOPMENT; ACIT
LATAM	
ARGENTINA	CONTROLES Y COMUNICACIONES
BOLIVIA	STE INGENIERÍA
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	HELFCRAW

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/ Diego Marín Aguilera, nº 14.
Parque Tecnológico - 28918 Leganés, 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>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



هيئة كهرباء ومياه الشارقة
Sharjah Electricity & Water Authority



REGIONAL PARTNERS

Middle East

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

4. CLIENTS



APAC

TSOs, DSOs, EPCs, IPPs & Industry



REGIONAL PARTNERS

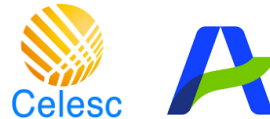
APAC

- AUSTRALIA DEWAR ELECTRONICS PTY LTD
- INDONESIA PT GLOBAL TWIN STAR; PT SIMETRIKINTEGRASI; PT NIAGAMASSETIAUSAHA
- S.KOREA INTER ELECTRIC CO., LTD
- MALAYSIA DRCG SDN. BHD; INJO INTERNATIONAL SDN BHD
- PHILIPPINES 88 ELECTRONICS SUPPLY; CEBU TRISTAR CORPORATION
- TAIWAN HSIANG CHENG ELECTRIC CORPORATION; WHOLLY LIMITED COMPANY; ICP
- THAILAND JANUS TRADING CO.; GROWCON; TRANSCODE
- VIETNAM SYSTEMS AND TECHNOLOGIES DEVELOPMENT; ACIT

4. CLIENTS



TSOs, DSOs, EPCs, IPPs & Industry



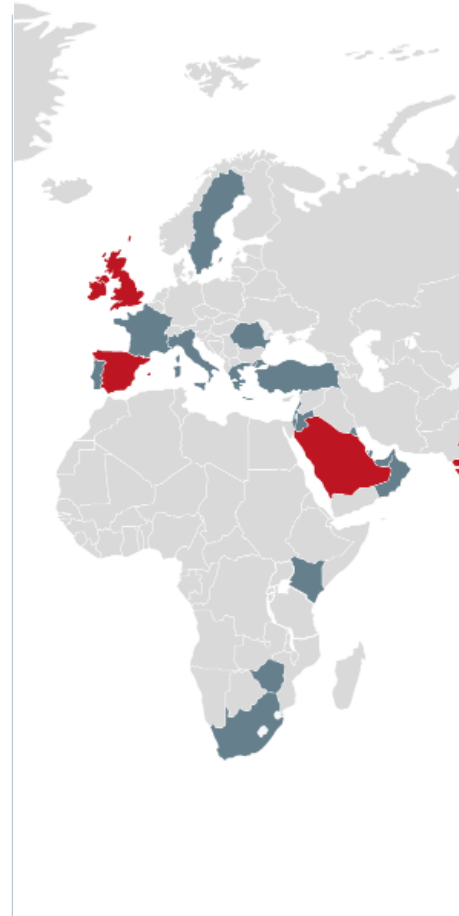
REGIONAL PARTNERS

LATAM

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

Africa

KENYA	EZEETEC
S.AFRICA	ARCPROTECH
ZIMBABWE	HELCRAW

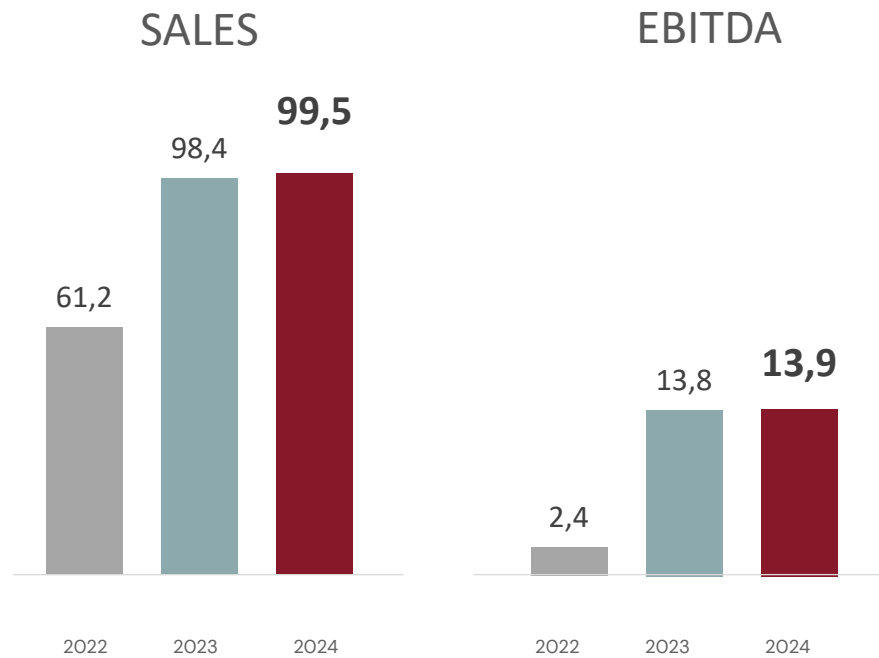
CLIENTS

TSOs, DSOs, EPCs, IPPs & Industry

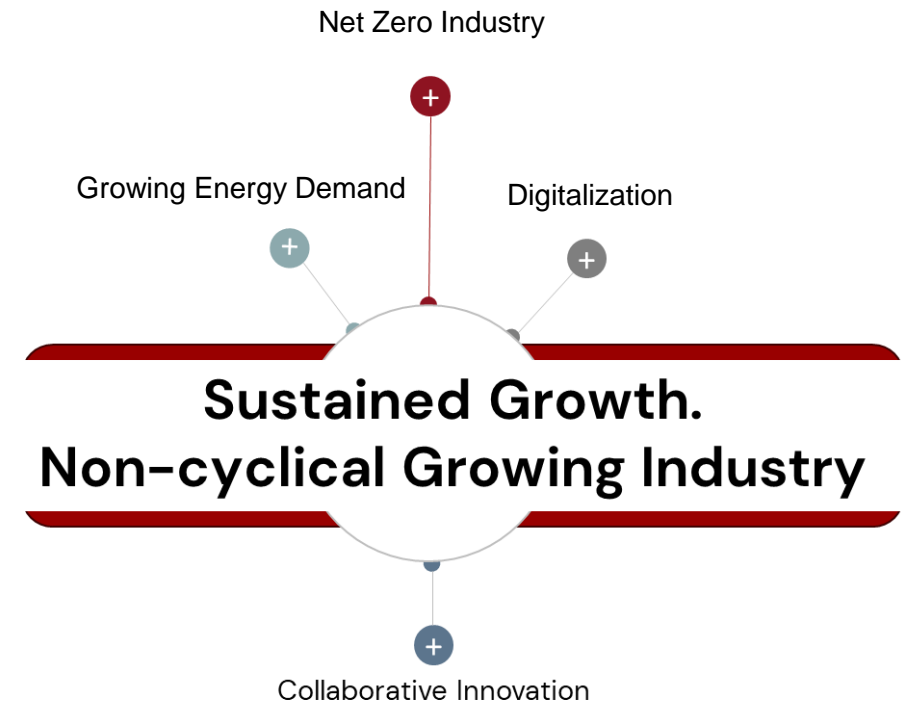
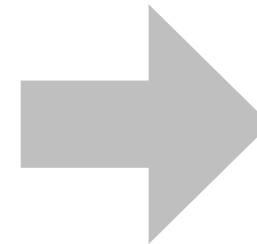


5. HIGHLIGHTS

COMPANY & MARKET GROWTH



Key Financial Highlights ZIV M€
(*2024 yet to be audited)



6. ZIV SHAREHOLDER – ALFANAR

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



3.320 M€ Sales

1.400 M€ alfanar electric 2023 Sales



20.000 employees

5.000 Alfanar Electric
440 ZIV



5 A1

Certificated

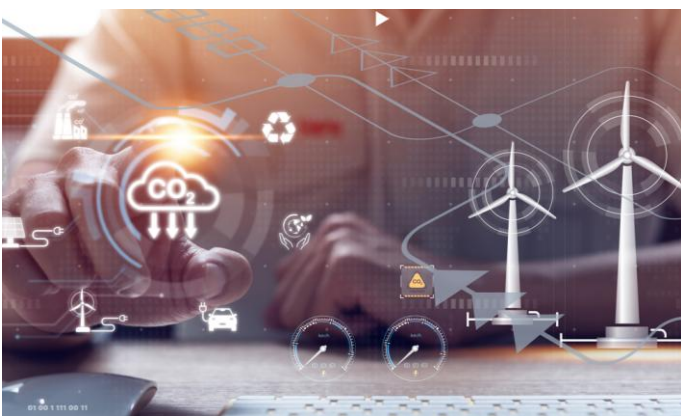
dun & bradstreet



**Strategic Shareholder
& Customer**



Key Financial Highlights Alfanar M€



Thanks for your interest

www.zivautomation.com

Contact us

