



# Corporate Presentation



Table of Contents

E P C   C O N T R A C T I N G   •   R E N E W A B L E   E N E R G Y   •   M O D E R N   H V A C

1. Who we are

2. ESG

3. Product offering &  
our Business

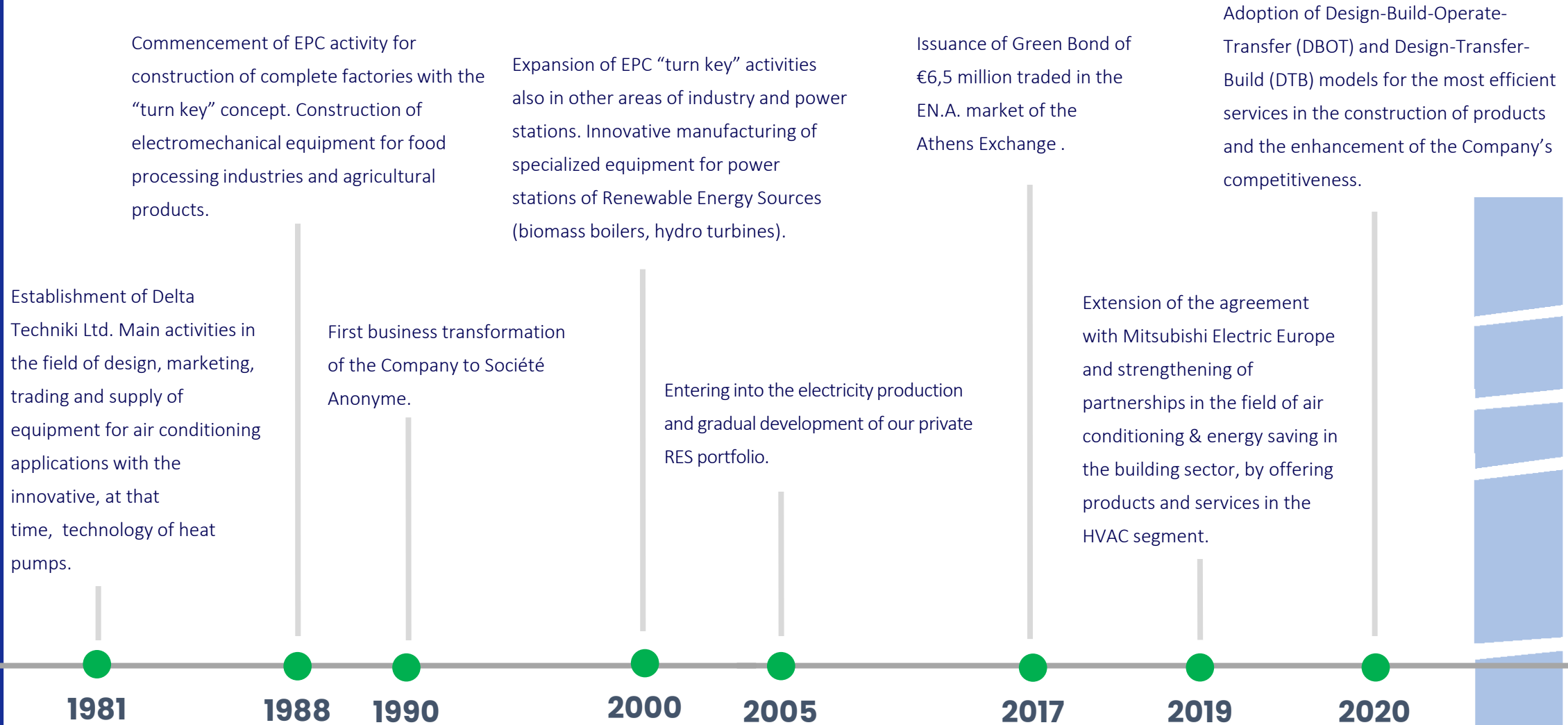
4. Financials  
& Future Outlook

1

Who we are



# We are DELTA TECHNIKI – Key milestones







# Environment & Sustainability



Delta Techniki Group is fully committed to Sustainability, with almost all activities falling under the criteria set forth by the EU Taxonomy, yet constantly looking towards strengthening its efforts to creating a better environment for future generations.

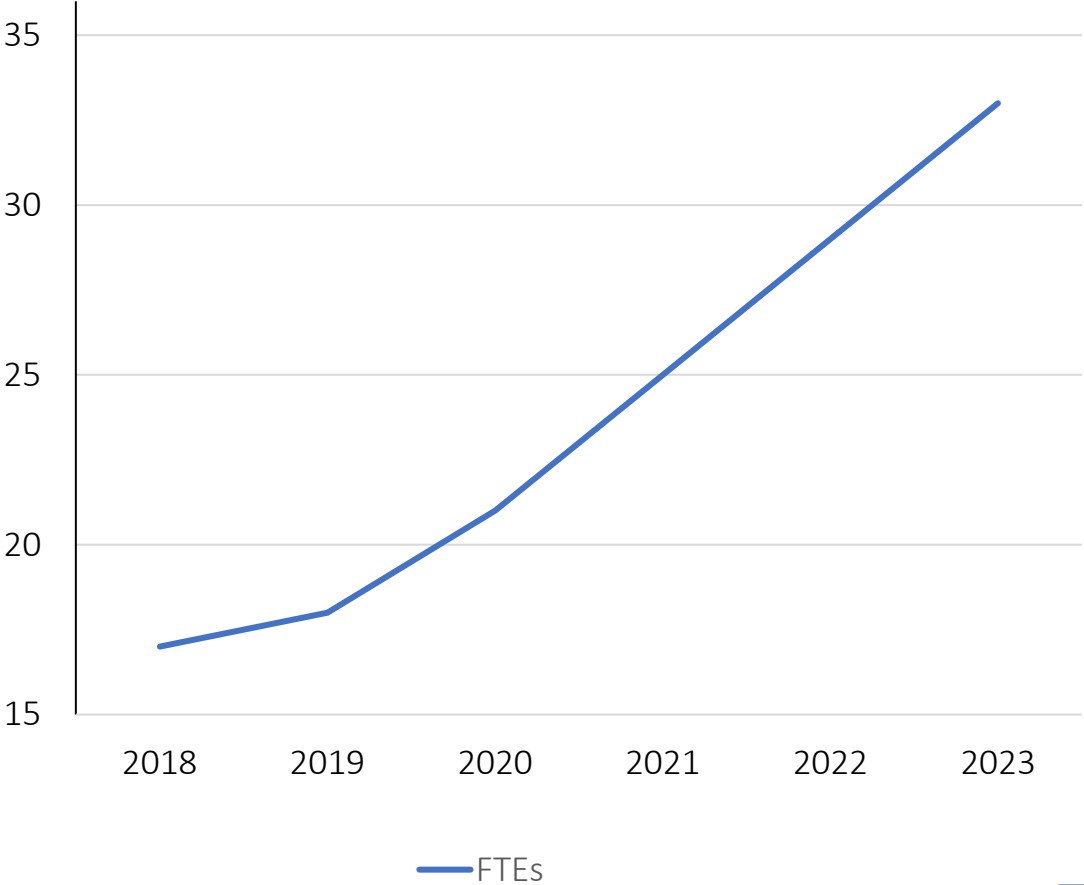
Taxonomy Code	Activity Description	Offered
4.1	Electricity generation using solar photovoltaic technology	
4.3	Electricity generation from wind power	
4.5	Electricity generation from hydropower	
4.10	Storage of electricity	
7.3	Installation, maintenance and repair of energy efficiency equipment	
7.6	Installation, maintenance and repair of renewable energy technologies	

The criteria that determine the level of sustainability of certain economic activities are set by the Taxonomy Regulation (2020/852/EU) and the technical screening criteria are set by 2021/2139/EU.

# Social awareness



Implementing the requirements of ISO 45001:2018 for occupational health and safety management.



Source: Company data

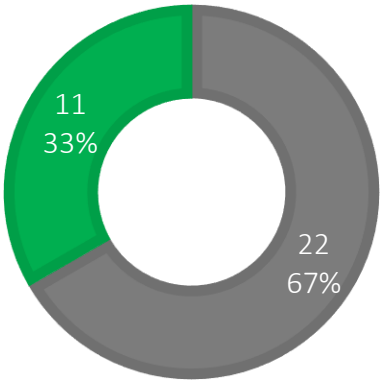


Educational Level	Employees
Post-graduate	15%
University	40%
High-school	40%
Elementary	5%
Total	100%

2023

Male Female

INDEX:  
FTEs  
Percentage

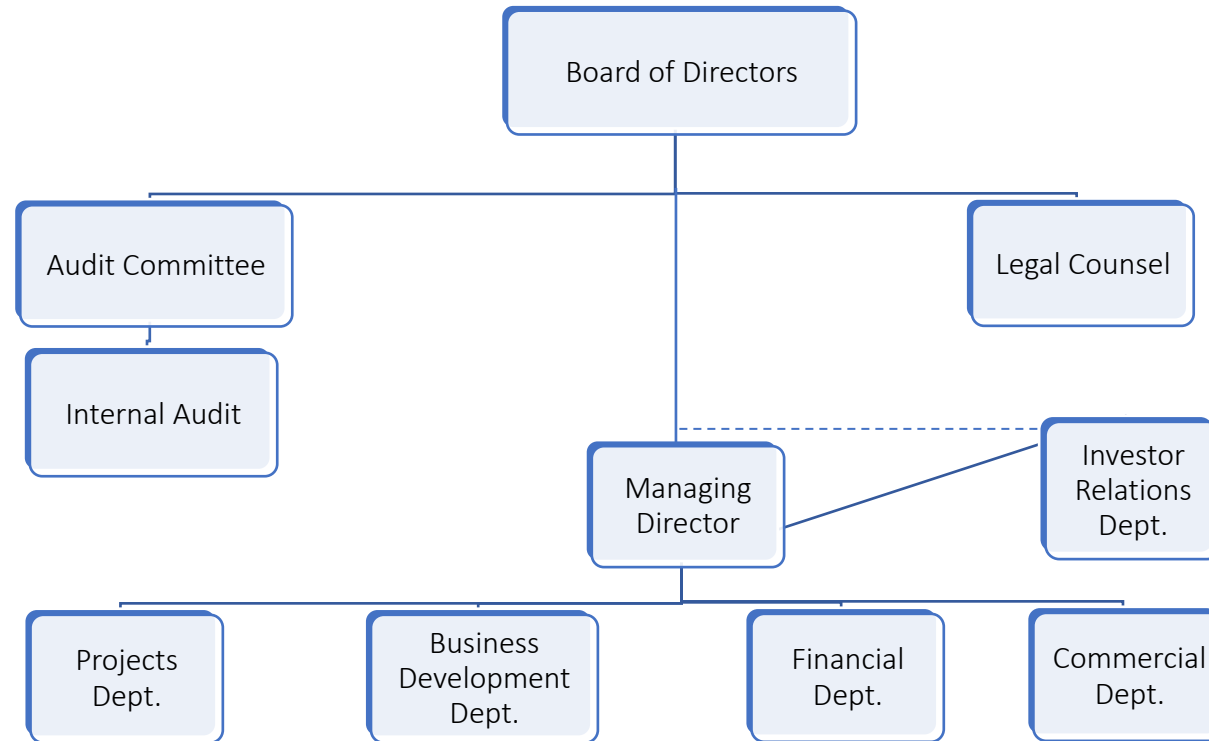


# Governance ...



Board of Directors that is supported by an Audit Committee and Internal Audit.

Moreover, the Company and the Group have issued a [Code of Conduct & Business Ethics](#) policy including a [Human Rights Policy](#) which is updated on a regular basis and is available to all stakeholders online.







3

Product offering and our Business





## DELTA TECHNIKI the 100% Green Company 1981-2022

Going into the market of Electricity Storage with construction of storage plants from blueprint to full operation (turn-key solution)

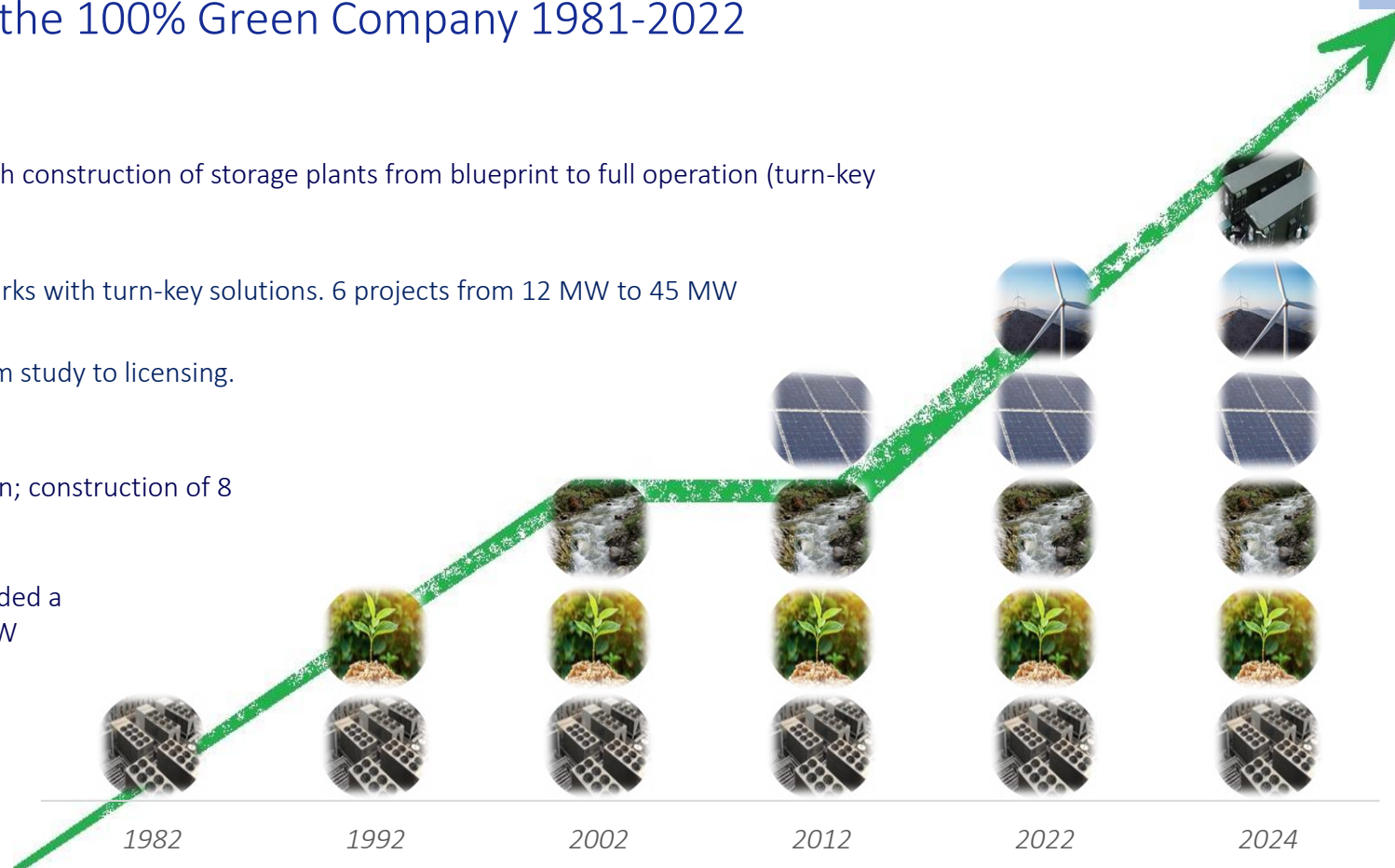
Construction and Development of big Aeolic parks with turn-key solutions. 6 projects from 12 MW to 45 MW

Photovoltaic plants and small Aeolic plants from study to licensing.  
150 stations ranging from 100 kW to 20 MW

Hydroelectric plants from blueprint to operation; construction of 8 plants and licensing of 25 plants.

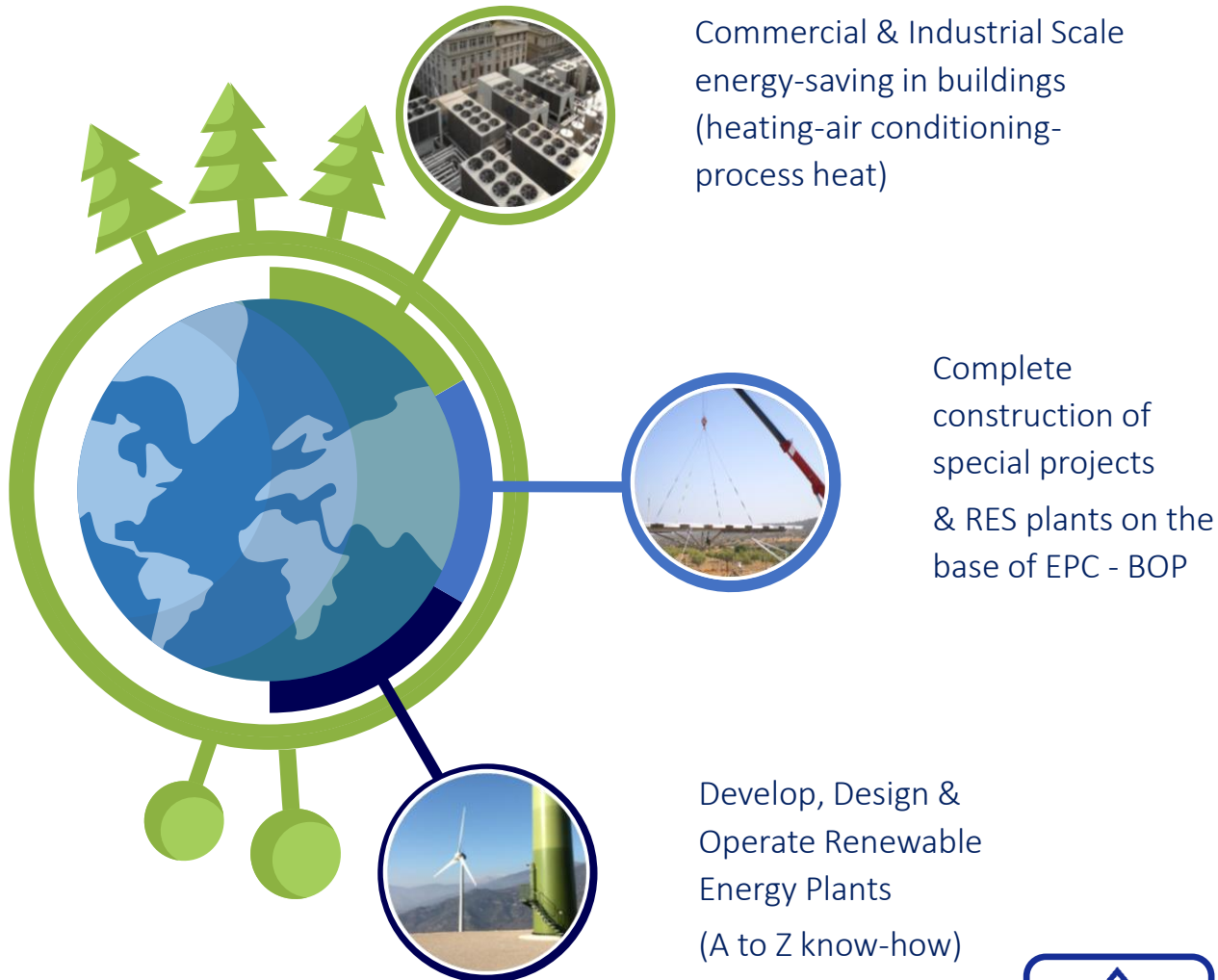
Electric energy production from Biomass; awarded a patent from OBI. 6 stations from 3 MW to 5 MW

Application of Heat Pumps in Building HVAC. From 5kW to 1100 kW



# Our Business Units

are making an impact



- Hands-on management and continuous flow of information to achieve quality in operations.
- Autonomous Business Units that correspond to customer's needs,
- ...while nurturing constant cooperation within the organization with special orientation to offering all-around solutions.



# Gaining momentum from our Competitive Advantages



Added value  
creation by  
synergies &  
integration



“Green”  
activities core



Team with  
experience,  
reputation,  
networking



Project  
approach &  
customer focus



“Lean” &  
focused  
organization



Flexibility &  
innovation  
philosophy

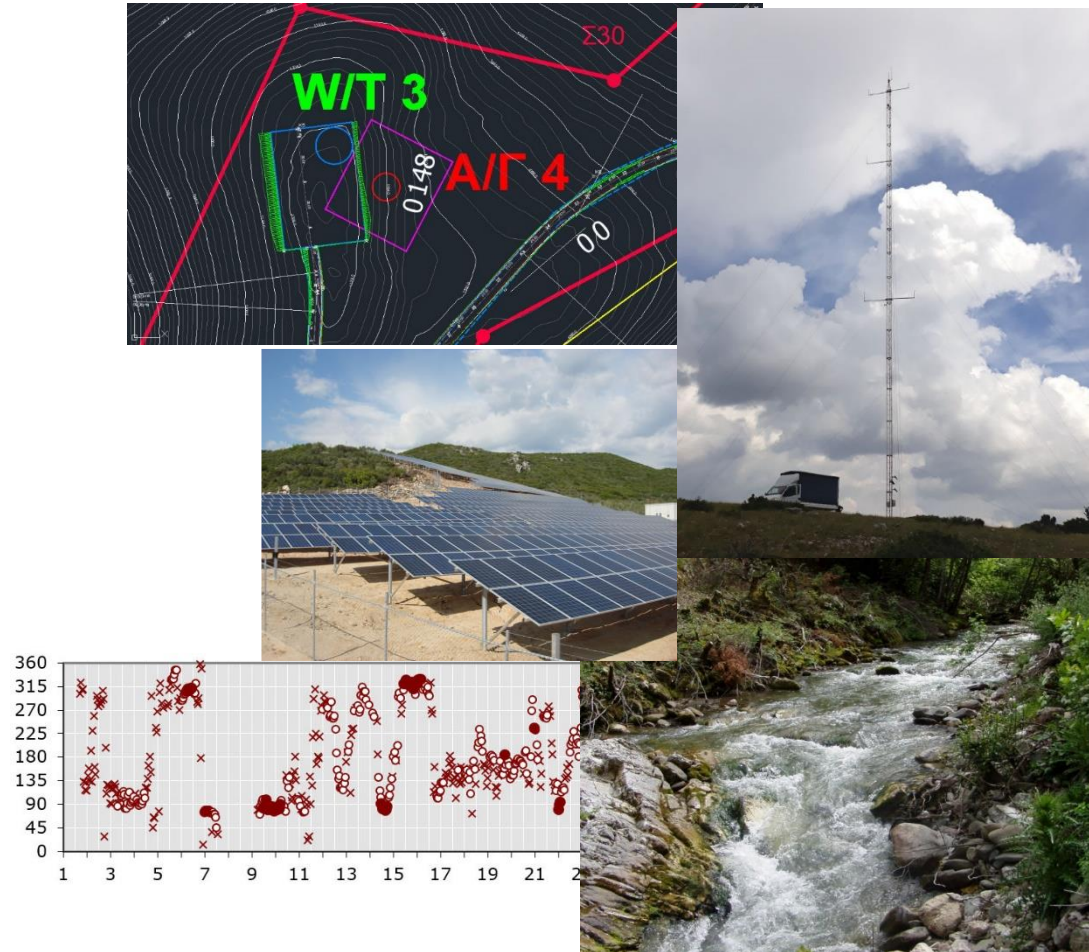
Competitive Advantage & Differentiation Points



# RES – Study, Develop, Design

Knowledge is our Core Asset

Extensive in-house, hard-earned knowledge is our high valued asset for the development of RES projects from zero in every single aspect (resource measurement, licensing, optimization, due diligence).



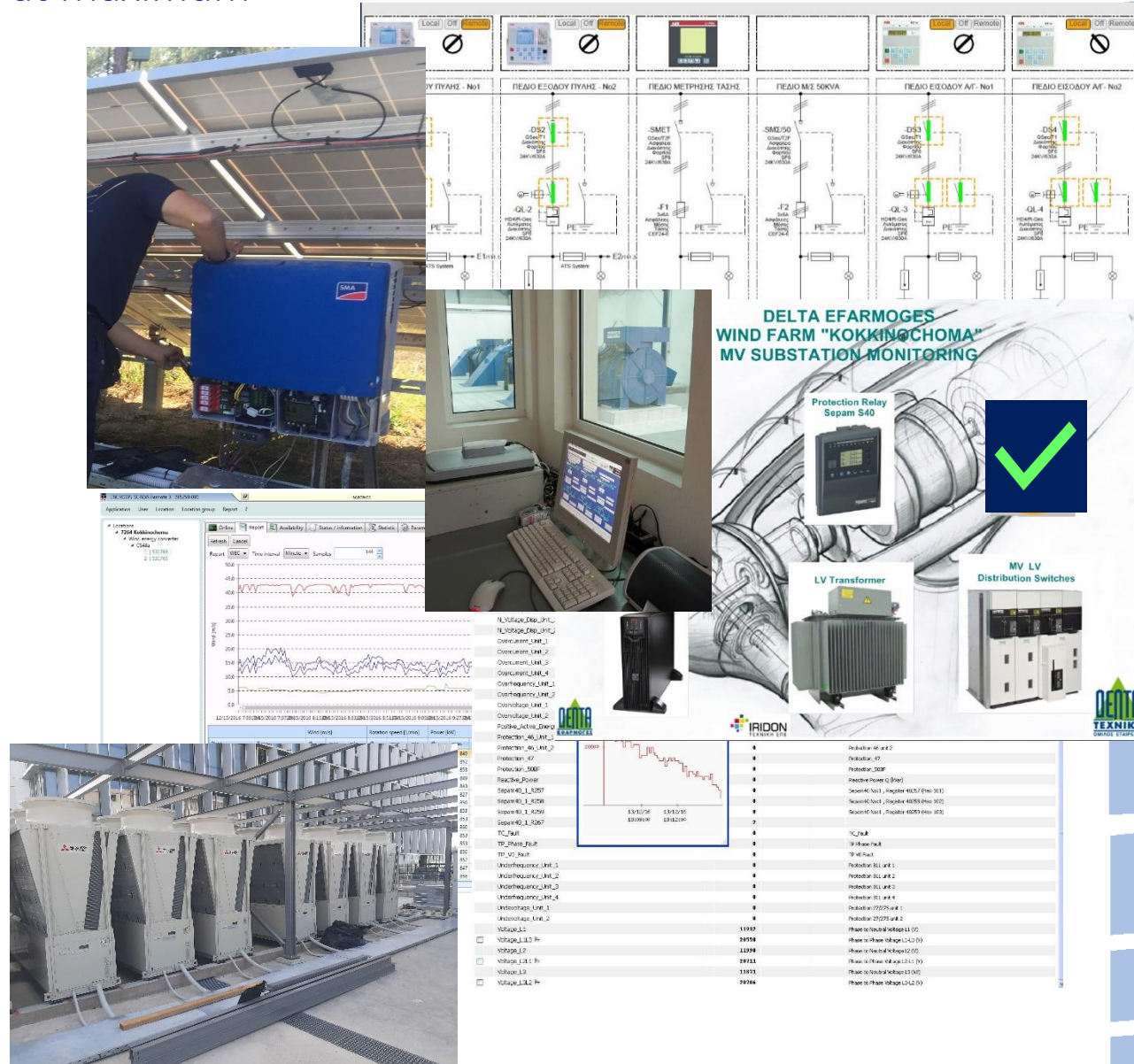
# RES – Operation & After Sales Service

## Securing Operational Capabilities at Maximum

Operation, supervision - monitoring and maintenance of RES plants with technical team and custom developed SCADA.

Maintenance and servicing of Heat Pumps and Units.

Standing by our customers throughout the projects' useful life securing the operational capabilities at maximum.





# Heating, Cooling and Ventilation (HVAC)

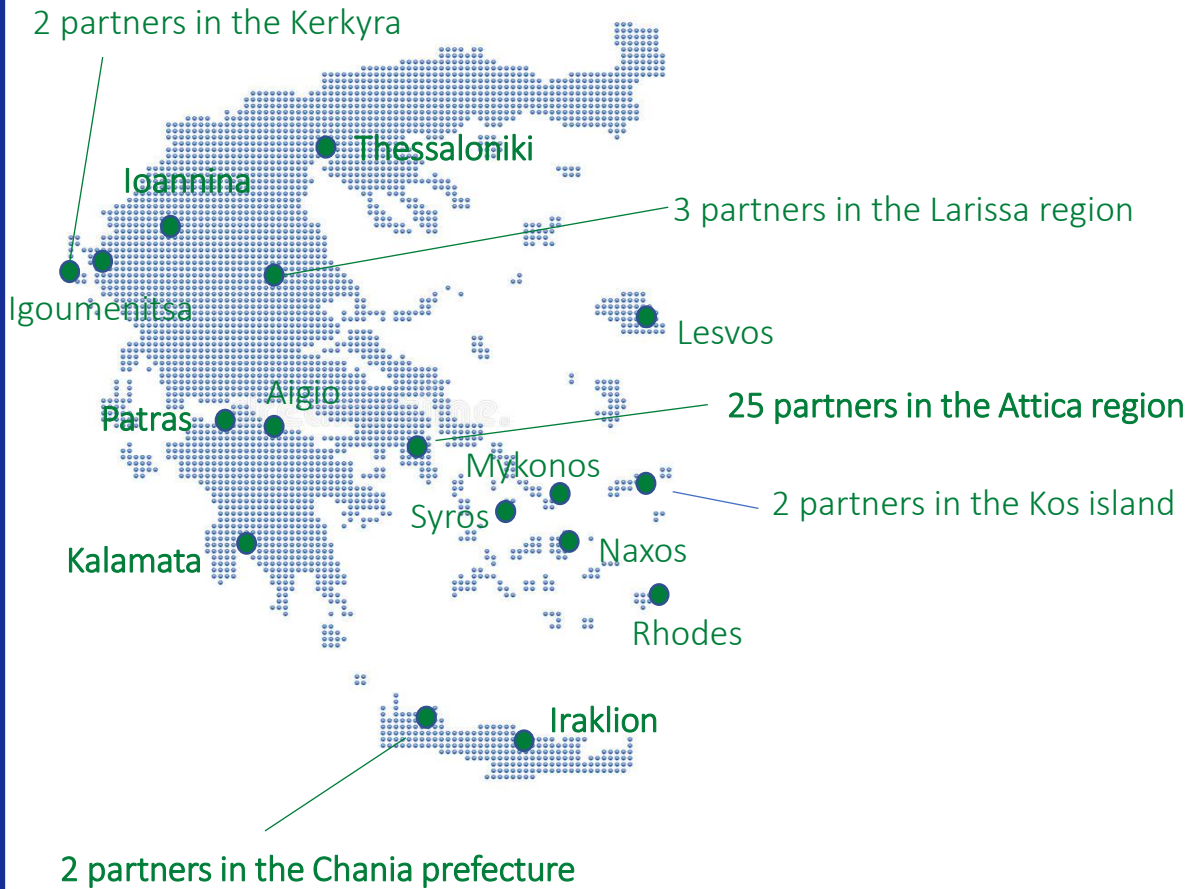
Energy Saving & Efficiency throughout

Energy saving & exceptional efficiency in every type & size of building with thermal or cooling needs, using the top renewable technology of heat pumps.

Partnership with Mitsubishi Electric Group.



# Country-wide network of associates in HVAC



Major cities highlighted in **bold**.



We employ a country-wide network of partners, customers and associates that can provide installation and maintenance service to all corners of the country, all major cities and densely populated areas.

Moreover, considering the high contribution of the tourism industry in the country's GDP and the islands' particular role, we have emphasized on cultivating long-lasting relationships with our partners and contractors in the island regions, while setting up a network in key locations that cover most of the Aegean and the Ionian seas.

4

## The Financials & Future Outlook

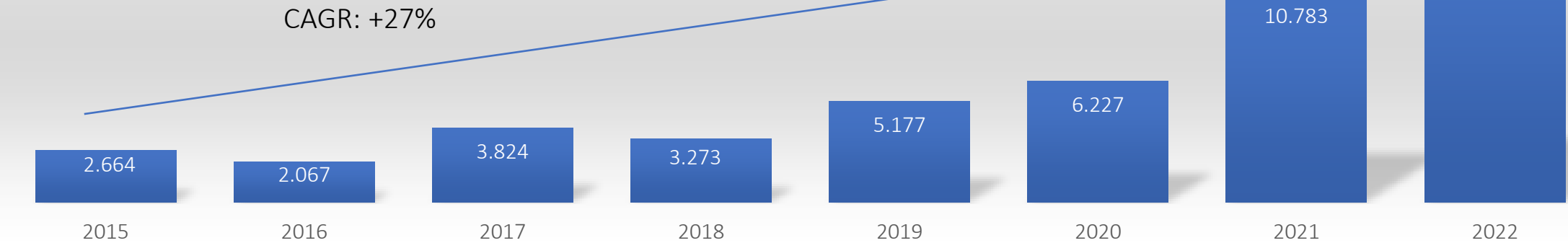




# Financial Strength

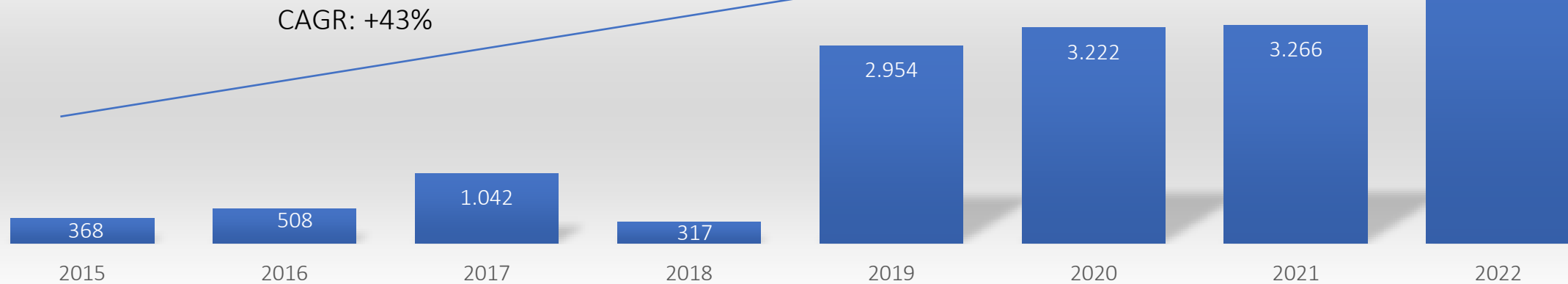
Resilient and continuous profitability that nurtures growth

## Consolidated Turnover Evolution



Amounts in k€

## Consolidated EBITDA Evolution



Source: Published financial statements; figures for the periods 2015-2017 have been recalculated to include the amortization of Grants following the latest Group policies.

# Megatrends ahead



Low carbon emissions outlook with increased pressure for environmentally friendly solutions.



Cooling, heating and ventilating systems with respect to the environmental footprint.



















Sustainable, smart and energy efficient buildings, focusing on a healthy wellbeing.



Electrification in infrastructure  
Electric cars  
RES growth



# Megatrends and our product offering

Trend	Effect on Delta Techniki	Products Offered
 <p data-bbox="417 391 723 429">Cooling &amp; heating</p>		 
 <p data-bbox="410 608 639 646">Electrification</p>		 
 <p data-bbox="407 865 1169 903">Sustainable and energy efficient urbanization</p>		 
 <p data-bbox="417 1119 792 1158">Low carbon emissions</p>		 

- According to EU study until 2021, 17 million heat pumps were in operation in Europe.<sup>1</sup>
- REPowerEUR envisages the installation of additional 10 million units until 2027 and additional 30 million in total until 2030.
- Focusing in Greece, heat pumps and energy efficient systems are expected to follow an upward trend as new buildings are adopting Green technologies.
- Current statistics on construction support optimistic outlook:
  - 17,7% increase in the volume of new buildings in the first nine months of 2023 versus the respective period of 2022 according to ELSTAT,
  - and the issuance of new licenses up by 9% for the nine months of 2023 vs. the respective period of 2022
  - both trends were driven by private constructions.<sup>2</sup>

1. <https://publications.jrc.ec.europa.eu/repository/handle/JRC130874>

2. Elstat as published in the preliminary data on 28<sup>th</sup> of December 2023

# Glossary

- “.” : thousands and “,” : decimal
- AP: Aeolic park.
- BOP: Balance of Plant; delivery includes all aspects of the project except for the wind turbine itself.
- CAPEX: Capital Expenditure.
- € and k€: Euro and Thousand Euro respectively.
- EBITDA: Earning before Interests, Tax, Depreciation & Amortization, as presented in the Annual Financial Statements.
- EnEx: Energy Exchange Group.
- EPC: Engineering, Procurement & Construction.
- HVAC: Heating, Ventilation and Air Conditioning.
- IFRS: International Financial Reporting Standards.
- MW: Mega-Watt; unit of power, as a measure of the output of a power station.
- MV/HV: Medium voltage (1kV-100kV) and High Voltage (101 kV-345kV); kV stands for “kilovolt”, a unit of measurement for electric power potential.
- PV: Photovoltaic park.
- RES: Renewable Energy Sources.
- OBI: Hellenic Industrial Property Organization.
- FTE: Full time equivalent for manpower.



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