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The Electrical Installations Sector in Greece: Trends and Prospects

Executive summary in English

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The policy assessments and recommendations contained in this analysis express the views of the researchers and do not necessarily reflect the opinion of the members or management of the Foundation for Economic and Industrial Research (IOBE).

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Executive Summary

The electrical installations sector is a key infrastructure pillar for society and the economy, meeting basic needs, supporting industry, services, transport, and agricultural production, while also fueling the growth of the digital economy. Reliable and affordable electricity is directly linked to competitiveness and sustainable development, while the green and digital transition further enhances the role of electrical installations, making it necessary to modernize infrastructure, comply with standards, and enhance their safety and reliability.

The Electrical Installations Sector

Electrical installations play an important role in sustainable development and the green transition. Digital economy technologies such as data centers, 5G networks, cloud computing, and Industry 4.0 require reliable power supply, while the penetration of Renewable Energy Sources, electric mobility, and heat pumps creates new requirements for safety, efficiency, and interoperability. Electrification contributes to the UN Sustainable Development Goals, enhances energy security, reduces dependence on imported fuels, and creates new jobs. However, electricity also carries risks —electric shock, fire, accidents— which underscore the need for prevention and strict enforcement of protective measures.

A critical dimension is the policy framework and operating standards that regulate electrical installations. The EU has made electrification a strategic priority and has established a series of standards that ensure safety, compatibility, and reliability. These include categories of standards for low voltage, electromagnetic compatibility, surge protection, renewable energy sources and energy storage, as well as standards for data centers and smart grids. Special mention is made of electric vehicle charging stations, which are a typical example of energy transition infrastructure. The multi-level European legislative framework (AFIR, EPBD, LVD, EMC, RED) and technical standards ensure their safe and efficient operation, making them an essential link in the promotion of electric mobility.

Structural data for the Electrical Installations sector

In the Electrical Installations sector in Greece, following many years of decline until 2018, the number of companies and employees is now on an upward trend: the number of employees has been steadily increasing since 2015 and in the period 2021–2022 exceeded the 2011 level. At the same time, Gross Value Added (GVA) more than doubled compared to 2016, reaching €787 million. This shows that **the sector has regained much of its momentum**, with increased

investment in tangible fixed assets, a stronger production base, and an upgrade in business scale, **marking a period of steady recovery and growth**.

Regarding the economic impact of the EI sector on the Greek economy in 2022, it was estimated that the total contribution of the EI sector in terms of added value would amount to €3.54 billion. Adding taxes on products, the impact in terms of GDP amounts to €4.07 billion. At the same time, the total contribution of the sector to public revenue is estimated at €1.3 billion, of which €406 million is estimated to correspond to revenue collected by the state directly from the EI sector. In terms of employment, the total contribution of the EI sector to employment in 2022 is estimated at 40.7 thousand full-time equivalent jobs.

Table: Total economic impact of the EI sector on the economy (€ million), 2022

Size	Direct	Indirect	Induced	Total
Gross production value	3.639,6	2.469,6	1.536,2	7.645,3
Value added	1.359,1	1.315,0	864,8	3.539,0
GDP	1.455,0	1.361,1	1.255,2	4.071,4
Labor income	516,1	584,2	393,3	1.493,7
Total taxes	264,0	260,0	524,5	1.048,4
Employer contributions	142,5	93,4	51,3	287,2
Taxes and contributions	406,6	353,3	575,7	1.335,6
Employment	20.973	11.634	8.142	40.749

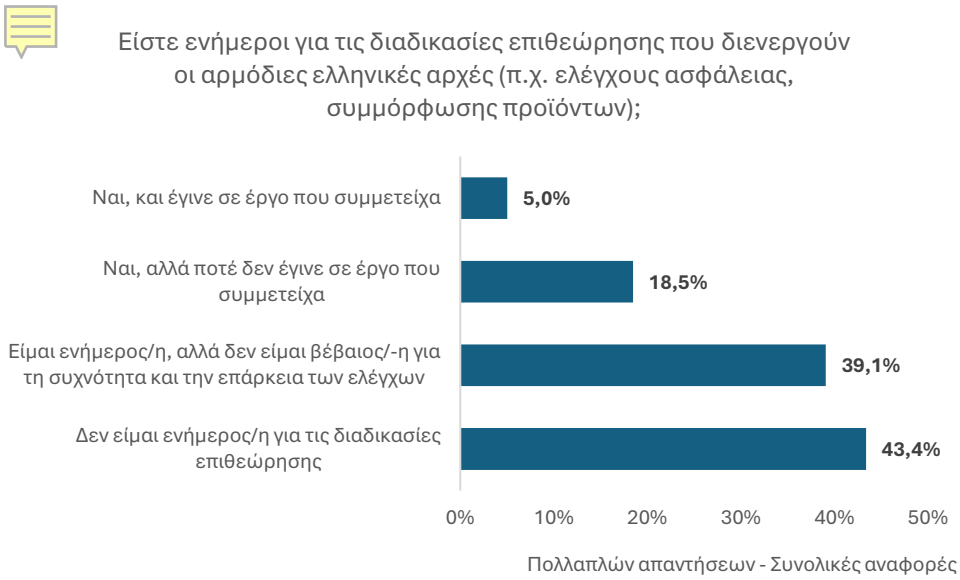
Electricians' perceptions and practices regarding regulations and standards

With the aim of recording the views of professionals in the electrical installation sector regarding their knowledge, understanding, and application of regulations and technical standards, the study conducted a survey using an online questionnaire, which was addressed to a targeted audience consisting of professionals in the sector. Data collection lasted three weeks, during which a total of 565 responses were collected.

The survey shows that **the vast majority consider regulations and standards to be fundamental to the safety**, quality, and reliability of electrical installations. Familiarity with basic standards, such as ELOT HD 384, ELOT 60364, and the relevant European directives, is widespread, indicating a **high level of technical knowledge**. However, despite the positive attitude, concerns are expressed about whether they are applied systematically and equally in the market, as there are significant discrepancies between theory and practice. Specifically, 80% of respondents say they are familiar with the ELOT 60364 standard, but only 55% say they apply it regularly in their professional practice.

Electricians identify **weaknesses in supervision and control mechanisms**. More than 4 in 10 professionals (43.4%) say they are not aware of the inspection procedures carried out by the responsible Greek authorities (e.g., safety or

product compliance checks). The checks are described as incomplete and fragmented, resulting in a strong presence of illegal or unlicensed professionals. This not only compromises the safety of the installations but also creates conditions of unfair competition to the detriment of certified professionals. A particularly serious issue is the **lack of systematic renewal of the Installer's Responsible Declarations (IRD)**, which means that thousands of old installations remain unchecked, without an updated safety assessment.



Overall, the picture that emerges is that there is a strong institutional framework and technical knowledge, but implementation and control are lagging behind. Upgrading the sector requires **strengthening supervision, better interconnection and use of registers of licensed professionals, as well as more systematic information and training for both professionals and consumers**. Strengthening compliance with standards and combating informal activity are critical prerequisites for improving safety, enhancing quality, and ensuring the reliability of electrical installations.

Prospects and challenges

The electrical installation sector is a key pillar of the economy and society, but it faces significant challenges that affect the safety, quality, and reliability of infrastructure.

The **use of certified equipment and compliance with European and international standards** are fundamental prerequisites for consumer protection. On the other hand, the sale of non-certified products poses serious risks, such as electric shock, overheating, short circuits, or fires, and creates legal liabilities for installers, distributors, and users.

At the same time, **electricity-related risks and accidents** continue to pose a serious threat. Statistics show that electrical fires account for around 25-30% of domestic incidents in the EU, while electric shocks remain a significant cause of injury and death, with an increased rate in residential buildings.

Finally, **structural challenges related to the lack of systematic controls and adequate supervision** are highlighted. The presence of unlicensed or uncertified professionals, the irregular renewal of Installer Responsibility Declarations (IRD), and the absence of a comprehensive digital register of installers limit safety and create unfair competition. Strengthening supervision, the interconnection of registries and development of transparency mechanisms are critical prerequisites for upgrading the sector and protecting citizens.

Conclusions and policy recommendations

The electrical installation sector suffers from imbalances related to **inadequate supervision, the existence of illegal activity without a license or certification, and the non-systematic renewal of critical documents such as the IRD**. These weaknesses limit infrastructure safety and undermine the healthy functioning of the market.

Despite the challenges, the sector **shows growth potential, which is reinforced by the energy transition and support policies**. Subsidy programs, such as "Exoikonomo" or Recovery Fund financing, are boosting investments in energy savings, renewable sources, and facility upgrades. These measures act as a lever for demand and modernization.

In order for the sector to become resilient and outward-looking, it is necessary to **strengthen its productive base, reduce dependence on imported products**, and shift towards domestic production and innovation. The development of a certified equipment industry can increase competitiveness and offer added value to the Greek economy.

The quality of the sector depends directly on **the level of training of professionals**. Investments are needed in technical education, skills certification, and continuing training programs so that electricians can meet the demands of new technologies, standards, and systems.

The sector is at the crossroads of the green and digital transition. On the one hand, renewable sources and electromobility require extensive upgrades and new infrastructure, while on the other hand, digitalisation requires the adoption of 'smart' technologies, the use of big data, and interconnection with smart grids. The simultaneous development of these two processes creates challenges but also significant opportunities.

The development of the sector requires an **increase in demand for high-quality and safe facilities, which can be achieved through consumer information, investment incentives, and support for innovation**. The promotion of new technologies, such as smart energy management systems and storage applications, enhances the competitiveness and sustainability of the sector.