

Company Presentation

Shield the Data. Shape the Future.

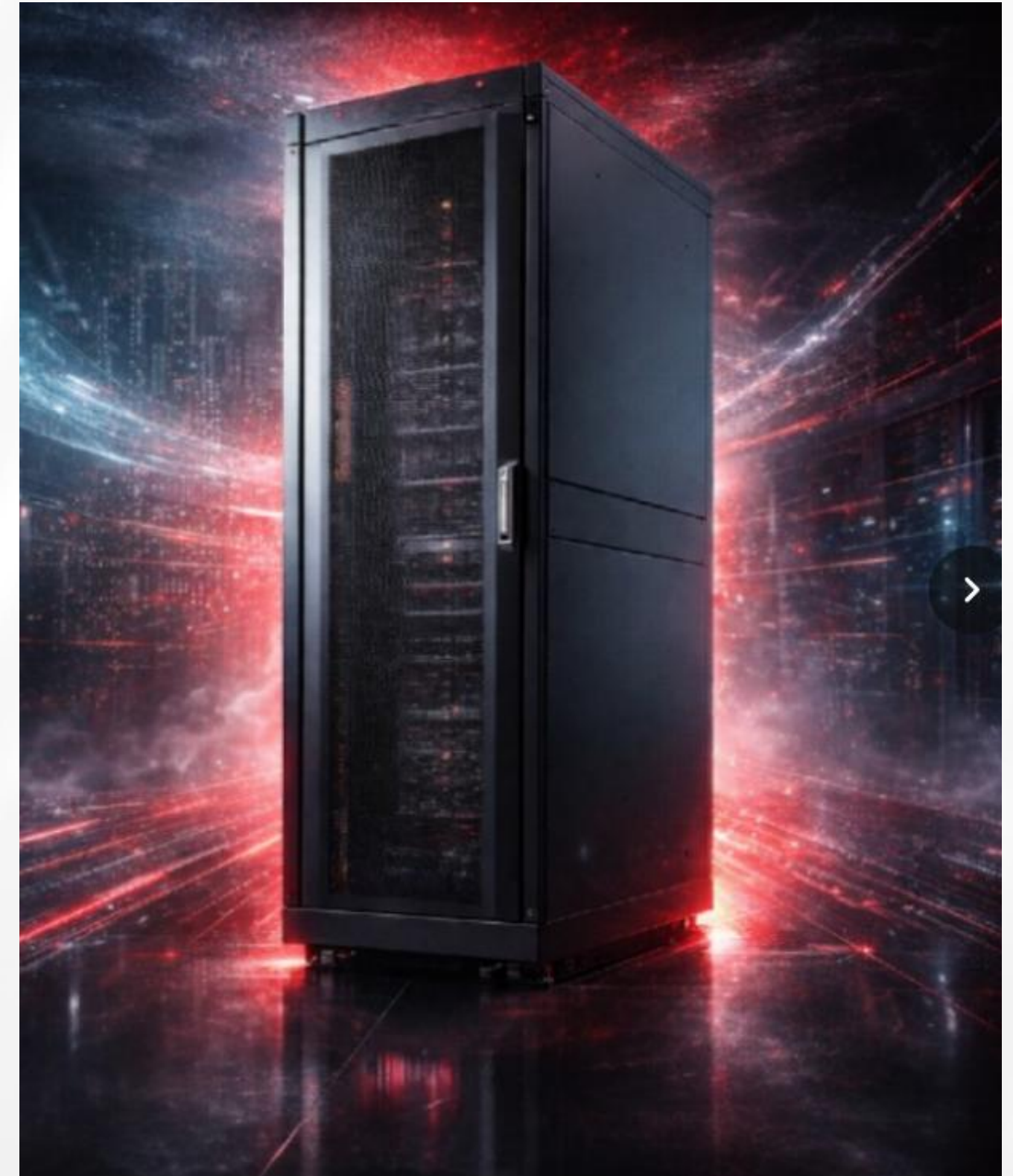
Protecting the hardware that carries tomorrow's data – sustainably, securely, engineered.



who we are

Lande is a global designer, manufacturer and supplier of 19" rack cabinets and enclosures, providing standard mass production as well as fully customized solutions engineered to each customer's technical specifications. Serving; Data Center, Network, Security & Surveillance, Smart Cities and Telecom Infrastructure industries.

Where trust meets the excellence of LANDE.



What We Make & How We Make It ?

Lande designs and manufactures a wide range of rack cabinets and enclosures, including floor-standing, wall-mount, pole-mounted and direct-mount outdoor models. Our products are built for Data Center, Network, Security & Surveillance, Smart Cities and Telecom Infrastructure applications, and are available in protection levels from IP20 to IP66. We serve both large-scale standard orders and customer-specific projects requiring production based on technical specifications.

Lande is the market leader in Türkiye and its region in this product segment and ranks among the country's top 100 exporters. All products are manufactured in certified facilities, using high-quality materials and sustainable production methods. Our in-house R&D team, with 30 years of industry experience, continuously improves our products and processes to meet international market requirements.

Dear Partners, Investors and Future Engineers,

At Lande, we are more than an industrial manufacturer of 19" Rack Cabinets and components; we aspire to be a technology brand that safely carries the world's critical data infrastructure while creating sustainable value. Our long-standing position among the top exporters in our segment is one of the clearest indicators of our consistent and determined progress towards this goal.

We combine engineering excellence with sustainable manufacturing, corporate transparency and a strong team culture, considering it our core responsibility to develop solutions that protect both data and the planet. Lande is committed to generating long-term, predictable and sustainable returns for its investors, delivering competitive advantage to its partners, and contributing to a cleaner, safer digital infrastructure for future generations.

Reyhan Ekşi — CEO



BOARD OF DIRECTORS



Reyhan Ekşi

Co-Founder

Chairman of the Board



Celalettin Kesikbaş

Co-Founder Board Member

Chairman of Eskişehir Chamber of Industry



Mahir Çatak

Co-Founder, Board Member

OUR MANAGEMENT LEADERS



Reyhan EKŞİ

Co-Founder, CEO



Celalettin KESİKBAŞ

Co-Founder, CTO

Chairman of Eskişehir Chamber of Industry



Erkan İSLAMOĞLU

Co-Founder, Sales Director



Yalçın SAYAN

Co-Founder, R&D Director



Ersoy KARAKOÇ

Factory Manager

PRODUCTION CAPACITY & CAPABILITY

*High-Volume Production,
Uncompromised Standards.*

**2,000 cabinet units per day across a 20,000m²
fully automated manufacturing campus —
delivering consistent, audit-ready quality at any
deployment scale.**



Lande's production facility in Eskişehir Organized Industrial Zone encompasses 20,000m² of enclosed manufacturing space and 80,000m² of logistics area, supported by advanced automation and a fully integrated ERP system that ensures real-time process traceability. With a daily capacity of 1,500 cabinets and a workforce of 350+ skilled professionals, Lande delivers both high-volume standard production and complex custom configurations with equal precision. Lean manufacturing principles and continuous improvement methodology guarantee that every cabinet meets the same rigorous quality standard — from the first unit to the last.

ENGINEERING THE FUTURE

Technology strengthened by 30 years of experience, shaped by intelligence.

Certified R&D center. Real-world tested. Globally proven.

Lande's in-house R&D center — officially certified by the Turkish Ministry of Industry — is where three decades of hands-on engineering expertise converge with AI-augmented design, simulation and testing. Every product is pushed through structural, thermal and seismic analysis under real-world conditions before it ever leaves the lab. From first sketch to final certification, our engineers own the entire journey. As the coordinator of ECO-Qube — an EU Horizon 2020 project involving 11 partners from 6 countries, scored 14/15 by the European Commission — Lande proved that Turkish engineering can lead innovation at the highest international level.



CUSTOMER ORIENTED SOLUTIONS

Engineered to Specification. Delivered to Expectation.

Whatever the specification demands — Lande engineers it, certifies it and delivers it.

Lande provides both high-volume standard manufacturing and fully specification-driven engineering for complex project requirements. From custom cabinet dimensions and protection ratings spanning IP20 to IP66, to complete turnkey data center configurations, every solution is developed in strict alignment with the customer's technical documentation. Dedicated project management, 24/7 technical support and industry-leading delivery times of 2–3 weeks ensure that each project is completed accurately, on schedule and within budget



GLOBAL PRESENCE

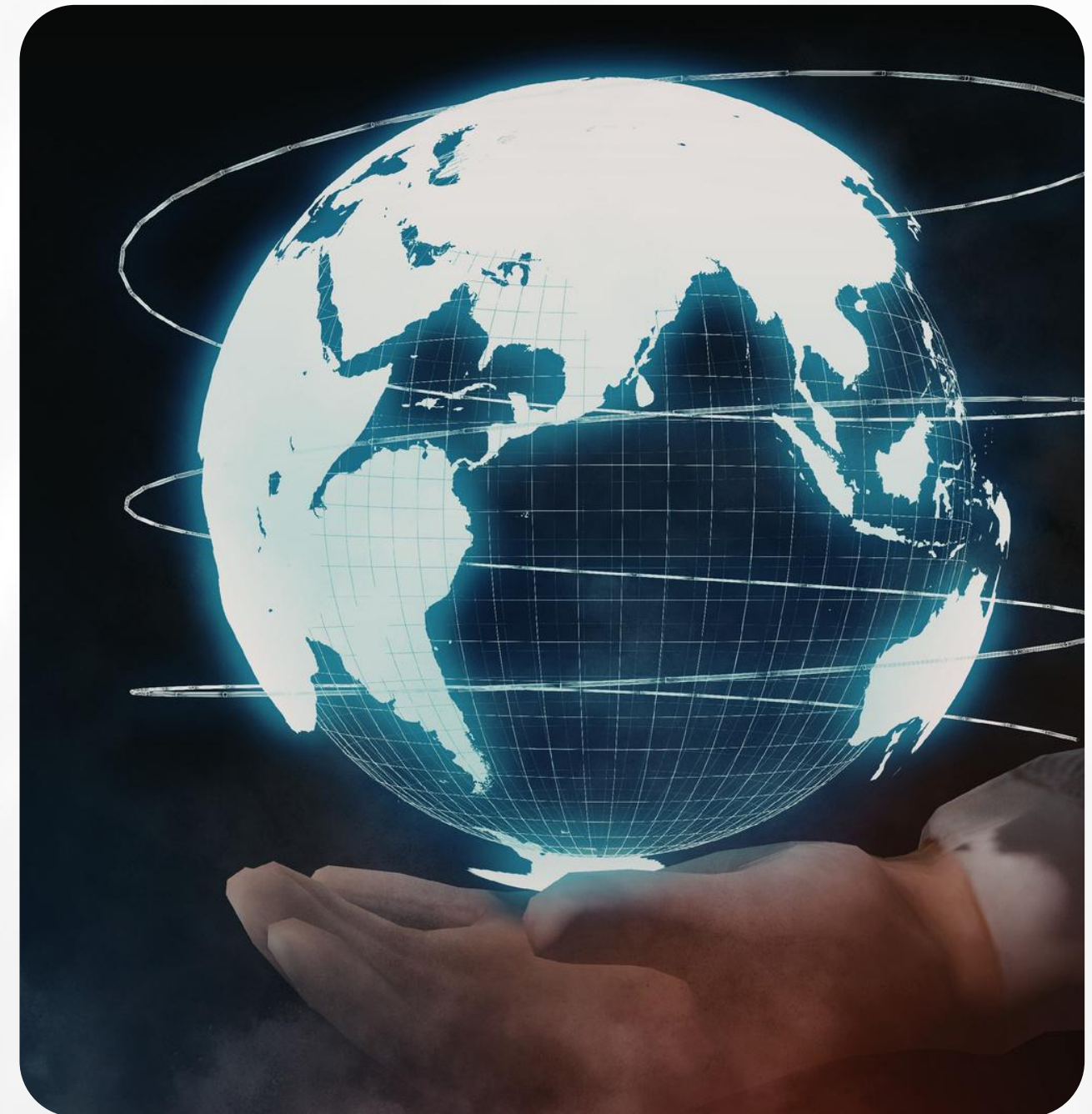
108 Countries. 11 Languages. We Speak Your Language.

"If you talk to a man in a language he understands, that goes to his head. If you talk to him in his language, that goes to his heart."

Nelson Mandela

Lande serves customers across 108 countries on five continents, with dedicated sales and technical support teams in 20 countries. But global reach is not just about geography — it is about connection. Our team communicates in 11 languages, because we believe you cannot truly understand a customer's needs without speaking their language. As the Dutch proverb says: "Who knows the language is at home everywhere." Lande is not just exporting products — we are building relationships, one language at a time. As the Turkish proverb reminds us: "One who speaks two languages is two people." At Lande, we are eleven.

www.lande.com.tr



[Please click to watch](#)  YouTube

CREATIVE ENGINEERING & DESIGN

Engineered Beyond Standards. Trusted Beyond Borders

Trend-aware design thinking. Functional aesthetics. Next-generation data center architecture. At Lande, creativity is an engineering discipline. Our T.R.O.Y.A. series reimagines cabinet architecture from the ground up — integrating high-density thermal management, modular scalability, structured cabling optimization and Digital Product Passport (DPP) readiness into a single cohesive design platform.



CERTIFICATION IS OUR PROOF OF QUALITY

Where engineering discipline meets global compliance.

We don't just build cabinets that perform. We build cabinets that prove they perform — with 50+ certifications across quality, security, safety and sustainability

When your infrastructure cannot fail, your cabinet manufacturer cannot cut corners. Lande holds 50+ internationally recognized certifications covering quality, information security, energy, business continuity, environmental management and compliance. Our cabinets are NEBS GR-63 Zone 4 seismic certified and carry UL, CE, RoHS and REACH compliance for global deployability. For mission-critical projects, Lande holds NATO Facility Security Clearance and Ministry of National Defence certification — one of the very few rack manufacturers in the world cleared for defense-grade infrastructure. Quality at Lande is not a claim on a datasheet. It is a certificate on a wall



SUSTAINABILITY IS OUR **RED LINE**

The Greenest Cabinet in the Room.

*Carbon down 21.8%. Water footprint measured.
32 tons CO₂ saved in logistics. 90% recyclable.*

At Lande, sustainability is embedded in every stage of operations — not declared, but measured, certified and reported publicly every year. We actively reduce our carbon and water footprint, apply green logistics routes, design for high recyclability, and assess every supplier against environmental criteria. Certified under ISO 14001, ISO 14064, ISO 14067 and ISO 50001 — fully aligned with the EU Green Deal and CBAM. Our 3rd GRI-compliant Sustainability Report covers 2024 in full.

www.lande.com.tr



[Please click here for the sustainability report](#)

TRANSPARENCY & AUDIT

We Don't Just Claim It. We Prove It.

Independently audited. GRI reported. EcoVadis assessed. Every year, without exception.

Lande publishes its Sustainability Report annually in full compliance with GRI (Global Reporting Initiative) standards — the world's most widely used framework for transparent corporate reporting. Our operations, supply chain, environmental impact and social responsibility practices are independently assessed each year by EcoVadis, which evaluates over 130,000 companies worldwide. We do not wait to be asked for proof — we publish it proactively. From carbon emissions data to employee welfare metrics, from ethical governance to supply chain transparency, every claim Lande makes is backed by verified, publicly available data.

www.lande.com.tr



TRANSPARENCY BUILT ON PROOF

Assessed by the world. Trusted by 108 countries.

Independently verified by EcoVadis. Annually reported under GRI. Every environmental and governance metric — transparent, on record

Lande holds the EcoVadis Sustainability Committed Badge — awarded by the world's most trusted independent rating platform, evaluating 130,000+ companies across environment, labor & human rights, ethics and sustainable procurement. Our 3rd Sustainability Report (2024) is published in full compliance with GRI standards, covering environmental, social and governance performance with complete, auditable transparency. Every claim is backed by evidence. Every year. For every stakeholder



LOGISTICS WITH LOWER IMPACT

Because the route we choose today may help shape the world a child inherits tomorrow.

Intermodal logistics designed to reduce emissions, strengthen resilience and meet the environmental expectations of global markets.

At Lande, logistics is part of our sustainability architecture. Through our Green Route strategy, we prioritize lower-emission transport modes and smarter route planning across global deliveries, reaching 108 countries with a more responsible logistics model. In 2024 alone, this approach delivered 32 tons of CO₂ savings, reinforcing our commitment to lower-carbon operations and a cleaner future for the next generation



A BRAND GLOBAL MARKETS TRUST

Not chosen by chance. Preferred by standards.

Active in 108 countries. Trusted by thousands of customers. Preferred for compliance, consistency and critical infrastructure reliability.

Lande is preferred in global markets because customers are not only choosing a rack cabinet — they are choosing compliance, continuity and confidence. Across telecom, data center, industrial and mission-critical environments, our brand stands out for meeting technical requirements, adapting to project-specific needs and delivering repeatable quality. This is why thousands of customers trust Lande: not only for what we produce, but for the operational assurance and infrastructure-grade reliability behind the brand

www.lande.com.tr



COMPETITIVE STRENGTH

Engineering Is What We Do. Excellence Is Who We Are.

The reference point for rack cabinet engineering in the region — and a credible voice in global markets.

Lande was built by the engineers who shaped this sector. Over three decades, our accumulated technical know-how has quietly set the benchmark — influencing product standards, installation practices and engineering norms across the industry.

That depth translates into measurable competitive advantage. Compared to global alternatives, Lande delivers enterprise-grade quality at 30–40% lower total cost of ownership, with 2–3 week lead times against the industry average of 8–12 weeks. Our cabinets are validated through 1,000-hour salt spray testing, carry 50+ international certifications, and are backed by 24/7 technical support. Not the loudest voice in the room — but consistently the most trusted one

www.lande.com.tr



Quality is never an accident; it is always the result of intelligent effort.— John Ruskin

OUR 8 COMPETITIVE STRENGTHS

1. Deep Engineering Know-How

Lande develops solutions for real-world IT, telecom and mission-critical environments — not just standard cabinets.

2. Strategic Geographic Advantage & Low-Latency Logistics

Positioned at the nexus of Europe, Middle East and Africa (EMEA), Lande ensures rapid deployment cycles, reduced time-to-market and optimized supply chain efficiency across three continents.

3. High-Volume Manufacturing & Real-Time Inventory Availability

With 2,000+ cabinet units per day production throughput and continuous buffer stock, Lande guarantees on-demand scalability, zero stockout risk and agile fulfillment for enterprise-grade projects.

4. Proven Quality Through Certification

Our quality is not based on claims. It is supported by internationally recognized certifications, tests and documented standards.

5. Speed with Control

We combine manufacturing agility with operational discipline, allowing faster response, better customization and controlled delivery.

6. Tailor-Made Project Capability

Lande adapts to customer requirements, project specifications and sector-specific needs with solution-driven flexibility.

7. Master Craftsmanship in Production

Every product reflects disciplined workmanship, precision manufacturing and attention to detail.

8. Trust Built Across Every Process

From engineering to production, from certification to delivery, every step is designed to create long-term customer confidence.



WHY CUSTOMERS CHOOSE LANDE ?

1. *Enterprise-Grade Compliance & Certification Portfolio*
2. *Strategic EMEA Regional Hub with Multi-Continental Reach*
3. *Industrial-Scale Production Capacity: 2,000+ Cabinets Daily*
4. *Zero Lead Time Architecture with Perpetual Stock Availability*
5. *Carrier-Class Infrastructure Reliability Standards*
6. *Custom-Engineered Solutions for Complex Deployments*
7. *Total Cost of Ownership Optimization & Competitive Pricing*
8. *Consistent Quality Assurance Across Production Cycles*
9. *Global Export Excellence & Cross-Border Logistics Expertise*
10. *24/7/365 Multilingual Support Across 11 Languages*
11. *Trusted Partner to Fortune 500 Companies & Global Carriers*



AWARDS, RECOGNITION & ACHIEVEMENTS

Top 100 exporter in TET (Turkish Electronics Exporters' Association)

Recognized for five consecutive years in the USD 10M+ Export Honor List, with its highest ranking at 75th place in 2022

TÜBİTAK Recognition — ECO-Qube

Recognized as the coordinator of the EU Horizon 2020 ECO-Qube project

EcoVadis Sustainability Committed Badge

Recognized for performance in environment, ethics, labor & human rights, and sustainable procurement.

BICSI Saudi Arabia 2026

Invited speaker, highlighting Lande's expertise in data center infrastructure.

EU Code of Conduct for Data Centres

The first and only company in Türkiye supporting the European Commission's energy efficiency initiative for data centres.



CONTACT

We regard the long-term partnerships we build with our stakeholders and business partners as Lande's most valuable asset. As we grow together, we believe we make technology more accessible, sustainable and reliable. It gives us great pleasure to collaborate with you side by side and co-create shared value while strengthening the infrastructure of the digital world.

Let's stay in touch — and design tomorrow's projects together, today.

www.lande.com.tr



sales@lande.com.tr
info@lande.com.tr
hr@lande.com.tr

www.lande.com.tr



Head Office:
Merve Mah. Gazi Cad. No:17 34791
Sancaktepe – Istanbul / TURKIYE



+90 216 312 26 53

Factory:

Eskişehir Organized Industrial Zone, 20th St. No:14 26250
Eskişehir / TURKIYE

+90 222 236 24 66

T.R.O.Y.A

*Trusted,
Reliability,
Open networks,
Your solutions, future
Architecture*

*Next-Generation
Data Center Series Cabinets*

Thank you for your time.