



**BUSINESS DELEGATION
DUBLIN, IRELAND
GREEK COMPANIES PROFILE**

26 – 28 JUNE 2019

ExportReady  **CONNECT**



1. AGROVIM S.A.

AGRO.VI.M. S.A. processes, packages and delivers a variety of high quality traditional Greek agricultural products worldwide i.e. premium extra virgin olive oils from the PDO certified region of Kalamata, extra virgin-virgin-pomace olive oil from the region of Messinia, different varieties of olives, organic products and Greek traditional antipasti.

AGRO.VIM. has a long-lasting experience of 50+ years in the business and more than 30 years in exports, is one of the largest olive oil producing companies in Greece and one of the leading Greek exporting companies and it exports to more than 50 countries, with over 200 customers around the Globe.

ILIADA PDO Kalamata Extra Virgin Olive oil, their flagship and multi-awarded brand has a long tradition as a superior quality Extra Virgin Olive Oil. The same tradition is carried by their ILIADA Kalamata Olives from the PDO certified region of Kalamata, Greece.

AGRO.VI.M. S.A., although it is a modern and highly efficient company, maintains the traditions which contribute in the production of high quality products. The finest raw materials are carefully selected for the production. AGRO.VI.M. typically buys in excess of 50% of the PDO Kalamata olive oil production - one of the most well-known and awarded olive varieties of Greece, and more than 50% of the PDO Kalamata Olives. The company buys almost 30% of the total olive oil production of Messinia region.

The company's core business areas are: Mass market (major distributors, importers, retailers, and HORECA), High end market (Gourmet and delicatessen stores) and Private labels (Upon agreement and for special contracts).

AGRO.VI.M produces a wide range of Greek agricultural products of unique attributes: PDO Protected Designation of Origin Extra Virgin olive oils (KALAMATA, SITIA, PEZA, KRANIDI) and PGI extra virgin olive oil, Organic Extra Virgin Olive oil, PDO Kalamata & PGI Lakonia, Extra Virgin Olive oil, Pure olive oil, Kalamata olives, Halkidiki olives and other types in retail jars and barrels, Organic Kalamata Olives, Kalamata and Green Olive paste, Blends of Olive oil with vinegars and lemon juice, Dried figs in retail packs and snacks and in bulk.

Representative:

ZDRAVOS ELIAS, AREA EXPORTS MANAGER,
ezdravos@agrovim.gr, <http://agrovim.gr/>

2. DRAKOS POLEMIS – DP PUMPS

DP PUMPS Group is the leading pump manufacturing company in Greece and Balkan region, The Company has the accumulated experience of many decades in the construction of pumps for projects especially for power plant, infrastructure and several more demanding projects, Worldwide. With the latest addition of AVERSA within the group of companies (the leasing pump manufacturer of Romania with 130 years of history), the company has expanded its product range including horizontal heavy duty pumps for the oil & gas industry following API 610 standards.

In company's program, it has a big range of centrifugal pumps which are suitable for several applications in a power plant, such as:

- Vertical Pumps for Cooling (main & auxiliary).
- Concrete Volute Pumps for Cooling
- High Pressure boiler feed pumps (electric driven)
- Condensate extraction pumps.
- Desalination intake.
- All miscellaneous pumps (Like Horizontal Pumps End-Suction type, Sump type vertical pumps, axial split casing pumps etc.).

It is also specialized in pumps for all kinds of infrastructure projects like irrigation, flood control, drainage and dewatering, having our specialty but not limited in:

- Vertical Turbine & Mixed Flow Pumps
- Vertical Propeller Pumps
- Submersible Propeller Pumps
- Concrete volute & metallic pumps (engineered pumps series)
- A very big range of Split Casing pumps (Horizontal and Vertical)

Last but not least, the company is able to provide many solutions for the Oil & Gas sector in several applications like:

- Horizontal Proves pumps (several types in compliance with API-610).
- Vertical Mixed Flow pumps for sea water (or fresh water) cooling.
- Condensate pumps.
- Several special designed sump pumps and all kind of miscellaneous pumps.

Its facilities include the manufacturing & assembly factory, one of the largest Test Bench in the Balkan region and the Foundry capable to produce a big range of alloys including Duplex & Super Duplex grades.

Representative:

POLEMIS Georgios, Vice President & CEO
gp@dppumpsgroup.com
<http://www.dppumps.global>



3. ELEA CRETA – PELOPOS NISSOS – SPARTAN TREASURE



Over two generations this company produces and standardizes Extra Virgin olive oils and original Kalamata olives, as well. With 3 olive mills in the famous olive oil regions of Greece: Plora, Heraklion – Crete, Ampelofyto, Messinia – Kalamata, Peloponnese, Skoura – Sparta, Lakonia, Peloponnese, and 1 olive facility -1 olive facility: Skoura, Peloponnese,

- The production begins soon enough from the harvest in order to avoid the degrading of elements, color and aromas.
- Vertical production units.
- The tanks are stainless steel and semi - underground for the best protection against the high temperature.
- The fully equipped production line fulfills all necessary conditions of packaging, with an average bottling capacity of 3500 btls 1lt per hour.
- The Quality Control is conducted in contemporary laboratories certified by the E.U. and the International Olive Oil Board.
- All of their production units function under the standards of ISO 22000:2005 and IFS, as well as BIO Hellas (Inspection Institute) for our Organic Products.
- Active personal involvement and supervision at all stages of production and packaging.
- Excellent results of production that combines the highest standards of quality, price & standardization.

Products:

- “Elea Creta”, Cretan extra virgin olive oil of low acidity, produced exclusively from the prime variety "Koroneiki".
- Pelopos Nissos “Ores” extra virgin oil of low acidity, from "Koroneiki" and "Mavrolia" varieties.
- Organic extra virgin olive oil of high-quality.
- “Spartan Treasure” PGI Lakonia extra virgin olive oil of low acidity, produced exclusively from the prime variety "Koroneiki".
- "Spartan Treasure" Original Kalamata Olives, Organic Kalamata olives, Kalamata olive paste, Green cracked olives”.

Representative:

YIANNIS BAIRAKTARIS, MANAGING DIRECTOR

info@eleacreta.gr, info@peloposnissos.gr, info@kalamatasolives.com,

www.eleacreta.gr, <https://kalamatasolives.com/>, www.peloposnissos.gr

4. YIOTIS S.A.



YIOTIS S.A. is one of the oldest yet most innovative food companies in Greece. It was established in 1930, by Ioannis and Maria Yiotis who started their business with the vision to provide children with rich in nutritive elements food, originating from top quality and locally cultivated raw materials such as corn and rice.

During its 87 years course, YIOTIS S.A is one of the leading companies in the food and beverage industry and is committed in setting new trends and opening new paths for Greek dietary habits. From this point of view, Company's history is a series of significant milestones and successful moments. It was the first to introduce baby food cereals, self-raising flour, instant dessert kits, low glycemic index products and many other innovative products for home cooking and baking, which meet even the most demanding needs of its customers.

The vision of YIOTIS S.A. is to create innovative products of high nutritional value and assured quality, which will satisfy the nutritional needs and indulgence of the entire family in the modern age.

Yiotis S.A. strives to continuously expand its portfolio of products with new offerings of high nutritional value, in order to fulfill the daily needs of contemporary consumers and have natural, effective and wholesome benefits for their overall quality of life.

The emanation of this philosophy is the launch and incorporation of 3 new product categories in the YIOTIS range of products in 2009: A low glycemic index range with the brand name SWEET&BALANCE, an organic product line with the brand name ORGANIC and a healthy food product line with the brand name FYTRO. Research & Development and Quality Assurance are one of the Company's most dynamic departments and one of the most advanced in the Greek food industry.

Products: Baby Cereals, Infant Milk, Confectionary, Baking and Cooking Products, Instant Desserts, Dessert Kits, Cake Mixes, Chocolate Drinks, Chocolates, Sweet & Balance Low Glycemic Index Desserts (suitable for diabetics), Healthy nutrition complete product range (Fytro and Bio- Organic range).

Brands: JOTIS, SANILAC, HEMO, CAOTONIC, SWEET&BALANCE, FYTRO, BIO-ORGANIC

Representative:

MOSCHOVELIS SOCRATES, AREA EXPORTS MANAGER

smoschovelis@jotis.gr, <http://www.jotis.gr>

5. KOUKAKIS FARM S.A.



Koukakis Farm S.A. is a producer of top quality Authentic Greek Yogurt, Kefir, Ariani, rice pudding, various creams and similar dairy products. Currently, they export to 22 countries including Germany, Norway, Sweden, Italy (Auchan and Coop), France (Monoprix, Carrefour), Spain, Middle East, Hong Kong (City Super s/m), Malaysia (5 retailers), Singapore, Argentina etc. They focus on offering consumers premium high quality products in competitive prices.

Company and philosophy:

- Family business - the father was milking cows and distributing milk door to door.
- Business growing, the sons taking over and becoming the big factory that is presently.
- Vertical integration company structure: growing the cow's feed, having its own cow farm with 200 cows and buying milk from regional farmers within 40km radius.
- Paying the farmers almost 50% more than competitors in order to get AAA milk quality.
- Constantly investing in machinery, production lines and packaging.
- Pure products directly from nature, with high nutritional value & taste.
- BRC, IFS, ISO-22000:2005, ISO-9001:2008, Halal quality systems and certificates.
- Non GMO products.
- Milk pasteurizing process on a daily basis: 60 tons.
- Yogurts productions capability (approx. 5 tons per hour).

Products: Authentic Strained (Greek) yogurt, sheep yogurt, kefir, ariani/ayran, rice pudding, vanilla or chocolate creams, various products packages ranging from 100gr to 10kg.

Koukakis farm yogurts are:

- Only authentic Greek yogurts, compact in structure, with a characteristic aroma, fresh and full taste, velvet, smooth and so creamy.
- The aftertaste is also characteristic, is still creamy and does not “bother” your mouth or stomach.
- Produced from cow's Greek milk, milk cream, milk proteins and yogurt culture.
- Not concentrated milk or milk powder or milk from outside Greece.

Representative:

TSAKIRIDIS LEFTERIS, EXPORT DIRECTOR

greek-yogurt@koukakisfarm.gr, <https://www.koukakisfarm.gr/en>



6. NANOPHOS S.A.



Since its establishment in 2005 in Lavrio, Greece, NanoPhos has been researching, developing, producing and trading “smart” materials to solve everyday problems with the power of nanotechnology.

By harnessing nanotechnology, the company seeks to create a more comfortable, safe and trouble-free living environment.

At NanoPhos, they craft materials that effectively solve common problems. They develop multiple nanotechnology driven formulations to add functionality and boost energy efficiency in buildings and construction projects.

They transfer innovations out of their lab and into the hands of consumers. By taking advantage of the nanoparticles benefits for the end user, NanoPhos provides solutions for common "irksome" problems such as moisture, mould and thermal insulation.

Their vision is clear: "Tune the nanoworld to serve the macroworld" – in simple terms make nanoparticles serve the needs of people.

A broad range of patented, high-quality and environmentally friendly coating products add functionality and unique properties in construction projects, industrial units, marine structures or vessels.

Numerous international awards underline the company’s efficiency, ecological awareness (i.e. 2010 World Expo, the 100% Detail exhibition, the GAIA awards), or innovative character (the President of Microsoft- Bill Gates - distinction in 2008).

NanoPhos has also been selected as a National Champion for the 2016/2017 European Business Awards Innovation. NanoPhos received “Technical Achievement Award” during the 2017 Lloyd’s List Greek Shipping Awards - 2017.

NanoPhos S.A. products are exported to over 25 countries worldwide.

Representatives:

MAGNISSALIS ANASTASIOS, COMMERCIAL DIRECTOR

amagnissalis@nanophos.com,

<http://www.nanophos.com>

7. SIDENOR STEEL INDUSTRY S.A.



With more than 55 years of industry know-how and expertise in steel, Sidenor, Stomana Industry and their subsidiaries constitute the steel production and trading segment of Viohalco, offering high quality and innovative solutions to their customers.

Sidenor is a leading producer of steel products in South East Europe.

Its extensive product portfolio, which includes long, flat and downstream steel products, is manufactured across nine facilities in Greece, Bulgaria, Romania and Republic of North Macedonia.

Project locations span Germany, the Balkans, Algeria, Israel and the U.S.A.

Sidenor Group is a global supplier providing a full range of solutions in the steel sector, to cater to the complex needs of its clients worldwide.

The key features of the products of Sidenor, Stomana Industry and their subsidiaries are:

- Outstanding quality; strict adherence to applicable standards and regulations.
- Excellent customer service due to extensive sales and logistics network.
- Innovative characteristics, which provide customers and end users with added value.

All products are mainly used in major – construction projects, in various industrial applications, in ship-building, in the automotive industry, in the energy sector, etc.

Representative:

MALAKIS THOMAS, INTERNATIONAL SALES MANAGER

tmalakis@sidenor.vionet.gr, <http://www.sidenor.gr>

**8. STEELMET S.A.
(VIOHALCO GROUP)**

VIOHALCO

Viohalco S.A., established in 1937, is a holding publicly traded company (Euronext: VIO and Athens Stock Exchange) based in Brussels, Belgium, and is one of the leading holding groups of metal processing companies in Europe.

Uniquely diversified in metal sector activities and geographic reach, the Group is committed to the sustainable manufacturing of quality, innovative and value-added products for building construction, energy, oil & gas, transportation, food and pharmaceutical packaging and Industrial applications.

The extensive commercial presence of VIOHALCO's subsidiaries in the international markets relies on to a considerable extent on the dynamic production base, which enables them to meet the needs of their customers. Viohalco's subsidiaries serve the international Infrastructure Industry with: Cables, Pipes, Structural steel products, Aluminum flat and rolled products, Aluminum architectural profiles, Copper flat and rolled products, Copper pipes, Industrial steel and pipes.

Viohalco also provides materials for various Industries with semi-finished products covering the needs of: heat-exchanging applications, the home appliances industry, the tooling industry and the power & electronic equipment industry.

The Transportation Industry targets to further reduce weight of its products. The drivers behind this trend are both cost savings and environmental issues. Their aluminum producing companies provide products such as automotive profiles, shipbuilding aluminum flats, pressure vessels, aluminum truck parts and foiled stock for heat exchangers.

Consequently Viohalco's companies unique know how and long experience allows them to be positioned in markets at any development stage, in both developing and industrialized environments offering products for either Infrastructure or Industry.

Representative:

DRAKOS GEORGE, BUSINESS DEVELOPER

HATTERSLEY IAN, SALES MANAGER

gdrakos@steelmet.vionet.gr, ian.hattersley@hellenic-cables.com,

www.viohalco.com



9. UNI-PHARMA S.A.

Pharmaceutical Laboratories S.A.

UNI-PHARMA was founded 56 years ago by the pharmacist, Kleon Tsetis, who had a vision to strengthen the presence of Greek companies in the Pharmaceutical Industry, through the development, production and distribution of innovative drugs.

This, was accomplished within the first year of the company's operation.

UNI-PHARMA has been the first company worldwide to introduce phenobarbital as an oral solution, LUMIDROPS®, as well as a combination of phenobarbital and omatropin, NOVALUMINE®.

Uni-Pharma is a pioneer company in Greece, specializing also in the manufacture of effervescent forms of acetylsalicylic acid, acetylsalicylic acid combined with vitamin C, paracetamol and a combination of paracetamol with vitamin C in aluminum foil packaging.

Apart from the research in the area of pharmaceutical manufacturing, the company's scientific team has been involved in the development of new production methods for raw materials such as acyclovir, ciprofloxacin and famotidine for which Uni-Pharma has been granted Greek patents.

Uni-Pharma has evolved from a small, sole proprietorship/ family –owned company to a large and dynamic pharmaceutical industry that develops and produces pharmaceutical products, food supplements and medical devices, holding the first place, among Greek companies, in unit sales, and is constantly expanding its portfolio and the markets in which it operates.

Representative:

KINTZIOS SPYROS, BUSINESS DEVELOPMENT MANAGER,

kintzios@uni-pharma.gr, <https://www.uni-pharma.gr/>



ORGANIZERS



Hellenic Federation of Enterprises

1. SEV

SEV-Hellenic Federation of Enterprises has consistently fostered business development in Greece since 1907. It is an independent, non-profit association for employer and enterprises organisations sustained by membership fees and sponsorships only from members. SEV is in the forefront of economic and business developments and continuously adapts to rapidly evolving conditions. Today, it is the leading independent employers' union and the independent voice of Greek business.

SEV serves companies that are active in Greece. Based on the principles of free market and competition, it represents a broad spectrum of the nation's economic activity having within its members sectoral, local and regional industrial and employer organisations. It maintains a prominent role in advocating and advancing entrepreneurship in Greece and throughout the European Union. SEV seeks to create conditions that encourage entrepreneurship and improve the competitiveness of Greek enterprises in an era of rapid globalization. To this end, SEV seeks to create modern and well-functioning institutions in an open society to the benefit of all, based on dialogue and consensus.

As the main, independent, employer's organization representing the collective vision of industry and the wider business community in Greece, SEV targets its activities for continuous improvement of the economic and business environment as well as the development and growth of enterprises.

Most branches and sectors of the present day Greek economy are already represented in SEV, which constitutes a basic vehicle for business and innovation values, of vocational education and training, sustainable development, corporate governance and corporate social responsibility. It focuses on shaping and promoting policies that express the concerns of the business community as it addresses to the society, the public administration, other social partners, as well as European and international organizations. SEV also provides members with accurate and timely business information on current issues.

Representatives:

BITSIOS KONSTANTINOS, EXECUTIVE VICE-CHAIRMAN

MAKRYGIANNI VICKY, ASSOCIATE ADVISOR

vmakrygianni@sev.org.gr, www.sev.org.gr

2. ACCI

ACCI, established in 1919, is a Public Law Legal Entity which promotes the interests of Commerce, Industry and Services, to the benefit of the private enterprise and the national economy.

The Athens Chamber of Commerce and Industry (ACCI) is the biggest Chamber in Greece with 80,000 members and 150 employees. Since 2002, it participates in Eurocommerce and in “Alliance of European Metropolitan CCI” – (AEMC), such as the Chamber of Milan, Madrid, Paris, Amsterdam, Marseille, Brussels, London, Frankfurt, Istanbul, Lyon, Berlin, Luxembourg etc.

ACCI's role is to:

- Advise Government on Economic Issues
- Negotiate with Government on behalf of its member-enterprises
- Mediate between Business Community and the Government while in parallel it,
- Facilitate dialogue between the State and private Enterprises
- Comment on different drafts of law and on economic policy issues
- Submit appropriate and documented proposals
- Publish items of economic and social interest
- Disseminate information from Database sources
- Operate a free-of-charge member service providing specialised consulting on: Tax Issues, Insurance Problems, Commercial Subjects, Legal Issues, Electronic Commerce Issues for the benefit mainly of Small - and Medium-sized Enterprises (SMEs)
- Organize seminars and conferences and trade missions abroad
- Welcome foreign trade missions
- Issue Carnets ATA and Certificates of Origin

Moreover, ACCI settles commercial disputes. This duty consists in offering services and mediation for an amicable settlement and for arbitration. The Athens Startup Business Incubator (Th.E.A.) supports innovative new business ideas with a strong extroversion potential.

Representatives

MORAITIS CHARALAMPOS, SECRETARY GENERAL

RETZEKA TINA, DEPARTMENT OF INTERNATIONAL RELATIONS

secretary@acci.gr, tretzeka@acci.gr, www.acci.gr

3. ENTERPRISE GREECE



Enterprise Greece suggests the evolution of the former organization “Invest in Greece S.A.” incorporating, HEPO (Hellenic Export Promotion Organization) and the Hellenic Foreign Trade Board—to a new and innovative outward-looking body. Enterprise Greece is the official agency of the Greek State, under the auspices of the Ministry of Economy and Development, responsible for showcasing Greece as an attractive destination for investment and promoting abroad the local highly competitive products and services.

Enterprise Greece is designed to assist foreign investors and enterprises to do business in Greece, to contribute to the outward looking orientation of the Greek economy, to attract foreign investment, to troubleshoot issues related to the public administration, and to provide key investment and business information. Enterprise Greece promotes a wide range of investment sectors in which Greece excels.

In addition, it aims to promote Greek products and services to the global marketplace. Enterprise Greece helps Greek businesses reach new markets, find new business partners, and become more competitive and attractive.

Enterprise Greece operates under the supervision of the Ministry of Economy and Development and provides full spectrum of services related to international business relationships and domestic business development for the international market.

According to the legislation under which, Enterprise Greece was formed into a new entity, a new range of services were adopted to better assist investors, business partners, and business community aiming to enhance / facilitate entrepreneurship. The foundation of Enterprise Greece follows international best practices in uniting the nation’s outward-oriented support and promotion efforts to fully realize Greece’s potential to attract foreign direct investment and, at the same time, to optimize the export efforts of Greek enterprises to reach global markets.

Enterprise Greece promotes Greece as an investment destination, especially in the key sectors in which the country offers a highly compelling advantage: tourism, energy, food and agriculture, logistics, ICT, environmental management, and life sciences.

Representative:

SKOURAS Christos, Communication, International & Institutional Affairs Directorate

ch.skouras@eg.gov.gr, <https://enterprisegreece.gov.gr>