

# MEDITERRA S.A.

Affiliated Company of Chios Mastiha Growers Association, Est.2002

## 1

### PRODUCTS



Mastiha | Fine Foods & Drinks  
Cosmetics | Para pharmaceutical

### DATA



- **Greece:** 5.000 points of sale  
| 50 employees
- **International:** Exporting 40 countries

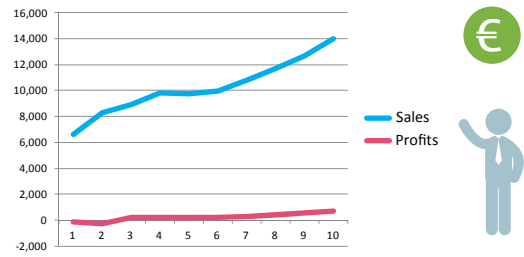
### RETAIL DEVELOPMENT



**mastihashop:** x 7 | **Greece**  
**International:** x 7 | **Saudi Arabia** |  
**UAE** | **Qatar** | **Cyprus** | **USA NY**eshop  
**Pantopolio** x 1  
**Grocery store at Athens Airport**

## 2

### Sales & Profits 2010-2020



## 3

### PRODUCT CATEGORY SALES | 2020



## 6

### BRANDS

**mastihashop®**

**culturalmediterranean**

**mastihacare®**

**ENOSIS**  
*The Greek Spirit*

**MASTIHA**  
KENTOS

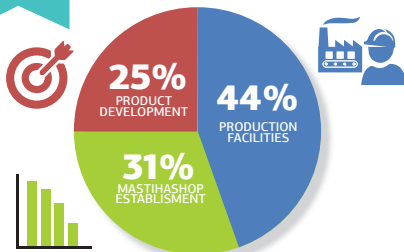
**MASTIHA**

**ELMA**

**ΠΑΝΤΟΠΟΛΙΟ**  
FINEST GREEK PRODUCTS

## 4

### INVESTMENT ANALYSIS



## 5

### COMING SOON...

**R&D**  
CENTER  
IN CHIOS



## 8

### Corporate Landmark Dates

- **Jul. 2002:** Establishment of first mastihashop in Greece
- **Jun. 2005:** Zatech fund shareholder of Mediterra S.A.
- **Mar. 2006:** Voted Top 15 Most Innovative Companies in Greece
- **Dec. 2006:** Tsakos Shipping Group shareholder of Mediterra S.A
- **Sep. 2006:** First mastihashop abroad
- **May 2007:** Rising Star in Greek Retail awards
- **Jan. 2007:** Establishment of Production unit in Chios Island
- **Feb. 2008:** Golden Sun Award at Superbrands 2008
- **Feb. 2008:** Listed in the Athens Stock Market
- **Sep. 2011:** Official distributor of ELMA chewing gum in Greece
- **May 2012:** First mastihashop in the Middle East
- **Oct. 2015:** Launching of the parapharmaceutical product line
- **Jun. 2016:** Establishment of Mastiha Damla Sakiz SA, Turkey

## 7



### International JV

**Turkey 2016**

Mastiha Damla Sakiz, Ismir

**RUSSIA 2017**

Mastiha Russia, Moscow

**UAE 2018**

Mastihashop Gulf Trading, Dubai

## 9

### Chios Mastiha products available at:

Wholefoods | Gallerie Lafayette | HarveyNichols | Ahold | Dufry | Lufthansa  
Edeka | Aegean | REWE | MANUEL Jeddah | DAVUBE Jeddah  
Milk&Honey Dubai | PANDA Saudi | UNION Dubai

