

# MEDITERRA S.A.

Affiliated Company of Chios Mastiha Growers Association, Est.2002

**20 YEARS**  
**mastihashop<sup>®</sup>**

1

# CORPORATE IDENTITY

## SHARE HOLDERS



CMGA **53.23%**  
ZAITECH FUND **28.18%**  
KORRES S.A. **5.13%**  
PLATONA ENTERPRISES **4.69%**



**7.300.000**  
SHARES

## JV Investments



Mastiha Damla Sakiz **15%**  
Mastiha Cooking School **100%**  
Chios Mastiha Research Center **36%**

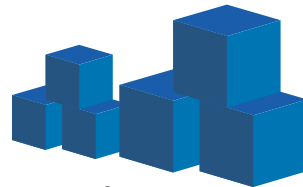


**5.000.000**  
CAPITAL

# 2

## CORPORATE DATA

### PRODUCTS



Mastiha | Fine Foods & Drinks  
Cosmetics | Para pharmaceutical

### SELLING POINTS



- **Greece:** 5.000 points of sale  
| 60 employees
- **International:** Exporting 40 countries

### RETAIL DEVELOPMENT



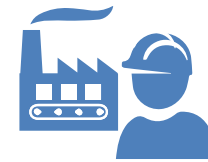
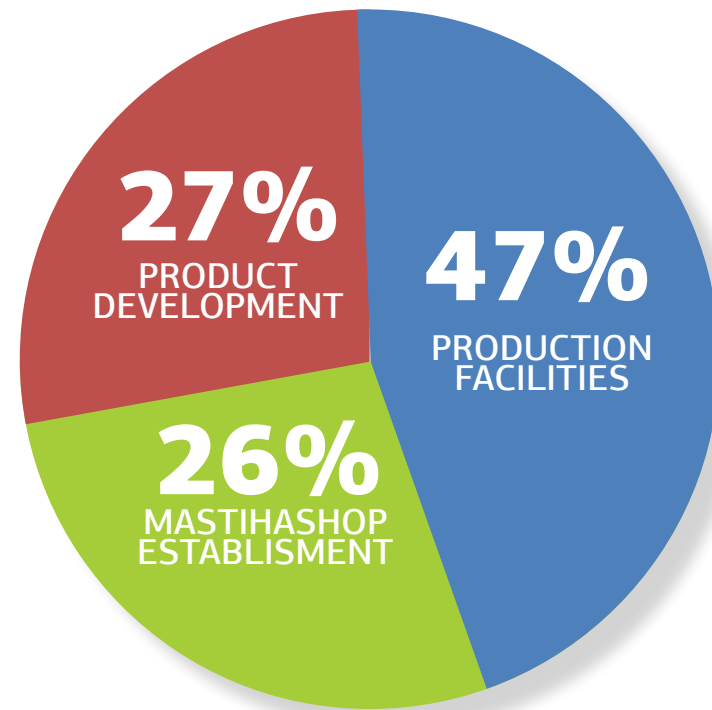
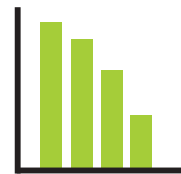
**mastiha**shop

**Stores:** x 6

**Cafe:** x 2

3

# INVESTMENT ANALYSIS

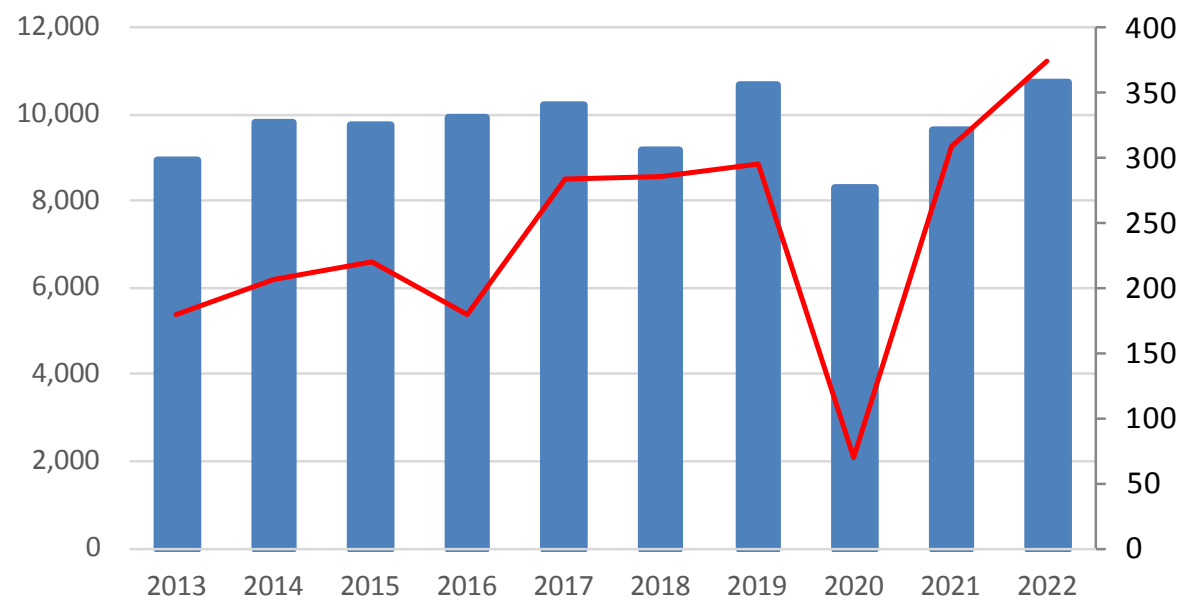


8 €  
€

millions

# 4

## Sales & Profits 2013-2022



— Sales  
— Profits



5

# PRODUCT CATEGORY SALES | 2022



INGREDIENTS



FOOD



PARA PHARMACEUTICALS



SPIRITS



COSMETICS

6

# BRANDS

mastihashop®



απόσταγμα ελλάδας  
cultura mediterranea®



mastihacare®



ΕΛΜΑ

7

**Chios Mastiha  
products  
available at:**



Wholefoods | Gallerie Lafayette | HarveyNichols  
Ahold | Dufry | Lufthansa | Edeka | Aegean | REWE  
MANUEL Jeddah | DANUBE | Holland and Barrett  
Milk&Honey Dubai | PANDA Saudi | Mavrommatis





## 8 Corporate Landmark Dates

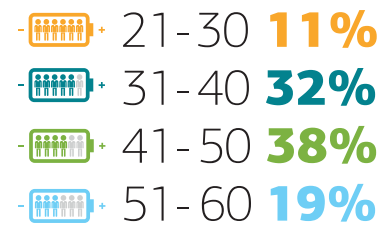
- **Jul. 2002:** First mastihashop in Greece
- **Jun. 2005:** Zaitech fund shareholder of Mediterra S.A.
- **Mar. 2006:** Voted Top 15 Most Innovative Companies in Greece
- **Dec. 2006:** Tsakos Shipping Group shareholder of Mediterra S.A
- **May 2007:** Rising Star in Greek Retail awards
- **Jan. 2007:** 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
- **Oct. 2015:** Launching of the brand Art of Nature
- **Jun. 2016:** Establishment of Mastiha Damla Sakiz SA, Turkey
- **Apr. 2020:** Launch of the Mastiha Research Center
- **Mar. 2022:** Freeze drying line installation

9

# OUR TEAM

56 EMPLOYEES

## AGES



**WOMAN  
POWER**

**3/5**  
DIRECTORS  
**8/10**  
MANAGERS



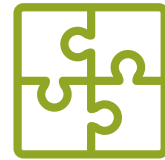
10

# Social Corporate Responsibility



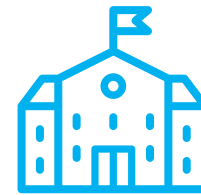
## TOPICS

Education  
Sports  
Culture  
Science  
Environment  
Society



## ACTIVITIES

Events  
Conferences  
Publications  
Documentaries  
Bazaars  
Scholarships



## BENEFICIARES

Schools  
Universities  
Sports clubs  
Cultural and Social clubs  
Environmental groups  
Scientific agencies  
Organizations for people  
with special needs



Annual Budget: 50.000€

11

# Supporting the Food and Drinks Local Industry

35

production  
companies

150

products  
of Chios



**Beverages**



**Publications**



**Arts & Crafts**



**Drinks**



**Food**

## **With love and respect:**

For the last 15 years we have been promoting local producers and their products in our retail network.