



drakoulakis
SHOP FITTINGS



GREEK EXPORT AWARDS 2018

How many greek manufacturers of highly technical products with limited scope for standardisation, do you know, that have crossed the greek border-successfully for more than ten years?

D.DRAKOULAKIS AVETE is one of them...

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The Franchise Milestones

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- 1974** The enterprise is established as sole proprietorship
 - 1997** Company legal form changes to limited liability (SA), 100% greek stakeholding
 - 2005** Presented with the “ Arch of Europe” Gold Award by BID (Business Initiative Directions), in recognition of its commitment to quality and excellence
 - 2007** Proprietary Quality Management System (QMS) certified with ISO 9001 (renewed in 2011, 2014, 2017)
 - 2011** ICAP nomination in the “Strongest Companies of Greece” classification
 - 2014** Establishing physical presence in Dubai, UAE
 - 2017** Opening of a permanent exhibition outlet in Riyadh, Saudi Arabia



Clear competitive advantage relying on solid operational competence and long market experience

- **A vertically integrated production platform spread over approximately 16,000sqm of wholly –owned manufacturing premises**
- **40 years of market innovation in Greece and abroad (EU, USA, MENA Region)**
- **10.000 satisfied customers worldwide**
- **End-to end fully customized solutions (design- to- installation and service)**
- **Innovative design and high-tech specifications for showcases, registered with the Hellenic Industrial Property Organization (OBI)**
- **High definition 3D display of architectural designs**
- **Independent customer service function**



Our prominent corporate clientele, being among the most dynamic sectors of the economy, become the best ambassador of our business abroad

GRAND
HYATT®

ATHENS



ALPHA BANK



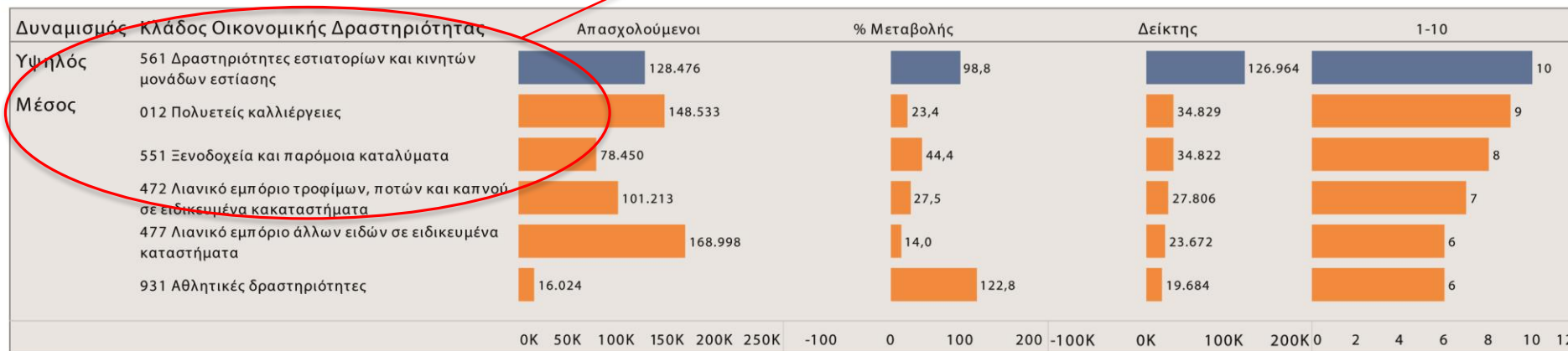
Athens



Βασιλόπουλος
...και του πουλιού το γάλα!



Δυναμισμός Κλάδων Οικονομικής Δραστηριότητας 2013 - 2017





B2B Customization is all about sharing into the customer's business plan



“Giving life to customer dreams takes inspiration, technical competence and a cosmopolitan perspective.

In D. Drakoulakis we have it all.”



Exhibitions –Participations 2015-2018: a solid extrovert corporate brand

- Greece -

ARTOZA 2015

ARTOZA 2017

Metropolitan Expo, hosted by Forum SA (every 2 years)

The most popular and long standing sectoral exhibition for Bakery & Patisserie in the Greek market. 35.000 visitors in 2017

- International Exhibitions -

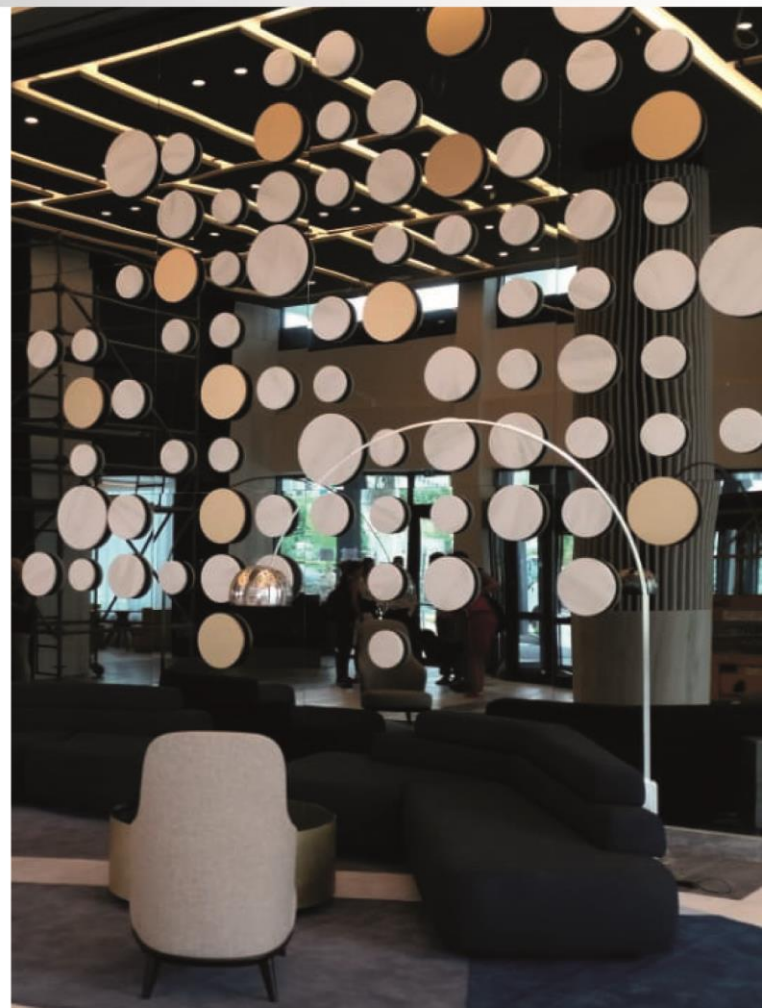
The Hotel Show, Dubai 2015, 2016, 2017

GULFOOD, Dubai 2015, 2016, 2017

Hotel Show, Jeddah, K.S.A 2016

Gulfhost, Dubai 2017, 2018

Hospitality Qatar 2018





Building a comprehensive portfolio of international business

MENA REGION

UAE, Saudi Arabia, Kuwait, Israel

N/W EUROPE

Germany, France, UK

S/E EUROPE

Romania, Serbia

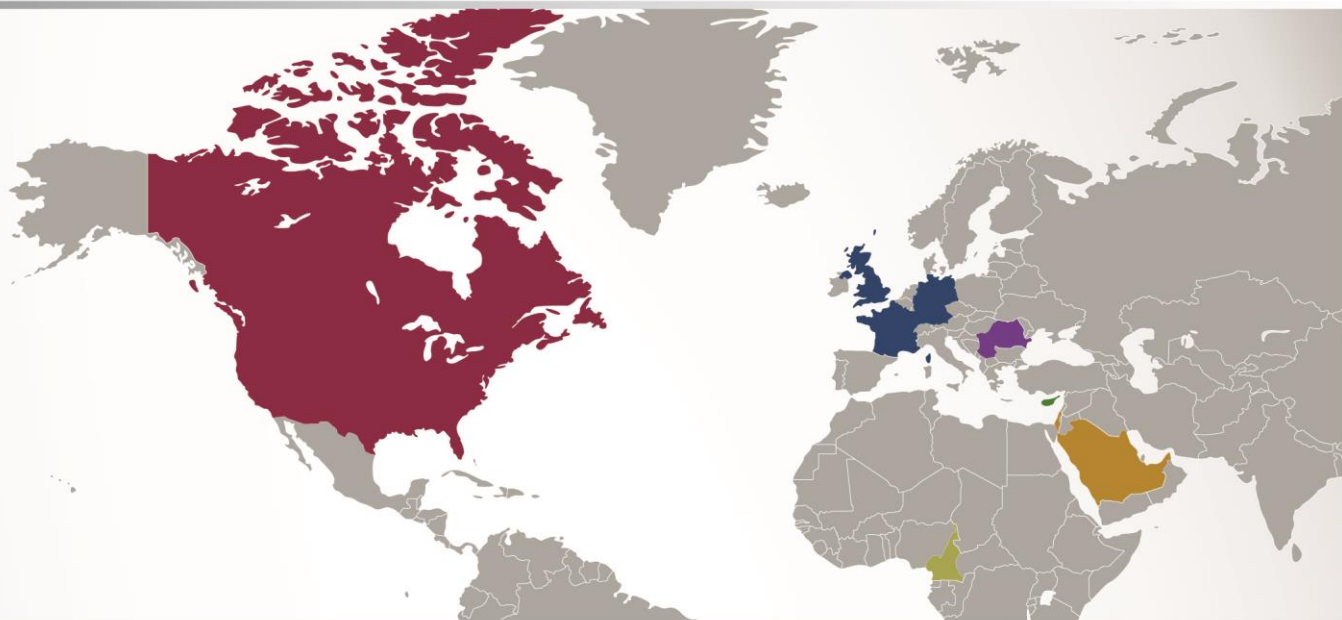
CYPRUS

NORTH AMERICA

USA, Canada

CENTRAL AFRICA

Cameroon



	MENA REGION	N/W EUROPE	S/E EUROPE	CYPRUS	NORTH AMERICA	CENTRAL AFRICA	TOTAL EXPORTS	% TOTAL TURNOVER**
	VALUE IN THOUSAND / NUMBER OF PROJECTS							
2015	2.002K € / 20	34.8K € / 2	0 / N/A	119.6K € / 4	71.3K € / 2	142K € / 2	2.370K € / 30	44%
2016	1.908K € / 22	20K € / 2	0 / N/A	149K € / 6	113K € / 2	0 / N/A	2.190K € / 32	52%
2017	1.970K € / 22	7K € / 1	0 / N/A	119K € / 5	62.8K € / 2	0 / N/A	2.160K € / 30	47%
2018*	151K € / 8	8.65K € / 1	90.2K € / 4	168.1K € / 4	482.2K € / 2	45K € / 2	945K € / 21	30%

* FOR THE FIRST 9 MONTHS & EXCLUDING PROJECTS IN FINAL STAGES OF PRODUCTION

** IN VALUE TERMS



Innovation:

The only undisputable competitive advantage with international appeal

- Facilities of almost 16.000 m² hosting modern, highly specialized glass, metal and wood workshops.
- Our experienced design team safeguards the uniqueness of every customer's project
- The commitment to own production resources, prevents compromise in quality.
- Staying Loyal with ISO 9001 for more than a decade
- ***On-boarding the most challenging and widely recognised safety, insurance and hygiene standards for heavy duty/special purpose professional equipment, the ETL Certification Mark.***
- Aspiring to become well established in the North American markets, on the back of the most widely accepted Certification.





Drakoulakis

S H O P F I T T I N G S

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THANK YOU!

