



# ***Agrofood Newsletter - Greece edition:***

*1st June 2020*



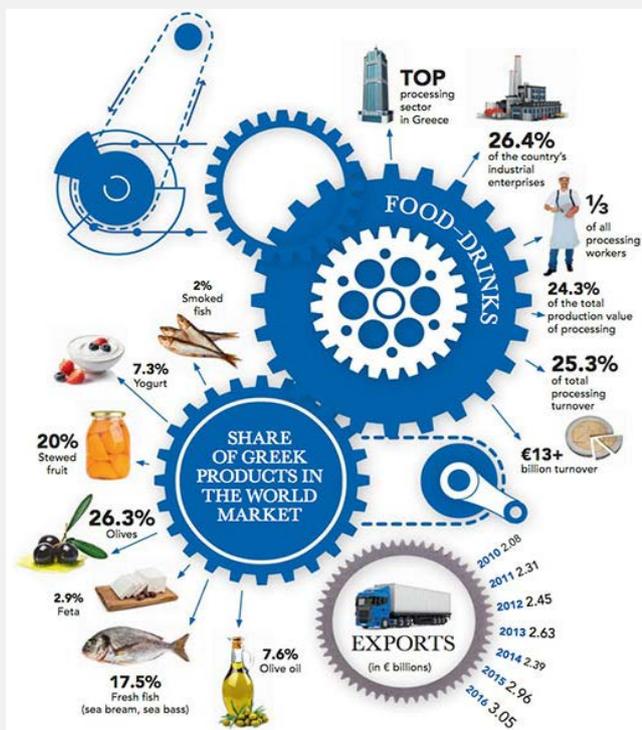
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## 1. GREEK FOOD AND AGRICULTURE

### 1.1 Investing in the Greek Food and Agriculture sector



Greek food and agriculture have traditionally been one of the major export sectors for Greece, with a strong presence in the European and a growing presence in the US food markets. From olive oil to flour products, honey to processed meats and ready meals, Greek companies have leveraged the competitive advantages offered by Greek primary production in order to competitively enter and remain in global markets, making food and agriculture one of the most dynamic and high-growth sectors in Greek manufacturing.

It is also an area where Greek companies have managed to innovate and differentiate themselves, both in terms of the product but also in terms of packaging. Over the past 10 years, there are several examples of companies in the food sector who have achieved significant market shares abroad by leveraging the combination of traditional Greek ingredients and innovative marketing and packaging.

Over the next years, the food & agriculture sector in Greece is expected to be a significant contributor to GDP growth and value added, driven by several key market trends and competitive advantages:

- The recent shift towards organic, natural ingredients in the Greek agriculture sector which are highly regarded and can command a greater premium and value added
- The prevalence of the Mediterranean Diet, as a premier paradigm of healthy, natural eating across the world
- The key drivers of health, ethics, physical fitness and pleasure that affect consumer preferences in developed economies



- The increased drive for self-sufficiency and food safety
- The potential for clusters of innovation and R&D in several specialized Greek food supply chains, combining EU funding, the work of research and academic institutes and the interest of industrial champions in the application of new technologies

Given the above environment, Greek food manufacturers can take advantage of their smaller scale, access to high-quality inputs and traditional Mediterranean positioning to differentiate from the global food manufacturers and gain market share value-added product segments and higher price points.

Driven by the above opportunities, there are several major Greek and international investors already looking to improve the competitiveness of the Greek food sector, by consolidating smaller holdings, shifting production to higher-value crops and investing in innovative production and packaging technologies.



Many multinationals are enjoying the benefits of being based in Greece. Giants such as Mondelēz, Lays, Barilla, Cadbury, General Mills, Friesland Campina, manufacture a wide range of products and find that local and regional markets are receptive to new product lines as well as established favorites.

Greece's food and beverage companies have created a large sales and distribution network in Southeast Europe, a strength that is reinforced by the dynamism of the Greek enterprises operating in the region. Topping the list of products exported are vegetables, fruits, olive oil, dairy products, fresh seafood, canned fruits, olives, raisins, wine, and tomato products. More recently, Greek food and beverage companies are rapidly penetrating higher-growth markets such as the US, China, Russia and Western Europe.

There is abundant opportunity to create value added in many product categories, especially as the global interest in healthful foods, snack foods, and convenience foods continues to expand. Honey and nut-based snacks, pasta products, marmalades and pickled goods, as well as novel seafood and meat products demonstrate a significant potential in numerous markets. And as consumption of olive oil grows, Greece is ideally positioned to respond in this sector as it is the third largest producer of olive oil in the world.

### 1.1.1 Why Greece



Brand value / positioning - Greek diet is regarded as a pre-eminent example of Mediterranean diet, which has been globally accepted as one of the healthiest and most nutritional

Geography and climate conditions – Greek geography and climate can sustain some of the most diverse, high-quality natural raw materials and produce, including such exotic ingredients as saffron and truffles

Traditional high-quality ingredients – Greece has a number of recognizable POP or other local ingredients and foods whose quality is recognized by some of the greatest Chefs in the world

Specialized know-how and expertise – agriculture and food production is a traditional Greek occupation, which has led to a significant amount of food research departments, agricultural schools, trained food technologists and chemists, and skilled farmers.

Research and Innovation - Greece's universities and research institutes focus heavily on providing assistance to the food and beverage industry. A number of highly specialized research centers such as the University of Thessaly, the Food Industrial Research & Technological Development Company (ETAT), the Institute of Agrobiotechnology and the Institute of Aquaculture, assist manufacturers and processors in developing innovative solutions to meet the needs of today's marketplace.

### Key investment opportunities

- Repositioning and consolidation of primary food production using new technologies (hydroponics, greenhouses etc.) and high-value crops
- Participation in the growth and consolidation of smaller, organic producers with strong export potential
- Investment in the packaging, export and marketing of traditional staples of Greek diet such as olive oil, herbs and aquaculture
- Investment in boutique and niche market goods, leveraging the abundant high-quality raw materials, the EU-level production standards and the competitive operating costs
- Development of high-value product lines based on the global “Mediterranean Diet” trends and the exploding organic food sector
- Investment in mass-market food production for private-label or branded use, taking advantage of Greek access to the emerging growth markets of Southeast Europe where Greek F&B companies have developed an extensive production and distribution network
- New product development, production and distribution based on the R&D facilities and know-how of Greek research centers and the familiarity of Greek consumers with international food products, brands and tastes



### 1.1.2. Food and Agriculture subsectors

#### ***Agricultural production / organic foods***

Primary agricultural production has been a major export sector for Greece in the past, with Greek fruit and vegetables being consumed in several international markets. Despite the small lot size, the Greek agriculture sector has maintained a positive trade gap in a wide range of agricultural products such as tomatoes, kiwis, oranges etc., which are traditionally products with stable prices and rising demand.



The current state of affairs is shifting more people towards high-quality farm production and export, and shifting farmers to more sophisticated, export-focused, higher-

value crops. This is driven both by the Greek Government, which views food exports as a significant opportunity, and also by local farmers’ co-operatives which are improving their know-how and entrepreneurial skills and helping farmers modernize their means of production.

The role of private investors in this process can be significant, since they can provide capital but also know-how and market access to Greek producers in order to maximize their value added and their competitiveness in the European markets.

There are several specific sectors that show potential for increased returns in terms of production capacity. Most notably, there are several types of crops which are considered “export engines” (e.g. grapes, oranges, peaches, nectarines, kiwis) and which can all meet European and global demand with the appropriate standardization and quality control. Also, a major area of value is organic food production, which is highly sought after and commands a significant premium in key western markets.

### ***Greek specialty foods***

Greek specialty foods include a variety of products, ranging from high-value niche products (Chios Masticha, Kalamata olives, Greek Saffron, Aegina pistachios) to widely available categories which are endemic to the Greek diet (e.g. **Greek yoghurt, olive oil, honey**) to Protected Designation of Origin Status (PDO) products only found in Greece.

These products form the spearhead of an upgrading of the Greek food production, having significant export potential and high value added in the international markets. Investment opportunities exist in several key areas:

- Consolidation and upgrading of their supply chain to ensure supply chain efficiency
- Development of innovative end products around these high-value crops
- Marketing and sales capabilities in order to penetrate developed markets and ensure market access
- The combination of local production and know-how with such investments can generate high returns for the investor interested in pursuing strategic investments within this specialty sector



### ***Aquaculture***

Although aquaculture is a relatively specialized sub-segment of food production, it is a rapidly growing sector of the Greek economy – and one where Greece can leverage its competitive advantages and already is a major international exporter.

In Greece, approximately 90% of the sector's value is driven by two main fish products, seabass/seabream, in which Greece holds a dominant position in the global markets. Greek aquaculture production is known for its product quality and has enormous further growth potential if it invests in more capacity, economies of scale and cost-improvement initiatives.



Fish farming holds a leading position in Greece's Food industry and it is a top industry sector in the EU characterized by strong market consolidation. Investing in the consolidation and expansion of aquaculture facilities and the improvement of competitiveness, operating efficiency and market access can yield significant returns for this sector based on its growth potential and existing market positioning.

### ***Olive Oil***

Greek olive oil is recognized as very high-quality, driven by the natural environment and production values of Greek oil producers. There are literally hundreds of local varieties and tastes, including a number of organic producers which are positioning in the global high-value market with specialty and luxury oils.



Greek Olive oil and oleaginous products are amongst the most famous agricultural products of the country, with co-ops, companies and the Greek State geared towards furthering the national export potential. Greek companies have established significant brand recognition and international distribution networks, whilst investments in market consolidation, processing, R&D, product differentiation, improved packaging, and more concentrated production output can further expand an already

blossoming industry and yield significant returns.

Further information:

<https://www.enterprisegreece.gov.gr/en/invest-in-greece/sectors-for-growth/food-agriculture>

### 1.1.3 Krokos Kozanis PDO



Krokos Kozanis PDO or Greek saffron is known for its particularly high quality colour and strong flavour. Used for various purposes, the harvesting, drying and packaging is done according to a very specific know-how that can be traced back to ancient times.

#### History and origins

The crocus (or krokos flower) that produces saffron was already harvested during the Minoan period (from 2,600 to 1,100 BC). The 'Saffron Gatherer', a painting dating back from 1,600 BC, shows a young woman gathering saffron, reflecting its importance already at the time.

In addition, krokos, the flower and the saffron itself, is referred to in the earliest texts of literature such as Homer or the Old Testament, as well as in Greek mythology. Hermes (son of Zeus, messenger of the gods, god of trade...) was playing disc with his good friend Krokos, a young mortal. However, the Greek god fatally hit Krokos in the head. As he fell to his death, three drops of blood fell in the centre of a krokos flower, forming the three stigmas, which constitute the saffron.



#### Ingredients and production



Today Greek saffron comes exclusively from the Kozani region. Cultivation in that area dates back from the 17th century, offering a unique combination of specific climatic and soil conditions (drained soil of medium fertility with a warm temperate climate), paired with the specialist knowledge on growing and harvesting the plant results in a product of high quality.

Krokos flowers begin to appear mid-October for 20 to 25 days. The harvesting consists in picking up the flowers by hand from sunrise almost to sunset, delicately piling them into aprons or baskets.

The picked flowers are then put on a special table, and with the help of an electric fan, the stamens and stigma are separated from the rest of the flower. The most important and delicate part is the drying, requiring great care and skill. If not done properly, the quality and distinctive properties of the spice can be altered.

The fresh stigmas are laid out in thin layers on frames with a silk base. These are then put in well-ventilated heated rooms. This work, all done by hand, lasts between 20 to 60 days. Once dry, the stamens need to be sorted and cleaned, and put in containers for delivery at the cooperative.

All this work should be finished by the end of March.

Once delivered at the cooperative, the saffron is checked especially for the moisture level due to the danger of fungal proliferation, which could then deteriorate the product. The moisture level should not be greater than 8 to 11.5%. Additional checks are needed to ensure that there are no foreign material or to see if the quantity of pollen is not too high.



Once it has passed all the checks, the saffron is packed. When used as seasoning, it is usually packed in one, two, four and 28 grams. However it can also be sold in smaller quantities in powder form – from 0.25 to one gram.

Mainly used in cooking, saffron can be used in small quantities due to its powerful flavour. It is often used to perfume rice, and to accompany fish or chicken for example. Nonetheless, its distinctive coloring power, particularly strong for Krokos Kozanis, enables it to be used in the production of paint or dyeing clothes.

Due to its therapeutic attributes, it can also be found in cosmetics or pharmaceutical products.



### 1.1.4 Northern Greece World Leader in Peach Industry

The Greek fruit canning industry has its roots in the foundation of the first peach canning factory in 1958, in Naoussa, Central Macedonia. It became predominantly export - oriented during the 70s. Since then, it has managed to maintain and increase its competitiveness through definitive events like the accession of Greece to the EU and the Eurozone or the Greek financial crisis, but also through major shifts in consumption and production trends. Both resilient and agile, the industry is responsible for about 40% of global world exports of canned peaches.



Today, the main assets that our industry's history has bestowed upon us is an open and extrovert mentality, complemented by our determination to always invest in the latest technology and the strictest quality control and environmental protection, while building long-term relationships with the local farmers who supply us with the best fruits. That is why we can look to the future with optimism and confidence.

Further information: <http://www.eke.com.gr/>

### 1.1.5 Crete

Crete is the largest and most populous of the Greek islands, and the fifth largest island in the Mediterranean Sea, after Sicily, Sardinia, Cyprus, and Corsica. It bounds the southern border of the Aegean sea. Crete lies approximately 160 km south of the Greek mainland. It has an area of 8,336 km<sup>2</sup> and a coastline of 1,046 km. The Gross domestic product (GDP) of the region was 9.4 billion € in 2018, accounting for 5.1% of Greek economic output. GDP per capita adjusted for purchasing power was 17,800 € or 59% of the EU27 average in the same year. The GDP per employee was 68% of the EU average. Crete is the region in Greece with the fifth highest GDP per capita. (Source: [Wikipedia](#))





In 2018 the volume of exports of Cretan Agrofood products is up to 248.400.000 € and represents 57% of the total Cretan exports which is up to 435.300.000 €. (Source: Exporters' Association of Crete)

The economy of Crete is predominantly based on services and tourism. However, agriculture also plays an important role and Crete is one of the few Greek islands that can support itself independently without a tourism industry. The economy began to change visibly during the 1970s as tourism gained in importance. All three sectors of the Cretan economy (agriculture/farming, processing-packaging, services), are directly connected and interdependent. The island has a per capita income much higher than the Greek average, whereas unemployment is at approximately 4%, one-sixth of that of the country overall. (Source: wikipedia).

## Main Agrofood products

### Olive Oil

As in many regions of Greece olive groves are significant.

In Crete there are about 35.933.000 olive trees and olive groves and cultivated land is more than 1.900.000 stremas which represents 65% of total cultivated land.

Crete produces 120.000 tons of olive oil which represents 40% of Greek olive oil production. In 2018, 45.280 tons of Cretan olive oil were exported. Every family in Crete owns approximately 150-200 olive trees, so most of cultivation works are executed by the owners themselves. According to official international statistical data, each Cretan consumes more than 35 liters of olive oil annually – more than any other population group in the world. (sources statistics.gr, Exporters' Association of Crete).



### Wine

Crete hosts one of the largest vineyards in Greece, in terms of both size and production. 183.846 stremmas are cultivated and 40.539 tons of grape must are produced (2017).(source statistics.gr) In Crete there 11 indigenous varieties of wine: Vilana, Vidiano, Dafni, Thrapsathiri, Kotsifali, Liatiko, Malvasia Di Candia, Mandilari, Moschato Spinas, Plito and Romeiko)



### Dairy Products



As in Crete live more than 2.300.000 sheep and goats, dairy products are very significant in the Cretan diet Mizithra, Anthotiros, Kefalograviera, Kefalotiri, and Staka are some of the varieties of Cretan Cheeses. (source statistics.gr)

### Spices and Herbs

In Crete there are more than 2.000 kinds of spices and herbs. Rosmarinus Officinalis, Origanum dictamnus, Salvia officinalis, Origanum majorana, Origanum vulgare are just some of the most known.





## 2. MATCHMAKING EVENTS & COMPANY MISSIONS

### 2.1 [AGROTICA](#)

[January 2021 dates to be announced] (Thessaloniki, Greece)

AGROTICA is one of the largest exhibition brands in the agricultural sector in the Balkan and the European markets, and over the past 28 years it has been operating, it has become the leader in its field. It attracts participation from 46 countries, has an exhibition coverage of 41,000 square meters, and gathers experts in global agricultural technology from the entire spectrum of agricultural entrepreneurship.



### 2.2 [EXPOTROF](#)

29-31 January 2021 (Athens, Greece)

EXPOTROF is known as the Greek fine food exhibition. It hosts both professionals from the premium sector of food and beverages in Greece, as well as aficionados of fine food and Greek gastronomy. Its aim is to put quality Greek products in the spotlight. Through innovative suggestions, lucrative business meetings, and an impressive variety of culinary events it promotes major Greek producers and their products.



### 2.3 [DETROP BOUTIQUE](#)

[dates in February 2021 to be announced] (Thessaloniki, Greece)

DETROP BOUTIQUE aims to highlight the best delicatessen products and foods, both in terms of quality and in terms of the production methods of small Greek producers. It promotes Greece's culinary culture to domestic and international buyers, while targeting retailers and wholesalers, supermarket dealers, hotels and restaurants, as well as delicatessen shops, organic products shops, and bakeries. It is held in parallel with ARTOZYMA, the bakery and pastry exhibition.



### 2.4 [ARTOZYMA](#)

[dates in February 2021 to be announced] (Thessaloniki, Greece)

ARTOZYMA is a renowned international exhibition for Bakery, Confectionery, Machinery, Equipment & Ready-made Products. It is held in conjunction with the DETROP BOUTIQUE Food and Beverages Exhibition and showcases the latest trends in the bakery and confectionery sector.



### 2.5 [ARTOZA](#)

25-28 February 2021 (Athens, Greece)

With a legacy of 30 years of success behind it, ARTOZA has become the ultimate trade show for the bakery and pastry industry in Greece. Its aim is to present through its exhibitors and the interesting program of the special events, all the new products, innovative equipment, trends, developments, ideas, solutions, marketing services, digital suggestions that will enhance the operation of bakery and pastry shops, the quality of the product served and will increase their customer base and sales.



### 2.6 [FOOD EXPO](#)

6-8 March 2021 (Athens, Greece)

FOOD EXPO is the leading Food & Beverage trade show in Southeast Europe and one of the most significant of its kind in the world. And it has achieved this level of success in only 7 years. It is the meeting point for more than 75,000 professionals from organized retail and wholesale, as well as the foodservice sector, and is considered to be the central platform for the international food industry interested in Mediterranean products.





## 2.7 [OENOTELIA](#)

6-8 March 2021 (Athens, Greece)

Confirming its character as a truly international exhibition of wines and spirits, OENOTELIA brings together all the wine professionals of the domestic market with dozens of important buyers from

abroad. A significant number of wine and spirits producing and marketing enterprises from every traditional grape-growing region are expected to participate in OENOTELIA 2021, presenting a panorama of Greek vineyards, along with selected imported labels from Europe and the New World. Both Greek and foreign visitors will thus be able to get an overview of the Greek vineyard and look for those labels that fit their businesses and their target audience.



## 2.8 [FRESKON](#)

15-17 April 2021 (Thessaloniki, Greece)

FRESKON is a Fresh Fruit and Vegetable Trade Event which has focused on developments in the fresh produce sector for the last six years, making it the largest meeting of producers and international retail groups, and domestic and international transporters in Southeastern Europe. FRESKON aims to promote the quality of Greek production, to broaden international collaborations, and to increase fresh fruit and vegetable exports. During the event, participants have the opportunity to come into contact with representatives from major international supermarkets chains, commercial businesses, and distribution company-networks.



## 2.9 [BIO FESTIVAL](#)

7-9 May 2021 (Athens, Greece)

BIO FESTIVAL is a new premium festival focused on organic products and healthy life. A significant festival for bio products and eco-living. Professionals have the opportunity to learn about trends and developments in the industry, while consumers can gain a better knowledge and insight into organic food and the general bio culture. At a time when organic products are increasingly conquering consumers and gaining a prominent position on the shelves of supermarkets and retail outlets as well as on the menus of food service companies, BIO FESTIVAL aims to become the biggest commercial forum and the ultimate benchmark for the industry's professionals and consumers.



## 2.10 [FOODTECH](#)

13 - 15 November 2021 (Athens, Greece)

FOODTECH is an international trade show, which targets the production, packaging and handling technologies of Food & Drinks. It will be held at the Metropolitan Expo, the largest and best exhibition center in Greece. At FOODTECH, thousands of food and beverage professionals will gather to make deals and form partnerships. It is an internationally-oriented trade show, a meeting point in Southeast Europe for hundreds of Greek and international exhibitors and a real pole of attraction for thousands of trade visitors from Greece and global target markets.



## 3. BUSINESS OR TECHNOLOGY OPPORTUNITIES

### 3.1 Business offer on Greek Saffron as well as herbal teas with Greek Saffron



Greek company operating in the fields of production and trading of packed and bulk, organic and non organic, Greek saffron, as well as the production and trading of herbal teas with Greek saffron at local and international markets, is looking for trade intermediary services (agents, representatives or distributors) to disseminate the products abroad. Moreover the company offers subcontracting and outsourcing activities. The company looks for importers or distributors specialized in the following segments: Delicatessen, organic products, pharmacies, super markets, HORECA, airliners.

Saffron contains substances, which are measured objectively at laboratories. According to test results, saffron ranked at 4 quality categories, which influence selling price. One type of saffron is cultivated around the world so quality comparison of different saffron origins is easy. Quality certificates accompany the product each year.

Krokos Kozanis has only one quality level. This year the company scored 282 points of colouring power vs the 190 points of min. value accepted for best quality according to ISO 3632 TS test used around the world for measuring saffron's quality.

This saffron is cultivated only in one area in Greece, Kozani.

Contact: [skellidis@anko.gr](mailto:skellidis@anko.gr)



### 3.2 Food & Water scientific analysis offered.

A Scientific Laboratory located in Ioannina, active in the EU market, offers its services to EU food and water companies. Their activities are mainly concentrated on the field of chemical and microbiological analyses covering a big range of samples (non-human), such as Water (potable, surface, swimming, sea, bottled), Wastewater and sewage sludge, Food intended for human consumption (i.e. meat, fish, pastry, milk and dairy products, oil, honey), Carcasses, Animal feed and agricultural products, Animal feces and environmental samples in primary production stage (boots, dust e.t.c.), Surface and air samples for the hygiene checks of all types of food industries, Packaging materials for food products, Soil.



The company also organizes and design a variety of projects and studies such as:

- Quality Management of Products and Services (according to ISO 9001)
- Food and Safety Management (according to ISO 22000)
- Environmental Management (according to ISO 14001)
- Occupational health and safety [management systems](#) (OHSAS 18001)
- BRC, IFS

Contact: [a.zerva@cci-ioannina.gr](mailto:a.zerva@cci-ioannina.gr)

### 3.3 Offer of certified Organic Honey.

An Organic Beekeeping company, produces unprocessed organic apiarian products like honey, beeswax, propolis and pollen.

Its honey is packaged and standardized in a modern packing plant certified by ISO:22000 and HACCP.



Its Product range is: Organic Fir Honey, Organic Fir and Herbs Honey, Organic Oak Tree Honey, Organic Chestnut Honey, Organic Pine Honey, Organic Arbutus Honey, Organic Sage Honey, Organic Multifloral Honey, Organic Heather Honey.

The company stood out in National Competitions for Organic Products for 3 consecutive years, winning Gold and Silver medals for many of its products.

The company has participated in Trade Fairs and B2Bs focusing on Bio products, throughout the world.

They are mainly interested in bio-food distributors, bio-shops, hotels, etc., for the promotion of our products.

Contact: [a.zerva@cci-ioannina.gr](mailto:a.zerva@cci-ioannina.gr)

### **3.4 Offer of flexible packaging solutions for diverse categories (e.g home, food, beverages, personal care etc.)**

A leading company in Greece produces flexible packaging solutions for diverse markets and categories such as home, food, industrial, beverages, personal care, etc. The company is a one-stop facility for customers: do blown film extrusion, slitting, lamination, printing and converting in-house. It produces bags from polyethylene and also from biodegradable material. It has invested in cutting-edge innovation and equipped its R&D Development Center with a state-of-the-art facility in order to offer its customers best solutions.

Contact: [minadaki@praxinetwork.gr](mailto:minadaki@praxinetwork.gr)

### **3.5 Offer of nuts and dried fruits.**

Greek company trades nuts and dried fruits since 1975. The company is importing raisins, dates, almonds, walnuts, cashew, peanuts and many others. It is also exporting some Greek nuts and dried fruit like pistachio, almonds, figs, currants and raisins. The company is currently looking for cooperation with local nut traders, distributors and nut retails shops.

Contact: [minadaki@praxinetwork.gr](mailto:minadaki@praxinetwork.gr)

### **3.6 Offer of health supplements**

BOGR20190412001: A Greek producer of health supplements made from herbal oil extracts seeks distributors or commercial agency agreements in Europe.

Contact: [stavrou@sbe.org.gr](mailto:stavrou@sbe.org.gr)



### **3.7 Research of partners or specialised food packaging companies**

RDGR20190415001: The Faculty of Veterinary Science of a Greek university seeks aquaculture research partners or specialised food packaging companies from Norway or Iceland to participate in a Business Innovation Greece funded pilot programme aimed at using Modified Atmosphere Packaging (MAP) and also testing other techniques in order to significantly improve the shelf life of sea urchin caviar.

Contact: [stavrou@sbe.org.gr](mailto:stavrou@sbe.org.gr)

### **3.8 Search of partners active in aquaculture research**

RDGR20190405001: The Faculty of Veterinary Science of a Greek university seeks partners from Norway that are active in aquaculture research or production to contribute their know-how / expertise to a project to be submitted to the Business Innovation Greece funding programme. The proposal aims to implement a pilot test for breeding wrasse, otherwise known as cleaner-fish, in the Mediterranean region for use in environmentally-friendly parasite control in fish farming.

Contact: [stavrou@sbe.org.gr](mailto:stavrou@sbe.org.gr)

### **3.9 Offer of cold pressed juices of pomegranate and apple Pilafa (DOP).**

A family owned company which produces, stores and distributes fruit and food since 1969. The company is situated in Peloponnese and its cooperating farms extend all over Greece. The products



and services are certified with the national and international legal procedures, including the HACCP and the GLOBAL GAP.

The main products are cold pressed juices of pomegranate and apple Pilafa (DOP) 100% natural freshly squeezed fruits, not from concentrates, no sugar and water added.

Contact: [tzanetopoulou@arcadianet.gr](mailto:tzanetopoulou@arcadianet.gr) , [een@enterprise-arcadia.gr](mailto:een@enterprise-arcadia.gr)

### **3.10 Offer of organic bee remedies**

A family owned company revolutionizes the Organic Industry by providing the World's First ORGANIC BEE REMEDIES. Their product range expands in: Premium Triple Certified Organic Honey, Organic Propolis Skin BALMS, Antioxidant Dermocosmetics.

The company has been awarded as "The Most Antioxidant Dermocosmetics WORLDWIDE", after continuous clinical and in-vivo test, compared with Top Brands of Global capacity. Their patented formulations provide truly ANTIOXIDANT – ANTI POLLUTION – ANTIAGING skin benefits due to the optimal usage of the purest organic bee ingredients.

The products are more than an exciting expression of scientific innovation as they create a highly engaging visual impact that triggers consumers' interest. Innovation is the core element of what we are doing across all functions, including NPD, Science, Industrial Design, Packaging and overall Communication.

Contact: [tzanetopoulou@arcadianet.gr](mailto:tzanetopoulou@arcadianet.gr) , [een@enterprise-arcadia.gr](mailto:een@enterprise-arcadia.gr)

### **3.11 Offer of natural cosmetics**

A Greek company founded in 2014 is specialized in manufacturing natural cosmetic products. All products are manufactured using active, natural ingredients. The company addresses to women ageing 25-70 years old and its range of products includes face and body oil with a patent of ozonated olive oil. The company is interested in expanding its market internationally by identifying international business partners interested in representing its products under commercial agency agreement.

[BOGR20200214001](#)

Contact: [minadaki@praxinetwork.gr](mailto:minadaki@praxinetwork.gr)

### **3.12 Offer of anchovy and sardine fillets**

With valuable experience and knowledge of three whole generations in the area of fisheries, this pioneering company created a modern integrated production and marketing unit for anchovy and sardine fillets. The most stringent hygiene standards and innovative technology apply in the company's facilities. The filleting process is affected through highly specialized equipment.

The company's main products are: Cured Anchovy Fillet, Marinated Anchovy Fillet, Marinated Anchovy Fillet with Garlic, Marinated Sardine Fillet, Marinated Sardine Fillet with Garlic, Smoked Sardine Fillet, Smoked Sardine Fillet with Ground Red Pepper & Smoked Sardine Fillet with Ground Mild Red Pepper.

Contact: [tzanetopoulou@arcadianet.gr](mailto:tzanetopoulou@arcadianet.gr) , [een@enterprise-arcadia.gr](mailto:een@enterprise-arcadia.gr)

### **3.13 Offer of herbal teas using organic, adaptogenic herbs**

Company specialised in the production of luxury herbal teas using organic, adaptogenic herbs seeks distributors in Europe.

The company seeks other such collaborators, primarily from the EU member states but also from third countries for a wider distribution of their products through a distribution services agreement.

[BOGR20181009001](#)

Contact: [vasilaki@ekt.gr](mailto:vasilaki@ekt.gr)

### **3.14 Offer of organic luxury multi-awarded herbal teas/infusions**

Women-led company selects the finest quality organically farmed Greek products with exceptional taste and fragrance. The products come with highly creative contemporary branding and unique, engaging presentation packs that turn preparation of aromatic herbal drinks into a ritual. Each pack contains biodegradable filters with wooden sticks that permit optimal extraction of flavours and aromas during brewing.

Contact: [vasilaki@ekt.gr](mailto:vasilaki@ekt.gr)



### 3.15 Offer of premium organic cosmetics suitable for homeopathy

Women-led company has developed organic skincare products made from effective combinations of ingredients. Products are 100% natural and vegan, coming from Greek plants and herbs, making use also of residues of food processing, contributing to a circular and sustainable economy.

Products are suitable for homeopathy; certified as cruelty free by Leaping Bunny International; free from chemical preservatives, parabens, silicones etc.; and have sustainable packaging.

[BOGR20200129001](#)

Contact: [vasilaki@ekt.gr](mailto:vasilaki@ekt.gr)

### 3.16 Offer of certified vegan delicacies

Women-led company has developed high quality delicacies in cooperation with Greek University which are meat-free and can serve as meat substitutes. Products include vegan meatballs, burger, nuggets, gordon bleu and kebab.

The company has been offering for many years now other vegan “traditional” products such as frozen arancini, falafel.

Company seeks distributors in all EU countries and does not exclude cooperation with third countries.

Contact: [vasilaki@ekt.gr](mailto:vasilaki@ekt.gr)

### 3.17 Offer of extra virgin olive oil, organic olive oil and olives.

A Greek olive oil processing and producing company, based on Crete, offers its organic and extra virgin olive oil and olives under distribution services agreements in European countries and USA. The company carries out all the production process phases, from the harvest to the packaging, processing local varieties (Coroneiki and Tsounati) of olives grown at grows in Messara area. The company is interested in partners already introduced in the HoReCa sector.

[BOGR20190206001](#)

Contact: [kalianis@katartisi.gr](mailto:kalianis@katartisi.gr)

### 3.18 Greek company, based on the island of Crete, specialized in production, trade and exporting of extra virgin and organic olive oil seeks for distributors and agents from all over Europe and Japan.

The company is based in Heraklion of Crete in Greece, and is specialized in producing, trading, and exporting of extra virgin olive oil, extra virgin olive seasoned with herbs and organic olive oil in an acidity of up to 0.3% and in big variety of packaging. Company’s portfolio includes PDO Messara, Viannos, Peza and Sitia extra virgin olive oil, olive paste, balsamic vinegar and balsamic vinegar with thyme honey, marmalade, honey, olives. The company is looking for agents and distributors.

[BOGR20181212001](#)

Contact: [kalianis@katartisi.gr](mailto:kalianis@katartisi.gr)

### 3.19 Greek artisan food company is looking for delicatessen trade intermediaries abroad



A family run Greek artisan food company produces tasty handmade products as pastes, pâtés and sauces with sweet red Florina pepper and 100% fruit spreads with concentrated grape juice with no added sugar or pectin. The products are of excellent quality and high nutritional value using 100% natural ingredients.

The company has also turned to the production of **organic** spreads in various flavours such as

blueberries, strawberries, pomegranate and mashed apple, peaches, kiwis, fresh plums with orange as well as tangerines. All 100% organic fruit spreads are with no added sugar or pectin, concentrated grape juice is used instead. The Greek company requires delicatessen trade agents and / or distributors, in order to expand its operations abroad. Contact: [skellidis@anko.gr](mailto:skellidis@anko.gr)



## 4. BUSINESS IN COVID-19

### 4.1 From spinning machines for the poultry sector, to medical supplies.

A local manufacturer of spinning machines, has expanded her product line to include the manufacture and wholesale of medical and dental instruments and supplies, as well as of pharmaceutical goods. In addition, the company manufactures and distributes Medical equipment-spares – Beds – Medical machines – spinning machines.

Contact: [a.zerva@cci-ioannina.gr](mailto:a.zerva@cci-ioannina.gr)

### 4.2 Leading Greek IT company offers free access to global food safety platform to ensure safe food for all during challenging times

A leading Greek IT company, working for food safety intelligence, offers for free a platform that minimizes the food safety risks in the supply chain. The platform supports the food industry to quickly respond to major health crises like the Covid-19. The company aims to support the food industry experts to navigate through supply chain challenges, as well as helping the production and distribution of safe food on a global basis. Food experts and producers are sought for licence agreement.

Ref. [BOGR20200323001](https://www.bogr.gr/BOGR20200323001)

Contact: [minadaki@praxinetwork.gr](mailto:minadaki@praxinetwork.gr)

## 5. SUCCESS STORIES

### 5.1 Award Ceremony «GREEK VALUE 2019»



For the seventh consecutive year, the Federation of Industries of Greece (SBE) organised the «GREEK VALUE» Award Ceremony, which has established itself as a landmark event / point of reference in Greece, through its reward and promotion of healthy manufacturing companies for their contribution to the development of the country as well as the region in which they are located. The Award Ceremony took place on Tuesday, 10 December 2019, at The MET Hotel in Thessaloniki.

The prizes are awarded by region in the following categories:

#### 5.1.1 REGIONAL EXCELLENCE IN CENTRAL MACEDONIA

DEAS S.A. <https://www.deasolives.gr/>

- Leading company in the Greek olive oil industry, not only in Greece but also abroad.
- It sells its internationally-certified products worldwide through an extensive global sales network, delivering them to customers on all five continents.





## DODONI S.A., AGRICULTURAL DAIRY INDUSTRY <https://www.dodoni.eu/en>



DODONI S.A. is one of the leading dairies in Greece and a market leader in producing P.D.O Feta cheese.

Using 100% of Greek milk and the purest raw ingredients, DODONI S.A. has been creating original dairy products for 56 years, such as the famous feta with the stamp of the company's trademark, yoghurt, yellow cheese and many others that stand out for their rich flavour.

## ROYAL MEDITERRANEAN, TSATSOU LI BROS. S.A. <https://tsatsoulis.gr/>

- 2 production plants, a total of 14.000 m<sup>2</sup> in a total area of 30.000 m<sup>2</sup>.
- Market leader in Greece with over 50% sales share in its category.
- 80% of the turnover comes from exports.
- Presence in more than 30 countries, from New Zealand to Mexico.
- 9.000.000 kilos of fresh vegetables and olives go through its production lines every year.
- 6.000.000 kilos of its best-selling fresh red peppers.
- 10.000.000 jars of Royal Mediterranean products leave its warehouses yearly.
- 300 different product codes.
- 100 different recipes and new recipes developed all the time.



## 5.1.2 REGIONAL EXCELLENCE IN MAINLAND GREECE

### SOYA HELLAS S.A. <http://www.soyahellas.gr/site/?lang=en>



One of the largest Greek industries in the field of food and agricultural raw materials.

It is active in the processing and industrialization of olive seeds, the refining and standardization of seed oils and olive oil, the production and packaging of margarine and vegetable fats, and the production of lecithin, as well as the management, storage and marketing of cereals.

### SEPTEM MICROBREWERY PANAGIOTOU BROS. <http://septem.gr/?lang=en>



The company began distributing its first batch of fresh unpasteurised beer in June of 2009.

Its many production activities are: the extraction of malt, wort separation (lautering), boiling wort and hop addition, brewing of alcoholic beverages, maturation, filtration, packaging.

## 5.1.3 REGIONAL EXCELLENCE IN WESTERN GREECE

### LOUX MARLAFEKAS S.A. <https://www.loux.gr/index.php/en/>

Soft drinks production

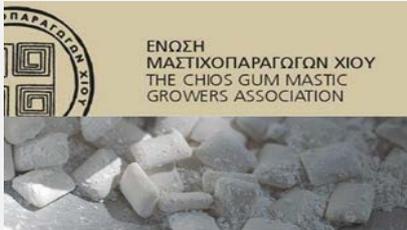
- 100% Greek company, belonging entirely to Greek entrepreneurs.
- The largest soft drinks and juices company in Greece.
- Exports to 27 countries.
- 69 years of tradition with respect to the consumer.
- A turnover of 34.5 million euros in 2018
- With 75,000 points of sale and an extensive network of more than 500 dealers in Greece.





## 5.1.4 REGIONAL EXCELLENCE IN NORTH AEGEAN

**THE CHIOS MASTIHA GROWERS ASSOCIATION** <https://www.gummastic.gr/en/company/entity>



It is the exclusive organisation responsible for the management of Chios mastiha gum production, not only in Greece but also abroad. Today the Association has approximately 4850 members, and is one of the largest organisations in the North Aegean region which produces, packages and sells natural Chios mastiha gum and its by-products (mastiha gum oil, mastiha gum essence, mastiha gum powder, and ELMA chewing gum). Its commercial activity is mainly in exports, with approximately 70% of its annual production being sold on foreign markets.

**HRYSAFI S.A.** <http://www.xrisafi.gr/eng/home>

- Natural authentic Greek cheese products of PDO origin.
- Excellent certified quality.
- Advanced technology and safe products.
- Presence in the largest retail chains in Greece.
- Distinctive product presence in the international market.



## 5.2 SPECIAL AWARDS

### 5.2.1 EMPLOYMENT AND INVESTMENTS

**Agricultural Poultry Cooperative of Ioannina PINDOS** <https://www.pindos-apsi.gr/en/>



- "PINDOS" produces various chicken products: fresh, frozen, ready-baked, organic bred, free-range, 'gyros' and minced, cold cuts and pies.
- Largest primary agricultural cooperative in Greece with over 500 members.
- "PINDOS" products reach 7,000 points of sale.

### 5.2.2 ENVIRONMENTAL EXCELLENCE

**EURIMAC S.A.** <https://www.eurimac.gr/>

- It is a state-of-the-art vertical production pasta company.
- The group owns and operates:
  - 10 rice processing mills
  - 1 soft and hard wheat processing mill
  - 1 vertical pasta production company
  - 8 commercial companies.



## 5.3 PROMOTING CRETAN DIET IN GUESTS OF CRETAN HOTELS

Some years ago, and following the introduction of “All Inclusive” to Cretan Hotels, the quality of food products their guests tasted, had an important decrease.



The supply' needs of Cretan Hotels were mainly covered by imported products. Local producers could not contact the Hotel managers and F&B managers, as there were no established procedure. Heraklion Chamber decided to introduce such a procedure where producers and hoteliers could have b2b meetings and collaborate.



The objective was the introduction of Cretan food products in all Cretan Hotels so as the 5.500.000 tourists visiting the island of Crete could taste local food products and get familiar with Cretan diet.



During the last 8 years Heraklion Chamber organizes a Forum which actually is a brokerage event where producers and hoteliers meet so as to cover food supply needs of hotels with local Cretan food products. The b2b meeting lasts 10 minutes and last year 200 hoteliers, 500 producers participated, and 12.000 meetings took place.

Héraklion Chamber has been awarded from European Enterprise Promotion Awards with Special Mention in 2016 for organising the Pancretan Forum of Hoteliers and Cretan agro-food producers.

## 6. IT'S ALL ABOUT FOOD – CULINARY SPECIALTIES

### 6.1 Chicken Souvlaki with Tzatziki Sauce and Greek Salad

#### Ingredients

#### For the Chicken:

- 5 tablespoons fresh juice from about 3 lemons
- 4 tablespoons red wine vinegar
- 4 tablespoons olive oil
- 2 tablespoons chopped fresh oregano leaves
- 2 teaspoons kosher salt
- 1/2 teaspoons ground black pepper
- 2 pounds skinless boneless chicken breast, trimmed of excess fat and cut into 1-inch pieces
- 4 medium cloves garlic, grated (about 4 teaspoons)



#### For the Tzatziki Sauce:

- 1 medium cucumber, peeled, seeded, cut into 1/4-inch cubes (see note)
- 1/2 teaspoons salt
- 1 medium clove garlic, grated (about 1 teaspoon)
- 1 cup greek yogurt (see note)
- 1 tablespoon chopped fresh dill
- 6 pitas

#### For the Salad:

- 2 tablespoons olive oil
- 6 small tomatoes, cut into wedges
- 2 small red onions, sliced thin
- 1 medium cucumber, seeded and sliced into thin half moons
- 3/4 cups pitted kalamata olives
- 6 ounces crumbled feta
- 1/4 cup chopped parsley



## Instructions

1. In medium bowl, whisk lemon juice, vinegar, olive oil, oregano, salt, and black pepper. Place chicken cubes in a separate medium bowl. Mix in grated garlic and 7 tablespoons of dressing. Toss chicken to coat evenly, cover, and refrigerate to marinate for about 2 hours, tossing occasionally. Set remaining dressing aside for salad.
2. While chicken marinates, make the tzatziki sauce: Place cubed cucumbers in strainer set over bowl. Toss with 1/2 teaspoon salt and let sit to drain, about 30 minutes. Gently pat cucumbers dry with paper towel, place in small bowl, and mix with garlic, yogurt, and dill. Season to taste with salt. Refrigerate until ready to serve.
3. Skewer chicken pieces on 8 to 12 skewers. Discard used marinade. Heat grill or grill pan over medium-high heat. Place chicken skewers on grill (or cook in batches on grill pan) until well browned and internal temperature registers 155° on instant read thermometer, turning evenly to cook on all sides, about 5 minutes total. (Adjust temperature of grill if necessary). Remove chicken to a serving platter and let rest 3 minutes. Meanwhile, briefly grill pitas and keep warm.
4. Just before serving, prepare the salad: Whisk olive oil into reserved chicken marinade. Add tomatoes, onions, cucumber, olives, feta, and parsley. Season with salt and pepper.
5. Serve skewers with salad, pita, and tzatziki sauce. Remove chicken from skewers to stuff into pitas with sauce and salad.

## Tips:

Don't limit your souvlaki to Greek festivals or late night diners. This fresh Mediterranean meal is easy to pull off at home.

## Notes:

Don't skip the cucumber salting step and use Greek yogurt for a thick and creamy tzatziki sauce. If Greek yogurt is unavailable, let regular yogurt drain in a fine mesh strainer lined with cheesecloth set over a bowl or the sink until thick and creamy, about 1 hour. Once you've marinated the chicken, discard the marinade. Whether using an outdoor grill or grill pan, brush the grates or pan lightly with vegetable oil before cooking chicken.

## Enjoy!

## 6.2 Authentic Greek Moussaka

### Ingredients:

- 3 potatoes
- 5-6 tablespoon(s) olive oil
- 1 onion
- 2 zucchinis, medium
- 2 eggplants
- thyme
- salt
- pepper



### For the ground meat:

- 1 onion
- 2 tablespoon(s) olive oil, for sautéing
- 1 clove(s) of garlic
- 3 pinches granulated sugar
- 1/2 teaspoon(s) nutmeg
- 1 level teaspoon(s) cinnamon
- 1 tablespoon(s) tomato paste
- 500 g ground beef
- 400 g canned tomatoes
- salt
- pepper

### For the béchamel sauce:

- 100 g butter
- 100 g all-purpose flour
- 750 ml milk, 3,5%
- pepper, ground
- 1 pinch nutmeg, ground
- 100 g parmesan cheese, grated
- 3 egg yolks



### **Method**

Place a deep pan over high heat. Add the sunflower oil and let it get hot. Peel the potatoes and slice them into thin rounds. Slice the eggplants and zucchini into thin rounds and fry in a separate pan for 5-10 minutes. Remove with a slotted spoon and transfer to a baking pan lined with paper towels. Allow to drain from excess oil.

### **For the ground meat**

Place a pot over high heat and add the olive oil. Coarsely chop the onion and add to pan. Finely chop the garlic and add to pan along with thyme and sugar. Sauté for 2-3 minutes until they caramelize nicely. Add the ground meat and break it up with a wooden spoon. Sauté until golden brown. Add the tomato paste and sauté so that it loses its bitterness. Add the chopped tomatoes, lower heat and simmer for 5-10 minutes until the sauce thickens. Remove from heat and add the parsley and coarsely chopped basil. Season with salt and pepper.

### **For the béchamel sauce**

Place a pot over medium heat. Add the butter and let it melt. Add the flour and whisk until it soaks up all of the butter. Add the milk in small batches while continuously whisking so that no lumps form. As soon as the béchamel sauce thickens and bubbles start to form on the surface, remove from heat. Add the nutmeg, salt, pepper, 100 g parmesan and 3 egg yolks. Whisk thoroughly.

### **To assemble**

Preheat oven to 180\* C (350\* F) Fan.

In a 25x32 cm baking pan, spread a layer of potatoes, cover with a layer of eggplants and top with a layer of zucchini. Season in between layers.

Add 2-3 tablespoons of béchamel sauce to the ground meat mixture and mix. Spread the ground meat over the vegetables.

Cover with the béchamel sauce, spreading it evenly and sprinkle with 50 g of grated parmesan.

Bake for 35-40 minutes.

When ready, remove from oven and allow to cool. Serve with fresh herbs and olive oil.

## **6.3 Kalitsounia - Sweet Cheese Pastries from Crete**

30-36 Pieces

### **Ingredients**

#### **For the Dough:**

- 1/2 cup sugar
- 1 teaspoon baking powder
- 2 3/4 cups all-purpose flour
- 1/2 cup olive oil
- 1/2 cup strained yogurt (unflavored)
- 2 eggs (beaten with a fork)
- 1/4 cup brandy



#### **For the Filling:**

- 1 2/3 pounds fresh soft myzithra cheese (or mascarpone or ricotta)
- 1/2 to 1 teaspoon cinnamon
- 2 tablespoons sugar
- 1 egg yolk
- 1 teaspoon orange peel (grated)
- 2 tablespoons all-purpose flour
- 1 egg (beaten, for glaze)
- Optional: 1 cup olive oil (if frying)
- Garnish: ground cinnamon (for [baked pastries](#))
- Garnish: powdered sugar (or honey, for fried pastries)



### Steps to Make It

Note: while there are multiple steps to this recipe, this sweet cheese pastry is broken down into workable categories to help you better plan for preparation and cooking.

#### Prepare the Dough

1. In a large bowl, whisk the dry ingredients together (sugar, baking powder, flour).
2. Add the oil, mixing with a spoon or hands.
3. Stir in the [strained yogurt](#) and eggs and mix with a spoon until the dough begins to stiffen, adding the brandy to soften the dough as needed.
4. Knead the dough in the bowl for approximately 10 minutes until smooth, and set aside to rest.

#### Make the Filling

1. In a separate bowl, mix the cheese, cinnamon, sugar, egg yolk, orange peel, and flour together until well blended.
2. On a floured surface with a [rolling pin](#), roll a piece of dough out to a thickness of about 1/8-inch.
3. Using a 3 to 4-inch cutter or saucer as a guide, cut out circles. (Alternatively, take a piece of dough the size of an unshelled walnut and roll it out to a circle about 3 to 4 inches across.)

#### To Bake

1. Place a spoonful of the cheese mixture into the center of the circle and spread out close to the edges.
2. Raise the rim of the dough up around the cheese and, with wet fingers, pinch the edges to pull the dough in around the cheese, leaving the center open so the cheese shows. Repeat using all the dough and filling.
3. Place the *kalitsounia* on the baking sheet and brush lightly with beaten egg to glaze.
4. Bake at 350 F for approximately 20 minutes until lightly browned.
5. Sprinkle lightly with cinnamon.

#### To Fry

1. Place a teaspoonful of cheese mixture into the center of the circle, fold the circle over into a half-moon shape.
2. With wet fingers, crimp the edges to close securely.
3. Preheat 1 cup of olive oil over medium heat and fry until golden on both sides.
4. Drain on paper towels.
5. Sprinkle with confectioner's sugar or drizzle with honey.
6. Allow cooling on the baking sheet. *Kalitsounia* will keep well, covered, in the refrigerator.
7. **Serve and enjoy!**



## 6.4 Ann's melomakarona (honey biscuits)

Makes **30** pieces

Drenched in sweet, sticky honey syrup, these traditional Greek biscuits will make your taste-buds melt.

#### Ingredients

- 250ml (1 cup) olive oil
- 80ml (1/3 cup) fresh orange juice
- 1 1/2 tablespoons brandy
- 315g (1 1/2 cups) caster sugar
- 525g (3 1/2 cups) plain flour, sifted
- 1 teaspoon baking powder
- 1/2 teaspoon bicarbonate of soda
- 185ml (3/4 cup) water





- 185ml (3/4 cup) good-quality honey
- 60g (1/2 cup) finely chopped walnuts

### Method

1. Preheat oven to 175°C. Line 2 baking trays with non-stick baking paper.
2. Whisk the olive oil, orange juice, brandy and one-third of the sugar in a large bowl. Add flour, baking powder and bicarbonate of soda. Mix until well combined.
3. Roll tablespoonfuls of the mixture into balls. Place, about 4cm apart, on the prepared trays. Use a fork to flatten. Bake, swapping trays halfway through cooking, for 30-35 minutes or until golden.
4. Meanwhile, place the water, honey and remaining sugar in a medium saucepan over medium heat. Stir until the sugar dissolves. Increase heat to high. Bring to the boil. Boil for 5 minutes or until syrup thickens. Set aside to cool slightly.
5. Remove the biscuits from oven. Pour over the syrup. Set aside on the trays, turning once, for 20 minutes to infuse. Transfer the biscuits to a serving plate. Top with the walnut to serve.

## 6.5 Spanakopita (Greek spinach pie)

### For the Spinach and Feta Filling

- 1 kg chopped spinach, well-drained
- 2 bunches flat-leaf parsley, stems trimmed, finely chopped
- 1 large yellow onion, finely chopped
- 2 garlic cloves, minced
- 2 tbsp extra virgin Greek olive oil
- 2 eggs
- 300 gr. quality feta cheese, crumbled
- 2 tsp dried dill weed
- Freshly-ground black pepper

### For the Crust

- 1 package fillo pastry sheets, properly thawed
- 1 cup extra virgin olive oil, more if needed



### INSTRUCTIONS

1. Preheat the oven to 160C.
2. Before you begin mixing the filling, be sure the spinach is very well drained, and squeeze out any excess liquid by hand.
3. To make the filling: In a mixing bowl, add the spinach and the remaining filling ingredients. Stir until all is well-combined.
4. Unroll the phyllo (fillo) sheets and place them between two slightly damp kitchen cloths.
6. Prepare a 32\*25cm baking dish. Brush the bottom and sides of the dish with olive oil.
7. To assemble the spanakopita: Line the baking dish with two sheets of phyllo (fillo) letting them cover the sides of the dish. Brush with olive oil. Add two more sheets in the same manner, and brush them with olive oil. Repeat until two-thirds of the phyllo (fillo) is used up.
8. Now, evenly spread the spinach and feta filling over the phyllo (fillo) crust. Top with two more sheets, and brush with olive oil.
9. Continue to layer the phyllo (fillo) sheets, two-at-a-time, brushing with olive oil, until you have used up all the sheets. Brush the very top layer with olive oil, and sprinkle with just a few drops of water.
10. Fold the flaps or excess from the sides, you can crumble them a little. Brush the folded sides well with olive oil. Cut Spanakopita only part-way through into squares.
11. Bake in the 160 C heated-oven for 1 hour, or until the phyllo (fillo) crust is crisp and golden brown. Remove from the oven. Finish cutting into squares and serve.

## 6.6 Cretan style snails

### Ingredients

- 1kg snails
- 500ml dry white wine
- 3 cloves garlic, peeled
- 1 bay leaf
- All-purpose flour
- 70ml olive oil
- 150ml good quality vinegar
- 2 tbsp fresh rosemary
- Salt and pepper to taste



### INSTRUCTIONS

Soak the snails in a deep bowl of cold water for 1 hour, throwing out the ones that rise to the surface. Drain and place in a deep saucepan over low to medium heat. Add the wine and enough water to cover them. Then add the garlic and bay leaf and simmer for 20-25 minutes, removing any scum that forms on top with a slotted spoon.

Set aside and let cool in the liquid. Once they have cooled down, drain and sprinkle with coarse sea salt. Have a large bowl of flour nearby. Heat the olive oil in a pan over a high heat before flouring the snails quickly, shaking off the excess flour and placing them in the hot oil so that the shell's aperture is facing down. Fry for 2-3 minutes without moving them. Sprinkle with salt and/or pepper to taste. Add the vinegar and the rosemary, cooking for another 2-3 minutes, without stirring, until the vinegar has evaporated.

Remove from heat and serve immediately

(source [www.greece-is.com](http://www.greece-is.com))

**\* In compliance with the *client satisfaction* rules, should you require additional tips concerning “manufacturing methods”, as well as for other specific requests, please contact the trained and expert Greek EEN - SGA members directly:**

*Kali Orexi!*



## 7. THE GREEK MEMBERS

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*Yanis*



*Evgenia*



*Anna*



*Spyros*



*Varvara*



*Panos*



*Katerina*

## 8. DEADLINES OF THE NEXT NEWSLETTERS

Here you can find the template of the Greek Newsletter to add your contribution.

For the following newsletters, the calendar will be:

- **5th edition: Greece, Deadline 28th of May, publication on 1st of June**
- 6<sup>th</sup> edition: Deadline 30<sup>th</sup> of June, publication on 1st of July
- 7<sup>th</sup> edition: Deadline: 28<sup>th</sup> of August, publication on 31<sup>st</sup> of August
- 8<sup>th</sup> edition: Deadline 30<sup>th</sup> of September, publication on 1<sup>st</sup> of October
- 9<sup>th</sup> edition: Deadline 28<sup>th</sup> of October, publication 2<sup>nd</sup> of November
- 10<sup>th</sup> edition: Deadline 26<sup>th</sup> of November, publication on 1<sup>st</sup> of December
- X-mas / new year's wishes edition: Deadline 16<sup>th</sup> of December, publication on 18<sup>th</sup> December

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Thank you everyone for your hard work!