



ARGOS S.A.

Press Distribution

Transportation & Logistics Company



DistriPress

Seville 2023

24 - 27 September 2023

ARGOS S.A.



- **Founded in 1998**
- **Since 2017, ARGOS operates as the only National Press Distribution Agency in the Greek market. We know our home market and offer experience, knowledge and expertise.**
- **Unique Distributor's Operations & Services Publishing management and Consulting:**
 - **Daily delivery to over 4.000 POS country wide**
 - **Sales-oriented, proven and integrated concepts, market data and standardized processes and procedures.**
 - **Dedicated customer services. Cooperative, fair and solution-oriented dealings with customers.**
 - **Advanced monitoring tools for circulation data**
 - **Retail promotional services / Back issues Services**
 - **Subscription Services**
- **In 2015, ARGOS enters freight transportation sector under the name ARGOS CARGO TRANSPORTATION «ACT»**
- **Building 9.400 sq.m., office area of 1.700 sq.m. 7.700 sq.m. warehouse, returns and picking area**
- **Total Group Revenue 2022: €127m**



PRESS DISTRIBUTION NETWORK



➤ Press Products distribution network: 4.000 POS

- Athens 2.400
- Provinces 1.600

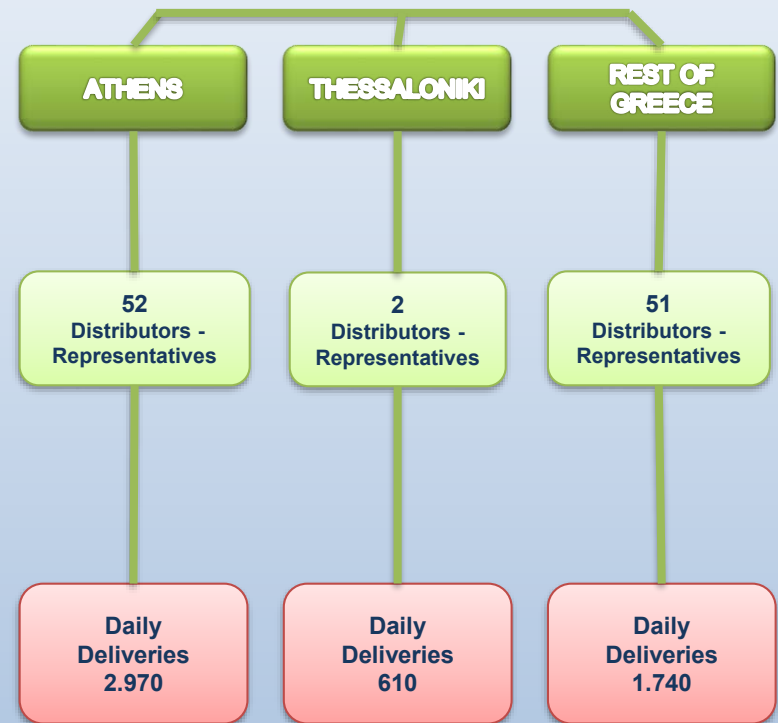
➤ 105 Distributors

➤ Fleet of 80 owned trucks

➤ Distributor's Fleet of 400 Vans and Trucks

➤ 250 employees

➤ Distribution coverage average 30.000 km daily



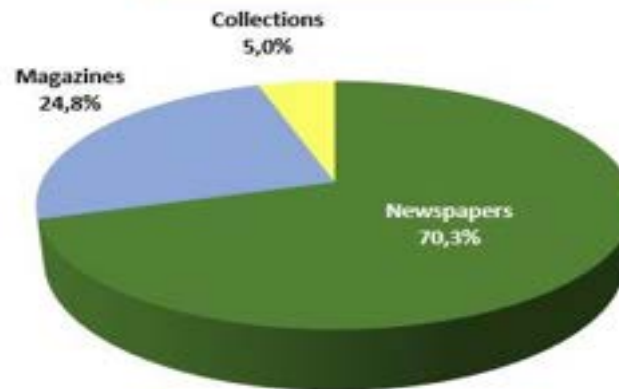
CIRCULATION VOLUMES DISTRIBUTED per year



CIRCULATION VOLUMES 2022
Newspapers - Magazines - Collections

| PRESS | Distribution | Market Share |
|---------------|--------------------|----------------|
| | 2022 | % Distribution |
| Newspapers | 102.301.298 | 70,3% |
| Magazines | 36.045.258 | 24,8% |
| Collections | 7.235.993 | 5,0% |
| Totals | 145.582.549 | 100,0% |

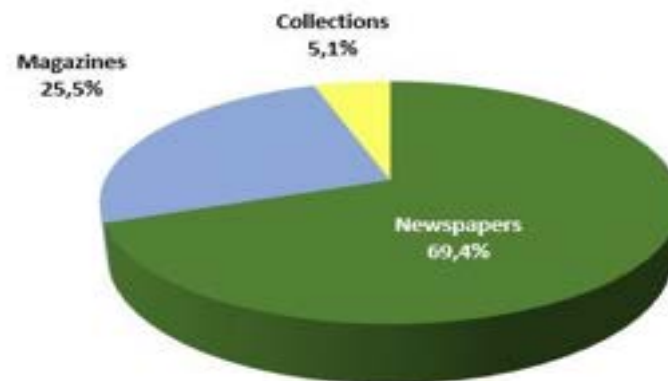
Distribution % Market Share - 2022



CIRCULATION VOLUMES 2021
Newspapers - Magazines - Collections

| PRESS | Distribution | Market Share |
|---------------|--------------------|----------------|
| | 2021 | % Distribution |
| Newspapers | 114.593.972 | 69,4% |
| Magazines | 42.051.956 | 25,5% |
| Collections | 8.403.666 | 5,1% |
| Totals | 165.049.594 | 100,0% |

Distribution % Market Share - 2021



CERTIFICATIONS

- ISO 10002: Customer Satisfaction
- ISO 10004: Customer Satisfaction
- ISO 13485: Medical Devices, Storage & Distribution II
- ISO 26000: Social Responsibility
- ISO 37001: Anti bribery management system
- HACCP
- ISO 22301: Business Continuity management,
- ISO 27001: Information Security
- ISO 27701: Privacy Information management(GDPR)

- ISO 9001: Quality Management
- ISO 14001: Environmental Management
- ISO 45001: Health & Safety
- ISO 39001: Road Safety
- ISO 45005: Covid - 19
- YA 1348: Medical Devices, Storage & Distribution I
- ADR: Accord Dangerous Routier

ARGOS CARGO TRANSPORTATION



- Started in 2015 as discrete Business Unit “ACT”
- Objective: cargo and courier transportation for business (B2B και B2C) taking advantage of ARGOS fleet and distribution network
- General Authorization postal services from Hellenic Telecommunications & Post Commission with no.15-072
- Transportation License no. 01003137 (AM 290-58-00008-2013/ Π.ATT)
- Distribution Network of 105 distributors

- ✓ 24/7 operation
- ✓ Lead Time <24h for 90% of the country
- ✓ 70% of transport by trucks, 10% by plane and 20% by ship

| YEAR | VOLUMES DISPATCHED |
|------|--------------------|
| 2017 | 47.125 |
| 2018 | 69.072 |
| 2019 | 104.142 |
| 2020 | 630.582 |
| 2021 | 750.631 |
| 2022 | 870.832 |



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Μεταφορά δεμάτων και παλετών (Hub2Hub, Hub2Door, Door2Door)

Αποθήκευση (Storage)

Ετοιμασία Παραγγελίας (Order Picking)



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Εκφόρτωση κύδην φορτίου και παλετοποίηση (Bulk Cargo Palletization)

Έκδοση παραστατικών για λογαριασμό του πελάτη (Invoicing)

Ανασκευασία Σήμανση (Repack / Labeling)



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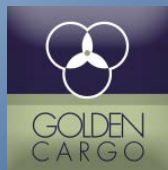
Διαχείριση επιστροφών (Reverse Logistics)

Υπηρεσία Αντικαταβολής (C.O.D)

Μεταφορά φορτίων ADR

ACT - SERVICES

ACT – CUSTOMERS



Golden Cargo
Creative Solutions

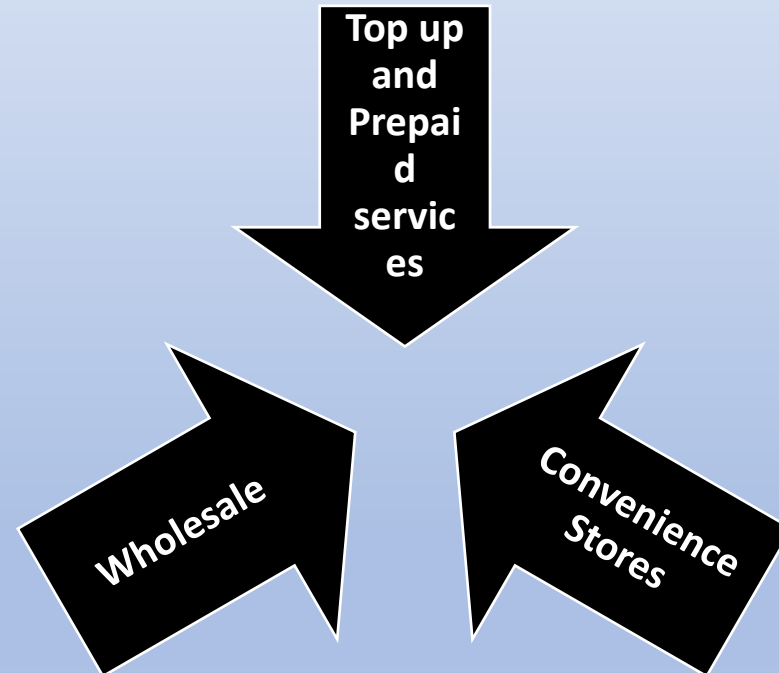




THE COMPANY

- Established in 2000
- Brand name **INTERKIOSK**
- 100% subsidiary of ARGOS S.A., the biggest Press Distribution Agency in Greece
- Headquarters located in Koropi area, East Attika
- 45 employees
- About €86 m. revenues in 2022

3 Main Business Units:





WHOLESALE

In 2022, Interkiosk decides to enter the wholesale market, to take advantage of the infrastructure and the established relationships with kiosks and mini markets already served with top up and prepaid services.

The philosophy:

- Famous and reliable brands
- Exclusivity of distribution for Greek territory
- Competitive prices with good margins for the whole chain
- “Trendy” products with high demand





PRIVATE OWNED POS

- The launch of private owned convenience stores in central locations of big cities of Greece under the brand name MY DAILY SPOT is an ongoing project of major priority.

MY
DAILY
SPOT

The logo for MY DAILY SPOT, featuring the text "MY DAILY SPOT" in white, with a white location pin icon replacing the letter "O" in "SPOT". The logo is set against a dark purple background.

ARGOS S.A. – PRIVATE OWNED POS

The concept offering our customers a unique shopping experience, with a variety of premium to high quality products, new services, and a very comfortable store in terms of colors and environment.



ARGOS S.A. – PRIVATE OWNED POS



CONVENIENCE STORES “MY DAILY SPOT”

MY DAILY SPOT PHILOSOPHY

- ✓ Central Locations (Malls, Metro Station, Central points in big cities)
- ✓ Premium Brands
- ✓ Modern Design
- ✓ Established Relationship with customers
- ✓ Broad services portfolio: bill payment, money transfer, sports and events tickets etc



ARGOS S.A. – PRIVATE OWNED POS



CONVENIENCE STORES “MY DAILY SPOT”

DEVELOPMENT PLAN

- ✓ 5 Stores so far in Athens
- ✓ 2 more stores in 2023 (Athens)
- ✓ Plan for 40 stores until 2025





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Thank
you!!

