

PRESS RELEASE

5 years of new era for DODONI: Supporting and enhancing our farmers' income

DODONI Dairy, having completed five years of operation under its new management and on occasion of the launch of the new milking period 2017-2018, announced that it will continue, for yet another year, its policy of making advance payments against milk farmers during the new period, granting all submitted applications and allocating for this purpose a total of €4 million.

This is tangible proof of the trust, the spirit of cooperation and security that characterise the relationship between the Company and the farmers it works with. During a period of increased insecurity for farmers, DODONI, by full meeting its financial obligations towards its associates, proved once again that it is one of the most reliable Greek companies in terms of payments to suppliers.

DODONI produces top quality products and recognises the importance of securing raw materials of a high standard. Thus, having the support of Greek livestock farming as its key concern, DODONI dairy set as its primary objective the high quality of milk brought into storage, exclusively from Greek farmers. Investing capital and specialized human resources in supporting the effort for overall improvements in every livestock farming unit, DODONI developed innovative programmes and services such as:

- The provision of 24-hour scientific support, through programmes for increasing milk quality and quantity.
- The implementation of a programme for the distribution of high quality feedstuffs to support livestock nutrition.
- The implementation and further continuous expansion to 200 selected associated farmers, of the pilot programme "Improving animal health", focusing on new ways to support the future of Greek livestock farming in general.

In addition to continuing its practice of purchasing exclusively Greek milk, DODONI will continue, for yet another year, to also receive milk from smaller farmers in Epirus, supporting in this way the overall income of farming families and fulfilling its important social role in the region.

Through concrete and targeted support policies, the number of farmers working with DODONI, which continues to operate the largest Milk Zone in Greece, grew by 4% relative to the previous year, while the total quantity of milk supplied to the Company increased by 5.5%.

Overall, during 2017 DODONI expects to process more than 73,000 tonnes of milk, up 18% compared to the quantity of milk purchased by the Company five years ago, as total payments for milk brought into storage have reached €300 million.

DODONI Deputy General Manager Mr. Michail Panagiotakis made the following statement: "Year after year, we solidify further our long-standing relationship of mutual trust with the thousands of farmers we work with, which enables us to offer to our consumers products of incomparable quality, using as raw material milk of high quality standards that comes exclusively from Greek farmers. The conditions that prevail currently cause a pronounced uncertainty in the livestock sector and prices for milk in Greece this year have declined by 3-



The taste of good.

5%. DODONI continues to pay, on average, higher prices than the broader market, also in recognition of the higher quality of milk it purchases. We are determined to continue to support our farmers, through new and innovative scientific programmes driven by our vision for the Greek livestock farming. In the last five years DODONI's performance has rebounded, and the Company is now recording a steady growth that is based on three key pillars: its farmers, its employees, and its loyal consumers. DODONI expanded its production base by 10%, increased jobs by 30%, achieved a sales increase of over 20%, and launched 19 new products, among which most recently its semi-hard cheese DODONI TouTost, DODONI galotyri and DODONI feta with less salt."

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About DODONI

DODONI SA was founded in 1963. With 54 years of authentic tradition and history, the company, based in Ioannina, produces authentic, purely Greek dairy and cheese products, using 100% Greek cow, sheep and goat milk collected daily from a wide network of 5,500 Greek farmers, active primarily in the Epirus region. With more than 10,000 selling points in the domestic market and exports to 46 countries around the world, DODONI produces 9 categories of dairy and cheese products in 80 different SKUs, distinguished by their unique taste, quality and 100% Greek identity.

For more information, please visit www.dodoni.eu, <https://www.facebook.com/Dodoni.SA>, <https://www.instagram.com/dodoni.eu/>

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