

PRESS RELEASE

DODONI: Once again, for the new milking period, advance payments of 4 million euro to farmers

- *Continuous scientific support to over 5,500 Greek farmers*
- *Significant contribution of the company to the local economy and development*

DODONI SA, on occasion of the launch of the new milking period 2018-2019, announced that it has paid in full the incoming milk from the more than 5,500 farmers it works with, proving once again that it is one of the most reliable Greek companies in terms of payment.

Furthermore, for yet another year, it has applied its advance payment policy for milk during the new period, allocating a total of four (4) million euro. This is tangible proof that the company continues to support the primary sector and its thousands of farmers in times of ongoing economic hardship.

DODONI continues to pay the highest prices on the market while providing a safe harbour for its farmers, with whom it has forged a long-term relationship of cooperation based on mutual trust.

The company's constant growth and outward-looking orientation over the last six years are the fruit of hard, laborious and team work, fuelled by the family atmosphere that has been cultivated during this period.

DODONI's positive growth also has a beneficial effect on the local community as it continues to be a mainstay of the economy in Epirus where it has increased the number of jobs by 50% since 2012, currently employing over 500 workers. It has thus helped to significantly boost employment in an area that is characterized by high unemployment levels and bears the title of the "EU's poorest region".

The company's contribution to the development of the local economy is demonstrated by the fact that 60% of its annual turnover remains in the wider region of Epirus. For the supply of milk alone, total payment for the last six years amounted to three hundred and ninety (390) million euro.

DODONI produces top quality products and recognizes the importance of securing raw materials of the highest standard. It continues to invest capital and scientific human resources aimed at optimizing every livestock farm and the industry as a whole. Its actions comprise: provision of 24-hour scientific support through programmes for increasing milk quality and quantity, implementation of a programme for the distribution of high quality feedstuffs to support livestock nutrition, implementation and further continuous expansion of the pilot programme "improving animal health".

Furthermore, the "DODONI 200" programme, aimed at free 24-hour scientific support of livestock farms, is also fully underway and is expected to be expanded even further.



The programme, which was piloted in 2015 with just 30 farms, comprises a scientific team of experienced veterinarians and zootechnicians offering their services. They have managed to increase the number of farms to 200 and have attained measurable results, such as an 18% increase in the quantity of milk produced together with an increase in quality. This has also triggered a change in the pricing scale achieving a higher sales price of the raw material.

DODONI has the largest Milk Zone in Greece. Through concrete support policies the company has increased the number of the farmers it works with by 4% compared to the previous year despite the fact that the number of small farmers producing up to 5 tons per year is decreasing, mainly due to retirement.

The total quantity of milk supplied to the company increased by 3.5%, and over 20% during the last six years.

Specifically, supply increased by 20% per farmer on average for sheep milk and 7% for cow milk.

Overall, during the last season, DODONI processed over 76,000 tons of milk, up from 73,000 tonnes of milk processed the previous year.

Deputy CEO Mr. Michalis Panagiotakis made the following statement: “We are extremely proud to have developed a long-lasting relationship of mutual trust with our thousands of farmers and to be an invaluable ally for them and their families, giving them a sense of security in these troubled times. Furthermore, we have also created a similar relationship with our millions of consumers all over the world through our products of incomparable quality that are made with top quality milk which comes exclusively from Greek producers. DODONI continues to dynamically carve out its future as leading producer and marketer of renowned PDO feta, through concrete strategies and objectives, investments and new products.”