

Weather: Just like Sweden, but hotter.

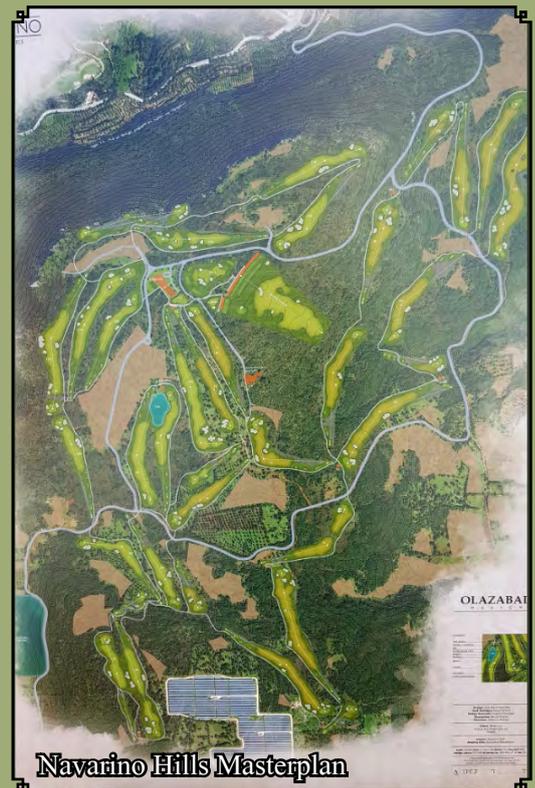


NEWS IN BRIEF....

After a very long wait, the Navarino Hills project has begun. In addition to the above, the Kilada Course which has been announced for some time is rumored to be in the final stages. The very big [Hellinicon](#) investment of the old Greek national airport turning to a huge park is also in moving, with the archeological digs and environmental surveys being almost completed. The specifications will probably revolve mostly around central irrigation networks. As to the general political climate, Greece will have national elections in the fall of 2019 which, regardless of the result, is expected to improve stability and have a positive impact on the economy.

Costa Navarino Courses

36- Hole Navarino Hills Project is currently being realized. After several meetings and negotiations we have managed to lock in the irrigation with a multitude of TORO products. In addition to the new course, the older courses have taken advantage of funding rolling in, and decided to update part of their older fleet with new equipment. Our social media department made a drone video of the delivery which you can see [on this link](#).



More equipment sales

We won sales for the existing Navarino golf Courses, consisting of a variety of machinery and add-ons. Won public tender for Greensmaster 3250 for soccer stadiums and sold all sorts of equipment to landscaping construction companies. Activity on all fronts!



Hotel Chains and Big projects

While the sales in golf goods are limited by the number of golf courses in Greece, the sales to hotels and hotel chains are not.

In 2018 we made conscious effort to increase our sales to construction companies and the larger contractors. Through this strategy, as well as selling directly to the very big projects, we managed to find success, resulting in ResCom irrigation being a substantial increase in our purchases for F18'.

Asteras Vouliagmenis



The Biggest Hotels in Greece

In 2018 we managed, among smaller projects, to be the suppliers of the biggest projects in Greece.

1) The renovation of the oldest classical hotel in Athens, the Asteras Complex, 2) a private island owned by one of the biggest Greek entrepreneurs and 3) the newest and the most luxurious 6star hotel chain in the Island of Kos named Ikos Aria will be maintained with TORO products.

National Highway

In 2018 Geomechaniki became the supplier for one of the biggest construction companies in Greece in regard to the landscaping of the all the new highway rest areas. We fought for the central network as well but were outspiced by the competition.

RLC

Despite stiff competition from a number of brands we manage to sell a satisfying amount of RLC products. Timecutter HD and Timemaster series are a good fit for the Greek market in regards to Specs/size and several clients prefer Geomechaniki due to the timely delivery of parts and excellent service.



Marketing Material

We continue to push our marketing efforts to the limit. With new catalogues in Greek for all our products, internet and printed ads, a regular e-mail campaign, updated site, parts, product promotions and demonstrations we will be coming out swinging for F19' as well.

Sales through Specifying

We also enabled our designing department and have done work on several project as specifiers. The sale of a whole 5-star Hotel in Crete is a result of that work.

