

news edition

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TEMAK[®]
QUALITY-VALUE-PRICE

2018

april

CEO's
Message



Awards



Projects in the
International
Market & Projects
in Greece



Sectoral
Exhibitions
& Events





The value of change

Everywhere in nature, in the universe, in history, in the economy, even in human beings, continuous and infinite changes occur every minute, every day.

As the philosopher Heraclitus of Ephesus (544-484 BC) said: "Everything changes and nothing remains still ..." meaning that everything evolves and nothing remains unchanged.

We therefore understand that change is a part of everything, including the companies.

In a company, even if no decision for a change is made, even if no one wishes for a change, uncontrolled changes always occur due to internal and external factors (human related or other).

In a well-organized and healthy company, both inactivity and uncontrolled - incidental changes are harmful and can possibly lead to unforeseen consequences or decadence.

On the contrary, a company benefits from well prepared, targeted and planned changes with specific expectations and results, according to the company's goals and vision.

Every change is an opportunity for improvement and that is how it must be treated and exploited by the management and the staff.

Added value, improved working conditions for the employees, better customer service, lower cost and improved quality for the products, are among others some of the benefits of change for the company.

This value of change is an integral ingredient of every healthy organization and the healthier and more active it is, the more useful changes occur.

Herodes Mitsopoulos
Chairman of Board



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CORPORATE SOCIAL
RESPONSIBILITY PROGRAM



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Best City Awards 2017

Green City Golden Award

TEMAK S.A. was awarded with the Golden Price at Best City Awards 2017 in Greece, under the Green City category - Water Resources Management – Desalination, for the presentation of the innovative project “Potable Water Production from a Desalination Unit combined with Photovoltaics on a Greek Islet”.

The project that won first prize was for the design, construction, installation and start-up of a Desalination Unit powered by a Photovoltaic system. This new innovative idea leads to the improvement of citizens' health and life quality, while ensuring a clean environment and, above all, Clean Potable Water.

All **TEMAK S.A.** employees, following the vision of our company and believing in continuous development, feel proud of the Award and commit to provide integrated solutions of high quality and reliability, which characterize all of our projects.

Best City Awards were held for the 2nd year by Bousias Communications Company, aiming to provide and reward innovative projects, designed to make smart, sustainable and financially viable cities.

TEMAK's participation in this event was evaluated by an independent jury under the presidency of George Patoulis (President of KEDE and Mayor of Maroussi Municipality). The award ceremony was attended by Mayors from all over the country, local government officials, regional executives, senior business executives, consultants and journalists who were briefed on the best practices, innovative actions and applied technologies that ensure clean environment, health, safety, culture, job opportunities, economic growth and, ultimately, better life quality for their citizens. ☸



UAE Water Aid Foundation (Suqia) Global Water Award



The second “Mohammed Bin Rashid Al Maktoum Global Water Award” that was handed to **TEMAK S.A.** among 138 projects from 43 countries, within the scope of a competition that tackled the issue of world water scarcity through finding innovative solutions, has been a great honorable distinction for Greece. The awards’ glorious ceremony took place in Dubai World Trade Center the 27th of April 2017.

The UAE Water Aid Foundation (Suqia) oversaw the award under the umbrella of the Mohammed Bin Rashid Al Maktoum Global Initiatives (MBRGI) and the award included three main categories: Innovative Projects Award (Small and Large projects), Innovative Research and Development Award (National and International institutions), and the Innovative Youth Award. The award was launched by His Highness The Sheikh Mohammed bin Rashid Al Maktoum, UAE Vice President, Prime Minister and Ruler of Dubai, to encourage sustainable and innovative solutions to address water scarcity using solar power.

TEMAK S.A. participated in the award with a solar powered Reverse Osmosis plant for potable water production, a self-sustained plant with an energy recovery device, reaching 42% energy savings. According to “Business Wire”, the second global water award is a recognition of the high level services and solutions offered globally by **TEMAK S.A.** and of its important contribution towards the global scarcity solution. ☰

The amazing Kuwait Opera Garden by TEMAK S.A.

*The installation
of the seawater desalination
plant is completed.*

A seawater desalination plant was delivered by **TEMAK S.A.** to the glorious cultural center “Sheikh Jaber Al- Ahmad (JACC)”, known as “the Kuwait Opera”, to cover the needs of the fountains’ operation and gardens’ irrigation. The water treatment system, which was installed in January 2018, is designed for feed water of 40.000 ppm TDS and with a daily capacity of 1.800 m³ of a water quality of TDS<400ppm.

With the application of **TEMAK S.A.** best cost and technical effective solution, the Opera visitors are now able to enjoy a marvelous and vast ever green garden. 🌿

Projects in the International Market



Projects in the International Market

ROMANIA / Meat Industry

TEMAK S.A. has designed and constructed for a meat industry in Romania, a water treatment system with total capacity **1,000 m³ / day**, suitable for the factory's production line. The feed water is well water of 700 ppm TDS and the produced water is finally used as potable water, in order to meet the needs of the industry. A PLC and analog instruments at each point are used for the system's operation monitoring and remote control. 🌊



MALDIVES / Hotel

A Potable Water Production System of **300 m³ / day**, was delivered by **TEMAK S.A.** to a luxury hotel at Maldives. The project that started in April 2017 was successfully completed and both customers and staff can enjoy clean potable water.

Feed water: seawater

Produced water: <400 $\mu\text{S} / \text{cm}$ (RO for potable water) 🌊



Projects in the International Market

ROMANIA / Juice Production Industry

TEMAK S.A. installed a Brackish Water Treatment System in a juice industry in Romania, producing **175 m³ / day** of water of a quality of $<40\mu\text{S} / \text{cm}$ for use in the production line. The operation of the unit is monitored by a PLC and analog instruments and is remotely controlled. ☰



IRAN / Hotel

TEMAK S.A. has installed four Seawater Desalination Systems at a hotel in Iran. The units were fully operational in November 2017 and the capacity of each system is **100 m³ / day**. ☰



Projects in the International Market

OMAN / Heavy Duty Industry

TEMAK S.A. delivered a **100 m³ / day** containerized brackish water desalination system for a heavy duty industry plant in Oman, for the production of potable water.

Feed Water: brackish water, 4.000 ppm TDS

Product Water: potable water, <300 ppm



KUWAIT / Hospital

Three specialized Systems suitable for Kidney Dialysis Units were installed by **TEMAK S.A.** at a large Kuwait hospital in order to cover the following needs:

1) Water production system suitable for laboratory use with thermal disinfection, capacity **40 m³ / day**.

Feed water: 500 $\mu\text{S} / \text{cm}$ | **Product water:** <1 $\mu\text{S} / \text{cm}$

2) Water production system suitable for hemodialysis with thermal disinfection, capacity **35 m³ / day**.

Feed water: 500 $\mu\text{S} / \text{cm}$ | **Product water:** <2 $\mu\text{S} / \text{cm}$ /AAMI STANDARD

3) Water Treatment System with Reverse Osmosis method for steam production, capacity **60 m³ / day**.

Feed water: 500 $\mu\text{S} / \text{cm}$ | **Product water:** <30 $\mu\text{S} / \text{cm}$



Projects in the International Market & Greece

Iron / Ship

TEMAK S.A. installed and set in operation a Seawater Reverse Osmosis Desalination System with capacity **55 m³ / day** for general use water, on a ferry at Kish Island in Iran. 🌊



Municipality of Andritsena – Krestena

Two portable brackish water desalination units **1.000** and **500 m³ / day** capacity were installed at the Municipality of Andritsena - Krestena, covering the potable water needs of the communities of Krestena and Skillountia. 🌊



Projects in Greece

Municipal Water and Sewerage Company of Thira

TEMAK S.A. installed a desalination plant producing **900 m³ / day** of potable water at Oia of Thira Municipality, covering 58% of the total potable water demand. For the project's implementation, the quality and quantity requirements during the summer were taken into account, due to the radical increase of the tourists at Thira Island and especially Oia that faced water shortages the last few years. The project aimed at replacing and upgrading the capacity of the existing desalination plant in Oia.

By the implementation of this project, the main objectives, such as dealing with potable water shortage, covering high summer demand and improving the quality of the potable water supply were achieved. At the same time, the water resources and the environment were protected for the wider area of Oia, since the unit is fed with sea water and not with well water, which shows signs of increasing salinity all over the island. It shall be noted that in order to meet Oia's ever-increasing water supply needs, the authorities had to carry the additional quantities of water by water-trucks from the desalination plant of Fira. ☰



Municipality of Naxos & Small Cyclades / Koufonisia

In Koufonisia Island tourism raised during the past three year resulting in the increase of potable water demand. In 2017 **TEMAK S.A.** offered the ideal solution by supplying and installing a water treatment plant, increasing the production capacity of the existing desalination plant, installed in 2014, from **600 m³ / day** to **700 m³ / day**. ☰



Evio / Hotel

TEMAK S.A. installed and set in operation a Desalination Plant with a capacity of **540 m³ / day** at a five (5) stars Hotel in Evia. Given the high standards and requirements of the hotel, **TEMAK S.A.** has worthily responded to the implementation of this demanding project. The shortage and heavy brackish water quality of the well available to the hotel forced the installation of a Sea Water Treatment system to meet the water needs. ☰



Porto Heli / Summer House

A Seawater Desalination System with a capacity of **220 m³ / day** was installed by **TEMAK S.A.** in Porto Heli for the production of potable water, to provide water to a big summer house. Due to limited space, after the necessary quality control tests the system was disassembled at **TEMAK's** premises and reassembled at the customer's house, where it was set in full operation. ☰



Projects in Greece

Municipal Water and Sewerage Company of Kalymnos

TEMAK S.A. supplied two Seawater Desalination Units for the daily production of at least **100 m³** of potable water in order to ensure continuous supply of potable water to the islands of Pserimos and Telendos, covering the high demand especially during the tourist season.

In addition, the main scope of the project was to protect the water resources and the environment of the two islands, as the units are fed by sea water rather than underground wells that present signs of increasing salinity. It is worth mentioning that before the project implementation, Telendos Island was supplied with water via a submersible pipeline from the island of Kalymnos. 🌊



Porto Rafti / Summer House

TEMAK S.A. installed a containerized brackish water desalination system with capacity **100 m³ / day** at a well-known Greek businessman's residence in Porto Rafti for irrigation. 🌊



Kos / Hotel

TEMAK S.A. installed a brackish water desalination system of a capacity of **70 m³ / day** for the potable water requirements of a hotel in Kos Island. The system has been delivered in full operation in a very short notice thanks to the **TEMAK S.A.** well-organised team and know-how. **TEMAK S.A.** designed, produced, installed and set in operation the system with absolute consistency in order for the hotel to have potable water from the first day of operation. 🌊



Evia / Cosmetics Industry

The water quality demands of cosmetics industry are strict. Such an industry in Evia faced problems with water due to high salinity and hexavalent chromium. The problems were solved by choosing the **TEMAK S.A.** Desalination System producing **65 m³ / day** of $<20 \mu\text{S/cm}$. 🌊



Kalamata Messini / Greenhouse

At the southern Peloponnese and specifically in Kalamata Messini, a water treatment system was installed by **TEMAK S.A.** producing **50 m³ / day** in order to cover the needs in irrigation water for a tomatoes' greenhouse. 🌊



Attica/ Drug Industry

The pharmaceutical industries worldwide have strict standards for product water quality. Greek companies located in Attica need to process the EYDAP water so as to meet the requirements and specifications of a water with conductivity of $<2 \mu\text{S} / \text{cm}$ (clean water). **TEMAK S.A.** has fully met the requirements of a pharmaceutical company based in Athens by installing a Water Treatment System of **14 m³ / day** of process water. 🌊



TEMAK WATER KIOSKS

In order to ensure potable water for the residents and visitors and protecting the environment by the reduced use of plastic bottles, more and more islands of the Cyclades and the Dodecanese adopt the solution proposed by **TEMAK S.A.** to install **TEMAK WATER KIOSKS**. In 2017, this new application that has been installed in the five following islands embedded an innovative automation that gives the option to the user to pay by card or coins:

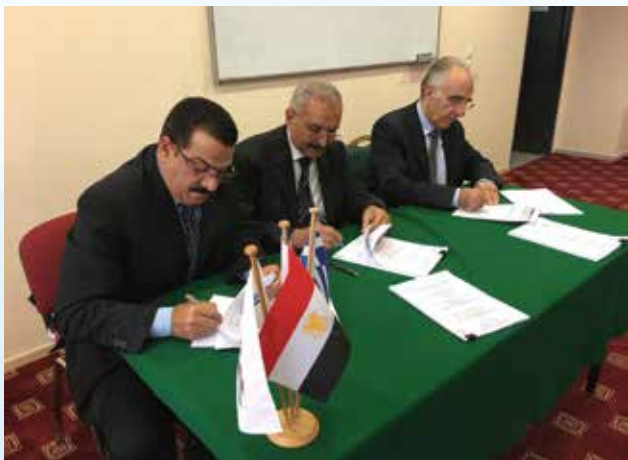
- Kea (2 X systems **6 m³ / day**)
- Amorgos (2 X systems **3 m³ / day**)
- Paros (2 systems X **6 m³ / day**)
- Nisyros (2 X systems **12 m³ / day**)
- Kasos (2 X systems **12 m³ / day**)



Subject

A new collaboration with Egypt market

A contract for the construction of three seawater and heavy brackish water reverse osmosis treatment units in Egypt has been signed, for the production of **5000 m³ / day** and **2*100 m³ / day** of potable water respectively. The units will be delivered in 2018 and the specific application will promote the **TEMAK S.A.** experience and quality products in Egypt. 🌊



WETEX 2017, (DUBAI, U.A.E.)

TEMAK S.A.

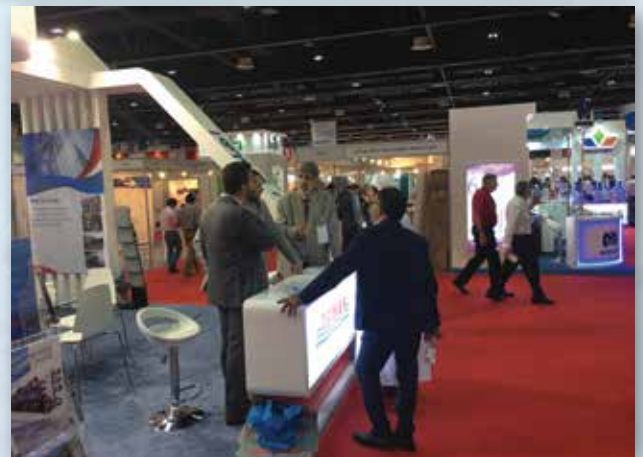
strong presence in the Middle East

The successful participation of **TEMAK S.A.** in the largest water exhibition of the Middle East took place on the 23 - 25 of October 2017 in Dubai.

Innovative and complete solutions in water treatment were presented at the company's booth for:

- Power plants
- PV- RO integrated systems
- Medical applications
- Desalination plants for Municipalities, Industry and Hotels

TEMAK S.A. works towards improvement through EXTROVERSION, while reinforcing the Greek economy. ≡



Events - Sectoral Exhibitions

Association of Water Supply & Sewage Companies (WSSC) meeting sponsorship

It is the 5th year that **TEMAK S.A.** participates as a sponsor on the 28th Regular General Meeting of the Association of Water Supply & Sewage Companies' members that took place the 1- 2 of June 2017 in Arta.

During the meeting, an open conference of the Scientific Committees' of the Association was held, giving the opportunity to discuss important issues such as the services' costs, economic crisis' effect on WSSCs, comparative assessment, energy cost reduction, water safety plans etc.

TEMAK's great knowhow and specialization in solutions' design, on potable water quality and quantity issues that WSSCs face, has been recognized by all delegates that visited the company's booth. ☰



International exhibition "Hotelier Summit - Middle East" (Doha, Qatar)

Successful B2B meetings were held during the 11th Exhibition "Hotelier Summit - Middle East" at Doha, Qatar, the 17 - 18th of May.

This exhibition is very important for the sector of "hospitality industry" in the Middle East and experts from all around the world, hotel owners, architects, interior designers and services consultants get together for B2B meetings.

It is an exhibition where only the sector's elite participate and under a special invitation. ☰

Hellenic Republic – Ministry of Foreign Affairs

The intense activity and the mutual business interest that governs the relations between Greece and the Middle East have been confirmed in both conferences that were held by the Hellenic Ministry of Foreign Affairs which **TEMAK S.A.** attended:

- 4th Conference of the Saudi Arabia- Greece Joint Committee (20-23/02/2017)
- 3rd Joint Greek- U.A.E. Interministerial Committee – Business Plan Conference- Emirate Companies catalogue (04/05/2017).☰



Arab – Hellenic Chamber of Commerce & Development

For the past 12 years **TEMAK S.A.** is successfully involved in Middle East water projects. Within the frame of this strategic development, the company participated in 2017 in four events organized by the Arab- Hellenic Chamber of Commerce & Development:

- “Doing Business in the Arab World” Conference (22/03/2017)
- 2nd Annual Iraqi - European Entrepreneurship and Investment Forum (18-19/05/2017)
- 5th Greek Export Forum on “The new outward development model of Greece” (30/05/2017)
- 6th Arab- Hellenic economic forum on “Greece and Arabic World” (29-30/11/2017) ☰

SEV-Hellenic Federation of Enterprises

In 2017, through a series of events and business- missions, the Hellenic Federation of Enterprises promoted the great potential of Greece that successfully compete other companies globally. **TEMAK S.A.** participated in many events including:

- A business mission in Cairo (03/05/2017)
- An event on “Exports based on the Internet tools” that took place in Athens (23/11/2017)
- An event on “Export Ready Master- Successful Company and Product Presentation- Techniques and Practical Examples” that took place in Athens (12/12/2017). ☰



CORPORATE SOCIAL RESPONSIBILITY PROGRAM

Greek Champion support

Aligned with the Corporate Social Responsibility code that **TEMAK S.A.** strongly upholds in practice, the President & CEO Herodes Mitsopoulos contributed to the efforts of the Greece Tae Kwon Do champion Kiriaki Matou (youngster category-59) by sponsoring her participation in several international championships.

In 2017, the Greek champion won the 5th position at the European championship that took place in Cyprus, won the silver medal at the International Championship that took place in Israel and also participated in the Croatian Championship. ☰



Sports Club Sponsorship

In 2017, **TEMAK S.A.** supported "Kalavrita Sports Club" by sponsoring the football team's new outfit. ☰



TEMAK in the International Market



45 YEARS

23 COUNTRIES

600.000 M³/DAY

*Thank you
for your Trust!*

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