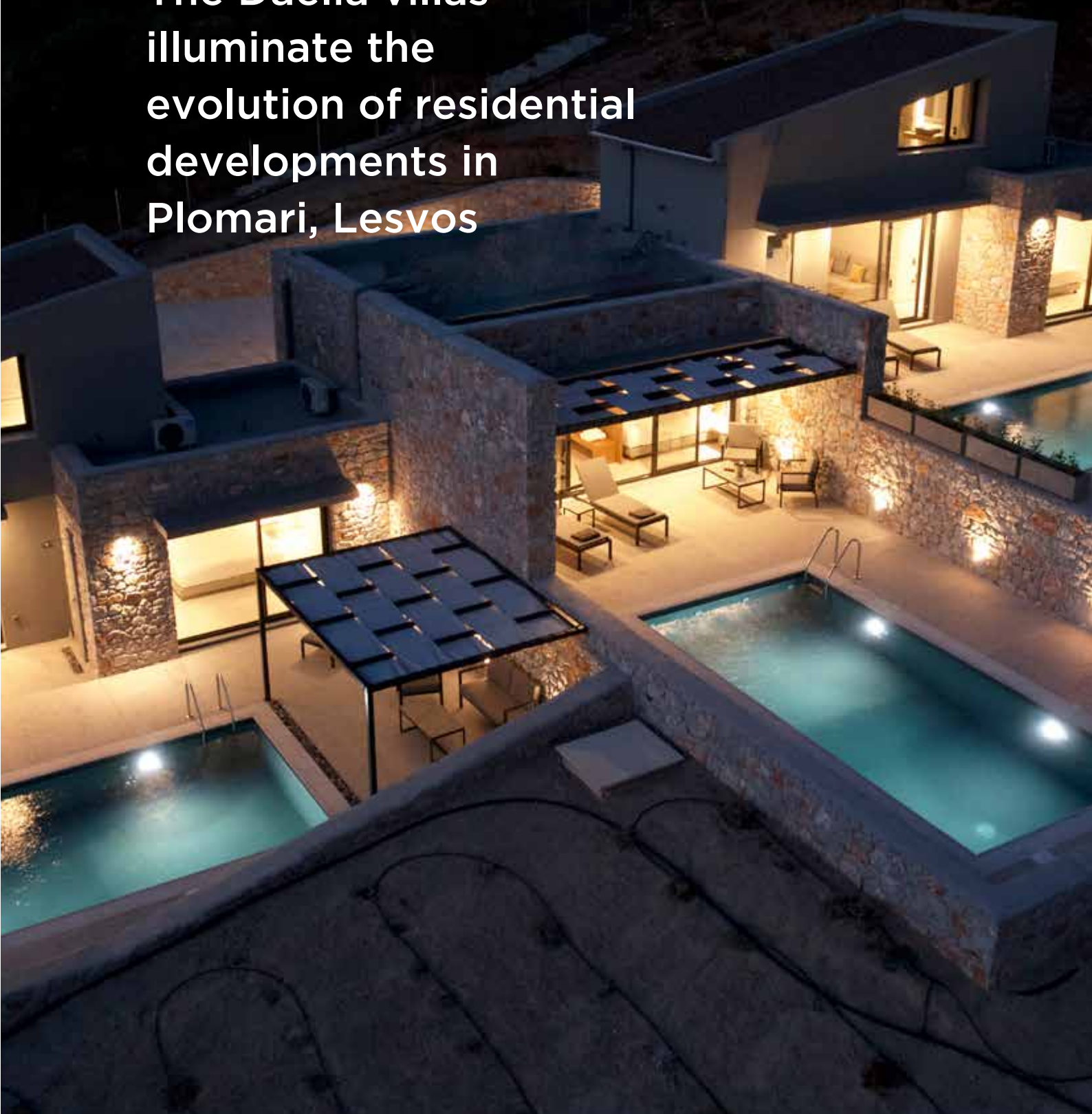


The Daelia villas illuminate the evolution of residential developments in Plomari, Lesvos





THE RESIDENTIAL COMPLEX DAELIA LUXURY VILLAS, PLOMARI LESVOS

The Daelia villas illuminate the evolution of residential developments in Plomari, Lesvos.

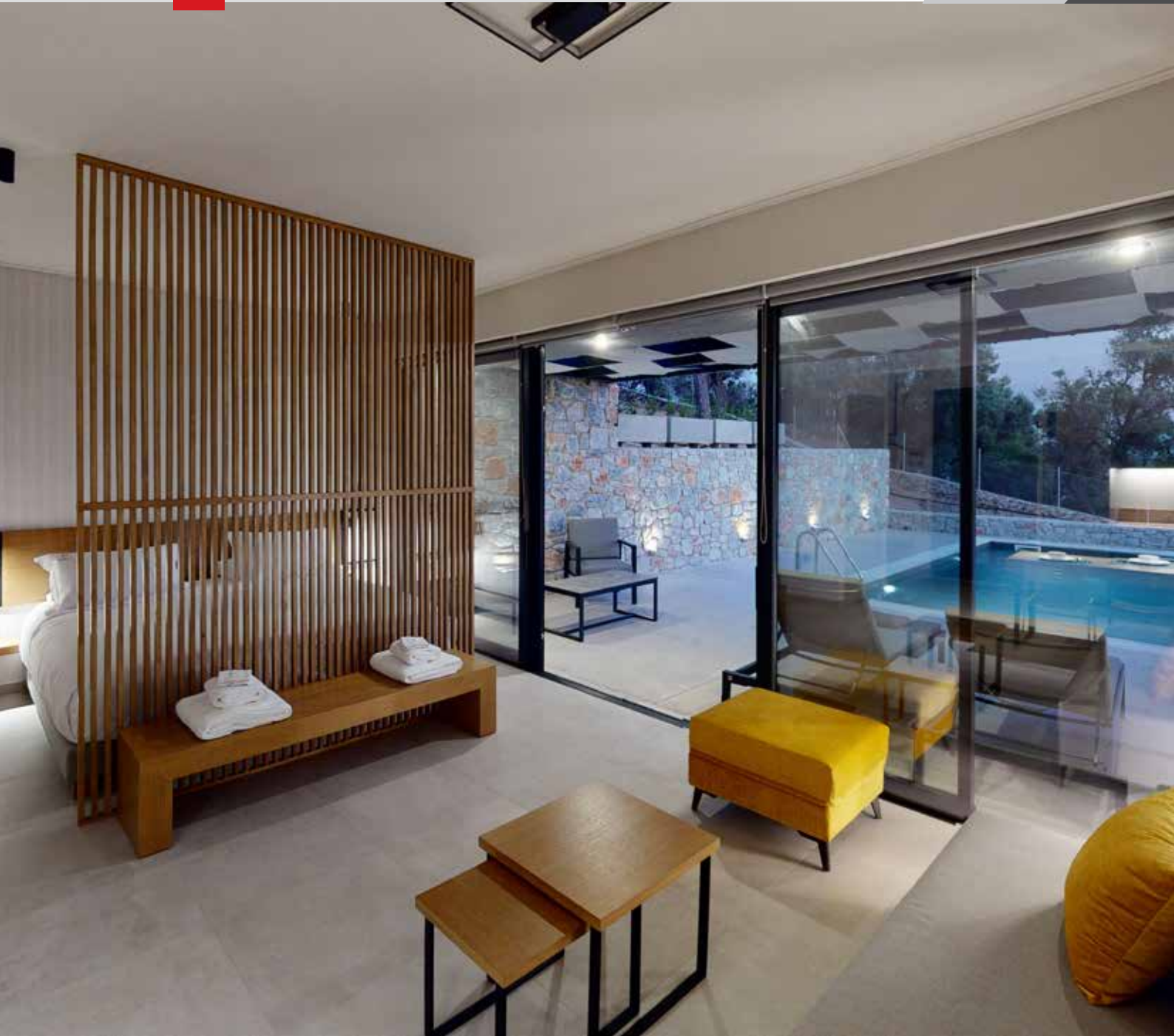
At the same time, they demonstrate Aluminco and its aluminium systems' leadership in creating world-class destinations that offer a unique way of life. Inspired by the sun and the power of its heat, which like a Homeric sun floods our every day, light was shed on three dream homes in Plomari Lesvos. Daelia Villas combine modern aesthetics with the natural environment. They are located in the settlement of Agia Varvara Plomari Lesvos, in an area with intense relief and Mediterranean vegetation, 250 meters away from the sea. The openings intensify the contact between the exterior and the interior, allowing the sea and the landscape to enter the interior. The Daelia Villas complex is 4km from the town of Plomari and 45km from Mytilene airport.

The vision

The investor's vision was successfully completed through the combination of modern facilities with Greek values, creating an intimate warmth. With respect to their environment, the residences become one with it like two olive trunks embraced under the sunlight. Inspired by traditional architecture and simple delicacy, a destination has been created that is inspired by its surroundings and at the same time breathes life into its visitors.

The goal

The construction of three residences of high functional and aesthetic requirements, with the main characteristic of purity of form, stemming from the detail in design and implementation. Daelia villas are designed to function fully and independently, like your own home, in a private and protected area of a unique Mediterranean environment.



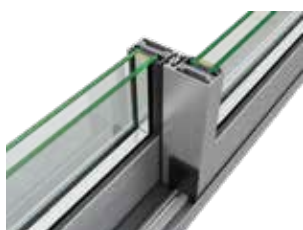
The result

Daelia villas enchant with their refined, unpretentious aesthetics, while promising peaceful moments in the tranquility of nature. Surrounded by Mediterranean vegetation, just 250 metres from the sea, they are perfectly designed and equipped to offer unparalleled comfort. In the design of the spaces, special emphasis was placed on the choice of natural materials such as stone, metal, wood, linen fabrics, cotton items, with modern touches so

that the spaces are warm and welcoming. The large openings in the façade of each building leave the view unaffected to meet the blue of the sea and the blue of the sky against the grey-green background of the olive groves, while at the same time leading to the private courtyard of the residences with its spacious outdoor space. Once again, Aluminco, with its excellence, innovation, aesthetics and design creativity, is leading the way, raising the bar of architecture in Plomari, Lesvos even higher.



ALUMINCO products used for the project:



SL2450 Retractable Thermal Insulation System with thin profile sections

The new generation SL2450 system manages to harmoniously combine

all the functional benefits of a minimal sliding system with a raised sash, while excelling in performance and modern appearance. The key design parameters on which the development of the system has been built are architectural aesthetics, functionality combined with durability and performance for the end user, while flexibility in construction is an important advantage for the modern professional.



W450 Opening - Tilting Thermal Insulation System with high energy performance

The W450 is an integrated opening and retracting thermal insulation system of high standards that meets the modern requirements of energy

efficiency, sound reduction, aesthetics and safety. The wide range of profiles in the range offers a multitude of functional and aesthetic solutions, from straight or curved sections as well as the possibility of complex typologies such as aller-retour doors, flat mill pivoting windows and opening frames with «hidden leaf» to achieve high level aesthetics. The collaboration of the available profiles, combined with the high quality components and mechanisms, underline the versatile and ergonomic character of the system.

Project Contributors

Panos Tatakis
Architectural Office &
associates

Praxis SA
Construction

Structural design:
Konos Michalis, civil
engineer

Aluminco Systems:
Kostas Filippidis.

Special Credits

Photographer:
Manos Koukakis.



CERTIFIED “GREEN DNA” IN ALUMINIUM

Aluminco S.A., continues to invest in one of its most important strategic pillars, sustainability.

It now develops its innovative products using 100% green energy certified aluminium as raw material. More specifically, the raw material of Skyline systems - the new product category of Aluminco S.A. - is produced with electricity from renewable sources,

mainly hydroelectric. The latest proof of the company's green philosophy is its inclusion in the Environmental Product Declaration (EPD), an Eco-labelling scheme in the form of a verifiable document that transparently certifies the environmental impact of products throughout their life cycle. Aluminco's EPD was developed according to ISO 14025 and EN 15804 standards and was based on Life Cycle Assessment-LCA according to ISO 14040 and ISO 14044 standards, for four different products that constitute the main volume of its production and sales. It is no coincidence that Aluminco S.A. is intertwined with the concepts of green economy, innovation and sustainability. The company's green thinking is evident throughout its production process. The company's goal is the lowest carbon footprint per ton of aluminium. This is achieved by «recycling» air pollutants for aluminium production and utilizing photovoltaic panels for energy production as well as recycling





raw materials and packaging. After all, the very heart of the company, aluminium, is a 100% recyclable material from which products are produced that help society not to overconsume. For Aluminco SA, the word «green» is not just a trend but the future. Already 20% of its production is realized by using photovoltaic energy. The company's target for 2023 is to reach 30% and in 2030 50%. The company's investment in a new aluminium extrusion line at Aluminco S.A.'s central production plant in Oinofita is part of the same green orientation. This is the 3rd extrusion line at the plant, which stands out due to its «green» management system energy efficiency. The P.E.E.S.S. system offers efficient savings with a double-digit reduction in energy consumption. As emphasized by the President and CEO of the company, Mr. Argyris Karras:

«For Aluminco.A.E., environmental protection is a driving force. We have managed to create products that are friendly to it, leaving a low energy footprint. Very soon we will be able to talk about 'green aluminium'. We are heading towards this by investing with dedication and perseverance in research and innovation.» It is noted that aluminium has played a very important role in the European energy transition from conventional to renewable energy sources. It is a key component in the construction of wind and solar energy generation equipment. It is also an ingredient in countless low-carbon technologies, thus contributing to the transition to a more sustainable energy system and a more circular economy.

W4750



Re-engineered W4750 with sustainability in mind.

Aluminco is constantly raising the bar for aluminium systems in the high categories, according to market requirements and to the highest standards. The high class of modern opening frames is expressed not only in the quality of construction but also in the ideal technical characteristics. The reissue of the advanced W4750 system combines high energy efficiency, a high level of safety, ease of use and high functionality, modern appearance, while at the same time embodying, as Aluminco itself stands for, a fresh and meaningful approach to the Green philosophy.

With exceptional diligence and based on «**Purpose Design**», the company's designers,

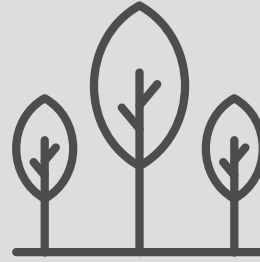
in collaboration with product managers, were able to achieve more **attractive terms to create more benefits for customers/partner aluminium window manufacturers**. Thus, the W4750 emerges as a top value proposition, and it is very difficult to find a more remarkable representative in this category. Design-wise, the range has retained clean dynamic lines, combining elegance and robustness in ideal proportions. **With increased functionality and cleverly incorporating structural changes and a design philosophy that focuses on the concept of sustainability, the W4750 series reissue continues to achieve superior levels of thermal insulation, fully satisfying modern building standards.**



The new W4750 offers:

- > Manufacturing excellence and functionality.
- > Very significant energy savings with $U_w = 1.0 \text{ W/m}^2\text{K}$.
- > U_f of $1.2 \text{ W/m}^2\text{K}$ with reduced use of thermal insulation bars.
- > Optimum waterproofing thanks to the use of a multi-chambered EPDM central rubber chamber that prevents any thermal displacement.
- > Slightly reduced weight of profiles with new polyamides for frames, transoms and bins.
- > High level of safety and certified for sound reduction up to 39dB.
- > High air-water-wind performance, certified by the German ift Rosenheim institute.
- > Attractive terms - the highlight of the reissue.
- > The W4750 has already created a real sensation among the high class. Incorporating the latest in sustainable design, the commercial success of the series is undoubted.

The W4750 has already created a real sensation among the high class. Incorporating the latest in sustainable design, the commercial success of the series is undoubted.



**Energy
efficiency**



**Sustainable
design**



**Certified
performance**



**top value
proposition**

e-CODOMH

Aluminco is a founding member of e-CODOMH, a cluster of companies for sustainable construction, buildings, and infrastructure.



Aluminco S.A., firmly committed to the major national goals of sustainability, innovation and extroversion, is one of the 17 founding members of the “Cluster for Efficient and sustainable Construction, buildings & infrastructure” with the distinctive title “e-CODOMH” (Cluster for Efficient and sustainable Construction, buildings & infrastructure), which recently announced its establishment and operation through an online event. The founding members are all dynamic companies in the construction sector with a strong presence in Greece and internationally. e-CODOMH connects business, educational/ research institutions, and other bodies active in the construction and building materials sector. Its ambition is to create an innovation ecosystem that will add value to businesses in the sector through the creation of high value-added products and services.

The founding members of e-CODOMH are dynamic companies in the construction sector with a strong presence in Greece and internationally:

- > EPALME SA
- > FIBRAN SA
- > ELVAL COLOUR M.A.E
- > EL.K.E.ME
- > STAGAKIS Commercial & industrial SA
- > NORDIA SA (MARMOLINE)
- > ALUMINCO SA
- > BAZIGOS Commercial & industrial SA
- > NanoPhos SA
- > Prime Laser Technology Commercial & industrial SA
- > ERKAMYL
- > ili-Con
- > DOMECON Engineering and Consulting
- > Tritoxo Project Management
- > Seven Sigma P.C.
- > TECHNICAL DEVELOPMENT SA
- > EBETAM SA

Aluminco’s Head of Exports, Dimitris Karras, took over as Chairman of the first Board of Directors of e-CODOMH. His many years of experience in the areas of procurement, production and financial management are expected to be used to the fullest in his new duties as Chairman of e-CODOMH, whose objectives are identical to the vision that Aluminco has been serving for four decades, operating in Greece and 60 other countries.

Energy Efficiency in Manufacturing Conference



ALUMINCO:
Building
a sustainable
future

• Epameinondas Liakos
Technical Director

ENERGY EFFICIENCY IN MANUFACTURING CONFERENCE

Innovative energy-saving practices, in production process.

Aluminco S.A., one of the leading companies in the aluminium sector in Greece and abroad, continues to invest in one of the most important pillars of its strategy, that of sustainability. At the Energy Efficiency in Manufacturing conference, in which he participated, Epaminondas Liakos, Technical Director of the company, presented the innovative energy saving practices applied in Aluminco's production process. From 2010 to date, true to its vision for a sustainable future, it has made a series of investments and changes to reduce its environmental footprint in its operations. The first step was taken by ensuring the necessary insulation in its buildings to save energy when heating or

cooling them. Then, by equipping its offices with 'smart' technologies, A+ energy efficient appliances, led lamps in all facilities and water saving systems, it took another successful step towards ensuring integrated actions that are in line with its green philosophy! Mr. Liakos, emphasizing on the production facilities, where the 'heart' of Aluminco's activities is located, referred to the 2 photovoltaic parks Net Metering of 2.2MW, which ensure a 50% coverage of the needs. He also added that a plan has already been prepared for the immediate expansion of the Net Metering Park, aiming at a 95% coverage of the needs. The investment of the 3rd in a row aluminium extrusion line at the Oinofita central plant

is also part of the same green orientation. This press stands out due to its green system, P.E.E.S.S. , which ensures a double-digit reduction in energy consumption of 30% compared to a conventional press, while it has a benefit of 320kWh per day! Within the next 3 years, the remaining 2 extrusion lines will be upgraded with energy saving systems. The most recent proof of the company's green philosophy is its inclusion in the Environmental Product Declaration (EPD). This is an Eco-labelling scheme that transparently certifies the environmental impact of products throughout their life cycle. Aluminco's EPD was developed in accordance with ISO 14025 and EN 15804 standards and was based on Life Cycle Assessment-LCA according to ISO 14040 and ISO 14044 standards, for the products that



constitute the main volume of its production and sales. "For Aluminco.A.E., environmental protection is a driving force. We have managed to create products that are friendly to it, leaving a low energy footprint. Very soon we will be able to talk about 'green aluminium'. We are heading towards this by investing with dedication and perseverance in research and innovation."



THE GREEK ARCHITECTURE AWARDS 2022 WERE AWARDED

Aluminco sponsored the event.

The «Greek Architecture Awards 2022» event held at the Benaki Museum's Atrium on Tuesday 5 July, with Aluminco as a major sponsor, was a great success. This year, the Greek Architecture Awards - the annual institution launched by DOMA in 2010 as part of its multifaceted effort to highlight contemporary Greek production - attracted 208 entries, of which 38 finalists were distinguished. The jury was composed of renowned professionals in the field such as Fabrizio Barozzi and Alberto Veiga (BAROZZI VEIGA) from Barcelona, Florian Idenburg (SO - IL) from New York and Yoshiharu Tsukamoto (ATELIER BOW-WOW) from Tokyo. Guillermo López presented the awards for the «Best

First Project of a New Architect», Dimitris Diamantopoulos for the «Best Design», Morpho Papanikolaou for the «Best New Architecture in an Existing Building», and Georgios Panetsos for the «Best Realized Project». In addition, for the fifth consecutive year, the Colleague Awards for the Best Realized Project and Best Design were presented. These were judged by architects who participated in the event. Aluminco, firmly oriented to the architectural community, supports the promotion of the work of architects. Its choice to be one of the major sponsors of the «Hellenic Architecture Awards 2022» is practical proof of its support for quality architecture and is in line with its





philosophy of maintaining high standards. As Mr. Spyros Greveas, Director of Marketing and Communication of Aluminco S.A. stated. Aluminco's support of the institution is part of the company's close ties with the community of architects, designers, engineers and builders. Just as Aluminco offers energy-efficient, sustainable and innovative aluminium architectural solutions that incorporate top quality, high functionality and modern design standards, so too for architectural professionals, Aluminco's architectural systems are a top choice, proof of their confidence. Understandably, the relationship that has developed between our company and architects is based on mutual respect for each other's work, which is why Aluminco, has chosen to sponsor this most important institution of the architectural community.»



ALUMINCO DISTINGUISHED SPONSOR AT THE ESO CONFERENCE

The ESO conference on architecture and interior design was a great success.



With the participation of important names from Greece and abroad, the 10th most comprehensive ESO conference on architecture and interior design, with distinguished sponsor Aluminco, took place at the Amphitheatre of the House of Arts and Letters on Wednesday, June 15th. As every year, the ESO conference was attended by important representatives of the Greek creative scene, confirming once again that it is the leading institution for the

promotion of the arts of design. The event was organized by the magazines ARCHISEARCH.gr and +DESIGN and presented by the curator of the Mies van der Rohe Foundation's programs in Barcelona, Ivan Blasi, the founder of Disrupt Symposium Sara Kolata and the journalist Danae Makri. The workshop was attended with great interest by many people. Aluminco's choice to sponsor the largest conference on architecture and design held in Greece is a practical proof of the strong ties it maintains with the international architectural community. As Mr. Spyros Greveas, Director of Marketing and Communication of Aluminco S.A. stated. Aluminco works closely with the community of architects, designers, engineers and manufacturers, offering energy efficient, sustainable and innovative aluminium architectural solutions that incorporate top quality, high functionality and contemporary design standards. The sponsorship of the ESO conference is a practical demonstration of the unbreakable ties that Aluminco has developed over the years with the architectural community. The relationships that have been established are based on trust, through the supply of aluminium products distinguished by their high-quality characteristics, which meet every application" Aluminco, also participated in the ESO conference with its own booth, where it had the opportunity to communicate to the architectural community the new Skyline product line, inspired by the skyline - in English - with the idea that it will "lift" architects to the same level. Skyline is a collection of premium aluminium systems that add a new chapter to the company's range of 'architect-friendly' yet innovative products. And it combines deep knowledge in design with modern engineering through superior features that make it the perfect tool in the hands of the creator.

DISTINGUISHED SPONSORSHIP OF ALUMINCO IN THE 8TH PAN-HELLENIC CONSTRUCTION CONFERENCE

Speech by Argyris Karras on innovation and sustainability in the field of aluminium systems.



Aluminco, showing its great appreciation for the work of the Panhellenic Federation of Aluminium and Iron Craftsmen (POVAS), participated for another year in the 8th Panhellenic Manufacturers' Conference as a distinguished sponsor. The Conference took place from 27 to 29 May in Agrinio and was attended by the largest companies in the field. It was the first conference organized by POVAS after 3 years of pandemic. It had a hybrid format, thus giving the possibility to attend either with physical presence or remotely via Live link. The Aluminco booth was one of the most impressive structures and enabled the attendees to discover the world of premium Skyline systems. The entire sales, commercial management and marketing teams were present all 3 days of the conference, supporting the company's presence at the conference! Aluminco was represented at the conference by the President and CEO, Mr. Argyris Karras, who also gave a speech on innovation and new applications in aluminium systems. Mr. Karras among others mentioned: "The 4th industrial revolution has entered both in design and in production and management. Artificial intelligence gives us possibilities that we could not have imagined a few years ago.

The frames themselves seem to be

changing in character and function. Soon, it seems, they will have an interoperable logic. They will be interconnected – active parts in our digital world. It is a trend that is developing in the context of the Internet of Things technology. Frames will now be platforms for interconnecting and processing data. In other words, they will have a smart function and will be able, for example, to predict weather conditions as well as identify threats and breaches.... Another challenge is the design of a new way of moving/rolling the weight of the windows, both opening and sliding, and not only from an electromobility perspective. The need for such a solution arises from the fact



that frames are now characterised by a larger surface area and consequently an ever-increasing weight. A breakthrough, then, for a different way of operating and efficiently carrying the increasing weight of the frames: this is the trend that we believe will pose new challenges and perhaps change frames for...ever. Referring to sustainability he went on to say: "Governments and society - thankfully - have realised that the problem of climate change is everyone's problem. So they are increasingly focusing on efficiency and sustainability. Aluminium is the material that can meet this great need and that is why it is now so attractive. In addition to the imperative

of the green building trend, innovation is also the adoption of a green philosophy and sustainable practices in the operation of our own companies. For us at Aluminco, the word "green" is not just a trend, but the future itself. For us, growth cannot be anything but sustainable." Proof of Aluminco's green philosophy is a series of actions oriented towards sustainable development. These include the "recycling" of air pollutants for aluminium production, the use of photovoltaic panels for energy production, the recycling of raw materials and non-metallic waste and the selection of raw material produced from 100% green energy for its new product category, Skyline. The same green orientation is followed by its inclusion in the Environmental Product Declaration (EPD), an Eco-labelling scheme in the form of a verifiable document that transparently certifies the environmental impact of products throughout their life cycle. Aluminco's EPD was developed in accordance with ISO 14025 and EN 15804 standards and was based on Life Cycle Assessment-LCA according to ISO 14040 and ISO 14044 standards, for four different products that constitute the main volume of its production and sales.



10 GREAT WAYS TO ATTRACT NEW CUSTOMERS TO YOUR BUSINESS



1. Offer new customers discounts and promotions

Consumers today are still looking for value and deals. Lure them into your business by offering introductory discounts. Bargains like these can attract new customers who have been considering doing business with you but needed an incentive to change their shopping habits. Then track what they buy, and which offers they redeemed so you can better target them with future marketing messages that will cement their loyalty.

2. Ask for referrals

Once you gain a customer's loyalty, put that to work for you by asking them for referrals. Current customers are one of the best sources of new customers. But you can't be passive and wait for your them to bring colleagues, friends, and family to your business. Instead, take control and create a systemized approach to actively solicit referrals from your satisfied customers. Build referral-generating activities into the sales process. Send follow-up emails to make sure customers are happy with their purchases, and then follow that up with another email asking for

referrals. Consider offering incentives if the sale price warrants it.

3. Recontact old customers

Go back to your lapsed customers contact list and market to former customers who haven't done business with you for a while. Create a regular schedule to do this (say quarterly) and select customers you haven't seen in six months. Reach out to them via email, direct mail, text, or phone with a "We miss you» message, offering some type of deal or promotion if they'll come back.

4. Network

There's no better way to raise brand awareness than meeting new people, telling them who you are and what you do. Join your trade association, your local chamber of commerce, and networking organizations. Attend Meetup events. If you own a local business, even going to PTA meetings can be a good networking opportunity. Approach networking with a "How can I help you?" attitude, rather than thinking, "What's in it for me?"

5. Update your website

Online search is the primary way both consumers

and B2B buyers find new businesses. That means your website must do the heavy lifting so customers can find you. Review your search engine marketing and search engine optimization tactics and techniques, including making sure your site is mobile-friendly. Even your site design makes a difference. Too many graphics can slow your site's load speed, which is a customer turnoff. If you don't have the in-house expertise, hire a website design company and/or SEO expert to help

6. Partner with complementary businesses

Teaming up with businesses that have a similar customer base, but aren't directly competitive, and then strategizing how you can market to one another's customers to drive new business is a smart way to attract new customers while not spending a fortune. For instance, if you sell baby products, working with a business that sells maternity clothes would be a great partnership.

7. Promote your expertise

By showcasing your industry expertise, you can generate interest and even create buzz, which can help you attract new customers as well as get more business from your existing client base. Volunteering to speak on industry panels, giving a webinar or workshop, speaking at industry events or to groups your target customers belong to, or holding educational sessions are just a few ways you can make a good impression with potential new customers and clients. This technique works particularly well for B2B business owners.

8. Take advantage of online ratings and review sites

Consumers, both in the B2B and B2C worlds, frequently turn to online ratings and review sites

before they'll do business with a company they are not familiar with. So make sure you monitor those sites and respond to any complaints. Make the most of positive reviews by linking to them on your website. Post signage in your store, office, restaurant, or other location encouraging customers to add their perspectives. Social proof is powerful, and new customers are more likely to give your business a try if they see others praising it.

9. Participate in community events

Surveys show most people like to support local, independent businesses. Raise your profile in your community by participating in charity events and organizations. Sponsor a local fun run, organize a holiday "toys for kids" drive, or supply a Little League team in your city with equipment. All this raises your profile, which helps attract new customers.

10. Bring a friend

This idea is similar to referrals but requires customer participation. Offer "bring a friend" deals to get your loyal customers to introduce their friends and colleagues to your business. For instance, a restaurant could offer a "buy one entrée, get a second for free" special to attract more customers.



ADM 3 / THE LEISURE ARCHITECTURE ISSUE

The successful cooperation of Aluminco with Lifo goes on!



Aluminco, in collaboration with LiFO, archisearch.gr and Design Ambassador, participates in ADM 3 which presents the new trends in the field of design, real estate and hospitality and highlights the evolution of important development projects of leading architects. The Leisure Architecture Issue maps the new landscape in tourism and development, in the light of the good life, the place, entrepreneurship, the vision of thought leaders and the entrepreneurs who are leading the way with projects, ideas, innovative proposals and strategies. Aluminco, with its leading Skyline range of architectural systems, is leading the way and making these new design trends real.

NEW CORPORATE VIDEO FOR ALUMINCO

Due to the continuous investments in the central production unit of Oinofita, our new video guides you through the new and renewed facilities.

For 40 years, Aluminco has been continuously investing in innovation, in research and development, in people! Its main purpose is to offer top products that improve people's quality of life and enhance every building when applied. With the continuous investments in recent years in mechanical equipment, it has upgraded the Oinofita plant by incorporating the latest technological innovations. Now its production capacity can accommodate any production need, while remaining true to its vision of sustainability, it manages to limit the energy it uses or obtains



it from renewable sources. The processing facilities, with the most recognised certifications, guarantee products of top quality and aesthetics. The expansion of the robotic warehouse and its equipment with the largest robot nationwide, comes to meet the increased demand and contribute to a better and faster service to the network of partners!

Watch the new corporate video on Aluminco's Youtube channel:
<https://youtu.be/5qmFTZamWTk>

Dear partners!

We would like to inform you that Aluminco will be closed for summer holidays, **from 13/8/2022 to 28/8/2022.**

We will be happy to assist you again from Monday 29/8/2022!

*We hope you have a beautiful,
happy and relaxing summer!*

With friendly greetings,

The A-team!

A-team