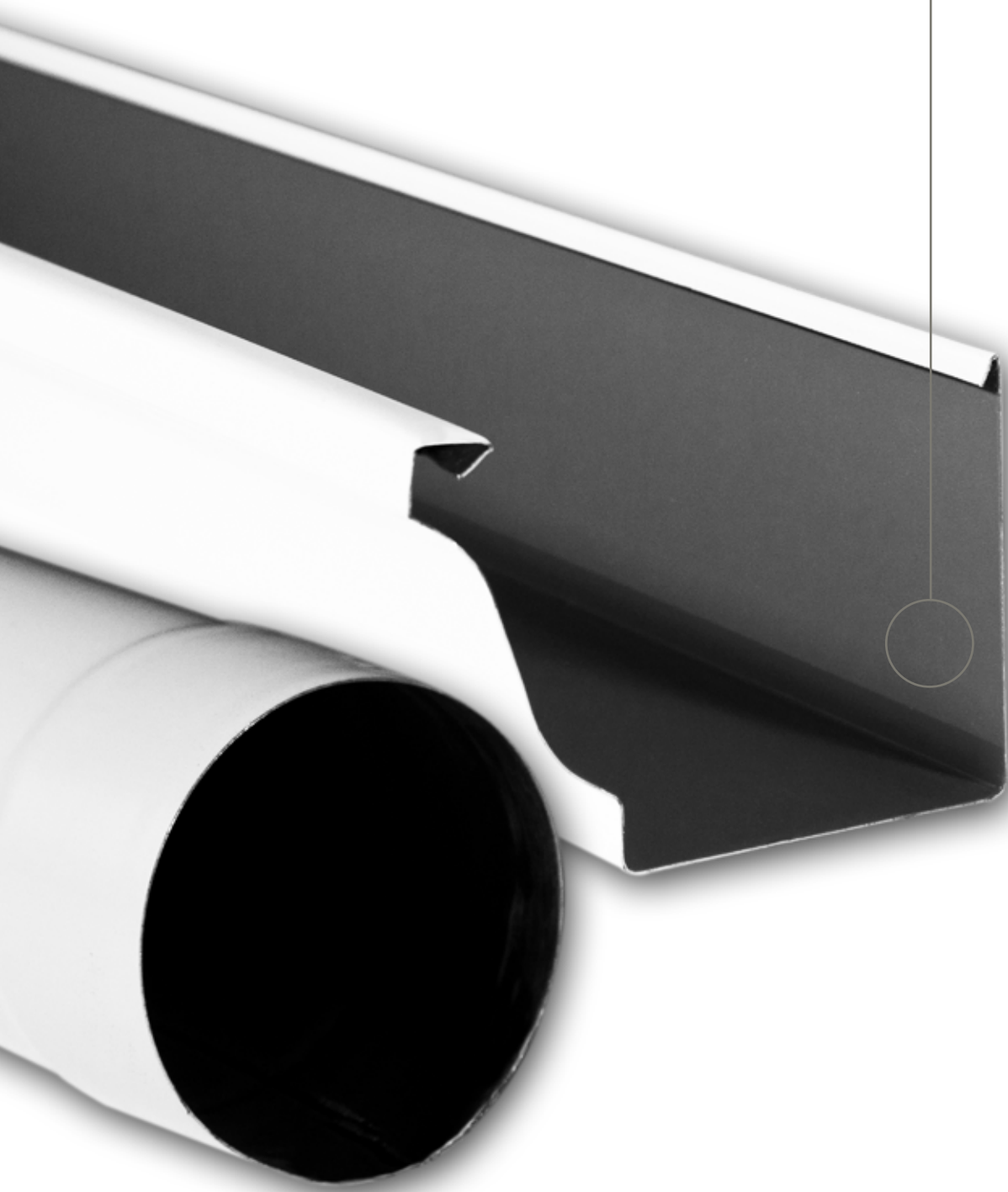


company
profile

VIONMETAL



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The company «BIOMETAL SA», is the leading producer of gutters in the Balkans and certainly one of the largest companies in Europe. It 's a business that started in 1958 and is a growing trend with everything positive and important development.

Its main activity is the production and wholesale marketing of a very wide range of systems downpipes. Based on excellent technological infrastructure in owned facilities of 4,500 square meters, with modern electro-mechanical equipment and highly trained personnel are the industry leader. It has the potential to produce a very wide variety of products and guaranteed quality that can meet every need. A great advantage is of course the possibility of the company to produce a large number of supports and special pieces.

The company is directed primarily to companies that supply our products, raw materials and equipment and production machinery gutters.

Last year we had a fairly strong presence abroad, with particular emphasis on the Balkans (Albania, Bulgaria, Romania, Cyprus, Fyrom and Serbia) with increasing exports and expanding our clientele.

We continuous improve all of our existing products and continuously search for new, improved solutions or newly innovative products.

Worth mentioning is our commercial activity in quality products imported from USA and Europe such as:

- A' material aluminum, galvanized, copper, zink
- Gutters
- Gutter accessories
- Mortar housing Flexim
- Roof windows
- Gutter Machines

A wide range of production machinery gutters.

Our products throughout Greece are known for their excellent quality, durability and functionality. This is recognized by all of our customers, who honor us with constant and long-term collaboration.

Today we are in a period of growth in an effort to increase sales in new markets successfully even against the current difficult economic conditions. In particular, launching a widespread and organized effort to develop and support the wholesale throughout Greece, but mainly to selected foreign destinations.

We have managed to secure a large and growing turnover, alleging, until now, largely in the wholesale and retail sale of its products.

After fifty years of continuous and creative presence in the market, we managed to conquer the industry and to connect fully with our name.



target analysis

Setting high goals and always having the infrastructure and know-how to implement them, begins a three-year development period.

Our objectives are identified simultaneously and entirely feasible:

Support wholesale stores nationwide.

The development of the sales network abroad.

The export support with contributions in international exhibitions.

The renewal of the corporate image in line

Targeted products to maximize performance according to the data foreign markets.

The renewal and expansion of our products and packaging.



current situation

Business Environment

The company is located in Epirus, a region which at least in recent years, mainly due to the completion of the Egnatia Highway, is a focal point with many advantages in transporting and disposing of products manufacturing. With the port of Igoumenitsa, just one hour away, imports and exports are now a reality with absolutely competitive costs.

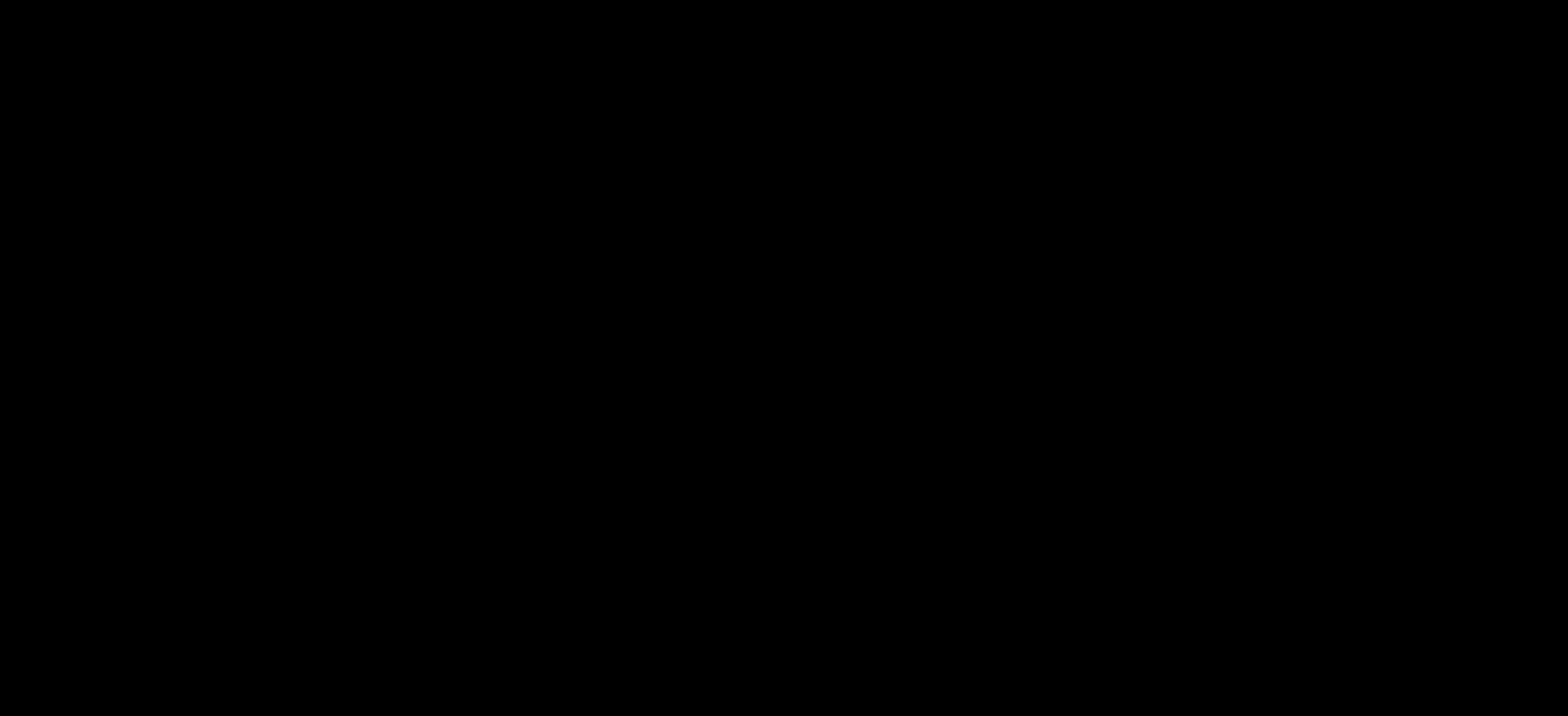
Our company is very optimistic and expect that turnover will rise immediately.

Proof of the estimate, and despite the economic crisis is that the company's turnover for the last three years has been rising.

Competitive Advantages of our products

Gutters is an essential part of any building construction, making them maintain a permanent annual cycle of movement, greatly reducing seasonality could complicate a company in financial management.

Additionally, the difficulty and increased production expertise to produce quality products has brought our gutters, utilizing years of experience and know the successful moves easily in a leading position in the industry, but it can easily be threatened the existing competition.



The gutters do not allow the rainwater to pass within each household and thus helps to prevent moisture from forming on the walls (external - external)

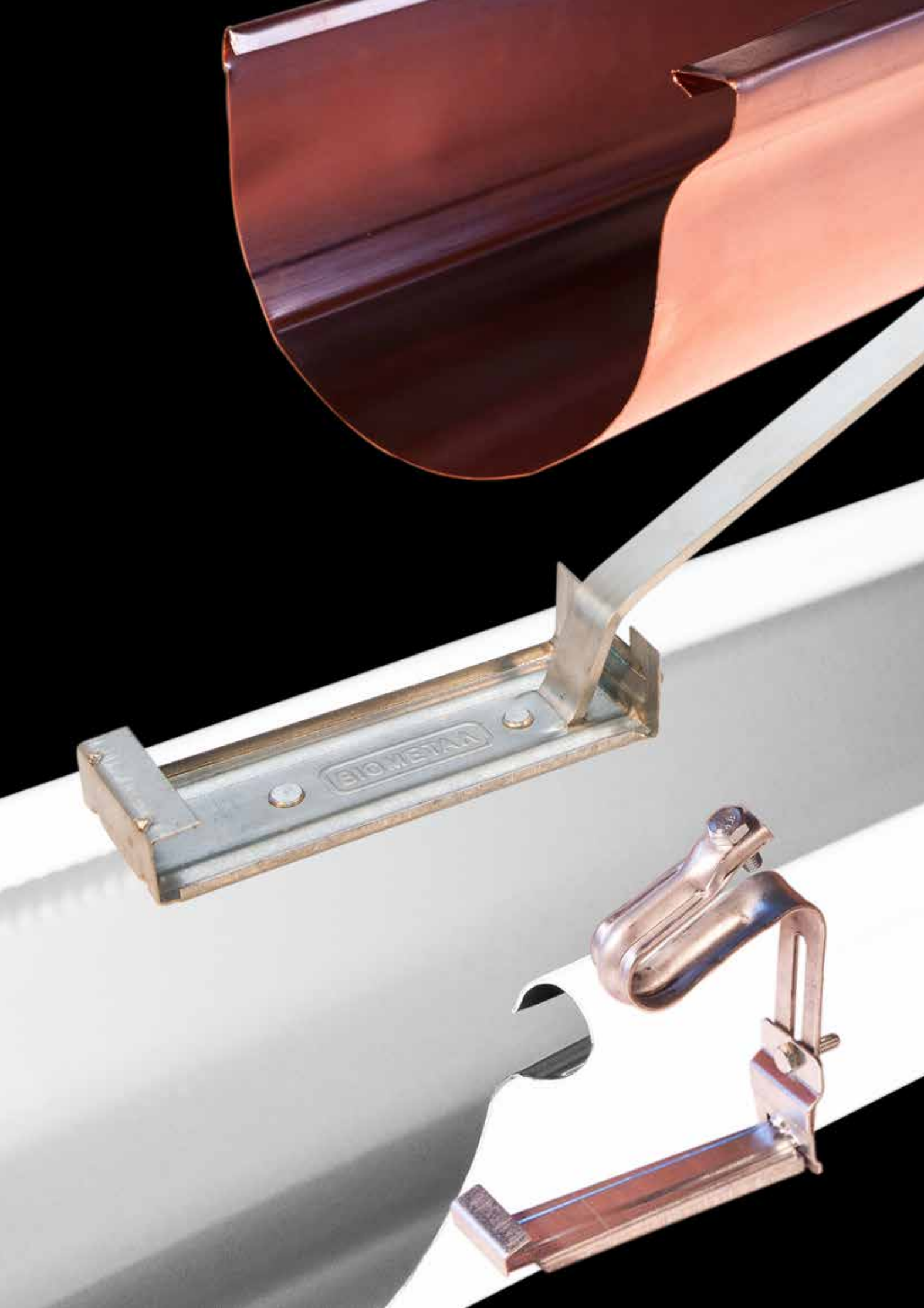
We can produce 8 different types of gutters in colors and materials vary depending on the location and style of each building.

Brackets depending on the specificity of each roof and accessories in a variety of colors.

product profile

Our country has kept its authenticity and tries buildings of historical and cultural interest to keep them intact over time.

Our company assists them in this effort having a wide range including traditional designs in copper gutters.



products

1. Gutter 5"

Square gutter profile production capacity in various materials and colors

2. Gutter 6"

Square gutter profile is primarily intended for industrial buildings or on roofs with steep

3. Round gutter 5"

Gutter semicircles with decorative frame

4. Traditional gutter 6"

Gutter semicircles with decorative frame

5. Vertical gutter 6x8

6. Vertical gutter 7x10

7. Vertical tube Ø80

8. 75mm vertical pipe

9. Supports internal - external

10. Gutter Accessories (corners-plugs)

11. Links Gutter

12. Flexible aluminum

13. Roof flashings

14. Gutter Machines

15. Rubber cement roof flexim

16. Roof windows

17. Skylights



mechanical equipment and know-how

The continuous efforts for improvement and development led to the award of our company in 2002 in Paris by the International Quality Award.

Our staff is trained continuously, maintaining a very high level of expertise, coupled with years of experience makes it the most suitable professionals in Greece.

BIOMETAL is the only company in the gutter industry, which is a quality system certified with ISO 9001:2008.

We use only certified raw materials and packing materials from Greece, but also imported from the U.S. and Europe.

Controlling the production and warehousing, cost, distribution and sales made by standard computer system (WMS, ERP LOGISTIC SI), which evolves and adapts according to the needs of the market.





quality policy

Each piece of the production line, from the selection of raw materials to and storage of finished products, check with specific procedures and standards to ensure the perfect and stable quality and high standards set by the company.

Everyone working in the company, is well aware that the quality of products, is not negotiable and thus is the safe method for achieving all of our objectives.

The ISO 9001:2008 quality system and applicable Modern technology ensures that the effort to preserve the quality will always be successful.

Product quality, the continuous quality controls and the permanent search of «perfect quality» and the «excellent rules for the application» is the primary goal of the company which often contrasts with the cost of production.



marketing goals and objectives

Main objective of the company is marketing the development - support wholesale and finding new markets.

Our main targets are:

Strengthening the Brand Name and the leadership in the industry.

Support wholesalers in Greece during the difficult economic situation.

Increasing our exporting volume.

Supporting our brand name with participation in international fairs.



participation in exhibitions

Our company takes part in exhibitions of national and abroad.

With twenty years of presence at the exhibition in Thessaloniki Infacoma that attracts the attention of the Balkans.

By participating in exhibitions throughout Greece for the presentation of our company and its products to increase retail sales by our partners.

Our last two years and took part in several exhibitions abroad aiming to increase exports.

Bulgaria-Sofia

EXHIBITION BBW (8-12/3/2011)

Skopje 2011

Bulgaria-Plovdiv
INTERNATIONAL TECHNICAL FAIR (26/9/2011-01/10/2011)

Skopje 2011

Albania 2011

Greece - Thessaloniki 2012
INFACOMA (/ 2/2012)

Albania Tirana 2012
CONSTRUCTIONS (23-25/3/2012)

An trade shows go on...





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