

COMPANY PROFILE



FORUM S.A.
| TRADE SHOWS • PUBLICATIONS

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Member of NürnbergMesse Group

NÜRNBERG  MESSE

THE COMPANY



Thanos Panagoulis/CEO

COMPANY PROFILE



32 years of operation



8 trade shows



4 trade magazines



65 employees



4,000 customers



**17,176,000 €
turnover (2019)**

The largest trade show organizing company in Greece

For more than 32 years, FORUM SA has been successfully operating in the fields of trade shows and professional magazine publications with respect and with a sense of responsibility towards its partners and clients. Today, FORUM organizes 8 international trade shows and publishes 4 trade magazines.

According to an industry survey by ICAP, FORUM holds a 23% share of the market and ranks 1st in the list of companies of the industry based on its turnover and EBITDA. Lastly, according to ICAP's research "Business Leaders in Greece" for 2017, FORUM is in the 431st place in the list of the 500 most profitable companies.

Strategic partnership with NürnbergMesse Group

As of September 2019, FORUM SA is a member of the NürnbergMesse Group, one of the 12 largest exhibition companies in the world. This partnership will support the further development of FORUM SA, and will help Greece become a major trade show hub for the Balkans and Southeast Europe.

OUR VISION

We are pioneers in our sector
We develop the trends

We look to the future with optimism and faith for our abilities, always walking ahead of our time, creating and leading developments, in the areas of our responsibility.

At the same time, we never cease upgrading our services, committed to our goal, with a high sense of responsibility and commitment to our partners.

OUR VALUES

Consistency, reliability
and respect towards
our clients

The triptych of respect, consistency and reliability to our customers and suppliers has established us 32 years ago as one of the leading companies in the field of trade shows and trade publications. All of our actions are governed by:

- Personal and entrepreneurial ethos.
- Creation of unbreakable relationships with our partners.
- Innovation and continuous leadership.
- High quality service, with respect to our customers.
- Attachment to the goal.

OUR STRATEGY

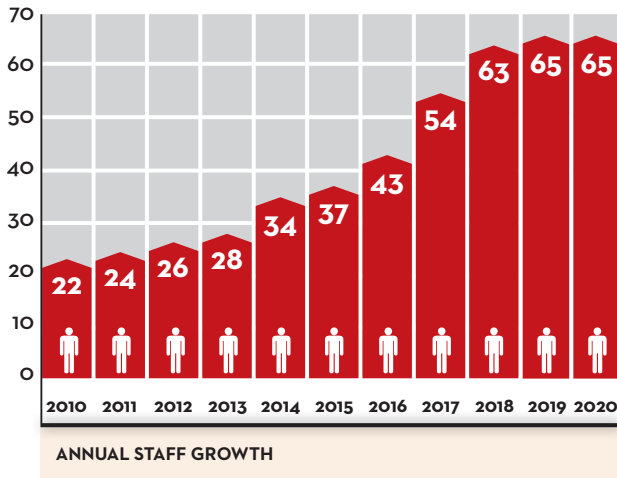
Maximizing benefits for
our clients

FORUM's great success lies in the establishment of the dual business model of organizing successful exhibitions and supporting them with the publication of b2b magazines. This highly successful model, coupled with our extensive and targeted advertising display, results in maximizing the benefits for our customers.

**When we say "100%", we mean "110%"
and we strive for "120%"**

PRIVATELY OWNED OFFICES





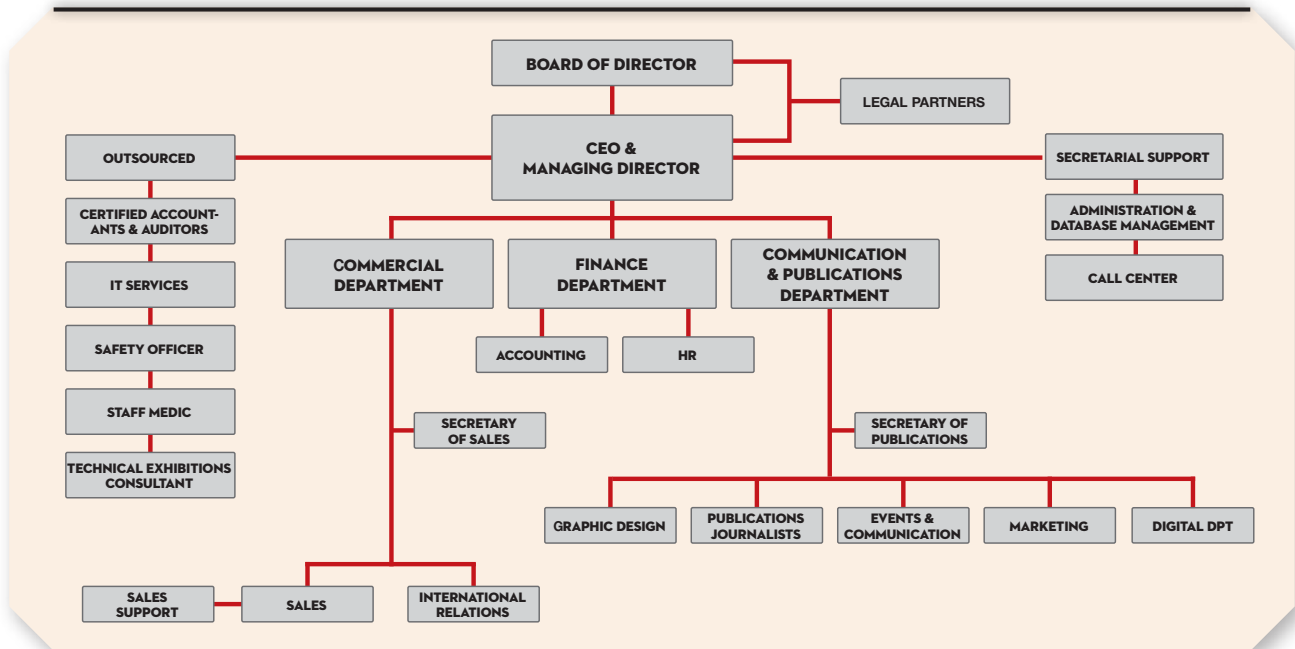
OUR TEAM

We envision the future and we invest in our people

Forum SA, recognizing the value of Human Capital as one of the most important and competitive advantages, implements policies and initiatives that aim at efficiently attracting, developing and retaining its employees.

Currently, we employ more than 65 people that constitute a team of experienced professionals. The evolution and satisfaction of our people is a key commitment of the management since the first day of the company's establishment.

ORGANIZATIONAL CHART



FINANCIAL DATA

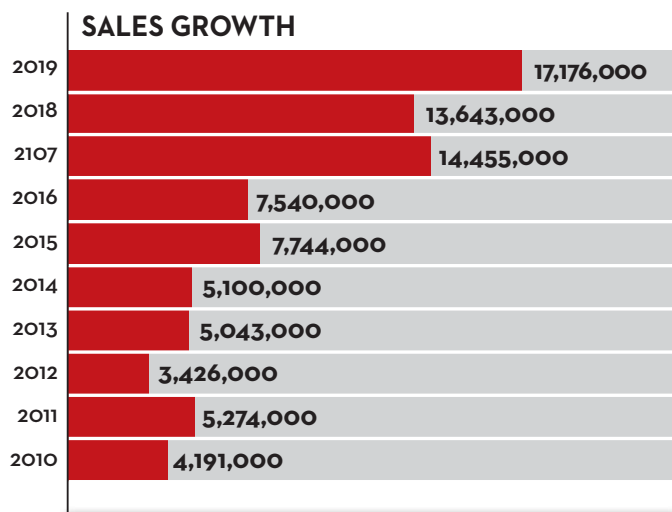
32 years of healthy economic growth

In a highly competitive environment, FORUM SA has managed, with the consistency, prestige and transparency that characterises all its functions, to become one of the leading companies in its sector, and today it is one of the 500 most profitable Greek companies, ranking 431st in 2017.

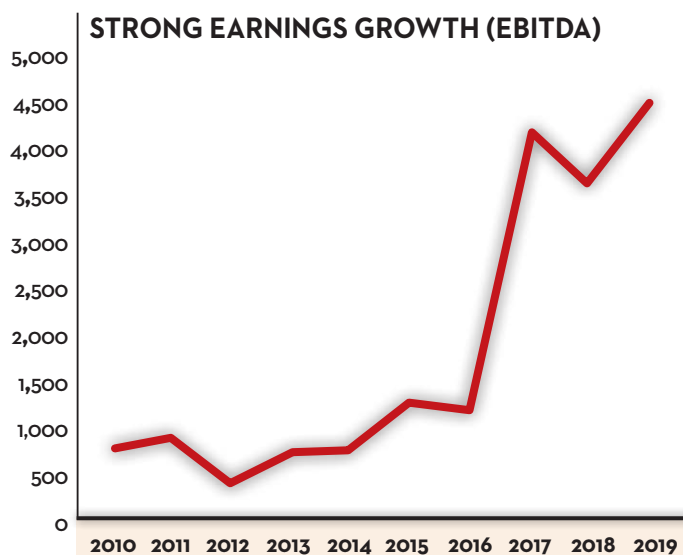


ANNUAL ECONOMIC REPORT* (2010-2019)	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Total Sales	4,191	5,274	3,426	5,043	5,100	7,744	7,540	14,455	13,643	17,176
Key metrics: Earnings Before Interest, Taxes, Depreciation and Amortization - EBITDA	729	845	359	705	715	1,273	1,251	4,147	3,662	4,497

*IN THOUSAND EUROS



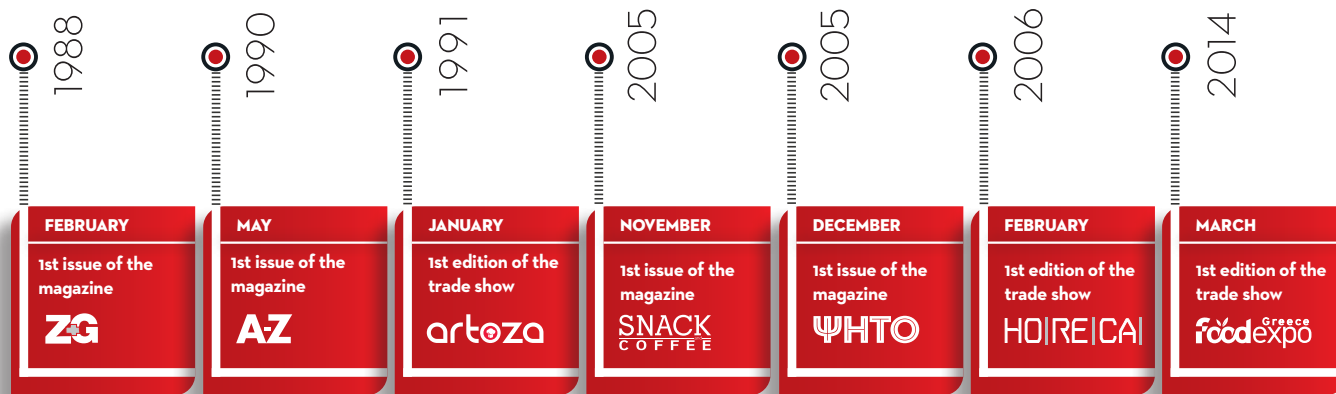
THE DROP IN SALES IN 2018 IS DUE TO THE FACT THAT ARTOZA IS ORGANIZED EVERY TWO YEARS



MILESTONES



From its establishment in 1988 to this day, the company's course has been dotted with innovations that have changed the map of trade shows and publications in Greece.





OUR EXHIBITIONS

8 Internationally recognized exhibitions



ARTOZA

The largest international exhibition of Bakery, Confectionery and Ice Cream in the Balkans and one of the most recognized of its kind internationally.



HORECA

A world-class exhibition on catering and hotel equipment and food service units.



FOOD EXPO

The leading Food and Beverage trade show in Southeast Europe and one of the most important of its kind internationally.



OENOTELIA

A specialised wine and spirits trade show of purely professional character and international orientation. Organized alongside FOOD EXPO.



XENIA

A premium exhibition aimed exclusively at hoteliers, as well as professionals and entrepreneurs of the country's tourism industry.



ATHENS COFFEE FESTIVAL

The great festival for coffee and its culture. It targets industry professionals, home baristas and the wider public.



FOODTECH

An international trade show 100% focused on the production, packaging, storing and handling technologies of Food & Beverages.



BIO FESTIVAL

A premium festival that focuses on organic products and eco living. It targets professionals and consumers alike.



www.artoza.com

Years of organization: **30**
 Venue: **Athens Metropolitan Expo**
 Frequency: **Every 2 years**

The largest exhibition of Bakery & Confectionery in the Balkans



Among the most influential and specialized exhibitions in Greece and in the wider Balkan region, ARTOZA boasts a 30-year unmatched course.

ARTOZA is the platform for the most important commercial contacts between the supply market and the bakery and confectionery professionals in Greece and in the wider region. With its huge recognition and appeal, it brings together executives and owners from thousands of Bakery, Confectionery and Ice Cream companies.



25,000 sq.m
 Exhibition
 Space



270
 Exhibitors



40,000
 Visitors



€ 250,000
 Marketing
 Budget

HORECA

www.horecaexpo.gr

Years of organization: **16**
 Venue: **Athens Metropolitan Expo**
 Frequency: **Annual**

The largest trade show in Greece!



Every year, HORECA, the biggest exhibition in Greece and one of the biggest and best of its kind internationally, confirms its huge reputation by attracting tens of thousands of trade visitors, while operating as the most effective commercial forum as well as a platform of innovative developments for the Hotel and wider Catering sectors.

Horeca is considered a symbol and has been associated in the minds of professionals of the industry as the top exhibition institution for Hotels and Food Service in Greece.



50,000 sq.m
 Exhibition
 Space



550
 Exhibitors



126,000
 Visitors

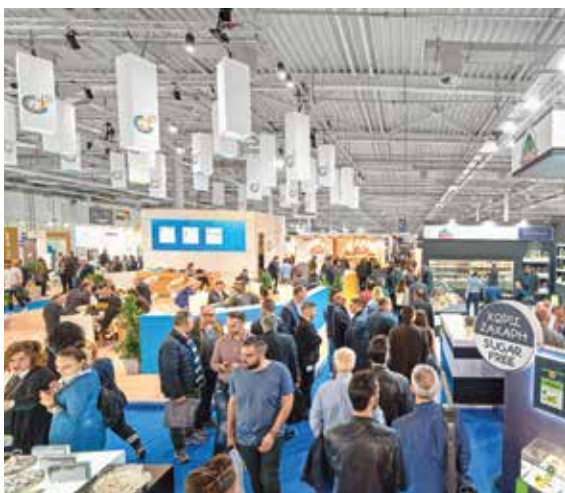


€ 550,000
 Marketing
 Budget



Years of organization: **7**
Venue: **Athens Metropolitan Expo**
Frequency: **Annual**

The leading F&B trade show in Southeast Europe



No other exhibition in Greece or the world for that matter, has attained the size, reputation and commercial efficiency that FOOD EXPO has achieved in such a short time. From its 3rd iteration, FOOD EXPO managed to consolidate its reputation as the biggest trade show ever organized in Greece and the largest and most significant of its kind in South eastern Europe.



50,000 sq.m
Exhibition
Space



1,300
Exhibitors



70,000
Visitors

The top Wine and Spirits trade show in Greece!



OENOTELIA is without a doubt the only purely professional exhibition of wine and spirits organised in Greece. With the support of all institutions, with targeted advertising and focused not only on the Greek b2b market, but also on the important foreign markets for the Greek wine, OENOTELIA proves to be the most important wine trade show in Greece.



www.xenia.gr

Years of organization: **3**
 Venue: **Athens Metropolitan Expo**
 Frequency: **Annual**

At the heart of Tourism Industry



Xenia, a premium exhibition targeted at the hotel industry, is the most important pillar for the development of our Greece's tourism industry.

With the participation of the largest and most important suppliers of the sector and with every thematic area enriched, it is a comprehensive exhibition that covers the needs of every modern hotel. With the motto 'The Hospitality Experience' and a number of innovative thematic events, Xenia is an important point of experience, trends and inspiration for all Hospitality professionals.



50,000 sq.m
 Exhibition
 Space



500
 Exhibitors



37,000
 Visitors



€ 450,000
 Marketing
 Budget



www.foodtech.gr

Years of organization: **1**
 Venue: **Athens Metropolitan Expo**
 Frequency: **Every two years**

The international trade show on food production & packaging



FOODTECH is a premium trade show targeted at the production, packaging, storing and handling technologies of Food & Beverages.

It is addressed to owners and executives (factory managers, production engineers, food technologists, quality control officers, R&D managers, logistics managers etc.) from the entire range of productive and commercial Food & Beverage enterprises. There participate as exhibitors suppliers from Greece and abroad with Technology and Equipment products and services of the Food & Beverage sector.



25,000 sq.m
 Exhibition
 Space



200
 Exhibitors



18,000
 Visitors



€ 380,000
 Marketing
 Budget



www.athenscoffeefestival.gr

Years of organization: **4**
 Venue: **Technopolis City of Athens**
 Frequency: **Annual**

The focal meeting point for professionals and coffee aficionados!



The ATHENS COFFEE FESTIVAL is a big festival for coffee and its culture and is addressed to professionals and to the consuming public.

It has been established as one of the most important commercial and social events for the culture of quality coffee. It is the ultimate meeting point for the industry's businesses and a significant forum for exchanging ideas for the coffee and food service professionals, and a big celebration for coffee lovers. It presents all the new trends that dominate in the modern international market and is under the auspices of SCA Greece.



6,000 sq.m
 Exhibition
 Space



150
 Exhibitors



32,000
 Visitors



€ 100,000
 Marketing
 Budget



Years of organization: **1**
 Venue: **Technopolis City of Athens**
 Frequency: **Annual**

The new festival for organic products and eco living!



It is a premium festival on organic products and eco living, addressed both to the professionals of the industry and to consumers.

Visitors have the opportunity to contact leading commercial enterprises and processing industries, smaller producers and retail shops, the products of which are certified as organic, or are in the process of passing certification, or natural products as well as products with organic raw materials. There, new trends, brand new products, innovations and original ideas are presented.



2,700 sq.m
 Exhibition
 Space



70
 Exhibitors



7,500
 Visitors



€ 100,000
 Marketing
 Budget

A-Z (Bakery - Confectionery)

The biggest and most prestigious bakery and confectionery magazine in Greece, with an uninterrupted presence of 30 years, with a perfect appearance, rich and valid material. It is issued 9 times a year and covers all the latest news on the sectors of Bakery, Confectionery, Chocolate making and Ice cream.



9,000
recipients
via mail



11,500
recipients
via e-mail

OUR MAGAZINES

PSITO

A bimonthly luxury publication that informs food service businessmen and professionals on all the latest trends, developments and news from the Greek and international markets. It focuses on businesses that deal almost exclusively with meat, such as steak houses, tavernas, grill houses, etc.



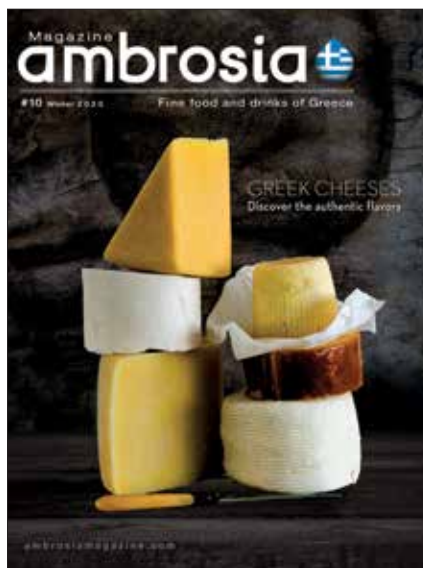
7,500
recipients
via mail



12,500
recipients
via e-mail

AMBROSIA magazine

Ambrosia magazine is one of the most important instruments to account for the visibility of Greek food and drinks in the global marketplace. It is published twice a year and mailed or send in digital form to 50,500 selected international buyers (executives of large super market chains, distributors, brokers, wholesalers, retailers, foodservers).



3,000
recipients
via mail



47,500
recipients
via e-mail

OUR MAGAZINES

SNACK & COFFEE

The biggest magazine for coffee and food service, the paper form of which is delivered on a bimonthly basis to more than 7,500 professionals of the industry, while 40,000 more recipients receive its electronic version. The absolute source of information for every coffee and food service professional.



7,500
recipients
via mail



40,000
recipients
via e-mail

A large red speech bubble with a white tail pointing towards the bottom right. Inside the bubble is the Forum S.A. logo.

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