

Roadmap to Growth through Digital Transformation



March 2022

Matrix Pack @ A GLANCE

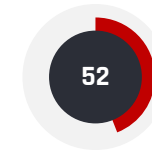


4 Manufacturing facilities fully certified



70%
Exporting
company

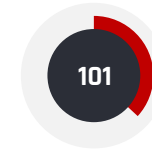
x2
Doubled client count
in the last 3 years



Presence in **52** Countries



More than **600**
International customers



101 new International customers
in 2021 generated 22% of 2021
Turnover



500.000.000

Unique users per year



12.000.000

unique users per day

Servicing among others, **Symbolic Brands**, all over **the world**



DUNKIN'



METRO

Coca-Cola



PEPSICO

Refresco

GRUPE
LACTALIS

**Keurig
DrPepper**

Kroger

Ahold
Delhaize

H-E-B

CVS

HARMONS

Wegmans

CHALLENGES vs VISION

4 ERPs, Numerous Excel files, wasted manhours, Increased cost



Single data entry point accessible to all & workflow automation with 3rd party systems

Complexity due to diversified product portfolio, multiple production facilities & extended clientele



Accurate forecasting (Sales & Purchases) & accelerated decision-making procedures

Compliance & adaptability on industrial standards



ESG compliance achievement & Transparent customer auditing procedures

Immediate response

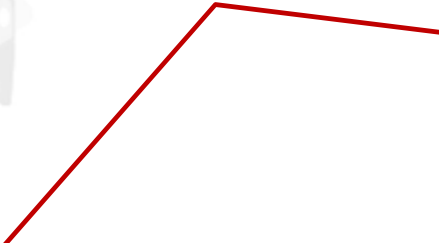


Holistic view of clientele

Cost reduction by eliminating counter-productive procedures

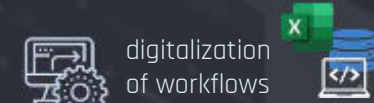
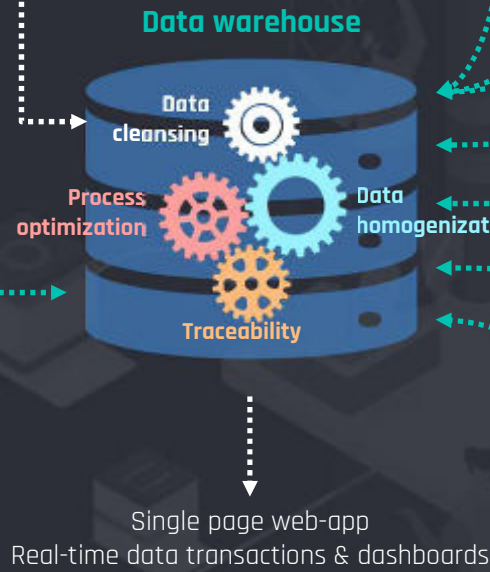


Workflow rationalization & digitalization leading to optimized results



addAPT INTEROPERABILITY

A single data entry point



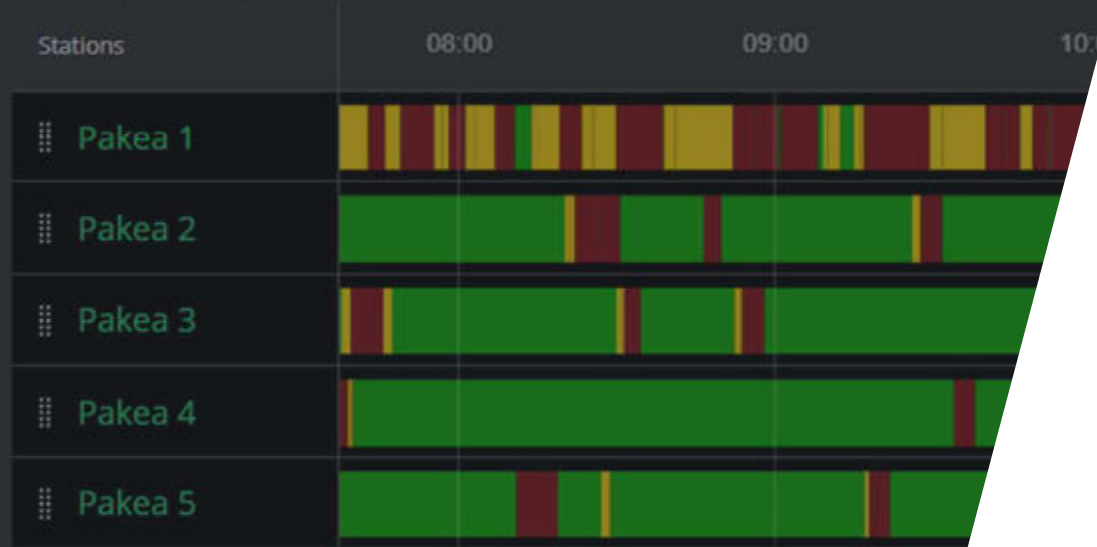
GIS | Spatial databases



LIVE PRODUCTION MONITORING

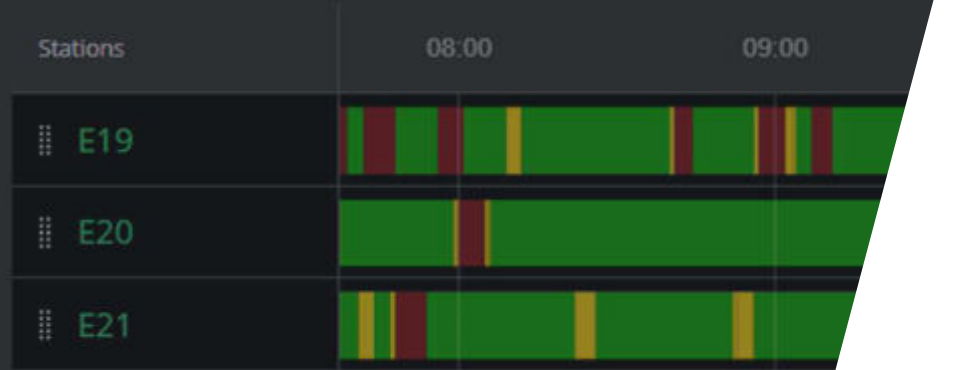
BG

+02:00 (5 stations)



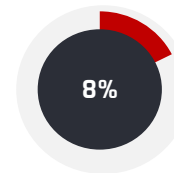
GR 70 A

+02:00 (3 stations)

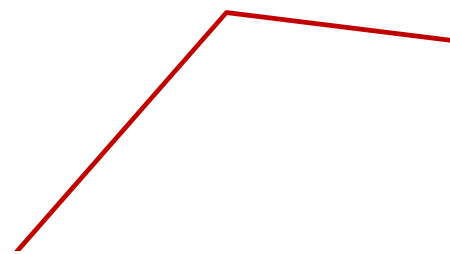


EVOCON - Real time monitoring of all production lines

- Immediate actions to maintain & further increase productivity
- Identify immediately quality/performance issues & act
- Real time visibility of processes



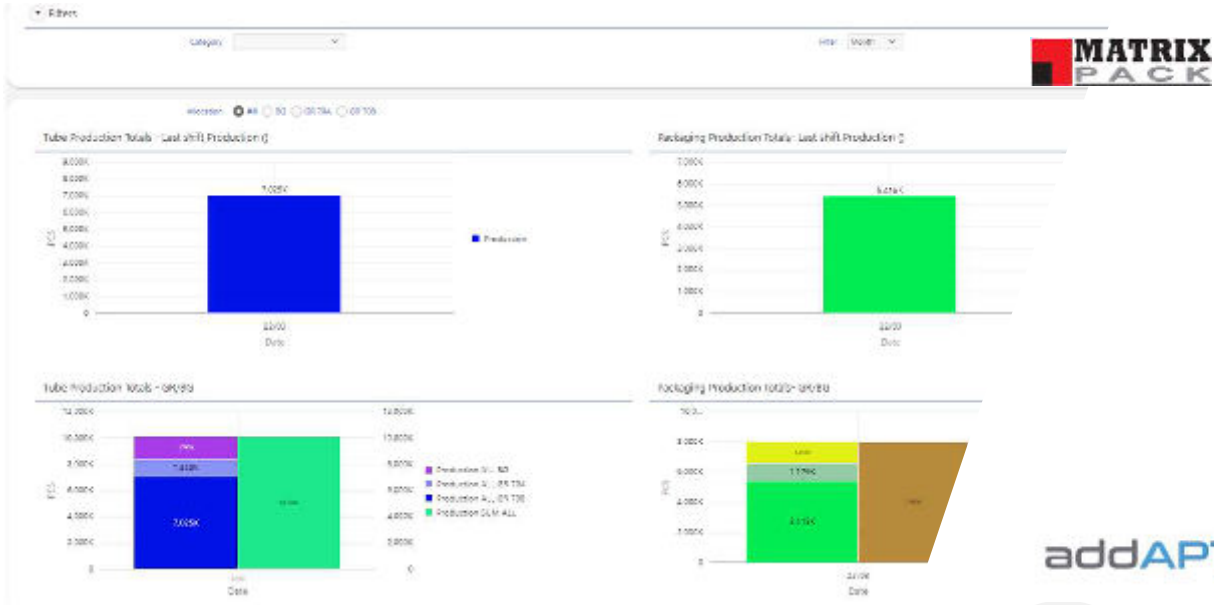
Estimated Productivity Gain



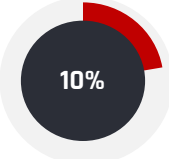
PRODUCTION REPORTING

Statistical Analysis of downtime

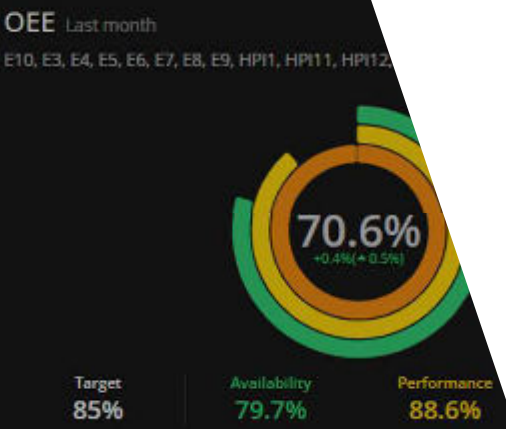
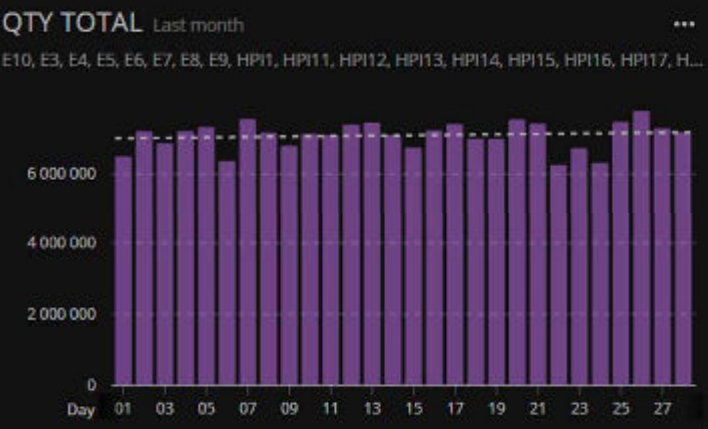
- Focused actions to restore repeating failures
- Set targets for preventive maintenance
- Identify mal-practices & improve through training
- Data driven decision-making for production planning & performance evaluation



Reduced costs from machine failure through identification of machine parts prone to break down



addAPT



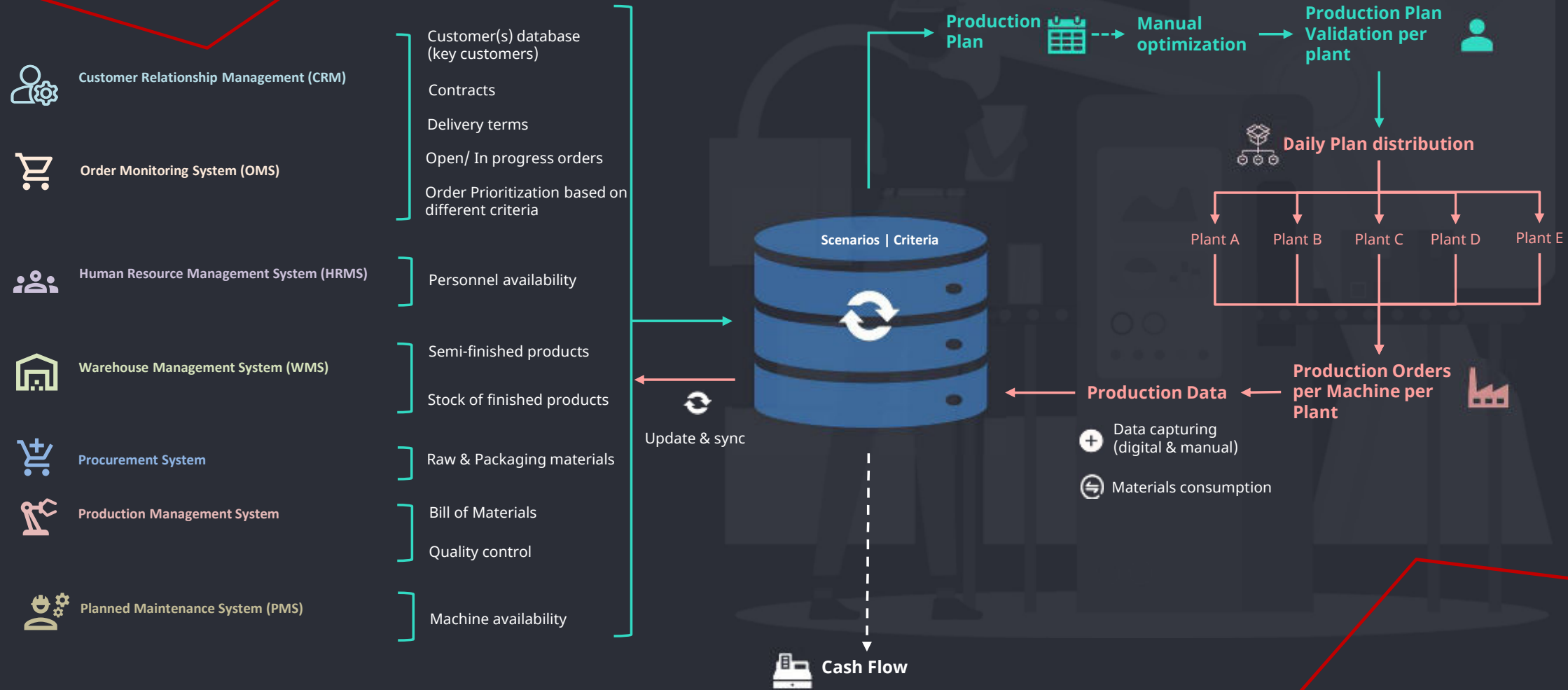
QUALITY CONTROL

Quality control workflows digitization

- Focus on repeating defects both in tube & final product
- Create reports for most common defects
- Accountability
- Reduce time-consuming paperwork
- Transparency throughout the Company

	Years Of Employment	Experience	Shift	Defects In January	Defects In February
	8	MIDLEVEL	A	9	2
	7	MIDLEVEL	C	9	0
	6	ENTRY	B	7	0
δ	51	SENIOR	B	4	4
2020	16	SENIOR	A	6	0
1/2021	4	ENTRY	A	3	0
05/05/2021	11	MIDLEVEL	B	5	1
25/03/2021	12	MIDLEVEL	B	7	0
Σ	15/06/2021	9	MIDLEVEL	2	2
Α	14/03/2012	122	SENIOR	3	0
ΔΡΑΒΑ	12/03/2020	25	SENIOR	5	3
ΤΡΙΧΑΣ ΑΝΔΡΟΣ	28/01/2021	14	SENIOR	5	0
ΑΣΙΟΥ ΒΑΣΙΛΙΚΗ	30/10/2020	17	SENIOR	8	0
ΩΜΩΚΟΥ ΧΡΙΣΤΙΝΑ	06/10/2021	6	ENTRY	1	1
ΚΑΣΤΙΖΑ ΣΩΤΗΡΙΑ	14/01/2021	14	SENIOR	2	0

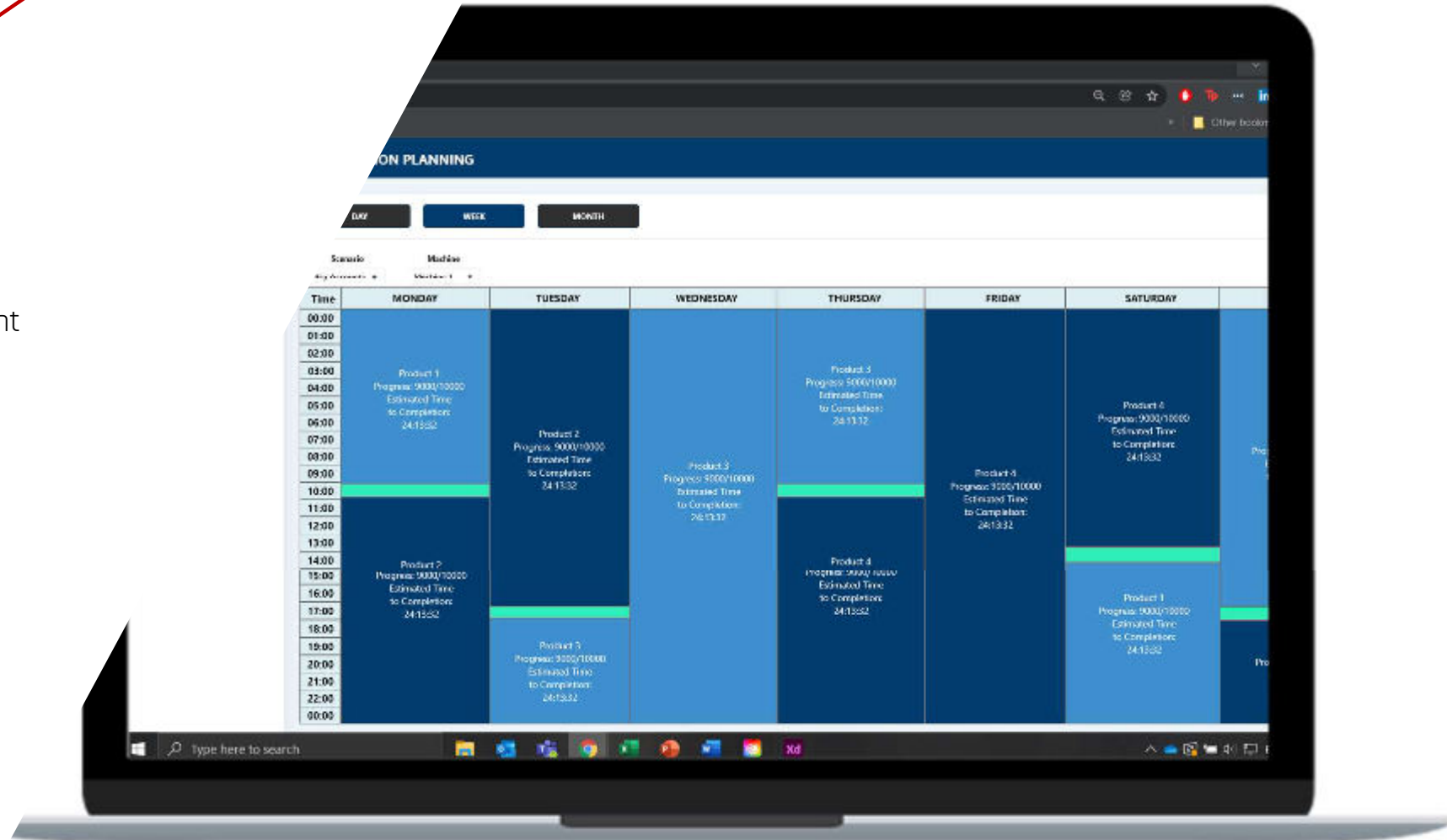
PRODUCTION PLANNING



PRODUCTION PLANNING



- Bridging Sales & Operations
- Bill of Materials management
- Production orders
- EVOCON integration



DIGITAL TRANSFORMATION EVALUATION

CUSTOMER SERVICES



Order Confirmation from average 3 days to a few hours (**max 24h**)

Real time customer requests response (Logistics | Complaints | Pricing | Samples | Certificates)

INTERNAL PROCESSES OPTIMIZATION



24/7 information availability top-to-bottom

Digital company **knowledge database** available to all

Live monitoring & interaction of internal processes

Resource allocation optimization due to **accurate information exchange**

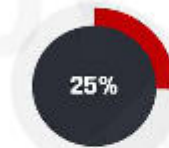
Work-life balancing through time-saving procedures

Less 3rd party system licenses required | **70% savings**

Cash flow improvement & visibility through the optimization of purchases, inventories, production planning & sales etc.

Fast incorporation of new personnel | less than **1 week of training**

COST OPTIMIZATION



Estimated Overall Cost Reduction

Data driven decision making & management



Employee engagement | Enhance Corporate Culture & Loyalty

THANK YOU!



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