

# Company Profile



# About us

FDL Group is the only 3PL listed on the Alternative Market (EN.A.) of the Athens Stock Exchange.

- Since 1997, we focus on **excellence to end-to-end** Supply Chain solutions. specializing in Third Party Logistics, International Transportation, advanced IT/IS services and Logistics Intelligence, as well as Sales & Brand Development.
- Our Commercial Unit , supports top brands growth by its wholistic handling and in depth knowledge on Trade / Customer Development and Brand Building



# Our Identity

01



- Third-Party Logistics (3PL)
- International Freight & Transport Services
- IT Systems & Logistics Intelligence
- Sales & Brand Development

02



We offer fully integrated logistics services and brand development solutions, delivering expertise across the entire supply chain.

03



The only 3PL company listed on the Alternative Market (EN.A.) of the Athens Stock Exchange.

04



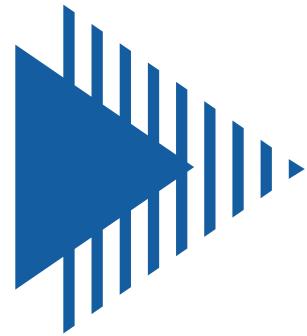
We ensure seamless distribution from production sites to the end consumer

05

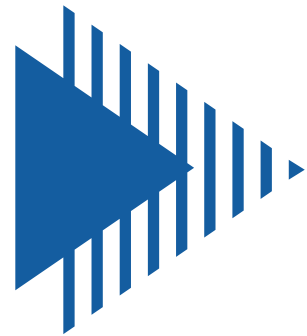


- Our People
- Our Clients
- Our Investors

# Our Mission and Vision



Innovation and excellence are key factors behind FDL Group Success. As an End-to-End Supply Chain provider, we constantly pursue something “NEW”, something “**MORE**” and something “**BETTER**”. We guarantee the seamless movement of goods from production hubs to the ultimate consumer destination

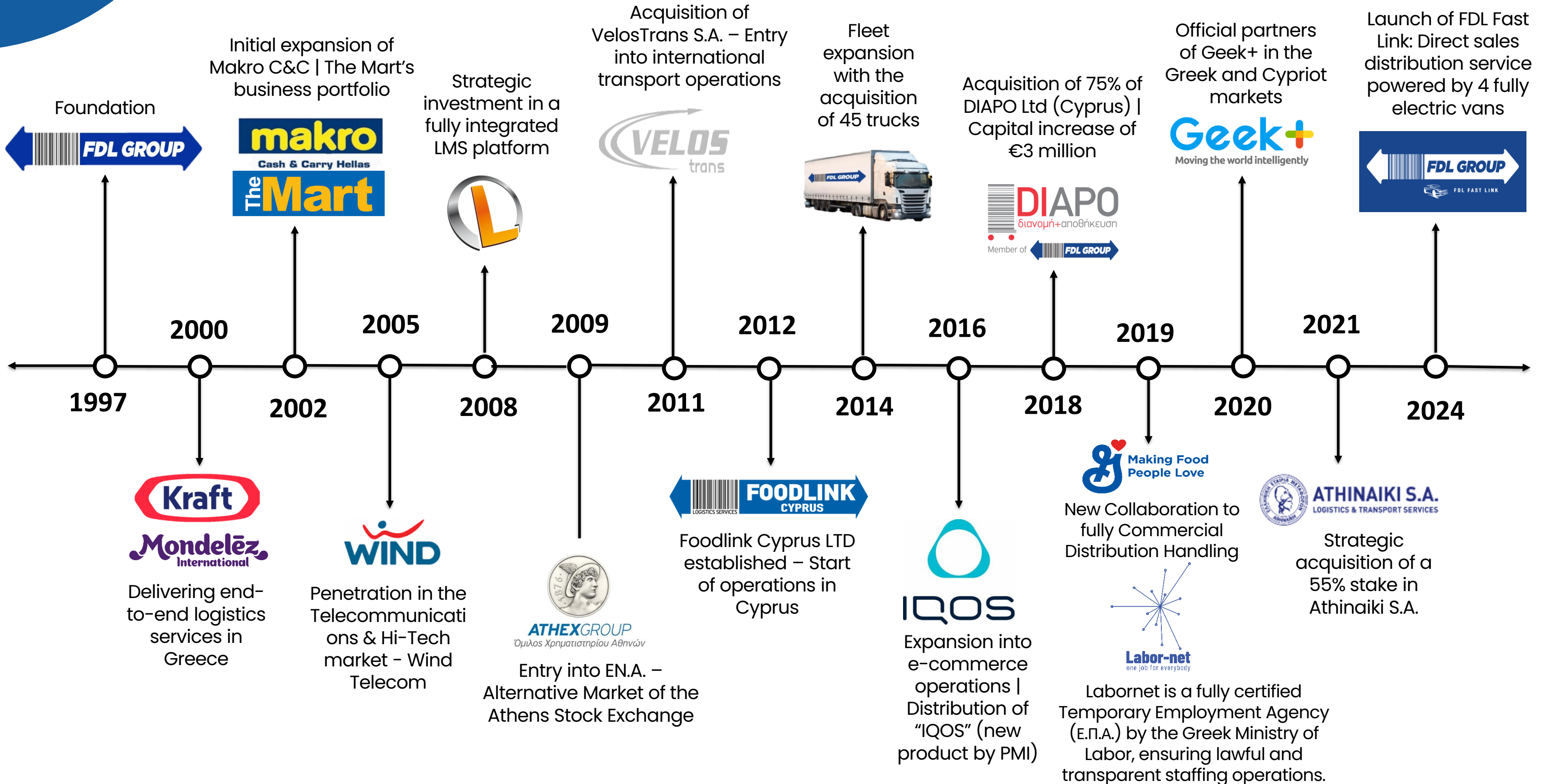


Our people, our customers and investors to be proud of FDL Group. To be the first. To fortify **our sustainable** growth and **robust** profitability.

# Our foundation. Our mindset.



# Our Milestones



# Foodlink in numbers

**Turnover**

**€ 95,4 Mio**

**Turnover  
Growth  
(5-years CAGR)**

**8,24%**

**Warehouse  
Facilities**

**120.000 M2**

**Fleet**

**150  
OWN TRACKS**

# Food Safety & Quality Assurance



# Contract Logistics (Greece & Cyprus)



## **ORDER PREPARATION**

Daily capacity: 100,000+ cartons & 30,000+ items

Accuracy exceeding 99.5%

Utilization of cutting-edge technologies:

• RF • Voice Picking • Vision Picking • Goods-to-Person

## **STORAGE CAPACITY (PALLET PLACES)**

100,000 Ambient Conditions

18,000 Air-conditioned

4,000 Refrigerated

1.800 Frozen

## **CROSS-DOCKING**

Dedicated spaces across all Distribution Centers

Managing 50,000+ cartons/day

Same-day distribution (<24 hours)

## **REVERSE LOGISTICS**

Product returns collected within 24 h

Stock reintegration within 48 hours

Full compliance for non-conforming or rejected goods

## **CUSTOMS & TAX WAREHOUSING**

Provision of customs and tax warehouse services

For all depositors, under all storage conditions

## **CO-PACKING / REPACKAGING / REASSEMBLY**

Specialized Center located in Aspropyrgos

**Conditions:** Ambient, Climate-controlled, Refrigerated

**Advanced equipment & skilled personnel**

Labeling, Barcode printing

Shrink wrapping, Sleeves

Flow pack, Netting

Gift boxes & Stand boxes



**3,1K**  
Orders/Day



**2,3K**  
Shipments/Day



**80K**  
Cases/Day



**15K**  
Pieces/Day

# Transportation & Distribution

## Core Services & Competitive Advantages



We provide reliable, on-time, and high-quality transport services, supported by strong infrastructure, expert teams, and a results-driven mindset.

### Specialized Personnel

Highly trained logistics professionals with hands-on experience in complex distribution models and client requirements.

### Multinational Clients & KPI Culture

Trusted partner of leading multinational companies, with strict alignment to performance indicators (KPIs) and operational excellence.

### Temperature-Sensitive Transport Experts

Dedicated fleet and certified drivers specialized in handling sensitive and perishable goods with care and precision.

### POD & IOD Tracking Systems

Real-time Proof of Delivery (POD) and Information on Delivery (IOD) systems, ensuring traceability, accountability and transparency.

# Portfolio

- FMCG



- Retail & Wholesale



- Beverages



- Hi Tech



# International Forwarding



*Your cargo, our commitment*



# Land • Sea • Air

## Key Facts

21,000+ orders  
transported annually

40,000+ tons of cargo  
handled per year

Global reach with  
integrated logistics  
solutions

## What We Offer

World-class transportation  
services tailored to your  
needs – across land,  
ocean, and air.

We combine flexibility,  
technology, and reliability  
to ensure full coverage  
and efficiency.

## Our Capabilities

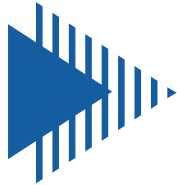
- Full Truck Load (FTL)
  - Less than Truck Load (LTL)
  - Less than Container Load (LCL)
  - Temperature-Controlled Transport
- All temperature ranges:  
Frozen-Chilled-Dry



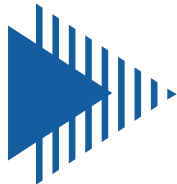
Consistent weekly departures across 12+ European countries.



Flexible loading and unloading at multiple locations.



From standard shipments to complex transport projects.



Tailored, customer-centric service at every step.

# Portfolio

## • Consumer Goods



## • Pharmaceutical & Cosmetic Products



## • Retail & Wholesale



## • Diverse Market Segments



# E-Shop Management





**Document Management**

- Order Collection (Picking)
  - Product Packaging
- Order status monitoring

**Distribution Services with FDL & Courier Partners for B2B Project**

- Next-day delivery depending on delivery location
- Order tracking (Track & Trace)



**Courier Services**

- Same-Day or Next-Day Delivery
- Product Exchanges (Simultaneous Delivery & Pickup)
- Cash on delivery management
- Order Tracking (Track & Trace)

**IT Services**

- Real-Time Inventory Visibility





**Document Management**

- Contracts & Signatures
- Customer Identification

**Back Office & Operations**

- Order Collection (Picking)
  - Product Packaging
- Customer Service Department
- Real-Time Order Tracking & Document Management

**Courier Services**

- Same-Day or Next-Day Delivery
- Product Exchanges (Simultaneous Delivery & Return)
- Scheduled Delivery (Specific Date & Time)
- Order Tracking (Track & Trace)

**IT Services**

- Real-Time Inventory Visibility

# Security & Customs Consulting Services



## Who we are

Operating since 1986, specializing in Excise Duty products

24/7 availability, ensuring agility and responsiveness



## Certifications & Distinctions

AEO Certified Operator ensuring security, compliance, and preferential treatment

First to implement all new digital services of Independent Authority for Public decade



## Client Success Stories

Papastratos (Philip Morris International) – Since 2012

Campari Group – Partner since 2024

Acting as Customs Advisor for both companies, offering full clearance and consulting solutions

Annual Revenue: >1M

Targeted Revenue Growth: +10% in 2025



PHILIP MORRIS  
INTERNATIONAL



## Growth & Expansion Strategy

Ongoing expansion of client portfolio

Exploring further collaboration with Campari Hellas



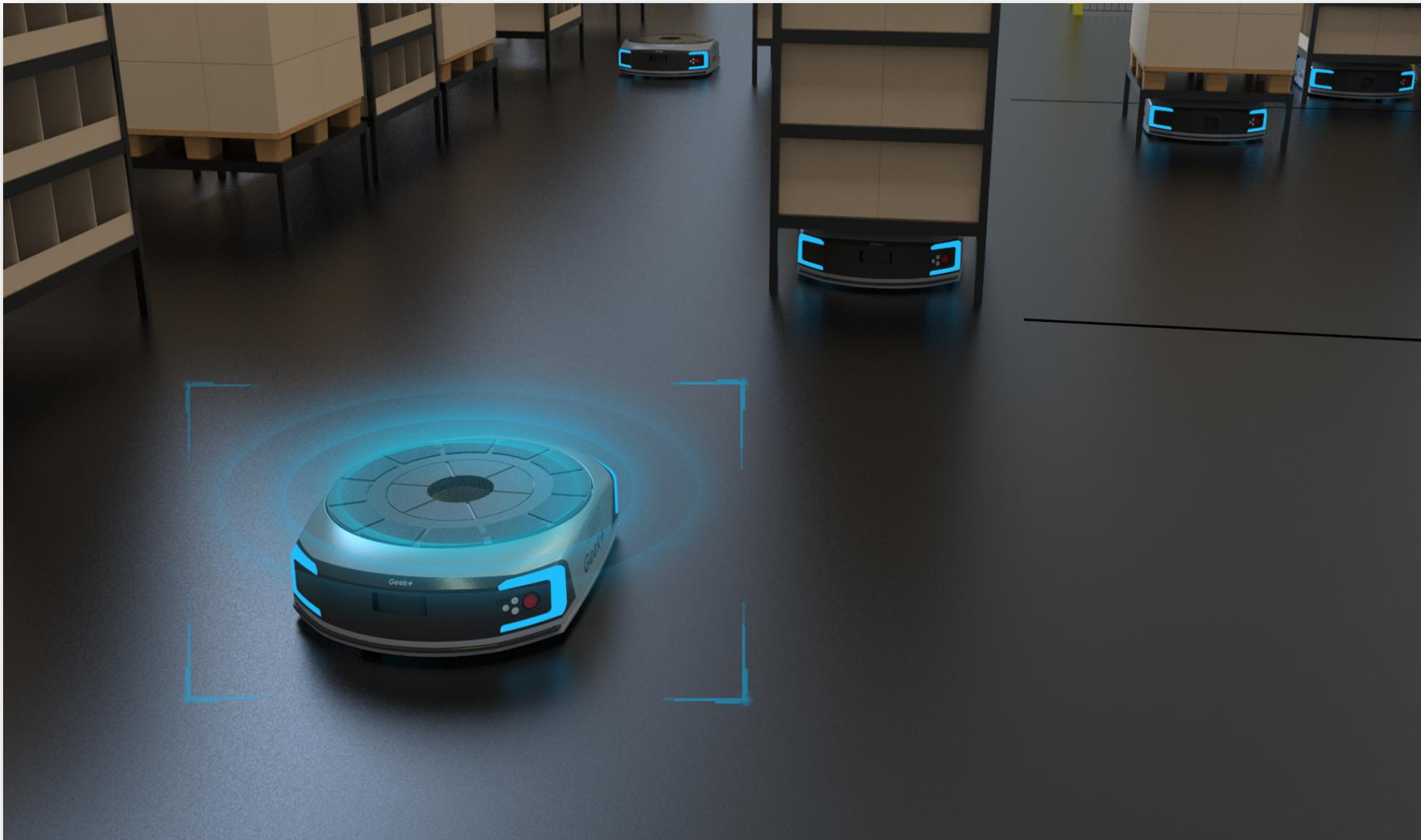
## Team & Infrastructure

Team of 11 certified customs brokers, exclusively dedicated to Papastratos & Campari

# Exclusive partnership with Geek+ in Greece and Cyprus



# GOODS TO PERSON



**Robots transport shelves and pallets directly to the picker.**

**Ergonomic picking station – up to 3x increase in productivity.**

- 300% increase in picker productivity
- 99.99% order accuracy
- Up to 70% reduction in labor costs
- ROI in under 3 years
- High flexibility & rapid deployment

# SORTING



**S-series robots sort parcels using intelligent algorithms, without requiring fixed infrastructure.**

When an output location is full, a moving robot automatically replaces the cage pallet ensuring zero downtime

- Flexible layout: No need for fixed platforms or conveyor systems
- High scalability: Supports multiple output destinations and phased deployment
- 24/7 operation with full bin detection, obstacle avoidance, and precision parcel drop-off

# Sales and Brand Development



# Business Unit – Commercial Department

An integrated commercial solution leveraging our logistics expertise & expanding into full brand development services.

## Commercial Services

Full Commercial Handling

Marketing Strategy & Execution

Shopper Activation

Sales Force Deployment

## Operational Services

Order Entry & Processing  
Reserve Monitoring

Warehousing & Storage  
Distribution & Delivery

Invoicing & Billing

Sales & Demand Planning

## Value Delivered

- End-to-end service integration
- Seamless commercial execution
- Brand growth through data-driven planning.

# Our Brands



# The Board of Directors



**Karakoulakis  
Vasilis**  
Chairman



**Mamalis  
Achilleas**  
CEO & Vice Chairman



**Vasilis M.  
Evgenios**  
Managing Director



**Gkyrtis  
Konstantinos**  
Member & CFO



**Eleftheriadis  
Eleutherios**  
Member



**Tzanidaki  
Evangelia**  
Member



**Sioutsouki  
Kalliopi**  
Member



**Arvanitis  
Thomas**  
Member



# THANK YOU!



T/: +30 210 5517700



info@fdlgroup.gr



47 Eirinis Avenue (ex Nato Av)  
Aspropyrgos 19300



T/: +357 22507900



info@diapo.com.cy



205, Yannis Kranidiotis Avenue  
2234 Latsia - NICOSIA



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