**PRESS RELEASE**

**Mex, Switzerland, 16th April 2020**

**A. Hatzopoulos S.A. builds on innovation and investment for packaging excellence**

**Leading Greek flexible packaging supplier, A. Hatzopoulos S.A., is on a path of growth and continued innovation, working in partnership with BOBST to achieve its ambitious goals. Based on its core values~~,~~ the Thessaloniki-based printing specialist develops value-added products and provides high-level services for the ever-diversifying needs of its clients worldwide.**

Founded in 1931 by Athanasios Hatzopoulos, initially as a paper bag producer, A. Hatzopoulos S.A. entered the flexible packaging market in the early 1980s and over the following decade became the leading producer in Greece. It is today one of the fastest growing converters in Europe, with an annual turnover of €83 million and a staff of 380.

Flexible packaging solutions for food and hot beverages, confectionery and snacks, home and personal care, and chemicals and pharmaceuticals are produced for customers in more than 35 countries; in fact, exports account for 70% of sales. This impressive global presence is further enabled by the company’s extensive network of sales offices internationally.

“Our commitment to packaging excellence and customer care makes us stand out within the domestic market and also develops solid international partnerships,” stated General Manager Theo Zontanos. “Large multinational companies, famous brands, important food producers and the biggest retail chains all across Europe trust us to meet their packaging needs.”

**Cutting-edge technology and equipment**

With the mission to achieve even higher productivity and exceptional printing quality, A. Hatzopoulos S.A. has recently invested €4 million in more printing capacity by installing a BOBST RS 6003 HS rotogravure press. The company is looking to expand further in the most demanding markets, particularly in Europe and the US, and therefore needed to upgrade to this new high-speed, highly flexible platform, which can print flexible packaging applications at up to 600 m/min.

Mr Zontanos commented, “We pursue a capacity expansion plan, based on investments in cutting-edge technology and equipment, suitable to meet the most demanding requirements and customer specifications. This new addition to our rotogravure machine fleet will further increase the flexibility and efficiency of our company’s service.” He explained that the new BOBST press has replaced a much older nine-colour machine, which, when bought, was one of a kind in Greece and successfully supported them for 26 years.

The RS 6003 HS has joined two existing BOBST gravure lines – an RS 4003 MP and an RS 4004 – and a CL 850TD tandem laminator, at the company’s Stadiou plant in Kalohori, Thessaloniki. Expanding the applications that can be addressed, the CL 850TD can be used as two separate duplex laminators or work in-line to produce triplex laminates in one pass, at consistently high speeds. The company’s sites also house a wide range of flexo printing equipment and multiple converting lines, while a brand-new, modern head office provides 1500sqm of office space.

“The state-of-the-art BOBST RS 6003 HS ensures increased productivity rates, accurate and uniform ink distribution across the print width at high speed, register control and printing quality consistency several times faster and more effectively than conventional systems,” said Mr Zontanos. “And importantly, the efficient drying leads to minimum levels of residual solvents in the packaging material.”

**Sustainable growth through innovation**

As a member of the FPE Sustainability Committee, A. Hatzopoulos S.A. is dedicated to using sustainable working methods and was recently awarded Gold by Ecovadis for its Corporate Social Responsibility practices for the third year running. Like BOBST, it has joined CEFLEX, the European consortium of companies that is working towards a comprehensive sustainability and circular economy roadmap for flexible packaging.

To meet the growing demands for environmentally friendly packaging solutions and the EU Strategy for Plastics in the Circular Economy, the company added the X-CYCLE range of films to its portfolio. These new films combine recyclability and resource efficiency, with shelf appeal and high-performance, and were recognised as a winner by the WorldStar Packaging Awards 2020.

As well as publishing an annual Responsibility Report outlining its commitment to social, environmental and corporate standards, A. Hatzopoulos S.A. is also driving the discussion on current trends and developments forward. Every two years, the company hosts the Hatzopoulos Packaging & Converting School forum, where packaging professionals from across Europe come together to share ideas and expertise as part of a common vision for a better future for the planet.

**Success based on partnerships**

Over the past 12 years, the valued partnership with BOBST has developed on a mutual basis of trust and respect. The two companies are closely aligned in their vision and methodology. They both understand the need not only for continual improvement and staying at the forefront of technology, but also for placing equal emphasis on technical expertise and exceptional customer service.

“Since the purchase of our first BOBST rotogravure machine back in 2008, we have understood the advantages of their technology and their strive for ever improved technical support. This feeling has grown stronger with every further machine we have added, and therefore, we are confident that BOBST is one of our best partners for the future,” said Mr Zontanos.

“We are very proud of our close partnership with this unique company,” commented Giovanni Caprioglio, Sales Director, Business Unit Web-fed at BOBST. “A. Hatzopoulos S.A. has grown immensely over the past years and we are very happy to be able to support them in their mission to lead the way in flexible packaging production.”

Mr Zontanos concluded, “We continue our dynamic growth, confirming our commitment to offering exceptional flexible packaging solutions and efficient, fast and high-quality after sales service for our clients.

“This growth is reliant upon investment in cutting-edge technology and infrastructure, and research and development of sustainable, high-end competitive solutions, as well as continuous training of our people and partnership with our suppliers.”

*Captions:*

* *The RS 6003 HS gravure printing press, the latest of the three BOBST gravure presses in operation in the production facility of A. Hatzopoulos S.A.*
* *Theo Zontanos, General Manager, A. Hatzopoulos S.A.*

**About BOBST**

We are one of the world’s leading suppliers of substrate processing, printing and converting equipment and services for the label, flexible packaging, folding carton and corrugated industries.

Founded in 1890 by Joseph Bobst in Lausanne, Switzerland, BOBST has a presence in more than 50 countries, runs 15 production facilities in 8 countries and employs more than 5 500 people around the world. The firm recorded a consolidated turnover of CHF 1 636 million for the year ended December 31, 2019.

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