

COMPANY PROFILE

Athens, December 2018

HELLAMCO S.A. (an **ISO 9001 & ISO 17025** Certified company), has been established in **1998** and was derived from **HELLAMCO/Michail Kontogiannis**, that started the business in **1984**. The company is actively promoting the sales & full support of **high-tech instruments** for **chemical analysis, general laboratory equipment & supplies**, within **Greece & Cyprus**, by cooperating with well-known foreign manufacturers.

We are addressed to virtually every type of Chemical, Environmental, Biochemical, Biological, Food Analysis, Forensics, etc., laboratory, i.e.:

- **State, Municipal, Private or Cooperative QC Lab.**
- **Industrial QC Lab** for raw material & final products.
- **State or Private Research or Academic Lab.**
- **Hospital, Diagnostic or Health Care Center Lab.**

We deliver, as from a simple ph-meter up to a **complete laboratory equipment & support services package (turn-key solution)**, to our client, because we:

- **Study** in depth their actual needs & we propose reliably the most competitive solution, with the best possible price to performance ratio.
- **Supply** the necessary equipment.
- **Deliver** the equipment in full operation.
- **Train** in full their scientific personnel & end-user.
- **Develop** or/and **Validate** the analytical method.
- **Calibrate** the instruments.
- **Certify** the good operation of the instruments.
- **Effect Technical Servicing, so that the equipment will be always in full operation.**

There are more than 15 full time people working in our organization, located in the two main Greek business centres, as follow:

▪ Managing Director	1 Biologist/Biochemist
▪ Marketing	1 person
▪ Sales Force + Admin	5 Chemists, Chemical Engineers, Biologists
▪ Support Force + Admin	4 Chemists, Chem. Engineers, Electronic Engineers
▪ Metrology & Quality	1 Specialist
▪ Logistics + Accounting	3 persons
▪ Administration	1 person

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HELLAMCO A.E.
SCIENTIFIC EQUIPMENT

email: info@hellamco.gr
www.hellamco.gr
Postal Address: P.O. BOX 65074,
Psychiko, Athens, GR-154 10 Greece

HEADQUARTERS

13 Delphon str., Chalandri, Athens
GR - 152 33, Greece
Tel.: +30 210 689 5260
Fax: +30 210 680 1672

BRANCH OFFICE A'
STOCKROOM-SERVICE-METROLOGY
5, Marathonos str., Chalandri, Athens
GR - 152 33 Greece
Tel.: +30 210 689 5260
Fax: +30 210 680 1676

BRANCH OFFICE B'
NORTHERN GREECE OFFICE
15-17 Ant. Tristi str., Thessaloniki
GR - 570 01, Greece
Tel.: +30 2310 869 910
Fax: +30 2310 869 911



-2-

Additionally, we effectively cover the market of Cyprus. Our local sub-distributor provides full sales and after-sales support capabilities.

HELLAMCO organization has obtained a leading position in the business, being one of the very few professional pre- and after-sales support organizations in Greece. Our support capabilities, incl. user's training, methods development and validation, instrument calibration, etc., are already recognized in Greece and out of Greece, too.

Our company is organized in the two (2) following Divisions, obtaining the maximum of the resp. market.

A/ EQUIPMENT SALES DIVISION, including:

1/ General Laboratory Equipment & Inorganic Analysis Dept., covering:

- Laser Particle Sizing, Porosimetry, Rheology, Thermal Analysis, etc.
- Elemental Analysis (ICP, ICP/MS, WDXRF, XRD, etc.)
- Electron Microscopy (SEM/TEM), Atomic Force Microscopy (AFM/STM), Nanomechanical Testing
- Electrochemistry & Field Chemistry Analysers, Calorimetry, Spectrophotometry, CD Spectrometry
- Rotary Evaporation, Spray Drying, Automatic Fusion, Microwave Extraction/Digestion/Organic Synthesis
- Balances, Ovens, Furnaces, Testing Chambers, Cold-Heat Chambers, Centrifuges, Waterbaths, etc., etc.

2/ Bioscience & Organic Analysis Dept., covering:

- FT-NIR, NIR, Auto-Kjeldahl, Auto-Soxhlet, Stomachers
- Chromatography (HPLC, UPLC, UHPLC, SPE, GC, GPC, Liquid, Preparative, HPTLC, etc.)
- Mass Spectrometry (MS, MS-MS, TOF-MS, QTOF-MS, IM-MS)
- DNA-Sequencing, Animal Imaging, Elpho Scanners, Elisa Readers
- Fast Microbial Analysis, Fluorometers, Plant Physiology Equipment

3/ Consumables Dept.

- Gas & Liquid Chromatography (GC & HPLC)-Columns, vials/caps, standards, syringes, etc.
- Sample Preparation (SPE, QueChers, etc.)
- UV-Vis Spectroscopy (Quartz cells, glass cells, standards, D2 lamps)
- Flame & Flameless AAS (H.C. Lamps, D2 lamps, graphite tubes, etc.)
- Elemental Analysis C-H-N-O-S/TOC/XRF

B/ SUPPORT SERVICES, including:

1/ Customer Support Dept.

- **Needs' Study & Lab Design**, in accordance with the requirements of each prospective customer-laboratory.
- **Installation & Delivery of the Equipment in Full Operation**, in accordance with the standards & requirements of each manufacturer.
- **Operators' Training**, both in the use of instruments and in the development of analytical methods.
- **Instrument Calibration**
- **Performance Verification**

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-3-

- **Support Expertise on Procedures for Analytical Methods & Instruments' Validation** (Validation Protocols - Maintenance Contract & software upgrades.)
- **Equipment Qualification, Design Qualification, Installation Qualification, Operation Qualification, Performance Qualification, Operation Qualification/Performance Verification, Maintenance Qualification**
- **Maintenance & Troubleshooting** (Service Contracts, relocation, retraining, Preventive Maintenance, Repair-Service, etc.)

2/ Metrology & Quality Dept. ISO 17025/2005

- **Operation & Development of Metrology Lab**, as well as, development of every support services of scientific equipment (Calibration, Validation, Performance Verification, etc.), regardless the make.

Our co-operations, alive since our business start, or, started during our 34 years, are mainly based on an exclusive basis and include only leaders in the resp. disciplines, some of which are:

ATAGO ▪ CAMAG ▪ CARBOLITE ▪ CEM ▪ CLAISSE ▪ DANI ▪ ESCO ▪ FEI (THERMO FISHER) ▪ LEEMAN LABS/TELEDYNE ▪ LI-COR ▪ MALVERN-PANALYTICAL ▪ MICROMERITICS ▪ METTLER-TOLEDO ▪ SKALAR ▪ SYFT ▪ WATERS, etc.

The total sales volume for 2018 is expected to exceed the level of €2,8m.

New business opportunities are expected and cultivated in new geographical areas (Middle East, Albania, Hungary, Bulgaria, etc.), in «new» fields of applications (forensics, bioscience, materials science, metrology, etc.) and in new services (Instrument Calibration, Method Validation, etc.).

Our banking references are: **ALPHA BANK**, Psychiko College Branch (110)
200, Kifissias Ave., GR-152.31 Chalandri, Athens, GREECE
Tel. No: +30-210-67.73.640, Fax No: +30-210-67.40.515
NATIONAL BANK OF GREECE, Branch (100)
178, Kifissias Ave., GR-152.31 Chalandri, Athens, GREECE
Tel. No.: +30-210-67.83.226, Fax: +30-210-67.83.220

- P.S.**
1. **HELLAMCO's** office facilities in Athens, offer a very modern & effective working environment, with conference room, servicing lab, stock room, etc.
 2. **HELLAMCO** is the only company in the field, which has successfully integrated a series of high volume & value contracts in our territory, each of them exceeding the value of 1m€. The most sound, complicated & of highest value, was the sales & full support of the total **Anti-Doping Lab equipment**, during the **Olympic Games Athens 2004**, incl. over than 30 (thirty) chromatography-mass spectrometry systems of almost all types, proving the strength & capacity of our company.

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