



 **BALLIAN**  
TECHNIKI S.A.





Dear friends,

Our company, **Ballian Techniki**, is a currently developing, medium-sized technical firm in terms of turnover and human resources.

We consider our key competitive advantages:

- The personal relationship we build up with our clients
- Our flexibility and ability to adapt to the special requirements of each and every project
- The ethos and team spirit among company employees and associates

With a professional career of more than 30 years, the company has acquired extensive experience in providing services which cover three main fields of the construction industry:

- Project management & consulting
- Design & technical assistance
- Construction & building maintenance

The services are provided either on a standalone basis or in combination with each other, depending on the requirements and needs of every client. The main strength of Ballian Techniki is the capability and expertise to manage a wide range of multi-discipline projects.

The fact that the company operates in all the abovementioned fields allows us to offer exemplary services in terms of time, cost and quality. As a result of the outstanding level of the services provided by **Ballian Techniki**, the number of potential problems is minimized and we can promptly and proactively address those that arise, adding value to each project that way.

The main objective in all our company activities is to deliver successful projects which fully meet the requirements of the clients: our customers' satisfaction is the basis of our fine reputation as well as the cornerstone for further growth.

Pavlos Ballian

Chairman of the Board of Directors and Managing Director

UNILEVER HELLAS Headquarters, Marousi  
Project Management



EMVRYIKI DIMIOURGIA, Halandri  
Project Management - Construction



CARREFOUR, Pashalimani, Piraeus  
Design - Construction



ELAIS, Neo Faliro  
Design - Project Management



LINDE GAS, Mandra  
Design - Construction

# THE COMPANY

BAKLIS Bros, Mandra  
Project Management



PROMOD (MEDITERRANEAN COSMOS), Thessaloniki  
Construction



Complex of private residences, Aegina  
Construction





## THE COMPANY

**Pavlos Ballian** started his professional career at the beginning of the 70s as a self-employed civil engineer and was involved in the design and construction of private and public works. Soon the companies **Ballian & Partners Ltd.** and **Ballian Techniki Ltd.**, earned a strong reputation for their expertise in private projects, specially in the industrial field.

In 2002, the shareholder line-up of the company was expanded with the incorporation of the graduate engineers **Thanos** and **Loukas Ballian**, as well as the expert engineers **Michalis Tiktopoulos** and **Nikos Gatos**, highly experienced in the design, construction and management of major projects. Thus, **Ballian Techniki S.A.** was founded.

Nowadays, **Ballian Techniki S.A.** relies on a dynamic, highly motivated and committed team of professionals and provides top level project management and design services, as well as integrated architectural, civil and electro-mechanical constructions for private sector clients. The high specialisation, strong technical background, extensive experience and ethics of its staff play a decisive role in providing optimum results in the projects undertaken by the company.

**Ballian Techniki S.A.** stands out not only for its flawless technical skills and exclusive clientele, but also for its excellent financial relations with clients and associates, and the consistency and reliability with which its projects are carried out.

The company operates in the following fields:

1. Project management and consulting services
2. Architectural, civil and electromechanical design
3. Construction
  - Industrial projects and buildings with special requirements
  - Commercial retail units
  - Private residences
  - Renovation & building maintenance works



MAKEM  
Thessaloniki

# PROJECT MANAGEMENT & CONSULTING SERVICES



UNILEVER HELLAS headquarters  
Marousi



PROODOS - KÜHNE und NAGEL  
Sindos



BAKLIS Bros  
Mandra



## ION, Arta

**Ballian Techniki** undertook the construction project management of the **ION S.A.** croissant production unit in Arta. This project was a landmark for innovative construction technologies in terms of hygiene specifications for premises (**HACCP**). In cooperation with the international design consultancy **Boplan Ingenierie**, from France, the company implemented for the first time in Greece the HACCP standards, which from then on became firmly established across the entire food industry.

## PROJECT MANAGEMENT & CONSULTING SERVICES

For the last three decades, **Ballian Techniki** has been offering a wide range of project management and consulting services. The excellence of the services provided has led to the development of long-lasting relationships with some of Greece's largest companies and has played a decisive role in the implementation of their development plans.

The company provides the following specific services:

### Consulting services:

- Pre-investment consulting
- Project identification
- Market research

### Project management:

- Design management
- Value management
- Risk management
- Procurement services
- Time management and financial planning
- Project team organisation
- Time, cost and quality control
- Project delivery

### Construction management:

- Subcontracting of projects
- Tendering of subcontracts
- Subcontractors' supervision, management and scheduling

- Full-time, on-site supervising engineer

The successful completion of the projects undertaken by **Ballian Techniki** is ensured by:

- Examining the special requirements of each and every client and choosing the ideal procurement method for each project
- Choosing suitable associates for the design and project construction phases
- Identifying risks, creating and implementing risk response strategies tailored to each project
- Rapidly adjusting designs to on-site project conditions with the support of the company's Design Department
- Continuous personal contact with the client

In cooperation with international design consultancies (such as **Boplan Ingenierie**, **Lurgi** and others) and the technical services of multinational companies, **Ballian Techniki** has been delivering top quality projects for many years. The company stands out for its long-term, successful cooperation with prestigious clients such as **ELAIS**, **ION**, **UNILEVER**, **PROODOS – KÜHNE und NAGEL**, **BAKLIS Bros.**, **INFORM LYKOS**, **ATHENS PAPER MILLS**, **HEINEKEN**, **EVIOP TEMPO-SIEMENS**, **ELSA** and others.

During the last accounting period, **Ballian Techniki** managed projects worth € 10,000,000.



INTERION, Kostinbrod  
Bulgaria



INFORM LYKOS  
Koropi



EVIOP TEMPO-SIEMENS  
Halkida

# DESIGN



INFORM LYKOS  
Koropi



UNILEVER plant  
Eleonas



ELAIS plant  
Neo Faliro



ATHENS BREWERY – HEINEKEN  
Thessaloniki

## DESIGN

As a result of its cooperation for the last three decades with major Greek and multinational industries, **Ballian Techniki** has acquired extensive specialisation in the design of industrial buildings and facilities.

The company carries out design works for:

- Industrial buildings and warehouses
  - Conventional buildings
  - Pre-fabricated buildings:
    1. Concrete buildings
    2. Metal framed buildings
    3. Wooden framed buildings
- Food & beverage and pharmaceutical industries (buildings meeting HACCP standards)
- Special electromechanical designs
- Infrastructure design (road works & networks)
- Waste water treatment projects
- Warehouses - cold stores

The combination of design and construction activities is a major competitive advantage for **Ballian Techniki**. Company clients include leading Greek and international industrial groups such as **UNILEVER, EVIOP TEMPO-SIEMENS, ELSA, IPS, HEINEKEN, ELAIS, ION, LINDE GAS, etc.**



IPS  
Koropi



ELSA  
Skydra



ELAIS plant  
Neo Faliro

# CONSTRUCTION

## Industrial Projects and Buildings with Special Requirements



HALYVOURGIKI (EAF reactor foundation)  
Elefsina



ION biological treatment plant  
Arta



ION warehouse building (clean room)  
Arta



## LINDE GAS

LINDE GAS, a worldwide leader in the production of industrial and medical gases, has 3 core production units in Greece. Following the strict specifications provided by LINDE A.G., Ballian Techniki successfully completed the design and construction of the LINDE GAS production units at Mandra and within the premises of HALYVOURGIKI S.A. The construction was based on highly precise specifications for the installation of the equipment, imported from abroad.

## CONSTRUCTION

### Industrial Projects & Buildings with Special Requirements

From early 90s, Ballian Techniki has been involved in the construction of industrial projects and has specialised simultaneously in industrial buildings maintenance and retro-fitting projects for this kind of buildings.

The industrial projects & buildings with special requirements category includes a wide range of projects, covering fields such as:

- Office buildings, hospitals and hotels
- Industrial buildings
- Warehouses
- Infrastructure projects (e.g. road works, networks, weighbridges)
- Special requirement foundations

The company has carried out a series of major projects in this field for a large number of clients such as LINDE GAS, ION, HALYVOURGIKI, ATHENS PAPER MILLS, INFORM LYKOS, PROODOS - KUHNE & NAGEL, CARREFOUR, BAKEMARK, EMVRYIKI DIMIOURGIA, AMERICAN COLLEGE OF GREECE, EMAAR, GLAXO and others.



HACCP-compliant production facilities, ION Faliro



Foundations for EMVRYIKI DIMIOURGIA building Halandri



ELAIS Neo Faliro



Starbucks Coffee Shop  
In a listed building in Plaka

# CONSTRUCTION

## Commercial Retail Units



FNAC  
The Mall, Athens



CHAMPION MARINOPOULOS, Alimos  
35 stores in 2 years



Carrefour  
Pashalimani



## STRATEGIC PARTNERSHIP (2006)

In 2005 **Ballian Techniki** began its cooperation with the well-known coffee-shop chain Starbucks. In 2006, after a tender procedure with strict cost, quality and timing criteria, **Ballian Techniki** was chosen, thanks to its major competitive advantages, as one of the two exclusive construction companies for the chain in Greece.

## CONSTRUCTION

### Commercial Retail Units

In commercial units construction and retrofitting projects, rapid execution is of prime importance for the client, together with the observance of cost and quality specifications.

**Ballian Techniki** is a reliable solution. It offers:

- Close monitoring and personal involvement in the project
- Immediate adjustment of design to on-site project conditions
- Constant coordination of work crews by a permanent on-site engineer
- Simultaneous deployment of different specialities of work crews

- Round the clock, non-stop work -if required- to ensure on schedule project delivery

In many occasions, shorter project delivery times are achieved to the benefit of the client.



PROMOD  
MEDITERRANEAN COSMOS, Thessaloniki



MARKS & SPENCER  
Former Capitol Cinema, Piraeus



AMERICAN COLLEGE OF GREECE  
Agia Paraskevi



Complex of private residences  
Aegina

# CONSTRUCTION

## Private Residences



Private residence  
Filopappou



Private residence  
Keratea



Private residence (listed building)  
Acropolis area, Athens



Private residence  
Ekali

## CONSTRUCTION

### Private Residences

A private residence reflects the personality of the owner, while requiring a considerable investment. Having the essential technical know-how and infrastructure, **Ballian Techniki** undertakes the construction of luxury private residences with highly demanding requirements.

Whether the project involves the application of forgotten building techniques in listed buildings or employment of state-of-the-art technological solutions in modern residences, the company ensures that customer's choices involving aesthetics and construction details are fully satisfied.

The company provides:

- Constant presence of an on-site engineer
- Persistence in successfully implementing building details
- High quality construction
- Collaboration with selected and experienced work crews in each area of specialisation

- Time management and financial planning
- Full satisfaction of customer criteria

The company cooperates with top Greek and international architectural offices, as well as with specialised and experienced associates within the Greek market.



Complex of private residences  
Kifissia



Apartment  
Anaktora area, Athens



Private residence  
Kifissia



Expansion and renovation of CARREFOUR hypermarket  
Pashalimani, Piraeus

# CONSTRUCTION

## Building Renovation and Maintenance Works



PROODOS - KÜHNE und NAGEL Headquarters  
Kallithea



Maintenance work on façade of PIERCE COLLEGE  
Agia Paraskevi



Staff dining, DEREK COLLEGE  
Agia Paraskevi



## CARREFOUR HYPERMARKET (2003)

When this characteristic building in Piraeus was erected, no provision was made for an extension; therefore, it was difficult to fully exploit the commercial value of the property. The project to extend the building, retrofitting and renovating the existing property simultaneously, was put out to tender in 2003 following the method "design and build". The project was finally assigned to **Ballian Techniki**, since the solution proposed by the company during the tendering stage was evaluated as the best from both the technical and the financial point of view. The project to extend and renovate the **Carrefour Hypermarket** in Pashalimani, worth a total of € 2.5 million, was completed in just 4 months, without suspending or altering the operation of the hypermarket during works.

## CONSTRUCTION

### Building Renovation and Maintenance Works

A key principle for **Ballian Techniki** is to support its clients' requirements for building maintenance, renovation and repairs which arise during the life cycle of their building facilities.

The company provides the following specialised services:

- Renovation and retrofitting of industrial and commercial premises while ensuring full operation
- Supplementary works to modernise industrial infrastructures
- Retrofitting of office spaces

In addition to the aforementioned services, the company is also specialised in structural enhancements of buildings in order to ensure they match modern concepts and applicable regulations on building functionality and structural integrity.

This specific category includes projects related to:

- Earthquake damage repairs
- Building underpinning and structural retrofitting (anti-seismic enhancements)
- Maintenance of structural elements due to ageing



NOVOTEL ACCOR HOTELS  
Athens



Underpinning of a listed building housing a Starbucks Coffee  
Plaka



PROMOD  
Ermou street, Athens



BALLIAN  
TECHNIKI S.A.



Σ. ΚΟΣΚΙΝΙΔΗΣ Α.Β.Ε.Ε.



Morgan Stanley



## INDICATIVE LIST OF CLIENTS

ALGIDA  
AMERICAN COLLEGE OF GREECE  
ATHENS PAPER MILLS SOFTEX  
BAKEMARK  
BAKLIS Bros  
BEAUTY SHOP  
CARREFOUR  
CHAMPION MARINOPOULOS  
COLDSTORES ATTIKIS  
DAKON  
EDINA  
EKTIPOTIKI VORIOU ELLADOS  
ELAIS  
ELSA  
EMAAR  
EMI COLUMBIA  
EMVRYIKI DIMIOURGIA  
ETMA  
EVIOP- TEMPO SIEMENS  
FNAC  
FRIGOREX  
G. A. KERANIS  
GIAGITISIS  
GLAXO (GlaxoSmithKline)  
HALYVOURGIKI  
HEINEKEN  
HOCHTIEF (NEW ATHENS AIRPORT)  
INFORM LYKOS  
INTERIA  
INTERION - BULGARIA  
ION  
I.P.S.  
ITT – O.T.E.  
KNORR  
LINDE GAS  
MAKEM  
MARKS & SPENCER  
MARTANKOS  
M. I. MAILLIS  
MONYAL  
MORGAN STANLEY  
NOVOTEL – ACCOR GROUP  
PROMETAL  
PROMOD  
PROODOS (KÜHNE und NAGEL)  
P. SKOUTAS  
SEPHORA  
SEVITEL  
S. KOSKINIDIS  
STARBUCKS  
UNILEVER  
VIOMET



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