



“The art of seafood” Affordable culinary luxury ...
Our respect for tradition, our drive for innovation, our concern for quality and our devotion to excellence, led us to create a selection of sea products with unmatched elegance.
Welcome to Stefos’ world!

TRADITIONAL BOTARGO

grey mullet roe



Botargo, also called **bottarga** (Italian), **poutargue** or **boutargue** (French), **botarga** (Spanish), **batarekh** (Arabic) or **avgotaraho** (Greek αυγοτάραχο) is a Mediterranean delicacy of cured fish roe.

Botargo is the roe pouch of tuna or grey mullet, or sometimes swordfish. Botargo has a salty flavor that reminds instantly of the sea.

A true delicacy with an intense taste and a slightly fruity & peppered aftertaste, a bit like almonds.

"Il piacere onesto e della buona salute" [Honest pleasure and the pleasure of good health].

BOTARGO: **“a noble gift of nature”**

-The botargo is a gourmet dish and has always been considered a "noble gift". It elates the most discerning connoisseur and in our days occupies a prominent place in the menus of the most distinguished gourmet restaurants.

-The color of the roe varies from orange-yellow to amber and shades of red depending on the ripeness of the eggs. It tastes salty and slightly oily.

-The roe sacks of the cephalus fish found in the Etolikon-Mesolonghi lagoon are seasoned with Etolikon salt which definitely adds to the distinct taste of this particular delicacy. The roe sacks are gently rubbed to eliminate any presence of air, a process that lasts several weeks and demands a controlled temperature and humidity area. In the next stage the roe has its first dip in natural wax in order to “armor” itself. There will be further immerses in melted beeswax and after that each roe will be wrapped in cellulose, vacuum-sealed and will begin its way to the delicatessen stores and into our kitchens



HISTORY & HEALTH BENEFITS

- *Although well appreciated for many centuries along the Mediterranean coast, the botargo became known throughout Europe at first in 1824, by Lord Byron, the great English poet who died in Messolonghi fighting for the liberation of modern Greece.*
- *The botargo is a commodity that does not contain any kind of preservatives or dyes and is a perfectly natural delicacy rich in nutritives but poor in calories. It is suitable for athletes and children because of its high concentration of protein, Omega-3 fats and selenium. It also contains vitamins C & E as well as iron and calcium*



OUR COMPANY

- *"STEFOS Bros. & Co" was established in 2008. Registered at Aitolikon, the company aims to the creation of a prototype unit for the processing, packaging and marketing of piscary products caught at sea or in inland waters, as well as of aquaculture products.*
- *In 2008, Theodore, his brother George, and a team of food specialists and management experts joint forces in order to open the company to the Hellenic and global market. Together they envisaged a way of sharing with the world the precious lagoon products by coupling tradition with innovation.*
- *Stefos brothers due to their family roots in the Altolikon Lagoon, have acquired special knowledge of the traditional processing of the fish roe which determines the designation of origin and the uniqueness of this natural product as well as of its nutritional value. The processing of the roe is absolutely natural according to a centuries old recipe they inherited from their grandfathers.*



THE MESSOLONGHI LAND AND WATERS

- *This natural product of the Messolonghi-Altolikon lagoon, famous in ancient Egypt, ancient Greece and the Byzantium, gave us the motivation to establish a state of the art unit for the processing of such rare, healthy and outstanding delicacy.*
- *Along the western Greek coast from north to south, the sea at several locations penetrates deep into the land. In these tranquil and natural ponds lives and grows the female mullet called Bafa. The rich plankton enables the bafa to grow, mate and gestate in ideal conditions. Eventually the fish will attempt to flee to the open sea and then it is caught and has its roe sacks extracted*



THE TOWN OF AITOLIKON

- *Aitolikon known as the Little Venice of Greece, is a town located northwest of Messolonghi. The city of Aitolikon is developed on a small island rooted in the middle of the lagoon, connecting east and west with the mainland by two stone bridges each about 300 meters long.*
- *One of the most famous fishing areas in the world, the lagoon of Aitolikon - Messolonghi itself is a huge wildlife refuge and a most valuable ecosystem located between the estuaries of two rivers. The lagoon is a source of wealth and prosperity for both cities and especially for Aitolikon which was founded literally in the heart of the lagoon and has become an integral part of this great habitat. Fish are abundant in the lagoon, especially the famous "bream" and "mullet" the female of which offers the worldwide famous botargo, known under the name "Messolonghi Roe".*



FACILITIES

- *The company owns a 3,000 sq. f. plot next to Aitolikon, where a model unit, fully equipped with the most up-to-date and innovative equipment.*
- *The unit for processing and packaging of the fish roe (universally known as Botarga or Botargo) and other products is designed and certified with the ISO 22000 - HACCP TUV NORD.*
- *It is a unique investment of its kind in Greece – Europe and will be further developed in the near future through the creation of special areas for presentation, tasting shows and events*



PRODUCT PROCESSING

- The eggs of the fish are carefully handled, selected and cleaned. The eggs are then lightly sprinkled with the fresh salt of Etolikon*
- From there on the eggs are kneaded and dried in a state-of-the-art dryer/ machine while traditional techniques remain at the core of the process. Naturally, these techniques revolve around the concept of time that is needed to reach an ideal and desired level of maturation. At this stage and depending on the product type (plain or smoked), the smoking process is undertaken in the newly established smoker.*
- In the final stage, the eggs are gently dipped in 100% pure bee wax of an ideal temperature so as to ensure that they are fully covered and protected*



QUALITY CONTROL & STORAGE

- *The finished product is passing from the necessary quality control by our experienced ,well trained staff and marked by a unique number for traceability purposes*
- *Lastly, they are packaged in controllable conditions with highly selective material so as the mullet to be protected and consumers to feel the care and respect that this unique product requires*
- *The final product is carefully stored in chilled conditions in well-structured fridges of our company*
- *Transportation is made with our own fleet in fridges so as the freshness of mullet to be intact.*



OUR VISION

- Our vision is to create an exquisite selection of botargo and lagoon products worthy of appreciation by connoisseurs around the globe.
- Our philosophy is to use the most pure, fresh and natural materials, produce high quality products, offer high services to our customers, be reliable, honor our employees and respect the environment.
- Our goal is to expand at a robust pace while remaining faithful to our philosophy and vision.



OUR PRODUCT PORTFOLIO

Fish roe – Botargo (in five types)

- *Traditional in bars in protective box (2 box sizes)*
 - *Traditional in bars smoked in protective box (2 box sizes)*
- *Grated in jar*
- *Grated in jar smoked*
- *Slices in jar*



PRODUCTS:

Traditional Botargo in waxed bars

Distinguished by elegant taste, delicate aroma & flavor and healthy benefits, the Botargo fish roe is a product of nutritional value and superior quality that pleases the most demanding palates.

It is a given that the fish roe is considered a delicacy. Its characteristic flavour places it at the top of gastronomy products. It is also one of five fish products in Europe certified/ identified as protected designation of origin.

The Botargo is often referred to as "the gold of the lagoon", both for its color and its commercial value.

The roe is "hosted" in the ovaries of the female cephalus fish and its production begins in late August - early September. It belongs to the same school of taste as caviar and it is delicious and very popular among Greek, European, American and Japanese chefs.



Traditional Botargo stefos, in a waxed bar, placed in a protective box

- Traditional Botargo stefos, in a waxed bar, placed in a protective box
- Premium quality Grey Mullet Roe, a 100% natural product, without preservatives, with a distinct yet delicate taste, velvety texture and a long aftertaste. Its colour ranges from golden yellow to golden reddish. A unique delicacy, with high nutritional value, is rich in Proteins, energy, Omega-3 fatty acids, Vitamins C and E, Selenium and Zinc. Protected by a 100% natural beeswax to preserve its natural moisture. Use it sliced or grated. A traditional Greek gourmet savoury delicacy.
- 140-180 gr
- 180-280 gr



Traditional Smoked Botargo stefos, in a waxed bar, placed in a protective box

Traditional Smoked Botargo stefos, in a waxed bar, placed in a protective box

Premium quality Grey Mullet Roe, a 100% natural product, without preservatives, with a strong yet delicate taste, velvety texture and a very long aftertaste. Smoked by natural smoke, with the company's unparalleled recipe that makes it a unique product throughout the world. Its colour ranges from golden yellow to golden reddish. It has high nutritional value and is rich in Proteins, energy, Omega-3 fatty acids, Vitamin E, Selenium and Zinc. It is protected by a 100% natural beeswax to preserve its natural moisture. Use it sliced or grated. The absolute gourmet way to start a meal and satisfy the most demanding palate.

140-180 gr

180-280 gr



SELECTED GRATED BOTARGO STEFOS IN A JAR

- Premium quality moderately dehydrated Grey Mullet Roe, a 100% natural product without preservatives, with an intense flavour and aroma full of sea notes. A high nutritional value delicacy, rich in proteins, energy, Omega-3 fatty acids, Vitamins C and E, Selenium and Zinc. Use it to finish dishes, just before serving, over fish, seafood, pasta, risotto, pulses, vegetables or salad. It elevates any food to gourmet status.
- 50g



SMOKED GRATED BOTARGO STEFOS IN A JAR

- Premium quality moderately dehydrated smoked Grey Mullet Roe, a 100% natural product without preservatives, with a very strong aroma full of sea notes. Smoked by natural smoke, with the company's unparalleled recipe that makes it a unique product throughout the world. A high nutritional value delicacy, rich in proteins, energy, Omega-3 fatty acids, Vitamin E, Selenium and Zinc. Sprinkle it over fish, seafood, pasta, risotto, pulses, vegetables or salads. An innovative way to elevate any food to gourmet status.
- 50g



SELECTED BOTARGO STEFOS IN SLICES IN A JAR

- *An amazing ready to consume convenient pack with selected sliced botargo*
- *The absolute gourmet pleasure for starting a meal*

- Premium quality Grey Mullet Roe, a 100% natural product without preservatives, with a fruity flavour and a velvety texture. Its colour ranges from golden yellow to golden reddish. A high nutritional value delicacy, rich in proteins, energy, Omega-3 fatty acids, Vitamins C and E, Selenium and Zinc. A revolutionary packaging that offers for the first time selected botargo in slices preserved in sunflower oil, ready for consumption, so that you can enjoy this unique delicacy in your everyday life. Treat yourself with a little luxury.

- 70g



Botargo Stefos serving suggestions

- *The botargo must be served as it is, like caviar, with a little to no garnish. Cut into thin slices, the wax shell removed, served in small dishes ,plain or sprinkled with a little freshly ground black pepper, some olive oil and a few drops of lemon juice. It is imperative that the slices are really thin, so that the roe releases all its aromas on the tongue. The velvety explosion of the fruity aftertaste of this seafood –along with a piquant numbness, will reach the deepest parts of your brain and will last for hours.*
- *Enjoy it with ultra brut champagne, whiskey, wine, vodka, raki or Ouzo. An ideal appetizer, it will adorn your table and add quality and aesthetism to your every day life as well as your special moments. It will also become a healthy habit.*
- *The botargo can also be consumed as a bread topping, as well as mixed in salads risotti and pasta dishes, in which case it can be either sliced or grated.*
- *for more interesting recipes you can also visit our site:*
www.botargostefos.gr



RESEARCH & DEVELOPMENT

- *In the view of our continuous effort for product excellence, we have created our R&D dept. where our main mission is not only to generate new potential product ideas but to improve and reinforce our existing range, product and packaging wise*



COMPANY'S STRATEGIC VIEW

Key Elements

- *100% traditional processing - Raw and pure natural materials used in the processing, such as pure unadulterated beeswax and sea salt.*
- *Premium packaging and various, tailor made packages available, according to the consumer's preference.
Frequent contact, information release and publication aiming to identify the product as necessary for our diet and not as a mere delicacy of limited consumption.*
- *Strategic placement in selective outlets, high-end supermarkets, Delicatessen stores , horeca ,sales via the Internet and dynamic presence in food fairs in the Greek and foreign markets as well as a strong presence in the relevant press.*
- *Collaboration with distinguished chefs for the editing of a cook book with easy and quick recipes based on our botargo.*
- *Stressing of the physical benefits of this healthy product in everyday life and sports, as well as an ingredient for tasty new dishes*
- *Tailor made packaging and recipes by country commercial*

customs and needs



SALES COVERAGE OBJECTIVE

- *All the above, combined with a planned sales strategy through dealers and resellers, distributors and representatives in the European Union and third countries.*
- *Apart from the domestic market, our target is also Europe, especially Germany ,Italy, France , Nordic countries,, and markets such as Russia, Japan, Asia, Australia and America.*



APPENTIX



Botargo and Health

- *A recent research of the Harokopion University of Athens still in progress, reports that the botargo is "a food of high nutritional value, providing the human body with high protein, energy and fat. The lipids are rich in monounsaturated and polyunsaturated fatty acids and it also contains significant amounts of Omega-3 polyunsaturated fatty acids".*
- *Therefore, the Botargo, a traditional veritable Mediterranean dish with anti-inflammatory and antithrombotic components, apart from its nutritional value, also acts as a shield against cardiovascular diseases since the "Mediterranean diet" prevents the formation of atherosclerotic plaques in blood vessels.*
- *Botargo helps prevent the formation of PAF (by preventing the oxidation of cholesterol) and inhibit its activity. Typical examples are foods rich in vitamin E, a potent antioxidant and inhibitor of the PAF.*

Botargo and Health

- *Among the investigated Mediterranean foods is the Roe, which in its commercial form - wax coated- is a food of high nutritional value rich in high protein, energy and fat.*
- *It contains a high quantity of vitamin E (4mg/100gr). Such concentration is lower than the 7mg/100gr reported in caviar, but it is 3-4 times higher than normal values found in eggs. Omega-3 polyunsaturated addition per 100gr roe is 2gr (a quantity exceeding the recommended daily dose in Canada -1,2 / 1,6 gr-tenfold while the 0,2 gr which is recommended as a minimum daily intake of Omega-3 polyunsaturated fatty acids in Britain . The biological activity tests show that the lipids in botargo exhibit antithrombotic activity in vitro since they can inhibit the accumulation of platelets induced by the powerful cumulative factors PAF and thrombin. The fact that the inhibitory effect occurs at relatively low concentrations shows that the consumption of a normal portion of botargo will enrich the blood with sufficient quantity of inhibitors of platelet aggregation and The findings support the theory that maintains that the Platelet Activating Factor (PAF), the strongest anti-inflammatory agent, has been identified as directly responsible for the formation of atherosclerotic plaques. The Greek researchers have shown that the Mediterranean diet includes foods that ultimately reduce the activation of clotting mechanisms.*

Botargo Stefos

The art of seafood

Thank you...



BOTARGO STEFOS

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