

THE BOOK MARKET

[MAY 2009]

5th Revised Edition

IN GREECE

GREEK BOOKS - A MATURING INDUSTRY

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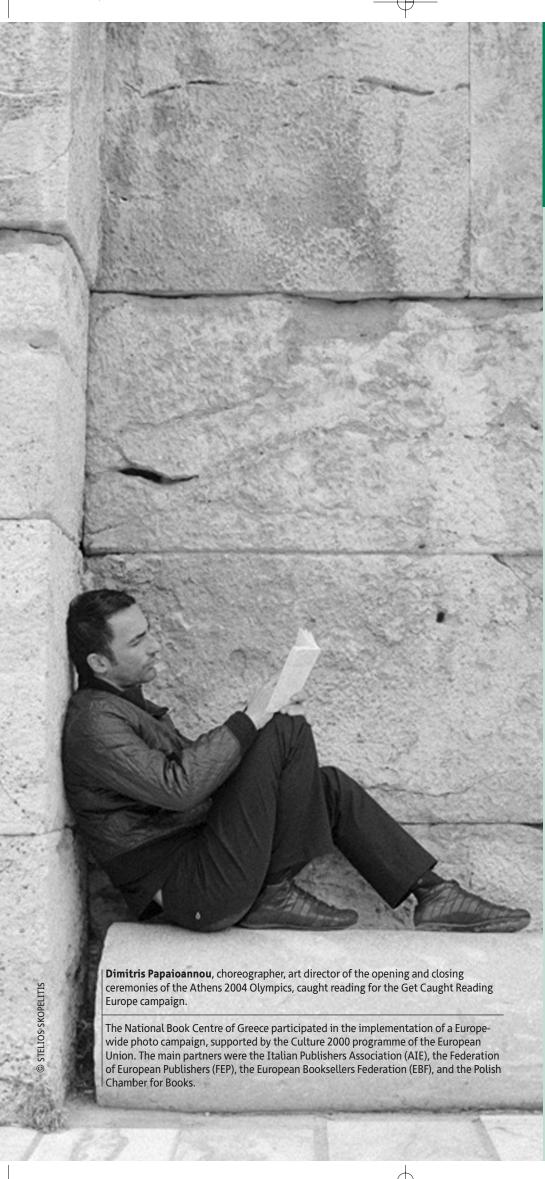
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ITHACA ONLINE



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THE 10 LEADING **PUBLISHERS, 2008**

▶ Patakis (346 titles)

Started in 1974 with auxiliary school books and study companions. Publishes literature (Greek and foreign), children's and adolescents' literature, humanities, social sciences, personal care, health, sports.

Modern Times

(343 titles)

Children's books, fiction (Greek and foreign), personal care, health, comics, audio and audio-visual books

Lambrakis Press (268 titles)

A major press & media group, owner of Ellinika Grammata publishers. In 2006 started publishing independently in fiction, humanities, travel, art, photography, music, cookery & children's books, to be distributed in the press points-of-sale.

Minoas (211 titles)

Children's books, fiction (Greek and foreign), popular psychology, history, gastronomy, self-help books.

▶ Metaichmio

(204 titles)

Educational books; expanded its list in 2000 to include literature (Greek and foreign), humanities, social sciences, psychology and biography.

Livanis

(193 titles)

Literature (Greek and foreign), humanities, social sciences, educational books, children's books, art books, DVD-Roms & e-books.

➤ Savalas (191 titles)

Children's books & educational books; in 2004 expanded list to include social sciences, biography and foreign fiction.

▶ Kastaniotis

(185 titles)

Literature (Greek and foreign), humanies, social sciences, fine arts, large format illustrated books, children's books, DVD-Roms & e-books.

▶ Kedros

(180 titles)

Literature (Greek and foreign, since 1954), humanities, social sciences, art books, children's books.

Psichogios

(146 titles)

Children's and adolescents' literature, adult literature (Greek and foreign), social sciences, biography, gastronomy, self-help books.

GREEK BOOKS A MATURING INDUSTRY

Following the boom of the 1990s, in which the number of titles published more than doubled, the Greek book market has grown over 9,500 new titles a year.

2003	2003	2005	2006	2007	2008*
8,044	8,634	8,692	9,730	9,834	9,579

^{*} BIBLIONET, data updated on: 14.5.2009, temporary for 2008 (information provided by the publishers)

PUBLISHERS AND BOOKS

PUBLISHERS

The number of publishers reveals the dynamism of contemporary culture in Greece: In a country with a population of 11 million, there were 374 active publishers in 1990 and 841 in 2008.

1990	2000	2006	2007	2008*
374	653	852	847	841

There are also 400 public sector legal entities and non-profit organisations engaged in publishing, of which over 140 on a yearly basis.

1990	2000	2006	2007	2008*
34	124	156	156	143

TITLE PRODUCTION BY PUBLISHERS' SIZE

Publishers	2003	2004	2005	2006	2007	2008*
Large	19	18	20	19	22	22
Publishers that produce more than 80 titles a year	36.6%	34.3%	36.2%	36.7%	38.1%	37.9%
Medium	140	152	164	167	167	169
Publishers that produce 10- 80 titles a year	44.6%	44.2%	43.4%	42.9%	42.2%	44.0%
Small Publishers that produce	513	615	643	666	658	650
fewer than 10 titles a year	18.1%	20.5%	19.3%	19.1%	18.5%	16.9%
TOTAL	672	785	827	852	847	841
	100%	100%	100%	100%	100%	100%

 $^{^{\}star}$ BIBLIONET, data updated on: 14.5.2009, temporary for 2008 (information provided by the publishers)

SOME BACKGROUND

T hree of the longest established Greek publishers are a treasury of Greek literature, publishing and representing property rights for most of its contemporary classics: Hestia (120 years) and Kedros (50 years), in literature, and Ikaros (60 years), in poetry, including the two Greek Nobel Prize laureates (George Seferis, Odysseas Elytis).

THE 12 LEADING PUBLISHERS OF FICTION (NOVELS) 2008

- Livanis (76 titles)
- Kastaniotis (59)
- Lambrakis Pr. (50)
- Bell/ Harlenic (48)
- Psichogios (44)
- Patakis (30)
- Kedros (29)
- Oceanida (28)
- Modern Times (27)
- Anubis (24)
- Metaichmio (21)
- Polis (18)

THE 10 LEADING PUBLISHERS OF GREEK FICTION (NOVELS) 2008

- Lambrakis Pr. (50 titles)
- Livanis (42)
- Kastaniotis (27)
- Empiria Ekdotiki (20)
- Patakis (15)
- Agyra (13)
- Psichogios (11)
- Kedros (11)
- Iamvos (10)
- Ellinika Grammata (9)
- Modern Times (9)

THE 10 LEADING PUBLISHERS OF CHILDREN'S BOOKS 2008

- Modern Times (258 titles)
- Minoas (157)
- Patakis (149)

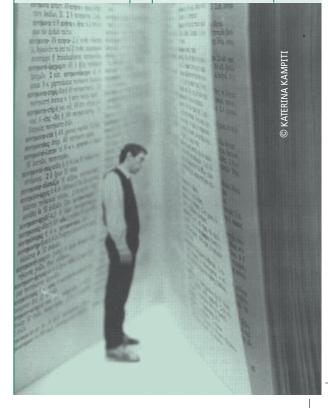
- Papadopoulos (112)
- Savalas (105)
- Agyra (91)
- Kalokathi (83)
- Susaeta (78)
- Psichogios (76)
- Kedros (72)

THE 10 LEADING PUBLISHERS OF SOCIAL SCIENCES & HUMANITIES 2008

- A. N. Sakkoulas (143 titles)
- Sakkoulas S.A. (80)
- Nomiki Vivliothiki (77)
- Patakis (57)
- Papazisis (53)
- Lambrakis Pr. (48)
- Dardanos (43)
- Papadimas (40)
- Metaichmio (36)
- Kastaniotis (35)
- Sakkoulas P.N. (35)

THE 10 LEADING PUBLISHERS OF SCIENCE & TECHNOLOGY 2008

- Paschalidis P. C. (81 titles)
- Klidarithmos (41)
- Parisianou (33)
- Ion Publishing Group (30)
- Skai Vivlio (22)
- University Studio Press (20)
- Giourdas, Moschos (19)
- Papasotiriou (14)
- Ziti (13)
- Giourdas, Vassilis (13)
- Tziola (12)



The main features of the industry are as follows:

- In Greece, 23 per cent of the publishers produce 82 per cent of the total number of titles
- Five publishers produce more than 200 titles in all subjects, accounting for some 14 per cent of the total book title production (Patakis leading with 346 titles).
- Most publishing houses are still run by their founders or the founders' descendants. For example, Hestia, one of the longest-standing and most highly regarded firms, was founded 120 years ago. (The modern Greek state only came into existence 170 years ago, after liberation from the Ottoman Empire.) The firm has remained in the same family for several generations. Exceptions to the rule are two companies: Ellinika Grammata and Modern Times, which belong to larger media groups operating at a national scale.
- The industry is highly centralised: 82 per cent of publishing houses are in Athens, 11 per cent in Thessaloniki and 7 per cent in the rest of Greece.

BOOK ARCADE

Situated in the historic centre of Athens, the Stoa tou Vivliou book arcade opened in 1996 as a meeting place for the public and book professionals. Housing 19 bookshops catering for 1 to 4 publishers apiece, it is a lively venue that hosts the majority of book-related discussions, conferences and book launchings. The National Book Centre of Greece (EKEBI) also runs an information centre there. A modern showcase of Greek publishing with a welcoming atmosphere, thanks to the café on the upper level, the Stoa tou Vivliou is the only venue of its type in Europe (5 Pesmazoglou St., Athens).

BOOK SECTOR GROWTH

Total number of titles by subject 2004-2008:

	2004	2005	2006	2007	2008
Humanities &	2,249	2,310	2,429	2,504	2,254
social sciences	26.1%	26.6%	25.0%	25.5%	23.5%
Pure & applied	646	637	631	617	679
sciences	7.5%	7.3%	6.5%	6.3%	7.1%
Litaratura	1,795	1,938	2,029	2,142	2,060
Literature	20.8%	22.3%	20.9%	21.8%	21.5%
Children's books	1,721	1,824	2,117	1,792	2,059
Chitaren's books	19.9%	21.0%	21.8%	18.2%	21.5%
Auxiliary school	628	487	822	805	785
oooks & ELT	7.3%	5.6%	8.5%	8.2%	8.2%
	573	543	694	752	614
Art books	6.6%	6.3%	7.1%	7.6%	6.4%
General,	1,019	950	1,003	1,214	1,012
practical & self-help books	11.8%	10.9%	10.3%	12.3%	10.6%
	8,634	8,692	9,730	9,834	9,579
TOTAL	100%	100%	100%	100%	100%

While literature retains first place in terms of the number of titles, it has ceded some ground to certain new categories such as humanities, social sciences (history, politics, social sciences, biography), practical books (such as self-help, cookery, travel guides, reference books for children), university textbooks and other titles related to trades and professions.

BOOK PRICES

The average retail price (in euros) of Greek paperbacks of appr. 250 pages, has changed as follows.

2001	2002	2005	2006	2007	2008
13.70	15.60	16.00	16.15	16.76	17.13

The figures show an increase since Greece joined the euro zone in January 2002. However, this increase was no greater than that in the price of most products during the same period, and book prices remained relatively competitive.

DISTRIBUTION AND BOOKSELLERS

DISTRIBUTION

There are 2,000 bookshops in Greece of all shapes and sizes and more than 3,500 point-of-sale outlets, including press agencies and supermarkets. Of the bookshops, 90 per cent are small, mixed book and stationery shops. Only 280 sell books exclusively, and 120 of them are of considerable size. The majority are in Athens (50%) and the larger cities (Thessaloniki, Patras, Larissa and Iraklio). The past ten years have seen the emergence of the first sizeable bookstore chains.

The recent opening of FNAC and Public bookstores in Athens and Thessaloniki (and of Metropolis in Athens) has brought about some changes to the present scene. Wholesale distribution is not sufficiently developed, so many publishers retain independent distribution networks.

MAJOR BOOKSTORE CHAINS

- **Papasotiriou:** 30 branches in 16 cities; general & technical bookstores that sell fiction, art books, architecture & software.
- ▶ Eleftheroudakis: With 31 branches and points-of-sale, a chain dealing in general and foreign-language non-ELT books (Athens, Thessaloniki, Patras, Iraklion, Ioannina, Mykonos & Alexandroupolis). The 7-storey main branch on Panepistimiou Street in central Athens competes with Europe's best.
- ▶ **Ianos:** 6 branches in Thessaloniki, 2 in Athens (among which a 1,600 sq.m. store with an important venue for activities) and a thriving online store.
- ▶ **Protoporia**: Started in the 1970s as a discount bookstore. Four general bookstores in three cities (Athens, Thessaloniki, and Patras), and one very popular online store; fourth in terms of turnover.
- ▶ **Kosmos-Floras:** 12 bookshops in greater Athens and a new one in Thessaloniki, specialises in ELT books.
- ▶ **Leader books:** 5 general bookshops in greater Athens; Greek and foreign-language books, university textbooks.
- ▶ Hellenic Distribution Agency/Newstand: over 40 foreign-press

agencies which sell books, as well, throughout Greece, including the major tourist resorts.

- ▶ FNAC: the first two stores opened in shopping malls, in Maroussi, north of Athens (2005) and in Glyfada, south of Athens (2008).
- ▶ Public: a mixed-books, music, film, video games & microelectronics store chain, with 4 branches in Athens, Thessaloniki, Volos & Nicosia, Cyprus, among which a 4-storey showcase facing Syntagma Sq., in central Athens.

THE 10 LARGEST BOOKSHOPS*

- ▶ Eleftheroudakis, 2,500 sq.m (of which 2,350 sq.m. for books), 17 Panepistimiou St., Athens.
- Malliaris, 2,200 sq.m. (of which 2,000 sq.m. for books), 39 D.
 Gounari St., Thessaloniki; a mixed book & stationery store.
- Patakis, 1,500 sq.m. (of which 1,400 sq.m. for books), 65 Akadimias St., Athens.
- ▶ Protoporia, 1,350 sq.m. (main branch), 3-5 Gravias St., Athens.
- Ianos, 1,600 sq.m. (of which 1,100 sq.m. for books), 24 Stadiou St., Athens.
- ▶ Papasotiriou, 1,000 sq.m., 37 Panepistimiou St., Athens.
- ▶ Public (Germanos), 5,000 sq.m. (of which 1,000 sq.m. for books), Syntagma Sq., Athens.
- ▶ Evripidis sti Stoa, 810 sq.m., 11 V. Konstantinou St., Halandri (suburb of Athens).
- ▶ Politeia, 750 sq. m., 1-3 Asklipiou St., Athens.
- ▶ Metropolis, 750 sq.m. for books, 54 Panepistimiou St., Athens.
- ▶ Hestia, 600 sq.m., 60 Solonos St., Athens.
- Fnac, 2,200 sq.m. (of which 600 sq.m. for books), The Mall Athens, Maroussi (suburb of Athens).
- * According to data provided by the companies

LIBRARY NETWORKS

PUBLIC SECTOR LIBRARIES

The library network is still, to a great extent, rudimentary and has not adapted to provide modern library services. There are some 2,000 libraries of which 962 are public and municipal, 233 in universities and colleges, 550 in school and 315 are in research institutes and other organizations.

There are four exceptions to this general rule:

- → 45 state public libraries, funded directly by the Education Ministry, many of them of a historical significance
- → 22 libraries for children and adolescents co-ordinated by a dedicated organization (OPEV)
- → 233 academic libraries at universities and technical colleges
- → 550 school libraries (for 5,000 secondary schools), created with funding from the European Union's Community Support Framework.

RETAIL PRICE MAINTENANCE LAW

The retail price maintenance law came into force in Greece in 1998. Publishers must stipulate a retail price on which retailers may offer a limited discount (up to 10 per cent) or increase (up to 5 per cent) for a period of two years from the date of publication. The law has been effective in restraining book prices and retaining variety in the industry. Professional bodies have asked for a reform, asking to be more widely applied (i.e. to include books purchased for libraries, as well).



A MODEL LIBRARY: THE PUBLIC LIBRARY OF VERIA

he Veria Public Library is a model library, housed in excellent, purposebuilt premises in Veria, a small town in northern Greece with 41,000 inhabitants. This dynamic library with 80,000 volumes & 210,000 loans per year, is well known abroad for its participation in a number of European projects, such as:

- PULMAN (2001-2003)
- CALIMERA (2003-2005)
- LIGHT (INTEREG IIIc, 2004-2006)
- ENTITLE (2007-2009)
- EDLnet Thematic Network (2007-2009)
- IMPAC LITERARY AWARDS as well as in reading promotion activities and in benchmark Information Society-ICT projects (www.libver.gr).

PRIVATE LIBRARIES

There are a few historic libraries such as the Gennadius, which belongs to the American Archaeological School in Athens (www.ascsa.edu.gr/gennadius), which holds some 90,000 titles in various languages and attracts scholars and researchers from all over the world. There are also libraries at the foreign colleges and institutes.

FOREIGN CULTURAL INSTITUTES

- British Council, 17 Filikis Etairias Sq., Kolonaki, Athens
- Hellenic American Union, 22 Massalias St., Athens
- Institut Français d' Athènes, 31 Sina St., Athens
- Goethe Institut, 14-16 Omirou St., Athens
- Instituto Cervantes, 31 Skoufa St., Athens
- Istituto Italiano di Cultura, 27 Tenedou St., Athens
- The Netherlands Institute in Athens, 11 Makri St., Athens

THE MARKET FOR BOOKS IN TRANSLATION THE GLOBAL MARKET

the market (more than 40 percent). This has increased between 2003-2006, due to the growing demand for books in translation, which has flourished in recent years.

Number of titles translated

2003	2004	2005	2006	2007	2008
3,203	3,508	3,644	4,252	4,017	3,991
39.7%	40.5%	41.8%	43.7%	40.9%	41.7%

Original language of translated titles in 2008

0 0		
English	2,059	51.6%
French	460	11.5%
Italian	268	6.7%
German	196	4.9%
Spanish	171	4.3%
Japanese	25	0.6%
Russian	24	0.6%
Portuguese	9	0.2%
Turkish	8	0.2%
Norwegian	8	0.2%
Dutch	8	0.2%
Other languages	41	1.0%
Ancient Greek	118	3.0%
Modern Greek (to various languages)	227	5.7%
Non-specified	369	9.3%
TOTAL	3,991	100.0%

While the first five languages account for 79 per cent of translations, around 52 per cent of translations are from the English, with French coming far behind in second place.

The following table shows the number of novels translated by country and language.

Number of novels translated by country and language				
RAR	2006	2007	2008	
British & English-language	149	178	164	
U.S.A.	176	172	144	
French & French-language	103	73	57	
Spanish	16	21	21	
Spanish-language (Latin America)	11	18	19	
Italian	15	20	22	
German & German-language	18	28	21	
Russian	14	6	9	
Turkish	7	7	4	
Portuguese & Brazilian	4	6	4	
Norwegian	1	1	4	
Dutch	2	2	3	
Hebrew	1	3	3	
Other languages	15	18	14	
TOTAL	531	559	488	
	35 ASSESSED #44	1888L 1881		

There is clearly a strong demand for foreign fiction, the figures showing a relative stability despite the fall of the number of titles in 2008, at a level that remains higher than that of the Greek novels.

410

323

BEST-SELLING LITERATURE (From Kathimerini newspaper 12.4.2009)

Modern Greek

1. Dimitris Bourandas	Ola sou ta 'matha ma xehasa mia lexi
	(An Almost Flawless Education)
2. Alkyoni Papadaki	An itan ola allios
	(If Everything was Different)
3. Chryssa Dimoulidou	To stavrodromi ton psychon
	(Souls' Crossroad)
4. Stephenie Meyer	Eclipse
5. Athina Kakouri	Xifir Faler
6. Paschalia Travlou	Esto mia fora
	(At Least Once)
7. Bernhard Schlink	The Reader
8. Kalia Papadaki	O ihos tou akalyptou
	(The Sounds of the Communal Area)
9. Aleksandr	One Day in the Life of Ivan Denisovich
Solzhenitsyn	
10. Nikos Themelis	Oi alithies ton allon
	(The Truths of Others)
	C

Foreign writers regularly figure largely in the best-seller list.

BEST-SELLING NON FICTION

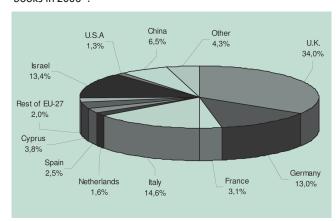
(From Kathimerini newspaper 12.4.2009)

1. Irvin D. Yalom	Staring at the Sun: Overcoming the
	Terror of Death
2. Irvin D. Yalom,	I'm Calling the Police: A Tale of
Robert L. Berger	Repression and Recovery
3. Paul Krugman	The Return of Depression Economics
	and the Crisis of 2008
4. Slavoj Zizek	How to Read Lacan
5. Auguste Diès	Plato
6. W.W. Tarn	Alexander the Great
7. Baruch Spinoza	Ethics
8. Kiki Dimoula	In Search for a Title for this Lecture
9. Rhonda Byrne	The Secret
10.Zissimos Lorentzatos	Collectanea

The list includes psychology (3 titles), economics (1), biography (2), philosophy (1), literary studies (2) & self-care (1).

IMPORTS AND EXPORTS

The following diagram shows the major sources of imported books in 2006*.



 $\mbox{\ensuremath{^{\star}}}$ According to the last available data, provided by the National Statistical Service of Greece

Some 50 percent of imported books are in English and come, primarily, from Great Britain, Israel and USA, due both to the broad diffusion of English language publications around the world and to the widespread teaching of English in Greece. A significant proportion of the imports are educational books (ELT and other textbooks).

Exports number fewer than imports and are chiefly to Cyprus and countries with a sizeable Greek diaspora. Exports to countries, such as Hungary, Romania, Poland, Russia, Turkey and Mexico, of ELT books published in Greece, represent a significant proportion of the value of exports and showed considerable growth in 2000-2006.

BIBLIONET

The books-in-print database

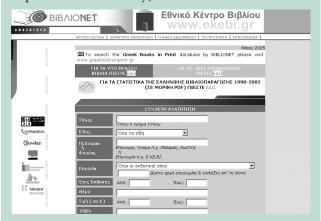
C reated in 1998 by EKEBI, the main publishers associations and a number of individual publishers, and now run by EKEBI, the Biblionet

database offers free access to information in Greek on almost 140,000 titles, including:



b detailed entries (title, name of author, publisher, DDC number, subject heading, ISBN, short description)

- jacket photos
- photos and biographical information on the writers
- trade information (publisher, distributor, price and availability)



In 2004, EKEBI begun cooperating with Eleftheroudakis booksellers to expedite Biblionet services. In return, the database supports the chain's online bookstore (books.gr), as it does another 35 online stores

- papasotiriou.gr
- estiabookstore.gr
- patakis.gr
- evripidis.gr
- •florasfun.gr
- bibliotopia.gr
- •libro.gr
- perizitito.gr
- govostis.gr
- •tsamantakis.gr
- •lemoni.gr
- ekfrasi.com.gr
- bookexperts.gr
- •bazaarbooks.gr

- allbooks.gr
- diaspora.gr
- oionos.com
- booksfromgreece.gr
- ·aboutbooks.gr
- thebookstore.gr
- •vivliofono.gr
- pharos-books.com
- nightread.gr
- bigbook.gr
- e-kinitro.gr
- bibliagora.co.ukand 70 more pending

Access Biblionet, free of charge, at: www.biblionet.gr (in English: www.gbip.gr).

The product is also available on DVD-Rom.

NATIONAL BOOK POLICY

Book policy, which received little emphasis until the mid-1990's, is now being implemented by the Culture Ministry's Directorate of Letters and, to a great extent, by the National Book Centre of Greece (EKEBI), which was established in 1994. However, responsibility for libraries does not belong to the Culture Ministry but is shared by the Education Ministry (for the public, academic and school libraries), and the Interior Ministry (for the municipal libraries). A new law now being drafted aims to improve cooperation between the ministries and upgrade the role of EKEBI.

ITHACA ONLINE



I thaca Online is a monthly electronic magazine that presents the pick of Greek publishing to

foreign publishers, agents and the public. It covers all types of books from novels, short stories and essays to children's literature and large-format illustrated titles. Access Ithaca Online at: www.ekebi.gr.

SHARED EUROPEAN STAND

Poland) have joined forces to share a stand at major international book fairs (2005: Buenos Aires, Guadalajara; 2006: Sao Paolo and Taipei) so as to promote European books outside the EU. Co-operating organizations include Bureau International de l' Edition Francaise (BIEF), Frankfurt International Book Fair, the Polish Book Institute and National Book Centre (EKEBI).



NATIONAL BOOK CENTRE OF GREECE

A legally registered non-profit organisation, EKEBI was founded in 1994 by the Ministry of Culture, with the aim of implementing a national policy for books and reading.

Publishers, writers, translators, librarians and booksellers participate at the decision-making level and work together closely to achieve EKEBI's aims. Through their representation on the Administrative Board, they have a say in establishing the major objects of its policy.

EKEBI is funded by the Ministry of Culture.

BOOKS EVERYWHERE

- · Activities at schools
- World Book Day
- Themed events
- Tributes to great Greek authors
- Events featuring foreign literature
- Book fairs
- Reading groups coordination
- Readers' Award

PROMOTING GREEK BOOKS ABROAD

- ADROAD
- Participation in international book fairsThessaloniki International Book Fair
- Greek authors abroad
- Participation in international events
- Ithaca & Ithaca Online magazines
- Information on foreign book markets

RESOURCES & INFRASTRUCTURE

- Book Monitoring Unit
- Online books-in-print database BIBLIONET
- · A library on books
- Greek books in translation database
- Market surveys
- Support of book people-writers, translators, etc.
- European Translation Centre (EKEMEL)
- European projects

Find out more about EKEBI and the Greek book market at: www.ekebi.gr



The European Translation Centre – EKEMEL

AN ORIGINAL CONCEPT

F ounded in 2001, EKEMEL adopted the idea from the French-Greek Literary Translation Centre in Athens (CTL) and gave it a European dimension. Working in five languages (English, French, German, Italian and Spanish), it organizes a series of activities around its core function of a translation school. It also has a residence for translators and holds cultural events.

SCHOOL OF LITERARY TRANSLATION

 \boldsymbol{E} xcellent translations are the most effective way to transmit the best of

Li transmit the best of one's literature. As an educational centre, EKEMEL's prime task is to nurture young translators trained by teachers who are experienced translators.

CULTURAL ACTIVITIES

EKEMEL helps bring writers, translators and translation theorists together by regularly inviting personalities to speak at conferences and round-table discussions.



TRANSLATORS' RESIDENCE THE HOUSE OF LITERATURE AT LEFKES, PAROS



A 13-room residence was established on the island of Paros, in 2004 to allow translators (to and from Greek) to pursue translation

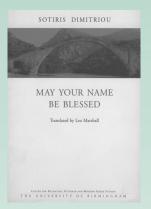
projects in a peaceful working environment. The residence is also open to Greek and foreign writers, on condition that their work is about Greece or a Greek theme. Access EKEMEL & download the application form at:

www.ekemel.gr/gr/grhomeoflogotexnia.html

TRANSLATION SUBSIDIES

The Culture Ministry has a special funding program to encourage publishers to bring out translations of contemporary Greek literature (works that were first published in the 20th century - preferably after 1945). A special committee examines the applications and reports to the Culture Ministry, which makes the final decisions. Subsidies cover the cost of translation only. Applications must be submitted to the Ministry of Culture, Directorate of Letters, 1 Rethymnou St., 106 82 Athens, Greece, fax +30 210 8201 702.





The application form is submitted by the publisher and is structured as follows:

- PUBLISHER (INFO)
- ORIGINAL WORK (INFO)
- TRANSLATION DETAILS
 - III.1. Proposed language
 - III.2. Has the work already been translated?
 - III.3. Has it been translated into other languages?
 - III.4. Will it be a bilingual edition?
- TRANSLATOR (INFO)
- COST BREAKDOWN
- SUBSIDIES
- CONTRACTS
- SUPPLEMENTARY DOCUMENTS

VIII.1. Original work (2 copies)

VIII.2. Translator's CV

VIII.3. Author's rights statement

VIII.4. Publisher's active catalogue

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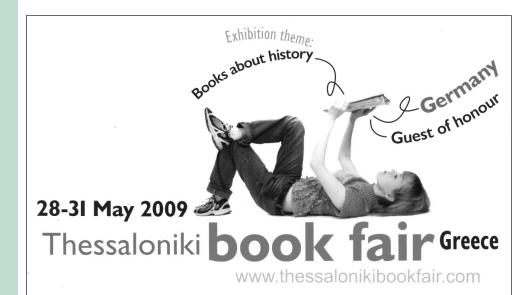
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