# Capital Link Invest in Cyprus Forum



Wednesday, March 22, 2017 New York City



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Lead Supporting Organization



Cyprus Investment Promotion Agency

# Invest in Cyprus



#### Strategic Location

With its ideal geographical position at the crossroads of three continents - Europe, Africa and Asia, Cyprus plays a key role in the region of the Eastern Mediterranean. As a safe, transparent, modern business centre, the island is an ideal investment gateway to the European Union, as well as a portal for investment outside the EU, particularly into the Middle East, India and China.

#### Tax System

Cyprus offers an attractive and transparent tax regime, fully compliant with EU, OECD and international laws and regulations. Its main features are:

- One of the lowest corporate income tax rates in the EU at 12.5%
- Dividend participation exemption
- Exemption on disposal of securities (e.g. shares, bonds, debentures)
- No succession taxes
- No withholding taxes
- Attractive IP regime
- Tonnage tax system for shipping companies
- Notional interest deduction for new investments
- Personal tax exemptions for new residents and non-domiciles

# EU Member State and Member of the European Monetary Union

As a member of the European Union since 2004 and the European Monetary Union since 2008, Cyprus is committed quality, efficiency and transparency in transactions. Its EU membership ensures safety and stability for investors, also offering them market access to more than 500 million EU citizens.

#### Legal and Regulatory Framework

Based on English Common Law principles, Cyprus' comprehensive and robust legal and regulatory framework, is widely recognised as a business-friendly and effective system that ensures transparency and reliability in business practices. Offering foreign businesses a familiar and reliable framework within which to operate, Cyprus' legal system is also fully compliant with the EU, the Financial Action Task Force on Money Laundering (FATF), OECD, FATCA, the Financial Stability Forum laws and regulations and EU AML directives.

## Human Talent & Level of Services

Human talent, complemented by a broad range of high quality professional services, is one of Cyprus' most compelling advantages. Cyprus offers an abundance of highly educated, multilingual individuals, ready to meet the needs of any business. Cyprus ranks amongst the top countries in Europe for tertiary education per capita.

#### Advanced Infrastructure

Cyprus offers advanced and modern infrastructure, as well as an extensive telecommunications network, ideally suited for business people with demanding schedules. Thanks to its sophisticated road system, bustling port facilities (in Limassol and Larnaca) and two international airports (in Larnaca and Paphos), travel and transport in and beyond Cyprus is fast, efficient and cost effective.

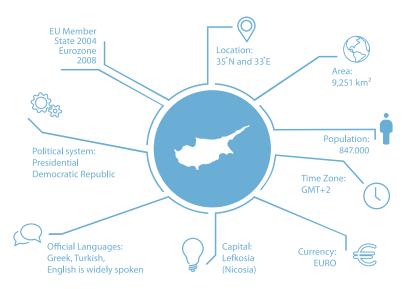
## High Quality of Life

Cyprus offers an enviable lifestyle in a safe, clean and healthy environment with high living standards and a warm, sunny climate all year round. Low crime levels, centuries of art and culture, and excellent gastronomy all contribute to a high quality of life. Safety is amongst the biggest advantages of Cyprus, which has been ranked the safest small country in Value Penguin's Safest Countries in the world (2015) and 5<sup>th</sup> worldwide.

## The Value of Quality

In Cyprus, laws and regulations, systems and infrastructures, are all continuously enhanced to ensure we keep one step ahead. Cyprus is committed to offering a high-quality service that is duly regulated in order to ensure the best possible experience for investors and business people worldwide.





## **Compliance and Transparency**

Cyprus combines ease of doing business with a fully transparent and stable regulatory framework.

Among the many tools used to ensure a high level of compliance and transparency are the following:

- The Law Regulating Companies Providing Administrative Services and Related Matters, including a public register of licensed practitioners, a mandatory register for trusts and licensing requirements for all administrative service providers (ASPs), such as fiduciary agents
- For auditors, the competent authority for all measures to prevent money-laundering and terrorist financing is the Institute of Certified Public Accountants of Cyprus (ICPAC). For lawyers it is the Cyprus Bar Association, for banks and credit institutions it is the Central Bank of Cyprus, while for other providers it is the recently expanded Cyprus Securities and Exchange Commission (CySEC). All the authorities meet a number of times a year to share observations and best practices
- Central to the new legal framework is the "risk-based approach", with rigorous know your client (KYC) and due diligence procedures, effective record-keeping and robust channels for reporting suspicious activities. The competent authorities monitor, review and conduct onsite visits to ensure that the procedures are effective

#### International Standards

From January 2017 Cyprus will be one of the "early adopters" of the Common Reporting Standard (CRS)—the first group of countries to implement the standard on automatic exchange of financial information.

Cyprus has been implementing the US-based FATCA on the automatic exchange of financial information since January 2016. It has exchange of information agreements on tax rulings with 96 countries and of course it fully adopts all EU AML directives.

All new double tax treaties are concluded according to OECD standards and include exchange of information clauses.

#### About Invest Cyprus

Businesses and individuals considering investment into Cyprus have a partner on the ground at all stages of the investment cycle. Invest Cyprus is a non-profit national body and the government's dedicated partner responsible for the facilitation of investments into Cyprus. In close collaboration with all government authorities, public institutions as well as the private sector and international experts, Invest Cyprus is the investor's single point of contact.

Invest Cyprus takes the lead in attracting and facilitating Foreign Direct Investment in key economic sectors, working with the investor, for the investor. Dedicated to continuously improving the business and regulatory environment, Invest Cyprus advocates reform while providing continuous investor support and aftercare services.

Invest Cyprus is a member of the World Association of Investment Promotion Agencies (WAIPA) and the Mediterranean Investment Network, ANIMA.



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# Capital Link Invest in Cyprus Forum

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Wednesday, March 22, 2017 The Metropolitan Club, One East 60th St., New York City



We are particularly proud to inaugurate the Capital Link Invest in Cyprus Forum which we plan to repeat annually. The Forum aims to raise awareness of Cyprus as an investment and business destination among the US investment, financial and business communities.

It will showcase the increasing importance of Cyprus as a regional maritime, logistics, energy and operational hub and highlight investment and business opportunities in these areas as well as in financial services, IT and tourism.

Cyprus can be of significant value to companies which are using the United Kingdom as a gateway to the European Union and will thus be affected by BREXIT. Strategically located as the gateway to the European Union, the Middle East, North Africa and the Black Sea, Cyprus is a full member of the European Union with an open market economy and skilled workforce mainly specializing in the financial and service sectors. It offers political stability, an efficient legal system, a competitive

tax regime and a restructured and growth oriented economy. The banking system has been recapitalized and is governed by practices aligned with the EU legislation.

The Forum will feature political and business leaders and decision makers from the public and private sectors, including the President and three key Government Ministers from the Republic of Cyprus, the CEOs of major Cypriot organizations and senior executives of US and international companies active in the region.

Capital Link is known for the organization of large scale high quality maritime forums in key industry centers, such as New York, London, Athens, Shanghai, and as of 2017 in Limassol. Our Forums are unique marketing and networking events attended by a large and high caliber audience of shipping industry executives, such as owners, commercial and investment bankers, investors, analysts, media, and a wide range of other industry participants.

Capital Link's commitment to Cyprus includes two major events. The <u>"Capital Link Cyprus Shipping Forum</u>" which took place in Limassol on Thursday, February 9, 2017 with great success. It attracted well over 400+ delegates and featured major international personalities who came to Cyprus to interact with their Cypriot counterparts. The second event is the <u>"Capital Link Invest in Cyprus Forum</u>" which is held today in New York and aims to raise awareness of Cyprus as a business and investment destination to a wider US investor audience.

We would like to thank the sponsors, media partners and supporting organizations for their cooperation and contribution in making this event such a unique success. We are gratified to see that the majority of our sponsors are with us year after year and support all of our Shipping and Investment Forums, indicating the wide acceptance of the Capital Link Forums in the financial, investment and shipping communities.

Sincerely, Nicolas Bornozis, President Capital Link, Inc.



Capital Link, Inc. Linking Shipping and Investors Across the Globe Excellence in Investor Relations and Financial Communications www.capitallink.com www.capitallinkforum.com New York • London • Athens • Oslo • Shanghai • Limassol



8:00 AM – 8:45 AM		REGISTRATION & BREAKFAST			
MORNING SESSIONS					
8:45 AM – 8:50 AM	Welcome Remarks	Mr. Nicolas Bornozis, President - Capital Link, Inc.			
	Introductory Remarks – The				
8:50 AM – 9:00 AM	Emergence of Cyprus As A	Mr. Stavros Pantzaris, Country Manager Partner – EY Cyprus			
	Regional Business Hub				
ECONOMY – BUSINESS & INVESTMENT FRAMEWORK					
	Government's Perspective:	KEYNOTE REMARKS:			
	The Economy of Cyprus –				
9:00 AM – 9:20 AM	Developments & Outlook	H.E. Harris Georgiades, Minister of Finance			
9:20 AM – 9:35 AM	Cyprus: A Dynamic Business	Mr. Christodoulos E. Angastiniotis – Chairman - Cyprus			
	and Investment Centre	Investment Promotion Agency			
	Doing Business in Cyprus –	Mr. Pieris Markou, Partner, Tax & Legal Services Leader - Deloitte			
9:35 AM – 9.55 AM	Legal and Tax	Limited			
	Considerations				
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9.55 AM – 10.10 AM	opportunities in the	Mr. Ernestos Panayiotou, Partner – McKinsey & Co.			
	financial sector and beyond	& FINANCIAL SERVICES			
Mr. Costas Kr		ntroduced by: rmer President – Hellenic American Bankers Association			
	Mr. Costas Kellas, CEO – Objecutive, Inc.; Former President – Hellenic American Bankers Association				
		Moderator			
		Moderator: Mr. Stylianos Demetriou, Partner - FY Cyprus			
		Moderator: Mr. Stylianos Demetriou, Partner - EY Cyprus			
	Banking & Financial	Mr. Stylianos Demetriou, Partner - EY Cyprus Panelists:			
10:10 AM – 10:50 AM	Banking & Financial Services	Mr. Stylianos Demetriou, Partner - EY Cyprus Panelists:			
10:10 AM – 10:50 AM	-	<ul> <li>Mr. Stylianos Demetriou, Partner - EY Cyprus</li> <li>Panelists:</li> <li>Mr. John Patrick Hourican, Executive Director - Bank of</li> </ul>			
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	Services Developing the Fund Industry Through Cyprus –	<ul> <li>Mr. Stylianos Demetriou, Partner - EY Cyprus</li> <li>Panelists: <ul> <li>Mr. John Patrick Hourican, Executive Director - Bank of Cyprus</li> <li>Mr. Nicholas Hadjiyiannis, CEO - Central Cooperative Bank</li> <li>Mr. Emilios Kyriacou, Managing Director, Citi Country Officer: Greece &amp; Cyprus - Citibank Europe Plc., Greece Branch</li> <li>Mr. Ioannis Matsis, CEO - Hellenic Bank</li> </ul> </li> <li>Introductory Remarks: Mr. Andreas Christofides, Executive Director - Granfeld Wealth Management; Member of the Board of Directors - Hellenic Bank</li> </ul>			
10:10 AM – 10:50 AM 10:50 AM – 11:15 AM	Services Developing the Fund Industry Through Cyprus – Cyprus as the Gateway to	<ul> <li>Mr. Stylianos Demetriou, Partner - EY Cyprus</li> <li>Panelists: <ul> <li>Mr. John Patrick Hourican, Executive Director - Bank of Cyprus</li> <li>Mr. Nicholas Hadjiyiannis, CEO - Central Cooperative Bank</li> <li>Mr. Emilios Kyriacou, Managing Director, Citi Country Officer: Greece &amp; Cyprus - Citibank Europe Plc., Greece Branch</li> <li>Mr. Ioannis Matsis, CEO - Hellenic Bank</li> </ul> </li> <li>Introductory Remarks: <ul> <li>Mr. Andreas Christofides, Executive Director - Granfeld Wealth Management; Member of the Board of Directors - Hellenic Bank</li> </ul> </li> </ul>			
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ENERGY				
Introduced by:				
Mr. Aristos Constantine – Cyprus Trade Commissioner				
Cyprus as a F 11:35 AM – 12:20 PM Investment Opp	Cyprus as a Regional Energy Hub – Business &	KEYNOTE REMARKS H.E. Yiorgos Lakkotrypis, Minister of Commerce, Industry & Tourism		
		PANEL DISCUSSION Moderator: Mr. Stavros Pantzaris, Country Manager Partner – EY Cyprus		
	in Energy	<ul> <li>Panelists:</li> <li>Mr. Ed Cox, Director - Noble Energy</li> </ul>		
		<ul> <li>Mr. Yaniv Friedman, Deputy CEO - Delek Drilling &amp; Avner Oil Exploration</li> <li>Mr. Jay Jackson, Europe/Caspian Exploration Manager - Exxon Mobil</li> <li>Mr. Gianni Di Giovanni, Chairman - Eni Petroleum Co. Inc</li> </ul>		
	SHIE	PPING & LOGISTICS		
12:20 PM – 1:10 PM	Cyprus as a Regional Maritime & Logistics Industry Hub	KEYNOTE REMARKS         Image: A construction of the second seco		
		PANEL DISCUSSION: Cyprus as a Shipowning Hub Moderator: Mr. Costas Georghadjis, Audit Partner – Deloitte		
		<ul> <li>Panelists:</li> <li>Mr. Polys Hajioannou, CEO - Safe Bulkers; Vice President - Cyprus Union of Shipowners</li> <li>Mr. Andreas Hadjiyiannis, President - Cyprus Sea Lines Shipping; President - Cyprus Union of Shipowners</li> <li>Mr. Aristidis Pittas, Chairman &amp; CEO - Euroseas Ltd.</li> </ul>		



		PANEL DISCUSSION: Maritime Expertise and Infrastructure in			
		Cyprus - Cyprus as an Operational Hub			
		Moderator:			
		Mr. Costas Georghadjis, Audit Partner - Deloitte			
		Panelists:			
		Mr. Andreas Hadjipetrou, Managing Director - Columbia			
		Shipmanagement			
		Ms. Despina Panayiotou Theodosiou, Managing Director -			
		Tototheo Group			
	LUNCHEO	N & KEYNOTE ADDRESS			
INTRODUCTORY REMARKS					
	Mr. Andreas I	Mr. Andreas Hadjiyiannis, President - Cyprus Union of Shipowners			
	KEYNOTE ADDRESS				
1:20 PM – 2:30 PM	H.E. Nic	os Anastasiades, President - Republic of Cyprus			
1.201111 2.501111					
	KEYNOTE REMARKS				
		NET			
		Mr. Jonathan Cohen,			
	Deputy Assistant Secre	tary, European and Eurasian Affairs – <b>U.S Department of State</b>			
		RNOON SESSIONS ESS & INVESTMENT DESTINATION			
		Moderator:			
		Mr. Kyri Loupis, Managing Director, Head of Energy and			
		Infrastructure Team and Portfolio Manager – Goldman Sachs			
		Asset Management			
	Why Cyprus – The				
2:40 PM – 3:20 PM	International Investor	Panelists:			
	Perspective	Mr. David Bonanno, Managing Director - Third Point			
		Mr. Matthew Bonanno, Managing Director – York Capital			
		Management Mr. Stanhan Johnson, Managing Director, Invesse Brivate			
		<ul> <li>Mr. Stephen Johnson, Managing Director - Invesco Private Capital / WL Ross &amp; Co.</li> </ul>			



		<ul> <li>Ms. Natasha Pilides, Director General – Cyprus Investment Promotion Agency</li> <li>Mr. Adam Steinberg, Senior Vice President – Spectrum Gaming Capital; Advisor - Hard Rock</li> <li>Moderator: Mr. Nicolas Nicolaou, CFO – Mana Products, Inc.; President,</li> </ul>
3:20 PM – 3:55 PM	Why Cyprus – The Cypriot American Investor Perspective	Cyprus – US Chamber of Commerce
		<ul> <li>Mr. Nikos Mouyiaris, Founder &amp; CEO - Mana Products Inc.</li> <li>Mr. John Televantos, Partner - Arsenal Capital</li> <li>Mr. Andreas Kramvis, Operating Partner - AEA Investors</li> <li>Mr. Constantine Iordanou, Chairman of the Board - Arch Capital Group Ltd.</li> </ul>
3:55 PM – 4:30 PM	Investing in Growth & Entrepreneurship – Investment Opportunities in SMEs	<ul> <li>Moderator:</li> <li>Mr. Takis Solomos, Co-Founder - First Athens Corporate Finance</li> <li>Panelists:</li> <li>Dr. Stelios Himonas, Permanent Secretary / General Director – Ministry of Energy, Commerce, Industry &amp; Tourism</li> <li>Ms. Michelle Small, Director, Head of Representative Office – North America – EBRD</li> <li>Mr. Dov Ehrman, Chairman, Founder &amp; CEO – PointRF Systems PLC</li> <li>Mr. Evangelos A. Antonaros, Senior Advisor for Greece and Cyprus – European Investment Bank</li> </ul>
4:30 PM – 5:45 PM		COCKTAIL RECEPTION

## SPEAKERS DINNER SPONSOR



On the occasion of the "Capital Link Invest in Cyprus Forum", Mr. Emilios Kyriacou, Citi's Country Officer in Greece and Cyprus, is hosting a Speaker's Dinner Reception in honor of the Cypriot delegation and the speakers of the forum at Citi's Executive Conference Center on March 21st, 2017.

## SPECIAL EVENT AT THE NEW YORK STOCK EXCHANGE



On the occasion of the "Capital Link Invest in Cyprus Forum", Safe Bulkers, which is listed on NYSE, is organizing a special event at the New York Stock Exchange in honor of Cyprus. Mr. Polys Hajioannou, Chairman of the Board of Directors and Chief Executive Officer of SAFE BULKERS, INC. (NYSE: SB) accompanied by H.E. Nicos Anastasiades, President of the Republic of Cyprus, the ministers of the Cypriot Government Delegation and other officials will ring the Closing Bell on Tuesday March 21, 2017. The ceremony will be broadcast live by all major international TV networks of the United States and abroad to an audience of millions of viewers worldwide.



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# By: H.E. Nicos Anastasiades President Republic of Cyprus

In 2013 a deep financial crisis made worldwide headlines and connected our country's name to the phrase "capital controls". Four years later we can proudly -once more- connect Cyprus to growth and potential. The Cypriot economy is emerging stronger and stands ready to face current challenges, utilizing its full potential.

Decisive reforms, prudent fiscal management, hard work and the peoples determination made sure that Cyprus exited the economic adjustment programme earlier than expected. The State gained access to lending with interest rates which are now at historically low levels, as a result of continuous upgrading of the economy by international rating agencies. The banking sector has now been restructured and recapitalized (mostly through private funds), becoming smaller with more effective management and supervision.

Already in 2015 the Cyprus economy had recorded a positive growth rate amounting to 1.7%. For 2016 growth was at 2.8%, one of the highest rates in the European Union. Most importantly this growth rate is expected to stay at this level for the next few years.

Despite the economic difficulties that we have faced, our country's comparative advantages not only remain intact, but have been further enhanced and expanded, setting them apart from most investment destinations.

These include a significant network of Agreements for Avoidance of Double Taxation (60 so far), a highly qualified and professional workforce, and a fully EU-harmonised tax and legal system. Cyprus has one of the lowest and most competitive corporate tax rates in Europe at 12.5%, deeming it an attractive investment destination, and a highly competitive centre for international businesses, offering a platform for operations and preferential access to markets like Europe, Middle East, North Africa and Asia.



# By: H.E. Nicos Anastasiades President Republic of Cyprus

We are now focusing on attracting investors in the productive sectors of the economy. This is my Government's most important priority, following the restoration of the state's and the financial system's credibility. We have been continuously improving the business environment. There is an ongoing process to modernise and reform the current tax and legal framework as part of our concerted drive to create a friendlier business environment. Decisive structural changes and significant reductions of public expenditure have been instrumental in deeming Cyprus even more competitive and efficient. We are simplifying procedures for the faster issuing of permits and licensing of investment projects and operation of businesses, and have focused on the speedier granting of residence permits to foreign investors and entrepreneurs on the basis of specific economic criteria. The majority of economic sectors in Cyprus present growth opportunities: tourism, telecommunications, shipping, real estate, education, health, transport, research and innovation. The energy sector is also a promising field. The discovery of natural gas reserves within Cyprus' Exclusive Economic Zone creates excellent investment prospects in the energy sector and supplementary services.

Cyprus has seen important US investments in the last years and a rising interest in Cyprus' energy prospects, especially from large US oil and gas companies for securing an offshore exploration license. There are indeed rewarding opportunities for US-based investors to exploit the island's strategic links to the Middle East and Europe, in all economic sectors.

Our efforts to improve the business environment are continuing. Our focus on reforms and strengthening the economy's reliability is strong and decisive. We are ready to address today's challenges and build a peaceful and prosperous future for the next generations.



By: Mr. Marios Demetriades Minister of Transport, Communications and Works

Dear Friends,

We consider of major importance the fact that Capital Link, one of the leading financial advisory and communications firms with an unparalleled reputation worldwide, has decided to add Cyprus to its list of shipping and country investment forums. Following the very successful "Capital Link Cyprus Shipping Forum" which was held in Limassol on February 9, 2017, we are pleased to participate in the "Capital Link Invest in Cyprus Forum" in New York, which aims to raise awareness of Cyprus as an investment and business destination to a wider investor audience.

Despite the international adverse economic conditions and the financial difficulties that our country has faced during the last years, Cyprus shipping sector managed to maintain its competitiveness and perspectives. Shipping has in fact evolved in the recent years as one of the leading sectors of our economy.

Cyprus is a fully fledged maritime centre, combining both a sovereign flag and a resident shipping industry which is renowned for its high quality services and standards of safety and it is considered as one of the leading third-party ship-management centres in the world. The Cyprus Ship Registry today, ranks among the leading ship registries internationally and has the third largest merchant fleet within the European Union.

The maritime sector offers a wide range of fiscal and economic incentives, including competitive ship registration costs and annual tonnage taxes, ensuring the fleet's worldwide competitiveness. Cyprus has concluded treaties on the avoidance of double taxation with 56 countries and has also signed bilateral agreements of cooperation in merchant shipping with 24 countries. The Cyprus Tonnage Tax System, which has been approved by the European Commission in 2010, creates a climate of stability for shipping entrepreneurs in Cyprus.

The geopolitical situation in our area is changing fast and Cyprus is in the centre of these developments. New political balances are emerging which are not unconnected with the discovery of energy reserves in our area. The discovery of hydrocarbons places new challenges to our shipping industry. Cyprus has the potential to develop into an important Energy Centre in the Mediterranean. Offshore exploration and production of gas and oil, as well as their transportation ashore, require the operation of specialised ships and equipment and the supply of specialised supporting services. These new developments are very promising and widen the horizons of our shipping industry, creating relevant synergies.

Our strategic location in the cross-road of 3 continents, Europe, Asia and Africa, offers easy access to emerging markets and ideal time zone for running international operations. Cyprus can truly become a gateway to Europe and the European Union and a hub for running international businesses.

I again extend my congratulations to Capital Link for organising this forum. I am certain that it will be a very interesting and successful event.

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10:13



# **Message of Minister of Finance Harris Georgiades**

It is an honour and a privilege to convey this message to the 1<sup>st</sup> Annual Capital Link "Invest in Cyprus Forum" taking place in New York. This is without doubt a unique opportunity for government and industry to engage in a substantial discussion, highlighting the renewed prospects of Cyprus as a business and investment destination and, ultimately, fostering closer economic and commercial ties between the US and Cyprus.

A few years back, Cyprus regrettably made the news for all the wrong reasons, when it was engulfed in a severe economic and financial crisis. Since then, Cyprus has achieved a remarkable economic recovery, currently enjoying one of the highest growth rates in the EU and being increasingly considered as a stable, safe and attractive destination for new business and investment.

Cyprus is renowned year-round tourist destination, a major shipping centre and a competitive jurisdiction for business and financial services. It is also fast becoming a notable energy player, a centre for higher education and a base for investment fund management.

The government of Cyprus remains committed to maintaining macroeconomic stability and a business friendly economic environment and is engaged in a never-ending process to retain and improve the competitive edge of the economy.

The "Invest in Cyprus Forum" provides an ideal platform for raising awareness and laying the foundations for an even closer US-Cyprus relationship. Thank you to the organisers, the sponsors and of course, all those who are participating.



Harris Georgiades Minister of Finance

Cyprus Cooperative Bank since 1937

€14 billion
assets
2,700
employees
400,000
clients
250
branches

Discovering Cyprus's New Perspective

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Old values, new perspective.



#### REPUBLIC OF CYPRUS MINISTRY OF ENERGY, COMMERCE, INDUSTRY AND TOURISM

Minister's Office

14 March 2017

Dear Friends,

It is a pleasure and a privilege to welcome you to the Capital Link Invest in Cyprus Forum, which aims to raise awareness of Cyprus as an investment and business destination among the esteemed members of the US business community.

What our administration has achieved over the last four years, mainly through the hard work and dedication of the Cypriot private and public sectors, is to ensure that our country's many comparative advantages as a tourist, investment and business destination, not only remain intact but are further enhanced and developed.

For our quality tourism product, which is coming from a record breaking-year both in terms of arrivals and income, this translates into the implementation of a long term strategy involving, inter alia, a committed diversification effort to complement our traditional sun and sea concept, through special interest tourism experiences. To achieve our goals, we are also actively facilitating the realization of large infrastructure projects, which include golf courses, luxurious marinas and Europe's first integrated casino resort.

Additionally, the discovery of hydrocarbons in Cyprus' Exclusive Economic Zone creates new prospects for our country and our economy. The decision of oil and gas majors to invest in Cyprus represents a clear vote of confidence in the newly born sector. These new developments create relevant opportunities that include investments in large-scale oil and gas infrastructure, as well as the potential to service the entire Eastern Mediterranean region using Cyprus as a base.

I would therefore like to invite you to explore investment ideas and prospects in our beautiful island and to cooperate with Cypriot businesses, taking full advantage of the many opportunities offered in our economy. Towards this end, we stand ready to facilitate any efforts aimed at creating and developing investments and business operations.

Please accept my warmest wishes for a very productive and successful Forum.

Sincerely,

Georgios Lakkotrypis Minister





Nancy Papaioannou, President and the entire staff of Atlantic Bank joins in celebrating the **Capital Link Invest in Cyprus Forum.** 



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Dear Friends and Delegates,

The Cyprus Union of Shipowners has been has been among the pioneers and lead supporters of this initiative to raise awareness of Cyprus as a business and investment destination to a wider investor and business audience.

We are privileged to welcome H.E. Nicos Anastassiades, President of the Republic of Cyprus, Ministers Georgiades, Lakkotrypis and Demetriades, Deputy Assistant Secretary Jonathan Cohen as well as the other government and business leaders from Cyprus, Europe and the United States who join us today at this important international Forum on Cyprus in New York City.

We have been delighted to be a Lead Sponsor both of the "Capital Link Cyprus Shipping Forum" which took place with great success in Limassol, on February 9 and of the "Capital Link Invest in Cyprus Forum" which is taking place in New York today. The caliber of the presenters and attendees is a testament to the interest that Cyprus can command within the American business, financial and investment community. And the best is yet to come!

Cyprus is a member of the European Union, has a stable political system, a skilled workforce and an advantageous geopolitical location. Cyprus is now in a new phase of growth and opportunity across many sectors, such as banking, fund management, energy, tourism and hospitality and a lot more. One of the most vibrant and promising sectors is shipping and logistics, where Cyprus has become one of the most significant maritime centers for the global maritime industry.

Cyprus has one of the leading Ship Registries in the world and presents significant incentives and advantages including competitive ship registration costs and annual tonnage taxes, fiscal incentives and an extensive local infrastructure in support of the maritime sector.

The Cyprus Union of Shipowners is committed to the further development and growth of the Cyprus Flag and to Cyprus attracting more business and investment to the wide range of opportunities that our country offers. Initiatives like the "Capital Link Invest in Cyprus Forum" enable us to carry our message directly to investors, financiers and business people and alert them of the opportunities that abound in Cyprus today.

Our best wishes for a productive day of dialogue, information exchange and networking!

Andreas Hadjiyiannis President Cyprus Union of Shipowners



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info@tototheo.com | www.tototheo.com





Dear Friends,

It is my pleasure to welcome you to participate with us in the 1st Annual Capital Link Invest in Cyprus Forum.

We, in Safe Bulkers are very proud to be able to contribute to this effort from the first steps and to help promote Cyprus in the United States as an investment center worth exploring.

My late father Vassos Hajioannou left Pedhoulas a small village in Troodos Mountain in Cyprus in the mid 1950's, however our relations with our homeland continued uninterrupted.

Safe Bulkers, our dry-bulk shipping company, listed in the New York Stock Exchange since 2008, has 36 of its 38 vessels flying the Cyprus flag making us the largest registered owner in the Cyprus Registry, with 3.4 million dwt carrying capacity.

In addition another 13 modern bulkcarriers owned by my broader family also all proudly fly the Cypriot flag; a competitive and efficient registry.

Cyprus having surpassed the banking crisis and completing several reforms since then, emerged stronger as a business center with a well-established banking and legal framework and an efficient state administration and taxation system.

We enjoy this system having established since 2015 Safe Bulkers Management Ltd in Cyprus and run efficiently a large part of our business from there. The dedication of Cyprus State towards business and the day to day reality of a modern Country with the excellent infrastructure led to the rapid development of our company in the island.

The multicultural environment, the shipping cluster along with the high level of education and services can support any type of business. In addition new opportunities arise not only in the energy sector with the offshore natural gas exploration, but also in the broader services' sector including financing, tourism, health and education, signaling the full restoration of confidence, stabilization and growth of Cyprus economy.

The presence of H.E. the President of Cyprus Mr. Anastasiades, together with leading ministers of his cabinet, the Minister of Finance Mr. Georgiades, the Minister of Energy Commerce Industry and Tourism Mr. Lakkotrypis and the Minister of Transport Communication and Works Mr. Demitriades denote the level of the State support in business.

Most importantly, your presence here, in this **1st Annual Capital Link Invest in Cyprus Forum** is signaling your interest in doing business in Cyprus. We have witnessed the progress and we invite you to experience this environment.

Yours sincerely, Polys V. Hajioannou CEO and Chairman of the Board of Directors Safe Bulkers Inc.



Congratulations to Capital Link's "Invest in Cyprus" Forum!

Nikos & Carol Mouyiaris



# EMBASSY OF THE REPUBLIC OF CYPRUS

Washington, D.C.

The Ambassador

#### Message by the Ambassador of the Republic of Cyprus to the United States, Mr. Leonidas Pantelides on the occasion of the 1st Annual Capital Link Invest in Cyprus Forum New York, March 22, 2017

It is with great pleasure that I convey my warmest greetings on the occasion of the very first Annual Capital Link Invest in Cyprus Forum.

Cyprus—at the crossroads of Europe, Asia and Africa – has been a major trading centre for millennia. Its strategic location, together with its European Union and Eurozone membership, a modern legal and regulatory framework based on Anglo-Saxon Common Law principles and its business friendly 12.5% corporate tax levy make it one of the most attractive investment hubs in today's world. Its highly-educated, but relatively inexpensive labor force and stable political environment also add to Cyprus becoming the easy gateway between the West and the Middle East.

The remarkable speed by which Cyprus recovered from its 2013 financial crisis was in no small part due to the serious and coordinated work by all stakeholders. Stabilizing the economy, re-establishing access to international capital and returning to positive growth rates were key objectives of the Government's economic policy. Without raising taxes, the Government successfully navigated a reform and growth agenda, marking a full recovery ahead of schedule. Despite this remarkable success, the Government is adamant about the need to continue with its reform agenda and fiscal prudence, and has not become complacent. Instead, it remains firmly committed to a path of sustainable growth.

This also goes hand-in-hand with modernizing and diversifying Cyprus' traditional economic sectors of shipping, tourism, financial services and real estate. Energy and especially natural gas – with the vast potential of the reserves in Cyprus' Exclusive Economic Zone – is one obvious field, which has attracted colossi, such as ExxonMobil. Research & Development, medical tourism, telecommunications, renewable energy are also important areas where US companies will find attractive investment opportunities, not just as Cyprus-specific destinations, but also as a hub for the greater region of the Eastern Mediterranean and the Middle East. After all, an EU member neighboring the Middle East, with a low corporate tax rate and a double taxation treaty with the United States, a stable regulatory framework based on Common Law, and an English-speaking and highly educated local work force, are prime reasons why Cyprus is a highly attractive investment destination for US companies.



Lun 11

Leonidas Pantelides

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March 13, 2017

On the occasion of the 1<sup>st</sup> Annual Capital Link's Invest in Cyprus Forum, I would like to extend my warmest greetings to all the distinguished representatives of the Greek, Cypriot and American business worlds.

I congratulate the Capital Link Forum for its initiative to promote the bilateral economic cooperation between Cyprus and United States. Cyprus offers a winning package for both International entrepreneurs and Investors with its sophisticated business environment, highly skilled work force and cost-effective, yet quality of life, Cyprus' business – friendly infrastructure and "can-do" attitude has brought its worldwide recognition as an international business center.

The efforts of Capital Link to promote investments in Cyprus and the existing Investment potential of Cyprus are much appreciated.

I wish every success for this important Capital Link Forum and best wishes on a productive conference.

VPhilippor

Ambassador Vasilios Philippou Consul General of the Republic of Cyprus



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Consulate General of Greece New York

New York, March 8th, 2017

Dear Friends,

On the occasion of the 1<sup>st</sup> Annual Capital Link Invest in Cyprus Forum, I would like to extend my warmest greetings to all distinguished representatives of the business community.

Greece and Cyprus have long and strong ties in terms of a common national, cultural and historic background. We share the same aspirations, the same interests and the same hope for a better future.

The ties of our bilateral relations remain strong even when they are challenged in the changing geopolitical landscape of our wider neighborhood. This is not a stereotypical view. It is a fundamental truth that has shaped our history and is still paving our way.

Being fellow EU members, both Greece and the Republic of Cyprus found themselves in the midst of an unprecedented economic crisis, in terms of duration and intensity. Cyprus has managed to successfully overcome the said crisis, proving that even a small country can achieve miracles, when it has sound institutions, an extrovert business community and a persistent and committed leadership.

Given the importance of Cyprus as a business and investment destination, I believe that this Forum constitutes an excellent opportunity to demonstrate Cyprus' competitive advantages towards attracting potential investments from the United States.



Yours sincere

Dr. Konstantinos Koutras Consul General

Columbia Shipmanagement Relationship

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REPUBLIC WOF CYPRUS

Cyprus is one of the world's most promising international business centers offering unique advantages and an abundance of new investment opportunities.

For business' looking for a place in Europe to invest or to establish regional headquarters or operations, Cyprus should now be at the top of the list. No country has done more in the past two years to establish its street "cred" as an important international business center full of strategic advantages and abounding with new investment opportunities. It has done so by implementing tough reforms and undertaking structural changes that have made its economy and banking system stronger and better suited for today's internationally competitive world.

Cyprus's hard work paid off with its early successful exit from the IMF's financial bailout program in March 2016. The European Commission, the European Central Bank, and the IMF have all praised Cyprus for its reforms and recovery. International investors have driven the re-capitalization of Cyprus's banks, snapping up the bonds of the Cyprus banks as well as those of the Cyprus government. Meanwhile, independent audits have reaffirmed that Cyprus is fully compliant with international transparency and anti-money laundering standards.

It is no surprise that Cyprus is being increasingly recognized as Europe's success story. Not only is it the first country in the EU to successfully return to international markets so soon after a bail out, but it has also introduced other investor and company-friendly measures to make it the perfect place in the European Union to establish or from which to base an existing company's regional - indeed, worldwide - operations. Add to this the country's recognized role as a gateway for investment into Europe, Eurasia, Asia and the surrounding Euro-Med region and Cyprus is clearly emerging as a world-class international business center. All the more so when one takes into account Cyprus's competitive tax system, its sound Common Law legal system, its unrivaled network of double tax treaties, its highly educated and multilingual workforce, and its strategic location at the crossroads of three continents.

Cyprus is also steadily re-claiming its place as one of Europe's most attractive locations for new multinational investment and headquartering for operations in the larger European region and beyond. In a globalized economy where multinational companies are pressed to maintain and increase quality while cutting costs to meet increasingly higher client expectations, Cyprus constitutes an excellent value proposition. Furthermore, with the lowest crime rate in the EU, excellent quality of life, a superb Mediterranean climate, competitive personal tax rates, as well as excellent educational and healthcare systems, Cyprus is an easy sell for expatriate executives, particularly those with families.

The high caliber participation at the Capital Link Invest in Cyprus Forum both from the private sector and from the highest levels of government is a testament to the fact that Cyprus seeks to seriously engage the business community here in the USA. I anticipate that the event will be both successful and fruitful for all who participate.



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For more information please contact:

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## CONSULATE GENERAL OF ISRAEL IN NEW YORK

CONSUL GENERAL



קונסול כללי

March 10, 2017

Dear Friends,

It is my pleasure to extend my personal greetings, through the pages of this journal, to all those in attendance at the 2017 Capital Link Invest in Cyprus Forum including H.E. Nicos Anastasiades, President of the Republic of Cyprus and members of his delegation.

I am proud to reiterate the strong partnership that exists today between the State of Israel and the Republic of Cyprus representing Israel's commitment to enhancing our Hellenic alliance.

Both of our nations have faced enormous struggles and deep injustices, particularly from the many threats around us. Despite this, Cypriots and Israelis know how to persevere, and today our nations are stronger because of an incredible level of cooperation that is happening on many fronts. Amongst those areas are security and energy cooperation which will benefit the Mediterranean region for the decades to come.

Cyprus has emerged as a key economic ally and partner in Israel's expanding energy relations. In their recent meeting in Jerusalem, Prime Minister Benjamin Netanyahu and President Anastasiades discussed how the next step in Israel – Cyprus energy relations will be to seek the possibility of exporting gas to European markets. This would be a major achievement.

Today's friendship between Cyprus and Israel is no recent phenomenon. Just like Israel, Cyprus is a small nation, with large dreams and aspirations. Both of our people seek to change the world for the better, and look forward to a brighter future. Between us there is genuine friendship, a common civilization, and a shared commitment to democracy, prosperity and security.

On behalf of the State of Israel, I congratulate you all on this forum and wish you continued success.

Sincerely,

Ambassador Dani Dayan Consul General







of creating Value and counting...



Dear Friends,

The Cyprus-US Chamber of Commerce would like to welcome his Excellency President Anastasiades, Ministers Georgiades, Lakkotrypis and Demetriades, other officials from Cyprus and Greece and all of you to the Capital Link 'Invest in Cyprus' Forum. This event is a prime example of the private and public sectors working together to organize and execute an extraordinary event.

Cyprus is on its road to recovery from a major financial crisis. The recovery is the result of a coordinated effort by the Cyprus government to implement the necessary reforms required. Today, Cyprus offers a very attractive proposition for international companies to set up their regional headquarters in Cyprus and leverage its geographical position, friendly corporate legal framework and highly educated talent pool. Additionally, sectors such as Energy, Tourism, Shipping, Professional Services and Banking offer attractive investment opportunities for international investors.

The Cyprus-US Chamber of Commerce mission is to promote trade relations between Cyprus and the United States. During the past year, we have held various events to promote our mission and in December we organized the first event of its kind for Cypriot Start-Ups where 5 Cypriot companies made investor presentations here in NYC.

We commend Capital Link for today's initiative. As Cyprus-US Chamber we have done our part to contribute and ensure that the event is a big success. Let's all work together to make this an annual event to promote Cyprus in the financial capital of the world, New York City.

Congratulations to Capital Link and Nicolas Bornozis.

Hope you enjoy the program.

Sincerely,

Nicolas Nicolaou President



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## Dear Friends,

To all those attending the 2017 Capital Link Invest in Cyprus Forum, I want to extend my personal greetings, particularly to H.E. Nicos Anastasiades, the President of the Republic of Cyprus. I proudly support all those that see the great opportunities for Cyprus in the years ahead.

Cyprus has emerged from its crisis better and stronger than before. The focus on growth has many legs including energy, tourism, shipping, technology and finance. Cyprus is known for its tourism and the beaches where the myth of Aphrodite began. The energy focus started years ago, but continues today with the work of Noble and others to develop one of the only big finds in natural gas in Europe. The finance industry recovers as the banks return to business and the difficult political events in the UK and the elections across Europe help make Cyprus stand out again as an ideal place for the fund industry.

The natural beauty of the island extends to its people and their dedication to education - 7% of GDP is spent on education - the 3rd highest of the EU behind Denmark and Sweden. Cyprus leads the EU with the highest percentage of working-age people with a college degree or higher. Even more impressive, 47% of the 25-34 year-old population have graduate degrees - also the highest in the EU. This makes Cyprus a natural center for technology and science, as the workforce supports the new government's start-up mentality for business.

For my own business, the high level of science and mathematics graduates makes Cyprus the ideal place to hire talent to support technology and build new software. We see the opportunities in Cyprus and plan to use it as a gateway to the EU.

I hope that this forum leads to a better understanding of Cyprus and its myriad of opportunities that enhance all of our continued success. The event would not have happened had it not been for Capital Link's initiative.



Costas Kellas Former HABA President and Director of the Cyprus US Chamber

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THE COUNCIL OF THE CITY OF NEW YORK

Dear Friends,

I congratulate Capital Link on its first annual Invest in Cyprus Forum.

As the first Greek-Cypriot-American elected to the City Council, I know the culture and history that Cyprus signifies. Cyprus is also becoming a bigger business and investment destination thanks to the work that Capital Link and other organizations have been doing. I thank Capital Link for providing this networking and marketing opportunities for the Greek-American community.

Congratulations again to Capital Link on its forum.

Sincerely,

Costa Constantinides Council Member 22nd District



March 10, 2017



# The President and Board of Directors

## of the

## Cyprus – U.S. Chamber of Commerce

## applaud

# Capital Link

### and

# Mr. Nicolas Bornozis

Thank you to all the presenters for the Invest in Cyprus Forum

www: cyprususchamber.com



March 2017

Dear Friends,

We would like to extend our warm greetings to all distinguished participants of the 1<sup>st</sup> Annual Capital Link Invest in Cyprus Forum to be held in New York.

We congratulate Capital Link, all sponsors and participants for providing the platform to bring together investment, business, financial and political communities to promote and raise awareness of investment opportunities in Cyprus.

Cyprus is well known for its pro-business legislation in order to promote investment and the government's support is once again being demonstrated by its strong representation at Capital Link.

Amongst the most important benefits of investing in Cyprus are the taxation system, the highly qualified workforce, the banking system and the advisory networks of auditors and legal advisors, all of them being available at highest standards at very competitive costs.

Columbia Shipmanagement is proud to be a member of a large shipping cluster comprising of ship owners, ship managers, suppliers and a wide range of service providers that along with the governmental support and competitive Cyprus flag, provide an ideal framework for shipping companies to operate on the island.

Congratulations once again to Capital Link for their continuous efforts in promoting investment opportunities worldwide and establishing a successful platform for business investment opportunities.

Wishing you all an effective and productive forum,

Yours sincerely,

Andreas Hadjipetrou Managing Director



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Our principal, Stephen Flott, has been involved in assisting international shipping companies since the Tax Reform Act of 1986 changed US taxation of international shipping. Indeed, when tax returns were due for the 1987 tax year, the first year in which the new rules applied, Stephen worked with the IRS to develop exemption language for US tax returns.

Flott & Co. PC monitors developments in the US shipping tax and assists foreign shipping companies with their US compliance obligations. Since 1988, the firms has advised P&I Clubs, BIMCO, INTERTAKO, the Greek Shipping Cooperation Committee, the Union of Greek Shipowners, individual shipowners and shipping investors on the application of the tax and the exemptions.

Flott & Co. PC's knowledge and experience in the US taxation of international shipping ensure our clients understand the application of the US tax rules to their circumstances and that they meet their US tax compliance obligations in a timely and cost-efficient manner. For more information please visit our website: www.flottco.com.

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#### Mr. Marios A. Pilavakis Chairman of the Cyprus Stock Exchange

March 22, 2017 1<sup>st</sup> Annual Capital Link Invest in Cyprus Forum

#### Dear Friends,

It is with great pleasure that I am sending this message, on the occasion of the '1<sup>st</sup> Annual Capital Link Invest in Cyprus Forum'.

Cyprus has an open economy and an ideal geographical position at the crossroads of three continents – Europe, Africa and Asia. Cyprus Stock Exchange (CSE) is a fully recognised Exchange, an efficient and modern institution that is continuously developing according to its strategic plan, by offering new products, services and markets. It has an advanced Legal / Regulatory framework that complies with all EU Directives and internationally accepted securities practices, as well as a modern infrastructure. CSE has also introduced effective processes and competitive pricing policies in order to better serve market needs.

The CSE throughout the years, has set a continuous target for listing strong, dynamic as well as innovative companies on its Markets, where the proper Governance and Directors' responsibilities would be safeguarded at the highest level. The CSE offers a categorisation of its Markets, based on certain qualitative and quantitative criteria. In addition, the Emerging Companies Market (ECM) of the Cyprus Stock Exchange that was established in the recent years, serves further diversified needs, by offering simplified listing criteria at a lower cost and is successfully attracting companies both locally and internationally as well as foreign investors.

Our Exchange therefore provides a more personalised service at competitive fees, particularly to companies that wish to gain initial experience with EU capital markets. The ECM Market is comprised of the Equities Segment and the Bonds Segment, and has proved successful in the last years, despite the adverse economic climate.

Additionally a CSE listing provides a number of advantages for Fund managers and investors. The CSE as an EU-Regulated and recognised Exchange, provides a better Fund profile and credibility to investors. It has fast and simple listing procedures with minimal bureaucracy, advanced technology and infrastructure, flexibility and effectiveness at a low cost. There is therefore also potential for listing Collective Investment Schemes, both UCITS and Alternative Funds (AIFs) on the Exchange, allowing Funds to attract increased interest from institutional investors.

Cyprus Stock Exchange is continuously diversifying its activities and services, in a dynamic mode and is committed to enhancing the competitiveness and accessibility of Cyprus for foreign investors. The CSE is establishing itself as an integral part of the country's growth strategy, supporting efforts to strengthen Cyprus' role as both a regional business and advanced financial center.

Sincerely

Marios A. Pilavakis Chairman of the Cyprus Stock Exchange Board Member of the Federation of European Securities Exchanges (FESE)

Όλη η αλληλογραφία θα απευθύνεται στο Γενικό Διευθυντή All correspondence should be addressed to the Director General - CEO Λεωφόρος Λόρδου Βύρωνος 71-73, 1096 Λευκωσία. Τ.Θ. 25427, 1309 Λευκωσία, ΚΥΠΡΟΣ 71-73 Lordou Vyronos Avenue, 1096 Nicosia, P.O.Box 25427, 1309 Nicosia, CYPRUS Τηλ./Tel.: +357 22 712300, Φαξ/Fax: +357 22 570308 Website: www.cse.com.cy, E-mail: info@cse.com.cy Μέλος-Member of WFE, FESE, ECSDA, ANNA, FEAS



#### By: Demetra Kalogerou Chair of the Cyprus Securities and Exchange Commission

It is a pleasure to send my warmest greetings to everyone attending the 1<sup>st</sup> Annual Capital Link Invest in Cyprus Forum in New York, and applaud Capital Link for its valuable contribution in raising awareness about Cyprus as a destination for new business and inward investment.

The Cypriot investment sector continues to attract growing international interest. Overseas investors and entrepreneurs are actively looking to set up companies locally in Cyprus for the provision of investment services.

Here in Cyprus, our emphasis is on investor protection. In today's globalised financial markets, comprehensive supervision at national level, as well as close cooperation with other national competent authorities worldwide, are vital. That is why CySEC participates in the drafting of EU financial sector legislation, is a full signatory of ESMA's and IOSCO's Multilateral Memoranda of Understanding for exchange of information, expertise and best practices among regulators, and maintains amicable working relationships with all key Regulators, Authorities and Bodies in Europe and elsewhere.

The collective funds and asset management industry is gaining significant momentum, from both local and international promoters. We are already recording an increasing number of new applications to set up investment funds in Cyprus and fund management companies including some European-based funds and AIFMs domiciling to Cyprus.

The Cyprus Securities and Exchange Commission (CySEC) actively embraces new financial technology infrastructure projects, products and services, with emphasis on those that can finance startups offering innovative products. In an age characterized by transparency, high speed and consumer choice, financial markets cannot be any different. Already, many Cypriot investment firms do business using financial technology, creating a unique financial sector ecosystem that is transforming Cyprus into one of Europe's cornerstones for financial services and financial technology innovation.

We remain wholeheartedly committed to the CySEC vision to establish the Cyprus securities market as one of the safest, most reliable and attractive destinations for investment and our mission to exercise effective supervision to ensure investor protection and the healthy development of the securities market. To do so, we will continue to be a robust, fair and proactive regulator that has the interests and protection of investors at its core.

With these few thoughts, please accept my warmest wishes for a very productive and successful Forum.

\* \* \* \* \*



#### **By: Libor Kroska** Head of EBRD Resident Office in Cyprus

I am very pleased to see the 1st Annual Capital Link's Invest in Cyprus Forum, a welcome event to highlight achievements of the strongly recovering economy following the financial crisis. Cyprus has made a strong progress in banking sector recapitalisation, fiscal consolidation, and other economic reforms in recent years, and we are very proud to have been able to provide assistance in this endeavour. Cyprus has become a recipient country of the European Bank for Reconstruction and

Development (EBRD) on the basis of a request of the country authorities by the decision of our shareholders at our Annual Meeting in May 2014. Since December 2014, the EBRD has a fully staffed resident office in the capital Nicosia.

The EBRD has been asked to focus on three key areas: Strengthening the financial sector to build up resilience and improve governance; supporting the authorities' privatisation programme; and assisting corporate restructuring and providing finance to small and medium-sized enterprises. Since the start of operations in Cyprus in 2014, the EBRD has built a healthy portfolio exceeding Euro 200 million. All our investments are in the private sector without any recourse to the government either directly or indirectly.

EBRD has initially focused on the recapitalisation of the banking sector, taking just over 5 per cent equity stake in the two largest private local banks, Bank of Cyprus and Hellenic Bank. Further support for the banking sector restructuring, as well as to strengthen the trade performance of local corporates, was provided via EBRD Trade Finance Programme, with Cyprus becoming quickly the third most active user of this specialised programme, and a Cyprus trade finance transaction winning trade finance deal of the year award at our 2016 Annual Meeting in London.

Support for the green economy is an important part of EBRD activities and this is the case also in Cyprus. In 2016, the EBRD financed construction of 5 photovoltaic power plants in Cyprus, including the largest photovoltaic power plant on the island to date and increasing the total solar power production in Cyprus by about 20 percent.

Maritime sector was another recipient of EBRD support. Our loan to a leading Cypriot shipping management company Interorient Shipmanagement not only supported the expansion of its activities but was also used to help the company to participate in the winning consortium for Limassol Port concession, an excellent example of the progress in economic reforms implemented by the government in recent years. Last but not least, the EBRD is also supporting restructuring and expansion of local SMEs. To date we have more than 60 recipients of EBRD Advice for Small Businesses, helping also the smaller companies to recover from the crisis, return to the path of a robust growth and create much needed jobs.

I am confident that the1st Annual Capital Link's Invest in Cyprus Forum will be a very successful event. I also look forward to see many of the participants at EBRD's Annual Meeting and Business Forum to be held in Nicosia, Cyprus, on 9-11 May 2017.

Libor Kroska is the Head of EBRD Resident Office in Nicosia, Cyprus, since August 2014. Libor joined the EBRD in 1997, initially working in the Chief Economist Office (September 1997 - February 2008) and then as the Head of Office in Chisinau, Moldova (March 2008 - October 2011), and the Head of Office in Sarajevo, Bosnia and Herzegovina (November 2011 - July 2014). Before coming to the EBRD, Libor was a researcher in the Economic Institute of the Czech Academy of Sciences from 1994, and, prior to that, worked for Ceska Pojistovna, the largest Czech insurance company. Libor holds a Ph.D. in Economics from CERGE-EI in Prague, was a Fulbright Scholar at the University of Pennsylvania, and obtained a Masters degree in Mathematics from Charles University in Prague.





**EBRD ANNUAL MEETING & BUSINESS FORUM** FROM 9 TO 11 MAY 2017

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# EY is building a better

# working world

EY is a global leader in assurance, tax, transaction and advisory services. EY distils everything it does down to a single, unified purpose: building a better working world. Essentially, EY is working with businesses, entrepreneurs and governments around the world to solve their most pressing challenges and to help them take advantage of emerging opportunities.

EY in Cyprus has its origins dating back to the 1930s. It is part of EY's Europe, Middle East, India and Africa (EMEIA) Area and one of the 22 countries that comprise the Central and Southeast Europe (CSE) Region. Within this structure, we provide fast, easy access to the information and people with the best skills and wealth of expertise, to help our clients make the right decisions.

Today, with almost 80 years of operation, EY Cyprus serves as a trusted business advisor and auditor to a broad range of clients, from private individuals and entrepreneurial businesses to major public companies and large multinationals. We have helped many organisations structure, commence and expand their operations on the island.

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Find out how we can help you adapt with the ever changing market.



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Concurrently, we have worked with the local Government to shape some of the regulatory and legislative frameworks that make Cyprus the attractive destination for foreign direct investment it is today.

There are many reasons why investing in Cyprus makes good business sense. At EY Cyprus, we can share our knowledge of the Cypriot business environment and help you identify and unlock the investment potential offered by an increasingly interconnected broader Mediterranean area.

# LEAD SPONSORS



The **Cyprus Union of Shipowners** is the major representative organization of the international shipping community with vessels under the Cyprus Flag. Over the years, the Cyprus Union of Shipowners has managed to register under its membership the vast majority of the Cyprus Flag ships.

The Cyprus Union of Shipowners provides, in all shipping related matters, a strong voice and represents the interest of its members in Cyprus, Greece, U.K., and other European countries.

The Cyprus Union of Shipowners focuses on:

» Being the Cyprus Ambassador of Shipping both nationally and internationally.

» Representing its members before all Trade Unions as well as the International Tradeworkers Federation (I.T.F).

» Signing private Bilateral Labour Agreements with local Labour Unions in coordination and with the approval of the appropriate Cypriot Ministry with an aim to provide its members with highly competitive Seafarers pay-scales.

» Promoting a competitive and effective Cyprus Maritime Transportation Industry. The CUS supports a national policy conducive to the development and maintenance of Cyprus flag vessels, in an effort to foster the growth and quality of a Cyprus flag merchant fleet.

» Maintaining a close cooperation with the Union of Greek Shipowners so that both Associations may achieve their common goals and aspirations, in line with the historic bilateral agreement signed between the Cypriot Minister of Communications and Works and the Greek Minister of Mercantile Marine, the cornerstone of which was laid on 1st July 2003, earmarking a common Mercantile Marine Policy and Strategy.

» Maintaining close relations with international Security Bodies i.e. MARLU (NATO Unit) that deal with vital issues such as Piracy and provide their members with useful contacts and prompt information.

» Monitoring government legislative and regulatory actions, initiatives by various international marine organizations, political trends and public policy relating to navigation, safety and to the Cyprus shipping environment. In addition, it conducts strategic communications and public relations campaigns.

Cyprus is one of the leading Registries in the world. The Cyprus Union of Shipowners as the main representative of the shipowning community has the responsibility of informing and educating its Members to ensure that they comply with all their obligations and commitments, stemming from International Regulations that have been implemented.

CUS has all the tools at its disposal in order to assess the performance of the Cyprus shipping sector. Therefore the Union can advise and help all its shipowner's members to ensure that they comply with all financial and regulatory commitments and by doing so will protect the shipowner from being held legally accountable in all these matters

The Union has extensive access to sources providing a wealth of information. It has strong links with other international shipowners associations and is a Member of the European Community Shipowners Association (ECSA), while continuing to establish ties with maritime related industry organizations, in its emerging role as the focal point for consultation within the Cyprus shipping industry on regulatory and other key developments, thus, giving it, a key role in Cyprus Maritime developments.

# LEAD SPONSORS

#### Why Cyprus

- Member of the European Union
- Double Tax Treaties with 43 countries.

• No tax on profits from the operation of a Cypriot registered vessel or on dividends received from a shipowning company.

- No capital gains tax on the sale or transfer of a Cypriot registered vessel or the shares of a shipowning company.
- No estate duty on the inheritance of shares in a shipowning company.
- No income tax on the emoluments of officers and crew.
- No stamp duty on ship mortgage deeds or other security documents.
- Extensive network of bilateral agreements through which Cypriot ships receive either national or favoured nation treatment in the ports of other countries.
- Competitive ship Registration costs and annual tonnage taxes.
- Full protection for financiers and mortgagees.
- Favourable tax regime for ship management and other offshore enterprises.
- Low set up and operating costs in comparison to other EU countries.
- Excellent telecommunications and easy access by air and sea.
- Highly qualified managerial, clerical and technical staff available.

For the further future development and growth of the Cyprus Flag and for the benefits of the shipowners flying the Cyprus flag we invite all interested shipowners to join forces with us in an effort to adequately protect our mutual interests.



**EY** is a global leader in assurance, tax, transaction and advisory services with more than 231,000 people in 152 countries around the world. The insights and quality services we deliver help build trust and confidence in the capital markets and in economies the world over. We develop outstanding leaders who team to deliver on our promises to all of our stakeholders. In so doing, we play a critical role in building a better working world for our people, for our clients and for our communities.

EY Cyprus' origins date back to the 1930s, maintaining an excellent reputation amongst the local business community as a high quality provider of professional services. The Cyprus practice is part of EY's Europe, Middle East, India and Africa Area and one of the 22 countries that comprise the Central and Southeast Europe Region. This ensures that we are ideally placed to exploit the exciting opportunities in the area and better cater to the needs of our clients in a wider geographic span.

# LEAD SUPPORTING ORGANIZATION



Cyprus Investment Promotion Agency

**Invest Cyprus -** Businesses and individuals considering investment into Cyprus have a partner on the ground at all stages of the investment cycle. Invest Cyprus is a non-profit national body and the government's dedicated partner responsible for the facilitation of investments into Cyprus. In close collaboration with all government authorities, public institutions as well as the private sector and international experts, Invest Cyprus is the investor's first point of contact.

Invest Cyprus takes the lead in attracting and facilitating Foreign Direct Investment in key economic sectors, working with the investor, for the investor. Dedicated to continuously improving the business and regulatory environment, Invest Cyprus advocates reform while providing continuous investor support and aftercare services.

Invest Cyprus is a member of the World Association of Investment Promotion Agencies (WAIPA) and the Mediterranean Investment Network, ANIMA.

# **GRAND SPONSORS**



Founded in 1899, **Bank of Cyprus Group** is the leading banking and financial services group in Cyprus. The Group provides a wide range of financial products and services which include retail and commercial banking, finance, factoring, investment banking, brokerage, fund management, private banking, life and general insurance. The Group operates through a total of 127 branches, of which 122 operate in Cyprus, 1 in Romania and 4 in the United Kingdom. Bank of Cyprus also has representative offices in Russia, Ukraine and China. The Bank of Cyprus Group employs 4.284 staff worldwide. At 31 December 2016, the Group's Total Assets amounted to  $\in 22,2$  bn and Total Equity was  $\in 3,1$  bn.



**Cooperative Central Bank (CCB)** is one of the largest credit institutions in Cyprus. Based on the latest financial results

(September 2016), CCB's capital ratio was at 16,50%, total equity was €1,33bn and total assets amounted to €14,13bn. CCB, embracing the cooperative values and principles, aims to support every household, business and local community to safeguard Cyprus's prosperous society and enhance the overall financial stability by offering its clients accessible, affordable and competitively priced services and products, CCB operates the largest branch network and number of ATMs in Cyprus and is a market leader in domestic deposits. It currently employees 2.700 people.



**Deloitte** is one of the largest and fastest-growing professional services firms in Cyprus operating out of offices in all major cities with more than nearly professionals. Its services include audit, tax, consulting, financial advisory, wealth advisory and a complete range of services to international business focusing on accounting and payroll, tax compliance and the formation and administration of companies, partnerships and trusts. As part of a globally connected network of member firms in more than 150 countries, the firm has the advantage of a global sharing of knowledge with a local adaptation and personal approach, built on the solid foundations of more than 55 years of successful operation on the island. Deloitte brings world-class capabilities and high-quality service to

# **GRAND SPONSORS**

clients, delivering the insights they need to address their most complex business challenges. Deloitte's more than 245,000 professionals are committed to making an impact that matters.



### HELLENIC BANK

**Hellenic Bank** is a systemic Cyprus bank, listed on the Cyprus stock exchange and supervised by the SSM of the European Central Bank. Hellenic Bank is currently at the forefront of financing the recovery and transformation of the island's most important industries and is regarded as Cyprus's key agent capitalizing on its high liquidity levels.

With an enhanced international shareholder base, a renewed Board of Directors and Executive Management, Hellenic Bank's 40 year old heritage and about 1500 strong professional workforce, is focused on addressing the key challenges faced by the financial sector in Cyprus, including the financing of the growing economy, while simultaneously jumping the innovation queue and leading the way in technological transformation and banking digitalization.



**Safe Bulkers** subsidiaries provide marine drybulk transportation services, transporting bulk cargoes, particularly coal, grain and iron ore, along worldwide shipping routes for some of the world's largest users of such services.

As of February 17, 2017, Safe Bulkers operational fleet comprised of 38 drybulk vessels, with an average age of 6.6 years and an aggregate carrying capacity of 3,421,800 million dwt. The fleet consists of 14 Panamax class vessels, nine Kamsarmax class vessels, 12 post- Panamax class vessels and three Capesize class vessels, all built 2003 onwards.

As of February 17, 2017, Safe Bulkers had contracted to acquire its last drybulk newbuild vessel, a Japanese Kamsarmax class vessel, scheduled for delivery in 2018.

Safe Bulkers common stock is listed on the NYSE where it trades under the symbol "SB." Safe Bulkers preferred stock "Series B" and "Series C" and "Series D" are listed on the NYSE, trading under the symbols "SB.PR.B." and "SB. PR.C." and "SB.PR.D." respectively.

For more information on Safe Bulkers please visit the Company website at www.safebulkers.com





**Columbia Shipmanagement (CSM)** was established in Limassol, Cyprus, in 1978. With over three decades of experience in managing all types of vessels, CSM has become a leading force in its field. With more than 380 vessels under full and crew management, Columbia is today one of the largest independent ship managers world-wide.

Columbia's core ship management offices are located in Cyprus, Germany, Singapore and China, while in Greece Columbia has teamed up with Tsakos group for the creation of Tsakos Columbia Shipmanagement (TCM). Through its strategic network of owned crewing agencies located in Europe, Russia and Asia, Columbia has direct access to highly qualified and experienced sea-going personnel. Our 14,500+ employees, on land and at sea, form the foundation upon which we have built our range of services from technical, crew and commercial management, to new building supervision, consulting and cruise vessel services.

Columbia is committed to providing its customers with competent, safe and environmentally sound and cost efficient services meeting best industry standards. At Columbia we believe in establishing firm long-term relationships with our clients, partners, and employees, treating each individual with proper respect and dignity.

Columbia Shipmanagement is committed to deliver quality services of the highest level ensuring that clients of Columbia enjoy the finest ship management services of a trusted partner.

# **SPONSORS**



**Cyprus-US Chamber of Commerce** promotes and extends the commercial, industrial, and economic relations between the Republic of Cyprus and the United States and the development of commercial exchanges between their respective industries, trades, and business, and to give every assistance to its members to attain their business aims both in the United States and in Cyprus as well as in other countries.



**KPMG** is a global network of professional firms providing Audit, Tax and Advisory services. We have 189.000 outstanding professionals working together to deliver value in 152 countries worldwide. KPMG in Cyprus traces its origins back in 1948 and today is one of the largest audit, tax and advisory firms in the Cyprus market.

At KPMG, our guiding philosophy is to provide our clients with the highest-quality service. Through our peoples' high academic and professional qualifications and experience, KPMG can deliver value-adding solutions for demanding and complex projects.

Our goal is to help our clients become more successful through close collaboration and quality in service, always aiming to satisfy and exceed their expectations. Relying on our people and their competences, together we succeed.

# McKinsey&Company

**McKinsey & Company** is a global management consulting firm that serves leading businesses, governments, nongovernmental organizations, and not-for-profits. We help our clients make lasting improvements to their performance and realize their most important goals. Over nearly a century, we've built a firm uniquely equipped to this task.

McKinsey's Athens Office has more than 15 years of established presence, covering a multitude of sectors in Greece and Cyprus – including financial services, telecommunications and media, energy and basic materials, as well as the public and social sector. We advise our clients on a wide range of topics, including strategy, corporate finance and restructuring, marketing and sales, operations, organization, risk, business technology and digital.



In **PwC Cyprus** we support you to create the value you are looking for by providing specialized solutions based on quality. Together we build relationships based on trust and we say things as they are, to assist you to deal with issues that tomorrow will prove important.

We adapt the expertise of our almost 1000 professionals in Cyprus and the power of our global network of 223,000 experts in 157 countries to your specific needs, helping you make the difference.

In a demanding and challenging business environment, our diverse teams of experts are sharing deep knowledge and experience. We provide a broad range of services to meet your increasingly complex needs. Our industry specialization gives you the benefit of our in-depth industry knowledge and experience.



Strategically based in Cyprus and with branch offices in Greece, Singapore and Dubai, **Tototheo Maritime** serves Maritime, Aviation and Government Authorities around the World with the service and supply of Satellite and Radio Communications Systems, Navigation Systems, Automated Applications and Ship Repairs. Tototheo offers a Tier1,GX-VAR Inmarsat Land Earth Station capacity, making them one of only a handful of companies worldwide with this operational ability.

Tototheo Maritime supply, service, integrate and install, high quality, sophisticated on-board electronic equipment to merchant fleets, the offshore industry, the fishing industry, coastal industries as well as government agencies throughout the World. They add value to their hardware through their own tailor-made Software and Management Tools such as Tr@cklite(online tracking system software) and S@ tbox (cost reducing bandwidth optimization management solution) developed specifically for the maritime trade.

Through Tototheo Maritime's global network of qualified partners and branches in key shipping route locations they are able to offer their clients tailor-made solutions & consultation in areas of engineering, project management, shore based maintenance, traffic accounting and training with a 24 hour client and technical support service.

# LUNCH SPONSOR



**MANA** is one of the world's leading contract and private label manufacturers of color cosmetics, skincare and hair care. Established in 1975 by chemist and entrepreneur

Nikos Mouyiaris and headquartered in New York City, MANA brings together the passion, the process and the people to define the future of beauty.

MANA has developed groundbreaking formulas for some of the world's most renowned beauty brands and collaborated with globally recognized makeup artists to create and launch their brands. MANA brings ideas to life and the company's product development capabilities and marketing savvy have propelled brands from startups to record-breakers.

MANA also maintains its own portfolio of innovative beauty product lines, including Your Name Professional Brands, Black Opal Beauty, Everpro Beauty, the makers of Gray Away, Style Edit, and MAKE, a for-benefit brand supporting women-led, worker-owned cooperative businesses.

Now headquartered in Long Island City, NY, what began 40 years ago in a 900 square foot loft on West 26th Street in New York City, today employs over 800 people and operates four product innovation labs and two manufacturing facilities for production, packaging, assembly and distribution. The company is GMP, FDA and OTC certified. All MANA products are proudly made in the USA.

# **SPEAKERS DINNER SPONSOR**



On the occasion of the "Capital Link Invest in Cyprus Forum", Mr. Emilios Kyriacou, Citi's Country Officer in Greece and Cyprus, is hosting a Speaker's Dinner Reception in honor of the Cypriot delegation and the speakers of the forum at Citi's Executive Conference Center on March 21st, 2017.

**Citi**, with over 200 years of experience in the international markets and presence in more than 100 countries, has been helping its clients to address world's toughest challenges and equally importantly to embrace its greatest opportunities. Within the same context, with over 50 years of uninterrupted presence in Greece and Cyprus, Citi has been contributing to the successes of its large corporate and public sector clients.

# SUPPORTING SPONSORS

# firstAthens

**First Athens Corporate Finance SA** is an independent boutique Investment Advisory Firm with offices in Athens and Luxembourg and transaction experience in Greece, the Balkans, the UK and the USA.

First Athens was founded in Athens in 2009 by professionals with significant experience and knowledge in the fields of investment, capital markets, mergers and acquisitions, banking and finance. In addition, all the partners of the firm have significant operating experience having hold C level roles in major companies during their careers.

In 2012, First Athens raised ELIKONOS JEREMIE SCA SICAR, a Venture Capital Fund, based in Luxembourg, targeting investments in the ICT sector in Greece with cornerstone investor the European Investment Fund. As of September 2016, the Fund has concluded 11 investments in Greek SME companies in the areas of E-commerce, Digital media and Marketing, High Technology, Telecommunications and Enterprise Software. First Athens is currently raising its second Private Equity Fund, targeting investments in all sectors of the Greek economy, aiming at providing growth capital and advice to high growth, extrovert Greek businesses.

In 2013, aiming at expanding its international reach and provide Investee Companies with growth opportunities through Mergers & Acquisitions and additional exit opportunities to Funds under management, First Athens became a member of the Globalscope Partners, an association of more than 40 Investment Advisory Firms with presence in all continents and in more than 35 countries.

In addition, First Athens is a partner of the Rutgers Food Innovation Center (FIC), The Rutgers University food business incubation and economic development accelerator program. Through this partnership First Athens helps Greek food businesses get access to the important US market through a cost effective, organized and professional manner utilizing the state of the art facilities of the center along with its great research, advisory and mentoring capabilities





**Flott & Co. PC** is a recognized expert in US taxation of international transportation, particularly as it affects foreign shipping companies operating vessels that call to lift or discharge cargo at US ports.

Our principal, Stephen Flott, has been involved in assisting international shipping companies since the Tax Reform Act of 1986 changed US taxation of international shipping. Indeed, when tax returns were due for the 1987 tax year, the first year in which the new rules applied, Stephen worked with the IRS to develop exemption language for US tax returns.

Flott & Co. PC monitors developments in the US shipping tax and assists foreign shipping companies with their US compliance obligations. Since 1988, the firms has advised P&I Clubs, BIMCO, INTERTAKO, the Greek Shipping Cooperation Committee, the Union of Greek Shipowners, individual shipowners and shipping investors on the application of the tax and the exemptions.

Flott & Co. PC's knowledge and experience in the US taxation of international shipping ensure our clients understand the application of the US tax rules to their circumstances and that they meet their US tax compliance obligations in a timely and cost-efficient manner.



**Lemissoler** is a diversified shipping group established in 1996 with many years of expertise in liner shipping, ship management, ship operation and ship owning activities. The Group specializes in the formation and management of investment funds that invest in various sectors of the shipping industry. Headquartered in Limassol, Cyprus, Lemissoler is represented by a global network of offices located in countries of strategic significance to the shipping industry. Lemissoler employs over 60 shore-based employees with extensive expertise in corporate finance, commercial management, technical management, insurance, vessel

# SUPPORTING SPONSORS

operations and naval architecture and over 700 well-trained and experienced seafarers.

Lemissoler has a proven track record and long-standing support from notable family houses in Cyprus and institutional investors from US and the GCC region that participate in its investments and activities. Lemissoler has a long term focus with the aim to continuously develop and create value for its stakeholders.



Cyprus based **Tornaritis Attorneys** and Consultants provide international clients a sophisticated, premier-quality work product in high-stakes international Legal services.

Tornaritis name connected with the Cyprus Law for the last eighty years and Three generations of Lawyers Including the first Attorney General of Cyprus.

Our team together with our associates is comprised of professionals who are experts in the fields of law, tax planning and business advisory.

We further offer our clients with a wide range of corporate administration services including but not limited to company formation, company administration, banking, trust administration, Funds, E-Money License applications and advice, Cyprus Stock Exchange Listing, FOREX, Cyprus Financial Services Companies fiduciary, legal and business consulting and Cyprus Residency and Passport Programme

Tornaritis Law Firm is a nominated Listing Advisor (Nomad) of the Cyprus Stock Exchange. Our law firm is one of the local contributors of the International Finance Corporation of The World Bank doing business annual publication and legal advisor to banks &financial institutions. The firm further advises the Cyprus Oil and Gas Association. Tornaritis law firm has been highly commended by Legal 500.

# SUPPORTING ORGANIZATIONS



















#### H.E. Nicos Anastasiades President Republic of Cyprus

Mr. Nicos Anastasiades was inaugurated President of the Republic of Cyprus on 28 February 2013, following his victory in the

Presidential Elections of 24 February 2013.

At the time of his election to the Presidency Mr. Anastasiades was a member of the House of Representatives where he served since 1981. He was also serving his fifth term as President of the

Democratic Rally (DISY) political party, a position he was entrusted with by the members and officials of the party since his first election in 1997 and re-election in 1999, 2003, 2007 and 2012. He resigned from that position after his election to the Presidency of Cyprus and was declared Honorary President of DISY in May 2013.

Since 1995, he has been a member of the National Council (the top advisory body to the President of Cyprus on the handling of the Cyprus Problem).

During his long tenure as a member of the House of Representatives he served as Chairman of the Committee on Foreign Affairs, Chairman of the Committee on Educational Affairs, Chairman of the Inter- Parliamentary Committee on Foreign Affairs until 2006, as well as Vice-Chairman and member of many other Committees. He was also elected Vice President of the House of Representatives for the years 1996-2001 and served as Parliamentary Spokesman of the Democratic Rally.

He is a founding member of the Youth of the Democratic Rally (NEDISY), which he served from the posts of District Secretary, Vice President and President.

After his successful tenure at NEDISY, he became actively involved at a higher level, first as First Vice President and later as Deputy President of DISY until 1997, working closely with Mr. Glafkos Clerides, the founder and leader of DISY and a two-term President of Cyprus.

Throughout his political career Mr. Anastasiades has been an active and energetic participant at the international political level. He represented the Cyprus Parliament internationally since 1991 in his capacity as Chairman of the Parliamentary Committee on Foreign Affairs, as Head of the Inter-Parliamentary Committee on Foreign Affairs as well as Head of the Cyprus delegation to the Inter-Parliamentary Union (IPU). He also participated in a number of international parliamentary missions, specialized conferences and visits to many countries.

Following his election as President of the Democratic Rally he participated in all the European People's Party (EPP) Summits and Conferences, he represented the Democratic Rally in the European Democrat Union (EDU) and was actively involved in all the conferences of the International Democrat Union (IDU).

His regular presence and interventions during summits and conferences have strengthened the positions of the Democratic Rally in these political groups. At the same time, through the interpersonal relationships he had developed, he was instrumental in having the political positions of these groups on the Cyprus Problem coincide with the positions of the Greek Cypriot community.

President Anastasiades studied Law at the University of Athens and pursued postgraduate studies in Maritime Law at the University of London. He practiced law since 1972. He is fluent in English. During his student years in Athens he was an active member of the Youth of the Centre Union political party.

After finishing his studies, he completed his military service in the National Guard.

He was born in 1946 in Pera Pedi, in the Lemesos (Limassol) district. He has a twin brother and a sister.

Mr. Anastasiades is married to Andri Moustakoudi and they have two daughters, Elsa and Ino, and four grandchildren.



Marios Demetriades Minister of Transport, Communications and Works Republic of Cyprus

Marios Demetriades has been Cyprus's Minister of Transport, Communications and Works since March 2014. He has focused mainly on the Maritime and Aviation sectors, recently completing the commercialization of the country's largest commercial port, Limassol, attracting international port operators such as Eurogate and DP World. He is currently working on the commercialization of the second largest port in Cyprus and reforms in the Aviation, Merchant Shipping and Postal services sectors.

Before joining the government, Mr. Demetriades was a Manager at Piraeus Bank (Cyprus) for six years. Prior to that, he worked at Laiki Bank Group for approximately 9 years in the Investment Management sector.

He has been a member of the Chartered Financial Analyst Institute (CFA) since 2000. He is a Chartered Accountant (ICAEW) and a member of the Institute of Certified Public Accountants of Cyprus (ICPAC).

From 1996 – 1998 he was manager of the local office of Ernst & Young in Paphos, Cyprus. He trained as a Chartered Accountant with BDO Stoy Hayward in London from 1993 – 1996.

Mr. Demetriades studied Business, Finance and Economics at the University of East Anglia, UK.



#### Harris Georgiades Minister of Finance Republic of Cyprus

Harris Georgiades was born in 1972 in Nicosia.

He is the Minister of Finance of the Republic of Cyprus since the 3rd April 2013. Previously he served briefly as Minister of Labour and Social Insurance (1st March-3rd April 2013).

He had the leading role in the implementation and successful conclusion of the reform and consolidation program for the Cyprus economy.

He participates in the Eurogroup and the ECOFIN. He was elected Chairman of the Board of Governors of the European Bank for

Reconstruction and Development for the period 2014-2015 and is a member of the Board of Governors of the International Monetary Fund, the European Investment Bank and the European Stability Mechanism.

He was selected by POLITICO as one of the 28 most-influential Europeans for 2016. He participates in the New Leaders for Europe community of the World Economic Forum.

Prior to his appointment as Minister he was a Member of the House of Representatives with the Democratic Rally Party (2011-2013). He also served as Press Spokesman and as member of the Executive of the Democratic Rally.

In parallel, he managed a family-owned hotel business (1999-2013).

He studied International Relations and Economics (BA, MA, 1992-96) at the University of Reading, UK and was a post-graduate researcher at the Institute of European and International Studies, University of Reading (1996-98).

He graduated from the English School, Nicosia (1983-1990) and served his military service in the Cyprus National Guard as a non-commissioned officer of the Artillery.

He is married to Eva Yiangou Georgiades, who works as a schoolscouncilor, and they have a young daughter, Leda.



Yiorgos Lakkotrypis Minister of Commerce, Industry and Tourism Republic of Cyprus

30th 1970.

Yiorgos Lakkotrypis was born in Nicosia on May

He is a graduate of the English School, Nicosia and has studied Mathematics and Computer Science (BSc) at the University of Keele in the UK (1988-1991). He completed his postgraduate studies in Business Administration (MBA) at the University of Colorado in the USA, on a Fulbright scholarship (1993-1995).

In 1991 he joined Joannou & Paraskevaides, assigned to oversee the IT systems at the company's branch in Benghazi, Libya. In 1995, upon his return to Cyprus from his studies in the US, he joined IBM Cyprus, where for the next 6 years he worked in sales.

In 2003 he was the first employee hired by Microsoft in Cyprus, entrusted with developing the company's operations in the country. After five years of rapid growth, his duties expanded to the position of Managing Director for Microsoft Cyprus and Malta, while in November 2011 he was appointed Public Sector Director at Microsoft Central & Eastern Europe, with the mandate of developing the company's operations in 24 countries.

In addition, in 2008 he was appointed by the Council of Ministers as a member of the Board of Directors of the Cyprus Investment Promotion Agency (CIPA), a position he held until November 2011. In 2009 he was also appointed as a member of the Board of Directors of the Natural Gas Public Company (DEFA), a position he held until his appointment as Minister of Commerce.

He is married to Christiana and they have two daughters.

Mr. Lakkotrypis assumed office as Minister of Commerce, Industry and Tourism on March 1st 2013.



#### Christodoulos E. Angastiniotis Chairman of the Board of Directors of CIPA Chief Executive Officer of VitaTrace Nutrition Ltd Group

Christodoulos E. Angastiniotis is the Chairman of the Board of Directors of CIPA and the Chief Executive Officer of VitaTrace Nutrition Ltd Group. He also serves as Vice President of The Cyprus Chamber of Commerce and Industry (2011-2018).

Formerly he served as President of Lefkosia Tourism Development & Promotion Company (2008-2014), President of The Veterinary Pharmaceutical Importers Association (2008-2013), President of The Nicosia Chamber of Commerce and Industry (2005-2011) and President of the Cyprus-Egypt Business Association. In addition to being the Chairman of the Board of CIPA he is actively involved in many international business and cultural Associations. He has also served as member of the Board of Directors of the Human Resource Development Authority, the Cyprus Prisons, and the Institute of Technology.

He participated in many economic financial and business promotion seminars abroad where he presented a number of papers on the role of Cyprus as a Regional Financial and Commercial Centre.

Christodoulos E. Angastiniotis studied in the U.K. and holds a post graduate degree MSc in Management Sciences from the University of Cranfield.



#### David W. Bonanno Managing Director Third Point LLC

David W. Bonanno joined Third Point LLC in 2008 and is currently a Managing Director and the primary investment professional responsible

for the Third Point Hellenic Recovery Fund. Prior to Third Point, Mr. Bonanno was an associate in the Private Equity and Distressed Investment Group at Cerberus Capital Management L.P. from 2006 - 2008. Mr. Bonanno worked at Rothschild Inc. as an Analyst in the Restructuring Group from 2004 – 2006 and graduated cum laude from Harvard University with B.A. in Psychology in 2004.



#### Matthew Bonanno Partner York Capital Management

Matthew joined York Capital Management in July 2010 and is a Partner of the Firm and Co-Head of North American Credit Research.

Matthew joined York from the Blackstone Group where he worked as an Associate focusing on restructuring, recapitalization and reorganization transactions. Prior to joining the Blackstone Group,

Matthew worked on financing and strategic transactions at News Corporation and as an Investment Banker at JP Morgan and Goldman Sachs. Matthew is currently a member of the Board, in his capacity as a York employee, of Rever Offshore AS, Stallion Oilfield Services Inc., and all entities incorporated pursuant to York's partnership with Costamare Inc. and Augustea Bunge Maritime. Matthew received a B.A. in History from Georgetown University and an MBA in Finance from The Wharton School of the University of Pennsylvania.



#### Nicolas Bornozis President and CEO Capital Link, Inc.

Since 1996 Mr. Nicolas Bornozis is the founder, President and CEO of Capital Link, Inc., an international investor relations and financial

advisory group. It assists listed companies and capital markets related organizations to develop and maintain access to European and North American investors. Capital Link has offices in New York, London and Athens and is a leader in investor relations for listed shipping companies, U.S. Closed-End Funds and ETFs and international companies accessing the U.S. and European markets.

He also established and managed, Alexander Capital, L.P, a US broker-dealer firm, which developed brokerage and investment banking business in North America with the Greek, Egyptian and Russian markets. Sold the company at the end of 2003 to a group of US investors representing Russian interests. Between 1998 and 2002, he also established and managed Alexander Asset Management, Inc. which handled portfolios invested in the Greek and European equity markets.

Prior to Capital Link (1988-1995), he served as President and CEO of CCF International Finance Corp. (CCF IFC), the US broker/ dealer subsidiary of Credit Commercial de France, now part of HSBC, and worked at the International Department of Bankers Trust Company in New York (1982-1984) and then at the Commercial Banking operation of CCF in New York (1985-1987) focusing on the financing of Wall Street firms and shipping.

He holds an MBA from Harvard Business School (1982) and a Law Degree from the University of Athens (1979), in Greece with specialization in commercial and corporate law and is a graduate of Athens College in Greece.

For a period of twelve years he was a Visiting Lecturer on International Banking and Finance at the City University Business School (Department for Shipping Trade and Finance) in London, United Kingdom. Also, he served as Chairman of the Investment Management Committee of the Harvard Business School Club in New York.



Andreas Christofides Member of the Board of Directors; Hellenic Bank Executive Director; Granfeld Wealth Management

Mr. Andreas Christofides was born on 15 October 1976 in Nicosia. Studied Economics (B.Sc.) at the London School of Economics and Political Science, Economics (Master Degree) at Bocconi University in Milan and Business Administration (M.B.A.) at INSEAD.

Commenced his career in 2001 in SanPaolo IMI Asset Management SGR in Milan, where for the next 3 years was a member of the Asset Allocation Team, defining and implementing investment strategy. Post M.B.A., in 2006, joined Credit Suisse AG as Vice President in Zurich, in the position of Senior Portfolio Manager. Subsequently, in 2007, joined the Private Banking Division, based in Lugano, and worked as Head Investment Consulting Services in Credit Suisse. Chaired the Product Committee of Credit Suisse Monaco. Promoted to Director in 2011 and became Market Leader and Head of Poland / Eastern Europe, Private Banking Division, based in Zurich. Served on the Central and Eastern Europe Management Committee of Credit Suisse AG. Based in Nicosia since August 2014 and is the Founder / Executive Director of Granfeld Wealth Management Limited, a Cyprus Investment Firm authorised and regulated by the Cyprus Securities and Exchange Commission.

Appointed Member of the Board of Directors of Hellenic Bank on 3 July 2015. Member of the Audit and Risk Management Committees of the Bank's Board of Directors.



#### Jonathan R. Cohen Deputy Assistant Secretary Bureau of European and Eurasian Affairs

Jonathan Cohen has been Deputy Assistant Secretary, with responsibility for Southern Europe, since August 2016.

Immediately prior to this assignment, has served as the Deputy Chief of Mission in Baghdad, Iraq 2014-2016.

He previously served in Paris as the Acting Deputy Chief of Mission from 2013 to 2014 and as the Minister Counselor for Political Affairs from 2011 to 2013. From 2008 to 2011 he served as Deputy Chief of Mission in Nicosia, Cyprus. From 2004-2008, he was Counselor for Political-Military Affairs in Rome. A Foreign Service Officer since 1986, his previous assignments include: Ankara as Political Advisor to Operation Northern Watch, and Embassy Iraq Specialist 2000-2004; Iraq as Political Advisor to the Office of Reconstruction and Humanitarian Assistance-North, Irbil, and member of the Coalition Provisional Authority (CPA) Governance Team, Baghdad, April-July 2003; Stockholm as Political Officer 1996-2000; Vienna as Liaison to the Hungarian Chairmanship of the Organization for Security and Cooperation in Europe (OSCE) and Executive Assistant to the Head of the OSCE Bosnia Mission 1995-1996; State Department (Washington, DC) as OSCE Desk Officer/NATO Bosnia Officer 1993-1995, and on Secretariat Staff/Advance Teams for Secretaries of State Baker, Eagleburger and Christopher, 1991-1993; Jerusalem as AID Coordinator and Economic Officer for the West Bank 1989-1991; and Bangkok as Consular/Refugee Affairs Officer 1987-1989.

He graduated with an AB in Politics and a certificate in Near Eastern Studies from Princeton in 1985, spent 1985-1986 at Hebrew University in Jerusalem on an Israeli Government Grant and attended Georgetown's Masters of Science in Foreign Service Program in 1986. Jonathan's hometown is Laguna Beach, California.



#### Aristos A. Constantine Trade Commissioner, Republic of Cyprus Cyprus Embassy Trade Center New York

Hon. Aristos A. Constantine is head of the Cyprus Embassy Trade Center in New York, the

economic and commercial arm of Cyprus' diplomatic representation covering the U.S.A., Canada and Latin America, operating under the auspices of the Ministry of Energy, Commerce, Industry and Tourism.

Prior to his current position he served as Business Development Advisor for the United Nations Development Programme, Division of Western Asia, Arab States and Europe.

Mr. Constantine is a graduate of Northeastern University, Boston MA and is an accredited Energy Risk Professional (ERP) as certified by the Global Association of Risk Professionals.

He is an active member of several prominent councils, committees and associations including the EU-UN Procurement Forum, The Foreign Trade Commissioners Association (Former Board Member), European Rim Policy and Investment Council et al.



#### Edward F. Cox Chairman New York Republican State Committee

Ed Cox is a lawyer with a distinguished record of service to his Party and in the domestic and

international policy arenas. He has served three U.S. Presidents, four Governors and the Republican Party at the state and national levels. He was sworn in as Chairman of the Republican Party of New York State on September 29, 2009.

For more than forty years he has supported and campaigned for candidates across the country beginning in 1968 as a part of the Nixon presidential campaign. In 1972, he travelled extensively as a family surrogate for President Nixon and in 1980 was active in the Reagan campaign. In 1984, he conceived and organized the statewide volunteer effort which helped carry New York State for the Reagan-Bush team. In 1988 and 1992, Cox organized the New York speakers' bureau for George H.W. Bush's presidential campaigns.

Cox has assisted candidates at all levels throughout New York in numerous election cycles. And in the critical election of 1994, Cox played a key role in helping to elect George Pataki Governor. He also participated in the Republican National Conventions and presidential campaigns of 1996, 2000, 2004. During the 2008 Presidential election, he served as State Chairman of John McCain's campaign.

Under President Reagan, Cox served as General Counsel to the government corporation which financed major synthetic fuels projects. As a Trustee of the State University of New York (SUNY) he has developed cutting-edge policies and programs for community colleges, charter schools, teacher training, facilities construction and finance and administration. Cox has played a key role under four Governors in the selection of judges for New York's highest court. In volunteer positions both in and out of government he has been a leader on energy and environmental policies. His writings on public policy have appeared in The New Republic magazine, the Antitrust Law Journal and the New York Post, and he is co-author of a book on the Federal Trade Commission. Cox was born in Suffolk County, Long Island and was raised in Yorkville, New York City, where he graduated from Trinity High School. He received his B.A. degree in 1968 from Princeton University's Woodrow Wilson School of Public and International Affairs. He earned his J.D. degree from Harvard Law School in 1972. He is a proud veteran having joined the Reserve Officers Training Corp (ROTC) at Princeton in 1964. He later completed officer and airborne training at Fort Benning, Georgia and served as a reserve officer with the 11th Special Forces Group.

Cox practices corporate and finance law and has served as a member of the Management Committee and the Chairman of the Corporate Department at Patterson Belknap Webb & Tyler LLP. He has represented companies in a wide variety of industries including software, finance, insurance and biotech and has been named to the list of Super Lawyers in the practice of Securities and Finance law. Cox married Patricia Nixon in the Rose Garden of the White House in 1971. They have one child, Christopher, who is a graduate of Princeton and the New York University School of Law.



Stelios Demetriou Partner at EY Transactions Advisory Services Leader in Cyprus

Stelios Demetriou is a Partner at EY and the Transactions Advisory Services Leader in Cyprus. Stelios has more than 18 years of professional experience and he was involved in a number of banking projects, asset disposals (including distressed) and corporate restructuring exercises, acting both on behalf of the Banks and Corporates. He helped to raise equity and finance for companies and individual projects, handled merger and acquisition transactions, performed business valuations, prepared business plans and feasibility studies. Stelios managed strategic opportunities and was involved in a number of IPOs. He led management buyouts (MBOs), provided strategic advice to clients, and identified and secured new deals. Finally, he structured and negotiated the detailed terms of several deals and managed buy and sell side due diligence projects.

Stelios holds a BSc in Economics and Finance from the University of Birmingham and the Corporate Finance Qualification from ICAEW, Securities and Investments Institute UK and the Canadian Institute of Chartered Accountants. He is also a qualified Chartered Accountant from the ICAEW (UK).



#### Costas Georghadjis Audit Partner and Shipping Leader Deloitte

Costas is the Audit practice leader. He is the Industry Leader on Shipping serving a number of clients in the shipmanagement and ship

owning industry as well as a wide spectrum of other local and international clients in various other industries. Based in Limassol he leads international multi location engagements for audits under International Standards of Auditing, advises clients on the application of International Financial Reporting Standards and has

lead a number of financial due diligences for acquisition purposes as well as for special investigations.



#### Gianni Di Giovanni Chairman of Eni Petroleum Chairman of Eni USA R&M

Gianni Di Giovanni (born July 3, 1963 in Potenza, Italy) is an Italian journalist, Head of Eni's international relations team in Washington

D.C., Chairman of Eni Petroleum and Chairman of Eni USA R&M.

Di Giovanni completed a degree in Political Science in 1986 at the Sapienza University of Rome. He then worked for the IRI for six years, before completing graduate studies in Journalism at the Catholic University of Milan.

Di Giovanni was one of the early proponents of new media, as well as the relaunch of traditional media such as radio, spending 15 years working for telecoms across South America, Eastern Europe, India and China during major open market and privatization processes in these regions.

Since October 2015, Di Giovanni has served as Chairman of the Board of Directors of Eni Co Inc. He is also Chairman of the Board of Directors of Eni USA R&M Co. Inc., [4] a company which produces and distributes lubricants in North America.

Since October 2015, he has served as Executive Vice Chairman of Eni's Washington D.C. branch office, a role through which he works to safeguard and promote Eni's interests in the USA, interfacing with local public institutions and authorities, assessing markets and advising the company on growth opportunities.

He is the Editor-in-chief of the platform ABO - About Oil[5] and print magazine Oil,[6] prestigious energy news publications, as well as the periodical Professione Gestore, a publication through which Eni communicates with managers throughout Italy, providing them with information on business strategy, promotional initiatives and new products.

He is a member of the faculty at the master programme in Media Relations and Communications at the Graduate School of Media Communication and Performing Arts at the Catholic University of Milan, as well as at the master programme in Digital Journalism at the Lateranense Postgraduate Centre – CLAS [7] at the Pontifical Lateran University in Rome.



#### Dov Ehrman Chairman, Founder & CEO PointRF Systems PLC

Mr. Dov Ehrman is the Chairman, Founder & CEO of PointRF Systems PLC and launched the NoWander platform; doing so with the vision

of creating a best-in-class Real-Time Location Services (RTLS) solution that had the scalability and depth to serve a vast array of markets.

Supported by his team of technology and industry experts, Mr. Ehrman's go-to market strategy has positioned PointRF Systems

PLC and the NoWander system to revolutionize healthcare and related industries.

A successful serial entrepreneur, Mr. Ehrman uses his ingenuity, creativity, and focus to develop and bring to market cutting-edge technologies and solutions across a spectrum of industries.

Prior to founding PointRF Systems PLC, Mr. Ehrman was the founder of Creative Innovations, a Hong Kong-based company that is a highly successful provider of P.O.P. displays and solutions for the global consumer retail market. Creative Innovations specialized in real-time marketing activities for Walmart, JC Penney, and other top-tier clientele.

Mr. Ehrman is an international entrepreneur. He has lived in North America, Israel, and the Far East. His broad and diverse experience gives him a greater appreciation for customer and market needs and allows him to devise innovative solutions for them.

Mr. Ehrman is a secondary school education graduate, a holder of a Bachelors of Judaic Studies (BTS) and a veteran of the Israeli Army.



#### Yaniv Friedman Deputy CEO Delek Drilling & Avner Oil Exploration

Mr. Friedman has accrued many years of experience in international M&As, business development, finance and strategy, and in

managing teams and organizations.

He had served as VP Strategy at Avner Oil Exploration.

Mr. Friedman specialized in projects in the various fields of energy: electricity, renewable energies and natural gas, and worked as an attorney with law firm Weil, Gotshal & Manges LLP.

Mr. Friedman holds an LLB from Tel Aviv University.



#### Andreas Hadjipetrou Managing Director Columbia Shipmanagement Ltd

Andreas Hadjipetrou is the Managing Director of Columbia Shipmanagement Ltd, with 20 years of

experience within the organization. He has held various positions within the Cyprus office, as well as spending 7 years in Columbia's Hamburg office as Finance Director.

Mr. Hadjipetrou has recently been appointed the Group Director of Commercial and Business Development as a member of Columbia's Management Board. He also sits on the Board of Directors of Tsakos Columbia Shipmanagement (TCM), Athens, Cyprus Shipping Chamber (CSC); Cyprus Maritime Academy, Cyprus Marine Environment Protection Association (CYMEPA) and Asia Marine Philippines.

Mr. Hadjipetrou holds a BSc in Economics from the University College London and a Master of Business Administration in Total Quality Management from the University of Leicester.



Andreas Hadjiyiannis Founder Cyprus Sea Lines Co. Ltd Cyprus Maritime Co. Ltd Hellenic Tankers Co. Ltd

Mr. Andreas Hadjiyiannis is a self-made shipowner. He is the founder of CYPRUS SEA LINES CO. LTD., CYPRUS MARITIME CO. LTD. and HELLENIC TANKERS CO. LTD. and serves as a chairman from the start. All three companies are privately owned. Their combined fleet of tankers, containers and bulk carriers consists of 42 ships well in excess of 4m DWT.

Mr. Andreas Hadjiyiannis, a Director of several major Classification Societies and International Shipping Organizations, is a Founding Member and the President of the Cyprus Union of Shipowners.



#### Nicholas Hadjiyiannis CEO Central Cooperative Bank

Nicholas Hadjiyiannis holds a degree in Quantity Surveying from the University of Reading, U.K and a Master's degree (1995) in Shipping

Trade and Finance from City University Business School, London, U.K. He is a Fellow Member of the Royal Institute of Chartered Surveyors (FRICS) UK.

He worked from 1995-2013 in Bank of Cyprus, Greece & Cyprus, Merrill Lynch, Greece & U.K, and BNP Paribas, Cyprus and Switzerland. Following the Troika support programme of Cyprus in 2013 and the recapitalization of the Banking system he was appointed and served as Chairman, for 2 years, of the Board of Directors of the Cooperative Central Bank Ltd (CCB), Cyprus, and the second biggest systemic Bank in the country. In December 2015, he was appointed CEO of the Bank, managing it in a complete transformation and restructuring process and working its way towards a local stock exchange listing.



#### Polys Hajioannou Chief Executive Officer Safe Bulkers, Inc.

Polys Hajioannou is the Chief Executive Officer of Safe Bulkers, Inc. and has been Chairman of the company's board of directors since 2008.

Mr. Hajioannou also serves with the Manager of Safe Bulkers, Inc. and prior to its inception, the Manager's predecessor Alassia Steamship Co., Ltd., which he joined in 1987. Mr. Hajioannou was elected as a member of the board of directors of the Union of Greek Shipowners in 2006 and served on the board until February 2009. Mr. Hajioannou is also a founding member of the Cyprus Union of Shipowners. Mr. Hajioannou is a member of the Lloyd's Register Hellenic Advisory Committee. In 2011, Mr. Hajioannou was appointed to the board of directors of Hellenic Mutual War Risks Association (Bermuda) Limited and in 2013 he was elected at the board of directors of the UK Mutual Steam Ship Assurance Association (Bermuda) Limited. Mr. Hajioannou holds a Bachelor of Science degree in nautical studies from Sunderland University.



#### Stelios D. Himonas Permanent Secretary Ministry of Energy, Commerce, Industry and Tourism, Cyprus

Stelios D. Himonas was born in Athens, Greece, on May 2, 1962. He received the BE, MS and PhD degrees from the State University of New York at Stony Brook, USA in 1985, 1986 and 1989, respectively, all in electrical engineering. From 1989 until 1997 he was an Associate Professor at the Department of Electrical Engineering at the New York Institute of Technology, USA. Also, from 1994 until 1997, he was collaborating with the Multimedia Communications Research Group of Bellcore's Applied Research Division in Morristown, New Jersey, USA.

Dr. Himonas has published numerous research papers in refereed journals and conference proceedings in the fields of detection and multimedia communications. Also, during the period from 1989 until 1997 he served as a reviewer of research papers submitted for publication to Transactions of the IEEE and Proceedings of the IEE, as well as to various conferences in the field of communications.

Currently he is the Permanent Secretary of the Ministry of Energy, Commerce, Industry and Tourism of the Republic of Cyprus. Prior to this position he was the Permanent Secretary of the Ministry of Justice and Public Order in Cyprus and the Director of the Department of Electronic Communications. In addition, as from October 2012, he is the Digital Champion of Cyprus, appointed by the Council of Ministers of the Republic of Cyprus.

Also during the period from 2000 to 2003, he served on the Board of the Cyprus Telecommunications Authority. From 2006 until 2013, he held chairmanship and vice-chairmanship positions in European electronic communications committees.

Dr. Himonas is a member of the Sigma Xi and Eta Kappa Nu honor societies and the New York Academy of Sciences. He is listed in the Who is Who in the World, the Who is Who Among Human Services Professionals, the Who is Who in the East and the Who is Who in American Education.



#### John Patrick Hourican Chief Executive Director Bank of Cyprus

Mr. Hourican currently serves as the chief executive officer of the Bank. He previously served as chief executive of The Royal Bank

of Scotland Group's Investment Bank (Markets & International Banking) from October 2008 until February 2013. Between 2007 and 2008 he served on behalf of a consortium of banks (RBS, Fortis and Santander) as chief financial officer of ABN AMRO Group and as a member of its managing board. He joined RBS in 1997 and is a leveraged finance banker. He held a variety of senior positions within RBS's wholesale banking division, notably on the division's board as finance director and chief operating officer. He also ran RBS's leveraged finance business in Europe and Asia. Mr. Hourican started his career at Price Waterhouse and he is a fellow of the Institute of Chartered Accountants in Ireland. Mr. Hourican is a graduate of the National University of Ireland and Dublin City University.



#### Constantine lordanou Chairman of the Board Arch Capital Group Ltd

Constantine lordanou is the Chairman of the Board of Arch Capital Group Ltd. and its Chief

Executive Officer. Prior to joining Arch as one of its founders, Mr. lordanou held senior executive positions with American International Group, Berkshire Hathaway and Zurich Financial Services and currently serves as a director of Verisk Analytics, Inc. (formerly ISO Inc.).

During his 39 years in the insurance business, he has held leadership positions with industry associations serving as the past Chairman of the American Insurance Association (AIA) and Association of Bermuda Insurers and Reinsurers (ABIR).

Mr. lordanou is married to Marianne and they have three children. Mr. and Mrs. lordanou have dedicated their charitable activities to education serving as trustees at the Holy Child Academy, Our Lady of Mercy Academy, Roosevelt University and the College of Insurance.

As an ethnic Greek Cypriot, Mr. lordanou was a founding member and one of seven lifetime trustees of the Pancyprian Association of America, established in 1975. He is also a founding member of FAITH, a charitable organization dedicated to the advancement of Greek Americans through education.

He holds an Aerospace Engineering degree from New York University.



#### Jay L. Jackson Europe/Caspian Exploration Manager ExxonMobil Exploration Company

A native of Indiana, USA, Jay Jackson joined Exxon Production Research Company in 1991.

He holds degrees in geology from Carleton College (BA), the University of Southern California (MS), and the University of Arizona (PhD).

Jay has held a variety of technical and management positions in geoscience research, exploration and production with assignments in Houston, USA, and Melbourne, Australia. In 2006, he was named Exploration and New Business Manager for ExxonMobil in Abu Dhabi, UAE. In 2008, Jay became Division Manager for Integrated Reservoir Performance Prediction at ExxonMobil Upstream Research Company in Houston. He was appointed to Planning Manager of ExxonMobil Exploration Company in 2009. Jay then served as the Geoscience Manager for Africa, Asia-Pacific and the Middle East at ExxonMobil Production Company before moving to his current position in 2017.

Jay is a member of the American Association of Petroleum Geologists and the Geological Society of America. He lives outside of London, UK with his wife and two children.



#### Stephen L. Johnson Principal WL Ross & Co. LLC

Stephen L. Johnson is a Principal at WL Ross & Co. LLC, and a member of the investment team for WL Ross and Invesco WLR Credit Partners.

In this role, he is responsible for sourcing, executing and managing special situation and distressed investments, as well as private equity investments across a wide range of industries. Mr. Johnson joined Invesco in 2007. Since then he has predominantly focused on the firm's investments in financial institutions in Europe and the United States, including helping banks with whom WL Ross has invested on various non-performing loan workout strategies.

Mr. Johnson is actively involved with the Boards of WL Ross & Co. portfolio companies, serving as a Director of Eurobank Ergasias, a current Board Observer for the Bank of Cyprus, Amalgamated Bank and Cascade Bancorp. Mr. Johnson has more than 18 years of principal investing experience. Prior to joining WL Ross & Co., Mr. Johnson was responsible for sourcing and evaluating distressed investment opportunities at Ewing Management Group and prior to that worked at Wellspring Capital Management and at Bear, Stearns & Co. Inc.

Mr. Johnson holds a Bachelor of Business Administration in Finance / Economics Minor from the School of Business Administration at the University of Southern California.



#### Costas Kellas Co-Founder Objecutive

Costas Kellas is co-founder of Objecutive in 1998, a successful multi-million dollar information

technology company with a global client base. Since 2007, the firm has focused on clients with portfolio and asset management needs across the capital markets. Objecutive is well-known for its technical excellence and high-quality products delivering real-time risk analytics to the fund industry and in customizing its technology to provide a competitive advantage to aid managers as they seek peak performance. Previous to Objecutive, Kellas lead and developed several successful tech start-ups in the UK and South Africa. He has his degree in Operations Research and Statistics from Kent University in the UK.

Mr. Kellas is a Director of the Hellenic American Bankers Association (HABA), one of the premier Greek-American organizations in the New York metropolitan area. HABA is a not-for-profit organization established in 1982 to promote the professional and educational interests of Greek-Americans, Cypriots, and Pan-Hellenes in the banking and finance industries.

He is also a Director of the Cyprus US Chamber, which is nonprofit membership organization dedicated to promoting trade and investment between Cyprus and the United States and to foster business opportunities and closer ties amongst its own members and the greater business community in the United States.



Andreas Kramvis Operating Partner AEA Investors

Andreas Kramvis is an Operating Partner at AEA Investors in New York. Previously he was an

Officer of Honeywell where he held positions as Vice Chairman, CEO of Performance Materials and Technologies (PMT) and Environmental and Combustion Controls Businesses. Intimately familiar with world markets he has held leadership positions in five global industries. He is the author of the management book "Transforming the Corporation, How to run an effective business in the 21st Century". He is a graduate of Cambridge University where he read Electronics Engineering and holds an MBA from the Manchester Business School.



Emilios Kyriacou Citi Country Officer Greece & Cyprus Corporate Bank Head Greece Citibank Europe Plc., Greece Branch

Emilios Kyriacou is a Managing Director and Senior Credit Officer of Citigroup, having joined the Firm 27 years ago.

Before his current appointment as Citi Country Officer of Greece, Emilios has held various senior positions including Corporate Banking Head for Greece and Cyprus, a position he still retains. Most recently, Emilios acted as Corporate Banking Head for Greece, Cyprus and Central Europe, the latter consisting of Czech Republic, Slovakia, Romania, Bulgaria, Hungary and the Balkan & Baltic NPCs.

Emilios joined the bank in 1990 and served in various positions in Credit Analysis and Relationship Management with Citibank Greece, while he managed as a senior banker numerous Greek Corporate clients across several industries. He has a depth of transactional experience having led a series of Greek Corporates to the international debt capital markets and introduced innovative financial solutions in the domestic market.

He holds a Master's degree in Business Administration and Finance from the University of Chicago and a Bachelor's degree in Economics and International Relations from Denison University, USA.

Emilios is married and has one child.



#### Kyriacos Loupis Investment Management, New York Goldman Sachs Asset Management

Kyri is a managing director in Goldman Sachs Asset Management (GSAM), where he is the lead portfolio manager and head of the Energy

and Infrastructure team within Fundamental Equity. He is also a colead portfolio manager for the Global Infrastructure strategy. Kyri joined Goldman nSachs in 2009. He was named managing director in 2010 and partner in 2014. Prior to joining the firm, Kyri worked at Lehman Brothers from 2000 to 2009, first in investment banking and later in private equity.

Kyri earned a BSc in Economics from the London School of Economics and Political Science in 1993 and an MBA from Harvard Business School in 2000. He was admitted as a member of the Institute of Chartered Accountants in England and Wales in 1996.



#### **Pieris Markou** Partner, Tax and Legal Services Leader Deloitte

Pieris is the Tax & Legal Practice Leader of Deloitte in Cyprus. His experience includes many

tax planning projects for major multinationals, private and local entities operating in Cyprus and has many years of experience in both local and international tax planning and restructuring. Pieris holds a BA in Accounting from a UK university, is a fellow member of the Institute of Chartered Accountants in England and Wales and a member of the Chartered Institute of Taxation. He is an active member of the Institute of Certified Public Accountants of Cyprus since 1992, having served as member, vice chairman and chairman of the Tax and VAT Committees of the Institute and is currently a member of the Institute's Council. He participates in a number of meetings at the Ministry of Finance, the House of Representatives and with the Tax Commissioner for the formulation of the Government's policies on taxation and is a member of an advisory committee to the Government on treaty negotiations. Pieris specializes in local and international taxation, is a speaker at many conferences and an author of many articles both in the local financial press as well as international tax journals.



#### Ioannis A. Matsis CEO Hellenic Bank

Ioannis A. Matsis was born on 2 January 1969. Graduated from the English School in Nicosia and studied Chemical Engineering (B.A., M.Eng.)

at the University of Cambridge in the United Kingdom.

He is currently a Partner of Point Nine Limited, which co-founded in 2008. Point Nine Ltd provides middle and back office outsourcing services and financial software to financial institutions in Europe and United States of America.

Between 1994 and 2008, he worked in the City of London. He was a Managing Director, Global Head of Structured Trading of Mizuho International plc from May 2003 until March 2008, where he built and managed the Structuring and Trading team for credit, interest rate and foreign derivative products. Between June 1997 and May 2003, he was Managing Director, Global Head of Credit Derivative Group at ING Barings. Between September 1996 and June 1997, he was a Vice-President, Structured Products Group at Chase Manhattan. He started his career in January 1994 at ING Barings.



#### Nikos P. Mouyiaris Founder & CEO Mana Products Inc.

Entrepreneur, innovator and philanthropist, Nikos Mouyiaris is Founder and CEO of Mana Products, Inc., one of the world's leading contract

and private label cosmetics manufacturers. Established in 1975 with \$6,000.00 that Nikos borrowed from his brother, Apostolos, Mana Products today employs over 800 people and is a partner to many of the world's largest global beauty brands. A graduate of St. John's University with a Bachelor of Science in Chemistry, and Rutgers University with a Master of Science, Nikos is a visionary business and community leader.

Nikos is also passionate and steadfast in his support of issues of concern to Greece and Cyprus. He is founder of the Hellenic American Leadership Council, and is on the board of the Coordinated Effort of Hellenes, the Hellenic Initiatiive, and the Pancyprian Association of America, among others. His philanthropic endeavors include the Elytis Chair at Rutgers, Children's SOS Villages in Greece, and other organizations in the States, Greece and Cyprus.



#### Nicolas Nicolaou Chief Financial Officer Mana Products

Nicolas Nicolaou is currently Chief Financial Officer at Mana Products, the world's leading contract and private label cosmetics

manufacturer, based in Long Island City. Nicolas previously worked at Unilever for 17 years, where in his most recent position served as CFO of the Pepsi/Lipton Partnership, a \$500 million joint venture. Prior to Unilever, Nicolas was at Deloitte in New York City. He earned a BBA in Accounting from Baruch College and an MBA in International Finance from St. John's University. He is a licensed CPA in the state of New York.

Nicolas has a wealth of diversified, dynamic and action-oriented leadership experience in consumer products. His expertise includes strategy development and execution, performance management, process reengineering, operational excellence, M&A, internal controls, innovation and new product launches, organization design and talent development.

Nicolas is the President of the Cyprus-US Chamber of Commerce and serves on the Foundation Board of LaGuardia Community college.



#### Ernestos Panayiotou Partner McKinsey & Company

Ernestos Panayiotou is a Partner at McKinsey & Company where he has worked for more than

10 years. Ernestos is based in Athens and leads McKinsey's client service for Cyprus. He focuses on risk management, strategy, organization and operations projects for financial institutions in multiple geographies including Greece, Cyprus, the USA, the UK and Germany. Besides McKinsey, Ernestos has also worked for 6 years as a Strategy Advisor for National Bank of Greece.

Ernestos holds a Bachelor's Degree in Philosophy, Politics and Economics (BA PPE) from the University of Oxford and a Master's in Public Administration and International Development (MPA/ID) from the Harvard Kennedy School of Government.



#### Stavros Pantzaris Country Managing Partner EY Cyprus

Stavros is the Country Managing Partner as well as the Assurance Leader of EY Cyprus. He is also the local Shipping and Oil & Gas Sector Leader.

Stavros has over 25 years of experience in Assurance and Advisory Business Services in local and multinational organizations. He has extensive experience in auditing IFRS financial statements of local and multinational organizations mainly in the shipping, energy/oil & gas, hospitality & leisure and retail & distribution industries. Stavros has also applied his extensive assurance skills via leading various buy-side due diligence projects as well as in the preparation of IPO and prospectuses for companies applying for a listing on the Cyprus Stock Exchange.

Stavros holds a B.Eng. degree (Hons) in Engineering with Industrial Management from the University of Surrey, UK. He is a fellow of the Institute of Chartered Accountants in England & Wales (FCA) and a member of the Institute of Certified Public Accountants of Cyprus. He is also a member of the Cyprus Institute of Internal Auditors and of Transparency International-Cyprus.



#### Natasa Pilides Director General Invest Cyprus

Natasa Pilides is the Director General of Invest Cyprus, and has the overall responsibility of implementing the Organisation's mandate and

strategy in close cooperation with the Board of Directors.

Before assuming her duties at Invest Cyprus, Natasa was a Director and Regional Chief Operating Officer at Baker Tilly South East Europe, for Cyprus, Greece, Romania, Bulgaria and Moldova. Natasa's prior work experience includes 9 years at PwC in Cyprus, Milan and London, during which she worked in audit and international tax with clients in the financial services and energy sectors. She also has years of experience in training professional staff and ICAEW, ACCA and CIMA students.

Natasa graduated from Oxford University with a first class honours degree in Modern Languages and Literature. She is a member of the Institute of Chartered Accountants of England and Wales (ICAEW) and the Institute of Certified Public Accountants of Cyprus (ICPAC).

Apart from her native language, Natasa is also fluent in English, French and Italian."



Aristides J. Pittas Chairman & CEO Euroseas Ltd.

Aristides J. Pittas is the Chairman of the board and CEO of Euroseas since its inception on May 5, 2005. He is also the founder and President

of Eurobulk Ltd, a ship management company, Eurotrade, a ship operating company, and Eurochart S.A., a shipbroking company, since 1995 and 1997 respectively for the latter two.

From September 1991 to December 1994, Mr.Pittas was the Vice President of Oceanbulk Maritime SA, a ship management company. From March 1990 to August 1991, Mr.Pittas served both as the Assistant to the General Manager and the Head of the Planning Department of Varnima International SA, a shipping company operating tanker vessels. From June 1987 until February 1990, Mr. Pittas was the head of the Central Planning department of Eleusis Shipyards S.A. From January 1987 to June 1987, Mr. Pittas served as Assistant to the General Manger of Chios Navigation Shipping Company in London, a company that provides ship management services. From December 1985 to January 1987, Mr. Pittas worked in the design department of Eleusis Shipyards S.A. where he focused on shipbuilding and ship repair.

Mr. Pittas has a B.Sc. in Marine Engineering from University of Newcastle M Upon-Tyne and an MSc in both Ocean Systems Management and Naval Architecture and Marine Engineering from the Massachusetts Institute of Technology.



#### Michèle Small Director EBRD

Michèle Small is the Director, Head of the EBRD's North American Representative Office. The primary purpose of the office is to support

business development by establishing and maintaining senior relationships with key partners, Government Officials as well as potential foreign direct investors into the Bank's regions, and to raise awareness of the Bank's mandate, capabilities and instruments.

Michèle spent 18 years at the bank from 1994 to 2012, mainly as a senior banker then Acting Director in the real estate sector. As part of her responsibilities Michèle managed key client relationships within the sector, business development in EBRD countries of operations in central, eastern and southern Europe as well as North America, Ireland and the United Kingdom.

During 2012 and 2016, Michèle worked as an international advisor covering the emerging markets of Eastern Europe and East Africa.

Michèle holds a MSc in Real Estate Investment from the Cass Business School.



#### Takis Solomos Co-Founder First Athens Corporate Finance

Takis since 2011, is a co-founder of First Athens Corporate Finance, a boutique Investment Banking and Venture Capital management Firm.

First Athens manages Elikonos Jeremie SCA SICAR a Euro 17 million ICT fund investing in Greece.

Takis has significant investment experience (7 years with Global Finance and Vectis Capital) in startups, mature businesses and LBO deals in Greece, the Balkans and West Africa. He has gained significant operating experience from his tenure as a General Manager of a major Logistics Business (turnover in excess of  $\in$  250 million) and as COO of a major Media Group with operations in Greece and the Balkan region. Started career in the UK with Arthur Andersen (audit & corporate finance). In 2009 he co-founded First Athens Corporate Finance an independent boutique corporate finance firm. Studied in the UK, holds a MBA from Sheffield business school.



#### Adam Steinberg Senior Vice President Spectrum Gaming Capital

Adam Steinberg is Senior Vice President of Spectrum Gaming Capital. Spectrum Gaming Capital has been the exclusive financial advisor

to the consortium developing the Melco Hard Rock resort in Limassol Cyprus.

In his more than 15 years involved in the casino industry, Steinberg has been an equity analyst, high yield analyst, investment banker and a corporate development officer. As an investment professional, he worked at Bear, Stearns, CIBC World Markets, Morgan Joseph & Co. and FBR Capital Markets. Notable client transactions include serving as financial advisor to the first-lien lenders of Tropicana Entertainment and to the senior secured noteholders of Black Gaming, LLC. At Morgan Joseph, Steinberg was also the research analyst covering the gaming and leisure industries.

Prior to Morgan Joseph, Steinberg was Director of Business Evaluation at GTECH Corp., where he was responsible for providing objective and consistent business case evaluation capabilities and advice that resulted in the creation of value both strategically and economically from new business opportunities worldwide. At GTECH, he managed the \$185 million acquisition of Spielo, a slot machine manufacturer, including due diligence, financial modeling and valuation.

Steinberg has more than 15 years' experience in financial services. He is a widely quoted industry source, recognized for industry knowledge and stock-picking skills with multiple television appearances on CNBC and Bloomberg Television, and has been a featured speaker at industry conferences and tradeshows. He is a Chartered Financial Analyst with an MBA in Finance from Cornell University and a BS in Accounting from Florida State University. Previously, Steinberg was on the Board of Directors of ADHD Aware, a 501c3 nonprofit organization.



#### John Televantos Partner Arsenal Capital Partners

John Televantos is a Partner at Arsenal Capital Partners, a middle market private equity firm focused in the Specialty Industrial and Healthcare

sectors. Before joining Arsenal in 2006, Dr. Televantos was President of Aqualon Company, part of Hercules, Inc.; President and Founder of Helios Chemical Company; and Chief Executive Officer for Foamex International.

John began his career with Union Carbide in 1977 in silicones research. He moved through a variety of management positions there and later at ARCO Chemical, where he became vice president of strategy and development.

At Arsenal Capital, Dr. Televantos serves as co-head of the specialty industrial practice. During his tenure, he has been part of more than 100 acquisitions and successful exits in the chemicals and materials sectors and has co-led the team that made Arsenal Capital the leading investor in chemicals and materials businesses. In addition to serving on the Boards of several Arsenal- owned companies, he is Lead Director of the Board of Balchem Corp (BCPC).

John holds BS and PhD degrees in chemical engineering from the University of London, Imperial College.



#### Despina Panayiotou Theodosiou Managing Director Tototheo Group of Companies

Despina Panayiotou Theodosiou is joint Managing Director of the Tototheo Group of Companies and has been with the group since

2005.

Since 2013, Despina is a member of the Board of Directors of the Cyprus Shipping Chamber and is chairing the Chamber's Development and Promotion Committee since 2015. She also sits on the first Board of Governors of the Cyprus Maritime Academy and on the Board of Directors of the Cyprus-Germany Business Association.

In 2011 Despina founded WISTA Cyprus – a member of WISTA International – and is the Association's current President. In 2015 during the International AGM in Turkey, Despina was elected Secretary of WISTA International.

She won the titles of "Top Professional" and "Cyprus Business Woman of the Year 2015" at the 9th National Cyprus Business Woman of the Year Awards 2015.

She holds a bachelor degree in Economics from the National and Capodistrian University of Athens and an Executive MBA in Shipping and Logistics from the Copenhagen Business School. She currently is a participant in the Postgraduate Diploma in Financial Strategy at the University of Oxford – Said Business School.



Christos V. Vasiliou Deputy Managing Director, Head of Advisory KPMG

Christos joined KPMG Cyprus in 1994. He worked with KPMG Leeds between 1991 and 1994. He became a Partner in 1999. Christos has been involved with the audit of large financial institutions including major banks, insurance companies and investment funds. In 2016 he was appointed as the Deputy Managing Director of KPMG Cyprus. He also heads KPMG Advisory in Cyprus. In the past, he has been in charge of other departments in KPMG such as the Financial Services Department.

Furthermore, he is a member of the Executive Committee of KPMG Cyprus. He is the Primary Contact for the Funds Services Unit of KPMG in Cyprus. With KPMG being the market leader in the registration and audit of Cyprus investment funds, he is heavily involved in the set-up and advisory of various Cyprus investment funds (non-UCITS as well as UCITS) and fund managers. He has delivered a number of seminars on the fund industry in Cyprus. He is also a founding member of CIFA (Cyprus Investment Funds Association) and is currently the Chairman of the AIF Committee of CIFA. Christos is also a member of the board of directors of the Institute of Certified Public Accountants of Cyprus. Christos's area of expertise is in the advisory sector in relation to financial industry and especially in the funds sector.



#### Andreas Yiasemides Partner, Head of Fund Services PwC Cyprus

Andreas Yiasemides has joined PwC Cyprus as a Partner on 1st November 2016 and is the Head of the Funds Services of the organization.

On his graduation from the University of Manchester with a first class degree in Economics, he joined PwC in 1999 and qualified as a Chartered Accountant (FCA). He continued his career with the Bank of Cyprus, holding various positions including heading the Custody and Trusts Unit. He then moved on to an organization of professional services where he set up and led the Funds Services Unit.

He has served as a member of the Board of Directors of the Bank of Cyprus and of the Central Bank of Cyprus and is the Vice Chairman of Board of Directors of Cyprus Investment Fund Association (CIFA).



# **Capital Link Shipping**

...Linking Shipping and Investors Across the Globe

Capital Link is a New York-based Advisory, Investor Relations and Financial Communications firm. Capitalizing on our in-depth knowledge of the shipping industry and capital markets, Capital Link has made a strategic commitment to the shipping industry becoming the largest provider of Investor Relations and Financial Communications services to international shipping companies listed on the US and European Exchanges. Capital Link's headquarters are in New York with a presence in London and Athens.

#### **Investor Relations & Financial Advisory**



Operating more like a boutique investment bank rather than a traditional Investor Relations firm, our objective is to assist our clients enhance long term shareholder value and achieve proper valuation through their positioning in the investment community. We assist them to determine their objectives, establish the proper investor outreach strategies, generate a recurring information flow, identify the proper investor and analyst target groups and gather investor and analyst feedback and related market intelligence information while keeping track of their peer group. Also, to enhance their profile in the financial and trade media.

In our effort to enhance the information flow to the investment community and contribute to improving investor knowledge of shipping, Capital Link has undertaken a series of initiatives beyond the traditional scope of its investor relations activity, such as:

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#### www.CapitalLinkShipping.com

A web based resource that provides information on the major shipping and stock market indices, as well as on all shipping stocks. It also features an earnings and conference call calendar, industry reports from major industry participants and interviews with CEOs, analysts and other market participants.

#### **Capital Link Shipping Weekly Markets Report**

Weekly distribution to an extensive audience in the US & European shipping, financial and investment communities with updates on the shipping markets, the stock market and listed company news.







#### www.CapitalLinkWebinars.com

Sector Forums & Webinars: Regularly, we organize panel discussions among CEOs, analysts, bankers and shipping industry participants on the developments in the various shipping sectors (containers, dry bulk, tankers) and on other topics of interest (such as Raising Equity in Shipping Today, Scrapping, etc).

#### **Capital Link Investor Shipping Forums**

In New York, Athens and London bringing together investors, bankers, financial advisors, listed companies CEOs, analysts, and shipping industry participants.

#### www.MaritimeIndices.com

Capital Link Maritime Indices: Capital Link developed and maintains a series of stock market maritime indices which track the performance of U.S. listed shipping stocks (CL maritime Index, CL Dry Bulk Index, CL Tanker Index, CL Container Index, CL LNG/LPG Index, CL Mixed Fleet Index, CL Shipping MLP Index – Bloomberg page: CPLI. The Indices are also distributed through the Reuters Newswires and are available on Factset.

Capital Link - New York - London - Athens

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### **GMM Global Money Managers Ltd**

#### ABOUT US

GMM Global Money Managers Ltd is the 1<sup>st</sup> active Fund Management Company based in Cyprus. GMM's core business is setting up, running and managing UCITS Mutual Funds as well as Alternative Investment Funds (AIFs) in line with the most recent EU directives, fully incorporated in the Cypriot legislation.

The Company, established in 2013, is authorized and regulated by the Cyprus Securities and Exchange Commission (license number ED OSEKA 2/13).

GMM is an innovative fund management firm based in Cyprus, seeking to provide effective and reliable investment solutions for investors from the local market and the wider region.

GMM's management team and associates are well reputed with many years of experience, specialized knowledge and the right kind of inspiration needed to monitor market developments. Their primary aim is to protect invested capital and generate optimal returns. Moreover, the members of the Company's Investment Committee have extensive experience (over 25 years), as fund managers and as members of investment committees in various organizations of the industry (mutual funds, closed-end funds, provident funds etc.).

GMM is a member of the Cyprus Investment Funds Association (CIFA) and of the International Capital Markets Association (ICMA), an influential voice for the global capital markets that represents a broad range of capital market interests, including global investment banks and smaller regional banks, as well as asset managers, exchanges, central banks and other professional advisers.

#### GMM WAS ESTABLISHED WITH A SOLID MISSION & VISION:

#### "TO BECOME ONE OF THE LEADING ASSET MANAGERS OF CYPRUS AND THE BROADER REGION, THROUGH A CUSTOMER-ORIENTED APPROACH"

#### GMM's PRODUCTS & SERVICES

GMM is firmly focused on achieving wide diversification of investment risk in international money and capital markets via the mutual funds and other related products it manages.

It offers an extensive range of potential investment options (money market, fixed income, balanced, equities, real estate, commodities and special purpose funds) either in the form of UCITS Funds or in the form of AIFs for the small, medium and large portfolios of private individuals, corporations and institutional investors.

Currently, the Company manages 19 UCITS Mutual Funds of all main categories and asset classes (bond, balanced, equity).

Additionally, GMM is an active Investment Manager for Alternative Investment Funds (AIFs). Under its license, GMM is eligible to set-up and manage stand alone Funds or in the form of umbrella structure with multiple investment compartments, allowing the management of different asset pools with separate investment policies, as well as manage third party Funds.

GMM's main feature it to manage clients' assets through the creation of customized UCITS or AIF funds. White-label funds are created according to the customer's investment goals, risk tolerance and expected returns, covering a wide range of investment profiles.

#### GMM's COMPETITIVE ADVANTAGES FOR INVESTORS

- Customized asset management provided by qualified fund managers with extensive professional experience
- Construction of tailor-made investment products (UCITS and AIFs)
- Asset Management team focused on investment goals, following specific investment rules and strategies
- Structured and well disciplined investment process
- Flexibility in decision making and strategy implementation, according to the customer's needs
- Continuous market monitoring and information analysis
- Direct communication of the client with the asset management team

- Transparent and strict internal procedures to ensure client requirements
- · Competitive fee policy

CONTACT INFORMATION

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### Please contact Takis Solomos (ts@firstathens.com) or Pantelis Papageorgiou (pp@firstathens.com).

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# Capital Link Forums

# 2017 Calendar





This event provides investors with a comprehensive review of various shipping markets to investment communities in Cyprus.. It aims to provide investors with a comprehensive review and current outlook of the various shipping, marine services and offshore markets and in addition, cover topics of critical interest to shipping industry participants, financers and investors.



th Annual Capital Link Greek Shipping Forum "Opportunities & Challenges" Wednesday, February 15, 2017 - Athens, Greece





th Annual Capital Link Master Limited Partnership Investing Forum Thursday, March 2, 2017 The Metropollan Club, One East 60th St.,NYC



This investor-focused event will examine the latest trends, developments and challenges associated with master limited partnerships (MLPs). It also presents a networking platform for financial advisors, financial planners, institutional investors, fund and asset managers, analysts, other wealth management professionals, and major financial media.



The eleventh installment of the Invest in International Shipping Forums is investor-focused event allows a platform for high-level executives and shipping companies to share and examine the shipping markets in light of annual results. Institutional investors and analysts, financial advisors, bankers, financial media, and other qualified investors will be in attendance.



This is an international Forum on Cyprus aiming to raise awareness of Cyprus as a business and investment destination to a wider audience of US investors. The Forum will cover topics on banking, financial services, energy, shipping, transportation and logistics, tourism and information technology.



This annual event, playing host to 1,000 attendees every year, will not only address the benefits and challenges associated with using closed-end funds (CEFs) and ETFs, but will also present a networking platform for financial advisors, financial planners, institutional investors, fund and asset managers, analysts, other wealth management professionals, and major financial media.

<u>New York – London – Athens – Oslo - Shanghai</u> <u>www.capitallink.com</u> - <u>www.capitallinkforum.com</u>







th Annual Capital Link CSR in Greece Forum June 2017 - Athens, Greece



Capital Link continues to support the sustainable development in Greece by promoting and presenting both initiatives from the business side, as well as the activities and needs of NGOs. This forum will discuss the development and maintenance of the CSR a strategy and necessity, which will help companies balance the achievement of profitability with sustainable growth.



Exchange Traded Funds (ETFs) have seen an explosive growth in the industry since the emergence of the first ETF in 1990. The growing popularity of this investment vehicle has dramatically change the investment landscape among both institutional investors and financial industry professionals who provide wealth management services to clients. This Forum is an extension of our 15 year track record success of our Annual Closed-End Funds and Global ETFs.



In cooperation with the LSE, this event provides investors with a comprehensive review of various shipping markets to investment communities in the UK and throughout Europe. Shipowners, shipping executives, institutional investors, research analysts, industry experts, commercial and investment bankers, risk advisors, private equity and venture capital firms, high-net worth investors, and financial media attend this London forum every year.

9 th Annual Capital Link New York Maritime Forum Monday, October 2, 2017 The Metropolitan Club



As the global derivatives market undergoes further economic and regulatory changes, the ability to effectively manage risks is becoming paramount, and the need for global collaboration is heightening. This program will feature a distinguished list of speakers who will provide an insightful global perspective on commodities, energy, and shipping.



th Annual Capital Link Maritime CSR Forum Operating Excellence in Shipping Best Industry Practices – A Competitive Advantage Wednesday, November 1, 2017 - One Moorgate Place, London, UK This Forum discussed Best Industry Practices across all areas of operations such as human resources, environment, fleet operations, technology and innovation, safety and security, corporate governance and more. The Forum explores how implementation of Best Practices translates into financial, operational and commercial competitive advantages.



# Capital Link Invest in Cyprus Forum

Wednesday, March 22, 2017 New York City

#### **ORGANIZED BY**



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