



Global Reach Regional Focus

Corporate Profile Fall 2021





AXIA at a Glance

Who We Are

AXIA is a leading, independent, privately-owned Investment Banking firm founded in 2008, with the primary aim of bridging global capital with regional opportunities by bringing people, capital and opportunities together to achieve our clients' objectives

AXIA provides its services in more than 20 countries

The Company's mission to create value in every case is reflected in our Greek name "AXIA", emphasizing the principles of: "Value", "Merit" and "Worth"

What Differentiates AXIA

AXIA's team of people offers a comprehensive spectrum of financial advisory services, based on their institutional background, deal and sector expertise, judgment, creativity and intellect

Our unrivalled insight comes as a result of working in a dynamic and diverse mix of industries including Financial Institutions, Industrials, Shipping, Consumer, Renewable Energy, Real Estate and Hospitality

We have deployed one of the largest on the ground investment banking teams, dedicated to covering Greece, Cyprus and Italy, with special sector expertise in Shipping / Transportation, FIG, Real Estate and other

Key Values

Excellence and accountability, providing unbiased and objective advice, client focus and building long-term relationships

Acting with integrity, ethically and transparently; thus strengthening long term relationships with market participants

Global Reach

While our primary focus is on the Peripheral European region, our reach and access are truly global

We are headquartered in Nicosia, Cyprus with offices in Athens, New York, Milan and presence in London

Our on-the-ground presence in New York and London, coupled with the international experience of our team, has enabled us to develop close ties with leading global financial sponsors (Private Equity Funds, Hedge Funds, Sovereign Wealth Funds) and professional advisors (other investment banks, law firms, accounting firms)

Local Access

Through our long-standing presence we have developed unparalleled relationships with entrepreneurs, management teams, policy-makers and other constituents of the business community

We strongly believe that establishing close and long-standing relationships with our clients significantly increases the value we can add to their investment endeavors



Office Locations

AXIA offices are strategically located around the globe to service international client needs

Athens, Greece

Investment Banking
Capital Markets Services
Principal Strategies
Administration

New York, USA

Investment Banking
Capital Markets Services

Nicosia, Cyprus

Investment Banking
Capital Markets Services
Principal Strategies
Administration

London, UK

Investment Banking

Milan, Italy

Investment Banking
Capital Markets Services



Investment Banking Services

- We devote time with our clients to understand their business objectives and individual needs, encouraging creative solutions
- Our clients include the world's largest institutional investors and sovereign wealth funds, as well as public and private companies and government-related entities
- Our focus is to provide clients with quality, value-added, independent advice, tailored specifically to their individual needs through our specialized team focus

Services

Structured Finance & Equity Products

Originate, structure and execute financing solutions utilizing equity and debt instruments. Main activities include IPOs, follow-ons, sell-downs for major shareholders, convertibles and private placements

M&A

Advice on strategic issues, Mergers and Acquisitions, Divestitures, Joint Ventures, spin-offs, LBOs and takeover defense tactics

Restructurings

Unwinding cross-shareholdings, debt reorganizations, re-capitalizations, spin-offs, divestitures and other corporate actions to improve the organizational structure of a group

General Corporate Finance Advisory

General advice on ongoing corporate, financial and strategic issues (corporate planning and expansion, competition analysis)

Industries

Corporates

Domestic and regional established corporates and SMEs have traditionally been at the forefront of our advisory activities, and have contributed to our strong track record in the consumer, real estate and energy sectors

Real Estate

AXIA has established a strong history of successfully assisting and facilitating in significant real estate transactions, managing to become the advisor of choice in relation to RE transactions in the regions we operate

Transportation

A significant portion of our clients are shipping companies (both private and public), whose capital needs we aim to service through our vast network of capital sources

FIG

We are very active in the Financial Institutions Group sector, with a dedicated on-the-ground team actively focused on catering to the needs of the largest domestic financial institutions for their Greek, Cypriot and international businesses

Capital Markets Services

- Our client coverage and research teams provide services to both international and local institutional investors as well as corporates with interest in the jurisdictions we are present and beyond
- We constantly monitor the developments and news flow in the international capital markets and work to identify the best opportunities for our institutional clients
- We possess strong expertise in executing complicated deals with innovative structures

Services

Institutional Client Coverage

Our deep understanding of the needs of global financial institutions and our targeted services to each client, result into solid client relationships across markets and asset classes

Equity Research

Fundamental analysis and idea driven Research Products in Greek, Cypriot and Italian markets help our clients to take advantage of our local expertise and investment opportunities

International Market Access

Around the clock trading access to 50 markets globally, through a strategic partnership with BTIG



Select Credentials

Investment Banking Financial Institutions Group (FIG) Experience

- AXIA offers FIG investment banking services to both buy-side and sell-side clients, covering banks, insurance, asset management and Fintech opportunities across the company's European coverage area, namely Greece, Cyprus and Italy. The firm offers both capital markets and advisory services
- AXIA's role has been instrumental in the successful capital raising of the Greek and Cypriot banking sectors. AXIA has been awarded the highest number of mandates by Greek and Cypriot bank issuers during 2013-2021, having attracted significant amounts of foreign institutional capital

AXIA's Role & Achievements in the Peripheral Eurozone

- AXIA played a key role in the recapitalization of the Greek and Cypriot banking sectors, securing repeat business by advising Alpha Bank for three consecutive years and Eurobank and Hellenic Bank for two consecutive years. A few years later, AXIA assisted the Greek banks to reopen the public Tier II market in Greece and later on proceed a new round of recapitalizations to strengthen their capital adequacy position
- In April and June 2021, AXIA acted as Joint-Bookrunner in the €1,380 million Share Capital Increase of Piraeus Bank and the €800 million Share Capital Increase of Alpha Bank respectively
- AXIA acted as a Co-Manager in the €400 million and €500 million Tier II issuances of Piraeus Bank in June 2019 and February 2020 respectively while it also acted as Bondholder Agent in the €500 million issue of Tier II notes of Alpha Bank
- In the third round of the Greek banks' recapitalization in November 2015, AXIA acted as Joint-Bookrunner in the €2,039 million Share Capital Increase of Eurobank and as an Advisor to Alpha Bank's €2,563 million Share Capital Increase
- In the second round, in the spring of 2014, AXIA acted as Co-Bookrunner in the €2,864 million Share Capital Increase of Eurobank and as an Advisor to Alpha Bank's €1,200 million Private Placement with qualified investors
- In the first round, in the summer of 2013, AXIA acted as Co-Lead Manager in the €457 million Rights Issue of Alpha Bank and as a Financial Advisor to the €1,488 million Rights Issue of Piraeus Bank
- In Cyprus, AXIA acted as a Selling Agent to the €358 million capital strengthening program of Hellenic Bank in 2013 and as a Joint Placement Agent in the bank's €204 million rights issue in 2015
- AXIA mobilized a significant amount of capital from international institutional investors, thus achieving the inflow of fresh capital into the Greek and Cypriot banking systems and the successful recapitalization of three Greek systemic banks and Hellenic Bank in Cyprus
- AXIA provided guidance to investors on valuations of the banks and interacted extensively with regulatory authorities to ensure the participation of international institutional investors in the recapitalizations

Number of Mandates in the capital raising process of the Greek and Cypriot Banking Sector 2013-2021

Advisor	Number of Mandates
AXIA	13
Goldman Sachs	11
Deutsche Bank	10
HSBC	10
Citigroup	10
Credit Suisse	9
JP Morgan	9
BofA Merrill Lynch	7
BNP Paribas	7
UBS	7
Barclays	6
Mediobanca	5
Morgan Stanley	4

Select Financial Institutions Group (FIG) Credentials

August | 21



ATHEX
Athens Stock Exchange

acquisition of 10.24% equity stake in


BIOFINANCIAL BANK

Exclusive Financial Advisor

August | 21


nexi


strategic partnership with


ALPHA BANK


in the payments acceptance space in Greece

Financial Advisor

July | 21


Eurobank

acquisition of 9.9% holding in


HELLENIC BANK

and an additional 2.7% stake via SPA

Financial Advisor

June | 21

€800million


ALPHA BANK


Offering of 800,000,000 New Ordinary Shares

Joint Bookrunner

June | 21


QUALCO

Sub-Servicer to


ΔΕΗ

In relation to senior financing of notional ca. €325million issued as part of the securitization of 90 days past due receivables

Financial Advisor

April | 21

€1,380million


PIRAEUS BANK

Offering of 1,200,000,000 New Ordinary Shares

Joint Bookrunner

March | 21

€500million


ALPHA BANK

In relation to the issue of Tier II notes

Company Adviser

February | 21


ALPHA BANK

Sale via securitization of €10.8 billion Galaxy portfolio to funds managed by


Davidson Kempner

Financial Advisor

February | 21

€267million


ALPHA BANK


Sale of an 80% stake in Cepal Holdings to funds managed by


Davidson Kempner

Financial Advisor

February | 20

€500million



ALPHA BANK

In relation to the issue of Tier II notes

Bondholder Agent

February | 20

€500million


PIRAEUS BANK

In relation to the issue of Tier II notes

Co-Manager

June | 19


Project Pillar

Advising an institutional investor in relation to its acquisition of notes from a Greek systemic bank in relation to a securitization of non-performing residential exposures

Financial Advisor

June | 19


€400million


PIRAEUS BANK


In relation to the issue of Tier II notes

Joint Bookrunner

February | 19


ATHEX
Athens Stock Exchange

In the formation of a Consortium to acquire a 44% equity stake in


BOURSA KUWAIT

Exclusive Financial Advisor

August | 17


QUALCO

In connection to identifying a strategic investor

Exclusive Financial Advisor

July | 17

€178million


Eurobank

sold its 20% stake in


GRIVALIA

through an accelerated bookbuild offering

Joint Global Coordinator & Joint Bookrunner

November | 15

€2,039million

Share Capital Increase


Eurobank

Joint Bookrunner

November | 15


€2,563million

Share Capital Increase


ALPHA BANK

Advisor to the Company

December | 14


ALPHA BANK

&

Centerbridge

In connection with the setup of Aktua Hellas S.A.

Deal Advisor

May | 14

€2,864million


Eurobank


Offering of 9,238,709,677 New Ordinary Shares

Co-Bookrunner

Select Transportation Credentials

AXIA's Role & Achievements

- AXIA has extensive relationships with financial sponsors with a history of committing capital to the shipping and wider transportation industry
- AXIA has vast experience in completing transactions in the transportation industry
- AXIA has been instrumental in attracting significant amounts of capital from institutional investors - across the capital structure - for a variety of transportation businesses including aviation and shipping
- AXIA has provided invaluable advisory to its clients on a variety of transaction types including among others restructurings, capital raisings and JV formations

<p>Ongoing</p> <p>In relation to a shipping company's capital raising efforts, in the tanker market</p> <p>Exclusive Financial Advisor</p>	<p>December 20</p> <p>United Overseas Group Ltd.</p> <p>In relation to the acquisition of</p> <p>UACC</p> <p>Financial Advisor</p>	<p>June 18</p> <p>\$23million</p> <p>nordic hamburg</p> <p>in relation to the partnership with</p> <p>MANGROVE PARTNERS</p> <p>for the acquisition of dry bulk vessels</p> <p>Exclusive Financial Advisor</p>	<p>September 16</p> <p>\$51million</p> <p>Common Stock Offering</p> <p>StarBulK CARRIERS CORP</p> <p>Co-Manager</p>
<p>June 15</p> <p>\$236million</p> <p>Initial Public Offering</p> <p>GENER8 MARITIME</p> <p>Co-Manager</p>	<p>April 15</p> <p>\$85million</p> <p>Series D Cumulative Redeemable Perpetual Preferred Shares</p> <p>TEN LTD</p> <p>TSAKOS ENERGY NAVIGATION LTD</p> <p>Co-Manager</p>	<p>May 14</p> <p>\$200million</p> <p>In connection with the formation of a Joint Venture in the dry bulk shipping industry</p> <p>Major US Private Equity Fund</p> <p>Exclusive Financial Advisor</p>	<p>July 13</p> <p>ELIX AVIATION CAPITAL</p> <p>In relation to the formation of a JV in the aviation industry</p> <p>OAKTREE</p> <p>Exclusive Financial Advisor</p>
<p>2012</p> <p>seanergy</p> <p>Joint Financial Advisor</p> 			

Select Corporate Credentials

AXIA has been instrumental in the recent efforts of key Greek and international companies to gain access to foreign institutional capital

AXIA's Role & Achievements

- AXIA is the leading institution in the Greek region in terms of capital raising amounts and maintains an impressive track record
- AXIA has served as the exclusive financial advisor in various capital raising transactions for companies and funds based or operating in Greece, facilitating the injection of liquidity in the Greek market
- AXIA provided valuable advisory to its clients on the structuring of the relevant transactions, on the identification of the appropriate investor and on the negotiations
- AXIA provided guidance to investors on valuations of the companies
- AXIA acted as the first point of contact and confidential sounding board on new proposals/issues between the parties
- Following on from an impressive track record during the economic crisis, AXIA is ideally positioned to continue supporting Greek and regional corporates in their upcoming Capital Market initiatives
- We have repeat assignments with most of our clients, an indication of our contribution in each case

<p>August 21</p> <p>intralot</p> <p>Co-advising an ad hoc group of noteholders in relation to the issuance of New Notes with a nominal value of ca. \$242million to refinance the Notes due September 2021 and a total deleveraging of €163million</p> <p>Financial Advisor</p>	<p>July 21</p> <p>€500million</p> <p>ΔΕΗ</p> <p>3.375% Sustainability-Linked Senior Notes due 2028</p> <p>Joint Bookrunner</p>	<p>May 21</p> <p>€117.1million (equity value)</p> <p>CF Ventus DAC</p> <p>Sale of wind farm portfolio of 220MW in operation and a 650MW development pipeline to</p> <p>MOTOR OIL</p> <p>Sell-Side Financial Advisor</p>	<p>April 21</p> <p>€50million</p> <p>in relation to a successful private placement of 25,000,000 shares in</p> <p>ELVALHALLOR</p> <p>held by</p> <p>VIOHALCO</p> <p>through an accelerated bookbuilding offering</p> <p>Joint Global Coordinator & Joint Bookrunner</p>
<p>March 21</p> <p>€125million</p> <p>ΔΕΗ</p> <p>3.875% Sustainability-Linked Senior Notes due 2026 (add-on)</p> <p>Joint Bookrunner</p>	<p>March 21</p> <p>€650million</p> <p>ΔΕΗ</p> <p>3.875% Sustainability-Linked Senior Notes due 2026</p> <p>Joint Bookrunner</p>	<p>December 20</p> <p>Folli Follie</p> <p>Advising a group of principal creditors in relation to the company's financial restructuring</p> <p>Financial Advisor</p>	<p>December 20</p> <p>Alumil</p> <p>Building excellence every day</p> <p>In relation to its financial restructuring</p> <p>Financial Advisor</p>
<p>September 20</p> <p>€68.5million</p> <p>TERNA ENERGY GEK Terna Group</p> <p>Share capital increase via a successful private placement of 6,229,422 shares</p> <p>Sole Global Coordinator & Placement Agent</p>	<p>December 19</p> <p>€600million</p> <p>ELLAKTOR GROUP</p> <p>In relation to its issue of 6.375% Senior Notes due 2024</p> <p>Co-Manager</p>	<p>September 19</p> <p>€48million</p> <p>Eurobank</p> <p>Sale of its exposures in Rhodes Marinas S.A. to funds managed by</p> <p>EUROPE PALISADES</p> <p>Exclusive Financial Advisor</p>	<p>March 19</p> <p>€58million</p> <p>PIRAEUS BANK</p> <p>Sale of its exposures in Club Hotel Loutraki and Club Hotel Casino Loutraki to funds managed by</p> <p>COMER TOWER GROUP</p> <p>Exclusive Financial Advisor</p>
<p>March 19</p> <p>€53million</p> <p>Eurobank</p> <p>Sale of its exposure in Hellenic Halyvourgia S.A. to an institutional investor</p> <p>Exclusive Financial Advisor</p>	<p>January 19</p> <p>€72million</p> <p>Eurobank</p> <p>Sale of its exposures in Saracakis Group of Companies to funds managed by</p> <p>B2HOLDING</p> <p>Exclusive Financial Advisor</p>	<p>November 18</p> <p>Independent valuation of</p> <p>TITAN</p> <p>pursuant to the VTO submitted by TITAN Cement International S.A.</p> <p>Independent Advisor</p>	<p>March 18</p> <p>€40million</p> <p>in relation to a successful private placement of 1,750,000 shares</p> <p>Hertz Autobelias</p> <p>through an accelerated bookbuild offering</p> <p>Joint Bookrunner</p>

Select Real Estate Credentials

AXIA has unmatched expertise in the real estate sector, managing to become the advisor of choice in relation to real estate transactions in the regions it operates

AXIA's Role & Achievements

- AXIA professionals have accumulated unparalleled experience in executing transactions in the real estate industry, having completed a number of successful financing and advisory mandates in the regions we operate
- Recent transaction activity as well as repeat mandates from clients highlights AXIA's elevated role as the trusted advisor in the sector
- In 2017 alone, we successfully concluded 5 real estate / hospitality transactions
- AXIA has been instrumental in attracting significant amounts of capital from institutional investors - across the capital structure - for a variety of real estate businesses
- Solid expertise in the highly active and promising sub-sectors of hospitality and commercial real estate

Ongoing

Project Felix

Identification of one or more investors to participate in a newly-established REIC operating in Greece

Exclusive Financial Advisor

Ongoing

Frontisa Management Limited

In relation to a hospitality development project in Mykonos jointly with

GRIVALIA HOSPITALITY

Exclusive Financial Advisor

December 19

€650million

LAMDA DEVELOPMENT

Share capital increase via rights issue

Joint Global Coordinator

May 19

€1.7billion

GRIVALIA PROPERTIES

In relation to its merger by absorption with

Eurobank

Joint Financial Advisor

December 17

G S O CAPITAL PARTNERS

In relation to the successful sale of its 12.83% stake in

LAMDA DEVELOPMENT

Financial Advisor

July 17

€178million

Eurobank

sold its 20% stake in

GRIVALIA PROPERTIES

through an accelerated bookbuild offering

Joint Global Coordinator & Joint Bookrunner

July 17

€60million

GRIVALIA HOSPITALITY

In relation to its successful share capital increase, fully covered by a fund managed by

M&G INVESTMENTS

Financial Advisor

June 17

€61million

LAMDA DEVELOPMENT

In relation to Värde Partners' acquisition of a 31.7% stake in Lamda Malls S.A.

VÄRDE

Financial Advisor

January 17

€27million

GRIVALIA HOSPITALITY

In relation to the acquisition of a 60% stake in Pearl Island from

DOLPHIN CAPITAL INVESTORS

Exclusive Financial Advisor

November 14

€31million

DOLPHIN CAPITAL INVESTORS

In connection with a mezzanine debt investment into Playa Grande by

MELODY BUSINESS FINANCE

Joint Financial Advisor

July 14

€150million

Rights Issue

LAMDA DEVELOPMENT

Joint Underwriter

April 13

€50million & \$9million

DOLPHIN CAPITAL INVESTORS

In connection with the issue of convertible bonds to funds managed by

THIRD POINT **MONARCH** ALTERNATIVE CAPITAL

Exclusive Financial Advisor

Select Financial Sponsor Credentials

AXIA has vast experience in orchestrating transactions with major institutional investors

AXIA's Role & Achievements

- AXIA is the first port of call for international institutional investors looking to deploy significant amounts of capital in Greek assets
- AXIA has extensive experience in advising institutional investors vying for the acquisition of Greek assets – ranging from banks to large corporates' securities and assets under privatization
- AXIA has an unparalleled ability to assist investors navigate the Greek investment environment and ensure a smooth interface and negotiations with corporates, banks and public sector regulators and decision makers, thus ensuring successful completion of transactions
- AXIA played an instrumental role in the successful outcome of the Greek Government Bonds buyback in 2012, utilizing its access to some of the biggest institutional investors on a global scale and managing to attract substantial international interest
- In the context of this initiative, AXIA acted as financial advisor to a number of institutional investors which represented a substantial portion of the total €61.5 billion of Designated Securities outstanding





Executive Team

Group Managing Directors



Antonios Achilleoudis
Founding Partner

Antonios Achilleoudis is a Founding Partner, Group Managing Director and member of the Executive Committee of AXIA Venture Group with over 27 years of experience on Wall Street and capital markets. Prior to AXIA, Antonios was a founding Director of Axia Ventures Ltd, in New York, an alternative investment and corporate finance advisory firm, servicing global institutions, corporate clients and family offices. Prior to Axia Ventures Ltd, Antonios was a Vice President of Investments at Gruntal & Co in New York overlooking portfolio investments for institutions and family offices. Antonios is a graduate of New York University, Stern School of business, with a BSc in Accounting and Finance



Dimitrios Athanasopoulos
Founding Partner

Dimitrios Athanasopoulos is a Founding Partner, Group Managing Director and member of the Executive Committee of AXIA. Prior to AXIA, Dimitrios was a Managing Director of Axia Ventures Ltd, an alternative investments and corporate finance advisory boutique focusing on global institutions, corporate clients and family offices. From 2001 to 2004, Dimitrios worked for a large family office in New York, with assets under management of \$3.5bn, conducting due diligence and idea generation regarding the underlying funds. He has also worked in the Private Wealth Management divisions of Salomon Smith Barney and Morgan Stanley in New York. Dimitrios holds a B.B.A. in Finance and Investments from the Zicklin School of Business, Baruch College



George Linatsas
Founding Partner

George Linatsas is a Founding Partner, Group Managing Director and member of the Executive Committee of AXIA. Prior to joining AXIA, George was the General Manager, Head of Equities and Member of the Board of Piraeus Securities. He has spent over 20 years in the investment banking and brokerage industries, having led some of the largest M&A as well as capital market transactions in the local market. George is a frequent guest speaker in international and local finance and investment conferences. He holds a BS in Finance & Marketing from the University of Maryland at College Park and an MBA in International Finance from the American University

Executive Management



Alexandros Argyros
Managing Director & Head of the Investment Banking Division and member of the Executive Committee of AXIA

Alexandros Argyros is the Managing Director and Head of AXIA's Investment Banking Division. He has participated in over 60 transactions, with total value in excess of €30bn, including debt and equity capital raisings, M&A, corporate restructurings, securitizations and NPL transactions. Prior to AXIA, Alexandros spent a year with FilaGroup and eight years at Morgan Stanley, in the Global Industrials Group and with the Greek coverage team. Alexandros has executed a significant number of M&A and capital markets transactions including, the €4.15bn Fairness Opinion to CosmOTE's Board of Directors on its buyout by OTE, the €2.1bn dual tranche Eurobond offering of OTE, the €1.3bn rights issue of Piraeus Bank, the €3.3bn Credit Agricole S.A. tender offer for Emporiki Bank of Greece and the \$247m Genco Shipping & Trading IPO on the NYSE. Alexandros holds a BA in Economics from Amherst College, USA



Thanos Adamantopoulos
Managing Director of Capital Markets & Head of Client Coverage and member of the Executive Committee of AXIA

Thanos Adamantopoulos currently holds the position of Managing Director of AXIA's Capital Markets Division and Head of Client Coverage; he is also a member of the Executive Committee. Thanos initially joined AXIA as an Advisor in September 2012 and in January 2014 joined full time, as Executive Director in the Equity Capital Markets Division. Prior to AXIA Thanos spent four years as a Director at Citi's Emerging Markets Equity Desk in London, where he was responsible for the clients' and prop trading in Greece, Cyprus and Romania. Prior to Citi, Thanos worked for six years at Piraeus Brokerage as a Sales Trader, exclusively covering foreign institutional investors, while previously he spent four years with Alpha Finance as a Sales Trader covering foreign and domestic institutional investors. Thanos holds an MSc from the University of York in Project Analysis, Finance and Investments, and a Bachelor in Marketing from the American College of Greece



Marco Figus
Managing Director & Head of Italy

Marco joined AXIA in 2017 as Managing Director and Head of Italy. Prior to AXIA, he worked at Nomura Int., Rome and Milan, for 8 years where he was Co-Chairman - Italy. He was responsible for all Italian investment banking activities, ranging from equity transactions, corporate finance advisory, as well as fixed income. Before that, Marco was employed at Lehman Brothers Int., London, Rome and Milan, as Managing Director for almost 20 years where he was Head of ECM, Member of the European Operating, Investment Banking and Fixed Income Executive Committees and Chairman of European Financial Institutions. Previously, Marco worked at The Industrial Bank of Japan, The First National Bank of Chicago, as well as Bank of America International. Marco holds a BSFS in International Economics, from Georgetown University as well as an MSc in International Economics from the London School of Economics



Demos Vasou
General Manager, Group Financial Controller and member of the Executive Committee of AXIA

Demos Vasou is currently the General Manager of AXIA's Head Office in Nicosia; Cyprus, the Group's Financial Controller and a member of AXIA's Executive Committee. Demos initially joined AXIA in June 2008 as Financial Controller and in September 2010 Demos was appointed as AXIA's Risk Manager and served until September 2020. Prior to joining AXIA Demos had gathered six years of audit experience with Deloitte & Touche Ltd and Horwarth Philippides & Partners. He holds a Bachelor's degree in Business Administration (Accounting) from Queens College in New York and is a Certified Public Accountant (CPA, NY). Demos became a Member of the American Institute of Certified Public Accountants (AICPA) in August 2005 and a Member of the Institute of Certified Public Accountants of Cyprus (ICPAC) in December 2005

Our People

Investment Banking Division



Haris Sitzoglou
Managing Director & Head of Credit

Experience: Haris Sitzoglou joined AXIA in January 2020 as a Managing Director in the Investment Banking Division and in 2021 he was also appointed Head of Credit. Prior to AXIA, Haris spent 10 years with Cr dit Agricole CIB (CACIB), most recently as an Executive Director within Leveraged Finance in London and Paris. Previously, he was a Director within Debt Capital Markets, focusing on sub-investment grade transactions. Throughout his career at CACIB, Haris was involved in origination, structuring and execution of over €100bn equivalent of transactions including capital raisings, acquisition financings and LBOs. Haris has worked across sectors for clients in Europe, as well as with US and Asian clients in the past. He initially joined CACIB at the credit trading desk in 2009. Haris started his career at unsecured lending platform Oakam as a risk and investment analyst

Studies: Haris holds a bachelor's degree in Economics from Aristotle University of Thessaloniki, Greece and an MSc in Risk Management and Financial Engineering from Imperial College Business School, London, UK



Christina Anagnostara
Managing Director

Experience: Christina Anagnostara joined AXIA in June 2017 and she is currently a Managing Director in the Investment Banking Division. Prior to joining AXIA, Christina provided advisory services to corporate clients involved in all aspects of the maritime industry. For the period 2008 to 2013, she served as Chief Financial Officer of Seanergy Maritime Holdings, a dry bulk shipping company listed on NASDAQ, where she executed the company's strategy relating to capital markets, financing, M&A, S&P and restructuring transactions. Since 2008, Christina serves as member of Seanergy's Board of Directors and Shipping Committee. Prior to joining Seanergy, Christina spent two years as Chief Financial Officer and member of the Board of Directors of Global Oceanic Carriers Ltd, a dry bulk shipping company listed on the Alternative Investment Market of the London Stock Exchange. Before that, she spent seven years as a senior management consultant of the Geneva-based EFG Group. Prior to EFG Group, she worked for Eurobank EFG and Ernst & Young

Studies: Christina is a Certified Chartered Accountant and holds a BA in Economics from the American College of Greece



Zacharias Psyris
Vice President

Experience: Zacharias holds the position of Vice President in AXIA's Investment Banking Division. He first joined AXIA in March 2017 as an Analyst, became an Associate shortly after, before reaching the current position in April 2019. Prior to AXIA, Zacharias spent two years at Deloitte (Athens), serving as Senior Consultant in the Financial Advisory Services Department. During his spell at Deloitte, he was engaged in various Financial Due Diligence and Advisory projects, covering a wide range of sectors including Consumer Business, Energy and Healthcare. Prior to that, Zacharias completed AXIA's Investment Banking three-month internship program

Studies: Zacharias holds a BSc in Accounting and Finance from Athens University of Economics and Business and an MSc in Accounting and Finance from the London School of Economics, having majored in Corporate Finance



Edoardo Linari
Vice President

Experience: Edoardo holds the position of Vice President in AXIA's Investment Banking Division. He first joined AXIA in August 2017 as an Associate, based in Milan. Prior to AXIA, Edoardo spent three years in Be Consulting, Milan, serving as Senior Strategy Consultant. During this time he was able to gain experience in both the banking and IT service sectors, specializing in Corporate Business Development and Digital Payments Services. Prior to that, Edoardo successfully completed a six-month internship in the Investment Banking Division of Nomura International Plc. in Milan

Studies: Edoardo holds an MSc and a BSc in Electronic Engineering, with a major in Digital Electronics, both from the Polytechnic University of Milan



Vasileios Lingitsos
Vice President

Experience: Vasileios joined AXIA in February 2021 as a Vice President in the Investment Banking Division. Prior to AXIA, Vasileios worked for about 6 years for Mizuho Bank's Corporate Finance and Solutions Division, most recently as a Senior Associate Director, focusing on acquisition finance, capital structuring and advisory for the bank's large clients in EMEA. Before Mizuho, Vasileios worked for Moody's Investor Services, supporting the assignment of credit ratings to High Yield issuers, for about 2 years. Before Moody's, Vasileios worked in economic research and consulting

Studies: Vasileios holds a bachelors degree in Business Administration from Athens University of Economics and Business and a MSc in Finance from Warwick Business School. He is also a CFA charter holder

Our People

Investment Banking Division (Cont'd)



Sophia Pantazi
Associate

Experience: Sophia holds the position of Associate in AXIA's Investment Banking Division. She first joined AXIA in July 2017 as an Investment Banking Intern and following the completion of her three-month internship, became an Analyst in October 2017

Studies: Sophia holds a BSc in Accounting and Finance from the Athens University of Economics and Business, having majored in Finance. Sophia was in the winning team of the CFA Institute Research Challenge Competition, hosted by CFA Society Greece in 2017



Nick Argoudelis
Associate

Experience: Nick Argoudelis holds the position of Associate in AXIA's Investment Banking Division. He previously spent a year as an Investment Analyst at Hines primarily focusing on the acquisition and management of Hospitality Real Estate assets. Nick first joined AXIA in December 2018 as an Analyst, after successfully completing AXIA's three-month internship program

Studies: Nick holds an MPhil in Finance from the University of Cambridge and a BSc in Economics and Finance from Cardiff University



Stefania Kapsali
Analyst

Experience: Stefania joined AXIA in September 2020 as an Analyst in the Investment Banking Division. Before becoming a member of AXIA's team, Stefania had successfully completed AXIA's three-month Internship Program. Prior to AXIA, Stefania completed internships in the Global Corporate Sales Department of Cisco Systems Inc. and in the Finance and Investments Division of a RES company

Studies: Stefania holds an MSc in Risk Management and Financial Engineering from Imperial College Business School and a BEng in Electrical and Electronic Engineering with a minor in Finance and Accounting from University College London



Dimitrios Trikis
Analyst

Experience: Dimitrios joined AXIA's Investment Banking Division as an Analyst in June 2021. Prior to joining AXIA, Dimitrios completed internships at ING's Financial Institutions M&A team in London, and Alantra's Corporate Portfolio Advisory team in London and Athens. During his internships, Dimitrios worked on transactions in the CEE region and in the Greek NPL sector

Studies: Dimitrios holds an MSc in Finance from the Cass Business School, and a BSc in Banking and Financial Management from the University of Piraeus



Adonis Skandalakis
Analyst

Experience: Adonis joined AXIA's Investment Banking Division as an Analyst in August 2021. Prior to AXIA, he spent a year and a half as an Analyst at Alantra Credit Portfolio Advisors International, where he focused on Synthetic and Traditional Securitizations. Before Alantra, Adonis had successfully completed a four-month internship in AXIA's Investment Banking Division and a two-month internship in the Risk Management Division of the Athens Exchange Clearing House

Studies: Adonis holds a BSc in Applied Mathematics from the National Technical University of Athens and an MSc in Finance from the Athens University of Economics and Business



Ioanna Kostaki
Analyst

Experience: Ioanna Kostaki holds the position of Analyst in AXIA's Investment Banking Division. She first joined AXIA in July 2021 as an Investment Banking Intern and following the successful completion of her four-month internship, became an Analyst in November 2021. Prior to AXIA, Ioanna completed internships in law firms Norton Rose Fulbright (Banking & Shipping Department) and Potamitis Vekris (Real Estate Department), amongst others

Studies: Ioanna holds a Bachelor of Laws from the University of Aberdeen and an MSc in Law and Finance from the University of Oxford

Our People

Research Division



Constantinos Zouzoulas
Managing Director

Experience: Constantinos Zouzoulas joined AXIA in July 2008 and is currently the Managing Director of the Research Division. Prior to joining AXIA, from 2004 to August 2008, Constantinos was a Senior Equity Research Analyst at the Investment Bank of Greece. Prior to that, Constantinos worked as an equity research analyst for Emporiki Bank and Egnatia Securities, covering Greek equities. Constantinos had also worked for PwC, between 1998 and 2000

Studies: Constantinos holds a BSc in International Business with a minor in Economics from Wichita State University and an MBA in Finance from the University of Miami



Jonas Floriani
Director

Experience: Jonas Floriani joined the AXIA Team in February 2017 and he holds the role of Director in the Research Division. Prior to joining AXIA, Jonas spent three and a half years at KBW in London as an Equity Research Vice President, primarily covering Swiss private banks and Greek banks, as well as carrying out secondary coverage of Italian Banks. Prior to that, Jonas served as an Equity Research Associate at Jefferies in London. Jonas has also worked at Banco de Brasil and IG Markets

Studies: Jonas holds a BA in Finance from the Federal University of Rio Grande do Sul in Brazil and in 2007 he completed the Investment Management Program of the London Business School



Argyrios Gkonis
Director

Experience: Argyrios holds the position of Director in AXIA's Research Division. He first joined AXIA in September 2013 as an Analyst, became an Associate in 2016 and a Vice President in 2018, before reaching his current position in 2021. Prior to becoming a member of AXIA's Research Division, Argyrios successfully completed a six-month internship with AXIA. Before AXIA, Argyrios worked for the NBG group as Junior Analyst in the Retail Loan Audit desk for one year

Studies: Argyrios holds an MSc in Financial Mathematics from Cass Business School and a BSc MPhys in Applied Mathematics and Physics from National Technical University of Athens (NTUA) with a specialization in Optoelectronics and Lasers



Mary Mantzourani
Analyst

Experience: In December 2020, Mary was promoted to Analyst in the Research Division. She has been a member of the AXIA team since December 2019 when she first assumed the role of Research Assistant after successfully completing a three-month Internship Program

Studies: Mary completed her studies in the University of Edinburgh in 2019 and holds a Masters of Arts with Honors degree in Business Management, while she also participated in a year abroad programme in the University of Hong Kong

Our People

● Capital Markets Division



Alevizos Alevizakos
Managing Director

Experience: Alevizos Alevizakos joined AXIA in October 2021 as a Managing Director in the Capital Markets Division, based in our Athens office. Alevizos boasts c.15 years of Capital Markets experience. Previously, he was employed as Group Head of Investor Relations and Financial Planning & Analysis at TP ICAP in London, after having worked in Equity Research within the banks teams of HSBC, KBW and Mediobanca in London, covering Banks and Diversified Financials

Studies: Alevizos holds a MSc in Management & Information Systems from London School of Economics and a BSc in Operational Research & Marketing from Athens University of Economics. He is a qualified Chartered Accountant (ICAEW) and was previously voted as Top-European FIG analyst by Thomson Reuters in 2017



Maria Mitsouli
Executive Director

Experience: Maria Mitsouli joined AXIA in June 2009 and is currently an Executive Director in the Capital Markets Department. Prior to joining AXIA, Maria worked for NBGI International, London in the Equity Sales Department. Between July 2005 - February 2008, Maria worked as a sales trader in Piraeus Bank (Foreign Institutional Equity Sales). Prior to that, she was the Head of the Derivatives Department in General Securities (ex-ABN AMRO) for nearly 5 years. Maria has also worked for Bloomberg L.P

Studies: Maria holds a BSc in Business Administration from the University of Piraeus and an MSc in Investment Management from City University



Vaia Dotsia
Associate

Experience: Vaia joined AXIA in October 2012 and after rapid development across various roles in AXIA's Investment Banking and Marketing departments, she assumed the role of Associate in AXIA's Capital Markets Department in April 2018

Studies: Vaia holds a BSc in Economics and Business from the Athens University of Economics and Business with a specialization in Finance and an MSc in Finance from ALBA Graduate Business School, having majored in Investments

Our People

● Group Operations Division



Giannos Constantinou
Deputy Financial Controller &
Risk Manager

Experience: Giannos initially joined AXIA in January 2014 in the capacity of Chief Accountant. In October 2020, Giannos Constantinou was promoted to Deputy Financial Controller and was also appointed as AXIA's Risk Manager. Prior to joining AXIA, Giannos held the position of Accounts Manager at Trust International Insurance Co (Cyprus) Ltd; and before this Giannos spent seven years in the Assurance & Advisory Business services of the Financial Services Division of EY Cyprus reaching the position of Acting Manager

Studies: Giannos has been a Fellow Member of the Association of Chartered Certified Accountants (ACCA) since October 2014, an ICPAC member since February 2010 and holds a BSc in Applied Accounting from Oxford Brookes University in the UK



Michelle Tsiamai
Group Compliance Officer &
AML Officer

Experience: Michelle Tsiamai has been with AXIA since June 2008. After 11 years as Head of AXIA's Back Office department, in May 2019, Michelle was appointed as AXIA's Anti-Money Laundering Officer and in October 2020 she was also appointed as the Group's Compliance Officer. Prior to AXIA, Michelle spent 10 years in other back office roles at brokerage firms in Cyprus, including the Cooperative Central Bank Ltd, Mega Equity Securities & Financial Services Ltd and Global Capital Securities & Financial Services Ltd.

Studies: Michelle is a qualified professional and holds the Advanced and AML Examination of the Cyprus Securities and Exchange Commission

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