

CAPITAL LINK LEADERSHIP AWARD

AWARD ACCEPTANCE SPEECHES – SUGGESTED POINTS

Nicolas Bornozis

Tsavliris are a successful, traditional, third generation shipowning and maritime services company.

The Group's founder, Alexander G. Tsavliris, was recently inducted into the Greek Shipping Hall of Fame, and deservedly so.

He created one of the first large shipping companies to establish itself in Piraeus after World War Two and he also created a major Greek salvage and towage company that could compete with the best of the world's salvage fleets.

His legacy has been honoured and expanded on by his three sons Nicolas, George and Andreas whom we honour today.

Without more ado, let's watch a short video that captures some of the achievements that we are honouring the Tsavliris family for.

Nicky Pappadakis

I was delighted when I heard that Nicolas, George and Andreas were to be given this Capital Link Leadership Award.

Not only are they leaders in their field, the very tough and unique field of marine salvage, but they are leaders in integrity that I dare to say is in their genes and they are leaders in the knowledge that they have acquired and put to daily use over decades in the business.

There could not be a better time to recognise the Tsavliris family's contribution to the maritime industries. Tsavliris recently celebrated 100 years from the birth of the group's founding father, Alexander G. Tsavliris; 75 years

from the commencement of the first Tsavliris shipping company and 50 years from the foundation of Tsavliris Salvage in 1964.

Nicolas, George and Andreas continue to embody the old school virtues of 'my word,,, my bond' that is the basis of trust and integrity in the shipping business.

As shipowners themselves, they are able to bring extra understanding to the plight of shipowners who have suffered a casualty and are sorely in need of their services.

As world-class salvors they have technical knowledge and experience beyond the scope of most of us and, allow me to say, they are providing a vital emergency service for our industry.

Many inquiries and studies have confirmed the role of salvors in protecting lives and property at sea, as well as providing defence against marine pollution.

Unfortunately, these days there is almost zero new investment in the sector, and the world's specialised salvage tug fleet is gradually disappearing.

As private, entrepreneurial salvors who continue today to maintain expensive tugs on salvage station at their own financial risk, I think they are almost "The Last of the Mohicans". But without them, more ships would be at risk of total loss, and for their service they deserve the industry's thanks.

They are also one of the last remaining Greek shipping families that has stayed together as one unit and I'm sure this has been one of the secrets of their longevity.

It's very pleasing to see another generation coming through and I also hear that there is interest in the family about returning to the dry cargo sector as an owner and manager in its own right once again, so I wish them the best of luck if that is indeed the case.

It gives me great pleasure to present these trophies to Nicolas, George and Andreas Tsavliris.

AAT: Thank you very much Olga and Nicolas Bornozis, organisers of the Capital Link Forum, for honouring us with this special award. It is greatly appreciated.

I believe that the success of our company is due to the high quality of our services which are appreciated by our clients. It's not always easy but we have always believed in shipping, and we've always believed in the importance of the salvor's work.

This has sustained us and kept us resolved to remain in the market even during some long lean spells. Thank goodness that we have had enough clients who have shown us loyalty by giving us the work whenever the need for a salvor arose.

I can say honestly in all the years that I have been in this business that I cannot recall a single instance when we ever let anyone down. This award will just encourage us to maintain the same high standards, and continue to further improve wherever we can.

GAT: Thank you! Our company's success – and the fact that we are still around after all these years, is first of all due to the solid foundations and the good business practices that were laid down and taught to us by our father Alexander G. Tsavliris.

He left us the most precious of things in this business – a good name and reputation – and this has always been the platform for anything we have done. Our father never acted selfishly for his own gain but was always looking out for others, and I hope that we also inherited that from him - a respect for people and for the human element in the business.

Friendships, partnerships and cooperation have helped us over the years and are part of the business vision that we have. The human element is central to shipping, and I would say in particular Greek shipping, which we are so proud to be part of.

Undoubtedly, there is strength in unity and the brotherhood and the love which exists between us and our families has played a big part in why we are here today.

NAT: Now that everything has been said and done - it falls upon me to thank everyone who made this pleasant event possible. I thank my dear brothers for so eloquently explaining how it all came to be.

We thank Nicky Papadakis who spoke sincerely from his heart kind and moving words about us. We thank Nicos and Olga Bornozis and all at Capital Link for their hard work and their initiative to select Tsavliris for the Capital Link Leadership Award. I would like to witness them receiving such a distinction themselves - as they are leaders in their own field.

Thanks goes to our staff at Tsavliris Salvage who always support us, many of whom have been loyal over many years, indeed in some cases over their entire careers.

We thank Pericles Panagopoulos and Captain Panagiotis Tsakos - both previous Capital Link Leadership Award winners - for being present here today and as our guests.

Last but not least we thank each and every one of you here today for the great honour you have bestowed upon our family and upon the memory of our Founding Father.

Thank you very much indeed.