



# Global Reach Regional Focus

Corporate Profile 2023





## 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 a branch in Athens, a subsidiary in New York and a representative office in Milan

Our on-the-ground presence in New York, 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

## Milan, Italy

Investment Banking  
Capital Markets Services

## New York, USA

Investment Banking  
Capital Markets Services

## Nicosia, Cyprus

Investment Banking  
Capital Markets Services  
Principal Strategies  
Administration



# 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 2013-2022, 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 with a new round of recapitalizations to strengthen their capital adequacy position
- In December 2021, AXIA acted as Global Coordinator & Advisor in the €240 million Share Capital Increase of Attica Bank
- 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
- 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 2013-2022

Advisor	Number of Mandates
<b>AXIA</b>	<b>15</b>
Goldman Sachs	10
Deutsche Bank	9
HSBC	9
JP Morgan	9
Barclays	8
BNP Paribas	8
Citigroup	8
Credit Suisse	8
UBS	8
BofA Merrill Lynch	7
Morgan Stanley	7
Mediobanca	4



# Select Financial Institutions Group (FIG) Credentials

April | 23

€473million

 attica bank

In relation to its share capital increase

Financial Advisor

April | 23

 EUROBANK

acquisition of a 13.41% equity stake in

 HELLENIC BANK

resulting to a total holding of 29.2%

Exclusive Financial Advisor

January | 23

€500million

 EUROBANK

7% Senior Preferred Notes due 2029

Co-Lead Manager

December | 22

 cepal

In relation to the 1<sup>st</sup> portfolio sale of corporate reperforming loans in the Greek market to

 Optima bank

Exclusive Financial Advisor

December | 22

€300million

 EUROBANK

10% Subordinated Tier II Notes due 2032

Co-Lead Manager

December | 22

 EUROBANK

acquisition of a 3.2% equity stake in

 HELLENIC BANK

resulting to a total holding of 15.8%

Exclusive Financial Advisor

December | 21

€240million

 attica bank

In relation to its share capital increase

Advisor & Global Coordinator

December | 21

 EUROBANK

acquisition of a 2.7% equity stake in

 HELLENIC BANK

resulting to a total holding of 12.6%

Financial Advisor

August | 21

 ATHEX GROUP  
Athens Exchange Group

acquisition of 10.24% equity stake in and strategic alliance agreement with

 BANK OF ATHENS

Financial Advisor

August | 21

 nexi

strategic partnership with

 ALPHA BANK

in the payments acceptance space in Greece

Financial Advisor

July | 21

 EUROBANK


acquisition of a 9.9% equity stake in

 HELLENIC BANK

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


 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 Advisor

February | 21

 ALPHA BANK

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

 Davidson Kempner  
Capital Management LP

Financial Advisor

February | 21

€267million

 ALPHA BANK


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

 Davidson Kempner  
Capital Management LP

Financial Advisor

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

# 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>May   21</p> <p> <b>Cardinal</b></p> <p>In relation to its financing</p> <p>Financial Advisor</p>	<p>December   20</p> <p>United Overseas Group Ltd.</p> <p></p> <p>In relation to the acquisition of</p> <p></p> <p>Financial Advisor</p>	<p>June   18</p> <p>\$23million</p> <p></p> <p>in relation to the partnership with</p> <p></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></p> <p>Co-Manager</p>	
<p>June   15</p> <p>\$236million</p> <p>Initial Public Offering</p> <p></p> <p>Co-Manager</p>	<p>April   15</p> <p>\$85million</p> <p>Series D Cumulative Redeemable Perpetual Preferred Shares</p> <p></p> <p>TEN LTD 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></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>October   23</p> <p>€1,240 million</p> <p></p> <p>Acquisition of all equity interests held by</p> <p></p> <p>and its subsidiaries in Romania</p> <p>Financial Advisor</p>	<p>July   23</p> <p>€345million</p> <p></p> <p>Agreement to acquire 50% of</p> <p></p> <p>renewables subsidiary in Greece</p> <p>Financial Advisor</p>	<p>September   22</p> <p>\$85million</p> <p></p> <p>In relation to the private offering of its Series A Preferred Stock</p> <p>Sole Placement Agent</p>	<p>August   22</p> <p>Fairness Opinion to the Board of Directors of</p> <p></p> <p>in relation to the consideration offered by</p> <p></p> <p>regarding the acquisition of a 75% stake of Ellaktor's RES business</p> <p>Independent Valuator</p>
<p>July   22</p> <p>Financial Advisory to the Board of Directors of</p> <p></p> <p>in relation to the formation of its financial policy in the new regulatory framework</p> <p>Financial Advisor</p>	<p>June   22</p> <p>Fairness Opinion to the Board of Directors of</p> <p></p> <p>in relation to the Voluntary Tender Offer by RB Ellaktor Holding B.V.</p> <p>Independent Valuator</p>	<p>April   22</p> <p>\$70million</p> <p></p> <p>In relation to its all-equity PIPE at \$10 per share</p> <p>Placement Agent</p>	<p>December   21</p> <p></p> <p>Investment of €7m in Select Fish S.A. by Elikonos 2 S.C.A. SICAR</p> <p>Exclusive Financial Advisor</p>
<p>November   21</p> <p></p> <p>Vision 2025</p> <p>In relation to its corporate transformation and energy transition strategy</p> <p>Financial Advisor</p>	<p>August   21</p> <p></p> <p>Co-advised 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></p> <p>Independent valuation of</p> <p></p> <p>in relation to the tender for its privatization</p> <p>Independent Valuator</p>	<p>July   21</p> <p>€500million</p> <p></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></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></p> <p>held by</p> <p></p> <p>through an accelerated bookbuilding offering</p> <p>Joint Global Coordinator &amp; Joint Bookrunner</p>	<p>March   21</p> <p>€125million</p> <p></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></p> <p>3.875% Sustainability-Linked Senior Notes due 2026</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
- 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

November | 23

€56.6million

**TradeEstates**

Initial Public Offering  
on the  
Athens Stock Exchange

Lead Underwriter

February | 23

€438million

**ALPHA BANK**

In relation to the formation of an equity partnership in the Greek real estate space with the consortium of

**DIMAND & PREMIA**

Financial Advisor

December | 21

€135million

**EUROBANK** | **PIRAEUS BANK**

In relation to the sale of their loan exposures in G. Kipriotis & Sons S.A. to funds managed by

**H.L.G. CAPITAL**

Exclusive Financial Advisor

December | 19

€650million

**LAMDA DEVELOPMENT**

Share capital increase via rights issue

Joint Global Coordinator

August | 19

**Frontisa Management Limited**

In relation to a hospitality development project in Mykonos jointly with

**GRIVALIA HOSPITALITY**

Exclusive Financial Advisor

May | 19

€1.7billion

**GRIVALIA PROPERTIES**

In relation to its merger by absorption with

**EUROBANK**

Joint Financial Advisor

December | 17

**GSO 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

July | 14

€150million

Rights Issue

**LAMDA DEVELOPMENT**

Joint Underwriter



# Executive Team

# Group Managing Directors



**Antonios Achilleoudis**  
Founding Partner, Group  
Managing Director and member of  
the Executive Committee of AXIA

Antonios Achilleoudis is a Founding Partner, Group Managing Director and member of the Executive Committee of AXIA Ventures 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, Group  
Managing Director and member of  
the Executive Committee of AXIA

Dimitrios Athanasopoulos is a Founding Partner, Group Managing Director and member of the Executive Committee of AXIA Ventures Group, Ltd., which is the parent of AXIA Capital Markets, LLC, with more than 25 years of experience in the finance industry. 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. He is a Founding Partner and currently serves as Chief Financial Officer, Treasurer, and Director of ITHAX Acquisition Corp. From 2001 to 2004 Dimitrios worked for a large family office in NY, with assets under management of \$3.5 billion, conducting due diligence and ideas 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. Dimitrios has been Head of International Committee at HOPEgenesis.



**George Linatsas**  
Founding Partner, Group  
Managing Director and member of  
the Executive Committee of AXIA

George Linatsas is a Founding Partner, Group Managing Director and member of the Executive Committee of AXIA. Prior to joining AXIA, George Linatsas was the General Manager, Head of Equities and Member of the Board of Piraeus Securities. He has spent over 25 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 or local finance and investment conferences. He holds a B.S. in Finance & Marketing from the University of Maryland at College Park and an M.B.A. 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 FiliaGroup 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**  
Senior Advisor in the Investment Banking Division

Marco joined AXIA in 2017 as Managing Director and Head of Italy and is currently a Senior Advisor in the Investment Banking Division. 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 CFO of Seenergy 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 Seenergy's Board of Directors and Shipping Committee. Prior to joining Seenergy, Christina spent two years as CFO 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



Giovanni Sebastiani  
Managing Director

**Experience:** Giovanni Sebastiani joined AXIA in May 2022 as a Managing Director in the Investment Banking Division and is based in Milan. He comes with a wealth of experience in the Italian and international finance markets spanning nearly three decades providing advisory services for M&A and capital markets transactions. Prior to joining AXIA, Giovanni served for 7 years as CFO of Edison Rinnovabili (formerly E2i Energie Speciali) one of Italy's leading renewable energy operators. He spent most of his career with Lehman Brothers and Nomura quickly becoming a Managing Director in the Communications Group, and Head of M&A for Italy, respectively

**Studies:** Giovanni holds a BSc in Business Administration from La Sapienza University of Rome and has the Italian qualification as certified public accountant

# Our People

## Investment Banking Division (Cont'd)



**Zacharias Psyris**  
Director

**Experience:** Zacharias Psyris currently holds the position of Director in AXIA's Investment Banking Division. He first joined AXIA in March 2017 as a Senior Analyst, became an Associate shortly after, before reaching the Vice President position in April 2019 and Director in May 2022. Prior to joining AXIA, Zacharias spent two years with Deloitte (Athens), serving as Senior Consultant in the Financial Advisory Services Department. During his spell at Deloitte, Zacharias was engaged in various Financial Due Diligence, Restructuring and Advisory projects, covering a wide range of sectors, including Consumer Business, Energy & Resources and Healthcare. Prior to that, Zacharias had successfully completed the three-month internship program of AXIA's Investment Banking Division

**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



**Vasileios Lingitsos**  
Director

**Experience:** Vasileios currently holds the position of Director in the Investment Banking Division. He first joined AXIA in February 2021 as a Vice President while 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



**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



**Vasilis Kordopatis**  
Vice President

**Experience:** Vasilis joined AXIA in February 2022 as a Vice President in the Investment Banking Division. Prior to AXIA, Vasilis was employed in the Debt Capital Markets division of Credit Agricole CIB in London, most recently as an Assistant Director, focusing on capital structuring and rating advisory for financial institutions. Before Credit Agricole CIB, he worked in the Risk Department of the European Investment Bank and European Stability Mechanism in Luxembourg

**Studies:** Vasilis holds a MSc in Finance from Lancaster University Management School in UK and a BSc in Business Administration from the University of Piraeus



**Sophia Pantazi**  
Vice President

**Experience:** Sophia currently holds the position of Vice President 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, she became an Analyst in October 2017, before reaching the Associate position in March 2020. During her time in AXIA, Sophia has gained experience across various sectors, with a particular focus on renewable energy and real estate/hospitality.

**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 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



# Our People

## Investment Banking Division (Cont'd)



**Stefania Kapsali**  
Associate

**Experience:** Stefania currently holds the position of Associate in AXIA's Investment Banking Division. She first joined AXIA in September 2020 as an Analyst in the Investment Banking Division, before reaching the position of Associate in May 2023. Prior to 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



**Adonis Skandalakis**  
Associate

**Experience:** Adonis joined AXIA's Investment Banking Division as an Analyst in June 2021 and he was promoted to Associate in May 2023. 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



**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 Bayes Business School, and a BSc in Banking and Financial Management from the University of Piraeus



**Ioanna Kostaki**  
Analyst

**Experience:** Ioanna 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



**Alexandros Karasavvas**  
Analyst

**Experience:** Alexandros joined AXIA in January 2022 as an Analyst in the Investment Banking Division. Before becoming a member of AXIA's team, Alexandros had successfully completed AXIA's three-month internship Program while prior to AXIA he completed an internship in the Consulting Department of Uni Systems S.M.S.A.

**Studies:** Alexandros holds a BSc in International and European Economic Studies from the Athens University of Economics and Business and an MSc in Finance awarded with Distinction from Warwick Business School



**Konstantina Tsiouni**  
Analyst

**Experience:** Konstantina Tsiouni joined AXIA in December 2022 as an Analyst in the Investment Banking Division. Before becoming a member of AXIA's team, Konstantina had successfully completed AXIA's three-month internship program. Prior to AXIA, she completed an internship in the Internal Audit Division of PwC Greece

**Studies:** Konstantina holds a BSc in Business Administration from Athens University of Economics and Business and an MSc in Banking and International Finance from Bayes Business School

# Our People

## Research Division



Constantinos Zouzoulas  
Managing Director

**Experience:** Constantinos 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



Eleni Ismailou  
Senior Associate

**Experience:** Eleni Ismailou joined AXIA in December 2022 as a Senior Associate in the Research Division. Prior to AXIA, Eleni worked in the Financial Institutions Coverage division of BNP Paribas CIB in Athens, covering Greece and Cyprus focusing on Debt and Equity Capital Markets. Before, BNP Paribas CIB, she worked as an Associate in Investment and Middle Office functions at Bedrock Group in London

**Studies:** Eleni holds an MA in International Political Economy from King's College London in the UK and a BA Hons in Business Management from London Metropolitan University



Christiana Tsoukala  
Analyst

**Experience:** Christiana joined AXIA in May 2022 as an Analyst in the Research Division. Before becoming a member of AXIA's team, Christiana spent a year and a half at Piraeus Bank's Asset Management and Treasury Departments

**Studies:** Christiana holds a BSc Hons in Economics from Queen Mary University of London and an MSc in Finance from Imperial College London



Alexis Chaidopoulos  
Junior Analyst

**Experience:** Alexis Chaidopoulos joined AXIA in September 2023 as a Junior Analyst in the Research Division. Before becoming a member of AXIA's team, Alexis had successfully completed AXIA's three-month internship program. Prior to AXIA, he completed an internship as Global Markets Summer Intern at Amplify Trading in London

**Studies:** Alexis holds a MSc in Risk Management & Financial Engineering from Imperial College Business School and a BSc in Economics with First Class Honours from City University of London

# Our People

## ● Capital Markets Division



Maria Mitsouli  
Executive Director

**Experience:** Maria 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  
Vice President

**Experience:** Vaia is currently a Vice President in the Capital Markets Division. She first 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 Division in April 2018 before reaching the position of Vice President in November 2021. Throughout her time at AXIA she has been engaged in multiple Equity and Debt Capital Markets transactions while at the same time she is responsible for AXIA's Marketing & CSR Strategy

**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  
Financial Controller

**Experience:** Giannos initially joined AXIA in January 2014 in the capacity of Chief Accountant, in October 2020 he reached the Deputy Financial Controller position and was also appointed as AXIA's Risk Manager while in June 2023, he was promoted to Financial Controller. 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 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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