Global Reach Regional Focus

Corporate Profile 2024

AXIA

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

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 buyside and sellside 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 2013-2023, having attracted significant amounts of foreign institutional capital

AXIA's Role & Achievements in the Peripheral Eurozone

- In November 2023, AXIA acted a Co-Lead Manager in the €1,067 million Fully Marketed Offering in National Bank of Greece on behalf of the Hellenic Financial Stability Fund. This is the largest privatization via FMO to have taken place in Europe in recent years and the largest follow-on in Greece since 2021
- 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 offered comprehensive support to the management teams, advising from structure to marketing and execution in order to ensure a successful and long-term result

Number of Mandates in the capital raising process of the Greek and Cypriot Banking Sector 2013-2023

Advisor	Number of Mandates
AXIA	**17**
Goldman Sachs	12
JP Morgan	12
Barclays	11
Citigroup	10
BNP Paribas	9
BofA Merrill Lynch	9
Deutsche Bank	9
HSBC	9
Morgan Stanley	9
UBS	9
Credit Suisse	8
Mediobanca	4

Select Financial Institutions Group (FIG) Credentials

June 24
EUROBANK
Completion of the acquisition of a 26.1% equity stake in
HELLENIC BANK
resulting to a total holding of 55.3%
Financial Advisor

April 24
€650million
EUROBANK
4.875% Senior Preferred Notes due 2031
Co-Lead Manager

March 24
€1,350million
In relation to the Fully Marketed Offering by
HELLENIC FINANCIAL STABILITY FUND
for 337,599,150 shares in
PIRAEUS FINANCIAL HOLDINGS
Co-Lead Manager

November 23
EUROBANK
Minority stake acquisition and strategic partnership with
plum
Exclusive Financial Advisor

November 23
€1,067million
In relation to the Fully Marketed Offering by
HELLENIC FINANCIAL STABILITY FUND
for 201,237,334 shares in
NATIONAL BANK OF GREECE
Co-Lead Manager

April 23
€473million
attica bank
In relation to its share capital increase
Financial Advisor

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

January 23
€500million
EUROBANK
7% Senior Preferred Notes due 2029
Co-Lead Manager

December 22
cepal
In relation to the 1st 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 21
€240million
attica bank
In relation to its share capital increase
Advisor & Global Coordinator

August 21
ATHEXGROUP
Athens Exchange Group
acquisition of 10.24% equity stake in and strategic alliance agreement with
BELGRADE STOCK EXCHANGE
Financial Advisor

August 21
nexi
strategic partnership with
ALPHA BANK
in the payments acceptance space in Greece
Financial Advisor

June 21
€800million
ALPHA BANK
Offering of 800,000,000 New Ordinary Shares
Joint Bookrunner

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 Advisor

February 21
ALPHA BANK
Sale via securitization of €10.8 billion Galaxy portfolio to funds managed by
DavidsonKempner Capital Management LP
Financial Advisor

February 21
€267million
ALPHA BANK
Sale of an 80% stake in Cepal Holdings to funds managed by
DavidsonKempner Capital Management LP
Financial Advisor

February 20
€500million
PIRAEUS BANK
In relation to the issue of Tier II notes
Co-Manager

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

May 21 Cardinal In relation to its financing Financial Advisor	December 20 United Overseas Group Ltd. In relation to the acquisition of UACC Financial Advisor	June 18 $23million nordic hamburg in relation to the partnership with MANGROVE PARTNERS for the acquisition of dry bulk vessels Exclusive Financial Advisor	September 16 $51million Common Stock Offering StarBulk CARRIERS CORP. Co-Manager
June 15 $236million Initial Public Offering GENER8 MARITIME Co-Manager	April 15 $85million Series D Cumulative Redeemable Perpetual Preferred Shares TEN LTD Co-Manager	May 14 $200million In connection with the formation of a Joint Venture in the dry bulk shipping industry Major US Private Equity Fund Exclusive Financial Advisor	July 13 ELIX AVIATION CAPITAL In relation to the formation of a JV in the aviation industry OAKTREE Exclusive Financial Advisor
2012 seanergy Joint Financial Advisor			

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

July 24 €100million in relation to the capital raising efforts for the development of a biomethane platform in Italy Financial Advisor	June 24 €114.7million ELLAKTOR GROUP In relation to the agreement to sale 94.44% of the share capital of HELECTOR SA to MANETIAL LIMITED, subsidiary of MOTOR OIL Fairness Opinion Provider	April 24 Sofinter group Majority stake acquisition by MUTARES Financial Advisor	January 24 €79.2million In relation to a successful private placement of 6,000,000 shares GEK TERNA GROUP OF COMPANIES Global Coordinator & Bookrunner
December 23 €235million In relation to the private placement of 11% of the share capital of HELLENiQ ENERGY held by & Paneuropean Oil and Industrial Holdings S.A. through an accelerated bookbuilt offering Co-Lead Manager	December 23 €250million MACQUARIE Acquisition of 50% of enel Green Power renewables subsidiaries in Greece Financial Advisor	October 23 €1,240 million ΔΕΗ Acquisition of all equity interests held by enel and its subsidiaries in Romania Financial Advisor	September 22 $85million MONDEE In relation to the private offering of its Series A Preferred Stock Sole Placement Agent
August 22 Fairness Opinion to the Board of Directors of ELLAKTOR GROUP in relation to the consideration offered by MOTOR OIL regarding the acquisition of a 75% stake of Ellaktor's RES business Independent Valuator	June 22 Fairness Opinion to the Board of Directors of ELLAKTOR GROUP in relation to the Voluntary Tender Offer by RB Ellaktor Holding B.V. Independent Valuator	April 22 $70million MONDEE In relation to its all-equity PIPE at $10 per share Placement Agent	August 21 intralot 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 Financial Advisor
July 21 €500million ΔΕΗ 3.375% Sustainability-Linked Senior Notes due 2028 Joint Bookrunner	May 21 €117.1million (equity value) CF Ventus DAC Sale of wind farm portfolio of 220MW in operation and a 650MW development pipeline to MOTOR OIL Sell-Side Financial Advisor	April 21 €50million in relation to a successful private placement of 25,000,000 shares in ELVALHALCOR held by VIOHALCO through an accelerated bookbuilding offering Joint Global Coordinator & Joint Bookrunner	March 21 €650million & €125million (add-on) ΔΕΗ 3.875% Sustainability-Linked Senior Notes due 2026 Joint Bookrunner

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

June 24
€48.3million
NOVAL PROPERTY
Initial Public Offering on the Athens Stock Exchange
Lead Underwriter

November 23
€55.8million
TradeEstates
Initial Public Offering on the Athens Stock Exchange
Lead Underwriter

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.I.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 Crédit 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 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 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

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

Vasilis Kordopatis
Director

Experience: Vasilis Kordopatis currently holds the position of Director in AXIA's Investment Banking Division. He joined AXIA in February 2022 as a Vice President while in June 2024 he was promoted to Director. 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

Our People

Investment Banking Division (Cont'd)

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

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

Katerina Avramopoulou
Vice President

Experience: Katerina Avramopoulou joined AXIA as a Vice President in the Investment Banking Division in December 2023. With ten years of experience in the investment banking industry she has worked in financial institutions with a focus in Acquisitions and Leveraged Finance advising private equity sponsors and corporate clients operating within the real assets and infrastructure space. Katerina has also worked on various debt advisory and underwriting mandates. Before AXIA, she spent over two years at Stronghold Global Finance as an Investment Banking Associate Director and ESG Director. Katerina has also spent five years with Nomura, in the UK and Luxembourg and started her career as an Analyst in the European Investment Bank

Studies: Katerina holds a Bachelor's degree in Banking and Financial Management from University of Peiraeus and a MSc in Finance from Cass Business School while she has also completed executive education courses in Project Finance and Infrastructure at ESCP Europe and Oxford Universities

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 August 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

Alexandros Karasavvas
Associate

Experience: Alexandros Karasavvas currently holds the position of Associate in AXIA's Investment Banking Division. He joined AXIA in January 2022 as an Analyst in the Investment Banking Division, before reaching the position of Associate in June 2024. Prior to becoming a member of AXIA's team, Alexandros had successfully completed AXIA's three-month internship Program while before 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

Our People

Investment Banking Division (Cont'd)

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

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

Alkis Karaviotis
Analyst

Experience: Alkis Karaviotis holds the position of Analyst in the Investment Banking Division. He first joined AXIA in September 2023 as an Investment Banking Intern and after successfully completing AXIA's Internship Program he transitioned to Analyst in December 2023. Prior to AXIA, Alkis completed a 4-month internship in the Listing & Issuers Division of the Athens Stock Exchange Group and a consulting internship in the Strategy Division of Deloitte

Studies: Alkis holds a BA in Business & Management with specialization in Finance from the University of Reading

Filippo Tagliavini
Analyst

Experience: Filippo Tagliavini joined AXIA in January 2024 as an Analyst in the Investment Banking Division. Before becoming a member of AXIA's team, Filippo had successfully completed AXIA's three-month internship Program while prior to AXIA he completed internships in the M&A division of Intesa Sanpaolo – IMI CIB and in the Project Finance Infrastructure division at PwC

Studies: Filippo holds a BSc in Business Administration and Management from Bocconi University and an MSc in Management from ESCP Business School

Dimitris Georgakis
Analyst

Experience: Dimitris Georgakis joined AXIA in February 2024 as an Analyst in the Investment Banking Division. Prior to joining AXIA, Dimitris was employed for two and a half years in the Real Estate Investments division of Dromeus Capital Group, where he served as an Investment Analyst

Education: Dimitris holds a BSc in Accounting and Finance from the Athens University of Economics and Business, with a major in Finance

Pavlos Krashias
Analyst

Experience: Pavlos Krashias holds the position of Analyst in the Investment Banking Division. He first joined AXIA in October 2023, as an Investment Banking Intern and after successfully completing AXIA's Internship program he became an Analyst in March 2024. Prior to AXIA, Pavlos completed an internship with AXA XL as an Insurance Pricing Intern within the Property and Casualty Wholesale Team in London

Education: Pavlos holds a BSc in Statistics, Economics and Finance from University College London

Giacomo Morici
Analyst

Experience: Giacomo first joined AXIA in July 2023, as an Investment Banking Intern and after successfully completing AXIA's Internship program he became an Analyst in May 2024. Prior to AXIA, Giacomo undertook a strategic consulting internship with REA Global Consulting in Rome

Education: Giacomo holds a BSc in Economics and Business from Luiss Guido Carli and a MSc in 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

Stathis Kaparis
Director

Experience: Stathis Kaparis joined AXIA in April 2024 and is currently Director in the Research Division. Prior to AXIA, Stathis worked as a Senior Equity Analyst and Equity Portfolio Manager, co-managing the Memnon Opportunities fund at Zadig Asset Management in London. Before his tenure at Zadig, he held positions as a startup Partner and Senior Equity Analyst at Westray Capital Management and as a Partner and Equity Analyst at Theorema Advisors in London. Before entering the finance industry, Stathis spent 3 years at Ford Motor Company in UK as a Development Engineer

Studies: Stathis holds a PhD in Finance from Imperial College London and is a CFA Charterholder

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
Director

Experience: Vaia Dotsia is currently a Director 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. In November 2021, she reached the position of Vice President and in June 2024, she was promoted to Director. Throughout her time at AXIA she has been engaged in multiple Equity and Debt Capital Markets projects of over €13bn in total transaction value ranging across financials, real estate, energy and industrials; while at the same time she is leading 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

Anastasia Kyriakopoulou
HR Director

Experience: Anastasia joined AXIA as an HR Director in January 2024, with over 10 years of experience in the HR industry within Financial Services and Management Consulting. Prior to AXIA, she served as HR Business Partner at ZS Associates, a large multinational Management Consulting firm in London, focusing on the firm's People Strategy and HR initiatives. Before ZS Associates, Anastasia spent 6 years at CLS Group, a Fintech firm in London, where as a HR Business Partner she guided and coached various teams through a period of organizational and cultural change. As part of her professional journey, she has also joined EDF Trading and Morgan Stanley in London

Studies: Anastasia holds a BSc in Political Science and Public Administration from National and Kapodistrian University of Athens and an MSc in Human Resource Management from Surrey Business School

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