

Focus on Shipping Industry

Empowering quality solutions for a sustainable tomorrow in the shipping industry

March 2021



They say that in business you can always expect the unexpected. Nowadays, companies have to fight not only against volatility, uncertainty, market disruption, changing market conditions but also against the coronavirus pandemic. In this ever-changing world, which requires alertness, proactiveness and adaptability, you deserve a dynamic, knowledgeable, experienced and trusted advisor.

Our client focus and quality of services is our uncompromising principle. Our clients' sustainability, progress and trust is our only concern and aspiration.

Having a wide range of experience in working with ambitious management teams and growing companies, we are passionate about leveraging our clients' strategic vision, people and capabilities, by delivering state-of-the-art services. It is our purpose to help them identify and exploit their opportunities in today's swiftly adapting market realities, by creating sustainable economic and social value.

In Grant Thornton, we develop long-term relationships with our clients, by providing holistic, one-stop-shop value-added services, with no geographical borders. Our main goal is to support your business development with audit, tax, outsourcing and advisory services, providing solutions to your challenges. As always, we share our industry and market expertise, and valuable insights wherever your operations are, with a reliable international network and five offices around Greece; let alone today, when we are all face the same risks and challenges due to the pandemic.

Our greater reward is our proven clients' satisfaction, appreciation and respect.*

We are Grant Thornton.

What defines our unparalleled edge

**Global network with
in-depth
local knowledge**

**Deep knowledge of the shipping
industry, market conditions
and the economy**

More than 2,200 clients

**Experienced, knowledgeable
and committed team of
professionals**

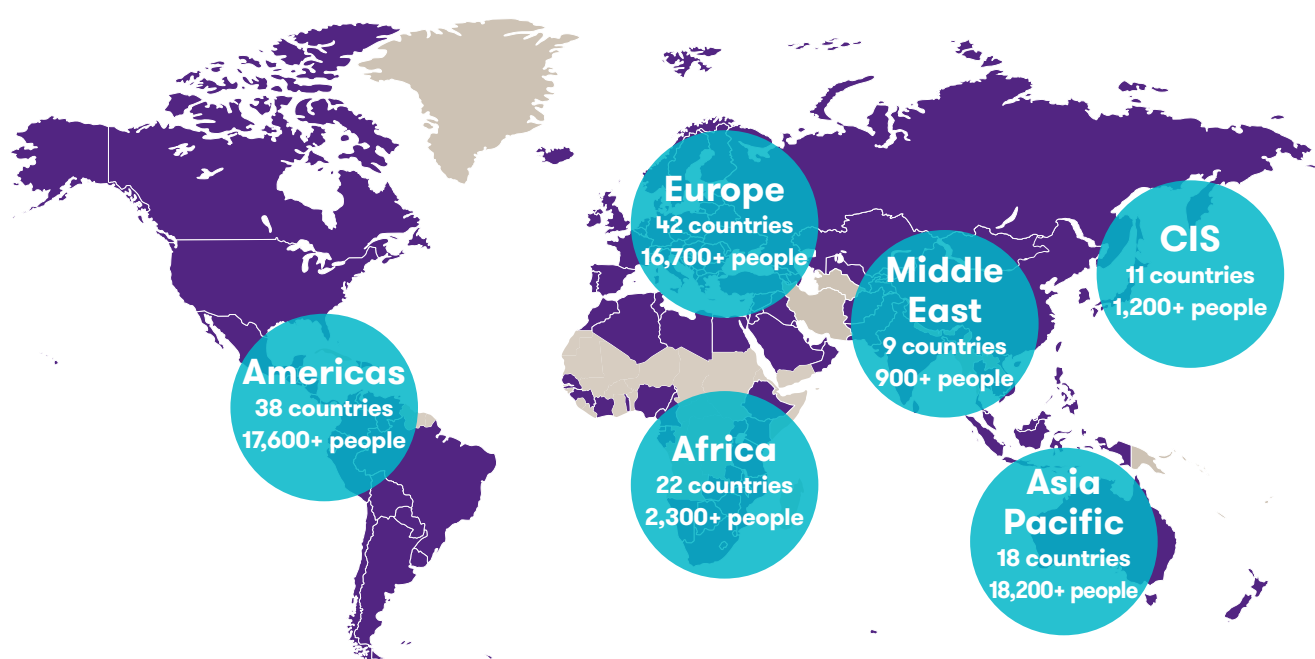
**Focus on client needs
delivering value-added
insights**

**Forging solid client
relationships**

**“Global wings.
Local roots.”**

World class global capabilities

We're a network of independent assurance, tax and advisory firms, made up of 58,000+ people in over 140 countries. And we're here to make business more personal and build trust in to every result.




USD 5.76bn
(2020 revenue)


58,000+
people


Over 80%
of clients rate us as world-class in the areas that matter most to them


750+
offices


140+
countries



We are everywhere you are in Greece, and everywhere you want us to be

Grant Thornton in Greece is a leading provider of national audit, tax and advisory services. With **5 offices** in Greece and more than **750 people**, we apply strong technical guidance and breadth of expertise to ensure that clients receive a truly different experience.



Revenue growth
(FY 2009 – 2019)*

39,1m €

€ 13,5m

2009

2019

Personnel growth
(FY 2009 – 2019)*

>750

290

2009

2019

*Fiscal Year 1/7 – 30/6



40
partners



Over 158%
personnel growth
(FY 2009 – 2019)*



39.1m
revenue in 2019
fiscal year*



190%
increase in total
turnover
(FY 2009– 2019)*



27
years track record



5
offices in Greece



PCAOB
registered

”

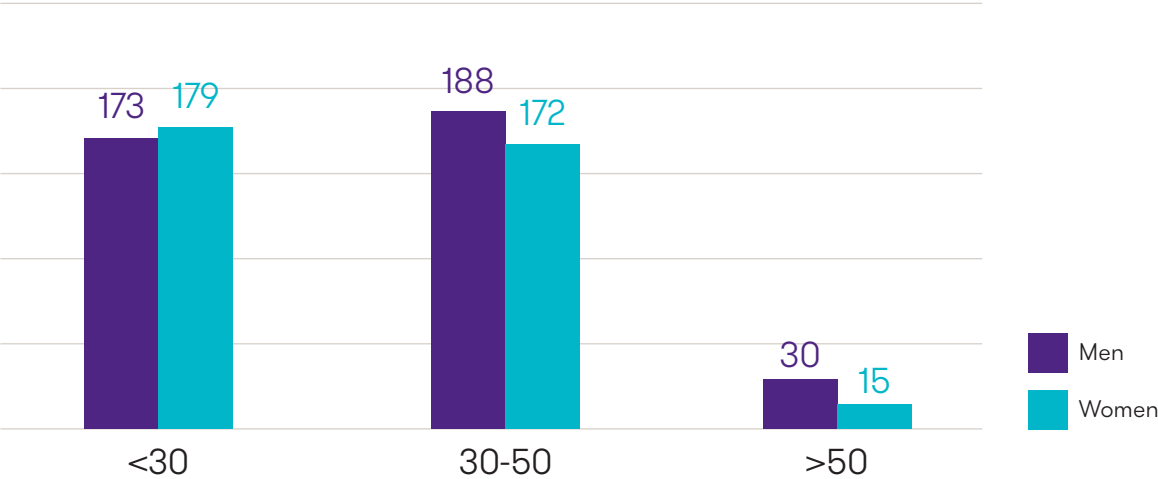
**Bringing today
the next
generation
professional
services.**

”

An experienced and knowledgeable team committed to drive you forward

In a changing global economy, we are the fastest growing and most dynamic brand in the accountancy market and our main goal is to constantly foster sustainability for our clients, by providing proactively quality services, meeting the needs and aspirations of our clients. Furthermore, we are constantly aiming at earning our clients' appreciation and trust.

We combine experience and knowledge with fresh thinking and dynamism.
Age structure (2018-2019)



212

ACCA & ACA Members



85

certified Public Accountants



48%

of our employees are females



40%

of our leaders are females

A dynamic team committed to drive you forward

The shipping industry is constantly evolving and adapting to new market conditions and uncertainties while complex regulations and other restrictions shape the future environment. At Grant Thornton, we can help you turn these challenges into opportunities and become your trusted advisor providing efficient and dynamic solutions to your needs.



Vassilis Kazas
Managing Partner



Nikolaos Karamouzis
Chairman



George Deligiannis
Advisory Leader



Manolis Michalios
Assurance Leader



Thanasis Xynas
Shipping Sector Expert



Lina Kaza
Shipping Sector Expert



Sotiris Gioussios
Tax Advisory Leader



George Pirlis
Outsourcing Services
Expert



Specialized executives in the Shipping Industry



Thanasis Xynas

Thanasis is Partner in Grant Thornton Greece, in charge of the Shipping sector overseeing the provision of assurance and advisory services to companies operating in the shipping industry. During his career, Thanasis has worked with a number of public and private companies providing assurance and consulting services. His expertise spans across different industries including shipping, transportation and energy and has significant experience in financial audits, internal audit and corporate governance systems. Thanasis is a Certified Chartered Accountant and holds the ACCA qualification.



Lina Kaza

Lina is Partner in Grant Thornton Greece specializing in the provision of assurance services to companies in the shipping industry including audit services and internal control assessments. She has developed specific expertise in the audit of large listed and private groups under IFRS and US GAAP and is currently leading PCAOB audits and other listed group audits in Greece. Lina has worked in Grant Thornton US (New York) and Grant Thornton UK (London) providing assurance services including IPOs and PCAOB audits of large public groups. She holds the ACA (UK), CPA (USA and Greece) qualifications and is a member of the Global Audit Quality Steering Committee of Grant Thornton International.

Unnegotiable quality of the highest ethical and business standards

Grant Thornton has been certified for the **Quality Management System** with the new **BS EN ISO 9001: 2015** standard in the field of Audit, Tax and Advisory Services that validates the high quality of our services and the **ISO / IEC 27001: 2013** for the “Information Security Management System” it uses.



A dedicated team with relevant experience in ensuring compliance with professional standards and regulatory requirements for over 16 years.

Advanced ERP system functionality used to centrally control & manage assurance and advisory engagements

Audit Quality Indicators are used to measure quality performance

Strong corporate governance structure (incorporating risk & independence processes)

Emphasis in Ethics, Independence, professional behavior & high quality of work



“

**Everything in
business starts
with value
creation.**

**Value creation
starts with
listening. How
can we help?**

”

Our client focus and commitment is beyond numbers

No 1

fastest growing
professional
services firm

No 1

in listed entities

More than
2.200

clients served
during the past
4 years

Deep knowledge
and expertise in the
shipping industry

74%

NPS – Net
Promoter Score

**Over
50**

Multinational
clients

11%

market share

Business is an ecosystem of relationships. That is why our clients honor and trust our people and services.

“With no ‘gray’ areas. For us, this is #1 that distinguishes GT from the companies we have used before.”

CFO, Listed Entity

“Very structured, focused and extremely efficient during our cooperation. The team was very capable and technically advanced.”

General Manager & Group COO,
Listed Entity

“Combined a clear understanding of clients’ needs with modern methodology and a pragmatic approach on how to achieve them.”

CFO,
Large Greek Entity

“Professional approach to all our questions and problems. Makes the Management feel safe.”

CEO, Multinational Company

“Next to the client, showing courtesy, willingness, high level of cooperation and immediate responses to our needs.”

Director of Credit Control,
Listed Entity





**We support
you in a 360°
way, providing
reliable
solutions to
challenges**



We support you in a 360° way

Business is an ecosystem of our services and our people. This is why our clients honor and trust our people and services. However, what distinguishes us is our deep **commitment to our clients**, our **outstanding services** and **client-centric approach**. Moreover, our solution-focused consulting strategy, values and principles that place our clients' investment as our top priority, give us an undeniable competitive edge.



Assurance

Our quality services strengthen your business potential and stakeholder confidence. You will receive professional results, focused services and insights that will enhance your corporate sustainability.

- Financial Statement audit
- IFRS / US GAAP reporting
- IPOs & Corporate Bonds Issuance Services
- Service Organization Control reports (SOC)
- Quality assessment of internal controls
- Compliance assessment (eg. SOX 404)
- Other compliance and testing services (eg. pool audits)

Advisory

Our professional team offers comprehensive services to help protect, transform and accelerate value creation today, so you have opportunity to thrive and compete effectively tomorrow.

- M&A and Transactional advisory (e.g. business plan review, valuation services, fairness opinion)
- Restructuring advisory
- Business consulting (e.g. operating expenses benchmarking and sustainability assessment reports)
- Technology Intelligence and Performance
- Lead Advisory

Tax & Outsourcing

Our national and international corporate and personal tax team help you manage proactively, effectively and efficiently your tax obligations, in a changing world, by providing quality services, unparalleled knowledge, expertise and client focus.

- Individual tax services
- International tax services
- Tax compliance services to management entities
- Accounting and financial reporting
- Payroll processing and administration

Our experience

Selected shipping credentials

Navios Shipmanagement Holdings Corp
Navios Group
Navios Maritime Acquisition
Navios Maritime Partners
Navios Holdings
Navios Midstream Partners
Pyxis Tankers Inc.
Polembros Shipping Ltd
M-Maritime
Aegean Shipping
Konkar Shipping Agencies SA
Seacommercial Shipping Services
Maritime Enterprises Management

Omicron Ship Management
Ethos Shipping Investments
Olympic Shipping & Management
Kyla Shipping
Pleiades Shipping
Hellenic Carriers
Segaline SA
Euronav Ship Management
Overseas Ship Management
Technomar Shipping
ANEK Lines
Attica Group (Blue Star Ferries, Superfast
Ferries, Hellenic Seaways)



Our presence

Our offices are located not only in **Athens, London, New York, Singapore and Hong Kong** but also all over the world.

Africa

- Algeria
- Botswana
- Cameroon
- Côte d'Ivoire
- Egypt
- Ethiopia
- Gabon
- Guinea
- Kenya
- Libya
- Malawi
- Mauritius
- Morocco
- Namibia
- Nigeria
- Rwanda
- Senegal
- South Africa
- Togo
- Tunisia
- Uganda
- Zambia
- Zimbabwe

Americas

- Antigua
- Argentina
- Aruba
- Barbados
- Bolivia
- Bonaire
- Brazil
- British Virgin Islands
- Canada
- Cayman Islands
- Chile
- Colombia
- Costa Rica
- Curacao
- Ecuador
- El Salvador

- Guatemala
- Honduras
- Mexico
- Nicaragua
- Panama
- Paraguay
- Peru
- Puerto Rico
- St Lucia and St. Vincent and the Grenadines
- St. Kitts & Nevis
- St. Maarten
- Trinidad and Tobago
- United States
- Uruguay
- Venezuela

Asia Pacific

- Afghanistan
- Australia
- Bangladesh
- Cambodia
- China
- Hong Kong
- India
- Indonesia
- Japan
- Korea
- Malaysia
- Myanmar
- New Zealand
- Pakistan
- Philippines
- Singapore
- Taiwan
- Thailand
- Vietnam

CIS

- Armenia
- Azerbaijan
- Belarus

- Georgia
- Kazakhstan
- Kyrgyzstan
- Mongolia
- Russia
- Tajikistan
- Ukraine
- Uzbekistan

Europe

- Albania
- Austria
- Belgium
- Bosnia and Herzegovina
- Bulgaria
- Channel Islands
- Croatia
- Cyprus
- Czech Republic
- Denmark
- Estonia
- Finland
- France
- Germany
- Gibraltar
- Greece
- Hungary
- Iceland
- Ireland
- Isle of Man
- Israel
- Italy
- Kosovo
- Latvia
- Liechtenstein
- Lithuania
- Luxembourg
- Macedonia
- Malta
- Moldova
- Monaco
- Netherlands

- Norway
- Poland
- Portugal
- Romania
- Serbia
- Slovak Republic
- Slovenia
- Spain
- Sweden
- Switzerland
- Turkey
- United Kingdom

Middle East

- Bahrain
- Kuwait
- Lebanon
- Jordan
- Oman
- Qatar
- Saudi Arabia
- United Arab Emirates
- Yemen



This is your possible.

Discover the power
of your new normal.



Grant Thornton

Audit | Tax | Advisory | Outsourcing | gt.gr



[grant-thornton.gr](https://www.grant-thornton.gr)