



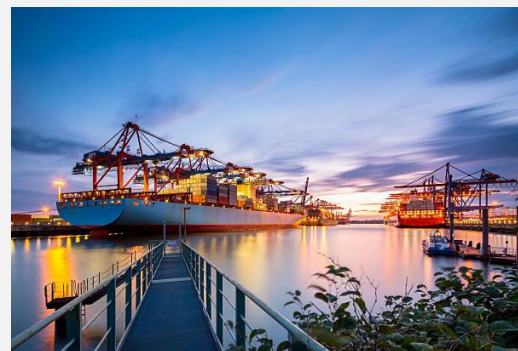
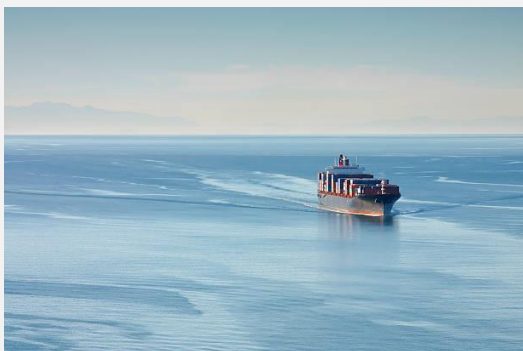
Shipping & Maritime services

GEMM BUSINESS CONSULTANTS LIMITED

2022

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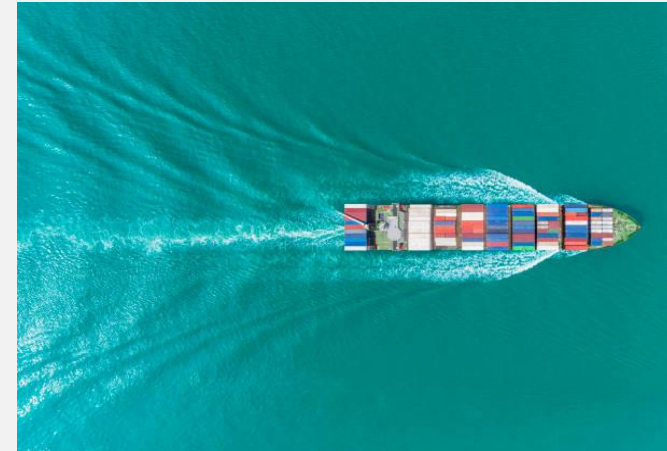
The value & role of a maritime consultant

The value & role of a Maritime consultant

Maritime consultant value

The value of the Maritime advisor is derived from the following characteristics

- Is a professional and an honest intermediary
- Is independent, unbiased and possesses financial, commercial and technical experience and expertise
- Possesses the appropriate resources and relevant knowledge
- Takes into consideration the interests of all stakeholders
- Manages communication, sharing of information and negotiations
- Allows management team to focus on the day-to-day operations



Maritime consultant role & services

1

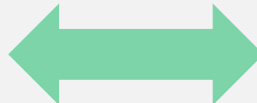
Maritime corporate finance & strategy

- Strategic planning and analysis
- Financial modelling & analysis
- Investment and divestment appraisals
- Market studies & forecasting
- Vessel valuations
- Transaction services ('M&As')
- Organizational strategy and restructuring services
- Market research

2

Corporate, commercial & technical advice

- Registration of shipping companies
- Registration of yachts and vessels
- Design, implementation and auditing of shipping companies' management systems
- Commodity trading consultancy
- Pre-purchase surveys of vessels
- Ship audits & inspections
- Claims handling
- Third-party ship management advise



How GEMM may assist

How GEMM may assist

Corporate set up

Shipping company registration
/ Yachts & vessels registration /
efficient structuring of
companies / legal advice.

Corporate financial services

Feasibility studies / investment
appraisals / business & vessel
valuations / business plan
reviews & assistance / Financial
forecast reviews / model review
& assistance / Transaction
(‘M&As’) services / research.

Borrower & Lender financial restructuring

Independent business reviews (‘IBRs’) / refinancing
assistance / stakeholders negotiation assistance /
restructuring options identification and assessment.

Ship management consultancy services

Commercial / operations /
technical / Design,
implementation and auditing of
management systems.

Ship audit & inspections

Pre-purchase inspections /
QHSSE inspections / MLC
inspections / Pre-vetting
inspections.

Claims handling

Handling of maritime disputes
raised in charter party agreements
/ Preparation and submission of
H&M and PANDI claims.



Our experts

Business & Corporate finance expert



Name	<ul style="list-style-type: none"> George M. Ioannides
Position	<ul style="list-style-type: none"> Founder & CEO
Qualifications	<ul style="list-style-type: none"> BA Accounting and Economics, University of ESSEX Msc in Shipping Trade and Finance, City University of London CFIA (Corporate Finance Institute Analyst), Corporate Finance Institute FMVA (Financial modelling and valuation analyst), Corporate Finance Institute CFE associated member (Certified Fraud Examiner), Association of Certified Fraud Examiners CYSEC Advanced Certification – CN7409, Cyprus Securities and Exchange Commission Member of the Blockchain Council (CN 54603953) Certified Blockchain Expert (CN 54702342), Blockchain Council Certified Circular Economy Professional (CCEP), Circular Economy Alliance & Ecole des Ponts business school Environmental Social & Governance (ESG) Specialisation, Corporate Finance Institute Financial Planning & Wealth Management (FPWM) Certification, Corporate Finance Institute Capital Markets & Securities Analyst (CMSA), Corporate Finance Institute Commercial Real Estate Finance (CREF) Specialisation Certificate, Corporate Finance Institute
Background	<ul style="list-style-type: none"> George has over 20 years of Corporate finance and transaction deals and leads GEMM boutique advisory limited liability company. He started his career in shipping managing the operations of companies owning tanker and bulk carrier ocean going vessels. During his career in shipping George has dealt with complicated transactions including but not limited to raising of funds, acquisition of vessels and closing deals with charterers and trading houses. Following his shipping career, George moved to KPMG Larnaca as a senior manager in the deal advisory department. He has completed numerous engagements with clients ranging from small family owned businesses to big public companies and government organizations. He has expertise in various industry sectors including financial services, retail, tourism & leisure, shipping, real estate and more. George is the CEO and lead advisor of GEMM specialising in Corporate Finance and Transaction Services typically advising clients before and during the execution of a transaction, financing of new projects, equity issues and IPOs, preparation of business plans, equity valuations and reorganisations. He has worked on numerous advisory engagements with from different industry and sizes.

Business Management & Maritime consultant



Name	<ul style="list-style-type: none"> Mr. Polys Panayiotou
Position	<ul style="list-style-type: none"> Business Management & Maritime consultant
Qualifications	<ul style="list-style-type: none"> MSC in Maritime Operations (Major in Maritime Law) PgD in Maritime Operations BSc (Hons) in Maritime Studies Diploma in Tanker Ownership, Chartering and Operations Lead Auditor for ISM Code, ISO 9001, 14001 and OHSAS 18001 Standards ISPS Internal Auditor, Company Security Officer (CSO) & Ship Security Officer (SSO) Expert in ship vetting inspections (as per OCIMF VIQ / CDI requirements & standards), Risk Management & Incident Investigations
Background	<ul style="list-style-type: none"> Polys has over 20 years of experience in the shipping / ship-management industry and have worked in key / executive positions for leading international companies mainly in the fields of General / Executive Management, QHSSE / Vetting / Internal control management, maritime law, business development and maritime & management consultancy. Polys will be acting as a business associate and maritime consultant for GEMM Business Consultants Limited and will be responsible amongst others to provide his expert maritime advise to our clients in areas covering the following: <ul style="list-style-type: none"> Registration of shipping companies Registration of Yachts & ships Shipmanagement consultancy services including design, implementation and auditing of company management systems Ship audits & inspections Claims handling

Contact us

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