

One Port Stop

*Sailing safely through
rough waters*

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pwc

PwC Cyprus has a dedicated team of professionals with deep expertise that spans across various specialised areas who have successfully supported many clients in the shipping industry to address some of their key challenges.

Our specialists consist of professionals in Cyprus as well as professionals from our global network of experts in 157 countries that can adapt their expertise, experience and specialised knowledge to your specific needs.

The Shipping Industry: Key Challenges & our services

Shipping companies are facing increasing challenges, with higher costs, declining revenues, over capacities and increasing competition being high on their agenda.

Moreover, economic and geopolitical tensions as well as increasing regulatory requirements further highlight the need to anticipate and plan for change in order to cope with the current challenges and prepare for the future.

PwC Cyprus shipping and ports team has grown over the years in step with the industry supporting our clients.





Cyber Security:
Building confidence in
your digital future

Tassos Procopiou
Partner | Advisory

Digital technology has transformed the scope, scale and potential for business over the past decade. This has disrupted the business models of traditional organisations at a rate never experienced before. Businesses that seize the digital advantage must be able to manage cyber security risk. Those managing to build trust with customers and other stakeholders for their digital strategies will be successful. That is, trust that data and transactions will be safe, that privacy issues are addressed,

and confidence that systems and processes will be available when needed. In short, successful businesses in the digital age will get to grips with cyber security.

“Our Services”

Cyber security isn’t just about technology. It also involves people, information, systems, processes, culture and physical surroundings, to enable businesses remain resilient in the event of an attack.

PwC Cyprus provides a comprehensive and business aligned Cyber Security and Privacy service portfolio. Our services extend from planning to assessment, detection, defence all the way through to response, post-incident review and reporting services. Our services are designed to help you build confidence in your technology, understand and react to threats and vulnerabilities, protect what’s important and secure your environment.

- **Strategy & Transformation**
Develop business-focused strategies that support growth by making security and privacy an enterprise-wide priority.
- **Implementation & Operations**
Architect, design, implement and enhance your business technology systems, to ensure cyber resilience.
- **Incident & Threat Management**
Prepare, identify, respond, investigate and remediate cyber attacks against your organization.
- **Privacy & Consumer Protection**
Develop privacy programmes aligned with global data-privacy regulations and enhance customer trust.



**Shipping
Funds**

Andreas Yiasemides
Partner | In charge of Fund
Services

Cyprus has developed a robust legislation and regulatory framework and new business opportunities are rising through new regulated structures. The Shipping Fund is an alternative to the establishment of a Public Company.

The Shipping Fund allows the owner to keep control over the business and provides with an alternative way of financing new projects instead of seeking to obtain traditional bank financing.

The tax considerations of the Shipping Fund are not to be neglected since no subscription taxes are to be paid on the net assets of the Fund, no withholding taxes on income repatriation, no tax on disposal of shares.

“Our Services”

PwC’s specialisation, in-depth industry knowledge and experience with the fund sector will provide you with competitive advantage in the market and enable you to set up the foundations for a solid Fund Structure that will help you achieve the vision of your business. Among others, we can assist you in all aspects of setting up a Fund or a Fund Manager, the licensing process, the ongoing maintenance and compliance with legislative and regulatory requirements.

PwC is here to guide you through the transformation process in a smooth and professional manner.



**Loan
Restructuring**

Socrates Paschalis
Director | Deals

The challenges surrounding the shipping industry have led many shipping companies to adjust their strategies and business models and to enter into discussions with financial institutions for restructuring their loan facilities.

“Our Services”

PwC specialists have the technical expertise and are in position to assist you in responding to the challenging requirements of the complex loan restructuring process and, assist in reaching an appropriate and viable loan restructuring plan for your business.

PwC can add value by assisting you with the following services:

- Development of restructuring plan, business model and objective assessment
- Technocratic assistance in reviewing terms

PwC's specialised shipping teams in every competency



Transportation & Logistics team

From left to right: Yiangos Kaponides, Zena Tsoukka, Polycarpus Costa, Eleni Sofocleous, Zenonas Ioannou, Elena Procopiou, Marina Vakana, Cleo Papadopoulou

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