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# Shipping Symposium

The modern challenges of shipping in Cyprus.  
Technical and legal trends in Smart Shipping

sponsored by



**HELLENIC BANK**  
SHIPPING

Thursday 13 February 2020  
St. Raphael Hotel  
Limassol  
18:00

## Programme

18:00	<p><b>Welcome by the Chair</b> Prof. Stéphanie Lauthé Shaelou, Head, School of Law, UCLan Cyprus</p> <p><b>Opening address by the Shipping Deputy Minister of the Republic of Cyprus</b> Mrs. Natasa Pilides</p> <p><b>Welcoming address</b> Mr Xenios Xenopoulos, Chairman of the Shipping Committee, Cyprus Bar Association and Member of the Shipping Advisory Committee, Deputy Ministry of Shipping of the Republic of Cyprus</p>
18:20	<p><b>Speeches</b></p> <ul style="list-style-type: none"><li>• <b>'Stupid as Computers? Smart Contracts, Strict Compliance and Letters of Credit'</b>, Prof. James Davey and Dr Jenny Zhang, School of Law, University of Southampton</li><li>• <b>'Data Security and Smart Shipping – A Legal Perspective'</b>, Ms. Amy Grant, Fulbright Scholar and Senior Visiting Fellow, UCLan Cyprus School of Law</li><li>• <b>'Autonomous ships: will they ever exist? Current status, developments and pitfalls'</b>, Mr. Giampiero Soncini, CEO IB Marine</li><li>• <b>Presentation of CMMI - Cyprus Marine &amp; Maritime Institute</b>, Mr. Zacharias Siokouros, CEO Cyprus Marine &amp; Maritime Institute</li></ul>
19:20	<p><b>Panel discussion, with</b></p> <ul style="list-style-type: none"><li>• <b>Dr. Andreas Assiotis</b>, Chief Economist, Hellenic Bank (Moderator)</li><li>• <b>Captain Eberhard Koch</b>, Chairman and CEO of Oesterreichischer Lloyd Seereederei in Limassol and Hamburg</li><li>• <b>Dr. Sonia Ajini</b>, Founder and Managing Director of Ajilex Ltd (legal advisors and maritime consultants) and Associate Lecturer, School of Law, UCLan Cyprus</li></ul>
19:45	<p><b>Closing remarks</b></p>
20:00	<p><b>End of Symposium</b></p>



## Biographies



### **Natasa Pilides**

Natasa Pilides graduated from Oxford University with a first-class honours degree with distinction in Modern Languages and Literature (French and Italian). She is a Fellow of the Institute of Chartered Accountants of England and Wales (ICAEW) and a member of the Certified Public Accountants of Cyprus (ICPAC). Natasa's work experience includes more than fifteen years mainly in managerial positions. She served as a Director and Regional Chief Operating Officer at Baker Tilly in South East Europe, heading the departments of Finance, Marketing, HR, Administration, Operations and IT for Cyprus, Greece, Romania, Bulgaria and Moldova. For 9 years she worked at PwC, in Cyprus, Milan and London in the areas of audit and tax consulting, providing services to multinational companies active in the fields of banking and finance, insurance, energy, construction, shipping and FMCG. Natasa also has wide experience in professional training and delivering courses for ICAEW, ACCA and CIMA exams in the areas of audit, tax, corporate law, ethics, financial accounting and reporting. Natasa has more than 2 years of experience in training at BPP London, one of the leading professional studies organisations in London and internationally. She served as the Director General of the Cyprus Investment Promotion Agency from April 2016 to February 2018, responsible for the design and implementation of the Organisation's strategy in close collaboration with the Board of Directors and the Cyprus government. Apart from her native language, Natasa is also fluent in English, French and Italian. She has represented and promoted Cyprus as an investment destination abroad throughout her career, and has published various articles in international professional publications.



### **Prof. Stéphanie Lahlé Shaelou**

Chair

Prof. Stéphanie Lahlé Shaelou has lectured, researched, supervised, transferred knowledge and run externally funded projects in several universities throughout Europe including Cyprus and the UK for the past 18 years. She is currently Professor of European Law and Reform and Head of the School of Law of the University of Central Lancashire in Cyprus (UCLan Cyprus). She supervises numerous LLM dissertations and PhDs in fields related to her own research including on the financial crisis, migration crisis, EU Citizenship, socio-economic rights in times of crisis, Brexit, privacy and other current issues in EU law. She is a certified Mediator as well as a Data Protection Officer and is very active in the organisation and delivery of CPD courses at the School of Law (<https://www.uclancypus.ac.cy/short-course/law-academy/>). She belongs to networks of academic or professional experts at the national and EU level, is an expert of the European Commission and its agencies, and currently participates to the Horizon 2020 Sherpa project looking at smart information systems and human rights (<https://www.project-sherpa.eu/>). She has been a legal expert for the Legal Services of the Republic of Cyprus assisting the Commission of Inquiry on the collapse of the cooperative bank (2018-19). She is the Founding Member and Director of the non-profit organisation ICLAIM (Interdisciplinary Centre for Law, Alternative and Innovative Methods) which is used as a social enterprise vehicle for social and community projects having an impact on the society (see [www.icclaimcentre.org](http://www.icclaimcentre.org)). View her full academic profile at <https://www.uclancypus.ac.cy/academic/dr-laulhe-shaelou-stephanie/>



### **Xenios Xenopoulos**

Mr. Xenios L. Xenopoulos is the Founder and Senior Partner of Xenios L. Xenopoulos LLC. He studied Law in the University of Athens (Faculty of Law). He continued with Post - Graduate Legal Studies in Shipping Law at the University College, London and the University of Leicester. His studies also extended to the Center for International and European Policy Law, Thessaloniki, and the Harvard University Extension School. He has practiced with the Law Firm of INCE & CO in the City of London, UK. Mr. Xenopoulos is currently the president of the Maritime Committee of the Cyprus Bar Association, member of the Special Advisory Committee for the development of Shipping, under the Presidency of the Deputy Minister of Shipping, and the president of the Cyprus Association for European Law. Moreover, he is ex-President of the Supreme Judicial Sports Court (ADEA), ex-President of the Cyprus Licensing Authority, ex-President of FIDE (La Federation Internationale pour Le Droit Europeen), elected President of the Cyprus Bar Association (1994 - 1997, 1997 - 2000), elected President of the Nicosia Bar Association (1991 - 1994), and elected Vice-President of the Nicosia Bar Association (1988-1991). Additionally, Mr Xenopoulos is, among others, founder member and President of the Cyprus-Bulgarian Business Association, founder member and Vice-President of the Cyprus-United Arab Emirates Business Association, founder member and Honorary Treasurer of the Cyprus-United Kingdom Business Association, founder member and member of the Board of Directors of the Cyprus-Germany Business Association, founder member and member of the Board of Directors of the Cyprus-Croatia Business Association, member of the Board of Directors of the Cyprus-Russian Business Association, member of the Board of Directors of the Cyprus-Ukraine Business Association, member of the Board of the Cyprus-China Business Association, member of the Board of the Cyprus-Greece Business Association, member of the Board of the Cyprus-Moldova Business Association, member of the Board of the Cyprus-Libya Business Association, member of the Board of Directors of The Cyprus-USA Business Association, member of the Board of Directors of the Cyprus-India Business Association, member of the Pro-Bono Committee on Joint Ventures Model Contracts for SMES of the International Trade Center, of the United Nations Center for Trade and Development (UNCTAD-CNUCED) and World Trade Organization (WTO-OMC).

## Speakers



### **Prof. James Davey**

James Davey is Professor of Insurance & Commercial Law at the University of Southampton and Deputy President of the British Insurance Law Association, the British chapter of AIDA. He is widely published on commercial law, with a current focus on AI and its effect on core aspects of commercial law.



### **Dr Jenny Zhang**

Dr Jenny Zhang is Lecturer in Commercial & Maritime Law in Southampton Law School. Her recent work on international trade finance was published in the *Lloyd's Maritime & Commercial Law Quarterly* ('Disregarding non-documentary conditions in letters of credit: Is it as easy as it appears to be?' [2018] *Lloyd's Maritime and Commercial Law Quarterly* 528).



### **Amy Grant**

Amy Grant is a Fulbright Scholar and Senior Visiting Fellow at UCLan Cyprus School of Law for 2019-2020, focusing on legal and practical issues arising from emerging technologies. For more than thirty years she has been legal counsel to multinational technology companies, both at a law firm and as in-house counsel, most recently for a U.S.-based cybersecurity provider. Ms. Grant is a Certified Information Privacy Professional (CIPP/E) through the International Association of Privacy Professionals, and is an active member of the Oregon State Bar and the Association of Corporate Counsel.





### **Giampiero Soncini**

Giampiero Soncini is an Italian citizen who has worked all his life in shipping state-of-the-art construction, management and information technologies. His career spanned 47 years, starting first as an Italian Navy Officer where from 1979 to 1985 he supervised the construction of the Electrical plant of the *Maestrale* Class frigates. Then, in the period 1986 to 1998, he was involved in the construction and management of NATO Research vessel Alliance, at that time the most advanced ship ever built. In 1988 he created SpecTec Italy and hired and appointed staff to manage it. SpecTec Italy grew substantially, and was sold to the SpecTec Group in 1996, of which he became a shareholder. From 1998 (having left NATO) to 2005, he managed SpecTec Italy and then SpecTec South Europe. During this period he was involved in taking SpecTec to the Oslo Stock Exchange, then witnessed the sale of the company to a KPN (Dutch Telecom) subsidiary. In 2005, he managed to carve-out of SpecTec from KPN, and became CEO of the whole group. In the period 2005-2012 he doubled revenues and retained profitability in 6 of the 7 years period. In 2012, following the request of SpecTec main shareholder, he totally managed the sale of the Group to Volaris of Canada, part of Constellation Inc (CSU.TO). In 2015 SpecTec reached the highest revenue and profitability ever. In 2016 he became Director of Volaris Division, responsible to buy other IT related Marine companies. Under this role he was involved in buying ShipNet, SpecTec largest competitor. In 2017 he decided to leave Volaris to join RINA, the Italian Classification society, where he became Senior Adviser, Marine Innovation. In 2018 he left RINA to become CEO of IB Marine, a software company dedicated to innovative Fleet Performance software solutions. Also in 2018 he started his own investment venture, KZM Management ([www.kzmmanagement.com](http://www.kzmmanagement.com)), investing in IT Marine companies, in Music (his big passion), and other projects.

Giampiero is an European School Baccalaureate, has an MSC in Electrical Engineering from the University of Pisa, and a Doctorate in USA Public Administration (Honoris causa), from the Massachusetts Maritime Academy (received for "his significant contributions to the maritime industry")



### **Zacharias Siokouros**

Mr. Siokouros was born in Cyprus and graduated from the National Technical University of Athens as a Naval Architect and Marine Engineer. For the past eight years, he has worked as Managing Director, Marine & Offshore Business Manager, Principal Surveyor, Maritime Safety & Security Lead Auditor, Maritime Labor Inspector and Trainer at the branch offices in Cyprus of two major classification societies, those of Lloyd's Register (LR) and DNV-GL. He was earlier the Safety Manager/DPA and then Technical Director for a major Cruise Operator for 16 years and also served for a year as a Deputy Secretary General of the Cyprus Marine Environment Protection Association (CYMEPA). Furthermore, Mr. Siokouros served as President of the Cyprus Naval Architects and Marine Engineers Association (CyNAMEA) for over 15 years. In 2010, he was among the founding members of the Maritime Institute of Eastern Mediterranean (MarInEM), a non for profit organization aiming to promote Research, Innovation, Training and Education within and for the maritime industry as well as cooperation and dialogue in the Eastern Mediterranean region. Mr. Siokouros was also the initiator of the innovative EU-funded "Lynceus", "Mentor" and "Sea of Experience" projects. Moreover, he is a member of the Board of Governors of the Cyprus Maritime Academy of the University of Nicosia and also served as member of the Expert Group on Skills and Career Development in the Blue Economy of the European Commission's Directorate General for Maritime Affairs and Fisheries and the Advisory Council of the Oceanography Centre of the University of Cyprus. He is also a Founding Member and member of the Executive Committee of the Cyprus Foundation of the Sea (CY-FOS), an institution established in July 2018 by the Shipping industry and supported by the Government of Cyprus, as the Marine and Maritime Cluster organization for Cyprus. In November 2018 he was presented

by the Shipping Deputy

Minister the YoungShip Cyprus Honorary Award. As from December 23rd 2019, Mr. Siokouros is steering – from the position of CEO - the Cyprus Marine and Maritime Institute (CMMI), an international, scientific and business Centre of Excellence for Marine and Maritime Research, Innovation and Technological Development that aims to be driven by the needs of the Industry and Society in addressing the major Challenges that the Marine and Maritime sectors face.

## **Panel Members**



### **Dr. Andreas Assiotis**

Chief Economist, Hellenic Bank (moderator)

Dr Andreas Assiotis is Group Chief Economist of Hellenic Bank Company Ltd, one of the four systemic banks in Cyprus, where he directs economic analysis and research. Dr. Assiotis is also a member of the National Economic and Competitiveness Council of Cyprus and the Chairman of the Board of Directors of the Cyprus Blockchain Technologies Center. He has published several journals in the areas of macroeconomics, economic development and growth and financial economics. He has held several positions including professorships in Cyprus and the USA and consultancy positions to domestic and international organizations.



### **Capt. Eberhard Koch**

Capt. Koch is the Chairman, CEO and a Partner of Oesterreichischer Lloyd Shipping Group. He received his diploma in Nautical Sciences (Dipl.-Naut.) at Hochschule fuer Nautik in Bremen (University of Bremen) in 1974. Capt. Koch has extensive industry experience as a Captain, Manager and Owner. From 1977-1984 he served as Manager of Transport / Business Admin for VEBA OEL AG Group (nka EON) and from 1984-2001 he was Managing Director at Krohn Shipping Group in Vienna. Capt. Koch joined Oesterreichischer Lloyd as a Partner in 1991 and became Chairman and CEO in 2001. He is an active Member of the Board of Cyprus Union of Shipowners as well as Vice President of the Cyprus Shipowners Employers Association (CYSEA). Capt. Koch is a Member of the Advisory Board of CCS Mediterranean, the Chairman of the Board of Governors of the Cyprus Maritime Academy, the Vice President of the Cyprus German Business Association and President of Cyprus Marine Club.



### **Dr. Sonia Ajini**

Dr. Sonia Ajini was born in Kosice, Slovakia on 9 September 1979. She studied law at the Law Faculty of the University of Matej Bel in Banska Bystrica, Slovakia. In 2003 she obtained a Master at Law degree and in 2005 she obtained an academic title Doctor at Law with her major subject being International Law and Commercial Law. In 2014 she obtained an LLM degree in maritime law at the London Metropolitan University. Following a number of very interesting and challenging 15 years of career (working for a ship management / ship owning company, maritime consultancy practice and local reputable law firm), she founded a legal and maritime consultancy company called Ajilex Ltd which is based in Limassol. In 2011 Sonia became a vice-president and director of Women's International Shipping and Trading Association Cyprus (WISTA Cyprus). Sonia is also a chief executive officer of a group of companies dealing with intellectual property. Moreover, she is also an associate lecturer of an LLM shipping law module at the University of Central Lancashire - Cyprus and a Special Agent of the Liberian Registry in Cyprus. Last but not least, Sonia is also a legal advisor to the Czech Embassy in Nicosia; additionally she is heavily involved with the consular matters referred to her by the Slovak and Czech Embassies in Nicosia.