



Seagull

SEAGULL GROUP

Presentation of Seagull Group

Seagull Group

Our History



Seagull is the evolution of a family business that goes back 100 years

Mr. Steriotis' great-grandfather initiated coastal trade with owned and chartered vessels. The two sons expanded the business as ship owners, vessel operators and ship agents. Few of the companies represented were: Egyptian Alexandria Navigation Lines and Khedivial Lines, American Watson Lines and American Waterman Lines, with passenger and bulk vessels.

1905

Operator of Mini Lines, owned by the former G.P. Livanos, trading as a regular liner operator between the east and west Mediterranean.

1970

Continue tramp and husbandry activities, while acquiring another nine general cargo vessels. Expand our activities in competitive chartering and ships management.

1978

Sell all of our vessels before worldwide shipping crisis.

1980

Incorporate our own trucking company, purchasing the first twelve trucks, a container depot, and a fleet of chassis in order to meet market requirements.

1985

Become partner and join Moko Agent of Sealand in former Yugoslavia.

1991

1969

Societe Anonyme G.A. Callitis Successors established, entering vessel ownership and management by purchasing small dry cargo vessels that soon reached a fleet of 15.

1972

Noni Steriotis joins the family business and we become agents for Sealand SA joining the container business.

1979

Representation of Lloyd Triestino and Somat for Greece.

1982

Sealand, leading container carrier in Greece, introduced intermodalism in Greece and the Balkans. At that time our Company carried 52% of all cargo in and out of Greece.

1989

Presidency by Noni Steriotis while becoming agents of Sealand in Turkey.

1992

Give out the Turkey agency to Sark Express, Turkey.



We have been promoting our family principles in every of our businesses

Sealand agency blooms and we establish our own offices in Thessaloniki, Greece.

Agents of Sealand in Romania establishing our own office under the name Romanian Freight Services SRL. Expand our trucking, forwarding and logistics services by becoming a major shareholder in Ballauf Hellas, the 5th largest freight forwarding company in Greece with an annual turnover of 16 mill USD. Maersk buys out Sealand and the family is forced to split the business entities.

The Steriotis family reenters the ship owning and management of vessels with Magna Shipholding SA and ownership of 3 container vessels and 3 bulk vessels.

CMA CGM becomes the 4th carrier in the Greek Market enjoying a productivity of 45,000 teus per year. We open CMA CGM branch office in Thessaloniki. Privatization of the Greek ports is presented and we begin discussions with P&O Ports.

Dionysis Steriotis leaves CMA CGM from day to day business to pursue the day to day management of Seagull Group and other projects and investments of the family.

1993

1997

2001

2005

2009

1995

2000

2003

2006

Agents of Sealand in Bulgaria establishing our own office under the name CBShipping.

Noni Steriotis and Dionysis Steriotis take over the representation of CMA CGM Greece, who at that time performed 5000 teus per year and enjoyed the 11th place in the Greek market.

Assessment for the Greek ports, initially by establishing communication with ICTSI, much before other players show an interest.

Dionysis Steriotis becomes exclusive partner of DP World in Greece and jointly with Dubai Ports initiate interest for port privatizations in Greece. The same year Seagull LTD is founded.

Seagull Group

Our Profile

A person wearing a white button-down shirt is holding a white business card in their right hand. The card features the Seagull logo, which consists of the word "Seagull" in a dark blue, serif font, with a stylized seagull silhouette above the letters 'a' and 'l'.

Seagull

Key Milestones

SEAQUEST S.A. becomes exclusive partner of Seagull in Thessaloniki. Seagull initiates International Road Transport Department.

2007

Seagull invests in new high tech software. Seagull acquires SEAQUEST and expands its presence in the Balkans.

2009

Seagull invests in bonded warehouses. Seagull reaches 2000 active clients.

2011



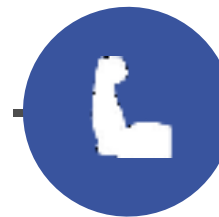
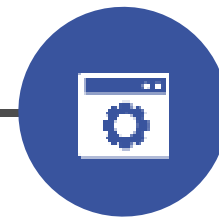
2006

Establishment of the company. Seagull's first sales in sea transportation.



2008

Seagull moves into new larger premises in Piraeus. Seagull that used to be a Private Liability Company becomes a S.A., increasing its capital share. Seagull initiates Air Department and becomes IATA agent.



2010

Seagull initiates Bulk and Break Bulk Department through Lorikeet Bulk Trading LTD. Seagull opens its branch office in Thessaloniki. Seagull gets awarded by ICAP as one of the Strongest Companies in Greece.

Key Milestones

Seagull is ranked among the first 10 transport companies in one of the most difficult periods of the country financially. Seagull invests in internal delivery using its own vehicle fleet and cargo management systems, opening two new branches.

2012



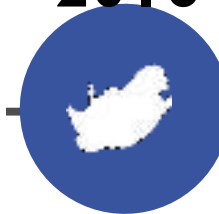
Seagull becomes an Authorized Economic Operator. Seagull invests in the first EURO 6 trucks in Greece. Seagull invests in electronic invoicing and in paperless offices.

2014



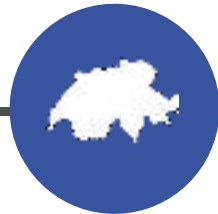
Seagull acquires Lorikeet Bulk Trading Ltd in Cyprus and opens its new offices in South Africa and Kenya

2016



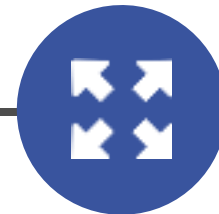
Seagull is certified according to the international standards ISO 9001 and ISO 14001 and with Quality Management. Seagull upgrades its car fleet with EURO 5 cars. Seagull expands its presence in Central Europe, opening its first office in Switzerland. The Company also inaugurates its Holding Offices in Switzerland.

2013



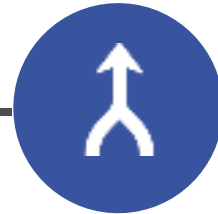
Seagull buys GAT AGENT Ltd in Bulgaria and expands its presence in the Balkans. The Group also establishes Seagull Logistics UK Ltd in London. Seagull inaugurates its new offices in Kenya and henceforth is present in 6 countries.

2015



Seagull takes the representation of Great White Fleet/Chiquita.

2017

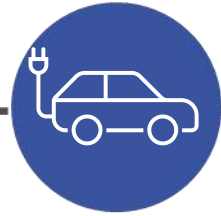


Key Milestones



2018

Seagull invests in Unmanned Aircraft Vehicles industry, establishing a company named OwlEyes



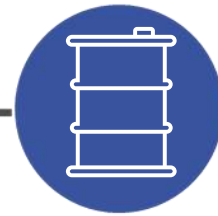
2019

Seagull invests in courier service, establishing a company named Weboxit which operates with electric vans



2020

Seagull expands its presence worldwide acquiring Vansail LTD and inaugurates first office in China, Qingdao.



2020

Seagull invest in liquid bulk shipments buying 100 isotank containers.



2021

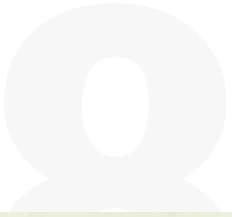
Seagull expands its warehousing facilities, acquiring Delta4 Logistics which owns the biggest warehouse at Thessaloniki's area (25.000 sqm)



2022

EOS Capital Partners invests in Seagull, acquiring 49% of shareholding.

Our Vision & Mission



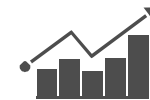
To give pride to our customers for having chosen to assign their shipments to Seagull and to take pride from the successful execution of these shipments, while breaking new grounds via Land, Sea, and Air.



We focus on long term customer relationships, providing transportation solutions, while we foster alliances with our partners



We offer our customers world class service supported with quality, value added services and incentives



We provide our people with opportunities to grow and be creative in order to manage more effectively our customer needs through technologically advanced support systems

The 4 steps of our Success

www.seagull-worldwide.com



Seagull Group

Business Segments



- 
- Covering the sea transport from/to all ports and from/to all ports internationally.
 - Having a very good collaboration with all sea transport lines.
 - Offering wide collection of equipment.
 - Monitoring all shipments online to secure smooth operations and delivery of cargo.
 - Offering unstuffing and custom clearance, pickup and delivery of groupage cargo by our own consol boxes, through bonded warehouses.
 - Producing weekly instalments from the most important ports of China, Far East, India, the USA and Europe.
 - Specializing in cross shipments around the world and securing a smooth operation and an excellent customer service.
 - Equipped with all latest technology to support these services on daily basis.

13 Sea Transportation

Offering status 42 clearance and deferred VAT mechanisms to customers in the EU and the Balkans.

Offer solutions to e-Commerce Logistics.

Securing our own bonded warehouse space within major international ports in cooperation with the current operators of the terminals of the ports.

Offering a global network of more than 420 agents.

Air Transportation

Closing a deal for the acquisition of company with a turnover of 3 million euro, specializing in air cargo.

Acquisition of a travel agency specialized in the incoming and outgoing tourism.

Creation of passenger and cargo transportation company via hydroplanes.

- Bringing forward requests through International Airports for cargo destined to/from any recognized airport in the World.
- Cross shipments.
- Handling Offices in Main Airports.
- Pick up, Warehousing and Road Transport.
- Customs Clearance both ends.
- Oversize cargo.
- DGR handling.
- Ensuring space availability with Air Carriers, fast preparation of all necessary documents, selection of cheapest routes, guaranteed delivery, tracking and tracing of cargo up to final destination.



- 
- A white semi-truck is parked in a lot, viewed from a low angle. The truck is the central focus of the left side of the image. The background shows a blue sky with some clouds and other vehicles in the distance.
- Developed a wide network of correspondents to service our clientele.
 - Handling requests from/to all countries where we operate.
 - Issuing our own CMR and providing cargo insurance to all kinds of commodities, such as general cargo, ADR cargo, refrigerated cargo and over dimensioned cargo.
 - Offering consolidation LTL services around Europe.
 - Initiating a weekly service that connects our warehouses with our large fleet of independent trucks in order to provide a faster service to all major European countries. This service will be accessed directly via WEB from all our customers so they can monitor their shipments directly.
 - Offering door to door services, frequent departures, transparent rates and multilingual personnel to support the supply chain.
 - Having a large network of agencies. Our department is well acquainted with all major hubs and can provide groupage services, part loads and full loads meeting all possible needs, including superstructures, heavy goods and special transports with environmental restrictions.

Road Transportation

Immediate acquisition of special equipment for niche commodities.

Immediate acquisition of 20 vans for Europe, Africa and N. America.

Expansion of LTL services to main European cities.

Bulk Transportation

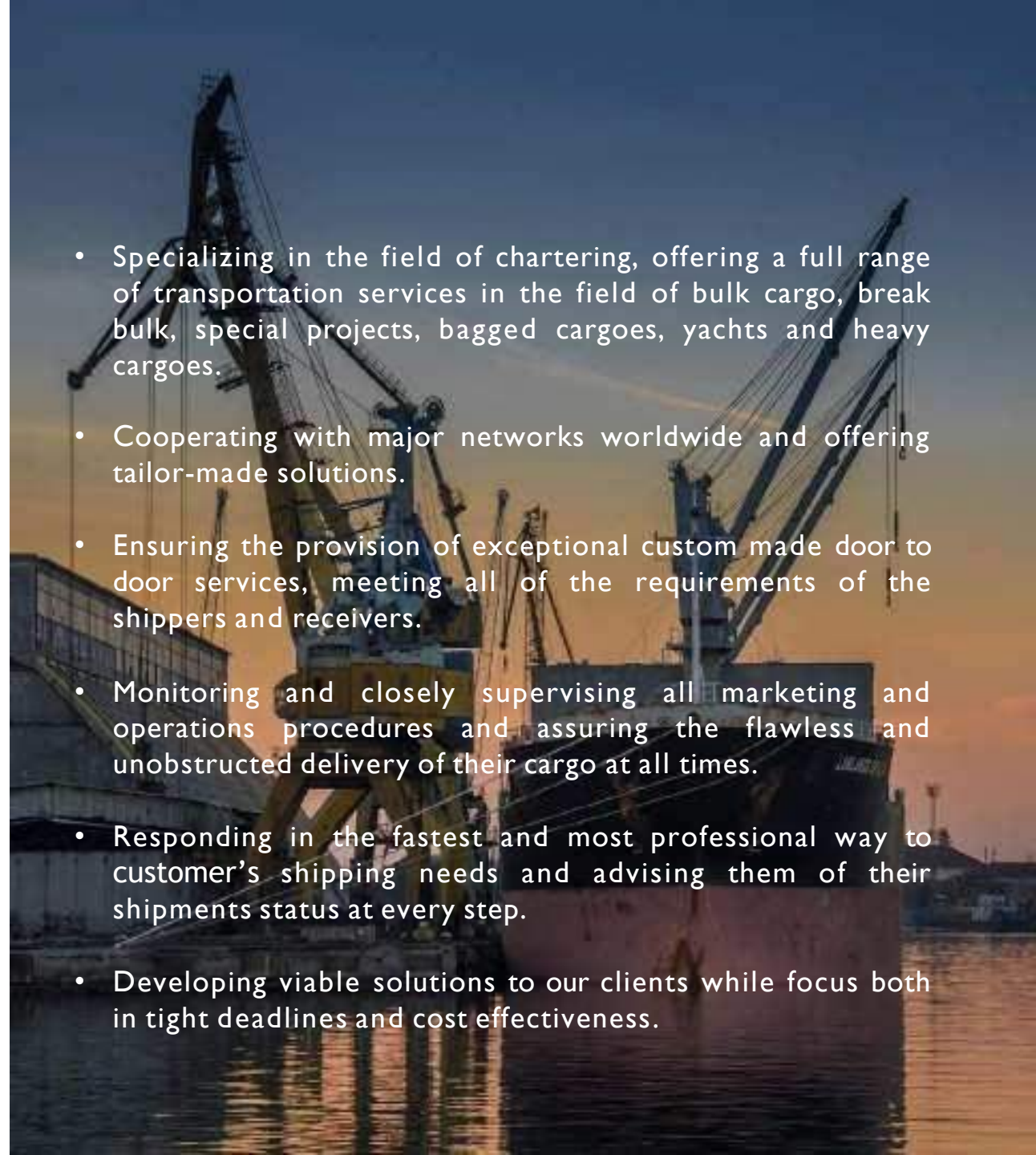
Oversize deliveries.

Special Projects.

Direct connection with major Chinese and shipyards for the delivery of spares and equipment in the as-built process of vessels.

Opportunities arise for cargo related to machinery and infrastructure due to Chinese investments in construction in Africa.

- Specializing in the field of chartering, offering a full range of transportation services in the field of bulk cargo, break bulk, special projects, bagged cargoes, yachts and heavy cargoes.
- Cooperating with major networks worldwide and offering tailor-made solutions.
- Ensuring the provision of exceptional custom made door to door services, meeting all of the requirements of the shippers and receivers.
- Monitoring and closely supervising all marketing and operations procedures and assuring the flawless and unobstructed delivery of their cargo at all times.
- Responding in the fastest and most professional way to customer's shipping needs and advising them of their shipments status at every step.
- Developing viable solutions to our clients while focus both in tight deadlines and cost effectiveness.




Chartering

We are aiming to serve our close and co-exclusive charterers worldwide.

Among the clientele we serve on a daily basis, we can refer to some of the major players of the shipping community as well as to our exclusive accounts.

Namely, we can refer indicatively to the Greek head owners that we represent in the market and working closely:

In the months to come we are about to perform on behalf of our exclusive charterers a COA of Aussie alumina to PG., which will amount to almost a shipment per month.

- 
- DCC bulk
 - Seatraders
 - South East Shipping
 - Nurshipping
 - Dalex Shipping
 - Niovi Shipping
 - Modion Maritime
 - Probulk shipping
 - Thenamaris Shipmanagement
 - Moundreas Shipmanagement
 - Dalomar shipping
 - AB Maritime
 - Larus Maritime
 - Eastern Mediterranean Shipping



- Servicing our customers' needs through the latest developments of the rail industry in matter of efficiency, economy and sustainability.
- Operating individual wagon and block train services between all the countries in Western and Eastern Europe – and beyond the European Union too.
- Offering highly effective transportation solutions as a result of our relationships with rail operators together with our expertise in rail and intermodal freight movement, means we are able to .
- Offering all our supporting services, such as customs clearance, terminal handling, inland distribution and final delivery.

Rail Transportation

Combined Road-Rail Transport From/to Belgium, Netherlands, Italy, UK, Germany, N-E France in 45" PW Containers (No cargo transfusion).

Block train departs on a weekly basis
From/to Hungary, Czech Republic, Serbia, Slovakia.

Warehousing - Logistics

Develop a cold and dry storage facility-South European hub within in Greece

Independent service provider for warehousing and logistics. Unlike other large multinational corporations, we have flexible structures and a personalized service to meet our customer needs. Our team has solid expertise to secure the fast flow of material and information.

We offer:

- Storage of all kinds of commodities
- Order picking
- Loading and Unloading
- Packaging and Palletization
- Inventory Monitoring
- Insurance and 24hr Security
- Bonded, storage and drop-off space
- 3PL Services





Special Projects



Complimentary Services

www.seagull-worldwide.com



**Customs
clearance
& formalities**



**Cargo
insurance
& inspection**



**Sale &
Purchase of
containers**



**High value
transports**



**Transfusion
of cargo**



**Qualitative &
quantitative
control
of cargo**



**Transport of
sensitive
cargo**



**Refrigerated
cargo**



**Isotank
containers -
Liquid
cargoes**



**Husbandry
& Ship
Spares**



**Relocation
Services**



**Artwork
Transport**



Thank you



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