



**INTERVIEW**

---

**Anastasios Maraslis**

PRESIDENT/DIRECTOR, MARASCO MARINE





# Interview of Anastasios Maraslis

**INTERVIEW TO DIONISIS POLITIS**

PRESIDENT/DIRECTOR, MARASCO MARINE  
MARINE INSURANCE BROKER & CLAIMS CONSULTANT, SINCE 1983  
MEMBER OF CYPRUS CHAMBER OF COMMERCE & INDUSTRY (CCCI)  
MEMBER OF PIRAEUS CHAMBER OF COMMERCE  
MEMBER OF THE INTERNATIONAL PROPELLER CLUB  
MEMBER OF PIRAEUS MARINE CLUB  
MEMBER OF THE PANHELLENIC LITTERATEUR'S ASSOCIATION (PEL)



**Could you please share the most significant milestones in your personal development?**

My personal development is a journey spanning over three decades, deeply intertwined with Greek and international shipping, as well as my commitment to offering added value to my clients through ethical, innovative, and specialized services.

1991 marked a turning point when I decided to establish Marasco Marine Ltd, transitioning from the role of a specialized and successful Marine, P&I (Protection & Indemnity), and Liability Agent to create a purely private brokerage firm in the marine insurance market.

This move was based on a vision, a deep understanding of the challenges in shipping, and my desire to offer products and services that combine traditional values with innovative practices.

In 1997, with the assistance of Windsors & Inbro Citygate (Lloyd's Brokers), I succeeded in becoming a Lloyd's Correspondent, a position I held for eight consecutive years. This gave me the opportunity to build solid bridges of trust with the London insurance market, paving the way for collaborations that enhanced the provision of reliable solutions for our clients.

One of the most notable milestones was the founding, in 1998, of S.T.I.C. (Shipowners Trust International Corporation), a co-operative that offered economies of scale to small and medium-sized shipowners from Greece, the United Arab Emirates, and Croatia. Through S.T.I.C., we secured suppliers' safety by using innovative credit insurance solutions, establishing our partnership as a model of consistency and reliability.

In 2004, with the full acquisition of the American interests, I transformed this





organization into a commercial ship management company, starting with one bulk carrier and reaching the management of six Handymax vessels within two years.

The most recent development that marked another step towards innovation and specialization was the creation, in 2018, of the Marasco Marine Ltd. Advisors' Board (Special Purpose Committee). Unique in its concept and presence, this board was formed to provide high-level support to our clients in areas such as Marine Risks Management, Marine Claims, technical problem resolution, and legal support. Through this, small and medium-sized shipowners gain the tools and guidance needed to compete on equal terms with larger fleets and organizations.

My personal philosophy, shaped by my experience, is based on principles such as integrity, commitment to innovation,

adaptation to contemporary challenges, and the dedication to remain one step ahead of the competition, providing substantial support to our clients during periods of crises, geopolitical instability, and market imbalances.

My evolution as a professional, visionary, and entrepreneur is ongoing, as shipping demands continuous renewal, readiness, and commitment to serving a sector that is as dynamic as it is demanding.

### **How important is your current professional position to you?**

The professional position I hold today is not simply a title or a status for me, but the reflection of a journey full of dedication, hard work, and vision. My role as President and Founder of Marasco Marine Ltd symbolizes the responsibility I bear towards my clients, partners, and the shipping community.







It is profoundly important to me to contribute to the support of Greek shipowners and the global maritime industry by offering solutions that combine ethical values, traditional procedures, innovation, and technological evolution.

Marasco Marine Ltd is not just a company; it is the vehicle through which I serve the shipping community during critical periods, such as freight market downturns and geopolitical tensions.

My professional position fills me with pride, because it enables me to introduce new standards to the marine insurance market, delivering added value to our clients.

Crucially, it is also a continuous motivation to improve, evolve, and always stay one step ahead, remaining worthy of the trust placed in me by my clients and partners.

Finally, this position gives me the opportunity to remind myself that, beyond business success, the essence lies in building relationships of trust and providing support to those who need it most, shaping a safer and fairer maritime environment.

**In the last three years, we've witnessed significant geopolitical and economic events, unprecedented since the end of World War II. Do you believe that Greek Shipping will remain the leading global power even after the conclusion of all these events?**

Greek shipping, with its roots tracing back to antiquity, has proven its resilience through centuries of geopolitical and economic challenges. What sets our shipping industry apart is the distinct way Greek shipowners think and act: their adaptability to every kind of crisis, and their ability to innovate and lead.



## INTERVIEW

Personally, as a professional who has served this sector for over three decades, I have firsthand experience of the critical periods our shipping industry has been called upon not only to survive, but to triumph. In the '90s, when global trade faced a recession, I saw Greek shipowners invest in new technologies, negotiate with persistence and vision, and create a high-specification fleet that earned the trust of the international market.

Today, we are facing a combination of geopolitical upheavals—from armed conflicts in strategic locations to the energy crisis and the effects of climate change. However, history teaches us that Greek shipping does not stand still. On the contrary, it continuously invests in new technologies, such as environmentally friendly vessels, and leverages the experience and maritime culture that is written in our DNA.

Another element that makes me firmly believe we will remain a leading power is the dynamism of our small and medium-sized shipowners. In 1998, when I created STIC (Shipowners Trust International Corporation), my goal was to enhance the competitiveness of these small and medium-sized enterprises, giving them access to economies of scale and opportunities traditionally considered the privilege of larger fleets.

This experience proved to me that, even under adverse conditions, Greek seafarers and entrepreneurs can find ways to overcome obstacles and excel.

Furthermore, I believe that Greek shipping possesses a unique advantage: its human capital. Whether it's the crews or the executives managing ships and offices, their quality, dedication, and diligence are







insurmountable. These people, combined with the foresight and ingenuity of our shipowners, constitute the cornerstone of our global primacy.

In conclusion, I am convinced that Greek shipping will continue to hold the top spot globally. This is proven by our history, our strategic adaptability, and the tireless effort of all of us to remain pioneers in a changing world. As I often say, our shipping is not defined only by ships and tonnage, but by people with passion, vision, and the strength to tame the waves of change.

**In today's volatile geopolitical environment—with wars disrupting trade routes, sanctions reshaping global flows, and climate-driven regulation accelerating—how does Marasco Marine anticipate and translate these risks into meaningful insurance solutions for shipowners?**

Geopolitical volatility is no longer an exception—it has become the operating backdrop of global shipping.

From the Red Sea crisis to sanctions in critical energy corridors, shipowners today are exposed to sudden disruptions that can dramatically affect both safety and profitability.

At Marasco Marine, we do not simply react to these risks—we anticipate them through a systemic approach that integrates real-time intelligence, advanced analytics, and structured advisory support. This allows us to advise clients not only on the insurance coverage they require, but also on the operational strategies that reduce exposures before they translate into claims.







For example, we help owners:

- Translate route-based geopolitical exposures into tailored insurance solutions (covering war, sanctions, and political risks).

- Implement risk prevention protocols that minimize downtime and safeguard crews.

- Leverage insurance structures that reward prudent behavior, reducing premiums and improving terms.

In essence, we act as a forward-looking ally, aligning with both owners and underwriters to turn geopolitical challenges into manageable, insurable risks.

By demonstrating preparedness and resilience, our clients benefit from more competitive premiums, smoother claims handling, and stronger protection of capital. This is the value we bring—bridging global uncertainty with strategic certainty.

**You have often highlighted the importance of supporting small and medium-sized shipowners. Looking ahead, how can**

**insurance solutions like those pioneered by Marasco Marine help these owners remain competitive against larger fleets in such a capital-intensive and compliance-driven era?**

Small and medium-sized shipowners are the backbone of Greek shipping, yet they face the







toughest challenges: rising compliance costs, stricter ESG requirements, and insurance markets that increasingly favor scale.

Without tailored support, many risk being priced out of competitiveness.

This is precisely where Marasco Marine steps in. Our mission has always been to level the playing field by giving smaller owners access to strategies and tools traditionally reserved for large fleets. We achieve this through:

**Risk Prevention Systems:** By helping clients adopt technologies such as predictive maintenance, fatigue monitoring, and structured safety protocols, we cut down on casualties and off-hire time. This translates directly into fewer claims and stronger negotiating power with underwriters.

**Insurance Innovation:** We design deductible buybacks, specialized covers, and advisory

structures that reduce the financial burden of large deductibles and protect cash flow—critical for smaller players.

**Systemic Advisory:** Our Advisors' Board acts as an outsourced "risk department" for owners who cannot maintain such functions in-house, ensuring they are not disadvantaged compared to larger operators.

The result is tangible: lower premiums, improved claims performance, and reduced operational costs. But beyond numbers, it gives small and medium shipowners something far more valuable—the confidence to compete and grow on equal terms with the giants of our industry.

**At Marasco, we believe that supporting this segment is not only good business—it is essential for the future vitality of Greek and global shipping.**

