

Nick Demos Profile

Expertise	▪ Equity Capital Markets & Raising Capital ▪ Geostrategic Analysis-NATO scholarship & fellowship ▪ Global Connectivity & Expansion
Advantage	▪ Strategic Global Marketing ▪ Effective Corporate Communication ▪ Geopolitical Analysis, Synthesis and Prognosis
Education	▪ Ph.D.: Heriot-Watt University (Edinburgh) ▪ MA Economics, MA Strategic Studies, MBA: York University (Toronto) ▪ BA: Piraeus University (Athens)
Teaching	▪ MTU (Ryerson), York U, Brock U, Seneca College-Canada ▪ European U, Neapolis U, Larnaca College, American U-Cyprus ▪ Athens U-Greece, Hamburg U-Germany, Wales U-UK ▪ SMU-Singapore & Portsmouth U-UK & Chicago U-USA
Research	▪ Information Asymmetry-Firm Visibility-Media Following-Noise ▪ Strategic Positioning-Investor Recognition-Targeting-Matching ▪ Raising Capital-Effective Corporate Communication-Roadshows ▪ Military Strategy-Geopolitics-Energy Transition-Power Equilibrium
Publications	▪ Book: "Philosophical Anabasis in the new age" 2026 ▪ Book: "636-The beginning of the Hellenism Shrinkage" 2022 ▪ Book: "1071-Strategic Defeats and Hellenism Shrinkage" 2015 ▪ Book: "Effective Corporate Communication" 2008 ▪ Academic Papers & Articles

Practitioner - Professional Experience

THERMOPYLAE CAPITAL Inc., Toronto, President (2024 – 2026)

- ✓ Strategically conceived, initiated and coordinated the IPO process of Thermopylae Capital on the Toronto Stock Exchange (TSX).
- ✓ Located, motivated and subscribed Bankers, Brokers, Lawyers, Auditors, initial investors, anchor investors, and retail investors, etc. required for the IPO of Thermopylae Capital Inc.
- ✓ Worked with and coordinated with the TSX authorities and other global market players for the success of the IPO in March 2026.

ELCA GUIDE Inc., Toronto, Partner (2014 – 2024)

- ✓ Advised, coordinated, and implemented Toronto and Frankfurt Stock Exchanges listings.
- ✓ Raised private, public, and institutional capital for listed companies.
- ✓ Facilitated and originated business and profitable trade between Canada and European Union markets.
- ✓ Orchestrated and facilitated conferences, meetings, and events to increase visibility, educate targets, foster brand awareness, stimulate mergers, and secure relationships and trust.

FOCUS MATTERS, Hamburg, Director Strategic Capital (2009-2013)

- ✓ Raised private and venture capital for companies before their IPO.
- ✓ Raised capital from Mutual Funds, Hedge Funds and Real Estate Funds in America and Europe.
- ✓ International Institutional Investors for listed companies.
- ✓ Raised private and venture capital for companies before their IPO.
- ✓ Advised insiders during vertical & horizontal expansion, strategic alliances, and buyouts for global expansion.

NOMURA, London-Athens, Greek Office (2006-2009)

- ✓ Representing Nomura in Greece and the Balkan peninsula.
- ✓ Advised Nomura for various projects in the southeast European region.

SPRIDER, London-Frankfurt, Corporate Communications Officer (2005-2006)

- ✓ Implemented proactive and relationship global road shows at the major global financial capitals.
- ✓ Increased semi-annual buy and sell-side analyst research and monthly media coverage.
- ✓ Placed blocks of stock to pension and hedge funds, thus increasing their stake to 15% of total equity.
- ✓ Developed integrated communication policies and increased total institutional shareholding by 28%.
- ✓ Created attractive investor presentations and edited, delivered, and filed reports and press releases.

TECHNICAL OLYMPIC, Athens-Miami, Investor Relations Manager (2004-2005)

- ✓ Promoted and sold shares to institutional investors, analysts, financial media, bankers and others.
- ✓ Increased the stock price from 0.4 cent to 6 Euros within 1 year.
- ✓ Increased the global institutional shareholders from 1% to 20% and the stock performance with 150% return in 2002, sell-side research analyst coverage from 1 to 15 reports and print and digital media coverage globally.

ANTENNA TV MEDIA, New York-Athens, Corporate Communications Director (2002 – 2003)

- ✓ Organized, prepared, and coordinated the consolidation of the group subsidiaries for the IPO.
- ✓ Coordinated the company insiders, market players, and exchange executives for the NASDAQ listing of Antenna.
- ✓ Increased global institutional shareholding by 28%; and share price from \$9 to \$27 within a year.
- ✓ Increased the sell-side research analyst coverage from 1 to 14 reports, and media reports exponentially.
- ✓ Prepared and filled the mandatory MDA and CR reports to NASDAQ.
- ✓ Organized and implemented proactive roadshows to locate, persuade and motivate potential buyers and qualified investors, and created news releases, media statements, executive speeches, etc.

OTE COMMUNICATIONS, Athens-New York, Investor Relations Officer (1996-2001)

- ✓ Managed and coordinated the IPO process from A to Z since April 1996.
- ✓ Facilitated rapid and effective responses to dilute and control misinformation and media noise.
- ✓ Managed the cross-border listings and implemented proactive and relationship global road shows and investor and analyst presentations and raised strategic and financial capital.
- ✓ Increased the global institutional shareholders from 1% to 20% and the stock performance with a 150% return in 2002, sell-side research analyst coverage from 1 to 15 reports, and print and digital media coverage globally.
- ✓ Increased the sell and buy-side analyst coverage from 7 to 52 reports and participated in 9 offering, 45 relationship, and 23 proactive global road shows.

ELLIOT & PAGE, Toronto, Corporate Finance (1991-1995).

- ✓ Analysed insurance stocks traded at the Toronto Stock Exchange (TSX) and Evaluated companies for financing from American, French, Canadian, and Israeli Venture Capital firms.
- ✓ Analysed regional Emerging Markets, (Portugal, Greece, Turkey, Israel) their market returns, their relative under-valuation, their future growth potential, and their economic and political fundamentals for equity investing purposes and participated in the creation of two emerging market funds
- ✓ Trained the consortium's selling agents (on the company's mutual funds and other investment products)

Education-Teaching

Ph.D. | HERIOT WATT University | Edinburgh, UK (2007)

MA Strategic Studies | YORK University | Toronto, Canada (1992)

MBA | YORK University | Toronto, Canada (1990)

MA Economics | YORK University | Toronto, Canada (1988)

BA Business and Economics | University of PIRAEUS | Athens, Greece (1986)

TEACHING EXPERIENCE

AMERICAN University | Cyprus (2024-2026)

MTU (RYERSON) University | Canada (2016-2023)

EUROPEAN University | Cyprus (2020-2024)

LARNACA College | Cyprus (2020-2024)

NEAPOLIS University | Cyprus (2021-2022)

SENECA College | Canada (2015-2019)

BROCK University | Canada (2013-2017)

ATHENS University | Greece (2010 -2012)

SMU | Singapore (2008-2009)

NEW YORK College | USA, (2004-2006)

EBS University of Business and Law | Germany (2002-2004)

PORTSMOUTH University | UK (2003-2004)

WALES University | UK (2000-2002)

YORK University | Canada (1990-1994)

SENECA College | Canada (1989-1994)

Research

Have written, and published research papers, such as:

- *Demos, N., (2023), "Capital Access via the Toronto Stock Exchange-The Issuers Experience and Perspective"*
- *Demos, N., (2022), "Visibility of Cypriot Stock Exchange listed companies"*
- *Demos, N., (2021), "Roadshows of Cypriot Stock Exchange listed companies"*
- *Demos, N., and Georgiadis, N., (2020), "Financial Communication of Cypriot Stock Exchange listed companies"*
- *Demos, N., and Charalambides, Y., (2020), "Defending Europe in the SE Med"*
- *Demos, N., Leledakis, G., and Travlos, N., (2018) "Group Presentations effects on Trading Volume and Stock Price"*
- *Demos, N., (2016), "Firm Visibility, Capital Raising and Relationship Roadshows"*
- *Demos, N., (2015), "Strategic Metals, Supply Chain and Geopolitics"*
- *Demos, N., and Leledakis, G., (2015), "Conference Calls effects on Trading Volume and Stock Price"*
- *Demos, N. (2013) "Targeting Investors via Proactive Roadshows"*
- *Demos, N. and Marston, C. and Samitas, A. (2011) "Information Asymmetry and Roadshows"*
- *Demos, N., (2010), "Firm Visibility, Capital Raising and Dual Listings"*
- *Demos, N. and Marston, C. (2009) "Visibility via Roadshows for Listed Companies"*
- *Demos, N., (2009), "Media following and media noise"*
- *Demos, N., (2008), "Raising Capital and Proactive Roadshows"*
- *Demos, N., "(2008), "Investor recognition and Media following"*
- *Demos, N. and Marston, C. (2007) "Firm Visibility via Group Presentations"*
- *Demos, N., (2006), "Investor recognition and Analyst following"*
- *Demos, N. (2005) "Creating an Effective IR Paradigm"*
- *Demos, N., (1993), "Climate Change and The Arctic Sea"*
- *Demos, N., (1992), "The Future of NATO"*
- *Demos, N., (1992), "Superpower Dynamics and Equilibrium"*
- *Demos, N., and Maloney M. (1991), "NAFTA Agreement and Geopolitics"*
- *Demos, N., (1991), "The Russian-American War as Prisoners Dilemma"*
- *Demos, N., (1990), "Thucydides and Superpowers conflict"*
- *Demos, N., (1990), "Emerging economies and balance of power"*
- *Demos, N., (1989), "Mistakes of Greece's economic development, since 1950"*
- *Demos, N., (1989), "Political Economy for classical philosophers"*

Articles

Have written numerous media articles in Europe and America such as:

- *“Attracting strategic capital to emerging markets”*
- *“Investing in Deutsche Burse”*
- *“Culture in international marketing”*
- *“Techniques of an effective Investor Relations Officer”*
- *“Investor relations: Communication or Relationship”*
- *“IR means Strategy-Strategy-Strategy”*
- *“Pension funds and Investor Relations”*
- *“Why list abroad-Dual listing and stock performance”*
- *“Watch out: Culture”*
- *“Roadshows, liquidity and credibility of listed companies”*
- *“Attracting capital to Emerging Markets-The role of the IROs”*
- *“Corporate Governance rules and IR”*
- *“The importance of IR for investors and insiders”*
- *“The one-on-one meetings are the most efficient way of communication”*
- *“Roadshows save listed companies”*
- *“The European version of road shows and the fledging global IR industry”*
- *“Foreign investors and credibility”*
- *“Dual listing: The EU experience and multiple listings of EU stocks”*
- *“Canada-the emerging superpower”*
- *“China’s Silk Roads and Thucydides' trap”*
- *“Dogma Monroe as the USA option”*
- *“Israel and Iran strategic conflict and relationship?”*
- *“USA-Persia modus vivendi”*
- *“Indian, Arctic Oceans and the South China Sea complexities”*
- *“Eurasia vs Oceans”*
- *“Conflict and demand for strategic metals”*
- *“Energy and Battery security”*

Conferences

Have participated and presented in numerous academic, industry, media, global, cross-industry, and specialty conferences, seminars, training sessions, and events, globally, such as:

Conferences 2024

- *30th Annual Conference of the Multinational Finance, June 30th-July 3rd, 2024, Vaasa, Finland.*

Conferences 2023

- *29th Annual Conference of the Multinational Finance, July 2-5, 2023, Paphos, Cyprus.*

Conferences 2022

- *The Canada EU Trade and Investment Association, 8 February 2022, Webinar.*
- *28th Annual Conference of the Multinational Finance Society, June 26 - 29, 2022, Gdańsk, Poland.*
- *4th Climate Change Conference 2020: Policies & Business”, 22 Οκτωβρίου, 2022, Toronto.*
- *2022 International Society for the Advancement of Financial Economics, 05 - 06 December 2022, Ho Chi Minh University of Banking & Online, Vietnam.*
- *8th Financial Management Conference (PFMC-2022), 19-21 December 2022, Paris, France.*
- *Financial Engineering and Banking Society, December 19-20, 2022, Athens, Greece.*
- *21^ο Ετήσιο Συνέδριο του Συνδέσμου Επιστημόνων Χρηματοοικονομικής και Λογιστικής Ελλάδος (H.F.A.A.), 16 και 17 Δεκεμβρίου 2022, Αθήνα.*

Conferences 2021

- *2021 Vietnam Symposium in Banking and Finance, 28 - 30 October 2021, Online*
- *20^ο Ετήσιο Συνέδριο του Συνδέσμου Επιστημόνων Χρηματοοικονομικής και Λογιστικής Ελλάδος (H.F.A.A.), 17 και 18 Δεκεμβρίου 2021, Θεσσαλονίκη.*

Conferences 2020

- *16th Online Hellenic Society for Systemic Studies (HSSS), National & International Conference, 24-26 September 2020, Tripoli, Greece.*
- *2020 Vietnam Symposium in Banking and Finance, 29-31 October 2020, Banking Academy of Vietnam, Hanoi, Vietnam.*

Conferences 2019

- *7th Spring Conference of the Multinational Finance Society, April 19-21, 2019, Chania, Greece.*
- *26th Annual Conference of the Multinational Finance Society, June 30 - July 3, 2019, Jerusalem, Israel.*
- *18th Annual Conference of the Hellenic Finance and Accounting Association (H.F.A.A.), December 13-14, 2019, Athens, Greece.*
- *2019 Financial Management Conference (PFMC-2019), 16-18 December 2019, Paris, France.*

Books

Published

- “Philosophical Anabasis in the new age”, 2026, Anabasis Publishers
- “636 - The Beginning of the Hellenism Shrinkage”, 2023, Anabasis Publishers
- “1071 - Strategic Defeats & Shrinkage of Hellenism”, 2015, Infognomon Publishers
- “Effective Corporate Communication and Voluntary Investor relations”, 2008, Pyles Publishers

Books Forthcoming:

- *Demos, N. (Forthcoming) “717-Defending Europe”*
- *Demos, N. (Forthcoming) “1143-Byzantium, the global superpower of the Middle Ages”*
- *Demos, N. (Forthcoming) “360-Communication to Raise Capital”*
- *Demos, N. and Mindermann, H., (Forthcoming) “Regulated and Voluntary Disclosure in the Digital Age”*

Social

Social:

- *Founder of Cyprus-Canada Board of Trade (CCBT)*
- *Founder and President of Hellenic Investor Relations Institute (HIRI)*
- *Member of the Board of Directors of the International Investor Relations Federation (IIRF)*
- *Member of Strategic Studies Institutions*
- *Enjoys reading, writing, swimming, squash, and soccer*

Scholarships and awards:

- *NATO*
- *IKY*
- *York University*
- *Rodis-Roufos Foundation*
- *Who is Who*

Book: “636 - The Beginning of the Hellenism Shrinkage”

The author of the book "1071" returns with "636", where he examines the causes that took place before the battle of Yarmuk, from a historical-geographical, strategic, geopolitical, metaphysical, ethical, and climatological point of view, and with these basic analyzes he reaches conclusions and makes further predictions for the future Hellenism...

Comments for Book 636

"The book “636” by Dr. Nick Demos is a treatise of awakening Hellenism in our days. Therefore, it is a useful tool for redefining and retargeting individual, collective, and national goals."

Thanasis Tsokos, CEO PIK (CBC)

Book: “1071 - Strategic Defeats & Shrinkage of Hellenism ”

.....presents the strategic geopolitical shifts, the superpower struggles and the clash of cultures and civilizations in the Eastern Mediterranean lands between the 7th and the 16th centuries.....

Comments for Book 1071

“Meticulously researched and well documented military history book, with original detailed maps and insights,and offers very straightforward arguments and a compelling thesis. The book gives a comprehensive and rigorous account of four strategic battles that shaped world history”. **Antiopi Sxoina, Kerdos**

“The book is thoughtful, insightful, stimulating, engaging, and lively. The author’s strategic and geopolitical approach provides a strong and sharp insight and also prognostications for Hellenism...” **Anestis Ntokas, Kathimerini**

Book: *Effective Corporate Communication (ECC)*

.....provides an enhanced interface and understanding between academic research and business practice in the areas of mandatory and voluntary corporate communication.....

Comments for Stock Markets-Communication Book

“I find it valuable for our stock exchange and for the local market participants also. Why I am saying this is because of the similarities in the type of listed companies on the Bucharest Stock Exchange and Athens Stock Exchange, or, like you say it in the book, of “small capitalization listed firms that struggle to get investors’ attention”. On the other hand, your book is very useful to us as we are permanently trying to improve the CG education level for our firms.” **Steve Farmache, President & CEO, Bucharest Stock Exchange**

“Excellent and practical book for all players in the stock market.” **Dr. Reto Francioni, CEO, Deutsche Borse**

“Your precious book will be of great benefit in the global communication field.” **Jalil Tarif, CEO, Amman Stock Exchange**

“This monograph is the most comprehensive and systematic analytical treatment of this very sensitive and important subject for a long time. Thus, it has the potential to become a standard reference publication in this field.” **Dr. Emilios Avgouleas, University of Manchester**

Contact

Nick Demos

Email: nick.demos@elcaguide.com

Tel: (+1) 6477783888

Blog: nick-demos.com

