

**Cyprus International Business Sector** 



The 2nd Cyprus Fiduciary Association Forum will bring together professionals in the international business sector in order to assess where Cyprus stands and the opportunities to target new international markets.

# **Thematology:**

- International Tax Developments
- International KYC and AML Developments
- A critical analysis of the jurisdiction of Cyprus
- The Government Strategy for Developing the Business and Professional Services Sector of Cyprus – What has been done so far?
- Establishment of an Integrated Tax Department and Tax Reforms
- 4th AML Directive: Upcoming Amendments
- Developments in the field of Double Taxation Treaties of Cyprus

**Panel discussion: The Way Forward** Industry experts will assess where Cyprus stands and the opportunities to target new international markets.

# The Forum is addressed to:

CFA members, Accounting, Audit and Tax firms, Law firms, Fiduciary Services firms, Company Formation and Administration firms, Trust Services, Jurisdictional Representatives Banks and other financial institutions, Wealth Management Experts Consultants, Government leaders and officials.











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# Introduction

The Cyprus fiduciary sector was shaken by the 2013 crisis that brought about the downsizing of the excessively large banking sector, the loss of wealth and the imposition of capital restrictions, all of which created great uncertainty. Despite this, Cyprus has exceeded international expectations by making steady progress towards restructuring the economy and by meeting all its international obligations. A collaborative effort by the public and private sectors will undoubtedly strengthen the fiduciary sector, enabling the country to continue to attract and retain international business.

# The 2nd Cyprus Fiduciary Association Forum

The Forum aims to indentify and examine international and local developments that have taken place over the past year within the Fiduciary and International Business sectors and how these developments affect Cyprus. The Forum will bring together local and international professionals that will assess the current status and the future prospects of the Cyprus international business sector.

# Who should attend?

CFA members, Administrative Services Providers, Accounting, Audit and Tax firms, Law firms, Company Formation and Administration firms, Trust Services, Jurisdictional Representatives Banks and other financial institutions, Wealth Management Experts Consultants, Government leaders and officials.

# **Forum Details**

Friday 6 November 2015, GrandResort Hotel, Limassol

# Organizer



The Cyprus Fiduciary Association was established in November 2011 by the initiative of leading firms in Cyprus providing fiduciary, management and administration services to companies and other vehicles engaged in international business activities or involved in international business structures. The objective of the Association is to serve the Administrative Services Providers (ASPs) by promoting their interests, supporting their operations and educating their staff. The aim is to assist in creating a solid and strong fiduciary and wider international business sector in Cyprus, operating on high professional standards and integrity. CFA is recognised as a representative body of ASPs in Cyprus before public and regulatory authorities, other associations and the business sector of Cyprus and abroad. The Association purports to cooperate with all bodies active in the international business sector of Cyprus in order to further develop the country's services, advance the supervisory framework and promote it as a reputable international business centre.

# Coordinator

# IMH

imh

IMH is the leading business knowledge and information transfer organisation in the Eastern Mediterranean region. Its services include conferences and commercial exhibition organisation, business media publishing and human resources consulting and training. Every year, IMH organises over 60 conferences on a variety of business issues in Cyprus, Greece, the UK, the Czech Republic and Russia. IMH also organises six commercial exhibitions, dozens of educational seminars and workshops and three business awards ceremonies. The IMH Business Media department publishes two monthly magazines: IN Business, the leading business magazine in Cyprus, is read by thousands of executives, managers and entrepreneurs. Gold is a monthly English-language business magazine addressed to the international professional services, investment and finance community. IMH operates the INBusinessNews portal (www.inbusinessnews.com), and the English-language GoldNews portal (www. goldnews.com.cy) and distributes daily the IN Business Daily Newsletter and the GoldNews Daily Newsletter. IMH has a dedicated department that responds to Calls for Tender from the local public sector, the European Union and other international organisations. IMH services are addressed to a specific audience: Entrepreneurs, managers and executives working in all sectors of economic and business activity. This premium audience of white collar decision makers participates in our conferences, exhibitions and awards and consumes our media. Through its activities IMH gives businesses the opportunity to grow, network and discover new opportunities. www.imbbusiness.com

# Programme (1st Announcement)

08:30 - 09:00	Registration	I
09:00 - 09:10	Chairman's Introduction	
FIRST/NAMES GROUP	Christos Michael, Managing Director, First Names Limited, Cyprus	
09:10 - 09:20	Welcome Address	
09.10-09.20	Mr. George Savvides, President of the Cyprus Fiduciary Association	HA
09:20 - 09:40	Session 1: International Developments and how they affect Cyprus International Tax Developments Bas De Mik, Partner, Berns & De Mik Tax Consultants, Netherlands	TAX
09:40 - 10:00	International KYC and AML Developments The presentation will give an overview of KYC and AML developments internationally, with particular emphasis on the 4th EU AML Directive. It will also look at the requirements for the regulated sector, including trusts, the consequences of failing to meet them, and some suggestions on how to address the issue. Simon Dilloway, Managing Director, KYC Cube, UK	Cutting th
10:00 - 10:20	A critical analysis of the jurisdiction of Cyprus The presentation will cover recent amendments to Russian legislation which may affect the operational landscape of Cyprus. It will also provide a comparative and critical analysis of Cyprus versus several competing jurisdictions, resulting in a list of important decisive factors in favour of either jurisdiction (Russian perspective). Igor Makarov, Partner, Baker & McKenzie - CIS, Limited, Russia	Built
10:20 - 10:30	Questions and Answers	
10:30 - 10:50	Session 2: Local Developments The Government Strategy for Developing the Business and Professional Services Sector of Cyprus – What has been done so far? Constantinos Petrides, Deputy Minister to the President, Cyprus	F
10:50 - 11:00	Questions and Answers	
11:00 - 11:20	Networking Coffee Break	
11:20 - 11:40	4th AML Directive: Upcoming Amendments	
11:40 - 12:00	Establishment of an Integrated Tax Department and Tax Reforms The presentation will focus on the integration of the functions of the former Inland Revenue Department and VAT Service into a single agency, the objectives of the new "Tax Department" which has been operational since 1 July 2014, the legislative framework which	Del
	was introduced with a view to improving its efficiency and effectiveness and recent tax reforms aimed at modernizing and strengthening the competitiveness of the domestic tax regime. Yiannakis Lazarou, Commissioner of Taxation, Tax Department, Ministry of Finance, Cyprus	Bai
12:00 - 12:20	Developments in the Field of Double Taxation Agreements with Cyprus • Explanation of the Ministry of Finance's strategy for expanding the Double Taxation Treaties network. • Analysis of the current network, target jurisdictions and work in progress. George Panteli, Head, Directorate of Economic Research and European Union Affairs, Ministry of	
12:20 - 12:30	Finance, Cyprus Questions and Answers	
12:30 - 13:15	Networking Cocktail	$\operatorname{ASPI}_{\overline{\tau}}$
13:15 - 14:45	Session 3: Panel Discussion: The Way Forward The Way Forward: Products, Services and New Geographical Markets Experts from Cyprus discuss and summarize developments in the industry, assessing important	14:4

elements such as where we stand, where we want to go and how we get there. They will also propose key geographical markets that Cyprus should target. More specifically, the panelists discuss:

## **Trust the Trustees**

**RNEYS** The presentation will underline the key features of a Trust which fortify asset protection and impede creditor attacks, focusing on the important role of the trustee and drawing lessons from the recent international trust caselaw. Emily Yiolitis, Partner, Harneys LLC, Cyprus

#### Intellectual Property

Atelier Neofytos Neofytou, Managing Director, Tax Atelier, Cyprus

#### The Cyprus Holding/ Financing Company

1G

# Cyprus is the ideal business hub for a company wishing

to structure its operations in Europe, Asia or Africa. The combination of its European Membership and superb double Tax treaty network make it unique in terms of tax efficiency and cost effectiveness. Cyprus companies can also successfully act as the financing arms for medium size groups to multinationals due to the country's favorable tax provisions and highly skilled personnel.

Costas Markides, Board Member, International Tax Services, KPMG in Cyprus



#### Cyprus companies and the need for substance The concept of substance is nowadays frequently featured in

both international and local tax rules. Against the backdrop of relevant international tax developments, we will endeavor to identify the potential impact this prominent reference to substance may have on Cypriot companies, particularly those which are involved in international tax structures. The presentation will also discuss possible methods by which firms may respond to substance-related challenges.

Petros Liassides, Member of the Board, Tax Services, **EY Cyprus** 



# Cyprus - A second home

The presentation will underline the main reasons investors choose Cyprus as their second base and will focus on the Cyprus Citizenship by exception and Permanent Residency schemes. Analysis of the Financial criteria as well as the conditions of the two schemes will be presented. This presentation aims to offer an in-depth analysis of the provisions of the two schemes and their major advantages (financial, social, tax and legal) as well as the benefits for investors. PwC will share its vast experience in this field of services with participants.

Theo C Parperis, Partner, In Charge of Global Corporate Compliance, PwC Cyprus

OECD BEPS (Base Erosion Profit Shifting) initiative - a oitte. challenge or an opportunity for the industry?

Pieris Markou, Partner, Tax & Legal Leader, Deloitte, Cyprus



Presentation by Louis Pochanis, Director of International Banking Services, Bank of Cyprus, Cyprus

An Update on the Latest Developments in the Funds and Asset Management Industry in Cyprus

The presentation will focus on the most recent amendments CIFA The presentation will rocus of a contraction of the funds and to the Cyprus legal framework relating to the funds and asset management industry and, in particular, on actions undertaken to promote Cyprus as a jurisdiction of choice. Moreover, it will aim to highlight the need to upgrade the services industry in Cyprus so as to meet the new legal requirements and challenges, affecting this sector.

Angelos M. Gregoriades, Chairman, KPMG in Cyprus and President, Cyprus Investment Funds Association, Cyprus

How to leverage the fiduciary sector into a prime economic sector

# Andreas Athinodorou, Chief Executive Officer, Aspen Trust Group, Cyprus

Kyriakos lordanou, General Manager, The Institute of Certified Public Accountants of Cyprus, Cyprus

- 5 15:00 Closing Remarks
- 15:00 End of Forum

# Platinum Sponsor



#### Bank of Cyprus

Bank of Cyprus is the leading banking and financial services group in Cyprus. The Group provides a wide range of financial products and services, including retail and commercial banking, fund management and private banking. The Group has recently become a stronger, more domestically focused institution, capable of supporting the recovery of the Cypriot economy. Bank of Cyprus is one of the better capitalised banks in Europe, following a €1 billion share capital increase in August 2014. This ensured that the Bank passed the European Central Bank's "stress test" and Comprehensive Assessment of the financial strength of European banks.

## **Gold Sponsors**



#### **Demstar Business Solutions**

Established in 1980, Demstar is one of the leading technology companies in Cyprus, employing over 50 professionals. Demstar has achieved alliances and partnerships with pioneering tech companies, such as HP, Microsoft, IBM, Canon and others. Demstar focuses on the needs of the corporate market with the provision of IT Network Infrastructure and Print Management solutions. Its CustomerCare<sup>®</sup> Ser vices ensure smooth support and even complete outsourcing of the 'technology pain', allowing customers to focus on their business objectives. Satisfied customers, passionate staff, professionalism and leading partners form a winning strategy.



#### Western Union Business Solutions

Western Union is a NYSE-traded Fortune 500 company, with a presence in 200 countries and a 160-year history of connecting people around the world. G.A.P. Vassilopoulos Group cooperates with Western Union Business Solutions, the dedicated business payments division of Western Union that specialises in cross-border business payments and foreign exchange transactions, enabling companies of all sizes to operate competitively. Western Union Business Solutions helps over 100,000 corporate clients execute their cross-border payments in more than 130 currencies.

# **Communication Sponsors**



# **Gold Magazine**

Gold magazine was founded as the first English-language monthly in Cyprus whose objective was to promote the island as an international business centre, to publicize the activities of the international companies based here and, at the same time, the local professional services sector catering to them. This aim has been achieved and, almost four years after its launch, Gold magazine has not only become synonymous with the promotion of good business practices but it has gained a unique and valuable readership of High Net Worth Individuals, international company executives, English-speaking Cypriot and non-Cypriot businessmen and women. In response to the needs of its readers, Gold magazine has recently been enhanced and has expanded its coverage of all sectors of the economy and business, making it the only English-language monthly providing a comprehensive view of the local business scene, the economy and the market, from manufacturing and real estate to energy, professional services, banking, IT and retailing.

#### Goldnews.com.cy

Gold, the only English-language international investment, finance & professional services magazine in Cyprus, has now expanded its global reach via its online Gold News portal. It covers all the topics and sectors that make up the focus of the magazine (economy, professional & financial services, investment, wealth management, companies, etc.) with up-to-date news, views and opinion from Cyprus and abroad. Gold News is neither a replacement for, nor the digital version of, the monthly magazine but rather a valuable addition to the Gold media family.

# **Speaker's Biographies**



# Chairman

## Christos Michael, Managing Director, First Names Limited, Cyprus

Christos Michael is a fellow member of the Chartered Association of Certified Accountants and holds a Master's Degree in Accounting and International Finance from the University of Glasgow. He started his professional career in Cyprus with Price Waterhouse in 1992 and joined Chrysanthou & Christoforou (representing Arthur Andersen) as a manager in 1997. Following the merger of Chrysanthou & Christoforou with Deloitte he became a partner in audit in 2006, with specialisation in the Financial, Technology and Leisure industry, servicing mainly large local and international clients. He joined Excel-Serve in September 2007, as a member of the Board of Directors and following the acquisition of Excel-Serve by IFG in 2008, he was appointed Chief Executive Officer. Christos has been a member of the Group's strategy team both before and after it became independent and rebranded to First Names Group in 2013 and a founding member of the Cyprus Fiduciary Association.



# Bas De Mik, Partner, Berns & De Mik Tax Consultants, Netherlands

Bas De Mik is an International Tax Law lecturer at the University of Amsterdan and is also a Partner at Berns & De Mik Tax Consultants. He was of Counsel (FATCA) for PwC Belastingadviseurs NV from 2011-2013. From 2010 – 2011 he was the Global Head of Transfer Pricing ad interim for Uniliver NV. In 2010 he served as Head of TAX at RBS NV and from 2001 – 2010 he was Deputy Tax Director at ABN AMRO Bank. He has a Master in Public International Law (1984) and a Master in Tax Law (1992), both from the University of Amsterdam. University of Michigan, School of Business, Executive Program (2003).



#### Simon Dilloway

Simon Dilloway had a career of over 30 years in the Metropolitan Police and, since leaving, has been advising regulated companies in AML and CFT, as well as being extensively involved in AML and CFT capacity building in emerging economies in almost 50 countries. Since June 2011 he has been the finance member of the Panel of Experts advising the UN Security Council Libya Sanctions Committee. He has a BSc (Hons) in Police Studies, an MSc in Criminal Justice and a BTEC level 5 Diploma in Financial Investigation. He is a Chartered Security Professional (CSyP), a member of ACAMS, and is a Fellow (FSyl) and past Director of the UK Security Institute.



# Igor Makarov, Partner, Baker & McKenzie - CIS, Limited, Russia

Igor Makarov is a partner in the Moscow office of Baker & McKenzie. His areas of expertise include Private Equity, Direct Investments, Joint Ventures, Pre-Investment Restructuring, Business and Personal Assets Structuring.



## Constantinos Petrides, Under-Secretary to the President, Cyprus

Having been appointed Under-Secretary to the President on 1 March 2013, he was recently assigned the leading role in the Civil Service reform project. Petrides was previously the Director of the Office of the Chairman of the Democratic Rally (DISY). He also worked as an economist at DG Agriculture and DG Competition at the European Commission.



## Yiannakis Lazarou

Yiannakis Lazarou was appointed Commissioner of Taxation in July 2014. He holds a BA (Hons) in Law and is a qualified Lawyer. Before his appointment to the post of Commissioner, he held the post of Attorney of the Republic and he was Head of the Fiscal Unit at the Law Office of the Republic, as well as Head of the Unit responsible for the Protection of the Cultural Heritage of Cyprus. During his long and distinguished career at the Law Office of the Republic (1983-2014), he has dealt with all kinds of legal matters, particularly issues relating to direct and indirect taxation. He was an active member of the team responsible for the reform and overhaul of the Cyprus Taxation System in 2002. He also served as Chairman of several Committees dealing with legal, public and financial sector issues.



# George Panteli, Head of Directorate of Economic Research and European Union Affairs, Ministry of Finance, Cyprus

George Panteli is the Head of the Economic Research and European Union Affairs Directorate at the Ministry of Finance, Cyprus. His main responsibilities include the analysis of macroeconomic developments/economic policy/fiscal and taxation policies and the coordination of issues related to EU affairs. He is the Cyprus representative on the Economic and Financial Committee of the European Union and the Euro Working Group of the Euro Group. He graduated in Economics from the Queen Mary University of London, UK.



# Emily Yiolitis, Partner, Harneys LLC, Cyprus

Emily Yiolitis is a founding partner of the Harneys Cyprus office. She is also global head of the firm's Tax and Regulatory Department. Her work includes trusts and international tax structuring and planning and her clients include professional intermediaries around the globe as well as High Net Worth Individuals. Emily sits on the board of Cyta, she is a founding Committee Member and served for three years as Chairwoman of STEP Cyprus, and the Cyprus representative of the European Tax Intelligence Group (ETIG). In 2014 she featured on the Citywealth IFC Power Women Top 200 List.



#### Neofytos Neofytou, Managing Director, Taxatelier, Cyprus

Neofytos Neofytou is the managing director of Tax Atelier, a premier boutique tax firm in Cyprus, specializing in local and international tax advisory services. He was the partner in charge for tax for Ernst & Young in Cyprus for 36 years. He has served as Chairman and a member of the Taxation and VAT Committees of ICPAC and he is currently acting as a tax advisor to the Government of Cyprus and the CCCI and he is also the Chairman of the Taxation Committee of CIFA. During his long career, he has advised major banks, security trading firms, financial institutions, insurance companies, funds and fund managers, both in Cyprus and abroad. He is a frequent speaker in local and international seminars and conferences on tax matters, double tax treaties and exchange of information and transparency issues, both locally and abroad. Neofytos runs Redimus, the major tax portal of Cyprus which provides amongst other services regular updates on developments on international and local tax matters.



## Costas Markides, Board Member, International Tax Services, KPMG in Cyprus

Costas is a graduate from Southern Illinois University holding a Masters degree in Accountancy with special concentration on International Taxation. He is a Certified Public Accountant (CPA) in the United States and a member of the American Institute of Certified Public Accountants (AICPA). Costas has extensive knowledge and expertise in the field of International Taxation. He has been advising local and international clients on tax efficient structuring, and cross border mergers and acquisitions. He has also published numerous Tax related articles in Cyprus and the US and is a frequent speaker on Tax related issues in Cyprus and abroad.



## Petros Liassides, Member of the Board, Tax Services, EY Cyprus

Petros specializes in the provision of tax compliance as well as tax advisory services to local and multinational companies. He holds a U.K. Bachelor's degree (B.A. Hon's) in Accounting Finance & Economics and is a U.K. trained and qualified Chartered Accountant. He is also a Fellow Member (FCA) of the Institute of Chartered Accountants in England & Wales (ICAEW) and a member of the Institute of Certified Public Accountants of Cyprus (ICPAC) since 1996.



#### Theo C Parperis, Partner, In Charge of Global Corporate Compliance, PwC Cyprus

Theo Parperis is a Partner at PricewaterhouseCoopers Cyprus. He is also in charge of Tax and Legal Services (TLS) group. His vast experience spans the following: Tax and statutory compliance for international groups; Advising and assisting international clients with group restructuring plans; Providing comprehensive solutions for private clients and High Net Worth Individuals (HNWI) covering both their corporate and private wealth interests; Family office structuring and private wealth consolidation and reporting; Tax and legal support in acquisition/sale of private assets; and Citizenship & naturalisation services. Theo is primarily engaged with international clients operating in a broad range of sectors, including trade in oil and commodities (e.g. metals), transportation, shipping, tourism, manufacturing, information and technology. Theo served as President of the Institute of Certified Public Accountants of Cyprus (ICPAC) during 2011-2013.



# Pieris Markou, Partner, Tax & Legal Leader, Deloitte, Cyprus

Pieris Markou is Tax & Legal Leader at Deloitte Cyprus. He has been involved in tax planning projects for major multinationals, private and local entities operating in Cyprus and has many years of experience in both local and international taxation. He is one of the firm's major negotiators for the resolution of clients' tax matters with the authorities. An active member of the Institute of Certified Public Accountants of Cyprus (ICPAC), he participates in the formulation of state tax policies and treaty negotiations.

# Louis Pochanis, Director of International Banking Services, Bank of Cyprus, Cyprus

Louis Pochanis graduated from Loughborough University, UK, in 1989 with a first class honours degree in Economics with Accountancy. He worked for Price Waterhouse in London between 1989 and 1992, when he became a member of the Institute of Chartered Accountants in England and Wales (ICAEW). He has been with the Bank of Cyprus (BoC) Group in Cyprus since 1993. Pochanis set up the BOC Global Equity Fund – the first international mutual fund (UCITS) promoted in Cyprus – in Dublin, Ireland in 1994. He also set up BoC's Private Banking and Wealth Management department in Cyprus (1995) and Greece (1996). He was Manager Private Banking and Wealth Management at BOC in Cyprus from 1995-2006 and in Greece from 1996-1998. He was also General Manager of CISCO from 2004 to 2006. He has been Senior Manager of the International Business Units in Cyprus as well as the Bank's Representative Offices around the world. He has also been responsible for the same business line of the former Laiki Bank since BoC's absorption of its Cyprus business. He was a member of the Bank's Executive Committee from August 2012 to March 2013 and has been again since October 2013.



Angelos M. Gregoriades, Chairman, KPMG in Cyprus and President, Cyprus Investment Funds Association (CIFA), Cyprus Angelos Gregoriades is Chairman of the Cyprus Investment Funds Association (CIFA), which was established in 2013 and whose main aim is the promotion of the Cyprus funds industry. After acquiring his degree in Accounting and Finance at the London School of Economics, he became a Fellow Member of the Institute of Chartered Accountants of England and Wales. He has extensive experience in the financial services industry and has contributed significantly in promoting Cyprus as an attractive investment destination. He is the Chairman of KPMG in Cyprus and Head of Tax and Corporate Services.



#### Andreas Athinodorou, Chief Executive Officer, Aspen Trust Group, Cyprus

Andreas graduated with a degree in Business Economics and Accounting from the University of Southampton, UK. He is a Fellow Chartered Accountant of the Institute of Chartered Accountants of England and Wales (I.C.A.E.W.). Andreas specialised in Corporate Finance and International Tax Planning with one of the top four accounting firms. He is connected to numerous professional and industry organisations and has also published a number of technical articles in international publications. He is the Chief Executive Officer and a co- founder of the Aspen Trust Group. The Aspen Trust Group provides Investment and Wealth Structuring advisory services on the use of International Jurisdictions, for Corporate and Private Clients. Further, it provides bespoke formation and on-going management services for Companies, Trusts and other legal entities, in key International Jurisdictions. Andreas is heading ATG Fund Services LTD -the division of the Aspen Group that offers Investment Funds Association (CIFA) and the Chairman of the Administration Service Providers Committee of the Institute of Certified Public Accountants of Cyprus (I.C.P.A.C.).



#### Kyriakos Iordanou, General Manager, The Institute of Certified Public Accountants of Cyprus, Cyprus

Kyriakos lordanou is the General Manager of the Institute of Certified Public Accountants of Cyprus since January 2012. He has a long and active involvement in the affairs of the Institute as he served as a Council member between 2002 to 2011, holding the position of the Vice President for the period 2009-2011. He was involved in the activities of various committees of the Institute too. Kyriakos' professional career began in January 1995 as a credit officer with Bank of Cyprus Factors, and spanned as financial controller in public and private companies since 1999, as well as financial and business advisor to firms in auditor of the Human Resource Development Authority of Cyprus from 2004 till the end of 2011. Previously he also served as a council member of the Cyprus Institute of Internal Auditors (2006-2011). Kyriakos qualified as a Certified Accountant in 1997 and is now a Fellow of Association of Chartered Certified Accountants. He is also a Certified Internal Auditor (CIA) and a holder of a Masters degree in Business Administration (MBA). He is also a member of the Chartered Institute of Marketing, UK. ICPAC is the competent authority for the audit profession, and a competent authority for the activities of the Institute's members for Insolvency Practitioners, Anti-money laundering and Provision of Administrative Services. Kyriakos bears the responsibility for the smooth and effective execution of the above functions. Kyriakos represents ICPAC at various for an as pecialised committees at European and local institutions.



#### For further information contact:

IMH, 5 Aigaleo Str., 2057 Strovolos, P.O.Box 21185, 1503, Nicosia, Cyprus, Tel.+357 22505555, Fax. + 357 22679820, E-mail: events@imhbusiness.com, website: www.imhbusiness.com



# Friday 6 November 2015 | GrandResort Hotel | Limassol

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