

# THE 4<sup>th</sup> PROFESSIONAL SERVICES FORUM

BROCHURE

Friday 17 November 2017 | 08:30-14:00  
Hilton Park Hotel | Nicosia

## INTERNATIONAL TRENDS OF PROFESSIONAL SERVICES TO INTERNATIONAL BUSINESSES AND HNWI AND THE FUTURE OF THE SECTOR IN CYPRUS



DISTINGUISHED SPEAKERS  
FROM AROUND THE GLOBE

### Topics

- ▶ Establishment of **International Financial Services**
- ▶ **International Tax** Developments
- ▶ Global Trends in Wealth and Tax Planning for **HNW Individuals**
- ▶ **Geographical Market Status**

### Forum Audience

The Conference is addressed to:

- ▶ CFA members
- ▶ Accounting, Audit and Tax firms
- ▶ Law firms
- ▶ Administrative Services Providers (ASPs)
- ▶ Trust Services
- ▶ Jurisdictional Representatives Banks and other financial institutions
- ▶ Wealth Management Experts Consultants
- ▶ Government leaders and officials



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Organizers



## Introduction

IMH and the Cyprus Fiduciary Association are organizing the Cyprus Professional Services Conference on Friday, 17th November 2017. The conference will bring together the leaders of the tertiary sector of the Cypriot economy to present and discuss the latest developments and trends in the field. Now an established annual event, this year's conference is taking a new approach in incorporating professionals from the broader spectrum of the industry. The conference will bring together not only banking and financial institutions, accounting/audit/tax companies, asset management, investment companies and law firms, but also various international Financial Centre Executives. Cyprus is recognized as an international centre of excellence for the provision of professional services and this year's event wants to provoke constructive thinking within the local sector to help maximize the industry's potential. The theme of this year's forum is to stimulate the exploration of new geographical opportunities within the professional services field in Cyprus.



## The Conference

The Professional Services Conference is the annual gathering of the professional services world in Cyprus. It is a forum where accounting, tax and legal firms, corporate service providers, financial institutions, international corporations and the government discuss and exchange practical ideas on local and international trends. It aims to bring the latest developments, expertise and knowledge from organizations around the world, and combine it with local knowledge and practice. It also provides food for thought for all the professionals involved to reassess their strategy and positioning and improve their services.

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- Jurisdictional Representatives Banks and other financial institutions,
- Wealth Management Experts Consultants,
- Government leaders and officials.

## Date and Venue

Date: 17 November 2017  
Venue: Hilton Park Hotel Nicosia

## Reasons to Attend

- 1 Gain strategic insights on the latest trends in the Financial Services industry
- 2 Discuss business opportunities with the industry's influencers
- 3 Focus on existing business techniques and learn about new ones
- 4 Develop new ideas based on the Conference content
- 5 Network with like-minded professionals

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8:30-9:00 Registration

9:00-9:10 Introduction by the Chairman of the Forum

**Christos Michael**, Managing Director, First Names Limited, Cyprus**Session 1-Global Trends in the Professional Services Industry**9:10-9:30 **International Tax Developments****Belema R Obuoforibo**, CTA ATT (Fellow) Director of the IBFD Knowledge Centre and Member of IBFD's9:30-9:50 **Transfer Pricing: International developments and implications****Deloitte.**

The session will review recent global developments in transfer pricing particularly in reference to the OECD's Base Erosion and Profit Shifting ("BEPS") framework. The Speaker will explore the implications of Actions 8 to 10 of the BEPS framework for multinational companies with an emphasis on intangibles, risk, shared services and transparency. The focus of the presentation will be on global principal structures with a footprint on Asia Pacific.

**Anis Chakravarty**, Partner, Deloitte Touche Tohmatsu India LLP9:50-10:10 **Managing the aftermath of economic crises: the role of Professional Service Providers in accelerating recovery**

The ability of an economy to manage downturns is as important as its ability to maintain growth. As Cyprus moves to a new period of economic growth, it continues to be affected by the aftermath of the economic crisis: the burden of non-performing loans on banks' capitalization, the large number of real estate assets on offer and the debt burden on businesses are just a few examples. The Professional Services Industry has a role to play in providing the framework and means to businesses to protect value and improve performance throughout every economic cycle.

**Victor Papaconstantinou**, Senior Director, Alvarez & Marsal Greece10:10-10:30 **Private Wealth, Wealth Management, Asset Protection, Estate Planning**10:30-10:50 **Family Office- Multi Family Office**10:50-11:10 **Presentation by NewCytech**

11:10-11:30 Questions&amp; Answers

11:30-12:00 Networking break

**Session 2-Markets Status –Global Wealth Management and Opportunities**12:00-12:20 **Private Clients-Wealth Trends and Opportunités in China**12:20-12:40 **India Private Clients-India's Expansion of Wealth and HNWI****Sonali Pradhan**, Director Head of Wealth Planning, Julius Baer Wealth Advisors Private Limited, India12:40-13:00 **USA:Prospects of Cyprus Structures**13:00-13:20 **Gulf:Update on the status of Cyprus as a holding company location for GCC countries**

13:20-13:40 Questions&amp; Answers

13:40-14:00 Closing Remarks

14:00 End of Forum-Networking Cocktail

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NewCytech specialises in Solution and Infrastructure System Integration projects. Widely considered to be one of the biggest, most trusted and financially stable IT companies on the Island, NewCytech offers best of breed technologies and solution from multiple vendors. The company has a history of 30+ years of success in the Cyprus market. Since 2009, it has become part of Logicom Group Public Ltd, an international group of companies, one of the largest technology giants in Southern Europe and the Middle East. NewCytech Business Solutions is an IBM Platinum Partner, as a result of its expertise and the high quality of its IBM offerings. IBM Platinum Specialized partners consistently demonstrate superior product knowledge, technical expertise and commitment to IBM, and receive advanced levels of service, training, benefits, and resources.

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## Organizers



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 community in 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.



IMH is the largest business knowledge and information transfer organisation in Cyprus. Its services include the coordination and running of conferences, seminars and commercial exhibitions, specialist business media publishing and human resources consulting. Every year, IMH organises more than 80 conferences related to every sector of the market, commercial exhibitions and training seminars, and undertakes the entire process of five business award ceremonies. IMH publishes the only dedicated business magazines in Cyprus: the Greek language monthly IN Business and the English-language monthly Gold, which are read by tens of thousands of Cypriot and non-Cypriot professionals, managers and entrepreneurs. It also operates the magazines' accompanying news portals, the IN Business Portal ([www.inbusinessnews.com](http://www.inbusinessnews.com)), the GOLD Portal ([www.goldnews.com.cy](http://www.goldnews.com.cy)) and the REPORTER ([www.reporter.com.cy](http://www.reporter.com.cy)) IMH also delivers via e-mail the IN Business Daily Newsletter, the GOLD News Daily Newsletter and the REPORTER Newsletter. The IMH Business Development Department bids for tenders published by local public sector bodies, the European Union and other international organisations. Through its activities, IMH gives businesses a chance to develop, to network, to find new clients and business associates, to communicate with new audiences and discover growth opportunities.  
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### GOLD

GOLD magazine was founded in 2011 as the first English-language business monthly in Cyprus. Today, it is not only synonymous with the promotion of good business practices but it has a unique and valuable readership of High Net Worth Individuals, international company executives, English-speaking Cypriot and non-Cypriot businessmen and women. GOLD provides a comprehensive and informed overview of the local business scene, the economy and the market and has gained a reputation for its in-depth articles and revealing interviews with key local and international personalities.




### INBusiness

IN Business magazine has a monthly readership of more than 50,000. It is the only monthly business magazine in the Cyprus market that provides an overall approach to all segments of the economy, ranging from retail to services, as well as reporting on new deals, presenting new faces and, generally, all that is going on in the domestic business realm. IN Business has been a pioneer in local business journalism, thanks to its in-depth analysis and its research backed by never-before published facts and figures.

[www.inbusinessnews.com](http://www.inbusinessnews.com)

# Booking Form

## EASY WAYS TO REGISTER

-  E-mail: [events@imhbusiness.com](mailto:events@imhbusiness.com)
-  Fax: +357 22 679820
-  [www.imhbusiness.com](http://www.imhbusiness.com)

## REGISTRATION DEADLINE PAYMENT

Participation fees must be paid in advance, until 15<sup>th</sup> November 2017.




## WHAT DO THE FEES INCLUDE?




Participation fee per delegate includes registration, coffee breaks, networking cocktail and documentation.




## The 4th Professional Services Forum




Friday, 17<sup>th</sup> November 2017 | Hilton Park Hotel | Nicosia  
(REGISTRATION DEADLINE: Wednesday, 15<sup>th</sup> November 2017)

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### CANCELLATION POLICY

- Participation fees are paid in advance.
- Cancellations must be made in writing two days before the start of the conference, otherwise you will be charged 50% of the participation fee.
- In case of a no show without a written cancellation two days before the conference, you will be charged 100% of the participation fee.

## CONFERENCES: TERMS & CONDITIONS OF PARTICIPATION

Confirmation of your registration will be sent as soon as possible once we have received your application in writing – either online or by fax or mail. Please note that, in order for you to take part in the conference, your participation fee must be paid in full two days before the first day's deliberations. Please note, furthermore, that the organisers reserve the right to make changes to the details – though not to the substance – of the conference without prior warning, even if these do not appear in the programme because they occurred after printing and due to unforeseen circumstances. Additionally, you should be aware that, if the organisers are obliged to cancel a conference, they have a responsibility to reimburse any fees paid. They cannot be held responsible, however, for any consequential damage or loss. Finally, please note that an application to participate and an online registration are considered legally binding.

