

BEST INVEST CYPRUS 2018

EDUCATIONAL AND NETWORKING EVENT

14-16 MAY 2018, ST. RAPHAEL RESORT, LIMASSOL



26.04.2018

Dear CCCI members,

On behalf of VESTNIK KIPRA, the organisers of the **BEST INVEST** Conference 2018, I invite you to attend this event. The conference itself takes place in the St. Raphael Hotel on the 15th of May but there are few events before and after the conference that you can attend using this conference pass.

We'll start on **Monday 14th of May at 12.00** with the Meeting of a Working Group of Cyprus-India Cooperation with participation of High Commissioner, business people from India who live and work in Cyprus, minister Natasa Pilides and other distinguished guests. The same day at **16.00-18.00** we invite you to visit the exhibition and presentations of the biggest Cyprus investment projects as Trilogy, DelMar, Zaria, The One, The Icon and others, presented by Aristo, Cybarco, Harakis, Imperio, Leptos, Oikos, Pafilia, Shanda, Zavos and other Cypriot developers. In the evening – **at 19.00** – you may join a business reception with more than 400 guests, half of them business owners and investors. This event will be opened by a welcome note of the minister of finance Haris Georgiades.

On Tuesday 15th of May we'll start with plenary sessions where you can get a lot of useful information and insights. In the afternoon, **at 14.00** we'll have a session where you can compare property prices of 10 countries and see where Cyprus is on the map of property investments. Later, **at 16.00** you may join a workshop "Attract, Nurture, Convert: The New Rules of Getting Clients Online" – that will help you to understand how to work in the most efficient way in the digital world.

On Wednesday 16th of May you may attend a master-class for business leaders "Tribal Leadership. How to become great by doubling your team's effectiveness."

All this is included into a conference fee of 400 euro. Members of CCCI will pay a reduced fee of **320 euro per person**. If you can not or do not want to attend the whole program, you can still attend the reception and ½ a day of the conference, paying 250 euro.

Please fill in the registration form and send it to tm@vkcyprus.com. Any questions may be addressed to this project manager Tatiana Tkacheva – marketing@vkcyprus.com. Tel. 25 590530.

Full program and the list of speakers are published on www.vkcyprusinvest.com

Yours truly,
Natalia Kardash
Managing Partner of VESTNIK KIPRA Group
nk@vkcyprus.com



BEST INVEST EVENT PROGRAM

MONDAY 14th of MAY 2018

12.00-14.00

Meeting of the Working Group of Cyprus-India Cooperation (with participation of officials and businessmen from High Commission of India, Indian businessmen living in Cyprus and members of the Cyprus-India Business Association).

This event participation is free, by invitation only.

16.00-18.00

An exhibition of the biggest Cyprus developers.
with **5-minutes presentations** of Cypriot projects to invest.

Participation during this hour is free to public.

19.00-21.00

Official Welcome Reception for the participants of BEST INVEST event and selected guests from Cyprus. 450 invitees. The reception is held in the premises of the Exhibition in order to promote investment opportunities in Cyprus.

This event participation is by invitation only.

TUESDAY 15th of MAY 2018

8.00-8.45

Registration. Morning coffee. Exchange of contacts. Introductions.

9.00-10.45

Official opening Ceremony. Greetings on behalf of Cyprus Government and Mayor of Limassol. Welcome notes from foreign countries. Addresses of VIP guests.
First Plenary Session. Investments in real business and well-know investment instruments.

New prospects of mutual investments between Cyprus-Russia-EU-Asia. Use of Cyprus as a centre for efficient and transparent international business and European HQ centre for Russian, Arab and Asian countries. Investments into new projects in different spheres, including energy, IT, newest technologies, large scale infrastructure. Overview of economic news, new laws and rules with live comments of local and international experts.

Simultaneous Translation English/Russian.

10.45-11.15

Networking Coffee Break.

11.15-12.45

Second Plenary Session. Investments in commercial and residential property.

Discussions and thematic panels with top-managers of the biggest developers and realtors from at least 10 countries, representatives of banking and investment spheres, business people working in property investments.

Among subjects for discussion:

- 1. Financial crisis and crisis in sales. How to find the way out.*
- 2. Property in an elite segment for foreign buyers.*
- 3. Investments and residence or citizenship. Examples from EU-countries.*
- 4. Optimisation of property taxes in different countries.*
- 5. EDPR – European Data Protection Regulation.*
- 6. Newest technologies for PR and promotion of international property deals.*

Simultaneous Translation English/Russian.

13.00-14.00

Business Lunch.

14.00-15.30

Thematic session:

Overview on property sales in 10-12 countries. Listen, Compare and Ask

Questions. Experts from different countries known as competitors of Cyprus on attraction of foreign investments will have five minutes presentations and answer the following questions:

- 1. When it comes to promotion abroad what might be the slogan of your country? How does your country position itself? What does it say to potential foreign investors while inviting them to buy business or property there?*
- 2. What is the price per square meter in the center of the capital city? Residential properties. Commercial properties. What is the minimum price – in which projects? What is the maximum price and why?*
- 3. What is the price per square meter in residential and/or holiday areas? Examples of the most common and usual properties and prices.*
- 4. Please show the graph of price changes for the last 10 years for residential and commercial property.*
- 5. Please show the list of 5 foreign countries that are the first in buying property in your country.*
- 6. What are the advantages and disadvantages of your country property market, compared to Cyprus?*

7. *Your opinion on the property market in your country. Your forecast for the next 12-18 months.*

Participants of this session will be able to ask questions to the speakers after the main presentations are over and share opinions on diversity of offers and opportunities. This session is a perfect opportunity to compare all options that are on the market. No advertising of specific projects is allowed during this session: each speaker will present his/her country in general.

16.00-17.00

Networking event DIRECTORS' CLUB for founders, shareholders and CEOs of developers and constructing companies.

16.00-19.00

Seminars and Practical Workshops.

16.00-19.00 – in English

Workshop by Justin Devonshire.

"Attract, Nurture, Convert: The New Rules of Getting Clients Online"

- How consumer behavior online has changed, and how your website must too
- The 3-Step Buyers' Journey and how to create a magnetic marketing strategy
- How to Use Social Media for ANY Business - how to find and attract a customer

16.00-19.00 – in Russian

Workshop by Timur Yadgarov

"Tribal Leadership. Gathering to become great".

Would you like to double your team's effectiveness?

16.00-19.00 – in Russian

Workshop for property experts by Ekaterina Stepanova.

"Personal Charisma and Sales Skills".

How to be efficient and sell with using emotions and personal approach? How to increase sales by 30% using social media? How to plan and successfully execute e-mail campaigns?

WEDNESDAY 16th of MAY 2018

09.00-13.00

Seminars and Practical Workshops.

9.00-12.00 – in English

Workshop by Timur Yadgarov

Tribal Leadership. Gathering to become great.

Would you like to double your team's effectiveness?

If you already noticed, that people around you:

- Feed their ego instead of creating value;
- Hope for a miracle instead of following Kaizen;
- Keep using old methods and grow up immunity to change;
- Refuse to acknowledge bad signs.

You will get great value from participation in the master-class by:

- Learning from the latest knowledge in leadership.
- Discovering how words can lead to success or downfall.
- Acquiring new communication tools.
- Preparing for initial steps towards team excellency.

It is going to be radical shift for your company's culture to create sustainable, effective leadership that gives your company a true competitive edge.

9.00-12.00 – in Russian

Workshop by Ekaterina Stepanova

Isosceles Triangle — Sales, Marketing, PR

Additional information:

www.vkcyprusinvest.com

Organising Committee Chairwoman:

Mrs. Natalia Kardash (nk@vkcyprus.com)

VESTNIK KIPRA Group office: +(357) 25 590530

Request or submission of a registration form:

tm@vkcyprus.com (Ms. Tatiana Michaelidou)



BEST INVEST Conference and Exhibition 2018. May, 14-16.

St. Raphael Hotel, Limassol

CCCI REGISTRATION FORM. Please return by e-mail tm@vkcyprus.com or fax (+357) 25 584920

Company	
Company telephone	
Company website	
Company e-mail	
Contact person	

1 st Participant	
Name and Surname	
Position in the company	
Mobile phone number	
Personal e-mail	
Program	Business-program <input type="checkbox"/> Full event program <input type="checkbox"/>

2 nd Participant	
Name and Surname	
Position in the company	
Mobile phone number	
Personal e-mail	
Program	Business-program <input type="checkbox"/> Full event program <input type="checkbox"/>

REGISTRATION FEE per delegate (includes VAT):

Business Program €300, CCCI special fee - €250. It includes three elements of the conference:

1. presentation of Cypriot development projects (Monday 14th of May 17.00-18.00);
2. welcome reception for conference participants (Monday 14th of May 19.00-21.00);
3. plenary sessions and coffee breaks (Tuesday 15th of May 09.00-13.00).

Full three days program €400, CCCI special fee - €320. – It is a registration fee for the whole program of the conference. It includes:

1. all plenary sessions,
2. all panel discussions,
3. all presentations, workshops and seminars,
4. access to working meetings,
5. four coffee breaks,
5. lunch on the 15th,
6. access to the exhibition
7. all conference materials in digital and printed form.

BOOKING TERMS: Please complete this form and send it to tm@vkcyprus.com. Confirmation of your registration will be sent to you immediately upon receiving this file. You'll get an invoice and instructions on payment options. The fee has to be paid within 5 working days.

METHODS OF PAYMENT (please mark):

Cheque. Please mail it to VESTNIK KIPRA Group, P.O.Box 58236, 3732, Limassol, Cyprus.

Online payment by a credit/debit card or through PayPal account. Please pay on our website www.vkcyprusinvest.com

Bank Transfer (Please inform the Bank that you will pay all charges).

Name of the Bank: **HELLENIC BANK**

Account: 240-01-581322-05

IBAN: CY81005002400002400158132205.

SWIFT CODE (BIC): HEBACY2N

Receiver: N.G.K. Cyprus Advertiser Ltd.

Description of the payment: your company name + BEST INVEST

Personal Data Protection

Any personal information or contact details will be used only for informing you on the matters dealt with the conference and purpose of keeping you informed about forthcoming conferences, seminars, exhibitions, publications related to the same subjects. We shall never share your data with a third party. If you do not want to receive further information from us, please inform us by email about it.

Cancellation Policy

Participation fees are paid in advance, within 15 days since registration. You may cancel your participation at any time by 15th of March 2018 without any penalties. If you cancel between by the 30th of April – 50% will be charged. No cancellation is accepted after the 1st of May.

For further information please contact the President of the Organising Committee

Ms. Natalia Kardash by email nk@vkcyprus.com or tel. +357 25 590530