

1ST CCCI RETAIL CONFERENCE



CYPRUS
CHAMBER OF
COMMERCE AND
INDUSTRY

RETAIL TRADE
PAYMENTS, ISSUES & BEST PRACTICES

19 NOVEMBER 2014 • FILOXENIA
CONFERENCE CENTRE (ELIA HALL) • NICOSIA



David McCorquodale,
UK Retail Think Tank



Phil A. Orford (MBE)
Forum of Private Business

Featuring

- Identifying the Problems
- Solutions / Recommendations
 - Regulation Enforcement
- Risk Assessment - Creation of Info Centre
 - Best Practices
- Grocery Code of Practice
- The Future of the Grocery Sector
- Cyprus Efficient Consumer Response
 - VAT
- Panel Discussions
- Questions & Answers
 - Networking Lunch

Conference Focus Group

Suppliers:

- CTC Argosy
- Laiko Cosmos Trading
- Christodoulides Bros
- Lanitis
- Photos Photiades Distr.
- Tryfon Tseriotis
- Rologis

Retailers:

- Alpha Mega Hypermarkets
- Metro Supermarkets
- Papantoniou Supermarkets
- Ermes Group
- Zorbas Bakeries
- Cyprus Supermarket Association
- Cyprus Assoc. of Retail Trade

Advisors:

- KPMG Limited
- Christodoulos. G. Vassiliades & Co. LLC
- Infocredit Group
- Ministry of Energy, Commerce, Industry & Tourism

**Working Language: Greek & English
(Simultaneous Translation)*

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Advocates - Legal Consultants

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Retail Trade – Payments, Issues & Best Practices

Wednesday 19 November 2014 - Nicosia, Cyprus

Venue

Filoxenia Conference Centre,
(ELIA HALL) Nicosia, Cyprus

Highlights

The conference is meant to provide insight into:

- Identifying the Problems of Retail Trade
- Solutions / Recommendations
- Regulation Enforcement
- Risk Assessment - Creation of Info Centre
- Best Practices
- Grocery Code of Practice
- The Future of the Grocery Sector
- Cyprus Efficient Consumer Response
- VAT
- Panel Discussions
- Questions & Answers

Who should attend:

All local and international Retailers, Suppliers, Accountants, Auditors, Retail Lawyers, Bankers and professionals involved in Retail trade: businesses, government representatives, academics, including ICAEW students interested in the subject.

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Retail Trade – Payments, Issues & Best Practices

Conference Agenda – 19 November 2014

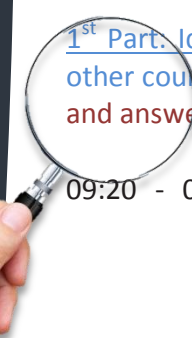
08:15 - 09:05 Registration - Network Coffee

Ceremonial

09:05 - 09:10 Opening / Objective of the Conference **by CCCI Secretary General Mr. Marios Tsiakkis (Moderator Ceremonial Part)**

09:10-09:15 Welcome Address **by the President of the Cyprus Chamber of Commerce and Industry Mr. Phidias Pilides**

09:15- 09:20 Address from the Ministry of Energy, Commerce, Industry and Tourism

 **1st Part: Identifying the problem – Solutions/Recommendations & Best Practices: How other countries have addressed the problem. (Roundtable discussion, debate & question and answer session)**

09:20 - 09:40 **Identifying the Financial Issues - Solutions/Recommendations** that currently Suppliers and Retailers are challenging such as Cash Flow, VAT Extension, Cash Accounting Scheme – **by Mrs. Maria Zavrou KPMG Limited Financial Advisor**

09:40 - 10:00 **Identifying the Legal Issues - Solutions/Recommendations & Reg. Enforcement** that currently Suppliers and Retailers are challenging in the Retail Trade - **by Mr. Phivos Zomenis Christodoulos. G. Vassiliades & Co. LLC Legal Advisor.**

10:00 - 10:20 Risk Assessment - Creation of Information Centre - Statistics & Best Practices / Credit Risk Solutions Advisor - **Mr. Nikos Ioannou Infocredit**

10:20 - 10:50 The Chief Executive of the Forum of Private Business in UK, **Mr. Phil Orford** will further explain:

- lessons learned in the UK concerning the Retail Trade, Payments, SME's
- EU Late Payment Legislation & Best Practises
- UK Grocery Code of Practise and the role of the Adjudicator
- Explain whether businesses in Cyprus would potentially benefit from legislation to address late payment and supply chain abuse

10:50 - 11:10 1st Roundtable discussion with the participation of the **Key note Speaker Mr. Orford, Legal Advisor Mr. Zomenis & Credit Risk Solutions Advisor Mr. Ioannou**. Moderated by **Mrs Maria Zavrou** Financial Advisor

11:10 - 11:30 **Refreshment break**

2nd Part: Alternative Areas for Improvements

(Roundtable discussion, debate & question and answer session)

11:30 - 12:15 Key note Speaker: **David McCorquodale** Retail Think Tank Group UK & Head of Retail at KPMG will further explain:

- Considerations of the UK Retail Think Tank & topics discussed
- Late Payments Legislation
- Is the Cyprus Grocery Code a good idea?
- The Future of the Grocery Sector

12:15 - 12:30 ECR – Cyprus Efficient Consumer Response by **Athanasios Mavros** President of Cyprus Efficient Consumer Response.

12:30 - 12:45 Financial (VAT) Advising by **Mr. Charis Charalambous** KPMG Limited - Financial Advisor

12:45 - 13:15 **2nd Round Table Discussion on the matter raised at the Conference and applicability in the case of Cyprus with Q&A Session. With the participation of the Main Speaker Mr. David McCorquodale, Mr. Papaxanthos Rep. Retailers Alpha Mega Hypermarkets, Mr. Zinonas Markides Rep. Suppliers and Mr. Zomenis Legal Advisor. Moderated by Mr. Charis Charalambous Financial Advisor**

13:15 - 13:30 End of the Seminar - Moderators chair the closing session and sum-up the conference findings, reassuring CCCI's and Advisors support and commitment toward Retail Trade.

13:30 - 14:30 **Networking Buffet Lunch**



Key Note Speakers Bios:

David McCorquodale, UK Retail Think Tank



David McCorquodale, is UK head of retail at KPMG and is responsible for leading and developing the firm's retail practice in the UK. He is regularly quoted in the trade and national media on retail sales trends and other key issues affecting the sector.

David has been with KPMG since 1984 and is one of the founders of KPMG's corporate finance business, advising listed and private companies on divestitures, acquisitions and fund raisings. He also leads KPMG's European retail transactions and restructuring practice and has advised on numerous high profile retail transactions, including the sales of Card Factory, Dreams, Peacocks, Blacks Leisure and JJB Sports.

KPMG is an associate member of the British Retail Consortium (BRC) and David works closely with the BRC in a number of areas including the analysis, sponsorship and administration of the BRC-KPMG Retail Sales Monitor.

Phil Orford MBE, Forum of Private Business



Phil began his career in sales before starting his own business at the age of 21. Between 1983 and 2007, he started and grew a number of businesses as diverse as scientific supplies and hazardous waste management

Passionate about supporting the small and medium-sized business sector, which Phil believes is the backbone of the UK economy, he believes in the need for the right balance of freedom, intervention and support to enable entrepreneurs to innovate and grow.

Since joining the Forum of Private Business in February 2008, Phil has guided the company and its members through a difficult credit crisis and recession. As well as enhancing and developing the organisation's status as one of the UK's foremost small business lobbyists, Phil has positioned it to be one of the country's leading business organisations, providing business owners with the support, protection and reassurance they need in difficult times.

Phil states that his job is to "ensure that our members' voices are heard by those who influence our enterprise culture and to help entrepreneurs successfully start and grow businesses through the provision of timely and relevant support and advice."

Phil was awarded an MBE in the 2013 Queen's Birthday Honours for services to small and medium sized businesses.

REGISTRATION

DATE: 19 NOVEMBER 2014 - 08.15 TO 14.30

VENUE: FILOXENIA CONFERENCE CENTRE (ELIA HALL) - NICOSIA, CYPRUS

How to register:

Complete and return the registration form indicating method of payment by **17 November 2014** to:

Mrs Martha Georghiadou Email martha@ccci.org.cy Tel: 00357 22889890

Fax: **00357 22667593** Website: www.ccci.org.cy

Registration will be confirmed upon receipt of the registration form and contribution to costs

Participation Information:

Title (Mr/Dr/Mrs/etc).

Family Name:

First/Given Name:

Position:

Company:

E-mail:

Phone:

Registration fee:

€70

The fee includes Coffee Breaks, refreshments, Network lunch and VAT

Cancellation charge:

100% of the contribution to costs will be refunded if notice of cancellation is received in writing **before 17 November 2014**. Cancellations after this date are not refundable. However, registration may be transferred to another person from the same company or organization at no extra charge, provided that notice is sent to martha@ccci.org.cy prior to the Conference.

ALL PAYMENTS MUST BE MADE IN EURO AND NET OF ANY BANKING COMMISSION AND CHARGES. Please indicate the title of the Conference and the participant's name clearly on either form of payment.

Bank of Cyprus

Account Number: 0194-12-006537

Hellenic Bank

Account Number: 121-01-013924-01

By Cheque Payable to:

Cyprus Chamber of Commerce and Industry

Date:

Signature: