



CYPRUS  
CHAMBER OF  
COMMERCE AND  
INDUSTRY

Thursday 10 November  
Filoxenia Conf. Centre Nicosia

2<sup>nd</sup>

# TRADE conference



Neil Hunter Cooper



Kamola Makhmudova

Key Note Speakers Bios

## Influencing Key Opportunities with the Trade Facilitation Programme & Facilitating Business Reorganisation Mergers & Acquisitions - Preventing Insolvency

Δημιουργώντας Προοπτικές για Εμπορικές Επιχ. Ευκαιρίες μέσα από Προγράμ. Χρηματοδότησης & Ορθολογιστική Αναδιοργάνωση Επιχ. - Συμφωνίες Συγχωνεύσεων ή/και Εξαγορών - Πρόληψη Αφερεγγυότητας.

### Addressed to:

### Theme Focus:

- Fast Moving Consumer Goods
- Latest Development in CY's Retail and Trade Scenery
- Key Opportunities for Trade
- Trade Facilitation Programme EBRD
- Facilitating Business Reorganization
- Debt Restructuring
- Business Strategy Evaluations
- Mergers & Acquisitions
- Preventing Insolvency
- Evaluating Information
- Importance of Risk Assessment
- Credit Information – Mitigating Company's risk

+ 2 Panel Discussion

- Cyprus Chamber of Commerce and Industry Members
- Fast Moving Consumer Goods Companies
- Trade Corporations & Commerce Professionals
- Banks and Other Financial Institutions
- Insurance Professionals
- EBRD Officials & Invitees
- Accountants /Auditors
- Commercial Law Firms
- Ministries of Trade & Finance Officials

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George Z. Georgiou  
& Associates LLC  
Lawyers, Arbitrators & Legal Consultants

Working language:  
Greek & English (Simultaneous translation)

ΣΥΝΔΕΣΜΟΣ ΠΡΟΜΗΘΕΥΤΩΝ ΠΡΟΪΟΝΤΩΝ ΕΥΡΕΙΑΣ ΚΑΤΑΝΑΛΩΣΗΣ - FAST MOVING CONSUMER GOODS ASSOCIATION

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Ο ΦΙΛΕΛΕΥΘΕΡΟΣ

**THE CYPRUS  
WEEKLY**



CYPRUS  
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# TRADE conference



**08:30 - 09:15**  
Registration - Network - Coffee

## Ceremonial

**Event Moderator:** Mrs. Makmuhdova EBRD

**09:15 - 09:20**

Welcome by the President of the Cyprus Chamber of Commerce and Industry - Mr. Phidias Pilides

## 1<sup>st</sup> Part

### Influencing Key Opportunities with the Trade Facilitation Programme

**1. 09:20 - 09:40**

"CYPRUS Fast-Moving Consumer Goods Scenery" Through The Eyes of IPH Group by Mrs. M. Photiadou IPH

**2. 09:40 - 10:00**

"Influencing Key Opportunities for Trade" by Mrs. E. Pitsilidou Ministry of Energy, Commerce Industry and Tourism

**3. 10:00 - 10:20**

"Trade Finance Survey and Challenges of Global Trade" by Mr. V. O'Brian Chairman, Market Intelligence Group ICC HQ Paris

**4. 10:20 - 10:55**

"EBRD presentation: Financing trade with TFP: advantages and challenges" by Mrs Kamola Makhmudova, Senior Banker FI, EBRD

Panel discussion with participating banks in Cyprus:

- Mr. Lakis Pantelides, Bank of Cyprus
- Mrs. Elena Prodromitou, Hellenic Bank
- Demetris Zacharoudes, Eurobank Cyprus

**10:55 - 11:15**

Conclusion 1stPart - Panel Discussion Q&A  
(Chaired from the Senior Banker Financial Institutions of EBRD Mrs. K. Makhmudova & Mr. George Leptos Vice President for Trade CCCI )



**11:15 - 11:40**  
Coffee break

## 2<sup>nd</sup> Part

### Facilitating Business Reorganisation - M&A - Preventing Insolvency

**5. 11:40 - 12:15**

**Main Speaker:** Mr. Neil Cooper "Past President of INSOL International, Life President of INSOL Europe, senior consultant to the World Bank Group and delegate to UNCITRAL"

**6. 12:15 - 12:35**

"Preventing Insolvency: debt restructuring" by KPMG's Board Member, Head of Deal Advisory Mr. C. Anayiotos

**7. 12:35 - 12:55**

"Today's imperfect information, tomorrow's opportunity for growth." by Infocredit Group's Bus. Develop. Director Mr. N. Ioannou

**8. 12:55 - 13:15**

"The Legal Aspect for Mergers and Acquisitions" by the Office of George Z. Georgiou & Associates LLC

**13:15 - 13:45**

Conclusion 2nd Part - Panel Discussion Q&A (5 panellists)

(Chaired from the Sec. Gen of CCCI & Mr. Cooper Main Speaker)

**13:45 - 15:00**

Networking - Buffet Lunch



Working language: Greek & English (Simultaneous translation)

# Neil Hunter Cooper FCCA, FIPA, FSBRP, FRSA

Contact Details | Email: neilcooper3@icloud.com | m. +44 7770 536274



## Consultant with INSOL International and the World Bank Group

Until 2015, partner and Head of Risk Management of Zolfo Cooper LLP, now Alix Partners

### Experience:

- 50 years of insolvency practice, undertaking all manner of assignments including multinational reorganisations, fraud investigations and insolvencies in Europe, Asia, Africa and North America

### Career History

- Partner in three major insolvency and accounting practices based in UK
- Senior consultant to the Investment Climate Advisory Services of World Bank Group
- Senior international consultant to European Bank for Reconstruction & Development
- Consultant to OECD
- Delegate to United Nations Commission on International Trade Law (UNCITRAL)

### Publications of Interest:

- *Recognition and Enforcement of Cross Border Insolvency – A Guide to International Practice*, Wileys (1996)
- *Cross Border Insolvency – a Guide to Recognition and Enforcement*, INSOL International (2003 and 2011)
- *Directors in the Twilight Zone, first to third editions*, Joint Editor, INSOL International (2005, 2008 and currently under revision)

### Other Information (awards, professional recognition etc):

- Past president of INSOL Europe (1997/8) and INSOL International (1999/2001)
- INSOL International Scroll of Honour for services to International Insolvency 2001
- INSOL Europe Scroll of Honour and Honorary Life President 2008
- Fellow of the Association of Chartered Certified Accountants Insolvency Practitioners Association (UK), the Society of Business Recovery Professionals (UK) and the Royal Society for Arts
- Member of the Athenaeum, London
- Visiting Professor of Insolvency Law at Nottingham Trent University.

### PARTICULAR ACHIEVEMENTS:

- Examiner in Bankruptcy & Companies Liquidation
- 50 years' experience as an insolvency practitioner, handling all types of assignments from small businesses to major multinationals
- Senior international consultant to European Bank for Reconstruction & Development:
- Consultant to OECD
- United Nations Commission on International Trade Law (UNCITRAL)

# Kamola Makhmudova



## **Senior Banker, Trade Facilitation Programme (TFP); Financial Institutions Team (FI); European Bank for Reconstruction and Development (EBRD)**

Kamola Makhmudova is the Senior Banker in the Trade Facilitation Programme of the Financial Institutions department where she is in charge of the programme's business development as well as of a number of technical assistance projects including E-Learning Programme and Trade Exchange Magazine. Kamola worked in EBRD's transport, power and energy utilities departments and has a wide range experience in emerging market economies, working on debt, equity and complex project finance projects with both the private and public sectors. Kamola started her career at ABN AMRO Bank in 1997, where she worked in corporate banking and then headed the VIP desk of the Customer Services Department. Kamola holds MSc in Accounting and Finance from Guildhall University London and is an undergraduate alumni of the London School of Economics. She also holds undergraduate/ posgraduate degrees in Education from the Uzbek State University.

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## Registration Form

# TRADE conference

**DATE:** 10 NOVEMBER 2016 - 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 **8 November 2016** to:

**Mr Zacharias Manitaras**

Email [manitaras@ccci.org.cy](mailto:manitaras@ccci.org.cy)

Tel: 00357 22889890

Fax: **00357 22667593**

Website: [www.ccci.org.cy](http://www.ccci.org.cy)

*Registration will be confirmed upon receipt of the registration form and fee payment*

### Participation Information:

Title (Mr/Dr/Mrs/etc.)

Family Name:

First/Given Name:

Position:

Company:

E-mail:

Phone:

**Registration fee:** €50

*The fee includes Attendance, Certification, Coffee Breaks, refreshments, Network lunch and VAT*

### Cancellation charge:

100% of the fee will be refunded if notice of cancellation is received in writing **before 8 November 2016**. 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 [manitaras@ccci.org.cy](mailto:manitaras@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 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: