

The Cyprus Fiduciary Association proudly presents:

**Breakfast Discussion Event:
Business Opportunities for Cyprus-based Service Providers via International
Insurance**

Wednesday 16th November 2022 | 09:00 - 11:00 | Crowne Plaza Hotel, Limassol

Featured Speakers



Christos Gavriel
Managing Broker
Renaissance Insurance Brokers

#CYFAevents2022

*The Presentation will be conducted in the English
Language.*

Sponsors

Bank of Cyprus



Broker at LLOYDS

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Seminar Aims and Objectives

CYFA is proudly presenting Mr Christos Gavriel for an independent two-hour discussion event titled: **“Business Opportunities for Cyprus-based Service Providers via International Insurance”**

Aims and Objectives:

At the end of the presentation participants will:

1. Understand the inter-relation of insurance and ASPs based on the Cyprus ASP model established in the 1990s.
2. Be aware of major developments in the world (economic/ political/ social/ technological), impacting how multinationals, family offices and high net worth individuals transact insurance and the changing role of ASPs in the value chain
3. Relate the external changes to the transformation of the role and business of the Cyprus ASP in view of the strategic shift to headquartering, financial services, wealth management/ multi-family office and other business models
4. Have a better understanding of the role of ASPs in the near future in their clients’ insurance purchasing and administration process
5. Be able to evaluate opportunities to expand their firm’s service offering/ value proposition to clients through insurance.

Presentation Agenda

<i>08:45 – 09:00</i>	Registration
<i>09:00 – 09:45</i>	<ul style="list-style-type: none"> • Insurance in the age of the Cyprus Holding Company, an unregulated CSP environment and a globalizing world – the CSP as a facilitator • Major changes that occurred over the last 2 decades • Major trends – geopolitics, Brexit, unwinding of globalisation, changing role of CSPs, regulation, evolution of family offices, technology, headquartering, digital nomads <p>The new potential of CSPs; from facilitator to coordinator/ advisor</p>
<i>09:45 – 10:15</i>	<ul style="list-style-type: none"> • Breakfast Break
<i>10:15 – 11:00</i>	<ul style="list-style-type: none"> • Case-studies and discussion

The Breakfast Discussion Event is addressed primarily to Directors/Owners of ASPs and persons responsible for business development/ strategy at ASPs.

For registrations, please complete and sign the registration form and submit to the Cyprus Fiduciary Association e-mail address info@cyfa.org.cy.

Deadline for Registration: **Monday, the 14th of November 2022**

Cost: **FREE**

Speakers' Short Bio

Mr Christos Gavriel

Christos is an insurance all-rounder and the founder of Renaissance Insurance Brokers. Having completed his university studies in the UK in Economics at undergraduate level and Insurance & Risk Management at postgraduate level he was employed by a leading multinational insurer in several positions internationally. In 2008 he returned to Cyprus to start Renaissance Insurance Brokers with the vision of re-invent the local insurance broker market. From 2019 until 2021 he also held the position of Regional Manager Europe for Brokerslink, the global broking network.

His main advisory focus is on Financial Institutions, Professional Firms and International Projects (Energy and Construction). His research interests focus on Operational risks, with core work on new age risks.



CYPRUS FIDUCIARY ASSOCIATION

Cyprus Fiduciary Association

“Business Opportunities for Cyprus-based Service Providers via International Insurance”

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Registration Form

1. Name of Company Regulatory Authority CYFA Member Non-Member

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Postal Address

Telephone no

.....

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2. Please add below the details of the participants and the town they will attend the seminar:

S/N	Name/ Surname	Email Address

3. Fees:

FREE

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Name

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Signature