



1ST MALTA DELPHI ALLIANCE MEMBERS' MEETING

“ Plans are nothing; planning is everything. ” Dwight D. Eisenhower, 34th U.S. President

The inaugural Members' Meeting held by Delphi Alliance on October 24th was a resounding success, and we are grateful to all who contributed to making it such a memorable event.

In-person gatherings foster the exchange of diverse perspectives, driving creative solutions and meaningful progress. The focused environment encourages deeper engagement and dynamic discussions, while the energy of like-minded individuals sparks action and innovation. It also provides a valuable opportunity to introduce potential members to the full range of benefits and opportunities within the alliance.

Now, let's move forward by crafting our business plans with a clear focus on efficiency and progress. By creating a well-structured plan, we can define key goals, streamline operations, and set a sustainable path for growth. This approach will guide our decisions, keep us aligned, and enable us to adapt quickly to new opportunities. Let's get started and build a solid foundation for success!

DELPHI ALLIANCE NEWSLETTER

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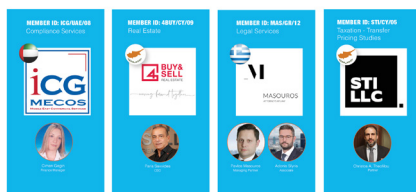
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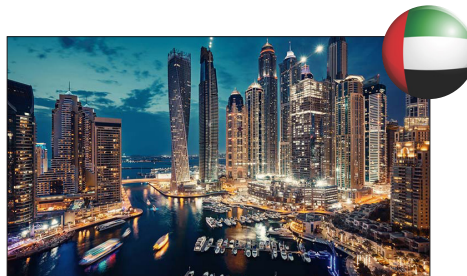
HIGHLIGHTS



New Members on board

It is with great pleasure that we extend a warm welcome to our newest members. We are thrilled to have them join the Delphi Alliance community. Please take a moment to reach out and introduce yourselves to our new members.

Read further on page 3



UAE Joins Delphi Alliance

We are thrilled to announce that the United Arab Emirates (UAE) has officially joined our association, marking a significant milestone in expanding our global network.

Read further on page 3



Introducing our new event page

We are excited to announce the launch of a new feature on our platform a dedicated Event Page!

Read further on page 11

CEO'S MESSAGE

Dear members,

Taking the opportunity of the end of the year, as a wrap up of our activities this year, I would like to thank every one of you for your contribution to our Alliance.

I would also like to thank our Directors, managers and staff in Delphi Alliance for their hard work and positiveness in what we do!

All targets set from the beginning have been met. You will hear exciting news on the January version of our Newsletter. A promise is a promise.

Have said that, I leave you all with warm wishes for a Merry Christmas and a prosperous and healthy new year 2025.

Christos S. Christodoulou FCCA,CFE
Chief Executive Officer



MEMBER'S RELATIONS MANAGER MESSAGE

Dear Members,

As we continue to grow together as a global community, remember that every connection we make is a step toward a brighter, more innovative future.

Your unique contributions help shape the collective strength of our association, and together, we can achieve remarkable things.

Stay inspired, stay connected, and know that each of you plays a vital role in our shared success.

Thank you for being a part of this incredible journey.

Marianna Petridou
Members' Relation Manager



NEW MEMBERS ABOARD

It is with great pleasure that we extend a warm welcome to our newest members. We are thrilled to have them join the Delphi Alliance community. Please take a moment to reach out and introduce yourselves to our new members. Your friendly greetings and willingness to connect will go a long way in making them feel a part of our community.

MEMBER ID: ICG/UAE/08
Compliance Services



Cimen Gegin
Finance Manager

MEMBER ID: 4BUY/CY/09
Real Estate



Paris Savvides
CEO

MEMBER ID: MAS/GR/12
Legal Services



Pavlos Masouros
Managing Partner



Adonis Styris
Associate

MEMBER ID: STI/CY/05
Taxation - Transfer
Pricing Studies



Christos A. Theofilou
Partner

Proud members of Delphi Alliance

THE UAE JOINS DELPHI ALLIANCE

A Game-Changer for Business Opportunities

We are thrilled to announce that the United Arab Emirates (UAE) has officially joined our association, marking a significant milestone in expanding our global network. The inclusion of the UAE brings a host of benefits, positioning our alliance as a stronger and more diverse entity with immense potential for business growth.



Here are some key reasons why the UAE's presence in our association is so valuable:

1 Strategic Geographic Location

Situated at the crossroads of Europe, Asia, and Africa, the UAE offers unparalleled access to major global markets. It serves as a gateway for companies seeking to expand into the Middle East, Asia-Pacific, and Africa regions.

2 Diverse, Growing Economy

While historically known for its oil and gas industries, the UAE has successfully diversified its economy. Key sectors now include finance, real estate, tourism, technology, and logistics. By welcoming the UAE into our association, we tap into this diverse economic landscape, opening up new opportunities for collaboration in various industries.

3 World-Class Infrastructure

The UAE boasts cutting-edge infrastructure, from state-of-the-art airports and seaports to advanced digital technologies and communication networks. The country's commitment to innovation ensures that businesses can operate efficiently.

4 Business-Friendly Environment

The UAE is known for its pro-business policies, including tax-free zones, relaxed visa regulations, and a transparent legal framework. These factors make the country highly conducive to foreign investment, enabling member companies to explore new avenues for expansion with minimal barriers to entry.

The UAE's membership in our association represents a powerful step forward in our goal of becoming a leading global alliance for businesses. As we continue to grow, this addition will pave the way for new opportunities, increased collaboration, and the strengthening of global business connections.

1ST MALTA DELPHI ALLIANCE MEMBER'S MEETING

Delphi Alliance organized the inaugural Malta Members' Meeting on October 24th, which was a resounding success, and we are grateful to everyone who contributed to making it a remarkable event. We extend our heartfelt thanks to our esteemed members and potential members for joining us from various industries. The atmosphere was charged with enthusiasm, collaboration, and a shared commitment to professional growth.

We extend our deepest gratitude to all participants who took the time to engage, share insights, and forge valuable connections. Your active involvement made this meeting a dynamic platform for networking and knowledge exchange. The conversations sparked during the sessions have laid the groundwork for future collaborations and partnerships that will undoubtedly drive innovation and success.



We would also like to express our sincere appreciation to the CEO of Delphi Alliance, Mr. Christos Christodoulou, whose inspiring address set the tone for the entire event. Your insights on the establishment and development of Delphi Alliance, marked by significant milestones and collective efforts is the commitment to fostering collaboration across diverse sectors has been instrumental in our growth and success of Delphi Alliance. Thank you for sharing your expertise and motivating us all to embrace the power of connection.

As we reflect on the success of this seminar, we are excited about the potential for continued collaboration and growth within our global community. The connections made and ideas exchanged will serve as a foundation for future initiatives and events.

Thank you once again for being a part of this enriching experience. We look forward to seeing you at our next event, where we will continue to foster collaboration and innovation across our industries!



BUSINESS ORIENTATION CYPRUS 2024

Pioneering Global Collaboration for Professionals Delphi Alliance, the world's first multi-practice global association, proudly served as a Gold Sponsor of the Business Orientation Cyprus 2024 event, which took place in London. This prestigious gathering brought together entrepreneurs, industry professionals, and thought leaders to explore new avenues for business growth and innovation. As a key player in global business development, Delphi Alliance's participation underscored its commitment to empowering professionals through strategic networking and collaboration.

At the event, Delphi Alliance's CEO, Mr. Christos Christodoulou, took part as a panellist in a compelling discussion on "Networking and Sharing Resources." He shared his insights on the pivotal role of associations and alliances in today's business environment, looking to expand their networks and achieve their goals, providing specific examples with members in Delphi Alliance and how the Alliance facilitates connections that lead to business collaborations, knowledge sharing, and enhanced presence within various markets.



As the first multi-practice global association, Delphi Alliance provides a unique platform for professionals across various industries to collaborate, share knowledge, and access a wealth of resources. Mr. Christodoulou discussed how Delphi Alliance's vast network and diverse expertise enable members to tap into new markets, enhance their skills, and gain access to valuable business opportunities. The attendance of members from four different countries at the event served as undeniable evidence of Delphi Alliance's effectiveness.

The Business Orientation Cyprus 2024 event provided a dynamic space for professionals to engage with industry experts, exchange ideas, and form collaborative partnerships. Delphi Alliance's sponsorship and Mr. Christodoulou's participation in the panel reinforced the association's commitment to helping professionals succeed through shared knowledge, strategic alliances, and a collaborative approach to business.

For those seeking to unlock new opportunities and reach their full potential, Delphi Alliance stands as a trusted partner. Through its unique position as the first multi-practice global association, it continues to empower professionals by connecting them with the tools, resources, and networks needed to achieve long-term success.



MEMBERS NEWS



Our team recently participated in a workshop aimed at improving communication skills and assertiveness. We covered different communication styles and how to express ideas clearly and confidently. This training is part of our commitment to continually develop skills that enhance teamwork and efficiency.



The NIS2 Directive is here to supercharge EU cybersecurity!

Protect your networks, fight cyber threats, and ensure the continuity of essential services like postal services, waste management, chemicals, food services, manufacturing, and digital providers.



We are thrilled to announce that Masouros & Partners - Attorneys at law has once again been recognized as a recommended firm for our core practice, M&A, by IFLR1000 in Greece!



Infocredit Group is thrilled to proudly announce it has received recognition at the prestigious Compliance Awards 2024, organized by Boussias. Obtaining this award highlights the company's consistent success in delivering cutting-edge compliance solutions.



On October 8th, 2024 Cyproman Group has hosted the All-Employee Meeting, at Lemon Park, Nicosia.

We had an incredible time seeing all the team together and catching up. We discussed the current market trends, strategic initiatives, company performance and future directions.



Our law firm attended 'The Cyprus Arbitration & Mediation Forum (CAMF)', held on September 23, 2024, at the Cyprus Hilton, Nicosia, through our lawyer Kyriaki Dimitriou.



Eurofast's Banja Luka Hub is Expanding!

Join our team at the heart of the Balkans, driving innovation in payroll, accounting, tax services, and more. Be part of a future-focused, cross-border success story!

Eurofast Expands Its Outsourcing Center in the Heart of the Balkans

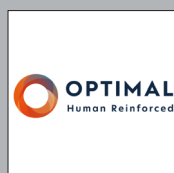
Banja Luka hosts our growing outsourcing center—where expertise meets opportunity.



Give new impetus to your business by leveraging the hybrid work mode!! Discover how implementing flexible hybrid workflows can transform your business strategy.

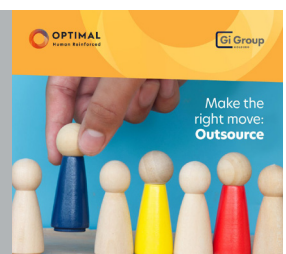


Αξιοποιήστε την ευελιξία για να αυξήσετε την παραγωγικότητα



Transform your business strategy by outsourcing with Optimal!

- Enhance productivity
- Reduce operational costs
- Streamline HR processes
- Focus on core business objectives





It was a fantastic session and it was great to have (almost) all the finalists here with us at AVN HQ, not just on a screen.

If you missed it, do catch up with the recording in The Accountants KnowHow Club – it's a really worthwhile watch. Link in comments below.



Why switch between multiple tools when you can have everything in one comprehensive solution?

Lexis+ AI combines drafting, research, and analysis in one seamless platform. Streamline your workflow for faster drafting, accurate legal research, and insightful analysis all in one place.



Thank you to Alternative Events for putting on an insightful day of presentations and networking with leaders in the top UK accounting firms.

Rosie Hill and I left inspired about what we can do to help firms in their #AI journey. And lovely to meet up with so many customers too.



ECONOMIST IMPACT

The 8th Sustainability Summit for SE Europe and the Mediterranean

October 14th-15th 2024
Divani Apollon Palace & Thalasso

The US presidential election and the global green agenda

John Andrews
Consultant editor
The Economist, author
The World in Conflict

Joseph Stiglitz
Professor, Columbia University,
Chief economist, The World Bank,
Nobel laureate in
Economic Sciences (2001)

Andreas Papandreou
Professor, National & Kapodistrian
University of Athens, co-chair,
UN Sustainable Development
Solutions Network Greece
(SDSN Greece)

#EconSustainability

hazlis & rivas
Economic Impact Event like Green
Cyprus, Mediterranean and Europe

Eighth Sustainability Summit for SE Europe & the Mediterranean

Re-inventing green leadership: Collectivity vs fragmentation?

October 14th-15th, 2024 | Divani Apollon Palace & Thalasso, Vouliagmeni, Athens



Risk evaluation key to carbon capture storage projects as Government launches funding support.



Economic and Social inflation challenges insurance sector

Businesses often query what influences the cost of their insurance and one major factor is 'inflation'. However, there are different types of inflation that impact the insurance sector; Social Inflation and Economic Inflation.



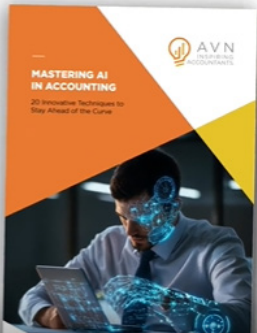
Konsolidator is 10 years

It has been ten incredible years, and it is a milestone we could only dream of when starting in 2014. All three founders are still here, now with more fantastic co-workers, and more than 250 customers around the world. Thank you to every single one of you who contribute every day! And of course a muchisimas gracias to everyone in Iberia, too!



AI is a massive game changer for accountants. The opportunities for increasing efficiency and expanding your services are vast. But it can be hard to know where to start.

Mastering AI In Accounting explores 10 practical ways to leverage AI in your day-to-day operations PLUS 10 ideas to make it your ally in delivering advisory solutions. It even gives you the actual prompts to use!



ARTICLES

■ Infocredit Group

In an era where transparency and accountability are increasingly emphasized, whistleblowing has emerged as a vital mechanism for identifying and addressing breaches of law within organizations.

Read the article on the link below:

<https://www.delphialliance.com/post/enhancing-organization-integrity-the-strategic-role-of-whistle-blowing>



■ Map IT

In the rapidly evolving landscape of digital commerce, businesses are continuously seeking solutions that not only streamline operations but also enhance customer interactions.

Read the full article here:

<https://www.delphialliance.com/post/map-it-and-experlogix-elevating-digital-commerce-with-a-cutting-edge-solution>



■ Moebius

In today's business landscape, software plays a crucial role in streamlining operations and driving efficiency.

Read more about it on the link below:

<https://www.delphialliance.com/post/benefits-of-one-integrated-software-solution-with-multiple-modules-vs-multiple-standalone-solutions>



■ Radix

The proposed changes to the UK's tax regime, effective from 6 April 2025, represent a significant shift in how non-UK domiciled individuals are taxed.

Read the article here:

<https://www.delphialliance.com/post/key-reasons-for-relocating-from-the-uk-to-malta>

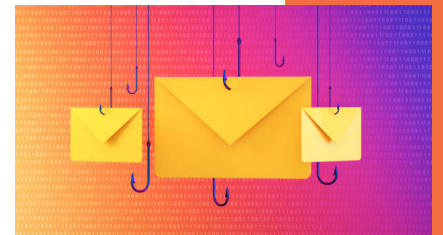


■ CPM Corporate Administration Services

Based on Hong J. (Hong, 2012) Phishing emails are a type of targeted email attack where social engineers lure the recipient into performing specific actions.

Read the article here:

<https://www.delphialliance.com/post/fraudulent-emails-identify-and-discard>

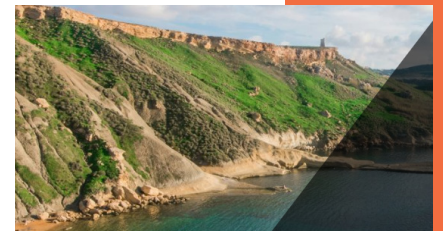


■ Zeta

Malta strives to reach financial services superiority by constantly developing and implementing innovative legislation which offers high degrees of consumer protection whilst also promoting creativity in business development.

Read more on the link below:

<https://www.delphialliance.com/post/malta-s-strive-for-financial-services-superiority>



■ EMD Malta

Changes have been introduced with respect to property leased to Non-Maltese Nationals applying for a residence document.

Read more on the link below:

<https://www.delphialliance.com/post/changes-to-residential-leases>



BOOST OUR SEO AND SHOWCASE YOUR EXPERTISE

Contribute Articles to Our Website

Dear Members,

We are reaching out to invite you to contribute content that will not only enhance the visibility of our alliance but also benefit your individual business or organization. Our website serves as a hub of knowledge and a platform to showcase the wealth of expertise within our association, and we're eager to feature more of your insights.

Why Contribute Content?

By sharing articles that align with your line of business, you're helping us achieve two critical goals:

1. Strengthening Our Website's SEO

Search engines reward websites that consistently produce valuable, relevant content. By contributing articles, blog posts, case studies, or thought pieces, you're helping our site rank higher in search results, driving more traffic to both the alliance's website and your own business profile.

2. Highlighting Your Expertise

Articles published on our site will position you as a thought leader in your field. Whether you're writing about industry trends, best practices, or innovative solutions, these contributions reflect your knowledge and can increase your visibility to potential clients, partners, and collaborators.

Types of Content We're Looking For

To maintain a diverse and robust content library, we welcome a variety of article formats and topics that align with the lines of business represented within our alliance. Consider writing about:

- **Industry Trends and Insights:** Share your perspective on current trends or emerging technologies within your industry.
- **Best Practices:** Provide practical advice and tips on a particular aspect of your business or sector.
- **Case Studies:** Highlight a success story or project where you've delivered measurable results.
- **How-to Guides:** Break down a process, tool, or methodology that others in your industry might find useful.
- **Thought Leadership:** Offer your unique perspective on the challenges and opportunities facing your business sector.



How Your Contributions Help with SEO

Every article you contribute helps our website remain active and fresh, which improves our ranking in search engine algorithms. Including relevant keywords naturally within your articles, linking to credible sources, and offering high-quality, original content all contribute to better SEO outcomes for our alliance.

In return, we will ensure that your article credits your company or organization, with links back to your website helping drive traffic to your site and improving your own SEO as well.

Send your articles or content ideas to marketing@delphialliance.com. Our editorial team will review each submission to ensure it meets our standards, and we'll work with you on any edits or improvements. Once approved, your article will be published on our website and shared across our channels.

By contributing to our website, you're not just helping the alliance grow you're positioning yourself and your company as leaders in your field. Let's work together to create a thriving content ecosystem that benefits us all.

We look forward to receiving your insights!

MUST READ / WATCH



The Cyprus real estate market is currently undergoing significant transformations, driven by both local developments and broader economic trends. Over the past few years, there has been an increase in construction activities, particularly in high-demand regions such as Limassol, Nicosia, and along the coastal areas.

Read the article here on the link below:

<https://www.delphialliance.com/post/cyprus-real-estate-current-trends-and-developments-impacting-the-market>

CYPRUS REAL ESTATE: CURRENT TRENDS AND DEVELOPMENTS IMPACTING THE MARKET



MEMBER SHOWCASE

Moebius Limited is a software development and IT consulting company, established in 2014 and based in Nicosia, Cyprus. We specialize in providing software solutions that help businesses of all sizes automate and streamline their operations, enhancing efficiency and productivity. Moebius operates under a certified quality management system compliant with ISO 9001 (1710CY23Q) and ISO 27001 (1710CY23IS) standards, certified by RIGCERT.

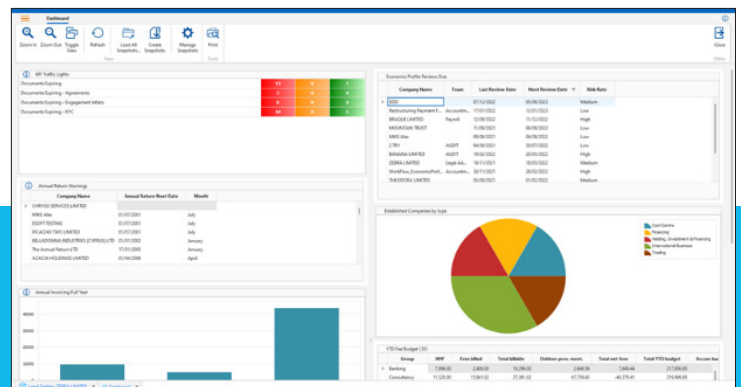
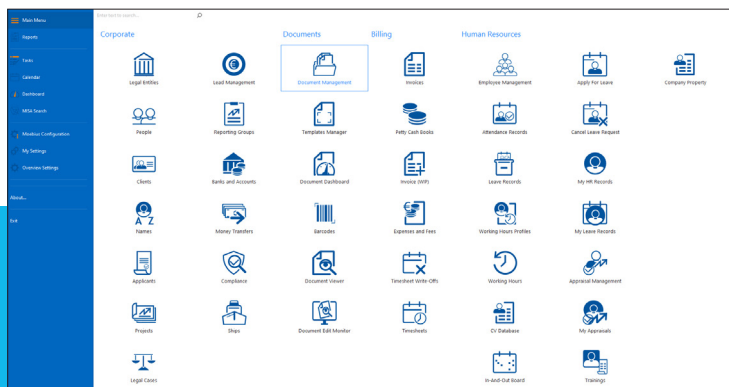
Moebius' modular system provides all the functions needed to manage your entire business within a single software solution. You can license the full system or select individual modules to support your core business, with the flexibility to add more modules as your company grows. Key modules available include:

- Contact Management
- Document Management
- Compliance (KYC, AML, Risk Scoring)
- Corporate Management
- Legal Case Management
- HR
- Billing and Management
- Automation and Templates
- Business Intelligence Reports & Dashboards



In addition to our off-the-shelf Moebius Software solution, we offer bespoke software development and business consulting services, tailored to meet specific client needs. Our clients span across various sectors, including Legal, Accounting, Audit/Tax, Corporate Management, Administrative Service Providers (ASP), Fund/Investment Management, and Shipping.

The main advantage of Moebius Software is its fully integrated platform, combining core and industry-specific modules in one solution. This integration enables businesses to streamline processes, reduce administrative burdens, improve efficiency, and enhance data security. In today's market, many companies rely on multiple software solution leading to higher licensing costs, redundant data maintenance, and siloed information with limited reporting capabilities. Moebius offers a unified solution that meets your business needs efficiently and effectively.



moebius

Company Name
Moebius

Member ID
MOE/CY/02

Line of Business
Information Technology

Contact info
T: +357 22 275 190
E: sales@moebiussoftware.com
W: www.moebiussoftware.com

HOW TO ?

INTRODUCING OUR NEW EVENT PAGE: CONNECTING MEMBERS TO EXCLUSIVE OPPORTUNITIES

We are excited to announce the launch of a new feature on our platform a dedicated [Event Page](#)! This page is designed to keep our members informed, engaged, and connected with a wide range of business events that matter to you. Whether you're looking to participate in our alliance-hosted events or collaborate with fellow members on events you're organizing, this page will serve as your go-to hub.

Part 1: Stay Informed and Join Our Events

In the first section of the event page, you'll find a curated list of events organized by our association. This includes exclusive conferences, workshops, webinars, and networking sessions tailored to your business needs.

For each event, you can:

- Get detailed information on the agenda, speakers, and topics.
- Stay updated with event reminders and announcements.

Our goal is to make it easier for you to stay involved and take full advantage of the opportunities we offer, whether it's learning from industry leaders, expanding your network, or sharing your expertise with the community.

Part 2: Share and Collaborate on Member Events

In addition to our own events, we're giving you the opportunity to share events you're organizing or participating in as a company. In this section, you can:

- Submit details of events you're hosting—such as conferences, meetups, or product launches and invite other members to join.
- Inform us about events you're attending as a business so that other members have the option to join you and collaborate.

By creating this space, we aim to foster greater collaboration within our community. It's a chance for you to connect with like-minded professionals, explore new business opportunities, and strengthen relationships across our network.

How to Use the Event Page

- 1 Explore Our Events:** Browse through the list of upcoming events hosted by our alliance, click for more information.
- 2 Submit Your Events:** Send your events to Marianna Petridou at marianna.petridou@delphialliance.com and provide details about your own events or events you're attending that might interest fellow members. We'll review and post them, making them visible to the entire network.
- 3 Join Events by Fellow Members:** Check out the events organized by your peers and join them to expand your network, share knowledge, and collaborate on exciting projects.



Why This Matters

Creating this event page is part of our ongoing effort to enhance engagement and create more value for our members. By providing a centralized place to discover, share, and participate in events, we're helping build a stronger, more connected community where businesses can thrive through collaboration and shared experiences.

We encourage you to explore the new event page, register for upcoming events, and don't hesitate to share your own events or participation with the community. Together, we can create an active and dynamic environment that helps all members succeed.

Stay tuned for more updates, and we look forward to seeing you at our upcoming events!

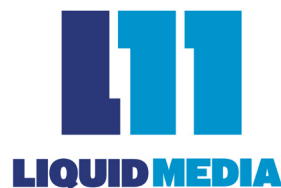
Visit the Event Page Now!



OUR PARTNERS



Delphi Alliance's Partners Program intends to bring value to its members, by securing them access to products, services, events and media, at discount prices and with a privileged treatment.



ABOUT DELPHI ALLIANCE

The first multi-practice global Association linking professionals from twelve different lines of services with exclusivity membership rights by country, city and by line of service, building synergies and creating new business opportunities between member firms. The twelve multi-practice participation creates the ground-breaking "local and global alliance" concept, allowing its members to share insights, knowledge, expertise, global resources, client referrals and develop joint ventures to bid for public procurements and local and international projects that have eligibility requirements, which essentially would be extremely difficult to achieve on their own.

www.delphialliance.com



1. Marketing & Advertising
2. Information Technology
3. Human Resource
4. Fiduciary & Administration
5. Audit & Assurance, Accounting, Payroll & Taxation
6. Financial & Monetary
7. Business & Management Advisory
8. Compliance
9. Real Estate
10. Reporting, Translation & Interpretation
11. Professional Training & Education
12. Legal Services



Send Us Your Member News and Feedback
Simply forward any news, articles or press releases to marketing@delphialliance.com

You can find more about us here:

