



Risk Consulting and Financial Services Advisory  
[www.mnkriskconsulting.com](http://www.mnkriskconsulting.com)

## Continuous Professional Development Training Course for Regulated Investment Services Professionals

### DATES

Friday, October 21, 2016  
8:30 – 15:00

Saturday, October 22, 2016  
9:00 – 15:30

### PLACE

**CROWNE PLAZA HOTEL LIMASSOL**

*In association with*



& ASSOCIATES LAW FIRM

## **TRAINING COURSE LOGISTICS**

Dates:	21 & 22 October 2016
Time:	08:30 – 15:00 (Friday) 09:00 – 15:30 (Saturday)
Duration:	5 hours for Basic / 10 hours for Advanced
Language:	English
Venue:	Crowne Plaza Hotel Limassol
Attendance fees:	130* + VAT (Basic) / 230* + VAT (Advanced)

\* 10% discount for 2+ participants of the same company

\* 15% discount for 4+ participants of the same company

Price includes course attendance and educational material

## **WHO SHOULD ATTEND**

- Holders of the CySEC Basic and Advanced Certification
- Compliance Officers
- Anti-Money Laundering Compliance Officers
- Brokers
- Prime Brokers
- Investment Fund Managers
- Portfolio Managers & Asset Managers
- Investment Advisors
- Dealers
- Brokerage Houses
- Banks
- Binary Options Brokerages
- Investment Firms
- Investment Funds (AIFs, UCITs)
- Financial Services Providers
- Administrative & Fiduciary Services Providers
- Liquidity Providers & Market Makers
- Payment Institutions
- Electronic Money Institutions

## **WHY SHOULD ATTEND**

- To receive the required continuous professional development training and renew registration in the CySEC Public Register of Certified Persons;
- To expand the knowledge and competence of employees in the investment services sector;
- To gain insight on the latest EU and Cyprus regulatory developments;
- To be exposed to cutting –edge risk measurement methodologies helping you manage your risks pro-actively.

## **TRAINING METHOD**

- **Practical examples, case studies and illustrations will be provided;**
- Going behind the relevant law provisions, understanding their rationale and how to apply and make them work for you
- The course will be presented by professionals with diverse backgrounds and extensive international experience in the banking and financial services sector;
- All participants will be given handbooks with notes of the material to be covered.

***Attendance Certificates will be awarded to all participants***

## **INSTRUCTORS**

### **DR. MARIOS KYRIACOU**

Marios Kyriacou has 17 years' experience in the banking and financial services sector. He is currently consulting investment firms and funds with regards to their optimal structure and set-up, licensing, and regulatory maintenance by undertaking the risk management or internal audit functions. Dr Kyriacou was previously the Head of Risk Management with Piraeus Bank (Cyprus) for nearly 8 years; he was responsible for the management of credit and counterparty risk, market and liquidity risk, operational risk and treasury middle office operations. Marios also worked for 8 years as Risk Manager with BNP Paribas Group Risk Management in the UK. While at BNP Paribas, he represented the bank at the Institute of International Finance that was providing banking industry feedback to the Basel Committee of Banking Supervision towards the development of the Basel II Accord. He holds a Ph.D. from Cambridge University in extreme financial risk measurement, fully sponsored by the University. He also holds a M.Phil. (Distinction) in Finance from Cambridge University and a B.Sc. (First Class, Honours) in Mathematics, Statistics, Operational Research and Economics from Warwick University. He is a member of several risk management professional associations, a regular speaker at international risk events and an author of risk management articles published by Cambridge University Press, University of Cyprus, and UK professional journals. While working in the City of London, he was awarded the status of Chartered Statistician by the UK Royal Statistical Society. Marios lectures risk management topics to M.Sc. Finance and MBA students at the University of Cyprus.

### **MRS. MARIA GOULANDRI**

Mrs Goulandri has 10+ years of professional experience in Compliance & AML, Corporate Law, Commercial Contracts, European & International Law in the UK and Cyprus. Maria has worked as the Head of Compliance & AML for licensed Cyprus Investment Firms either in-house or on an outsourcing basis. She has been consulting on the implementation of compliance and anti-money laundering regulations. Maria has obtained the CySEC Financial Services Legal Framework: Advanced Certification and is registered in the Public Register of the Cyprus Securities and Exchange Commission. She has delivered numerous seminars and workshops in in-house trainings on various subjects including, but not limited to, compliance, anti-money laundering. Maria is a qualified advocate-legal consultant and a member of the Cyprus Bar Association. She studied her LLB Honours Law Degree at Dundee University, following which she obtained her LLM Master's Degree in International Law at University of Glasgow.

### **MS. KATERINA PAPAGEORGIOU**

Ms Katerina Papageorgiou is an advocate practicing Corporate and Commercial Law with the Areti Charidemou & Associates Law Firm LLC. Katerina is currently engaged with several high profile clients promoting their application for CIF and AIF licensing under CySEC. She is also the Assistant AML Compliance Officer of the Law Firm. Katerina graduated from the University of Cyprus having obtained an LLB degree in Law with Honours and received the first award for the best academic achievement at the Law Department. She is a member of the Cyprus Bar Association.

# **COURSE CONTENT**

## **FIRST DAY (BASIC & ADVANCED)**

**8:30 - 9:00**                      **Registration & Coffee**

**9:00 - 10:00**                      **LEGISLATIVE FRAMEWORK - APPLICABLE LAWS AND DIRECTIVES**

- Cyprus Investment Firms (CIFs)
- Alternative Investment Funds (AIFs)
- Alternative Investment Fund Managers (AIFMs)
- Administrative Service Providers (ASPs)

**10:00 – 12:00**                      **INVESTMENT SERVICES & ACTIVITIES & REGULATED MARKETS LAWS - KEY REQUIREMENTS AND LATEST UPDATES RELATED TO CIFS**

- Organisational Requirements
- Internal procedures & controls
- Conflicts of Interest
- Code of conduct
- Best Execution
- Suitability & Appropriateness (Understanding Clients and Investments)
- Remuneration (latest Circular)
- Client Acceptance Policy

**12:00 - 12:30**                      **Coffee Break**

**12:30 – 14:30**                      **ALTERNATIVE INVESTMENT FUND MANAGERS LAW & AND AIF LAW**

- Who are the main stakeholders?
- AIFM and AIF Operating Conditions (General Principles, Risk Management, Liquidity, Capital Requirements)
- AIFM and AIF Organisational Requirements
- Delegation of AIFM Functions
- AIFM and AIF Reporting Obligations & Disclosure to Investors
- AIF structures: legal status, internally vs externally managed, multiple investment compartments/umbrella structures, master-feeder structures
- AIF with Limited Number of Persons (licensing, set-up, benefits and restrictions compared to AIFs)

**14:30 - 15:00**                      **Questions and Answers**

## SECOND DAY (ADVANCED)

**9:00 - 9:30**                    **Registration and Coffee**

**9:30 - 11:00**                **COMPLIANCE FUNCTION & COMPLIANCE RISK**

- Client Due Diligence (CDD)
- Know-your-client (KYC)
- Client Acceptance Policy (CAP)
- Principles of Compliance Risk
- Managing Compliance risk (SWOT Analysis: Strengths, Weaknesses, Opportunities, Threats)
- Guidelines for Investment Firms on the Compliance Function (CySEC Guidelines GD-IF-06 re-issued as Circular C030)
- FATCA & CRS Reporting Obligations

**11:00 – 12:30**              **PREVENTION & SUPPRESSION OF MONEY LAUNDERING & TERRORIST FINANCING**

- AML Principles & Main aspects of the Law and last updates with regards to Directive DI144-2007-08(A) of 2016 and CySEC Circular C143 on Application of articles 61 and 62 of the Prevention and Suppression of Money Laundering and Terrorist Financing Law of 2007
- What is a Risk Based AML approach?
- AML Risk Assessment: how to implement?
- Developing a risk based and dynamic customer categorisation procedure
- Using operational risk techniques to manage and measure AML risk.
- How can you build a loss model for your exposure to AML risk?

**12:30 - 13:00**              **Coffee Break**

**13:00 – 15:00**              **APPLIED RISK REQUIREMENTS & MANAGEMENT (CYSEC GUIDELINES GD-IF-02 AND GUIDELINES GD-IF-03 RE-ISSUED AS CIRCULARS C026 AND C027 RESPECTIVELY)**

- What are the key risks an investment firm, a fund or a payment institution are exposed to?
- Can these risks be managed effectively and how?
- Capital Requirements EU Directive and Regulation (CRD, CRR)
- Capital Adequacy Calculation and Optimisation
- What is really an Internal Capital Adequacy Assessment Process (ICAAP)?
- How to effectively implement ICAAP and add value to your company?
- Stress Testing
- Purpose and stages of Supervisory Review and Evaluation Process (SREP)

**15:00 - 15:30**              **Questions and Answers**

## Registration

You can complete the Registration Form (on the last page) and have it sent together with the payment receipt to:

email address: [info@mnkriskconsulting.com](mailto:info@mnkriskconsulting.com) or fax number: +35725508032

Places are reserved upon payment.

Last date for registration: October 10, 2016

Last date for cancellation: October 14, 2016

For late cancellation 40% of the seminar's cost will be charged. Substitutions are welcome at any time without any cancellation charge. M.N.K Risk Consulting reserves the right to change or cancel the dates of the programme. 100% refund in case of cancellation of the course by M.N.K Risk Consulting.

## Payment Method

Payment can be made by bank transfer or direct deposit to the account.

**Bank Details:**                      **Bank:** Hellenic Bank, Branch (201), 131 Arch. Makarios Ave., 3021 Limassol  
**Bank Account Name:** M.N.K RISK CONSULTING LIMITED  
**Account number:** 201-01-334080-01 (EUR)  
**SWIFT:** HEBACY2N  
**IBAN:** CY72 0050 0201 0002 0101 3340 8001

## Certificates

All participants will be awarded a certificate of participation of attendance.

Each hour of attendance will account for one unit of CPD.

## Our Contact Details:

M.N.K Risk Consulting Ltd

21 Vasili Michailidi Str., 3026 Limassol, Cyprus

Areti Charidemou & Associates Tower Building

**T** +357 25 50 82 02

**Fax** +357 25 50 80 32

**E** [info@mnkriskconsulting.com](mailto:info@mnkriskconsulting.com)

**W** [www.mnkriskconsulting.com](http://www.mnkriskconsulting.com)

**CONTINUOUS PROFESSIONAL DEVELOPMENT TRAINING COURSE FOR  
REGULATED INVESTMENT SERVICES PROFESSIONALS**

**REGISTRATION FORM**

**COMPANY DETAILS**

<b>Company Name:</b>	
<b>Address:</b>	
<b>Telephone:</b>	
<b>Fax:</b>	
<b>E-Mail:</b>	

**PARTICIPANT(S) DETAILS**

<b>Full Name:</b>	
<b>Job Title:</b>	
<b>ID:</b>	
<b>CySEC Certification Number (if applicable):</b>	
<b>Address:</b>	
<b>Telephone:</b>	
<b>Fax:</b>	
<b>E-Mail:</b>	

Date: .....

Signature: .....

*Please send your completed Registration Form with the payment receipt to:  
email address: info@mnkriskconsulting.com or fax number: +35725508032*