



MILESTONE OF PRESENCE IN 10 COUNTRIES TO BE COMPLETED SOON

Members from Israel, United Kingdom, The Netherlands, are the next to join our Alliance, reaching the milestone set by our CEO Mr Christos Christodoulou at his speech at the first Global Conference held in Athens in October 2023.

As the Alliance is now reaching its first milestone of presence in 10 countries, the next target is to complete the 12-line presence in these 10 countries and apply for an inclusion in the Global Rankings of Alliances.

The later will open the door for the next phase of expansion in MENA region and Europe, where most of the business centres are targeted.

DELPHI ALLIANCE
NEWSLETTER

TABLE OF CONTENTS

[Page 2](#)
CEO's message
Israel Joined Delphi
Alliance

[Page 3](#)
New Members
New Partner

[Page 4](#)
Members News

[Page 5](#)
Partners News

[Page 6](#)
Articles

[Page 7](#)
Social Media Community
Must Read/Watch

[Page 8](#)
Member Showcase

[Page 9](#)
Partner Showcase

[Page 10](#)
How To?

[Page 11](#)
Our Partners
About Delphi

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



New Partner

Delphi Alliance proudly announces its partnership with Brief.com.cy. Delphi Alliance's Partner's program concerns partnering with Internationally Recognized Companies that provide products and/or services that add value to our members.

Read further on page 3



Country Guides Bulgaria, Malta, Romania

As part of our commitment to providing comprehensive support to our valued members, I am pleased to inform you that our esteemed members Eurofast and Zeta have curated some highly useful industry materials.

Read further on page 10

CEO'S MESSAGE

I am very happy to announce that Israel is opening its doors to our Alliance with our founding member BDOAW & Co which practices Law in Tel Aviv.

During these turbulent times in the Middle East, a window of hope is opening through this business expansion, and we are looking forward to grow our local Alliance in Israel in times of peace and safety to the region.

We welcome our Israeli members and we wish them all the best in their business journey with our Alliance.

ISRAEL JOINED DELPHI ALLIANCE

We are excited to announce that Israel, a small but mighty country with a thriving economy has officially joined the Alliance through the new member BDOAW & Co Law Office. This expansion opens up new opportunities for collaboration, exchange, and mutual growth.

Here are some interesting facts about Israel as a potential business hub:

1.Startup Nation: Israel is often referred to as the "Startup Nation" due to its high density of startups per capita. Tel Aviv, in particular, is known as one of the world's leading startup ecosystems.

2.Tech Prowess: Israel is a global leader in technology, especially in sectors like cybersecurity, artificial intelligence, biotechnology, and agricultural technology.

3.Tech Acquisitions: Many multinational companies have acquired Israeli startups or established R&D centers in Israel. Companies like Google, Microsoft, Intel, and Apple have a significant presence.

4.Research & Development: Israel invests heavily in research and development, with one of the highest R&D expenditures as a percentage of GDP in the world.

5.Entrepreneurial Spirit: The culture in Israel is very entrepreneurial, with a strong emphasis on innovation, risk-taking, and creativity.

6.Supportive Ecosystem: There's a robust ecosystem supporting startups and businesses, including accelerators, investors, and a network of mentors and advisors.

7.Strong Financial System: Israel has a stable and resilient financial system, with well-regulated banks and financial institutions.

8.Global Trade: Despite its small size, Israel has a strong presence in global trade, with export industries ranging from technology to agriculture.

Israel offers a dynamic and innovative business environment with a strong focus on technology and entrepreneurship. It's a place where startups thrive, multinational corporations find opportunities for growth, and where research and development are highly valued. We are sure that integrating Israel into our Alliance will inject vitality and new potentials.



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: TSOMP/GR/01
Marketing & Advertising



Konstantinos Bakopoulos
General Manager / Co-founder

MEMBER ID: BDOAW /IL/12
Legal Services



Ariel Dinovetskey
Co-Managing Partner

Paul Weinberg
Co-Managing Partner

Proud members of Delphi Alliance

NEW PARTNER

PARTNERSHIP ANNOUNCEMENT



Brief

Delphi Alliance proudly announces its partnership with Brief.com.cy. Delphi Alliance's Partner's program concerns partnering with Internationally Recognized Companies that provide products and/or services that add value to our members. Our members can benefit from this program either by receiving special discounts and/or by participating in useful webinars and other digital or physical events (either for networking, paneling, or learning).

Brief.com.cy is dedicated to providing informed and independent journalism to a niche audience, by delivering all the latest local and global economy news, along with daily updates on politics, cryptocurrency, energy matters, and opinion blogs. The website's mission is to continuously deliver insightful and impactful news content and remain a trusted source for in-depth analysis and coverage.

MEMBERS NEWS



At the meeting held on Wednesday, February 21, 2024, between the House Standing Committee on Internal Affairs and the PPC in Parliament, views were discussed and exchanged on common issues related to the responsibilities of the House Committee on Internal Affairs. The director of our company, Mr. George Lantas, attended this important meeting as President of the Real Estate Committee where he presented the positions and views as recorded with the members of his team.



Annual Reports - once mandatory only for listed companies- have lately become a strong visibility tool in the hands of companies helping them establish their credibility and showcase their achievements and growth. These documents ensure transparency for shareholders and the public, build investor trust and drive corporate social responsibility.



A short interview in Powergame.gr about the #GR #office and #residential #realestatemarket with Ioannis Orfanos, Founding Partner, Arbitrage Real Estate.



Big Announcement Alert!

Infocredit Group is blazing a trail of innovation and change in the credit and compliance solutions landscape!

Get ready to witness groundbreaking advancements and a fresh new look as we redefine industry standards.

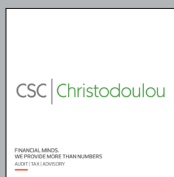


The incredible team of Radix Group Malta is gearing up for the ICE LONDON event! Join then for an unforgettable experience where the world of gaming goes to do business!

Save the date: 6 & 7 February 2024



In the dynamically changing world of public relations, flexibility, knowledge of 360 strategies, and the creation of deep, trustworthy relationships with the audience are more important than ever. Communication must be authentic and reflect the values of society, while brands are called to respond to challenges with a focus on sustainability and innovation.

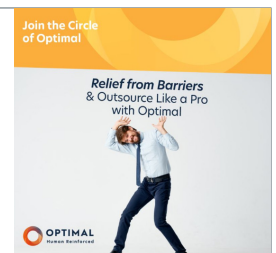


Exciting News Alert!

The CEO and Founder of CSC Christodoulou, Christos S. Christodoulou Christodoulou will be joining the esteemed panel of experts at the upcoming 7th Cyprus #InternationalTax Conference as a panelist!



Time to outsource like a pro! Tired of juggling tasks? Let's team up and make multitasking a thing of the past! From managing the basics to mastering complexities, our outsourcing solutions have you covered. Sit back, relax, and let us handle the heavy lifting.



Cyprus announces abolition of annual company levy from 2024 onwards, aiming to decrease operational expenses for businesses and encourage economic development and investment.





How to outline Industry Overview in Transfer Pricing Documentation?

In the industry overview of transfer pricing documentation, the multinational should provide a clear outline of the nature and conditions of the industry and provide context for related-party transactions.



Gazzetta means value in content, substance in information!

PSAT's three awards for the website category were divided into primary issues of the Gazzetta and this testifies to the emphasis we place on quality and global information to the public.



In accounting, hashtag#clientservice extends beyond numbers! It involves personalised and seamless support, fostering brand loyalty and growth.

Discover how firms utilise hashtag#CRM strategies to improve client relationships and boost their bottom line.



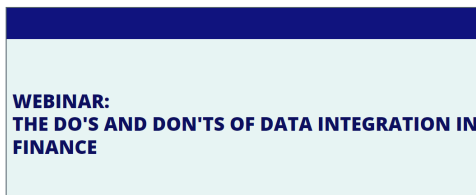
The FATF Grey List: Why Every Business Should Be Concerned

The inclusion of Bulgaria and Croatia in the FATF grey list is a stark reminder that country risk is monitored and can be modified at any time, affecting thus all parties operating in, or dealing with businesses in the countries of high risk.



When will the Income Tax change - What are the stages of Tax Reform

The tax reform started with tax increases



Need help with data chaos in your finance department? Don't worry, you are not alone!

Navigating through various data sources can be a nightmare in the finance world. This on-demand webinar dives deep into the challenges finance professionals face as they become data owners and provides insights to simplify your journey.

The webinar also dives into how user-friendly software with easy integration is critical to managing your finances digitally and overcoming headaches in your department.



Greece's determination to fight cancer The achievements - The obstacles - The European reality

March 12th 2024
Athenaeum InterContinental Athens Hotel



Does your accountancy practice need a boost?

This 1 day workshop gives you everything you need. And it's all happening on 19th March in Reading and 20th March in Leeds.



ARTICLES

■ IBSCY

Proofpoint is a cybersecurity company that provides various products and services to help organizations protect their digital assets and data from various cyber threats.

Read the full article on the link below:

<https://www.delphialliance.com/post/configuring-proofpoint-essentials-for-smbs>

■ Opium Works

Social media is showing no indication of slowing down and a big part of that has to do with how people continue to over-consume each and every platform available.

Read the interesting article here:

<https://www.delphialliance.com/post/how-to-make-the-most-of-social-media-in-2024-with-these-trends>

■ W Denis

Cyber-attacks remain major uk threat as gangs “re-brand” and use AI

Read more about it on the link below:

<https://www.delphialliance.com/post/cyber-attacks-remain-major-uk-threat-as-gangs-re-brand-and-use-ai>

■ Goldmine International

Updated Double Tax Treaty between Cyprus and France

Read the article here:

<https://www.delphialliance.com/post/updated-double-tax-treaty-between-cyprus-and-france>

■ Map It

Sharperlight stands out as the swiftest and most adaptable reporting tool for your organization, providing your team with effortless data access and distribution capabilities.

Read more on the link below:

<https://www.mapitmalta.com/2024/02/07/map-it-adds-sharperlight-to-growing-portfolio/>

■ Zeta.

A Professional Investor Fund (PIF) follows a standard licensing process with the Malta Financial Services Authority.

Read more on the article here:

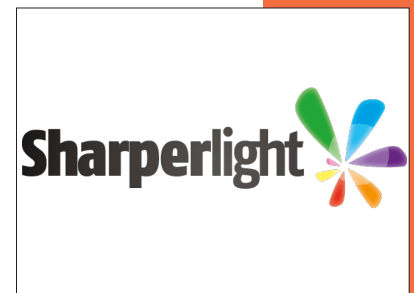
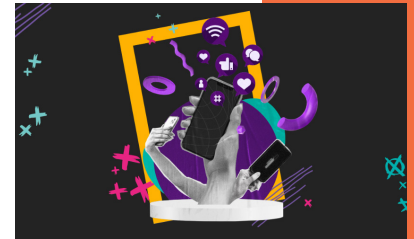
<https://www.delphialliance.com/post/mfsa-launches-framework-for-notified-pifs>

■ Eurofast International

Unlocking the power of AI in EU securities! Eurofast shares key takeaways on navigating AI adoption, from NLP benefits to regulatory considerations.

Learn how to build trust & embrace innovation:

<https://www.delphialliance.com/post/building-trust-in-ai-for-businesses-main-takeaways-from-eurofast-group>



SOCIAL MEDIA COMMUNITY

We're excited to have you as part of our vibrant online community! To help you make the most out of your social media experience with us, we've put together some guidelines:

- 1 Connect with Us:** Follow our official social media accounts to stay updated on news, events, and community highlights. Engage with our posts by liking, commenting, and sharing to help spread the word.
- 2 Share Your Achievements:** We love celebrating your successes! If you have any accomplishments, milestones, or interesting projects to share, tag us in your posts or use our official hashtag #DelphiAlliance. We'll be happy to highlight your achievements with our community.
- 3 Engage Meaningfully:** Join the conversation by commenting on posts, asking questions, and sharing your thoughts and experiences. Your contributions help foster a vibrant and engaging community.
- 4 Use Our Hashtags:** When posting about topics related to our organization or events, use our official hashtags. This helps us track and engage with your posts, as well as connect you with other members who share similar interests.
- 5 Spread the Word:** Help us grow our community by inviting your friends, colleagues, and peers to join us on social media. Your referrals are valuable in expanding our network and fostering connections.
- 6 Provide Feedback:** Your feedback is invaluable to us! If you have suggestions, ideas, or concerns, feel free to reach out to us through social media or other communication channels. We're here to listen and continuously improve our community.

- 7 Stay Informed:** Keep an eye out for announcements, events, and opportunities shared on our social media channels. We regularly post updates that may be relevant to you, so stay tuned to stay informed.
- 8 Maintain Professionalism:** Remember that your online presence reflects not only on yourself but also on our community. Maintain professionalism in your interactions and avoid posting anything that could be considered offensive or inappropriate.
- 9 Have Fun:** Lastly, enjoy your time interacting with our community! Social media is a great way to connect, learn, and share experiences with like-minded individuals. Let's make the most of it together.



Thank you for being a valuable member of our social media community. We look forward to connecting with you online!
Here are our social media channels



MUST READ / WATCH

MUST
READ / WATCH

A holding company is a company that is characterized by its lack of operational activities but is set up to hold, own and protect assets such as real estate holdings, fixed assets, aircraft, maritime vessels, bank accounts, intellectual property, and shares in other companies

Read the full article here on the link below:

<https://www.delphialliance.com/post/the-maltese-holding-company-and-the-participation-exemption>

THE MALTESE HOLDING COMPANY AND THE PARTICIPATION EXEMPTION



MEMBER SHOWCASE

Eurofast Introduces Refreshed Brand Identity!

Eurofast, an esteemed advisory company with a significant presence across 21 cities in South East Europe, the Middle East, and the Baltics, proudly announces the introduction of its new brand identity! This dynamic revitalization initiative showcases a fresh logo, vibrant color palette, and an enhanced website, marking a significant milestone in Eurofast's journey of innovation and growth.

Rooted in a steadfast commitment to excellence, Eurofast continues to lead the industry, offering a comprehensive suite of services including Payroll & Employment, Tax & Transfer Pricing, Accounting & Compliance, and Advisory & Corporate Services. The enduring dedication to delivering tailored solutions and surpassing client expectations is ingrained in every aspect of the brand.

Eurofast reaffirms its position as a trusted partner and advisor, empowering businesses to thrive in an ever-evolving landscape. Stakeholders are encouraged to join in celebrating this exciting evolution and stay tuned for more groundbreaking developments from Eurofast!

You are invited to visit Eurofast's new website at www.eurofast.eu to explore the refreshed brand identity and innovative services. You can also connect with Eurofast on social media platforms such as Facebook, Instagram, LinkedIn, and YouTube to stay updated on the latest news and insights.

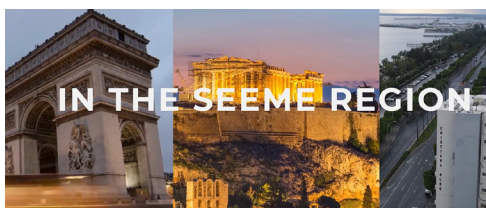
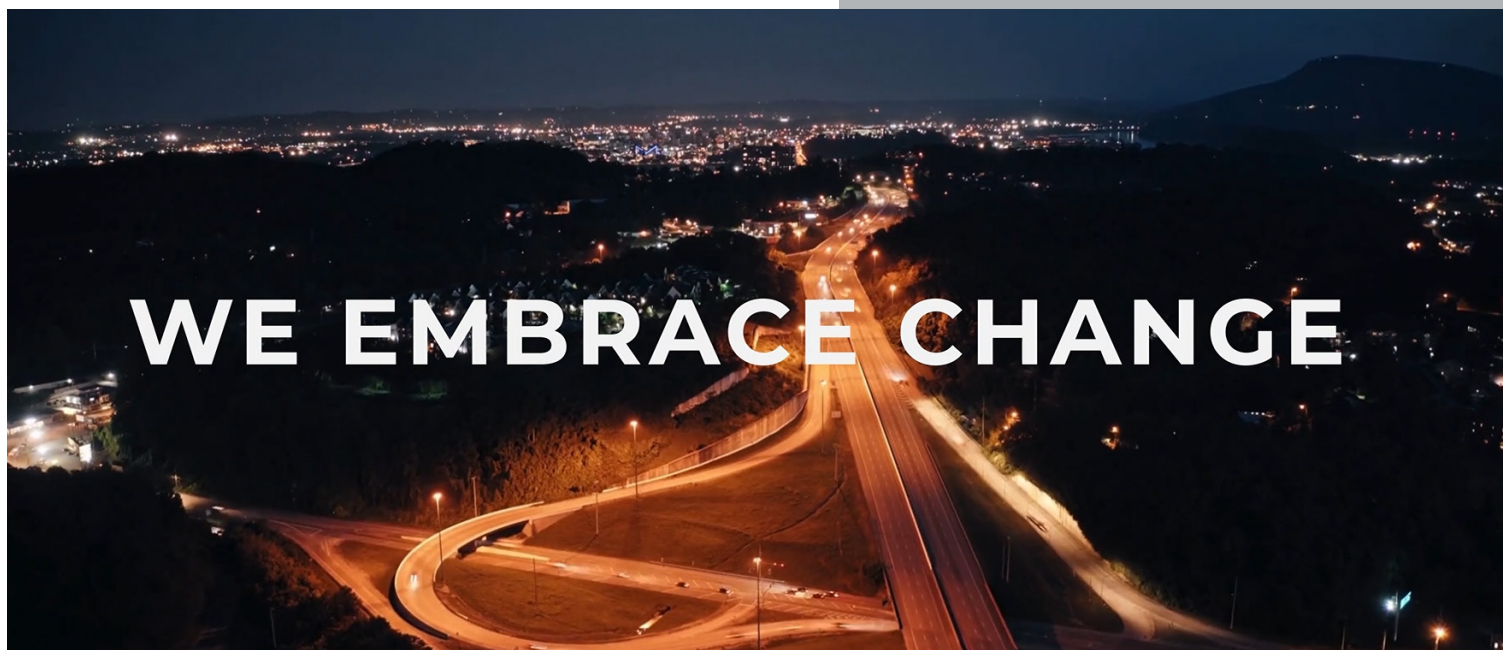
Eurofast looks forward to engaging with you there!



Company Name
Eurofast

Member ID
EUR/RO/05 / EUR/BG/05

Line of Business
Accounting & Payroll



PARTNER SHOWCASE

Konsolidator: The better solution for all your consolidation challenges (...even for all you Excel lovers)

The financial consolidation software, Konsolidator, built by a former CFO and State Authorized Public Accountant, makes your group reporting so simple you can do it with both eyes closed. Okay, maybe just one.

“Groups want less complexity in the day-to-day operations, where no-value tasks in the monthly reporting like minority interest calculations, intercompany eliminations, and exchange rate adjustments, take away time from what matters – analyzing and utilizing the data. No finance controller wants to sit after work to find errors in an 18tab-long spreadsheet if it could have been avoided – and this is where Konsolidator makes sense.”

Head of Partnerships, Nicholas Løjmand-Kines

How easy (and accurate) is your group reporting?

The defining question for your reporting machine is whether its engine runs manually or automated. In group finance, your primary goal is to deliver accurate reporting and present actionable management insights and, soon, ESG goals. Therefore, your consolidation and reporting tools must facilitate fast and precise results.

Not only does manual data processing and calculations pose a high risk of errors, but it lacks scalability and often transparency. Overall, this exposes you (and your group) to unnecessary risks. Contrast this with using software. The result? Financial reporting becomes faster (up to 75%) and more accurate.

Getting financial consolidation right in 15 minutes

As the C-suite discusses future strategy, it is your job in finance to manage the uncertainties here and now. It demands “one truth” data you can trust and a lack of time-consuming headaches.

Enter Konsolidator: Your solution to easy, accurate, and fast group consolidation. The standardized consolidation software is tailored for SMEs, making financial reporting a breeze.

- **Access it whenever and wherever:** Konsolidator is cloud-based and accessible online, eliminating the cost and hassle of local implementations.
- **Consolidate as fast as in 15 minutes:** Seamlessly integrate with your existing cloud-based accounting software creating a complete data flow.
- **Ensure compliance:** Our software ensures compliance with local GAAP and IFRS requirements, providing a complete audit trail.

If you're not using the right tool for your month-end close, or worse, not using any tool at all, it's time to investigate.



Company Name
Konsolidator

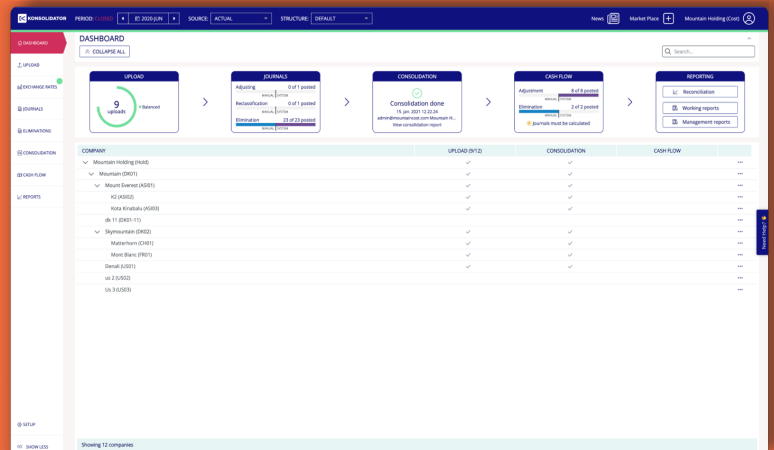
Line of Business
Financial Consolidation and Reporting

Website
www.konsolidator.com

Konsolidator: Built by CFOs for CFOs

We are experts in financial consolidation and reporting. Our team comprises State Authorized Public Accountant, auditors, and former CFOs, ready to help you work smarter.

From closing the books to presenting the numbers, Konsolidator leads the way in financial consolidation and offers a specialized solution that minimizes reliance on consultants and empowers finance professionals to analyze trends better and make strategic decisions.



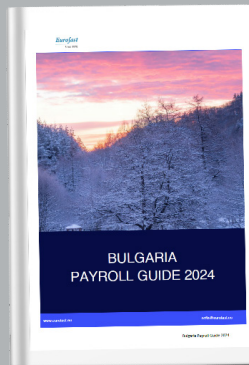
HOW TO ?

COUNTRY GUIDES BULGARIA, MALTA, ROMANIA

As part of our commitment to providing comprehensive support to our valued members, I am pleased to inform you that our esteemed members Eurofast and Zeta have curated some highly useful industry materials.

In response to the growing demand for insights into Tax Assistance (TA) card management and Payroll procedures in Bulgaria and Romania, Eurofast has developed a comprehensive guide that delves into the intricacies of these processes, offering invaluable insights and practical tips to navigate effectively.

These materials aim to assist you in better understanding the nuances of TA card management and payroll regulations in Bulgaria and Romania, thereby empowering you to make informed decisions and streamline your operations seamlessly.



At the same time Zeta. has prepared a Relocating to Malta guide for Non-EU Citizens. Inside our brochure, you'll find:

- Schengen Visa and Maximum Duration
- Grounds for a Continued Stay
- Residence for Employed Persons and Other Categories
- Rights of TCNs Residing in Malta
- Taxation of TCNs Residing in Malta

All these materials can be accessed under our Member Only Website Area at the below link
<https://www.delphialliance.com/guides>

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:

