

# The Great Britain-Cyprus Business Gazette

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## Business Financial Support Measures by British and Cyprus Government, a welcome move through this period of disruption caused by COVID-19

Chancellor of the Exchequer, Rishi Sunak, has set out a package of temporary, timely and targeted measures to support public services, people and businesses through this period of disruption caused by COVID-19.

This includes a package of measures to support businesses including:

- a Coronavirus Job Retention Scheme
- deferring VAT and Self-Assessment payments
- a Self-employment Income Support Scheme
- a Statutory Sick Pay relief package for small and medium sized businesses (SMEs)
- a 12-month business rates holiday for all retail, hospitality, leisure and nursery businesses in England
- small business grant funding of £10,000 for all business in receipt of small business rate relief or rural rate relief
- grant funding of £25,000 for retail, hospitality and leisure businesses with property with a rateable value between £15,000 and £51,000
- the Coronavirus Business Interruption Loan Scheme offering loans of up to £5 million for SMEs through the British Business Bank
- a new lending facility from the Bank of England to help support liquidity among larger firms, helping them bridge coronavirus disruption to their cash flows through loans
- the HMRC Time To Pay Scheme



At the same time, the Minister of Finance in Cyprus, Constantinos Petrides, has announced a financial package for tackling the economic impact of the coronavirus



The financial package we have prepared to deal with the economic impact of our emergency on the issue of coronavirus is far greater than the rest of the EU, Finance Minister Konstantinos Petridis said today.

In his remarks to reporters at the Presidential Palace following the meeting of the Council of Political Leaders, Mr Petridis said that "I want to thank the parties. We had begun a consultation on emergency measures to support the economy, which need to be taken because of the situation we are in, because we are in a state of war and we have to face a common invisible enemy.

The budget package that we have already prepared which is much larger than the others in the EU has considered all the party proposals, even those we have received in recent days.

I hope and expect that unanimously, collectively, the State will approve this package by the House.

I have informed the political leadership that next week I intend to prepare a package of liquidity-boosting measures for small and medium-sized enterprises, either through guaranteed loans, interest subsidies or a combination of both.

To this end, we will also consult with the banking sector to ensure that it also takes advantage of the flexibility afforded by the European Central Bank's European support framework. And the effort is to vote both at the beginning of next week.

This will be one of the strongest support packages at European level, and I want to believe that we are making good use of the resources we have to deal with this crisis, which is characterized by a great degree of uncertainty and depth and relates to its duration. A crisis whose economic impact is almost entirely dependent on the measures taken and changing daily and affecting public health restriction.

The good thing is that we are responding with the greatest consensus at the level of the political world and parties.

# Financial Measures announced by the Government of the Republic of Cyprus in response to the COVID-19 Pandemic

By Mr Savvas Savvides, Director/Partner of Michael Kyprianou & Co LLC



On 15<sup>th</sup> March 2020 the Minister of Finance, Cyprus, announced measures aimed at countering the financial impact of COVID-19 on businesses, employees and vulnerable groups of the population in the Republic of Cyprus.

In a bid by the government, primarily aimed at reducing the potential adverse effects on employees, such as job and wage losses, and to protect the vulnerable group of the population, the Minister of Finance has announced the following measures:

- In light of the government's decision to temporarily close schools, the Ministry has made provision for **Special Leave** to parents who are employed in the Private Sector and who have children aged up to 15 years of age under their care. An allowance will be based on the salary of the parent earning up to €2,500 per month.
- In the case of businesses which have closed in accordance with the mandatory closure regulation, or those which suffer a reduction in turnover of more than 25%, a **Suspension Plan** will be implemented to avoid mass lay-offs.
- **A plan to support SMEs** up to €10m will apply to businesses employing up to 5 people, provided that they retain their staff at work and have suffered a turnover reduction of more than 25% due to the pandemic. (Details to be announced later).
- An allowance is to be provided to **people working in the afternoon programs of the Ministry of Education, Culture, Sport and Youth**.
- A '**Sickness Benefit**' will apply to employees facing special health issues and falling into the categories as defined by the Ministry of Health.
- **Mobile units** will be created, assisted by Voluntary Organizations and businesses, to deliver provisions to the elderly and vulnerable groups, who are either isolated and need help.
- The Ministry has announced steps to support and **strengthen the General Health System** which includes the employment of additional medical, nursing and support staff for a more effective and immediate response to the work they are called on to do.

Another measure taken not to affect the incomes of employees and businesses, is the **non-payment increase in levy on the GHS/ΓεΣΥ** for 2 months by employers, employees and the State, which was scheduled to come into effect on 31 March 2020.

In order to improve business liquidity during the time that companies are expecting to face liquidity problems, the following measures have been announced:

- The temporary **suspension of the obligation to pay VAT**.
- The provisional **reduction of VAT**.
- Special arrangements for businesses registered in **the Scheme of Overdue Debts**.
- An **Overseas Student Residence Allowance**.
- The **extension of the Tax Return Submission** obligation.
- The **suspension of the requirement to hold guarantees**.
- Support for the **recovery of tourism**.
- The **Cyprus financial institutions** will be able to obtain liquidity from the Eurosystem on substantially favourable terms.

Finally, other measures to protect citizens, include the following:

- A **price ceiling** on personal hygiene products will be introduced to counter the effects of profiteering.
- As from Tuesday 17 March 2020, the public service and the wider public sector and education service providers, for the coming month, will be:
  - (i) working from their home, if possible
  - (ii) working with key personnel and emergency services.

Notwithstanding the above, and with a view to the timely and effective implementation of the measures announced, public service providers, the wider public sector and the Educational Service may be called on, if they are not in a full-time job or working from home, to provide their services in other areas, if and when required.

**In an emergency address to the nation by the President of the Republic of Cyprus on 23<sup>rd</sup> March 2020,** the following **safety and emergency measures** were imposed, aimed at curbing the spread of the virus:

1. **Prohibition of unnecessary travel** from 18:00 hours on 24 March 2020 until 13 April 2020 unless it relates to travel under the following circumstances:
  - i. To travel to and from the workplace.
  - ii. To obtain essential/day-to-day supplies (i.e. from supermarkets, petrol stations, etc);
  - iii. To visit a doctor or go to a pharmacy.
  - iv. To go to a bank, if electronic transaction is impossible.
  - v. To assist fellow citizens who are unable to self-serve or to groups that need self-protection or are in self-restraint and/or quarantine areas.
  - vi. To attend ceremonies, such as funerals, weddings and christenings, provided they do not exceed 10 persons and 1<sup>st</sup> and 2<sup>nd</sup> relatives to attend only.
  - vii. To exercise (i.e. physical activity such as walking) or for the needs of pets, provided they do not exceed two persons and are confined to areas adjacent to their home. (Maintain safe distance of 2 metres with others on the road).

Those persons who travel must, in any event, be in possession of a specific form regarding reason for travel and carry their identity card/passport with them. Details on relevant checks that would be carried out by the authorities to verify the above exceptions, will be announced by the competent authorities.

2. In addition, from 18:00 hours on 24 March 2020 until 13 April 2020, the following **public areas will be closed**: Parks, Playgrounds, Open sports grounds Public meeting places, such as squares, dams, excursions, beaches, marinas.
3. **All retail businesses to suspend their operations**, except those included in a relevant Decree issued by the Ministry of Health. Also, the Government has recommended to all businesses in Cyprus to apply as much “working from home” as possible.
4. The local **markets, bazaars and street vending shall be closed**.
5. Citizens are **forbidden to attend religious places**, such as churches, mosques or other places of worship.

It was stressed that, in addition to any other criminal liability, offenders will be charged an out-of-court **fine of €150,00**.

The President stated that he realizes that the measures above are extraordinary and hard but that these measures were essential to help us win the war against this enemy, the Corona Virus. He took the opportunity to heartily thank the frontline workers in particular, medical and key personnel, for their commitment and putting their lives in danger for our benefit and urged everyone to stay home and stay safe.

***Should you wish to know any further information about the above please feel free to contact Mr Savvas Savvides, Director/Partner of Michael Kyprianou & Co LLC, email [savvas.savvides@kyprianou.com](mailto:savvas.savvides@kyprianou.com)***

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Having as our guiding principle to always exceed our clients' expectations, we have grown to become one of the largest law firms in Cyprus.



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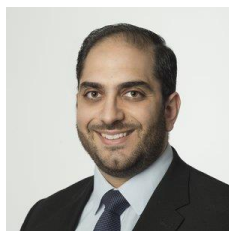
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# UK Government Support – Some of The Main Areas



By: **Alex Chrysaphiades and the Adler Shine Team (Adler Shine LLP)**

Aiming to help you moving your business forward and facing successfully the challenges ahead, Alex Chrysaphiades and the Adler Shine Team has provided us the package of measures, announced by British Government, to support businesses. This package includes:

## • **Coronavirus Job Retention Scheme**

All UK employers will be able to access support to continue paying part of their employees' salary for those employees that would otherwise have been laid off during this crisis. All UK businesses are eligible.

You will need to:

- designate affected employees as 'furloughed workers,' and notify your employees of this change - changing the status of employees remains subject to existing employment law and, depending on the employment contract, may be subject to negotiation
- submit information to HMRC about the employees that have been furloughed and their earnings through a new online portal (HMRC will set out further details on the information required)

HMRC will reimburse 80% of furloughed workers wage costs, up to a cap of £2,500 per month.

HMRC are working urgently to set up a system for reimbursement. Existing systems are not set up to facilitate payments to employers.

## • **Deferring VAT and Income Tax payments**

- VAT • the deferral will apply from 20 March 2020 until 30 June 2020.
- All UK businesses are eligible.
- This is an automatic offer with no applications required. Businesses will not need to make a VAT payment during this period. Taxpayers will be given until the end of the 2020 to 2021 tax year to pay any liabilities that have accumulated during the deferral period. VAT refunds and reclaims will be paid by the government as normal.
- Income Tax
- For Income Tax Self-Assessment, payments due on the 31 July 2020 will be deferred until the 31 January 2021.
- If you are self-employed you are eligible. This is an automatic offer with no applications required.
- No penalties or interest for late payment will be charged in the deferral period.
- HMRC have also scaled up their Time to Pay offer to all firms and individuals who are in temporary financial distress as a result of Covid-19 and have outstanding tax liabilities.

## • **A Statutory Sick Pay relief package for SMEs**

Applies to small-and medium-sized businesses and employers:

- This refund will cover up to 2 weeks' SSP per eligible employee who has been off work because of COVID-19
- Employers with fewer than 250 employees will be eligible - the size of an employer will be determined by the number of people they employed as of 28 February 2020
- Employers will be able to reclaim expenditure for any employee who has claimed SSP (according to the new eligibility criteria) as a result of COVID-19
- Employers should maintain records of staff absences and payments of SSP, but employees will not need to provide a GP fit note. If evidence is required by an employer, those with symptoms of coronavirus can get an isolation note from NHS 111 online and those who live with someone that has symptoms can get a note from the NHS website
- Eligible period for the scheme will commence the day after the regulations on the extension of SSP to those staying at home comes into force
- The government will work with employers over the coming months to set up the repayment mechanism for employers as soon as possible.

## • **Support for Businesses that Pay Business Rates (England)**

The Government is introducing a business rates holiday for retail, hospitality and leisure businesses in England for the 2020 to 2021 tax year.

Businesses that received the retail discount in the 2019 to 2020 tax year will be rebilled by their local authority as soon as possible. You do not need to take any action this will be done by your Local Authority.

You are eligible for the business rates holiday if:

- your business is based in England

- your business is in the retail, hospitality and/or leisure sector
- Properties that will benefit from the relief will be occupied hereditaments that are wholly or mainly being used:
  - as shops, restaurants, cafes, drinking establishments, cinemas and live music venues
  - for assembly and leisure
  - as hotels, guest & boarding premises and self-catering accommodation

**• Grant funding of £25,000 for retail, hospitality and leisure businesses with property with a rateable value between £15,000 and £51,000**

The Retail and Hospitality Grant Scheme provides businesses in the retail, hospitality and leisure sectors with a cash grant of up to £25,000 per property. For businesses in these sectors with a rateable value of under £15,000, they will receive a grant of £10,000. For businesses in these sectors with a rateable value of between £15,001 and £51,000, they will receive a grant of £25,000.

You are eligible for the grant if:

- your business is based in England
- your business is in the retail, hospitality and/or leisure sector

Properties that will benefit from the relief will be occupied hereditaments that are wholly or mainly being used:

- as shops, restaurants, cafes, drinking establishments, cinemas and live music venues
- for assembly and leisure
- as hotels, guest and boarding premises and self-catering accommodation

Accessing the scheme:

You do not need to do anything. Your local authority will write to you if you are eligible for this grant.

**• Small business grant funding of £10,000 for all business in receipt of small business rate relief or rural rate relief**

The government will provide additional Small Business Grant Scheme funding for local authorities to support small businesses that already pay little or no business rates because of small business rate relief (SBRR), rural rate relief (RRR) and tapered relief. This will provide a one-off grant of £10,000 to eligible businesses to help meet their ongoing business costs.

You are eligible if:

- your business is based in England
- you are a small business and already receive SBRR and/or RRR
- you are a business that occupies property

How to access the scheme:

You do not need to do anything. Your local authority will write to you if you are eligible for this grant

**• The Coronavirus Business Interruption Loan Scheme offering loans of up to £5 million for SMEs through the British Business Bank. A new lending facility from the Bank of England to help support liquidity among larger firms, helping them bridge coronavirus disruption to their cash flows through loans**

A new temporary Coronavirus Business Interruption Loan Scheme, delivered by the British Business Bank, will launch this week to support primarily small and medium-sized businesses to access bank lending and overdrafts. The government will provide lenders with a guarantee of 80% on each loan (subject to a per-lender cap on claims) to give lenders further confidence in continuing to provide finance to SMEs. The government will not charge businesses or banks for this guarantee, and the Scheme will support loans of up to £5 million in value. Businesses can access the first 12 months of that finance interest free, as government will cover the first 12 months of interest payments.

You are eligible for the scheme if:

- your business is UK based, with turnover of no more than £45 million per year
- your business meets the other British Business Bank eligibility criteria

Further details pending

**• HMRC Time To Pay Scheme**

• All businesses and self-employed people in financial distress, and with outstanding tax liabilities, may be eligible to receive support with their tax affairs through HMRC's Time to Pay service.

• These arrangements are agreed on a case-by-case basis and are tailored to individual circumstances and liabilities. You are eligible if your business pays tax to the UK government and has outstanding tax liabilities.

• If you have missed a tax payment or you might miss your next payment due to COVID-19, please call HMRC's dedicated helpline: 0800 0159 559. If you're worried about a future payment, please call them nearer the time.

# Autumn Gardens & Anastasia Lodge

Happy Easter  
to you and your families  
from our Management  
and all the staff

## Private Care Homes and Day Care Services for Older People

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Our family run care homes in Southgate and Winchmore Hill deliver the highest quality of care for our residents, providing them with a home-from-home environment. From short-term and long-term placements to our flexible day care services residents can enjoy:

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Contact us on 020 8344 2600 or email [welcome@autumn-gardens.com](mailto:welcome@autumn-gardens.com)  
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It is essential to reserve your space and that all club members are accompanied by their carer.

Please also advise of any dietary requirements.

**When:** The first Tuesday of every month

**Location:** Autumn Gardens,  
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**Time:** 1-4pm

**Parking:** Car park or free on the street

**Booking:** 020 8344 2600 or email  
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## Day Care Services

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To arrange a free taster day care session contact us on 020 8344 2600 or email  
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Our Day Care Services are available at Autumn Gardens in Southgate and Anastasia Lodge in Winchmore Hill.

## COVID-19: How it affects businesses in the UK and Cyprus

We have sent a short questionnaire to businessmen and professionals in the UK and Cyprus, asking them to give us their feedback about the problems they face, new measures needed to be announced by government and how they plan to face the current economic crisis.

Here are the answers:



**AstroBank**

**Shadi A. Karam (Chairman of the Board of Directors - AstroBank):**

**1. How does COVID-19 affect your industry?**

It affects revenues, the number and amounts of NPLs, facility of foreclosures and debt to asset swaps and, in general, several operating ratios especially those relating to costs and wages and salaries since we did not want to decrease wages. In fact, we have established a special risk bonus to many of our employees.

**2. How long do you think it will take to return to normal?**

It is very difficult to predict especially if the Imperial College study turns out to be true and a new wave of the virus comes in the Fall. We believe that over and above the specific measures taken there is a need to act on 3 levels (1) a social safety net supporting health, education, and basic needs of the less economically favoured population tranches; (2) a creative economic support for SMEs aiming at preventing layoffs and worsening poverty levels and numbers; (3) preparing the recovery. The efficacy of the latter is the most determining factor in how long the return to normalcy will necessitate.

**3. What additional measures you expect from the government to support businesses?**

Sacrifices are being asked from the banking sector that will affect its results. It is important that in exchange, and in order to help maintain a healthy banking sector that will be the engine of recovery, the CBC and the Government extend some help in the form of relaxing some of the existing constraining and costly measures affecting banking operations.

**4. As a company, will you try to implement any strategic plan to face the financial consequences of this pandemic?**

Of course. We already have amended our crisis management road map and have started implementing it in a flexible way that takes into account rapid changes in the situation both locally and globally.

**5. Easter is around the corner. Can you give us your message to all our readers?**

Staying home is today the most efficient defence mechanism against the pandemic. Do it for yourself, and for your families. Easter is the symbol of resurrection. Let us act together to defeat this nightmare as quickly as possible and prepare the world to resurrect. Stay safe!

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**Stavros Caramondanis (CEO, M.M. Makronisos Marina Ltd):**

**1. How does COVID-19 affect your industry?**

Real estate and construction have been affected very badly as all other businesses. This is the biggest challenge of our times for all, as this is not only a national matter but global. Even if we were free of virus, it would still have been the same. We must be a bit patient for the world market to warm up its engines and enter into recovery mode as we depend on both to the local but mainly to foreign clients/investors.

**2. How long do you think it will take to return to normal?**

This purely depends on how long the existing situation will continue. However, I strongly believe that both the Government and/or the Private sector will not be able to support the lockdown or this business slowdown for more than two months! This applies to all countries by the way. Both fiscally and psychologically is impossible. Therefore, there will be no choice rather than to resume business and having as collateral damages {unfortunately} human lives. Because if we remain as is and continue the lockdown, then nothing will be left, apart from the recession that will hit the world economy so badly, social unrest will be inevitable and will just escalate matters further. I am sure that Governments will soon start to downgrade the situation and pass this to media as well. Also, the fact that scientists have been working on a vaccine all these passed months will also add positively to what I have said above.



**AYIA NAPA  
MARINA**



## ...COVID-19: How it affects businesses in the UK and Cyprus

### 3. What additional measures you expect from the government to support businesses?

Measurements announced so far, are well targeted and on the right track. There are not a lot they can do, given their/our country's economic strengths. Maybe a twist or two but nothing major. Don't forget that politicians are politicians and the opposition will not abide to give credit to the existing ruling parties!! It will be a struggle adopting Decrees through parliaments. Look at the Cypriot parliament for example, it has been a week now and they are still arguing amongst themselves to pass the governmental guarantees for backing up private bank loans!

### 4. As a company, will you try to implement any strategic plan to face the financial consequences of this pandemic?

Yes, of course. We are not an exception to the rule. We shall apply for the schemes that fall within our spectrum. We will additionally try to weather the storm and safeguard our employees and client's best interests. Of course, this depends on how prolonged the recession that will follow will be, as we all have limits.

### 5. Easter is around the corner. Can you give us your message to all our readers?

To digest that we will not be celebrating Easter as we all want to, as I believe that the measurements will be extended at least until end of April, and that fellow citizens should show respect to others.

They say is World War out there, I totally disagree. During world wars you most probably will not have access to water, electricity, food, etc. Can you imagine any of us without Wi-Fi, hot water.....

We are at home, for God's sake!

STAY AT HOME!!



Stella Zenios (Executive Director – Exsus Group):

### 1. How does COVID-19 affect your industry?

*With uncertainty, prevailing world-wide, current and potential clients are trimming their businesses – whereby some orders have been cancelled and future work placed on hold 'for the time being' and until a clearer path is visible.*

### 2. How long do you think it will take to return to normal?

*A minimum of 3-4 months but with the prospect of more prudent business decisions in the future entailing fewer orders, the possibility of a reduced work force is potential. As more companies conduct their businesses from home, a change of working practice (i.e. from home) in the future is high. Things will change after this Pandemic is over, people will save more money, work in a cleverer and less expensive way. There will be more online shopping as people will get used to this, thus giving an effect on the market.*

### 3. What additional measures do you expect from the government to support businesses?



*The government are currently implementing measures to support, individuals, small and large businesses. There is an overload of questions and severe delays in answers. The system is overwhelmed in the UK. I expect, interest free loans, I expect mortgage and loan repayment holidays, I expect all employees to have payment direct from the government and food for all....*

### 4. As a company, will you try to implement any strategic plan to face the financial consequences of this pandemic?

*Strategy needs to be fluid to accommodate the business world as it is now and will be evaluated on an ongoing basis. However, we will:*

*"Work smarter, work harder and set the foundation now for future growth and prosperity".*

### 5. Easter is around the corner. Can you give us your message to all our readers?

*To one and all:*

*'Kalo Pasha and Happy Easter – stay safe and healthy, we have to turn negatives into positive and work smarter'...*



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## ...COVID-19: How it affects businesses in the UK and Cyprus



**Building a better  
working world**

**Philippos Raptopoulos (Partner – Head of Tax Services – EY Cyprus)**

### **1. How does COVID-19 affect your industry?**

Covid-19 has literally affected the entire globe with most countries imposing travel bans, while millions of people are placed under quarantine measures. Businesses are dealing with lost revenue, cash flow shortages and disrupted supply chains. National shutdowns caused by Covid-19 have led to an unprecedented disruption of supply chains and drop in demand with many companies already rethinking their operating models. Similarly, the pandemic has also affected the financial markets with unprecedented destruction in economic values.

Covid-19 has not left our industry unaffected either. The main sectors that our company is dealing with have already been impacted, with several seeing severe consequences: Tourism & Hospitality, Aviation, Oil & Gas, Automotive Consumer Products, Consumer Electronics, Financials; therefore, the impact on these sectors naturally affects the business as a whole and in particular, our operating model, personnel and revenues.

Nevertheless, being an organization with global alignment, we have managed to build the foundations to encounter such major issues affecting the business. Our offices around the world use the same methodology and are linked through an integrated technology platform to enable instantaneous communication and collaboration among team members, regardless of location. Thus, we are confident that we will continue to offer high quality work to our clients, also assisting them in new business challenges that are expected to arise due to this crisis.

### **2. How long do you think it will take to return to normal?**

Nobody can easily predict the way and the time of returning to normality. Assuming that in the optimistic scenario a whole quarter is required for the virus to get under control, it looks that we will be able to see signs of gradual return to normality by end of May. And this is always subject to everybody strictly following the measures imposed by the Government.

The biggest problem though is the path as well as the time needed to return to full normality, since it will be extremely difficult for all affected countries to synchronise their actions or have the same level of success in fighting the virus. At the same time, people will need some time before they are ready to travel, go out in busy public places or even go back to a crowded workplace.

### **3. What additional measures you expect from the government to support businesses?**

The Government of Cyprus, with the support of the Parliament, has already taken several measures that will help the business community to weather the storm brought with this global pandemic. Some important measures taken include but are not limited to:

- suspension of interest and capital for clients that were viable before the outbreak
- a Coronavirus Job Retention Scheme
- deferring VAT and Self-Assessment payments
- a Self-employment Income Support Scheme
- a Statutory Sick Pay relief package for small and medium sized businesses (SMEs)

At the same time the Government is preparing a fresh set of measures that are expected to further support the business community which are also in the right direction such as guaranteeing new loans for the support of cashflows, support of self-employed, as well as various other forms of stimulus packages.

### **4. As a company, will you try to implement any strategic plan to face the financial consequences of this pandemic?**

In this uncertain environment, and as the window to take action narrows, the need to adapt and reshape results fast is critical. To operate successfully in the volatile marketplace, we need to have a mindset of adaptive performance and a new framework to respond to this disruption and grasp the opportunities that are now emerging. The EY Value Framework combines cross service capabilities, addressing the whole range of challenges we can find on the market today.

The EY Business Continuity Program, which includes the EY Pandemic Preparedness Plan, refers to EY capabilities to continue to provide services to clients. This requires both resiliency (the flexibility to adapt to crises) and will.

potentially disruptive events) and recovery (the ability to quickly restore operations following a disruption). We prioritize investments in people, processes, technology and facilities based on business risk and criticality. We maximize the use of government support policies and build resilience in preparation for the new normal.

**5. Easter is around the corner. Can you give us your message to all our readers?**

In Cyprus, Easter is one of the most important holidays of the year, if not the most important one. Unfortunately, in our days, celebrating Easter with our families and friends is impossible. It is very important to have in our minds that now, our priority is to stay healthy and to protect our families and friends as much as possible. Instead of risking our health for the sake of celebrating Easter, let's all stay home, stay safe and have a close communication with our beloved ones. Let's all be strong and have in mind that by being responsible, we will be able to celebrate Easter in the coming years with our families in health and safety. We remain optimistic that sooner rather than later, we will put behind us yet another challenge



**Demetris Taxitaris (Chief Executive Officer– MAP S.Platis)**

## 1. How does COVID-19 affect your industry?

Generally, clients from industries with extensive use of technology and internet have been coping well. This is indeed the case with the financial services industry and our clients in particular, who are efficiently and extensively using technology for the provision of their services for years. As a result, they are weathering relatively well the current storm to date.

**On the professional training field, face to face training courses are being replaced by live online courses or webinars or eLearning, adapting to the new environment of social distancing.**

Having said the above, the overall negative impact on the economy will affect all industries, albeit not to the same degree.

## 2.How long do you think it will take to return to normal?

At the moment, our base case scenario is that activity will pick up again in September. Normality and the level of activity, however, will depend on the depth of the problems and the duration of this uncertainty, with the return to normality expected

**to be gradual.**

At the same time, we have prepared for a new business normal where more focus will be placed on the use of technology for the provision of services, the use of virtual rather than a real office, work-from-home and other practices which we expect to prevail.

**3. What additional measures you expect from the government to support businesses?**

It is critical to provide lifelines to keep healthy companies alive for some time while economic activity is low. The objective here should be to maintain healthy employers which can continue employing people after the storm as opposed to spending money to sustain unemployed people.

**As Mario Draghi correctly put it, 'the challenge is how to act with sufficient strength and speed to prevent the recession from morphing into a prolonged depression'.**

**It has now become evident that in doing so, private sector debt and problems should be absorbed by governments, resulting in higher public debt levels for possibly prolonged periods.**

4. As a company, will you try to implement any strategic plan to face the financial consequences of this pandemic?

In this period of uncertainty, we go back to basics and rely on our core values – innovation, expertise, knowledge, excellence, reliability. Innovation in particular can give solutions to client issues where traditional processes cannot.

**At the same time, we have been providing the maximum support to our most important asset – our people! As a Group, we have given them early on the tools they need to work efficiently in this environment while keeping themselves and their families safe and well.**

Having always relied on our own resources, we are confident we shall come out of this stronger, confirming our reputation as unique innovators in our service offering.

5. Easter is around the corner. Can you give us your message to all our readers?

**We would like to wish everyone happy Easter. May the suffering of Jesus and subsequent resurrection reflect in everyone's path and provide comfort to human suffering during these difficult times, until this, too, fades away.**

## ...COVID-19: How it affects businesses in the UK and Cyprus



**michaelkyprianou**  
Advocates - Legal Consultants

**Savvas Savvides (Director/Partner – Michael Kyprianou & Co. LLC)**

### **1. How does COVID-19 affect your industry?**

The outbreak of the coronavirus disease (COVID-19) represents one of the most serious public health crises of the recent decades and is causing major disruptions and unprecedented volatility in markets, economies and businesses throughout Cyprus. Cyprus businesses and investors across industries are facing various challenges and issues, some of which require urgent legal advice. We are actively advising clients on these and other urgent legal and business-critical issues related to Cyprus law.

Our lawyers are ready to provide legal advice on a variety of legal issues, such as:

- The consequences on the insurance sector
- Banking Sector measures
- Assistance of companies that have sustained consequences due to the Coronavirus (COVID-19) outbreak and how they can benefit from the Government financial measures

- VAT and Taxes issues and suspension of payments.

### **2. How long do you think it will take to return to normal?**

The new coronavirus has brought life to a near standstill, closing businesses, cancelling large gatherings, and keeping people at home. All of us are surely wondering: When will things return to normal?

When you're fighting a war, you want to know as much about the enemy as possible. To make loose predictions on how long this outbreak and societal disruption might last, we need to turn to China. There, after the first cases in December, reports of a strange new virus started bubbling up in early January. By late January, much of the country was in lockdown. Throughout February, there was an all-out war against the virus. Schools closed. Stores closed. Everyone basically stayed inside. But in early March, after about two months of aggressive containment measures, things started to change. The number of cases started decreasing; China managed to control the virus with persistence.

### **3. What additional measures you expect from the government to support businesses?**

The government has announced and implemented some rather drastic and far-reaching measures to combat the spread of the virus and has also shown significant support for businesses whose operations have been severely affected by COVID-19. Additional steps that could be taken include extra support to the SMEs in particular, who will definitely experience serious cash flow problems. Such support would involve a close cooperation with the banks and commercial lenders in the form of access to loans, overdrafts and 'repayment holiday' – where payments of mortgages could be deferred for a reasonable period to help those businesses get back on their feet. In addition, more tax relief could be considered, again with deferred payments for VAT and tax until a certain date. Rentals of commercial properties could also be relaxed to enable those businesses who have been ordered to close because of the pandemic or where events have been cancelled, to help them recover from their forced closures. The government could therefore assist the landlords who are probably relying on the rents as their sole source of income. Utility bills including electricity, water, refuse collection, insurance policies, could also be waived or at the very least be partly subsidized by the government. This would apply in particular to those businesses which are still open because of providing essential services, eg. pharmacies, supermarkets, hospitals, care centres, take away food outlets, etc. whose resources are stretched to the limit and in addition are putting their employees' lives in danger. Consideration should be given to exemptions of tax on the salaries and/or allowances of these essential key workers, and even to the payment of a 'danger allowance' in recognition of the challenges they are facing.

### **4. As a company, will you try to implement any strategic plan to face the financial consequences of this pandemic?**

We are lucky that our employees are able to work remotely through our internal program. This has obvious benefits for keeping employs from infecting one another if a pandemic does hit. What we have built is a sophisticated telecommuting system that gives them full, secure access to their desktops whether they are at home, at the office, or traveling. Keeping our customers up and running is good for them and for us, and it also contributes to global business continuity.

### **5. Easter is around the corner. Can you give us your message to all our readers?**

The way we celebrate Easter this year will no doubt be different from other years, but we must not allow this pandemic to overshadow this special and glorious occasion.

In this turbulent time, as a Christian, I am reminded of the significance of Easter and that important day in history when Jesus sacrificed his life so that we can have eternal life.

This disease can not last forever but God's promises will.

## ...COVID-19: How it affects businesses in the UK and Cyprus



**Fraser Coutts (Principal – Fraser Coutts & Partners Ltd):**

**1. How does COVID-19 affect your industry?**

The impacts are essentially two-fold for private 'off-market' transactions. Current deals are either slowed down, re-examined or shelved entirely. And the future pipeline of deals over 2020/21 is a reduced flow, with any fresh deal mandates that much harder to secure and transact.

**2. How long do you think it will take to return to normal?**

As of early March, we estimated 6 months, but potentially much longer and into 2021 as a more prolonged lock-down means a deeper downward economic spiral and slower eventual recovery in activity. And even after then because COVID-19 is 'out there' in the general population there will be semi-permanent and permanent changes to lifestyles as well as business models.

**3. What additional measures you expect from the government to support businesses?**

The measures to support the self-employed don't go anywhere near far enough, so need a more radical rethink – owners who take no salary but take dividends or take no dividends and no salary. Also, many businesses don't have a credit rating, so it's difficult to access finance (and from an ever shrinking pool of active providers) and Personal Guarantees (PGs) are the norm rather than the exception (even for government-backed loans).

**4. As a company, will you try to implement any strategic plan to face the financial consequences of this pandemic?**

Yes, we were already making changes to the business prior to COVID-19 which have been accelerated, and further changes to adapt to the challenges posed.

**5. Easter is around the corner. Can you give us your message to all our readers?**

Stay safe and keep positive in these difficult times.

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**Peter Koumis (Director – Vivendi Architects Ltd):**

**1. How does COVID-19 affect your industry?**

We are having to work remotely, which is not ideal, especially in design related matters which is very difficult to do, unable to carry out site visits, surveys and meetings etc,

**2. How long do you think it will take to return to normal?**

I do not know the answer to this, as this is subject to the length of time we will be in lockdown and when we will all get back to normality

**3. What additional measures you expect from the government to support businesses?**

It's a difficult question, as these are unprecedented times, I do not believe it is going to be possible for the government to support all types of businesses under these circumstances we are in.

**4. As a company, will you try to implement any strategic plan to face the financial consequences of this pandemic?**

Yes

**5. Easter is around the corner. Can you give us your message to all our readers?**

Stay safe and well.



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## ...COVID-19: How it affects businesses in the UK and Cyprus



**George Paphitis (Chairman Tasty Bake Ltd):**

**1. How does COVID-19 affect your industry?**

Unfortunately, the food industry like all industries is facing similar problems associated with Coronavirus. The government has announced various programmes to help companies such as the Coronavirus Job Retention Scheme and also banks are willing to help by offering the Coronavirus Business Interruption Loan Scheme. Tasty Bake will take advantage of both schemes in order to survive during these difficult times.

**2. How long do you think it will take to return to normal?**

Medical opinion varies. Further some countries took early steps to fight the virus. The UK was late to take such preventive steps. In my opinion, life will return to normality end of June 2020. And always



with the fear of a second wave in the winter.

**3. What additional measures you expect from the government to support businesses?**

Government has done a lot and in addition to the above announced delays in VAT and Corporation tax payments. I expect further assistance from Local Government such as rates rebates and delay in payment of the 2020/21 business property rates.

**4. As a company, will you try to implement any strategic plan to face the financial consequences of this pandemic?**

We have already placed in operation a strategic plan. We are implementing it phase by phase. As mentioned above, we shall take advantage of all financial help that will come from Government. We have strong working capital and little exposure to bank loans. Operation of our sausage and pitta factories which are now both closed will commence, we hope, beginning of May 2020. Our customers will be serviced till then as we have sufficient stocks to cover us for the month of April.

**5. Easter is around the corner. Can you give us your message to all our readers?**

We can only wish KALO PASXA KAI XRONIA POLLA. Families to celebrate at home and no need to go to church. We have to listen to the advice of the Patriarch of Konstantinoupoli 'IT IS NOT OUR FAITH THAT IS IN DANGER BUT THE FAITHFUL'

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**Panayiotis A. Kallis (Director – IAS Accounting Services Ltd):**

**1. How does COVID-19 affect your industry?**

We can work from home (WFH), however clients do not reply like before.

**2. How long do you think it will take to return to normal?**

Not known but hopefully maximum a couple of months.

**3. What additional measures you expect from the government to support businesses?**

Additional funding and subsidising small to medium firms. Also, extra support to companies so as people not to lose their jobs.

**4. As a company, will you try to implement any strategic plan to face the financial consequences of this pandemic?**

Not currently.

**5. Easter is around the corner. Can you give us your message to all our readers?**

Happy Easter and all the best for the future to ALL.



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## ...COVID-19: How it affects businesses in the UK and Cyprus



**Stelios Anastasiades (Managing Director – Telia & Pavla BBDO)**

### 1. How does COVID-19 affect your industry?

Every campaign that was running or planned to launch during the month of March and April have either been cancelled or postponed. In addition, outstanding payments for previous campaigns (money owed to us) have been frozen, so we in turn are unable to make payments to the media and other suppliers. Working from home is one way to stay safe, but in our business communication, brainstorming, exchanging ideas becomes more difficult. Software like Skype, FaceTime and Hangouts help to a degree, but it's not the same.

### 2. How long do you think it will take to return to normal?

**TELIA & PAVLA BBDO**

Unless a vaccine or some miracle drug is quickly forthcoming, we anticipate that the situation (in our industry) will probably last through the summer. I specify our industry as the advertising business is traditionally the first to suffer and the last to recover from an economic crisis.

### 3. What additional measures you expect from the government to support businesses?

One or two months of assisting with salaries with a portion of staff salaries (60%) will not be enough to keep us afloat. In addition, the measures in Cyprus only help the lower salaried staff (there is a ceiling of €1214 monthly maximum payable to each employee). Hence, the higher salaried executives or managers have little assistance and business are burdened with deciding whether they can afford to keep their top people! The Cyprus Chamber of Commerce has compiled a list of new measures, or suggestions for new measures, which came about after discussions and suggestions from its members including our agency.

I am enclosing a copy in case it is of interest to you for this article. (see the relevant article in this edition of the Great Britain-Cyprus Business Gazette).

### 4. As a company, will you try to implement any strategic plan to face the financial consequences of this pandemic?

As an advertising agency, our sole purpose of existing, is to help our clients and their brands prosper. To this end, we are rethinking and recreating ideas of how each and every one of our clients can come out ahead - at least in terms of their competition - during the crisis. Once we come to grips with the fact that increasing sales (depending on the industry) may not be the answer at the moment, then the strategy becomes: how to get noticed, staying top-of-mind, showing a conscience and becoming a "love brand" during this craziness. We are also doing more and more work digitally and with social media as that is an easier and less costly method of advertising at the moment.

### 5. Easter is around the corner. Can you give us your message to all our readers?

This will probably be the loneliest Easter in our lifetime since we will not be able to be with our loved ones, but we must make the best of it. Cypriots are a resilient people; we have proved throughout our history that nothing can keep us down. We will get through this just like we have with every other crisis. And if we stay home, stay safe, we will get through it faster. So, my suggestion, less Easter eggs, a couple of lamb chops instead of souvla and watch the resurrection (anastasi) on TV.

## Christos Limnatitis (Consumer Market Sales Manager – CYTA)

### 1. How does COVID-19 affect your industry?

Telecom Companies have a very special role to play in this crisis. Telecom services are becoming crucial. Business must work with distributed work force (Teleworking) and individuals, now more than ever, need telephony and internet applications to maintain communication with friends and families.

As a result, the demand for use has skyrocketed with the networks having to handle, at times, double or even triple their normal traffic. At the same time, we also need to rise to the challenge of creating new electronic and telephone channels for the customers to maintain communication with their providers.

Another big challenge we are currently facing, is finding ways to continue the provision of field services for fault repair or even for new connections – especially for public benefit services – while, simultaneously, safeguarding the health and safety of our staff.



## ...COVID-19: How it affects businesses in the UK and Cyprus

### 2. How long do you think it will take to return to normal?

Normal operations as we knew them before the Covid-19 crisis, may not be possible to return for quite some time. We do, however, hope that by/before the end of May, we will be able to take some important steps back to normality.

### 3. What additional measures you expect from the government to support businesses?

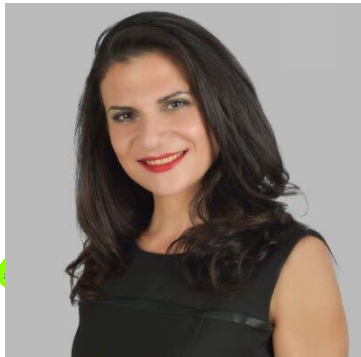
This is directly related to the duration of movement limitations which are now in place. The longer the limitations last and the stricter they are, the more extensive the support needed by businesses will be.

### 4. As a company, will you try to implement any strategic plan to face the financial consequences of this pandemic?

Of course. I believe, this will be a necessity, not a choice for every company.

### 5. Easter is around the corner. Can you give us your message to all our readers?

It will be an Easter to remember for the rest of our lives, where people will not be able to meet with family and friends as usual, nor participate in church services and other gatherings. However, we must oblige to the limitations imposed in order to protect ourselves and the people we love. This is the only way to get our normal life back, as soon as possible.



**Xenia Neophytou (Director – C.X.Financia Ltd)**

### 1. How does COVID-19 affect your industry?

The disruption caused by the global coronavirus spread has had a ripple effect across many industries, with particularly serious implications for the financial services industry. Stock prices have fallen dramatically, and both the US and UK markets are at their most volatile, leading to fears of a recession. We are facing a time of uncertainty, and the path ahead is a precarious one, where careful actions are needed to make sure the damage is kept minimal.

### 2. How long do you think it will take to return to normal?

We need to prepare ourselves that this is not something that will be resolved easily or quickly. There are too many unknowns – we don't know whether warm weather will have an impact on the virus, or even whether COVID-19 will mutate into several strains that will keep returning each season. If we listen to the experts, continue to practice social distancing, and act responsibly, we will hopefully get through the worst of it and start re-building some semblance of a normal life by June or July. Rebuilding our economy, however, may take even longer unless certain measures are taken.

### 3. What additional measures you expect from the government to support businesses?

The Cyprus government has acted swiftly in light of this pandemic, introducing measures to contain the virus and boost the health sector, and also to support the local economy. The aim is to offer targeted support to affected sectors of the economy, support and stimulate consumption, and safeguard employees and their jobs, via a €700 million support package. EU Finance Ministers will also be holding a meeting in the coming week, and from that we expect to see some initial discussion about the EU's corona-fund, as well as specific, practical measures to help support the liquidity of local companies and businesses.

### 4. As a company, will you try to implement any strategic plan to face the financial consequences of this pandemic?

We could have never expected an event as unprecedented as a global pandemic when designing the CX Financial business continuity plan, though it has proven to be a perfect fit to the current circumstances and allows us to continue our operations as usual. Our staff has seamlessly made the shift towards working from home, and our clients have direct lines of communication with each of us. We continue to provide first class services, and most importantly, we adapt to the situation as it evolves. As consultants, our mandate is to provide solutions, and this crisis is business as usual for us, albeit with adjustments. Our plan is to utilize our skills and expertise to assess the variables of this volatile environment and adapt accordingly. Using our own expertise, we also help our clients prepare their own Business Continuity and Pandemic Plans and formulate effective, proactive responses to crisis situations such as this one.

### 5. Easter is around the corner. Can you give us your message to all our readers?

Easter is an important celebration for our culture, and we should not be deterred from enjoying our traditions. Luckily, technology has provided us with many ways to do so without putting ourselves at risk, from experiencing Easter sermons online to connecting with friends and family. We hope all stay safe and well.



## ...COVID-19: How it affects businesses in the UK and Cyprus



**Charis Papademetriou (Partner - Papademetriou & Partners Ltd)**

**1. How does COVID-19 affect your industry?**

Being in the Audit, Tax and Accountancy profession with a number of clients in a wide variety of sectors, either locally in Cyprus or abroad, we have been affected to the extent that each specific client has been affected but future repercussions are still unknown.

**2. How long do you think it will take to return to normal?**

It all depends on a number of factors, including the strict obedience to the measures imposed by each government, the speed of obtaining a cure as well as a vaccine, followed by the ability of the market and consumer confidence of returning to normal.

**3. What additional measures you expect from the government to support businesses?**

The Cyprus Government has already announced a number of measures towards the right direction i.e. compensation schemes to support businesses.

We are confident that further measures will be announced if and when needed i.e. reduction in Government costs.

**4. As a company, will you try to implement any strategic plan to face the financial consequences of this pandemic?**

As a Company we have already adjusted our mode of operation promoting remote work so as to minimise as much as possible the disruption of work while keeping our employees as safe as possible. We are also closely monitoring the effect of the pandemic on the markets and are updated on any additional financial measures announced by the Cyprus Government. Our philosophy is to have a flexible adjustable strategic plan which will change according to circumstances.

**5. Easter is around the corner. Can you give us your message to all our readers?**

Happy Easter to all. Stay indoors to stay safe and keep busy to keep your sanity. We pray health and a quick recovery to all.



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## **Christodoulos Angastiniotis (CCCI): There is no doubt that the COVID-19 pandemic will seriously affect both businesses and workers and, consequently, the country's own development**

The president of the Cyprus Chamber of Commerce and Industry (CCCI), Mr Christodoulos Angastiniotis, has sent the letter below, to Mr. Konstantinos Petrides, Minister of Finance and Mrs. Zeta Emilianidou, Minister of Labour, Welfare & Social Insurance, raising his concerns about the negative results of COVID-19 to both businesses and workers.



**Christodoulos Angastiniotis**

Ministers,

There is no doubt that the COVID-19 pandemic will seriously affect both businesses and workers and, consequently, the country's own development.

All of this entails a huge financial cost and incalculable damage to both businesses and the state. Zero activity in those areas that have been closed by decrees but the vertical reduction of turnover in many branches affected by the pandemic, inevitably requires the intervention of the State which will have to absorb, in whole or in part, all these vibrations. through the balance sheets of the central government.

Increasing public debt should be seen as an "investment" in order to support businesses and their employees in this difficult time. The main goal of the whole support program is to avoid closing down businesses in any way, so as not to lead to a sharp rise in unemployment and a much slower recovery.

The effort must therefore be focused not only on supporting the income of the workers, which is very well set as a first priority, but also on the simultaneous rescue of the companies in order to withstand this critical period. Only then will they be able to reactivate and gradually begin to fully employ their employees.

It is therefore imperative that immediate and medium-term measures be taken to include the following:

1. Direct support from the state of workers' incomes to alleviate the wages of companies, as is very well pursued through the announced plans of the Ministry of Labour.
2. It should be announced from now on that these measures will operate for at least 3 months or as long as the country is under restrictions, while providing the Minister of Labour with the opportunity to vary their duration, depending on the progress of the pandemic and the economic potential of the state.
3. There must be the necessary consent in Parliament to grant the relevant government guarantees to the banks (70/30%) to ensure the additional liquidity that will certainly be needed in the next 12-24 months (depending on the trading sector) in order to meet the pressing liquidity needs of affected businesses and households. This additional credit must be channelled into the real economy at a low cost, so that businesses can be reactivated through new borrowing and the corresponding arrangements for their loan obligations and can be programmed to keep their staff at work. This new liquidity is also necessary for businesses to be able to absorb the losses they will certainly suffer, which will also affect their ability to invest in the future.

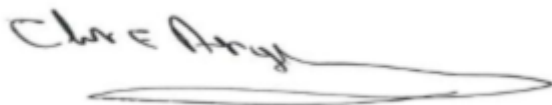
If we do not adopt these solutions quickly, there is a great risk that we will emerge from this crisis with high unemployment, which will mean increased costs for the state in the form of long-term unemployment

benefits, loss of income from reduced consumption due to limited purchasing power, and reduced revenues. taxes (from individuals and businesses) due to reduced economic activity.

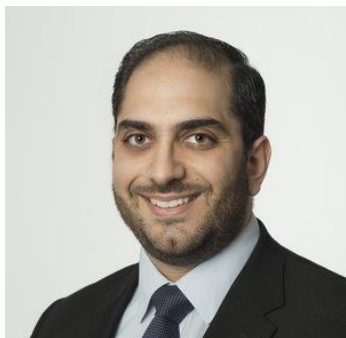
In view of the above, CCCI suggests the following:

1. Immediate and prompt liquidity mechanisms must be found to provide additional liquidity to businesses so that they can finance their basic operations such as paying part of their paycheck, rent and other services as well as repaying their suppliers to ensure smooth operation. supply chain.
2. This additional lending should only be channelled to healthy companies that have been consistent to date with their loan obligations to ensure (a) their rescue and (b) the prospect of early repayment of their debt to the banks.
3. The terms of access of companies to the above liquidity should be the same as those applied in the plans of the Ministry of Labour, in relation to the prohibition of dismissal of staff.
4. After the end of the period during which the companies will receive state support for their employers as defined in the plans of the Ministry of Labour, we suggest that, for the additional months that the company is committed not to lay off staff, one of the most Below are two designs:
  - (a) a system of reduced support for the number of workers covered by the state, which is linked to the course of recovery of each company's turnover and the gradual return of its employees, where the state will continue to cover the salaries of those employees will still be suspended from work or alternatively
  - (b) during this period, the rate of coverage of the unemployment benefit by the state, for those employees who have been suspended, shall be determined on the basis of the state of the economy and enterprises at the given time between the social partners. In this way, we estimate that more companies will be encouraged to choose government plans and not proceed with redundancies, which, if it happens, will mean much higher spending for the state.
5. It goes without saying that each company has the right to freely choose whether or not to participate in one or more or all of the projects. Also, those companies that choose to use the plan of guaranteed loans and do not want to join the plans of the Ministry of Labour, will be able to do so, provided that they will not have fired staff. Otherwise, they should not be entitled to this benefit, as the state will have to pay the unemployment costs of their employees who will be laid off.

Yours Sincerely



**Christodoulos Angastiniotis**  
**President**  
**Cyprus Chamber of Commerce and Industry (CCCI)**



**Alex Chrysaphiades (Partner - ADLER SHINE LLP)**



**1. How does COVID-19 affect your industry?**

Our industry is trying hard to keep business moving, both our own and our clients. We are naturally well placed to advise and support clients, especially with the various financial guidelines and support packages announced by the government. We are adjusting to the 'working from home' environment and embracing technology and software to keep in contact with clients and colleagues alike. We are facing the same challenges faced by many other businesses. At the forefront of our minds is our responsibility to look after our staff's health and welfare. We are in constant discussion and looking at options to sustain our business and provide a viable business for all our staff to return to, once we return to 'normality'.

**2. How long do you think it will take to return to normal?**

The situation we all face is unprecedented. In line with the government's announcements, it will likely be around 6 months before society can begin to return to something that represents normal. However, individuals and businesses alike will have faced financial challenges during this time. It may take a further 6 months (or more!) to restore confidence and attempt to make up for lost time. Some industry sectors, especially leisure and hospitality, have been seriously affected during the lockdown period. However, when people eventually come out, these may fair better than others, as people will no doubt long for the opportunity to get out, have a meal and enjoy activities outside of the home.

**3. What additional measures you expect from the government to support businesses?**

Some of the measures announced include the deferral of various taxes (for example: VAT and self-assessment payments on account). Whilst these measures are designed to alleviate the short-term cash flow burden, tax payers need to be mindful that these payments will still need to be paid, albeit at a later date.

It is hoped therefore the government announces additional measures to assist with payment terms.

There has been significant media coverage on the initial lack of support for the self-employed, with measures announced last week to plug this gap. These measures however do not support those that have recently become self-employed. Unfortunately, many individuals and businesses continue to fall between the cracks of existing measures, and it is hoped the government combats this.

Many of the packages and measures already announced are there to support individuals and businesses in the short term, however, the government will have some difficulty sustaining this for the long term. The government also needs to balance its books - we should therefore brace ourselves for the fallout once we return to normal!

**4. As a company, will you try to implement any strategic plan to face the financial consequences of this pandemic?**

We must, to ensure we still have a viable business for all involved in our firm to return to! We are constantly reviewing and evaluating our position. There are actions we are implementing ourselves and we are advising clients and other businesses to take. Simply put... have 'FAITH'!

**FORECAST** – your cashflow requirements, your estimated sales and costs, especially over the next 3 months!

**APPLY** – for the support available from Government and the Banks.

**INVOICE** – get bills out promptly to keep cash flowing. Chase outstanding debts. Consider raising interim fees on account – you'll not just help your cash flow but your customer's also!

**TALK** – to your bank, customers, suppliers, staff... and your accountant! Keep those all-important relationships alive!

**HOLD ON** – to your staff! The furlough option is designed as a measure to mitigate redundancy and will help to keep staff financially secure, with the promise of a job to come back to. However, most businesses need their staff to generate work and income so consider other options, e.g. many businesses are asking staff to take pay cuts and/or reduce their working hours (and pay accordingly), at least to get through this difficult period!

**5. Easter is around the corner. Can you give us your message to all our readers?**

Wishing everyone a healthy and safe Easter. Embrace technology to connect with loved ones who you cannot see. Think of those who are less fortunate than us, especially those who have lost loved ones and are impacted directly by this terrible virus. CHRISTOS ANNESTI!

## ...COVID-19: How it affects businesses in the UK and Cyprus



Sam Orgill (Business Consultant – ProACT Partnership)

**1. How does COVID-19 affect your industry?**

Staff unable to work due to school closure health care concerns of individuals, clients stuck in a location because of travel restrictions, 'social hysteria' fuelled by media

**2. How long do you think it will take to return to normal?**

4 years. Like any recession it starts by purchase decisions being put on hold for a short period that all income has stopped, replacement benefits is deferred income for a month is a start of recession. Spending won't recommence for 1-2 months once the all clear is accepted by consumers



ProACT Partnership

**3. What additional measures you expect from the government to support businesses?**

Lots of ideas are in place with good intentions. I imagine big, influential and government employers, will get plenty of support. Small business will be overlooked by exceptions, limits, to exclude. 80% of the economy is small business...

**4. As a company, will you try to implement any strategic plan to face the financial consequences of this pandemic?**

i will support my team and clients. We 'have' adopted radical strategic change already. We will not go back.

**5. Easter is around the corner. Can you give us your message to all our readers?**

Don't expect souvla bbqs to be allowed. Expect further Cyprus banking consolidation. Easter is the original new year. the equinox. The Great Britain new tax year is still based upon the 25th March new year date.

When the European calendars were changed around 1752, '11 days' were lost. The UK deferred the end of tax year by 11 days to ensure the 1752/53 tax year was still 365 days, with no loss of tax revenue. That's why 5th April remains the UK tax year end to this day.

An illustration of the long-term impact of dramatic global events.

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### Stavros Stavropoulos (Accounts – Grade Line (UK) Ltd

**1. How does COVID-19 affect your industry?**

WE ARE DEPENDANT ON THE RETAIL CLOTHING INDUSTRY SO BY CLOSING ALL THE HIGH STREETS OUR WORK HAS DECLINED COMPLETELY

**2. How long do you think it will take to return to normal?**

EVEN IF WE WERE ALLOWED TO GO BACK TO WORK AFTER A MONTH, WE WOULD STILL NEED ANOTHER 3 MONTHS TO TRY TO GET BACK TO NORMAL

**3. What additional measures you expect from the government to support businesses?**

WE NEED THEM TO GIVE US INTEREST FREE FUNDING TO ALLOW US TO BUILD UP OUR BUSINESS AGAIN TO THE POINT WERE IT IS FINANCIALLY SOLVENT AGAIN

**4. As a company, will you try to implement any strategic plan to face the financial consequences of this pandemic?**

WE HAVE PUT OUR EMPLOYEES ON FURLOUGH STATUS AND WE ARE ASKING FOR MORTGAGE PAYMENT HOLIDAYS SO WE CAN COPE WITH THE CRISIS

**5. Easter is around the corner. Can you give us your message to all our readers?**

CUT BACK YOUR COSTS WHERE YOU CAN, APPLY FOR ALL THE HELP THE GOVERNMENT IS OFFERING, KEEP THE ESSENTIAL PAPERWORK AND DETAILS OF YOUR BUSINESS GOING SO YOU DO NOT FALL BEHIND SO THAT YOU ARE IN THE BEST POSITION POSSIBLE FOR WHEN YOU CAN GET BACK TO WORK FULLY.



## ...COVID-19: How it affects businesses in the UK and Cyprus

Andrea Ioakim (Senior Associate Lawyer – Kinanis LLC)



  
**KINANIS**  
LAW FIRM

### 1. How does COVID-19 affect your industry?

The outbreak of Covid-19 has caused major disruptions in the normal course of our business, with public services underperforming causing unexpected delays in the processing of our clients' requests. The ban on travelling forced the parties involved as well as their legal representatives to seek alternatives in completing transactions. On the positive side, the situation has introduced well established international methods of working operations, not previously implemented in Cyprus, such as working from home.

### 2. How long do you think it will take to return to normal?

The situation will definitely take its time. An optimistic view would be that our operations and business as we know it, we will return back to normal by the beginning of the third quarter of the year.

### 3. What additional measures you expect from the government to support businesses?

The Government has been proactive in taking various measures supporting both business and individuals. Whether these measures will prove to be sufficient or not will be evident in the course of time and will also depend on how other countries will react to the situation and what measure they will implement that might affect our business.

### 4. As a company, will you try to implement any strategic plan to face the financial consequences of this pandemic?

We have already a business continuity plan in place allowing us to continue servicing our clients and providing a high level of legal support to them irrespective of the unprecedented disruptions to the business. The existing situation creates the necessity for a more targeted marketing approach as well as a diversification to the fields of law that have now become the "centre of attention".

### 5. Easter is around the corner. Can you give us your message to all our readers?

We sincerely hope that everyone stays safe during these difficult and worrying times and that we will all be able to return back to normal sooner than later. Positivity, patience and pro-activeness should be our driving force.

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Pania Charalambous (Partner) & Natalie Lemonidou (Senior Associate -Child & Child):



**CHILD & CHILD**

### 1. How does COVID-19 affect your industry?

The legal industry has been severely impacted by the current pandemic, for example:

- i. Many Courts/ Tribunals have shut their doors, leaving people's cases undetermined. They do not know when their matter will be relisted.
- ii. Banks are less inclined to provide finance for investments and many corporate and commercial transactions have been put on hold, whilst businesses are trying to cut costs to survive.



Travel restrictions and lockdown have slowed the pace, but deals are still progressing, and there will be an increasing number of acquisition opportunities. Our Corporate team are working on a number of transactions, and also some bond listings of assets which do well when equities are being hard hit, because they are seen as an alternative safe harbour, gold being an example.

## ...COVID-19: How it affects businesses in the UK and Cyprus

We have further noticed an increased demand for Wills, Lasting Powers of Attorney and Trust matters during these uncertain times. In addition to Immigration and Tax enquiries.

At Child & Child, it is business as usual. We have facilities and infrastructure in place to allow all of our staff to work remotely. Our operations are working seamlessly to ensure we continue to provide our clients with the best possible service.

We have IT systems in place to allow Court hearings, settlement and negotiation meetings to continue, albeit via virtual means. Last week the Family team were able to successfully settle a difficult case that had been ongoing for 3 years.

### 2. How long do you think it will take to return to normal?

We hope very soon, providing people continue to follow Government guidelines. However, will things ever be normal again? One thing that we will all take away from this experience, is the importance of supporting each other. We are all now becoming aware of the small things we took for granted previously. This will be a learning experience for us all.

### 3. What additional measures you expect from the government to support businesses?

Whilst the Government have announced several measures for businesses, we hope that this will continue to be reviewed on a day by day basis.

Our Residential Real Estate team would have liked to have seen a temporary stay on additional higher rate stamp duty rates to assist the property market.

People should also be aware of alternative measures for businesses to protect themselves in these difficult times and take action quickly rather than wait for the government to introduce further measures. The answer to their problems could be in the current law and the contractual protections included in their contracts so the sooner they seek the right advice the better.

### 4. As a company, will you try to implement any strategic plan to face the financial consequences of this pandemic?

As a firm, we are constantly reviewing the situation and implementing procedures to ensure that our clients' needs are being met. Communication with our clients is key during these times. We are regularly providing updates and news for individuals and businesses via the Child & Child Linked In page. <https://www.linkedin.com/company/child-&-child>

We are hosting webinars to discuss matters currently impacting individuals to include Family, Immigration, Property and Private Wealth.

### 5. Easter is around the corner. Can you give us your message to all our readers?

We would like to wish all those near and far a Happy Easter. We understand that these are difficult times for people, who would usually be spending Easter with their families and loved ones.

We would like to thank all individuals who continue to provide key services and sacrifice their lives particularly NHS workers.

For any further information, please contact:

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**If you would like to register as a member of the  
Great Britain – Cyprus Business Association  
Please visit [www.gbcy.business](http://www.gbcy.business)**



## Why is having a Will necessary?



**By Alvaro Aznar or Robyn Dann, from Child & Child.**

You are never too young or too old to have a Will in place, yet the statistics show that more than 50% of British nationals have not made such arrangements.

Having a Will gives you the control and freedom to decide who will inherit your assets when you pass away. This is very important, especially if you have young children, children from a previous marriage, you are not married to your partner or you want to leave all, or part, of your estate to a third party like a charity.

In the event that you pass away without a Will, your assets will pass under the UK rules of intestacy and so having a Will in place will certainly prevent your estate going to an unwanted heir.

A Will is a living document, it needs reviewing every time that there is major change of circumstances in your life such as getting married or divorced, having a child... As a rule of thumb, we recommend you review your Will every 5 years to ensure that it is in line with your wishes.

Having a Will also allows you to appoint executors that will be responsible for administering your estate when you are no longer here. The executors must be someone you trust as he or she will have a very important role in fulfilling your last wishes.

In addition, preparing a Will allows you to distribute your estate in a tax efficient manner. It is a useful opportunity to review your current estate and obtain advice in respect of any inheritance tax and estate planning you can do during your lifetime.

The cost of instructing a solicitor to draft your Will is minimal compared to the potential costs that your estate will suffer in case of intestacy.

Don't leave it for tomorrow, call our International Private Wealth team today for preliminary advice on Wills, inheritance tax and estate planning.

If you have any questions on any of the above, please do not hesitate to contact either Alvaro Aznar or Robyn Dann from our Private Wealth team;

[alvaroaznar@childandchild.co.uk](mailto:alvaroaznar@childandchild.co.uk) or on 020 7201 3587

[robyndann@childandchild.co.uk](mailto:robyndann@childandchild.co.uk) or on 020 7201 3577



# ACQUIRE YOUR OWN PRIVATE PARADISE IN CYPRUS



### **"Orchard" B14**

Detached house  
Bedrooms: 4  
Total area: 237m<sup>2</sup>  
Plot area: 625m<sup>2</sup>  
With Title Deed



### **"Corner Stone" B7a**

Unique opportunity 2 houses  
Plot area: 367m<sup>2</sup>  
Upperhouse 3 bedroom house 174m<sup>2</sup>  
Lower house of 1st bedroom 85m<sup>2</sup>  
with large living room  
With Title Deed



### **"Environmental" B9**

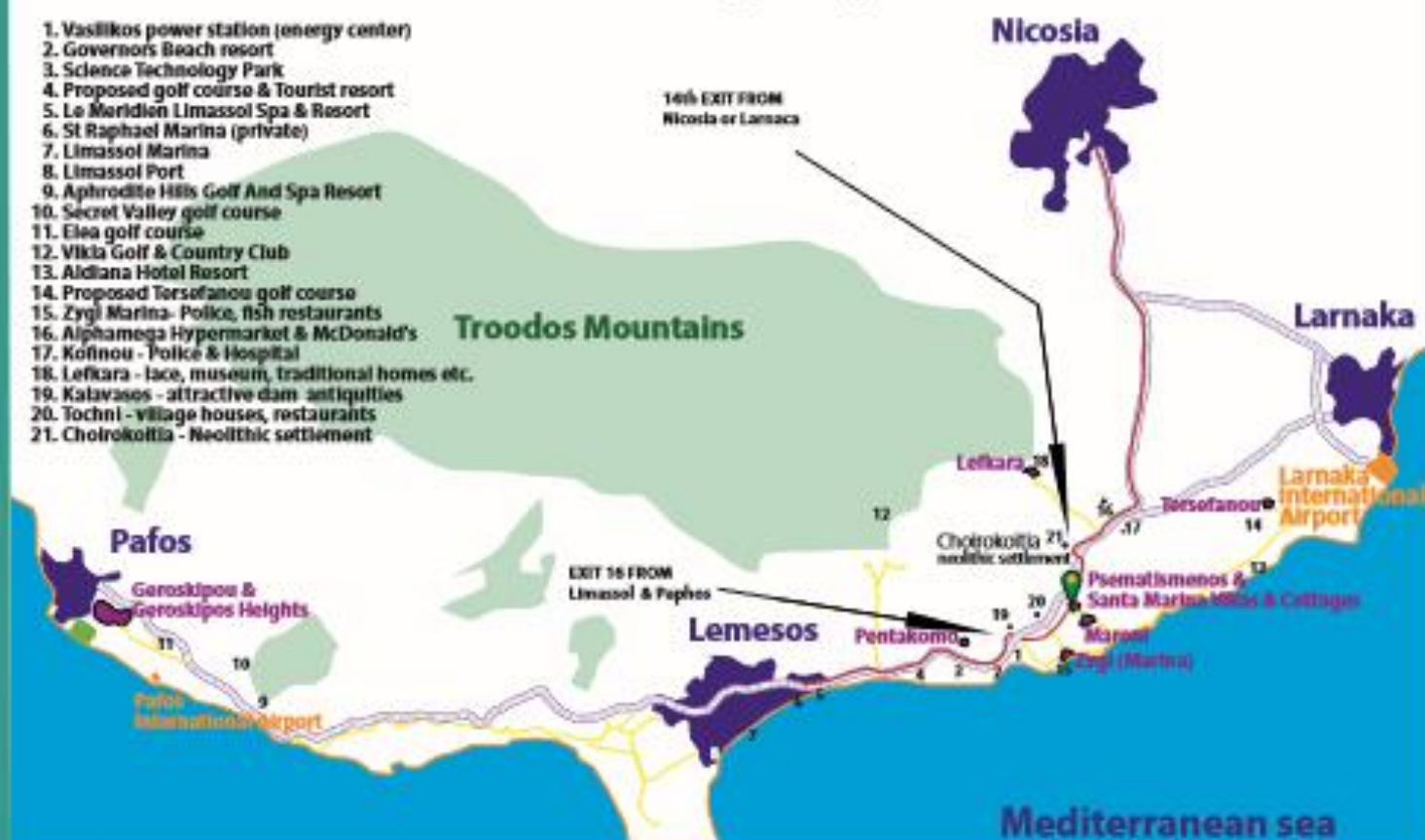
Detached House  
Bedrooms: 3  
Total area: 183 m<sup>2</sup>  
Plot area: 550 m<sup>2</sup>  
With Title Deed

- In between Lemesos - Larnaka, Lefkosia only 30 min and 60min from Pafos
- Quality Construction
- Energy Saving Construction
- Unique Design Villas of 2-5 beds
- Panoramic Sea View with Mountain Aspects
- Natural Relaxing Environment
- Close Proximity to the Sea
- Easy Access to Highway
- Distinct Homes or Luxury Villas with title or under construction providing selection of finishes

## Santa Marina Villas & Cottages - AA Lifestyle Centre (Club) and surrounds (approx. positions)

1. Vasilikos power station (energy center)
2. Governors Beach resort
3. Science Technology Park
4. Proposed golf course & Tourist resort
5. Le Meridien Limassol Spa & Resort
6. St Raphael Marina (private)
7. Limassol Marina
8. Limassol Port
9. Aphrodite Hills Golf And Spa Resort
10. Secret Valley golf course
11. Elea golf course
12. Vikla Golf & Country Club
13. Aldiana Hotel Resort
14. Proposed Tersofanou golf course
15. Zygi Marina- Police, fish restaurants
16. Alphamega Hypermarket & McDonald's
17. Kofinou - Police & Hospital
18. Lefkara - lace, museum, traditional homes etc.
19. Katavases - attractive dam antiquities
20. Tochni - village houses, restaurants
21. Choirokollia - Neolithic settlement

Troodos Mountains



Santa Marina  
Villas

IDEA HOLIDAY & HOME FINDER LTD  
Santa Marina Villas

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The members of the  
Great Britain – Cyprus Business Association  
would like to wish you

**Happy Easter**



**EY**

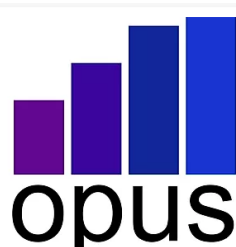
Building a better  
working world

michaelkyprianou

Advocates - Legal Consultants



CHILD & CHILD



tassos papadopoulos & associates llc  
advocates | legal consultants

