

# FIVE MINUTES

## WITH

CHARALAMBOS SAMIR

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**onnectedSky started operations five years ago. How would you describe the company's progress so far?**

When ConnectedSky commenced operations in 2011, we had little more than determination, honesty, hard work and a passion for what we do. Five years later, we have grown to become a truly international leading provider of legal, corporate, mergers and acquisitions, international tax planning, trust, fiduciary, risk management, compliance advisory, accounting and other professional and consulting services. Today, ConnectedSky operates from its headquarters in Nicosia and subsidiaries in Russia, UK and Malta. Our presence in more than 20 locations worldwide enables clients to benefit globally from the expertise of our professionals. The demand for tailor-made and high-quality professional services continues to increase, and ConnectedSky is at the forefront developing new services and improving or adjusting existing ones in order to serve our present and new clients, partners and associates around the globe.

**How would you summarise the company's values and what role have they played in its success?**

We have always aimed at maintaining strong corporate values and this has definitely con-

tributed greatly towards the firm's success. We value our clients' accomplishments in the same way as we value our own. We have great respect for their aims and ambitions and we never compromise on things such as safeguarding their interests and promoting what is best for them and their company. At ConnectedSky, we pay great attention to detail and, consequently, all of our clients receive specialized individual services, tailored to their particular needs. We value, in the exact same way, each and every individual



*Founder & CEO,  
ConnectedSky*

relationship that we build with our clients, irrespective of their size. In order to ensure that each client receives the highest level of service at all times, we recruit only the best people, who meet the highest professional and ethical standards of ConnectedSky. As our clients' needs continue to grow and evolve, we work in partnership with them, understanding their needs and delivering on

our commitments. In this way, we adhere to our firm's motto: *We Grow When You Grow.*

**ConnectedSky collaborates with experts and specialists around the world. How important is this to you and your clients?**

The fact that we have a large network around the world is certainly something that our clients can benefit from. We choose the best specialists in every country where we do business in order to provide clients with top quality services. Today we provide professional services in over 65 jurisdictions and, as such, we must maintain the same level of professionalism and ethics in each and every one of those jurisdictions. Through a well-designed and targeted approach, we are able to offer our clients a "one-stop-shop" package of solutions and services. Our global network has been created on the understanding that each and every client must receive a tailor-made solution that adheres to the local legal, compliance and regulatory requirements of the specific jurisdiction in which they wish to do business.

**What are the company's plans for the next 3-5 years?**

As part of our strategy, we are seeking to expand into countries where we believe there will be a high demand for our services. At the moment we are working on strengthening our position in the Middle East and, to this end, we have set up CYMEBA (Cyprus Middle East Business Association) which aims at attracting foreign investors from the Middle East to invest in Cyprus. CYMEBA has already received interest from over 200 potential investors with whom we will soon start discussions to examine their specific needs. We believe that this will also be very positive for our local economy.