

COLLECTION OF STATISTICAL DATA
FOR
CONFERENCES AND INCENTIVES
conducted for the
CYPRUS TOURISM ORGANIZATION
(January - December 2008)

July, 2009



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A. METHODOLOGY



METHODOLOGY

| | |
|---|---|
| <i>Company</i> | <i>CMR Cypronetwork</i> , partner of GfK Custom Research Worldwide, member of Cypronetwork Consultancy Group, SEDEAK and ESOMAR |
| <i>Commissioned by</i> | <i>CYPRUS TOURISM ORGANIZATION</i> |
| <i>Period which the data cover</i> | The data were collected between June and December 2008, but cover all months of 2008, i.e January - December |
| <i>Respondents</i> | Organizations such as hotels, travel agents, conference organizers, conference venues, governmental and semi governmental organizations, education and financial institutions |
| <i>Data Collection Method</i> | Data were collected via email, fax and over the phone. Systematic and intensive follow-up was carried out during this period in order to ensure that the data were sent through by the key players as well as other organizations and institutions. |

B. INTRODUCTION



INTRODUCTION

Taking into consideration the rapid growth of Conferences and Incentives Tourism, the Cyprus Tourism Organization has set the market in question as one of the main target markets in its Strategic Plan for 2003-2010. In achieving the specific aim an action plan has been devised for the development of Conferences and Incentives Tourism.

Conferences and Incentives Tourism is considered to be a highly competitive sector among tourism destinations due to its development prospect and the fact that it appears as a solution to problems such as seasonality, expenditure and repeating tourism. It is therefore essential to estimate the market size for better evaluation of the current situation as well as for a better planning of future actions for the development and promotion of this segment by CTO.

To this end, CMR Cypronetwork has undertaken the task of systematic collection of statistical data on conferences and incentives tourism from all organizations directly involved with this target group during the period of one year (i.e. January – December 2008), according to the instructions and specifications set by CTO. This report is the Final Report being submitted for the Project and refers to all months (i.e. January – December 2008) of the year.

C. EXECUTIVE SUMMARY

Executive Summary

- **Conferences** (events of up to 50 participants) is the leading category (80%) in the Conferences and Incentives Market in Cyprus during 2008
- More than two in five participants who provided data belong to the **Hotel Industry** (44%), while thirty eight percent are **DMCs/ PCOs**
- More than one in two events had a **European** coverage (53%), while 44% had **International** coverage
- Almost seven in ten Conferences or Incentives **took place** in **Limassol** (66%)
- Most Conferences and Incentives took place in **May, June** and **October** (17% 13% and 13% respectively), followed by **November** and **April** (11% respectively)
- Eight in ten of the **Corporate** conferences (81%) and 73% of the **Incentives** took place in Limassol. Limassol also lead the way for **Association** conferences (50%), while most of **Governmental** conferences took place in Nicosia
- The average number of participants in each event in Cyprus during 2008 is **93**. According to the analysis by type of conference, **Association** conferences have on average **142** participants, **Corporate** conferences **67** participants, **Governmental conferences** **154** participants and **Incentives** **64** participants.
- The average of days that participants stayed in Cyprus for Conferences or Incentives is **4**
- One in four (23%) conferences or incentives cost **up to €10000**. Two in five (38%) costs **€10001-€25000**, one in five (19%) **€25001-€50000**, while twenty percent of conferences or incentives cost **more than €50001**.
- Greece, Russia and UK have the largest contribution for holding events in Cyprus.

CRITERIA THAT CONFERENCES AND INCENTIVES MUST FULFILL:

- Conferences and Incentives must have at least 30% foreigner participants
- Participants must have at least one overnight
- The Conferences must have at least 50 participants
- The Incentives must have at least 20 participants



D. ANALYSIS OF FINDINGS

1. ANALYSIS OF RESPONDENTS/ PARTICIPANTS IN THE PROJECT

More than two in five participants who provided data for this project belong to the **Hotel industry** (43%), thirty eight percent of the sample are **DMCs/ PCOs** (38%) and one in five belongs to another category (19%).

Graph 1

ANALYSIS OF RESPONDENTS/ PARTICIPANTS IN THE PROJECT

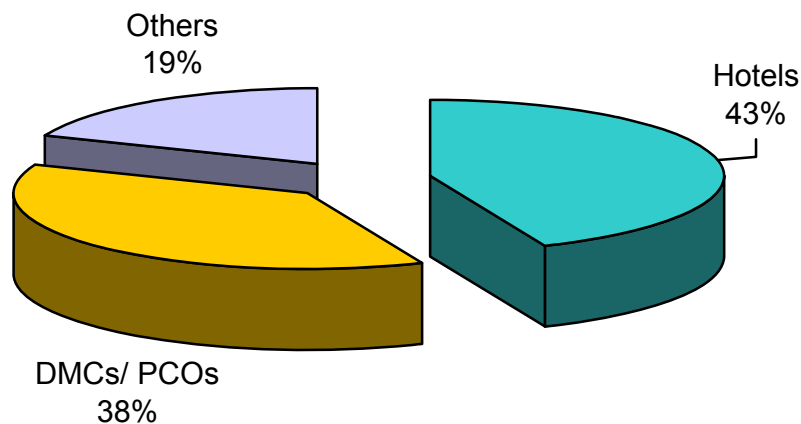


Table 1

TOTAL NUMBER OF RESPONDENTS/ PARTICIPANTS IN THE PROJECT

| | |
|--------------|-----------|
| HOTELS | 14 |
| DMCs/ PCOs | 12 |
| OTHERS | 6 |
| TOTAL | 32 |

2. CITY THAT CONFERENCES AND INCENTIVES TOOK PLACE

According to the statistical data collected, **Limassol** is the city that is mostly preferred for **Conferences and Incentives tourism** (66%). Fourteen percent of the events take place in **Paphos** (14%), followed by **Nicosia**, **Larnaca** and **Famagusta** with 10%, 7% and 2% respectively.

Graph 2
ALLOCATION OF CONFERENCES AND INCENTIVES PER CITY

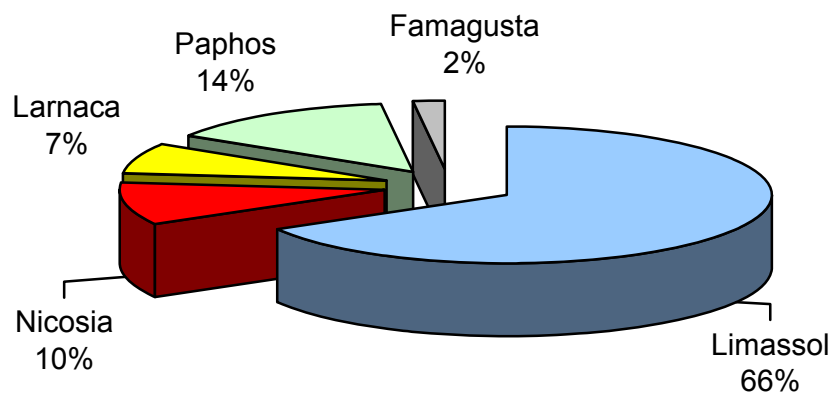
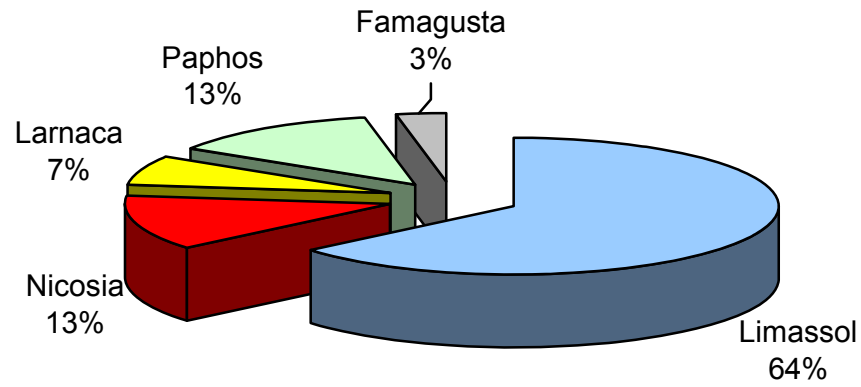


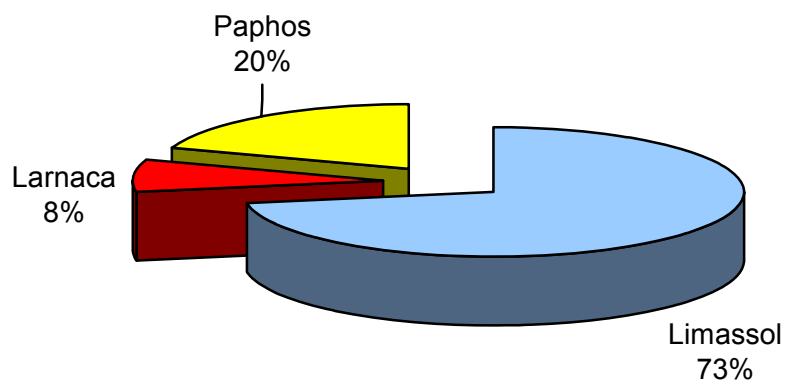
Table 2
ALLOCATION OF CONFERENCES AND INCENTIVES PER CITY
(ACTUAL FIGURES)

| | TOTAL | CONFERENCES | INCENTIVES |
|--------------|--------------|--------------------|-------------------|
| Limassol | 166 | 129 | 37 |
| Nicosia | 26 | 26 | 0 |
| Larnaca | 18 | 14 | 4 |
| Paphos | 36 | 26 | 10 |
| Famagusta | 6 | 6 | 0 |
| TOTAL | 252 | 201 | 51 |

Graph 3
ALLOCATION OF CONFERENCES PER CITY



Graph 4
ALLOCATION OF INCENTIVES PER CITY



Graph 5
ALLOCATION OF NUMBER OF PARTICIPANTS PER CITY

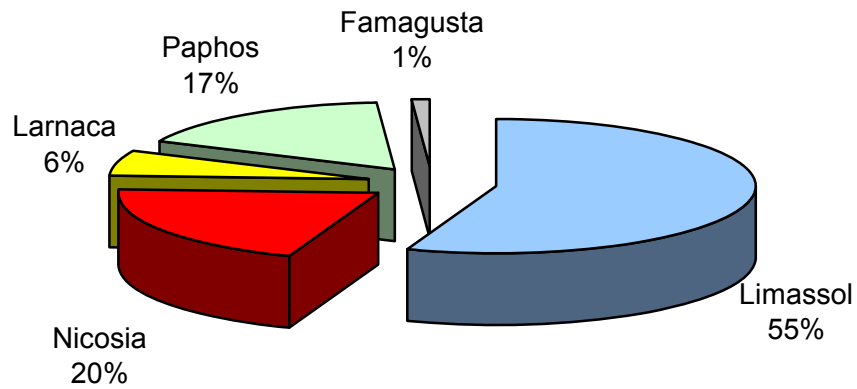


Table 3
ALLOCATION OF NUMBER OF PARTICIPANTS PER CITY
(ACTUAL FIGURES)

| | |
|--------------|--------------|
| Limassol | 12648 |
| Nicosia | 4602 |
| Larnaca | 1396 |
| Paphos | 3967 |
| Famagusta | 190 |
| TOTAL | 22803 |

3. COVERAGE OF CONFERENCES AND INCENTIVES

More than five in ten events had a **European** coverage (54%), meaning that participants come from EU27 countries only, while forty-four percent of the events had **International** coverage (the participants to those events were from any country in the world other than EU27 plus any EU27 country).

Graph 6
COVERAGE OF CONFERENCES AND INCENTIVES

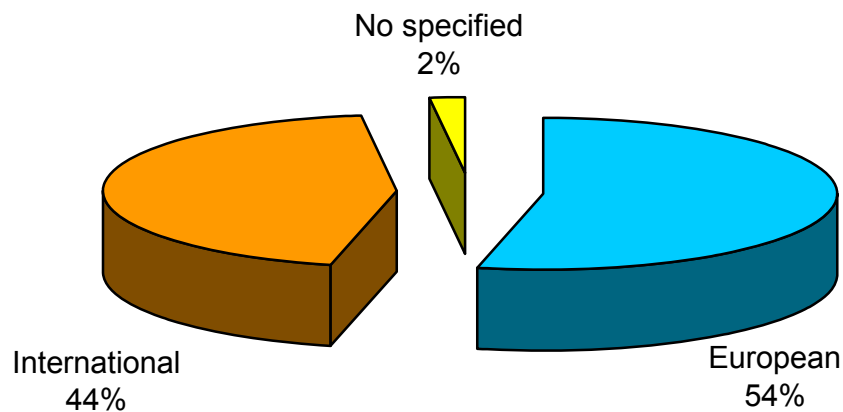


Table 4
COVERAGE OF CONFERENCES AND INCENTIVES –
(ACTUAL FIGURES)

| | |
|---------------------------|------------|
| European Conferences | 112 |
| International Conferences | 134 |
| No specified | 6 |
| TOTAL | 252 |

Graph 7
EUROPEAN CONFERENCES AND INCENTIVES – ANALYSIS BY CITY

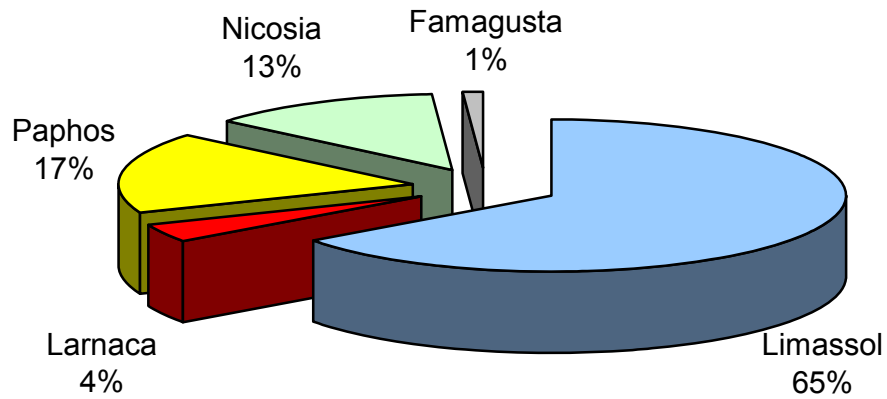


Table 5
EUROPEAN CONFERENCES AND INCENTIVES – ANALYSIS BY CITY
(ACTUAL FIGURES)

| | |
|--------------|------------|
| Limassol | 87 |
| Nicosia | 17 |
| Larnaca | 6 |
| Paphos | 23 |
| Famagusta | 1 |
| TOTAL | 134 |

Graph 8
INTERNATIONAL CONFERENCES AND INCENTIVES – ANALYSIS BY CITY

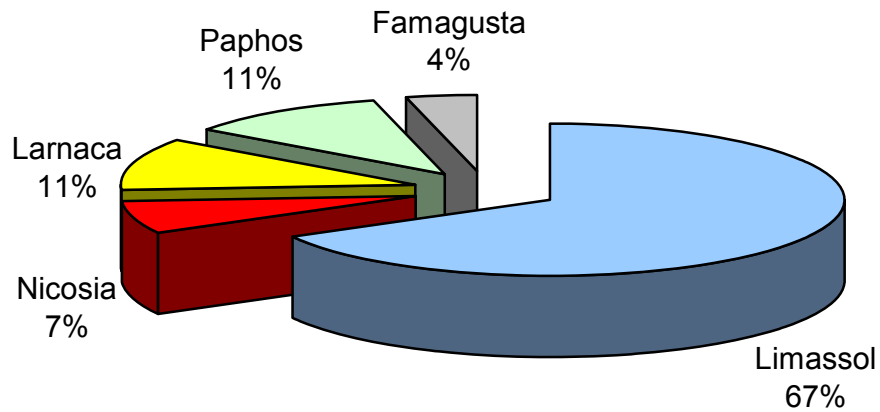


Table 6
INTERNATIONAL CONFERENCES AND INCENTIVES – ANALYSIS BY CITY
(ACTUAL FIGURES)

| | |
|--------------|------------|
| Limassol | 75 |
| Nicosia | 8 |
| Larnaca | 12 |
| Paphos | 12 |
| Famagusta | 5 |
| TOTAL | 112 |

4. TYPE OF CONFERENCES AND INCENTIVES

During 2008, **Corporate conferences** is the leading category in the Conferences and Incentives market in Cyprus (44%), followed by **Association conferences** which represent 28% of the sample. Smaller proportions referred to **Incentives** and **Governmental conferences** (20% and 8% respectively).

Graph 9
TYPE OF CONFERENCES AND INCENTIVES

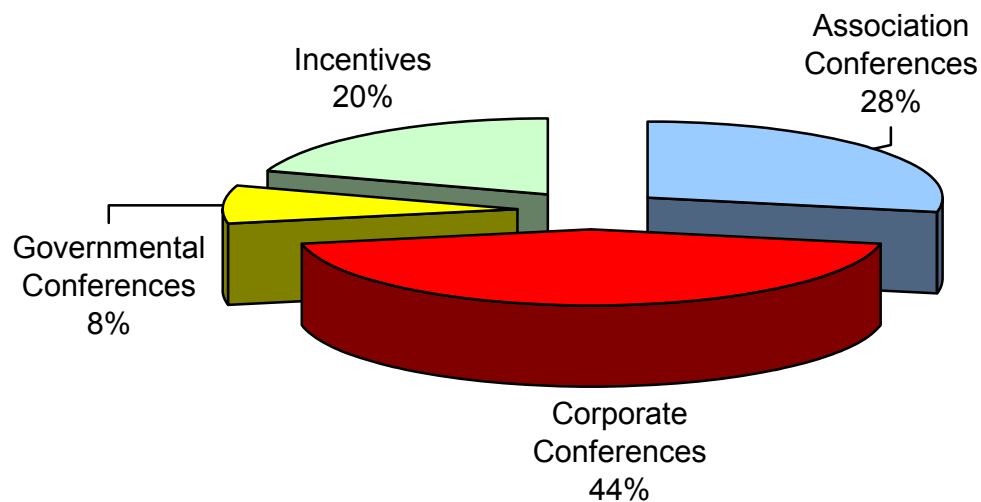


Table 7
TYPE OF CONFERENCES AND INCENTIVES
(ACTUAL FIGURES)

| | |
|--------------------------|------------|
| Association Conferences | 70 |
| Corporate Conferences | 110 |
| Governmental Conferences | 21 |
| Incentives | 51 |
| TOTAL | 252 |

As far as the number of participants is concerned, **Association** conferences acquired the top place with 40%. With percentage 32% follow **Corporate** conferences, while **Incentives** and **Governmental** conferences gathers percentage 14% respectively.

Graph 10
ALLOCATION OF NUMBER OF PARTICIPANTS PER CONFERENCES
AND INCENTIVES TYPE

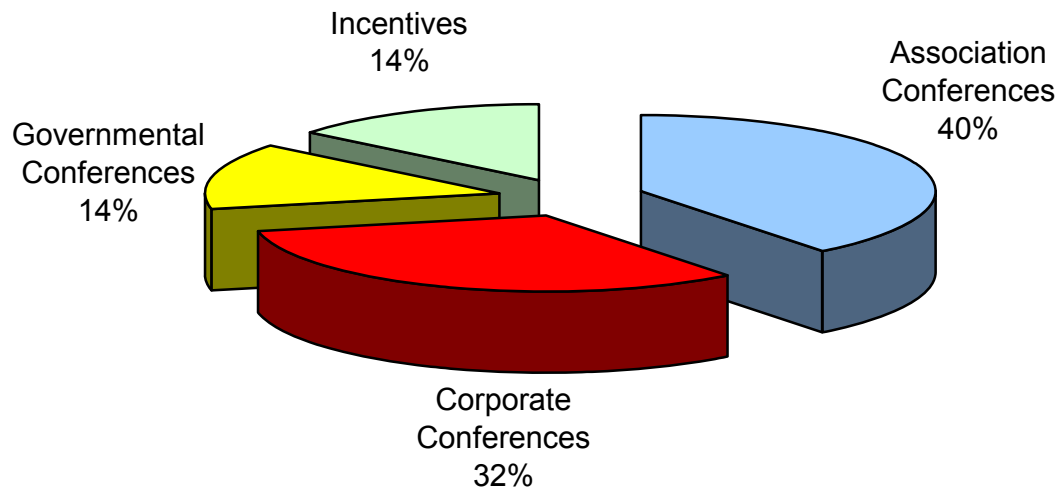


Table 8
ALLOCATION OF NUMBER OF PARTICIPANTS PER CONFERENCES
AND INCENTIVES TYPE
(ACTUAL FIGURES)

| | |
|--------------------------|--------------|
| Association Conferences | 8982 |
| Corporate Conferences | 7320 |
| Governmental Conferences | 3237 |
| Incentives | 3264 |
| TOTAL | 22803 |

The following tables provide a summary analysis of the data for the four types of conferences and incentives covered in this project.

Table 9

| | Association conferences | Corporate conferences | Governmental conferences | Incentives |
|--|-------------------------|-----------------------|--------------------------|------------|
| | % | % | % | % |
| Allocation per city | | | | |
| Limassol | 50 | 81 | 24 | 73 |
| Larnaca | 9 | 2 | 29 | 8 |
| Nicosia | 21 | 2 | 43 | - |
| Paphos | 14 | 14 | 5 | 20 |
| Famagusta | 6 | 2 | - | - |
| Total | 100 | 100 | 100 | 100 |
| Allocation of participants per city | | | | |
| Limassol | 53 | 71 | 25 | 57 |
| Larnaca | 5 | 1 | 20 | 8 |
| Nicosia | 27 | 6 | 52 | - |
| Paphos | 14 | 20 | 3 | 35 |
| Famagusta | 1 | 1 | - | - |
| Total | 100 | 100 | 100 | 100 |
| Coverage | | | | |
| European | 50 | 54 | 57 | 55 |
| International | 46 | 45 | 43 | 43 |
| No specified | 4 | 2 | - | 2 |
| Total | 100 | 100 | 100 | 100 |

Table 10

| | Limassol | Larnaca | Nicosia | Paphos | Famagusta |
|--|-----------------|----------------|----------------|---------------|------------------|
| | % | % | % | % | % |
| Allocation per type | | | | | |
| Association conferences | 21 | 35 | 58 | 28 | 67 |
| Corporate conferences | 54 | 6 | 8 | 42 | 33 |
| Governmental conferences | 3 | 35 | 35 | 3 | - |
| Incentives | 22 | 24 | - | 28 | - |
| Total | 100 | 100 | 100 | 100 | 100 |
| Allocation of participants per type | | | | | |
| Association conferences | 38 | 31 | 54 | 31 | 53 |
| Corporate conferences | 41 | 4 | 10 | 38 | 47 |
| Governmental conferences | 6 | 47 | 37 | 2 | - |
| Incentives | 15 | 18 | - | 29 | - |
| Total | 100 | 100 | 100 | 100 | 100 |

5. TOTAL NUMBER OF PARTICIPANTS

More than two in five events which took place in Cyprus during 2008 had up to **50 participants** (44%). One in four events had **51-100** participants (26%), more than two in ten conferences and incentives had **101-250** persons (21%) and finally **251+** participants had 5% of the events.

Graph 11
TOTAL NUMBER OF PARTICIPANTS

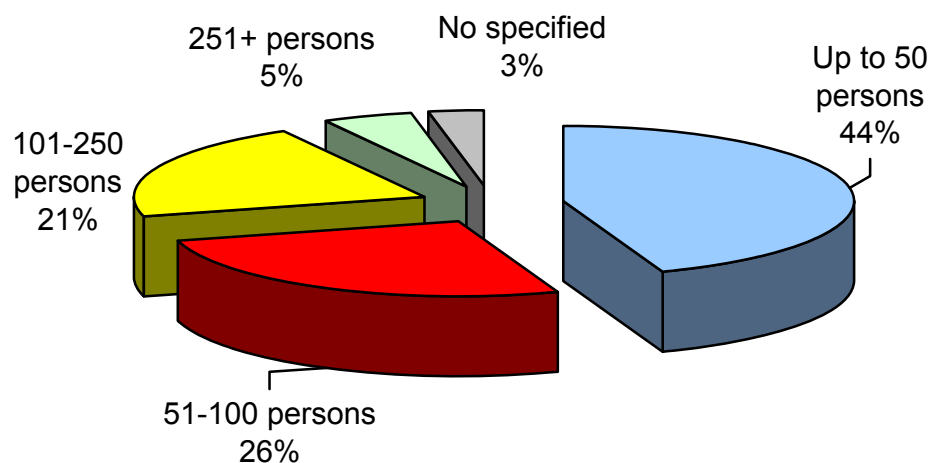
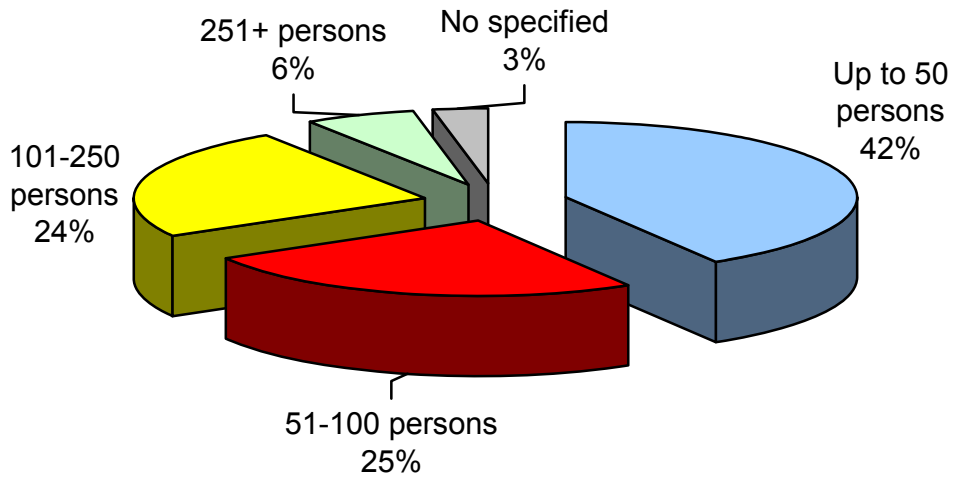


Table 11
TOTAL NUMBER OF PARTICIPANTS (ACTUAL FIGURES)

| | TOTAL | CONFERENCES | INCENTIVES |
|------------------|------------|-------------|------------|
| Up to 50 persons | 112 | 82 | 30 |
| 51-100 persons | 66 | 51 | 15 |
| 101-250 persons | 54 | 49 | 5 |
| 251+ persons | 13 | 12 | 1 |
| No specified | 7 | 7 | 0 |
| TOTAL | 252 | 201 | 51 |

Graph 12
TOTAL NUMBER OF PARTICIPANTS – CONFERENCES



Graph 13
TOTAL NUMBER OF PARTICIPANTS – INCENTIVES

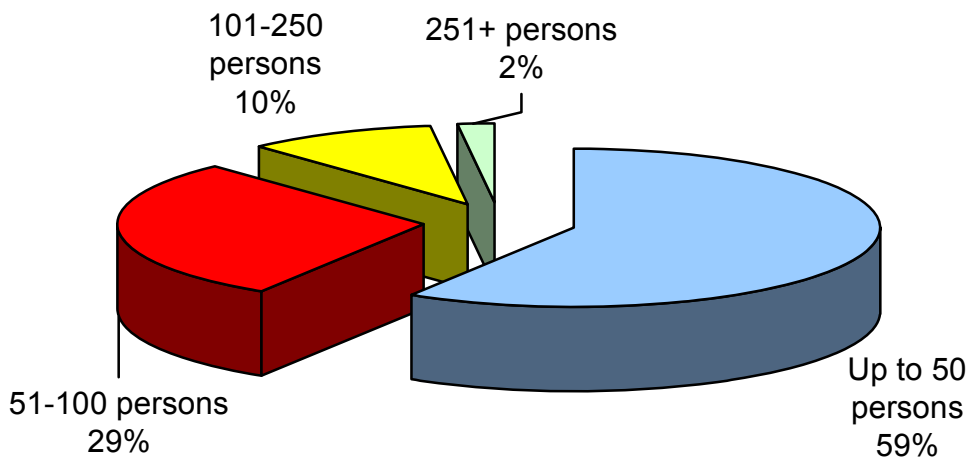


Table 12
EVENT SIZE BY CITY

| | Limassol | Larnaca | Nicosia | Paphos | Famagusta |
|------------------|------------|------------|------------|------------|------------|
| | % | % | % | % | % |
| Up to 50 persons | 55 | 39 | 15 | 17 | 50 |
| 51-100 persons | 24 | 39 | 12 | 42 | 17 |
| 101-250 persons | 15 | 22 | 54 | 31 | - |
| 251+ persons | 4 | - | 15 | 8 | - |
| No specified | 2 | - | 4 | 3 | 33 |
| Total | 100 | 100 | 100 | 100 | 100 |

Table 13
CITY BY EVENT SIZE

| | Up to 50 persons | 51-100 persons | 101-250 persons | 251+ persons | No specified |
|--------------|------------------|----------------|-----------------|--------------|--------------|
| | % | % | % | % | % |
| Limassol | 82 | 61 | 46 | 46 | 43 |
| Larnaca | 6 | 11 | 7 | - | - |
| Nicosia | 4 | 5 | 26 | 31 | 14 |
| Paphos | 5 | 23 | 20 | 23 | 14 |
| Famagusta | 3 | 2 | - | - | 29 |
| Total | 100 | 100 | 100 | 100 | 100 |

6. MONTH THAT CONFERENCES AND INCENTIVES TOOK PLACE

Most Conferences and Incentives took place in **May**, **June** and **October** (17% 13% and 13% respectively), followed by **November** and **April** (11% respectively), while **March** and **September** were mentioned by 10% of the sample respectively. In addition five percent of the events took place in **January**, 4% in **February**, 3% in **August**, 2% in **December** and 1% in **July**.

Graph 14

MONTH THAT CONFERENCES AND INCENTIVES TOOK PLACE

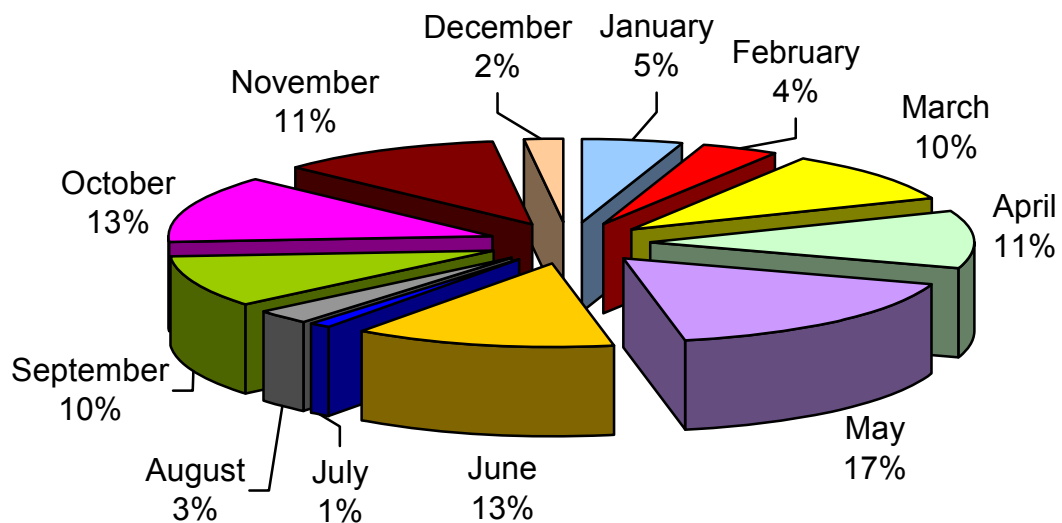


Table 14
MONTH THAT CONFERENCES AND INCENTIVES TOOK PLACE
(ACTUAL FIGURES)

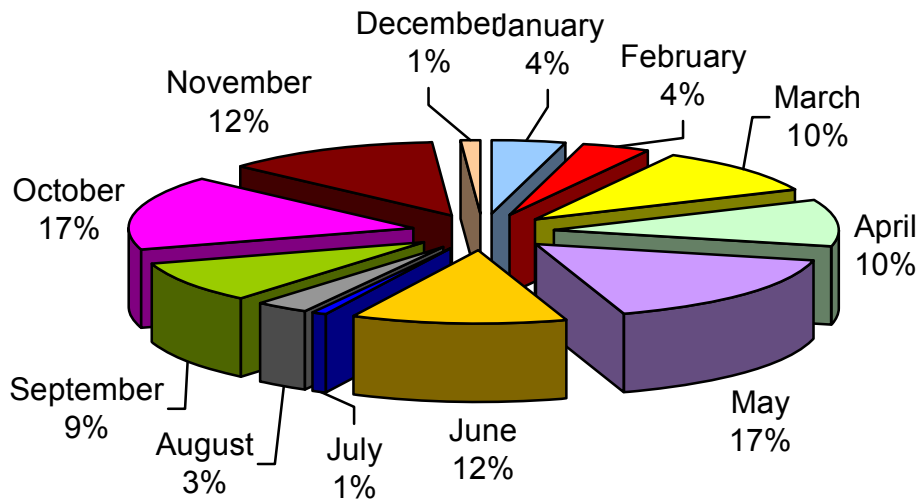
| | TOTAL | CONFERENCES | INCENTIVES |
|--------------|--------------|--------------------|-------------------|
| January | 12 | 8 | 4 |
| February | 11 | 9 | 2 |
| March | 24 | 21 | 3 |
| April | 28 | 21 | 7 |
| May | 42 | 32 | 10 |
| June | 34 | 24 | 10 |
| July | 3 | 3 | 0 |
| August | 7 | 6 | 1 |
| September | 24 | 18 | 6 |
| October | 34 | 32 | 2 |
| November | 27 | 24 | 3 |
| December | 6 | 3 | 3 |
| TOTAL | 252 | 201 | 51 |

Table 15
MONTH THAT CONFERENCES AND INCENTIVES TOOK PLACE
(PERCENTAGES)

| | TOTAL | CONFERENCES | INCENTIVES |
|--------------|--------------|--------------------|-------------------|
| May | 17% 1 | 16% 1 | 20% 1 |
| June | 13% 2 | 12% 2 | 20% 1 |
| October | 13% 2 | 16% 1 | 4% |
| April | 11% 3 | 10% | 14% 2 |
| March | 10% | 10% | 6% |
| November | 11% 3 | 12% 2 | 6% |
| September | 10% | 9% | 12% 3 |
| January | 5% | 4% | 8% |
| February | 4% | 4% | 4% |
| August | 3% | 3% | 2% |
| December | 2% | 1% | 6% |
| July | 1% | 1% | - |
| TOTAL | 100% | 100% | 100% |

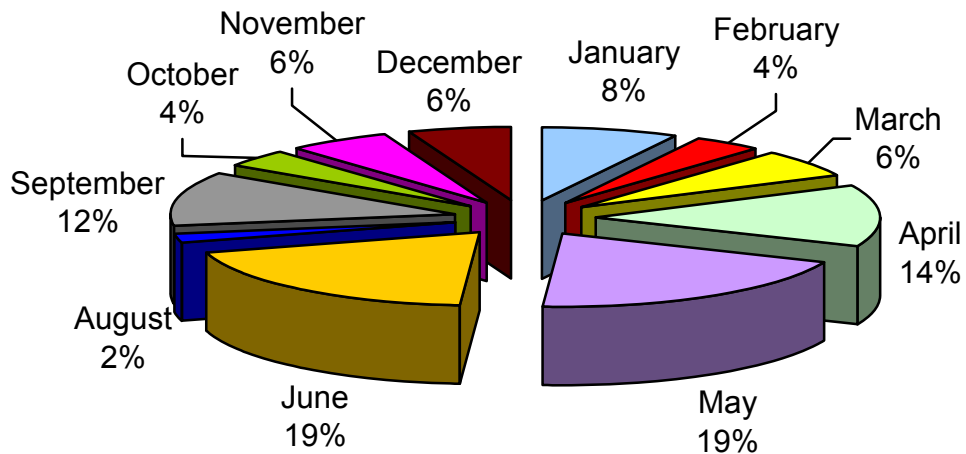
Graph 15

MONTH THAT CONFERENCES TOOK PLACE



Graph 16

MONTH THAT INCENTIVES TOOK PLACE



The most preferred month for **Association** conferences is May (21%) and for **Corporate** conferences is October (17%). Most of **Governmental** conferences took place in June and October (19% and 24% respectively), while May and June was the most preferred months for **Incentives** (20% respectively).

Table 16
MONTH THAT CONFERENCES AND INCENTIVES TOOK PLACE -
ANALYSIS BY TYPE OF CONFERENCE AND INCENTIVE

| | Association conferences | Corporate conferences | Governmental conferences | Incentives |
|--------------|------------------------------------|----------------------------------|-------------------------------------|-------------------|
| | % | % | % | % |
| January | 3 | 5 | 5 | 8 |
| February | 6 | 2 | 14 | 4 |
| March | 9 | 14 | - | 6 |
| April | 9 | 13 | 5 | 14 |
| May | 21 | 14 | 10 | 20 |
| June | 10 | 12 | 19 | 20 |
| July | 1 | 2 | - | - |
| August | 3 | 2 | 10 | 2 |
| September | 10 | 10 | - | 12 |
| October | 11 | 17 | 24 | 4 |
| November | 14 | 10 | 14 | 6 |
| December | 3 | 1 | - | 6 |
| Total | 100 | 100 | 100 | 100 |

7. AVERAGE NUMBER OF PARTICIPANTS

The average number of participants in each event in Cyprus during 2008 is **93**. According to the analysis by type of conference, **Association** conferences have on average **142** participants, **Corporate** conferences **67** participants, **Governmental conferences** **154** participants and **Incentives** **64** participants.

Table 17
AVERAGE NUMBER OF PARTICIPANTS – ANALYSIS BY TYPE OF CONFERENCE

| | Average number |
|--------------------------|----------------|
| TOTAL | 93 |
| Association conferences | 142 |
| Corporate conferences | 67 |
| Governmental conferences | 154 |
| Incentives | 64 |



8. AVERAGE NUMBER OF DAYS PARTICIPANTS STAYED IN CYPRUS

The average number of days that participants stayed in Cyprus for Conferences or Incentives events is **4**.

Those who participated in **Corporate** conferences are staying in Cyprus for **4** days, the average number of days for **Association** conferences is **3**, for **Governmental** conferences and **Incentives** it is **4** days respectively.

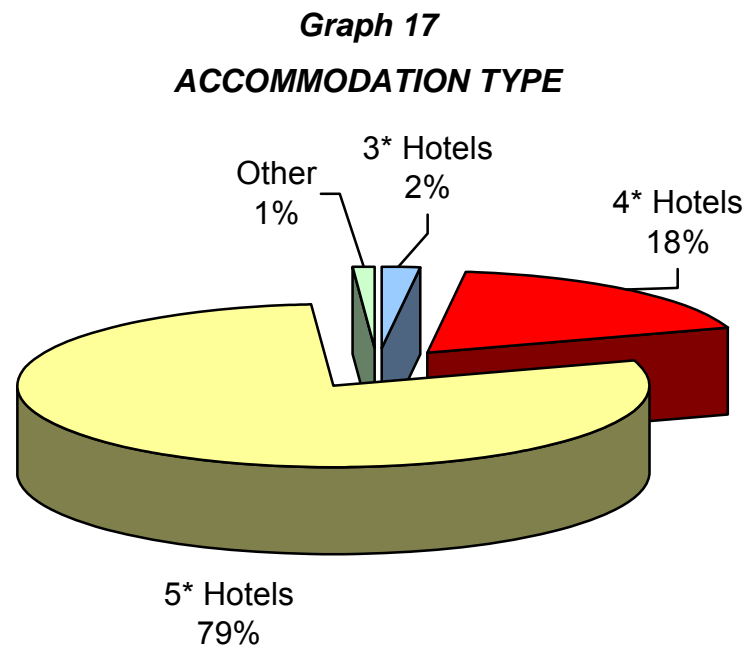
Table 18

**AVERAGE NUMBER OF DAYS PARTICIPANTS STAYED IN CYPRUS
– ANALYSIS BY TYPE OF CONFERENCE**

| | Average number |
|--------------------------|----------------|
| TOTAL | 4 |
| Association conferences | 3 |
| Corporate conferences | 4 |
| Governmental conferences | 4 |
| Incentives | 4 |

9. ACCOMMODATION TYPE

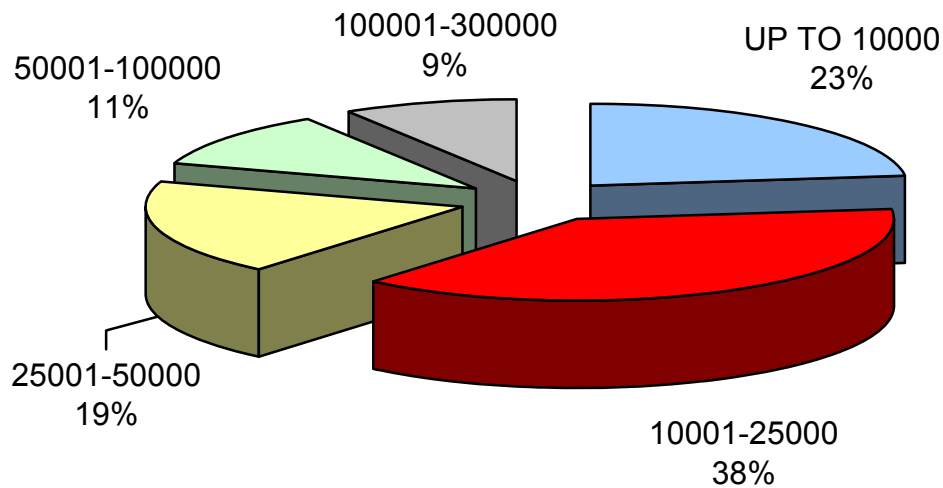
Almost eight in ten participants stayed in **5-star** Hotels during the events (79%), one in five stayed in **4-star** Hotels (18%) and only 2% stayed in **3-star** Hotels.



10. FINANCIAL ESTIMATES

Making estimation about the cost we come to the conclusion that one in four (23%) conferences or incentives cost **up to €10000**. Two in five (38%) costs **€10001-€25000**, one in five (19%) **€25001-€50000**, while twenty percent of conferences or incentives cost **more than €50001**.

Graph 18
FINANCIAL ESTIMATES



11. ANALYTICAL TABLES

The following tables provide a full analysis of the data collected during 2008 by month.

Table 19

Seasonality by Venue, number of events and number of participants

| Seasonality by Venue | Number of Events | Number of participants |
|---|-------------------------|-------------------------------|
| January 2008 | | |
| Amathus Beach Hotel | 1 | 222 |
| Lordos Beach Hotel | 3 | 200 |
| Intercontinental Aphrodite Hills & Resort | 1 | 90 |
| Mediterranean Beach Hotel | 1 | 20 |
| Four Seasons | 5 | 93 |
| Le Meridien Limassol Spa and Resort | 1 | 82 |
| Total | 12 | 707 |
| February 2008 | | |
| No specified | 1 | 140 |
| Four Seasons | 3 | 89 |
| Hilton Cyprus | 2 | 400 |
| Le Meridien Limassol Spa and Resort | 2 | 129 |
| Lordos Beach Hotel | 3 | 151 |
| Total | 11 | 909 |
| March 2008 | | |
| No specified | 1 | No specified |
| Amathus Beach Hotel | 2 | 257 |
| Elias Beach Hotel | 3 | 181 |
| Four Seasons | 7 | 181 |
| Intercontinental Aphrodite Hills & Resort | 2 | 165 |

Table 19 (continuation)
Seasonality by Venue, number of events and number of participants

| Seasonality by Venue | Number of Events | Number of participants |
|---|-------------------------|-------------------------------|
| March 2008 | | |
| Le Meridien Limassol Spa and Resort | 4 | 143 |
| Louis Apollonia Beach Hotel | 1 | 24 |
| Mediterranean Beach Hotel | 2 | 60 |
| Πανεπιστήμιο Λευκωσίας (Intercollege) | 1 | 120 |
| Elysium Hotel | 1 | 81 |
| Total | 24 | 1212 |
| April 2008 | | |
| No specified | 2 | 100 |
| Four Seasons | 6 | 271 |
| Grand Resort | 4 | 410 |
| Intercontinental Aphrodite Hills & Resort | 4 | 500 |
| Le Meridien Limassol Spa and Resort | 6 | 364 |
| Mediterranean Beach Hotel | 2 | 120 |
| Ίδρυμα Χρήστου Στέλιου Ιωάννου | 1 | 300 |
| Κέντρο Ευαγόρα Λανίτη | 1 | 25 |
| Παγκύπριο Γυμνάσιο | 1 | 314 |
| Cyprus University | 1 | 210 |
| Total | 28 | 2614 |
| May 2008 | | |
| No specified | 4 | 385 |
| Amathus Beach Hotel | 3 | 170 |
| Columbia Hotel & Resort | 3 | 209 |

Table 19 (continuation)

Seasonality by Venue, number of events and number of participants

| Seasonality by Venue | Number of Events | Number of participants |
|---|-------------------------|-------------------------------|
| May 2008 | | |
| Elysium Hotel | 2 | 123 |
| Four Seasons | 4 | 260 |
| Grand Resort | 5 | 860 |
| Grand Resort & Elias Beach | 1 | 700 |
| Hilton Park | 1 | 220 |
| Intercontinental Aphrodite Hills & Resort | 2 | 213 |
| Le Meridien Limassol Spa and Resort | 7 | 224 |
| Lordos Beach Hotel | 4 | 220 |
| Rodon Hotel | 1 | 30 |
| St' Raphael | 2 | 285 |
| Κέντρο Ευαγόρα Λαλίτη | 1 | No specified |
| Mediterranean Beach Hotel | 1 | 28 |
| Hilton Cyprus | 1 | 50 |
| Total | 42 | 3977 |
| June 2008 | | |
| No specified | 1 | 310 |
| Amathus Beach Hotel | 2 | 285 |
| Four Seasons | 7 | 311 |
| Grand Resort | 5 | 277 |
| Hilton Cyprus | 1 | 60 |
| Intercontinental Aphrodite Hills & Resort | 4 | 815 |
| Le Meridien Limassol Spa and Resort | 7 | 501 |
| Lordos Beach | 1 | 200 |
| Lordos Beach Hotel, Golden Bay & Sundry Beach | 1 | 200 |
| Rodon Hotel | 1 | 30 |

Table 19 (continuation)

Seasonality by Venue, number of events and number of participants

| Seasonality by Venue | Number of Events | Number of participants |
|---|-------------------------|-------------------------------|
| June 2008 | | |
| Tetyk Hotel Apts | 1 | 50 |
| Anassa Hotel | 1 | 85 |
| Leptos Coral Beach | 1 | 40 |
| Thalassa Hotel | 1 | 25 |
| Total | 34 | 3189 |
| July 2008 | | |
| Grand Hotel | 1 | 100 |
| St' Raphael & Le Meridien Limassol Spa and Resort | 1 | 180 |
| Πολιτιστικό Κέντρο Πόλης Χρυσοχούς | 1 | 100 |
| Total | 3 | 380 |
| August 2008 | | |
| Melissi Beach | 1 | 30 |
| Atlantica Miramare Beach Hotel | 1 | 20 |
| Grand Hotel | 1 | 38 |
| Tetyk Hotel Apts | 1 | 50 |
| Leptos Coral Beach | 1 | 60 |
| Hilton Cyprus | 2 | 170 |
| Total | 7 | 368 |
| September 2008 | | |
| No specified | 1 | 100 |
| Atlantica Miramare Beach Hotel | 1 | 250 |
| Four Seasons | 3 | 109 |
| Grand Hotel | 4 | 206 |
| Grecian Bay | 2 | No specified |
| Le Meridien Limassol Spa and Resort | 5 | 420 |
| Lordos Beach | 1 | 135 |

Table 19 (continuation)

Seasonality by Venue, number of events and number of participants

| Seasonality by Venue | Number of Events | Number of participants |
|---|-------------------------|-------------------------------|
| September 2008 | | |
| Venus Beach Hotel | 1 | No specified |
| Atlantica Bay | 1 | 36 |
| Leptos Coral Beach | 1 | 260 |
| Elysium Hotel | 1 | 34 |
| Intercontinental Aphrodite Hills & Resort | 2 | 150 |
| St' Raphael | 1 | 60 |
| Total | 24 | 1760 |
| October 2008 | | |
| Amathus Beach Hotel | 4 | 245 |
| Cyprus University | 1 | 112 |
| Four Seasons | 4 | 177 |
| Golden Coast Hotel | 1 | 60 |
| Grand Resort | 7 | 1140 |
| Hilton Cyprus | 3 | 300 |
| Hilton Park | 2 | 350 |
| Intercontinental Aphrodite Hills & Resort | 2 | 260 |
| Le Meridien Limassol Spa and Resort | 4 | 438 |
| Lordos Beach | 2 | 150 |
| Mediterranean Beach Hotel | 1 | 30 |
| St' Raphael | 1 | 55 |
| Golden Bay | 1 | 25 |
| Annabelle | 1 | 82 |
| Total | 34 | 3424 |

Table 19 (continuation)
Seasonality by Venue, number of events and number of participants

| Seasonality by Venue | Number of Events | Number of participants |
|---|-------------------------|-------------------------------|
| November 2008 | | |
| No specified | 1 | 290 |
| Amathus Beach Hotel | 3 | 496 |
| Four Seasons | 3 | 175 |
| Grand Hotel | 4 | 253 |
| Hilton Park | 1 | 179 |
| Holiday Inn – Nicosia | 1 | 77 |
| Intercontinental Aphrodite Hills & Resort | 3 | 207 |
| Le Meridien Limassol Spa and Resort | 4 | 189 |
| Mediterranean Beach Hotel | 3 | 230 |
| Rodon Hotel | 1 | 30 |
| Hilton Cyprus | 3 | 1380 |
| Total | 27 | 3506 |
| December 2008 | | |
| No specified | 1 | 150 |
| Four Seasons | 2 | 54 |
| Coral Beach | 2 | 413 |
| Intercontinental Aphrodite Hills & Resort | 1 | 140 |
| Total | 6 | 757 |
| GRAND TOTAL | 252 | 22803 |

Table 20
Seasonality by month, city, number of events and number of participants

| Seasonality Overview | Number of Events | | Number of participants | |
|-----------------------------|-------------------------|-------------|-------------------------------|-------------|
| January 2008 | | | | |
| | Number | % | Number | % |
| Limassol | 8 | 67% | 417 | 59% |
| Larnaca | 3 | 25% | 200 | 28% |
| Paphos | 1 | 8% | 90 | 13% |
| Total | 12 | 100% | 707 | 100% |
| February 2008 | | | | |
| | Number | % | Number | % |
| Limassol | 5 | 46% | 218 | 24% |
| Larnaca | 3 | 27% | 151 | 17% |
| Nicosia | 3 | 27% | 540 | 59% |
| Total | 11 | 100% | 909 | 100% |
| March 2008 | | | | |
| | Number | % | Number | % |
| Limassol | 20 | 87% | 846 | 75% |
| Paphos | 3 | 9% | 246 | 15% |
| Nicosia | 1 | 4% | 120 | 10% |
| Total | 24 | 100% | 1212 | 100% |
| April 2008 | | | | |
| | Number | % | Number | % |
| Limassol | 20 | 72% | 1250 | 48% |
| Paphos | 4 | 14% | 500 | 19% |
| Nicosia | 4 | 14% | 864 | 33% |
| Total | 28 | 100% | 2614 | 100% |

Table 20 (continuation)

Seasonality by month, city, number of events and number of participants

| Seasonality Overview | Number of Events | | Number of participants | |
|-----------------------------|-------------------------|-------------|-------------------------------|-------------|
| May 2008 | | | | |
| | Number | % | Number | % |
| Limassol | 28 | 67% | 2822 | 71% |
| Nicosia | 4 | 19% | 450 | 11% |
| Paphos | 5 | 7% | 430 | 11% |
| Larnaca | 5 | 7% | 275 | 7% |
| Total | 42 | 100% | 3977 | 100% |
| June 2008 | | | | |
| | Number | % | Number | % |
| Limassol | 23 | 67% | 1714 | 54% |
| Nicosia | 1 | 3% | 60 | 2% |
| Paphos | 7 | 21% | 965 | 30% |
| Larnaca | 2 | 6% | 400 | 13% |
| Famagusta | 1 | 3% | 50 | 1% |
| Total | 34 | 100% | 3189 | 100% |
| July 2008 | | | | |
| | Number | % | Number | % |
| Limassol | 2 | 67% | 280 | 74% |
| Paphos | 1 | 33% | 100 | 26% |
| Total | 3 | 100% | 380 | 100% |
| August 2008 | | | | |
| | Number | % | Number | % |
| Limassol | 2 | 29% | 58 | 16% |
| Famagusta | 2 | 29% | 80 | 22% |
| Larnaca | 1 | 13% | 60 | 16% |
| Nicosia | 2 | 29% | 170 | 46% |
| Total | 7 | 100% | 368 | 100% |

Table 20 (continuation)

Seasonality by month, city, number of events and number of participants

| Seasonality Overview | | Number of Events | | Number of participants | |
|-----------------------------|---------------|-------------------------|---------------|-------------------------------|--|
| September 2008 | | | | | |
| | Number | % | Number | % | |
| Limassol | 16 | 67% | 1181 | 67% | |
| Larnaca | 1 | 4% | 135 | 8% | |
| Paphos | 5 | 21% | 444 | 25% | |
| Famagusta | 2 | 8% | No specified | - | |
| Total | 24 | 100% | 1760 | 100% | |
| October 2008 | | | | | |
| | Number | % | Number | % | |
| Limassol | 21 | 62% | 2085 | 61% | |
| Nicosia | 6 | 18% | 762 | 22% | |
| Paphos | 3 | 9% | 342 | 10% | |
| Larnaca | 3 | 9% | 175 | 5% | |
| Famagusta | 1 | 2% | 60 | 2% | |
| Total | 34 | 100% | 3424 | 100% | |
| November 2008 | | | | | |
| | Number | % | Number | % | |
| Limassol | 19 | 70% | 1663 | 47% | |
| Nicosia | 5 | 19% | 1636 | 47% | |
| Paphos | 3 | 11% | 207 | 6% | |
| Total | 27 | 100% | 3506 | 100% | |
| December 2008 | | | | | |
| | Number | % | Number | % | |
| Limassol | 3 | 50% | 204 | 27% | |
| Paphos | 3 | 50% | 553 | 73% | |
| Total | 6 | 100% | 757 | 100% | |
| GRAND TOTAL | 252 | | 22803 | | |

Table 21

Seasonality by month, by event type, city, number of events and number of participants

| City | Event type | Number of Events | | Number of participants | |
|-----------------------|-------------------------|-------------------------|-------------|-------------------------------|-------------|
| January 2008 | | | | | |
| | Type | Number | % | Number | % |
| Larnaca | Association conference | 1 | 8% | 35 | 5% |
| | Incentive | 2 | 17% | 165 | 23% |
| Limassol | Association conference | 1 | 8% | 82 | 12% |
| | Corporate conference | 5 | 42% | 298 | 42% |
| | Incentive | 2 | 17% | 37 | 5% |
| Paphos | Governmental conference | 1 | 8% | 90 | 13% |
| Total January | | 12 | 100% | 707 | 100% |
| February 2008 | | | | | |
| | Type | Number | % | Number | % |
| Larnaca | Association conference | 1 | 9% | 95 | 10% |
| | Governmental conference | 2 | 18% | 56 | 6% |
| Limassol | Association conference | 1 | 9% | 105 | 12% |
| | Corporate conference | 2 | 18% | 86 | 9% |
| | Incentive | 2 | 18% | 27 | 3% |
| Nicosia | Association conference | 2 | 18% | 420 | 46% |
| | Governmental conference | 1 | 9% | 120 | 14% |
| Total February | | 11 | 100% | 909 | 100% |
| March 2008 | | | | | |
| | Type | Number | % | Number | % |
| Limassol | Association conference | 3 | 13% | 105 | 9% |
| | Corporate conference | 14 | 58% | 590 | 49% |
| | Incentive | 3 | 13% | 151 | 12% |
| Nicosia | Association conference | 1 | 4% | 120 | 10% |
| Paphos | Association conference | 2 | 8% | 131 | 11% |
| | Corporate conference | 1 | 4% | 115 | 9% |
| Total March | | 24 | 100% | 1212 | 100% |

Table 21 (continuation)

Seasonality by month, by event type, city, number of events and number of participants

| City | Event type | Number of Events | | Number of participants | |
|--------------------|-------------------------|-------------------------|-------------|-------------------------------|-------------|
| April 2008 | | | | | |
| | Type | Number | % | Number | % |
| Limassol | Association conference | 2 | 7% | 150 | 6% |
| | Corporate conference | 12 | 43% | 650 | 25% |
| | Governmental conference | 1 | 4% | 50 | 2% |
| | Incentive | 5 | 18% | 400 | 15% |
| Nicosia | Association conference | 4 | 14% | 864 | 33% |
| Paphos | Corporate conference | 2 | 7% | 255 | 10% |
| | Incentive | 2 | 7% | 245 | 9% |
| Total April | | 28 | 100% | 2614 | 100% |
| May 2008 | | | | | |
| | Type | Number | % | Number | % |
| Larnaca | Association conference | 3 | 7% | 165 | 4% |
| | Corporate conference | 1 | 2% | 25 | 1% |
| | Governmental conference | 1 | 2% | 85 | 2% |
| Limassol | Association conference | 8 | 19% | 1742 | 44% |
| | Corporate conference | 10 | 24% | 434 | 11% |
| | Incentive | 9 | 21% | 556 | 14% |
| Nicosia | Association conference | 3 | 7% | 400 | 10% |
| | Governmental conference | 1 | 2% | 50 | 1% |
| Paphos | Association conference | 1 | 2% | 94 | 2% |
| | Corporate conference | 4 | 10% | 336 | 8% |
| | Incentive | 1 | 2% | 90 | 2% |
| Total May | | 42 | 100% | 3977 | 100% |

Table 21 (continuation)

Seasonality by month, by event type, city, number of events and number of participants

| City | Event type | Number of Events | | Number of participants | |
|---------------------|-------------------------|-------------------------|-------------|-------------------------------|-------------|
| June 2008 | | | | | |
| | Type | Number | % | Number | % |
| Famagusta | Association conference | 1 | 3% | 50 | 2% |
| Larnaca | Governmental conference | 2 | 6% | 400 | 13% |
| Limassol | Association conference | 3 | 9% | 610 | 19% |
| | Corporate conference | 13 | 38% | 690 | 22% |
| | Governmental conference | 1 | 3% | 97 | 3% |
| | Incentive | 6 | 18% | 317 | 10% |
| Nicosia | Governmental conference | 1 | 3% | 60 | 2% |
| Paphos | Association conference | 3 | 9% | 655 | 21% |
| | Incentive | 4 | 12% | 310 | 10% |
| Total June | | 34 | 100% | 3189 | 100% |
| July 2008 | | | | | |
| | Type | Number | % | Number | % |
| Limassol | Corporate conference | 2 | 37% | 280 | 74% |
| Paphos | Association conference | 1 | 33% | 100 | 26% |
| Total July | | 3 | 100% | 380 | 100% |
| August 2008 | | | | | |
| | Type | Number | % | Number | % |
| Famagusta | Association conference | 1 | 14% | 50 | 14% |
| | Corporate conference | 1 | 14% | 30 | 8% |
| Limassol | Association conference | 1 | 14% | 20 | 5% |
| | Corporate conference | 1 | 14% | 38 | 10% |
| Larnaca | Incentive | 1 | 14% | 60 | 16% |
| Nicosia | Governmental conference | 2 | 30% | 170 | 46% |
| Total August | | 7 | 100% | 368 | 100% |

Table 21 (continuation)

Seasonality by month, by event type, city, number of events and number of participants

| City | Event type | Number of Events | | Number of participants | |
|------------------------|-------------------------|-------------------------|-------------|-------------------------------|-------------|
| September 2008 | | | | | |
| | Type | Number | % | Number | % |
| Famagusta | Association conference | 2 | 8% | No specified | - |
| Larnaca | Association conference | 1 | 4% | 135 | 8% |
| Limassol | Association conference | 3 | 13% | 390 | 22% |
| | Corporate conference | 9 | 38% | 638 | 36% |
| | Incentive | 4 | 17% | 153 | 9% |
| Paphos | Association conference | 1 | 4% | No specified | - |
| | Corporate conference | 2 | 8% | 89 | 5% |
| | Incentive | 2 | 8% | 355 | 20% |
| Total September | | 24 | 100% | 1760 | 100% |
| October 2008 | | | | | |
| | Type | Number | % | Number | % |
| Famagusta | Corporate conference | 1 | 3% | 60 | 2% |
| Larnaca | Governmental conference | 1 | 3% | 120 | 4% |
| | Corporate conference | 1 | 3% | 25 | 1% |
| | Incentive | 1 | 3% | 30 | 1% |
| Limassol | Association conference | 5 | 15% | 415 | 12% |
| | Corporate conference | 13 | 38% | 1050 | 31% |
| | Governmental conference | 2 | 6% | 590 | 17% |
| | Incentive | 1 | 3% | 30 | 1% |
| Nicosia | Association conference | 3 | 9% | 350 | 10% |
| | Governmental conference | 2 | 6% | 212 | 6% |
| | Corporate conference | 1 | 3% | 200 | 6% |
| Paphos | Corporate conference | 3 | 9% | 342 | 10% |
| Total October | | 34 | 100% | 3424 | 100% |

Table 21 (continuation)

Seasonality by month, by event type, city, number of events and number of participants

| City | Event type | Number of Events | | Number of participants | |
|-----------------------|-------------------------|-------------------------|-------------|-------------------------------|-------------|
| November 2008 | | | | | |
| | Type | Number | % | Number | % |
| Limassol | Association conference | 7 | 26% | 980 | 28% |
| | Corporate conference | 8 | 30% | 479 | 14% |
| | Governmental conference | 1 | 4% | 60 | 2% |
| | Incentive | 3 | 11% | 144 | 4% |
| Nicosia | Association conference | 2 | 7% | 309 | 9% |
| | Governmental conference | 2 | 7% | 1077 | 31% |
| | Corporate conference | 1 | 4% | 250 | 7% |
| Paphos | Corporate conference | 2 | 7% | 97 | 3% |
| | Association conference | 1 | 4% | 110 | 3% |
| Total November | | 27 | 100% | 3506 | 100% |
| December 2008 | | | | | |
| | Type | Number | % | Number | % |
| Limassol | Association conference | 1 | 17% | 150 | 20% |
| | Incentive | 2 | 32% | 54 | 7% |
| Paphos | Association conference | 1 | 17% | 150 | 20% |
| | Corporate conference | 1 | 17% | 263 | 35% |
| | Incentive | 1 | 17% | 140 | 18% |
| Total December | | 6 | 100% | 757 | 100% |
| GRAND TOTAL | | 252 | | 22803 | |

Table 22
Analysis by month, coverage, city, number of events and number of participants

| Month / Coverage | City | Number of Events | Number of participants |
|-------------------------|-------------|-------------------------|-------------------------------|
| January 2008 | | | |
| Coverage | City | Number | Number |
| European | Limassol | 5 | 159 |
| | Paphos | 1 | 90 |
| Total EU | | 6 | 249 |
| International | Limassol | 3 | 258 |
| | Larnaca | 3 | 200 |
| Total INT | | 6 | 458 |
| February 2008 | | | |
| Coverage | City | Number | Number |
| European | Limassol | 4 | 206 |
| | Nicosia | 1 | 120 |
| Total EU | | 5 | 326 |
| International | Limassol | 1 | 12 |
| | Larnaca | 3 | 151 |
| | Nicosia | 2 | 420 |
| Total INT | | 6 | 583 |
| March 2008 | | | |
| Coverage | City | Number | Number |
| European | Limassol | 6 | 230 |
| | Paphos | 1 | 50 |
| Total EU | | 7 | 280 |
| International | Limassol | 12 | 556 |
| | Paphos | 2 | 196 |
| | Nicosia | 1 | 120 |
| Total INT | | 15 | 872 |
| No specified | Limassol | 2 | 60 |

Table 22 (continuation)
Analysis by month, coverage, city, number of events and number of participants

| Month / Coverage | City | Number of Events | Number of participants |
|-------------------------|-------------|-------------------------|-------------------------------|
| April 2008 | | | |
| Coverage | City | Number | Number |
| European | Limassol | 13 | 976 |
| | Nicosia | 3 | 550 |
| | Paphos | 2 | 340 |
| Total EU | | 18 | 1866 |
| International | Limassol | 7 | 274 |
| | Nicosia | 1 | 314 |
| | Paphos | 2 | 160 |
| Total INT | | 10 | 748 |
| May 2008 | | | |
| Coverage | City | Number | Number |
| European | Limassol | 14 | 1078 |
| | Nicosia | 4 | 450 |
| | Paphos | 4 | 310 |
| | Larnaca | 2 | 110 |
| Total EU | | 24 | 1948 |
| International | Limassol | 13 | 1654 |
| | Larnaca | 3 | 165 |
| | Paphos | 1 | 90 |
| Total INT | | 17 | 1909 |
| No specified | Paphos | 1 | 120 |

Table 22 (continuation)

Analysis by month, coverage, city, number of events and number of participants

| <i>Month / Coverage</i> | <i>City</i> | <i>Number of Events</i> | <i>Number of participants</i> |
|--------------------------------|--------------------|--------------------------------|--------------------------------------|
| <i>June 2008</i> | | | |
| <i>Coverage</i> | <i>City</i> | <i>Number</i> | <i>Number</i> |
| European | Limassol | 9 | 615 |
| | Nicosia | 1 | 60 |
| | Paphos | 4 | 665 |
| <i>Total EU</i> | | <i>14</i> | <i>1340</i> |
| International | Limassol | 13 | 1049 |
| | Larnaca | 2 | 400 |
| | Paphos | 3 | 300 |
| | Famagusta | 1 | 50 |
| <i>Total INT</i> | | <i>19</i> | <i>1799</i> |
| No specified | Limassol | 1 | 50 |
| <i>July 2008</i> | | | |
| <i>Coverage</i> | <i>City</i> | <i>Number</i> | <i>Number</i> |
| European | Paphos | 1 | 100 |
| <i>Total EU</i> | | <i>1</i> | <i>100</i> |
| International | Limassol | 2 | 280 |
| <i>Total INT</i> | | <i>2</i> | <i>280</i> |
| <i>August 2008</i> | | | |
| <i>Coverage</i> | <i>City</i> | <i>Number</i> | <i>Number</i> |
| European | Larnaca | 1 | 60 |
| | Nicosia | 2 | 170 |
| <i>Total EU</i> | | <i>3</i> | <i>230</i> |
| International | Famagusta | 2 | 80 |
| | Limassol | 2 | 58 |
| <i>Total INT</i> | | <i>4</i> | <i>138</i> |

Table 22 (continuation)
Analysis by month, coverage, city, number of events and number of participants

| Month / Coverage | City | Number of Events | Number of participants |
|-------------------------|-------------|-------------------------|-------------------------------|
| September 2008 | | | |
| European | Famagusta | 1 | No specified |
| | Limassol | 13 | 1073 |
| | Paphos | 4 | 184 |
| Total EU | | 18 | 1257 |
| International | Famagusta | 1 | No specified |
| | Larnaca | 1 | 135 |
| | Limassol | 3 | 108 |
| | Paphos | 1 | 260 |
| Total INT | | 6 | 503 |
| October 2008 | | | |
| Coverage | City | Number | Number |
| European | Limassol | 14 | 1668 |
| | Nicosia | 4 | 650 |
| | Paphos | 2 | 212 |
| | Larnaca | 3 | 175 |
| Total EU | | 23 | 2705 |
| International | Limassol | 6 | 417 |
| | Famagusta | 1 | 60 |
| | Paphos | 1 | 130 |
| | Nicosia | 1 | 112 |
| Total INT | | 9 | 719 |
| No specified | Limassol | 1 | No specified |
| | Nicosia | 1 | No specified |

Table 22 (continuation)

Analysis by month, coverage, city, number of events and number of participants

| Month / Coverage | City | Number of Events | Number of participants |
|----------------------------------|-------------|-------------------------|-------------------------------|
| November 2008 | | | |
| Coverage | City | Number | Number |
| European | Limassol | 8 | 637 |
| | Paphos | 3 | 207 |
| | Nicosia | 2 | 380 |
| Total EU | | 13 | 1224 |
| International | Limassol | 11 | 1026 |
| | Nicosia | 3 | 1256 |
| Total INT | | 14 | 2282 |
| December 2008 | | | |
| Coverage | City | Number | Number |
| European | Limasso | 1 | 25 |
| | Paphos | 1 | 140 |
| Total EU | | 2 | 165 |
| International | Limassol | 2 | 179 |
| | Paphos | 2 | 413 |
| Total INT | | 4 | 592 |
| EUROPEAN GRAND TOTAL | | 134 | 11690 |
| INTERNATIONAL GRAND TOTAL | | 112 | 10883 |
| NO SPECIFIED | | 6 | 230 |

Table 23

Analysis by month, coverage, city, type of conference number of events and number of participants

| Month / Coverage | City | Type | Number of Events | Number of participants |
|-------------------------|-------------|-------------------------|-------------------------|-------------------------------|
| January 2008 | | | | |
| Coverage | City | Type | Number | Number |
| European | Limassol | Association conference | 1 | 82 |
| | | Corporate conference | 2 | 40 |
| | | Incentive | 2 | 37 |
| | Paphos | Governmental conference | 1 | 90 |
| International | Limassol | Corporate conference | 3 | 258 |
| | Larnaca | Association conference | 1 | 35 |
| | | Incentive | 2 | 165 |
| February 2008 | | | | |
| Coverage | City | Type | Number | Number |
| European | Limassol | Association conference | 1 | 105 |
| | | Corporate conference | 2 | 86 |
| | | Incentive | 1 | 15 |
| | Nicosia | Governmental conference | 1 | 120 |
| International | Limassol | Incentive | 1 | 12 |
| | Larnaca | Association conference | 1 | 95 |
| | | Governmental conference | 2 | 56 |
| | Nicosia | Association conference | 2 | 420 |
| March 2008 | | | | |
| Coverage | City | Type | Number | Number |
| European | Limassol | Association conference | 1 | 65 |
| | | Corporate conference | 4 | 95 |
| | | Incentive | 1 | 70 |
| | Paphos | Association conference | 1 | 50 |

Table 23 (continuation)
Analysis by month, coverage, city, type of conference number of events
and number of participants

| Month / Coverage | City | Type | Number of Events | Number of participants |
|-------------------------|-------------|-------------------------|-------------------------|-------------------------------|
| March 2008 | | | | |
| Coverage | City | Type | Number | Number |
| International | Limassol | Association conference | 1 | No specified |
| | | Corporate conference | 9 | 475 |
| | | Incentive | 2 | 81 |
| | Nicosia | Association conference | 1 | 120 |
| | Paphos | Corporate conference | 1 | 115 |
| | | Association conference | 1 | 81 |
| April 2008 | | | | |
| Coverage | City | Type | Number | Number |
| European | Limassol | Association conference | 2 | 150 |
| | | Corporate conference | 6 | 396 |
| | | Governmental conference | 1 | 50 |
| | | Incentive | 4 | 380 |
| | Nicosia | Association conference | 3 | 550 |
| | Paphos | Corporate conference | 1 | 175 |
| | | Incentive | 1 | 165 |
| International | Limassol | Corporate conference | 6 | 254 |
| | | Incentive | 1 | 20 |
| | Paphos | Corporate conference | 1 | 80 |
| | | Incentive | 1 | 80 |
| | Nicosia | Association conference | 1 | 314 |
| May 2008 | | | | |
| European | Larnaca | Corporate conference | 1 | 25 |
| | | Governmental conference | 1 | 85 |
| | Nicosia | Association conference | 3 | 400 |
| | | Governmental conference | 1 | 50 |
| | Paphos | Corporate conference | 3 | 216 |
| | | Association conference | 1 | 94 |

Table 23 (continuation)

Analysis by month, coverage, city, type of conference number of events and number of participants

| Month / Coverage | City | Type | Number of Events | Number of participants |
|-------------------------|-------------|-------------------------|-------------------------|-------------------------------|
| May 2008 | | | | |
| Coverage | City | Type | Number | Number |
| European | Limassol | Association conference | 3 | 365 |
| | | Corporate conference | 6 | 274 |
| | | Incentive | 5 | 439 |
| International | Limassol | Association conference | 5 | 1377 |
| | | Corporate conference | 4 | 160 |
| | | Incentive | 3 | 121 |
| | Larnaca | Association conference | 3 | 165 |
| | Paphos | Incentive | 1 | 90 |
| June 2008 | | | | |
| Coverage | City | Type | Number | Number |
| European | Limassol | Association conference | 1 | 50 |
| | | Corporate conference | 6 | 428 |
| | | Incentive | 2 | 137 |
| | Nicosia | Governmental conference | 1 | 60 |
| | Paphos | Association conference | 2 | 555 |
| | | Incentive | 2 | 110 |
| International | Famagusta | Association conference | 1 | 50 |
| | Larnaca | Governmental conference | 2 | 400 |
| | Limassol | Association conference | 2 | 560 |
| | | Corporate conference | 7 | 262 |
| | | Governmental conference | 1 | 97 |
| | | Incentive | 3 | 130 |
| | Paphos | Association conference | 1 | 100 |
| | | Incentive | 3 | 200 |

Table 23 (continuation)
**Analysis by month, coverage, city, type of conference number of events
and number of participants**

| Month / Coverage | City | Type | Number of Events | Number of participants |
|-------------------------|-------------|-------------------------|-------------------------|-------------------------------|
| July 2008 | | | | |
| Coverage | City | Type | Number | Number |
| European | Paphos | Association conference | 1 | 100 |
| International | Limassol | Association conference | 2 | 280 |
| August 2008 | | | | |
| Coverage | City | Type | Number | Number |
| European | Larnaca | Incentive | 1 | 60 |
| | Nicosia | Governmental conference | 2 | 170 |
| International | Limassol | Association conference | 1 | 20 |
| | | Corporate conference | 1 | 38 |
| | Famagusta | Association conference | 1 | 50 |
| | | Corporate conference | 1 | 30 |
| September 2008 | | | | |
| Coverage | City | Type | Number | Number |
| European | Limassol | Association conference | 3 | 390 |
| | | Corporate conference | 7 | 566 |
| | | Incentive | 3 | 117 |
| | Famagusta | Association conference | 1 | No specified |
| | Paphos | Association conference | 1 | No specified |
| | | Corporate conference | 2 | 74 |
| | | Incentive | 1 | 95 |
| International | Famagusta | Association conference | 1 | No specified |
| | Larnaca | Association conference | 1 | 135 |
| | Limassol | Corporate conference | 2 | 72 |
| | | Incentive | 1 | 36 |
| | Paphos | Incentive | 1 | 260 |

Table 23 (continuation)

Analysis by month, coverage, city, type of conference number of events and number of participants

| Month / Coverage | City | Type | Number of Events | Number of participants |
|-------------------------|----------------------|-------------------------|-------------------------|-------------------------------|
| October 2008 | | | | |
| Coverage | City | Type | Number | Number |
| European | Larnaca | Governmental conference | 1 | 120 |
| | | Corporate conference | 1 | 25 |
| | | Incentive | 1 | 30 |
| | Limassol | Association conference | 4 | 415 |
| | | Corporate conference | 7 | 633 |
| | | Governmental conference | 2 | 590 |
| | | Incentive | 1 | 30 |
| | Nicosia | Association conference | 2 | 350 |
| | | Corporate conference | 1 | 200 |
| | | Governmental conference | 1 | 100 |
| Paphos | Corporate conference | 2 | 212 | |
| International | Famagusta | Corporate conference | 1 | 60 |
| | Nicosia | Governmental conference | 1 | 112 |
| | Limassol | Corporate conference | 6 | 417 |
| | Paphos | Corporate conference | 1 | 130 |
| November 2008 | | | | |
| Coverage | City | Type | Number | Number |
| European | Nicosia | Association conference | 1 | 130 |
| | | Corporate conference | 1 | 250 |
| | Limassol | Association conference | 2 | 296 |
| | | Corporate conference | 5 | 305 |
| | | Incentive | 1 | 36 |
| | Paphos | Corporate conference | 2 | 97 |
| | | Association conference | 1 | 110 |

Table 23 (continuation)

**Analysis by month, coverage, city, type of conference number of events
and number of participants**

| Month / Coverage | City | Type | Number of Events | Number of participants |
|----------------------------------|-------------|-------------------------|-------------------------|-------------------------------|
| November 2008 | | | | |
| Coverage | City | Type | Number | Number |
| International | Limassol | Association conference | 5 | 684 |
| | | Corporate conference | 3 | 174 |
| | | Governmental conference | 1 | 60 |
| | | Incentive | 2 | 108 |
| | Nicosia | Association conference | 1 | 179 |
| | | Governmental conference | 2 | 1077 |
| December 2008 | | | | |
| Coverage | City | Type | Number | Number |
| European | Limassol | Incentive | 1 | 25 |
| | Paphos | Incentive | 1 | 140 |
| International | Limassol | Association conference | 1 | 150 |
| | | Incentive | 1 | 29 |
| | Paphos | Association conference | 1 | 150 |
| | | Corporate conference | 1 | 263 |
| EUROPEAN GRAND TOTAL | | | 134 | 11690 |
| INTERNATIONAL GRAND TOTAL | | | 112 | 10883 |
| NO SPECIFIED | | | 6 | 230 |

Table 24
Seasonality by Venue, month, type of conference, number of events and number of participants

| Month / Coverage | City | Type | Number of Events | Number of participants |
|-------------------------|---|-------------------------|-------------------------|-------------------------------|
| January 2008 | | | | |
| City | Venue | Type | Number | Number |
| Larnaca | Lordos Beach Hotel | Association conference | 1 | 35 |
| | | Incentive | 2 | 165 |
| Limassol | Amathus Beach Hotel | Corporate conference | 1 | 222 |
| | Four Seasons | Corporate conference | 3 | 56 |
| | | Incentive | 2 | 37 |
| | Le Meridien Limassol Spa and Resort | Association conference | 1 | 82 |
| | Mediterranean Beach Hotel | Corporate conference | 1 | 20 |
| Paphos | Intercontinental Aphrodite Hills & Resort | Governmental conference | 1 | 90 |
| February 2008 | | | | |
| City | Venue | Type | Number | Number |
| Larnaca | Lordos Beach Hotel | Association conference | 1 | 95 |
| | | Governmental conference | 2 | 56 |
| Limassol | Four Seasons | Corporate conference | 1 | 62 |
| | | Incentive | 2 | 27 |
| | Le Meridien Limassol Spa and Resort | Association conference | 1 | 105 |
| | | Corporate conference | 1 | 24 |
| Nicosia | Hilton Cyprus | Association conference | 1 | 280 |
| | | Governmental conference | 1 | 120 |
| | No spesified | Association conference | 1 | 140 |

Table 24 (continuation)

Seasonality by Venue, month, type of conference, number of events and number of participants

| Month / Coverage | City | Type | Number of Events | Number of participants |
|-------------------------|---|------------------------|-------------------------|-------------------------------|
| March 2008 | | | | |
| City | Venue | Type | Number | Number |
| Limassol | Amathus Beach Hotel | Corporate conference | 2 | 257 |
| | Elias Beach Hotel | Association conference | 1 | 181 |
| | | Incentive | 2 | 116 |
| | Four Seasons | Corporate conference | 6 | 146 |
| | | Incentive | 1 | 35 |
| | Le Meridien Limassol Spa and Resort | Corporate conference | 4 | 143 |
| | Louis Apollonia Beach Hotel | Corporate conference | 1 | 24 |
| | Mediterranean Beach Hotel | Association conference | 1 | 40 |
| | | Corporate conference | 1 | 20 |
| No spesified | Association conference | 1 | No spesified | |
| Nicosia | Πανεπιστήμιο Λευκωσίας (Intercollege) | Corporate conference | 1 | 120 |
| Paphos | Intercontinental Aphrodite Hills & Resort | Association conference | 1 | 50 |
| | | Corporate conference | 1 | 115 |
| | Elysium Hotel | Association conference | 1 | 81 |

Table 24 (continuation)

Seasonality by Venue, month, type of conference, number of events and number of participants

| Month / Coverage | City | Type | Number of Events | Number of participants |
|-------------------------|---|-------------------------|-------------------------|-------------------------------|
| April 2008 | | | | |
| City | Venue | Type | Number | Number |
| Limassol | No spesified | Association conference | 1 | 60 |
| | Four Seasons | Corporate conference | 6 | 271 |
| | Grand Resort | Association conference | 1 | 90 |
| | | Governmental conference | 1 | 50 |
| | | Incentive | 1 | 145 |
| | Le Meridien Limassol Spa and Resort | Corporate conference | 1 | 125 |
| | | Incentive | 4 | 229 |
| | Mediterranean Beach Hotel | Incentive | 2 | 135 |
| | | Incentive | 2 | 120 |
| Κέντρο Ευαγόρα Λανίτη | Corporate conference | 1 | 25 | |
| Nicosia | Παγκύπριο Γυμνάσιο | Association conference | 1 | 314 |
| | Ίδρυμα Χρήστου Στέλιου Ιωάννου | Association conference | 1 | 300 |
| | Cyprus University | Association conference | 1 | 210 |
| | No specified | Association conference | 1 | 40 |
| Paphos | Intercontinental Aphrodite Hills & Resort | Corporate conference | 2 | 255 |
| | | Incentive | 2 | 245 |

Table 24 (continuation)

Seasonality by Venue, month, type of conference, number of events and number of participants

| Month / Coverage | City | Type | Number of Events | Number of participants |
|-------------------------|-------------------------------------|-------------------------|-------------------------|-------------------------------|
| May 2008 | | | | |
| City | Venue | Type | Number | Number |
| Larnaca | No spesified | Association conference | 1 | 55 |
| | Lordos Beach Hotel | Association conference | 2 | 110 |
| | | Corporate conference | 1 | 25 |
| | | Governmental conference | 1 | 85 |
| Limassol | No spesified | Association conference | 1 | 150 |
| | Amathus Beach Hotel | Incentive | 3 | 170 |
| | Columbia Hotel & Resort | Corporate conference | 1 | 25 |
| | Four Seasons | Association conference | 1 | 127 |
| | | Corporate conference | 2 | 118 |
| | | Incentive | 1 | 15 |
| | Grand Resort | Association conference | 2 | 480 |
| | | Corporate conference | 1 | 80 |
| | | Incentive | 2 | 300 |
| | Grand Resort and Elias Beach Hotel | Association conference | 1 | 700 |
| | Le Meridien Limassol Spa and Resort | Corporate conference | 5 | 181 |
| | | Incentive | 2 | 43 |
| | Rodon Hotel | Corporate conference | 1 | 30 |
| | St' Raphael Hotel | Association conference | 2 | 285 |
| | Κέντρο Ευαγόρα Λαλίτη | Association conference | 1 | No specified |
| Columbia Hotel & Resort | Incentive | 1 | 90 | |
| Mediterranean Hotel | Incentive | 1 | 28 | |

Table 24 (continuation)

Seasonality by Venue, month, type of conference, number of events and number of participants

| Month / Coverage | City | Type | Number of Events | Number of participants |
|-------------------------|--|-------------------------|-------------------------|-------------------------------|
| May 2008 | | | | |
| City | Venue | Type | Number | Number |
| Nicosia | Hilton Park | Association conference | 1 | 220 |
| | No specified | Association conference | 2 | 180 |
| | Hilton Cyprus | Governmental conference | 1 | 50 |
| Paphos | Elysium Hotel | Corporate conference | 2 | 123 |
| | Intercontinental Aphrodite Hills & Resort | Corporate conference | 2 | 213 |
| | Columbia Hotel | Association conference | 1 | 94 |
| June 2008 | | | | |
| City | Venue | Type | Number | Number |
| Famagusta | Tetyk Hotel Apts | Association conference | 1 | 50 |
| Larnaca | Lordos Beach Hotel | Governmental conference | 1 | 200 |
| | Lordos Beach Hotel, Golden Bay & Sundy Beach | Governmental conference | 1 | 200 |
| Limassol | No specified | Association conference | 1 | 310 |
| | Amathus Beach Hotel | Association conference | 1 | 250 |
| | | Incentive | 1 | 35 |
| | Four Seasons | Corporate conference | 5 | 169 |
| | | Governmental conference | 1 | 97 |
| | | Incentive | 1 | 45 |
| | Grand Resort | Association conference | 1 | 50 |
| Corporate conference | | 1 | 90 | |
| Incentive | | 3 | 137 | |

Table 24 (continuation)
Seasonality by Venue, month, type of conference, number of events and number of participants

| Month / Coverage | City | Type | Number of Events | Number of participants |
|-------------------------|---|-------------------------|-------------------------|-------------------------------|
| June 2008 | | | | |
| City | Venue | Type | Number | Number |
| Limassol | Le Meridien Limassol | Corporate conference | 6 | 401 |
| | Spa and Resort | Incentive | 1 | 100 |
| | Rodon Hotel | Corporate conference | 1 | 30 |
| Nicosia | Hilton Cyprus | Governmental conference | 1 | 60 |
| Paphos | Intercontinental Aphrodite Hills & Resort | Association conference | 1 | 655 |
| | | Incentive | 1 | 160 |
| | Anassa Hotel | Incentive | 1 | 85 |
| | Thalassa Hotel | Incentive | 1 | 25 |
| | Leptos Coral Beach | Incentive | 1 | 40 |
| July 2008 | | | | |
| City | Venue | Type | Number | Number |
| Paphos | Πολιτιστικό Κέντρο Πόλης Χρυσοχούς | Association conference | 1 | 100 |
| Limassol | Grand Resort | Corporate conference | 1 | 100 |
| | St' Raphael and Le Meridien Limassol Spa and Resort | Corporate conference | 1 | 180 |
| August 2008 | | | | |
| City | Venue | Type | Number | Number |
| Famagusta | Melissi Beach Hotel | Corporate conference | 1 | 30 |
| | Tetyk Hotel Apts | Association conference | 1 | 50 |
| Limassol | Atlantica Miramare Beach Hotel | Association conference | 1 | 20 |
| | Grand Resort | Corporate conference | 1 | 38 |
| Nicosia | Hilton Cyprus | Governmental conference | 2 | 170 |
| Larnaca | Golden Bay Hotel | Incentive | 1 | 60 |

Table 24 (continuation)

Seasonality by Venue, month, type of conference, number of events and number of participants

| Month / Coverage | City | Type | Number of Events | Number of participants |
|-------------------------|-------------------------------------|-------------------------|-------------------------|-------------------------------|
| September 2008 | | | | |
| City | Venue | Type | Number | Number |
| Paphos | Venus Beach Hotel | Association conference | 1 | No spesified |
| | Intercontinental | Corporate conference | 1 | 50 |
| | Aphrodite Hills & Resort | Incentive | 1 | 95 |
| | Leptos Coral Beach | Incentive | 1 | 260 |
| | Elysium Hotel | Corporate conference | 1 | 39 |
| Famagusta | Grecian Bay | Association conference | 2 | No spesified |
| Larnaca | Lordos Beach Hotel | Association conference | 1 | 135 |
| Limassol | No specified | Association conference | 1 | 100 |
| | Atlantica Miramare Beach Hotel | Association conference | 1 | 250 |
| | Four Seasons | Corporate conference | 3 | 109 |
| | Grand Resort | Association conference | 1 | 40 |
| | | Corporate conference | 2 | 130 |
| | | Incentive | 1 | 36 |
| | Le Meridien Limassol Spa and Resort | Corporate conference | 4 | 399 |
| | | Incentive | 1 | 21 |
| | St' Raphael | Incentive | 1 | 60 |
| Atlantica Bay | Incentive | 1 | 36 | |
| October 2008 | | | | |
| City | Venue | Type | Number | Number |
| Famagusta | Golden Coast | Corporate conference | 1 | 60 |
| Larnaca | Lordos Beach Hotel | Governmental conference | 1 | 120 |
| | | Incentive | 1 | 30 |
| | Golden Bay Hotel | Corporate conference | 1 | 25 |

Table 24 (continuation)

Seasonality by Venue, month, type of conference, number of events and number of participants

| Month / Coverage | City | Type | Number of Events | Number of participants |
|-------------------------|---|-------------------------|-------------------------|-------------------------------|
| October 2008 | | | | |
| City | Venue | Type | Number | Number |
| Limassol | Amathus Beach Hotel | Association conference | 3 | 110 |
| | | Corporate conference | 1 | 135 |
| | Four Seasons | Association conference | 1 | 55 |
| | | Corporate conference | 3 | 122 |
| | Grand Resort | Association conference | 1 | 250 |
| | | Corporate conference | 4 | 300 |
| | | Governmental conference | 2 | 590 |
| | Le Meridien Limassol Spa and Resort | Corporate conference | 4 | 438 |
| | Mediterranean Beach Hotel | Incentive | 1 | 30 |
| St' Raphael | Corporate conference | 1 | 55 | |
| Nicosia | Cyprus University | Governmental conference | 1 | 112 |
| | Hilton Cyprus | Association conference | 1 | No spesified |
| | | Governmental conference | 1 | 100 |
| | | Corporate conference | 1 | 200 |
| Hilton Park | Association conference | 2 | 350 | |
| Paphos | Intercontinental Aphrodite Hills & Resort | Corporate conference | 2 | 260 |
| | Annabelle Hotel | Corporate conference | 1 | 82 |

Table 24 (continuation)

Seasonality by Venue, month, type of conference, number of events and number of participants

| Month / Coverage | City | Type | Number of Events | Number of participants |
|-------------------------|---|-------------------------|-------------------------|-------------------------------|
| November 2008 | | | | |
| City | Venue | Type | Number | Number |
| Limassol | No specified | Association conference | 1 | 290 |
| | Amathus Beach Hotel | Association conference | 3 | 496 |
| | Four Seasons | Association conference | 1 | 24 |
| | | Corporate conference | 2 | 151 |
| | Grand Resort | Association conference | 1 | 120 |
| | | Corporate conference | 2 | 115 |
| | | Incentive | 1 | 18 |
| | Le Meridien Limassol Spa and Resort | Association conference | 1 | 50 |
| | | Corporate conference | 2 | 103 |
| | | Incentive | 1 | 36 |
| | Mediterranean Beach Hotel | Corporate conference | 1 | 80 |
| | | Governmental conference | 1 | 60 |
| Incentive | | 1 | 90 | |
| Rodon Hotel | Corporate conference | 1 | 30 | |
| Nicosia | Holiday Inn | Governmental conference | 1 | 77 |
| | Hilton Park | Association conference | 1 | 179 |
| | Hilton Cyprus | Association conference | 1 | 130 |
| | | Governmental conference | 1 | 1000 |
| | | Corporate conference | 1 | 250 |
| Paphos | Intercontinental Aphrodite Hills & Resort | Corporate conference | 2 | 97 |
| | | Association conference | 1 | 110 |

Table 24 (continuation)

Seasonality by Venue, month, type of conference, number of events and number of participants

| Month / Coverage | City | Type | Number of Events | Number of participants |
|-------------------------|---|------------------------|-------------------------|-------------------------------|
| December 2008 | | | | |
| City | Venue | Type | Number | Number |
| Limassol | No specified | Association conference | 1 | 150 |
| | Four Seasons | Incentive | 2 | 54 |
| Paphos | Coral Beach | Association conference | 1 | 150 |
| | | Corporate conference | 1 | 263 |
| | Intercontinental Aphrodite Hills & Resort | Incentive | 1 | 140 |

12. COUNTRY OF ORIGIN

Table 25

Analysis by country, number of events and number of participants

| <i>Event by country</i> | <i>Number of Events</i> | <i>Number of participants</i> |
|---------------------------------------|--------------------------------|--------------------------------------|
| Asia | 1 | 35 |
| Asia, Europe and Middle East | 2 | 180 |
| Australia | 1 | 145 |
| Bulgaria | 1 | 70 |
| Belgium | 1 | 85 |
| CIS Countries | 5 | 442 |
| CIS Countries and Europe | 1 | 222 |
| Czech Republic | 1 | 30 |
| Dubai | 2 | 95 |
| Denmark | 1 | 25 |
| Europe | 58 | 5877 |
| Europe and Middle East | 12 | 1014 |
| Europe, Middle East and India | 1 | 127 |
| Europe, Asia, USA and Australia | 1 | 200 |
| Europe, Russia and Japan | 1 | 35 |
| Europe, Russia, and Middle East | 2 | 119 |
| Europe, USA and Russia | 1 | 42 |
| Europe, USA and Scandinavia | 1 | 97 |
| Europe, USA and Sweden | 1 | 17 |
| Europe and Asia | 1 | 120 |
| Europe and Russia | 1 | 65 |
| France | 8 | 726 |
| Germany | 3 | 245 |
| Germany and Holland | 3 | 90 |
| Germany, India and UK | 1 | 22 |
| Germany, Serbia, Romania and Bulgaria | 1 | 77 |

Table 25 (continuation)

Analysis by country, number of events and number of participants

| Event by country | Number of Events | Number of participants |
|--|-------------------------|-------------------------------|
| Greece | 18 | 1156 |
| Greece and Cyprus | 3 | 510 |
| Greece, Cyprus, Israel, Lebanon, Belgium, UK | 1 | 179 |
| Greece, Cyprus and Scandinavia | 1 | 36 |
| Greece, Romania, Poland, Serbia | 1 | 27 |
| Holland | 1 | 50 |
| Hungary, Romania, Serbia, Bulgaria | 1 | 22 |
| International | 32 | 5010 |
| Italy | 2 | 70 |
| Mediterranean States of EU | 1 | 90 |
| Middle East | 10 | 570 |
| Middle East, Europe and Saudi Arabia | 1 | 37 |
| Middle East and Saudi Arabia | 1 | 57 |
| Norway, UK, Singapore | 1 | 18 |
| Poland | 2 | 91 |
| Portugal | 3 | 63 |
| Russia | 15 | 1030 |
| Russia and UK | 2 | 155 |
| Russia, UK and Germany | 1 | 21 |
| Russia, Germany and Swiss | 1 | 20 |
| Spain | 2 | 61 |
| Switzerland | 1 | 60 |
| Netherlands | 1 | 93 |
| Turkey, Malta, USA and UK | 1 | 25 |
| Turkey, Swiss and Spain | 1 | 17 |
| UAE, Middle East, Russia, Swiss and Italy | 1 | 37 |
| UAE, USA, UK and Middle East | 1 | 36 |

Table 25 (continuation)

Analysis by country, number of events and number of participants

| Event by country | Number of Events | Number of participants |
|--|-------------------------|-------------------------------|
| UK | 13 | 1327 |
| UK and Cyprus | 1 | 25 |
| Ukraine | 2 | 115 |
| USA | 3 | 105 |
| USA and UK | 1 | 160 |
| USA and Europe | 1 | 24 |
| USA, Asia and Africa | 1 | 50 |
| Australia, Belgium, Canada, Switzerland, China, Germany, France, Italy Japan, Holland, Norway, Poland, Russia, Sweden, Thailand, UK and USA | 1 | 250 |
| Greece, Argentina, Israel, USA, India, Lithuania, Italy | 1 | 280 |
| Greece, Czech Republic, Russia, Romania, Bulgaria, Poland | 1 | 85 |
| Cyprus, Greece, Luxemburg, France, Canada, Italy, Belgium, Romania, Poland, UK, Bulgaria, Germany, Africa, Austria, Sweden | 1 | 112 |
| Cyprus, Romania, Norway, Poland, Lithuania, Spain, Czech Republic, Greece, France, Belgium, Ireland, Finland, Estonia, Denmark, UK | 1 | 77 |
| Holland, Ireland, Estonia, Lithuania, Bulgaria, Germany, Czech Republic, Luxemburg, Spain, Latvia, Sweden, Denmark, Slovakia, Slovenia, Greece, Belgium, Austria, Poland | 1 | 220 |
| No specified | 6 | 230 |
| GRAND TOTAL | 252 | 22803 |

Table 26

***Analysis by country, number of events, number of participants,
Conferences and Incentives***

| Event by country | CONFERENCES | | INCENTIVES | |
|---------------------------------------|-------------------------|-------------------------------|-------------------------|-------------------------------|
| | Number of Events | Number of participants | Number of Events | Number of participants |
| Asia | 1 | 35 | | |
| Asia, Europe and Middle East | 2 | 180 | | |
| Australia | | | 1 | 145 |
| Bulgaria | | | 1 | 70 |
| Belgium | | | 1 | 85 |
| CIS Countries | 5 | 442 | | |
| CIS Countries and Europe | 1 | 222 | | |
| Czech Republic | | | 1 | 30 |
| Dubai | 1 | 50 | 1 | 45 |
| Denmark | 1 | 25 | | |
| Europe | 52 | 5431 | 6 | 446 |
| Europe and Middle East | 11 | 914 | 1 | 100 |
| Europe, Middle East and India | 1 | 127 | | |
| Europe, Asia, USA and Australia | 1 | 200 | | |
| Europe, Russia and Japan | | | 1 | 35 |
| Europe, Russia, and Middle East | 2 | 119 | | |
| Europe, USA and Russia | 1 | 42 | | |
| Europe, USA and Scandinavia | 1 | 97 | | |
| Europe, USA and Sweden | 1 | 17 | | |
| Europe and Asia | 1 | 120 | | |
| Europe and Russia | | | 1 | 65 |
| France | 5 | 420 | 3 | 306 |
| Germany | 2 | 80 | 1 | 165 |
| Germany and Holland | 3 | 90 | | |
| Germany, India and UK | 1 | 22 | | |
| Germany, Serbia, Romania and Bulgaria | 1 | 77 | | |

Table 26 (continuation)

**Analysis by country, number of events, number of participants,
Conferences and Incentives**

| Event by country | CONFERENCES | | INCENTIVES | |
|--|-------------------------|-------------------------------|-------------------------|-------------------------------|
| | Number of Events | Number of participants | Number of Events | Number of participants |
| Greece | 17 | 1131 | 1 | 25 |
| Greece and Cyprus | 3 | 510 | | |
| Greece, Cyprus, Israel, Lebanon, Belgium, UK | 1 | 179 | | |
| Greece, Cyprus and Scandinavia | 1 | 36 | | |
| Greece, Romania, Poland, Serbia | 1 | 27 | | |
| Holland | | | 1 | 50 |
| Hungary, Romania, Serbia, Bulgaria | 1 | 22 | | |
| International | 24 | 3553 | 8 | 1457 |
| Italy | | | 2 | 70 |
| Mediterranean States of EU | 1 | 90 | | |
| Middle East | 9 | 480 | 1 | 90 |
| Middle East, Europe and Saudi Arabia | 1 | 37 | | |
| Middle East and Saudi Arabia | 1 | 57 | | |
| Norway, UK, Singapour | 1 | 18 | | |
| Poland | 1 | 55 | 1 | 36 |
| Portugal | 1 | 36 | 2 | 27 |
| Russia | 7 | 517 | 8 | 513 |
| Russia and UK | 2 | 155 | | |
| Russia, UK and Germany | 1 | 21 | | |
| Russia, Germany and Swiss | 1 | 20 | | |
| Spain | | | 2 | 61 |
| Switzerland | 1 | 60 | | |
| Netherlands | 1 | 93 | | |
| Turkey, Malta, USA and UK | 1 | 25 | | |
| Turkey, Swiss and Spain | 1 | 17 | | |

Table 26 (continuation)

**Analysis by country, number of events, number of participants,
Conferences and Incentives**

| Event by country | CONFERENCES | | INCENTIVES | |
|--|-------------------------|-------------------------------|-------------------------|-------------------------------|
| | Number of Events | Number of participants | Number of Events | Number of participants |
| UAE, Middle East, Russia, Swiss and Italy | 1 | 37 | | |
| UAE, USA, UK and Middle East | 1 | 36 | | |
| UK | 11 | 1137 | 2 | 190 |
| UK and Cyprus | 1 | 25 | | |
| Ukraine | | | 2 | 115 |
| USA | | | 3 | 105 |
| USA and UK | | | 1 | 160 |
| USA and Europe | 1 | 24 | | |
| USA, Asia and Africa | 1 | 50 | | |
| Australia, Belgium, Canada, Switzerland, China, Germany, France, Italy Japan, Holland, Norway, Poland, Russia, Sweden, Thailand, UK and USA | 1 | 250 | | |
| Greece, Argentina, Israel, USA, India, Lithuania, Italy | 1 | 280 | | |
| Greece, Czech Republic, Russia, Romania, Bulgaria, Poland | 1 | 85 | | |
| Cyprus, Greece, Luxemburg, France, Canada, Italy, Belgium, Romania, Poland, UK, Bulgaria, Germany, Africa, Austria, Sweden | 1 | 112 | | |
| Cyprus, Romania, Norway, Poland, Lithuania, Spain, Czech Republic, Greece, France, Belgium, Ireland, Finland, Estonia, Denmark, UK | 1 | 77 | | |
| Holland, Ireland, Estonia, Lithuania, Bulgaria, Germany, Czech Republic, Luxemburg, Spain, Latvia, Sweden, Denmark, Slovakia, Slovenia, Greece, Belgium, Austria, Poland | 1 | 220 | | |
| No specified | 5 | 180 | 1 | 50 |
| GRAND TOTAL | 201 | 18362 | 51 | 4441 |

D. QUESTIONNAIRE