



GENEVA GROUP INTERNATIONAL

**Geneva Group International European Conference
Noordwijk aan Zee, The Netherlands
24-27 April 2008**

WORKSHOP SUMMARIES

The Paperless Office or The Less Paper Office?

Graham Busch

Is it really possible to run a fully paperless office? In fact, is this the right way to go?
A discussion on this topical issue in the professional world.

International Contracting and Review

Kees van Oosten

Highlights and practical problems
How to overcome language barriers
Exchange of drafts
What is the best moment to seek local counsel?

Marketing

How to best market your GGI membership

Oliver Biernat

After investing time and money in their GGI membership, members wish to maximize the benefit they get out of the network. Being a member and attending the meetings might not be enough to fully exploit the marketing opportunities offered by membership of the GGI. In this workshop, we will look at how some members successfully use GGI to improve marketing and PR within their own company and will try to find new ways to make use of GGI in your marketing and PR activities. The brainstorming session offers you the opportunity to present your own ideas. The focus should be on how GGI members could cooperate even more closely (e.g. in their home country) and consequently gain the advantage of better marketing, PR activities or by cutting their marketing costs. We will also talk about the possible limitations on cooperative ventures, such as the cost of additional activities, competition between members in the same country and line of service and the restrictions implicit in the EU definition of a network and resultant liability for network members. Last but not least, we will try to find some good, feasible ideas and propose them to the plenary assembly.

Establishing a Practice Group Auditing

Dr. Thomas Geiger

The number and volume of international group audits continues to increase worldwide. As the Geneva Group, we are able to cover most of the countries in which subsidiaries of our clients are located.

The workshop will act as a kick-off meeting concerning the potential foundation of a Practice Group Auditing. Basically, it will provide an opportunity for an exchange of ideas and interests of every workshop member concerning this segment of business. A key theme of the workshop might be to deal with the question of how we can manage potential international audits of consolidated accounts (also under IFRS where applicable) within the Geneva Group in order to generate new business opportunities for GGI members. Ideally, we can use the workshop to draft an action plan for future meetings.



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A Liechtenstein list

Nicola Maslovarič

In February this year a German government received a list of bank account holders in Liechtenstein. The list was passed over to other countries all over the world. The competent authorities in Germany, Italy, the UK, Australia, France, Sweden and the USA have already taken action.

Is the list reliable enough to establish reasonable doubt that clients whose name has appeared on it have evaded tax? If so, will the Liechtenstein-based banks reveal all the information relating to such clients to the authorities? Is it possible that a bank can be held liable for breaching client-bank confidentiality and all the resultant ramifications? What can GGI members do in such cases? Can we advise our clients properly to prevent dire consequences for them?

The work shop aims to discuss the present media affair and of course, all participants are welcome to state their point of view on the subject.

Establishing a Practice Group Insolvency

Dr. Attila Kovacs

The workshop will be a “kick-off meeting”, aimed at establishing an Insolvency Practice Group. As such, the meeting will focus on all the initial preparations, that is, defining the overall and more specific goals, discussing group issues, electing a chairman and deputy chairman, preparing a contact list, discussing the appropriate marketing tools and preparing a schedule for future meetings. Members should advise us of any requirements regarding the group activities and to contribute their suggestions on the professional issues to be discussed.

After the workshop, the structure and content of the marketing brochure, any related issues and deadlines and the date and place and agenda for the next meeting will be announced.

Securing Rights by Interim Protection of Law

Dr. Karl Friedrich Dumoulin

Clients' rights are frequently jeopardized for the simplest of reasons: debtors seeking to stash away money. Those who infringe IP rights continue to distribute the products constituting the object of the infringements. By way of example, a client's fiercest competitor initiates a second round of misleading advertising. Shareholder A is about to sell his shares to a third party while ignoring shareholder B's right of pre-emption. In these situations, the need for the prompt and effective protection afforded by the law is the same under any jurisdictions. But how do the different jurisdictions respond to these challenges? And in practice, how do they strike the balance between the need to enforce prompt and effective legal protection on the one hand and the fundamental principle that any interim measure by its nature may not anticipate subsequent ordinary proceedings on the other? The objective of this workshop is not to embark upon legal theories, but to put together some characteristic features of the different jurisdictions regarding *inter alia* risks, opportunities, costs, deadlines and practicability of injunctions in the field of business law.

By the end of this session it is hoped that participants will have a clearer understanding of the practicability to obtain intermediate remedies in each of the participant's jurisdictions.