

## Minutes of the Practise Group Real-Estate

Participants:

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### **1.**

The participants established the Practice Group Real-Estate in order to increase business of the Geneva Group members in the field of real-estate.

### **2.**

The participants identified two ways how they could possibly reach the target outlined under 1.:

#### **2.1.**

The members should identify opportunities which could be interesting for each others clients and they should inform the other members of the Practise Group about such opportunities. The other members then should inform possible investors. Whether any commissions can be taken for this by the members depends from the jurisdictions. In some countries like Germany for tax reasons this is not advisable. In Denmark for example this is no problem.

#### **2.2.**

A publication for clients and potential clients should be prepared about real-estate law of countries, being interesting for foreign investment.

##### **2.2.1.**

To this end the members of the Practise Group and other member firms active in the field of real-estate will be asked to provide the contents needed for this publication. Basis of the survey is a questionnaire submitted by Reinhard Nacke and discussed during the session. The final version of this questionnaire will be discussed in a later stadium.

##### **2.2.2.**

The participants emphasised that the questions and answers shouldn't be too detailed, because otherwise the answers are difficult and probably the response of the members would not be as needed.

### 2.2.3.

In order to make the answers easier for the members the Practise Group will prepare a sample, which will be put at the disposal to the real-estate experts of GGI together with the questionnaire.

### 2.2.4.

After the responses have been received they will be reviewed and put into the GGI Website. From there they can be downloaded and used by the members for e.g. distribution among clients and possible clients.

### 2.2.5.

Even if only some responses will have been received the composition of the publication can start. This will increase the attractiveness for others also to submit their contributions.

### 2.2.6.

Each contribution shall contain the date of its finalisation respectively its last update. It shall further contain the name of the author/authors.

### 2.2.7.

The following timetable and responsibilities had been agreed:

- at latest December 31<sup>st</sup>, 2007  
providing of a first draft of the sample of the questionnaire  
Reinhard Nacke
- at latest 31<sup>st</sup> January 2008  
comments to the draft  
members of the Practise Group
- at latest February 28<sup>th</sup>, 2008  
finalisation of the questionnaire  
and of the sample  
Reinhard Nacke
- March 31<sup>st</sup>, 2008  
dispatch to the addresses  
Claudio Cocca
- March 31<sup>st</sup>, 2008  
deadline to return the questionnaires  
real-estate experts
- European Conference 24. - 27.04.2008  
Presentation of the first edition  
Practise Group

Düsseldorf on December 5<sup>th</sup>, 2007