



GENEVA GROUP INTERNATIONAL

## Workshop Summaries

### **Workshop I: Establishing a Practice Group on Real Estate**

#### **Dr. Reinhard Nacke**

The number and volume of cross border real estate Investments continuously increases worldwide. As members of a big international network the consulting firms incorporated in the Geneva Group are predestined to accompany investors in such transactions. In the majority of cases a requirement to get respective mandates will be to communicate credibly (i) to have good knowledge of the national Real Estate Law, (ii.) to have at least basic knowledge of the Real Estate Law of the target country and also (iii.) to have the necessary contact to foreign real estate experts. In the constitutive meeting of the Practice Group Real Estate we shall especially identify, how the members of this practice group can transfer basic knowledge of foreign real estate law systems including the respective tax law to each other and how they shall position their firms and themselves towards clients and potential clients.”

### **Workshop II: Due Diligence in M & A transactions - how to involve GGI Members**

#### **Andrew Lindsay**

Due diligence plays an increasing role in M & A work, whether solely within the jurisdiction of individual GGI firms, or in a cross border context. Due diligence work can typically include involvement from lawyers, accountants and others acting for a purchaser, as well as lawyers, accountants and others acting for a lender or venture capital provider. Additionally, where land and property comprises a substantial part of the assets of an M & A target or where IP assets are involved, separate professional advice is often obtained from surveyors, valuers and IP consultants, not only for the purchaser, but for the lender or venture capital provider as well, along with independent environmental and other reports.

The increasing multi-disciplinary role played by professional advisers acting in M & A work should present opportunities for members of GGI to increase their involvement in providing M & A advice. Accordingly, the M & A Practice Group will discuss how this might best be achieved.

### **Workshop III: Easy & effective ways of increasing business within the network**

#### **Robert D'Alessandro**

#### **Michael Reiss von Filski**

*The same workshop as in Cyprus. Because of the high demand this workshop will be offered a second time.*

We are proud of the fact that some Geneva Group member firms generate up to 40% of their sales through referred work generated within the network, and it is a priority for us to enable other members to identify and develop new GGI business opportunities. This 'relationship-management' workshop looks at some of the most efficient ways to increase business via GGI interaction, creating better overall awareness and how using the network can add value to members.

Dr. D'Alessandro and Michael Reiss von Filski will together review a variety of ways to best respond to the specific GGI environment, to highlight opportunities for partners and staff, and to illustrate ways of developing client benefits through affiliation to Geneva Group International. Apart from the established opportunities (e.g. initiating a practice group, chairing a workshop, publishing an article in Insider, hosting a conference) the workshop will focus on new initiatives with the purpose of providing guidelines for a 'GGI networking protocol' to facilitate business interaction within Geneva Group International.



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### **Workshop IV: Cyprus Declaration on our Common Future**

#### **Marios Eliades**

The workshop will focus on the need of professionals to develop heightened awareness of the necessity of pioneering environmental protection for our immediate environment, as well as for the planet as a whole.

The workshop will also consider practical measures for promoting these aims. By implementing such measures, we can make a positive contribution to the protection of our environment.

### **Workshop V: Doing Business in India**

#### **Raghu Marwah**

As one of the world's fastest growing economies, India has truly become an economic powerhouse. According to the most recent statistics, India's Gross Domestic Product for Q2 grew at a rate of 9.3% with industrial production up by 10.7% (August 2007). The increasing globalization of Indian companies is evident in such operations as the Tata acquisition of Corus and the Dr. Reddy's Laboratories (DRL) takeover of Betapharm.

In the light of this phenomenal performance, the level of interest from the international business community has increased and accordingly, every major Company is incorporating an 'India strategy' in its future business plans.

This workshop gives those delegates interested in doing business in India a brief overview of the sectors that are booming. It also provides an introduction to FDI entry strategies, basic taxation rates and the fiscal incentives available for certain sectors.

### **Workshop VI: Work-Life-Balance**

#### **Gordon Smith**

There is an old English saying which goes as follows:-

**“All work and no play makes Jack a dull boy”**

This session will discuss various ways and means of dealing with the perennial problem of work-life-balance and in particular on how to avoid working 24/7 all the year round. Some of the topics which will be discussed will include the following:--

- Client accessibility (both ways!)
- Boundaries
- Leaving problems in the office
- Talking issues through
- Mental health issues
- Physical health issues
- Sharing
- Delegation
- The indispensability fallacy
- Succession planning!

By the end of this session it is hoped that participants will have a clearer understanding on how to leave problems in the office and better manage their lifestyle.

### **Workshop VII: Transfer pricing and Social Security challenges throughout EU**

#### **Ionut Zeche**

Transfer pricing challenges in international business: the workshop aims to cover:

- a) ways to set the arm's length standard
- b) OECD guidelines
- c) Tax reassessment risks: a practical view
- d) The US twist