



GENEVA GROUP INTERNATIONAL

**Geneva Group International European Conference
Madrid, Spain
22-25 April 2010**

Minutes PG Real Estate on 23 April 2010

Participants

Thieslauk, Martin (Benefitax GmbH)
Baumhof, Angelika (Jakobi Dr. Baumhof)
Habersetzer, Michael (Habersetzer Sinziger & Kollegen)
Dr. Comploj, (Pichler Dejori Comploj Partner)
Rodney, David (Citroen Wells)
Viganó, Elisabetta (Comma 10 – Milano)
Bustar, Markus (Hasberger – Seitz & Partner)
Hansen, Per (Hansen Sonderby & Co.)
Dr. Nacke, Reinhard (FPS Fritze Wicke Seelig)

1. Handbuch

- a). Mr. Nacke presented the second edition of the International Handbook Real Estate which now comprises in its main chapter 23 country reports and in total has got approximately 350 pages.

The participants noticed that the order forms have not yet been distributed by the headquarter. Mr. Nacke will check this with the headquarter.

The members identified several countries where GGI members could provide country reports as well: Turkey, Poland, Russia, Dubai, Tunisia, Luxembourg, Switzerland, Belgium, USA, Indonesia, Malaysia, Mexico, Ukraine, and Israel.

Mr. Nacke will contact the respective members again.



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- b). In order to distribute and make known the book as good as possible magazines like the property magazine should be contacted. David Rodney will do this.

Reinhard Nacke further will contact Rieder Media which is publishing articles for GGI in German speaking countries.

In general, one should try as much as possible to lodge articles about the book and the activities of the practise group, because this avoids the costs of an advertisement. The probability to be red is further higher with an article than with an advertisement.

- c). In order to reduce costs sponsors would be desirable. With regard to the fact that it is intended to find a professional publisher for the book such sponsoring contract, however should be restricted to a period of 3 years.

Per Hansen reported about a publisher in London having published a book with the title "Directors' liability and indemnification", which might be interested. Per Hansen will provide the address to Reinhard Nacke who will get into contact with this publisher.

- d). Per Hansen remarked that some of the profiles should be amended with regard to the fact that they specifically should address the real estate capabilities of the authors.

2. Fair

The practice group decided to check the possibilities of taking part in the Expo Real or the Mipim. Participants should go there under the "roof" of GGI. If for example 10 firms will be taking part and if GGI takes over some of the costs this would be affordable for the participants.

Thereby, the practice group members were aware of the fact that most likely it will not be possible to have a success already with the first participation. It will take some time. Per Hansen will check the costs (after the practice group meeting Claudio



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Cocca has been asked by Reinhard Nacke whether GGI would “sponsor” a stand of GGI and the law firms on one of the real estate fairs. He agreed to this, however made also clear that the participating law firms have to contribute financially as well.

3. Discussion of real estate problems

In a second part of the practice group meeting some cases were discussed where according to the respective national law surprising results were found for developments which in practice came into being.

Begin of the meeting 14.00 hrs

End of the meeting: 17.15 hrs