



GENEVA GROUP INTERNATIONAL

## **Geneva Group International European Conference**

**Lucerne, Switzerland**

**14 - 17 May 2009**

### **Practice Group Meeting - Insolvency**

**Friday, 15 May 2009, 14:00 – 18:00**

## **AGENDA**

1. Discussion on the local rules of each participating country
2. Share best practice of the participants in this specific field of law
3. Discussion on a joint brochure of the participating members to market this closer co-operation of the respective GGI member firms
4. Develop a summary of the most important legal regulations of the participating countries to hand out for recent and potential clients
5. Discussion on the way of offering services for every potential client who might need advises in cross-border insolvency matters
6. Set future tasks and goals to achieve, topics to be discussed
7. Set up the future way of communication and the date of the next IPG meeting.

From general point of view, the aim behind the joint PG Meeting was to discuss the opportunities of a co-operation between the specific professionals to enhance business opportunities and to develop a "product", which could enable us to generate M&A transactions (which have disappeared in the last 6 month). To achieve it we would need a closer co-operation between firms and professionals dealing with cross-border debt collection to discover the potential cases on time, furthermore we would need a closer co-operation between insolvency lawyers and M&A lawyers and auditors which could participate in a later phase of such a case when the insolvent company or part of it's assets should be sold. At this point we also would need a closer and well elaborated co-operation between insolvency lawyers and "fund



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raisers" to find those investors which could potentially be interested in purchasing certain companies or assets.

To this later topic we should ask the opinion of the participants and generate a discussion and come to concret conclusions regarding the product/joint services we could offer in these challenging times.