



GGI CONFERENCES GMBH

**WORLD CONFERENCE  
27-30 OCTOBER 2011**

**Toronto, Canada**

**Practice Group Summaries**

**Thursday, 27 October 2011**

14:00 – 17:30

**International Taxation**

Oliver Biernat

Graham Busch

*Room: Regency West*

Have you ever been to a speed dating event? If not, ITPG will offer you the opportunity and will call it "Speed networking". Choose from the participants list up to six people you would like to meet in a short one-to-one conversation. Besides that we will offer technical tax presentations, e.g. on FACTA rules, on the IRS Initiative on US income tax and FBAR filing requirements for Americans living in Canada, and a summary of the cross border estate planning presentation. As usual you will also be updated on the latest ITPG projects like the new ITPG subgroup VAT and on the results of the tax questionnaire on consulting services, which is available on GGI intranet. The results will be interesting for all who offer consulting services to clients abroad.

**Friday, 28 October 2011**

**Round 1 - 14:00-15:30**

**Auditing**

Dr. Thomas Geiger

*Room: Tudor/Stuart*

In the first instance the reasons for a reorientation of the PG Auditing shall be discussed with the members. Therefore the results of the questionnaire, which was distributed last August will be presented. Beside the members' interest to enhance their international audit business, there is obviously a strong interest by the members in performing reporting compliance services for multi-national companies in their respective countries. In the future it is planned to cover both topics with the PG. As a starting point we will discuss business opportunities for the members relating to reporting compliance services. Furthermore we will consider the need and the advantages of common GGI Audit Instructions as a tool to handle international audit engagements within GGI efficiently and on a consistent high quality level.



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## **Corporate & Commercial Law**

Ady Nordman

*Room: Orange*

Data Protection & Privacy

The session will be divided into two sections of 45 minutes each

1. Pre-trial discovery for cross border civil litigation and law enforcement requests from the USA v. national data protection laws in other countries.

Whereas GGI members represent and practice different law regimes many of our clientele and even businesses we run may be subject to the USA discovery rules which many of us can say has no limits. We will study about local discovery rules from the participants in the practice group and we will try to find the balance, if any, between the American way and other regimes relating to retention policies.

2. "a privacy jungle?" – Data protection in Social Networks is there any such protection? We will discuss the world as we know it for the last two or so decades after the introduction of smart phones and social networks.

## **Cross Border Debt Collection & Restructuring**

David Black

*Room: Lancaster*

- Discussion with practice points for domesticating judgments internationally and intranationally based on the home jurisdiction of the participants
- Discussion with practice points for securing a voluntary or involuntary lien on assets based on the home jurisdiction of the participants
- Discussion with practice points regarding methods for liquidation of assets (bankruptcy, receivership, secured party sale, etc.)

## **International Dispute Resolution**

Johan F. Langelaar

*Room: Kent*

The new practice group International Dispute Resolution was established during the GGI European Conference in Munich in April this year.

Although the rules of procedure and complications in lawsuits differ throughout the world and the way of factual litigation is often bound by the regional culture, there are many relevant comparisons and striking resemblances to how one can achieve the ultimate goal as litigator: Victory.

During the first meeting of our practice group, in which not only attorneys of law, but also accountants, tax advisors and consultants participated, we had a vivid discussion about local and international proceedings to resolve commercial disputes.

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We concluded the goal is seldom achieved by the legal merits of the case alone. More often the success depends on the presentation of the case and the way one uses the legal means available. Procedural tactics and character always play an important role in the world of dispute resolution.

Besides sharing and benefitting from each others knowledge about local and international IDR proceedings and individual approaches and tactics, the new practice group is also relevant in regard to the financial crisis and EU regulations.

Due to the financial crisis, everlasting internationalization and new uniform EU legislation – also on procedural rules for litigation – litigators are more aware of the influence the international setting has on their position and performances. It is not only tactics, but also an ongoing effort to seek new ways of instigating proceedings and finding adequate remedies. Cross border class action proceedings, international arbitrary proceedings, international proceedings against governmental agencies and forum shopping are “hot” topics.

This makes the IDR practice group ideal for sharing knowledge and to make new contacts. Therefore I kindly invite the North American GGI litigators and other GGI IDR professionals to join the IDR practice group.

### **Estate Planning, Trusts & Private Equity**

Prof. Robert Anthony

*Room: Windsor-Cornwall*

This practice group meeting aims at explaining “what you need to know about private equity”. As we would like to hold a dynamic and proactive meeting, various talented speakers will participate to obtain an open panel discussion, offering participants to brainstorm and benefit from the discussed results. The following topics shall be discussed:

Methodology of establishing a project or steps to consider before investing

The raising of the capital / Sourcing the investors in:

- UK (Jim Demetriou – Haines Watts)

Why Luxembourg for ownership (Gernot Kos – GT Fiduciaires)

Contractual issues on private equity (Open discussion)

Real projects to invest to and how to find them (Céline Fillistorf – DealMarket AG)



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## **Round 2 - 16:00-17:30**

### **Enhanced Business Opportunities**

Astrid Rechel-Götz

Room: Tudor/Stuart

The Practice Group EBO focuses on business development for GGI members and their clients.

We are eager to learn from our hosts.

During the stay in Toronto, our objectives for the special EBO workshop will focus on 3 topics:

- Introductory Note by Jim Smart about the subject: My Success Story – Tips how to set up a large practice. This short introduction shall provide a first insight into the topic and stimulate the following discussion
- How to handle Clients in the “Other – stalwart – North America” (outside the melting pot New York) – Autochtonal Business Models in Canada and USA to succeed
- DealMarket, Introduction by Céline Fillistorf – Marketing Ideas how to create more business using platforms; how to expand business; how to motivate clients to enlarge their business; best practice

Information about the running projects “Cultural Guide” and “Young Professional Network”

### **International Executive & Immigration Services**

Ionut C. Zeche

Room: Lancaster

IEIS practice group shall be a roundtable event on key strategic and technical issues covering the current challenges facing professionals dealing with international executives' tax & immigration matters.

- Short introduction of the IEIS PG and the participants
- Best practices and challenges on EU regulations and social security with a focus on benefits and costs of E certificates and the EU blue card
- Alternatives to the classical secondment structures for expatriate relocations; discuss best practices of split assignments
- Tax pitfalls in equity based compensations
- Ups and downs of innovative compensation structures for international executives
- Pitching for global mandates: contact global relocation networks to discuss cross-border assistance on complementary services such as tax compliance and structuring for expatriate personnel; provide standard pitching guidelines for the PG
- IEIS PG brochure, updated list of members and appointment of regional chairpersons



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## **M & A**

Marco Walser

*Room: Windsor-Cornwall*

GGI is an ideal platform for identifying, targeting and successfully concluding M&A transactions. This practice group meeting aims at analyzing cross-border and intercontinental transactions, challenges and opportunities related thereto and at concrete business opportunities.

A special emphasis shall be given on potential targets in but also on potential investors from BRIC countries and Next 11 countries. Finally, the individual involvement of present firms will be discussed. It is intended to strengthen the information and the work flow of the firms of participants of this meeting in order to generate a continuous mutual update and exchange. Having the GGI North American Regional and the GGI World Conference taking place in Toronto is an additional chance to put an emphasis on transnational M&A transactions, for the benefit of the involved member firms.

## **Real Estate**

Dr. Robin Fritz

*Room: Kent*

- Short introduction of the participants including short introduction of the PG Real Estate
- Business experience of the participants and examples from near past
- Do we want to be present at the MIPIM 2012? What about the Expo Real 2012?
- Discussions about the planned newsletter Real Estate for clients and contacts of the GGI offices

## **Task Force: Financial Crisis**

Claudio G. Cocca

*Room: Orange*

The financial crisis has evolved into an economic crisis and has now become a sovereign insolvency crisis. We are facing the risk of another banking crisis, but one where the state will be unable to step in with bail-outs. The next financial crisis is on the cards. Politicians are reacting rather than being proactive and have given away control. The only ones still able to take action are the central banks, which are functioning as the lender of last resort by buying up bonds from ailing states. Will the central banks be the saviour of these countries?

However by doing this, the FED, ECB, Bank of England and Bank of Japan have sacrificed their most important asset: their independence. Inflationary pressure has been increasing since the start of the year. Is this a desirable form of sovereign debt relief?

The politicians in many industrialised nations lack direction and leadership and the respective countries have been punished for this by the capital markets. What measures could still save the euro, how much time does it have left and how much political and financial capital must yet be lost? In this meeting, we will work through a scenario reflecting the collapse of the euro. What repercussions would such a collapse have for other currencies such as the US dollar?

What advice can we as professionals (accountants, lawyers, tax consultants) give to our clients and how can we prepare them for a worst case scenario?

These and other topics will be covered in this Practice Group. As always, the discussion will be topical and stimulating.

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