



GGI CONFERENCES GMBH

**GGI European Conference
Munich, Germany
7 – 10 April 2011**

Workshop Summaries

Business opportunities in Latin America

Luis Montes

- Given the present economic and financial situation of the world, especially of Europe, we would like to underline the increasing importance of Latin America as an alternative to make investments for European individuals and / or companies.
- To try to determine which clients, potential clients or business relations can have an interest in our region. For that purpose we will provide a very short questionnaire in order to get some information about the needs and interests of the European firms and their business relations.
- To stress the strength of our regional firms and the capacity they have to assist any person or company interested in investing or doing business in Latin America and the Caribbean.

We will use an audiovisual presentation based on the work and conclusions prepared for us by Dr. Oscar Mena Redondo, a well known professor of economy and business administration in Costa Rica. After the presentation we will open a discussion on the matter, trying to find possible business opportunities and explore ways of cooperation for the benefit of both, the European members and the Latin American members.

“The practical implementation of a Risk based Approach (RBA) Due Diligence” through the software RiskAssessment

Gernot Kos

During this workshop, we will make a brief introduction of the European regulatory constraints around money laundering and terrorism financing. We will discuss the risks and consequences in case of non respect of professional obligations for professionals of the financial sector.

We will also present a practical implementation of RBA Due Diligence and compliance processes through RiskAssessment which will be oriented around the following topics:

- What are the risks I have to consider?
- How will a small to medium size company organize the workflows internally and respect important budget constraints
- What tool do I have for checking names on sanctions, terrorists and PEPs lists?
- My reporting: dashboards and follow-up

The workshop will be presented by Philippe Lassine. He is Executive Manager of CDDS International SA which is specialized in Due Diligence and name check solutions for small and medium size companies. Philippe Lassine has an experience of almost 20 years in Internal Audit and Compliance with companies like Banque de Luxembourg, Rabobank Luxembourg, Union Bancaire Privée Geneva and Valbay International SA. In 2008, Philippe Lassine started CDDS in order to bring professional but affordable AML solutions for smaller companies that have been forgotten by the major players for obvious financial return reasons. Since then, CDDS developed its Luxembourgish clientele and is expanding to markets like Switzerland, Spain and the Nordic regions in 2011.

He is accompanied in this task by Georges Jeanbaptiste who spent more than 30 years in private banks in Luxembourg and Switzerland, mostly specialized in operations. Georges is the recent owner of a Master in Information Security that makes him a positive input in the Company.



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Financial Markets: Outlook for 2011 and beyond (what can we expect?)

Prof. Dr. Teodoro Cocca

The worst of the financial crisis seems to be over. Part of the reason for this newfound optimism comes from the improvement in financial markets. The list of indicators pointing to expansion continues to swell, but how fundamental is this market really? What kind of problems remain and are we in the midst of the creation of the next big bubble, especially as the banking market still seems fragile and likely to cause some further concerns in the future? With the financial health of the eurozone countries also seemingly heavily damaged, what kind of political and social implication will this have for the future? What is the sentiment of the market and how likely are the stronger corrective measures? Combining fundamental data and market psychology, the workshop will try to address these issues and elaborate on possible scenarios for the future.

e-communication in our daily work

Dr. Eva Haase / Wolfgang Hofmann

Nowadays the required standards of reporting, disclosure and communication between companies and tax authorities or other institutions are constantly changing towards an increased use of ICT (Information and Communication Technologies) based tools. Therefore, our clients and us - as their consultants - are also facing new challenges in using these tools.

During the workshop we will give you a short overview of the "Austrian way" of communication with tax authorities, commercial and cadastral register, national insurances and bank institutions. At the same time we invite you to provide an insight into your national communication procedures in this context. We will then put our main focus on the possibilities of exchanging financial data between client and consultant on electronic basis. Furthermore, we will discuss the risks and benefits of the electronic transfer of financial data in general.

How can we as consultants or lawyers use the possibilities of electronic communications? What are the benefits for our clients and can we find a USP for us?

Understanding GGI (compulsory for all candidates and new members)

Michael Reiss von Filski

An interactive overview offering a better understanding of the daily life of GGI, membership criteria, selection of members, conferences, workshops, practice groups, the charter, and the functioning of Head Office, the Regional Offices and the Executive Committee. This workshop is not only interesting for new or first-time attendees, it will also provide participants with an in-depth view of daily operations as handled by the GGI management, strategic outlooks and future plans. Clearer insight into the structure and functioning of GGI can also result in expansion of your business, since it provides you with the ability to explain GGI better to colleagues in your firm and your clients.

Establishing a new Practice Group: Litigation

Johan F. Langelaar

Whether in Europe, Asia or the USA, there is always room for more litigators. Lawsuits, especially interim injunction proceedings, still define the complexity of the modern economy and ways of doing business. 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. That goal is seldom achieved by the legal merits of the case alone. More often the success depends on the presentation of the case, the way one uses the legal means available, whether the litigator has witty provocations during the court hearings and (cross) examinations, the effectiveness of fact and evidence finding, as well as whether the litigator can evoke recognitions.



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Whether the litigator wears a wig or whether he or she has to convince a jury, procedural tactics and character always play an important role in the court arena.

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 performance. It is not only tactics, but also an ongoing effort to seek new ways of instigating proceedings and finding adequate remedies. Litigators are for example looking more and more into cross border class action proceedings and forum shopping is getting an even hotter topic.

We see the (future) need within GGI to form a specific practice group of corporate and commercial litigators. Just some subjects with relevance to litigators and therefore relevant for the new practice group:

- Regional and international litigation/arbitration;
- (Regional and international) class actions and class action comparison (USA/ASIA/EU);
- (Regional and international) mass torts (class) actions and comparison (USA/ASIA/EU);
- EU litigation about procedural litigation (jurisdiction and forum shopping).
- EU litigation comparison (USA/ASIA/EU) : banking/corporate governance, competition law, consumer law, climate law, privacy law, food and tobacco;
- (International and regional) intellectual property protection and legal procedures;
- (International and regional) trial tactics: case intake, evidence collection/recovery, pleading-strategy, communication hardware/software during proceedings, (cross) examination tactics, seizing- and attachment proceedings, interim injunction proceedings and pre witness hearings;
- workgroups case approaching: small workshops where litigators approach a new case and present their defense tactics based on procedural rules from different regions;

Litigators will benefit a great deal from this new practice group. They will share their experiences with and visions about regional and international litigation and they can share their visions and about tactics and proceedings. Furthermore the know-how on an international level is maintained, by making sure the practice group is updated on a regular basis with relevant information about international litigation development, also through its members. The practice group will also result in a strengthening of the direct lines between the litigators, which will result in a faster case transition in cross border disputes and more understanding about the different regional litigation procedures.