



GENEVA GROUP INTERNATIONAL

**GGI World Conference
Beijing, China
21 – 24 October 2010**

Practice Group Meeting Summaries / Agendas

International Taxation

Oliver Biernat

- Welcome speech by Oliver Biernat
- Presentation of GGI International Tax and Business Guide (ITPG guide)
- Changes in membership – new visiting members
- Presentation of individual participants
- Report from ITPG Meeting in Panama
- Martin Thieslauk - Germany. Taxation of Transfer of Functions in Germany, Case study esp. for Asian corporations
- Tham Suit Fun / Mona Low - Singapore. Tax and benefits of doing business in Singapore
- Raghu Marwah - India. Recent foreign taxation issues
- Hugo Everaerd - Netherlands. International Tax Planning; interactive session
- Ricky Wong - China. Hong Kong as a strategic place for international trade and investment.
- Ashish Bairagra - India. Withholding tax provisions in India.
- Henry Charles - UK. Tax efficient structuring of UK Real estate Acquisition
- Comtax tax planning software – presentation
- Appointment of Regional ITPG chairmen Asian Region
- End of meeting.

Practice Group Auditing

Julia Sugityo

This practice group meeting shall be held like an open panel discussion, offering participants to openly brainstorm and benefit from the discussed results. The following topics shall be analyzed:

- General Tendencies in the different countries
- What lawyers should understand and know about accountants / accounting
- The primary responsibility of directors: performance versus compliance
- Companies expanding their view from a shareholder perspective to a stakeholder perspective
- Companies taking economic, as well as social and environmental performance factors into account
- Companies better integrating governance and sustainability in the strategy, operations, and stakeholder communications
- Communication: the most difficult task for auditors?

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Corporate & Commercial Law **Dr. Angelika Baumhof**

Doing business in foreign countries'

The practice group want to give to all participants an idea what are the most general terms and conditions for doing business through a company in a foreign country. All participants are asked to present briefly their legal system to the other members by answering the questionnaire that has been sent to you prior to the conference. We want to understand the advantages and the obstacles of doing business in other countries around the world.

Enhanced Business Opportunities **Elisabeth Heller**

During the stay in Beijing, our objectives for the special EBO workshop will be to find out, through our hosts, how business is being done in China.

- How to approach new clients?
- How to expand existing business?
- How to introduce new products and/or services?
- How to deal with formal and informal hierarchies?
- How is career linked to age? Is advanced promotion coupled to advanced age? (Do you need to be older to achieve a position of power?)
- How to learn about Do's and Don'ts, about taboos and how to bypass pitfalls (intercultural traps)? What are the real business obstacles?
- Do women have the same chances, rights and obligations as men? Is it a female-male business world or rather more or less separate male and female "circles"?
- How necessary or supportive is it to belong to specific social networks?
- How relevant is IT, and the Internet specifically, to create and conduct business?

We are eager to learn form our hosts.

International Executive & Immigration Services **Ionut Catalin Zeche**

- Practical and logistic challenges regarding implementation of the EU Regulation 883/2004. Presentation on the Romanian part, followed by examples and short presentation by each attendee.
- Permanent residency in Romania. Presentation on the Romanian part followed by examples and short presentation by each attendee.
- Changes in the Romanian legislation regarding IP law and taxation dealing with cross-border performance of IP work. Presentation followed by short presentations by each member regarding similar taxation in their home countries.
- Personal taxation and social security planning opportunities on EU – Asia flow.
- Electing a vice-chairman. Open ballot.
- Proposing a format on the IESPG brochure – presentation of the first draft.
- Improvement on the IESPG. Open panel. Exchanging ideas between attendees.

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M&A

Marco G. Walser

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 Asian Regional and the GGI World Conference taking place in Beijing is an additional chance to put an emphasis on transnational M&A transactions, for the benefit of the involved member firms.

Real Estate

Dr. Reinhard Nacke

As shown by the Handbook Real Estate of the Practice Group different countries have different rules with regard to the form of real estate purchase contracts. Even if real estate is sold by way of share deal in some countries notarial deeds are required, whilst others do not know such formal requirements. The practice group will after a short introduction into the international rules of conflicts of laws discuss certain exemplary cases showing possibilities for the choice of law and choice of the place where the contract is concluded in order to achieve advantages regarding costs, time, etc. of a transaction.

The Practice Group will further discuss and decide about its participation in the MIPIM in Cannes/France in March 2011. The yearly MIPIM is the biggest European Real Estate fair. The Handbook is a good tool to introduce the practice group members to the public present on this important fair.

Joint Meeting Cross Border Debt Collection and Restructuring & Insolvency

Johan F. Langelaar

Dr. Attila Kovács

1st part - Restructuring & Insolvency

- Short introduction of the participants
- Introduction to the actual situation, problems, challenges of the restructuring and insolvency procedures in China (speaker: Scott Garner China - to be confirmed)
- Introduction of the different restructuring solutions and practices in the countries of the participants of the practice group meeting

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1st part – Cross Border Debt Collection:

- Brief introduction of their firm by the attendees, the services rendered as to debt collection and their contribution to the handbook debt collection.
- Exchange views as to the targets of this Practice Group.
- Discussion about a professional brochure and/or website entries.
- Discussion what we can offer to clients in these financial and economic hard times, and how we can adapt to the market.
- Discussion on the concept of regulars and visitors and motivation of the members/participants.
- Discussion on further cooperation with the Practice Group Restructuring and Insolvency.
- Different ways of getting together (Skype, Telephone conferences etc.)
- Communication / Contact in between conferences
- Any other business

2nd part - Joint meeting Cross Border Debt Collection and Restructuring & Insolvency

- Summary to the matters 1-4. for the members of the ICBDC PG and summary to the discussion of the ICBDC PG
- Ideas to the joint development of the common practice of the practice group members and exchange of clients and referrals
- Ideas on joint marketing options
- Election of Asian vice chairman

IT & IP

Ady Nordman

Commercial Advantages of Patent Licensing

In this practice group meeting the various commercial advantages of patent licensing will be explored. Initially, the different types of licensing will be discussed. An additional focus on general principles of due diligence will be given, as well as practical and strategic points such as e.g. finding a potential licensee. Other than by a holder of a patent itself exploiting that patent, licensing is perhaps the most likely and therefore most common commercialization pathway. But, sometimes, the assignment of a patent can be a pathway to commercialization that not just warrants consideration, but in fact, depending upon the occasion, may be the more desirable or even necessary pathway. On each occasion, the appropriateness or inappropriateness of licensing, or assignment, needs to be considered.

Additional points treated during this practice group meeting will be: Liabilities and indemnities in relation to licences; confidentiality issues, licensing vs. Assignment, etc.

Some practical examples will help participants to gain focused and practical insight in this matter.

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Task Force – Financial Crisis

Claudio Cocca

Update following the European Conference in Madrid, Spain (spring 2010).

Massively increasing the supply of money is currently the miracle cure being applied in many countries to boost the economy. Do these quantitative easing measures really work and when could inflationary tendencies take hold? The world has already moved from a financial crisis to a national debt crisis. Are the current methods of measuring inflation still suitable at a time when the financial economy is far more powerful than the real economy? Are governments in fact hoping to see inflation in order to reduce government debt and stimulate consumption? Has the unity within the G20 fallen apart, particularly in light of the recent outbreak of currency battles? Are the positive economic prospects sustainable or are we heading for a double-dip recession? Does the easy money policy lead to new bubbles (Chinese property market)? Is the euro crisis over or is it just the calm before the storm? How long will creditors in the USA be prepared to finance the ever-growing deficits?

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

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