



GENEVA GROUP INTERNATIONAL

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

**Practice Group meeting summaries**

**Thursday, 22 April 2010, 14:30 – 18:00**

**ITPG meeting**

**Oliver Biernat, Room: Escorial Centro**

This meeting will offer interesting presentations on national and international tax topics, such as UK limited liability partnerships and the developments of the tax amnesty in Italy. Additional topics such as new national tax rules for foreign investors and international tax issues can be included if speakers contact the Chairman by 15 April. Furthermore, the Chairman will give information on the latest developments and activities of the group and present results from past meetings. An update on the ITPG International Tax and Business Guide will be given and participants will have the chance to obtain details of an international tax planning software which can be licensed for a favourable price.

**Friday, 23 April 2010, 14:00 – 17:30**

**PG auditing meeting**

**Dr. Thomas Geiger, Room: Segovia**

The primary aim of the meeting is to make further progress in developing a common GGI AUDITING MANUAL. In connection with this, the members of the PG are requested to contribute their ideas on the structure and content of such an auditing manual. The extent to which country-specific features should be included in the manual will also be discussed, and the question of whether the implementation of standardized auditing software is possible, or indeed desired by members, will be considered. In applying a standardized software, the design of the manual can be aligned with the structure and operation steps of the software. In addition, two Vice Chairpersons are to be elected during the meeting.

**Enhanced Business Opportunities meeting**

**Elisabeth Heller, Room: Escorial Norte**

The Practice Group EBO focuses on business development for GGI members and their clients. Target of EBO-PG is to support GGI members to grow their business. The meeting offers a tool box how to develop new performances to clients and how to market the full product selection. Additional focus will be spot on professional and sustainable networking among GGI members and their mandatory. Together we will elaborate marketing, sales and PR activities to encourage partners and members for expansion processes. Preparation of a yearly renewed work schedule will also be on the agenda.



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**International Cross Border Debt Collection**

**Johan F. Langelaar, Room: Albeniz**

The meeting will be divided into two parts: first the group will meet on its own to exchange views and discuss the possibilities of common policies for all practice group member firms, such as compatible prices, response policies, recovery services, etc. Close cooperation between members of the practice group is of utmost importance because through common policies and procedures, clients will be better served and joint working projects can be handled more efficiently. In this group meeting, the debt collection handbook will also be discussed, plus marketing opportunities (website entries, publications, INSIDER contributions and a practice group brochure). Further discussion will involve what practice group members are able to offer their clients in these financial and economic hard times, and how we can adapt to the market.

Thereafter, in the second round, participants will join forces with the practice group Restructuring and Insolvency to discuss the future cooperation of the two groups and how to make best use of the synergies created.

**International Executive & Immigration Services (IESI) Practice Group meeting**

**Ionut C. Zeche, Room: Zarzuela**

The aim of the practice group meeting is twofold. First, it will discuss general and specific matters related to social security coordination throughout the EEA, and second, it will build platforms for business synergies between members.

EU Regulation 883/2004 will introduce a number of changes to the way in which a mobile worker's social security position within the EEA is determined. This new set of rules on the coordination of the EU's social security schemes may have a significant impact on the social security positions of the increasingly mobile workforce within the EEA.

We will run a simulation study case, taking a migrant executive with a position split across three jurisdictions (Germany, Romania and Poland), and analyze in detail his or her employment options with reference to the related social security implications and immigration issues. We will carry out several dry-runs on various assumptions and draw conclusions from these.

A practice group Vice Chairperson will be elected by open ballot and we will further discuss the ongoing projects including:

- Country matrix on social security
- Practice Group brochure listing available services and practice group members
- Formalizing a practice group forum on the website
- Establishing a practice group meeting in early autumn



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**IT & IP meeting**

**Dr. Michael Karger, Dr. Bernd Tremml, Room: Toledo**

Please refer to separate Email attachments. The documents are also available on GGI's intranet.

**Joint meeting M & A and International Taxation**

**Marco Walser and Oliver Biernat, Room: Escorial Centro**

The relaunch of the activities within GGI's M&A Practice Group has as one of the objectives to show the great potential of M&A within our network; this will be demonstrated by a short and schematic Power-Point Presentation. Further, I will outline how networking by means of M&A transactions and its related issues will strengthen our mutual relationship within GGI, not only in Europe, but worldwide. Additionally and very important, is how each and every member firm can increase and further improve the relationship to its own clients, by offering them a M&A perspective in the sense of growing the business, streamlining by divesting or finding the suitable solution for succession regarding his company.

Last but not least, I will show how you can increase fee revenues by delivering a truly valuable service to the client.

**Real Estate meeting**

**Dr. Reinhard Nacke, Room: Escorial Sur**

Information will be available in due course on GGI's intranet.

**Restructuring & Insolvency meeting**

**Dr. Attila Kovacs, Room: Albeniz**

The main topic of the Restructuring & Insolvency Practice Group will be restructuring, reorganization and relating consultancy work generated by them.

The topic is especially opportune after the last 1,5 year of the crisis, considering that many enterprises have got into or near to the situation of being insolvent. On the market of legal services the amount of M&A transactions have decreased drastically, while a considerable amount of the remaining M&A-s are generated due to the nearly impossible financial situation or the insolvency of enterprises. Getting these companies back on their feet and preparing them for sale and/or reorganisation creates a strong demand for work of law offices, auditors, accountants, consultants. The potential of insolvency and reorganisation procedures is also not to be neglected from the prospect of asset-deals. Participants and lecturers of the PG will provide a short introduction on the reorganisation practice of their countries and they will collect and list the opportunities that may enhance further cooperation between the participants and among further GGI members.

In the second round, participants will join forces with the practice group International Cross Border Debt Collection to discuss the future cooperation of the two groups and how to make best use of the synergies created.



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**Practice group meeting – task force financial crisis**

**Claudio G. Cocca, Room: Madrid**

Update following the world conference in Budapest (autumn 2009). We are currently moving from a financial crisis to a national debt crisis. How long can countries continue with their policy of quantitative easing, and for how long will investors be prepared to buy government bonds? What will happen to the economy after the debt-financed economic stimulus packages run out? Are the positive economic prospects sustainable or are we heading for a double-dip recession? Is Greece the only country that is threatened by national bankruptcy, or are there also others (Spain, UK, USA)? Can inflation help to reduce national debt, and when will it set in? For how long can a highly indebted country (for example, Greece) expect its population to accept massive saving measures (social unrest)? Does the easy money policy lead to new bubbles (Chinese property market)? How dangerous is the situation really?