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Edition #01, December 2013

A wonderful autumn conference

This year, the **autumn 2013 IPG conference** was hosted by our member firm **Milliners** in the beautiful Spanish/Catalonian city of **Barcelona**. From the start to the end Milliners hosted a great programme which gave all delegates many opportunities to meet new people or to catch up with old friends, learn from each other and to discover many new business opportunities. We are all very grateful to Milliners and all of its staff: thank you very much for this wonderful autumn conference! In this brand new issue of 'According to IPG' delegates will provide you a further report of the conference.

This 'According to IPG' will replace the former newsletter. We now have a team positioned strategically around the globe to provide us with interesting articles from their region. **Feel free to provide your article** and discuss with your regional newsletter team member how your contribution fits in best. Any questions, please feel free to contact us. You will find these contact details at the bottom of this newsletter. **If you know someone who is interested in receiving the "According to IPG"** simply use the following subscription link: ['YES, I also want to receive "According to IPG"'](#). We hope you will enjoy this first edition of "According to IPG".

CONTENT • [Barcelona conference](#) • [Transnational e-insurance, conflict of laws and IPG](#) • [New Members](#) • [According to IPG-team](#) • [From the board](#) • [Contact information](#)

Europe

Barcelona Golf Tournament Article by Duncan Stannett



The tournament in Barcelona was attended by 13 members from around Europe and played at a fantastic golf course called Real Club de Golf El Prat. The course, staff and food was first class.

Despite some poor weather and light rain throughout, the course was in excellent condition and played very long, challenging for participants which was reflected by the low scores that came in from everybody that day.....
Or was that down to the Rioja and late night before??

Clearly red wine does not affect the performance of our Austrian friends from Graz, as Jakob, Walter and Beatrix took the top three places!! Well done to them and I look forward to challenging them to their title in Munich next May. I hope more can make the tournament in what is truly a fun event.

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[back to content](#)

North America

Friday morning Article by Andrew Rogerson



How fortunate we are in IPG, to have Members throughout the world and, in particular, in beautiful cities such as Barcelona, where our excellent hosts, the Miliners law firm are based. The first morning was a very full and partial pleasurable occasion. Following the opening address from our president, we were honoured to receive an informative address from the Catalonia Minister of the economy and knowledge. Prof. Dr Andreu Mas- Colell is a distinguished academic with significant international experience and he was able to provide us with a rare perspective into both the world and regional economy. A very pleasant man too, he went down extremely well with our guests.

Our host Dr Rodolfo Fernandez, a partner in Miliners and Professor at ESADE Faculty of Law spoke next. A most friendly and approachable man, who received a warm welcome from all of the Members present, who were delighted to be meeting in this fine city.

Following this we had a host of interesting presentations from, firstly, Fabrizio Decio, Consultant, Master Coach. He was followed by Mr. Agustín Cerdón, Managing Director of Fira Barcelona, who spoke on Mobile World Capital and the ICT cluster in Barcelona. Gustav Johansson, Managing Partner of Singular Advisors then addressed us. His talk was entitled: The accelerating shifts of global economic power: regional development & business opportunities in Emerging Markets. We then had the pleasure of listening to Mr Jordi Masias, CEO of Firma Professional who spoke on: New trends of the e-signature in the professional and business environments.

Before a fine lunch (yes indeed our hotel served excellent food!) we had the pleasure of hearing presentations from our candidates; Aston societe d avocats, Paris / France, DFA, Studio Legale Associato, Vincenza / Italy, Emad Soliman (Law Firm), Cairo, Egypt, Law Firm LLC, Moscow, Russia, CNCM-Curado, Nogueira, Costa Mendes & Associados, Porto, Portugal, United Tax & Advisory Services (UTAS), Cairo, Egypt and García | Gómez | Soler, Puerto Ordaz, Venezuela.

Just writing this brings back many fine memories of a delightful event. My thanks to Dr Rodolfo Fernandez and his colleagues both on behalf of my wife and IU, but also from my 14 month old daughter who found many friendly playmates amongst delegates, wives, Secretariat and conference organizers and photographer who took many pleasant shots of her including these shoes.



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[back to content](#)

Friday afternoon and evening Article by Katarzyna Malinowska.



Dear Colleagues,

when I was asked to report briefly on the Friday afternoon agenda of our IPG Barcelona conference, I admit, I had quite a difficult choice whether to focus strictly on the IPG matters or on the impression Barcelona left in my mind, which is still so vivid today. If I was not aware how much effort the organization of an IPG conference involves, I would have been very eager to say that holding the conference in Barcelona is an easy task, as the place speaks for itself and not much more effort is needed from the hosts, as just to show us their beautiful city is sufficient. However, all present and past hosts of IPG conferences know perfectly it is not enough to maintain the high level the members are used to. Thus, I observed the way the conference was organized with a growing admiration. It started on Thursday evening at the cocktail reception when I was very happy to meet all of you again, and continued on Friday.

Let me then report briefly on our afternoon activities that day, starting with my impressions on the most demanding part of the conference. The Interactive workshop organized by the hosts and IPG management board, was divided into two parts. First one for tax accountancy practitioners concentrated on 'Corporate Tax' and the second part, for lawyers, concerned 'Director's liability in Corporate Law'. Both of them were focused on analysing given issues from a comparative perspective. It is not only my view that this kind of workshop may bring positive results. Discussing the issues well known to us from our professional practice, we had a chance to learn more on specific features of other legal and tax systems. As we all know, this is not only the written rules of law that create such systems, but the way they are interpreted and applied in practice. No lecture could really replace the discussion on practical issues that took place there. Meeting colleagues from various jurisdictions at such a workshop and exchanging views was a unique opportunity that no one should have missed.

After the hard job of comparing our jurisdictions was finished, we were finally allowed to start admiring the artistic legend and the best of the best (at least for me) of Barcelona art: masterpieces of Gaudí, to which we made a 'modernist walk' through Passeig de Gràcia. Choosing to visit only one of them was hard and we could discuss for a long time which one is more remarkable: Casa Batlló or La Pedrera. Both are "the must see" of Barcelona.

The highlight of the evening was the Gala dinner which took place at Esfèric restaurant situated in an awesome location of Montjuïc Gardens. It was preceded by the spectacular fountain show near Palau Nacional, after which many of us reached the dinner a bit wet, not sure if because of the rain or rather the fountain show being so lively and 'interactive'. Although not all of us are used to start dinner at 11 p.m., it was only the beginning of a very long night for many delegates, the reminiscence of which will stay in our memory for a long time.



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[back to content](#)



Saturday morning started with a few of the members waking up early to go for a lovely scenic run around the city which was led by Jordi's son. The morning's business was started with the Annual General Meeting which was chaired by Friedhelm Gruber and held by the Board Members, with the usual agenda and business matters being covered, approval of the minutes from the Brussels Conference and Graham Wallace ran through the figures and books, detailing the areas where the board would like to make some adjustments, and then all of the new candidates were voted in.

Hubertus von Poschinger and Rolf Schuffels gave us a wonderful presentation and sneak preview of the agenda for the next conference in Munich, as we all heard there is going to be a surprise visit to one of the main car manufacturers. We have an eventful and interesting conference to look forward to in the spring of next year and hope that all members will try and attend.

Shortly afterwards Michael Waechter addressed the members and presented a video on Dubai and urged all members to consider booking their tickets early, informing everyone about the Dubai Conference which will be held in autumn, 6th to 9th November 2014.

The afternoon was taken up by a delightful stroll through the Gothic Quarter in the centre of the old city of Barcelona. The streets vary considerably in style but the old quarter is generally characterized by narrow cobbled streets with tall old buildings. We were split into groups and guides led us through the cobbled streets narrating all about the history of Barcelona and Catalonia. We were eventually faced with the spectacular sight of the The Basílica Temple Expiatori de la Sagrada Família, which is a large Roman Catholic church, designed by Catalan architect Antoni Gaudí, what a truly amazing building and very interesting to learn more about Gaudí and his wonders.

In true Spanish style we all met later on in the evening to be taken to a nightclub where we were met with glasses of Champagne and a spectacular buffet of canapés and eats. The venue was ideal for everyone to wind down and mingle as the conference came to a close. As the evening progressed, we listened to a Spanish band and watched the graceful movements of a flamenco dancer. Those that cared to join in danced till the early hours of the morning. What a wonderful conference and thank you to Miliners and their team, for hosting the conference. We all had a wonderful time in Barcelona.



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[back to content](#)

New Members

During the last conference the following firms were voted in as member. We are very happy having them on board:

RUSSION FEDERATION: LLC LAW FIRM

LLC Law Firm is a company incorporated in Moscow, Russian Federation, providing legal services in all spheres of business: commercial and corporate law, taxation, intellectual property law, etc. LLC LAW FIRM has a wide experience both in national and international levels, has worldwide clients and colleagues. Please contact:

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FRANCE: ASTON AVOCATS

Aston Avocats is a French law firm dedicated to its clients, open to international opportunities throughout the English and Spanish speaking worlds. It is innovative, its basic tenets being both Geek and Green, constantly seeking development and growth in a "Start-up" spirit. Aston assists fast growing companies in all the legal problems that they may encounter: Private Equity/M&A, Contracts, Commercial Litigation, IP/IT, Labour Law, Media Sport & Entertainment. We make sure that the areas of law that we practice be growth drivers. Aston has the ambition to make the stagnant view of the profession evolve: "Fully Lawyer and Entrepreneur". Please contact:



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PORTUGAL: CNCM, SOCIEDADE DE ADVOGADES

CNCM has long-experience in all subjects of Business Law, both in counselling domestic deals as well as in supporting direct foreign investment in Portugal or structuring the internationalization of Portuguese companies. CNCM has been having quite some workload with significant International companies with interests in Portugal or in the Portuguese-speaking African countries and in Brazil and providing legal support to Portuguese companies making business overseas. CNCM works as a business-oriented partner consistently assisting companies, from its incorporation and the development of its activity to the implementing of acquisition and re-structuring operations. CNCM Team of Lawyers is proficient in Portuguese, English, French, German, Italian and Spanish. Please contact:



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ITALY: DFA, STUDIO LEGALE ASSOCIATO

Established in 1998, the law firm DFA continues to grow and develop. A tight-knit team, Partners and Associates work closely together, sharing expertise and a common commitment to the utmost rigour and care in the service of their client.

The Firm advises assists domestic and international enterprises, as well as national and European institutions either in court, applying its in-depth knowledge of trial procedures, or out of court, tailoring solutions for the individual business.

The Firm's hallmark is its ability to rapidly field a team of lawyers with experience in several areas of law, capable of meeting client's needs in an efficient and timely manner. In what is an ever more complex and challenging legal and regulatory environment, one involving European and International law, Commercial Law, Environmental Law, Public Law, or Patent and Trademark and Copyright Law etc., this ability becomes increasingly important. Please contact:



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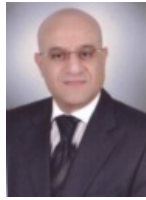
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EGYPT: EMAD SOLIMAN LAW FIRM (ESLF)

ESLF is one of the leading Law Firms in Egypt which works in almost all fields of law activities and provide legal and consultancy services with over 32 attorneys and

consultants. Also, it represents many companies that have a good national and international reputation. The firm is engaged in general practice and has extensive experience in international business transactions, major contracts, investment agreements, banking and capital markets transaction, project finance, intellectual property, software protection, industrial property registration, telecommunications and information technology, aviation, tourism, manufacturing, oil and gas, labour, taxation, maritime, corporate, and commercial, insurance and real estate matters. Please contact:

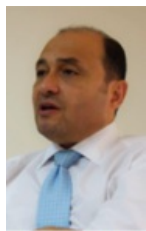


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EGYPT: UNITED TAX & ADVISORY SERVICES (UTAS)

UTAS is a Cairo based professional service company active in taxation, accounting and advisory services. Our senior team is highly qualified and experienced professionals in related disciplines. We provide our high level professional services to local and international corporations, local business entities and individuals all over Egypt.



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VENEZUELA: GARICA GOMEZ SOLER & ASOCIADOS (GGS)

GGS is a Venezuelan Partnership Firm established in Puerto Ordaz, Bolívar State, who provides tax/audit/advisory and training services at the Southeast and Northeast of Venezuela.

GGS Partners have experience for more than 15 years working on international networking, incorporating different skills and experiences to GGS, providing high quality services to our clients and related.

GGS in near from Orinoco Belt (one of the most important reserves of natural resources around the world) being a zone with great perspective in the short- term. Our goal is providing efficient solutions to our clients with competitive conditions.



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[back to content](#)

Europe

Transnational e-insurance, conflict of laws and IPG Article

by Katarzyna Malinowska

This text is not just about insurance, although it is so suggested by the title. This is also meant to demonstrate how useful our IPG network can be in our daily professional practice, apart from just for making contacts and having a good time at conferences. Time and again I have experienced its usefulness, whenever I need support in my legal research, both for clients' or for academic purposes, and having asked for help, I've been never ignored by IPG members. The same happened recently, while analysing foreign laws on specific aspects of insurance contracts for a book, I got truly expert help from my IPG friends with respect to their respective national legislation. As you will see from the considerations below, it's almost impossible nowadays to run a legal practice without support from colleagues being familiar with various systems of law. This inspired me to write a few words on cross-border insurance for our IPG newsletter and take this opportunity to say: 'thank you'. For sure I will ask you for more.

[Read the FULL article about 'Transnational e-insurance, conflict of laws and IPG' by Katarzyna Malinowska at our IPG website >>](#)

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[back to content](#)

Worldwide

'ACCORDING TO IPG'-team

It is with great pleasure that we introduce 'According to IPG', our new newsletter. 'According to IPG' is made by our members for our members and for all others that are interested to read what IPG has to say. It contains updates, news and events, along with helpful advice and links to useful information for your business.

Become part of IPG and let others know you are a proud member of IPG. Share "According to IPG" amongst your colleagues and customers. You can also put your firm in the spotlight by providing contributions for publication in "According to IPG, Facebook and the website". LinkedIn will follow soon. All documents you provide will be proof read by Nigel Kalb of Barnes Roffe LLP before publication.

Our "According to IPG" team

IPG has set up a team that will ensure news will come from all over the world. If you have anything to share or to discuss you can also discuss this with one of the members for your region:



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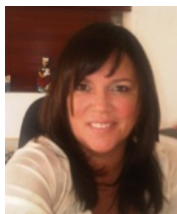
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Next Conference**Munich - Germany**

START:
 Thursday 1st may 2014 END:
 Sunday 4th may 2014

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Agenda

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From the Board

Dear Members and Readers,

I am delighted to report on behalf of the Board of IPG in this new "according to IPG". I am pleased that we have had another busy year at IPG. We have had two well attended and extremely enjoyable conferences in Brussels and Barcelona, plus we have a strong conference programme under planning for 2014. Please watch out for the conference programmes and booking forms coming through for May 2014 in Munich and be prepared to reply swiftly to enable the hosts to meet their target dates with the hotel. Please also do look ahead to November 2014 in Dubai and plan your flights early. Our hosts in Dubai will be in touch shortly and it is important that we get firm attendance numbers as soon as possible as, again, we need to manage our forward contract with the chosen hotel. Please read all emails from the Secretariat carefully for any deadlines.

Following the 2013 conferences we are delighted that the group has passed 100 member firms. The group continues to grow. We have ambitions to grow further and the key areas identified are North and South America, Africa, the Middle and Far East and the Pacific Rim. If you work with any firms in these locations the recruitment team of Francesca Falbo and Jochen Hey will be delighted to speak to you. Hopefully we can show strong growth in the IPG family on 2014.

The Board and I are most grateful to all fellow members of IPG for their support and help this year. I am also extremely pleased to have the support of Aylin Redondo our Secretariat. She joined us part way through 2013 and she has been a valuable addition to our team.

And finally, a look back over the last few years. I became involved with the Board in 2008, just as the worldwide financial crisis hit hard in most economies. The last five years have been interesting times – not all good, some tough times as well. Hopefully the recovery is starting in many economies and growth will return to allow the more badly effected countries to rebuild their balance sheets. I am sure that we are stronger as a group of professionals who know each other and our clients will benefit from our

by subscribing to the newsletter. If you have any questions please contact Ms. Aylin Redondo via (aylin.redondo@ipg-online.org).

If you would like to contribute to the newsletter or if you have any comments, please feel free contacting us via the secretariat.

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friendship.

I look forward to speaking to you all soon.

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[back to content](#)

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