



Edition #07, Octobre 2014

## IPG AND TRADITIONS

The world is changing rapidly and it forces businesses to change their strategies and sometimes to leave traditions behind. The typical IPG member likes change, new developments and new business opportunities. IPG also likes to follow trends, however, certain traditions will remain.

The International Practice Group does not really like traditions as such. "Normally" we have a conference in October, but now we will have it in November. Normally we have a conference in Europe, now we will have one in Dubai. Normally we have.... Etc. As mentioned, like the world, IPG and its members needs to develop, grow and change. However, the core values of a typical IPG member will never change and that is the constant wish to provide the best advice and service for their clients and to work on a strong and reliable network. In this respect IPG will never change. Also, IPG will constantly work on increasing the quality of the network and the number of new member firms to ensure the best quality advice for the clients of its members. This newsletter gives the floor over to a couple of our members. The articles show the skills, knowledge and diversity in disciplines of the International Practice Group. IPG..... Some traditions simply must remain.

By the way, you can now follow **IPG on LinkedIn**: we have a [general page](#) and a [discussion page for IPG-members only](#) and a page dedicated for the [upcoming conference](#), hence, for delegates to the conference, but also for IPG-members who are interested to see what is and was going on!

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Australasia

### Immigration to New Zealand

Article by **Michael Robinson**



New Zealand represents a very attractive destination for migrants and investors looking for a safe haven in a world that seems to be increasingly headed towards division, conflict and economic instability. New Zealand has been stewarded through the global financial crisis by good economic management of the current government resulting in a stable economy in a stable political environment.

New Zealand has become an increasingly attractive destination for Investment capital as a consequence of that stability. Apart from issues of safety and a clean environment, migrants are attracted to educational opportunities for their children, favourable tax treatment for the initial four years following arrival, a lack of capital gains tax and an absence of any form of inheritance tax. New Zealand's sophisticated banking and finance sector offers specialist expertise, including in the field of offshore foreign trust administration.

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**Expo 2015 milano** unique opportunity to re-launch the european economy on the background of a current theme

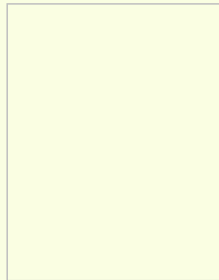


Everyday it is getting closer to the opening date of the next Universal Exposition Expo 2015 in Milan. From May 1st to October 31st Italy will host this global event around the theme of "Feeding the Planet, Energy for Life", with more than 140 countries participating from all around the world. It is expected to welcome over 20 million visitors who will have the possibility to take a trip around the world, sampling the food and traditions of people from all over the globe. Expo 2015 Milano will be the first Exposition in history to be remembered not only for its products but also for its contribution towards education on food and the planet's precious resources.

THEME: 'Feeding the Planet, Energy for Life'

Expo 2015 Milano is going to be a multi-coloured mosaic of countries that are called upon to interpret the theme "Feeding the Planet, Energy for Life" and all its various components. Each participating country, starting from its own culture and traditions, will bring to Milan its views and prospects on the future and its solutions to the challenges we face in ensuring our food prospects. This theme will deal with the wide range of issues associated with human nutrition, both in terms of the quality of food we consume and the supply of food for everyone. This all through presented technology, innovation, culture, traditions and creativity and how they relate to food and diet. The goal of the Exposition will be to promote best practices relevant to the theme and to spur an international consensus in the face of one of the most pressing issues of our time.

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## Partnering-Up Overseas A Due Diligence Checklist

Article by **Jacob Stein**



In a previous issue, we reviewed the foreign country due diligence that every U.S. investor should make before investing in or conducting business overseas. Once you have determined that the local market is one in which you can profit, the next step is the due diligence required of the partner or distributor with whom you contemplate doing business. Here is a due diligence checklist:

- Is your prospective partner trustworthy? If you cannot trust your partner, nothing else matters. You cannot learn whether your potential partner will steal your intellectual property from your potential partner. If your prospective partner has already burned through one or more foreign partners, you would like to know that. That's why it is imperative to engage knowledgeable local legal counsel and auditors right from the start.

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## IPG Autumn Dubai Conference 6 to 9 November 2014

Article by Tansy Green



We are delighted to announce the IPG Autumn Conference in Dubai and look forward to hosting you all. We have been planning and organizing the conference for a year and now the time has finally arrived. We have schedule an exciting and interesting program that will allow you all to experience the cultural and business aspects of Dubai.

Dubai is a unique destination that is both a dynamic business center and a tourist paradise, offering among others, great shopping, fine dining and quality hotels. From the timeless tranquility of the desert to the lively bustle of the souk, Dubai offers a kaleidoscope of attractions for visitors. The emirate embraces a wide variety of scenery in a very small area. In a single day, you can experience everything from rugged mountains and awe-inspiring sand dunes to sandy beaches and lush green parks, from dusty villages to luxurious residential districts and from ancient houses with wind towers to ultra-modern shopping malls.

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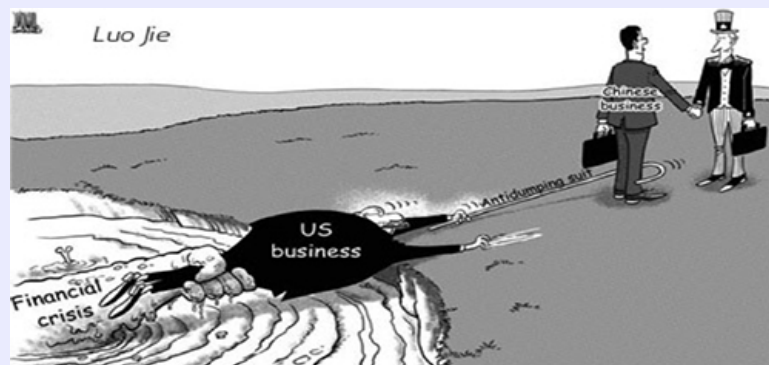


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## Meaning of Anti-Dumping

Article by Anuj Somani



A standard technical definition of dumping is the act of charging a lower price for similar goods in a foreign market than one charges for the same goods in a domestic market for consumption in the home market of the exporter. This is



often referred to as selling at less than "normal value" on the same level of trade in the ordinary course of trade. Under the World Trade Organization (wto) agreement, dumping is condemned (but is not prohibited) if it causes or threatens to cause material injury to a domestic industry in the importing country.

#### Definition of Anti-Dumping Duty

A protectionist tariff that a domestic government imposes on foreign imports that it believes are priced below fair market value. In India, anti-dumping duties are imposed by the Department of Commerce and often exceed 100%. They come into play when a foreign company is selling an item significantly below the price at which it is being produced. The logic behind anti-dumping duties is to save domestic jobs, although critics argue that this leads to higher prices for domestic consumers and reduces the competitiveness of domestic companies producing similar goods.

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## China: Swiss Survey Reveals Confidence of SMEs.

Article by **Anthony De Orsey**



Despite the oft-cited dominance of state-owned industry and preference toward local players, new information indicates that small-to-medium foreign enterprises are more confident than their larger counterparts in the Chinese market. This finding was taken from a recent joint survey conducted by Swiss Centre Shanghai, China Integrated, and the China Europe International Business School (CEIBS), the first of its kind, analysing the responses of Chinese and foreign companies of varying size in China. This is also the first time that a business survey has been able to analyse a sizeable sub-sample of foreign SMEs in China.

The results of this survey indicate that some findings on European and American companies can also be used to estimate and confirm Swiss companies' trends. Globally speaking, Swiss, European and American companies in China are doing well. On average they doubled their average profit growth expectations from 2012 to 2014.

### EU & Swiss SMEs: More Successful in China than Larger Firms.

About 31% of Swiss respondents to this survey can be classified as Small and Medium Enterprises ( **SMEs**) defined as companies with **less than 300 employees globally**; and close to 31% are large companies with over 10'000 employees worldwide.

By comparison, other western SMEs are much less represented with only 18% of European and 2% of American companies having less than 300 employees.

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## The new brazilian anti-corruption law

Article by **Luiz Augusto**



Law 12,846, in force since 2014, provides for the administrative and civil liability of legal persons for the commission of acts against the public, national or foreign administration, giving a new perspective about the issue in Brazilian law.

A number of harmful acts may affect legal entities in an objective way, in administrative and civil spheres, even if such acts are done for the benefit of the companies themselves or not. This objective accountability of the legal person is a new rule in the Brazilian legal system, although individuals may be accountable as well, however, according to the extent of their guilt.

Even in cases of contractual change, transformation, incorporation, merger or demerger, it remains the responsibility of the legal person.

A point of major innovation can be found in Articles 1 and 5, since the illegal acts do not only focus on national public assets but also on foreign or if these are harmful, also to national or foreign governments. Such acts may be subject to penalties, in the following situations:

I - promise, offering or giving, directly or indirectly, an undue advantage to a public servant or a third person related to him;

II - arguably, finance, fund, sponsor or otherwise subsidize the practice of unlawful acts provided for in this Law;

III - proven to make use of an intermediary person or entity to conceal or disguise their real interests or the identity of the beneficiaries of the acts carried;

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### Next Conference

**Dubai, United Arab Emirates**

START:

Thursday 6 November 2014

END:

Sunday 9 November 2014

### Dubai, 6-9 November 2014

Only a few weeks left before the conference in Dubai. The programme we have seen so far looks absolutely fantastic!

The Dubai hosts are working very hard to get all the last details in order. If you have any last minute questions, please go to LinkedIn, become a member of the (general) [IPG-Group](#) and the [Dubai-conference sub group](#) and raise your questions there so that everyone can read along.

## Paris, France, Europe

START:

Thursday 7 May 2015 END:

Sunday 10 May 2014

Click [HERE](#) for other future conferences

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## Agenda

Send an email to the newsletter team if you want to add something to our agenda.

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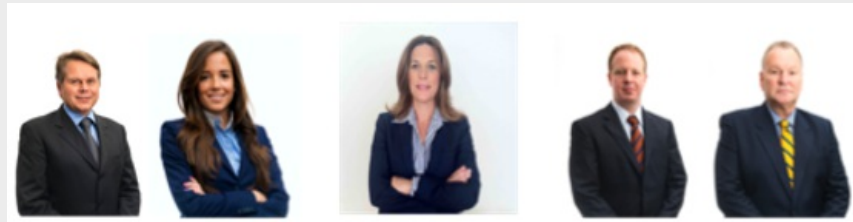
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The Dubai hosts Michael, Constanza, Tansy, Hannes and Willem

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