

GATA – GERMAN AMERICAN TRADE ASSOCIATION – A NOT FOR PROFIT ORGANIZATION –



EXECUTIVE MANAGEMENT MEETINGS RISK MANAGEMENT USA

All relevant subjects covered in one day

LEGAL DO'S AND DON'TS • CONTRACT MANAGEMENT • RISK MANAGEMENT / PRODUCT LIABILITY CORPORATE GOVERNANCE / PIERCING OF THE CORPORATE VEIL • INSURANCE • TAX STRATEGIES MERGERS & ACQUISITIONS • MERGERS & AQUISITIONS • GREENFIELD INVESTMENTS / SITE SELECTION EMPLOYMENT / HUMAN RESOURCES, US EMPLOYMENT CONTRACTS • THE US CIVIL PROCESS • COMPLIANCE

2025

MISSION STATEMENT

The German American Trade Association (GATA) is a not-for-profit organization that was formed in 2003 by a group of German Industry Associations. GATA's objective is to provide comprehensive risk management protection for German-Speaking companies with existing U.S. business and to facilitate entry to the U.S. market for newcomers.

EXECUTIVE MANAGEMENT MEETINGS

Particularly in the USA, it is mandatory with regard to liability that employees who hold officer or director positions at the US subsidiary update their specific knowledge of U.S. management at regular intervals. In a very concise manner, GATA provides information about the current framework and obligations of the U.S. subsidiary, and corporate risk management subjects including all liability-relevant topics of the U.S. business and its latest developments in its one-day Executive Management Meetings.

(For companies considering entering the US market, we recommend a visit to the U.S. Entry Meeting the day before).

For further details, please refer to the agenda or the website www.american-trade.org.

EVENT DETAI LS & DATES

The events are limited to small groups of 20-40 people and are held in German.

All speakers have years of experience in cross-border transactions. For the important issues of liability and corporate risk management, specialized German-Speaking attorneys from the US are presenting the relevant topics.

COLOGNE	10.04.2025 (THURSDAY) DORINT- HOTEL AM HEUMARKT
MUNICH	10.07.2025 (THURSDAY) PLATZL HOTEL
BERLIN	18.09.2025 (THURSDAY) The venue/hotel is still to be determined
ZURICH	06.11.2025 (THURSDAY) AMERON ZÜRICH BELLERIVE AU LAC

Alternatively: Individual webinars on all topics by arrangement (info@american-trade.org)

REGISTRATION

GATA is kindly asking for registrations directly on the website www.american-trade.org. The course fee is € 1.480,- per participant. Please transfer the fee on registration to ensure participation.

Registrations are considered in the order of the course fee and are confirmed upon receipt. Cancellation policies can be found in our General Terms and Conditions on the above website.

CONTACT

GATA – German American Trade Association, Inc. 1105 W. Peachtree St. NE | Suite 1000 Atlanta, GA 30309 | USA info@american-trade.org www.american-trade.org



CONTACT GERMANY

Harriet Roske E-MAIL: info@american-trade.org Telephone:: + 49 (0) 152 0209 3257

EXECUTIVE MANAGEMENT MEETINGS / AGENDA*

09.45 00.00		1		10.00 40.45					
08:45 - 09:00	REGISTRATION	1		12:30 - 13:15	LUNCH				
09:00 - 09:20 09:20 - 09:40	 PARTICIPANTS Overview oftoda Short round of i LEGAL DO'S AN Liability issues USA - 50 States 	ay´s programme & a _i ntroductions of the p I D DON'TS – AN O\	genda participantsr	13:15 - 14:30	 Tax optimization (do's and don'ts) Transatlantic tax (stumbling blocks) (company and em) Caution: Exit tax in 	TAX STRATEGIES FOR ASSOCIATED COMPANIES Tax optimization of the corporate structure (do's and don'ts) Transatlantic tax optimization - avoid tax traps! Stumbling blocks: Remote services and remote work (company and employee taxation) Caution: Exit tax in the event of relocation of function and/or transfer of shareholders			
	 Human Resource Assembly & Equitation 				• Need for action in the area of transfer pricing				
09:40 - 10:30	• Correct contrac	ANAGEMENT t management bility – Contractual e sions	xamples	14:30 - 15:15	MERGERS & AQUISITIONS • Overview and introduction to Mergers & Acquisitions • Phases of a transaction • Important clauses in the letter of intent • Locked-box vs. closing accounts • Enterprise value vs. equity value • Special case: Acquisition of an insolvent company (Chapter 7 and Chapter 11, project 6, 202 and 2)				
10:30 - 11:00	 RISK MANAGEMENT / PRODUCT LIABILITY What is product liability, who is affected? Strict Liability Risk management and prevention PH relevant documents Content, structure of manuals & adaptation Technical standards & certifications 			15:15 - 15:45	 (Chapter 7 and Chapter 11, expiry of a 363 sale) GREENFIELD INVESTMENTS / SITE SELECTION Why choose a location? Qualitative location criteria Economic development The site selection process 				
	 Warnings 			15:45 - 16:00	TEA BREAK				
11:00 - 11:15	COFFEE BREAK			16:00 - 16:45	EMPLOYMENT / HUMAN RESOURCES, US EMPLOYMENT CONTRACTS				
11:15 - 11:45	 Corporate gover Pitfalls Officer & Board Documentation Avoiding the per 	HE CORPORATE V rnance? Functions obligations in the Mi rsonal liability of offic	nute Book cers & directors		 Basic principles Drafting of contracts No discrimination Social Security & Expats 50 States of America – Legal issues Pseudo self-employment Current topics THE US CIVIL PROCESS Arbitration vs. Litigation Choice of Law 				
	 Avoidance of lia Correct financia 	bility for passing thro I governance	bugh	16:45 - 17:15					
11:45 - 12:30		RISK MANAGEME surance (COI´s) and A			 Discovery proceedings Costs COMPLIANCE Compliance: USA & Germany Data transfers Cartel law Kickbacks Compliance Management Systems (CMS): Risk Minimization FEEDBACK FROM PARTICIPANTS				
	 Product liability high deductible German master paper Primary market Workers comp - program 	/ classification / fore / defense costs outs policies as umbrella versus Excess & Surp - experience mod – h nce letter of credits	ide the limits over US local olus (E&S)	17:15 - 18:00					
	• Automobile – co	omposite rates – nucl		18:00 - 18:10					
	 D&O / Employment Practises Liability (EPL) Property – wind / flood / EQ Cyber Benefits: self insured versus fully insured – stop loss – pharmacy programs 			18:10 - 19:10	COCKTAIL RECEPTION / NETWORKING / QUESTIONS & FAREWELL				
DEVELOPMENT OF US BUSINESS	INSURANCE	COMPLIANCE	TAX STRATEGIES	CORPORATE RISK MANAGEMENT	M&A US TAXES	INSURANCE	RECRUITMEN		
gatc.—	EPIC	HEUKING	ржс	Smith Gambrell Russell	Rödl & Partner	SÜDVERS			

PREVIOUS PARTICIPANTS										
		Goldkante	AdCapital	AEI	affival.	ARVAC	RIXTRON	ALBERDINGK BOLEY		
	AMK	amor*	analytikjena	🗟 arevipharma		AUTOFLUG	axel springer	BABOR		
B BRAUN SHARING EXPERTISE	BAUER MASCHINEN	bedra intelligent wires	BDF●●●● Beiersdorf	BENTELER V	binder+co ⁻	BILFINGER BERGER		Blaser.		
Blohm+Voss	BLUMENBECKER	Boehringer Ingelheim	BULLINGHAUS	Bohle	BOSCH	BRANDL & TALDS	BRUCKNER GROUP	BSNmedical		
BURKLE M	Chemetall expect more	CLAUDIUS PETERS	BEZEMA	COMMERZBANK 🛆	Ontinental	J.J.DARBOVEN	DEDON	DEKRA		
GROUP	DIEHL	PLASTIC	DräxImaier D	dSPACE	DEVERA Der Dielyse-Wasser-Specialist	EADS	Ehrmann	ENGEL&VÖLKERS		
EnergieKontor	Sennech eoding far excluterair Addree Group	ENTECCOgroup	➢ ENTRAK	ERNI	EŁ.		etimex	≣⊡ GROUP		
EY Building a better working world	F B S	Ferrostaal	FESTO	Flottweg Separation Technology	₽ FLT	Forst	FreiLacke	Treiberger		
Freudenberg	FRITSCH	fritz-kola°	GEISLINGER 🛠	GERB	GEZE	FAHRZEUGE	Givaudan [©]	Goldhofer		
Creative Technologies Vicrotedo	Graepel	-HIDA5	HABA	Hameln	HARTMANN	HDW	-Heel 🥯	HEIDELBERG		
	HELM	sports the sports factory	HEMMELRATH	HENSCHEL	heristo	HE T FILTER		HEW 🔅		
Hochiano			HNP Mikrosysteme	HYDRAULIK NORD	EHYMER		infineon	ISARIA MARKEN WERDEN RAUM		
ISE	Jägermeister		jebsen & Jessen	s Jumag	* JUNGHANS		Kannegiesser			
kapsch>>>	KAUTEX A Textron Company	Kempinski	khsbicycles.com	Kneipp	Koehler	KOMPTECH	Krauss Maffei)(KRONES		
KUKA	KURT SCHUHMACHER KG INDUSTRIEMONTAGEN	LED LINEAR" lighting solutions	LESSMANN® THE GERMAN BRUSH COMPANY	<i>当</i> LG I	L.P.L	LIEBHERR		Lorenz <mark>Shoe</mark> Group		
INTRALOGISTICS	MAE.	MAGONTEC	Driven by performance	MAN	MANKIEWICZ +	ich liebe es®	MEAGPOWER	melecs		
A PORSCHE COMPANY	Minuteman' PowerBoss'	mtu	/Munich Airport	NABER Versicherungsmakler	Driven by Innovation	Nanotec [®]	NESCHEN	NETZSCH		
	Pascoe Interretin all 1973	Poul Neulaus	PETER SCHMIDT GROUP	PFLEIDERER Aktiengesellschaft	pfmmedical Geality and Experience	PORSCHE	PULSION Medical Systems	Putzmeister		
pwc	Radeberger	RAYLASE	RELINEEUROPE'	Revell	RHEWUM*	RIF Ú CON	Ritterwand	RöwerRüb		
			Rolls-Royce	ROTTENDORF		SAC	samson	sartorius		
SRUTER	SAXONIA GALVANIK	ECHARICOUY FOR ELENN AN	Schöck	SCHOTTEL	schülke -}	AUGESCHAFT Hitch-sind Tafles	Foam Solutions	Siempelkamp Pröf- und Gutzchite-Genellischaft		
SIEMENS	siltronic perfect viltees substiess	Sîmlek	Sixt	SONAX	J Spitative	STABILA		ØTDK		
ThermoFisher SCIENTIFIC	ThyssenKrupp 🔘		TROX [®] TECHNIK The art of handling air	TRUMPF	SURSAPHARM Arzaetmiltel Grabbi	usu [*]	valora	VBG GROUP		
	voestalpine	VOITH	VORWERK	AVSM	Vulkan	VIESMANN	THE WORLD OF CIGARS			
Anspruch verbindet	🕑 WashTec	GERRY WEBER		Andreaster Andreaster Material States Andreaster Material States Andreaster Material States Andreaster Material Andreaster Material Andreaster Material Andreaster Andreaster Material Andreaster Andreaste	WURTH	WÜSTHOF	ZEIZZ	ŻIMMERMANN milling solutions		