



GATA – GERMAN AMERICAN TRADE ASSOCIATION

– A NOT FOR PROFIT ORGANIZATION –



Protect yourself against liability risks!

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 • UNLAWFUL U.S. TARIFFS • INSURANCE
TAX STRATEGIES • MERGERS & ACQUISITIONS • GREENFIELD INVESTMENTS / SITE SELECTION • EMPLOYMENT /
HUMAN RESOURCES, US EMPLOYMENT CONTRACTS • THE US CIVIL PROCESS • CUSTOMS & TRANSFER PRICING

2027

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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 DETAILS & 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.

MUNICH

22.04.2027 (THURSDAY)

DUESSELDORF

03.06.2027 (THURSDAY)

FRANKFURT

22.09.2027 (WEDNESDAY)

SALZBURG

04.11.2027 (THURSDAY)

the event venues and hotels will all be centrally located in the city centers and will be finalized shortly.

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

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EXECUTIVE MANAGEMENT MEETINGS / AGENDA*

08:45 – 09:00	REGISTRATION	
09:00 – 09:20	WELCOME & INTRODUCTION OF THE PARTICIPANTS / <i>Harriet Roske, GATA</i>	
09:20 – 09:40	LEGAL DO'S AND DON'TS – AN OVERVIEW / <i>Hans-Michael Kraus, SGR</i> • Liability issues • USA - 50 States • Human Resources • Assembly & Equipment	• Automobile – composite rates – nuclear verdicts • D&O / Employment Practises Liability (EPL) • Property – wind / flood / EQ • Cyber • Benefits: self insured versus fully insured – stop loss – pharmacy programs
09:40 – 10:30	CONTRACT MANAGEMENT / <i>Hans-Michael Kraus, SGR</i> • Correct contract management • Limitation of liability – Contractual examples • Indemnities • Individual provisions • Securing purchase price claims	
10:30 – 11:00	CORPORATE GOVERNANCE / PIERCING OF THE CORPORATE VEIL / <i>Moritz Masberg, SGR</i> • Corporate governance? • Pitfalls • Officer & Board Functions • Documentation obligations in the Minute Book • Avoiding the personal liability of officers & directors • Avoidance of liability for passing through • Correct financial governance	
11:00 – 11:15	COFFEE BREAK	
11:15 – 12:05	RISK MANAGEMENT / PRODUCT LIABILITY / <i>Moritz Masberg, SGR</i> • What is product liability, who is affected? • Strict Liability • Risk management and prevention • PH relevant documents • Content, structure of manuals & adaptation • Technical standards & certifications • Warnings • Timing & Procedure	
12:05 – 12:15	UNLAWFUL U.S. TARIFFS – How Do I Get My Money Back? / <i>Moritz Masberg, SGR</i> • What it's all about: IEEPA and Section 122 of the Trade Act tariffs • Current case law and implications • Phases 1 through 3 of the refund process • Focus: Order of the Court of International Trade regarding Phase 3	
12:15 – 13:00	INSURANCE /-RISK MANAGEMENT TOOLS / <i>Christophe van Gool, Epic</i> • Certificate of Insurance (COI's) & Additional insured status • Product liability / classification / foreign umbrella / high deductible / defense costs outside the limits • German master policies as umbrella • Primary market versus Excess & Surplus (E&S) • Workers comp – experience mod – high deductible • Bonds – of balance letter of credits	
13:00 – 13:45	LUNCH	
13:45 – 14:30	TAX STRATEGIES FOR ASSOCIATED COMPANIES / <i>Dr. D. Möller-Gosoge, PWC</i> • 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 functions and/or transfer of shareholders • Need for action in the area of transfer pricing	
14:30 – 15:15	MERGERS & AQUISITIONS / <i>Frank Breitenfeldt, Rödl / Hans-Michael Kraus, SGR</i> • 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, expiry of a 363 sale)	
15:15 – 15:45	GREENFIELD INVESTMENTS / SITE SELECTION / <i>Hans-Michael Kraus, SGR</i> • Why choose a location? • Qualitative location criteria • Economic development • The site selection process	
15:45 – 16:00	TEA BREAK	
16:00 – 16:45	EMPLOYMENT / HUMAN RESOURCES, US EMPLOYMENT CONTRACTS / <i>Moritz Masberg, SGR</i> • Basic principles • Drafting of contracts • No discrimination • Social Security & Expats • 50 States of America – Legal issues • Pseudo self-employment • Current topics	
16:45 – 17:15	THE US CIVIL PROCESS / <i>Hans-Michael Kraus, SGR</i> • Arbitration vs. Litigation • Choice of Law • Discovery proceedings • Costs	
17:15 – 18:00	CUSTOMS & TRANSFER PRICING / <i>Sascha Kley, PWC</i> • Current customs situation • Effect of tariff increases • Options for action	
18:00 – 19:30	FEEDBACK FROM PARTICIPANTS / DRINKS AT THE BAR / NETWORKING / QUESTIONS & FAREWELL	

PREVIOUS PARTICIPANTS

