

CHALLENGES & SOLUTIONS FOR YOUR US BUSINESS

All relevant subjects covered in one day

GATA MEETINGS 2026



GATA – GERMAN AMERICAN TRADE ASSOCIATION

Register NOW www.american-trade.org

MARKET ENTRY USA

uncomplicated – fast – affordable

18.03.2026 | COLOGNE

17.06.2026 | STUTTGART

15.09.2026 | FRANKFURT

21.10.2026 | WIEN

RISK MANAGEMENT USA

Protect yourself from liability risks!

19.03.2026 | COLOGNE

18.06.2026 | STUTTGART

16.09.2026 | FRANKFURT

22.10.2026 | WIEN

M&A USA SPECIAL

Strategic planning for the USA

17.09.2026 | FRANKFURT

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.

U.S. ENTRY MEETINGS – for companies planning to enter the market

Despite current difficulties, the U.S. market remains an extremely attractive environment for many companies, especially medium-sized businesses. Business expansion is a significant step for owner-managed companies, medium-sized companies and established industrial groups. Entering the US market with as little risk as possible is a step that is far less complex and involves less investment than one might expect.

EXECUTIVE MANAGEMENT MEETINGS – for companies with US subsidiaries

In the US in particular, liability law requires employees who hold officer or director positions at US subsidiaries to update their management knowledge at regular intervals. GATA provides concise information on corporate Risk Management in its one-day Executive Management Meetings on the current conditions and obligations of the US subsidiary, including all liability-related issues of US business and the latest developments in this area.

M&A USA SPECIAL – Company acquisition – the path to success

Whether for initial market entry or the targeted expansion of existing US investments, company acquisitions are often the best way to achieve strategic goals in the US market in a short period of time. In the GATA M&A USA Special, we examine the process of a classic M&A transaction and cover questions and pitfalls relating to the most important topics: specialist articles by US experts on searching for targets, letters of intent, due diligence, legal issues and tax optimisation, company valuation, compliance and insurance issues.

US ENTRY MEETINGS

EXECUTIVE MANAGEMENT MEETINGS

M&A USA SPECIAL MEETING

COMPANY FORMATION

LEGAL DO'S AND DON'TS

USA M&A STRATEGY / TACTICS

CONTRACTUAL ASPECTS

CONTRACT MANAGEMENT

STRUCTURING THE TRANSACTION

SALES STRUCTURE & REPS

RISK MANAGEMENT / PRODUCT LIABILITY

LETTER OF INTENT

RECRUITMENT, EXECUTIVE SEARCH

CORP. GOVERNANCE / DURCHSGRIFFSHAFTUNG

FINANCIAL DUE DILIGENCE

VISA & WORK PERMITS

INSURANCE / RISK MANAGEMENT TOOLS

LEGAL DUE DILIGENCE

PRODUCT LIABILITY PROTECTION

TAX STRATEGIES

INSURANCE DUE DILIGENCE

INSURANCE - THE BASICS

MERGERS & ACQUISITIONS

TAX CONSIDERATIONS

US TAXES

EMPLOYMENT / HUMAN RESOURCES

PURCHASING INSOLVENT COMPANIES

JOINT VENTURES

GREENFIELD INVESTMENTS / SITE SELECTION

REPS & WARRANTIES INSURANCE

MARKETING & SALES

THE US CIVIL PROCESS

COMPLIANCE

INSTALLATIONS

COMPLIANCE / TAXES & TRANSFER PRICING

VALUATION SERVICES

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

REGISTRATION

We recommend attending the meetings not all at once, but at intervals, as questions usually arise after a successful market entry that can be answered at the Executive Management Meeting or the M&A USA Special.

The course fee is € 1.480 per participant.

Please register via our website at www.american-trade.org.

Participation is confirmed upon receipt of registration and will be considered in the order of registration, subject to capacity. The meetings are limited to small groups of between 20 and 40 participants.



CONTACT

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