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n°7 – Spring 2007

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## Letter from the Chairman

**Michel Lacroix**  
JAC  
Clermont  
France



First of all, I would like to thank the people who attended our Annual General Meeting in Madrid last month for their contribution to the success of this meeting. Special thanks to our guests, Enrique del Carril from Argentina and Daniele Alicicco from Italy.

I am also very happy to announce the signature of a convention of cooperation with China and I thank Saro Capozzoli for his intervention. You will be informed very soon about the details of this convention that will allow us to provide a comprehensive assessment service for the expansion of our customers in China.

Many thanks also to Stefano Graidì for his presentation of Orienta Sagl's functions that provided us with a good overview of various current tax issues and sparked off interesting discussions among our members. We will make the most of our meeting in Nîmes to organize work sessions about key tax matters, such as the responsibility of the lawyers concerning money laundering.

Last but not least, we are glad to welcome Gustavo Cuevas (Cuevas Abogados, Santiago, Chile) as a new Director of Pragma's Board of Directors and to welcome the offices of Stephan Pahl (Germany), Giuseppe Brusa (USA) and Herman Alvarez Valenzuela (Mexico) as new members.

Thank you all for your support to Pragma and see you all in Nîmes in October!

## General Meeting on 28<sup>th</sup> April 2007 in Madrid : 25 participants, 12 countries

Our Ordinary General Meeting 2007 took place in Madrid on 28th April 2007. We thank the people who attended for their presence and for their cooperation in all our projects of development.



Enrique del Carril (Argentina), Wojciech Celichowski (Poland), Enrico Rossi (Italy), Mario Fedriani (Italy) and Saro Capozzoli (China). Not on the picture: Jean-Paul Bourden (France) and Stefano Graidì (Switzerland).

From left to right: Gustavo Cuevas (Chile) Charles Schlub (France), Herman Alvarez (Mexico), Catarina Matos (Portugal), Daniele Alicicco (Italy), Cecilia Caria Mendes (Portugal), Bruno Viain Lalouette (France), Ettore Papparazzo (Italy), Michel Lacroix (France), Carlos Manubens (Spain), Sara Sanchez (Brazil), Greg Wolton (United Kingdom), Maria Venturini (Italy), Laurent Diatta (France), Gilberto Gelosa (Italy),

## Setting up of Pragma's platform in China

During our General Meeting, we signed a convention of cooperation with Jesa, a Chinese service company managed by Saro Capozzoli to set up a platform for the expansion of our customers in China.

Thanks to this convention, we can provide support in the development of Chinese investments, especially in:

- Counsel for tax, legal, accounting advice and management control in China;
- Support for market penetration;
- Procurement Service Provider;
- Selection and Management of Chinese Suppliers.



Pragma's Board of Directors with Saro Capozzoli, Manager of Jesa, after signing the convention of development in China. From left to right: Cecilia Mendes, Carlos Manubens, Saro Capozzoli, Greg Wolton, Gilberto Gelosa, Michel Lacroix and Gustavo Cuevas.



CHINA:  
A PLATFORM  
FOR YOUR  
EXPANSION

## Welcome to Gustavo Cuevas as new Director



### Pragma's Board of Directors.

Back row, from left to right: Gilberto Gelosa (Treasurer and Secretary), Michel Lacroix (Chairman), Gustavo Cuevas (Director), Greg Wolton (Director).  
Front row: Cecilia Caria Mendes (Director, in charge of development) and Carlos Manubens (Vice-Chairman).

## New Members



### Stephan Pahl

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### Giuseppe Brusa

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## Our guests in Madrid



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## Articles of Pragma's members in a new Italian publication



In cooperation with Italia Oggi, 2<sup>nd</sup> economic Italian newspaper in Italy, the office Interconsulting of Milan issues a publication called "Il Nuovo Diritto delle Società" about corporate law in Italy aimed at law offices, notaries, professors and lawyers of big companies. Prof.Dott.Gilberto Gelosa (Interconsulting, Milano, Italy) and Prof.Avv.Maurizio Irrera (Studio Irrera Avvocati, Torino, Italy) are members of the editorial board.

This Italian publication, sent via email every two weeks contains scientific articles of analysis with reference to doctrines and jurisprudence.

Many thanks to Greg Wolton (Gersten and Nixon, London, UK) and Benoît Raynaud (Juristes Associés du Centre, Clermont, France) for their articles "The Companies Act 2006: a first overview" and "La société à responsabilité limitée et à capital symbolique" respectively, published in the issues n°5 and n°8 of "Il Nuovo Diritto delle Società" .

If you write articles, if you are lecturer or professor, this publication can be a good opportunity to show the technical skills of Pragma's members and to mention these contributions in your list of publications.

Articles can be written in French, English or Spanish. Please contact Nathalie Facon at [n.facon@pragma-eu.com](mailto:n.facon@pragma-eu.com) for any further information.



**Greg Wolton,**  
Gersten and Nixon  
London, UK



**Benoît Raynaud,**  
J.Associés du Centre  
Clermont, France

## New Address

Please take note that the address of Pragma's coordinator and of "Les Juristes Associés du Nord" in Lille, France, has changed.



Nathalie Facon (on the left) with the team of Les Juristes Associés du Nord in Lille

New address:  
**PRAGMA, GEIE**  
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FRANCE

LES JURISTES ASSOCIÉS DU NORD (Lille)  
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## Spring's winner:



Congratulations to Cécile, the winner of our competition who correctly answered last issue's question (What is the meaning of "yes" in China?).

**Cécile Leroux,** The right answer was "I'll think about it". "Yes" is not necessarily a confirmation nor an agreement.

According to Saro Capozzoli, our contact in Shanghai, "Yes is the first word with which to *begin* a negotiation, not to finish it..."

## Summer's question:

What is the origin of the word "DENIM", the cloth used by Levi Strauss for the first pair of blue jeans?



- the Indian "neem tree" used to extract the indigo dye,
- the German "*nimm!*" meaning "take!", as said by traders in medieval fairs to sell this cloth,
- the French town of Nîmes where the cloth was first made and where Pragma's conference 2007 will take place.

Please send your answer before 15<sup>th</sup> June 2007 to: [info@pragma-eu.com](mailto:info@pragma-eu.com)

Lots will be drawn to decide the winner. Good luck!

## Conference about Real Estate Law in Europe

A conference about real estate law in European countries was organized in March at the University of Clermont-Ferrand, France.

Thanks to Wojciech Celichowski (CSW, Poznan, Poland), Cristina Schiatti (Interconsulting, Milan, Italy) and Guillermo Gilabert (Manubens y Asociados, Barcelona, Spain) for their intervention in this seminar in which 16 European countries were represented.



**Wojciech Celichowski,**  
CSW  
Poznan, Poland



**Cristina Schiatti,**  
Interconsulting  
Milan, Italy



**Guillermo Gilabert,**  
Manubens y Asoc.  
Barcelona, Spain

## Annual conference in Nîmes

Our annual conference will take place in Nîmes, South of France on 19<sup>th</sup>, 20<sup>th</sup> and 21<sup>st</sup> October 2007.



The programme includes a guided visit of Le Pont du Gard (a world heritage site), a guided visit of Nîmes (with the Arena, the best-conserved Roman amphitheatre of the world) and a private show in a "Manade" (place where the bulls graze).



Like every year, a conference about Pragma's life will be organised to inform you about the life of our network as well as work sessions about current key matters.



This year, we will find a Pragma's golf association and will organize a golf tournament. If you are an expert golf player, you will be able to participate in the Masters Pragma 2007, a 18-hole course competition organized on Friday 19<sup>th</sup> October. More details coming soon...

## Spitting image

Congratulations to Dott.Enrico Rossi who was unanimously elected as Pragma's 2006 Santa Claus in last issue's "Spitting image" section and thank you all for your votes.

This time, we focus on female members. Thanks a lot to our three "Pragma's angels"!

From left to right:

**Angelica Blanco**  
GrowAssociates  
Sao Paulo, Brazil

**Sara Sanchez**  
GrowAssociates  
Sao Paulo, Brazil

**Carine Fischbach**  
(and her amazing blue eyes)  
Juristes Associés de Lorraine  
Metz, France

At the bottom:  
**Charlie's angels**

