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newsletter!

Season's greetings 2008!

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Letter from the Chairman

Michel
Lacroix
JAC
Clermont
France



I would like to underline the success of our annual conference Nîmes 2007 that strengthened, once again, the personal links between the members of our network.

Pragma is growing day by day and there is no doubt that the year 2007 has been a great step in our development.

In the future, a new geographical development in Eastern Europe, South America and Asia is forecast. A delegation of Pragma should go to China this Spring and our 2008 conference will take place in Poland. We will give you details about all these projects very soon.

Until then, it is important to keep in mind our essential principles of operation.

Principles of reciprocity, transparency, broadmindedness and compliance with the basic quality rules are fundamental.

Thank you all for your cooperation.

I make the most of this newsletter to wish you a Merry Christmas and a Happy New Year! See you in 2008!

Our development



Members of the Board during our conference in Nîmes in October 2007

After 7 years of existence, Pragma has entered a new phase of development, as shown by the following figures:

- 4 Member States in January 2001... 16 Member States currently.
- 47 law offices, 380 lawyers, law advisers and *dottori commercialisti*.
- Consolidated turnover: Euro 55 million.
- New members in 2007: Germany, the USA, Mexico, Argentina.
- Partnership with China in 2007.

Our development in Asia and America is a key point. The more global Pragma becomes, the more our level of skills will improve and the better we will meet the needs of our customers.

In addition, the setting up of the system of sharing fees in January 2006 has started to be profitable.

Number one priority

The conference in Nîmes was a good opportunity to remind us of one of our essential principles of operation:

“A request from a member of Pragma or from a customer referred by a member of Pragma should be and always remain our number one priority.”

News from the Board



Pragma's Board wishes you a Merry Christmas and a Happy New Year

Gilberto Gelosa, Treasurer and Secretary, met Pragma's coordinator on 3rd December 2007 to organize Pragma's activities. Both had a meeting with Saro Cappozoli and Paolo Calzavara (Jesa, Shanghai, China) to plan the schedule of the trip to China in Spring 2008.

The Board of Directors will meet on 14th and 15th January 2008. On 14th January Wojciech Celichowski (CZW, Poznan, Poland) will attend the meeting that will be focused on the organisation of Pragma's 2008 conference in Poland and Pragma's development in Eastern European countries.

Pragma's schedule

- April 2008: Annual General Meeting
- May 2008: Mission in China
- Autumn 2008: Annual conference in Poland



New Member



Mario Gazzola
New York, USA



Mario Gazzola
Pavia & Harcourt
600 Madison Avenue
New York NY 10022
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Mario Gazzola is currently partner of Pavia & Harcourt LLP in New York. He became member of Pragma in October 2007.

His practice areas include international business transactions and international taxation, with emphasis on the representation of foreign companies doing business in the United States. He has significant experience in assisting European and Latin American companies in the development of their businesses in the United States. He is familiar with the regulatory and legal requirements which most foreign-based businesses face when first organizing their activities in the United States.

Mr. Gazzola is a graduate of Fordham University (B.A., 1984) and St. John's University School of Law (J.D., 1987). He was a Judicial Law Clerk to Chief Judge Edward D. Re, U.S. Court of International Trade (1987).

Mr. Gazzola is fluent in Italian, Spanish and Portuguese.



Autumn's winner

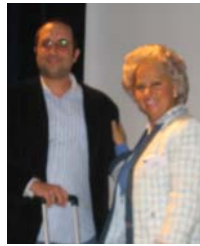


German Delgado, Manubens y Asociados Barcelona, Spain

Congratulations to German Delgado, the winner of our competition draw with the correct answers to last issue's question ("Who is this man?").

Our mysterious man was Jean-Louis Giallombardo, partner of Soginim, Nîmes, France and host of the 2007 Pragma's conference.

German Delgado and the winners of our previous quizzes, Cécile Leroux and Lionel Dulaurent, represented by Olivier Richard were given their prize in Nîmes by Cecilia Caria Mendes, founder of Pragma and member of the Board.



German Delgado and Cecilia Caria Mendes



Jean-Louis Giallombardo



Cécile Leroux



Olivier Richard

Winter's quiz

A quiz to test your knowledge of Poland, where our 2008 conference will take place. Good luck!

- On what sea is Poland's coastline?
 - North Sea
 - Baltic Sea
 - Gulf of Finland
- What is the approximate population of Poland?
 - 52 million
 - 24 million
 - 39 million
- On what river is Poland's capital, Warsaw?
 - Vistula
 - Oder
 - Danube
- Which of these countries does not border Poland on the east?
 - Ukraine
 - Lithuania
 - Latvia
- Poland is land of many lakes. True or false.

Please send your answers before 11th January 2008 to: info@pragma-eu.com.

Lots will be drawn to decide the winner on 15th January 2008.

Marathon man



Gustavo Cuevas, Cuevas Abogados Santiago, Chile

On his flight back to Chile after Pragma's conference in Nîmes, Gustavo Cuevas (Cuevas Abogados, Santiago, Chile) stopped in New York to participate in the New York City Marathon that was held on November 4th 2007.

Unfortunately, Gustavo's knee started to ache at km 21 and the race became a test of will until the arrival line at km 42. However, Gustavo managed to finish in 4 hours 16 minutes, which was worse than he had expected but he ended with the satisfaction of having overcome adversity.

Martin Lel from Kenya won the men's race with a time of 2 hours 9 minutes, completing an impressive double of the 2007 London and New York Marathons.

Untiring Dott.Maurizio Bottoni!

Here are some pictures of Dott.Maurizio Bottoni (Interconsulting, Milan, Italy) that were not included in the compilation pictures of Nîmes 2007.

Maurizio, you are our best public relations man!



Dott.Maurizio Bottoni and the gypsy band



Dott.Maurizio Bottoni and the gypsy dancer

See in the next newsletter the exclusive interview of Dott.Maurizio Bottoni: "I am the tax advisor of Christie, Nadja, Cindy, Stephanie and Claudia"



Dott.Maurizio Bottoni and the "raseteurs" in the bull farm



Exclusive interview for Pragma!

Compilation pictures of Nîmes 2007



The catalogue of pictures of the 2007 conference in Nîmes was made possible thanks to the contribution of the following photographers that we would like to thank:

- Maurizio Bottoni (Interconsulting, Milan, Italy)
- Benjamin Chocat (Socojur, Avignon, France)
- Aurelia Benslush (JCCA, Paris, France)
- Mathilde Boudou (JCCA, Paris, France)
- Samir Chouaib (JCCA, Paris, France)
- Jacques Le Caer (JAO, Saint Briec, France).

Spitting image

Giuseppe Brusa and Claude Martin are our new "victims". Many thanks to them!

From left to right: Giuseppe Brusa G.C.Consultants New York USA

Walter Veltroni (Mayor of Rome)



Claude Martin Jean-Claude Coulon Associés Paris, France

Karl Lagerfeld



Celebrity news

They have had a baby lately. Pragma congratulates the new parents!

- Camila and Alonso, daughter and son of Ilein Bolaños (Alvarez Valenzuela, Ciudad de Mexico, Mexico) were born on 27th March 2007.
- Elias, son of Silke Holst (Jean-Claude Coulon Associés, Paris, France) was born on 2nd May 2007.
- Constance, daughter of François Dunan (Unijuris, Nice, France) was born in October 2007.



Ilein Bolaños with Camila and Alonso