

INTERLEGAL ASSOCIATION

Minutes of the meeting of the General Assembly held on
28 May 2021 at 14.00 CEST by Zoom videoconference

1. RECORDING OF THOSE PRESENT

Gabriele Brand-Ogris	<i>Austria, Vienna</i>
Frédéric Letendre	<i>Canada, Montreal</i>
Juan Eduardo Palma Cruzat	<i>Chile, Santiago</i>
Ibrahima Bah	<i>Côte D'Ivoire, Abidjan</i>
Christoforos Ioannou	<i>Cyprus, Limassol</i>
Emeline Eraud	<i>France, Paris</i>
Alexandre Meyrieux	<i>France, Paris</i>
Steffen Lorscheider	<i>Germany, Dortmund</i>
Nikolaos Margaropoulos	<i>Greece, Thessaloniki</i>
Maria Tsiligiri	<i>Greece, Thessaloniki</i>
Ádám Boóc	<i>Hungary, Budapest</i>
Peter Nogradi	<i>Hungary, Budapest</i>
Uday S. Ahlawat	<i>India, New Delhi</i>
Riccardo Cajola	<i>Italy, Milan</i>
Nader El-Mouallem	<i>Lebanon, Beirut</i>
Emmanuel Reveillaud	<i>Luxembourg, Luxembourg</i>
Fernando A. Treviño Núñez	<i>Mexico, Puebla</i>
Wolfram Zeihe	<i>Montenegro, Podgorica</i>
Ruud Voorvaart	<i>Netherlands, Breda</i>
Mofesomo Tayo-Oyetibo	<i>Nigeria, Lagos</i>
Pawel Koehler	<i>Poland, Katowice</i>
João Paulo Menezes Falcão	<i>Portugal, Lisbon</i>
Rajko Maric	<i>Serbia, Novi Sad</i>
Caroline Berube	<i>Singapore, Singapore</i>
Milena Noskova	<i>Slovakia, Bratislava</i>
Anabel Hernández Arroyo	<i>Spain, Barcelona</i>
Albert Sant i Pont (Honorary Member)	<i>Spain, Barcelona</i>
Erika Heveus	<i>Sweden, Stockholm</i>
Johan Karlman	<i>Sweden, Stockholm</i>
Christian Fischele	<i>Switzerland, Geneva</i>
Alexandre Dupont	<i>Thailand, Bangkok</i>
Özlem Kurt	<i>Turkey, Istanbul</i>

Olga Buyanovskaya	<i>Ukraine, Kiev</i>
Jim Wright	<i>United Kingdom, Leeds</i>
William Blum	<i>United States, New York City</i>
Ramon Bado	<i>Uruguay, Montevideo</i>

2. RECORDING OF OBSERVERS

Colin Russell attended the meeting in his capacity as Officer of Interlegal, Rosanne Bourque attended in her capacity as Marketing Officer. Nikolaos Margaropoulos attended the meeting both in his capacity as a member and also as Secretary-General of FICAC. Milena Noskova also attended the meeting in her capacity as a Partner in Nosko & Partners, Prague, Czech Republic.

3. WELCOME

The President welcomed those present and explained the continuation of using the opportunity of meeting by video conference due to the restrictions resulting from the COVID-19 pandemic.

4. APOLOGIES FOR ABSENCE AND PROXIES

Apologies were received from

Tone Bjorn (*Norway*)

Proxies were received from

Tone Bjorn (*Norway*)

5. APPROVAL OF LAST MINUTES

The minutes of the General Meeting held on 12 February 2021 by video conference were approved. A copy is attached to these minutes (*Attachment 1*).

6. MEMBERS

The written membership report of the Officer was received and a copy is attached to these minutes (*Attachment 2*).

The application from the law firm Gimbrère Advocaten in the Netherlands was discussed. This firm understands that there have been objections raised to their application from our existing member in the Netherlands but wished their application to be reviewed in a General Meeting. The view of the applicant firm was that as their application was for the Amsterdam office and that they focused on different areas of law, their application would not be a detriment to our existing member. Ruud Voorvaart outlined his reasons for opposing the application, which he did feel would be to the detriment of his firm and also to our member in Spain, where Gimbrère also have offices. The application was discussed and contributions both in support of and against considering the application were made by members. A vote was taken and the application was rejected by members.

Milena Noskova gave a presentation about her law firm in Prague, Czech Republic, also called Nosko & Partners. The firm was founded in 2016 and has expertise in Corporate & Commercial, Real Estate, Banking and Finance, Litigation, Debt Collection, IT, IP and E-Commerce.

It was confirmed that the existing member in the Czech Republic had been contacted for comments about this application but no objections has been raised.

The application was accepted by members subject to attendance in person at the next possible General Assembly meeting. Despite the connections with our existing member in Slovakia, the firm in Prague is a separate legal entity and therefore will be considered as a new member in its own right. The President welcomed the new member.

7. PRESIDENT'S REPORT

The President highlighted the development of the network in three key areas. New members are being attracted due to the proactive marketing activity, interactions are still continuing between members despite the pandemic due to creative use of webinars, video meetings, social media and other methods and we are working to develop deeper relationships with our existing partner organisations and evaluating potential new ones.

The written report of the President was received and a copy is attached to these minutes (*Attachment 3*).

8. MARKETING

The Officer reported on the activity of the Marketing Committee, the regularity of the meetings and the focus on monitoring social media and website activity, discussing events and activities and progress with new member applications. It was also announced that Emeline Eraud has now joined as a member of the Marketing Committee.

The Chair of the Marketing Committee, Frédéric Letendre, reported back on the results of the marketing activity in the last 12 months – a report on this has been sent to members separately. There has been a significant increase in marketing activity since the deployment of Rosanne Bourque to focus on this for Interlegal. The social media and website continue to show sustained improvements in performance, particularly on Linked In, and compare favourably with standards of similar organisations. The website has also been migrated onto the new Wordpress platform and has been updated in a number of areas. Work continues on the activity to create content to share with FICAC and this is expected to be available in the next month or so.

Frédéric then presented the marketing and communications strategy for the next 12 months – this has also been sent separately to members. This strategy will focus on three key areas: awareness, engagement and conversion. Raising awareness with potential members and clients, engaging more effectively with them and succeeding in converting this into new members and new clients.

The key activities will be to continue the enhanced activity in social media, with a particular focus on Linked In, work on developing more relevant and engaging events

with partners and other organisations and improving both internal and external communications to develop a growing and more connected network.

Given the improvement in our marketing efforts since the deployment of Rosanne Bourque as our Marketing Office, the proposal requires the continued engagement of Rosanne on a shared basis with Yulex and an annual budget of around €19,000 to cover all costs. It was recognised, however, that in the light of our developing network and the addition of a number of new members, it was sensible to seek input again from members to the strategy and so it was proposed to put forward a budget of up to €11,000 for the period up to the next General Meeting and report back at that stage following further consultation with members. This proposal was accepted by members.

9. FINANCE - TREASURER'S REPORT

The Treasurer referred to the Treasurer's Report which is attached to these minutes (*Attachment 4*).

He highlighted that he had seen a good response recently to requests for payment of the last (delayed) invoices and also pointed out that the next invoices would be issued in June, to bring us back into the usual invoicing cycle.

The Treasurer also reported that subject to the expected income from member subscriptions, the finances remain in good condition with no working capital issues and that the marketing and other budgetary items agreed today are within acceptable tolerance levels.

10. INTELLECTUAL PROPERTY OF INTERLEGAL

Àdám Boóc summarised the current and recent activity since the last meeting to implement the Intellectual Property Action Plan. He referred to his recent report which has been circulated to all members which focuses on the need for vigilance from existing members and to have a focus on target jurisdictions and jurisdictions where we have new members.

Registrations have recently been actioned successfully in Thailand and now is underway in India with the support of Uday Ahlawat. Activity has also been undertaken in Portugal to defend the use of our trademark with the support of João Paulo Menezes Falcão, which we anticipate will be successful.

11. PAID OFFICER

The Officer's Report was tabled and is attached to these minutes as *Attachment 5*.

The Officer provided an update on activity in the last year including support for the activity of the Executive and Marketing Committees, management of the new membership processes and internal and external liaison.

He updated the members on the outcome of the submission for listing in Chambers and that Interlegal has been advised that they are unlikely to receive a listing until significantly more members are listed in their own right. The Executive Committee has therefore determined to pursue other activity to raise the profile of the network as reflected in our marketing plans.

He thanked the members and the Executive Committee for their support and also endorsed the support provided by the Marketing Officer, Rosanne Bourque.

12. EAI (EURAAUDIT), FICAC and Praxi Alliance

The President reported that we continue to work closely with EuraAudit (now known as EAI) and this is moving forward with collaboration on events and also in the project to publish a second volume of the Joint Book. In addition he confirmed that EAI had accepted the proposal to pay €5,000 as a voluntary contribution to the losses incurred in the Luxembourg joint meeting held in 2018. This payment has been made and the matter is now closed.

Our Secretary and President have been discussing with EAI how to make future joint meetings more effective for both parties. The Secretary reported that good progress has been made with this with agreement in most areas on the basis of separate business meetings held in parallel with opportunities for networking and relationship building and maintaining the unique and separate traditions of each network and also where possible separate costs.

Interlegal continues to work with FICAC and the President thanked Nikolaos Margaropoulos for his support for our collaboration. We are grateful also for the opportunity to benefit from joining FICAC in meetings and webinars. We look forward to the outcome of the activity to develop webinar, video and related material of interest to FICAC members as reported in the marketing activity.

The President updated on developments with Praxi Alliance. This is a network of Search & Selection and recruitment firms who are interested in a collaboration with Interlegal. Praxi Alliance is of similar size to Interlegal and is structured in a similar way and with similar values. The main difference is that it is also partly funded through referrals between member firms. Meetings have been held with members of their management committee and also between members located in the same countries. Feedback so far has been positive and we will continue to keep members updated.

13. ELECTIONS

Dr Gabriele Brand-Ogris was elected as President.

Uday Ahlawat was elected as Vice-President.

Alexandre Dupont was elected as Past President.

14. PROPOSED VENUE AND DATE OF NEXT MEETING

Following the apparent success of this video and previous meetings and in the light of the expected continuation of restrictions on international travel for the remainder of the year, it is expected that we will hold a similar General Meeting by video conference again in the autumn this year.

15. FUTURE MEETINGS

This will be considered in a future meeting when we have more clarity about future international travel conditions.

16. ANY OTHER BUSINESS

There was no other business discussed in the General Assembly.

Steffen Lorscheider
Secretary
7 June 2021