



INTERNATIONAL ASSOCIATION
OF YOUNG LAWYERS

Pre-Congress Seminar prior to the 51st AIJA Annual Congress in Buenos Aires



Dos and Dont's of Doing Business in Latin America
17 September 2013

Imagine doing business in the once again New World, a diverse land of new markets, new opportunities and for some, of new beginnings. Let us guide you through the process of understanding the Latin American Market, envisioning the main aspects of the legal regime, the business environment and investment opportunities. Latin America has diverse cultures, vast geography, important natural resources and a more stable political environment with economies booming, making it a land of multiple openings. In addition, these legal regimes are more and more open to foreign investments, with many areas to privatize and the expertise that local, foreign and multinational organizations can provide has great prospects.

Let's experience the entrance to this new market together by exploring the cases we have prepared for you!

9.00 - 10.30 **Panel 1 - Understanding the Latin American Market: Business Environment and Investment Opportunities**

Moderation: **Renata Antiquera** (Stüssi-Neves Advogados, *Brasil*)

1. Political environment and stability
2. Current Status of Integration of Investor Protection in Latin America
3. Privatization of core areas - Investment opportunities e.g. in the energy sector (electricity etc)

Panellists:

- ✓ Frank Boyle, Estudio Muniz, *Peru*
- ✓ Roberto Luzi Crivellini, Mercanti Dorio e Associati, *Italy*
- ✓ Alejandro Gorbato, Gorbato Abogados, *Argentina*
- ✓ Luis Uriel Perez Delgado, Goodrich Riquelme y Asociados, *Mexico*

11.00 - 12.30 **Panel 2 - Entering a New Market**

Opening Remarks/Moderation: **Birgit Beyerlein** (Brödermann Jahn Rechtsanwaltsgesellschaft mbH, *Germany*),
Justus Jansen (Brödermann Jahn Rechtsanwaltsgesellschaft mbH, *Germany*)

- ✓ Martin Oesch (Barry Callebaut AG, *Switzerland*) – *Business Lessons learned*
- ✓ Marco Deluigi (Castro, Barros, Sobral, Gomes, *Brasil*), *Agency / Distribution – Requirements and hurdles from a foreigners perspective*
- ✓ Alexander von Saucken (Roxin Rechtsanwälte LLP, *Germany*) – *A Case Study on Investment Protection – Siemens vs. Argentina*
- ✓ Minglei Wu (Yingke Law Firm, *USA*) – *Latin American Market from the Chinese Investors' Point of View*

14.00 - 15.30 **Panel 3 - Investing in Strategic Areas: Mining, Oil and Gas**

Moderation: **Frank Boyle** (Muniz Law, *Peru*)

1. Mining after years without regulation: new understanding of cleaner technologies, environmental protection - overview of changes and barriers, which are of legislative, technologic, and economic nature
2. Oil
3. Gas

Panellists:

- ✓ Jennifer Maxwell (Blakes, Cassels & Greydon, *UK*)
- ✓ Helen Gaudio Valente Figurelli (Castro, Barros, Sobral, Gomes Advogados, *Brazil*)
- ✓ Katarzyna Dunin-Borkowski (Barrios & Fuentes Abogados, *Peru*)
- ✓ Ignacio Santamaria (Lloreda Camacho & Co., *Colombia*)



INTERNATIONAL ASSOCIATION
OF YOUNG LAWYERS

Pre-Congress Seminar prior to the 51st AIJA Annual Congress in Buenos Aires



Dos and Dont's of Doing Business in Latin America
17 September 2013

- ✓ Carlos Moran (from Goodrich Riquelme y Asociados AC, Mexico)

16.00 - 17.30 Panel 4 - Mock Cases

Moderation: **Joe Raeber** (Zwicky Windlin and Partner, Switzerland)

Panellists:

- ✓ Pedro Garcia (Veirano Advogados, Brazil), Jennifer Maxwell (Blake, Cassels & Graydon LLP, UK)
- ✓ Martin Oesch (Barry Callebaut AG, Switzerland), Marco Ferreira Orlandi (Bocuzzi Advogados, Brazil)

COMMISSION: International Business Law Commission (IBLC)

Organising Committee and Work Coordinators of the Pre-Seminar:

Renata Antiquera (*Stüssi-Neves Advogados, Brasil*), Birgit Beyerlein (*Brödermann Jahn Rechtsanwaltsgesellschaft mbH, Germany*), Frank Boyle (*Muniz Law, Peru*), Gretel Ciniglio (*Fabrega, Molino, Mulino, Panama*), Cristian Elbert (*EVA Elbert, Vagedes Abogados, Argentina*), Justus Jansen (*Brödermann Jahn Rechtsanwaltsgesellschaft mbH, Germany*), Joe Raeber (*Zwicky Windlin and Partner, Switzerland*)



INTERNATIONAL ASSOCIATION
OF YOUNG LAWYERS

Pre-Congress Seminar prior to the 51st AIJA Annual Congress in Buenos Aires



*Dos and Dont's of Doing Business in Latin America
17 September 2013*

REGISTRATION FORM - FORMULAIRE D'INSCRIPTION

Return to – A retourner à :
Sue Percy - Judy Lane Consulting (JLC)
P O Box 5098, Broadstone BH18 9WG, UK
Tel: +44 (0)1202 699488 Fax: +44 (0)870 429 2125 e-mail : office@judylaneconsulting.com

DELEGATES PERSONAL DETAILS – IDENTIFICATION

Please Print Clearly - Caractères imprimés

Title – Titre Mr – M. Mrs – Mme Ms – Mlle Other (eg Dr, Prof etc)

Family name - Nom _____
(to appear on badge and list of participants / qui apparaîtra sur le badge et la liste des participants)

First name - Prénom _____
(to appear on badge and list of participants / qui apparaîtra sur le badge et la liste des participants)

Firm/Company/Institution – Cabinet/Société _____

Address – Adresse _____

City - Ville _____ State (if applicable) _____

Country – Pays _____ Postcode – Code Postal _____

Tel _____ Fax _____ Email _____

Dietary Requirements – Exigences Diététiques _____

REGISTRATION FEES – INSCRIPTION

Please note attendance at the Seminar is not included in the Congress registration fees but you may register for the Seminar without registering for the Congress – Les frais du séminaire ne sont pas compris dans les droits d'inscription au congrès mais vous avez la possibilité de vous inscrire au séminaire uniquement

Pre-congress Seminar Séminaire Pré-congrès	Before/Avant 30.06.2013	30.06 to 31.07.2013 Entre le 30.06 et le 31.07.2013	After 31.07 and on site Après le 31.07 et sur place	TOTAL
If registering and paying for the full congress En cas d'enregistrement complet au séminaire	USD 195	USD 265	USD 335	
Pre-congress Seminar only Séminaire Pré-congrès uniquement	USD 380	USD 450	USD 520	
TOTAL REGISTRATION FEE TOTAL DROITS D'INSCRIPTION				USD \$



INTERNATIONAL ASSOCIATION
OF YOUNG LAWYERS

Pre-Congress Seminar prior to the 51st AIJA Annual Congress in Buenos Aires



*Dos and Dont's of Doing Business in Latin America
17 September 2013*

PAYMENT - PAIEMENT

TOTAL FEES DUE : **USD**

PAYMENT METHODS

OPTION 1: Credit Card – Carte de credit (VISA/MASTERCARD ONLY ACCEPTED)
(PLEASE PRINT CLEARLY) – VEUILLEZ ECRIRE LISIBLEMENT

Visa Mastercard

Number Expiry Date / Security code

Name of cardholder (as it appears on the card) / Nom du titulaire de la carte

OPTION 2 : Bank Transfer – Transfert bancaire

Send me an invoice with bank details – envoyez-moi une facture avec les coordonnées bancaires

CHEQUES/BANK DRAFTS ARE NOT ACCEPTED – NOUS N'ACCEPTONS PAS LES CHEQUES

Cancellation/Substitution of Registration

Any cancellation must be sent in writing to JLC (office@judylaneconsulting.com) by 6 August in order for fees to be refunded. A 20% administration charge will be deducted from the registration fees paid. No fees can be refunded after this date. A delegate can be substituted in writing at any time without charge.

By registering I accept the general terms and conditions and I accept that my registration is considered binding immediately, but participation to the event is possible only after full payment of the registration fee (tick box)

En m'inscrivant, j'accepte les conditions générales et suis immédiatement engagé mais ma participation au congrès ne sera possible qu'après paiement des frais d'inscriptions (voir les cases cochées)

Signature _____

Date ... / ... / 2013