



INTERNATIONAL ASSOCIATION OF YOUNG LAWYERS



17-19 March 2011 | **LIMA**

Peru

**BUSINESS OPPORTUNITIES
IN LATIN AMERICA**



With the support of



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Introduction

The International Business Law Commission is proud to invite you to participate in the Seminar “Business Opportunities in Latin America”. This will be AIJA’s first event totally dedicated to Latin America, a vast region with different cultures and economies.

Latin America has immense possibilities of investments in various industries, a significant growing market, and abundant natural resources and mineral assets. Political and economic stability is a reality and it is no surprise that the region is currently attracting a lot of investments.

Whether your company or your client wish to invest directly or indirectly in the region, the Seminar will give you an overview on how to do business in many Latin American countries, as Argentina, Brazil, Chile, Colombia, Dominican Republic, Mexico, Paraguay, Peru, and Uruguay. By the end of the Seminar you will have a better understanding of the

region’s peculiarities and will be better prepared to start your business or to help your client start his business in Latin America.

The Seminar will also be a great opportunity to network with fellow legal professionals from various countries in the region and to exchange impressions and experiences on the investments and their legal challenges. If you are not a member of AIJA yet, come and experience the AIJA friendliness, hospitality, and high standard scientific program.

A visit to Lima will give you an opportunity to get to know one of the most interesting cities in the region. Enjoy its culture, its heritage, colonial architecture, and do not forget to taste one of the best cuisines in the world.

AIJA and the Organizing Committee are looking forward to welcoming you in beautiful Peru.

AIJA IS THE ONLY GLOBAL ASSOCIATION DEVOTED TO LAWYERS AND INHOUSE COUNSEL AGED 45 AND UNDER. AIJA, THROUGH A WIDE RANGE OF MEETINGS, SEMINARS, LAW COURSES AND ADVOCACY, PROMOTES PROFESSIONAL COOPERATION AND FRIENDSHIP AMONG YOUNG, CAREER BUILDING LEGAL PROFESSIONALS AROUND THE WORLD.

INTRIGUED BY ISSUES ON THE CUTTING EDGE OF INTERNATIONAL LAW? INTERESTED TO BUILD AN INTERNATIONAL PRACTICE? EAGER NOT ONLY TO BECOME PART OF A NETWORK OF THOUSANDS OF CAREER BUILDING LAWYERS AND INHOUSE COUNSEL FROM ALL OVER THE WORLD BUT ALSO, WITH A LITTLE EFFORT, TO BECOME THEIR FRIENDS? KEEN TO GO TO SEMINARS RUN BY ENTHUSIASTIC PROFESSIONALS WHO WILL SHARE THEIR IDEAS AND INVOLVE YOU IN DISCUSSIONS ON THE LATEST DEVELOPMENTS IN LAW AND BUSINESS? THEN AIJA IS YOUR ASSOCIATION.

AIJA GIVES LEGAL PROFESSIONALS AN EXCELLENT OPPORTUNITY TO CONTRIBUTE TO IMPORTANT TOPICS CONCERNING THE PROFESSION IN AN INTERNATIONAL ENVIRONMENT. WITHIN AIJA, LAWYERS AND INHOUSE COUNSEL CAN SHARE VIEWS AND EXPERIENCES WITH OTHER COLLEAGUES FROM AROUND THE WORLD AND ENHANCE THEIR PROFESSIONAL SKILLS. WE FOCUS NOT ONLY ON LEGAL SKILLS BUT EQUALLY IMPORTANTLY ON CONTRIBUTING TO THE BROADER PROFESSIONAL DEVELOPMENT OF OUR MEMBERS WHICH IS OF PARAMOUNT IMPORTANCE TO THE 21ST CENTURY LAWYER AND INCLUDES NEGOTIATION AND MANAGEMENT SKILLS AND THE ABILITY TO WORK IN A MULTI-CULTURAL ENVIRONMENT. BY JOINING AIJA YOU WILL BENEFIT FROM THE INPUT OF AND DISCUSSIONS WITH COLLEAGUES ON AN EQUAL FOOTING. WE DO NOT “LECTURE” – WE “SHARE, LEARN AND BENEFIT”.

DEFENDING THOSE PRINCIPLES, WHICH ARE AN INTRICATE PART OF THE LEGAL PROFESSION WORLDWIDE, AIJA IS ALSO COMMITTED TO THE DEFENCE OF HUMAN RIGHTS AND THE SOCIAL RESPONSIBILITY OF LEGAL PROFESSIONALS.



Programme

Thursday, 17th March 2011

20.00 Welcome cocktail at NM Lima Hotel

Friday, 18th March 2011

8.30 Registration

9.00 **Welcome address**

by **Alessandra Tarissi de Jacobis**, President of AIJA

9.10 **Introduction to the seminar**

Mauricio Olaya (Estudio Muñiz, Lima, Peru)

9.20 **Establishing a Business in Latin America: Newco or Joint Venture? Advantages and Risks.**

Renata Antiquera (Stüssi-Neves Advogados, São Paulo, Brazil)

Manuel Barrios (Gallo Barrios Pickmann, Abogados, Lima, Peru)

Ricardo Chacón Lopez-Velarde (Chacón & Rodríguez, S.C., Mexico City, Mexico)

Cristobal Porzio (Porzio, Rios y Asociados / Prieto y Cia, Santiago, Chile)

Guillermo Nudenberg (Raguza, Nudenberg, Buenos Aires, Argentina)

11.00 Coffee Break

11.20 **Structuring Joint Ventures in Latin America from the non-Latin American Investor's Perspective**

Eric Kuhn and **Kathleen Kundar** (Fox Horan Camerini LLP, New York City, USA)

12.30 Lunch at the Hotel

14.00 **Overview of Taxation in the region**

Moderator: **Otavio Carneiro** (Veirano Advogados, Rio de Janeiro, Brazil)

Henrique Corredor Barbosa (Stüssi-Neves Advogados, Rio de Janeiro, Brazil)

Juan Sebastian Torres (Lloreda Camacho & CO Abogados, Bogotá, Colombia)

Fernando Castro (Estudio Muñiz, Lima, Peru)

Rosario Huet (Goodrich, Riquelme y Asociados, city, Mexico)

Barbara Roca (Elbert Forino Vagedes Abogados, Buenos Aires, Argentina)

15.15 **World Trade Organization Disputes involving Latin American Countries**

Frank Boyle (Estudio Muñiz, Lima, Peru)

Carla Junqueira (BKBG Advogados, São Paulo, Brazil)

16.15 Coffee break

16.30 **Distribution and Agency Agreements – What is the best solution for my company?**

Moderator: **Renata Antiquera** (Stüssi-Neves Advogados, São Paulo, Brazil)

Felipe Katz de Castro (Katz Advogados, São Paulo, Brazil)

Jose Miguel Algorta (Estudio Algorta, Montevideo, Uruguay)

Roberto Moreno Rodríguez (Moreno Ruffinelli & Asociados, Assuncion, Paraguay)

Mauricio Jaramillo (Gomez-Pinzon Zuleta, Bogota, Colombia)

Juan Manuel Cáceres (Troncoso Y Cáceres, Santo Domingo, Dominican Republic)

17.45 End of the first scientific day

20.00 Dinner at Rosa Nautica

Saturday, 19th March 2011

9.00 **Investment of Junior Mining Companies in Latin America**

Moderator: **Leopoldo Pagotto** (Xavier, Bernardes e Bragança Sociedade de Advogados, São Paulo, Brazil)

Fernando Pickmann (Gallo Barrios Pickmann Abogados, Lima, Peru)

Ignacio Santamaría (Lloreda Camacho & CO Abogados, Bogotá, Colombia)

Maximiliano D'Auro (Estudio Baccar Varela, Buenos Aires, Argentina)

Pedro García (Veirano Advogados, Rio de Janeiro, Brazil)

Jorge Sánchez (Goodrich Riquelme y Asociados, Mexico City, Mexico)

10.45 Coffee break

11.00 **Panel - Labour**

What's my Labor Liability When I Purchase a Company? Will an Asset Deal Be a solution?

Eduardo Urrejola (Urrejola y Cia., Santiago, Chile)

Ana Paula Mesquita Barros (Mesquita Barros Advogados, São Paulo, Brazil)

Cecilia Guzman-Barron (Gallo Barrios Pickmann Abogados, Lima, Peru)

Javiera Medina (Basham Ringe y Correa, Mexico City, Mexico)

How much does an Employee actually cost my company in the various jurisdictions?

12.20 **Intellectual Property – Is my firm protected?**

Moderator: **Leopoldo Pagotto** (Xavier, Bernardes e Bragança Sociedade de Advogados, São Paulo, Brazil)

Cristobal Porzio (Porzio, Rios y Asociados / Prieto y Cia, Santiago, Chile)

Other Speakers to be confirmed

13.40 End of seminar, Lunch at the Hotel

Administration

Venue of the Seminar

NM LIMA HOTEL

Av. Felipe Pardo y Aliaga 300, SAN ISIDRO

Telf: +511 612 1000, ext.: 1007 for reservations.

reservas@nmlimahotel.com

Language – Number of participants – Cancellation

The seminars will be held in English without simultaneous translation. The number of participants is limited. Enrolment takes place on a first-come, first-served basis. The organisers reserve the right to cancel or modify each of the seminars. In this case neither the organizers nor their representatives will be liable for any loss incurred by any participant, nor will they refund any money paid to them in connection with the event. A participant, who cannot attend, may send a substitute participant without cost. Should you need to cancel your participation, please inform JLC in writing (office@judylaneconsulting.com). The following terms and conditions apply:

A cancellation of participation will be handled as follows provided the cancellation has been timely sent to AIJA in writing:

- **Up to Feb 12:** Refund of 100% of the registration fees paid deducted by an administrative fee of 60 USD
- **Between Feb 12 to March 1st:** Refund of 50% of the registration fee paid deducted by an administrative fee of 60 USD
- **After March 1st:** No further refund

In order to avoid problems with refunds, we strongly advise those who require a visa to register as early as possible.

Please note that in the event of any cancellation or no-shows, rooms will be at charge of the participant.

Registration Fees

	< 28.02.2011	>= 28.02.2011
Speaker	USD 410	USD 410
AIJA/IABA member < 35	USD 410	USD 535
AIJA/IABA member >=35	USD 475	USD 535
Non AIJA/IABA member	USD 535	USD 610
Accompanying person	USD 150	USD 150

The **registration fee** includes attendance at the seminar, documentation, coffee breaks and lunches, cocktails and dinner on Friday.

The accompanying persons' fee includes cocktail and dinner on Friday.

Registration will only be effective after payment.

Payment should be transferred in USD with no cost to the organisers to the following account:

ING – Agence Cavell – Rue Edith Cavell 32 – Uccle – Belgium

Account number: 363-0708347-93

IBAN: BE98 3630 7083 4793

SWIFT: BBRU BE BB

Ref: "AIJA LIMA + name of the participant"

Accommodation

Accommodation is not included in the registration fee. A limited number of rooms have been reserved at special rates at the hotel conditions indicated below.

NM LIMA HOTEL

Av. Felipe Pardo y Aliaga 300, SAN ISIDRO

Telf: +511 612 1000, ext.: 1007 for reservations.

reservas@nmlimahotel.com

Single Room: USD 99.00 per night / Double Room: USD 109.00 night (plus 10% services tax and VAT 19%).

Some VAT exceptions may apply.

Reservations must be made with the hotel directly until **17 February 2011**. Special Reservation Number for AIJA: **97202** (Código de Reserva Grupal). Any cancellation or no-show at the hotel are in the sole responsibility of the participant.

Dress code: Business (working sessions) or smart casual (evening program).

AIJA has implemented a scholarship program for young lawyers below 35 years. For details about qualification for such scholarship please refer to the AIJA website www.aija.org and/or the AIJA office.



REGISTRATION FORM

LIMA: 17-19.03.2011



INTERNATIONAL ASSOCIATION OF YOUNG LAWYERS

To be returned before **28.02.2011**:

Judy Lane Consulting (JLC) – Attn Sue Percy – P O Box 5098 – Broadstone BH18 9WG – Dorset, UK

Tel: +44 (0)1202 699 488 – Fax: +44 (0)870 429 2125 – Email: office@judylaneconsulting.com. Or register online at www.aija.org

Complete in block capitals or attach a business card.

Name

Law firm

Address

Zip Code City

Telephone Fax:

E-mail Website:

Date of birth Gender: M F

Accompanying person(s) First AIJA Event? Yes No

AIJA Member – IABA Member: Nr Special dietary requirements:

Delegate / Participant Acc. pers

Registration Fees

Speaker USD 410 < 28.02.2011 >= 28.02.2011 USD 410 USD

AIJA/IABA member < 35 USD 410 USD 535 USD

AIJA/IABA member >= 35 USD 475 USD 535 USD

Non AIJA/IABA member USD 535 USD 610 USD

Accompanying person USD 150 USD 150 USD

Optional / Facultatif:

Thursday Get together dinner PAYMENT ON THE SPOT

Saturday dinner PAYMENT ON THE SPOT

Donation to / à SOS Avocats USD

Donation to / à Scholarship Fund USD

TOTAL USD

I attach proof of payment by bank transfer at no charges for the payee at the account N°:

ING – Agence Cavell – Rue Edith Cavell 32 – Uccle – Belgium

Account number: 363-0708347-93 – IBAN: BE98 3630 7083 4793 – SWIFT: BBRU BE BB

Ref: "AIJA LIMA + name of the participant"

No cheques – No bank drafts

PAYMENT VISA / MASTERCARD

I authorise AIJA to debit my credit card (Visa/Mastercard/) with the amount of USD (+ 25 USD for bank costs/registration)

Credit card Number: Exp. Date :

Security Code:

(3 last digits, printed at the back of your credit card under the signature panel).

Cancellation: read carefully the cancellation policy in the administration section

Accommodation: Hotel reservations must be made directly with the hotels before **28 February 2011**

Yes No Full authorization to print my details on the list of participants

Yes No Full authorization to forward my details to a sponsor

Date Signature

ORGANIZING COMMITTEE

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Peru

[Young lawyers of every country stand together. They intend to defend those principles which are common and which they consider to be indivisible from the notion of justice and law]

AIJA, Declaration of Athens. Adopted, August 27, 1966.

