

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



Dos and Don'ts 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, Brazil*)

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)

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*)

1. Martin Oesch (*Barry Callebaut AG, Switzerland*) – *Business Lessons learned*
2. Marco Deluiggi (*Castro, Barros, Sobral, Gomes, Brazil*), *Agency / Distribution – Requirements and hurdles from a foreigners perspective*
3. Alexander von Saucken (*Roxin Rechtsanwälte LLP, Germany*) – *A Case Study on Investment Protection – Siemens vs. Argentina*

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

Moderation: **Frank Boyle** (*Estudio Muñiz, Peru*)

Panellists: Helen Valente (*CSBG, Brazil*), **Otavio Carneiro** (*Veirano Advogados, Brazil*)

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

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*)

Panellists: Martin Oesch (*Barry Callebaut AG, Switzerland*), Marco Ferreira Orlandi (*Boccuzzi 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 (*Estudio Muñiz, 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

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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 | < 30.06.2013 | 30.06 - 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 \$ |



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PAYMENT - PAIEMENT

Pre-Registration Fees Paid and Received: USD ____ (*applicable only if you have pre-registered, paid and been notified of USD300 payment – Seulement d'application si vous vous êtes préenregistrés et que vous payé les 300 dollars de pré-inscription*)

TOTAL FEES DUE : USD (*see previous registration fee page, vérifiez les droits d'inscription sur la page précédente*)

- By registering I accept the general terms and conditions. Tick the box.
En m'inscrivant j'accepte les conditions générales de vente et d'annulation. Cochez la case.

OPTION 1

Credit Card – Carte de crédit (ONLY VISA AND MASTERCARD ARE ACCEPTED)

- 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

- Please send me an invoice with the bank details - Envoyez-moi la facture avec les coordonnées bancaires

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

ANY FURTHER INFORMATION NEEDED?

Anne Degimbe

Office and Events Manager

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