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 Rechtsanwaltsgeellschaft mbH, Germany), Justus Jansen (Brödermann Jahn Rechtsanwaltsgeellschaft 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 foreigner’s 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)
Pre-Congress Seminar
prior to the 51st AIJA Annual Congress
in Buenos Aires

Dos and Don’t’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 (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 (Muniz Law, Peru), Gretel Ciniglio (Fabrega, Molino, Mulino, Panama), Cristian Elbert (EVA Elbert, Vagedes Abogados, Argentina), Justus Jansen (Brödermann Jahn Rechtsanwaltsgeellschaft mbH, Germany), Joe Raeber (Zwicky Windlin and Partner, Switzerland)
Pre-Congress Seminar
prior to the 51st AIJA Annual Congress
in Buenos Aires

Dos and Don’t’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

<table>
<thead>
<tr>
<th></th>
<th>Before/Avant 30.06.2013</th>
<th>30.06 to 31.07.2013</th>
<th>After 31.07 and on site</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pre-congress Seminar</td>
<td>USD 195</td>
<td>USD 265</td>
<td>USD 335</td>
<td></td>
</tr>
<tr>
<td>Pre-congress Seminar only</td>
<td>USD 380</td>
<td>USD 450</td>
<td>USD 520</td>
<td></td>
</tr>
<tr>
<td>TOTAL REGISTRATION FEE</td>
<td></td>
<td></td>
<td></td>
<td>USD $</td>
</tr>
</tbody>
</table>

TOTAL DROITS D’INSCRIPTION
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

PAYMENT - PAIEMENT

TOTAL FEES DUE: USD

PAYMENT METHODS

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

☐ Visa ☐ Mastercard

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