



# 13<sup>TH</sup> ICC MIAMI CONFERENCE

INTERNATIONAL ARBITRATION IN LATIN AMERICA

**1-3 NOVEMBER 2015**

**Miami**

ICC's annual Miami conference is the key forum for understanding international commercial arbitration in Latin America. Under the theme of **"Tooling up for International Arbitration"**, this year's edition will feature a series of roundtables, plenaries and discussions, led by top-class speakers. The conference attracts more than 400 participants representing about 30 nationalities.

## EARN UP TO

20.75 CLE credits\* 17 CPD hours  
17.25 MCLE credits\* 17.CNB hours\*

## Who should attend?

- Practicing lawyers
- Academics
- Arbitrators, mediators
- Corporate counsel
- Professionals interested in and/or involved in international arbitration in Latin America and the Caribbean.

## ICC INSTITUTE ADVANCED TRAINING

PRODUCTION  
OF DOCUMENTS

**1 NOVEMBER**

This training will provide participants with practical insights on how to manage production of documents in international arbitration.

## ADVANCED LEVEL TRAINING: PRODUCTION OF DOCUMENTS SUNDAY 1 NOVEMBER 2015

### › TOPICS WILL INCLUDE:

- Thinking strategically about the document production process
- Party-promulgated document requests — how to draft effective requests and objections
- Electronic documents — unique challenges and opportunities
- Protecting legal privileges and commercial confidences
- Non-party documents — techniques to get them if you need them

“ THIS CONFERENCE IS *THE* CONFERENCE TO ATTEND TO LEARN, NETWORK, SEE AND BE SEEN AS FAR AS INTERNATIONAL ARBITRATION IN LATIN AMERICA IS CONCERNED. ”

— Elena Gutierrez, Corte de Arbitraje de Madrid, Spain

# CONFERENCE: TOOLING UP FOR INTERNATIONAL ARBITRATION

## DAY 1 SUNDAY 1 NOVEMBER

18.00-20.00 > COCKTAIL RECEPTION

## DAY 2 MONDAY 2 NOVEMBER

08:00-09:00 > REGISTRATION

09.00-09.30 > WELCOME ADDRESS AND OPENING KEYNOTE SPEECH

**Katherine González Arrocha**, Director for the Americas, Arbitration & ADR, ICC International Court of Arbitration, Panama City

**Alexis Mourre**, President, ICC International Court of Arbitration, Paris

09.30-11.30 > OPENING ROUNDTABLE: PANORAMA OF LATIN AMERICA

- 15 years of DR-CAFTA: Lessons learned
- Mexico's energy reform and its impact on Mexico as a seat of arbitration
- Latin America under construction: major infrastructure projects in Panama, Colombia and Brazil and its impact in alternative dispute resolution
- Europe's debate on ISDS: will it influence Latin America?
- An overview of the latest legal developments: Peru and beyond

**Bernardo Cremades** (Chair), Senior Partner, Cremades & Associates, Spain; Council Member, ICC Institute of World Business Law

**Natale Amprimo Plá**, Founding Partner, Amprimo & Flury Abogados, Peru

**Cecilia Azar Manzur**, Partner, Paramo y Azar, Mexico

**Lauro Gama Jr.**, President, Brazilian Arbitration Committee (CBAr), Brazil; Partner, Binenbojm, Gama & Carvalho Britto

**Carole Malinvaud**, Partner, Gide Loyrette Nouel, France

**Rodrigo Oreamuno Blanco**, Partner, Facio & Cañas, Costa Rica

12.00-13.30 > TOOLS FOR COMPREHENSIVE DISPUTE RESOLUTION

- Empowering in-house counsel to take control of their arbitration: from guidelines to practice
- Making good use of the new ICC expert rules
- Rethinking multi-tier dispute resolution: effective use of mediation and dispute boards
- Taking awards on costs seriously: a look at the newly released ICC Commission's report on decisions on costs

**Andrea Carlevaris** (Chair), Secretary General, ICC International Court of Arbitration; Director, ICC Dispute Resolution Services, Paris

**Gaela Gehring Flores**, Partner, Arnold & Porter LLP, Washington DC, United States

**Patricio Grané**, Partner, Volterra Fietta, United Kingdom

**Alejandro Linares**, General Counsel, Ecopetrol, Colombia

13:30-15.00 > LUNCH

15.00-18.00 > CONCURRENT TECHNICAL SESSIONS

### BANKING AND FINANCE DISPUTES

#### First session

- Arbitration in derivatives and structured finance  
**Patricia Peterson** (Chair), Counsel, Linklaters LLP, France; Member, ICC Institute of World Business Law

**Grant Hanessian**, Partner, Baker & McKenzie, New York, United States

**Howard Zelbo**, Partner, Cleary Gottlieb Steen and Hamilton LLP, New York, United States

#### Second session

- Arbitration in international financing  
**Patricia Peterson** (Chair), Counsel, Linklaters LLP, France; Member, ICC Institute of World Business Law
- Diego Gosis**, Of Counsel, Gomm & Smith, United States; Member, ICC Institute of World Business Law

### ENERGY DISPUTES

#### First session

- Joint operation agreement disputes  
**Elizabeth Eljuri** (Chair), Partner & Head of Latin America, Norton Rose Fulbright, Venezuela

**John P Bowman**, Partner, King & Spalding, Houston, United States

**Tom Sikora**, Counsel, International Disputes Group, Exxon Mobil Corporation, Houston, United States

#### Second session

- Take or pay gas sales disputes  
**Elizabeth Eljuri** (Chair), Partner, Head of Latin America, Norton Rose Fulbright, Venezuela
- José A. Martínez de Hoz**, Partner, PAGBAM, Buenos Aires, Argentina

20.00 > DINNER

## DAY 3 TUESDAY 3 NOVEMBER

08.00-09.15 > **ICC/ARBITRALWOMEN BREAKFAST (OPTIONAL)**

- “Unconscious Bias in International Arbitration” (in English only, space is limited)

09.30-11.00 > **THE LAW AS A PRIMARY TOOL**

- Revisiting the law and rules applicable to the arbitration agreement and jurisdictional issues in view of latest case law
- The law applicable to ancillary issues: incorporation of companies, powers of attorney and other issues of representation
- The law applicable to the standard of proof and evaluation of evidence
- Laws potentially relevant in cases involving States

**Bernardo Wayar** (Chair), Executive Director, Wayar y Von Borries Abogados, Bolivia  
**Juan Pablo Cárdenas Mejía**, Arbitrator; Professor of Contracts, Colombia  
**Mélida Hodgson**, Partner, Foley Hoag LLP, Washington DC United States; Member, ICC Institute of World Business Law  
**Rodrigo Zamora Etcharren**, Partner, Bufete Zamora Pierce, Mexico

11.30-13.00 > **TOOLS FOR ADDRESSING ETHICAL BEHAVIOR ISSUES**

- Increase in the use of questionnaires, detectives and challenges against arbitrators: the good, the bad and the ugly
- Recourses against arbitral awards: everything goes?
- In-house counsel: which rules they abide by?
- The New IBA Guidelines on conflict of interest: a one year assessment

**Cristián Conejero Roos** (Chair), Partner, Philippi, Yrarrazaval, Pulido & Brunner, Chile  
**Paola Bruzzone**, In-house Counsel, Falabella, Chile  
**Paul Friedland**, Partner and Global Head, International Arbitration Practice Group, White & Case LLP, New York, United States  
**Alejandro López Ortiz**, Partner, Mayer Brown LLP, Paris, France  
**Ana Serra E Moura**, Counsel, ICC International Court of Arbitration, Paris

13.00-14.30 > **LUNCH**14.30-16.30 > **TOOLS FOR URGENT AND PRELIMINARY RELIEF IN INTERNATIONAL ARBITRATION: A MOCK CASE CLOSING SESSION**

- 1<sup>st</sup> Scenario – The negotiation of the arbitration agreement between the parties
- 2<sup>nd</sup> Scenario – Counsel to Claimant Party: what option to choose when the dispute arises: the Emergency Arbitrator, State Courts, wait for the Arbitral Tribunal, all of the above?
- 3<sup>rd</sup> Scenario – The case before the Emergency Arbitrator
- 4<sup>th</sup> Scenario – Counsel to Responding Party: to comply or not to comply?
- 5<sup>th</sup> Scenario – The case before the Arbitral Tribunal

**José Ricardo Feris** (Chair), Deputy Secretary General, ICC International Court of Arbitration, Paris  
**David Arias**, Partner, Arias SLP, Spain; Member, ICC Institute of World Business Law  
**Flávia Bittar**, Partner & Co-Head, Arbitration Team, Grebler, Advogados, Brazil; Vice-President, Brazilian Arbitration Committee (CBAR)  
**Carmen Martínez Lopez**, Partner, Three Crowns, United Kingdom  
**Humberto Saéñz Marinero**, Partner, Saéñz & Asociados, El Salvador  
**Santiago Soría**, Partner, Marval, O’Farrell & Mairal, Argentina  
**María Del Carmen Tovar Gil**, Partner, Estudio Echeopar Abogados – Baker & McKenzie International, Peru

16.30-16.45 > **CLOSING REMARKS**

**Andrea Carlevaris**, Secretary General, ICC International Court of Arbitration; Director, ICC Dispute Resolution Services, Paris  
**Katherine González Arrocha**, Director for the Americas, Arbitration & ADR, ICC International Court of Arbitration, Panama City

# LOGISTICAL NOTE

## > VENUE

The Mandarin Oriental, 500 Brickell Key Drive, Miami, Florida

## > REGISTRATION FEES

	Early-bird until 31 July 2015	ICC/USCIB members	Non-members
<b>ADVANCED TRAINING<sup>1</sup>: PRODUCTION OF DOCUMENTS</b>	US\$ 639	US\$ 735	US\$ 919
<b>13<sup>TH</sup> ICC MIAMI CONFERENCE<sup>2</sup></b>	US\$ 1139	US\$ 1335	US\$ 1669
<b>20% DISCOUNT PACKAGE: CONFERENCE AND TRAINING</b>	US\$ 1425	US\$ 1655	US\$ 2069
<b>ACCOMPANYING PERSON FOR SOCIAL EVENTS<sup>3</sup></b>	US\$ 339		

Registration fees are free of V.A.T.

1 all training activities including documentation, lunch, coffee breaks and a cocktail reception

2 all conference activities including documentation, lunches and coffee breaks, Sunday cocktail reception and dinner on Monday.

3 Sunday cocktail reception and dinner on Monday (sessions and networking lunches are restricted to participants only).

## > SPECIAL DISCOUNTS

**ICC Members** may benefit from an extra 5% discount. Please contact your local NC to obtain your discount code.

**Group rates:** Register five persons from the same company and pay for four.

**In-house Counsel, full time Academics, Government representatives** may benefit from a 30% discount. Please contact [events@iccwbo.org](mailto:events@iccwbo.org) for more details.

## > HOW TO REGISTER

Easier and faster: register online (secured payment by credit card) at [www.iccevents.org](http://www.iccevents.org)

Or return the registration form indicating method of payment to: **E** [events@iccwbo.org](mailto:events@iccwbo.org)  
**T** +33 (0)1 49 53 28 67 **F** +33 (0)1 49 53 30 30

ICC Services, Training and Conferences, 33-43 avenue du Président Wilson, 75116 Paris, France

Registration will be confirmed upon receipt of the registration form and registration fees. To benefit from early bird rates, please note that ICC Services must receive the payment before the deadline

## > TRAVEL AND ACCOMMODATION

Travel and hotel expenses are not included in the registration fees.

Participants are responsible for making their own travel arrangements and hotel reservations. A hotel reservation form/unique group code for online reservations at The Mandarin Oriental, with which ICC has negotiated **preferential rates at US\$319 or US\$339 (+13% tax)**, will be sent upon receipt of the registration form and registration fees. Please note that the number of rooms reserved with the ICC rate is limited. As they will be distributed on a «first-come, first-served» basis, we recommend that you make your reservation ASAP. All room reservations must be guaranteed by a credit card. **The pre-reservation cut-off date is Friday 9 October 2015.** Hotel reservations received after 9 October will be accepted on a space and/or rate available basis only.

## > VISA

We are able to dispatch **visa invitation letters** to support your visa application only after receipt of your registration form and full payment of your registration fees.

## > WORKING LANGUAGES

**English, Portuguese and Spanish** with simultaneous interpretation

## > CREDITS AND HOURS

ICC Training and Conferences is eligible for CLE credit under **New York's** approved jurisdiction procedures, is a State Bar of **California** approved MCLE provider and is a Solicitors Regulation Authority and General Council of the Bar of **England** and **Wales** External CPD Course Provider. French Bars: This training has been sent for CNB approval. Lawyers practising in **France** may apply for the reimbursement of this course before the FIFPL (Fonds Interprofessionnel de Formation des Professionnels Libéraux), subject to terms and conditions

## > PARTNERSHIP OPPORTUNITIES

Sponsoring the 13<sup>th</sup> edition of this annual conference will maximize your visibility to practicing lawyers, corporate counsel, business professionals, and academics coming from or doing business in the Latin American region. Contact Ms. Luz Rodriguez, Global Partnerships Manager ([lrz@iccwbo.org](mailto:lrz@iccwbo.org)) to discuss your plan for this conference.

## > DRESS CODE

Business for the conference and business casual for both the cocktail reception and Monday dinner.

## > CANCELLATION POLICY

50% of the registration fee will be refunded if notice of cancellation is received in writing before **Friday 2 October 2015**. Cancellations after this date are not refundable. Subject to agreement from ICC Training and Conferences prior to the event, the registration may be transferred to another person from the same company or organization at no extra charge. Updated registration information will be required.

Please note that ICC Services reserves the right to cancel this event or to make minor alterations to the content and timing of the programme or to the identity of the speakers. In the unlikely event of cancellation, delegates will be offered a full refund. ICC Services will not, however, be held responsible for any related expense incurred by the participant.

# REGISTRATION FORM

## S1517 13<sup>TH</sup> ICC MIAMI CONFERENCE ADVANCED-LEVEL TRAINING: PRODUCTION OF DOCUMENTS 1-3 NOVEMBER 2015

### › PARTICIPANT INFORMATION (PLEASE PRINT OR TYPE)

Title (Mr/Dr/Mrs/etc.) ..... Family name .....

First/given name.....

Position.....Company .....

Address.....

City/state.....Zip/postal code .....

Country.....

E-mail .....

Phone .....Fax.....

### › REGISTRATION FEES

	Early-bird until 31 July 2015	ICC/USCIB members	Non-members
<b>ADVANCED TRAINING<sup>1</sup>: PRODUCTION OF DOCUMENTS</b>	<input type="checkbox"/> US\$ 639	<input type="checkbox"/> US\$ 735	<input type="checkbox"/> US\$ 919
<b>13<sup>TH</sup> ICC MIAMI CONFERENCE<sup>2</sup></b>	<input type="checkbox"/> US\$ 1139	<input type="checkbox"/> US\$ 1335	<input type="checkbox"/> US\$ 1669
<b>20% DISCOUNT PACKAGE: CONFERENCE AND TRAINING</b>	<input type="checkbox"/> US\$ 1425	<input type="checkbox"/> US\$ 1655	<input type="checkbox"/> US\$ 2069
<b>ACCOMPANYING PERSON FOR SOCIAL EVENTS<sup>3</sup></b>	<input type="checkbox"/> US\$ 339		

VAT exemption – French Tax Code, Article 259A5°

Special code (NC, etc.) .....

### › METHOD OF PAYMENT American Express Euro/MasterCard Visa

Card number ..... CVV number .....

Expiry date..... Name of cardholder.....

Please indicate the reference “**S 1517**”  
and the name of the participant.

Date.....

Please note that transfer fees charged by the bank  
must be covered by the participants themselves.

Signature.....

#### Data protection information

The details you provide on this form will be used for registration purposes. They will be stored in ICC's databases for the sole use of ICC (the International Chamber of Commerce and its wholly-owned affiliate ICC Services). Under the French law 'informatique et libertés' of 6 January 1978, you may have access to these details and request deletions and corrections at any time by contacting ICC at [registrationevents@iccwbo.org](mailto:registrationevents@iccwbo.org). The details you provide may be used by ICC to keep you informed of developments in your area of activity through publications, subscriptions, events and other commercial offers.

- › Please indicate if you wish to receive such information: Yes  No
- › Please indicate if you wish to receive commercial offers from associated organizations, including in particular ICC National Committees: Yes  No

#### Disclaimer

The photos and audiovisual recordings taken at this meeting/event may be used and published by ICC, its subsidiaries or affiliates, for informational or promotional purposes in printed materials or online, including on ICC websites and in social media. Participation in the meeting/event implies agreement to such use of photos or audiovisual recordings in which the participant may appear unless ICC Services receives written notification to the contrary.



# SPONSORSHIP OPPORTUNITIES

## AN OPPORTUNITY FOR EVERY MARKETING GOAL

Sponsors receive maximum visibility during the promotional phase, onsite and also following the Conference.

As a truly global organization, we have a global audience. This Conference will be promoted through ICC's targeted opt-in database of over 10,000 professionals.

ICC offers your company many ways to sponsor this conference

SPONSOR BENEFITS	PLATINUM €15,000	GOLD €10,000	SILVER €8,000	BRONZE €6,000
Opportunity to give a speech during the gala dinner or reception (as available)	✓			
Reserved gala dinner table (Complimentary)	✓			
Host a lunch (as available)	✓	✓		
Sponsor the photo booth OR the translation booth (as available)	✓	✓		
Additional dinner and reception invitations	8	4		
Opportunity to provide bags or lanyards or notebooks or binders (as available)	✓	✓	✓	
Host a coffee break (as available)	✓	✓	✓	✓
Exhibition space + exhibitor pass (Table maybe shared depending on availability)	✓	✓	✓	✓
Complimentary registration (each valued over €1800)	5	3	2	0
Special reduced registrations (20% reduction)	5	3	2	1
Logo + description in participant folders (number of words)	250	200	150	100
Signage at venue				
Opportunity to include gift in participant bag	✓	✓	✓	✓
Logo on promotional and on-site materials + website + social media				

## NOTES

- 1 sponsor maximum per activity: gala dinner, reception
- 2 sponsors maximum per activity: lunch, photo booth, translation booth, coffee break
- There are 3 lunches and 8 coffee breaks scheduled
- Sponsor is responsible for procurement costs of the bags, lanyards, notebooks, folders and gifts

Tailor-made packages are available to suit your company's needs. Ask us about other events in the arbitration field available for sponsorship in 2015.

### Contact

Luz A. Rodriguez | Global Partnerships Manager | +33 (0)1 49 53 28 42 | lrz@iccwbo.org

## ICC International Court of Arbitration

Established in 1923 as ICC's arbitration body, the International Court of Arbitration pioneered international commercial arbitration as it is known today, initiating and leading the movement that culminated in the adoption of the New York Convention, the most important multilateral treaty on international arbitration.

The Court is one of the world's most experienced and renowned international arbitration institutions. Working closely with its Secretariat, the Court's primary role is to administer ICC Arbitrations.

The Court performs the functions entrusted to it under the ICC Rules of Arbitration available upon request from the Court.

The Court provides parties with a flexible and neutral setting for dispute resolution. It offers confidentiality and extraordinary freedom for parties to choose the framework for how and where they want to resolve their dispute. While the dispute itself is resolved by independent arbitrators, the Court supervises the process from beginning to end, increasing the quality of the process and enforceability of the awards.

Members of the ICC Court are appointed by the ICC World Council on the proposal of national committees and groups. To date, the Court has 190 appointed members. The Court members' diverse professional, legal and cultural background brings richness to the Court's daily work and decision making process.

The Court's Secretariat, headed by a Secretary General, comprises a permanent staff of more than 80 lawyers and support personnel of 30 different nationalities, mastering around 30 languages.

The Secretariat is divided into nine case-management teams, seven based in Paris, one in New York and another in Hong Kong.

Since its inception, the Court has administered over 21,000 cases involving parties and arbitrators from some 180 countries.

For more information visit: <http://www.iccarbitration.org>

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