

Doing Business in Latin America From A(cquisitions) to Z(oning)

FRIDAY, FEBRUARY 27 & SATURDAY, FEBRUARY 28, 2015



PANAMA CITY

Joint seminar organised by the UIA and the AIJA with the institutional support of the IABA, the Panamanian Bar Association, the ABA-SIL and Iberian Lawyer as media partner

PANAMA



 #UIAPanama

 GALA Galindo Arias & López
Abogados - Attorneys at Law



The UIA would like to thank the following partners

 **alcogal**
ALEMÁN CORDERO GALINDO & LEE

 **ABA Section of International Law**
Your Gateway to International Practice

 **IBERIAN LAWYER**

 **FABREGA | MOLINO | MULINO**



Introduction

Panama is a country in the limelight not only for the Panama Canal, for its beautiful beaches and skyscrapers, but also for the business opportunities it offers.

Panama's growing economy is very interesting for foreign investors, allowing the city to grow exponentially, over the last years. As a result of the country's stability, applicable laws and economic development, Panama City is now headquarter of large corporations, site for international transactions, and full of businesses opportunities.

In an interest to keep our members and the legal community updated with the business opportunities and legal developments in Latin America, the UIA and the AIJA are delighted to invite you to join them in Panama City to discover this "New World".

Thursday | February | 26 | 2015

18:00 WELCOME COCKTAIL

Casa de la Municipalidad

Avenida Central (cross-street Calle 10)
(Casco Viejo) Panama City, Panama

*Kindly offered by his Excellency José Isabel Blandón Figueroa,
Mayor of Panama City*



Friday | February | 27 | 2015

08:30 – 09:00 REGISTRATION OF PARTICIPANTS

Bristol Panama Hotel
Avenida Aquilino de la Guardia, 50
0835-00257 Panama City, Panama

09:00 – 09:20 WELCOME AND OPENING OF THE SEMINAR

- **Miguel LOINAZ**, *UIA President, ALS Abogados, Montevideo, Uruguay*
- **Dirk NUYTS**, *AIIA President, Fragomen, Zurich, Switzerland*
- **Wilfrido FERNÁNDEZ**, *President of the Inter-American Bar Association, Zacarias & Fernández, Asunción, Paraguay*
- **José Alberto ÁLVAREZ**, *President of the Panamanian Bar Association, Rubio, Álvarez, Solís & Abrego, Panama City, Panama*

09:20 – 10:50 Doing Business in Latin America

Moderator: • **Tayra Ivonne BARSALLO**, *Law Offices of Tayra Ivonne Barsallo, Panama City, Panama*

Speakers:

- **Diego PERALTA**, *Carey & Cia., Santiago, Chile*
- **Ulises MONTROYA**, *Montoya & Asociados, Lima, Peru*
- **Rene DE SOLA**, *De Sola & Asociados, Quito, Ecuador*
- **Carlos LOPEZ**, *Wolf Popper, San Juan, Puerto Rico*
- **Paulo MIRANDA**, *Miranda & Associates, Miami, FL, USA*
- **José Alberto ÁLVAREZ**, *Rubio, Álvarez, Solís & Abrego, Panama City, Panama*
- **William M. HANNAY**, *Schiff Hardin LLP, Chicago, IL, USA*

10:50 – 11:20 COFFEE BREAK

11:20 – 12:30 Establishing a Business in Latin America vs Establishing a Latin American Business Abroad. Advantages and Risks

Moderator: • **Frank BOYLE**, *Estudio Muñiz, Lima, Peru*

Speakers:

- **Eduardo LORENZETTI MARQUES**, *Campedelli e Marques Advogados Asociados, São Paulo, Brazil*
- **Beatriz CABAL**, *Galindo, Arias & López, Panama City, Panama*
- **Alejandra GARCÍA**, *Ferrere Abogados, Montevideo, Uruguay*
- **Héctor SBERT PEREZ**, *Lawants, Barcelona, Spain*
- **Enrique GOICOLEA**, *Bufete Olivero, Guatemala City, Guatemala*
- **Hernán PACHECO**, *Pacheco Coto, San José, Costa Rica*
- **Geoffrey CONE**, *Cone Marshall, Auckland, New Zealand*

12:30 – 14:00 LUNCH at the Bristol Panama Hotel

Kindly offered by the IABA (Inter-American Bar Association)

14:00 – 15:15 Structuring Family Businesses in Latin America

Moderator: • **Gretel CINIGLIO DE PÉREZ**, *Fabrega, Molino & Mulino, Panama City, Panama*

Speakers:

- **Stefano OLIVERO**, *Bufete Olivero, Guatemala City, Guatemala*
- **Sigmund FREUND**, *Staff Legal, Santo Domingo, Dominican Republic*
- **Mario Vlieg**, *Alemán, Cordero, Galindo & Lee, Panama City, Panama*
- **Simon Jock BRUCE**, *Farrer & Co., London, United Kingdom*

15:15 – 16:15 Overview of Taxation in the Region

Moderator: • **Adolfo CAMPOS**, *Morgan & Morgan, Panama City, Panama*

Speakers:

- **Flavia KABBAS**, *Vagedes & Asociados|Abogados, Buenos Aires, Argentina*
- **Katarzyna DUNIN BORKOWSKI**, *Estudio Barrios Fuentes, Lima, Peru*
- **Edgar Ivan HERRERA**, *Galindo, Arias & López, Panama City, Panama*
- **Randall MADRIZ**, *Pacheco Coto, San José, Costa Rica*
- **Marcos PALMA VILLAGRAN**, *Integrum, Guatemala City, Guatemala*

16:15 – 16:30 COFFEE BREAK

16:30 – 17:45 Project M&A vs Private M&A

Moderator: • **To be confirmed**

Speakers:

- **Eduardo LORENZETTI MARQUES**, *Campedelli e Marques Advogados Asociados, São Paulo, Brazil*
- **Lourdes PÉREZ-LUQUE MARICALVA**, *Dentons, Madrid, Spain*
- **Andrés LOWENTHAL**, *QIL+4abogados, Guatemala City, Guatemala*
- **Diego HUERTAS DEL PINO**, *Estudio Barrios Fuentes, Lima, Peru*
- **William M. HANNAY**, *Schiff Hardin LLP, Chicago, IL, USA*

20:00 HOME HOSPITALITY DINNER

Panamanian's lawyers will invite you to their homes for the evening. This will give you the opportunity to meet Panamanian colleagues and establish personal, informal and cordial contacts with them.

To register, kindly fill in the registration form by ticking the corresponding box.

08:30 – 09:00 REGISTRATION OF PARTICIPANTS

Bristol Panama Hotel
Avenida Aquilino de la Guardia, 50
0835-00257 Panama City, Panama

09:00 – 10:45 Investment in Energy Projects in Latin America

Moderator: • **Jorge RIVERA STAFF**, *ENLEX Energy Law Experts, Panama City, Panama*

Speakers:

- **Gabriela ROCA**, *QIL+4abogados, Guatemala City, Guatemala*
- **Lisa DOMINGUEZ**, *Independent Counsel, Panama City, Panama*
- **Fernando VARGAS**, *Pacheco Coto, San José, Costa Rica*
- **Andoni HERNÁNDEZ**, *Cuatrecasas, Gonçalves Pereira, Sao Paulo, Brazil*
- **Jorge Luis INCHAUSTE**, *Guevara & Gutiérrez S.C, La Paz, Bolivia*
- **George NIARADI**, *President of the Commission of Foreign Relation of the São Paulo Lawyers' Association, Brazil*

10:45 – 11:00 COFFEE BREAK

11:00 – 12:20 What's my Labor Liability When I Purchase a Company?

Moderator: • **José Alberto ÁLVAREZ**, *Rubio, Álvarez, Solis & Abrego, Panama City, Panama*

Speakers:

- **Jorge Federico LEE**, *Alemán, Cordero, Galindo & Lee, Panama City, Panama*
- **Mercedes ARAÚZ DE GRIMALDO**, *Morgan & Morgan, Panama City, Panama*
- **Javiera MEDINA-REZA**, *Baker & Mckenzie Abogados S.C., Distrito Federal, Mexico City, Mexico*
- **Martha BONETT**, *Cavelier Abogados, Bogota, Colombia*

12:20 – 13:40 Intellectual Property – Is my Brand Protected?

Moderator: • **Farah MOLINO**, *Fabrega, Molino & Mulino, Panama City, Panama*

Speakers:

- **Gonzalo MENÉNDEZ GONZÁLEZ**, *Lexincorp, Guatemala City, Guatemala*
- **Luis GUINARD**, *Vallarino, Vallarino & García Maritano, Panama City, Panama*
- **Gabriel LIZAMA OLIGER**, *Lex Investments & Services – Lexis Abogados, San José, Costa Rica*
- **Cristóbal PORZIO**, *Porzio, Rios & Asociados, Santiago, Chile*

13:40 OPTIONAL LUNCH

At the Bristol Panama Hotel



Organising Committee

Gretel CINIGLIO DE PÉREZ

Fabrega, Molino & Mulino
Panama City – Panama
T +507 (3) 01 66 00
E gciniglio@fmm.com.pa

Frank BOYLE

Estudio Muñiz
Lima – Peru
T +51 (1) 611 70 00
E fboyle@munizlaw.com

José Alberto ÁLVAREZ

President of the Panamanian Bar Association
Rubio, Álvarez, Solís & Abrego
Panama City – Panama
T +507 (2) 69 07 77
E jaalvarez@rasalaw.com

Mercedes ARAÚZ DE GRIMALDO

Morgan & Morgan – Partner
Panama City – Panama
T +507 (2) 65 77 77
E mercedes.grimaldo@morimor.com

Beatriz CABAL

Galindo, Arias & Lopez
Panama City – Panama
T +507 (3) 03 03 03
E becabal@gala.com.pa

Miguel TORRES BLÁNQUEZ

Torres, Martín & Zaragoza
Barcelona – Spain
T +34 93 362 31 28
E mtorres@tmzabogados.com

Wilfrido FERNÁNDEZ

President of the Inter-American Bar Association
Zacarias & Fernández
Asunción – Paraguay
T +595 (21) 490 608
E w.fernandez@zafer.com.py

Javier MARQUINEZ

CNA Panama
Panama City – Panama
T +507 (2) 27 88 41
E jmarquinez@marquinez.com.pa

Carlos MOLINO

Fabrega, Molino & Mulino
Panama City – Panama
T +507 (3) 01 66 00
E cmolino@fmm.com.pa

Eloy ALFARO

Alemán, Cordero, Galindo & Lee
Panama City – Panama
T +507 (2) 69 26 20
E ealfaro@alcogal.com.pa

General Information

SEMINAR VENUE

BRISTOL PANAMA HOTEL

Avenida Aquilino de la Guardia, 50
0835-00257 Panama City, Panama
T +507 (2) 64 0000

REGISTRATION FEES

	UIA/AIJA Member		Non Member	
	≤ 27.01.2015	> 28.01.2015	≤ 27.01.2015	> 28.01.2015
STANDARD REGISTRATION	€ 350	€ 400	€ 400	€ 450
YOUNG LAWYER (<35)*	€ 300	€ 350	€ 350	€ 400
ACCOMPANYING PERSON	€ 150			

* Please attach proof of age to the registration form to benefit from young lawyers fee.

These fees cover participation in the welcome cocktail, participation in the seminar, coffee breaks, lunch on Friday, February 27, dinner on Friday night, February 27, as well as the documentation of the seminar. The accompanying person fees cover participation in the welcome cocktail, lunch on Friday, February 27, and dinner on Friday night, February 27. The lunch on Saturday, February 28, is optional and at additional charge. Please note that the number of places at the seminar is limited. The organisers reserve the right to refuse registrations in the event of excess applications.

CONTINUING LEGAL EDUCATION

Every participant attending the seminar will receive a “Certificate of Participation” at the end of the event that may be used for obtaining “Credits” for “Continuing Legal Education” – “Continuing Professional Development” purposes, depending on national rules. For more information, please contact the UIA.

LANGUAGE

The working language will be **English** and **Spanish** with simultaneous translation.

HOTEL ROOM RESERVATION

A limited number of rooms has been pre-booked at a preferential rate. Reservations should be made directly through the hotel. Credit card details must be given in order to secure your reservation. Please note that the number of rooms is limited. We recommend that you proceed with your reservations as soon as possible.

Hotel	Rates
BRISTOL PANAMA HOTEL Avenida Aquilino de la Guardia, 50 P.O. Box 0835-00257 Panama City, Panama T +507 (2) 64 0000 F +507 (2) 65 7829 E reservation@thebristol.com www.thebristol.com	Tower Deluxe Single/Double room USD \$149 Tower Executive Single/Double room USD \$179 Breakfast included Taxes NOT included (currently @ 10%) <i>Please download the hotel reservation form from our Website:</i> www.uianet.org

CANCELLATION CONDITIONS

All cancellations will be subject to a 50% deduction and will have to be sent in writing, to be received by the Union Internationale des Avocats **no later than January 27, 2015**. No refund will be made for cancellations received after this date.

VISAS

Anyone who requires a visa invitation letter in order to attend the seminar should register and pay their registration fees **no later than January 27, 2015** to ensure there is enough time to obtain a visa.

All cancellations will be refunded in full, minus €50 to cover administrative costs, provided that the UIA has received the registration documents and **total registration fees no later than January 27, 2015**.

If you register after this date, only 50% of the amount paid minus €50 to cover administrative costs will be refunded for cancellations due to visa refusals.

All cancellations due to a visa refusal must be sent in writing and reach the UIA **before the seminar**. Cancellations must be accompanied by a **proof of visa refusal**.

If your visa is issued after the seminar date or if you do not have proof of visa refusal, you will not be entitled to a refund.

GENERAL CONDITIONS

All registrations received by the Union Internationale des Avocats (UIA) along with the full payment of fees corresponding to the events selected will be confirmed in writing.

The UIA reserves the right to cancel or postpone the seminar to a later date, change the seminar venue and/or programme, make any corrections or modifications in the information published in the seminar programme and cancel any invitation to participate in the seminar, at any time and at their entire discretion, without having to provide any reasons for the same.

Neither the UIA, nor any of its managers, employees, agents, members or representatives shall be held responsible for any loss or damage, of any nature, suffered (directly or indirectly) by a delegate, accompanying person or a third party following any cancellations, changes, postponements or modifications.

The UIA strongly advises participants to subscribe to modifiable and/or refundable services, as well as to take out a cancellation insurance.

Neither the UIA, nor any of its managers, employees, agents, members or representatives shall be held responsible for any loss or damage, of any nature whatever, suffered (directly or indirectly) by a delegate or accompanying person, except in case of death or personal injury due to gross negligence by the UIA.

The contractual relations between the UIA and each participant (delegate or accompanying person) in relation to the seminar are subject to French law and jurisdiction, to the exclusion of any other law. Paris is the city of jurisdiction.

FORMALITIES

It is the responsibility of participants to ensure compliance with police, customs and health formalities for their journey. Participants unable to take part in the seminar because of their inability to take a flight or any other means of transportation due to being unable to provide the documents required (passport, visa, vaccination certificate, etc.) cannot claim any reimbursement.

FORCE MAJEURE

“Force majeure” means any events external to the parties, of both an unforeseeable and insurmountable nature that prevents either the client or the participants, or the agency or service providers involved in organising the seminar, from executing all or part of the obligations provided for in the present agreement. By express agreement, such will be the case in the event of a strike affecting the means of transport, hotel staff, air traffic controllers, an insurrection, a riot or any prohibition whatever decreed by Governmental or public authorities.

It is expressly agreed that for the parties, a case of force majeure would suspend the execution of their reciprocal obligations. At the same time, each of the parties shall bear the burden of all the expenses incumbent upon them, resulting from the case of force majeure.

HEALTH

The organisers decline any responsibility in case of any health problems existing prior to the seminar that may lead to complications or be aggravated during the entire period of the stay: pregnancy, cardio-vascular problems, any allergies, special diets, any disorders under treatment and not yet consolidated on the day the seminar starts, psychic or mental or depressive illness, etc. (Non exhaustive list).

Doing Business in Latin America From A(cquisitions) to Z(oning)

Friday, February 27 & Saturday, February 28, 2015

PANAMA CITY, PANAMA

REGISTRATION FORM

Register online at: www.uianet.org

or please complete and return this form before February 20, 2015, by email, fax or post, to:

UNION INTERNATIONALE DES AVOCATS

25 rue du Jour, 75001 Paris, France

Tel: +33 1 44 88 55 66 ■ Fax: +33 1 44 88 55 77 ■ Email: uiacentre@uianet.org



Register online

UIA/AIJA INDIVIDUAL MEMBERS

Please specify your membership number (Please check your membership card or membership fees):

MI - - - - -

Family Name:

First Name:

Firm:

Address:

Post Code: City:

Country:

Tel: Fax:

Email:

Date of Birth:

EU VAT ID – Number:

Special requests (special diet, allergies, handicap...):

Arrival/departure times & flight numbers:

Hotel:

A. SEMINAR REGISTRATION FEES

	UIA/AIJA Member		Non Member	
	≤ 27.01.2015	> 28.01.2015	≤ 27.01.2015	> 28.01.2015
STANDARD REGISTRATION	€ 350	€ 400	€ 400	€ 450
YOUNG LAWYER (<35 years old)*	€ 300	€ 350	€ 350	€ 400
ACCOMPANYING PERSON		€ 150		

* Please attach proof of age to the registration form to benefit from young lawyer fee.

B. SEMINAR SOCIAL ACTIVITIES

Please indicate below whether you plan to attend the following events **included** in the cost of your registration.

- Welcome Cocktail – Thursday, February 26, 2015
- Lunch – Friday, February 27, 2015
- Home Hospitality Dinner – Friday, February 27, 2015

C. OPTIONAL ACTIVITY

(**not included** in the registration fees)

- Optional Lunch – Saturday, February 28, 2015

• Please book person(s) for the lunch on **Saturday, February 28, 2015** € 40 x ___ / pers

Total (C) €

D. TOTAL

TOTAL (A) – Registration Fees €

– Accompanying person(s) Fees €

TOTAL (C) – Optional Lunch €

TOTAL €

E. CANCELLATION CONDITIONS

I, the Undersigned, confirm that I have read and accepted the **cancellation conditions** as well as the **general conditions** given on page 6 of the registration programme. My registration will only be taken into account on receipt of the payment.

Participants are aware that their image and/or voice may be photographed, recorded or filmed throughout the duration of the seminar. They hereby assign to the UIA, with the signature of this form, the right to exploit, reproduce and disseminate the images and recordings by all means, both known and unknown, using all media, for an unlimited term and free of charge.

F. METHOD OF PAYMENT

- By cheque in € payable to the UIA, addressed to: UIA – 25 rue du Jour – 75001 Paris – France
- By bank transfer in €, without charges to the payee, in favour of the Union Internationale des Avocats, quoting “2015 Panama Seminar”, to the following bank and account:

Société Générale – Paris Elysées Entreprise
91 avenue des Champs Elysées – 75008 Paris – France
BIC / SWIFT N°: SOGEFRPP
IBAN: FR76 3000 3033 9200 0503 4165 164

Kindly attach a copy of your bank transfer order to your registration form

- By credit card: Visa Eurocard / Mastercard

Card N°: _ _ _ _ _

Expiry date: _ _ / _ _ 3 digits: _ _ _

Name of card holder:

I authorise the Union Internationale des Avocats to debit the above mentioned credit card in the amount of € (EUR)

Date: / /

Signature: