



UIA

Union Internationale des Avocats
International Association of Lawyers
Unión Internacional de Abogados



ORDEM DOS
ADVOGADOS

Legal Perspectives of Foreign Investment between Latin America - Africa and Europe, as an Alliance for the Development

Seminar presented by the UIA with the support of the Portuguese Bar Association, the Portuguese Law Firms Association (ASAP), the Federation of Portuguese-speaking lawyers (FALP) and Abreu Advogados.

**THURSDAY,
APRIL 20
& FRIDAY,
APRIL 21, 2023**



Lisbon

PORTUGAL

www.uianet.org

#UIALisbon

Introduction

Inflows and outflows of foreign investment between Europe, Africa and Latin America have always represented a material economic impact while at the same time, have brought social developments and growing opportunities, especially in those jurisdictions with certain needs in transport infrastructure, utilities, telecommunications, technology, among others.

In a globalized, but rapidly changing world, where the foreign direct investment are bouncing above pre-pandemic levels, the

legal analysis of the applicable regulations for any foreign investor is of the essence for a successful enterprise into a different country.

In this seminar, the panels will describe and analyze foreign investment between the three regions involved, each of them with its own view, and will provide us with an up to date status of the legal perspectives to be considered.

Mark your diaries now, save the date and make sure to register!

We are looking forward to welcoming you to Lisbon!

The UIA would like to thank the following partners:



ASSOCIAÇÃO DAS SOCIEDADES DE ADVOGADOS DE PORTUGAL

Bringing Together the World's Lawyers

UIA is the global and multi-cultural organisation for the legal profession, established in 1927 and now with members in 110 countries.

UIA facilitates professional development and international exchange of information and ideas, promotes the rule of law, defends the independence and freedom of lawyers worldwide, and emphasizes friendship, collegiality and networking among members.



Join the world's largest international network of lawyers and benefit from a 50% discount on your membership fee during the seminar!



ORGANISING COMMITTEE

Hernán ANDRADA

President of the UIA Foreign Investment commission

Santurio, Andrada & Noel SRL

Buenos Aires, Argentina

T +54 (11) 3987 1363

handrada@sayn.com.ar

Eduardo LORENZETTI MARQUES

Past President of the UIA Foreign Investment commission

Studio Lorenzetti Marques/Ughi e Nunziante/Abreu Advogados

Sao Paulo, Brazil / Milan, Italy / Lisbon, Portugal

T +55 (11) 3034 3678

elorenzetti@slmlaw.com.br

Inês SEQUEIRA MENDES

President of the UIA Portuguese national committee

Abreu Advogados

Lisbon, Portugal

T +351 (21) 723 18 00

ines.mendes@abreuvadogados.com

WEDNESDAY, APRIL 19

09:30 – 17:30 UIADVANCE PROGRAMME

UIAdvance is a membership option for law firms specially designed to enhance their global outreach. UIAdvance provides members exclusive opportunities to benefit from its unique, international network. If you are not a UIAdvance member yet, join the programme now!

For more information, please kindly contact Noelia ALONSO MORAN at nalonso@uianet.org.

18:30 – 20:00 WELCOME DINING COCKTAIL

Kindly offered by Abreu Advogados

Av. Infante D. Henrique, 26, 1149-096 Lisbon

THURSDAY, APRIL 20

08:30 – 09:00 REGISTRATION OF PARTICIPANTS

Abreu Advogados

Av. Infante D. Henrique, 26, 1149-096 Lisbon

09:00 – 09:15 WELCOME AND OPENING OF THE SEMINAR

- **Urquiola DE PALACIO DEL VALLE DE LERSUNDI**, *UIA President, Palacio & Asociados, Madrid, Spain*
- **Pedro PAIS DE ALMEIDA**, *UIA President of Honor, Abreu Advogados, Lisbon, Portugal*
- **Hernán ANDRADA**, *President of the UIA Foreign Investment Commission, Santurio, Andrada & Noël, Buenos Aires, Argentina*

09:15 – 10:30 EUROPE AND ITS RELATIONSHIP WITH LATIN AMERICA AND AFRICA

MODERATOR: ▪ **Pedro PAIS DE ALMEIDA**, *UIA President of Honor, Abreu Advogados, Lisbon, Portugal*

SPEAKERS:

- **Claudio RODRÍGUEZ-GALÁN**, *Holland & Knight, Mexico City, Mexico*
- **Manuel ARAÚJO**, *Mayor of Quelimane City Council, Quelimane, Mozambique*
- **José RIBEIRO E CASTRO**, *Partner at PMCM law firm, Chairman of the Portuguese Heritage Society, former MP, former MEP, former Secretary of State, Lisbon, Portugal*

10:30 – 11:00 COFFEE BREAK

11:00 – 12:00 FDI IN LATIN AMERICA BY EUROPEAN INVESTORS: CORPORATE VEHICLES AND FINANCING

MODERATOR: ▪ **Hernán ANDRADA**, *President of the UIA Foreign Investment Commission, Santurio, Andrada & Noël, Buenos Aires, Argentina*

SPEAKERS:

- **Gabriel LIZAMA OLIGER**, *Artech Abogados, San José, Costa Rica*
- **Fernando HERNÁNDEZ GÓMEZ**, *UIA Director of Membership, Vázquez Aldana, Hernández Gómez & Asociados, Guadalajara, Mexico*
- **Andrea ISABEL MIRANDA MIJANGOS**, *Ecija Law Firm, Guatemala*
- **Eduardo LORENZETTI MARQUES**, *Past President of the UIA Foreign Investment Commission, Studio Lorenzetti Marques / Ughi e Nunziante / Abreu Advogados, Sao Paulo, Brazil / Milan, Italy / Lisbon, Portugal*

Programme

12:00 – 13:00 FDI IN AFRICA BY EUROPEAN INVESTORS: CORPORATE VEHICLES AND FINANCING

MODERATOR: ▪ **Hernani DE OLIVEIRA SOARES**, *Partner at HSSM, Praia, Cape Verde*

SPEAKERS:

- **Paulo PIMENTA**, *Pimenta e Associados - Sociedade de Advogados, Maputo, Mozambique*
- **Olufemi SUNMONU**, *UIA National Representative in Nigeria, Aliant Qais Conrad Laureate, Lagos, Nigeria*
- **Flávio INOCÊNCIO**, *Consultant at Helios Advisory, Law Professor, Agostinho Neto University, Luanda, Angola*

13:00 – 14:30 LUNCH

Impulso Restaurante-The Editory Riverside Santa Apolónia Hotel

Av. Infante Dom Henrique 1 1ºPiso, 1100-105 Lisbon

14:30 – 15:45 TAX INCENTIVES FOR FDI IN LATIN AMERICA

MODERATOR: ▪ **Eduardo LORENZETTI MARQUES**, *Past President of the UIA Foreign Investment Commission, Studio Lorenzetti Marques / Ughi e Nunziante / Abreu Advogados, Sao Paulo, Brazil / Milan, Italy / Lisbon, Portugal*

SPEAKERS:

- **Gabriel LIZAMA OLIGER**, *Artech Abogados, San José, Costa Rica*
- **Ricardo CALIL**, *Studio Lorenzetti Marques Advogados, São Paulo, Brazil*
- **Fernando HERNÁNDEZ GÓMEZ**, *UIA Director of Membership, Vázquez Aldana, Hernández Gómez & Asociados, Guadalajara, Mexico*
- **Andrea ISABEL MIRANDA MIJANGOS**, *Ecija Law Firm, Guatemala*

15:45 – 16:00 COFFEE BREAK

16:00 – 17:00 TAX INCENTIVES FOR FDI IN AFRICA

MODERATOR: ▪ **Joana LOBATO HEITOR**, *Managing Associate at VdA, Lisbon, Portugal*

SPEAKERS:

- **Lília TOMÉ DE AZEVEDO**, *Miranda & Associados, Lisbon, Portugal*
- **Pierre Robert FOJOU**, *President of the UIA National Committee in Cameroon, Cabinet Fojou, Yaoundé, Cameroon*

17:00 – 18:00 NETWORKING SESSION

During this session, the participants will give a short presentation of themselves. The aim is to extend their network internationally for future engagements, to meet lawyers from around the world and to share their experience of managing law firms.

20:00 OPTIONAL DINNER

Zambeze Restaurante

Calçada Marquês de Tancos, Edifício EMEL,
Mercado Chão do Loureiro,
São Cristovão, 1100-340 Lisbon

FRIDAY, AVRIL 21

09:00 – 09:15 REGISTRATION OF PARTICIPANTS

Abreu Advogados

Av. Infante D. Henrique 26, 1149-096 Lisbon

09:15 – 10:15 OPPORTUNITIES FOR INVESTMENTS
IN EUROPE – THE HOST COUNTRY: PORTUGAL

MODERATOR: ▪ **Gonçalo DOS REIS MARTINS**, PLMJ, Lisbon, Portugal

SPEAKERS:

- **Nuno DE DEUS PINHEIRO**, PLEN, Lisbon, Portugal
- **Philomène DA COSTA DIAS**, AICEP Inward Investment Director, Portuguese Agency for the promotion of foreign investment, Porto, Portugal
- **Francisco HORTA E COSTA**, Managing Director at CBRE Portugal, Lisbon, Portugal
- **José ROQUETTE**, Board Member of Group Pestana, Lisbon, Portugal

10:15 – 11:30 OPPORTUNITIES FOR INVESTMENT
IN EUROPE – OTHER EUROPEAN COUNTRIES

MODERATOR: ▪ **Eduardo LORENZETTI MARQUES**, Past President of the UIA Foreign Investment Commission, Studio Lorenzetti Marques / Ughi e Nunziante / Abreu Advogados, Sao Paulo, Brazil / Milan, Italy / Lisbon, Portugal

SPEAKERS:

- **Lourdes PÉREZ-LUQUE MARICALVA**, UIA Director of Relations with International Organisations, Toda & Nel-Lo, Madrid, Spain

- **Luigi CASCONI**, Ughi e Nunziante, Milan, Italy
- **Henrik NILSSON**, Advokatfirman Allians, Stockholm, Sweden
- **Virginie LEROY**, AKD benelux law firm, Luxembourg City, Luxembourg

11:30 – 11:45 COFFEE BREAK

11:45 – 12:30 PRE-PANDEMIC AND POST-PANDEMIC FDI
– HAVE REGULATIONS CHANGED?

MODERATORS: ▪ **Hernán ANDRADA**, President of the UIA Foreign Investment Commission, Santurio, Andrada & Noël, Buenos Aires, Argentina

▪ **Eduardo LORENZETTI MARQUES**, Past President of the UIA Foreign Investment Commission, Studio Lorenzetti Marques / Ughi e Nunziante / Abreu Advogados, Sao Paulo, Brazil / Milan, Italy / Lisbon, Portugal

SPEAKERS:

- **Lourdes PÉREZ-LUQUE MARICALVA**, UIA Director of Relations with International Organisations, Toda & Nel-Lo, Madrid, Spain
- **Henrik NILSSON**, Advokatfirman Allians, Stockholm, Sweden
- **Inês SEQUEIRA MENDES**, President of the UIA Portuguese National Committee, Abreu Advogados Lisbon, Portugal

12:30 – 13:00 CLOSING REMARKS

- **Pedro RAPOSO**, PRA Advogados, Lisbon, Portugal
- **Hernán ANDRADA**, President of the UIA Foreign Investment Commission, Santurio, Andrada & Noël, Buenos Aires, Argentina
- **Leonor CHASTRE**, Representative of the Portuguese Bar Association, Lisbon, Portugal



General Information

SEMINAR VENUE

Abreu Abogados

Av. Infante D. Henrique, 26
1149-096 Lisbon, Portugal
T +351 21 723 18 00

→ CONTINUING LEGAL EDUCATION

Every participant attending the seminar will receive a "Certificate of Participation" at the end of the event that may be used to obtain "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**.

→ REGISTRATION FEES

*Amounts exclusive of VAT	On or before March 20	From March 21
UIA MEMBER	<input type="checkbox"/> € 340*	<input type="checkbox"/> € 390*
UIA MEMBER - YOUNG LAWYER (<35)**	<input type="checkbox"/> € 240*	<input type="checkbox"/> € 290*
NON-MEMBER	<input type="checkbox"/> € 390*	<input type="checkbox"/> € 440*
NON-MEMBER - YOUNG LAWYER (<35)**	<input type="checkbox"/> € 290*	<input type="checkbox"/> € 340*
PORTUGUESE LAWYER	<input type="checkbox"/> € 200*	<input type="checkbox"/> € 250*
PORTUGUESE - YOUNG LAWYER (<35)**	<input type="checkbox"/> € 100*	<input type="checkbox"/> € 125*

Fees include:

- Attendance at all working sessions
- Welcome cocktail on April 19
- Lunch on April 20
- Seminar documentation
- Coffee breaks on April 20 & 21

The dinner on Thursday, April 20 is optional and at additional charge.

* **The VAT (23%) can be applied to the amount stated above according to the European Directive 2006/112/CE of November 28, 2006. If you provide an EU VAT ID number, the VAT will not be charged.** For more information, please contact the UIA.

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

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. In order for your name to appear in the **list of participants**, which will be distributed during the seminar, your registration form must be received by **April 10** at the latest. An updated electronic list will be sent by email to all the participants after the seminar.

→ HOTEL RESERVATION

A limited number of rooms have 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.

HOTELS

TIVOLI AVENIDA DA LIBERDADE (5*)

3,2 km from the Seminar Venue

Av. da Liberdade 185, 1269-050 Lisbon, Portugal
T +351 21 319 8900

avenidaliberdade@tivoli-hotels.com

ÁUREA MUSEUM HOTEL (5*)

400 meters from the Seminar Venue

R. Cais de Santarém 52, 1100-523 Lisbon, Portugal
T +351 21 116 6100

info@eurostarshotels.com

reservations@eurostarshotelcompany.com

THE EDITORY RIVERSIDE SANTA APOLÓNIA HOTEL (5*)

550 meters from the Seminar Venue

Av. Infante Dom Henrique 1 1º Piso, 1100-105 Lisbon, Portugal
T +351 21 902 3000

riverside@editorshotels.pt

reservas.riverside@editorshotels.pt

RATES

Double Room € 295
Double Room € 310

Prices per night per room. Buffet Breakfast included

City tax of EUR 2 per pers. per night NOT included

Reservations should be made by email or by phone mentioning "UIA Seminar" or by clicking here

Single Deluxe Room € 279

Double Deluxe Room € 289

Prices per night per room. Buffet Breakfast included

City tax of EUR 2 per pers. per night NOT included

Reservations should be made by email or by phone mentioning "UIA Seminar" or by clicking here

Double River room - single use € 195

Double River room - double use € 210

Prices per night per room. Buffet Breakfast included

City tax of EUR 2 per pers. per night NOT included

Reservations should be made by email or by phone mentioning "UIA Seminar" or by clicking here

Cancellation and General Conditions

→ 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 March 20, 2023**.

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 March 20, 2023** to ensure there is enough time to obtain a visa.

→ 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 whatsoever decreed by governmental or public authorities.

All cancellations will be refunded in full, minus €50 + VAT to cover administrative costs, provided that the UIA has received the registration documents and **total registration fees no later than March 20, 2023**.

If you register after this date, only 50% of the amount paid minus €50 + VAT 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.

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).

PERSONAL DATA PROTECTION

The personal data that you communicate to us shall be processed by the International Association of Lawyers (UIA – Union Internationale des Avocats), with its registered office at 9 rue du Quatre Septembre, 75002 Paris (Tel: +33 1 44 88 55 66 - Fax: +33 1 44 88 55 77 - privacy@uianet.org), in accordance with Act No. 78-17 of January 6, 1978 relating to data, files and freedoms and Regulation No. 2016/679 on data protection, as of its entry into force on May 25, 2018. Your data will be managed by UIA's General Services, Events and Accounts Section:

- For the purpose of administering your registration for the event and your on-site access to the event;
- In order to pay for the selected services - your bank details will be deleted after receipt of your payment;
- In order to communicate information messages from UIA.

To the extent necessary for the execution of their respective tasks, our subcontractors in charge of our seminar organisation, our IT infrastructure, our management, the production and maintenance of our website and extranet, are likely to gain access to your data from time to time. Their servers are located in the European Union.

Data relating to your participation in the event shall be stored for a period of 10 years. We are obliged to archive billing data until the end of the period required for our tax and accounting obligations, i.e. for 7 full tax years. We shall store your contact information to keep you informed until you ask us to stop. You have the right to access your data and have it corrected if necessary.

You may object to any processing of your data undertaken by us for the purposes of our legitimate interests. If you wish for more information, or to lodge a complaint, please contact CNIL (French Data Protection Authority).



Union Internationale des Avocats
International Association of Lawyers
Unión Internacional de Abogados

Registration Form

Legal Perspectives of Foreign Investment between Latin America - Africa and Europe, as an Alliance for the Development

LISBON, PORTUGAL

THURSDAY, APRIL 20 & FRIDAY, APRIL 21, 2023

Register online at www.uianet.org

or please complete and return this form to: uiacentre@uianet.org

UIA (International Association of Lawyers)

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

Family Name:

First Name:

UIA Identification number (if you already have one): M I _____

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

<i>*Amounts exclusive of VAT</i>	On or before March 20	From March 21
UIA MEMBER	<input type="checkbox"/> € 340*	<input type="checkbox"/> € 390*
UIA MEMBER - YOUNG LAWYER (<35)**	<input type="checkbox"/> € 240*	<input type="checkbox"/> € 290*
NON-MEMBER	<input type="checkbox"/> € 390*	<input type="checkbox"/> € 440*
NON-MEMBER - YOUNG LAWYER (<35)**	<input type="checkbox"/> € 290*	<input type="checkbox"/> € 340*
PORTUGUESE LAWYER	<input type="checkbox"/> € 200*	<input type="checkbox"/> € 250*
PORTUGUESE - YOUNG LAWYER (<35) **	<input type="checkbox"/> € 100*	<input type="checkbox"/> € 125*

** The VAT (23%) can be applied to these amounts according to the European Directive 2006/112/CE of November 28, 2006.*

If you provide an EU VAT ID number, the VAT will not be charged. For more information, please contact the UIA.

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

B. SEMINAR SOCIAL ACTIVITIES

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

Welcome Cocktail – Wednesday, April 19

Lunch – Thursday, April 20

C. OPTIONAL DINNER

(Not included in the registration fees)

Optional Dinner – Thursday, April 20

• Please book person(s) for the dinner

€ 50 (Excl. VAT) x ___ / pers €

Total (C) (Excl. VAT) €

D. TOTAL

TOTAL (A) Excl. VAT – Registration Fees €

TOTAL (C) Excl. VAT – Optional Dinner €

TOTAL (A+C) Excl. VAT €

VAT IF APPLICABLE (23%)* €

If you provide an EU VAT ID number, the VAT will not be charged

TOTAL (A+C+VAT) €

E. CANCELLATION CONDITIONS AND GENERAL CONDITIONS

I, the undersigned, confirm having read and accepted the cancellation policy and the general terms and conditions given on page 6 of the registration programme. My registration will only be taken into account after receipt of my payment.

The participant is aware that his/her image and/or voice may be recorded or filmed during the entire duration of the seminar and, by signing this registration form, grants UIA the right to use, reproduce and distribute the concerned images and recordings by any known or unknown means and on all types of media, for an unlimited duration, completely free of charge.

The undersigned acknowledges having been informed of the processing of the personal data contained in this form by UIA, as detailed on page 6 of the registration programme.

F. METHOD OF PAYMENT

By bank transfer in EUR, without charges to the payee, in favour of the Union Internationale des Avocats, quoting “2023 Lisbon 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 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: