

# Doing Business in Latin America: Critical Aspects of the FDI in the Region

**THURSDAY, APRIL 20 & FRIDAY, APRIL 21, 2017**

*With a Welcome cocktail on Wednesday, April 19*



Seminar organised by the UIA in collaboration with the Costa Rica Bar Association and PROCOMER (Promotora del Comercio Exterior de Costa Rica)

**COSTA RICA**

 #UIAFDI



The UIA would like to thank you the following partners:



# Introduction

## Bringing together the world's lawyers

*For over 85 years, the Union Internationale des Avocats (UIA - International Association of Lawyers) has been defending the legal profession and facilitating international contacts, cooperation and the exchange of knowledge among lawyers, while respecting their cultural and professional diversity.*

Today, the UIA brings together several thousand members – lawyers or law professionals – and hundreds of bars, federations and associations.

## Join the UIA and become a member of the world's strongest network of lawyers

- You will participate in the work of the UIA Commissions in Business Law, Human Rights and General Practice and share your experience with that of professionals from over 110 countries.
- You will also be able to join forces with the UIA, which, each year, provides its support to lawyers who cannot freely practise their profession. Everywhere in the world where rights of defence are threatened or the proper administration of justice is hindered, the UIA will make your voice heard.

[www.uianet.org](http://www.uianet.org)

*Join the UIA during the seminar and benefit from a 50% discount on your membership fee.*

The UIA is proud to present this seminar in Costa Rica, a democratic country full of tradition that abolished the army in 1949 and changed the weapons for social and economic development. Coffee and banana are the traditional products, which defined the economic activity in the XIX century and the end of XX. In the 1980s, the Costa Rican economy initiated a process of opening up to foreign direct investment and obtained great results in social security and education.

Thanks to the civilian vocation of the country, Peace was achieved in Central America and President Oscar Arias Sánchez won the Nobel Peace Prize. These conditions were conducive to develop foreign investment and make the country a center hub for companies interested in developing Latin American markets and tourism investment. In 1997, the US transnational Company Intel settled in Costa Rica and generated during the following years an influx of investment that today boosts its economy and constitutes an important center of foreign investment.

**This 2017 year the UIA invites you to Costa Rica to obtain a unique experience on the development of the economic and legal reality of foreign investment in Latin America and what better place than in the country of the Pura Vida!**



Wednesday | April | 19 | 2017

**19:30 WELCOME COCKTAIL**

**Holiday Inn San José Escazú**

Plaza Tempo, Distrito de San Rafael District, Escazú Quarter  
San José, Costa Rica

**Organised by the UIA Latin American Lawyers' Forum**



Thursday | April | 20 | 2017

**08:30 – 09:00 REGISTRATION OF PARTICIPANTS**

**Costa Rica Bar Association**

Headquarter, 35A Street and 22A Avenue  
San José, Costa Rica

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

- **Froylan ALVARADO ZELADA**, *President of the Costa Rica Bar Association*
- **Pedro PAIS DE ALMEIDA**, *UIA President Elect, Abreu Advogados, Lisbon, Portugal*
- **Pedro BEIRUTE PRADA**, *General manager of Promotora del Comercio Exterior de Costa Rica (PROCOMER), San José, Costa Rica*
- **Jorge SEQUEIRA**, *Director of CINDE, Costa Rica*
- **Eduardo LORENZETTI MARQUES**, *President of the UIA Foreign Investment commission, Campedelli e Marques Advogados Associados, Sao Paulo, Brazil*

**09:15 – 10:15 CRITICAL ASPECTS OF THE FOREIGN INVESTMENT IN LATIN AMERICA**

**Moderator:** • **Gabriel LIZAMA OLIGER**, *UIA National representative in Costa Rica, Lexing Costa Rica, San José, Costa Rica*

**Speakers:**

- **Pedro BEIRUTE PRADA**, *General Manager of Promotora del Comercio Exterior de Costa Rica (PROCOMER), San José, Costa Rica*
- **Jorge SEQUEIRA**, *Director of CINDE, Costa Rica*
- **Alexander JENSEN**, *General Manager, SIXT Rent a Car, San José, Costa Rica*

**10:15 – 10:45 COFFEE BREAK**

*Kindly offered by the Costa Rica Bar Association*

**10:45 – 12:00 INVESTMENT STRATEGIES – BUYING OR DEVELOPING A CORPORATION**

**Moderator:** • **Melissa RAMÍREZ ZAMORA**, *Lexing Costa Rica, San José, Costa Rica*

**Speakers:**

- **Hernán ANDRADA**, *Basilico, Santurio & Andrada, Buenos Aires, Argentina*
- **Carlos ALIER**, *Capital Financial Advisors, San José, Costa Rica*
- **Marcos PALMA VILLAGRAN**, *Integrum, Ciudad de Guatemala, Guatemala*

**12:00 – 13:00 FDI OPPORTUNITIES AND COUNTRY RISK**

**Moderator:** • **Erika Mishelle GÓMEZ SOTO**, *Lexing Costa Rica, San José, Costa Rica*

**Speakers:**

- **Eduardo LORENZETTI MARQUES**, *President of the UIA Foreign Investment commission, Campedelli e Marques Advogados Associados, Sao Paulo, Brazil*
- **Alfredo CAPRA**, *Campedelli e Marques Advogados Associados, Sao Paulo, Brazil*
- **Edson LÓPEZ**, *Integrum, Guatemala City, Guatemala*
- **Terencio GARCÍA**, *García Bodan, Managua, Nicaragua*

**13:00 – 14:30 LUNCH**

**14:30 – 15:45 PUBLIC PURCHASE AND FDI**

**Moderator:** • **Randall VARGAS MATA**, *Lexing Costa Rica, San José, Costa Rica*

**Speakers:**

- **Fernando HERNÁNDEZ GÓMEZ**, *Vázquez Aldana, Hernández Gómez & Asociados, Guadalajara, Mexico*
- **Rommell SANDOVAL**, *Sandoval – Barrientos & Asociados, San Salvador, El Salvador*
- **Eduardo SANDOVAL**, *General Manager of Sonda, San José, Costa Rica*
- **Elian VILLEGAS VALVERDE**, *President of the INS Boards of Directors, San José, Costa Rica*

**15:45 – 16:15 COFFEE BREAK**

*Kindly offered by the Costa Rica Bar Association*

**16:15 – 17:30 TAX INCENTIVES AND FDI**

**Moderator:** • **Jessenia NAVARRO MONTERO**, *Lexing Costa Rica, San José, Costa Rica*

**Speakers:**

- **Antonio VILLA BERKEMEYER**, *Berkemeyer Attorney's and Counselors, Asuncion, Paraguay*
- **Sigmund FREUND**, *Staff Legal, Santo Domingo, Dominican Republic*
- **Carlos WONG ZÚÑIGA**, *General Manager of the Zona Franca Coyol, Alajuela, Costa Rica*
- **Lorna MEDINA**, *Tax Manager at González & Uribe, Professor of the Master's Degree in Tax Consultancy at the University for International Cooperation, San José, Costa Rica*

**20:00 OPTIONAL DINNER**

**Furca Restaurant**

From the National Stadium 200 West, on Rohrmoser Boulevard, in front of the Spanish Embassy, San José, Costa Rica

Friday | April | 21 | 2017

**09:00 – 09:15** REGISTRATION OF PARTICIPANTS

**Costa Rica Bar Association**  
Headquarter, 35A Street and 22A Avenue, San José, Costa Rica

**09:15 – 10:15** COMPETITIVENESS AND REGULATORY FRAMEWORK OF COMPETITION IN FDI

**Speakers:**

- **Luis Pablo COBAR**, *Integrum, Guatemala City, Guatemala*
- **Jorge Luis INCHAUSTE**, *Guevara & Gutierrez S.C, La Paz, Bolivia*
- **Errol SOLÍS**, *Director of the competition section of MEIC, San José, Costa Rica*

**10:15 – 11:30** INNOVATION AS A TOOL FOR FDI

**Moderator:** • **León WEINSTOK**, *BLP Abogados, San José, Costa Rica*

**Speakers:**

- **Montserrat ALFARO**, *Legal Print, San José, Costa Rica*
- **Gabriel LIZAMA OLIGER**, *UIA National representative in Costa Rica, Lexing Costa Rica, San José, Costa Rica*
- **Armando SERRANO**, *President of Alserro, San José, Costa Rica*

**11:30 – 11:45** COFFEE BREAK

*Kindly offered by the Costa Rica Bar Association*

**11:45 – 12:30** HUMAN RESOURCES AND LABOR LAW IN FDI

**Moderator:** • **Eugenio SOLANO**, *Labor Law Commission of the Costa Rica Bar Association*

**Speakers:**

- **Martha BONETT**, *Cavelier Abogados, Bogota, Colombia*
- **Eduardo BARRIENTOS**, *Sandoval - Barrientos & Asociados, San Salvador, El Salvador*
- **Salvador DADA**, *General Manager – Establishment LABS, San José, Costa Rica*

**12:30 – 13:00** CLOSING REMARKS

- **Gabriel LIZAMA OLIGER**, *UIA National representative in Costa Rica, Lexing Costa Rica, San José, Costa Rica*
- **Eduardo LORENZETTI MARQUES**, *President of the UIA Foreign Investment commission, Campedelli e Marques Advogados Associados, Sao Paulo, Brazil*

**13:00** OPTIONAL LUNCH

**Restaurante The Market**  
Hotel Real Intercontinental  
Escazú



All the information relative to our seminars is available on our Website  
[www.uianet.org](http://www.uianet.org)

# Organising Committee

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## General Information

### SEMINAR VENUE

#### COSTA RICA BAR ASSOCIATION

Headquarter, 35A Street and 22A Avenue  
San José, Costa Rica  
T +506 2202 36 00

### REGISTRATION FEES

	UIA Member		Non Member	
	≤ 20.03.2017	> 21.03.2017	≤ 20.03.2017	> 21.03.2017
STANDARD REGISTRATION	€ 240/ \$ 250	€ 290/ \$ 300	€ 290/ \$ 300	€ 340/ \$ 350
YOUNG LAWYER (<35) *	€ 190/ \$ 200	€ 240/ \$ 250	€ 240/ \$ 250	€ 290/ \$ 300

\*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 Thursday, April 20, 2017, as well as the documentation of the seminar. The dinner on Thursday, April 20, as well as the lunch on Friday April 21, 2017 are 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** without simultaneous translation.

### HOTEL 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 ROOM RESERVATION

## CANCELLATION CONDITIONS

### VISAS

## GENERAL CONDITIONS

### FORMALITIES

### FORCE MAJEURE

### HEALTH

## Hotels

## Rates

**A shuttle will be available between the hotels and the seminar venue.**

**HOTEL HOLIDAY INN SAN JOSÉ ESCAZÚ**  
Plaza Tempo, Distrito de San Rafael District  
Escazú Quarter, San José, Costa Rica  
T +506 2282 48 98 Ext. 1159  
E francinie.oses@swisstravelcr.com

Single room **USD 110**  
Double room **USD 110**  
**Breakfast and Taxes included**  
Please download the hotel reservation form from our  
Website: [www.uianet.org](http://www.uianet.org)

**HOTEL SHERATON SAN JOSÉ ESCAZÚ**  
Ruta 27, Prospero Fernández Avenue  
350 west of the Multiplaza Escazú  
Shopping Center  
San José, Costa Rica  
T +506 2282 48 98 Ext. 1159  
E francinie.oses@swisstravelcr.com

Single room **USD 159**  
Double room **USD 164**  
**Breakfast and Taxes included**  
Please download the hotel reservation form from our  
Website: [www.uianet.org](http://www.uianet.org)

**HOTEL REAL INTERCONTINENTAL COSTA RICA**  
In front of the Multiplaza Escazú Shopping  
Center, San José, Costa Rica  
T +506 2282 48 98 Ext. 1159  
E francinie.oses@swisstravelcr.com

Single room **USD 205**  
Double room **USD 232**  
**Breakfast and Taxes included**  
Please download the hotel reservation form from our  
Website: [www.uianet.org](http://www.uianet.org)

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, 2017**. No refund will be made for cancellations received after this date.

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, 2017** 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 March 20, 2017**.

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.

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.

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” 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.

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: Critical Aspects of the FDI in the Region

Thursday, April 20 & Friday, April 21, 2017

**SAN JOSÉ, COSTA RICA**

## REGISTRATION FORM

Register online at: [www.uianet.org](http://www.uianet.org)

or please complete and return this form, 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](mailto:uiacentre@uianet.org)



Register online

**UIA INDIVIDUAL MEMBERS: M I - - - - -**

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

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 Member		Non Member	
	≤ 20.03.2017	> 21.03.2017	≤ 20.03.2017	> 21.03.2017
STANDARD REGISTRATION	€ 240/ \$ 250	€ 290/ \$ 300	€ 290/ \$ 300	€ 340/ \$ 350
YOUNG LAWYER (<35) *	€ 190/ \$ 200	€ 240/ \$ 250	€ 240/ \$ 250	€ 290/ \$ 300

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

## B. SEMINAR SOCIAL ACTIVITIES

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

- Welcome Cocktail – Wednesday, April 19, 2017  
 Lunch – Thursday, April 20, 2017

## C. OPTIONAL ACTIVITIES

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

- Optional Dinner – Thursday, April 20, 2017  
• Please book ..... person(s) € 62/\$ 65 x \_\_\_ / pers
- Optional Lunch – Friday, April 21, 2017  
• Please book ..... person(s) € 48/\$ 50 x \_\_\_ / pers

Total (C) €/\$ .....

## D. TOTAL

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TOTAL (A) – Registration Fees €/\$ .....

TOTAL (C) – Optional Activities €/\$ .....

TOTAL (A+C) €/\$ .....

## E. CANCELLATION CONDITIONS

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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

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- By cheque in € payable to the UIA, addressed to: UIA – 25 rue du Jour – 75001 Paris – France
- By bank transfer **in € or in \$**, without charges to the payee, in favour of the Union Internationale des Avocats, quoting “2017 San José 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) or \$ (USD) .....

Date: ..... / ..... / .....

Signature: .....