

A training course presented by the IBA Latin American Regional Forum,
supported by the IBA Young Lawyers' Committee



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Annual IBA Latin American Regional Forum Young Lawyers' Training Programme

21 March 2023

Pontificia Universidad Javeriana, Bogota, Colombia

Sessions include:

Private equity investments in Latin America: M&A lessons and future expectations

- Common risks and challenges and alternatives to address them
- Governance to drive increase to shareholder value (qualified majorities, management and incentives)
- Post-closing indemnification protections (escrows, reps and warranties insurance)
- Minority and majority shareholder protections in Latin America

Legal negotiation workshop

- Preparing for negotiations in M&A transactions
- Negotiating strategies and techniques on a mock case format
- What do general counsel expect from their advisers in negotiations?
- Recommendations to become a high-performing team in the context of a negotiation

REGISTER ON
OR BEFORE
1 MARCH 2023
TO RECEIVE EARLY
REGISTRATION
DISCOUNTS

Who should attend? *Young lawyers and law students will have the opportunity to hear legal practitioners' international experiences and insights, from a practical and participative approach.*

All Conference working sessions and Conference materials will be in Spanish.

Supported by



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Programme

Training Chairs

Mariana Estrade *Hughes & Hughes, Montevideo; SPPI Representative, IBA Diversity and Inclusion Council*

Rodrigo Rivera *Galicia Abogados, Mexico City*

Tuesday 21 March

0800 – 1030 **Registration**

Pontificia Universidad Javeriana

0830 – 0845 **Introduction and welcome remarks**

Mariana Estrade *Hughes & Hughes, Montevideo; SPPI Representative, IBA Diversity and Inclusion Council*

Rodrigo Rivera *Galicia Abogados, Mexico City*

0845 – 1000

Private equity investment in Latin America: M&A lessons and future expectations

- Negotiating and carrying out clean and successful exits (drags, ROFRs/ROFOs, IPOs)
- Governance to drive increase to shareholder value (qualified majorities, management and incentives)
- Post-closing indemnification protections (escrows, state of the art of reps and warranties insurance)
- Minority and majority shareholder protections in Latin America

Moderator

Juan Manuel Marchan *Perez Bustamante & Ponce, Quito; Newsletter and Publications Officer, IBA Poverty and Social Development Committee*

Speakers

Luis Gabriel Morcillo *Brigard & Urrutia, Bogota*

Catalina Noreña *Posse Herrera Ruiz, Bogota*

Ligia Padovani *Lefosse, São Paulo*

Santiago del Rio *Marval O'Farrell & Mairal, Buenos Aires*

1000 – 1030 **Coffee/tea break**

1030 – 1145

Legal negotiation workshop

- Preparing for negotiations in M&A transactions
- Negotiating strategies and techniques
- What do general counsel expect from their advisers in negotiations?
- Recommendations to become a high-performing team in the context of a negotiation

Moderator

Mariano Batalla *Alta Batalla, San Jose*

Speakers

Carlos Aldana *General Counsel, Bancolombia, Bogota*

Andres Aznarez *Posadas, Montevideo; Special Projects Officer, IBA Young Lawyers' Committee*

Juan Pablo Barrera *Vicepresidente Legal, Hoteles Decameron, Bogotá*

Veronica Franco *Ferrere, Asuncion; Latin American Regional Forum Liaison Officer, IBA Young Lawyers' Committee*

Ana Cristina Jaramillo *Gomez Pinzon Abogados, Bogota*

Nicolas Tirado *Philippi Prietocarrizosa Ferrero DU & Uria, Bogota*

1145 – 1200 **Final remarks**

The IBA, its officers and staff accept no responsibility for any views expressed, presentations or materials produced by delegates or speakers at the conference.

Continuing Professional Development / Continuing Legal Education

For conference delegates from jurisdictions where CPD/CLE is mandatory, the IBA will provide a Certificate of Attendance for the conference. Subject to CPD/CLE requirements, this can be used by conference delegates to obtain the relevant number of hours' accreditation. The number of CPD/CLE hours available may vary depending on the rules applied by the members bar association/law society on time recording criteria.

A Certificate of Attendance is available to conference delegates on request. Please ask at the IBA conference registration desk for information on how to obtain the certificate.

Information

Date

21 March 2023

Venue

Pontificia Universidad Javeriana - Auditorio Quintana
Carrera 7 No 40-62
Bogota, Colombia
Tel: +57 (1) 320 8320
javeriana.edu.co

Language

All conference working sessions and conference materials will be in SPANISH.

How to register

Register online at www.ibanet.org/conference-details/CONF2291 and make payment by credit card to avail of the ten per cent online registration discount, or complete the attached registration form and return it to Camila Campelo at camila.campelo@int-bar.org. You should receive emailed confirmation of your registration within five days; if you do not please contact Camila Campelo.

Fees

Online registrations received:

	on or before 1 March	until 10 March
Training fee	US\$40	US\$55

After **10 March** registrations must be received in hard copy at the IBA office.

Hard copy registration forms and fees received:

	on or before 1 March	after 1 March
Training fee	US\$45	US\$60

Full payment must be received in order to process your registration.

Training programme fee includes:

- Attendance at all working sessions on 21 March
- Training materials, including any available speaker's papers submitted to the IBA
- Coffee/tea during break

Registration confirmation

All documentation regarding your attendance at the conference can now be obtained from the IBA website. Upon receipt of your payment for the conference a confirmation email will be sent containing instructions on how to download the documents. Registration confirmation will not be distributed by post.

Photography and filming

Certain sessions and/or social functions may be photographed and/or filmed and some of this content may be used for future IBA marketing materials, member communications, products or services. Should you have any concerns with regard to this, or do not wish to be featured in any of these materials, please contact the IBA Marketing Department at ibamarketing@int-bar.org.

Promotional literature

Please note that no individual or organisation may display or distribute publicity material or other printed matter during the conference, unless by prior arrangement with the IBA. Organisations and companies wishing to discuss promotional opportunities should contact sao.paulo@int-bar.org.

Payment of registration fees

Credit card payments: by Visa, MasterCard or American Express.

No other cards are accepted.

No deductions or withholdings

All fees payable to us by you in accordance with the terms contained in this 'Information' section shall be paid free and clear of all deductions or withholdings whatsoever. If any deductions or withholdings are required by law to be made from any fees payable to us by you under the terms contained in this 'Information' section you shall pay such sum as will, after the deduction or withholding has been made, leave us with the same amount as we would have been entitled to receive in the absence of any such requirement to make a deduction or withholding.

If we obtain the benefit of any tax credit or other relief by reference to any such deductions or withholdings, then we shall repay to you such amount as, after such repayment has been made, will leave us in no worse position than we would have been had no such deductions or withholdings been required.

Training course sell-outs

The IBA places its conference in venues of a suitable size for the event; however there are times when our conferences may sell out. Should this happen, prospective delegates will be informed and a waiting list will operate. The waiting list will function on a 'first come, first served' basis, subject to receiving registered delegate cancellations. The IBA will not be liable for any travel or accommodation expenses incurred by an individual who travels to the conference without a confirmed place at the event.

Cancellation of registration

If cancellation is received in writing at the IBA office by **1 March**, fees will be refunded less a 25 per cent administration charge. Refunds will be made minus any monies owed to the IBA. We regret that no refunds can be made after this date. Registrations received after **1 March** will not be eligible for any refund of registration fees.

Provided you have cancelled your registration to attend an IBA conference in accordance with the terms of the 'cancellation of registration' clause included in the 'Information' section of the relevant conference programme, you must then confirm to us in writing at the IBA office as soon as possible but in no event later than one year (12 calendar months) from the date of any such conference all necessary details to enable any reimbursement owed to you to be paid. We regret that no refunds will be made after the date that is one year (12 calendar months) after the date of the relevant conference.

IBA Harassment Policy

IBA conferences provide unrivalled professional development and network-building opportunities for international legal practitioners and their professional associates. The IBA values the participation of every delegate and member of the IBA and wants all attendees to have an enjoyable and fulfilling experience. Accordingly, all conference attendees are expected to show respect and courtesy to other attendees, IBA staff and those involved with hosting the events throughout the conference and at all conference events, receptions, and parties, whether officially organised by the IBA or others. All delegates, guests, attendees, speakers, exhibitors, staff and volunteers at any IBA event are required to conform to the IBA Harassment Policy.

See www.ibanet.org/conferences/harassment-policy.aspx

Registration form



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21 March 2023, Pontificia Universidad Javeriana, Bogota, Colombia

Please read the 'Information' section before completing this form and return it together with your bank transfer to Camila Campelo at the address overleaf.

REGISTER ONLINE AT WWW.IBANET.ORG/CONFERENCE-DETAILS/CONF2291 TO RECEIVE IMMEDIATE CONFIRMATION AND SECURE PAYMENT BY CREDIT CARD AND OBTAIN A TEN PER CENT DISCOUNT ON THE FEES BELOW

PERSONAL DETAILS *(Please attach your business card or write in block capitals)*

Title _____ Given name _____ Family name _____

Name and country to be shown on badge *(if different from above)* _____

IBA Membership number *(if applicable)* _____ Date of birth _____

Firm/company/organisation _____

Address _____

Country _____

Tel _____ Fax _____

Email _____

SPECIAL DIETARY REQUIREMENTS

If you have special dietary requirements, due to allergen intolerances, medical, religious reasons or a life choice, please specify the requirement below. The IBA is unable to cater for dietary requirements other than for the above reasons.

Please tick box if you have allergen intolerances and specify _____

Please tick box if your guest has allergen intolerances and specify _____

Please state all other dietary requirements clearly, i.e. I am a vegetarian; I do not eat red meat.

Disclosure of dietary information denotes you have agreed to the IBA sharing this information with relevant third parties who are providing catering on our behalf.

TO OBTAIN A TEN PER CENT DISCOUNT ON THE FEES BELOW,
PLEASE REGISTER BY **1 MARCH** ONLINE AT WWW.IBANET.ORG/CONFERENCE-DETAILS/CONF2291

HARD COPY REGISTRATION FORMS AND FEES RECEIVED:	on or before 1 March	after 1 March	amount payable
Training course	US\$45	US\$60	US\$

TOTAL AMOUNT PAYABLE US\$

FULL PAYMENT MUST BE RECEIVED IN ORDER TO PROCESS YOUR REGISTRATION.
PLEASE NOTE THAT REGISTRATIONS ARE NOT TRANSFERABLE.

METHODS OF PAYMENT

By credit card

Register online at www.ibanet.org/conference-details/conf2291 and make immediate and secure payment by credit card

Note: please do not send your credit card details on the registration form or within an email or fax.



WHERE DID YOU FIRST HEAR ABOUT THIS TRAINING COURSE?

- IBA CONFERENCE OTHER CONFERENCE DIRECT MAIL INTERNET ADVERTISEMENT
 EMAIL EDITORIAL RECOMMENDATION OTHER

Please provide further details, quoting code (if applicable)

The International Bar Association would like to keep in touch with you about relevant news, events, publications and membership. You can opt out of receiving information at any time by emailing member@int-bar.org or by logging into My IBA and updating your preferences. Your details will be included in the list of participants. If you do not want your details to be included in the list, please email camila.campelo@int-bar.org.

For further details on how your data is used and stored: www.ibanet.org/web_privacy_policy.aspx.

PLEASE SEND THE COMPLETED FORM TO INTERNATIONAL BAR ASSOCIATION:

Camila Campelo

Rua Helena 170, 14º andar, São Paulo, SP 04552-050, Brasil

Tel: +55 (11) 3046 3320 Fax: +55 (11) 3046 3324 Email: camila.campelo@int-bar.org Website: www.ibanet.org

The organisers may at any time, with or without giving notice, in their absolute discretion and without giving any reason, cancel or postpone the conference, change its venue or any of the other published particulars, or withdraw any invitation to attend. In any case, neither the organisers nor any of their officers, employees, agents, members or representatives shall be liable for any loss, liability, damage or expense suffered or incurred by any person, nor will they return any money paid to them in connection with the conference unless they are satisfied not only that the money in question remains under their control but also that the person who paid it has been unfairly prejudiced (as to which, decision shall be in their sole and unfettered discretion and, when announced, final and conclusive).



International Bar Association

the global voice of the legal profession

The International Bar Association (IBA), established in 1947, is the world's leading organisation of international legal practitioners, bar associations and law societies.

The IBA influences the development of international law reform and shapes the future of the legal profession throughout the world. It has a membership of more than 80,000 individual lawyers and more than 190 bar associations and law societies spanning over 170 countries.

Inspired by the vision of the United Nations, the IBA was founded in the same spirit, just before the Universal Declaration of Human Rights was proclaimed in 1948.

The IBA covers all practice areas and professional interests, providing members with access to leading experts and up-to-date information, enabling them to better represent their clients' interests.

Through its various committees, fora and task forces, the IBA facilitates the exchange of information and views among its members as to laws, practices and professional responsibilities relating to the practice of law around the globe.

IBA Latin America Regional Forum overview

The Latin American Regional Forum (LARF) provides a focus for all activities in the region. The group organises sessions at IBA Conferences and in particular has been instrumental in ensuring that a Latin American perspective is addressed during relevant special sessions. The LARF is closely affiliated with the North American Forum as the regions are geographically proximate and share many issues.

Contact information

International Bar Association

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