



AUSTRALIA-LATIN AMERICA BUSINESS FORUM

Pathways to Commercial Success in Latin America

FINAL
EVENT
2021

Pathways to Commercial Success in Latin America presents a real-world view of the challenges confronting cross-border trade. With insights from dispute resolution experts on both sides of the Pacific this seminar provides tips and tools on how these risks can best be managed.

Australia is a key trading partner with Latin America and continues to invest in these fast growing economies. The Trans-Pacific Partnership [2018] that includes Peru, Mexico, Chile and Colombia further opened doors for international trade by eliminating more than 98% of tariffs in the free trade region. Trade between Australia and Chile amounted to over AU\$1.5 billion in 2019-20, and trade between Australia and Mexico was more than double that figure at AU\$3.7 billion.

Activity in Latin America is destined for further acceleration with Australia negotiating a Pacific Alliance FTA with Chile, Colombia, Mexico and Peru. These four Latin American countries have combined bilateral trade with Australia currently worth over \$6 billion.

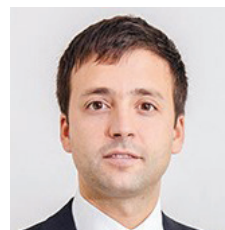
Greater trade and investment increases business risks. Confidence in the certainty, expediency, cost-efficiency and privacy of dispute resolution is essential to efficient and profitable trade and investment. Hear from the experts and join other business leaders and dispute resolution professionals to discuss these issues.

SPEAKERS



MAURICIO PANIZO
PERU/AUSTRALIA

Future challenges for community engagement in mining projects, Peru.



GONZALO VIAL
CHILE

Lessons for drafting Power Purchase Agreements Arising from Energy Disputes



DEBORAH LOCKHART
AUSTRALIA

The ADC Partnership Process: Leveraging Soft Diplomacy for Business Profitability



**KATE BROWN
DE VEJAR**
MEXICO



RICHARD EDWARDS
AUSTRALIA

IN COLLABORATION WITH



**Book
Today!**

Date: Tuesday, 14 December 2021

Time: 17.30-19.00pm (AEDT)

Networking reception to follow

Venue: Australian Disputes Centre,
Level 16, 1 Castlereagh St, Sydney
and **ONLINE**

SPEAKERS

MAURICIO PANIZO

LAWYER PERU AND NMAS MEDIATOR



Mauricio Panizo is a mediator and conflict resolution practitioner based in Australia, and a lawyer in Peru. Mauricio holds a Bachelor degree in Law and Political Science from San Marcos University Peru, a Masters of International Law from Latrobe University Melbourne, and a Masters of Accounting from Federation University, Australia.

Mauricio has worked for the Peruvian Society of Industries and for the Department of

International Affairs in Peru, and is the current President of the Peru - Australia Association.

GONZALO VIAL

DISPUTE RESOLUTION PRACTITIONER AND ARBITRATOR, SANTIAGO



Gonzalo Vial is a dispute resolution practitioner and arbitrator from Chile. He holds a law degree from Universidad Católica (Chile) and a LLM from Stanford University (US). Since October he has been pursuing a PhD in Law at Cambridge University (UK).

Gonzalo is a former partner of Bulnes, Urrutia & Bustamante, a dispute resolution boutique based in Chile. He is an Adjunct Instructor Professor of Civil Procedure at Universidad

Católica (Chile) and holds several publications regarding dispute resolution. Gonzalo is currently undertaking a Ph.D. in commercial arbitration at Cambridge University.

DEBORAH LOCKHART

CEO, AUSTRALIAN DISPUTES CENTRE



Prior to joining the NFP sector, Deborah worked for over 20 years as an executive, consultant and independent expert to a range of ASX 100 and Fortune 500 corporations, focused on delivering the commercial benefits of timely and cost-efficient dispute resolution.

Admitted as a Barrister and Solicitor of the High Court of New Zealand, Deborah completed her first mediation training with Harvard in 1993 and gained accreditation as an

Advanced Mediator through the Australian Disputes Centre in 2009. Deborah leads ADC's training faculty and speaks regularly on the financial, reputational and personal benefits of private dispute resolution processes, including the Australian and Latin American resource and general commercial sectors- APPEA Conference Perth, Ministerio de Minería Chile, and Pontificia Universidad Católica de Chile.

KATE BROWN DE VEJAR

PARTNER, DLA PIPER, MEXICO CITY



Kate Brown de Vejar focuses her practice on international commercial and investment arbitration. She has represented private corporations, sovereign states and state-owned entities in connection with international arbitrations under the leading institutional and ad hoc arbitration rules.

Recognised for her experience handling complex, high profile disputes in the energy and infrastructure sectors, Ms. Brown de

Vejar's experience also extends to disputes in the aeronautical, financial services, mining and satellite/telecommunications sectors. She is Vice-President of the LCIA's Latin American Users' Council, Co-Chair of the IBA's Subcommittee on Recognition and Enforcement of Arbitral Awards, a Board Member of CAIC (the Arbitration Center for the Construction Industry in Mexico), a member of the ICDR-CANACO Joint Committee, and Vice President of ANZMEX (the Australia, New Zealand, Mexico Business Council).

RICHARD EDWARDS

PARTNER, DLA PIPER, PERTH



Richard Edwards practises in the areas of insurance, construction, transport and litigation, with a strong focus on Latin America. His areas of practice are construction (infrastructure and commercial projects disputes, security of payments disputes and risk advice), transport (charterparty negotiations and disputes; admiralty matters, carriage of goods and port risks) and insurance (professional indemnity, marine and aviation insurance).

For over 15 years, Richard has provided dispute resolution advice and representation on numerous construction and transport disputes. He has particular experience in advising engineers, contractors and construction consultants on issues connected with construction contracts and insurance risks.

He is also experienced at using alternative forms of dispute resolution such as arbitration, adjudication and mediation.

For more information please contact us:

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