



**Asia-Pacific  
Economic Cooperation**

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2016/SOM1/CTI/WKSP/001a

## **Program**

Submitted by: Peru



**Capacity Building on Existing International  
Investment Agreements in the APEC Region,  
Relevance, Emerging Trends, Challenges and  
Policy Options to Address Coherence in Treaty  
Making  
Lima, Peru  
22-24 February 2016**

**“Capacity Building on Existing International Investment Agreements in the APEC Region, Relevance, Emerging Trends, Challenges and Policy Options to Address Coherence in Treaty Making”**

**February 22**

**08:30- 09:00**  
**Registration**

**09:00 – 09:30**  
**Opening Session**

Welcome Remarks and Opening Statement

*Edgar Vásquez Vela, Vice Minister of Foreign Trade, Peru*

**09:30 – 11:00**

**Session I: The Evolving International Regime for Foreign Investment in the APEC Region: The Spaghetti Bowl Problem?**

Over the last decade, investment rule-making in the APEC region through the negotiation of IIAs has led to a complex framework of multi-layered and multi-faceted investment rules which may represent a challenge in achieving coherence in the interaction between economies' past and future IIAs, as well as their IIAs with different partners. As an introduction, this session will give an overview of the proliferation and evolution of IIAs in the APEC Region from the perspective of historical evolution, types of IIAs, relationship with other related agreements such as services, liberalization methodology and so on. This session will also look into the so-called “spaghetti bowl phenomenon” in the APEC Region, emphasizing the several types of “overlapped” IIAs.

**Keynote Speaker:** *Shintaro Hamanaka, Economist, Asian Development Bank (ADB)*

**Commentators:** *Carlos Herrera, Executive Director, PROINVERSION, Peru*

**Coffee break**

**11:15 – 12:45**

**Session II: Comparative Analysis of IIA Provisions in the APEC Region**

Given the number of IIAs signed in the APEC Region, it is important to map out provisions of APEC IIAs in some detail in order to illustrate the different approaches taken by APEC economies in the formulation of legal text regarding scope, definitions, substantive and procedural provisions. This session will provide a stocktaking of treaty provisions of IIAs in the APEC Region in a comparative manner, including the recent investment provisions of large regional agreements in the Asia-Pacific and IIAs signed by key Asia-Pacific economies. The session will also analyze different approaches adopted by APEC economies in the negotiations of their IIAs.

**Keynote Speaker:** *Manjiao Chi, Professor, Law School, Xiamen University, China*

**Commentators:** *Vanessa Rivas Plata, Investment Affairs Coordinator, Vice Ministry of Foreign Trade, Peru*

**Lunch**

**2:30 – 4:00**

**Panel of Discussion I: The Current State of Play: Convergences and Divergences of IIAs in the APEC Region: Comparison of Different IIA Models**

A first panel comprised of investment negotiators from APEC economies will discuss the convergences and divergences of IIAs in the APEC Region and the evolution of the core elements and provisions included in IIAs. This session will serve as a departure point to pursue a discussion about the challenges associated with the existing framework of IIAs.

*Issues to be addressed by the Panel include:*

- ❖ Do APEC economies adopt a consistent approach to their IIAs? Is it possible to identify common core elements and provisions in the approaches followed by APEC economies?
- ❖ Do IIAs in APEC contain differences in the wording of their core elements and provisions? Do these differences represent a considerable variation in the content and meaning of those core elements and provisions? Are these variations driven by particular stimuli? Are these variations a consequence of experiences in the context of ISDS? Are there additional considerations that lead an APEC economy to introduce amendments to their past IIAs?
- ❖ In terms of divergences among IIAs in APEC, what are the key divergences on scope, content, and exceptions? What are the underlying policies for those divergences?

**Moderator:** *Manjiao Chi, Professor at Law School, Xiamen University, China*

**Panelists:** *Ari Sulby, Investment Expert, Office of Investment Affairs, U.S. State Department, United States*

*Zhang Yun, Investment Expert, Division for Investment Law, Department of Treaty and Law, MOFCOM, China*

*Ricardo De Urioste, Investment Negotiator, Ministry of Economy and Finance, Peru*

**Coffee break**

**04:15 – 05:30**

**Continuation of Panel of Discussion I**

**February 23**

**9:00 – 10:30**

**Session I: Drawing a Line Between the Practice of Treaty Shopping in International Arbitration and Other Business-Related Corporate Restructuring: The Arbitrator's Perspective**

This session will cover the criteria followed by arbitral tribunal to distinguish nationality planning from practices of treaty shopping.

**Keynote speaker:** *Professor Brigitte Stern, University of Paris I – Panthéon- Sorbonne*

**Commentators:** *Lee Caplan, Partner, Arent Fox LLP*

Coffee Break

**10:45 – 12:15**

**Roundtable: Discussing Corporate Restructuring and Treaty Shopping through the Lens of Arbitrators, ISDS Practitioners and Investment Negotiators**

**Speakers:** *Professor Brigitte Stern, University of Paris I – Panthéon- Sorbonne*  
*Gaela Gehring Flores, Partner, Arnold & Porter LLP*  
*Jennifer Haworth McCandless, Partner, Sidley Austin LLP*

**Moderator:** *Patrick Pearsall, Chief of Investment Arbitration, U.S. State Department*

**Lunch**

**2:30: 4:00**

**Panel of Discussion II: Comparing Different Avenues Followed by APEC Economies to Address the Spaghetti Bowl of IIAs**

Based on the analysis of the latest developments in investment treaty arbitration, this panel will discuss elements APEC economies have included to address the challenges arising out of the spaghetti bowl in their most recent IIAs. For these purposes, a group of panelists will explore the approaches adopted by their respective economies to overcome any potential unanticipated use of an IIA in the context of ISDS.

*Issues to be addressed by the Panel include:*

- ❖ What are the key elements that APEC economies are including in their most recent IIAs in order to address the spaghetti bowl of IIAs in the APEC Region? Are these elements designed to address potential gaps or inconsistencies across IIAs?
- ❖ Are these key elements limited to substantive provisions? What type of procedural provisions are also designed to address the spaghetti bowl of IIAs?
- ❖ Have these elements already been tested in any particular ISDS case? What has been the outcome when an arbitral tribunal has interpreted these elements in a particular factual context?
- ❖ Are there any significant differences in approaching the spaghetti bowl of IIAs when APEC economies negotiate with non-APEC economies?

**Moderator:** *Gaela Gehring Flores, Partner, Arnold & Porter LLP*

**Panelists:** *Patrick Pearsall, Chief of Investment Arbitration, U.S. State Department*  
*Manjiao Chi, Professor, Law School, Xiamen University, China*  
*Vanessa Rivas Plata, Investment Affairs Coordinator, Vice Ministry of Foreign Trade, Peru*

**Coffee break**

**04:15 – 05: 30**

**Continuation of Panel of Discussion II**

**February 24**

**9:00 – 10:30**

**Session I: Recent Developments in Investment Treaty Jurisprudence. A First Approach to Assess the Legal Challenges arising out of the Spaghetti Bowl of IIAs**

This session will review recent case law regarding the legal challenges arising out of the spaghetti bowl of IIAs; particularly the practice of treaty shopping and its different facets with the aim of assessing the approach taken by international arbitrators when facing claims by parties of newly acquired nationality.

**Keynote speaker:** Gaela Gehring Flores, Partner, Arnold & Porter LLP

**Coffee break**

**10:45 - 12:15**

**Session II: Mitigating the Risk of Potential Unanticipated Consequences in the Context of ISDS**

The main objective of this session is to provide both investment negotiators and those responsible for managing investor-State cases with recommendations on how to face the legal challenges of the existing complex framework of investment rules in APEC; providing them with legal tools on how to address effectively potential unanticipated consequences derived from the spaghetti bowl of IIAs in the APEC Region. Taking into account that a dominant trend in the APEC region is the regionalization of investment-rule making, and that economies in APEC are currently embarked in negotiations of mega-regional IIAs, investment negotiators in the APEC Region must be equipped with the adequate technical skills to tackle the legal challenges associated with the state-of-the-art in international investment law.

Some of the issues to be covered in this session include the analysis of the following concepts and provisions: Control — Denial of benefits clause — Nationality of investor — Nationality of investor, corporations — Nationality of investor, individuals — Nationality of investor, relevant time — Nationality of investor, shareholders — Ownership — Most-favoured-nation treatment (MFN).

**Keynote speaker:** *Jennifer Haworth McCandless, Sidley Austin LLP*

**Lunch**

**2:30: 4:00**

**Panel of Discussion III: Lessons and Insights for Investment Treaty Making in the APEC Region**

**Panelists:**

*Tania Pierotic, Legal Advisor, Ministry of Foreign Affairs, Chile*

*Marya Sycheva, Leading Expert, Trade in Services and Investment Unit, Russia*

**Moderator:** *Lee Caplan, Arent Fox LLP*

**Coffee break**

**04:15 – 05:30 Continuation of Panel of Discussion II**

**05:30 – 06:00 Closing Remarks**

## Workshop Speakers

### **Shintaro Hamanaka**

Shintaro Hamanaka is currently Economist at Economic Research and Regional Cooperation Department of Asian Development Bank (ADB). At the ADB, he is in charge of research on trade and investment integration in Asia, and capacity building and policy support for trade and investment policy making of developing economies. He is also a member of APEC Regional Investment Analytical Group (RIAG) since its establishment in 2014. Before joining ADB, he worked as a service negotiator of Doha Round at the Japanese Mission to the World Trade Organization (WTO). Prior to this, he was a central bank economist at the Bank of Japan.

His research interests include international political economy (IPE), regionalism, regional economic governance, and trade and investment integration in Asia. He extensively writes on free trade agreements, regional service agreements and investment treaties. He authors several books and numerous academic journal articles in the field of international relations, political science, economics and international economic law. He is the author of *Asian Regionalism and Japan: The politics of membership in regional diplomatic, financial and trade groups* (Routledge, 2009), and *Asian Free Trade Agreements and WTO Compatibility* (World Scientific, 2014). He has PhD from University of Sheffield.

### **Carlos Herrera**

Currently holds the position of Executive Director of the Private Investment Promotion Agency of Peru - PROINVERSION. Graduated in Economics at the University of San Martin de Porres. Mr. Herrera has developed high expertise in developing investment promotion strategies and on the treatment to foreign investment.

He has been Head of the Peruvian Negotiating Team on the Investment Chapters in various Free Trade Agreements, including those with the United States of America, Canada, Korea and the Trans Pacific Partnership Agreement. He has also gained expertise in matters relating to taxation and has participated in the negotiation of agreements to avoid double taxation with Chile and Canada. During the nineties Mr. Herrera was designated as Secretary General of the National Commission on Foreign Investment and Technology – CONITE, and in such position was a member of the team in charge of designing the foreign investment policy implemented during those years and still in force in Peru.

Mr. Herrera has been Professor of the Seminar on Technology Transfer in the Master of Technology Management at the National University of Engineering. He has taught the Seminar on Foreign Investment in the Faculty of Economics of the University of the Pacific and the Investment Regulation course in the Master of Economic International Law of the Pontificia Universidad Catolica del Peru (PUCP).

### **Manjiao Chi**

Manjiao Chi is a professor of international law of Law School, Xiamen University, China. His major research fields cover international trade and investment policy & law, and international dispute settlement, among others. He has published over fifty monographs, book chapters and articles in leading law journals in both Chinese and English. He was Senior Fellow, Center for Global Cooperation Research, Germany, and was visiting

fellow at the Max-Planck Institute in Heidelberg, Columbia Law School and UNIDROIT. He worked in the Department of Treaty and Law, Ministry of Commerce, China, mainly dealing with WTO disputes, investment arbitration and policy-making, and was a member of the Chinese delegation in investment treaty negotiations. Among his many academic affiliations, he is Deputy Secretary-General, the Administrative Council, Xiamen Academy of International Law, and Council Member, Chinese Society of International Law. He is frequently invited to talk in international and national conferences, universities, enterprises and leading law firms in China and abroad, and often serves as arbitrator, consultant and expert witness in many domestic, foreign-related and international arbitration cases. He holds a Ph.D in law degree from Xiamen University.

### **Vanessa Rivas Plata Saldarriaga**

Ms. Rivas Plata serves as Investment Affairs Coordinator at the Vice Ministry of Foreign Trade of Peru. In this capacity, Ms. Rivas Plata has participated as investment negotiator of several international investment agreements. She has served as Peru's investment lead negotiator for the Trans-Pacific Partnership and the Pacific Alliance. She has been member of the negotiating team in charge of the Free Trade Agreements with the Republic of Korea and China. Ms. Rivas Plata represents Peru in the Investment Expert's Group of the Asia-Pacific Economic Cooperation – APEC. She is currently leading the negotiations of the Investment Chapter of a Free Trade Agreement between Peru and Turkey and she has been appointed as member of Peru's Special Commission in charge of the management of investor-State disputes.

Ms. Rivas Plata holds a LL.M. in International Business and Economic Law from Georgetown University and received her Bachelor of Laws degree from the Catholic University of Peru.

### **Ari Sulby**

Ari Sulby has been an investment negotiator and policy advisor in the Office of Investment Affairs at the Department of State since 2010. In that time he has served as the Department's representative to the APEC Investment Expert Group and to the Committee on Foreign Investment in the United States. Ari has also worked on bilateral investment treaty discussions with India, Pakistan, Cambodia, Ghana, and the East African Community. Lastly, Ari has served temporarily as the Acting Chief of Staff in the Bureau of Economic and Business Affairs and as the Acting Macroeconomic Chief at Embassy New Delhi. Prior to working with at State, Ari served at the Social Security Administration and for the Internal Revenue Service. Ari received his Master's from Georgetown University in International Law and Politics and his Bachelor's degree from the George Washington University in International Affairs.

### **Zhang Yun**

Mr. Zhang is member of the Chinese delegation, taking part in negotiations of BIT between China and the US. He also deals with potential ICSID cases and making research on ISDS mechanism. Mr. Zhang earned a Master of Management from School of Public Policy and Management, Tsinghua University, China. He holds a PhD of Business Law from Australian School of Business, University of South Wales, Australia. Currently, he works at the Department of Treaty and Law of the Ministry of Commerce, China. Previously, he worked at the Investment Promotion Agency, Ministry of Commerce, China.

### **Roberto De Urioste Samanamud**

LLB Universidad Católica del Peru (1998). Career diplomat at the Ministry of Foreign Affairs (2000-2011). Diplôme International d'Administration Publique (Relations Internationales) at the Ecole Nationale d'Administration (ENA) Paris, (2002). Deputy Consul of Peru in Santiago de Chile (2003-2005). MSc International Political Economy London School of Economics & Political Science (2006). Consultant LSE International Trade Policy Unit (2006-2007). Legal Advisor Ministry of Foreign Affairs in the maritime delimitation dispute with Chile before the International Court of Justice (2007-2009). Co-counsel in international investment disputes (2009-2010). LLM University of Chicago Law School (2010). In 2011 appointed Secretary of the Special Commission of International Investment Disputes (Ministry of Economy and Finance of Peru). Legal Advisor of the General Directorate of International Economic Affairs, Ministry of Economy and Finance of Peru (2013-2015).

### **Brigitte Stern**

Brigitte Stern is Professor Emeritus at the University of Paris I - Panthéon-Sorbonne. She was also a Member and the Vice-President of the United Nations Administrative Tribunal (UNAT) from 2000 to 2009.

She has served and serves as a Consultant and Expert for international organisations. She is active in international dispute settlement, acting as Counsel before the International Court of Justice and as Arbitrator (Sole Arbitrator, Member or President) in numerous ICSID, ICC, NAFTA, Energy Charter Treaty and UNCITRAL arbitrations. She holds a Master's degree and a JD from the University of Strasbourg, a Master of Comparative Jurisprudence (MCJ) from New-York University, and a PhD from the University of Paris. She passed the Paris Bar exam and is "Agrégeée" of the Law Faculties (1970).

She has published many books, among others, *Le préjudice dans la théorie de la responsabilité internationale*, Paris, Pedone, 1973, *20 ans de jurisprudence de la Cour internationale de Justice*, 1975-1995, La Haye, Nijhoff, 1998, *La succession d'Etats*, Lecture at The Hague Academy of international law, RCADI, tome 262, La Haye, Kluwer, 2000, as well as numerous articles.

### **Lee Caplan**

Lee Caplan is a partner at Arent Fox where his practice focuses on international arbitration, international investment law and policy, and public international law. Mr. Caplan regularly appears before international tribunals in connection with complex disputes arising out of concession agreements, investment treaties, and other international agreements. Prior to joining Arent Fox, Mr. Caplan worked in the U.S. Department of State's Office of the Legal Adviser where he defended the United States in investment treaty arbitration and advised on U.S. investment treaty negotiations, including negotiations to conclude the Investment Chapter of the Trans-Pacific Partnership (TPP) Agreement and a U.S.-China bilateral investment treaty. He is the co-author of a leading commentary on international arbitration entitled *The UNCITRAL Arbitration Rules: A Commentary* and of a leading commentary on the U.S. Model Bilateral Investment Treaty in *Commentaries on Selected Model International Investment Agreements*. Mr. Caplan serves as a member of the U.S. delegation to the UN Commission on International Trade Law and an advisor to the U.S. Department of Commerce's Commercial Law Development Program. Mr. Caplan is an adjunct professor at the Georgetown University Law Center where he teaches a course on



international courts and tribunals. Mr. Caplan has earned degrees from the University of California at Berkeley School of Law and The Fletcher School of Law & Diplomacy.

### **Gaela Gehring Flores**

Gaela Gehring Flores is a Partner in Arnold & Porter LLP's litigation practice group and concentrates her practice on international arbitration matters. She represents both sovereign states and multinational corporations and in international arbitrations before the International Centre for Settlement of Investment Disputes (ICSID), the International Chamber of Commerce (ICC) International Court of Arbitration, the International Centre for Dispute Resolution (ICDR/AAA), and in litigation and appellate proceedings before US federal courts and administrative agencies. Ms. Gehring Flores also provides legal services to private sector and sovereign clients on enforcement of arbitral awards, effective contractual dispute resolution clauses and a variety of public international law issues, including foreign sovereign immunity and discovery in international proceedings. Ms. Gehring Flores' practice capitalizes on her broad experience in international arbitration and litigation and on her native Spanish skills and bicultural background.

Ms. Gehring Flores has been recognized as one of the American Lawyer's "Top 45 under 45" Top Women Lawyers in the Am Law 200 and as a leading practitioner of international arbitration in publications such as Chambers USA, Chambers Global, Chambers Latin America, The Legal 500, Global Arbitration Review, Latin Lawyer 250, and Euromoney, among others.

Ms. Gehring Flores currently serves as Vice Chair of the District of Columbia Bar International Dispute Resolution Committee.

### **Jennifer Haworth McCandless**

Jennifer Haworth McCandless focuses her practice in the area of international dispute resolution, in particular in investment treaty arbitration. In arbitration, she has advised and represented private and sovereign clients in proceedings before ICSID and its Additional Facility, as well as in ad-hoc arbitration such as under the UNCITRAL Arbitration Rules. She has also advised and represented private parties and governments in WTO disputes.

Jennifer has spoken on issues concerning international arbitration including at seminars and workshops sponsored by American University's Washington College of Law, the U.S. Council for International Business's Young Arbitrators Forum, and the International Law Section of the D.C. Bar. In addition, she has served as a member of the Investment Subcommittee of the U.S. State Department's Advisory Committee on International Economic Policy Regarding the U.S. Model Bilateral Investment Treaty in 2009 and on the Implementation of the OECD Guidelines for Multinational Enterprises in 2010.

Prior to entering private practice, Jennifer clerked for Gregory W. Carman, former Chief Judge of the U.S. Court of International Trade in New York. In addition, she served as a legal intern with the U.S. Trade Representative's Office in Washington, D.C. and Geneva. She also served as a legal intern at the United Nations in New York and has worked at the World Bank in Washington, D.C.

### **Patrick W. Pearsall**

Mr. Patrick W. Pearsall is the Chief of Investment Arbitration in the U.S. State Department's Office of the Legal Adviser. At the U.S. State Department, Mr. Pearsall leads a team of attorneys who defend the United States in claims brought under certain treaties and free trade agreements, such as the United States' bilateral investment treaties and FTAs, including the NAFTA and the CAFTA-DR. He has represented the United States in dozens of proceedings under these instruments. He was the United States' delegate to International Court of Arbitration's (ICC) Task Force on Arbitration with State or State-Owned Entities, which was asked to provide recommendations for revision of the 2012 ICC Rules, and was later on the Special Drafting Committee. He has been Editor-in-Chief of International Litigation section of the ABA's Year-in-Review, and has published on investor-state arbitration. In addition Mr. Pearsall has led negotiating delegations for several of the United States treaties and was the lead lawyer on cross-border infrastructure matters for the State Department. He is currently serving as the United States delegate to the International Bar Association Arbitration Steering Committee and sits on the boards of several arbitration groups. Prior to joining the U.S. State Department in January 2009, he worked as a litigator in private practice where he appeared in numerous international arbitrations as counsel to both sovereigns and multinational corporations. He has worked for both the ICC and the Hon. Sonia Sotomayor on the United States Court of Appeals. He has taught at Columbia Law School, the George Washington School of Law, and Georgetown Law Center.

### **Maria Sycheva**

Ms. Sycheva started working for the Ministry of Economic Development of the Russian Federation in 2014. Prior to joining the Ministry Ms. Sycheva was working with international legal firm.

She is responsible for negotiations on Investment Protection and Promotion Agreements (bilateral investment treaties) and free trade agreements that are currently being held between the Government of Russian Federation and governments of the other countries. She is doing research and analysis of the current legislation, drafting agreements, preparing and participating negotiations, preparing the position materials.

Also Ms. Sycheva is responsible for trade in services and investment issues in the framework of the Russian Federation participation in APEC; as well as for transport and competition issues. Ms. Sycheva took part in several WTO and APEC seminars, in particular, WTO Regional Trade Police Course for CEECAC Countries in Istanbul, 2015, APEC Capacity Building Workshop on Scheduling of Services and Investment Commitments in FTAs in Singapore, 2014 and others.

### **Tania Pierotic**

Tania Pierotic is a lawyer from the Pontificia Universidad Católica de Chile and serves in the Department of Services and Investment of the General Directorate of International Economic Affairs (DIRECON) of the Ministry of Foreign Affairs of Chile. In this capacity, she has participated in the negotiation of the Investment Chapter of the Trans-Pacific Partnership Agreement (TPP) and in the negotiation of the Agreement on Cooperation and Facilitation of Investments between Chile and Brazil. She is currently involved in the negotiation of the Investment Chapter between Chile and Hong Kong and the Investment Chapter between Chile and Central America. She has been actively involved in the drafting of the Investment Section of Chapter 4 of the Collective Strategic Study of the Free Trade Area of the Asia-Pacific (FTAAP).

She also serves as a representative of Chile to the Arbitration and Conciliation Group of the United Nations Commission on International Trade Law (UNCITRAL) and to the Investment Committee of the Organisation for Economic Co-operation and Development (OECD).

Previously, she served as a legal advisor in the Department of International Law of DIRECON where she was involved in the negotiation of the Pacific Alliance Trade Protocol and in the implementation of Chile's bilateral free trade agreements.

## Workshop Participants

| <b>Economy</b>        | <b>Name</b>              | <b>Title</b>                 | <b>Ministry/Organization</b>                                       |
|-----------------------|--------------------------|------------------------------|--------------------------------------------------------------------|
| <b>Chile</b>          | Pablo NILO (Mr)          | Legal Advisor                | Services and Investment Department,<br>Ministry of Foreign Affairs |
|                       | Tania PIEROTIC (Ms)      | Legal Advisor                | Services and Investment Department,<br>Ministry of Foreign Affairs |
| <b>China</b>          | Sining ZHAO (Dr)         | Official                     | MOFCOM,PRC                                                         |
|                       | Yun ZHANG (Dr)           | Official                     | MOFCOM,PRC                                                         |
| <b>Chinese Taipei</b> | Andy CHIEH-WEN TSAI (Mr) | Economic Secretary           | Office of Trade Negotiations, MOEA                                 |
|                       | Chen-I WANG (Ms)         | Researcher                   | Department of Investment, MOEA                                     |
| <b>Indonesia</b>      | Amarillis RAHMITA (Ms)   | Trade Analyst                | Ministry of Trade                                                  |
|                       | Hafid RAHARJO (Mr)       | Regional Cooperation Analyst | BKPM                                                               |
| <b>Japan</b>          | Naoya YAMAMOTO (Mr)      | Researcher                   | Ministry of Foreign Affairs                                        |

| <b>Economy</b>          | <b>Name</b>                    | <b>Title</b>                                                                    | <b>Ministry/Organization</b>                                        |
|-------------------------|--------------------------------|---------------------------------------------------------------------------------|---------------------------------------------------------------------|
| <b>Japan</b>            | Satoko TOKU (Ms)               | Senior Deputy Director for EPA/FTA Negotiations                                 | Ministry of Foreign Affairs                                         |
| <b>Korea</b>            | Miri Ryu (Ms)                  | Deputy Director                                                                 | Ministry of Justice                                                 |
| <b>Korea</b>            | Miyeon Kim (Ms)                | Second Secretary                                                                | Ministry of Foreign Affairs                                         |
| <b>Malaysia</b>         | Gheeta Devi RENGASAMY (Ms)     | Senior Assistant Director, Strategic Planning and Policy Advocacy Division      | Malaysian Investment Development Authority (MIDA)                   |
|                         | Joshua Ngooi TECK HWA (Mr)     | Principal Assistant Director                                                    | Ministry of International & Industry                                |
| <b>Mexico</b>           | Leticia Margarita RAMIREZ (Ms) | Deputy Director General (Office of the General Counsel for International Trade) | Ministry of Economy                                                 |
|                         | Maria del Sol GÓMEZ (Ms)       | Head of Department                                                              | International Trade of Services and Investment, Ministry of Economy |
| <b>Papua New Guinea</b> | Daroa PETER (Mr)               | Manager Investment Promotion Unit                                               | Investment Promotion Authority                                      |
|                         | Kamis YALAKUN (Mr)             | Special Projects Officer International Affairs                                  | Investment Promotion Authority                                      |
| <b>Peru</b>             | Andrea RAVELLO (Ms)            | Legal Advisor at the Directorate of Asia, Oceania and Africa                    | Ministry of Foreign Trade and Tourism                               |

| <b>Economy</b> | <b>Name</b>              | <b>Title</b>                                                | <b>Ministry/Organization</b>          |
|----------------|--------------------------|-------------------------------------------------------------|---------------------------------------|
|                | Araceli RIOS (Ms)        | Director of the Investor Services Division                  | PROINVERSION                          |
|                | Carlos HERRERA (Mr)      | Executive Director                                          | PROINVERSION                          |
| <b>Peru</b>    | Devora ALARCON (Ms)      | Economist at the Multilateral Affairs Directorate           | Ministry of Foreign Trade and Tourism |
|                | Giannina VILLANUEVA (Ms) | Economist at the Directorate of Asia, Oceania and Africa    | Ministry of Foreign Trade and Tourism |
|                | Hector ZEVALLOS (Mr)     | APEC Coordinator                                            | Ministry of Foreign Trade and Tourism |
|                | Jorge VALVERDE (Mr)      | Investment Specialist of the Investor Services Division     | PROINVERSION                          |
|                | Lisbeth LOJA (Ms)        | Investment Specialist of the Investor Services Division     | PROINVERSION                          |
|                | Lucia DIAZ (Ms)          | Services Negotiator                                         | Ministry of Foreign Trade and Tourism |
|                | Gerardo Meza (Mr)        | Services Negotiator Coordinator                             | Ministry of Foreign Trade and Tourism |
|                | Karina Tejada (Ms)       | Services Negotiator at the Multilateral Affairs Directorate | Ministry                              |

| <b>Economy</b>     | <b>Name</b>                    | <b>Title</b>                                             | <b>Ministry/Organization</b>           |
|--------------------|--------------------------------|----------------------------------------------------------|----------------------------------------|
|                    | Magrit CORDERO (Ms)            | Legal Advisor                                            | Ministry of Economy and Finance        |
|                    | Manuel MONTEAGUDO (Mr)         | General Counsel                                          | Central Reserve Bank of Peru           |
|                    | Maria del Carmen VERGARAY (Ms) | Senior Economist at the Multilateral Affairs Directorate | Ministry of Foreign Trade and Tourism  |
|                    | Mateo CEGARRA (Mr)             | Third Secretary - Investment Promotion Directorate       | Ministry of Foreign Affairs            |
|                    | Mónica GUERRERO (Ms)           | Legal Advisor                                            | Ministry of Economy and Finance        |
|                    | Pamela HUAMAN (Ms)             | Legal Advisor                                            | Ministry of Foreign Trade and Tourism  |
|                    | Verónica MASEDA (Ms)           | Legal Specialist of the Investor Services Division       | PROINVERSION                           |
|                    | Victor SACO (Mr)               | IEL Professor                                            | Pontifical Catholic University of Peru |
| <b>Philippines</b> | Dino John B. RECTO (Mr)        | Investments Specialist                                   | Board of Investments (BOI)             |
|                    | Marissa B. GALADINES (Ms)      | Assistant Solicitor General                              | Office of the Solicitor General        |

| <b>Economy</b>  | <b>Name</b>                     | <b>Title</b>                                                                                   | <b>Ministry/Organization</b>                                       |
|-----------------|---------------------------------|------------------------------------------------------------------------------------------------|--------------------------------------------------------------------|
| <b>Russia</b>   | Anna AFENDIKOVA (Ms)            | Expert at the Services and Investment Division, Department for Trade Negotiations              | Ministry of Economic Development                                   |
|                 | Mariia SYCHEVA (Ms)             | Leading Expert of the Trade in Services and Investment Unit, Department for Trade Negotiations | Ministry of Economic Development                                   |
| <b>Thailand</b> | Orawee SUPHATTHARAPRATHEEP (Ms) | Trade Officer                                                                                  | Department of Trade Negotiations<br>Ministry: Ministry of Commerce |
| <b>Thailand</b> | Pachara SANGCHAI (Mr)           | Trade Officer                                                                                  | Department of Trade Negotiations<br>Ministry: Ministry of Commerce |
|                 | Parmee CHENGSTUTTA (Ms)         | Investment Advisor (Plan and Policy Analyst, Expert Level)                                     | BOI Thailand                                                       |
|                 | Sirinard CHAIYALAPO (Ms)        | Senior Investment Promotion Officer                                                            | BOI Thailand                                                       |
| <b>Viet Nam</b> | Ho Quoc ANH (Mr)                | Official                                                                                       | Foreign Investment Agency, Ministry of Planning and Investment     |
|                 | Tuan NGUYEN (Mr)                | APEC Desk Officer                                                                              | Ministry of Industry and Trade                                     |



| <b>Name</b>      | <b>Title</b>      | <b>Organization</b> |
|------------------|-------------------|---------------------|
| Joji KOIKE (Mr)  | Program Director  | APEC Secretariat    |
| Joel BASSIG (Mr) | Program Executive | APEC Secretariat    |