



Salvador
Fonseca González

fonseca, rodríguez & perchemlian
abogados

PRACTICE

Salvador has participated in arbitrations under the rules of the major arbitral institutions and is knowledgeable in dealing with dispute boards and other methods of solving disputes.

He has served as sole arbitrator and chairman of arbitral tribunals in several international and local cases, including cases under the arbitration rules of the United Nations Commission on International Trade Law (UNCITRAL), the International Chamber of Commerce (ICC), the Mexican Nacional Chamber of Commerce (CANACO), the Mexico Arbitration Center (CAM) and other rules, including a case administered by the Permanent Court of Arbitration in the Hague.

+28 years of experience
representing corporate and individual
clients in complex international and
domestic arbitration and litigation

Salvador has vast experience in international and local commercial arbitration. In addition, he is well-versed in civil, commercial and administrative litigation before local and federal courts in Mexico. Mr. Fonseca has obtained many favorable rulings in high profile and precedent-setting cases, including cases argued before the Nation's Supreme Court of Justice.

Prior to joining Fonseca, Rodríguez & Perchemlian, Salvador led the dispute resolution practice in Mexico City for two international law firms

Industries

- Construction & Infrastructure
- Consumer Products
- Energy
- Finance
- Food & Beverage
- Health & Pharmaceuticals
- Hospitality
- Insurance & Reinsurance
- Media & Technology
- Mining
- Public Procurement
- Real Estate
- Software and IT
- Telecoms
- Transport





HONORS AND AWARDS



Chambers Latin America – Latin America's Leading Lawyers for Business Guide, Dispute Resolution: Arbitration, 2024, 2023, 2022, 2021, 2019, 2018, 2017, 2016

Best Lawyers

Best Lawyers, 2024, 2034, 2022, 2021, 2020, 2019



The Legal 500 Latin America, Dispute Resolution, 2024, 2023, 2021, 2020, 2019, 2018, 2017, 2016



Salvador
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MEMBERSHIPS

- Member of the Latin American Construction Law Association and Chair of its Arbitration Committee.
- International Centre for Dispute Resolution (ICDR), Mexican Advisory Committee, Chair.
- Member of the ICDR Panel of Arbitrators.
- International Chamber of Commerce (ICC) Mexico, Arbitration Commission and former Member of its National Nomination Commission.
- Member of the ICC Arbitration and ADR Commission
- Included in the list of arbitrators of various arbitral institutions in Latin America.
- Member of the Mexican Bar Association.
- Member of the National Association for Corporate Counsel ANADE and its Dispute Resolution Committee.

CLIENT RECOGNITION

"Salvador did an excellent initial presentation at the hearing and his cross-examination to the opposing party's witnesses and experts was decisive for winning the case"

Legal Director
Global Pharmaceutical Company

"Salvador helped us to win the most complicated case we had; with his leadership, we could align the efforts of our technicians, the outside experts and the rest of the people that participated in the arbitration; we truly put together an excellent team!"

In-House Counsel
Major Construction company



REPRESENTATIVE MATTERS

Arbitration

and
Alternative
Dispute
Resolution

- Lead counsel to a global port operations company in a \$300 plus million USD construction arbitration regarding a port in the Mexican Pacific contracted under the FIDIC Yellow Book (ICC, English, New York). The case was reported in the business news in Mexico.
- Lead arbitration counsel to a global pharmaceutical company in a dispute regarding indemnities for breaches to warranties and representations and undisclosed liabilities derived from the purchase of a group of companies in diverse countries in Latin America (ICC, English, New York).
- Co-lead counsel and later lead counsel to a Mexican public corporation in one of the largest international construction arbitrations in Latin America involving claims in excess of US\$1 billion related to an oil and gas project in Mexico (revamping of a refinery, construction of pipelines, etc), and in subsequent setting aside proceedings pending before Mexican Courts and the Supreme Court of Justice in Mexico (ICC, Spanish, Mexico). The case made the headlines in the Mexican media.
- Lead counsel to a large construction company regarding a multimillion dispute regarding the construction of a power plant (ICC, Spanish, Mexico).
- Represented a French company in an investment arbitration against Mexico regarding certain violations to the Mexico-France BIT in connection with its participation in a satellite concession in Mexico (CIADI, Additional Facility). The case was reported by the media in various countries.
- Lead counsel to a major hospitality company in arbitration regarding a contractual dispute concerning the split of a group of hotels and the rights to a timeshare club. The case settled favorably to the client in mediation (ICDR, Spanish, Mexico). The case was reported in the business news in Mexico.
- Lead counsel to an important regional construction company in arbitration administered by the ICDR regarding an infrastructure project in Central America (IACAC, Spanish, Panama). The case appeared by the media in Central America.
- Lead Counsel to a global software and technology company in an arbitration related to the implementation of an ERP software (CANACO, English, Mexico).
- Lead counsel for a global hotel chain in an arbitration and related litigation against a construction contractor related to the renovation of a luxury hotel in Mexico City (CANACO, Spanish, Mexico).
- Co-lead counsel to a Canadian oil and gas company in arbitration regarding the construction of a pipeline and related litigation before federal courts in Mexico (LCIA, Spanish, Mexico). The case was reported by the media in Mexico.



REPRESENTATIVE MATTERS

Arbitration

and
Alternative
Dispute
Resolution

- Lead counsel to a major construction company in arbitration against a sub-contractor regarding a project for the construction of an industrial plant in Mexico under an open book maximum guaranteed price contract (IOC, Spanish, Mexico).
- Lead counsel to two major Spanish real estate companies, operating under a special purpose company, in arbitration regarding a large real estate seaside development in Mexico (CANACO, Spanish, Mexico).
- Lead counsel to a U.S. real estate development company in arbitration regarding a high-end residential seaside development project in Mexico (ICDR, English, Mexico).
- Lead counsel to a U.S. company in a multimillion-dollar arbitration of corporate disputes against its Mexican counterparts (ICDR, Spanish, Mexico).
- Represented a global carrier company in multimillion arbitration related to its Latin American operations (ICC, English, Panama - hearings in Miami).
- Represented a major shipping company in an arbitration related to a stock purchase agreement (ICC, Spanish, Mexico).
- Participated in the representation of an American franchisor against its Mexican counterpart in a US\$10 million-plus international arbitration.
- Successfully argued for recognition and enforcement of multiple arbitration awards (including interim measures awards) in Mexico and overseas in application of the New York and Panama Conventions.
- Advised a Latin American construction company in the implementation of Dispute Boards for diverse infrastructure projects.

Anticorruption

- Advised an international engineering corporation regarding corporate compliance issues in Mexico and the implications for its Mexican operations of Foreign Corrupt Practices Act (FCPA) investigations by the U.S. Department of Justice and the U.S. Securities and Exchange Commission (SEC).
- Conducted interviews of the directors and other executives of a global company in connection with an internal anticorruption and compliance investigation.
- Coordinated the review of documentation in Mexico, Guatemala and Colombia in connection with an FCPA investigation on a global medical devices company.



REPRESENTATIVE MATTERS

Litigation

Commercial Litigation

- Lead counsel for a European construction company in litigation related to diverse projects in Mexico.
- Lead counsel in a commercial claim brought by Australian company in the traffic control and law enforcement industry against its former Mexican distributors. The case involves the local government of various cities in Mexico (including Mexico City) and it is related to the “fotomultas” incident that have been frequently reported in the news in México.
- Lead counsel for a global automotive company in litigation derived from the termination of a distributor in Mexico.
- Lead counsel in diverse commercial claims brought by a global corporation in the waste and hazardous substances management industry against various Mexican companies and individuals in connection with the acquisition of a series of treatment facilities and other assets in Mexico.
- Lead counsel in a commercial claim representing a software company in litigation against a bank owned by the federal government of Mexico regarding the implementation of a core banking software.
- Lead counsel to banks, investment funds and other national and international financial institutions in numerous matters before Mexican courts.
- Lead counsel to a major global agribusiness company in litigation against its former Mexican brokers regarding contracts for the supply of grain.
- Lead Mexican counsel for a Real Estate Development Company in a cross-border title insurance litigation.
- Successfully argued for recognition of several U.S. judgments in Mexico in an application of the Hague Convention.
- Participated in the deposition of witnesses in Mexico in connection with U.S. court proceedings applying the Hague Convention on the taking of evidence abroad in civil and commercial matters.
- Advised diverse multinational companies in the tobacco, telecoms, consumer products, and automotive industry sectors regarding Mexican class action regulations.



REPRESENTATIVE MATTERS

Litigation

Injunctions and Ex-Parte Orders

- Obtained an amparo injunction from a District Court in Mexico City ordering the customs authority in Mexico to allow the importation of grain.
- Obtained an injunction from a federal administrative court in Mexico City against environmental agencies and authorities in Mexico to reopening a waste treatment facility in Mexico.
- Obtained an injunction from a federal administrative court in Mexico City against the Consumer Protection Agency to allow the use of certain marketing materials of consumer products.
- Obtained an injunction from a federal administrative court in Mexico City against the Federal Commission for the Protection Against Sanitary Risks to suspend the enforcement of fines imposed to a client in the Tobacco industry.
- Reversed an amparo injunction granted to indigenous and agrarian communities in connection with the construction of a highway in Mexico.
- Obtained an amparo injunction from a District Court in Puerto Vallarta against federal and local Mexican authorities to halt the construction of a beach resort until claims over the ownership of land and various environmental issues were resolved.
- Obtained ex-parte interim measures from a local court in Mexico City in connection with an arbitration over a distribution and franchise agreement.
- Obtained ex-parte interim measures from a federal court in Mexico City before filing a commercial complaint for breach of contract related to the construction of a major office complex.
- Obtained ex-parte interim measures from a District Court in Mexico City to avoid the transfer of shares in connection with an arbitration regarding a stock purchase agreement.
- Obtained ex-parte interim measures from a local court in Guadalajara to secure assets of the counterpart in connection with claims over a contract for the lease and operation of traffic control systems.
- Obtained ex-parte interim measures from a federal court in Mexico City to arrest a vessel at the Manzanillo port in Mexico.
- Obtained ex-parte interim measures from a federal court in Mexico City ordering the counterpart to deliver certain goods that were pending under a purchase order and that were necessary to avoid damage to an industrial plant.
- Obtained ex-parte interim measures from a local court in Mexico City to avoid the enforcement of a letter of credit posted in connection with a construction contract.
- In appeal, reversed an ex-parte injunction granted to the counterpart by a federal judge in Mexico City ordering the freezing of bank accounts and the attachment of some assets pending the resolution on the merits of a commercial complaint.
- In amparo, reversed an ex-parte interim measure granted to the counterpart by a local judge in Mexico City ordering the suspension of the decisions that were taken in a shareholders' meeting of a Mexican corporation.



REPRESENTATIVE MATTERS

Litigation

Amparos and Administrative Litigation

- Lead counsel in Mexico to a global energy company in multiple amparo actions related to the construction of a gas pipe line in Mexico; the counter part in the dispute was the CFE (the Mexican utility company). The dispute made the headlines in newspapers in Mexico.
- Lead counsel in administrative and amparo litigation against diverse Mexican authorities in the energy sector regarding the rules and authorizations for a renewable energy facility.
- Lead counsel for a global corporation in the corn starch industry in diverse administrative and amparo law suits before federal courts in Mexico, challenging the trade restrictions imposed by the Mexican government on the importation of yellow corn and fructose on the basis that such measures were in violation of the North American Free Trade Agreement (NAFTA) and General Agreement on Tariffs and Trade (GATT). The dispute was reported by the media in Mexico.
- Lead counsel for a global corporation in the waste and hazardous substances management industry in administrative litigation against environmental agencies and authorities in Mexico regarding fines and orders for the closure of a plant for the treatment of solid waste from the Oil & Gas sector.
- Lead counsel for various construction companies in administrative litigation and amparos related to the bidding process and award of public works.
- Represented global telecom companies in administrative litigation against resolutions of the local agencies and regulators of the telecom market in Mexico.
- Lead counsel for a global tobacco company against fines imposed by the COFEPRIS in Mexico.
- Represented an international chemical company sanctioned with the largest fine imposed at the time by the Federal Competition Commission in a case of first impression for both the Mexican Federal Competition Commission and Mexican courts.

Bankruptcy

- Lead counsel for a global bank acting as Indenture Trustee regarding the prepackaged bankruptcy proceedings in Mexico of the following companies: Metrofinanciera, Geo, and Urbi.
- Lead counsel for a major creditor in the bankruptcy of Mexicana.
- Advised the trustee (síndico) in the bankruptcy of FICREA.



PUBLICATIONS

- Author, "The Separability of the Arbitral Clause and the Competence of the Arbitral Tribunal in Mexico". Wolters Kluwer. 2024.
- Co-author, "Commercial Bankruptcies in Mexico During Times of COVID-19". Holland & Knight, May 8, 2020.
- Co-author, "Arbitration and Alternative Mechanisms as Dispute Resolution Tools During COVID-19". Holland & Knight, May 6, 2020.
- Co-author, "Is López Obrador Eroding Mexico's Business Climate?". Latin America Advisor - Inter-American Dialogue, May 6, 2020.
- Co-author, "Judge Grants Suspension Due to Absence of Fiscal Regulations Amid COVID-19 Pandemic in Mexico". Holland & Knight, April 10, 2020.
- Co-author, "Mexico's Supreme Court Issues Jurisprudence on Appropriateness of Amparo Indirecto". Holland & Knight, January 7, 2020.
- Co-author, "What President Andrés Manuel López Obrador's Election Means to Business in Mexico". Holland & Knight, July 2018.
- Co-author, "The Supreme Court of Justice of Mexico Clarifies the Limits of Powers of Attorney". Holland & Knight, July 2018.
- Author, "The selection of the arbitrator in construction disputes". Arbitration and Mediation Centre of the Brazil-Canada Chamber of Commerce. October 2016.
- Co-author, "International Arbitration Checklist (3rd Edition)". Baker & McKenzie. 2015.
- Co-author, "International Arbitration Yearbook". Baker & McKenzie. April 2014.
- Co-author, "Procedural Aspects of the Financial Reform" ICD. March 2014.
- Co-author, "The New Amparo Law – Back to School". Puntos Finos (a Thomson Reuters publication). May 2013.
- Co-author, "International Arbitration Yearbook". Baker & McKenzie. April 2013.
- Author, "Arbitrations in the freezer — Are the arbitrators expected to be there for the parties just like Penelope?". Kluwer Arbitration Blog, September 2011.
- Co-author, "Green Light for wide-ranging class action regulation," International Law Office (ILO), July 2011.
- Co-author, "Treatment of Bond Debt and Intercompany Claims under Mexican Bankruptcy Law," Pratt's Journal of Bankruptcy Law, July 2011.
- Co-author, "Commercial oral proceedings promise greater flexibility," International Law Office (ILO), April 5, 2011.
- Co-author, "El Acuerdo Arbitral (Arbitral Law Treatise)," Collection of Studies Pontificia Universidad Javeriana, Instituto Peruano de Arbitraje and Grupo Editorial Ibañez, March 2011.
- Author, "The joinder of third parties to the arbitration - Comments to the revision of the UNCITRAL Arbitration Rules," Spain Arbitration Review, Issue 9, 2010.
- Author, "Constitutional amendment allows class actions," International Law Office, October 12, 2010.
- Co-author, Encyclopedic Dictionary of Commercial Arbitration, Themis, June 2010.
- Co-author, "Civil procedure reform in Mexico City - a positive start," International Law Office, May 25, 2010.



PUBLICATIONS

- Author, "MEXICO: Expanded access to arbitration in Mexico," Global Arbitration Review Journal, September 9, 2009.
- Author, "Commentary on the Convention Between Mexico and Spain Regarding the Recognition and Enforcement of Judgments and Arbitral Awards," Spain Arbitration Review, March 2008.
- Author, "Dispute Resolution Clauses in PFI Contracts," CANACO Arbitration Bulletin, September 2007.
- Author, "Mexico: Courts Take Pro-Arbitration Stance," Global Arbitration Review, 2007.
- Co-author, "Arbitration in Mexico," Arbitration of the Americas 2007, November 2006.
- Author, "The Deliberative Sessions of the Collegiate Circuit Courts Should be Public," Legal Certainty: Diagnosis and Proposals, Mexican Bar Association, Themis, 2006.
- Author, "Requirements of an Appeal to be Admitted in Mexico," The Search of a Constitutional Theory, Mexican Bar Association, Themis, 2005.



SPEAKING ENGAGEMENTS

- Speaker. XV International Arbitration Congress ICC Costa Rica. "Effectiveness of Pre-Arbitral Mechanisms". February 7-9, 2024.
- Speaker. II International Arbitration and Mediation Congress ICC México. "The modeling of the process according to the conflict". November 16, 2023.
- Speaker. ICDR Conference Universidad Anáhuac Querétaro "ICDR Arbitration". November 13, 2023.
- Speaker. ICDR Americas Conference "Highlights on Rules, Experiences, Statistics, Technology, and Innovations". September 27 and 28, 2023.
- Speaker. Webinar ANADE-ICDR. "Arbitration and the Judiciary". April 18, 2023.
- Speaker. International Congress of Advocacy. National Bar of Attorneys of Panama. "Drafting of Arbitral Clauses in Construction Contracts". August 11, 2022.
- Speaker. Commercial Justice Diploma. Federal Judicial Training School. "Commercial Arbitration". June 13 to 15, 2022.
- Speaker. XV International Arbitration Congress of the Peruvian Institute of Arbitration IPA. Webinar "The Diplomatic Protection of International Investment Agreements". August 23, 2021.
- Speaker. XII International Arbitration Congress CAI Costa Rica. August 19, 2021.
- Speaker. 9th Latin American International Arbitration Conference. Webinar "Reforms to the Arbitration Laws in the Region. If they work, why change them? July 14, 2021. (<https://www.youtube.com/watch?v=Lh5Kgg21CGI>)
- Speaker, Webinar "Arbitration and Dispute Resolution in Construction Matters and Infrastructure Projects" National Bar Association of Panama. March 10, 2021. (https://www.facebook.com/watch/live/?v=911744039651729&ref=watch_permalink)
- Speaker, Workshop Online "Perfecting the execution of roles in Arbitration - The Role of the Counsel". Conciliation and Arbitration Center of Panama (CeCAP). February 23, 2021.
- Moderator. III Women's in Arbitration International Conference IPA (on-line) Peruvian Institute of Arbitration. January 22, 2021. (https://www.facebook.com/watch/live/?v=155768372819240&ref=watch_permalink)
- Speaker. XIC International Arbitration Congress IPA "Virtual Arbitration: Lessons Learned - the Good Faith and Stoppel Principles in Arbitration" Peruvian Institute of Arbitration. November 3, 2020. (<https://www.youtube.com/watch?v=OCgOJX319Fw>)
- Speaker. XI International Arbitration Congress "Transportation Arbitration" (on-line). ICC Costa Rica. October 20-23, 2020.
- Speaker. Webinar "The Arbitrator on the Crosshairs" Latin American Dialogue on International Arbitration (on-line). October 14, 2020. (<https://youtu.be/7fjLYVOTZc>)
- Speaker. Administrative Contracting Disputes Conference: State Courts or Arbitration? (on-line) Latin American Arbitration (LIA). September 15, 2020. (https://www.facebook.com/watch/live/?v=553910882030316&ref=watch_permalink)



SPEAKING ENGAGEMENTS

- Speaker. Legal Compliance for Companies Week. National Association of Business Lawyers (ANADE). August 31 to September 10, 2020.
- Moderator. 2020 Latin American Construction Law Congress “Best Practices in Construction Arbitration”. Latin American Association of Construction Law (ALDEC). August 20, 2020. (<https://www.youtube.com/watch?v=Sgpdjilj7rM>)
- Speaker. Webinar “Juges and Arbitration” Women’s Lawyers’ Bar of the State of Jalisco. July 15, 2020.
- Moderator. Webinar “Third Party Financing in Construction Arbitration” Latin-American Association of Construction Law (ALDEC). July 1, 2020.
- Speaker. Webinar “Setting Aside of Arbitral Awards” National Chamber of Commerce of Mexico City (CANACO). June 30, 2020.
- Speaker. Virtual Hearings Webinar. Latin-American Association of Construction Law (ALDEC). May 8, 2020. (<https://www.youtube.com/watch?v=ppNYAN4MVuM&t=2733s>)
- Speaker. Dispute Boards in Latin America Webinar. Latin-American Association of Construction Law (ALDEC). April 15, 2020. (https://www.youtube.com/watch?v=KKqGLEUISBY&fbclid=IwAR1zhs3Lt4fnn77a-WACxvvFSt_gh9zdPK716cUEJ1E05KrGCyukx3fFQJI)
- Speaker. “Arbitral Principles, Practice and Theory”. Juridical Investigation Institute UNAM. Mexico City, March 31, 2020. (<https://www.youtube.com/watch?v=uuUnLT8AiU&list=PLiBtpY2xx8klKb1q1nfpSjz0dHHGSzhUO&index=3>)
- Speaker and moderator. Construction Law Latin American Congress. Latin-American Association of Construction Law (ALDEC). San José, Costa Rica, November 14 – 15, 2019.
- Speaker. Dispute Boards as a tool to prevent and manage risks in infrastructure projects. Costa Rican Legislative Assembly. San José Costa Rica, October 15, 2019.
- Speaker. ICDR Tertulias in Key Industries. Mexico City, October 10, 2019.
- Speaker. Arbitration in Latin America. CANACO. Mexico City. June 25-26, 2019.
- Speaker. Arbitration & International Trade: Succeeding in Uncertain Times Webinar. Holland & Knight. June 11, 2019.
- Speaker. “Expedited arbitration, an excellent option to resolve commercial disputes. Reflections and experiences on its use”. Mexican Bar Association. Mexico City. January 16, 2019. (<https://www.youtube.com/watch?v=fDlybzTDuns&t=1226s>)
- Speaker. “S16 Construction in Latin America: The Do’s and Don’ts for U.S. Firms” Construction SuperConference. Las Vegas, Nevada. December 10-12, 2018.
- Speaker. ICDR Webinar: Principios de Arbitraje y Mediación Internacional: Reduciendo Tiempo y Costos en el Arbitraje. December 2018. (<https://www.youtube.com/watch?v=PyzvK9Fsfqs>)
- Speaker. Construction Arbitration Workshop. Chamber of Commerce and Industry of Tegucigalpa. Tegucigalpa, Honduras. November 2, 2018.
- Speaker. “La segunda instancia en el proceso arbitral ¿Es posible su implementación?” Arbitration Day. Costa Rican Young Arbitrators. San José, Costa Rica. October 11, 2018. (https://www.youtube.com/watch?v=oFtwO_ADs_Y&t=1s)



SPEAKING ENGAGEMENTS

- Speaker. VIII Central America and Caribbean Convention of Arbitration Centers. San Jose, Costa Rica. October 9, 2018.
- Speaker. ICC YAF Costa Rica “Oral Skills and Technics in International Arbitration”. San Jose, Costa Rica. October 8, 2018.
- Speaker. VI International Seminar on Investment Arbitration. Peruvian Arbitration Institute. La Paz, Bolivia. September 27-28, 2018. ▪ Speaker. International Workshop on Quantification of Damages in Construction Disputes. CESCON and Panamanian Society of Construction Law. Panama, Panama. September 14, 2018.
- Speaker. Seminar on Practical Protocols for Social Viability of Infrastructure Projects in Mexico in the panel “Amparos and Injunctions, risks of not having an appropriate defense”. Conecta Cultura, Mexico-Germany Chambers of Commerce and Industry and the Canada province of Alberta representation in Mexico. Mexico City. May 24, 2018.
- Speaker. XXVIII ICC Arbitration Diplomate, on the topic of “Basic Principles for the Organization of the Proceedings”. Universidad Anahuac Queretaro, Mexico. May 5, 2018.
- Speaker and Moderator, XII Congreso Internacional de Arbitraje Instituto Peruano de Arbitraje en el panel “Technical Experts, Witnesses and Legal Experts”. Lima, Peru. April 27, 2018.
- Speaker. IX ICC International Arbitration Congress. San Jose, Costa Rica. March 7-10, 2018.
- Speaker. ICC YAF Conference “International Arbitration, Practical and Theoretical Aspects” Queretaro, Mexico. January 22, 2018.
- Speaker. ICC Oil & Gas Arbitration Conference. Mexico City. November 29, 2017
- Speaker. ICC YAF Conference “Effective Argumentation in Arbitration”. Guadalajara, Jalisco, Mexico. November 21, 2017.
- Speaker. ICDR-AIPN Congress “Electricity Disputes in Latin America” Mexico City. November 9, 2017.
- Speaker. US-Mexico Bar Association Annual Conference “Better Practices of Negotiation of US-Mexico Agreements”. San Diego September 29, 2017.
- Speaker. Baker McKenzie Conference on Punitive Damages and other Litigation Risks for Companies. Mexico City. June 28, 2017.
- Speaker. Arbitration Workshop by the Conciliation and Mediation Centre of Panama on the subject “Legal Analysis of the arbitral Tribunal’s Jurisdiction”. Panama City. June 26, 2017.
- Speaker. ICC Conference on Expedited Procedures Rules. Guadalajara, Jalisco, Mexico. June 2, 2017.
- Speaker. British Chamber of Commerce “Social and Environmental Challenges for Energy Projects in Mexico”. Mexico City. March 28, 2017.
- Speaker, USC-JAMS Arbitration Institute Second Annual ADR Symposium “Current Issues in International Arbitration” Los Angeles, March 17, 2017.
- Speaker and Moderator. ICDR Arbitration Webinar “Why Arbitration – The Perspective of In-House and External Legal Counsel” Mexico City, January 26, 2017.
- Speaker, ICDR Arbitration Workshop at CENACE. Mexico City, January 24, 2017.
- Speaker at the ICC Conference on Dispute Resolution in Construction and Infrastructure. Mexico City, November 30, 2016.



SPEAKING ENGAGEMENTS

- Speaker at the V International Arbitration Symposium organized by the Chamber of Commerce of Lima and the Pacific University on the subject of consolidation of cases and parallel proceedings. Lima, Peru, October 24 and 25, 2016.
- Speaker at CAIC construction arbitration event on the topic of complex cases. Ensenada, Mexico, September 29 to October 1, 2016.
- Speaker at a CANACO-CAM arbitration event regarding bases and consequences of the setting aside of arbitral awards. Mexico City, August 24, 2016. Speaker at CAIC construction arbitration event on the topic of complex cases. Ensenada, Mexico, September 29 to October 1, 2016.
- Speaker at a CANACO-CAM arbitration event regarding bases and consequences of the setting aside of arbitral awards. Mexico City, August 24, 2016. Speaker "Training and Workshop on International Arbitration to executives of the legal department of PEMEX". Mexico City, February 19, 2016.
- Speaker "VII Costa Rica International Arbitration Congress – Duty to Mitigate Damages and Punitive Damages in Arbitration". San Jose, Costa Rica. February 15-17, 2016.
- Speaker, "V Central American Convention of Arbitration Centers – Flexibility and Lack of Formalities in the Arbitration Process". Conciliation and Arbitration Center of the Costa Rica Chamber of Commerce. San Jose, Costa Rica November 19 and 20, 2015.
- Speaker, "International Arbitration Seminar – Provisional Measures in Arbitration" CANACO. Merida, Yucatan, Mexico. October 23, 2015.
- Speaker, "Entry into force of The Hague Convention on Choice of Court Agreements of June 30, 2005 – An Analysis of its Content and Effects", National Association for Corporate Counsel ANADE. Mexico City October 8, 2015.
- Speaker, "International Arbitration Congress – Practical experiences in Dispute Boards". Guatemalan Chapter of the Spanish Arbitration Club and the Arbitration Center of the Guatemalan Chamber of Commerce. Guatemala City, Guatemala. October 5 and 6, 2015.
- Speaker, "International Arbitration Landscape – The Arbitration Process". ICC YAF. Queretaro, México. September 24, 2015.
- Speaker, "International Arbitration Congress – The Interrelationship of the Judiciary and Arbitration in Latin America". CIAC and Bogota Chamber of Commerce. Bogota, Colombia. September 23, 2015.
- Speaker, "Specialized Arbitration Seminar". Arbitration Center of the Lima Chamber of Commerce. Lima, Peru. September 1, 2015
- Speaker, "VI Costa Rica International Arbitration Congress – The critics, the realities of its practice and the future of Dispute Boards in Latin America" San Jose, Costa Rica. February 22-24, 2015.
- Speaker, "I Centro American Congress on Investment Arbitration – Differences between Contract and treaty Claims". San Salvador. January 29 and 30, 2015.
- Speaker, "Energy Reform in Mexico - What's new for energy disputes". Houston International Arbitration Club, Houston, TX. January 13, 2015.
- Speaker, "Dispute Resolution in the International Oil & Gas Business ICDR-AIPN, Calgary Canada, October 16-17, 2014.



SPEAKING ENGAGEMENTS

- Speaker, “Our Road Ahead”. 20 Years of NAFTA and the USMBA, México city September 29 - October 1, 2014.
- Speaker, “Iberoamerican Congress of Chambers of Commerce”, AICO-CIAC-CANACO, Mexico City, September 29-30, 2014.
- Speaker, “Dispute Resolution in Energy Reform in Mexico” BMA, Mexico City. September 3, 2014.
- Speaker, “Evidence in Arbitration” CCA, San José Costa Rica, June 25– 27, 2014.
- Speaker, “Arbitration Conference” ICDR-LA County Bar Association, Los Angeles, USA, May 8 and 9, 2014.
- Speaker, “11th Annual Arbitration Conference” ICDR. Miami, FL September 11 to 13, 2013. Speaker, “Commercial Arbitration Seminar for Commercial Public Notaries” Ministry of Economy. Mexico City. July 29, 2013.
- Speaker, “High Level Meeting on the Role of the Judiciary In International Commercial Arbitration”. OEA. San Jose, Costa Rica. July 22 to 24, 2013.
- Speaker, “Dispute resolution clauses in APP contracts under the new legislation on the subject in El Salvador – An international perspective”
- Speaker “The importance of the Arbitral Clause in International Arbitration” Mediation and Arbitration Center of the El Salvador Chamber of Commerce. San Salvador, June 28, 2013.
- Speaker “Class Actions Seminar”. ANADE. Mexico City. June 27, 2013.
- Speaker “The Arbitration Agreement”. CAM-ITESM. Mexico City. May 21, 2013.
- Moderator “Select Topics in Infrastructure Projects – The Economical Balance of the Contract”. ICC. Mexico City, May 15, 2013.
- Speaker “ICC Turnkey Model Contracts”. ICC. Mexico City. April 25, 2013.
- Speaker “IT Disputes - What it takes to Win”. Webinar B&M Global. April 10, 2013.
- Moderator “Similarities and differences among the Civil and Common Law traditions regarding Evidence in Arbitration”. ICC. IV International Arbitration Congress. San Jose, Costa Rica, February 17-19, 2013.
- Keynote speaker at the Congress to celebrate the 15th Anniversary of the Costa Rican Alternative Dispute Resolution Law. San Jose, Costa Rica, November 29, 2012.
- Speaker at the Arbitration Center of the Chamber of Commerce of Lima Advanced Seminar on International Arbitration. Lima, Peru, November 20, 2012.
- Speaker at a Conference on Class Actions. Guanajuato, Mexico, November 14, 2012.
- Speaker at Spanish Arbitration Club CEA-40 event in Mexico City, November 7, 2012.
- Speaker at Arbitration Center of Mexico (CAM) Seminar on the Arbitration practice in Mexico. Monterrey, Nuevo León, October 27, 2012.
- Moderator at ICC Congress on Resolution of Disputes in the Finance Sector. Mexico City, October 25, 2012.
- Speaker at Arbitration Seminar of the Center for Dispute Resolution of the Costa Rican Chamber of Commerce. San Jose, Costa Rica, October 16 and 17, 2012.



SPEAKING ENGAGEMENTS

- Speaker at Arbitration Seminar of the Peruvian Institute for Arbitration. Lima, July 14, 2012.
- Speaker, “The Arbitral Clause,” CAM-ITESM, Mexico City, Mexico, May 29, 2012.
- Speaker, “Efficiency measures for conducting arbitrations,” Latin American Dispute Resolution Seminar, Baker & McKenzie, Mexico City, Mexico, May 29, 2012.
- Speaker, “The Execution of Public Works,” ICC, Mexico City, Mexico, May 28, 2012.
- Speaker, “International Arbitration in the Energy Sector,” ITAM, Mexico City, Mexico, May 26, 2012.
- Speaker, ProMexico Seminar, Queretaro, Mexico, 24 May 2012.
- Speaker, “Class Actions in Mexico,” Baker & McKenzie, Dallas, Texas, May 8, 2012.
- Moderator, “Extension of the Arbitral Clause to Non-Signatories,” VI Latin American Arbitration Congress, Peruvian Arbitration Institute, Lima, Peru, April 23- 24, 2012.
- Speaker, “Class Actions [in Mexico] The Perspective of the Companies,” San Luis Potosi, Mexico, April 13, 2012.
- Speaker, “Expert Evidence on International Arbitration,” Baker & McKenzie, Mexico City, Mexico, March 28, 2012.
- Speaker, ProMexico Seminar, Mexico City, Mexico, March 27, 2012.
- Speaker, Class Action Seminar, Baker & McKenzie, Mexico City, Mexico, March 6, 2012.
- Speaker, “Party Autonomy to Nominate Arbitrators in ICDR Arbitrations,” ICDR, ICC, CANACO, CAM, Mexico City, Mexico, February 16, 2012.
- Speaker, III Costa Rica International Arbitration Congress, ICC Costa Rica, San Jose Costa Rica, February 12, 2012.
- Arbitrator, XI Arbitration Moot Competition, CAM, Mexico City, February 8, 2012.
- Speaker, “The Arbitrators. Its selection, duties and responsibilities,” ICC YAF, Tegucigalpa, Honduras, November 17, 2011.
- Speaker, “Evidentiary Practice,” Commercial Arbitration Specialization Program, Lima Chamber of Commerce, Lima, Peru, November 8, 2011.
- Speaker, “Trends in commercial arbitration as an alternative to the settlement of international disputes,” International Arbitration Congress, CIAC, Colon, Panama, October 31, 2011.
- Speaker, “Particularities of construction and infrastructure arbitration,” Arbitration Symposium for in-house counsel of the Ministry of Energy, PEMEX, CFE and other public entities of the energy sector, Mexico City, September 9, 2011.
- Speaker, “The arbitral clause,” CAM Discussion Sessions for Young Arbitration Practitioners, Mexico City, August 25, 2011.
- Speaker, “Judicial intervention in Arbitration,” Superior Tribunal of Justice of the Federal District, Mexico City, August 8, 2011.
- Speaker, “The recipe for a good arbitration,” YAF ICC, Costa Rica, July 21, 2011.



SPEAKING ENGAGEMENTS

- Speaker, “Effective solution to disputes in construction and infrastructure projects,” Centre for Conciliation and Arbitration of the Tegucigalpa Chamber of Commerce and Industry, Tegucigalpa, Honduras, July 19, 2011.
- Speaker, “Mediation as a dispute resolution method,” CANACO-ICDRIMM-ANADE-TSJDF-CJA, Mexico City, June 23-24, 2011.
- Speaker, “Seminar on Arbitration in Public Procurement and Contracting,” CAM - CIDE - CONCAMIN, Mexico City, June 3, 2011.
- Speaker, “Report on the arbitrability of public contracts,” ICC Commission of International Arbitration, Mexico City, May 24, 2011.
- Speaker, “Analysis of the IBA Guidelines for Drafting International Arbitration Clauses,” CAM – BMA, Mexico City, May 23, 2011.
- Speaker, “Ensuring an Effective Arbitration Agreement: Drafting Considerations,” 4th Americas International Arbitration Roundtable for Young Lawyers, ITA, CCoP, ICC-YAF, ICDRY&I, LCIA-Y&IAG, Panama City, Panama, April 13, 2011. Speaker, “Effective Resolution of Conflicts in Construction and Infrastructure Projects (Dispute Boards and Arbitration),” Federate College of Engineers and Architects of Costa Rica, San José, Costa Rica, April 12, 2011.
- Speaker, “General Considerations to Transform Costa Rica into a Regional and International Arbitration Centre with its New International Commercial Arbitration Law,” International Centre of Conciliation and Arbitration of AmCham Costa Rica, San Jose, Costa Rica, April 12, 2011.
- Speaker, “Arbitrability of the Administrative Rescission in Contracts with PEMEX,” BMA-ICC, Mexico City, Mexico, April 8, 2011.
- Speaker, “Alternative Dispute Resolution – A Practical Workshop,” ICDR- CANACO-UANL, Monterrey, Mexico, February 24, 2011.
- Speaker, “The Revised IBA Rules on the Taking of Evidence in International Arbitration” Mexican Bar Association, Mexico City, January 13, 2011.
- Speaker, “Consent and formality of the arbitration agreement. Evolution and Development,” International Arbitration Seminar AmCham Peru and Universidad del Pacífico. Lima, Peru, October 16, 2010.
- Speaker, “Confronting Ethical Issues in International Arbitration,” ITACCB Americas Workshop, Bogota, Colombia, October 14-15, 2010.
- Speaker, “ICC Model Contracts for Turn-Key Projects,” ANADE-ICC Seminar on Contractual Structures Related to the Oil Industry, International Experience and its Implementation in Mexico. Mexico City, September 9 and 10, 2010.
- Speaker, “The bill of reforms to arbitration law [in Mexico],” CANACO-ICDR, Mexico City, May 12, 2010.
- Speaker, “Particularities of the arbitral proceedings in construction arbitration,” ICC International Commercial Arbitration Congress, San José, Costa Rica, February 25, 2010.
- Speaker, “History and background of the UNCITRAL Model Law,” and “Arbitration in Mexico,” ICC International Commercial Arbitration Congress, San José, Costa Rica, February 24, 2010.



SPEAKING ENGAGEMENTS

- Speaker, "Practical Aspects of Commercial Arbitration," CANACOICDR, Guadalajara, Jalisco, Mexico, February 17, 2010.
- Arbitrator at final round of the Arbitration Moot of the Arbitration Center of Mexico (CAM), February 12, 2010.
- Speaker, "Joinder of third parties in arbitration," Arbitration Center of Mexico (CAM), February 11, 2010.
- Speaker, "Recent reforms in public procurement in Mexico and its impact in arbitration," Club Español del Arbitraje Videoconference with Spain and Latin- American chapters, December 11, 2009.
- Speaker, "Tendencies in Arbitration in the American Hemisphere -International Arbitration Congress," American Commercial Arbitration Commission, Puebla, Mexico, September 15, 2009.
- Speaker, "The Arbitral Clause," Arbitration Center of Mexico – ITESM, San Luis Potosí, Mexico, August 21, 2009.
- Speaker, "International Arbitration Workshop," Inter-American Commercial Arbitration Commission, Santa Cruz, Bolivia, August 14, 2009.
- Speaker, "Witness Testimony in Arbitration," CANACO – ICDR – BMA – ANADE, Mexico City, June 25, 2009.
- Speaker, "Course on Commercial Arbitration," Arbitration Center of Mexico – ITESM- BMA, Mexico City, June 4, 2009.
- Speaker, "Managing the Arbitration Process: Drafting the Arbitration Clause and Selecting the Arbitrators," 2nd Americas Roundtable for Young International Arbitrators. ITA – CANACO, Mexico City, April 1, 2009.
- Speaker, "Witness Statements," International Arbitration Congress (Towards a higher efficiency in arbitration: Time and Cost Control), Chamber of Commerce of Bogota., Bogota, Colombia, March 25-26, 2009.
- Moderator, "International Arbitration Roundtable," International ADR Reporting Program Series, Santiago, Chile, August 25, 2008.
- Moderator, "Criteria for Selecting Arbitrators," Regional Course on Arbitration as a Mechanism for Solving Commercial Controversies in Central America, Guatemala City, August 20, 2008.
- Speaker, "Arbitration with State-owned Companies," ICC YAF, Mexico City, August 2008.
- Moderator, "The 2008 International ADR Reporting Program Series & An International Arbitration Round Table," ICDR-CAM, Santiago, Chile, August 2008.
- Speaker, "Regional Course for Arbitrators under the Central American Trade Dispute Settlement Mechanism," Secretariat for Central American Economic Integration, Guatemala, August 2008.
- Speaker, "Judicial Precedents Regarding the Appropriate Time to Request the Remission of the Parties to Arbitration," June 2008.
- Speaker, ICDR-CANACO Arbitration Conference, Mexico City, June 2008.
- Speaker, Drafting of Arbitral Clauses Workshop, Arbitration Center of Mexico- BMA-ITESM, Mexico City, May 2008.
- Speaker, Course on Commercial Arbitration, Mexico City, April-October 2008.
- Speaker, "Dispute Resolution in Construction and Infrastructure Projects," Arbitration Center of Mexico-ITESM, Mexico City, Mexico, April 2008.



SPEAKING ENGAGEMENTS

- Speaker, ICDR North America Dispute Resolution Series: ADR after NAFTA, Chicago, Illinois, April 2008.
- Speaker, Arbitration Workshop, Graduate Division of the Universidad Panamericana School of Law, Mexico City, Mexico, October 2007.
- Speaker, "Foreclosure of Security Trusts in Mexico," Universidad Panamericana, Mexico City, August 2007.
- Speaker, "Practical Considerations for Cross-Examination in Arbitration," IBA Congress, Mexico City, June 2007.
- Speaker, Drafting of Arbitral Clauses Workshop, Arbitration Center of Mexico- BMA-ITESM, Mexico City, March 2007.
- Speaker, "Enforcement and Vacatur of Arbitral Awards," CANACO Arbitration Symposium, Mexico City, March 2007.
- Speaker, Mexican Bar (BMA) Annual Congress, Campeche, Mexico, February 2007.
- Speaker, "Young Litigator's Forum: Global Perspectives on Discovery A World of Difference," IBA Conference, Chicago, Illinois, September 2006.
- Speaker, Ninth National Congress of the Mexican Bar Association, Monterrey, Mexico, October 2005.
- Speaker, International Commercial Arbitration Conference, University of Guadalajara School of Law, Guadalajara, Mexico, March 2005.
- Speaker, "Winning Your Case. Strategies for Large, Mid and Small Size Corporations," National Association of Corporate Attorneys, Mexico, October 2003.



SPOKEN LANGUAGES

Spanish (native)
English (advanced)
Portuguese (basic)

EDUCATION

New York University School of Law, LL.M.
The Journal of International Law and Politics
Graduate Editor
2000

Universidad Panamericana
Postgraduate Studies of Law
1998

University of Guadalajara,
J.D. with honors
1995

fonseca, rod r guez & perchemlian
abogados



WORK EXPERIENCE

- Fonseca, Rodríguez & Perchemlian Abogados, Mexico City, 2020 – Currently. Partner, Dispute Resolution
- Holland & Knight, Mexico City 2018 – 2020. Partner, Dispute Resolution
- Baker & McKenzie, Mexico City, 2011 – 2018. Partner, Dispute Resolution
- Chadbourne & Parke, Mexico City, 2008 – 2011. Partner, Dispute Resolution
- Thacher Proffitt & Wood, Mexico City, 2005 – 2008. Senior Associate, Dispute Resolution
- Jáuregui, Navarrete y Nader, Mexico City, 2000 – 2005. Associate, Dispute Resolution
- Tequileña, S.A. de C.V., Guadalajara, Jalisco, 1995 – 1999. General counsel
- Gonzalo Rosa y Asociados, S.C., Guadalajara, Jalisco, 1994 – 1995. Law Clerk
- Pena Briseño Abogados, Guadalajara, Jalisco, 1992 – 1994. Law Clerk
- Integración Jurídica, S.C., Guadalajara, Jalisco, 1991 – 1992. Law Clerk



Salvador
Fonseca González

Admissions

- **Admitted to practice law in Mexico, 1996**



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