

VIAC – Questionnaire for Arbitrators

1. **Name:** Alejandro Osuna

2. **Citizenship:** Mexican

3. **Contact information:**

Address: Boulevard de Las Americas 5310 -6

Telephone: 52 664 6080503

Fax: 52 664 6080503

E-Mail: alejandrosunalegal.com

Website: www.osunalegal.com

4. **Current position:** Partner at Osuna Gonzalez y Asociados, S.C., Secretary General of the Center for International Arbitration and Mediation at the Tijuana Chamber of Commerce, in the State of Baja California, Mexico.

5. **Education:** Law degree from the Universidad Iberoamericana, in Tijuana Mexico, (1995), and LLM from the University of Pittsburgh (1998).

6. **Practiced experience in arbitration**

- How many arbitrations have you participated in (domestic/international); under which Rules
17, under the rules of the American Arbitration Association, ICC, Gafta, Mexico City Chamber of Commerce, Mexican Arbitration Center, and 2 ad-hoc arbitrations.
- How often have you acted as Chairman?
1
- How often have you acted as Sole Arbitrator?
5
- How often have you acted as Co-Arbitrator?
0
- How often have you acted as Counsel?
10
- How often have you acted in a different function (e.g. Administrative Secretary)?
1

7. **Publications and other activities in arbitration (e.g. training sessions, seminars, conferences, articles and others):**

April 20, 2017, *“Looking Ahead: Effectively Arbitrating Complex Disputes in the Global Energy Sector”*, ICDR, Houston, Texas, USA; September 30, 2016, co-organized with the Construction Industry Arbitration Center of Mexico, and moderated discussion at the *Latin-American Construction Industry Arbitration Symposium*, in Ensenada, Baja California, Mexico; June 3, 2016, co-organizer and speaker of Seminar with the Mexican Chapter of the International Chamber of Commerce *“Arbitration and Business Activities”*, in Tijuana, Baja California, Mexico; November 13, 2015, organized with the Chartered Institute of Arbitrators the Introduction to International Arbitration Program in Tijuana, Baja California, Mexico (participated as trainer); August 27 2015 Symposium *“Dispute Resolution in the International Energy Sector”*, organized by the International Court of Arbitration of the *International*

Chamber of Commerce in Mexico City; June 11, 2015, "Arbitrating in North America-Now and Tomorrow", UCLA, Los Angeles California, organized by the Chartered Institute of Arbitrators ; December 2011, "Symposium on International Commercial Arbitration" organized by the London Court of International Arbitration in Mexico City; Washington College of Law, American University, in Washington DC (June 2010), "Summer Program on International Arbitration", "Investor vs State Arbitration" and "Cross Examination in International Arbitration"; Successfully completed the Mediator Training Program offered by the San Diego Mediation Center, in San Diego, California in 2003.

Publications:

Author: *The Interpretation in Mexico of the United Nation's Convention on Contracts for the International Sale of Goods*, Villanova Law Review, 601-621, volume 58, 2013, number 4.

Contributor to the drafting and Translator of the Spanish version: MODEL CONTRACTS FOR SMALL FIRMS: LEGAL GUIDANCE FOR DOING INTERNATIONAL BUSINESS, International Trade Centre (INTRACEN [UNCTAD/WTO]), Geneva, Switzerland, 2010.

Author: Chapter 20 of the book DRAFTING CONTRACTS UNDER THE CISG, *Dealing with Avoidance and Its Consequences: Articles 49(2), 64(2), and 81 Through 88*, Oxford University Press, 2007.

Author: *Buyer's Enabling Steps To Pay The Price: Article 54 Of The United Nation's Convention On Contracts For The International Sale Of Goods*, J.L. & Com. (2005), 1: 299-323 Volume 25 -1.

Author: *Compraventa Internacional, Jurisprudencia y Problemas* (International Sales Law, Cases and Problems), published by Tax Editores Unidos (2004)).

Author: *Comentarios a La Convención de Naciones Unidas sobre la Cesión de Créditos en el Comercio Internacional (Commentary to the United Nations Convention on the Assignment of Account Receivables* (72 Revista Jurídica de la Universidad de Puerto Rico, 31-69 (2003)).

Author: *Los Honorarios Legales como Daños en el Ámbito de la Convención de Naciones Unidas sobre la Compraventa Internacional de Mercaderías (Legal Fees as Damages under the Convention for the International Sale of Goods* (106, UNIVERSITAS, Pontificia Universidad Javeriana, Colombia (2003)).

Mr. Osuna has published commentary on cases involving the application of the Sales Convention, which appears at PACE University's website on the CISG.

8. Membership in arbitral institutions / functions in arbitral institutions/organizations:

Secretary General of the Center for International Arbitration and Mediation (CIAM) of the Tijuana, Chamber of Commerce; Fellow with the Chartered Institute of Arbitrators; member of the Arbitration Committee of the Mexican Chapter of the International Chamber of Commerce; member of the ADR committee of the National Association of Business Lawyers, listed with the International Center for Dispute Resolution (ICDR), and listed with the Arbitration Centre of the Lima Chamber of Commerce.

9. Languages

Mother tongue: Spanish.

Working languages (i.e. languages in which you have both a spoken and written command so that you may conduct arbitral proceedings in this language): English.

10. In which legal system have you trained?

Mexican Legal system, US legal system, and international commercial law (CISG, UNIDROIT Principles, ICC incoterms, letters of credit).

11. What is your main jurisdiction of practice?

Mexico.

12. Special expertise or specializations (please list a maximum of three):

International Commercial Law

International franchises and joint ventures

Construction disputes

13. Date of birth: April 9, 1969

I have completed this questionnaire to the above to the best of my knowledge and believe they are accurate. I understand that the above information will be used for VIAC's internal use and may be given to interested persons and may be put on VIAC's website.

Date and signature

May 13, 2020