

NICOLAS LLOREDA

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SENIOR ATTORNEY AND INTERNATIONAL EXECUTIVE

Senior attorney with successful track record of helping organizations understand and navigate through complex government and regulatory issues, both in the US and foreign jurisdictions. Lawyer and diplomat with global experience. Focused on developing strategies to solve international trade issues and investment disputes while understanding relevant stakeholder' concerns. Has negotiated trade disputes on the national and multi-lateral levels as well as represented parties in large investment arbitrations. Licensed to practice law in the US (New York and Washington DC) and in Colombia.

LEADERSHIP ACUMEN

International Trade Expertise ~ Government Affairs ~
~ International Disputes Arbitration ~ Building and Leading Coalitions

CORE COMPETENCIES

- ▶ Extensive experience in negotiating international trade agreements , investment arbitration and dispute prevention, as well as in litigating , and settling outstanding trade and investment issues. Expertise gained as an attorney in private practice, as a Diplomat and as an executive and advisor to multilateral institutions.
 - ▶ Successful track record of creating and influencing public policy with a focus on cross border trade issues, and international relations. In the US, has worked with Congress and the executive branch to help mold public policy, particularly the Finance Committee in the Senate and the Ways & Means Committee in the House of Representatives. Worked with multiple governments in the Americas to influence, settle and negotiate trade policies.
 - ▶ Experienced in providing internal legal advice in international law, dispute settlement and governance.
 - ▶ As a Diplomat, an attorney, a negotiator and as General Counsel of a multilateral economic institution, he has consistently been able to understand the diverse objectives of stakeholders and find means of aligning these objectives into common goals.
 - ▶ Comfortable and effective in establishing and delivering clear messaging and public communication campaigns.
 - ▶ Skilled at evaluating, engaging, and managing outsourced service providers, particularly in legal related areas. Able to find the balance between financial risk/reward and the leveraging of external expertise and efficiency.
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SIGNIFICANT ACCOMPLISHMENTS

International Disputes and Trade Expertise: Successfully represented a government in an arbitration claim by a corporation for \$150M. Member of legal team that successfully represented a private party in a multi- million dispute settled at no cost to the client. Advised several companies and governments on International Law and on implementation of compliance mechanisms.

Building and Leading Coalitions: As Deputy Chief of Mission (DCM) for Colombia in Washington, led the effort to have the Obama administration resurrect the US-Colombian Free Trade Agreement which had been shelved by Congress. This entailed re-negotiating the terms of the original agreement, and reconciling multiple stakeholders, including, on the

Colombian side, government and companies, and on the US side, companies, unions, individual members of Congress and the Executive Branch. Helped craft acceptable compromises leading to Congress approval of the treaty and its signing by the US President.

Stakeholder Management, Governance: As Director General and General Counsel of the Andean Community Secretariat, led an international legal team, discussed and framed common positions between five Andean governments and their large constituent companies, on crafting regulations on intellectual property and investment. Helped obtain consensus on Andean community positions on negotiations with Mercosur and the Free Trade Area of the Americas. Updated legal standards and practices across the Secretariat.

Strategy and Execution: As Ambassador of Colombia to Canada, oversaw the effort to increase cooperation on the peace process and sustainable development that resulted in Canada's five-fold increase in the amounts destined to Colombia. Led the efforts for the entry of four of the largest Canadian Pension Funds into the Colombian market

Government Affairs/Public Policy: Expertise spans representing the Republic of Colombia in complex negotiations with the US government. Also represented the Government of Peru in several disputes, as well as US companies in foreign jurisdictions. As an example, effectively represented a Fortune 100 company in the Dominican Republic where a tariff reclassification would have had a major negative impact on manufacturing of a core product.

Managing Outsourced Service Providers: As an attorney representing a large US based international energy company as it merged with a competitor, engaged and coordinated local counsel in 10 different countries to secure antitrust approvals. Mapped out the process, selected local counsel and negotiated engagement contracts. Streamlined the tracking and reporting process, managed the budget and obtained all foreign approvals before the scheduled deadline.

EXECUTIVE HISTORY

Primus Responsum LLC Chevy Chase, MD	President	2018 - Present
Embassy of Colombia to Canada Ottawa, Canada	Ambassador	2013 - 2018
Embassy of Colombia to the US Washington, DC	Deputy Chief of Mission (DCM)	2010 - 2013
<u>US Attorney-at Law</u> Washington DC Crowell & Moring Sidley Austin LLP Powell Goldstein	Senior Counsel, Co-Chair Latin American Practice Counsel Counsel	2001 - 2010
Andean Community Secretariat Lima, Peru Free trade area comprised of Bolivia, Colombia, Ecuador, and Peru.	Director General & General Counsel	1997 – 2000
<u>Previous Positions:</u>		
Colombian Ministry of Foreign Trade	Director Trade Bureau, Washington, DC	1993 - 1997
Colombian Ministry of Foreign Trade	Advisor to the Minister, Bogotá, Colombia	1992 - 1993
Jose Lloreda Camacho & Co.	Attorney, Bogotá, Colombia	1989 - 1992

EDUCATION AND ACCREDITATION

New York University School of Law	LLM
Universidad del Rosario (Bogotá, Colombia)	Attorney

**International Center for Settlement of
Investment Disputes (ICSID).**

Appointed as Arbitrator & Mediator

Admitted to Practice Law in New York, the District of Columbia and the Republic of Colombia

Colombian Citizenship, Italian Citizenship. US resident/green card holder.