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SUMMARY

Santiago Dellepiane is a Managing Director with Berkeley Research Group and Co-Chair of its Global Economics Community. He has worked extensively as an economist and valuation analyst and as a consultant for utilities, regulated, and non-regulated businesses. His work involves economic analysis, valuation, business advisory, regulatory analysis and damages assessment.

Mr. Dellepiane has provided written and oral testimony or expert advice in more than sixty matters involving valuation, regulatory, damages, and other issues before ICSID, ICC, LCIA UNCITRAL/PCA, and ICDR tribunals, and before U.S. Federal Courts and Canadian Courts.

Mr. Dellepiane's research on damages in contractual and treaty breaches was published by Oxford University Press International Arbitration Series in 2014. He also has written articles on damages issues published in the Journal of International Arbitration (JOIA) and contributed to books published by UNAM University in Mexico and by ICCA. He is a regular speaker at conferences on damages issues. He has been recognized over several years among the world's top arbitration expert witnesses and as a thought leader by Who's Who Legal. In 2020, Mr. Dellepiane was ranked as one of three US-based experts considered a Global Elite Thought Leader.

PRESENT EMPLOYMENT

Berkeley Research Group
2018 – Present: Managing Director and Co-Chair of Economics & Damages

PREVIOUS POSITIONS

Compass Lexecon
2017 – 2018: Executive Vice President and Head of NY Office
2013 – 2017: Senior Vice President and Head of NY Office
2011 – 2013: Vice President
LECG
2010 – 2011: Principal, International Arbitration Practice
2009 – 2010: Senior Managing Consultant, New York

2008 – 2009: Managing Consultant, New York
2005 – 2007: Senior Consultant, New York
2002 – 2004: Consultant, Nextel Corporation (through LECG)
2001 – 2002: Associate & Sr. Associate, Washington DC
1998 – 2000: Research Analyst, LECG, Buenos Aires

TESTIMONIAL EXPERIENCE AND EXPERT APPOINTMENTS

****A detailed CV can be provided upon request****

- **Energy** – Mr. Dellepiane has provided written and oral testimony in more than a dozen commercial and investor-state disputes arising from the expropriation or revocation of rights to develop power generation projects, breach of contract for the supply of power and natural resources, alleged violations of international treaties, among others.
- **Mining** – Mr. Dellepiane has conducted damages assessment and provided written and oral testimony in more than 10 matters in the context of fair and equitable treatment disputes and corporate re organization proceedings arising from government contracts, licenses and mineral concessions, royalties, and taxation.
- **Oil & Gas** – Mr. Dellepiane has provided written and oral testimony in more than a dozen commercial and investor-state disputes across the upstream and midstream oil and gas sectors. Most of these disputes are related to assets in the proppants production, expansion and modernization of large infrastructure projects and the exploration and exploitation of natural resources. He also has experience in disputes arising from alleged misrepresentation of material information to stockholders.
- **Telecommunications** – Mr. Dellepiane has provided written and oral testimony in damages assessment for investor-state disputes arising from the expropriation or revocation of telecommunications licenses and networks. These disputes span from Africa and Central Asia to The Middle East and The Americas.
- **Transportation** – Mr. Dellepiane has conducted damages assessment and provided written and oral testimony in commercial and investor-state disputes in the port/maritime, railroad, air transportation, customs, and toll bridge concession sectors. These disputes involve alleged violations of international treaties, disruption in the economic equilibrium of agreements and the revocation of concessions to develop and operate projects.
- **Agribusiness** – Mr. Dellepiane has conducted damages assessment and provided written and oral testimony in arbitration proceedings involving food distribution and manufacturing business in South America. He has also provided expert advisory on valuation issues in a dispute in the consumer products sector.
- **Financial Sector** – Mr. Dellepiane has conducted analysis of claim for damages and provided written and oral testimony or expert advice in investor-state disputes in the insurance and financial sectors in South America.
- **Hospitality & Real Estate** – Mr. Dellepiane has conducted damages assessment and provided written and oral testimony in arbitration proceedings involving various large-scale hospitality and real estate projects and the valuation of a gaming business. These disputes arose from alleged violations of international treaties and the revocation of licenses to develop and operate projects in South America and Asia.
- **Construction (PCA)** – Mr. Dellepiane has provided written and oral testimony in damages

assessment for investor-state disputes involving the expansion and modernization of large infrastructure projects in the downstream energy sector and contracts to develop housing in South America and Africa.

- Retail – Mr. Dellepiane has provided written and oral testimony in damages assessment for commercial disputes in the apparel/retail sector involving a large retail networks in North America.

EDUCATION

2007 – 2012, M.A., Media Studies/Sociology, The New School University, New York

1996 – 1999, B.A., Economics, CEMA University, Buenos Aires, Argentina

PUBLICATIONS

- *“A Primer on Damages Assessment: Towards a framework for fair compensation,”* with, Lucía Quesada, and Pablo T. Spiller, March 2014 (prepared for the 22nd ICCA Conference and published in the corresponding book)
- Damages in International Arbitration under Complex Long-term Contracts, with Wöss, Herfried, A. San Roman, and P.T. Spiller, Oxford International Arbitration Series, February 2014
- *“The event study methodology to compute damages in international arbitration cases.”* with Abrantes-Metz, Rosa M.; in the book Foro de Arbitraje en Materia de Inversión: Tendencias y Novedades, Sonia Rodríguez Jiménez / Herfried Wöss (eds.), Instituto de Investigaciones Jurídicas, UNAM, 2013
- *“Using an event study methodology to compute damages in international arbitration cases.”* with Abrantes-Metz, Rosa M.; Journal of International Arbitration; v.28, no.4, 2011 August, pp.327-342.
- *“Control of Mergers and Acquisitions in the New Antitrust Law”*, (co-authored with Dr. Germán Coloma); Expe-Outlook, vol 7, nº 54, 1999.

CONFERENCES & SPEAKING ENGAGEMENTS

- Centro de Estudios de Derecho Procesal (CEDEP), 7 October, 2020, webinar on how to improve damages submissions.
- Fordham International Arbitration and Mediation Conference, 22 November, 2019, Key Issues in International Commercial and Treaty Arbitration.
- Eighth Annual Damages in International Arbitration, 19 November 2019, Traditional vs Non-Traditional Approaches, Emerging Trends, Methods and Techniques.
- 1st Tel Aviv Arbitration Day, 25 February 2019, “Damages Assessment in the Oil & Gas Industry”.
- 16th ICC Miami Conference on International Arbitration, 12 November, 2018, “Assessment of damages in international arbitration: ICCA/ASIL damages tool.”
- ICC Mexican Arbitration Day, Mexico City, 7 September, 2017, “Quantification and reparation of damages in international arbitration.”
- Eighth Investment Arbitration Forum, Mexico City, 7 November, 2016, “Key Issues in Damages Claims.”
- ICC PANARB 2016, Panama City, 17 March 2016; “La perspectiva del árbitro: ¿Cómo hacer frente a dificultades?”
- ICSID Brown Bag Lunch Speaker Series, Washington DC, 30 June 2015; “Topics on Damages in International Arbitration”
- ICDR Y&I Event, New York, 26 March 2015; A Frank Conversation about Damages
- ABA Section of International Law, Washington DC, 30 April, 2015; panelist in “50 Years of ICSID”.
- Club Español de Arbitraje (CEA), Madrid/New York, 18 November, 2014; “*Damages Assessment in Investment Disputes.*”
- 22nd ICCA Congress, Miami, 8 April, 2014; “*Towards a Model for Fair Compensation.*”
- Young-ICCA Workshop, Slovenia, 17 September 2013; “*Factual and Expert Witnesses.*”
- Young-ICCA Workshop, Singapore, 14 June 2012; “*Oral Advocacy for the Young Arbitration Practitioner.*”
- Foro de Arbitraje 2011, Mexico City, 2 September 2011; “*The Evidence an Expert Relies on in Damages Analysis.*”
- III Foro de Arbitraje en Materia de Inversión, UNAM, Mexico DF, September 2010; “*Use of the Event Study Method to Compute Damages in International Arbitration Cases.*”

MEMBERSHIP, AWARDS AND OTHER PROFESSIONAL ACTIVITIES:

- Member, Advisory Board, CARA Civil and Social Justice Fund; 2017-2018
- Member, International Council for Commercial Arbitration (ICCA), 2013-Present

- Member, Advisory Board of the Institute for Transnational Arbitration (ITA), 2011-Present
- Member of the Board of Directors, Manhattan New Music Project (MNMP), 2010 – 2012
- Member, Lower Manhattan Project, task force with the U.S. Department of Energy, 2009
- *CEMA University Scholarship*, 1996-1998