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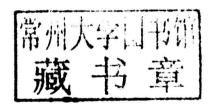
## DAMAGES IN INTERNATIONAL ARBITRATION UNDER COMPLEX LONG-TERM CONTRACTS

HERFRIED WÖSS ADRIANA SAN ROMÁN RIVERA PABLO T. SPILLER SANTIAGO DELLEPIANE



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### Great Clarendon Street, Oxford, OX2 6DP, United Kingdom

Oxford University Press is a department of the University of Oxford.

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First Edition published in 2014

Impression: 1

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Published in the United States of America by Oxford University Press 198 Madison Avenue, New York, NY 10016, United States of America

> British Library Cataloguing in Publication Data Data available

Library of Congress Control Number: 2013950203

ISBN 978-0-19-968067-2

Printed in Great Britain by CPI Group (UK) Ltd, Croydon, CR0 4YY

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### OXFORD INTERNATIONAL ARBITRATION SERIES

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### OXFORD INTERNATIONAL ARBITRATION SERIES

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The aim of this series is to publish works of quality and originality on specific issues in international commercial and investment arbitration. The series aims to provide a forum for the exploration of important emerging issues and those issues not adequately dealt with in leading works. It should be of interest to both practitioners and scholarly lawyers.

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### SERIES EDITOR'S PREFACE

This series of monographs is dedicated to specific issues in international arbitration law and practice, and gives authors the opportunity and the challenge of a more in-depth treatment than is possible in leading generalist works. It also provides an international forum for the profound exploration of important practical and theoretical matters and will further the development of arbitration as a self-luminous academic discipline and major international legal practice area.

This ninth book in this series addresses a topic of major practical importance and also one that has various pervasive theoretical and comparative law ramifications, namely damages in international arbitration under complex long-term contracts. Ultimately all parties involved in arbitration are concerned about the amount of damages they may recover or the amount of damages they will have to part with. There are already a few very good books on damages, including one in this series (focusing on investment arbitration and law) but one has the feeling, given the complexity of the topic, that further thorough analysis of the topic is needed. This is most certainly what this book does with particular focus on complex long-term contracts.

This book offers a systematic analysis of the different legal and financial implications associated with damages in international arbitration and provides a lucid analysis of how different rules of law on damages and loss of income are applied to various heading of damages in long-term contracts, including infrastructure contracts and public-private partnerships. The systematically surveyed jurisdictions include the UK, US, France, Germany, Mexico, and also international instruments such as the CISG and the UNIDROIT Principles. The authors also refer to best national and international practices on determination and quantification of damages. Throughout the book the authors make extensive references to major awards in ICC, UNCITRAL (ad hoc) and ICSID proceedings.

This book also addresses the many competing factors that define the nature and amount of damages and is written by prominent lawyers and economists/damages experts. This is a measured, academically thorough and practically very useful analysis of methods used for calculation of damages against specific categorizations and headings of damages claims. Consequently the book provides a comprehensive coverage of issues arising when planning, structuring, arbitrating, or making an award on damages.

The book is arranged in eight chapters. Chapter 1 introduces the subject and the terminology used and also spells out the methodology and the scope of the monograph. Chapter 2 addresses the role and importance of damages for breach of contracts, while Chapter 3 focuses on the features and key characteristics of complex long-term contracts. Chapter 4 examines damages claims for breach of contract under comparative and transnational law. Then Chapter 5 highlights the main aspects of structuring, analysing and proving a damages claim and proposes legal solutions that facilitate the application of general rules of law to damages deriving from complex long-term contracts, particularly those based on income stream, Chapter 6 focuses on the quantification of damages while Chapter 7 explores interest as damages and other related claims. Finally Chapter 8 provides a systematic and insightful set of conclusions.

On this highly important topic the team of authors offer their readership thorough research, profound analytical skills and practical experience which combines facilitate insights, measured critique, and a very accessible style of writing, taking an important topic and presenting it in an appealing fashion for both academics and practitioners. The book will provide very useful guidance to lawyers and arbitrators alike as well as to damages experts.

I am pleased to introduce this book, the ninth in the Oxford International Arbitration Series, which originates from the desire of the authors to systematize their vast professional expertise and to provide also to that practical experience an academic backbone so that it appeals both to an academic and professional audience. It certainly makes a real contribution.

Loukas Mistelis London 19 November 2013

### PREFACE

I am delighted to introduce this latest book on damages in international arbitration under complex long-term contracts, which is authored by four respected practitioners and scholars in the field. It is a distinguished and valuable addition to the Oxford International Arbitration Series.

Damages have arguably become one of the most important and complex issues in international arbitration, and for good reason, because for a claimant at least, the damages are the arbitration's very *raison d'être*. As is commonly observed, an arbitration award is worth only as much as the prevailing party's ability to obtain the payment awarded to it. Yet, at the same time, damages remain an issue that is little understood generally and is oftentimes inaccurately addressed by arbitrators, leading all involved in an arbitration to expect results that resemble the proverbial 'splitting of the baby'. The participation of economists and damages experts, particularly those well-versed in international arbitration, has greatly improved the understanding of how to value and calculate damages, but out of concern that tribunals may be diverted while being walked through the particulars of this process, many continue to treat damages as a thorny path that should be carefully trodden.

This book therefore comes as a welcome addition—particularly because it focuses on complex long-term contracts, which govern large-scale private and public infrastructure and technology projects that implicate a matrix of different actors with different risks and, for this reason, necessitate more complicated damages calculations than those required for discrete transactions or simple long-term contracts. As the authors observe, complex long-term contracts are fundamentally important to the global economy and have been at the centre of many high-profile and high-stakes commercial and investor—State arbitrations. Complex long-term contracts are used, for instance, in virtually all major energy and mining projects and in projects involving the construction of transportation infrastructure.

Compared to their importance, however, international legal rules for such contracts are underdeveloped. The authors believe that, as a solution, in situations of breach of complex long-term contracts in international arbitration, private law can and should be adapted as a guideline for formulating damages. To that end, they provide a detailed comparative analysis of the domestic laws of the United Kingdom, United States, and other jurisdictions, as well as frameworks such as the CISG and the UNIDROIT Principles of International Commercial Contracts

(PICC), to facilitate this adaptation of general rules to damages deriving from the breach of complex long-term contracts.

The authors also discuss in great depth the *but-for* premise that was first developed by Frederick Mommsen and which is now common parlance in international arbitration. The premise provides a framework for analysing, framing, and proving damages claims, beginning from the point that the contract was breached to ensure that the injured party is awarded compensation that places it in the financial position in which it would have been had the wrongful act not occurred. The *but-for* premise leads ultimately to a so-called expectation interest that is seen by the authors as achieving a fairer measure of damages because it avoids both overcompensating and undercompensating the claimant.

A portion of this discourse is devoted, in particular, to the distinct features of damages claims under complex long-term contracts with state entities in investment arbitration. The foundation of the modern international law of restitution and compensation is of course the well-known and almost universally referenced *Chorzów Factory* case of the Permanent Court of International Justice, which established a general reparation obligation that required states to put the victim of an internationally wrongful act in the same economic position that it would have possessed but for the unlawful act.

As the authors note, the importance of the *Chorzów* case comes from its comprehensive damages analysis based on clear legal principles and its guidelines on how to achieve the full compensation principle in international law—both of which are now followed by many arbitral tribunals. Based on the *Chorzów* standard, when a business is taken illegally or its value is destroyed by a government's illegal act, the measure of damages is the fair market value of the business; when the business is not taken or is only partially destroyed, the measure of damages is the difference between the *but-for* situation and the business' fair market value. Also provided in this book is a chapter, especially valuable for practitioners, that uses *Chorzów* and more recent investment arbitration cases as a basis for identifying specific strategies for valuing the damages arising from the breach of complex long-term contracts or the violation of an international legal rule affecting such contracts.

Finally, besides the primary damages awarded to a claimant, complicated issues are also raised by such secondary items as interest. The currency in which an award should be denominated is also an issue that has gained importance in light of exchange rate fluctuations and tax obligations that the prevailing party may have in certain jurisdictions. While tribunals have traditionally expressed their disapproval of misbehaviour during the arbitration by awarding the costs of arbitration against the misbehaving party, other forms of damages that have more recently sparked debate in investment arbitration are moral and punitive damages, awarded in cases in which the state has acted in a manner that the arbitral tribunal considers particularly reprehensible. As our understanding of these issues continues to

evolve, I imagine that further works will emerge that address these issues in greater detail.

Of the eight chapters in this content-rich publication, Mr Herfried Wöss and Ms Adriana San Román have authored Chapters 1 through 5 and 7 through 8, while Professor Pablo T. Spiller and Mr Santiago Dellepiane have authored Chapter 6. In aggregate, what they offer the reader is an authoritative and comprehensive work for understanding, valuing, and calculating damages arising from the breach of complex long-term contracts, and both the international arbitration practitioner and the academic will find this book to be of great insight and value.

I invite you to delve into, and to benefit from, this product of the authors' combined professional expertise and scholarship.

Stanimir A. Alexandrov Washington DC 15 January 2014

### Author Biographies

### Herfried Wöss

Herfried Wöss is partner of Wöss & Partners (Mexico D.F.-Washington DC) and has extensive experience in international commercial and investment arbitration, as acknowledged in the *International Who's Who of Commercial Arbitration*. His arbitration experience spans from refinery-ships, thermo-electrical plants and substations, gas and oil pipelines, EPC turnkey projects, public-private partnerships, M&A, joint venture agreements, franchise agreements, international sales contracts, and the telecommunications, automotive, and pharmaceutical industries. He has trained and practiced in Austria, the legal service of the EU-Commission, Great Britain, and Mexico and was visiting scholar at the Georgetown University Law Center. He is the founder of the *Investment Arbitration Forum* and special editor of Transnational Dispute Management and holds, amongst others, a doctorate in international economic law (summa cum laude).

### Adriana San Román Rivera

Adriana San Román Rivera is partner of Wöss & Partners (Mexico DF-Washington DC) and also a financial analyst with more than 20 years of experience in corporate banking, financial engineering, and risk analysis. She engages in the legal-financial structuring of projects including infrastructure projects; she has vast experience in the preparation of legal-financial strategies in damages claims, case and evidence analysis, and the preparation of submissions in complex arbitrations; mergers & acquisitions, and anti-dumping and subsidy procedures. She is attorney at law with

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### Pablo T. Spiller

Pablo T. Spiller is the Jeffrey A. Jacobs Distinguished Professor Emeritus of Business & Technology, at the Haas School of Business, and Professor of Graduate Studies, University of California, Berkeley, Research Associate, NBER and Senior Consultant at Compass Lexecon, an international economic consulting company. His current research is in the interface of law, economics, and organizations. He has consulted for the World Bank, the InterAmerican Bank, the UNDP and multiple governments and private companies throughout the world on regulatory, antitrust and investment issues. He has testified in numerous international arbitrations involving contract, regulatory, and investment disputes. Apart from his multiple editorial duties, he has been the President of the International Society for New Institutional Economics, a Special Advisor to the Bureau of Economics of the US Federal Trade Commission, and an elected Member of the Board of Directors of the American Law & Economics Association.

### Santiago Dellepiane

Santiago Dellepiane, a Senior Vice President at the firm Compass Lexecon, works as an economic and valuation consultant for utilities, regulated, and non-regulated businesses, and often acts as independent economic expert in damages assessment in international disputes. His experience spans various industries and geographies in investment and commercial disputes under ICSID, ICC, ICDR, U.S. Court, Canadian Court proceedings, as well as other venues. He is a frequent speaker on damages issues and has been recognized among the world's top arbitration expert witnesses by *Who's Who Legal*.

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