

Arbitration - Nature of contracts



The Chamber of Conciliation, Mediation and Arbitration CIESP/FIESP

| Nature of the underlying contract | 2014 | 2015 | 2016 | 2017 | 2018 |
|---|---------|---------|---------|---------|---------|
| Construction agreements and Energy | 14,63% | 7,14% | 14,03% | 8,16% | 3,84% |
| Supply agreements of goods and services | 19,51% | 28,57% | 24,56% | 14,29% | 7,70% |
| General corporate matters (e.g. Franchise agreements and insurance) | 29,27% | 11,90% | 22,800% | 55,10% | 53,84% |
| Contracts involving public companies and entities | 4,88% | 2,38% | 3,51% | 2,04% | 1,93% |
| International contracts | 9,76% | 9,52% | 17,54% | 4,08% | 9,61% |
| Intellectual property | 2,44% | 2,38% | - | - | - |
| Shareholders'/Share purchase agreements | 12,20% | 21,43% | 8,78% | 14,29% | 19,24% |
| Others (e.g. built-to-suit, farm partnership agréments, real estate sale contracts) | 7,32% | 16,67% | 8,78% | 2,04% | 3,84% |
| TOTAL | 100,00% | 100,00% | 100,00% | 100,00% | 100,00% |

Arbitration - Sums in issue



| Cases initiated in | Minimum | Maximum |
|--------------------|----------------|--------------------|
| 2011 | R\$ 35.700,00 | R\$ 74.350.000,00 |
| 2012 | R\$ 238.650,00 | R\$ 900.000.000,00 |
| 2013 | R\$ 79.000,00 | R\$ 230.000.000,00 |
| 2014 | R\$ 69.000,00 | R\$ 278.000.000,00 |
| 2015 | R\$ 55.000,00 | R\$ 57.300.000,00 |
| 2016 | R\$ 18.000,00 | R\$ 300.000.000,00 |
| 2017 | R\$ 22.545,47 | R\$ 223.579.949,00 |
| 2018 | R\$ 20.066,65 | R\$ 354.000.000,00 |

New cases per year



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| Cases initiated in | Arbitration | Mediation | TOTAL |
|--------------------|-------------|-----------|-------|
| 1998 | 1 | | 1 |
| 1999 | 4 | | 4 |
| 2000 | 6 | | 6 |
| 2001 | 4 | | 4 |
| 2002 | 9 | | 9 |
| 2003 | 8 | | 8 |
| 2004 | 13 | 1 | 14 |
| 2005 | 13 | 1 | 14 |
| 2006 | 15 | 1 | 16 |
| 2007 | 14 | 2 | 16 |
| 2008 | 22 | 2 | 24 |
| 2009 | 43 | 1 | 44 |
| 2010 | 40 | 2 | 42 |
| 2011 | 32 | 3 | 35 |
| 2012 | 36 | 1 | 37 |
| 2013 | 37 | 6 | 43 |
| 2014 | 41 | 4 | 45 |
| 2015 | 42 | 2 | 44 |
| 2016 | 57 | 3 | 60 |
| 2017 | 48 | 6 | 54 |
| 2018 | 52 | 7 | 59 |
| TOTAL | 538 | 42 | 580 |

Caseload chart



Cases initiated per year



