



# **Proving your damages:** Identifying and gathering the evidence you need

**Clara Segurola**

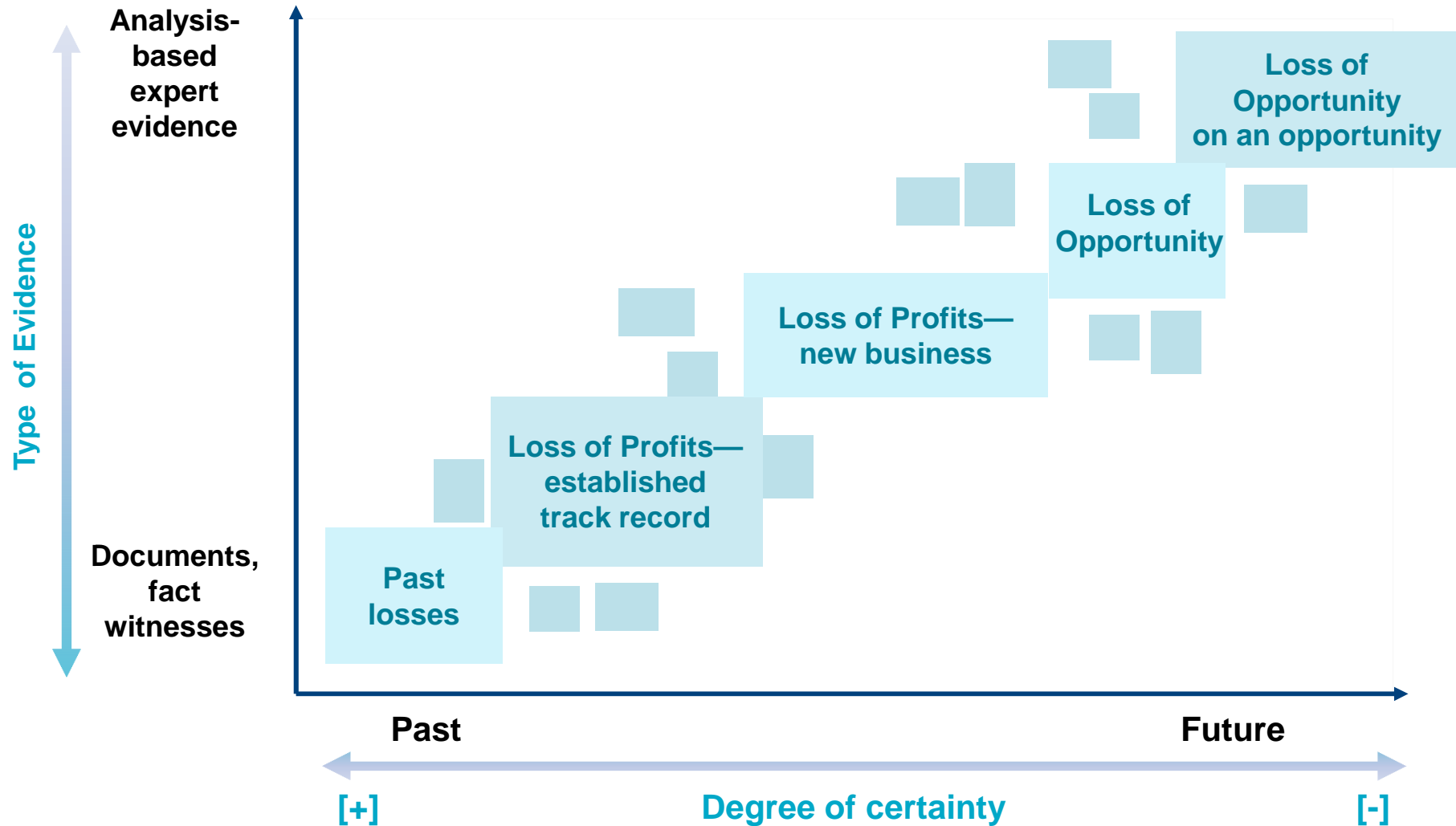
ASA below 40  
Seminar on Damages in International Arbitration  
10 June 2016, Geneva

Insight in Economics™

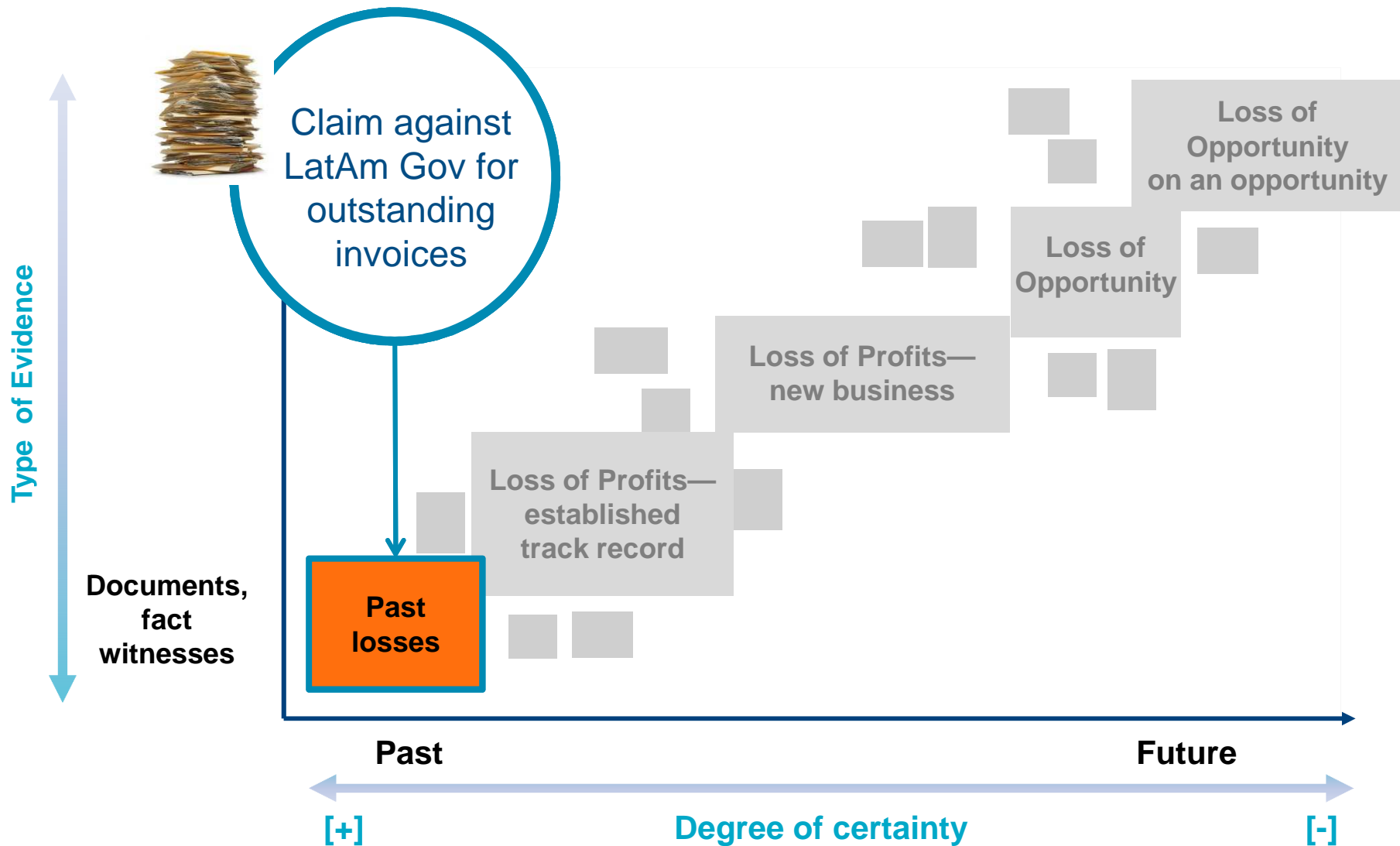
# Compelling evidence wins cases



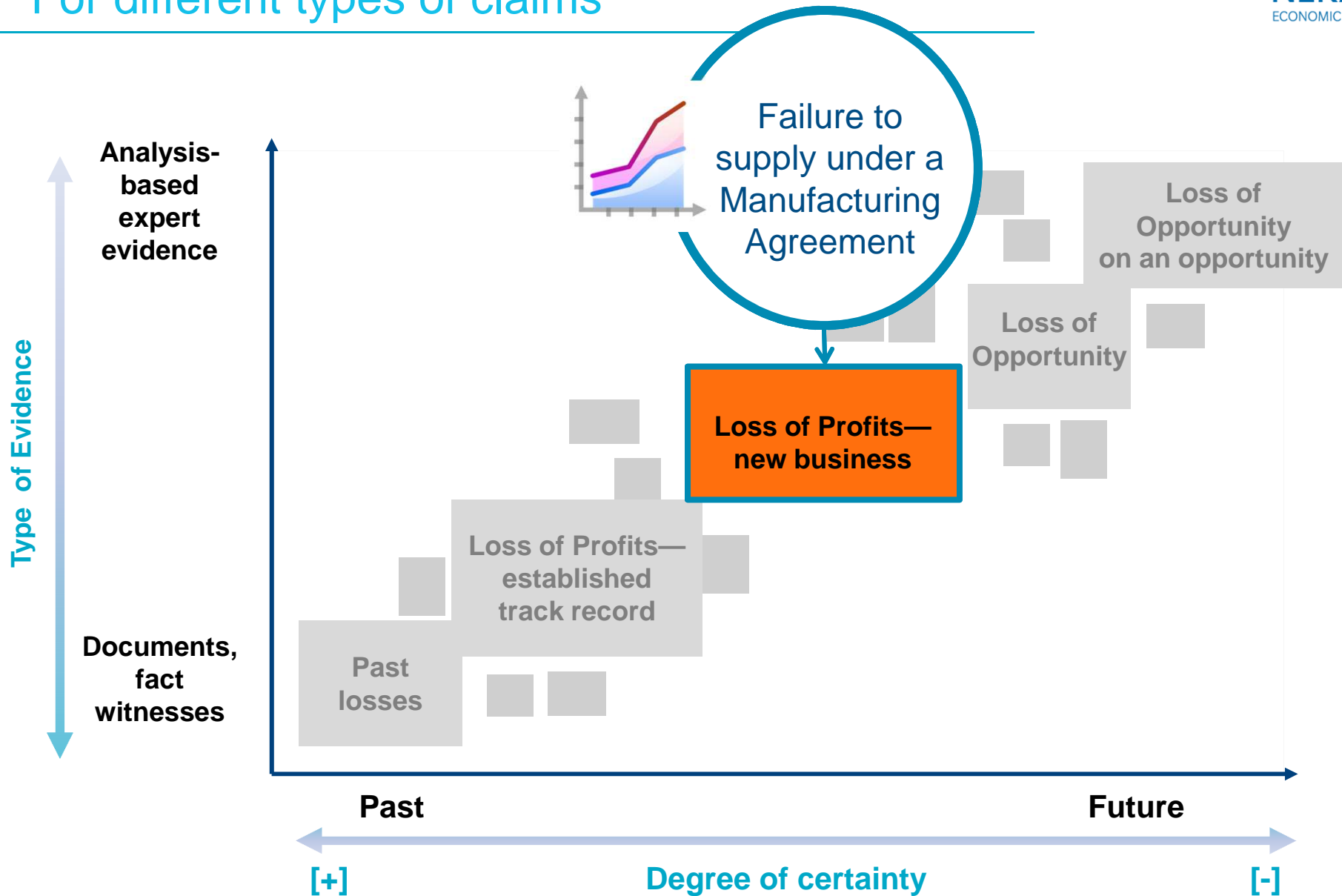
# What does compelling evidence look like? For different types of claims



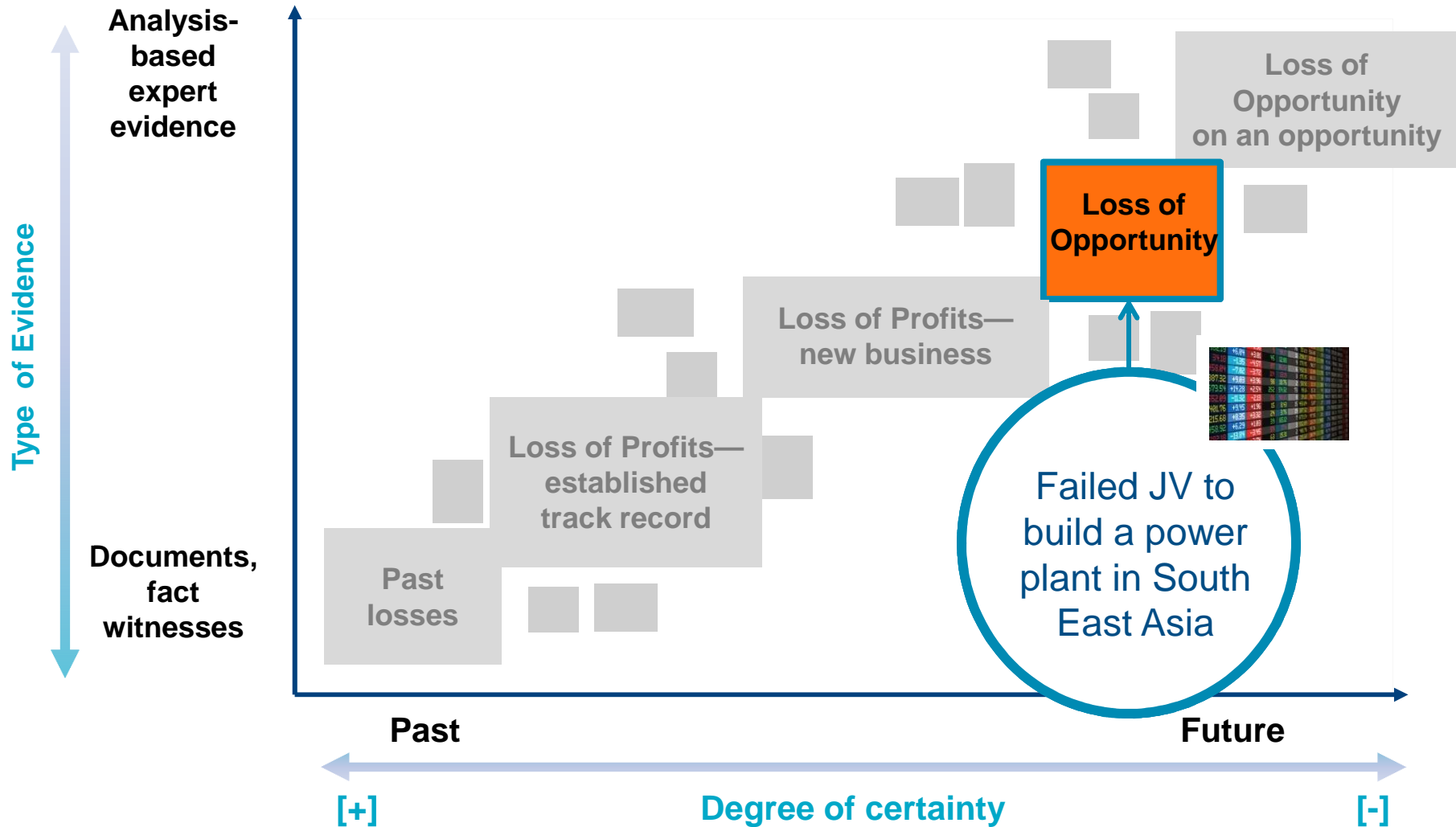
# What does compelling evidence look like? For different types of claims



# What does compelling evidence look like? For different types of claims



# What does compelling evidence look like? For different types of claims



## Proving your damages For different types of claims

---

- **Work backwards** — What is the claimant entitled to? What are the key arguments supporting the claim? What information is needed to support those arguments? What exists and what can be obtained?
- **Involve your expert early on**—They will help you asking the right questions
- **Think outside the box**—Think of “analysis” to create compelling evidence a Tribunal will not be able to ignore





# Thank you, Merci, Gracias, Danke—

**Clara Seguola**

Consultant  
NERA—London  
+44 20 7659 8606  
clara.seguola@nera.com