

## James Searby, CFA

### Managing Director

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**James Searby** is a Managing Director at Delta Consulting Group with extensive experience providing expert evidence and financial and economic analysis in complex disputes. He specializes in the assessment of quantum and valuation issues in international arbitration and litigation and has worked across Europe, North America and Asia Pacific. James has been appointed as an expert in international arbitrations and court proceedings in Singapore, Hong Kong and Australia. He has testified before courts and tribunals more than 25 times and has worked on more than 100 expert matters.

James advises governments, companies and individuals on business and asset valuation, lost profits, shareholder and joint venture disputes, post-acquisition claims, investment treaty disputes, intellectual property and other complex financial issues. He has particular expertise in technical valuation issues, including beta calculations, country risk, marketability restrictions, trading block size and currency risk. His experience spans energy and natural resources, consumer products, industrials, construction, real estate and hospitality, technology, telecommunications and media, infrastructure, healthcare and financial services.

## Selected Project Experience

- ▶ Advised respondents in an investor-state contractual dispute involving a claim exceeding \$100 billion under a production sharing agreement in the oil and gas industry in Central Asia.
- ▶ Provided written and oral expert evidence in an LCIA shareholder dispute involving an Indian consumer goods business, assessing share value, alleged lost profits and diminution in value.
- ▶ Assessed losses in AAA/ICDR arbitrations involving alleged breaches of franchise agreements in the nutritional supplements industry across four jurisdictions. Submitted eight expert reports and provided oral evidence.
- ▶ Advised the respondent in an HKIAC arbitration involving the market value of an alleged minority interest in a major cryptocurrency exchange.
- ▶ Led analysis of a lost profits claim exceeding \$250 million arising from the alleged unlawful termination of a build-operate-transfer mobile telecommunications contract in an UNCITRAL arbitration.
- ▶ Prepared an expert report and led damages modeling in an investment treaty dispute involving the alleged breach and de facto expropriation of a privately funded toll road concession, including alleged failures to provide land and access and restrictions on toll increases.
- ▶ Prepared an expert report and provided oral testimony on damages in an employment dispute before the Singapore High Court involving alleged breach of contract and conspiracy by employees of an IT hardware manufacturer. The court awarded the client the amount calculated in James' report.



## EDUCATION

- **University of Oxford, Oxford, UK**  
MA in Modern History and Economics
- **Imperial College London, London, UK**  
MBA

## CREDENTIALS

- CFA Charterholder

## AFFILIATIONS

- Editor-in-Chief, Journal of Damages in International Arbitration, Juris
- Director, Sapere Research Group