



AN AFFILIATE OF THE LATIN TRADE GROUP

In partnership with:



The Latin Trade Group presents

Trade Américas & ConnectAmericas Expo

The Infrastructure Powerhouse Gathering in the Americas

Building the Americas

September 3-4, 2014

JW Marriott Marquis Miami

Program Agenda

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WEDNESDAY, SEPTEMBER 3, 2014

8:00 a.m. to 9:00 a.m.

Registration & Continental Breakfast

Pre-Function Room South

9:00 a.m. to 9:15 a.m.

Welcome Remarks

Metropolitan Ballroom 1

Richard Burns, Chairman, Latin Trade Group

Alexandre Meira Rosa, Vice-President for Countries, Inter-American Development Bank

Fabrizio Operti, Chief of the Trade and Investment Unit, Inter-American Development Bank

9:15 a.m. to 10:15 a.m.

Creating an Environment for Infrastructure Development in the Americas

Metropolitan Ballroom 1

Joe García, US Representative for Florida's 26th Congressional District

Francisco Aristiguieta, CEO, Citi Latin America

Tomas P. Regalado, Mayor of Miami*

Mauricio Muniz Baretto de Carvalho, Secretary of the Accelerated Growth Program at the Ministry of Planning of Brazil*

10:15 a.m. to 10:30 a.m.

Networking Break & Exhibits

Metropolitan Ballroom 1

10:30 a.m. to 11:30 a.m.

Plenary Session I: Infrastructure Trends for the Next Decade in the Americas

Metropolitan Ballroom 1

Countries in Latin America and the Caribbean would need to invest, on average, 5% of GDP annually—that is, double their current level of investment in infrastructure—in order to bring their infrastructure up to international standards within a decade. To face this need in a context of fiscal restraint, most countries have improved their investment climate for Public Private Partnerships (PPPs) in infrastructure. What is needed to maximize the benefits of this improved climate? What are the latest practices and technologies to maximize the “bang for the buck” in infrastructure investments? What new opportunities are emerging for both the public and private sector? This session will explore how the region will address trends that are impacting infrastructure development and look at ways for the region to achieve competitive advantage on other emerging economies.

Luis Fernando Andrade Moreno, President, National Infrastructure Agency, Colombia

José W. Fernández, Partner & Co-Chair Latin America Practice Group, Gibson, Dunn & Crutcher LLP (Former Assistant Secretary of State for Economic, Energy and Business Affairs at the U.S. Department of State)

Raul Murrieta Cummings, Undersecretary for Infrastructure, Ministry of Communications and Transportation, Mexico

Christian Moller Laursen, Chief Financial Officer Latin America, APM Terminals

Chaired by: **Alexandre Meira Rosa**, Vice-President for Countries, Inter-American Development Bank*

11:30 a.m. to 12:30 p.m.

Plenary Session II: Building a Business Community in Infrastructure

Metropolitan Ballroom 1

Government contracting agencies, corporate international infrastructure developers, and local providers are all essential players to securing infrastructure development in the region. This session will address why it is important to connect these players, and how the **ConnectAmericas** infrastructure community will do so. It will also address these types of information and training that will be made available in the **ConnectAmericas** infrastructure community.

ConnectAmericas Infrastructure Future Flash

Fabrizio Operti, Chief of the Trade and Investment Unit, Inter-American Development Bank

Isabel Agudelo, Director, Logyca
Sergio Jaramillo, General Manager, Konfirma
Jorge Seré, Global Capital Projects & Infrastructure Coordinator, PwC Latin America
Rodrigo Aguiar, President, ABESCO*
José Antonio Urteaga Dufour, Deputy Director of Operations, FIDE*

Chaired by: **Tomás Serebrisky**, Economic Principal Advisor for the Infrastructure and Environment Sector, Inter-American Development Bank

12:30 p.m. to 12:40 p.m.

Future Flash Presentation: Americas Business Dialogue

Metropolitan Ballroom 1

The Americas Business Dialogue (ABD) is a private sector initiative facilitated by the Inter-American Development Bank to foster a high-level policy dialogue between the business and political leaders of the Americas. The ABD involves a network of business leaders and major business associations of the Americas who are currently analyzing the key policy priorities for the private sector and the development of the region including Energy; Infrastructure, Logistics, Transportation; Trade Facilitation; Regional and Global Integration; Finance; and Innovation, among others.

Matthew Rooney, Executive Director – US Section, Americas Business Dialogue, US Chamber of Commerce

12:40 p.m. to 1:30 p.m.

Networking Lunch

Pre-Function Room South

1:30 p.m. to 1:45 p.m.

Introduction to the Afternoon Sessions and Doing Business and Partnerships with the Inter-American Development Bank Group

Metropolitan Ballroom 1

Bernardo Guillamón, Manager of the Office of Outreach and Partnerships, Inter-American Development Bank

1:45 p.m. to 2:30 p.m.

Concurrent Sessions: Finance

Session I

Financial Innovations in Infrastructure

Metropolitan Ballroom 5

Explore alternative financial structuring mechanisms available to fund infrastructure projects in Latin America and the Caribbean. What are the most innovative and successful initiatives?

Adi Blum, Director, First Reserve Corporation

Sergio Hinojosa, International PPP Consultant, Ikons Atn

Marco G. Monroy, CEO, MGM Innova Capital

Sean Mulvaney, Member, Board of Directors, Export-Import Bank of the United States

Francisco Bravo, Goldman Sachs*

Chaired by: **John Graham**, Principal Investment Officer, Infrastructure and Corporate Finance Department, Inter-American Development Bank

Session II

Financing the Infrastructure Value Chain

Metropolitan Ballroom 6

Access to finance and credit by SMEs in the infrastructure sector is a common challenge that tends to be particularly acute in developing countries. Value chain financing is a comprehensive approach which looks not only at the direct borrower but rather analyzes the value chain and those within it, and their linkages in order to best structure financing according to those needs. This session will examine existing models for extending credit to SMEs involved in infrastructure value chains.

John Beckham, Chief of Debt Investments Division, Inter-American Investment Corporation

Matías Núñez Castro, Director for SMEs Division in Latin America, Banco Santander

Diego Rodríguez, Vice President Commercial Solutions, Visa, Inc. LAC

Alfredo del Mazo Maza, CEO, Banobras*

Conrado Gómez, Arendal*

Chaired by: **Gema Sacristán**, Chief Financial Market Division, Inter-American Development Bank

2:30 p.m. to 3:30 p.m.

Concurrent Sessions: Infrastructure Trends

Session I Transportation and Logistics

Metropolitan Ballroom 5

As the region gives way to a burgeoning middle class, the population demands a better quality of life resulting in opportunities for the private sector to introduce and capitalize innovative solutions to this immense demand on public infrastructure. Experts share insights on how to design transport networks that can accommodate growing transportation needs and ease congestion, while minimizing environmental impact.

Alberto Alemán Zubieta, CEO, ABCO Global (Former CEO of the Panama Canal Authority)

Gabriel de la Concha, Chief Investment Officer, ICA

Travis Cobb, Senior Vice President, Network Operations, DHL Express Americas

Gonzalo Peschiera, Business Development Manager, OHL Americas

Pedro Mendonca, Manager in International Project Structuring, Camargo Correa

Jaime Szulc, President, Latin America Region, The Goodyear Tire & Rubber Company

Chaired by: **Esteban Diez-Roux**, Principal Transport Specialist, Inter-American Development Bank

Session II Energy Efficiency and Renewable Energy

Metropolitan Ballroom 6

Latin America has seen significant investment in renewable energy in the last decade. From biofuels, hydrocarbons, geothermal and hydroelectricity, major multinational corporations are focusing a substantial amount of research and development in Latin America's abundant natural energy sources. This investment creates hundreds of thousands of jobs for local, small and medium-sized enterprises, but the cost of staying competitive with conventional energy poses great challenges. Panelists will discuss regulatory frameworks and the future outlook for renewable energy in the Western Hemisphere.

Jeffrey Barnett, Vice President of International Sales, Yingli Green Energy Americas

Michael Díaz Jr., Founding and Global Managing Partner, Diaz, Reus & Targ, LLP

Leonardo Rodríguez, President, Emerson Latin America

Alejandro Lew, CFO and Member of the Board, Genneia

Mario Garcia, President & CEO, Garper Energy Solutions*

Edgar Botero, Director General, MGM Innova Energy Services*

Chaired by: **Alejandro Melandri**, Interim Head, Energy Division, Inter-American Development Bank

Session III Urban Infrastructure

Metropolitan Ballroom 7

All levels of government—municipal, state/provincial, national and even international—are increasingly focused on creating the right mix of urban infrastructure to drive and support economic growth. Rather than being driven by investment in individual projects or sectors (an occupational hazard for siloed

local governments), a growing number of cities now realize they can maximize their investment and enhance long-run economic returns by carefully considering what project or more importantly combination of projects will provide the best bang for their buck. This session will explore what considerations must be taken into account to find the right mix of projects for a given city, and will introduce some successful practices in the Americas and beyond.

Luis Fernando Arboleda, President, Findeter

Francesco Piazzesi, CEO, ¡Échale! a tu casa

Jorge Maguiña, Advisor to the Minister for Urban Development and Housing, Government of Ecuador

Arnold Gomez, Institutional Affairs, Cementos Argos

Manny Díaz, Former Mayor of Miami*

Francisco Gonzáles Ortiz, Director Investment Banking and Managing Trustee, Fonadin*

Chaired by: **Ellis J. Juan**, General Coordinator of the Emerging and Sustainable Cities Initiative, Inter-American Development Bank

3:30 p.m. to 4:30 p.m.

Plenary Session III: The Inter-American Development Bank as your Partner for Doing Business in the Region

Metropolitan Ballroom 1

Explore the **Inter-American Development Bank's** main projects, products, and priorities in transportation, logistics, renewable energy and urban development. Learn how to do business with the IDB.

Presentation I

Transportation and Logistics

by: **Esteban Diez-Roux**, Principal Transport Specialist, Inter-American Development Bank

Presentation II

Energy Efficiency and Renewable Energy

by: **Christiaan Gischler**, Senior Energy Specialist, Inter-American Development Bank

Presentation III

Urban Infrastructure

by: **Horacio Terraza**, Water and Sanitation Principal Specialist, Inter-American Development Bank

4:30 p.m. to 5:30 p.m.

Presentation of the ConnectAmericas Infrastructure Community Prototype

Metropolitan Ballroom 1

The ConnectAmericas Infrastructure Community is designed to help overcome the information barriers that are preventing a greater number of bidders from submitting proposals to infrastructure tenders in the region. The community will disseminate information about tenders, and potential local partners and providers for these projects. The community will also offer knowledge and training tools on infrastructure matters for a wide audience. In this session, Mr. Estrázulas will present the Community Prototype and collect feedback from attendants.

Francisco Estrázulas de Souza, Consultant, Trade and Investment Unit, Inter-American Development Bank

4:30 p.m. to 6:00 p.m.

Concurrent Country Investors' Roundtables

(Parallel activity organized by Latin Trade Group. By-Invitation Only)

Metropolitan Ballroom 2 and 3

Private investors' roundtables, coordinated by Latin Trade Group and hosted by a select group of government officials from Latin American and Caribbean countries, where hosts will share perspectives on trade and investment, while presenting major infrastructure investment projects and opportunities available to the international investment community.

6:00 p.m. to 7:30 p.m.

Welcome Reception

THURSDAY, SEPTEMBER 4, 2014

- 8:00 a.m. to 9:00 a.m. **Registration & Continental Breakfast**
- 9:00 a.m. to 9:15 a.m. **Introductory Remarks**
Metropolitan Ballroom 1
Richard Burns, Chairman, Latin Trade Group
Fabrizio Operti, Chief of the Trade and Investment Unit, Inter-American Development Bank
- 9:15 a.m. to 9:45 a.m. **Keynote Address**
Metropolitan Ballroom 1
Stefan M. Selig, Undersecretary of Commerce for International Trade, U.S. Department of Commerce
- 9:45 a.m. to 10:00 a.m. **Introduction to the Concurrent Session on Public-Private Partnership Projects in Latin America & the Caribbean**
Metropolitan Ballroom 1
David Bloomgarden, Lead Specialist, Multilateral Investment Fund (IDB Group)
- 10:00 a.m. to 11:00 a.m. **Concurrent Sessions: Public-Private Partnership Projects in Latin America & the Caribbean**
Presenters will share success stories of public-private partnerships that have resulted in positive advances in infrastructure, with a specific focus on the transportation, energy and urban infrastructure sectors.
- Session I** **Transport and Logistics**
Metropolitan Ballroom 5
Sandra Ángel Almario, Vice President of Operations and Infrastructure, MetroCali
Ivana Liaque, Chief of Airport Projects, ProInversión
Carlos Pineda, Superintendent for PPPs, Honduras
Eliud Ayala, Vice Minister of Public Works, El Salvador

Chaired by: **TBD**, Latin Trade Group
- Session II** **Renewable Energy**
Metropolitan Ballroom 6
José García Herz, General Manager, Cascade Hydro Power
Javier Giorgio, VP for Operations (Andes Region), AES
IIC Energy Client, TBD

Chaired by: **John Price**, Managing Director, Americas Market Intelligence and Contributing Editor, Latin Trade
- Session III** **Urban Infrastructure**
Metropolitan Ballroom 7
Naoll Mary, Concessions America Manager, FCC Aqualia
José Manuel Loureda López, Director of International Division, Sacyr
Yannick L. Rault van der Vaart, CEO, Abrammar Inc.

Chaired by: **Santiago Gutiérrez**, Executive Editor, Latin Trade Group
- 11:00 a.m. to 12:30 p.m. **Business Matchmaking Sessions**
Metropolitan Ballroom 2, 3, and 4
Rotating 20-minute sessions will provide businesses with the opportunity to meet with other businesses, investors, and government agencies from the Americas. The objective of this session is to enable companies to establish initial contacts that may lead to partnerships. The session will connect:
- Large infrastructure developers with local providers of goods and services related to infrastructure

- Contracting agencies (government or private) with large infrastructure developers
- Large infrastructure developers with financiers

12:30 p.m. to 1:30 p.m.

Networking Lunch

Pre-Function Room South

1:30 p.m. to 3:30 p.m.

Business Matchmaking Sessions

Metropolitan Ballroom 2, 3, and 4

3:30 p.m. to 3:45 p.m.

Networking Break & Exhibits

Metropolitan Ballroom 1

3:45 p.m. to 5:45 p.m.

Business Matchmaking Sessions

Metropolitan Ballroom 2, 3, and 4

*Invited