

# ASIA-LAC Trade and Investment Forum

## October 30-31, 2008

### Tokyo, Japan

**Day 1 Agenda**  
Thursday, October 30

**Venue: Keidanren Kaikan**  
**Headquarters of the**  
**Japan Business Federation**



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**08:30 Registration**

**09:00 Welcome Address**

- Wataru Takeshita, Vice Minister of Finance of Japan
- Hiroshi Watanabe, President and CEO, Japan Bank for International Cooperation (JBIC)
- Mr. Luis Alberto Moreno, President, IDB
- Mr. Francisco Santos, Vice President of Colombia

**10:00 Panel: Perspectives on ASIA-LAC Relations**

**Presentations by:**

- Carmen Gisela Vergara, Trade and Industry Minister Panama
- Hiroshi Watanabe, President and CEO, Japan Bank for International Cooperation (JBIC)

**Moderator**

- Antoni Estevadeordal, Manager, Integration and Trade Sector, IDB

**11:00 Coffee Break**

**11:30 Panel: Infrastructure**

**Panelists**

- Takao Omae, Executive Managing Officer and Chief Operating Officer of Infrastructure Projects Business Unit, Mitsui & Co., Ltd.
- Alberto Alemán Zubieta, Administrator and CEO, Panama Canal Authority
- Felipe Montoro Jens, Head of Project & Structured Finance of Odebrecht Investments in Infrastructure (OI), Odebrecht Group

**Moderator**

- Hans Schulz, Manager, Structured and Corporate Financing Department, IDB

**13:00 Luncheon**

**Remarks**

- Yoshihiko Morita, Deputy President, JBIC

**14:30 Panel: Sustainable Energy and Climate Change**

**Panelists**

- Takashi Hongo, Head of Environment Finance Engineering Department, JBIC
- Joel Velasco, Chief Representative-North America, UNICA
- Marco Monroy, President and CEO, MGM International
- Bento Koike, CEO, Tecsis

**Moderator**

- Juan Pablo Bonilla, Coordinator of the Sustainable Energy and Climate Change Initiative (SECCI), Infrastructure and Environment Sector, IDB

**16:30 Coffee Break**

**17:00 Panel: Energy and Mining**

**Panelists**

- Akira Kudo, Senior Advisor to EVP (Global Strategy), Mitsubishi Corporation
- Francisco Gros, Vice Chairman, Board of Directors and former CEO, OGX
- Marcelo Demoro, General Manager Japan Office, Companhia Vale do Rio Doce (CVRD)

**Moderator**

- Steven Puig, Vice President of the Private Sector, IDB

**18:30 Closing Remarks**

- Yasusuke Tsukagoshi, Executive Director, IDB

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## October 30-31, 2008

### Tokyo, Japan

**Day 2 Agenda**  
**Friday, October 31**

**Venue: Japan External  
Trade Organization**

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**09:00-11:30 Perspectives on ASIA-LAC Trade and Investment**

**Opening Remarks**

- Michitaka Nakatomi, President, JETRO
- Antoni Estevadeordal, Manager Integration and Trade Sector, IDB
- Bernardo Guillamón, Advisor of the Office of Outreach and Partnerships, IDB

**Speakers**

- Francisco Santos, Vice-President of Colombia
- Carmen Gisela Vergara, Trade and Industry Minister of Panama
- Alfredo Chiaradía, Secretary of Trade and International Economic Relations, Ministry of Foreign Affairs of Argentina
- Lars Henrik Pira, Vice-chancellor, Ministry of Foreign Affairs of Guatemala

**09:00-13:00 Trade and Investment Exhibition**

**09:00-17:00 Open Networking Session and Business Matchmaking**

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**Trade Promotion Best Practices Workshop**

Closed Session for TPOs (discussions to be held in English)

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**13:00 Luncheon  
Remarks**

- Shin Sang-Hoon, President and CEO, Shinhan Bank
- Steven Puig, Vice-President Private Sector, IDB

**15:00 Opening Remarks**

- Yusuke Uchio, Senior Coordinator, JETRO
- Fabrizio Operti, Senior Trade and Investment Specialist, IDB

**15:10 Promoting Foreign Direct Investment To and From Japan**

- Shinya Fujii, Director, Invest Japan Business Support Division, Invest Japan Department, JETRO

**15:40 Q&A**

**16:00 Coffee Break**

**16:10 Export Promotion: The Case of Japanese Agricultural Products**

- Yoshifumi Matsudaira, Director, Export Promotion and Agriculture Department, JETRO

**16:40 Q&A**

**17:00 JETRO Services to Foreign Enterprises**

- Yusuke Uchio, Senior Coordinator, JETRO
- Mayumi Beppu, Strategic Coordination Office, JETRO

**17:15 Invest Japan Business Support Center (Site Visit)**

**Participating Organizations:**

Ministry of Finance, Ministry of Foreign Affairs, Ministry of Economy, Trade and Investment (METI), Japan International Cooperation Agency (JICA), Japan External Trade Organization (JETRO), Japan Business Federation (Keidanren), Japan Chamber of Commerce and Industry/Tokyo Chamber of Commerce and Industry (JCCI/TCCI), Japan Institute for Overseas Investment (JOI), Japan Center for International Finance (JCIF), and other relevant organizations.