



## 2016第七届拉丁美洲中国投资者高峰论坛

尊敬的\_\_\_\_\_先生/女士，您好！

2016第七届拉丁美洲中国投资者高峰论坛将于2016年10月在北京召开。

### 会议通知

2016年10月12日将在北京召开第七届中国 - 拉美投资论坛，此次论坛由拉丁财经主办。

El próximo 12 de Octubre de 2016 se realizará en Beijing la 7ª edición del Foro de Inversión América Latina-China, el cual es organizado por Latin Finance.

此次论坛旨在将中国和拉丁美洲金融市场中的参与者聚集在一起，通过为期两天的互动讨论和辩论，鼓励其商业关系的发展和实现。

El evento tiene como objetivo reunir a los participantes del mercado financiero de América Latina y China durante dos días de discusión interactiva y debate para fomentar el desarrollo y la realización de relaciones de negocios tangibles.

该论坛将通过一系列的高级别小组讨论，成员包括拉丁美洲和中国的企业、政府、金融机构、投资顾问以及机构和私人投资者等，深入探讨拉丁美洲与中国两地之间不断变化的商业动态。

我们将剖析在动态的全球投资环境下，两地之间商业上面临的错综复杂的机遇和挑战。我们还将提供一个一对一的网络会议，期待您的参与！

LatinFinance will return to Beijing on October 12, 2016 for the 7th edition of the Latin America China Investors Forum – the pre-eminent finance and investment event connecting Latin America and China. The Forum will explore the evolving nature of the commercial dynamic between the two regions, through a series of high-level panel discussions between Latin American companies and governments, financiers and advisors and their Chinese counterparts and a range of state and private investors. The event will examine the intricacies of deal making between the two regions while picking apart the opportunities and challenges facing bilateral investment in a dynamic global environment. Join us at this unique event, which will also feature a full program of 1-1 networking meetings.

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## 会议日程

### Draft Agenda

The Latin America China Investors Forum (LACIF) is the pre-eminent business meeting connecting Latin America and China. Now in its seventh year, the Forum will explore the path that successful deals have followed, the processes that need to be navigated, the potential structures that can be employed, the impediments to the free-flow of investment, and how these can be overcome. Additionally the Forum will not only review the progress of the China-LatAm corridor evolving relationship, but also explore the most compelling opportunities and sectors facilitating the conversation between these two powerhouses.

Join us at the leading platform connecting Latin American issuers, bankers, funds, advisors and government officials with senior representatives from Chinese state owned enterprises (SOEs), multilaterals, asset managers, banks, and government agencies for panel discussions and exclusive 1-1 business meetings.

### 7th Latin America China Investors Forum

08:00 – 09:00 Registration & Coffee

09:00-09:05 Welcoming Remarks: Taimur Ahmad, CEO, LatinFinance

09:05-09:25 Keynote Address: Yuan Xingyong, Vice-President, The Export-Import Bank of China

09:25-10:25 Opening Plenary: Evolving Partnership – China Latin America Investment

Capital flows necessary to support the growing investment between China and Latin America depend upon efficient structures and effective market infrastructure. This opening panel will explore and explain the path that successful deals have followed, the processes that need to be navigated, the potential structures that can be employed, the impediments to the free-flow of investment, and how these can be overcome.

- How does China's need to absorb excess economic capacity match the profile of Latin America's investment needs?
- How can both regions ensure they are getting the best deal? □ What is the likely reality behind China's eye-watering investment claims?
- Will China's economic orientation towards its own consumers open a raft of opportunities for Latin American firms?

Moderated by:

Taimur Ahmad, CEO, LatinFinance

Panelists include:

**Dominic Gaskin**, Minister of Business, **Guyana**

**Jorge Arbache**, Secretary of International Affairs, **Ministry of Planning, Development, and Management, Brazil**

**Pablo Gonzales del Real**, Director of External Credit, **Ministry of Finance, Mexico**

**James Scriven**, CEO, **Inter-American Investment Cooperation (IIC)**

**Adriana Arreaza**, Director of Macroeconomic Studies, **Development Bank of Latin America (CAF)**

**Nuno Cardoso**, CEO, **Haitong Securities USA LLC**

10:25-10:40 Special Address: **Alexandre Meira da Rosa**, Vice President for Countries, **IDB**

10:40-11:00 **Networking Coffee Break**

11:00-12:15 **Connecting the Continent: Investing in Latin America' s Infrastructure**

**Hosted by Inter-American Development Bank(IDB)**

(i) Presentation:

A short 15 minutes presentation will identify new opportunities for Chinese investors interested in Latin America

Presented by: **Bernardo Guillamon**, Manager of the Office of Outreach and Partnerships, **InterAmerican Development Bank (IDB)**

ii) Moderated Discussion:

Latin America' s total infrastructure requirement is estimated at \$250 billion, about 2 percent of GDP per year, but the economic slowdown has put a break on government funding. \$10bn China-Latin America Infrastructure Fund established in 2015 is expected to back high profile projects. An interactive panel will discuss previous deals, and the regions and projects offering the greatest opportunities.

What does the deal pipeline look like for 2016/2017 and how can Latin America and China ensure that infrastructure investment boosts growth while protecting the region' s natural resources advantage?

What is the opportunity for Chinese investors in PPP structures? Are they compatible with their expectations for returns?

Where are the infrastructure projects able to deliver greater benefits over a shorter timeframe?

Moderated by:

**Taimur Ahmad**, CEO, **LatinFinance**

Panelists include:

**Eliud Ayala**, Vice-Minister of Public Works, **El Salvador**

**Carlos Rakowszczyk**, Lead Officer - Infrastructure and Energy, **Inter-American Investment Cooperation (IIC)**

**Eugene Tan**, Managing Director, Head Infrastructure, Power & Utilities - APAC, **Scotiabank**

**Antonio Gobbo**, Corporate Affairs and Investor Relations, **Construtora Queiroz Galvao**

**Angela-Zhulin**, General Manager, **China CAMC Engineering Co. Ltd**

**José Carlos Meirelles**, Partner, **PinheiroNeto Advogados**

**Zhu Qiang**, General Manager, China Zhongyuan Engineering Corp.

**1-1 Meetings** Private 1-1 meetings for registered participants.

**12:15-13:00 Building bridges between Latin America and China - The Role of CAF**

**Hosted by CAF**

Moderated by:

**Hugo Sarmiento**, CFO & VP of Finance, CAF

Panelists include:

**Jorge Kogan**, Senior Advisor to the Vice President of Infrastructure, CAF

**Renny López**, Corporate Director of Energy, CAF

**1-1 Meetings** Private 1-1 meetings for registered participants.

**13:00 – 14:00 Networking Luncheon**

**14:00 – 14:50 Cross Border M&A: Obstacles & Challenges**

**Hosted by Haitong**

Acquisitions of foreign assets by Chinese companies have increased substantially in the last decade, including in the Latin American region. Transactions have been carried out by seasoned international acquirers and first time players across countries and sectors. As the region continues to welcome Chinese capital an increase in the flow of cross border transactions are likely to happen. Beyond the typical cultural differences and natural language barriers, this panel aims to address some of the key challenges and obstacles facing Chinese acquirers and sellers in M&A transactions.

Appointing of financial advisor by non-seasoned Chinese acquirers

The role of advisors, financial, legal, auditors: cross border vs domestic China M&A

Challenges faced by sellers regarding acquirers' decision makers and Chinese approval process

Uncertainties to Chinese buyers in the region: waivers from creditors of the target companies, government and agency approvals in the region

Financing a transaction and foreign exchange risk

Moderated by:

**Aaron Weinman**, News Editor, LatinFinance

Panelists include:

**Fabio Ferraz**, Head of Brazil Investment Banking, Haitong

**Stefano Chao**, Investment Manager, AZ Investment Management

**Fernando Prado Ferreira**, Partner, PinheiroNeto Advogados

**1-1 Meetings** Private 1-1 meetings for registered participants

## 14:50–15:40 Deepening the Pool: Exploring Opportunities in Latin America

Hosted by HSBC

Prime Minister Li Keqiang's tour of Latin America highlighted a slew of new investments and extended the commitment of his government to the region, but the slowdown has caused a drop in inward FDI forcing the region to fight harder for capital. China Development Bank's loan to Mexico's America Movil and China Exim's funding of the Baha Mar Resort in the Bahamas point to the potential for investment that can stimulate manufacturing and services, and help break the cycle of commodity dependency, so where should finance be targeted? A panel of corporate leaders, investors, financiers and advisors explore the specific sectors that offer the greatest opportunities for China's SOEs and funds, and the considerations for their Latin American counterparts in courting potential investors.

What are the sectors that offer the greatest potential and yield for China's investors?

Is greater discrimination between countries better placed to weather weaker growth now likely?

What will this mean for the competition for capital between different countries of the region?

What should Latin America's governments do to ensure investments have the desired effect?

Moderated by:

**Taimur Ahmad**, CEO, LatinFinance

Panelists include:

**Wenjie Zhang**, Head Global Banking Team - China, HSBC

**WU Qijin**, CEO, China-LAC Cooperation Fund

**Claudia Pereda**, Head Representative, Bancomext

**Wang Hongtao**, Vice President China International Cooperation Society, Ministry of Commerce, China

**David Teng**, Executive Director, Fosun Minerals Resource Group

**Antonio Gobbo**, Corporate Affairs and Investor Relations, Construtora Queiroz Galvao

## 1-1 Meetings Private 1-1 meetings for registered participants

## 15:40 –16:30 Beyond Agriculture: Cultivating China's Breadbasket

Latin food companies including Marfrig, JBS and Grupo Bimbo have pioneered successes with their investments in China, and point to the region's potential to exploit its agricultural muscle through greater penetration of the manufactured and processed foodstuffs, and natural resources, sectors. A forward-looking discussion will explore the agribusiness opportunity in Latin America and the nature of this evolving relationship with China.

How can Chinese companies benefit further from the region's wealth of natural resources?

Where are the opportunities for Latin American companies in China's food sector?

What are the obstacles to the overhaul of Latin America's agribusiness sector?

How can trade finance support the creation of a viable export market?

Moderated by:

**Aaron Weinman**, News Editor, LatinFinance

Panelists include:

**Angeline Fournier**, Founder & CEO, **Maeva Investments**

**Victor Cadena**, Executive Vice President, **MEXCHAM**

**Jorge Karadima**, CEO, **Sembrador Capital**

**Jorge Barbosa**, Regional Director, **ProMexico**

**1-1 Meetings** Private 1-1 meetings for registered participants.

#### 16:30 –17:20 **Accessing Opportunities in the New China**

Half of all investment by major Latin American firms in China has been made in the maelstrom that followed the 2007 crash. As the economic tables have turned, the pace of growth in investment has slowed. In the face of an easing inward investment regime, a panel of issuers, investors, financiers and advisors will discuss best practices for investing in China and outline what needs to be considered by Latin American corporations, governments and funds when investing in China.

What is the impact of the easing investment regime on inward investment into China?

What opportunities does the new China offer Latin American business, funds and institutions?

How can Latin American firms and asset managers take advantage of an easing investment regime?

Are Latin American companies doing enough to compete for the opportunities on offer?

What has been the experience of companies that have built successful Chinese operations?

Moderated by:

**Aaron Weinman**, News Editor, **LatinFinance**

Panelists include:

**Stefano Chao**, Investment Manager, **AZ Investment Management**

**Wu Guo Di**, Chairman of the Board, **China International Energy Group**

**Rafael Valdez**, Managing Director – Latin America and Caribbean, **Envision Energy**

**Amy Zhang**, CEO, **BAIC/Sky Renewable Energy Holdings Limited**

**1-1 Meetings** Private 1-1 meetings for registered participants.

17:20 **End of Latin America China Investors Forum 2016**

**会议门票**

**普通参会**：12500元/人。



