

LATIN TRADE SYMPOSIUM

Building the New Latin America: The Leaders The Companies The Paradigms for Success

The Latin Trade Symposium is the leading forum for discussion and debate about the Americas for the business and government community in the region. It offers participants private and meaningful networking opportunities to establish new relationships and exchange information, insight and ideas with leaders in Latin America. The symposium is followed by Latin Trade's BRAVO Business Awards, now in their 18th year, recognizing excellence and achievement in business, policy, finance and social development in Latin America and the Caribbean.

AGENDA

FOUR SEASONS HOTEL, MIAMI
Friday, October 26, 2012

8:00- 9:00 am **Registration and Continental Breakfast**
Sky Bridge Room

9:00 am **Welcoming Remarks**
Grand Ballroom

Richard Burns, Chairman, *Latin Trade Group*
Gerardo Mato, CEO Global Banking Americas, HSBC

The Latin American Imperative
Grand Ballroom

Key Note Address by **Enrique García**, President, CAF –Development Bank of Latin America

9:20- 10:45 am **Mastering How to Become a Winning Multilatina**

The regional emergence of 'new champions' forces executives to transform the commercial landscape and rethink solutions in a highly competitive environment.
CEOs will share their expertise on merging and acquiring, having a social conscience and the challenges of growing consumers in Latin America
Grand Ballroom

Juan Benavides, CEO, Falabella
Douglas Orane, Chairman, Grace Kennedy
Alejandro Ramírez, CEO, Cinépolis
Woods Staton, President, Arcos Dorados

Chaired by **Juan Pablo Del Valle**, Chairman of the Board, Mexichem

10:45- 11:00 am **Coffee Break**
Grand Ballroom Foyer

11:00 am- 12:30 pm **Leveraging the Impact of Global Power Shifts, Developing Latin America Emerges as a Driving Force**
Latin America has emerged from the global crisis in much better shape than most regions. The rapid internationalization of supply chains has made it easier for developing countries in the region to insert themselves in the global economy.
How are Latin America's organizations and corporations being affected by this new phenomenon and how are they taking advantage of the new opportunities?
Grand Ballroom

Jorge Becerra, Senior Partner and Managing Director, The Boston Consulting Group
Fred Hochberg, Chairman and President, Ex-Im Bank
Susan Segal, President and CEO, Council of the Americas/Americas Society
China speaker*

Chaired by **Santiago Gutiérrez**, Executive Editor, *Latin Trade* magazine

12:30- 1:00 pm A Candid Conversation with **Felipe Larraín**, Minister of Finance, Chile
Miami Ballroom

1:00- 2:30 pm **Lunch Panel- Times of Change in the Hemisphere**

As Latin America faces redesigning its political landscape around a growing middle class, several critical elections take place in Peru, Mexico, Venezuela, the U.S. and elsewhere. From Hugo Chávez to Enrique Peña Nieto, newly elected leaders are forging the future of governance in the region.

How will the new political landscape shape Latin America? How will it impact doing business in the region?
Grand Ballroom

Emilio Lozoya, External Relations, President Enrique Peña Nieto's staff
Francisco Sánchez, Under Secretary of Commerce for International Trade, U.S Department of Commerce
Gerver Torres, Former Minister, Venezuelan Investment Fund and Senior Scientist, Gallup
Julio Velarde, President, Central Reserve Bank of Peru

Chaired by **David Rothkopf**, President and CEO, Garten Rothkopf

2:30- 2:45 pm **Closing Remarks**

3:00- 4:30 pm **Afternoon Concurrent Sessions**

Session I- Human Capital & Competitiveness

In an increasingly sophisticated market, economic development depends more and more on the recruitment of human capital rather than the accumulation of material wealth. Latin America has made it a priority to improve education and innovation capabilities. In several countries, governments and businesses are working hand-in-hand to engage and integrate all mayor stakeholders into a successful model. Yet inequality and social exclusion still rank high and the growing demand for an education in science as well as the adoption of new educational technologies remain unattainable for part of the population. This session will spearhead an in-depth debate about latest trends and best practices.

Coral Gables Room

Juan Albelo, Area Vice President for SuccessFactors, SAP Latin America
Maria Gabriela Castro, Director Andean Region, Korn/Ferry International
Claudio Fiorillo, Partner and Human Capital Lead for Argentina, Deloitte
Justin Van Fleet, Head of Education, Brookings

Chaired by **Jerry Haar**, Associate Dean and Director, Eugenio Pino and Family Global Entrepreneurship Center, FIU

Session II- Infrastructure & Energy: How Will Latin America Tackle its Biggest FDI Challenge?

On August 15th, President Rousseff announced a massive new round of public-private infrastructure investments in Brazil. In Peru, Mexico, Chile, Argentina, Colombia, Panama, the DR and elsewhere, hugely ambitious projects are underway or being planned. But for every fortune to be made, others will be lost in what remains a highly politicized and risk plagued sector. This panel will cover a wide ranging and frank analysis of Latin America's greatest economic opportunities in a century, a trillion dollar investment bonanza that will define the region's economic future.

Miami Ballroom

Federico Restrepo, Former General Manager, EPM and General Manager, Autopistas para la Prosperidad de Colombia

Jorge Rosenblut, Chairman of the Board, Endesa Chile

Andrew Vesey, COO, Global Utilities and Executive Vice President, The AES Corporation
Speaker Mitsuho Bank*

Chaired by **John Price**, Contributing Editor, *Latin Trade* magazine

IN PARTNERSHIP WITH:



*to be confirmed

