

# LAIF 2018 | Latin American Investment Forum

19<sup>th</sup> October 2018 - 8.30 am for 9.00 am prompt  
etc. venues St Paul's, 200 Aldersgate, London EC1A 4HD

LATIN AMERICAN  
TRADE & INVESTMENT  
ASSOCIATION

LATIA



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## Programme

### 08.30 ARRIVAL BREAKFAST AND REGISTRATION

#### 09.00 Session 1: Welcome to LAIF 2018

**Opening address – H.E. Fred Arruda, Ambassador of Brazil to the United Kingdom**

Introducing the work and objectives of the LATIA collective of 19 countries, and the purpose of LAIF 2018.

#### 09.10 Session 2: Economic partners – the future of the UK and Latin America

**Keynote – The Rt Hon Sir Alan Duncan KCMG MP  
Minister of State for Europe and the Americas at the Foreign and Commonwealth Office**

**In Conversation – Fiona Mackie, Regional Director for Latin America and the Caribbean,  
The Economist Intelligence Unit, in conversation with Dr Robert Thomas, Executive  
Director, Accademia**

Informed by the political, economic, cultural and business climate of Latin America, the participants discuss how the investment landscape has developed over the last five years and what it might look like in the coming years.

#### 09.50 Session 3: Doing business – the future of the investment landscape

The investment panel discuss the regulatory and practical framework in which business is done in Latin America. Topics of particular focus include project structure, risk management, return on investment, and repatriation of funds.

**Chair: The Hon. Alexander Brennan, Founder and CEO, Brennan & Partners**

**Dr Ramin Wali, Managing Partner, LLB Investment**

**Leonel Melo Guerrero, President, British Chamber of Commerce of the Dominican Republic**

**Robin MacKenzie, Marketing Director, De La Rue**

**Gershon Cohen, Global Head of Infrastructure Funds, Aberdeen Standard Investments**

### 10.45 COFFEE BREAK

#### 11.15 Session 4: Sea, land and air – the future of transport infrastructure

The panel analyse the strategic plans and regional infrastructure requirements of Latin America, delving into the region's projects, including state incentives, opportunities for Government collaboration and sustainable local partnerships.

**Chair: Matthew Jones, Partner and Head of Construction, Taylor Wessing LLP**

**Ian Frederick Berndt, Director, Invest Chile**

**Gershon Cohen, Global Head of Infrastructure Funds, Aberdeen Standard Investments**

**Graham Smith, Director and Head of Sustainable Finance, HSBC**

**Andrew Comer, Partner and Director of Cities Group, BuroHappold Engineering**

- 12.00 **Session 5: Keeping the lights on – the future of traditional and renewable energy**  
The panel examine Latin America's place in the global market, its energy mix, future requirements and strategic plans. The panel consider the opportunities for ready projects and discuss the relationship between Governments and the private sector in delivering on key strategic targets.

**Chair: James McKeigue**, Managing Editor, **LatAm Investor**

**Neil Perry**, Chief Financial Officer, **Solar Century**

**Amauris Vásquez**, Founding Partner, **De Camps, Vasquez & Valera Attorneys at Law**

**Dr Antonio Celia**, Former CEO of **Promigas**, and Visiting Professor at the **London School of Economics**

**Vanesa Bandak**, Investment Manager, **PROESA - Export and Investment Promotion Agency of El Salvador**

13.00 **LUNCH**

- 14.00 **Session 6: A connected world – the future of digital technology**  
The discussion explores those areas in which Latin America is already a technological leader, as well where the countries are positioning themselves for the future, and what that positioning means for the future of 4G, telecoms coverage, data centres and the internet of things. The panel consider the opportunities for new, innovative solutions, with a focus on their potential for social impact in a rapidly developing part of the world.

**Chair: Dr Robert Thomas**, Executive Director, **Accademia**

**Andy Cobb**, Global Business Development Director, **De La Rue**

**Jorge Sequeira**, Managing Director, **CINDE – Costa Rica Investment Promotion Agency**

**Philippe Vogeleeer**, Director of Advisory, **Vodafone**

**Leo Castellanos**, Partner and Investment Director, **SAATCHIINVEST**

- 15.00 Closing remarks - **Thiago Osti**, Director of LATIA and Head of Trade and Investment Section, **Embassy of Brazil**

15.15 **AFTERNOON NETWORKING**