Emerging Market Economy Forum

Workshop on "Foreign Direct Investment Policy and Promotion in Latin America"

Draft Agenda

(Lima, 15-17 December 1998)
DRAFT AGENDA

Tuesday, 15 December 1998: Foreign Direct Investment: Trends, Assessment and Policies

09:00 Opening Addresses

Mr. Jorge Baca, Minister of Economy and Finance, Peru
Ambassador Jean-Michell Perille, Delegation of the European Commission in Peru
Mr. Rainer Geiger, Deputy Director, Financial, Fiscal and Enterprise Affairs, OECD

Morning session

Chairperson: Mr. Ricardo Harten, President, National Commission of Foreign Investment and Technologies, CONITE, Ministry of Economy, Peru

09:30 FDI in Latin America in the Current Financial Environment

Mr. Antonio Martins, Registry of Foreign Capital, Central Bank, Brazil
Mr. Eduardo Moyano, Executive Vice-President, Foreign Investment Committee, Chile

Presentation on the ECLAC Annual Report on Foreign Investment in Latin America and the Caribbean by Mr. Michael Mortimore, Unit on Investment and Corporate Strategies, ECLAC
Presentation on the SELA report on External Financing and External Debt in Latin America and the Caribbean by Ms. Manuela Tórtora, Senior Consultant, SELA

Experts from Latin American countries will assess the effects of the current financial environment on the prospects for FDI. They will also discuss the policy response required in the present circumstances.

12:30 Lunch

Afternoon session

Chairperson: Ms. Anabel Gonzalez, Vice-Minister, Ministry of Foreign Trade, Costa Rica

Coffee break 10:45-11:15
Coffee break 15:15-15:45
14: 30 The International Framework for Foreign Direct Investment

- Multilateral Framework for Investments
  Mr. Wolfgang Hantke, Federal Ministry of Economics, Germany and Chairman of CMIT
- Inter-American Investment Policies
  Mr. Roberto Echandi, Director General for International Trade and Investment Negotiations, Ministry of Foreign Trade, Costa Rica
  Mr. Carlos Herrera, Secretary General, CONITE and FTAA Chief Negotiator, Peru
  Ms. Maryse Robert, Principal Specialist, Trade Unit, OAS

Participants will discuss the prospects for developing a multilateral framework for investment rules and ways to ensure an active involvement of Latin American countries in this process.

17: 15 Conclusions

19: 00 Reception hosted by Government of Peru

Wednesday, 16 December 1998: Best practices in promoting FDI in Latin America

Morning session*

Chairperson: Mr. Werner Corrales, Venezuela Ambassador to WTO and UNCTAD

09: 00 Creating an attractive environment for investors

- The role of government departments and regional authorities- how administrations help or impair the regulatory environment
  Mr. Lisandro Barry, Director, Investment Development Agency, Ministry of Economy, Argentina
  Commentators: Mr. Werner Romero, Trade and Investment Promotion Counselor, Embassy of El Salvador in Washington DC
  Mrs. Carmen Gisela Vergara, Director, Promotion and Production Department, Vice-Ministry of Foreign Trade, Panama

* Coffee break 10:30-11:00
The role of regional and international organisations

Mr. Juan Carlos Mathews, Director, Eurocentre Peru, AI-invest Programme
Mr. Antonio Pinto-Rodrigues, Director, Investment and Technology Promotion, UNIDO
Mrs. Mónica Rosell, Director, Investment Department, Andean Community
Mr. Ben Rowland, Programme Manager, Latin America and the Caribbean, FIAS

Creating the right environment for potential investors is a fundamental cornerstone of policies and programmes in an increasingly competitive world environment for foreign direct investment. This session will address this critical factor and the role of government, regional and international organisations in that task.

12: 30 Lunch

Afternoon session**

14: 30 Expanding business in Latin America

- The Peruvian Experience: A case study
  Mrs. Rosario Almenara, Vice-Minister of Economy, Peru
- The Chilean Experience: A case study
  Mr. Héctor Casanueva, Director, Pro-Chile, Ministry of Foreign Affairs, Chile
- Private Sector Case Studies
  Automotive Sector: Mr. Mario Dasso, Deputy Director, Asociacion de Fabricas de Automotores, Argentina
  Financial Sector: Mr. Eric Mayer, General Manager, CITIBANK-Peru (*)
  Communications Sector: Mr. Antonio Golderos, Director General de Planificación y Recursos, Telefónica Internacional, Spain

What is the practical experience of countries in promoting investment and investors in undertaking investment in Latin America? From case studies presented participants will consider and discuss this subject.

17: 15 Conclusions

19: 00 Reception hosted by OECD and EU Commission

** Coffee break 15:45-16:15
Thursday, 17 December 1998: Best practice in promoting FDI (continuation)

09:00 Investment Promotion Techniques and the role of the Investment Promotion Agencies

Chairperson: Ms. Karin Millet, General Manager of Investment Marketing Services, MIGA

Mr. Declan Murphy, Consultant, OECD

Commentators: Mr. Alvaro Kosec, Area Director, Uruguay XXI
Mrs. Claudette Chin, Vice President for Marketing, JAMPRO, Jamaica
Mr. Eddy Martínez, Director, Dominican Republic Office for the Promotion of Investment

The mandate and role of investment promotion agencies and the techniques employed can be central to successful policy and promotion. Is there a best practice model that agencies need to consider? In this final session this important issue will be addressed.

11:30 Closing session: Policy Responses

Chairperson: Mr. Rainer Geiger, Deputy Director, Financial, Fiscal, and Enterprise Affairs, OECD

Panel Discussion

12:30 Summary and Conclusions

(*) To be confirmed

* Coffee break 11:00-11:30