

Leadership Forum for the Integration of South America

“Building the Infrastructure for Regional
Competitiveness”



Contents

- I. Objective of the event
- II. Call for papers and Selection of projects
- III. Agenda of the Forum
- IV. Definition and call for participants
- V. Results

Contents

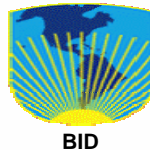
- I. Objective of the event
- II. Call for papers and Selection of projects
- III. Agenda of the Forum
- IV. Definition and call for participants
- V. Results



✓ On December 2nd and 3rd, in the city of Cartagena, the “Leadership Forum for the Integration of South America” was held. It was organized by:



In coordination with:



✓ It was the first occasion in which the IIRSA coordinators, ministries in charge of infrastructure, senior infrastructure public officials and senior officials that belong to multilateral banking met businessmen from the following sectors: finance, building industry, machinery, equipment and services in order to foster the development of South America and create important business opportunities.

Contents

- I. Objective of the event
- II. Call for papers and Selection of projects
- III. Agenda of the Forum
- IV. Definition and call for participants
- V. Results



Call

✓The call and selection of the projects was carried out by the DNP with the support of CG/LA.

Selection of Projects

✓The projects selected had to have the participation conditions of the private sector: an appropriate investment environment, an attractive participation model of the private sector, a regulatory framework and a clear and stable rate regime as well as an appropriate rate of return.

✓Within the framework of the Forum, it was designed a “Guideline for the presentation of projects”, which contained:

- General presentation of the event
- Parameters for the presentation of each of the projects (contents, shape)





Projects presented by country:

COUNTRYS	NUMBER OF PROJECTS PRESENTED
COLOMBIA	7
URUGUAY	4
PERÙ	4
BRAZIL	3
PARAGUAY	2
CHILE	2
ARGENTINA	2
TOTAL	24

Projects presented by sector:

TYPE OF PROJECT	NUMBER OF PROJECTS PRESENTED
Road Projects, Concessions and PPP	9
Port Projects and Logistics Services	6
Multimodal Projects, Airport and Logistics Projects	5
Strategic Energy Projects	4
TOTAL	24

Contents

- I. Objective of the event
- II. Call for papers and Selection of projects
- III. Agenda of the Forum
- IV. Definition and call for participants
- V. Results



First day:

Panels by Sectors

- ✓ Port Projects and Logistics Services
- ✓ Strategic Energy Projects
- ✓ Road Projects - Concessions and PPP
- ✓ Multimodal Projects, Airport, Logistics and Strategic Projects

Discussions

- ✓ Two discussions took place on:
 - “The funding of Infrastructure Projects in Times of Financial Crisis” and
 - “Strategies to Develop Competitive Funds for the Infrastructure in Latin America”.

Second day:

Workshop

“Multilateral Funding of Infrastructure Projects”, organized by the Andean Development Corporation (Corporación Andina de Fomento - CAF, in Spanish) and the Inter-American Development Bank (Banco Interamericano de Desarrollo- BID, in Spanish).

Private Meetings:



Contents

- I. Objective of the event
- II. Call for papers and Selection of projects
- III. Agenda of the Forum
- IV. Definition and call for participants
- V. Results



✓The DNP, with the support of CG/LA Infraestructura, started the process to define and consolidate a database of relevant actors in the infrastructure and financial sector, who could be called as participants and sponsors of the Leadership Forum

✓The following entities sponsored the event:

- IIRSA
- IDB (BID)
- FONPLATA
- ADC (CAF)
- BRIGARD Y URRUTIA
- ECOPETROL
- BBVA
- CITIGROUP
- PRICEWATERHOUSECOOPERS
- NEXUS Banca de Inversión (NEXUS Investment Bank)

✓The event was supported by the following organizations:

- Export - Import Bank of the United States
- IFC International Finance Corporation
- Cartagena Chamber of Commerce (Cámara de Comercio de Cartagena)



✓Participants:

- Representatives from the countries: National Coordinators (CN of the IIRSA)
- National and international officials related to the following topics: planning, transportation infrastructure, energy, communication and development: Public organizations in general, Ministries, Institutes, Governorships and Embassies.
- General Public: firms from the financial sector, as well as from the building industry, machinery, equipment and services.
- Members of the institutions of the CCT: IDB, ADC, FONPLATA.



Contents

- I. Objective of the event
- II. Call for papers and Selection of projects
- III. Agenda of the Forum
- IV. Definition and call for participants
- V. Results



- ✓ Total of participants: 250 persons
- ✓ 120 private meetings were held among investors and project leaders during the second day of the forum.
- ✓ In order to continue the promotion of the projects presented in the forum, the presentations of the projects were gathered and published in the IIRSA web site as well as in the DNP web site.
- ✓ The people interested in the infrastructure projects were able to get contact data related to the leaders of companies in the sector and officials from the participant countries.



CG/LA SURVEY

- ✓ 68% of the participants think that the leadership forum is much better or slightly better than other events.
- ✓ 73% of them think it is excellent or very good.
- ✓ 73% of them think the private meetings are good or excellent.

SOME QUESTIONS

- ✓ How many potential business opportunities did you generate in the Leadership Forum?
Average: three, with a scale from 2 to 10.

What infrastructure topics would you like to include in future Leadership Forums?

Oil and Gas: 22.2%

Road concessions: 16.7%

Urban transportation: 16.7%

Discussion panels or workshops that you would have liked to attend: Public-Private Partnerships and Project funding.

Other organizations or people that you would like to see in the next Forum or that you think should have been present in Cartagena?

Multilateral Banks, BNDES, Lawyer Bureaus, more building firms and public works ministries.

*Jorge Giacomotti, Banco de Córdoba
VP "I would like to take this type of events to Argentina".*