

## Latin American Meeting on International Business and Investment Finance and Promotion

### General Information

#### Justification

The poor positioning of Latin American and the Caribbean (LAC) in global trade has produced a complex situation and acts as a restraint on the region's steady growth. The internationalization of small and medium-size enterprises (SMEs), as linked to productive change in the region, offers a powerful vehicle for promoting its development and productivity and enhancing LAC's presence in international trade. It is the responsibility of development banks concerned with foreign trade and that promote international business and investments to implement financial and entrepreneurial assistance mechanisms aimed at promoting the growth and diversification of Latin American exports and contributing to the more forceful entry of SMEs into foreign markets; and, furthermore, to help strengthen regional trade and integration through financial cooperation in order to boost business transactions, projects and investments among our countries. In that context, it is important to address the challenges deriving from interlinkages with the global economy and the role of development financing institutions in enhancing the participation of the LAC countries in international and intraregional trade and in support of trade, integration and investment agreements, with emphasis on the coaching of small and medium-size enterprises.

#### Aims

**General:** To analyze the role of the development banking system in the areas of foreign trade and productive and entrepreneurial complementarity, given the challenges brought on by the region's placement in the global economy in today's complex situation. **Specific:** i) to review the current scenario insofar as international trade and the economy are concerned and the challenges to be met in order to enhance Latin American and Caribbean trade presence; ii) to analyze Latin American foreign trade financing strategies and mechanisms and the methods and instruments used by development financing institutions to promote export-oriented sectors; iii) to examine the critical aspects of SME export development and the role of financial institutions in their internationalization; iv) to discuss the possibilities for financial cooperation among banks in order to increase business transactions and operations and the development of joint initiatives within the sphere of the integration movements; and v) to analyze the environmental sustainability and climate change variable with regard to trade and export development.

#### Agenda

Given the above aims, the agenda for the meeting will address the following points:

1. The current situation of international trade and the economy and the challenges arising from the Latin American and Caribbean positioning in global trade.
2. Latin American foreign trade financing strategies and mechanisms and the role of development banks: financing programs, instruments and methods and complementary support services.
3. SME export development: critical aspects, financing, entrepreneurial development and the role of the developing banking system.
4. Financial cooperation and business development among development financing institutions and with commercial banks: joint initiatives and investment opportunities within the framework of integration processes.
5. The environmental sustainability dimension in export development.

**Format:** A panel for each topic with 4-5 panelists and a moderator. Each panelist will make a 15 to 20 minute presentation. Once the presentations have all been made a panel discussion will ensue, based on questions posed by the moderator. The general public will then be invited to express their opinions in a question and answer session.

**Lunches and social events**

BANCOMEXT will host the lunch and coffee breaks for all participants on April 11 and 12 at the conference site hotel.

On the evening of April 11, BANCOMEXT will offer the participants a city tour and welcome cocktail:

- City tour of Mexico City (in Turibus)
- Visit to the Tamayo Museum (in Bosque de Chapultepec)
- Welcome Cocktail at the Tamayo Museum – entertained by the “Espuma y Terciopelo” duet
- Return to the Camino Real Polanco Hotel

**Accommodation**

**Camino Real Polanco Hotel** (Address: Calzada General Marino Escondo No. 700, Colonia Anzures, Delegacion Alvaro Obregon, Mexico City).

Reservations:

Code: **“SEMINARIO LATINOAMERICANO”**

E-mail: [reservas.mex@caminoreal.com.mx](mailto:reservas.mex@caminoreal.com.mx)

Telephone: (52-55) 5263-8888

Date: **10 to 13 April, 2018**

<b>ROOM TYPE</b>	<b>SPECIAL RATE</b>
Deluxe Single	USD206.20
Deluxe Double	USD236.85
Vista Jardin Single	USD230.00
Vista Jardin Double	USD260.65
Camino Real Club Single	USD277.60
Camino Real Club Double	USD308.25

The hotel room rate includes breakfast and taxes.