### III CEO Summit of the Americas

**“Made in the Americas”**

April 12th and 13th, 2018 – Lima, Peru

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#### Wednesday, April 11th

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<tr>
<th>Time</th>
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<tbody>
<tr>
<td>7:00am – 8:00pm</td>
<td>Registration</td>
<td>Official Hotels (Westin, Swissôtel, Atton)</td>
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#### Thursday, April 12th - Westin Lima Hotel

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<tr>
<td>8:30 – 8:45am</td>
<td>Inaugural Address</td>
<td>Martin Vizcarra, President, Republic of Peru</td>
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<td>8:45 – 9:00am</td>
<td>Opening Remarks</td>
<td>Luis Alberto Moreno, President, Inter-American Development Bank (IDB)</td>
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<td>9:00 – 10:10am</td>
<td>Made in the Americas: Promoting Value Chains in our Hemisphere</td>
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As a result of the growing importance of global value chains, trade in intermediate inputs has become a driving force of international trade. Today, trade in intermediate goods constitutes 60% of global trade. In Europe and Asia, the average imported content of exports is 33% and 29%, respectively. In Latin America the average is 18%. In Europe, 50% of the imported content of exports comes from within the same region. In Asia-Pacific it is 42%. In Latin America, only 15% of imported goods used in the production of exports originate within the region. What actions can countries in the region take to increase the use of intermediate inputs made in the Americas? How can LAC reduce the entry barriers to international trade and increase participation in both regional and global value chains? Is the region realizing the full potential of its comparative advantages?

**Panel of Business Leaders**

- **Luiza Helena Trajano**, CEO, Magazine Luiza (Brazil)
- **Joakim Thrane**, CEO, Central & South America, DHL Express (US)
- **Romaine Seguin**, CEO and President for Latin America, UPS (US)
- **Isabel Noboa**, Executive President, Consorcio Nobis (Ecuador)
- **Carlos Añaños**, President, Patronato Pikimachay (Peru)

**Moderator:** **Brian Winter**, Editor-in-Chief, Americas Quarterly Magazine (US)
Exponential Disruption of the Digital Economy

The Digital Revolution is expected to be greater in scale and complexity than all previous economic transformations. Disruptive technologies are evolving exponentially in areas such as finance, energy, transportation, education, health and commerce. Additionally, the digital economy is estimated to grow from US$ 11.5 trillion (16% of global GDP) in 2015 to more than US$ 23 trillion (24% of global GDP) in 2025. As internet access continues its rapid expansion in the Americas, opportunities for economic development and social inclusion are ever more numerous. How can the region harness the full potential of the internet? How can the public and private sectors work together to seize the opportunities arising from the Digital Revolution? Can the region become a global digital leader?

Panel of Business Leaders
- Ana Paula Assis, CEO for Latin America, IBM (US)
- Cesar Cernuda, President for Latin America, Microsoft (US)
- Adriana Noreña, Vice President for Spanish Speaking Latin America, Google (US)
- Diego Dzodan, Vice President for Latin America, Facebook (US)
- Sean Summers, Vice President, Mercado Libre (Argentina)
- Brian Huseman, Vice President, Public Policy, Amazon (US)
- Enrique Ortegon, COO and Senior Vice President, Latin America, Salesforce (US)

Moderator: Silvina Moschini, CEO & Founder, SheWorks / Founder, TransparentBusiness (Argentina)

Financial Technology and Integration for the Americas

In order to effectively address key challenges such as modernizing and expanding infrastructure, our region should take full advantage of technological advancements and financial regulations in order to create a capital market that is more integrated, inclusive, secure and transparent. Digital payments, new credit risk assessment methods, the fight against money laundering, FinTech innovation and financial regulatory frameworks are some of the tools within easy reach of our companies and governments. How can the region achieve increased financial integration and inclusion? What types of regulatory challenges are faced by new business models such as FinTechs? How can the public and private sectors enhance financial market security?

Panel of Business Leaders
- Brian J. Porter, President and CEO, Scotiabank (Canada)
- Aimeé Sentmat, Executive President, Banistmo (Panama)
- Gilberto Caldart, President, Latin America & the Caribbean, Mastercard (US)
- Jay Collins, Vice Chairman, Corporate and Investment Banking, Citi (US)
- Alicia Bárcena, Executive Secretary, ECLAC
- Eblein Frangie, CEO, Finabank (Suriname)

Moderator: Silvia Pavoni, Economics Editor, The Banker (UK)

Head of State Presentation
- Danilo Medina, President, Republic of the Dominican Republic

Networking Lunch
Infrastructure investment is one of the major drivers of sustained economic growth. At the global level, total infrastructure investment (public and private) ranged between 4% and 8.5% of GDP between 1992 and 2013. Our region’s average throughout the same period was 2.4%. In order to close the gap, LAC must invest around 5% of annual GDP in infrastructure, investing approximately an additional US$150 billion per year, over the next three decades. Given that governments in the region have narrow fiscal space, these levels of investment are not possible without the participation of the private sector. How can countries in the region create the right conditions to achieve these levels of private participation in infrastructure? What best practices should governments in the region adopt when structuring public-private partnerships (PPPs) in order to generate the best value for the money? What strategies should governments take to reduce risk in infrastructure PPPs?

Panel of Business Leaders
- **Craig Mygatt**, CEO, SeaLand (US)
- **Mauricio Castillo**, CCO, Sigdo Koppers (Chile)
- **Scott Osborne**, Principal Vice President and General Manager for Infrastructure, Bechtel (US)
- **Mariela García de Fabbri**, CEO, Ferreycorp (Peru)
- **Ana Wugofski**, Vice President of International Business Development, Lockheed Martin

Moderator: **Claudia Palacios**, Anchor, City TV (Colombia)

**3:20 – 3:30pm**

**Head of State Presentation**
- **Juan Carlos Varela**, President, Republic of Panama

3:30 – 4:40pm

**Natural Resources and Smart Energy for the Americas**

The LAC region is a top source of the natural resources required to satisfy the world’s energy demands. Our region produces 20.4% of global hydropower and 13.2% of the world’s oil. However, studies indicate that if current trends in population growth and economic activity in the region continue, the demand for electricity will increase 91% by 2040. Additionally, estimates indicate that the oil sector will require US$ 550 billion between 2014 and 2030 to maintain current production levels. How can LAC responsibly and sustainably extract its natural resources? How can the region successfully implement the latest smart grid technologies? What additional measures should be implemented to successfully continue to diversify the energy matrix? How can governments and companies work together to sustainably make the most of the natural resources available in the region?

Panel of Business Leaders
- **Eduardo Hochschild**, Executive Chairman, Grupo Hochschild Mining (Peru)
- **Andres Gluski**, CEO, AES Corporation (US)
- **Kelvin Dushnisky**, President, Barrick Gold Corp (Canada)
- **Alex Dimitrief**, President and CEO for Global Growth Organization, General Electric (US)
- **Nancy Southern**, CEO, ATCO Ltd (Canada)
- **Richard C. Adkerson**, Vice Chairman, President & CEO, Freeport-McMoRan Inc. (US)
- **Jacqueline Mongrut**, Executive Vice-President, Business Development, Hydro-Québec International (Canada)

Moderator: **Walter Russell Mead**, Columnist, Wall Street Journal (US)
By 2050, global food production must increase by 60% to meet the nutritional demands of more than 9 billion people. LAC is home to approximately 28% of the 445 million hectares (1.1 billion acres) potentially suitable for the sustainable expansion of cultivated land. This presents the Americas with an exciting opportunity to expand its role and become the main food supplier for a global population that increasingly demands more and better-quality food. Today, LAC contributes 16% of the world’s total food and agricultural exports, including more than 50% of the world’s exports of bananas, sugar and soy and over 25% of global coffee, beef, chicken and corn exports. How can the region become a leading player in global food production and realize the economic benefits? How can the region make use of the best technologies for this sector? How can the region incentivize and achieve greater participation by small producers in regional and global value chains? What steps should be taken to ensure food quality and sustainable use of land and water?

Panel of Business Leaders
- **Gustavo Grobocopatel**, President, Grupo Los Grobo (Argentina)
- **Marie Haga**, Executive Director, The Crop Trust
- **James Scriven**, CEO, IDB Invest
- **Marcel Smits**, CFO, Cargill (US)
- **Sally Yearwood**, Executive Director, Caribbean-Central American Action
- **Pablo E. Vargas**, CEO, Grupo Britt (Costa Rica)

**Moderator:** Maria Cristina Frias, Member of the Board and Columnist, Folha de Sao Paulo (Brazil)

Head of State Presentation
- **Juan Orlando Hernández**, President, Republic of Honduras

Special Presentation
- **Wilbur L. Ross, Jr.**, Secretary of Commerce, United States of America

III CEO Summit Dinner Reception
**Location:** Huaca Pucllana
**Chef of Central:** Virgilio Martinez (#1 Restaurant in LAC - *The World’s 50 Best Restaurants*)
Public-Private Partnerships to promote transparency

Transparency remains one of the most significant challenges facing our world. Studies show that a lack of transparency and integrity can have a negative impact on productivity, economic growth, and the type and volume of investments received by countries in the region. Furthermore, corruption generates additional financing and transaction costs. On average, corruption reduces investment by 5% and increases the cost of doing business by 10%. What can be done to promote higher levels of transparency in the region? What could be the potential role of private sector leaders? What programs promoting transparency have been successful worldwide?

- Eduardo Engel, Director, Espacio Público/Professor of Economics, Universidad de Chile (Chile)
- Jorge Londoño Saldarriaga, Board Member, Organización Corona (Colombia)
- Delia Ferreira Rubio, President, Transparency International (Argentina)
- Beth Simone Noveck, Director, Governance Lab (US)
- Maria Clara Angarita, Regional Director of Policy and Government Relations, Merck (US)

Moderator: Hugo Alconada Mon, Journalist, Diario La Nación (Argentina)

Head of State Presentation

- Evo Morales, President, Plurinational State of Bolivia

Head of Government Presentation

- Hubert Minnis, Prime Minister, The Bahamas

Head of Government Presentation

- Andrew Holness, Prime Minister, Jamaica

Human Capital 2.0: The Future of Work in the Americas

Automation is expanding throughout our hemisphere. Globally, automation is expected to impact 1.1 billion workers and more than US$ 12.7 billion in annual wages. Additionally, the level of education required for jobs in a world with increasing automation and technology is higher than that required for jobs that are being displaced by technology. This context necessitates the development and implementation of effective policies to train the region’s labor force so as to mitigate the impact of technology on employment and labor force inclusion. How can business and government work together to address skill gaps in the region? How can the region develop new curricula to prepare future generations and ensure that the Americas become an innovation hub? What can be done to upskill currently unemployed individuals in the region and connect them with skilled jobs? What are the main challenges posed by automation in the region’s most important industries?

Panel of Business Leaders

- Ariel Eckstein, Vice President of International Business, LinkedIn (US)
- Mónica Flores, President for Latin America, Manpower Group (US)
- David Bojanini García, CEO, Grupo Sura (Colombia)
- Olga Reyes, Vice President of Public Affairs, Latin America, The Coca-Cola Company (US)
- Enrique Ostalé, President & CEO, Latin America, Walmart (US)
Higher participation of women in the workforce could generate growth and increase prosperity. GDP in LAC would rise by US$ 2.5 trillion if the gender gap were fully closed. Additionally, publicly listed companies that have one or more women on their executive boards show a 44% higher return on equity (ROE) and a 47% higher operating margin (EBIT) than those that do not include women in these positions. What type of public-private initiatives support the empowerment of women and help narrow the gender gap? What programs could result in women occupying more of the region’s higher paying positions? What women’s empowerment initiatives are currently being implemented in the private sector that could be replicated throughout the region?

Panel of Business Leaders
- Susan Segal, President and CEO, Council of the Americas (US)
- Mariana Costa Checa, CEO & Founder, Laboratoria (Peru)
- Julie T. Katzman, Executive Vice President and Chief Operating Officer, IDB
- Laxman Narasimhan, CEO, Latin America and Europe Sub-Saharan Africa, PepsiCo (US)
- Diane Biagianti, Chief Responsibility Officer, Edwards Lifesciences (US)

Moderator: Mercedes Aráoz Fernández, Vice President, Republic of Peru

12:00 - 12:20pm Supporting Women’s Economic Empowerment through Public-Private Partnership
- Ivanka Trump, Advisor to the President of the United States
- Ray W. Washburne, President & CEO, Overseas Private Investment Corporation (US)
- Manisha Singh, Assistant Secretary, Bureau of Economic and Business Affairs, U.S. Department of State

12:20 – 12:45pm Conversation with Heads of State
- Juan Manuel Santos Calderón, President, Republic of Colombia
- Enrique Peña Nieto, President, United Mexican States

Facilitated by: Alfredo Moreno Charme, Minister of Social Development, Chile

12:45 – 2:00pm Networking Lunch

- Thomas J. Donohue, President and CEO, U.S. Chamber of Commerce
- Bruce Mac Master, President, Asociación Nacional de Empresarios de Colombia (ANDI)
- Roque Benavides, President, Confederación Nacional de Instituciones Empresariales Privadas (CONFIEP) (Peru)
- Marta C. Blackwell, Vice President, Canadian Council for the Americas
• Robson Braga de Andrade, President, Confederação Nacional da Indústria Brazil (CNI)

Moderated by: Ricardo Ávila, Editor in Chief, Portafolio

2:40 – 4:00pm Conversation with Heads of State

Remarks by: CEOs of the Americas Business Dialogue

• Sebastian Piñera, President, Republic of Chile
• Martín Vizcarra, President, Republic of Peru

Facilitated by: Luis Alberto Moreno, President, IDB