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CENTRE FOR CO-OPERATION WITH NON-MEMBERS  
COMMITTEE ON INTERNATIONAL INVESTMENT AND MULTINATIONAL ENTERPRISES

**Emerging Market Economy Forum**

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

**Draft Agenda**

**(Lima, 15-17 December 1998)**

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**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*

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\*      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*

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\* Coffee break 10:30-11:00

- The role of regional and international organisations

*Mr. Juan Carlos Mathews, Director, Eurocentre Peru, Al-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**

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\*\* 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*

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\* Coffee break 11:00-11:30