



“Progress together, lead together, and inspire together”

AGENDA

October 31 – November 2 | Tokyo

2016 Japan – LAC Business Forum

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October 31 - November 2, 2016 | Tokyo

Welcome Reception | Monday, October 31st, 2016
at Imperial Hotel Tokyo, Room HIKARI

6:30 – 8:00pm **Welcome Reception**

DAY 1 | Tuesday, November 1st, 2016
Business Forum at Keidanren Kaikan

8:00 – 9:00am **Registration**

9:00 – 10:00am **Opening Remarks: Japan and the Inter-American Development Bank, 40 years of partnership**

- **Minoru Kihara**, Deputy Finance Minister, Japan
- **Akira Kondoh**, Governor, Japan Bank for International Cooperation
- **Shinichi Kitaoka**, President, Japan International Cooperation Agency
- **Luis Alberto Moreno**, President, Inter-American Development Bank

10:00 – 11:10am **Strategic Discussion: Japan and LAC economic and trade relationships**

The relationship between Japan and the region encompasses a broad panorama of trade, direct investment, and government-to-government cooperation that has shaped the development of sectors from automobiles and alternative energies to computer software and natural disaster preparedness. Japan is one of the most important sources of FDI for the region, and Japanese investments, especially over the past decade, have targeted an increasingly diverse and technologically-intensive range of sectors in LAC. This investment brings a number of benefits for both sides: cutting-edge technology, know-how, and employment opportunities for host economies in the region; and access to promising new markets for Japanese firms. The panel will discuss the future of Japan and LAC bilateral relations, taking account of the three principles “Progress together, lead together, and inspire together” which Prime Minister Abe stipulated in his 2014 speech in Sao Paulo and this Forum’s subtitle.

10:00 – 10:10am **Preliminary Remarks**

- **Yasushi Takase**, Director-General, Latin American and Caribbean Affairs Bureau, Ministry of Foreign Affairs, Japan

10:10 – 11:10am **Panel Discussion**

Moderator: Eric Farnsworth, Vice President, Council of the Americas

- **Hiroshi Watanabe**, President, Institute for International Monetary Affairs
- **Masatsugu Asakawa**, Vice Minister of Finance, Ministry of Finance, Japan
- **Gustavo Leite**, Minister of Industry and Commerce, Paraguay
- **Jason Sazaki**, Regional Director for Asia, Grupo Altex
- **Roberto Giannetti da Fonseca**, President, Brasilis Comercio Exterior (former Executive Secretary of Foreign Trade Council (CAMEX))

11:10 – 11:25am **Coffee Break**

11:25 – 11:55am **Special Presentation: Japan – LAC Trade and Investment Policy Paper**

- **Mauricio Mesquita Moreita**, Principal Economics Advisor, Trade and Integration Sector, IDB

Commentator: **Michael Shifter**, President, Inter-American Dialogue

Commentator: **Akio Hosono**, Senior Advisor of JICA Research Institute,
former Ambassador to El Salvador, Japan

11:55am – 1:00pm **Plenary Session I: Quality Infrastructure Investment**

Moderator: **Hiroto Arakawa**, Advisor, Sumitomo Corporation, former Vice President of JICA

When it comes to infrastructure investment, both quantity and quality matter. Modern infrastructure is crucial for social development and economic growth. If Latin America & the Caribbean (LAC) could double its infrastructure investment, potential real annual GDP growth could increase by as much as 2 percentage points. However, it is critical to enhance not only quantity but also quality of infrastructure investment. In that sense, Japan globally promotes quality infrastructure -giving due consideration to such matters as lifecycle cost, safety, resilience against natural disasters, environmental and social impact, and transfer of know-how- and supports LAC's efforts through the Japan Quality Infrastructure Initiative, the Inter-American Development Bank's first built-in grant mechanism for a co-financing arrangement. Panelist will address past experiences and future opportunities for Japan-LAC cooperation in the development of quality infrastructure projects.

- **Seiji Shiraki**, former Executive Vice President, Mitsubishi Corporation
- **Hidetoshi Irigaki**, Vice President, Japan International Cooperation Agency
- **Rubén Morales**, Minister of Economy, Guatemala
- **Sieglien O.R. Burleson**, Minister of Trade and Industry, Suriname

1:00 – 2:15pm **Luncheon**

2:15 – 3:30pm **Plenary Session II: Japan, Latin America and the Caribbean at the Crossroads of the Fourth Industrial Revolution**

The world stands on the brink of a fourth industrial revolution, powered by technological breakthroughs in artificial intelligence, robotics, the internet of things, 3D printing, nanotechnology, biotechnology, energy storage, and quantum computing. These developments are disrupting industries around the world, improving efficiency and productivity and raising questions about their impact on labor markets. Japan has traditionally been at the forefront of technological developments and it is the world leader in robotic technology. The panel will address the challenges and opportunities that this fourth industrial revolution affords for Latin American and Caribbean countries and the role that cooperation with Japanese firms could play in ensuring that the region is prepared to meet them.

Moderator: **Kotaro Horisaka**, Professor Emeritus, Sophia University

- **Susumu Kaminaga**, Former President, Sumitomo Precision Products Co., Ltd.
- **Motoo Nishihara**, Senior Vice President, NEC
- **Kazuhiko Koga**, Board Member and Director, OPTiM
- **Keiichi Watanabe**, Professor and Dean of Faculty of Agriculture, Saga University
- **Lucio Castro**, Secretary of Productive Transformation, Ministry of Production, Argentina
- **Martina Santoro**, CEO, OKAM Studio (Argentina)
- **Cristian González**, CEO, IguanaBee (Chile)

3:30 – 3:45pm

Coffee Break

3:45 – 4:00pm

Special Presentation: ConnectAmericas – Opportunities for Japanese Businesses

- **Fabrizio Operti**, Chief, Trade and Investment Division, IDB

4:00 – 5:15pm

Plenary Session III: Responsible Investing

Moderator: **Kaori Iida**, Senior Editor of the Economic News Division, NHK

The emerging markets of Latin America and the Caribbean have a significant need for financing. The infrastructure investment gap alone has been estimated at \$120-\$150 billion a year, in addition to funding needed for poverty reduction and other social programs as well as private sector investment and growth. The panel will address different strategies to promote the availability of financing for Latin America and the Caribbean in a responsible manner that adjusts to environmental, social and corporate governance standards. The panel will also highlight the use of thematic bonds as a vehicle to attract socially responsible private investors to provide funding to socially conscious enterprises serving poor and vulnerable populations.

- **Masami Komatsu**, President and CEO, Music Securities
- **Junsuke Koike**, Regional Head of Latin America, Bank of Tokyo-Mitsubishi UFJ
- **Yuichi Akai**, Senior Executive and Managing Director, Daiwa Tokyo
- **Gema Sacristan**, Chief Investment Officer, Inter-American Investment Corporation
- **Jessica López Saffie**, CEO, Banco Estado de Chile

The objective of business site visits is to help participants get acquainted with Japanese methods of trade promotion and get in touch with the essence of Japan's innovation, the forefront of technology, and its business culture.

9:30 – 10:30am Japan External Trade Organization (JETRO) Export Promotion Activities – Lessons Learned

Activities start with an introductory seminar by the Japan Export and Trade Organization (JETRO) presenting the lessons learned from Japanese experience in the area of trade promotion and exports. JETRO experts will explain the way in which JETRO supports Japanese SMEs in developing business: by conducting marketing research and exploring business ideas, etc.

After the seminar at JETRO, the participants will be divided into four groups and proceed to make thematic site visits as follows.

10:30am – 4:30pm Site Visits

○ **ICT and Smart Life**

Site visit will include experiencing **NEC** Group's ICT core assets, including IoT-related solutions, security, and smart energy. Then, the group will proceed to learn people's future lives with various advanced consumer electronics and household equipment at home in the years from 2020 through 2030 at **Panasonic**.

○ **Innovation in automobile**

The group will visit Japan Automobile Research Institute (**JARI**) to learn about innovations and new technologies on automatic driving, safety protection, and clean energy including carbon dioxide emissions.

○ **Robotics and Future**

The group will visit **Robotics Tsukuba** to learn robotics in the area of search and rescue, transportation, and patient care.

○ **Japanese Food Business**

Site visit includes a distribution center and a leading supermarket to understand the strict requirements and attention to detail prevalent in the Japanese food business.

6:00pm Return to Hotel