

## Daniel Calleja's visit to Latin America - 23-27 April 2012

### DRAFT PROGRAMME

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*Les éléments repris ci-dessous sont transmis à titre purement indicatif.*

*L'objectif de ces visites est double:*

- *avoir un programme intéressant pour les entreprises qui nous accompagnent (match-making events, discussion avec agences d'investissement, etc.);*
- *faire le point/lancer les discussions sur le suivi des MoU avec les administrations à haut niveau.*

*Cela nous obligera peut-être de parfois scinder notre délégation sur place. Certaines réunions pourraient être regroupées, notamment avec les fédérations professionnelles.*

#### **Sunday 22 April 2012 - São Paulo**

- Arrival at São Paulo. Hotel (TBC)

#### **Monday 23 April 2012 & Tuesday 24 April 2012 - São Paulo**

- Internal coordination meeting with Business Delegation
- Political encounters with industry representatives.
  - Meeting with Governor of the State of São Paulo, Geraldo Alckmin
  - Meeting with Paulo Antonio Skaf, Président de Federação das Indústrias do Estado de São Paulo (FIESP)
- Industry matchmaking events.
  - Seminar organised by Agência Paulista de Promoção de Investimentos e Competitividade. Invest Sao Paulo
  - Seminar organised by FIESP
  - Seminar organised by CNI and Agência de Promoção de Exportações do Brasil (APEX-Brasil)
  - Meeting with Agência Brasileira de Desenvolvimento Industrial (ABDI)
  - Meeting with Serviço Brasileiro de Apoio às Micro e Pequenas Empresas (SEBRAE)
  - Meeting with Banco Nacional do Desenvolvimento Econômico e Social (BNDES)
  - Meeting with Eurocamaras
- Political encounters to discuss follow up of MoU (providing Brazilian representatives accept to meet in São Paulo).
  - Meeting with Ministry of Industry (Fernando Pimentel)
  - Meeting with Ministry for Education (Aloisio Mercadante Oliva)
  - Meeting with Ministry for Science, Technology and Innovation (Marco Antonio Raupp)

Business networking lunch and/or dinner should be organised during these two days. Venue (TBC)

- Departure to Montevideo by the end afternoon of the 24<sup>th</sup> April

## **Tuesday 24 April 2012 - Montevideo**

- Arrival at Montevideo. Hotel (TBC)

## **Wednesday 25 April 2012 - Montevideo**

- Internal coordination meeting with Business Delegation
- Industry matchmaking events.
  - Seminar organised by Camara de Industrias del Uruguay
  - Meeting with Camara Nacional de Comercio y Servicios
- Political encounters with industry representatives + to discuss follow up of MoU. Initial ideas:
  - Meeting with Ministry of Industry, Energy & Mining (Roberto Kreimerman)
  - Meeting with Ministry of Tourism & Sports (Héctor Lescano)

Business networking lunch should be organised. Venue (TBC)

- Departure to Buenos Aires by the end of the afternoon

## **Wednesday 25 April 2012 - Buenos Aires**

- Arrival at Buenos Aires. Hotel (TBC)

## **Thursday 26 April 2012 - Buenos Aires**

- Internal coordination meeting with Business Delegation
- Industry matchmaking events.
  - Meeting with Union Industrial Argentine (UIA)
  - Meeting with the Argentine section of the Mercosur-Europe Business Forum
- Political encounters with industry representatives + to discuss follow up of MoU. Initial ideas:
  - Meeting with Ministry of Industry (Debora Georgi)
  - Meeting with State Secretary for Industry (Eduardo Bianchi)
  - Meeting with State Secretary for SME (Horacio Roura)
  - Meeting with State Secretary for Tourism (Daniel Aguilera)
  - Meeting with Ministry of Sciences and Technology (Lino Barañao)

Business networking lunch should be organised. Venue (TBC)

- Departure to Santiago de Chile by the end of the afternoon

## **Thursday 26 April 2012 - Santiago de Chile**

- Arrival at Santiago de Chile. Hotel (TBC)

## **Friday 27 April 2012 - Santiago de Chile**

- Internal coordination meeting with Business Delegation
- Industry matchmaking events.
  - Meeting with Confederación de la Producción y el Comercio (CPC)
  - Meeting with Corporación de Fomento de la Producción (CORFO)
  - Meeting with Servicio Nacional de Turismo (SERNATUR)
  - Meeting with Servicio de Cooperación Técnica (SERCOTEC)
  - Meeting with Eurochile
- Political encounters with industry representatives + to discuss follow up of MoU. Initial ideas:
  - Meeting with Ministry of Economy, Development and Tourism, Pablo Longueira
  - Meeting with Vice-Minister of Economy and SMEs, Tomás Flores
  - Meeting with Vice-Minister for Tourism, Jacqueline Plass
  - Meeting with Under-secretary of Mining, Pablo Wagner

Business networking lunch should be organised. Venue (TBC)

- Departure to Brussels

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