

13TH Latin American Infrastructure Leadership Forum

June 9-11th, 2015
Antigua Guatemala

CG-LA
infrastructure

Creating A New Growth Paradigm for Latin America

Platinum Partners

aconex
Connecting teams project-wide.

BCG
THE BOSTON CONSULTING GROUP

IDB
Inter-American
Development Bank

Trimble

Gold Partners

**cementos
PROGRESO**

MARINOS

Silver Partner

Control Risks

CNEE
Comisión Nacional de Energía Eléctrica
Banco de la Guatemala

Organizing Partner

ANADIE
Alianzas Público Privadas

13TH Latin American Infrastructure Leadership Forum

Tuesday
June 9, 2015

Hotel Casa Santo Domingo
Antigua Guatemala
June 9-11, 2015



Welcome to the Latin American Forum

The 13th Latin American Infrastructure Leadership Forum brings selected project sponsors of the Strategic Top 100 infrastructure projects in Latin America together with people from throughout the region, and throughout the world, who can make those projects happen. Infrastructure investment is critical to reviving the region's growth model, and specifically investment in projects that will lower costs, relieve bottlenecks, and create the kind of efficiencies critical to success in the global economy.

This year's Latin American Infrastructure Leadership Forum, "Creating a New Growth Paradigm for Latin America," brings together executives from throughout the Americas, including Central America and the Caribbean, to engage with the sponsors of those strategic projects that will go forward in the next 3-18 months.

The Leadership Forum is built on three pillars:

- ◆ **Building your Business - by getting to know the best projects,**
- ◆ **Building your Network - by getting to know the key players in the region, and**
- ◆ **Building your Knowledge - by getting to know the trends driving infrastructure business in the region and globally.**

We do this through a unique series of rapid project presentations, pre-scheduled Private Meetings, and a series of informal events that give you a unique opportunity to get to know infrastructure leaders from throughout the region.

Two additional features of this year's Leadership Forum make it a 'must attend' event. On June 9th we are hosting the Mexico - Central America Pipeline Investment Summit, highlighting the breakthrough plan to bring natural gas from Mexico to Guatemala, El Salvador, and Honduras.

Agenda at-a-Glance

DOWNLOAD NOW

Strategic Top 100 Latin America Infrastructure Report 2015

◆ *Mexico - Central America Pipeline Investment Summit*

◆ *Themed Workshops*

◆ *Project Presentations*

◆ *Off-Site Visits & Tours*



See Page 4

9:00AM - 11:00AM

Forum Registration & Networking Session

Hotel Casa Santo Domingo, Antigua Guatemala

Coffee Sponsored by:

Control Risks

Welcome to the Forum! Forum registration will be held in the main Interactive Exhibitor Concourse within the centro de convenciones at the Hotel Casa Santo Domingo! Once you've registered, network with Forum attendees, and meet the Forum sponsors and exhibitors in the Forum's first immersive "Exhibition Spaces", physically and technologically interactive "island" displays in the Forum's main concourse.

8:00AM

Value Creation and Value Capture in P3s - Case Study Peru

John Macomber, Professor, Harvard Business School

This exercise will bring Forum participants together in an interactive session, beginning with an explanation of the "Value for Money" formulation, by reviewing a case study project in Peru.



9:00AM - 10:30AM | SPECIAL SESSION

Guatemala's Strategic Infrastructure Projects

Guatemala, host of this year's Leadership Forum, is a leader in Central American infrastructure. This Special Session will give you an early opportunity to meet the leaders of Guatemala's priority projects. Each of these projects will go forward in the next 3-18 months.

Moderator: Julio Héctor Estrada, Managing Director, ANADIE

Projects Include:

- ◆ Suburban Highway for Guatemala City; Urban Passenger Train for Guatemala City; Tren del Pacífico PPP; Government Administrative Complex; Quetzal Container Terminal Phase II; Intermodal Border Port Tecún Uman - ANADIE*
- ◆ National Transmission Expansion Plan (PETNAC) - Ministerio de Energía y Minas*
- ◆ Gas Pipeline from Mexico to Guatemala to Honduras - PEMEX, IDB, Secretaría de Energía (Mexico), Ministerio de Energía y Minas (Guatemala), ANADIE, & CFE*

9:30AM - 11:00AM | SPECIAL SESSION

Building a Robust Pipeline of Projects; Strategic Resources

Perhaps the key challenge - and the key opportunity - in infrastructure emerging as a reliable driver of Latin American growth is the ability of countries and regions to build robust pipelines of bankable projects that cross election cycles. This Special Session brings together key thought-leaders and public resources to fund feasibility studies critical to the development of bankable project pipelines and long-term regional growth.

Moderator: Norman F. Anderson, President & CEO, CG/LA Infrastructure

- ◆ Maria Eduarda Berto, Managing Director, EBP
- ◆ Fernando Gomez, Associate Director, Latin America, World Economic Forum
- ◆ Antonio Juan Sosa, Corporate Vice President, Infrastructure, CAF - Development Bank of Latin America

11:00AM - 11:30AM

Welcome to the 13th Latin American Infrastructure Leadership Forum!

Welcoming Remarks: Norman F. Anderson, President & CEO, CG/LA Infrastructure Inc.

11:30AM - 12:30PM

Creating a New Paradigm for Growth in Latin America - Challenges & Opportunities

**The Boston Consulting Group,
Official Knowledge Partner of the 13th Latin American Infrastructure Leadership Forum:**

Santiago Castagnino, Partner & Managing Director, The Boston Consulting Group*

BCG

THE BOSTON CONSULTING GROUP

12:30PM - 1:00PM

**Welcome to the Mexico - Central America Pipeline Investment Summit
View of the Evolution and Integration of Energy in the Region**

Words to the Public:

◆ **Erick Estuardo Archila Dehesa**, Minister of Energy & Mines, Guatemala*

◆ **Pedro Joaquín Coldwell**, Secretary of Energy, Mexico*



1:00 - 2:00PM

Luncheon & Keynote Address

Impact on Industrial and Social Success when Gas Arrives

Recent Examples in Peru / Colombia

Ricardo Roa, President & CEO, Grupo Energía de Bogotá (GEB)*

2:00PM - 3:00PM

Mexico - Central American Gas Integration: Current Situation, Prospects, and Impact

Moderated by Enrique Godoy, Journalist & Economist*

The first of three panels focused on Investment in the Mexico - Central America Natural Gas Pipeline project. The pipeline project, to be carried out via a public-private partnership and costs US\$1.2 billion, will run for 600km (375 miles) from the southeastern Mexican city of Salina Cruz to the southern Guatemalan province of Escuintla.

◆ **Erick Estuardo Archila Dehesa**, Minister of Energy and Mines, Guatemala*

◆ **Pedro Joaquín Coldwell**, Secretary of Energy, Mexico*

◆ **Official** Governing Energy Body, El Salvador*

◆ **Official** Governing Energy Body, Honduras*

15:00 - 15:15

Networking Break

3:15PM - 4:15PM | Track A

The New Infrastructure Finance Model - The Critical Role of the Public Sector

Infrastructure projects are more and more difficult to fund and finance without public sector involvement and guarantees. What role should the public sector play? What are the key institutions? With public sector backstopping how do you avoid bad projects?

Moderator: Jesús Hernández, Editor & Chief, Grupo Editorial Expansión - Obras*

Panelists:

- **Jose Coballasi**, Director, Utilities & Infrastructure, Standard & Poor's*
- **Pablo Garcia Aguilar**, Director of Finance, ICA Infraestructura*
- **Leonardo Morales**, Regional Marine Portfolio Manager, Latin America, RSA Group*

4:30PM - 5:30PM

Bridging the Gap Between the Public and Private Sector in Financing Strategic Infrastructure in Central America

Hear how BCIE is working with public sector project sponsors and ministers alongside private sector developers and fund managers to manage, fund and complete complex infrastructure projects throughout Central America.

Panelists:

- **Jose de la Vega**, Vice Minister of Energy & Mines, Guatemala*
- **Clemente del Valle**, President of Financiera de Desarrollo Nacional, Colombia*
- **Javier Erensto Molina**, Manager of Sectors & Countries, BCIE*

3:15PM - 4:15PM | Track B

Impact on Investment, Industry, and Competitiveness of the Introduction of Natural Gas

The second of three panels focused on Investment in the Mexico - Central America Natural Gas Pipeline project. The pipeline project, to be carried out via a public-private partnership and costs US\$1.2 billion, will run for 600km (375 miles) from the southeastern Mexican city of Salina Cruz to the southern Guatemalan province of Escuintla.

Moderator: Juan Carlos Paiz, Presidential Commissioner for Competitiveness and Investment, PRONACOM

- **Juan Buitrón**, General Manager, Energía del Caribe*
- PEMEX Gas Comercialización, Senior Executive*
- Empresa Gas Global, Senior Officer*

4:30PM - 5:30PM

Gas and Electricity: Symbiosis, Regulation, and Business Models

The third of three panels focused on Investment in the Mexico - Central America Natural Gas Pipeline project. The pipeline project, to be carried out via a public-private partnership and costs US\$1.2 billion, will run for 600km (375 miles) from the southeastern Mexican city of Salina Cruz to the southern Guatemalan province of Escuintla.

Moderator: David Santley, Senior Gas Advisor, World Bank*

- **Carmen Urizar, Hernández**, President, CNEE
- **David Madero**, Economist, CENAGAS*
- Comisión Regional de Interconexión Eléctrica (CRIE)*
- Regulador Colombia*

5:45PM - 6:45PM

Track A

Why Sustainable Infrastructure is this Decade's Greatest Business Opportunity

The IDB, in connection with Harvard, announced during its annual meetings the creation of three Sustainability Awards.



CG/LA is managing the Awards, and the nomination process is open through May 15th. This session explains the importance of the Awards, how to apply, and how the winners will be chosen.

Moderator: Hans Schulz, Vice President for the Private Sector and Non-Sovereign Guaranteed Operations (a.i.), IDB*

5:45PM - 6:45PM

Track B

Powering Growth: The Importance of Electricity Generation

Energy generation is, on average 20-25% of Latin America's infrastructure spend. What do key projects say about the region's growth prospects going forward? What are the financial instruments being used to bring these projects to financial closure? Discuss the issues with project developers from Chile, Peru, Brazil, and Colombia.



Moderator: José Rafael Argueta Monterroso, Gerente de Proyectos, CNEE*

- **Jorge Rodriguez**, Gerente General, Interchile S.A.*
- **Pacific Rubiales**, Colombia*
- **ICE**, Costa Rica*
- **Comisión Ejecutiva de Río Lempa**, El Salvador*
- **EDEGEL**, Peru*

7:00PM - 8:30PM

LEADERSHIP FORUM WELCOMING RECEPTION

Gas Summit Closing Cocktail

A Leadership Forum highlight, the Welcoming Reception welcomes Forum sponsors and participants to the 13th Latin American Infrastructure Leadership Forum, and features live music and exceptional food at the Hotel Casa Santo Domingo in Antigua, Guatemala.



7:30AM - 8:15AM

Registration & Continental Breakfast

8:15AM - 8:30AM

Welcome to the 13th Latin American Infrastructure Leadership Forum

Norman F. Anderson, President & CEO, CG/LA Infrastructure, Inc.

The 2015 Latin American Infrastructure Visionary Leader of the Year Award

8:30AM - 8:45AM

Norman F. Anderson, President & CEO, CG/LA Infrastructure, Inc.

8:45AM - 9:45AM

Top Strategic Infrastructure Projects in Latin America

Five projects that exemplify strategic vision and innovation in infrastructure development.

◆ **Guatemala:** PET Project; a model of successful and replicable transmission of energy in Central America - Nestor Pérez, General Manager, TRECSA

◆ **Chile:** Agua Negra Tunnel*

◆ **Colombia:** Port of Santa Marta Expansion and Upgrade*

◆ **Guatemala:** Gas Pipeline from Mexico-Guatemala-Honduras*

◆ **Peru:** Line 3 - Metro de Lima y Callao*

9:45AM - 10:30AM

Finance Panel: MDBs & Commercial Banks Describe the New Funding Paradigm

Facilitated by: Norman F. Anderson, President & CEO, CG/LA Infrastructure Inc.

Hear from global thought leaders as they discuss financing prospects for Latin American infrastructure projects in 2015 and going forward. At a time of economic uncertainty how do we fill the infrastructure investment gap?

◆ **Pablo Garcia Aguilar**, Director of Finance, ICA Infraestructura*

◆ **Alejandro Rodriguez Zamora**, Executive Vice President, BCIE - Central American Bank of Economic Integration*

◆ **Hans Schulz**, Vice President for the Private Sector and Non-Sovereign Guaranteed Operations, Inter-American Development Bank*

◆ **Executive Director**, BNDES & Banobras*

10:30AM - 10:45AM

Coffee Break in Exhibit Hall

10:45 - 11:45AM

Track A

Airport Projects

Moderator: Aconex*

- **Honduras:** Palmerola Airport - Miguel Servellon, Infrastructure Lead, Coalianza
- **Brazil:** New Porto Alegre Airport*
- **Colombia:** New El Dorado Airport Expansion Program*
- **Ecuador:** Daular International Airport*
- **Mexico:** DF New International Airport*

12:00PM - 1:00PM

New Infrastructure Projects

Moderator: Trimble*

- **Guatemala:** Government Administrative Complex - ANADIE
- **Brazil:** Belo Horizonte's Public Lighting*
- **Colombia:** Serena del Mar Master Planned City*
- **Guatemala:** Tourism Project*
- **Mexico:** Projects from SECTUR*

10:45 - 11:45AM

Track B

Highways & Bridges Projects

Moderator: IDB*

- **Colombia:** Lake Ring Route - Carlos Andres Tellez Ramirez, Infrastructure Advisory Agreements, FONADE
- **Guatemala:** South Axis Circumvallation Road-East of Guatemala City - ANADIE
- **Honduras:** Highways CA-4 y CA-5 - Melvin Melgar, Head of Engineering/Technical, Coalianza
- **Brazil:** BR-101-ES*
- **Colombia:** 4G Highway Concessions*

12:00PM - 1:00PM

Oil & Gas Projects

Moderator: Cementos Progreso*

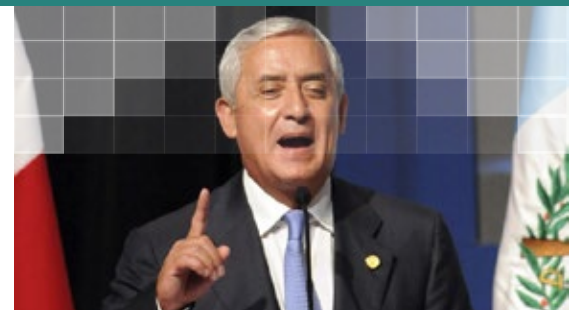
- **El Salvador:** 380MW Gas Plant*
- **Mexico:** El Encino-La Laguna Pipeline*
- **Panama:** NG Power-LNG Terminal and Gas Power Plant*
- **Peru:** Peruvian Gas Pipeline*
- **Uruguay:** Punta Sayago LNG Regasification*

1:00PM - 2:30PM

Luncheon & Keynote Address

"Infrastructure for Regional Integration"

President Otto Pérez Molina, President of Guatemala*



Projects of the Year Awards

2:30PM - 2:45PM

Projects of the Year awards recognize the projects - and the leaders behind the projects - that will serve as models for vastly increased infrastructure investment in the region. There are five Projects of the Year award categories:

- ◆ **Strategic Project of the Year**
- ◆ **Job Creation Project of the Year**
- ◆ **Green / New Infrastructure Project of the Year**
- ◆ **Finance Project of the Year**
- ◆ **Engineering Project of the Year**

aconex
Connecting teams project-wide.

* Invited

8

2:45PM - 3:45PM | Track A

Ports & Logistics Projects

Moderator: Marhnos*

- **Guatemala:** Intermodal Border Port Tecún Uman - ANADIE
- **Guatemala:** Tren de Carga del Pacífico (Phase II) - ANADIE
- **Honduras:** Port / Interoceanic Railway - Miguel Servellon, Infrastructure Lead, Coalianza
- **Guatemala:** Quetzal Container Terminal (Phase II)*
- **Mexico:** Port of Veracruz (Phase II)*

4:00PM - 5:00PM

Urban Mass Transit Projects

Moderator: Control Risks*

- **Guatemala:** Urban Passenger Train - ANADIE
- **Bolivia:** Interoceanic Railway Brazil-Bolivia-Peru*
- **Brazil:** Blue Line of Curitiba Metro*
- **Colombia:** Bogota Metro*
- **Panama:** Metro Line 2*

2:45PM - 3:45PM | Track B

Power Projects

Moderator: Ricardo Roa, CEO, Grupo de Energía Bogotá*

- **Chile:** 205MW Cordillera Solar Park*
- **Costa Rica:** Guancaste Geothermal*
- **Honduras:** 81MW Solar Farms in Choluteca*
- **Mexico:** Combined Cycle Norte IV*
- **Mexico:** Presa Paso Ancho*

4:00PM - 5:00PM

Water & Wastewater Projects

Moderator: Cal y Mayor y Asociados*

- **Colombia:** Irrigation and Energy in Riego Rio Rancheria PPP - Carlos Andres Tellez Ramirez, Infrastructure Advisory Agreements, FONADE
- **Brazil:** Rio de Janeiro Wastewater Treatment Plant*
- **Chile:** La Punilla Reservoir*
- **Ecuador:** Guayaquil Wastewater Treatment Plant*
- **Peru:** Lima Water Supply Concession*

5:30PM - 8:00PM

PRIVATE MEETINGS RECEPTION

Bringing together public and private sector experts from all industry segments, Private Meetings act as a catalyst, turning participants into partners and sparking connections that lead to business. Every registered participant at the Leadership Forum will receive access to CG/LA's Online Private Meetings system, where they can schedule up to ten one-on-one meetings with Forum Partners and Project Presenters. Each meeting is fifteen minutes - more than enough time to tap into expertise and build your business through connections.



9:00AM - 12:00PM

Off-Site Visits & Tours

Tour Antigua's landmarks & surrounding infrastructure



GVIP

GlobalViP is a gamechanging platform that connects your team to the expert advice you need to make your project work.

GVIP's global infrastructure community gives you unprecedented access to real industry leaders with the experience and insight to solve the problems at hand and provide the solutions you didn't even know you needed.

GVIP: the future of Project development has arrived.