

A large container port at sunset. The sun is low on the horizon, casting a warm orange glow over the scene. In the foreground, there are stacks of colorful shipping containers (blue, red, yellow, green) and several yellow gantry cranes. The background shows a body of water reflecting the sunset and more port infrastructure. A semi-transparent white box with a dark teal bar is overlaid on the image, containing the event title and details.

MINISTERS AND CEOs FORUM ON TRADE AND INVESTMENT

ON THE MARGINS OF THE IX SUMMIT OF THE AMERICAS

JUNE 7TH, 2022 - LOS ANGELES, CALIFORNIA
INTERCONTINENTAL DOWNTOWN HOTEL



AGENDA

12:00 - 13:00 Networking Lunch

13:00 - 13:10 Keynote Remarks

13:00 - 13:10

- **Mauricio Claver-Carone**, President, Inter-American Development Bank (IDB)

13:10 - 13:20 Private Sector Views on Trade Policy

13:10-13:20

Americas Business Dialogue Recommendations

- **Myron Brilliant**, Executive Vice President and Head of International Affairs, U.S. Chamber of Commerce

13:20 - 14:40 Strengthening Value Chains and Attracting Investment

13:20 -13:25

Introduction

- **Benigno López Benítez**, Vice President for Sectors and Knowledge, IDB

13:25 - 13:35

Presentation on Value Chains

- **Jeffrey J. Schott**, Senior Fellow, Peterson Institute for International Economics

13:35 - 14:40

Exchange of views

C-Level Executives

Individual interventions (3 minutes)

- **Sally Gilligan**, Chief Growth Transformation Officer, Gap Inc.
- **Nacho Abia**, Chief Operating Officer, Olympus Corporation and Chief Executive Officer, Olympus Corporation of the Americas
- **Wilfredo Ramos**, President, Mexico and Latin America, UPS
- **Jennifer Medina**, CEO, Cintora Textiles
- **Ernesto Torres Cantu**, Chief Executive Officer, Latin America, Citi

Ministers

Individual interventions (3 minutes)

- **Lucas Ferraz**, Secretary of Foreign Trade, Ministry of Economy, Brazil
- **María Ximena Lombana**, Minister of Commerce, Industry and Tourism, Colombia

- **Víctor Bisonó Haza**, Minister of Industry, Commerce and MSMEs, Dominican Republic
- **Julio José Prado**, Minister of Production, Foreign Trade, Investments and Fisheries, Ecuador
- **Janio Rosales**, Minister of Economy, Guatemala
- **Oneidge Walrond**, Minister of Tourism, Industry and Commerce, Guyana
- **Pedro Barquero**, Secretary of Economic Development, Honduras
- **Tatiana Clouthier Carrillo**, Secretary of Economy, Mexico
- **Federico Alfaro**, Minister of Commerce and Industry, Panama
- **Luis Alberto Castiglioni**, Minister of Industry and Commerce, Paraguay
- **Roberto Sánchez**, Minister of Foreign Trade and Tourism, Peru

14:40 - 14:50 Sustainable Trade and Climate Change

14:40- 14:50

Presentation on Sustainable Trade and Climate Change

- **Alan Winters**, Professor of Economics and Co-Director of the Centre for Inclusive Trade Policy, University of Sussex

14:50 - 16:00 Digital Economy

14:50 - 15:00

Presentation on Digital Economy

- **Caroline Freund**, Dean, School of Global Policy and Strategy, UC San Diego

15:00 - 16:00

Exchange of Views

C-Level Executives

Individual interventions (3 minutes)

- **Michael Punke**, Vice President, Global Public Policy, Amazon Web Services
- **María Teresa Arnal**, CEO Latam, Stripe
- **Sarah Aiosa**, Senior Vice President & President, Latin America, MSD.
- **Rodrigo Kede Lima**, President for Latin America & Corporate Vice President, Microsoft
- **José Miguel Ahumada**, Undersecretary for International Economic Relations, Ministry of Foreign Affairs, Chile
- **Manuel Tovar**, Minister of Foreign Trade, Costa Rica
- **María Luisa Hayem**, Minister of Economy, El Salvador
- **Ricardin Saint-Jean**, Minister of Commerce and Industry, Haiti
- **Aubyn Hill**, Minister of Industry, Investment and Commerce, Jamaica
- **Albert Ramdin**, Minister of Foreign Affairs, International Business and International Cooperation, Suriname
- **Omar Paganini**, Minister of Industry, Energy and Mining, Uruguay

Ministers

Individual interventions (3 minutes)

- **Michael B. Halkitis**, Minister of Economic Affairs, Bahamas
- **Jerome X. Walcott**, Minister of Foreign Affairs and Foreign Trade, Barbados
- **Eamon Courtenay**, Minister of Foreign Affairs, Foreign Trade and Immigration, Belize

16:00 - 16:05 Conclusions and Closing Remarks

16:00 - 16:05

- **Richard Martínez Alvarado**, Vice President for Countries, Inter-American Development Bank

16:05 - 16:30 Coffee Break

16:30 - 18:00 Ministers' Discussion (Closed Session)

16:30 -18:00

Participants: Ministers from IDB Member Countries.

Individual Interventions (3 minutes)

- **Michael B. Halkitis**, Minister of Economic Affairs, Bahamas
- **Jerome X. Walcott**, Minister of Foreign Affairs and Foreign Trade, Barbados
- **Ramón Cervantes**, Minister of State for the Ministry of Foreign Affairs, Foreign Trade and Immigration, Belize
- **Lucas Ferraz**, Secretary of Foreign Trade, Ministry of Economy, Brazil
- **José Miguel Ahumada**, Undersecretary for International Economic Relations, Ministry of Foreign Affairs, Chile
- **Marta Lucía Ramírez**, Vice President and Minister of Foreign Affairs, Colombia
- **Manuel Tovar**, Minister of Foreign Trade, Costa Rica
- **Victor Bisonó Haza**, Minister of Industry, Commerce and MSMEs, Dominican Republic
- **Juan Carlos Holguín Maldonado**, Minister of Foreign Affairs and Human Mobility, Ecuador
- **María Luisa Hayem**, Minister of Economy, El Salvador
- **Mario Adolfo Búcaro Flores**, Minister of Foreign Relations, Guatemala
- **Oneidge Walrond**, Minister of Tourism, Industry and Commerce, Guyana
- **Ricardin Saint-Jean**, Minister of Commerce and Industry, Haiti
- **Pedro Barquero**, Secretary of Economic Development, Honduras
- **Aubyn Hill**, Minister of Industry, Investment and Commerce, Jamaica
- **Tatiana Clouthier Carrillo**, Secretary of Economy, Mexico
- **Erika Mouynes**, Minister of Foreign Affairs, Panama
- **Luis Alberto Castiglioni**, Minister of Industry and Commerce, Paraguay
- **Roberto Sanchez**, Minister of Foreign Trade and Tourism, Peru
- **Omar Paganini**, Minister of Industry, Energy and Mining, Uruguay

SPEAKER BIOGRAPHIES

13:00 - 13:10 Keynote Remarks



Mauricio Claver-Carone,
President, Inter-American
Development Bank

Mauricio Claver-Carone is President of the Inter-American Development Bank (IDB), the leading source of development financing for Latin America and the Caribbean. He has led the Bank's unprecedented response to COVID-19 through Vision 2025, a plan to accelerate sustainable, inclusive growth through a focus on integration and nearshoring, digitalization, small businesses, gender equality and climate change. He also launched the largest private-sector coalition in IDB history to help leverage financing for critical development goals. Under his leadership, the Bank achieved a record \$23.4 billion in financing and mobilizations in 2021, and he is currently leading a comprehensive reform of the Bank's business model to create a modern continuum of public-private support and enable more ambitious action on climate, social needs, gender equality and the private sector. A lawyer by training, he previously served as Deputy Assistant to the U.S. President and Senior Director for Western Hemisphere Affairs at the National Security Council. In this capacity, he conceptualized a whole-of-government economic growth initiative, América Crece, which led to the creation of energy- and infrastructure-finance frameworks with nearly half of Latin American and Caribbean countries. He also served as U.S. Executive Director at the International Monetary Fund and as Senior Advisor for International Affairs at the U.S. Treasury Department, where he helped develop legislation to create the U.S. International Development Finance Corporation. He speaks English and Spanish.

13:10-13:20

Private sector views on Trade Policy- Americas Business Dialogue Recommendations



Myron Brilliant,
Executive Vice President
and Head of International
Affairs, U.S. Chamber of
Commerce

Myron Brilliant is executive vice president and head of the International Affairs Division at the U.S. Chamber of Commerce, the world's largest business association. He provides strategic direction to over 80 regional and industry experts working to advance transparent, rules-based trade and investment policies around the globe. Previously, he served as the Chamber's vice president for Asia.

Under Brilliant's leadership, the Chamber developed the largest international government relations program of any U.S. trade association, conducting programming in over 50 markets. During the past decade, Brilliant has strengthened the organization's ties to the global network of American Chambers of Commerce and foreign business associations and deepened engagement with multilateral and regional organizations, including the G20, IDB, IMF, World Bank, and WTO.

The division manages 20 bilateral business councils and bilateral strategic dialogues with leaders in Africa, China, Egypt, India, and Mexico. In 2020, the Chamber expanded its global reach with the launch of new bilateral business councils for Bangladesh, Israel, and Kazakhstan. The Chamber also deepened its international policy work in cross-cutting areas like defense, sustainability, global health, and data governance.

Brilliant is a recognized authority and sought-after participant in engagements with foreign heads of state and meetings with the White House and legislators on Capitol Hill. He successfully directed and led advocacy campaigns to support passage of trade agreements with Australia, Colombia, Panama, Singapore, and South Korea and played a leading role in encouraging U.S.-China trade negotiators to establish a level playing field for U.S. companies.

Brilliant is a frequent commentator for national media outlets, covering international business and trade policy. He serves on the boards of the Atlantic Council, the U.S. Council for International Business, the Center for International Private Enterprise, the U.S. Global Leadership Coalition, and the Advisory Committee on Voluntary Foreign Aid for USAID. He is a member of the Council on Foreign Relations and the National Committee on United States-China Relations and an economic development adviser to the governor of China's Guangdong Province.

In 2021, he made Washingtonian's inaugural Most Influential List, which highlights people who work tirelessly as advocates to change and improve the federal policies that have large impacts on people, states, businesses, foreign affairs, safety and security.



Benigno López,
Vice President for Sectors and
Knowledge, Inter-American
Development Bank

Attorney at Law with a degree from the Catholic University of Asuncion Paraguay and a LLM from Georgetown University Washington DC USA. Ample experience in the public as well as in the private sector in areas involving Public and Administrative Law, Banking Law and International Law. General Counsel and Member of the Board of Directors of the Central Bank. He served as Senior Adviser to the Executive Director at the International Monetary Fund. From August 2013 to September 2014 served as Executive Legal Director of Itaipu a Binational entity in charge of providing energy to its owners Paraguay and Brazil. From September 2014 August 14, 2018 he served as President of Instituto of Prevision Social. He was appointed Minister of Finance of Paraguay on August 15, 2018. As of November 16, 2020 he was appointed as Vice President for Sector and Knowledge at the Interamerican Development Bank. He moved to Washington DC to serve at the IDB.

STRENGTHENING VALUE CHAINS AND ATTRACTING INVESTMENT

13:25-13:35 Presentation on Value Chains



Jeffrey J. Schott,
Senior Fellow, Peterson
Institute for International
Economics

Jeffrey J. Schott joined the Peterson Institute for International Economics in 1983 and is a senior fellow working on international trade policy and economic sanctions. During his tenure at the Institute, Schott was also a visiting lecturer at Princeton University (1994) and an adjunct professor at Georgetown University (1986-88). He was a senior associate at the Carnegie Endowment for International Peace (1982-83) and an official of the US Treasury Department (1974-82) in international trade and energy policy. During the Tokyo Round of multilateral trade negotiations, he was a member of the US delegation that negotiated the GATT Subsidies Code. He previously was a member of the State Department's Advisory Committee on International Economic Policy and cochaired the Trade and *Environment* Policy Advisory Committee for the US Trade Representative.

Schott is the author, coauthor, or editor of numerous books on trade, including *Trans-Pacific Partnership: An Assessment* (2016), *Local Content Requirements: A Global Problem* (2013), *Understanding the Trans-Pacific Partnership* (2012), *NAFTA and Climate Change* (2011), *Figuring Out the Doha Round* (2010), *Reengaging Egypt: Options for US-Egypt Economic Relations* (2010), *Economic Sanctions Reconsidered, 3rd edition* (2007), *Trade Relations Between Colombia and the United States* (2006), *NAFTA Revisited: Achievements and Challenges* (2005), *Free Trade Agreements: US Strategies and Priorities* (2004), *Prospects for Free Trade in the Americas* (2001), *Free Trade between Korea and the United States?* (2001), *NAFTA and the Environment: Seven Years Later* (2000), *The WTO After Seattle* (2000), *Restarting Fast Track* (1998), *The World Trading System: Challenges Ahead* (December 1996), *The Uruguay Round: An Assessment* (1994), *Western Hemisphere Economic Integration* (1994), *NAFTA: An Assessment* (1993), *North American Free Trade: Issues and Recommendations* (1992), *Economic Sanctions Reconsidered: History and Current Policy* (second edition, 1990), *Completing the Uruguay Round* (1990), *Free Trade Areas and U.S. Trade Policy* (1989), and *The Canada-United States Free Trade Agreement: The Global Impact* (1988), as well as numerous articles on US trade policy and economic sanctions.

Schott holds a BA degree magna cum laude from Washington University, St. Louis (1971), and an MA degree with distinction in international relations from the School of Advanced International Studies of Johns Hopkins University (1973).

13:35-14:40 Exchange of Views



Sally Gilligan,
Chief Growth
Transformation
Officer, Gap Inc.

Sally Gilligan is the Chief Growth Transformation Officer for Gap Inc. leading the long-term strategic direction of Gap Inc. along with members of the Senior Leadership Team. As head of the Strategic Growth Office, she oversees our strategic planning and new business development and operations in support of our growth initiatives. In this capacity, she leads the corporate development, strategy, new business operations, sustainability, Gap foundation, and government affairs organizations.

Sally has been with Gap Inc. for over 16 years, serving in a variety of roles in the organization with a focus on transformation, capability building and optimization. Most recently, Sally served as CIO, overseeing the company's technology transformation and organization that serves as the engine that drives retail, e-commerce and global enterprise technology for millions of customers. She also served as SVP of Product Operations and Supply Chain Strategy where she led a global team responsible for building and deploying capabilities to enable the end-to-end demand based operating model. This included sourcing & fulfillment strategy, product management for all operations design through inventory management and fulfillment, and advanced analytics for product costing, inventory, and network optimization.

Prior to joining Gap Inc., Sally has ten years of management consulting and financial services experience. Sally holds a Bachelor of Science degree from Georgetown University in Washington D.C. and a Masters in Business Administration from University of Chicago. She serves as Chair of the Gap Foundation.



Nacho Abia,
Chief Operating Officer,
Olympus Corporation;
Chief Executive Officer,
Olympus Corporation of
the Americas

Nacho started his career with Olympus in 2001 as the Chief Executive Officer of the Iberia Region based in Barcelona, Spain. He later moved to Hamburg, Germany in 2007 to take on a role as the Managing Director of the Consumer Imaging Business for the Olympus Europa region.

In 2011, he moved to Center Valley, Pennsylvania to join Olympus Corporation of the Americas (OCA) and assumed the responsibility of President for its Consumer Imaging Business Division. In 2013, he was promoted to the role of President of OCA and in March 2015 was also appointed as its CEO; a role he continues to hold today overseeing the Company's activities throughout North and South America. In 2020, he stepped down as President of OCA in order to take on a global leadership role as Chief Operating Officer of Olympus Corporation. He is also a member of OCA's Board of Directors and of the Global Executive Committee of Olympus in Tokyo.

In addition to his Olympus responsibilities, Nacho serves on the Board of Directors of AdvaMed (Advanced Medical Technology Association) and on the Board of Directors of the US-Spain Chamber of Commerce. Prior to joining Olympus, Nacho held several positions in the IT and consumer electronics industries working for a variety of high-tech companies, including Sony and Techdata. He holds dual Master's Degrees; one in Telecommunications and Electronic Engineering, and another in Business Administration.

Born in Spain, Nacho is married with two children and currently lives in Bethlehem, Pennsylvania. In his personal time, he enjoys spending time with his family, playing tennis, hiking, running and cycling. He firmly believes in the motto, "Be persistent. Never give up and fight for what you believe is right."



Wilfredo Ramos,
President, Mexico and
Latin America, UPS

Wilfredo Ramos is the president of UPS Mexico and Latin America, overseeing all business units and functions in more than 50 countries and territories. He has a unique business perspective, since he has held several leadership positions in a number of different regions around the globe.

Prior to his current role, he was the UPS Asia Pacific vice president of strategy, mergers and acquisitions. He drove strategic initiatives across the business as UPS looked to continuously strengthen its presence as a logistics leader in the region. He evaluated a broad range of opportunities that allowed the company to capitalize on and improve connectivity between the global and intra-Asia UPS network and the markets served within the region.

Wilfredo also worked in Europe as the managing director of UPS Spain and Portugal. While there, he was at the forefront of another successful service expansion involving both air and ground services in key areas of both countries.

From 2011 to 2016, Wilfredo held a number of different roles in Asia where he spearheaded efforts to restructure UPS' air network, gain new business and expand into new markets. He completed a special project of establishing UPS's intra-Asia network and capabilities for sustained regional growth. In 2015, under his direction, UPS successfully implemented a series of network enhancements that included improvements to transit times across 29 trade lanes connecting 41 markets.

In addition to his experiences in Asia and Europe, after originally joining UPS in 2003, Wilfredo served as director of finance for various markets including UPS Singapore and Latin America. He earned a bachelor's degree in accounting and finance from the University of Puerto Rico-Cayey, is a member of the American Institute of Chartered Professional Accountants (AICPA) and is fluent in English and Spanish. When he's not at work, Wilfredo plays the drums, listens to music, and participates in sports, particularly basketball and football. He's a fan of the Miami Heat in the NBA and La Liga team Real Madrid.



Jennifer Medina,
Chief Executive Officer,
Cintora Textiles

Jennifer Medina is a mom, wife and the founder and CEO of Cintora Textiles, based in Guatemala City.

Because of her love for textiles and sewing, she started the company 15 years ago. It manufactures any product with fabrics, and has specialized over the years in home and corporate uniforms lines.

Lead by Jennifer, Cintora has become an award-winning company at Walmart, recognized for its growth, service, quality, and its fair trade ethics program that drives women in her supply chain to become microentrepreneurs.



Ernesto Torres Cantu,
Chief Executive Officer,
Citi Latin America

Ernesto Torres Cantu is CEO of Citi Latin America. Ernesto is a member of Citi's Executive Management Team.

Prior to his current role, Ernesto served as CEO of Citibanamex from 2014 to 2019. He also served as CEO of Citibanamex Consumer Banking from 2012 to 2014 and in 2006 was appointed President of the Retail Bank in Mexico.

Ernesto joined Citibanamex in 1989 as a Corporate Banker.

Born in Torreón, México, Ernesto holds a degree in industrial engineering from the Instituto Tecnológico y de Estudios Superiores de Monterrey and holds a Master of Business Administration degree from Georgia State University in Atlanta. He serves as Chairman of the Board of Tecnológico de Monterrey, Mexico City.

SUSTAINABLE TRADE AND CLIMATE CHANGE

14:40-14:50

Presentation on Sustainable Trade and Climate Change



Alan Winters,
Professor of Economics
and Co-Director, Centre
for Inclusive Trade Policy,
University of Sussex

Alan Winters is Professor of Economics and Co-Director and Principal Investigator of the ESRC-funded Centre for Inclusive Trade Policy in the University of Sussex. He was founding Director of the UK Trade Policy Observatory, a leading contributor to the debate on Brexit and UK post-Brexit trade policy. Between 2008 and 2011 he was Chief Economist at the British government's Department for International Development (DFID), and from 2004 to 2007 Director of the Development Research Group of the World Bank. He edited of The World Trade Review (2009-2020) and recently completed terms as Chairman of the Board of the Global Development Network, Membership of the Council of the UK's Economic and Social Research Council and Chair of its Research Committee and Chief Executive Officer of the Migrating Out of Poverty Research Programme Consortium. He has advised, inter alia, various UK government departments, the OECD, the Commonwealth Secretariat, the European Commission, the European Parliament, UNCTAD, the WTO, and the Inter-American Development Bank.

DIGITAL ECONOMY

14:50-15:00 Presentation on Digital Economy



Carolina Freund,

Dean, School of Global
Policy and Strategy, UC
San Diego

Dean of the UC San Diego School of Global Policy and Strategy, Carolina Freund is an expert in international trade and economic development.

Prior to joining GPS, she served as global director of Trade, Investment and Competitiveness at the World Bank. Freund also served as a senior fellow at the Peterson Institute for International Economics. In addition, she has worked as chief economist for the Middle East and North Africa at the World Bank, after working for nearly a decade in the international trade unit of the research department. Freund began her career in the international finance division of the Federal Reserve Board and spent a year visiting the research department of the IMF.

The author of “Rich People Poor Countries: The Rise of Emerging Market Tycoons and their Mega Firms,” Freund was co-director of the World Bank’s flagship World Development Report 2020 on Global Value Chains. She has also published many articles on the effects of regional trade agreements and edited a volume on “The WTO and Reciprocal Preferential Trading Agreements.” Her work has appeared in academic journals, including: American Economic Review, Quarterly Journal of Economics, Review of Economics and Statistics, Journal of International Economics and Journal of Development Economics.

Freund was also a member of the EXIM Bank advisory committee from 2014-16, and the scientific committees of CEPPII (Institute for Research of the International Economy, Paris) and the Economic Research Forum (Cairo). She is a member of the Centre for Economic Policy Research and on the editorial board of the Economics and Politics journal

15:00-16:00 Exchange of Views



Michael Punke,
Vice President, Global
Public Policy, Amazon
Web Services

Michael Punke is Vice President for Global Public Policy, Amazon Web Services, and lives with his family in Montana. He has more than 25 years of experience in international trade and regulatory issues.

Punke served from 2010 to 2017 as Deputy US Trade Representative and US Ambassador to the World Trade Organization (WTO) in Geneva. He had lead responsibility for international trade negotiations including the Trans-Atlantic Trade and Investment Partnership, the Trade in Services Agreement, the Environmental Goods Agreement, and all negotiations under the auspices of the WTO. Punke also led the negotiations resulting in the 2013 Trade Facilitation Agreement, the first fully multilateral agreement in the WTO's twenty-year history, and the 2015 Information Technology Agreement, the first WTO tariff reduction agreement in seventeen years.

Punke served previously in government as Senior Policy Advisor at the Office of the United States Trade Representative (1995-1996); Director for International Economic Affairs at the White House National Security Council/National Economic Council (1993-1995); and International Trade Counsel to Senator Max Baucus (1991-1992), then chairman of the Senate Finance Subcommittee on International Trade.

Punke is the author of the novel, *The Revenant*, basis for the Academy Award-winning film, as well as two works of narrative nonfiction and several screenplays. *The Revenant* has been translated into more than twenty languages and was an international bestseller, including four weeks as a #1 New York Times bestseller.

Punke received his BA with distinction in International Relations from George Washington University and his JD with Specialization in International Legal Affairs from Cornell Law School, where he was elected editor-in-chief of the Cornell International Law Journal.

Punke is married to Traci Silk Punke and they have two children. He is an active sportsman and outdoorsman.



Maria Teresa Arnal,
CEO Latam, Stripe

Maria Teresa Arnal (commonly known as Mariate) is currently the Head of Latam for Stripe. She recently joined Stripe to lead Latam, from Google, where she was the Managing Director for Mexico. Her background spans from (too) many years in ad tech in companies like Microsoft, Twitter and Google to management consulting (Booz Allen, BCG), while also starting her own company (Clarus) later sold to WPP. She is passionate about how technology can help solve many of the problems in Latin America and particularly the impact that Stripe can have for the economic landscape, by growing the GDP of the internet. She is also very excited about helping entrepreneurs grow their businesses and supporting women in their quest for empowerment and realizing their full potential



Rodrigo Kede Lima,
President for Latin
America & Corporate
Vice President, Microsoft

As President for Latin America & Corporate Vice President at Microsoft Corporation, Rodrigo's main priority is focusing on further accelerating the digital transformation of countries and communities across Latin America through the adoption of technologies from Cloud services to AI, while enabling Microsoft customers in the region to accelerate their business growth as they create their own path to digital transformation. Committed to building diverse teams and skilling different communities to foster opportunities that advance and sustain economic prosperity, Rodrigo is responsible for the entire offer of Microsoft products, services and support in Latin America, and leads a business that includes 30 offices in 22 countries.

Rodrigo is an empathetic leader, with a deep understanding of what Digital Transformation means. He has held multiple national and international roles working across the US, Latin America, and Asia. Rodrigo started his career at IBM in Corporate Finance, he ran the Services Division in Brazil and later became President of IBM Brazil. After a period at the Brazilian company TOTVS, he re-joined IBM as President for Latin America and then moved to the US to lead IBM's Global Services Business.

He is a board member at Suzano Pulp and Paper (one of the largest Brazilian Global Companies) and also part of the advisory board of Agrottools (a startup focused on sustainability solutions). He also sits on the Advisory Board of the Fundação Dom Cabral Business School. He was previously Chairman of the Financial Executives Institute in Brazil (IBEF) from 2016 to 2017 and member of the American Chamber of Commerce in Brazil from 2013 to 2015. Additionally, Rodrigo is currently a member of the YPO global leadership community.

Rodrigo is passionate about technology, especially AI, and a strong advocate that the combination of technology and good people will make this world a much better and just place.

Rodrigo holds a degree in Mechanical and Production Engineering from the Pontifícia Universidade Católica do Rio de Janeiro; an MBA in Finance/Capital Markets from the INSPER Institute in São Paulo, and graduated from Harvard Business School, AMP Class 192.

In his spare time, Rodrigo loves surfing and biking, traveling, and reading along with his family. He is married to his wife Cynthia, has 2 sons, and currently lives in Greenwich, CT, USA.



Sarah Aiosa,
Senior Vice President &
President, Latin America, MSD

Sarah Aiosa serves as the Senior Vice President and President for Latin America at MSD. Previous to her current role, Aiosa held multiple positions within MSD, including Managing Director for MSD Sweden. Aiosa also has experience working at Novartis from 2008 to 2016 and Sanofi from 2007-2008. Aiosa received her Master of Public Health Degree from Johns Hopkins University and a Bachelor's Degree in Biology from Rutgers University.

16:00-16:05 Conclusions and Closing Remarks



Richard Martínez Alvarado,

Vice President for Countries, Inter-American Development Bank

Richard Martínez Alvarado, an Ecuadorian citizen, was appointed Vice President for Countries on November 16, 2020.

Prior to joining the IDB, he served as Minister of Economy and Finance of Ecuador since May 2018. In that role, he led the design and implementation of the Prosperity Plan, which supports fiscal consolidation, monetary stability, social protection, revitalization of employment and productivity, and transparency. He also reestablished Ecuador's relations with the international financial community, resulting in the country's first International Monetary Fund (IMF) Exceptional Access program; renegotiated Ecuador's private external debt; and restructured the country's bilateral debt with China.

As Minister, Mr. Martínez spearheaded measures to safeguard jobs and industry. He also pursued initiatives to catalyze investment, simplify and strengthen the tax system, ensure sustainability of the public debt, secure the independence of the Central Bank, expand social protections and increase transparency in fuel pricing.

During this period, Mr. Martínez also served as President of the Board of the Ecuadorian Development Bank (BEDE) and President of the Board of CAF (Development Bank of Latin America). He was also a member of the Global Coalition of Finance Ministers for Climate Action, an initiative that brings together 50 countries to lead a fair transition to a low-carbon economy, as well as a member of the World Bank Group's Advisory Council on Gender and Development, which advises on gender equality as a requirement for poverty reduction and shared prosperity.

He was named a Young Global Leader by the World Economic Forum in 2019 and was chosen Latin American Finance Minister of the Year by GlobalMarkets newspaper in 2020.

Previously, Mr. Martínez was President of the Ecuadorian Business Committee (2015-2018), President of the National Federation of Chambers of Industries of Ecuador (2015) and Executive President of the Chamber of Industries and Production of Ecuador (2014-2018). He also led the creation and implementation of Productive and Sustainable Ecuador 2030, a private-sector initiative that empowers actors across society to pursue the UN's Sustainable Development Goals through the Fourth Industrial Revolution.

Mr. Martínez holds a degree in economics from the Catholic University of Ecuador, a postgraduate degree in international economics from the University of Barcelona and an MBA from Ecuador's IDE Business School. He has also taken specialized courses at Harvard University's Kennedy School, INCAE Business School, the Polytechnic University of Madrid and at several international organizations.

CONFIRMED PUBLIC SECTOR OFFICIALS



Bahamas
Michael B. Halkitis,
Minister of Economic Affairs



Costa Rica
Manuel Tovar,
Minister of Foreign Trade



Barbados
Jerome X. Walcott,
Minister of Foreign Affairs
and Foreign Trade



Dominican Republic
Víctor Bisonó Haza,
Minister of Industry,
Commerce and MSMEs



Belize
Eamon Courtenay,
Minister of Foreign Affairs,
Foreign Trade, and Immigration



Ecuador
Julio José Prado,
Minister of Production, Foreign
Trade, Investments and Fisheries



Belize
Ramón Cervantes,
Minister of State for the Ministry
of Foreign Affairs, Foreign Trade,
and Immigration



Ecuador
Juan Carlos Holguín Maldonado,
Minister of Foreign Affairs and
Human Mobility



Brazil
Lucas Ferraz,
Secretary of Foreign Trade,
Ministry of Economy



El Salvador
María Luisa Hayem,
Minister of Economy



Chile
José Miguel Ahumada,
Undersecretary for International
Economic Relations, Ministry of
Foreign Affairs



Guatemala
Mario Adolfo Búcaro Flores,
Minister of Foreign Affairs



Colombia
Marta Lucía Ramírez,
Vice President and Minister of
Foreign Affairs



Guatemala
Janio Rosales,
Minister of Economy



Colombia
María Ximena Lombana,
Minister of Commerce, Industry
and Tourism



Guyana
Oneidge Walrond,
Minister of Tourism,
Industry and Commerce



Haiti
Ricardin Saint-Jean,
 Minister of Commerce and
 Industry



Honduras
Pedro Barquero,
 Secretary of Economic
 Development



Jamaica
Aubyn Hill,
 Minister of Industry,
 Investment and Commerce



Mexico
Tatiana Clouthier Carrillo,
 Secretary of Economy



Mexico
Luz María de la Mora,
 Undersecretary of Foreign Trade,
 Secretariat of the Economy



Panama
Federico Alfaro,
 Minister of Commerce and
 Industry



Panama
Erika Mouynes,
 Minister of Foreign Affairs



Paraguay
Luis Alberto Castiglioni,
 Minister of Industry and
 Commerce



Peru
Roberto Sánchez,
 Minister of Foreign Trade
 and Tourism



Suriname
Albert Ramdin,
 Minister of Foreign Affairs,
 International Business and
 International Cooperation

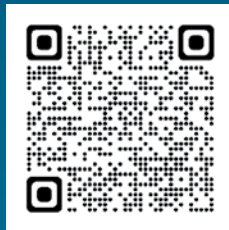


Uruguay
Omar Paganini,
 Minister of Industry,
 Energy and Mining

MINISTERS AND CEOs FORUM ON TRADE AND INVESTMENT

ON THE MARGINS OF THE IX SUMMIT OF THE AMERICAS

CONCEPT NOTES



ABD RECOMMENDATIONS

