

## INTERREGIONAL

### FORUM

#### **Strengthening international SMEs alliances between the Russian Federation and Latin America and the Caribbean**

**St. Petersburg, EXPOFORUM Convention and Exhibition Centre  
Conference hall D3**

**June 15, 2016**

#### **About the Forum**

In July 2015, in Quito (Ecuador), an interregional seminar was held, funded by voluntary Russian contributions to the United Nations Industrial Development Fund (IDF UNIDO), between the countries of Latin America and the Caribbean (LAC), BRICS and the Eurasian Economic Union (EEU) on “Strengthening International Alliances in the Global Market).

In development of the project, which was highly appraised by the participants, it was decided to continue holding such seminars in the Russia–LAC format, the first one on the sidelines of the 20<sup>th</sup> St. Petersburg International Economic Forum (SPIEF 2016). The event has been organised by UNIDO in conjunction with the Roscongress Foundation, funded by a voluntary contribution by Russia.

The Seminar participants will be heads of national export agencies and trading companies of Latin America and the Caribbean. This event will create exclusive conditions for exchanging the necessary information about exports by small and medium-sized businesses to Russia. The Seminar participants will learn first hand the latest information about business opportunities and discuss directly the prospects for concluding contracts with representatives of Russian business.

The UNIDO seminar will coincide with the second Russian Forum of small and medium-sized business, which will be held under the SPIEF 2016 business programme. The Forum will be an effective tool for small and medium-sized businesses not only to discuss urgent matters but also establish business contacts with colleagues from Russia and other countries.

The organisers of the (St. Petersburg International Economic) Forum focus considerable attention on development of small and medium-sized businesses. The second, now regular, SME Forum will be an effective tool for small and medium-sized businesses not only to discuss urgent matters but also establish business contacts with colleagues from Russia and other countries. This year, heads of 33 national agencies, the main exporters and trading companies from all the countries of Latin America and the Caribbean will take part, at our invitations. I am convinced that their participation will constitute another stage in the development of economic relations between Russia and the countries of LAC”, noted Adviser to the President of the Russian Federation Anton Kobayakov.

# AGENDA

08:30–09:30 **Welcome coffee**

09:30–11:30 **Panel session: CARICOM + CARIBBEAN**

**Moderator: Dr. Carlos Ernesto Chanduvi Suarez**, chief, Latin America and Caribbean Division UNIDO

**Speakers:**

- **Haiti – H.E. Ms. Jessy Petit-Frère**, Minister of Commerce and Industry of Haiti
- **Guyana – Ms. Uchenna Samantha Gibson**, Senior Export Promotion Officer, Guyana Office for Investment
- **Dominican Republic – Ms. Anyelin Montero de los Santos**, Deputy to the Dominican Republic Center of Export and Investment (CEO, CEI-RD)
- **Cuba – Ms. Vivian Herrera Cid**, Director General the Ministry of Foreign Trade and Foreign Investment (MINCEX)
- **St. Vincent and the Grenadines – Ms. Bernadette Ambrosse Black**, Executive Director of Invest SVG
- **Suriname – H.E. Ms. Siglien Burleson**, Minister of Trade and Industry of Suriname

11:30–11:45 **Coffee break**

11:45–12:15 **Panel session: CAN – Andean Community**

**Moderator: Dr. Antonio Leone**, Director, SMEs development at Latin America economic System (SELA)

**Speakers:**

- **Colombia – Mr. Ancizar Guerrero**, Manager Colombian Investment Abroad, ProColombia
- **Peru – Mr. Ignacio Rivera Castillo**, Representative of the Commission for the Promotion of Peru's export and tourism – PromPeru
- **Ecuador -Mr. Víctor Jurado Cariel**, Executive Director PROEcuador

12:15–12:30 **Coffee break**

12:30–13:45 **Panel session: SIECA–Central American Secretariat for Economic Integration**

**Moderator: Dr. Eugenia Soboleva**, International Expert, UNIDO

**Speakers:**

- **Guatemala – Ms. Aida Fernández**, Manager of the Manufacture Division of the Guatemalan Association of Exporters
- **Honduras – Ms. Vilma Sierra**, Executive President Honduras Sí Exporta
- **Costa Rica – Mr. Erick Ulate**, Deputy Director Export PROCOMER (Foreign Trade Corporation of Costa Rica)
- **Nicaragua – Ms. Gonzalina Patricia Ulloa González**, General Manager of Export and Investment Center (CEI)
- **El Salvador – Mr. Sigfrido Reyes**, President of the Export and Investment Promotion Agency of El Salvador (PROESA)

13:45 –14:30 **Lunch**

14:30–15:30 **Presentations of Russian Federation.**

Speech by the official representatives of the Russian Federation

**Moderator: Slava Khodko**, Chairman, North-West Development and Investment Promotion Agency; Member of the Investment Council under the Chairman of the State Duma of Russia

**Speakers:**

- **Alexander Kalinin**, President, OPORA Russia
- **Sergey Movchan**, Vice Governor of St. Petersburg
- **Andrey Polyakov**, Regional Development Director, Russian Export Center
- **Alexander Tarabtsev**, Head of Corporate and Investment Banking, UFC Bank PJSC

15:30 –16:00 **Coffee break**

16:00–17:00 **Panel session: MERCOSUR**

**Moderator: Sergey Korotkov**, Director, UNIDO Centre for International Industrial Cooperation in the Russian Federation

**Speakers:**

- **Argentina -Mr. Rafael Enrique González Alemán**, General Director, Under Secretary of Commerce and Investments, Ministry of Foreign Affairs
- **Brazil – Mr. Adriano Santos de Azevedo**, Market Intelligence Analyst – Apex-Brasil
- **Brazil – Roberto Viana Batista**, CEO, STR Projetos
- **Venezuela – H.E. Mr. Ramón Gordils**, Vice Minister of Economic Cooperation and President of Foreign Trade Bank of Venezuela (BANCOEX)
- **Uruguay – Mr. Pablo Pereira**, Manager of Exports Promotion Uruguay XXI
- **Chile – Mr. Ricardo Bosnic**, Subdirector of Development, PROChile

17:00–18:00 **Presentations of Russian Federation**

Speech by the official representatives of the Russian Federation

**Moderator: Victor Ermakov**, Special Representative of the Presidential Commission for Entrepreneurs' Rights

**Speakers:**

- **Yevgeny Zhikh**, Official Representative, National Committee for the Promotion of Economic Cooperation with Latin American Countries in St. Petersburg
- **Maxim Balanev**, Executive Director, Regional Integrated Centre – St. Petersburg
- **Sergei Korotkov**, Director, UNIDO Centre for International Industrial Cooperation in the Russian Federation
- **Mikhail Sobolev**, Member, Department of Foreign Economic Cooperation and Collaboration with Business Councils, Chamber of Commerce and Industry of the Russian Federation
- **Valery Filatov**, General Director, United Distributors
- **Maxim Chereshev**, Chairman of the Directional Board, Russian Trade and Economic Development Council

18:00–19:30 **Presentations of Russian Federation**

Market opportunities, logistics, retailers networks, customs and tariffs

**Moderator: Dr. Eugenia Soboleva**, international expert, UNIDO

**Speakers:**

- **Lyubov Alekseyeva**, Director, Purchase Department, Trading House ‘All the Year Round’
- **Anastasia Istomina**, CEO, M-Gidrotechnica Ltd
- **Eduard Klintsevich**, Commercial Director, Aistolog
- **Alexandra Kuznetsova**, Head, Test Trade Certification Centre
- **Yevgeny Dorofeyev**, Executive Director, Metalloproduksia
- **Yakov Blyashko**, General Director, INSET