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**Countries seminar: “Discover the business potential of Argentina, Chile and Uruguay” – Focus on ICT, Logistics, Space, Financial services, Renewable energies
Draft Program** (as of 02/06/2017)
 **Wednesday, 14th of June 2017**
**Venue: Luxembourg Chamber of Commerce**

08:30 Arrival of the guests - **Welcome coffee and breakfast**

08:55 **Group picture of all the speakers and signature of the Golden Book**

09:00 **Welcome address**
Carlo Thelen, Director General, Luxembourg Chamber of Commerce

**1st part: Argentina**

09:05 **Opening speech about Argentina**HE Pablo Grinspun, Ambassador of Argentina to Belgium and Luxembourg

09:10 **Business Opportunities in** **Argentina** with a focus on ICT, financial services, space and renewable energies
Pablo Castagnino, First secretary, Embassy of Argentina to Belgium and Luxembourg

09:25 **Cultural & business approach** of the Argentinian market
Martin Cardoen, Economic & commercial Attaché, AWEX, Buenos Aires

**2nd part: Uruguay**

09:40 **Opening speech about Uruguay**HE Carlos Pérez del Castillo Artagaveytia, Ambassador of Uruguay to Belgium and Luxembourg

09:45 **Business Opportunities in** **Uruguay** with a focus on logistics, financial services and ICT
Fiorella Bafundo, Business Services Specialist, Uruguay XXI, Uruguay Investment and Export promotion agency

10:00 **Cultural & business approach** of the Uruguayan market
Jimena Villar, Economic & commercial Attachée, Brussels Investment & Trade, Montevideo

10:15-10:30 **\*\*\*coffee-break\*\*\***

**3rd part: Chile**

10:30 **Opening speech about Chile**Juan Fierro Cereño, Minister Counsellor for Economic Affairs to the EU, Embassy of Chile to Belgium and Luxembourg

10:35 **Business Opportunities in** **Chile** with a focus on Global Services and Energy
Susana Véliz, Commercial Representative, Prochile, Brussels

10:50 **Cultural & business approach** of the Chilean market
Liliana Herrera, Economic & commercial Attachée, AWEX, Santiago

11:05 **The support programs of Eurochambers for European companies in Latin America: ELAN Network/IPR Helpdesk**
Nicoletta Favaretto, Senior Project Officer, International Affairs, Eurochambers

11:25 **Testimonial of a Luxembourg company active in Latin America**Marc Tkatcheff, Senior Associate, in charge of the Luxembourg-LatAm desk, Avocat à la Cour, Allen & Overy, Buenos Aires

11:40 **Panel discussion and Q & A session: “Why should the Luxembourg companies be interested in the Southern Cone region? What are the usual misconceptions about the region?...”**Moderator: Jeannot Erpelding, Director, International Affairs, Luxembourg Chamber of Commerce

* HE Pablo Grinspun, Ambassador of Argentina to Belgium and Luxembourg
* HE Carlos Pérez del Castillo Artagaveytia, Ambassador of Uruguay to Belgium and Luxembourg
* Pablo Castagnino, First secretary, Embassy of Argentina to Belgium and Luxembourg
* Juan Fierro Cereño, Minister Counsellor for Economic Affairs to the EU, Embassy of Chile to Belgium and Luxembourg
* Susana Véliz, Commercial Representative, Prochile, Brussels
* Fiorella Bafundo, Business Services Specialist, Uruguay XXI, Uruguay Investment and Export promotion agency

12:30-14:00 \*\*\***Networking lunch in presence of the 2 Ambassadors\*\*\***

**Afternoon**

Time for individual bilateral meetings upon request with the Ambassadors of the 3 countries, together with the respective Economic & commercial Attachés. Meetings will be organised on a “first come, first served” basis for the companies, which will be requested to ask their questions in advance. Those bilateral meetings should last +- 30 min, depending on the number of requests we will receive.