

# Argentina

## Forest Sector Investment and Financing Forum

Tuesday, November 16  
Palacio San Miguel – Buenos Aires

### Background

The Forum follows the successful model of the private sector events organized at the XIII World Forestry Congress in Buenos Aires in Oct. 2009. It provides a dynamic dialogue between forest producers and industry, timberland investors, the financing community and policy makers. Purpose is to stimulate the investment climate and international collaboration in the forestry sector of Argentina.

### Objectives

1. Promote Argentina's competitive advantages in developing forest industry and attracting investors.
2. Propose measures to the government of Argentina for reducing the investment obstacles for local and foreign investors.
3. Explain the requirements of timber growers, industries, funds, timberland investors and the financial community for greater investment and financing in Argentina's forest sector.
4. Prepare an investment roadmap for Argentina's forest sector with a balance between the economic, environmental and social dimensions of sustainability.

## Bioenergy Seminar

Wednesday, November 17 (half a day)  
Palacio San Miguel – Buenos Aires

### Objective

The objective of the bioenergy seminar is to focus the discussions on investment and financing on the potential to develop bioenergy production in the forestry sector. The discussion will start with an assessment of energy and bioenergy trends in the country and describing current international experiences in this rapidly developing field. It will then examine the opportunities for bioenergy development together with the forest industries. The purpose is to explore the feasibility and potential for bioenergy development in the forestry sector and determine what could be done to support such a development.

### Technical Committee:

Jukka Tissari, Ivan Tomaselli, Tomás Schlichter, José Urtubey, Adrian Whiteman, Don Roberts

### Support Committee:

Lucila Grassi, Claudia Peirano, Sandra Rivero, Francisco Yofre, José Loiacono, Olman Serrano, Cristina Zivek



# Programme

## Day 1: Investment and Financing Forum

- 8:00** Registration
- 9:15** Opening (Government of Argentina, INTA, AFoA)
- 9:45** Objectives of the Forum (FAO), introduction of Programme and Moderators
- Importance of an international meeting in bringing foresters, policymakers, industry, investors and financiers together
- 10:00** Keynote presentation: An overview of the Argentinean forest sector (planted forest, natural forest and forest industries, investments and financing)
- 10:45** Short invited comments from Canada, the US, Finland, China, etc.
- 11:15** ---Coffee break---
- 11:45** Regional Forest Investment Outlook
- Presentation: Foreign Direct Investments and Domestic Direct Investments in the forest sector of Latin America
- Investment flows in leading LA countries by type of forest industry
  - SWOT analysis of key countries, Forest Investments Attractiveness Index
  - Improvements made by countries in their domestic investment climates, incentives and financing mechanisms
- 12:15** Short invited comments from Argentina (AFoA, INTA, banks, government, etc.)
- 12:35** Floor discussion
- 13:00** ---Lunch---
- 14:00** Argentina's Forest Investment Outlook
- Presentation: Main factors affecting FDI and DDI in Argentina
- Competition for FDI with the rest of Latin America
  - Is there a Unique Selling Point (USP) of Argentina's forest sector to domestic and foreign investors and financiers?
  - How to improve the enabling environment: economy, investment climate, incentives, policies, sector planning?
  - Better understanding of forest industry among financial institutions: how forest industry sells their projects to bankers, what bankers need to know about forest sector?
- 14:30** Short invited comments from international investors, banks, funds, etc.
- 14:45** Floor discussion
- 15:15** Panel discussion 1: Investment Roadmap for Argentina's forest sector up to 2020
- Priority-setting: key regions, industries, integration, clusters, competitive advantages, export orientation
  - Production factors: availability of wood, energy, labour, capital, land and water
  - Financing needs and mechanisms, investment promotion
  - Government facilitation
- 15:45** Floor discussion
- 16:15** ---Coffee break---
- 16:45** Panel discussion 2: The Governors' Panel
- Immediate opportunities and removal of obstacles for forest sector investments in three key provinces (Misiones, Corrientes, Buenos Aires)
- 17:30** Floor discussion
- 18:00** Moderator's summary of the Day 1
- 18:20** Closing Words (AFoA, INTA)
- 19:00** ---Cocktail---

## Day 2: Bioenergy

- 9:00** Overview of the bioenergy sector in Argentina
- Presentation: Trends and outlook for energy and bioenergy supply and demand in Argentina
  - Presentation: Current policies and projects supporting bioenergy
- 9:40** Floor discussion
- 10:00** ---Coffee break---
- 10:30** International experiences with bioenergy development
- Presentation: Investment and financing of bioenergy projects
  - Presentation: Policies and instruments for supporting bioenergy development
- 11:10** Floor discussion
- 11:30** Panel discussion 3: Possibilities to develop the bioenergy sector
- 12:30** Closing speech (Argentinean Government)

