

Trade Mission on Port Development in Latin America Uruguay and Argentina 7 – 10 November 2017

Registration for the Trade Mission on Port Development in Latin America is now open!

Identify your opportunities on port development in the region with a combined trade mission to the Latin American Ports Conference 'AAPA' in Uruguay and a two-day trade mission to Argentina.

AAPA Conference

The annual AAPA Conference attracts key players from the Latin-American and international maritime sector. Every year, more than 400 port leaders, company representatives and international experts participate in the conference. The conference will address current challenges for ports; this year's main theme is 'Latin-American Ports, between Globalization and Protectionism'. The AAPA will take place in Punta del Este, Uruguay.

The program offers tailor-made matchmaking and network events. Additionally, we offer the option for representation of your company in the shared Holland Pavilion, which provides an attractive space for networking and meetings. After the conference, the trade mission will continue to Argentina.

Visit to Argentina

Argentina has turned the page on isolationist protective politics. The new government is actively tackling more than a decade of underinvestment in infrastructure. The National Transport and Infrastructure Plan comprises over USD 33 billion in public and private infrastructure investment, including nearly USD 5 billion for port development. For example, the Port of Buenos Aires is planning a complete remodeling. Private terminals along the Parana river are also developing quickly. International public and private investors are returning to benefit from Argentina's potential. The visit will include meetings with the Ministry of Transport, National Port Authority, Port of Buenos Aires, Port of Rosario, ports along the Parana river, as well as private stakeholders and potential local partners.

Head of delegation Hans de Boer, president VNO-NCW

Mr. Hans de Boer, President of VNO-NCW (Confederation of Netherlands Industry and Employers), will head the delegation of companies from the Kingdom of the Netherlands.

Participating companies

The ample developments in the maritime sector create opportunities for the following companies:

- Companies providing auxiliary maritime and logistics services
- Dredging and other wet construction companies
- Shipbuilders
- Shipping companies and operators

Your company is recommended to participate at the level of general manager or regional business/country manager.

Programme of the trade mission

Day and time	Activity
Monday, 6 November – Optional	
<i>Morning</i>	Visit to Montevideo (organised by AAPA)
Tuesday, 7 November – Start trade mission	
<i>Morning</i>	Breakfast presentation
<i>Morning</i>	Opening Conference and opening Holland Pavilion
<i>Afternoon</i>	Matchmaking
<i>Afternoon</i>	Conference
<i>Evening</i>	Reception organised by Empresa Portuaria Valparaíso

Wednesday, 8 November	
<i>Morning & Afternoon</i>	Conference
<i>Evening</i>	Flight to Buenos Aires
Thursday, 9 November	
<i>Morning</i>	Meetings with Argentinian Ministry of Transport and Port of Buenos Aires
<i>Afternoon</i>	Visit to ports of Zarate and Campana or Matchmaking
<i>Evening</i>	Dinner reception at residence with relevant guests
Friday, 10 November	
<i>Morning</i>	Flight to Rosario and visit to Port of Rosario
<i>Afternoon</i>	Meeting Private Ports Council and networking event
<i>Evening</i>	Wrap-up dinner and overnight in Rosario

Registration and costs

The participation fee is € 1000,-. This includes participation in the AAPA Conference in Uruguay. Participation including representation of your company at the shared Holland Pavilion at AAPA costs € 2000,-. The fee excludes travel, accommodation and personal expenses.

Information meeting in the Netherlands

An information meeting with Hans de Boer, President VNO-NCW and head of delegation, Marc Hasselaar, Deputy Head of Mission Buenos Aires (by videolink), and Jurgen Bartelink, Regional Business Development Manager will be organised for companies interested in participating in the Trade Mission. The meeting will be held at the headquarters of VNO-NCW in The Hague **on 5 September, 2017** from **13:30 till 15:30 hrs.** Location: VNO NCW head office, De Malietoren, Bezuidenhoutseweg 12, 2594 AV The Hague.

Please register for the information meeting and/or mission by sending an email to pan-ea@minbuza.nl with cc to bue-ea@minbuza.nl

More information

For more information on the trade mission, please contact:

At the Netherlands embassy in Panama: Carlijne Blom, carlijne.blom@minbuza.nl /+507 2806667

At the Netherlands embassy in Buenos Aires, Ines Rzadzinska, ines.rzadzinska@minbuza.nl /+54 11 43380096