



TREND OR AGENT OF CHANGE? OPPORTUNITIES FOR NATIONAL DEVELOPMENT BANKS

Salon San Martin A, B, and C (4th floor)
JW Marriott Hotel - Malecón de la Reserva 615,
Miraflores LIMA 18, Peru

Day 1 | Monday, May 28, 2018

18:00 – 19:15 | Welcoming dinner and cocktail

- Maria Netto, Connectivity, Markets and Finance Division, IDB
- Edgardo Alvarez, General Secretary, Latin American Association of Financial Institutions for Development (ALIDE)
- Martin Peter, Representative Swiss State Secretariat for Economic Affairs (SECO)

19:15 – 19:40 Presentation: Brazilian Laboratory of Financial Innovation, Green Bonds

Joint presentation by Alexandre Vasco, Securities and Exchange Commission of Brazil (CVM) and Cristiane Viturino, Brazilian Development Association (ABDE)

19:40 – 20:15 Presentation: International green bond markets – the new trends

- Presentation by Justine Leigh-Bell, Climate Bond Initiative (CBI)
- Questions and answers session*

Day 2 | Tuesday, May 29, 2018

Moderator: Enrique Nieto, IDB

09:00 – 9:30 | The IDB's experience in supporting the development of sustainable bond markets in LAC

Introductory presentation by Enrique Nieto, IDB

9:30 – 11:30 | Experiences of the region: successes and challenges

The objective of the session is to offer a space for the exchange of experiences on the structuring of sustainable bonds: results, challenges faced, and lessons learned. The discussion is expected to offer banks that consider issuing bonds in the market an idea of the necessary roadmap.

Discussion panel:

- Jaime Burtica Leal, Treasury Director, Bancoldex
- Joao Fabio Franco, Capital Markets Manager, BNDES
- Marco Crocco, President, BDMG



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- Alberto Lara, Financial Director, FIRA
- Maria Paz Uribe, Head of International Banking, Findeter

11:30 – 12:30 | Sustainable bonds, social bonds, green bonds. Which one to choose?

Presentation: Existing nomenclature, vision from the investor's point of view by Charlotte Peyraud, Sustainalytics

12:30 – 14:00 | Lunch

14:00 – 15:30 | Sectorial approach: agro-industry, livestock, forestry and land-use sectors

The objective of the session is to share knowledge in relation to the structuring challenges of a green bond especially for the agro-industry, livestock, forestry and land-use sectors, which are important sectors for Latin American economies, but for which there is little experience in the green bond market.

Discussion panel:

- Justine Leigh-Bell, CBI – Challenges to establish Global Standard for Green Bonds and soil use
- Lawrence Pratt, INCAE – Developing a methodology to structure Green Bond for protected agriculture
- Jorge Gilde, Banco do Brasil – Innovative Instruments in Agro-Forestry

15:30 – 17:00 | The investor's perspective

The objective of the session is for banks to listen to the investors' point of view, their investment rationale and restrictions, and requirements. The point of view of the rating agencies and the offer of stock exchanges will also be presented.

Discussion panel:

- Magaly Martinez Matto, Legal Manager CAVALI (Lima Stock Exchange Register)
- Gerzan Zurita, Senior Vice President, Credit Strategy & Research, Moody's Investors Service
- Aldo Ferrini, CEO de AFP Integra (SURA) y Presidente del Programa de Inversion Sustentable



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17:00 – 18:00 | International agencies perspective

The objective of the session is for banks to learn from international agencies experiences, including technical and financial support to the development of green and sustainable bonds worldwide.

Discussion panel:

- Germany Development Bank Kreditanstalt für Wiederaufbau (KfW) – Karl Von-Klitzing
- European Investment Bank (EIB) – Philippe Szymczak

18:00-18:30 | Workshop conclusions – Maria Netto, IDB

Closing Cocktail