BACKGROUND

With the new administration of President Alan Garcia having just taken office, now is a propitious time for U.S. firms to investigate business opportunities in the Peruvian energy sector. U.S. firms are invited to participate in this certified trade mission to learn about developments in Peru’s energy sector, especially natural gas and power generation; interact with key decision-makers in Peru’s new government and in the business community; and develop business opportunities in Peru. This business mission is being co-hosted by:

- The Center for Latin American Issues of The George Washington University School of Business
- The Embassy of Peru in Washington, D.C.
- American Chamber of Commerce in Lima
- U.S. Department of Commerce

THE PROGRAM

Participants will take part in a three-day program focusing on Peru’s energy sector. On Day 1, participants will meet with the U.S. Ambassador to Peru and his country team, the Minister of Energy and Mines of Peru and his senior officials. Day 2 will include discussions with U.S. companies currently doing business in Peru and with government officials responsible for administering laws and regulations in the energy sector. On Day 3, participants will have the opportunity to visit industrial sites of interest, or, for an additional fee, they can register for “Gold Key Service.” This service provides up to five one-on-one appointments with prospective business partners. In order to ensure that all participants have quality time to interact with their interlocutors, participation will be limited to 15. Following is the detailed program.

PROGRAM SCHEDULE

MONDAY, DECEMBER 4

MORNING:

BREAKFAST AND BRIEFING WITH U.S. AMBASSADOR AND U.S. EMBASSY COUNTRY TEAM

Ambassador J. Curtis Struble and senior members of the U.S. Embassy Country Team will brief the group on Peru-U.S. relations, opportunities for doing business in Peru, and problems associated with doing business in Peru.
Luncheon:

Keynote Address: Minister of Energy (invited)
“Peru’s Energy Policy Under the Garcia Administration”
Peru’s Minister of Energy and Mines has been invited to make a presentation on the new government’s policies on energy development, foreign investment, and other topics of interest.

Afternoon:

Round-table Session with Senior Officials at Ministry of Energy
“Business Opportunities in LNG and Power Generation”
This session with senior officials of the Department of Energy will provide opportunities for participants to explore business opportunities directly with the responsible Government of Peru officials.

Evening:

U.S. Ambassador’s Reception
This networking cocktail-buffet reception will be hosted by U.S. Ambassador J. Curtis Struble. Important government and private business leaders active in energy development and management will be invited.

Tuesday, December 5

Morning:

Round-table “Doing Business in Peru: Private Sector Experiences”
This session will be an informal discussion with managing directors of U.S. energy companies currently doing business in Peru. Discussion will include perceptions of the Peruvian business environment, the investment climate, and related issues.

Luncheon:

Keynote Address
Speaker: U.S. Energy Company Official in Peru

Afternoon:

This will be an interactive session with experts and regulators from various government of Peru agencies responsible for administering relevant laws and regulations. Topics will include issues such as financing, permitting, logistics, troubleshooting, and more. The range of the discussion and selection of the speakers will depend on participants’ specific interests.
**Wednesday, December 6**

**Morning and Afternoon:**

**One-On-One Business Meetings and Site Visits**

One-On-One Business Meetings (optional):
Gold key scheduling is available to interested companies for an additional fee of $735 per company. The Foreign Commercial Service will arrange up to five appointments with prospective partners. Interpreter services are included. Transportation (car & driver) for the full day of meetings is available at $100 (approx.), payable directly to the driver, in cash, at the end of the service.

**Site Visits:**
Visits to project and production sites will be arranged in accordance with participants' interests.

**Who Should Participate**

U.S. Company managers interested in:

- Learning about the new Peruvian government’s energy policies, particularly in LNG and power generation
- Meeting key energy officials in the new Garcia administration
- Exchanging experiences and ideas with U.S. companies already investing in Peru’s energy sector
- Investigating opportunities for new business relationships in Peru

**Fees**

The fee for the three-day program is $1950. The fee includes:

- Breakfast and Briefing with U.S. Ambassador and U.S. Embassy Country Team
- Two luncheons
- Three Round-Table Sessions
- Networking Reception
- Site Visits
- Gold Key Service (see above) is available for an additional fee of $735 per participating company
ADDITIONAL INFORMATION

GETTING TO LIMA:
The following airlines travel between the United States and Lima: American, Air Canada, Continental, Delta, Lan, Mexicana, Northwest.

LODGING:
Hotel Tallanes will be “home base” for the business mission. We have arranged a preferred rate of $85 per night at Hotel Tallanes. For more information about this hotel, please view the following website: http://www.hoteltallanes.com.pe/ (The website has an English version).

TO REGISTER
The registration deadline is close of business Monday, November 20, 2006. To register for this trade mission, please complete the accompanying questionnaire and registration form and return them to Ray Marin (address below).

CANCELLATIONS:
Cancellation refunds will be 100% up to the registration deadline. No refunds after the registration deadline. However, substitutions of participants will be accepted.

LINKS TO: REGISTRATION FORM QUESTIONNAIRE

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