BACKGROUND

The installation of a new government team in Lima provides a propitious occasion for U.S. firms to explore new opportunities for doing business in Peru’s energy sector. U.S. firms are invited to participate in this Certified Trade Mission to:

- learn about the Garcia Administration’s plans and policies for developing Peru’s energy sector, especially natural gas and power generation;
- interact with key decision-makers in Peru’s new government and with business and energy industry leaders; and
- develop business opportunities in Peru.

This business mission is being co-hosted by The Center for Latin American Issues (CLAI) of The George Washington University School of Business; the Embassy of Peru in Washington, D.C.; the Peruvian-American Chamber of Commerce in Lima (AmCham Peru); and the U.S. Department of Commerce.

PROGRAM OVERVIEW

In order to ensure that all Participants have quality time with their interlocutors, participation will be limited to 15 persons.

On Day 1 of this three-day program, Participants will meet with the U.S. Ambassador to Peru and his country team, with the Minister of Energy and Mines of Peru, and with other senior energy and regulatory officials. Day 2 will include discussions with U.S. firms active in Peru; with local entrepreneurs; and with a variety of energy experts. On Day 3, Participants can visit industrial sites of interest or can follow up promising leads on their own. Alternatively, for an additional fee, interested Participants can request ‘Gold Key’ service. Provided by the U.S. Commercial Service office in Lima, Gold Key service arranges up to five one-on-one appointments with prospective business partners.

WHO SHOULD PARTICIPATE

U.S. company managers who want to:

- Learn about the new Peruvian government’s energy plans and policies, particularly in the LNG and power sectors;
- Meet the key energy officials in the new Garcia administration;
- Hear directly from industry participants about opportunities and challenges of doing business in Peru’s energy sector;
- Investigate specific opportunities for developing new energy business in Peru.
**Program Schedule**

**Wednesday, April 11**

- **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 and on opportunities and challenges of doing business in Peru.

- **Lunch:**
  **Keynote Address:** Minister of Energy and Mines *invited*  
  "Peru’s Energy Policies Under the Garcia Administration"  
  Peru's Minister of Energy and Mines has been invited to address the group on the new government’s policies on energy, foreign investment, and other topics of interest. Participants will have the opportunity to engage the Minister in dialogue.

- **Afternoon:**
  **Round-table:** "Business Opportunities in Peru’s Energy Sector"  
  This session with senior Ministry of Energy officials will focus on the LNG and power generation sectors. It will allow Participants to discuss specific project opportunities directly with the officials responsible for managing those sectors.

**Thursday, April 12**

- **Morning:**
  **Round-table:** "Doing Business in Peru: Private Sector Experiences"  
  Participants will engage managers of U.S. energy companies in Peru and local entrepreneurs in discussions on the challenges of doing business in Peru. Discussion will include the investment climate, perceptions of the Peruvian business environment, and related issues.

- **Lunch:**
  **Keynote Address:** (topic to be announced)  
  **Speaker:** Head of U.S. Energy Company in Peru

- **Afternoon:**
  **Round-table:** "Doing Business in Peru’s Energy Sector: Practical Issues"  
  This interactive session with industry experts will cover topics such as permits, financing, logistics, troubleshooting, and more. The range of topics and the selection of speakers will be geared to the group’s specific interests.
**FRIDAY, APRIL 13**

- **MORNING AND AFTERNOON:**
  **SITE VISITS AND INDIVIDUAL BUSINESS MEETINGS**

  **SITE VISITS:**
  Visits to project and production sites will be arranged in accordance with Participants’ interests.

  **INDIVIDUAL BUSINESS MEETINGS (optional program):**
  Participants who wish to follow up business leads on their own will be free to do so. Or, for an additional fee of $735, interested Participants can request ‘Gold Key’ appointment scheduling service from the U.S. Commercial Service in Lima. This service provides for up to five appointments with potential business partners and includes Spanish-English interpretation services, if required. Transportation (car & driver) for the full day of meetings can be arranged as well, at cost. (The transportation charge, currently estimated at approximately $100 for the day, is payable directly to the driver, in cash, at the end of the service.)

**FEES**

The fee for the regular three-day program is $2,500. This fee includes:

- Breakfast and briefing with the U.S. Ambassador and his Country Team
- Three round-table sessions
- Networking opportunities
- Site visits
- Transportation to and from scheduled Mission activities

Gold Key Service, arranged by the U.S. Commercial Service in Lima, is available for an additional fee of $735 (see ‘Individual Business Meetings’, above).

**TO REGISTER**

To register for the mission, please print and complete the accompanying registration form and return it, together with your payment, to the address indicated on the form. The registration deadline is the close of business Wednesday, March 7, 2007. Since space is limited to 15 Participants, we suggest you also that you let us know by e-mail (clai@gwu.edu) that your registration and payment are coming. (If you wish to request the optional ‘Gold Key’ service, please print and complete also the request form for that service, and submit it, together with the additional fee, with your mission registration form and payment.)

**CANCELLATIONS:**

Refunds of 100% will be granted on cancellation requests received at CLAI up to the registration deadline, i.e., by the close of business March 7, 2007. Absolutely no refunds are possible after the registration deadline, although substitutions of Participants will be allowed.
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We look forward to serving you in Lima!