

# BUSINESS IN PORTUGUESE

Meet Business Leaders From Portuguese-Speaking Countries

ANGOLA  
BRAZIL  
CAPE VERDE  
GUINEA BISSAU  
EQUATORIAL GUINEA  
MOZAMBIQUE  
PORTUGAL  
SAO TOME & PRINCIPE  
TIMOR LESTE

**Bloomberg**



PORTUGUESE CHAMBER  
The Portuguese UK Business Network



Business Confederation of the community of  
Portuguese-speaking countries (CE-CPLP)

London EC2A 1PQ | June 8, 2016

The Portuguese-speaking (Lusophone) countries across the globe cover a land mass the size of Canada and contain over 290 million people. The investment opportunities in Brazil, Angola and Mozambique, in particular, are outstanding.

Present at the conference will be the CEOs of sector-leading companies with particular expertise in Lusophone markets. These include The Navigator Company, world leaders in the pulp and paper market; Mota Engil S.A, ranked in Europe's Top 30 construction companies; leading international business lawyers Cuatrecasas Goncalves Pereira; the top rated Angolan banks of Banco Millennium Atlantico and Banco Caixa Geral Angola, and ITAU BBA International, the European platform for Latin America's largest corporate investment bank.

## AGENDA

09.00 **Registration and coffee**

09.30 **Welcome from H.E Joao de Vallera, Ambassador of Portugal**

09.35 **Welcome from Salimo Abdula, President of the Business Confederation of Portuguese-Speaking Countries (CE-CPLP) and Chairman of Intelec Holdings, Mozambique**

09.45 **Bernardo Ivo Cruz, Chairman of the Portuguese Chamber**

Why Chamber members are the natural partners for British companies investing in Portuguese-speaking countries and for Portuguese-speaking countries investing in the UK

10.00 **SETTING THE SCENE, Rodney Berkeley, UK Trade & Investment**

**Director Global Accounts (Advanced Engineering, Financial Services, Innovation, Life Science and Policy)**

Lusophone countries around the world often operate within the business and legal framework of EU-member state Portugal. Partnering with Portuguese companies already in those markets can be invaluable for international and UK-based businesses considering opportunities in Brazil, Angola and Mozambique, for example.

What is the risk profile of investing in Lusophone countries?

10.15 **PANEL ONE – Doing Business in Portuguese-Speaking Countries**

Given the panel's experience of investing in Lusophone countries, how did they evaluate the opportunity in business terms? Does investing in one Lusophone country help when investing in another?

What impact has the changing price of commodities had on these markets?  
What areas of investment are you targeting for the future?

- **Atanas Bostandjiev, CEO**, Gemcorp Capital LLP
  - **Diogo da Silveira, CEO**, The Navigator Company (formerly Portucel/Soporcel)
  - **Filipe Batista, CEO**, ARCTEL – CPLP
  - **Goncalo Moura Martins, CEO**, Mota Engil SGPS S.A
- Moderator: **Sonia Baldeira**, Bloomberg Intelligence Analyst

11.00 **Coffee break**

11.40 **Welcome back**

11.45 **PANEL TWO – Investing in Portuguese-Speaking Countries**

Given the panel's broad and deep expertise in deal making and deal financing in Lusophone markets, what lessons have been learned and where are the opportunities? What is unique or specific in business terms about these markets?

What sort of business projects meet their criteria for financing?

How do they define a successful project and which ones stand out?

Which business sector do they see producing the best returns and what is the perspective?

- **Daniel Santos, CEO**, Banco Millennium Atlantico
- **Julio Lopes, Administrator**, Banco Caixa Geral Angola
- **Luis Soares de Sousa, Partner**, Cuatrecasas, Goncalves Pereira Law Firm
- **Renato Lulia-Jacob, CEO**, Itau BBA International

Moderator: **Beth Kostick**, Market Specialist, Bloomberg

12.35 **Conference close**

12.45 **Networking Lunch**

14:00 **Close**

**Organiser**



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Business Confederation of the Community of  
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