



Florida Chamber Global Florida Webinar



International Business Council



Doug Davidson

Global Commercial Banking Market Executive, North and Central Florida
- Bank of America Merrill Lynch, *and Florida Chamber International Business Council Chair*

Agenda

Global Florida: Trade Topics and Trends

- I. **Welcome | Doug Davidson**, Global Commercial Banking Market Executive, North and Central Florida - Bank of America Merrill Lynch, and Florida Chamber International Business Council Chair
- II. **Guest Speakers:**
 - **Patrick T. Wall**, Counselor for Commercial Affairs, U.S. Embassy (Buenos Aires, Argentina)
 - **Manny Mencia**, Senior Vice President of International Trade & Business Development, Enterprise Florida
- III. **International Business Council updates | Dan Tapia**, Manager, Global Outreach, Florida Chamber of Commerce
- IV. **Audience comments**
- V. **Adjourn**





Business Opportunities in Argentina



Political Environment (Post-election)

- Government transition (December 10th)
- First time a non-Peronist party won as Mayor and Governor of Buenos Aires, as well as President of Argentina
- Highly-regarded Cabinet-level Ministers
- Floated and unified exchange rate
- Removed restrictions on dividend repatriation
- Reduced subsidies
- Proposed Infrastructure investments





Outlook for 2016







- Growth in 2015 (ARG)- 1.7%
- Argentina floated its currency exchange in December, 2015
- 2016 depends greatly on government policy response
 - Subsidies, exchange rate, investment climate
- Argentina reached agreement with main holdout creditors in April 2016

Market Opportunities

- Abundant natural resources
 - Agricultural powerhouse
 - Vast shale gas reserves
 - 3rd largest in the world
- Needed investments in infrastructure
- Highly educated population



U.S.-Argentina Bilateral Trade (2013-2015)

	2013	2014	2015
U.S. Exports to Argentina	\$10.2 Billion  1.0%	\$10.8 Billion  6.0%	\$9.3 Billion  14.0%
U.S. Imports from Argentina	\$4.6 Billion  7.0%	\$4.2 Billion  9.0%	\$4.0 Billion  5.0%

Bilateral Trade and Investment

- The U.S. is one of Argentina's major trading partners, and historically ranks among the top three source countries in FDI
- Argentina is an attractive market for U.S. trade due to its size, diversity, and proximity to other Mercosur markets
- Over 500 U.S. companies operate in Argentina



U.S. Exports Best Prospects

- Agricultural Machinery & Parts
- Electronic Security Equipment
- Environmental Technologies for Non-Conventional Resource Exploitation
- Food Processing & Packaging Equipment
- Information & Communications Technology
- Medical Technology
- Shale Gas and Oil Development Technologies
- Travel and Tourism Services
- Renewable Energy
 - By 2017, 8% of power must be renewable
 - Government offering bids





THANK YOU

Q&A



Enterprise Florida



Manny Mencia, Sr. VP of International Trade & Business Development, Enterprise Florida

FL Industry Sector Opportunities



TOP FLORIDA EXPORTS TO ARGENTINA 2015

PRODUCT	US\$M	% GROWTH
Automatic Data Process Machines	\$252	7%
Electric Apparatus For Line Telephony	\$226	11.5%
Civilian Aircraft, Engines, And Parts	\$213	29.9%
Parts Etc For Typewriters & Other Office Machines	\$148	10.6%
Electronic Integrated Circuits & Microassembl	\$95	52.7%
Turbojets, Turbopropellers & Oth Gas Turbines	\$93	10.3%
Medical, Surgical, Dental, Veterinary Instruments	\$92	34%
Parts & Access For Motor Vehicles	\$85	-17.4%
Vaccines, Human Blood	\$70	222%
Spark-ignition Recip Or Rotary Int Comb Piston	\$68	28.8

BEST PROSPECTS



- Medical Technology
- Information and Communications Technology
- Telecommunications Equipment
- Transportation Infrastructure Equipment and Services
- Electronic Security Equipment
- Food Processing Equipment
- Agricultural Machinery and Parts

ENTERPRISE FLORIDA EXPORT DEVELOPMENT TRADE MISSION TO ARGENTINA APRIL 23-27, 2017



Gold Key Option



- Gold Key Service: The U.S. Commercial Service will schedule one-on-one appointments with pre-screened Argentine companies that have expressed an interest in your product or service.
- Gold Key participation will be limited to Florida manufacturers, distributors, and service companies that best meet the participation criteria.
- Cost: First Company Representative- \$1,760.00
 - Additional Company Representative- \$600
- **Grants** are available for qualified small and midsize Florida manufacturers, eligible high tech companies, and professional services.

Delegate Option



- Delegate package does not include any one-on-one appointments. **Package includes the following:**
- Admission to all mission events
- Airport transfers in country when traveling on official mission flights
- Ground transportation to all mission events.
- *Note: This option encourages delegates to schedule their own individual appointments and activities during their free time.*
- Cost: \$650



For more information, please contact:

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Q&A



SAVE THE DATE

Major Conferences

February 14-15, 2017- International Days

Tallahassee, FL

- International Business Council and Trade & Logistics Institute Meeting
- International Lobby Days

May 18, 2017- Florida International Trade and Finance Conference

Orlando, FL

Florida Trade and Logistics Institute

October 18, 2016, 11:00 AM- Port of Tampa Bay Briefing and Tour

Tampa, FL

December 5, 2016- Miami Trade and Logistics Meeting

Miami, FL (precedes Transportation Summit)

Global Florida Webinars

First Tuesday of the Month from 3:00-4:00 PM

- November 1- Spain

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Join the Discussion, Be A Part of The Solution



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