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
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**
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

Source: Trading Economics, 2016
Market Opportunities

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

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>U.S. Exports to Argentina</strong></td>
<td>$10.2 Billion</td>
<td>$10.8 Billion</td>
<td>$9.3 Billion</td>
</tr>
<tr>
<td></td>
<td>1.0%</td>
<td>6.0%</td>
<td>14.0%</td>
</tr>
<tr>
<td><strong>U.S. Imports from Argentina</strong></td>
<td>$4.6 Billion</td>
<td>$4.2 Billion</td>
<td>$4.0 Billion</td>
</tr>
<tr>
<td></td>
<td>7.0%</td>
<td>9.0%</td>
<td>5.0%</td>
</tr>
</tbody>
</table>

Source: U.S. Department of Commerce Census Bureau, 2016
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
Enterprise Florida

Manny Mencia, Sr. VP of International Trade & Business Development, Enterprise Florida
## FL Industry Sector Opportunities

### TOP FLORIDA EXPORTS TO ARGENTINA 2015

<table>
<thead>
<tr>
<th>PRODUCT</th>
<th>US$M</th>
<th>% GROWTH</th>
</tr>
</thead>
<tbody>
<tr>
<td>Automatic Data Process Machines</td>
<td>$252</td>
<td>7%</td>
</tr>
<tr>
<td>Electric Apparatus For Line Telephony</td>
<td>$226</td>
<td>11.5%</td>
</tr>
<tr>
<td>Civilian Aircraft, Engines, And Parts</td>
<td>$213</td>
<td>29.9%</td>
</tr>
<tr>
<td>Parts Etc For Typewriters &amp; Other Office Machines</td>
<td>$148</td>
<td>10.6%</td>
</tr>
<tr>
<td>Electronic Integrated Circuits &amp; Microassembl</td>
<td>$95</td>
<td>52.7%</td>
</tr>
<tr>
<td>Turbojets, Turbopropellers &amp; Oth Gas Turbines</td>
<td>$93</td>
<td>10.3%</td>
</tr>
<tr>
<td>Medical, Surgical, Dental, Veterinary Instruments</td>
<td>$92</td>
<td>34%</td>
</tr>
<tr>
<td>Parts &amp; Access For Motor Vehicles</td>
<td>$85</td>
<td>-17.4%</td>
</tr>
<tr>
<td>Vaccines, Human Blood</td>
<td>$70</td>
<td>222%</td>
</tr>
<tr>
<td>Spark-ignition Recip Or Rotary Int Comb Piston</td>
<td>$68</td>
<td>28.8%</td>
</tr>
</tbody>
</table>
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 midsized 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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Enterprise Florida
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jriano@enterpriseflorida.com
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  

[www.flchamber/international](http://www.flchamber/international)
Join the Discussion, Be A Part of The Solution