



AGENDA AND PANELISTS BIO

CHILE&USA 200 / 20 DIPLOMATIC RELATIONS
FREE TRADE AGREEMENT



AGENDA

3:00 PM

Registration – Networking

3:20 PM

Opening Remarks: Mr. Juan Gabriel Valdés, Chile´s Ambassador to the United States & Ms. Bernadette Meehan, United States Ambassador to Chile & Mr. Ignacio Fernández, General Director, ProChile

3:30 PM

Panel 1: “Opportunities of the Bilateral Relationship Chile – USA”

- Moderator: Ms. Maria Lourdes Teran, Vice President, AS/COA Miami
- Ms. Susana Sierra, Chief Executive Officer BH Compliance, and member of the Board of Directors of AmCham Chile and Financial & International Business Association (FIBA) in Miami
- Mr. Anthony Orlandini, Vice President, Finance & Administration North America for LATAM Airlines GroupMr
- Mr. Axel Christensen Chief Investment Strategist for Latin America, BlackRock
- Mr. Patricio Sepúlveda, Founder and CEO of Aeronex Cargo, President of the Chile - US Chamber of Commerce and FEBICHAM

4:30 PM

Panel 2: “Innovation & Sustainability: A Common Thread”

- Ms. Patricia Wexler Founder and General Partner of Avila VC
- Ms. Andrea Irrarrázaval, Chief Executive Officer, Carbon Biocapture
- Mr. Felipe Alcalde, Chief Competitiveness & Innovation Officer CMPC
- Mr. Julio Alonso Ducci, Executive Director Wines of Chile, North America
- Mr. Rodrigo Bravo, Global Business Development Manager Karün Eyewear
- Mr. Andrés Latorre, Visiting Attorney, Greenberg Traurig, LLP

5:30 pm

- Closing Remarks: Ms. Claudia Serrer, Trade Commissioner of Chile Southeast USA, ProChile Miami

5:35 - 6:30 pm

SUNSET: Music, Wine & More



Panel: “Opportunities of the Bilateral Relationship Chile – USA”

This first panel focuses on addressing the bilateral relationship between both countries from a global perspective, as well as the impact that the signing of the Free Trade Agreement has had on the economic development in these 20 years. We will discuss some of the verticals and sectors that have benefitted, the opportunities for growth in the future, and an in-depth view on the experience and growth of a Chilean company in a crucial sector of the market, which has thrived while promoting business between Chile and the United States.

Moderador:

Ms. Maria Lourdes Teran
Vice President, AS/COA Miami



Maria Lourdes Teran is vice president of the Americas Society/Council of the Americas and head of the AS/COA Miami office. With over 30 years of experience working with Latin America, she leads business-relevant public policy programs in Miami engaging public- and private-sector leaders, NGOs, foundations, and academics on a range of business and policy issues as well as C-level leadership forums for CEOs and CFOs of major multilatinas and multinational companies across the Western Hemisphere.

Maria Lourdes leads corporate membership, strategic partnerships, and alliances for AS/COA Miami, in addition to building the BRAVO Leadership Forums series and the annual Symposium & BRAVO Business Awards and in-country programs in Mexico, Brazil, Argentina, Colombia, and Peru. Prior to joining AS/COA in 2016, she was managing

director for Latin Trade Group, overseeing international relations, business operations, strategy development, and revenue growth across all the divisions of the company including print, digital, special projects, and programing. She also worked in the finance and technology sectors through her positions at Citigroup (formerly Grupo Financiero Uno) in Central America and at Latin Finance publishing group. She is a graduate of the University of Texas at Austin.

Panelists:

Ms. Susana Sierra

Chief Executive Officer,
CEO – BH Compliance



Susana Sierra is a global leader in the field of compliance and corporate governance, recognized for her influential work in promoting transparency, ethics, and good practices in the private sector.

Ms. Sierra is the CEO of BH Compliance, an enterprise that measures the effectiveness of governance policies and processes. By working with companies to evaluate their sustainable practices, they can more effectively prevent white-collar crimes and improve their bottom line.

In 2020, Ms. Sierra was recognized by the World Economic Forum (WEF) as a Young Global Leader (YGL), which aims to strengthen the leadership skills of influential professionals to advance a global sustainable future.

Ms. Sierra sits on the boards of the Chilean-North American Chamber of Commerce (AmCham Chile) and the Financial & International Business Association (FIBA) in Miami. She is also a

member for Forbes Business Council and was recently recognized as CEO of the year by The Women in Governance, Risk & Compliance. As a leader in compliance and transparency, she has been invited to speak at the IX Summit of the Americas in 2022. The US State Department invited her to participate, together with other global experts, in the Cities Summit of the Americas' roundtable on Combating Corruption and Promoting Transparency.

She is currently based in Miami, where BH Compliance works with transnational companies with subsidiaries in Latin America.

Mr. Anthony Orlandini
Vice President, Finance & Administration
North America for LATAM Airlines Group



Anthony Orlandini Said is the Vice President, Finance & Administration North America for LATAM Airlines Group. He has been with LATAM for nearly 19 years and has seen the company through many business transformations, including their Chapter 11 Bankruptcy filed in 2020 and successfully emerged in November 2022. He holds a BBA, JD, MST and MBA from the University of Miami along with a Masters of International Management from Thunderbird, School of Global Management.

Mr. Axel Christensen
Chief Investment Strategist for Latin
America, BlackRock



Axel Christensen is Chief Investment Strategist for Latin America for BlackRock. He is also a member of the Latin America Executive Committee.

Mr. Christensen's service with the firm dates back to 2009, including time with Barclays Global Investors (BGI), which merged with BlackRock in December, 2009. Prior to joining the firm, he was

Chief Executive Officer for Cruz del Sur Inversiones, the financial services unit of largest industrial group in Chile, from 2008 to 2009. From 2002 to 2007, he was Partner and Managing Director at Moneda Asset Management, the largest independent asset management firm in Chile. Mr. Christensen also was the Chief Investment Officer at AFP Cuprum, one of Chile's largest pension fund managers, from 1997 to 2002. Between 1992 and 1997, he also held positions at Citicorp, McKinsey and Banco de Santiago.

Mr. Christensen currently serves as a member of the Advisory Council on Capital Reform for Chile's Finance Ministry. He has also been a member of the Presidential Committee for Pension Reform in 2006, as well as an advisor to the World Bank and to the Finance Ministry and Securities regulator in Chile. He was nominated to the Global Young Leaders program of the World Economic Forum in 2008.

Mr. Patricio Sepúlveda

Chief Executive Officer Aeronex Cargo and President of The Chile - US Chamber of Commerce.



Patricio was born in Santiago, Chile, where he graduated as a Commercial Engineer from the Faculty of Economic and Administrative Sciences at the University of Chile, with a postgraduate degree in social and private investment cost benefit analyst. He held the position of CEO and Executive President for 10 years at LAN Airlines. Currently, he is the Founder and CEO of Aeronex Cargo. Additionally, Patricio is the President of the Chile - US Chamber of Commerce; their main objective is to serve as a bridge between the two countries to facilitate and increase the commercial exchange of goods, services, projects and investments. The chamber also sponsors cultural and sporting activities to allow a wider network of contacts to

ultimately generate business exchanges between Chile and the US, he serves on the boards and advisory boards of numerous companies. Since March 2020, he has been the President of FEBICHAM in the United States, the Federation of Binational Chambers of Commerce based in Miami, Florida.



Panel: “Innovation & Sustainability: A Common Thread”

This second panel will address a common challenge, shared by both Chile and USA, and particularly South Florida, which is continuing business development for the next 20 years in innovative and sustainable ways. Highlighting the similarities and differences in the way that a traditional sector navigates this process, how research and technology create solutions for a better world, and the importance of innovation to be competitive in an international environment.

Moderator:
Ms. Patricia Wexler
Founder and General
Partner of Avila VC



Born and raised in Venezuela, Patricia Halfen Wexler left her home country after graduating with honors with a degree in Industrial Engineering from Simon Bolivar University. She began her business career with management consulting and investment banking experience across Latin America at BCG and DLJ, respectively. After obtaining her MBA with High Distinction (Baker Scholar) from Harvard Business School, Patty joined The Walt Disney Company's Strategic Planning Group. She then joined Elevation Partners, a ~\$2 billion private equity fund focused on media and technology which invested in Facebook, Yelp and Forbes among many others. Thereafter, she ran global business development for Locaweb, the leading Brazilian web-hosting provider. After overseeing the McNamee family

office she co-founded Starlight Ventures, an early-stage investment fund where she led dozens of investments into impactful companies and raised tens of millions of dollars, delivering top quartile returns. She is the founder and General Partner of Avila VC, a Miami-based venture firm built to back the foundational companies of our resilient and thriving future. Investments to date span from distributed hydropower to grid optimization software, from 3D printing of biomaterials to long duration energy storage. She lives in Golden Beach with her husband, three children and pandemic puppy.

Panelists:

Ms. Andrea Irarrazaval

CEO - Carbon Biocapture



Andrea Irarrazaval is a distinguished social entrepreneur, the CEO and Founder of Carbon BioCapture LLC, based in Miami. Her company specializes in reducing CO2 emissions, as well as other industrial and atmospheric gases, to foster sustainable development and mitigate the impacts of climate change. Andrea has developed cutting-edge technology that uses microalgae to reduce industrial gas emissions. This process also produces a range of biological products such as food and bio-hydrogen. The technology holds patents in over 38 countries. Currently, she operates the only plants in the world that capture gases directly from a coal-fired power plant in Ventanas, Chile, and from a cement plant in Cartagena de Indias, Colombia.

With over 29 years of experience advocating for and promoting female entrepreneurship globally, Andrea actively participates in numerous international forums that support gender equity and

sustainable development. She serves as the Chair of the Board of WEAmericas Foundation, which enhances education and formal training, internationalization, development, and financing for women in Latin America and the Caribbean. Additionally, she has developed initiatives to increase trade among women-led businesses within the 21 economies of APEC (WE APEC), both initiatives sponsored by the U.S. State Department. Chile. In 2018, she was named Woman of the Year in Energy by the Chilean Ministry of Energy. In 2019, she was selected as the only Latin American female energy leader at the GES in The Hague, Netherlands, by the Dutch government and the U.S. State Department. In 2021, she was appointed to the Board of CWEEL Chile (“Council of Women In Energy & Environmental Leadership”) and honored as a “Woman of Excellence” by the World Economic Forum Chile.

Mr. Felipe Alcalde

Chief Competitiveness & Innovation Officer



Felipe joined CMPC in March 2019, mandated to create a new Corporate Innovation Office for the Company, at that time soon to turn 100 years old. The area has evolved since then and now manages all the Innovation, R+D and CVC efforts of the organization. Additionally, Felipe leads the IT and Digital efforts of CMPC as well as the Competitiveness agenda of the organization.

In his current role, Felipe has participated in several studies and initiatives to build and strengthen innovation ecosystems in Chile, both nationally and regionally. He is a member of the Innovation Circle at ICARE, a Board Member of Sofofa Hub, and serves as board member in different startups where CMPC Ventures holds equity stakes.

Before CMPC, Felipe worked as a management consultant working in different industries in Chile and LATAM, focusing mainly in multiyear operational and digital transformations.

Felipe holds a JD from Pontificia Universidad Católica de Chile, a business certificate from the same University, and an MBA from INSEAD, in France.

CMPC it's a Global company, with more than 100 years of history based on innovation and sustainability, delivering solutions sourced from natural fibers from sustainable and certified plantations as well as recyclable materials in categories as cellulose, woods, packaging papers and tissue products. The prestigious annual global Dow Jones Sustainability Index (DJSI) for the year 2023 has ranked CMPC as the most sustainable company in the world in the Paper & Forest Products, which looks at forestry and paper companies globally.

Mr. Julio Alonso Ducci

Executive Director of Wines of Chile,
North America



As a lawyer by profession, Julio served as a legislative advisor in matters of sustainability, innovation, and entrepreneurship in the Chilean Ministry of Economy. He also held the position of Trade Commissioner of Chile in Shanghai, China.

In 2014, Julio Alonso established the Wines of Chile (WOC) Asia office, primarily focusing on China, with secondary markets in Korea and Japan. During his tenure, the

exports of fine Chilean wines priced over FOB U\$ 400 (9L) grew eightfold, reaching \$12 million.

Since 2020, Mr. Alonso has been responsible for North America at Wines of Chile, based in New York, leading WOC's premiumization strategy based on sustainability credentials.

Mr. Rodrigo Bravo

Global Business Development
Manager, Karün Eyewear



Rodrigo is a passionate advocate for projects that positively impact people and the environment. As the founder of Vive Skate Chile, a non-profit corporation, he was dedicated to work with low-income children, introducing values for life through sports. He was member of the board for four years and an additional year as the executive director. Subsequently, his journey led him to Karün, where he took the role of Sales Director. Karün, a Chilean B corporation, specializes in offering sustainable and high-quality eyewear designed to last. Through the Karün™ Regeneration Model, the brand exemplifies that companies can be a force for social and environmental well-being.

Currently based in Miami as the Sales Director for North America, He is committed to addressing and connecting with new generations that demand more transparency and conscious products.

Karün offers customers more sustainable eyewear options at an affordable price. Made from recycled fishing nets, metals, and other plastics from the coasts of Patagonia, Karün is reimagining an Earth-friendly alternative to traditional eyewear.

Mr. Andres Latorre

Visiting Attorney, Greenberg
Traurig, LLP



Member of Greenberg Traurig, LLP's Corporate / Mergers & Acquisitions / Venture Capital & Emerging Technology practice (International Law Clerk program). Prior to joining Greenberg Traurig, LLP, Andres worked as a senior associate at Carey y Cia's Corporate / Mergers & Acquisitions / Venture Capital / FinTech practice group. His practice focuses on representing local and foreign clients in mergers and acquisitions of companies, private equity investments, as well as advising StartUps and

investment funds in early-stage financing rounds (through equity and convertible securities). He has substantial experience in the internationalization of companies, international investments, and cross-border operations.



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