



Latin America Timberlands Investment Conference  
August 25 - 26, 2014 - Rio de Janeiro, Brazil

Venue: Sheraton Rio Hotel  
Av, Niemeyer, 121 – Leblon, Rio de Janeiro, Brazil

June 2014

Good Morning ,

The speaker line-up is now complete for this important meeting: **Latin America Timberlands Investment Conference** on **August 25 & 26, 2014**

A **“Quick Check”** of the Rio de Janeiro **conference program topics and speakers** can be seen [here](#)

### Location & Venue



Rio de Janeiro, known as the “Cidade Maravilhosa”



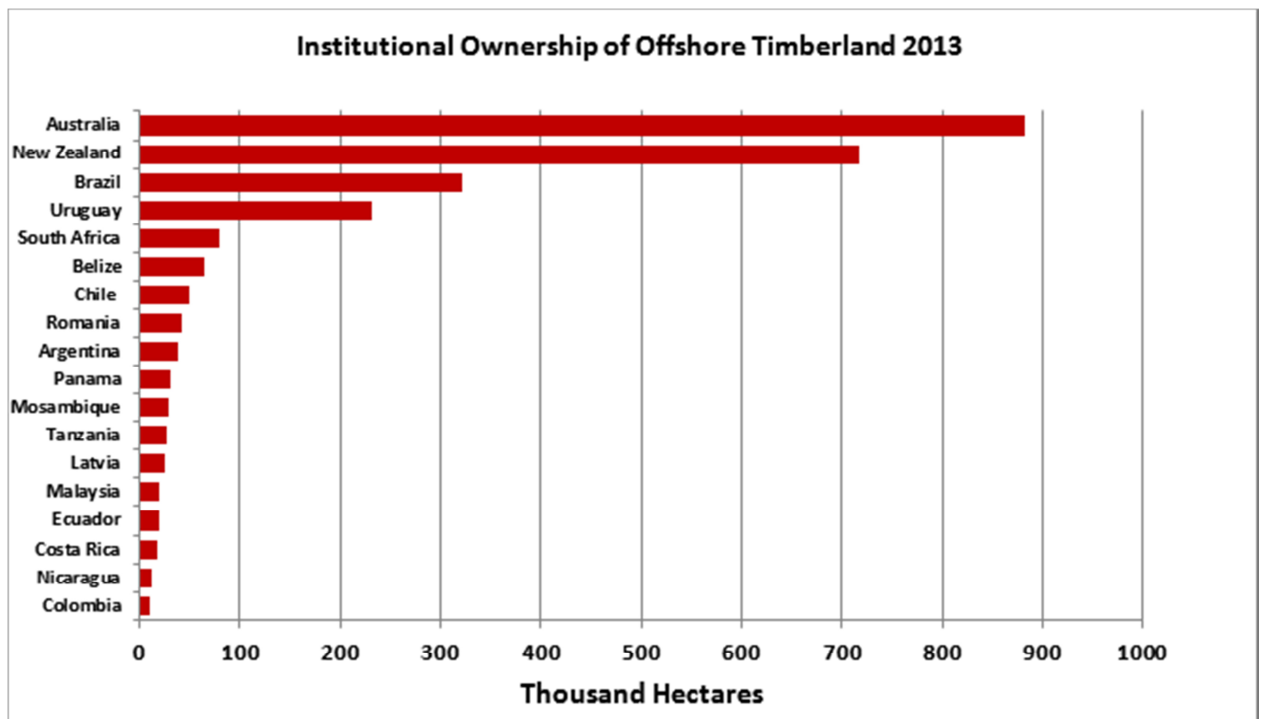
Sheraton Rio Leblon Hotel

**Speakers:**

A total of 24 speakers/panelists are confirmed, including 13 from Brazil; and 11 **who are flying in from overseas** (7 from USA, 1 from Chile, 1 from Uruguay, 1 from Sweden and 1 from Nicaragua). It must be a first, or close to a first, to have so many international specialists speak at a single conference in Brazil about the timberland investment sector.

### Latin American Timberland Investment

The Brazilian plantation timberland investment industry is huge in global terms. The area of plantations alone have increased from 4 million hectares at the end of 1980s to more than 7.0 million hectares today; and the Brazilian plantation industry plans to duplicate this area by 2020. However, to date, institutional investment in timberlands in this region, while growing rapidly, is still catching up with the huge investment in the United States, and also large investments in the Oceania countries of Australia and New Zealand. Even so, of the top 10 countries outside the USA by institutional investment area, six are in Latin-Central America. A summary of recent ownership of institutional investor forests can be seen below.



While naturally there are several presentations on the Brazilian timberlands ownership and sector, for this newsletter we have below profiled just one of these, and also a

number of speakers who will also be discussing other Latin-Central American countries. These include:

- The key note speaker, who will set the scene for the two day conference, is **Bob Flynn**, Director, International Timber RISI, USA. Bob will present on: **A Latin American Timberland Investment Overview: Scale and location of investments to date and who are the largest investors**. RISI is the world's largest forestry and forest products information providing company and Bob Flynn has more than 30 years' experience in the international forest industry.
- **Jefferson Mendes**, CEO, Pöyry Management Consulting, Latin America. His topic is: **Why Brazil for Timberland Investment: Location – tree growth – industry economic return reasons: Regional/State differences in return expectations**. Jefferson has a deep knowledge of the Brazilian native and plantation timberlands sector and is well placed to make this presentation.
- **Luis Enei**, Director, Orion Capital, Santiago, Chile will be presenting on: **Chile: Is There Room for New Timberland Investments?** The ownership of Chilean forests is still largely in the hands of forest products companies unlike those in USA, Australia and New Zealand which are now largely owned by institutional investors. This has limited opportunities to invest in Chilean plantations to date. Is this situation likely to change?
- **Alvaro Perez**, General Manager, Pike y Co., Montevideo, Uruguay. His topic is: **Uruguay: A Latin American Case Study of Govt-industry Co-operation to Build a Business: Present status of foreign investment**. Pike is the largest forest industry firm in Uruguay and they and Alvaro have been directly involved in some capacity in almost all timberland transactions which have occurred in Uruguay during the last decade.
- **John Harald Orneberg**, CEO of Timber Capital and Director of The Forest Company, Sweden. Harald will be presenting on: **New Latin-Central American Country Opportunities for Pines and Eucalyptus Plantation Investment: Colombia, Ecuador, Nicaragua, Peru and other countries**. The Forest Company is heavily invested in both Brazil and Columbia and Harald and his team continually investigate investment opportunities in several Latin-Central American countries.
- **Steve Gretzinger**, Global Forestry Specialist of International Finance Corporation (IFC). IFC, a member of the World Bank Group, is the largest global development institution focused exclusively on the private sector in developing

countries. Steve resides in Nicaragua and so is well placed to cover the topic of:  
**Teak Plantations in Mexico – Central America.**

We will profile other timberland speakers, as well as panelists who will contribute to an important extended 60 minute session on Brazil-Latin America agriculture land investment, in future newsletters.

### **To Register**

To those readers who have already registered for this conference, thank you for your support. To other readers, we strongly encourage you to register; and indeed to bring along some of your team.

There are generous multiple registration fee discounts available: To see all details of the program, speakers, venue, registration, sponsorship and newsletters, please click [here](#) for details.

Please do not hesitate to contact Conference Administrator, Mariela Ferrari in Montevideo – [mferrari@danariotimberland2014.com](mailto:mferrari@danariotimberland2014.com) - to discuss any aspects of this conference.



### **Field Trip**

Immediately following the conference, delegates who register for the one day field trip in Curitiba will fly south from Rio de Janeiro. The field trip will include visits to the Berneck Sawmill and Wood Processing Complex, which is one of the largest softwood facilities in Brazil and to the nursery, Field Clonal Trial of Pinus Taeda and to various young and mature plantation stands and harvesting operations owned by Arauco in Parana State. To register for the field trip, please click [here](#)

Kind regards

***Dennis Neilson***

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For news, information and links to other DANA/DANA associated 2014 Conferences in Rio de Janeiro, London, Santiago, and Yangon visit our website [www.dana.co.nz](http://www.dana.co.nz)

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