



CENTRO BRASILEIRO
DE RELAÇÕES INTERNACIONAIS

International Seminar

BRAZILIAN and CHINESE BUSINESSES in AFRICA Partnership, Competition and Development

Centro Britânico Brasileiro (CBB)
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OPENING REMARKS

JOSÉ BOTAFOGO GONÇALVES, Ambassador

Holds a Bachelor's degree in political and juridical sciences (PUC-RJ), with an extracurricular course in Training in Economic Development Issues (CEPAL-1960). During the last 45 years, he held numerous positions in the diplomatic arena, always related to economic and trade matters. In 1977, he was appointed Head of the Trade Policy Division of the Ministry of External Relations. In 1979, he became Secretary for International Economic and Technical Cooperation of the Secretariat for Planning on behalf of the President. During the years 1985-87, he was Vice-President for External Relations of the World Bank, in Washington. From April 1995 to March 1998, he held the position of Undersecretary General for Integration, Economic Affairs and Foreign Trade of the Ministry of External Relations, From March to December, 1998, he was Minister for Industry, Trade and Tourism. He was sworn as Executive Secretary of the Chamber of Foreign Trade reporting to the Brazilian President. In 2000, he was appointed by President Cardoso as his special representative to MERCOSUR. Finally, in 2002, he was appointed Brazilian Ambassador to Argentina. Currently, he is a member of the MFRA law firm, of the Fiscal Council of Ambev, and of the administrative council of Telemar.

SUN RONGMAO

Sun Rongmao integrates the Ministry of Foreign Affairs of China since 1978. Specialized in African affairs, he has extensive experience in Portuguese-speaking countries. He has been Counselor of the Chinese Embassy in Portugal and Extraordinary and Plenipotentiary Ambassador of China in Cape Verde. Currently he is the Consul General of China in São Paulo.

PANEL 1

FERNANDO CARDOSO

Fernando Jorge Cardoso is a specialist in African studies. He holds a doctorate in Economics from the Higher Institute of Economics and Management, of the Technical University of Lisbon. Cardoso is a professor at the University Fernando Pessoa and Director of Studies of the Institute of Strategic and

International Studies (IEEI), in Lisbon. He also plays the duties of president of the Europe-Africa Policy Research Network - which is consisted of about twenty European and African think tanks - and co-chairman of the Executive Committee of the biennial Conference on Global Challenges, Local Answers, in Estoril. Over the past twenty-five years he conducted research and directed several research projects on international and African issues. He is author or co-author of several publications, most recently: *Integration and Regionalism in Southern Africa, Europe and Africa: A Common Strategy?*; *Diplomacy, Cooperation and Business: the role of external actors in Angola and Mozambique*. Cardoso was for six years, vice-chancellor of the Modern University in Lisbon and for five years director of the Faculty of Economics, of the University Eduardo Mondlane in Maputo. For two years, was the director general of a sugar company in Mozambique. In the last fifteen years, he held several consultations on international cooperation within UNDP and cooperation of Portugal in Angola, Mozambique and Cape Verde.

ALBERTO AMURGO PACHECO

Alberto Amurgo Pacheco is an economist with the Europe, Middle-East and Africa desk at the OECD Development Centre, which produces in collaboration with the African Development Bank and UNECA the African Economic Outlook on an annual basis. Before joining the OECD Development Centre in 2009, Alberto worked in Geneva for the United Nations Conference on Trade and Development (UNCTAD) on Least Developed Countries, trade diversification and commodities related issues. Prior to this, he also worked for the World Trade Organization (WTO) on trade diversification in developing countries and for the International Trade Centre (ITC), where he was responsible for technical cooperation projects in support of small and medium enterprises from developing countries. Alberto received his Ph.D. in international economics from the Geneva Graduate Institute of International and Development studies, with a particular focus on trade and development issues. He also received a Master in international relations from the University of Geneva. He graduated in economics from the University of Barcelona in Spain and followed postgraduate studies in international economics at the Kiel Institute for the World Economy in Germany.

RÉGIS AVANTHAY

Régis Avanthay is the Head of Partnerships and Networks at the OECD Development Centre, the principal activity of which is to ensure that networks engage OECD partners on priority issues of mutual interest, to influence policy thinking, inform the public on development issues and reach out policy communities within the OECD. Before the Development Centre, Régis' range of activities in the Ministry of Foreign Affairs of Switzerland, Development & Cooperation Directorate included the setting-up and management of a Global Issues and Sustainable Development unit; the coordination of Swiss positions for UN Conferences on Least Development Countries (UN LDC III, Brussels), Financing for Development, Monterrey and Landlocked Countries, Almaty. Previously, he has been in charge of financial sector policy programmes of cooperation, particularly in Latin America, worked as Senior Economist in the Swiss Embassy in India, Cooperation country Director in Ecuador, programme officer in charge of the technical assistance component of development banks operations and was in charge of a food security project in Honduras and Central America. Régis received his Master of Development Economics from the Geneva Graduate Institute of International and Development studies in Switzerland and his undergraduate education at the University of Geneva.

RENATO FLÔRES

Professor at the Graduate School of Economics (EPGE), at Getulio Vargas Foundation (FGV), Chairman of the Steering Committee of the International Programme PEP (Poverty and Economic Policy / Politique économique et pauvreté), based in Canada, and member of various councils (CEPES, Portugal; CEBRI, Rio

de Janeiro, Brazil; Chaire Mercosur, Paris, France) and centers of research and policy in international relations. He serves as consultant to international organizations (World Bank, IDB, European Commission, the Secretariat of Mercosur), foreign governments (Australia, Canada, Japan) and was an expert in Brazilian World Trade Organization (Committee on Subsidies and Countervailing Measures). He is specialized in trade policy and regional integration and is currently researching the competitiveness of exports from Brazil and new formats for integration and free trade agreements.

PANEL 2

SERGIO FOLDES

Sergio Földes Guimarães – B.A in computer science from UFRJ (1992) and M.Sc in Business Administration/ Finance (2000) from PUC-Rio. Previous experiences at Unisys, O Globo newspaper and at the Brazilian IRS. Joined the Brazilian Development Bank BNDES in 1993 and since then has served in different roles in the Industrial, Financial and Capital Markets area. Has been involved in relevant capital markets transactions since 1999, including the creation of the first Brazilian ETF, the creation of the Brazilian CDM Private Equity Funds and all the follow-on and IPO's offers involving BNDES since then. Has been appointed as the head of the Capital Markets Department in 2005 and Deputy Director of International Division in 2010. He is also a Board Member of Totvs, the most important software company in Brazil.

VICTOR ZHIKAI GAO

Victor Zhikai GAO is an Executive Director of Beijing Private Equity Association and Chairman of the BPEA's International Committee. He is also a Director of China National Association of International Studies (or "CNAIS", which is affiliated with the Chinese Ministry of Foreign Affairs) and a Current Affairs Commentator of CCTV News. With extensive experience in foreign affairs, law, investment banking, private equity, securities regulation and corporate management, his previous positions included Senior Vice President, General Counsel, Company Secretary, Member of the Investment Committee of CNOOC Limited and Director of CNOOC International, as well as previous positions with the Chinese Ministry of Foreign Affairs, the United Nations Secretariat, Morgan Stanley, CICC, and Hong Kong Securities and Futures Commission. Victor's writings have appeared in New York Times, Asian Wall Street Journal, CNN.com, People's Daily, China Daily, Caijing Magazine, Beijing Review, Global Times and many other major Chinese and international publications. He has been frequently interviewed re many developments in China by CNN, BBC, Reuters, AP, ABC, NBC, CCTV, China Radio International, NHK, Al Jazeera and many Chinese and international media agencies. Victor Gao has spoken extensively about China and Africa, including major presentations at the World Economic Forum's African Summit, CSIS, Jamestown Foundation, Woodrow Wilson Center, the Atlantic Council, Harvard University, Yale University, the Alberta University of Canada, Asia Society, the Royal African Society, London University, China African Development Fund, GIBS, etc. Victor holds a J.D. from Yale Law School and a M.A. in International Relations from the Political Science Department of Yale Graduate School, and is licensed as an attorney-at-law in the State of New York.

HANNAH EDINGER

Hannah Edinger is Senior Manager and Head of Research at Frontier Advisory (Pty) Ltd, a leading research and strategy firm that specialises in emerging markets, based in Johannesburg, South Africa. In this capacity, Hannah oversees project execution, and is responsible for finalising all research products

and projects of the company. She has headed various projects around China and India's economic and commercial relations with Africa, and projects relating to investment and trading opportunities for South African corporates in mainly sub-Saharan Africa, but also the Middle East, North Africa, Asia and Europe. Hannah also holds the position of Research Fellow at the recently launched China Africa Network under the Centre for Business Analysis and Research at the Gordon Institute of Business Science, University of Pretoria in South Africa. Previously, Hannah has worked with the Centre for Chinese Studies (CCS) based at the University of Stellenbosch, where she held the position of Economist and Research Manager. She has project management and research experience in a number of African and Asian economies, conducting both desktop and on-the-ground research for inter alia country and sector-specific reports. Key sector focus has included mining, agriculture, trade, manufacturing & industry, infrastructure & construction, financial services, ICT, power and energy. She has also led delegations on international trade and investment missions, and has been assisting in advising a number of South African companies on their internationalisation strategies into Africa and Asia, as well as international companies on their strategies into South Africa. Beyond heading research assignments for largely South Africa corporates, Hannah has headed research teams for the Da Vinci Institute and the United Nations Development Programme, the World Wide Fund for Nature (WWF), the African Agricultural Technology Foundation (AATF), the African Development Bank (AfDB), and the Nordic Africa Institute (NAI). She has also formed part of the African Economic Research Consortium (AERC) network and completed research for the Department for International Development (DFID), and the Rockefeller Foundation. Hannah has authored, co-authored and edited various articles, book chapters and research publications. She also provides regular commentary on China's economic role in Africa, both locally and internationally in the print media and on CNBC Africa and the SABC. She also previously was a columnist for a leading South African newspaper, The Business Day. She has previously lectured on the principles of macroeconomics and microeconomics at the University of Stellenbosch and upon invitation has lectured at Rhodes University in Grahamstown, at the University of Stellenbosch Business School (USB), at VU University in Amsterdam and at the Institute for West Asian and African Studies in Beijing. Hannah holds a BComm degree, majoring in Economics and Statistics, a BComm Honours degree in Economics (cum laude), and a MComm degree in Economics (cum laude) from the University of Stellenbosch, South Africa. Hannah has also completed a one-month academic exchange programme at the Institute for West Asian and African Studies (IWAAS) in Beijing.

RIAAN MEYER

Riaan Meyer is a researcher for the China in Africa Project at the South African Institute of International Affairs. He has conducted extensive research on China's economic development policies as well as the development of its financial sector and the involvement of China's banks in Africa. Riaan has worked in the investment and commercial banking sectors in Taiwan, Hong Kong, Japan and London over the past decade. He holds a Master of Arts in International Relations, an MSc in Financial Economics from the University of London and an MBA from the London Business School.

PANEL 3

ANDREA GOLDSTEIN

Andrea Goldstein has been Deputy Director of the Heiligendamm L'Aquila Process (the G8-G5 political dialogue) Support Unit at the OECD since 2008. He was previously with the OECD Directorate for Financial and Enterprise Affairs, the OECD Development Centre and the World Bank Group. Andrea's

research interests include regulatory reform in network industries, the political economy of the global aerospace industry, the impact of the emergence of China and India on other developing countries, and multinationals from emerging, transition and developing countries – a topic on which he published *Multinational Companies from Emerging Economies – Composition, Conceptualization and Direction in the Global Economy* (Palgrave 2007, paperback edition 2009). He has published more than 30 articles in refereed journals, including the *Asian Development Review*, *BNL Quarterly Review*, *Cambridge Journal of Economics*, *CEPAL Review*, *Industrial and Corporate Change*, *Journal of Chinese Economic and Business Studies*, *Journal of Industry, Competition and Trade*, *Journal of World Business*, *Revue Économique*, *Transnational Corporations*, and *The World Economy*. During the past few years, Andrea has also published op-eds in the *Financial Times*, *Helsingin Sanomat*, *Le Monde*, *South China Morning Post*, *La Repubblica* and *Corriere della Sera*. He is a frequent contributor to www.lavoce.info.

CARDOSO MUENDANE

Professor Cardoso T. Muendane (Mozambican) has a Ph.D. in Strategic Management (from USA) and MBA (from Portugal). He is the director of Masters in Business Administration course at the Faculty of Economics in University of Eduardo Mondlane (UEM). He participates in research works with national and international Universities and enterprise consultancy. He has large experience in agricultural, industrial and energy fields in Mozambique. As a consultant, he worked for the United Nations Agencies i.e. the World Bank, FAO, UNDP and other international organizations such as USAID and DFID. He is also a consultant for private sector and nongovernmental organizations. As key experiences, he participated in the elaboration of the Mozambique VISION, coordinated a group that organized the strategic plan for the Ministry of Industry and Commerce and for all the Provincial Directorates for 2006-2009. Coordinated the elaboration of the Agricultural Marketing Strategy (ECAII) for the same period, elaborated the World Bank report on HIV/AIDS mainstreaming in Poverty Reduction Strategy Programme; participated in the elaboration of the United Nations Report on Human Development in Mozambique; evaluation of PROAGRI, Agricultural Marketing Strategy, food security strategy and nutrition among other official documents of the Mozambican Government. In enterprise activities, he is the CEO of SICS, Ltd (consultancy and Investments Company); Executive Director for Mozambique Capitais, SA (one of the Mozambican largest enterprise groups, with investments in banking, agriculture, mineral resources and telecommunications) and Associate Manager of Medis Pharmaceutical (the largest importer and distributor of medicines and medical products in Mozambique).

MIGUEL SANTOS NEVES

Miguel Santos Neves holds a Ph.D. from the London School of Economics and Political Science (LSE) in International Relations / International Law, MPhil in Development Economics at Institute of Development Studies, University of Sussex (England). He holds a degree in law from the Law Faculty of Lisbon. He is Coordinator of the Asia Program and of the Migration Program at the Institute of Strategic and International Studies (IEEI) from Lisbon, where he develops research on the evolution of China's foreign policy and system; the EU-China relations, the reunification of China and transitions from Macau, Hong Kong and Taiwan; powers of Asia and the architecture of regional security, the migration phenomenon and the Asian business communities in Europe. He also performs duties as Associate Professor in the areas of International Law, International Relations and Development Economics at the Autonomous University of Lisbon and as a consultant to businesses. He previously served as Economic Adviser in the Ministry of Foreign Affairs, as Diplomatic Advisor to the Governor's Advisory and as Macau expert by the Portuguese delegation to the *Grupo de Ligação Conjunto Luso-Chinês*. He participates in various international networks related to Asian Young Leaders Symposium of ASEM, the EU-ASEAN Think Tank +3 dialogues and was one of the academics invited to perform at the 2006 16 Lectures Tours Asia-Europe

Foundation (ASEF). Santos Neves has published books and articles in international journals such as *Europe, China and the two SARs* (2000), coeditor (Macmillan Press) and more recently *Japan new foreign and security policy: Implications for China-Japan relations* (2009); *The Chinese Business Community in Portugal - catalysts of China into the Global Economy*; and articles like *China emerging as a global power: vulnerabilities, tensions and challenges*, in *Foreign Policy Magazine* (2006), *The role of Overseas Chinese in Making China Global: the Case of Portugal* (2006); *National Experiences in Managing the transitions Towards a Knowledge Society / Economy - Same Dreams, Different Beds* (2007).

JORGE ARBACHE

In his current position, Economic Advisor to the President of the Brazilian Development Bank (BNDES), Jorge provides advice and guidance to Bank's staff on economic and sector work. Prior to joining BNDES Jorge was Senior Economist in the World Bank's Office of the Chief Economist, Africa Region, where he directed for five years the Africa Region's flagship publication, *Africa Development Indicators*. Prior to joining the World Bank, Jorge was professor of economics at the University of Brasilia, economist at the International Labor Organization, and served in the Brazilian Government, including the Presidency of the Republic and Ministry of Labor. Jorge has published books and authored and co-authored more than 80 articles on development economics, including issues on growth, international trade, labor economics and poverty. Among his most recent publications are: *How fragile is Africa's recent growth?* *Journal of African Economies*, 2010; and *Silent and lethal: How quiet and corruption undermines Africa's development efforts*, *Africa Development Indicators* 2010. He is publishing in September 2010 the book *Gender Disparities in Africa's Labor Markets* (Washington, DC: The World Bank, 2010).

PANEL 4

KALIL CURY FILHO

Kalil Cury Filho é the Corporate Director of Institutional Relations at Camargo Correa Group. His education background comprehends Civil Engineering and Business Administration. He worked for national and multinational companies in Brazil as engineer, director, CEO and Board Member. Has experience in large infrastructure projects (design and construction) for energy and mass transportation; in international finance and funding for large projects (public and private); in Public-Private-Partnerships for infrastructure projects, and also served as Secretary for Economic Development, Trade and Industry of Parana State.

WENRAN JIANG

Wenran Jiang holds the Mactaggart Research Chair at the China Institute, and is Associate Professor in the Department of Political Science at the University of Alberta. He holds a PhD, Carleton University; MA, International University of Japan; and BA, Peking University. Dr Jiang is currently President of the Chinese Canadian Professors Association, a board member of the East Asian Council of Canadian Asian Studies Association, a board member of the Canadian Consortium on Asia Pacific Security, twice a Japan Foundation Fellow, and visiting scholar to a number of universities in East Asia over the years. Dr. Jiang's areas of teaching and research include development studies, Chinese politics and foreign policy, Japanese politics and foreign policy, East Asian international relations, and Canada's relations with the Asia Pacific region. He is the editor of a forthcoming book on Canada's energy relations with China, which will be published in both English and Chinese. Dr. Jiang has organized several conferences on Canada-China energy cooperation conferences. Dr. Jiang is a regular commentator in the media and contributor to op-ed pages in major East Asian and Canadian newspapers.