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08:30 – 17:00

One-on-one Meetings Organized by
Citi – Main Sponsor
New York Palace Hotel
455 Madison Avenue
New York, NY 10022

For 1x1 Meetings, please contact:

Marcello Mullings: Email: marcello.mullings@citi.com
Tel: +1 (212) 7235606





Colombia Inside Out Conference 8:00 AM - 2:30 PM

**New York
Palace Hotel**

455 Madison Avenue
New York, NY 10022



NEW YORK AGENDA – Sep 16



**COLOMBIA
INSIDEOUT**
A UNIQUE MARKET

- 8:00 – 8:30** **Registration**
- 8:30 – 9:30** **Opening Remarks: *Colombia's ambitious agenda in the path to OECD accession***
- 8:30 – 9:00 Mauricio Cárdenas, Minister of Finance: Positive outlook and trends in growth, GDP mix, and fiscal and monetary policy
- 9:00 – 9:10 Juan Pablo Córdoba, CEO of the Colombia Stock Exchange: Deepening, widening and internationalizing Colombia's capital markets
- 9:10 – 9:20 Senior Executive from Citi.
- 9:20 – 10:20** ***Panel 1: Infrastructure – Financing the USD 25 billion toll-road, rail and port infrastructure plan***
- 9:20 – 9:35 **Opening Remarks -** Clemente del Valle, CEO of FDN
- 9:35 – 10:10 **Panelists:**
 Juan Luis Aristizabal, CEO of Concreto
 Carlos Alberto Rodriguez, CFO of ISA
 Antonio Celia, CEO of Promigas*
- Moderator:** Dan Mcgoey: Managing Director Latam Cement & Real Estate and Construction Analyst - Citi
- 10:10 – 10:20 **Q&A Session**
- 10:20 – 10:40 **Coffee Break**
- 10:40 – 11:30** ***Panel 2: Financial institutions: expanding and consolidating Colombia's successful banking model throughout Latin America***
- 10:40 – 11:20 **Panelists:** David Bojanini, CEO of Grupo Sura
 Bernardo Noreña, CEO of Citibank Colombia
 Jose Humberto Acosta, CFO of Bancolombia
 Jorge Hernan Jaramillo, CEO of Deceval
- Moderator:** Daniel Abut: Managing Director Senior Latam Bank & Non Bank Financials Analyst - Citi
- 11:20 – 11:30 **Q&A Session**



11:30 – 12:15 *Panel 3: Energy, Oil & Gas: the future of upstream and downstream development*

11:30 – 12:05 **Panelists:** Sandra Fonseca, CEO of Empresa de Energía de Bogotá
Magda Manosalva, CFO of Ecopetrol
Charle Gamba, CEO of Canacol
Juan Guillermo Londoño, CEO of Celsia

Moderator: Andres Schipani: Andes Correspondent Financial Times

12:05 – 12:15 **Q&A Session**

12:15 – 13:00 *Panel 4: Trends in consumption: retail, food, air travel and communications*

12:15 – 12:50 **Panelists:** Carlos Ignacio Gallego, CEO of Grupo Nutresa
Saul Kattan, CEO of ETB
Felipe Da Silva, CFO of Grupo Exito

Moderator: Andres Schipani: Andes Correspondent Financial Times

12:50 – 13:00 **Q&A Session**

13:00 – 14:30 **Lunch & Networking**



08:30 – 17:00

One-on-one Meetings Organized by
Citi – Main Sponsor
Intercontinental Park Lane Hotel
1 Hamilton Place London,
W1J 7QY, United Kingdom

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Colombia Inside Out Conference 8:00 AM - 2:30 PM

Intercontinental Park Lane Hotel

1 Hamilton Place London,
W1J 7QY, United Kingdom



LONDON AGENDA – Sep 19



**COLOMBIA
INSIDEOUT**
A UNIQUE MARKET

- 8:00 – 8:30 Registration**
- 8:30 – 9:20 Opening Remarks: *Colombia's ambitious agenda in the path to OECD accession***
- 8:30 – 9:00 Michel Janna, Director of Public Credit Ministry of Finance: Positive outlook and trends in growth, GDP mix, and fiscal and monetary policy
- 9:00 – 9:10 Juan Pablo Córdoba, CEO of the Colombia Stock Exchange: Deepening, widening and internationalizing Colombia's capital markets
- 9:10 – 9:20 Nestor Osorio, Ambassador of Colombia to the United Kingdom
- 9:20 – 10:10 Panel 1: *Energy, Oil & Gas: the future of upstream and downstream development***
- 9:20 – 10:00 **Panelists:** Sandra Fonseca, CEO of Empresa de Energía de Bogotá
Javier Gutiérrez, CEO of Ecopetrol
Jose Francisco Arata, President of Pacific Rubiales Energy
Esteban Piedrahita, CFO of Celsia
Mark Teare, Exploration Vice President of Canacol
- Moderator:** Pedro Medeiros: Director Latam Oil & Gas and Chemicals Analyst - Citi
- 10:00– 10:10 **Q&A Session**
- 10:10 – 10:30 **Coffee Break**
- 10:30 – 11:20 Panel 2: *Financial institutions: expanding and consolidating Colombia's successful banking model throughout Latin America***
- 10:30 – 11:10 **Panelists:** David Bojanini, CEO of Grupo Sura
Bernardo Noreña, CEO of Citibank Colombia
Jorge Hernan Jaramillo, CEO of Deceval
- Moderator:** TBD*
- 11:10 – 11:20 **Q&A Session**



11:20 – 12:10 *Panel 3: Trends in consumption in Colombia’s retail, food, air travel and Communications*

Panelists: Saul Kattan, CEO of ETB
Carlos Mario Giraldo, CEO of Grupo Exito
Carlos Ignacio Gallego , CEO of Grupo Nutresa

Moderator: TBD*

12:10 – 12:20 **Q&A Session**

12:20 – 13:30 *Panel 4: Infrastructure – Financing the USD 25 billion toll-road, rail and port infrastructure plan*

12:20 – 12:35 **Opening Remarks** - Clemente del Valle, CEO of FDN

12:35 – 13:20 **Panelists:** Juan Luis Aristizabal, CEO of Concreto
Carlos Alberto Rodriguez, CFO of ISA
Antonio Celia, CEO of Promigas*

Moderator: John Paul Rathbone: Latin America Editor - Financial Times

13:20 – 13:30 **Q&A Session**

13:30 – 14:30 **Lunch & Networking**



Management Interviews:

Grayling will develop opportunities for senior Colombia Inside Out management and keynote speakers to be interviewed during the event. Potential interviews would include broadcast interviews (e.g. CNBC, CNN, Bloomberg TV, BBC, and other international broadcast) for Colombia Inside Out's spokesperson, as well as wire interviews (Dow Jones, Bloomberg, Reuters, etc) and other top tier publications.

Management Preparation/Interview Training:

Prior to the interview, Grayling will provide management with a briefing document that includes a profile of the publication and reporter, focus of interview, potential questions that might be asked during the day, and key message points that can be reiterated during interviews. As appropriate, these briefings can be reviewed with management.

For Media Interviews, Please Contact:

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Colombia Inside Out 2014: New York Panel Moderators



COLOMBIA
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Panel 1 NY: Infrastructure – Financing the USD 25 billion toll-road, rail and port infrastructure plan

Dan McGoey: Managing Director Latam Cement & Real Estate and Construction Analyst - Citi
dan.mcgoey@citi.com

Panel 2 NY: Financial institutions: expanding and consolidating Colombia's successful banking model throughout Latin America

Daniel Abut: Managing Director Senior Latam Bank & Non Bank Financials Analyst - Citi
Daniel.abut@citi.com

Panel 3 NY: Energy, Oil & Gas: the future of upstream and downstream development

Andres Schipani: Andes Correspondent - Financial Times
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Mobile: +57 312 576 7022

Panel 4 NY: Trends in consumption in Colombia's retail, food, air travel and Communications

Andres Schipani: Andes Correspondent - Financial Times
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Mobile: +57 312 576 7022

Colombia Inside Out 2014: London Panel Moderators



COLOMBIA
INSIDEOUT
A UNIQUE MARKET

Panel 1 LON: Energy, Oil & Gas: the future of upstream and downstream development

Pedro Medeiros: Director Latam Oil & Gas and Chemicals Analyst - Citi

Pedro.medeiros@citi.com

Panel 2 LON: Financial institutions: expanding and consolidating Colombia's successful banking model throughout Latin America

TDB*

Panel 3 LON: Trends in consumption in Colombia's retail, food, air travel and Communications

TDB*

Panel 4 LON: Infrastructure – Financing the USD 25 billion toll-road, rail and port infrastructure plan

John Paul Rathbone: Latin America Editor - Financial Times

johnpaul.rathbone@ft.com