



# MISSION TOOLKIT

**2 JUNE 2021**

International Trade Mission - Colombia

# AGENDA

**14:00 to 16:30**

**14:00 - 14:05** Opening remarks by George McKay, CEO, *Inverclyde Chamber of Commerce*

**14:05 - 14:10** Colin Martin-Reynolds - CMG, British Ambassador to Colombia

**14:10 - 14:15** Richard Rollison, Director for International Trade and Investment, *Scottish Government*

**14:15 - 14:30** Oliver Wack, *Control Risks* (Global Risk Consultancy) "Risks and Opportunities in Colombia"

**14:30 - 14:45** Paula Ospina, *ProColombia* (Colombia's FDI agency) "Colombia: a gateway for expanding into Latin America"

**14:45 - 15:00** Carolina Hoyos, *Invest in Bogota* (Bogota's FDI agency) "Bogota: a global centre for business"

**15:00 - 15:05 Break - 5 mins**

**15:05 - 15:20** Michael Phillips, *BritCham Colombia* "Introduction to the Colombian market and opportunities for Scottish businesses"

**15:20 - 15:35** Michael Boken, *ProximoTec* (Tech consultancy trading in Col since 2013) "Practical advice from a British business perspective"

**15:35 - 16:00** Businesses introductions (60 secs each, 16 businesses)

**16:00 - 16:25** Q&A

**16:25 - 16:30** Closing remarks by Mark Spragg, President, *Inverclyde Chamber of Commerce*



**"Colombia is ranked 2nd in Latin America for ease of doing business, and it is ahead of countries like India, South Africa, Vietnam and Indonesia internationally" (DIT, 2021)**

**Special thanks to BritCham Colombia for their support with this mission**



# PARTICIPATING COMPANIES

- Aberdeen International Associates** (Renewables)
- Alba Cola** (Scottish cola drink)
- Altia ABM** (Investigation Software)
- Ardgowan Distillery** (sustainable whisky & venue)
- BroadenBase** (Business Consultants)
- Dales Marine Services** (Marine Industry)
- EduSport Academy** (Education, Sports)
- ID Resilience** (Cyber-Security)
- Mango Latino** (Latin Restaurant chain)
- Martin Daraz** (Whisky consultant)
- MM Search** (Executive Recruitment)
- PG Paper Company** (Paper products, exporter)
- Premiership Experience** (Sports tourism operator)
- STL Semiconductor Tech** (Advanced Manufacturing)
- The Clyde Coffee Club** (Coffee House)
- Trade in Space** (Satellite Tech)



# GUEST COMPANIES

## *In an observing capacity*

- Aggrekko Colombia** (Energy, Power Generation)
- City of Aberdeen** (Local Government)
- Diageo Colombia** (Whisky)
- Innovakit** (Agro-tech)
- Peel Ports** (Clyde Port, Commercial Port Managers)
- Oversight Solutions** (Defence)
- The New Chocolate Company** (Luxury Chocolatiers)

With thanks to



Embajada Británica  
Colombia

**"Scotland is a global leader in tackling climate change. It is internationally recognised as the powerhouse of Europe for renewable energy and has one of the world's most progressive timelines towards net zero emissions" (Scottish Government, 2021)**

# DELEGATES

## By name

**Adriana Freitas**, Managing Director, *Broadenbase Projects*

**Andrew Malcolm**, Business Development Manager, *Dales Marine Services*

**Brian Dick**, Founder, *The New Chocolate Company*

**Calum Glenn**, Associate, *ID Resilience and Oversight Solutions*

**Carolina Hoyos**, Investment Officer, *Invest in Bogota*

**Chris Ewing**, Managing Director, *Alba Cola and EduSport*

**Colin Martin-Reynolds**, *British Ambassador to Colombia*

**Diana Peralta**, International Trade Mgr., *Inverclyde Chamber of Commerce*

**George McKay**, CEO, *Inverclyde Chamber of Commerce*

**Heather MacLaurin**, Exec Assistant, *Inverclyde Chamber of Commerce*

**Juan Felipe Gómez Cortes**, Investment Officer, *Invest in Bogota*

**Jen Gillan**, Marketing Insight Manager, *MM Search*

**Kieran Coyle**, Founder, *Premiership Experience*

**Lyndsey James-Williams**, Commercial Director, *PG Paper Company*

**Luigi Aseni**, Founder & Director, *Mango Latino*

**Marguerite Clark**, Regional Manager - Americas, *Altia ABM*

**Mark Spragg**, President, *Inverclyde Chamber of Commerce*

**Martin Daraz**, International Consultant, *Ardgowan Distillery*

**Michael J Boken**, Managing Director, *ProximoTec*

**Michael Frizzel**, Managing Director, *NCO Group*

**Michael Phillips**, Executive Director, *BritCham Colombia*

**Neil McIntosh**, Managing Director, *AIA*

**Oliver Wack**, Partner and General Manager Colombia, *Control Risks*

**Paula Ospina**, Senior Investment Specialist, *ProColombia UK*

**Radhika Singh**, Commercial Manager, *PG Paper Company*

**Richard Rollison**, Director for International Trade & Investment, *Scottish Government*

**Robin Sampson**, Founder, *Trade in Space*

**Roger Sanchez**, Commercial Coordinator, *BritCham Colombia*

**Thomas Smith**, Managing Director, *STL Semiconductor Technology*

**Vasil Simeonov**, Account Executive, *Altia ABM*



Photo credit: Mario Carvajal

# USEFUL CONTACTS

## **Mr Colin Martin-Reynolds, CMG**

British Ambassador to Colombia  
Further info [here](#)

## **Ms Paula Ospina**

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## **Mr Michael H. C. Phillips**

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## **Mr Richard Rollison**

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*Scottish Government*

## **Mr Oliver Wack**

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## **Mr George McKay**

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**With thanks to Control Risks  
and ProximoTec for their  
support today**

**Control Risks**





# FURTHER INFO

Click [HERE](#) to join the event on the day

## Doing business in Colombia - further links

- Colombia market guide (DIT) - see [here](#)
- Business risk (DIT) - see [here](#)
- Exporting to Colombia (DIT) - see [here](#)
- Investment guide (Invest in Bogota) - [here](#)
- Why Colombia (ProColombia) - see [here](#)
- Investing in Colombia (Santander Bank) - see [here](#)

Business language

**Spanish**

You're likely to need a translator

Time zone

**GMT -5**

Currency

**Colombian peso**

Economic growth

**2.6%**

GDP per capita

**\$6,641**

UK is \$41,030 (IMF, 2019)

Ease of doing business

**67th**

out of 190 countries (World Bank, 2019)

(IMF, 2019)

