**ANNEX B: Selection criteria for Summit Participants from LAC**

1. Speakers:
   1. High-level government officials or private sector leaders from LAC
   2. Decision-makers in respective organizations who have led or are exploring cooperation projects with Asia especially China
   3. Pertain to one of the following strategic sectors or cross-cutting areas of China LAC relations: Infrastructure, Energy, Food and Beverage, Manufacturing, Technology, Finance, Trade / Investment, Public-Private Partnerships, and/or related to one of the seven thematic discussion panels at the Summit ([agenda](http://www.clasummit.net/m/2/agenda?lang=en))
   4. Must belong to a member country of the borrowing countries of the IDB [(see here the list of member countries).](https://www.iadb.org/es/acerca-del-bid/paises-miembros-prestatarios%2C6005.html)
   5. Regional and gender representation among speakers
2. Representatives from LAC trade and investment agencies:
   1. Mid or high-level representatives from Trade and Investment Promotion Agencies
   2. Lead or execute projects related to (i) trade promotion, (ii) investment attraction, or (iii) relations with Asia especially China
   3. Willing to participate in the full agenda of the Summit, including the TPO roundtable and TPO booth exhibitions, among other activities
   4. Belong to a member country of the borrowing countries of the IDB [(see here the list of member countries).](https://www.iadb.org/es/acerca-del-bid/paises-miembros-prestatarios%2C6005.html)
3. The IDB China LAC Team gives preference to LAC business people and companies that meet the following criteria:
   1. Belong to some of the following sectors: Agribusiness, Manufacturing, Professional Services, and Infrastructure. To see the list of preferred subsectors and products, click [here](https://connectamericas.com/es/content/lac-exporterschina-importers).
   2. Have commercial experience with Asia, preferably with China.
   3. Belong to a member country of the borrowing countries of the IDB [(see here the list of member countries).](https://www.iadb.org/es/acerca-del-bid/paises-miembros-prestatarios%2C6005.html)
   4. Have a company profile in [ConnectAmerica](https://connectamericas.com/)s and be verified or in the verification process.
   5. Be a small or medium sized company according to the following [classification.](http://www.iic.org/sites/default/files/pdf/2008_09_operatingpolicy_spa.pdf)