

**Unknown Male Speaker** - Please welcome our next panel baseball and business promoting us commercial engagements in Latin America our moderator Benedetta Audia, Partner and Chair, International Development Practice, DLA Piper, and she's joined by Mariano Rivera, former New York Yankee, and Member of the National Baseball Hall of Fame

**Benedetta Audia, Partner and Chair, International Development Practice, DLA Piper** - Good afternoon everyone it's such a pleasure to be here today Mariano can you um everyone knows you as the best closer of all times and how ironic it is that you're here closing this conference today can you can you talk to us about your journey from Panama to the Yankees.

**Mariano Rivera, former New York Yankee and Member of the National Baseball Hall of Fame** - Yeah definitely but before I wanted to say thank you guys for uh having me here and it's a pleasure to be in front of you guys so thank you. Well when I did a um a journey from my beautiful country Panama to the United States of America a boy that didn't know language barely know the language now so please bare with me okay and um going through the process it was amazing it was a challenge it was something special um and a 20 years old first time ever coming to uh America uh first time ever going to a plane didn't know the language and uh arriving to Tampa Florida and I asked myself what I'm doing here I know that I was playing baseball but I said what I'm doing here and uh at that moment I promised myself that I will do whatever it takes to do my best not to have any regrets and I did that I kept that promise in 1992I got to Greensboro North Carolina not knowing the language uh listening to my pishing coach talking but no understanding what he was saying you guys laugh but it was serious because I mean I used to go to bed crying guys not because baseball was because the language inter right to the decision this smart decision to talk to one of two of my teammates and I asked said Tim was one of them and the other one was Bob I said Tim Bob I don't care how much you laugh but can you please teach me the right way because I need to learn the language they never laugh and they taught me The Language by the end of that year I was speaking English and I was the most happiest man in baseball there ever was to me uh to me that that was the beginning of a great journey I was making a lot of money I was making about 800 bucks a month yeah I was married I had to support my wife with 800 800 bucks so after taxes about 620 left and I had to send money to my wife back home in Panama I had to provide for uh clothes and food and roof okay I had to pay a permit figured it out but thank God that uh I was able to make it and I was able to learn the language so to tell you a little bit about what I went through okay because most of you guys think oh Mariano the baseball the famous and all that stuff yes all that thank you for that but you guys didn't know what I went through we ow those 800 bucks for almost three years I was making that 800 and then 850 he said because I did so good well I'm going to we're going to raise you 50 bucks

great rate 50 bucks it was amazing but I never again guys I never regret because at the end I make a lot of money a lot of money and I wanton a lot of championship guys you know and thank you for pushing me thank you thank you thank you for pushing me to be better every time so I definitely push you that.

**Benedetta Audia, Partner and Chair, International Development Practice, DLA Piper**  
- Mariano can you tell us about how you translated your sports life into business.

**Mariano Rivera, former New York Yankee and Member of the National Baseball Hall of Fame** - Oh now we're talking now we're talking because I mean baseball was the school that I didn't finish baseball was the school that taught me how to after my life or my career on baseball wanted to do something meaningful for others guys wasn't for me the business that I wanted to do yes was something to acquire uh business uh wisdom but I always wanted to do something for others because thank God the Lord take care of me and I was able to make a lot of money like I said before but then I wanted to take my career and to shift to a business career why because I wanted to be uh the mouth of those that can speak I wanted to be the feet of those that can walk I wanted to be the hands of those who are the game Power so for me it was a challenge because I wanted to give back to Community wanted to give back to my fellows in Panama my fellows in Latin in Central America because I believe that together we can conquer a lot of great things so my journey from baseball went it up to being uh businessman I love and I was already determined what I wanted to do I wanted to do something special for others I want to create opportunity for others in need and we have that we have a lot of need and therefore I'm here to talk to whoever here to touch every door and do and create opportunities for those in need.

**Benedetta Audia, Partner and Chair, International Development Practice, DLA Piper**  
- So most of you in this room may be wondering why a lawyer is moderating this plenary session right so one thing that Mariano and I have in common is the passion and the commitment to change the lives of people in need and to change the lives of people that um need investments that need trust from a number of um International and local players so I'm looking at that screen and I see the that you know the conference is the main objective is to create locally and Export globally and I've also heard a lot of uh panelists talk about the importance of enabling environments and um the need for host countries to make sure that when investments are made uh investors and companies and finance years have the right regulatory space but also the right environment to make sure that funds are being uh spent for their intended purpose and so we talk a lot about you know oversight and risk management and sometimes these terms appear abstract but I am here because I have seen firsthand what it means to implement successful projects but also to work on projects that fail so um I'd like to ask Mariano what your advice is forum governments and you know uh in in the Latin

America region but also uh what you see as the trends and you know the areas of potential expansion that companies uh should look for.

**Mariano Rivera, former New York Yankee and Member of the National Baseball Hall of Fame** - Great question Ben because I mean this is something important that we all going through and experience firsthand uh I encounter a person I travel to Central America at this time I was in Guatemala and I encounter this this man he was hired with a US company to come to America and work here but at the same time within the same week he was telling me that uh he was hired from a local company and he says this they caught my attention in went off on my brain he said I'd rather stay here and stay with my family and do the job here then go somewhere else and leave my family here leave my land and leave everything that I have what we need is opportunities to create those jobs where our from America Latin America and Caribbean can't stay and live comfortable they all want an opportunity for them to provide for their families if I provide for my family and I have my land my house my kids there's no way that I'm going to leave my country to go somewhere else to put first of all my people my life in dangers to go somewhere else to try to try not even something certain something for sure so my advice to all the definitely we have to choose and we have to use the funds correctly has to be the right way okay we need to touch those people in need and yes US Government us companies people I mean EXIM bank has been helping but where this thing goes it gets to the right people it gets to the people in need the question that we need to ask and then we'll bring companies secure companies that will provide this type of job security for these families therefore they won't have to live nowhere they don't have to leave their country they want to be in their country happy and living safe and sound knowing that they have a good opportunity good jobs okay to provide for their family all they want is a little bit but all they want is just opportunity and I encourage a company's American us companies to come to these countries Central Panama Central America Latino America the Caribbean to come and develop opportunities where we both can win.

**Benedetta Audia, Partner and Chair, International Development Practice, DLA Piper** -Thank you Mariano is there a particular sector that you're looking at right now.

**Mariano Rivera, former New York Yankee and Member of the National Baseball Hall of Fame** -Thank you thank you for a private sector I mean again you know I'm always going to push for my people because I always I mean I'm a Panamanian but I'm American also right but I always will put for those that uh we take we sometimes we take it for granted okay and the thing is that whatever we do we can bring safe for the US company but also safetiness for the people where we're doing it we're doing this project in Panama well let's do something special in P where we're going to create thousands of job where people are going to be happy we the economy going to uh be

better infrastructure we going to be built and therefore we all going to be winning so I want to not only bring it to Panama I'm going to be all the Central America all Latin America all the Caribbeans you know that we have P I think that we can deserve that opportunity so we can we will not fall behind we want to keep up with the rest of the world.

**Benedetta Audia, Partner and Chair, International Development Practice, DLA Piper**

-Thank you Mariano uh I realized we don't have a lot of time left so I think we're gonna conclude on uh one note um the importance of um having the commitment the passion the knowledge the uh know how to make these projects happen and make that local opportunities can be uh created for um uh people around the world thank you again EXIM Bank for having us here today and for creating this great opportunity to connect uh with um experts from all over the world and thank you everybody for listening to us this afternoon thank you all.

**Mariano Rivera, former New York Yankee and Member of the National Baseball Hall of Fame** -Thank you thank you thank you very much.