

Sector Programme Trade Mission Mexico

Maritime / Energy

21-24 April 2020

Tuesday 21 April

Time	Programme	Venue	Remarks
03:30	Arrival at Mexico City	Mexico City Airport	Benito Juárez Airport
05:00	Transfer to the hotel and Check-in	Hilton Reforma	Transport is organised
Day	Optional: cultural programme		
18:00	Welcome drinks with Business Mixer at Hotel - With Holland House	Hilton Reforma	Backer Mackenzie Goodrich Riquelme PWC – JMFerron Berdeja Y Butler Consultores Nuricumbo Partners KPMG, EY

Wednesday 22 April

Time	Programme	Venue	Remarks
08:00	Kick off meeting - Introduction to the programme (Embassy) - Explanation about match making session (Match maker) Doing business in Mexico by Jeroen Posma, CEO Mexico Publishing	Club de Banqueros	
08:45	Group photo and Kick off by MP	Club de Banqueros	

08:50 – 9:00	Coffee break – Registration of participants	Club de Banqueros	
09:00	<p>Seminar: <i>Opportunities in the Energy Sector including renewable energy</i></p> <p><u>Opening:</u> Prime Minister of Curacao (5 min)</p> <p><u>Keynote speaker:</u></p> <p>“National Energy Plan 2020” Deputy Minister of Energy, Ing. Miguel Angel Maciel (20 min)</p> <ul style="list-style-type: none"> • Q&A (5 min) <p><u>Panel discussion + Q&A:</u> (60 min)</p> <p><u>Moderator:</u></p> <ul style="list-style-type: none"> • David Shields, Energy Expert – Energia a Debate • <u>Panel:</u> • SHELL - Alberto de la Fuente, Country Manager • AMEXHI – Mexican Hydrocarbons Association • CCE / Roger Gonzalez Lau • GRUPO R, Mexican Energy company • CENACE – National Center for Energy Control • GreenMomentum <p>Organised together with the Mexican Business Council CCE, and COMCE (Mex VNO NCW)</p>	Club de Banqueros	<p>We will include renewable energy if there is sufficient interest of the Dutch companies</p> <p>(reserve: Abel Hibert)</p>
11:15-	Coffee break	Club de Banqueros	

11:30	<p>Seminar: Business Opportunities in the Mexican Ports</p> <p>"Current projects and expansion plans in the Mexican Ports" Presentation of the National Port Coordinator, Ministry of Transport and Communications, Ing. Hector López (20 min.)</p> <p>"Presentation: "The Interoceanic Corredor Coatzacoalcos – Salina Cruz, opportunities in the ports" By Ing. Herman Deutsch Espino – Director Special Projects at Presidencia (15m.)</p> <p><u>Panel discussion + Q&A:</u> (60 min.)</p> <p><u>Moderator:</u> David Enriquez, Energy and Maritime expert, GoodRichRiquelme</p> <p><u>Panel:</u></p> <ol style="list-style-type: none"> 1) Hector Lopez, National Port Coordinator 2) Ing. Herman Deutsch Espino 3) TMM (Transportacion Maritima Mexicana): Luis Ocejo, Senior Managing Director Maritime Business 4) DPH Group (Mexican port logistics group based in Tamaulipas) <p>Organised together with the Mexican Business Council CCE, and COMCE (Mex VNO NCW)</p>	Club de Banqueros	<p>Additional guests:</p> <p>Grupo CICE, Mexican port logistics group based in Veracruz</p> <p>Talleres Navales del Golfo</p>
13:00	<p>Networking Lunch</p> <p>With several Energy and Maritime companies, including IOCs – TBC:</p>	Club de Banqueros	Met COMCE (13.30)

	Shell Mexico BP Mexico ExxonMobil México. National Hydrocarbons Commission CENACE IHS Markit Petrobal DEA Deutsche Erdoel AG. IHS Markit Mexssub Grupo Cargo ERM GMEC Naviera Integral FERMACA IENOVA Schneider Electric TOTAL ENER-G Green Momentum GreenId		
14:00	Matchmaking With Energy, Oil & Gas, Renewable Energy Companies	Club de Banqueros	Met COMCE
17:30	End of programme		
18:45	Walk to Museo Franz Mayer	Gathering in lobby	

19:00	Meet & Greet with Prime Minister	Franz Mayer	Group picture could also be moved to kick off session in the morning, depending no meeting with president Met MKB
19:30	Opportunity for contract signing		
21:30	End of event, walk back to Hotel		
Thursday 23 April			
Time	Programme	Venue	Remarks
6:00	Flight to Ciudad del Carmen	Mexico City Airport/Toluca Charter?	RVO to reserve tickets ASAP
	Transfer to Restaurant Casa Canela		
08:15 – 09:30	Breakfast with Secretary for Economic Development <i>Presentation "Investment Opportunities in the Campeche State"</i>	Restaurant Casa Canela	
09:15- 09:30	Transfer to next meeting		
09:30- 11:00	Meeting with representatives from local authorities and Pemex - tbc	PEMEX Office (Tbc)	Governador Campeche Director PEMEX
11:00- 11:15	Transfer to next meeting		
11:15- 12:45	API - Port Authority Presentation <i>"Potential Business Opportunities in the Port and expansion plans"</i> Followed by tour through the port	Port of Isla del Carmen	

12:45-13:00	Transfer to next meeting		
13:00-14:15	PROTEXA – Port Handler Grupo Protexa is one of the biggest Mexican service providers in oil & gas that works with many international (incl Dutch) companies.	Protexa	
14:15-14:30	Transfer to next meeting		
14:30-17:00	Tbc: Boat tour through harbor, with presentations, lunch, matchmaking		
17:00-17:15	Transfer to airport		
19:00	Flight Ciudad de Carmen - MEX		
21:30	Transfer to hotel		
Friday 24 April			
Time	Programme	Venue	Remarks
	Breakfast at own convenience		
9:00	Seminar with Mexican stakeholders <i>Presentation by Port authorities on development plans, challenges and opportunities</i> <u>KeyNote:</u> Fernando Bustamente, Director General de Puertos (20m.) Q&A (5 min.) <i>Presentation Shipyards and dredging in Mexico, current and future projects</i>	Hilton Reforma	Each Dutch company can deliver a pitch, 5 min.

10:00 - 11:15	<u>Presentation Authorities of Ports of:</u> <ul style="list-style-type: none"> • Veracruz • Coatzacoalcos • Salina Cruz • Manzanillo • Altamira • Tampico • Matamoros • Progreso 		
11:15- 12:30	<u>Pitch by participating Dutch companies on their products and innovations</u> (5 min each)		
12.30- 14:00	Networking lunch Opportunity to talk with APIs – Port Authorities	Hilton Reforma	
14:00 – 16:00	The following sessions will be organised in parallel: <ul style="list-style-type: none"> - Option 1) Visit to Shell, presentation from its Mexico Procurement Office, one of the four Worldwide. - Option 2) Seminar about tendering and financial engineering in the maritime / water sector. Please see additional programme 		
17:00	Closing remarks and evaluation		
19:30	Transfer to Airport		
23:00	Flight to Amsterdam	Mexico City Airport	