



Lateinamerika Verein e.V.

Wirtschaftsvereinigung für Lateinamerika
Asociación empresarial para América Latina
Associação empresarial para América Latina
Business Association for Latin America

German Business Delegation of the Energy Industry to Mexico June 12th - 20th, 2010

(current status: May 17, 2010)

in cooperation with:



Date: June 12th - 20th, 2010

Organized by: Lateinamerika Verein e. V., Hamburg
in cooperation with
LBBW/German Centre Mexico, Mexiko-City
Niedersachsen Global GmbH, Hannover
German-Mexican Chamber of Commerce, Mexico City

Head of Delegation: Bodo Liesenfeld, Chairman of the Board, Lateinamerika Verein e.V.

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With the support of:



Sat, June 12, 2010 **Flight Germany – México D.F.**

Individual travel arrangement (please see travel recommendation)

Transfer from the airport to the delegation hotel in México D.F.

Hotel in México: Camino Real Polanco
Address: Mariano Escobedo 700, Col. Anzures, México D.F. 11590
Tel: (01 55) 52 63-8888, Fax: (01 55) 52 63-8889

Sun, June 13, 2010 **México D.F.**

- 11:00 Get-Together of delegation at German Centre in México D.F.
- Welcome message
 - Introduction of delegation members and presentation of agenda
- 11:30 Briefing
- Presentation AHK Mexico (introduction: Mexico's economy)
 - Presentation German Centre (services and cooperation potential)
 - Presentation Von Wobeser y Sierra A.C. (general legal framework for companies in Mexico)
 - Presentation Wagner Muñoz & Partners (Mexican Tax system and administrative concerns)
 - Presentation LBBW-Sofom (Financial Instruments)
 - Presentation ProMinent Dosiertechnik (experience in German Centre)
- 12:45 - Mexican lunch invitation by the German Centre and LBBW Sofom
- Visit of showrooms: hansgrohe, Multivac, Miele
- 13:45 FIFA Soccer World Cup 2010 broadcast: Germany-Australia

Mon, June 14, 2010 **México D.F.**

- 9:00 – 11:30 Briefing: Current regulatory framework and project finance options in the Mexican energy sector (GTZ/DEG/Goodrich Riquelme y Asociados) at the department of energy (SENER) Address: Insurgentes Sur 890, Edificio SENER, Col. del Valle, 03100 México D.F.
- 11:30 – 13:30 Meeting with SENER (Department of Energy), the Foreign Affairs Department (SRE) and ProMéxico (by invitation of the Under-Secretary of State of SENER)
- Participants:
- SENER:
- Lic. Carlos Petersen, Under-Secretary of State for Energy Planning and Technological Development
- ProMéxico:
- Lic. Rodrigo Contreras, Coordinator for Investment projects / Innovative Industries
- 14:00 – 15:30 Lunch
- 17:00 Departure for visit of power plants (Mérida, Yucatán / Huatulco, Oaxaca)

Tue, June 15, 2010 **Visit of power plants**

7:00 – 16:00 Visit of AES-power plant Mérida III (combined heat and power) with Siemens-technology in Mérida

19:00 Return flight to Mexico, D.F.

Alternative:

07:00 – 15:00 Visit of a wind power station project in Oaxaca

19:00 Return flight to Mexico, D.F.

Wed, June 16, 2010 **México D.F.**

08:30 – 10:00 Meeting with Comisión Federal de Electricidad (CFE; public energy provider)

10:30 – 13:00 Meeting with the Mexican associations of renewable energies at Goodrich Riquelme y Asociados (Paseo de la Reforma No. 265, Mezzanine 2, 06500 México, D.F.)

Key Note:

Dr. Alejandro Peraza, Director, CRE (Energy Regulation Authority)

13:00 – 14:00 Lunch invitation by Goodrich Riquelme y Asociados

15:30 – 18:00 Meeting with Petróleos Mexicanos (Pemex) discussing the topics

- Equipment for oil & gas sector (upstream/downstream)
- Combined heat and power plants
- Biofuels

Participants PEMEX:

- Lic. Jordy Herrera, CEO Gas and Petrochemicals Division
- Lic. Sergio Guaso, MSC-Director (Multiple Service Contracts)

19:30 Reception of the German Embassy in Mexico

Thu, June 17, 2010 **México D.F.**

9:00 – 13:30 Participation of delegation in the two Energy-Panels at the "Latin America Conference of the German Economy" (Lateinamerika-Konferenz der deutschen Wirtschaft, LAK) at the World Trade Center (<http://www.lak2010.de>)

13:30 – 14:30 Lunch

14.30 – 19.00 Visit of the Expo Alemania at the WTC (www.expohechoenalemania.com)

- Alternative: Individually arranged meetings in Mexico-City

Fri, June 18, 2010

México D.F.

10:00 – 12:00

Cooperation forum of the LAK at the World Trade Center

Delegation meets

- Potential Mexican clients (public and private)
- Energy Associations (conventional and renewable energies)
- Further companies and associations from Latin America

14:30 – 16:00

Meeting with independent private energy producers and/or the Mexican Energy Association (AME)

Sat, June 19, 2010

Flight México D.F. – Germany

Transfer to the airport

Return flight to Germany