



8th MEXICO INFRASTRUCTURE PROJECT FORUM

Energy, Hydrocarbons, Transportation & Logistics in Focus

CAMINO REAL SAN PEDRO | MONTERREY, MEXICO | JANUARY 25-26, 2023

Wednesday, January 25, 2023

Welcoming Remarks

08:50 Official Start: **Jay Applewhite**, Chairman, **8th Mexico Infrastructure Projects Forum**

Attracting Private Investment to Develop and Meet Energy Demand

09:00 Keynote Presentation: **Iván Rivas Rodríguez**, Secretario de Economía, **Estado de Nuevo León**

09:15 Keynote Presentation: Mexico's Development of a Sustainable Electric System and the Importance of the Private Sector Investment and Participation
Abraham Zamora, President, **Mexican Energy Association – AME** & Senior Vice President and Chief Public Affairs Officer – **SEMPRA Infraestructura**

Public and Private Collaboration: Prioritizing Social and Economic Development in Mexico

09:35 Presentation: Plan Sonora
Francisco Acuña, President of the Sustainable Development Board, **State of Sonora Government**

09:50 Panel discussion: Collaboration between Policymakers & Industrial Groups to Guarantee Reliable & Accessible Energy for All Mexicans

- The role of the Private Sector in cooperation with Local, State, and Federal Authorities at Addressing Energy Regional Disparity. Are we doing enough?
- Nearshoring: Energy Supply Infrastructure
- Lack of energy infrastructure as a cause of social poverty: epidemic diseases, unemployment, social discontent, political instability
- Energy as a fundamental human right and social development enabler
- Impact of Price volatility on Mexico's National Income, Family Budgets and National Industries
- Current strategies for procuring growth, while embracing a combined portfolio of hydrocarbons and renewables that contributes to a more sustainable country
- Actions taken by Local and State Authorities to Promote the Energy Transition

Raul Torres, Director General de Desarrollo Energético, **Estado de San Luis Potosí**
Carlos Adrian Garcia Basto, Director General, **Agencia de Energía del Estado de Campeche**
José Ramón Silva Arizabalo, Comisionado, **Comisión de Energía de Tamaulipas**
Víctor Cervantes Verdin, Encargado del Despacho Agencia de Energía, **Gobierno del Estado de Jalisco**

Moderator **Jose Maria Lujambio**, Energy Director and Partner, **CCN**

Decarbonization Pathways for Mexico's Heavy Industry

10:40 Presentation: Water and Energy Offgrid Solutions
Irma Velazquez, CEO, **Energy and Water Development Corp (EAWD)**
Luis Vera, Managing Partner, **Vera & Asociados**

- 10:55 Panel Discussion: **Mexico's Heavy Industry's Energy Transition and Decarbonization Strategies**
- Challenges and Solutions for Mexico's Heavy Industry at the Most Transformative Period in Modern History
 - Which companies are first movers, and what is the underlying rationale?
 - Nuevo Leon's Environmental/Green Taxes as a Mitigation Tool and its Effect on Competitiveness
 - Decarbonizing Energy Intensive Sectors: Steel, Cement, Glass, Metals, Automotive, Food, Transportation...
 - The Role of Natural Gas in Mexico's Energy Transition Towards Decarbonization Goals
 - Managing Fugitive Emissions from Extractive Industries
 - Decarbonization of Transportation and Mobility
 - Hydrogen Opportunities for the Private Sector: Road Transport, Cement Manufacture, Electric Mobility, Industry
- Ana Laura Ludlow Echeverría**, VP de Asuntos Gubernamentales y Sustentabilidad, **ENGIE México**
Mark Aufmuth, Head of Low Carbon & Cross-Commodity Origination, **BP Energy**
Alejandro De Keijser, Director de Energía y Sustentabilidad, **Grupo Deacero**
Néstor Quintero, Líder Global de Tecnologías de Descarbonización, **CEMEX**
Celeste Rebora, Director Hydrocarbon Projects, **Grupo Valoran**
Manuel Rubio, Gerente de Eficiencia Energética, **Grupo México**
Claudio Rodriguez, Partner, **Holland & Knight**
- Moderator

12:05 **Coffee Break and Networking Session**

Power Generation in Mexico

- 12:35 Panel Discussion: **Balancing ESG Goals with Economic Growth & Future Energy Demand**
- Mexico's Nearshoring Growth Opportunities
 - Mexico's Current & Near Future Energy Demand
 - The importance of Natural Gas in Reducing Emissions and Promoting Sustainability
 - Growing Energy -and Clean Energy- Demand of Transmission Lines and Generation Plants
 - Power Generation Needs & Trends in Mexico
 - Generation Sources and Impact on Electricity Rates
 - Implications of April's 2022 Constitutional Reform Project
 - Energy security & the Role of Renewables in the Diversification of Power Supply & Generation Diversity
 - How to handle social impact, new regulatory guidelines, licensing, and grid connectivity?
 - The future of distributed generation
 - Impact of the Evolution towards Efficient Electrification of Industries and the Increase in Demand for Clean Energy in México
 - Storage and commercialization of photovoltaic energy in Mexico
- Patricia Tatto**, Vice President America, **ATA Renewables**
Jorge Armando Gutierrez Vera, Director General, **Energia Electrica BAL**
Ramon Moreno Vergara, CEO, **Mitsui & Co Infrastructure Solutions**
Elie David Villeda Orozco, Head of Latin America, **First Solar**
Hector Martinez, General Director, **Next Energy México**
Alejandro Fleming, Energy Practice, **Jones Day**
- Moderator

13:35 **LUNCH**

Energy Logistics: Transportation, Storage & Supply

- 15:00 Presentation: Insurance Market Perspective Based on the Current Mexican Energy Trends
Eileen Hernandez, Construction Vice President, **MARSH**
- 15:15 Panel Discussion: **Transportation and Storage Infrastructure Needs for Mexico's Hydrocarbons Market**
- Transloading and Contractors of Additional Infrastructure
 - Infrastructure deficits for refined fuels transport and storage
 - US-Mexico pipeline developments: main challenges and opportunities
 - Fuel and Gas Storage Terminals
 - LNG on Mexican rails and marine terminals?
 - Where are the opportunities for private involvement in transportation and storage infrastructure?
- Flor Pérez Quintana**, Energy, Chemicals & Fertilizers Director, **Grupo México Transportes**
Alejandro Doria, President, **Bulkmatic Mexico**
Rajan Vig, Founder, **Grupo Indimex**
César Cadena, President, **Clúster Energético de Nuevo León**
- Moderator** **Raul Ferro**, Energy Director & Partner, **Industry Exchange**
- 16:10 **Coffee Break and Networking Session**

Financing Key Energy Infrastructure Projects

- 16:40 Presentation: **México Economic Outlook**
Alejandro Padilla, Chief Economist & Managing Director of Research, **BANORTE**
- 16:55 Panel Discussion: **Sustainable Finance of Key Energy Infrastructure Projects**
- How will the expansion in Mexico's electricity generation matrix be financed after 2026
 - Exodus, Paralysis or Reactivation?
 - Investment Needs in Mexico's Energy Sector
 - How does the Increase in Interest Rates Affect the Feasibility of New Energy Project Financing?
 - Energy policies in Mexico, and their potential impact on energy security
 - How to mitigate risk and turn energy scarcity into a surplus
 - What opportunities exist for the private sector for energy investors in Mexico?
 - What needs to be done to facilitate investment in sustainability?
 - Is there a Demand for Alternative Sources of Financing where New Investors can Participate?
 - Available investment vehicles in Mexico: CERPIs, CKDs, FibraE, IPOs, taxes, and how can managers take advantage of the new investment vehicles? What benefits are these expected to bring to investment in Mexican energy and infrastructure projects?
 - What types of projects are more applicable to local bank participation versus international institutions?
- Eileen Hernandez**, Construction Vice President, **MARSH**
Sophie Brossard, Director Corporate Coverage, **BNP Paribas**
Alejandro Padilla, Chief Economist & Managing Director of Research, **Grupo Financiero BANORTE**
David Madero, Executive Director, **Fondo Capital Infraestructura**
Eduardo Barrera, Managing Director Investment Banking, **BBVA**
- Moderator** **Miguel Valle**, Group CFO, **Tecnológico de Monterrey**

Mexico's Electricity Market

- 17:45 Panel Discussion: **Update on the Wholesale Electricity Market: Energy Efficiency and Risk Management**
- The importance of energy efficiency for Mexican Companies

- The susceptibility to the Mexican economy and consumers to large swings and volatility of energy prices
- Managing market risk, credit risk, operational risk
- The new focus on energy procurement
- Evolving strategies to support multiple energy sources
- Challenges with Clean Energy Certificates (CEs) and proof of origin
- Prospective of distributed generation and behind the meter infrastructure for qualified users

Angie Soto, Managing Director, **Nexus Energía México**

Rodrigo Guerra, Co-Founder, **Red Energía**

Jeff Pavlovic, Director, **Bravos Energía**

Francisco Con Garza, Energy Business Development Director, **CEMEX – Energía**

Moderator **Patricio Gamboa**, Founder, **Energy Intelligence Consulting**

Cocktail Reception

18:30 Cocktail reception
20:30 End of day one

Sponsored by:   Sicilsalido

Thursday, January 26, 2023

Day 2 Registration

08:00 Registration & Coffee

Opening Remarks

08:55 Official Start Day Two

Raúl Ferro, Energy Content Director, **Industry Exchange**

09:00 Keynote Presentation: **Marco Antonio González Valdez**, Secretario de Desarrollo Regional y Agropecuario, **Estado Nuevo León**

The Role of Natural Gas in Mexico's Economic Development

09:15 Presentation: Natural Gas: Development Motor for Mexico

Vania Laban, Vice President, **Mexican Association of Natural Gas - AMGN**

09:30 Panel Discussion: **Economics and Commercial Considerations for Natural Gas in Mexico**

- Trends and opportunities for supply and demand of natural gas
- Mexican Gas Demand for:
 - Power generation and its role within the Mexican power stack
 - Industrial uses and trends affecting the industrial sector
 - Petrochemical operations
- Market benefits resulting from natural gas marketing and trading
- Supply sources alternatives in Mexico
- Financing and risk management for the natural gas trade in Mexico
- Options for driving price transparency

Roberto Blanco, President, **Gas & Power Alfa**

Jorge Vera, VP Commercial, **Esentia Energy Systems**

Norma Rodriguez, Directora Abastecimiento, **FRISA Steel**

Gerardo Rojas, Energy Director, **Ternium**

Moderator **James Fowler**, Americas Energy Market Development, **ICIS Mexico Energy Report**

10:30 Presentation: Infrastructure Project Construction
Javier Terán Guevara, Commercial Director, **BCYSA**
Kevin Corona, Project Interface Manager, **Sicilsaldo**

10:50 **Coffee Break and Networking Session**

Unlocking Mexico's Global Energy Potential – Strategic Alliances for the Development of Mexico's Natural Gas Infrastructure

11:20 Keynote Presentation: CFE's Role in Natural Gas Supply Contracts
Dr. Miguel Santiago Reyes, General Director, **CFEnergía**

11:40 Keynote Presentation: The Development of Natural Gas in México
Leonardo Robles, VP Commercial, Business Development & Stakeholder Relations, **TC Energia**

11:55 Panel Discussion: **Mexico's Natural Gas Development – Regional Integration, Energy Security, and Social Development**

- Strategic Project Development with CFEnergía and Private Players
- What are the challenges and opportunities for distribution in Mexico?
- Mexico's Current Demand for Natural Gas Transport and Storage Services
- Future Development of Mexico's Critical Energy Infrastructure
- Mexico as a Global Supplier of Natural Gas and Pipeline Capacity
- Keys to unlock Mexico's path towards Energy Transition
- Mexico's Energy Export Outlook amid an Unprecedented rise of Europe's Demand
- Funding Options Available for Energy Infrastructure Projects
- The Role of Natural Gas Infrastructure in the Economic and Social Development of Mexico
- Mexico's Infrastructure requirement to ensure Energy Security in Globally Volatile Market
- North America Energy Integration: Coordination and Interconnectedness in the Current Political Landscape
- Nearshoring, Manufacturing, Industrial Activity and Energy Supply
- Working with CFE to Facilitate and Advance Infrastructure Needs

Dr. Miguel Santiago Reyes, General Director, **CFEnergía**

Tomasz K. von Budny, Business Development & Government Relations, **TC Energia**

Eva Ribera, Head of Gas Business Development Latin America, **ENGIE**

Fernando Tovar, CEO, **Esentia Energy Systems**

Eduardo Buelna, Director, **BP Energy**

Raul Puente, General Director of Underground Storage, **Grupo Cydsa**

Moderator **Christopher Lenton**, Sr. Editor Mexico & Latam, **Natural Gas Intelligence - NGI**

13:15 Presentation: Natural Gas Infrastructure Development
Warren Levy, CEO, **Jaguar EP**

13:30 **LUNCH**

Alternative Fuel Markets in Mexico and Development Potential

15:00 Presentation: Green Hydrogen Project Development in México
Jorge Armando Gutierrez Vera, Director General, **Energia Electrica BAL**

15:15 Presentation: The Billion Dollar Bottleneck for Alternative and Renewable Fuels
Arthur Deakin, Director of Energy, **Americas Market Intelligence**

- 15:30 Panel Discussion: Development potential for alternative fuels using natural gas, NGV, small scale LNG, CNG, Biogas, and Hydrogen
- The importance of small-scale LNG for natural gas distribution and energy supply
 - Growth potential for Compressed Natural Gas
 - Transportation and storage logistics for alternative fuels
 - Looking to the future of hydrogen fuel possibilities
 - The role of natural gas in emissions reductions
 - Mexico's Potential to Produce Hydrogen- from Strategy to Reality
 - Opportunities for Private Sector: Mining, Road Transport, Cement Manufacture, Electric Mobility, Industry
 - Blending Hydrogen and Natural Gas
 - Alternative Methods to Producing Hydrogen ie. Biomass, Ethanol
 - What are Incentives and Funding to Develop Hydrogen Infrastructure?
 - Mexico's Potential to Become Hydrogen Leader: Renewable Energy Potential and Developed Energy Infrastructure
- Santiago Villareal Bravo**, General Manager, **GasCorp**
Jose Francisco Castro, Energy Planning, **Ternium**
Jorge Armando Gutierrez Vera, Director General, **Energia Electrica BAL**
Arthur Deakin, Director of Energy, **Americas Market Intelligence**
Moderator **Raul Ferro**, Energy Director & Partner, **Industry Exchange**

16:30 **Coffee Break and Conference Close**

17:00 Closing Remarks

End of 8th Mexico Infrastructure Projects Forum 2023

Note: Agenda subject to change

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