





## MEXICO DAY 2018 21 March - Grange St. Paul's - London

10 Godliman Street - EC4V 5AJ

The Mexican Embassy in UK, ProMexico and the Mexican Chamber of Commerce in Great Britain (MexCC) are pleased to bring to you the Mexico Day 2018.

This is the third edition of the **flagship business event** "Mexico Day", which was first held in 2015 during the State Visit of President Enrique Peña Nieto to the United Kingdom.

"Mexico Day", is an unparalleled opportunity for investors and other stakeholders from the private and public sectors to interact with high-level Mexican officials involved in the development and implementation of critical policy components of the Mexican economy.

Mexico is the 15th largest economy in the world, with a GDP of USD 1.2 trillion. Between 2014 and 2017, its GDP grew on average 2.8% every year, being among the steadiest in Latin America's and the world. The country's **total trade balance in 2017 was of USD \$800bn** and **attracted FDI of 30 billion USD (21.5 billion pounds)** on average during each of the past three years. Moreover, the implementation of ambitious structural reforms is having a positive impact on the the business environment and economic growth.

"Mexico Day" will be held on the **21st of March 2018 at the Grange St Paul's** Hotel London. Key Mexican public and private sector representatives will be in attendance, focusing on some of the the most dynamic drivers of the Mexico-UK economic relationship, including **energy, infrastructure, insurance and fintech**.

If your organization is interested in exploring opportunities to become further engaged in the Mexico Day, the MexCC will gladly follow up, please contact us at **mexicoday@mexcc.co.uk** 

We also take this opportunity to invite you to the traditional **Annual Gala Dinner and Awards of the Mexican Chamber of Commerce**, which will give closure to the Mexico Day, that same evening.

We look forward to seeing you in these events.

If you have any other enquire on this regard please contact via email to: contact@mexcc.co.uk or mexicoday@mexcc.co.uk







## **CONTEXT**

This is the third edition of the flagship event "Mexico Day", which was first held in 2015 during the State Visit of President Enrique Peña Nieto to the United Kingdom. "Mexico Day", is an unparalleled opportunity for investors and other stakeholders from the private and public sectors to interact with high-level Mexican officials involved in the development and implementation of critical policy components of the Mexican economy.

Mexico is the 15th largest economy in the world, with a GDP of USD 1.2 trillion. Between 2014 and 2017, its GDP grew on average 2.8% every year, being among the steadiest in Latin America's and the world. Mexico is a pioneer in global free trade, and has one of the largest FTA networks, which provides privileged access to 46 countries, including key partners in the Americas, Europe and Asia. The country's total trade balance in 2017 was USD \$800bn and attracted FDI of 30 billion USD (21.5 billion pounds) on average having a positive impact on the business environment and fostering economic growth.

### **OBJECTIVES**

- Present Mexico as a strategic business partner given its solid macroeconomic fundamentals, as well as an open and friendly business environment with a strong internal market.
- 2 Identify specific business opportunities generated through the implementation of far-reaching structural reforms in strategic sectors, including energy, telecoms, finance and education.
- 3 Strengthen the UK-Mexico trade and investment relationship given the current international context, in which diversification and market access are crucial drivers.

### **LAYOUT**

The Mexican Ambassador in the UK will welcome the audience followed by introductory remarks by a Minister from the UK Department of International Trade (DIT). A senior official from the Mexican Federal Economic Competition Commission will set the stage with initial ideas regarding the state of play of the economy and structural reforms. The Chairman of the Mexican Chamber of Commerce will give the Closing remarks.

Successive panels and keynotes by senior government officials and business leaders will showcase opportunities in key sectors, with unique insights into their respective areas of expertise. It will be an ideal opportunity to learn about the latest economic developments and perspectives of the most dynamic components of Mexico's economy including oil and gas, insurance, renewables, infrastructure and fintech. The President of the Mexican Chamber of Commerce in the UK will wrap up the working day.

#### **FOCUS AREAS**

#### **Energy:**

The ambitious energy sector reform and its rapid implementation has given rise to increased private and foreign investment in the industry. So far, the bidding processes have resulted in the awarding of over 80 offshore and onshore contracts areas to international and domestic firms. According to the Ministry of Energy (SENER), the energy reforms have generated investment commitments of over US 175 billion for the development of blocks as well as other activities related to natural gas infrastructu-







re, electricity, and seismic exploration. With the projects to be carried out this year (bidding processes 3.1 and 3.2), total committed investment is expected to exceed US 200 billion.

British companies have actively participated in this process and have brought investment, best practices and technologies that have helped strengthening the recently created energy market in Mexico. The new commercial and investment links between Mexico and the UK have opened a window for closer collaboration that will undoubtedly bring the Mexican and British economies closer together. In this context, "Mexico Day" will include an oil and gas panel to discuss the most recent developments in the bidding processes and to talk about business opportunities within the supply chain in upstream and downstream activities. Discussions will also touch on future E&P investment opportunities and on the prospects of the sector considering it is the most prolific offshore region in America and one of world's largest untapped oil and gas resources, according to the National Hydrocarbons Commission. In the electricity sector, three successful bidding rounds have taken place. A second panel will focus on specific areas of opportunity including power generation, transmission and distribution and the wholesale electricity market, as well as on green finance mechanisms such as the clean energy certificates that Mexico is successfully implementing.

In spite of considerable progress, important challenges remain as Mexico works toward fulfilling its energy potential. Mexico Day is a unique opportunity to better understand the complexity of ongoing changes and the profound transformations underway in the energy sector in Mexico.

#### **Fintech**

In Mexico, Fintech is full of opportunities: large untapped resources (the SME credit gap is \$10 billion per year and 40% of population does not have access to financial services), mobile penetration and connectivity provide the infrastructure for highly scalable models and a solid start-up ecosystem, making Mexico a highly desirable destination for entrepreneurs and larger players alike. Over the last decade, the Mexican government, banks and financial companies have been investing in technology and infrastructure. Companies such as BBVA, Citibank, BlackRock, American Express, VISA and Western Union have very active Mexican divisions and have recently adopted the mandate to develop new digital platforms, taking into account that only approximately half of the country's 70 million active internet users has online banking.

One of the most ambitious recent reforms was in the finance sector. It now offers a more favourable legal environment for financial operations to increase competition with more than 50 new bank licenses issued during the current Administration. Financial inclusion has also been a top priority. More recently, the President signed the Fintech bill, and once the legislative process is concluded, Mexico will be the first country in the region to have sector-specific regulation

#### **Insurance and Reinsurance**

Mexico offers attractive opportunities to the London insurance market and to Lloyd's syndicates. It is the second largest insurance market and the largest source of premiums for Lloyd's in Latin America, yet it has one of the lowest penetration rates in the region. It has a state-of-the-art regulation and a diligent regulatory authority. Moreover, the structural reforms in infrastructure and in the energy sector have opened the market to specialized insurance lines of business.

Mexico Day is the ideal setting to discuss and learn about the Mexican insurance sector, recent regulatory and legislative developments; the effects in the market of the recent implementation of Solvency II; the interests and current operations of Lloyd's syndicates in Mexico; the potential impact of changes in the UK insurance regulation derived from Brexit; the appetite of Mexican insurance companies







to join efforts with Lloyd's syndicates to tackle opportunities originated by the structural reforms in Mexico; the performance of brokers, adjusters and advisors in reinsurance operations between Mexico and the UK; and the construction of Lloyd's standard policy wordings in Mexico, among other relevant aspects for the improvement and expansion of the Mexican and British insurance and reinsurance business.

#### **Infrastructure**

The Mexican Government's investment in infrastructure reflects its ongoing commitment to foster the country's economic development. In order to provide long term visibility to investors, Mexico has put in place a series of national plans and programmes that include a strategic vision for each sector.

An important number of infrastructure projects in different sectors has been successfully executed in Mexico with private sector participation, and different models of public-private participation have been implemented, including concessions for highways, railways, ports, airports and urban transport; Long Term Service Delivery Contracts including construction, operation and infrastructure maintenance for hospitals, jails and water infrastructure, among others, and Government Financed and shared risk mechanisms in the energy and hydrocarbons sectors. Mexico Day will showcase the new Infrastructure Projects Hub, new opportunities stemming from the new Special Economic Zones, and insights on the future of Mexico's national infrastructure and development banks.

#### **KEYNOTE PARTICIPANTS:**

### Gabriel Anguiano Head of Strategy & Business Development, Latin America

Prior to joining Probitas 1492, Gabriel Anguiano spent nine years at Lloyd's, where he held the role of Mexico Country Manager, having opened the Lloyd's representative office in 2015. Prior to this, he was Spanish Latin America Market Development Manager where, amongst other achievements, he negotiated special relations and the signing of Memoranda of Understanding between Lloyd's and the insurance associations of Chile and Colombia. At Probitas 1492 he is Head of Strategy & Business Development, Latin America and is a member of the Executive Board. He has responsibility for driving business growth across Latin America in line with one of the core strategies of the syndicate.

### Alejandro Blasco Ruiz - Head of Investor Relations at Banobras Mexico Projects Hub

Alejandro Blasco has more than 18 years experience in Bancomext (Mexico's Exim bank), holding senior positions in the Credit and Finance divisions and, currently, as Head of Investor Relations, responsible for the promotion of Mexico Projects Hub, and matchmaking between investors and infrastructure projects in Mexico. Throughout his career, he has gained extensive experience in corporate banking, financial control, asset based finance, capital markets, investment banking, international banking, corporate finance, project finance, product development, and customer service. **Mexico Projects Hub** is part of the Mexican Government's initiative to create an Investor Relations Office, to link investment projects with domestic and foreign potential investors, encouraging long term financing for infrastructure. The Office was created under the development bank's corporate structure (currently in BANOBRAS), in close coordination with public and private sector agencies. The aim of this platform is to consolidate a portfolio of greenfield and brownfield projects, providing domestic and foreign investors advanced visibility of projects sponsored by government entities and transparency regarding projects performance.







#### David Beardmore - Commercial Director, The Open Data Institute

David leads the commercial, business development and marketing activities for the Open Data Institute.

His 20 years in data-driven insight and marketing have seen him work with many leading brands in multiple sectors and countries. In addition to working for some of the largest players in the data world such as Experian, Callcredit and Telefonica, David also ran his own boutique data insight business, Thinkdata, for 5 years before its acquisition by Bertelsmann.

The Open Data Institute has been instrumental in developing Open Banking in the UK, working with Her Majesty's Treasury and setting up the Open Banking Working Group in September 2015 to explore how an open data infrastructure could help the UK government achieve its objectives of increased competition and consumer choice. David regularly speaks on Open Banking at conferences in the UK and internationally, and was also interviewed on BBC TV on the day it officially launched in the UK. The ODI continues to advise on the development and implementation of open banking in other countries including Mexico, Australia, New Zealand and Japan. In addition to leading on Open Banking for the ODI, David is also helping other industry sectors develop similar open data initiatives including sport & physical activity, water and pharmaceuticals. Originally a classically trained musician, David has a Masters from Cambridge University and an MBA in Marketing. Ever the optimist, he continues to hold a season ticket at Nottingham Forest Football Club.

## Alexa Fernandez - Director, Market Development- New Digital Businesses - BBVA

Alexa is building FinTech bridges across BBVA as part of the Open Innovation team. Her focus is on creating collisions and originating strategic investment and acquisition opportunities with the fintech ecosystem. In addition, she has spearheaded partnerships and relationships with major players (from neobanks and startups to organizations and established banks) to fulfill BBVA's purpose: to bring the age of opportunity to everyone. She has worked in a variety of roles in the Corporate & Investment Bank, touching areas from compliance and client strategy to real estate portfolios. Alexa was awarded the BBVA Women in FinTech Opportunity Award 2017, and features on Innovate Finance's Women in FinTech Powerlist 2016 & 2017. She recently founded MIMA, a group to promote Latin American FinTech in the UK. Alexa also founded and runs the US Alumni Club, a social network for alumni and club leaders of US universities in the UK and currently serves as its President.

## Juan Carlos Gay - Partner, London

He is a leader in our Bain Accelerated Transformation practice and a member of the firm's Energy Industrial and Private Equity practices. Juan Carlos has more than 15 years of consulting experience, working with senior leaders and management teams to address their strategic challenges. He holds deep expertise in strategy-led transformations as well as cost and revenue performance improvement programs to improve productivity and increase commercial effectiveness. Over the course of his career, Juan Carlos has worked extensively with the energy and resources industry's leading players in Europe, the United States, the Middle East, Latin America, Asia and Africa. His work has a particular emphasis on strategy definition, performance improvement and investment execution in conventional and clean energy as well as the broader resources and industrials sector.

Juan Carlos has also worked extensively in private equity as it pertains to the energy sector and its supply chain. Before joining Bain & Company in 2009, Juan Carlos worked for a large private capital fund as an investment manager in Energy and Resources and also in the Oil & Gas and Clean Energy practice of another global consultancy.







Juan Carlos holds an MBA from Kellogg School of Management and a MSc in Industrial Engineering from the McCormick School of Engineering at Northwestern University and a BSc in Mechanical and Electrical Engineering from ITESM at Monterrey, Mexico.

### Hernán Gonzalez Estrada, Managing Partner at Norton Rose Fulbright

Hernán González joined Norton Rose Fulbright in 2016 and concentrates his practice on energy, project finance, public procurement, regulatory and antitrust matters, as well as the implementation and development of infrastructure projects, including public/private partnerships, in areas such as electricity, gas, petrochemicals, water, public infrastructure, and general corporate advisory.

Mr. González has been active in advising clients with respect to the set of bills comprising the so called "energy reform" recently approved in Mexico in 2013-2014 starting with the constitutional reform followed by the secondary and other implementing legislation which continues to be published. Mr. González has worked with clients in the implementation of innovative projects and structures derived from such energy reform. Mr. González is also advising clients in their participation in the Power Wholesale Market (Mercado Electrico Mayorista).

## Gerardo Gutiérrez Candiani - Director at the Authority for the Development of Special Economic Zones (SEZ)

Gerardo Gutierrez Candiani is the Director of the Authority for the Development of SEZ. Previously he founded several companies specializing in branches such as construction, maintenance and real estate development, financial services and marketing of products for the graphic arts and health sectors. Mr. Gutiérrez Candiani is a longstanding honorary member of various business associations and from 2009 to 2012 he was elected National President of the Mexican Employers' Association (Coparmex). During his tenure, key agreements were achieved that contributed to the far-reaching agenda for advancing structural reforms with the support of all levels of government and across the political spectrum.

## Yves Hayaux du Tilly, Chairman of the Mexican Chamber of Commerce in Great Britain, Partner of Nader, Hayaux & Goebel

Yves led the companies that founded the Mexican Chamber of Commerce in Great Britain (www.mexicanchamberofcommerce.co.uk) in 2011, the first Mexican Chamber of Commerce to be established in Europe and is a co-founder of the also London based LatinAmerican Forum (www.latinamericanforum.org.uk).

He is the managing partner of the London office of the Mexican independent Law Firm, Nader, Hayaux & Goebel (www.nhg.com.mx), the only Mexican law firm with an office in London and splits his time between London and Mexico. Since 1991, Yves has been helping foreign investors enter the Mexican market and advising them in Mexican related operations and transactions.

Yves is recognised as a leading lawyer in corporate, mergers and acquisitions, banking and finance and has substantial experience in insurance related matters where he frequently handles high-end transactions and complex claims for leading insurance and reinsurance companies operating in Mexico and Latin America.

He lives in London with his wife and their four children.







### Michael Hennessy - Partner at Kennedys Law

Mike is a founding partner of the Mexico City office as well as the Head of Large or Complex Claims and Reinsurance for Mexico. Mike joined Kennedys in 2011 on relocating to Miami from London. Originally from Mexico, he is an English qualified solicitor and commenced his legal career with a leading law firm in London in 2006, qualifying two years later, and is in the process of also qualifying as a Mexican lawyer. He specialises in insurance and reinsurance coverage advice and dispute resolution and has vast expertise in Latin America and more particularly in Mexico. As the Head of Large or Complex Claims and Reinsurance, Mike is the key contact on large or complex claims and reinsurance matters in Mexico in all industry sectors including liability, energy, property including business interruption and advance loss of profits, mining, marine, aviation, directors & officers, errors & omissions, catastrophic risks, engineering risks and operational policies in Mexico.

Mike regularly speaks at industry events and publishes on matters concerning the insurance industry in Mexico and the Latin American region. He is a native English and Spanish speaker and also works in Portuguese and French.

## Sam Hoexter - Regional Head for Sub-Saharan Africa, Latin America and IndiaInternational Business Development - UK Export Finance

Sam Hoexter joined the international business development team of UK Export Finance in September 2015. With a background in energy and infrastructure he has worked in banking, private equity and law. He has held roles in loan origination at Sumitomo Mitsui Banking Corporation and principal investment at AgDevCo, a UK Government-backed fund. He has worked across the Middle East, Africa, India and Brazil.

Sam originally trained as a lawyer at the international law firm Freshfields, advising sponsors and banks on large-scale infrastructure projects.

# Jimena Marván Santín, Deputy Executive Director for Planning and Strategic Stakholder Engagement ASEA

Jimena Marván has 17 years of experience in the energy sector. Before being appointed as Deputy Executive Director at ASEA, Marvan worked for the last three years as Manager for Environmental and Sustainable Development in Petróleos Mexicanos (Pemex) where she implemented different planning and stakeholder engagement strategies and promoted the strategic and control framework of the sustainability of this company.

She also has extensive experience in strategic development and investment promotion in the hydrocarbons sector due to previous work on those fields where she was in charge of the implementation of different strategies regarding sustainable development, communication, feedback and investment promotion at the national and the international level.

#### Mark McDonnell - Managing Director - EG Capital Advisors UK Limited

Mark has over 25 years' experience in the Financial Services Industry and has held senior positions at Lehman Brothers, AIG Financial Products and Bank of America Merrill Lynch. Mark has a honours degree in Psychology and an MBA from University College Dublin.







## Irene Mia Global editorial director at the Economist Intelligence Unit's thought leadership division.

In her role, she is responsible for leading and growing the Thought Leadership business globally. She plays a key role in disseminating and presenting the Economist Group's views and work to clients and other high-level audiences around the world. Previously, Irene was regional director for Latin America and the Caribbean at the Economist Intelligence Unit (EIU), where she provided intellectual and strategic leadership to the regional editorial team within the EIU's Country Analysis division. Before joining the Economist Group, she was director and senior Economist within the Centre for Global Competitiveness and Performance at the World Economic Forum, where she was also responsible for competitiveness research on Latin America and Iberia.

## Alejandro Nieto, Vice President Global Solutions, HoT. Industrial Internet of Things.

With an extensive career in Global Sales, Global Channels & Alliances Management, International General Management, Supply Chain, Information & Technology Services and Global Trade, Alejandro is a publicly recognized business leader, published author and trusted advisor worldwide. He is a Fellow and Advisory Board Member of International Affairs at SMU. Prior to joining Softtek, Alejandro led the international growth of LLamasoft, Inc., as Senior Vice President of International Sales in which he was responsible for direct sales & resellers in Europe, Asia and the Americas. Prior to LLamasoft, Alejandro held global and regional senior management positions at JDA Software Group, Infor Global Solutions and Prologis Trust. Alejandro has been a Professor of Economics, Finance and Logistics at the National University of Mexico and at Monterrey Tec. He has spoken at industry conferences in Latin America, the USA, Canada, Europe, China, India and Australia. Alejandro received his Bachelor Degree from the National University in Mexico, where he received the "Gabino Barreda Medal." He holds a Master's Degree from the University of Sorbonne in Paris, France, where he was also honored with the "The France Prime Minister Medal." He pursued Postgraduate Studies at the University of London, as well as at the Instituto Nacional de Administracion Publica (INAP) in Mexico.

### Jaime Pérez-Seoane, Editor Latam, Oxford Business Group

Jaime has worked for the Oxford Business Group (OBG) for more than five years. In his position, he has conducted research in emerging markets throughout the Middle East, Africa and Latin America, leading field investigations and speaking to the main actors, both private and public. As Managing Editor for the Americas, Jaime oversees OBG's investigations into the region, from Mexico to Argentina, including Panama, Colombia and Peru among others.

Prior to joining OBG, Jaime gained significant experience in finance and journalism, as he's worked in various media outlets and at BNP Paribas Bank. As founder of three start-ups (and current partner of two) he understands the challenges that entrepreneurs face in different markets. Jaime has a BA in Law and a BA in Journalism from the Carlos III University of Madrid and a Master in Public Law from the University of Nanterre, Paris. In 2017, He published his first short novel. Jaime speaks Spanish, English and French.







### Israel Pons, CEO and Co-Founding Partner at Angels Nest LATAM.

Angels Nest is an Angel Investment network operating in Mexico and LATAM. It has been named "The most active Angel network in Latin America" By XCALA, they also have more than 400 Angels from Latin America, Canada, US and United Kingdom. It has been operating across Mexico since October 2015. Angels nest has lead the largest first Angel round for a first crossborder investment in a latinamerican start-up for \$1.2 USDM. They also have kept a record of achieveing one angel investment per month. Israel is co-founder of Mind The Gap Fund since March 2017.

Israel is also the President of the National Entrepreneurship Committee of the IMEF (Mexican Institute of Financial Executives). Active member of the EMAAC (Association of Mexican and German Business), as well as the National Audit Committee of Conacyt, and the AgroTec Council Fund of "Enture Uno".

### Norah Prida Bay Corporate & Institutional Digital Business Deployment at HSBC

Norah was a Corporate & Investment banker for 8 years; starting her career in Citi in her native Mexico. Her last role as a banker was Head of Financial Institutions for the investment banking arm of VTB, VTB Capital, in London in 2009. Since then, she has been focusing on her family, raising her three children and venturing into social entrepreneurship. Upon moving back to the UK in 2015, she decided to pursue a Sloan MSc in Leadership and Strategy from London Business School where she founded a Fintech startup focussed on building a mobile banking platform for the lower income segments. She received the 2015 Deloitte Institute of Innovation and Entrepreneurship Founder's Award for her venture and was listed in the 2016 Women in Fintech PowerList of Innovate Finance. Norah has recently joined HSBC's Global Digital business unit. She also holds an MBA from Instituto Tecnologico Autonomo de Mexico.

#### Jacques Rogozinski CEO at Nacional Financiera (Development Bank)

Jacques Rogozinski was appointed CEO of Nacional Financiera on January 2013. In the public sector, he has served as CEO of the National Bank for Public Works and Services (Banobras) and of the National Fund for Tourism Promotion (Fonatur). In 1992 he was named Global Leader of Tomorrow at the World Economic Forum (Davos). In the international arena, he joined the Office of the Executive Vice President of the Inter-American Development Bank (IDB), where he served as Special Advisor for private sector affairs, and General Manager of the Inter-American Investment Corporation, where he promoted the financing of small and medium-sized companies in Latin America and the Caribbean.

Nafin's mandate is to contribute to the economic development of the country by facilitating the access of micro, small and medium enterprises (SMEs), entrepreneurs and priority investment projects, to financing and other business development services. It also aims at enhancing innovation, productivity, competitiveness, job creation and regional growth.

#### Carlos Sánchez - Pavón, Regional Director for Europe and Africa at ProMéxico.

Carlos Sánchez Pavón leads and coordinates the efforts of twelve offices in the area in order to promote the increase in trade, investment and the internationalization of business activities across diverse sectors of interest between Mexico and the Region.

After graduating with honors from the bachelor's degree in International Trade from the Instituto Tecnológico y de Estudios Superiores de Monterrey (ITESM) Campus Toluca in 2001, Mr. Sánchez went to obtain a Master's degree in Business Administration at the Stuttgart Institute of Management and Technology, in Germany. His career spans more than 14 years in the public and private sector as well as in the academia. It's important to emphasize his extensive experience in promoting and attracting foreign direct investment to the country and, in particular, to the State of Mexico. In this sense, Sán-







chez Pavón has served for more than six years as Deputy Director of Foreign Investment Attraction for the government of the State of Mexico. In addition, he also served as Director of Planning and Incentives for the same state.

Within the academic field, he is a professor in the Masters course in Business Administration from the Univer Milenium in Toluca, State of Mexico. In the private sector, he was an analyst and administrator in the Marketing Department of Philips Medical Systems, in Stuttgart, Germany. Previous this commission Mr. Sánchez Pavón was the Head of Investment and International Business Promotion Unit in which he was responsible of leading ProMéxico's efforts in investment promotion.

On November 2013, Mr. Sánchez Pavón was appointed as Regional Director for Europe and Africa based in London.

Chris Sladen, PhD CBE is President for BP in Mexico, and was previously President for BP Mexico, Peru & Chile. BP has been active in Mexico for around 50 years with more than 10 businesses involved. Chris has a career of over 37 years with BP, including time spent working in the energy sector of more than 40 countries, and postings living in Russia, Vietnam, Mongolia, China & UK. He has lived in Mexico for over 16 years.

Chris studied geology at Southampton University and has a PhD from Reading University. He is an active author with more than 25 publications on the energy industry, trends, and technology. In Mexico, Chris is past-President of the British Chamber of Commerce; he is currently a member of the Board and President of their energy group. Chris is a board member of AMEXHI, WEC Mexico, and the Institute of Americas.

## **Graham Stuart MP - Parliamentary Under Secretary of State at the Department for International Trade**

Graham Stuart was appointed as a Parliamentary Under Secretary of State at the Department for International Trade on 9 January 2018.

He was Assistant Government Whip from 17 July 2016 to 8 January 2018.

He was elected Conservative MP for Beverley & Holderness in May 2005.

## Ana Laura Villanueva Deputy Director of Banking and Securities at the Ministry of Finance SHCP

Her current responsibilities include leadership in legislative projects, as well as the coordination of the different financial authorities in Mexico regarding authorizations, regulation and crisis management.

She holds a Law degree and joined the Ministry of Finance in 2002. That has allowed her to work extensively with the supervisors and regulators in the financial sector in a wide variety of topics, including all the relevant reforms in the last decade related to banking, securities, credit reporting, consumer protection, resolution schemes and FinTech.







## H. E. Ambassador Julián Ventura - Mexico's Ambassador to the United Kingdom of Great Britain and Northern Ireland.

On 31st March, 2017, Julian Ventura assumed his duties as Mexico's representative in London after presenting to the Foreign and Commonwealth Office (FCO) copy of his Letters of Credence accrediting him as Ambassador to the United Kingdom of Great Britain and Northern Ireland. He also serves as Mexico's Permanent Representative to the International Maritime Organization, the International Mobile Satellite Organization, International Coffee Organization, the International Sugar Organization, the International Whaling Commission and the International Oil Pollution Compensation Funds (FIDAC for its Spanish acronym).

Ambassador Ventura has served as Mexico's envoy to China from 2013 to 30th March, 2017. In the Mexican Foreign Service, at home and abroad, he has served as Deputy Foreign Minister for North American Affaires; Deputy Chief of Mission at the Embassy of Mexico in the United States; Director General for Asia-Pacific Affairs; Chief of Cabinet to the Foreign Minister; Alternate Representative to the Organisation of American States; Head of Political Affairs at the Embassy in Cuba and Alternate Representative to the International Organizations based in Vienna, Austria.

He has authored numerous articles on Mexican foreign policy, with a focus on North American and Asia-Pacific issues.

#### Juan Carlos Zepeda, President at the National Hydrocarbons Commission (NHC)

Juan Carlos Zepeda is the President of the NHC since 2009. He has extensive public sector experience in hydrocarbon related issues in the Ministries of Energy and Finance, as well as in Pemex In the Energy Ministry, as General Director-General of Exploration and Production of Hydrocarbons, he was in charge of the technical evaluation of exploration and exploitation projects. Mexico's hydrocarbons regulator has technical and budgetary autonomy. Its governing body is composed of 7 commissioners, appointed by the President and ratified by the Senate. The CNH performs its functions in strict adherence to the principles of maximum transparency and accountability and has been a key player in the bidding processes that have taken place since the energy reform was enacted. In 2014 Zepeda was appointed to a second term of five year term.