

# BUSINESS IS GREAT

BRITAIN



## Mexico Oil & Gas Trade Mission 2016

Visiting Mexico City, Ciudad Del Carmen and Villahermosa

Monday 26<sup>th</sup> September - Thursday 29<sup>th</sup> September

*UK Trade & Investment in partnership with the Aberdeen & Grampian Chamber of Commerce (AGCC), the Energy Industries Council (EIC), Subsea UK and Scottish Development International are organising an oil & gas trade mission to Mexico.*

Since 2013, the Mexican energy sector has rapidly undergone deep structural changes. Constitutional amendments have allowed the participation of private initiative across the entire oil & gas supply chain in Mexico. As an industry that remained closed for more than 80 years, this liberalisation implied a large amount of business opportunities, both for local and international firms.

Regarding upstream, the National Hydrocarbons Commission has awarded 5 exploration and extraction Production Sharing Agreements for shallow waters, as well as 25 licenses for onshore blocks. In December, the Mexican government will open to tender 10 deepwater blocks in the Gulf of Mexico. In terms of midstream, the Federal Government drafted a five-year plan for expanding the natural gas pipeline system length by 75%. The Federal Commission of Electricity has already awarded 14

permits to private companies for achieving the latter, including two international projects.

### **Why join this mission?**

These opportunities entail challenges that can only be met with cutting edge technology. UK capability and expertise can fill existing gaps within the newly-opened Mexican oil & gas industry. This mission will provide delegates an opportunity to gauge business potential in the country, build a local network of contacts and visit the most important energy hubs in Mexico.

Eligible companies for the mission must fit within any of the following strands:

- (i) drilling services & efficiencies,
- (ii) Subsea technology
- (iii) Midstream (predominantly focused in pipelines).

Please contact any of the involved trade associations for further information.

### The benefits

- Sector briefings by key stakeholders from State Productive Companies and IOCs
- Networking opportunities during the entire mission, including a reception at the Ambassador's residence
- Entry to Energy Day: the most important energy-related event in Mexico
- Pre-visit country and strand briefings, including advise on how to do business in Mexico
- Organised group site visits and one-to-one meetings in Ciudad del Carmen and Villahermosa
- Company profile included within the mission brochure (distributed in Energy Day and one-to-one meetings)

### The costs

UKTI aims to keep the mission costs to a minimum. Please contact any of the relevant trade associations for further insight.

### Travel

Flights and accommodation are not included in the mission costs. However, UKTI has negotiated preferential hotel rates and will advise on relevant flights. Transportation between Ciudad del Carmen and Villahermosa will be included.



**To join the mission, please contact:**

**Aberdeen & Grampian Chamber of Commerce**

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### The programme (subject to changes)

DATE	TIME	ACTIVITY
Monday 26 <sup>th</sup>	9:00 - 10:30	Site visit: PEMEX HQ (TBC)
	11:00 - 14:30	Market and sector briefings per strand
	19:00 - 22:00	Networking cocktail at the Ambassador's residence
Tuesday 27 <sup>th</sup>	8:00 - 18:00	Energy Day: Camino Real Hotel
Wednesday 28 <sup>th</sup>	10:30 - 12:00	Travel to Ciudad del Carmen
	13:00 - 17:00	Site visits and one-to-one meetings
	17:00 - 19:30	Travel to Villahermosa
Thursday 29 <sup>th</sup>	12:00 - 18:00	Site visits and one-to-one meetings
Friday 30 <sup>th</sup>	All day	Travel to Mexico City

For further information, please contact Carlos Gómez:

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