DAY ONE

Wednesday June 3rd, 2015

8:15 Registration and refreshments

9:00 Chairperson’s opening remarks

9:15 Keynote Address: Government insights on post reform energy market developments

- How is the government ensuring sufficient support institutions to enable a smooth market transition?
- Market restructuring: Striking the right balance between cheap vs. clean vs. sustainable vs. reliable energy supplies
- Realizing Mexico's energy market potential through procedural changes

Guillermo Ignacio García Alcocer, Head of Policies for Exploration and Extraction of Hydrocarbons, Mexican Ministry of Energy (tentative)

9:45 Interpreting reforms: Initial expectations, realities and future projections

- Where are we now? Have recent developments met expectations?
- How is the energy spot market developing? What challenges have been faced?
- What impact are reforms having in the short term and long term for energy financing?

Hector Olea, President and CEO, Gauss Energia
Jaime de la Rosa Montes, President, Asociación Mexicana de Energía, A.C.
Raquel Bierzwinksy, Partner, Chadbourne, moderating

10:30 Morning refreshments and networking break

11:15 What impact does a shift towards Mexican-based governing law for credit documentation have on financing prospects?

- Analysing implications of structuring a US$ financing under Mexican law
- How has international investment appetite been affected by Mexican-based governing law for credit documentation?
- How are project sponsors assessing prospects?

Guillermo Ortiz Ayala, Director, Project Finance, MUFG
Michell Nader S., Partner, Nader, Hayaux y Goebel
12:00 How will the new Mexico City International Airport be financed?

• Analyzing financing packages and strategies
• How will the airport be built and what financing do the different stages require?
• Combining public and private sources of financing for a successful close
• Follow-on infrastructure investments: Discussing needs for road and rail transport connections

12:30 Lunch

14:00 Afore participation in energy and infrastructure financing: Analyzing different CKD models and requirements

• Easing the mismatch between Afore ticket size demand and project availability
• How can fund managers help to promote medium sized investment tickets in order to broaden the number of projects able to utilize Afore money?
• Developers’ concerns: Are equity requirements too high?

Juan Manuel Verón, Chief Investment Officer, Afore Principal
Santiago Ortiz, Chief Financial Officer, GBM Infraestructura
Arturo Hanono Castaneda, Chief Investment Officer, MetLife
Juan Manuel Gonzalez, Partner, Greenberg Traurig, moderator

14:45 Case study - Marhnos: Overcoming difficulties of setting up a CKD for a specific developer

• Establishing a true partnership: Developer and Afore working under the same terms and sharing risks
• Timing issues with identifying target projects and financing needs, approving projects and ensuring financing through CKDs
• What are the advantages of working so closely with an Afore? How easily can this be replicated?

Juan Luis Flores, Chief Financial Officer, Marhnos

15:15 Afternoon refreshments and networking break

15:45 Navigating uncertainty and planning ahead for electricity projects

• How will lower electricity prices affect the bankability of projects?
• Are developers comfortable with taking on more risk and making higher equity investments?
• How does the market view increased risk concentration?
• What conditions are required to develop financially sound electricity projects?

Fernando Artaza Bilbao, International Finance Director, Abengoa
Mtro. Alvaro Portellano Alvarez, Head of Local Regulatory Affairs, Iberdrola Renovables Mexico
Astra Castillo, Director and Head of the Mexican Infrastructure and Project Finance Analytical Team, Fitch Ratings, moderator
16:30 How will the changing electricity market sphere affect appetite for renewables investments?

- How can renewables projects be made more competitive in a spot market? What role could the CFE play in facilitating this?
- What could renewables certificates do for the market?
- Will the market see more M&A activity to make most use of old laws? Who will invest in new projects with the current law?

Alejandro Peraza García, General Director of Electricity and Renewable Energy, Comisión Reguladora de Energía (CRE)
Adrian Escofet, CEO, Zapoteca de Energía, Chairman, AMDEE
Gustavo Eiben, Managing Director, The Rohatyn Group
Miguel Angel Alonso Rubio, Managing Director, ACCIONA Energy Mexico
Marian Aguirre Nienau, Leader of the Renewable Energy Department, Bancomext
Dr. Stefan Blum, Director, DEG
Ivan Oliveros, Director & Sector Head – Power & Renewables, Sumitomo Mitsui Banking Corporation, moderator

17:15 Chairperson’s closing remarks followed by drinks reception
Thursday June 4th, 2015

8:30 Refreshments & Networking

9:00 Chairperson’s opening remarks

9:15 Infrastructure requirements following energy market developments: Thriving pipeline projects

• Highlighting the expansion of US-Mexico pipeline developments and implications of cross-border projects
• Easy access to the market – good for low risk investors?
• Discussing aggressive pricing and the importance of development banks to enable long tenor financings

Adi Blum, Director, First Reserve
Liliana Rendon, VP Sales Trust & Agency Services, Deutsche Bank
David Jiménez, Partner, Chadbourne, moderating

10:00 LNG: Analysing the shift to liquefaction terminals and financing requirements

• How is the market overcoming the lack of experience with LNG liquefaction projects?
• Are American project finance models being adapted to suit local needs or are alternative structures being developed?
• Discussing offtaker involvement as project sponsors and the effect on project risk
• Case study: Learning from Pemex’s Salina Cruz Project

10:30 Morning refreshments and networking break

11:00 The Public-Private-Partnership law: What has led to its underperformance and how can APP projects succeed in the future?

• Regulation and bureaucracy: Discussing the impact of requirements and procedures
• What has been the reason for low numbers of unsolicited proposals?
• How can we work with what we have and push for new project developments?

Úrsula Carreño Colorado, Head of the Investment Unit, Ministry of Finance and Public Credit
Arturo Olvera, Socio Director, MTH Capital
José Enrique Silos Basurto, Director, INVEX
Jorge Moguel, Chief Infrastructure Officer, GIA
Marcos Noguerón Espinosa, Director of Consulting, Cal y Mayor y Asociados, moderator

11:45 How can the Nordic high yield bond financing model for oil and gas assets be
applied in Mexico?

- How will financing needs for oil and gas assets change following reforms?
- What are the main issues with utilizing the Nordic model? Can these be overcome in the Mexican market?
- Discussing the lack of past experience in assessing construction and development risks of oil and gas assets in Mexico and the effect on investor confidence
- Highlighting challenges of assessing risk levels in a nascent market

**Bjørn Aune, Senior Partner, Pareto Securities Ltd**

**12:15 Advantages of bonds in infrastructure projects: Longer tenors and more flexibility in the long run?**

- Discussing construction risk, multilateral guarantees and resulting potential of project bonds
- Differentiating between bond attractiveness of PPPs versus concession projects
- Analysing sovereign guarantees for bonds as seen in Peru: How could this be replicated in Mexico?

**Jose Coballasi**, Senior Director, Analytical Manager, Utilities & Infrastructure Ratings, **Standard & Poor’s Ratings Services**

**Janne Sevanto**, Senior Financial Officer, Treasury Client Solutions, **IFC**

**Paulo Fernandes**, Director of Sustainability & Business Development, **BioFields Renewable & Sustainable Energy**

**Pablo Garcia Aguilar**, Chief Financial Officer, **ICA**

**Enrique Lara di Lauro**, Deputy Director of Hydro, Social and Environmental Infrastructure, **Banobras**

**David Gonzales**, Head of Infrastructure Project Finance Latin America, **Sumitomo Mitsui Banking Corporation**, **moderator**

**13:00 Closing remarks followed by lunch and close of the conference**