



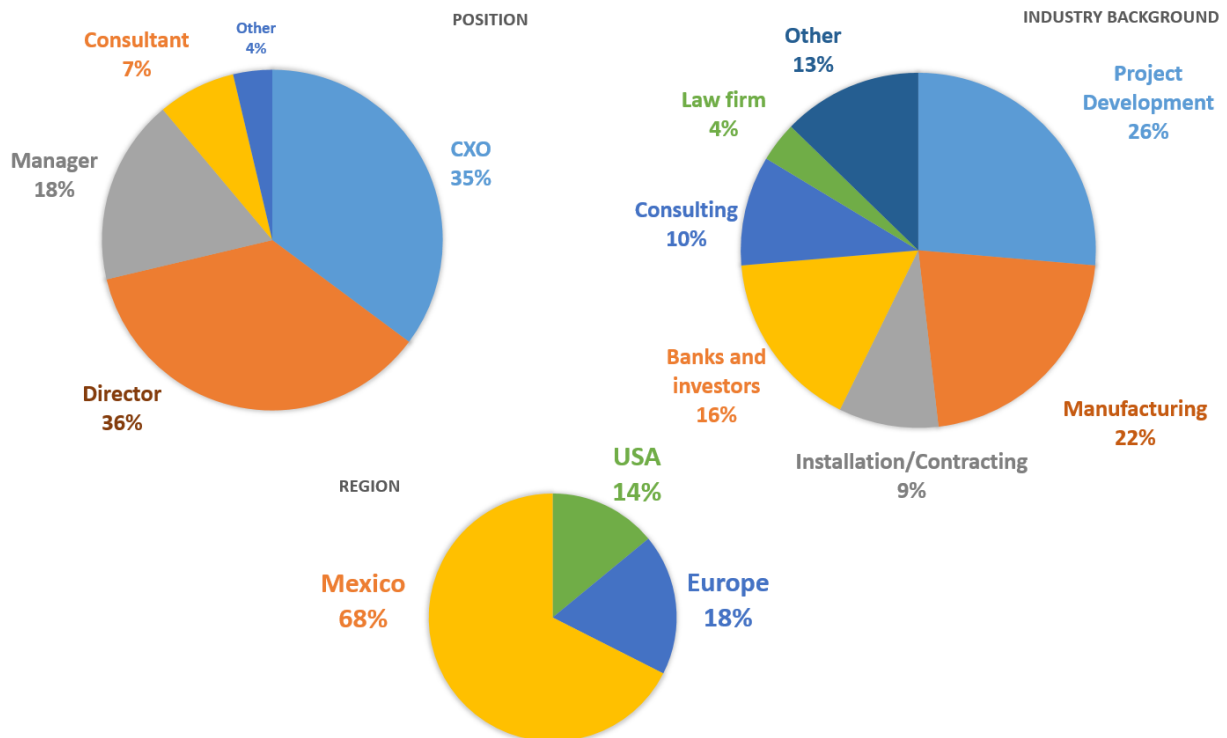
Solar Finance Tour Mexico 2015 Post Show Report

Background

With the Solar Finance Tour Mexico 2015, Solarplaza returned to Mexico for the third year in a row. Now in its 10th year of activity, Solarplaza has organized more than 65 solar events all over the world, with a constant focus on Latin America. After Mexico, Panama, Costa Rica, Chile and Brazil, this year Solarplaza will again visit Chile ([Solar PV Trade Mission Chile](#) / Santiago, 1-5 June 2015) and Central America ([Solar PV Trade Mission Central America](#) / November 2015).

Attendees

The Trade Mission was joined by 22 international project developers and investors. On the 4th day of the trade mission, the participants took part in the conference El Futuro Solar Mexico (3rd ed.), the annual strategic solar conference in Mexico, where they liaise with more than 100 local professionals and PV entrepreneurs. *See full list of participants at the end of the document.*





What did participant think of the event?

General evaluation: 8.5/10

- 60% of participants say they will close a business deal as a result of their attendance at the event
- 80% of participants say they will come back next year, and 90% will recommend the event to a friend or a colleague

Testimonials

- “Key hub for learning about Mexico solar: substantive information, leading industry participants, valuable networking and all well-organized”
- “Very informative with on-the-ground participants and up-to-date market input”
- “Highly professional, very well organized and up-to date market info”

Solar Finance Tour Mexico Wrap Up

Over 30+ international speakers and 100 local solar stakeholders and entrepreneurs came together during Solarplaza’s conference El Futuro Solar (12 March 2015), part of the 5-day trade mission “Solar Finance Tour Mexico”, and were joined by international investors willing to discuss how they can work together within the emerging Mexican market, slated to soon take the solar PV world by storm. Both the Conference and the Trade Mission served as excellent outlets for participants to network and close business deals while learning about the newly established regulations coming into effect in the coming months.

Government officials from SENER (Ministry of Energy), the CRE (Energy Regulatory Commission) and CENACE (National Energy Control Center) all participated in Solarplaza’s executive event, where they attended exclusive face to face meetings with 20+ international investors and business developers traveling from all over the world to explore the opportunities that lie within the Mexican solar market.

Investors and financiers were told that within the next 6 to 18 months, the Mexican market will begin to produce the results expected, and that now is the time to get involved in the PV market. Mr. Vishal Shah, Managing Director of Deutsche Bank, explained to participants that grid parity is already occurring in parts of Mexico, and anticipates faster implementation of the newly established government regulations.



Host of the Solar Project Development and Finance Tour in Mexico, Borja Gutierrez of Solarplaza, emphasizes that the government has made an exceptional amount of progress, but is not yet finished, and that patience is the key to ultimate success within the Mexican PV market. Participants of the event acknowledged in their evaluations that the market is on the verge of taking off and were impressed by the crucial timing of the Trade Mission and Conference. Cites a participant of the conference, “Bravo for a substantive, quality event! I felt I really obtained a better sense of the overall market, the market data available, and connected with some of the leading industry players.”

List of attendees

Solar Segment Manager	ABB
Director	Altiko, S.A De C.V
President	Amde
Sr. Consultant	Apricum
President	Asolmex
Business Devopment Director	Avant Power Sapi De Cv
Partner	Baker & Mckenzie
Energy Specialist	Baker & Mckenzie
Director Energy Projects	Bancomext
MD	Bci Solar
n/a	Bioenergia
Sales Manager	Canadian Solar Inc
Senior Advisor	Cap Vert Energie
Director of Energy	Cemex
n/a	Conuee
n/a	Conuee
n/a	Conuee
n/a	Deg
Director	Deg Mexico
Director	Desmex Solar
Director	Desmex, Sa De Cv
Managing Director	Deutsche Bank
Deputy Head of the Economic Department	Dutch Embassy

SOLAR PROJECT DEVELOPMENT & FINANCE TOUR MEXICO

SOLARPLAZA

MARCH 9-13
MEXICO CITY

CEO	Eco Value Sa De Cv
Director	Ecotécnicas Constructivas Sa De Cv
Director	Ecotécnicas Constructivas Sa De Cv
Director	Ecotécnicas Constructivas Sa De Cv
CEO	Energia Aljaval
Business Development Manager	Energia Aljaval
Industrial Engineer	Energia Aljaval
Commercial Director	Energia Hoy
Commercial Department	Energia Hoy
President	Energías Renovables De Moctezuma, S.A. P. I.
Manager	Energías Renovables Exacta
General Director	Eosol Energy
Marketing Director	Exosun
n/a	Factor Empresarial S.A. De C.V.
Director of Finance	Factor Empresarial S.A. De C.V.
Project Finance Manager	Fonroche
Head of Project Business	Fronius International Gmbh
Project Business	Fronius International Gmbh
Head Tech Support México	Fronius Mexico Sa De Cv
Sales Director Mexico, Costa Rica & Panamá	Fronius Mexico Sa De Cv
Marketing Director	Futureenergy
n/a	Gas Natural Fenosa
Junior Partner	Goodrich, Riquelme Y Asociados
Country Manager	Grupo Opde
Country Manager Mexico	Grupotec
Solar Analyst	Gtm Research
Project Finance Manager	Hanergy America Solar Solutions
Partner	Holland & Knight
Partner	Holland & Knight
Senior Consultant	Holland & Knight
Associate	Holland & Knight
Consultant International. Business Development	Ib Vogt Gmbh
Director, International Business Development	Ib Vogt Gmbh

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Director Project Development & Investment Sales	Ibc Solar
Business Development & Relationship Manager	Ibc Solar
Director Project Development & Investment Sales	Ibc Solar Ag
Business Development & Relationship Manager	Ibc Solar Ag
Investment Officer, Energy and Climate	Idb
Country Manager	Ingeteam, Sa De Cv
Managing Director	Ipd Latin America
Consultant	Ipd Latin America
CEO	Iusasol S.A. De C.V.
Commercial Director	Iusasol S.A. De C.V.
Business Development Manager, Mexico	Jinko Solar
CSO and Director Emerging Markets	Jinko Solar
Sales Director, Emerging Markets	Jinko Solar
Sales Director Latin America & caribbean	Jinko Solar
Business Development Manager	Jinko Solar
Sales Manager	Jinko Solar
Sales Manager	Jinko Solar
General Director	Kenjitsu Latam Sapi De Cv
Commercial Director	Kenjitsu Latam Sapi De Cv
General Director	Kenjitsu Latam Sapi De Cv
Transaction Management Photovoltaik	Kgal Investment Management Gmbh & Co. Kg
CTO	Kinex Solar Energy Sapi De Cv
CFO	Kinex Solar Energy Sapi De Cv
VP, Global Director - Renewable Energy	Kleinfelder
Director of Business Development	M+W Group High Tech Projects
Executive Vice President	M+W Group High Tech Projects
Sales Engineer	M+W Group High Tech Projects
Manager Macquarie Infrastructure Funds LatAm	Macquarie Group
CEO	Mgm Innova

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SVP Operations	Mgm Innova
Senior Managing Director	Mgm Innova
n/a	Mgm Innova
Director General, Mexico	Mgm Innova Consulting
n/a	Mgm Innova Consulting
Director of Sustainable Projects	Nafin
Country Manager	Oikocredit
Sr. Manager, Renewable Energy	Opic
Proyectos Sistemas de Montaje	Preformados De Mexico, S.A. De C.V.
n/a	Proparco
Country Manager, Mexico	Q Cells
SVP, Development	Recurrent Energy
VP, Real Estate	Recurrent Energy
Vice President, Development	Recurrent Energy
VP, Associate Counsel	Recurrent Energy
Senior Analyst, Development	Recurrent Energy
n/a	Recurrent Energy
Business Development Director	Servicios Dgn De Chihuahua S.A. De C.V.
CEO	Servilite Popusa Solar
n/a	Servilite Popusa Solar
Policy Analyst	Socore Energy
Director of Engineering	Socore Energy
President	Solardec Sa De Cv
Business Development Director	Solarpack
Project Manager	Solarplaza International Bv
Project Manager	Solarplaza International Bv
Project Manager	Solarplaza International Bv
Commercial Director	Solartec
Managing Partner	Sphaeris Capital Management Llc
VP of Latin America	Spower
Latam executive	Swinerton Renewable Energy
n/a	Tecno Ambiente
CEO and Founder	Terre Et Lac
Managing Director	Terre Et Lac
Sales Manager	Valeco S.A.S.
Director	Valeco S.A.S.



Project Manager	Valeco S.A.S.
Director	Walmart De Mexico
Global Projects Development Director	Znshinesolar

For more information, visit the website www.solarfinancetourmexico.com.

If you are interested in our upcoming Trade Missions to Latin America please visit the websites: www.pvtrademissionchile.com and www.pvtrademissioncentralamerica.com