



Intersolar Europe 2018

Joint Side-event organized by BSW-Solar, ProMéxico and GIZ

Mexico's Push for Solar: Business Opportunities for Solar Power Plants and Distributed Generation

21 June 2018, 11.30 - 13.30 h

Followed by a B2B Matchmaking Event 15:00 – 18:00

Room 14 A, ICM – International Congress Center, Munich Fair, Munich, Germany

Event is free of charge but requires registration: <https://www.intersolar.de/de/conference/session/side-event-mexicos-push-for-solar-business-opportunities-for-solar-power-plants-and-distributed-generation-2031.html>

The Mexican energy transition has created new market opportunities for solar energy. The first three energy auctions of 2016 resulted in contracting energy from new Solar Power Plants with a total capacity of around 6 GW to be built in the next 3 years. The new regulation for distributed generation as of March 2017 will spur a dynamic market development. In this event, public and private sector representatives will deliver firsthand information on different market segments, covering the third round of clean energy auctions, business models for distributed generation and financing options for solar.

Matchmaking with representatives of Mexican companies will be facilitated.

Agenda

Opening

11:30 - 11:40	Welcome by Organisers	Mario A. Monsreal Vargas, Project Manager, ProMéxico - Germany Luz Aguilar, Project Manager International, BSW- Solar - German Solar Energy Association Joscha Rosenbusch, Principal Advisor, GIZ - Large Scale Solar Energy Program Mexico
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Panel 1: Framework conditions and market insights

Moderator: ProMéxico

11:40 – 11:55	The Mexican Energy Transition: the new market framework	Jessica Rodríguez Director Renewable Energies SENER - Energy Ministry
11:55 – 12:10	Distributed Solar in Mexico Compensation schemes, profitability, market developments and outlook	Arturo Duhart Head of Distributed Generation Committee ASOLMEX, Mexican Solar Energy Association
12:10 – 12:25	Utility Scale Solar in Mexico. Business cases, market developments and outlook	Joscha Rosenbusch Principal Advisor GIZ - Large Scale Solar Energy Program Mexico
12:25 - 12:40	Financing solar in Mexico	Marian Aguirre Sub-Director Energy Sector Financing BANCOMEXT
12:40 - 13:00	Q&A	

Panel 2: Mexican solar industry and business opportunities Mexico

Moderator: GIZ

13:00 – 13:10	The Solar Industry Roadmap for Mexico	Mario A. Monsreal Vargas Project Manager ProMéxico - Germany
13:10 – 13:20	Solar business cooperation between Germany and Mexico	Luz Aguilar, Project Manager International, BSW-Solar - German Solar Energy Association Kira Potowski , Advisor Trade & Investment – Energy, German Mexican Chamber of Commerce and Industry (AHK Mexiko)
13:20 - 13:30	Presentation of the Mexican business delegation to Intersolar Europe & introduction to matchmaking	Kira Potowski Advisor Trade & Investment – Energy German Mexican Chamber of Commerce and Industry (AHK Mexiko)
13:30	Closure	Joscha Rosenbusch Principal Advisor GIZ - Large Scale Solar Energy Program Mexico

Break

13:30 – 15:00

B2B Matchmaking

15:00 – 18:00	Individual B2B Matchmaking sessions 20 min slots	Mexican & German Company Representatives
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