



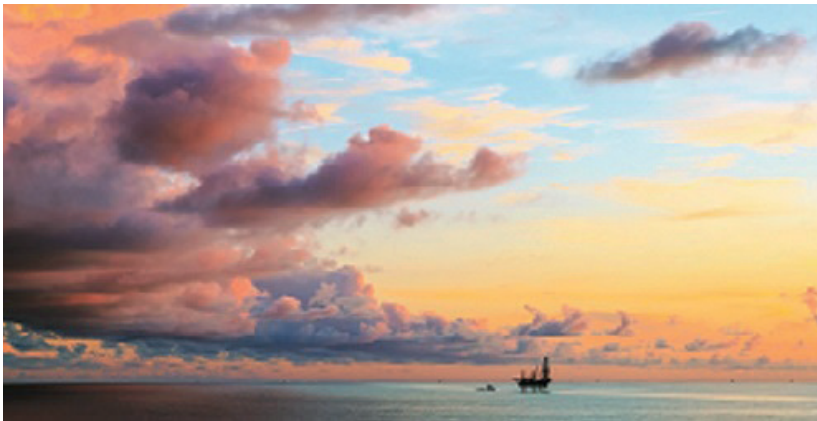
OVERSEAS DELEGATION MEXICO



26 FEBRUARY - 1 MARCH 2018

Oil and gas trade delegation to Mexico

The EIC in partnership with DIT will be undertaking a high level business delegation to Mexico to promote the UK's excellence in the Oil & Gas Sector. Delegates will have the opportunity to attend organised group meetings with key local players, as well as incorporating briefing meetings presented by qualified speakers with in-market experience and the opportunity to meet with local companies.



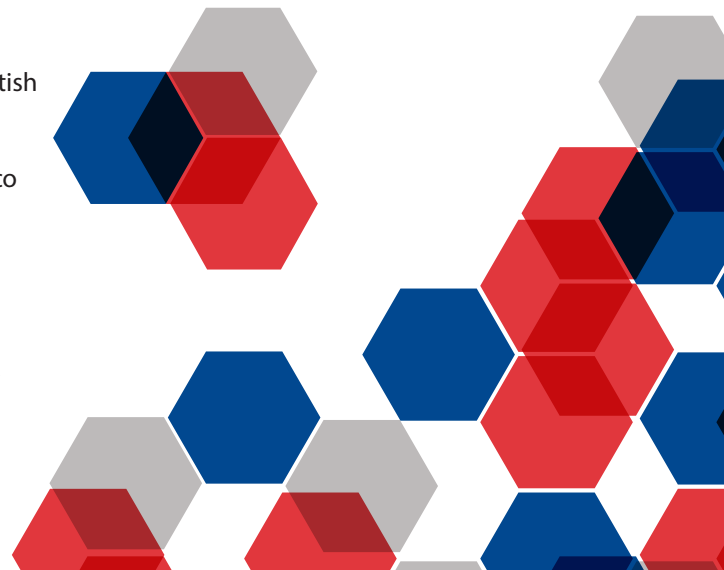
11th world largest producer of oil

8 billion barrels in total proven oil reserves

61bn estimated investment in USD

Benefits of participation

- UK capability focus on 4 areas: integrity management, enhanced oil recovery, front end engineering design and subsea technologies
- Full support from the EIC office in Houston and DIT through the British Embassy in Mexico City and Ciudad del Carmen
- Showcase UK capabilities to the operators and contractors in Mexico
- In-market introduction to potential clients
- Explore opportunities across the value chain in Mexico
- Develop contact with key stakeholders through networking events



In partnership with:



Department for
International Trade



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Why Mexico?

The DIT Mexico Oil and Gas team has identified sectors with an increasing demand for services, goods and technologies which UK companies can supply. This trade mission will include a programme of site visits in Mexico City and Ciudad del Carmen where delegates will have the opportunity to meet with prime contractors involved in key projects in the Gulf of Mexico.

have begun to revolutionise Mexico's energy sector. Currently, international companies can contribute to exploration, production and energy generation efforts across the nation.

Mexico is the 15th largest country in the world. Mexico is home to one of the world's fastest-growing economies and has a burgeoning middle class whose further growth, backed by federal reform, is expected to continue through to 2030. In December 2013, changes were made to Mexico's constitution that





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Draft itinerary

Please note that this is a tentative itinerary, designed to give an idea of the intended format of the visit and the companies the DIT in Mexico will be approaching for meetings.

Please get in touch if you would like more information.

Date	Activity/programme
Mon 26 Feb	Delegates assemble in Mexico City Briefing session with an overview of Mexico's market Meetings in Mexico City
Tues 27 Feb	Meetings in Mexico City Flight to Ciudad del Carmem
Weds 28 Feb	Meetings in Ciudad del Carmen Evening Networking Reception
Thurs 1 Feb	Flight to Mexico City

DO NOT BOOK ANY TRAVEL AND ACCOMODATION
UNTIL THE DELEGATION IS CONFIRMED.



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The visit programme

Local briefings

Once in Mexico, there will be a country briefing to update participants on the economic and political situation and local trading conditions and requirements.

Meetings

Group meetings will be organised by the DIT and the British Embassy in Mexico with assistance from the EIC office in Houston. These will include key players within the industry including representatives from both national and international operators as well as international EPC contractors active in the market. The final programme will be tailored to suit delegates' requirements as closely as possible.

Additional application notes

Participating companies should ensure that the representative on the visit has authority and is competent to discuss the supply of the products or services they wish to sell. In addition they need to be able to meet all the costs of their participation.

Delegate numbers

Total numbers are limited to 20 delegates to ensure group members receive the best value as possible during the visit, however please note we will require a minimum of 10 delegates in order for this visit to go ahead. Please wait until we confirm the delegation will go ahead

and you receive travel information before booking non-refundable flights or hotels.

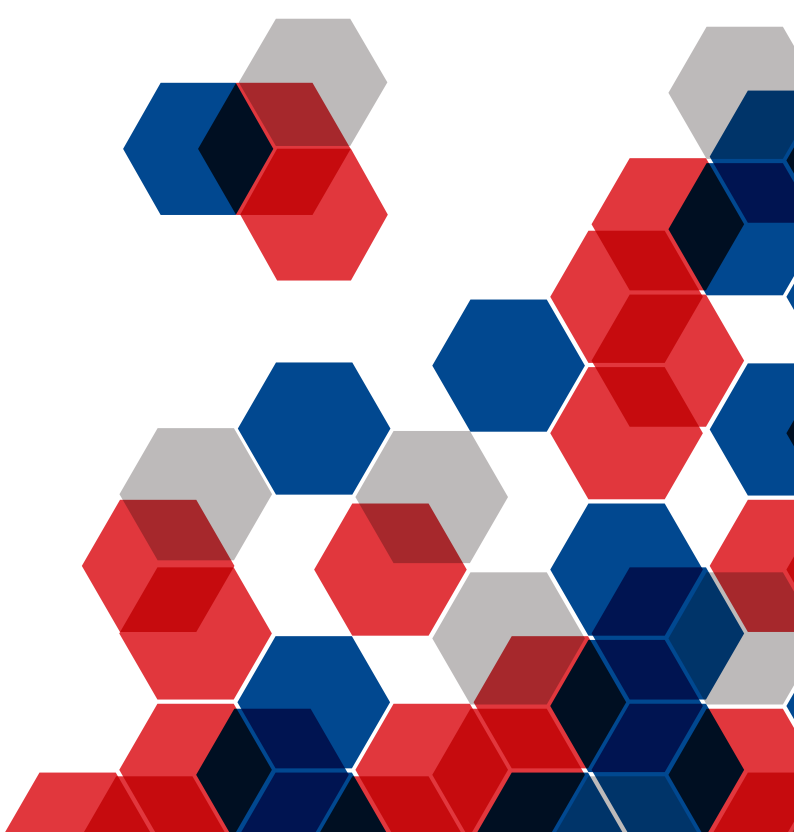
For more information

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Finance

Booking fee

The booking fee is the shared cost incurred on behalf of the group.

The booking fee is £350* (excl. VAT) for members of the EIC, Subsea UK and SDI. The booking fee for non-members is £400* (excl. VAT). Please note that this is highly subsidised by DIT.

Cancellation charges

In the event of cancellation of the delegation for reasons beyond the control of the EIC, all communal costs committed to the date of cancellation will be charged to the companies who would have participated. In the event of cancellation by an individual company, the company's proportion of the communal costs incurred up to the date of cancellation will be charged. The management fee is payable forthwith in any event.

Payment

Travel & Visa Costs: Direct to airline/hotel/Embassy

Booking fee: Payable with application form to the EIC





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Travel

Hotels

We request that you stay at the nominated hotel for logistical reasons; if you would prefer to stay in another hotel it is your responsibility to keep in contact with the delegation manager and join the group at the hotel for transport or at the meeting venues.

The suggested hotel in Mexico City is Sheraton Maria Isabel located in Reforma Avenue 325, Cuauhtemoc, Mexico City 06500.

The suggested hotel in Ciudad del Carmen is Hyatt Place, located in Isla de Tris Avenue 13, Palmira, Ciudad del Carmen 24154.

Please do not book any non-refundable hotel rooms until the Delegation has been confirmed.

Visas

UK passport holders wishing to travel to Mexico do not require a Visa. A valid passport for 6 months is required.

For those holding non British passports please consult your local Mexican Embassy for advice.

Flights

You can currently book a return trip from London to Mexico. Flights are approximately £550 economy return.

You will also need to book an internal flight from Mexico City to Ciudad del Carmen. This will cost approximately £180 economy return.

Companies are advised to travel from Mexico City to Ciudad del Carmen on Tuesday 27 February with Aeromexico (MEX 16:45 - CME 18:25). The return to Mexico city should be on Thursday 1 March (CME 19:10 - MEX 21:05).

Please do not book any non-refundable flights until the Delegation has been confirmed.

Vaccinations

Contact your GP around 8 weeks before your trip to check whether you need any vaccinations or other preventive measures. Country specific information and advice is published by the National Travel Health Network and Centre, and useful information about healthcare abroad, including a country-by-country guide of reciprocal health care agreements with the UK, is available from NHS Choices.

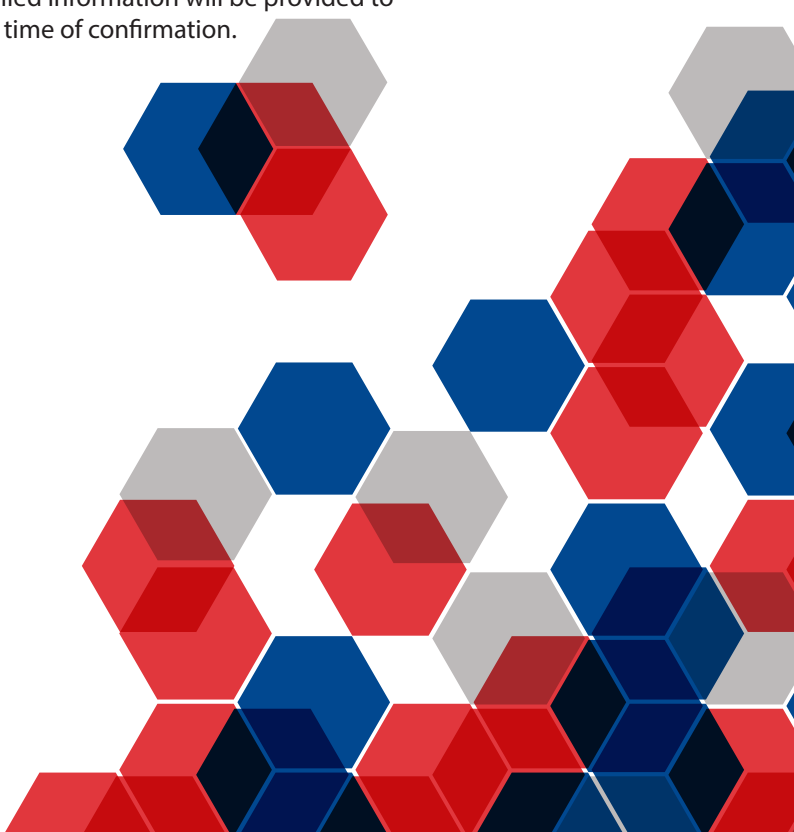
We will advise further information once the delegation is confirmed.

Important

Please note that the EIC will confirm the delegation is going ahead once we have a minimum number of bookings.

Do not book any non-refundable flights before you receive this confirmation. The EIC will give you further details on flights along with booking information for hotels once we can confirm the delegation is going ahead.

More detailed information will be provided to you at the time of confirmation.





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FAQs

I would like to make my own travel arrangements and fly out independently from the group.

This is your decision as delegates come from different cities however we would prefer it if you stayed in the same hotel as the group for logistical reasons. If not, it will be your responsibility to find out about any changes to the itinerary during the visit. If you do make your own flight and accommodation arrangements, please ensure you notify EIC with your details.

Our company is UK-registered but I would like to have someone from our local office participate.

As long as it is the UK-registered company being promoted, we would be delighted to have them in the group.

I would like to have two representatives from our company participating in the trade delegation.

This will only be allowed if the visit is under-subscribed, space is limited to one person per company. However should you wish for more than one delegate to attend please let us know and if there is space available on the closing date for applications we will accommodate your request.

We are new to this market. Why is this trip such a good idea for us?

EIC Overseas Delegations are an ideal way to discover and explore a new market. It is an excellent introduction, enabling you to gain from the experience of others in the group while in a supportive environment. The visit will give you a good grounding, introducing you

to key people in the market, an opportunity to gain an understanding of the business culture whilst meeting valuable contacts that can be followed up on subsequent visits.

We already have substantial experience in these markets. Why is this trip such a good idea for us?

EIC Overseas Delegations are an ideal way to strengthen existing business relationships as well as establish high level contacts with some of the key players in the oil and gas sector.

We only wish to participate in some of the meetings, is this possible?

Delegates are expected to participate in all meetings with the group. We find that it reflects badly on the rest of the group if delegates dip in and out of meetings as all of you are listed in a brochure and the meetings have been confirmed based on the whole group attending.

APPLICATION PROCEDURE

Since places will be awarded on a first come, first served basis in order of receiving signed application forms, please complete the EIC application form and fax or email to Lucia. durante@the-eic.com at the EIC as soon as possible, followed by a cheque for the management fee and communal charge.

PLEASE NOTE: We will require a questionnaire to be completed by each delegate upon return.

**DEADLINE FOR ALL APPLICATIONS
12 FEBRUARY 2018**

APPLICATION FORM

MEXICO

26 FEB - 1 MARCH 2018

Deadline for all applications

12 FEBRUARY 2018

Please return your form to lucia.durante@the-eic.com as soon as possible

- a) I wish to participate in the trade delegation and will pay the appropriate contribution towards communal costs.
- b) I understand the terms and conditions of participation and accept the cancellation terms.
- c) I enclose/will forward a cheque covering i) & ii) below for £_____ made payable to Energy Industries Council. (Alternatively you can pay by bank transfer or credit card – Nat West plc – Sterling Account: 05501288; Sort Code: 60-15-33)
- i) the booking fee of £350 (excl. VAT) for members of the EIC, Subsea UK and SDI
- ii) the booking fee of £400 (excl. VAT) for non-members of the EIC, Subsea UK and SDI

If you wish to book by credit card, please supply details below. Upon transaction confirmation, EIC will send you a receipt.

Card number: _____ Card type: _____
Start date: _____ Expiry date: _____
Name on card: _____ Signature: _____

- d) Is your business a “potential or developing exporter”? Yes / No
(Has it exported less than 25% of turnover during the last 12 months?)
- e) Is your business “new to market”? Yes / No
(Has it exported to Brazil in within the last 12 months?)
- f) I agree to complete the post event questionnaire

Application forms without UK registered company details will not be accepted.

Contact name: _____ Position: _____
UK Company name: _____ Company reg no: _____
UK Address: _____
Direct line: _____ Switchboard: _____
Mobile: _____ Email: _____
Website: _____

Signature: _____

Name (in caps): _____ Date: _____

The Customer warrants that the person submitting the Booking Form is fully authorised to enter into the Contract on behalf of the Customer.

Please note that your application covers only the company or business declared above unless you have our consent in writing. We reserve the right to ask for proof of the eligibility of your company or business and the credentials of your representative as a condition of attendance on the delegation. Representation or promotion of any company or business not named in the application or otherwise having our written consent may result in your exclusion from the delegation without any right to a refund.