



ARGENTINA-TEXAS CHAMBER OF COMMERCE

2018

Annual Report

ATCC
Business Relationships in Action



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PRESIDENT'S MESSAGE

Dear Members, Partners and Friends,

It is hard to believe that it is now April 2019 and we are approaching the end of the third year since the founding of the Argentina Texas Chamber of Commerce ("ATCC"). At the end of this month, I will hand over the position of President to the incoming President, Victoria Balaban. Victoria is a founding member and has been a vital and active supporter of the ATCC. She has already started organizing and planning activities for 2019-2020. We also have new members joining the Board and Advisory Committee who I am sure will make this coming year the most successful ever.

I want to thank the Board for selecting me to serve as President for the 2018-2019 year. It has been an honor to preside over this fantastic organization and see its continued growth. This is an amazing institution with smart and entrepreneurial individuals from whom not only have I learned a lot, but I have had fun doing so. It has been one of the most rewarding endeavors I have had the opportunity to undertake. I am looking forward to continuing collaborating as a Board Member and past President.

While wrapping up another successful year for the ATCC, I would like to take this opportunity to commend you all on a job well done and to mention just a few of our achievements. On May 24, 2019, we celebrated our 2nd Anniversary by hosting a cocktail party, which was attended by approximately 200 members of the Texas community, including the Mayor of Houston, Mr. Sylvester Turner, and the Consul General of Argentina in Houston, the Honorable Gabriel Volpi. During that event, we gave an award to Mayor Sylvester Turner and Consul General Gabriel Volpi, in recognition of their contribution to Texas-Argentina economies and culture. The ATCC also actively supported the City of Houston, the Houston Greater Partnership and AmCham during the City of Houston's commercial mission to the City of Buenos Aires. We organized successful networking gatherings with other chambers in the City of Houston, including a very well attended networking event for the 2018 OTC. In 2018, we launched two new Chapters: The North Texas Chapter in Dallas-Fort Worth and the Buenos Aires Chapter. Both of these Chapters have held various meetings and reunions and are actively pursuing new activities and members. We collaborated with the Argentine Secretariat of Energy and Consulate in Houston in the Argentina Vaca Muerta Road Show in the City of Houston in November 2018. Our Patagonian Chapter successfully organized an event of "Internationalization of the Value Chain" in Neuquén and has actively collaborated with events for the Neuquén Province, the US Embassy in Argentina, and the US Government.

I would like to close out the year by thanking each member of the Executive Committee, the Board, Advisory Committee, and Patagonian Chapter, for their tireless efforts. Without the efforts of each of you the ATCC would not have been able to successfully complete its third year in operation, much less accomplish all that it has done. I am proud to be a part of this organization and to see all the active collaboration from each member of this organization.

Sincerely,

Roberto Aguirre Luzi

- President



MISSION

Vision

Being a key effective partner to build a vibrant and prosperous business relationship between the State of Texas and the Republic of Argentina.

Mission

The Argentina Texas Chamber of Commerce was founded as an organization with the main purpose of serving, facilitating and promoting investing, economic, educational, networking and trading opportunities between the State of Texas and the Republic of Argentina by acting as a catalyst for an innovative, successful and productive business environment and partnership.

Objectives

- (1) promoting trade and investment between the State of Texas and the Republic of Argentina and the common economic interests of all Texas and Argentina commercial enterprises;
- (2) promoting cooperation and connections between the business communities of the State of Texas and the Republic of Argentina;
- (3) promoting the development of commercial, economic, cultural and social ties between the State of Texas and the Republic of Argentina;
- (4) assisting Texas and Argentine commercial enterprises establish and grow their businesses in the Republic of Argentina and the State of Texas, respectively;
- (5) providing Texas and Argentine commercial enterprises access to market research identifying potential business opportunities, leads, partners and contacts;
- (6) providing a forum for the exchange of cultural, commercial, educational, economic and technical information about State of Texas and the Republic of Argentina;
- (7) supporting Texas and Argentine communities through collaboration with recognized charitable institutions and programs



BOARD OF DIRECTORS 2018/9

Board of Directors

President

Aguirre Luzi, Roberto (King & Spalding)

President Elect

Balaban, Victoria (Bridging Value)

Past President

Bosio, Ariel

V. President

Nunez, Eduardo (Third Wave Digital)

Treasurer

Mary, Oscar (RCBM)

Secretary

Sanchez, Esteban (King & Spalding)

Directors

Arena, Pablo (Techint)

Braga, Juan Marcos

Ferrante, Pablo (Mayer-Brown)

Hasperue, Mariano

Juranovic, Alejandro (JA Development)

Liberati, Giuseppe (Bridging Value)

Lopez, Cristian

Nieto, Marc

Ruegg, Juan

Advisory Board

Volpi, Gabriel (General Consul of Argentina)

Cerana, Miguel (Casa Argentina Houston)

Bober, Laura - MD Anderson

Borgarello, Sebastian

Cerne, Christian (Thru Tubing)

Cypher, John (Greater Houston Partnership)

Fucello, Luciano

Gioffre, Marcelo Alejandro (Pan American Energy)

Kapusta, Sergio (Rice University)

Rotea, Mario (UT Dallas)

Vitale, Roberto (Asteras)



COMMISSIONS & CHAPTERS

Energy and Engineering Commission

Arena, Pablo - Leader (Techint)
Bosio, Ariel
Vitale, Roberto (Asteras)
Vocal, Mabel
Cáceres, Enrique Tomás
Castro, Gustavo (Tesis)
Herrera, Agustin (Tesis)
Borgarello, Sebastian
Cerne, Christian (Thru Tubing)
Agredo, Andres
Alarcon, Carlos (ifsolutions)
Braga, Juan Marcos

Committee – Retail

Lopez, Christian – Leader
Nieto, Marc

Committee – Technology and Aerospace

Giuseppe Liberati - Leader
Andres Agredo

Committee – Business Services

Mary, Oscar (RCBM)
Galer, Diego (Galer Law Firm)

Dallas Chapter - Representatives

Mary, Oscar (RCBM)

Patagonic Chapter - Representatives

Hasperue, Mariano
Carnicero, Ignacio

Buenos Aires Chapter - Representative

Condoleo, Roberto (RCBM)
Lanardonne, Tomas (MHR Abogados)
Rueda, Pablo (MHR Abogados)



2018 HIGHLIGHTS

Events

Networking Event - Houston - April

In april de ATCC organized along with the Colombia Texas Chamber of Commerce a Networking Event. The event hold more than 50 attendees from both entities, a great opportunity for people to meangle and foster their businesses.



North Texas Chapter Launch – Dallas - April

ATCC launched its North Texas Chapter to reach the greater DFW communities. At the event within others, Gabriel Volpi (Argentina General Consul), Jessica Gordon (US Commercial Service); Lawrence Howorth (District Export Council) and Mike Rosa (Dallas Regional Chamber) participated actively.





Pre-OTC Cocktail – Houston - May

The Pre-OTC Cocktail Event was co-organized with the Brazil-Texas Chamber of Commerce, the Colombia-Texas Chamber of Commerce, the Canada Texas Chamber of Commerce the Mexico Chamber of Commerce at the Double Tree of Greenway Plaza. +100 attendees such as businesspeople, officers, partners and media enjoyed drinks and Hors D'oeuvre while building commercial relationships. In this edition the ATCC added booth for companies that wanted to promote their businesses during the event.



Seminar OTC Week - May

Around the OTC, the ATCC organized the “US Oil and Gas Business Seminar” to provide a first-hand insight of: “Government Affairs, Regulations and Challenges” by Texas Railroad Commission; “Business Partnership” integrated by the panel: Eduardo Nunez, Christian Cerne and Roberto Vitale; “Unconventional Oil and Gas Business: What is next?” by Sebastian Borgarello and lastly; “Houston Energy Capital of the World” by John Cypher.

Schlumberger Data Technology Center Visit- May

Around the OTC, the ATCC organized a visit to the Data Technology Center of Schlumberger, where the following topics were discussed: “Integrated Solutions for Unconventional Reservoir”, “Digital Transformation for E&P”, “Drilling Operations and Rig of the Future”.



ATCC 2nd Anniversary Celebration – Houston - May



On May 24th 2018 the ATCC celebrated its 2nd Anniversary organizing a cocktail. The event was attended by more than 200 members of the Texas community including the mayor of Houston, Sylvester Turner and Consul General of Argentina in Houston, Gabriel Volpi.

Mayor Mr Turner Visits Buenos Aires Argentina - July

ATCC actively supported the City of Houston, HGP and AmCham organizing the mayor's visit to Bs As as well as the business rounds held during Mr. Turner's visit with local businesses.





Buenos Aires Chapter Launch – Buenos Aires - July



First meeting from the Buenos Aires Chapter!

Thanks to Andrea Albano Robles, Nadia Venticinque, Marcelo Lamesa, Mariana Guzian, Gabriel Riveiro, Oscar Eduardo Mary, CPA (Arg), Francisco Cascante, Tomas Lanardonne and Pablo Rueda

Networking Event – Houston – September



The ATCC is business relationships in action. We understand that our members should extend their networks leveraged on our network. Following that goal, happy hours were organized with the Camara de Empresarios Latinos at Karbach .



"Internationalization of the value chain" Seminar - Neuquen - October



We share the success of the Oil and Gas Business Seminar

"Internationalization of the value chain" carried out by the Patagónico chapter of the Argentina-Texas Chamber of Commerce with more than 70 attendees.

The event explained how to integrate the value chain of companies and industry with the United States through the internationalization of operations, international trade and strategic partnerships seeking to gain competitiveness and new markets.

Argentina Vaca Muerta Roadshow – Houston/New Orleans - November



ATCC actively collaborated with the Secretary of Energy and Argentina Consulate in Houston, inviting American and Argentina mid-side oilfield services and equipment companies to explore business partnerships and value chain integration in the business round - Vaca Muerta. Ariel Bosio gave an overview of the US Shale industry current situation and Vaca Muerta opportunities, highlighting synergies to transfer US success to this promising play as technology, knowledge, services, and materials.



End of the Year Cocktail - Neuquen - December



The Patagonia Chapter celebrated as well its End of the Year Cocktail at Herradura Hotel Suites. More than 25 attendees participated the event and share ideas and goals for 2019.

The Members appreciation end of the year cocktail party – Houston - December

Houston organized its End of the Year Cocktail at the Marriott Hotel. Members, Directors and Partners enjoyed drinks and Hors D'oeuvre to celebrate this great year and comradeship.





Strategic Alliances

This year, ATCC continued working with the following institutions perusing the chamber's goals for its members.

 EMBAJADA DE LOS ESTADOS UNIDOS EN ARGENTINA	 Consulado Argentino en Houston	 Ministerio de Energía y Minería
	 GOBIERNO DE LA PROVINCIA DEL NEUQUÉN	 Secretaría de Gobierno de Energía Ministerio de Hacienda Presidencia de la Nación
 U.S. COMMERCIAL SERVICE United States of America Department of Commerce	 Agencia Argentina de Inversiones y Comercio Internacional	
 TEXAS OIL & GAS ASSOCIATION SINCE 1919	 RICE Unconventional Wisdom	



We continued collaborating with the following institutions fostering business opportunities for all members:

 GREATER HOUSTON PARTNERSHIP	 AmCham Argentina	 <small>United States Mexico Chamber of Commerce Cámara de Comercio México - Estados Unidos Houston - The Woodlands - Gulf Coast</small>
 ITALY-AMERICA <small>Chamber of Commerce of Texas</small>	 Brazil-Texas Chamber of Commerce	
 The Colombia Texas <small>Chamber of Commerce</small>		 CAPIPE <small>CAMARA ARGENTINA DE PROVEEDORES DE LA INDUSTRIA PETRO-ENERGETICA</small>
 CENTRO PYME ADENEU <small>AGENCIA DE DESARROLLO ECONOMICO DEL NEUQUEN</small>	 CELH <small>CÁMARA DE EMPRESARIOS LATINOS DE HOUSTON</small>	 CArAE
CEPH <small>Cámara De Empresas Productoras De Hidrocarburos</small>	 CIMA <small>CAMARA INDUSTRIAL DE PUERTO MADRYN</small>	 DEC <small>NATIONAL ASSOCIATION OF DISTRICT EXPORT COUNCILS Working for America's Exporters™</small>
 GAPP <small>GRUPO ARGENTINO DE PROVEEDORES PETROLEROS</small>	 The Pacific Alliance	 PROMENDOZA ARGENTINA
 POLO TECNOLÓGICO ROSARIO		



Corporate Sponsors

ATCC had the support of renowned institutions, thanks to them the chamber is able to pursue its vision and mission.

CORPORATE MEMBERS		
SILVER		
		
BRONZE		
		
		
		



2019 MAIN INITIATIVES

- Increase Members count by 25% and membership revenue by 50%.
- Continue implementing Strategic Collaboration Agreements with key Texan and Argentine Organizations.
- Events
 - Happy Hours (Bi-monthly) co-organized with other entities.
 - South by Southwest (SxSW) – Austin, March 2019.
 - Offshore Technology Conference (OTC) - Houston, May 2019.
 - Petrochemical Supply Chain & Logistics 2019– Galveston, May 2019.
 - Argentina Oil and Gas Expo Patagonia (AOG) – Neuquén, October 2019.
 - Argentina Renewable Energy Conference (AIREC) – Buenos Aires, October 2019.
 - Petrochemical Supply and Logistics Conference – Houston, December 2019.
 - Spacecom – Houston, December 2019.
 - Members appreciation end of the year Cocktail – Houston, December 2019.
- Continue expanding the Members benefits and services.
- Foster and consolidate Business Sector Committees: Real Estate, Energy and Engineering, Technology, Retail and Business Services; and Patagonia and Dallas Chapters. Identify prospective representatives in Austin and Buenos Aires.