



ARGENTINA-TEXAS CHAMBER OF COMMERCE

2017 Annual Report



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President's Message

Dear Members, Partners and Friends,

I am glad to say THANK YOU ALL for the tremendous support, participation and contribution to our continuous growth and expansion. Last year the chamber was established, but this 2017 has been the turning point to unlock the value. All of you helped to transform the chamber's potential into business opportunities for our members and strengthen the ties between Argentina and Texas.



As you know, a chamber of commerce is the value delivered to members and its business community. The ATCC's activity has been intense and diverse, both in Argentina and Texas, we organized or participated in trainings, missions, conferences and expos; and we have successfully built a greater and stronger organization.

The ATCC has reached 60 members last month but what is most important is their generously active involvement bringing resources, new members, ideas, relationships into our boards, chapters, committees and activities. Also, a larger and stronger board of directors and advisory board were nominated and elected in April, what constituted a key institutional milestone.

Our network was expanded to +50 business, educational and governmental organizations in both countries. Among others, we have closely collaborated with the Small Business Administration (SBA), AMCHAM, Argentina Consulate in Houston, Agencia Nacional de Inversiones, Gobierno de Neuquén and the University of Houston.

Our regional/business sector footprint keep growing. In Dallas, we started to develop relationships with the local business community. In Argentina, we successfully launched the Patagonia Chapter having the presence of the Federal, Provincial and Municipal Governments, as well as the support of the media and business people. Recently, we initiated the Business Services Committee to integrate and leverage our member capabilities to support business internationalization and operations.

Commercially, the ATCC had presence, and significant discounts, free tickets and/or booths available for its members in the following conferences in Argentina and USA in multiple Business Sectors: CGC World LNG & Gas Series, PETCHEM –DECM conference, Supply and Logistics Conference – Petchem, SPACECOM, Argentina Oil and Gas Expo, Argentina's Leading Renewable Energy Congress and TIE-Houston Commercial Real Estate Seminar, among others.

Additionally, we supported the Argentina's OTC and the AMCHAM Non-Conventional O&G training missions, co-organized multiple networking events with other Bi-national Chambers to take advantages of Houston as a global business hub, and held member-only one-to-one business meetings with Large Corporations such as Exxon Mobil. Also, we set up several webinars on how to do business in USA, all of which were well attended by multiples Argentine organizations, highlighting Texas as the smartest gateway to the Americas.

The 2018 binational relationship looks promising. At the same time that Texas is recovering as O&G prices are rebounding and other sectors continue growing, Argentina's reforms are setting a friendlier framework for investments and trade. The commercial ties between Texas and Argentina grow every year through a deeper integration.

The ATCC will continue listening to its members, partners and stakeholders to identify and deliver the best value in our way to follow our vision of being recognized as a key effective player and develop a healthy and prestigious organization. The ATCC is business relationships in action. Therefore, I invite you all to leverage your organization and capabilities on the ATCC and take advantages of the multiple opportunities through your active participation.

Celebrating our 2017, I wish you all much success and prosperity in 2018.

Sincerely,

Ariel Bosio - 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 State of Texas and the Republic of Argentina, 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; and



2017-8 BOARD

Board of Directors

President

Bosio, Ariel

President Elect

Aguirre Luzi, Roberto (King & Spalding)

V. President of Ops

Balaban, Victoria (Bridging Value)

Treasurer

Mary, Oscar (RCBM)

Secretary

Sanchez, Esteban (King & Spalding)

Directors

Arena, Pablo (Techint)

Juranovic, Alejandro (JA Development)

Borgarello, Sebastian

Braga, Juan Marcos

Nieto, Marc

Ferrante, Pablo (Mayer-Brown)

Liberati, Giuseppe (Bridging Value)

Lopez, Cristian

Blum, Tamara (TISA Software)

Advisory Board

Volpi, Gabriel (General Consul of Argentina)

Cerana, Miguel (Casa Argentina Houston)

Dominguez, Daniel

Vitale, Roberto – Asteras

Nunez, Eduardo

Patagonic Chapter - Representatives

Lanardonne, Tomas (PAGBAM)

Hasperue, Mariano

Carnicero, Ignacio

Dallas Chapter - Representatives

Mary, Oscar (RCBM)

Committee - Energy and Engineering

Arena, Pablo - Leader (Techint)

Mompo, Hernan (Techint)

Bosio, Ariel

Vitale, Roberto (Asteras)

Vocal, Mabel

Hitters, Guillermo (IAPG Houston)

Cáceres, Enrique Tomás

Castro, Gustavo (Tesis)

Herrera, Agustin (Tesis)

Cerana, Miguel

Borgarello, Sebastian

Cerne, Christian (Thru Tubing)

Agredo, Andres

Alarcon, Carlos (ifsolutions)

Braga, Juan Marcos

Sztern, Ariel (Tisa Software)

Committee – Real Estate

Juranovic, Alejandro Leader (JA Development)

Haiek, Alejandro

Allub, Rodrigo

Mariani, Solange

Bosio, Ariel

Committee – Technology and Aerospace

Giuseppe Liberati - Leader

Andres Agredo

Committee – Retail

Lopez, Christian – Leader

Nieto, Marc

Committee – Business Services

Mary, Oscar (RCBM)

Galer, Diego (Galer Law Firm)



2017 HIGHLIGHTS

As soon as the Chamber was born, a set of strategies and initiatives were defined and implemented to quickly get on the spotlight, such as: Networking events organization; Conferences and Commercial Fairs support; Collaboration Agreements with important national, state and local Agencies, and other Chambers of Commerce; and relationship building with officials and business key players. Thanks to all these actions, the ATCC and its members got access to a larger markets, networks and business opportunities.

Events

Argentina's Mission Offshore Technology Conference – Houston - May

The Offshore Technology Conference is well-known worldwide as the premier expo for the Oil and Gas industry. The ATCC leveraged its extensive network to support the Argentina's Mission to the Expo.



The **Pre-OTC Cocktail Event** was co-organized with the Brazil-Texas Chamber of Commerce and the Colombia-Texas Chamber of Commerce at the Double Tree of Galleria. +100 attendees such as businesspeople, officers, partners and media enjoyed drinks and Hors D'oeuvre while building commercial relationships.

In addition, the ATCC organized the **"US Oil and Gas Business Seminar"** to provide a first-hand insight on US O&G business practices and an introduction on how to do business in US. through distinguished speakers from WoodMac, the US Small Business Administration, Bridging Value and Galer Law Firm.

Attendees celebrated and recognized the value of these events to take advantage of the conference and make more profitable the mission.





Amcham's Mission "Non-Conventional Oil and Gas in US Training" – Houston - June

The American Chamber of Commerce of Argentina organized with the Argentine Oil and Gas Institute IAPG the 4th mission to Houston and Washington, USA to train Argentine key officers, businesspeople and Unions on US Oil and Gas best practices.

The ATCC has the opportunity to collaborate by delivering the **Seminar "US Oil and Gas Overview: Business Opportunities to develop Vaca Muerta"**.



In addition, **Amcham held a private dinner with ATCC** board of directors where its delegation could know more about the ATCC mission and vision, the importance of Texas as economy and business partner, and how to collaborate together to create value for both countries and their organizations.

Downstream Engineering, Construction & Maintenance Conference – Louisiana - June

Members of the Energy and Engineering committee of the ATCC attended "Downstream Engineering, Construction & Maintenance" conferences -2017 edition – held in New Orleans during the month of June. Organized by Petrochemical Update and with 150+ speakers, 100+ booths and 1000+ attendees, DECM is one of the world's biggest conference & exhibition dedicated to the Downstream Engineering & Construction industry.





One-on-One Business Meeting with Large Corporations – Exxon Mobil - July

Members of the Energy and Engineering committee of the ATCC attended business meeting at Exxon Mobil Campus – The Woodlands, where they learned about Exxon’s business plans and supplier and contract management while they had the opportunity to pitch and market their business solutions. Follow up meeting were held to get deeper into business opportunities.



ATCC launched its Patagonia Chapter – Neuquen - August

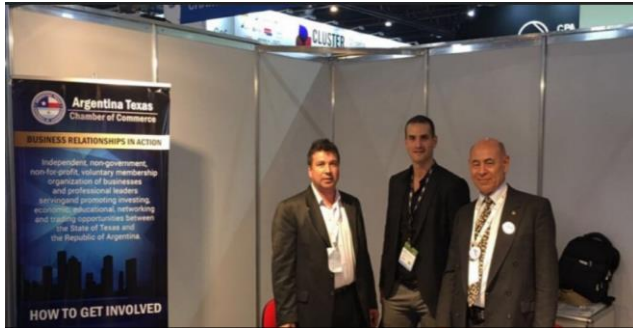
The ATCC launched the Patagonia Chapter with headquarters in the city of Neuquén. It was an important milestone to expand our network and business relationships, and continue improving the integration with the region.



In the Pyme-Adeneu auditorium, more than 100 attendees (federal, provincial and local officers and business executives) participated in the event where our representatives explained the opportunities and synergies between these two economies. The event had an extensive media coverage in the region.



Argentina Oil and Gas Expo – Buenos Aires - September



Thanks to the collaboration with the IAPG Argentina, the ATCC had a great participation in the Argentina Oil and Gas Expo promoting business opportunities between Argentina and Texas in the Energy sector. 10 ATCC members marketed its businesses in our own booth and built relationship with Argentina's key oil and gas players in the largest industry expo in the country.

Training on How to do business in USA – Webinars – May-Oct

The ATCC developed and implemented the training 'Doing Business in USA' as an introductory overview to showcase Texas as the smartest Gateway to the Americas and provide the key high level concepts for business internationalization in US. The webinars were delivered to the Grupo de Trabajo de Comercio Exterior y Procesos de Integración Económica (del Consejo Profesional de Ciencias Económicas de la Provincia de Santa Fe – Cámara II) and The Polo Tecnológico Rosario, an international technology innovation and scientific development Center supported by 100 companies. Rosario is 2nd largest regional economy of Argentina.



Networking Events with other Chambers – Mar – Oct



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 Indo American Chamber of Commerce and the Italy-America Chamber of Commerce.



Argentina-Texas Chamber of Commerce

www.argentinatexaschamber.org

info@argentinatexaschamber.org

TIE Real Estate Event – Houston - October



Members of the Real Estate committee of the ATCC attended this great Commercial Real Estate Panel to know more about Houston market current situation and develop a strategic relationship with TIE, one of the largest Entrepreneurs network in USA. The real estate committee had 5 meeting in 2017 to strategize its development and growth.

Engineering & Energy Committee end of year meeting – Houston - November



Members of the Engineering & Energy Committee gathered at Maggiano's to celebrate an intense year of events and growth in friendship and synergies. The committee had 8 meetings during the 2017 to design and manage its participation in multiple events and initiatives.

ATCC renewed the agreement with SpaceCom Expo – Houston - December



The Technology and Aerospace Committee renewed the agreement with SpaceCom Expo to provide multiple benefits to ATCC members and Argentine visitors. +2000 attendees from 31 countries confirmed this expo as one of the more influential for the industry worldwide.



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

The first ever Members appreciation end of the year cocktail party was celebrated at the Backstreet café in Houston. Members, Directors and Partners enjoyed drinks and Hors D'oeuvre to celebrate this great year and comradeship.





Strategic Alliances

This year, Promendoza (The Investment and Trade Agency of Province of Mendoza), the District Export Council of North Texas, the Camara de Empresarios Latinos and the University of Houston have formally signed collaboration agreements with our camber.



In addition, we closely collaborated and/or developed relationships with the following key organizations:





2018 MAIN INITIATIVES

- Increase Members count by 50% 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 2018.
 - CWC World LNG & Gas Series – Houston, March 2018.
 - Offshore Technology Conference (OTC) - Houston, May 2018.
 - Petrochemical Supply Chain & Logistics 2017– Galveston, May 2018.
 - Argentina Oil and Gas Expo Patagonia (AOG) – Neuquén, October 2018.
 - Argentina Renewable Energy Conference (AIREC) – Buenos Aires, October 2018.
 - Petrochemical Supply and Logistics Conference – Houston, December 2018.
 - Spacecom – Houston, December 2018.
 - Members appreciation end of the year Cocktail – Houston, December 2018.
- Develop Training and counseling Program “Business Internationalization”
- 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.