

Contacts



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International Business Centre (IBC)

What is the IBC?

The IBC is an area within PwC Mexico, composed by foreigners that support the Firm through prospection, support and management of services with companies from their home countries, being:

- Companies already located in Mexico;
- Companies with ongoing plans to start operating in Mexico;
- Companies with future plans of internationalization;

We also position ourselves as a player in the business communities in Mexico with

- Institutions that represent the country, such as Embassy and Chamber;
- Institutions that promote a country and business opportunities abroad;

With that in mind, the IBC is a communication & operational channel focused in the efficiency of working with stakeholders of the PwC businesses, in order to foster and support investments and relationships through aggregated value.



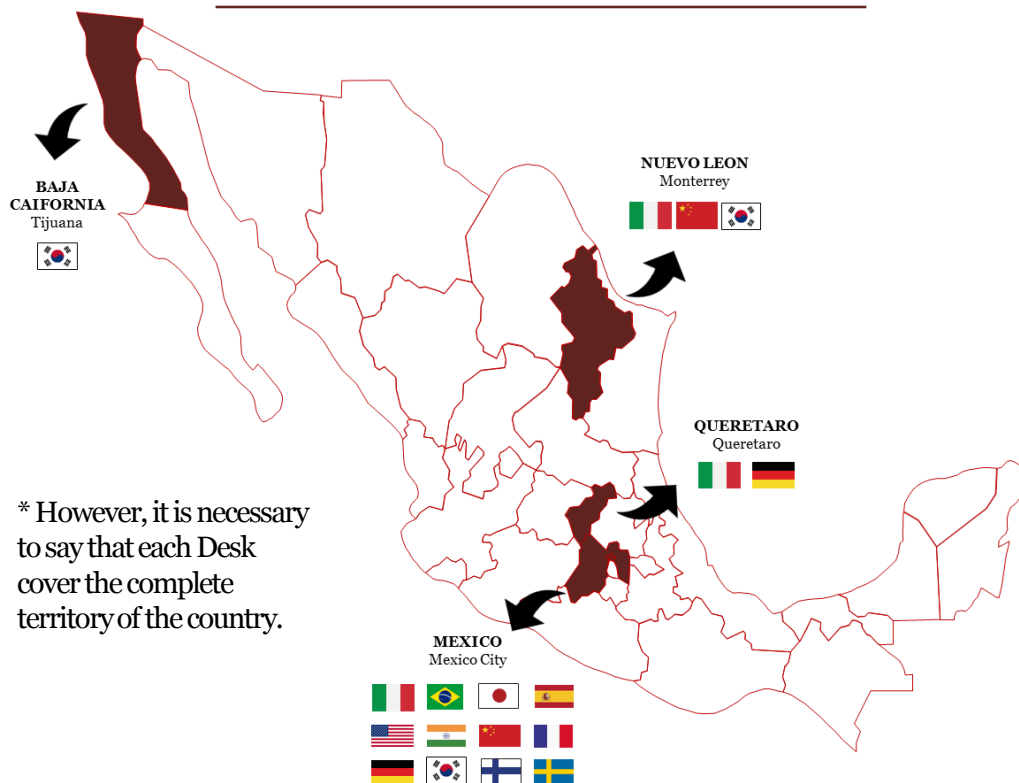
International Business Centre – Composition

The IBC team is composed by “Desks”. Each Desk is formed by a person or a group from a certain country or group of countries. With this segmentation, each Desk is responsible to develop activities of enhancing relationships with institutions and selling to companies from the specific countries that each cover

Overall, the IBC team have more than 30 members, targeting potential opportunities of growth for PwC Mexico within several foreign communities. The following are the current operating Desks.



Map of Mexico per allocation of IBC Desks

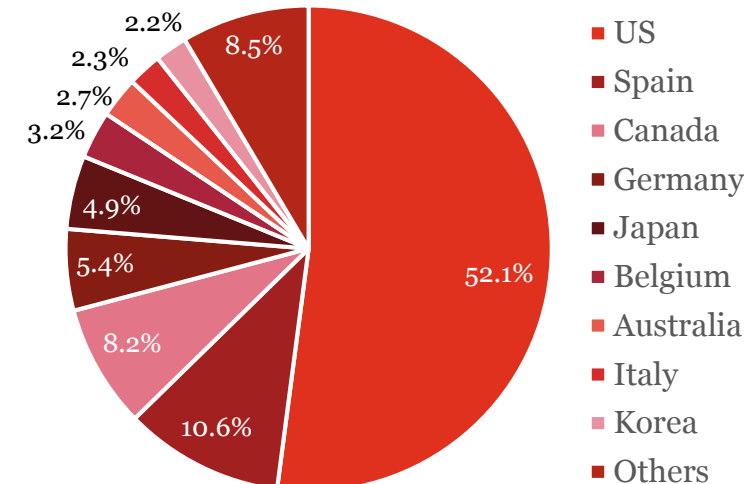


* However, it is necessary to say that each Desk cover the complete territory of the country.

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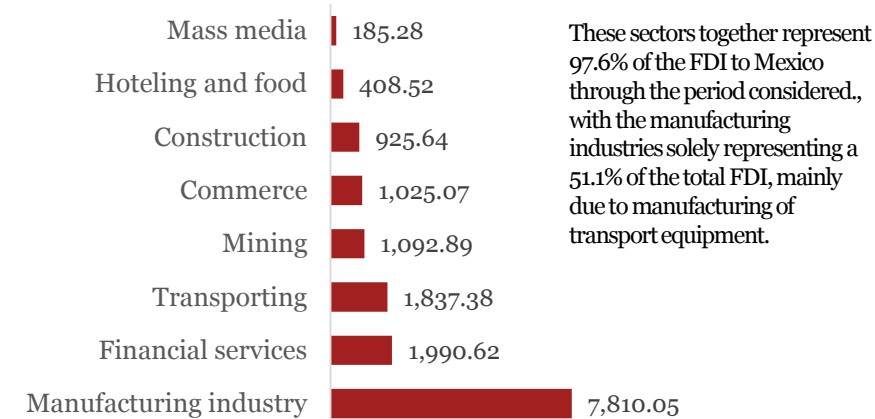
Information of Foreign Market in Mexico

FDI per country – 1st half of 2017

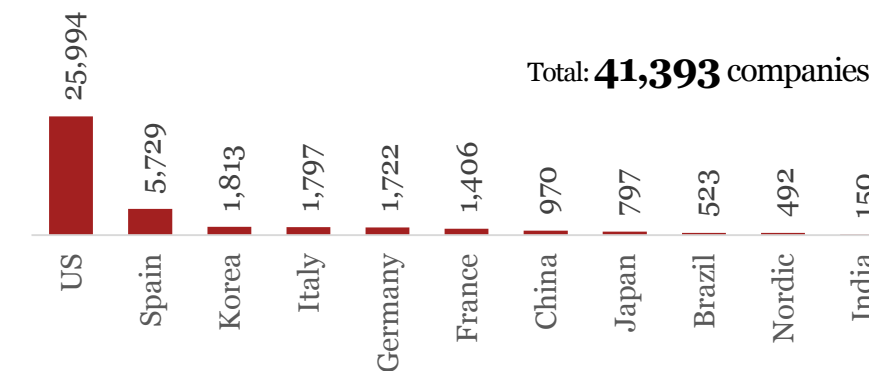


Not by casualty, most of the Desks that structure the IBC are associated to countries that are among the top 10 of investors for Mexico through the first half of 2017. While that the top 18 of investors through the mentioned period also include France (12th), Brazil (14th) and India (18th).

Main Sectors per FDI (million USD) – 1st half of 2017



Foreign companies – Countries covered by IBC (August 2017)



This analysis integrates all companies that are registered in the Mexican National Registry of Foreign Investment (RNIE, in its acronym in Spanish). However, the IBC also support companies without any capital yet in Mexico and therefore not counted on the numbers above.

International Business Centre - Team

German Business Group Team Overview



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+52 (55) 5263 6000 Ext. 6621

Florian Krainer:
Manager, Desk Leader

Lucas Kehl
Business Developer

David Kroeger
Business Developer

Strategy: Applying a high quality standard in service delivery, with stronger collaboration with strategic partners (ProMéxico, PwC Germany).

US Practice Team Overview



joshua.levy@mx.pwc.com
+52 (55) 5263 6000 Ext. 6320

Joshua Levy:
Business Developer, Desk Leader

Alena Alaimo:
Business Developer

Strategy: Communication channel for Mexico-US with lead development; presentations in events; key account driving; x-LoS; Big Bets.

Desk Spain Team Overview



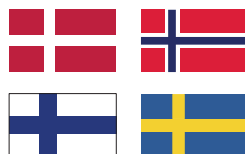
manuel.magraner@mx.pwc.com
+52 (55) 5263 6000 Ext. 7222

Manuel Magraner:
Business Developer, Desk Leader

Mateo Cortes:
Business Developer

Strategy: Develop and specialize the Desk Spain team to cover the main industries with Spanish investment. Deliver content through a publication about Mexico-Spain.

Nordic Business Group Team Overview



tuuli.kassari@mx.pwc.com
+52 (55) 5263 6000 ext. 6676

Tuuli Kassari:
Business Developer, Desk Leader

Strategy: Be an expressive part of the NBG Network, with representation in main Nordic events and contacts to integrate opportunities for Nordic countries representatives in Mexico.

Japanese Business Network Team Overview



ejima.k.kazuhiro@mx.pwc.com
+52 (55) 5263 8987

Kazuhiro Ejima:
Director, Desk Leader

Eri Yamamoto:
Manager

Ai Hasegawa:
Business Developer

Yuka Mori:
Business Developer

Strategy: Develop a great relationship with companies mainly in automotive, energy, finance and health sectors, through knowledge sharing and continuous support, connecting PwC Mexico and PwC Japan.

Italian Desk Team Overview



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Vito Cimmarusti:
Manager, Desk Leader

Lodovico Marzotto: Manager

Francesco Marinone: Business Developer

Matteo Palmieri: Business Developer

Chiara Arduini: Business Developer

Elisa Bai: Business Developer

Letizia Locapo: Business Developer

Piervito Tria: Business Developer

Strategy: Position as a main player within the "Italian System" in Mexico, together with Embassy, Chamber and Trade Commission.

Desk Brazil Team Overview



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João Goulart:
Business Developer, Desk Leader

Ana Abreu:
Business Developer

Allan Souza:
Market Analyst

Strategy: Be a focus point to gain trust and market share within the Brazilian market in Mexico, through relationship and key advise.

Desk France Team Overview



charles.bacrot@mx.pwc.com
+52 (55) 5263 6000 Ext. 2339

Charles Bacrot:
Manager, Desk Leader

Alisee Rozier:
Business Developer

Strategy: Propose multidisciplinary solutions to solve day to day challenges for French investors and organizations in Mexico.

Korean Business Desk Team Overview



raehyun.im@mx.pwc.com
+52 (55) 5263 6000 Ext. 7597

Raehyun Im:
Manager, Desk Leader

Hye Jeen Yang Sung:
Business Developer

Strategy: The Korean Business Desk strategy is to conduct face-to-face meetings with key people in the target companies and the organizations surrounding them.

Desk China Strategy Overview



jiawen.shao@mx.pwc.com
+52 (55) 5263 6000 Ext. 7205

Jiawen Shao:
Business Developer, Desk Leader

Jishichao Zhou:
Business Developer

Strategy: A reliable contact for China related investors in Mexico, through their business life ever since the decision to enter the market.

Desk India Team Overview



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+52 (55) 5263 6000 Ext. 7565

Rakshit Mahadevapasand:
Business Developer, Desk Leader

Antariksh Parikh:
Business Developer

Strategy: Being an integral part of the Indian community in Mexico