



SPAIN-AUSTRALIA DIALOGUE ON THE BUSINESS, LEGAL & FINANCIAL FRAMEWORK FOR THE INTERNATIONALISATION OF SPANISH COMPANIES IN AUSTRALIA

Wednesday, May 20th, 2015 · 9.00 am to 3.30 pm · BBVA Innovation Centre

Bio Profiles - Speakers & Panellists

ALPHABETIC ORDER

Mr. Tim Beresford. Executive Director, Tourism, Investment, Education and Programmes Group, Australian Trade Commission (Austrade)

Mr. Beresford is currently responsible for strategic leadership of Australian Government Tourism Policy, winning foreign direct investment, promoting international education and delivering the Export Market Development Grants (EMDG) programme. He joined Austrade as Executive Director, Australian Operations in October 2011 where he was responsible for trade facilitation and development services to Australian businesses, winning foreign direct investment, and overseeing Austrade's marketing, communications and online business. Prior to joining Austrade, Mr. Beresford was First Assistant Secretary of the Social Policy Division, Department of the Prime Minister and Cabinet, where he co-led negotiation and delivery of the National Health Reform Agreement with all states and territories. He also worked in the private sector for over 15 years, including McKinsey & Co on strategic, operational and organisational issues. Mr. Beresford was appointed to the Board of the Benevolent Society in February 2013 and is Chair of the Research Policy Advocacy Committee. He was also a Board Member of Plan International Australia from 2003-2012.

Mr. Alfredo Bonet. International Director of the Spanish Chamber of Commerce

Mr. Alfredo Bonet started working in trade policy issues in the headquarters of the Ministry of Economy in Madrid. Between 1987 and 1991 he was posted as Economic and Commercial Counsellor at the Spanish Embassy to the US, head of the Trade Commission in Miami (Florida). After two years as Deputy Director General for EU Trade Policy in Madrid, he was posted again as Economic and Commercial Counsellor at the Spanish Embassy to Italy, head of the Trade Office in Milan (1993 to 1997). He then moved to the private sector, as General Manager of the international consulting company Altair Asesores, before returning to the public sector in 2001 to become Director-General for Promotion at the Spanish Institute for External Trade (ICEX). In 2004 he was appointed Secretary-General for External Trade at the Ministry of Industry, Tourism and Trade. After six years, he was promoted again to Secretary of State for External Trade in July 2010, a position he held until December 2011. In September 2012 he took the position of



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Head Economic and Commercial Counsellor at the Permanent Delegation of Spain to the OECD in Paris, until April 2015 when he returned to Madrid as International Director of the Spain Chamber of Commerce.

Mr. David Campbell. Consul General Frankfurt and Senior Trade and Investment Commissioner, West Europe

Mr. David Campbell was appointed Consul General Frankfurt and Senior Trade and Investment Commissioner, West Europe in February 2013. He manages a network of offices in major European markets and is responsible for attracting European businesses to establish operations in Australia, promoting Australia as a study destination and assisting Australian companies to enter the European market. In addition his consular team provides services to the southern regions of Germany. He joined Austrade from the financial services industry with more than 18 years of experience in Australasian and UK/European markets.

Ms. Sarah Clarke. Senior Associate, Corrs Chamber Westgarth

Ms. Clarke is a Senior Associate in the Workplace Relations team at Corrs Chamber Westgarth. Corrs is an independent law firm based in Australia, with offices in Sydney, Melbourne, Brisbane, and Perth as well as a strong partnering relationships throughout the Asia Pacific Region and Europe. She is currently on a six month secondment to Uría Menéndez in Madrid. Ms. Clarke has been practicing in the area of workplace relations for almost 8 years. During this time, she has developed an in-depth knowledge and understanding of the regulatory framework of workplace and industrial relations in Australia. Ms. Clarke provides advice to clients in both the public and private sector on all facets of workplace relations law, including industrial relations disputes, the drafting of contracts of employment and workplace policies and procedures, performance management and disciplinary matters, and unfair dismissal and general protections claims.

Mr. Alonso Dezcallar. Secretary General, Spain-Australia Council Foundation

Mr. Dezcallar is a Spanish diplomat since 1985. Previously to his appointment on December 2013 as SG of the Council Foundations for Asia and the Pacific, he was Ambassador of Spain to Mauritania and Ambassador-at-large of Spain for the Coordination of Latin American Affairs. Ambassador Dezcallar has been Joint-Director at Cabinet of the Minister for Foreign Affairs and Cooperation and he has been posted in Morocco, Uruguay, Peru and Italy. He has a degree in law.





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Mrs. Arantza Ezpeleta. International General Director, Acciona

Mrs. Arantza Ezpeleta started her professional career in the Spanish broadband and telecommunications leading company, Telefónica in 1997, before joining ACCIONA Energy in its early beginnings. After a couple of years as Project Manager of various renewable energy projects, Mrs. Ezpeleta moved to the International Department as a Business Developer and in 2002, she was appointed Regional Director for Europe. In 2008 Arantza moved to ACCIONA, the holding company, as Chief Strategic Officer for International Development to lead the company's international business. Mrs. Ezpeleta main responsibilities included opening new markets and developing new business opportunities for ACCIONA; coordinating the international expansion plans of ACCIONA's main business divisions in renewables, infrastructure, water and environmental services; and forging new business and technological partnerships with companies that share ACCIONA's commitment to development and sustainability. Currently she is International General Director at the Chairman's Office. She holds a Master's Degree in Telecommunications Engineering from the University of Navarra and an Executive MBA from Deusto University.

Mr. Antonio Fernández-Martos. Director General for International Trade and Investment, Ministry of Economy and Competitiveness

Mr. Antonio Fernández-Martos was appointed on 4 May 2012 as Director General for International Trade and Investment at the Ministry of Economy and Competitiveness of Spain, where he is responsible for the formulation and execution of trade policy. Before joining the Ministry, he was Deputy Head of the Unit dealing with Investment at the Directorate General for Trade of the European Commission. He had previously occupied several posts in the trade policy field at the European Commission, dealing with legal aspects of trade policy including WTO dispute settlement, trade in services and trade-related intellectual property rights. Before joining the Commission in October 2003 he was advisor on international economic matters at the Economic Department of the Spanish Prime Minister's Office. He had previously worked at the Directorate for International Trade at the Ministry of Economy in Madrid on EU trade policy issues.

Mr. Ramón Gascón. Director of Institutional Affairs, BBVA Bank

Mr. Gascón has been posted in several directive positions at BBVA, such as South Korea Country Head with the main assignment of establishing the BBVA full branch in Seoul, China Country Manager with the main assignment of coordinating the relations between BBVA and China Citic Bank or Shanghai Representative Office Chief Representative with the main assignment of upgrading the Rep. Office into a full branch. Mr Ramón Gascón is President of the Spanish-Turkey Chamber of Commerce and Vicepresident of the Korean Chamber of Commerce in Spain.



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He has a master degree in law by Complutense University and he has studied post master programmes in IESE business school, China Europe International Business School in Shanghai (CEIBS) and Schiller University, among others.

Mr. Clemente González Soler. Executive President, Grupo Alibérico

Galician, Engineer and Entrepreneur with more than 40 years of experience in the aluminium industry worldwide. Mr. González Soler is the founder, Executive President and owner of Grupo Alibérico. With 16 factories in 4 continents and sales in more than 60 countries worldwide, Alibérico is the first Spanish private group in the aluminium industry. Mr. González Soler is probably one of the most prestigious professionals in the aluminium industry in Europe, recognized by Spanish newspapers such as Expansión, Executive and El Economista. Mr. González Soler currently is Member of Board of Directors of Instituto de Empresa Familiar, Vice-President of CEIM, Member of the Executive Board of CEOE and Member of Board of Club Financiero Génova. He has been Chairman and CEO to Alcan Aluminium in Spain from 1990 to 1997. He has also been in the past President of ESTAL (European Association for Aluminium Surface Treatments) and Vice-President of FACE (Aluminium Federation of Consumers in Europe), among other Spanish and international institutions.

Ms. Virginia Greville. Australian Ambassador to Spain

Ms. Greville was appointed as Australia's Ambassador to Spain in April 2015. She was previously Director of the NSW State Office of the Department of Foreign Affairs and Trade from July 2012. During that period, she was seconded as Chief of Staff to the then Trade Minister, the Hon Richard Marles MP, from July to September 2013. Ms. Greville served as Australia's Ambassador to Chile from June 2009. Ms Greville has considerable experience in the negotiation of free trade agreements, including as Australia's Chief Negotiator on the Australia-Chile Free Trade Agreement, Deputy Chief Negotiator on Free Trade Agreement negotiations with the Gulf States, Lead Agriculture Negotiator for the China Free Trade Agreement, senior agriculture negotiator for the Australia-US Free Trade Agreement (2003-4) and Assistant Secretary in the FTA Unit. Ms. Greville holds a Bachelor of Arts from the University of Queensland and a Graduate Diploma in Public Law from the Australian National University.

Mr. Mathieu Hanaut. Partner, Baker & McKenzie

Mr. Mathieu Hanaut is a Partner in the Major Projects group of Baker McKenzie in Sydney. He is a commercial and M&A lawyer with 20 years' experience in Europe (France) and Australia. For the past 16 years he has been based in Sydney, where he advises European and international



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companies in their investments or projects in Australia and in the Pacific region. Mr. Hanaut has been recognised internationally and locally by various directory including by Chambers Global and "Best Lawyers" in Australia. Mr. Hanaut particular focus is on M&A or resources and infrastructure projects in Australia and in the pacific region. He also represents clients in international arbitration.

Mr. Diego Jiménez. Country Manager, Freixenet Spain

Mr. Jiménez worked as Managing Director of Freixenet Australia from January 2008 to September 2014. During his time in Australia, Mr. Jiménez bought out the local partner's shares (25%) and also made substantial investments in vineyards and renew and improve winery facilities such us the biggest solar panel installation in the region. Some of the investments had Government support so he had to deal with Austrade in order to secure the grants and also follow up activities. Previously, from 2001 to 2007, Mr. Jiménez was Business Development Manager based in Spain and his main focus was investments. This led to the establishment of Freixenet winery in Mendoza, Argentina from scratch and the purchase of our winery, Solar Viejo in Rioja. Freixenet owns two wineries in Australia as well as fruit orchards. Apart from the wineries Freixenet also imports Spanish wines into Australia and distribute locally through agreements with distributors and the two biggest local chains: Woolworths and Coles.

Mr. Isaac Martín Barbero. Director General for Internationalisation, ICEX

Prior to this post, Mr. Martín Barbero served as Head of Division for Corporate Services at ICEX. He developed his professional career as Head Economic and Commercial Counsellor of The Embassy of Spain in Turkey, as well as in Vietnam and Saudi Arabia. He has been a visiting professor in Economic Intelligence in the MBA programme of the Royal Melbourne Institute of Technology (AUS) and has participated in the activities of multilateral institutions and think tanks such as The World Bank and Oxford Analytic. Mr. Martín Barbero holds a degree in Law and is State Chartered Economist and Trade Expert since 1999.

Mr. Miguel Orozco. Principal Counsel, Navantia

Mr. Miguel Orozco Giménez is an Attorney of the Spanish State (Abogado del Estado) since 1998. From 1998 to 2004 he served in different posts in Barcelona as Lay Attorney of the State before the Courts of the Province of Barcelona, Second Head and Head of the Legal Service in Catalonia of Spain's Taxation Agency (Agencia Tributaria). From 2004 to 2007, he was Deputy Director of the Legal Services of Spain's Taxation Agency in Madrid. From 2007 to date he has been Principal Counsel and Secretary to the Board of Navantia S.A. and, from 2013 a member of de Board of Navantia Australia Pty. Ltd.



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Mr. Alvaro Ortiz. Chief Economist for Cross Emerging Markets, BBVA Research

Mr. Alvaro Ortiz is Chief Economist for Cross Emerging Markets at BBVA Research. He is responsible of the analysis of the cross-country projects as the Country Risk Analysis, Geopolitics and the Eagles Project which focuses on the long run potential of the Emerging Markets. He previously worked as Chief Economist Europe, Asia and Middle East at Cemex, Deputy Director of Economic Analysis at Repsol YPF and Head of Latin America at the Economic Research department of Banco Santander. Mr. Ortiz holds a PhD in Economics (Universidad Autonoma de Madrid) and Advanced Diploma in International Economics and Policy Research by The Kiel Institute for World Economics (Germany) His main field of interests are then analysis of emerging markets including monetary policy, vulnerability and capital flows.

Mr. Peter Sargent. Head of Transaction Banking, Europe and Middle East, ANZ Bank

Mr. Sargent is Head of Transaction Banking, Europe and Middle East for Australia and New Zealand Bank tasked with devising and driving regional strategy and executing against the Transaction Banking business plan. He joined ANZ from Lloyds TSB where he was head of Sales for Corporate Transaction Services. Mr. Sargent spent 7 years at Citigroup as Head of Trade Sales, Europe, where he was responsible for leading the banks sales to European and Global corporate clients. He joined Citi from ABN Amro where he was head of UK Trade for Commodities, Export Credit and Trade Finance. His formative years were spent at Royal Bank of Scotland in a variety of roles. He is a regular speaker and trainer on a variety of topics including International Trade, Sales and Working Capital. He has previously acted as an adviser to the UK Government on Trade policy matters.

Mr. Juan Socías. Director for Institutional Relations, Indra

Mr. Socías is Director for Institutional Relations at Indra since 2010. INDRA is a global consulting, technology, innovation and talent company. It is on the cutting edge of high value-added solutions and services for the Transport and Traffic, Energy and Industry, Public Administration, Healthcare, Financial Services, Security and Defence, and Telecommunications and Media sectors. Mr. Socías has held several positions at Indra, such as Business Development Director for Europe, Business Development Director for Asia and the Pacific, and Sales and Business Development Director for Indra DTD (Double use technologies division - Defence, Security and Air Traffic Management). He has previously worked for ALSTOM Transport (based in Paris France), ALSTOM Transporte España, DEFEX (Spanish State owned company for trading of Spanish made defence equipment) and Newmarine Iberia. He holds a master degree on naval architecture and marine engineering from Madrid Polytechnic University.



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Mr. Juan-Miguel Villar Mir. Chairman, Spain-Australia Council Foundation

In 1987, Mr. Villar Mir undertook the foundation and development of the Villar Mir Group and he is currently chairman of the VILLAR MIR GROUP, OHL, INMOBILIARIA ESPACIO and VILLAR MIR ENERGÍA. In addition, Mr. Villar Mir holds the position of Proprietary director of Abertis, Vice-chairman of Inmobiliaria Colonial and External board member (independent) of Santander Bank. He served as Deputy Prime Minister for Economic Affairs and Minister of Treasury in the First Government of the Monarchy. Mr. Villar Mir is an Academic member of the Royal Academy of Engineering, the Royal Academy of Moral and Political Sciences and the Royal Academy of Economic and Financial Sciences of Barcelona (Madrid correspondent), as well as a honorary Academic member of the Royal Academy of Doctors of Spain. He holds a PhD in Civil Engineering, a degree in Law, a diploma in Industrial Organization and diploma from the Economic Development Institute.

Mr. Ignacio Ybáñez. Secretary of State for Foreign Affairs, Government of Spain

Mr. Ybáñez, born in Neuilly sur Seine (Paris), holds a master degree in Economics and Business Administration and entered in the Spanish diplomatic service in 1989. He has been posted in the diplomatic missions of Spain in Tanzania, Egypt and Guatemala. He has been Chief of the Commercial Office at the Embassy of Spain in the Dominican Republic, Counsellor of the Permanent Representation of Spain to the European Union and cabinet adviser to the Prime Minister of Spain. In May 2012 he was appointed Director General for the Maghreb, Africa, the Mediterranean and the Middle East, and since May 2013 he held the position of Director General for Foreign Policy and Multilateral, Global and Security Affairs. Mr. Ybáñez was appointed Secretary of State for Foreign Affairs in 2014.