

Presented by the
Institute for Energy Law (IEL) of The Center for American and International Law
and the Mexican Association of Business Lawyers (ANADE)

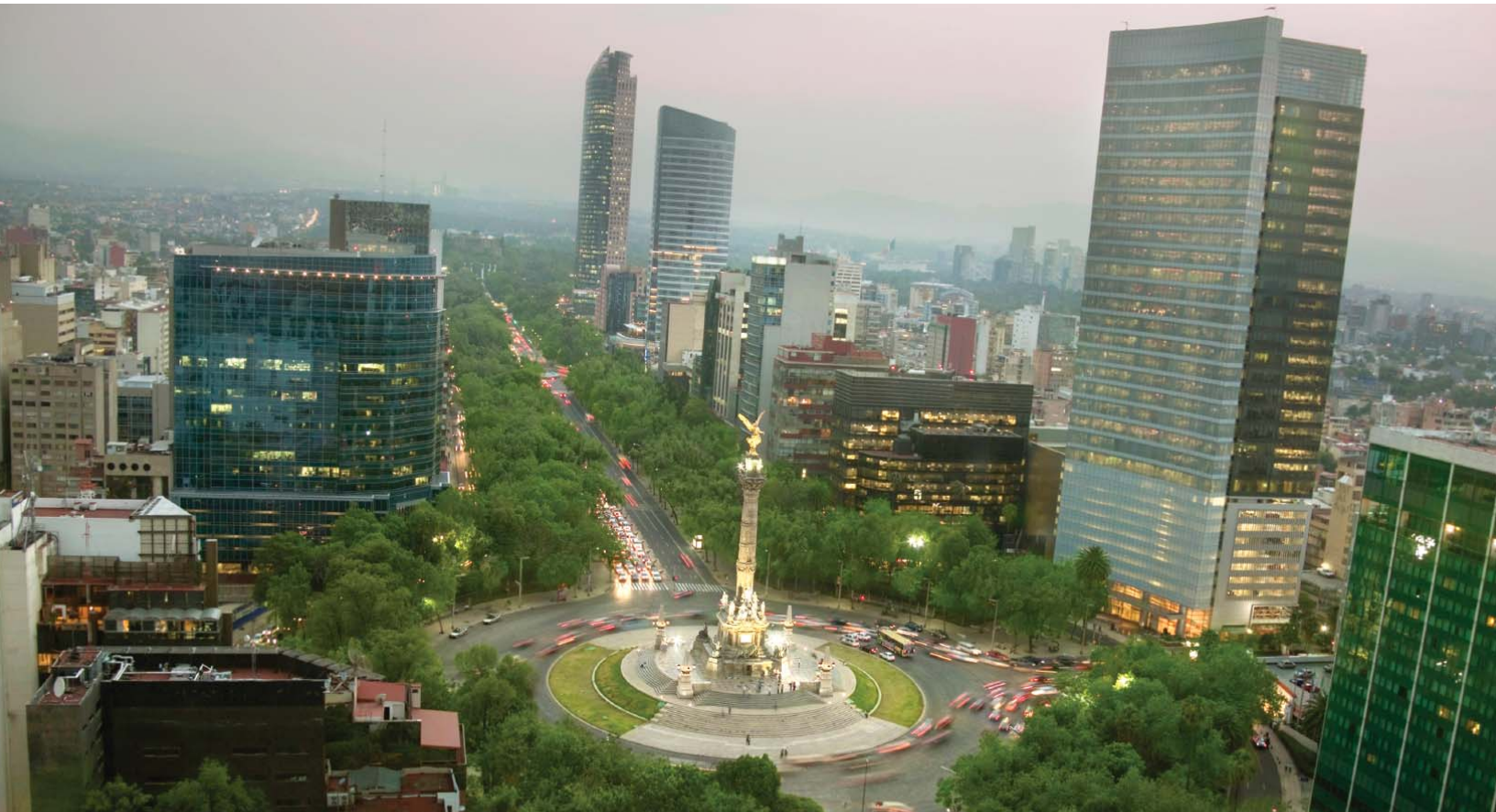


Institute for
ENERGY LAW



4th IEL-ANADE Conference

The New Energy Legal Framework in Mexico: Lessons Learned and the Way Forward



4th
IEL-ANADE Conference
The New Energy Legal Framework
in Mexico: Lessons Learned and
the Way Forward

August 25-26, 2016

Marquis Reforma Hotel - Mexico
Mexico City • Mexico

Highlights Include

- Successes and Challenges of the Energy Reform So Far
- Regulation of Import, Transportation, Storage, and Marketing of Fuels
- Developments in the Bidding Process Based on Lessons-Learned
- The Gas and Power Regulatory Agenda
- The New Natural Gas Market: Participants' Perspectives
- Regulation of the Electricity Market in Texas and Mexico
- The New Electricity Market: Participants' Perspectives
- Infrastructure and JVs in the Energy Sector
- New Paradigms in Financing Energy Projects in Mexico

MCLE credit will be available

Register Now! cailaw.org/iel



IEL is an Institute of
**THE CENTER FOR AMERICAN
AND INTERNATIONAL LAW**

Conference Co-Chairs

Lic. Nicolás Borda

Partner

Haynes and Boone, S.C.

Ciudad de México

Kenneth S. Culotta

Partner, King & Spalding LLP

Houston, Texas

“Deeply informative conference regarding issues pending and what to watch for in the developments. The panels pulled together were 1st rate.”

“Great networking, especially with colleagues from Mexico.”

— 2014 Participants



3rd IEL-ANADE Conference

The new Mexican energy legal framework is largely in place, and implementation is underway. The four-part first upstream bid round is near completion, the fuels market is open to competition, the gas and power market rules are set and power auctions are ongoing.

This year’s program will explore the successes and challenges of the energy reform thus far, the legal and practical issues of its implementation, and upcoming opportunities in the upstream, midstream, downstream, electricity and alternative energies, drawing upon the experience of the participants: the lawyers, business people and government officials who are making the Mexican energy reform a reality.

7:30 REGISTRATION AND LIGHT BREAKFAST

8:45 OPENING REMARKS

- **Lic. Ricardo Cervantes**, President of ANADE, Anade Colegio de Abogados, A.C., México, D.F.
- **Jay E. Ray**, Director of IEL, The Center for American and International Law, Plano, Texas

CONFERENCE CO-CHAIRS:

- **Lic. Nicolás Borda**, Partner, Haynes and Boone, S.C., Chair of the Energy Committee, ANADE, Ciudad de México
- **Kenneth S. Culotta**, Partner, King & Spalding LLP, Houston, Texas

9:00 KEYNOTE: SUCCESSES AND CHALLENGES OF THE ENERGY REFORM SO FAR

- **Speaker to be announced**

9:30 PANEL – UPSTREAM ROUND 1: THE PARTICIPANTS’ EXPERIENCE

Three of the four Round 1 bid rounds are complete, and the final round is scheduled for end of 2016. With each round, the participants have faced different challenges and learned important lessons. This panel presents a comparative analysis by representatives of government, majors, and independents.

MODERATOR:

- **Steven P. Otilar**, Partner, Akin Gump Strauss Hauer & Feld LLP, Houston, Texas

PANELISTS:

- **Ing. Carlos Morales Gil**, CEO, PetroBal, S.A.P.I. de C.V., Ciudad de México
- **Ash Shepherd**, Commercial Manager - Mexico, Talos Energy LLC, Houston, Texas

10:45 COFFEE BREAK

11:15 ROUND TABLE DISCUSSION: REGULATION OF IMPORT, TRANSPORTATION, STORAGE, AND MARKETING OF FUELS

Mexico’s natural gas infrastructure continues to grow to meet increasing demand, and with SENER’s May announcement of a proposed new market policy, interest in new investment is increasing. On March 31, President Pena Nieto opened the Mexican market to fuel imports and sales. This segment will explore the regulations that

govern these market segments and the proposed new gas market policy to provide a framework for practitioners guiding their clients into this space.

MODERATOR:

— Lic. **Benjamín Torres-Barrón**, Partner, Baker & McKenzie Abogados, S.C., Ciudad de México

PANELISTS:

— Lic. **Dante Y. San Pedro Jacobo**, Dacs, Ciudad de México

— **Additional panelist to be announced**

12:00 UPSTREAM ROUND 2: DEVELOPMENTS IN THE BIDDING PROCESS BASED ON LESSONS LEARNED IN ROUND 1

Round 1 has been a success partly because it was done through a series of carefully crafted *licitaciones* that took into account government prerogatives and early industry input, and partly because all the parties used each *licitacion* as a basis for further discussion. So each phase informed the next. How do the collective phases of Round 1 inform the government's approach to Round 2? Two of the CNH's leading executives will provide the current view.

MODERATOR:

— Lic. **Manuel Cervantes**, Partner, MCM Abogados, Ciudad de México

PANELISTS:

— Ing. **Gaspar Franco Hernández**, Commissioner, Comisión Nacional de Hidrocarburos (CNH), Ciudad de México

— Lic. **Marco de la Peña Sánchez**, General Counsel, Comisión Nacional de Hidrocarburos (CNH), Ciudad de México

1:00 LUNCHEON PRESENTATION: THE GAS AND POWER REGULATORY AGENDA

INTRODUCTION:

— Lic. **Ricardo Cervantes**, President of ANADE, Anade Colegio de Abogados, A.C., México, D.F.

SPEAKER:

— **To be announced**

2:30 PANEL: THE NEW NATURAL GAS MARKET: PARTICIPANTS' PERSPECTIVES

The natural gas provisions of the energy reform demonstrate a commitment by the government to open the natural gas market to competition in a whole new way, transferring assets, capacity rights and market share from incumbents to independent operators and market participants. How is this process proceeding, and what do participants in the market have to say about this vast market transition?

MODERATOR:

— **Kenneth S. Culotta**, Partner, King & Spalding LLP, Houston, Texas

PANELISTS:

— **Shelley Corman**, Vice President Business Development, Howard Energy Partners, Houston, Texas

— Lic. **Carlos Rodríguez Sámano**, General Counsel, Gas Natural Fenosa, Ciudad de México

3:45 COFFEE BREAK

4:15 ROUND TABLE DISCUSSION: REGULATION OF THE ELECTRICITY MARKET IN TEXAS AND MEXICO

No less than the gas market, the Mexico electricity market is being transformed by regulatory changes. And trade in electricity between Texas and Mexico is growing. Our roundtable discusses the main regulatory provisions of each jurisdiction and some of the issues that face Texas and Mexico as their energy markets become more integrated.

MODERATOR:

— **Mtro. Jeff Thomas Pavlovic Sener**, General Director of Monitoring and Coordination of the Electric Industry, Secretaría de Energía (Sener), México, D.F.

PANELISTS:

— **To be announced**

5:00 PANEL: THE NEW ELECTRICITY MARKET: PARTICIPANTS' PERSPECTIVES

As the Mexico electricity market is unbundled, market participants offer their perspectives on what is working, where the challenges remain and their approach to participation in the evolving market.

MODERATOR:

— Lic. Cynthia R. Bouchot Preciat, Deputy Chair, Energy Committee, Anade Colegio de Abogados, A.C., México, D.F.

PANELISTS:

- Lic. Alejandro Fleming Kauffman, General Counsel, Iberdrola, Ciudad de México
 - Luke Marriott, Managing Director/Founder, Commodity Risk Solution, LLC, Denver, Colorado
 - Dra. Diana Sasse, Head of Regulatory, SolarCity, Ciudad de México
 - Dr. Benigno Villarreal, CEO, Vive Energía, S.A.P.I de C.V., Ciudad de México
-

6:15 RECEPTION

FRIDAY, AUGUST 26

9:00 PANEL: INFRASTRUCTURE AND JOINT VENTURES IN THE ENERGY SECTOR

The energy industry worldwide is characterized by its huge capital requirements and, in the upstream, the outside risk of exploration. From the beginning, market participants have used joint ventures to mitigate investment cost and risk. Many of these are contractual, governed by common law choice of law clauses. In Mexico's energy sector, JVs are a relatively new feature of the industry; our panelists will discuss how they are using joint ventures, and give their observations on how Mexico is adapting to global contracting norms.

MODERATOR:

— Lic. Nicolás Borda, Partner, Haynes and Boone, S.C., Chair of the Energy Committee, ANADE, Ciudad de México

PANELISTS:

- Lic. Jorge E. Kim Villatoro, General Counsel, Petróleos Mexicanos (Pemex), Ciudad de México
 - Lic. René Buentello Carbonell, VP and General Counsel, Infraestructura Energética Nova, S.A.B. de C.V., Ciudad de México
-

10:15 PANEL: NEW PARADIGMS IN FINANCING ENERGY PROJECTS IN MEXICO

Another common feature in midstream and downstream energy infrastructure projects is project finance. Our panelists discuss the evolving features of Mexican energy project finance.

MODERATOR:

— Lic. Thomas Mueller Gastell, Partner, Ritch, Mueller, Heather y Nicolau, S.C., Ciudad de México

PANELISTS:

- Lic. Luis Ángel Arizaga, Founding Partner and CEO, EIRA Capital, Ciudad de México
 - Royal Daniel, Managing Director Power, EIM Capital, Ciudad de México
 - Lic. Alejandro de la Vega Solórzano, Head of Project Finance, Santander Global Banking & Markets, Ciudad de México
 - Ing. Enrique Nieto Ituarte, Director of Sustainable Projects, Nacional Financiera, SNC, Ciudad de México
-

11:00 COFFEE BREAK

12:00 PANEL: KEY ENVIRONMENTAL AND MARITIME ISSUES IN THE OFFSHORE OIL & GAS PROJECTS

With two offshore Round 1 phases completed, and Round 1.4 (deepwater blocks) approaching, companies need to understand the Mexican legal provisions and issues that accompany offshore oil and gas activities.

MODERATOR:

— Dr. Héctor Herrera, Partner, Haynes and Boone, S.C., Ciudad de México

PANELISTS:

— Lic. Luis Alberto Amado Castro, Deputy General Counsel, Secretaría de Energía (Sener), México, D.F.

— Lic. Carlos A. Morán, Partner, Cogan and Partners LLP, Houston, Texas

— Lic. Alfredo Orellana Moyao, General Counsel, Agencia Nacional de Seguridad Industrial y de Protección al Medio Ambiente (ASEA), México D.F.

1:30 FINAL REMARKS AND CONCLUSIONS

— Lic. Carlos A. Morán, Partner, Cogan and Partners LLP, Houston, Texas

— Steven P. Otilar, Partner, Akin Gump Strauss Hauer & Feld LLP, Houston, Texas

ABOUT THE INSTITUTE FOR ENERGY LAW (IEL)



Institute for
ENERGY LAW

Part of The Center for American and International Law, IEL provides superior educational and professional opportunities for lawyers and other professionals in the energy industry through educational courses, conferences, scholarly publications and membership activities. IEL presents numerous educational conferences and seminars each year, publishes papers, periodicals and *The Oil and Gas Reporter*, and provides an important forum in which contemporary issues affecting the energy industries can be discussed. For more information, visit cailaw.org/iel.

ABOUT THE MEXICAN CORPORATE COUNSEL ASSOCIATION (ANADE)



The Asociación Nacional de Abogados de Empresa, A.C. (Mexican Corporate Counsel Association, Civil Association – ANADE) was founded in 1970 and groups more than 700 in-house and external corporate attorneys. ANADE has its national headquarters in Mexico City and has six chapters, namely: Baja California, La Laguna area, Chihuahua, Jalisco, Nuevo León and Querétaro. ANADE is an organization that promotes, facilitates and furthers the interchange of information, experience, knowhow, methods and techniques with respect to the functions and practices of its members. Furthermore, it promotes the compliance with professional ethical standards and efficiency of corporate attorneys. Learn more at anade.org.mx.

UPCOMING IEL COURSE SCHEDULE

7th Annual
**LAW OF SHALE
PLAYS
CONFERENCE**
PITTSBURGH, PA

SEP 7 - 8, 2016

9th Annual
**YEP GENERAL
COUNSEL
FORUM**
HOUSTON, TX

SEP 27, 2016

6th
**OILFIELD
SERVICES LAW
CONFERENCE**
HOUSTON, TX

OCT 11, 2016

15th Annual
**ENERGY
LITIGATION
CONFERENCE**
HOUSTON, TX

NOV 3, 2016

REGISTRATION

4th IEL-ANADE Conference

The New Energy Legal Framework in Mexico:
Lessons Learned and the Way Forward

August 25-26, 2016

Marquis Reforma Hotel • Mexico City, Mexico

Registration includes the Conference, all meals and the course material provided online, which may be printed or saved by customer. It does not include a printed binder of program material.

| Check applicable box: | Received by 7/28/16 | Received after 7/28/16 |
|--|--------------------------------|--------------------------------|
| Regular registration fee | <input type="checkbox"/> \$490 | <input type="checkbox"/> \$550 |
| IEL Advisory Board Member | <input type="checkbox"/> \$390 | <input type="checkbox"/> \$440 |
| IEL Supporting or Sustaining Member Employee | <input type="checkbox"/> \$390 | <input type="checkbox"/> \$440 |
| IEL Young Energy Professional Member | <input type="checkbox"/> \$390 | <input type="checkbox"/> \$440 |
| ANADE Member | <input type="checkbox"/> \$390 | <input type="checkbox"/> \$440 |
| CAIL Member or Member Employee | <input type="checkbox"/> \$390 | <input type="checkbox"/> \$440 |
| Government Employee | <input type="checkbox"/> \$300 | <input type="checkbox"/> \$300 |
| Full-time Student | <input type="checkbox"/> \$250 | <input type="checkbox"/> \$250 |
| Full-time Professor | <input type="checkbox"/> \$250 | <input type="checkbox"/> \$250 |

Name _____

Firm/Company/Organization _____

Address _____

City, State, Postal Code, Country _____

Phone _____ Fax _____

Email _____

PAYMENT INFORMATION

Check enclosed payable to: **The Center for American and International Law**

Credit Card: Mastercard Visa AMEX Discover

Card number _____ Exp date _____

Name on card _____

Billing address (if different than above address) _____

Signature _____

4 WAYS TO REGISTER

ONLINE
credit card only
www.cailaw.org/iel

FAX
credit card only
972.244.3401

MAIL
check or credit card
The Center for American and International
Law 5201 Democracy Drive
Plano, TX USA 75024

PHONE
credit card only
972.244.3404 or 800.409.1090
8:30am-5:00pm CT

PAYMENT MUST ACCOMPANY REGISTRATION

GENERAL INFORMATION

CANCELLATION POLICY: Tuition, less a \$50 cancellation fee will be refunded upon receipt of written cancellation received by July 28, 2016. E-mail cancellation notice to lgaspar@cailaw.org. After this date, no refunds, but substitution of attendees for this program will be permitted. Registrants not entitled to a refund will receive the course materials.

HOUSING: The IEL-ANADE Conference will be taking place at the Marquis Reforma Hotel - Mexico (Paseo de la Reforma 465 Col. Cuauhtemoc. Mexico, D.F. 06500). Registrants should call 52 (55)-5229-1200 ext. 4152, 4153 & 4140 and provide the group code "Grupo ANADE AC" to receive a reduced room rate of \$170 + tax.

NONDISCRIMINATION POLICY: The Center for American and International Law does not discriminate on the basis of race, color, sex, religion, national origin, age, disability, veteran status or any other protected status in educational activities, scholarship programs or admissions.