



## Conference Agenda

Thursday, June 7, 2018

### Day 1 Registration

07:30 Registration & Coffee

### Welcoming Remarks

08:30 Official Start - Welcome from Duncan Wood, Director, Mexico Institute at Woodrow Wilson Center

### Oil and Gas Industry Overview and Government

08:40 Opening Remarks: Ambassador Reyna Torres, Cónsul General of Mexico in San Antonio, Texas

08:50 Keynote Presentation: David Rosales, General Director of Natural Gas, Ministry of Energy – SENER  
Mexico's National Gas Storage and Transportation Strategy: Supply Balance and Energy Security

09:10 Presentation: Christian Moya, Petroleum Potential Assessment Director, Comisión Nacional de Hidrocarburos – CNH  
Oil & Gas Industry Investment Opportunities in Mexico – Round 3.2 Conventional & Round 3.3 Unconventional

09:25 Presentation: Alfredo Orellana Moyao, General Counsel for Agencia de Seguridad, Energía y Ambiente – ASEA  
Update on Mexico's Environmental and Safety Standards for the Hydrocarbons Sector

09:40 Panel Session: **The Role of Government in Fostering the Growth of Mexico's Oil & Gas Market**

- Examining Regulatory Barriers that can Impede Growth
- Opportunities for unique partnerships between governments, regulators and industry
- The interrelation between innovation, technology and regulation
- Current Initiatives Encouraging Diversity and Competitiveness
- Incentives offered by government to attract investment

Roberto Ortega, Director of Engineering Services, Mexican Petroleum Institute - IMP

Christian Moya, Petroleum Potential Assessment Director, Comisión Nacional de Hidrocarburos – CNH

David Rosales, General Director of Natural Gas, Ministry of Energy - SENER

Alfredo Orellana Moyao, General Counsel for Agencia de Seguridad, Energía y Ambiente – ASEA

Moderator Veronica Irastorza, Energy Economics, Nera Economic Consulting

10:30 **Coffee Break and Networking Session**

### Onshore Exploration: Oil and Gas Development in Mexico

11:00 Keynote Presentation: Jesús Rojas Palma, Manager for Identification of E&P Alliances, PEMEX  
The New PEMEX: Realizing Opportunities & Managing Risk in the Mexican Petroleum Industry

11:15 Keynote Presentation: Javier Zambrano, CEO, Jaguar Exploración y Producción  
Exploring, Producing and Operating Onshore Oil Fields in Mexico

11:30 Panel Discussion: **Onshore Landscape for Exploration and Production**

- What can be learned from Rounds 1.3, 2.2 and 2.3
- Recently announced Pemex onshore farm out opportunities
- What are the sweet spots in the Burgos, Tampico-Misantla and Veracruz
- How efficient is the existing infrastructure for hydrocarbons onshore for producers?

Jesús Rojas Palma, Manager Identification of E&P Alliances, PEMEX  
 Read Taylor, Executive Director Upstream E&P, Sierra Oil and Gas Mexico  
 Luis Osorio, Gerente Corporativo de Nuevos Negocios, DIAVAZ Exploración y Producción  
 Steve Hanson, CEO, International Frontier Resources Corp. & Founder of Tonalli Energia  
 Javier Zambrano, CEO, Jaguar Exploración y Producción  
 Duncan Wood, Director, Mexico Institute at Woodrow Wilson Center

Moderator

12:30 **Networking Lunch**

## Mexico's Natural Gas Pricing and Open Access for a Competitive Market

14:00 Presentation – Veronica Irastorza, Energy Economics, Nera Economic Consulting

## Finance and Investment

14:20 Panel Discussion: **Finance and Investment Perspectives for 2018 and going forward**

- Financial Considerations for the Oil & Gas industry in Mexico
- Is Access to Financing Energy Projects in Mexico Improving?
- Investor appetite for the Burgos, Tampico-Misantla, and Veracruz
- Oil and Gas E&P, Fuel Storage Projects
- Impact of Gas Prices in Project Development
- Insurance and Risk
- Investment Funds
- 2018 Public and Private Major Investments: are expectations being met?
- Investment Leading Up to Mexico's Presidential Election

Morriss Hurt, Managing Director, EnCap Flatrock Midstream

Jorge Gallon, Senior Investment Officer Oil &amp; Gas Infrastructure, International Finance Corporation – World Bank

Gabriel Cerdio, Partner and COO, AINDA Energía e Infraestructura

Raul Solis Wolfowitz Deputy General Director of Banking Investment, Nacional Financiera Investment Bank

Moderator

Robert Downing, Shareholder, Greenberg Traurig

15:15 **Coffee Break and Networking Session**

## Energy Logistics - Transportation & Storage for Hydrocarbons

15:45 Presentation: Francisco Soto, President, Bulkmatic Mexico  
Infrastructure for the Transportation and Storage of Fuels16:00 Keynote Presentation: Jarl Pedersen, Chief Commercial Officer, Port of Corpus Christi  
Port Infrastructure and Mexico Energy Supply16:15 Panel Discussion: **Transportation Infrastructure needs and the Refined Fuels Market**

- Open Season Procedures of Pemex Logística
- Fulfilling Infrastructure Demand to Compete Against Pemex
- Combatting Fuel Theft and Inhibiting Demand of "Huachicol" Products
- Connectivity Requirements from Port to Rail
- Rail Accessible Destinations in Mexico for Texan Gas
- Cross-Border Traffic and Supporting Logistics

Jarl Pedersen, Chief Commercial Officer, Port of Corpus Christi

Chad Smith, SVP of Terminal Operations, One Cypress Energy

Francisco Soto, President, Bulkmatic Mexico

Moderator:

Rajan Vig, Sr. Advisor, Western Power Trading Forum

17:30 Presentation: Duncan Wood, Director, Mexico Institute at Woodrow Wilson Center  
NAFTA Update, Elections and Considerations for the US-Mexico Energy Market18:00 **Cocktail Reception**

# Friday, June 8, 2018

## Day 2 Registration

07:30 Registration & Coffee

## Opening Remarks

08:35 Opening Remarks Day Two

08:45 Presentation: Natural Gas Industry Overview 2018-2022: James Fowler, Senior Energy Analyst, ICIS

## CENAGAS

09:00 Keynote Presentation: David Madero, General Director, Centro Nacional de Control de Gas Natural - CENAGAS  
Expansion of the Transport and Storage Network in Mexico

## Infrastructure: Expanding Mexico's Pipeline, Distribution and Storage Network

09:20 Panel Discussion

- Existing Pipeline Capacity & Update on New Projects
- Pipeline Integrity Management
- The Case for Storage Capacity
- Interconnectivity Issues
- Implications of Added Cost: Transport, Local Government, Indigenous, Land

Gregory Ruben, Chief Commercial Officer – Mexico, Kinder Morgan

Eva Ribera, Director of Business Development, Transcanada

Rodrigo Bernal, Commercial Director, FERMACA

David Madero, General Director, Centro Nacional de Control de Gas Natural – CENAGAS

Moderator José María Lujambio, Energy Director & Partner, Cacheux, Cavazos & Newton

## Regulatory Frame for Gas Supply & Storage

10:20 Keynote Presentation: Luis Guillermo Pineda, Commissioner, Energy Regulatory Commission –CRE  
Energy Regulatory Commission –CRE

10:40 **Coffee Break and Networking Session**

## Howard Energy's Monterrey Energy Corridor

11:10 Presentation: Brandon Seale, President, Howard Energy Mexico

## Federal Commission of Electricity – CFEnergia

11:25 Javier Gutiérrez Becerril, Director of Operations - CFEnergia (CFE Affiliate)  
Raúl Ferro, Energy Director, Industry Exchange

## Natural Gas Market in Mexico – growing demand for US supply

11:45 Panel Session: **Buy Side Economics and Considerations in Mexico**

- Financing and Risk Management for the Natural Gas Trade in Mexico
- CFEonline: CFE Online Trading Platform
- Competitiveness of the Mexican Gas Market
- Supply Sources and Alternatives for Natural Gas in México
- The Role of Industrials, Cogeneration Plants and Renewable Energy Sources in the NatGas Market

Carlos García, VP Natural Gas Marketing Mexico, BP Energy  
 Javier Gutiérrez Becerril, Director of Operations - CFEnergia  
 Roberto Blanco, Vice President of Energy, Grupo Alfa  
 Geoff Street, Director, Tenaska Marketing Ventures  
 Leah Kaffine, Senior Energy Consultant, GE Power  
 James Fowler, Editor, ICIS Mexico Energy

Moderator

## Onshore Exploration: Oil and Gas Development in Mexico

- 12:30 Keynote Presentation: Salvador Escobedo, President & CEO, PEMEX Procurement International  
 Doing Business with PEMEX from a US Perspective and Supply Chain Considerations
- 12:45 Keynote Presentation: Andrés Fusco, Comisionado, Comisión de Energía de Tamaulipas  
 Oil and Gas Opportunities in Tamaulipas and the Unconventional Auction
- 13:00 Panel Discussion: **Onshore Exploration in Mexico with an eye on Tamaulipas**
- Supply Chain - Transportation Logistics and Heavy Equipment Needs
  - Exploring, Producing and Operating Onshore Fields in Mexico
  - Expected role from Engineering Services in the United States
  - Guidelines for Hydrocarbon Exploration and Production Activities in Unconventional Blocks
  - The Role of Tamaulipas, Coahuila and Nuevo Leon in Mexico's Non-Conventional Development
  - What to expect from rounds 3.2 and 3.3
  - Fracking in Mexico – who has the expertise and what to expect
  - Existing Infrastructure for commercial viability of product
  - Social Considerations and Political Environment
- Andrés Fusco, Comisionado, Comisión de Energía de Tamaulipas  
 Roberto Blanco, Vice President of Energy, Grupo Alfa  
 Pablo Medina, Vice President Research, Welligence Energy Analytics  
 Luke Wilkens, Vice President Business Development, INEXS
- Moderator Alejandra Bueno, Energy Committee Chair, AEM
- 13:50 Closing Remarks - End of 4th Mexico Gas Summit 2018
- 14:00 **Networking Lunch**

*\* The agenda is subject to change*

# THANK YOU!

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