



## Conference Agenda

### Tuesday, September 8th, 2020

#### Welcoming Remarks

08:55 Official Start - Welcome from Jay Applewhite, Chairman of Industry Exchange

#### Oil and Natural Gas in México: Economic, Industrial Driver and Social Fertilizer

09:05 Opening Remarks: - Duncan Wood, Director of Mexico Institute – Woodrow Wilson International Center

09:25 Keynote Presentation: Héctor Moreira Rodríguez, **Commissioner, National Hydrocarbons Commission – CNH** (confirmed)  
Mexico's Hydrocarbon's Industry Perspectives: Landscape for Oil & Gas Projects in Mexico

09:45 Panel discussion: **Oil and Natural Gas in México: Economic, Industrial Driver and Social Fertilizer**

- How is Mexico's energy sector aligning with the objectives of Mexico's current political agenda
- Which states are best positioned for ongoing investment in oil and gas infrastructure?
- Developing Countries Trend: Interaction between renewables and Natural Gas. Is there a cleaner backup for renewable/intermittent energy?
- Negative impacts of poor quality Industrial/Commercial Energy supply as a cause of poverty: unemployment, social discontent, and political instability.
- Energy Vulnerability and Energy Security in México. How are we dealing with it?
- The role of local, state, federal government, and industry regarding social considerations around energy investments

Antonieta Gómez López, General Director, Comisión de Energía de Tamaulipas, **State of Tamaulipas**

José Friedrich García Mallitz, Sub Secretary of Promotion and Attraction of Investments, **State of Tabasco, Mexico**

Rogelio Montemayor, President, **Energy Cluster of Coahuila**

Luis Vázquez Senties, Founder and Chairman of the Board, **Grupo DIAVAZ**, President -**Mexican Association of Natural Gas – AMGN**

César Cadena Cadena, President, **Clúster Energético Nuevo León**

Moderator: Jorge R. Piñon; Director, Center for International Energy and Environmental Policy -**Jackson School of Geosciences, University of Texas**

10:55 **Coffee Break and Virtual Networking Session**

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

11:25 Presentation: Ricardo Ferreiro, Country Manager, **Tecpetrol México**  
Exploring and Developing at Mision in the Burgos Basin

11:40 Presentation: Warren Levy, CEO, **Jaguar E&P**  
Exploring, Producing and Operating Onshore Oil & Gas Fields in Mexico

11:55 Panel Discussion: **Onshore Landscape and infrastructure for Exploration and Production**

- General Outlook of Current Contracts and Assignments
- Importance of the Assigned Projects for meeting the Recovery Factors
- Review of Onshore Reserves
- Operational challenges in the Burgos, Tampico-Misantla and Veracruz
- Fracking? Is it possible to raise oil and gas production without fracking?
- Appetite to participate of Service Contracts

Warren Levy, CEO, **Jaguar E&P**  
 Yann Kirsch, COO, **Perseus Energy**  
 Carlos Morales Gil, CEO, **PetroBal**  
 Ricardo Ferreiro, Country Manager, **Tecpetrol México**  
 Moderator: Duncan Wood, Director Mexico, **Woodrow Wilson International Center for Scholars**

13:30 **Lunch**

## Wednesday, September 9th, 2020

### Opening Remarks day Two

09:00 Opening Remarks Day Two – Duncan Wood, Director, **Mexico Institute – Woodrow Wilson International Center**

### Mexico's Energy Security

09:10 Panel Discussion: **The New Strategy to Ensure Continuous Availability of Affordable Energy**

- Diversity of energy sources, imports, enforcement of law and contracts, guarantees of supply routes, energy supply, energy diplomacy
- Investment, exploration, securing production and distribution infrastructure, future demand, energy efficiency and sustainability
- Conventional and unconventional sources of energy
- Pipeline and storage infrastructure
- Diversifying energy actors: public and private
- Energy independence
- Vulnerability of the energy matrix

Raul Carral, VP Business Development Mexico, **Wartsila**  
 Miguel Barrios, Strategic Industry Manager Oil & Gas, **Grupo Mexico**  
 Francisco Xavier Salazar, Founding Partner, **ENIX**  
 Fabrizio Puga, VP Global Business Development, **Edison Energy**  
 Moderator: Duncan Wood, Director, **Mexico Institute – Woodrow Wilson International Center**

### Mexico's Investment Perspectives & Outlook

10:10 Panel Discussion: **Finance and Investment Perspectives for 2020 - 2024**

- Financial Considerations for the Oil & Gas industry in Mexico
- Getting deals done and today's investor climate
- What segments of the industry are most attractive?
- Have the capital markets adjusted their project focus in relation to the new administration?
- E&P, Fuel Storage Projects, midstream infrastructure
- Impact of gas prices on project development
- Investment Funds, Debt Financing, Equity
- Interesting projects to consider over the next 5 years

Montserrat Ramiro, Global Fellow, **Woodrow Wilson International Center for Scholars**  
 Mayra Balcazar, Head of Energy Finance, **Citibanamex**  
 Paula Swain, Managing Director - Downstream Energy, **Export-Import Bank of the United States**  
 Guillermo Ortiz, Director Project Finance, **MUFG Union Bank**  
 Moderator: Alejandro Padilla, Executive Director of Financial Markets Strategy, **BANORTE**

11:10 **Coffee Break and Virtual Networking Session**

## Energy Logistics – Supply, Transportation and Storage

- 11:40 Panel Discussion: **Transportation and Storage Infrastructure Needs for the Mexican Fuel Market**
- Storage capacity in Mexico: available capacity with present infrastructure and expected capacity with the developing infrastructure projects
  - Port Infrastructure and Mexico Energy Supply
  - Railroad Infrastructure and Fuel Delivery Capabilities
  - Connectivity Requirements from Port to Rail
  - Current regulation loopholes
  - Fulfilling industry demand
- Rocío Cárdenas, Business Development Director, **INova**  
 Oscar del Cueto, President, **Kansas City Southern Mexico**  
 Alejandro Doria, President, **Bulkmatic**  
 Moderator: Josefa Casas, Partner, **DOXIA**

12:40 **Lunch**

## South Texas Energy Infrastructure and US Fuel Exports to Mexico

- 13:45 Keynote Presentation: Sean Strawbridge, CEO, **Port of Corpus Christi**
- 14:00 Panel Discussion: **South Texas Energy Infrastructure and US Fuel Exports to Mexico**
- Interconnectivity between Texas and Mexico for fuel transportation
  - North American Energy Trade benefits from USMCA
  - Streamlined Regulatory Process for U.S. LNG Exports to Mexico and Canada
  - Zero Tariff Trade in Energy Products
  - Rail Accessible Destinations in Mexico for Texan Fuels
  - Cross-Border Traffic and Supporting Logistics
  - Will the United States be a Net Energy Exporter by 2022?
- Sean Strawbridge, CEO, **Port of Corpus Christi**  
 Shawn Grau, Vice President Natural Gas Liquids, **EPIC Midstream**  
 Tim Ransdell, Government Affairs, **Sempra Energy**  
 Carlos Yazpik, Business Director Energy Mexico, **Union Pacific**  
 Moderator: Duncan Wood, Director, **Mexico Institute – Woodrow Wilson International Center**
- 15:00 Keynote Presentation: Ruth R. Hughs, **Texas Secretary of State**  
 Texas Mexico Energy Partnership and the Economic Impact of the United States-Mexico-Canada Trade Agreement

# Thursday, September 10<sup>th</sup>, 2020

## Opening Remarks day Three

09:00 Opening Remarks: Raul Ferro, Latin America Energy Director, Industry Exchange

## The Evolving Natural Gas Market in Mexico

9:05 Panel Session: **Mexico's Natural Gas Market**

- Overview of Commercialization of Natural Gas in Mexico
- Financing and Risk Management for the Natural Gas Trade in Mexico
- Competitiveness of the Mexican Gas Market
- Development and gasification of southeast Mexico: Oaxaca, Campeche, Yucatán, Quintana Roo, Tabasco
- The Role of Industrials, Cogeneration Plants and Renewable Energy Sources in the Natural Gas Market

Ron Vogel, VP Marketing, **BP Energy**

Santiago Garcia, CEO, **Santa Fe Gas**

Norma Rodriguez, Procurement & Energy Manager, **FRISA Forjados**

Moderator: James Fowler, Editor of Mexico Energy Report - **ICIS**

## Mexico's Natural Gas Infrastructure: Pipeline Distribution, Transportation and Storage Network and the Role of US Supply

10:15 Panel Discussion: **Natural Gas Infrastructure Readiness for Continued Demand Growth**

- Current strategy to meet Mexico's growing natural gas demand
- Existing pipeline capacity
- LNG exports/imports as a source of demand growth
- Pipeline integrity management
- Infrastructure connectivity between the US and Mexico
- Contractual considerations and permitting for cross border gas exports
- Considerations for Mexico's aging pipeline system
- Implications of added cost: permitting, transport, local government, indigenous, land
- Best practices and global perspectives on infrastructure planning for the future

Sarah Bairstow, Chief Commercial Officer, **Mexico Pacific Limited**

Geoff Street, Director of Natural Gas Commercialization, **TENASKA GAS**

Fernando Alonso Viñas, Government Affairs Director, **FERMACA**

David Madero, **Independent Consultant**

Cesar Castro, Trading Manager, **Mex Gas Supply**

Moderator: Christopher Lenton, Senior Editor Mexico and Latin America, **Natural Gas Intelligence – NGI**

## Federal Commission of Electricity - CFEnergia

11:30 Presentation: Miguel Santiago Reyes Hernández, Director General, **CFEnergia** (*Confirmed*)  
CFE's Role in Natural Gas Supply Contracts

11:55 **Coffee Break and Networking Session**

## CENAGAS and Mexico's Natural Gas Infrastructure: 2020-2030

- 12:25 Introduction of Keynote Speaker, Lic. Elvira Daniel Kabbaz – Raul Ferro, Latin America Energy Director, Industry Exchange
- 12:30 Keynote Presentation: Lic. Elvira Daniel Kabbaz – General Director, **Centro Nacional de Control de Gas Natural CENAGAS** (*Confirmed*)

## Commercialization and Transportation of Fuel Products and Liquefied Gas

- 13:00 Presentation: Josefa Casas, Partner, **DOXIA**  
Understanding the Fuel Market Dynamics in Mexico
- 13:15 Panel Discussion: Commercialization and transportation of Fuel Products and Liquefied Gas
- Understanding the commodities market
  - Expanding Mexico's distribution network for small scale LNG
  - Transportation and trucking considerations
  - Financial variables that impact a purchase contract
  - Sourcing of supply for delivery
  - Importation variables
  - Managing operational risk
  - Credit risk considerations
- Jim Reddinger, President & CEO, **Stabilis Energy**  
Chad Smith, SVP Terminal Operations, **One Cypress Energy**  
Alfonso Martín Fernández, Latin America Business Development, **Bank of America Merrill Lynch**  
Moderator: Rajan Vig, Founder, **Indimex** & Chief Advisor, **Western Power Trading Forum**
- 14:15 Closing Remarks - End of 6th Mexico Gas Summit 2020

\* Agenda subject to change

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