



Association of International
Petroleum Negotiators

FROM MEXICO TO ARGENTINA

Latin America at Length



BUENOS AIRES

November 6 - 8, 2019

LATIN AMERICA

Regional Chapter Conference



www.aipn.org



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CONFERENCE PROGRAM

Wednesday, November 6, 2019

- 5:00 PM – 7:00 PM **Registration** – *Pacara A+B Foyer*
- 7:00 PM – 9:00 PM **Welcome Reception** – *Hilton Hotel, Pacara A+B*

Thursday, November 7, 2019

- 8:30 AM – 9:00 AM **Registration and Coffee** – *Buen Ayre Foyer*
- 9:00 AM – 9:15 AM **Welcome Address** – *Buen Ayre B & C*
Bill Cline, AIPN President; Strategic Advisor, Gaffney, Cline & Associates
Diana Sanclemente, AIPN VP – Regions; Partner, Sanclemente Fernandez Abogados
Cesar Fernandez Gomez, AIPN Latin America Regional Director; Partner, Norton Rose Fulbright
Amalia Sáenz, AIPN Alternate Regional Director Latin America; Partner, Zang, Bergel & Viñes Abogados
- 9:15 AM – 10:15 AM **LATAM's Energy Sector: Geopolitics & Challenges** – *Buen Ayre B & C*
- 10:15 AM – 10:45 AM **Coffee Break** – *Buen Ayre Foyer*
- 10:45 AM – 12:00 PM **Hydrocarbons and Renewable Sources** – *Buen Ayre B & C*
Carlos Skerk, Partner, Grupo Mercados Energéticos
Diego Werner, Director, Aires Renewable Energy Resources
Moderator: Alma del Toro, President, Blue Bull Energy
- 12:30 PM – 3:00 PM **Networking Lunch with CEO's Roundtable** – *Buen Ayre A*
Sean Rooney, President, Shell Argentina
Daniel De Nigris, CEO, Exxon Mobile Argentina
Moderator: Ernesto Cussianovich, Director, Poliarquía
- 3:00 PM – 3:30 PM **Special Address from Provincial Officer** – *Buen Ayre B & C*
- 3:30 PM – 5:00 PM **Vaca Muerta** – *Buen Ayre B & C*
Juan José Aranguren, Director of Energy Consilium
Florencia Saulino, Dean, Universidad de San Andres, School of Law
Jorge Dimopulos, New Business Director, Tecpetrol
Moderator: Cesar Guzzetti, LATAM General Manager Gaffney, Cline & Associates
- 5:00 PM – 5:15 PM **Coffee Break** – *Buen Ayre Foyer*



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5:15 PM – 6:30 PM

The New Midstream Geography

José Martínez de Hoz, Partner, Martínez de Hoz & Rueda
Daniel Dreizzen, Consultant, Former Under Secretary of Energy Planning of the Secretary of Energy
Francisco Villamil, Commercial Manager, Vista Oil & Gas
German Fernandez Lahore, Legal Affairs Corporate Vice President, YPF
Moderator: Mariana Ardizzone, Partner, Mitrani, Caballero & Ruiz Moreno

This session will identify infrastructure bottlenecks and opportunities and review the new midstream business models & regulations deployed to pipe incremental production to domestic & regional markets.

8:00 PM – 10:30 PM

Gala Dinner – Yacht Club Puerto Madero

Keynote speaker: Erik Oswald, VP Americas Explorations, ExxonMobil

Friday, November 8, 2019

9:00 AM – 10:15 AM

LNG in the Region – Atlántico B & C

Peter Roberts, Special Advisor LNG Projects, Kosmos Energy
Andres Guevara de la Vega, Business Development Director for Upstream Gas Value Chains, BP
Nick Fulford, Global Head of Gas and LNG, Gaffney, Cline & Associates
Nour Salmen, IG Commercial Manager, Shell
Moderator: Amalia Sáenz, Partner, Zang, Bergel & Viñes

10:15 AM – 10:30 AM

Coffee Break – Atlántico Foyer

10:30 AM – 11:30 AM

Offshore Status in the Region – Atlántico B & C

Victor Vega, Exploration Business Development Manager - Americas, Shell E&P Co.
Silvana Fourcade, Legal & Regulatory Affairs Manager, ENAP Sipepetrol
Fernando Garcia Bonini, Legal Manager, Total
Mary Moreland, Deputy Chief Compliance Officer, Transocean
Moderator: David Juarez-Navarro, Commercial Advisor, ExxonMobil

11:30 AM – 12:30 PM

Rule of Capture and Unitization – Atlántico B & C

Julie Mahler, Senior Unitization Consultant, ExxonMobil Exploration
John Bowman, Partner, King & Spalding
Moderator: Arturo Pera, Partner, Marval, O'Farrell & Mairal

12:30 PM – 1:00 PM

Closing Remarks – Atlántico B & C

2:00 PM – 5:00 PM

Optional - Additional registration required

LNG Export Projects Workshop – Atlántico B & C
Vera De Britos de Gyrfas, partner, King & Spalding
Ignacio Rooney, Wood Mackenzie

The connectors will discuss the legal and commercial issues relevant for the development of financeable LNG export projects. The workshop will focus on the legal, commercial and contractual framework that will support the development and implementation of LNG export projects including



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commercial structuring, host government agreements and legislation, commercial agreements for financing, engineering procurement and construction contracts, LNG sales and purchase agreements, pricing and shipping arrangements. Specific issues regarding the Argentine market and Vaca Muerta will be addressed. The workshop will be dynamic and interactive to allow participants to ask questions and interact with the instructors.