



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](http://www.aipn.org)



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LATIN AMERICA REGIONAL CHAPTER CONFERENCE



### CONFERENCE PROGRAM

#### Wednesday, November 6, 2019

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

#### 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*  
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*  
Liliana Diaz, Managing Director, FTI Consulting  
Carlos Magariños, Former Director General, United Nations Industrial Development Organization  
  
Moderator: Federico Godoy, AIPN Latin America Executive Committee; Partner, Beretta Godoy
- 10:15 AM – 10:45 AM            **Coffee Break** – *Buen Ayre Foyer*
- 10:45 AM – 12:00 PM            **Hydrocarbons and Renewable Sources** – *Buen Ayre*  
*A better understanding of the drivers that shape the world's energy needs is critical for our environment. OECD believes that innovation will help economies expand while reducing their energy demand by about 5 percent and energy-related CO2 emissions by nearly 25 percent. In the non-OECD countries, however, energy use and pollution emissions will rise along with population growth, increased access to modern energy and improving living standards. Access to modern energy is intrinsically linked with improvement in the quality of life. What should be the strategic approach for our industry in a world where booming population and growing prosperity demand more homes, businesses and transportation - and the energy that powers them? How do we achieve cleaner energy as we fulfill energy demands?*  
  
Martín Mandarano, CEO, YPF Energía Eléctrica and YPF Luz  
Carlos Skerk, Partner and Director, Grupo Mercados Energéticos Consultores  
Diego Werner, Director, Aires Renewable Energy Resources  
  
Moderator: Alma del Toro, President, Blue Bull Energy



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12:30 PM – 3:00 PM

### **Networking Lunch with CEO's Roundtable – Buen Ayre A**

*Which are the mindsets of energy companies with regard to facing the challenges presented by the regional and national agendas in 2020? CEOs will examine the political and economic changes, the pressure of the social and environmental agenda, and the expectations created by new energy sources including non-conventional and renewable sources.*

Sean Rooney, President, Shell Argentina

Daniel De Nigris, Lead Country Manager, Exxon Mobil Argentina

Moderator: Ernesto Cussianovich, Associate Director, Poliarquía Consultores

3:00 PM – 3:30 PM

### **Special Address from Omar Gutierrez, Governor of Neuquén – Buen Ayre**

3:30 PM – 5:00 PM

### **Vaca Muerta – Buen Ayre**

*A general overview and a technical description of the Vaca Muerta project are key to grasp the importance of this reservoir for the region. An academic perspective on the legal framework considering the initiatives in support of this type of development shapes the understanding of the challenges ahead. On the practical side, speakers will address Techint Group's plans to develop a gas integrated project, the aftermath of the presidential elections, the financing alternatives for the development of the project and its associated infrastructure's needs.*

Juan José Aranguren, Director of Energy Consilium

María Florencia Saulino, Dean, Universidad de San Andres, School of Law

Jorge Dimopulos, New Business Director, Tecpetrol

Patricio Álvarez Roldan, Managing Director, BNP Paribas

Moderator: Cesar Guzzetti, LATAM General Manager Gaffney, Cline & Associates

5:00 PM – 5:15 PM

### **Coffee Break – Buen Ayre Foyer**

5:15 PM – 6:30 PM

### **The New Midstream Geography – Buen Ayre**

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

José Martínez de Hoz, Partner, Martínez de Hoz & Rueda

Daniel Pablo Dreizzen, Consultant at Practia Global, 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



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8:00 PM – 10:30 PM

### **Gala Dinner – Yacht Club Puerto Madero**

Keynote speaker: Erik Oswald, Vice President, ExxonMobil Exploration & New Ventures Americas

### **Friday, November 8, 2019**

9:00 AM – 10:15 AM

### **LNG in the Region – Atlántico**

*The increasing demand for LNG in the world triggers the discussion on the possibilities of the supply perspectives in Latin America, the successful models and the opportunities for a market model that shall allow Latam countries to enter into the club.*

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**

*Latin America has experienced a significant increase in offshore activity in recent years and become one of the most active regions, at least for offshore exploration. From Mexico to Argentina, passing by Guyana and Brazil, the panelists will discuss the elements that have contributed to this phenomenal development and share their views about what it would take to sustain this activity which can be an important contributor to the overall oil & gas supply in the Americas.*

Victor Vega, Exploration New Business Development Manager - Americas, Shell E&P Co.

Silvana Fourcade, Legal & Regulatory Affairs Manager, ENAP Sipepetrol

Fernando Garcia Bonini, Legal Manager, Total Austral

Mary Moreland, Deputy Chief Compliance Officer, Transocean

Moderator: David Juarez-Navarro, Commercial Advisor, ExxonMobil Exploration & New Ventures Americas

11:30 AM – 12:30 PM

### **Rule of Capture and Unitization – Atlántico**

*In the very near future Latin America in general, and Mexico, Brazil, Uruguay and Argentina in particular, will face extensive exploration and exploitation of on-shore and off-shore resources. At some point in time, potential issues regarding unitization and pooling will arise. This may happen in conventional and unconventional fields. At present, experiences have been scarce. The*



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*worldwide expertise of practitioners with legal and business backgrounds contributes to a better understanding of the problem and, more importantly, how to deal with it.*

Julie Mahler, Senior Unitization Consultant, ExxonMobil Corporation  
John P. Bowman, Partner, King & Spalding

Moderator: Arturo Pera, Partner, Marval, O'Farrell & Mairal

12:30 PM – 1:00 PM

**Closing Remarks – Atlántico**

### **Optional - Additional registration required**

2:00 PM – 5:00 PM

**LNG Export Projects Workshop – Atlántico**

*Which are 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 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.*

Vera De Brito de Gyarfas, Partner, King & Spalding  
Ignacio Rooney, Principal, Wood Mackenzie



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