



NOVEMBER 6 - 8, 2019 • HILTON BUENOS AIRES

From Mexico to Argentina: Latin America at Length

LATIN AMERICA REGIONAL CHAPTER CONFERENCE



Speaker Biographies

Patricio Alvarez Roldan, Managing Director, BNP Paribas

Mr. Alvarez Roldan joined BNP Paribas' New York office in 2004 and has since been part of several product and commercial teams within the Bank, always with a focus on the Latin American region.

Patricio led the Investment Banking Energy & Commodities platform in LatAm for a number of years before moving to Brazil to manage the corporate coverage team and strengthen the Bank's relationships with the top clients in the country. Nowadays, Mr. Alvarez Roldan is focused on developing the Corporate & Investment Banking franchise of BNP Paribas in Argentina, Uruguay and Paraguay where the Bank maintains an historical presence and strong relations with local companies as well as international clients doing business in the region.

Prior to joining BNP Paribas in 2004, Patricio held executive positions at the IFC (World Bank Group), Accenture and Philip Morris, in addition to acting as senior consultant to the United Nations Development Program in New York City. Mr. Alvarez Roldan holds a BS and MS in Industrial Engineering from ITBA (Argentina) and an MIA in Economic and Political Development from Columbia University (New York).

Juan José Aranguren, Director, Energy Consilium

Joined Shell in 1979 as a graduate trainee in the Technology Department at Buenos Aires Refinery. In 1984 he was assigned to Shell Australia, taking the position of Refinery Economist at Geelong Refinery.

Upon his return to Argentina, he worked in different managing positions in Bitumen, Fuels Marketing, Supply and Trading. In 1995 he moved to London where he held the position of WA Regional Assistant for English speaking Africa and later for Latin America.

In 1997, back in Shell Argentina, he was appointed as Supply and Marketing Vice-President and Member of the Shell Argentina Board. In 2000, he was appointed Retail Vice President for the Southern Cone Cluster (comprising Argentina, Bolivia, Chile, Paraguay and Uruguay).

Since 2003 and until his retirement on June 30th, 2015 he was the President of Shell Compañía Argentina de Petróleo S.A. and Vice President of Supply & Distribution for Shell Latin America.

In 2008, the Konex Foundation awarded him with the Merit Diploma and the Konex Platinum Prize as industry leader of the previous decade. In 2009, he was avowed as "Business Leader of the year for the industrial sector" by the local Association of Business Leaders and, in 2013, he was named Argentina's CEO of the year after a poll carried out by Price Waterhouse Coopers, "El Cronista" Newspaper and "Apertura" Magazine. In April 2014 he was named the CEO of the year as a result of a ballot among his peer group conducted by Ernst & Young.

On December 10th, 2015, Mr. Aranguren was designated by President Mauricio Macri, Minister of Energy and Mining of the Argentine Republic. In his tenure as Minister, until June 2018, his priority was to increase confidence in the energy sector and create the right conditions for long-term investment and a robust path towards energy security and reducing its impact on climate change.

At present, Mr. Aranguren is a leading partner in Energy Consilium, an energy consultancy firm based in Argentina.



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Mariana Ardizzone, Partner, Mitrani, Caballero & Ruiz Moreno

Es socia y lidera la práctica de Petróleo & Gas de Mitrani, Caballero & Ruiz Moreno. Previo a su incorporación al estudio en 2017, fundó de Ardizzone Abogados, fue socia de Maciel, Norman & Asociados y se desempeñó como abogada interna en Bidas S.A.P.I.C. y Pan American Energy LLC.

Es Abogada Facultad de Derecho de la Universidad de Buenos Aires, 1995. Traductora Pública, UBA 1994. Postgrado en Gas Natural y Regulación de Energía y Administración de Negocios, Instituto Tecnológico Buenos Aires – ITBA, 2004. Postgrado en Derecho del Petróleo y Gas (UBA, 1996). Maestría en Derecho, Facultad de Derecho de la Universidad de Michigan, USA, 1999. Subdirectora, Digesto de Legislación de Hidrocarburos y de Gas del Instituto Argentino de Petróleo y del Gas (IAPG).

En 2006 fue distinguida entre las 50 Key Women in Energy de alcance global, Categoría Sabiduría; y en 2003 – Votada entre los abogados jóvenes más destacados de Argentina – Revista Latin Lawyer "Argentina: 40 de 40", 23 de julio de 2003. Admitida a la práctica profesional en Buenos Aires y Nueva York (EEUU).

John P. Bowman, Partner, King & Spalding

John P. Bowman is a Partner with King & Spalding LLP in Houston, where he engages in an arbitration and litigation practice representing primarily international oil companies and service companies in a wide range of commercial and investment disputes. He frequently writes and speaks on international arbitration and international oil and gas topics. The Georgetown Journal of International Law will publish his article on Risk Mitigation in International Petroleum Contracts in early 2020. He received the Institute for Energy Law's Lifetime Achievement in Energy Litigation Award, given to one energy litigator each year whose achievements "have won the admiration of his or her peers," at its annual energy litigation conference in November 2017. He served as President of the Association of International Petroleum Negotiators (2014 – 2015) [the only disputes lawyer so honored].

Increasingly, John assists IOCs and international NOCs design and evaluate stabilization, choice of law, and dispute resolution provisions in upstream and project agreements with host governments and NOCs. He also advises IOCs on an array of issues arising under host government contracts, laws, and regulations, including issues about transfers of interests and changes of control, NOC failure to pay cash calls, IOC entitlement to cost recovery, and breach of stabilization protections.

John taught International Arbitration for four years at the University of Oklahoma College of Law and currently teaches International Energy Arbitration at the Georgetown University Law Center. He is also an Honorary Lecturer at the Centre for Energy, Petroleum and Mineral Law and Policy at The University of Dundee, Scotland, where he last lectured on Choice of Law in International Petroleum Agreements. He was awarded the AIPN Education Award for 2010-2011 and 2011-2012, its Legacy Award for 2012-2013, and its President's Award 2015-2016. The Inter-American Commercial Arbitration Commission recognized John for his contribution to education concerning the Panama Convention at its conference in Panama City celebrating the Convention's 40th Anniversary in May 2015. In 2002 he received the national Burton Award for Legal Achievement for his article on The Panama Convention and Its Implementation under the Federal Arbitration Act, published by Columbia University in The American Review of International Arbitration and subsequently published as a book by Kluwer.

A member of the Advisory Boards of the Institute for Transnational Arbitration and the Institute for Energy Law, John is also a Fellow of the College of Commercial Arbitrators and of The Chartered Institute of Arbitrators. He is a member of the International Arbitration Club (London) and the International Arbitration Institute (Paris). He received his J.D. from the University of Kansas School of Law in 1980, where he was Editor-in-Chief of the Kansas Law Review. In April 2018 he received the KU School of Law Distinguished Alumni Award.



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Ernesto Cussianovich, Director, Poliarquia Consultores

Ernesto Cussianovich is Director of Energy, Natural Resources and Environment at Poliarquia Consultores, where he oversees public opinion, governance and political projects for companies, governments and civil society organizations. Before Poliarquia, Ernesto worked as Director of Operations at the British Council, the government agency for international cooperation in the United Kingdom, where he developed programs on governance, sustainable development and education in Argentina and other Latin American countries. He was also a consultant for the Natural Resources Division of ECLAC (CEPAL) and for the IDB and UNDP. He previously worked for International Voice, a Japanese educational services company based in Osaka, Japan.

BA in History (University of Buenos Aires), Diploma in Management of Nonprofit Organizations (San Pablo-CEU University in Madrid) and Master of Science in Economic History Patterns of Development from (London School of Economics). He received several research and study grants from different governments, including the Ministry of Government of Spain, the Chevening Scholarship of the United Kingdom, the Maison des Sciences de l'Homme de France Foundation, the University of Buenos Aires and the Argentine National Council of Scientific Research (CONICET).

Vera De Brito de Gyarfás, Partner, King & Spalding

Vera de Gyarfás specializes in transactions involving energy projects in Latin America and Africa. A partner in our Corporate Finance and Investments practice, Vera represents companies engaged in all kinds of energy projects, handling negotiations of host government agreements as well as commercial agreements among companies in English, Spanish and Portuguese.

Vera represents companies in upstream exploration and production, liquefied natural gas and other natural gas projects under all types of host government agreements, including production sharing agreements, concessions/licenses, and operating services agreements. She also advises companies with respect to power projects, generation, transmission and distribution facilities, and advises petrochemical companies in developing specialized plants.

With particular experience in LNG, Vera negotiates and drafts investment agreements for host governments and other parties, analyzes existing regulations and government negotiations, and completes agreements for LNG sales and purchases, gas supply, and terminal usage, among others.

Vera advised Anadarko on the Mozambique LNG project which, given the huge gas reserves found, could transform Mozambique into a major natural gas-producing country in the world. Vera led the negotiation and drafting of the enabling legislation, investment agreement and ancillary agreements. The initial two-train phase of the project has an estimated value of US\$15 billion.

Vera was recognized as a 2016 Women in Energy Honoree by Texas Lawyer, she is ranked in the Legal 500 2019 Powerlist as an expert in Mexico's energy sector and is ranked in the 2018 Chambers Global for Energy and Natural Resources as an expert in the U.S. for Venezuela. She was also recommended in the 2018 Legal 500 Latin America, and listed as a leading practitioner in the 2018 International Who's Who of Oil and Gas Lawyers.

A frequent author and speaker on energy topics, Vera is fluent in Spanish, English and Portuguese.

Liliana Diaz, Managing Director, FTI Consulting

Liliana Diaz is a Managing Director at FTI Consulting. She serves as an expert and advisor for energy companies and investors. She brings commercial and technical experience in the global energy industry, with a focus in emerging markets. Her expertise encompasses a wide array of energy industries including oil and gas, liquefied natural gas (LNG), renewables, power generation and transmission and energy efficiency. For over ten years, Dr. Diaz has worked in energy related engagements in North



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America, Latin America, Europe, Asia and the Middle East. Her engagements have included economic and commercial analysis, regulatory and market assessments, cross-border and local due diligence, strategic investment, international carbon credit assessment, asset valuation, and dispute resolution expert opinions.

Dr. Diaz holds a B.A. in finance and international affairs from Universidad Externado in Colombia, an M.A. in international economics with honors and a Ph.D. in international economics and energy policy with honors from The Paul H. Nitze School of Advanced International Studies (SAIS) at Johns Hopkins University in Washington D.C. Dr. Diaz also lectures at SAIS on energy policy and markets in the Americas. She is fluent in English, Spanish and proficient in Portuguese.

Jorge Dimpulos, New Business Director, Tecpetrol

Licenciado en Economía de la Universidad de Buenos Aires y Master en Finanzas de UCEMA. Tiene 23 años de carrera en empresas del sector energético de la Organización Techint. Desde 2014 es Director de Desarrollo de Negocios E&P en Tecpetrol, posición desde la cual participa en la definición y ejecución de la estrategia de negocios de la Compañía.

Daniel Pablo Dreizzen, Consultant at Practia Global

Daniel is an Industrial Engineer graduated from Universidad de Buenos Aires and holds a Master's degree in Finance from Universidad Torcuato Di Tella. Between 2004 and 2014, he taught as Assistant Professor for the Economics Engineering Course at the School of Engineering of Universidad de Buenos Aires.

He has gained 12 years of experience working in the oil and gas industry at Pluspetrol Company in different positions in the areas of Corporate Planning- Finance and Business Development. In 2015 he coordinated the Oil and Gas Exploration and Production Energy Group in 'Fundación Pensar' think tank.

During 2016 and 2017, in the public sector, he served as Strategic Development Manager at the National Highway Administration of Argentina (Ministry of Transport), where he carried out a comprehensive process reengineering project and launched the first six PPP (Public- Private Partnership Projects) in Argentina, which attracted investments for 6 billion dollars.

In 2018 he was appointed Secretary of Energy Planning of the Ministry of Energy of Argentina where he designed a new energy plan focused on unconventional resources and renewable energy and coordinated the Table of Vaca Muerta to identify and solve the problems to untap the full potential of this formation. Since June 2019, he is energy consultant for different projects of energy operators and their suppliers.

German Fernandez Lahore, Legal Affairs Corporate Vice President, YPF

Germán Fernández Lahore es Abogado egresado de la Facultad de Derecho de la Universidad de Buenos Aires. Participó en la Academy for American and International Law en la Southwestern Legal Foundation en Dallas, Texas. Como becario Chevening cursó y obtuvo una maestría en Leyes y Políticas de los Recursos Naturales en el Centre for Energy, Petroleum and Mineral Law and Policy de la Universidad de Dundee en Escocia, Reino Unido. Posee una Especialización en Derecho Tributario de la Universidad Austral y cursó el Programa de Desarrollo Directivo del IAE. Es miembro del Consejo Académico de la Revista Argentina de Derecho de la Energía, Hidrocarburos y Minería (RADEHM). Se desempeñó como abogado del Estudio Beccar Varela y como asociado extranjero del Estudio Haynes and Boone, LLP (Dallas, Texas). En febrero del año 2002, se incorporó a YPF S.A. y, desde 2015, se desempeña como Vicepresidente Corporativo de Servicios Jurídicos de dicha empresa. Se especializa en Derecho del Petróleo y Gas Natural, Energía, Minería y Financiamiento y Tributación de los Recursos Naturales.



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Silvana Fourcade, Legal & Regulatory Affairs Manager, ENAP Sipetrol

Silvana is a lawyer specialized in the oil & gas industry with over 20 years of experience. She started her career in Maciel, Norman, Martelli & Beretta law firm and then worked in TOTAL and YPF for over 15 years, until she assumed her current position in ENAP.

During this time, she participated in onshore and offshore projects, including the Carina Aries campaign in TOTAL and several farm-in and farm-out projects at YPF. As of 2017, she coordinates the legal area at ENAP in Argentina.

Nick Fulford, Global Head of Gas and LNG, Gaffney, Cline & Associates

Nick is Global Head of Gas and LNG at Gaffney, Cline & Associates, where he has been working on a range of commercial and strategic assignments aimed at helping clients overcome today's major challenges in profitable gas resource development, and successful gas monetization.

Prior to joining Gaffney-Cline, Nick worked at British Gas and Centrica. In addition to international assignments in the E&P and LNG space, he worked extensively with government and industry stakeholders on the restructuring of the UK gas and power sector in the mid-90s that formed the foundations for today's European markets. Those experiences led to the creation of a US and Canadian energy supply business during the 2000s, and with the shale gas boom early in this decade, Nick led a major US unconventional gas investment project, which brought him back into a newly energized LNG sector once again.

Nick has been a frequent visitor to Argentina, and with his GCA colleagues here in BA he has followed developments in the Vaca Muerta very closely.

Fernando Garcia Bonini, Legal Manager, Total Austral

Fernando is a lawyer, with studies in economics and specialized in oil and gas, with over 25 years of experience working in the oil & gas industry in the exploration and production, as well as in the natural gas and LNG marketing and transportation, both in Argentina and abroad. Fernando joined Total Austral in 1995 and has work in legal positions in Argentina, France and Brazil where he was the legal director of Total's affiliate for several years. He is currently the legal manager in Total Austral for its operations in Argentina.

Federico Godoy, Partner, Beretta Godoy

Federico Godoy is a founding partner of Beretta Godoy. His expertise focuses in strategic planning of investments in cross border transactions, energy, natural resources and infrastructure projects. He has advised oil & gas upstream, midstream and downstream companies, nuclear power plants constructors, electricity generators, and toll road construction companies in the structuring of their investments in Argentina as well as in dispute-resolution procedures including international commercial and investment arbitration. He has been singled out by Who's Who in Mining and in Commercial Arbitration, and as leading lawyer by Chambers Global and Latin America. Beretta Godoy has been recognized by IFLR as a tier 1 firm in project development.

Andres Guevara de la Vega, Business Development Director for Upstream Gas Value Chains, BP

Andres is an international oil & gas professional currently serving as Business Development Director for Upstream Gas Value Chains at BP focused on global new business development opportunities including the emerging Carbon and Hydrogen gas value chains. In his current role he has led the acquisition of a stake in the giant Zohr gas field offshore Egypt, negotiated the country entry into Mauritania & Senegal and co-led the FID of the Tortue LNG project – the fastest ever from discovery to FID.

He graduated Cum Laude from Production Engineering at Universidad Simon Bolivar in Caracas-Venezuela after which he joined McKinsey & Company, a management consulting firm. In 2003 he moved to Chicago to pursue an MBA at The University of Chicago where he graduated with Honors in 2005 with concentrations in Finance and Economics.



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Passionate about the energy sector, he joined BP in 2005 working in oil supply & trading for Latin America based in Chicago. He moved to London in 2007 to work in upstream business development for Russia & Central Asia and in 2009 he went on to lead business development for gas supply & trading in Southern Europe. In 2012 Andres moved to Rio de Janeiro where he led upstream business development for South America and later on expanded his role when he became Country Manager for Uruguay where BP was running an exploration operation. In 2016 he returned to London to serve in his current role.

Outside of work, Andres enjoys spending time with his family and friends. He is also passionate about cooking, history and teaching as visiting lecturer at Queen Mary University of London, SciencePo in Paris and IESA in Caracas.

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

In the more than 20 years that David has been working for ExxonMobil in various countries, he has held numerous commercial positions in different areas of the business, most of the time with regional or global reach.

During the last few years he has been focused on exploration and production opportunities in Latin America, both evaluating opportunities as well as negotiating the corresponding agreements. He was for instance very involved in the Mexico energy reform and in the recent offshore round in Argentina.

Carlos Magariños, Former Director General, United Nations Industrial Development Organization

Politician, diplomat, academician and entrepreneur, from a very young age he played leadership roles in the public and private sectors, reaching positions of international relevance. Being just 35 years old, he was elected Director General of the United Nations Industrial Development Organization, through an international election.

His work has focused on technology and economic development, globalization and democracy. He has traveled extensively (to work in more than 90 countries) and continues to do so, gathering valuable experiences.

Carlos has been Secretary of State, Ambassador, Chairman and CEO, Senior Associated Member of St Antony's College at University of Oxford, Senior Fellow of the Chongyang Institute for Financial Studies (RDCY) at Chinese University of Renmin and Head Professor and Visiting Professor in Universities of Argentina and Perú.

Julie Mahler, Senior Unitization Consultant, ExxonMobil Corporation

Julie Mahler has been with ExxonMobil for 31 years. She is a geologist by training, having earned a Bachelor of Arts in Geology from Wellesley College and a Master of Arts in Geology from the University of Texas at Austin.

Julie spent the first third of her career at ExxonMobil doing geoscience technical work – prospecting, drilling wells, and optimizing production – across exploration, development and production. Julie spent the second third of her career in global geoscience leadership roles, moving from first line supervisor to project manager to geoscience technical manager and finally to exploration manager. These roles covered South America, Russia and the former Soviet states, the Middle East and Asia Pacific. The last third of Julie's career has been commercial work – negotiating Production Sharing Contracts, Joint Operating Agreements and due diligence for international acquisitions.

Julie has been solely focused on Unitization and Redetermination, globally, for ExxonMobil since January of 2018. Julie consults within ExxonMobil, globally, and is an active member of AIPN's subcommittee revising the model UUOA.



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Jose Martinez de Hoz, Partner, Martinez de Hoz & Associates

José Martínez de Hoz es un abogado experto en energía y referente en la práctica legal con una carrera de casi 40 años. Se recibió de abogado en la Universidad Católica Argentina (1980) y obtuvo un posgrado en Derecho Comparado en la Universidad de Illinois (1982), en ambos casos con el mejor promedio de su clase.

Es socio fundador de Martínez de Hoz & Rueda, una de las firmas más reconocidas de Argentina, y es regularmente reconocido como profesional líder (leading practitioner) por publicaciones legales internacionales especializadas, entre ellas, Chambers Global, Chambers Latin America y Client Choice.

A lo largo de su carrera, José ha ejercido cargos destacados en la comunidad jurídica, entre ellos, director del Colegio de Abogados de la Ciudad de Buenos Aires, director de la Revista de dicho Colegio, director de la Comisión Pro-Bono de dicho Colegio y asesor legal de las dos Cámaras de la industria hidrocarburífera de Argentina.

José es experto en arbitrajes de energía, y es miembro de numerosas asociaciones de arbitraje locales e internacionales, entre ellas, la Corte Internacional de Arbitraje de la Cámara de Comercio Internacional (ICC) de la cual es representante de Argentina, integra el Listado de Árbitros de Energía del Centro Internacional de Resolución de Controversias de la Asociación Americana de Arbitraje (AAA), la Asociación Latinoamericana de Arbitraje, el Grupo Latinoamericano de Arbitraje de la Cámara de Comercio Internacional (ICC), el Club Español de Arbitraje, el Consejo Internacional de Arbitraje Comercial (ICCA), el Comité Argentino de Arbitraje Nacional y Transnacional (CARAT) del Centro Empresarial de Mediación y Arbitraje (CEMA), el Centro de Mediación y Arbitraje de la Cámara Argentina de Comercio (CEMARC) y el Centro de Arbitraje de la Cámara Boliviana de Hidrocarburos y Energía (CEAR-CBHE).

Es profesor titular de cursos de grado y posgrado de derecho de los hidrocarburos en varias universidades, y es fundador y actual director de la Revista Argentina de Derecho de la Energía, Hidrocarburos y Minería (RADEHM), la primera publicación legal especializada en la materia en Argentina.

Mary Moreland, Deputy Chief Compliance Officer, Transocean

Mary is a lawyer with over 20 years of experience working on cross border transactions and compliance matters for BHP, Quanta Services and Transocean. During her career, Mary has occupied both legal and commercial roles, including the Director of Strategic Planning – Latin America for Quanta Services. She is currently Transocean's Chief Compliance Officer.

Daniel De Nigris, Lead Country Manager, ExxonMobil Argentina

Daniel De Nigris is the Argentina Lead Country Manager for ExxonMobil Argentina. A native of Argentina, Mr. De Nigris graduated from Rutgers University, the State University of New Jersey (USA), with an MBA in 1995, and he also holds a graduate degree from the Buenos Aires Institute of Technology in Oil and Gas (ITBA). Right after that, he joined Esso Petrolera, the Argentine affiliate of ExxonMobil, at the Campana Refinery and Lube Plant, as Quality and Process Engineer.

From 1996 through 2004 he held different marketing and planning positions in Marine Sales, Industrial and Wholesale Sales. He also became Brand Manager for Argentina, Chile, Paraguay and Uruguay. In 2004, Daniel was assigned as Argentina Area Company Retail Sites Manager, where he was responsible for the Operations in Argentina and Paraguay, supervising approximately 2.000 people.

In 2007 he was transferred to Houston, Texas, to the Upstream Company of Gas and Power Marketing, where he led the Natural Gas Liquids business for those states outside the Gulf Coast. In 2011, Daniel assumed the position of Argentina General Manager



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for the Exploration Company, and in 2012 the role of Lead Country Manager of ExxonMobil Argentina. Based in Buenos Aires, Argentina, Daniel and his wife Marina have three children.

Arturo Pera, Partner, Marvel, O'Farrell & Mairal

Arturo Pera joined Marvel in 2016 as Of Counsel in the Oil & Gas Group. Arturo has over forty years' experience in the oil & gas industry and was the Legal Director at Total for eighteen years.

With a law degree from the Universidad Católica de Argentina he also graduated from the Escuela de Defensa Nacional. A PhD candidate in Financial Law at the Universidad de Buenos Aires, Arturo has completed several postgraduate courses in the US and the UK.

In the academic field, he is a professor at the postgraduate course on Oil & Gas at the Universidad de Buenos Aires and teaches Energy Market Regulations at the Instituto Tecnológico de Buenos Aires.

Arturo is a member of the Consejo Editorial de la Revista Argentina de Derecho de la Energía, Hidrocarburos y Minería (RADEHM) and the International Bar Association and vice-president of the Asociación Argentina de Derecho de la Energía y Recursos Minerales (ADERM).

Peter Roberts, Special Advisor LNG Projects, Kosmos Energy

Peter Roberts has more than 25 years of experience in gas project developments worldwide. He is a senior director with Kosmos Energy, responsible for managing the company's domestic gas and LNG export project interests in Mauritania and Senegal. He is also the editor of the AIPN Journal and is a visiting professor at Austral University in Buenos Aires.

Ignacio Rooney, Principal, Wood Mackenzie

Ignacio Rooney is Principal at Wood Mackenzie's Upstream practice for Latin America, based out of the Buenos Aires office. At WoodMac, Ignacio is responsible for developing the Research practice in Argentina, focusing on upstream asset valuation, basin analyses, and play benchmarking. Before WoodMac, Ignacio worked in the business development team at EnDriven, focusing on midstream opportunities linked to Vaca Muerta. Prior to that, he worked as a Senior Manager at Accenture Strategy Energy (formerly Schlumberger Business Consulting) in the Mexico City office, working on strategy projects for energy companies in Mexico and Europe.

Ignacio holds an MBA from MIT's Sloan School of Management and an Industrial Engineering degree from Instituto Tecnológico de Buenos Aires (ITBA).

Sean Rooney, President, Shell Argentina

Sean Rooney joined Shell in 2000 after an 11-year career at Mobil and 1 year with ExxonMobil.

Sean spent much of his career working in Latin America EP operations and new business development. He started working with Mobil EP Dallas research center where he investigated seismic acquisition and processing, and later was assigned to Latin America new exploration ventures. In Latin America he has been Argentina EP Manager for Mobil and Bolivia Country Manager for ExxonMobil Exploration. Sean was involved in acquisition and development of producing fields in Argentina and exploration acreage in Bolivia including discovery of the giant Itau gas field.

Joining Shell in 2000, Sean worked as New Business Development manager in the integrated EP / GP Southern Cone Gas & Power organization and moved to The Hague as Head Commercial in Global Exploration when exploration was reorganized as



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a global function in 2003. In March 2005 Sean became President of the Shell Companies in Venezuela where he led Shell through the nationalization of the Urdaneta West field. He was appointed Vice President Exploration – Middle East in April 2008 where he served as Chairman of the Board for the South Rub al Khali joint venture between Saudi Aramco and Shell. In 2009 Sean moved back to The Netherlands as VP Opportunity Identification leading origination of upstream new business in Upstream International and in 2013 he became VP International Government Relations.

Sean received a B.S. in Geology (Indiana University, USA) and Ph.D. in Geophysics (University of Wisconsin, USA) researching fast-moving glacier flow in the Antarctic.

Sean's wife Melodye is an expert on gas geochemistry who also worked in the Mobil research group prior to the Exxon Mobil merger. They have two children.

Amalia Saenz, Partner, Zang, Bergel & Vines

Amalia Sáenz is Partner of ZBV and is in charge of the Energy and Natural Resources practice. Her practice covers the full scope of oil & gas, natural resources, mining, nuclear and renewable energy, with specific focus on tenders, acquisition of assets and their financing, joint venture and operation agreements in addition to most exploration contracts, and has advised in International Purchase Offers related to assets located in Argentina.

Amalia is strongly involved in rendering advice on gas regulations and in negotiating contracts with major Argentine gas producers. She has also participated in projects for the construction and expansion of gas pipelines, transportation concessions, pumping plants and energy facilities.

Amalia advised on the implementation of the operating contract of Puerto Ing. White between ENARSA, Mega, Profertil, YPF and Dow Chemical for LNG importation by the National State (13,000 billion dollars annual) representing and leading the agreements for operational exchange, interconnection, operation, maintenance and swap of LNG shipments for injection into the Argentine system until the end of imports in 2018.

She has been singled out by Chambers & Partners ranked Band 3 in Energy & Natural Resources. With the leading of Amalia, ZBV has been recognized by Legal 500 as a tier 4 firm in Oil & Gas and Mining Areas.

She is a member of the Board of the Argentine-Russian Business Council and, as a member of the Association of International Petroleum Negotiators (AIPN) she is currently the alternate Regional Director of the AIPN representing the Latin American Chapter and Chair of the AIPN LARC Conference.

Besides her successful career, Amalia loves the Argentine campo, horses and polo, and enjoys playing the sport which allows equal competition against men and women.

Nour Salmen, IG Commercial Manager, Shell

More than 22 years of experience working with consultant and energy companies in Latin America and the US; which includes 7 years at Shell, 4 years at SAInternational and 11 years at BP. She performed different commercial roles in Retail, Lubricant and Gas industry.

She is an Economist with a Master of Science in Organizational Development & Management, and a Business Development professional with strong expertise in Market Access, Negotiations, Due Diligent, Risk & Liabilities Mitigation, Strategic Planning as well as Deal Making in M&A activities.



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Nour has been working across different business unit and functions in more than 30 countries. Managing diverse mix of internal & external stakeholders, included government and private sector. She had experience as local & expa employee, along with, entrepreneur in Latin America and US.

She is passion for her intercultural family and an intercultural world.

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

María Florencia Saulino is the Dean and Professor of Law at Universidad de San Andrés and a Global Clinical Professor of Law at New York University (NYU). She received her Ph.D. from Universidad de Buenos Aires and a Master of Laws with a concentration on Environmental Law from NYU. She worked as a Research Fellow in NYU's Center on Environmental and Land Use Law, performing research on comparative environmental law and policy. Before joining the Universidad de San Andrés faculty, she was a Professor of Law at Universidad de Palermo where she directed the Center for Studies on Environmental Law and Policy. She clerked for the Honorable Chief Justice Ricardo Lorenzetti in the Argentine Supreme Court. She is the Dean of Universidad de San Andrés School of Law where she also teaches "Environmental Law" and the Public Interest Law Clinic. In 2013, she joined NYU Law Abroad faculty, where she teaches the "Clinic on Policy Advocacy in Latin America". She has worked as a research consultant for the United Nations Economic Commission for Latin America and the Caribbean, the World Bank, and the United Nations Development Program.

Alma Del Toro, President, Blue Bull Energy

Founder & president of Blue Bull Energy with + 20 years of experience in the energy sector. BBE provides strategy for new access, development and business transformation. BBE operates in different regions with offices in Houston and Mexico City. Before BBE Alma spent 17 years in BP where she held several leadership roles across Regions executing transactions in over 10 different Countries.

BBE is a US certified minority-women owned business, committed to making a difference building business and communities with an impressive track record. Within a short period of time, Alma built a successful brand, developed a mix portfolio supporting startups and working with large organizations, International Oil Companies (IOCs), National Oil Companies such as Equinor, BP, Petronas, Pemex, Ecopetrol to name a few.

Alma believes in sustainability and transferring knowledge is key, therefore as part of BBE's philosophy, BBE works side by side with clients in helping to develop local talent to close gaps vs. To expand and progress BBE, Alma formed partnerships with the most influential firms, Governments and respected leaders in the world.

Blue Bull Energy is on a mission looking to transform the landscape of the oil industry to start in Mexico by helping local businesses understand, develop and transform to meet the required standards to become a supplier to major IOCs and large service providers within the industry, including EPC contractors. To resolve these industry challenges, BBE created Blue Wave Supplier Development Platform (Blue Wave) via JV with Eduardo Nunez a former General Manager of Global Procurement at ExxonMobil. Blue Wave is an automated, intelligent platform, a sustainable solution that creates value for all parties by leveraging a combination of major oil company experience of working with suppliers globally and its databases of supplier qualification requirements.

Aligned with BBE 's sustainable mission Alma serves as Strategic Advisor to CEMVITA Factory, a Houston-based start-up looking to create a sustainable future by transforming CO2 into value-add product



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Given Alma's humble upbringing in Mexico & USA she is passionate and committed to also create opportunities for others, serving as Board Member of several NGO's such as Amigos de las Americas that focus on serving underprivileged families In LATAM and Rice University School of Mathematics Project S.T.E.A.M (RUSMP). In 2017 and 2018 Alma secured funds with BP to support MECA's Houston NGO S.T.E.A.M summer program for underprivileged children. In addition to serving families in need, she is committed to protecting the environment and have adopted an endangered sea turtle conservation center in Campeche Mexico.

BBE's mission to build business and communities has been featured in:

- TV Bloomberg US, LATAM and Europe and Fox News in 2017. Link to the segment: <https://youtu.be/V22pOHjE23c>
- London World Oil <https://www.worldoil.com/news/2019/5/20/changing-the-world-one-supplier-at-a-time>
- The Energy & Commerce Magazine May 2019 edition
- Mexico's First Local Supplier Development Symposium
- Mexico's Gender Gap in the Energy Sector Success Story in collaboration with the Mexico's UK Embassy.
- British American Business Council Texas October 2019 Member Spotlight
- 2019 AIPN International Petroleum Summit Co-Chair

Alma was nominated Member of the Year 2019 by the Association of International Petroleum Negotiators.

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

Victor is a Geologist with Msc in Geophysics with more than 25 years of experience working for Amoco, BP, Talisman Energy and now with Shell. During this time Victor has worked in several countries with regional and global reach and has held numerous technical and managerial positions. Currently he is responsible for exploration efforts in Colombia and Argentina and also for exploration business development in the region.

During the last 2 years he was responsible for Shell's entry into Argentina during the last bid round and also for conversion of Colombia offshore blocks with Colombia National Hydrocarbon Agency.

Victor is very active with the AAPG (American Association of Petroleum Geologists) where is representing at the moment the Latin America and Caribbean Region in the Advisory Council. He is also very active with Student Chapters and Young Professional groups.

Francisco Villamil, Commercial Manager, Vista Oil & Gas

Francisco Villamil, Ingeniero Industrial (UCA), con estudios de postgrado en Economía del Petróleo y Gas (ITBA) y MBA del CEMA. Mas de 15 años de experiencia en el sector energético, Upstream y Downstream en Argentina, Paraguay y Bolivia. Fue Gerente General del Negocio local de Aggreko entre 2012 y 2015 y actualmente es el Gerente Comercial de Vista Oil & Gas.