

MEXICAN OIL & GAS INDUSTRY: AN OVERVIEW ON OPPORTUNITIES FOR AMERICAN COMPANIES

Mexico has diversified its commercial and industrial policies. Greater emphasis has been placed on liberalization, openness, and increasing the role of the private sector in the economy.

Between 2012 and 2014, an extraordinary set of structural reforms were approved by the Mexican Congress. These reforms were founded on a strong political consensus regarding the need for change and thus generating new opportunities.

This seminar will focus on the Energy Reform and seizing the opportunities in the Mexican Energy Business -offshore and onshore. The seminar is aimed to increase awareness and obtain a legal understanding of how to do business in Mexico.

OBJECTIVE OF THE SEMINAR

The initiative hopes to contribute to a faster realization of American company's ambitions in Mexico. The seminar focuses on understanding the potential risks and to shorten time towards achieving commercial results. Participating companies will spend time listening to brief & high value key topic presentations and related Q&A.

SEMINAR FOCUS AND THE 4P'S OF UNDERSTANDING THE LOCAL MARKET

- 1 P-PEMEX** and the newly privatized company and for years to come the most important player in the Energy market.
- 2 P-PRESENCE** and why Fly-in Marketing would not work for most companies.
- 3 P-PARTNER** and ways and areas of importance to be successful doing business in Mexico.
- 4 P-PATIENCE** and in depth understanding of how Mexican business culture is different from Canada & U.S.

WHY PARTICIPATE

- Position yourself as fast follower post Mexican deep water awards.
- You have technology products or services for this Business segment.
- You're looking for Partners within the Mexican Energy industry
- You want to capitalize on opportunities in the Mexican Energy market.
- You're looking for sourcing/local production, and/or searching for potential partners/agents in Mexico.

TECHNOLOGICAL CHALLENGES WITHIN THE OIL AND GAS INDUSTRY IN MEXICO

NovaOil team has identified the most important technological challenges within the oil and gas industry in Mexico, which currently operators are constantly looking for unconventional solutions that allow them to eliminate these challenges. The list of technological challenges is listed below:

1. Increase the rate of incorporation of reserves
2. Develop offshore fields
3. Improve the interpretation of seismic data in subsaline plays
4. Improve the interpretation and modeling of the subsoil
5. To have more precise parameters of subsoil properties, physical rocks with seismic to infer lithology, type and quantity of fluids, saturation, capacity of seal and pressure
6. More efficient drilling activities with lower costs
7. Produce oil from the matrix of natural fractured reservoirs
8. Develop technology to produce heavy oil with lower costs
9. Develop technology to reduce viscosity of heavy oil and improve oil quality
10. Develop control systems for watertreatment

However, any other technology that allows costs to be reduced directly or indirectly can have a large percentage of success to be implemented in Mexico because of companies are constantly looking for different ways to reduce OPEX .

📅 Dates and timings

May 7, 2019
9 AM - 11:00 AM
Conferences

Agenda

- 9:00 AM-10:00 AM Expert Panel Presentation
- 10:00 AM-10:30 AM NovaOil Presentation
- 11:00 AM-5:30 PM Business Meetings

📍 Venue

**University of St. Thomas-
Houston**
Room: Jer Scanlan

Speakers

- César Bernal Huicochea (Production and Engineering Manager, NovaOil)
- Diego Bernal de Loera (Director, NovaOil)
- Carlos Solorzano (Partner, SMPS Legal)
- Gustavo Hernández García (Ex-Director PEMEX Exploration & Production)

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