



The U.S. Commercial Service, Houston West Chamber of Commerce,  
Greater Houston Partnership and District Export Council Present:

# Mexico's Energy Reform

Next Wave Changes and New Projects

## Agenda

- 7:30 AM Registration and Breakfast
- 8:00 AM Welcoming Remarks
- 8:10 AM Keynote Presentation and Q&A  
PEMEX's Alejandro Martinez  
Director General, Industrial  
Transformation
- 9:00 AM PEMEX Service Stations in U.S.  
Ignacio Arroyo, Commercial  
Manager, PMI Holdings N.A.
- 9:30 AM Break
- 9:40 AM PEMEX Pass: Overview with PPI  
Carlos Cantu, PPI Houston
- 10:00 AM Operating Company's Success  
from Energy Reform  
Timothy S. Duncan, President &  
CEO, TALOS ENERGY LLC
- 10:30 AM Q&A with Horacio Licon  
Greater Houston Partnership
- 10:40 – 11:30 AM Event Concludes; One-on-One  
meetings in separate room until  
11:30 planned

**LOCATION:** Omni Riverway  
4 Riverway,  
Houston, TX 77056

**DATE:** Thursday, February 25, 2016

**TIME:** 7:30 AM – 11:30 AM;  
Full breakfast starting at 7:35 AM

**COST:** \$65; Chamber members – \$55

**Registration:** [Houston West Chamber of  
Commerce](#)

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Hosted By:





# Pemex's Oil and Gas Reform

## The Next Wave of Changes and New Projects



GREATER HOUSTON  
PARTNERSHIP  
Making Houston Greater.

### Seminar Objectives

The seminar familiarizes small, mid-sized and large U.S. companies with energy reform in Mexico approximately a year after reform's introduction. During this session you will learn about Pemex's new global footprint, its future projects, and the updated purchasing process for this leading oil producer.

Pemex Procurement International Inc. will present Pemex Pass, a system for direct access to new opportunities. The seminar is not for prime contractors only. Small and mid-sized U.S. oil and gas suppliers of products and services should attend and prepare for real changes in Mexico's energy industry.

### Market Background

Mexico's oil and gas producing regions want to acquire U.S. technology and experience for maintaining high levels of production from declining fields entering the end of their lifecycle and from areas exhibiting technical production difficulties. Additionally, Mexico will seek expertise from U.S. service providers and manufacturers for refurbishing five major refineries.

The importance of constitutional change to the oil and gas industry in Mexico cannot be overstated. Changes at PEMEX illuminate a bright future of open competitiveness and greater transparency. For ten years, PEMEX has witnessed falling production in virtually all its oil and gas fields. Falling production is historically a primary driver of energy reform. While the Mexican constitution maintains that the government of Mexico controls subsurface hydrocarbons (i.e. oil and gas reserves), there is significant opportunity for foreign oil companies to take ownership of extracted resources in order to book them as reserves.

These opportunities are projected to increase participation in Mexico's deep water and unconventional oil and gas extraction. Increasing exploration and production activity will spur procurement contracts for oil and gas field services and machinery, along with production sharing and licensing agreements. More transparency should motivate foreign companies of all sizes to register with Pemex through Pemex Procurement International Inc.

Reform is meant to change PEMEX into a more efficient state-owned company, assimilating best practices from international companies and other state-owned oil companies that have witnessed a transformational structural success. This transformation has opened the door for private participation in exploration and exploitation of oil and hydrocarbons using flexible contracting for service contracts, shared utility contracts, production sharing contracts, and licensing agreements.

As implementation continues, prepare for a greater push toward accountability, transparency, more fiscal scrutiny with greater autonomy for all levels of PEMEX management to find better and more stable suppliers from the international sector, a movement translating into more business U.S. companies active in Mexico.