Networking Breakfast: The Impact Of Mexico's Production Push On Business Opportunities

Houston, 7 May 2019

Kingdom of the Netherlands

DUTCH ENERGY ASSOCIATION

br& marion

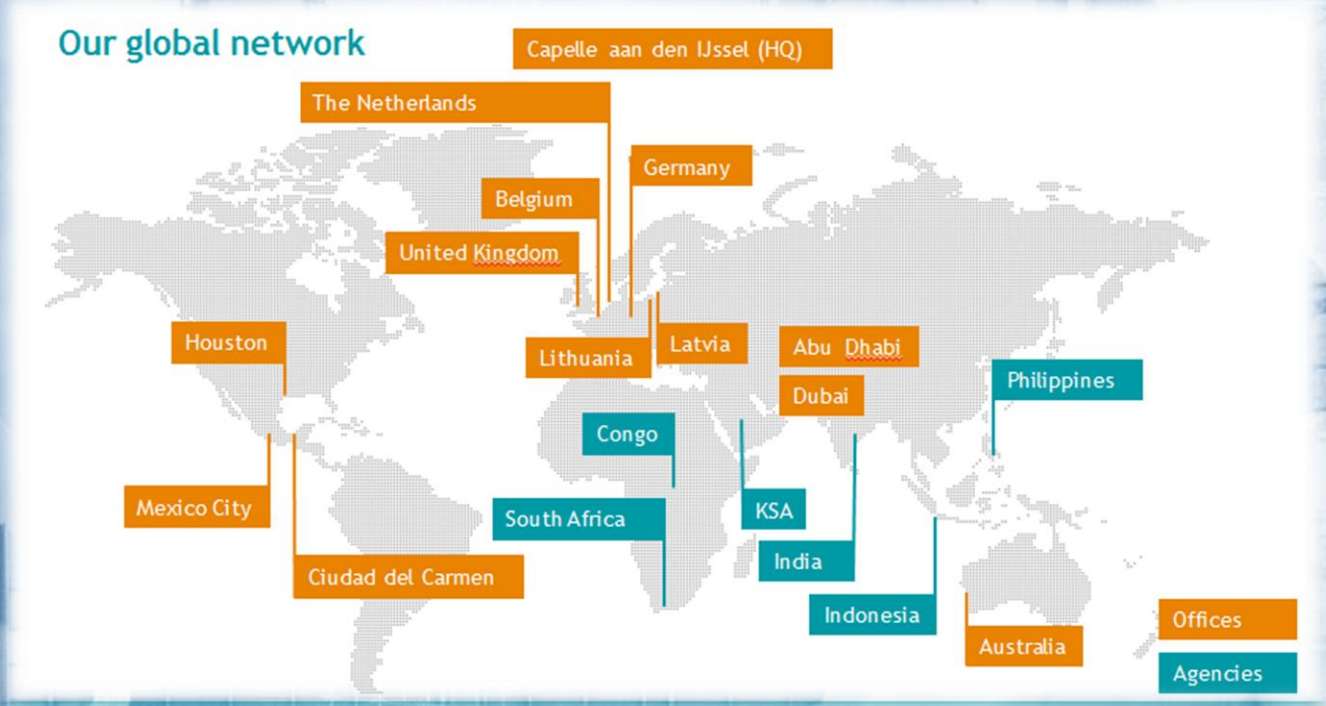
navingo

Guido van der Zwet : General Manager Americas

iPS
powerful people
30 YEARS

PERSONNEL | PROJECTS | PAYROLL

- Founded in The Netherlands in 1988
- Active in Americas since 2007
- Over 50,000 qualified candidates worldwide
- Over 10,000 Mexican candidates
- QHSE: ISO 9001:2015, OHSAS 18001:2007 and MLC:2006



HOLLAND HOUSE MEXICO

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Winners Licensing Rounds

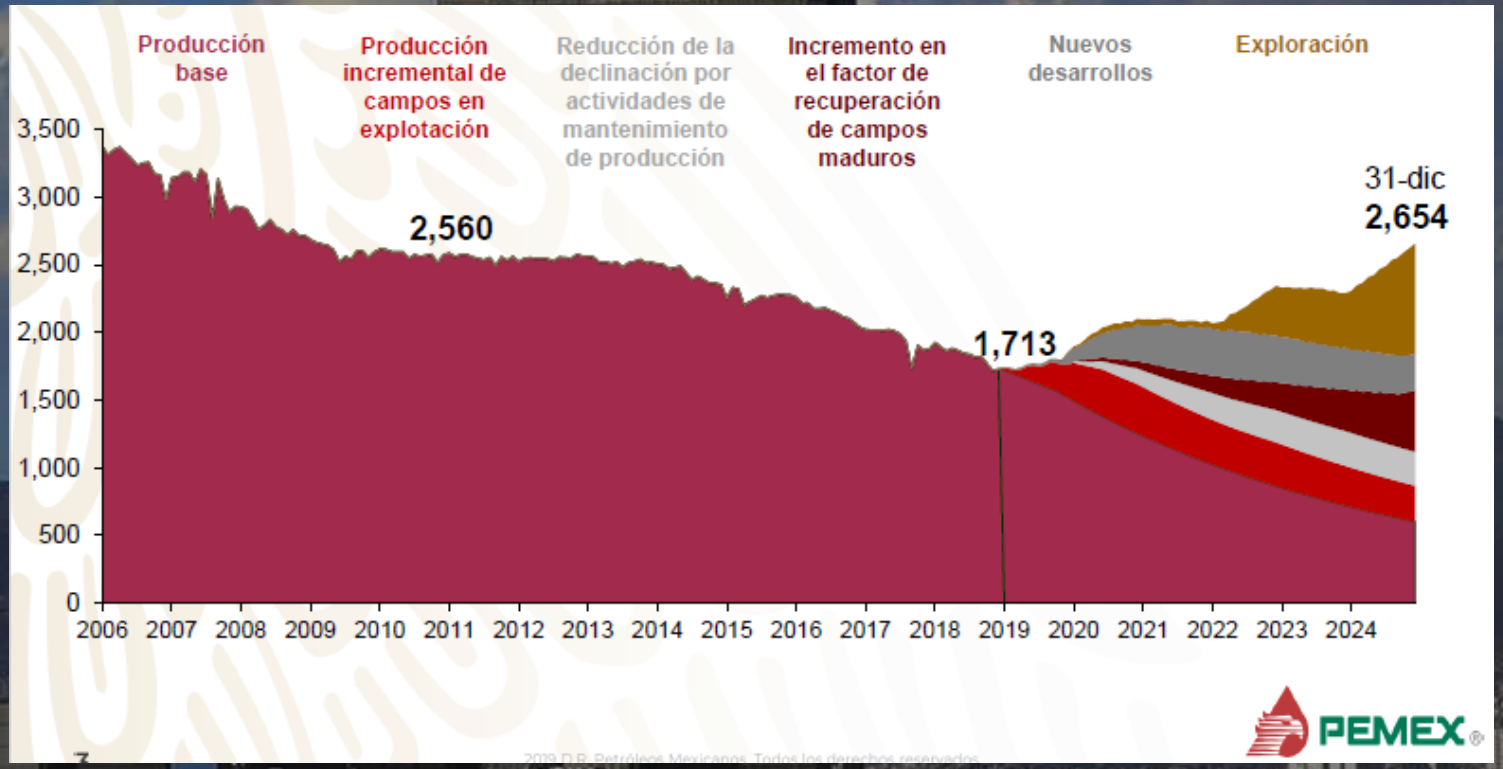
DUTCH ENERGY ASSOCIATION

Energy Reform

- Approved 11th of August 2014
- 111 contracts given out
  - 107 exploration and production
  - 3 farmouts
  - 1 under new administration
- **25% of original 5-year-plan**

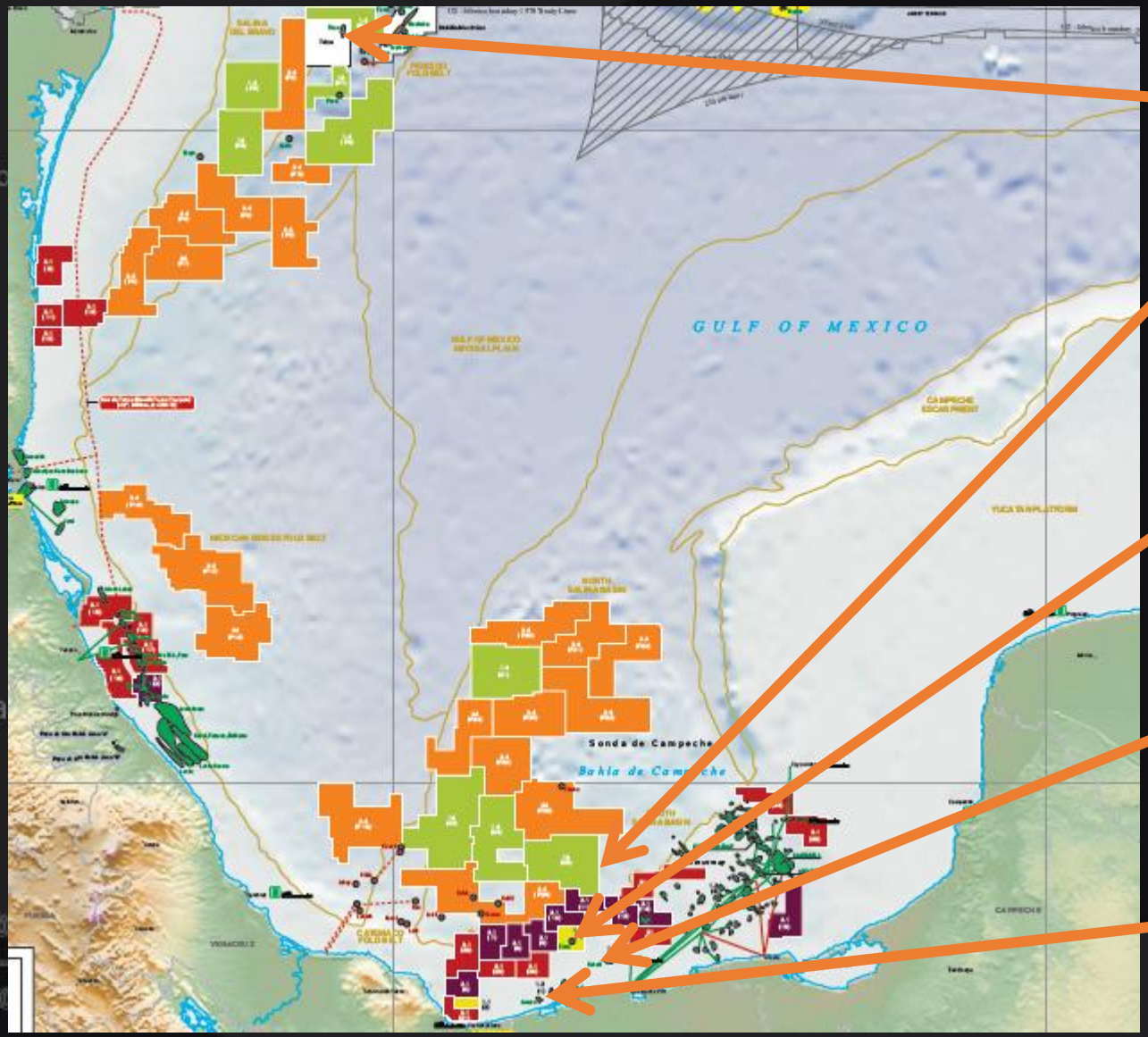
Companies

- 24 shallow waters
- 15 deepwater
- 28 on land



Oil Discoveries and Active International Companies

DUTCH ENERGY ASSOCIATION



Trion — BHP

Cholula-1 — MURPHY OIL CORPORATION — ophir

Zama-1 — TALOS ENERGY — SIERRA OIL&GAS — PremierOil

Hokchi — HOKCHI energy

Area 1 - Amoca — Eni

Some of the activities / assets

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Current State Oil and Gas market

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Exploration wells committed

- To date 331 wells identified and approved by CNH. Target was 126

Private sector investment

- US$ 7.7 billion so far
- Production of 30,000 b/d in 2019
- Production of 280,000 b/d in 2024

- US $ 160 billion in total
- Over 400,000 jobs created

New Administration & Mexican Energy Sector

President Andrés Manuel López Obrador

- Morena in power since December 2018
- Nr 1 goal: fight corruption
- Within the goals: increase production oil and gas
- Awarded contracts will be respected
- Government seeks cooperation with, and input from, the private sector
- Undoing of Energy Reform highly unlikely, sources within MORENA claim
- Current Energy Model to be evaluated and reactivated?

New Administration & Mexican Energy Sector

- Government receives between 59% and 86% earnings including taxes over oil & gas winning

Source: CNH

Potential / Why there is a fit for Dutch Companies

Expertise Required

- Offshore deepwater
- Maritime sector
- Port development

And

- Dutch companies already active in Mexico
- Netherlands second-largest foreign investor in Mexico, after the USA
- 49 international treaties in place

HOLLAND HOUSE MEXICO

- Dedicated to helping Dutch companies be successful in the Mexican market
- Making doing business in Mexico as easy as within The Netherlands
- One-stop shop for Dutch companies doing business in Mexico, or entering the market, soft landing, physical working place
- Non-profit: working with Embassy, NBSO, NLiB, trade organizations

WWW.HOLLANDHOUSEMEXICO.COM

Participating companies during the next edition of the Dutch Pavilion

CMP
Congreso Mexicano del Petróleo

19-22 June 2019

Baker McKenzie.
Boskalis
DAMEN
Heineken
MARINE CONTRACTORS
iPS powerful people
MEXICO BUSINESS PUBLISHING
Twister
Van Oord Marine ingenuity
Vopak

Only a few spaces available!

Oil & Gas Trade Mission to Mexico

Mexico City and León,
16-22 June 2019

Kick Off Reception Netherlands

29 May 2019

ENERGY TRADE MISSION TO MEXICO

16-22 JUNE 2019

KICK OFF RECEPTION NETHERLANDS

The Dutch Energy Association, together with the Embassy of the Netherlands in Mexico and IRO, will organize a trade mission to Mexico City and León 16-22 June 2019. As part of this trade mission a kick off seminar will be held on 29 May 2019 in The Netherlands.

The objective of the kick off reception is to inform Dutch companies about the Energy Trade Mission and the opportunities that exist in the Mexican energy market.

PRELIMINARY AGENDA

- **16:00** Words of Welcome and Start of Reception
- **17:00-18:00** Introductions by IRO and iPS Powerful People
  Presentations: Opportunities in the Mexican
  Oil and Gas Sector & Dutch Success Stories in Mexico
- **19:00** End of Reception

The kick off reception will be held at the iPS Powerful People Headquarters on
29 MAY 2019
FROM 16:00-19:00.

ADDRESS:
Rivium Boulevard 101
2909 LK, Capelle aan den IJssel
The Netherlands

To register and for more information, please contact:
THOMAS BERBÉE: **tb@hollandhousemexico.com**

www.dutchenergyassociation.com

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Participation fee for full program Mexico City and Leon is €1,800 + 16% VAT per participant inc. hotel, breakfast, lunches, dinners, local transport and receptions.

Participation fee for program Mexico City (Mexico-based persons only) is €500 + 16% VAT per participant incl. meetings, seminar, lunches, receptions.

Registration open until May 10, 2019

To register and for more information, please contact:
THOMAS BERBÉE
thomas@dutchenergyassociation.com

ENERGY TRADE MISSION TO MEXICO CITY AND LEON

16-22 JUNE, 2019

TRADE MISSION INCLUDES A VISIT TO THE MEXICAN PETROLEUM CONGRESS (CMP) IN LEON, WHERE THE DUTCH ENERGY ASSOCIATION IS HOSTING A DUTCH PAVILION ON 19-22 JUNE, 2019. SPACES AVAILABLE!

For more information contact Thomas Berbée:
thomas@dutchenergyassociation.com

The Dutch Energy Association, together with the Embassy of the Netherlands in Mexico and IRO, will organize a trade mission to Mexico City and León.

PRELIMINARY AGENDA

Saturday
June 15 Arrival to Mexico

Sunday
June 16 Networking Golf Day
Mexico City

Monday
June 17 Meetings with Ministry of Energy, Regulatory Bodies optional Matchmaking session, and Networking
Mexico City

Tuesday
June 18 Seminar with New Operators, Dutch Success Stories and Networking
Mexico City

Wednesday
June 19 Arrival to CMP 2019
Leon City

June 19-22 Mexican Petroleum Congress (CMP) 2019
Leon City

Thursday
June 20 Official Opening and Networking Cocktail Dutch Pavilion
Leon City

Saturday
June 22 Return to The Netherlands

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Are you ready to join?

Contact:

Thomas Berbée - thomas@dutchenergyassociation.com