

Javier Lopez de Obeso

Attorney
Licensed in Mexico



Contact Info

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Areas of Concentration

Mexico Law
Mexico Energy
International Trade & Cross-Border
Business
Corporate & Securities
Manufacturing
Transportation & Logistics

Education

University of Houston Law Center
LL.M. – Energy, Environment and
Natural Resources

University of Barcelona
LL.M. – Master in Law

ITESO University – Mexico
Law Degree

Admissions & Qualifications

Licensed to Practice in Mexico

Javier Lopez de Obeso, an international business attorney and Mexico Energy lawyer licensed in Mexico, is based in the ScottHulse Law Firm offices in San Antonio, Texas.

Javier practices primarily in the areas of Mexico energy, international trade and cross-border business, corporate and securities, manufacturing, and transportation and logistics. He advises clients on matters involving Mexico law, enabling ScottHulse to provide clients with single-source, dual representation in both the U.S. and Mexico.

Javier is bilingual and fluent in both Spanish and English, which enables him to work effectively and efficiently in both the U.S. and Mexico. His broad experience in Mexico energy law includes the upstream, midstream and downstream sectors of the oil and gas industry as well as the development of electrical projects, including renewables and conventional sources of power. Javier also advises companies in matters related to public contracting in Mexico. He provides end-to-end legal support; from the planning, bidding and permitting processes, to the financing, closing and execution of projects.

A frequent guest speaker at professional and industry conferences on matters related to energy and the Foreign Corrupt Practices Act (FCPA), Javier advises companies in matters related to governmental and regulatory compliance as well as social responsibility programs. His assistance includes the development and implementation of internal policies, practices, and compliance programs to reduce corruption risks for companies operating in Latin America.

Javier assists multinational corporations as well as small and middle market companies and international investors with their

businesses or investments in Mexico and other Latin American countries. In addition to his work in the energy sector, he assists companies in numerous other industries, including but not limited to manufacturing, transportation and logistics, real estate, and engineering and construction. He also advises clients regarding formation of new entities and investment vehicles and the structuring of joint ventures, manufacturing and distribution agreements, and loan and security agreements. He also assists clients with the drafting and negotiation of commercial contracts as well as tax planning related to both domestic and international transactions.

With regard to commercial ventures in Mexico, Javier assists U.S. companies and investors regarding their operations in Mexico, particularly energy companies, *maquiladoras*, and “twin plant” manufacturers. When U.S. companies face potential risks related to businesses or investments in Mexico and Latin America, Javier advises them regarding the management of risks or contingencies.

Prior to joining ScottHulse, Javier was an associate attorney in the Guadalajara, Mexico office of Baker & McKenzie, where he practiced in the Energy, Mining & Infrastructure Group. He also previously worked for PEMEX, the national oil company of Mexico, for ten years in the legal areas of different business units, including upstream and downstream.

Javier is an active member of several professional organizations, including the Association of International Petroleum Negotiators (AIPN), Asociación Nacional de Abogados de Empresas (ANADE), and Foro de Ética y Cumplimiento. He is also a director of the Mexico chapter of Young Professionals in Energy.

Representative Matters

- Advised a Mexican company regarding the importation of biodiesel fuel to Mexico
- Drafted and negotiated power and gas purchase agreements for the largest power plant project in western Mexico, valued at \$1 billion (USD)
- Advised a large electricity and gas company in its public bid to build a pipeline of gas valued at \$50 million (USD)
- Advised an international company during the negotiation and execution of Programa de Apoyo a la Comunidad y Medio Ambiente (PACMA), the social responsibility and development program of PEMEX
- Advised a multinational company regarding the establishment of its solar energy business in Mexico, including review of real estate agreements and power purchase agreements related to the development of a solar farm
- Advised various energy companies during negotiations of contracts with PEMEX and Mexico’s Comisión Federal de Electricidad (CFE)
- Directed the implementation of compliance programs in private companies and anti-corruption programs of PEMEX

Presentations

2015. Course Professor for *Energy Law*. At the Law Department of TEC de Monterrey, Guadalajara, Mexico.

2014, November. *Corruption: The Stone in the Shoe of the Energy Sector?* Roundtable Participant at El Colegio de México.

2014, July. *Anti-Corruption Measures When Contracting With the Mexican Government.* Panel member and speaker at the 5th Global Forum on Anti-Corruption Compliance in High Risk Markets in Washington D.C.

2014, March 25. *Corruption Challenges When Contracting With Governmental Agencies.* Panel member and speaker at the American Conference Institute's Mexico Summit on Anti-Corruption in Mexico City, Mexico.

2014, February. Lecture presented at the Utilities & Energy Compliance & Ethics Conference of the Society of Corporate Compliance and Ethics.

2014, January. Lecture presented at the 8th Foreign Corrupt Practices Act (FCPA) Boot Camp presented by the American Conference Institute in Houston, Texas.

2014. *Course Professor for Energy Law.* At the Law Department of Universidad Iberoamericana in Guadalajara, Mexico. (Also 2013, 2012)

2013, October. *Generate Anti-Corruption Conscience, Regulation and Compliance in the Enterprise to Avoid Complications.* Lecture presented at the 3rd Latin American Conference on Corporate Anti-Corruption presented by Marcus Evans.

2013, October. *Foreign Corrupt Practices Act (FCPA) Compliance Challenges in Mexico.* Panel member and speaker at the 12th Annual Society of Corporate Compliance and Ethics Conference in Washington, D.C.

2013, July. *Minimizing Bribery Risks in Mexico: A Complete Review of the Legislative Landscape and How to Address Complex Anti-Corruption Risks in your Mexican Operations.* Panel member and speaker at the 4th Global Forum on Anti-Corruption Compliance in High Risk Markets in Washington, D.C.

2013, July. *What is a Bribe? How to Effectively Identify and Monitor Facilitation Payments and Speed Money in Indonesia, Mexico, and East Africa.* Panel member at the 4th Global Forum on Anti-Corruption Compliance in High Risk Markets in Washington, D.C.

2012, October. *Generate Anti-Corruption Conscience, Regulation and Compliance in the Enterprise to Avoid Complications.* Lecture presented at the 2nd Latin American Conference on Corporate Anti-Corruption presented by Marcus Evans.

2013, January. Lecture presented at the 7th Foreign Corrupt Practices Act (FCPA) Boot Camp presented by the American Conference Institute in Houston, Texas.

2012, April. *How to Do Business in the Mexico Energy Sector.* Lecture presented at the Young Professionals in Energy International Summit in Las Vegas, Nevada.

Panel Member and Speaker: 2nd Latin America Summit on Anti-Corruption presented by American Conference Institute – "Minimizing Corruption Risks in Public Contracts," February 2012, Sao Paulo, Brazil.

Publications

(2015, January 22). Mexico: Navigating the Opportunity and Risk of the Energy Reform. *Global Compliance News*.

Lopez, J.O., and Monsalve, F. (2014, September 5). Anti-Corruption Measures When Contracting With Government Agencies in Mexico. *Ethical Boardroom*.

(2014, August). Energy Reform is Here to Stay. *Petróleo & Energía*. Co-author.

(2013). Handbook of Ethics and Compliance Program. *Ethics and Compliance Forum*.