

Javier Lopez de Obeso
Associate Attorney



Areas of Concentration

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

Education

University of Houston Law Center
Latin Legum Magister, LL.M.-
Energy Environment and Natural
Resources

University of Barcelona
Latin Legum Magister, LL.M.
Master in Law

ITESO University
Mexico Law Degree

Admissions & Qualifications

Licensed in Mexico

Authorized Foreign Legal Consultant
by the Supreme Court of Texas

Languages

- English
- Spanish

Contact Information

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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.

Mr. Lopez de Obeso practices primarily in the areas of Mexico energy, international trade and cross-border business, corporate and securities, manufacturing, 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.

Mr. Lopez de Obeso 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. Mr. Lopez de Obeso 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.

Mr. Lopez de Obeso 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 the 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.

The Supreme Court of Texas has approved Mr. Lopez’s Certificate of Registration as a Foreign Legal Consultant, as recommended by the Texas Board of Law Examiners, as called for by the Rules Governing Admission to the State Bar of Texas. A frequent guest speaker at professional and industry conferences on matters related to energy and the Foreign Corrupt Practices Act (FCPA), Mr. Lopez de Obeso 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.

With regard to commercial ventures in Mexico, Mr. Lopez de Obeso 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, Mr. Lopez de Obeso advises them regarding the management of risks or contingencies.

Prior to joining ScottHulse, Mr. Lopez de Obeso 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 and compliance areas of different business units, including upstream and downstream.

Mr. Lopez de Obeso is an active member of several professional organizations, including the Asociación de Empresarios Mexicanos in San Antonio, San Antonio Pipeliners Association, Asociación Nacional de Abogados de Empresas (ANADE), and Asociación Mexicana de Etica y Cumplimiento (AMPEC). He is also the former director of the Mexico chapter of Young Professionals in Energy.

Representative Matters

- Advised several United States companies to grant and secure credits using their Mexican facilities as collateral.
- Advised international companies on their sale and purchase of facilities and stocks in Mexico.
- Advised a Mexican company regarding the importation of biodiesel fuel to Mexico.
- Advised international company regarding the supply agreement of Diesel and Gasoline, and the importation and commercialization of such fuels 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 & Publications

Presentations:

- 2016, 2018, 2019. Invited professor in the International Ethics and Compliance Certification. Tec de Monterrey, Santa Fe, Mexico.
- 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.
- 2013, January. Lecture presented at the 7th Foreign Corrupt Practices Act (FCPA) Boot Camp presented by the American Conference Institute in Houston, Texas.
- 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.
- 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.
- 2012, February. Panel Member and Speaker: 2nd Latin America Summit on Anti-Corruption presented by American Conference Institute – “*Minimizing Corruption Risks in Public Contracts*,” Sao Paulo, Brazil

Publications:

- 2019, April. *The Shortage of Fuels in Mexico – Managing Crisis and Compliance*. Risk and Compliance Magazine.
- 2018, January. *NAFTA Anti-Corruption Provisions*. Risk and Compliance Magazine.
- 2016, November. *Compliance professionals Vs. the Walking Dead*. Lec News.
- 2016, February. *Oil in Mexico, Transparency Example?* Lec News
- 2015, January 22. *Mexico: Navigating the Opportunity and Risk of the Energy Reform*. Global Compliance News.
- 2014, September 5. Lopez, J.O., and Monsalve, F. *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.

Organizations

- Asociación de Empresarios Mexicanos, Chapter San Antonio
- Association of International Petroleum Negotiators (AIPN)
- Asociación Nacional de Abogados de Empresas (ANADE)
- Asociación Mexicana de Profesionales de Ética y Cumplimiento
- Mexico Chapter of Young Professionals in Energy (Former Director)
- San Antonio Pipeliners Association (SAPA)