



MODULAR AMMONIA PRODUCTION PLANT



2018

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CASE STUDY

Why does Mexico need to produce fertilizers?

Although there are fertilizers made from organic compounds, the vast majority are obtained from the synthesis of urea through ammonia and anhydride, which in turn are two byproducts of natural gas. Pemex, as the only national producer of this hydrocarbon until the Energy Reform, supplies its own plants to make fertilizers, whom in turn sell to the countryside, a market that demands about 4.2 million tons per year.

PEMEX tried to fix this by buying fertilizer production plants, and Invested more than 400 million dollars (USD) in the purchase of plants between 2014 and 2016. But this is a business that is not for Pemex. It is a burden imposed by the public administration so that agricultural producers have access to cheaper products. Regretfully they purchased old and obsolete infrastructure and a market that depends more and more on imports.

In addition, the national extraction of natural gas decreased 11.6% between 2015 and 2016, both due to the decline of the producing gas deposits, and the price of natural gas. Gas, the first link in this production chain has plummeted and caused the cut of 100,000 million pesos (mdp) of the 2016 budget of the national oil company, which impacted the development of these production Projects.

Imports of ammonia, therefore, grew 119% between 2015 and 2016.

Pemex did not produce one of the basic elements for the manufacture of the urea. This increase has implied higher prices for buyers of Pemex Petrochemical. Every ton of ammonia produced in Mexico cost 6,100 pesos, while importing, increased the cost to 7,400 pesos, according to the analysis of the ASF(Auditoria Superior de la Federacion).

Pemex is producing smaller amounts of ammonia each year in the Cosoleacaque plant, and any problem impacts the supply of this product at a national level, as happened in 2015, says the ASF.

- Due to the imports of ammonia, the producer's costs rise by around 30 percent, while the fertilizers generally used in agricultural production add up to 40 percent.
- With the energy reform, a private ammonia plant is feasible because the gas can be supplied by a private entity.
- This project would allow Mexico to advance in fertilizers, which are being imported at very high costs and from very distant countries.
- This would be a project that will allow Mexico's agro industry to overcome its high dependence on ammonia imports, urea and other fertilizers.
- Today there is close to zero production of ammonia in Mexico and there is a huge necessity in the market.

CASE STUDY

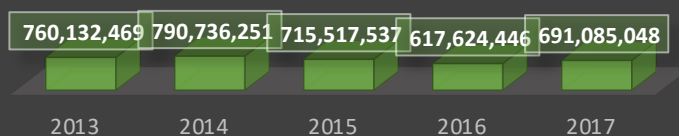
AMMONIA IMPORTS ANHYDROUS AMMONIA OR IN AQUEOUS...



COUNTRY-YEAR	2013	2014	2015	2016	2017
Trinidad y Tobago	93,310,760	82,050,753	110,365,996	86,041,943	70,663,790
Estados Unidos	23,029	328,848	8,550,151	9,385,877	22,466,151
Venezuela			21,412,345	12,426,242	12,272,492
Indonesia	8,144,866				7,345,486
Francia	9,652	30,132	18,657	25,016	18,607
Alemania	29,275	6,604	6,308	4,511	769
Grecia		817			1,033
Canadá	1,176	960	477	111	991
Suiza	380	4	730	208	48
Islas Caimán				1,996,495	
Otros		540	1,298	773	638
Total	101,519,138	82,418,658	140,355,962	109,881,176	112,770,005

FUENTE: NOSIS TRADE <https://trade.nosis.com/es/Comex/Importacion-Exportacion/Mexico/amoniaco--amoniaco-anhidro-o-en-disolucion-acuosa/MX/2814>

MÉXICO - IMPORTACIONES - FERTILIZANTES NITROGENADOS - ABONOS MINERALES O QUÍMICOS NITROGENADOS. - ANUAL FOB USD



COUNTRY-YEAR	2013	2014	2015	2016	2017
China	186,752,061	327,334,830	281,704,860	187,264,707	151,424,351
Rusia	169,872,734	187,092,000	155,450,203	150,947,282	143,989,118
Estados Unidos	107,849,934	113,893,932	79,412,136	61,636,676	72,279,936
Ucrania	87,341,325	32,472,603	18,699,301	10,673,904	10,850,998
Irán	16,024,860	6		16,413,471	85,217,666
Chile	22,161,985	26,281,930	28,406,935	22,571,976	15,643,896
Noruega	17,163,699	22,564,079	17,761,847	20,044,753	20,694,337
Países Bajos	9,965,114	16,999,516	19,904,224	31,992,165	23,205,958
Suecia	23,678,506	23,291,412	18,797,857	10,756,811	16,049,489
Bélgica	9,849,267	6,626,196	26,094,778	12,655,014	18,196,367
Otros	109,472,984	34,179,747	69,285,396	92,667,687	133,532,932
Total	760,132,469	790,736,251	715,517,537	617,624,446	691,085,048

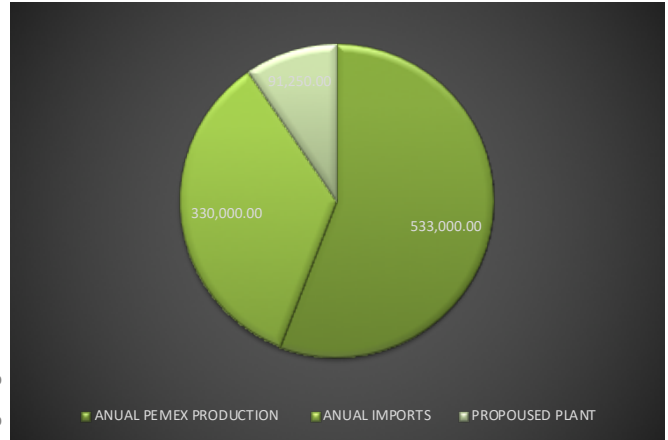
FUENTE: NOSIS <https://trade.nosis.com/es/Comex/Importacion-Exportacion/Mexico/los-fertilizantes-nitrogenados--abonos-minerales-o-quimicos-nitrogenados/MX/3102>

CASE STUDY

ESTIMATED AMMONIA MARKET

(METRIC TONS)

PEMEX PRODUCTION	533,000
IMPORTS	330,000
TOTAL	863,000
PROPOSED PLANT	91,250
PERCENTAGE ON OVERAL MARKET	10.57%
PERCENTAGE OVER IMPORTS	27.65%



FUENTE ANIQ 2016

Preliminary estimated Investment and production cost

EUR	128,000,000.00	EP
EUR	22,000,000.00	C
EUR	150,000,000.00	Total Plant EPC
33%	50,000,000.00	Land, Permits, Fees,
EUR	200,000,000.00	Total investment

USD	278.00	Production cost/MT*
USD	500.00	Sale price

MT	91,250	Annual production
100%	45,625,000.00	Annual revenue
USD	25,367,500	Annual cost
		Annual Gross
USD	20,257,500	profit



*Production cost is estimated with US\$5.00 MM/btu

CASE STUDY

Project estimated Time-Line



Strategic Planning
KRATUS
 ENERGY SOLUTIONS

- Meetings with authorities
- Meetings with experts
- Develop a Plan and fix milestones
- Assign Tasks within network
- Coordinate and assure timely delivery
- Align all with Investors Plan & Budget

Project Management
KRATUS
 ENERGY SOLUTIONS

- Provide network of local vendors
- Coordinate all involved parties
- Assure deadlines are met within budget

KRATUS **Local Content**
 ENERGY SOLUTIONS

GENERAL DESCRIPTION

- Zone classification: Rustic/Industrial
- Area: 23 hectares
- Height above the level of the sea level: it has a height of 2004 meters, being relatively flat, with a hill of an area of approximately 100 hectares to the center of the terrain, where a height of 2025 meters above sea level is reached.
- Water: Well of water which is authorized to a depth of 300 meters, by Office of the Secretariat of Agriculture and hydraulic resources with date 07-08-90 and has a record No. 11-33-5118 (65), covered with ballot 44657 and which is perforated and ademado To 230 meters and extracting the water to a static level of 145 meters, and 155 meters of dynamic level; Equipped with a pump with a choked motor and a diameter of 6 inches. There is a 90 KVA transformer, equipped and connected.
- Electricity: High Voltage network by a line of 1200 M.
- Public services: The road San Luis de La Paz to Dolores Hidalgo, is paved and by it passes a line of high tension of 13.200 volts
- Precipitation: 650 mm/year
- Temperatures: Min.-2/MAX. + 32 degrees Centigrade
- Topography: The terrain is relatively flat except for a hill with a surface of approx.
- Climate: Bshk
- Latitude: 21 ° 15 ' 24.07 "N Length: 100 ° 39 ' 45.02 "W

PROBABLE LOCATION

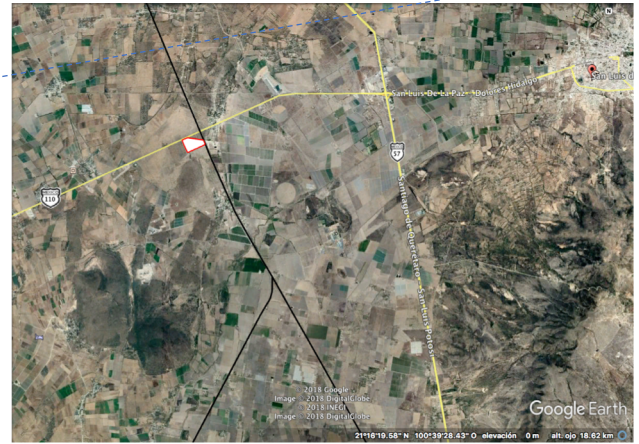
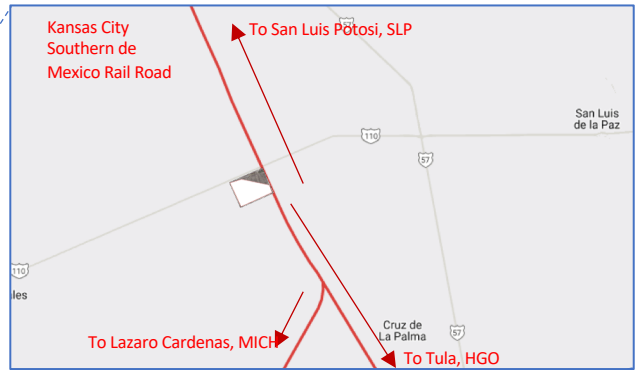
From Location to:	Distance:
City	Kilómetros
San Luis de la Paz	17
Dolores Hidalgo	25
Querétaro	85
Aeropuerto Internacional de Querétaro	90
San Miguel Allende	58
Celaya	115
San Luis Potosí	105
Aeropuerto Internacional de San Luis Potosí	120
Silao	105
Aeropuerto Internacional del Bajío	120
León	150
Ciudad de México D.F.	300
Tampico	640
Monterrey	675



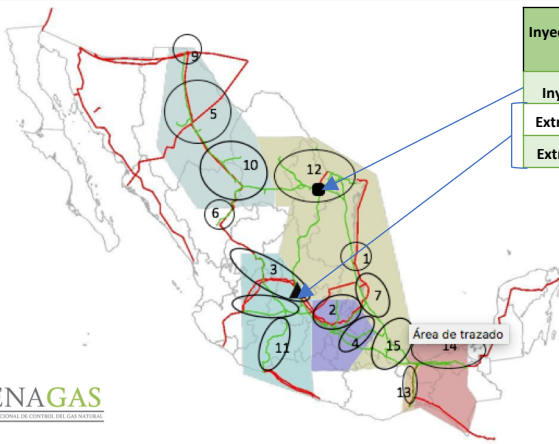
CASE STUDY

PROBABLE LOCATION

Rail Road Infrastructure



GAS INFRASTRUCTURE @ SUGESTED LOCATION



Inyección/Extracción	ID	Nombre	Estado	Municipio	Zona Tarifaria	x	y
Inyección Point	V061	NUEVO LEÓN - RAMONES	NUEVO LEÓN	Los Ramones	Golfo	31.7	18.3
Extracción Point 1	E104	GUANAJUATO - CFESLPAZ	GUANAJUATO	San Luis de la Paz	Occidente	30	11
Extracción Point 2	E182	GUANAJUATO - IPPENERGLAPAZ	GUANAJUATO	San Luis de la Paz	Occidente	30	11

Projects Zone Dam El Relito with capacity of 57 million cubic meters (San Luis de la Paz, Gto.) Gas pipeline Tamazunchale – San Luis de la Paz 30 "x 230 km (2012) Gas pipeline San Luis de la Paz-san José Iturbide 24 "x 56 km. Gas pipeline San Luis de la Paz-Aguascalientes 30 "x 270 km

Kratus is a platform for foreign and domestic companies in the Energy Industry to access and develop projects in Mexico, we are a consolidated group of professionals in different fields.

Our partners benefit from our expertise and wide network of players in the industry, including local contractors, equipment manufacturers as well as in the O&M business, Financial Institutions and Funds.

Our experienced professionals have worked in different capacities with major companies developing projects in the energy sector in Mexico for the past 20 years and recently joined efforts to make Kratus the perfect gateway into the Energy market



FERTILIZERS OF THE ATLANTIC COAST, SAPI DE CV

Mexican Entity incorporated under the SAPI (Sociedad Promotora de inversión). Registered in the fertilizer import council and capable of importing in all ports and borders. Product registration in process. Labeling and branding done.

Active in 2017 with some 25K MT (June-Dic).

Contracts with logistical and service companies for Bulk fertilizer handling, blending and bagging in Altamira, Veracruz and Coatzacoahuacán.

25 Year of experience Backoffice in place handling all administration issues.

20 Year of experience Operational personnel handling inventories and logistics.

Sales personnel with combined 100 Years of Fertilizer and Agri-Input to end user expertise ready to join.

Negotiations with 2 or 3 different companies for faster market penetration.

Authorized dealer for several Top specialty fertilizer companies and Chemical manufacturers.

CEO with 27 Years of experience in fertilizer production, import, distribution and retail in México and Latin America.

TECHNOLOGY

Thysenn's interest is to build, provide EPC and operations.

Thyssenkrupp Industrial Solutions (México), S.A. de C.V. ("Thysenn") has been engineering and building nitrogenous fertilizer plants, based on Uhde technology for over 80 years and is a leading world supplier in this field.

Since 1928 thyssenkrupp Industrial Solutions has designed and built more than 100 ammonia plants. The technology has continuously been improved and has become an innovation leader in this industry.



Consumables

Main Feedstock: Natural Gas
Synthetic Natural Gas
Hydrogen & Nitrogen (from adjacent plants, electrolysis)

Consumables: Process Air (typically ambient air)
Fuel Gas
Water (for cooling and steam generation)
Electricity

Typical Consumption Figures

Total consumption figure (feed + fuel + electric power) per metric ton of ammonia is in the range of 6.4 – 7.2 Gcal (26.7 – 30.1 GJ), depending on local conditions and project specific requirements.

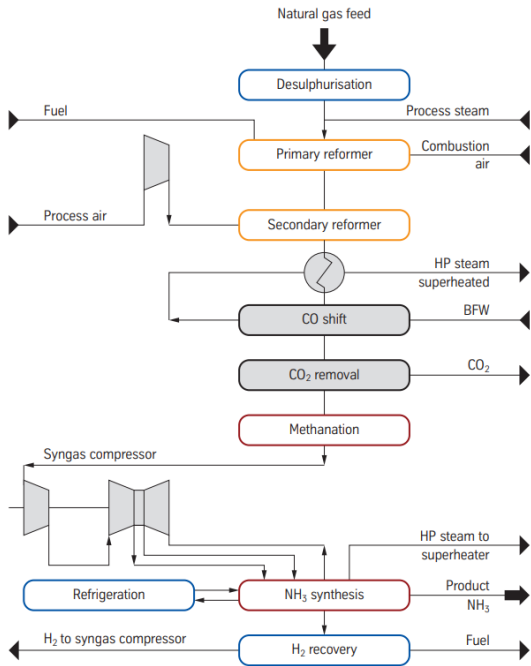
Typically required Offsites and Utility units

- | | |
|--------------------------------|----------------------------------|
| ▪ Cooling Water System | ▪ Waste Water Treatment |
| ▪ Demin. Water Generation | ▪ Instrument Air / Nitrogen |
| ▪ Steam Generator / Aux Boiler | ▪ Product storage (Cold Storage) |

Process Highlights

- well proven design, applied in more than 100 installations around the world since 1921
- tkIS is the only technology provider in the world that has several proven installations producing more than 3.300 mtpd of ammonia in a single train configuration
- proprietary equipment solutions, such as cold outlet manifold system of the primary reformer, a CFD optimized secondary reformer design, energy optimized ammonia converter and waste heat recovery designs
- reference concepts for the entire range of capacity requirements, starting from approx. 50mtpd up to about 4.700mtpd
- tailor made plant concepts to the specific demand of the customer and the specific parameters of the selected plant location
- Regarding environmental friendliness, our processes comply with all international rules and regulations (world bank standards and the like)

TECHNOLOGY

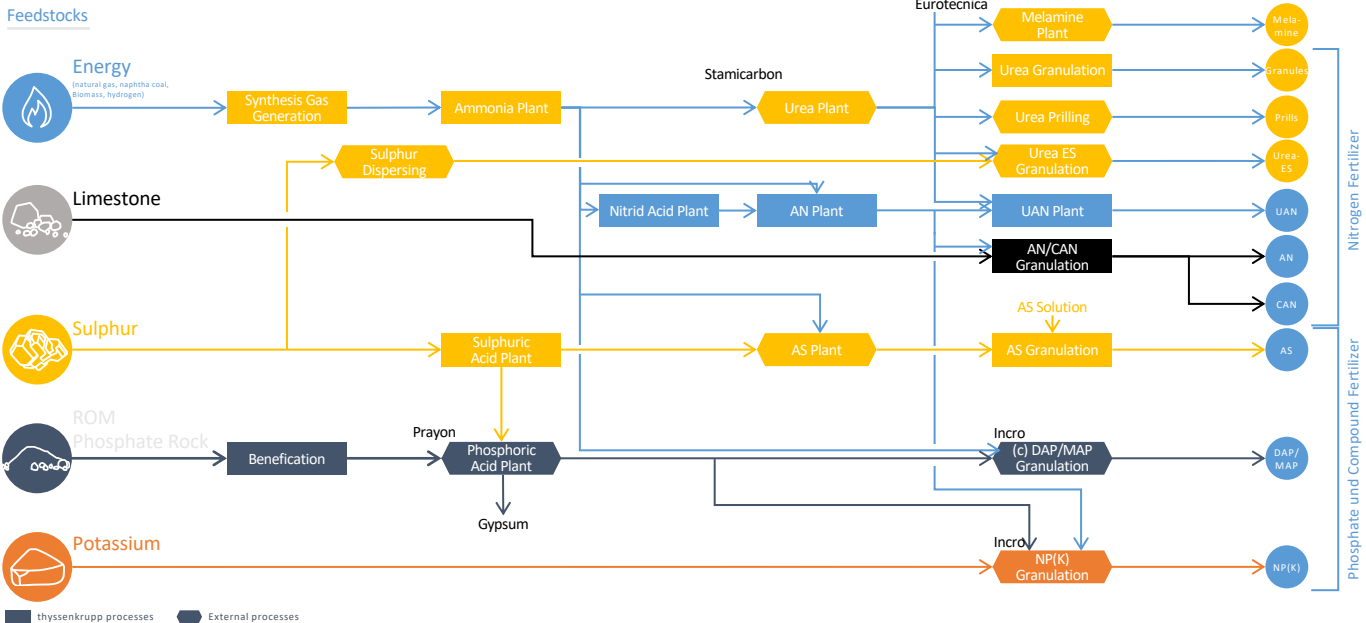


Brief Process Description

- **Desulphurization:** Compressed Natural Gas is desulphurized to avoid poisoning of the process catalysts.
- **Reforming Section:** The hydrocarbons (CH) contained in the Natural Gas are partly converted to convertgas (CO, CO₂ and H₂) in the natural gas fired primary reformer by means of a catalytic reaction with steam added upstream of the primary reformer. This conversion is completed in the secondary reformer at a higher temperature level. Further nitrogen is added to the convertgas by means of controlled introduction of ambient air to the secondary reformer. The air's oxygen content causes a partial combustion of the convertgas and raises the temperature upstream of the catalyst.
- **CO Shift and CO₂ Removal:** In the CO-Shift, carbon monoxide from the convertgas is oxidized to CO₂. CO₂ is then removed in the CO₂ removal. Remaining CO and CO₂ (oxygen is a catalyst poison to the iron catalyst in the synthesis) are then converted to CH₄ in the Methanation.
- The **Synthesis** gas is subsequently compressed to a pressure level of approx. 180bar and fed to the ammonia converter (reactor). The synthesis gas is partly converted to ammonia which is separated from the loop by means of chilling the gas and separating the liquid ammonia from the circulating gas.
- **Refrigeration:** Liquid ammonia generated in refrigeration section can either be stored under pressure or at temperatures below -33°C.
- **Ammonia and Hydrogen Recovery** are often times installed in order to gain ammonia and hydrogen from purge and flash gas streams generated in synthesis and refrigeration section. Products are returned to process, waste streams are used for flaring in primary reformer.

Industrial Solutions

Fertilizer portfolio



TECHNOLOGY

References Ammonia & Urea Plants (since 90's) – in total > 120 plants built

Plant	Ammonia	Urea	Licensor	Country	Contract	Completion
Asean Bintulu Fert.	1,350	2,250 / 2,400	Stac / tkFT	Malaysia	E&P	85/97/2003
BASF	2,050	-	-	Belgium	Turnkey	1991 / 1998
Saskferco	1,800	2,850 / 2,850	Stac / tkFT	Canada	Turnkey	1992 / 1997
Qatar Fert. 3	1,500	2,000 / 2,200	Stac / tkFT	Qatar	Turnkey	1997
DSM	-	1,150 / -	Stac / -	The Netherlands	E&P	1997
CFI	-	2,000 / 2,000	Stac / tkFT	USA	E&P	1998
Abu Qir Fert.3	1,200	1,925 / 2,000	Stac / tkFT	Egypt	Turnkey	1998
Incitec	-	740 / 950	Stac / tkFT	Australia	Turnkey	1999
Egyptian Fert. 1	1,200	1,925 / 2,000	Stac / tkFT	Egypt	Turnkey	2000
Qatar Fert. 4	2,000	3,200 / 3,500	Stac / tkFT	Qatar	Turnkey	2004
Gap Insaat Tecen	600	1,050 / 1,050	Stac / tkFT	Turkmenistan	E&P	2005
AlexFert	1,200	1,925 / 2,000	Stac / Stac	Egypt	Turnkey	2006
Egyptian Fert. 2	1,200	1,925 / 2,000	Stac / Stac	Egypt	Turnkey	2006
Safco 4	3,300	3,250 / 3,600	Stac / tkFT	Saudi Arabia	Turnkey	2006
Helwan Fert.	1,200	1,925 / 2,000	Stac / Stac	Egypt	Turnkey	2007
Misir Oil Proc. Co.	1,200	1,925 / 2,000	Stac / tkFT	Egypt	Turnkey	2009
Samsung f. MPC	3,300	-	-	Saudi Arabia	E&P	2011
Orascom/Sonatrach	2x2,200	3,450 / 3,450	Stac / tkFT	Algeria	E&P	2012
Yara Sluiskil	-	3,500 / -	Stac / -	The Netherlands	Turnkey	2011
Samsung f. FERTIL	2,000	3,500 / 3,500	Stac / tkFT	UAE	E&P	2012
ENPC	2x1,200	2x1,925 / 2x2,000	Stac / Stac	Egypt	Turnkey	2016
Daelim for MPC	3,300	-	-	Saudi Arabia	E&P	2016
CFI Donaldsonville	3,300	3,500 / 3,500	Stac / tkFT	USA	E&P	2016
CFI Port Neal	2,200	3,500 / 3,500	Stac / tkFT	USA	E&P	2016
IFCO	-	2,200 / 1,200	Stac / tkFT	USA	E&P	2016
Brunei Fertilizer Industries	2,200	3,900 / 3,900	Stac / tkFT	Brunei	Turnkey	2021

TECHNOLOGY

Our customers are...

- ... specialized fertilizer producers
- ... oftentimes special purpose companies
- ... in some cases part of the leading chemical companies
- ... owned by the state or
- ... owned by individual private investors or
- ... stock exchange listed or
- ... owned by cooperatives



GENERAL EXECUTION

Fertilizers of the Atlantic Coast, SAPI de C.V. (“FERCO”) and Kratus Energy Solutions, LLC (“Kratus”), will form a JV company to own and operate a nitrogenous ammonia fertilizer *plant* in the Mexican territory and the commercialization of the by product;

Provided That:

-FERCO is a leading company in the production, distribution, and marketing of fertilizers, agrochemicals and services for the Mexican territory with more than 50 years of experience. FERCO’s interest is to commercialize and distribute the output as well as providing up to TBD% of the equity.

And;

-That Kratus will develop the project in exchange for a TBD % of equity stake plus development fees, which includes but is not limited to:

Aligning the interests of strategic partners (Thysenn-FERCO-Investor-gas infrastructure)

Land selection and acquisition, Permits, Financial negotiations with funds and/or banks, engineering, feasibility studies, construction, project execution, procurement, marketing and management services.

TEAM

Rodrigo De Vivanco **Co-Founder Co-President & CEO**

Rodrigo is an established commercial leader with more than 20 years of experience across several disciplines in the upstream business. As VP Business Development and General Treasurer in Constructora y Perforadora Latina, S.A. de C.V. he amassed a unique experience in Mexico’s evolving energy sector. Rodrigo has hands-on involvement in major energy projects that still impact the country’s economy today, Dealing with investors, financiers, customers and suppliers across the value chain. He holds a BBA by Universidad Anáhuac and is certified in project management.

Carlos Autrey **Co-Founder Co-President & CBDO**

Mr. Carlos Autrey possesses an extensive experience as Business Developer and Strategic Planner. He started his career as Chief Procurement Officer in one of the most important Pharma and Drugs manufacturers, Casa Autrey SA de CV. He held positions such as President of the Board and is still a key value board member for companies such as Cava Energy, Vordcab, Micro-Smart Systems and Olfelder (co-founder) - pioneers in technology tools for efficient oil & gas production. Mr. Carlos Autrey earned a B.A. in Business, for the Universidad Anahuac at Mexico City. He also attended Post-Graduate studies at the London School of Economics, ESA Weller School in Paris and the European Business School.

TEAM

LUIS MIGUEL ROMERO GONZALEZ

Mr. Romero has amassed a remarkable experience in the agropecuary and fertilizers market in Mexico:

- AGROMEX, S.A. DE C.V. Sales Vice President. Managed commercial department for Latin America's largest fertilizer producer, with \$200 million in sales AGROMEX, S.A. DE C.V.
- He was Part of negotiation and conclusion of the acquisition of the rest of the UREA Fertilizer producers in MEXICO (Ferquimex-Fertimina & Seimex) creating a 2 Million Ton a year Fertilizer producer and of course the largest Ammonia Upgrader in Latin America.
- FERTILIZANTES Y PRODUCTOS AGROQUIMICOS, S.A DE C.V. (FYPA) Sales & Marketing Vice President . Mexico's Fertilizer Retailer and Whole Seller. (1994-2004) Vice President and CEO. (Since 2005 to date)
- Participated in the privatization and reception of FERTIMEX assets in the Gulf and Southeast Mexico.
- Developed all Marketing and Distribution policies and procedures changing from the old fashioned State ruled fertilizer business to a total new private industry.
- Jointly changed FYPA's business target from a FERTIMEX Warehouse dealer to a Farmer Oriented Plant Nutrient supplier, including Agro-Service, Soil Analysis, and a complete Crop Management adviser.
- Jointly moved FYPA from 1990 US\$ 25,000,000 in Sales (150,000 MT/ Year) to a 1998 US\$ 300'000,000 (680,000 MT/ Year) turning the company in the second Largest Fertilizer Retailer in Mexico and Number one P2O5 and K2O importer in the country.
- Negotiated and concluded a JV With Fertipuebla (Former OLMECA) to create a regional retailing company named Fertimundo de Veracruz. Devoted to sales in the Veracruz and Puebla State Boundary area.
- Jointly negotiated and closed a JV with Grupo AGROMEX (Mexico's Nitrogen largest producer) in 1997. At that Time FYPA already retailed 30% of AGROMEX UREA production and 50% of AGROMEX domestic Sales.
- Negotiated and concluded a JV with Agrofertilizantes de Chiapas (Chiapas Largest Retailer) giving FYPA a 51% Stake in the business and consolidating its presence in the Southeast area with FYPA de Chiapas.
- Negotiated and concluded a JV with ISAOSA (West Coast second largest retailer) to create FYPA del Pacifico expanding geographically FYPA's operation. Today ISAOSA as a Company markets 400,000 MT a year which means US\$ 200 Million in revenues.
- Negotiated and signed an exclusive distribution agreement with Fertirey a subsidiary of Peñoles Group to market their whole Amsul I.E. 220,000 MT/year production.
- Negotiated Re-purchase of 50% stake from Agromex giving Lamager (Holding company) control over de 100% of the company again after 6 years of partnership.
- Negotiated the selling of FYPA as a whole entity to Fertilizantes Tepeyac, a that time second largest fertilizer retailer creating a US\$ 500,000,000.00 a year full integrated agri-input supplier with nationwide presence resulting in the # 1 Fertilizer Distributor and Retailer in México with some 25% of market share. Kept as CEO until May 2017. Today Tepeyac Group and all their subsidiaries account for 20% of the Mexican Fertilizer Market with over 1,300 Employees and US\$ 1.00 Billion in Revenue.

Mr. Romero holds a Bachelor of Arts degree in Business Administration from INSTITUTO TECNOLOGICO Y ESTUDIOS SUPERIORES DE MONTERREY (ITESM)

Hector Eduardo Bello **LATAM Associate The Conti Group**

Mr. Bello, is a Mechanical Electrical Engineer, graduated from the Anahuac University and the National Autonomous University of Mexico. Postgraduate studies at the Business School of Harvard University (OPM 29). He was the director of the company that designed & built mechanical facilities of the Clean Rooms of IBM in Guadalajara, as well as the compact disk facility of Sony in Mexico, and the Hitchiner Plant in Santiago Tlaxiaco. Projects for Johnson and Johnson. On the commercial side the mechanical installations for Sears, Liverpool, Telmex, Sanbons and Office buildings for IBM. Additional work in the Hotel sector all around the country. Associate for Latin America of The Conti Group; New Jersey USA infrastructure company

Primo Villamichel **LATAM Associate The Conti Group**

Mr. Villamichel, is a graduate of the School of Architecture of the Universidad Anáhuac and has postgraduate studies in High Business Management. In his trajectory in the public and private sectors he has demonstrated a wide experience in Development and Business Administration, Project Management, as well as Development of Infrastructure and Housing Projects.

Horacio Lopez Montes **Partner & General Counsel**

Horacio has over 15 years of experience in business development in Mexico, primarily in the midstream energy sector. He has advised IOC's such as Chevron and EnCana in commercial and legal risk assessments of entering into Mexico. His experience includes working on the oil & gas blocks as promoted by Pemex under the previous regimes, as well as private natural gas transportation, distribution and storage systems in northern and central Mexico. He started his career at Arthur Andersen and quickly escalated to Manager at Andersen Consulting. Subsequently, he joined the law Firm of López Velarde, Borda y Quintana leading the natural gas division. He holds a JD by Universidad Anáhuac and is a Harvard School of Government Alumnus.

