



**Latin America
Oil and Gas
Hot Topics 2021**



Latin America Oil and Gas Hot Topics 2021

- Key trends in oil and gas M&A (looking at buyers' and sellers' perspectives in the current distressed market, valuation and pricing of oil and gas assets in a downturn, due diligence and post-merger integration issues)
- Commercial opportunities in small and large oil and gas projects
- The rise of gas-to-power (a discussion of the different elements of a gas-to-power project, key risks and trends)
- Digitalization and the oil and gas company of the future (what is digitalization, how to realize returns from digitalization programs, and a discussion on the legal challenges)
- Tax refresher for the oil and gas sector; (recent reforms and implications for the sector, BEPS and the industry: allocation of revenues, costs and profits, and the importance of the decision-making process)
- A guide to oil and gas industry standard forms (a focus on the strengths and limitations of the standard forms, including LOGIC/CRINE contracts and the AIPN contracts)

Essentials

Regional macroeconomic outlook



- Governments' recovery plans: challenges, opportunities and elections
- Understanding public bidding rules in Latin America: privatizations planning and other opportunities in energy, mining and infrastructure projects

Regional financing outlook



- Financing and contracts today, towards a disoriented 2021 economy and its possible effects (debt restructuring across the region)
- Mitigating financial risks in downgraded rated projects and exchange rates in projects with a local currency structure
- Ratings and Bonds issuance: Creative capital market solutions for financing projects (opportunities in issuing in local currency)
- New standards of financing and insurance under the new normal

Compliance



- The new wave of environmental, social and governance (ESG) requirements (aims to discuss the implications of this important trend, including impact on company value and financing, regulation and move toward common standards, key legal risk areas, monitoring and reporting/disclosure, shareholder activism)
- Shouldering the ever-increasing compliance burden of ABC and AML (practical steps to meeting obligations under anti-corruption, bribery and anti-money laundering laws, how to leverage new technology to assist)
- Developments in competition law (antitrust guidance in joint bidding and joint ventures, risks in information exchange, regional trends in merger control)
- Sanctions update (a tailored session covering topics such as the status of sanctions for the relevant industry, sanctions after Brexit – the first UK sanctions regimes, the latest on trade sanctions)

Employment



- Employment law trends impacting EMI organizations (a tailored session covering employment law trends for the modern workforce, diversity and inclusion, opportunities and challenges arising from the smart power revolution, HR implications for EMI organizations in business restructurings, developments in anti-trust enforcement and "no-poach" clauses)
- Managing corporate supply chains – international labor and human rights (navigating the latest modern slavery legislation regionally to better understand supply chain risks, assessing labor and human rights risks, developing positive employee policies and practices)
- Navigating employment issues during times of business change (learn how to build employment matters into your overall strategy and anticipate the risks before they arise in the context of restructuring operations, reorganizations and outsourcing)
- Global expansion: expanding cross-border and managing a global workforce (a discussion of best practices in entering into new jurisdictions, including how to navigate the maze of country-specific labor and employment laws)

Others



- Overview of IP law as it relates to the EMI sectors (with a focus on who owns the data you collect and how best to protect it)
- Crisis management in the EMI sectors (understanding the risks, forming a crisis management team, crisis communications during the first 24 hours, management and strategic resolution, how to extract lessons to be learned)
- Climate change: Opportunities and risks for EMI companies (trends and legislative/litigation update, reporting and disclosure of climate change risks, implementing environmental programs, new markets)



Disputes

- Dispute resolution in the sector (a review of common dispute resolution provisions and methods; the international dispute resolution framework and institutions in the context of expert decisions, mediation, arbitration and litigation; investment protection and BITs; trends in regional dispute resolution)
- Protecting attorney-client privilege around the world (discussion of the scope of attorney-client privilege, how it operates around the world, and guidance on best practices to maximize the protections available in the jurisdictions in which your organization operates)
- Minimizing your M&A risk: top tips from disputes specialists (focus on the risks and common problems that arise in M&A transactions post-completion and how these may be best mitigated at the contract-drafting and management stage)



Tax

- Tax treatment of exploration and development expenses for the oil and gas sector.
- Tax audits on the application of tax benefits by the Oil & Gas sector.
- Tax issues on writing-off or assigning accounts receivable against the Government, affiliates and state-owned companies
- Tax incentives for industries in general
- Permanent Establishment (PE) concerns on new business models and partnerships, including but not limited to the ones using cloud computing, data centers and digital features and special customs regimes, (e.g., REPETRO Brazil and Colombian FTZ)
- Detailed transfer pricing analysis and defense files needed in response to increased scrutiny by the tax authorities stemming from the negative financial impacts of the COVID-19 crisis
- Cost contribution/sharing agreements on partnerships for the development of new technologies and products
- Tax Reforms
- Anti-avoidance rules
- Income Tax Updates
- Reportable Activities - Action 12 BEPS
- Tax treatment on exchange gains and losses
- New high Net Worth Tax
- Exit strategies for subsidiaries



Digital



Data as an asset



Top 10 tips when
contracting for
Digital
Transformation



Dehashing
Blockchain



Tech M&A:
what's different?



The Innovation
Lifecycle: the role
of the legal team



The impact of AI
on the EMI
sectors



Cybersecurity:
navigating the
regulatory
landscape



Cybersecurity:
responding to a
data breach



Cybersecurity:
contracting

Access to our latest Global EMI webinar series here:
<https://www.bakermckenzie.com/en/insight/publications/resources/global-emi-webinar-series>

Key contacts

Latin America contacts



María Fernanda Furtado*
Latin America Energy,
Mining and
Infrastructure chair
Partner, Rio de Janeiro
maria.furtado
@trenchrossi.com



Jose Roberto Martins*
Latin America Projects
chair
Partner, Sao Paulo
j.roberto.martins
@trenchrossi.com



Argentina



Adolfo Durañona
Partner, Buenos Aires
adolfo.duranona
@bakermckenzie.com



Ezequiel Artola
Partner, Buenos Aires
ezequiel.artola
@bakermckenzie.com



Roberto Grané
Partner, Buenos Aires
roberto.grane
@bakermckenzie.com



Brazil



Anna Mello*
Partner, Rio de Janeiro
anna.mello
@trenchrossi.com



Danielle Valois*
Partner, Rio de Janeiro
danielle.valois
@trenchrossi.com



Chile



Antonio Ortuzar Jr.
Partner, Santiago
antonio.ortuzar.jr
@bakermckenzie.com



Mirco Hilgers
Partner, Santiago
mirco.hilgersg
@bakermckenzie.com

* In cooperation with Trench Rossi Watanabe, a Brazilian Law firm.



Colombia



Alejandro Mesa
Partner, Bogota
alejandromesa
@bakermckenzie.com



Nicolas Arboleda
Associate, Bogota
nicolas.arboleda
@bakermckenzie.com



Mexico



Benjamin Torres-Barron
Partner, Mexico City
benjamin.torres-barron
@bakermckenzie.com



Peru



María del Carmen Tovar
Partner, Lima
mariadelcarmen.tovar
@bakermckenzie.com



Inés Vázquez
Partner, Lima
ines.vazquez
@bakermckenzie.com



Gino Garamendi
Associate, Lima
gino.garamendi
@bakermckenzie.com



Venezuela



Eugenio Hernandez
Partner, Caracas
eugenio.hernandez-breton
@bakermckenzie.com



María Eugenia Salazar
Partner, Caracas
mariaeugenia.salazar
@bakermckenzie.com



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