



### Mario B. Rego

**Of Counsel**

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#### **Houston**

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Mario Rego concentrates his practice in drafting, negotiating and understanding complex contracts in the oil and gas industry. He supports clients with in-house legal and corporate strategic planning, mergers and acquisitions, due diligence processes, incorporation of companies, complex international arbitration and litigation and corporate compliance.

As former General Counsel of the US subsidiary of a major Latin American oil and gas National Oil Company and more than 15 years of experience, Mario understands from the inside the needs, expectations and challenges of clients like major corporations in the energy sector.

#### LANGUAGES SPOKEN

- English
- Portuguese
- Spanish

#### EXPERIENCE

As former General Counsel and Corporate Secretary of the US subsidiary of a major Latin American oil and gas company, Mario was based in Houston and responsible for strategically managing all legal activities of the company and four US affiliates (including an 100Kbbl refinery), involving complex multi-million dollar litigations and arbitrations, contract draft and negotiations with combined value of billions of dollars, corporate secretary activities assuring the correct legal standing of the company and affiliates, implementing and controlling compliance policies and programs (FCPA, UKBA, Ethics Code), planning, management and control of external counsel support activities.

Before that Mario was based in Brazil and acted as Legal Coordinator dedicated to overseeing all legal activities of this Latin America major oil and gas company in the US. In this role, Mario provided remote and in-person support, by leading the negotiation and implementation of an array of more than 50 procurement contract templates, which provided the complex legal

#### RELATED SERVICES

- Corporate
- Mergers and Acquisitions
- Public Company and Corporate Governance
- Projects, Energy and Infrastructure
- Oil and Gas
- Finance

#### RELATED SECTORS

- Energy and Natural Resources
- Government Contracting

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framework needed for the implementation of the Cascade and Chinook project in the US Gulf of Mexico, including the contract for the first Floating Production Storage and Offloading (FPSO) facility in the United States.

Mario's most recent activities are:

- Leading and coordinating the legal support for a cross-border corporate restructuring of a multinational client. Mario led a team of lawyers in local offices of the firm in seven different countries in Latin America to secure the necessary actions to allow the corporate restructuring of the client
- Provided support for a multinational energy related corporate client on the successful renegotiation of its partnership agreement (and a series of related agreements) involving one of the largest oil refineries in Texas – For this project, Mario used his expertise by negotiating and helping with the drafting process of new versions of the venture documents, which allowed the extension of the partnership between the parties and consequently a significant multi-million dollar investment in Texas
- Supporting another multinational client with its offshore operations in the U.S. Gulf of Mexico, including negotiations on a multi-million dollar agreement to extend the use of an FPSO for continuing offshore production of domestic U.S. barrels of crude oil and natural gas – Mario directly helped in the drafting and negotiation process of the amended FPSO agreement extending the project for another term
- Acting as focal point and lead attorney in the almost daily support of a large energy client of the Firm for the negotiation and execution of its existing offshore deepwater oilfield service contracts, including resolution of disputes, negotiation of amendments and preparation of additional agreements needed for current and future operations. Mario acts as focal point for the client needs, starts the initial approach for the client's requests, discuss with the team and crafts the final advice to the client, either via memoranda or redline documents used for negotiations with the client's oil and gas suppliers/contractors;
- Assisting in efforts by the Firm to provide legal support to a potential client in the oil and gas sector involving the day-to-day operation of a deepwater oil exploration and production contract. These efforts also involve the opportunity to support the client in future negotiations of its deepwater oil and gas contracts;
- Helped to develop a strategy on approaching a potential client that provides oil and gas field services to major E&P companies;
- Serving on the Firm's team that is currently providing litigation support for a client in a multi-million dollar dispute involving deepwater oilfield operations in the U.S. Gulf of Mexico;

Mario's other relevant experiences include:

- Participation in Due Diligence process and contractual drafting agreements targeting the acquisition of the majority of shares (control) of a major Uruguayan gas company
- Legal support during negotiations of a business opportunity aiming to implement a thermoelectrically generation plant in Chile
- Drafting and negotiation of contracts and corporate formation documents targeting the formation of a Newco to develop gas fields in Venezuela
- Drafting and negotiation of corporate documents for the development of a processing gas plant in the border of Brazil and Bolivia
- Contract negotiations for partial acquisition of equity in Block 324 in Nigeria
- Participation in JOA Contract negotiations with the government of Tanzania for the concession of offshore blocks in that country
- Auditing process and legal revision of E&P concession agreements in Colombia
- Participation in the Due Diligence process and drafting and negotiation of transactional documents aiming the acquisition of downstream assets from a major oil company in Colombia, Uruguay and Paraguay
- Incorporation of a subsidiary in Chile. Drafting and revision of corporate documents, Bylaws and shareholder meetings
- Legal support for implementation of a thermoelectrically generated plant in the "Bio Bio" area in Chile
- Drafting and revision of agreements targeting the acquisition of exploratory blocks in offshore Colombia
- Participation in the Due Diligence process of a possible acquisition of a Refinery Plant in Belgium
- Participation in the Due Diligence process and drafting and negotiation of agreements aiming the acquisition of a Refinery Plant in the Come by Chance region in Canada

- Participation in the Due Diligence process, drafting, revision and negotiation of agreements targeting the acquisition of a Refinery Plant in the Coryton region in the UK
- Participation in the Due Diligence process, drafting, revision and negotiation of agreements targeting the acquisition of a Refinery Plant in Okinawa - Japan
- Participation in the Due Diligence process, drafting, revision and negotiation of agreements targeting the competitive bid process, issued by Ecopetrol, for the Revamp of a Refinery Plant in the "Cartagena de Indias" region in Colombia
- Participation in major negotiations with Glencore UK, aiming the acquisition of the majority capital of a Refinery Plant in the "Cartagena de Indias" region in Colombia
- Legal support for the downstream business of commercialization of fuels and lubricants in Chile

## CREDENTIALS

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### Admissions

- Texas
- Brazil

### Education

- LL.M., International Commercial Law, University of California at Davis 2013
- M.B.A., Corporate Law, Fundacao Getulio Vargas, Rio de Janeiro, Brazil, 2006
- M.B.A., Oil and Gas Law, Instituto Brasileiro de Petroleo e Gas, Rio de Janeiro, Brazil, 2006

### Memberships

- Member, State Bar of Texas
- Member, Brazilian Bar Association
- Member, International Bar Association
- Council Member, International Law Section – Houston Bar Association

## INSIGHTS

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### Publications

#### Oil and gas operations in Latin America

3 December 2020

Addressing key operational and commercial challenges that are unique to Latin America.

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#### Assessing ESG factors in the energy sector

27 October 2020

ESG Handbooks and Guides

A reference tool for energy companies as they discuss and refine their ESG programs.

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## Events

- Speaker, State Bar of Texas – International Law Section- at the 29th Annual International Law Institute
- Speaker, Houston Bar Association - International Law Section – at the Second Annual Latin American Round Table