



DIANA PINEDA ESTEBAN

Partner

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Areas of Practice

Energy, Oil, Gas & Electricity
Infrastructure and Project Finance
Government Procurement & Public Bids
Arbitration & Mediation
Constitutional & Administrative Litigation

About

Diana is a partner at GC and has solid experience in energy matters, oil & gas projects, litigation, and dispute resolution. In 2022, she was elected member of the firm's Executive Committee, and she was part of the Talent Committee, and President of Fundación Gonzalez Calvillo.

She has broad experience in the development of infrastructure projects, focused on regulatory and administrative aspects of oil & gas ventures throughout the value chain. Her experience includes the representation of national and international clients in private and public tenders; hydrocarbon production, either on-shore, off-shore, and specialized subcontractors. Diana's practice also includes infrastructure projects, such as storage terminals, pipelines, port and other maritime facilities, design of general T&Cs and model agreements for customers. She also has experience in the development and participation in open season tenders; downstream projects of refined products and natural gas; trading and supply of commodities; strategies in connection with retail stations of refined products; risk analysis, design of and implementation of critical routes for the development of energy related projects. Her practice in this field includes project development, transactional work, regulatory aspects, and litigation.

Prior to joining GC, Diana was General Counsel at Silver Fuels, Inc. and Silver Fuels, LLC, a trading firm based in Houston and Mexico City. Diana also spent over five years in litigation and dispute resolution arising out of trade, administrative and constitutional matters. She also worked as Legal Researcher at the Columbia Center on Sustainable Investment, focused on

sustainable foreign investment in New York.

She collaborates with several publications, including ICLG's international compared legal guides, and is consistently invited to participate as speaker in national and international events, among those the Association of International Petroleum Negotiators (AIPN), Center for American and International Law and the Institute for Energy Law, Latin Lawyer, AIJA, Mexico Energy Council, Argus.

Experience

- General Motors de México, in its regulatory and compliance strategies in connection with its consumption of energetics as one of the largest car manufacturers in Mexico
- Vopak Mexico, a subsidiary of Royal Vopak, the world's largest storage terminals company, in the preparation of the handling, due diligence and attention during the verification visits made by CRE and ASEA to its storage terminal in Veracruz. We accompanied the client throughout the process, which resulted in one of the few terminals that were not closed as a result of these inspections; to date our client's storage terminal is operating normally
- Vopak Mexico, in its energy regulatory compliance strategies with respect to its fuel storage Terminal in Veracruz, Mexico
- NuStar Energy L.P. through regulatory advice in connection with the development of an oil terminal project in Nuevo Laredo, Tamaulipas
- Representation of several private marketers in amparo claims filed against the amendments to the Public Policy on Minimum Storage of Petroleum Products, which eliminate the possibility of extending the beginning of the obligation to maintain safety inventories until the storage terminals contracted by such marketers enter commercial operation
- Representation of COPARMEX in an amparo claim against the import and export regulations of hydrocarbons and petroleum products, issued by the Ministry of Economy and the Ministry of Energy on December 26, 2020, for their violations to free competition and concurrence
- Representation of several clients against the amendments done to the Electric Industry Law, published on March 9, 2021, in the Official Gazette of the Federation
- Representation of several clients in relation to the verification visits made by the authorities CRE and ASEA to its Fuels Storage Terminals and transloading stations, including amparo claims derived from the closing/seizing of its facilities, procedural inactivity of the CRE, the seizure of facilities with and without products, among other actions
- Tesoro Mexico, an affiliate of Marathon Petroleum Corp. (formerly Tesoro Corp.), the largest U.S. oil refiner, in their infrastructure, import, supply and retail sale businesses in Mexico

- BP Air (a subsidiary of BP) regarding the sale and distribution of its products to the Mexican aviation industry
- Jaguar Exploración y Producción de Hidrocarburos, in their participation in International Public Bids “Ronda 1.3”, “Ronda 2.2” and “Ronda 2.3”, called by the National Hydrocarbons Commission, and in the process for the awarding of eleven tendered hydrocarbon blocks in Mexico for E&P activities, regulatory work and purchase and sale of hydrocarbons with Pemex Exploracion y Producción
- Ductos El Peninsular, a joint venture of Hidrosina, PMI Comercio Internacional (a PEMEX subsidiary) and Trafigura, in the development, construction, financing, operation and ownership of a 350km pipeline project and related storage facilities for transportation of gasoline, diesel and lubricants in the Yucatán Peninsula
- Gas y Petroquímica de Occidente, a subsidiary of Proman AG, in its negotiation of gas supply contracts with CF Energía and CFE International, for the purchase and sale of natural gas under the North American Energy Standard Board (NAESB) model contract and the transportation of the molecule from Texas to Sinaloa, Mexico
- MODEC, Inc. in the project development, regulatory and permitting advice, for the operation of the first floating production storage and offloading unit (FPSO) providing services to a private E&P producer, Eni Mexico

Awards & Recognitions

Outstanding Contribution to Diversity & Inclusion Award for Mexico in the Chambers Diversity & Inclusion Latin America Awards 2020

Energy & Natural Resources ranked lawyer, Chambers and Partners Global and Latin America Guides

Energy and Natural Resources next generation partner, The Legal 500

Energy & Natural Resources recommended, The Legal 500

Projects & Infrastructure next generation partner, The Legal 500

Projects & Infrastructure recommended, The Legal 500

Recognized lawyer in Energy, Latin Lawyer 250

Recognized lawyer in Project Finance & Infrastructure, Latin Lawyer 250

Energy recognized lawyer, Best Lawyers

Project Finance and Development Practice recognized lawyer, Best Lawyers

Academia

Professor of Energy Law at the Universidad Iberoamericana, Mexico City, Mexico

She has been an invited lecturer at the Escuela Libre de Derecho (Civil Law) and the Universidad Anáhuac Mexico Norte (Administrative Law), Mexico

Law Professor of Obligations I (Civil Law) at the Universidad Iberoamericana, Mexico City, Mexico (2014–2017)

Education

Master of Science (M.Sc.) in Negotiation and Conflict Resolution, Columbia University, New York, United States

Postgraduate studies in Civil Law (Obligations) ranked top 5 of the class, Escuela Libre de Derecho, Mexico City, Mexico

Professional Legal English studies, Columbia University, New York, United States

International Law Program, Universidad Pontificia de Comillas (ICADE), Madrid, Spain

Law degree (J.D. equivalent), recognized with academic excellence, Universidad Anáhuac México Norte, Mexico

Memberships

Voz Experta

Women's Energy Network

Abogadas MX

Publications & Collaborations

Strengthening of CFE, COPARMEX Forums, August 2023.

Nearshoring: Challenges and Opportunities for the Energy Sector, Fuel Week, by Oil & Gas Magazine, August 2023.

Energy and Nearshoring, for COPARMEX, June 2023.

Guide: Energy: Oil & Gas 2023, published by Chambers and Partners [Download](#)

Guide: The Energy Regulation and Markets Review: Mexico 2023, Mexico Chapter, published by The Law Reviews [Download](#)

Article: "Maternity and Society, returning from my post-pandemic maternity leave" published by Legal Industry Reviews [Download](#)

Diversity Survey: Finding the balance, published by Latin Lawyer, Diciembre 2022 [Download](#)

Oil and Gas 2022, Mexico Chapter (online only), published by GLI [Download](#)

The Energy Regulation and Markets Review: Mexico 2021, published by The Law Reviews
[Download](#)

Mexico Update: Upstream, Midstream, Refining and Marketing, and Power Sector, Webinar organized by the Institute for Energy Law and the Center for American and International Law as speaker in the panel, August 19, 2021 [Download](#)

Argus Global Gasoline, Live Virtual Conference, organized by Argus Media, as speaker in the panel, June 2021 [Download](#)

71st Annual Oil & Gas Conference 2020, as speaker in the panel “Recent E&P Developments in Brazil, and Mexico - Can They Compete with U.S. Shale?”

Oil and Gas Alliance virtual expo as speaker, “Oil prices collapse. Crisis in the Mexican Oil Industry: How to Face this crisis in Mexico?”, Mexico 2020

Article “New Regulations Bolster CFE, Put Independent Renewable Power Projects in Limbo”, co-authored with Nathan Santamaria and Carlos Moran, published by Kirkland & Ellis 2020

Fuel Markets Annual Conference organized by the Mexican Bar Association, as speaker in the panel, Mexico City, Mexico 2020

1st González Calvillo Webinar, “GC Connect: Let's talk about natural gas imports”, as speaker in the panel, Mexico 2020

Oil & Gas Regulation Guide, Mexico Chapter for 2020 and 2019 edition, published by the International Comparative Legal Guides (ICLG) [Download](#)

Energy Business Forum (Encuentro Internacional de Energía) as speaker in the panel Regulation of the Mexican Energy Sector, Mexico City, Mexico 2018

King & Spalding Energy Forum as speaker in the panel Implementing Energy Infrastructure Projects, Houston, Texas, 2018

Latin Lawyer 9th Annual Oil & Gas Conference, as speaker in the panel Upstream Update: Where Are We Now?, Mexico City, Mexico 2018

Latin Lawyer 8th Annual Oil & Gas Conference, as speaker in the panel What does the Trump administration mean for the energy sector in Latin America?, Mexico City, Mexico 2017

Latin Lawyer 7th Annual Oil & Gas Conference, as speaker in the panel Energy reform in Mexico – Where do we stand with our regulatory framework?, Mexico City, Mexico 2016

Article Mexico’s newly-elected president: potential implications, Financier Worldwide 2018
[Download](#)

Article The alleged transition from partners to neighbours - US and Mexico, Financier Worldwide 2017 [Download](#)

International Mediation Guide, Second Edition, Clifford Chance

Energy Disputes Compared Guide published by Getting The Deal Through, Editions 2016 & 2017

Languages

Spanish

English