



Machu Picchu (Peru)

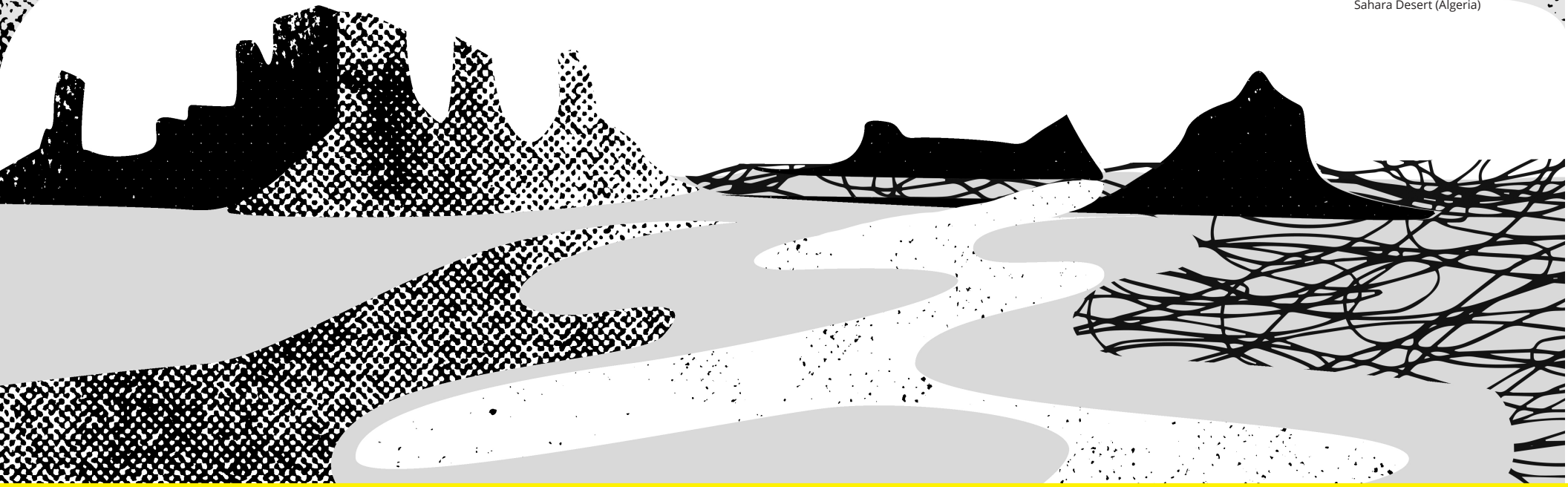


CITO

— ENERGY GROUP —

# Going International

International Expansion for Alberta Petroleum Service Companies  
Free Planning Resources



## Going Abroad?

Many oil service sector businesses are grappling with the twin crises of Covid-19 and Low Oil Prices. Canadian companies are now looking to international markets to diversify and expand revenue; for survival, profitability as well as better equity/exit valuations.

But international expansion is not easy and relies on much more than generalized trade reports. There are many commercial, legal and tax issues to consider.

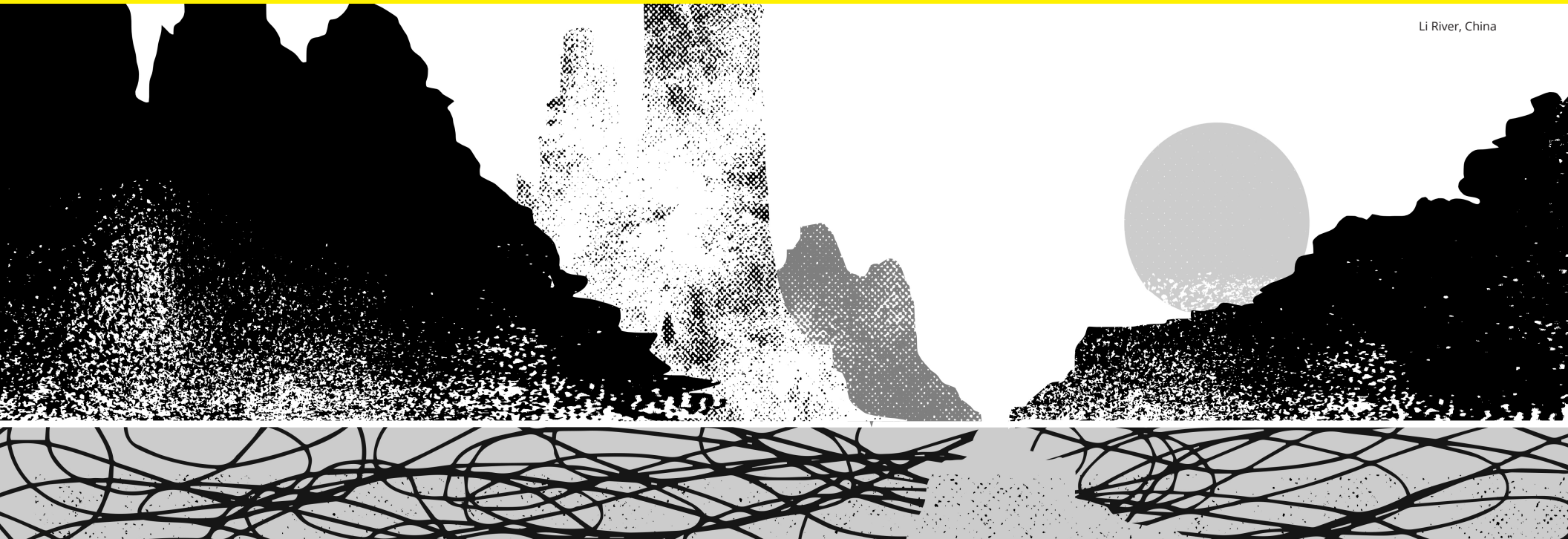
# Free Going International Resources

To help Canadian petroleum services companies plot an international strategy, CITO has created a series of videos and a Going International Guide.

These resources are available for **free on our Blog** page at [Cito.Energy](http://Cito.Energy)

In addition, CITO will provide **3 free hours** of initial planning and advice to any Canadian service company thinking about going abroad - simply contact us at [Pat@citoenergy.law](mailto:Pat@citoenergy.law) or [Tony@citoenergy.law](mailto:Tony@citoenergy.law) to set it up!

Li River, China







# Free Going International Resources

**Going International Guide:** A comprehensive review of the typical legal and commercial risks of doing international business (<https://www.citoenergy.law/international-energy-projects/>)

**Video Series** (<https://www.citoenergy.law/blog/>)

- **SOS for Business - International Risk Assessment**  
(Pat Cunningham) Identify risks and rewards offered by each country to pick the right, low-risk entry for you
- **Lost in Translation - Practical International Negotiation**  
(Tony Cioni) Review common commercial issues that arise with a new country entry, together with the cultural factors at play in negotiations with a foreign counter part
- **Sanctions, Corruption and Money Laundering**  
(Nick Bryanskiy) Manage the legal and reputational risks posed by Canadian/US Sanctions laws, corruption laws issues and anti-money laundering rules





# Advisory Team



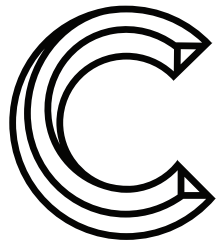
**Pat Cunningham's** colleagues think he must have been a spy. Pat was one of a few gringos who grew up as a child in Peru. After sliding from operational geology into business development, Pat heavily worked north Africa and the Middle East; including a 10 year residence in Cairo. He joined Talisman in its very first 6 months running the company's Business development initiatives in the Middle East, Africa and Latin America. An exploration geologist by trade, Pat has worked for Talisman, Pluspetrol, Amoco Europe and Getty Texaco in international business development roles. Pat is one of the few E&P company representatives who has negotiated with sanctioned governments in Cuba, Libya, Iran and North Korea.



As a 21-year old student, **Tony Cioni** lived in St Petersburg in chaotic post-Soviet Russia. Tony also lived in Kazakhstan for 3.5 years, after moving from Kuwait to sidestep the second Gulf War of 2003. He goes to Coachella ever year in an attempt to not always act his age. This is slightly less scary than Tony's 2005 tourist trip up the Kyber Pass to the Pakistan – Afghan border. Tony has built an impressive career in energy law, specializing in international exploration and production development. With more than two decades of international experience, Tony's work has touched 40+ countries. His language skills in Russian, French and Italian, combined with his international petroleum sector experience as Alberta and English lawyer make him a dynamic leader in energy law.



Born in the coldest place on Earth, **Nick Bryanskiy** spent his formative years patrolling power lines with his grandfather. Nick won his first court of appeal case as a Russian lawyer at 19 and went on to become a human rights lawyer for the European Court in Strasbourg, France. After living in a Dutch "woongroup", investigating war crimes and inspecting mental hospitals in Central Asia, Nick moved to Canada, went to law school (again) and became a lawyer in Alberta. With four international law degrees, Nick advises clients on sanctions, anti-corruption and money laundering rules in tough foreign markets - Russia, Kazakhstan, China and Iran, just to name a few. Nick's international focus is on Europe and former Soviet Union as he speaks fluent Russian and some (rusty) Dutch and French.



# CITO

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Cito is the Latin word for *Swift*.

We are unlike any firm in Canada. We provide a unique combination of legal (accredited for Alberta and England), commercial and technical services to support those projects. We speak 8 languages and have worked in over 100 countries.

We have lived in places like Algeria, Kazakhstan, Egypt, Peru, Russia, Norway and Kuwait - experience that cannot be replicated with a text book, degree or vacation.

CITO has an adaptive cost model that can save clients 50% on their legal and commercial bills – a key to aligning with our clients' success.

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