



CURRICULUM VITAE (CV)

1. Proposed Position:	Costs & Finance		
2. Name of Firm:	RLG y Asociados, C.A.		
3. Name of Staff:	Gonzalo Perez B.		
4. Date of Birth:	March- 20-1964	Nationality:	Venezuelan
5. Education:	Civil Engineer- Registered Commercial Gas Consultant		
6. Membership of Professional Associations: CIV			
7. Other Training: <ul style="list-style-type: none"> - Simulating Financial and Business Plans for Energy Companies - LNG – The Technical, Commercial and Strategic Issues - Project Finance - Strategic Planning - Benchmarking Management Workshop - Advanced Strategies for Changes - Project Planning and Control - Cost Indicators for Economic Decision Making - Gas Cooling and Related Technologies - Boilers and Burners - Socratic Sales Techniques - Marketing Strategic Planning - Gas Turbine Basics - Marketing Research - Professional Sales - Applying Psicology to Sales - Sales Techniques - Project Evaluation 			
8. Countries of Work Experience: Venezuela, Jamaica, Caribbean Area			
9. Languages: Spanish and English			
10. Employment Record:			
2007 – Currently ENGINEXT , Corporation <i>Position: Energy Markets Advisor / Project Manager</i> <ul style="list-style-type: none"> • Coordinate and execute energy market analysis for Latin America and the Caribbean • Coordinate and execute industrial market analysis, such as metallurgist, plastic, iron and steel markets, among others • Manage Front-End Engineering Projects, basically for Industrial Sector 			
2006 BANESCO, UNIVERSAL BANK / Strategic Planning Management <i>Position: Strategic Planning Advisor</i> <ul style="list-style-type: none"> • Coordinate the company's Long Term Business Plan development related tasks (internal and external analyses, strategy definition, project portfolio consolidation, project ranking and cash flow) • Coordinate special studies and evaluations for the Board of Director's decision making processes 			
2005 CARGILL DE VENEZUELA, S.R.L. / Americas Marketing Group <i>Position: Account Manager – (Vegetable Oil)</i> <ul style="list-style-type: none"> • Trade of vegetable crude oil from exporting countries to fulfill Cargill's needs in Venezuela as well as the needs of any other participant in this market (including Cargill's competitors) • Planning and coordinating vegetable crude oil imports, based on the Cargill's inventory balance, production, sales of raw materials and sales of final products 			



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- Coordinate and execute statistics related tasks
- Coordinate and execute special negotiations with costumers and suppliers
- Coordinate and execute reports with the information requested by the internal comptrollers of the company: "Risk Position", "Trading Profit and Losses", Prices, "Open Contracts", "Benchmarking", among others

2001 – 2003 PDVSA GAS, S.A. / Commercial Planning Management

Position: Commercial Planning Advisor

- Define and evaluate new commercial opportunities
- Evaluate and coordinate domestic and international energy market investigations
- Evaluate technical and commercial offers in the special study contractual process
- Define market strategies
- Structure and coordinate the company's commercial norms

2000 – 2001 PDVSA GAS, S.A. / Strategic Planning Management

Position: Strategic Planning Advisor

- Coordinate the company's Long Term Business Plan development related tasks (internal and external analyses, strategy definition, project portfolio consolidation, project ranking and cash flow)
- Define and execute the company's transformation processes
- Coordinate special studies and evaluations for the Board of Director's decision making processes

1995 – 2000 PDVSA GAS, S.A. - Corpoven, S.A. / Strategic Planning Management

Position: Strategic Planning Analyst

- Execute the company's Long Term Business Plan development related tasks (internal and external analyses, strategy definition, project portfolio consolidation, project ranking and cash flow)
- Execute the company's transformation processes
- Execute special studies and evaluations for the Board of Director's decision making processes

1990 – 1995 Corpoven, S.A. / Marketing and Commercialization Management

Position: Industrial Gas Sales Analyst

- Define, coordinate and execute marketing and commercial alignments
- Incorporate new industrial customers
- Basic technical advising to the new customers
- Follow up the building of new customer's gas supply facilities
- Execute short, medium and long term gas sales unit's business plans, which includes both residential-commercial and industrial gas sales units plans
- Execute weekly, monthly and annually gas sales unit's reports
- Participate in local and international events promoting the Venezuelan Natural Gas Industry

1988 – 1990 Corpoven, S.A. / Marketing and Commercialization Management

Position: Residential and Commercial Gas Sales Analyst

- Incorporate new residential and commercial customers
- Basic technical advising to the new customers
- Follow up the building of new customer's gas supply facilities
- Execute short, medium and long term residential-commercial gas sales unit's business plans
- Execute weekly, monthly and annually residential-commercial gas sales unit's reports

1987 – 1988 Inv. Prosanven, S.A. / Construction Management

Position: ConstructionProject Manager

- Execute and control the building process
- Coordinate and control building contractors



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<ul style="list-style-type: none"> • Check contractors and suppliers bills out • Execute and control direct workers payroll
11. Detailed Tasks Assigned: Coordinator
12. Work Undertaken that Best Illustrates Capability to Handle the Tasks Assigned: Project: Visualization and Conceptualization of a Project aimed at the evaluation of options for gas supply to the Caribbean and Central America Regions. The study considered the gas pipelines, CNG and LNG options Year: 2003 - Present Location: Venezuela, Caribbean Area Procuring Entity: PDVSA Main project features: <ul style="list-style-type: none"> ▪ Coordinate and execute energy market analysis for Latin America and the Caribbean ▪ Coordinate and execute industrial market analysis, such as metallurgist, plastic, iron and steel markets, among others ▪ Manage Front-End Engineering Projects, basically for Industrial Sector Positions held: <ul style="list-style-type: none"> • Energy Markets Advisor / Project Manager • Strategic Planning Advisor • Strategic Planning Leader Activities performed: Engineer with strong experience in Natural Gas and Energy Strategic Planning, Marketing, Commercialization and Management of Front-End Engineering Projects

13. Certification:

I, the undersigned, certify that to the best of my knowledge and belief, this CV correctly describes myself, my qualifications, and my experience. I understand that any wilful misstatement described herein may lead to my disqualification or dismissal, if engaged.

[Signature of staff member or authorized representative of the staff]

Date: 13/05/2011
Day/Month/Year

Full name of authorized representative: José Gregorio Villalba