



## CURRICULUM VITAE (CV)

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



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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"><li>• Check contractors and suppliers bills out</li><li>• Execute and control direct workers payroll</li></ul>
<b>11. Detailed Tasks Assigned:</b> Coordinator
<b>12. Work Undertaken that Best Illustrates Capability to Handle the Tasks Assigned:</b> <b>Project:</b> 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 <b>Year:</b> 2003 - Present <b>Location:</b> Venezuela, Caribbean Area
<b>Procuring Entity:</b> PDVSA
<b>Main project features:</b> <ul style="list-style-type: none"><li>▪ Coordinate and execute energy market analysis for Latin America and the Caribbean</li><li>▪ Coordinate and execute industrial market analysis, such as metallurgist, plastic, iron and steel markets, among others</li><li>▪ Manage Front-End Engineering Projects, basically for Industrial Sector</li></ul>
<b>Positions held:</b> <ul style="list-style-type: none"><li>• Energy Markets Advisor / Project Manager</li><li>• Strategic Planning Advisor</li><li>• Strategic Planning Leader</li></ul>
<b>Activities performed:</b> 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.

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[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