

Luiz Augusto M. da Fonseca

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GRADUATION

- Electrical Engineer by Mauá Engineering School, São Paulo, Brazil, 1975.
- Economist by the University of Rio de Janeiro, Brazil, 1984.

POST GRADUATION

- Petroleum Engineering by Petrobras Petroleum School in Bahia, Brazil, 1976
- MBA Advanced Management Program by INSEAD/Dom Cabral Foundation, France, 2002.

RELEVANT PROFESSIONAL EXPERIENCE

Executive positions

- Partner and General Manager at Sertecpet do Brasil Ltda., Rio de Janeiro, a company with core business in hydraulic jet pumping for oil well tests and artificial lift services, associated with the fabrication of bottom hole tools and production equipment for oil & gas industry (since 2015). www.sertecpet.net
- Partner and Director at Parole Consultoria e Representação Ltda., Rio de Janeiro, engaged in business evaluation, planning, commercial representation and participation (since 2009). www.parolecorp.com
- Commercial Director at Logum Logística S.A., the builder and operator of the largest ethanol pipeline transportation system in Brazil (2009 - 2013), Rio de Janeiro. www.logum.com.br
- CEO at Petrobras Energia Ecuador, the Operator of 40.000 bpd of oil&gas and gross revenues of over US\$ 500 million per year (2005 - 2008). www.petrobras.com
- Director of communication and marketing at Petrobras Energia S.A, Argentina responsible for the company brand positioning based on the excellence of products and services and a marketing mix, which jump the reputation recognition from 42th to 7th and market share increase from 3 to 15% (2003 - 2005). www.petrobras.com
- Chief of Staff at Petrobras (2000 - 2003). www.petrobras.com.br
- Business Development Manager at Petrobras, responsible for projects in the areas of E&P with Venezuela, assessment of oil refining opportunities in the USA and optical fibers use in the rights of way of Petrobras (2000). www.petrobras.com.br
- *Officer Director & Engineering Services Manager* at Braspetro Oil Services, Rio de Janeiro, responsible for the Impala 3 oil platform EPC project and its associated water injection line for the client Elf Aquitaine Angola (1991 - 1992). www.petrobras.com.br

- Executive Secretary at the Latin American Energy Organization - OLADE, a governmental organization for regional energy cooperation and development, comprising 26 countries in Latin America and the Caribbean, headquartered in Quito, Ecuador (1997 - 1999) www.olade.org.ec.
- Operations Manager at Petrobras America Inc., Houston, USA responsible for the oil and gas drilling and production operations, including the construction, installation and operation of the EC-90 gas platform in the Gulf of Mexico, the first overseas production platform fabricated and operated by Petrobras as an Operator (1988 - 1991). www.petrobras.com

Participation in Board of Directors

- Member of the Board of Lupatech S.A., a company engaged in the manufacturing of tools and equipment and the rendering of well services for the oil industry, São Paulo (2014 - 2015). www.lupatech.com.br
- Member of the Board of Oleoducto de Crudos Pesados (OCP) - (2006 - 2008). www.ocpecuador.com
- Member of the Board of Petrobras Energia Participaciones, Argentina (2003 - 2005). www.petrobras.com

Highly skilled in company management, M&A and negotiation of oil and gas contracts.
Fluent in Portuguese, English and Spanish

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