



Victor Barcot

Managing Director, Head Finance



Víctor Barcot, is Managing Director and head of energy transition directing a \$50 billion transition energy fund for the Japanese bank Mizuho Financial Group and formally the head of Oil & Gas Finance Advisory and a Managing Director for Mizuho Securities, specializing in Oil and Gas sector coverage globally and a well-regarded strategic advisor to National Oil Companies (NOCs) as well as the US Oil Majors. Mr. Barcot has spent his 20+ year career focused exclusively on the Energy sector, advising major US companies, public and private independents, and NOCs on a range of regional and cross-border M&A and capital markets transactions. Over his career, Mr. Barcot has advised on over \$50 billion in corporate and asset M&A transactions as well as \$65 billion in capital markets transactions within the energy sector. Before joining Mizuho, Mr. Barcot was a key member of Deutsche Bank's Global Oil & Gas Group, where he was a Managing Director focused on providing capital markets and M&A advisory services for public and private clients worldwide. Prior to Deutsche Bank, he was a Managing Director in HSBC's Resources and Energy Group, working with E&P clients in the US, Canada, and Latin America. Mr. Barcot also was the Founding Partner of Exxel Energy Group, an independent E&P firm focused on the U.S. Rocky Mountains, and the Founder and CEO of Archer Petroleum, with operations in Western Canada and the Permian Basin. He began his investment banking career at Credit Suisse First Boston in 1997.

Book runner for \$26 billion IPO of Saudi Aramco (2019); Exclusive Advisor to Cox Oil on the \$1.0 billion corporate acquisition Energy XXI (2018); Exclusive sellside advisor to ConocoPhillips on sale of Permian Basin assets to multiple buyers (2017); Sellside advisor to Dow Chemical and YPF S.A on sale of unconventional shale (Vaca Muerta) assets in Argentina (2017); Advisory to Legacy Resources (private E&P) on corporate and asset acquisitions in the GOM (2017); Advisor to Royal Dutch Shell on \$3.0 billion potential disposition of deepwater GOM assets (2016); Exclusive sell-side advisor to Petrobras S.A. on disposal of entire onshore upstream and midstream businesses in Colombia for net proceeds of \$380 million (expected close Q4' 13); Exclusive sell-side advisor to Petrobras S.A. on "farm-out" of six (6) offshore exploration blocks in the Caribbean Basin (2013); Exclusive sell-side advisor to ConocoPhillips on disposal of entire business in Vietnam which included midstream and upstream assets for net proceeds of over \$1.5 billion (2011-2012); Sole Advisor to Sinopec on \$1.5 billion acquisition of 49% W.I. in Talisman's UK N. Sea operations (2012); Exclusive buy-side advisor for a large Tecpetrol on U.S. corporate acquisition (2013); strategic advisor to SK Gas on midstream opportunities in the Americas (2013); Strategic advisor to PEMEX on opening the \$30+ billion upstream sector to foreign investment ("round zero", 2010).



William “Bill” Stills
Managing Director



Mr. Stills a graduate of Loyola University of New Orleans with a focus on business, corporate law, finance and environmental studies and member of the nation’s first university Ethics Chair program with undergrad studies at the University of Mississippi, Oxford, MS, Spring Hill College, Mobile, AL, and Florida International University School of Economics and is currently the country manager of Reliance Rail International, Arkose Energy Corporation and Managing Director to Renewable Development

Mr. Stills has over 30 years of experience in international commerce, construction, project management, business development and finance. Mr. Stills has worked across multiple industries including insurance, financing, manufacturing, waste management, forestry, petroleum, and construction, developing business opportunities, strategies and executing projects for public and private sectors throughout Latin America. Mr. Stills represented and clients include Telmex, US Steel Corporation, T. Baird McIlvain Company, Costa Rica Electricity Institute (ICE), Mexican National Railways, Thomasson Company, Ministry of Transport and Public Works, Reliance Rail International, Consortium International Railroad Construction Company and Railways of Ecuador.

Mr. Stills is the founder of several companies in Chile, Ecuador, Nicaragua, Panama, and USA including Ecological Resources LLC, Zelexo International, PHI, Inc., Environmental Investment SA , Ecocasa SA, Environmental Drilling Oil Services, Inc. And is a partner in Ocean Construction Company, and Consortium International Railroad Construction Company.

Mr. Stills experience include project management and construction of Road, Railroad , Housing, Highrise Building, and Port Co nstruction, including the supply of material, equipment and construction of the Rehabilitation of 446 km of railroad in Ecuador.

Mr. Stills’s career has had a focus on economic development and environmental sustainability project including reforestation, sustainable waste management, and environmentally friendly construction which includes the construction of the first high-rise building in the world using predominantly recycled materials.



Diego Chacón

General Manager, Environmental Engineer HSE/RSC Manager



Amazon citizen born in the city of Puyo and raised in the city of Tena. He has experience in the oil sector for 20 years. He has worked as Safety, Health, and Environment Manager at Petroamazonas; Advisor to the Presidential Advisor on Amazon affairs; Ad honorem adviser of the biodiversity commission of the national assembly.

From his academic preparation that stands out the most is his environmental engineering obtained at the Central University of Ecuador, an MBA at Newport University, and finally a Specialization in Oil and Gas Industry Management at McKenna School of Business. In his professional experience, he has collaborated with multinational and state companies such as Agip Oil and Gas, Occidental Exploration and production company, and finally the state-owned Petroamazonas.

The most emblematic project that he has led is environmental management in Block 43 and Block 31, the same ones that are located within the Yasuni National Park, which is the largest protected area in the country and the most biodiverse on the planet. To enable the project and protect the environment, canopy bridges, depressed steps, ecological trails, biological monitoring in the biologically sensitive areas that were identified were implemented. On the other hand, during his performance as Coordinator of the Amazonia Viva project, he was responsible for the remediation of environmental liabilities that the Ecuadorian Amazon has had as a result of oil activities. Remediation implies the elimination basically of the total petroleum hydrocarbons, as well as the metals present in the contaminated soils. Once this is done, in coordination with the Ministry of the Environment, the affected areas are released.



Pedro Pinzon

Head Latin American Process Engineer Director

Chemical Engineer, Industrial University of Santander Colombia, 1987, professional with more than 35 years of experience in: Technical coordination of Engineering and multidisciplinary projects.

Design of processes in production facilities, refining units, petrochemicals, gas, and industrial services. Preparation of operation manuals and commissioning activities and commissioning of oil and gas systems.

Definition of processes in the recovery of valuable fluids from the oil industry. Negotiation in liquid recovery systems from production gas streams.

Design and construction of equipment for the oil and gas industry

Evaluation of alternatives to optimize energy resources (Petrobras) to lower operating costs (OPEX decrease) in plants in Ecuador.

Participation in value increase practices in projects for different clients such as Petrobras, Petroproduccion, Petroamazonas, Flopec, and international clients such as Schlumberger, PDVSA, Shell, Ecopetrol, among others.



Juan Pablo Morales

Head Latin American Waste Management Systems

Chemical engineer with 20 years of experience in quality management, environment and risk prevention labor, and the application of management models in municipal governments and public companies where he has managed to obtain the recognition of three Green Points by the Ministry of the Environment, Water and Ecological Transition, Second Place at the National level in the Green Award contest of the State Bank, and several recognitions by the Association of Municipalities of Ecuador for good practices environmental. He has written 40 scientific publications and 7 books in the line of environmental damage research and disasters, he is an active member of the Civil Protection Volunteers of the National Risk Management Service and Emergencies, Environmental Expert qualified by the National Council of the Judiciary, member of the Association of Investigators of Venezuela and is registering as a Researcher at SENESCYT.

In their life professional he has held various positions as Head of Quality Control and Dispatch at EDIMPRES S.A., Head of HSE at the company DICHEM S.A., Environmental Quality Technician at the Ministry of the Environment, Coordinator of the Environmental Quality Unit at the Ministry of the Environment, Director of Environmental Management in the Municipal Decentralized Autonomous Government of the Gonzalo Pizarro canton, in the latter he has remained for more than 11 years during three administrations, being at the provincial level the director who has served the longest remained in the position and has been called to collaborate in several municipalities in the development of projects environmental and related issues for the improvement of the integral management of solid waste in the municipal governments of Archidona, Cascales, Cuyabeno and Putumayo. He has several postgraduate degrees in the field Environmental Management, Quality Management, Research and Development and Occupational Risk Prevention, to the He is currently finishing his PhD in Environment and Development at the National Experimental University Ezequiel Zamora.



Maria Antonella

Head Latin American Environmental Law & Compliance



María Antonieta graduated of Pontifical Catholic University of Ecuador obtaining both degrees Lawyer of the Courts of Ecuador, and Degree in Jurisprudence and Political Science. In addition, she has studied a Master of Business Law, a Higher Specialization in Corporate Law, and a Higher Specialization in Administrative Law at the Simón Bolívar Andean University – Ecuador Campus, among other courses and relevant certifications.

María Antonieta's 20 years of experience primarily deals with the infrastructure sector, which includes electrification, mining, hydrocarbons, and environment -in terms of regulation and compliance with the first three-, an area of practice to which aspects of Administrative Law, Conflict Resolution and Public Procurement are inherently linked in Ecuador. In addition, she has extensive experience in Corporate Law, Labor Law, Commercial Law, Contracts –negotiation and preparation of infrastructure contracts-, allowing her to advice clients on a global scale and with a clear understanding of the particularities, requirements, and opportunities of each of its business areas, bringing forth a record of success in achieving favorable outcomes for clients engaged in various commercial activities (i.e., energy, hydrocarbons, telecommunications, services, infrastructure, recycling, financing, among others).

María Antonieta also specialized in the review, negotiation, and implementation of financing contracts for infrastructure projects such as power generation plants, ports, and highways signed under the government-to-government or private-to-public sector modality.

She has worked on CDM (Clean Development Mechanisms) projects in Ecuador, in collaboration with foreign entities; negotiated and implemented CER sale and placement processes; and was delegated by CELEC EP to the Negotiation Rounds with Russia, China and Iran in 2012. María Antonieta has been involved in dispute resolution processes arising from the execution of administrative contracts for the construction of works, primarily in the electricity sector, employing alternative dispute resolution methods, such as: mediation, Dispute Boards, and arbitration.

Similarly, María Antonieta credits experience implementing and managing Public-Private Alliances through the figure of mixed economy companies, as well as other associative mechanisms included in the Organic Law of Public Companies.

María Antonieta has experience advising clients during liability determination processes by the State Comptroller General's Office and tax determination processes before the Internal Revenue Service, as well as providing legal consulting services, contract negotiation and drafting and report preparation in English and Spanish, as well as of legal document translations.



Carlos Andrade Faini
Renewable Energy Director



Carlos Elías Andrade Faini is an electrical engineer cum laude with a master's in industrial engineering with over fifty years of experience. Two-time president of the Quito Electrical Company president of El Oro Electrical Company and president of the Electrical Cooperative of Santo Domingo. His project includes project over \$66M including projects for Inecel Central Térmica Guangopolo, Toyo Menka Kaisha, Reriecuador S.A., Saxon S.A., Eteco S.A, and Enermundo S.A

Has designed and administered the construction of Solar parks from 15kva to 40MW. Hydroelectric Plants of Preparation of documentation to obtain the IDB loan and administrative and technical organization of the project.

His experience includes the construction and preparation of repair work and supervision of repair and assembly work of electromechanical and electrical equipment for Cumbayá 40 MW power plants; Guangopolo 12 MW; Nayon 30 MW; Vindobona 3 MW; Los Chillos 1.2 MW; Thessaly 300 KW; Machachi 1.2 MW; Cordovan 300 KW; Alao 5 MW; Saymirin 1.5 MW; The Peninsula 2 MW; Miraflores 800 KW; La Unión Mills 400 KW; Guaranda 500 KW; Loja 1.2 MW; El Carmen 10 MW.

Mr. Andrade has designed and administered the construction of hydroelectric plants from 6MW to 30MW with investment from \$ 12M to \$66M.

His expertise includes the review of prefeasibility and advanced feasibility studies. Advice to negotiate the EPC contract for the construction of civil works. Advice for contracting electromechanical equipment. Advice for the procedures in Arconel the national energy regulatory agency to obtain the operational permits. His experience includes a vast number of rural electrification projects for many private clients. Ing. Carlos Andrade has been honored with several awards for electrification of many communities including Santa Rosa and the city of Pasaje. The Institute of Electrical and Electronics Engineers Inc. Excellence in Professional Practice and House of Ecuadorian Culture Academic Section of Mathematical Sciences, Engineering and Architecture.



Monica Falcones

Financial Corporate Administration and Compliance

Engineer Mónica Teresa Falcones Rivero is a graduate of the Accounting and Auditing Engineering career and is certified as a compliance officer for the issuance of reports and reports to the UAF (Financial Analysis Unit) for the prevention of asset laundering and financing of crimes. Since long before her graduation from the Universidad Laica Eloy Alfaro de Manabí, she has worked for various institutions including the Risk Management Secretariat, Fideicomiso Mercantil Inmobiliario Playa Pacífica, Dax Investment S.A., Reliance Rail International, and Arkose Energy Corporation.

Her work includes account management, payment roles, settlement documents, management of Internal Revenue Service platforms, Ecuadorian Institute of Social Security, Single Work System, Superintendency of Companies and Superintendency of Banks. In the real estate sector, she has been a management analyst for solutions in acquisitions, sales and protocolization for private and institutional clients before government entities. As head of administrative management to the presidency of Reliance Rail International and Arkose Energy Corporation, his responsibilities have included coordination, preparation of reports and attendance at meetings with the Ministers of Transport and Public Works, Secretary of Public Private Associations and Investments, Minister of Production, Foreign Trade, Investment and Fisheries, Minister of Foreign Affairs, Minister of Environment, Water and Ecological Transition, Minister of Energy and Mines, Secretary of the Cabinet and with the President of Ecuador and his cabinet; for the private sector including Grupo Gloria, Grupo Nobis, Grupo Futuro, Indusur and in the environmental and social sector with the Ecuadorian Populorum Progressio Fund (FEPP), Fundacion Alejandro Labaka and Acción Ecológica.

As Manager of Logistical Finance for Arkose Energy Corporation and for Reliance Rail International as Chief Administrative Officer for the Presidency, his responsibilities have included bank brokerage and budgeting for energy, transportation, and renewable energy projects in review and analysis and compliance international financial reporting standards, proposals and contracts with state and private institutions.

