

## LUIS A. PACHECO R.

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### **P**ERSONAL AND CONTACT INFORMATION



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**Nationality:** Venezuelan and Colombian

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### **P**ROFESSIONAL EXPERIENCE

3/2008– 12/2016

**Senior Vice-president of Strategy and AIT, Pacific Exploration and Production, Bogotá Colombia.**

Responsible of the Strategic Planning and IT functions, reporting to the CEO of the company. The company operated in seven countries and reached a peaked production of 310,000 barrels of oil per day. The responsibilities were varied, from formal strategy formation, business plan and resource planning, new venture evaluation, to innovation and IT infrastructure and services, as well as investor related issues and company representative in external forums.

**Other recent positions and activities:** Member of the Board and CEO of BLUE ACF, a non-conventional fuels start-up. Member of the Board of Pacific Midstream, an infrastructure company. Member of the Board of Asociación Colombiana del Petróleo. Visiting lecturer at UNIANDES (Bogotá); IESA (Caracas), Kennedy School – Harvard University; Georgetown University- Washington; Tecnológico de Monterrey – Ciudad de México.

7/2007– 11/2007

**Senior Consultant, Agencia Nacional de Hidrocarburos (ANH), Bogotá Colombia.**

The work involved the conceptual design of the strategy for the development of the heavy oil resources in the Los Llanos Basin, in south-eastern Colombia. The work led to the opening of a bidding process for several blocks for heavy oil exploration.

3/2005– 5/2007

**Senior Advisor CANTV, Caracas, Venezuela**

Senior Advisor to the office of the Presidency of CANTV (Venezuela's largest telecommunication company), on themes related to energy, strategy formulation and corporate planning.

3/2003– 5/2007

**Director/Founder, Discontinuidad C.A., Caracas, Venezuela**

Consulting firm focused on strategic analysis, innovation, knowledge management and energy. Projects were varied from companies like Shell, PEMEX, REPSOLYPF and Citibank to organizations such as CAF (Corporacion Andina de Fomento), World Bank and IADB (Interamerican Development Bank).

**Other responsibilities: Instituto de Estudios Superiores de Administración (IESA) Caracas, Venezuela and UNIANDES, Bogotá Colombia.**

Consultant in the development of the postgraduate program “Gerencia de Hidrocarburos” (Management in the Hydrocarbons Industry); invited Lecturer on the same program. Frequent Op-Ed writer on Oil and Energy matters.

1/2001 – 12/2002

**Executive Director of Corporate Planning concurrently with Head of the office of the President, Petróleos de Venezuela, S.A. (PDVSA)**

PDVSA as a vertically integrated Energy Corporation had operations in three continents and revenues in excess of US 40 billion with more than 40,000 employees.

As chief strategist of the corporation, I coordinated a company wide effort to redefine the company’s vision, mission and corporate values. Based on that renewed vision, we began the process of realignment of the corporation, the core processes, from the new strategic intent to the redeployment of the human resource and installing innovation as a core value of the corporation. “Somos la Energía” was the resulting Strategic Intent that governed the 2002-2007 business plan.

In the Position of Head of the Office of the President, held in parallel with the Planning Director position, I was responsible for managing the day to day affairs of the CEO of the Corporation, focusing in internal and external relationships as well as managing business related reviews for decision taking.

**Other responsibilities:** Member of the Board of Bitor (Orimulsion® PDVSA affiliate); Member of the Board of Intesa (PDVSA ‘s IT affiliate); Member of the Board of Interven (PDVSA’s International Refining holding company)

2/2000 – 12/2000

**CEO, Bitumenes del Orinoco, S.A. (BITOR)**

Responsible for the running of BITOR, a vertically integrated affiliate of PDVSA that produced and marketed Orimulsion (>100 thousand barrels/day and with an aggressive expansion plan), an under-boiler fuel for Electricity Generation manufactured with a proprietary

technology, using extra-heavy oil produced out of the Orinoco Belt. The upstream and manufacturing activities of the company were located in Venezuela and the product was marketed through offices in North America, Europe and the Far East. During the tenure, a new market was opened in Italy and a Joint Venture was negotiated and approved with CNPC.

1/1998 – 1/2000

**E & P Planning Manager, Petr6leos de Venezuela, S.A.**

Responsible for co-ordinating all the planning activities of the E & P Division. This involved the coordination of six different business units belonging to PDVSA E&P, with an annual budget of more than US\$ 5 billion and close to 23,000 workers.

7/1996 –12/1997

**Assistant General Manager, Production Operations Division, Maraven, S.A.**

Jointly responsible for the Operations of the entire upstream Division of this PDVSA affiliate. This organization had 7,100 direct employees, producing around 950 thousands barrel per day of crude oil and liquids of gas, with a budget of around U.S. \$1.8 billion. Restructuring and optimisation of the operation was the main focus during the tenure, introducing economic analysis as driving force to the operating mentality

2/1996 - 6/1996

**Corporate Planning Manager, Maraven, S.A.**

3/1995 - 1/1996

**Chief Negotiator for Joint Ventures, BITUMENES ORINOCO, S.A.**

9/1991 - 2/1995

**Corporate Planning Manager, BITUMENES ORINOCO, S.A. (a PDVSA affiliate)**

1/1990 - 8/1991

**Supply Manager, Trading and Supply Department, Maraven, S.A.**

7/1986 - 12/1989

**Various positions in the refining, production and planning departments, Maraven, S.A. - A PDVSA affiliate**

10/1987 - 6/1989

**Visiting Lecturer, Department of Mechanics, Universidad Simon Bolivar, Caracas, Venezuela**

2/1985 - 7/1986

**Senior Engineer, Shell International Petroleum, The Hague, the Netherlands**

11/1981 - 1/1985

**Investigation Leader, Offshore Structures Section, Koninklijke/Shell Exploratie en Productie Laboratorium, Rijswijk, the Netherlands**

10/1980 - 10/1981

**Lecturer on Plasticity and Numerical Methods, Department of Mechanics, Universidad Simon Bolivar, Caracas, Venezuela**

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## **E** DUCATION

10/1976 - 4/1980

**University of London, Imperial College of Science & Technology, London**

Mechanical Engineering Department, Doctor of Philosophy, (Ph.D.) and Diploma of Membership of Imperial College of Science & Technology (D.I.C.). May 1980.

10/1974 - 6/1976

**University of Manchester Institute of Science and Technology, Manchester.**

Mechanical Engineering Department, Master of Science (M.Sc.) and Associateship in Mechanical Engineering. July 1976.

1/1969 - 6/1974

**Universidad del Zulia, Facultad de Ingeniería, Maracaibo.**

Mechanical Engineer. July 1974.

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## **I** NTERNATIONAL

Experience: Netherlands (Work), U.K. (Residential), Mexico and Argentina (Work)

Language(s): Spanish (Mother Tongue); English (fluent); French (Basic)

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## **P** UBLICATIONS

### **Rigid-plastic finite element analysis of some metal forming processes**

Pacheco-Rodriguez, Luis Augusto. Ph.D. Thesis, Imperial College of Science and Technology, 1980

**On the hydrostatic extrusion of copper covered aluminium rods**, L. A. Pacheco and J. M. Alexander, International Conference On Number Methods in Ind. Forming Processes, pp.205-216 Pineridge Press, Swansea,1982

### **A Bayesian method for establishing fatigue design curves**

G. Edwards, L. A. Pacheco, Structural Safety, Volume 2, Issue 1, 1984, Pages 27-38

**Denting and collapse of tubular members—A numerical and experimental study**

L. A. Pacheco and S. Durkin, International Journal of Mechanical Sciences, Volume 30, Issue 5, 1988, Pages 317-331

**A Bayesian method for the estimation of return values of wave heights**

J. G. M. Kerstens, L. A. Pacheco, G. Edwards, Ocean Engineering, Volume 15, Issue 2, 1988, Pages 153-170

**Marco Estratégico para el Sector Hidrocarburos – Algunas Consideraciones, Luis A. Pacheco**, Venezuela - Un Acuerdo Para Lograr el Desarrollo, p369, Publicaciones Universidad Católica Andres Bello, Caracas, 2006

**Análisis de las ventajas comparativas y potencial del mercado de hidrocarburos en los países de la región andina. Luis A. Pacheco** y Elizabeth Cruz, Hacia la Integración Energética Hemisférica: Retos y Oportunidades, Páginas. 68 – 113, Corporación Andina de Fomento, 2008

**El Reventón. Los inicios de la producción petrolera en Venezuela (1883-1943),**

Documental de Carlos Oteyza. Asesor Técnico: Luis A. Pacheco, Caracas, 2008

**El Petróleo: Un Viaje Inconcluso.** Rafael Arraiz con Video Anécdotas de Luis A. Pacheco (Multimedia Book), October 2014, <https://itunes.apple.com/us/book/petroleo-viaje-inconcluso/id928010175?mt=11&ign-mpt=uo%3D4>

**El Recadero.** Personal Blog. <http://elrecadero.blogspot.com.co>