



Luis Antonio Vigo France

Consulting

Rio de Janeiro, Brazil

+55 21 98892-9222

brasil@conexig.com

PROFILE

Luis France has over 38 years of experience in all the Supply Chain. His education background is in Mechanical Engineering, having worked on a number of different industries, including naval, oil & gas, construction, energy and mining projects, brownfield and greenfield CAPEX projects (capital expenditure). His experience has been gained working with companies such as FTI, HILL, HKA, Anglo American, VALE, Rio Tinto, Promon and Maua Shipyard (now Jurong). He is a professional used to working in competitive and multicultural environments. He is a strong proactive communicator. He has successfully negotiated purchases, contracts and claims and managed contractors of all trades, including, equipment, material, expediting, inspection and service supply companies.

Luis also has extensive knowledge of contract management procedures, claim evaluation and negotiation. His skills include preliminary analysis of change orders for quantity adjustment or scope variation, claims evaluation and contract negotiation. He is well versed in the management of multidisciplinary teams whether in project, administrative or commercial environments.

He has also worked as a Procurement and Supply Manager, with experience in materials and equipment sourcing, and supply chain management. Strengths include vendor contract negotiations, logistics, equipment evaluation, forms management and data processing. Past responsibilities have included overseeing all field buyers at several project sites; training of field buyers with procurement procedures and material management database system; and training new buyers brought into the core procurement group.

Other activities performed over the past 20 years include preparation of bidders list; request for quotations (RFQ's); commercial bid evaluations; cost/benefit analysis of quotations; purchase orders; change orders; expediting supplier documentation and equipment; negotiating discounts and terms and conditions of purchase; coordinating delivery of equipment to meet production and material requirement schedules, with logistics department; creating bill of materials for vendors and jobsites; vendor performance review and analysis; and close out of purchase orders in engineering and mining construction projects.

In 2009 after leaving RIO TINTO, Luis formed his own company called L France Engenharia e Suprimentos Ltda - Brazil and started to work for VALE in the S11D project, the companies' largest iron mining project. After VALE, Luis has continued consulting on contractual relations between customer and supplier, always striving to close new contracts and resolve claims to the best interest of his clients, with fairness and honesty.



EDUCATION

Mechanical Engineering (Gama Filho University - Rio de Janeiro - Brazil)	1976-1981
Colegio Pedro II (Rio de Janeiro – Brazil)	1969-1975

CERTIFICATIONS, REGISTRATIONS

Licensed in Brazil, National Council of Engineering, since 1981 (CREA-RJ: 51.392 D)

Specialist: Project Management Professional certified, IBMEC (2006)

Master: Master of Business Administration, Project Management at IBMEC (2009)

Specialist: Pos Graduation of Petroleum Engineering at Estacio University (2001)

DETAILED EXPERIENCE

SUBSTATION AND LINE TRANSMISSION – GREENFIELD INFRASTRUCTURE - ENERGY AREA

L FRANCE BY HKA/HILL ENGINEERING – Consulting on Contract Management 2015-2017

The consortium **J&F and FURNAS** won an ANEEL (Brazilian regulatory agency for energy) tender, in 2013, the right to build five substations and three transmission lines. In 2015, the consortium hired HILL to analyze and negotiate, with the main suppliers, all the claims and contracts related initially soon after tender. Most of its suppliers had claims and additives requests. HILL's work also includes changing schedules and putting in place all the necessary measures to comply with the ANEEL's strict deadline.

Following the successful conclusion of the initial project, **J&F and FURNAS** decided to expand HILL's contract with a new scope, that is, new negotiations, contracts, requests, schedules, construction reports, analysis of measurements and visits to the sites to monitor the services. As it relates to savings, Luis and the group had gotten significant reduction in values that suppliers had been charging as claims due to environmental problems and rain periods that had not been predicted.

THERMOELECTRIC – GREENFIELD INFRASTRUCTURE FOR POWER / ENERGY AREA

L FRANCE BY FTI ENGINEERING - Consulting on Contract Management – 2012-2013

The consortium **ENEVA/EBX/EDP's** implementation of the *Pecém II* thermoelectric plant (Ceará – Brazil), with an installed capacity of 365 MW, received authorization from the ANNEL to start commercial operation in 2013. The FTI team was hired to renegotiate all pending contractual issues, in an effort that consisted of analyzing and negotiating all claims and back-charges and recommending terminations and new hires to conclude the timely implementation of the plant.



RAIL, YARD AND PORT – GREENFIELD FOR MINING AREA**# L FRANCE BY HILL ENGINEERING – Consulting on Contract Management – 2013-2015**

The consortium **MUBADALA/TRAFIGURA** bought 70% of *Porto Sudeste* Project from MDX Group, a private port designed exclusively for the loading of solid bulk. It was installed in Rio de Janeiro – Brazil. The port could receive big vessels and had a railway branch and two storage yards. In operation since August 2015, the terminal has the capacity to handle up to 50 million tons of solid bulk / year.

MDX suspended payment from suppliers and the site's work was stopped. Luis was hired by **Hill/Trafigura** to renegotiate all contracts initiated by the MDX group. This consisted of analyzing and negotiating all claims, terminating contracts when necessary and indicating the need to hire new equipment and services. As it relates to savings, Luis had gotten significant reduction in values that suppliers had been charging as claims due stopping the payments, the negotiations and the works. All done with care once the suppliers were mobilized and new investors need to keep the deadline for the shipments of ore.

ANGLO AMERICAN, Administration Contract Manager, 2012

Luis assumed the role of Administration Contract Manager, responsible for administrating the Equipment, Materials and Services contracts. This included diligence and inspections, new negotiations, claim mitigations, amendments and payment control.

ANGLO AMERICAN, Claim Contract Manager, 2011.

At the beginning of 2011, ANGLO AMERICAN terminated the contract with NAVIGANT and decided to keep Luis as its own employee, still connected to the board, in order for him to continue the service he had been doing: claim prevention, analysis and reporting on contracts' implementation.

L FRANCE BY NAVIGANT, Claim Contract Manager, 2010.

Minas-Rio is a Greenfield Project of iron ore built by **ANGLO AMERICAN**. It is in Minas Gerais and Rio de Janeiro - Brazil. It is a fully integrated iron ore export operation, with a Mine, Beneficiation Plant, Pipeline and Port.

The company's board hired Navigant to analyze, consult and report on the progress of all major contracts, concerned with financial planning and disbursements issues caused by delays and other problems. NAVIGANT's goal was to avoid and minimize claims relating to related contracts, some of which amounted to billion of reais.



L FRANCE BY CAPA ENGENHARIA, Supply Manager – CAPEX – 2009-2010

S11D is a Greenfield Project VALE's, located at Pará - Brazil, and the largest mining complex with investment about 6 billion dollars. The project brings solutions such as the truckless system, which replaces traditional off-road trucks with conveyor belts (Mine), new rail and port expansion.

Luis developed proceedings for a complete supply chain for large equipment and services, including all the processes & procedures for supply planning, budget, vendor list, request for quotation, logistic, engineering analysis, training for new analysts, coordination joint to the board and risk analysis.

MINE, COURTYARD AND RAIL - GREENFIELD AND BROWNFIELD FOR MINING AREA**# VALE, Supply Coordinator and Specialist – CAPEX - 2003-2008.**

Vale (until 2007 Companhia Vale do Rio Doce - CVRD) is a Brazilian multinational mining company, one of the largest mining companies in the world and the largest producer of iron ore, pellets and nickel. Vale was privatized in 1997, and that time it produced 114 million tons/year. The production level started to rise sharply in 2003 and now in 2020 is more than 350 million tons of iron ore.

Luis was part of the team called Engineering Supply and coordinated a group of 10 engineers that conducted purchases of large equipment and services (CAPEX), both to respond to engineering necessities. This included the phases of preparation of the request for purchase, selection the suppliers, visits to the site, engineering analysis, technical and financial analysis of the proposals, negotiations and contracts.

Vale until 2003 having used several and simple resources planning. In 2003, Vale implemented the ERP (Enterprise Resource Planning) called ORACLE, which led Luis to coordinate the system transition and resolve all the ensuing issues. As it relates to savings, under Luis's management the Engineering Supply team purchased over R\$ 2,5 billion in equipment and services, with a saving of R\$ 350 million.

RIO TINTO, Contract Manager – Supply Area – CAPEX - 2008-2009.

Rio Tinto is an Anglo-Australian multinational and the world's second largest metals and mining corporations. Luis's work focused on the expansion of Corumbá, an iron ore mine. The mine was producing approximately 2 million ton per year of iron ore and would expand for 10 ton/year. In the beginning of 2009 Rio Tinto sold the mine for VALE and the expansion stopped.

Luis's service included identifying, measuring, assessing, mitigating and monitoring the contract risks. It also involved the project engineering / procurement team with specific focus on Scope management, Contract & Procurement Management. As a result of this assignment, new CAPEX policies and procedures as well as revised internal controls were implemented throughout the organization.



PROMON ENGENHARIA - Procurement Engineer/Coordinator – CAPEX - 2001-2003

HYDRO ALUNORTE is the world's largest alumina refinery outside China and is located in the city of Barcarena, state of Pará - Brazil. The refinery underwent three expansions, which made it possible to increase its production capacity, carried out without interruption in production.

Promon's works for the implementation greenfield started in 1988 and continued through its first expansion in 2001. Luis was part of the Supply team and worked to purchase large equipment and services (CAPEX). This included the phases of preparing the request for purchase, selecting the suppliers, visiting the site, engineering analysis, technical and financial analysis of the proposals, negotiations and contracts.

HOME IMPROVEMENT STORE – MIX MARKET**# CASA VIGO MATERIAL DE CONSTRUÇÃO – Director – 1994-1998**

This store was specialized in sales of products and solutions to provide home improvement solutions tailored to each customer's specific needs. Luis was the store owner/director responsible for purchasing, inventory, inspection, financial control and payments.

NUCLEAR SUBMARINE - PROTOTYPE**# CVA ENGENHARIA BY PROMON ENGENHARIA – Piping Engineer – 1998-2000**

Promon was contracted by the Navy to perform the flexibility analysis and supports project of the pipelines of the prototype project of the nuclear submarine. CAESAR II and AUTOCAD were the software.

STORAGE BASES - GREENFIELD INFRASTRUCTURE FOR PETROLEUM AREA**# SB ENGENHARIA – Pipe Engineer – 1993-1994**

PETROBRAS (Brazilian oil company) contracted SB Engenharia to do all the studies and the project (basic/detail) for several storage bases for petroleum products, as Petroleum/Gasoline/Kerosene Tanks, Pump stations, Pipelines, Gas Spheres, administration buildings and other accessories necessary for bases operations.

Luis was the responsible for the stress analysis of all the pipes and structures of project, that consist to determine the stresses and strains in pipe, materials and structures subjected to forces. He is also responsible for support analysis and projects. He also worked in the maintenance of such old structures of the refinery to investigate the causes of eventual structural failures of other units, as pump system and vessel system. CAESAR II and ATAC were the software used for the analysis.



COKING DELAYED UNIT - GREENFIELD INFRASTRUCTURE FOR PETROLEUM AREA**# PROMON ENGENHARIA – Pipe Engineer – 1988-1993**

Petrobras contracted Promon to do all the studies and project (basic and detail) for a coking delayed unit that is locate in REGAP Refinery – Betim, Minas Gerais – Brazil. It came into operation in 1994.

Luis was the responsible for the stress analysis (CAERSAR II software) of all the pipes and structures of project, that consist on an engineering discipline that uses many methods to determine the stresses and strains in pipe, materials and structures subjected to forces. He is also responsible for support analysis and projects. He also worked in the maintenance of such old structures of the refinery to investigate the causes of eventual structural failures, as pump system and vessel system.

POLOFILME – EXPANSION OF INFRASTRUCTURE FOR INDUSTRY AREA**# PROMON ENGENHARIA – Suppy Engineer – 1986-1988**

Polo Films was born out of a joint venture agreement between British American Tobacco and the now defunct Hercules Inc. The operation began focused on the production of BOPP films to replace the cellophane used in cigarette packaging. The Unigel Group incorporated Polo Films that, in that period, had already expanded its production and worked in full steam with 4 Double Bubble lines.

Polo contracted Promon as Turn-Key Expansion for the Fifty Line construction. Luis worked as the supervision engineer for the supply team, to supervise all the purchases of small, medium and large type the equipment and services, including coordination of contracts, inspection, logistics and control of payment.

NAVAL CONSTRUCTION**# MAUA SHIPYARD - Procurement Engineer/Coordinator/Manager – 1982-1986**

Shipyards Maua is located in Rio de Janeiro – Brazil, and until now is one of the most, big and important shipyard for naval industry (now called Jurong) for ships and Platforms.

Luis coordinate procedures for purchases of small, medium and large type the equipment and services, including coordination of contracts, inspection, logistics and control of payment. He is also the engineer responsible for coordinating all purchases and other phases of contracts, as the fabrication, inspection, delivery and payment planning.

LANGUAGES

Portuguese (Native)

English (Professional Working Proficiency)

Spanish (Professional Working Basic)

