

## IV BRAZIL – UK OIL & GAS MEETING

### SPEAKERS

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**Roberto Jaguaribe**  
*Brazilian Ambassador in the UK*



Ambassador Roberto Jaguaribe holds a degree in Systems Engineering from the Pontifical Catholic University of Rio de Janeiro and has been a career diplomat since 1979. He has held high-level positions both in the Ministry of External Relations and in other Government agencies. He has served at the Mission of Brazil to the United Nations in New York (1983-87) and at the Embassy of Brazil in Montevideo (1987-90). Subsequently he served as the Director-General for Trade Promotion at the Ministry of External Relations (1998-2000). He held the post of Deputy Head of Mission at the Embassy of Brazil in Washington (2000-03). From 2007 to 2010 he was Undersecretary-General for Political Affairs II at the Brazilian Ministry of External Relations. Outside the Foreign Service he served as the Secretary for International Affairs at the Ministry of Planning and Budget (1995-98) and Secretary for Industrial Technology at the Ministry of Development, Industry and Foreign Trade (2003-05). He was also the President of the National Institute of Industrial Property of Brazil (2005-07).

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**Dominic Jermey**  
*CEO, UKTI*



Dominic Jermey was appointed Her Majesty's Ambassador to the United Arab Emirates in April 2010. Dominic was previously a Managing Director of UK Trade and Investment, where he was responsible for supporting the UK's most innovative business sectors. He was also Acting Chief Executive of UKTI in 2009 and Head of UKTI Defence and Security Organisation in 2008. Dominic was Deputy Ambassador and Director of UKTI in Madrid from 2004-7, also leading the UK's tsunami response in Phuket in early 2005. Dominic has also served in Afghanistan as Charge d'Affaires ad interim (2002), as the UK's Representative to the Warring Factions (1997-9) and set up the FCO's Afghanistan Department and Consular Crisis Department. He was the UK's Representative to the UN Transitional Administration in East Timor (2000), has served in the Balkans and Pakistan, and headed the FCO's UN Peacekeeping Team. Prior to joining the Foreign and Commonwealth Office, Dominic was with the investment bank Schroders, specialising in European mergers and acquisitions.

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**Marco Antônio Almeida**  
*Secretary of Oil, Natural Gas and Renewable Fuels, Ministry of Mines and Energy*



Marco Antônio Martins Almeida was born in 1961 in Juiz de Fora – MG. He graduated in Civil Engineering at the University of Brasilia and specialized in Petroleum Engineering at Center of Human Resources of Petrobras. He worked at João Fortes Engenharia and Banco do Brasil. He joined Petrobras in 1985 and he is still linked to the company. In Petrobras he managed fields of oil production onshore and offshore, and has been responsible for planning regional use of natural gas in the Sergipe/Alagoas basins. Since 1992, he has been working to the Brazilian Government, where he began managing the National Fuel Department - DNC for 6 years. Followed by 2 years in National Petroleum Agency, Mr. Almeida was invited to contribute to the Ministry of Mines and Energy in 1999. In MME, he held several positions, running the Secretary of Oil, Natural Gas and Renewable Fuels responsibilities' since 2009. He is also coordinator of the Growth Acceleration Program – PAC, in the field of Oil and Gas, since its conception. He leads as Chairman the PPSA's Board of Directors, a public company responsible for managing production sharing contracts in the pre-salt area.

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**Magda Chambriard*****Director-General for the National Agency of Petroleum, Natural Gas and Biofuels – ANP***

Magda Maria de Regina Chambriard graduated in Civil Engineering from the School of Engineering at the Federal University of Rio de Janeiro; has a postgraduate degree in Chemical Engineering from COPPE / UFRJ - Alberto Luiz Coimbra Institute of Postgraduate Studies and Research in Engineering; worked at Petrobras, where she specialized in Reservoir Engineering and Formation Evaluation. At ANP, she served as Advisor to the Exploration and Production Director, as Exploration Superintendent, and as Block Definition Superintendent. In November 2008, she was appointed to hold the position of Director. In May 2010, she assumed the position of Member of the Management Board at the Energy Research Company (EPE). On March 8, 2012, she was appointed Director-general of ANP and on November 6, 2012, she was reappointed to the post of Director-General.

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**Rob Macaire*****Director of Political Risk, BG Group***

Rob Macaire CMG is Director of Political Risk at BG Group, responsible for government relations and political issues across the Group's activities (amounting to some 25 countries). He joined BG Group in 2011, and prior to that served as a British diplomat in the USA, India, Romania and Kenya (where he was High Commissioner). He also worked for the Foreign and Commonwealth Office on economic, security and consular issues, and for the UK's Ministry of Defence.

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**Jeferson Soares*****Business Director, Investment Promotion Agency of Rio de Janeiro (Rio Negócios)***

Business Director at the Investment Promotion Agency of Rio de Janeiro. Responsible for attracting and facilitating inward client investments to the city. Prior to taking on this role was an executive at the IBM Brazil Global Business Consulting area, responsible for sales and delivery of large business application innovation projects. Previously, worked as an executive at the IBM Brazil Application Management Services area and played many different executive roles at the same company, with a large experience in Research & Development, Sales and Application Services, including Outsourcing. Holds a PhD and MSc degrees in Computer Sciences (Software Engineering) from the Catholic University of Rio de Janeiro as well as a Mechanical Engineering degree from the same University.

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**Sergio Ferreira*****Brazilian Trade and Investment Promotion Agency - Apex-Brasil***

Sergio Ferreira is graduated in International Relations and holds an MBA in Business Management from Fundação Getúlio Vargas (FGV). Sergio works for the Brazilian Trade and Investment Promotion Agency (Apex-Brasil), mainly focused on attracting FDI to the flourishing Brazilian oil & gas industry. Mr. Ferreira represents Apex-Brasil in the Oil, Gas and Naval Committee within the Brazilian Ministry of Development, Industry and Foreign Trade aimed at fostering the development of these industries in Brazil. Before working in Apex-Brasil, Sergio worked for a few years at the world's major international shipping company.

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**Antonio Carlos Migliari Guimarães*****E&P Executive Secretary, IBP***

Antonio is the Executive Secretary of E&P at IBP, the Brazilian Institute for Petroleum, Gas and Biofuels. He is graduated in Chemical Engineering, post-graduated in Marketing and has an MBA in Executive Management. In his 27 years at Shell, 4 as E&P Coordination Director and as E&P Director at IBP, he acquired extensive experience in the Petroleum and Energy sectors. In his current position as Executive Secretary of E&P at IBP he is dedicated in finding solutions and in developing a positive agenda for the major challenges in the O&G sector in Brazil, collaborating with government authorities to achieving an internationally competitive regulatory and fiscal environment to attract E&P investments and promoting best practices in health, safety and environment as well as leveraging industrial policy to develop competitive local content.

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**Luciano Almeida**  
**President, Investe São Paulo**

Graduated in Business Administration, Luciano Almeida is post-graduated in International Business Management and also on Land Parceling and Urban Development. Shareholder of the Tavares de Almeida group, he was once the Secretary of Industry and Commerce (Semic) for the city of Piracicaba and Secretariat of Development of the State of São Paulo. Luciano Almeida took on the position of president of Investe São Paulo in 2011, aiming to attract new companies and promote the State of São Paulo in Brazil and abroad.



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**Jacqueline Campos**  
**Managing Director, Petrobras Europe**

Jacqueline Campos has held the position of Managing Director at Petrobras Europe Ltd in London since 2010. She is responsible for leading the trading team for crude oil, oil products, biofuels, derivatives and shipping, covering Europe, the Middle East and Africa. Jacqueline graduated from Naval Engineering in Rio de Janeiro in 1984 and gained experience in Petróleo Brasileiro S.A. as part of the Research Centre team, the Transportation Department and the Commercial Department, until moving to Houston in 1995. There, Jacqueline studied for a MBA in Finance and Marketing and graduated from the University of Houston, Texas, in 1997. Back to Brazil, Jacqueline joined the LPG International Trading team. She was later appointed Manager for International Fuel Oil and Feedstocks Trading, leading a global team. In 2005, Jacqueline was assigned as Petrobras Risk Manager, responsible for commodities derivatives trading and hedge operations using futures, swaps and options. Jacqueline was promoted General Manager for the Bunker business and Fuel Oil trading worldwide in 2008. Before her assignment to London in 2010, Jacqueline led the Houston Trading office at Petrobras America Inc. as Commercial Manager. Born in Brazil, Jacqueline is married and has two sons.



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**Neil Golding**  
**Head of Oil & Gas, EIC-Energy Industries Council**

Neil heads up the Oil and Gas Team at The Energy Industries Council. The team's primary responsibility is researching, obtaining and analysing information relating to project intelligence and business opportunities in the global oil and gas market that are relevant to the UK supply chain, whilst also assessing global trends in the market. Neil has 15 years' experience of working for service and data providers in the Oil and Gas sector.



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**Caio Ramos**  
**CEO, Suape Port and Industrial Complex**

Caio Cavalcanti Ramos is a 34-year-old lawyer currently working as CEO of Suape Port and Industrial Complex (SUAPE), a hub port for the North and Northeast regions of Brazil and one of the greatest centers of investments in Brazil. Since 2005, Caio is a lawyer with the Brazilian Development Bank (BNDES), the main financing agent for development in Brazil. Before SUAPE, Caio worked as Head of the Legal Department of the Economic Development Agency of Pernambuco (AD DIPER) from April, 2011 to November, 2012 and Manager of the International Legal Department of BNDES from June, 2009 to April, 2011. Master's Degree in Regulation – Finance and Commercial Regulation, at the London School of Economics and Political Science – LSE, 2007/2008.



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**Ivan Simões Filho**  
**Vice President Communications & External Affairs, BP Brasil**

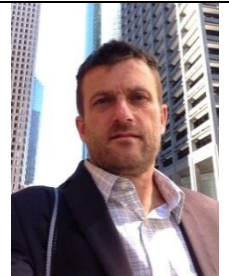
Ivan Simoes Filho holds a B.Sc. in Geology from the Université de Nancy I (France), a Ph.D. in Geophysics from the Federal University of Bahia (Brasil) and an Executive Education Degree from MIT Sloan (USA). He is currently Vice President Communications & External Affairs for BP Brasil. Ivan's responsibilities include communications for the BP businesses in South America, and relationships with external stakeholders, risk management and ethics & compliance leadership for the Upstream segment in Brasil. Prior to joining BP, Ivan was Professor of Geophysics at the State University of Campinas (UNICAMP), General Manager for Licensing at the Brazilian National Petroleum Agency (ANP), and General Manager for the Southern Cone at Gaffney Cline & Associates (GCA). Ivan has served as Vice President of the Brazilian Geophysical Society (SBGf), Regional Coordinator for Latin America of the Society of Exploration Geophysicists (SEG), President of the British Chamber of Commerce in Rio de Janeiro (Britcham), and Chairman of the Steering Committee of the Brazilian Petroleum Institute (IBP).

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**Tahir Ahmed**  
**Head of Civil and Defence Projects, UK Export Finance**

Tahir Ahmed is currently Head of Civil (non-aerospace) and Defence business at UK Export Finance (UKEF). He has worked in a number of different roles at UKEF, including in underwriting, international relations and as Head of the Chief Executive's Office. He has also worked as a Senior Customer Financing Manager in the telecoms industry.



**Marcus Coester**  
**Board Member and Chairman of the O&G Committee, FIERGS - Federation of Industries of the State of Rio Grande do Sul**

Marcus Coester is Director at Coester Group and is been active in O&G business for more than 20 years. He is also Board member in private companies, government and non government organizations. At FIERGS he is member of the elected Board of Directors and Chairman at the O&G Committee since 2009.



**Chris Wall**  
**Business Specialist, UKTI**

An experienced and respected international trade consultant, Chris has held senior positions in export sales development since 1988. Based in Brazil for five years, Chris was responsible for the development and implementation of export strategies in Brazil and Europe. A fluent Brazilian Portuguese and Spanish speaker, Chris has supported UK companies in Brazil market development, mentoring senior management, and facilitating high level contacts with local partners. Chris is a Member of the Institute of Export, holds a degree in Latin American Studies from Essex University, and has held the position of Honorary Consul for Brazil in Manchester since 1997.



**Daniel Costa Fernandes**  
**Head of the Commercial Section, Embassy of Brazil**

Daniel Costa Fernandes is a career diplomat and the Head of the Commercial Section of the Embassy of Brazil. He is in charge of bilateral trade, investments and internationalization of Brazilian companies. Prior to this position he was the Deputy-Head of the Investments Division of the Brazilian Ministry of External Relations in Brasília from 2007 to 2011. He was Secretary-General of the Latin America Trade Investment Association (LATIA) between 2013 and 2014. Daniel holds a degree from the London School of Economics and Political Science (LSE) in International Relations and Modern History and a Masters in International Relations and Diplomacy from Instituto Rio Branco. He is the author of a book about British Foreign Policy.

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