



EXECUTIVE SUMMARY OF CANNABIS (HEMP) PROJECT.



Quito Ecuador
23rd of August 2020

CONTENT PREPARED BY:

IBP CORP - GREEN EVOLUTION. Mr. LUIS GERMAN HERNANDEZ (AGRONOMIST ENGINEER), RENATO GUZMAN LAND FARMING PROJECT MANAGER AND AGRICULTURAL EXPORT EXPERT.

1.) NAME OF THE PROJECT

MEDICINAL CANNABIS HEMP OIL (GREEN EVOLUTION)

2.) NAME F PROJECT MANAGERS:

AGRONOMIST ENGINEER: LUIS GERMAN HERNANDEZ

AGRICULTURAL OPERATIONS AND FARM PRODUCTION AND EXPORTS: RENATO GUZMAN

LOCAL MARKETING AND DESIGN: VERONICA CARRERA:

CIVIL ENGINEERING AND STRUCTURAL ENGINEERING: ENGINEER PABLO VALDIVIESO

FARM MANAGER: LUIS GERMAN HERNANDEZ & RENATO GUZMAN

LOCAL & INTERNATIONAL SALES AND MARKETING: DAVID SIMON KYWI ALVEAR.

LOCAL SALES AND EVENTS: ROBERTO ITURRALDE

IBP CORP AS SPONSOR COMPANY AND SUPERVISOR OF INVESTMENT AND DEVELOPMENT

3.) REFERENCE NUMBER:

04 IBP.PEG

4.) TYPE OF INDUSTRY:

AGROINDUSTRY OF GROWING CANNABIS-HEMP, MEDICAL CANNABIS HEMP BIOMASS OIL, MEDICAL CANNABIS HEMP REFINED OIL, ROPE, CANVASS FOR SHIPS TENTS AND, CLOTH, SHOES, COSMETICS, WOMEN'S ACCESSORIES (PURSES), PRESSED DRY WALL WITH BIOMASS POWER GENERATION BY BURNING BIOMASS PELLETS, ASSOCIATIVE ECONOMY WITH LOCAL INDIGENOUS INHABITANTS. IT IS IMPORTANT TO NOTE THAT THIS IS TO BE DEVELOPED UNDER RENEWABLE AND REUSABLE PLASTIC AND WOOD GREENHOUSES, AND LOCAL WATER IRRIGATION.



4. A) TYPE OF INDUSTRY IN CANNABIS SELLS.

GLOBAL SPENDING ON LEGAL CANNABIS COULD SURPASS USD 20 BILLION IN 2020

4. B) LEGALITY OF THE DEVELOPMENT AND LEGAL ASSURANCES IN ECUADOR FOR THE GROWING , HARVESTING AND EXPORT SELLS OF MEDICAL HEMP OIL AND ITS BI-PRODUCTS.

Why invest in Ecuador?

Through Ecuadorian Executive Decree No. 252, legal incentives promoting investment.

Ecuadorian Legal framework is to promote new investments and tax incentives.

Ecuadorian Organic Code of Production, Trade and Investments - COPCI

Ecuadorian Organic Law of Productive Development, Attraction of Investments

APP Incentive Law

Investment Contracts:

Contract: Provides tax stability on the COPCI tax incentives and the Law for the Promotion of Ecuadorian economical productivity and industry.

It is optional:

To access the tax incentives, it is not necessary to sign the Contract of investment.

Sector:

All productive sectors, prioritized, basic industries, strategic sectors and commercial activities that generate added value

Validity:

Up to 15 years, renewable for the initial approved period requirements: Aimed at investments of more than USD 1 million that generate new jobs, and that the investment in the first year is USD 250,000.

BENEFITS:

In addition to enjoying the stability of the COPCI incentives and the Productive Development Law, the investor can request:

- Reduction of tariffs for imported capital goods
- Exoneration of ISD in payments made abroad for capital goods and materials imported premiums, and for dividends distributed to national or foreign companies domiciled in Ecuador.
- National and international arbitration.

Special Economic Development Zones - ZEDE Types:

- Transfer and unbundling of technology and innovation
- Industrial diversification



- Logistics services
- Tourist

Zone 1: Posorja
Zone 2: Yachay
Zone 3 Eloy Alfaro
Zone 4 Litoral-ESPOL

BENEFITS:

- 0% IR and its advance for 10 years, and a reduction of 10 points for an equal period;
- 0% ISD on imports of machinery and raw materials;
- 0% tariffs on imported goods;
- 0% VAT on imported machinery and raw materials;
- VAT tax credit on national purchases of machinery and raw materials;
- The requirements for administrators and operators are simplified;
- The delimitation of a space declared ZEDE is allowed;
- Administrators and operators can be related parties for ZEDE logistics and tour;
- Validity of 20 years, the authority being able to set a longer term.

Public-Private Partnerships (PPP) TYPES:

- New construction (Construction, Equipment, operation and maintenance)
- Existing public works (rehabilitation or improvement, operation and maintenance) Construction and commercialization of real estate projects, affordable housing.
- Development of productive activities, research and development.

BENEFITS:

- Exemption for 10 years in Income Tax payment starting from the first year of operation.

Exoneration of the Tax on the Outflow of Foreign Currency (5%) on imports, financing and dividend payments. Exemption from import duties related to the project. Exemption of VAT on imports related to the project. Stability on the essential aspects of investment development and applicable incentives. Possibility of resorting to national or international arbitration in the case of disputes.

Prioritized Sectors:

- Agricultural sector; production of fresh, frozen and industrialized food.
- Forest and Agroforestry chain and its processed products;
- Metalworking;
- Petrochemical and oleo chemical;
- Pharmaceutical;
- Tourism, cinematography and audiovisuals, as well as international events.- This benefit will apply in the terms and conditions provided in the Regulations;
- Renewable Energies including bioenergy or energy from biomass;
- Logistics services for foreign trade;



- Applied Biotechnology and Software; and
- Export of services.- This benefit will be applied in the terms and conditions provided in the Regulation;
- Software development and services, production and development of technological hardware, digital infrastructure, computer security, digital content and products, and online services;
- Energy efficiency.- Energy efficiency service companies;
- Sustainable construction materials and technologies industries;
- The Industrial & Agro-industrial and Agro-association sector.- This benefit will be applied in the terms and conditions provided in the Regulation; and
- The sectors of strategic import substitution and export promotion, which by Executive Decree the President of the Republic determines, based on the recommendations issued for this purpose by the Sectorial Council of Production.
- Education
- Hospital Infrastructure
- Culture

Incentives LRTI (Internal Tax Regime Law)

- Reduction of 10 points in applicable the rate to the amount of profits reinvested in the country to improve Ecuadorian productivity.
- Income exemption to: Dividends and profits, calculated after payment of income tax. Income, distributed by national or foreign resident companies residing in Ecuador, to favor other national social regions. The capitalization of earnings will not be considered as dividend distribution, even in cases where such capitalization is generated by effects of the reinvestment of profits in the terms defined in article 37 of this Law.
- Additional deductions

Additional benefits of investment contracts: National or international arbitration - Tax Stability as well as Legal security for any and all.

Ministerial Agreement No. 109
Regulations for the cultivation of Hemp in Ecuador
Under-Secretary of Agricultural Production
Ing. Andrés Luque

Rulings Are:

NON PSYCHOACTIVE CANNABIS - **With content less than 1% THC** - NONPSYCHOACTIVE CANNABIS OR HEMP

UNDER GREENHOUSE OR OPEN SKY



HEMP FOR INDUSTRIAL USE



Ministerial Agreement No. 109

The Following actions shall be regulated:

- 1.-) Seed or Cuttings (Both Genetics)
- 2.-) PLANTING AND CULTIVATION (Both Genetic)
- 3.-) PROCESSING AND PRODUCTION OF DERIVATIVES (Non-Psychoactive Cannabis or Hemp)
- 4.-) FITOME IMPROVEMENT, RESEARCH PURPOSES AND GERM BANKS (Both Genetic)
- 5.-) ACQUISITION OF DERIVATIVES AND / OR BIOMASS OR FLOWER, FOR EXPORT (Both Genetic)

GENERAL REQUIREMENTS FOR ALL LICENSES:

1. MAG form.
2. Single Taxpayer Registry (RUC)
3. The statutes of the requesting legal entity.
4. Appointments of legal representatives.
5. Affidavit with the detail of the activities carried out for this purpose, which must be related to the request.
6. Criminal record certificate of the legal representative of the Applicant, its directors, partners, shareholders or members who have a stake greater than 6% of the company's capital stock.
7. Document in which the organizational structure of the applicant and its members is detailed.
8. Form of legality and destination of funds.
9. Proof of payment of the corresponding fee.

TYPES OF LICENSES AND SPECIFIC REQUIREMENTS.

LICENSE 1.

License for the Import and Commercialization of Non-Psychoactive Cannabis Seeds or Hemp, or Non-Psychoactive Cannabis Cuttings or Hemp, or Hemp Seeds for Industrial Use.

LICENSE 2.

License for the Planting and Production of Non-Psychoactive Cannabis or Hemp Seeds, or Non-Psychoactive Cannabis or Hemp Cuttings, or Hemp Seeds for Industrial Use

LICENSE 3.

License for the Cultivation of Non-Psychoactive Cannabis or Hemp

4 c) WORDL ECONOMIES FOR HEMP AND REVENUE EARNINGS

THE GLOBAL LEGAL CANNABIS INDUSTRY POSTED ITS BIGGEST YEAR OF GROWTH IN 2019, ACCORDING TO DATA FIRM BDSA. THE BDSA / ARCVIEW MARKET RESEARCH FORECASTING MODEL SHOWS THAT GLOBAL SPENDING GREW **46.1% TO \$ 14.8 BILLION** IN 2019.



THIS WAS OVER THE COURSE OF A SIX-YEAR PERIOD: FROM 2013 TO 2019. RELATED CONTENT: THE CANNABIS INDUSTRY'S NEW STRATEGIES FOR RAISING CAPITAL DURING THAT TIME, SPENDING ON LEGAL CANNABIS GREW AT A COMPOUND ANNUAL GROWTH RATE (CAGR) OF 34.3%. REVENUES FROM THE GLOBAL LEGAL CANNABIS INDUSTRY ARE FORECAST TO GROW ANOTHER 38%, TO **USD 20.4 BILLION** IN 2020, AND SALES ARE FORECAST TO REACH **USD 46.8 BILLION** IN **2025**, GROWING AT A CAGR OF 21, 2% BETWEEN 2019 AND 2025. THE US MARKET IN 2019, LEGAL CANNABIS SPENDING IN THE US INCREASED 36.5% TO **\$ 12.4 BILLION**. THE REPORT ALSO ADDRESSES SEVERAL KEY CHARACTERISTICS OF THE US MARKET THAT WILL SUPPORT A COMPOUND ANNUAL GROWTH RATE (CAGR) OF 18.2% **TO \$ 33.9 BILLION** IN **2025**.

4. B) EMERGING MARKETS FOR ADULT USE CANNABIS

ADULT-USE EMERGING MARKETS LAUNCHED BETWEEN JANUARY 1, 2017 AND JANUARY 1, 2020 WERE THE LARGEST COMPONENT OF THE MARKET, AT **\$ 5.1 BILLION** IN **2019**. MOST ARE DOING MUCH BETTER THAN THE LARGEST MARKET IN THE UNITED STATES, CALIFORNIA.

4. C) RELATED CONTENT: THE RICHEST CANNABIS COMPANIES OF 2020

MASSACHUSETTS' USA TOTAL REVENUE GREW **170%** IN ITS FIRST FULL YEAR OF ADULT-USE SALES, WHILE CALIFORNIA STRUGGLED TO INCREASE SALES BY **18%** IN **2019**, FOLLOWING THE LAUNCH OF ITS ADULT-USE PROGRAM IN JANUARY 2018. HOWEVER, THE REPORT POINTS OUT HOW EVEN MATURE MARKETS FOR ADULT USE (LAUNCHED BEFORE 2017) CAN SHOW NEW SIGNS OF LIFE. FOR EXAMPLE, COLORADO'S CANNABIS REVENUE INCREASED **13%** TO **\$ 1.7 BILLION** IN **2019**, COMPARED TO JUST 3% GROWTH IN 2018.

4. D) EMERGING MEDICAL CANNABIS MARKETS

EMERGING MEDICINAL MARKETS LAUNCHED IN THE LAST THREE YEARS ALSO POSTED BIG GAINS IN 2019. PENNSYLVANIA REVENUE REACHED **\$ 420 MILLION** IN ITS SECOND YEAR OF SALES, AND OKLAHOMA SALES INCREASED TO **\$ 365 MILLION**.

4. F) RELATED CONTENT: GREEN FEVER: WHY PATIENCE WILL WIN THE CANNABIS-HEMP RACE.

ONCE AGAIN, EVEN MATURE MEDICINAL MARKETS (LAUNCHED BEFORE 2017) CAN SHOW EXPLOSIVE GROWTH, ARGUES BDSA. IN 2019, HAWAIIAN SALES INCREASED BY 90%, AND THOSE OF PUERTO RICO DOUBLED.

4. G) THE FUTURE

LOOKING AHEAD, 20 NEW MEDICINAL MARKETS WILL ADD **\$ 2.2 BILLION** IN SPENDING TO THE MARKET BY **2025**, PREDICTS BDSA. THE MOVEMENT WILL BE LED BY TEXAS, MISSOURI AND GEORGIA. NEW ADULT-USE MARKETS ARE FORECAST TO ADD **\$ 8 BILLION** IN SALES BETWEEN **2019 AND 2025**, LED BY FLORIDA, NEW YORK AND NEW JERSEY. "THROUGH EACH ANNUAL ISSUE, 'THE STATE OF THE LEGAL MARKETS FOR CANNABIS' HAS BEEN THE DEFINITIVE REPORT ON THE GLOBAL LEGAL CANNABIS INDUSTRY," SAID DAVID ABERNATHY, VICE PRESIDENT OF RESEARCH AND CONSULTING AT THE ARCVIEW GROUP. "THE EIGHTH EDITION EXTENDS THE INDUSTRY OUTLOOK TO 2025, PROVIDING A SOLID FOUNDATION FOR BUSINESS PLANNING FOR COMPANIES THROUGHOUT THE LEGAL CANNABIS VALUE CHAIN."

5.) FISCAL AREA OF INFLUENCE:

THE ECUADORIAN HIGHLANDS IN THE NORTHERN PART OF THE COUNTRY. ALSO IT MUST BE TAKEN IN CONSIDERATION ALL THE COMPETITIVE ADVANTAGES OF GROWING THIS CROP IN ECUADOR'S HIGHLAND

AREAS (IBARRA AND TUNGURAHUA PROVINCES): EQUATORIAL CLIMATE, MORE THAN 12 HOURS OF NATURAL LIGHT. ECUADOR IS THE COUNTRY THAT HAS

THE MOST LUMINOSITY, COMPARED TO OTHER SOUTH AND NORTH AMERICAN COUNTRIES. OUR ECUADORIAN AND COLOMBIAN AGRO-ENGINEERS HAVE EXPERIENCE IN SEVERAL AGRICULTURAL FIELDS, FOR EXAMPLE IN FLORICULTURE, AFRICAN PALM AND HEMP AMONG OTHERS, AND ON ALL OF THE AFOREMENTIONED CROPS WHICH HAVE BEEN EXECUTED



SUCCESSFULLY ON LARGE AREAS FOR CULTIVATION OF THE DESCRIBE ABOVE HARVESTS, AND IN REGARDS TO THE CANNABIS-HEMP, IT WOULD BE PRUDENT TO STATES THAT BECAUSE OF THE CLIMATIC ADVANTAGES OF ECUADOR, AND OTHER REASONS COULD THIS PROJECT COULD EASILY REACH 3.5 OR 4 CROP HARVESTS PER HECTARE YEAR OF CANNABIS.

6.) SCOPE:

REDUCE THE ECONOMIC STRESS OF THE AREA IN THE AGRICULTURAL ARENA OF SAID AREA BY DEVELOPING WORK AND EXPORTS, AND A NEW AGRICULTURAL PRODUCT TO BE

IMPLEMENTED THEREIN, AS WELL AS NEW JOBS THAT NEVER HAVE BEEN HAD IN ECUADOR DUE TO THE FACT THAT THE MEDICINAL CANNABIS-HEMP INDUSTRY HAS JUST BEEN LEGALIZED BY THE ECUADORIAN GOVERNMENT.

7.) ASISTANCE NEEDED:

FINANCING FOR 10 YEARS 2 YEARS GRACE PERIOD OF NO INTEREST PATMENT OR CAPITAL.

8.) TOTAL AMOUNT NEEDED:

USD \$ 55.000.000, 00 USD

9.) BENEFICIARY:

THE MOST IMPORTANT BENEFICIARY WOULD BE THE 5.8 MILLION POTENTIAL PATIENTS FOR MEDICAL CANNABIS TREATMENTS. LOCAL FARMERS, LOCAL LABOR FORCE, LOCAL INDIAN COMMUNITIES, AND LOCAL GOVERNMENTS, AS WELL AS LOCAL SUPPLIERS OF NEED FARMING ITEMS AND TRANSPORTATION, AGRICULTURAL TOOL SALES ETC, EDUCATION OF AND IN NEW AGRICULTURAL DEVELOPMENT WITH NEW CROP TO BE PRODUCED.



10.) COUNTRY WHERE THE PROJECT WILL TAKE PLACE:

ECUADOR--



ECUADOR IS A COUNTRY IN SOUTH AMERICA, IT HAS 24 WELL-DEFINED PROVINCES, AND YOU CAN SEE THEM ON THE MAP HEREIN BELOW. THIS COUNTRY HAS GREAT NATURAL WEALTH, ESPECIALLY DUE TO THE DIVERSITY OF ITS LAND SCAPE AND CLIMATE IT HAS. THE ANDES MOUNTAIN RANGE PASSES THROUGH THE MIDDLE OF THE COUNTRY; IT GENERATES A LARGE



AMOUNT OF MINERAL RESOURCES THAT ARE EXPLOITED THEREOF. A HYDROGRAPHIC MAP OF ECUADOR BEEN ATTACHED AMONGST OTHERS

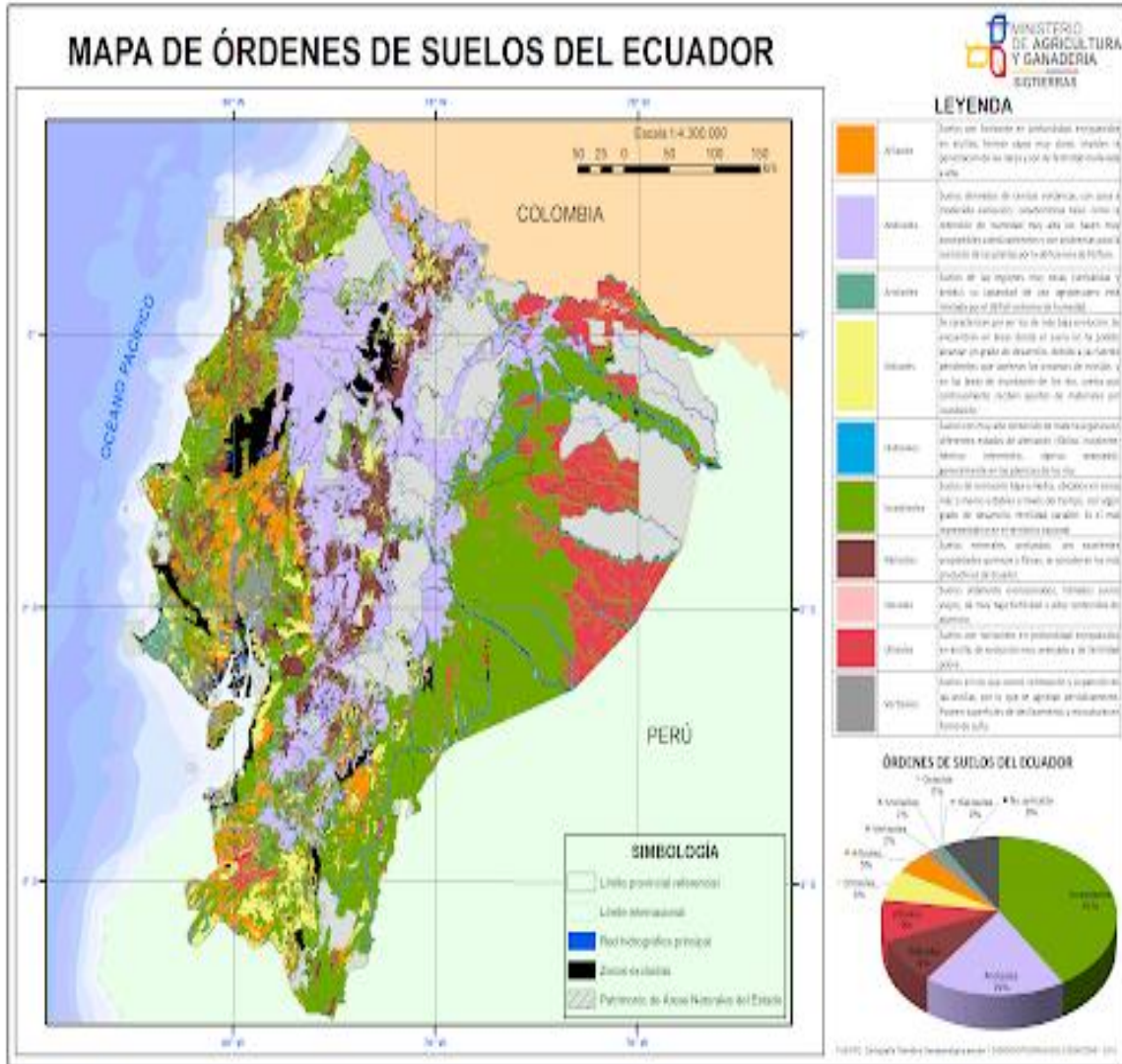
MAP OF PROVINCES OF ECUADOR



MAP OF PROVINCES OF ECUADOR



MAP OF TESTED SOILS OF ECUADOR.



MAP OF TESTED SOILS OF ECUADOR.



POPULATION DENSITY MAP



POPULATION DENSITY MAP



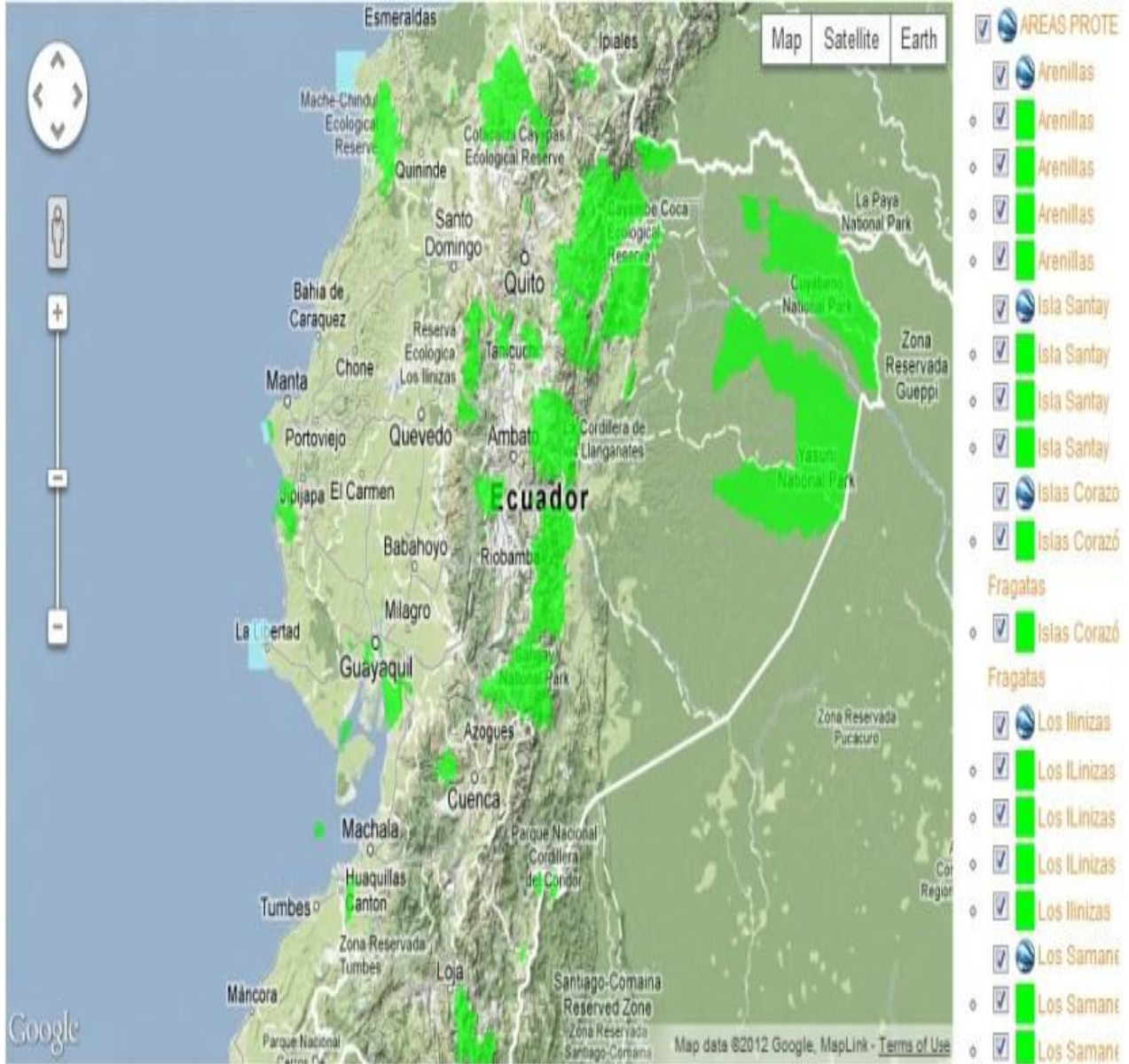
COSTA = COSTAL AREA.....SIERRA = HIGHLANDS.....ORIENTE = AMOZINIC REGION



COSTA = COSTAL AREA.....SIERRA = HIGHLANDS.....ORIENTE = AMOZINIC REGION



**NATURAL HERITAGE MAP OF THE INTERACTIVE AREAS OF ECUADOR'S
PROTECTED NATIONAL AREAS.**



**NATURAL HERITAGE MAP OF THE INTERACTIVE AREAS OF ECUADOR'S
PROTECTED NATIONAL AREAS.**



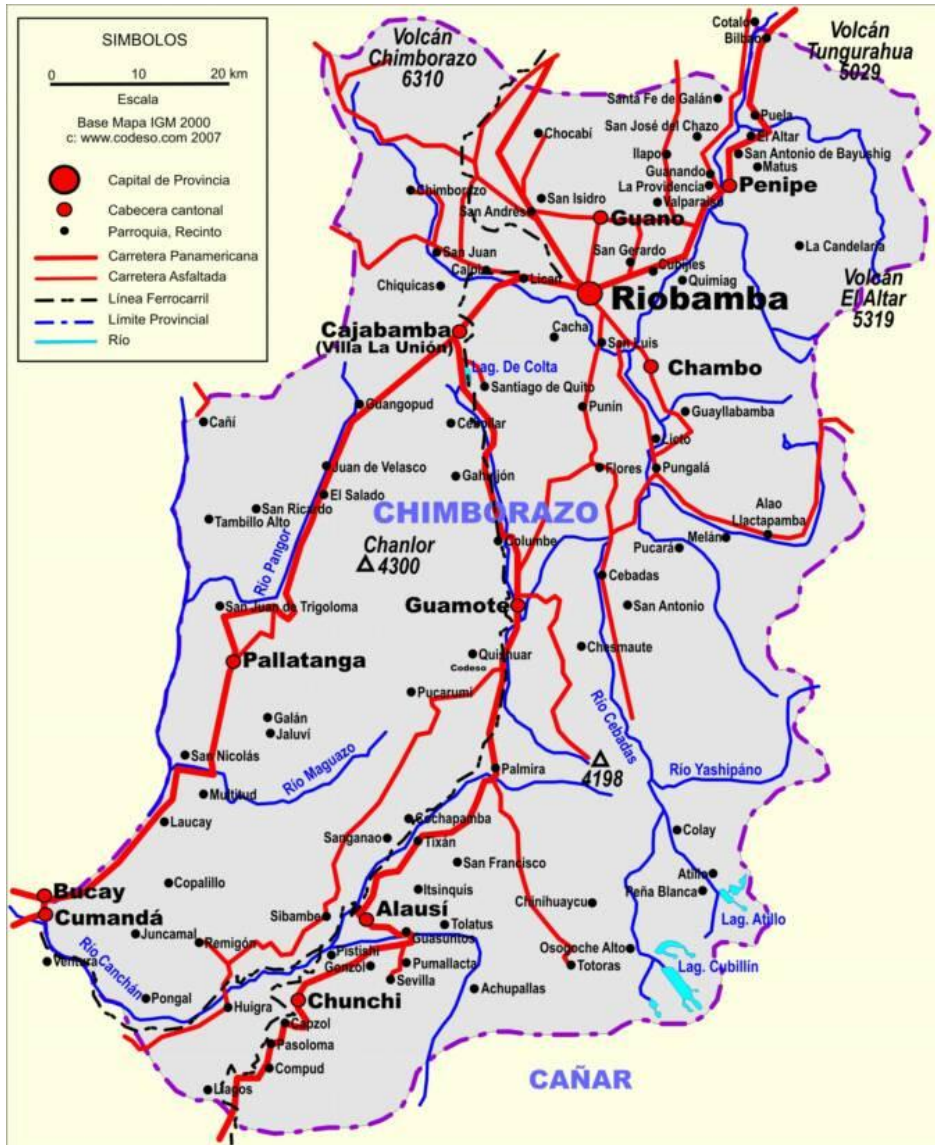
MAP OF COMMUNICATION SYSTEMS SUCH AS ROAD AND HIGH WAYS AND NAMES OF THE CAPITAL CITIES OF EACH PROVINCE.



MAP OF COMMUNICATION SYSTEMS SUCH AS ROAD AND HIGH WAYS AND NAMES OF THE CAPITAL CITIES OF EACH PROVINCE.



HYDROGRAPHIC MAP OF ECUADOR



HYDROGRAPHIC MAP OF ECUADOR



2nd HYDROGRAPHIC MAP OF ECUADOR



2nd HYDROGRAPHIC MAP OF ECUADO



FISCAL MAP OF ECUADOR



FISCAL MAP OF ECUADOR

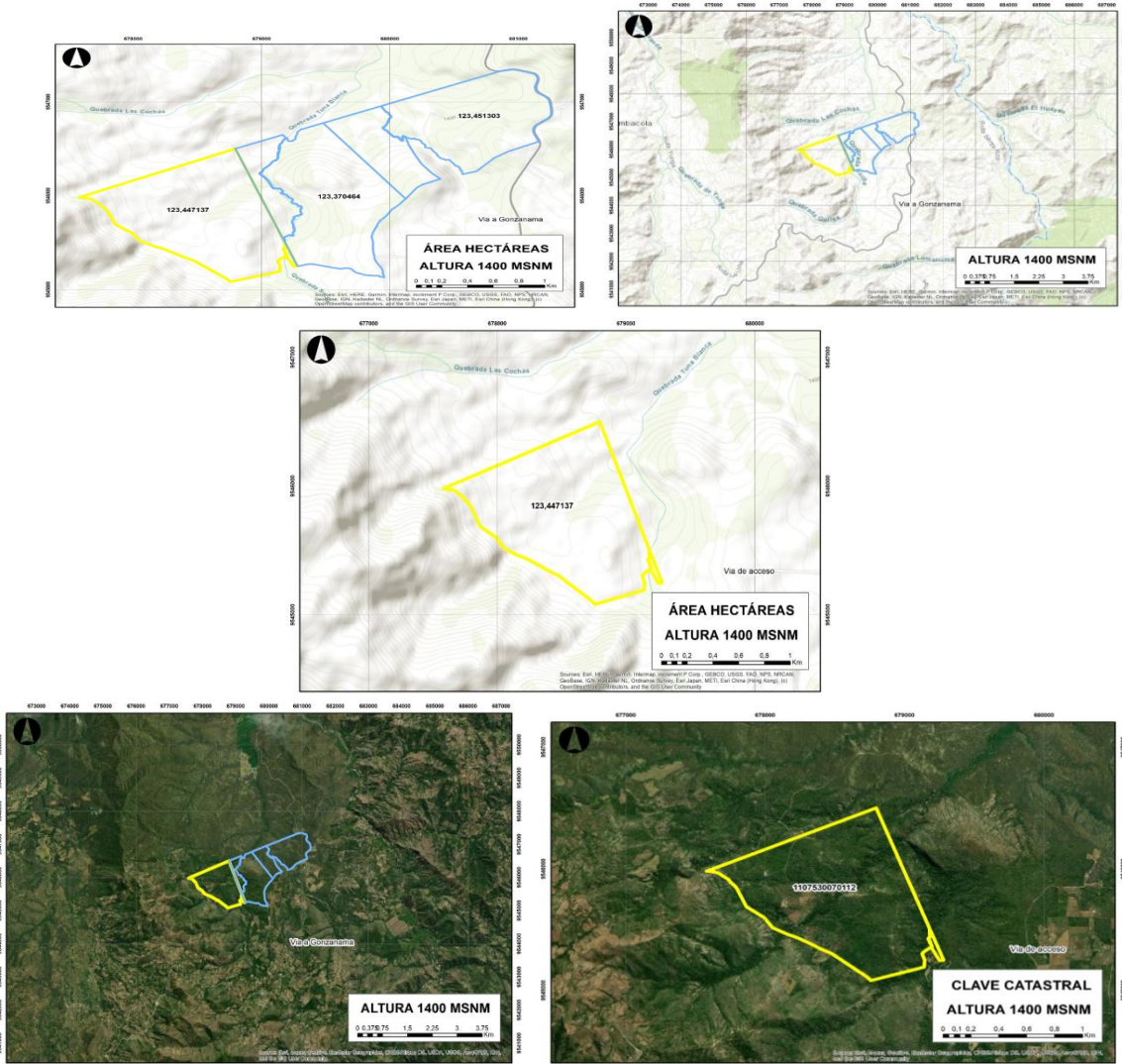
11.) LOCATION OF THE PROJECT ON MINIMUM OF 100 HECTARES MAX OF 200

ECUADORIAN HIGHLANDS IN THE NORTHERN PART OF ECUADOR (PROVINCE OR IBARRA OR IN THE SOUTHER PART OF ECAUDORIAN ANDES)





11a.-)PROPERTY IN LOJA ECUADOR





AT THE REPUBLIC OF ECUADORIAN MINISTRY OF THE ENVIRONMENT & NATIONAL COUNCIL OF WATER RESOURCES CLIMATE CHANGE UNIT GENERAL SECRETARIAT (1) HYDROGRAPHIC DIVISION OF THE ECUADOR STATES THE FOLLOWING:

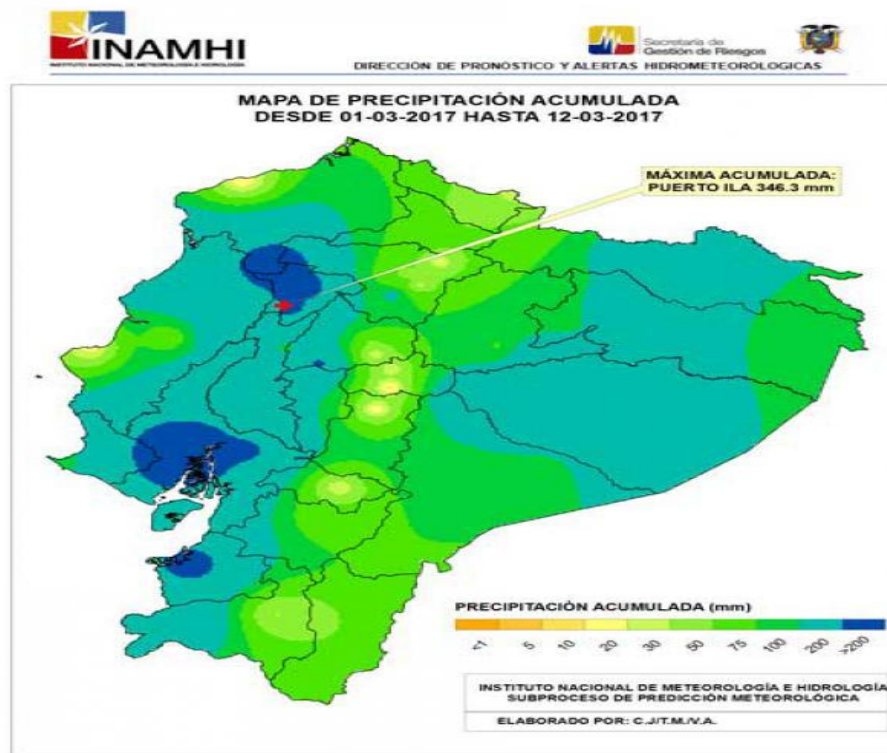
REPUBLIC OF THE ECUADOR MINISTRY OF THE ENVIRONMENT NATIONAL COUNCIL OF WATER RESOURCES CLIMATE CHANGE UNIT GENERAL SECRETARIAT 2 HYDROGRAPHIC DIVISION IN THE FIELD OF SYSTEMS, BASINS AND SUBWAYS (DOCUMENT DISCUSSED BY THE INTER-INSTITUTIONAL GROUP-SPECIFIC CHARACTERISTICS OF THE PUBLIC INSTITUTIONS AND SPECIFIC FEATURES OF THE COUNTRY, AND SPECIFIC FEATURES OF THE PRIVATE-PUBLIC INSTITUTIONS. ARE DIRECTLY RELATED TO THE MANAGEMENT AND PRESERVATION OF WATER RESOURCES HAVE LED TO THE URGENT NEED TO HAVE A DEFINITIVE HYDROGRAPHIC DIVISION. TO ACHIEVE THIS OBJECTIVE IN MAY 1989, A TECHNICAL COMMITTEE WAS FORMED WITH THE PARTICIPATION OF VARIOUS PUBLIC INSTITUTIONS SUCH AS: FOREIGN MINISTRY, CLIRSEN, IGM, INAMHI, INECEL, INERHI, IEOS AND MOP IN ORDER TO ESTABLISH NATIONAL REGULATIONS THAT ALLOW TECHNICAL USE IN TERMS



OF THE HYDROGRAPHIC DIVISION AND ITS NOMENCLATURE, PUBLISHING IN JANUARY 1992 A TECHNICAL REPORT AND THE THEMATIC MAP SCALE 1 : 1,000,000 IN WHICH DETERMINES 31 HYDROGRAPHIC SYSTEMS AND 80 HYDROGRAPHIC BASINS (INCLUDING THE CENIPA RIVER BASIN) WHICH HAS NOT BEEN MADE OFFICIAL UNTIL NOW. ECUADOR HAS UNDERTAKEN LEGAL AND INSTITUTIONAL CHANGES WITH THE ISSUANCE OF THE NEW INSTITUTIONAL WATER ORGANIZATION, THROUGH EXECUTIVE DECREE 2224 OF THE OCTOBER 25, 1994 AND ITS REFORMS, THE NATIONAL WATER RESOURCES COUNCIL CNRH IS ESTABLISHED, WHICH IS

RESPONSIBLE FOR THE FULFILLMENT OF THE FUNCTIONS THAT THE INERHI CREATION LAW, THE WATER LAW AND ITS REGULATIONS AND THE AGRARIAN DEVELOPMENT LAW ASSIGNED THE TINTO INSTITUTE, EXCEPT FUNCTIONS RELATED TO THE EXECUTION, OPERATION AND MAINTENANCE OF HYDRAULIC INFRASTRUCTURE IN GENERAL, AS WELL AS THOSE RELATED TO ENVIRONMENTAL CONSERVATION AND THE CONTROL OF CONTAMINATION OF WATER RESOURCES, ALL ASSIGNED TO THE REGIONAL DEVELOPMENT CORPORATIONS, EXCEPT FOR REGULATING THE CONTROL OF THE QUALITY OF WATER ASSIGNED TO CNRH.

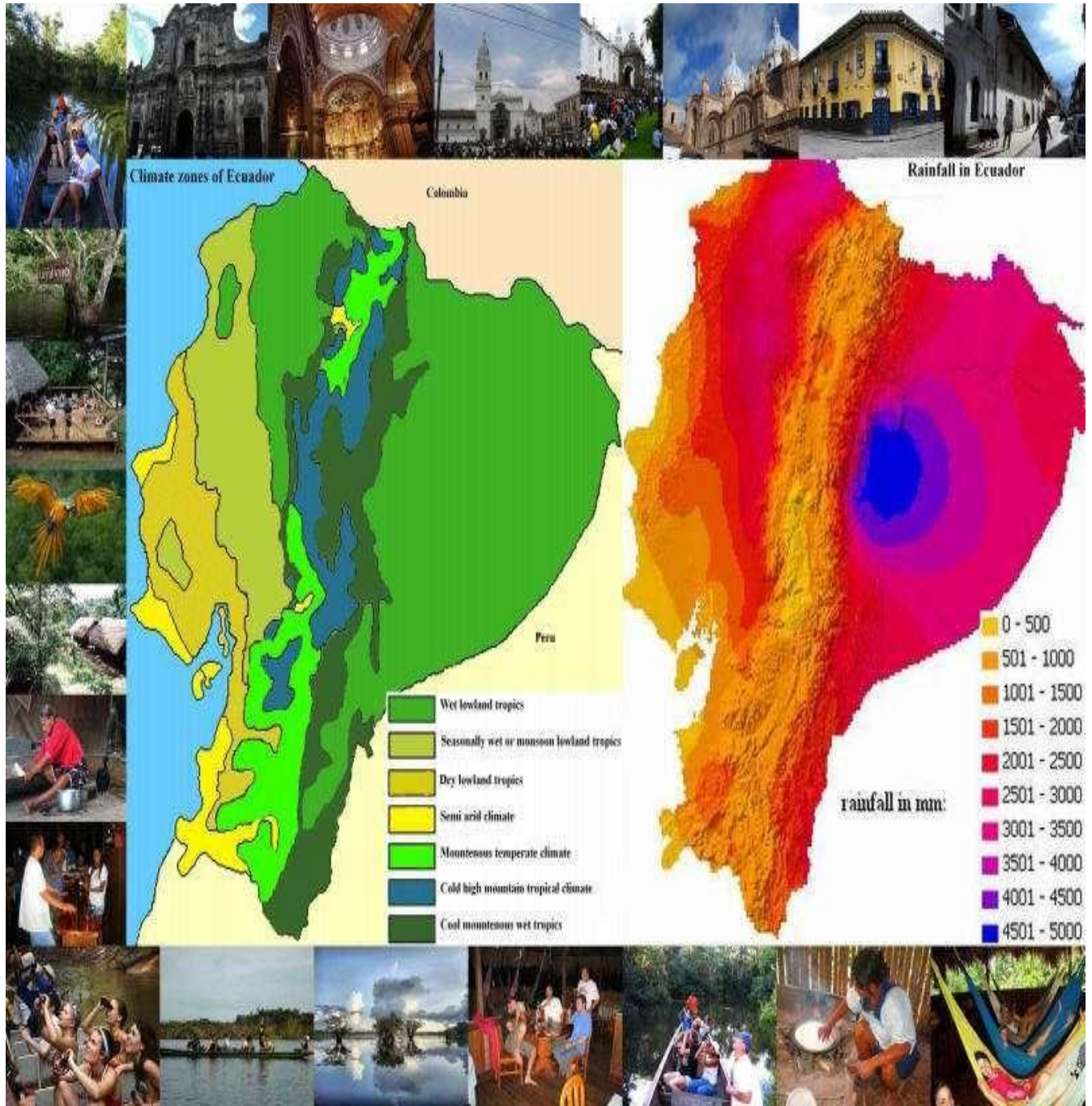
MAP OF ECUADORIAN RAINFALL



MAP OF ECUADORIAN RAINFALL



2nd MAP OF ECUADORIAN RAINFALL

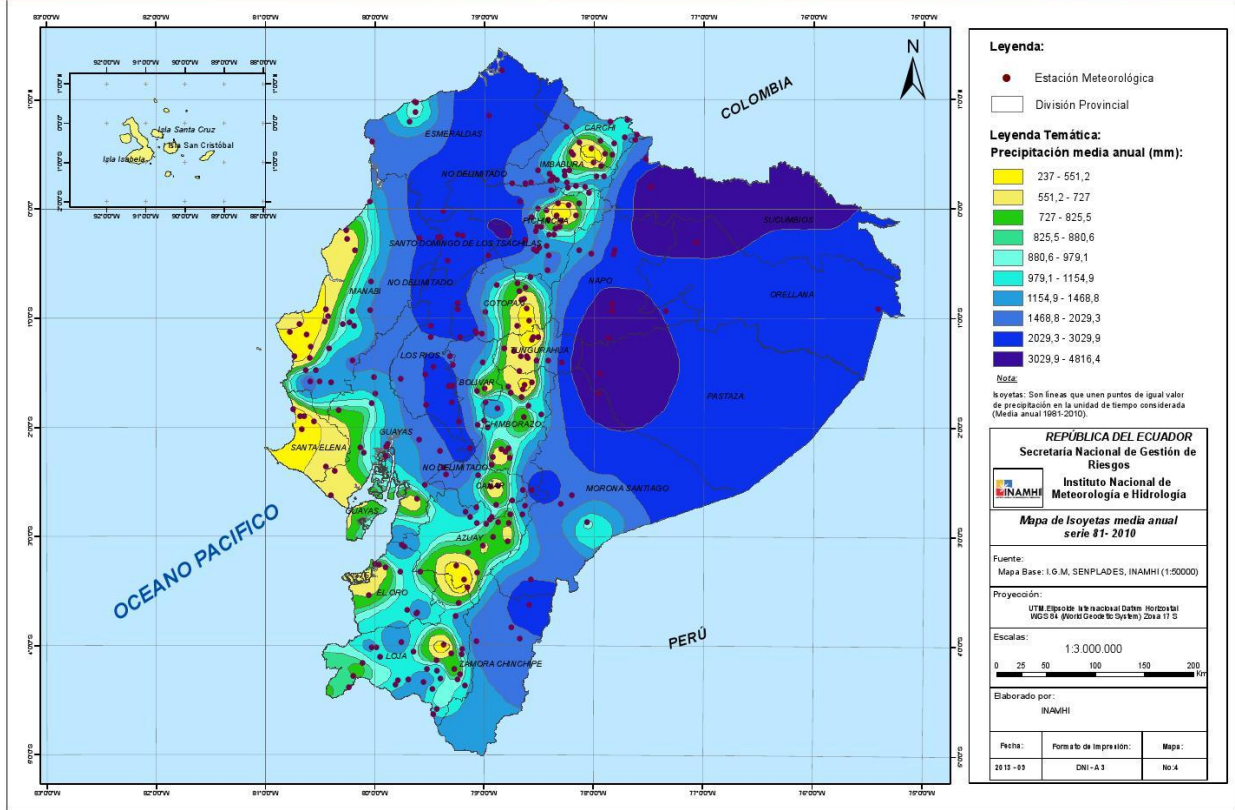


2nd MAP OF ECUADORIAN RAINFALL



HISTORICAL MAP OF ECUADORIAN RAINFALL

MAPA DE ISOYETAS MEDIA ANUAL / SERIE 1981 - 2010



HISTORICAL MAP OF ECUADORIAN RAINFALL

GEOGRAPHY AND CLIMATE OF ECUADOR

ECUADOR IS LOCATED IN THE NORTHWEST OF SOUTH AMERICA, BORDERING COLOMBIA TO THE NORTH, PERU TO THE SOUTH AND EAST, AND THE PACIFIC OCEAN TO THE WEST. IT IS THE SMALLEST OF THE ANDEAN COUNTRIES WITH APPROXIMATELY 252,000 KM². IT IS CROSSED BY THE EQUATORIAL OR EQUATORIAL LINE (FROM WHICH IT ACQUIRES ITS NAME) AND EXTENDS BETWEEN LATITUDES 1°30' N AND 5° S AND LONGITUDES 75° 20' W AND 91° W (1). IT IS CROSSED FROM NORTH TO SOUTH BY THE CORDILLERA DE LOS ANDES. TOWARDS THE WEST OF THE ANDES THERE ARE LOWLANDS THAT BORDER THE PACIFIC OCEAN. TOWARDS THE EAST THERE ARE LOWLANDS THAT ARE PART OF THE AMAZON PLAIN AND HAVE A SLIGHTLY RUGGED TOPOGRAPHY. THE ECUADORIAN ANDES ARE DIVIDED INTO TWO MAIN MOUNTAIN RANGES: (1) WESTERN AND (2) EASTERN OR REAL. THEY ARE LINKED TOGETHER BY A SERIES OF TRANSVERSAL KNOTS THAT DELIMIT INTER-ANDEAN VALLEYS (1, 6). THE TWO MOUNTAIN RANGES REACH ALTITUDES ABOVE 5000 M. IN THE UPPER AMAZON THERE ARE THREE BRANCHES OF THE ANDES PARTIALLY SEPARATED FROM THE EASTERN MOUNTAIN RANGE, THE NAPO-GALERAS, CUTUCÚ AND CÓNDOR MOUNTAIN RANGES (1) (FIG. 2.2). ITS MAIN ELEVATIONS ARE THE SUMACO VOLCANO (THE HIGHEST, WITH 3372 M), THE REVENTADOR AND THE SUGAR LOAF. IT IS IMPORTANT TO NOTE THAT THE



ECUADORIAN AMAZON PLAINS CONSISTS MAINLY OF LARGE VALLEYS AND LOWER ELEVATIONS.

GEOGRAPHICAL REGIONS OF ECUADOR IS DIVIDED INTO THREE REGIONS: LITORAL OR COAST, SIERRA AND ORIENTE (FIG. 1). THE BOUNDARIES BETWEEN REGIONS CORRESPOND TO PROVINCIAL BOUNDARIES, SO THEIR DEFINITION IS NOT CLIMATIC OR GEOGRAPHIC BUT POLITICAL. HOWEVER, THERE ARE CONSIDERABLE DIFFERENCES IN TOPOGRAPHY AND CLIMATE BETWEEN REGIONS. ECUADOR ALSO HAS AN ARCHIPELAGO LOCATED ~ 1000 KM FROM THE COAST, CALLED COLÓN OR THE GALAPAGOS ISLANDS (2, 3), THE INSULAR REGION.



FIGURE 1. GEOGRAPHICAL REGIONS OF ECUADOR.

COAST OR LITTORAL REGION

THE COASTAL OR LITTORAL REGION EXTENDS FROM THE COASTAL PROFILE TO ABOUT 1000 M ELEVATION IN THE WESTERN FOOTHILLS OF THE ANDES. IT HAS AN AREA OF ~ 670 KM LONG AND ~ 150 KM WIDE, FROM THE MATAJE RIVER TO THE NORTH TO THE ZARUMILLA RIVER TO THE SOUTH. IT IS MADE UP OF LOW PLAINS, SEDIMENTARY BASINS, FOOTHILLS AND SEVERAL LOW-LYING COASTAL MOUNTAIN RANGES, WHICH REACH ELEVATIONS BETWEEN 400 AND 700 M IN HEIGHT (3, 8). THE COASTAL MOUNTAIN RANGES ARE MACHE CHINDUL, JAMA, CHONGÓN COLONCHE, BALZAR, CONVENTO AND COJIMÍES.

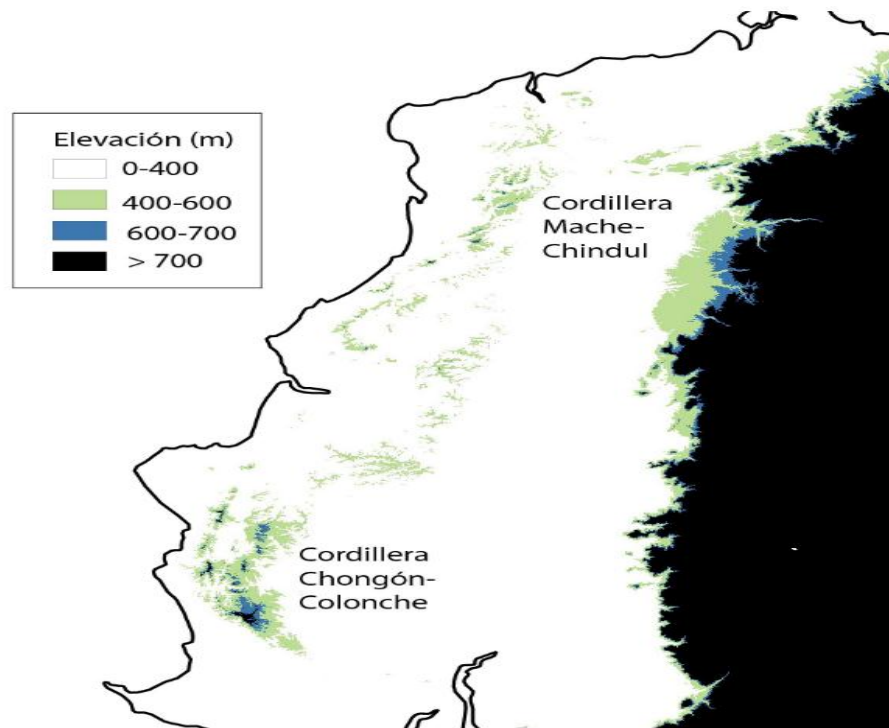


FIGURE 2.1. MAP SHOWING THE MOUNTAIN RANGES OF THE COASTAL REGION OF ECUADOR.

THE COSTA REGION IS CHARACTERIZED BY AN ARID TROPICAL CLIMATE TO THE SOUTHWEST, DRY TO HUMID TOWARDS THE CENTER-SOUTH AND VERY HUMID TO THE NORTH, IN THE CHOCÓ AREA. THE WET SEASON (HIGH TEMPERATURES AND ABUNDANT RAIN) IS RECORDED BETWEEN DECEMBER AND APRIL-MAY DUE TO THE PRESENCE OF THE WARM CURRENT OF EL NIÑO AND THE INTERTROPICAL CONVERGENCE ZONE. THE DRY SEASON, CHARACTERIZED BY LOW TEMPERATURES AND LITTLE RAIN, LASTS FROM JUNE TO NOVEMBER OR DECEMBER (10). THE AVERAGE TEMPERATURE OF THE ENTIRE REGION RANGES BETWEEN 24-25°C, ALTHOUGH IT CAN BE LOWER THAN 22°C IN MOUNTAIN RANGE AREAS. ITS ANNUAL PRECIPITATION LEVELS (FIG. 9) VARY FROM LESS THAN 60 MM (SANTA ELENA PENINSULA) TO MORE THAN 2000 MM, DEPENDING ON THE LOCATION WITH RESPECT TO THE ZONE OF INFLUENCE OF THE HUMBOLDT CURRENT (2, 10). THIS RAINFALL GRADIENT CREATES VERY DIVERSE HABITATS, FROM DESERT AREAS TO TROPICAL RAIN FORESTS. THERE IS ALSO A GRADIENT OF RAIN FROM WEST (DRY) TO EAST, WHERE THE PRESENCE OF THE ANDES CAUSES THE HUMID AIR, COMING FROM THE OCEAN, TO RELEASE ITS HUMIDITY, PRODUCING RAIN.

SIERRA AND/OR HIGHLAND REGION

THE SIERRA REGION IS DOMINATED BY THE ANDES MOUNTAINS, WITH AN EXTENSION OF 800 KM IN LENGTH AND 100-200 KM IN WIDTH, FROM THE CARCHI RIVER TO THE NORTH AND TO THE MACARÁ RIVER TO THE SOUTH. IT IS MADE UP OF ROWS OF MOUNTAINS, SNOW-CAPPED MOUNTAINS, VOLCANOES, HIGH ANDEAN MOORS, PEAKS, VALLEYS AND LAGOONS (3). THE WESTERN MOUNTAIN RANGE IS LOWER AND ITS MAIN ELEVATIONS ARE THE CHIMBORAZO VOLCANO (THE HIGHEST IN THE COUNTRY, AT 6,310 M), GUAGUA PICHINCHA, ATACAZO, CORAZÓN AND THE ILLINIZAS. THE EASTERN MOUNTAIN RANGE IS THE HIGHEST AND ITS MAIN ELEVATIONS ARE THE COTOPAXI VOLCANO (SECOND HIGHEST, WITH 5897 M), CAYAMBE, ANTISANA, TUNGURAHUA, ALTAR AND SANGAY. THE SOUTHERN ANDES OF ECUADOR DO NOT CLEARLY DIFFERENTIATE



BETWEEN MOUNTAIN RANGES AND THEIR ELEVATIONS DO NOT EXCEED 4000 M IN HEIGHT (FIG. 2.2) (8, 9). THE MAIN HYDROGRAPHIC SYSTEMS OF THE EAST AND WEST OF THE COUNTRY ARE BORN FROM ITS MOUNTAINS AND MOORS DUE TO THAWS AND RAINFALL IN THE AREA.

IT IS CHARACTERIZED BY A VERY HUMID TROPICAL CLIMATE IN TRANSITION ZONES TOWARDS THE COAST AND THE AMAZON, TEMPERATE SEMI-HUMID TO HUMID IN THE INTER-ANDEAN ZONE, HOT AND DRY IN THE INTER-ANDEAN VALLEYS AND COLD IN THE HIGH MOUNTAINS IN THE PÁRAMOS (HIGHLAND MARSHES), OVER 3000 M ABOVE SEA LEVEL ALTITUDE: THIS REGION RECEIVES THE ALTERNATING INFLUENCE OF OCEANIC AND AMAZONIAN AIR MASSES AND THE OSCILLATION OF THE INTER-TROPICAL CONVERGENCE ZONE, FOR WHICH IT REGISTERS TWO RAINY SEASONS (BIMODAL RAIN DISTRIBUTION), BETWEEN MARCH-APRIL AND OCTOBER-NOVEMBER (6, 10). AVERAGE ANNUAL RAINFALL VARIES BETWEEN 800 AND 1500 MM, WITH THE EXCEPTION OF THE CHOTA VALLEY AREA (300 MM) AND THE JUBONES VALLEY (400 MM). THE HIGHEST TEMPERATURES ARE RECORDED BETWEEN DECEMBER AND JANUARY, WITH LOWS BETWEEN APRIL AND JUNE. TEMPERATURE IS LINKED TO ALTITUDE; BETWEEN 1500 AND 3000 M THE AVERAGE VALUES VARY BETWEEN 8 AND 20°C, WITH A TEMPERATURE GRADIENT OF ~ 5°C FOR EVERY 1000 M OF ALTITUDE (2, 8).

EASTERN OR AMAZON REGION

THE ORIENTAL OR AMAZON REGION, ALSO KNOWN AS ORIENTE, EXTENDS FROM THE EASTERN ANDES MOUNTAIN RANGE IN THE WEST TO THE BORDER WITH COLOMBIA AND PERU IN THE EAST, WITH AN AREA OF ~ 120,000 KM². IT IS DIVIDED INTO THE HIGH AMAZON (> 1000 M HIGH) AND THE AMAZON PLAIN (<1000 M HIGH). IT IS CHARACTERIZED BY A VERY HUMID TROPICAL CLIMATE THROUGHOUT THE REGION THROUGHOUT THE YEAR, DUE TO THE RETENTION OF HUMIDITY BY THE GREAT AMAZONIAN FORESTS. RAINFALL IN THIS REGION IS CONSTANT, WITH A SLIGHT INCREASE BETWEEN MARCH AND JULY AND A DECREASE IN AUGUST AND JANUARY AS A RESULT OF THE MOVEMENT OF THE INTER-TROPICAL CONVERGENCE ZONE. STORMS ARE VERY COMMON IN THE REGION. THE MAXIMUM PRECIPITATION (> 4500 MM) OF THE ENTIRE COUNTRY IS RECORDED IN THE MERA AND PUYO AREA, IN THE PASTAZA PROVINCE (11). THE AVERAGE TEMPERATURE IS 24-25°C, WHICH FLUCTUATES VERY LITTLE, WITH MAXIMUMS OF UP TO 40°C IN THE MONTH OF MAY (2, 10).

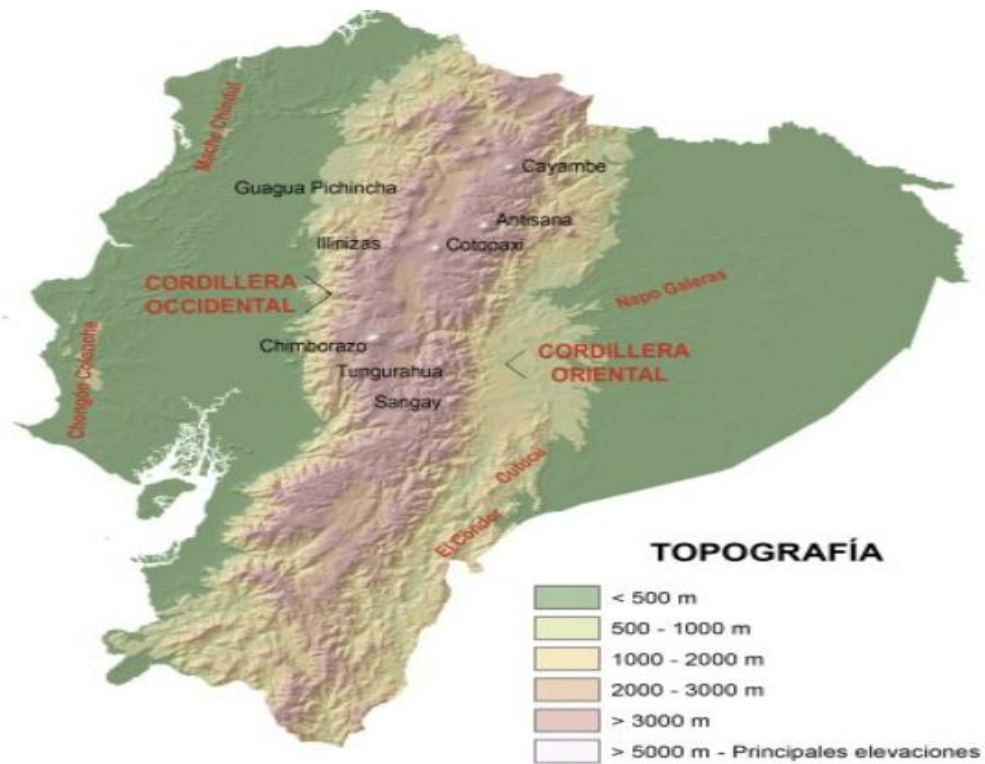


Figura 2.2 Mapa topográfico representando las principales cordilleras y elevaciones del Ecuador. Fuente capa digital DEM: Instituto Geográfico Militar.

INSULAR REGION (GALAPAGOS ARCHIPELAGO)

THE INSULAR REGION IS AN ARCHIPELAGO OF 12 ISLANDS OF VOLCANIC ORIGIN, 17 ISLETS AND DOZENS OF EXPOSED ROCKS, WITH AN AREA OF ~ 8000 KM² IN TOTAL. ITS MAIN ELEVATION IS THE SIERRA NEGRA VOLCANO ON ISABELLA ISLAND (FIG. 3). IT IS CHARACTERIZED BY AN ARID TO VERY DRY CLIMATE ON THE COASTAL EDGES AND SEMI-HUMID TO HUMID AS THE ALTITUDE INCREASES. THE PRESENCE OF THE HUMBOLDT CURRENT LOWERS TEMPERATURES BETWEEN THE MONTHS OF JULY TO DECEMBER. THE PLUVIO-METRIC CHARACTERISTICS ALSO VARY WITH ALTITUDE. THE LOW AREAS HAVE A DRY CLIMATE WITH A SLIGHT INCREASE IN PRECIPITATION IN THE MONTHS OF FEBRUARY AND JUNE-SEPTEMBER AND AN AVERAGE TEMPERATURE OF 23°C, WHILE THE LOW AREAS HAVE A LONGER PERIOD OF RAINS, BETWEEN NOVEMBER AND FEBRUARY AND ITS TEMPERATURE DECREASES BY A FEW DEGREES (2).

SEE MAP BLOW:

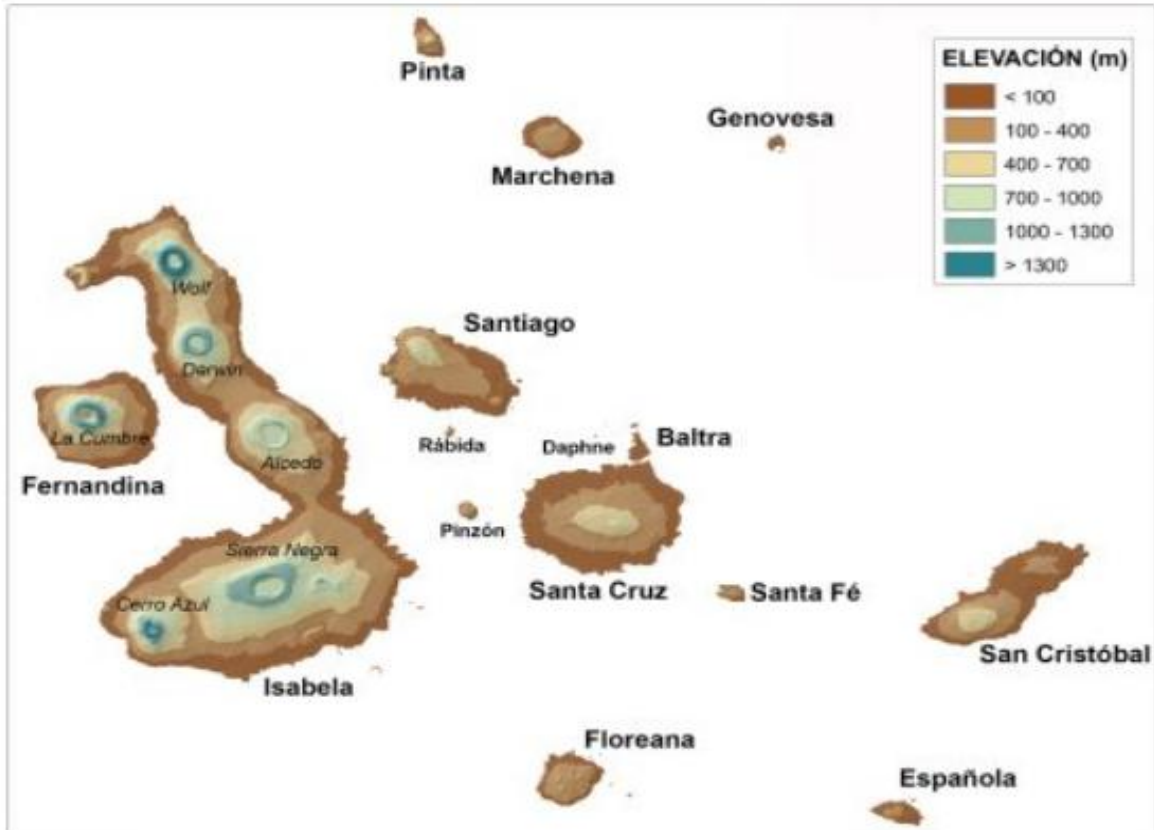


Figura 3. Mapa topográfico del archipiélago de Galápagos, ubicado al oeste del Ecuador continental, en el Océano Pacífico. Se señalan sus principales islas y elevaciones. Fuente capa digital DEM: Instituto Geográfico Militar.



Watersheds and/or Water Deltas

ECUADOR HAS TWO MAIN HYDROGRAPHIC BASINS, THE PACIFIC AND THE AMAZON. THE MAIN HYDROGRAPHIC SYSTEMS OF THE PACIFIC BASIN INCLUDE THE ESMERALDAS (SUB-BASINS OF THE BLANCO AND GUAYLLABAMBA RIVERS), MIRA, CAYAPAS, GUAYAS (SUB-BASINS OF THE BABAHOYO, DAULE AND VINCES RIVERS), JUBONES, PUYANGO AND CATAMAYO CHIRA BASINS (FIG. . 4). THE AMAZON BASIN INCLUDES THE PUTUMAYO, NAPO, TIGRE, PASTAZA, SANTIAGO, MORONA AND CHINCHIPE RIVER BASINS TO THE SOUTH (FIG. 4) (10). THE LARGEST HYDROGRAPHIC BASINS ARE THOSE OF THE GUAYAS RIVER (IN THE PACIFIC BASIN) AND THE NAPO RIVER (IN THE AMAZON BASIN).

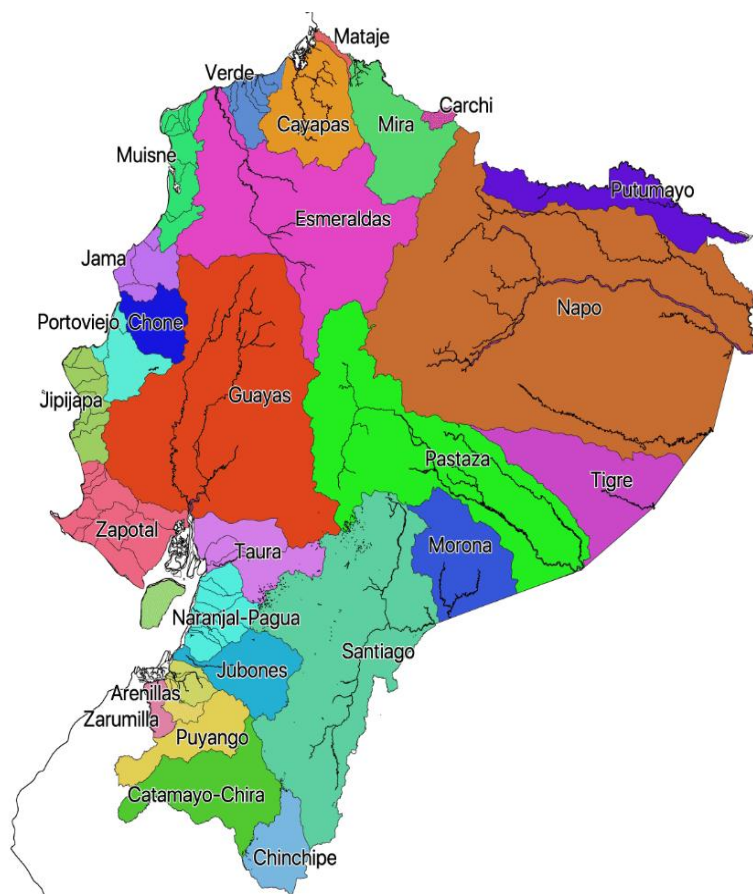


FIGURE 4. HYDROGRAPHIC MAP REPRESENTING THE MAIN HYDROGRAPHIC BASINS OF ECUADOR.



SOURCE: ELECTRONIC ALMANAC OF ECUADOR.

WEATHER THE LOCATION OF ECUADOR, ON THE EQUATORIAL LINE, PRODUCES LITTLE SEASONALITY THROUGHOUT THE YEAR. THERE ARE ONLY TWO DEFINED SEASONS: WET OR WINTER AND DRY OR SUMMER (2, 3). THE LENGTH OF THE SEASONS VARIES REGIONALLY. IN THE COSTA REGION, THE RAINY SEASON BEGINS IN DECEMBER AND LASTS UNTIL MAY; THE DRY SEASON TAKES PLACE BETWEEN JUNE AND NOVEMBER. IN THE ANDES, THE RAINY SEASON LASTS FROM OCTOBER TO MAY AND THE DRY SEASON FROM JUNE TO SEPTEMBER. IN THE AMAZON REGION THERE ARE DIFFERENCES BETWEEN NORTH AND SOUTH. IN THE NORTHERN AMAZON (SUCUMBÍOS PROVINCE), THE RAINY SEASON LASTS FROM MARCH TO NOVEMBER, WHILE THE DRY SEASON FROM DECEMBER TO FEBRUARY. IN THE REST OF THE AMAZON, THE SEASONAL PATTERN IS SIMILAR TO THE ANDEAN ONE.

ECUADOR'S CLIMATE IS HIGHLY INFLUENCED BY TOPOGRAPHY. ITS ALTITUDINAL RANGE (0 TO 6300 M) GENERATES A WIDE TEMPERATURE GRADIENT, FROM ~ 0 TO 26 DEGREES CELSIUS ANNUAL AVERAGE TEMPERATURE. THERE IS A VERY CLOSE RELATIONSHIP BETWEEN ELEVATION AND TEMPERATURE (FIG. 5A). HOWEVER, THE AMAZON HAS A HIGHER TEMPERATURE THAN EXPECTED FROM ITS ELEVATION, WHILE THE OPPOSITE HAPPENS IN THE DRY SCRUB OF THE COAST.

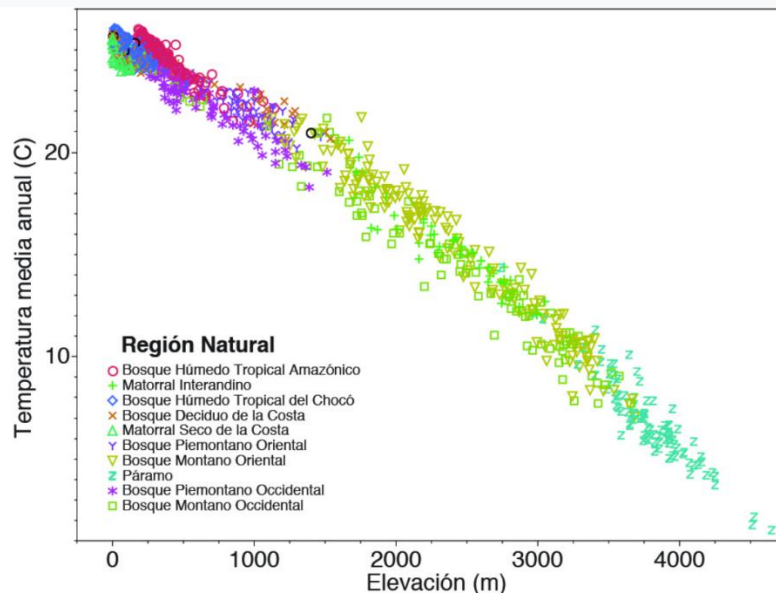


FIGURE 5. RELATIONSHIP BETWEEN MEAN ANNUAL TEMPERATURE AND ELEVATION IN LOCATIONS TAKEN AT RANDOM IN ECUADOR. THE COLORS REPRESENT THE BIOGEOGRAPHIC REGIONS OF ECUADOR.

ALTITUDE ALSO INFLUENCES THE AMOUNT OF RAINFALL BECAUSE COLD AIR HAS LITTLE ABILITY TO RETAIN MOISTURE. THEREFORE, THE HIGH AREAS HAVE LOW RAINFALL, WHILE THE LOW AREAS UP TO 2000 M ELEVATION, PRESENT WIDE VARIATION IN THE AMOUNT OF RAIN THEY RECEIVE THROUGHOUT THE YEAR (FIG. 5B). GENERALLY SPEAKING, PÁRAMOS RECEIVE LITTLE RAINFALL (GENERALLY LESS THAN 1,500 MM PER YEAR) COMPARED TO ANDEAN AND LOWLAND FORESTS. THE REGIONS THAT RECEIVE THE HIGHEST LEVELS OF PRECIPITATION ARE THE WESTERN PIEDMONT FOREST OF THE NORTHERN ANDES AND THE LOWLAND FOREST OF CHOCÓ.

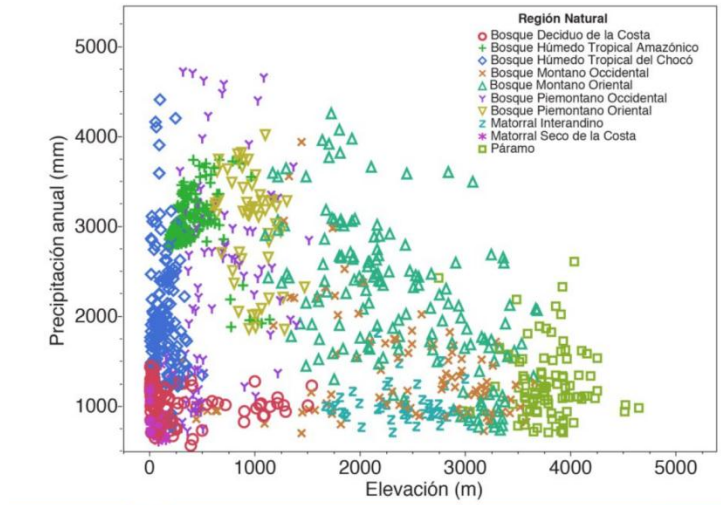
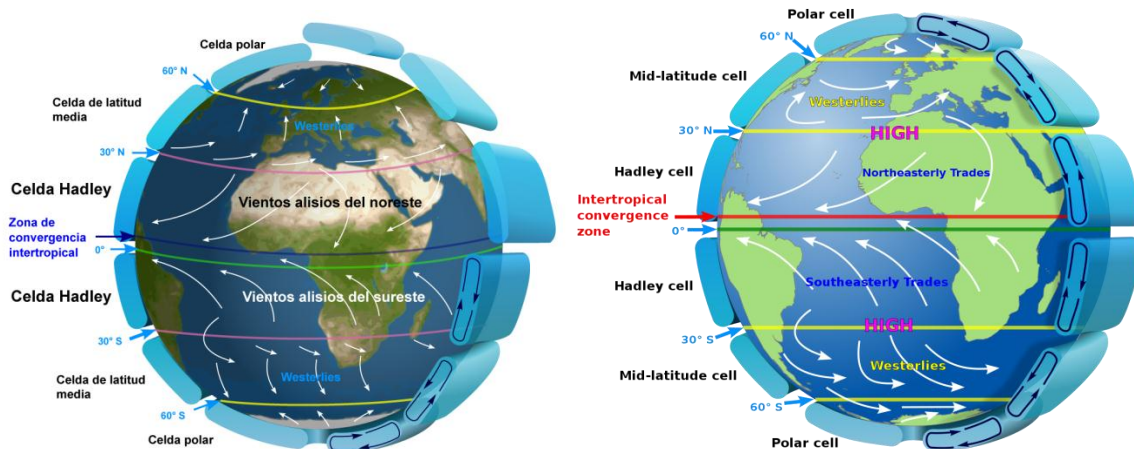
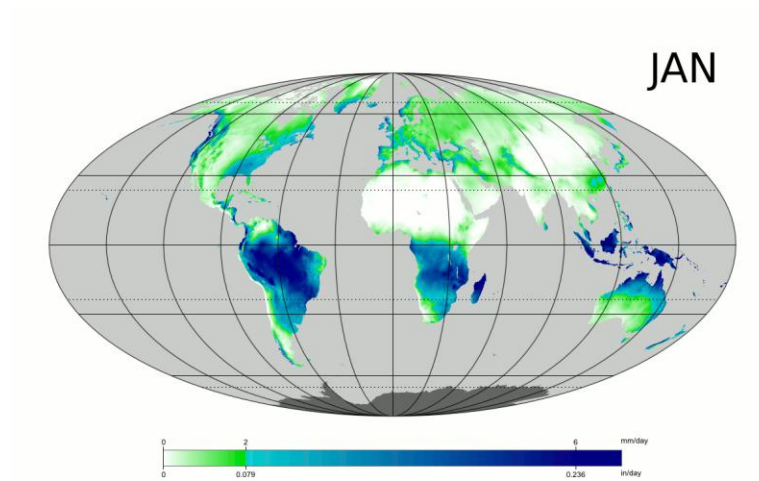


FIGURE 5B. RELATIONSHIP BETWEEN MEAN ANNUAL RAINFALL AND ELEVATION IN LOCALITIES TAKEN AT RANDOM IN ECUADOR. THE COLORS REPRESENT THE BIOGEOGRAPHIC REGIONS OF ECUADOR.

ANOTHER FACTOR THAT INFLUENCES THE CLIMATE IS THE POSITION WITH RESPECT TO THE MASSES OF AIR AND WATER. IN THE EQUATORIAL ZONE, DUE TO THE INTENSE SOLAR RADIATION, MASSES OF HUMID AIR RISE AND GENERATE RAIN WHEN COOLING. THIS GENERATES HIGH PRECIPITATION AND LOW ATMOSPHERIC PRESSURE AROUND THE WORLD. THE AIR, AFTER LOSING ITS HUMIDITY, MOVES TO HIGHER LATITUDES TO THE NORTH AND SOUTH, AND THEN DESCENDS INTO SUBTROPICAL ZONES. THIS DRY AIR CREATES DESERT CONDITIONS AT ~ 30 DEGREES NORTH AND SOUTH LATITUDE. FINALLY THE AIR RETURNS TO THE EQUATORIAL ZONE AT LOW ELEVATION CAPTURING MOISTURE. UPON REACHING ECUADOR IT IS LOADED WITH HUMIDITY AND THE CYCLE RESTARTS. THIS CIRCULATION PATTERN FORMS THE HADLEY CELL (FIG. 6). THERE IS A CELL IN EACH HEMISPHERE, FROM 0° TO 30° . EACH CELL PRODUCES LOW ATMOSPHERIC PRESSURE AND HIGH PRECIPITATION AT 0° LATITUDE AND HIGH ATMOSPHERIC PRESSURE AND LOW PRECIPITATION AT 30° (FIG. 6) (4).





**FIGURE 6. LATITUDINAL LOCATION OF THE HADLEY CELLS AND MOVEMENT PATTERNS OF AIR MASSES FROM NORTH AND SOUTH, WITH RESPECT TO THE EQUATORIAL LINE.
KAIDOR. CC BY-SA 3.0 LICENSE, WITH MODIFICATIONS.**

THE PLACE WHERE THE NORTH AND SOUTH CELLS CONVERGE IS KNOWN AS THE INTERTROPICAL CONVERGENCE ZONE (ITCZ) OR LOW PRESSURE ZONE (VIDEO 1 AND 2). THE ITCZ MOVES THROUGHOUT THE YEAR AND THIS INFLUENCES THE SEASONALITY OF THE RAIN IN ECUADOR. DURING THE MONTH OF JULY, THE ZCIT MOVES TO CENTRAL AMERICA GENERATING DRY CONDITIONS IN THE COAST AND SIERRA OF ECUADOR. THE ITCZ RETURNS TO ECUADOR IN JANUARY BRINGING RAINS TO BOTH REGIONS (FIG. 7) (2).

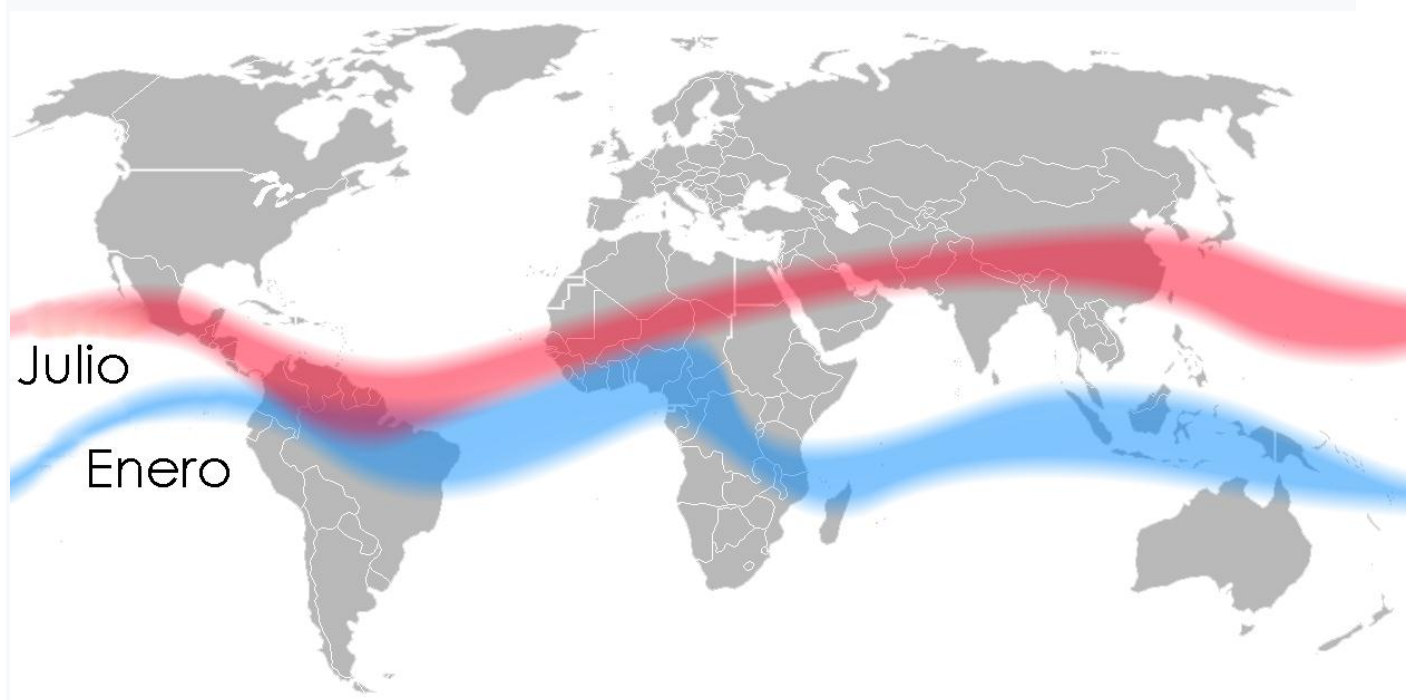


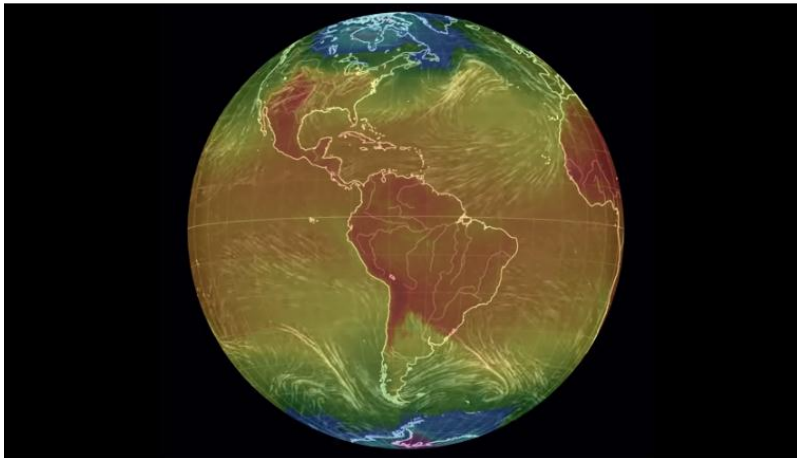


FIGURE 7. AVERAGE LOCATION OF THE INTERTROPICAL CONVERGENCE ZONE (ITCZ) DURING THE MONTHS OF JULY AND JANUARY.

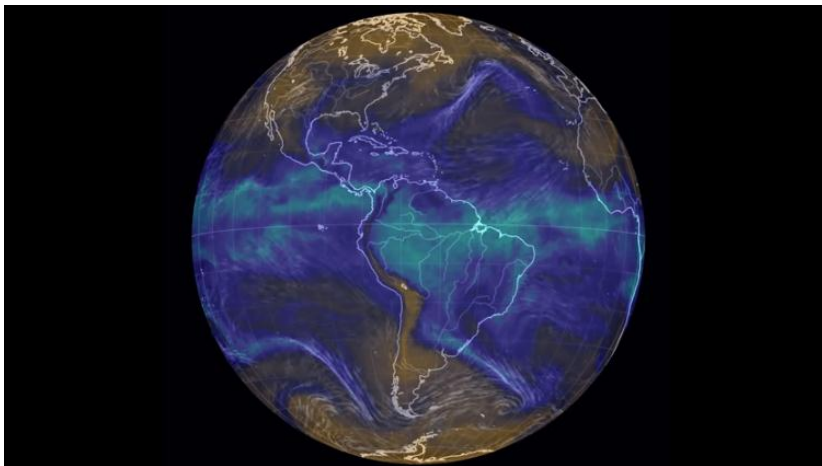
MODIFIED FROM MATS HALLDING.

PLEASE CLICK ON THE LINKS BELOW TO SEE VIDEOS.

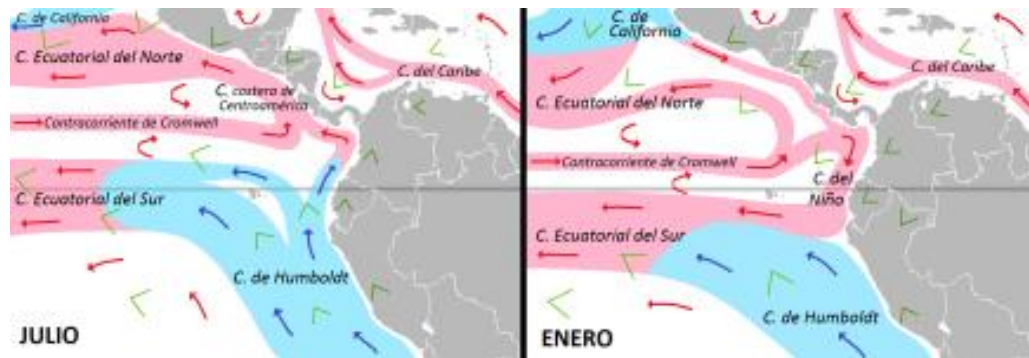
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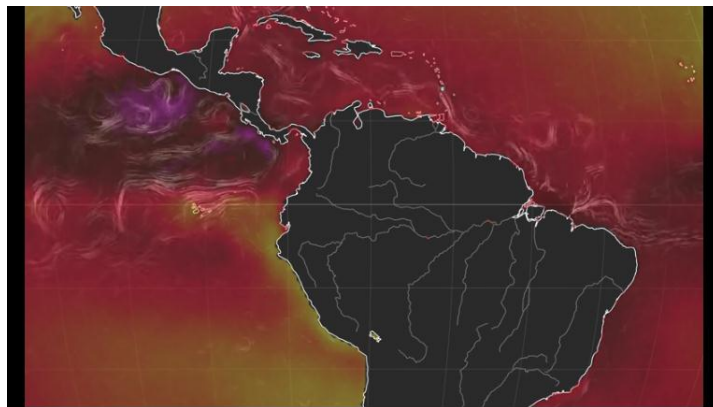


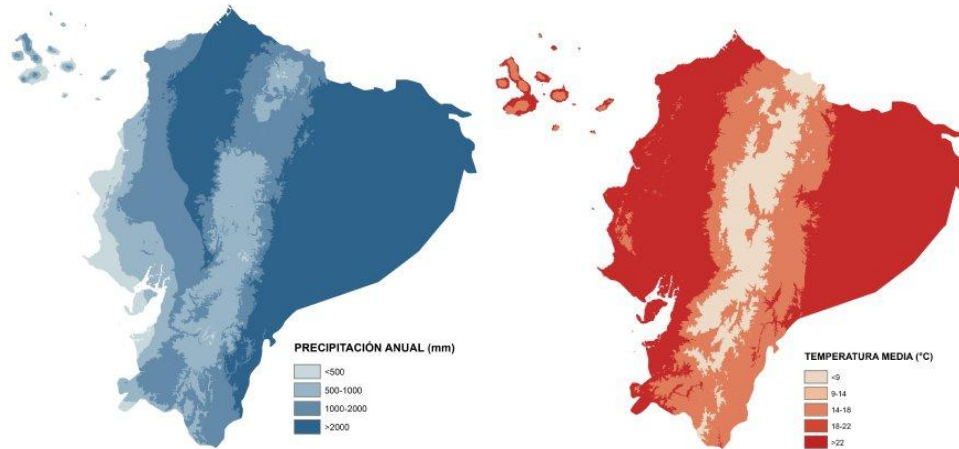
VIDEO 2. PATTERNS OF MOVEMENT OF AIR MASSES PLUS TEMPERATURE AND MORE PRECIPITATION IN SOUTH AMERICA IN APRIL 2018. THE AREAS WITH THE HIGHEST LEVELS OF PRECIPITATION ARE LOCATED IN THE TROPICS. NOTE THE ITCZ LOCATED ABOVE THE EQUATOR AND THE TRADE WINDS COMING FROM NORTH AND SOUTH CONVERGING ON IT. SOURCE: EARTH (www.earth.nullschool.net) - COPYRIGHT © 2018 CAMERON BECCARIO.



MARINE CURRENTS ALSO INFLUENCE THE CLIMATE OF ECUADOR.

THE COLD HUMBOLDT CURRENT ORIGINATES IN THE ANTARCTIC GLACIAL OCEAN AND RUNS ALONG THE COASTS OF SOUTH AMERICA, PASSING THROUGH ECUADOR, AND THEN DIVERTING, OFF THE COAST OF MANABÍ, TOWARDS THE GALAPAGOS ISLANDS (VIDEO 3). DUE TO THE LOW EVAPORATION OF COLD WATER, IT GENERATES ARIDITY IN THE COASTAL REGION UP TO THE PROVINCE OF MANABÍ. THE WARM CURRENT OF EL NIÑO COMES FROM THE NORTH (GULF OF PANAMA) AND ANNUALLY BATHES THE ECUADORIAN COASTS BETWEEN DECEMBER AND APRIL, STARTING THE HOT AND HUMID SEASON IN THE REGION. HOWEVER, IN CYCLES OF 3 TO 7 YEARS, ITS EFFECTS ARE INTENSIFIED, GENERATING THE SO-CALLED EL NIÑO PHENOMENON (PRESENCE OF WARMER AND LESS SALINE WATERS), WHICH INCREASES THE DAYS OF HEAVY RAIN IN ECUADOR DURING THE FIRST MONTHS OF THE YEAR. (FIG. 8) (2, 3, 5).





FOR MORE CLIMATE INFORMATION ON ECUADOR PLEASE SEE..

<https://bioweb.bio/fungiweb/GeografiaClima/>

12.) TYPE OF INDUSTRIAL MACHINERY NEEDED AND LABORATORY:

FOR EXAMPLE AND NOT SUBJECT TO: APOLLOXSTILL® SYSTEMS CONSIST OF FOUR MAJOR COMPONENTS THAT CONNECT TO MAKE UP A SINGLE TURN-KEY CLOSED-LOOP ETHANOL EXTRACTION SYSTEM. DESIGNED AND ENGINEERED SPECIFICALLY FOR PROFESSIONAL

MANUFACTURING OF HIGH QUALITY FULL SPECTRUM CANNABIS (CBD/THC) OIL. **NOTE:** JUST IN THE YEAR 2017 406 TONS CANNABIS WORLDWIDE AND THE COUNTRY OF COLOMBIA IN 2019 MADE ITS FIRST EXPORT SHIPMENT OF DERIVATIVES OF CANNABIS-HEMP PRODUCTS. IN THE

YEAR 2018 OMS RECOMMENDED PREPARATIONS TO IN LIST PURE CBD OIL NOT LISTED AND IT ALSO INFORMED OF THE LOW HEALTH RISK OF THE USE OF CBD.

12. A) LABORATORY AND TESTING



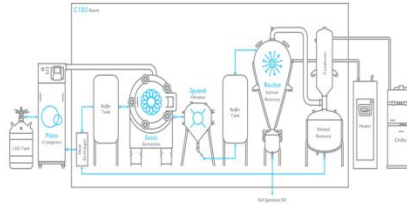
12. B) APOLLOXSTILL® SYSTEMS AND APPLICATION:



APOLLOXSTILL SYSTEMS AND APPLICATION CONSISTS OF FOUR MAJOR COMPONENTS THAT CONNECT TO MAKE UP A SINGLE TURN-KEY CLOSED-LOOP ETHANOL EXTRACTION SYSTEM. DESIGNED AND ENGINEERED SPECIFICALLY FOR PROFESSIONAL MANUFACTURING OF HIGH QUALITY FULL SPECTRUM CANNABIS (CBD/THC) OIL.



ApolloXstill Diagram



• **PLUTO**

Pluto is a remarkably powerful cryogenic chiller which starts the ApolloXstill system off by instantaneously bringing recycled ethanol down to -80°C on it's way to Sonic. Virtually unmatched cooling capacity with a minimal footprint.



• **SONIC**

Sonic is heavy-duty high-speed industrial extraction centrifuge that can withstand temperatures as low as -80°C. Remote controlled wash/dry cycles with high speed capability (2,000+ rpm) to maximize yields and minimize ethanol loss.



• **SPUTNIK**

Sputnik is an inline insulated filter placed in-between Sonic and Rocket for removal of particulates, fats/lipids, and other undesirables. Ultimate flexibility for other remediation filtration such as color and odor removal. Designed for fast filter replacement and easy cleaning.



• **ROCKET**

Rocket is a high throughput solvent recovery system with an innovative design for even heat distribution and easy cleaning. It is vacuum rated for evaporation at room temperature to obtain the best possible full spectrum crude.





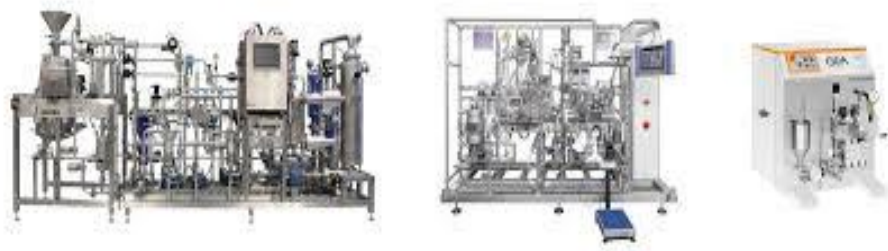
12.C) CEDARSTONE INDUSTRY

CANNABIS EXTRACTION MACHINE, EQUIPMENT FOR EVERY KIND OF CBD ...



12.D) CO2 EXTRACTION SYSTEMS

SUPERCritical CO2 CBD EXTRACTION EQUIPMENT, HEMP & CANNABIS & CBD ...



12.E) DRY MATERIAL CBD OIL ETHANOL EXTRACTION MACHINE



12.F) PHARMACEUTICAL, CBD OIL ETHANOL EXTRACTION MACHINE





12.G) SCREW COLD PRESS CANNABIS OIL PRESS/ HERBAL OIL MAKING MACHINE FILTRATION AND REFINEMENT MACHINERY AND PLANT...







13.) BIO PRODUCTS FROM HEMP AND MACHINERY



BI PRODUCTS



Cotton vs Hemp

- ✓ Cotton needs **twice as much land** as Hemp
- ✓ Cotton needs **9,758L** to grow **1kt** of fibre
- ✓ Cotton **pollutes** the water and leaves the land scorched due to its high pesticide & herbicide needs
- ✓ Cotton accounts for **25% of all pesticide use** worldwide
- ✓ Organic cotton lessens the blow, although it is not nearly as **sustainable as Hemp**

With the planet in the state that its in, with global warming, polluted waterways, desertification and loss of farmable land, surely the governments of our world have talked about options in ending the damage and providing development in a more ethical and environmental way. Hemp is a viable option. So why aren't we using it? Corporate greed! I'm over it! Are you? Wear hemp, choose hemp. Your dollar is your vote. People before profits!

- ✓ Hemp produces **twice as much fibre** per acre
- ✓ Hemp only uses **2,123L** to grow **1kt** of fibre
- ✓ Hemp **returns up to 60%** of the nutrients to the soil when dried in the field
- ✓ Hemp can be grown on the **same land consecutively for 14 years** without soil depletion or yield reduction
- ✓ Hemp is a great rotation crop
- ✓ Hemp requires **no pesticides** and is a natural weed deterrent
- ✓ Hemp's fibre is **4x more durable** than cotton
- ✓ Hemp can be relied on in a **drought** because of its high protein seed



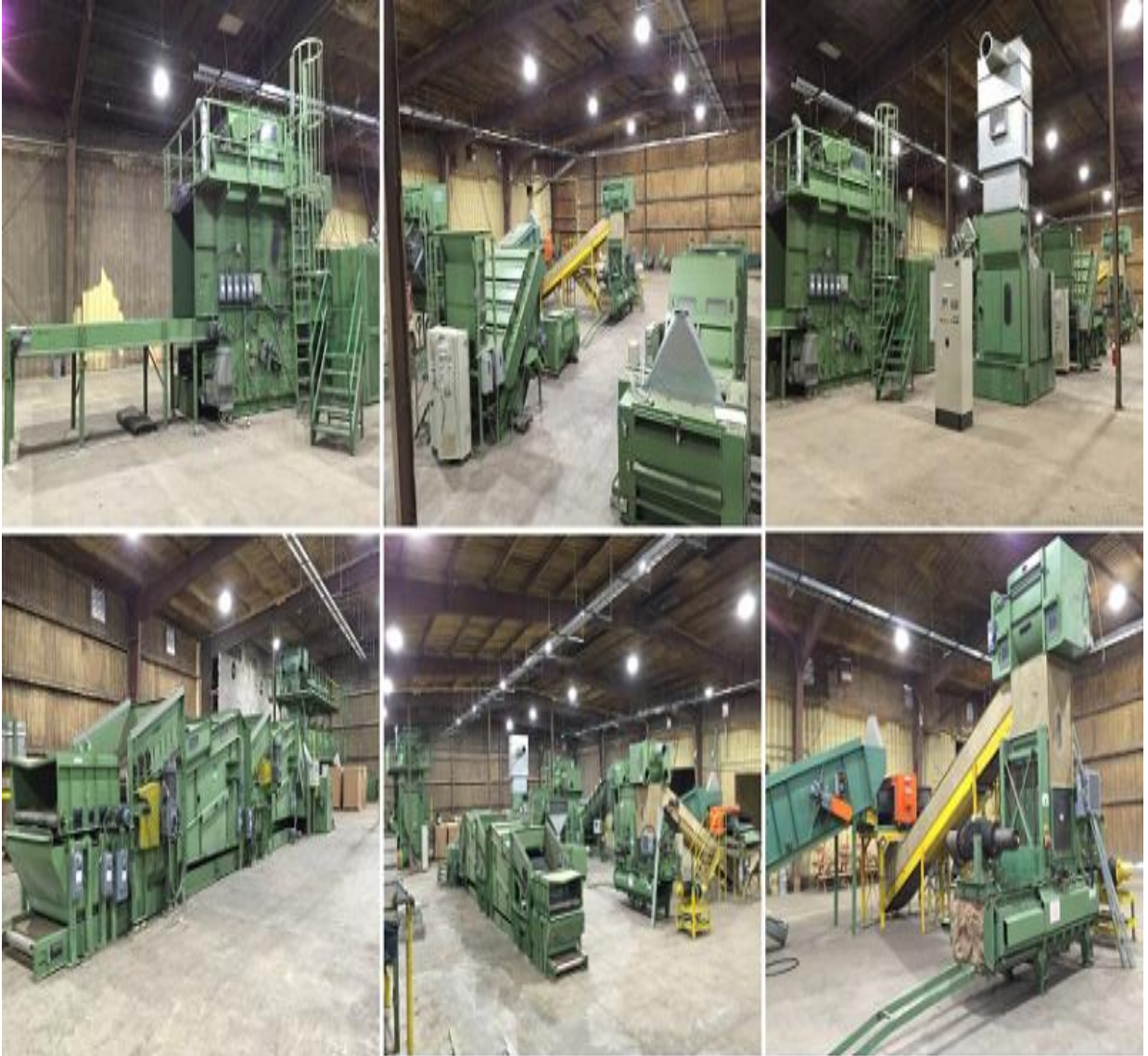


13.A) HEMP AND MACHINERY





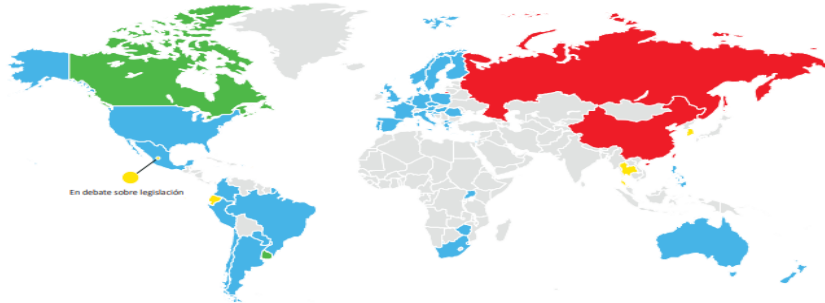
INDUSTRIAL HEMP PROCESSING PLANTS BEGINNING TO POP UP COUNTRYWIDE





14.) COUNTRIES THAT APPROVE AND EXPORT.

COUNTRIES THAT PRODUCE AND EXPORT MEDICINAL CANNABIS-HEMP OIL AND ALLOW ITS USE AND COUNTRIES THAT ARE AGAINST:



Permite uso medicinal y recreacional			
Uruguay primer país en aprobar cannabis medicinal y recreacional Canadá (G7) aprueba cannabis medicinal y recreacional			
Permite uso medicinal			
EE.UU – 33 estados permiten uso médico y 11 uso recreativo. Puerto Rico Argentina Colombia México Chile Perú	Jamaica Paraguay Brasil Países Bajos Reino Unido Austria Dinamarca Eslovaquia Portugal República Checa Finlandia	Noruega Italia Francia Rumania Eslovenia Bélgica Croacia Macedonia España Luxemburgo Suecia Polonia	Chipre Alemania Grecia Nueva Zelanda Australia Lesoto Sudáfrica Zimbabue Uganda Israel Filipinas
En debate sobre legislación			
México Ecuador	Antigua y Barbuda	Corea del Sur Tailandia	
Fuerte oposición			
China	Rusia		

14. A) COUNTRIES THAT WERE PRODUCING MEDICINAL CANNABIS –HEMP IN 2017:

CANADA WITH 32%
ISRAEL 3%
UNITED KINGDOME 3%



FOR EXAMPLE PARAGUAY CURRENTLY:

The Healthy Grains firm is the first Paraguayan and Latin American Company to export foods derived from industrial hemp. Thus, in the first export, 500 kilos of peeled grains, 350 kilos of defatted flour and 150 liters of oil were sent, all of hemp. These products are already being marketed in the demanding North American market. For their export, the products followed the sterilization processes validated by the Foods and Drug Administration (FDA).



PARAGUAY AIMS FOR INDUSTRIAL HEMP PRODUCTION



SEEDS WILL ARRIVE IN PARAGUAY THIS WEEK FOR INDUSTRIAL HEMP PRODUCTION. THE MINISTRY OF AGRICULTURE AND LIVESTOCK (MAG) WILL GIVE SUPPORT AND ACCOMPANIMENT TO THE SMALL PRODUCERS.

YOU CAN FIND MORE INFORMATION ABOUT THIS INDUSTRY AND OTHER IMPORTANT NEWS IN THE CANNABIS SECTOR IN THE HEMP.IM APP. THIS APP COLLECTS THE LATEST HEMP INVESTING NEWS IN BITE-SIZED CHUNKS THAT ARE EASY TO DIGEST.

INDUSTRIAL HEMP TO BE A MORE PROFITABLE SECTOR FOR SMALL FARMERS
IN A MEETING WITH VEGETABLE AND HORTICULTURAL PRODUCERS OF ITAPÚA, THE MINISTER OF AGRICULTURE AND LIVESTOCK, RODOLFO FRIEDMANN ANNOUNCED LAST WEEK THAT IN THE NEXT FEW DAYS, HEMP SEEDS WILL ARRIVE IN PARAGUAY.

THE REPRESENTATIVE OF THE AGRICULTURAL AND CATTLE SECTOR REITERATED THAT INDUSTRIAL HEMP PRODUCTION WILL BE A VERY PROFITABLE ALTERNATIVE FOR THE SMALL FARMERS, WHO WILL BE ABLE TO MAKE MORE THAN \$1.54 MILLION (€10 MILLION) PER HECTARE FOR EACH HARVEST.



“THE PARTICULARITY OF THIS ITEM IS THAT TWO HARVESTS A YEAR CAN BE MADE AND THAT PRODUCERS WILL NOT HAVE TO ENTER ILLEGAL ITEMS TO HAVE GOOD PROFITS ON THEIR OWN FARMS,” HE SAID.

“THE FIRST BATCH OF SEEDS HAS ALREADY BEEN IMPORTED AND WILL GO TO THE PARAGUAYAN INSTITUTE OF AGRICULTURAL TECHNOLOGY (IPTA). WE ARE GOING TO DO SOME TESTS IN FIVE REGIONS OF THE COUNTRY AND IN MARCH WE ARE GOING TO ENTER A PRE-COMMERCIAL PROCESS, WHERE, DEPENDING ON HOW THE SEEDS ARE ADAPTED, WILL BEGIN TO BE INTRODUCED INTO FAMILY FARMING,” HE EXPLAINED.

INDUSTRIAL HEMP WILL CREATE THOUSANDS OF JOB OPPORTUNITIES

THE PROJECT FOR INDUSTRIAL HEMP PRODUCTION IS PROMOTED BY THE MINISTRY OF AGRICULTURE AND LIVESTOCK (MAG). THE REGULATIONS ESTABLISH A MAXIMUM OF TWO HECTARES PER FAMILY AND ESTIMATE THAT 25,000 FAMILIES CAN WORK IN THE AREA BY 2020.

“WE ESTIMATE VERY IMPORTANT INCOME, MORE OR LESS \$1.54 MILLION (€10 MILLION) PER HECTARE, PER HARVEST. HEMP CAN BE HARVESTED TWO TIMES A YEAR, WE ARE TALKING ABOUT AN AVERAGE PRODUCTION, NOT AN OPTIMAL PRODUCTION, THAT IS GOING TO CHANGE THE SITUATION OF THOUSANDS OF FAMILIES IN PARAGUAY.”

IT IS WORTH REMEMBERING THAT IN ONE OF HIS VISITS TO ITAPÚA THIS YEAR, THE PRESIDENT OF THE REPUBLIC, MARIO ABDO BENÍTEZ, ANNOUNCED THAT HIS GOVERNMENT WILL PROMOTE THE CULTIVATION OF HEMP IN THE AREAS WHERE THE PRODUCTION OF CANNABIS ABOUNDS, IN THE SEARCH OF GENERATING AN ALTERNATIVE LEGAL WAY FOR CANNABIS CULTIVATION.

THE PROJECT IS SET TO LAUNCH IN 2020



INDUSTRIAL HEMP LOOKS LIKE A PROMISING OPPORTUNITY IN PARAGUAY

INDUSTRIAL HEMP CULTIVATION IN PARAGUAY CAN MAKE WAY FOR HUGE EMPLOYMENT OPPORTUNITIES IN THE COUNTRY. (SOURCE)

IN THE DEPARTMENT OF ITAPÚA, THERE ARE SEVERAL SECTORS OR POINTS WHERE CANNABIS CULTIVATION CONSTITUTES PRACTICALLY THE ONLY AND MAIN SOURCE OF INCOME FOR THE INHABITANTS.

CANNABIS CULTIVATION BECAME ONE OF THE BIG PROBLEMS IN THE DEPARTMENT, ESPECIALLY IN THE MOST REMOTE AREAS, WHERE THE BIG DRUG TRAFFICKERS FINANCE THE DRUG PLANTATION.

THE INDUSTRIAL HEMP PRODUCTION PROJECT IN ITS FIRST STAGE PLANS A JOINT WORK WITH THE NATIONAL ANTI-DRUG SECRETARIAT (SENAD).



THE POSSIBILITIES OF INDUSTRIALIZATION POINT TO THE PRODUCTION OF FLOUR AND OIL. IT IS INTENDED TO ENABLE ONLY UP TO TWO HECTARES PER PRODUCER, TAKING INTO ACCOUNT THAT THE CROP IS IN HIGH DEMAND IN THE INDUSTRIAL MARKET AND ITS TRADE WOULD BE ASSURED.

HEMP IS A VERY HIGH ADAPTIVE CROP, SO IT DOESN'T NEED EXTREME CAUTION FROM PRODUCERS.

(FEATURED IMAGE BY TERRE DI CANNABIS VIA UNSPLASH)

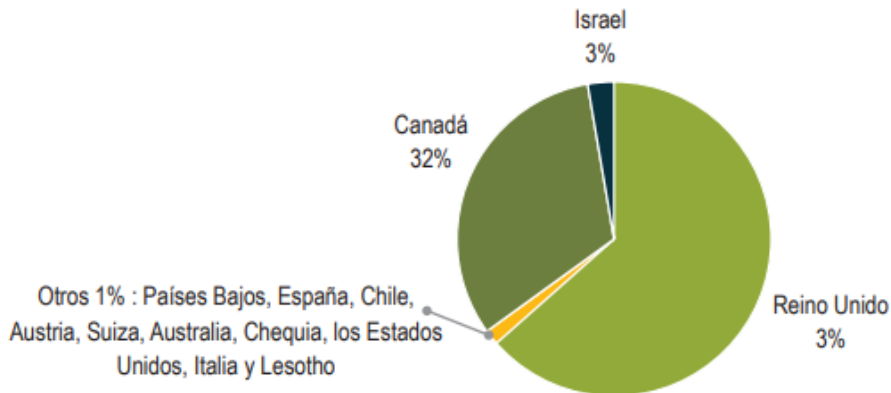
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FIRST PUBLISHED IN ULTIMAHORA, A THIRD-PARTY CONTRIBUTOR TRANSLATED AND ADAPTED THE ARTICLE FROM THE ORIGINAL. IN CASE OF DISCREPANCY, THE ORIGINAL WILL PREVAIL.

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OTHER COUNTRIES, HOLLAND, SPAIN, CHILE, AUSTRIA, SWITZERLAND, AUSTRALIA, CZECHIA, UNITED STATES OF AMERICA, ITALY, AND LESOTHO ALL 1% AS SEEN ON THE CHART BELOW.



Gráfica: principales países productores de cannabis en el mundo en 2017



14.A) INTERNATIONAL FACTS GLOBAL AND LOCAL MARKETS:

ALTHOUGH THE MEDICAL CANNABIS MARKET IS IN AN INITIAL STAGE OF DEVELOPMENT AT THE GLOBAL - EXPERIENCE IS BEING DEVELOPED IN ALL COUNTRIES - IS ALSO VERY COMPETITIVE. ACCORDING TO WHAT WAS REPORTED BY INCB "SINCE 2000, MORE AND MORE COUNTRIES HAVE STARTED TO USE CANNABIS AND CANNABIS EXTRACTS FOR MEDICAL PURPOSES, AS WELL AS FOR SCIENTIFIC RESEARCH. IN 2000, **"WORLD CANNABIS PRODUCTION AMOUNTED TO 1.4 TONS AND IN 2017 IT HAD INCREASED TO 406.1 TONS "** (INCB, 2019).

THE REPORT OF THE AUDITING ENTITY REFLECTS THAT ONLY IN THE LAST THREE YEARS OF REGISTRATION (2015-2017) THERE IS AN ACCELERATED GROWTH, WHEN IN 2017 THE CROPS OF CANNABIS SATIVA FOR MEDICINAL AND SCIENTIFIC PURPOSES PRACTICALLY QUADRUPLED COMPARED TO 2015, WORLDWIDE. PLEASE SEE CHART BELOW:



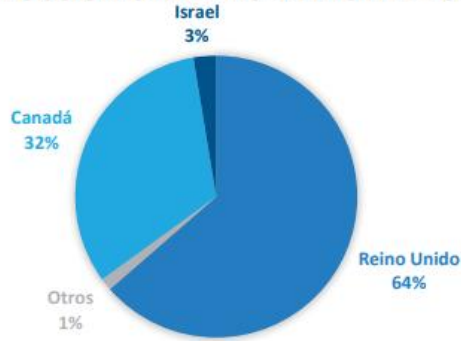
IN THIS CONTEXT, THE UNITED KINGDOM WAS THE MAIN PRODUCER AND EXPORTER OF CANNABIS, IN 2017 "IT REPORTED THE PRODUCTION OF 258.4 Tons (63.6% OF WORLD PRODUCTION) OF PHARMACEUTICAL PREPARATIONS CONTAINING CANNABIS EXTRACTS (...) [AND EXPORTED] 4.9 TONS, THAT IS, 69.1% OF THE WORLD TOTAL, MAINLY IN THE FORM OF CANNABIS EXTRACTS OR PHARMACEUTICAL PREPARATIONS CONTAINING EXTRACTS OF CANNABIS "(INCB, 2019). REGARDING PRODUCTION, IT WAS FOLLOWED BY "CANADA (131.4 TONS, THAT IS, 32.4%) AND ISRAEL (10.4 TONS, THAT IS, 2.6%). A TOTAL OF TEN COUNTRIES MANUFACTURED QUANTITIES LESS THAN 5 TONS. THOSE COUNTRIES WERE, IN ORDER DESCENDING, THE NETHERLANDS, SPAIN, CHILE, AUSTRIA, SWITZERLAND, AUSTRALIA, CZECHIA, THE UNITED STATES, ITALY AND LESOTHO "(INCB, 2019).

14. B) MEDICINAL CANNABIS PRODUCTION 2017.

REGARDING EXPORTS, AFTER THE UNITED KINGDOM, THERE ARE "THE NETHERLANDS (1.3 TONS, THAT IS, 18.1%), CANADA (393 KG, OR 5.5%) AND AUSTRIA (263 KG, OR 3.6%). OTHER COUNTRIES EXPORTING LESS THAN 100 KG WERE, IN DESCENDING ORDER, GERMANY, DENMARK, PORTUGAL, THE UNITED STATES, BELGIUM AND ISRAEL "(INCB, 2019)



PRODUCCIÓN CANNABIS MEDICINAL 2017

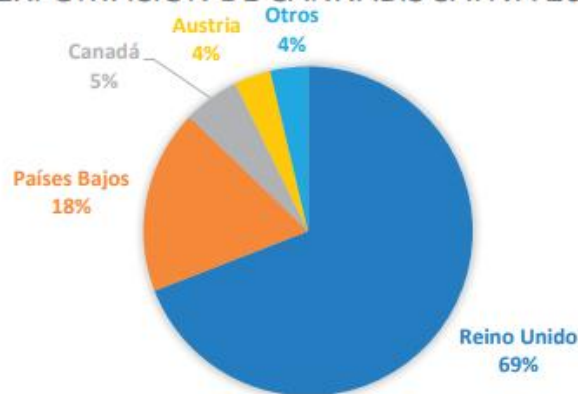


Fuente: JIFE, 2019. Elaboración propia.

MEDICINAL CANNABIS PRODUCTION EXPORTED 2017, UNITED KINGDOM 69%, HOLLAND 18%, CANADA 5%, OTHERS 4%.

Finally, in terms of imports, the main market was found in the United States, who they received about 14 tons, that is, the equivalent of 66.9% of global imports. With two thirds less was followed by Germany, which imported 4.5 t, that is, 21.8% of imports worldwide. Notwithstanding the dominance of the United Kingdom in the medical cannabis market during the 2017, in the forecast report on world drug needs for 2019, the country that Germany is growing the most with 15.6 tons, while Israel maintains a production of 11.2 tons and a Uruguay growth with 8.3 tons and the United Kingdom fell to 6.3 tons.

EXPORTACIÓN DE CANNABIS SATIVA 2017

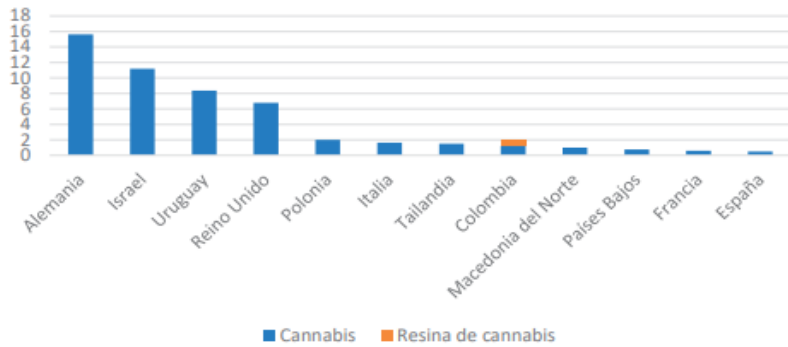


Fuente: JIFE, 2019. Elaboración propia.

PREVISION PRODUCCION OF MEDICINAL CANNABIS FOR 2019.



Previsión en toneladas de cannabis medicinal - 2019



Fuente: JIFE, 2019. Elaboración propia.

IT IS IN THIS LINE OF INDUSTRY THAT IT HAS BEEN FORESEEN THAT FOR THE YEARS 2019 AND 2020, IN THE REPORT ON FORECASTS OF WORLD NEEDS OF NARCOTICS 2019-2020 (INCB, 2019), FOR COLOMBIA A PROVISION OF 1.2 TONS OF CANNABIS AND 750 KILOS OF CANNABIS RESIN, THAT IS, 1.95 TONS WHICH IS EQUIVALENT TO 4.7% OF THE TOTAL, SINCE IT WAS IDENTIFIED “THAT THE INDUSTRY WAS STILL IN A PLANNING AND RESEARCH DIFFERENT STAGES, WHICH, ALTHOUGH IT CONTRASTS WITH THE FORECAST OF 40.9 TONS FOR 2018 (INCB, 2017), RODRIGO ARCILA, PRESIDENT OF THE COLOMBIAN CANNABIS ASSOCIATION (ASOCLCANN), A UNION THAT BRINGS TOGETHER THE MAIN MEDICINAL CANNABIS INDUSTRIES IN THE COUNTRY, “GAVE A PIECE OF REASSURANCE BY POINTING OUT THAT THE ADJUSTMENT IS DUE TO THE DYNAMICS OF THE MARKET IN COLOMBIA, BECAUSE ALTHOUGH IT HAS HIGH EXPECTATIONS, THE PRODUCTION AND CONSUMPTION COMPONENTS ARE JUST BEING BORN AND AWAITING ADJUSTMENTS REGULATIONS” (EL TIEMPO (B), 2019). LIKEWISE, COLOMBIA REMAINS WITHIN THE TOP TEN CANNABIS PRODUCING **COUNTRIES WORLDWIDE**. NATIONAL PRODUCERS AND COMPANIES REGISTERED IN THE COUNTRY ARE QUITE ENTHUSIASTIC ABOUT THIS PANORAMA, GIVEN THAT COLOMBIA AND OTHER NEIGHBORING COUNTRIES ARE INSTALLED WITH A MOMENTARY ADVANTAGE.

15.) INFRASTRUCTURE FOR AGRO CANNABIS-HEMP FACTORY REFINERY & CIVIL ENGINEERING DRAFT



ECOGEN BIOSCIENCES

SUPERIOR CBD GENETICS

THE HIGH-CBD HEMP GENETICS THAT WE OFFER YOU ARE THE SAME ONES THAT WE USE ON OUR FARMS. THESE ARE SPECIALLY-SOURCED AND BRED BASED ON THEIR EXTRACTION EFFICIENCY AND BECAUSE THEY YIELD BOTH THE HIGHEST DIVERSITY AND QUALITY OF CANNABINOIDS AND TERPENES. OUR GENETICS ARE THE PRODUCT OF YEARS OF CROSSBREEDING BETWEEN HEMP STRAINS WITH THE HIGHEST CBD CONTENT AND THE LOWEST THC CONTENT.”

LEARN MORE

FEMINIZED CBD GENETICS

“THE PLANTING OF SEEDS USING TRADITIONAL GROWING METHODS WILL PRODUCE BOTH MALE AND FEMALE SEEDS. THESE SEEDS, KNOWN AS REGULAR SEEDS, OCCUR WITH A RELATIVELY CONSISTENT AND EVEN SPLIT OF 50/50 BETWEEN MALE AND FEMALE. WITH CANNABIS – INCLUDING HEMP – HOWEVER, ONLY THE FEMALE PLANTS PRODUCE A CANNABINOID-RICH FLOWER, MEANING ROUGHLY HALF OF A TRADITIONALLY PLANTED CROP IS USELESS FOR THE PRODUCTION OF CBD. FEMINIZED SEEDS REMOVE THE GUESSWORK AND WASTE OF TRADITIONAL GROWING METHODS AND PROVIDE GROWERS WITH MORE CBD FOR THEIR MONEY. MALE PLANTS CAN SAP RESOURCES, INCLUDING TIME, SPACE, AND HUMAN RESOURCES.

ECO-GEN BIOSCIENCES HAS DEVELOPED HIGHLY POTENT, FEMINIZED GENETICS DESIGNED TO GIVE GROWERS THE HIGHEST YIELD OF CANNABINOID POSSIBLE. OUR PROPRIETARY GENETICS OFFER AN ESTIMATED 95 PERCENT GERMINATION RATE AND ARE GUARANTEED TO BE 99 PERCENT FEMALE. THESE STRAINS ARE THE PRODUCT OF YEARS OF CROSS-DEVELOPMENT AND ARE DESIGNED TO PROVIDE SUPERIOR YIELDS AND UNSURPASSED QUALITY.

A HOLISTIC AND ETHICAL APPROACH

SUSTAINABLE AGRICULTURE IS OUR PASSION, AND ECO-GEN BIOSCIENCES’ FOUNDING TEAM COMPRISES MULTIPLE GENERATIONS OF SUCCESSFUL FARMERS AND ENGINEERS WHO UNDERSTAND THE IMPORTANCE OF TAKING CARE OF THE EARTH. WHEN YOU WORK WITH OUR TEAM, YOU’RE SUPPORTING FARMERS AND ENGINEERS WHO CONSISTENTLY STRIVE TO EXCEED REGULATORY STANDARDS BECAUSE WE BELIEVE IN EXCEPTIONAL QUALITY AND GROWING CBD PRODUCTS SUSTAINABLY. THE CBD PRODUCTS WE PRODUCE AT ECO-GEN BIOSCIENCES ARE DERIVED FROM HEMP THAT IS GROWN ON OUR FARMS USING ONLY ORGANIC PRACTICES. WE KNOW THE VITAL IMPORTANCE OF TAKING CARE OF OUR PLANET. WHEN YOU WORK WITH ECO-GEN BIOSCIENCES, YOU ARE TEAMING WITH A PARTNER INVESTED NOT ONLY IN YOUR SUCCESS BUT THE LONG-TERM SUCCESS OF THE ENVIRONMENT.

STATE-OF-THE-ART FACILITIES

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INDUSTRY-LEADING EXPERTISE

“ECO-GEN BIOSCIENCES IS NOT THE RESULT OF SPUR-OF-THE-MOMENT THINKING ATTEMPTING TO CASH-IN ON THE LATEST TREND. WE ARE FARMERS AND SCIENTISTS WITH COUNTLESS YEARS OF COMBINED EXPERIENCE IN RESEARCHING,



DEVELOPING, AND CREATING THE FINEST STRAINS OF HEMP AVAILABLE. OUR PRODUCTS – AND OUR TRACK RECORD OF SUCCESS – ARE BASED UPON OUR YEARS OF KNOWLEDGE AND HARD WORK. IT’S THIS GROWER-CENTRIC, HOLISTIC APPROACH THAT HAS HELPED ECO-GEN BIOSCIENCES BECOME THE LARGEST MANUFACTURER AND PRODUCER OF CBD OIL AND CBD SEEDS IN THE COUNTRY. WE’RE NOT SLOWING DOWN. WE CONTINUE TO UNLOCK THE FULL POTENTIAL OF CANNABINOIDS FOR A NEW ERA OF PRODUCTIVITY AND GROWTH.

THE HEALTHY GRAINS FIRM IS THE FIRST PARAGUAYAN AND LATIN AMERICAN COMPANY TO EXPORT FOODS DERIVED FROM INDUSTRIAL HEMP. THUS, IN THE FIRST EXPORT, 500 KILOS OF PEELED GRAINS, 350 KILOS OF DEFATTED FLOUR AND 150 LITERS OF OIL WERE SENT, ALL OF HEMP. THESE PRODUCTS ARE ALREADY BEING MARKETED IN THE DEMANDING NORTH AMERICAN MARKET. FOR THEIR EXPORT, THE PRODUCTS FOLLOWED THE STERILIZATION PROCESSES VALIDATED BY THE FOODS AND DRUG ADMINISTRATION (FDA).

IN-HOUSE MANUFACTURING

PRODUCTION OF HEMP IS A KEY VARIABLE IN THE CBD MANUFACTURING SUPPLY CHAIN

BY HAVING YOUR OWN HEMP FARMS/GREENHOUSES ALLOWS US TO MEET CONSUMER DEMAND FOR HEMP DERIVED PRODUCTS AND BY GROWING OUR OWN HIGH-CBD STRAINS, THIS ALLOWS US TO MAINTAIN A LEVEL OF CONSISTENCY IN OUR PRODUCTS, UNLIKE MOST OTHERS WHO ARE BUYING MANY DIFFERENT STRAINS FROM DIFFERENT SOURCES. WE ARE GOING INTO OUR FOURTH SEASON, SO AS A COMPANY WE ARE WAY AHEAD OF THE MAJORITY OF HEMP PRODUCERS ACROSS THE USA. THE ROHRBACHER-FARR AMENDMENT WAS SIGNED INTO LAW IN 2014 WHICH PROHIBITS THE JUSTICE DEPARTMENT FROM INTERFERING WITH THE IMPLEMENTATION OF STATE MEDICAL CANNABIS LAWS AND THANKS TO THE HEMP FARMING ACT OF 2018 IT IS NOW LEGAL TO GROW HEMP THROUGHOUT THE US AS AN AGRICULTURAL COMMODITY.



ETHICAL HEMP FARMING

ECOGEN BIOSCIENCES SET OUT TO CREATE AN ETHICAL HEMP FARMING ECOSYSTEM WHERE EVERYONE WINS.

SUSTAINABLE AGRICULTURE IS OUR PASSION AND OUR FOUNDING TEAM IS COMPRISED OF MULTIPLE GENERATIONS OF SUCCESSFUL FARMERS WHO UNDERSTAND THE IMPORTANCE OF TAKING CARE OF THE EARTH. WHEN YOUR WORK WITH ECO-GEN BIOSCIENCES, YOU’RE HELPING MORE THAN YOURSELF. YOU’RE SUPPORTING A COMPANY OF FARMERS AND PRODUCERS WHO WORK HARD TO EXCEED REGULATORY STANDARDS BECAUSE WE BELIEVE IN GREAT QUALITY AND GROWING PRODUCTS SUSTAINABLY. THE PRODUCTS WE PRODUCE AT ECO-GEN BIOSCIENCES ARE DERIVED FROM HEMP GROWN ON OUR OWN FARMS USING ORGANIC PRACTICES. ALTHOUGH NATIVE TO CENTRAL ASIA, HEMP GROWS ALL OVER THE WORLD AND OUR FARMERS HAVE DEVELOPED PROCESSES TO GROW IN OUR REGION OF COLORADO THANKS TO



THE IDEAL PH BALANCE OF THE SOIL, MODERATE CLIMATE, AND ANNUAL RAINFALL CONDITIONS. THIS ALLOWS US TO GROW THE PLANTS WE NEED TO PROVIDE CONSISTENT PRODUCTS WHILE RESPECTING THE ENVIRONMENT.



ARE YOU A HEMP FARMER?

HUNDREDS OF LOCAL FARMERS HAVE BEEN FORCED TO IMPORT HEMP SEED FROM CANADA AND CHINA UNTIL NOW. HEMP FARMERS ACROSS AMERICA HAVE RECOGNIZED A SIGNIFICANT NEED FOR HARVESTING AND PRODUCTION EQUIPMENT THAT CAN WITHSTAND AND HARNESS THE POWER OF THE MIGHTY HEMP PLANT. THROUGH OUR EXPERIENCE, WE'VE GAINED A KEEN UNDERSTANDING OF HOW TO PLANT AND HARVEST HEMP, AND HOW TO PRODUCE MANY VIABLE COMMODITIES. THE HEMP PLANT IS SAID TO HAVE OVER 25,000 USES WITH SOME ESTIMATES EVEN HIGHER SHOWING PROMISE IN BEING A SUCCESSFUL COMMERCIAL CROP FOR YEARS TO COME. **(IBP CORP ALONG WITH GREEN EVOLUTION) WOULD WANT TO PARTICIPATE IN PART OF THIS WORLD HEMP MARKET... THE DEMAND AND NEED IS THERE.**

ECO-GEN BIOSCIENCES WOULD LIKE TO THANK ALL OF THE FARMERS WHO ARE WILLING TO STEP OUTSIDE THEIR COMFORT ZONE TO EXPLORE THE POSSIBILITIES OF HEMP. IT IS WITH YOUR HELP THAT WE LAY A SOLID FOUNDATION THIS RECENTLY RESTORED, HIGHLY VERSATILE CROP THAT IS GREAT FOR YOUR LAND, GREAT FOR YOUR COMMUNITY, AND GREAT FOR THE PLANET. “

BULK INGREDIENTS

BULK PRODUCTS

EXTRACATION AND PROCESSING

OUR LAB'S PROPRIETARY EXTRACTION AND PURIFICATION TECHNOLOGY ALLOWS FOR HIGH LEVELS OF PHYTOCANNABINOIDS WHILE ELIMINATING UNWANTED AMOUNTS OF THC AND CHLOROPHYLL. TO ACHIEVE THIS, WE UTILIZE A TECHNIQUE THAT ALLOWS FOR THE IDENTIFICATION AND COMPLETE REMOVAL OF THE NATURALLY OCCURRING TRACE AMOUNTS OF THC FROM THE OIL, WHILE LEAVING INTACT THE FULL SPECTRUM PROFILE OF NON-PSYCHOACTIVE PHYTOCANNABINOIDS AND SYNERGISTIC COMPOUNDS SUCH AS CANNABIDIOL (CBD), CANNABIGEROL (CBG), CANNABINOL (CBN), CANNABICHRMENE (CBC), AND A RANGE OF NATURALLY PRESERVED TERPENES.



IMPORTANT NOTE AND TO BE READ IN REGARDS TO (CBD GENETICS)

FEMINIZED CBD GENETICS

GOOD HEMP SEEDS START WITH THE BEST HEMP PLANTS AVAILABLE
IF YOU WANT THE BEST CBD, YOU NEED THE BEST HEMP PLANTS – IT’S THAT SIMPLE. AT ECOGEN BIOSCIENCES, OUR COMMITMENT TO THE HIGHEST-QUALITY CBD PRODUCTS IS ROOTED IN OUR SEEDS. WE PRIDE OURSELVES ON THE UNSURPASSED-QUALITY OF EVERYTHING WE PRODUCE. IT IS THIS PRIDE THAT HELPS UP CONTINUE TO BE THE LARGEST VERTICALLY-INTEGRATED BREEDER, CULTIVATOR, PROCESSOR, AND DISTRIBUTOR OF HEMP-BASED PHYTOCANNABINOIDS IN THE UNITED STATES. “

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FABRICATION & EXTRACTION

HEMP PROCESSING EQUIPMENT FOR CBD OIL EXTRACTION

ECO-GEN LABS (FORMERLY ECO EXTRACTORS/ECO-X LLC) IS ONE OF THE LARGEST MANUFACTURERS OF HEMP EXTRACTION AND POST-EXTRACTION EQUIPMENT IN THE US. HEADQUARTERED IN OUR 80,000 SF FABRICATION FACILITY NEAR GRAND JUNCTION, COLORADO, ECOGEN LABS DEVELOPED A FULL RANGE OF INNOVATIVE, LARGE-SCALE, PROPRIETARY EXTRACTION AND POST-EXTRACTION PROCESSING EQUIPMENT, WHICH ENABLES OUR CUSTOMERS TO EFFICIENTLY PRODUCE SOME OF THE HIGHEST QUALITY HEMP-DERIVED FINISHED PRODUCTS AVAILABLE IN THE MARKET.

MACHINERY SPECS:

6” 316 STAINLESS STEEL THIN FILM
HOT OIL HEATER FOR THE COLUMN
WATER VARIABLE SPEED CONTROLLER
4 LITER FEED FLASK
OIL FEED CONTROLLER
5 LITER RECEIVING FLASKS

EXTRACTION

ECOGEN EXTRACTION PROCESS

EFFICIENT THERMAL SEPARATION WITH MINIMUM PRODUCT DECOMPOSITION AND MAXIMUM PRODUCT QUALITY; THESE ARE RESULTS YOU CAN EXPECT USING WIPED FILM – SHORT PATH PROCESS FOR DISTILLATION, EVAPORATION, CONCENTRATION, SEPARATION, PURIFICATION OR DEODORIZATION. PERFORMANCE IS SUPERIOR TO FLASH EVAPORATORS, FALLING FILM STILLS, ROTARY EVAPORATORS AND OTHER EQUIPMENT, IN ANY PROCESSING APPLICATION WHERE HEAT-SENSITIVITY IS A FACTOR. ECOGEN SHORT PATH/WIPED-FILM STILLS SUCCESSFULLY SEPARATE VOLATILE FROM LESS VOLATILE COMPONENTS WITH A GENTLE PROCESS UTILIZING THE THIN-FILM WIPING ACTION OF FEED LIQUID THROUGH A HEATED CYLINDRICAL VACUUM CHAMBER. KEYS TO THE SUPERIORITY OF THIS PROCESS INCLUDE SHORT



RESIDENCE TIME OF THE FEED LIQUID, A SIGNIFICANTLY LOWERED TEMPERATURE DUE TO HIGH VACUUM CAPABILITY, AND OPTIMAL EFFICIENCY IN MASS AND HEAT TRANSFER. THE BRIEF (SECONDS) EXPOSURE OF FEED LIQUID TO HEATED WALLS IS DUE IN PART TO THE SLOTTED WIPER DESIGN WHICH FORCES THE LIQUID DOWNWARD WITH STRICT CONTROL OF RESIDENCE TIME, FILM THICKNESS, AND FLOW CHARACTERISTICS. HIGH QUALITY COMPONENTS, STATE-OF-THE-ART FITTINGS AND MATERIALS, AND TOTAL QUALITY CONTROL DURING ALL PHASES OF DESIGN, FABRICATION AND TESTING RESULT IN PROCESSING EQUIPMENT OFFERING THE HIGHEST PERFORMANCE POSSIBLE.

HEMP / CBD PROJECT									
ESTIMATED / INVESTMENT FOR BIO MASS PRODUCTION									
values estimated depending of several business strategies.									
				UNIT	Unit Cost	20 has	50 has	100 has	PLANTS
					1	20	50	100	5000
0	LAND (will depend on final location)			Hectare	\$12,000.00	\$240,000.00	\$600,000.00	\$1,200,000.00	
1	Soil Preparation & enclosure (barbed wire)			Hectare	\$2,600.00	\$52,000.00	\$130,000.00	\$260,000.00	
2	Dreep irrigation system (including software)			System	\$8,000.00	\$160,000.00	\$400,000.00	\$800,000.00	
3	Metalic Greenhouses with plastik		\$7.50	Hectare	\$75,000.00	\$1,500,000.00	\$3,750,000.00	\$7,500,000.00	
4	Investigation program 1- 1,5 years			hectare	\$100,000.00	\$100,000.00	\$100,000.00	\$100,000.00	
5	Certified seeds		\$1.25	Hectare	\$6,250.00	\$125,000.00	\$312,500.00	\$625,000.00	
6	Postharvest (1000 m2)	1000	\$300.00	m2	\$300.00	\$300,000.00	\$300,000.00	\$300,000.00	
7	Water reservoir (20,000 m3)			m3	\$4.00	\$80,000.00	\$80,000.00	\$80,000.00	
8	Machinery & Equipments			Hectare	\$6,000.00	\$120,000.00	\$300,000.00	\$600,000.00	
9	infraestructure & Installations			Total	\$6,000.00	\$80,000.00	\$80,000.00	\$80,000.00	
0	vehicule (small and medium trucks)			Total	\$80,000.00	\$80,000.00	\$80,000.00	\$140,000.00	
1	Furniture & Office equipment			Total	\$30,000.00	\$30,000.00	\$30,000.00	\$30,000.00	
2	Licenses,permits,fees (TAZA 7)			Total	\$40,000.00	\$40,000.00	\$40,000.00	\$40,000.00	
3	Working Capital			Total		\$200,000.00	\$450,000.00	\$850,000.00	
4	Hand of labor								
5	Direct &indirect materials								
6	Admin Expenses								
7	General Expenses								
8	Others				\$5,540.00	\$110,800.00	\$243,000.00	\$457,500.00	
9	TOTAL ESTIMATED INVESTMENT				\$371,604.00	\$2,217,800.00	\$6,895,500.00	\$13,062,500.00	
0	Average Investment / Hectare				\$371,694.00	\$160,890.00	\$137,910.00	\$130,625.00	



	A	B	C	D	E	F	G	H	I	J	K	L
1												
2	HEMP / CBD PROJECT											
3	ESTIMATED / CASH FLOW FOR BIO MASS PRODUCTION											
4	values estimated depending of several business strategies.											
5											TOTAL ESTIMATED INVESTMENT	
6												
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15.) CURRICULUM VITAE OF EXECUTIVES



CARLOS ARMANDO GUZMAN ALVEAR

DOB: 11.13.1965

Place of Birth: Guayaquil – Ecuador

Education:

➤ **Coltrane Webb Elementary**

61 Spring St NW,
Concord, NC 28025 USA
Phone: (704) 782-5912

➤ **Concord North Carolina Middle High School**

1500 Gold Rush Drive
Concord, NC 28025 USA
Phone: (704) 786-4121

➤ **Colegio Americano International**

Manuel Benigno Cueva N80 - 190 Urb.
Carcelén P.O. Box 17-01-157
(Quito-Ecuador)

➤ **Colegio Alberto Einstein,**

Av. Diego Vásquez de Cepeda N77-157
Casilla Postal 17- 11-5018
(Quito-Ecuador)

➤ **North Carolina State University (NC State)** Achieved 2 masters from NC State University: 1st Masters through USA Army GI Bill, in International Economy & 2nd Masters in International Banking and Finance at NC State University.

203 Peele Hall, Campus Box 7103.
Raleigh, NC 27695-7103 - USA
Phone: (919) 515-2011

➤ **Work Experience:**

1992-1994

Inter-American Development Bank in Washington DC (IDB) financial risk assessment management desk. Then Transferred to South Asian Monetary Fund (Tokyo).

1994- 1995

South Asian Monetary Fund Tokyo Japan. Financial Obligations Control Department

1995-1996

Saudi Finance Group in-ground mineral factoring and transnational operational banking. (same group as Julphar - Gulf Pharmaceuticals)

1996-1999

Business and Investment Coordinator for Julpharma Del Ecuador, Branch of Gulf Pharmaceuticals Julphar (Production of Generic Medicine). My Job was to coordinate the opening of new business and financial medical investments for new markets in Central and South America, and Saudi Finance Group London.

1999-2005

Worked for Golden Technology and then for Fallon Mining Company out of Lovelock, Nevada USA and Quito-Ecuador SA, and held the position of International Liaison & Banking. My work consisted in placing (Valued Precious Mineral Titles) through valued deeds of



precious mineral reserves (Silver, Gold & Platinum) abroad of the United States; Such as in Switzerland, Holland, Germany, Peru and Ecuador. The Fallon Mining Company rented out its proven precious mineral collateral to and for different private financial businesses banking entities in the above motioned countries and which would incur in too a direct association and/or corporate partnership (Joint Venture) with FMC, Inc. During my work with Fallon Mining in Lima – Peru & Quito-Ecuador.

- **To Date:** As of 2006 and Currently President of International Bio Power Corporation EVTE S.L. (Toledo –Spain) IBP USA Inc., out of Houston Texas USA).
- **Military Back Ground:**

Regimental Command Sergeant Major Command Sergeant Major Carlos Armando Guzman was born in Guayaquil, Ecuador. He enlisted in the United States Army in August 1984-1992. CSM Guzman attended Basic Training at Fort Bragg, North Carolina, and Advanced Special Forces Individual Training branch of the 82nd Airborne at Fort Eustis, Virginia, as a Tactical and Weapons Specialist and extended training into Personnel Management Coordinator and Reconnaissance and Assault Units. Command Sergeant Major Guzman’s assignments include two active combat tours in Bosnia, Weapons Transportation Specialist, Transportation Battalion, Russelsheim, Germany,, 30th Movement Control Team, Bamberg, Germany; Movement Supervisor, 82d Airborne Division, Fort Bragg, North Carolina; Small Group Leader and Operations Sergeant, Airborne Corps NCO Academy, Fort Bragg, North Carolina; Branch Sergeant Major for the troops transportation Branch, Human Resource Command. His military education includes: Master in Business Arts International Finance and Economy from the North Carolina State University (GI Bill), Special Traffic Management Coordinator (88N) Course, Warrior Leader Course, Basic Noncommissioned Officer Course, Advance Non-commissioned Officer Course, First Sergeant Course, the United States Army Sergeants Major Academy Class 40, Airborne School, and Drill Sergeant School. Command Sergeant Major Guzman has earned a Masters’ Degree with the North Carolina State University. His awards and decorations include the Bronze Star Medal, Purple Heart and Combat Ribbons for and during Eastern Europe- Bosnia conflict deployment, Drill Sergeant Identification Badge, and Parachutist Badge. He is the member of the Sergeant Murphy Club and he has received the Order of Saint Christopher Award in 1990. Discharged in 1992.

Carlos Armando Guzman Alvear





DATOS PERSONALES

Nacionalidad: Colombiano

Residencia: Ecuador

CI: 1715347520

Celular: +5939 98 036 80 14

E-mail: gernandezh@gmail.com

REFERENCIAS PROFESIONALES

Sr. James Brown H.
Teléfonos: 099-4040001

Pablo Monard
Gerente General
Flor Eloy.
Teléfonos: 099-9568239

Ing. Nicolás Dávalos. Vicepresidente
Ejecutivo
Queen Roses.
Teléfonos: 098-9640333

Dr. José Roberto Camacho. Gerente
General
Hacienda Niña María.
Teléfono: 099-9444516

Ing. Luis Guillermo Vargas. Gerente
Técnico Florequisa. Teléfono: 099-
9766958

Luis Germán Hernández Contreras

PERFIL

Dinámico, creativo, orientado al logro, con amplia capacidad para organizar, direccionar, transmitir y trabajar en equipo; sus mayores fortalezas se fundamentan en la experiencia como consultor y asesor en todos los procesos de producción de rosa y agrícolas de forma sostenida; optimización y eficacia en todos los recursos e insumos, así como la reducción de procesos y procedimientos que no agreguen valor.

Esta experiencia se respalda con sus amplios y actualizados conocimientos en las áreas Agronómicas, Fisiológica, Sanitaria, Nutricional, Orgánica, Biológica, de propagación y mejoramiento, aplicados a la Planeación, Seguimiento y Evaluación.

FORMACIÓN

Ingeniero agrónomo, Universidad Nacional de Bogotá-Colombia. Postgrado en manejo de suelos bajo invernadero, Universidad Jorge Tadeo Lozano Bogotá-Colombia
Especialista en Fisiología de cultivos, del Instituto Colombiano Agropecuario ICA Bogotá-Colombia
Virología, cultivo de tejidos meristemáticos; plagas y enfermedades en flores; nutrición vegetal en cultivos florícolas; riego y fertilización; fisiología de flor cortada; procesos de pos cosecha; calidad total y ambientación de invernaderos.

EXPERIENCIA

COLOMBIA:

1985 - 1996

Grupo Benilda: Director Técnico.

Grupo Clavecol: Director Técnico Rosas

Grupo HOSA: Gerente Técnico Área de Rosas

ECUADOR:

1994 - 2014

Grupo Denmar: Gerente de Producción, **Empresa Planterra, Bella Rosa, Mystic Flowers** – Accionista/Fundador, **Grupo Premium Quality Rose Inc., Grupo Agroflora, Grupo Roses & Roses, Florana Frams, Rose Connection, Agrifeg. Natuflor, Tambo Roses, Flor Eloy, Flormachachi, Rosedal, Agrosanalfonso, Grupo Florifrut, Grupo Sisapamba, Letiflor:** Accionista-Asesor-Fundador. **Sisari Farm, Flor Equisa, Hacienda Niña María, P&H Flowers:** Socio Propietario

MÉXICO:

2005-2006-2007

IDOM Ingeniería y Consultoría (Bilbao, España)

Programa integral de apoyo a pequeñas y medianas empresas. EuropeAid/116874/C/SV/MX "Desarrollo de agrupaciones para el sector florícola: retos para la competitividad internacional".



LUIS RENATO GUZMÁN

International Business Engineer

Personal Information:

Date of birth: 1971-03-11
Address: Gaspar de Villaroel 165. Quito - Ecuador
Phone: +593999448155
E-mail: lrenatoguzman@gmail.com

➤ **SUMMARY:**

Most part of my working experience is in handling exportation, and commercialization of export products that are produced by Ecuador, these products are mainly Roses and flowers but I also have strong experience in the sales of coffee, cacao and chocolates to Europe, Russia, North America, Ex-Soviet Unión, and parts of Asia and China.

➤ **PROFESSIONAL STRENGTHS**

Surely my strengths are negotiations, opening markets, and launching of new products in the commercial aspect. But I have also handled administrative, and area planning in all of the companies that I have worked for. My greatest strength is finding, or increasing sales of new types of businesses that produce interesting gains for the company.

SKILL	SOFTWARE
COMMUNICATION ■■■	MICROSOFT OFFICE ■■■■
LEADERSHIP ■■■■	
PROBLEM SOLVING ■■■■	
RELIABLE AND PUNCTUAL ■■■■	
TEAM WORK ■■■■	



➤ **WORK EXPERIENCE EXPERIENCE**

• 1990 ----- TECHNICAL MECHANIC
• 1993 ----- NISSAN of ECUADOR - QUITO, ECUADOR / SALES MANAGER
• 1994 - 1996 ---- IMBAUTO, CAR DEALERSHIP. QUITO, ECUADOR
• 1997 -1998 ----- Sales Manager to Ecuador / SUTIMEX PHARMACY, Brazilian Pharmaceutical Producer.
• 1999 -2004 ----- SALES MANAGER / HOJA VERDE, GROUP OF FARMS ROSE EXPORTERS
• 2005 -2007 ----- Sales & Administrative Manager QUALISA, Dutch/Ecuadorian Rose Farms.
• 2008 -2010 ----- SALES MANAGER AGROFLORA, GROUP ROSES EXPORT & PRODUCERS.
• 2011 -2014 ----- SALES & ADMINISTRATIVE MANAGER HOJA VERDE, COFFEE, CACAO, CHOCOLATE, PRODUCER & EXPORTER
• 2015 -2016 ----- Sales Manager GROUP GALAXY , Roses Producer, Russian / Ecuadorian Company
• 2017 ----- SALES MANAGER FLORANA FARMS, ROSES, AND FLOWERS PRODUCER.
• 2017 -2019 ---- SELF-OWNED TRADE COMPANY FLOWEREPUBLIC, EXPORT IMPORT TRADER .

➤ **EDUCATION**

• 1996 - Universidad Tecnologica Equinoccial UTE – Quito Ecuador Achieved a degree in International Business Engineer
• 1989 - Military School A.N.A.N - Quito, Ecuador Achieved a High School Diploma
• 1985 - INTISANA - Quito, Ecuador High School

➤ **LANGUAGES**

• English
• Spanish

➤ **REFERENCES**

• Upon Request



DAVID LEE JUNG

12633 Memorial Dr. # 90
Houston, TX 77024, USA
Mobil (832) -863-8177
d.jung@ibpcorp.biz

Born: November: 12, 1985, Republic of Korea
Citizenship: United States of America
International Biopower Corp ETVA (May 2016 - Present)

➤ **TO DATE: CO-FOUNDER ALONG WITH ARMANDO GUZMAN OF IBP USA INC. HOUSTON, TEXAS UNITED STATES AND CURRENTLY SERVING AS COO/CFO For IBP USA INC.**

➤ **COMMODITIES TRADE AND IN OIL TRADE, DERIVATIVES OF FOSSIL FUELS,**

- Managed the Commodity Trade Division of IBP which included oil and other hydrocarbon derivatives, in addition to other commonly traded commodities, such as perishable commodities such as ocean products.
- Oversaw the marketing and branding campaigns for IBP.
- Responsible for the development of new ventures in conjunction with other partners and strategic implementation thereof.

➤ **MANAGED THE COMMODITY TRADE DIVISION OF IBP;** which included Russian crude oil and other hydrocarbon derivatives, in addition to other commonly traded commodities. **(Jet Fuel, JP54, D2, D6, En905, Gasoline Ron 95 octanes, Mazut, Pet Koke, Bunker and other products such as Gold and other precious metals).**

➤ **WELCO INTERNATIONAL INC. (JULY 2012 - DECEMBER 2015)**

Vice President:

- Assist the President with managing the operations of the company.
- Responsible for developing a client base in specific shale development plays.
- Devised an overall game-plan for developing the new strategic business centered in Permian Basin.
- Coordinated with the manufacturers and distributors to fulfill and implement strategic pad drilling projects.
- Was responsible for analysis of market trends, industry publications, and other related information to accurately project future customer needs.



➤ **AMERIG SOLUTIONS LLC (JUNE 2011-OCTOBER 2011) [CONTRACTED CONSULTANT]**

Business Development Manager:

- Was specifically assigned to manage the marketing and development efforts of the new subsidiary company GDS in Colombia for bulk of the time.
- Assist the GDS GM with maturing the operations of the company locally all while maintaining clear lines of communication and coordinating efforts with the China and US offices.
- Responsible for developing a client base in Colombia for mud pump and BOP spare parts as well as managing logistics.
- Lead a local Colombian design team in creating a professional website for GDS along with other IT needs like emails, server, and other related systems.
- Devised an overall game-plan for developing the new corporations business headquartered in Colombia while manufacturing the equipment itself in China and the US.
- Coordinated with the GDS GM to build and expand the Bogota office and while progressing the local team.
- Created new brochures and catalogs for marketing equipment in conjunction with the needs of the sales team.
- Was responsible for researching market trends, industry publications, and other related information to accurately project and understand the marketplace then writing reports with conclusions and projections.

➤ **TEXAS FIRST INDUSTRIAL CORP. (MAY 2009-MAY 2011 AND NOVEMBER 2011 - JULY 2012)**

Marketing Manager:

- Managed communications concerning marketing between the desires and realities faced by each of the GMs of the Beijing, Bogota, and Houston locations with the game-plan of the VP of Sales and the obstacles faced by the sales team.
- Was responsible for all trade shows, including the OTC from designing the individual marketing walls for the booth to handling all the related paperwork within spec and given budget.
- Designed from scratch and updating the new corporate website and overseeing the maintenance of the sales information contained within.
- Proposed new marketing strategies, developed them, and followed through with the approved proposals adjusting for the ever shifting circumstances accordingly.
- Created new brochures and catalogs for marketing equipment in conjunction with the needs of the sales team.
- Coordinated with the Sales VP to ensure the sales team had been provided with all the information and marketing material necessary.
- Organized corporate gifts and other means to increase brand image and project company marketing interests.
- Was responsible for leading the research of market trends, industry publications, and other related information to accurately project and understand the marketplace. Also was responsible for leading analysis presentations to the rest of the company managers.

➤ **INTEGRATED EQUIPMENT INCORP. (SUMMERS 2005-2008)**

Intern (May-August ~4 months each year)

➤ **Summer 2008 Parts Department**

- Packaged together BOP seal kits and sent them to the China manufacturing plants.
- Managed the BOP parts logistics and was responsible for coordinating updates of That information with both the warehouse manager as well as the parts manager electronically.

➤ **Summer 2007 Engineering Department**

- Assisted the engineers with various tasks necessitated including making backup scans of all old drawings into electronic versions.
- Responsible for creating a new electronic filing system to help the engineers organize all the designs and drawings onto the server.



➤ **Summer 2006 Sales Department**

- Responsible for assisting the sales team members coordinate trips and organize invoices along with learning the equipment.
- Worked with IT for the sales department in information redundancy for corporate security.

➤ **Summer 2005 Accounting Department**

- Worked as an assistant to the company controller managing his communiqués and paperwork.
- Organized back files and helped institutionalize a new filing system for easier data management.

➤ **COUNTRIES WORKED IN:**

USA –México –Colombia –Ecuador –UAE –Nigeria –England –Australia -PR China -Republic of South Korea –Romania –Tunisia –Norway – Venezuela –Brazil –Egypt –Qatar -Canada

➤ **EDUCATION:**

Baylor University (2004-2009)
Political Science
Sociology Communication

Memorial High School (2000-2004)
Houston, Texas

➤ **LANGUAGES:**

English
Korean
Spanish



HOJA DE VIDA



Pedro Marcelo Boezio Alvear

➤ DATOS PERSONALES

NOMBRES Y APELLIDOS: Pedro Marcelo Boezio Alvear
DOCUMENTO DE IDENTIDAD: 0801234089
FECHA DE NACIMIENTO: 27 de Junio de 1966
ESTADO CIVIL: Divorciado
DIRECCIÓN: Quinindé Vía Malimpia km 4
TELÉFONO: 0998036489
E-MAIL: marcelobozio@hotmail.com

➤ FORMACIÓN ACADÉMICA

ESTUDIOS SECUNDARIOS:

Institución educativa:	Colegio Pio XII Santo Domingo
Bachillerato de Especialidad:	Humanidades Modernas

ESTUDIOS SUPERIORES:

Ord.	Pregrado:	
1	Universidad:	La Católica
	Título:	No terminado



➤ TALLERES Y CURSOS DE ESPECIALIZACION

Seminarios de Palma Africana: Asociación de Palmicultores
Seminarios Florícolas: Quito Anchola Alto

➤ EXPERIENCIA LABORAL

Empresa: Camaronera ECRUSA
Tiempo: 4 años
Cargo: Subjefe de campo "Camaronera"
Funciones: Análisis de producción
Control de personal y adquisiciones

Empresa: Anchola Alto
Tiempo: 4 años
Cargo: Jefe de Pos Cosecha
Funciones: Producción y calidad de flor de exportación

Empresa: Propietario y productor de Palma Africana
Cargo: Dueño
Tiempo: 20 años y actual
Funciones: Administración y producción

➤ REFERENCIA PERSONALES Y LABORALES

Referencias Personales

Ing. Edwin Chica	Amigo	Teléf. 0993712553
Sr. Mario Ortiz	Amigo	Teléf. 0997979288
Tnlga. Gladys Cabeza	Amiga	Teléf. 0984048777



DAVID CARRIÓN MORA

Abogado litigante; Magister en Derecho Internacional Económico por la Universidad Andina Simón Bolívar, sede Ecuador; Diplomado en Derecho Administrativo Iberoamericano por la Universidad de La Coruña, España; Cursando Diplomado Internacional en Derechos Humanos por la Universidad de Salamanca España; Certificación Internacional sobre Integración y Realidad Social de América Latina por el BID; Investigador; ponente; y, escritor de opinión.

Dirección

Calle Santa Teresa N70-157 y Alfonso del Hierro. Edificio Santa Teresa, Dpto. 3B.
Quito, Ecuador
Teléfono **593 450 2990**
Móvil **593 099 509 1596**
Email carriondf@gmail.com
Personal Fecha de nacimiento: 21 de junio de 1978

Estado civil: Divorciado

Nacionalidad: Ecuatoriana

Experiencia profesional:

Actualmente

Socio y Director de las Áreas Constitucional y Contencioso

Administrativo en OCAÑA & OCAÑA Firma de Abogados

Julio 2018

www.ocanabogados.com

Diciembre 2017 Julio 2018

Ministerio de Inclusión Económica y Social

Av. 9 de Octubre y Robles, Quito – Ecuador

Director Nacional de Patrocinio

- Elaborar planes, programas y proyectos, definir indicadores y metas articulados a la política pública dentro del ámbito de su competencia;
- Proponer políticas, instrumentos jurídicos y procedimientos para el desempeño de su ámbito de acción;
- Dirigir, acompañar, apoyar y asesorar a las unidades desconcentradas en la ejecución e implementación de la política pública dentro de su ámbito de competencia;
- Ejercer la representación judicial y extrajudicial a nivel central en los procesos delegados por la autoridad competente, y brindar apoyo a nivel desconcentrado;
- Conocer y sustanciar los reclamos y recursos administrativos de la Institución;
- Gestionar con las entidades competentes la defensa jurídica de Estado Ecuatoriano en el ámbito de las competencias institucionales, tanto a nivel central como desconcentrado;
- Atender los requerimientos de los organismos jurisdiccionales y de administración de justicia, asociados a los recursos administrativos;



- Absolver las consultas de las distintas unidades administrativas en temas de patrocinio judicial;

Septiembre 2017- Diciembre 2017

Ministerio de Agricultura.

Av. Eloy Alfaro y Av. Amazonas, Quito - Ecuador

Octubre 2014 – Septiembre 2017

Director Nacional de Patrocinio Judicial

Las funciones que desempeñé son las siguientes:

- Patrocinar al MAGAP dentro de las jurisdicciones: administrativas, constitucional, judicial y arbitral;
- Defender los intereses de este ministerio en audiencias y diligencias judiciales y extrajudiciales, en todas las instancias, judiciales, administrativas y arbitrales;
- Revisar y direccionar escritas ante los órganos judiciales, administrativos y arbitrales;
- Controlar el debido proceso;
- Sustanciar recursos administrativos que de conformidad con la Ley le corresponda;
- Emitir criterios jurídicos;
- Realizar, de ser necesario, inspecciones a los predios cuyos recursos administrativos se tramiten en esta Dirección;
- Informar del estado procesal tanto de los procesos judiciales como de los expedientes administrativos;
- Consolidar y supervisar el plan operativo anual de la Dirección;
- Administrar y controlar las actividades y el personal de la Dirección a su cargo

Octubre 2014 – Septiembre 2017

Agencia de Regulación y Control de las Telecomunicaciones

ARCOTEL. En La Diego de Almagro y Alpallana, Edificio Senatel,

Procurador Judicial - Quito – Ecuador

Las funciones que desempeñé fueron las siguientes:

- Defensa institucional en el área de patrocinio, todo lo concerniente a Derecho Procesal Administrativo, Civil y Constitucional.
- Emitir criterios jurídicos, estudio y elaboración de la correspondiente defensa institucional ante los organismos de administración de justicia tales como: Corte Constitucional Corte Nacional de Justicia, Cortes Provinciales, Tribunales Contenciosos Administrativos y Fiscales, Judiciales y de Soluciones alternativas de conflictos.
- Estudio, preparación y elaboración de demandas a ser suscritas por el Director y/o por el Ministro de Telecomunicaciones.
- Contestación a demandas propuestas en contra de la Agencia, elaboración de pruebas y alegatos. Preparación y comparecencia a audiencias públicas y de estrados. Estudio y elaboración de apelaciones.
- Estudio, análisis, investigación y absolución de consultas jurídicas y elaboración de contestaciones oficios emitidos por los diferentes órganos de administración de justicia.



Tektron Cia Ltda

Febrero 2012 – Octubre 014

Gonzalo Zaldumbide N48C y Calle A. Quito – Ecuador **Director Jurídico**

Las funciones que desempeñé fueron las siguientes:

- Asesorar al nivel gerencial directivo y ejecutivo y a los demás directivos de la compañía en asuntos de orden jurídico.
- Programar, organizar, dirigir, coordinar y controlar las actividades relacionadas con estudios jurídicos, patrocinio legal y contrataciones.
- Estudiar y emitir dictámenes de carácter jurídico y legal sobre los asuntos que le sean sometidos.
- Intervenir en los trámites legales, judiciales y extrajudiciales que le competan a la empresa.
- Mantener un archivo actualizado y especializado de procesos y documentación correspondiente a las actividades de asesoría jurídica.
- Presentar al Gerente informes periódicos de labores.
- Participar y vigilar el trámite de los procesos civiles, penales, laborales que llegaren a proponerse o propuestos contra la compañía o que ésta inicie contra terceros.
- Revisar los documentos habilitantes previa a la celebración de los contratos y convenios observando el cumplimiento de todas las disposiciones legales.
- Emitir informes y absolver consultas relacionadas con la aplicación de la Leyes en general y más disposiciones legales afines vigentes.
- Procurar el mejoramiento continuo de los procesos de la Dirección.

Enero 05– Enero 2012

Carrión y Carrión Law Firm, Asesoría Legal Independiente

- Asesoría integral legal tanto a personas como empresas en temas relacionados con las siguientes áreas:
- Ley de Contratación Pública y el sistema nacional de compras públicas: capacitador a nivel nacional contratado por el Ministerio de Productividad para brindar talleres de capacitación a Micro y Medianos Empresarios.
- Derecho Laboral: asesoría y elaboración de demandas laborales, contestación a demandas laborales, procedimiento laboral y seguimiento de causas, elaboración de contratos laborales, elaboración de vistos buenos por diferentes causales, mediación en asuntos laborales.
- Derecho Civil: asesoría y elaboración de todo tipo de contratos, elaboración de diferentes demandas civiles, contestación a demandas, procedimiento civil y seguimiento de causas, elaboración de todo tipo de minutas, mediación en asuntos civiles.
- Derecho Penal: asesoría y elaboración de denuncias y demandas en causas de carácter públicas y privadas, contestaciones a demandas, comparecencia a diferentes tipo de audiencias, seguimiento del procedimiento penal.
- Derecho Migratorio: asesoría para la obtención de las diferentes tipos de categorías migratorias para emigrantes y no emigrantes.
- Derecho de Marcas: obtención y registro de marcas, servicios, lemas y patentes comerciales.
- Además tuve a cargo el desempeño profesional y laboral de cuatro empleados dentro de mi oficina particular.



Abril 05 – Enero 06

QUITOVIVIENDA CEM EMPRESA DE ECONOMIA MIXTA

Calle García Moreno y Rocafuerte, Quito, Ecuador

Gerente Legal

- QUITOVIVIENDA CEM, hoy una compañía disuelta y absorbida por INNOVAR UIO, fue una empresa de economía mixta encargada de la venta de lotes de terreno en la ciudad de Quito, a promotores y constructores para el desarrollo de importantes proyectos urbanísticos.
- Dentro del desenvolvimiento de mi trabajo tenía a cargo, la asesoría integral a la compañía; seguir los procesos públicos de adjudicación de los lotes de terreno a los constructores, cumpliendo las leyes y normativas vigentes, así como la elaboración de minutas de promesa de compraventa, compraventas definitivas, elaboración de todo tipo de contratos.

Septiembre 03 – Diciembre 04

Estudio Jurídico Álvarez y Asociados, con el cargo de Asistente

Legal en la Av. Colon y 9 de octubre, Edificio Solamar

Quito-Ecuador

- Álvarez y Asociados es un mediano estudio Jurídico de la Capital, con asesoría legal a diferentes empresas.
- Dentro del desenvolvimiento de mi trabajo tenía a cargo, el seguimiento de todo tipo de procesos encargados al Estudio, especialmente los relacionados a las áreas Civil y Societaria. Asistencia directa a los abogados socios del estudio.

Enero 02 – Junio 03

American Embassy

Av. Patria y Seis de Diciembre, Quito, Ecuador

Cooperative Store Manager

Dentro del desenvolvimiento de mí trabajo tenía a cargo la administración general del comisariato localizado en el interior de la Embajada Estadounidense, el trato con proveedores internacionales para el abastecimiento del mismo. La contratación con la empresa naviera para la importación y transporte de los productos, que serían vendidos al interior del comisariato. Llevar el inventario y contabilidad del comisariato. Mantener reuniones periódicas con la Junta del Comisariato para informes y reportes acerca de la administración del mismo.

Instrucción Formal:

- Universidad Andina Simón Bolívar, Sede Ecuador, 2014 – 2016 Master en Derecho, Maestría en Investigación, Mención en Derecho Internacional Económico. (Egresado, elaborando tesis).
- Universidad de la Coruña, España, 2017 Diplomado en Derecho Administrativo Iberoamericano.
- Cite Business Intelligence, Quito – Ecuador 2014 – 2015 Programa de Maestría en los Negocios, Master Business.
- Universidad Técnica Particular de Loja, Quito, Ecuador 1997 - 2003 Abogado de los Juzgados y Tribunales de la Republica.
- Universidad Técnica Particular de Loja, Quito, Ecuador 1997 – 1999 Licenciado en Ciencias Políticas y Económicas.
- Escuela de Idiomas Escuela Politécnica Nacional, Quito, Ecuador 2001 – 2003 Curso inglés, nivel avanzado.
- Colegio Javeriano, Quito, Ecuador 1991 – 1996 Bachiller en especialización Físico - Matemático.
- **Escuela Borja 2.**



Capacitación reciente:

- 20 marzo al 25 abril de 2017. Banco Interamericano de Desarrollo BID. Curso: "Tratados Comerciales en América Latina". Aprobación, 36 horas. 3, 4, 5 de octubre de 2016.
 - 16 de mayo de 2016 Universidad Externado de Colombia. Curso: "Arbitraje Internacional". 9 horas. 8 videos cursos.
 - 22, 23 24 de junio de 2016. Procuraduría General del Estado. Seminario Taller: "La oralidad en el COGEP". Asistencia 9 horas
 - 23 de mayo de 2016. Universidad Andina. Conferencia: "Desafíos del modelo procesal ecuatoriano ante la vigencia del Código Orgánico General de Procesos. Asistencia 3 horas.
 - 21 al 25 de septiembre de 2015. Universidad De Los Hemisferios. Conferencias: "El Sistema Oral según el Código Orgánico General de Procesos COGEP". Asistencia, 12 horas.
 - 27 al 28 de agosto de 2015. Ediciones Legales. Seminario: "Nuevo Código Orgánico General de Procesos." Aprobación, 20 horas.
 - 25 y 26 de agosto; 1 y 2 de septiembre de 2015. PUCE. Conferencias: "Código Orgánico General de Procesos". Asistencia, 12 horas.
 - 23 junio al 4 de agosto de 2015. Banco Interamericano de Desarrollo BID. Curso: "Realidad Macroeconómica Latinoamericana". Aprobación, 36 horas.
 - 30 junio al 10 de agosto de 2015. Banco Interamericano de Desarrollo BID. Curso: "Asociaciones Público Privadas". Aprobación, 36 horas.
 - 21 de abril al 11 de mayo de 2015. Agencia de Regulación y Control de las Telecomunicaciones ARCOTEL. Curso: "Sistema de Gestión Documental QUIPUX". Aprobación, 16 horas.
 - 9 de junio de 2015. Universidad Andina Simón Bolívar UASB. Conferencia: "Interpretación Prejudicial y la Agenda Positiva". Asistencia, 3 horas.
 - 18 de mayo de 2015. Universidad Andina Simón Bolívar UASB. Mesa de diálogo: "Reformas al Código del Trabajo". Asistencia, 3 horas.
- Conferencista en la VI Conferencia Internacional de Derecho Económico. Universidad Andina Simón Bolívar.

Aportes Académicos:

Experiencia técnica:

Tecnología Utilizada por última vez

Microsoft Office, Excel, Word, Power Point Profesional de Windows, Internet Explorer, Mozilla Firefox navegadores.

Habilidades adicionales:

Inglés - fluido
Español - lengua maternal

Referencias:

- Dr. Rodrigo Porras Montufar Socio Fundador AEQUIM Abogados,
Telf. 2455977 – 0989397902

- Dr. Oscar Álvarez
Gerente General Álvarez y Asociados, Abogados
Telf. 3430 530 – 099 5368 638



Rodrigo Jarrin

Lawyer

+593-997774310 · rodrigo.jarrin@gmail.com

Skills

Leadership Skills

Excellent Communication Skills

Team Leadership

Strategic Planning

Employment Laws

Contract Negotiation Skills

Mediation Skills

Regulatory Compliance

Languages

English

Spanish

Hobbies

Rock Climbing - Trekking - Cycling

Profile

Since obtaining his law degree in 2011, he has been growing holistically. Life has taught him that nowadays you need to have different tools to adapt to a constantly changing collective reality. There are two words that have made him understand human relationships better: interconnection and interdependence. Resilience is the way in which he has taken up the challenge of creating a more balanced society.

Free practice lawyer with approximately 9 years of experience. He started with the cannabis spokesperson in 2017 in Ecuador. He took on the challenge of coordinating with other professionals the creation of the Association of Medicinal and Industrial Cannabis in Ecuador (ASOCAMEIN). His experience in the design and management of social projects with indigenous communities and other sectors, will serve as support to connect the nascent cannabis industry of Ecuador, with potential allies in the value chain.

Employment History

Freelance Lawyer, Quito

July 2011 – November 2020

Services provided to different companies, communities and people in general

President of Amaku Non - Profit, Co-Funder, Quito

March 2017 – November 2020

Non-profit established to take care of the environment and communities in danger

General Manager / Owner, El Casero Ahorrador Cia. Ltda., Quito

April 2018 – November 2020

Company dedicated to sell organic products

General Manager, Trizaquelzen Cia. Ltda, Quito

February 2013 – September 2017

Broker company dedicated to distribute different commodities from Ecuador to markets in USA and Europe.

Education

Master in Internation Tax Law, Leiden University, Leiden

August 2011 – July 2012

Lawyer, Universidad San Francisco de Quito, Quito

January 2006 – July 2011

Extra-curricular activities

Yoga Instructor, Quito

March 2015 – November 2020

Certified Yoga Instructor



Dirección: Afganistan N
40-188 y de las
Almonedas Urb Quito
Tenis, Quito Ecuador
Proetel Ingenieros

Teléfonos: 0994-920-474 022-331-6694
E-mail: josesaenz@yahoo.com

HOJA DE VIDA

José Rafael Sáenz Borja

Información personal	▪ Fecha de Nacimiento:	12 Febrero 1968
	▪ Lugar de nacimiento:	Quito - Ecuador
	▪ Nacionalidad:	ecuatoriano
	▪ Estado civil:	Casado
Educación	Primaria	
	1974 - 1977	Colegio Ecuatoriano Suizo Quito-Ecuador
	1977 - 1980	Colegio Intisana Quito-Ecuador
	Secundaria	
	1980 - 1986	Colegio Intisana Quito-Ecuador
	1984 - 1986	SECAP Mecánica Automotriz Superior
	1986 - 1988	American Junior College. Administración de Empresas
	1990 - 1993	I.C.M. Instituto Superior de Ciencias Mercantiles Administración de Empresas

Experiencia laboral

- 2019 Hasta la fecha**
Importación y venta de vinos portugueses Marcolino Sebo
- 2014- 2019**
Garanticars s.a Concesionario de compra - venta - consignación de vehículos nuevos y seminuevos. Gerente.
- 2007 -2013**
Gerente, Micro turbinas CAPSTONE (Representante para el Ecuador) Micro Turbinas para generación eléctrica limpia y renovable, a partir de desechos orgánicos, rellenos sanitarios, Bio-digestores , gases metanos y gases amargos provenientes de la explotación petrolera.
- 2008 -2013**
IBP. Corp. International Bio Power, Promotor, (Proyecto para la generación de bio combustibles a partir de alga marina y desecho de palma africana).



2003 – 2007

Taller mecánico multimarca Autodosmil Gerente. Asociado a la Compañía Locsat S.A. (Localización Satelital) Dispositivo para Rastreo y Monitoreo de vehículos y flotas.

1997 – 2003

Proyecto habitacional El Portal de Chimbacalle, Promotor en sociedad con el Banco Solidario. Construcción de 20 departamentos, Ventas, miembro de la Junta de Fideicomiso.

Desarrollo proyecto habitacional Manta Azul, 40 unidades de vivienda de interés social.

Urbanización El Conde, desarrollo de 70 lotes de terreno, en sociedad con el Banco Unión y la compañía Coviprov de la Prefectura Provincial de Pichincha.

1995 – 1996

Secretario particular del Presidente de la Junta Monetaria del Ecuador.

1992–1995

Delmesa Cía. Ltda. Alfombras Ornato, Fábrica de alfombras de pared a pared. Gerente de ventas.

1989 - 1992

Cambiaria C&F Comercial y Fiduciaria, (Financiera y Casa de Cambios) Trader y Mesa de dinero.

1988 – 1989

Financiera FINVAL, (Finanzas y Valores S.A.) Trader

1986 – 1988

Andesa Cía. Ltda. Repuestos General Motors, Jefe de bodega

Cursos

Manejo de Windows e Internet

El mercado cambiario Ecuatoriano, Bolsa de Valores de Quito 1990.

Ley de mercado de valores, Bolsa de Valores de Quito 1991.

El Fideicomiso Mercantil, Cámara de Comercio de Quito 1996

Aplicaciones del Fideicomiso mercantil, Bogotá Colombia 1997.

Proyectos de vivienda de interés social, Colegio de Ingenieros de Pichincha 1999.

Gerencia de proyectos, CEFE, 2000.

Generación de energía renovable, GUIARQ S.L. – 2004.

Manejo de desechos, para la generación de energía renovable y producción de

bio abonos, Capstone Microtubines – 2008.



Lucía Verónica Carrera Racines,

Fecha de nacimiento:
29 de marzo de 1970.

Lugar de Nacimiento:
Quito, Ecuador

Dirección:
Primavera 2 en Cumbaya, Ecuador

Celular: +593 99 980 1915

Veronica Carrera: volavero@hotmail.com

Educación Superior:

- Estudio historia del arte a los 19 años junto a la carrera de Diseño Gráfico.
- A los 21 años estudio Cine y Televisión con especialidad en Escenografía y Producción en España.
- A los 24 años tomo talleres de cobre y pigmentación en Colombia con los hermanos Cayon.
- A los 25 años Aprendió Orfebrería con Pablo Andres King.
- Desde los 26 hasta la presente fecha 2020. Pinto los **cosmos, universos, cúmulos en técnicas mixta de óleo y acrílico.**
- Siempre he ido por la vida asimilando historias, mis experiencias han sido asombrosas y expresándolas en el arte a través de la **pintura y joyería.**
- He tomado talleres con diversos artistas de renombre ecuatorianos como Mina Salazar, Luigi Stronaiolo y Jorge Porras. Quienes siempre le han impulsado y acompañado a su propio estilo "**arte con sentido**". La misión y objetivo de vida de esta artista es "transcender el estado humano siendo Ángeles en este plano" así mismo es Terapeuta en Arterapia, **Maestra Reiki**, Terapeuta de Flores de Bach, herramientas q le ayudan a acompañar a otros en el transitar el estado humano. Para ella todos somos Seres Espirituales que venimos a vivir una experiencia humana, la misión es **AMAR SIENDO** quien realmente somos en este planeta para volver a casa.
- Desde temprana edad a desarrollado las artes plásticas en diversos campos y todos siempre le han llevado a colorear su vida y la de los demás a través de su expresión artística.

Es importante señalar que soy autodidacta de naturaleza buscadora de La Verdad. Venimos a vivir una experiencia humana, la misión es AMAR SIENDO quien realmente somos en este planeta para volver a casa.

"Ama para vivir y amarás el vivir"

Veronica Carrera R.



Silvestre Baraño 175 y Teléfono 2236298
La Gasca 0987380693
Correo-electrónico
x.viteri@ibpcorp.biz



Ximena Leticia Viteri Narváez

Información personal

- Estado civil: Soltera
- Nacionalidad: Ecuatoriana
- Lugar de nacimiento: Quito

Educación

Escuela Espejo
Colegio de América
Titusville High School, Titusville - Florida 1973 - 1974

Título Obtenido: Bachiller en Comercio y Administración, Modalidad Secretariado Bilingüe

Experiencia profesional

Financiera Nacional S.A.
Cajera (egresos-ingresos) y Secretaria del Departamento de Operaciones, Encargada de claves con bancos extranjeros y de valores en garantía, liquidaciones de créditos, supervisión, Firma Autorizada, Contraloría Regional (Mayo 1976-Agosto 1988)

Fundación Nuestros Jóvenes Sra. Mabel Terán
Secretaria Departamento de Voluntariado, reclutamiento de voluntarios, coordinación de reuniones, archivo, correspondencia (Noviembre 1988-Diciembre 1989)

Flores y Frutas, FLORIFRUT S: A.- Eco. Ricardo Canelos
Secretaria de Gerencia General, facturación y estados de cuenta mensuales de clientes, cobranzas, archivo, correspondencia en español e inglés, depósitos, emisión de cheques, libro bancos, caja chica, tesorería, adquisiciones de materiales (Agosto 1992-Agosto 1994)

Crespo Abogados S.A.- Dr Rodrigo Crespo Fabara
Secretaria de Gerencia General, caja chica, archivo, fax, correspondencia en español e inglés (Febrero 1995-Agosto 1996)

Asociación Tahal Idco / Proyecto Plan Maestro de Agua Potable y Alcantarillado - Ing. Moshe Gablinger



Secretaria Director del Proyecto, archivo, correspondencia en español e inglés, caja chica, internet (Septiembre 1996-Febrero 1998)

Flores Toacaso S.A. – Arq. Fernando Jarrin

Secretaria de Gerencia General, facturación y estados de cuenta de clientes, cobranzas, archivo, correspondencia en español e inglés, depósitos, emisión de cheques, libro bancos, conciliaciones bancarias, caja chica, tesorería, adquisiciones de materiales (Marzo 1998-Agosto 2000)

Transportes Noroccidental – Ing. Juan Carlos Andrade

Correspondencia, archivo, guías, traducciones, atención al cliente

American Bar Association /ABA – Justicia Penal Ecuador

Secretaria Ejecutiva – Director del Proyecto- Dr Carlos Arrobo

Coordinación de eventos de capacitaciones a operadores de justicia: fiscales, jueces, defensores, policías judiciales (Octubre 2006-Mayo 2010) en Quito, y otras ciudades como Loja, Cuenca, Esmeraldas, Riobamba, con instructores nacionales y extranjeros. Caja chica, adquisiciones reservas de hoteles, salones de conferencias, contratación de servicio de catering, pasajes aéreos

Nevado Ecuador – Sr Roberto Nevado

Asistente de Presidencia, Gerencia

Investigación en internet

Caja chica

Citas

Reservas de hoteles y tickets aéreos

Entrega de cheques a proveedores, tramites en bancos

Cobros y Depósitos en Banco del Exterior

I B P CORP.

Asistente de Presidencia y Gerencia / Supervisora Contable

Idiomas

Inglés: hablo, leo, escribo

Francés: 6 niveles

OTROS

Seminario sobre Control y Diseño de Formularios / Deloitte Haskings and Sellos

Seminario sobre aspectos prácticos de Cartas de Crédito / Funcionarios del Irving Trust Miami / dictado en Guayaquil

Seminario sobre Motivación y Desarrollo de Eficacia

Un Mes Pasantia en Chase Manhattan Bank N. Y:

Referencias

Mariana Salvador: Teléfono: 2190974



VIVIANA J. MORALES R.

INFORMACIÓN PERSONAL:

ESTADO CIVIL: Casada
NACIONALIDAD: Ecuatoriana
LUGAR Y FECHA DE NACIMIENTO: Quito febrero 17, 1969
CÉDULA DE IDENTIDAD: 1710573823
DOMICILIO: Obrero Independiente 476 y F
CELULAR: 0998875147
TELÉFONO: 023190017

vivijean-morales@hotmail.com

OBJETIVO: Trabajar en una empresa sólida en el área administrativa, mi experiencia de 30 años, es mi mejor carta de presentación, la cual acredita todo trabajo a mi encomendado, así como también las recomendaciones laborales que pueden emitir de mi persona.

➤ **EDUCACIÓN:**

Escuela Fiscal de niñas "Juan León Mera"
Colegio Fiscal Experimental de señoritas "Simón Bolívar"

➤ **TÍTULO OBTENIDO:**

Bachiller en Ciencias y administración Especialidad Secretariado Español

➤ **ESTUDIOS SUPERIORES:**

Red Metropolitana de Estudios Superiores Instituto Cordillera:

➤ **TÍTULO OBTENIDO:**

Tecnóloga en Administración de Empresas, especialidad Recursos Humanos

➤ **UNIVERSIDAD METROPOLITANA DE QUITO:**

Egresada de Ingeniera Comercial en Administración de Empresas

➤ **ESCUELA DE SECRETARIADO EJECUTIVO UNIVERSIDAD PARTICULAR DE LOJA:**

Segundo semestre de Secretariado ejecutivo bilingüe

➤ **ESCUELA DE CONDUCCIÓN ANETA**

Título de conductor sportman

➤ **OTROS ESTUDIOS:**

CENTRO DE ESTUDIOS DE LA CÁMARA DE COMERCIO DE QUITO

- Escuela de Comercio Exterior
- Escuela de Secretariado Ejecutivo "Título de Secretaria Ejecutiva"



Evergreen Electric S. A.:

CURSOS Y SEMINARIOS:

SECAP:

Importaciones y Exportaciones, 60 horas

CENTRO DE ESTUDIOS DE LA CÁMARA DE COMERCIO DE QUITO:

- Manejo e Identificación de monedas americanas, 2 horas
- Importaciones avanzadas, 16 horas
- Declaración Aduanera del Valor DAV, 10 horas
- Excel 2000 intermedio, 16 horas

ESCUELA DE FORMACIÓN ADMINISTRATIVA FUNDACIÓN POPULAR

Seminario Taller de "Gestión de Crédito y Cobranzas"

NEW HORIZONS

Excel 2000 intermedio, 8 horas

SGS

Clasificación Arancelaria del Sistema Armonizado de la OMC

TECNOLÓGICO CESAL

Seminario Internacional sobre Nuevas Tendencias y Claves para una cobranza efectiva cartera de alto riesgo, 20 horas

CAMECOL Y COMUNIDAD ANDINA

POLÍTICA Común de Transporte Internacional por Carretera en la Comunidad Andina

ESCUELA DE CAPACITACIÓN DE CONTADORES DE PICHINCHA

Nuevas tendencias secretariales 1, 2 y 3 niveles

QUALIPLUS EXCELENCIA EMPRESARIAL:

Curso:

- Sensibilización en la norma ISO 9001:2008, julio 2010, 8 horas
- Planificación del SGC ISO 9001:2008, julio 2010, 8 horas
- Gestión por Procesos para Desarrollar el Mejoramiento Continuo de la Calidad, agosto 2010, 16 horas

EXPERIENCIA LABORAL:

CECAR CENTRO & ASESORÍA ACADÉMICA:

Administradora del Centro, llevando la contabilidad, archivo de documentos, control de matrículas de los alumnos, informes de ingresos y egresos, elaborar y controlar el proceso de reclutamiento, selección, ingreso y contratación de personal administrativo y docente, introducción de las funciones, dar a conocer las Políticas y Reglamento del Centro, contratos de trabajo, pago de roles y liquidación de horas extras, control de asistencia, resolver conflictos laborales e interpersonales.

Jefe superior inmediato: Lcdo. Vicente Guayasamin y Socio del Centro, fecha de ingreso 7 de agosto del 2017, hasta el 31 de enero del 2019, motivos de retiro del Centro, desacuerdos entre Socios, teléfono: 09878 9488.

Asistente Administrativa, encargada de toda el área administrativa, contable y financiera, donde se creó bases de valores y principios empresariales, manejando al mejor equipo de trabajo en ventas y en el área de Contabilidad, los objetivos para lo cual fui contratada se cumplieron y se cumplen día a día, dentro del área administrativa a mi cargo está el personal de ventas y contable, contratación de



internet, plan corporativo celular, arriendos, mantenimiento de la oficina y con la administración del edificio, pendiente de las necesidades de la empresa y la Gerencia General.

En la Parte contable controlar que la información sea correcta en el momento de ingresar, cotejar lo contable con documentos, elaboración de informes de ventas, carteras y gastos, realizar Comprobantes de Retención, control de gastos, cotizaciones de bienes y servicios, control de facturación, cronograma de pagos, negociación con proveedores en precios y crédito, control pago a las entidades como SRI, CNT, y demás organismos de Control, Manejo del sistema contable Galac, liquidación de importaciones y costeo de los mismos, ingreso en el sistema de costos y cuadro, creación y codificación de los productos de importación, tanto el Excel, como en el sistema, control de inventarios, Caja Chica control de gastos ser recursiva y líder en momentos difíciles en la toma de decisiones en beneficio de la empresa.

Evergreen Electric S. A.:

Encomendada en enseñar nuestro idioma y cultura al personal chino que se incorporaba al grupo de las empresas donde pertenece Evergreen Electric S. A.

Jefe Superior Inmediato: Zhao Yan – Gerente General, fecha de ingreso 01 de julio de 2015, Telf.: 2242680 / 2242642, móvil: +51982 778516.

Luego me pasaron a la Empresa Yankuang con el mismo principio con mismo con el cual fui contratada

Jefe Superior Inmediato: Sr. Wang Changwen – Presidente de Evergreen Electric S. A., Yankuang e IPOS S. A. Telf.: 0993665756

Hasta el junio del 2017, motivos de retiro de la empresa, reducción de personal.

W.A. ETIQUETAS INTERNACIONALES:

Dpto. de Compras, importaciones, exportaciones y negocios internacionales, encomendada a optimizar los recursos de bienes y servicios contratados, negociando en este tiempo de crisis costos, ingresos de compras, retenciones y asientos contables, cuadro de cuentas por pagar, cierre y cuadro del módulo de compras y anexo transaccional del mismo, calificación a proveedores, solicitud de créditos y manejo de inventarios, costos de productos nacionales e importados, manejo de importaciones, contratación de agentes de aduana, Liquidación de las importaciones en Excel y en el sistema.

Negociaciones en importaciones, costo y flete con proveedores internacionales, con Alemania, China, Taiwan, Méjico, Estados Unidos, Brasil, Chile y otros países, buscando alternativas de nuevos proveedores mediante internet.

Proyección de compras semanales, quincenales y mensuales.

Jefe superior inmediato: Sra. Patricia Estupiñan Gerente Administrativa, fecha de ingreso desde febrero del 2008, teléfonos: 2474554 – 2474093 ext. 132

GRUPO ARVAR:

Asistente administrativa, Funciones: Coordinación y logística de despachos, atención al cliente interno y externo, control de personal, ventas, cuentas por cobrar, ingreso de información contable, liquidación de comisiones a vendedores, pagos a proveedores, adquisiciones, archivo, asistir en las importaciones, control de facturación. Jefe superior inmediato: Señora Mercedes Gil, desde enero 2007 al 31 de enero del 2008, teléfonos: 3304 595 y 596

PRODUTÉCNICA INGENIERÍA CÍA. LTDA.

Asistente administrativa, llevando el manejo de cartera, atención al cliente, facturación, manejo del sistema contable **T-MAX**, coordinación en la logística de despachos, archivo, comercialización y otros, jefe superior inmediato: Ing. Carlos Mercado, desde el 1ro. de marzo al 15 de diciembre del 2006, teléfono: 2805 105



PRODUCTOS AUTOADHESIVOS ARCLAD S.A.

Asistente de Gerencia, desempeñando las siguientes funciones:

Organización de cita, elaboración de cartas a clientes internos y externos, archivo, elaboración de planillas del seguro social, manejo de cuentas con bancos y proveedores del exterior, asuntos personales de la gerencia, como control cuentas de bancos, tarjetas de crédito, auditando facturación, cuentas por cobrar y créditos de ROTUMARKET.

Recuperación de cartera local e internacional, elaboración de flujo de caja, atención personalizada en cuentas de riesgo, (360 clientes locales tanto de la of. Principal como sucursal), depósitos.

Logística de importaciones: Desde la solicitud a proveedores, aceptación de factura pro forma, Nota de Pedido, solicitud de inspección y póliza de seguro, coordinación de agentes de aduana, lado colombiano y ecuatoriano, contrato de fletes, manejo de información,

Evergreen Electric S. A.:

seguimiento continuo hasta que llegue la mercancía a bodega, control de gastos, liquidación de la importación – costos que involucraron.

De igual manera el mismo procedimiento con las mercancías procedentes de Venezuela, Méjico, Taiwan y Estados Unidos, contratación del flete marítimo y aéreo.

Asesoramiento y logística de importaciones a clientes de las siguientes empresas como un servicio adicional al cliente:

ENGOMA: Sr. Ricargo Khamis, Gerente General, telf. 2800 200, 201 y 202

MAXIGRAF: Srta. Mariela Cárdenas, Importaciones, telf. 2474 120

W. A. ETIQUETAS INTERNACIONALES: Sr. Wael Alam, Gerente General, telf.: 2474 554

Jefe superior inmediato, Sergio Garzón, Gerente General, desde el 1ro. De marzo de 1998 al 13 de septiembre del 2005

TRAINER ECUADOR:

Asistente de comercialización de septiembre de 1997 a febrero de 1998, jefe superior inmediato Franklin Almeida, Gerente General, telf. 2298 840

PARKENOR:

Secretaria de la Administración (reemplazo) desde junio a agosto de 1997, jefe superior inmediato, el de turno, telf. 2473 568

ALMACENES WILLIAM'S:

Asistente contable, manejo de la base de datos, cobranzas, atención al cliente de marzo a mayo de 1997, telf. 2531 399, jefe superior inmediato: señora Lilia Hinojosa de Cruz

COMPUTEX:

Secretaria de Gerencia, ventas y facturación, comercialización, archivo, atención al cliente de febrero de 1996 a enero de 1997, jefe superior inmediato: señor Javier Yanchapaxi.

TRANSLANFER:

Gerente de Proyectos, de febrero a diciembre de 1995, telf. 2566 060, jefe superior inmediato: Ing. Hugo Cevallos

SERCARGA:

Secretaria – Recepcionista, secretaria de gerencia, tesorera, asistente contable, facturación, comercialización, atención al cliente, negociación, archivo, de marzo a junio de 1993, como jefe de operaciones – Importaciones y exportaciones de junio al 31 de enero de 1995, telf. 2411 241, 242, jefe superior inmediato: señor Noel Reyes, gerente general

CORDICARGAS:



Secretaria recepcionista, secretaria de Gerencia, tesorera, facturación y cobranzas, asistente de contabilidad, secretaria de operaciones – importaciones y exportaciones, logística y transporte.

Manejo de documentos internacionales de importaciones y exportaciones, contrato de fletes para el transporte internacional de carga, elaboración de Carta Porte y Manifiestos de Carga Internacional.

Secretaria de comercialización, atención personalizada a clientes del 1ro. De junio de 1991 al 8 de enero de 1993, telf. 2437 893, 2450 608, jefe superior inmediato, jefe de personal de turno

COMPU CHEK:

Secretaria de gerencia de octubre de 1990 a mayo de 1991, telf.: 2524 353, jefe superior inmediato, Ing. Carlos Boada

KAMAR:

Secretaria de Gerencia, 3 meses de julio a septiembre de 1990, telf.: 2477 512, jefe superior inmediato: Ing. Berméo

Taller Técnico Valencia:

Secretaria recepcionista, del 1ro. De junio de 1998 a junio de 1989, jefe superior inmediato: Ing. Carlos Valencia.

FOTORAMA:

En el departamento de Sub gerencia, facturación y ventas, prácticas pre-profesionales 2 meses telf.: 2564 320, jefe superior inmediato: señora Anita Orbe

REFERENCIAS PERSONALES:

Sergio E. Garzón

Gerente General Anclad
Telf.: 3500 100, 101 y 102
Cel.: 098 149 000

Alvaro Mesías

Gerente General
Nac. De Trenzados
Telf.: 2482 005

Patricia Estupiñan

Gerente Administrativa
W. A. Etiquetas Internacionales
Telf.: 2454 093 ext. 132

Cualquier información adicional, con gusto estoy para proporcionar, sin otro particular por el momento, me suscribo.

Saludos cordiales,

Viviana J. Morales R.

C.I. 1710573823



PABLO VALDIVIESO

PERSONAL INFORMATION

02/10/1965 - Ecuadorian
Pinar Alto Paseos Pichincha Stage 8 housing 162,
Quito, Ecuador
0988552110
pvaldivieso44@gmail.com

➤ **PROFILE**

I am a 55-year-old professional, with 28 years' experience in Civil Engineering, with experience in construction management, as well as in the oil industry, I have worked in this area for approximately 20 years as direct manager of the sale of oil pipes for both well and lined pipeline, throughout its logistics process as well as a correct after-sales monitoring. They advised and sold second-hand pipes for the application of bridges in their structures as well as H frames for the sustainability of the pipelines and flow lines. I am currently responsible for the pre-evaluation of infrastructure projects with an American fund.

➤ **WORK EXPERIENCES**

08/1987 - COMPLETED RESIDENT OF OBRA CONSTRUCTORA ING. MALDONADO - Ibarra I was a resident of Forman, of the following buildings, Basilica de la Dolorosa, Iglesia Nuestra Señora de la Esperanza in La Esperanza, Bishop Onofre's home in Yacucalle, Project Manager of the Church Our Lady of Hope.

04/1998 - PRESENT COMMERCIAL AND TECHNICAL MANAGER NAVAS BUSTOS REPRESENTACIONES - Quito In the company that I currently work for, I have performed the function of Technical Manager for the reason that we have been representatives for Ecuador of the following international oil pipeline manufacturers of recognized trajectory.

TUBO CARIBE PIPE FACTORY, Cartagena Colombia, ERW pipe line and well (Casing and Tubing). **COLMENA Pipe Factory** Bogotá Colombia, ERW pipe for potable water application.

APEX TUBE CORP. Houston, TX, USA SMLS and ERW pipe for structural application (Bridges) and H-frames (Pipelines).

MAVERICK TUBE CORP. St. Louis Missouri, USA, ERW pipe, line and well pipe application (Casing and Tubing), casing.

MITTAL STEEL, ERW and SMLS pipe, line and Well Pipe Application (Casing and Tubing) plus FBE coatings.

FOUND HUMANITARIAN INFRAESTRUCTURAL (FHI) MAIN PROMOTER FOR ECUADOR.

12/2000 - Present Chairman of the Board Marbella Internacional S.A. - Santiago Chile and Quito In this real estate company my role is Executive President, he is dedicated to the sale of houses, apartments, villas, farms, rent apartments in SAME - Esmeraldas, Ecuador, besides I am a Compliance Officer, qualified by the UAFE



➤ **EDUCATION**

1985 - 03/1987 - Civil Engineering u, Católica - Quito - Average: 8 09/1987 - Completed Civil Engineering

U. Central - Quito - Average: 8.5 05/1997 - Oil pipeline course TUBO CARIBE - CARTAGENA - Average: 9

02/2002 - MAVERICK TUBE CORP. Oil Pipeline and coatings course finished. - Houston, TX, USA - Average: 10 04/2017 - Completed UEFA COMPLIANCE OFFICER - Quito - Average: 10

➤ **LANGUAGES**

Spanish and English



DIEGO JAVIER CAICEDO REYES

DATOS PERSONALES:

NOMBRE:

FECHA DE NACIMIENTO: 16 DE DICIEMBRE DE 1967
CEDULA DE IDENTIDAD: 170977406-9
DIRECCIÓN DOMICILIO: SANTIAGO DUARTE OE3-24 Y BRASIL
TELEFONOS: 2240254 - 2456807- 0984699830
MATRICULA PROFESIONAL: P. 4015

➤ **EDUCACIÓN:**

- PRIMARIA: ESCUELA ESPEJO DE QUITO
- SECUNDARIA: COLEGIO SAN GABRIEL DE QUITO
- SUPERIOR: UNIVERSIDAD CENTRAL DEL ECUADOR
- FACULTAD DE ARQUITECTURA Y URBANISMO
- TITULO: ARQUITECTO URBANISTA
- POSTGRADO: SAINT PETER'S COLLEGE NEW JERSEY
- ARQUITECTURA ARTÍSTICA

➤ **POSICIONES OCUPADAS**

1988 - 1991: Jefe de instalaciones HOGAR 2000
1993 - 1994: Jefe de Mantenimiento de línea PETROCOMERCIAL
1994 - 1997: Jefe de instalaciones AKTUELL
1997 - 2000: Jefe de instalaciones MADEVAL
2000 - 2010: Gerente IDEA MUEBLE.
2010 - A la fecha: Diseño y Construcción de diversas obras, tanto estatales como particulares.
2016 - A la fecha: Gerente JUEGALE

➤ **PROYECTOS ARQUITECTÓNICOS**

- 1991: RESIDENCIA ING. JORGE LUIS LÓPEZ UBICADA EN EL SECTOR DEL RESERVORIO DE CUMBAYA. ÁREA DE CONSTRUCCIÓN 600 M2.
- 1993: CABAÑAS ATAMARI EN AYAMPE MANABÍ. ÁREA DE CONSTRUCCIÓN 3000 M2.
- 1994: RESIDENCIA SRA. SUSANA RODRÍGUEZ UBICADA EN EL SECTOR DE EL BATÁN AREA DE CONSTRUCCIÓN 240 M2.
- 1994: EDIFICIO DE APARTAMENTOS TORRES DE AMAGASI. ÁREA DE CONSTRUCCIÓN 17.000 M2.
- 1996: RESIDENCIA SR. ALFONSO ESPINOZA UBICADA EN EL ÁREA DE NAYÓN. ÁREA DE COSTRUCCIÓN 3000 M2.



- 1997: RESIDENCIA SR. SANTIAGO CAICEDO UBICADA EN EL SECTOR DE CARCELÉN. ÁREA DE CONSTRUCCIÓN 240 M2.
- 2000: RESIDENCIA SRA. GULNARA TORRES UBICADA EN LA CIUDAD DE IBARRA. ÁREA DE CONSTRUCCIÓN 190 M2.
- 2002: CONJUNTO RESIDENCIAL EL RETORNO UBICADO EN LA CIUDAD DE IBARRA. ÁREA DE CONSTRUCCIÓN 6.000 M2.

- 2003: RESIDENCIA SR. JAIRO SALINAS ÁVILA UBICADA EN LA CIUDAD DE CALI COLOMBIA. ÁREA DE CONSTRUCCIÓN 1.200 M2.
- 2004: CONJUNTO DE 3 CASAS ARQ. HAROLD MONROY UBICADAS EN LA CIUDAD DE CALI COLOMBIA. ÁREA DE CONSTRUCCIÓN 1.800 M2.

PROYECTOS CON EL ESTADO

- 1995: REEMPLAZO DE DURMIENTES EN LA VÍA FÉRREA EN EL TRAMO DESDE CHILLOGALLO HASTA ALOAG. EMPRESA DE FERROCARRILES DEL ECUADOR.
- 1997: CONSTRUCCIÓN DE ACERAS Y BORDILLOS EN EL NORTE DE QUITO CON EL MUNICIPIO DE QUITO.
- 1999: CONSTRUCCIÓN DE DOS ESCUELAS EN LAS POBLACIONES DE TASECHE Y TILLOMOCHO EN LA PROVINCIA DE ESMERALDAS. EVEPRODEC
- 2001: COOPERACIÓN CON EL MINISTERIO DE VIVIENDA EN LA CIUDAD DE IBARRA
- 2001: CONTRATO DE CONECCIONES DOMICILIARIAS DE ALCANTARILLADO EN LA PROVINCIA DE IMBABURA CON (EMAPA) EMPRESA MUNICIPAL DE AGUA POTABLE.



Rodrigo Hernández Reyes

Fecha de Nacimiento: 14-12-1975

Lugar de Nacimiento: Ciudad de México - República Federal de México

ESCUELA PRIMARIA

Nicolas Rangel (1 ° a 6 ° grado)
Ciudad de México

ESCUELA SECUNDARIA MEDIA

Secundaria Numero 16 Pedro Diaz (7. ° a 9. ° grado)
Ciudad de México

ESCUELA SECUNDARIA

Bachiller Plantel 20 Del Valle (10 ° a 12 ° grado)
Ciudad de México

UNIVERSIDAD AUTONOMA DE MEXICO

Estudió Diseño Industrial
Ciudad de México

Universidad Anáhuac (Artes Culinarias)

Graduado con una loseta de TÉCNICO GASTRONÓMICO y TÉCNICO EN PREPARACIÓN DE ALIMENTOS
Ciudad de México

EXPERIENCIA LABORAL

Importación diseñador de embalajes para muebles
Ciudad de México

Jefe de cocina en: 1492 Latin Fusion

Londres, Inglaterra

Jefe de cocina Propietario: Restaurante Mulata De Tal

Quito Ecuador

Jefe de cocina propietario: Taquitos Mexican Xpress

Quito Ecaudor.

Cirque Du Soleil Amaluna Sous Chef

Quito Ecaudor

Cirque Du Soleil Corteo Sous Chef

Quito Ecaudor

Jefe de cocina Propietario: Servicios de Catering hasta 1.000 personas

ACTUALMENTE

Accionista de IBP USA Inc. y supervisor principal del proyecto

IDIOMAS

Español

Inglés



ROBERTO ITURRALDE MONCAYO

Nacido en: Quito, Ecuador. Noviembre 8, 1964

Domicilio: Sector Quicentro Norte. Quito

Móvil: 099 295 7937

E-mail: robertoiturraldemoncayo@gmail.com

➤ **INFORMACIÓN GENERAL:**

Relacionista público, promotor de negocios y proyectos de desarrollo. Captación de recursos y consecución de líneas de inversión. Asesoría en creación de alianzas estratégicas, productivas, comerciales y de asistencia social. Organización y estructuración de ambientes de trabajo productivo y lucrativo. Análisis e investigación de factores de rentabilidad. Organización en implementación de niveles de logística y seguridad. Fundamentos y factores de comunicación con estrategias y soluciones prácticas y rentables.

Competencias y experiencia: comunicación institucional, política, desarrollo comunitario, mercadeo, ventas, supervisión, gerencia; asesoría comercial, política y empresarial.

➤ **POSICIONES DE REFERENCIA:**

Agencia:

➤ **CREATOSFERA (2010 - 2018)**

Comunicación Estratégica: Campañas de comunicación comercial y política como asociado externo. Elaboración de contenidos para campañas de comunicación, producción de eventos.

Empresa:

➤ **ZEFYXA (2016 - 2017)**

Promotor y productor de eventos, ferias y seminarios empresariales, institucionales, corporativos, públicos y privados a nivel nacional.

Institución:

➤ **MINISTERIO DE CULTURA - ECUADOR (2014 -2016)**

Asesor: Investigación y creación de proyectos culturales lucrativos para ser implantados en comunidades de acción cultural en territorio.

Asesor de despacho ministerial.

Empresa:

➤ **NDT SYSTEMS & SERVICES (SERVICIOS PETROLEROS) (2007-2013)**

Relaciones institucionales, supervisor de campo, logística y seguridad.

Empresa:

➤ **CODABE S.A. (2010-2011)**

Ejecutivo de ventas: Implementación de la comercializadora de productos para la industria de la construcción y petrolera.

Teléfono móvil: 092 957 937

Empresa:

➤ **FICARDER CÍA. LTDA. (MEGA SERVICIOS) (2007-2009)**



Gerencia Regional: (Guayaquil – costa y austro) Organización de personal y optimización de procesos. Expansión de negocios. Mercadeo y publicidad.

Empresa:

- **EDMARCAL – TARGET CÍA. LTDA. (2005-2007)**

Director Comercial: Desarrollo nuevos productos de comercialización y mercadeo.

Empresa:

- **CLUB JACARANDA (CUMBAYÁ-ECUADOR) (2005-2006)**

Director de Estrategia y Ventas: Diseño, producción, desarrollo e implementación del plan comercial “algo está cambiando en Cumbayá”.

Institución:

- **GOBIERNO DE PICHINCHA: CONSEJO PROVINCIAL PICHINCHA (2001 – 2005)**

Asesor de comunicación. Proyecto de educación edufuturo.com asesor de despacho.

INSTITUCIÓN:

- **PRESIDENCIA DE LA REPÚBLICA – ECUADOR (1997- 1999)**

Asesor en Comunicación. Desarrollo y producción del Plan Estratégico para sustentar las políticas de comunicación del régimen.

Empresa:

- **CINEARTE AGENCIA DE PUBLICIDAD. (1995-1997)**

Gerente de Producción de las campañas “Yo soy Máximo” Unicef; “Evaristo” Municipio de Quito; Historia del Ecuador, entre otras.

Empresa:

- **Teleamazonas: (Quito) (1993-1996)**

Productor/director de TV. Productor de la TV Revista “Esta Mañana” Programa en vivo transmitido diariamente desde las 06h45 hasta las 08h45 por cuatro temporadas.

Empresa:

- **ECUADORIAN TOURS (QUITO) (1983-1987)**

Jefe de turismo receptivo y operaciones: Organización de las operaciones de turismo receptivo, logística, reservaciones y manejo de personal.

- **REFERENCIAS PROFESIONALES:**

Bajo Petición.

Atentamente,

Roberto Iturralde M