

ANTONIO VIVES

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Currently

- Principal Associate at Cumpetere, a consulting firm on Sustainable Development and Corporate Social Responsibility. Washington.
- Consulting Professor, Infrastructure Finance, Stanford University, Palo Alto.

Recent consulting and academic work (since 2008)

- At Cumpetere, prepared the Strategic Philanthropy for Development Initiative for the Inter-American Development Bank, the Strategy for the promotion of Corporate Social Responsibility in the state of Chihuahua, the Strategy for enhancing the social impact of projects for the Andean Development Corporation and a position paper of the Economics and Finance of Water and consulting work on water subsidies for the World Bank. Creation of an award for entrepreneurship in Latin America. Advisory work on Sustainability for a multinational Chilean mining corporation.
- At Stanford, participated in the preparation of a Strategy for Infrastructure Investments in the state of California, commented on documents for the promotion of infrastructure investments in the US, submitted to Congress, advised students on research on infrastructure and lectured in graduate and executive development courses.
- Published several papers on infrastructure finance and corporate social responsibility and a blog on CSR in Latin America (www.cumpetere.blogspot.com)
- Member of the Sustainability Advisory Panel at CEMEX

At the Inter-American Development Bank in Washington D.C (1979-2007)

Highlights

- Public recognition for leadership in promoting Corporate Social Responsibility in Latin America.
- Manager in a policy, strategy and research department on sustainable development in developing countries.
- Vice-Chairman, Investment Committee of the Staff Retirement Plan (over US\$2.5 billion in assets). Member since 1984, Vice-Chairman since 1997.
- Task Leader for Corporate Social Responsibility and Business Climate Initiatives
- Chair of the Organizing Committee of the series of Inter-American Conferences on Corporate Social Responsibility.

- Led the preparation of the Sustainable Energy and Climate Change Initiative
- Led the preparation of the first and second Sustainability reports
- Author or co-author of the Energy Policy, Private Sector Development Strategy, Financial Markets Development Strategy, Financial Intermediation Policy and International Trade Finance Facility for the IDB. Negotiated approval with the Board of Executive Directors.
- Lead teams of researchers in the production of strategies, policies, books and papers on best practices on international development of financial markets, infrastructure and small and medium enterprises and in the development and dissemination of lessons learned in the design and execution of projects.
- Author of many papers (some listed at the end), one financial analysis textbook (used in several MBA programs in Latin America) and a book on Corporate Social Responsibility in SMEs.
- Member of the Camdessus' and Gurria's international panels on Water Finance.
- Lead Task Forces on Trade Finance and on the revamping of the independent Evaluation and Oversight system of the Bank.
- Speaker in over 100 international conferences and meetings. Highly regarded public speaker.
- Organized no less than 20 international conferences.
- Organized 6 Western Hemisphere Ministerial meetings on Financial Markets and Infrastructure issues.

Managerial Positions

- **Manager**, Sustainable Development Department, Dec. 2005-June 2007. Technical department in charge of research on best practices and preparation of Bank-wide strategies and policies for activities in the countries of Latin America and the Caribbean on most issues related to development. Also responsible for quality enhancement of Bank operations, representation in international fora and international institutions, production of publications on best practices, advice to the rest of the Bank and to governments on policy and project preparation, among other technical activities. Over 150 professionals, expenditure budget of over US\$20 million.
- **Deputy Manager**, Infrastructure, Financial Markets and Private Enterprise. Sustainable Development Department. Sept. 1997-Dec. 2005. Areas of direct responsibility were Infrastructure (Project Finance), Financial Markets and Micro, Small and Medium Enterprises (two Divisions). Since January 2002 also supervise the Environment Division.
- During all of 2000, **Manager, *ad interim***, Sustainable Development Department.
- **Division Chief**, Infrastructure and Financial Markets. Sustainable Development Department. September, 1994-September, 1997.

Led the preparation of the Financial Market, Capital Markets, Small and Medium Enterprises strategies and the Public Utilities Policy of the Bank. Led the preparation of many international conferences, applied research and publication and quality enhancement of operations in private infrastructure and financial markets.

- **Division Chief**, Country Operations. Operations Department. March, 1991-September, 1994 and March, 1989-December, 1989.

In charge of preparing and processing loans and grants in all sectors and developing the Bank strategy in given countries. Countries covered in this time frame included Argentina, Panama, Paraguay, Mexico, Chile and Peru.

- **General Consultant (Chief of Staff)**. Operations Department. January, 1990-March, 1991.

Coordinated IDB operations programming and the production and interpretation of IDB's operational policies. Also in charge of the Office of the Manager (Chief of Staff) and the Procurement Unit of the Bank (policy, procedures and dispute resolution for procurement under Bank projects),

Professional Positions

- **Country coordinator**. Operations Department. January 1983-March 1989.

In charge of managing the country program (preparation, processing, management) of loans and grants in Argentina (1984-1989) and Nicaragua (1983-1984).

- **Investment Officer**. Operations Department. June 1979-December 1983. In charge of preparation, processing and management of equity investments in small enterprises (venture capital).

Academic institutions

- Consulting professor, Civil and Environmental Engineering Department, Stanford University (2007-present)
- Adjunct Professor. MBA Programs of Virginia Tech (in Northern Virginia, Sept.1981- May 1984) and George Washington University (Sept. 1979-May 1981). Taught Corporate Finance, Investments, Capital Budgeting.
- Visiting Professor. Carnegie Mellon University. January-June 1979. Taught Cases in Corporate Finance and Working Capital Management.
- Assistant and Associate Professor. *Instituto de Estudios Superiores de Administración*, (Graduate School of Business) in Caracas, Venezuela. September 1975-December

1978. Taught Decision Theory, Quantitative Methods, Corporate Finance, Accounting, Capital Markets, Portfolio Theory and Capital Budgeting.

- Assistant Professor. Universidad Simon Bolívar in Caracas, Venezuela. September 1972-July 1973 and September 1975-July 1976. Taught Corporate Finance and Capital Budgeting.
- Teaching Assistant at Carnegie Mellon University. September 1974-June 1975. Taught Corporate Finance.

At other institutions

- Refinery Engineer. Royal Dutch Shell, Cardón Refinery, Venezuela. 1968-1970.

Recent Major Publications

Books

Responsabilidad Social de la Empresa en América Latina. Book in preparation.

Responsabilidad Social de la Empresa en las PyMEs de Latinoamérica. Inter.-American Development Bank, 2006.

Evaluación Financiera de Empresas: El impacto de la devaluación y la inflación. Editorial Trillas. Sixth Edition, 1998. Textbook for upper-level undergraduate and MBA programs on financial analysis of corporations. In print for over 20 years.

Articles

Since 1996, not including newspaper articles and other minor publications. For a copy of most of them see my website <http://www.cumpetere.com/> For shorter articles of opinion on corporate social responsibility, see my blog www.cumpetere.blogspot.com

Selecting infrastructure delivery modalities: No time for ideology or semantics”, *Journal of Construction Engineering and Management*, forthcoming 2009. With Juan Benavides and Angela Paris.

“The Economics and Finance of Water”, paper presented by the World Bank at the Water Tribune, Expo2008 Zaragoza. With Paulina Beato.

“¿Es nuestra Responsabilidad?”, *Harvard Business Review America Latina*. April 2008

“Responsible practices in small and medium enterprises”, Chapter in *the Gower Handbook on Corporate Governance and Corporate Social Responsibility*, forthcoming 2008.

“Empresa privada, desarrollo y los Objetivos de Desarrollo del Milenio: Ampliando la visión”, chapter in *¿Pueden las empresas contribuir a los Objetivos de Desarrollo del Milenio?*, Maria Prandi and Josep Lozano, eds., ESADE, Barcelona, 2009

“Hasta donde llega la Responsabilidad”, chapter in *Nombres Propios 2008*, Fundación Carolina, Madrid. 2009.

“El papel público del sector privado”, in *Hacia la concertación público-privada para el desarrollo de América Latina*, Fernando Casado, ed., Fundación Carolina, Madrid, 2008.

“Corporate Social Responsibility: The Role of Law and Markets”. *Chicago-Kent Law Review*, Vol. 83, No. 1, 2008.

“El papel de la RSE en America Latina: Diferente al de Europa?” Forthcoming in a book published by Fundacion Carolina, Madrid, 2008.

“Financial Structuring of Infrastructure Projects in Public-Private Partnerships: A tool for designing feasible structures”. In *Public-Private Partnerships*, Euromoney Books, 2008.

“Un buen negocio para todos”. Proceedings of the IV Inter-American Conference on Corporate Social Responsibility, Inter-American Development Bank, 2007. With Estrella Peinado.

“Financial Structuring of Infrastructure Projects in Public-Private Partnerships: An Application to Water Projects”, Inter-American Development Bank, 2006. With several co-authors. In English and Spanish.

“Who is Responsible for Responsibility?”, Proceedings of the III Inter-American Conference on Corporate Social Responsibility, Inter-American Development Bank, 2006. With Estrella Peinado.

“Social and Environmental Responsibility in Small and Medium Enterprises in Latin America”, *Journal of Corporate Citizenship*, Number 21, January 2006

“Deeds not Words”, Proceedings of the II Inter-American Conference on Corporate Social Responsibility, Inter-American Development Bank, 2006. With Estrella Peinado.

“The Role of Multilateral Development Institutions in Fostering Corporate Social Responsibility”, *Development*, Vol. 47, number 3, October 2004.

“CSR as a Competitiveness Tool: Proceedings of the Inter-American Conference on Corporate Social Responsibility”, Inter-American Development Bank, 2004. With Estrella Peinado.

“Alliances for Development: Proceedings of The Americas Conference on Corporate Social Responsibility”, Inter-American Development Bank, 2003. With Amy Heinecke.

“Private Infrastructure Investment at the Sub national Level: Challenges in Emerging Economies“, with Paulina Beato. *The Journal of Project Finance*. Summer 2000.

“El Sector Energético en el umbral del Siglo XXI: Tendencias y Retos”, with Jaime Millán, in *Energía en el Nuevo Milenio*, Club Español de la Energía, Madrid, 2000.

“Pension Funds in Infrastructure Project Finance: Regulations and Instrument Design“, *The Journal of Project Finance*, Summer 1999.

“Infrastructure Finance Directory 1999”, published by the IDB. Most downloaded publication on our internet site during 1999. Also published the 1997 and 1998 issues.

“Private Infrastructure: Ten Commandments for Sustainability“, *The Journal of Project Finance*, Spring 1997. One of their best selling reprints. Spanish version reprinted in three books.

“Financial Intermediation and Policy-based Lending: Policy Recommendations for Latin America and the Caribbean”, with Kim Staking, in *Policy-based Finance and Market Alternatives*, Inter-American Development Bank, 1997.

“Roles for the Private Sector, Governments and Multilateral Creditors in Latin American Private Infrastructure”, with Martin Chrisney. *Project Finance International*, Americas Market Report, Spring 1996.

Private Sector Participation in Infrastructure: Risk, Fiscal and Efficiency Issues in Public-Private Arrangements for the Provision of Services”, with Paulina Beato, Spring 1996 issue of *Infrastructure*. Reprinted in *The Economics of Public Private Partnerships*, Edward Elgar Publishing, 2004. Reprinted as “Esquemas publico privados para la provision de servicios de infraestructura” in *Presupuesto y Gasto Publico*, Vol. 45, number 4, Madrid, 2006

Education

- Ph.D., Corporate Finance and Capital Markets. Carnegie Mellon University, Pittsburgh, 1975.
- Master of Science, Industrial Administration (MBA). Carnegie Mellon University, Pittsburgh, 1972.
- Chemical Engineer, Universidad Central de Venezuela, Caracas, 1968.

Languages

Fluent English and Spanish (speak, read, write), good Italian and Catalan (speak and read) and understanding of Portuguese and French.

Personal

Spanish citizen, permanent US resident.