



## Alfonso Casasempere, Ph.D.

*Forestry Engineer, University of Chile, 1967*

*M.F., Economics, University of British Columbia, 1970*

*Ph.D., Economics & Planning, University of British Columbia, 1984*

### Professional Background

Dr. Casasempere's combines a strong academic training with over 27 years of engineering, resource development and business experience. With degrees in Forestry Engineering, M.F. (Economics), and a Ph.D. in economics and planning, he has achieved international recognition in a variety of activities, including project planning and evaluation, financial and economic appraisal, feasibility studies, management, marketing and finance, resource development, joint ventures, technology transfers, and investment. Dr. Casasempere has identified and managed international development projects for the Canadian Government, Inter-American Development Bank, Organisation of American States, United Nations, World Bank and the private sector world-wide. He has taught graduate courses at Canadian Universities in economics, planning and trade. He has served on the boards of several Canadian companies and been instrumental in the raising of venture capital through three corporate mergers and an initial public offering. Fluent in several languages he has travelled and lived in many countries, and been extensively exposed to international development, management and finance.

### Areas of Specialization

- Technology Transfer & Investment
- Government/International Affairs
- Management & Business Administration
- Market Development & Trade
- Economic & Planning Studies
- Capital Projects & Finance

### Selected Experience

#### *Technology Transfer & Investment*

- ◆ As Director, President and co-founder of Gryphon Resource Consultants Ltd. (GRC), a small but highly

specialised Canadian consulting and investment firm, Dr. Casasempere identified and developed a variety of export markets for Canadian technology, equipment and services. Under contract to the Canadian Government and private industry, or in joint venture with them, projects were identified and programs initiated to successfully finance and transfer Canadian technology to international markets. Target countries included Australia, New Zealand, Mexico, Ecuador, Colombia, Peru, Chile and Argentina. Major fields of endeavour included:

- Forest biotechnology and clonal forestry development with special reference to the production, testing and marketing of improved genotypes of Radiata pine, Southern pine and Slash pine x *Pinus caribbaea* Hybrid. Activities included project identification, economic feasibility & risk assessment, joint venture negotiations, and operations start-up
- Liquid fuel (ethanol) production from biomass
- Timber frame construction (PFC) energy efficient housing
- Aquaculture
- Energy recovery from wood waste & power co-generation
- Manufacture of heavy-duty attachments for earth moving, logging and construction equipment
- Road building & timber harvesting technology for environmentally sensitive terrain
- ◆ Beginning in 1989, Dr. Casasempere identified and directed a project to develop a world class forest industry in Tierra del Fuego, Magellan, Chile. The US\$ 65 Million investment, was led on behalf of a Canadian public company and aimed at developing an integrated forestry operation consisting of woodland operations, a mechanized sawmill with dry kilns and remanufacturing facilities, a power generation plant, a deep water port facility and worker accommodation.



As company Director and Vice President in Canada, and CEO in Chile, major responsibilities included:

- Identifying and evaluating 9 investment options for the project in Chile. Selecting the best site and defining the optimum industrial mix for resource utilization.
- Establishing an investment subsidiary in Chile and managing its day to day operations, including all legal, financial, public relations, staffing and other administrative activities.
- Selection, hiring and management of international consultants and contractors, and directly contributing to the engineering and feasibility work executed.
- Negotiating and contracting with private landowners and the Government of Chile for the purchase of 260 thousand hectares of land containing in excess of 108 thousand hectares of accessible forest, stocked with over 60 million m<sup>3</sup> of commercial timber. Negotiating and signing with the Government of Chile a foreign investment contract worth US\$ 85 million, and a fiscal incentive contract granting the project total duty and tax exemptions, and other major investment subsidies.
- Working with other company directors and executives in making financial presentations to stock brokers, defining optimum investment alternatives and securing the financial resources necessary for implementing them.
- Structuring and developing an equity and debt financing package for the project, including presentations and negotiations with Chilean and international investors, private banks, the IFC, and several Japanese trading companies.
- ◆ On behalf of Gryphon Resources, joint ventured with a merchant banking group and other investors to plan and execute the management take-over of the second largest sawmill and remanufacturing facility in Chile. The purchase, made from Shell and CITIBANK, required an investment of US\$ 65 million. It included: a 36 thousand hectare plantation forest; related logging and trucking equipment; a world scale sawmill, dry kilns, remanufacturing and furniture component plant, posts and pole treatment facility, and chip mill with a log input capacity of over 250 thousand m<sup>3</sup> per year.
- ◆ As co-founder, executive director and shareholder participated in the founding and “Initial Public Offering” (IPO) of Cranefield International Inc, a Canadian company dedicated to the management and commercialisation of privately owned timberlands. From its offshore base in Antigua, British Virgin Islands, Cranefield International led its foreign investment into Region X, Chile commencing in July 1995. There, under the direction of Dr. Casasempere, the company signed a US\$ 35 million foreign investment contract with the Government of Chile, purchased a 3,500 hectare tree farm and commenced harvesting, reforestation and log export operations. Assisted by a joint marketing agreement with Sumitomo Corporation, the company successfully penetrated the Japanese hardwood market. A 750,000 seedling per year nursery was established to supply plants for in-house reforestation and for sale to outside clients. During its start-up year in 1996, the company produced over 70,000 m<sup>3</sup> of timber in only 9 months of operation. The success of this Chilean venture was largely based on the transfer of Canadian road building and logging technology for high rainfall and difficult terrain operations.
- ◆ Assisted in a project to study the feasibility of establishing a biomass fired thermal-electric power station in Chiloé Island, Chile. For Fundación Chile/Sociedad Austral de Electricidad S.A. & Canadian Resourcecon Ltd.

#### ***Government/International Affairs***

- ◆ Under the aegis of the Canadian Department of External Affairs and the Office of the Premier of British Columbia, planned, developed and managed the Provincial business and technology transfer program for the 1987 Commonwealth Heads of Government Meeting (CHOGM) held in Vancouver, Canada.
- ◆ Joined a team of senior Government administrators in implementing the VIP Business Visitors Program to EXPO 86 (Vancouver's successful World Exposition), and assisted in the development and operation of the British Columbia Pavilion at this fair.



### **Management & Business Administration**

- ◆ Managed the woodlands operations of Northern interior Forest Products Ltd., Smithers, B.C., Canada
- ◆ Established and managed a joint venture pulp and paper engineering company in Sao Paulo, Brazil. For ENEFER Consultoria Projectos S.A. of Sao Paulo, Brazil & NLK Associates, Vancouver, B.C., Canada

### **Market Development & Trade**

- ◆ As senior technical advisor for South America, prepared the 2002 – 2007 Business Development and Marketing Plan for CellFor Inc.'s South American subsidiary, CellFor SA. CellFor Inc. is the largest independent supplier of genetically improved planting stock for the forest industry in the world. It specializes in the production and marketing of superior clonal products produced via somatic embryogenesis and other advanced forest biotechnologies.
- ◆ As Senior Trade Counsellor, for the Government of British Columbia, designed and directed the Province's market development program for the U.S., Canada and Latin America. Major responsibilities included:
  - Generating increased international business and export sales for British Columbia through the identification of new market opportunities, development of appropriate marketing strategies, recommendation of new policy initiatives, and preparing and delivering a program of financial assistance to private industry
  - Supervising the work of junior staff, and providing guidance in the planning and organisation of special projects and assignments
  - Developing and implementing the work plans for the geographic area in designated priority industrial sectors
  - Generating policy inputs and representing British Columbia internationally at the highest levels of government, industry and financial circles
  - Preparing special reports and submissions for final review by senior administration leading to ultimate presentation before Cabinet
  - Assisting the director of the International Marketing Branch in the planning and implementation of

branch policies and programs (including budgetary matters), and acting for him from time to time in his absence

- Heading trade delegations and missions to international symposiums, fairs and conventions, and nurturing senior Federal Government contacts to ensure that Ministry initiatives coincided with national interests
- Interpreting Cabinet economic priorities and incorporating these concerns into all aspects of the program.

- ◆ Headed the sale and development of overseas projects for a major Canadian engineering firm

- ◆ Directed the negotiation, start-up and administration of projects in Nigeria, Sierra Leone, Mexico and Burma

- ◆ Directed the marketing and transportation aspects of integrated resource development projects in Canada and abroad

- ◆ Under contract to the Forestry Research Institute of Chile (INFOR), completed a wood supply, export marketing (to the US) and strategic development study for a new Chilean hardwood species, Canelo (*Drymis winteri*) available from over 230,000 ha of second-growth forests. The study concluded that some 5,100 ha could be harvested annually on a sustainable basis producing over 1.75 million m<sup>3</sup> of roundwood per year suitable for the production of high value veneer, lumber and pulpwood chips. It was established that the value-added wood products would have excellent market opportunities in the US.

### **Economic & Planning Studies**

- ◆ Conducted a Socio-Economic Impact Assessment of Industry Development in the Olancho region of Honduras

- ◆ In joint venture with Carson Associates Lt. of New Zealand completed a detailed risk review and appraisal of the clonal forestry program for Southern pine hybrids of the Government of Queensland. This novel study was the first of its kind commissioned in the world and showed that clonal forestry risks can be properly identified, economically assessed,



ranked and ultimately managed according to the degree of hazard they present

- ◆ Participated in a Socio-Economic and Environmental Impact Assessment of the 2,000 MW Coal Fired Thermal-Electric Power Project at Hat Creek, British Columbia, Canada.
- ◆ Prepared a Prefeasibility Study of the Development of a Forest Industry Complex in the “Los Chimanes Forest Reserve”, Bolivia.
- ◆ Conducted a major study on “Strategy and Projects for Regional Development in Region I, Provinces of Imbabura, Carchi and Esmeraldas, Ecuador. Sectorial Report, Phase I/Santiago - Mira Project, INERHI/OAS.
- ◆ Directed an Electronic Industry Development Study for the Andean Common Market under the aegis of the Canadian International Development Agency and the Junta del Acuerdo de Cartagena. The study covered Bolivia, Chile, Colombia, Ecuador, Peru, and Venezuela. The project estimated the regional and extra-regional demand for electronic products and assessed the potential for developing various types of manufacturing facilities in the Andean Common Market.
- ◆ Joined the World Bank review committee for the evaluation of the status and development potential of the forest industry in Mexico. For Nacional Financiera S.A./International Bank for Reconstruction and Development (IBRD)
- ◆ As planning advisor for the Honduran Government and under the aegis of the Canadian International Development Agency (CIDA), the Central Planning Organization (CONSUPLANE), and the Honduran Forestry Development Corporation (COHDEFOR), led a project to define and implement a long-range development program for the forestry sector of Honduras.

### **Capital Projects**

- ◆ Costing, financing, procurement and delivery of a US\$ 60 million, 220,000 metric tons per annum newsprint paper machine from Brazil to a Canadian green field pulp and paper project. Completed on behalf of The Alberta Newsprint Company/NLKText description

- ◆ Participated in a steel industry feasibility study in Alberta, Canada, with major inputs in market demand, transportation, and optimum plant location
- ◆ Assisted in a pre-investment study of a lumber, plywood, and pulp and paper industry complex in the State of Durango, Mexico. For PROFORMEX/NAFINSA/Inter-American Development Bank (IADB)
- ◆ Joined a team of senior Canadian specialists in a major forest industries development study in Sabah, Malaysia under contract to the Canadian International Development Agency and the UNDP/FAO Pan Malaysian Forestry Development Program. Responsibilities included a worldwide study of markets for wood and wood-based products, an assessment of alternative development plans, a cost-benefit analysis of industry development, and preparation of policy guidelines for optimum resource development.
- ◆ Under the aegis of the Canadian International Development Agency (CIDA) and the Institute for Development of the Renewable Natural Resources of Colombia (INDERENA), participated in a major regional development project in the Pacific Coast of Colombia

### **Employment History**

*Gryphon Resources*, Richmond, BC, Canada, 1982 – Present. President

*Silvagen Inc.*, Vancouver, B.C., Canada & *GenFor S.A.*, Santiago, Chile, 1998 – 2000. Vice President Marketing & Director, respectively

*Cranefield International Inc.*, Vancouver, B.C., Canada & *Inversiones Cranefield Chile Ltda.* Santiago, Chile, 1993 – 1997. Executive Director & CEO, respectively

*CETEC Engineering Co. Inc.*, Vancouver, B.C., Canada & *Inversiones CETEC-SEL Chile Ltda.*, 1989 – 1993. Director and Vice President, and CEO, respectively

*NLK & Associates*, Vancouver, B.C., Canada, 1987 – 1989. Senior Project Manager, Canada/Brazil Operations



*Ministry of Economic Development, Province of British Columbia, Vancouver, B.C., Canada*  
1981 – 1987.

- Director, Business Program, 1987 Commonwealth Heads of Government Meeting
- Senior Trade Counsellor, Canada, U.S.A., and Latin America, 1981 - 1986

*Canadian International Development Agency, Hull, Quebec, Canada,*  
1980 – 1981. Senior Planning Advisor, Honduras

*University of British Columbia, Vancouver, B.C., Canada,*  
1977 – 1979.

- Research Associate
- Ph.D. Candidate

*F.L.C. Reed and Associates, Vancouver, B.C., Canada,*  
1975 – 1977. Senior Economist, Canada and Colombia

*C. D. Schultz and Co. Ltd., Vancouver, B.C., Canada,*  
1973 – 1974. Resource Economist, Canada, Mexico & Ecuador

*Acres Consulting Ltd., Vancouver, B.C., Canada,*  
1970 – 1973. Resource Economist, Mexico, Canada & Malaysia

*Northern Interior Forest Products Ltd., Smithers, and University of British Columbia, Vancouver, BC, Canada*  
1968 – 1970. Forestry Engineer, and Teaching Assistant/Master Candidate, respectively

*Instituto Forestal (Government of Chile/ UNDP/ FAO), Santiago, Chile*  
1967 – 1968. Forestry Engineer

## Languages

Fluent in English and Spanish; working knowledge of French and Portuguese

## Technical Publications

Casasempere, A. 2004: Planning, Appraisal and Risk Analysis in Clonal Forestry Projects. Chapter 20 in *Plantation Forest Biotechnology for the 21st*

*Century*: 363-375, Ed. C. Walter and M. J. Carson. Research Signpost

Cartwright, D. & Casasempere A. 2003: "Estudio de Oferta Nacional", 22 pp, "Estudio de Demanda Externa", 72 pp, y "Plan Estratégico", 12 pp en *Estudio de Mercado para Madera de Canelo en EE.UU.* - Una investigación tecnológica enmarcada dentro del proyecto "Desarrollo de Aplicaciones Industriales No Pulpables de Renovales de Canelo", FDI - INFOR, Chile, 2002, Gryphon Resources, Canadá

Casasempere, A. 2000: State of the World Forests & Future Demand for Forest Biotechnology Products and Services. Gryphon Resources, 25 pp

Casasempere, A. 1987: Business Program & Technology Transfer Opportunities, 1987 Commonwealth Heads of Government Meeting (CHOGM 1987), DEFAIT, Canada Sep-1987

Casasempere, A. 1985: *Establishing an Export Market*. Third printing in 1985. Ministry of Economic Development, Government of British Columbia, Canada, 46 pp

Casasempere, A. 1984: Resource Developing Planning for Less Developed Countries. Ph.D. Thesis, University of British Columbia Press

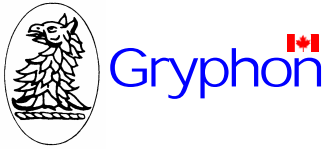
Casasempere, A. 1980: Socio-Economic Impact of Forest Industry Development in Olancho, Honduras. COHDEFOR/CIDA, 73 pp

Casasempere, A. 1978: "Explotación Forestal e Industrias Derivadas" y "Desarrollo de las industrias Forestales" en *Strategy and Projects for Regional Development in Region I, Provinces of Imbabura, Carchi and Esmeraldas, Ecuador. Sectorial Report, Phase I/Santiago - Mira Project*, INERHI/CONADE/OAS

Casasempere, A. 1976 "Mercados y Oportunidades de Desarrollo de la Industria Forestal Regional" en *Plan de Desarrollo Forestal de la Costa Pacífico de Colombia*, INDERENA/CIDA

Casasempere, A. 1974: Desarrollo de la Industria Electrónica en el Mercado Común Andino – Estudio de Mercado. Junta del Acuerdo de Cartagena-CIDA, 89 pp

Casasempere, A. 1973: Markets & Marketing – Future Demand & Opportunities for Forest Industry development, in *Pan Malaysian Forest Development*



*Program, Sabah, Malaysia, Phase II*  
UNDP/FAO/CIDA, 213 pp

Casasempere, A. 1970: Latin America - A Market for Canadian Forest Products: Potential & Prospects for Development, MF Thesis, University of British Columbia Press, 289 pp

Weldwood, R. and Casasempere, A. 1970: The Forest Industry in Mexico. Nacional Financiera S.A./IBRD, 176 pp

Casasempere, A. 1968: Sector Forestal en *Necesidades y Oportunidades de Desarrollo de los Colonos de la Zona de Lago Verde, Lago Rosselot y Puyuhuapi XI Región de Aysén, Chile*. SAG, Gobierno de Chile, 44pp

Casasempere, A. 1967 Estudio Comparativo de Rentabilidad entre Plantaciones de Pino Radiata y Ovejería, Escuela de Ingeniería Forestal, Tesis de Grado, Facultad de Agronomía, Universidad de Chile, 172 pp

Casasempere, A., *et al*, 1966: La Reforma Agraria en Egipto - Lecciones para Chile. ICIRA/IICA/Gobierno de Chile