

MARIA LORENA GUTIÉRREZ BOTERO

Education:

- Doctorate (Ph.D.) in Finance. Tulane University. 2003
- MA in Management. Tulane University. 1999
- Specialist degree in Finance. Universidad de los Andes 1994
- Industrial Engineer Universidad de los Andes 1992

Professional Experience

- CEO of Corporación Financiera Colombiana S.A. (September 2018 to present)
Minister of Trade, Industry and Tourism of the Republic of Colombia (2017-2018).
- Ambassador of the Republic of Colombia in Germany (2016-2017).
- Minister of the Presidency (2015-2016) and General Secretary. Office of the President of the Republic of Colombia (2013- 2014)
- Deputy Minister of Mines and Energy. March - April 2016.
- Advisory Minister for the Government and the Private Sector (2014-2015). Office of the President of the Republic of Colombia
- High Presidential Council on Good Governance and Administrative Efficiency. Office of the President of the Republic of Colombia 2010 - 2013.
- Dean of the Business Administration Faculty, Universidad de los Andes. 2003 - 2010.
- Associate Professor. Business Administration Faculty. Universidad de los Andes 1998 - 2003.
- Director of the Undergraduate Business Administration Program. Business Administration Faculty, Universidad de los Andes. 1995 -1998.
- General Secretary. Business Administration Faculty. Universidad de los Andes 1993-1995.

Projects

- At the Office of the President of the Republic under the administration of President Juan Manuel Santos, I undertook projects such as the following:
 - Reform of the structure of the government under which ministries, agencies and Migración Colombia were re-established; the Administrative Department of Security (DAS, for the Spanish original) and Dirección Nacional de Estupefacientes (National Department of Anti-narcotics) were liquidated, and the Agricultural Sector was reformed, among others.
 - From the outset of the administration, a system was designed to monitor the government's objectives by means of a scoreboard.
 - The project to eliminate paperwork, which reduced the number of bureaucratic procedures that had to be carried out by citizens and companies by 40%, such as police record certificates, certificates of survival, authenticated photocopies, among many others.
 - Creation of the System for Strategic and National Interest Projects (PINES, for the Spanish original) in infrastructure, mining, hydrocarbons and trade.
 - Lastly, the process of joining the OECD.
- Consulting: Strategic plan to address migration from Venezuela. Project contracted by BID for the

- Government of Colombia. 2016.
- Consulting: Design of an entrepreneurship ecosystem for the city of Bogotá. Economic Development Department of Bogotá (2010).
 - Consulting: Micro-finances and Micro-finance Institutions. The situation in Colombia. CEPAL, 2009
 - Consulting: Methodology to assess the Government On Line program in Colombia. Connectivity Agenda. 2008-2009
 - Consulting: Strategic plan to strengthen the organizational capacity of Fundación Nuevo Periodismo Iberoamericano (FNPI). 2008.
 - Consulting: Advisory to Design and Implement a Methodological Scheme for the Execution of Cooperation Agreements in the Framework of the Andean - United States Free Trade Agreement (Corporación Andina de Fomento (CAF) - Trade Ministry). 2007. Study on the trade competitiveness of Colombia and areas for strengthening.
 - Consulting: Business Reflection Events on the Internal Agenda. Performance of three business reflection events on the topics of innovation, logistics and procedures - National Planning Department. 2006
 - Consulting: Concession Contract between the Regional Port Companies of Barranquilla and Santa Marta, and the Ministry of Transportation. Dispute Resolution. 2004.
 - Improvement of conditions for access to credit by micro-businesses. Fundación Corona. 2004
 - Consulting: Institutional Strengthening of Private Education Institutions in Colombia. ICFES, 2003. Development of strategic planning process and indicators.
 - Consulting: Alternatives for doctorate-level education in Colombia. Instituto Colombiano para el Fomento de la Educación Superior (ICFES). Bogotá, Colombia. 2002
 - Consulting: Presidential Council for Human Rights and International Humanitarian Law. Bogotá, Colombia. 2002
 - Consulting: Diagnosis and Recommendations for Employee Cooperatives in the country. Superintendencia de Economía Solidaria and ANALFE. Bogotá, Colombia. 2002. Development of strategic planning and action plans.
 - Consulting: Assessment of housing loan amortization systems, Banking Superintendence. Bogotá, Colombia. 2000
 - Consulting: Assessment analysis for de-capitalization, electricity distribution and commercialization company of Bogotá, CODENSA. Bogotá, Colombia. 2000
 - Research: Determinants and effects of risk capital funds and partnerships between pre-IPO firms.

Publications

- Book: Tendencias en la administración: gerencia y academia. Two Volumes, 2012. ¿Cuáles son los grandes temas a los que debe enfrentarse un administrador en los tiempos actuales?.
- Book and working document: Microfinanzas dentro del contexto del sistema financiero colombiano. María Lorena Gutiérrez. Serie Financiamiento del Desarrollo. No. 214 CEPAL, Santiago de Chile, August 2009.
- Book: El gobierno en línea en Colombia: 2008-2009 / Centro de Estrategia y Competitividad. - Bogotá: Ministerio de Tecnologías de la Información y las Comunicaciones: UNDP: Universidad de los Andes, Ediciones Uniandes, 2009.
- Book: Mejoramiento de las condiciones de acceso al crédito para Microempresarios. Perspectivas desde las Fundaciones. Fundación Corona, Universidad de los Andes, Fundación Ford. 2004.
- Book: Informe Final "Fortalecimiento Institucional de las IES Privadas del País". Serie calidad de la

Educación Superior No. 13. 2004.

- Book: Gerencia Financiera. Experiencias y Oportunidades de la Banca de Inversión en Latinoamérica. Jorge Hernán Cárdenas and María Lorena Gutiérrez, coordinators.
- Book: Alternativas de la Formación Doctoral en Colombia. Jorge Hernán Cárdenas, María Lorena Gutiérrez and Angel Pérez.
- Book: Repensar el Pregrado en Administración. Memorias de un proceso de reforma curricular, septiembre de 1997 - octubre de 1998. December 2004
- "Política integral de apoyo a doctorados nacionales". In: Documento CONPES (Consejo Nacional de Política Económica y Social) 3179, Departamento Nacional de Planeación, Bogotá, Colombia, July 15, 2002.
- Several articles in the national press and presentations at national and international congresses.

Participation in Boards and Councils of Directors:

- Chairwoman of the Board of Promigas (October 2018 to present)
- Board of Gases del Caribe (October 2018 to present)
- Board of Calidda (October 2018 to present)
- Board of Fiduciaria Corficolombiana (October 2018 to present)
- Board of Casa de Bolsa (2019 to present)
- Member of the Board of Directors of the Foundations Corazón Verde and Compaz
- Member of the Council of Directors of Universidad de los Andes
- Member of the Board of Directors of Asobancaria
- Member of the Council of ANIF
- Board of Colombia Telecomunicaciones (Telefónica), from 2013 to 2016
- Board of Directors of Colpensiones 2012-2014
- Board of Directors of CISA. 2012- 2014
- Board of Directors of Positiva. 2013-2015
- Member of CONFIS. 2013-2016
- Member of the Councils of Directors of Agencia de Defensa Jurídica, Fondo de Adaptación, Agencia de Cooperación Internacional, Agencia Nacional Minera, among others.
- Member of the Council of Ministers and the Security Council. Government of Colombia. 2010- 2016 and 2017-2018
- Member of the Council of Directors of EFMD (European Foundation for Management Development). 2009 - 2010. Belgium.
- Member of the Advisory Board of A.B Freeman School of Business. Tulane University. United States. 2009 -2010
- Chairwoman of the Council of Directors. Alianza SUMAQ. 2007 - 2010.
- Member of the Advisory Board. Faculty of Medicine. Universidad de los Andes 2005 - 2009.
- Member of the Council of Directors of CLADEA (Consejo Latinoamericano de Escuelas de Administración): 2006-2008
- Member of the Council of Directors of BALAS (Business Association for Latin American Studies): 2005-2007

- Member of the Council of Directors of Corporación Calidad, Colombia. 2005-2007
- Member of the Academic Council of Universidad de los Andes. 2003 to August 2010.

Recognition and Awards:

- Recognition from Tulane University as doctoral graduate with good performance. 2018.
- Recognized at one of the top 100 leaders in Colombia in 2008 by *Gerente Magazine*.
- Recognized and godmother for a submarine of the National Navy, ARC "Intrépido" (2015); by the Ministry of Defense for public service (2013) and awarded the Star of the National Police in the degree of Grand Officer in 2015.
- International peer for accreditation processes and strategic assessment of Business School in Costa Rica (INCAE), Chile (Universidad del Desarrollo), Argentina (Torcuato di Tella) and Australia (Macquarie University).
- Highlighted as one of the ten most outstanding executives of Colombia by the Junior Chamber of Colombia, 2003.
- Recognized as one of the successful executives in Colombia under the age of 35. *Revista Dinero* 2003.