

## **JUAN AUGUSTO ARAUJO ARENAS**

### **“ARAUJO, BACALAO & Associates (AB&A)”**

**Lawyers - Consultants - Agents of Intellectual Property.**  
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### **Complete Personal File**

#### **Personal Information**

Place of Birth: Valencia, State of Carabobo. Venezuela.  
Date of Birth: 17<sup>th</sup> of November of 1972.  
Nationality: Venezuelan.  
Identity Document: N° 11.764.946  
Passport N° C 1454560. Valid American and Canadian Tourist Visa.  
Marital Status: Married.  
Lawyer Registration Number in Venezuela (INPREABOGADO): 78.148  
Agent Registration Number of Intellectual Property: 3.586  
Languages: Spanish, English and beginners Italian.

#### **Work Experience**

##### **2013 – Currently**

Areas of Professional Practice: Intellectual Property Management. As an active agent of Intellectual Property in Venezuela and affiliated with the two most important international associations of agents of Intellectual Property: INTA and ASPI. As well as a member of the Inter-American Bar Association (IABA-FIA). Consultant and lecturer in business entrepreneurship and Intellectual Property. Conflict Management. Corporate, Civil and Commercial Law. Current Director and administrator of the specialist firm "**Araujo, Bacalao & Associates (AB&A)**" of which he is a founding member. Advisor to several national and multinational companies, private and public institutes, individuals who perform professional business and/or civil, commercial and administrative business in Venezuela. Advisor regarding technology transfer and intellectual capital protection. Extensive experience in Intellectual Property, Litigation, Management and conflict resolution through mediation, negotiation and arbitration; Commercial, Administrative, Real Estate and Public Administration Law.

##### **2004 - 2006**

Binational Mexico-Venezuela Delegate for the agreement signed by the Autonomous University of the State of Hidalgo and "Simon Bolivar" University, for the training and installation of Technology Parks and Incubation Centers for technology companies. Guest speaker for the Ministry of Foreign Affairs of Mexico and the Autonomous University of the State of Hidalgo, to give seminars and conferences on Intellectual Property as a Modern Production Tool, Speaker and member of the panel of the Latin American Seminar on Biotechnology and Intellectual Property, organized by the University of United Nations and the World Intellectual Property Organization (UNU-WIPO) and the National Autonomous University of Mexico (UNAM) held in Cuernavaca, Morelos. Mexico, March 2006, both in their various departments, such as business and academic meetings from different regions of Mexico.

##### **2003 – 2005**

Conference Speaker of the National School of Public Administration and Finance - University Technical Institute ENAPH-IUT (Caracas, Venezuela). Lecturer of the

University Center for Intellectual Property Broadcasting, CUDPI, of the “Simon Bolivar” University.

**2001-2006**

Visiting Professor of the subject "BC-213 Impact of Biotechnology in Contemporary Society. Legal Basis of Intellectual Protection" at the “Simon Bolivar” University (2001-2009). External Legal Consultant and Legal Representative of the “Simon Bolivar” University. Legal Consultant and Legal Representative of the “Sartenejas” Technology Park Corporation (2001-2005).

**2000-2001**

Associate Attorney of the firm "*Garcia Borges, Dao Dao, Gonzalez Semper and Associates*". External Attorney and Legal Representative of "*Banco do Brasil, S.A.*" during this period (Caracas, Venezuela).

**1999-2000**

Legal Director and Legal Consultant of the Tourism Corporation of the State of Anzoategui. Legal Consultant of the Tourism Promotion and Training Fund of Anzoategui. Drafting and defending Attorney before the Legislative Assembly of the State of Anzoategui and the Tourism Commission of the National Assembly of the Bolivarian Republic of Venezuela, of the approved constitutive text, of the first tourism promotion and training fund registered in Venezuela.

**1998-1999**

Legal Assistant and Coordinator of the Department of Patents of the firm *Antequera, Parilli, Rodriguez & Associates*. Member of the work team that founded the Industrial Property Department of this firm. (Caracas, Venezuela)

**1993 -1998**

Legal Assistant. Responsible for the review and preparing reports of all our legal records of the firm specialized in Intellectual Property and Corporate Law "*De Sola Pate & Brown*" in the courts and the Supreme Court of Justice, Civil, Commercial, Real Estate, Consulates, Embassies Records and Notaries. Coordinator and instructor of interns for the judicial department of the firm.

**Academic Education and Professional Practice**

*Lawyer* graduated from the “Andrés Bello” Catholic University. Caracas, Venezuela (1999). High School Diploma in Sciences at the “Cardon” Institute, Cardon, State of Falcon, 1990.

Intellectual Property Agent, active and enrolled in the Autonomous Service of Intellectual Property of Venezuela. Registered with the Bar Association of the Capital District, State of Anzoategui and State of Carabobo.

Licensed to practice in the Supreme Court of Justice of Venezuela. He has worked successfully in all administrative resources and appeal before this Supreme Court.

He has studied several career outreach programs and graduate courses on campus of the University of Michigan, issued by the "*American Institute for Legal Education*", earning diplomas in: "Introduction to American Law" (1997), "Commercial Law and Taxes for Business in the Unites States of America "(1999)," Negotiation and Mediation for Business "(1999). Ann Arbor, Michigan.

Specializing in Conflict Management (negotiation, mediation and arbitration), a graduate in the Seventh Program issued by the Institute of Higher Administration Studies (IESA) 2003. He did postgraduate studies in Environmental Law and Sustainable Development until the third semester at the “Simon Bolivar” University, Caracas (2004). He obtained a Diploma in Intellectual Property from the “Metropolitan” University, Valencia (2006). Graduate-Diploma in "Biotechnology", mention: "Strategies for Management of Intellectual Property", at

the Kellogg School of Management at Northwestern University. Chicago Illinois (2007).

Legal Assistant specializing at firm "*De Sola Pate & Brown*" (Caracas, 1994-1998)  
Legal Assistant and coordinator of patents of the firm "*Estudio Antequera Parilli, Rodriguez & Associates*" (Caracas, 1998-1999)  
External Attorney and Legal Representative of the "*Banco do Brasil S.A.*" (Bank) in Venezuela (Caracas, 2000-2001).  
Legal Director of the "*Tourism Corporation of Anzoategui*", Venezuela (1999-2000)  
Founding member and director of the firm "*Citemark, s.c.*", first legal consulting firm incubated by "*Sartenejas*" Technology Park of the "*Simon Bolivar*" University (2001-2005)  
Founding member and current Director of the specialized firm "***Araujo, Bacalao & Associates (AB&A)***". Legal consulting firm incubated and graduated in the "*Sartenejas*" Technology Park of the "*Simon Bolivar*" University.

Visiting Professor speaking about Intellectual Property and Lecturer on corporate entrepreneurship and Conflict Management of the *Autonomous University of the State of Hidalgo* (UAEH), *Autonomous National University of Mexico* (UNAM), both in Mexico and visiting professor and lecturer of the *United Nations University, around the World [sic]* regarding Intellectual Property, Bioethics and Business Entrepreneurship.

Significant experience in academic and business advice on commercial and intellectual capital formation from universities, technology parks, company incubators, companies and individuals as clients of firms that have been and are represented.

#### **Memberships to Professional Guilds**

Member of the "International Trademark Association" (INTA)  
Member of the Inter-American Association of Intellectual Property (ASIPI)  
Member of the Inter-American Bar Association (IABA-FIA)  
Member of the Bar Association of the Capital District  
Member of the Bar Association of the State of Anzoategui  
Member of the Bar Association of the State of Carabobo

#### **Other Interests and Activities**

Director of several companies engaged in the acquisition, architectural design, construction and sale of real estate in Venezuela (2005-2012).  
Certified Captain for recreational and sporting sailing and/or motor vessels up to 40 tons (1999).  
"Open water" diver certificate by the International Diving Educators Association "IDEA" (1999).  
Member of the Venezuelan Federation of Sailing. Member of the Venezuelan Sailing Team in classes: Cruiser, Racing I, J-24 and Catamaran (1982-1989).  
He was captain of sail vessels type: sloop "TROON" (Whitby 45) and "SEA HUNTER" (Mull 23) both Venezuelan flag and with a successful history of racing in Venezuela and the Caribbean circuit since 1973 and 1996 respectively.  
Member of the Venezuelan Federation of Tennis. State of Miranda (1982)  
Member of the World Association of Tae Kwon Do (1982-1988). Grade Instructor. Riding Practice (since 1979)  
Exhibitor and breeder of Step horses, founder of "MADRIGAL" Breeding place (2008-2011).  
He studied first semester of Chemical Engineering at the "Metropolitan" University. Caracas (1990).  
He studied until the third semester of Administration, specializing in Management, at the "Metropolitan" University. Caracas (1990-1992)