



# Sonia Leis Apaza

## Accountant

### BIOGRAPHY

I hold a degree in Public Accounting from the Universidad Católica Argentina Sta. María de los Buenos Aires, a Master's in Sustainable Development Project Management (PM4R), certified by the Inter-American Development Bank (IDB). I also have a Diploma in International Trade from Universidad Austral and a Certification in Free Zone Management from the Universidad de los Andes in Colombia, specializing in managerial and operational-administrative topics, as well as international negotiation. Additionally, I completed a Diploma in Capital Markets and International Taxation at Universidad Austral.

I am highly dynamic and adaptable to change. I'm a flexible professional capable of managing and leading the areas under my responsibility in changing environments. I am committed to continuous learning and have a strong focus on finding alternatives that allow companies to detect and capitalize on opportunities, even when they are not immediately apparent.

Since November 2019, I have planned, directed, and executed the governmental project for the Perico Free Zone in the province of Jujuy. I optimized processes in free zone environments, estimating, evaluating, and mitigating the specific risks of international trade in the context of my country, analyzing currency fluctuations and geopolitical shifts, while also achieving efficient coordination with authorities.

Today, the Perico Free Zone is fully operational. As the current Vice President of Zona Franca Perico Sapem, I lead the development of new business ventures in the mining industry and global services market. I specialize in the operation of free zones, company relocation processes, and the creation of productive linkages. Shortly, I will initiate the development of the La Quiaca Free Zone, aimed at both domestic and international markets.



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Additionally, I conceived, projected, developed, and led the creation of the “Jujuy Development Hub,” a concept born from the synergy between the Free Zone and Industrial Park. The goal is to generate a productive force that will create a new business ecosystem, combining free and non-free trade regimes to foster employment and sustainable economic development.

As director, I have enhanced a new, efficient supply chain for the “Lithium Hub” as part of the Development Hub. I optimized logistics routes and costs in the relocation of new companies and participated in defining the mining cluster for the Lithium Triangle, which promotes the establishment of both national and international companies.

As General Administrator of the El Pongo Agro-industrial Estate (14,000 hectares), I lead innovative projects such as medicinal cannabis production for domestic and international markets, as well as 100 MW eco-solar parks aligned with the 2030 Sustainable Development Goals (SDGs).

From 2000 to 2015, I worked as a specialized consultant in business management, focusing on defining the most suitable internationalization strategies for various markets. I managed international areas both domestically and abroad, understanding logistics as a key success factor and using it to build a sustainable competitive advantage.

During my time as a Business Administrator in the energy market for companies such as Plazoleta SRL, Expo-Group, and Llamagaz SA, I designed, directed, and shaped organizational processes and corporate culture in favor of these companies. I influenced decision-making contexts and environments, implementing the best strategies, plans, and projects on time, within budget, and with the highest quality to achieve their objectives.

I also led learning initiatives to help organizations improve and innovate, as well as manage their talent in parallel with the need for growth and development. I managed and led change in organizations of various sizes as an independent professional.

I gained invaluable experience developing the new public policy (2015) for my province through the Ministry of Public Defense. It was an unexpected challenge due to the different thematic nature of my previous experience. However, I successfully established the Public Defense Ministry, designing its functional and operational structure as well as the operational functions of each public defender’s office. I managed human resources recruitment, public competitions, and the design of training courses for different levels and areas. After three years of significant learning and progress, I am proud to have achieved ISO 9000 certification for all the administrative justice processes within the Public Defense Ministry of Jujuy.

I have served as a member of the Steering Committee of the Argentine Liquefied Gas Distributors’ Chamber, contributing to the development of policies and strategies for the growth of the LPG market and supporting the development of its members.

I was also a founding member of the Jujuy Fuel Distributors’ Chamber. During its early stages, I facilitated negotiations with national business chambers and successfully incorporated its members.