

LA MAESTRÍA EN GESTIÓN ENERGÉTICA

presenta

MASTER CLASS

Nº1





PRIME
BUSINESS SCHOOL
UNIVERSIDAD SERGIO ARBOLEDA

Master Class Energy Management

GEOPOLÍTICA Y PETRÓLEO INTERNACIONAL: REPERCUSIONES EN COLOMBIA

Por: Alberto Cisneros Lavaller (Ph.D)



ORDEN DEL DÍA

- 1 Palabras de bienvenida y presentación del Decano de PRIME Business School Ramón Eduardo Guacaneme Pineda
- 2 Presentación Alberto Cisneros Lavaller (Ph.D)
- 3 Conferencia
- 4 Preguntas y respuestas
- 5 Cierre del evento





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Alberto Cisneros Lavaller (Ph.D)

CEO/President

Global Business Consultants (GBC)

- Coordinador de Planificación Estratégica de PDVSA.
- Gerente de Planificación Corporativa de Maraven.
- Negociador Internacional de la Presidencia de la República de Venezuela.

RAMÓN EDUARDO GUACANEME P.

DECANO DE PRIME BUSINESS SCHOOL

- Doctor en Derecho - MBA.
- Codirector del Doctorado en Innovación y Negocios.
- Columnista.
- Consultor.



MAESTRÍA EN GESTIÓN ENERGÉTICA (MGE)

UN MBA EN ENERGY MANAGEMENT

OBJETIVO

Formar líderes integrales, comprometidos con el desarrollo nacional, y competentes para desempeñarse con éxito en diversos ámbitos de la gestión de empresas relacionadas con la industria energética.

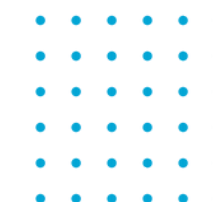


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Más información



[Página MGE - Universidad Sergio Arboleda](#)





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Curso en Administración de Transición Energética



PROMESA DE VALOR

capacidad para enfrentar y debatir diversos temas relacionados con la **transición energética** desde los negocios, marco legal, finanzas y aspectos tributarios.

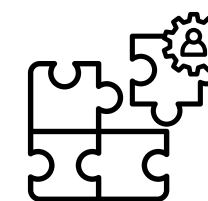
Se conocerán a fondo las políticas públicas nacionales e internacionales, adquiriendo un conocimiento teórico y práctico de alto nivel, dirigido a gerentes, directivos de empresas y entidades públicas.



FACTOR DIFERENCIAL

Docentes expertos **nacionales** e **internacionales** provenientes de sectores público, gremial y empresarial, con una profunda experiencia en el ámbito energético.

Clases diseñadas de manera teórica y práctica, lo cual facilita a los estudiantes la adquisición de los conocimientos necesarios para aplicarlos directamente en sus labores profesionales.



COMPETENCIAS

- Capacidad para comprender y aplicar conocimientos teóricos y prácticos en el sector energético, con un enfoque integral que permita tomar decisiones estratégicas y operativas en el contexto de la transición energética.
- Capacidad de gerenciar y administrar proyectos para energías renovables



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Diplomado en Cadena de Valor del Hidrógeno (H2)



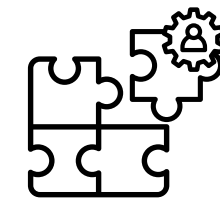
PROMESA DE VALOR

El programa busca desarrollar competencias relacionadas con la **Cadena de Valor del Hidrógeno**, con el fin de desarrollar los proyectos que apalancarán el cumplimiento de las políticas colombianas y globales, hacia el desarrollo del Hidrógeno como Vector Energético y Combustible no contaminante.



FACTOR DIFERENCIAL

Enfoque **teórico – práctico** para emprender con iniciativas alrededor de la Cadena de Valor del Hidrógeno, al lado de profesores con gran experiencia en el desarrollo de nuevas tecnologías, gestión de gases de efecto invernadero (gei), manejo de las leyes alrededor de las energías renovables y capacidad de integración entre la ciencia y las aplicaciones prácticas.



COMPETENCIAS

- Capacidad para interpretar variables del sector energético asociadas a la Cadena de Valor del Hidrógeno.
- Habilidad para identificar oportunidades que permitan formular estrategias y proyectos energéticos.
- Capacidad para estimar a nivel de orden de magnitud, inversiones en proyectos.

ESCANEA EL CÓDIGO QR



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Maestría en Gestión
Energética



Diplomado Cadena
de Valor
del Hidrógeno (H2)

y conoce más de nuestros programas.



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SERGIO ARBOLEDA



Master Class Geopolítica y Petróleo Internacional

... REPERCUSIONES COLOMBIA

Dr. Alberto Cisneros Lavaller
CEO Global Business Consultants
Mayo, 2025

THE MESSENGER (An Influencer?)

GEOPOLITICS

- BASIC CONCEPTS
- KEY THOUGHTS



GLOBAL GEOPOLITICS

- USA- RUS
- USA – CHN



REGIONAL GEOPOLITICS: GLOBAL SOUTH

- POLITICS of
CONTAINMENT
- BUFFER STATE

COLOMBIA REPERCUSSIONS

- OIL – SCENARIOS
- GAS - SCENARIOS



WORLD OIL MARKETS

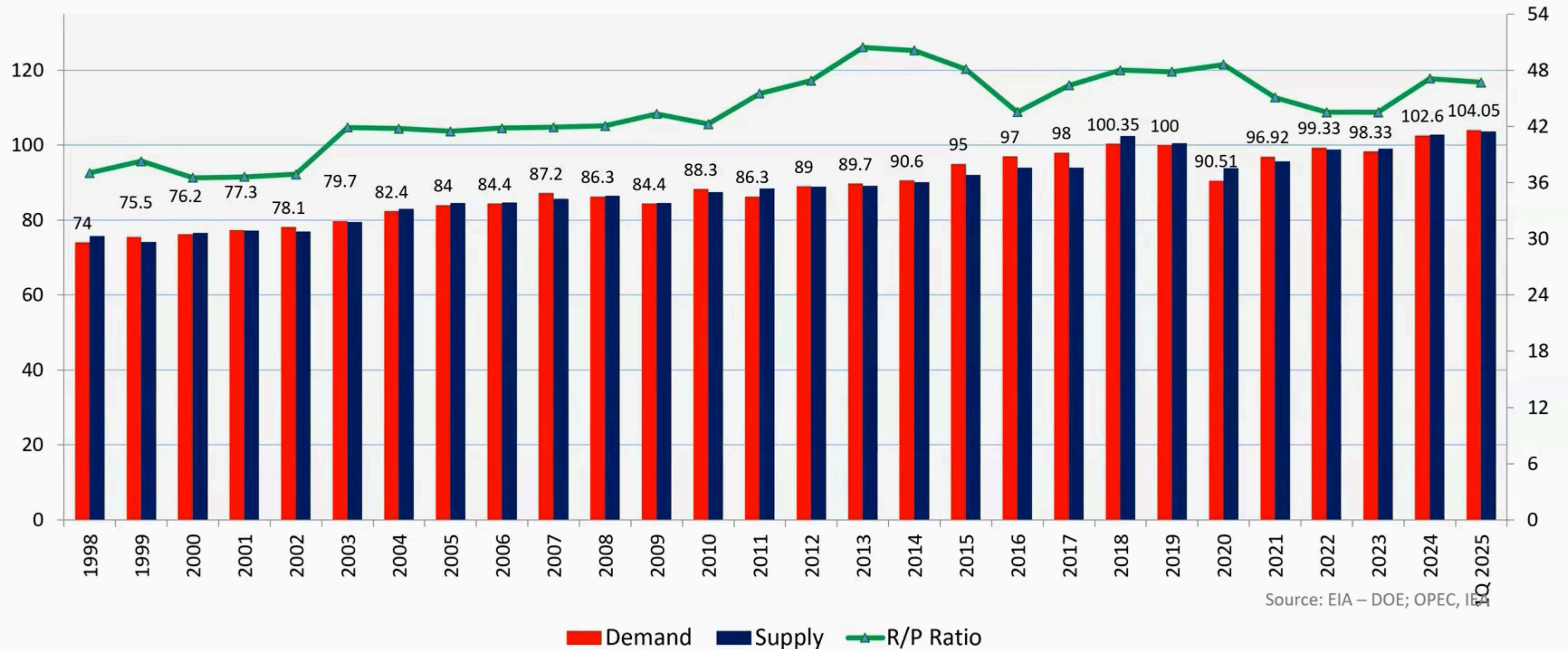
- DEMAND – SUPPLY
- OPEC STRATEGY –
TRUMP TARIFFS
- PRICES -
SCENARIOS

Global Demand & Supply

1998-2025

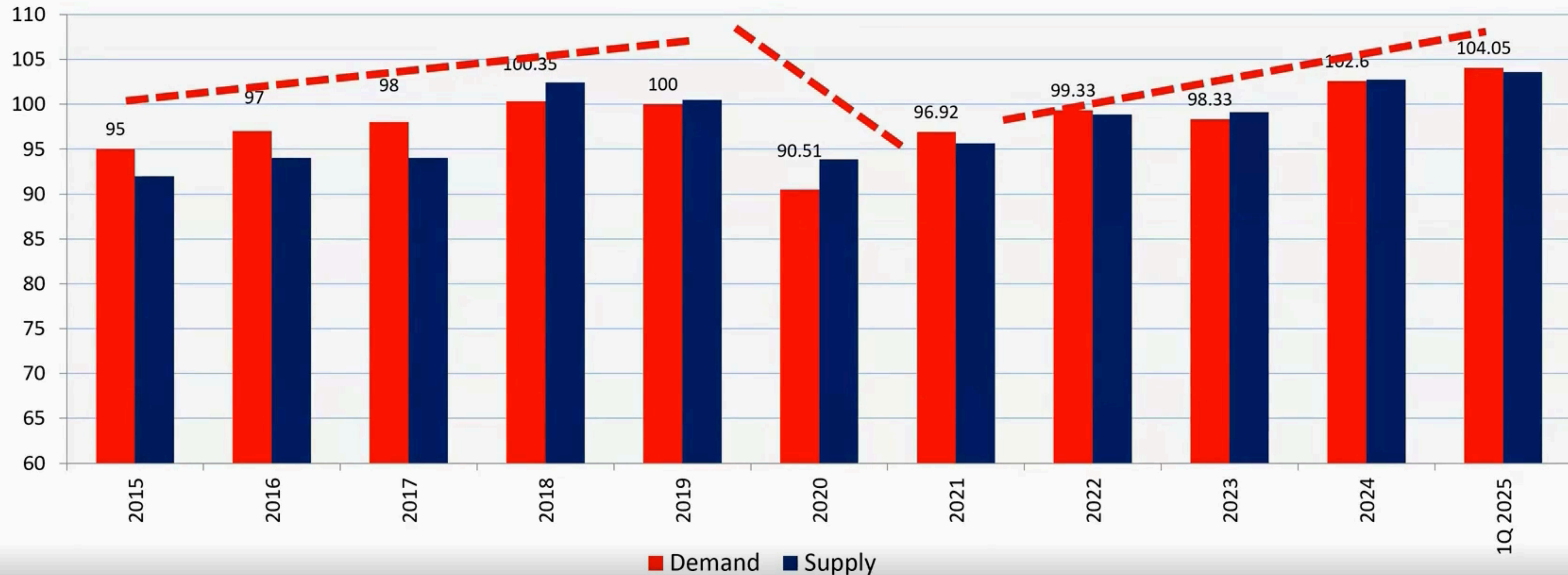
MBD

Yr



Global Demand & Supply 2015-2025

MBD



OPEC+ STRATEGY, USA TARIFFS & OIL PRICE

- **OPEC+** agreed speed up oil production hikes again raising output in June by 411 kb/d
The June increase (by 8 participants -RUS included) will reach 960 kb/d in total combined hike (April, May & June). Representing 44% unwinding of the 2.2 Mb/d of various cuts agreed on, since 2022
- **STOCKS** are low when considered the last five year range (from 2 M/b down to 1.6 M/b –May 2025)
- **TRUMP TARIFFS** thru a cardboard stated about 20% (10 for some LAA). CHN suffered from 145% down to 30% . Has negative economic impact on CHN growth as well as other high Consumers. Reply in kind: CHN reduced her tariffs on USA products to **10%** (from **125%**)
- **OIL PRICES...** fell to about \$ 60/b after tariff announcement. But bounced back after new trade agreement. **Brent traded at \$65/b** (second week of May), while **WTI reached \$63/b**



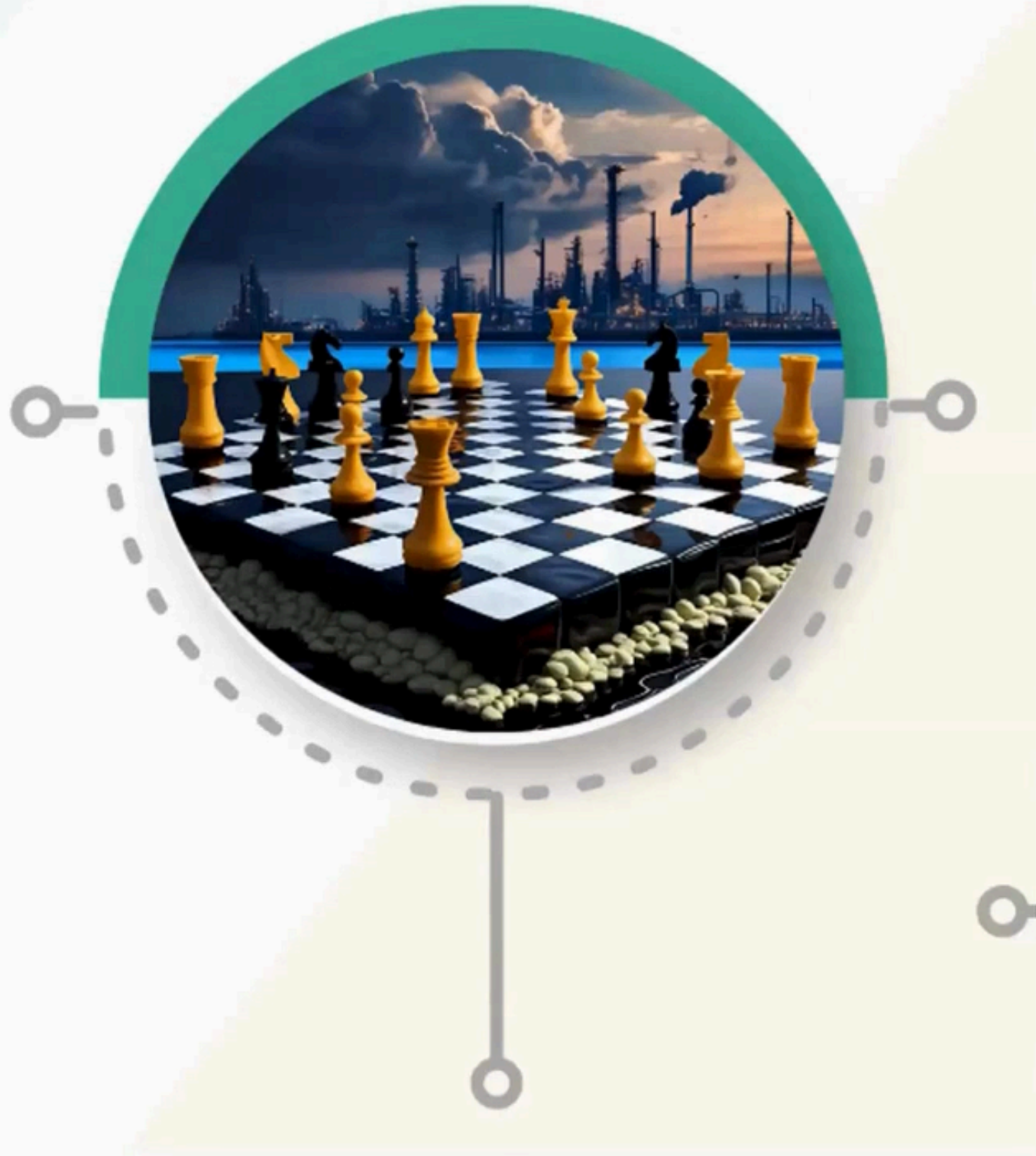
Oil Prices Outlook

West Texas Intermediate (WTI) crude oil price and NYMEX confidence intervals

dollars per barrel



Data source: U.S. Energy Information Administration, Short-Term Energy Outlook, April 2025, CME Group, Bloomberg, L.P., and Refinitiv an LSEG Business



GEOPOLITICS

CONCEPTS

KEY THOUGHTS

GEOPOLITICS KEY THOUGHTS : AMALGAMATION EUROPE



GEOPOLITICS KEY THOUGHTS: SOUTH AMERICA

POLITICS of CONTAINMENT



Global Geopolitics

USA – RUS

USA - CHN



NEW WORLD ORDER Trump Strategy

Four Axis encompasses New USA Strategy

- **THE FIRST** is based on building **Geopolitical Fence for Containment**: CHN isolation. Explains Washington reapproaching Moscow. Resembles Kissinger Strategy but inverted. Attempts to put a wedge between CHN & RUS (currently allies). Geography makes them potential enemies. That is why tariff exempted for RUS (the opposite to CHN) & urgent peace in UKR

WASHINGTON



MOSCOW



- **SECOND AXIS** defines **Indirect Deterrence**. CHN advances quickly toward military parity with USA. Washington testing different deterrence to avoid a Surprise War Scenario in Taiwan. USA threatens territorial expansion. Suggests provocatively Greenland *Annexation* or CAD / PAA Canal. Trump message to Xi: if modify your borders, we do the same. (USA occupied Greenland in World War II). Symbolism is relevant in bipolar world (USA vs CHN); military signals matter



WASHINGTON

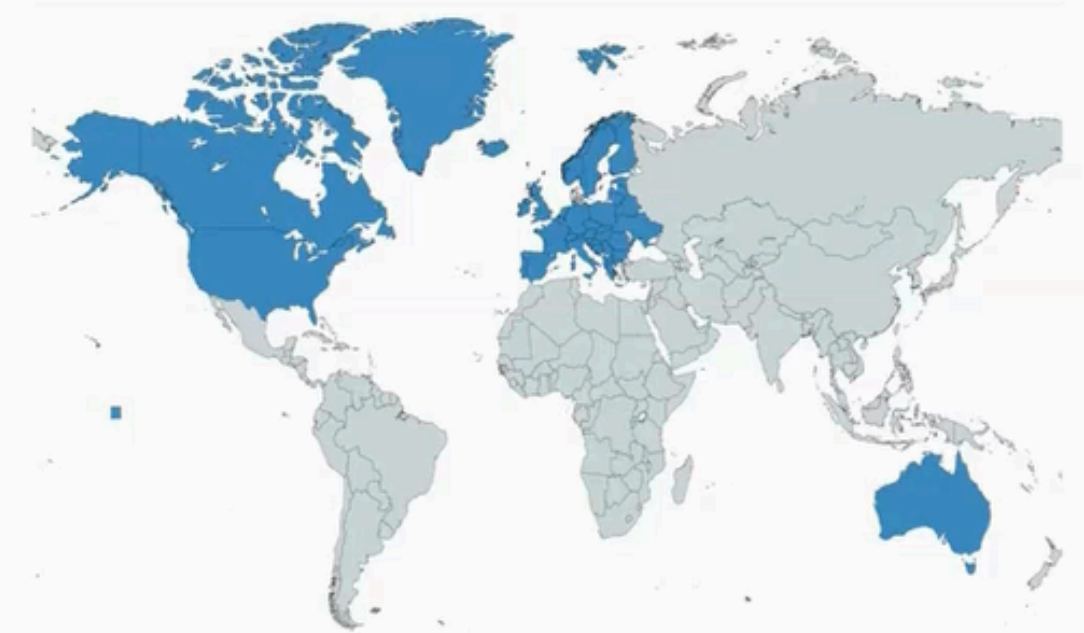


BEIJING

NEW WORLD ORDER Trump Strategy

THIRD AXIS

- **Draw Iron Curtain thru Tariff policies.** Aimed to economically isolate CHN, stopping her expansion and deeper militarization. **Tariff rates winding down**, thru May 2025. *“Realpolitick”* with Pragmatism
- **USA consumer bears high costs**, seen as a strategic sacrifice bearing threats to achieve external goals
- **Two key outcomes** have been achieved:
 - Disengaging CHN-USA markets
 - Forcing third parties to choose between CHN or USA
- **The global economic system may split into two camps:**
 - Spheres of Influence: One led by USA
 - One led by CHN, with Beijing aiming to become the open markets champion
- **Europe appears strong enough** to resist fragmentation forces if a new Cold War emerges



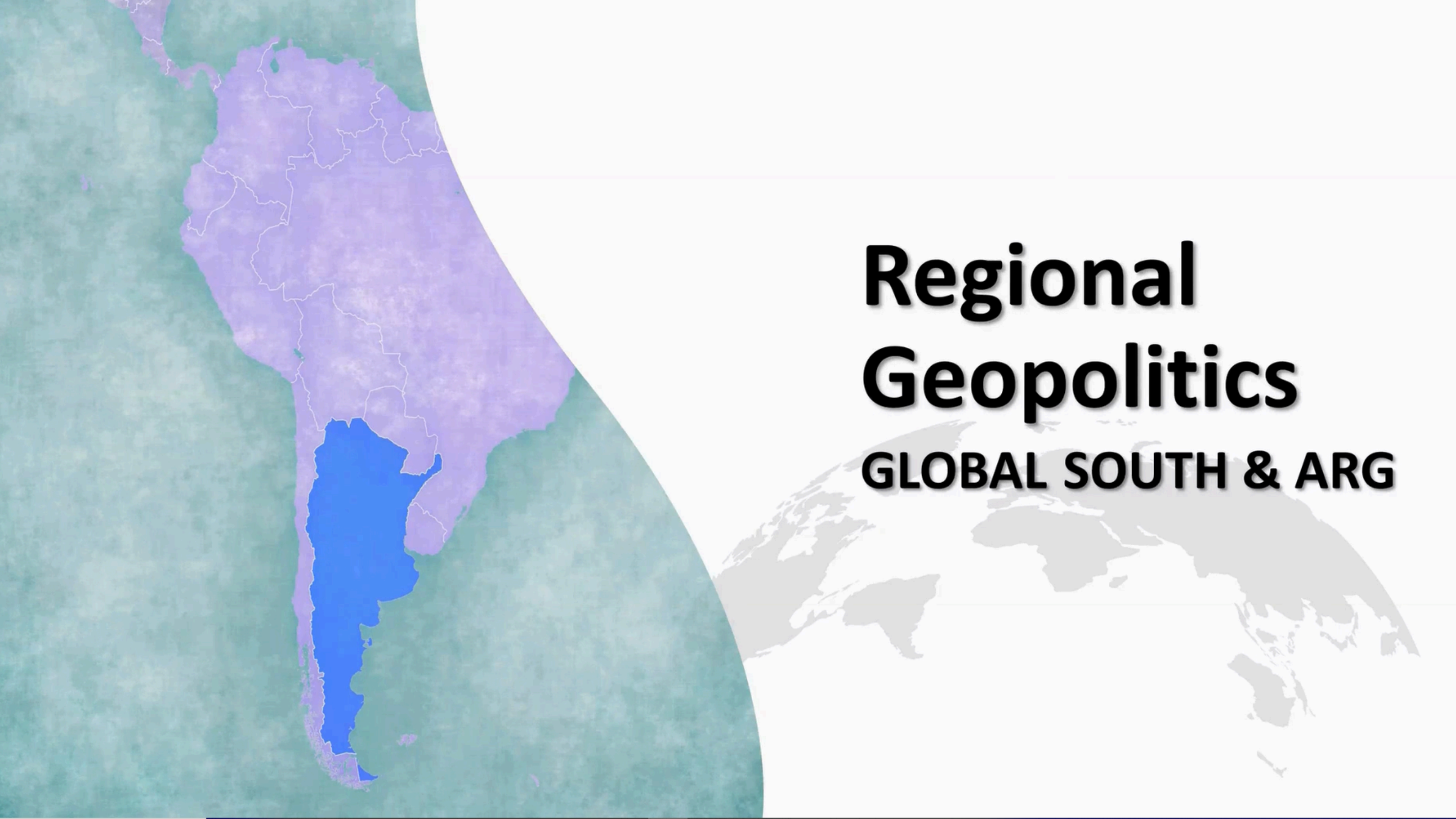
WESTERN WORLD

NEW WORLD ORDER Trump Strategy

FOURTH AXIS

- **Apparent Madness** – Announcing a “Gulf of America” (in lieu of “Gulf of Mexico”), conflicts with Zelenski, & unusual tariff declaration for all countries points at a “calculated” unpredictability
- **Disrupting adversaries** – Appearing irrational prevents opponents to adopt counter-strategies
- **Threats to allies** – Even friendly nations face threats. Thus, strengthen the credibility for future negotiation (“Tactic”)
- **Historical precedent** – Nixon’s “Madness Theory” redefined alliances & reshaped the global order in the 1960s, as described in *The Art of the Deal*
- **Game theory influence** – Strategic unpredictability resembles the “Chicken Game”. Used in nuclear deterrence, “enlighten” this current madness structured by the world power



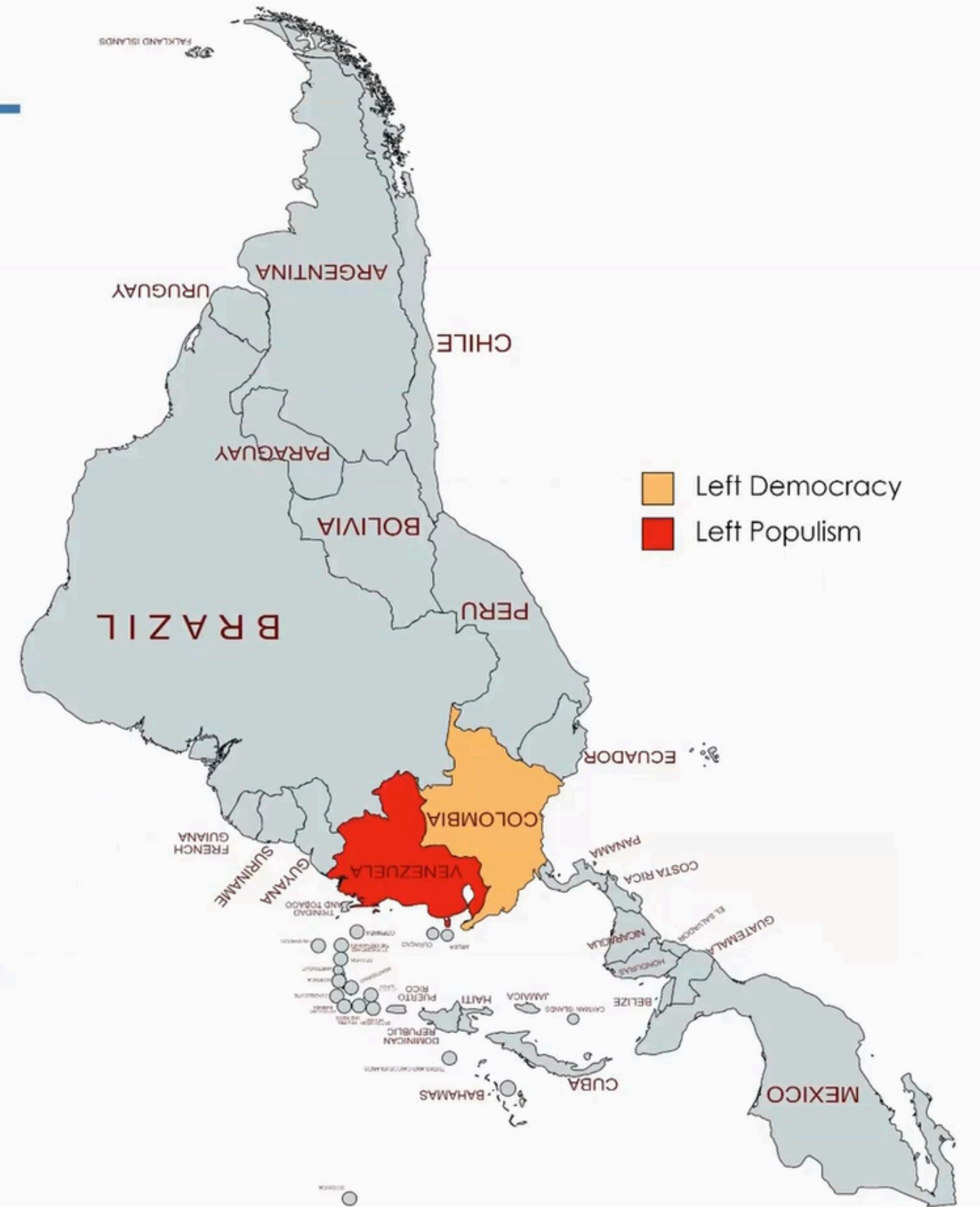


Regional Geopolitics

GLOBAL SOUTH & ARG

The Global South LAA RAMIFICATIONS

COLOMBIA – VENEZUELA
aligned on the Global South



COLOMBIA Geopolitics



COLOMBIA: Oil Production

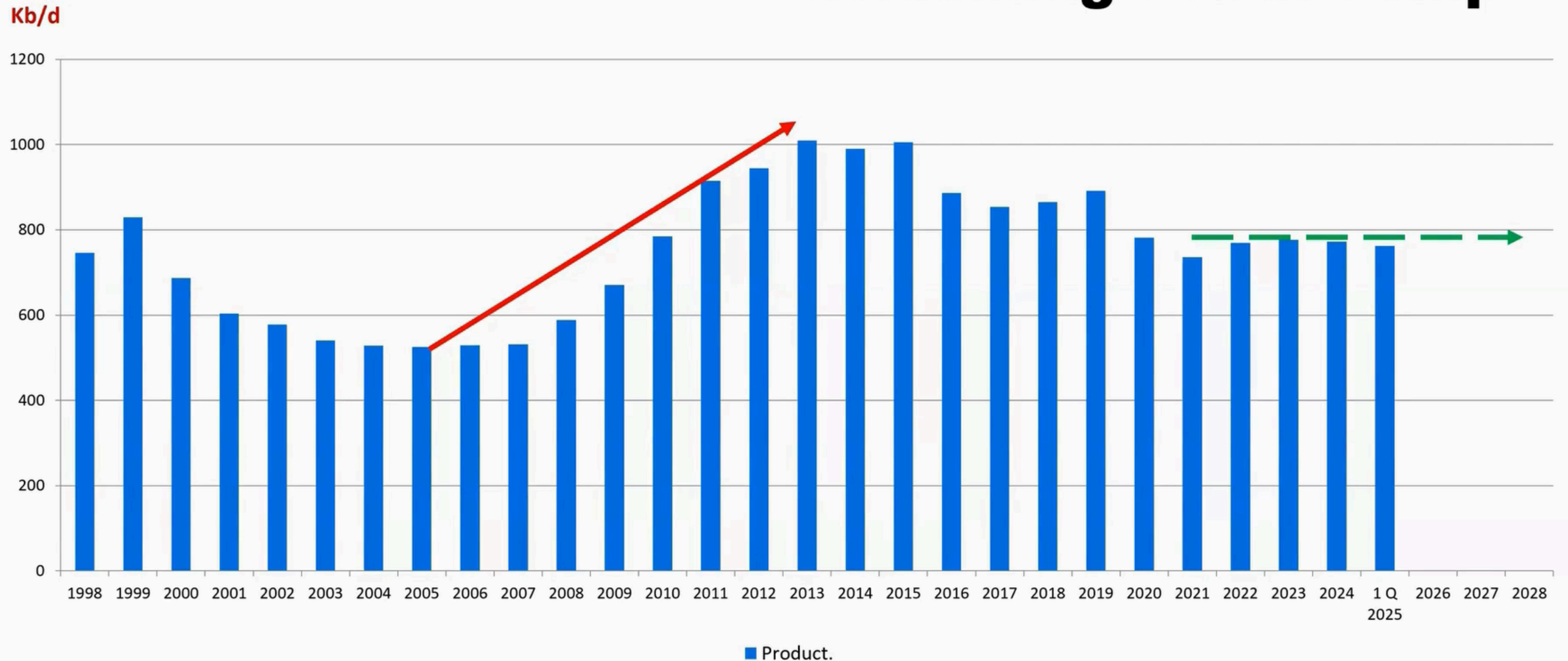
Kb/d



OIL RESERVES P1 2019 MBI RPR (7,1 yr.)

COLOMBIA Oil Production

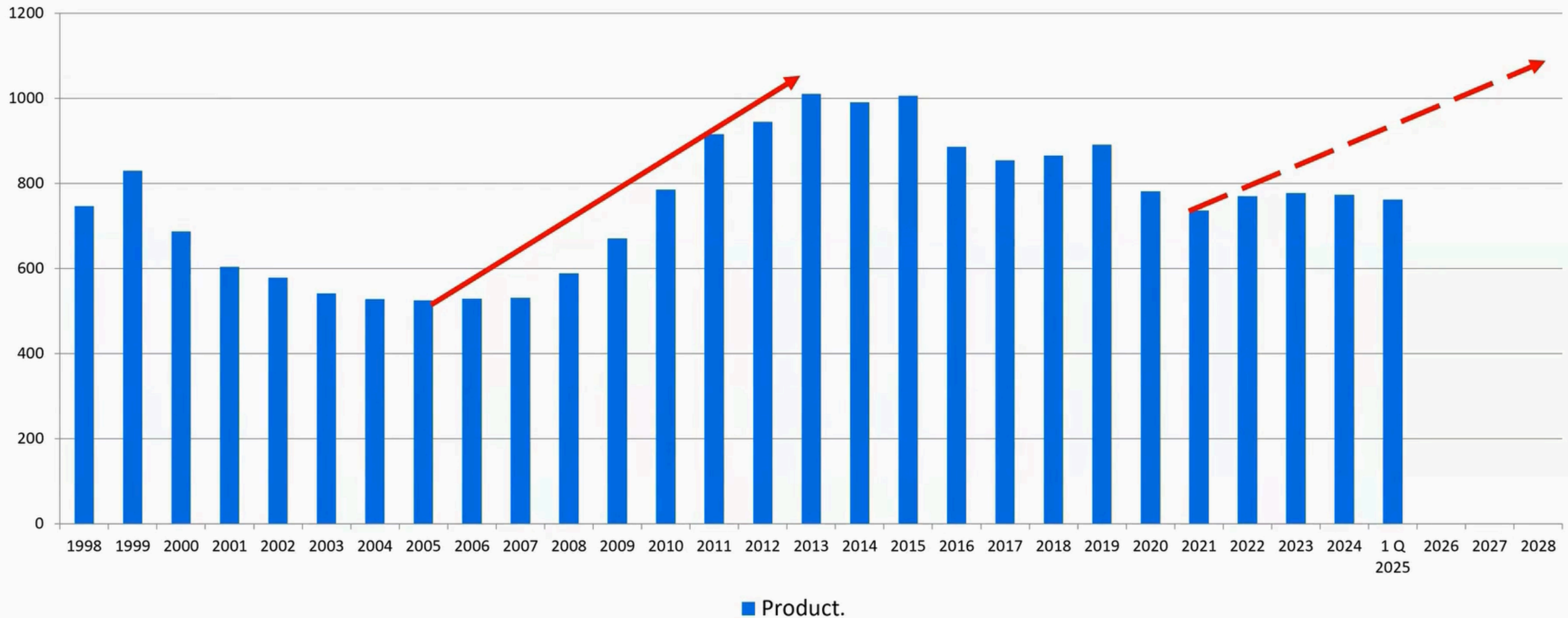
Remaining South Camp



COLOMBIA Oil Production

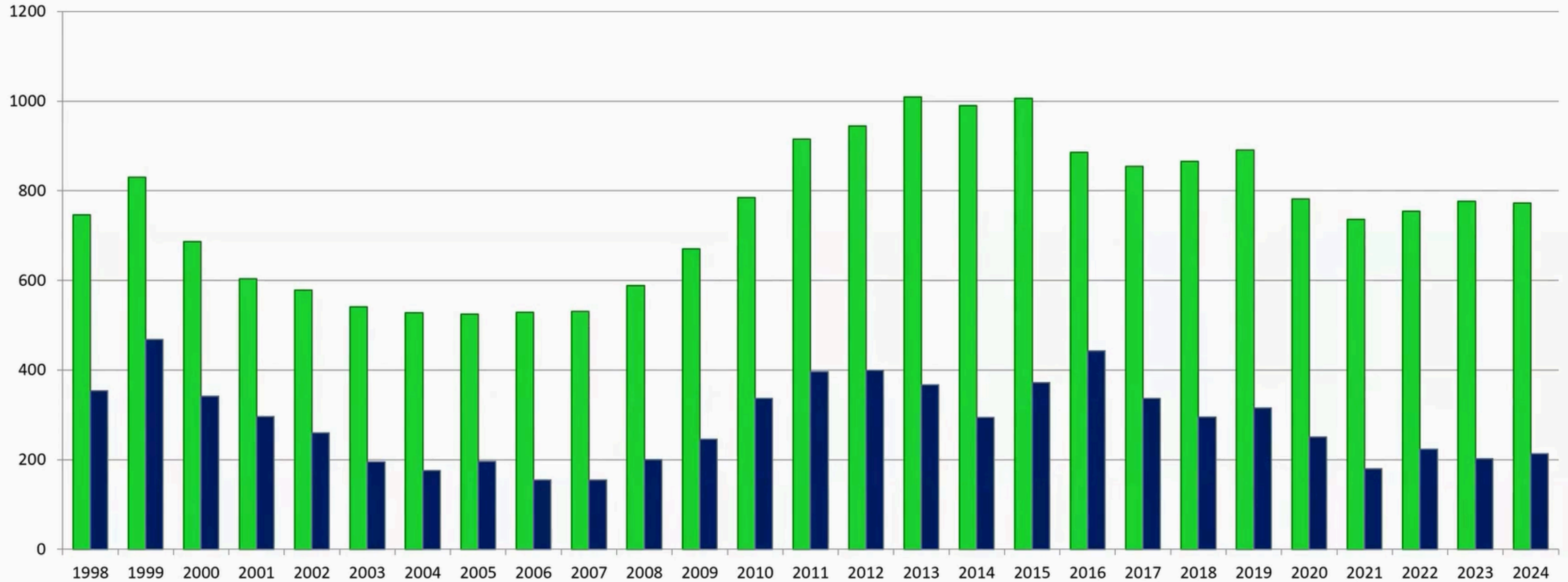
Leaving South Camp

Kb/d



COLOMBIA PRODUCTION & USA Exports

Kb/d



Source: EIA/ANH

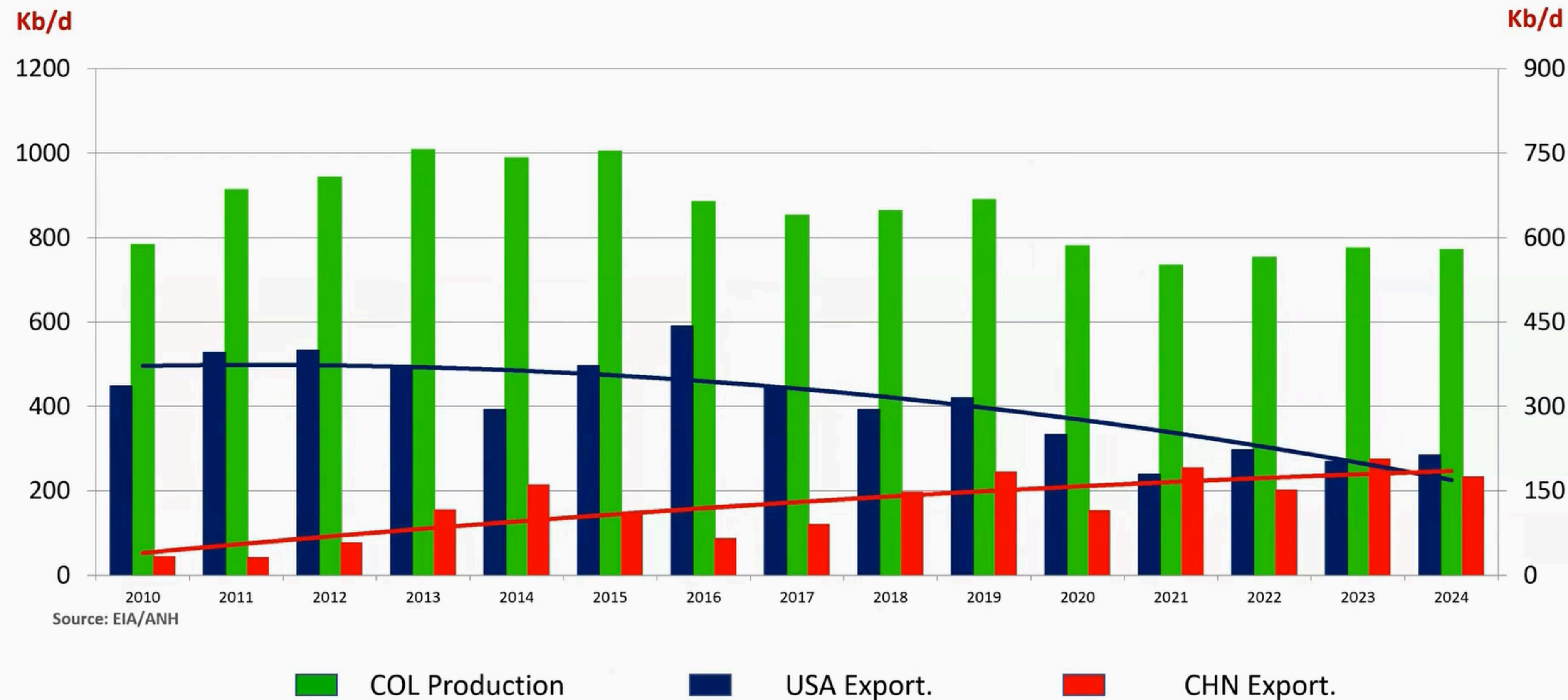


COL Production



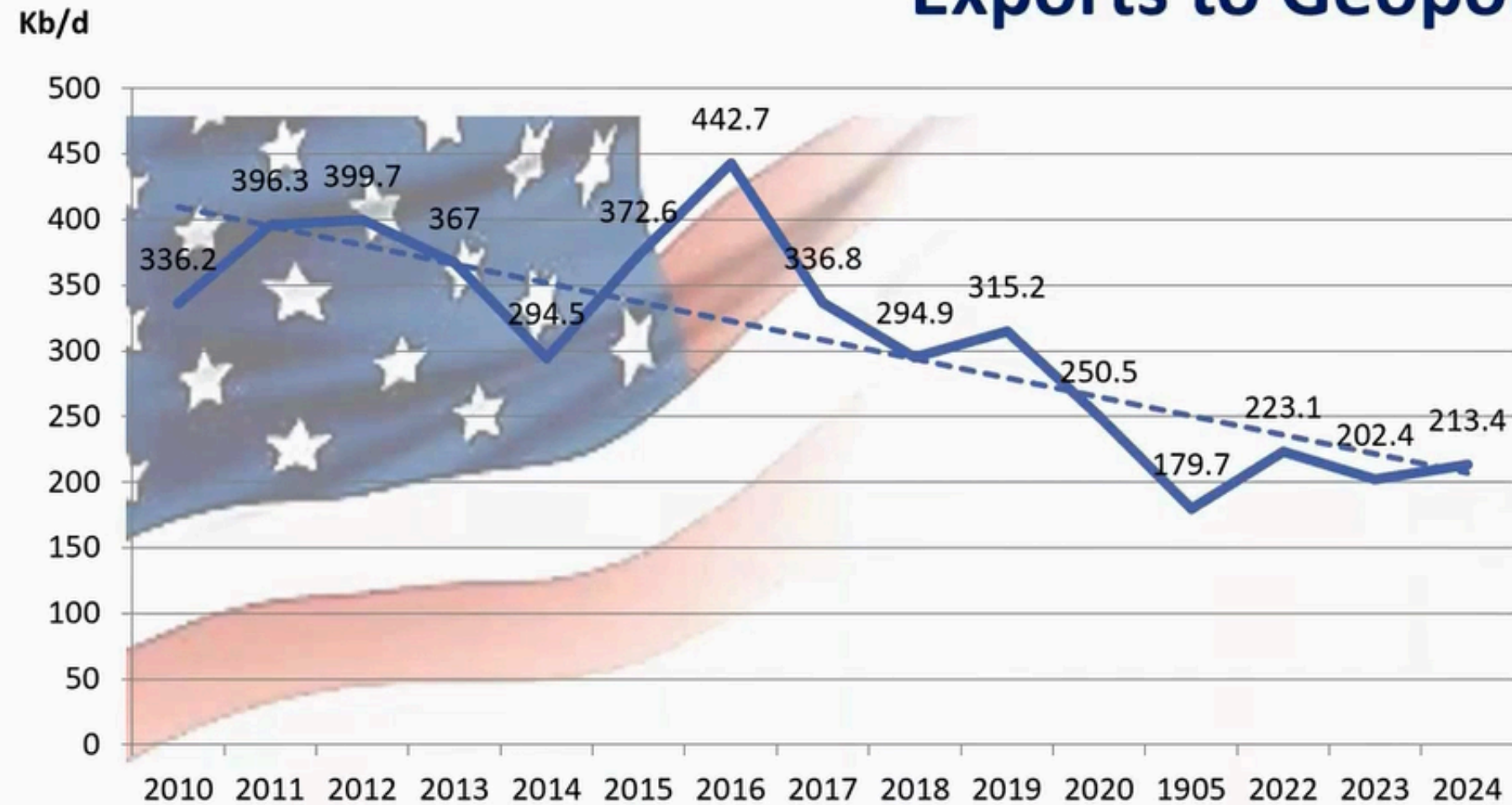
COL - USA Export.

Colombia Production & USA-CHN exports



COLOMBIAN GEOPOLITICS

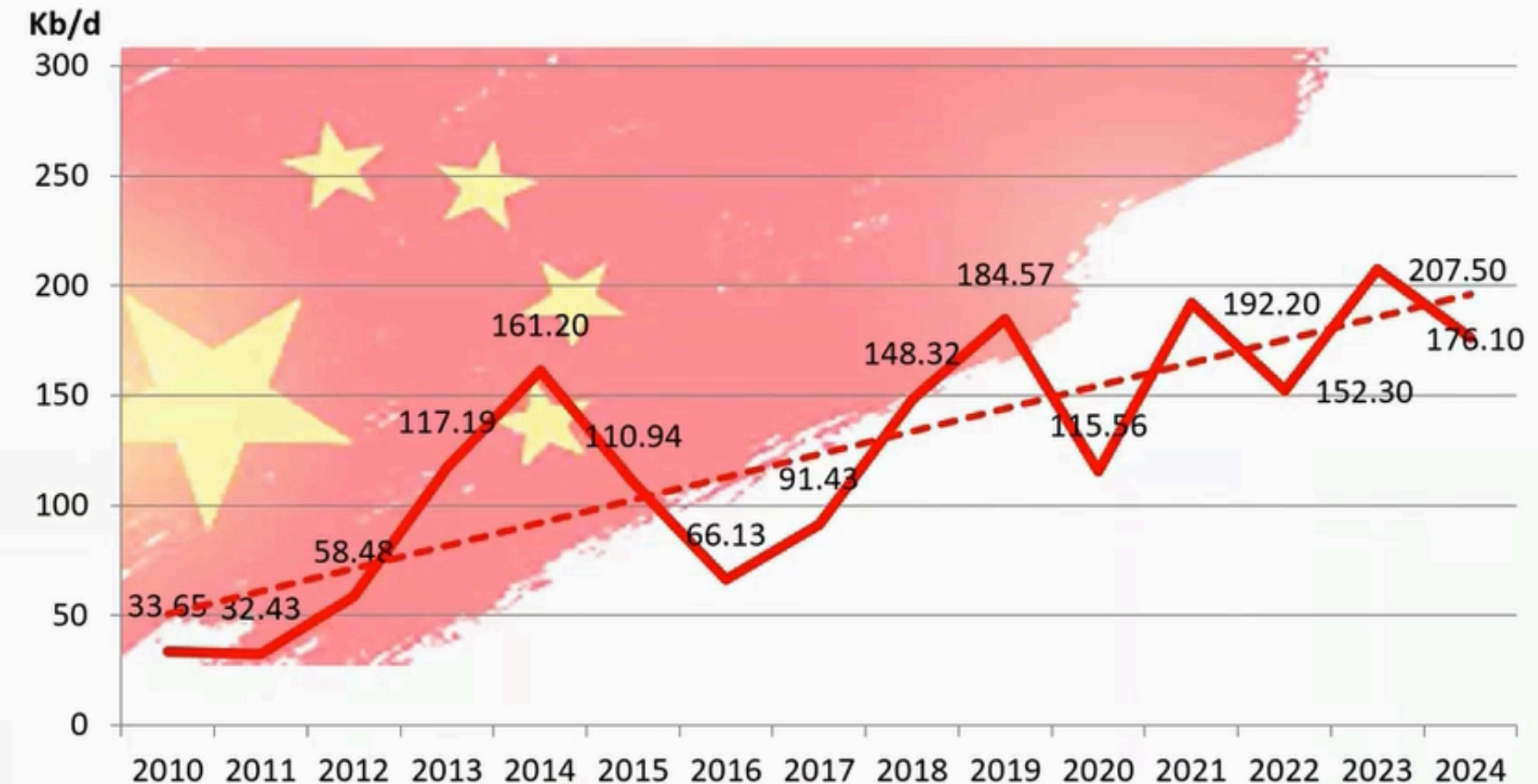
Exports to Geopolitical Poles... *USA, CHN*



Crude Exports COL - USA

✓ Exports Decline

- USA towards selfsufficiency
- Shale Oil boom
- COL Preferred Allied...Now?

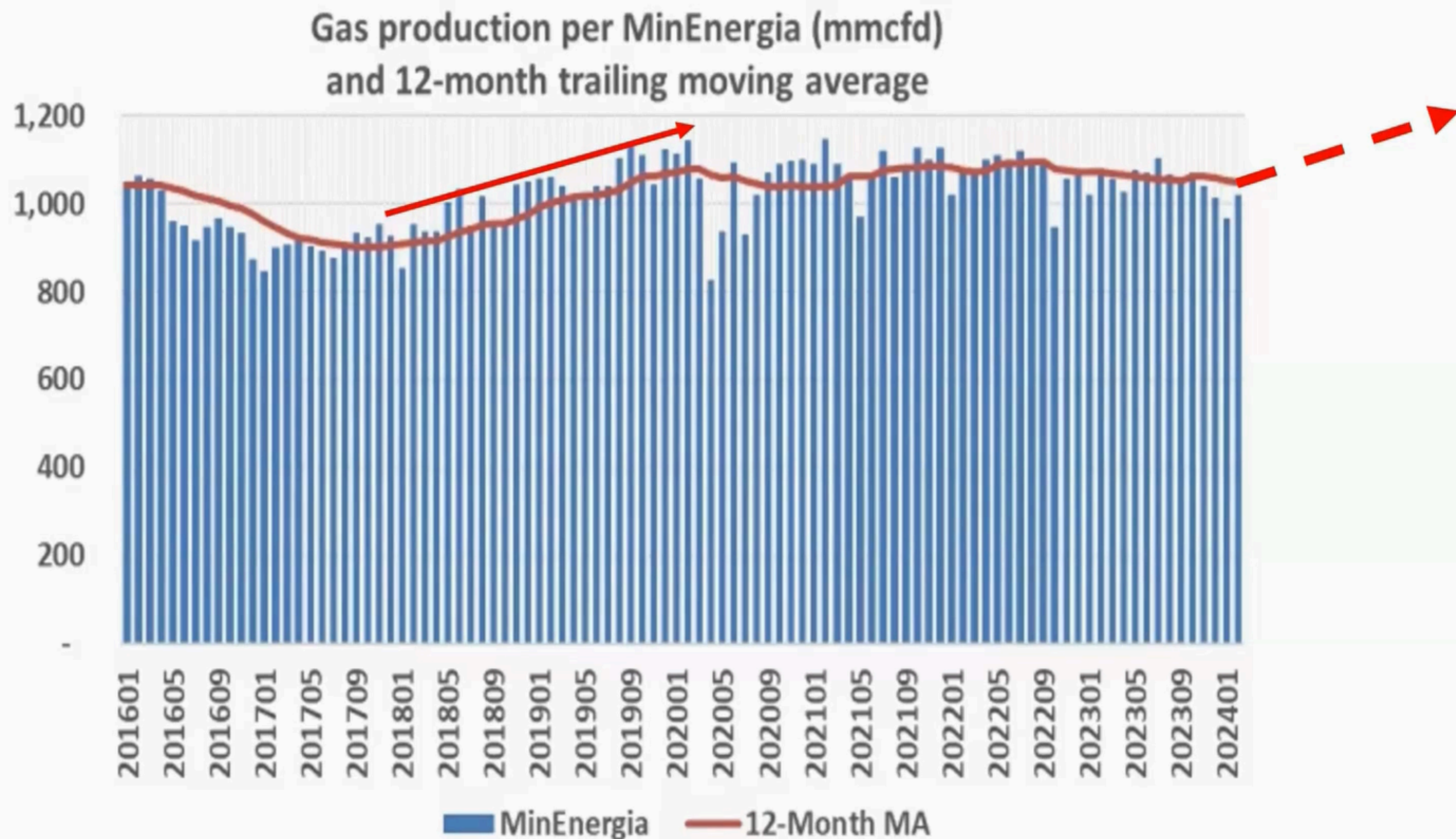


Crude Exports COL - CHN

✓ Exports increase

- CHN Global South Leader
- COL joins Belt & Road

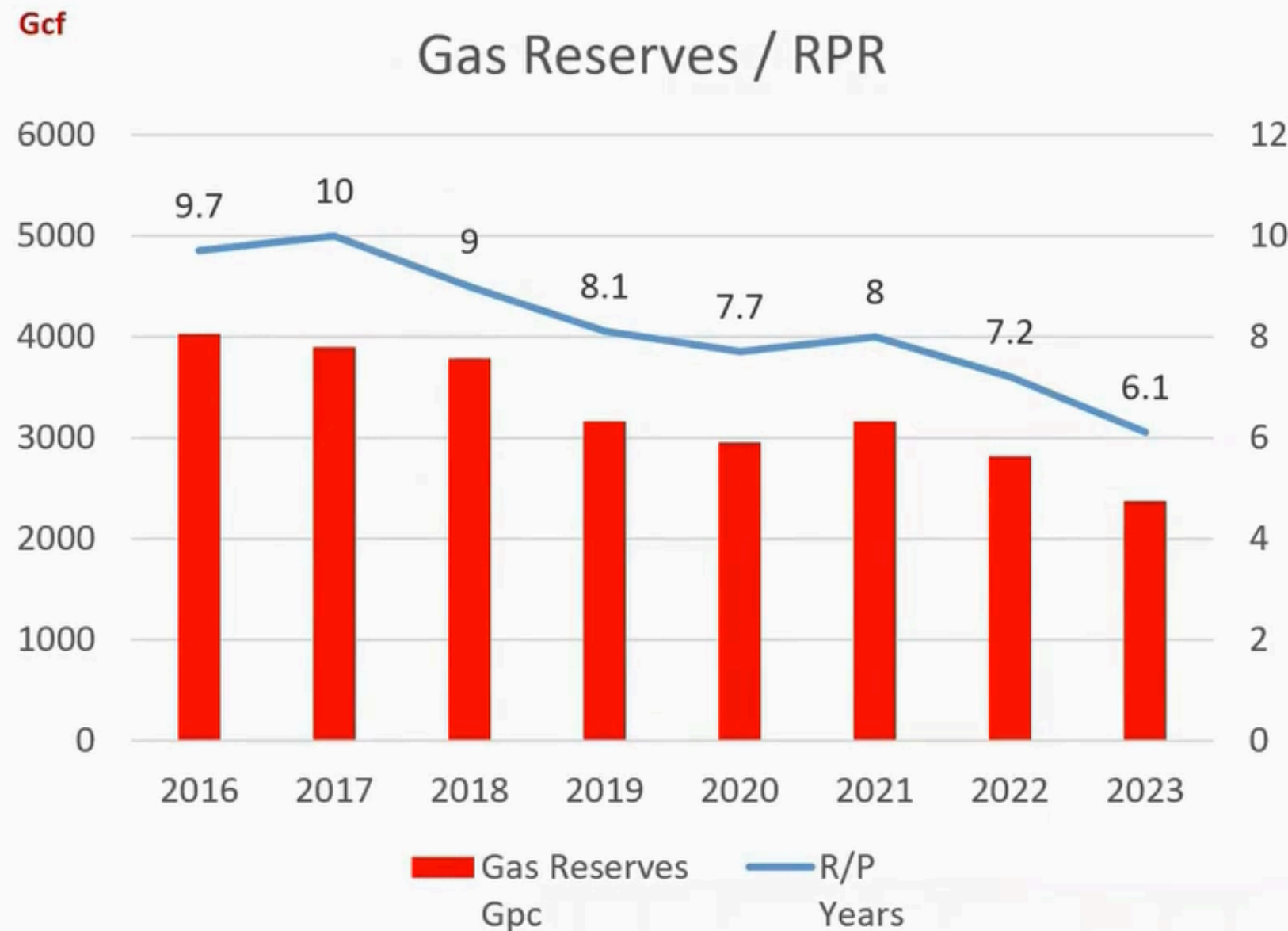
Colombia Gas: Leaving South Camp



Source: MinEnergia, HCC (c) 2024 Mirador Comunicaciones SAS

COLOMBIA

Gas Reserves & Production Outlook



Source: Campetrol 2024

- Dwindling gas exploration puts the country in severe alert
- Serious consequences if incremental production doesn't take place immediately
- For 2025, there would be a shortage of **7,6%** of domestic demand (about **80 Mcf/d**)
- **Imported Gas prices higher. Will hike domestic gas prices**
- For 2026 could be a shortage equivalent to **190 Mcf/d** (20% of current supply)
- Thus 2026-2028 will face incremental deficits. If demand raises at 2025-2026 deficit pace, shortage by 2028 may reach about 400 Mcf/d

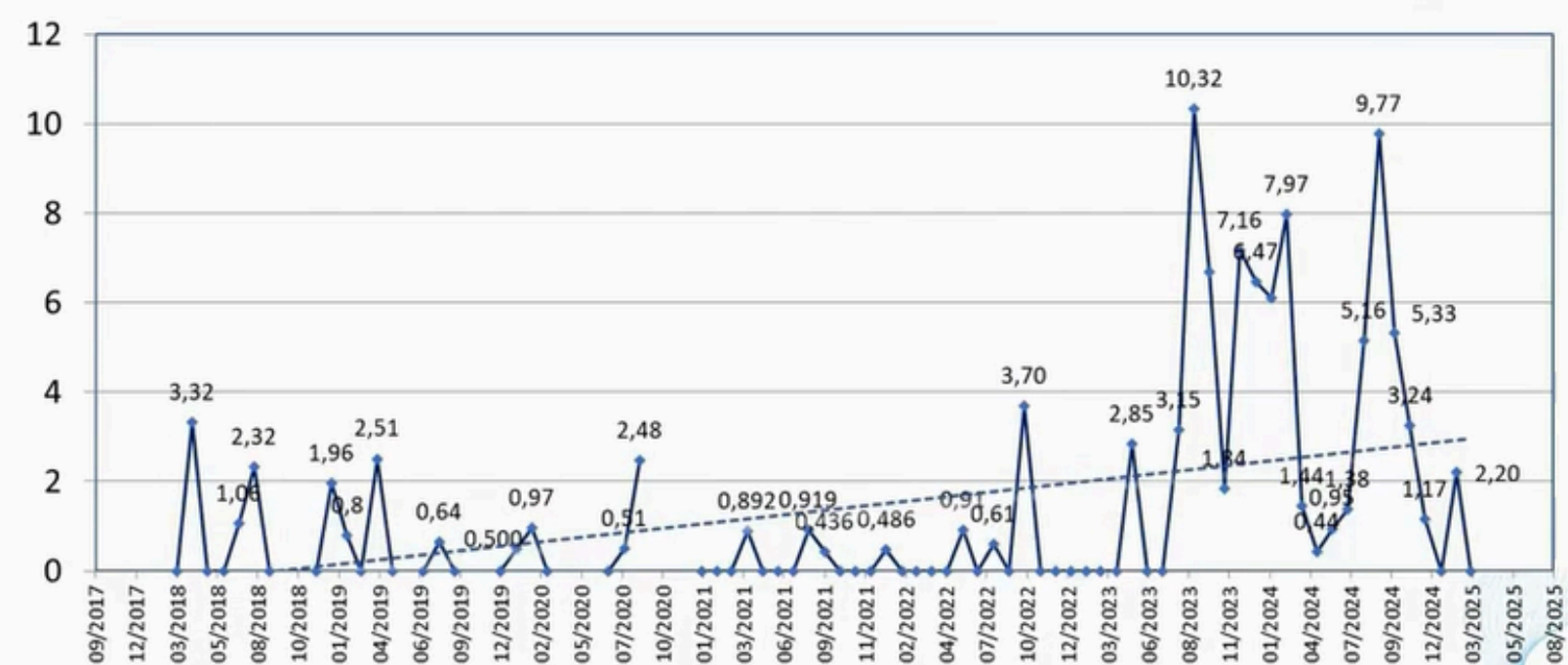
“Producing at this rate in six years time Colombia will run out of gas”

Luz Stella Murgas, May 2025

COLOMBIA GEOPOLITICS: LNG VOLUME & IMPORT PRICES

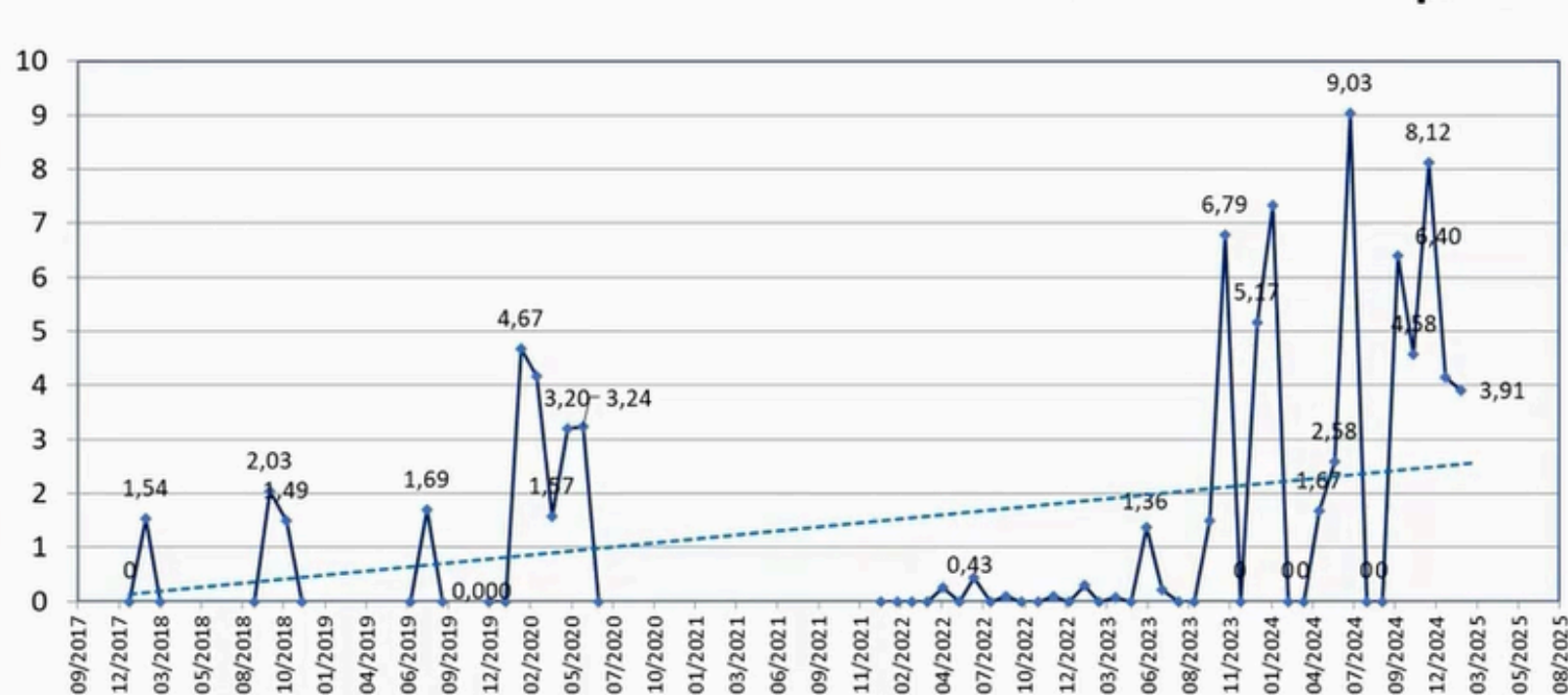
Bcft

Colombia: USA LNG Imports

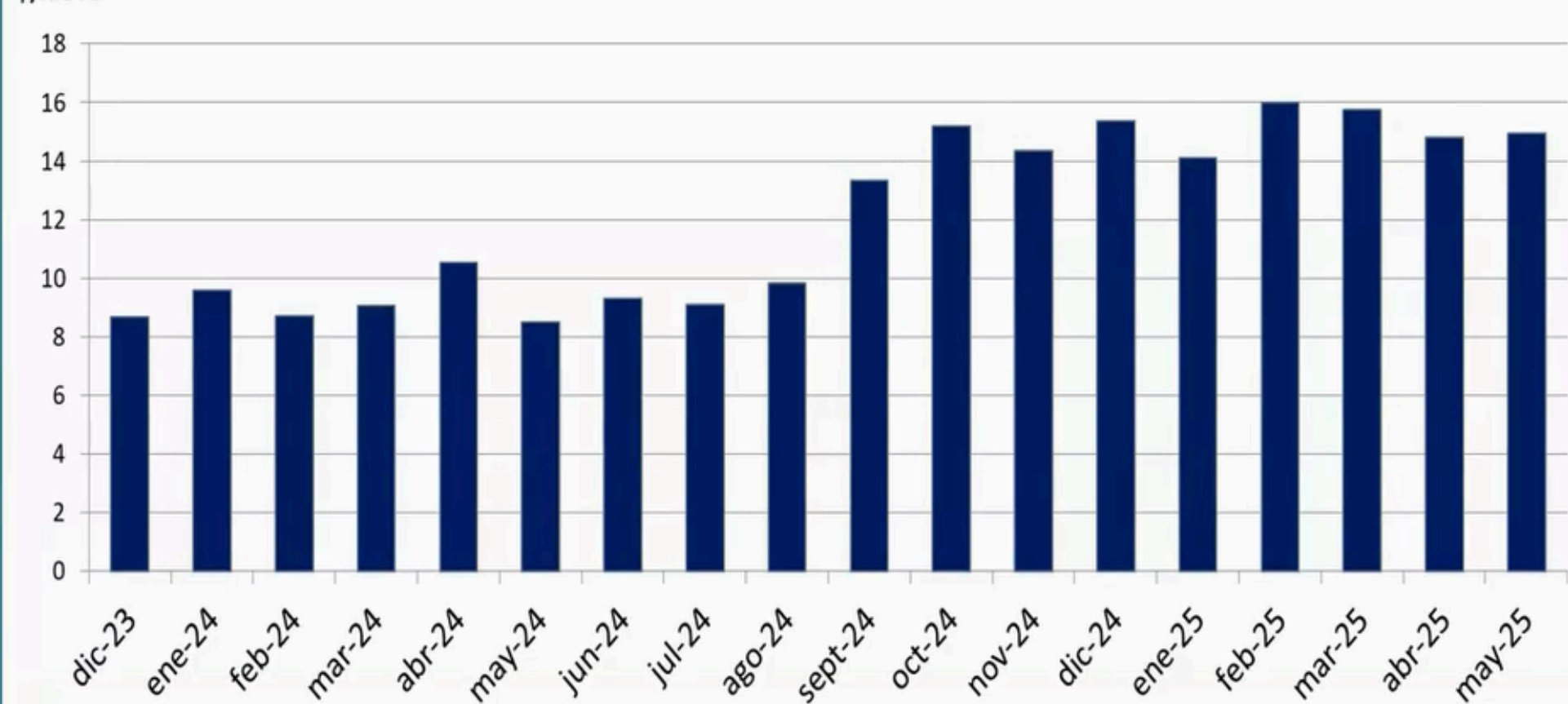


Bcft

Colombia: T&T LNG Imports



\$/MBTU



Source: Gestor del Mercado /promigas.com

HYDROCARBON PRICES: War Shock & Now

WTI

West Texas Intermediate (WTI) crude oil price and NYMEX confidence intervals
dollars per barrel

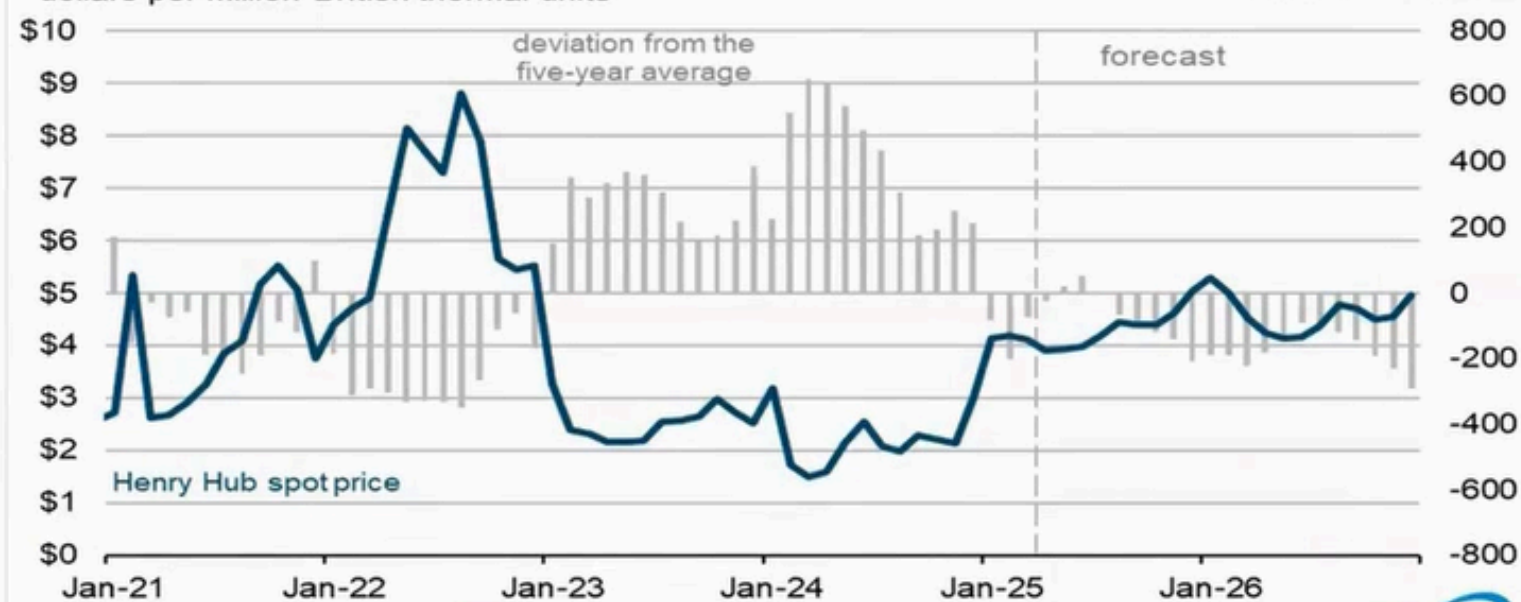


Data source: U.S. Energy Information Administration, Short-Term Energy Outlook, April 2025, CME Group, Bloomberg, L.P., and Refinitiv an LSEG Business

HHUB

U.S. Henry Hub natural gas spot price and storage deviation
dollars per million British thermal units

billion cubic feet



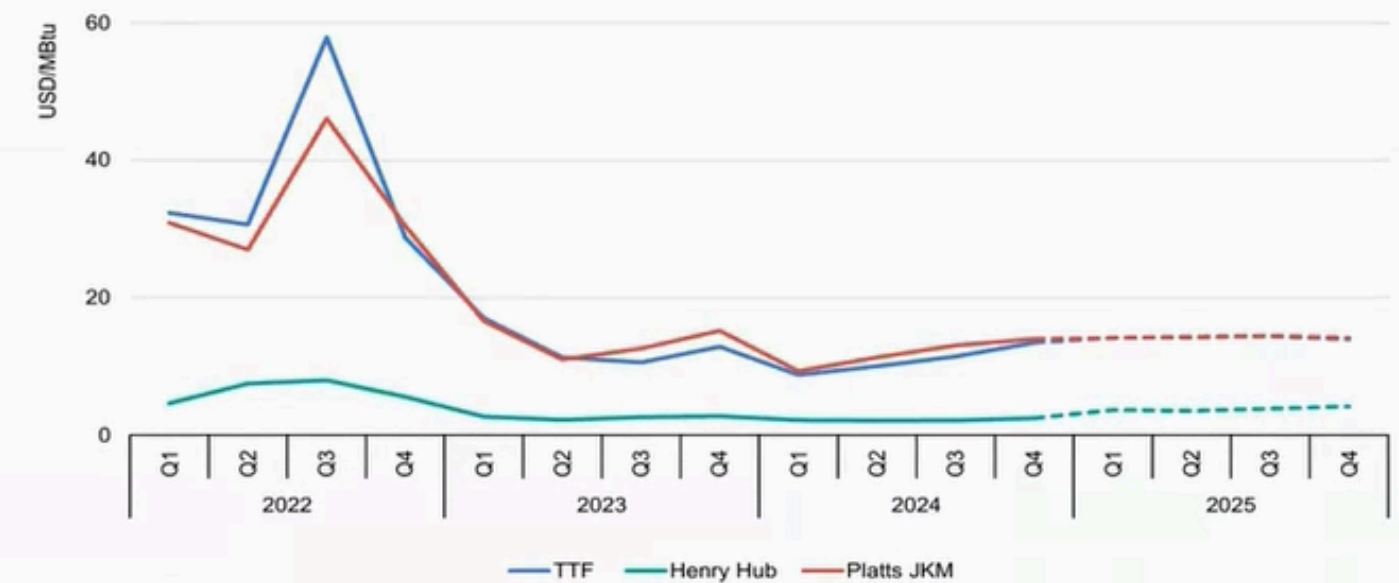
Data source: U.S. Energy Information Administration, Short-Term Energy Outlook, April 2025



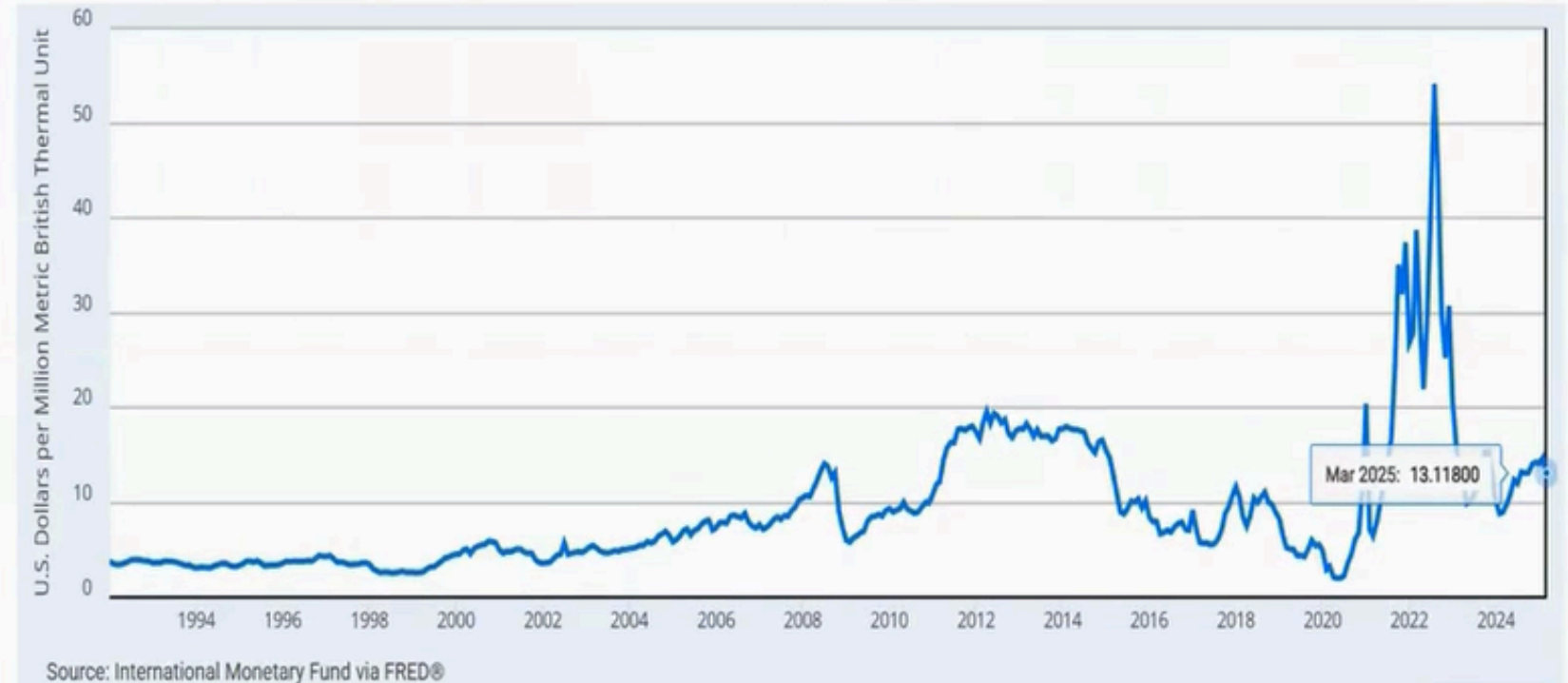
EUR

European hub prices are expected to trade close to Asian spot LNG in 2025

Main spot and forward natural gas prices, 2022-2025



ASIA



Source: International Monetary Fund via FRED®

APRIL 2025: OIL 62 \$/BI-HHUB 3,57\$/MBTU – LNG EUR: 13,1\$/MBTU ASIA: 14,7\$/MBTU

COLOMBIA GEOPOLITICS: Volume Repercussions

GLOBAL GEOPOLITICS

- Major **OIL Export** Competition: Two Contrasting Poles (USA – CHN) Western World / Global South

REMAINING SOUTH CAMP (Production Stagnant)

Exports increase CHN

Exports decrease USA

LEAVING SOUTH CAMP (Production Increase)

Exports Reverse trends

> XP USA - < XP CH

- Competing volumes for **LNG Imports** (T&T, USA, else...)

REMAINING SOUTH CAMP

Imports increase

LEAVING SOUTH CAMP

Imports decrease

COLOMBIA GEOPOLITICS: Volume Repercussions

REGIONAL GEOPOLITICS

REMAINING SOUTH CAMP

POLITICS OF CONTAINMENT

USA SANCTIONS TO VEN OFFSET REVERSAL RICAURTE GAS LINE

- Impact Rio Hacha Producers

LEAVING SOUTH CAMP

DISRUPT POSSIBILITY RICAURTE IMPORTS

BUFFER STATE (LEFTIST PERU)

- Jeopardize eventual Peruvian Exports to Buenaventura
- What about after Boluarte (left leaning conservative trend?)
- What about COL New Government ?

COLOMBIA GEOPOLITICS: Pricing Repercussions

PRICING REPERCUSSIONS

- Higher Prices for imported LNG at Baru
- New Exporter Perú (Buenaventura) with high prices stricken by ASIA LNG Markers,
May become a showcase for higher prices to COL Caribbean Coast
- Both impinging a climb in Gas Domestic prices

REFLECTIONS: from “Your” Influencer

COUNTRY REPERCUSSIONS

- **REGARDLESS of POLITICS... REGARDLESS of IDEOLOGY...**
- **GEOPOLITICS SUGGESTS COLOMBIA BEST SCENARIOS LEAVING GLOBAL SOUTH**
- **OTHERWISE, OIL & GAS**
 - **RESERVES DWINGLING INEXORABLY IN SHORT PERIOD OF TIME**
 - **EXPLORATION & PRODUCTION FOLLOW SUIT (New Giant ? Many Dwarfs)**
 - **FURTHER NEED FOR IMPORTS AT HIGHER PRICES**

A FINAL REACTION (from “Your” Influencer)

IS STILL SOMETHING MISSING... ?

- **WHO’S THE WORLDWIDE REGION MOST SIGNIFICANT ABOUT HYDROCARBONS?**
- **IT IS**
- **YES... SO ON OUR NEXT MASTER CLASS WE WILL BE COVERING HER GEOPOLITCS
ECONOMY & OIL SCENARIOS FOR THE MID TERM**
- **AND MOST IMPORTANT WOULD THAT REGION HAVE IMPLICATIONS FOR COL???**

SEE NEXT EPISODE FOR THE NEW SEASON...



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INFORMES

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Un MBA en Energy Managment



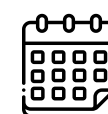


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PRÓXIMA MASTER CLASS



TEMA: Geopolítica y Petróleo Internacional en Medio Oriente y las repercusiones en Colombia.



FECHA: 11 de junio 2025



HORA: 6:00 p.m



GRACIAS

