

Curriculum vitae

PERSONAL INFORMATION

Ricardo Amaral Belino Pinto



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Sex Male | Date of birth 05/02/1978 | Nationality Portuguese

SUMMARY

Executive Manager with successful track record in growing industrial businesses in difficult business environments. Diversified and sustainable professional experience in general management and business development in the areas like Energy, Renewables, Electricity, Mobility, Tooling Industry, Oil&Gas and Environment. Extensive experience in the business development and governmental business relations in Portugal.

WORK EXPERIENCE

set 23 - present

Board Member – CEO

GROUP WEMOULD / ATENA EQUITY PARTNERS

- Leadership of the Executive Management Team
- Business Development and Comercial Expansion Plan
- Leadership of Operational Restructuring Plan

set 18 – set 23

Board Member – COO

GROUP WEMOULD / ATENA EQUITY PARTNERS

- Member of the Executive Management Team
- Head of Group Industrial Operations for 4 companies and plant sites – Molds and Plastic Production
- Responsible for Group Commercial Coordination and Management Control;
- Responsible for the Reestructuring and Expansion Plan of the two main Tools Plants – Organizational and Processes Redesign - increase 20 to 30% internal capacity;
- Coordination of the design, development and implementation of Information Systems – CRM, ERP, Planning, Budgeting, Production and Quality Control
- Responsible for Development of Group Quality Control Integration Plan and Implementation
- Responsible for Group Industrial and Commercial reporting system;
- Responsible for increasing economic production through complete processes redesign – 18% increase in molds economic production in 2019.

set 18 – jun 19

Board Adviser – Private Equity

CORE CAPITAL

- Advisor for the Bridge Loan Operation for a Renewable Energy Solar Project – 28MW;
- Steering Committee Member – Technical and Operational Advisor of the Development and construction of a Renewable Energy Solar Project – 28MW;

jan 17– jul 18

Board Adviser – Business Development

SIMI SA / ATENA EQUITY PARTNERS, LISBOA (Portugal)

- Direct Management Support to the Board and Executive Committee - Control of Commercial Management, Business Development and Operational Restructuring;
- Technical Assistance to the Board in the international strategy and new markets - energy, oil & gas, paper and glass industry - Central Africa, Latin America and Middle East.
- Technical Assistance to the Board in the monitoring of the international activity and political agenda

of the Portuguese Government and main national targets;

- Technical Assistance to the Board in the identification and development of new businesses and institutional follow-up of the main and new clients;

out 17– jun 19 **Associate Partner – Private Equity**

BLUEMINT CAPITAL, LISBOA (Portugal)

- Consultancy to Support Renewable Energy Project Structuring - Generation of Deal Flow, Technical and Economic Feasibility, Negotiation of PPA's, Regulation;
- Technical and Financial assistance for the establishment of an Investment Vehicle for Units of Production for Self Consumption – Solar Energy

Jul 2013– Jun 2016 **Board Member - Executive Vice-President**

EDM - Empresa de Desenvolvimento Mineiro SA, Lisboa (Portugal)

Chief Operational Officer Environmental Area – EDM's Core Business

- Operational and financial management of the concession contract with the Portuguese State for the Environmental Remediation and closing of 175 abandoned mines and industrial areas - Annual Investment Plan between 8 to 12M€;
- Institutional relationship with the Portuguese Government and public entities in the areas of economy, environment, energy and mining;
- Management of the relationship and applications for the European Funds - POVT/QREN 2014-2015 and POSEUR 2020;

Chief Financial Officer

- Financial planning, human resources and administrative management;
- Monitorization of the operational and financial performance, KPI analysis and optimization of operational, administrative and human resources costs;
- Responsible for the Strategic Plans, Annual Reports and Budget and Corporate Governance Annual Reports.

JV Management and Business Development

- Contractual and operational management of joint ventures and partnerships with national and international private companies for mining concessions;
- Identification, negotiation and development of new partnerships for the development of mining concessions in Portugal and PALOP'S;
- Development of applications for consulting projects in environmental areas, energy, mining and oil & gas in the PALOP's, financed by the World Bank, African Development Bank, Asian Bank;

Jul 2011–Jul 2013 **Adviser for the Secretary of State for Energy**

Ministry of Economy and Employment, Lisboa (Portugal)

- Accounting and financial management of all public entities in the area of energy and mineral resources;
- Participated in the development and analysis of the economic model of the National Electric System , the definition of the business model of the ECO.AP Program - Energy Efficiency in Public Administration and on the strategic review of the business model of the Mobi.E - Electric Mobility in Portugal (electric car networks smart grids, etc);
- Led the definition, development and implementation of the National Strategy for Mineral Resources approved by the Council of Ministers (Resolution N°. 78/2012);
- International promotion and marketing strategy for the mining, oil and gas, and energy sectors in Portugal;
- Started the legislative revision of the mining and oil & gas legal system, including the redefinition of the concession contracts technical and financial criterias, the royalty design, the model for the investment obligations and the collateral system;
- Representative of the Energy and Mining areas in the European Funds Management Commission in Portugal - POVT/QREN;
- Led the negotiation and signature of more than 100 concessions contracts for energy, mineral resources and oil and gas with the major portuguese and foreign groups, involving an investment of more than 250M€;

Jul 2010 **Analist**

Private Equity - Espirito Santo Capital - Haitong (ex-BESi), Lisbon (Portugal)

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- Developed reports and valuation models of Later Stage companies and Renewable Energy projects in Portugal, Spain and France in order to assess possible acquisitions.

Jan 2009–Jan 2010

General Manager

Energy Infrastructures Start Up Co, Lisbon (Portugal)

Responsible for the business model definition and for the operational, financial and commercial development of a start-up in the areas of construction and consulting services of energy and mining infrastructures, real estate and environment - Turnover of € 1.7M and EBITDA margin of 15% in two years;

May 2007–Jan 2009

Construction Manager

MARTIFER GROUP, Oliveira de Frades (Portugal)

- Board adviser in the operations and business development areas;
- Responsible of the operational and financial management and control and strategic planning of construction , infrastructure and energy projects, in a total of 54M€;
- Participated in the company IPO process in the Lisbon Stock Exchange;

Feb 2005–Apr 2007

Controller / Business Development Manager

PROCME GROUP SA, Lisbon / São Paulo / Rio de Janeiro

- Member of the consulting group responsible for the company operational restructuring strategy in Brazil - downsizing of 300 employees;
- Responsible for developing a new business unit in the energy infrastructures, urban rehabilitation and real estate areas - total amount of investment of 11M€;

Oct 2002–Feb 2005

Project Manager

VIAPONTE - Consultores de Engenharia, Lisboa (Portugal)

- Developed engineering and technical consulting in the areas of special structures, urban rehabilitation, maritime and logistics infrastructures;
- Performed and supervised 12 urban rehabilitation projects in Lisbon with a total investment of more than 10M€;

EDUCATION AND TRAINING

Oct 2015

Management Control - BDO Consulting

BDO Consulting, Lisboa (Portugal)

May 2012

Executive course - "Mining Finance Masterclass"

Mines and Money, Londres (United Kingdom)

Jan 2010–Dec 2010

MBA Internacional Full Time

The Lisbon MBA Internacional – Universidade Católica Portuguesa | Universidade Nova de Lisboa | MIT Sloan Management, Boston

Sep 1997–Jul 2002

Civil Engineering

Instituto Superior Técnico, Lisbon (Portugal)

PERSONAL SKILLS

Mother tongue(s)

Portuguese

Other language(s)

English - Professional Proficiency

French – Elementary Proficiency

Spanish - Elementary Proficiency

ADDITIONAL INFORMATION

Memberships

Full member of Professional Association of Engineers

Conferences World Future Energy Summit 2015 Abu Dhabi
PDAC International Convention, Trade Show & Investors Exchange 2012, 2013, 2014 Toronto
Mines and Money, 2013, 2014, 2015 London
Mines and Money, 2014 Pequim
AACHEN International Mining Symposia 2013 - Mineral Resources and Mine Development, Aachen