

CURRICULUM VITAE



1 – PERSONAL INFORMATION

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| Name | CARLOS MANUEL SARAIVA CARDOSO LOURENÇO CARVALHO |
| Address | Travessa do Olival à Graça nº 28 – 2 Dto, 1170-280 Lisbon, Portugal |
| Cellphone | +351 919 293 086 |
| Email | cmc@fingeste.com |
| Country | Portugal |
| Birthday | 18 – 06 – 1972 |
| Education | INSEAD – CFA I – MBA – CPA – BA |
| Professional | Investment Analysis, M&A, Private Equity, General Manager, CFO, Development Director, Supply Chain Director |

2 – PROFESSIONAL EXPERTISE

- Date
- Company
- Sector
- Function
- Responsibilities

2012 – current

FINGESTE CORPORATE FINANCE – M&A, PE, Turnaround, Corporate Finance & Strategy

- **Sector:** Investment Banking, Project Finance, Project Analysis, Growth Finance, Development, JV and strategy consultancy and execution services
- **Function:** Managing Partner
- **Focus on:** Investment Analysis, Innovation Projects Analysis, Company Development, Turnarounds, Corporate Finance, M&A, NPL, Energy and Cleantech Sectors, Internationalization and Fund Raising. Lisbon office representing M&A Worldwide advisers alliance, covering all sectors and deals on EU, US and Asia.
- **Differentiation:** Execution oriented, soft and lean approach (www.fingeste.com)
- **Some developed projects:**
 - ✓ **M&A:** Closed several deals on Automotive, Engineering, Retail, Pharmacy, F&B.
 - ✓ **Public Sector:** Support Internal Minister on a Private Placement of an Airport and a public infrastructure, Sea Minister in Aquaculture projects at Sea Cost
 - ✓ **Telecom:** projects of international expansion to Europe, Africa Latin America, fund raising, business development, business plan, and negotiations with international Hedge Funds
 - ✓ **Energy and Cleantech:** Analysis, fundraising and M&A operations on renewables
 - ✓ **Retail:** Companies turnarounds, strategic planning's, international, Business Plan, Fund Raising, creditors negotiations, shareholder's negotiations in Portugal and other countries
 - ✓ **Industry:** Bankrupt negotiations, fund raising, international, Revitalization Special Processes (PER's and NPL's) – financial business planning, control and creditors negotiations
 - ✓ **Other services:** Strategic priorities, growth strategies, budgeting, financial control, reporting, international strategy, valuation, consultancy, advising in M&A process, creditors negotiations, treasury control, MIS implementation, due diligences coordination, M&A services, finding services, international project analysis, financial control.

M&A WORLDWIDE – Partner since 2015 – Leading M&A alliance of investment banks and boutiques in 40 countries (www.m-a-worldwide.com)

- Biggest Global M&A Alliance focused on Middle Market, present in 40 countries
- Appointed for the board for Industry Coordinator

Guest speaker:

- Game Changing and Innovation M&A Conference, Toronto Oct 2019
- Growth to the next level with M&A, Lisbon 19 (organizer www.rainmakerlisbon-fingeste.com)
- Cross-The-Border M&A, Miami Nov 2018
- Buy and Build, Amsterdam Mai 2018
- Global Investment & Acquisitions Forum, New Delhi Nov 2016
- Innovation projects and Startups, Lisbon

Affiliations: AGC (Association Corporate Growth), Portuguese Certified Accountants, INSEAD Alumni, McKinsey Global Institute, APAF, Economists Bureau, Board and Managers of Portuguese Companies (FAE), Business Network International (President, Secretary and Growth Coordinator).

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2000 – 2012

PRECISION MASTER FRANCHISING USA COMPANY FOCUSED TO EXPAND TO EUROPE

- **Sector:** Automotive and consultancy Sector
- **Function:** CFO – General Manager – Development and Supply Chain Director. Expand the Business to Portugal, Spain, Poland and Angola
- **Focus on:** Finance, National and International expansion, Supply-Chain. Direct staff of 8 direct FTE and 16 indirect FTE
- **CFO:**
 - ✓ Fund raising +50 M€
 - ✓ Hedge Fund negotiations
 - ✓ Due Diligences, auditing and fiscal support
 - ✓ Coordination of Auditors: EY, Deloitte, BDO, and some lawyer's firms
 - ✓ Bank, debt holders and public negotiations
 - ✓ Leader of turnaround projects
 - ✓ Leader of boost sales programs and gross margin
 - ✓ Leader of cost cutting programs and payments optimization
 - ✓ MIS, Reporting & IT director
 - ✓ Link with USA HQ company
 - ✓ Monthly reporting and action plans for each Business Unit
 - ✓ Board meetings
- **Nacional and International director:**
 - ✓ Responsible for Portugal, Spain and Angola expansion
 - ✓ Achieved 100% growth in stores network in just one year achieving the 1 st position in Portugal with # 45 car retail centers
 - ✓ Leader of Expansion to Poland with Biedronka partnership – Jerónimo Martins Group
 - ✓ Real Estate Director in Portugal and Spain
 - ✓ Responsible for franchisees management in 2009
- **Supply Chain:**
 - ✓ Supplier's negotiations: SLA, price, and quality
 - ✓ Strategic product management achieving 25% sales

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1990 – 2000

GRUPO ENTREPOSTO

Sector: Industrial and Agricultural Equipment

Focus on: Financial & operational controller at Entrepuesto Máquinas, reporting to the board and to Entrepuesto SGPS

3 - BACKGROUND

MANAGEMENT BACKGROUND WITH EDUCATION ON:

INSEAD – Executive Formation (M&A and Corporate Strategy)

Focused on capturing Value, PMI (Post Merger Integration) and multicultural differences on M&A approach

ICFML – Company Turnaround Procedures

CFA – Level I

Columbia University – Executive Formation (Value Creation, Valuation and Risk)

Focused on Value Creation, Business Valuation and Risk mitigation

Católica Lisbon School of Business and Economics – MBA

MBA focused on Finance and General Management

Lusiada Lisbon School – BA

Another Executive formation:

Negotiation, Mergers & Acquisitions, Company Turnarounds, Legal and Taxes, Public Finance and Economy, European Community H2020, Strategy, Corporate Finance, Business Model Generation, Digital Transformation, Deloitte, KPMG, Linklaters, VdA, PwC seminars

4 – OTHERS

MOTHER TONGUE
OTHER LANGUAGES

Portuguese

ENGLISH - GOOD

SPANISH - FAIR

FRENCH - POOR