

PROFESSIONAL QUALIFICATION

- Judicial and Extrajudicial Mediator – certified by ICFML
- Dispute Board Member in infrastructure, sanitation and subway contracts.
- Participates in arbitral procedures as arbitrator, technical assistant and expert to the Tribunal.
- More than 40 years' experience in sales, contracts' management, engineering and mechanical erection, including turn-key projects at capital goods manufacturers.
- Significant contracts' negotiation experience in the domestic and international markets, including technology transfer with capacity to control commercial, engineering and contracts' administration sections.
- Fluency in English. Speaking knowledge of German and Spanish.

INSTRUCTION

- 2026 – FIDIC DAB/DAABs Course
- 2025 – FIDIC Contracts Introductory Course
- 2025 – Centro Mediar – Updating for Judicial Mediators
- 2021 – Mediation Tools for the Entrepreneurial Crisis (RJ) – Instituto Recupera Brasil / CiArb
- 2019 – Program on Negotiation at Harvard Law School –
Negotiation Workshop: Improving Your Negotiating Effectiveness &
Advanced Mediation Workshop: Mediating Complex Disputes
- 2016/18 – DRBF Training Workshops for Dispute Boards at Rio2016 Olympic Games and at CAM-CCBC
- 2015 – Specialized in Mediation by Mediaras/Algi.
- 2013 – Training to be a member in Dispute Boards at the DRB Foundation, Miami, USA, expanded in 2014, to work in DB's in contracts for the Rio Olympic Games.
- 2013 – Training for Commercial Mediation - International Business Mediation Workshop by CPR/Camarb, with Robert Randolph e Frank Carr, São Paulo, Brasil.
- 2012 a 13 – Training in Mediation and Arbitration - FGV - Rio de Janeiro.
- 2012 – Training to be Conciliator and Mediator in Brazilian legal system in accordance with Resolution CNJ nr 125/10.
- 2000 a 02 – MBA In Environmental Management – PECE/USP (São Paulo University).
- 1985 – Intensive Course in Business Administration at FGV (Fundação Getulio Vargas) in São Paulo.
- 1971-74 – Specialization in Production Engineering at Polytechnic School of USP
- 1966-70 – Graduation in Mechanical Engineering at Instituto Tecnológico de Aeronáutica (ITA).

PROFESSIONAL EXPERIENCE

R.HERZ ENGA SC LTDA – from 12/2001 – engineering and contracts' management consulting company working as manager in capital goods manufacturers. Director and owner from its start in 12/2001. From 2012 the company expanded its working scope including Mediation and Arbitration for infrastructure contracts.

From 9/2001 up to 12/2012 the main service was rendered to **DEDINI SA. IND. DE BASE** – capital goods' manufacturer supplying to several markets with emphasis in Sugar and Ethanol, Breweries, Steel Production, Mining and Hydro Power Plants with a turnover of R\$800 million (2011) and 3000 employees. I worked as **Industrial, Contracts' Management and Sales Director**, focusing on the Heavy Equipment Business Unit, with several turn-key supplies.

CITEC DO BRASIL LTDA. - from 8/1999 up to 7/2001. Subsidiary of the German OTTO group, specialized in injected polyethylene products for garbage recycling, turnover of R\$8million(1998). Worked as **São Paulo Branch Director** to organize the branch and control the distributors' network in the State.

BARDELLA SA. INDÚSTRIAS MECÂNICAS – from 9/1991 up to 8/1999 - Manufacturer of equipment for Hydro Power Plants and Material Handling with a turnover of US\$120 million (1998) e 1500 employees. Hold the position of **Sales' Superintendent**.

M. DEDINI SA METALÚRGICA – from 1/1984 up to 8/1990 - Former name of Dedini S.A. Indústrias de Base, with a turnover of US\$70 million (1989) and 2500 employees. From 3/86 I hold the position of **Operations Director** of the Heavy Equipment Business Unit, responsible for the Steel Plant, Oil & Gas, Mining and Cement markets. I negotiated many technology license contracts with Japanese, European and American companies, generating sales over US\$50 million. Started as **Contract Manger** (84/86) taking over the responsibility to supervise other contracts managers.

DEDINI KAWASAKI ENGENHARIA – from 1/1980 up to 12/1983 - Joint venture between M. Dedini and Kawasaki Heavy Industries from Japan, focused in projects for Steel and Cement Plants holding the position of **Contract Manager**, covering from engineering phase to erection, including the relation with the licensor.

M. DEDINI SA METALÚRGICA - from 2/1976 up to 12/1979 - I worked as **Contract Manager**, being responsible for the supply of equipment to Cosipa nr. 2 Steel Plant (US\$30 million). I took over the responsibility over all companies' managers of contracts (total value of US\$70 million).

NORDON SA INDÚSTRIAS METALÚRGICAS - from 8/1971 up to 2/1976 - Manufacturer of stainless steel and special material equipment, including the supply of engineering and erection. I hold the position of **Erection Manager** and, before leaving, took over the position of **Erection Planning Manager**.

MICROLITE SA INDÚSTRIA E COMÉRCIO - from 4/1970 to 8/1971 - Battery producer. I started as trainee and left the company as **Battery Production Leader**.