



Visita ao Governo Temer
30 de Junho – 1 de Julho, 2016

Briefing Book

Confidencial

PARTICIPANTS LIST

2016 Leadership Meetings in Brasilia June 30 – July 1, 2016

Albright Stonebridge Group

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Senior Advisor

ATS Brasil

Alan Gandelman
CEO

Amgen Brasil

Guilherme Freire
Head, Corporate Affairs | VA&P

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Director of Business Development, Brazil

Caterpillar

Odair Renosto
President, Brazil

Caterpillar

Andrea Park
Director of Government & Corporate Affairs

Citi Brazil

Priscilla Cortezze
Public Affairs Officer

DuPont do Brasil

Priscila Vansetti
President of DuPont Brazil

DuPont do Brasil

Augusto Moraes
Director of Government Affair

ExxonMobil Exploration Company

Carla Lacerda
Vice President for Brazil

ExxonMobil Exploration Company

Valéria Rossi
Public & Government Affairs Manager

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General Electric (GE)

Erik Camarano
Vice President Latin America Government
Affairs

General Electric (GE)

Márcia Gomes
Director of Government Relations

Harris do Brasil
Reinaldo Rezende
President, Brazil

Mattos Filho Advogados
Fernanda Burle
Associate

Oxitec Brazil
Glen Slade
President, Brazil

Medtronic
Marcia Moscatelli
Market Access & Government Affairs Director

Intrexon Corporation
Meredith Fensom
Government Affairs Director

McLarty Associates
Kellie Meiman
Managing Partner

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Cláudio Fernandes
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Cinthia Battilani
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Janssen Brasil / Johnson & Johnson
Bruno Costa Gabriel
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Government Affairs Director

Janssen Brasil / Johnson & Johnson
Nayana Rizzo Sampaio
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Walmart Brasil
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Mattos Filho Advogados
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BUSBC TEAM

Brazil-U.S. Business Council, U.S. Section

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LEADERSHIP - PARTICIPANTS BIOS

2016 Leadership Meetings in Brasilia June 30 – July 1, 2016

ATS BRASIL



Alan Gandelman
CEO

Currently CEO of ATS Brasil, a joint venture between Americas Trading Group and NYSE Euronext set to launch a new stock exchange in Brazil. Mr. Gandelman was ICAP's president for five years where he launched totally greenfield ICAP Brasil, today one of ICAP's biggest global centers. Prior to that, he served as Ágora's managing partner in addition to having worked in New York at Bear Sterns and Goldman Sachs. He is well acquainted with the global capital market system and is an expert in Latin

American trading. Among other activities, he was a member to Bovespa's Board of Directors (prior to the unification of BM&F and Bovespa), president of the International Affairs Commission, president of the Bovespa Future's Index Chamber at BM&F, and, after the merger, the president of BM&FBovespa's Equities and Equity Derivatives Chamber.

CATERPILLAR BRASIL



Odair Renosto
President, Brazil

Supporting Staff: **Andrea Park**
Governmental & Corporate Affairs Director

Odair Renosto has been working for Caterpillar Brasil for 35 years. He began his career in 1981, as an import and export assistant and since then, he has been in leadership positions for 25 years, occupying board positions in the last 10 years. During those years he worked in areas such as finance, material planning, business, new product introduction, operations and product strategy. Renosto has represented Caterpillar in many parts of the world, including Sao Paulo, Piracicaba, Peoria, Miami and Geneva. In June 2014, he was nominated as Caterpillar Brasil's President, leading operations in Piracicaba/SP and Campo Largo/PR. He also holds the position of Country Manager for Brazil, representing Caterpillar in all segments across



government and media relations. He holds a BA in Accounting from Universidade de São Paulo and an MBA from Stanford University.

DU PONT DO BRASIL



Priscila Vansetti
President, Brazil

Supporting Staff: **Augusto Moraes**
Director of Government Affairs

Priscila Vansetti is President, DuPont do Brasil S.A. and Vice-President, DuPont Crop Protection Business, Latin America. She joined DuPont do Brasil in 1981 in São Paulo, where she held management and leadership positions in Regulatory Affairs, Research, and Development. In 1996 she relocated to DuPont headquarters in Wilmington, Delaware, where she served in a variety of leadership roles focused on research, development, marketing, and introduction of new crop protection technology in agricultural markets. In 2008, she was appointed Business Director, DuPont Canada Company, and relocated to Mississauga, Ontario, where she led the business expansion in the Canadian market. While in Canada, she served on the Board of Directors of CropLife Canada, as Chair of the Chemistry Committee and on the Board of Directors of the Canadian Association of Agri-Retailers. She returned to Wilmington, Delaware, in 2014 and was named Director of Strategic Planning for DuPont Crop Protection, with responsibility for the development of global business strategy and operating plans, mergers and acquisitions, and growth acceleration initiatives in emerging markets. She was appointed to her current position in October 2015 and relocated to São Paulo.

Ms. Vansetti studied at University of São Paulo, Escola Superior de Agricultura Luiz de Queiroz, where she received her B.Sc. in Agriculture Engineering. She completed the Executive Management Program at The Wharton School, University of Pennsylvania. Ms. Vansetti serves on the DuPont Global Diversity and Inclusion Council and on the Board of Directors of Amcham Brasil.

EXXONMOBIL EXPLORATION COMPANY



Carla Lacerda
Vice President, Brazil

Supporting Staff: **Valéria Rossi**
Public & Government Affairs Manager – Brazil

Carla Lacerda is the New Opportunity Manager for the offshore area of South America, within ExxonMobil's Exploration Company. Prior to this assignment, she was Americas Commercial Manager. She has a role in supporting exploration teams in interfaces with governments, providing industry perspectives on fiscal and contractual terms and other regulatory frameworks.

Her employment in the oil and industry began with an internship at Petrobras' Research Center (Cenpes), followed by a position with ExxonMobil's Research Center in Dallas. Carla then had



several assignments in Houston, working domestic exploration (Texas & Louisiana onshore) and various international projects (Angola, other West Africa, China, Indonesia, North Sea). She had two assignments in Brazil as Venture Manager, and more recently as ExxonMobil's Lead Country Manager. In those positions, Carla had an active role in interfacing with the Brazilian Government on industry perspectives regarding the evolving regulatory framework. She also was also Chairperson of the Brazilian Petroleum Institute E&P Committee, the primary industrial association representing investors in exploration and production. In addition, she was been appointed as Vice-President to the Executive Committee for Rio de Janeiro's American Chamber of Commerce (AmCham).

Carla has been with ExxonMobil for approximately 30 years. She attended Florida Institute of Technology and then Texas A&M University, where she received Bachelor and Master Degrees in Chemical Oceanography. Carla was born and raised in Rio de Janeiro, Brazil and has dual-nationality (Brazil-US). She is fluent in English, Portuguese, Spanish, and French.

GENERAL ELECTRIC LATIN AMERICA



Erik Camarano

VP for Government Affairs & Policy

Supporting Staff: **Márcia Gomes**

Government Relations Director

Camarano is the General Electric Vice-President for Government Affairs & Policy in Latin America, responsible for overseeing all company's interactions and strategic relationships with government stakeholders throughout the region. The former CEO of the Brazil Competitiveness Movement (www.mbc.org.br), an NGO that works for improving competitiveness in the public and private sectors since 2001, also served as Secretary General of Rio Grande do Sul State Government from 2007 to

2009, and as Chief Economist for Agenda 2020-RS from 2005 to 2009. Previously, he was Director for Research & Innovation at Polo RS – Development Agency, Economic Advisor for the Federation of Industries in the State of Rio Grande do Sul (Fiergs), and Economic Advisor for the Rio Grande do Sul State Treasury. He taught economics at the Pontifical Catholic University of Rio Grande do Sul (PUC –RS) for seven years, both graduate and under-graduate levels. Camarano has a BA in Economics from the University of São Paulo (USP), with a doctorate in Macroeconomics & Fiscal Policy from the Federal University of Rio Grande do Sul (UFRGS). Erik joined GE in August 2013, supporting GE's businesses in their interactions with Brazil's Federal Government, and promoted to the Latin America role in October 2015.



HARRIS BRAZIL



Reinaldo Rezende

President, Brazil

Reinaldo Rezende is president, Harris Brazil, responsible for Harris Corporation's in-country operations, business development, strategic marketing, shared services and government relations. Harris provides reliable technology solutions to military, government, and commercial entities throughout Brazil. Rezende is part of the Global Business Development organization, which is designed to drive topline growth, leverage complementary channels and capture large, multi-year domestic and international opportunities for Harris. In partnership with Brazil-

based teams from Critical Networks, Communication Systems, Space and Intelligence Systems and Electronic Systems, Rezende works to ensure that efforts are aligned across the company as Harris pursues opportunities in the commercial energy and maritime markets, as well as government military, public safety and civilian agencies. Rezende has nearly 30 years of in-country business development experience. Most recently, he served as account executive for General Electric. Prior to that role, he held a number of leadership positions at Halliburton, where he was responsible for growing revenue and earnings, as Brazil country operations manager, Brazil country business development manager, Latin America business development manager, and global account manager for Petrobras. Rezende holds a bachelor of science degree in mechanical engineering from Brazil's Universidade Católica de Petrópolis, a master's in business administration from Universidade de São Paulo, a master's in finance from Ibmecc and a master's in operations and total quality management from the Universidade Federal do Rio Grande do Norte. He is also a graduate of the Mays Business School Center for Executive Development at Texas A&M University. Harris provides advanced, technologybased solutions that solve government and commercial customers' mission critical challenges. The company has approximately \$8 billion in annual revenue and about 23,000 employees — including 9,000 engineers and scientists — supporting customers in more than 125 countries.

OXITEC



Glen Slade

Head of Business Development

Supporting Staff: **Meredith Fensom**

Government Affairs Director

Glen has worked in agribusiness since 1998 when he joined Zeneca Agrochemicals as Head of Strategy. There he championed the role of biotechnology in integrated crop solutions, leading to the merger that formed Syngenta. He then worked in independent consulting roles addressing high profile marketing and strategy projects for Syngenta, Arysta and other agribusiness firms. In parallel to this work, Glen set up and ran two IT-related companies. He has a degree from Cambridge University and an MBA from INSEAD.



JANSSEN BRASIL/ JOHNSON & JOHNSON



Bruno Costa Gabriel
General Manager, Brazil

Supporting Staff: **Nayana Rizzo Sampaio**
Government Affairs and Policy Director

Bruno is responsible for leading and growing a sustainable and competitive business strategy that will accelerate Janssen Brazil's growth in all core therapeutic areas. He will also lead the local board and serves as member of the Latin America Leadership Team (LALT).

He Served as General Manager at DePuy Synthes Spain as well as General Manager of Janssen Italy and Puerto Rico, where he demonstrated strong results and launched several strategic compounds. Bruno began his career at Johnson & Johnson in May of 2000 through the International MBA Recruiting & Development Program, and subsequently worked at DePuy in the U.K. as a business unit manager; at Janssen-Cilag in Portugal as sales & marketing director; and in France, where he started the Virology division and was also responsible for French-speaking African countries. Bruno holds a bachelor's degree in Civil Engineering from Instituto Superior de Engenharia de Lisboa in Portugal, and an MBA in International Business from the Thunderbird School of Global Management in Arizona, U.S.A.

MATTOS FILHO ADVOGADOS



Glauca Maria Lauletta Frascino
Mattos Filho
Partner
Supporting staff: **Fernanda Burle**, advogada

Glauca has extensive experience representing domestic and international clients in tax disputes before the Brazilian Courts. In the last twenty years, she has been involved as either a client advocate or industry representative in virtually all relevant tax developments in Brazil. She has a Law Degree from Pontifícia Universidade Católica de São Paulo. Recognition: Chambers Latin America – Tax: Litigation, 2010 – 2015 and Chambers Global – Tax: Litigation, 2014.





Kellie Meiman Hock

Managing Partner

Kellie Meiman Hock, Managing Partner, is responsible for external matters for the firm, focused on business development and client maintenance. In addition, she has led the Brazil & Southern Cone and Trade practices of McLarty Associates since 2000. During this time, Ms. Meiman has helped major multinational companies in this dynamic region and beyond to take advantage of opportunities, as well as to troubleshoot obstacles to market access and investment.

Ms. Meiman previously worked at the Office of the United States Trade Representative (USTR) in the Executive Office of the President as Director for Brazil and the Southern Cone, where she had primary responsibility for trade negotiations with Brazil, Argentina, Chile, Paraguay and Uruguay. Prior to her work at USTR, Ms. Meiman served as a Foreign Service Officer with the US Department of State, where her posts included handling crisis management in the State Operations Center. An Economic Officer in the Foreign Service, Ms. Meiman previously had served in Porto Alegre, São Paulo and Recife, Brazil, and in Bogotá, Colombia. She has lived and studied in Central America and Japan.

Ms. Meiman is a member of the Council on Foreign Relations, the World Economic Forum Global Agenda Council on Latin America, and the Inter-American Dialogue. She sits on the board of the Brazil-US Business Council and the board of the New York-based Brazil-America Chamber of Commerce. She also is Chairwoman of Chile-based development NGO América Solidaria US. Ms. Meiman often writes and speaks on policy matters related to trade, Brazil and Latin America.

A native of Omaha, Nebraska, Ms. Meiman is a graduate of the Georgetown University School of Foreign Service. She fluently speaks Spanish and Portuguese and is active in Democratic politics at the national level and in the state of Virginia.



BUSBC TEAM

BRAZIL-U.S. BUSINESS COUNCIL, U.S. SECTION



Cassia Carvalho
Executive Director

Cassia M. Carvalho, executive director, manages the Brazil-US Business Council, U.S. Section in its policy work and commercial diplomacy. Carvalho is an international development expert with more than 20 years of experience in public policy, international relations, and private-sector development in the emerging and developing economies of Latin America, Africa, and Asia. She advised the governments of Brazil, the United States, and others, as well as multinational corporations, multilateral agencies, international financial institutions, and industry associations. Most recently, Carvalho was global leader for corporate affairs at the headquarters of Vale SA in Rio de Janeiro. She holds a master's degree in international development and economics from American University in Washington, D.C. With a diplomatic profile, she speaks English, Portuguese, French, and Spanish and has lived in Brazil, Mozambique, France, Switzerland, and Japan.



Renata Vasconcellos
Senior Director for Policy

Renata Vasconcellos is senior director for policy at the Brazil-U.S. Business Council, U.S. Section. She identifies and analyzes policy issues affecting U.S. business both in Brazil and the United States and is responsible for formulating and executing BUSBC's policy agenda on behalf of its members. Vasconcellos, an attorney admitted to practice law in Brazil and in the United States (N.Y. and D.C.), worked in the international department of law firm Porter Wright prior to joining BUSBC. Vasconcellos holds a J.D. from the Univ. Federal Fluminense in RJ, Brazil and a master's degree in Int'l business and trade law from the American University, in Washington D.C.



João Barroso
Government Relations Resident Advisor

João Barroso is the government affairs resident advisor for the Brazil-U.S. Business Council. Based in Brasília, he serves as a resource for the Council's Brazil-based member companies and as an advocate for our policy agenda before Brazil's Congress, monitoring the activities of and interacting with representatives of local, state, federal and regulatory agencies. Vested with leading outreach efforts to the new administration, João's customized services to member companies include advising them on the potential government affairs' implications of business situations and actions. An attorney with over 10 years of experience, João has extensive knowledge and involvement with Brazil's ongoing dialogue between the private sector and the federal government's executive, legislative and judiciary branches, and will use that experience to advise members.



GOVERNMENT AUTHORITIES - BIOGRAPHIES

2016 Leadership Meetings in Brasilia

MINISTER OF HEALTH



Ricardo Barros

- Civil Engineer graduated from the State University of Maringa.
- Vice president of the Progressive Party (PP).

Ricardo Barros is a 56 year traditional parliamentarian. He is very much in alignment with president Temer.

In relation to the unlinking of resources for health, he agreed that it is an issue that the economic team must handle. His priorities are the revision of foreign contracts of the *More Doctors Program*, basic research and new sources for health funding.

Barros affirmed that his greatest challenge is to develop policies to address the Zika Virus outbreak. Despite little interaction with the health sector in his political life so far, his name received support from the medical society.

MINISTER OF MINES AND ENERGY



Fernando Filho Coelho

- Degree in business administration from *Fundação Armando Álvares Penteado* – FAAP
- Member of the PSB since 2005

Fernando Filho Coelho was personally invited by Temer to take over the ministry, which he accepted despite his party's decision not to participate in any ministry in the new administration. He supports attracting private investment to the sector. To achieve this, he will strive for more predictability in the rules and contracts.

In assembling his team he wants to hear from the sector's representatives, and pledged to improve dialogue with the National Congress to ensure that the most important matters are approved, such as the Mining Regulatory Framework, stalled for years.

He has not yet positioned himself regarding Petrobras' future.

MINISTER OF TRANSPORTATION



Maurício Quintella

- Degree in Law from Maceio Education Center.
- Affiliated with the PR (party originally part of Rousseff's base that became part of the opposition during the impeachment process).

His positions are consistent with Temer's proposals. He was a member of the House Special Committee of the Proposed Amendment that would limit the number of ministries and was a strong advocate of a fiscal adjustment.

He has said that he will follow Temer's orders to privatize whatever is possible in the infrastructure area. Meeting this goal will require a change in the sector's regulatory framework to attract investor confidence (which he believes is possible) and to create a climate conducive to the creation of partnerships with the private sector.

He plans to conduct a survey to identify more projects to be privatized or offered as concessions, going beyond what was projected in Rousseff's Logistics Investment Program (PIL).

His main challenges will be regaining trust and credibility in the infrastructure area to carry out the minimal concessions foreseen in the 2015-2018 PIL.

EXECUTIVE SECRETARY OF THE MINISTRY OF INDUSTRY, FOREIGN TRADE AND SERVICES



Fernando de Magalhaes Furlan,

- Degree in Business Administration from the University of the State of Santa Catarina and in Law from the University of Brasilia. He holds a master and doctorate from from the University of Paris 1 (Panthéon-Sorbonne)

Fernando Furlan is a career public servant Federal Supreme Court (STF). Furlan has experience as a professor of law and economics applied in Brasilia and in China, and as a postdoctoral researcher at the University of Macau.

Fernando Furlan specializes in Economic Law, Competition and International Trade, and he is also a member of advisory boards of international bodies such as the United Nations Conference on Trade and Development (UNCTAD) and the International Competition Network (ICN).

Furlan was chairman of the Administrative Council for Economic Defense (CADE) in 2011. He also served as director (2008-2011) and attorney general (2001-2003) of CADE. He was head of MDIC's office between 2003 and 2005. Also in the ministry, he served as director of the Trade

Defense Department (Decom/Secex), from 2005 to 2008. He worked in the private sector as a foreign lawyer in law firms in Europe and the United States, as a company executive and an expert consultant. In 2015, he assumed the position of special adviser to the Foreign Trade Chamber (Camex).

Chief of Staff to the Minister of Defense



Demétrio Carneiro

Carneiro has recently been appointed as Chief of Staff of the Ministry of Defense. Graduate from the University Estácio de Sá. Carneiro was a House of Representatives staff for more than a year. He has experience in the Ministry of Social Development where he conducted training in public procurement and management of contracts for grantors.

Executive Secretary for the Partnerships and Investment Program



Moreira Franco

- Degree in sociology from the Catholic University of Rio.

Moreira Franco graduated in Sociology from the Catholic University in Rio de Janeiro. After college, he took postgraduate courses at IUPERJ. He also holds PhD degrees from the Ecole Pratique des Hautes Etudes (Sorbonne), Foudation Nationale de Sciences Politiques and the University of Vincennes. Upon returning to Brazil in 1972, he began teaching sociology at the Faculty of Economics and Administration of the Federal Fluminense University (UFF).

His student life was marked by intense political activism. He fought the dictatorship, was a member of the university academic board and was an active participant at UNE. Like many activists at that time, Moreira was arrested by the military dictatorship. During his political career, Moreira Franco was elected to key positions: First as a House representative in 1974, and then mayor of Niterói, and in 1987 he took office as Governor of Rio de Janeiro. In 1995 he returned to the House of Representatives, where he remained for two terms as a representative.