BEATRIZ VIDIGAL XAVIER DA SILVEIRA ROSA

Degree in Production and Mechanical Engineering from the Institute of Engineering Education Paulista - UNIP (1984), MBA in "Technology and Management of Distributed Generation and Cogeneration" by Polytechnic School of São Paulo - USP (2006) and specialization in "Defense Engineering" by IME-Institute of Military Engineering - RJ (2010).

Experience in industries in Brazil and abroad in infrastructure projects and capital goods industries. Management of contracts with public and private sectors (energy, oil and gas, steel plants, defense, logistics, transport, packaging and material handling between others). Arbitrator, Mediator and Engineering Expert.

<u>Languages:</u>

Portuguese (mother language), fluent in **English** and **French** (speaking, reading and writing).

Positions (Companies and Entities&Associations) at:

Tarobá Engenharia e Negócios Ltda (April 1997 to this date) – www.taroba.eng.br

- Business Development representing several companies (Boilers HRSG and Equipment for the Steel Industry and for Petrobras);
- Management of Turn-key Agreements with Private Sector (budgeting, purchasing, negotiation with customers and suppliers, administration of personnel and financial department Energy Sector) and Contract Management with Public Sector (budget development, presentation of proposals, negotiation, implementation, and contract management Equipment Supply, Public Concessions in Road Terminals and Advertisement).

Ecopro Tratamentos e Recuperações Industriais Ltda (October 2006 up to March 2009)

- Management and financial administration of this company (industrial effluents treatment).

Pavax Comércio e Representação Ltda (December 1989 up to March 1997)

- Management and administration of representation, distribution, and agent agreements, acting in the commercial, financial, and project areas (industrial equipment sales);
- Import of packaging and logistics equipment.

Cobrasma SA (August 1978 up to November 1989)

- Assistant of the Organization&System Director, acting in the Quality Assurance area;
- Activities in production, quality assurance, sales, and projects of railroad material, automotive components, capital assets, and cast iron areas.

PROMINP – Program of Mobilization of the National Oil and Natural Gas Industry – Ministry of Mines and Energy (since 2003) – www.prominp.com.br

- Direct participation on GE&TD Gas, Energy & Pipeline Sector Committee;
- Coordination of Working Group about "Local Content Increasing on HRSG Manufacture";
- Participation on Working Groups involving "Local Content Booklet" and "Local Content Policy for the Upstream and Downstream Oil and Gas Industry".

ABDIB – Brazilian Association of Infrastructure and Basic Industries (since 2003) – www.abdib.org.br

- Representative of Tarobá in Oil, Gas, Electricity and BNDES (Economic and Social Development National Bank) sector committees and ABDIB representative at PROMINP for Local Content subjects.

ABIMDE – Brazilian Association of Defense and Security Material and Services Industries (since 2009) – www.abimde.org.br

Fiscal Councilor (2013~2019).

SIMDE – Brazilian Union of Defense Material and Services Industries (since 2009) –

www.simde.com.br

- Delegate at FIESP Council
- Vice President (2013~2019)
- Treasurer Director (2010~2013)

SESI – Industry Social Services and SENAI – National Service for Industrial Learning of FIESP – São Paulo State Industry Federation (since 2012) – www.fiesp.org.br

- Councilor of FIESP's SESI and SENAI – Osasco (2012~2017) and West Region (2012~2017)

Engineering Institute (since 2008) – www.iengenharia.org.br

- Fiscal Councilor (2013 ~ 2015)
- Deliberative Council (2016 ~2018).

IBDE - Brazilian Institute for Studies of Energy Law (since 2009) - www.ibdenergia.org.br

- Natural Gas Work Group Coordinator (2009~2010) and Councilor (2011~2017).

IBDIC - Brazilian Institute for Studies of Construction Law (since 2012) www.ibdic.org.br

- Founder member of IBDiC.

Grupo Vida (1999 up to 2002)

- Member of Fiscal Council (NGO for assistance to the needy elder people, in the Municipality of Barueri–SP).

BPW-SP – Business and Professional Women of São Paulo (2010~2013) www.bpwsp.org.br

- Board (2010~2013) and Treasurer (2010~2011)

BPW-ljuí-RS – Business and Professional Women of ljuí (since 2013)

- Counselor (2013~2015).

BPW-I – International Federation of Business and Professional Women (since 2010)

www.bpw-international.org

- Latin America Region Secretary (oct 2012~feb 2013)
- UN Representative for UNIDO-United Nations Industry Development Organization (2015~2016)

MqfA – Women that Makes Things Happen Association (since 2009)

- Vice-President (2014~2017).

<u>Specialist in Mediation and Arbitration at:</u>

Engineering Institute Mediation and Arbitration Chamber (since 2008) – www.iengenharia.org.br/camara

- Member of the Mediators and Arbitrators List of Engineering Institute Mediation and Arbitration Chamber, as well as its Experts List.
- Councilor (2009~2011 and 2015~2017) and Director (2011~2015) of Engineering Institute Mediation and Arbitration Chamber.

Mediation and Arbitration Chamber of IBDE – Brazilian Institute for Studies of Energy Law (since 2009) – www.ibdenergia.org.br

- Member of the Mediators and Arbitrators List of the Mediation and Arbitration Chamber of IBDE.
- Councilor of IBDE Brazilian Institute for Studies of Energy Law (2011~2017).

Conciliation, Mediation and Arbitration Chamber of São Paulo (CIESP/FIESP – State of São Paulo Industrial Center) (since 2010) – www.camaradearbitragemsp.org.br

- Member of the Mediators and Arbitrators List of the Conciliation, Mediation and Arbitration Chamber of São Paulo.

Mediation and Arbitration Chamber of Brazil-Canada Commerce Chamber – CAM-CCBC (since May 2012) – www.ccbc.org.br

- Member of CAM-CCBC Mediators List.

Brazilian Arbitration Committee CBAr (since 2010) – www.cbar.org.br

- Member of CBAr - Brazilian Arbitration Committee.

Institute of Mediation and Arbitration of Brazil – IMAB (since 2010) – www.imab-br.net

- Member of Mediators and Arbitrators List of IMAB;
- Member of IMAB Working Group for studies and development of Dispute Resolution Methods.

OAB-SP - 116^a Subsection Jabaquara/Saúde (since 2014) - www.oabsp.org.br/jabaquara/

- Founder member of Mediation Commission;
- Founder member of Arbitration Commission.

The Dispute Resolution Board Foundation – DRBF (since Dec 2014) – www.drb.org

Member of DRBF.

Arbitration and Mediation Chamber of FIEP (State of Paraná Industry Federation) – CAM-FIEP (since 2015) – www.fiepr.org.br/para-empresas/camara-de-arbitragem/

- Member of the Mediators and Arbitrators List of CAM-FIEP.

Eurocamaras Arbitration Chamber - CAE (since 2015) - www.euroarbitragem.com.br

- Member of the Mediators and Arbitrators List of CAE.

National Council of Mediation and Arbitration Institutions - www.conima.org.br

- CMA-IE representative (2015~2017);
- Ombudsman Director (2015~2017).

Sinduscon Mediation Center – CMS-SP (since 2016) – www.sindusconsp.com.br/cms

- Member of the Mediators List of CMS-SP

International Institute for Conflict Prevention&Resolution – New York - USA (since 2016) – www.cpradr.org

- Member of Neutrals List of CPR

Courses, Congresses and Seminars:

2015 – Advanced training in Transformative Mediation – The Institute for the Study of Conflict Transformation – Prof. PHD. Joseph P. Folger;

- Advanced training in Dispute Boards DRBF The Dispute Resolution Board Foundation.
- **2014** Training in Dispute Boards DRBF The Dispute Resolution Board Foundation.

2010 to 2016 – Speaker at the following seminars:

- X Arbitration and Mediation Seminar IMAB ("Mediation at Public Administration");
- VIII National Meeting of Arbitration and Mediation CONIMA ("Mediation at Public Administration");
- IV Brazil Business Mediation Congress CPR-International Institute for Conflict Prevention&Resolution ("Settlement Opportunities in Arbitration");
- III Arbitration in Engineering International Congress Engineering Institute ("The Choosing of Arbitration Chamber by the Public Administration");
- VII National Meeting of Arbitration and Mediation CONIMA ("A Mediator can be an Arbitrator at the same case?");
- III National Meeting of Arbitration and Mediation CONIMA ("The Convenience of Mediation Tools for Engineering");
- II Infrastructure Arbitration Conference: Contracts Management and Dispute Resolution Engineering Institute ("Mediation as Dispute Resolution on Infrastructure and Construction Contracts");
- 5° Infrastructure Contracts Management National Congress Informa Group Latin America ("Best Practices and Trends in the Management and Dispute Resolution on Infrastructure Sector");
- Cross Cultural Understanding 2012 Pre Conference of Cairo International Women's Congress;
- Cross Cultural Understanding 2013 Pre Conference of Cairo International Women's Congress.
- Since 2004 Participation on Courses, Congresses and Seminars of Mediation, Conciliation, and Arbitration organized and conducted by Law School of São Paulo University (USP), IBDE Brazilian Institute for Studies of Energy Law, Engineering Institute, CBAr (Brazilian Arbitration Committee), ITA Institute for Transnational Arbitration, ICCA International Council for Commercial Arbitration and others;
- **2009** Electric Power Sector Agreements and Oil&Gas Sector Agreements courses (IBDE Brazilian Institute for Studies of Energy Law);
- 2008 Mediation and Arbitration Training (IMAB Mediation and Arbitration Institute of Brazil);
 - II Mediation and Arbitration Workshop of IBDE Brazilian Institute for Studies of Energy Law;
 - Management of Industrial Surface Treatment Waste (Pickling), of Industrial Effluent (Machining Fluid) and Used Lubricating Oil (MMA – Environmental Ministery);
- 2007 Natural Gas and Fuel Taxation (IBC International Business Communications);
- **2006** Power Taxation Tendencies, Challenges and Alternatives (Trevisan Business School);
- **2001** Seminar on Hiring foreign manpower in Brazil (AHK Brazil-Germany Chamber of Commerce and Industry of and Ministry São Paulo of Labor).