

## Amedeo Papa

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### EXECUTIVE SUMMARY

- Mediator at Câmara de Conciliação, Mediação e Arbitragem da FIESP and arbitrator/mediator at Camital (Câmara de Mediação e Arbitragem da Câmara Italiana de Comércio).
- 22 years of professional experience, acting as: negotiator and mediator; new business and special projects director in the real estate and construction sector; Banking director; executive for a top IT multinational company and business consultant.
- Proven experience in conducting complex negotiations, including overseas mediation (JAMS) and arbitration (ICC).
- Negotiator assigned by shareholders of Banco Lavra to deal with FGC (the Brazilian equivalent of FDIC) in order to finish the bankruptcy proceedings.
- Member of GEEF (Family Business study group) of FGV Direito SP. Co-author of the book: "Relevant Aspects of Family Business", published by Editora Saraiva (Law in Context/FGV Direito SP).
- BA in business administration by FGV, with an MBA done in Europe (Bocconi e HEC). Candidate to law degree by PUC-SP in 2017. Fluent in English, French and Italian. Portuguese native speaker.
- Certified mediator by FGV Direito SP and CPR. Member of ICC and Cbar.

### CAREER HISTORY

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<b>PRACIS</b>	<b>JAN/15</b>
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*Problem Resolution aiming Corporate Interests*  
Founder

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<b>JHSF SHOPPINGS</b>	<b>DEZ/14 - ABR/11</b>
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New Business and Special Projects Director

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<b>ALVAREZ E MARSAL (A&amp;M)</b>	<b>MAR/11 - MAR/10</b>
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Director

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<b>IBM BRASIL</b>	<b>FEV/10 - FEV/06</b>
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Executive of Financial Services Division

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<b>SOLVING EFESO</b>	<b>JAN/06 - JAN/04</b>
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Senior Manager

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<b>TEMPO PARTICIPAÇÕES</b>	<b>AGO/02 - MAI/00</b>
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Business unit Manager

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<b>BANCO LAVRA</b>	<b>ABR/00 - JUN/95</b>
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Private Banking and International Division

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<b>ITAU-UNIBANCO</b>	<b>MAI/95 - ABR/94</b>
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Trainee

## MAIN ACHIEVEMENTS

### DISPUTE PREVENTION AND RESOLUTION

- Praxis has been selected by an important Brazilian family group to lead the amicable separation of assets. This project required intense use of mediation and consensus building techniques.
- I helped the CEO of a successful start-up (healthcare sector) to define and implement a strategy to negotiate intellectual property rights and to recover key internet addresses.
- Coordinated a project to discuss, prepare and approve new compliance policy for a medium size family group, including a new code of ethics and conduct.
- Appointed by JHSF as negotiator to deal with sensitive disputes with key retailers. Using appropriate ADR techniques, I've managed to recover expressive sums and also handled the issues and people involved with enough care to preserve the relationships.
- Signing of a *built-to-suit* contract with Avenues School to implement the first unit in Latin America. Conducted the negotiation to terminate the contract.
- I led the project to support the reurbanization of Jardim Panorama Shantytown (neighbor of Shopping Cidade Jardim) to enable an innovative mixed use project, which required multiple negotiations with public sector concerning expropriation of areas, relocating population and implementing urban equipment.
- During the process of reorganizing Banco Lavra's debt, I've joined several mediation encounters abroad (JAMS/NY and Michigan Court), which resulted in an agreement with the bank involved in a purchase and sale dispute. Right after this I took the leading role as negotiator with FGC (the "Brazilian FDIC"), agreeing on the conditions and guarantees to ensure all stakeholders approval of the reimbursement plan.
- At A&M we restructured an international hotel chain in Brazil. The project required a neutral evaluation of an arbitration procedure, an estimation of the schedule of the case and possible strategies for a mediation attempt.
- Also at A&M I was responsible for developing an agreement within the Mendes family that enabled the implementation of a reorganization plan for Universidade Candido Mendes.
- I was responsible for the acquisition and integration of a medical software house into Tempo Participações organizational structure, overseeing the design and implementation of several mechanisms such as key employee retention plans, earn out schemes and compensation strategies.

### PROJECT MANAGEMENT - KEY HIGHLIGHTS

- Co-responsible of planning and implementation of malls in different Brazilian cities, coordinating R\$ 1billion of investments over a 200 thousand square meters of built area.
- Co-responsible for negotiation and management of construction contracts of the following properties: Shopping Bela Vista (Salvador), Shopping Metrô Tucuruvi (São Paulo), Shopping Ponta Negra (Manaus).
- Assessment of real estate opportunities and risks, aiming cost reduction and productivity gains without jeopardizing the legal certainty of the business.
- Led the team that delivered the first strategy project done by IBM Brazil for an international Insurance company (Icatu Hartford). The action plan was successfully implemented, which helped IBM to increase its footprint and reputation in the market.

- Prepared a business case for growth initiatives inside IBM, which was approved with a US\$10M capex and resulted in the first Financial Solution Center in Latin America.
- At Solving Efeso we undertook a project to optimize the financial processes for ABN Amro Real and to revert the negative image of the Brazilian operation. At the end the Finance Division delivered on time - for their first time ever - their financial statements to headquarters. In addition, we helped them to reduce personnel and audit costs.
- Also at Solving I worked on the planning of the annual meeting for strategic planning of Accor Services, an important French group with strong presence in Brazil.
- I developed, upon request of FGV Direito SP, a plan to create a Center of Studies in Turnaround. This initiative generated important debates about the new bankruptcy law and helped the University to increase its recognition in this specific industry.

## **EDUCATION**

- **Specialization/ Master/ Publications**

2016 – **COGEAE PUC-SP** – Course of recognition and execution of foreign arbitral awards

2016 – **CAMITAL** – Preparatory course for arbitrators

2015 – **FGV Direito SP** – Mediation Training

2015 - **CPR** - Brasil Business Mediation Workshop

2014 – **DRBF** – Training to be member of the Rio 2016 Dispute Board program

2013 – Co-author of the book “**Key aspects of Family business**”, published by Saraiva

2006 – **GVLaw** - Family Business : Corporate Governance and legal/succession issues

2005 – **GVLaw** – Brazil’s new regulation of insolvency (chapters 7 and 11)

2002/2003 – **MBA** by SDA Bocconi (Italy ), exchange program at HEC (France)

- **Graduation**

2013/2017 - Law by **PUC/SP** (currently at the 4th year)

1993/1997- Business administration by **EAESP/FGV**

## **LANGUAGES**

- Fluent in English, French and Italian. Portuguese native speaker