



Career Profile

Mário de Carvalho

A confident, self motivated individual capable of working on his own initiative. A valuable team member with excellent communication, organisational and problem solving skills.

A senior manager in the oil and gas industry with a reputation for delivering excellent business and HSE performance in the Angola and overseas. Brings substantial experience in business re-engineering involving successful organisational changes.

Career Highlights

2006 to date – CEO, Grupo Gallium

Duties include the strategic management of operations, maintenance, construction and business development activities at multiple business segments in Oil & Gas, Financial funds, Real estate and Facilities management. Led the successful pursuit of new business development opportunities for the Group, resulting in a multimillion dollar business in Angola and abroad.

2003 to 2010 – Chairman, Express Support Services

Catering and support facilities business segment in a Joint venture operation with Compass Group the world's biggest company. Duties include the management of the business in different locations in Angola, including an implementation of a Joint venture standard and a National content plan that is being used as model for the Oil & Gas industry in Angola. Resulting in a \$120 million business within few years of operations.

2002 to 2006 – CEO, SONANGALP

Joint venture company with GalpEnergia of Portugal with operations in Angola downstream sector. Strategic management of the business and successfully implemented various programs to increase productivity and grow the business organically.

Senior Roles

CEO, Grupo Gallium
Chairman, Express Support Services
CEO, Sonangalp
Boardmember SOPOR Portugal

Qualifications

Bsc Hons, Business and Management
(Manchester, UK)

MBA, The American Graduate School of
International Management
Thunderbird
(Phoenix, Arizona, USA)

Market Sectors

Energy (Oil & Gas)
Consulting
IFM - Catering

Awards and Training

Petroleum Geology for Non-geologists
(Houston, Texas)
Leadership Development Program
with Southern Methodist University,
COX (Austin, Texas)

Negotiating Skills Seminar (London,
England)
Management Seminar
(Rio de Janeiro, Brazil)



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Career Highlights Continued

Responsible for the activities of a combined workforce of up to 3000 people, including managers, supervision and craft employees.

- Ensuring timely delivery and quality of all deliverables against agreed plans and budgets.
- Development and implementation of effective programs in-line with the company strategy in order to consistently achieve performance targets and minimise the life-cycle cost of the operations.
- Identify, develop and manage commercial agreements/contracts with third party support companies for the provision of services out with the core business of the company required in support of existing/future contracts.
- Liaison with institutions in Angola.

Site Experience

Angola

Portugal

USA

Brasil

Languages

Portuguese

English

German

2000 to 2002 – Board member, SONANGALP

Responsible for the management of operations in Angola and the development and implementation of human resources program for more than 200 people. Development of a successful turn-around strategy for the company.



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Career Highlights Continued

2000 to 2007 – Board member, SOPOR (Portugal)

Joint venture company with GalpEnergia with operations in Europe (Portugal), marketing, distributing and retailing refined products through the Portugal. Successful turn-around strategy for the business, transformed in to a multimillion euros business currently in the downstream sector in Portugal with opportunities for expansion in Europe.

1992 to 2002 – Freelance Consultant, USA, Angola

Advised companies on business relationships in Angola and cross cultural issues.

1999 to 2003 – SONANGOL, EP

- Head of the Department of New Business Development

Algumas Áreas:

- Mercado de Capitais • Gestão de Projectos
- Avaliação de Projectos e avaliação e Fusão de Empresas •Gestão de Riscos Financeiros
- Análise de Projectos de Investimentos
- Advanced Corporate Finance Reporting •New-Venture Analysis •International Trade Strategies • International Securities Investments •Project Financing •Small Business Risk Management
- Multinational Business •Diplomacy, Negotiation & Bargaining.

Others:

- Joined Sonangol in 1991
- Involved in many areas of hydrocarbon exploration, refined products and promotion of business opportunities in Angola
- Undertaking a range of consulting services for Angola in USA, UK, Germany and other countries

- Participated in many training courses in England, Brazil, USA, France, Spain, and South Africa

- Frequent speaker at government forums, energy symposiums and in boardrooms of many leading energy companies around the world

Hobby:

- Philanthropy

References: Can be provided.
