



## **Carlos Araujo**

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### **SUMMARY**

- Controller and Financial Management in Agribusiness, with full responsibility for the planning and leadership of the Corporate Finance. Strong background in International Company. High expertise in :
  - ✓ Financial and management planning and controls
  - ✓ Development financial planning, budget and forecast process
  - ✓ ABC and Standard costs
  - ✓ Direct responsibility for cash management, financial reports
  - ✓ Management of hedge operations
  - ✓ Startup operations of plant in Brazil
  - ✓ Implement SAP ,Totvs, and all processes and procedures of the Company
  - ✓ Conduct a turnaround operations and financial operations
  - ✓ Commercial Paper and Securitizations operations

### **EDUCATION**

Ph.D Production Engineer – Decision Making and Quantitative Modeling (in course)  
Universidade Metodista de Piracicaba  
MBA in Finance  
INSPER  
Post graduated in Business Economy  
Escola de Economia, Finanças e Administração de São Paulo  
Bachelor's Degree in Economy, Planning and Economic Programming  
Faculdade de Tecnologia de Rio Claro

### **SPECIALIZATION COURSES**

International Controller – USGAAP - Integração  
Foreign Commerce - Universidade de São Paulo - USP  
Business Administration - Fundação Getulio Vargas - FGV  
Macroeconomy - Fundação Getulio Vargas - FGV

### **INTERNATIONAL COURSES AND SEMINARS**

Modern Finance for Global Executive - Stern School - New York University  
Implementing Strategic Change through Operations - Harvard Business School  
Agribusiness – Harvard Business School



## EMPLOYMENT EXPERIENCE

### **Mackensie Agribusiness – CFO – 04 - Present**

I have working with Standard Costs and Financial Planning Model to sugar cane mill.  
Project: Usina São Domingos, USACIGA, ETH, Dedini.

### **TOTVS – Agribusiness – Planning and Cost Adviser – 10 - Present**

Development and implementation of Standard Costs in Sugar Mills  
- Implementation of the Planning Economic and Financial Controller in Sugar Mills

### **Gatec Gestão Agroindustrial – Financial Adviser -06 – 09**

- Development and implementation of Standard Costs in Sugar Mills  
- Implementation of the Economic and Financial Controller in Sugar Mills

### **JP Editora – Finance Manager – 03-04**

Responsible for Treasury, Accounting and Fiscal areas  
Coordinated and implemented ABC process costs and budget

### **TI Automotive – Controller – 03-03 – UK - Company**

Led the financial and management controls  
Execution deep analysis of costs and business performance

### **Unifrax - Financial Manager – Controller – South America 00-02 – US Company**

Led the development financial planning, budget and forecast process.  
Set-up and monitored performance measures of the business.  
Direct responsibility for all finance aspects of the business such as cash management, financial statements, auditing and USGAAP reports to USA  
I reduced exposure of FX with hedge and made reduction of finance liabilities

### **ABC Group - Financial Manager – 99-00 – Canadian Company**

Conducted a startup operations of plant in Brazil  
I was responsible for Financial, Budget, and Management Operations  
I implemented the M.I.S. (Microsiga), and all processes and procedures of the Company

### **Cerba - COO – Controller – 95-99 - Ethanol Distillery**

I conducted a turnaround operations and financial operations in domestic and international markets.

### **T. J. Trade Company- Controller – 93-94**

I structured Commercial Paper operations with Hartford International Bank.  
Securitizations Operations with Swiss Bank Corporation. I directed the computer integration of Accounting, Finances, Sales and Production. Financial Operation of Corporate Management.

**B. S. Construtora - Financial Manager – 87-93**

I management the Financial, Human Resources areas and improved the capital structure with cost and risk reductions

**Copersucar - Planning Technician –80-86**

I developed and implanted the Planning and Management System

## **PUBLICATIONS**

1. Revista Opiniões - Sugar and Ethanol – Brazil  
Country of the Future: on more opportunity. – January 2007
2. Gazeta Mercantil -. The Sucroalcooleiro Sector and the foreign capital.  
Published in February 21 of 2008
3. Periodical of the Sugar Cane - I number - Planning and Cost Standard Tools for  
Taking of Decision. Published in May 2008.
4. Gazeta Mercantil – New Management to Ethanol. Published in June 22 of 2008.
5. Cotton Business - Year 1 - number 6 - Agro-industrial management - Initial point for  
the advance of the companies in Brazil. Published in July 2008.
6. Revista Opiniões - Sugar and Ethanol - Origin of the Crisis - A management crisis.  
Published in January 2009.
7. Revista Opiniões - Sugar and Ethanol - Corporate Governance.  
Published in April 2009.
8. Revista Fecomércio – The Challenge of Optimization Cost – Published in September  
2010
9. Revista Agro em Foco – Crisis Management – Published in Feb. 2012
10. Revista Agro em Foco - Productivity Gains and Income from Operations Agribusiness  
Published in May 2012
11. Revista Opiniões - Technology and Management - Small Steps, Big Advances,  
Published in October 2013
12. Revista Canavieiros – Standard Cost - fundamentals  
efficiency and efficacy – Published in December 2015

## **ACADEMIC ACTIVITIES**

1. Professor of the Course of graduate of the Economic - Planning of the Production of Sugar Cane - ESALQ-USP -2011
2. Professor of the Course of Pós Graduation at Barra Bonita Foundation – São Paulo, Programs: Business Plan, Agricultural and Industrial Budgetary Planning and Costs -2008
3. Professor of the Course of After Graduation of the Department of Vegetal Production - Planning of the Production of Sugar Cane - ESALQ-USP -2008
4. Professor of PECEGE – ESALQ – USP – Course: MBA Agribusiness – Financial Management of PECEGE – ESALQ –USP 2008
5. College of Agronomy of the UNESP - Jaboticabal - SP. Agribusiness Management - Tools for Taking of Decision – 2007
6. I Seminary of Economic Management in the Agribusiness - Optcan – Financial and Economic Model of Optimizations - São Paulo - 2007
7. Seminary of Advanced and Integrated Planning for Sucroalcooleiro sector - Ribeirão Preto - SP – 2007
8. Mackensie Agribusiness Seminar – Ribeirão Preto – SP - 2009
9. Forum PRX of Planning and Costs – Ribeirão Preto – SP – 2010,2011,2012
10. F.O.LICHTS – Sugar & Ethanol – São Paulo – Brazil – 2014
11. National Congress of Bioenergy UDOP – 2014 and 2015
12. Professor of Audencia Nantes École de Management – France and ESPM SP



### **INTERNATIONAL SPEAKER:**

Brazil - Overview of Brazil Agribusiness: Brazil –“World’s Supermarket” – March 2014

1) Texas A&M University - College Station, Texas, US, Department of Agricultural Economics, March 2014;

2) Louisiana State University Agricultural Center ,Baton Rouge, Louisiana, LA–US, Dept. of Agricultural Economics & Agribusiness , March 2014;

3) University of Illinois at Urbana Champaign –II, Lemann Institute for Brazilian Studies, , March 2014;

### **OTHERS ACTIVITIVIES**

1. Advisory Dedini Industria de Base – Financial and Economic Planning Sugar Cane Industry. 2008
2. Advisory Fermentec – Economic Analysis – P&D Developments. 2013
3. Casewriter of COSAN GROUP – Renewable Energy for Better World: Sugar, Ethanol, Cogeneration. 2010
4. Author – Cost Management – Productivity, Profit and Costs. Published in November 2010.
5. Author - Economic Management in Agribusiness - December. 2016.