

CURRICULUM VITAE

CAIO MARIO PAES DE ANDRADE

General summary	Serial entrepreneur with proven successes in information technology, real estate and agribusiness. Experienced manager and team builder. Led the construction of 3 emblematic companies in the Brazilian Information Technology market. Conducted over 20 M&A processes, including company consolidations, strategic acquisitions, minority acquisitions, funding from institutional investors, divestitures, <i>spin-offs</i> , and sale of control processes.
Main skills	<ul style="list-style-type: none">• Simplifier• Creative• Focused on Results• Fast• Diplomatic
Careers and ventures	<p>PSTNET GENERAL MANAGER FOR LATIN AMERICA</p> <ul style="list-style-type: none">• Acquired STI, the third largest Internet service provider in Brazil in 1999. In the same year, it bought 11 other access providers. <p>FOUNDER OF WE BFORCE VENTURES</p> <ul style="list-style-type: none">• WebForce Ventures is one of the first and leading IT investment holding companies in Brazil.• From 2000 to date, CMPA has invested in 22 companies, of which it has founded 7. It has completed the total divestiture of 5 of these companies. <p>FOUNDER AND CEO OF HPG</p> <ul style="list-style-type: none">• Hpg was one of the largest services of the Brazilian Internet. Sold to iG in 2002. <p>FOUNDER AND CEO OF MABER EMPREENDIMENTOS IMOBILIÁRIOS.</p> <ul style="list-style-type: none">• Iconic company of the São Paulo real estate market, sold to Lopes in 2010. <p>founder of 123i</p> <ul style="list-style-type: none">• Pioneering online classifieds service for buying and selling real estate. <p>FOUNDER OF TERRALOGS,</p> <ul style="list-style-type: none">• Terralogs is a digital credit platform for agribusiness. <p>CREDIHOME FUNDATOR</p> <ul style="list-style-type: none">• The Credihome is a digital platform for home loans. <p>FOUNDER OF NEWCORE</p> <ul style="list-style-type: none">• Newcore is a CRM platform for independent real estate brokers.
Social	<p>FOUNDER AND BOARD MEMBER OF THE INSTITUTO FAZER ACONTECER</p> <ul style="list-style-type: none">• IFA is a self-sustainable organization that causes a direct positive impact on 4,000 children and teenagers in the semi-arid region of Bahia through sports.
Education	<p>SOCIAL COMMUNICATION BY PAULISTA UNIVERSITY</p> <p>POST GRADUATE IN BUSINESS AND MANAGEMENT, HARVARD UNIVERSITY</p> <p>MASTER OF BUSINESS ADMINISTRATION, DUKE UNIVERSITY</p>
Awards	<ul style="list-style-type: none">• São Paulo Creative Club Yearbook Award - 1991• Best access provider, i-Best 1999• Best Internet Service, i-Best 2000• Best Internet Service, i-Best 2001• Info Award, Best Hosting Service, 2000 and 2001• i-Best Entrepreneur of the year - 2002• 100 Best Place to Work 2006 - Maber• 100 Best Place to Work 2010 - Maber

LanguagesFluent in Portuguese, English and Spanish.