

Roberto S. Waack¹

Founder, shareholder and presently chairman of the Board of Amata S.A. Long experience as top executive of multinational and national organizations. Entrepreneur, creating enterprises in biotechnology and forest areas, with direct engagement in private placement, establishment of governance structures and management teams. Active participation in third sector organizations such as GRI - Global Reporting Initiative, FSC - Forest Stewardship Council and Funbio – Brazilian Biodiversity Fund, serving as board member and chairman of boards for these and other, national and international organizations. Early engagement in sustainability and social environmental movements, being involved in the implementation of multistakeholder initiatives such as FSC, soy and cattle round tables. Biologist with a master degree in business administration by the University of Sao Paulo.

Career History

AMATA (2006 – present)

www.amatabrasil.com.br

Sao Paulo, SP

Founder, partner and CEO (2006-2013 and presently Chairman of the Board)

AMATA is a Brazilian company focused in producing certified timber from different types of forests, including plantations and reduced impact logging. Around 150 thousand hectares of forests under management, being around 25 thousand hectares of plantations. One saw mill.

Orsa Group (2001 – 2006)

Barueri, SP

Executive Director of the holding Orsa Group (2001-2006)

President of Orsa Florestal (2003-2006)

The Orsa Group was a Brazilian conglomerate of companies acting in the forestry, paper and packaging industries. Recently partially sold to International Paper. Around 1 million hectares of forests under management, being around 100 thousand of plantations. Two pulp mills, one saw mill, one biomass thermoelectric plant, one recycled paper mill and four packaging industries.

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Boehringer Ingelheim do Brasil, Vetmedica - Animal Health (1998 - 2001)

São Paulo, São Paulo

Director Vetmédica Division

Boehringer Ingelheim is a German pharmaceutical company.

Pangea Ltda (1995 - 1997)

São Paulo, São Paulo

Owner

Pangea was a consulting company, established in 1995, focused in strategic and technology management

Vallée S.A. (1987 – 1996)

São Paulo, São Paulo

Director of Biomedical Division (1987 - 1988)

Marketing Director of Imovall S.A. (1988 – 1990)

Technology Management Director (1990 - 1993)

Vice-President (1993 - 1996)

Vallée S.A. is one of the largest Brazilian animal health company. Imovall was a joint venture of Institut Merieux (France) with Vallee S.A dedicates to human vaccines and biological products.

Embrabio Ltda (1982 - 1987)

São Paulo, São Paulo

General Manager and Partner

Embrabio was the second biotechnology company established in Brazil. It was created by a group of students of the Sao Paulo University in the beginning of the 80's, sold to a business group.

Governance Bodies and Board Participations

- Certified Board Member by the IBGC - Brazilian Institute of Corporate Governance (2009)

Present

- Amata S.A. (2011 to the present. Chairman of the Board since 08/2013)
- GRI – Global Reporting Initiative – Board of Directors (2010 to the present)
- Instituto Ethos – Board of Directors (2013 to the present)
- FUNBIO – Brazilian Biodiversity Fund - Board of Directors (2009 to the present)
- Steering Committee of The Amazon Alternative – IDH The Sustainable Trade Initiative – Holland (2011 to the present)
- Advisory Board of EPC – Enterprises for Climate Initiative - from Fundação Getulio Vargas (2010 to the present)
- RAM/GVCES – Network of Amazon Friends, of the Getulio Vargas Foundation (2008 to the present)
- Advisory Board of the Mozarteum Society (2008 to the present)

Former

- FSC – Forest Stewardship Council - Board of Directors (2006 to the 2012). Chairman of the Board from 2008 to 2010
- Advisory Board of ARES - Institute for Responsible Agriculture (2007 to 2011). Chairman of the Board during the period.
- Advisory Board of Global Campaign for Climate Action – Brazilian Section (2009-2010)
- Board of the Orsa Group Holding (2005 – 2006)
- Board of CRIA – Reference Center for Environmental Information (2005 to 2011)
- FSC – Forest Stewardship Council Brazilian Initiative (2005 –2007)
- Founder and member of the Board of Ybios, a joint venture of Orsa, Natura and Centroflora acting in R&D of products based on the Brazilian biodiversity (2004 to 12/2006)
- Plantations Review Group at FSC – Forest Stewardship Council (2004 - 2005)
- Board of FIA/USP - Foundation of Business Administration of the Faculty of Business Administration and Economics of the University of Sao Paulo (2003 to 2006)
- Board of the PENSA Program - Program of Agribusiness of the Faculty of Business Administration and Economics of the University of Sao Paulo (2001 to 2006)

Editorial Boards

- Editorial Board of Horizonte Geográfico Magazine (1995 to the present)
- Editorial Board of Pagina 22 – Sustainability Magazine of Fundacao Getulio Vargas (2008 to the present)

Education

- **Business Administration and Economics Faculty - University of Sao Paulo** (2001)
Master of Business Administration. Area: New Institutional Economics Theme: Marketing, Technological Innovation and Business Economics
- **Fundação Vanzoline** (1989)
Industrial Specialization
- **Biological Sciences Institute - University of Sao Paulo** (1981)
Bachelor of Science

Languages

- Portuguese, French, English, Spanish

Publications, Conferences and Courses

- Chapters in two books about Technology Management and Marketing
- Dozens of articles and interviews in academic and non-academic magazines, dealing with technology management, marketing, strategic planning, forestry, sustainability and governance
- Classes of Technology Management, Strategic Management, Corporate Governance and Social Responsibility in MBA, graduation and specialization courses, mainly at the University of Sao Paulo
- Many conferences on the above subjects in Brazil and abroad
- Participation in many courses and events in Brazil and abroad such as IMD-Lausanne, UE-Maastricht, ICCO-Utrecht, and others.

Activities in Industrial Associations

- President of PFCA - Certified Forestry Producers of Amazonia (09/2005 – 04/2007)
- Director of PFCA – Certified Forestry Producers of Amazonia (2004 – 09/2005)
- Director of SINDAN – Brazilian Syndicate of Animal Health Industries (1999 – 2001)
- Director and President of ANPEI - National Association of Industrial R&D (1993-1997)
- Director of the Brazilian Society of Biotechnology (80`s)

Other Activities

- Mountaineering and climbing in many parts of the world (Nepal, Kenya, Tanzania, Alaska, Finland, Island, Argentina, Chile and Brazil). Few articles published (photos and text)
- Classical music: Member of the Cultura Artistica Society and Brazilian Mozarteum
- Volunteer work (strategic management process) at the Children's Cancer Hospital - GRAACC (2003 to 2007)