



## Paulo Couto

### Coal Business Director

Paulo Couto took on the Coal Business Director position in June 2020. Previously, Couto was Head of Procurement and Executive Procurement Manager at Vale, leading strategic acquisitions for Vale's operations across the world.

Known for his people-centered approach to decision making, the executive led transformations in complex environments, while generating expressive and sustainable results.

Prior to joining Vale, Couto worked at Whirlpool Mexico as Procurement Director and at Whirlpool Latin America as General Procurement Manager, where he coordinated the company's cost optimization program. He also worked as PMO managing a logistics cost reduction project at Ambev.

Between 1994 and 2004, he worked as a consultant for Bain & Company and Andersen Consulting, catering to clients in a variety of industries, including textiles, chemicals, telecommunications, among others. Couto also worked in Planning and Logistics for Shell, when he was responsible for planning and operationalizing the fuel distribution network and defining and optimizing Shell's logistics structure, among other activities.

Paulo Couto holds a bachelor's degree in Production Engineering from the Federal University of Rio de Janeiro (UFRJ) and an MBA in Business Administration from Harvard Business School.