



## Peter Poppinga

### Executive director, Ferrous Minerals and Coal

Peter Poppinga was appointed Vale's executive director of ferrous minerals and coal by the Board of Directors in July 2017, when the coal area came under his coordination and the logistics area was integrated into the Ferrous Minerals Executive Department.

In January 2015, after spending 15 years abroad, he returned to Brazil to run Vale's ferrous minerals business. He participated in executing one of the most important mining projects in the company's history, the Eliezer Batista S11D Complex in southeast Pará, which started up in late 2016. Under his leadership, a product differentiation strategy was also implemented based on premium products, giving Vale significant additional quality-based revenue.

From 2012 to 2014, he worked in Canada as the CEO of Vale Canada and global executive director of base metals and information technology. During this time, he led efforts to turn around this Vale business unit.

In 2010 and 2011, based in Australia, he was the vice president of base metals in the Asia-Pacific region, coordinating Vale's businesses in countries such as Indonesia, New Caledonia, China and Japan.

In late 2007, he left the iron ore business and continued his career in the base metals business until the end of 2014. In 2008 and 2009, he was the vice president of strategy, human resources, sustainability and information technology at Vale Canada.

In 2006 and 2007, he was the president of Vale Internacional S.A. in Switzerland, with responsibility for selling iron ore and manganese and negotiating international benchmark iron ore prices.

From 2000 to 2005, he was the sales director of Rio Doce Internacional, based in Belgium, where he significantly increased Vale's market share in Europe and contributed to the company's goal to enter new markets in Eastern Europe.

At the end of 1999, he joined Vale and, based at Rio Doce Américas in New York, he worked for some months on specific marketing projects for North America.

In 1984, he joined S.A. Mineração da Trindade in Minas Gerais, part of the Belgo Mineira/Brasil group, where he remained until 1999, holding functions such as exploration geologist, planning and quality control manager, general mine manager, commercial director, and director of Brasilux. In the latter role, based in Luxembourg, he helped to open up the Chinese market to Brazilian iron ore.

He obtained an undergraduate degree in geology from Clausthal-Zellerfeld University in Germany in 1984. His degree course involved some time studying at Erlangen-Nürnberg University, also in Germany, and at the Federal University of Rio de Janeiro. He has taken various extension programs, including several modules in geo-statistics at the Federal University of Ouro Preto, Minas Gerais, a course on strategic megatrends focusing on Asia at Kellogg Singapore, and an economic engineering course at the Dom

Cabral Foundation, at which he also took some modules of an executive MBA in business administration. Other significant courses include the Negotiation Dynamics Program at INSEAD, France, the Senior Leadership Program at MIT, and the Leadership Program at IMD, Switzerland.