

# DAULINS EMILIO

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Married, 2 children

Living in São Paulo, Brazil

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## ABOUT ME

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I aim to get the best results in the simplest way. I am a **trustworthy** partner, **steadfast** executive, and **diligent** decision-maker. As an investor I carefully weigh risks and rewards before approving a project.

My leadership style is very **transparent** and **straight to the point**. I inspire others to follow well-structured plans with excellence and attention to details.

I am an expert in investing, finance and accounting and education, with a keen interest in corporate governance, talent management and startups.

I have experience working in very different environments, from the early days working as a blue-collar worker to interacting with the Board of a multinational company.

Angel investor, NFL fan, history buff, language enthusiast and amateur genealogist. Love Italian gastronomy and visiting museums and historic sites.

## ACADEMIC BACKGROUND

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- Doctorate: Ph.D. in Economics, [Boston University](#), MAY/2008  
(Fields: Micro Theory and Development Economics)
- Master: M.Sc. in Economic Theory, University of São Paulo ([USP](#)), JUN/2002
- Undergrad: Mechanical Engineer, State University of Campinas ([UNICAMP](#)), DEC/1997

## BOARD EXPERIENCE

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[Afya Limited](#) (Nasdaq listed) (AUG/2019 – Present) Board member  
Help steer the company acting as a voting member at the board of directors and as leader of its Expansion/M&A committee. Afya is a Nasdaq listed company (market cap of USD1 billion), Brazil's largest operator of medical schools

[Companhia das Letras](#) (JUL/2019 – Present) Board representative

[Afferolab](#) (JUL/2019 – MAR/2022) Chairman in charge of the company

[Intervalor](#) (JUL/2019 – FEB/2022) Board member

## EXECUTIVE EXPERIENCE

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### Bertelsmann Brazil and Bertelsmann Education Group

April 2012 - Present

Managing Director / CEO and VP Strategy Latam

- Responsible for the Latam expansion strategy of the Education Group since JUN/2022
- Responsible for managing almost USD 1 billion in investments in Brazil
- Responsible for the acquisition of Afya shares from the Esteves family, which gave control of Afya to Bertelsmann (USD161m)
- Responsible for the acquisition of Afya shares from Crescera, one of the largest transactions ever made in the Brazilian education sector (USD600m). Including ideation of the deal and SPA & SHA negotiations. Presented the opportunity to Bertelsmann Board for approval
- Prepared and presented the Brazilian Education strategy and deal opportunities to Bertelsmann top management (including global CEO) and the Supervisory Board in Germany (including the Mohn family, Bertelsmann's controlling shareholder)
- Set up two funds with Crescera Capital (formerly owned by Min. Paulo Guedes) focused on Education, totaling more than USD100m, where Bertelsmann was the anchor investor; including the review of all documents/contracts, negotiation, and legal implementation of special rights
- Supported Crescera Capital in fundraising for these two funds with institutional investors (BNDES, Previ, Infraprev) as well as with international investors (Hamilton Lane)

### Boston Consulting Group

(OCT/2010 – MAR/2012)

Position: Consultant

### McKinsey & Co. Brazil

(AUG/2008 – SEP/2010)

Position: Associate

### **Arthur Andersen**

(DEC/1997 – JUN/1999)

Position: Auditing trainee

## LANGUAGE SKILLS

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Native Speaker of Portuguese; fluent in English and Italian

## OTHER (EVENTS, COURSES, FELLOWSHIPS AND ACADEMIC POSITIONS)

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- IBGC – Presential course on governance for board members (FEB/2020)
- Panelist on MergerMarket “Brazil M&A and Private Equity Forum” on the panel dedicated to education with Cogna, Advent and Ser Educacional officers (2015)
- INSEAD – Preparing for Opportunities – 2 weeks Bertelsmann University course for top executives covering: corporate finance, strategy, and corporate governance (2013)
- McKinsey Mini-MBA – 2 weeks course in strategy and finance in Amsterdam (2008)
- Full scholarship during Ph.D. studies from Boston University (2002-2007)
- Lecturer for Economics courses at Boston University's Metropolitan College (2004-2005)
- Research and teaching fellowships at: Boston University, University of São Paulo, Insper and UNICAMP