

Paulo Soares de Pinho

Short CV

Born: Lisbon, Portugal, at 30/08/1962
Married. One child.

Nationality: Portuguese

Professional Address: Faculdade de Economia
Universidade Nova de Lisboa
Rua Marquês de Fronteira, 20
1099-038 Lisbon Portugal
Email: pjpinho@fe.unl.pt

Academic Degrees:

1994 PhD in Banking and Finance
City University (Cass) Business School, London

1989 MBA – Master in Business Administration
Fac. Economia da Univ. Nova de Lisboa

1985 Licenciatura (Ba) in Economics
Fac. Economia da Univ. Nova de Lisboa

Executive Training:

2007 Private Equity and Venture Capital Program
Harvard Business School

2007 Valuation Guidelines Masterclass
European Venture Capital and Private Equity Association

2006 Advanced Course
European Venture Capital and Private Equity Association

2005 Negotiation Analysis
Amsterdam Institute of Finance

Occupation:

Current: Associate Professor
2002- **Fac. Economia da Univ. Nova de Lisboa (FE-UNL)**
Fields: Banking; Corporate Finance; Mergers and
Acquisitions; Private Equity; Entrepreneurial Finance and
Venture Capital
Pro-Rector of Universidade Nova de Lisboa

- 2008 - Member of the Board of Directors (*Administrador*)
Member of the Board's Audit and Finance Committee
Sonae – Capital, SGPS
(Holding firm – Listed Euronext Lisbon - SONC.LS)
- 2010 - Member of the Board of Directors (*Administrador*)
Change Partners, Sociedade de Capital de Risco
(Venture Capital)
- 2006 - Visiting Professor
Luxembourg Business Academy
University of Luxembourg
Fields: Entrepreneurial Finance and Venture Capital
- 2009 - Visiting Professor
Cass Business School, London
Fields: Banking and Corporate Finance
- 2003 - President of the General Council
Fundo de Sindicação de Capital de Risco PME-IAPMEI
(Venture Capital / Private Equity Syndication Fund)
- 2010 Senior Advisor
The CBM Banking Consulting Group, USA.
- 2007- Senior Advisor
New Next Moves Consultants, Portugal.
- 2007- Representative Director (Portugal)
Venture Valuation, Switzerland
- Past/Recent:**
- 2007 - 10 Senior Advisor for Iberia
Profit Technologies, USA.
- 2007 - 08 Chairman of the Board of Directors
XisVending – Serviços de Vending, SA
- 2004-07 Executive Director and Board Member (*Administrador*)
REN – Redes Energéticas Nacionais, SGPS
Responsible for Energy System Planning, Management Control, Sustainable Development, IPO preparation and Investor Relations
- 2002-04 Economic Advisor to Portugal's **Minister of Economy**
Fields: Privatisations; energy; venture capital policy

Consulting (current): Advisor to some London-based banks and asset management institutions on Portugal-related transactions.

Consulting (past):

Advisor in several merger and acquisition projects including leveraged buyouts and Project finance initiatives.

Advisor to several financial institutions including Caixa Geral de Depósitos, Banco Santander de Negócios; Banco Totta; Banco Mello; Sociedade Financeira Portuguesa; ABN-Amro Bank.

Advisor to ICP/Anacom on the financial evaluation of several telecommunications projects.

Other Academic:

2008 - Pro-Rector of Universidade Nova de Lisboa, in charge of Entrepreneurship and Fund Raising

2009 - Co-Director of the Executive Masters Programme in Law and Management

2003 - 08 Scientific Director of the (Executive) Post-Graduate Programme in Finance at FE – UNL

2003 - 08 Scientific Director of the (Executive) Post-Graduate Programme in Law and Management at FE-UNL

2002 – 04 Director of the (full-time) MBA Programme at FE-UNL.

1998 – 09 Executive Director (*Administrador*) Executive Education Training Centre Nova-Forum, at FE-UNL

Associations and Institutes:

1994 – 2004 Member of the Advisory Board of the European Capital Markets Institute

1997 - Member of the Executive Committee of the European Association of University Teachers on Banking and Finance.

Member of the European Finance Association.

Member of the European Financial Management Association.

Academic Publications:

“Determinants of Portuguese Banks’ Provisioning Policies: Discretionary Behaviour of Generic and Specific Allowances”, *Journal of Money, Investment and Banking*, 10 (2009), pp 42-55, with Nuno Martins.

“Financial Desintermediation and the Measurement of Efficiency in Banking: the case of Portuguese Banks”, *International Journal of Banking, Accounting and Finance*, Special Issue on: Recent trends in Global Banking, vol 1 (2), pp 133-148 (2008), with Filipa Lima.

“Portugal” in E. Gardner, P. Molyneux e B. Moore (eds) *Banking in the New Europe – The Impact of the Single Market Programme and EMU on the European banking Sector*, Palgrave MacMillan, 2002.

“Why are Foreign Bank Subsidiaries Not Profitable? The Portuguese Experience” in M. Abreu and V. Mendes *What Financial System for Year 2000?*, FEUP and ISEG, Porto (2001).

“Using Accounting Data to Measure Efficiency in Banking: An Application to Portugal”, *Applied Financial Economics*, 11, pp 527-538 (2001).

“The Impact of deregulation on Price and Non Price Competition in the Portuguese Deposits Market”, *Journal of Banking and Finance*, 24, pp 1515-1533 (September, 2000).

“Market Share Dynamics and Instruments of Competition in the Portuguese Deposits Market”, in E. Gardener and Joe Falzon (eds) *Strategic Challenges in European Banking*, McMillan, 2000.

“Reprivatizações e Eficiência no Sistema Bancário Português”, *Documento de Trabalho*, 13, DGEP – Ministério das Finanças, 1999.

“An Empirical Analysis of the Determinants of Provisions for Loan Losses in Portuguese Banks”, *Economia* (20), 1996.

“Bargaining Power in Portuguese Banking”, Working Paper 294, Faculdade de Economia da UNL (1997), with Pedro P. Barros and Paulo Santiago.

"The Cultural Environment of Portuguese Banking" in Leo Schuster (ed) *Banking Cultures of the World*, Fritz Knapp Verlag, Frankfurt (1996).

"A Economia da Taxa Multibanco", together with Pedro Pitta Barros, Working Paper 228, Faculdade de Economia da UNL (1994); included in the essay book: *Ensaios em Homenagem a Manuel Jacinto Nunes*, Instituto Superior de Economia e Gestão (1996).

"Uma Análise das Tendências Actuais da Banca Europeia", *Revista da Banca*, 34 (Abril/Junho, 1995).

Estudos sobre o Sistema Bancário Português, com Pedro Pitta Barros, editado por Banco Mello (1995).

"Economias de Escala e Eficiência Produtiva na Banca Portuguesa: Uma Revisão da Literatura", Working Paper 241, Faculdade de Economia da UNL (1995).

"*Dinâmica de Quota de Mercado e Instrumentos Competitivos no Mercado de Depósitos Portugêses*", Working Paper 248, Faculdade de Economia da UNL (1995).

"*Evolução do Sistema Bancário Português: Uma Análise de Sobrevivência*", com Pedro Pitta Barros, Working Paper 223, Faculdade de Economia da UNL (1995).

"*A Test of Competition in Canadian Banking: Comment*", together with Pedro Pitta Barros; *Working Paper* 200, Faculdade de Economia da UNL (1994).

"*A Model for the Analysis of Bank's Financial Statements*", in W. Chislett "Portugal: A New Era", Euromoney Publications, London (1992).

"*Análise Financeira das Instituições de Crédito Portuguesas: Período 1982-1989*", com Rui Alpalhão. Editado por Sociedade Financeira Portuguesa (1991).

"*Depósitos à Ordem e o Risco de Taxas de Juro*", *Revista da Banca*, 15, (Julho de 1990).