

GABRIEL GOUVEIA MAGALHÃES

Business Development & Strategy | Energy Transition · Industrial Circular Economy · Valuation & Applied Data Science

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EXECUTIVE SUMMARY

Founder-executive with 12+ years across capital markets, industrial operations and financial engineering in the energy and heavy-asset value chain. Founded and led GSR, a naval decommissioning and reverse-logistics company (25+ projects executed, 30,000+ tonnes of steel processed, teams of up to 35). Authored institutional-grade valuations, including a BRL 837M appraisal that served as the basis for a corporate capital increase registered by the Rio de Janeiro Board of Trade, and a US\$386.5M expert opinion prepared for high-stakes litigation. Alternate member of the Fiscal Council of Lupatech S.A. (B3 listed, Novo Mercado governance segment). MSc candidate in Industrial Engineering at PUC-Rio, researching machine-learning prediction of recoverable value in industrial assets.

GOVERNANCE & CREDENTIALS

- Alternate Member, Fiscal Council — Lupatech S.A. (B3: Novo Mercado), 2026–2027 term; independence declaration under CVM (Brazilian SEC) rules.
- Registered valuation professional (CRA/RJ 20-97755) · Bloomberg Market Concepts.

PROFESSIONAL EXPERIENCE

Founder & CEO — GSR — Naval Reverse Logistics & Decommissioning (Brazil) *2019 – present*

- Sector experience since 2016; company incorporated in 2019 for decommissioning, controlled dismantling and steel reverse logistics.
- 25+ projects executed and 30,000+ tonnes processed for clients including ICTSI, Van Oord, Astro Marítimo and Laborde; led teams of up to 35; peak revenue BRL 5M/year.
- Flagship P2 project (ZPMC ship-to-shore crane, ICTSI Rio): 808 t processed, ~46% EBITDA margin, execution compressed from 6 months to 30 days, 1,454 tCO₂e avoided; also delivered the Chaparral jack-up platform project.
- Built G-REACT, a proprietary machine-learning model (Random Forest, $R^2 = 0.94$) predicting recoverable mass and value — introducing data-driven decisioning to a traditionally heuristic industry.
- Speaker, FGV Energia's 1st Offshore Decommissioning Seminar (2024), alongside Brazil's oil & gas regulator (ANP) and Petrobras.

Founder & Managing Partner — GOUCAP — Financial & Business Advisory (Brazil) *Jun 2024 – present*

- Valuation, technical appraisals and financial structuring for energy, infrastructure and real-asset clients.
- Authored a BRL 837M appraisal basis for a corporate capital increase registered by the Rio de Janeiro Board of Trade (JUCERJA); authored a US\$386.5M FCFF opinion on a debenture/royalty instrument (Minas-Rio iron-ore asset), prepared for high-stakes litigation.

New Business Executive — EBX Group (Brazil) *Aug 2024 – present*

- New-venture structuring across a portfolio spanning critical-minerals recovery, port-industrial infrastructure, energy transition and industrial circular economy — from market thesis to financial structuring and negotiation.
- Financial engineering of a large greenfield port-industrial complex (DCF/FCFF, concession + PPP + project finance) as the project's financial lead; designed a blockchain real-world-asset tokenization architecture (concept stage) for carbon credits (satellite-based MRV) and precious metals — gold and silver — recovered from mining tailings.
- Industrial mission to China (2025): 16 plants and offices across 14 cities, benchmarking manufacturing, equipment and infrastructure.

Co-founder & CEO — Marbank Digital — Fintech (Brazil) *May 2023 – Aug 2024*

- Structured a white-label digital bank: product, technology and business model, from concept to delivery.

Wealth Manager — Plena Holding — Single Family Office (Brazil) *Apr 2020 – Apr 2024*

- Led the holding's wealth and financial management: asset allocation across equities, fixed income and derivatives.

Investment Advisor / Trading Desk — be.smart (InvestSmart/XP); earlier Ágora and Elite *2014 – 2020*

- Special-operations trading desk (B3), structured operations and options hedging; advisory for high-net-worth clients.

EDUCATION

- MSc candidate, Industrial Engineering — PUC-Rio (in progress; research on recoverable-value prediction, digital MRV and decision-making under uncertainty).
- Executive Education, Investment Decisions & Behavioral Finance — Harvard Kennedy School (2023).
- MBA, Economic & Financial Engineering — Universidade Federal Fluminense (2020–2023).
- BSc, Business Administration — IBMEC (2011–2018).
- Selected reviewer — SBPO 2026 (Brazilian OR Symposium); three papers under review (SBPO 2026; UFRJ Sustainable Decommissioning Symposium, 2026).

INTERNATIONAL EXPERIENCE & LANGUAGES

Portuguese (native) · English (fluent) · Spanish (basic). US, Australia, Indonesia, France · China industrial mission (2025) · Silicon Valley (2026) · Tokenize NY (2025) · DECOM Offshore Houston (2019).