

## Ricardo Rodriguez

### Southern Cross

#### Founding Partner

Ricardo Rodriguez, President and a Managing Member of the Management Company and the General Partner, has more than 25 years of experience in corporations in Latin America and as an international financier, both in investment banking and principal investing. Prior to founding Southern Cross, he served as head of Latin American Investment Banking for Smith Barney and, prior to that, he served as head of Latin American Mergers & Acquisitions for Morgan Stanley from 1991 to 1993. In these and other positions, he advised international and Latin American corporations on a wide range of strategic and capital raising transactions. His experience includes the initial public offerings of IRSA in Argentina, Santa Isabel in Chile and Empresa La Moderna in Mexico. Mr. Rodriguez advised the Cisneros organization in structuring the leveraged buyout of Pueblo/Extra, the leading supermarket chain in Puerto Rico, and arranged the private equity financing for Seguros Comercial America's acquisition of Asemex, creating Mexico's largest insurance company. Mr. Rodriguez also advised ELM, a Mexican company controlled by the Pulsar Group, in the sale of Cigarrera La Moderna to BAT for \$1.7 billion.

Mr. Rodriguez was a founding partner of The Lodestar Group, a leverage buyout firm. At Lodestar, he led the successful acquisition of Olympic Packaging Company, a specialty folding carton company, and the restructuring of Kinder-Care, a leading U.S. childcare provider.

Mr. Rodriguez holds a Bachelor of Arts degree from University of Florida and an MBA from Harvard University.