

## **IGNACIO J. KLEIMAN**

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**Experience** **GLACIER SECURITIES / GLITNIR BANK, New York** 2007 to present  
*Managing Director M&A, Mid-Market Consumer Products*

Senior banker and office head responsible for the origination, structuring and execution of transactions in the Americas, primarily focusing in the Food and Consumer Products segment.

Client portfolio includes American Seafoods, Clearwater Seafoods, Viking Seafoods, Icicle Seafoods, Tri-Marine International, Chicken of the Sea, Bumble Bee, Wards Cove, Geysir Green Energy, AquaChile. Established relationships with investors and private equity funds including Centre Partners, Paine & Partners, Och-Ziff, Centerbridge Partners, Citi Venture Capital, HIG Capital, Arlon, Towerbrook, Vulcan, and Charlesbank Capital, among others.

**RABOBANK INTERNATIONAL, New York** 2001 - 2007  
*Managing Director M&A, Agribusiness & Consumer Products*

Senior client responsibility in the origination, structuring and execution of cross-border transactions. Coordinator for Rabobank's M&A/Corporate Advisory business in Latin America. Maintained relationships with and executed transactions involving leading international Agribusiness and Consumer Products companies including Smithfield Foods, ConAgra, Bafar, PepsiCo, Molinos, Friboi-JBS, Groupe Bel, Saputo, Agropur, Qualtia Alimentos, Nutreco, Albaugh Inc., Robinson Crusoe, Sigma, McCain Foods, Printpack, Sadia, Perdigao and Ocean Garden, .

**DEUTSCHE BANK GROUP, Buenos Aires/New York** 1998-2000  
*Senior Manager, Banco Liniers - Planning, Control & Strategy*

Responsible for the execution of the turnaround of an Argentine commercial bank focused in consumer financing owned by Deutsche Bank/BTCO. Member of the Senior Management Committee and advisor to the Board of Directors. Managed strategy, planning, expense controls, and businesses development. Instrumented the restructuring and return-to-profitability process, realizing a substantial bottom line improvement. Negotiated sale to international investor.

**BANKERS TRUST COMPANY (New York)** 1992-1998  
*M&A and Private Equity Group, Latin America/US*

Executed cross-border M&A for multinational clients as well as proprietary private equity transactions for BTCO's own portfolio. Worked on and negotiated strategic advisory and PE assignments, company valuations, acquisitions, divestitures, fairness opinions and capital structuring. Clients included Kellogg's-PepsiCo Foods, Motorola, Pillsbury, Gerber Foods, Cadbury Schweppes, Nabisco, Unilever, Gas de France and Totalfina , among others.

Investments included Jugos del Valle- Mexico, Penafior Wines, Alicorp, Norte Sup. and BGH, among others.

**JP MORGAN (New York / Sao Paulo)** 1991  
*M&A and Corporate Advisory Group, Latin America*

Executed cross-border M&A, corporate advisory and privatization projects for US and Latin American clients. Projects included Usiminas, Gerdau, Supermercados Pao de Acucar.

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<b>Education</b>	<b>COLUMBIA UNIVERSITY, Graduate School of Business, New York</b>	1994-96
	Master in Business Administration degree. Specialized in International Business and Finance.	
	<b>DARTMOUTH COLLEGE, New Hampshire</b>	1988-92
	Bachelor of Arts degree. Graduated with a double major in Engineering Science and International Economics.	
	<b>UNIVERSITY OF RIO DE JANEIRO, Brazil</b>	1991
	Advanced Portuguese Language Study Abroad program, part of Dartmouth College language immersion program. Studied Portuguese grammar, conversation and literature.	
	<b>LESTER B. PEARSON COLLEGE (UWC), BC, Canada</b>	1986-88
	Bilingual International Baccalaureate (Switzerland) high-school diploma. Graduated with honors in Chemistry.	

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<b>Honors &amp; Awards</b>	<b>COLUMBIA UNIVERSITY, New York</b>	1994-96
	Recipient of a two-year full scholarship to attend MBA program awarded by Bankers Trust. Based on work and academic merit; one of four candidates chosen per year; longest recipient ever at the time.	
	<b>DARTMOUTH COLLEGE, New Hampshire</b>	1988-92
	Recipient of a four-year academic full scholarship, based on academic merit. Recipient of the Dartmouth College Presidential Scholar Grant, based on academic merit. Recipient of the Dartmouth College Dean's Recognition on Academic Performance.	
	<b>GOVERNMENT OF CANADA, BC, Canada</b>	1986-88
	Full scholarship to attend two-year academic program at Lester B. Pearson College (UWC) awarded by the Canadian International Development Agency, based on academic merit.	

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<b>Other</b>	Fluent in English, Spanish Portuguese and Italian. Knowledge of French Holder of Series 24, 63 and 79 FINRA licenses Lived in the US, , Canada, Argentina, Brazil and Spain. Traveled extensively in Latin America, Europe and Asia. Soccer aficionado. Member of the Board of the Icelandic American Chamber of Commerce (New York) US citizenship.
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