

## Joseph W. Wythe

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### Career History

**Southern Cone Consultants, Ltda. (SCC)**, Rio de Janeiro, Brazil  
CoFounder - Managing Director - Credit & Corporate Finance

**Agribusiness Consulting:** SCC has been active in the early stage development of several agribusiness projects:

SOYCO - a new venture to provide financing, storage and other support services to soybean producers in Mato Grosso, Brazil.

- Wrote the Executive Summary and portions of the Business Plan;
- Created a Credit Manual for SOYCO;
- Developed contacts with both equity investors and with international banks for pre-export financing.

Trade Finance for Exporters - Collaboration with other consultants to provide creative trade finance solutions to Brazilian agribusiness exporters. Providing credit analysis of the companies and pro-active contact with major international banks to assist soy bean, sugar, meat and leather exporters

Wild Mango Export Project - Traveled to Mato Grosso do Sul to meet with the Terena Indians and State government officials. Wrote the Executive Summary proposing to develop a fruit packing plant to export the 10,000 tons of mangos grown on the Terena's lands. (Most of these mangos are lost each year for lack of financing, logistics, and marketing. The Terena receive below market prices for the small portion of mangos that are sold.) Initiated association with ProNatura in support of this project. Several environmental funds expressing interest.

Organic Farming Venture - In 1999 Alicia and Joe Wythe purchased 65 acres near Rio and planted 6000 tropical fruit trees. The farm is certified organic by IDB (Instituto BioDinamico) and supplies Rio's largest organic produce distributor. Alicia manages the day-to-day business while Joe advises on marketing, accounting and other business issues.

Counter Current Extraction Technology (CCE) - In 1989 Joe advised CCE in their early marketing efforts into California and

the US. In 2002 Joe re-established contact with Tim Lang, owner of CCE, an advanced juice extraction technology (better quality juice, higher yields and much lower energy consumption, total flexibility - CCE can be used with any fruit or vegetable). Discussions are on-going to bring this technology to Brazil. Lang has developed a small, mobile unit which can be moved to the fruit producing area by truck.

**Mining Sector Projects:** SCC has been asked by a major international mining company [US\$2 billion in annual diamond revenues] to identify and provide preliminary analysis of diamond and gold mining projects, primarily in Brazil, but also in the rest of Latin America and even in North America. One diamond project is under active review, as are three Brazilian gold mines and a precious metals mine in Nevada.

**Commodity Brokering:** SCC occasionally identifies special situations in the fuel, financial and commodity markets [soy, sugar, meats, currencies, etc.] where value can be added by linking buyers and sellers and structuring transactions, especially in those cases where financing is required.

**Auto Parts:** California investors seeking to acquire an auto parts company in Minas Gerais requested assistance. Wrote the Executive Summary presented to New York venture capitalists to obtain the required financing.

**Banco Brascan, Rio de Janeiro, Brazil**

Director - Credit Risk Management (Nov/1997 – March/03)

Banco Brascan is a \$800 million investment bank serving medium to large corporate clients in Brazil. 40% controlled by Mellon Financial Corporation (Pgh PA), 40% Brascan Corporation (Toronto), and 20% by Brazilian management. Services include credit, advisory, M&A, structured and tailor-made transactions. Reported to the President of the bank locally and to the head of International Credit in Mellon. Appointed by Mellon per shareholders agreement.

Responsibilities:

- Voting member of Credit Committee. \$300 million portfolio.
- Prepare agenda / minutes of Credit Policy Committee.
- Maintain Mellon fully informed of developments within the credit portfolio and in the local market via regular conference calls with two Vice-Chairmen and head of International Credit.
- Participate in meetings with bank rating agencies.

Accomplishments:

- Adapted successfully the Mellon credit culture to Brazilian conditions.
- Represented diplomatically the conservative Mellon viewpoint while still working effectively as part of a creative, risk-taking Brazilian management team.
- Suggested and co-developed quarterly Credit Policy meetings.
- Advocated ample credit loss provisions. Agile, rapid response to problem credits.
- Reorganized the Credit Area, separating the analysis function from credit control and administration, thereby creating Credit Risk Management. Hired a senior analyst for the São Paulo office.
- Supervised and participated in total revision of Credit Manual. Participated in three revisions of credit rating system.
- Played key role in launching Comprehensive Risk Committee, creating an integrated risk management and quarterly reporting system, advising the Board of Directors.

**Portfolio Capital Corporation** (09/1992 - 10/1997)

Los Angeles, California

*Business Development / Credit Analysis*

Portfolio Capital Corporation: a boutique investment banking company offering credit and advisory services to health care providers in the state of California and western US. Reported initially to the director of marketing and later to the CEO.

Accomplishments:

- Entered a new industry and successfully networked with existing clients / contacts to develop term loans, receivable and real estate financing. At one point was responsible for 65% of the US\$285 million in the financing pipeline.
- Provided leadership to shift the firm's focus to larger transactions in the more profitable sector of nursing home chains. Prior focus had been smaller, less profitable transactions with clinics and surgeons.

**Security Pacific National Bank**, International (11/1979-01/1991)

Los Angeles, California United States

*Vice President and Regional Manager - Southern Cone*

Security Pacific was a major California commercial banking group, second largest after Bank of America (US\$40 billion in assets). Initially reported to the Head of Latin America. Later at HQ worked under a Vice Chairman and Director for International to develop debt conversion program.

As Regional Manager - Southern Cone - responsible for portfolio of US\$1.1 billion, staff of 20 including HQ and two representative offices (São Paulo and Buenas Aires), annual budget of \$1.5 million. Annual profits in the US\$15 to US\$18 million range.

Accomplishments:

- As Debt/Equity Program Coordinator wrote the strategy paper that persuaded senior management to convert portion of deteriorating Latin credit portfolio into equity investments. At request of Vice Chairman developed strategic plan and hiring recommendations. Program converted loans into profitable investments of US\$225 million in Chile, Brazil, Mexico and Argentina. Sectors included banking / brokerage, electric utilities, tourism / resorts, healthcare and softdrink bottling.
- As Representative in São Paulo improved correspondent banking balances by 20% while developing a new collections tracking service for client local banks, boosting fee revenues. (Managed staff of 13, portfolio of US\$600 million. 1983-85)
- As Representative in Santiago opened new office, hired staff, expanded loan portfolio from US\$85 to US\$185 million, developed private banking deposits from zero to US\$3 million in two years. Elected Director, then President of US Chamber of Commerce in Chile. ( 1980 to 1983)

**Mellon Bank NA, International** (01/1974 - 10/1979)  
Pittsburgh, PA United States  
*Representative - Mexico and Brazil*

Representative for Brazil with portfolio of US\$80 million. Acted as liaison with Banco Bozano Simonsen where Mellon held 25%.

Assistant Representative for Mexico. Developed US\$20 million in private sector credit portfolio in Monterrey.

**USAID - Agency for International Development,**  
Brazil (01/1970 - 02/1971)  
Rio de Janeiro, RJ  
*Consultant and later IDI Intern*

USAID - agency of the US Government to create development projects / programs in the Third World. Hired initially as consultant to develop US\$20 million loan program for the agricultural sector of Northeast Brazil. Later worked on similar program for Southern Brazil. Eventually offered full employment status and special IDI training program.

Accomplishments:

- Co-authored a proposal that resulted in US\$20 million agricultural development program in Northeast Brazil.

**Peace Corps, Brazil (06/1966 - 06/1968) Recife, PE**

*Volunteer / Co-director of Training Program for Brazil*

As Volunteer was sent to teach economics in Brazilian universities: taught one year in João Pessoa and one semester in Recife's Catholic University. Invited by Michigan State University / SUDENE to participate in major field research project focusing on agricultural marketing sector in Northeast Brazil.

After being drafted into US military in 1968, and then released on medical discharge, returned in July 1969 to work in Peace Corps program which trained 30 new Volunteers for service in Northeast Brazil.

**Education**

**Georgetown University Graduate School (1966)**

Graduate study in Economics (Completed MA requirements, except thesis)

Received full teaching fellowship to pursue Ph.D. in economics. Completed one year of course work with better than average grades and passed oral exam, but did not complete thesis and thus did not receive the degree. Draft Board pressures due to the Vietnam War cut Ph.D. studies short and was obliged to enter Peace Corps / Brazil.

**Georgetown University - School of Foreign Service (1965)**

Bachelor of Arts, International Economics

Graduated in top 20% of class. Who's Who in American Colleges and Universities. Founded Georgetown University Community Action Program, involving students in community service / projects. Organized group of 15 students to spend summers in Mexico doing social and construction work in small communities.

**Languages**

**English** (Fluent), **Portuguese** (Fluent), **Spanish** (Fluent)

**International Experience**

**Brazil** (Current), **United States** (Current), **Chile, Mexico**