



## **Javier Garcia – Director**

Professional career comprised of twenty five years of progressive financial and operational experience serving domestic and international private, family owned and public companies. His diversified executive leadership positions in a variety of industries including distribution, beverage, snack foods, manufacturing and retail. Fluent in multiple languages, Javier has provided senior leadership for multi-national firms directing financial reporting, process reengineering and due diligence projects across multiple borders with cultural and financial reporting challenges.

Prior to joining BlackBriar, he served as CFO for Comex Group, the leading company in the paint industry in Mexico with operations in U.S., Mexico, Canada and Central America, the senior officer responsible for the company's financial, tax and administrative functions. After leaving Comex, he served as a financial advisor to the company, analyzing strategic options for its U. S. operations.

Prior to his tenure at Comex, Javier served in as the senior financial officer with Jugos de Valle, Mexico's leading producer and distributor of juice and fruit beverages with operations in five countries. Before that, Javier served as CFO for Jose Cuervo, a 300 year old family business and worldwide leader manufacturing and distributing tequila and other liquor brands. In his role as CFO, he served as lead in several debt restructures, bond issuances and refinancing for the company. He also directed the company's ERP implementation and strategic planning initiatives. Prior to joining Cuervo he served in several finance and planning positions with Pepsico in the U.S., Venezuela and Mexico, which included the lead role in due diligence and integration of a \$105M acquisition in South America.

### **Javier's accomplishments include:**

- Full cycle acquisition due diligence and integrations of entities in the U.S., Central and South America for over 15 targets for Comex, Cuervo and Pepsico;
- Strategic planning, financial reporting and integration of multi-national operations with diverse cultures, languages, currencies and regulations;
- Implementation of internal controls and process reengineering to achieve SOX compliance for international corporations;
- Implementation of financial reengineering to improve liquidity, cash management and operating profitability across multi-national operations;
- Managed tax strategies and compliance to recovery over \$50M in tax recoveries and benefits;
- Key member of implementation teams to achieve successful Oracle and SAP implementations at multiple companies.



**Javier Garcia - Director, *BlackBriar Advisors LLC (continued)***

**Education and Professional Training**

- Bachelor of Science in Business and Economics, Universidad Anahuac, Mexico City, Mexico
- Driving Corporate Performance - Harvard Business School, Boston, MA
- Corporate Financial Strategy - The Kellogg Graduate School of Management, Northwestern University, Chicago IL
- Creating Value through Financial Management - The Wharton School of The University of Pennsylvania, PA

**Affiliations and Memberships**

- Turnaround Management Association – Chairman – National Finance Committee
- Commercial Finance Association

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