

MALTA DIRECCION CAPITAL | LATAM

www.altadireccion.cl

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What we do

Altadireccion Capital is a financial firm with more than 19 years of experience, successfully addressing the increasing demand for investment banking services from our clients, becoming one of the leading financial services firms for medium and large sized companies.

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Debt Advisory

**Search for local and offshore
Financing / Financial architecture**

We help our clients design an efficient financial architecture for their companies, supporting them in the search for financing both locally and abroad, as well as efficiently structuring their debts.

Mergers & Acquisitions

**Valuation, purchase and sales of
companies**

We start the "Valuation Study" to set a technical economic value based on the client's business plan. Subsequently, we carry out a road show with potential interested parties and lead the negotiation process until the transaction is successfully completed.

Private Placements

**Debt capital markets and
Private debt**

Operations in the capital market include bond issuance, widely used instrument by companies seeking long-term financial resources. Private debt funds are taking advantage of the shortage of financing to become a suitable substitute for traditional bank loans,

Insurance Services

**General insurance, guarantee and
credit**

Altadireccion Corredora de Seguros develops a wide range of professional services related to private insurance for companies in the fields of general insurance, guarantee and credit.

The company in numbers

More than 1,800 successful transactions

We have a diverse portfolio of clients ranging from traditional activities, to the most innovative firms and sectors. We advise companies of different sizes and purposes, which allows us to provide consulting services with a global and integrated vision.

We have more than

20

Years of history

We have allocated

1,700

USD millions

We collaborate with

+140

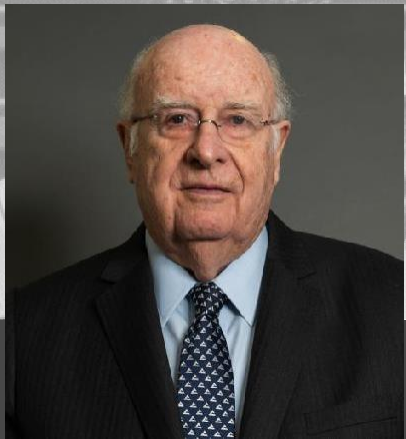
Financial professionals

We have presence in

7

Countries

Miami team



Peter Hill

Board President
Former president
of the Chilean
Chamber of
Commerce



John Edmunds

Board Vice President
Professor. Has consulted with
the Harvard Insitute, the
Rockefeller Foundation,
Stanford and others



Cristian Cerna

Partner & CEO
+29 years leading
large
multinational
deals



Felipe Valderrama

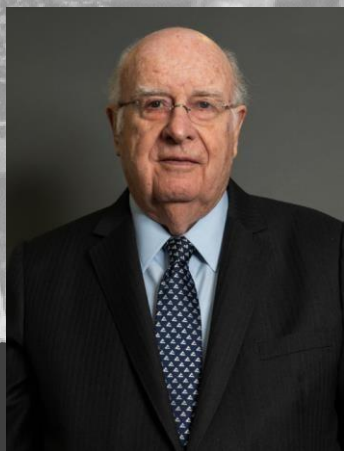
Chief Credit Officer
+9 years of experience
in the corporate banking
sectors



Alvaro Reyes

Senior Analyst
+5 years of exp. In the
corporate banking and
advisory (Big 4) sectors

Partners



Peter Hill

Chairman & Partner
Former president
of the Chilean
Chamber of
Commerce



Cristian Cerna

Partner & CEO
+29 years
managing large
and multinational
deals



Andrea Santiagos

Partner
+20 years in
comercial areas in
the insurance
industry



Robert Hill

Partner
Vast experience
managing
companies from
the mining &
chemical sectors



Roberto Darrigrandi

Partner (Private Placements)
Economist, dean in
several universities,
fund manager,
newspaper columnist
and others

Partners



Roberto Chiu

Partner
Professional
trayectory in top
tier national and
international
banks



Carlos Gonzalez

Partner
40+ years leading
business in
comercial banking



Cristian Lopichich

Partner
Vast trayectory in
high level
executive
positions in the
banking sector



Felipe Gonzalez

Partner
+25 years of
experience in the
mining and
banking industry



Felipe Márquez

Partner
Experience leading
marketing areas of
companies across
latam

Client Portfolio

Economic Sector

Industrial

Technology

Construction & Real Estate

Agricultural

Health

Local Market

USD 1 MM – USD 10 MM Deals

ALTADIRECCION
CAPITAL | 19 AÑOS



International Market

USD 10 MM – USD 150 MM Deals

Economic Sector

Renewable Energy

Retail

Mining

Infrastructure

Real Estate



Track Record

Our debt advisory area is backed by 19+ years of experience, in which we have fulfilled mandates given by our clients in order to find financing suitable for their needs. We have a success rate of 95% on the mandates for debt raising or refinancing, allowing us to earn impeccable reputation and our clients trust, as well as long term commercial relationships with both customers and lenders.

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Latest Transactions

▶ **USD 76,000,000**

Energy



▶ **USD 60,000,000**

Industrial



▶ **USD 30,000,000**

Real Estate



▶ **USD 20,000,000**

Fruit Export



▶ **USD 18,700,000**

Construction



▶ **USD 5,200,000**

Industrial





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