

# COMPANY PROFILE

**New York - Miami - Ciudad de México - Quito - Bogotá - Lima - Santiago**

**2025**



ALTADIRECCION CAPITAL LATAM is a financial company with presence in 6 countries, whose main expertise are credit structuring, general insurances, M&A, and corporate legal assistance.

### **Mission**

Our mission is helping our clients to develop efficient and sustainable companies over time for its shareholders and workers.

### **Vision**

We strive to be the leader corporate counselor for medium and large sized companies, generating high value for its clients, shareholders and executives.



## OUR VALUES



### Integrity

We perform our work ethically and honestly, always putting first the absence of conflicts of interest.



### Creativity

We develop innovative solutions custom made for our clients.



### Trust

We build mutual trust relationships with our clients with the intention of developing long term bonds



### Commitment

We empathize with the needs of our clients, in order to deliver timely and effective solutions.

## BUSINESS AREAS

### FINANCIERO

**MALTADIRECCION**  
CAPITAL LATAM

In ALTADIRECCION CAPITAL LATAM FINANCIERO we help our clients to design an efficient financial architecture for their companies, helping them to find financing in local and foreign markets, as well as credit structuring.

### CORREDORA DE SEGUROS

**MALTADIRECCION**  
CAPITAL LATAM

ALTADIRECCION CAPITAL LATAM CORREDORES DE SEGUROS develops and delivers a wide range of professional services related to private insurance policies for medium and large companies such as guarantee, credit and general policies.

### M&A

**MALTADIRECCION**  
CAPITAL LATAM

ALTADIRECCION CAPITAL LATAM M&A advises and supports our clients in the process of buying, selling and merging strategic assets. Through a close and dedicated work, we create a custom made strategy that works together with the shareholders and management teams.

### LEGAL

**MALTADIRECCION**  
CAPITAL LATAM

In ALTADIRECCION CAPITAL LATAM LEGAL we deliver our clients a wider range of abilities and services focused on legal assessment, with the aim of giving our clients efficient and timely solutions.

22

YEARS IN THE MARKET

+140

COLLABORATORS

+30

YEARS OF EXPERIENCE





First row, from left to right: Jorge Simian, Peter Hill, Andrea Santiagos,  
Second row, from left to right: Robert Hill, Marcelo Kaplan, Cristián Cerna

**SOCIOS DIRECTORES**



Andrea Santiagos  
Board Member/Executive Manager  
Insurance Area



Robert Hill  
Board Member/Executive  
Manager M&A Area



Sebastián Morgan  
Executive Manager Legal  
Area



Cristian Lopicich  
Partner Director / Chile



Felipe Márquez  
Partner Director / Chile



Roberto Chiu  
Partner Director / Chile





Felipe González  
Partner Director / Chile



Carlos Alberto González  
Partner Director / Chile



Juan Pablo Cuevas  
Senior Executive Director / Miami



Roberto Darrigrandi  
Partner Director/ International Debt



Francisco Matte  
Senior Executive Director.



Eduardo Fuenzalida  
Partner Director / Chile





Juan Carlos Fisher  
Partner Director /  
Perú



Jaime Mantilla  
Partner Director /  
Colombia



Juan Carlos Poblete  
Partner Director /  
Chile



Patricio Fuentealba  
Partner Director /  
Chile



Jorge Toro  
Partner Director /  
Chile



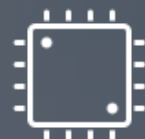
Hernán Schmidt  
Partner Director /  
Chile





**16%**

Industrial



**14%**

Technology



**13%**

Real Estate



**12%**

Building



**8%**

Agriculture



**6%**

Retail



**6%**

Health



**6%**

Transportation



**5%**

Automotive  
Industry



**4%**

Energy



**2%**

Food industry



**2%**

Forest Industry



**2%**

Hotel Industry



**2%**

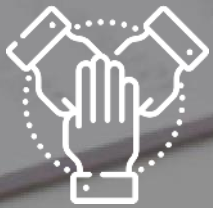
Education



**2%**

Mining





**BOARD  
COMMITTEE**



**BOARD  
COMMITTEE**



**COMMERCIAL  
COMMITTEE**



**CREDIT  
COMMITTEE**



**STRATEGIC  
COMMITTEE**



**PORTFOLIO  
MONITORING  
COMMITTEE**

As part of our commitment with our clients, the Board, Partners, and Staff work in collaborative manner to achieve our customer needs.





# M ALTADIRECCION CAPITAL LATAM

*Together with ease and trust.*

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