



# Corporate Presentation

Our Motivation and Inspiration is to help Entrepreneurs  
Build Financially Solid Companies.

## ABOUT US

# Who We Are

We are a Regional Financial Firm with offices in Miami, Chile, Peru, Colombia, Ecuador, and Mexico.

We are Experts in Credit Risk Analysis and Debt Structuring, Valuation, Mergers and Acquisitions, General Insurance, and Credit and Health Guarantee Policies.

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## OUR BOARD OF DIRECTORS



**Standing** Robert Hill · Marcelo Kaplan · Cristián Cerna

**Seated** Jorge Simian · Peter Hill · Andrea Santiagos

OUR VALUE PROPOSITION

# Why ADCL?



**6**

Countries

Regional Presence with Offices in Miami, Chile, Peru, Colombia, Ecuador, and Mexico



**30+**

Years

Of Experience in the Latin American Financial Market



**2.200+**

Clients

Companies That Have Trusted Our Advisory Services



**95%**

Success

Success Rate in Executed Mandates



**160+**

Partners

Financial Partners and Strategic Alliances in 10 Countries

# Success Stories

**Cristalerías Toro**

*Industrial*

Industrial

**Montec**

*Minería*

Mining

**Tega Industries**

*Industrial*

Industrial

**Exxacon**

*Construcción*

Construction

**Wintec**

*Industrial*

Industrial

**Vecchiola**

*Minería*

Mining

**Krah**

*Minería*

Mining

**Baumax**

*Industrial*

Industrial

**The Good Chicken**

*Alimentación*

Food

**El Álamo**

*Agricultura*

Agriculture

**Tecnopapel**

*Industrial*

Industrial

**Janssen**

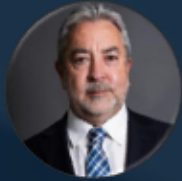
*Construcción*

Construction

## MANAGING PARTNERS



**Roberto Darrigrandi**  
Managing Partner



**Cristian Lopicich**  
Managing Partner



**Eduardo Fuenzalida**  
Managing Partner



**Juan Carlos Poblete**  
Managing Partner



**Roberto Chiu**  
Managing Partner



**Hernán Schmidt**  
Partner

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## PARTNERS



**Patricio Fuentealba**  
Partner



**Jorge Toro**  
Partner



**Sebastián Morgan**  
Partner / Comptroller



**Raúl Armendáriz**  
Partner Ecuador



**Jaime Mantilla**  
Partner Colombia



**Juan Carlos Fisher**  
Partner Peru

# Business Areas

## FINANCIERO

ALTADIRECCION  
CAPITALILATAM

Credit Risk Analysis, Debt Structuring, Project Financing, and Financial Restructuring.

## CORREDORA DE SEGUROS

ALTADIRECCION  
CAPITALILATAM

General Insurance, Credit Policies, Health Insurance, and Business Risk.

## M&A

ALTADIRECCION  
CAPITALILATAM

M&A and valuations that help your company reach the best buyer and the strategic ally possible.

## LEGAL

ALTADIRECCION  
CAPITALILATAM

Corporate Legal Advisory, Commercial Contracts, Regulatory Compliance, and Financial Regulation.

FINANCIAL

# Financial Team



**Jorge Simian**  
Independent Director



**Francisco Matte**  
Independent Director



**Cristian Lopicich**  
Managing Partner



**Carlos Singer**  
International Risk  
Director



**Cristián Cerna**  
Managing Director



**Roberto Darrigrandi**  
Managing Partner

INSURANCE BROKERAGE

# Insurance Team



**Andrea Santiagos**  
Managing Partner and  
GM Insurance Division



**Marcelo Valenzuela**  
Commercial Manager



**Claudia Gárate**  
Deputy Manager of  
Guarantees

M & A

# M&A Team



**Robert Hill**  
Managing Partner



**Juan Carlos Poblete**  
Partner M&A Division

# Internal Governance

✓ **Board of Directors**

Once a month

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✓ **Partners Committee**

Every Thursday

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✓ **Credit Committee**

Tuesdays and Thursdays

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✓ **Commercial Committee**

Every other Monday

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✓ **Follow-up Committee**

Once a month



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[Linkedin](#)

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