

## Successful syndication of a US\$120 million loan for Grupo Monge



Franco Naranjo, CFO - Grupo Monge; Raquel Safdie, Analyst - Bladex; Andrea Cuadrado - Vice President Loan Structuring & Distribution - Bladex; Warren Bonilla - Regional Senior VP Central America and the Caribbean - Bladex; Carlos Federico Monge, Vice-Chairman of the Board of Director - Grupo Monge; Alejandro Jaramillo, Chief Commercial Officer - Bladex; Gastón Monge, Presidente - Grupo Monge; José Alfredo Monge, Chairman of the Board of Director - Grupo Monge e Ingrid Zuñiga, Vice President Client Relations - Bladex.

In April, Bladex successfully closed a US\$120 million 3-year senior unsecured syndicated loan for GMG Holding S.A. and subsidiaries ("Grupo Monge").

The transaction was over-subscribed 1.2 times and attracted the interest of 15 financial institutions from Colombia, Costa Rica, Curacao, El Salvador, United States, Guatemala, Panama, and Dominican Republic, mostly representing new banking relationships for the Group.

Established in Costa Rica, Grupo Monge is one of the two largest retail companies in Central America marketing durable goods and consumer financing, with 518 stores spread out over Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, and Peru.

The success of this transaction contributes to Bladex's continuing growth in the syndicated loan market in Latin America, underlining its distribution capacity as well as access to an extensive network of regional and international financial institutions.

## Bladex appoints new Chief Commercial Officer



Mr. Alejandro Jaramillo  
 Chief Commercial Officer

Banco Latinoamericano de Comercio Exterior S.A. (Bladex) is pleased to announce the appointment of Mr. Alejandro Jaramillo as Chief Commercial Officer starting in May 2017.

Mr. Jaramillo, with over 18 years experience in the banking sector, joined Bladex in 2012, working in the Bank's Treasury Department as the Head of Funding. In 2013, he became the Head of Loan Structuring and Distribution, spearheading the growth and development of the Bank's Loan Syndication business and the purchase and sale of loans in the secondary market.

Prior to joining Bladex, Mr. Jaramillo spent nine years at BNP Paribas, both in New York, where he contributed to the development of the bank's Commodity Structured Finance business in Latin America, and in Bogota, Colombia. At BNP Paribas, where he served as a Director in the Bank's Corporate & Investment Banking unit. Before that, he worked at Standard Chartered Bank as a credit analyst at their Bogota, Colombia office as well as in the Global Commodity Finance unit in New York.

Mr. Jaramillo has a bachelor's degree in Industrial Engineering from Universidad de los Andes - Bogota, Colombia, and an MBA from Columbia University - New York.

## Successful closing of a US\$193 million global syndicated loan



Bladex successfully closed a new US\$ 193 million four-year syndicated loan. Mizuho Bank Ltd. acted as Mandated Lead Arranger and "Book-runner" with the participation of institutions from Japan, Taiwan, South Korea, and the United States. The loan was substantially over-subscribed, doubling the initially anticipated amount.

This new transaction attests to the strength of the Bladex brand in global financial markets, especially in Asia, where the Bank continues to expand its investor base.

## CORPORATE SOCIAL RESPONSIBILITY

### Bladex receives recognition from Casa Esperanza



Consistent with the values governing our corporate behavior, Bladex, through the Fundación Crece Latinoamérica, has an active social program focused on providing educational and personal growth opportunities to vulnerable children and young people.

In Panama, the Bank has been supporting the programs carried out by Casa Esperanza for several years, mainly at the centers located in the interior of the country, benefiting students from indigenous communities and rural sectors. In April, Mr. Rubens V. Amaral Jr., Bladex's Chief Executive Officer, received a recognition from representatives of Casa Esperanza for the Bank's contribution to improving the centers located in El Roble de Aguadulce and Boquete, Chiriquí, which together serve an average of 300 students.