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## Adolfo D. Martinez

### Profile

Experienced international banker with established network of banks and corporate customers throughout Latin America, as well as, major international financial centers. Established marketing ability to close transactions. Proven track record as leader with superior managerial and interpersonal skills. Results oriented, committed and dedicated to generating profits.

### Education

1973

Drexel University  
Philadelphia, Pennsylvania  
*Masters in Business Administration*

1971

Saint Joseph's University  
Philadelphia, Pennsylvania  
*Bachelors in Business Administration*

### Professional Experience

2002- Present

One Financial Corporation  
Miami, Florida  
*Managing Director*

- Founded One Financial Corporation in March 2002 as a financial consulting company, specializing in Latin American customers.
- Generated retainer, restructuring and refinancing fees from customers in Latin America in excess of \$150,000 since inception.
- Closed syndicated loan with participation from several financial institutions. Earning over \$200,000 in fees.

1991- 2002

Hamilton Bank, N.A.  
Miami, Florida  
*Executive Vice President, Head of International*

- Founded the Capital Markets Group at Hamilton in mid 1991, the first of its kind amongst Miami Banks.
- Obtained mandates and closed transactions for approximately \$1.0 billion in volume of private placements and syndicated loans representing fees and commissions of \$ 20 million.

- Participated in Board of Directors meetings, A.L.C.O. Committee, Investment Committee, and Senior Loan Committee.
- Responsible for coordinating overseas offices in Panama, Guatemala, Peru, and Argentina. Total portfolio was U.S. \$800 million.
- Established new commercial lending branch for Hamilton in San Juan, Puerto Rico in March 1997. In less than one year, portfolio had reached \$60 million.

#### 1982-1991

**The First National Bank of Chicago**  
*Vice President, Latin American Division*

- (Mexico) Worked on restructuring major private sector Mexican corporate obligations such as Vitro (\$52 million), Visa (\$50 million), Cydsa (\$40 million). Generated over \$15 million in fees.
- (Mexico) Restructured and credited enhanced by applying securitization structures money market exposure to Mexican Financial Institutions, amongst them, Banamex (\$25 million), Nafinsa (\$52 million), Multibanco Comermex (\$30 million). Generated over \$10 million in fees.
- (Panama) Founded marketing group for multinational corporations in Panama Branch of First Chicago.

#### 1973-1982

**First Pennsylvania Bank**  
**Philadelphia, Pennsylvania**  
*Assistant Vice President, Latin American Division*

- Started working on correspondent banking relationship on Andean Pact countries. Promoted to work both international corporate relationships and correspondent banking in Mexico and Central America. Built a portfolio of over \$300,000 million.
- Completed sale of finance company in Costa Rica, Financiera del First Pennsylvania, to minority shareholder local group.
- Worked in commercial lending team at branches handling small business relationship and S.B.A. loans.
- Completed management trainee international and domestic training program including finance programs presented at The University of Pennsylvania, Wharton School of Business.

#### Languages

Fully bilingual Spanish/ English, conversational Portuguese.