

Julio Guillermo Marquínez Martínís

SUMMARY

Industrial engineer and financier with experience in the financing of investment megaprojects and corporate and public finance, public-private partnerships, urban transport, construction, electric power generation, quality management systems, planning and production control. Fluent in English and German.

PROFESSIONAL EXPERIENCE

MINISTRY OF ECONOMY AND FINANCE

2019 – Current

Financial Advisor and Project Manager – Vice Ministry of Finance

Advice on finance and public administration at all levels of the Ministry of Economy and Finance, as well as to the different public institutions that require solving complex problems. Participation in boards of directors of public companies and decentralized institutions, in inter-institutional technical teams and in relations with private companies and multilateral organizations.

FINANCIAL ADVISOR AND CONSULTANT

2016 – Current

Advisor and independent consultant in financial and administrative matters, specializing in the financing of megaprojects, multilateral banking, public-private partnerships, public administration and public and corporate finance.

Main clients: Metro de Panamá, S.A., Transporte Masivo de Panamá, S.A. (Metrobus system concessionaire), Corporación Andina de Fomento (CAF), Grupo VerdeAzul, Bárcenas Group Int., Nippon Koei, Emergis Capital Group, RIGA Services and Transeq Infraestructuras.

METRO DE PANAMÁ, S.A.

2015 - 2016

Responsible for the Panama City Metro system, mobilizing 70 million passengers per year. With USD2.2 BL in assets and USD2.5 BL in investments, 300 employees, a 15 Km line with 14 stations.

Chief Financial Officer

In charge of the financial management of the company, implementation of processes in the creation of the company MPSA, financing of operations and maintenance for USD50 million annually, financing of investment projects for USD400 million annually. Relationship with commercial, investment and multilateral banks, as well as public entities, with clients, suppliers, contractors and potential partners.

PANAMA METRO SECRETARIAT

2011 - 2014

Financial Advisor

Attached to the Ministry of the Presidency, responsible for the development of the first line of the Panama Metro and the operating entity that will be responsible for the mass transport service and the development of future lines. In charge of the financial management of the entity, for the execution of projects and its operation. Responsible for the "due diligence" process required to access financing from multilateral organizations and private banks for the Line 1 project of the Panama Metro for USD2.2 billion.

MINISTRY OF ECONOMY AND FINANCE

2009 - 2011

Head of Front Office – Directorate of Public Credit – MEF

Participation in negotiations, inter-institutional projects and in the National Economic Council, issuance of debt instruments in the capital markets of Panama and New York. Development of financial models for government projects. Participation in the elaboration of the Strategic Government Plan 2010-2014 and in the purchase of the North and South corridors. Presentations of the Ministry before other entities and media.

Head of Middle Office – Directorate of Public Credit – MEF

Planning and control of public debt and financial risk management. Analysis of instruments and recommendations for negotiations. Coordination with banks, IFIs and evaluation of proposals.

Financial Analyst – Superintendency of Banks of Panama

Responsible for the continuous monitoring of 10 institutions of the International Banking Center, analysis and preparation of reports for the performance of the Compliance and Audit areas of the regulatory entity.

TÉRMICA DEL NORESTE, S. A.

2003 - 2008

Quality Management Officer – Assistant to the General Manager

Company of about 100 employees dedicated to the generation of electricity in isolated systems of Eastern Panama, operates 13 generation centers with a total generation capacity of 13 MW. Responsible for the organizational restructuring and implementation of the ISO 9000:2000 quality management system.

KRAFT FOODS PANAMA (Phillip Morris Group Affiliate)

2001 - 2002

Multinational dedicated to the production, distribution, import and export of food products, with an annual production of approximately 3,500 tons and a total of 258 employees.

Planning Controller – Cost Analyst

Food production planning for Panama and Costa Rica, inventory savings plans for raw materials and finished products, production cost analysis and implementation of KPIs for production control. Participation in the closure plan of the production plant in Panama.

ARMAR, S.A. – Vice President and Technical Representative

2002 - Current

Design, construction, inspections and appraisals company, with more than 50 years of operations in the western area of the Republic of Panama, with vast experience in planning and development of residential projects, commercial buildings, hospitals and schools.

EDUCATION

Adolfo Ibáñez University – International Master of Finance – Chile – MEF	2008
Technological University of Panama – Industrial Engineering	2002
San Vicente de Paúl High school – Bachelor of Science, Letters and Philosophy – Panamá	1996
Friedrich Ebert Gymnasium – Germany – AFS Cultural Exchange Programs	1995 - 1996

SPEAKER

Financing and Management of Megaprojects – ALAMYS – Colombia – MPSA	2015
Railway Procurement Plaza – Korea – SMP	2013
Industrial Engineering Congress – Technological University of Panama – SMP	2012
Industrial Engineering Congress – Universidad Santa María la Antigua – SMP	2011

COURSE AND TRAINING

Archery Coach (Conventional and with Disabilities) - Chile	2016
Urban Rail Project Management – Singapore – SMP	2012
Strategic and Commercial Management of the Railway Company – www.ceddet.org – SMP	2011
Macroeconomic Management and Financial Sector – IMF – Costa Rica – MEF	2010
Financial Programming and Policies – IMF – Nicaragua – MEF	2010
Safety in Electrical Generation, Transmission and Distribution – TERNOR	2007
Training of Internal Auditors ISO 9001:2000 – FUNDES – TERNOR	2006
Quality Systems Documentation According to ISO 9000:2000 – FUNDES – TERNOR	2004
Interpretation of ISO 9000:2000 – FUNDES – TERNOR	2003

GROUPS AND ASSOCIATIONS

National Archery Association of Panama – ANTAP – Vice President	2019 - 2022
National Archery Association of Panama – ANTAP – President	2016 - 2018

PROFESSIONAL REFERENCES

Jorge Luis Almengor	- Ministry of Economy and Finance	- (+507) 6617-5049
Mahesh Khemlani	- Emergis Capital Group	- (+507) 6672-2267
Roberto Roy	- Metro de Panamá, S.A.	- (+507) 6612-0922
Francisco Sierra	- Banco General	- (+507) 6614-2544
José Guillermo Lewis	- Térmica del Noreste, S.A.	- (+507) 6677-5673
Diego Ferrer	- Grupo VerdeAzul	- (+507) 6674-6620
Julianne Canavaggio	- MBA Lazzard	- (+507) 6619-0528
Jesús Isturiz	- Corporación Andina de Fomento (CAF)	- (+507) 6948-4859