

Ricardo Martinez

Partner
New York

Biography

Rick Martinez represents lenders and borrowers in complex cross-border finance transactions. Clients seek Rick's guidance on cutting-edge matters and engage him in one-of-a kind assignments.

His practice covers a broad spectrum of contexts, including project finance, acquisition finance, and general working capital facilities, as well as trade finance by means of letters of credit, pre-export credit facilities, and the purchase and sale of trade receivables. Most of these transactions have involved leveraged borrowers and thus have benefited from some form of credit support, whether in the form of a guarantee, letter of credit, derivative, a security interest in pledged property, or additional sponsor or parent company support.

Rick has significant experience advising on doing business in emerging markets. He has closed transactions involving every major Asian and Latin American country, as well as several African jurisdictions, over the course of his 19-year career. He was recently ranked as a Foreign Expert for Projects by *Chambers & Partners USA*, noting his substantial experience handling major energy and infrastructure projects in Latin America.

Rick commenced his career in the New York office of



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Languages

English
Spanish
Portuguese

Practices

Banking Transactional
Investment Funds
Financial Services
Infrastructure, Energy, Resources,
and Projects
Asset Finance
Trade and Export Finance

an international law firm, where he handled capital market transactions and acquisition financings for multinational corporations and financial institutions active in Latin America. Furthermore, Rick is a former Senior Vice President and Associate General Counsel of Citibank, N.A., where he was one of two in-house attorneys responsible for the bank's trade finance products in North and South America.

In 1992, Rick proudly served as a speechwriter and translator for Costa Rican President and Nobel Peace Prize recipient Oscar Arias.

Representative experience

Represented Bank of China's New York Branch in a US\$1bn pre-export financing facility, and its amendment and restructuring, for a Brazilian conglomerate.

Represented Bank of China's New York Branch in a US\$300m pre-export advance facility agreement for a major Brazilian multinational corporation.*

Represented Compagnie Générale d'Affacturage, a subsidiary of Société Générale, in its purchase of up to US\$1bn in trade receivables from U.S. subsidiaries of a major French automotive parts manufacturer.

Represented OPIC in a US\$50m secured term loan facility to a Cayman Islands fund providing trade financing for small and medium-sized commodity exporters in Latin America.

Represented HSBC Bank USA, N.A., in a series of secured loans involving embedded derivatives, totaling approximately US\$1bn, to Latin American financial institutions.*

Represented Termovalle Investment Co. LLC and its Colombian affiliate in a US\$70m term loan extended by Banco Itaù BBA S.A. and Banco Davivienda S.A.*

Represented U.S. Bank in a US\$75m account receivable

Industries

Automotive and Mobility
Energy and Natural Resources
Financial Institutions

Areas of focus

Aviation Finance
Banking Services
Corporate and Commercial Transactions
Engineering, Procurement, Construction, and Supply Chain
Oil and Gas: Liquefied Natural Gas (LNG)
Operation and Maintenance, Facilities Management, Services and Commercial
Power: Renewable Power
PPPs (including P3 and PFI) and Government Contracts
Project Finance, DFI, ECA, and Sovereign Wealth Finance
Raising Debt Capital
Sanctions
Supply Chain
Infrastructure and Equipment
Infrastructure Funds
Telecommunications and Wireline

Education and admissions

purchase agreement for one of the world's leading agrochemical and agricultural biotechnology companies.*

Represented the Inter-American Development Bank (IDB) in its US\$125m term loan to an Argentine cement company, as guaranteed by its Brazilian parent corporation.*

Represented ING Bank N.V. in a US\$100m loan to Argos USA LLC, a subsidiary of a multinational cement and concrete producer in Colombia, the U.S., Central America, and the Caribbean.

Represented OPIC, IDB, the U.S. Export-Import Bank, and Export Development Canada in the US\$591m construction and project financing of an international airport in Quito, Ecuador.*

*Matter handled prior to joining Hogan Lovells.

Latest thinking and events

■ Events

- Chinese Energy and Infrastructure Projects in Emerging Markets: Examining Trends in Africa

■ Press Releases

- Hogan Lovells advises IDB Invest in US\$25 million loan injection for SMEs in Panama

Education

J.D., Columbia Law School, Harlan Fiske Stone Scholar, 1998

A.B., Harvard University, magna cum laude, 1994

Memberships

Chairperson, Project Finance Committee, New York City Bar Association

Member, American Bar Association's Subcommittee on Letters of Credit

Bar admissions and qualifications

New York
