

Press release

## **Credit Agricole CIB expands footprint in Latin America with opening of representative offices in Colombia and Chile**

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**Also appointed two as Representatives for both new units**

**New York, April 23, 2018** - Crédit Agricole CIB, the Corporate and Investment Banking arm of the Crédit Agricole Group, today announced the inauguration of Representative Offices in Bogota, Colombia, and Santiago, Chile. The announcement coincided with the nomination of Juan Carlos Alvarez as Representative for Colombia, pending required approval, by the Superintendencia Financiera de Colombia, and the appointment of Julio Hochschild as Representative for Chile. Mr. Hochschild will also oversee activities in Peru.

*"This marks an important step in our development in Latin America. Crédit Agricole CIB operates now in seven countries in the Americas\* that enables us to strengthen our relationships with local and international clients operating in these countries"* said Marc-Andre Poirier, Senior Regional Officer of Crédit Agricole CIB for the Americas.

Matthieu Chabanne, Head of Latin America for Crédit Agricole CIB, added: *"We expect that Juan Carlos' and Julio's deep knowledge of their respective markets will help us to grow our roster of Colombian and Chilean clients, in addition to enhancing our ability to assist our multinational clients with activities in these two important countries for our franchise in the Americas."*

The representative offices will function as part of Credit Agricole CIB Americas' regional network, headquartered in New York City.

*\*Argentina, Brazil, Canada, Chile, Colombia, Mexico and USA*

### **Juan Carlos Álvarez**

Juan Carlos Álvarez has over 22 years of experience in Corporate and Investment Banking, having participated in over a hundred transactions (Project Finance, M&A, Equity and Debt Capital Markets and Syndicated Loans) aggregating USD\$ 29bn over the years.

Mr. Álvarez previously served for 18 years with Banco Santander, where most recently he was Managing Director of the Investment Banking Division in Colombia, before he joined Crédit Agricole CIB in April of 2018 and has been nominated as the Representative for Colombia.

He holds an MBA from Andes University (1993, Bogotá, Colombia), and a B.S. in Electrical Engineering from Javeriana University (1991, Bogotá, Colombia).

**Julio Hochschild**

Julio Hochschild has a broad professional experience covering all sectors of the economy where the Bank has interests in developing. Mr. Hochschild was previously associated with two banks in Chile, starting with Bank of America and then moving to Banco Osorno (today Santander) as Head of International Trade and Finance. In 1997, he joined the former Crédit Lyonnais in Chile and then Calyon, which subsequently became Credit Agricole CIB. He was the Representative in Chile for Calyon until 2009 and most recently had been a Consultant for Credit Agricole CIB directly with the SFI group, covering Project Finance in Chile. He joined Crédit Agricole CIB in April of 2018 as the Representative for Chile.

Mr. Hochschild has a Business Degree from University of California, Berkeley.

**For media inquiries, please contact:**

Jenna Lee  
Tel: +1 212.261.7328  
[jenna.lee@ca-cib.com](mailto:jenna.lee@ca-cib.com)

Steven S. Anreder  
Michael Wichman  
Tel: +1-212-532-3232  
[steven.anreder@anreder.com](mailto:steven.anreder@anreder.com)  
[michael.wichman@anreder.com](mailto:michael.wichman@anreder.com)

**About Crédit Agricole Corporate and Investment Bank (Crédit Agricole CIB)**

*Crédit Agricole CIB is the Corporate and Investment Banking arm of the Crédit Agricole Group, the world's n°13 bank measured by Tier One Capital (The Banker, July 2017). The Bank offers its clients a comprehensive range of products and services in capital markets, investment banking, structured finance and corporate banking, structured around six major divisions:*

- *Client Coverage & International Network*
- *International Trade & Transaction Banking*
- *Global Investment Banking*
- *Structured Finance*
- *Global Markets*
- *Debt Optimisation & Distribution.*

*The Bank provides support to clients in large international markets through its network with a presence in major countries in Europe, America, Asia Pacific and Middle East and North Africa.*

*For more information, please visit its website at [www.ca-cib.com](http://www.ca-cib.com)*

