

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 career spanning more than 20 years. He was recently ranked Band 1 for Projects: Agency Financing – USA – Nationwide by *Chambers & Partners USA*, noting his experience with the financing of energy projects for agency lenders in Asia and South America.



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Languages

English
Spanish
Portuguese

Practices

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

Rick commenced his career in the New York office of 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 NA, 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

Advised IDB Invest on a US\$65.5m loan to Arzyz Metales to finance the construction, equipment, and operation of an aluminum recycling plant in Cienega de Flores, Mexico.

Advised Rabobank on the financing of Kings & Convicts Brewing's acquisition of Ballast Point Brewing Co. and its portfolio of craft beers, breweries, and brewpubs throughout the United States.

Represented IDB Invest in a US\$100m loan to finance Gas Natural de Lima y Callao, S.A.'s expansion of its distribution network to over 180,000 new, mostly economically disadvantaged users in Peru.

Advised DFC as senior secured lender in a US\$20m loan to Bien Para Bien to expand its lending to Mexican small and medium enterprises in the services, manufacturing, and infrastructure sectors.

Advised DFC on a US\$20m senior debt financing commitment to help create a US\$65m financing vehicle to provide energy access to approximately 1.2 million people in rural Kenya.

Represented a major provider of metal packaging for use in consumer goods, aerospace, and other

Industries

Automotive
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 and ECA Finance
Raising Debt Capital
Sanctions
Infrastructure and Equipment
Infrastructure Funds
Telecommunications and Wireline

Education and admissions

Education

technologies, in the successful closing of a US\$110m receivable purchase program.

Advised Banco Santander on a US\$110m master receivables factoring agreement with Vitro SAB de CV and certain subsidiaries.

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 Société Générale Factoring in its purchase of up to US\$1bn in trade receivables from U.S., Canadian, and Mexican subsidiaries of a 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 a Dutch international financial institution in its €110m senior secured term loan facility involving a major Latin American multi-brand restaurant operator.

Represented ING Bank NV 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 a major Asian bank in connection with its participation in a US\$1.1bn credit facility in favor of Bunge Limited Finance Corp. and its commercial paper program.

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.

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 (2017-2020)

Member, American Bar Association's Subcommittee on Letters of Credit (2015-2017)

Bar admissions and qualifications

New York

Awards and rankings

- Projects: Agency Financing (Nationwide), Band 1, *Chambers USA*, 2021
- Banking, *Who's Who Legal*, 2020
- Finance: Project Finance, *Legal 500 US*, 2019-2020

Latest thinking and events

- Press Releases
 - Hogan Lovells advises ING Bank N.V. on US\$500m sustainability-linked financing for coffee trader Sucafina
- Press Releases
 - Hogan Lovells advises Norfund in expanded financing for Kenyan off-grid solar energy project
- Webinar
 - Executive International Business Transactions Program
- Press Releases
 - Hogan Lovells advises the U.S. International Development Finance Corporation in US\$100 million loan to Crédito Real
- Press Releases
 - Hogan Lovells advises IDB Invest on US\$28.1 million bond issuance to finance renewable energy in Uruguay
- Press Releases
 - Hogan Lovells represents IDB Invest in US\$100 million deal to finance the expansion of a natural gas pipeline in Peru