



## Alfonso Ricardo Domínguez Armenta

I design financial strategies fully aligned with corporate objectives. I anticipate and mitigate financial and regulatory risks under **US GAAP, IFRS, and SOX** frameworks. I structure and lead complex financing operations that drive sustainable growth, translating key performance indicators into strategic decisions for senior management. I lead high-performance teams focused on measurable outcomes, operational excellence, and business impact.

### *Strategic Advisor in Structured Finance. | Gerson Lehrman Group | 2023 – Present.*

I currently operate as an independent consultant specializing in the structuring of complex financial operations, advising corporations and international funds on financial modeling, budgeting, risk assessment, and growth strategies.

I have advised industrial sector clients in preparing annual budgets and financial projections, achieving a **15% cost reduction** through the implementation of macroeconomic scenario models that anticipate potential impacts and define strategies under different market conditions.

I have also participated in **three Fintech expansion projects** across Mexico and Latin America, designing financing structures with the capacity to extend credit to companies with an **expected portfolio of MXN 1.5 billion over the next three years**. These initiatives have strengthened credit access for small and medium-sized enterprises while increasing investor profitability through a diversified risk-return framework.

### *Financial Planning and Accounting Coordinator | PEMEX | 2023 – 2025.*

I led financial planning and control for Mexico's largest energy company, overseeing budget development, financial reporting, and profitability analysis for high-impact investment projects. I reduced budget preparation time by 30% and optimized the integration of executive reports supporting decisions on expansion and regulatory compliance.

I also implemented project evaluation and cost-of-capital models that served as the foundation for strategic investment decisions exceeding **MXN 1.2 billion**, achieving an **expected annual return above 18%**.

### **Director of Structured Finance | HSBC Mexico | 2017 – 2022**

I designed and led structured financing strategies totaling more than **USD 5 billion**, negotiating with local and global clients while strengthening the bank's position in infrastructure, energy, and telecommunications projects.

I achieved a **30% increase in divisional revenue** by developing innovative financing solutions and expanding the institutional client base. I directed strategic transactions including **mergers in the manufacturing sector, acquisition of strategic assets in telecommunications, and financing for shopping centers and industrial parks** throughout Mexico.

## Professional Profile and Objective.

I am a senior executive with extensive experience leading corporate finance, risk management, strategic planning, and structured credit functions within major financial institutions and large-scale corporations.

I have built a solid reputation as a strategist who combines global vision, technical mastery, and disciplined execution focused on measurable results.

My goal is to continue delivering value from senior financial or strategic leadership positions, contributing to stronger corporate governance, profitability, and financial sustainability.

## Education and Certifications.

- **D1 – Senior Management Program**, IPADE Business School (2016)
- **Master's in Project Evaluation and Management**, Universidad Panamericana (2012)
- **Bachelor's in Financial Administration**, Tecnológico de Monterrey (2005)

**Languages:** Spanish (Native) | English (Advanced)

### ***Vice President of Risk Management | Bladex | 2010 – 2014.***

I implemented a comprehensive risk management model—covering both financial and non-financial risks—under IFRS and SOX standards, reinforcing portfolio strength and reducing annual losses by over 15%.

I standardized methodologies for country, credit, and operational risk assessment while optimizing counterparty monitoring across Latin America. Under my leadership, Bladex maintained an **investment-grade client portfolio**, enabling the bank to become a **recurring bond issuer** in debt markets across Mexico and the United States, earning international recognition.

### ***Associate Director of Credit | Banorte | 2006 – 2010.***

I developed and expanded the commercial loan portfolio through joint initiatives with **Nafin** and **Bancomext**, driving competitiveness in key industrial sectors. I defined credit policies, prepared strategic reports for senior management, and led recovery strategies that protected assets exceeding **MXN 2 billion**.

### ***Other Positions Held.***

- ***Credit Manager | Santander | 2005 – 2006.***
- ***Treasury Analyst | Boehringer Ingelheim | 2004 – 2005.***

### **Education and Certifications.**

- **D1 – Senior Management Program, IPADE Business School (2016)**
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- **Bachelor's in Financial Administration, Tecnológico de Monterrey (2005)**

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### **Professional Interests.**

I am particularly interested in opportunities that require strategic financial leadership capable of integrating planning, control, and performance evaluation to strengthen profitability, governance, and corporate decision-making.

I seek roles where aligning financial strategy with business objectives, structuring complex financing operations, optimizing capital, and managing comprehensive risk are key to success.

I am driven by environments that demand analytical rigor, strategic thinking, and executive experience in multinational or high-impact contexts—where sustainable value creation, operational efficiency, and financial soundness are the core drivers of growth.