

Juan Carlos Trujillo

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Cross cultural executive with extensive experience and proven record of success on senior multi-disciplinary/multi-cultural teams. Successfully completed financings for companies in Central America and Panama, as well as completion of multiple capital transactions for Entergy Corporation.

Professional Experience

SIGMA CONSULTING CORP. New Orleans, Louisiana, United States 2020- Present
Senior Consultant, Sigma Consulting Corp.

Senior Consultant for Sigma Consulting Corp. responsible for providing professional management consulting services, specializing in risk management and insurance related services to clients. Primary focus is on business interruption and loss of income claims. Clients received over \$2.5MM in loss of income claims presented to insurance companies for the period October 2020 through December 2021.

Consultant, Financial Adviser, Panama City, Republic of Panama 2019-2020

- For Disaster Recovery Services, LLC (Houston, TX, USA), assignments include, analysis, schedule preparation, grant research and support for claims associated with revenue losses for the University of California and University of Texas systems (a total of 14 universities) resulting from the Covid-19 pandemic.
- For Sigma Consulting Corp. (New Orleans, LA, USA) assignments include analysis of financial statements and support for client claims associated with natural disasters or events that result in loss of revenue.

KANAN OVERSEAS I, INC. Panama City, Republic of Panama 2017-2019
Chief Financial Officer

- Successfully collected over \$95MM from the insurance claim for damages and business interruption after the fire in April 2017 where generating assets were lost. Replacement asset in place and in commercial operation less than a year after the incident.
- Interim funding for construction received in 2017 (\$5MM) and 2018 (\$15MM) to complete construction. Repaid \$21MM before end of 2018.
- Optimized warehouse operations, consolidated multiple locations in one single space, cost savings from single warehouse of \$36K annually.
- Provided replacement guarantees to lender after the incident, such guarantees to be replaced with the new barge in 2019.
- Improved internal controls for IT processes and implemented KPIs for purchasing.

Consultant, Financial Adviser, Panama City, Republic of Panama 2014-2017

- Served as consultant for the sale of hydroelectric assets, financial model preparation and presentation to potential investors.
- Advisor to local business, developed cost improvement initiative and commercial strategy.

- LS ENERGIA, INC.** Panama City, Republic of Panama 2013-2014
Chief Financial Officer
- Implemented consolidation process for group companies.
 - Developed cash budget and financial forecast for decision making.
 - Assisted in business development activities for infrastructure project bids.
- Consultant, small business owner, New Orleans, Louisiana, United States 2012-2013
- Served as consultant for small ventures.
 - Formulated business plan for financing purposes for start-up consumer goods company.
- PALMAS DEL IXCAN, LTD.,** Guatemala City, Guatemala 2009-2011
Chief Financial Officer
- Key member of executive team that closed on a \$40MM senior term loan with local banks.
 - Refinanced \$7.875MM and increased bridge facility to \$14MM.
 - Negotiated letter of credit totaling \$5MM for the purchase of extraction plant equipment.
 - Increased land registration from 39% to 82% facilitating close of senior term loan.
- DISTRIBUIDORA DE ELECTRICIDAD DEL SUR, S.A. de C.V.** San Salvador, El Salvador 2007-2009
Chief Financial Officer
- Closed \$75MM Senior term loan that enabled payment of bridge loan from strategic shareholder.
 - Lowered head count by 26% in area of responsibility.
- LOUISIANA HEALTHCARE NETWORK,** New Orleans, Louisiana, United States 2006-2007
Assistant Controller
- Cash schedule for use of LSU Health Science Center measuring cash generation monthly.
 - Monitored contracts with independent health care organizations and payments from contracts.
 - Special projects for CFO and Controller.
- EMPRESA de GENERACION ELECTRICA FORTUNA S.A.** Panama City, Republic of Panama 2000-2006
Chief Financial Officer
- Completed a \$170MM financing six months ahead of deadline agreed with Rep. of Panama.
 - Implemented a new financial and accounting system that interfaced in real time with plant maintenance software, as required by strategic shareholder.
 - Completed a \$51MM interest rate swap of Senior Notes, reducing \$1MM in interest cost.
 - Reduced insurance costs by \$1MM over a three-year period.
- CAESS-EEO-DEUSEM,** San Salvador, El Salvador 1998-2000
Chief Financial Officer
- Increased financial income by 74.6% through cash management strategies.
 - Net income increase of 24% for all 3 distribution companies in 1999.

EDESUR, S.A. Buenos Aires, Argentina 1995-1998
Controller

- Served as key member of executive committee for an electric energy distribution Company with over 2MM customers.
- First dividend paid in May 1997.

ENTERGY CORPORATION, New Orleans, Louisiana, United States 1984-1995
Analyst I, II, III, Senior Accountant

- Multiple capital financings for LP&L, AP&L and MP&L totaling \$325MM.
- Disclosure documents, forms 10-K, 10-Q, 8-K, financing documents U-1, U5S, S-1 and S-3.
- Assigned to Edesur, S.A., in 1995, as part of the senior management team.

EDUCATION

Interamerican Accounting Association
CICNP (Contador Interamericano Certificado en las NIIF para PYMES) 2015

UNESCPA, Panama City, Republic of Panama
Certificate in International Financial Reporting Standards (IFRS) 2015

Loyola University, New Orleans, LA
Master of Business Administration 1989

Tulane University, New Orleans, LA
Bachelor of Science, Management/Economics 1984

LANGUAGES

Spanish and English – Fluent. Portuguese-intermediate. German and Italian – Basic reading and writing.