



# Corporate & Investment Banking

Senior Management Export Finance Team



# Global EAF

## Senior Management Export Finance Team – Short Bios



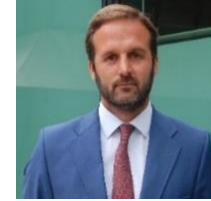
**Erik Hoffmann**  
Managing Director  
Global Head of Export & Agency Finance Origination  
[erhoffmann@gruposantander.com](mailto:erhoffmann@gruposantander.com)  
Mob: +49 160 7154606

Erik joined Santander in early 2013 with a global responsibility for business origination in respect to ECA related- and Multilateral Agency supported business. In summer 2015 he took over the role of the Global Head.

Erik maintains a 20+ years' experience in the Export Finance business. He continuously discussed and developed financing solutions with both, importer and exporter side. In arranging and structuring ECA-backed financing packages he has a notable track record including several international highly regarded transactions in all industries.

During his career, he worked with WestLB, 1993 - 1997 and 2001 – 2012, were ultimately headed the Origination team for Trade & Export Finance. From 1997 - 2001 he was Vice President in UniCredit's Global Foreign Trade Division where he was responsible for all trade finance needs of Multinational Corporates in Europe. From 1999 - 2000 he was delegated as a consultant to the Federal Minister of Economics and Technology of the Federal Republic of Germany which is the monitoring governmental body for all EULER HERMES activities. During this time he participated in all EU and OECD meetings with ECA-related business.

Erik holds an M.B.A. degree of the University of Cologne.



**Guillermo Hombravella**  
Managing Director  
Global Head of Structuring & Product Development  
[ghombravella@gruposantander.com](mailto:ghombravella@gruposantander.com)  
Mob: +34 615 90 54 13

Guillermo Hombravella joined in 2013 the Export & Agency Finance unit in Santander to head the Global Structuring & Product development team.

Before joining the E&A team, he worked in Santander's Project & Acquisition finance department since 2005 where he was responsible for the origination and execution of a wide variety (>50) of transactions across different sectors and geographies as Real Estate, Infrastructure, PPP's and Energy. These deals were executed both in Spain and abroad, all throughout Santander's Footprint, that includes mainly U.S, Latam and Europe.

Prior to joining Santander, Guillermo rendered his services as an auditor at Arthur Andersen / Deloitte for 4 years and as Equity Research analyst at Cheuvreux (CALYON) .

Guillermo holds a B Sc. in Business Administration from Universidad Pontificia de Comillas (ICADE E3) and a Law B Sc. From Universidad Pontificia de Comillas (ICADE E3).