

“Businesses in a rapid rollout mode have significant finance and operational issues. Sales proposals that account for those issues are the ones that get a serious look.”



EDWARD R. GENTILE

Ed Gentile is an accomplished financial strategist in the corporate arena, with extensive experience in Latin American markets.

Most recently with DIRECTV Latin America, Mr. Gentile helped successfully launch direct-to-home satellite television programming into more than 18 Latin American and Caribbean countries. During his five years as Chief of Financial Planning and Treasury, Mr. Gentile established the overall financial strategy and capital structure, developed offshore financing vehicles and arranged the placement of over \$600 million in loans to finance the expansion of service to over one million subscribers.

He later focused on mergers and acquisitions of local operating companies (DIRECTV, Brazil/Mexico) with combined transaction values exceeding \$3.5 billion. During this period, he worked closely with the investment banking community on alternative funding solutions such as high-yield debt issues and future equity offerings.

Prior to DIRECTV, Mr. Gentile spent more than 16 years with the international division of Exxon Corp. During his tenure with Exxon, he worked and lived in Latin America, the Caribbean and the United States. His contributions in the Controller and Treasurer departments led to his position as Chief Financial Officer for one of Exxon's offshore petroleum distribution companies.

INDUSTRY EXPERTISE

Technology, Service Provider,
Financial Services, Manufacturing

CORPORATE BACKGROUND

Chief of Financial Planning and Treasury, DIRECTV Latin America; Assistant Treasurer, Esso Inter-America; CFO, Coral Petroleum Co.; Treasury Manager and Credit Advisor, Exxon International

EDUCATION

MIM/Finance and Business, American Graduate School of International Management (Thunderbird); BA/Mathematics and Political Science, Boston College

LANGUAGES

English, Portuguese and Spanish

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