LatinFinance

THE 10TH BRAZIL ISSUERS & INVESTORS FORUM (BIIF) Innovation in the Debt Markets

SEPTEMBER 27th 28th, 2012
SAO PAULO, BRAZIL

Innovation in the Debt Markets

LatAm markets have started 2012 with a boom: more than $7.4bn was raised via 11 issues in the first 19 days of the year. Following the sovereign, Vale and Banco do Brasil both raised $1bn then Petrobras followed with $7bn and a list of blue chip and high yield names are following. The balance sheets of Brazilian companies and banks are strong. A large pool of liquid investors are looking for yields. And they are willing to look further and deeper for it than in the recent past.

Concurrently the global context evolves rapidly, with volatility and uncertainty. On the one hand this is driving the buy-side search for relative safety and the other it has possibly profound implications for the local and cross-border markets and the options open to Brazilian issuers.

In this context, and drawing on 25 years of editorial excellence and expertise, LatinFinance is to organize the Brazilian Issuer & Investors Forum ("BIIF") explicitly to inform and educate the buy-side on opportunity and issuers on options in the debt capital markets through discussions, presentations and 1-1 meetings. BIIF will cover all salient segments of the debt markets including the following.

Local Currency Issues

Will the onshore/offshore bifurcation created by global local currency instruments persist or will new structures bring all foreign and local investors under one roof? What are the implications for the size and depth of the market for issuance in reais?

Corporate Debt: Beyond the Blue Chips

Liquidity in the lower grade corporate debt market has never been strong. As banks reduce their trading activity and inventories what are the implications for new issues and what options will high yield issuers have?

Hybrids

What opportunities for issuers are presented by instruments such as convertibles, perpetuals, and subordinated debt or structured products? Does the Banco do Brasil Tier 1 NC-11 hybrid bond set a precedent for other issuers?

Options for Financial Issuers

Understanding the effects of Basel III on financial products. What are the prospects for covered bonds in Brazil?

Project/Infrastructure Finance

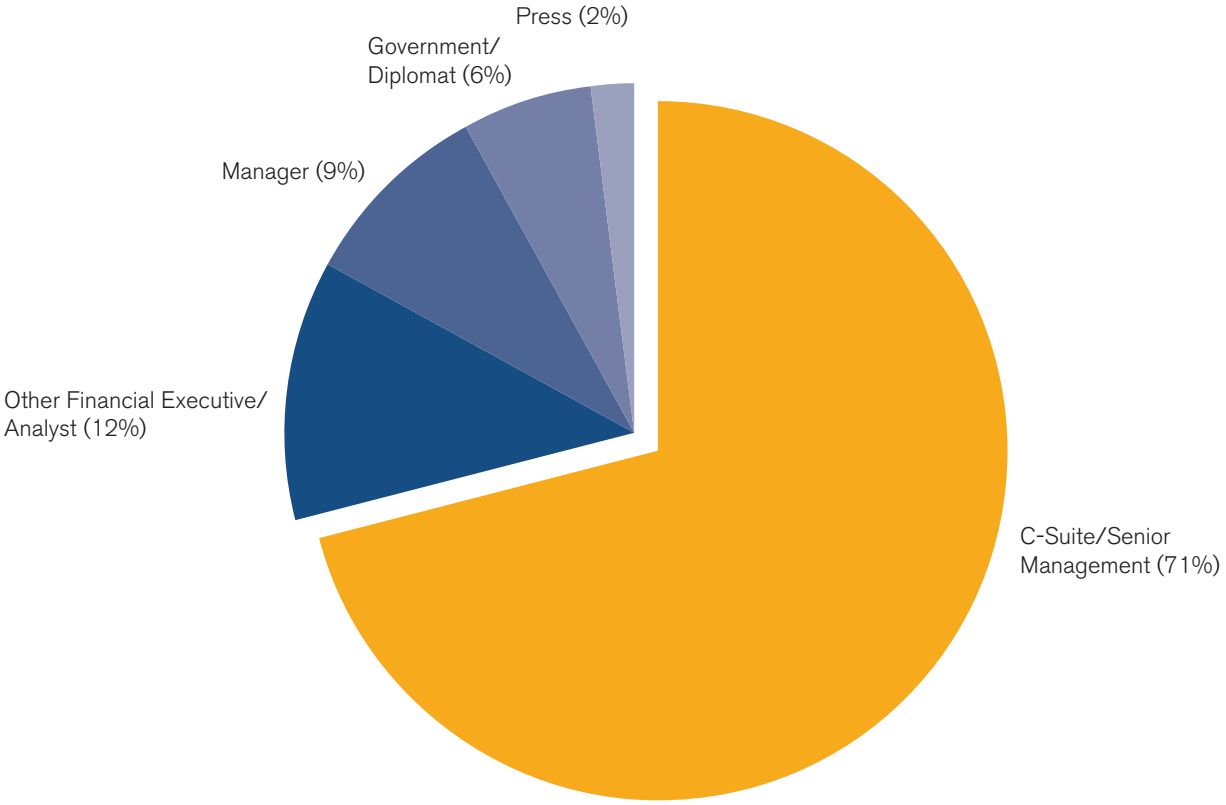
Capital needs are enormous and will only be met by harnessing the private sector. How can this be brought to fruition? What makes a project bankable for lenders? How can project bonds be brought into the mainstream?

High Level Participation

LatinFinance's capital introduction forums bring together leading sovereign, quasi-sovereign and corporate issuers with fund managers focused on Latin America or emerging markets, as well as the growing group of global investors actively diversifying into Latin America.

Brazilian Issuers

Almir Barbassa, CFO, Petrobras
Roberto Setubal, President, Banco Itaú
Roger Downey, CEO, MMX
Wilson Ferreira Junior, CEO, CPFL Energia
Fernando Garrido, Head of Public Debt Operations, Brazil National Treasury
Marcos A. Molina dos Santos, Chairman & CEO, Mafrig
Claudio Bruni, CEO, BR Properties
Milson Mundim, CFO, Hidrovias do Brasil
Luis Felipe Schiriak, CFO, Copersucar
Paulo Costa, CFO, Banco Bradesco
Marcio García, CFO, Camargo Correa
Paulo Valle, National Treasury Deputy Secretary, Brazil
Paulo Eduardo Pereira Guimaraes, Manager, FO, Cemig
Francisco Schmitt, IRO, Grendene
Cristiano Gomes, CFO, Mercantil
Lucas Pescarmona, COO, IMPSA
Julio Toledo Piza, CEO, BrazilAgro
Alessandro F. Chicarelli, Director, AC Agro Mercantil
Leonardo P. Gomes Pereira, CFO, Gol Airlines
Andre Carvalhal, Head International Markets, BNDES
Thiago Alonso de Oliveira, CFO, Lupatech
Leonardo Gadelha, CFO, LLX
Lourenco Bastos-Tigre, CFO, HRT Participacoes



Investors

Jerome Booth, Co-Founder & Head of Research, Ashmore
Ramin Toloui, EVP & Co-Head of Emerging Markets Portfolio Management, PIMCO
Guillermo de Las Casas, Senior Fund Manager, Fidelity
Andrew Seiz, Senior Portfolio Manager, Nomura
Robert Abad, Emerging Markets Specialist, Western Asset Management (WAMCO)
Jack Deino, Senior Portfolio Manager, Invesco
Hans Humes, President & CIO Greylock Capital Management
James Barrineau, Senior Portfolio Manager, ICE Canyon
Michael Shaoul, Chairman, Marketfield Asset Management
Thomas Fallon, Head of Emerging Markets, UFG-LFP
Walter Maciel Neto, Executive Partner, Quest Investimentos
Cornel Bruhin, Fund Manager, Clariden Leu EM Bond Fund
Young Hwan Kim, Chief Investment Officer – Latin America , Mirae Asset Global Investments
Samir Patel, Director – EM, Hermes Fund Managers
Fedra Dell'Aquila, Investment Director – Global Emerging Markets, Prudential Asset Management
John Doyle, Deputy Chief Investment Officer, UOB Asset Management Ltd
Linbo HE, Managing Director & Head of Public Market Investment, China Investment Corporation (CIC)
Jean-Dominique Bütikofer, Head of EM Fixed Income UBP Asset Management
George Hoguet, Managing Director – Emerging Markets State Street Global Advisors
Takeshi Iio, Chief FM, Mitsubishi UFJ Asset Management

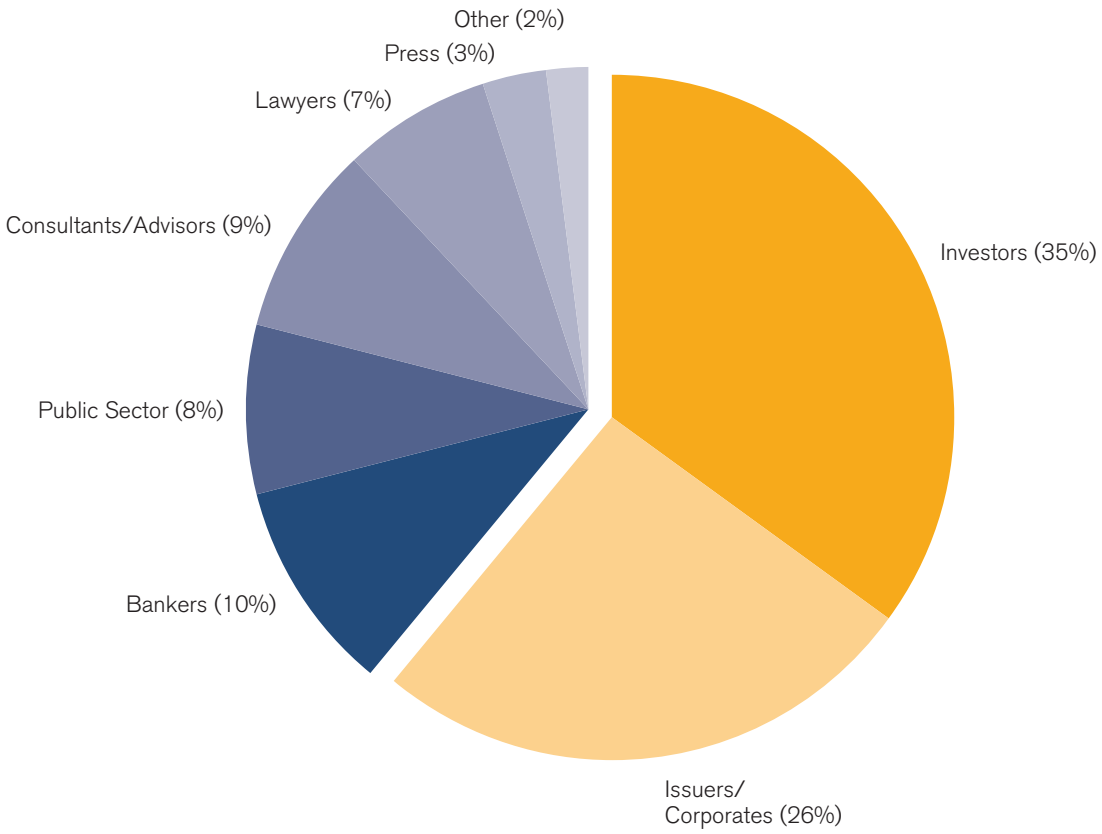
Driven by Issuers & Investors*

The majority of participants at LatinFinance's capital introduction forums are issuers and investors. They are complemented by the presence of senior representatives of other market participants including leading bankers, lawyers and executives from the multilaterals.

One-One Investor Meetings

All participants at the Forum will be benefit from LatinFinance's extensive assistance in setting up 1-1 meetings both through the proprietary on-line one-one meeting planner and active intermediation by LatinFinance staff throughout the event.

Breakdown by Function



Testimonials

"The best experience was the well organized one to one meetings. Very easy and well coordinated."
Achilles Suarez, Head of FIG, Santander Brazil

"It was a perfect venue for us to get to know prime institutions with an interest in Latin America and particularly Brazil. Thank you so much for all your support throughout in arranging meetings which otherwise would have been difficult to establish."
Teresa Casal, General Manager, Banif Bank

"I thought the online tool to pre-arrange meetings was user-friendly and efficient. LatinFinance's dedication to making the Forum as effective as possible was admirable."
Sabine Bettzüche, Director
Allianz Global Investors Europe GmbH

"The Forum, and especially the one-to-one investor meetings, aided us in expanding our investor-base into China."
Paulo Valle, Deputy Treasury Secretary, Brazil

*Data/analysis from LatinFinance's forums in 2011: Cumbre Mexicana, Andean Investment Forum, LAMEIF, LAEIF, LAAPIF, LACIF, & Brazil Investment Forum