

LATINFINANCE®



THE LATIN AMERICA KOREA INVESTORS FORUM

SEPTEMBER 14TH, 2012
THE SHILLA HOTEL
SEOUL, REPUBLIC OF KOREA

PART OF THE 2012 CAPITAL INTRODUCTION SERIES

Why Should You Participate?

Investment from South Korea into Latin America has increased dramatically in recent years. At the forefront of this are Korea's powerful conglomerates and natural resources companies, who are making significant investments in a wide variety of sectors from natural resources to manufacturing. Beyond the direct investors, Korea is also home to a diverse group of institutional investors & financial institutions who are already amongst the most experienced and knowledgeable on the opportunities available in Latin America's equity and debt markets.

The Latin America Korea Investors Forum (LA-KIF) will take an in-depth look at the evolving state of the Latin America – Korea investment relationship, the pace & direction of recent investments, and the opportunities available to investors looking to invest in Latin American assets.

Debt Capital Markets

Demonstrate your expertise across the entire credit spectrum by showing your breadth of distribution and execution capabilities, and connect Korean investors with Latin American private and public issuers.

Equity Capital Markets

Aid your clients' in understanding Latin American equities and market dynamics. Demonstrate expertise, from initial public offerings and secondary issues through to smaller public transactions or private placements.

M&A

Detail your experience, knowledge and capabilities to LatAm and Korean corporates and PE funds seeking advice, whether on a multi-billion dollar merger, a \$50 million divestiture, or a strategic acquisition.

Project & Trade Finance

Educate entities from Korea and Latin America on innovative solutions for export financing, and structured transactions like receivables and project-related financings.

Brokerage

Present yourself as the partner of choice for actively diversifying Korean based indirect investors seeking to access Latin America's local markets.

Regulation & Taxation

Position your firm as the expert optimizing investment structures and dealing with legal and tax issues across different jurisdictions and investment vehicles.

CAPITAL INTRODUCTION

CONNECTING INVESTMENT WITH OPPORTUNITY

The global comparative advantages of Latin America in a range of sectors including agribusiness, oil, energy & renewables, and mining & metals, coupled with macro-economic stability, improved fundamentals, and prudent economic management are creating a swathe of attractive direct and portfolio investment opportunities for Korean investors and companies.

LatinFinance's Global Capital Introduction Series provides a unique platform for Latin American issuers, funds, companies and banks to connect and engage with strategic sources of capital from Asia, the Mid-East and Europe. Launched in 2008 with hugely successful conferences in Abu Dhabi and Beijing, the series has expanded to include meetings in Melbourne, Zurich, Hong Kong, London, São Paulo, Shanghai, Singapore, Mumbai and New York. It is the only series of independent events specifically designed to match capital with opportunities in Latin America.

PRACTICAL, PRAGMATIC & EFFECTIVE

The overriding objective of the Capital Introduction Series is to connect institutions and individuals, to engender meaningful discussions, and to start the process towards deals, investments and ongoing business relationships. It is explicitly aimed at educating investors and their advisers including sovereign wealth funds, portfolio managers, private equity funds, pension funds, asset managers, senior officers of major corporations and other direct investors, high net-worth individuals and family offices.

Each event in the series comprises three equally important elements:

1. Compelling series of panels, presentations and technical workshops.
2. Private 1-1 meetings facilitated by the LatinFinance.
3. Informal meetings and networking at lunches, cocktail receptions and coffee breaks.

WAYS TO PARTICIPATE

ATTEND AS A DELEGATE

Forum delegates have full access to the entire conference program including 1-1 meetings, panel discussions, networking events and meals hosted by LatinFinance. **Contact** Alex Rubin at +1.305.428.6280 or arubin@latinfinance.com

SPONSOR THE FORUM

Forum sponsors have a unique opportunity for heightened visibility in front of a high-level audience of Latin American corporates, government officials, bankers, funds and Korean investors. Sponsors can speak in panel discussions and host workshops, place exposition booths, display logos on event materials, host cocktails and invite clients and investors as their guests. **Contact** Theodore Ward at +1.305.428.6283 or tward@latinfinance.com

BECOME A SPEAKER

Speaking roles are reserved for senior-level corporates, investors and government officials active in the development of the Korea-Latin America investment relationship. **Contact** Theodore Ward at +1.305.428.6283 or tward@latinfinance.com

GLOBAL OPPORTUNITIES

SATISFIED PARTICIPANTS

The LatinFinance Capital Introduction Series is proven. Surveyed participants at the 2011 Latin America China Investors Forum in Beijing showed sustained interest and a high volume of connections, leading into active or planned investment.

China/Asia-based Investors

- 87% of respondents said that the event met or exceeded their expectations
- 100% said that they would attend the event again
- 93% said they have ongoing interest in Latin American investment opportunities with
- 74% saying it is very or somewhat likely they will invest
- 26% are actively investing or have made plans to invest in Latin America

Latin American Delegates

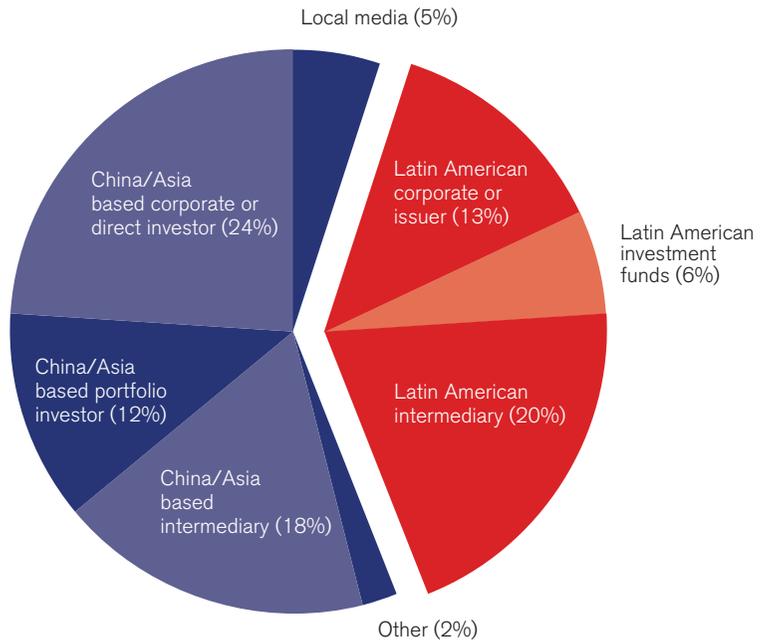
- 85% of respondents said that the Forum met or exceeded their expectations
- 94% are likely to attend this or similar *LatinFinance* events in the future
- 73% made more than 6 business contacts at the Forum
- 75% said they are likely to do business with contacts made at the Forum

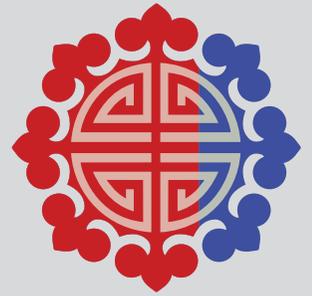
BALANCED ATTENDANCE

LatinFinance facilitated over 300 1-1 Meetings in Beijing through its proprietary Meeting Planner software

Chinese Buyside:
Of a total audience of 531 54% were local investors and intermediaries. Of this group 67% were corporate, direct or portfolio investors.

Latin American Leaders:
13% of the audience was drawn from Latin America's leading corporates and government entities. This included top level representation from the likes of Pemex, Gerdau, Televisa, Codelco, Cemig, Odebrecht and the governments of Brazil and Mexico.





WHY TAKE PART?

INDEPENDENT & AUTHORITATIVE

LatinFinance has a history of more than two decades explaining investment opportunities to an international investment audience through its award-winning events and editorial. The Latin America Korea Investors Forum builds on the knowledge and relationships arising from this long-standing commitment to the region to intermediate direct relationships between Latin America and existing and potential investment from Korean investors.

MORE THAN NETWORKING: CONNECTING

Although international direct and indirect investment into Latin America is at a high, there remains huge deficit in knowledge and relationships, and a long list of cash-rich and actively diversifying companies, funds and family offices that are largely unfamiliar with the specifics of Latin America. The Capital Introduction Series has been designed to explain to investors how they can benefit from the sustained macro-economic stability, improved economic fundamentals and robust and growing domestic markets, world-leading products and skills that are driving growth in Latin America.

- Learn what is driving growth in specific markets
- Meet the leading corporate and financial players
- Discover attractive assets in leading sectors
- Formulate and refine investment strategies
- Understand diversifying investors' appetites, objectives and investment criteria
- Benefit from private, pre-arranged 1-1 meetings with interested investors
- Present investment opportunities, strategies and stories to pre-qualified investors
- Start the process toward deals, investments and ongoing business relationships

POWERFUL, PRIVATE 1-1 MEETINGS

Leading up to the Latin America Korea Investors Forum, registered delegates can request private 1-1 meetings through The LatinFinance 1-1 Meeting Planner. This innovative online tool enables delegates to pre-qualify and arrange meetings with potential investors and partners before the forums, facilitating in-depth interaction with hard-to-reach investors.

Meeting spaces are allocated through the 1-1 Meeting Planner and assigned on the day of the event, giving delegates a time and place for each meeting. Meetings typically last 30-45 minutes and are completely private and confidential. All registered delegates have equal opportunities to pre-arrange meetings.