

The Pierre | New York City | February 21, 2013

# WHY YOU SHOULD PARTICIPATE



**DEBT** issued by LatAm corporates\*



**UPTICK** in LatAm HY issuance\*

\*through October 2012

Once considered an immature asset class, demand for Latin American corporate debt is at an all time high. As of October 2012, borrowers had already tapped the market for \$83bn, eclipsing the record of \$76.6bn set in 2011. Keeping pace, LatAm high-yield issuers, rallied by record demand, issued approximately \$9bn in the international markets during the first 10 months of 2012.

Citing this upward trend in high-yield issuance and growth company financings, LatinFinance will hold The LatAm Growth Companies & High-Yield Forum. The Forum will introduce and connect the region's most promising growth companies and high-yield issuers with investors, bankers, ratings agencies and advisers from across the US, Canada, Europe and Americas. Interactive panel discussions and presentations will be complemented by private 1-1 meetings to enable discussion of specific issues, challenges and opportunities.

demand for Mexichem's 1.15bn (Ba1/BB-) Sept transaction

Bolivia issues 500mn (Ba3/BB-) in first offer since 1920

share of total USD LatAm issuance by corporates & FIs through October 2012

total value of the EM corporate credit market in 2011

# **MAJORITY ISSUER & INVESTOR AUDIENCE**

#### The 7th Cumbre Financiera Mexicana

Mexico City | February 2012

Humberto Lozano

Director of Corporate Finance, CEMEX

Roberto Cejudo

Treasurer, Grupo Bimbo

Patricio Diez de Bonilla

CFO, Banco Compartamos

Mauricio Alazraki

Director of Finance & Treasury, PEMEX

Jose de Jesús Gomez Dorantes

CFO, Abengoa

Monseratt Vilar

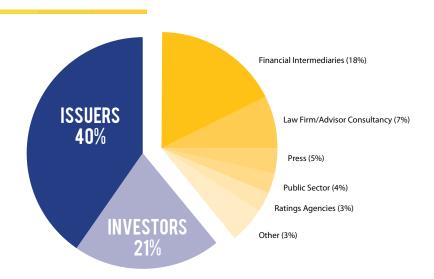
Corporate Finance Exec, Coca-Cola FEMSA

Jose Luis Guerrero

CFO, OMA - Grupo Aeropuerto del Centro Norte

Ulises Fernandez de Lara

Finance Director, Arca Continental



### The 6th Andean Finance & Investment Forum

Santiago, Chile | June 2012

Ronald Pantin

CEO, Pacific Rubiales

Ignacio Calle

CFO, Grupo Sura

Cesar Burga

CFO, Ajegroup

Daniel Stadelmann

CFO. AES Gener

Ricardo Sierra

CFO, Cementos Argos

Luis Fernando Alarcon

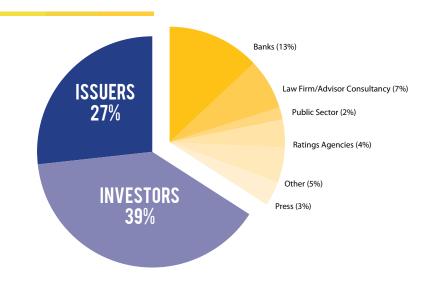
CFO, ISA

Nuno Figueiredo

CFO, Mota Engil

Francisco Pérez Mackenna

CEO, Quiñenco



#### The 10th Brazil Issuers & Investors Forum

São Paulo, Brazil | September 2012

Wilson Ferreira Junior

CEO, CPFL Energia

Carlos Otto Laure

CFO, Virgolino de Oliveira

Claudio Bruni

CEO, BR Properties

Diego Barreto

Head of Corporate Finance, OAS

Fernando Schahin

CFO, Grupo Schahin

Luis Felipe Schiriak

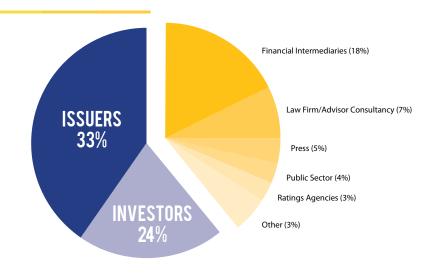
CFO, Copersucar

Julio Toledo Piza

CEO, BrazilAgro

Thiago Alonso de Oliveira

CFO, Localiza



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Portfolio Manager Fixed Income, Vontobel Asset Mgmt

Thomas Fallon

Head of Emerging Markets, UFG-LFP

## 1-1 MEETINGS

Leading up to the Forum, all participants will be able to request and schedule private 1-1 meetings using the LatinFinance 1-1 Meeting Planner. This powerful tool enables registered delegates to pre-qualify potential investors, state and municipal government officials or business partners before the event begins and facilitating in-depth interaction during the event.



Brazilian borrower and Swiss investor meet during The Brazil Issuers & Investors Forum as part of LatinFinance's 1-1 Meeting Program

### Results with Added Value



of participants are likely to attend the event in the future

of participants are likely or extremely likely to do business with contacts made at the Forum

of participants said the Forum met or exceeded their expectations

of participants found the panel discussions valuable for their business

\*Data/analysis from compiled from all three LatinFinance investment forums in 2012

# RESPECTED BY THE MARKET

### **Testimonials**

"The best experience was the 1-1 meeting process. It was very easy and well coordinated. I was able to meet many relevant people."

Achilles Suarez Head of FIG Santander Brazil

"The Forum provided a very focused platform to discuss market trends and issues with senior-level market participants."

Greg McNabb Partner Baker & McKenzie LLP "Well organised and run, particularly the 1-1 meetings. A great opportunity to get to know CFOs from Latin America that would have been difficult to speak with otherwise."

Robert James Managing Director First State Investments

"The Forum, and expecially the 1-1 investor meetings aided us in expanding our investor base."

Paulo Valle National Treasury Deputy Secretary Ministry of Finance, Brazil

### **Previous Sponsors**



































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