LatinFinance®

THE 11TH BRAZIL ISSUERS & INVESTORS FORUM

April 16, 2013
Hotel Unique
São Paulo, Brazil

Brazil's Debt Capital Markets Meeting

Through the first 10 months of 2012, issuance in Brazil's debt capital markets exceeded USD$ 74bn. With financing options in the equity markets plagued by underperformance, Brazil's borrowers are turning to the debt markets – both domestic and cross-border – to access the capital needed to grow. This newest chapter in the Brazilian fixed-income story is spurring innovation in the structures used, providing broader market access for emerging and existing issuers, and attracting a deeper pool of investors.

Building on this narrative, and drawing on 25 years of editorial excellence and expertise, LatinFinance will hold the 11th Brazilian Issuer & Investors Forum (BIIF) explicitly to inform and educate the buy-side on opportunity and issuers on funding options in the debt capital markets through discussion and technical presentations on:

- Local Currency Issues (Rule 400 and 476)
- Cross-border funding options (RegS, 144a, Sterling, Yen, Swiss Francs, RMB)
- High-yield issuance
- The use of hybrids and perpetuals
- Financial issuer funding strategies and subordinated bank bonds
- Project bonds
- Infrastructure debentures
- Structured finance and securitization (CRIs, FIDCs, NPs, CRAs, ABS)
- Understanding investor requirements (institutional investors, private banks, hedge funds, etc)

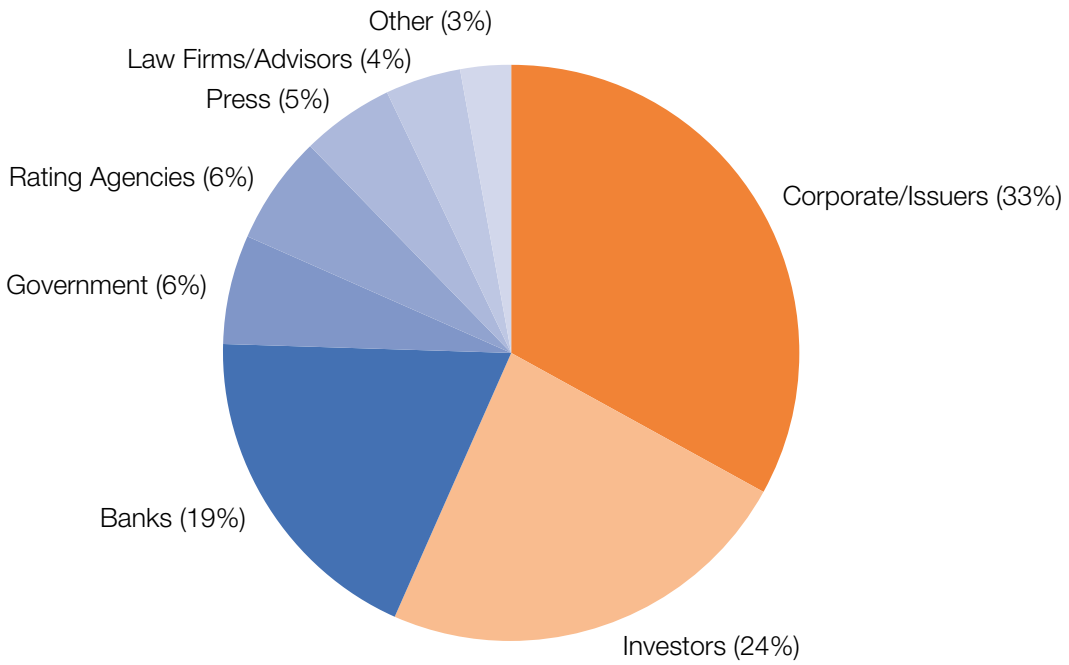
1-1 Issuer & Investor Meetings

All participants at the Forum will benefit from the LatinFinance 1-1 Meeting Program. LatinFinance will facilitate 1-1 meetings both through the proprietary online 1-1 Meeting Planner and active intermediation by LatinFinance staff throughout the event.

Targeted High-Level Participation

The majority of participants at the Forum are issuers and investors. They are complemented by the presence of senior market participants including bankers, regulators, lawyers, rating agencies, advisers, and executives from the multilaterals.

Over 55% of Attendees were Issuers and Investors



Results with Added Value

83% of participants made new business relationships at the Forum

80% of participants are likely or extremely likely to do business with contacts made at the Forum

92% of participants said the Forum met or exceeded their expectations

87% of participants found the panel discussions valuable for their business

213 issuers and investors attended the 2012 Forum

Henrique Mirelles addressing The 10th Brazil Issuers & Investors Forum

*Data/analysis from The 10th Brazil Issuers & Investors Forum, September 27-28, 2012

Driven by Decision Makers

Understanding that a successful event is built on quality not quantity, the Forum consistently draws an audience of the most relevant decision makers active in the issuance, investment and deal-making in Brazil's debt capital markets.

Brazilian Issuers

Roberto Setubal
President, Banco Itaú
Wilson Ferreira Junior
CEO, CPFL Energia
Claudio Bruni
CEO, BR Properties
Luis Felipe Schiriak
CFO, Copersucar
Paulo Costa
CFO, Banco Bradesco
Paulo Valle
National Treasury Deputy Secretary, Brazil
Paulo Eduardo Pereira Guimaraes
Manager, FO, Cemig
Julio Toledo Piza
CEO, BrazilAgro
Andre Carvalhal
Head International Markets, BNDES
Thiago Alonso de Oliveira
CFO, Lupatech
Lourenco Bastos-Tigre
CFO, HRT Participacoes
Jose Cezario
CFO, COSAN
Luiz Guilherme Monteiro
CFO, COSIPAR
Carlos Otto Laure
CFO, Virgolino de Oliveira
Pedro Daltro
CFO, BR Properties
Cristiano Gaspar Machado
CFO, Brookfield Incorporações
Paulo Fernandes
CFO,Concessionaria Rodovias do Tiete
Fernando Schahin
CFO, Grupo Schahin
Frederico Brito de Abreu
Vice President & CFO, Kroton Educacional
Jayme Gomes de Fonseca Jr.
CFO, Odebrecht
Carlos Vasques
CFO, Rede D'or São Luiz
Gilberto de Souza Biojone Filho
IR Director & Board Member, Rodopa
Leonardo Paranagua
CFO, Scopel Desenvolvimento Urbano
Roberto Mendes
CFO, Localiza
Emmanuel Lopo
Superintendent of Finance & IR, COELBA
Daniel Alves Maria
Executive Manager, Banco do Brasil

Brazilian borrower and Swiss investor meet during the Forum as part of LatinFinance's 1-1 Meeting Program.

Local & International Investors

Jerome Booth
Co-Founder & Research Head, Ashmore
Ramin Toloui
EVP & Co-Head of EM, Portfolio Mgmt, PIMCO
Guillermo de Las Casas
Senior Fund Manager, Fidelity
Robert Abad
Emerging Markets Specialist, Western Asset Management
Walter Maciel Neto
Executive Partner, Quest Investimentos
Cornel Bruhin
Fund Manager, Clariden Leu EM Bond Fund
Jean-Dominique Bütikofer
Head of EM Fixed Income, UBP Asset Management
George Hoguet
MD Emerging Markets, State Street Global Advisors
Takeshi Lio
Chief FM, Mitsubishi UFJ Asset Mgmt
Joaquim Levy
Director, Bradesco Asset Management
Luis Miranda
Portfolio Manager, BTG Pactual
Ezequiel Zibecchi
CIO, FAPES
René Sandra
CIO, PREVI
Carlos Costa
CIO, Petros
Hidehisa Meguro
Strategic Planning Dept. Manager, Mitsui & Co.
Luis Eduardo Maluf
Portfolio Manager, Votorantim Asset Mgmt
Piero Minardi
Partner, Gávea Investimentos
Denise Simon
MD & Portfolio Manager, Lazard Asset Management
Demósthenes Marques
Investment Director, FUNCEF

Respected by the Market

Testimonials

"The Forum raised the profile for the company with our clients and allowed for networking."

Vikram Ghandi
Capital Markets Structuring, BNP Paribas

"Topics were addressed objectively and comprehensively. After meetings, participants had the oportunity to debate and develop relationships further."

Carlos Eduardo Gomes Villar
CFO, Prevdata

"I always have a positive experience thanks to the high quality speakers and participants"

Marcelo Michalua
Managing Partner, RB Capital

"An excellent opportunity for regulators to observe drivers in the [Brazilian] capital markets as well investors' expectations"

Bruno Barbosa de Luna
Director, CVM

"I found the Forum very well organized. The 1-1 Meetings were easy to schedule and LatinFinance staff were always available for support"

Gregoire Balasko Orelio
Managing Partner, PBA Capital

"Strong organization beforehand of 1-1 Meetings with other participants is very a advantageous feature of the event"

Fabian Heidmann
VP, Moody's Latin America

Sponsors from 2011 & 2012

For Sponsorship Opportunities

John Albert Negron
tel. +1 305 428 6275
anegron@latinfinance.com

For Speaking Opportunities

Michael Brosgart
tel. +1 305 428 6277
mbrosgart@latinfinance.com