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LATIN AMERICA PROJECT AND INFRASTRUCTURE FINANCE SUMMIT

September 26, 2017
The Plaza
New York City, USA

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LATIN AMERICA PROJECT AND INFRASTRUCTURE FINANCE SUMMIT



September 26, 2017 | The Plaza | New York City, USA

8:00 - 9:25 **Registration and Coffee**

9:25 - 9:30 **Welcoming Remarks: Taimur Ahmad**, Chief Executive Officer, **LatinFinance**

9:30 - 10:30 **Making the Investment Case for Latin American Infrastructure**

Latin America's infrastructure build-out is generating a wide range of compelling investment opportunities for banks and investors looking to add diversified and long-term cash flows to their portfolios. And as regional governments look to strengthen project transparency and weed out corruption in the aftermath of the Odebrecht scandal, the case for putting capital to work inside Latin American infrastructure assets is an increasingly attractive one. This introductory panel explores LatAm's infrastructure project pipeline and makes the investment case for it.

- How is the Odebrecht scandal changing the broader business and investment environment for infrastructure deals? How to restore confidence with banks and institutional investors?
- What can be learned from some of the region's high profile restructurings?
- Best methods for structuring more attractive investment packages going forward?
- How do LatAm projects stack up against those elsewhere in EM?
- How are infrastructure debt funds evolving and what can LatAm do to capture them?
- Evolution of loans vs project bonds markets? Where are the gaps in getting projects bankable?

Moderated by:

Taimur Ahmad, Chief Executive Officer, **LatinFinance**

Panelists Include:

Andrew Gunther, Managing Director, **Darby Overseas Investments**

Miguel Siliceo, Chief Financial Officer, **Bancomext**

Gustavo Rodríguez, President, **Grupo Empresarial Grodco**

Pablo Aramburo, Head of Latin America Project Finance, **Vinci Concessions**

10:30 - 11:30 **Project Finance 2.0: Mobilizing Capital Towards Project Risk**

Getting banks and investors to look beyond full-stop government guarantees by taking on more direct project risk is a key task for boosting capital flow in LatAm infrastructure projects, but it requires extensive financial engineering and innovations in the structuring process. This panel explores how to move from structured to project finance in Latin American infrastructure markets, examining key features of emerging securities and unraveling new ways for mitigating and rewarding increasingly complex risks.

- For how long will government backstops be needed? How are they being removed?
- What lessons can be learnt from recent deals?
- Local currency project bonds compared to dollar-denominated instruments?
- How are investors receiving these innovative structures?
- Role of liquidity facilities and other support structures?

Moderated by:

Kevin Gray, Deputy Editor, **LatinFinance**

Panelists Include:

Hassan Qayyum, Director - Structured Finance, **Overseas Private Investment Corporation**

Doug Doetsch, Partner, **Mayer Brown**

Juan Ranvier, Head of Structured Finance - Latin America, **TMF Group**

Chris Corcino, Senior Partner, **FalconPeak Capital**

11:30 - 11:45 **Coffee Break**

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11:45 - 12:45

Powering Up: Financing Oil, Gas & Electricity Projects in Latin America

Following a wave of tender offerings, asset sales and open market reforms across the region, Latin America's beleaguered energy sector is starting to see a revival of investment appetite for up-, mid- and downstream projects. But financing strategies vary widely on a project-by-project basis, and the deployment of more innovative capital markets solutions is a growing necessity for bringing banks, investors and sponsors together. This panel looks at oil, gas and electricity projects across LatAm, exploring new securities and innovative approaches to finance.

- The project pipeline: which countries offer the most compelling set of energy projects?
- Innovation in Mexico: how are new securities (such as Fibra-E) helping improve project financing
- What lessons can be drawn from recent transactions?
- M&A in Brazil: are Petrobras asset sales unfolding as predicted? What is stopping new deals?
- What new securities, structures and investor bases are emerging?
- Sponsor preference and experience with local versus international law?
- Have reforms lived up to expectations?

Moderated by:

Mick Bowen, Senior Reporter, **LatinFinance**

Panelists Include:

Carlos Aiza, Senior Partner, **Creel**, **Garcia-Cuellar**, **Aiza y Enriquez**

Andrew Ellenbogen, Senior Vice President - Power & Renewables, **EIG Global Energy Partners**

Adi J. Blum, Managing Director - Global Energy & Power Infrastructure, **BlackRock Real Assets**

Aniceto Huertas Corcelles, Director - Fundamental Risk, **Citibanamex Afore**

12:45 - 14:15

Networking Luncheon

14:15 - 15:15

LatAm Green Markets: Tapping Climate Capital

With global green bond markets booming, LatAm banks and borrowers are reshaping their investment priorities in order to funnel the growing pools of climate conscious capital into the region. But with the dual concerns of size and creditworthiness still significant hurdles in the way of getting new deals done, innovative programs to prove out the marketplace are starting to emerge. This panel looks at the requirements green investors demand, the role of securitization and asks what regional issuers can do to price new deals.

- How are size and credit concerns being addressed? Examples of recent/pending deals?
- Which markets have the most room for expanding energy efficiency loans?
- What are key structuring elements for borrowers to get optimal pricing?
- How are multilaterals driving new capital towards renewables and efficiency projects?

Moderated by:

Kevin Gray, Deputy Editor, **LatinFinance**

Panelists Include:

Marcos Meireles, Chief Executive Officer, **RioEnergy**

Ivan Hong, Chief Financial Officer, **Casa dos Ventos**

Ton Nijenstein, Senior Investment Officer - Energy Department, **FMO**

Christopher Ryan, Managing Director, **Mainstream Renewable Capital**

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15:15 - 16:05

The Future of Latin American PPPs & Project Finance

Securing multi-source financing from local financiers and international banks to multilaterals and bond markets is an ever evolving process - and one that demands extensive innovation to structure attractive investment packages. This discussion looks to the future of global project finance and the relevance those trends hold for governments and companies in LatAm as they look to fund infrastructure projects across the region.

- How can incentive schemes be best aligned? What are the common challenges?
- Overcoming financial friction in debt schedules? Role of liquidity support structures and their effect on pricing? What are the key risk-paring characteristics of successful PPPs?
- What is the role of multilaterals and investment guarantees?
- What are the advantages of local currency project bonds compared to dollar-denominated instruments?
- Which structuring innovations are set to be game-changers in the year ahead?
- What is the strength of investor demand for project bonds – and how can sponsors tap to it?
- When are project bonds more suitable than loans packages?

Moderated by:

Mick Bowen, Senior Reporter, **LatinFinance**

Panelists Include:

Santiago Oraa Gil, Chief Financial Officer, **Celeo Concesiones e Inversiones**

Gustavo Rodríguez, President, **Grupo Empresarial Grodco**

Patricia Bentes, Management Board Member, **Renova & CEMIG**

16:05 - 16:10

Closing Remarks and End of Conference

