

PROXIMO VIRTUAL
EVENT

Latin America

Energy & Infrastructure Finance Exchange

27-29 October 2020



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PROXIMO VIRTUAL EVENT

Latin America

Energy & Infrastructure Finance Exchange

27-29 October 2020

This multi-day virtual event will take attendees around Latin America and unpack the response of the region's energy and infrastructure investment markets. Meet new regional and international peers during Proximo's renowned virtual networking set up and ask questions live to Latin America's leading practitioners and advisors.

Event Schedule

27 OCTOBER

Energy, power
and renewables

28 OCTOBER

Infrastructure
& PPP

29 OCTOBER

Infrastructure
investors

Proximo Latin America was informative, unique, well-run and most importantly, engaging. Great event to meet participants in the infrastructure space and be able to discuss the current and relevant topics in the region.

”

Ahmed Maqsood, Allianz Global Investors

Event Features



Pre-record,
Simu-Live
& Live Streams



Live polling
and Q&A



Downloadable
presentations
& resources



1-2-1
networking
capability

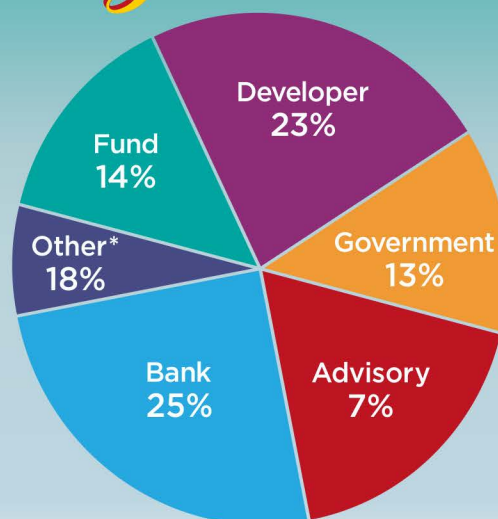


Guest
Directory



Session specific
networking chat
(group & individual)

Delegate Breakdown



*Other includes Insurers, Law Firms, Rating Agencies, technology providers, NGOs & corporate off-takers.

Your Expert Speakers



Francisco Javier Lopez Diaz
Undersecretary
of Energy
Ministry of
Energy Chile



Rik de Buyserie
CEO and Country
Manager
ENGIE Peru



Rodolfo Campos
Principal CEO
Fibria Orion



Ismael Ugarte
Head of Project
Finance, Chile
Mainstream
Renewable Power



Jordi Tacias
Managing Director -
Private Equity Latin
America
Caisse de dépôt
et placement
du Québec (CDPQ)



Karla Fernandes
Head of Capital
Markets and
COSEC Brazil
TMF Group



Christopher Erckert
Partner
Mayer Brown



Jinping Tang
Head of
Investment
and Financing
CHEC



Eric Wittleder
Vice President
Brookfield Asset
Management



Javier Chavarria
Managing Director,
Head of Latin
America
Northland Power



Nicolas Escallon
Director
Actis



Clara Bowman
General Manager
Andes Mining
& Energy



Dorina Yessios
Partner
Allen & Overy



Ralph Scholtz
Managing Director,
Head of Project
Finance Latin
America
MUFG



Miguel Toledo
Chief Investment
Officer -
Infrastructure
IFC



Giovanni Patuzzo
Principal
Global
Infrastructure
Partners



Georg Schaefer
Manager,
Project Finance
Fraport



Alex Yew
Managing
Director,
Latin America
John Laing



Paloma Lima
Partner
Lefosse
Advogados



Julian Torrado
Managing Director,
Latin America
Corporate &
Investment Banking
CIBC



Santiago Oraa
CFO
Celeo Redes



Ernesto Mayrand
Investment
Manager
InfraRed Capital
Partners



Luis Pita
Director
General - Brazil
Atlas Renewable
Energy



Emilio Andrade
Director,
Infrastructure
Ardian



Pedro Julia
Head of Finance
Ilatam
Iridium
Concesiones de
Infraestructuras

Who Attended Last Year



AD Capital Partners
AES Corporation
Allen & Overy
Allianz Global Investors
American Global
Ameris Capital
Ardian
Ardinall Investment
Management, LP
Arup
Ashurst
Astris Finance LLC
Atlantico Capital
Partners
Atlas Renewable
Energy
Baker McKenzie
Banco de la Provincia
de Buenos Aires
Banco Sabadell
BBVA
Beazley Group
Berkemeyer
BlackRock
BNP Paribas
Bpifrance
BPL Global

Brookfield Asset
Management
Canadian Solar
Citi
Citibank, N.A.
Clifford Chance
US LLP
ContourGlobal
COPSA
D3 Energy LLC
Deutsche Bank
Digital Bridge
E3 Consulting
EIG Global
Energy Partners
EIRA Capital
Envision Energy
International
First Solar
Global Infrastructure
Finance LLC
Goldman Sachs
Grana y Montero
Infrastructure
Greenberg Traurig
Maher LLP
HSBC
IMEF - Mexican
Institute of Finance
Executives
InterCapital
Energy, LLC

Iridium Concesiones
de Infraestructuras
Jefferies Group
Jones Day
JP Morgan
Latin American
& Caribbean Council
on Renewable
Energy (LAC-CORE)
LEGÂ Abogados
Macquarie Capital
Mayer Brown
MEAG
Meridian and Texel
MetLife Investments
Ministry of Mines and
Energy - Colombia
MUFG Bank
MUFG Union Bank
Natixis
Nelson Mullins
Broad and Cassel
Orel Energy Group
Pan American
Finance
Pana Consulting
Paul Hastings
Paul Hastings LLP
Petróleos del Perú
S.A. - Petroperú
Powertis

ProInversion
Proximo
Red de Energía
del Perú
Rimac Seguros
S&P Global
Silver GCD
Société Générale
Solarpack
Sonnedix
State Grid Brazil
Holding
Streamline
Integrated Energy
Structured Capital
Funding
Sumitomo Mitsui
Banking
Corporation
(SMBC)
Sustainable
Development
Capital LLP
Thermion Energy
TXF Media
Undisclosed
Volitalia
White & Case
Winston
& Strawn

PROXIMO

Day one: Tuesday October 27

Energy, Power, and Renewables in Latin America

9.15 AM EST	Opening keynote address Bruno Carvalho , Deputy Vice Minister, Ministry of Mines and Energy - Brazil
9.30 AM EST	Overview of Latin America's power market through COVID <ul style="list-style-type: none"> Do PPAs act as a proxy for sovereign risk? Are we seeing PPA restructurings? Evaluating merchant risk appetite after COVID Have renewables remained bankable throughout 2020? Evaluating policy flexibility in different jurisdictions for power generation, transmission and distribution How stable are power market prices, and how will renewables contribute to keeping Oscar Batres , Treasurer and Director of Finance - Mexico, Central America & Caribbean, AES Corporation Rik de Buyserie , CEO and Country Manager, ENGIE Peru Tatiana Preta , Managing Director, Project Finance Americas, MUFG Javier Chavarria , Managing Director, Head of Latin America, Northland Power Moderator: Dorina Yessios , Partner, Allen & Overy
10.15 AM EST	You can bank on it: Funding Power Projects and attracting new sources of capital <ul style="list-style-type: none"> How is lender appetite for development and construction risk changing? Will lenders collaborate more with development banks to get projects completed through COVID? How much merchant exposure is possible in the current crisis? To what extent is it desirable? Clara Bowman , General Manager, Andes Mining & Energy James Redmond , Vice President, Infrastructure Debt, AMP Capital Javier Huergo , Chief Investment Officer, Fotowatio Renewable Ventures Patricia Tatto , Vice President Americas, ATA Renewables Moderator: Tom Nelthorpe , Contributing Editor, Proximo
10.45 AM EST	Keynote address: Investment in Chile's Energy Sector: Keynote Speaker: Francisco Javier Lopez Diaz , Undersecretary of Energy, Ministry of Energy Chile
11.15 AM EST	Case study: Emerging techniques of oil & gas reserve based lending in Brazil Alexandre Chequer , Partner, Head, Oil & Gas Group, Mayer Brown Moderator: Eduardo Lima , Partner, Mayer Brown
12.00 PM EST	Networking break: Find your match <i>Proximo will prepare 1-1 meetings through our proprietary platform: contact us to help you line up the facetime you need</i>
12.30 PM EST	Interview: Case Study on Paraguay's Procurement Pipeline in Infrastructure <ul style="list-style-type: none"> Evaluating state support mechanisms from the procurement side Expectations of project delays and pricing dynamics What concerns, if any, do procurement authorities have over bankability? Facundo Salinas Aguirre , Head of Public Investments, Ministry of Finance - Paraguay Moderator: Tom Nelthorpe , Contributing Editor, Proximo
	Country renewables sector workshops: summarising merchant appetite, policy frameworks and bankability <i>Limited-size discussions with a group leader, dissecting each economy's private investment landscape for renewable energy in the wake of COVID-19 and other engrained regional challenges</i>
1.15 PM EST	<ul style="list-style-type: none"> Mexico: As the market navigates its way around a hostile CFE, how are investors adapting to the circumstances? Miguel Angel Alonso Rubio , Director General, Mexico and Central America, Acciona Energia Rodolfo Campos , Principal CEO, Fibria Orión Javier Chavarria , Managing Director, Head of Latin America, Northland Power Moderator: Luis Arizaga , Founding Partner, Exus Management Partners
2.00 PM EST	<ul style="list-style-type: none"> Chile: What is the future for Chile's merchant market? Jaime Solaun , Head of Andean Region, Solarpack Ismael Ugarte , Head of Project Finance Chile, Mainstream Renewable Power Moderator: Nicolas Cano , Commercial Director, Latin America, Proximo
2.30 PM EST	<ul style="list-style-type: none"> Brazil: Assessing auctions, currency risk, and BNDES's support for renewable energy Luis Pita , General Manager, Brazil, Atlas Renewable Energy Marcos Meireles , CEO, Rio Energy Moderator: Karla Fernandes , Head of Capital Markets and COSEC Brazil, TMF Group
3.00 PM EST	<ul style="list-style-type: none"> Colombia: Does the promise of new non-auctioned power projects present a bright future for its renewables market? Francisco Sanclemente , CFO and General Manager, Grupo Renovatio
3.30 PM - 6.00 PM EST	Closing remarks and ongoing virtual networking <ul style="list-style-type: none"> Request one to one meetings and schedule video calls throughout the day Ask Proximo directly to schedule meetings with specific clients or speakers Create your platform profile and replay all the day's content instantly

Day two: Wednesday October 28

Infrastructure and PPP in established and growing Latin American markets

10.30 AM	Opening remarks
10.45 AM EST	Deal or no Deal Gameshow: structuring a deal in a crisis <ul style="list-style-type: none"> Proximo will present a panel of four lenders with hypothetical transactions, each asset characterised by its different progression through the COVID crisis. Have lenders' origination, distribution, structuring and pricing strategies changed in 2020? Audience members will get to vote on each deal Jorge Camina, Director, Infrastructure Debt, Allianz Global Investors Ralph Scholtz, Managing Director, Head of Project Finance Latin America, MUFG Willem Sutherland, Managing Director, Head of ING Latin America, ING Moderator: Tom Nelthorpe, Contributing Editor, Proximo
11.45 AM EST	Networking break: Find your match <i>Proximo will prepare 1-1 meetings through our proprietary platform: contact us to help you line up the facetime you need</i>
12.10 PM EST	Presentation: Peru's PPP Projects in the Sanitation Sector Juan Pablo Mendez Vega, Project Manager, Wastewater Treatment Projects, ProInversion
12.35 PM EST	Interview: Social Infrastructure Boom: Is this Latam's most promising area for PPP? <ul style="list-style-type: none"> Evaluating construction and development risk appetite in social infrastructure Hospital health case study: analysing new tenders and concession structures in Chile Sanitation reform and privatizations: what new investors can new social infra assets attract? Cristina Simon Morientes, Head of Social Infrastructure, IDB Invest Moderator: Thomas Hopkins, Reporter, Proximo
1.15 PM EST	Road to recovery for traffic risk assets: which sectors need the most help, and are lenders and sponsors happy to support them? <ul style="list-style-type: none"> Is Colombia's 5G program on track and can it attract the bankability required despite sovereign rating and traffic risk concerns? How will sponsors raise capital where needed? Could development bank support be critical to traffic assets' survival? Private placements, open syndication: what distribution strategies are favoured in the current climate and what projects support this? Jinping Tang, Head of Investment and Financing, China Harbour Engineering Company Alex Yew, Managing Director, Head of Latin America, John Laing Pedro Julia, Head of Finance Latam, ACS-Iridium Miguel Angel Parras, Chief Investment Officer, Globalvia Maria Jose Campos, Deputy Director of Bidding and Transactions, Acciona Concessions Moderator: Tom Nelthorpe, Contributing Editor, Proximo
2.30 PM EST	Keynote interview with BNDES: Structuring concessions and creating a robust pipeline Speaker: Cleverson Aroeira, Head, Investment Partnerships Structuring Division, BNDES Moderator: Paloma Lima, Partner, Lefosse Advogados
3.00 PM EST	Development Bank appetite in Latin America: Are they more critical now than ever before? <ul style="list-style-type: none"> Contrasting local development finance and multilateral support packages for projects and corporates Is blended finance a growth area for Latin American infrastructure? What impact is increasing DFI involvement having on infrastructure investor appetite, both locally and internationally? Enrique Cadena, Finance and Investment Manager, Financiera de Desarrollo Nacional (FDN) Miguel Toledo, Chief Investment Officer - Infrastructure Group, IFC Moderator: George Khachadourian, Senior Content Manager, Proximo
3.30 PM EST	Keynote interview: Carlos Linares, President, COFIDE
4.00 PM - 6.00 PM EST	Closing remarks and ongoing virtual networking <ul style="list-style-type: none"> Request one to one meetings and schedule video calls throughout the day Ask Proximo directly to schedule meetings with specific clients or speakers Create your platform profile and replay all the day's content instantly

Day three: Thursday October 29

Infrastructure investors

9.00 AM	Opening remarks
9.10 AM EST	<p>Infrastructure asset management in the COVID crisis: confronting the challenges to monitoring investments and sourcing new opportunities</p> <ul style="list-style-type: none"> • Should investors expect more returns given the increase in demand risk, notably in traffic risk assets? • How are availability based PPP structures faring? • Is a boost in infrastructure M&A possible, if asset owners are in need of raising short term capital? <p>Nicolas Escallon, Director, Actis Ernesto Mayrand, Investment Manager, InfraRed Capital Partners Emilio Andrade, Director, Infrastructure, Ardian Julian Torrado, Managing Director, Corporate and Investment Banking, CIBC Moderator: Tom Nelthorpe, Contributing Editor, Proximo</p>
10.00 AM EST	<p>Institutional debt and direct lending: Staying competitive after COVID</p> <ul style="list-style-type: none"> • Has COVID made it harder for the bond market to compete with traditional bank lending? • Which asset classes remain most accessible for non-bank infrastructure debt? • Would multilateral aid provide extra incentive for infra debt funds to financing projects with confidence? • Contrasting USD and local currency markets <p>Santiago Oraa, CFO, Celeo Redes Juan Pablo Raffetto, Director, Vice President, Head Latam Infrastructure & PF, MetLife Investment Management Jorge Camina, Director, Infrastructure Debt, Allianz Global Investors Moderator: Christopher Erckert, Partner, Mayer Brown</p>
10.45 AM EST	<p>Networking break: Find your match <i>Proximo will prepare 1-1 meetings through our proprietary platform: contact us to help you line up the facetime you need</i></p>
11.00 AM EST	<p>Cruise and Container Terminals in Latin America and the Caribbean Elizabeth Robberechts, Lead Investment Officer, IDB Invest Robert Shamosh, CEO, Holistica Destinations Moderator: Tom Nelthorpe, Contributing Editor, Proximo</p>
11.30 AM EST	<p>Airports case study: What are sponsors' plans for surviving the months ahead?</p> <ul style="list-style-type: none"> • How will airport owners raise the capital required to counter reduction in traffic? • Are airport expansion delays expected to continue into 2021 and beyond? • What is the path back to bankability for airports, and transport assets more widely? <p>Eric Wittleder, Vice President, Brookfield Asset Management Georg Schaefer, Manager, Project Finance, Fraport David Gonzalez, Managing Director, Head of Project & Structured Finance Latin America, SMBC Moderator: Tom Nelthorpe, Contributing Editor, Proximo</p>
12.00 PM EST	<p>New project supply from the investor perspective</p> <ul style="list-style-type: none"> • Demand and supply for new projects from a private equity and institutional investor perspective • To what extent are investors able to plan for new projects during the current upheaval? • Do new acquirers have a preference over new financing structures, for example, availability-based; merchant offtake; or blended finance? <p>Jordi Tasiás, Managing Director - Private Equity Latin America, CDPQ Moderator: Simon Clark, Partner, Allen & Overy</p>
12.30 PM EST	<p>ESG and infrastructure investor strategy: is decarbonisation and social governance higher up the agenda in Latin America?</p> <ul style="list-style-type: none"> • Green bonds in Latam: are ESG-tied financings necessary for the survival of traditional infrastructure assets? • What can Latin America learn from implementation of ESG in Europe, the USA and elsewhere? • Contrasting public vs private debt financings and the demand for ESG-tied debt <p>Bianca Taylor, Founder, Tourmaline Group Susan Wisialko, CIO, Global Infrastructure Finance Fernando Cubillos, Head Energy, Principal Investment Officer, IDB Invest Moderator: Tom Nelthorpe, Contributing Editor, Proximo</p>
1.00 PM - 6.00 PM EST	<p>Closing remarks and ongoing virtual networking</p> <ul style="list-style-type: none"> • Request one to one meetings and schedule video calls throughout the day • Ask Proximo directly to schedule meetings with specific clients or speakers • Create your platform profile and replay all the day's content instantly

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Hernán Barros, Vice
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Get In Touch



GEORGE KHACHADOURIAN

To discuss content and
corporate participation

george.khachadourian@proximoinfra.com



NICOLAS CANO

To arrange your virtual
event package

nicolas.cano@proximoinfra.com



GARY COATES

Ask me any technical
questions about this
virtual event

gary.coates@proximoinfra.com



ANDREW WOODHOUSE

Get in touch to discuss
any media partnerships
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andrew.woodhouse@proximoinfra.com

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