

PROXIMO

BRAZILIAN ENERGY AND INFRASTRUCTURE

Virtual Business Meeting

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16 SEPTEMBER 2021

Hosted on the Proximo Virtual Event Platform

Brazil is quietly starting to make good on its potential as a source of attractive infrastructure assets. With the federal government lessening its grip on the ownership and financing of infrastructure assets, opportunities for bank and institutional lenders are on the increase.

Brazil has failed to make good on its promise in the past, and the pandemic and political instability have combined to form a troubling backdrop to financing energy and infrastructure assets. But the volumes of concessions on offer - and the continuity enjoyed by the concessions programme - are hard to ignore.

Meanwhile, Brazil continues to squeeze gas and coal further out of its generation mix, adding solar, wind and small hydro, and continuing to invest in transmission infrastructure.

Proximo plans on holding a virtual business meeting to discuss pressing issues for developers, sponsors and lenders active in the country's infrastructure finance market, and future procurement and financing opportunities. Key attendees will include

- Relevant government personnel
- Renewable energy, digital infrastructure and transportation developers
- Generalist and specialist financial investors
- DFIs and ECAs active in supporting transactions
- Local pension funds and insurance companies
- Local banks
- International commercial banks

Agenda

SESSION ONE: 9:00AM NY/10:00AM SP

OPENING ADDRESS

Unlocking competitiveness by unlocking infrastructure investment

- Results and lessons of the most recent wave of concessions
- Balancing the maximisation of proceeds and investments with sustainable user charges
- Does the private sector now have the resources and discipline to maximise its support for the concessions programme?
- Cultivating the right financing sources, and opening new debt and equity markets
- Measuring the impact of the programme on economic performance

SESSION TWO: 9:30AM NY/10:30AM SP

Renewables: Bouncing back, broadening options

- Can any factors prevent solar overtaking wind as Brazil's dominant renewable resources?
- For how long will Brazil need to support regulated renewables generators?
- Is there any need, or ability, to provide external credit support for corporate PPAs?
- Which revenue models have the most potential to drive investment in the sector?
- What potential is there for greater installations of standalone or bundled battery storage?

Luis Pita, General Manager – Brazil, **Atlas Renewable Energy**

Rogério Zampronha, CEO, **Omega Desenvolvimento**

Daniel Aquino, Managing Director, Head of Project Finance Brazil, **Crédit Agricole CIB**

Guilherme Arantes, Power Sector Research Manager, Energy Division, **BNDES**

Moderator: Thomas Pate, Partner, **White & Case**

10:15 AM NY/11:15 AM SP LIVE Q&A WITH THE PANELISTS! HAVE YOUR QUESTIONS AT THE READY

SESSION THREE: 10:25AM NY/11:25AM SP

Transport: Bids, bonds and boosting the transition

- Managing recent challenges and lessening government support – the road to recovery
- Have capital markets remained supportive of transport operators' business models and investment programmes?
- What government got right with the most recent wave of airport and road sales, and what still needs work.
- Should there be more opportunities for financial investors and funds in this sector?
- Is the trend towards decarbonisation an opportunity or a threat for investors in Brazilian transport?

Gilson Carvalho, CFO, **EIXO SP (Pátria)**

Rafael Miranda, Head of Transportation & Logistics Project Finance, **Santander Brazil**

Daniello Marcondes, Director Infrastructure Investments, **GLP Brasil**

Moderator: Pablo Sorj, Partner, **Mattos Filho**

11:10 AM NY/12:10 AM SP LIVE Q&A WITH THE PANELISTS! HAVE YOUR QUESTIONS AT THE READY

STRETCH BREAK: 11:20AM NY/12:20PM SP

SESSION FOUR: 11:35AM NY/12:35PM SP

Water: A new regulatory and legal model - but is the financing available?

- Have the new sanitation rules had the desired effect on investment and financing activity?
- How important are DFIs to supporting the water sector, and what are the challenges and opportunities for commercial bank and institutional lenders?
- What ownership and investment structures have been most effective at managing the social and operational risks attached to running water assets?
- What opportunities are there for new entrants in Brazilian water and sanitation?

André Pires de Oliveira Dias, CFO, **Aegea Saneamento e Participações, S.A.**

Felipe Fingerl, Financial Director & Head of Investor Relations, **Iguá Saneamento**

Rodolfo Valente, Project Finance Superintendent Brazil, **SMBC**

Leticia Pimentel, Manager, Sanitation Financing Division, **BNDES**

Maria Anselmo Schneider, Partner, **Mattos Filho**

Moderator: John Anderson, Partner, **White & Case**

CLOSE OF CONFERENCE, OPEN NETWORKING: 12:45PM NY/1:45PM SP

TO JOIN THIS VIRTUAL BUSINESS MEETING PLEASE CONTACT

TEAM@PROXIMOINFRA.COM

TO REQUEST A PASS

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