



PROXIMO
LATIN
AMERICA
ENERGY AND
INFRASTRUCTURE
FINANCE 2022
HYBRID EVENT

MARCH 10-11, 2022
EAST MIAMI HOTEL, UNITED STATES



**PROXIMO
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AMERICA
ENERGY AND
INFRASTRUCTURE
FINANCE 2022
HYBRID EVENT**

10-11 MARCH



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#PROXIMOLATAM22



PROXIMO LATIN AMERICA ENERGY AND INFRASTRUCTURE FINANCE 2022 HYBRID EVENT



10-11 MARCH

OVERVIEW

Proximo Latin America is back in action following an enforced pandemic-related hiatus of two and a half years! Set in the backdrop of Brickell, Miami's business district, we will convene the region's leading procurement authorities, project and financial sponsors, financiers and investors under the Miami sun!

We're bringing you a networking-led agenda which will allow you to catch up with industry peers and dynamic session formats to break the ice over the course of two days. As political situations fluctuate, you'll have the opportunity to hear first hand about the latest procurement opportunities from government ministries, the lessons to take away from our sector-focused sessions, and engage with those involved in the most challenging transactions.

FOR SPEAKING OPPORTUNITIES PLEASE EMAIL: ELSA.FUCILE@PROXIMOINFRA.COM

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PHYSICAL EVENT TICKET

- Additional networking features include:
- Walking tour of the Wynwood Walls
 - Networking matchmaking - meet with potential clients based on your desired profile
 - Poolside sunset cocktail reception
 - All-inclusive delegate list - set up meetings with anyone attending physically or virtually
 - Networking concierge service - allow us to introduce you to new clients that are high in demand

VIRTUAL EVENT TICKET

Exclusive to Proximo Members!

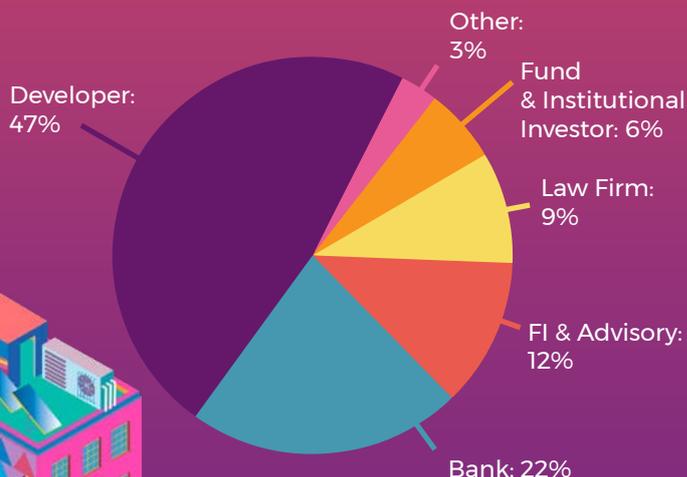
Watch all sessions live or on-demand as well as use our 'Search the Guest List' feature to reach out to other virtual attendees and those joining the physical event in-person.



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FIND OUT MORE

DELEGATE BREAKDOWN



"Extraordinary platform to meet investors, borrowers, EPC contractors, regulators, all together with a great atmosphere and superb content."

Hernan Barros
Vice Chairman
Petróleos del Perú S.A.
- Petroperú

#PROXIMOLATAM22



SPEAKERS



Manuel Felipe Gutierrez
President
Agencia Nacional
de Infraestructura (ANI)



Facundo Salinas Aguirre
Director of the Directorate
of the Public Investment System,
Ministry of Finance
Paraguay



Enith Carrion
Advisor to the Vice Ministry of Electricity
and Renewable Energy
Ministry of Energy, Ecuador



Pedro Julia
Head of Finance LatAm
Iridium Concesiones
de Infraestructuras



Santiago Ora
CFO
Celeo Redes



Marta Perez
Director - Senior Portfolio Manager
Allianz



Miguel Angel Parras
CIO
Globalvia



Rogerio Zampronha
Chief Executive Officer
Omega Desenvolvimento



Elie Villeda
Country Manager – Mexico
/ Regional Manager LATAM North
First Solar



Sergio Arbelez
Head of Financing
Matrix Renewables



Francisco Gonzalez Palomo
Director of Structured Finance
Americas
Solarpack



Javier Chavarria
Managing Director,
Head of Latin America
Northland Power



Markus Lehmann
President
Navigatio Capital



Maria Jose Trevino
Country Manager
Acclaim Energy Mexico



Daniel Fuchs
Director, Infrastructure Debt
BlackRock Real Assets



Felix Boyeaux
Principle
KRR



Ty Bowman
Senior Vice President
Prudential private capital



Victor Munoz
Operating Partner Latin America
Denham Capital



Jesse McDougall
Head of Export Finance,
North America
UK Export Finance



Douglas Doetsch
Partner
Mayer Brown



Carlos Ardila
Associate
Latham & Watkins



Javier Gomez
VP & Senior Underwriter
Vantage Risk



Ximena Alexandra Mora Mendez
CEO
ON*NET Fibra Colombia



Vittorio Lacagnina
Managing Director
Private Infrastructure
Partners Group



Lenny Mazlish
Senior Managing Director
- Head of Fixed Income
Cigna



Pablo Apolito
Head of Finance & M&A
Corporacion America Airports



Tobey Collins
Managing Director,
Structured Finance, Americas
Astris



Emilio Andrade
Director
Ardian



Jessica Springsteen
Partner
Clifford Chance



Juan C. Canazes
Director
Prudential Private Capital



Pedro Aparicio
Associate - Project, Infrastructure &
Principal Finance
Goldman Sachs



Diego Hollweck
CEO
Latin American Power



Karla Fernandes
Managing Director, Head of Capital
Markets Services & COSEC Brazil TMF
Group



Jorge Camina
Head of Sustainable Infrastructure
Director – Infrastructure & Energy, Africa
& Latin America
Denham Capital



Andreas Cremer
Director – Infrastructure & Energy, Africa
& Latin America
DEG



Juan Pablo Raffetto
Head of Latin America
Infrastructure & Project Finance
MetLife Investment Management



Michael Morcom
Director
Citibank



Mathieu Rousson
Managing Director, Project Finance
Latin America
Credit Agricole CIB



Daniel O' Czerny
Director, Head of Project
& Infrastructure Finance Power
and Natural Resources Latam
Citi



Julian Torrado
Managing Director, Latin America
Corporate and Investment Banking
CIBC Capital Markets



Carlos Barrera
CEO
Atlas Renewable Energy



Alexandre Esposito
Head of Energy Department
BNDES



PROXIMO LATIN AMERICA: ENERGY & INFRASTRUCTURE

EAST MIAMI HOTEL
DAY 1 - MARCH 10TH



8:15 AM	REGISTRATION & WELCOME COFFEE
8:55 AM	OPENING REMARKS
9:00 AM	<p>PROCUREMENT SOAP BOX: THE GOVERNMENTS DRIVING CHANGE IN ENERGY AND INFRASTRUCTURE Key government ministers will take the stage to dive deep into their respective country's project pipelines ranging from PPP programmes to upcoming renewables auctions, the financing opportunities available and government plans post-covid.</p> <p>Manuel Felipe Gutierrez, President, Agencia Nacional de Colombia (ANI) Facundo Salinas Aguirre, Director of the Directorate of the Public Investment System, Ministry of Finance, Paraguay Enith Carrión, Advisor to the Vice Ministry of Electricity and Renewable Energy, Ministry of Energy, Ecuador</p>
9:45 AM	<p>EMBEDDING SUSTAINABILITY IN LATIN AMERICA'S INFRASTRUCTURE DEBT MARKET</p> <ul style="list-style-type: none">• How is the push towards ESG and more closely monitored KPIs influencing financing structures?• Which countries will be most receptive to sustainability language in financings?• Will we see a greater use of sustainability-linked debt structures for greenfield projects?• Are renewables likely to be the main source of sustainable financings? What other assets are most suitable?• Converging on market standard sustainability language and classifications <p>Javier Gomez, VP & Senior Underwriter, Vantage Risk Carlos Barrera, CEO, Atlas Renewable Energy Jorge Camina, Head of Sustainable Infrastructure Credit Platform, Denham Capital Pedro Aparicio, Associate - Project, Infrastructure & Principal Finance, Goldman Sachs Moderator: Carlos Ardila, Associate, Latham & Watkins</p>
10:30 AM	COFFEE NETWORKING BREAK
11:45 AM	<p>ENERGY TRANSITION IN LATIN AMERICA: IMPACTS ON THE DEVELOPMENT OF PROJECTS AND OPPORTUNITIES AND CHALLENGES AHEAD</p> <p>Tobey Collins, Managing Director, Structured Finance, Americas, Astris Finance Marta Perez, Director - Senior Portfolio Manager, Allianz Moderator: Jessica Springsteen, Partner, Clifford Chance</p>
12:35 PM	<p>SOLAR: HOW DEBT PRICING CAN DRIVE COMPETITIVE PROJECT OFFERINGS AND BUILD PORTFOLIOS</p> <p>We will be diving deep into different revenue models across the region and the roles commercial banks, DFIs and institutional investors can play We'll look at:</p> <ul style="list-style-type: none">• Brazil: How can Real PPAs attract competitive financing when dollarized PPAs are all the rage? How can they be priced appropriately?• Ecuador: post-November auction & upcoming 2022 auction – how will international investors and MFIs collaborate to guarantee these projects are completed?• Colombia: Does a workable model for financing renewables off balance sheet now exist?• Chile: The outlook for new procurement and M&A in the PGMD segment and elsewhere <p>Sergio Arbeláez, Head of Financing, Matrix Renewables Francisco Gonzalez Palomo, Director of Structured Finance Americas, Solarpack Elie Villeda, Country Manager – Mexico / Regional Manager LATAM North, First Solar Moderator: Vittorio Lacagnina, Managing Director, Private Infrastructure, Partners Group</p>
1:25 PM	LUNCH
3:00 PM	<p>CONNECTING THE GRID: OVERCOMING TRANSMISSION CHALLENGES IN LATAM</p> <p>Transmission infrastructure remains the key to expanding access to more sustainable sources of energy across the region.</p> <ul style="list-style-type: none">• What additional opportunities are there for secondary market acquisitions in transmission?• Would transmission concession and financing models be most suited to energy storage development in the region?• What can we expect from Colombia and Paraguay's transmission auctions? How will market players overcome concentration issues in Colombia?• Will green bonds continue to be available for transmission construction and M&A financings? <p>Javier Chavarria, Managing Director, Head of Latin America, Northland Power Santiago Oraa, CFO, Celeo Redes Alexandre Esposito, Head of Energy Department, BNDES Moderator: Julian Torrado, Managing Director, Latin America Corporate and Investment Banking, CIBC Capital Markets</p>
3:50 PM	NETWORKING BREAK
4:20 PM	<p>DIGITAL INFRASTRUCTURE</p> <p>Opportunities for digital infrastructure investment continue to grow, with data centres, mobile towers, and fibre optic networks all attracting development capital. We'll be looking at:</p> <ul style="list-style-type: none">• Which countries are looking most promising for this asset class in 2022 and beyond?• Do emerging market financing premiums hold back promising projects?• Which financing structures will be most suitable out of banks, DFIs, and capital markets?• Are Latin digital assets now attracting the attention of larger infrastructure and private equity funds, and what has that meant for valuations of existing assets? <p>Felix Boyeaux, Principal, KKR Ximena Alexandra Mora Mendez, CEO, ON*NET Fibra Colombia Andreas Cremer, Director – Infrastructure & Energy, Africa & Latin America, DEG</p>



5:10 PM	DEAL OR NO DEAL: LATIN AMERICA Top financiers from the LatAm project finance market take to the stage to share their thoughts on three hypothetical transactions based on market conditions. Those on stage and in the audience will have the chance to have their say on whether they would take the deal. Michael Morcom , Director, Citibank Mathieu Rousson , Managing Director, Project Finance Latin America, Credit Agricole CIB Daniel O’Czerny , Director, Head of Project & Infrastructure Finance Power and Natural Resources Latam, Citi
5:40 PM	POOLSIDE COCKTAIL RECEPTION

MARCH 11TH - DAY 2

9:00 AM	WELCOME REMARKS
9:05 AM	ACCESSING CAPITAL MARKETS LIQUIDITY AGAINST A CHALLENGING POLITICAL BACKDROP Accessing capital markets liquidity against a challenging political backdrop Local currency bonds and US dollar bonds – can Latin America continue to lead the way in capital markets development? <ul style="list-style-type: none">• With the private placement market growing ever more liquid, is there still a role for restrictive 144A structures?• Green bonds and sustainability bonds - where are the premiums?• Do international investors in local currency debt now price political and devaluation risk properly?• Could local institutional investors contribute more to their home market’s infrastructure financing needs? Daniel Fuchs , Director, Infrastructure Debt, BlackRock Real Assets Victor Munoz , Operating Partner Latin America, Denham Capital Ty Bowman , Senior Vice President, Prudential Private Capital Juan Pablo Raffetto , Head of Latin America Infrastructure & Project Finance, MetLife Investment Management Moderator: Karla Fernandes , Managing Director, Head of Capital Markets Services, Brazil, TMF Group
9:55 AM	TRANSPORT: SUSTAINABLE MOBILITY & FINANCING STRUCTURES <ul style="list-style-type: none">• Accessing multi-sourced financing from ECAs, DFIs and bond investors• The Peruvian model versus the Panamanian model - which allows for cheapest debt pricing?• Can governments look to transfer greater amounts of operating risk to the private sector?• Opportunities to re-lever using refinancings of senior debt and new mezzanine products• What opportunities are available in Colombia, Panama, Peru, and Brazil? Emilio Andrade , Director, Ardian Pedro Julia , Head of Finance - LatAm, Iridium Concesiones de Infraestructuras Miguel Angel Parras , CIO, Globalvia
10:45 AM	COFFEE NETWORKING BREAK
11:15 AM	AIRPORTS: THE RECOVERY FROM COVID STARTS HERE <ul style="list-style-type: none">• Can the recent success of Brazilian airport concessions mean that more sophisticated financing structures emerge - and point to a role for international dollar lenders?• What lessons can we take away from Lima’s airport expansion? Will we see greater DFI intervention within this asset class?• How will airport financing bounce back as the region begins to recover? Pablo Apolito , Head of Finance & M&A, Corporacion America Airports Lenny Mazlish , Senior Managing Director - Head of Fixed Income, Cigna Juan C. Cañizares , Director, Prudential Private Capital Moderator: Douglas Doetsch , Partner, Mayer Brown
12:05 PM	WIND: PROVING ITS WORTH IN TOP-TIER MARKETS <ul style="list-style-type: none">• What are the opportunities for greater ECA support of the sector in Latin America?• Is wind well-placed to take the lead as an opportunity for merchant financing structures in the region?• What benefits can sponsors achieve from combining wind with solar, or wind with gas-fired generation?• Can Brazil remain the regional leader in wind financing, and what are the opportunities to realise further cost savings in onshore wind? Rogério S. Zampronha , CEO, Omega Energia Markus Lehmann , President, Navigatio Capital Jesse McDougall , Head of Export Finance, North America, UK Export Finance Diego Hollweck , CEO, Latin American Power
12:55 PM	CLOSING REMARKS



PREVIOUS ATTENDEES INCLUDE

GOVERNMENTS

Ministry of Energy, Chile
Ministry of Finance, Paraguay
ProInversión
Ministry of Mines, Brazil
Ministry of Energy, Brazil

DEVELOPERS

Enel Green Power (EGP)
Northland Power
Celeo Redes
Globalvia
Atlas Renewable Energy
Vinci Concessions
Mainstream Renewable Power
EDF Renewables Chile
Engie
Andes Mining & Energy
AAGES
Iridium Concesiones de Infraestructuras
GLP Brasil
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Proximo Deals of the Year Awards 2021



Proximo's Deals of the Year Awards 2021 have now been decided!
Celebrate industry success with your clients and colleagues in person:

MARCH 3RD 2022 – NORTH AMERICA AWARDS CEREMONY, NEW YORK
MARCH 9TH 2022 – LATIN AMERICA AWARDS CEREMONY, MIAMI

Awards Publication Write-Up:

The live show will be followed up with a Deals of the Year digital magazine due to land at the end of May, including full deal write ups, as well as articles from Proximo editor-in-chief.

Please note there is a strict embargo on publicly disclosing any winners until March 4th for North America and March 10th 2022 for Latin America. It will be lifted once the awards show has been completed



Please contact for:

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LATIN AMERICA: nicolas.cano@proximoinfra.com



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